



2021 Earnings Conference 6164

Ledtech Electronics Corp.

<http://www.ledtech.com.tw> 2021/11/17



Disclaimer

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- The presentation may contain statements regarding the future based on current expectations and are subject to known or unknown risks or uncertainties. Actual future results may differ significantly.
- 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、Operating Results
- III、Future Prospects
- IV、Marketing New Product Briefing



Company Introduction

Locations



Company Introduction

Locations

Locations are in Taiwan, China, Europe and the United States



Taiwan HQ

China Factory in Zhaoqing City

Ledtech USA

Joint Venture in UK



(75 acres of land)

The production base in Zhaoqing City



Company Introduction

Milestone(1)

1977.09 : Ledtech Electronics Corp. was established in Taiwan with an initial capital 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.

2002.04 : We went public in OTC.



Company Introduction

Milestone(2)


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.



2017.11 : China production base was complete, total floor area: 55,952 square meters.




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Company Introduction

Certifications











TS 16949




QS-9000 / ISO-9002




ISO-9001



ISO-14001



ISO / TS-16949


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Company Introduction

Professional production line



Products Introduction

LEDTECH LED Components Series

LED Lamp



SMD LED



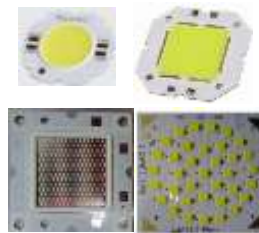
High Power LED



LED Display



Chip On Board LED



COB NEW LED



Products Introduction

Energylid LED lighting products



Products Introduction

Distribute Taiwan Signify products



Products Introduction

Successful Projects
In the export area



Operating Results

3Q21 Results

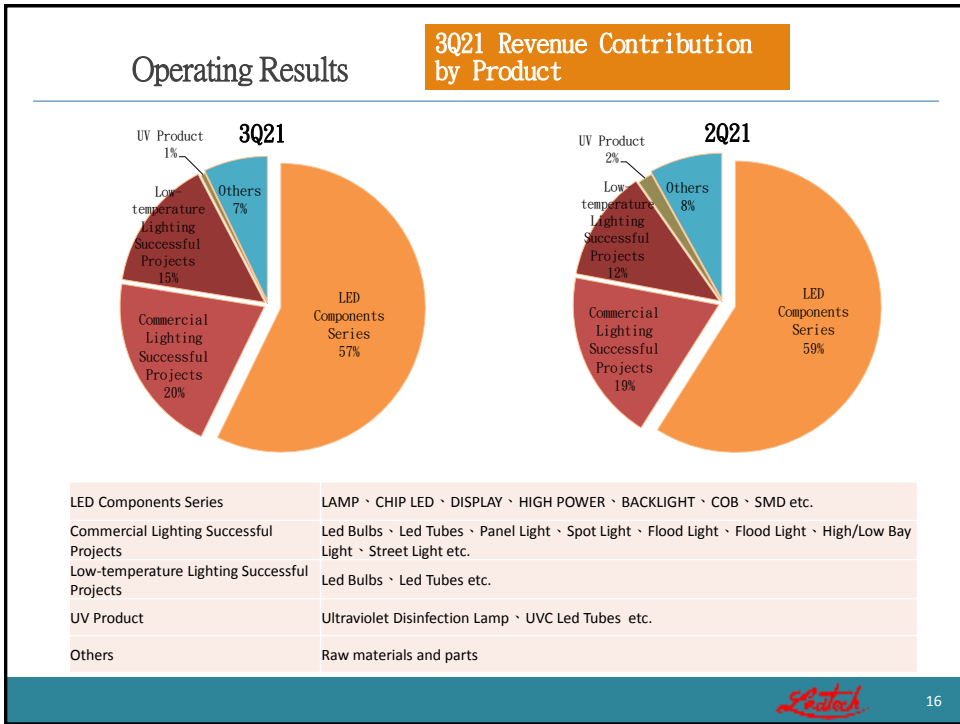
In NT thousand	3Q21		2Q21		QoQ	3Q20		YoY
	Amount	%	Amount	%		Amount	%	
Net Sales	252,949	100.0	238,934	100.0	6	171,935	100.0	47
COGS	183,332	72.5	174,729	73.1	5	128,654	74.8	43
Gross Profit	69,617	27.5	64,205	26.9	8	43,281	25.2	61
Operating Expense	57,801	22.8	59,986	25.1	(4)	62,464	36.3	(7)
Operating Profit	11,816	4.7	4,219	1.8	180	(19,183)	(11.1)	162
Other Income/Expense	5,354	2.1	6,912	2.9	(23)	7,797	4.5	(31)
Profit Before Tax	17,170	6.8	11,131	4.7	54	(11,386)	(6.6)	251
Income Tax Expenses	(4,693)	(1.9)	(2,991)	(1.3)	(57)	629	0.3	(846)
Non-Controlling Interest	703	0.3	357	0.1	97	(169)	(0.1)	516
Profit Attributable to Parent	11,774	4.6	7,783	3.3	51	(10,588)	(6.2)	211
After Tax EPS	0.12		0.08			(0.11)		
Shares:(thousand shares)	100,000		100,000			100,000		

