

LOTES

嘉澤端子工業股份有限公司

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Always
Connecting



Executive Summary

- ✓ LOTES specializes in the design and manufacture of inter-connect solutions for Server, PC, Automotive, Industrial and Medical. According to Bishop & associate, **LOTES rank no.4 in computer and peripherals and no.18 worldwide.**
- ✓ As **world wide top 3 CPU sockets supplier**, LOTES is being selected by many customers as their strategic partner. Thus, LOTES has more chance to co-develop the front-end products with them.
- ✓ Being a connector and socket leading supplier in Server and PC industry, we see more and more opportunities in the upcoming generation.
- ✓ With world-renowned tier 1 customers in automotive industry, LOTES keep receiving inquiries from various automotive customers. We expect it will contribute more in few years.

經營綜合報告

- ✓ LOTES為一專業設計及製造連接器 / 連接線給伺服器、個人電腦、汽車、工控及醫療的廠商。依Bishop統計，在電腦暨週邊連接器廠商中**LOTES全球排名第四，不分行業別排名全球排名第十九。**
- ✓ 做為**全球前三大中央處理器插座供應商**，客戶多會將LOTES選為策略供應商。LOTES也因此得到許多與客戶共同開發新一代產品的機會。
- ✓ 做為伺服器及個人電腦連接器與插槽的領導廠商，LOTES在新一代的機型上取得很多的機會。
- ✓ 因打入全球知名汽車一階大廠供應鏈，LOTES持續取得各式車用連接器/連接線的詢單，車用市場將在未來數年內有更顯著的貢獻。

Agenda

- ✓ Company Profile
- ✓ Business Outlook
- ✓ Financials at Glance
- ✓ Q & A

議程

- ✓ 公司簡介
- ✓ 營運概況
- ✓ 財務概況
- ✓ 問答交流

公司簡介

COMPANY PROFILE

股票代號：3533.TW

Stock Symbol : 3533.TW

2019.12.6列為**台灣中型100指數成份股**

Inclusion in **FTSE TWSE Taiwan Mid-Cap 100 Index** in Dec 6th, 2019

2021.3.19列為**台灣資訊科技指數成份股**

Inclusion in **FTSE TWSE IT Index** in Mar 19th, 2021

2022.5.18列為**特選小資高價30指數成份股**

Inclusion in **TIP Customized Investor Movement Aristocrats 30 Index** in May 18th, 2022

2024.2.27列為**MSCI全球指數指數成份股**

Inclusion in **MSCI World Index**

About LOTES

- ✓ In 1986, Mr. Ju and Mr. Ho co-founded LOTES. They firmly believe continuous research and development, and non-stop improvement are the foundation of LOTES. With this belief, LOTES has become a world class inter-connect solution provider.
- ✓ LOTES owns over 4000 patents applied worldwide, top 2 among Taiwan connector makers.
- ✓ LOTES fully integrated processes in house including design, tooling, molding, stamping, electro-plating and automation assembly. It render us more flexibility to support our customers.
- ✓ With ISO17025 certification, LOTES reliability test lab is capable of providing industry standard test reports and also meeting customers' test requirements. Which can shorten the time and lower the expense on product validation.
- ✓ Certified with ISO 9001, IATF 16949, ISO 13485, AS 9100, ISO 14001, OHSAS 18001, QC 080000, and ISO 14064.

關於 LOTES

- ✓ 董事長與總經理於1986年成立LOTEs，他們深信不斷研究、持續改善是LOTEs發展的基石。依著這樣的信念，LOTEs已成為世界級連接器/連接線的供應商。
- ✓ LOTES在全球擁有超過4,000件連接器 / 連接線專利
- ✓ LOTES高度製程整合，包括產品設計、模治具及自動化設備開發、射出成型、金屬沖壓、電鍍、組裝等，以使我們能更有彈性的服務客戶。
- ✓ LOTES有著已取得 ISO 17025認證的信賴性實驗室，可出具行業標準報告，亦可依客戶規範進行測試，並可縮短產品驗證時間，並降低驗證的費用。
- ✓ 已取得 ISO 9001, IATF 16949, ISO 13485, AS 9100, ISO 14001, OHSAS 18001, QC 080000 及 ISO 14064 等品質系統認證。

Geographic profile in China



- Established: 2010
- Employees : 1000
- Function: Tooling Center, Cable Assembly

Hengnan 湖南



- Established: 1993
- Employees : 7000
- Function: R&D, Tooling, Molding, Stamping, Electro-Plating and Assembly

