

KMC (Kuei Meng) International Inc.

KMC (5306TT)

Investor Report for 3Q24





Disclaimer

This meeting may contain forward-looking statements with respect to the financial condition, results of operations and business of the company. These forward-looking statements represent the company's expectations or beliefs concerning future events and involve known and unknown risks and uncertainty that could cause actual results, performance or events to differ materially from those expressed. Certain statements, such as those that include the words "potential", "estimated", and similar expressions or variations on such expressions may be considered "forward-looking statements". Financial numbers in this report may include preliminary unaudited numbers or management accounts.



01 KMC Group

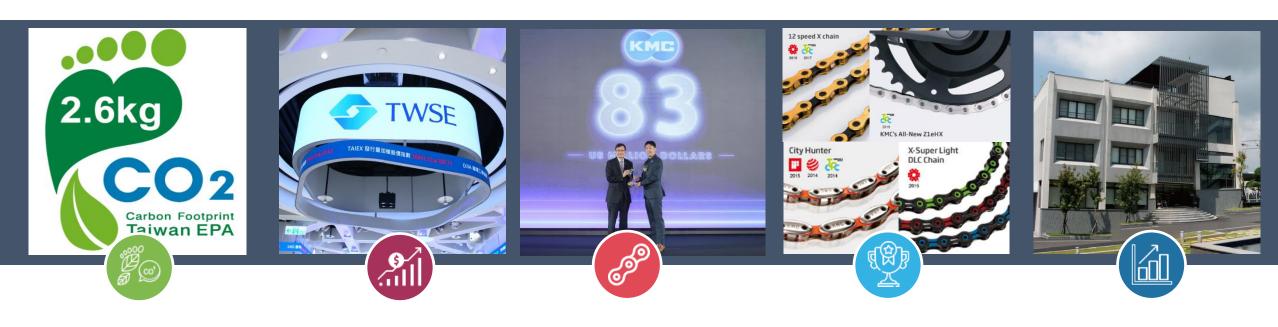
02 Pursuit of Excellence

03 ESG

04 Financial Results







Carbon Footprint

First Chain Manufacturer To Obtain

Market Capitalization

NT 19 Billion

(As of Sep. 30, 2024)

Brand Value

USD 83 Million

Awards

17 iF Awards & 5 Red Dot Awards

Revenue

FY23 Consolidated Revenue NT 4.73 Billion















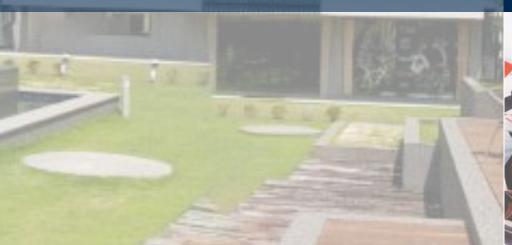




















- Global Headquarters & Research Center
 Tainan, Taiwan
- China Headquarters & Research Center
 Suzhou, Jiangsu
- Global Production Sites

