



廣隆光電科技股份有限公司
KUNG LONG BATTERIES INDUSTRIAL CO., LTD.

Performance and future outlook

Stock Code : 1537



POWER of

Power your life
LONG



廣隆光電科技股份有限公司

KUNG LONG BATTERIES INDUSTRIAL CO., LTD.



- Company introduction
- Industry overview
- Sale Profile
- Financials
- Performance of Vietnam plant
- Our strength and outlook

Kung Long Batteries

Established date
Jan. 25, 1990

Capital
NTD:8.21million

Numbers of
employees
3,921

Listed date
Jan. 22, 2002
(Stock Code : 1537)

Plant
Taiwan-Kung Long(1990)、Le Long(1995)
Vietnam-Ben Luc(1996)、Duc Hoa(2007)

Main products



Backup Power

For UPS, Security, Fire Alarm System



High Power

For Telecommunication,
UPS System



Green Power

For Solar and Renewable Energy,
Deep Cycle



Electric Vehicle Power

For Mobility Scooter, Electric Vehicle,
Golf Trolley, Medical



Long Life Power

For Telecommunication,
UPS System



Cyclic Power

For Multi-Purpose

Main products

UPS



Automotive



ISS Battery



Electric Tools



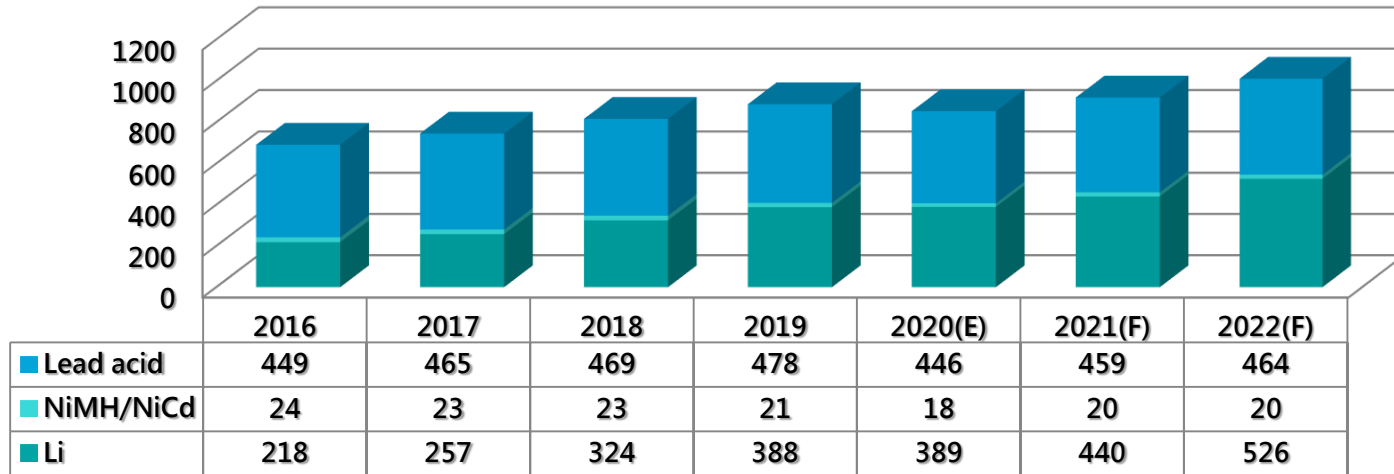
Electric Vehicle



Telecom



Market outlook



Lead-acid Batteries Market Scope Forecast (Unit: billion USD\$)

Sources- IEKof ITRI (Apr./2019)

In terms of current market size of lead-acid batteries, it is USD 47 billion globally in year 2019 for automobiles、 motorcycles and energy storage fields. In comparison with the market size of Nickel secondary batteries being USD 2.3 billion, and that of Lithium batteries being USD 37.2 billion, lead-acid batteries are still the electricity storage products with the biggest shares.

The strength of lead-acid batteries

High C/P ratio :

The high C/P ratio of lead-acid batteries has been standing for long time.

Wide applications :

Lead-acid batteries can be used for starting, energy storage, telecom, transportation purposes.



Safety :

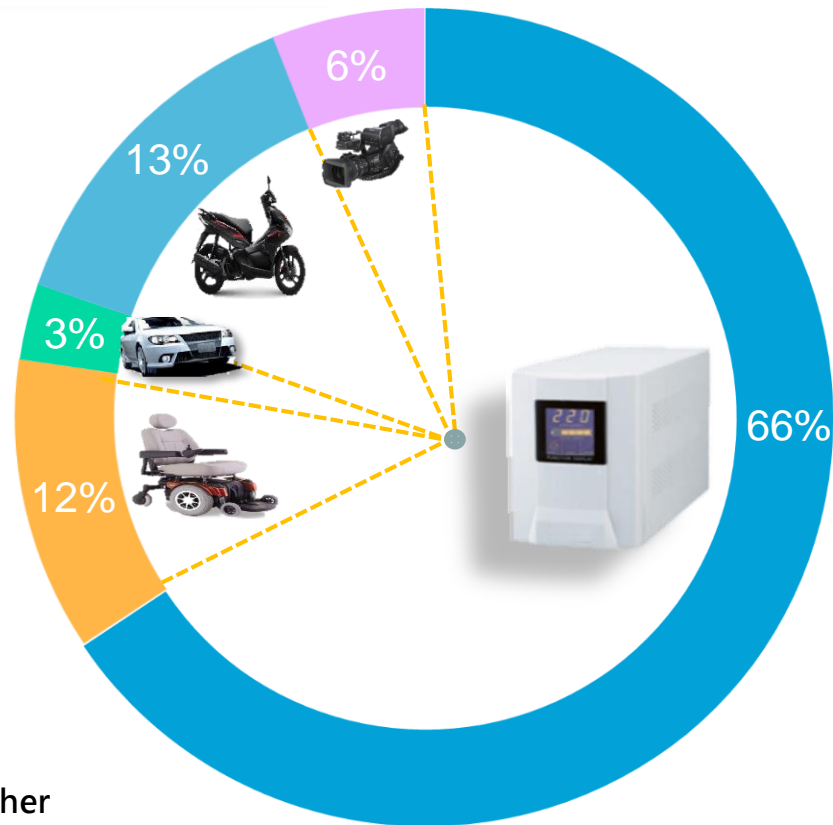
Compared with other batteries, lead-acid batteries are more stable and of higher performance.