Guangzhou 廣州



- Established: 2004
- Employees: 1000
- Function: Product Design, Tooling, Molding, Stamping, Electro-Plating and Assembly

Suzhou 蘇州

- Established in 2011
- Employees : 800
- Products: Thunderbolt, Type C, High Speed Cable, Active Optical Cable

LINTES 中和

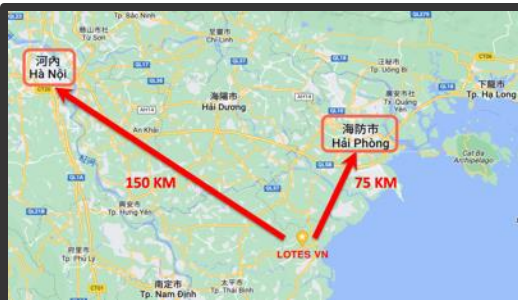


- Established: 1986
- Employees : 100
- Function: R&D, Sales, Finance

LOTES 基隆

Geographic profile of LOTES 全球佈局





LOTES' Core Competence 核心競爭力

Stamping Die
沖壓模具

Injection Mold
塑膠模具

100% of design and fabrication in
house

100% 自行設計及製造

Assembly Jigs
組裝治具

Automation Machines
自動機



LINTES' Competiveness 嘉基核心競爭力

High Speed Socket Design
Capability
高速連接器設計

Precision Micro Lens design
capability
高精度光學鏡片設計

High Speed Cable 高速線纜
(Optical / Electrical / Active /
Passive)

Precision Die/Wire Bond
Capability
高精密固晶打線製程

Electrical/Optical Cable HVM
電子 / 光纖線量產能力

LINTES Technology listed in TWSE with stock
symbol **6715** in November 15th, 2018.

High end Docking Cable
use in between NB and
docking station
40G
Thunderbolt Type C

