

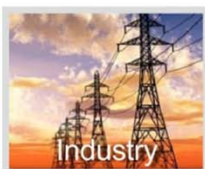


Connect with Us,
Connect
to the Future

Investor Presentation



Agriculture



Industry



Appliance



Shipping



Automotive



Traffic





Disclaimer

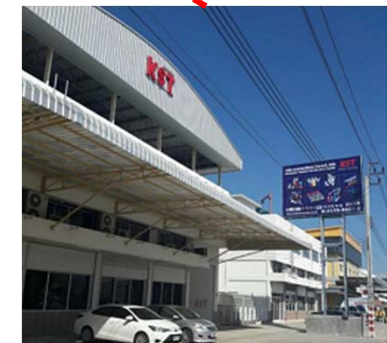
- The information provided in this briefing on the company's operations and strategies is not intended as investment advice for shareholders and investors to buy and sell K.S. Terminals Inc. (KST) shares.
- The Company's forecasts and views on future operations referred to in this brief are based primarily on information and data known or available to the market today.
- KST does not guarantee the completeness and correctness of the information in this briefing. The company's forecasts and views on its operations may vary depending on factors such as changes in the overall economic environment in the future, actual operating conditions of the company and changes in the industrial environment. Investors should use the information they collect as a basis for investment buying and selling decisions and should not rely solely on the content provided in this briefing.

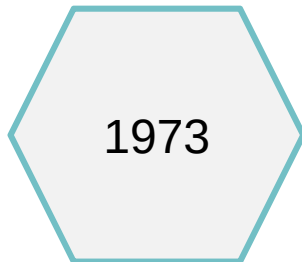


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45+ years



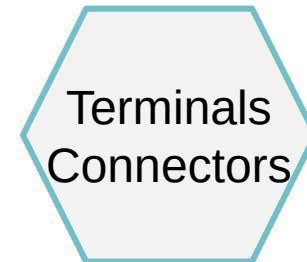
5 continents



50+
countries



5000+
clients

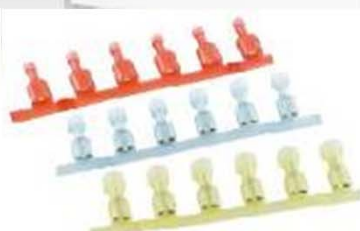


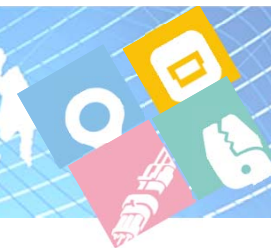
10 billion
pcs+



Electrical Terminals

- Ring/Spade/Disconnects
- Low Voltage
- High Current / High Voltage
- Waterproof





Automotive Connectors



- Waterproof Micro Connectors
- ECU Connectors
- BEV/PHEV Connectors

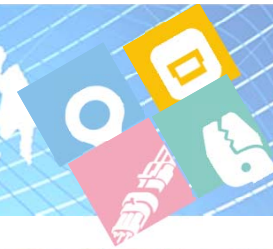




● EV Charging Connector / Inlet

參照法規	SAE	IEC	GB	IEC
編號	J1772	62196-2	20234	62196-4
產品				for motorcycle 
適用範圍	Taiwan/USA /Canada	Germany /Europe	China	Taiwan / Japan / SE Asia
認證			 No.: CQC15029130897	TES(CNS)





