2020 Earnings Conference 6164

Ledtech Electronics Corp.

http://www.ledtech.com.tw

2020/12/16

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- Unless otherwise required by law, the Company is not obliged to update its future prospects in response to new information or future events.

Agenda

I、Company Introduction

II、Products Introduction

III、Operating Results

IV、Future Prospects

Company Introduction

Locations

LEDTECH ELECTRONICS CORPORATION
5F, No. 542-5, Zhongzheng Rd., Xindian Dist.,
New Taipei City, Taiwan, R.O.C

ENERGYLED CORPORATION
6F, No. 542-4, Zhongzheng Rd.,
Xindian Dist., New Taipei City,
Taiwan, R.O.C

LEDTECH ELECTRONICS CORPORATION
2nd Floor, Research and Development Building 1
(Zone 22) Guiyuan Rd. North, Jixi Rd. West,
Duanzhou District, Zhaoqing City, Guandong
Province China

ENERGYLED CORPORATION
1st Floor, Research and Development Building 1
(Zone 22) Guiyuan Rd. North, Jixi Rd. West,
Duanzhou District, Zhaoqing City, Guandong
Province China

ENERGYLED ELECTRONICS CORPORATION
(Zone 22) Guiyuan Rd. North, Jixi Rd. West, Duanzhou
District, Zhaoqing City, Guandong Province China

LEDTECH ELECTRONICS CORP.
18223 Railroad Street., City Of Industry,CA 91748
U.S.A.

GELWIN TECHNOLOGY LTD.
UNIT17,7F.,HONG LEONG IND.,COMPLEX,4
WANG KING RD., KOWLOON BAY, HONG KONG

Milestone(1)

1977.09：Ledtech Electronics Corp. was established in Taiwan with an initialcapital of NTD 5 Millions

1980.11：Moved to the current HQ in Xindian District and still possesses the old one on Banqiao District

1992.07：We established the "Zhao Qing Ledtech Electronics Corp." in China.

1996.12：We established "Ledtech USA" in L.A..

1997.05：Initial Public Offerings

Milestone(2)

2002.04：We went public in OTC.

2007.01：We established “Energyled Corp.“ for lighting products.

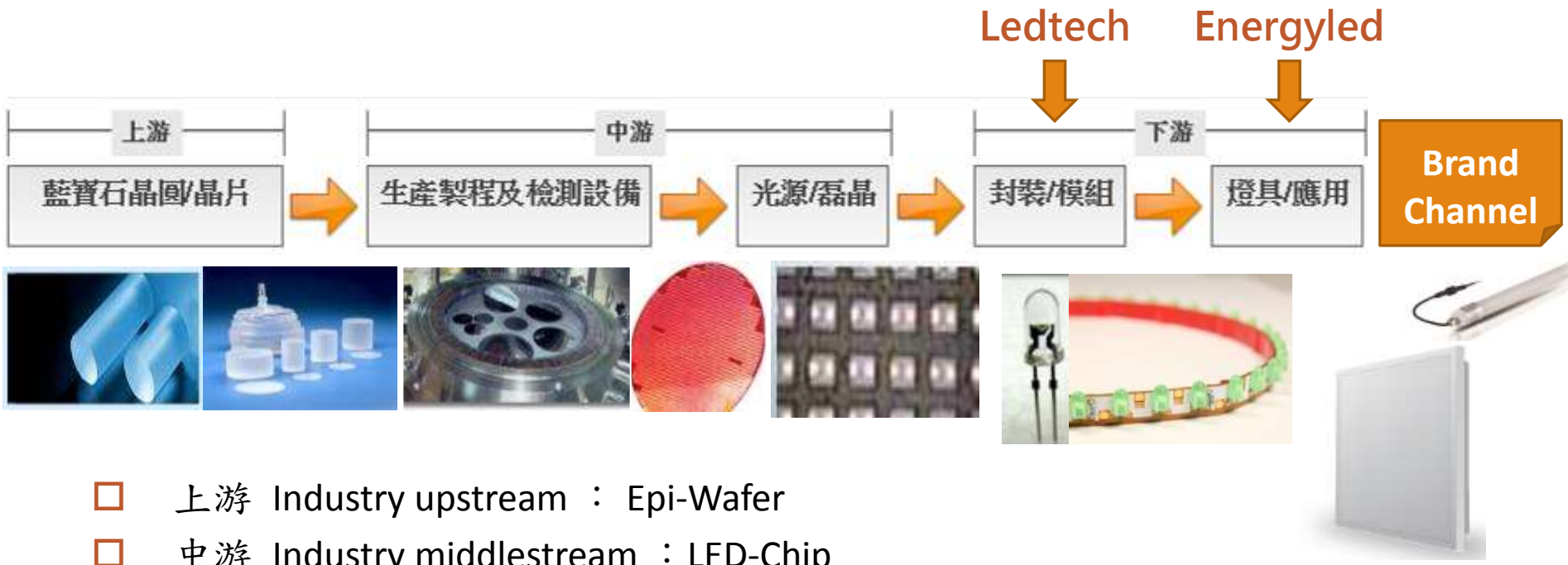
2007.12：We established the “立曜 ENERGYLED CORPORATION” in China.

