



KMC (Kuei Meng) International Inc.

KMC (5306TT)

Investor Report for FY23





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.



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01

P A R T

KMCC Group

—— 集團簡介 ——



Carbon Footprint

First Chain
Manufacturer
To Obtain



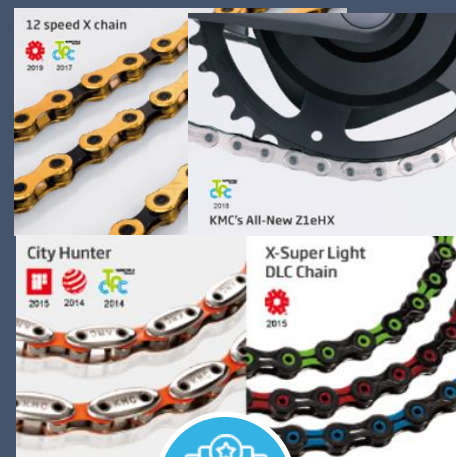
Market Capitalization

NT 16.6 Billion
(As of Dec. 31, 2023)



Brand Value

USD 83 Million



Awards

17 iF Awards &
5 Red Dot Awards



Revenue

FY23
Consolidated
Revenue
NT 4.73 Billion

KMC Group
the world's largest chain manufacturer

6 return trips

**Total production quantity by
distance since 1977**





Milestone

Composition
Cross-Straits

Listed, Start to
Intergrade and Develop

1989

2000

2012

2014

2017
5th Golden
Decade Plan

1986

Started
Partnership
With SHIMANO

Global
Operation

Strategy Partners
Introduced

1977

Established





Current Products and Services



Motorcycle Chain & Gears



Garage Door Opener



Automobile Timing System



Global Distribution



📍 Global Headquarters & Research Center

Tainan, Taiwan

📍 China Headquarters & Research Center

Suzhou, Jiangsu

📍 Global Production Sites

Taiwan

Vietnam

Tianjin x2

Shenzhen x3

Suzhou x3

📍 Global Services Centers

Taiwan

California, U.S.

