



2022.12.16

2022 Earnings Conference 6164

Ledtech Electronics Corp.

<http://www.ledtech.com.tw>



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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.



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01

Company Introduction



Corporate History



BioLED

1977

1990

1991

1995

2002

2006



Ledtech established in Taiwan

GELWIN established in Hong Kong

Ledtech China Factory established in Zhaoqing

Ledtech USA established in L.A..

Ledtech went public in OTC.



Energyled



BioLED Brand Promotion



2007

2008

2015

2017

2018

2021 ~

Energyled Corp. established for lighting products.

LEDTECH went public in TWSE.(6164)

Joint Venture LEDTECH UK In United Kingdom

China production base was complete in Zhaoqing

Ledtech Qingdao established

BioLED Developed ultraviolet cleaning and sterilization products



Business Philosophy



We greatly value customer experience and feedback, and we strive to fulfill customer expectations no matter the circumstance. Chairman Frank Liu states: "Adhering to the service concept of personally practicing and cooperating with customers, along with the willingness to share the journey, allows customers to experience the highest quality of service."

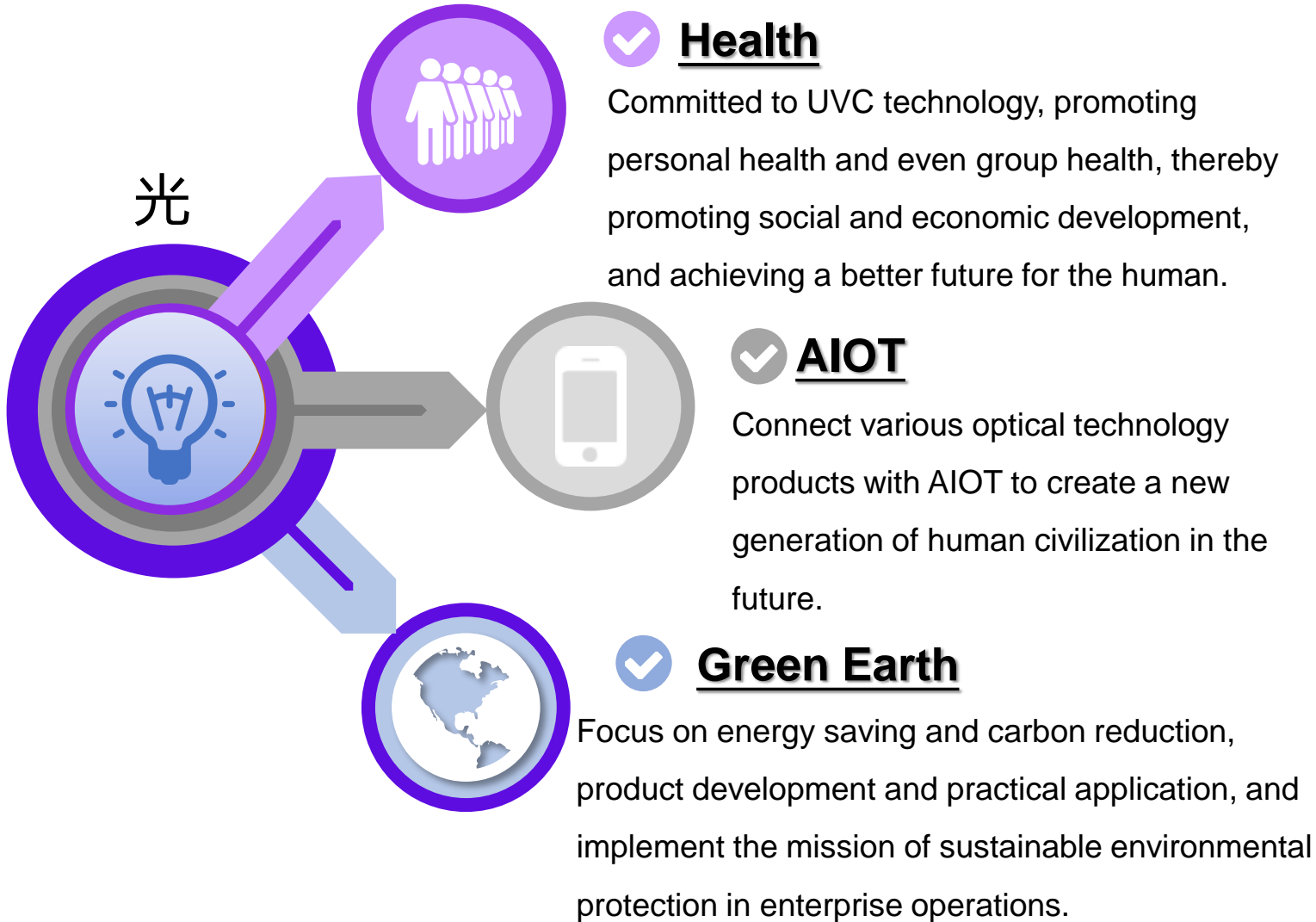
Ledtech DNA

Sincere

Responsible

Ever-Dedicated

▶ Corporation Philosophy



ESG sustainable development

Pay attention to the sustainable development of Environmental, Social, Governance fields, and become a sustainable enterprise advocated by the international community.

