

# Hanpin Electron Co., Ltd.

## 2023 Investor Conference

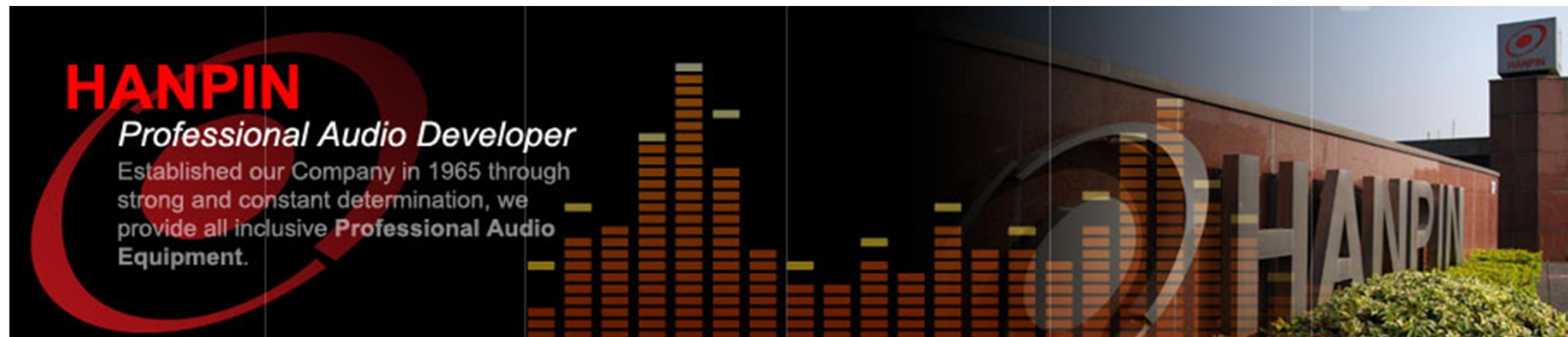
February 24, 2023



 HANPIN ELECTRON

# Disclaimer

- The content from the presentation and the simultaneously relevant information are from internal and external information of Hanpin.
- The forward-looking statements in this release reflect the current belief of Hanpin as of the date of this release. Hanpin undertakes no obligation to update these forward-looking statements for events or circumstances that occur subsequent to such date.
- Hanpin did not announce financial forecast. Our actual results of financial condition, business prospects or Q&A may differ from those expressed or implied in these forward-looking statements for a variety of reasons, including but not limited to market demand, price fluctuations, competition, international economic conditions, exchange rate fluctuations, supply chain issues and other risks and factors beyond our control.



# AGENDA

- Company Overview
- Industry Overview
- Forward-Looking
- Operating Results
- Q&A