2008.10：LEDTECH went public in TWSE. (TWSE: 6164)

2010.10：We established the “立能 ENERGYLED ELECTRONICS CORPORATION” in China.

Products Introduction

Industrial Structure



- 上游 Industry upstream ： Epi-Wafer
- 中游 Industry middlestream ：LED-Chip
- 下游 Industry downstream： LED package and module(Ledtech)

Components：Lamp、Display 、SMD、Back light、High power、Chip on board leds

- 應用 Applications : Led light source and lighting fixture(Energyled)

Finish products : commercial lighting (Light Bulb、Tubes、Panel light、Down light)

Industrial lighting(Spotlight、Flood light、High bay light、Street light)

Low-temperature lighting 、UV products、Intelligent lighting system

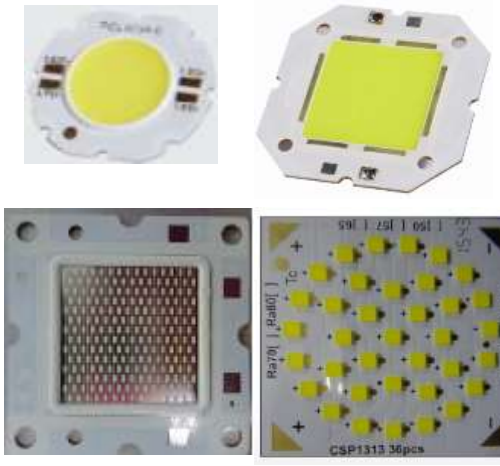
LED Lamp

SMD LED