Netherlands, Europe

Germany, Europe

Jakarta, Indonesia

Vietnam

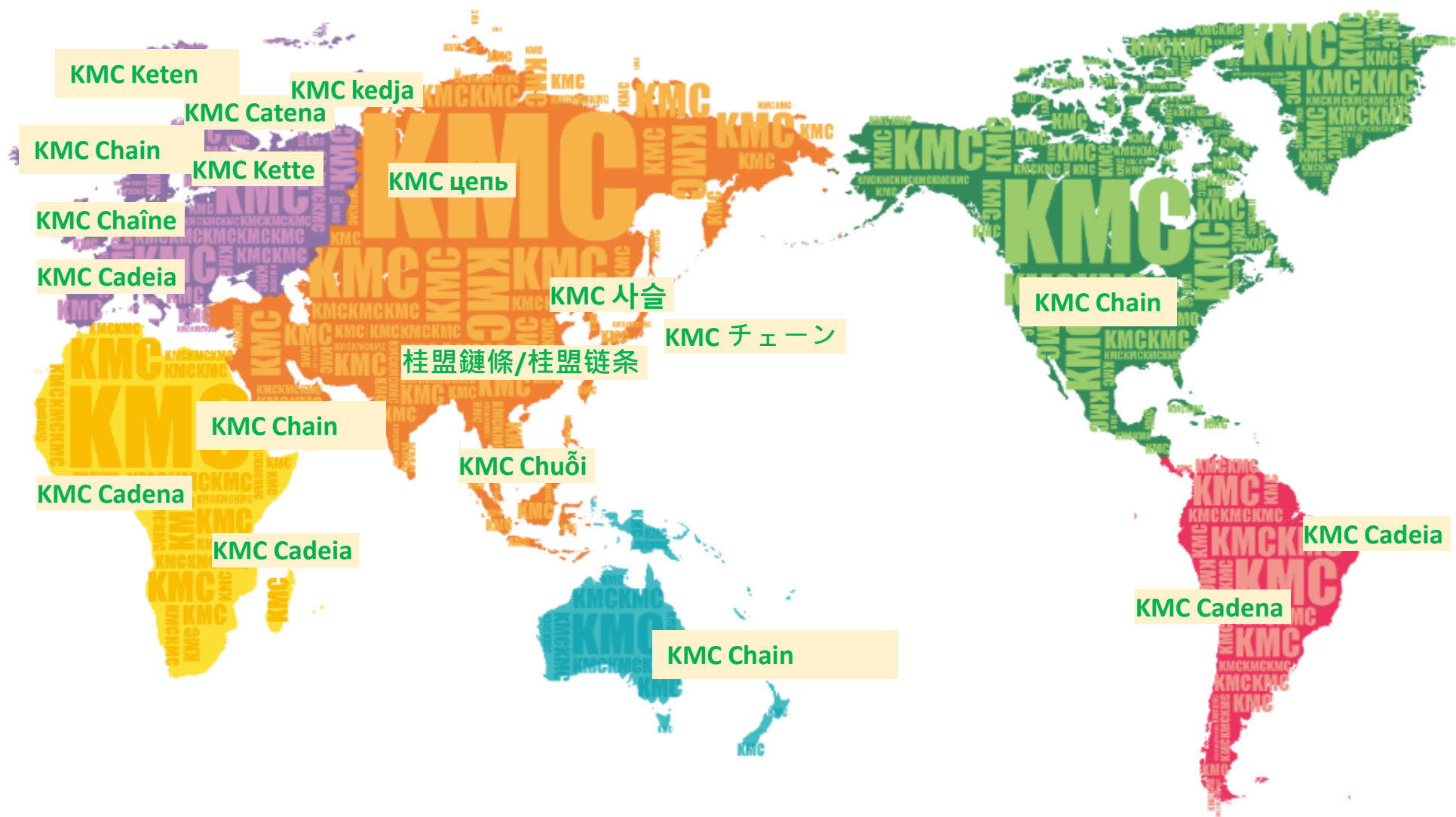
Tianjin

Shenzhen

Suzhou



KMC Reaches Over 150 Countries in 13 Languages





KMC Group Sales System

→ Direct
- - - Indirect



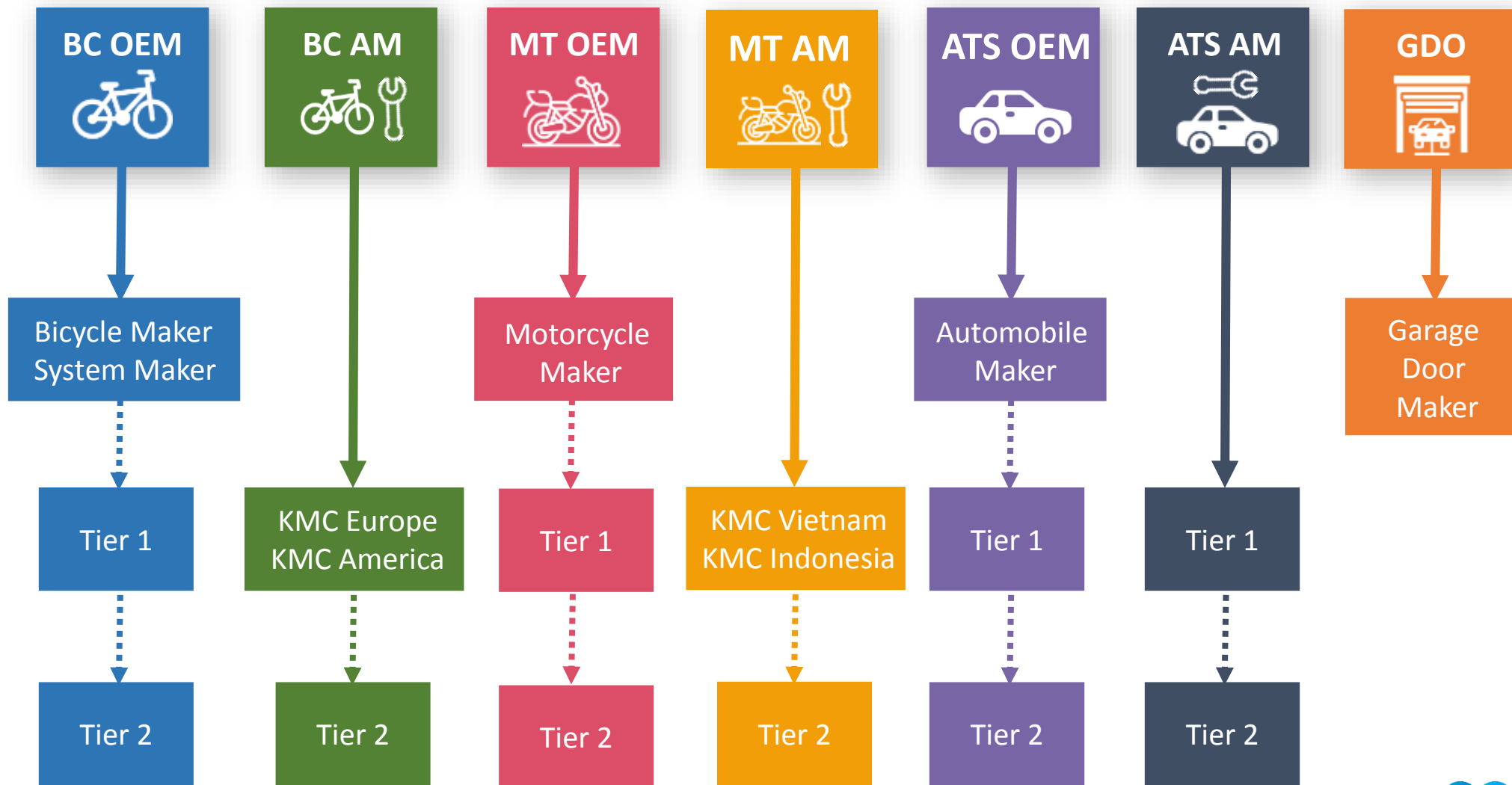
製造商
OEM



經銷商
Distributor



獨立車店
Independent
Dealer






KMC Group Industrial Value Chain



 Bicycle Chain and Component

 Motorcycle Chain and Gears

 Automobile Timing System

 Garage Door Opener

02

P A R T

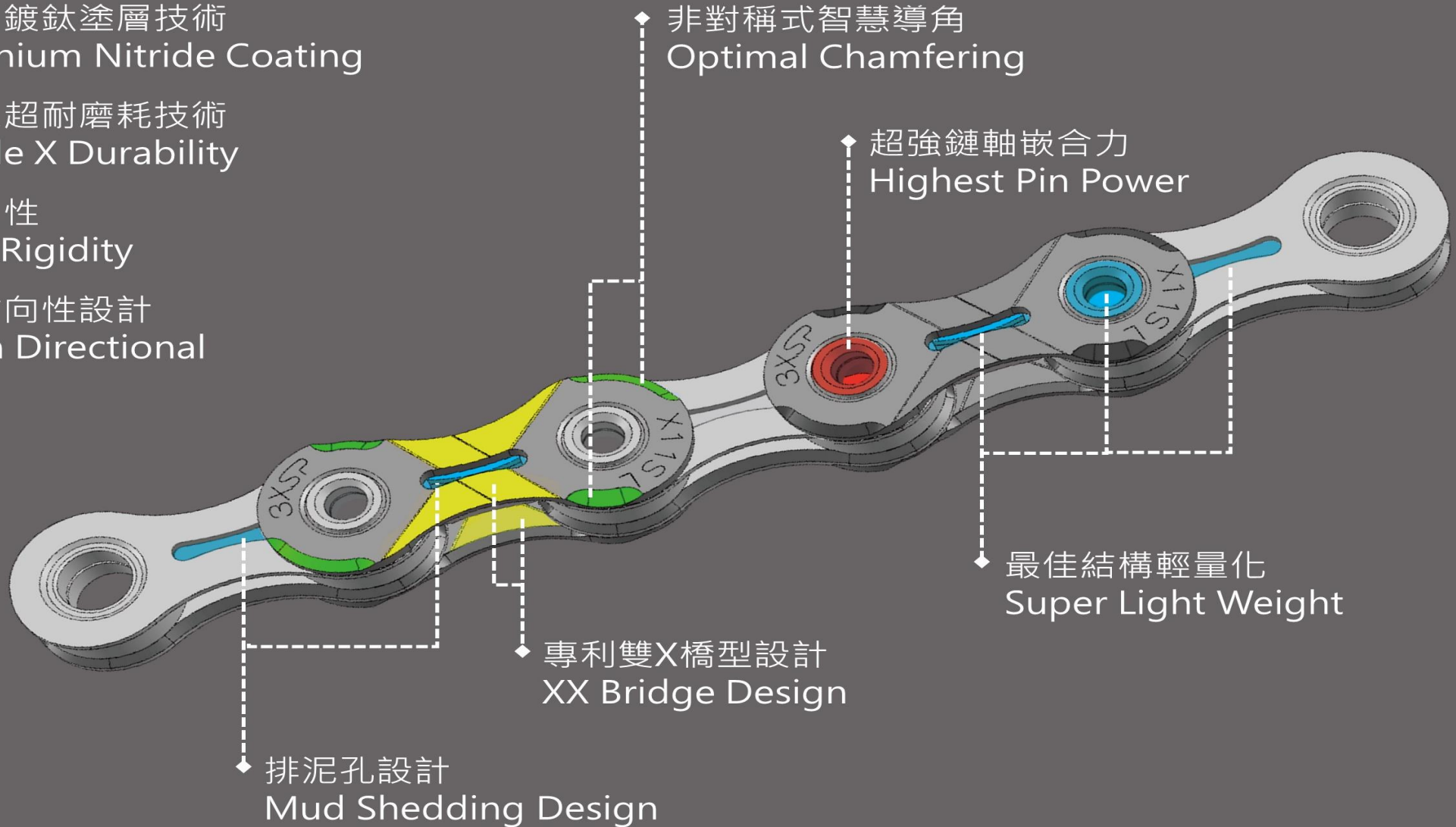
Pursuit of Excellence

—— 持續追求卓越的桂盟 ——



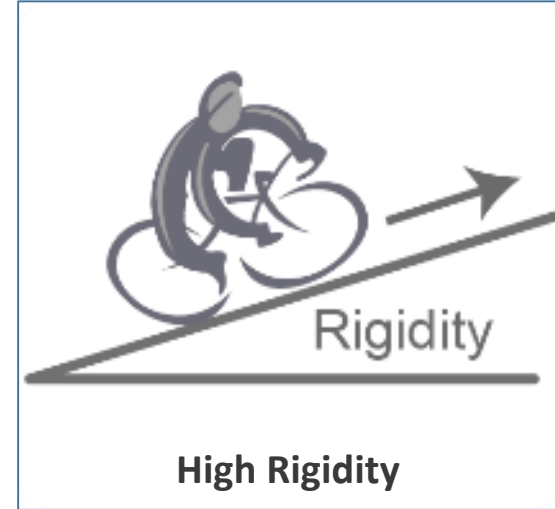
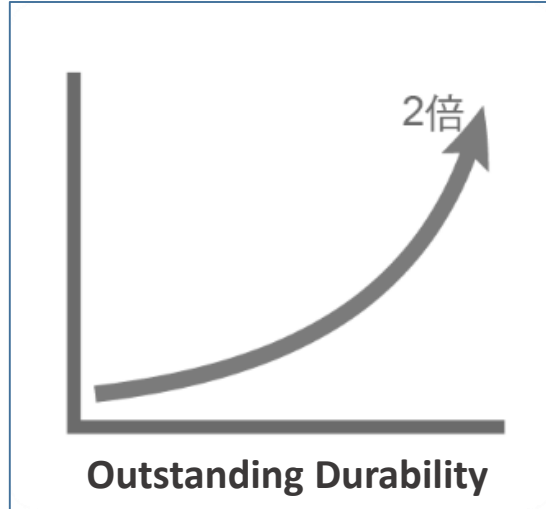
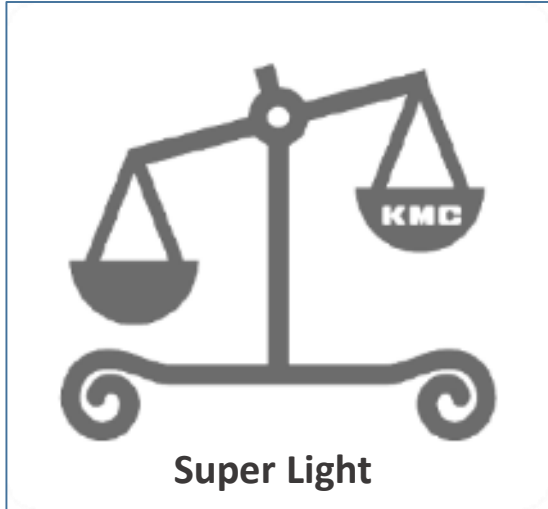
Unique KMC Chain

- ◆ 專利鍍鈦塗層技術
Titanium Nitride Coating
- ◆ 獨家超耐磨耗技術
Triple X Durability
- ◆ 高剛性
Hig Rigidity
- ◆ 無方向性設計
Non Directional



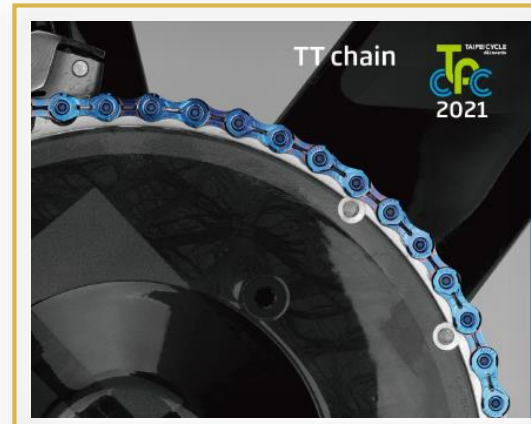


Why KMC Chain?