▶ 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)



Certifications



TS 16949



QS-9000 / ISO-9002



ISO-9001



ISO-14001



ISO / TS-16949



Products : LEDTECH LED Components Series



LED Lamp



SMD LED



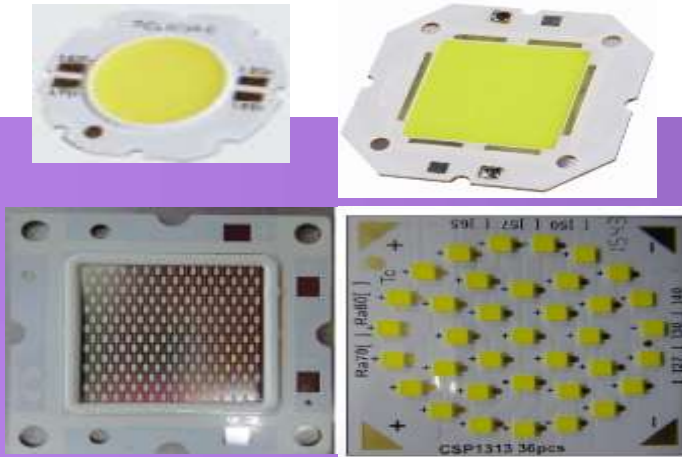
High Power LED



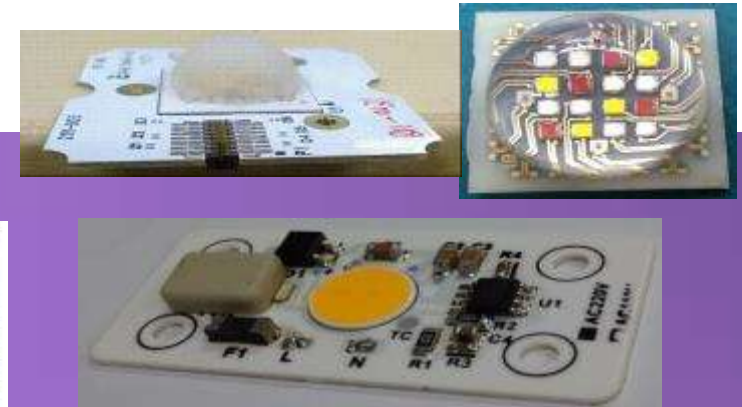
LED Display



Chip On Board LED



COB NEW LED

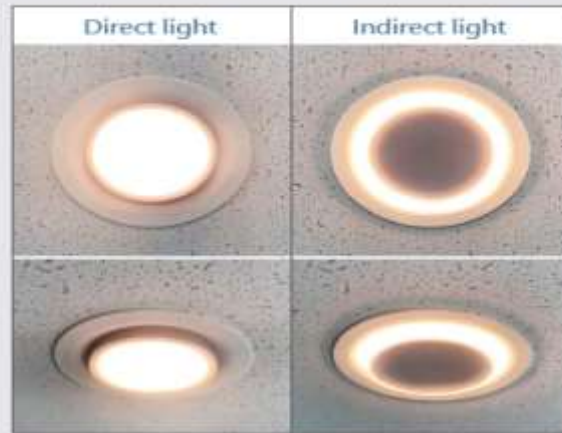


▶ Products : Energyled LED Lighting Series



燈環燈 6吋
ECLIPSE LIGHT 6"

Direct light / Indirect light
Solar Eclipse Idea / 日全蝕光線概念





Successful Projects in the export area





Professional production line

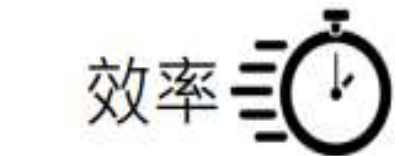


Factory reform and innovation

1. Reduce production costs and improve yield
2. Shorten development and production cycles
3. Organizational empowerment, with forward-thinking production management capabilities

Internal optimization

External integration



Efficiency



Cost



Ability

Benefit
MAX.

MAX.
Order Delivery

MIN.
production cycle

Flexible
MAX.



策略

Strategy



供應
鏈

Supply Chain



組織

Organize

The Three-Stage Path to Lean Manufacturing

Utilize management systems and tools to achieve rapid empowerment

Ultimately achieve smart manufacturing

1

Production basic skills and execution management



- stabilization
- Fluid
- Construction of production management system

2

Production digitization and agile supply chain management



- Digitization
- Optimize the order fulfillment process and management system
- Lean operation management

3

Agile and intelligent manufacturing



- Intelligent
- Synchronization (strengthening overall value stream integration)
- Pulling and leveling- lean culture

The speed of change determines whether wins or loses



Organizational Reform Strategies

Deepen logistics organization and pursue operational synergy

Integrate the human resource structure and accelerate the experience inheritance

Strengthen professional division of labor and promote reformation and transformation



02

Operation Results





Operating Results

3Q22 Results



<i>In NT thousand</i>	3Q22		2Q22		QoQ	3Q21		YoY
	金額	%	金額	%	%	金額	%	%
Net Sales	214,320	100.0	247,517	100.0	(13)	252,949	100.0	(15)
COGS	154,737	72.2	187,177	75.6	(17)	183,332	72.4	(16)
Gross Profit	59,583	27.8	60,340	24.4	(1)	69,617	27.6	(14)
Operating Expense	65,539	30.6	70,688	28.4	(7)	57,801	22.9	13
Operating Profit	(5,956)	(2.8)	(10,348)	(4.0)	42	11,816	4.7	(150)
Other Income/Expense	19,844	9.2	44,640	17.4	(56)	5,354	2.1	271
Profit Before Tax	13,888	6.4	34,292	13.4	(60)	17,170	6.8	(19)
Income Tax Expenses	(3,146)	(1.4)	(3,223)	(1.3)	2	(4,693)	(1.9)	33
Non-Controlling Interest	631	0.3	572	0.0	10	703	0.3	(10)
Profit Attributable to Parent	10,111	4.7	30,497	12.1	(67)	11,774	4.6	(14)
After Tax EPS	0.10		0.30			0.12		
Shares:(thousand shares)	100,000		100,000			100,000		



Operating Results

3Q22YTD Results



<i>In NT thousand</i>	3Q22		3Q21		YoY
	金額	%	金額	%	%
Net Sales	690,583	100.0	715,680	100.0	(4)
COGS	519,557	75.2	532,930	74.4	(3)
Gross Profit	171,026	24.8	182,750	25.6	(6)
Operating Expense	199,606	28.9	177,900	24.9	12
Operating Profit	(28,580)	(4.1)	4,850	0.7	(689)
Other Income/Expense	73,087	10.4	20,655	2.9	254
Profit Before Tax	44,507	6.3	25,505	3.6	75
Income Tax Expenses	(8,638)	(1.3)	(8,541)	(1.2)	(1)
Non-Controlling Interest	1,544	0.1	1,380	0.2	12
Profit Attributable to Parent	34,325	4.9	15,584	2.2	120
After Tax EPS	0.34		0.16		
Shares:(thousand shares)	100,000		100,000		