Vietnam

Taiwan

Tianjin x2

Shenzhen x3

Suzhou x3

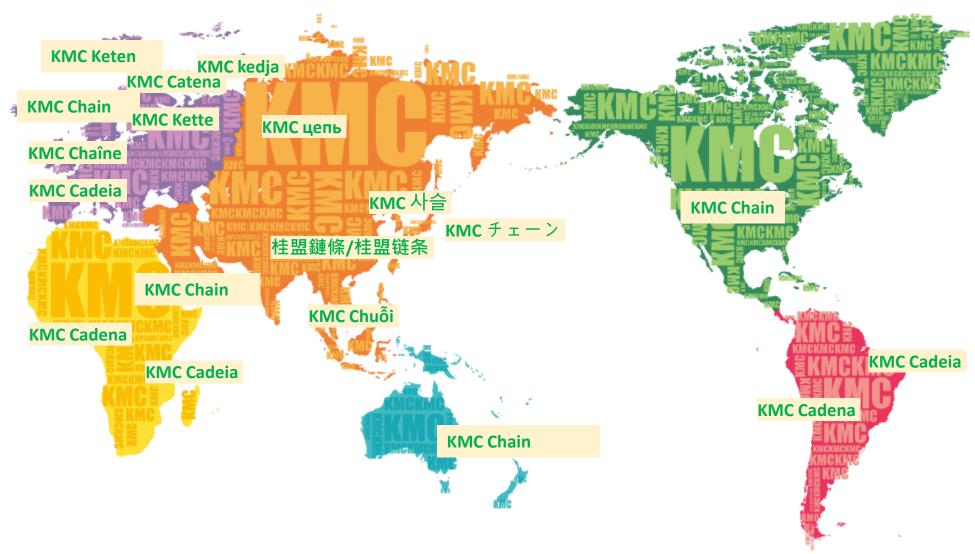
Global Services Centers

Taiwan
California, U.S.
Netherlands, Europe
Germany, Europe
Jakarta, Indonesia

Vietnam Tianjin Shenzhen Suzhou

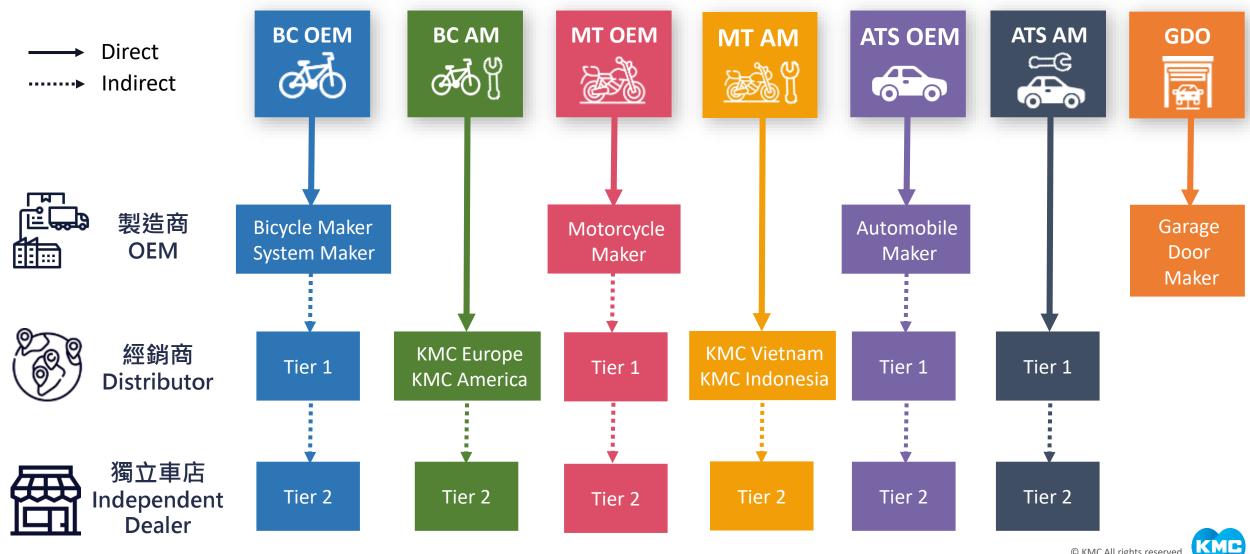


KMC Reaches Over 150 Countries in 13 Languages



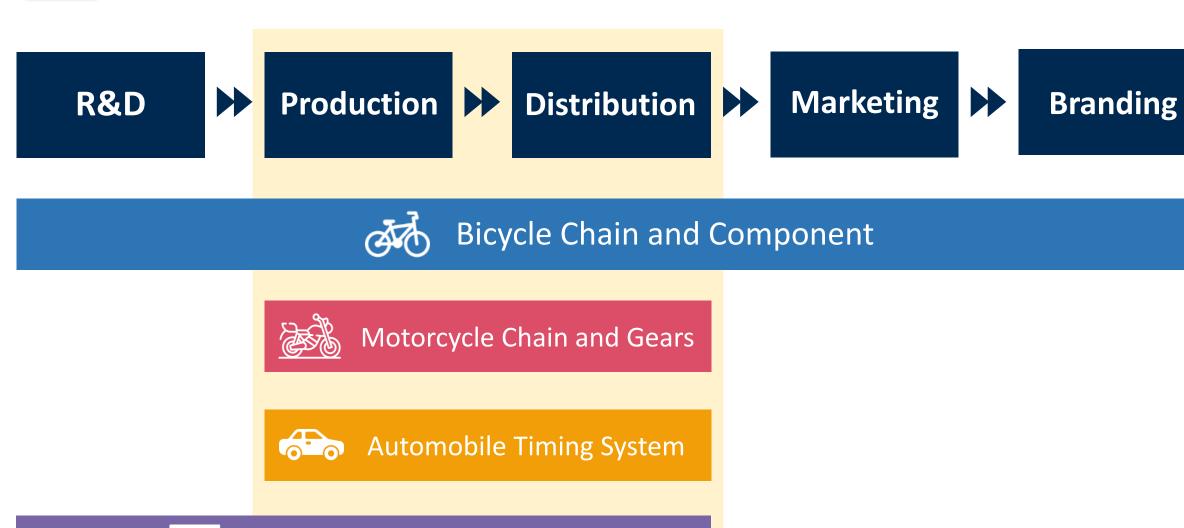


KMC Group Sales System





KMC Group Industrial Value Chain



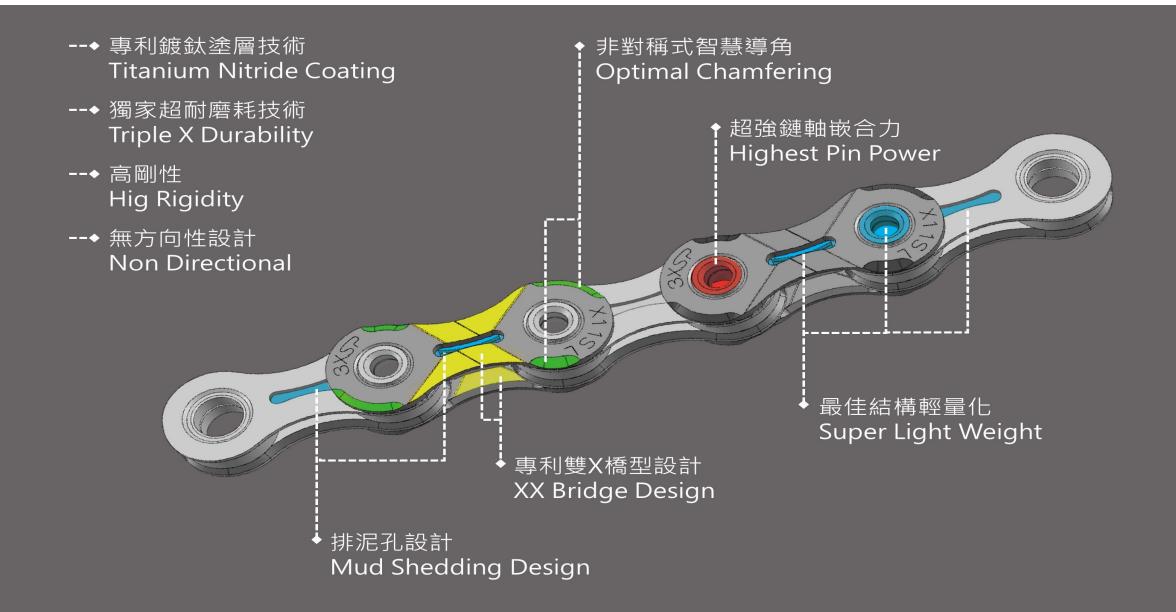
Garage Door Opener



Pursuit of Excellence

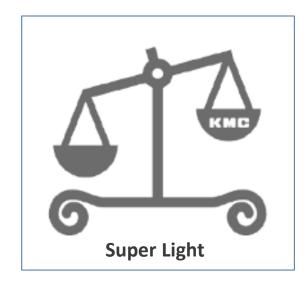
持續追求卓越的桂盟-

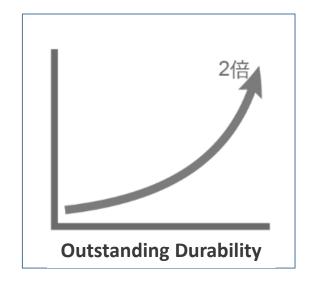
Unique KMC Chain

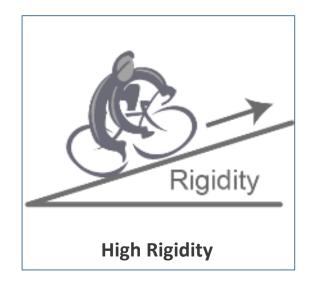




Why KMC Chain?























Taiwan Excellence 2019-2015, 2010

17 iF Awards in 13 consecutive years

5 Red Dot Awards in **3** years







AWARDS









Champion Story





TEAM CAJA RURAL - SEGUROS RGA

AULAR SANABRIA ORLUIS ALBERTO

023 Venezuela National Road Championships Road Race winner CEPEDA JEFFERSON

2023 Ecuadorian National Road Championships 2nd

NS BIKES UR TEAM

A'HERN KYE

2023 Australia National Championships Downhill Men Elite 4th PETROVSKÁ VANESA

2023 UCI MTB WORLD CUP Downhill Women Junior 4th

ABLOC CT (UCI CONTINENTAL TEAMS)

JESPER RASCH

2023 Tour of Hainan Stage 5 1st

NILS SINSCHEK

2023 Tour of Qinghai Lake Stage 2 1st

FRANK VAN DEN BROEK

2023 Tour of Qinghai Lake Stages 4 1st

Triathlete

FREDERIC FUNK

