

Stock Code : 2488

Hanpin Electron Co., Ltd 2024 Investor Conference

February 23, 2024

HANPIN

Professional Audio Developer

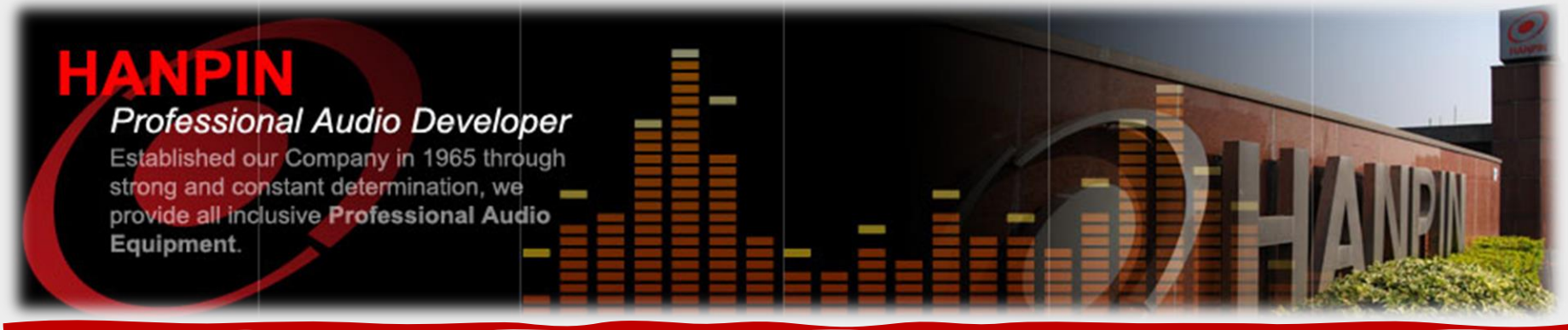
Established our Company in 1965 through strong and constant determination, we provide all inclusive Professional Audio Equipment.



 **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
- Operating Results
- Financial Results
- Forward Looking
- ESG
- Q&A