機器設備
Machinery & Equipments



基礎建設
Infrastructure



交通運輸
Transportation



船舶
Shipping



農業機械
Agricultural Machinery



配電工程
Distribution Project



汽機車輛
Vehicles



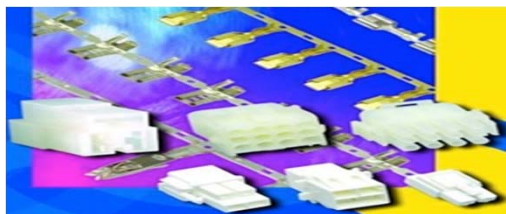
綠色能源
Green Energy

Products Structure

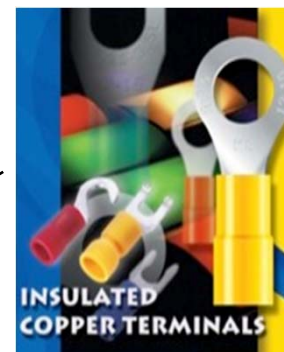
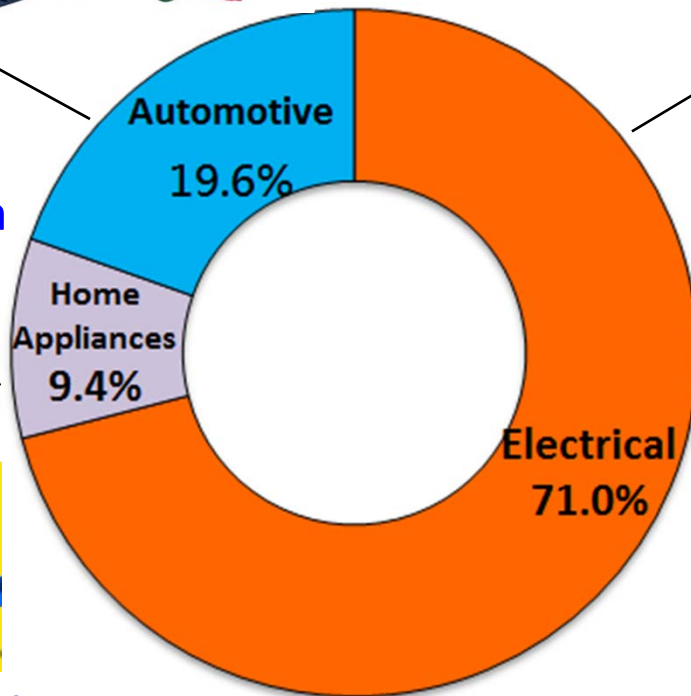
2022Y 1-2M Products Structure %



- Vehicles power, signal, transmission
- EV Automotive Industry



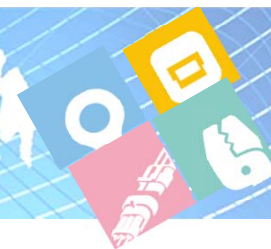
- Consumer electronics market.



