

2023 Earnings Conference 6164

Ledtech Electronics Corp.

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

2023/12/19



Disclaimer

- Contents of this presentation are based on CPAcertified financial statements prepared in accordance with IFRS. The full content and data are subject to the financial statements.
- 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、New Business Opportunities Prospects



Company Introduction

Milestone



1977

1990

1991

1995

2002

2007



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 Corp. established for lighting products. BioLED brand name completed.



BioLED Brand Promotion



2008

2015

2017

2018

2021

2023 ~



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 UVC cleaning and sterilization products

Ledtech hatches more new business and launch the solutions





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

光



✓ Industrial Development

From LED indication to display and sensing applications, it promotes social and economic development and enables the human group as a whole to move towards a better future.



✓ AIOT

Connect various optical technology products with AIOT to create a new generation of human civilization in the future.



✓ Green Earth

Focus on energy saving and carbon reduction, product development and practical application, and implement the mission of sustainable environmental protection in enterprise operations.



ESG sustainable development

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



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New Taipei City, Taiwan, R.O.C

ENERGYLED CORPORATION
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Taiwan, R.O.C

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2nd Floor, Research and Development Building 1
(Zone 22) Guiyuan Rd. North, Jixi Rd. West,
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Province China

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

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

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



Taiwan HQ



China Factory in Zhaoqing City



Ledtech USA



Joint Venture in UK



The production base in Zhaoqing City

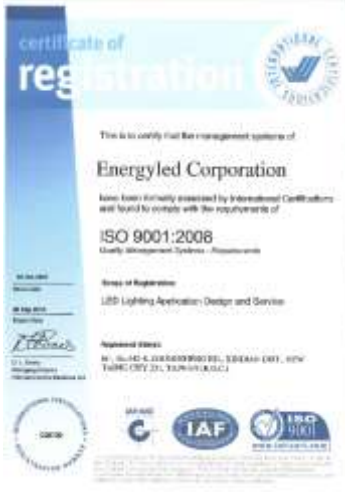
(75 acres of land)



TS 16949



QS-9000 / ISO-9002



ISO-9001



ISO-14001



ISO / TS-16949

LED Lamp



SMD LED



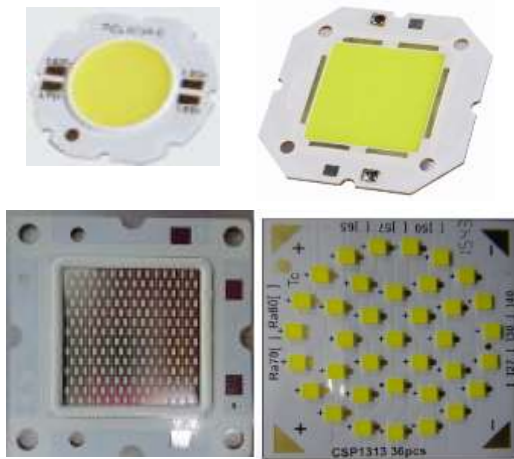
High Power LED



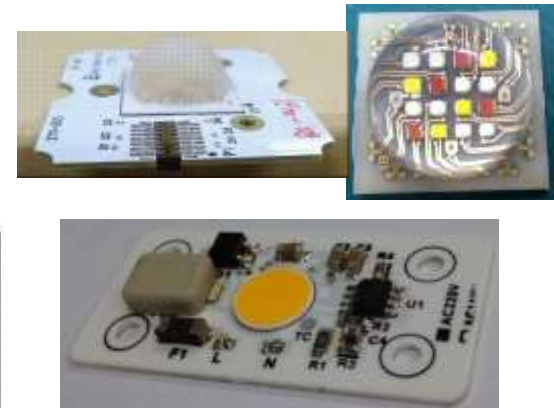
LED Display



Chip On Board LED



COB NEW LED



Products Introduction

Energyled LED lighting products

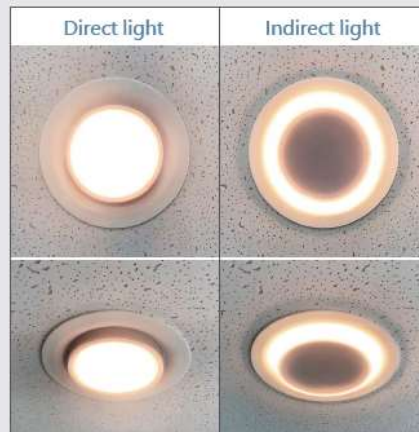


熾環燈 6吋
ECLIPSE LIGHT 6"