Recyclable and reusable :

Wasted lead-acid batteries can be recycled. They are also the only battery product whose raw materials can be reused.

2022 Sales Profile by application

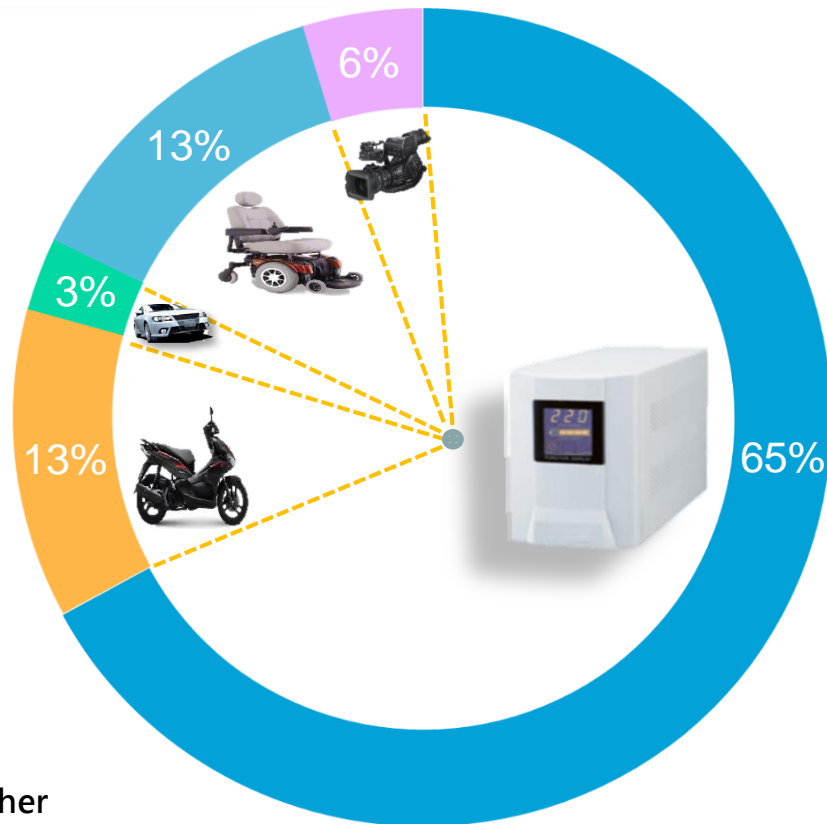
Product	2023	2022
UPS	66%	62%
Motorcycle	13%	14%
Electric Vehicle	12%	14%
Other	6%	7%
Automotive	3%	3%