2023 Ironman 70.3 World Championship 2nd







KMC is the first component supplier in Taiwan who title sponsored UCI Team.





The Green Promise





KMC ECO Solution Milestones



2011





Carbon emission investigation program

X10SL accomplished DNV carbon footprint review



2012

X10SL obtain carbon footprint certification label

The X11SL chain passed the verification for carbon footprint



2021

Set up the ESG designated committee

to promote and intensify KMC's

sustainable development.

2020

X11SL chain obtained the certification label again



2019

Published the first CSR Report.



- 1. Formally introduced ISO 14064-1:2018 GHG inventory criteria
- 2. Obtained SGS Independent Third Party **Assurance Statement**
- 3. Joined Bicycling Alliance for Sustainability (BAS)



- 1. KMC is committed to the BAS carbon reduction pledge, which entails reducing emissions by 3% annually and achieving at least a 25% reduction by 2030.
- 2. KMC began implementing a carbon management platform.



2022

2023



Sharing Is The Key To Corporate Sustainability





The Milestone of Corporate Governance

2017.06

- 1. Adopt the candidate nomination system for the election of directors and supervisors.
- 2. Allow shareholders to vote via electronic voting at shareholders' meetings.

2020.06-2020.08

Set up the audit committee, BOD added a female director and appointed a corporate governance officer.