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



■ 300W



Products Introduction

Successful Projects In the export area



Company Introduction

Professional production line



2023 Ledtech Main Business



LED Lamp	LED Display
SMD LED	LED Backlight
Based LED	Rigid Light Strip
Flexible Light Strip	High Power LED



LED component and module applications

1. Own Brand
2. Highest quality
3. Modular design

LED lighting applications

1. ODM/OEM
2. Strengthen Energyled brand
3. Expanded new products
4. B2B applications

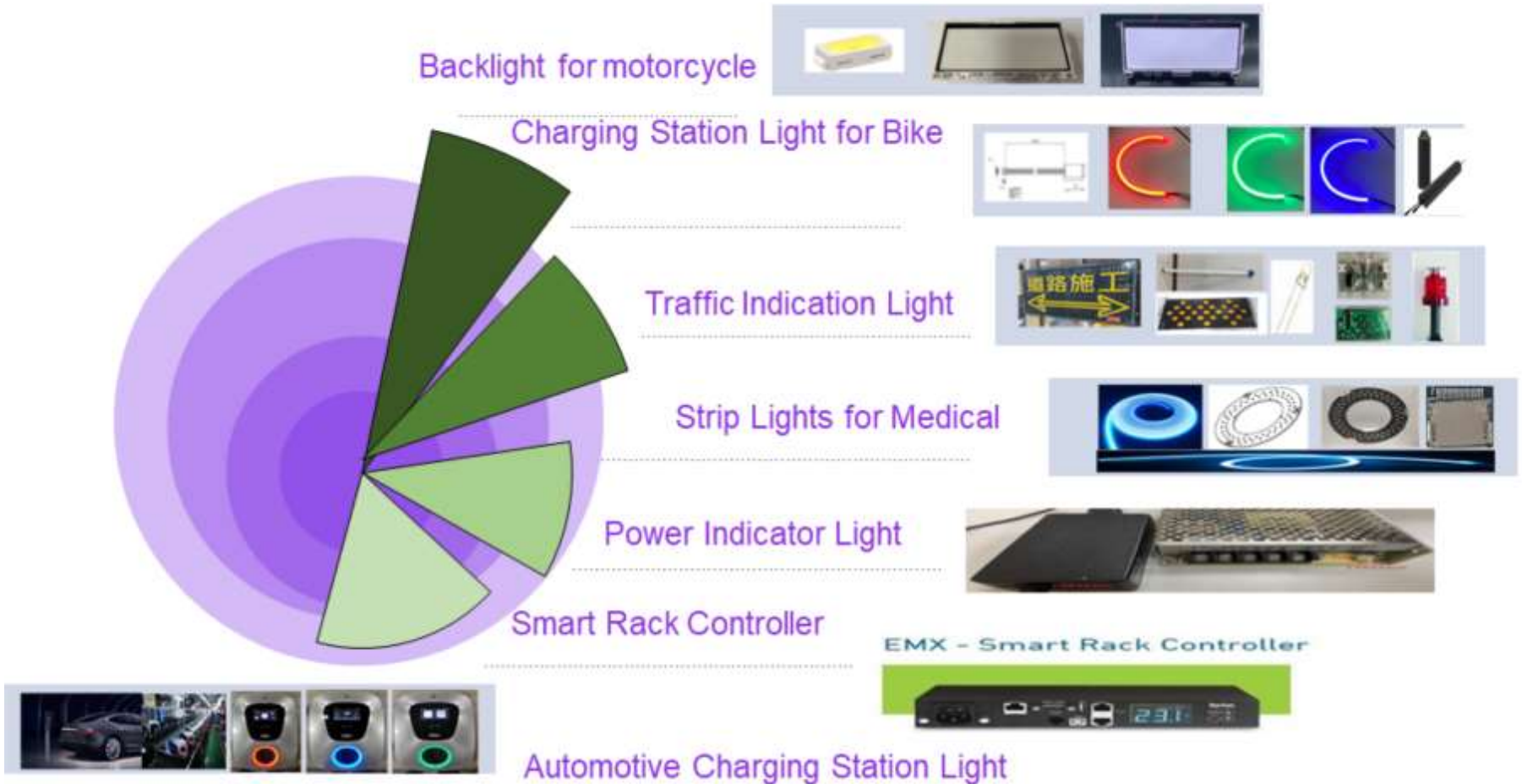
Low temp. lighting – Export opportunity

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

New business and solutions

1. Energy saving and environmental protection
2. Integrate strategic partners
3. Create smart family life
4. Sustainable development of enterprises

Led module applications in 2024



Lighting product opportunities in 2024



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.



Expand new products

Bringing different lighting design options to designers



Convenience stores and chain companies

1. Low temp. lighting
2. Signboard lighting
3. ESG application products



Low temp. lighting – Export opportunity in 2024

【 New products 】

New item - Walk-in lighting tube



180lm/W High-efficiency lighting tube



【 Sales market – Europe, America and China and 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.



Operating Results

3Q23 Results

