

FIT Hon Teng Limited
鴻騰六零八八精密科技股份有限公司

2020 Annual Results Announcement

二零二零年年度業績發佈會



belkin

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Agenda

2020 Financial Overview

2021 Outlook

2021 Growth Strategy

Belkin Updates

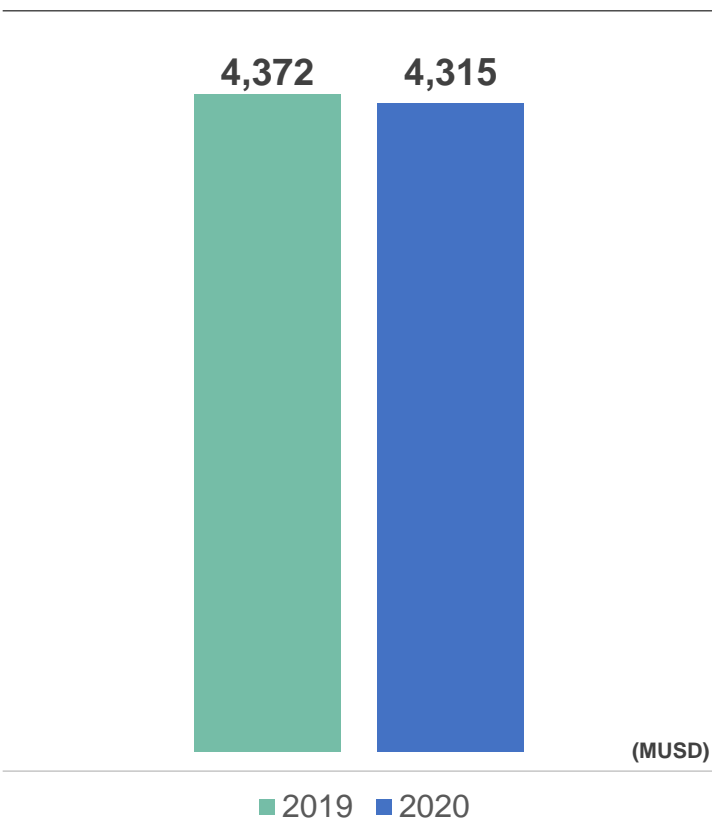
CSR & ESG

Q&A Section

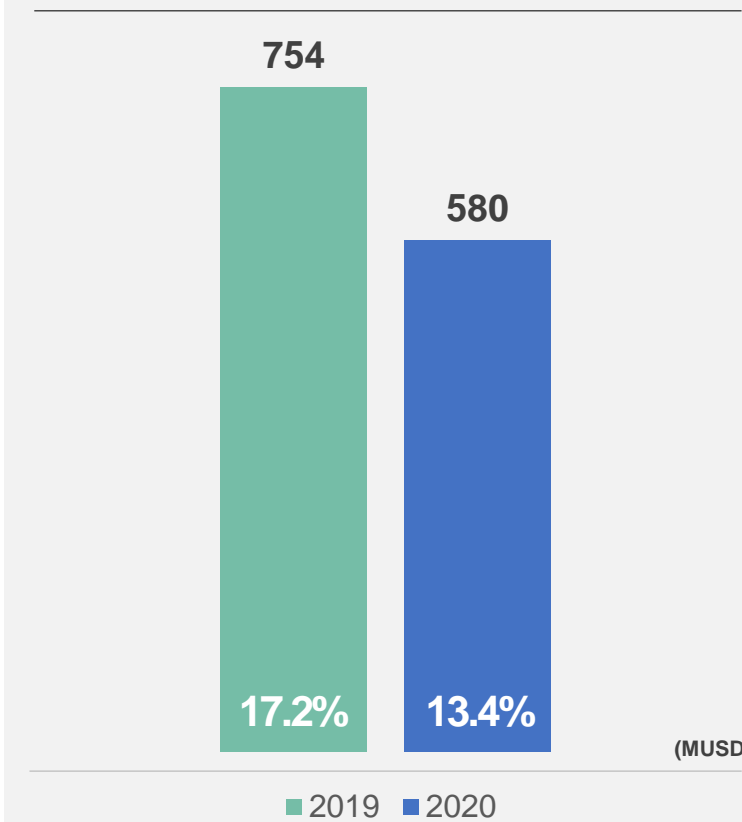
Financial Overview

2020 Financial Highlight

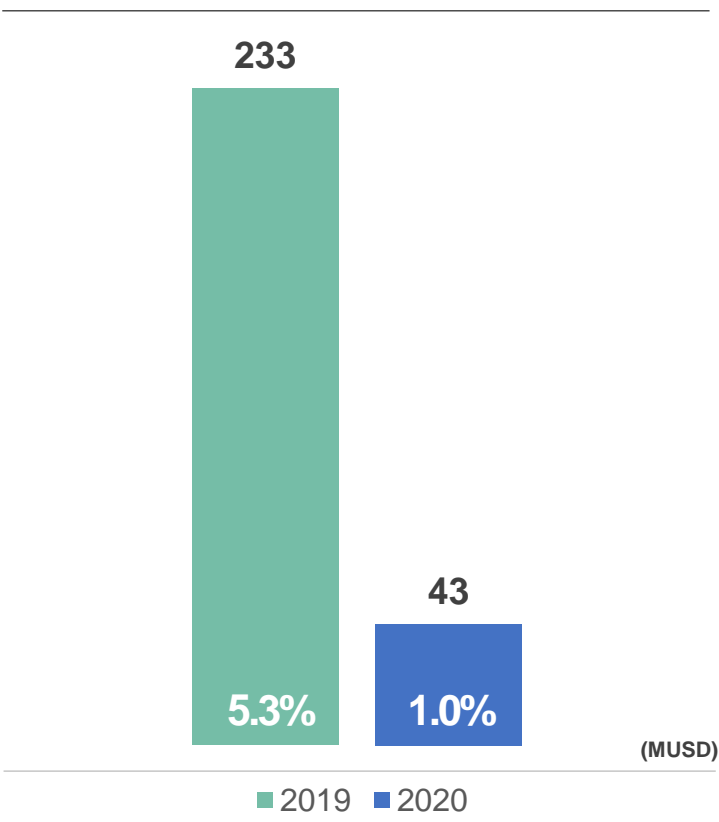
Revenue - 1.3%



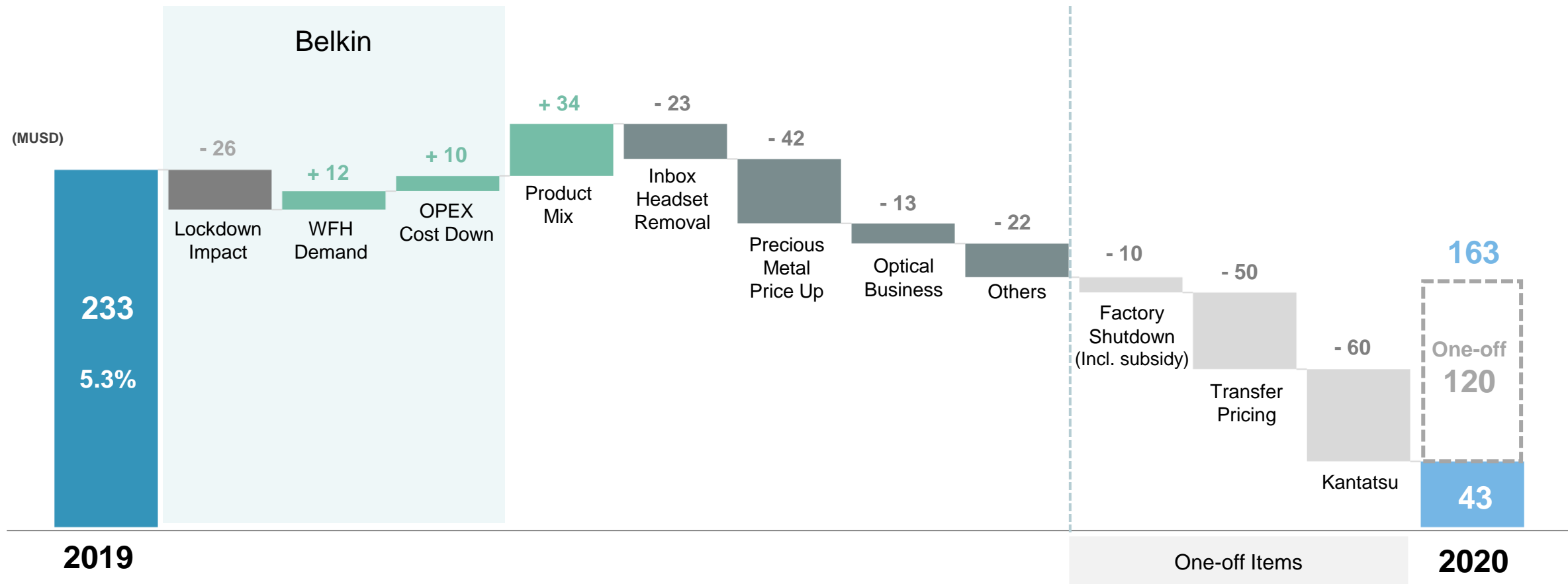