- Electrical
- Power and Signal transmission
- 4G/5G Infrastructure

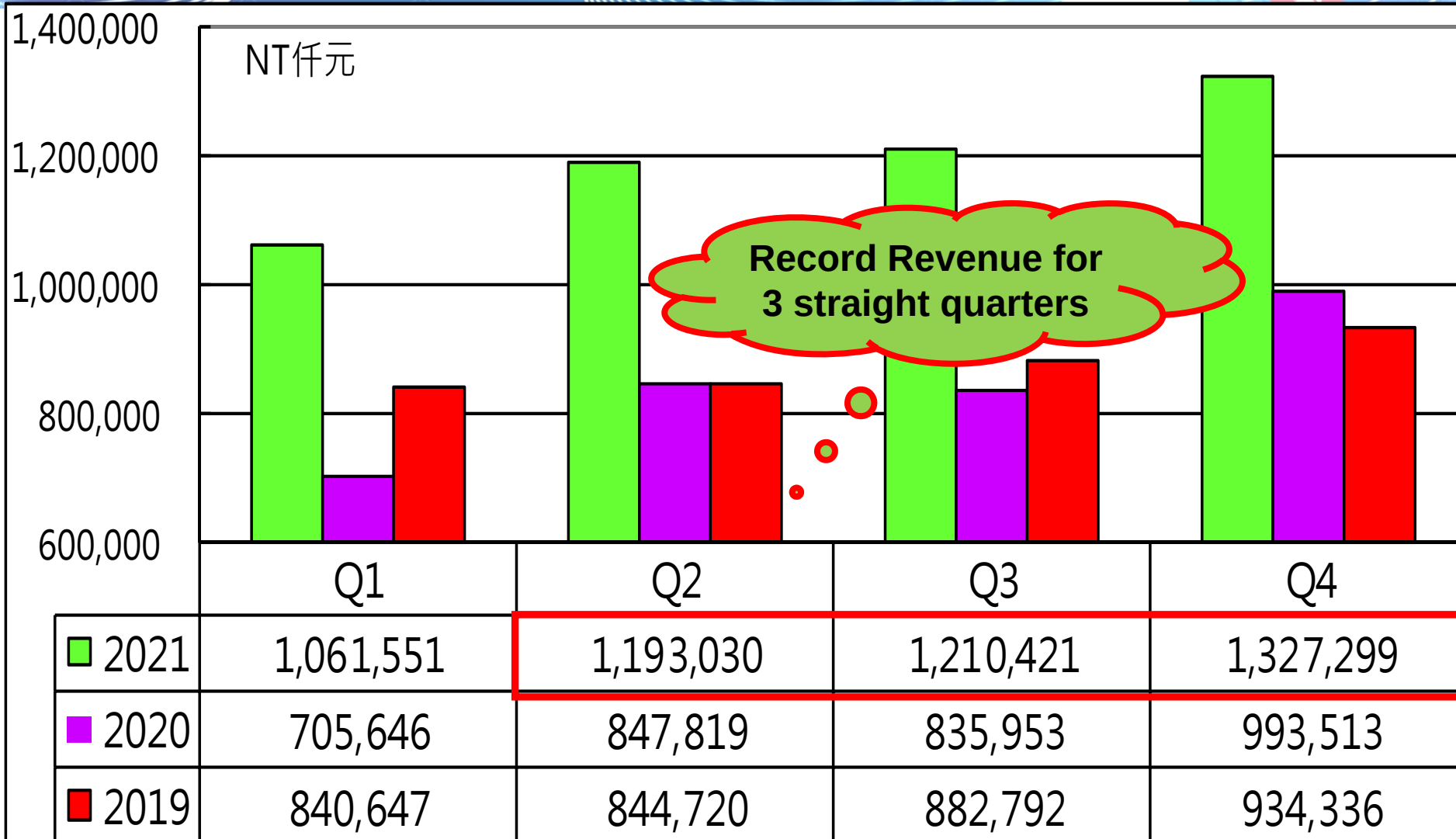


Annual Performance



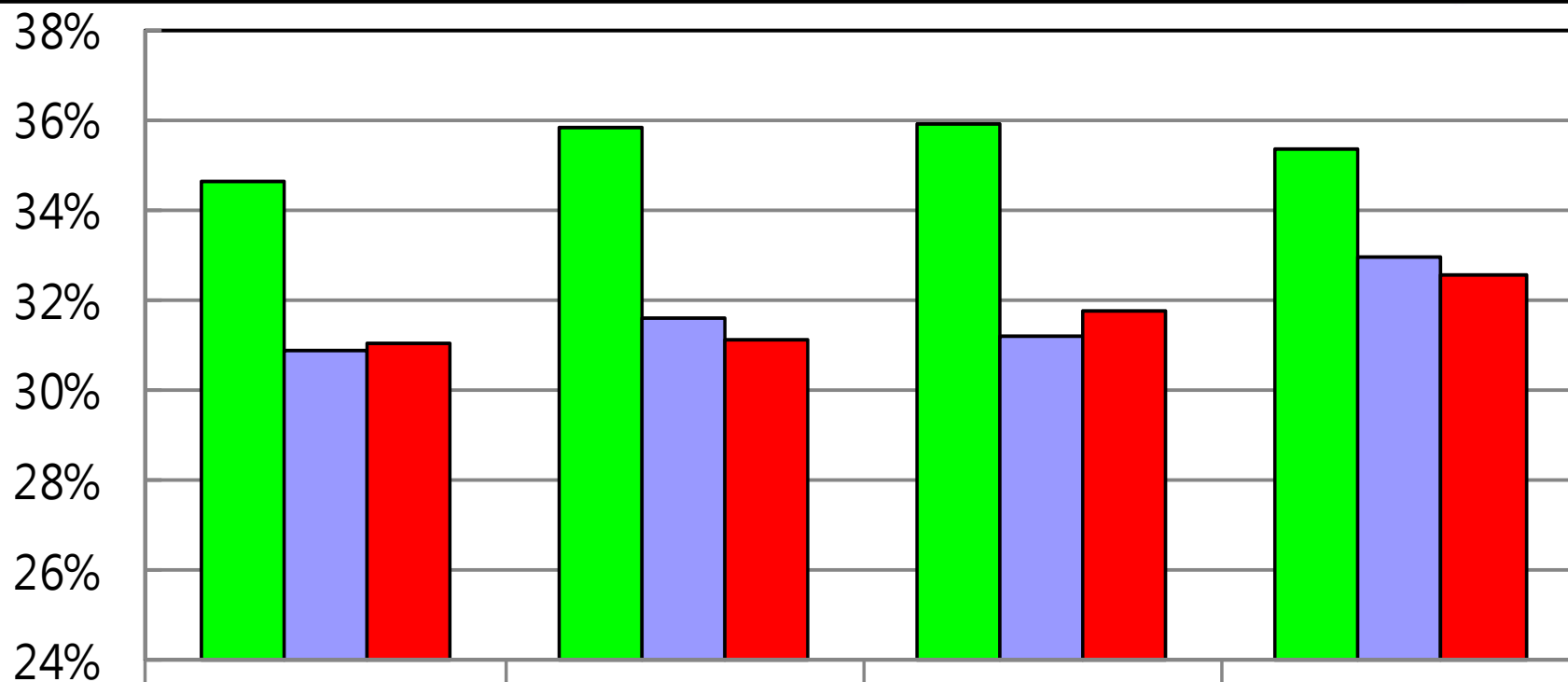
Region \ Years	2019	2020	2021	2022Y 1-2M
Domestic sale, Distributor, Asia	47.4%	45.1%	44.9%	37.2%
China	31.5%	34.7%	36.5%	38.1%
Europe/USA	21.1%	20.2%	18.6%	24.7%
Total	100%	100%	100%	100%

Quarterly Revenue



Revenue recorded at 783 Million NTD for Jan-Feb 2022, a record high in company history