# Basic Information



Chairman and  
General Manager

Shen-Keng, Liu

Total Paid-up  
Capital

NTD799 Million

Date of  
Establishment

1965

Date of Listing

2001/09/17

Website

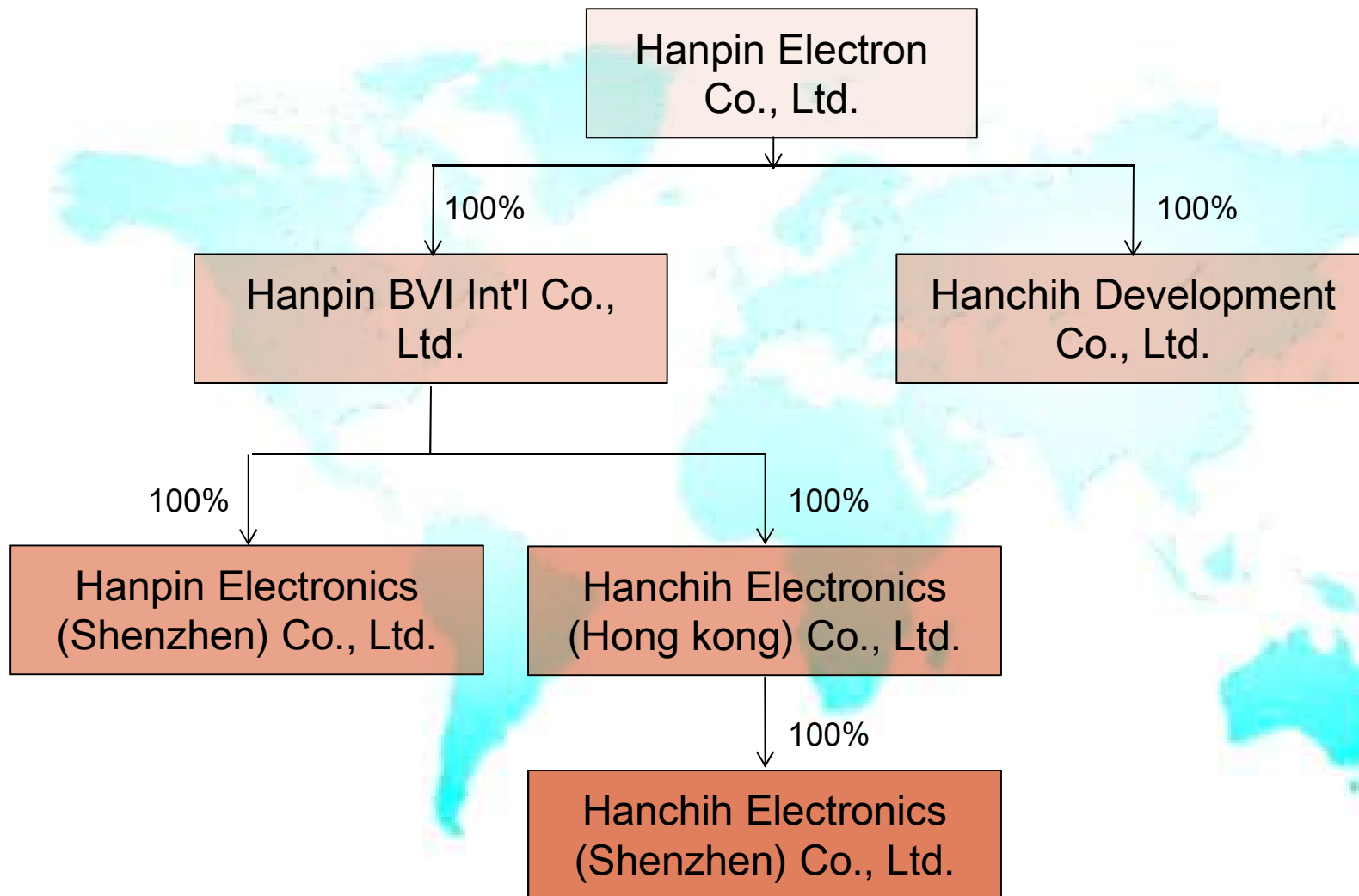
<http://www.hanpin.com.tw/>

Address

NO.256 SEC.3,CHUNG CHENG ROAD, JEN TEH DISTRICT,  
TAINAN CITY, TAIWAN



# Group Structure



## Headquarter and Manufacturing Base



◆ Establishment : 1994 and 2004

◆ Employee number of 2 factories :  
about 900 employees

◆ Site area of 2 factories :  
about 29,500 M<sup>2</sup>

◆ Total floor area of 2 factories :  
about 40,800 M<sup>2</sup>

◆ Group function: Manufacturing base ( injection molding and painting、PCB、assemble and produce )



Manufacturing Base :  
SZ Hanpin and Hanchih

Headquarter :  
Tainan Hanpin

◆ Establishment : 1965

◆ Employee number :  
about 150 employees

◆ Site area: about 30,000 M<sup>2</sup>

◆ Group function: Headquarter  
(R&D、 Marketing & Sales、  
Purchase、 Finance、 IT)

# The Process of Reengineering

Mass Production Mode  
OEM



- Process Control
- Cost Control
- Audio/Home appliances

Product Upgrade Mode  
ODM



- Consumer Product Transform into Professional Product
- Continuously improve the Industry R&D Techniques
- Successfully Entered into the Field of Professional DJ Products in 2000

Integration  
Value-added



- Providing **Valu-added service** for All Customers
- Expanding Markets with Integration Service