■ UPS ■ Electric Vehicle ■ Automotive ■ Motorcycle ■ Other

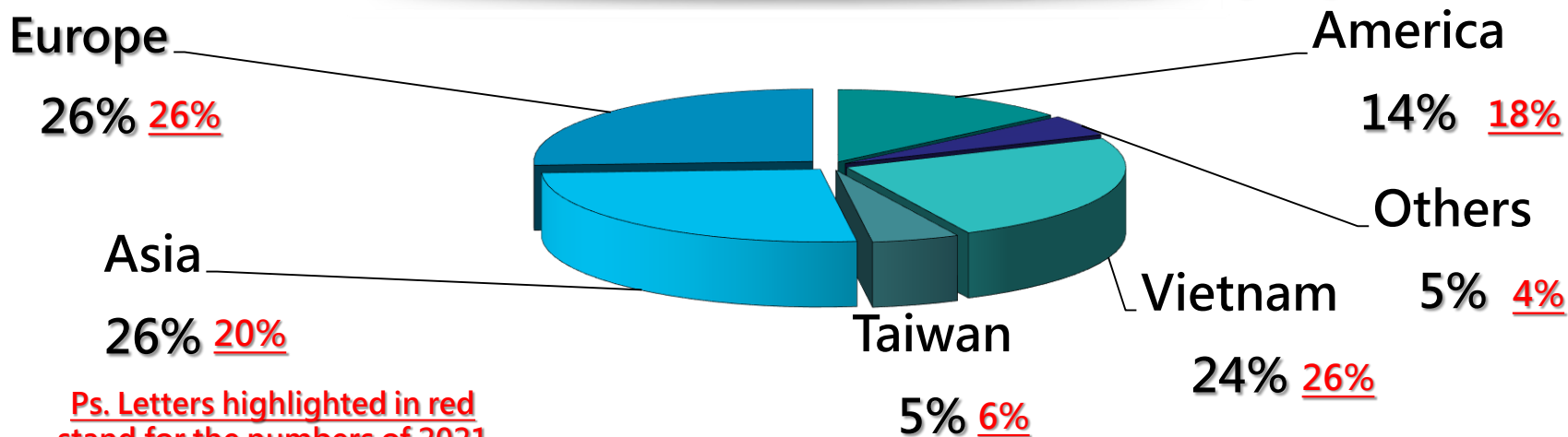
2024 1Q Sales Profile by application

Product	2024 1Q	2023 1Q
UPS	67%	62%
Motorcycle	13%	14%
Electric Vehicle	12%	12%
Other	5%	9%
Automotive	3%	3%



■ UPS ■ Electric Vehicle ■ Automotive ■ Motorcycle ■ Other

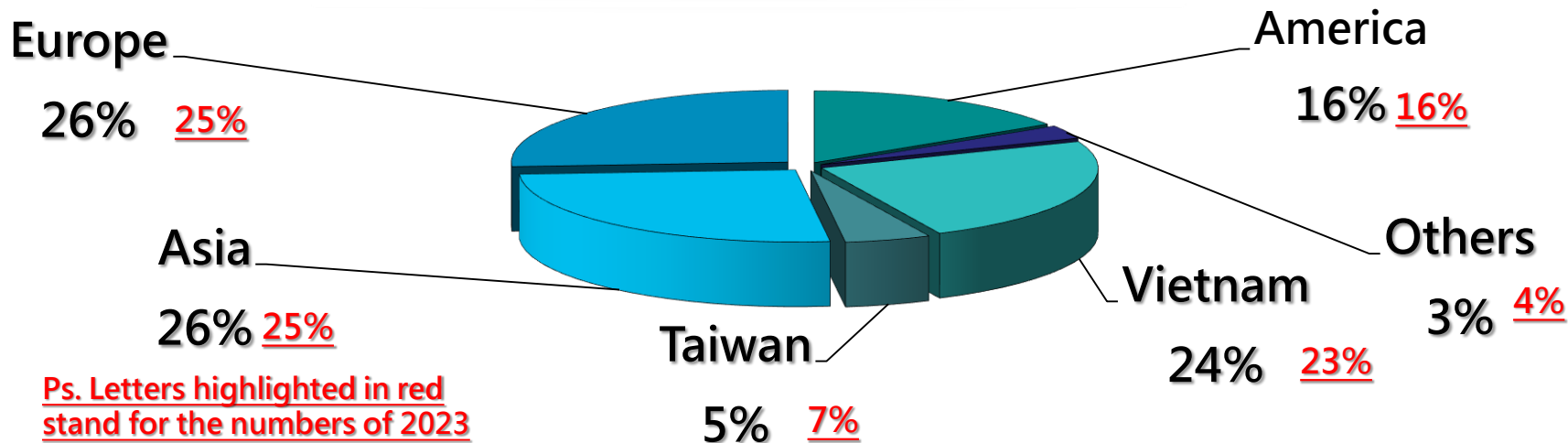
2023 Sales Profile by geography



Currency: thousand NTD

Area	America	Europe	Asia	Taiwan	Vietnam	Others
2023	886,382	1,658,069	1,684,725	325,176	1,564,470	297,985
%	14%	26%	26%	5%	24%	5%
2022	1,330,585	1,934,866	1,473,253	410,951	1,865,437	303,636
%	18%	26%	20%	6%	26%	4%

2024 1Q Sales Profile by geography



Currency: thousand NTD

Area	America	Europe	Asia	Taiwan	Vietnam	Others
2024 1Q	276,712	456,546	455,531	80,007	420,500	52,642
%	16%	26%	26%	5%	24%	3%
2023 1Q	222,606	350,545	366,227	92,926	333,608	63,177
%	16%	25%	25%	7%	23%	4%