Company Overview

Industry Overview

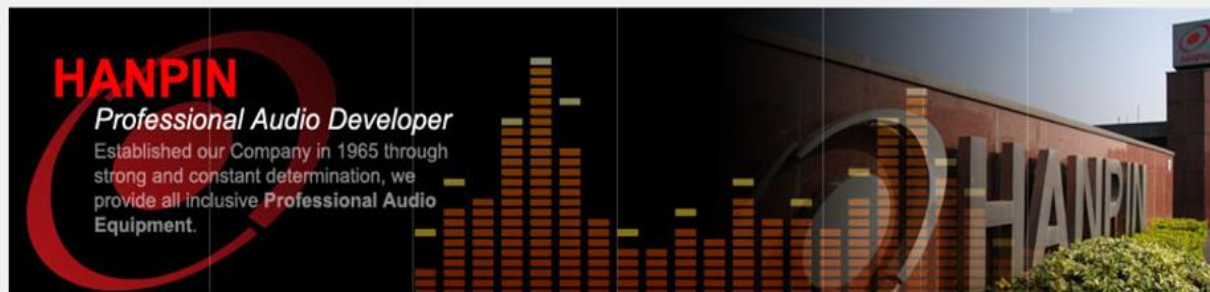
Operating Results

Financial Results

Forward Looking

ESG

Q&A



Chairman and General Manager : Shen-Keng, Liu

Total Paid-up Capital : NTD799 Million

Date of Establishment : 1965

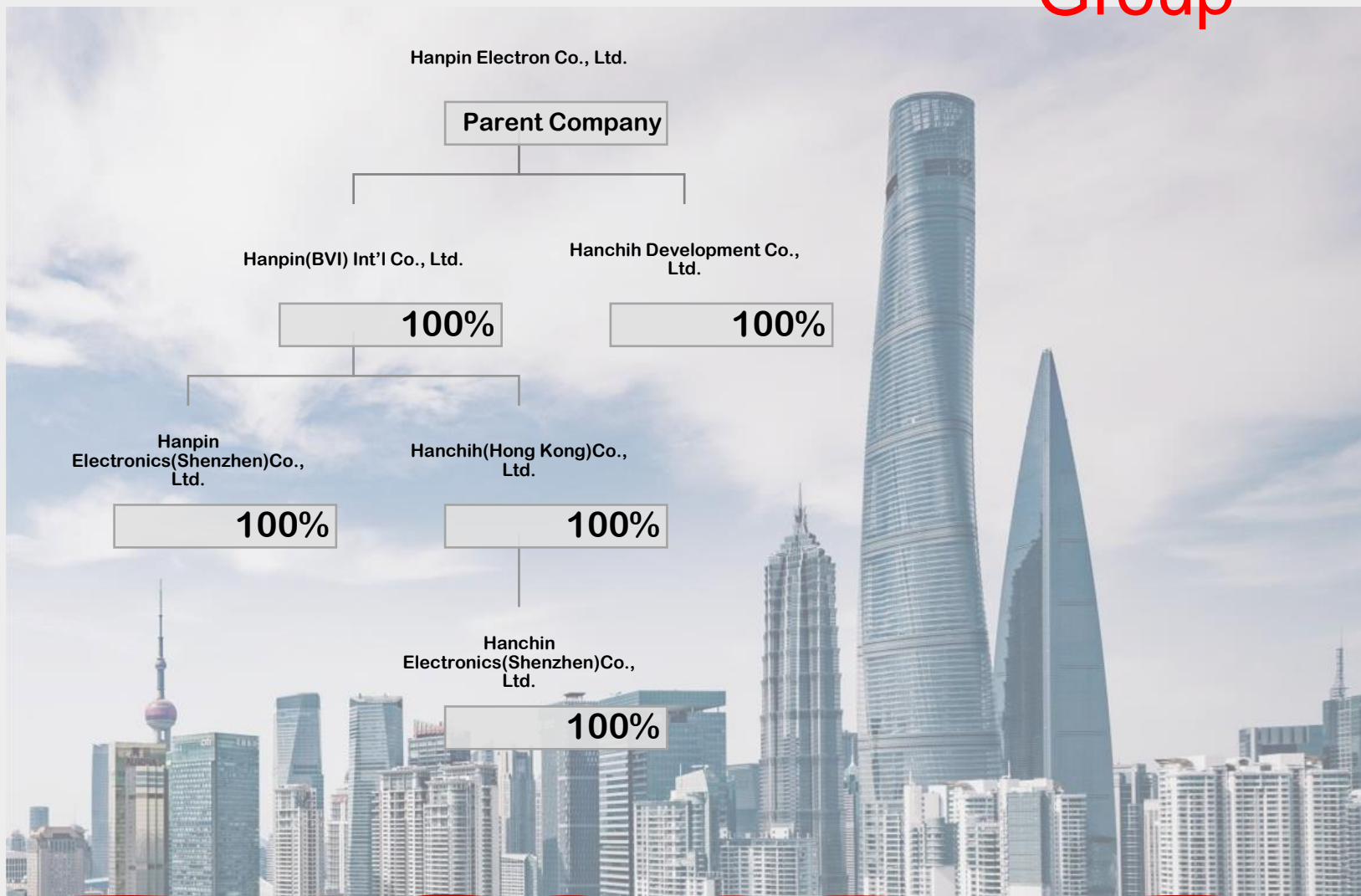
Date of Listing : 2001/9/17

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

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

Basic Information

Hanpin Group



HeadQuarter and Manufacturing Base

Manufacturing Base : SZ Hanpin and Hanchih

- ◆ Establishment : 1994 and 2004
- ◆ Employee number of 2 factories : about 900 employees
- ◆ Site area of 2 factories : about 29,500 M²
- ◆ Total floor area of 2 factories : about 40,800 M²
- ◆ Group function : Manufacturing base (injection molding and painting 、 PCB 、 assemble and produce)



Headquarter:Tainan

- ◆ Establishment : 1965
- ◆ Employee number : about 150 employees
- ◆ Site area : about 30,000 M²
- ◆ Group function : Headquarter (R&D 、 Marketing & Sales 、 Purchase 、 Finance 、 IT)

