

LOTES

嘉澤端子工業股份有限公司

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Always
Connecting

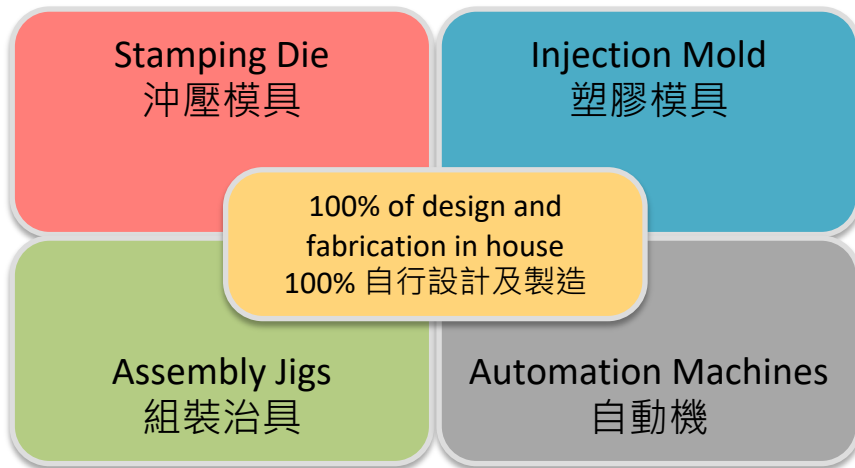


Brief Company Introduction

As many of you may know, LOTES specializes in design and manufacturing interconnection solutions for Server, PC, Automotive, Industrial and Medical.

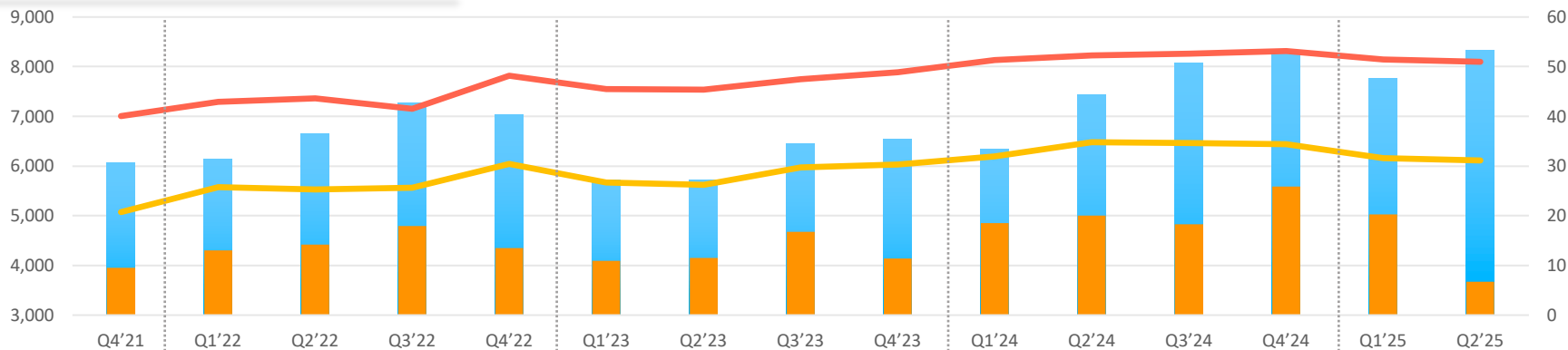
LOTES maintains full control over our manufacturing processes through in-house integration.

This unique capability not only enhances our flexibility in customer support but also accelerates our ability to deliver cutting-edge solutions ensuring we stay ahead of market demands.



Revenue & Key Ratios 營收及重要財務數字

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



Unit: Million (NT\$)	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	Q2'25
Yearly Revenue	21,391	27,099				24,483				30,088				16,101	
Quarterly Revenue	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	8,336
Gross profit	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	4,251
Operating expense	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	1,652
Operating profit	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	2,598
Net profit	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	749
Yearly EPS(NT\$)	33.32	44.49				50.58				82.77				26.91	
Quarterly EPS(NT\$)	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	6.69
Payout R(%)	48.84	47.7				50				50.1					
Gross margin(%)	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	51.00
Operating margin(%)	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	31.17
Current ratio(%)	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	237.85
Quick ratio(%)	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	211.14
Debt ratio(%)	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	31.01
Exchange gains & losses														230	(1,505)

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%
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%
Q2'25(84.14E)	37%	10.9%	28.1%	8.9%	6.94%	2.53%	6.02%
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	-DDR5 -PCIe 5.0	-Customized	-Customized	-Customized -Medical	-High Speed Cable