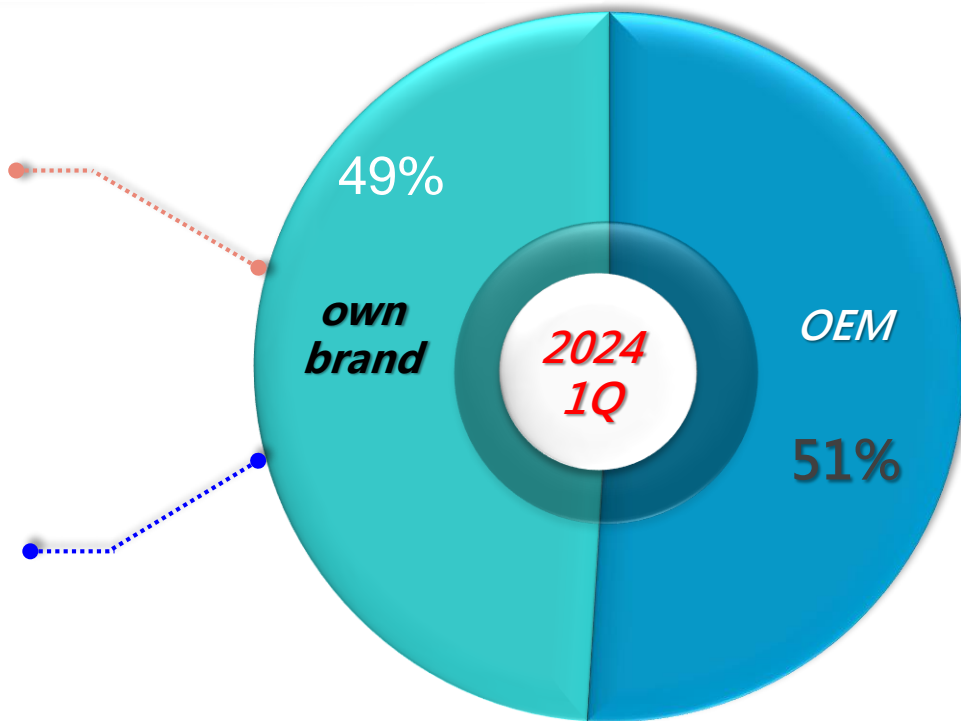
Sales by brand-consolidated



Worldwide



Vietnam



Financials -Consolidated income statement

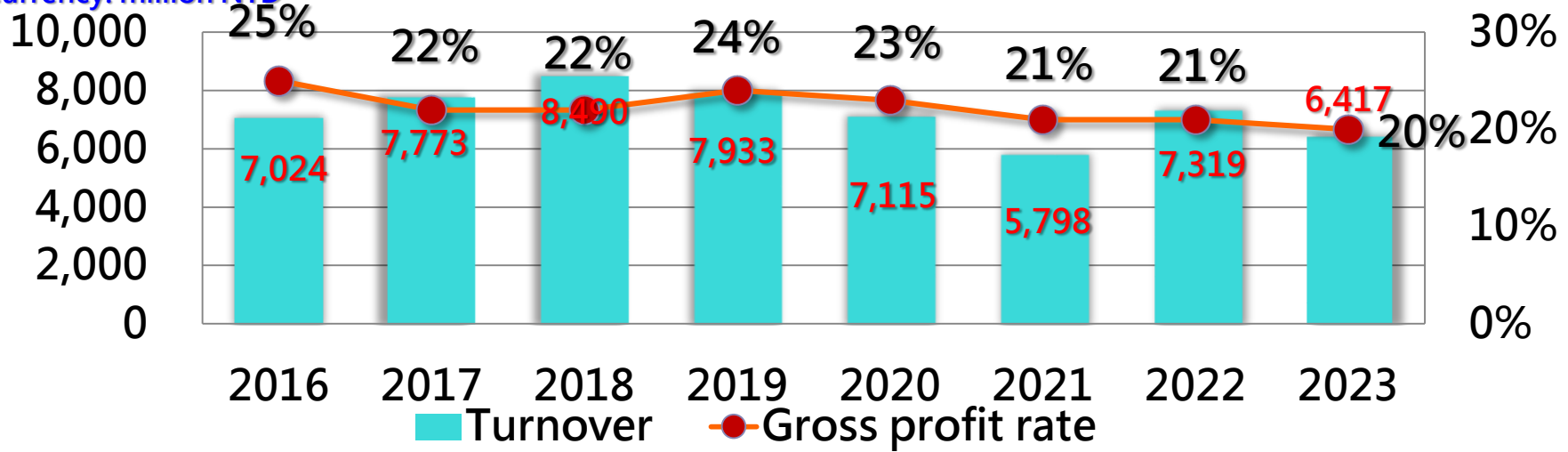
Currency: million NTD

category	2019	2020	2021	2022	2023	2024 1Q
Operating revenue	7,933	7,119	5,798	7,319	6,417	1,742
Gross profit	1,854	1,655	1,221	1,526	1,241	355
Gross Margin	24%	23%	21%	21%	20%	21%
Operating profit	1,312	1,199	795	942	744	222
Pre-tax Profit	1,344	1,186	818	1,177	867	283
After-tax profit	1,007	879	620	882	609	208
Profit attributable to former owner of business combination under common control	1,007	879	620	882	609	208
EPS(NTD)	12.32	10.75	7.58	10.77	7.43	2.54
Average LEAD price(USD/ton)	1,998	1,824	2,205	2,153	2,137	2,076