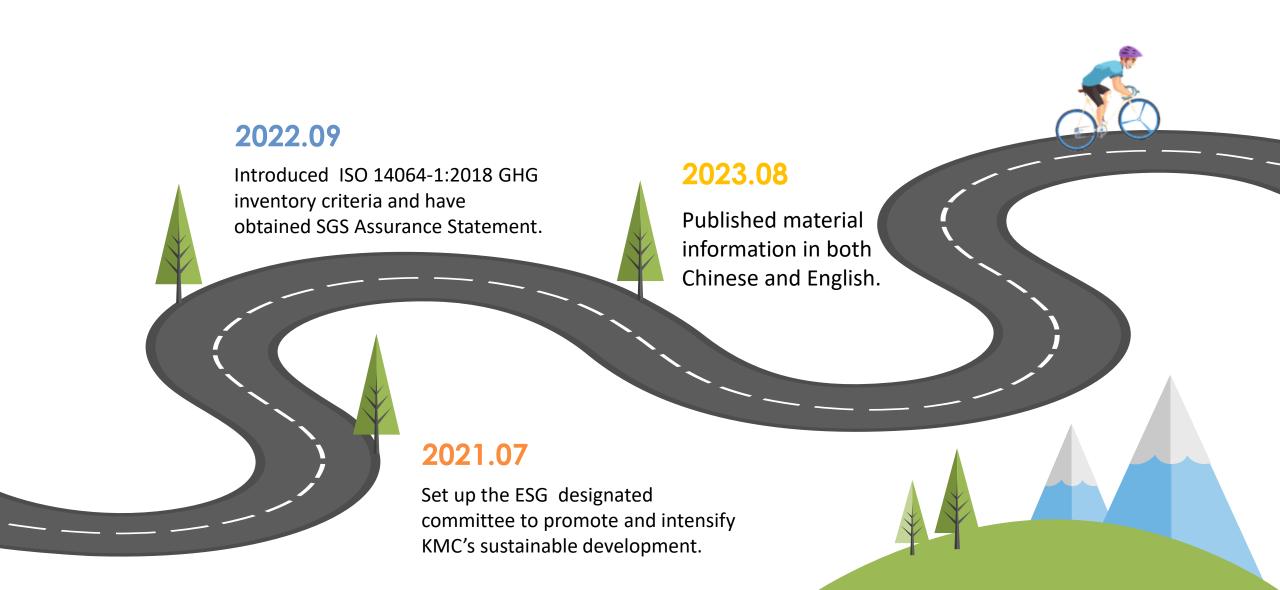
1. Compiled the English version of consolidated financial reports for the Year 2017.

 Comprehensively report the relevant information in English when holding shareholders' meeting. 2019.12

Published 2018 CSR Report.

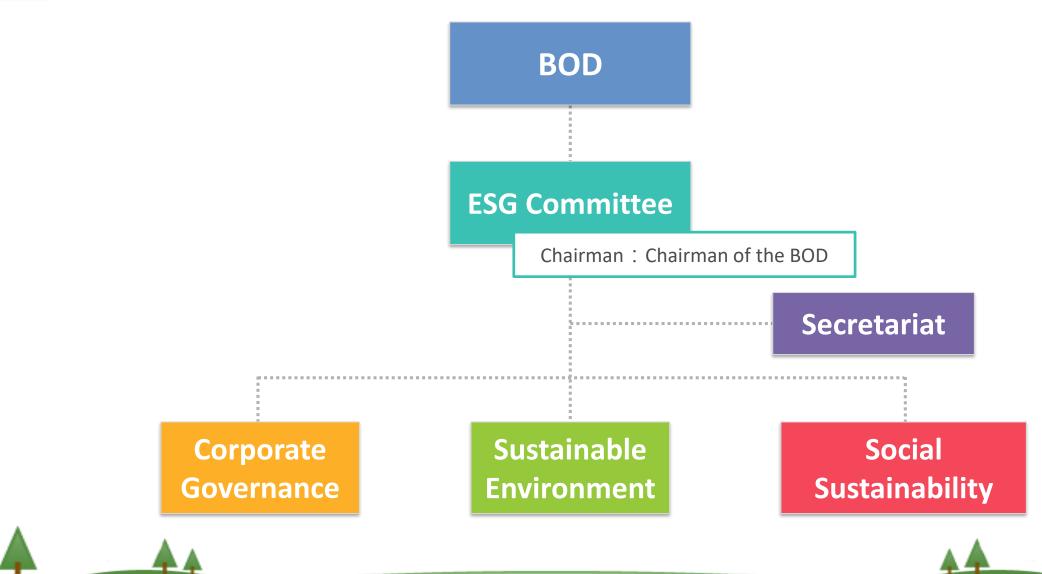
2018.06

The Milestone of Corporate Governance





KMC ESG Committee



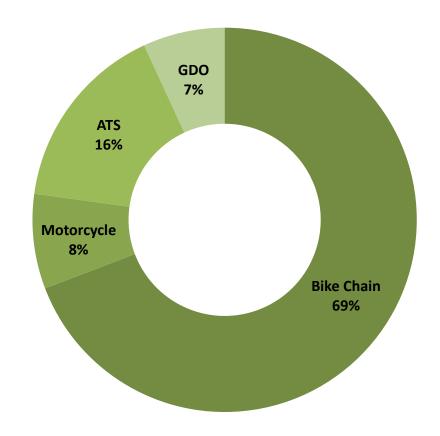


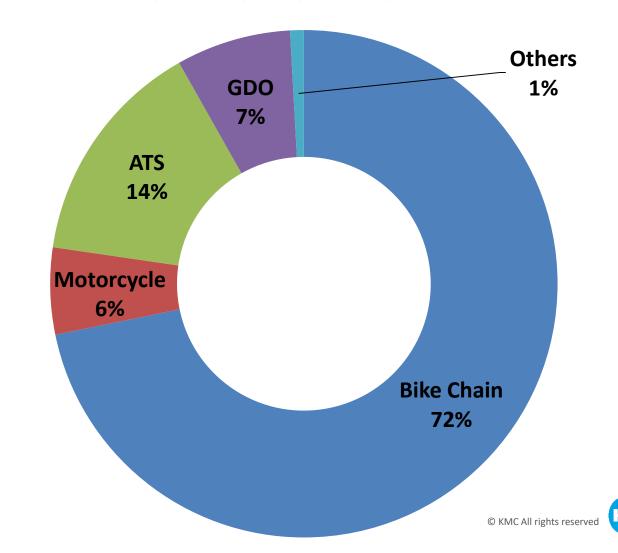


產品別業務比重(Contribution by BU)