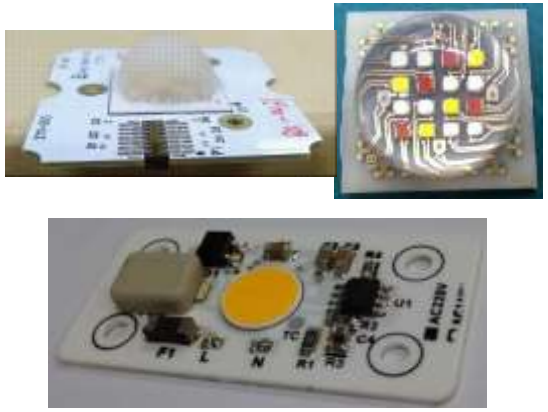
High Power LED

LED Display

Chip On Board LED



COB NEW LED



LED Components Successful Projects

Sharp Cash Register / Japan

Haier Washing Machine / China

LG Kimchi Fridge / Korea

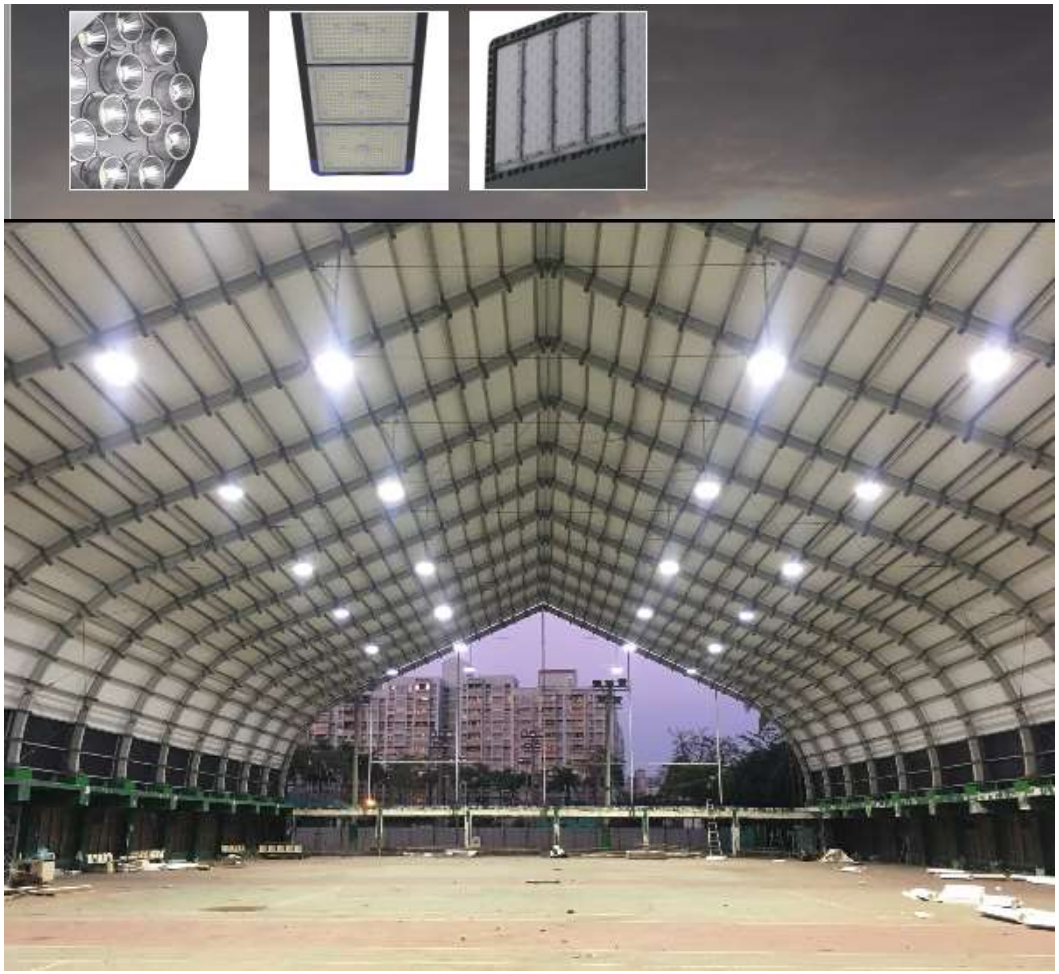
LG Dios Ref. / Korea

M-BENZ / Germany

Porsche Cayenne / Germany

Products Introduction

Commercial Lighting

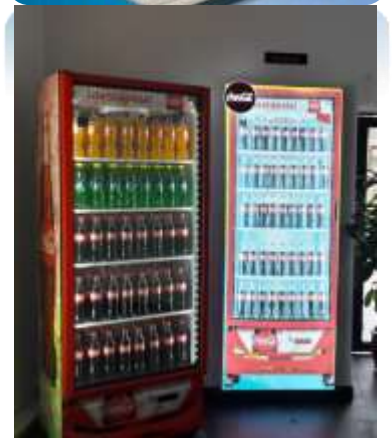


Products Introduction

Industrial Lighting
Successful Projects

High/Low Bay Light

Low-temperature Lighting Successful Projects



Products Introduction

Successful Projects In Taiwan

Active partnerships with hotels, convenient stores, supermarkets, food industry, banking and local channel partners.