<i>In NT thousand</i>	3Q23		2Q23		QoQ	3Q22		YoY
	金額	%	金額	%	%	金額	%	%
Net Sales	159,483	100.0	202,378	100.0	(21)	214,320	100.0	(26)
COGS	117,656	73.8	150,360	74.3	(22)	154,737	72.2	(24)
Gross Profit	41,827	26.2	52,018	25.7	(20)	59,583	27.8	(30)
Operating Expense	58,747	36.8	62,488	30.9	(6)	65,539	30.6	(10)
Operating Profit	(16,920)	(10.6)	(10,470)	(5.1)	(62)	(5,956)	(2.8)	(184)
Other Income/Expense	19,239	12.0	1,473	0.7	1,206	19,844	9.2	(3)
Profit Before Tax	2,319	1.4	(8,997)	(4.4)	126	13,888	6.4	(83)
Income Tax Expenses	3,164	2.0	2,201	1.1	44	(3,146)	(1.4)	201
Non-Controlling Interest	(733)	(0.5)	(236)	(0.1)	(211)	631	0.3	(216)
Profit Attributable to Parent	6,216	3.9	(6,560)	(3.2)	195	10,111	4.7	(39)
After Tax EPS	0.06		(0.07)			0.10		
Shares:(thousand shares)	100,000		100,000			100,000		

Operating Results

3Q23YTD Results

<i>In NT thousand</i>	3Q23		3Q22		YoY
	金額	%	金額	%	%
Net Sales	534,860	100.0	690,583	100.0	(23)
COGS	397,756	74.4	519,557	75.2	(23)
Gross Profit	137,104	25.6	171,026	24.8	(20)
Operating Expense	181,838	34.0	199,606	28.9	(9)
Operating Profit	(44,734)	(8.4)	(28,580)	(4.1)	(57)
Other Income/Expense	26,237	5.0	73,087	10.4	(64)
Profit Before Tax	(18,497)	(3.4)	44,507	6.3	(142)
Income Tax Expenses	7,876	1.4	(8,638)	(1.3)	191
Non-Controlling Interest	(1,499)	(0.4)	1,544	0.1	(197)
Profit Attributable to Parent	(9,122)	(1.6)	34,325	4.9	(127)
After Tax EPS	(0.09)		0.34		
Shares:(thousand shares)	100,000		100,000		