Operating Results

Other Incomes/Other Expenses

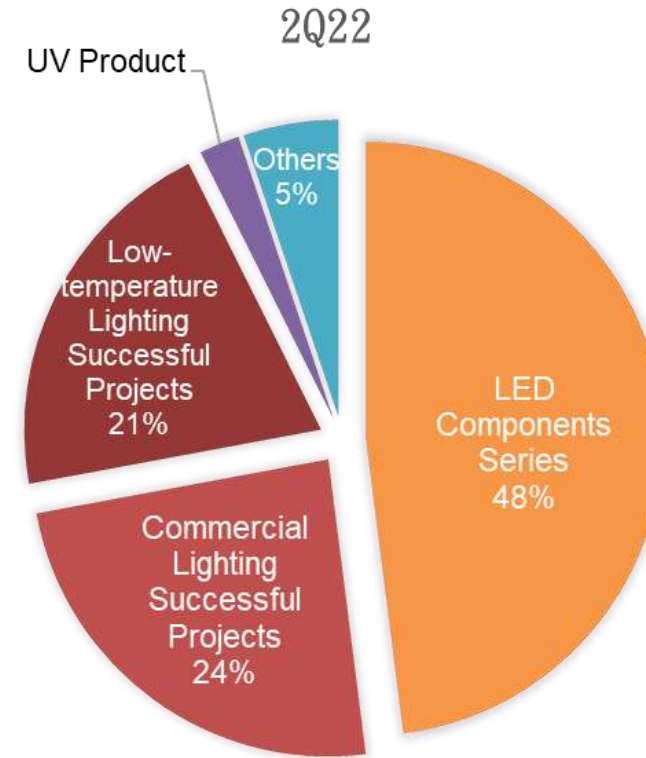
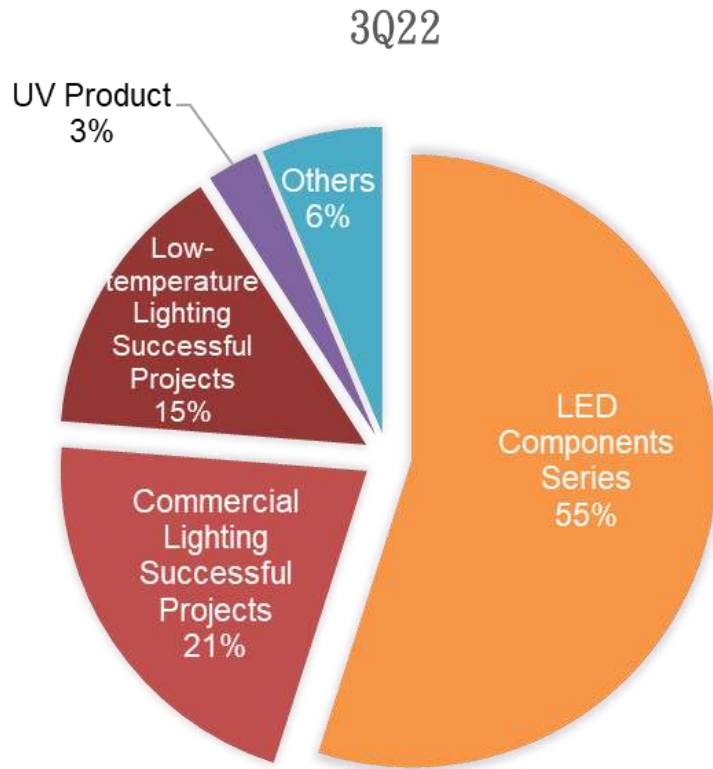


<i>In NT\$ thousand</i>	3Q22	3Q22YTD
Net Interest	317	1,915
FX	11,644	16,444
Others	7,883	54,728
Total OIOE	19,844	73,087



Operating Results

3Q22 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.
UV Product	Ultraviolet Disinfection Lamp、 UVC Led Tubes etc.
Others	Raw materials and parts