Gross Profit - 23.1%



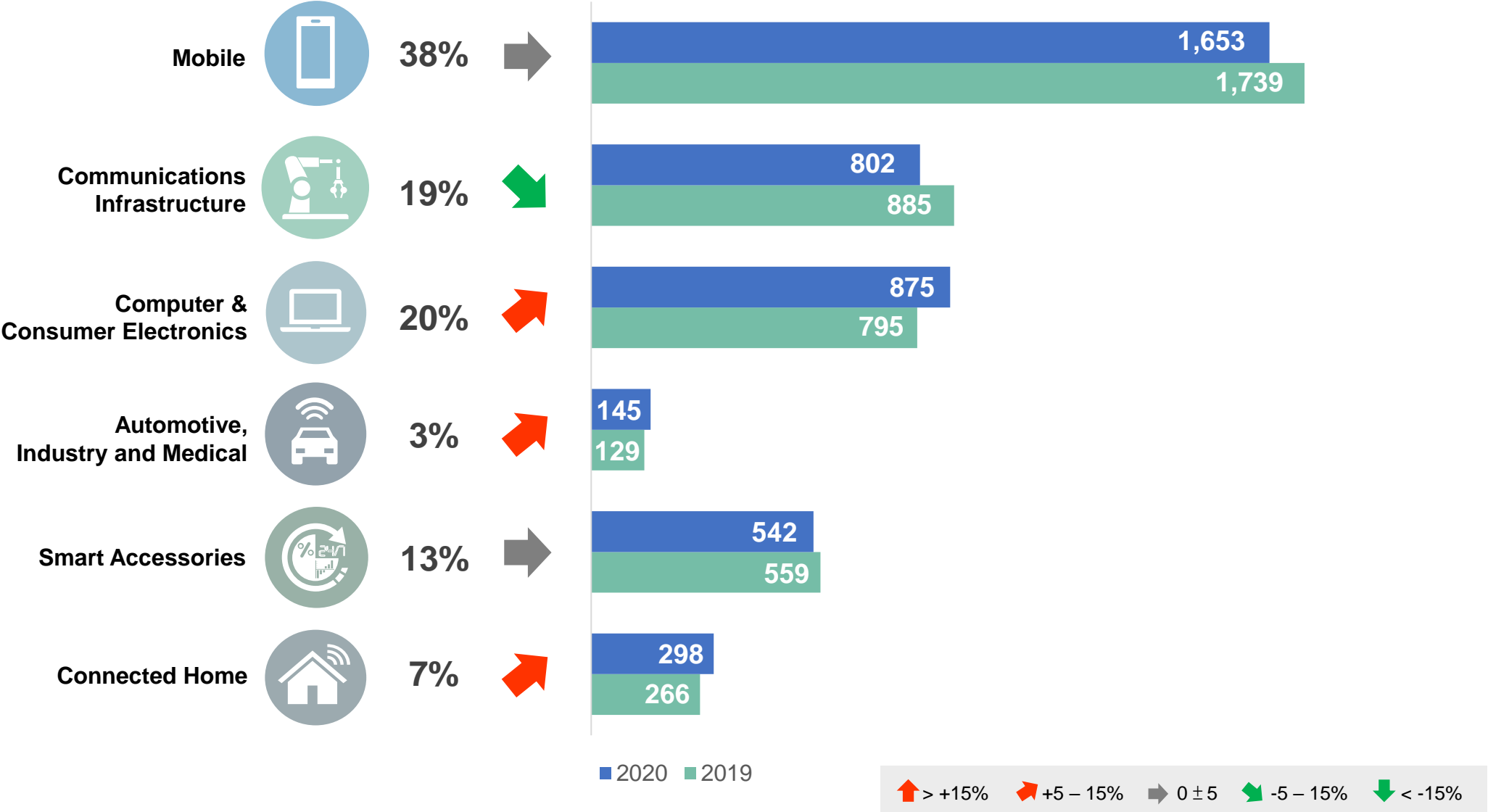
Net Income - 81.5%



Net Profit Margin



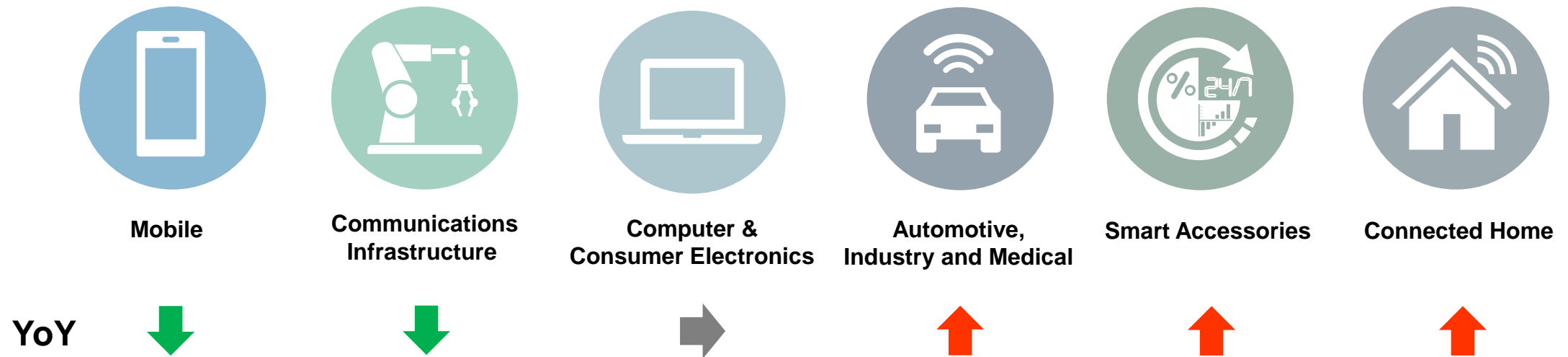
Revenue Mix



2021 Outlook

Giving Our Utmost to Fight for Profitability

2021 Outlook



2021 Growth Strategy

FIT Competitive Edges



Relationship with Hon Hai

preferred interconnect solution partner

beneficiary of Hon Hai supply chain and ecosystem



Customer Relationship

long term and collaborative relationships

with industry leading customers



