



宏泰電工股份有限公司

HONG TAI ELECTRIC INDUSTRIAL CO., LTD

2025 1st INVESTORS' CONFERENCE

Speaker : Pan, Shao-Ping/ Chief Operating Officer

Date: 2025.5.27

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■ The information contained in this presentation, including all forward-looking information, is subject to change without notice, whether as a result of new information, further events or otherwise, and HONG TAI ELECTRIC INDUSTRIAL Co., LTD (the “Company”) undertakes no obligation to publicly update or revise the information contained in this presentation.

■ Investors should not regard the above forward-looking information as legally binding but as information subject to change. No guarantees regarding the completeness, accuracy, and reliability of information contained are made explicitly or implicitly. They are not intended to represent complete statement of the Company, industry or future development.

AGENDA

01



Company's major events of 2025 H1

02



Financial Performance for the First Quarters of 2025

03



Operation Status

04



Future Outlook

1. Company's Major Events of 2025 H1



- Installation, test run, and put into production of the copper rod breakdown machine
- Vendor selection for tendering the Guanyin plant renovation is complete
- Participated in 9TH National Industrial Innovation Award
- ISO 14064-1 GHG verification completed
- ISO 50001 energy management system launched & training conducted
- In 2024, the total installed capacity of solar photovoltaic systems reached 1,363 kW, generating NT\$9.732 million in feed-in tariff revenue.



2. Financial Performance for the First Quarters of 2025



Condensed Consolidated Income Statement for the First Quarters of 2025 and the Previous Three Years

Unit: NT\$ '000, except for EPS

	2025Q1		2024		2023		2022	
Net Sales	1,789,065	100.0%	6,583,904	100.0%	6,195,025	100.0%	6,385,945	100.0%
COGS	1,509,167	84.4%	5,541,050	84.2%	5,323,372	85.9%	5,618,483	88.0%
Gross Profit	279,898	15.6%	1,042,854	15.8%	871,653	14.1%	767,462	12.0%
Operating Expenses	49,699	2.8%	242,691	3.7%	265,580	4.3%	244,575	3.8%
Operating Income	230,199	12.9%	800,163	12.2%	606,073	9.8%	522,887	8.2%
Non-Operating Income & Expenses	10,871	0.7%	144,740	2.3%	150,515	2.5%	29,984	0.5%
Income Before Tax	241,070	13.5%	944,903	14.4%	756,588	12.2%	552,871	8.7%
Income After Tax	188,310	10.5%	753,227	11.4%	628,751	10.1%	354,129	5.5%
EPS	0.60		2.38		1.99		1.12	