FamilyMart

Total 3,766 Stores in Taiwan

Phase one： Low Temp. Lighting

Phase two：
Commercial Lighting

Phase three : General Lighting

Phase four： Signage Lighting

Products Introduction

Successful Projects
In the export area

Operating Results

3Q20 Results

In NT thousand	3Q20		2Q20		QoQ	3Q19		YoY
	Amount	%	Amount	%	%	Amount	%	%
Net Sales	171,935	100.0	207,404	100.0	(17)	227,990	100.0	(25)
COGS	128,654	74.8	144,799	69.8	(11)	173,614	76.1	(26)
Gross Profit	43,281	25.2	62,605	30.2	(31)	54,376	23.9	(20)
Operating Expense	62,464	36.3	65,558	31.6	(5)	73,877	32.4	(15)
Operating Profit	(19,183)	(11.1)	(2,953)	(1.4)	(550)	(19,501)	(8.6)	2
Other Income/Expense	7,797	4.5	(608)	(0.3)	1,382	(5,065)	(2.2)	254
Profit Before Tax	(11,386)	(6.5)	(3,561)	(1.7)	(220)	(24,566)	(10.8)	54
Income Tax Expenses	629	0.4	(2,833)	(1.4)	122	4,595	2.0	(86)
Non-Controlling Interest	(169)	(0.1)	132	0.1	(228)	54	0.0	(413)
Profit Attributable to Par	(10,588)	(6.1)	(6,526)	(3.1)	(62)	(20,025)	(8.8)	47
After Tax EPS	(0.11)		(0.07)			(0.20)		
Shares:(thousand shares)	100,000		100,000			100,000		

Operating Results

3Q20YTD Results

In NT thousand	3Q20		3Q19		YoY
	Amount	%	Amount	%	%
Net Sales	569,722	100.0	703,001	100.0	(19)
COGS	419,611	73.7	519,601	73.9	(19)
Gross Profit	150,111	26.3	183,400	26.1	(18)
Operating Expense	190,622	33.5	233,275	33.2	(18)
Operating Profit	(40,511)	(7.1)	(49,875)	(7.1)	19
Other Income/Expense	6,869	1.2	17,290	2.5	(60)
Profit Before Tax	(33,642)	(5.9)	(32,585)	(4.6)	(3)
Income Tax Expenses	1,013	0.2	5,540	0.8	(82)
Non-Controlling Interest	156	0.0	249	0.0	(37)
Profit Attributable to Paren	(32,785)	(5.7)	(27,294)	(3.9)	(20)
After Tax EPS	(0.33)		(0.27)		
Shares:(thousand shares)	100,000		100,000		

