



LINETEK

SINCE 1978

台灣良得電子股份有限公司

TAIWAN LINE TEK ELECTRONIC CO., LTD

Institutional Investors Conference 2021

Reporter:  
Spokesman Tom Chiang

Date: DEC. 2021



# Linetek Group Overview

- ◆ Founded:  
July 1st, 1978
- ◆ Stock Capital  
USD\$50.67 Million
- ◆ Employment :  
Over 2,200 employees worldwide
- ◆ Products :
  - ◆ AC Power Cord
  - ◆ DC Cable Assemblies
  - ◆ Cable & Wire
- ◆ Headquarters : Shenkeng Dist. Taipei, Taiwan.  
Sales points : 9 bases in total.  
Worldwide manufacturing base : Huizhou, China.



**Chairman and General Manager: Alex Chen**

- ◆ Land: 145,200 m<sup>2</sup>
- ◆ Main products :
  - AC power cord
  - DC cables
  - Wire & cable
- ◆ 51,555 square meters invested in the first phase

The second phase of copper stretching and PVC granulation plant

PVC plastic factory、CW Copper stretch processing plant

DC wire harness, Green Energy

Automobile Line Production Area,

Phase II dormitory building, Leisure garden.

**(start in Q4 2021)**



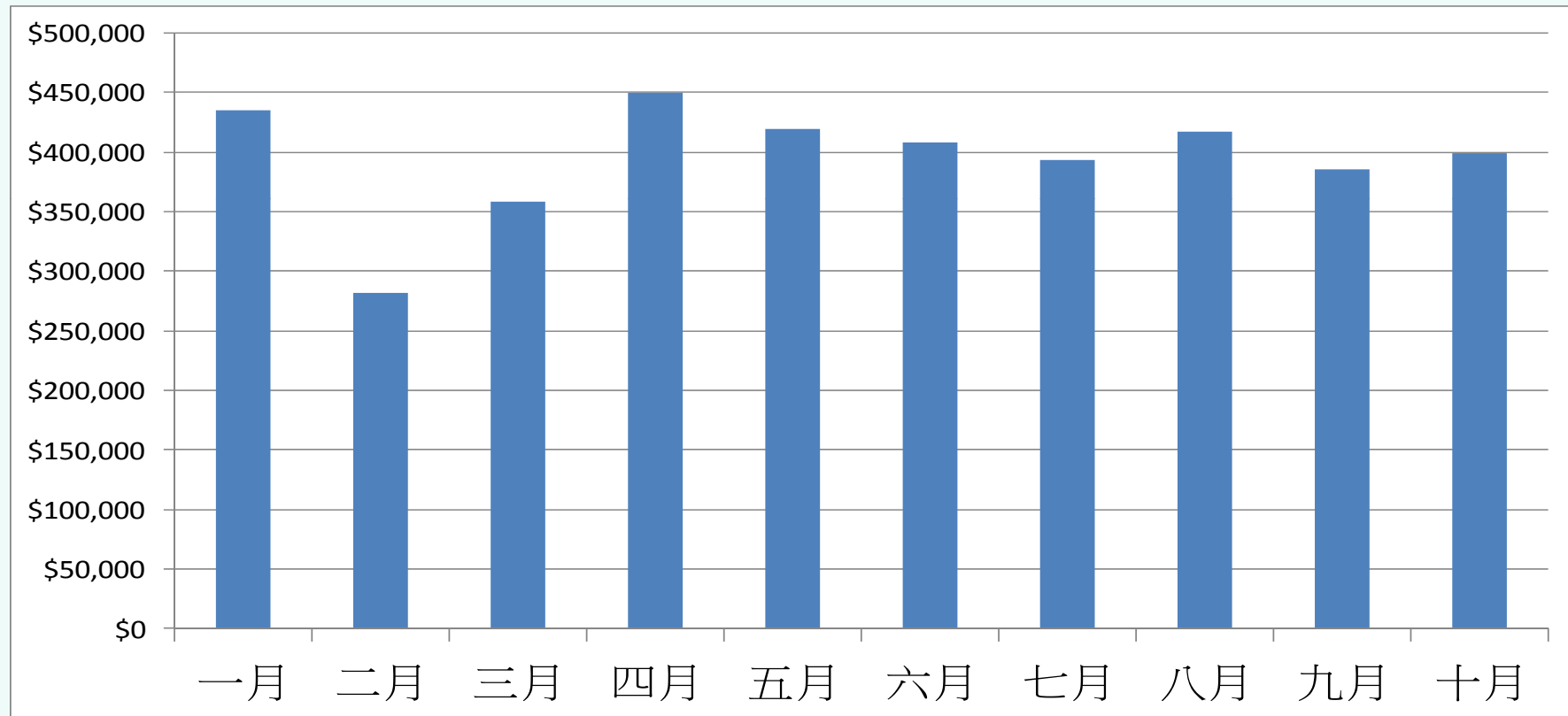
## Product lines and Capacity plan

Line Tek Group product lines		AC power cord	DC power cord	Total
2021	Planning production lines	<b>62</b>	<b>36</b>	<b>98</b>
	Planning production capacity (million pieces)/month	<b>15</b>	<b>8.5</b>	<b>23.5</b>
	Estimated production capacity (million pieces)/year	<b>180</b>	<b>102</b>	<b>282</b>

224 million pieces sold in 2020

# **Company operating results and financial reports**

## Consolidated revenue

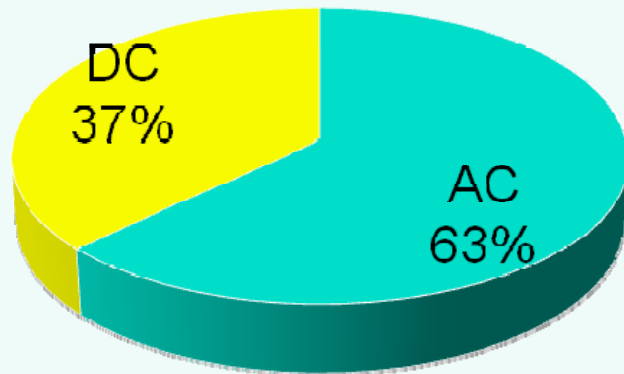


Consolidated revenue from January to NOV 2021  
is NTD\$ 3.95 billion, YOY  $\uparrow$  7.3%