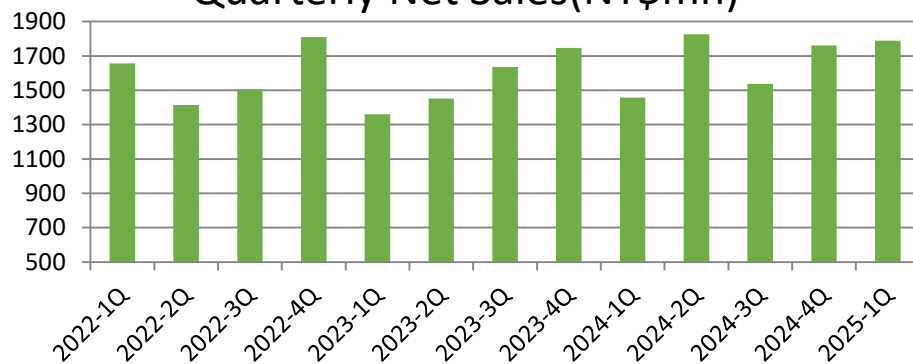


2. Financial Performance for the First Quarters of 2025

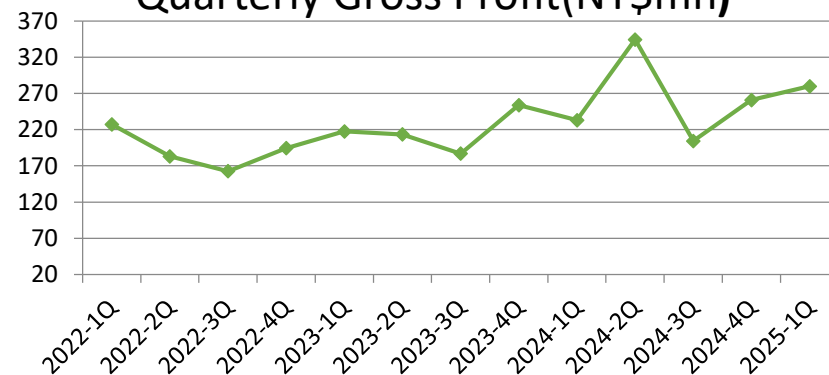


2022Q1 ~ 2025Q1 comparison of important operating indicators

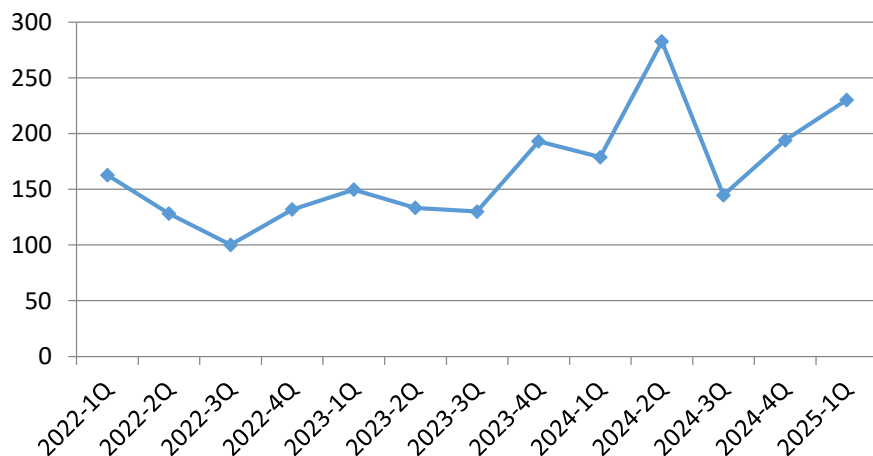
Quarterly Net Sales(NT\$m)



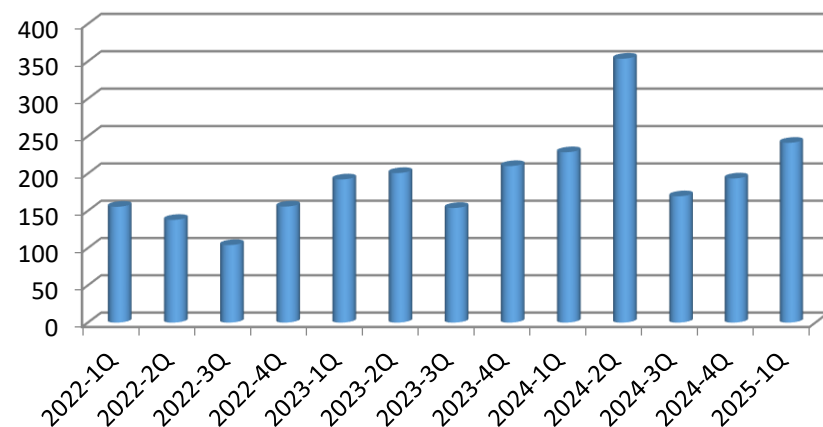
Quarterly Gross Profit(NT\$m)



Quarterly Operating Income(NT\$m)



Quarterly Income Before Tax(NT\$m)



2. Financial Performance for the First Quarters of 2025



Balance Sheet(consolidated)