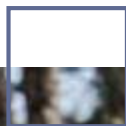
AWARDS

16 iF Awards in **13** consecutive years
5 Red Dot Awards in **3** years





Champion Story



TEAM CAJA RURAL

TEAM CAJA RURAL - SEGUROS RGA

AULAR SANABRIA ORLUIS ALBERTO

2023 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 SINSCHKE

2023 Tour of Qinghai Lake Stage 2 1st

FRANK VAN DEN DROEK

2023 Tour of Qinghai Lake Stages 4 1st

Triathlete

FREDERIC FUNK

2023 Ironman 70.3 World Championship 2nd



NS BIKES UR TEAM

Sponsor KMC Ridley
Mountainbike
Racing Team



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

03

P A R T

ESG

Environment, Social, Governance



The Green Promise



Green Cycle



Green
Facilities



Green
Production



Green Label



CREATING
a better world



Green Packaging



KMC ECO Solution Milestones



2011

Carbon emission investigation program

X10SL accomplished DNV carbon footprint review



2012

KMC entered the ERA of carbon footprint

X10SL obtain carbon footprint certification label



2014

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.



2022

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)



2023

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.



Sharing Is The Key To Corporate Sustainability

Kids 小騎士總動員



**National Team
國手協育**



Let's ride 樂騎綠動



**Dr. Chain
單車知識推行**



Charity 慈善公益



**小騎士
總動員**





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.

2019.12

Published 2018 CSR Report.

2018.06

1. Compiled the English version of consolidated financial reports for the Year 2017.
2. Comprehensively report the relevant information in English when holding shareholders' meeting.



The Milestone of Corporate Governance

2022.09

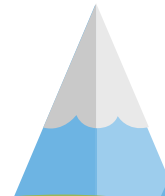
Introduced ISO 14064-1:2018 GHG inventory criteria and have obtained SGS Assurance Statement.

2023.08

Published material information in both Chinese and English.

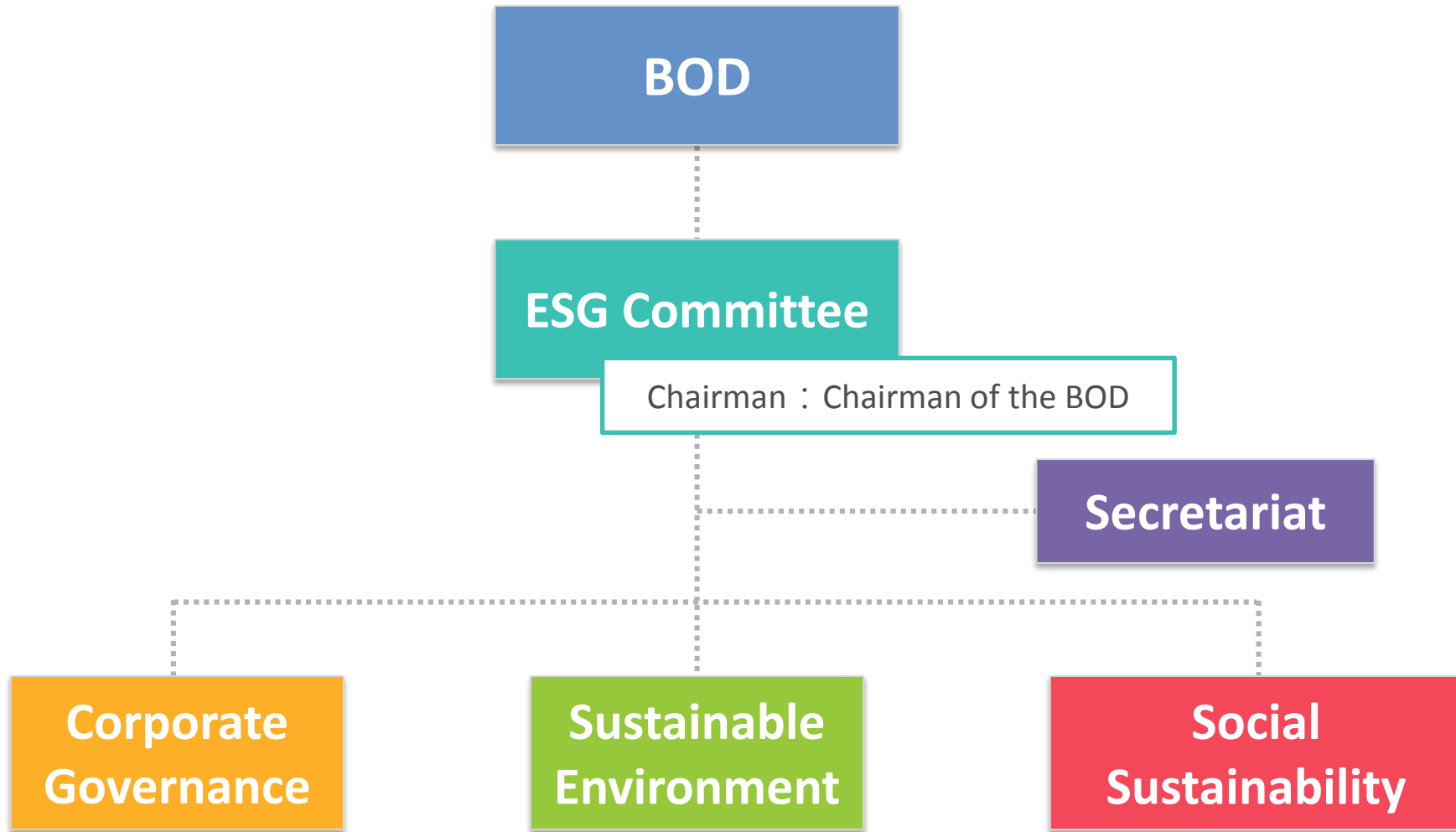
2021.07

Set up the ESG designated committee to promote and intensify KMC's sustainable development.