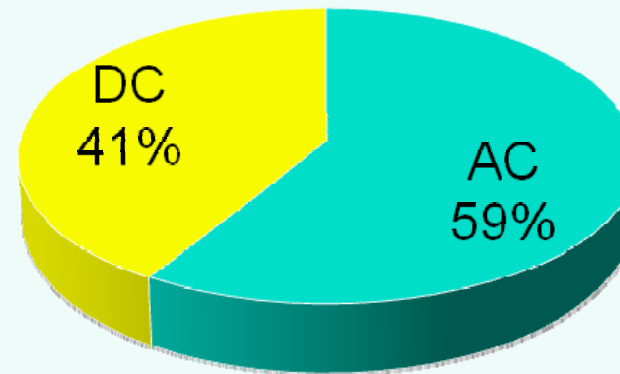
## Proportion of AC power cord/DC power cord in 2021

As of the third quarter of 2021

### Sales quantity

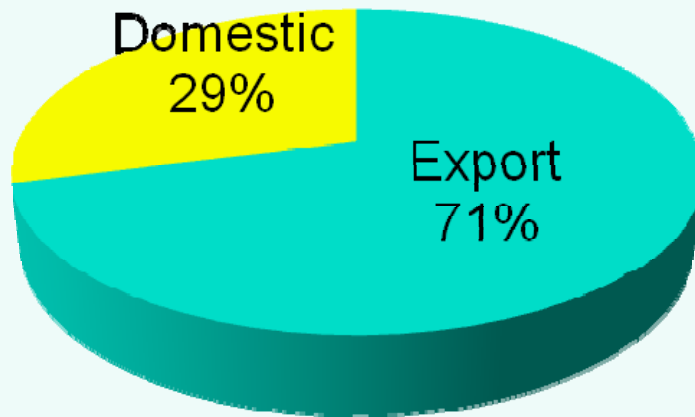


### Sales revenue

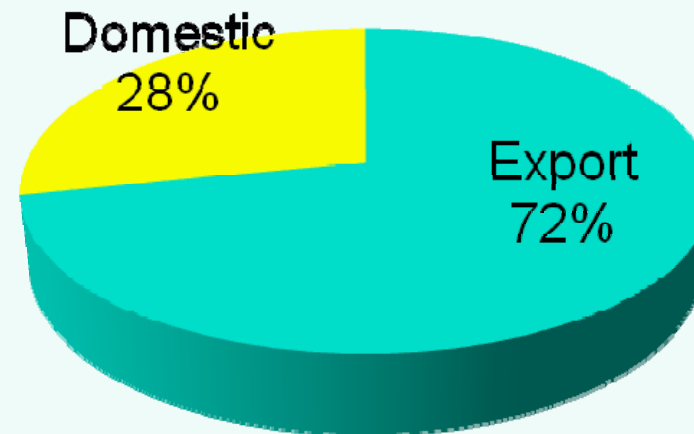


## Sales quantity

As of the third quarter of 2021



## Sales revenue

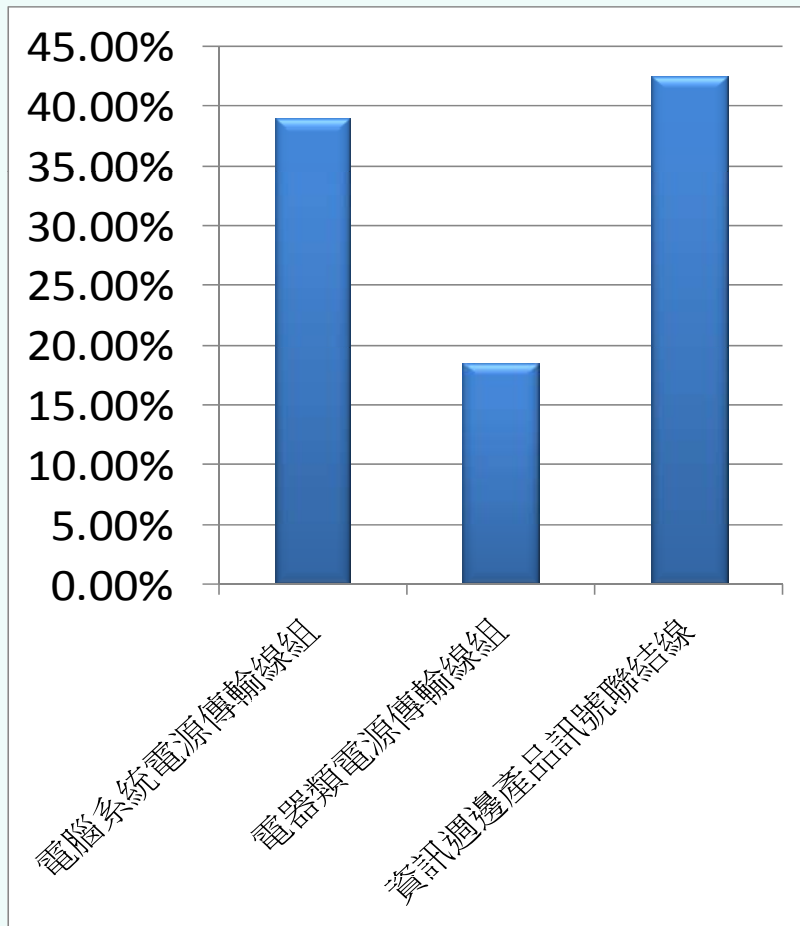




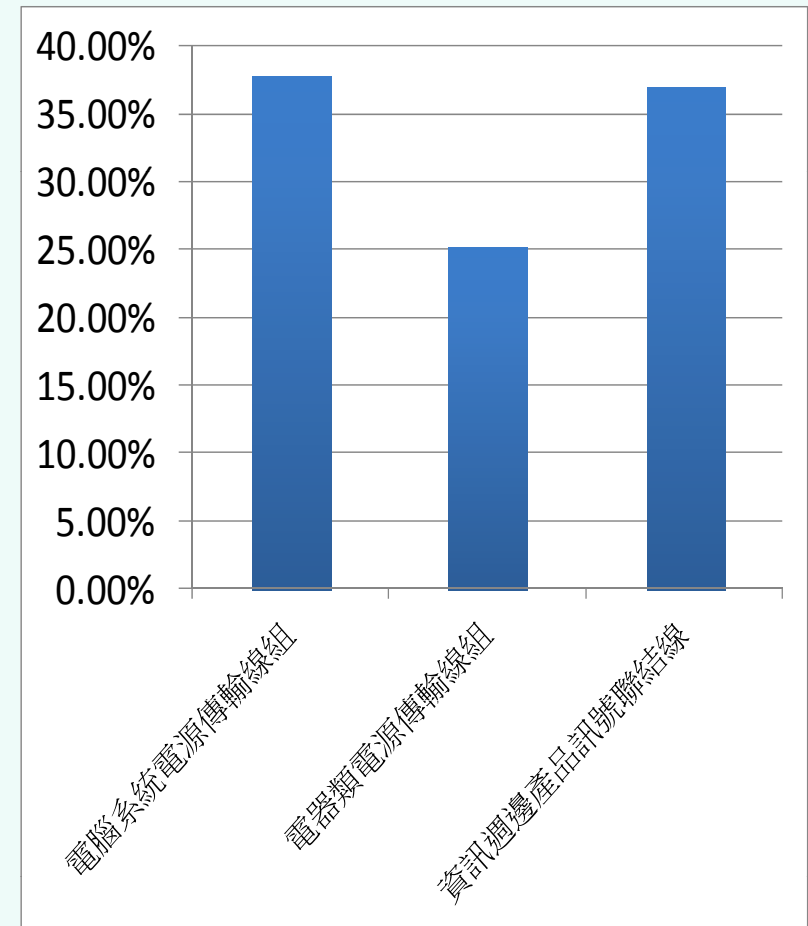
# Industry share in 2021

As of the third quarter of 2021

## Sales revenue



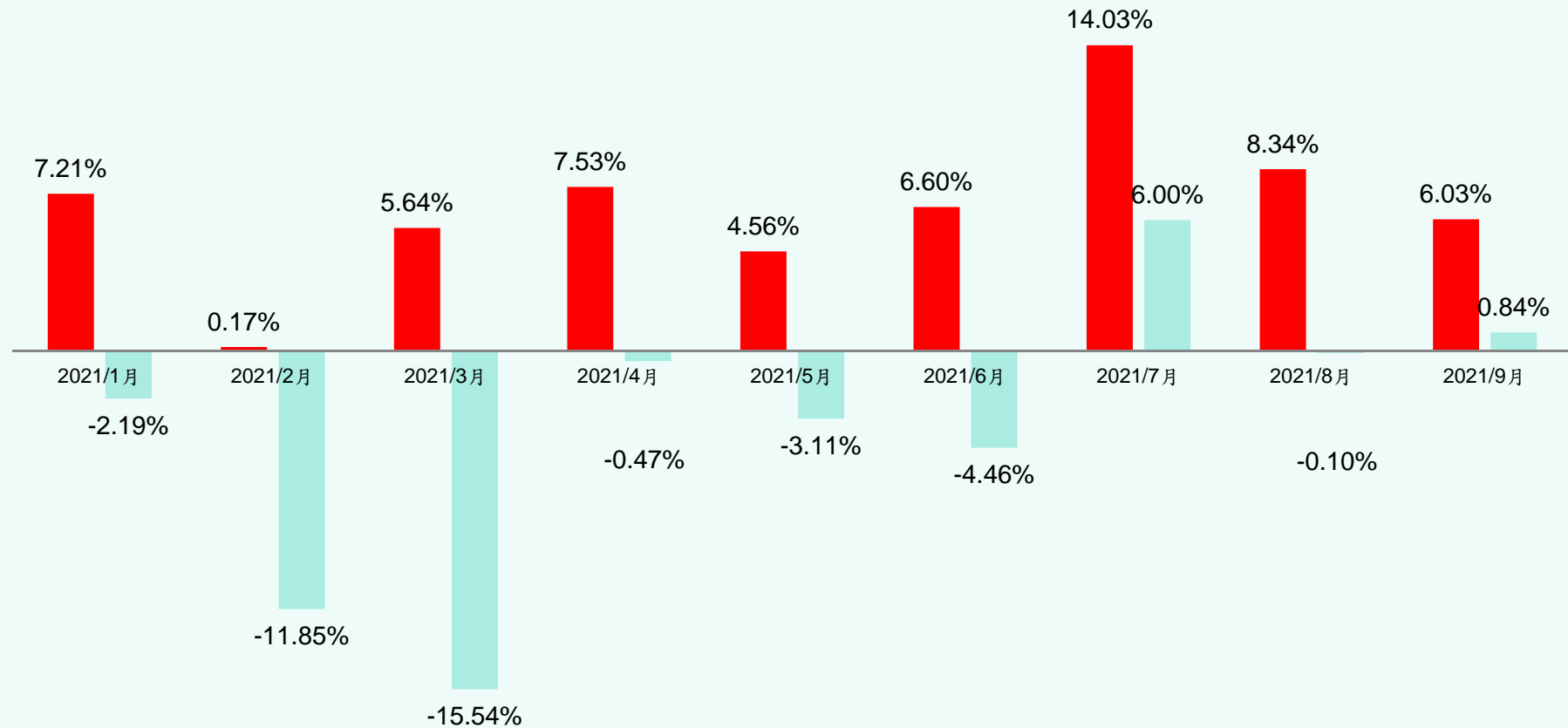
## Sales quantity



# Operation Analysis Report

■ 營業毛利率(A)  
Gross Profit

■ 營業利益率  
Operating Income



# The main variables affecting recent revenue (1)

Factors affecting profit in the first three quarters:

The impact of exchange rate fluctuations

- About 25 million losses in the first three quarters of 2021

Influence of raw material fluctuation

- Copper rose 22%
- PVC rose 35-40%

Global key components continue to be out of stock

Power curtailment policy affects production capacity

✘Rising material costs are the main reason for the decline in profits

# The main variables affecting recent revenue (2)

The growth momentum of operations in the first three quarters of 2021 mainly comes from:

## Factory management

- Per capita production capacity and yield rate have improved significantly in the first half of the year