Operating Results	3Q21YTD Results					
	In NT thousand	3Q21		3Q20		YoY
		Amount	%	Amount	%	%
Net Sales	715,680	100.0	569,722	100.0	26	
COGS	532,930	74.5	419,611	73.7	27	
Gross Profit	182,750	25.5	150,111	26.3	22	
Operating Expense	177,900	24.8	190,622	33.4	(7)	
Operating Profit	4,850	0.7	(40,511)	(7.1)	112	
Other Income/Expense	20,655	2.9	6,869	1.2	201	
Profit Before Tax	25,505	3.6	(33,642)	(5.9)	176	
Income Tax Expenses	(8,541)	(1.2)	1,013	0.2	(943)	
Non-Controlling Interest	1,380	0.2	156	0.0	785	
Profit Attributable to Parent	15,584	2.2	(32,785)	(5.7)	148	
After Tax EPS	0.16		(0.33)			
Shares:(thousand shares)	100,000		100,000			

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Operating Results	Other Incomes/Other Expenses	
	3Q21	3Q21YTD
In NT\$ thousand		
Net Interest	591	1,990
FX	(655)	(2,033)
Others	5,418	20,698
Total OIOE	5,354	20,655

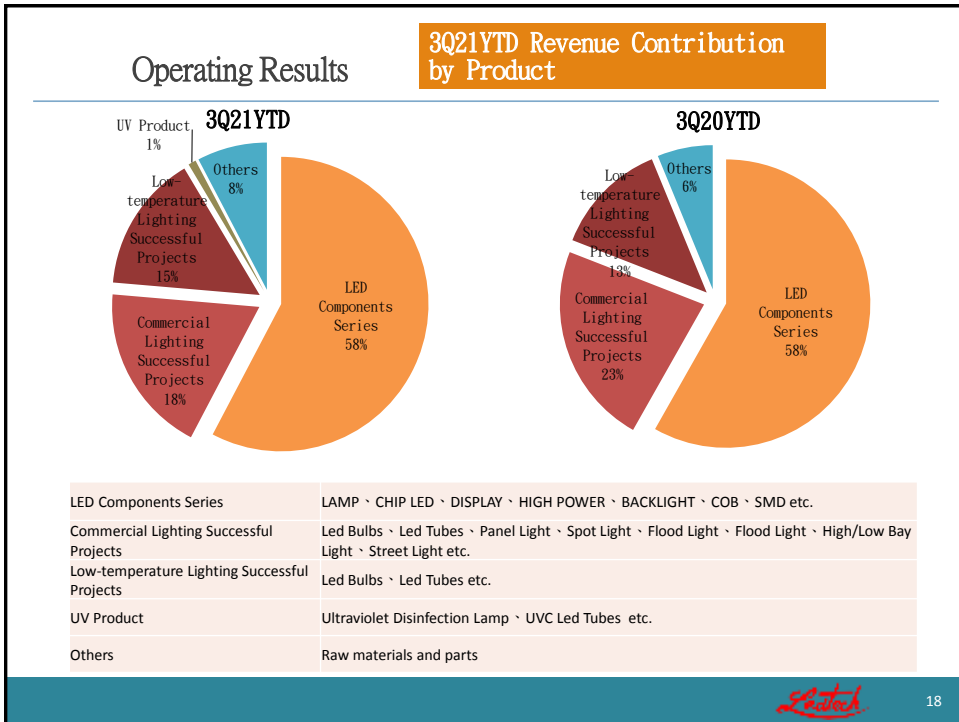
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Operating Results 3Q21 Revenue by Product