KMC ESG Committee



04

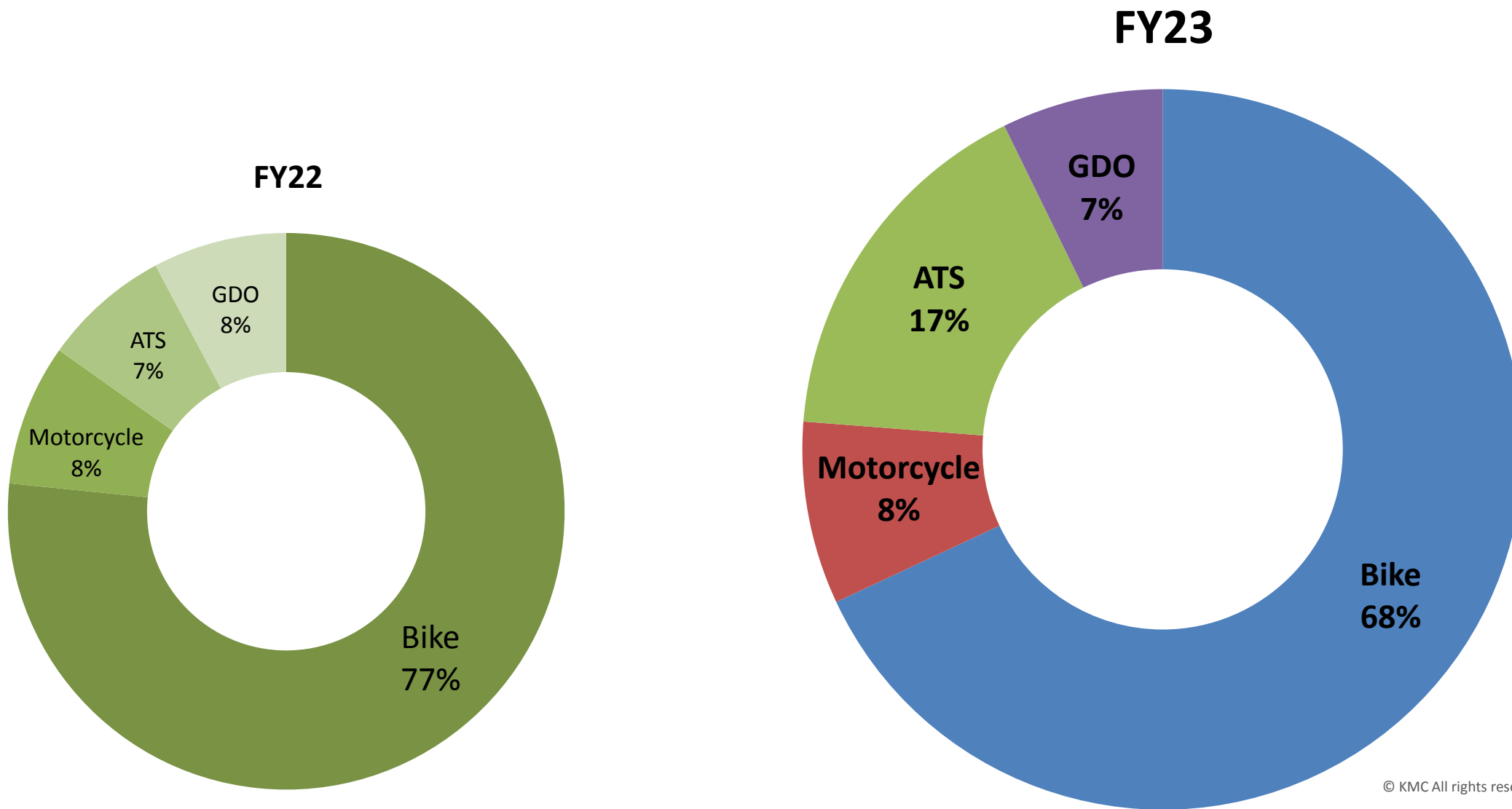
P A R T

Financial Results

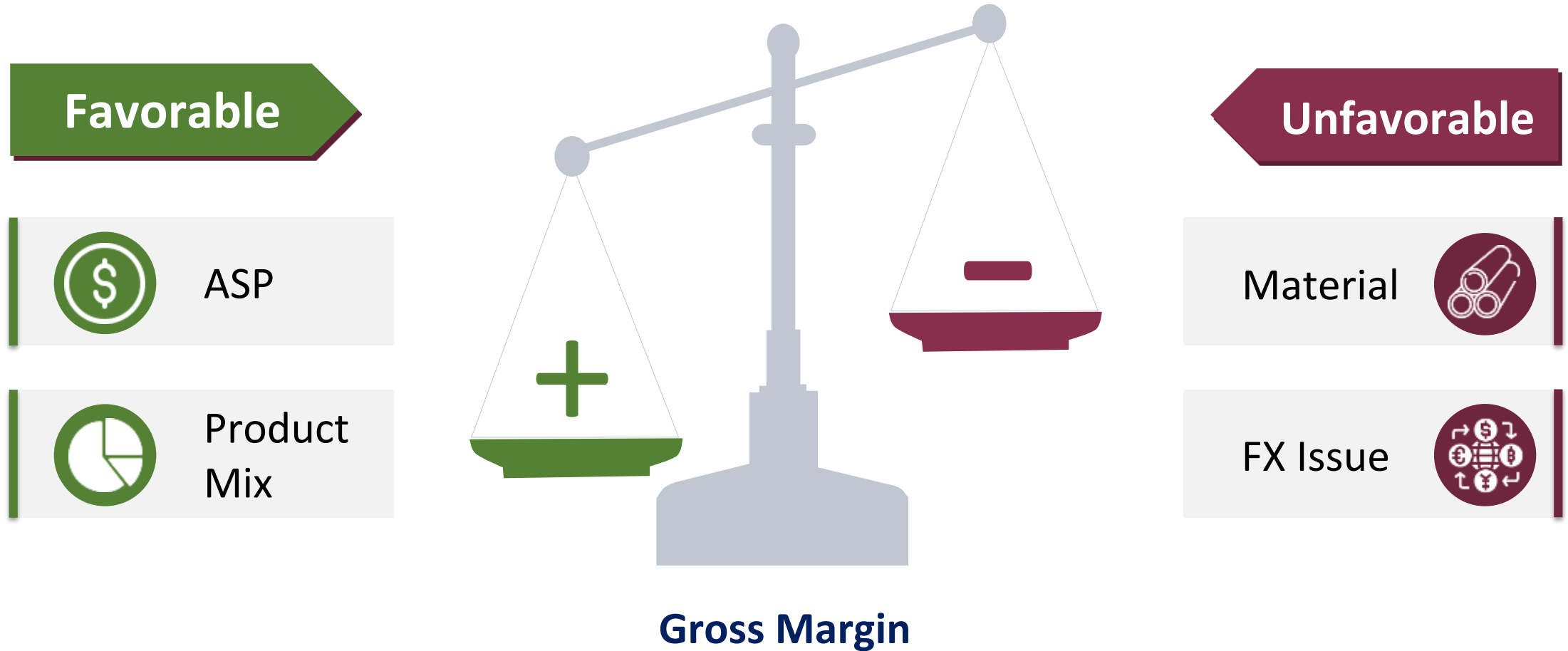
—— 財務資訊 ——



產品別業務比重 (Contribution by BU)

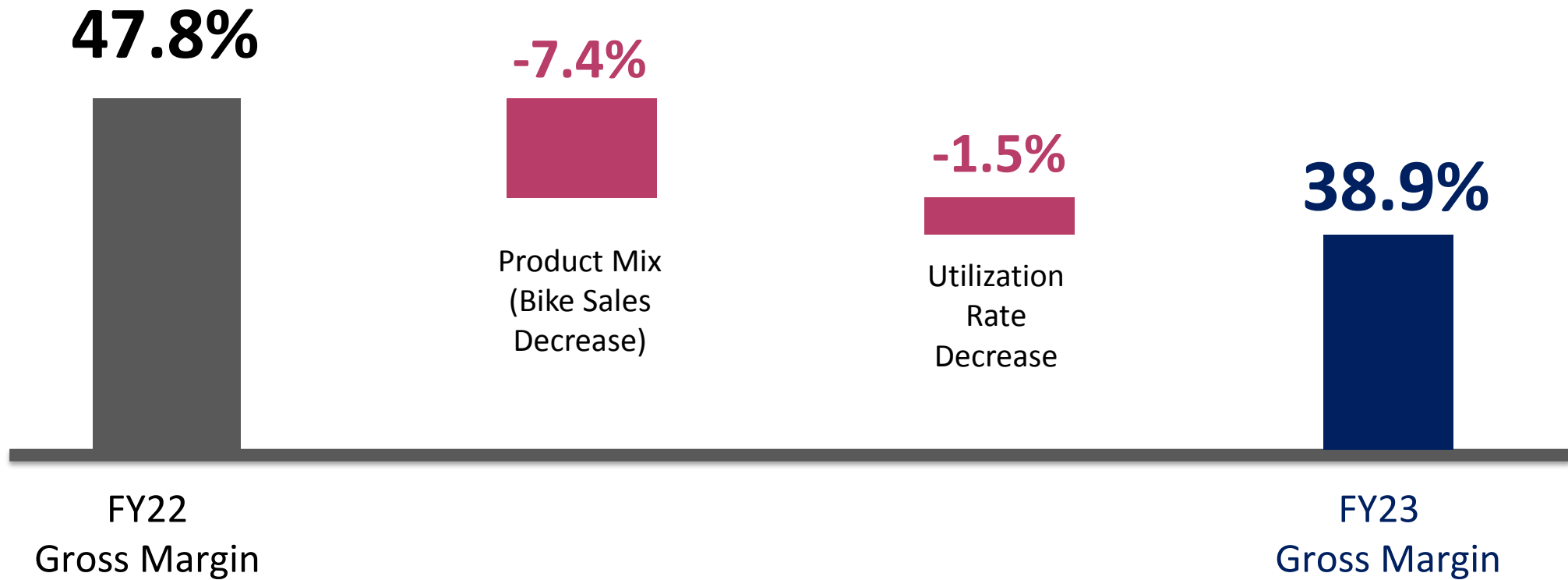


毛利率影響因子 (Important Factors of Gross Margin)