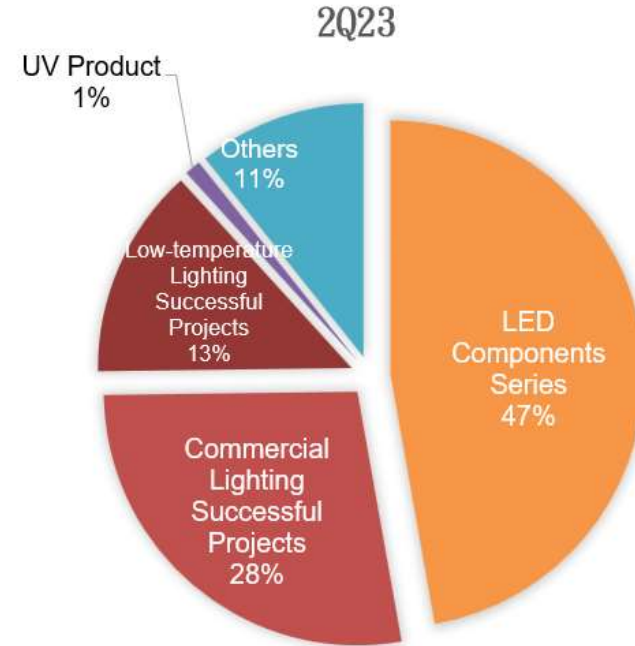
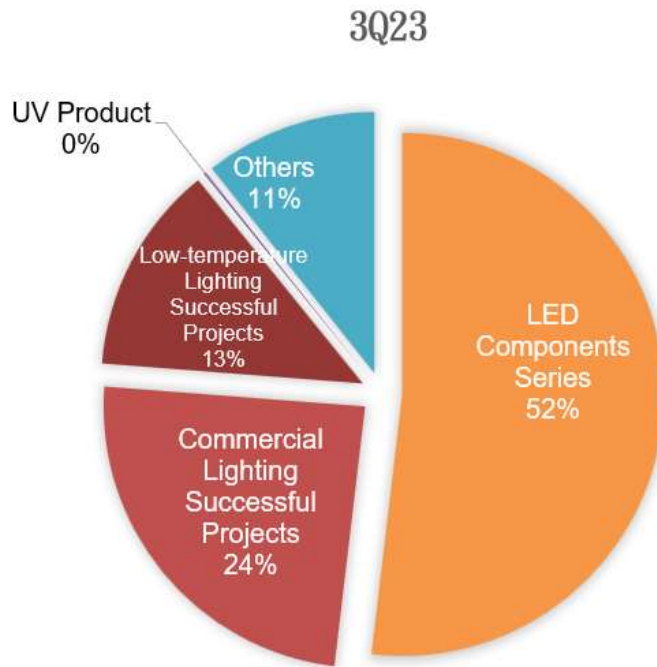
Operating Results

Other Incomes/Other Expenses

<i>In NT\$ thousand</i>	3Q23	3Q23YTD
Net Interest	(459)	1,109
FX	15,754	11,165
Others	3,944	13,963
Total OIOE	19,239	26,237