AOC、AEC主動式光纖



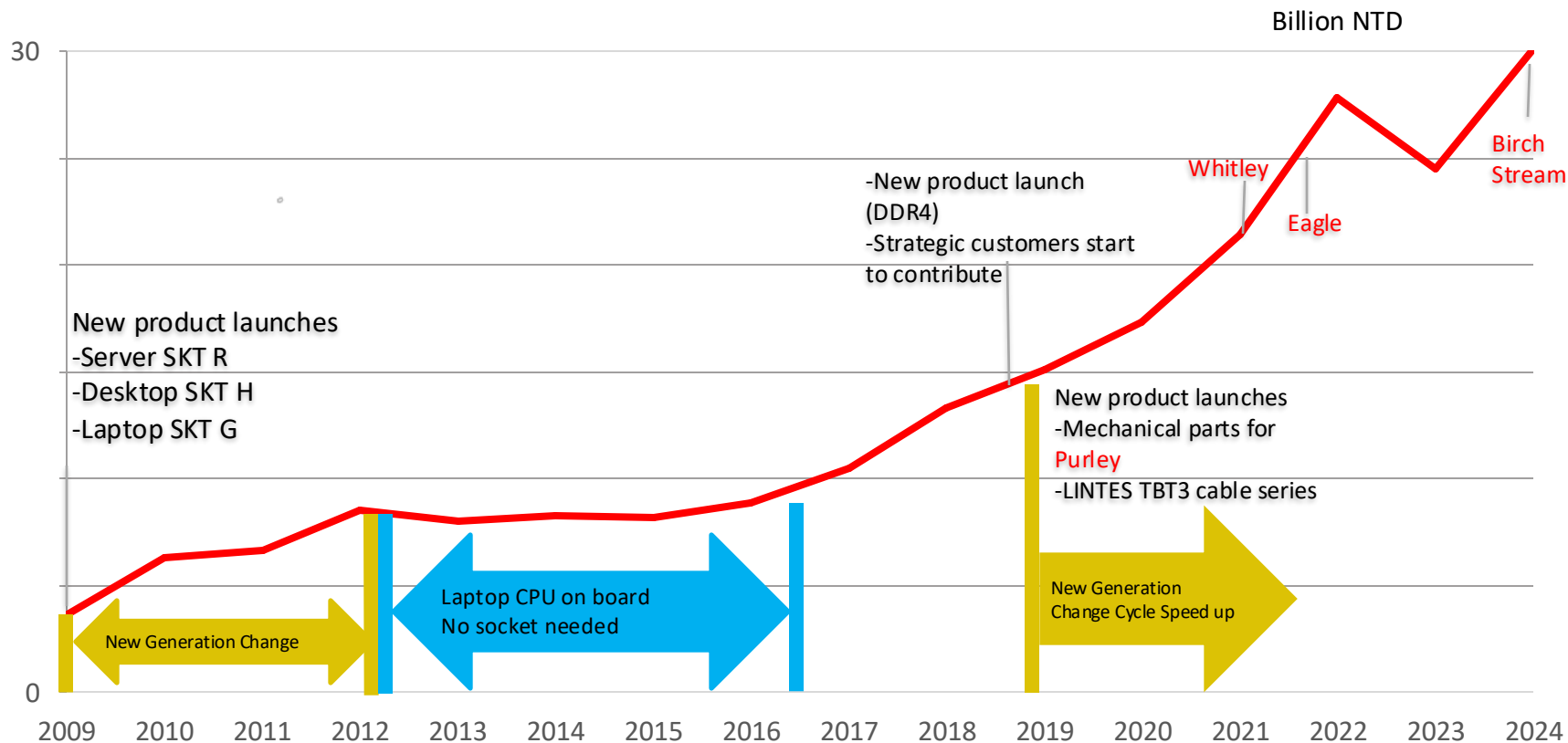
ACC 主動式銅線



經營概況

BUSINESS OVERVIEW

Sales Revenue 營收走勢



Business Coverage 營收比重

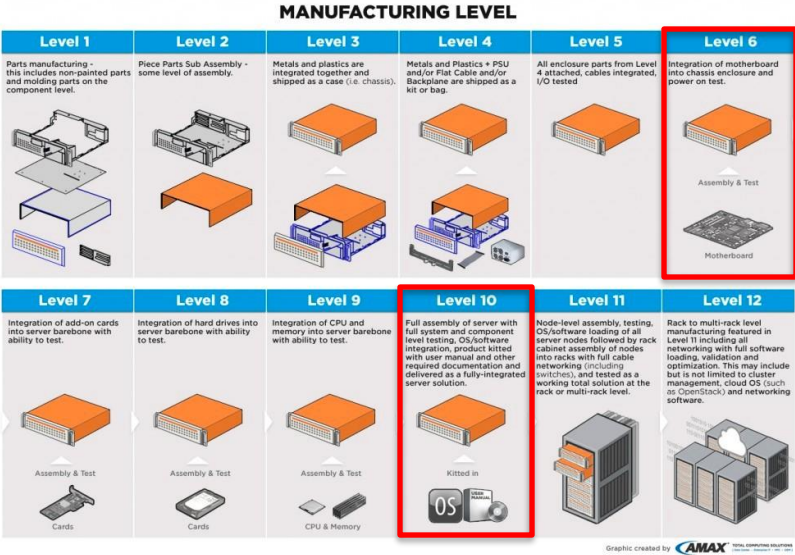


Revenue share							
2022	29~30%	12~13%	25~26%	12~13%	3~4%	4%~5%	12%
2023	26~27%	13~14%	28~29%	12~13%	5~6%	2~3%	9~10%
2024	34.1%	12.25%	27.47%	9.8%	6.32%	2.67%	7.31%
Q2'24(74.69E)	33~34%	12~13%	25~26%	9~10%	5~6%	2~3%	8~9%
Q3'24(80.88E)	36~37%	11~12%	28~29%	11~12%	6~7%	3~4%	7~8%
Q4'24(83.47E)	31~32%	12~13%	28~29%	8~9%	6~7%	2~3%	7~8%
Q1'25(77.56E)	37%	11.2%	28.3%	9.15%	6.16%	2.65%	5.48%
Current main product	-CPU Socket -DDR -PCIE	-SODDDR -M.2 -I/O -PD Cable	-All types of connectors	-Connectors -Mechanical parts	-Connectors -Wire harness	-Connectors -Wire harness	-High end Docking cable -AOC, AEC
Market trend (by Volume)	↗	↗	→ or ↘	→ or ↗	→ or ↗	→ or ↗	↗
Sales outlook	(2) ↗	(4) ↗	(3) ↗	(5) → or ↗	(1) ↗	(5) ↗	(5)↗
Future product plan	-CPU Socket -HSIO & Cable -SOCAMM	-SODDDR5 -M.2 Gen 5.0 -USB4 -CAMM2	-Customized	-Customized	-Customized	-Customized -Medical	-High Speed Cable