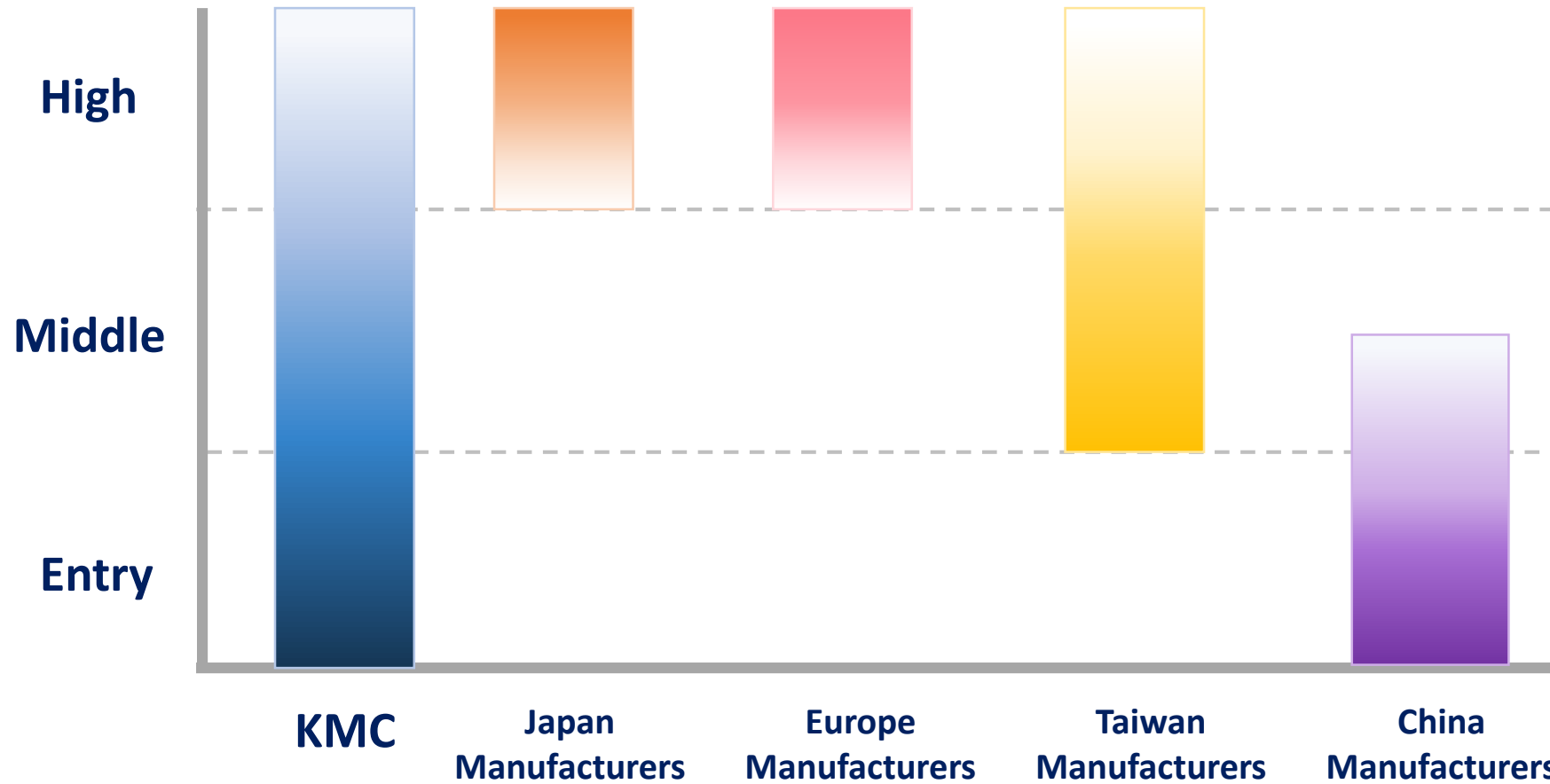


毛利率變動情形 (Change in Gross Margin)