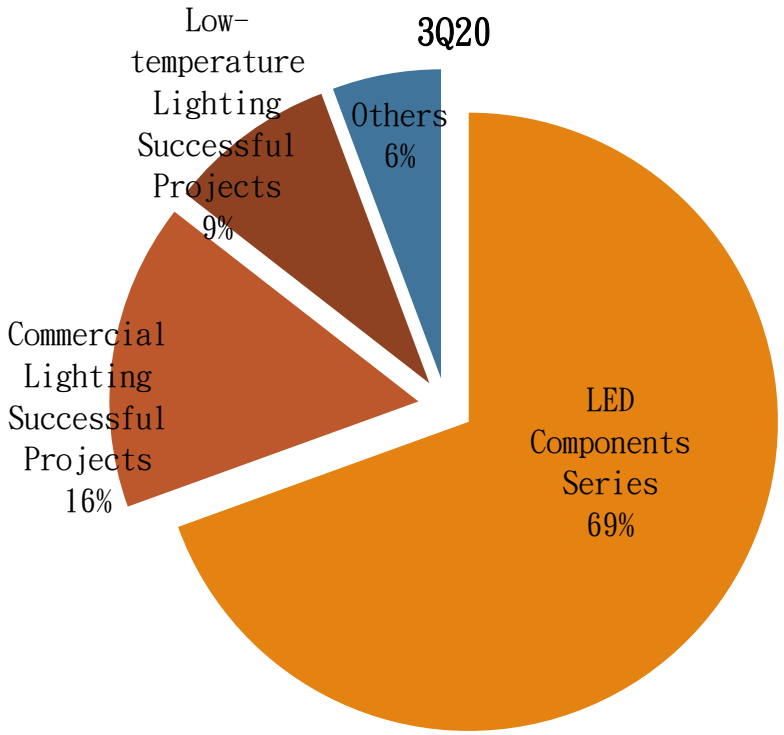
Operating Results

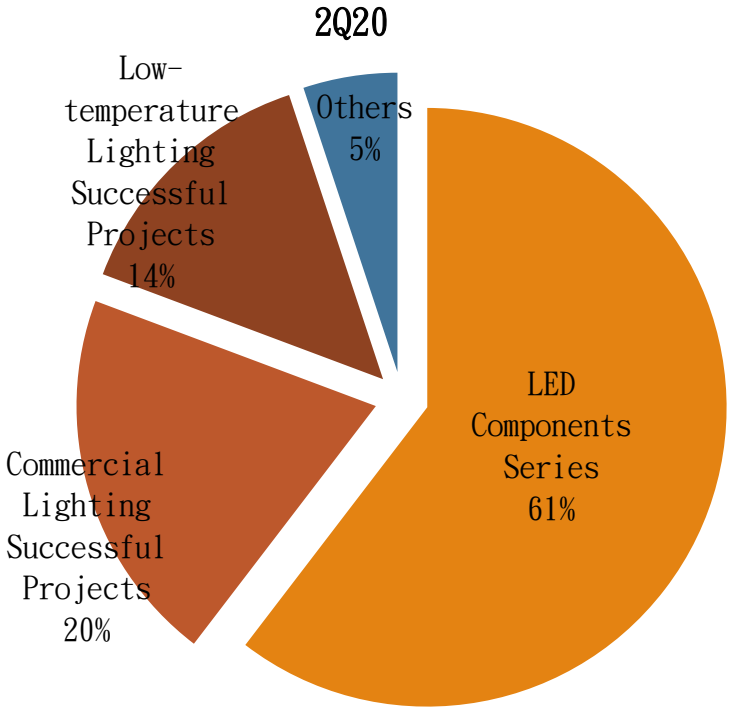
Other Incomes/Other Expenses

In NT$ thousand	3Q20	3Q20YTD
Net Interest	490	1,043
FX	1,046	(3,408)
Others	6,261	9,234
Total OIOE	7,797	6,869

Operating Results

3Q20 Revenue Contribution by Product





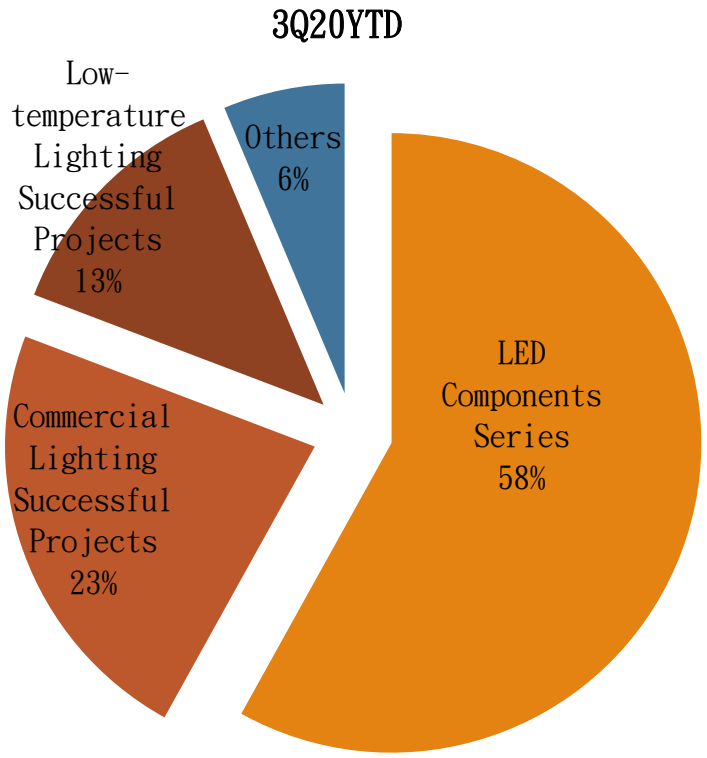
LED Components Series	LAMP、CHIP LED、DISPLAY、HIGH POWER、BACKLIGHT、COB、SMD etc.
Commercial Lighting Successful Projects	Led Bulbs、Led Tubes、Panel Light、Spot Light、Flood Light、Flood Light、High/Low Bay Light、Street Light etc.
Low-temperature Lighting Successful Projects	Led Bulbs、Led Tubes etc.
Others	Raw materials and parts