<i>In NT thousand</i>	3Q21	2Q21	QoQ
LED Components Series	144,734	140,925	3%
Commercial Lighting Successful Projects	51,388	45,376	13%
Low-temperature Lighting Successful Projects	37,519	29,500	27%
UV Product	1,246	3,856	-68%
Others	18,062	19,277	-6%

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Operating Results 3Q21YTD Revenue by Product

<i>In NT thousand</i>	3Q21	3Q20	QoQ
LED Components Series	412,914	331,566	25%
Commercial Lighting Successful Projects	133,555	129,453	3%
Low-temperature Lighting Successful Projects	108,014	73,311	47%
UV Product	6,148	-	
Others	55,049	35,392	56%

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Operating Results		Balance Sheet				
In NT thousand	3Q21		2Q21		3Q20	
	Amount	%	Amount	%	Amount	%
Cash & Equivalent	253,065	14	346,792	20	318,615	19
Accounts Receivable	219,046	12	211,538	12	160,889	9
Inventories	185,257	10	185,442	10	128,856	8
Current Assets	1,037,168	58	990,684	56	905,272	54
Total Assets	1,813,534	100	1,776,930	100	1,688,767	100
Short Term Debt	235,000	13	172,061	10	196,700	12
Accounts Payable	203,862	11	238,251	14	156,149	9
Current Liabilities	584,529	32	542,472	31	477,724	28
Long Term Debt	72,570	4	88,044	5	78,372	5
Total Liabilities	695,682	38	670,666	38	615,309	36
Equities	1,117,852	62	1,106,264	62	1,073,458	64

Key Indices			
Current Ratio (x)	1.77	1.83	1.89
Quick Ratio (x)	1.46	1.48	1.63





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2022 CHANNEL PLAN



- OEM/ODM SERVICE**
 - CUSTOMISED PRODUCTS
 - HIGH EFFICACY LIGHTING
 - RELATIONS WITH BRAND CUSTOMERS
 - INVENTORY MANAGEMENT
- ENERGYLED BRAND**
 - #1 IN PANEL LIGHT
 - NEW PRODUCTS
 - NEW PRODUCT LINES
 - LOGISTICS OPERATION
- DISTRIBUTORSHIP**
 - PROJECT CHANNEL CUSTOMERS BUILD UP
 - INCENTIVE ACTIVITIES
 - BUNDLE, ACCESSORY AND NITCHE PRODUCTS
- BioLED PRODUCTS**
 - LARGE CHANNEL DEPLOYMENT
 - PROJECT REFERENCE
 - NEW SALES METHODS
 - E-COMMERCE CUSTOMERS

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2022 CONSTRUCTION GOALS



- NEW CLIENTS/PRODUCTS/PROJECTS**
 - OEM PROJECTS
 - HORTICULTURE LIGHTING
- CONSTRUCTOR COOPERATION**
 - NEW CHANCES VIA E-PROCUREMENT SYSTEM
 - CONTRACTUAL CUSTOMERS
- ELECTRICIANS/ARCHITECTS PARTNERSHIP**
 - UPDATED CONTACTS FROM UNION RESOURCE
 - HIGH END PRODUCTS
- CHAINED STORES MANAGEMENT**
 - SMART LIGHTING
 - ADVSERTISING CLIENTS
- BIOLED**
 - E-COMMERCE CUSTOMERS AND CHANNELS
 - ICONIC CUSTOMERS PROMOTIONS