Operating Results

3Q22 Revenue by Product



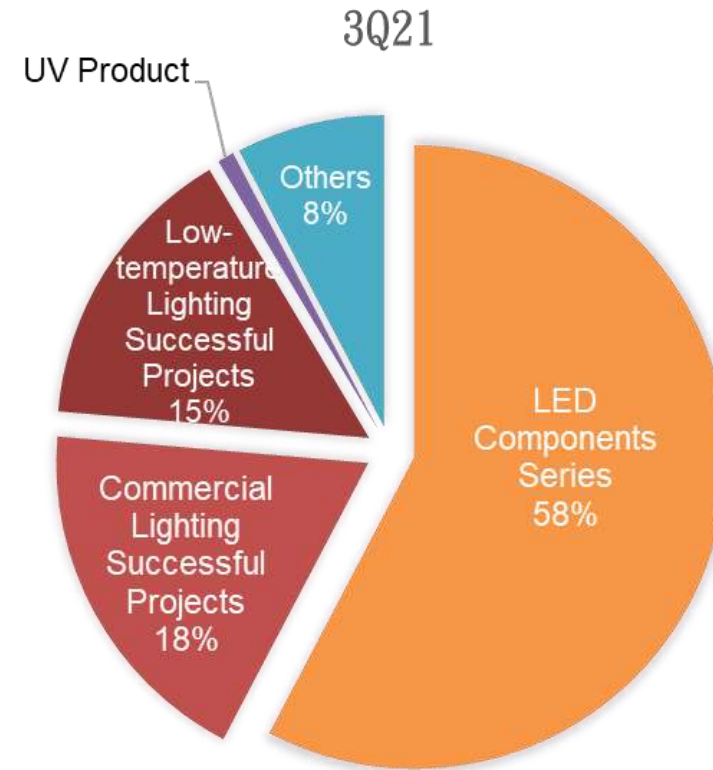
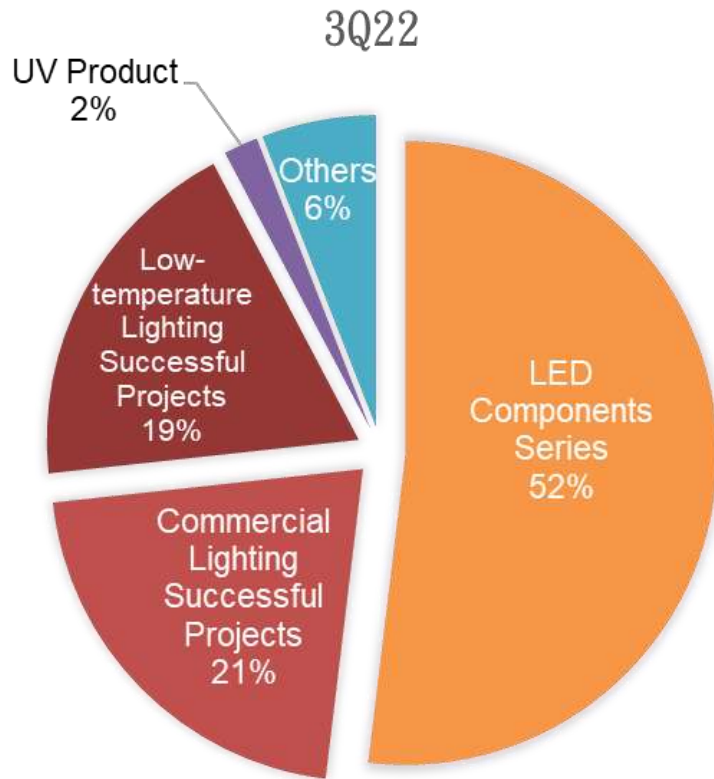
In NT thousand

	3Q22	2Q22	QoQ
LED Components Series	117,725	118,776	-1%
Commercial Lighting Successful Projects	45,655	59,640	-23%
Low-temperature Lighting Successful Projects	31,413	50,874	-38%
UV Product	5,825	5,411	8%
Others	13,702	12,816	7%



Operating Results

3Q22YTD 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.
UV Product	Ultraviolet Disinfection Lamp、 UVC Led Tubes etc.
Others	Raw materials and parts



Operating Results

3Q22YTD Revenue by Product



In NT thousand

	3Q22	3Q21	QoQ
LED Components Series	358,503	412,914	-13%
Commercial Lighting Successful Projects	147,574	133,555	10%
Low-temperature Lighting Successful Projects	131,234	108,014	21%
UV Product	12,264	6,148	99%
Others	41,008	55,049	-26%



Operating Results

Balance Sheet



<i>In NT thousand</i>	3Q22		2Q22		3Q21	
	Amount	%	Amount	%	Amount	%
Cash & Equivalent	428,406	22	390,552	20	253,065	14
Accounts Receivable	210,841	11	227,093	12	219,046	12
Inventories	191,484	10	211,516	11	185,257	10
Current Assets	1,187,081	62	1,160,315	61	1,037,168	58
Total Assets	1,928,526	100	1,905,586	100	1,813,534	100
Short Term Debt	325,000	17	280,000	15	235,000	13
Accounts Payable	156,437	8	208,936	11	203,862	11
Current Liabilities	654,856	34	662,931	35	584,529	32
Long Term Debt	44,713	2	38,047	2	72,570	4
Total Liabilities	739,770	38	739,011	39	695,682	38
Equities	1,188,756	62	1,166,575	61	1,117,852	62

Key Indices

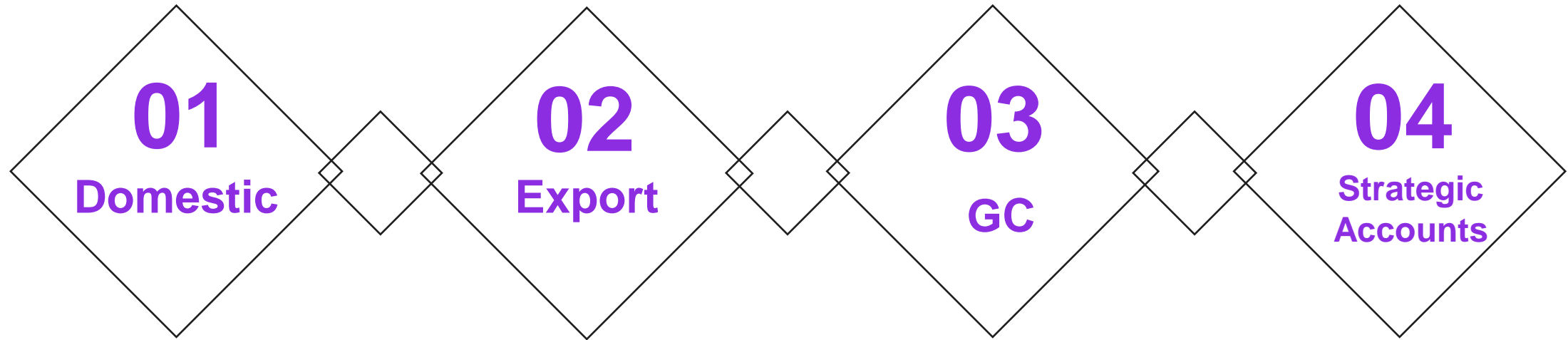
Current Ratio (x)	1.81	1.75	1.77
Quick Ratio (x)	1.52	1.43	1.46

03

Future Prospects



2023 Ledtech Business Outlook



Business Target: +25%

- Focus and Expand product application
 - Traffic Indication Light
 - Automotive Backlight Modules
 - LCD Backlight Modules
 - Power Indicator
 - Digital Display

Business Target: +20%

- Focus on high profit margin products and applications
 - Scoreboard
 - Backlight Modules
 - MFP Display
 - Decoration Lighs
 - Air Conditioner Indicator