R&D Capabilities

5,100 patents⁽³⁾

1,000 active patent applications worldwide

Major contributor to industry standards



Production Capabilities

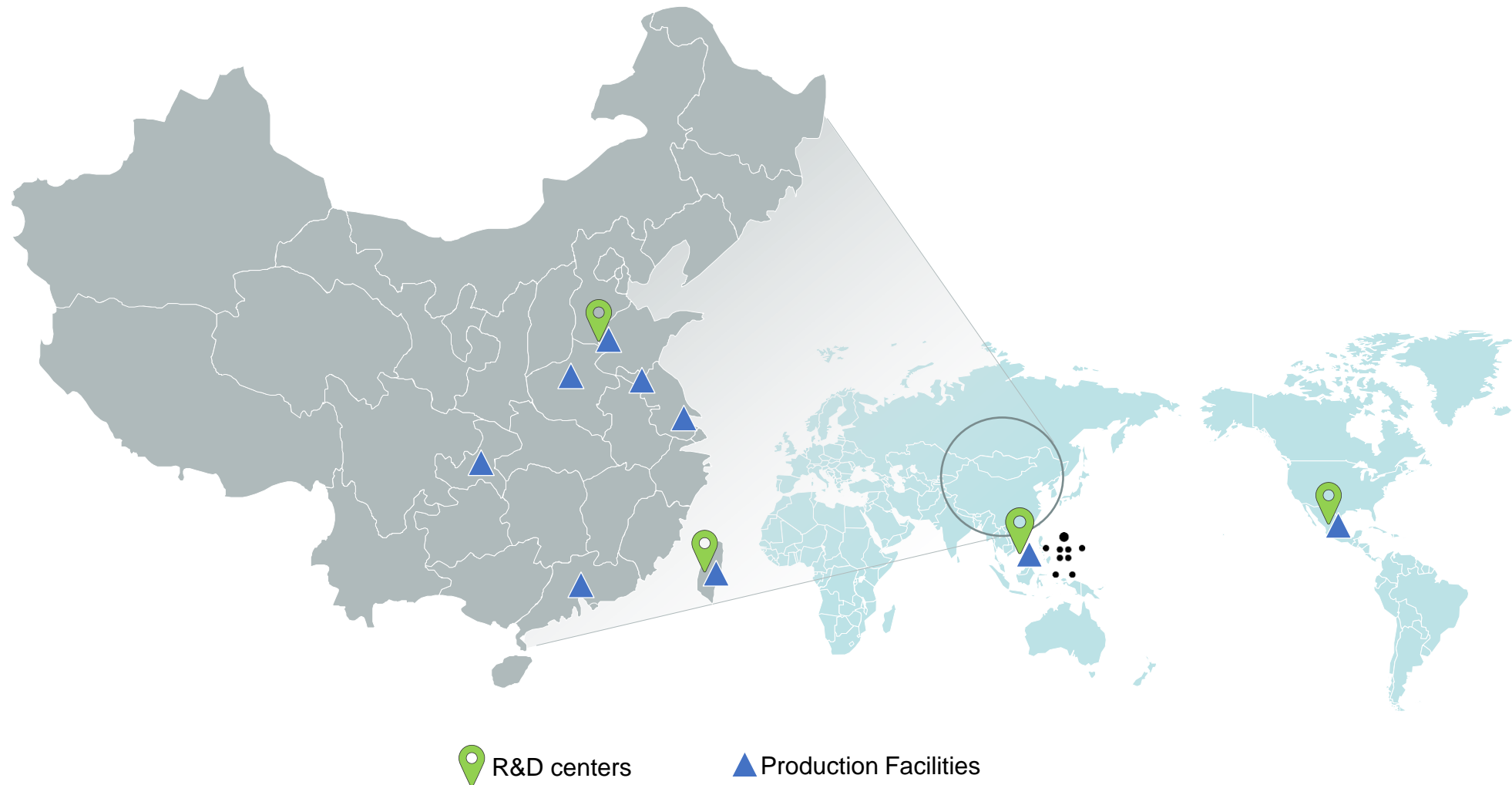
quick-to-ramp

mass production capabilities

strict quality control

Global Production Footprint

4 R&D Centres and **9 Production Facilities** across Asia and Americas



We Are a Global Market Leader of Interconnect Solutions⁽¹⁾

End market share ranking

#1

**Global computer &
consumer electronics