Market Update 市場概況



ODM Average Production Volume	2022 1.2KK/M	2022 12.5KK/M	2022 6.5KK/M
	2023 975K/M	2023 11.7KKKK/M	2023 5.5KK/M
	2024 1.18KK/M	2024 10.6KK/M	2024 5.5KK/M
	Q1'24 : 1KK / M	Q1'24 : 10KK / M	Q1'24 : 5.0KK / M
	Q2'24 : 1.1KK / M	Q2'24 : 10.5KK / M	Q2'24 : 5.2KK / M
	Q3'24 : 1.3KK / M	Q3'24 : 11KK / M	Q3'24 : 6.0KK / M
	Q4'24 : 1.3KK / M	Q4'24 : 11KK / M	Q4'24 : 6.0KK / M
	Q1'25 : 1.25KK/M	Q1'25 : 9.95KK/M	Q1'25 : 5.4KK/M
	Q2'25 : 1.30KK/M	Q2'25 : 9.95KK/M	Q2'25 : 5.7KK/M
	(April & May only)	(April & May only)	(April & May only)



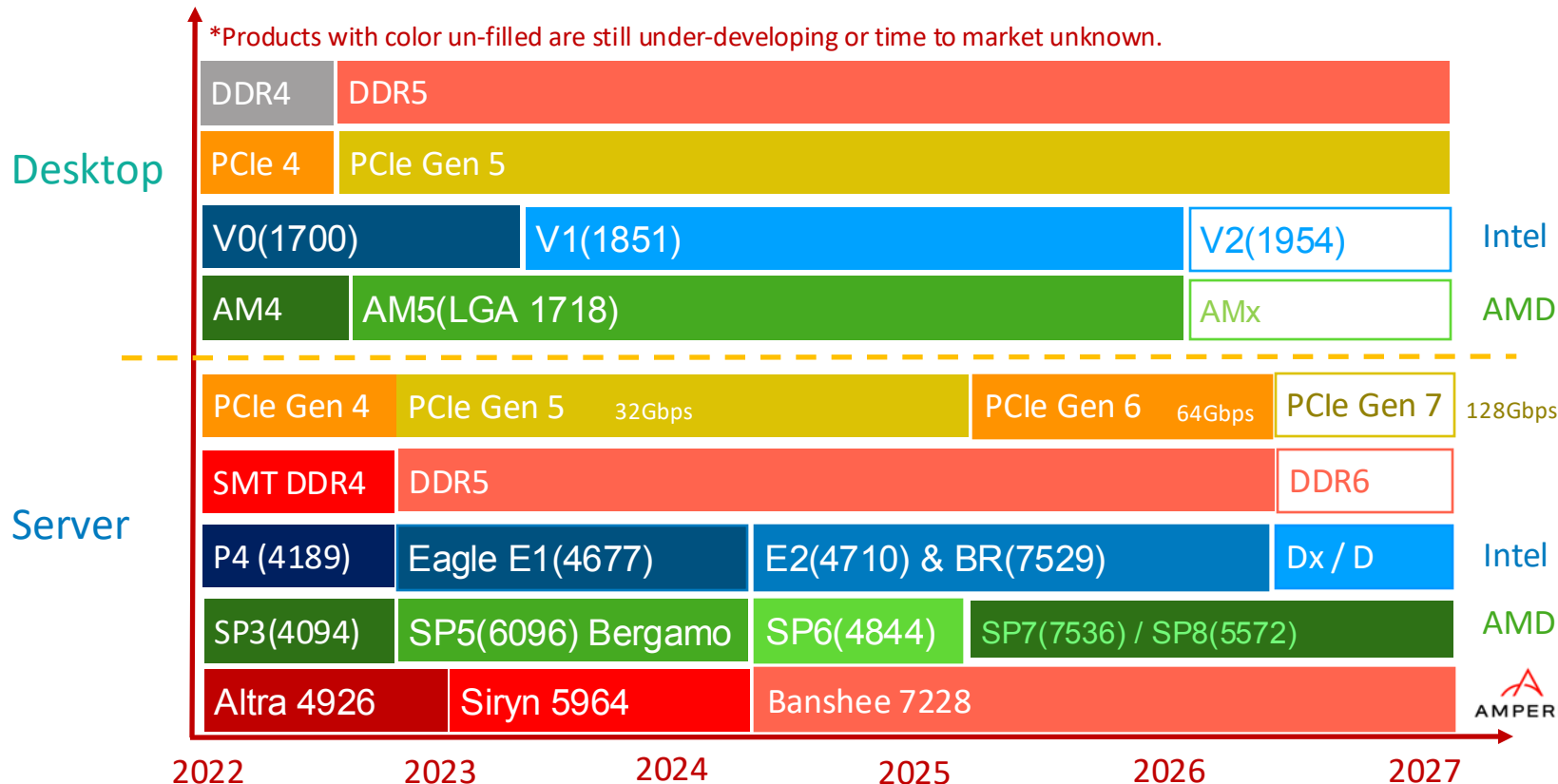
終端產品 End Product	最終出貨至美國的比重 (依成品數量計算) Proportion of shipments to the US	Level 6 PCBA 中國產能 Capacity in CN	Level 6 PCBA 非中國產能 Capacity in non-CN
Server	37%	33%	67%
Laptop	25%	81%	19%
Desktop	12%	82%	18%