AVG
9.77

Consolidated Sales

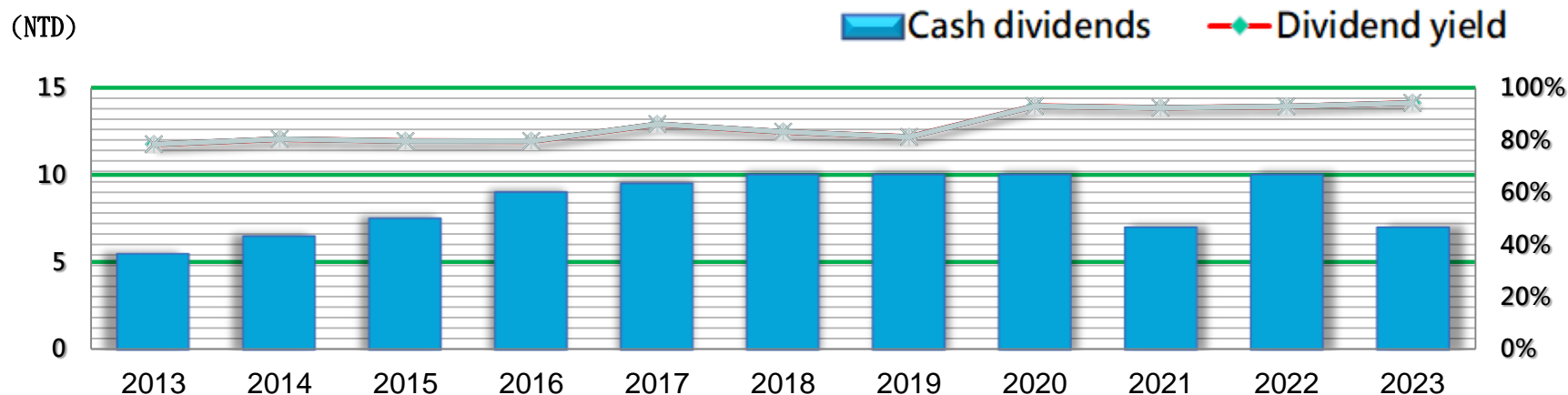
Currency: million NTD



Year	2016	2017	2018	2019	2020	2021	2022	2023
Consolidated Turnover	7,024	7,773	8,490	7,933	7,115	5,798	7319	6,417
LME average price(USD/MT)	1,871	2,318	2,244	1,998	1,824	2,205	2153	2,17
Gross Profit Margin	25%	22%	22%	24%	23%	21%	21%	20%
After-tax EPS	11.31	11.04	12.03	12.32	10.75	7.58	10.77	7.43

AVG
22.25%

Dividend policy



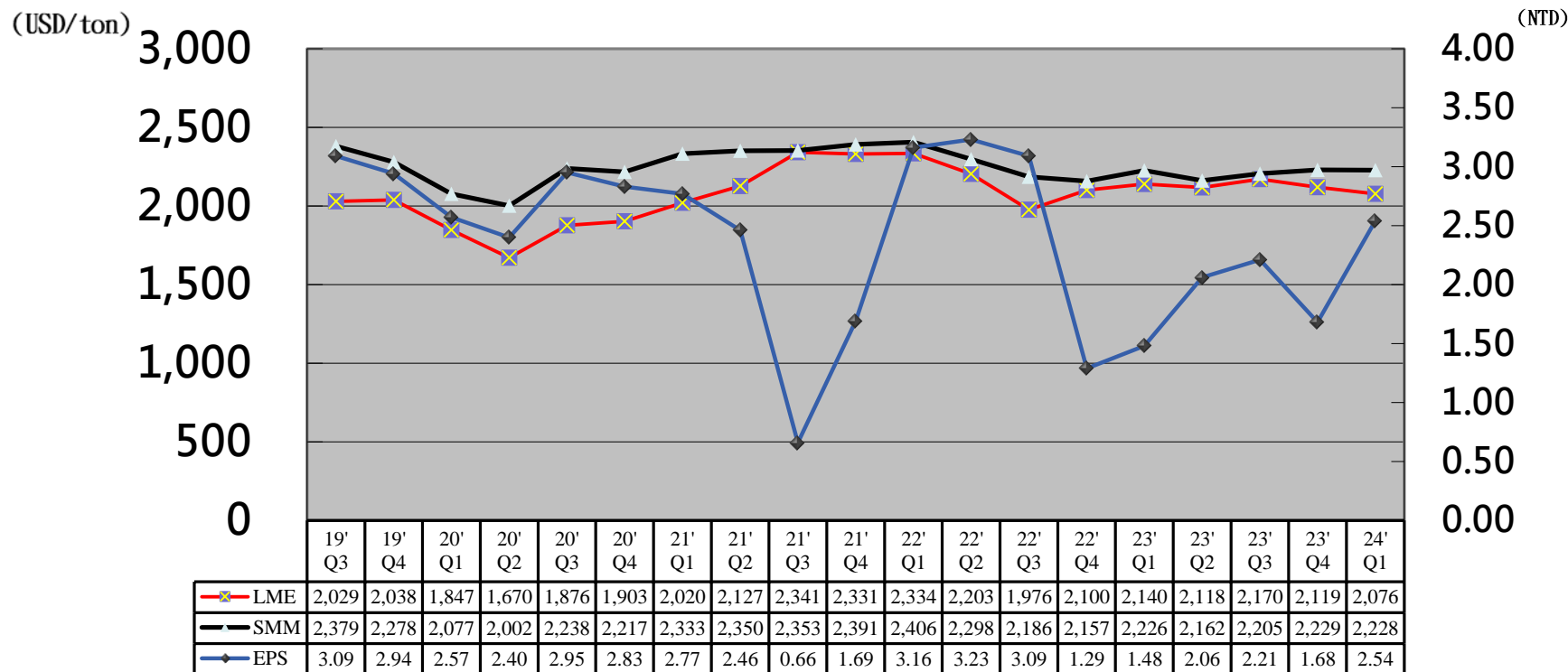
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
EPS	7.02	8.09	9.42	11.31	11.04	12.03	12.32	10.75	7.58	10.77	7.43
Cash dividends	5.5	6.5	7.5	9	9.5	10	10	10	7	10	7
Dividend yield	78%	80%	80%	80%	86%	83%	81%	93%	92%	93%	94%