The first 9 months of FY24

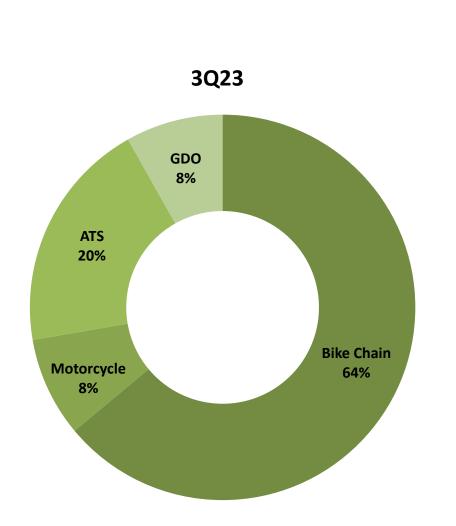


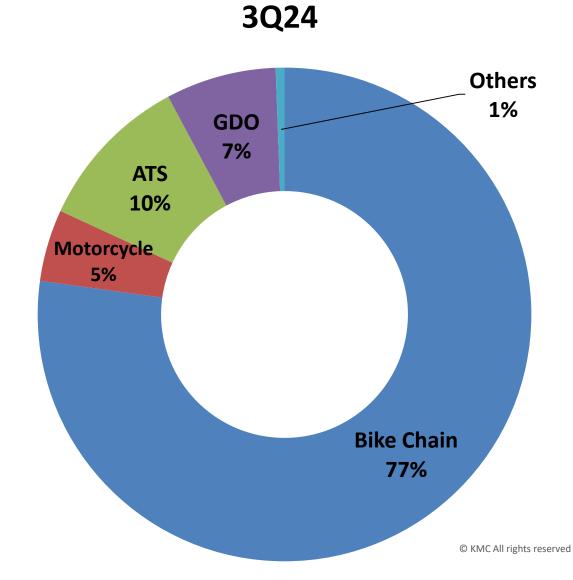






產品別業務比重(Contribution by BU)





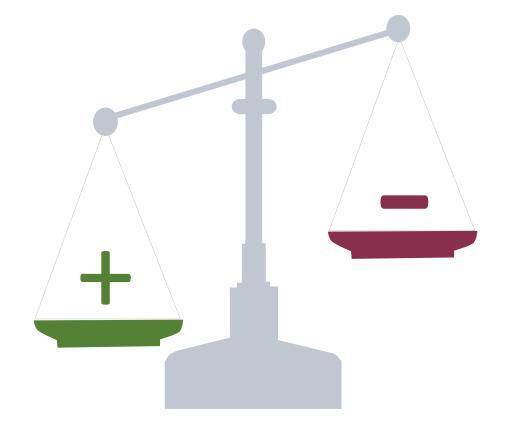


毛利率影響因子 (Important Factors of Gross Margin)

Favorable



Product Mix



Gross Margin

Unfavorable

Material



FX Issue



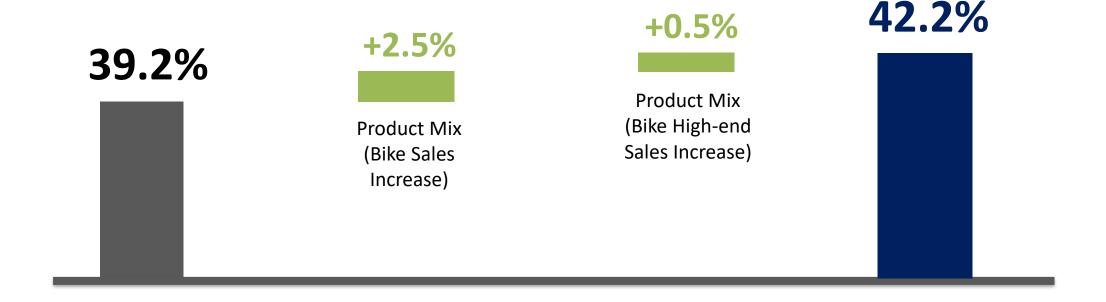




The first 9 months of FY23

Gross Margin

毛利率變動情形 (Change in Gross Margin)