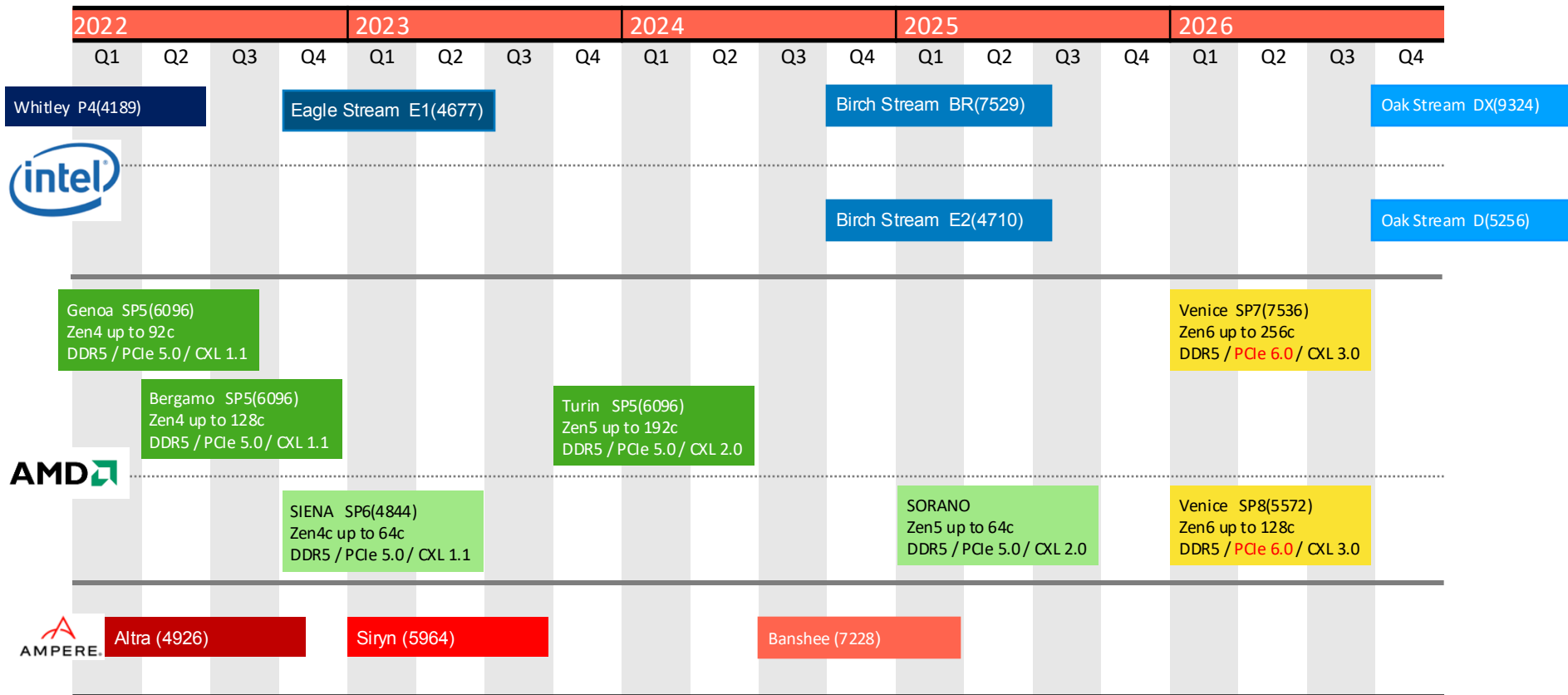
Product Roadmap 產品Roadmap

LeRain 嘉雨思
PCIE 5.0 Re-Driver

Intel Server	LOTES, FIT, TE
Intel Desktop	LOTES, FIT, Deren

AMD Server	LOTES, FIT (Milan) LOTES, FIT, Amphenol (Genoa) LOTES, FIT, TE (Venice)
AMD Desktop	LOTES, FIT