Business Target: +15%

- Focus on scale production products to achieve cost down efficiency

Business Target: +20%

- Improve the sales performance of strategic customers
- Increase demand creation
- Increase the number and the value of strategic accounts

LEDTECH led module applications



Backlight for motorcycle



Charging Station Light for Bike



Traffic Indication Light



Strip Lights for Medical



Power Indicator Light

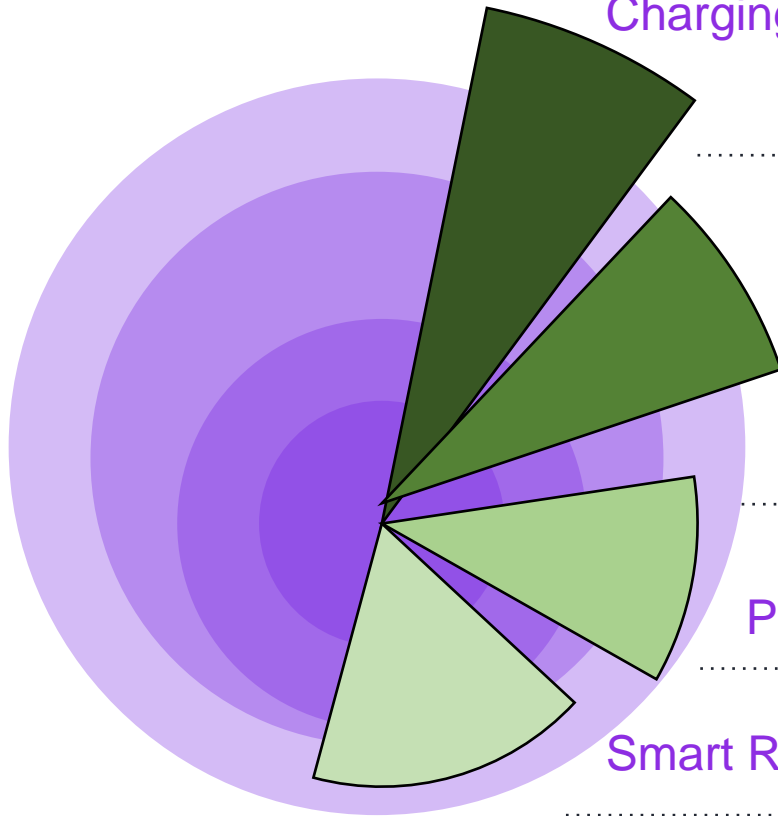


Smart Rack Controller

EMX - Smart Rack Controller

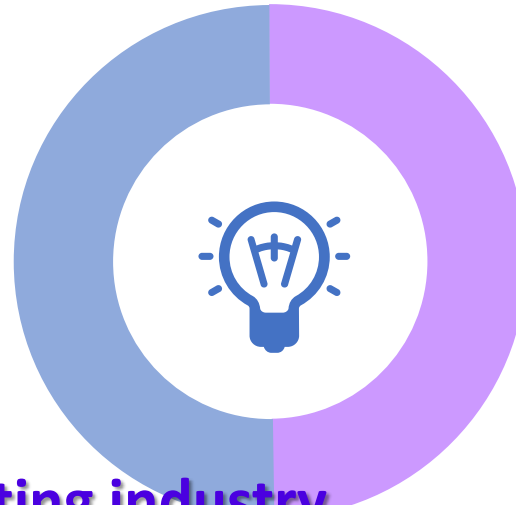


Automotive Charging Station Light

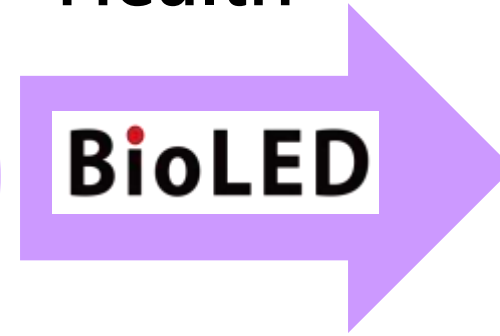




Lighting



Health



Energyled – Leading brand in lighting industry

Inheriting more than 45 years of semiconductor lighting professional technology from the parent company, using mature LED packaging, LED module design and assembly technology, focusing on the production of LED products, in line with market trends and future technology needs, and continuing to move forward.

Smart Light Technology - Healthy Life

The UVC business dep. promotes with the concept of "Smart Light Technology - Healthy Life". As a new brand for cleanliness, health, epidemic prevention, and international promotion, it expects to promote a new future from personal health to group health.



**Lighting business
(Distributor)**

1. Private brand
2. ODM/OEM
3. Agency business /
Industry integration



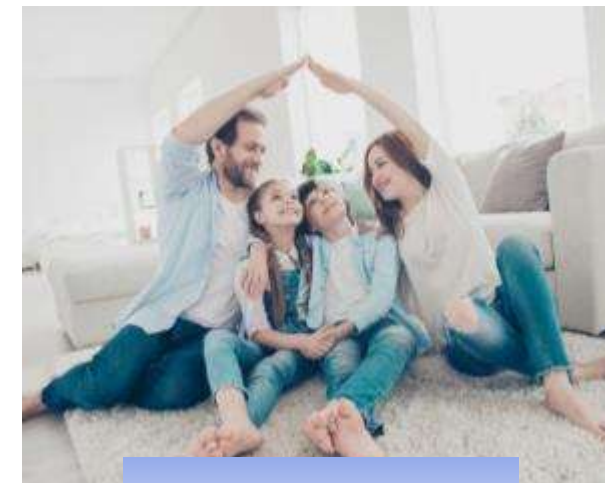
Project engineering

1. B2B Chain store
(Convenient store &
Supermarket)
2. Bidding / Project



**Low temperature
lighting**

1. Numbers of sales:
Over than 30,000K pcs
2. Customized design
3. Collaboration with
famous brands worldwide



New Business

1. B2B、 B2C
2. Light and health relative
consumer goods
3. Create “Smart Light
Technology - Healthy Life”

Energyled - Leading brand in lighting industry



Direct delivery from the factory

Have factories in China, with proper product and cost control, and high performance ratio.