	Accounts	2025/3/31		2024/12/31		2023/12/31		2022/12/31	
		NT(\$mn)	%	NT(\$mn)	%	NT(\$mn)	%	NT(\$mn)	%
Current Assets	1.Cash and cash equivalents	755.7	8%	781.1	9%	1,929.1	23%	2,420.7	29%
	2.Financial assets-current	326.3	4%	335.7	4%	318.3	4%	272.9	3%
	3.Accounts receivables and notes	1498.2	16%	1313.6	15%	1,103.4	13%	888.0	11%
	4.Inventories	2,581.5	28%	2,378.8	27%	1,733.9	20%	1,848.8	23%
	5.Other Current Assets	130.6	0%	124	0%	78.7	0%	40.3	1%
	Total current assets	5,292.3	58%	4,933.2	57%	5,163.4	61%	5,470.7	67%
Non-Current Assets	1.Financial assets-non-current	2026.3	22%	1,928.3	22%	1,557.4	18%	1,059.1	13%
	2.investment for using equity method	197.3	2%	157.6	2%	133.0	2%	124.3	2%
	3.Property, plant and equipment	1,303.6	14%	1,311.1	15%	1,295.1	15%	1,333.9	16%
	4.Investment property	111.0	2%	111.2	2%	113.8	2%	114.6	1%
	5.Other non-current assets	234.8	3%	221.4	3%	233.5	3%	106.5	1%
	Total non-current assets	3,873.0	42%	3,729.6	43%	3,332.8	39%	2,738.4	33%
Total Assets		9,165.3	100%	8,662.8	100%	8,496.2	100%	8,209.1	100%
Liabilities	1.Current Liabilities	1,842.8	21%	902.8	11%	791.4	10%	916.6	11%
	2.Non-current liabilities	163.0	2%	159.9	2%	151.8	2%	186.1	2%
	Total Liabilities	2,005.8	22%	1,062.7	12%	943.2	11%	1,102.7	13%
Stockholders' Equity	1.Capital stock	3,160.8	34%	3,160.8	36%	3,160.8	37%	3,160.8	39%
	2.Capital surplus	200.1	3%	191.7	3%	191.7	3%	191.7	2%
	3.Retained earnings	3,878.5	42%	4,349.1	50%	4,159.8	49%	3,931.2	48%
	4.Other Stockholder Equity	(82.2)	-1%	(103.9)	-1%	38.3	0%	(179.5)	-3%
	5.Non-controlling Interests	2.3	0%	2.4	0%	2.4	0%	2.2	0%
	Total Equity	7,159.5	78%	7,600.1	88%	7,553.0	89%	7,106.4	87%
Total liabilities and stockholders' equity		9,165.3	100%	8,662.8	100%	8,496.2	100%	8,209.1	100%

2. Financial Performance for the First Quarters of 2025



Financial Ratios (Consolidated)

Financial Ratios	Unit	2025Q1	2024	2023	2022
Debt to Asset Ratio	%	21.88	12.27	11.10	13.43
Current Ratio	%	287.18	546.41	652.47	596.88
Quick Ratio	%	140.73	269.85	423.68	391.48
Interest Coverage Ratio	times	570.91	544.99	550.05	492.00
Accounts receivable turnover	times/yr	5.09	5.45	6.22	9.02
Average collection days	days	71.70	66.97	58.68	40.47
Inventory turnover	times/yr	2.43	2.69	2.97	2.95
Average inventory turnover days	days	150.20	135.68	122.89	123.73
Return on Assets(yr)	%	8.47	8.80	7.54	4.19
Return on Equity(yr)	%	10.21	9.94	8.58	4.75
Gross profit margin	%	15.64	15.84	14.07	12.02
Operating profit margin	%	12.87	12.15	9.78	8.19
Net income margin	%	10.53	11.44	10.15	5.55
Earnings per share	NT\$	0.60	2.38	1.99	1.12



Power Cables, Solar Cables



Competitive advantages of Power Cable Division



- We offer a complete product line, ranging from 600V to 161kV cables.
- We hold a leading market share in private heavy power engineering and UHV (Ultra-High Voltage) cables.
- Our wires deliver the best performance in thermal, hydraulic, and wind power applications.
- We provide comprehensive technical planning and services, including material and installation, demonstrating expertise in total solution projects.
- We are establishing an operational base in southern Taiwan to enhance our service network coverage.