## Operation planning

- Adjust the proportion of internal and external sales to reduce the impact of trade disputes
- Distribution of sales in the industry to achieve the effect of decentralizing the market

## External environment

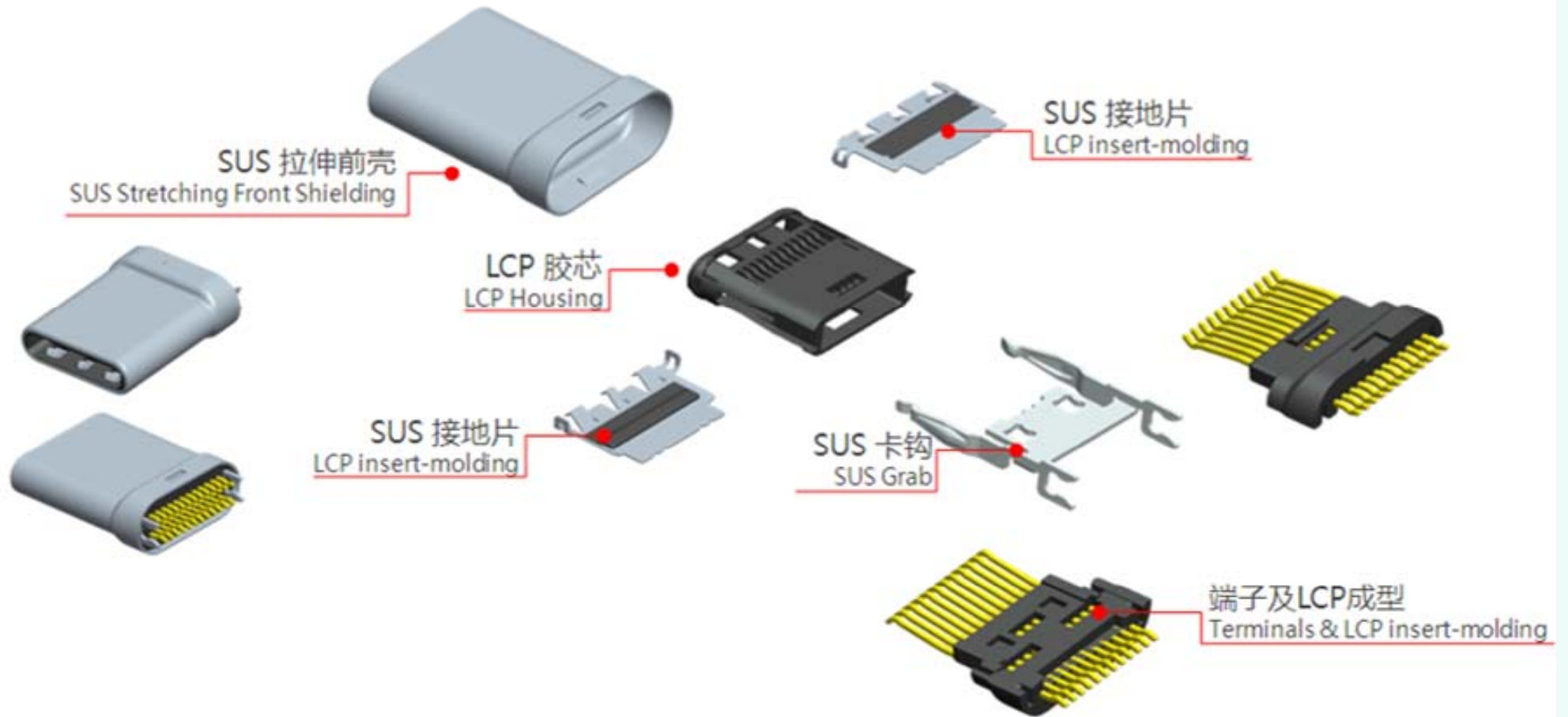
- Global epidemic, home office pushes up demand for laptops