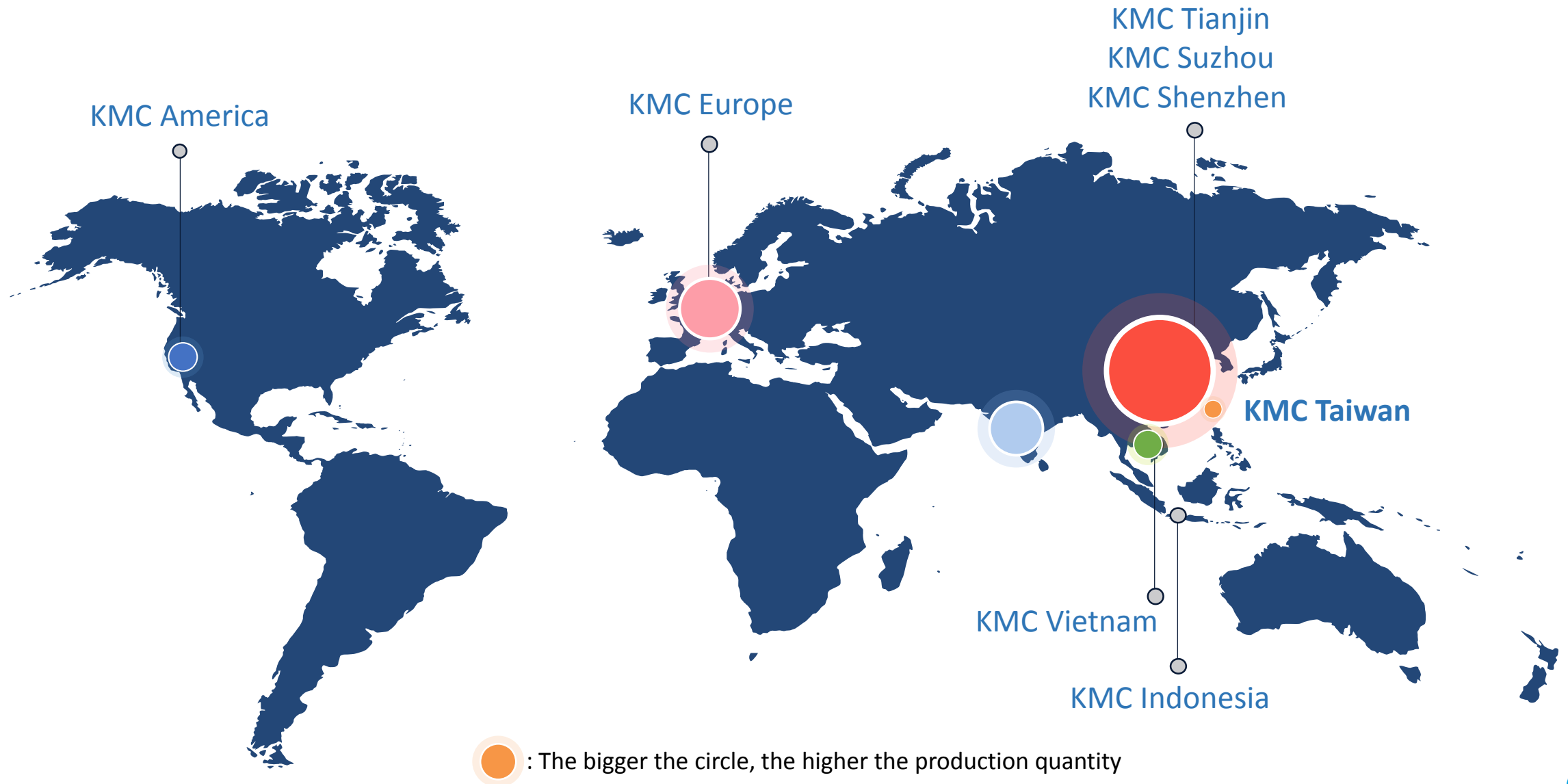



KMC Competitive edge – Product Advantage



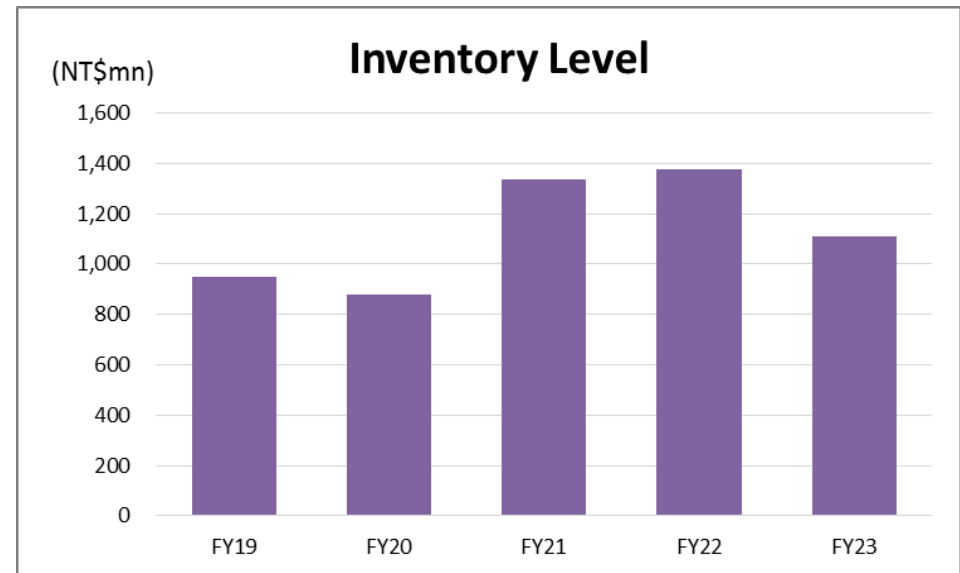
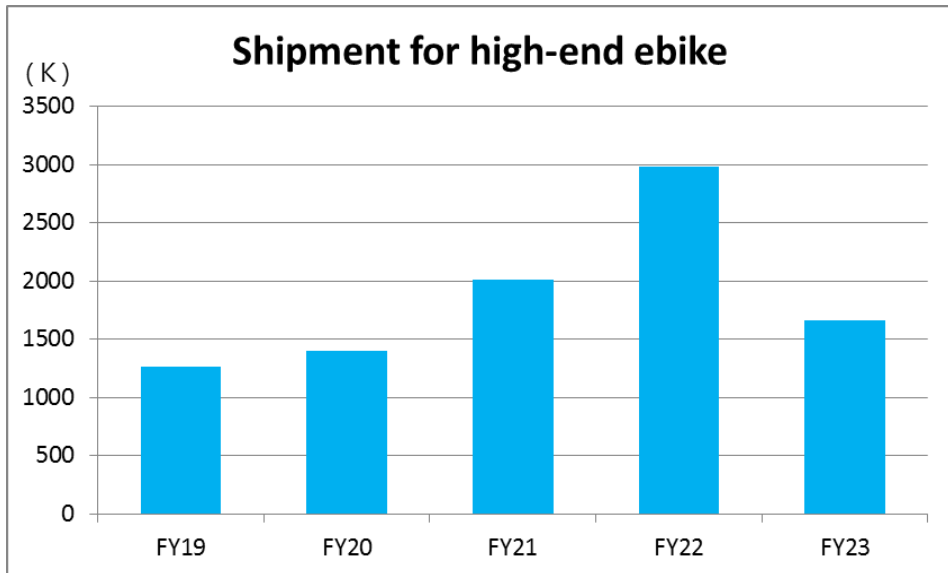
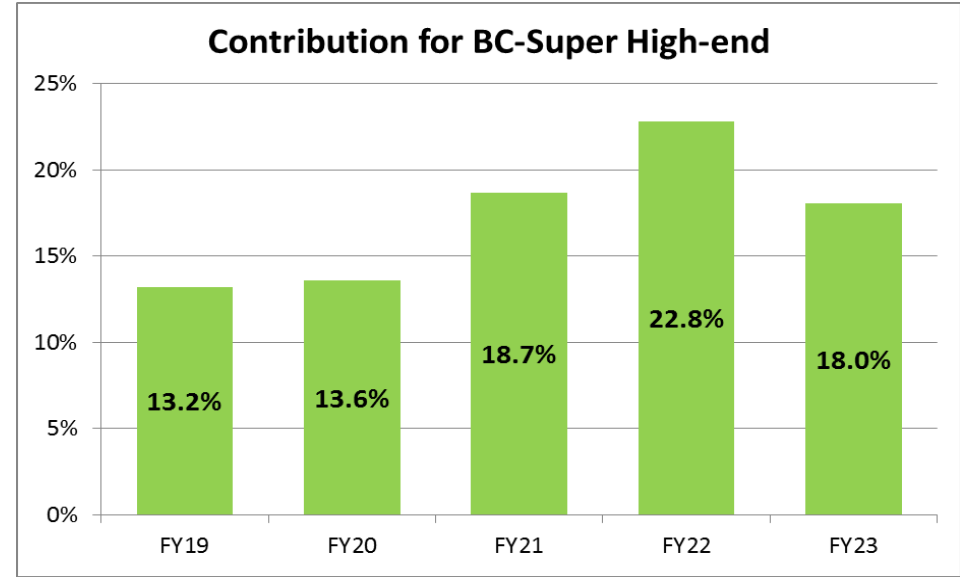
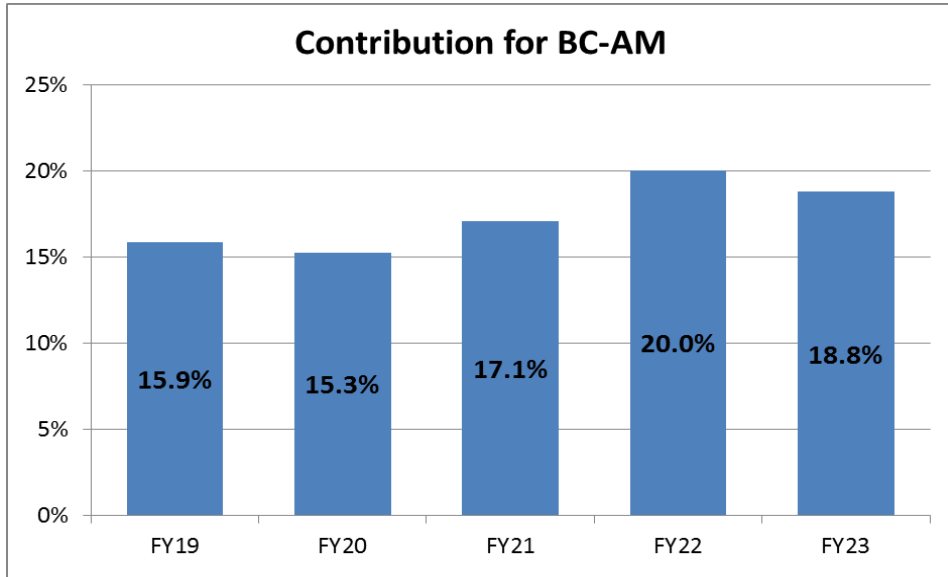