# Main Product-Professional DJ Product

## 1. DJ Mixer

Digital Signal Processor

Multi-track Mixing Operation



## 2. DJ Turntable

Direct Drive Motor



## 3. DJ Controller

Cooperating with Notebook and Software

Standalone Operation

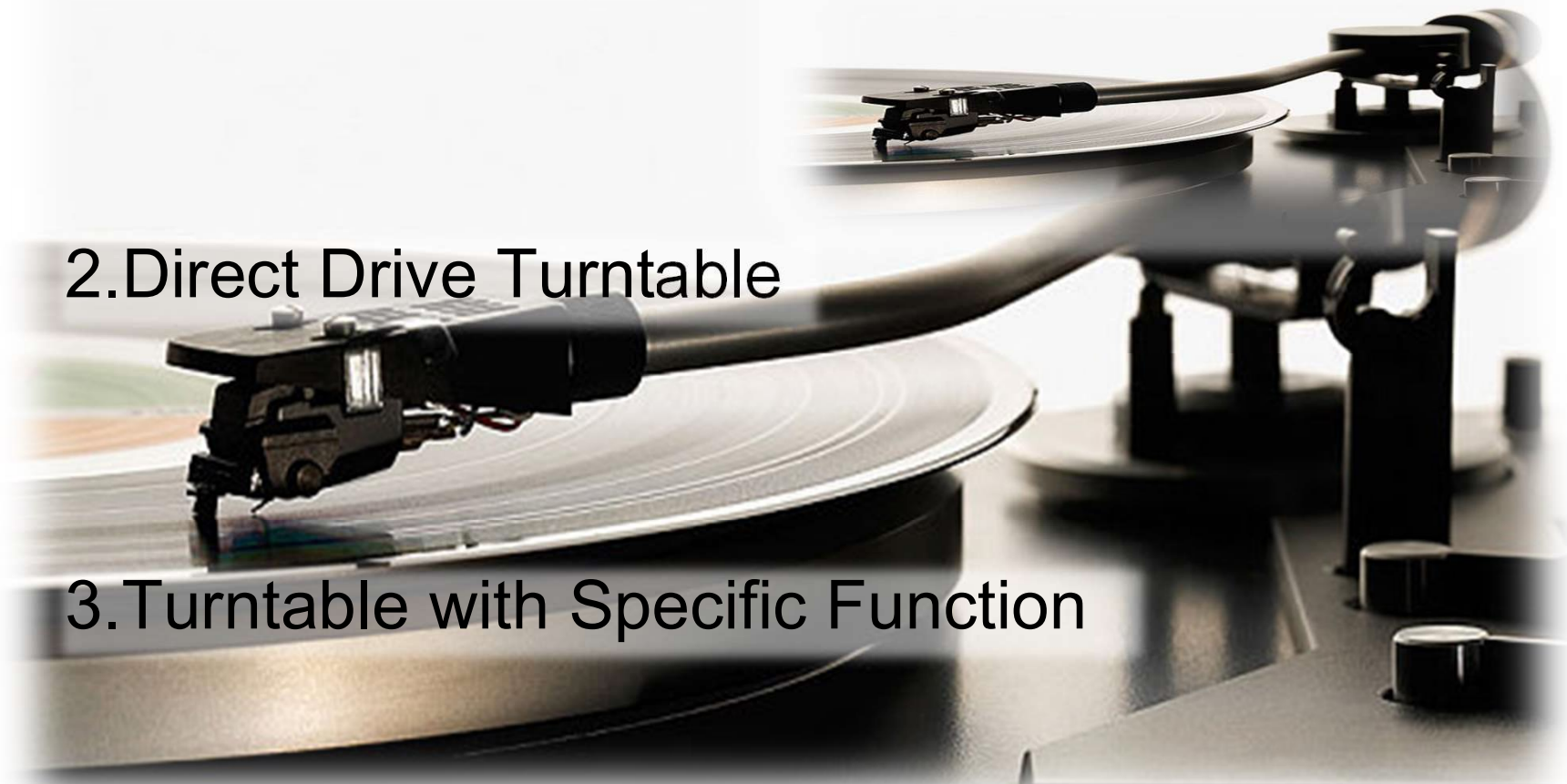


# Main Product-Consumer Turntable

1. Belt Drive Turntable

2. Direct Drive Turntable

3. Turntable with Specific Function



# Position in DJ Products



DJ Turntable



DJ Mixer



DJ Digital Player



DJ Control



DJ Software



Speaker



DJ System



Lighting



Headphones

Hanpin Main Product Area



# Industry Overview

Software

The Use of DJ Software

Hardware

Wireless Transmission Application

Integration

All-In-One DJ System

# Forward Looking

## Technology

Continuous Improvement in R&D and Process

## Environment

Enterprise Sustainable Operation with Environmental Protection and Energy Conservation