Power plant projects, Public engineering projects & Projects of private enterprises



Power plant projects

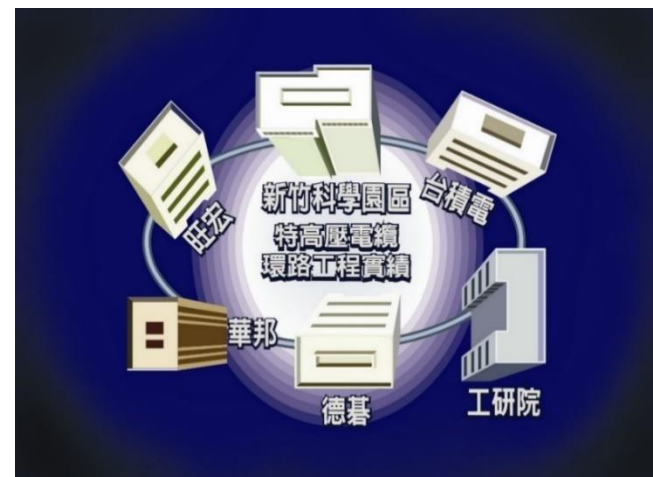
Dacheng offshore wind power demonstration wind plant, Talin Power Plant, Datan Power Plant, Linkou Power Plant, Taichung Thermal Power Plant, etc.

Public engineering projects

Taipei MRT, Taiwan Taoyuan International Airport, Civil Aeronautics Administration, Ministry of Transportation and Communications, Taichung MRT, etc.

Projects of private enterprises

Uni-President Logistics Center, Large Silicon Valley Plant, Taiwan Data Center, TSMC, Innolux, AUO, Technology factory in Japan, etc.



Continuous R&D and Innovation



Anti-R7 防鼠蟻電纜

雙效保護 無鉛環保 台美專利

安全用電 愛不斷線

可明拉好施工 非錯裝易彎曲 不殺鼠免善後

This advertisement for Anti-R7 pest-resistant cables features a dark blue background. It shows a black cable with a red and white striped protective layer. A red circle with a diagonal slash and silhouettes of a rat and ants is overlaid on the cable. The text highlights its dual protection, lead-free eco-friendliness, and patent status. It also lists three key benefits: easy installation, easy bending, and no need for pest control after installation.

耐燃耐熱電纜

消防電 型式認可 840°C~950°C FR 耐熱 300°C HR

了解更多

This advertisement for heat and flame-resistant cables features a dark background with a glowing orange and yellow flame effect. A black cable is shown being heated by the flames. The text specifies its use as fire alarm cable, its approval status, and its temperature resistance range from 840°C to 950°C. It also mentions FR (Flame Retardant) and HR (Heat Resistant) properties. A QR code and contact information are provided at the bottom.

PVC lead-free cables

This advertisement for PVC lead-free cables features a white background. It displays several cables of different colors (blue, yellow, red, black, and white) with their outer jackets removed, showing the internal copper conductors. The text is simple and direct, emphasizing the lead-free nature of the PVC material.

PV太陽能電纜

四大國際規範 製程全β照射 優異耐候性

This advertisement for PV solar cables features a dark green background with a city skyline and green leaves. A black cable is shown with its end cut, revealing the internal conductors. The text highlights its compliance with four international standards, its full beta-ray irradiation process, and its excellent weather resistance.