Operating cash flow

Currency: million
NTD



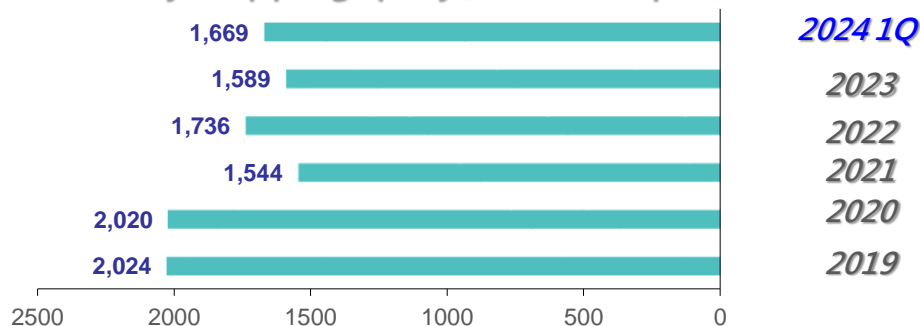
Comparison chart of LME, SMM, and EPS



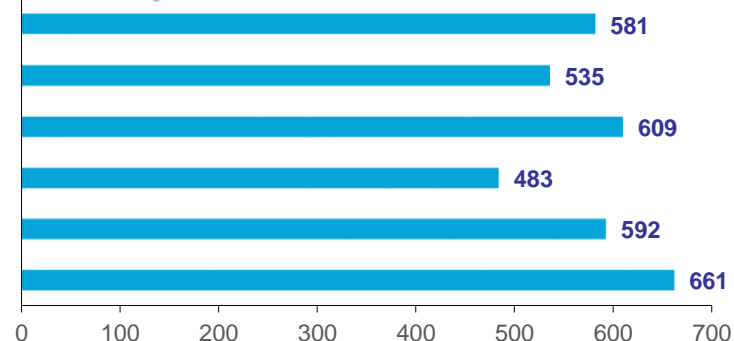
Sales Quantity by KL group



Monthly shipping q' ty(thousand pcs)



Monthly turnover(million NT dollars)



	2019	2020	2021	2022	2023	2024 1Q
Monthly shipping q' ty	2,024	2,020	1,544	1,736	1,589	1,669
Growth rate of shipping q' ty	-11%	-	-24%	12%	-8%	5%
Monthly turnover	661	592	483	609	535	581
Growth rate of turnover	-7%	-10%	-18%	26%	-12%	6%

Location



Hanoi Sale Office

Danang Sale Office

Ho Chi Minh Sale Office

Location

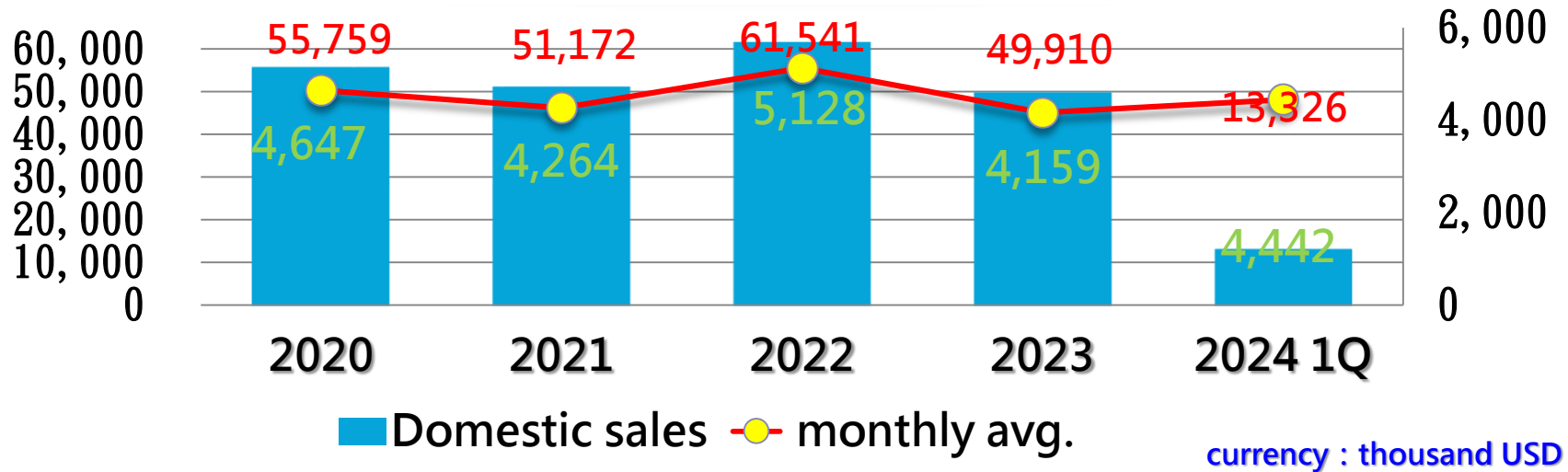
Tỉnh Long An

Ho Chi Minh

*Ben Luc
Factory(1996)*

*Duc Hoa
Factory(2007)*

Turnover of Le Long Vietnam



Category	2020	2021	2022	2023	2024 1Q
Domestic sales	55,759	51,172	61,541	49,910	13,326
Domestic sales monthly AVG	4,647	4,264	5,128	4,159	4,442