and
Greater China connector**
with **10.4%** market share

#2

Global mobile devices

#3

Global connector
with **6.3%** market share

FIT 3+3 Strategy



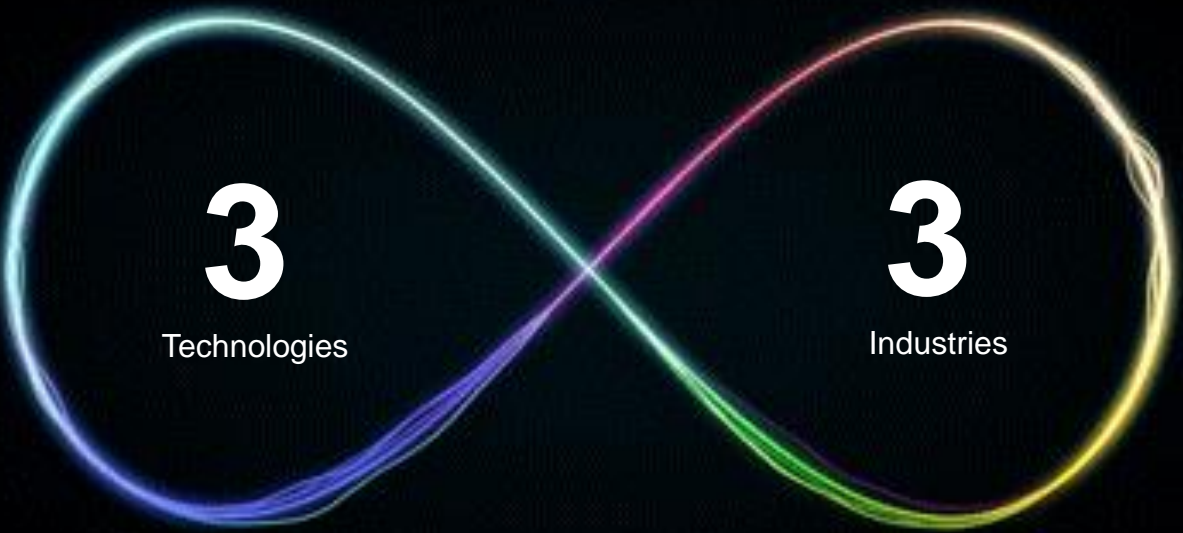
CPO (Co-Packaged Optics)



Wireless Charging & Antenna



Audio & Home Solutions



Auto



Audio



Connected Home

Automotive

2021 On-going Electric Vehicle Project

We Are One of The Core Members of



STELLANTIS

FCA
FIAT CHRYSLER AUTOMOBILES

PSA
GROUPE

Stellantis' first CEO: the cooperation with Foxconn is in progress, and there will be results in the next few months



Jan 20, 2021 10:03 AM (GMT+8) · EqualOcean



Tang Weishi, the first CEO of stellantis group, a merger of FCA and PSA, said yesterday that the partnership with Foxconn was "strategic work" and that clear results would be seen in the coming months. Early last year, FCA and Foxconn reached an agreement to set up a joint venture to jointly develop and produce electric vehicles for the Chinese market.