## Customer

Adjusting Production Strategy to Fulfil Customers' Demand

## Operation

Continually searching for Strategic Alliance to Extend Operational Territory



# Operating Results

## Consolidated Concise Statement of Comprehensive Income

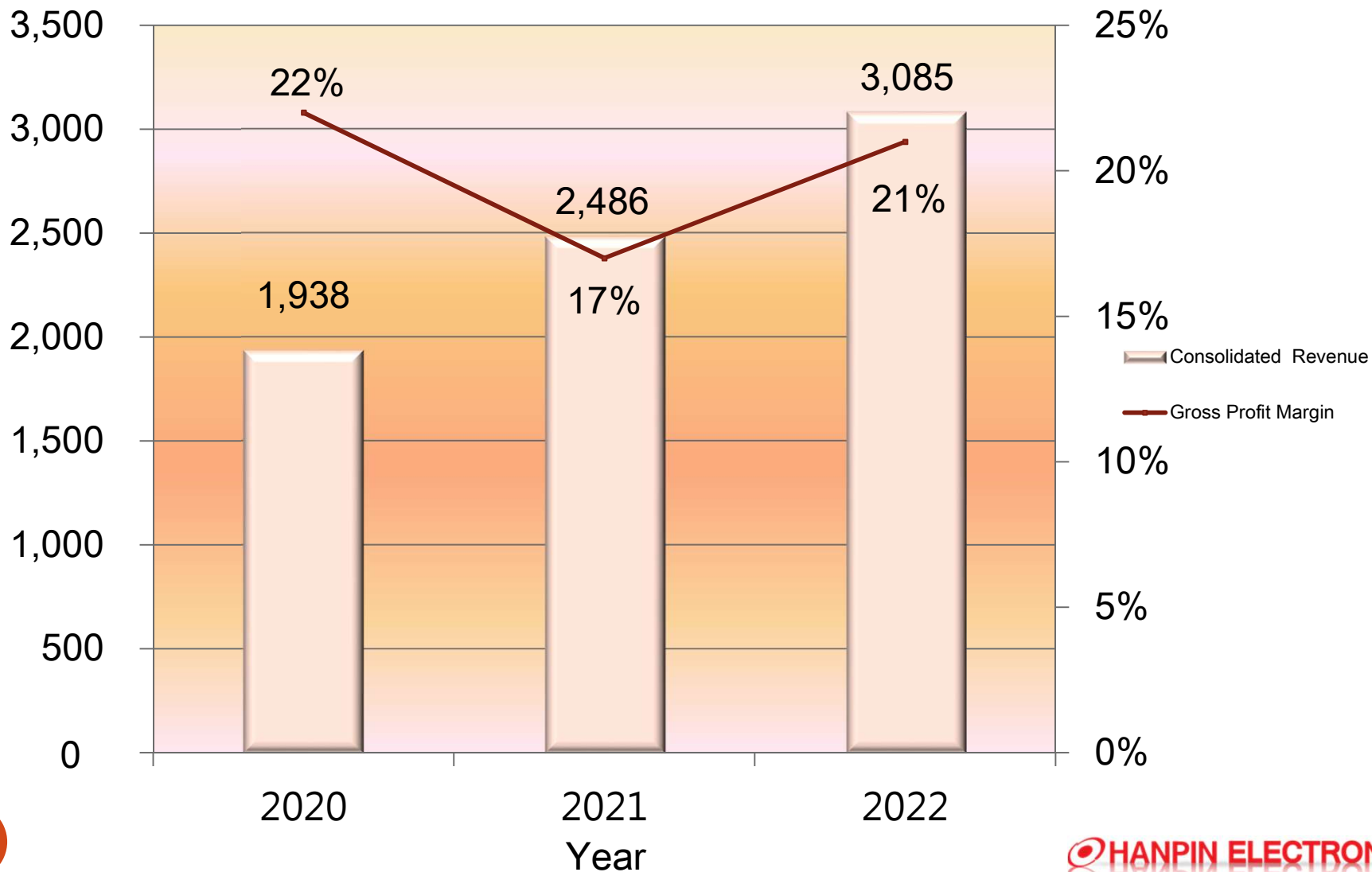
Unit : NT\$ thousand

Items	2020		2021		2022	
	Amount	%	Amount	%	Amount	%
Operating Revenue	1,973,736	100	2,485,647	100	3,085,191	100
Gross Profit	433,190	22	418,408	17	635,238	21
Operating Income	176,975	9	157,620	6	312,279	10
Non-operating Income and Expense	57,283	3	41,389	2	106,450	4
Pre-Tax Income	234,258	12	199,009	8	418,729	14
Net Income	182,405	9	142,031	6	307,428	10
EPS	2.27		1.79		3.86	

# Consolidated Revenue and Gross Profit Margin

Revenue  
(Unit : NT\$ million)

Gross Profit Margin (%)