Overview of Vietnam plant

Ben Luc plant



36,500 square meters

Overview of Vietnam plant

Ben Luc plant



36,500 square meters

Overview of Vietnam plant

Duc Hoa plant



350,000 square meters(200,000square meters are developed)

Core value



KLB ESG presence



Environment

- *Green Procurement*
- *Energy Management*
- *Environmental Protection Facilities*
- *To Improve Manufacturing Process*



Social Responsibility

- *To Promote Local Culture*
- *To Popularize Art and Culture Activities*
- *To Care Social Vulnerable Groups*
- *To Sponsor The Academics*



Corporate **G**overnance

- *To Advance Shareholders Equity*
- *To Enhance Information Transparency*
- *To Strengthen Governor's Function*
- *To Operate Business Honestly*

To Expand Social Responsibility as the Core of Business

Strength

Excellent quality

The production of lead-acid batteries comprises the know-how of electrochemistry and complex system of manufacturing & management. It is not easy to produce quality batteries stably for the long term.

High Entry Barrier

With more and more people realizing the importance of environmental protection, China has imposed lots of restrictions on the manufacturing of lead-acid batteries including the production scale, facilities, and environmental protection...etc. This standard is also considered by many other countries, and therefore there' s no new comer for many years. And besides China, there' re few manufacturers in other Asian.

Qualified Standard

It takes long time to test individual battery performance and service life. The most important is that the incoming inspection can not determine the service life of batteries. Thus, quality customers will set up high qualification procedure and field audit for new comers. We are able to develop the products meeting customer needs.

Strength

Localization

All our supervisors are Vietnamese, and Taiwanese management people can communicate with them in Vietnamese language without problem. By the way, we enter Vietnam market early and take high shares in M/C AM market. Our batteries have been recognized as high quality. Our brand images is also well established. All of these are very helpful for our profits. Also, the investment environment in Vietnam is good and government seldom interferes.

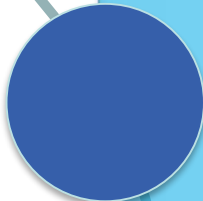
R&D ability

We' re devoted to the upgrade and diversity of lead-acid batteries. Through the enhancement of battery performance, we not only make more profits but also develop lower-end products to help customers take more market shares. Our program has been extended from current small sized SLA to medium/large sized ones. We also develop star stop batteries to expend client bases.


Quality client

Our customers include leading companies in each industries, thus the importers in each areas are willing to distribute our products. Moreover, as the sales territories and customers are properly diversified, we can avoid the huge impacts resulted by single industry and economic factors.


Strength



Most of our competitors has factory in China. But the issuance of “manufacturing permission of SLA batteries ” in 2011 has limited the development of SLA industry and eliminated lagging production. We’ re the professional UPS battery manufacturer with biggest capacity in Southeast Asia, and it can help us to take more orders than our competitors.