# Company operating outlook

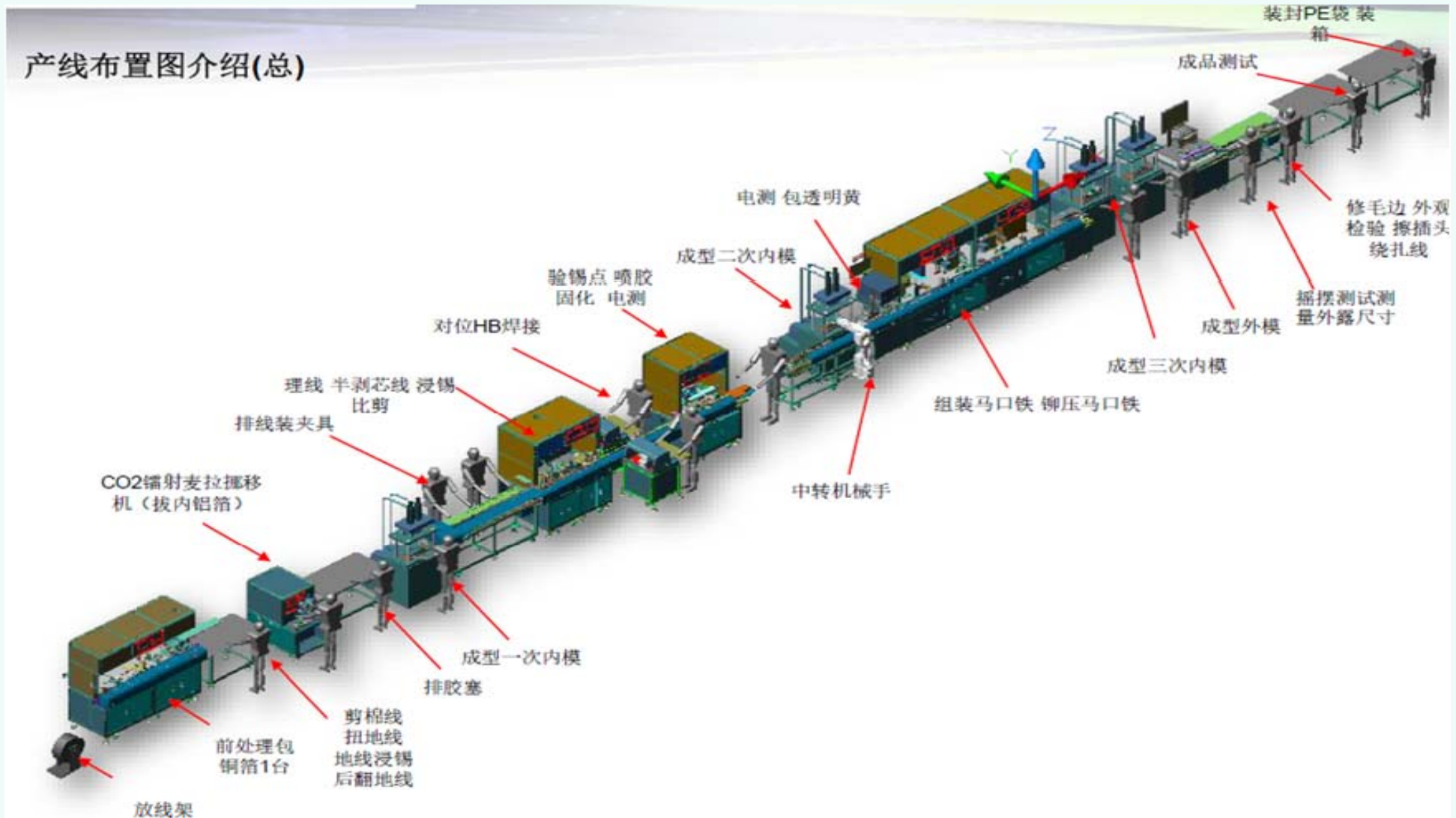
# New product development direction

1	Special connectors/cable assemblies
2	Type-C connector and high frequency cable assembly
3	Electric vehicle cable
4	Wi-fi smart appliance cable
5	Customized products (green energy market application)

# USB Type-C 2.0~3.1 GEN-2 and USB 4.0 Connector Structure exploded view



## 产线布置图介绍(总)



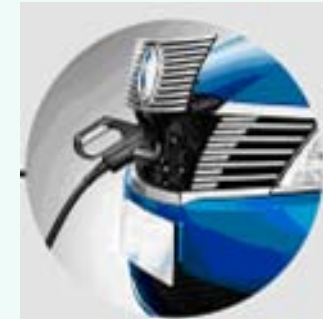


# Electric vehicle cable

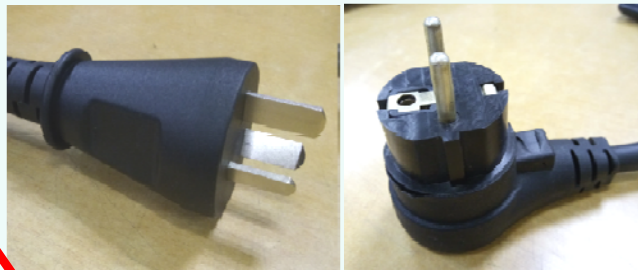
EV Cable



**Outdoor (fast charge) charging pile**



**Outdoor charging gun**



**Garage type charging pile**

**Car charging pile**



Electric vehicle cables are used for DC/AC charging of new energy vehicles, planning CCC, GB, US, EU and other country plugs. Linetek has completed TS-16949 certification by the end of 2020.

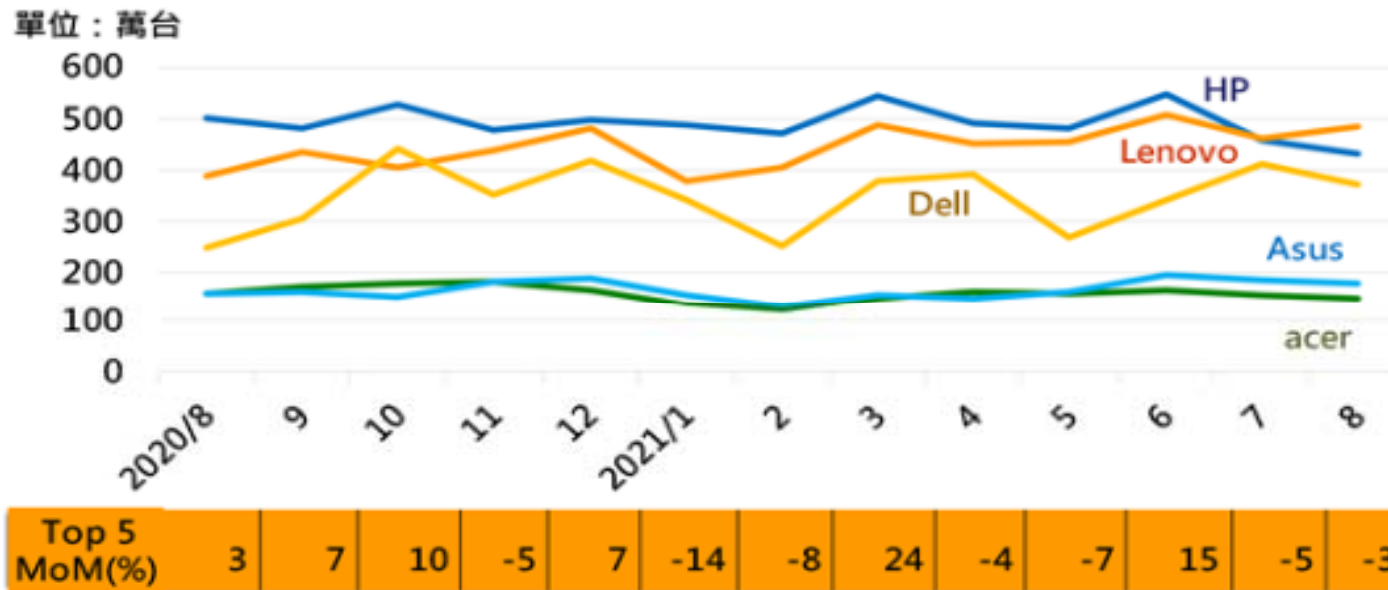
# 2021-2022 Operational outlook

- The home office/distance learning trend is pushing up the demand for notebooks. Notebook-related shipments are estimated to reach 236 million units in 2021. The trend for home office is conducive to enhancing the visibility of notebook demand. Estimated notebook shipments in the fourth quarter will be 58 million units, a 3% quarter-on-quarter decrease
- ※ The impact of overbooking of some materials and increased inventory will also be highlighted