The Process of Reengineering



Main –Professional DJ Product



DJ Mixer

Digital Signal Processor
Multi-track Mixing Operation



DJ Turntable

Direct Drive Motor



DJ Controller

Cooperating with NB and
Software Standalone
operation

Main Product-Consumer Turntable

- ◆ Belt Drive Turntable
- ◆ Direct Drive Turntable
- ◆ Turntable with Specific Function





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Position in DJ Products

DJ Turntable



DJ Mixer



DJ Digital player



DJ Control



DJ Software



Speaker



DJ System



Lighting



DJ Headphones



Product development trends

- Software** The use of DJ Software
- Hardware** Wireless Transmission Application
Ex. Blue Tooth
- Integration** All-in-one DJ System

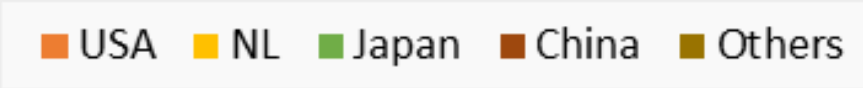
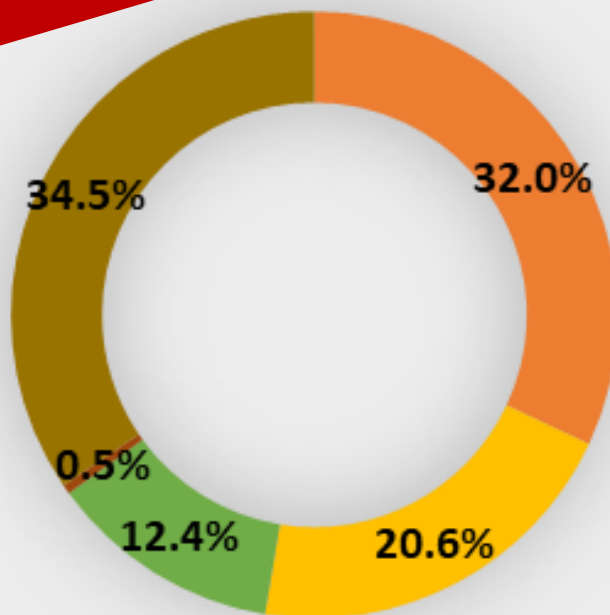




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Sales Area

Y2023





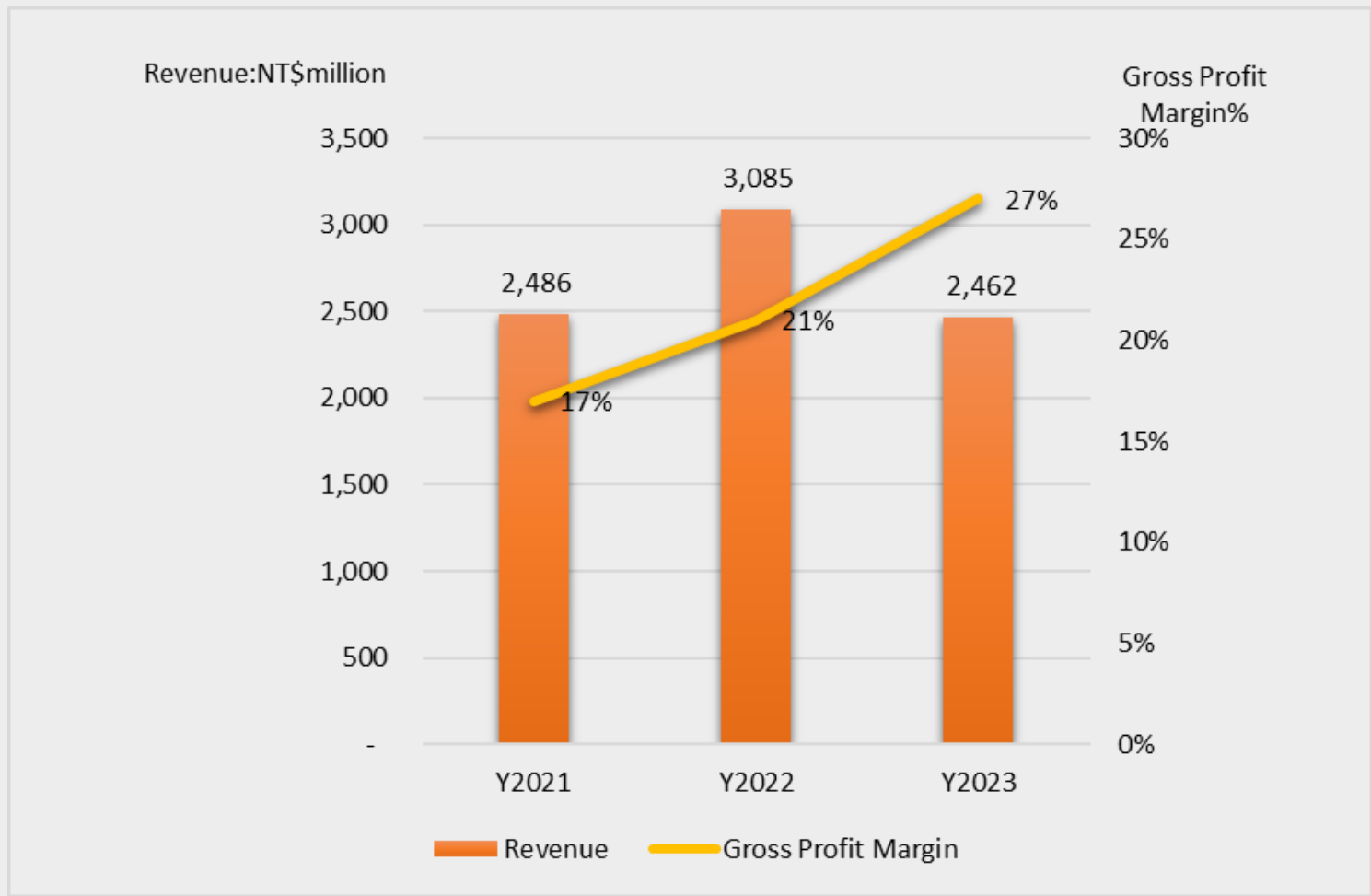
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Consolidated Concise Statement of Comprehensive Income