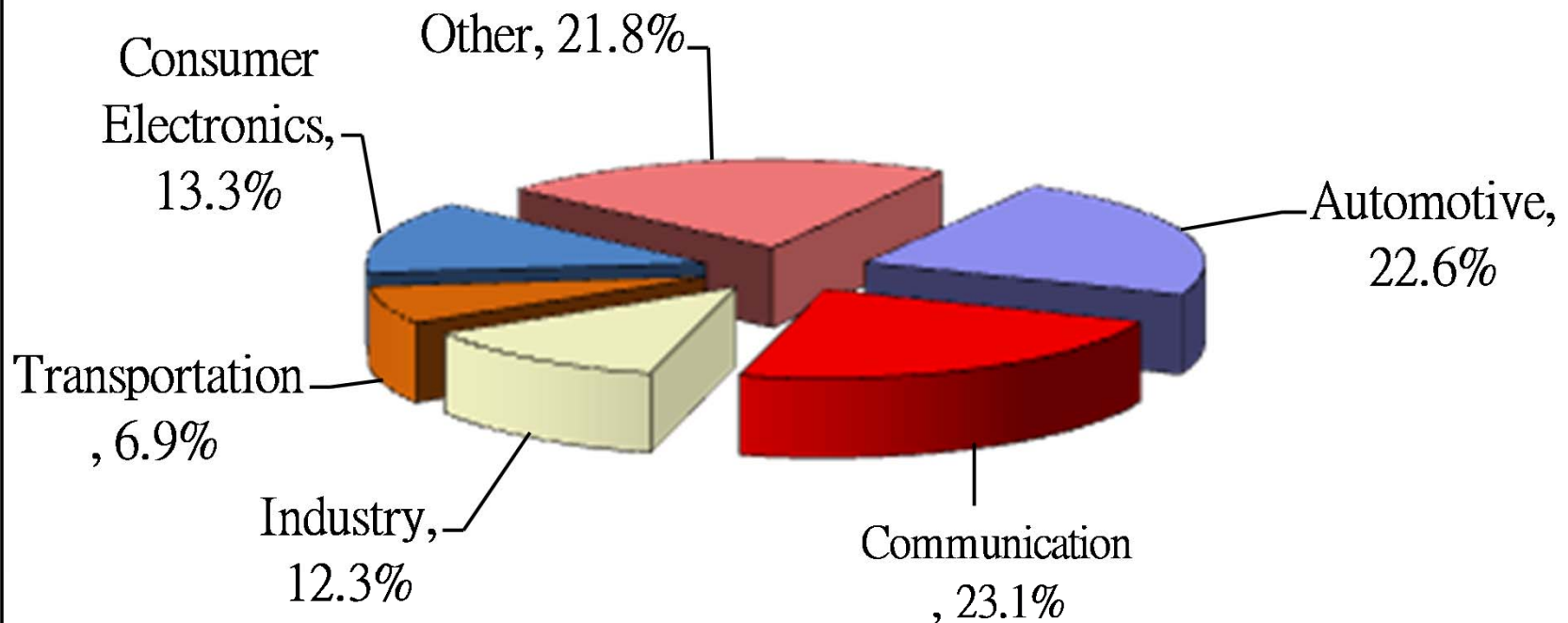
Gross Margins



2021	34.67%	35.83%	35.92%	35.42%
2020	30.90%	31.60%	31.20%	32.95%
2019	31.09%	31.12%	31.81%	32.55%

Margins recorded at 35.14% for Jan-Feb 2022

Industry Structure



■ Automotive	■ Communication	■ Industry
■ Transportation	■ Consumer Electronics	■ Other



- IEA reports estimated global EV car sales:
2020 – 3 Million units
2030 – 31 million units
- Estimated Charging Stations (public & private)
2020 – 9.5 Million units
2025 – 45~65 Million units

As the world transition towards green energy and introduction of new policies for energy conservation and carbon reduction in various countries, there will be increasing demand for energy storage devices