Product Roadmap 產品Roadmap

LeRain 嘉雨思
PCIe 5.0 Re-Driver

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

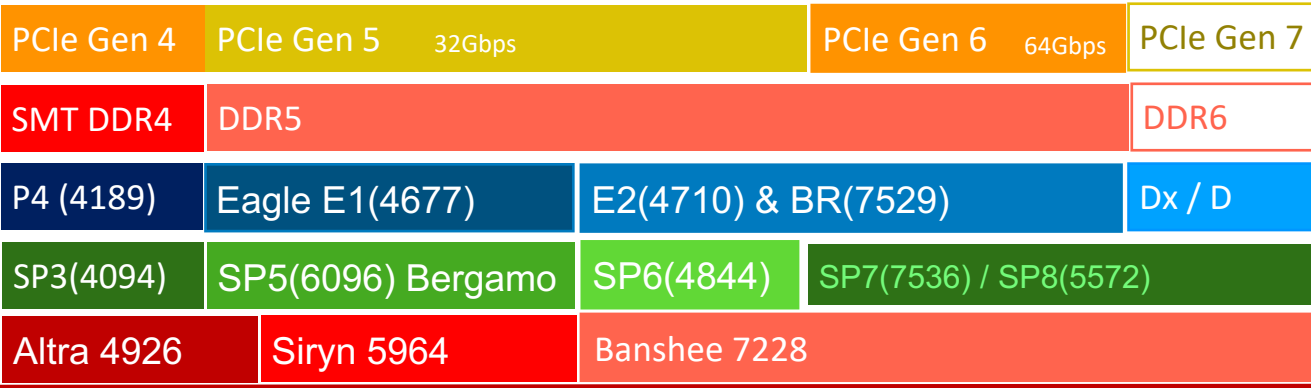
AMD Server	LOTES, FIT (Milan) LOTES, FIT, Amphenol (Genoa) LOTES, FIT, TE (Venice)
AMD Desktop	LOTES, FIT

*Products with color un-filled are still under-developing or time to market unknown.

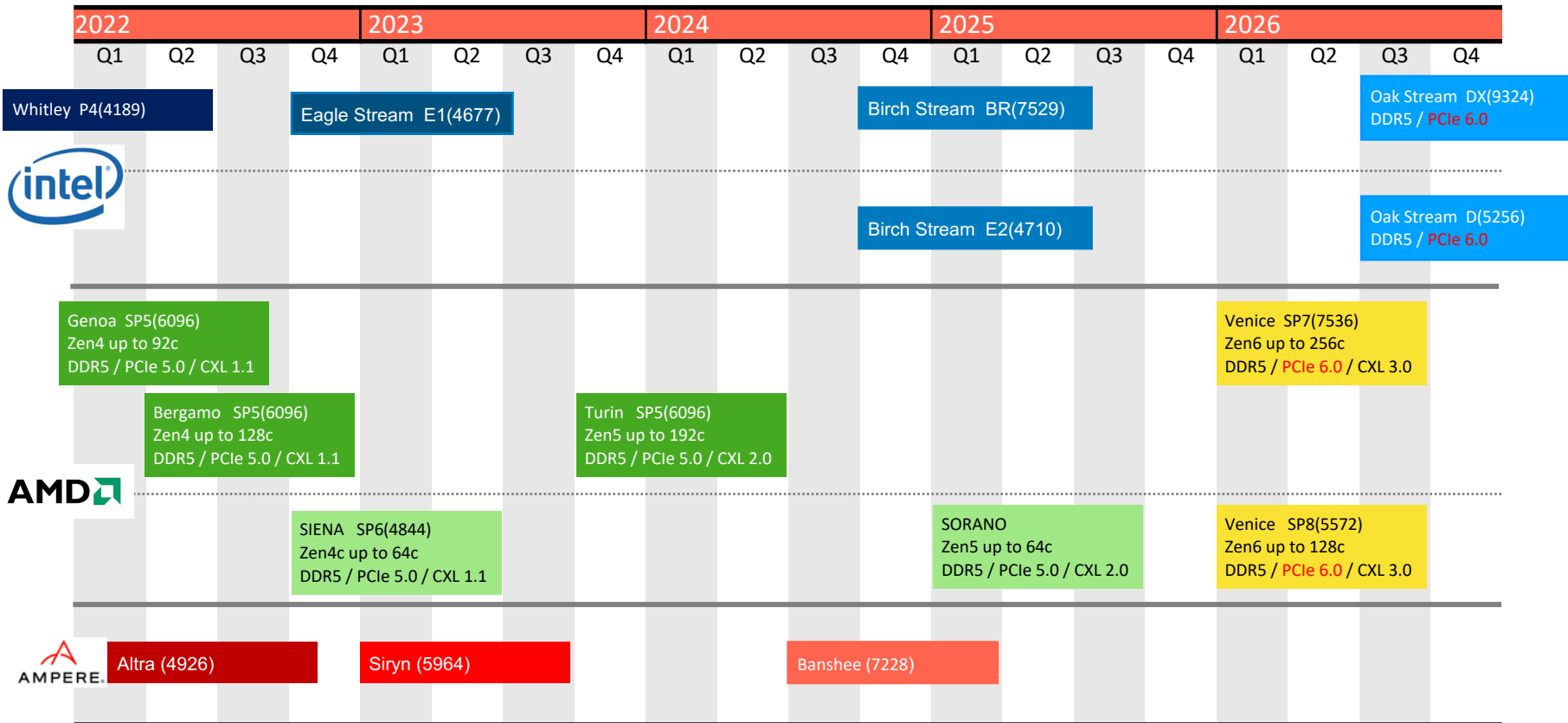
Desktop



Server



2022 2023 2024 2025 2026 2027



Q&A