KMC Competitive edge – Channel Advantage



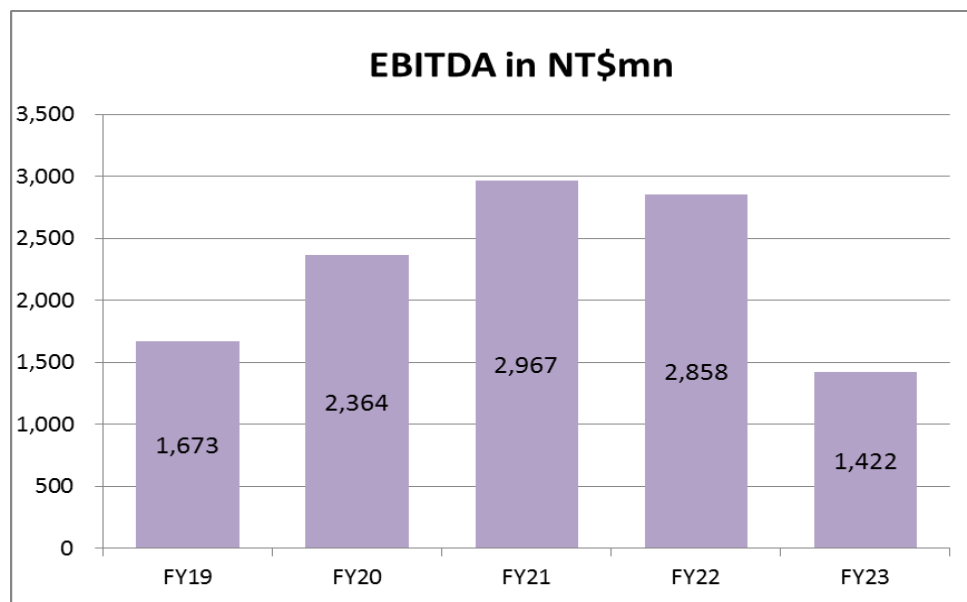
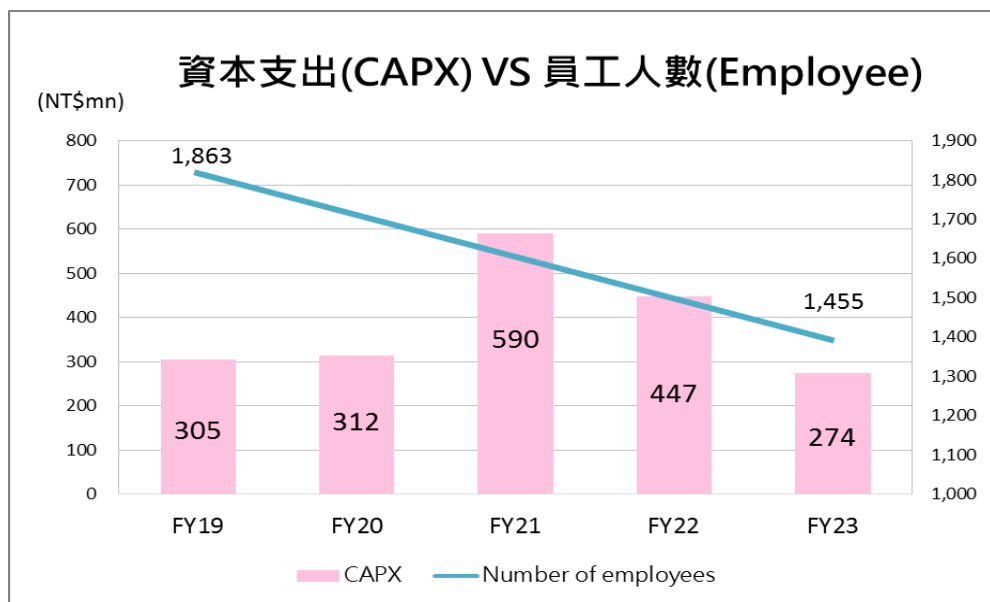
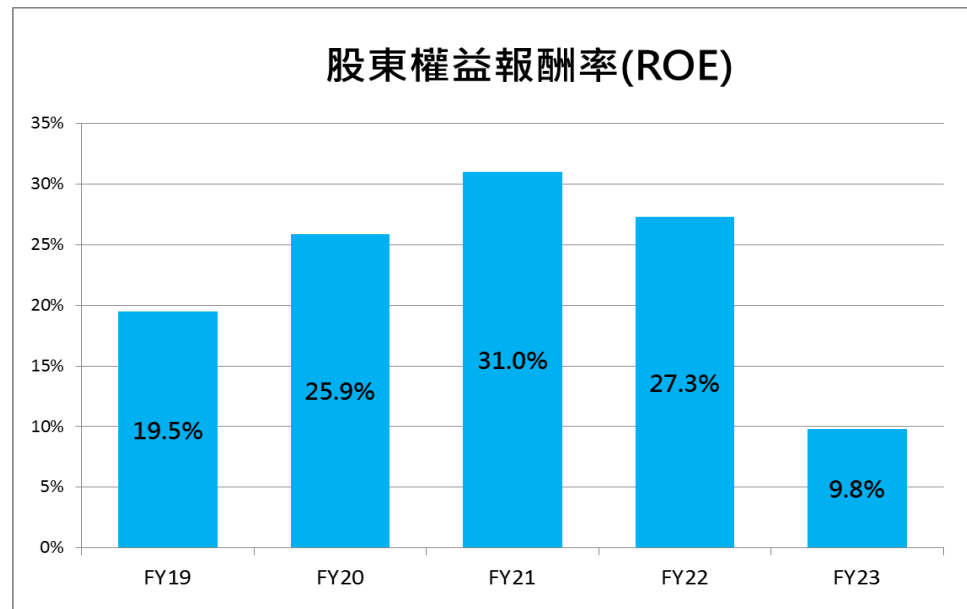
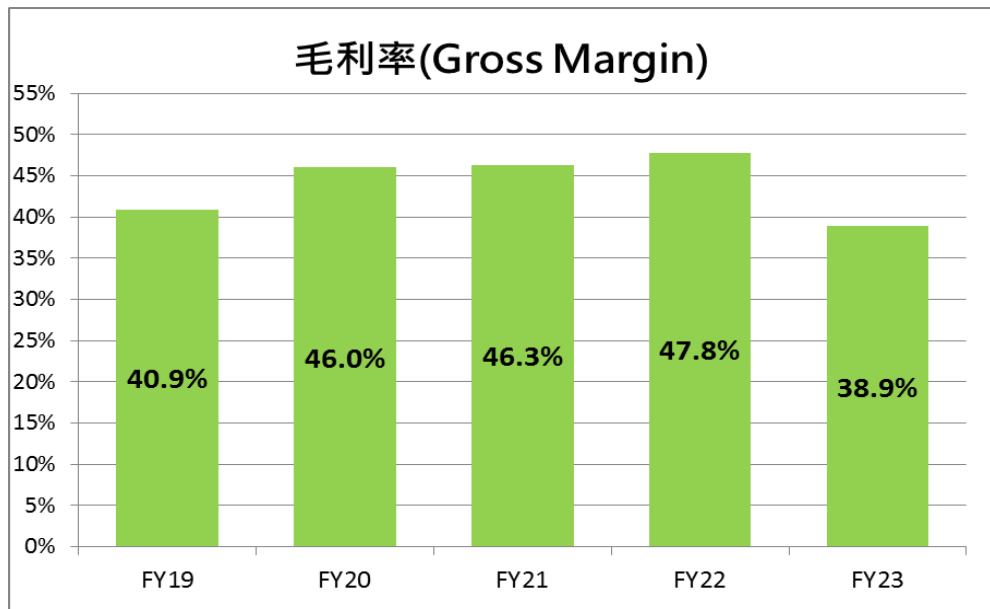
 : The bigger the circle, the higher the production quantity

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

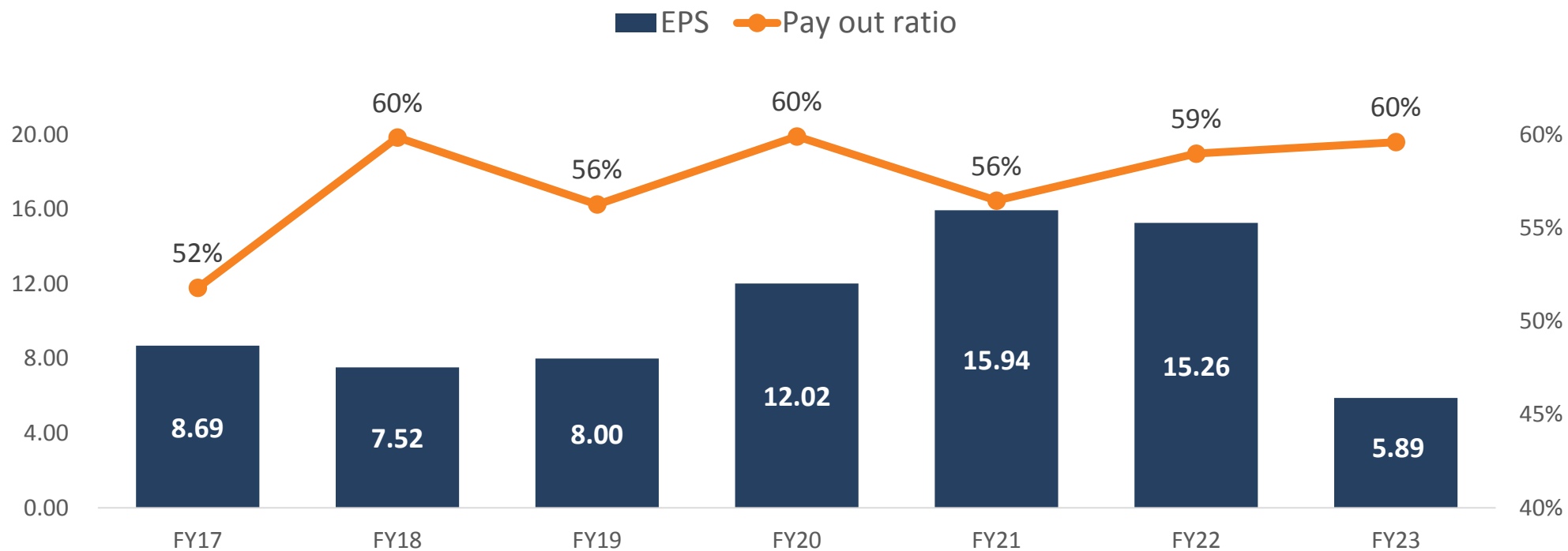




其他重要財務資訊 (Other Financial Result)