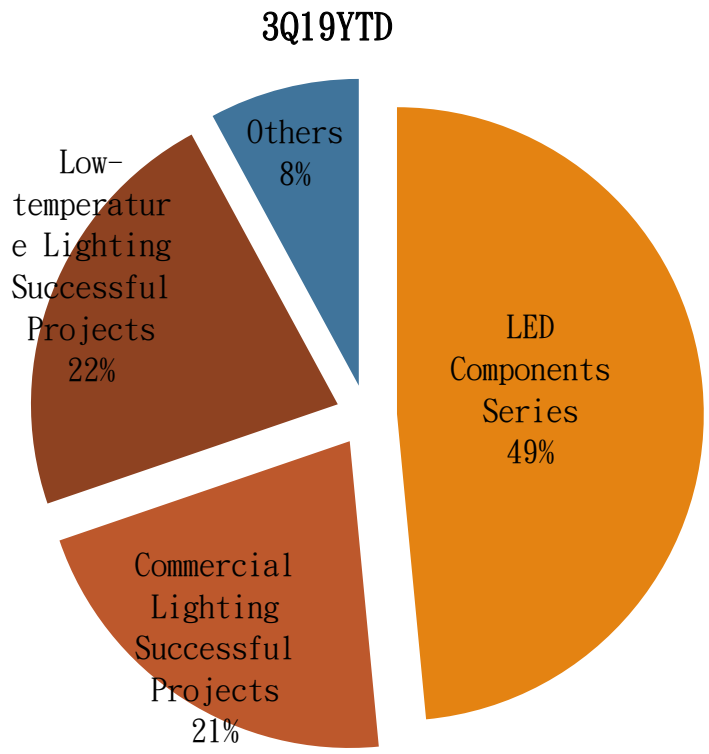
3Q20 Revenue by Product

In NT thousand	3Q20	2Q20	QoQ
LED Components Series	119,453	125,268	-5%
Commercial Lighting Successful Projects	27,588	42,119	-35%
Low-temperature Lighting Successful Proje	15,115	29,469	-49%
Others	9,779	10,548	-7%

Operating Results

3Q20YTD Revenue Contribution by Product





LED Components Series	LAMP、CHIP LED、DISPLAY、HIGH POWER、BACKLIGHT、COB、SMD etc.
Commercial Lighting Successful Projects	Led Bulbs、Led Tubes、Panel Light、Spot Light、Flood Light、Flood Light、High/Low Bay Light、Street Light etc.
Low-temperature Lighting Successful Projects	Led Bulbs、Led Tubes etc.
Others	Raw materials and parts

3Q20YTD Revenue by Product

In NT thousand	3Q20	3Q19	QoQ
LED Components Series	330,799	340,867	-3%
Commercial Lighting Successful Project	129,453	149,505	-13%
Low-temperature Lighting Successful Pr	73,310	157,052	-53%
Others	36,160	55,577	-35%

Balance Sheet

In NT thousand	3Q20		2Q20		3Q19	
	Amount	%	Amount	%	Amount	%
Cash & Equivalent	318,615	19	301,606	17	270,098	14
Accounts Receivable	160,889	10	212,477	12	252,405	13
Inventories	128,856	8	128,053	7	152,472	8
Current Assets	905,272	54	972,262	56	1,069,659	56
Total Assets	1,688,767	100	1,750,273	100	1,917,386	100
Short Term Debt	196,700	12	271,731	16	317,000	17
Accounts Payable	156,149	9	165,824	9	144,712	8
Current Liabilities	477,724	28	564,533	32	617,222	32
Long Term Debt	78,372	5	52,711	3	71,974	4
Total Liabilities	615,309	36	679,277	39	756,289	39
Equities	1,073,458	64	1,070,996	61	1,161,097	61
Key Indices						
Current Ratio (x)	1.89		1.72		1.73	
Quick Ratio (x)	1.63		1.50		1.49	