Achievements in UHV cable and Anti-RT (Rodent & Termite) cable



Production period	Length		Total length
August 12, 1991 to March 31, 2025	69 kV	810,000 meters	2.63 million meters
	161 kV	1.82 million meters	

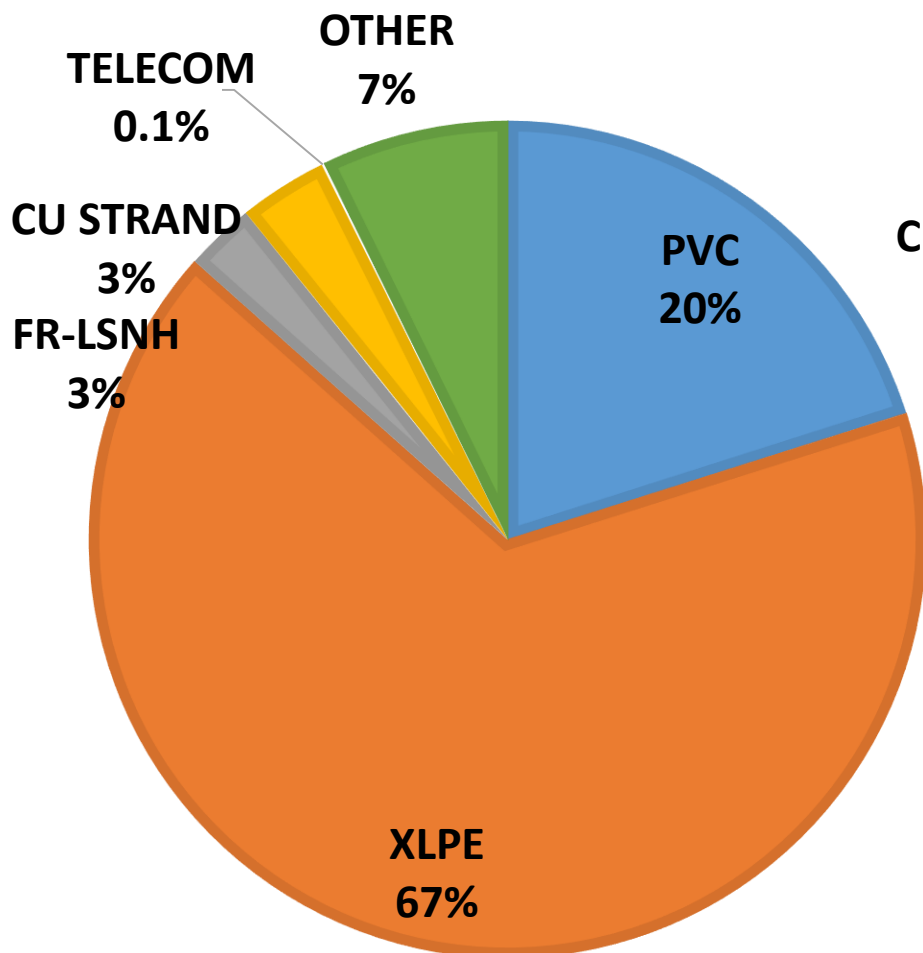
Anti-RT Cable

Production period	Length		Total length
2014-2023	Airport lighting cable	180,000 meters	640,000 meters
2019-2022	Offshore wind power land cable 33KV	180,000 meters	
2022-2023	Qigu Solar Power Plant 25KV	220,000 meters	
2024	Solar UL PV cable	60,000 meters	