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

		FY19		FY20		FY21		FY22		FY23	
現金及約當現金	Cash and cash equivalents	1,825	18%	2,263	21%	2,238	20%	3,656	29%	3,988	33%
其他流動資產	Other current assets	2,248	23%	2,538	24%	3,115	27%	2,538	20%	1,991	17%
固定資產	Fixed assets	3,072	31%	3,115	29%	3,374	30%	3,577	29%	3,415	28%
其他資產	Other assets	2,816	28%	2,745	26%	2,709	24%	2,673	21%	2,668	22%
資產總計	Total Assets	9,961	100%	10,660	100%	11,436	100%	12,444	100%	12,062	100%
銀行借款及公司債	Loan from bank	3,353	34%	2,563	24%	2,162	19%	2,642	21%	3,024	25%
其他及長期負債	Other liabilities	1,330	13%	1,694	16%	2,732	24%	2,279	18%	1,398	12%
負債合計	Total Liabilities	4,683	47%	4,257	40%	4,894	43%	4,921	40%	4,422	37%
股本	Capital	1,260	13%	1,260	12%	1,260	11%	1,260	10%	1,260	10%
保留盈餘及其他	Retained Earnings	4,018	40%	5,143	48%	5,282	46%	6,263	50%	6,380	53%
股東權益合計	Total Equity	5,278	53%	6,403	60%	6,542	57%	7,523	60%	7,640	63%
負債及股東權益總計	Liabilities and Equity	9,961	100%	10,660	100%	11,436	100%	12,444	100%	12,062	100%



簡要合併損益表 (Consolidated Income Statement)

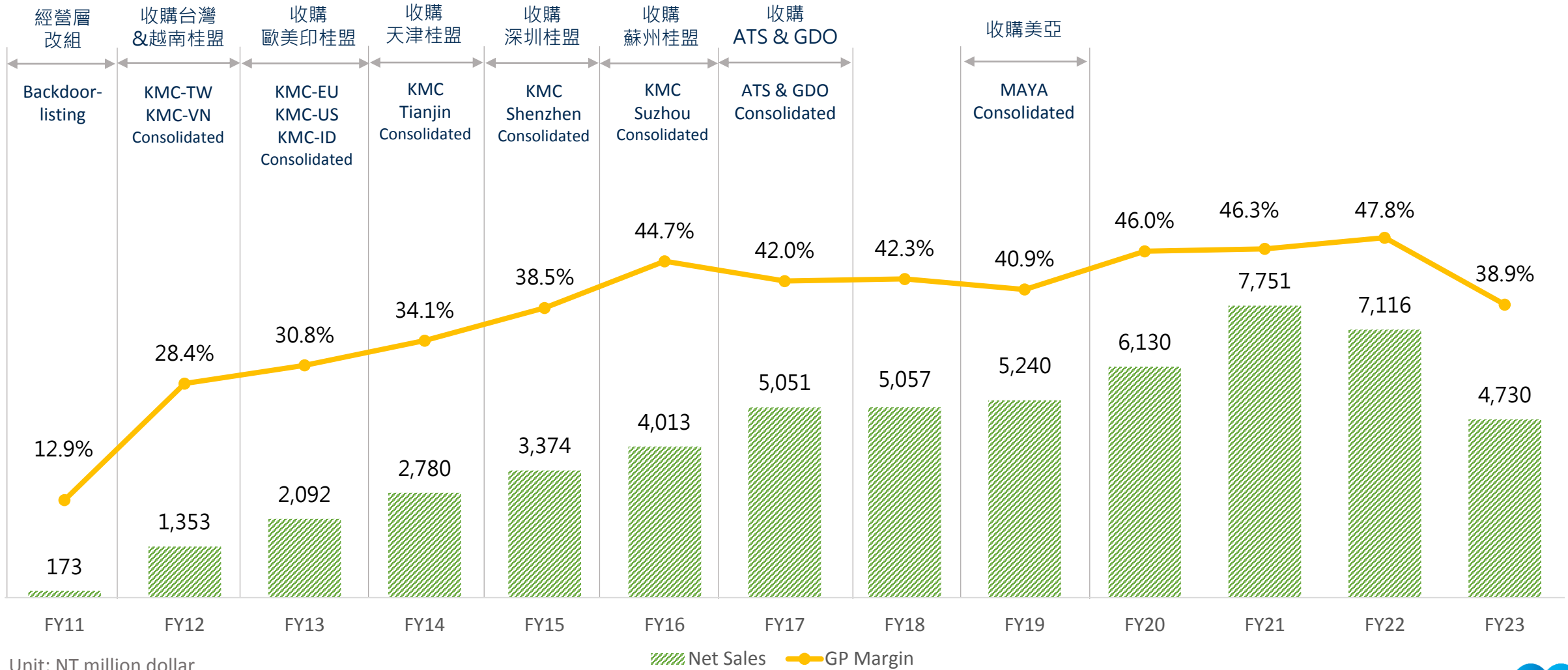
合併損益表 Consolidated Income Statement (Audited)

新台幣百萬元/Unit:NT\$ million

		FY18		FY19		FY20		FY21		FY22		FY23	
				收購MAYA									
				MAYA consolidated									
營業收入	Net Sales	5,057	100%	5,240	100%	6,130	100%	7,751	100%	7,116	100%	4,730	100%
營業毛利	Gross Profit	2,139	42%	2,143	41%	2,819	46%	3,589	46%	3,401	48%	1,841	39%
營業利益	Operating Profit	1,226	24%	1,254	24%	1,974	32%	2,576	33%	2,340	33%	930	20%
淨利	Net Income	948	19%	1,007	19%	1,515	25%	2,008	26%	1,922	27%	742	16%
每股盈餘	EPS(NT Dollars)	7.52		8.00		12.02		15.94		15.26		5.89	



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



Unit: NT million dollar

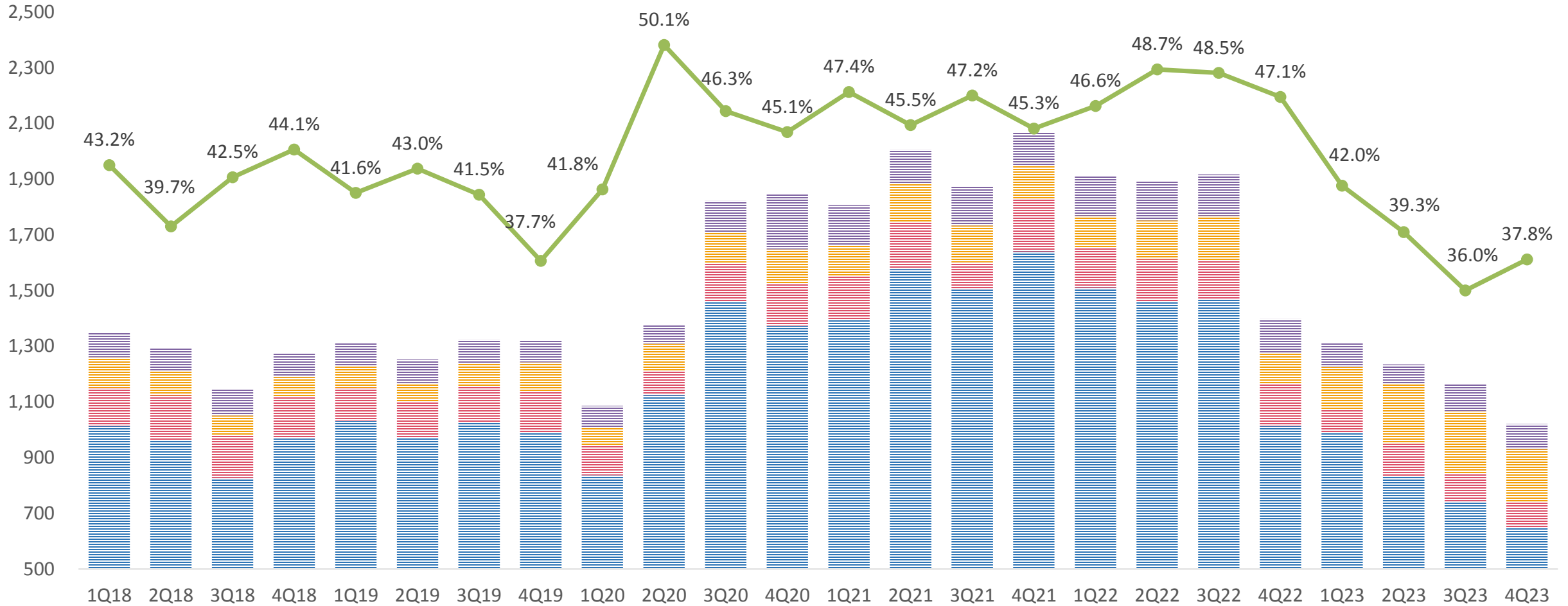
Net Sales GP Margin





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

BC MT ATS GDO Consolidated GP Margin





桂盟國際股份有限公司

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