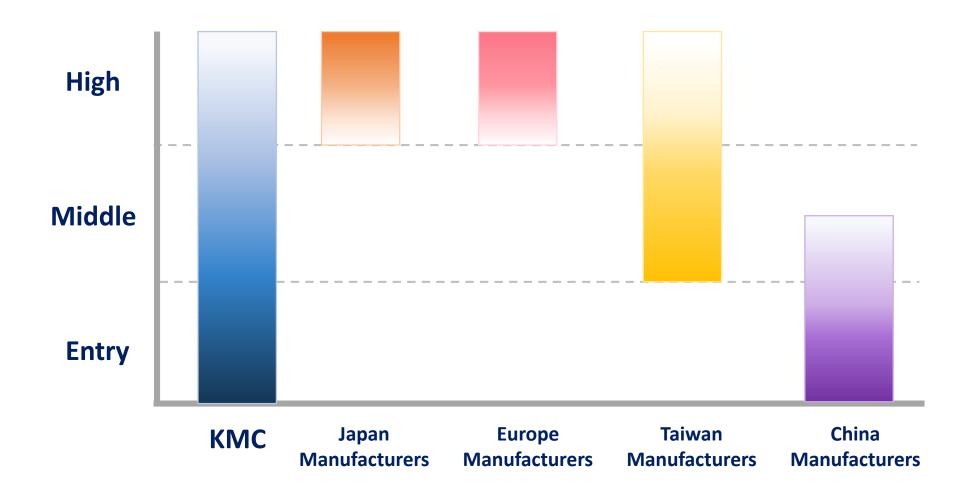


The first 9 months of FY24

Gross Margin



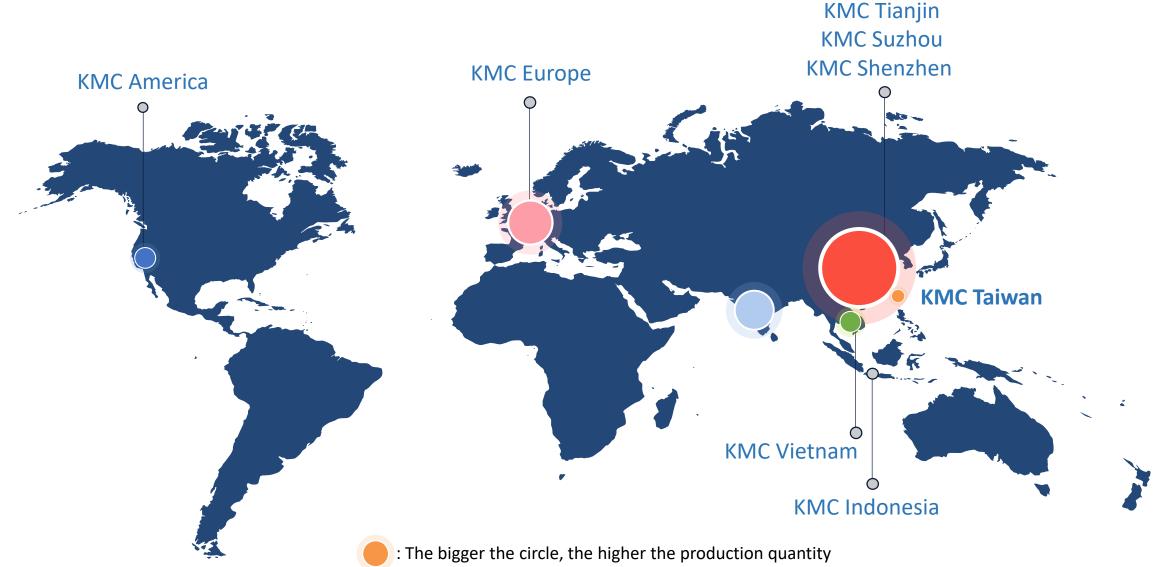
KMC Competitive edge - Product Advantage





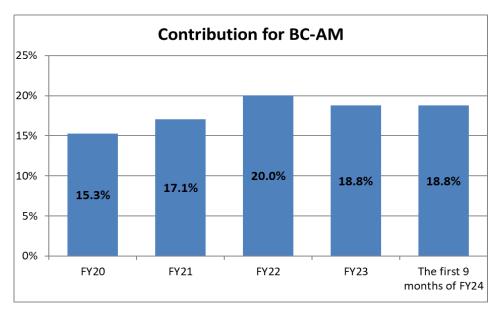


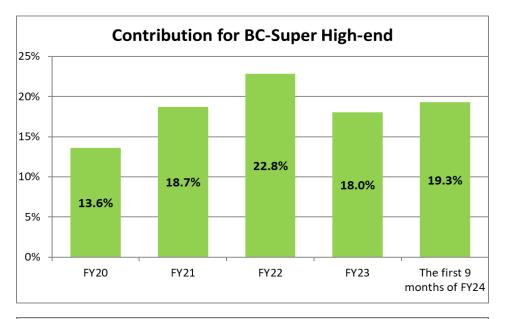
KMC Competitive edge - Channel Advantage

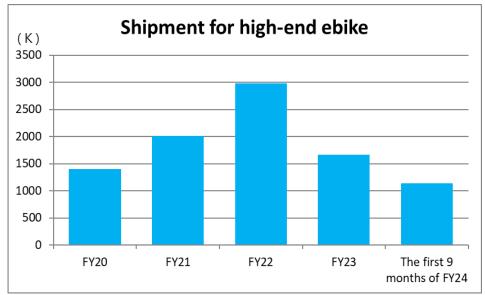




自行車鏈條事業部近期營運說明(Key Operating Update For Bike Chain)