ODM/OEM

45 years of professional experiences and technology, ODM/OEM development of goods, brand management is not dream.



Industry Integration

Good relationship with international manufacturers, well-known brands and local brands as strategic partners.



One Stop Project

handle all the details of the process from customizing the owner's design requirements to construction and delivery



International Brand

Both domestic and foreign brands are recognized and designated, and many successful cases have been accumulated.



Our Advantage

Professional in Air Purifier
/ Smart Lighting products

Why choose

BioLED



People-Oriented

- Start from consumer needs
- Through lighting development to related lifestyle products
- For consumers' healthy life



Quality of Ledtech Group

- Parent company has factories
- With the strict quality control of MIT
- Quality assurance for products



International Recognition

- We are one of the most advanced medical technology members in Taiwan
- An infection control company belonging to the national team of epidemic prevention.
- Specializing in product development
- Protecting the health of the nation



International Partners

- International world-renowned LED sterilization technology brand cooperation
- UVC sterilization effect can be trusted



Certified Patent Design

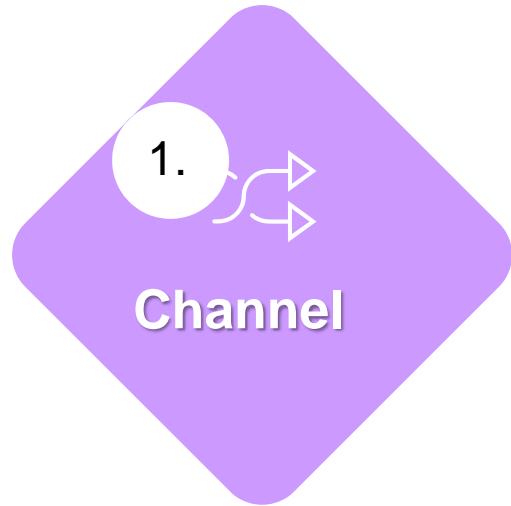
- The Group has received numerous ISO certifications
- Patent endorsement for product design and many qualified testing standards



ESG Sustainable Development

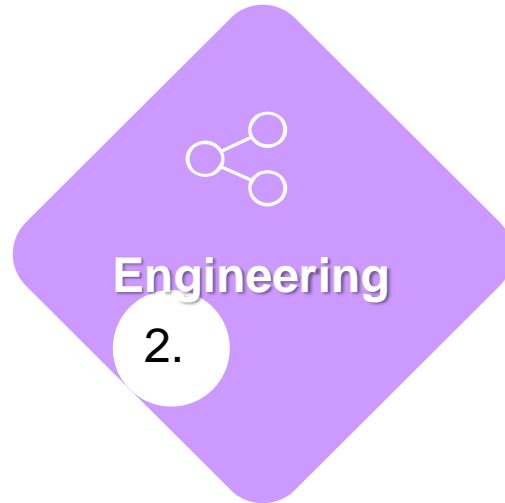
- Sustainable environmental protection as the starting point
- We insist on providing energy-saving products
- We are cost conscious

2023 Business Prospective



Sales Target Growth: 30%

- Increase the proportion of customized products
- Strengthen the product line of strategic alliance partners
- Rent-to-buy ESG issue demand
- Increase 3 large distributors / 2 OEM customers



Sales Target Growth: 55%

- Active participation in engineering bids
- Expanding B2B domestic low-temperature lighting market
- Strategic cooperation with engineering distributors
- Input into lighting design and luminaire configuration services (owners/architects)



Sales Target Growth: 20%

- Introduce new products
- Expanding eye-catching products to enhance added value
- Focus on refrigeration/freezing area lighting
- Deployment of second/third tier refrigerator plants



Sales Target Growth: 417%

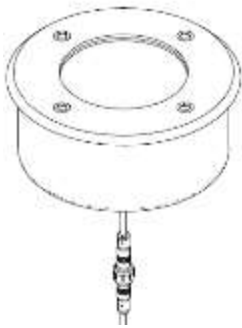
- Create own brand: expand awareness
- Estimated number of products to be opened: 10 products with light, UVC and health as the main axes.
- Market promotion: extend to online e-commerce and offline physical chain channels.

2023 Lighting Distributor Opportunity



OEM / ODM Clients

Increase the proportion of customized products. Actively participate in public works projects.



Strengthen own brand

The leading brand in the lighting industry. Both energy saving and environmental protection labels.



Create more agents

Being an agent for international famous brands. Increasing product line for designer's different options.



Strengthen strategic collaboration and increase products

Enhance the relationship with Peers. Being responsible for the long lasting management of Taiwan's environment



2023 Project Engineering



Looking for new clients New products development

1. Lighting for plant
2. OEM – Smart lighting strategic collaboration



Looking for new distributors

1. Increasing existing distributors from 13 to 21
2. Strategic collaboration



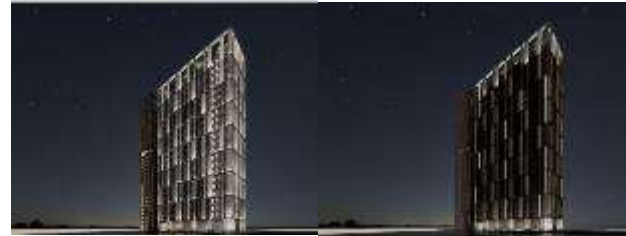
Build technical team

1. Professional lighting – design & service
2. Energy saving for public area



New products applied in chain stores

1. Low temperature lighting tube
2. Energy saving and Eco – friendly products



2023 Low temperature lighting –Export opportunity

【New products】

New item - Walk-in lighting tube



180lm/W High-efficiency lighting tube



【Sales market – Middle/South America, second-tier and third-tier city in China and Emerging Markets】