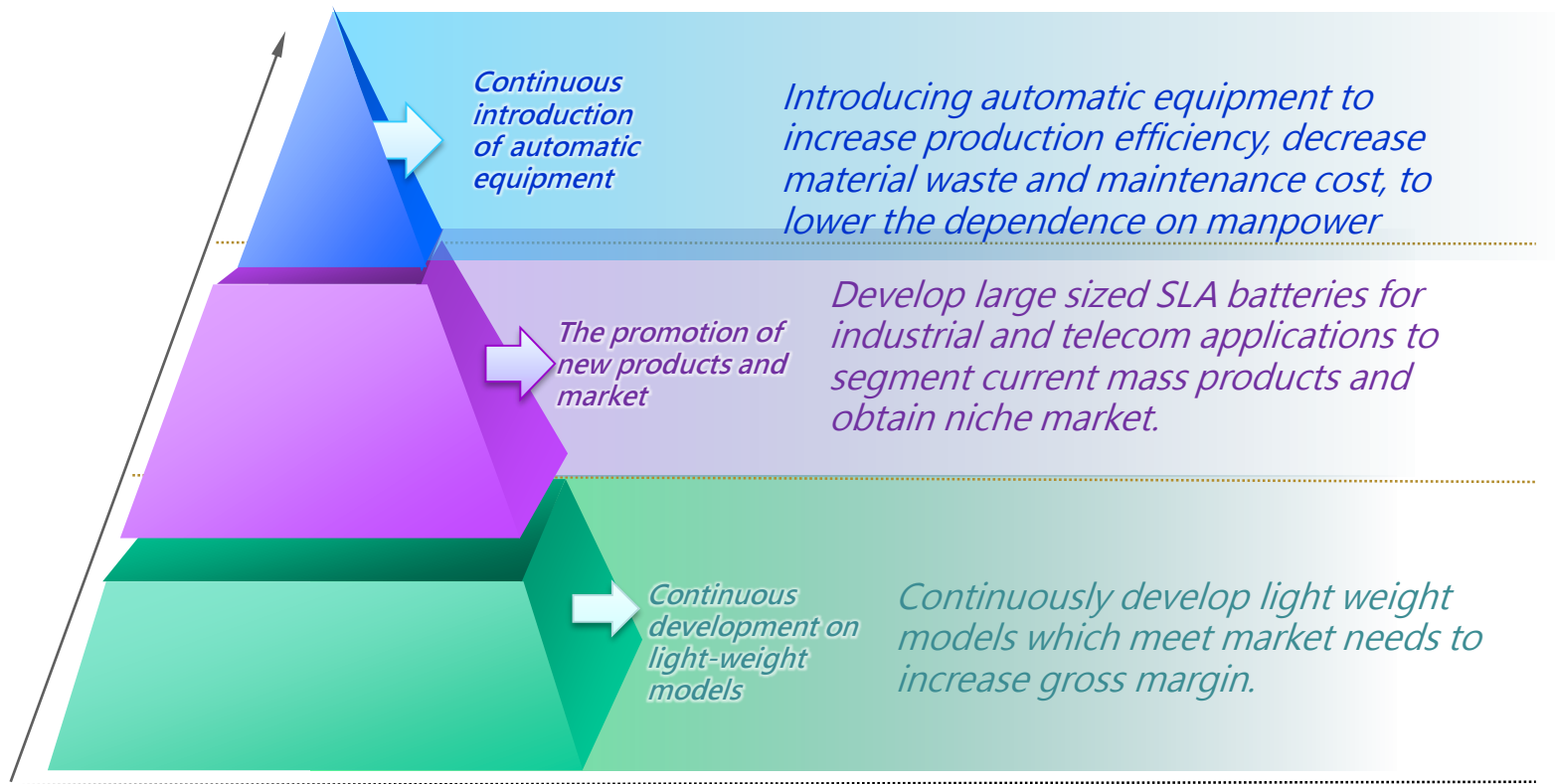


Main production bases of small/ medium sized SLA batteries are located in China and Vietnam. When Chinese labor costs keep rising, RMB is under pressure for appreciation, and SLA industry is limited, Chinese battery manufacturers are forced to move to outside. However it’ s difficult to find suitable location. While we’ re producing in Vietnam and we can expand our capacities to maintain our advantages

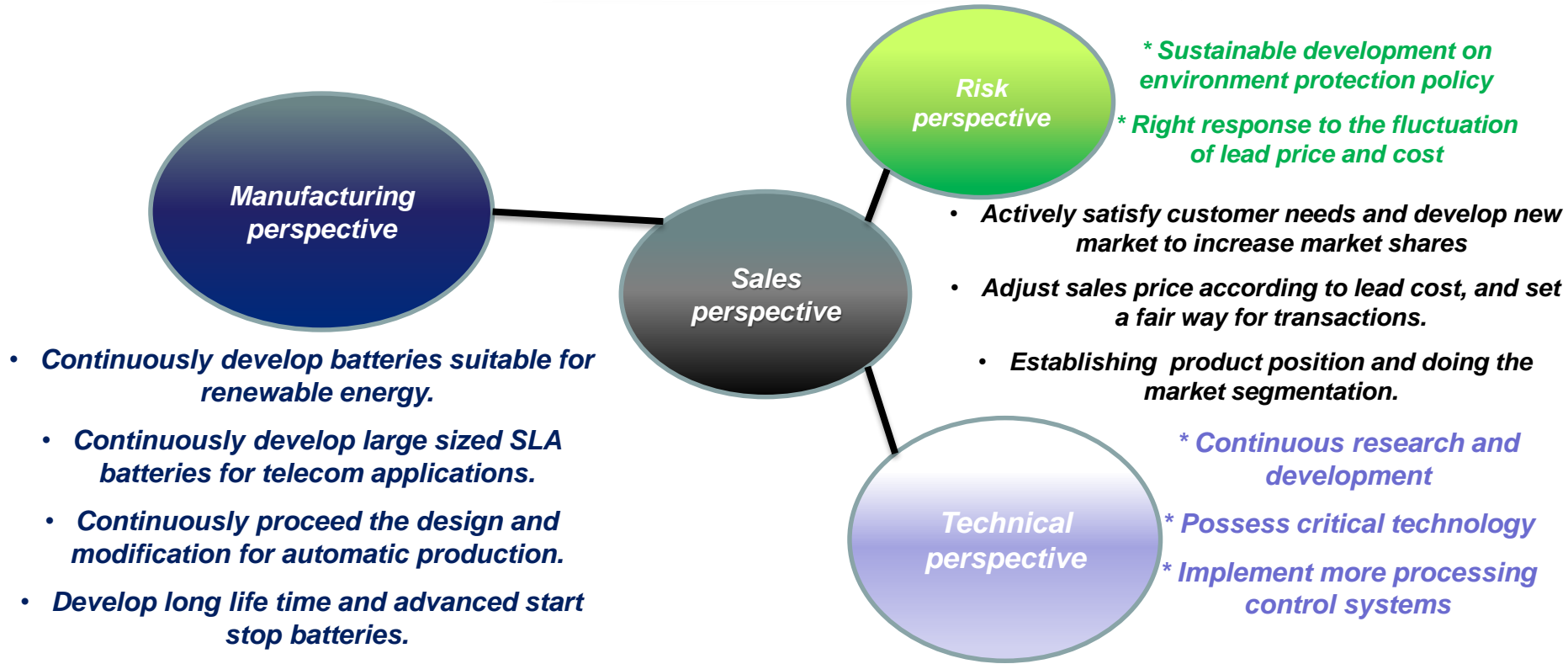


China publishes the notice for imposing consuming tax on batteries and pasting – starting from 1/1/2016, 4% consuming tax will be imposed on lead-acid battery manufacturing, OEM, and import. This bring significant burden to Chinese lead-acid battery factories.

Future outlook



Future outlook





HTP12100A/HTP12100AV0



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