Future Prospects

Business Plan

LEDTECH Group

New Territory Scope

CLEAN TECHNOLOGY BRINGS OUT HEALTH IDEOLOGY

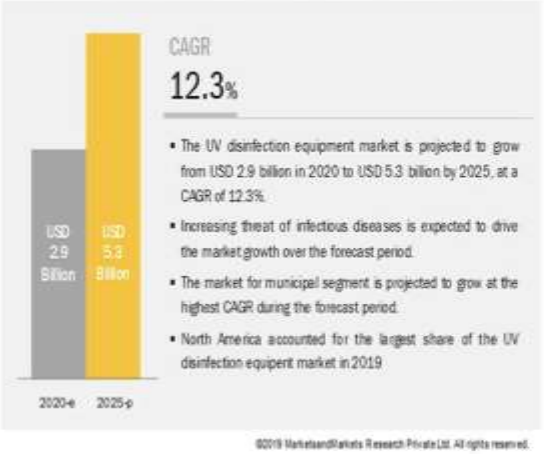
UV LED, NEXT BIG THING

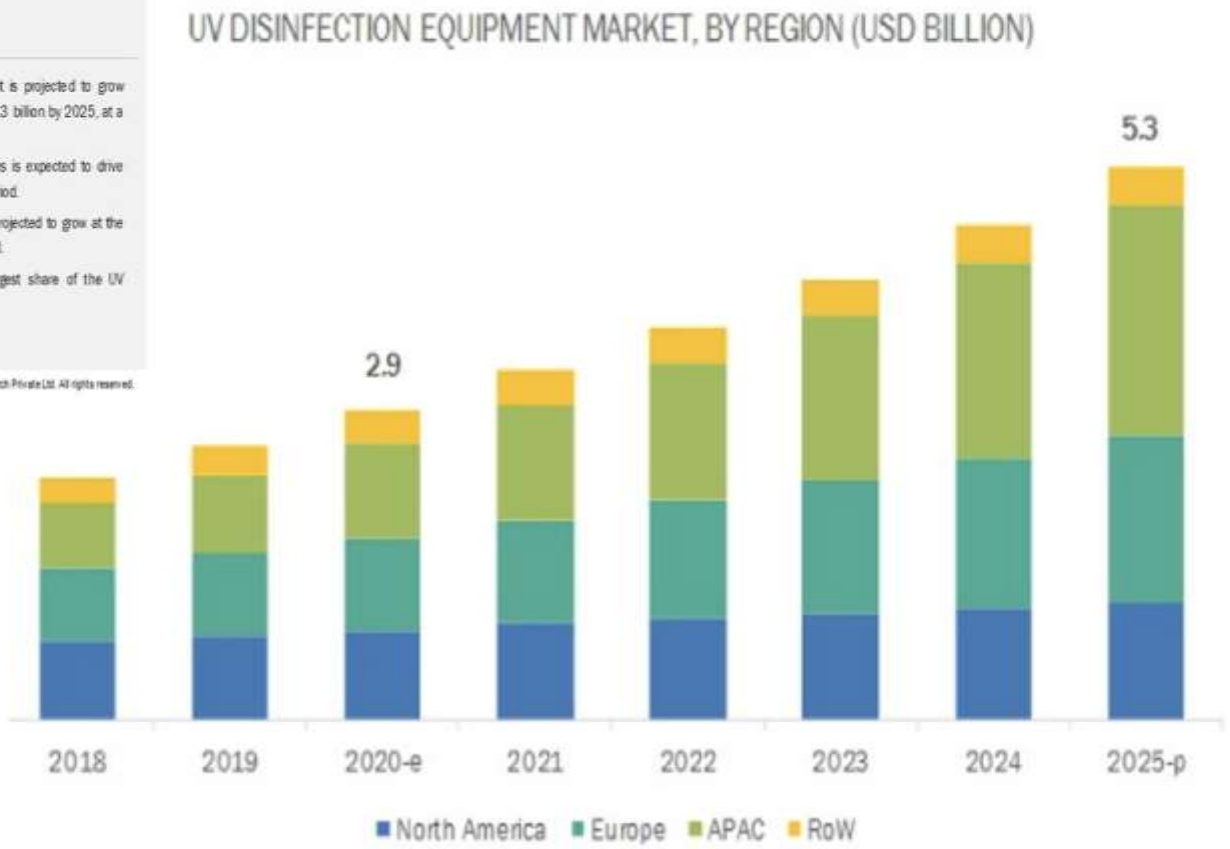
- Mercury lamps used to be the only UV sterilisation solution until the Minamata Convention on Mercury in effect on 16th August, 2017. According to the convention, as of 1st January, 2021, the production, import and export of mercury-included products will be prohibited, mercury disinfection lamps included. As the time for mercury lamps are numbers, UVC LED will be the only solution in the sterilisation market.