【Increase value-added product lines】

Different kinds of Disc lamp and lighting tube combined with camera

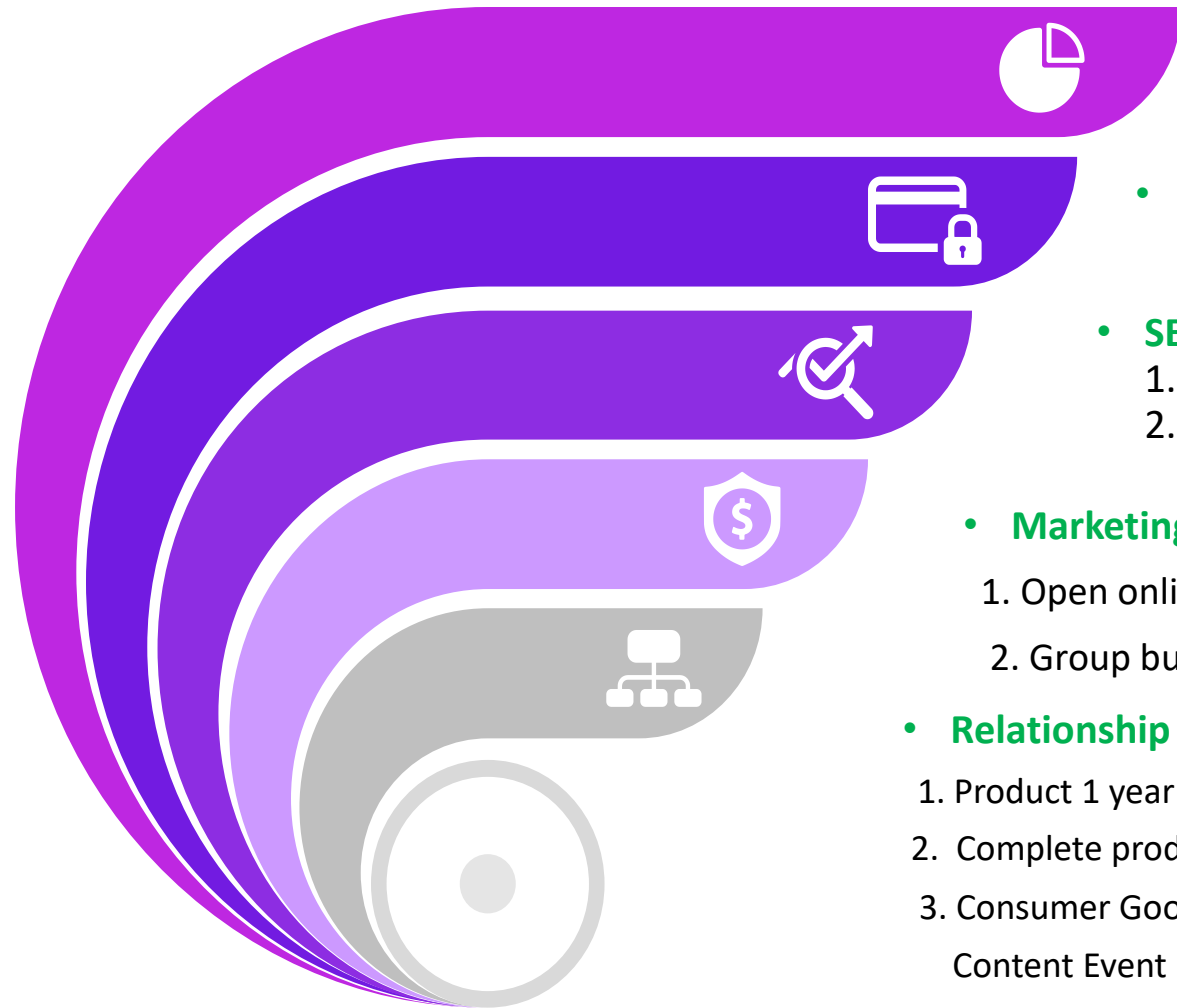


【Expand the field of application】

Win cooler / Hypermarket, Freezer. / Wholesale market . All kinds of disc lamps / Refrigerated area lighting/ beverage vending machines.



2023 New Business opportunity



- **Create private brand and expand company popularity**
 1. Advertisement – E-catalogues
 2. BioLED –Invite doctors to testify for the brand to enhance trust
- **Create 10 new products in 2023**

Main subject: Lighting. UVC. Health
- **SEO Search Results Enhancement Program**
 1. Media news cooperation
 2. increase word of mouth content
- **Marketing plan**
 1. Open online e-commerce and offline physical chain channels
 2. Group buying distribution market development
- **Relationship maintenance**
 1. Product 1 year warranty repair
 2. Complete product after-sales service
 3. Consumer Goods Consumables Trade-in Interactive Content Event Held



05

Marketing new product plans



Core Brand Development

BioLED

品牌發展以人為核心

人

健康



光

創新光科技
健康好生活

BioLED
百歐立

Combination of health and
Lighting technology

365天 Care

“Life. Health. Smart”

Develop products for all consumers

BioLED Production line plan



Existing products

Smart control and connection



Expand UVC peripheral products



Full Spectrum Light

Complete IOT



BioLED 2023 Annual Product Development Plan

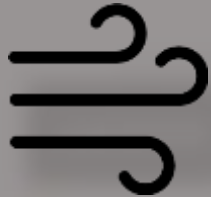


UVC Health lighting technology

New product

Existing product-Upgrade

Air



Any space:
Magic cube – UVC Air Purifier

Small room: UVC Air Purifier

Large room: UVC+ Dryer + Air Purifier + IoT

Water



UVC Thermal cup

Portable UVC water sterilization

Surface
and
others



Portable UVC sterilization bag

Magnetic wardrobe UVC disinfection lamp

Folding Wall Mounted Full Spectrum Light

Smart control Wifi lighting

BioLED Business development plan



“to C Expand brand visibility , to B Enterprise Integrated Sales ”



online e-commerce



offline physical chain channels.