**DIGITIMES**

2021/9/14

2020/8~2021/8全球Top 5 NB品牌月出貨量變化



# 2021-2022 Operational outlook

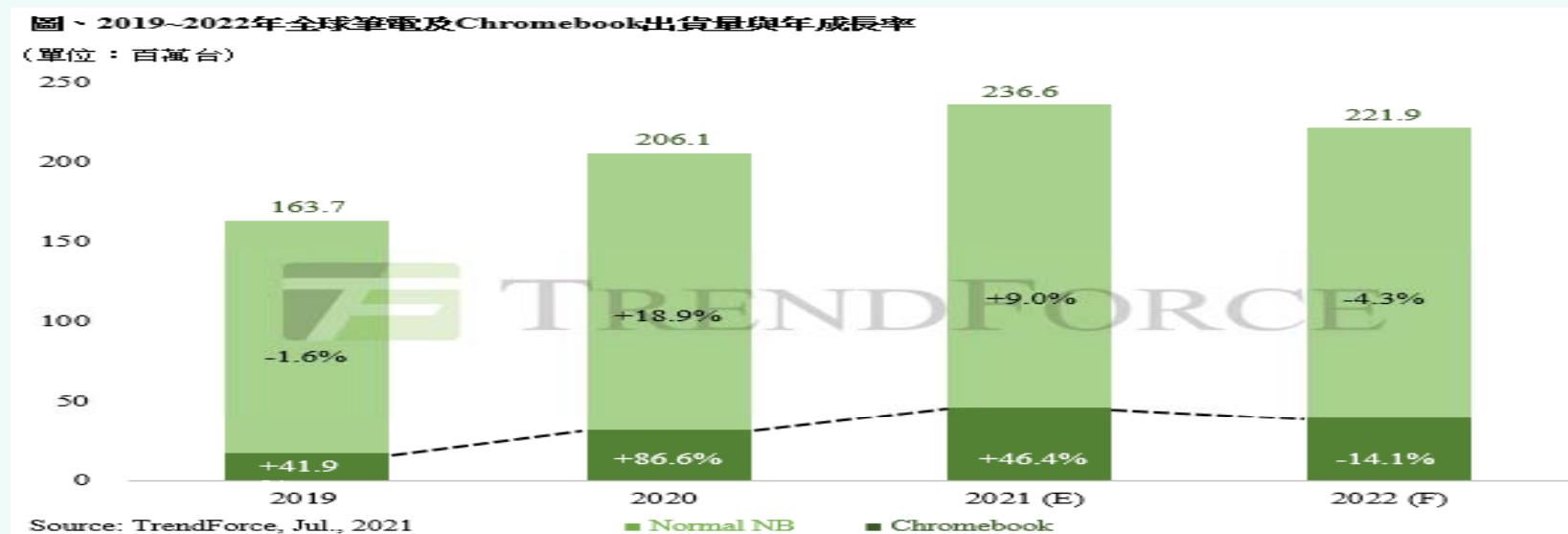
➤The outlook for next year 's notebook and PC demand is not pessimistic:

\*The number of notebook shipments is expected to grow beyond that of desktop computers

\*Demand for business laptops is heating up

\*The penetration rate of Chromebooks outside the U.S. is expected to increase gradually

✘TrendForce estimates that the overall notebook market shipments in 2022 will be slightly revised, with an annual decrease of about 6% to 220 million units





## 2021-2022 Operational outlook

- **Type-C transmission lines play an important role in high-bandwidth applications and multi-protocol transmission. In addition to game consoles, other NB brand customers have also been introduced.**
- **Cables for electric vehicles have been reaped recently**

**At present, there are up to 33 combinations in the development projects of the three major European automakers .....The major European manufacturers are expected to mass produce in Q1, 2022.**

**American series electric car charger.....**

**The American electric car model is planned to be launched at the end of 2021, has been shipped, and is currently entering the PVT stage**

# U.S. targets to increase EV penetration to 50% by 2030

圖 5: 未來兩年將上市之電動車款

品牌	Rivian	Lucid	BMW	Tesla	Nissan	Mercedes	BMW	Ford	GMC
車款	R1T	Air	iX	Cybertruck	Ariya	EQS	i4	F-150 Lightning	Hummer EV Pickup
版本	Launch edition	Touring	xDrive50	Dual motor	87kWh	450+	M50	Base	EV2X
車型	Pickup	Sedan	SUV	Pickup	SUV	Sedan	Sedan	Pickup	Pickup
交車日期	Sep-21	2H21	Nov-21	late-2021	late-2021	late-2021	1Q22	May-22	1Q23
建議售價 (美元)	75,000	95,000	83,200	49,900	50,495	100,000 (est.)	65,900	39,974	89,995
最高時速(英里)	125	168	124	120	99	130	140	N.A.	N.A.
0-60英里 (秒)	3.0	2.5	4.4	<4.5	7.4	5.5	3.7	4.4	N.A.
最大輸出 (馬力)	754	620	523	N.A.	215	329	536	426	625
拖曳係數	N.A.	0.21	0.25	N.A.	N.A.	0.20	0.25	N.A.	N.A.
馬達	4	2	2	2	1	1	2	2	2
驅動方式	AWD	AWD	AWD	AWD	FWD	RWD	AWD	AWD	AWD
軸距 (毫米)	3,452	2,960	3,000	3,807	2,775	3,210	2,865	3,696	3,444
車長 (毫米)	5,514	4,975	4,953	5,885	4,595	5,216	4,783	5,936	5,507
車高 (毫米)	1,923	1,410	1,696	1,905	1,655	1,512	1,448	2,004	2,060
車寬 (毫米)	2,078	1,939	1,967	2,027	1,850	1,926	1,852	2,032	2,202
車重 (磅)	5,886	N.A.	5,534	N.A.	4,409	5,467	4,883	N.A.	N.A.
電池供應商	LG Chem	LG Chem	Samsung SDI	Panasonic	CATL	CATL	Samsung SDI	SK Innovation	GM (Ultium)
電池容量 (kWh)	135	88	105.2	N.A.	87	107.8	83.9	115	N.A.
最大充電速率	200kW DC (140mi/ 20min)	300kW DC (300mi/ 20min)	200kW DC (10-80%/ 35min)	250kW DC (170mi/ 15min)	130kW DC (233mi/ 30min)	200kW DC (10-100%/ 31min)	200kW DC (10-80%/ 31min)	200kW DC (186mi/ 15min)	350kW DC (100mi/ 10min)
EPA續航里程 (英里)	300	406	300	300	310	478 (WLTP)	245	230	300