Equal Ocean 20/01/2021

STELLANTIS CEO SAYS JOINT VENTURE WITH FOXCONN IS PART OF WIDER STRATEGIC REVIEW ON CHINA THAT SHOULD CONCLUDE WITHIN A FEW MONTHS

01/19/2021 | 04:01pm GMT



STELLANTIS CEO SAYS JOINT VENTURE WITH FOXCONN IS PART OF WIDER STRATEGIC REVIEW ON CHINA THAT SHOULD CONCLUDE WITHIN A FEW MONTHS

© Reuters 2021

Reuters 19/01/2021

Automotive Products



Potential Customers

Charger Port Door Assembly



Charger Port Door for EV

EV Charger Module



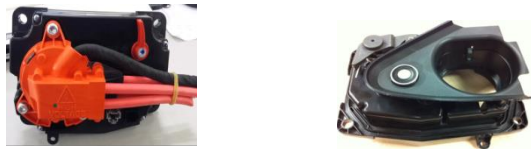
Junction Box for Model S/X

High Voltage Distribution For EV

EV Charger System Output Assy



EV-Inlet Charger port



EV-Inlet Charger Port (EU)

EV-Inlet Charger Port (US)

Cables



Automobile Display cable

Automobile Internal cable

Automotive Target

>50%

AIM YoY Revenue Target Growth

+90%

Key EV Account Target Contribution Share in Auto

Audio

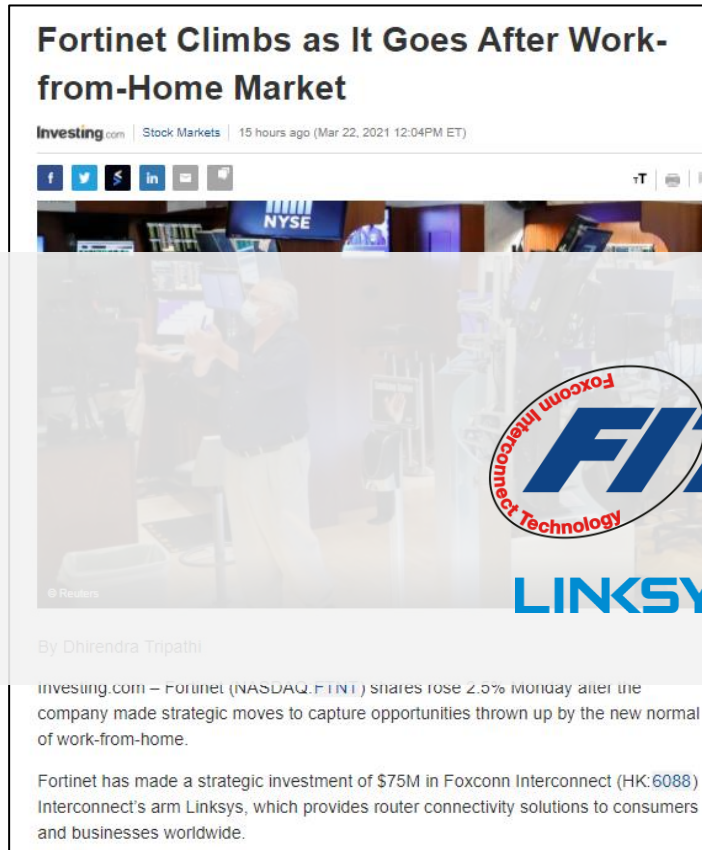


>400%

Target Audio YoY Revenue Growth

Belkin Update

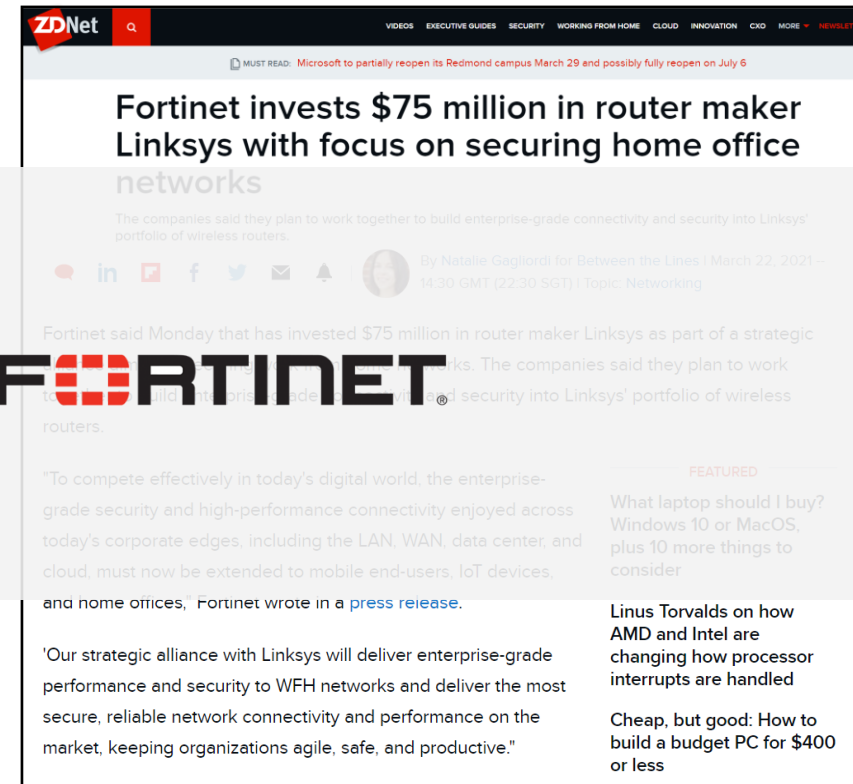
Connected Home - Strategic Alliance



Investing.com 23/03/2021



FIT × **FORTINET**



ZDNet 23/03/2021

Integration Synergies – Collaboration in Development to Strengthen Customer Partnership