Distributor cooperation sales

“Target: BioLED Proportion of revenue reach 8% of the group as a whole”

BioLED Marketing word-of-mouth publicity, constant praise



口碑行銷文-S2紫外線抗菌空氣清淨機

推薦使用

頂「Blog

抗菌淨化一機搞定
S2外型小巧美觀精緻，圓形多層濾網以上UV-C抗菌，潔淨淨效更最佳，操作簡單，足為抗菌、除臭、淨化且安全的空氣淨化設備。BioLED紫外線抗菌空氣清淨機S2，值得列入考慮。

飛老師·日常

360度全方位淨化
用下吸上排的方式設計，進氣口在機身下方，四圍360度送風無死角，而上方則是出氣口。三重過濾網，再經過紫外線殺菌，讓整個空氣更佳的乾淨，使用起來有一種安心的感覺，最適合現在後疫情時期的生活方式。

蜜語KELLY

小坪數必備，CP值高首選
我家是一房一廳一衛一陽台，室內坪數7坪左右。這台小坪數適用的空氣清淨機完全符合需求，過濾淨化空氣、紫外線抗菌，空氣品質好住起來就是舒服！

口碑行銷文-H1 紫外線抗菌香氣空氣清淨機

推薦使用

Shan晶晶

功能齊全多效合一
推薦BioLED紫外線抗菌空氣清淨機H1，它的功能應該跟我們有看過市面上第一第二牌全的，可以讓你去紫外線殺菌、香氣機，又能有效維持空氣品質，真的非它莫屬。

**Maki小雅&Jason
蜜月良宵**

雙重功效，一網打「淨」
讓獨立紫外線殺菌的雙重功效，一網打「淨」內所有看不見的細菌、塵埃、細菌、病毒，同時也釋放千萬負離子與精油香氣，讓過濾後的空氣再升級，房間內的空氣品質更贊好！

ROSA的甜蜜花園

一級能效 維護家人健康
符合國家一級能效標準，耗電24小時開機使用空氣的耗電量超好的，加了精油還會有香味散佈，平常兩位小朋友在客廳玩的時候我也會比較放心，也不用擔心會不會因為住馬路進而影響他們的健康。

口碑行銷文-P1車用紫外線抗菌空氣清淨機

推薦使用

**Olivia Baby
萌寵成寵兒**

多重淨化，異味OUT!
車內空氣頓時被炸得乾乾淨淨，想怕怕通通留在車外，多層淨化就能快速改善我們車內的空氣品質！

**主持人-
Yumi U 陸雲·縱橫
女孩兒的異想世界**

全方位健康呼吸守護
有效去除各種異味，分解有害揮發性有機化合物所以其實不難用啦，廁所、辦公室、鞋櫃、衣櫃，都超適合使用(小空間、車用)!!!

Joyce生活流筆記

清新空氣如影隨行
像車內、獨立小空間、辦公室、這種空間比較小的地方，有了BioLED 365 care紫外線抗菌空氣清淨機P1的陪伴，輕鬆給車內、微型辦公室、獨立小空間也有清新的呼吸氛圍。

BioLED紫外線抗菌空氣清淨機H1重量為1.8KG，輕巧好拿取，外型美觀精緻的無與倫比，讓車內空氣更清新，只要有人坐在後座，就可以加蓋不超過半小時多量淨化，紫外線殺菌，360度全方位淨化淨化淨化，是給車內的空氣，除了給車內淨化的環境，還有另一層針對的淨化功能，一舉兩得的空氣淨化品質可以說真的不多了！

「機會難得外出旅遊，想門口以備不時之需，這台BioLED紫外線抗菌空氣清淨機H1絕對是出門的好幫手，讓我們出門的好幫手。」



這台「BioLED 紫外線抗菌空氣清淨機 S2」除了可以放在車裡、房間、客廳之外，也可以放在商業空間，像這次飛老師就把他帶到朋友的甜點店 [蜜語日式甜點店](#) 使用，蛋糕、甜糕的感覺倍添，距離簡單地融為一體，說真的怎麼覺得都蠻好喝的。



在經過測試體驗後，總結來說，飛老師覺得這台「BioLED 紫外線抗菌空氣清淨機 S2」，外觀美、品質高、最適合飛老師這樣的人；而且在三層過濾後，再經過紫外線殺菌，讓整個空氣更佳的乾淨，使用起來有一種安心的感覺，超

所有設定都由中間的LED螢幕顯示，周圍會有四色燈光，每種顏色都代表不同程度的空氣狀態，優先順序是綠藍黃紅，它讓我們可以直接知道目前室內空氣品質。



風速有五個檔次，一到四檔再加上A檔（自動），自動檔會根據空氣品質

單與單層下的單層光電 MIT 自再品質 - BioLED H1 紫外線抗菌空氣清淨機，除了基本的空氣淨化功能之外，還可以做到紫外線殺菌，另外還有精油擴香功能，輸出森林SPA 的千萬離子，提供好運果更好的空氣，達到更深生活品質提升的品質，就選他不選他吧！



這台紫外線抗菌空氣清淨機P1，已經成了我們出門在外隨身攜帶的好幫手，輕巧的機體讓飛老師跟飛老師帶著45年光學產品開發製造數字號廠旗下單層光電科技股份有限公司出品，單層自能也是的在萬眾矚目超超超超超之一；千禧家獲了45年專業光學經驗，加上受獎全球領先的UV-C技術，設計出讓人滿意的紫外線空氣清淨機，BioLED紫外線抗菌空氣清淨機P1，更有OSRAM UV技術合作，最專業的是由MIT出廠製造，品質有保證；在市場與口碑共舞，我們更樂於做好生活空間的防護，守護每位自與家人的健康。

歡迎光臨科技 <https://www.facebook.com/bioledtw>

這次要分享的這 BioLED 紫外線抗菌空氣清淨機P1，它是專為車內空間使用所設計，運用最新微細網科技，不必擔心濾網變成儲菌的溫床！





2022.12.16

**THANKS FOR
WATCHING**