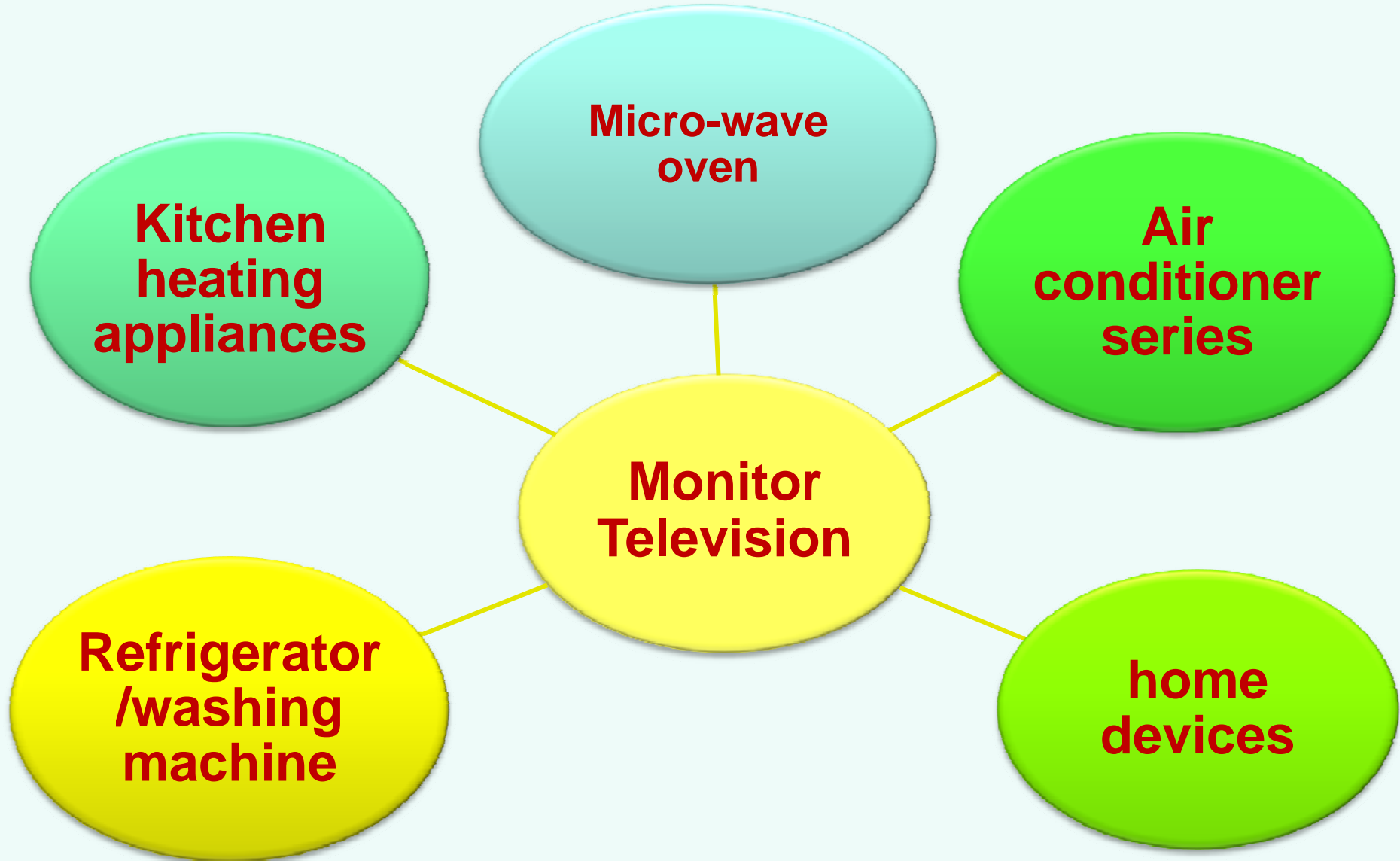
資料來源: 凱基

➤5G CPE new project development:

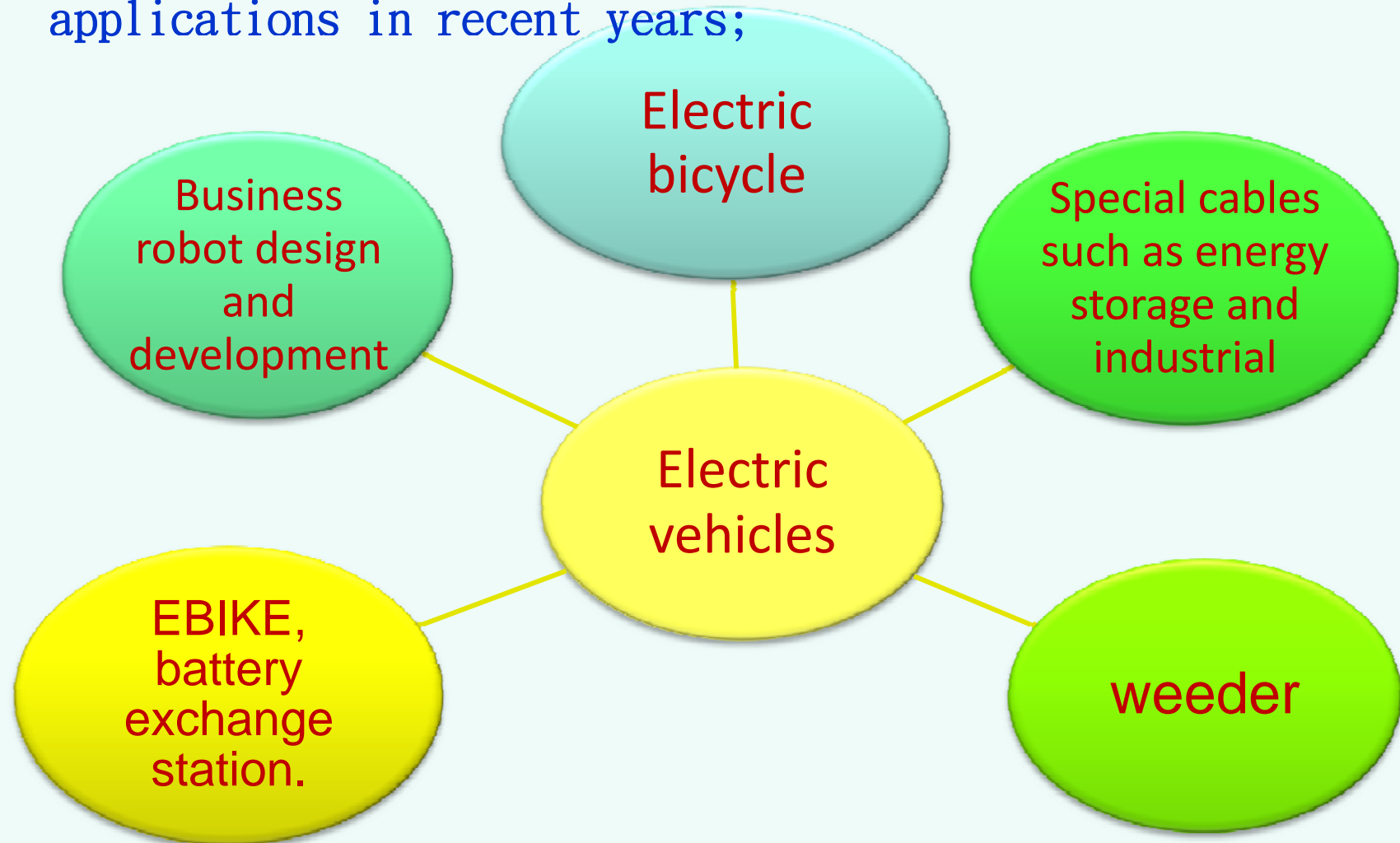
➤The product is applied to the new 5G CPE T1 mobile router. This product is a wireless CPE product of a major 5G factory in China, which is the core entrance and key equipment for home and other scenarios.

✘Router / smart box / 5G CPE / audio and video..... Affected by the chip



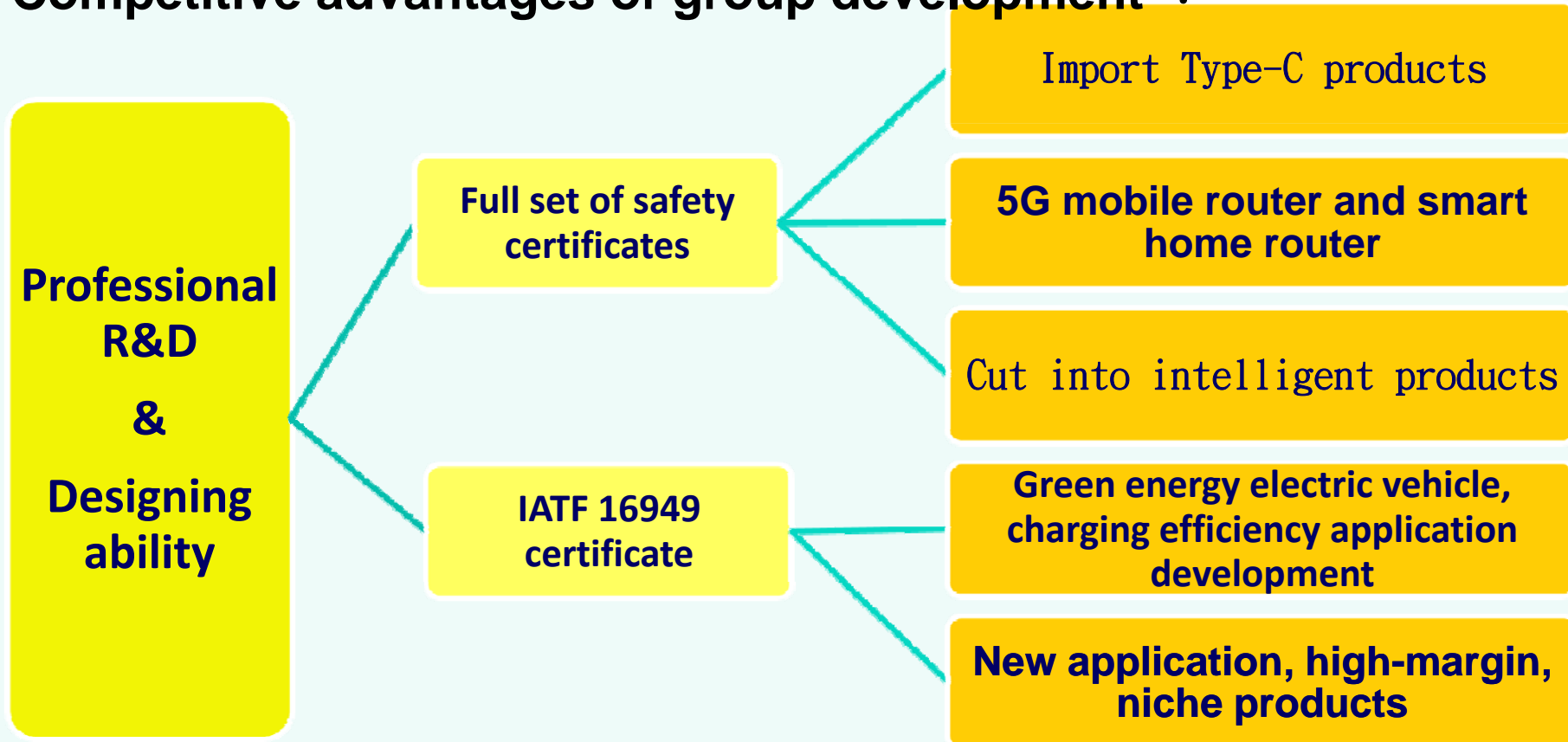


- In addition to existing products in 2021, the company has also achieved significant results in new markets and applications in recent years;





## Competitive advantages of group development :



**Products with high gross profit margin and high operating profit rate make the group's revenue to surpass the past**

**Thanks again to all investors for  
coming and supporting and caring for  
our company**