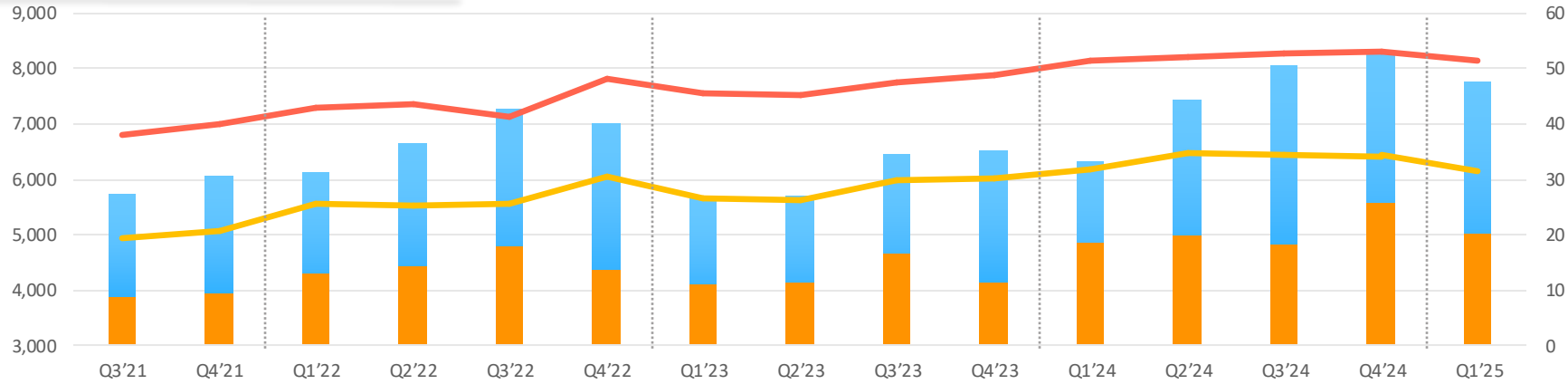


LOTES

FINANCIAL DATA

Revenue & Key Ratios 營收及重要財務數字

Revenue EPS(NT\$) Gross margin(%) Operating margin(%)



Unit: Million (NT\$)	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25
Yearly Revenue	21,391		27,099				24,483				30,088				7,765
Quarterly Revenue	5,733	6,075	6,146	6,651	7,269	7,032	5,726	5,722	6,463	6,539	6,347	7,438	8,066	8,300	7,765
Gross profit	2,187	2,434	2,636	2,898	3,016	3,386	2,603	2,589	3,072	3,215	3,256	3,856	4,244	4,411	3,996
Operating expense	1,104	1,148	1,054	1,218	1,190	1,205	1,073	1,088	1,148	1,223	1,227	1,290	1,454	1,552	1,545
Operating profit	1,108	1,260	1,582	1,680	1,865	2,141	1,530	1,500	1,923	1,991	2,029	2,566	2,790	2,858	2,450
Net profit	925	1,004	1,383	1,495	1,980	1,466	1,181	1,284	1,867	1,259	2,105	2,264	2,061	2,845	2,275
Yearly EPS(NT\$)	33.32		44.49				50.58				82.77				20.22
Quarterly EPS(NT\$)	8.91	9.5	13.03	14.21	17.91	13.55	10.96	11.56	16.77	11.36	18.57	20.01	18.33	25.86	20.22
Payout R(%)	48.84		47.7				50				50.1				
Gross margin(%)	38.16	40.06	42.89	43.57	41.49	48.16	45.46	45.35	47.54	48.93	51.31	52.22	52.62	53.15	51.47
Operating margin(%)	19.33	20.73	25.75	25.25	25.66	30.45	26.72	26.22	29.76	30.31	31.97	34.8	34.59	34.44	31.56
Current ratio(%)	249.92	242.14	261.15	233.72	266.59	272.80	361.10	304.98	355	380.41	406.31	286.69	299	319.81	374.7
Quick ratio(%)	186.44	181.67	195.87	178.24	218.27	225.61	313.77	268.69	316	340.14	363.57	258.85	269	287.54	336.05
Debt ratio(%)	31.70	31.66	30.80	33.02	28.58	26.39	23.91	27.3	24.13	22.58	21.57	27.71	26.63	24.4	20.89