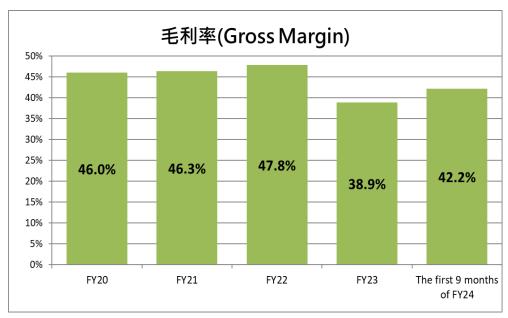


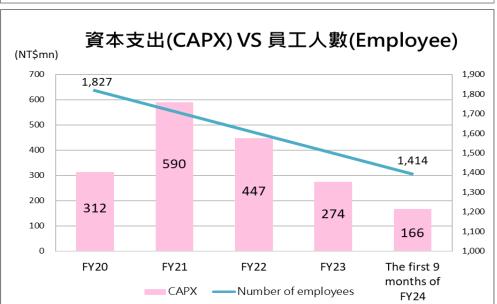


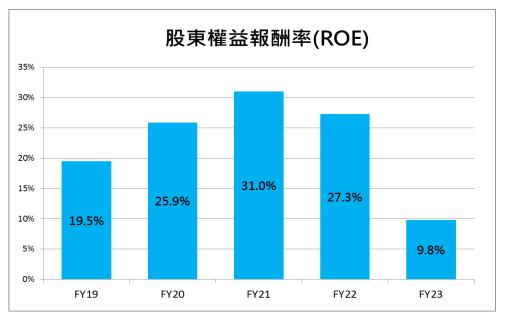


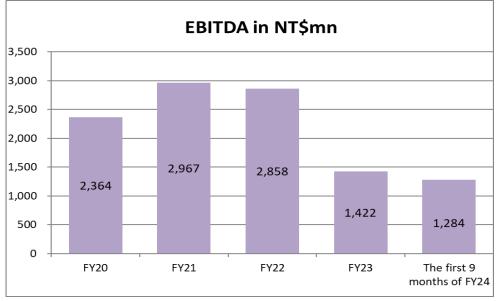


其他重要財務資訊(Other Financial Result)





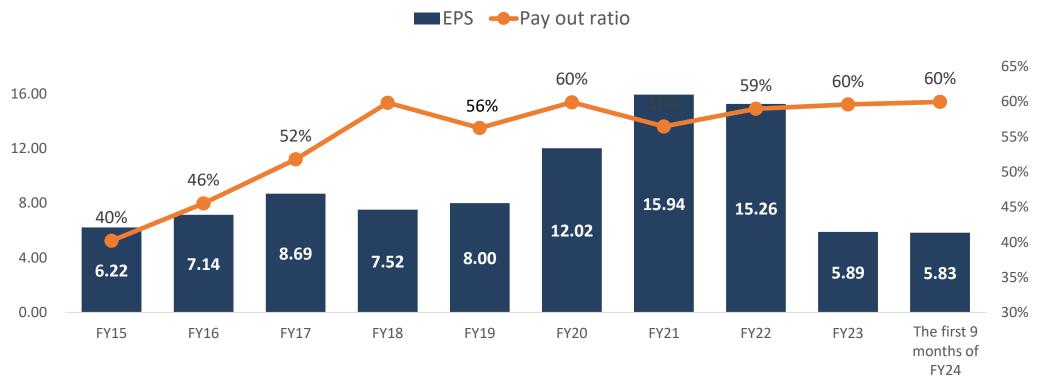








股利政策(Dividend Policy)



	Q1盈餘 (Q1 Earnings)	Q2盈餘 (Q2 Earnings)	Q3盈餘 (Q3 Earnings)	Q4盈餘 (Q4 Earnings)		
除息月份 Ex-dividend Date	9月 (Sep.)	12月(Dec.)	3月(Mar.)	6月(Jun.)		
發放月份 Payment Date	10月(Oct.)	1月(Jan.)	4月(Apr.)	7月(Jul.)		





簡要合併資產負債表 (Consolidated Balance Sheet)

合併資產負債表Consolidated Balance Sheet (Audited)

新台幣百萬元/Unit:NT\$ million

		FY20		FY21		FY22		FY23		The first 9 months of FY24	
現金及約當現金	Cash and cash equivalents	2,263 219		2,238	20%	3,656	29%	3,988	33%	4,679	36%
其他流動資產	Other current assets	2,538	24%	3,115	27%	2,538	20%	1,991	17%	1,469	11%
固定資產	Fixed assets	3,115	29%	3,374	30%	3,577	29%	3,415	28%	3,489	27%
其他資產	Other assets	2,745	26%	2,709	24%	2,673	21%	2,668	22%	3,486	27%
資產總計	Total Assets	10,660	100%	11,436	100%	12,444	100%	12,062	100%	13,124	100%
銀行借款及公司債	Loan from bank	2,563	24%	2,162	19%	2,642	21%	3,024	25%	3,019	23%
其他及長期負債	Other liabilities	1,694	16%	2,732	24%	2,279	18%	1,398	12%	1,674	13%
負債合計	Total Liabilities	4,257	40%	4,894	43%	4,921	40%	4,422	37%	4,694	36%
股本	Capital	1,260	12%	1,260	11%	1,260	10%	1,260	10%	1,260	10%
保留盈餘及其他	Retained Earnings	5,143	48%	5,282	46%	6,263	50%	6,380	53%	7,170	55%
股東權益合計	Total Equity	6,403	60%	6,542	57%	7,523	60%	7,640	63%	8,430	64%
負債及股東權益總計	Liabilities and Equity	10,660	100%	11,436	100%	12,444	100%	12,062	100%	13,124	100%



簡要合併損益表 (Consolidated Income Statement)