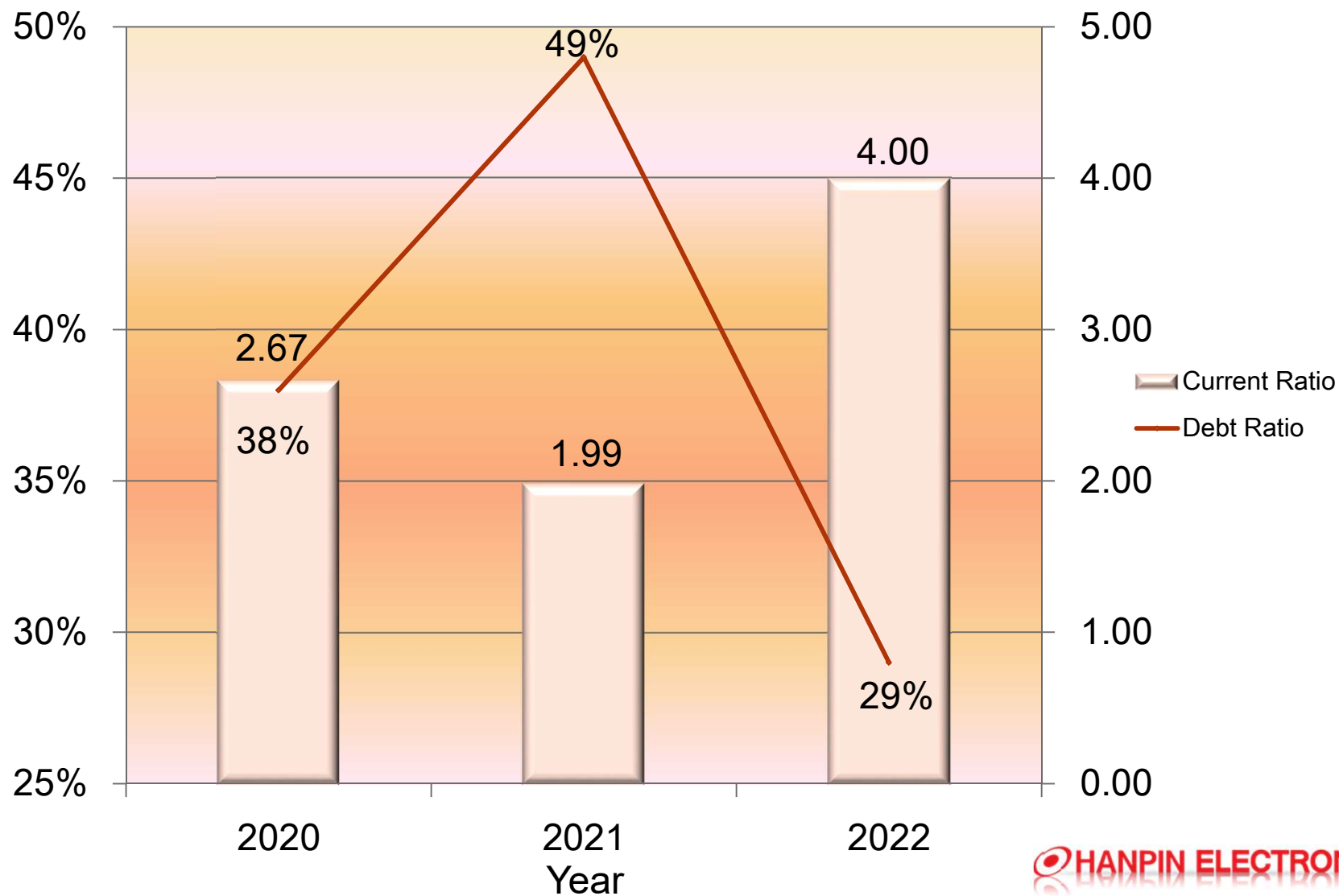
## Consolidated Concise Balance Sheet

Unit : NT\$ thousand							
	2020		2021		2022		
Item	Amount	%	Amount	%	Amount	%	
Current Assets	2,598,704	78	3,370,657	82	2,644,124	80	
Property , Plant and Equipment	400,278	12	387,192	10	369,345	11	
Other Assets	346,609	10	330,616	8	291,285	9	
Total Assets	3,345,591	100	4,088,465	100	3,304,754	100	
Current Liabilities	972,971	29	1,696,647	42	661,460	20	
Non-current Liabilities	288,812	9	299,923	7	308,802	9	
Total Liabilities	1,261,783	38	1,996,570	49	970,262	29	
Total Equity	2,083,808	62	2,091,895	51	2,334,492	71	

# Financial Structure and Solvency

Debt Ratio(Unit : %)

Current Ratio



# The End of the Presentation

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Thank you