Belkin 2020 Recap & 2021 Growth

2020 Q4 Demand Generated by S/WFH

4Q20 YoY Growth

- Online Revenue +40%
- Whole Home WiFi Products +84%
- Education Product Sales 4X

2021 Target Growth

Smart / Connected Things

- Online + DD
- Mobile Power + DD
- Audio + TD
- Connectivity and Screen Protection + SD

Smart / Connected Home

- WiFi 6E and WiFi 6 Mesh devices + DD
- ISP business with 5G products + DD

20Q4 Revenue

+15%

20Q4 Gross Profit

+24%

Key Areas in 2021

Belkin MagSafe & Mobile Power

Belkin Audio

Linksys momentum in Whole Home WiFi & WFH

Belkin Product Updates



BOOST↑CHARGE™



SOUNDFORM™



LINKSYS



wemo



PHYN
KOHLER



CSR & ESG

The image features three small green seedlings with thin brown stems and a few leaves each, growing out of a large, dense pile of silver and gold coins. The coins are stacked in a way that creates a textured, uneven surface. The background is a soft, out-of-focus green, suggesting a natural or outdoor setting. The overall composition is clean and modern, with a focus on the contrast between the organic growth of the plants and the inorganic nature of the coins.

Corporate Social Responsibility

Belkin Face Masks Donated to Combat COVID

50K

Belkin Education Products Donated to Students in Need

5K



Environmental, Social and Governance Focus 2020



Compliance and Anti-Corruption

>14K staffs & hours of anti-corruption training



Green Oriented

Decrease in waste water

Increase in gasoline consumption saving

25% renewable energy by Belkin operation



Quality Oriented

New version of the failure mode and impact analysis standard



Safety First

Established a safety production management system



People Oriented

A founding member of the RBA.

Personnel scale expanded 15.6%



Walk With Love

Charitable donations increased 1476.4%

Factories in mainland China carried out "6+1" charity activities

Q&A section



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THANK YOU!



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Appendix

Statement of Comprehensive Income

(M'USD)	2020	2019	YoY
Revenue	4,315	4,372	-1.30%
Gross Profit	580	754	-23.08%
Gross Profit Margin	17.2%	13.4%	
Operating Profit	125	275	-54.55%
Profit before Tax	117	266	-56.02%
Income Tax Expense	(74)	(33)	124.24%
Profit for the Year	43	233	-81.55%
Profit Attributed to :			
Owners of the Company	43	235	
Non-controlling Interests	0.1	(2.2)	
Basic EPS	0.64	3.57	

Balance Sheet

(K'USD)	2020	2019	YoY
Cash and Cash equivalents	766,112	892,111	-14.12%
Inventory	944,128	702,587	34.38%
Receivables	871,534	930,223	-6.31%
Other current assets	266,339	216,988	22.74%
Non-current assets	1,790,824	1,665,120	7.55%
Total Assets	4,638,937	4,407,029	5.26%
Current Liabilities	1,789,962	1,662,178	7.69%
Non-Current Liabilities	658,599	667,504	-1.33%
Total Liabilities	2,448,561	2,329,682	5.10%
Equity	2,190,376	2,077,347	5.44%

End Market Overview



Mobile

- Connectors/Antenna module
- External cables for devices connection
- Accessories (earphone/adapter)
- Wireless accessories



Mobile phones



Wireless devices



Cables



Mobile accessories



Communications Infrastructure

- Copper-based components
- Cable components
- Connectors
- CPU socket for server



Data center



Enterprise networking



Ethernet Mobile Fronthaul



Fiber channel



Computer & Consumer Electronics

- External cables for devices connection
- Internal enabling components
- Wireless modules
- Connectors and cables for drives



Desktop computer



2-in-1 notebook and tablet



Game console



Television

End Market Overview



Smart Accessories

- Mobile, power, wireless chargers
- Hubs & docking
- USB-C & lightning accessories
- TWS & smart speakers
- Smartwatch peripheral
- Educational



BOOST↑CHARGE PRO
3-in-1 Wireless Charger
with MagSafe



SOUNDFORM ELITE
Smart Speaker +
Wireless Charger



Car Vent Mount PRO
with MagSafe



Thunderbolt 3 Dock
Plus



BOOST↑CHARGE
Dual USB-C PD GaN
Wall Charger 68W



Connected Home

- Routers & switches
- networking business solution
- App-based home accessories
- Home security
- Wemo – Home automation
- Phyn – Smart water control system