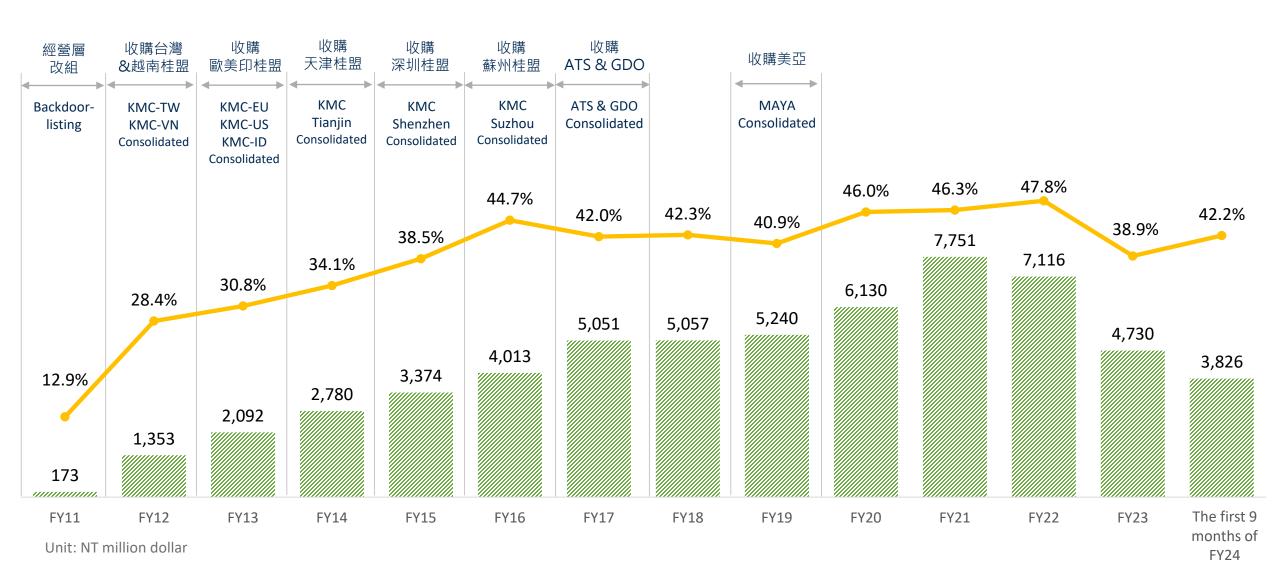
合併損益表Consolidated Income Statement(Audited)

新台幣百萬元/Unit:NT\$ million

		FY19		FY20		FY21		FY22		FY23		The first 9 months of FY24	
		收購N	1AYA										
		MA consol											
營業收入	Net Sales	5,240	100%	6,130	100%	7,751	100%	7,116	100%	4,730	100%	3,826	100%
營業毛利	Gross Profit	2,143	41%	2,819	46%	3,589	46%	3,401	48%	1,841	39%	1,616	42%
營業利益	Operating Profit	1,254	24%	1,974	32%	2,576	33%	2,340	33%	930	20%	900	24%
淨利	Net Income	1,007	19%	1,515	25%	2,008	26%	1,922	27%	742	16%	734	19%
每股盈餘	EPS(NT Dollars)	8.00		12.02		15.94		15.26		5.89		5.83	

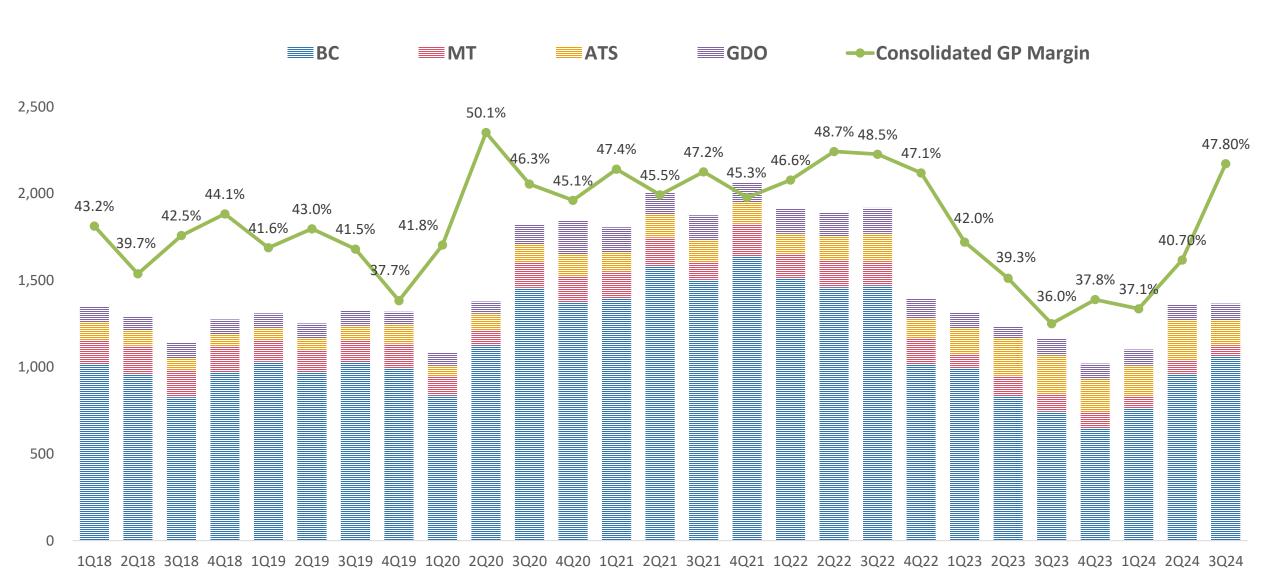


歷年營收及毛利率 (Annual Net Sales & GP Margin)





事業部季度營收及毛利 (BU Performance & GP Margin)





桂盟國際股份有限公司

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