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2022 LOW TEMP AIMS

NEW PRODUCT LINE

- DISC LIGHT, DRIVER
- HIGH EFFICACY SOLUTIONS

BioLED

- PROJECT REFERENCE
- SANITISER APPLICATION FOR FOOD INDUSTRY

EMERGING MARKETS

- EUROPE, MID-EAST, INDIA
- DISTRIBUTOR COOPERATION
- NEW BUSINESS PLATFORMS

NEW APPLICATIONS

- AI CONTROLLING, SENSING MODULES
- LOCAL COOLER MAKERS IN CHINA AND ASIA
- MEDICAL, BEVERAGE AND WINE CUSTOMERS

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2022 LED SCHEMES

BUSINESS PLANS

- TRAFFIC WARNING LIGHTS
- BACKLIGHT MODULES
- AOI INDUSTRY
- JVC LED
- DISTRIBUTORSHIP
- CLASSROOM LIGHT
- INTERNET COMMUNICATION
- BROADBAND PRODUCT LINES


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LEDTech **BioLED**

UVC Disinfection tech



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Vaccine helps release Covid19 stress



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New normal start with
Covid19 new variants
Willingness to get vaccinated
People ask released from isolation

Alpha B.1.1.7 S.1.3
5 mm P.1.1
Delta B.1.617.2
Lambda
Mu

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Covid19 spread mechanism

6 feet
3 feet
26 feet
16 feet
10 feet
6 feet
3 feet

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Indoor method to reduce Covid by UVC

CDC Centers for Disease Control and Prevention
CDC 2017 Strategic Plan, Protecting People™

Search: COVID-19

COVID-19

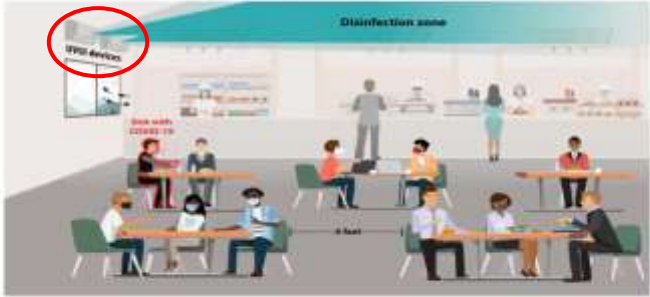
Your Health Vaccines Cases & Data **Work & School** Healthcare Workers Health Depta Science More

Upper-Room Ultraviolet Germicidal Irradiation (UVGI)

Updated Apr. 5, 2022 Languages Print

Background

CDC recommends a layered strategy to reduce exposures to SARS-CoV-2, the virus that causes COVID-19. A layered strategy combines multiple prevention strategies such as consistent and correct use of masks, ventilation, physical distancing, cleaning and disinfection, and hand hygiene. Ventilation interventions can help reduce the number of infectious viral particles (e.g., SARS-CoV-2) in the air.