Unit : NT\$thousand

Item	Y2021	%	Y2022	%	Y2023	%
Operating Revenue	2,485,647	100	3,085,191	100	2,461,954	100
Gross Profit	418,408	17	635,238	21	657,977	27
Operating Income	157,620	6	312,279	10	367,799	15
Non-operating Income and Expense	41,389	2	106,450	4	87,188	3
Pre-tax Income	199,009	8	418,729	14	454,987	18
Net Income	142,031	6	307,428	10	351,127	14
EPS	1.79		3.86		4.39	

Consolidated Revenue and Gross Profit Margin

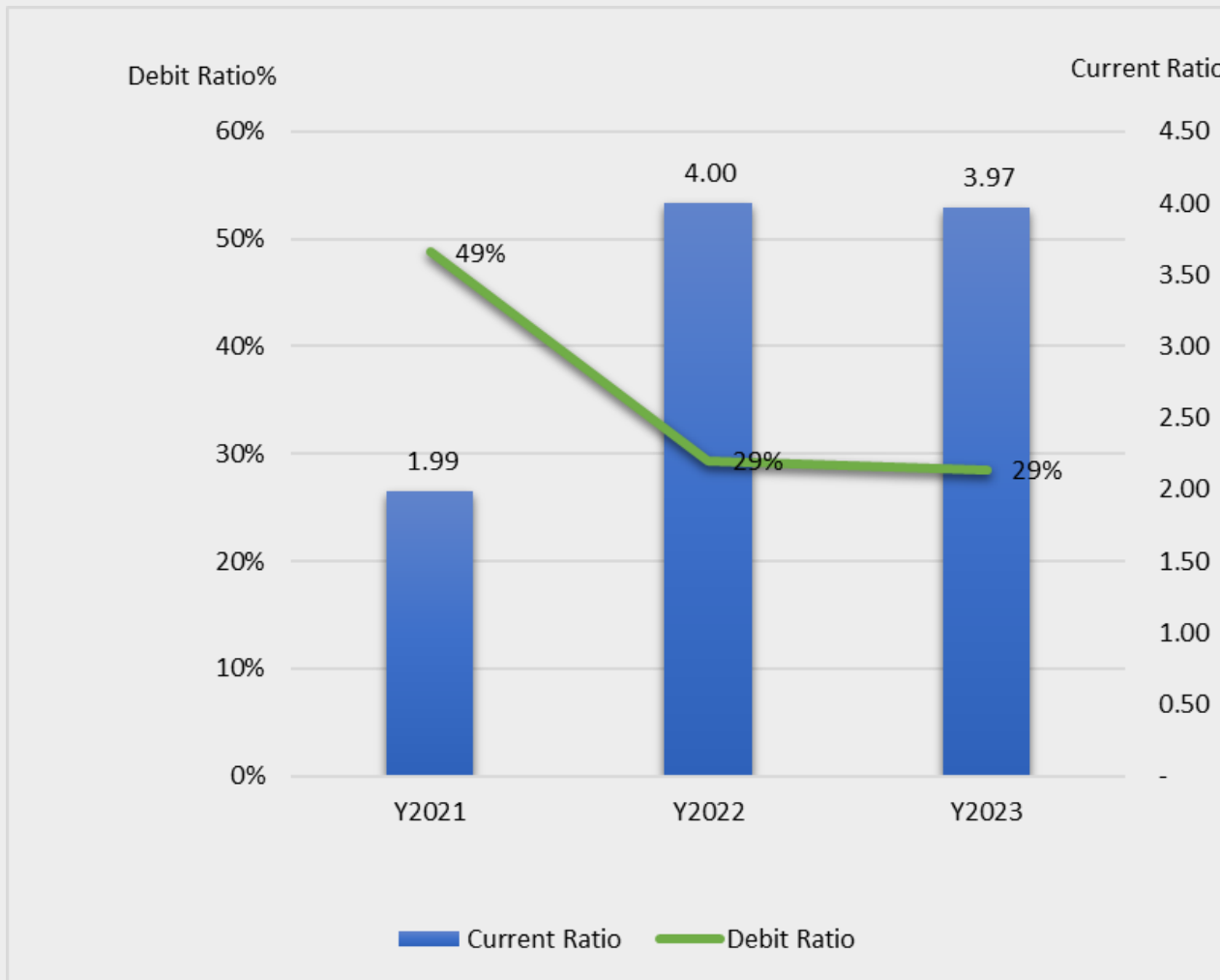


Consolidated Concise Balance Sheet

Unit : NT\$thousand

Item	Y2021	%	Y2022	%	Y2023	%
Current Assets	3,370,657	82	2,644,124	80	2,644,079	76
Property Plant and Equipment	387,192	10	369,345	11	353,303	10
Other Assets	330,616	8	291,285	9	459,116	14
Total Assets	4,088,465	100	3,304,754	100	3,456,498	100
Current Liabilities	1,696,647	42	661,460	20	666,634	20
Non-current Liabilities	299,923	7	308,802	9	319,342	9
Total Liabilities	1,996,570	49	970,262	29	985,976	29
Total Equity	2,091,895	51	2,334,492	71	2,470,522	71

Financial Structure and Solvency





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Technology

Continuous Improvement in R&D and Process



Environment

Enterprise Sustainable Operation with Environmental Protection and Energy Conservation



Customer

Adjusting Production Strategy to Fulfill Customers' Demand



Operation

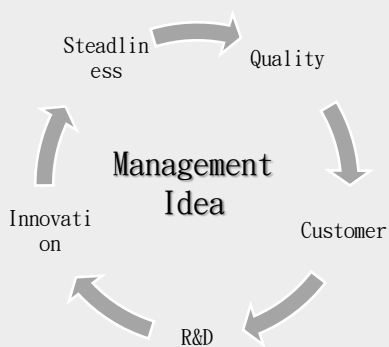
Continually searching for Strategic Alliance to Extend Operational Territory





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Create Vale Together 、 Sustainable Environment 、 Good for Generations



Integration of environmental protection :
 Improve product material reuse. Reduce environmental impact. ISO and BSCI approved

Sustainable management of specialty unit Established :
 Implement responsibilities and Committed to carbon neutrality goals. closely connected the goal of United Nations

Issuing ESG Report :
 Disclosure information on website. Pursue sustainable management and development





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The End of the Presentation

Thank you



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