Operating Results

3Q23 Revenue Contribution by Product

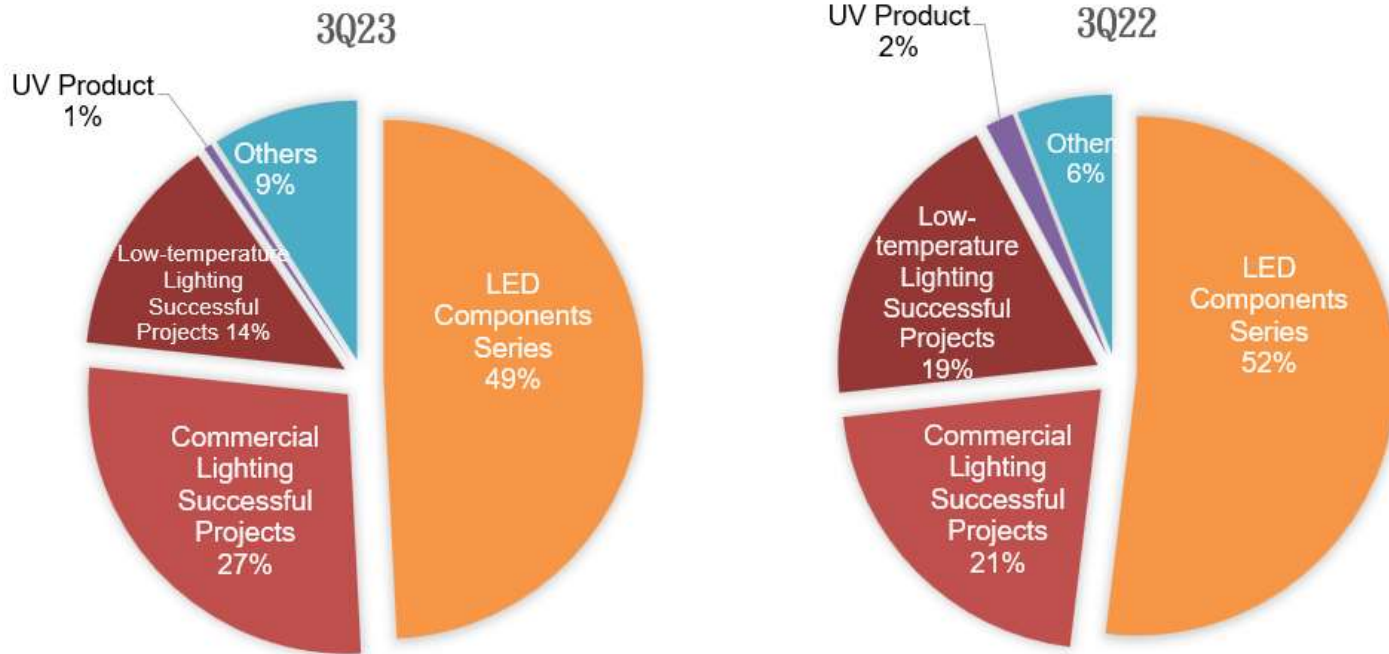


LED Components Series	LAMP 、CHIP LED 、 DISPLAY 、 HIGH POWER 、 BACKLIGHT 、 COB 、 SMD etc.
Commercial Lighting Successful Projects	Led Bulbs 、 Led Tubes 、 Panel Light 、 Spot Light 、 Flood Light 、 Flood Light 、 High/Low Bay Light 、 Street Light etc.
Low-temperature Lighting Successful Projects	Led Bulbs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

<i>In NT thousand</i>	3Q23	2Q23	QoQ
LED Components Series	82,740	95,529	-13%
Commercial Lighting Successful Projects	38,811	55,823	-30%
Low-temperature Lighting Successful Projects	20,653	27,238	-24%
UV Product	243	2,081	-88%
Others	17,034	21,707	-22%

Operating Results

3Q23YTD Revenue Contribution by Product



LED Components Series	LAMP 、CHIP LED 、 DISPLAY 、 HIGH POWER 、 BACKLIGHT 、 COB 、 SMD etc.
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Others	Raw materials and parts

Operating Results

3Q23YTD Revenue by Product

<i>In NT thousand</i>	3Q23	3Q22	QoQ
LED Components Series	263,095	358,503	-27%
Commercial Lighting Successful Projects	146,926	147,574	0%
Low-temperature Lighting Successful Projects	73,665	131,234	-44%
UV Product	2,528	12,264	-79%
Others	48,646	41,008	19%

Operating Results

Balance Sheet

<i>In NT thousand</i>	3Q23		2Q23		3Q22	
	Amount	%	Amount	%	Amount	%
Cash & Equivalent	630,829	37	615,020	33	428,406	22
Accounts Receivable	139,342	8	173,454	9	210,841	11
Inventories	125,581	7	134,700	7	191,484	10
Current Assets	991,316	58	1,128,857	61	1,187,081	62
Total Assets	1,697,181	100	1,839,149	100	1,928,526	100
Short Term Debt	155,000	9	258,000	14	325,000	17
Accounts Payable	111,603	7	121,150	7	156,437	8
Current Liabilities	411,556	24	599,442	33	654,856	34
Long Term Debt	115,735	7	97,979	6	44,713	2
Total Liabilities	566,004	33	731,944	40	739,770	38
Equities	1,131,177	67	1,107,205	60	1,188,756	62

Key Indices

Current Ratio (x)	2.41	1.88	1.81
Quick Ratio (x)	2.10	1.66	1.52

New Business Opportunities Prospects

**Ledtech Electronics corp.
General Manager
Daniel Ho**

THE END

Thank You

Q & A