- Following the international trend, Taiwan government also stipulates to stop the produce, import and export mercury-included products, including mercury lamps, temperature gauges and batteries, in effect on 1st January, 2021.

New Territory Scope

UV DISINFECTION MARKET





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New Territory Scope

Blue Free & 405nm LED bactericidal bulbs

UV LED

SSD lighting ODM projects

Work w/ big brands

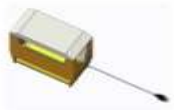
UV Usage

Closet

Disinfection module

White appliances /coolers

shops, stores, finance segments, hospitals, clinics, etc



New Territory Scope

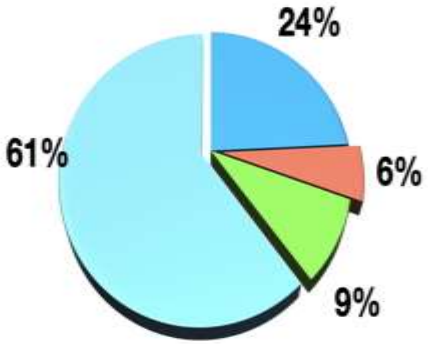
SSD Light ODM with Int'l Brand

- ODM project w/ US brand
- UL/cUL/CE/PSE certificates
- 0~100% dimming / full spectrum
- Blue free
- Luminous and bactericidal
- Perfect for high end hotels and art galleries

Team up Key Players for UV Applications

- Work with major brands to develop new applications
- Eying water/air/surface disinfection solutions
- Aim at convenient store chain, super markets and finance segment
- Target hospitals and chemists

New Territory Share



- SSD Light ODM with Int'l brands
- UV Components
- UV Modules
- UV Applications

- SSD Light ODM with Int'l brands
- UV Components
- UV Modules
- UV applications

Lighting Product Plan

Strategy	Direction	Application	Product
OEM for standard products	Tier 1 brands maintenance Tier 2 and 3 brands deployment		
ODM for customised products	Smart lighting system providers		
	Advertising lighting companies		
	Semiconductor manufacturers		

Lighting Product Plan

Strategy: Projects	Direction	Application	Project
Meet supermarket chains demands	Low temp tubes Indoor panel lights Commercial track lights Signage tubes		
Light up finance segment	Indoor panel lights Signage tubes		
Banking Contractor	Indoor panel lights		
Factory lighting	Industrial high bay lights Indoor panel lights		

Lighting Product Plan

Strategy	Direction	Application	Product
US smart streetlight project	Provide 160lm/W product		
Professional wine cabinet market	Directly work with Nordic manufacturer		
Commercial machine segment	Partner with Italian vending machine maker		

Low Temperature Plan

Strategy	Direction	Application	Product
Deepened cooperation with tier 1 brands	Cooler makers in America, Europe and Asia		
#1 market share domination in low temp. area	Supermarket and convenient stores chain in Taiwan		
Eye-catching products to add product value	Cooler makers in China		
Tier 2 and 3 manufacturers deployment	Cooler makers in northern and central China		

LED Module Plan

Strategy	Direction	Application	Product
Individual medical monitoring device	Provide customised products		
Design-in end user products	Coffee machine maker in Europe		
Traffic siren light market	Work with key manufacturers in Taiwan		
Solar strobe lights	Work with main manufacturers		

LED Module Plan

Strategy	Direction	Application	Product
1,000 nit backlight module	Industrial display makers		
Leisure industry	Bicycle kit providers		
Home appliance	Service brand customers		
Automotive electronics	Work with motorbike EMS factory		

LED Component Plan

Strategy	Direction	Application	Product
Increase market share in white appliance	Work with brand clients and subcontractors		
Manage automotive electronics market	European luxury car makers		
Profession industrial level components	Leading LED driver brand		
Widen road indication application	Team up with US distributor		

LED Component Plan

Strategy	Direction	Application	Product
Aim at security industry	Work with CCTV makers		
IP camera application	Worj with major manufacturers		
Component on e-commerce	Famous platform in China		

THE END

Thank You

Q & A