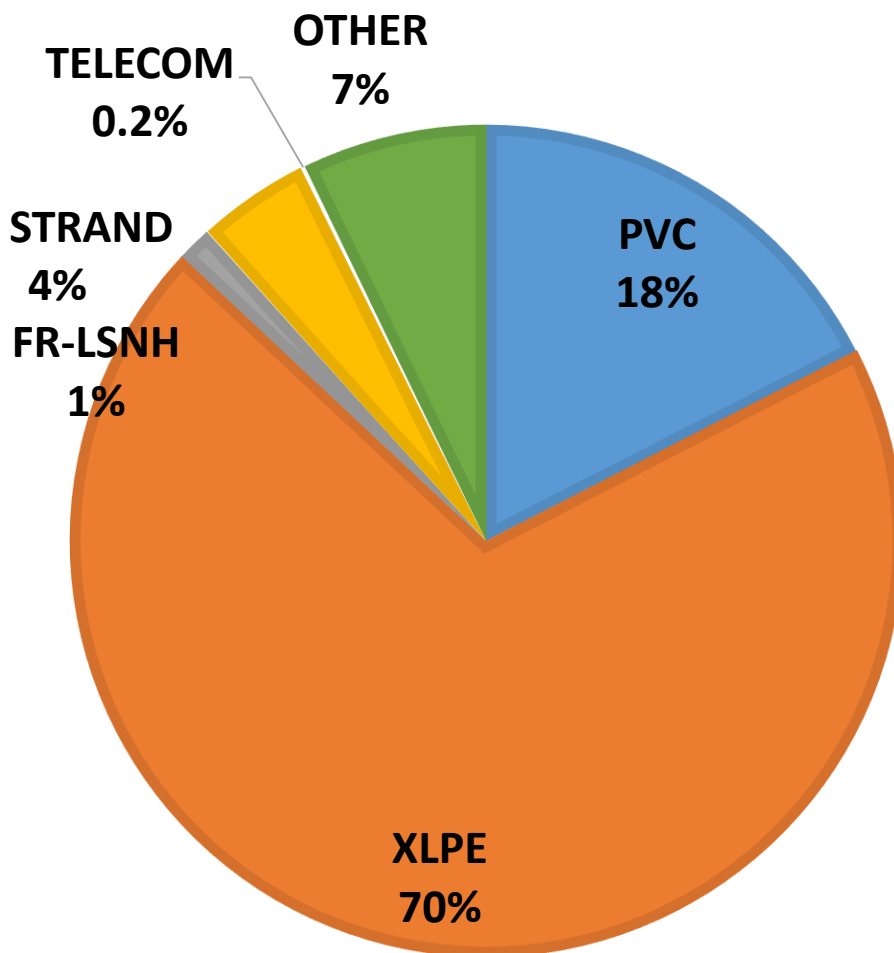
Product Portfolio



2024



2025 Q1



4. Future Outlook



- **Power Cable Division:**

In response to ongoing governmental efforts to advance energy transition and green energy initiatives, coupled with the fortification of power grid resilience, projects that were initially scheduled for completion over a decade are now being prioritized to conclude within four years, focusing specifically on critical regional and public welfare infrastructure. The energy development program by Taipower is projected to undergo continuous planning and revision between 2025 and 2035. The building industry, alongside industrial plant constructions and the setup of technology-related factories, sees sustained growth in demand. We plan to repurpose the facility previously allocated to the discontinued CCL business to accommodate this expansion, with an emphasis on augmenting production technology and enhancing operational efficiency. Furthermore, we aim to boost our market presence and broaden our customer base by consistently participating in industry exhibitions.

- **Development Division:**

We are proactively engaged in procuring the necessary land for factory development. Regarding investment properties, we will evaluate their future potential and conformity with expected return on investment targets. We are formulating strategies for short-term, mid-term, and long-term sales and revitalization projects.

4. Future Outlook



- **Investment Division:**

This year's investment strategy will focus on monitoring recession risks, responding to the Fed's rate-cut pace, and addressing the potential impact of stagflation.

In the short to medium term, as stock prices rise, we plan to leverage gains from share sales and seek opportunities to invest in secure and stable assets. For long-term investments, our commitment extends to post-investment management and industrial research to expand our investment horizons. Our overarching aim is to balance risk and return, adopting a flexible and cautious investment stance in a fluctuating market environment.

- **Sum up:**

With the global economy gradually recovering in 2024 and supportive government policies boosting demand for wires and cables, the market outlook for 2025 is expected to maintain stability, prompting a cautiously optimistic view. Our management team remains dedicated to leveraging our core competencies in the wire and cable sector by continually developing high-value products and enhancing brand visibility. Additionally, we are vigilant in monitoring shifts in copper prices to mitigate potential impacts on profitability.



Q & A?

Thank You