Global Locations



台灣總公司

Taiwan Headquarters



大陸蘇州廠

Suzhou Plant



廣州分公司

Guangzhou Office



美國子公司

USA Office



泰國子公司

Thailand Office



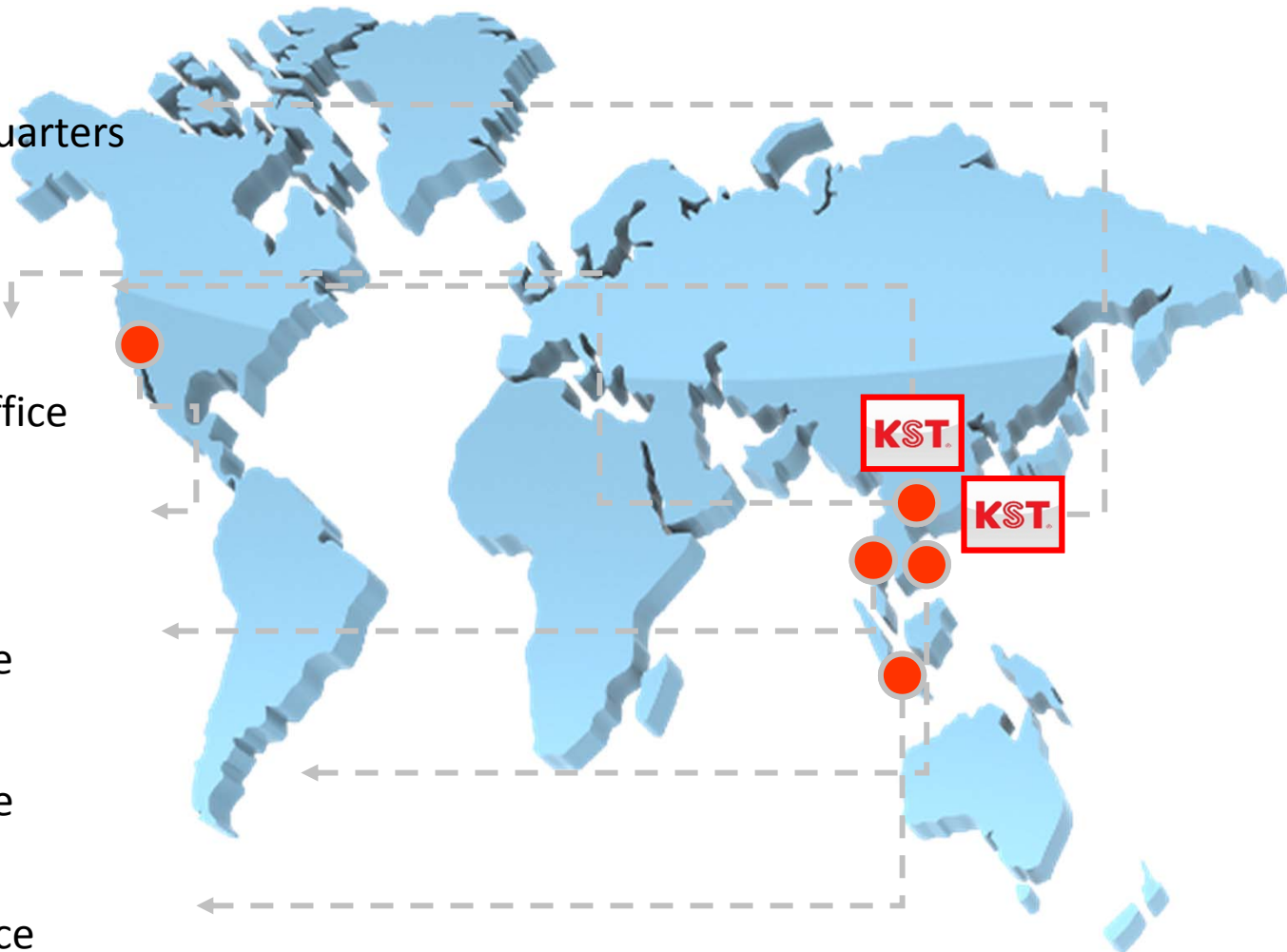
越南子公司

Vietnam Office



印尼子公司

Indonesia Office



Asia Location





Development Strategy

Electrical Terminals

Automotive
Connector

Green Energy Application (EV, Charging, Power Storage)

1978

2000

2006

2012

2013

2014

2021



Obtained
TS16949
certification

UL/IEC/GBT



JV with Hongli
Auto (Changchun),
Hot punching
technology

Continuous
innovation of EV
charging, power
systems and
technologies
integration



JV with Yingli
Auto (Foshan),
Cold punching
technology



Telecommunication
Products, China's
4g/5g market

Product Strengths

KST Charging Connector Advantages



Functionality:

1. **Durability; 20,000 times pull test**
2. **IP67**
3. **Drop Protection**
4. **Compact Design**



Customizability

1. **Custom Charging Connectors**
2. **Customized Testing Procedures**



Completed Product Line

1. **SAE, IEC, GB, CNS**
2. **AC / DC Charging Connectors**
3. **AC Charging for E-Bikes**



Future Outlook

- Investment in new product R&D for both EV and the charging industry, and strategic joint development with customers
- Integration of manufacturing process to establish a streamline production model in order to reduce cost



Future Outlook

- Promote KS products into Auto, Telecommunications, Equipment manufacturing plants in China and SE Asia
- Investment in new production plant and manufacturing lines for green energy products





Q & A