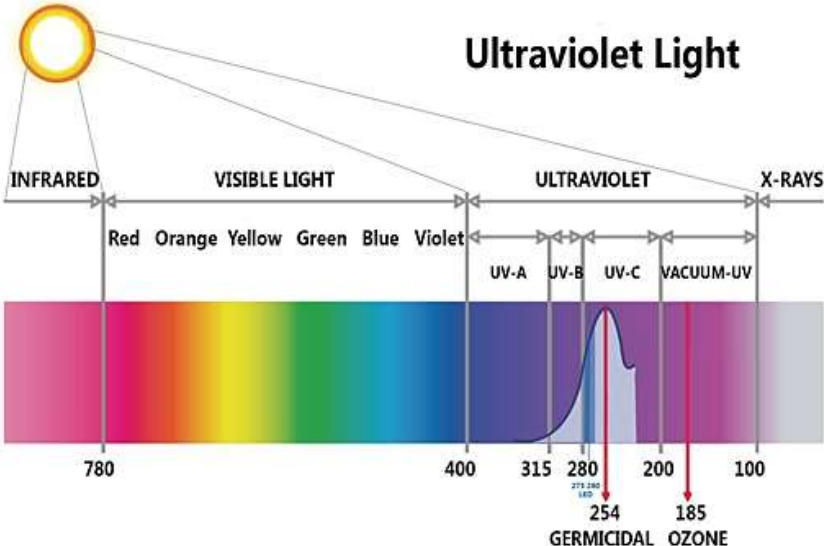


Ventilation interventions include opening windows, using fans, adding high efficiency particulate air (HEPA) fan/filter systems, and adding upper-room ultraviolet germicidal irradiation (UVGI). **This factsheet presents information on upper-room UVGI, which can be effective at reducing exposures to SARS-CoV-2 in some group settings.**

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BioLED *Leotech*

BioLED continue work on UV disinfection technology



Ultraviolet Light

INFRARED VISIBLE LIGHT ULTRAVIOLET X-RAYS

Red Orange Yellow Green Blue Violet

UV-A UV-B UV-C VACUUM-UV

780 400 315 280 254 200 185 100

GERMICIDAL OZONE

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BioLED *Leatech*


BioLED UV disinfection test at Taiwan P2 lab




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BioLED UV products disinfection result proved by professional labs




virus germs mold Dust mites




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UV disinfection types



Water



Air



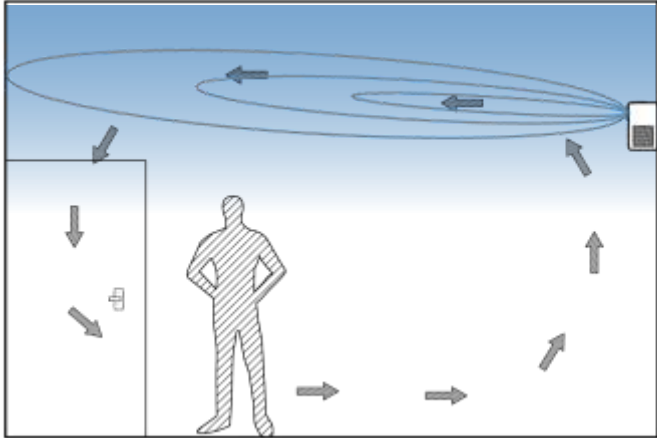
Surface

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This slide illustrates three types of UV disinfection: Water, Air, and Surface. The 'Water' type is represented by a blue splash of water. The 'Air' type is shown in a yellow oval. The 'Surface' type is shown in another yellow oval. The background is a blurred landscape with a brown field and a light sky.

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CDC Upper-Room Ultraviolet Germicidal Irradiation (UVGI)



2.1 m

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The diagram shows a cross-section of a room with a person standing in the center. A UVGI fixture is mounted on the ceiling. Arrows indicate the path of UV light from the fixture, reflecting off the ceiling and walls to reach the person and the floor. A vertical dimension line on the right indicates a height of 2.1 m.

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BioLED provide UVGI products

The diagram illustrates the function of UVGI devices. On the left, two rectangular UVGI devices are shown. A blue, cone-shaped beam of light, labeled 'Disinfection zone', extends from the devices towards a group of six grey silhouettes of people. Within this zone, numerous small red dots are shown, labeled 'Virus particles dying', indicating the effectiveness of the UVGI technology in disinfecting the environment.

UVGI devices

Disinfection zone

Virus particles dying

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BioLED UVC disinfection rate up to*

99%

*數字來自於BioLED委託包含SGS等多個實驗室數據

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Reference



Reference





Clean tech Healthy life

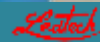


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THE END

Thank You

Q & A



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