Phyn Smart
Water Assistant



Wemo Light
Switch 3-Way



Wemo Wi-Fi
Smart Plug



Wemo Wi-Fi
Smart Dimmer



Wemo Outdoor Smart Plug

End Market Overview

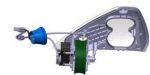


Automotive

- Interconnect solutions
- Navigation & entertainment devices
- External charging cables
- Connectors & charging guns



Inlet Charger Port



Charger Port Door



Charging guns

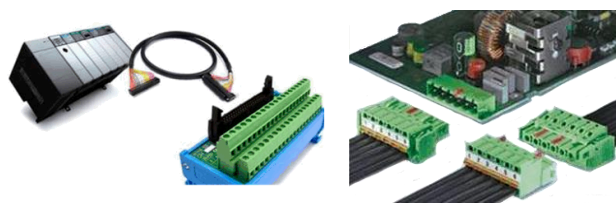


EU Adapter



Industry

- Customized connectors & cables
- For:
- automated machinery
 - Power generators
 - Robotics



Industrial connectors and cables



Medical

- Customer specific connectors
- Components and cables
- For medical monitoring devices



Medical cable assemblies

Change The Way You Charge

BOOST↑CHARGE™



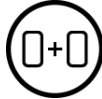
Made for MagSafe



Faster Wireless Charging



Fast Charge PD



Multi-Device Charging

Sound That Powers Your Everyday Moments

SOUNDFORM™



Sound like you're there



Instant connection



More life for longer



Listen and be heard

We Will Deliver Edge Intelligence to Every Endpoint

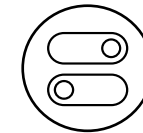
LINKSYS



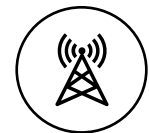
Access Points



Routers



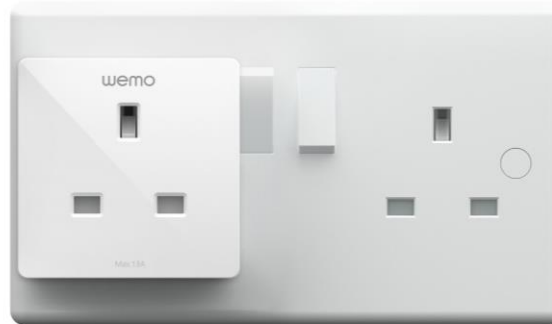
Switches



5G

Smart Solutions For Your Smart Home

wemo



Works with Apple HomeKit



Smart Home

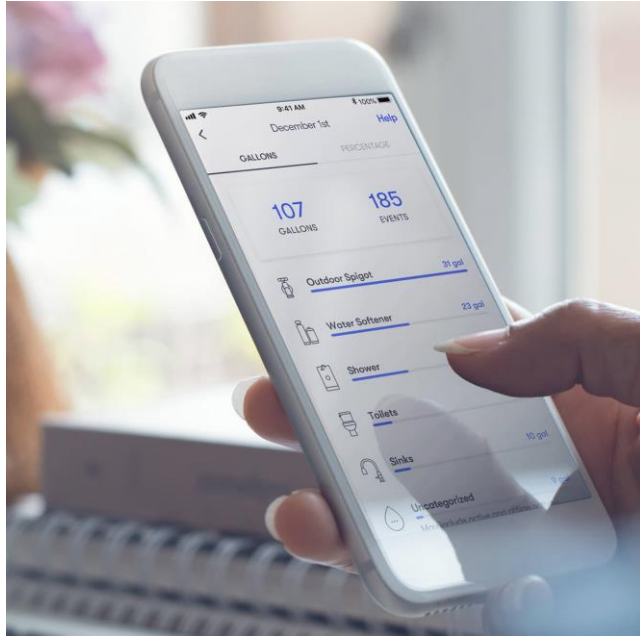


Voice Command

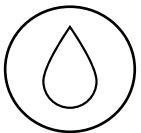


Added Security

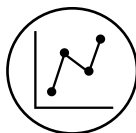
Partnership with Kohler to launch "Kohler powered by Phyn"



“Phyn, a spinoff of gadget maker Belkin, has been in the smart water market for several years now, and Kohler's new partnership puts them in a better position to reach consumers looking for options from traditional bathroom and kitchen brands.”



Smart Water Technology



Detailed Insights



Outstanding Achievements and Awards

Belkin key awards overview



Award-winning whole-home mesh Wi-Fi

LINKSYS

- Simple setup
- Home-friendly design
- Compatible with 3rd parties
- Wi-Fi 6
- Wi-Fi 6E

