

2023

# HONGFA INTRODUCTION

PERSEVERE FOR PROGRESS,  
STRIVE FOR EXCELLENCE!

Вебинар для региона РФ и РБ. 26.09.2023

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Xiamen Hongfa Electroacoustic Co., Ltd.



**About Hongfa**



**Core Competencies**



**Products & Service**



**Future Plans**



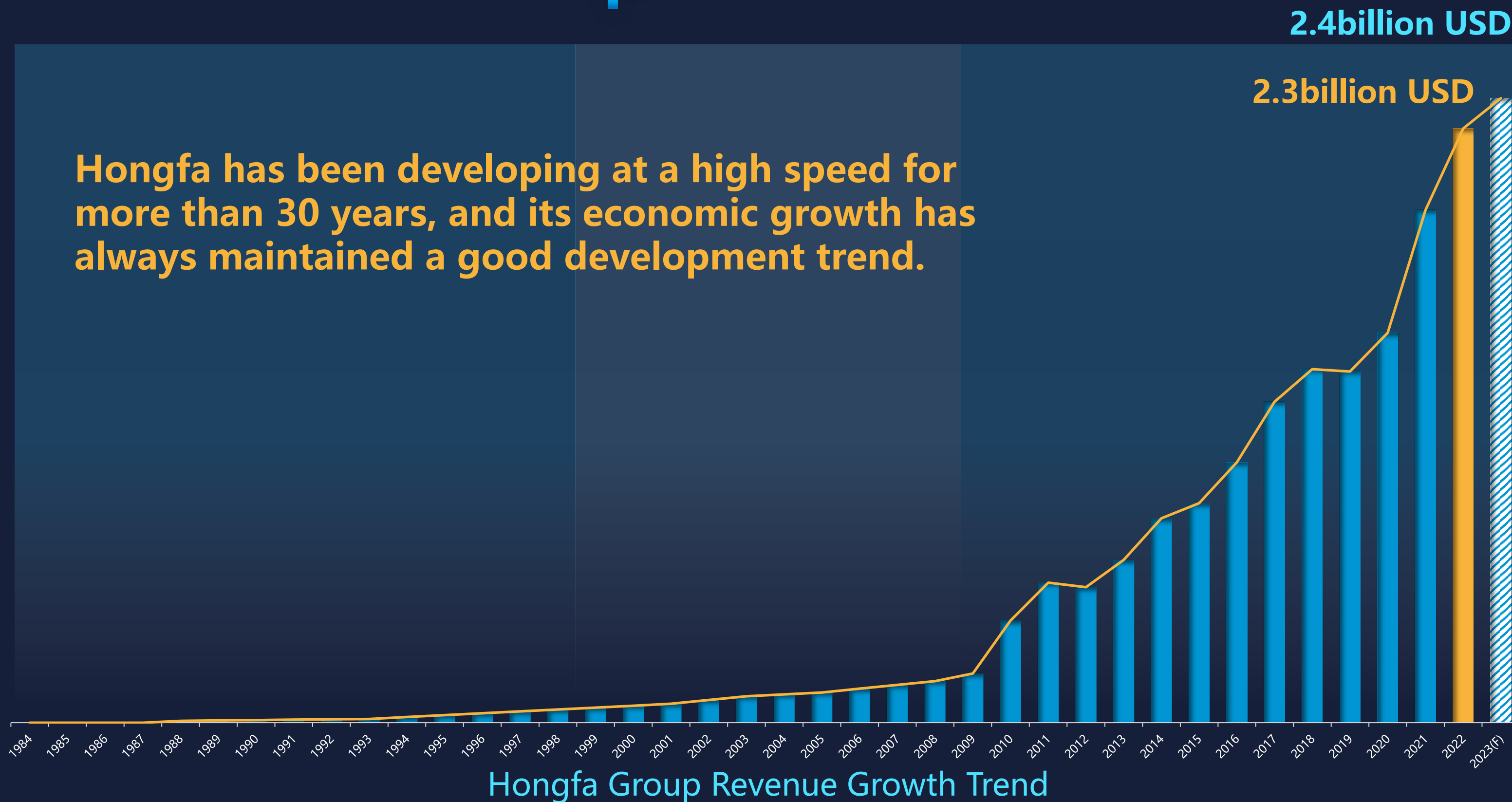
# ABOUT HONGFA

**Hongfa is the leader in global relay industry, founded in 1984.**

- **Hongfa provides multiple products such as relays, low voltage devices, high and low voltage panels, connectors, capacitors, precision parts and automation equipment.**
- **With more than 30 subsidiaries, it has established three R&D and production bases in Xiamen, Zhangzhou, Eastern and Western China, leveraging the advantages of the entire industrial chain of relays and associated products.**

# ECONOMIC SCALE

Hongfa has been developing at a high speed for more than 30 years, and its economic growth has always maintained a good development trend.

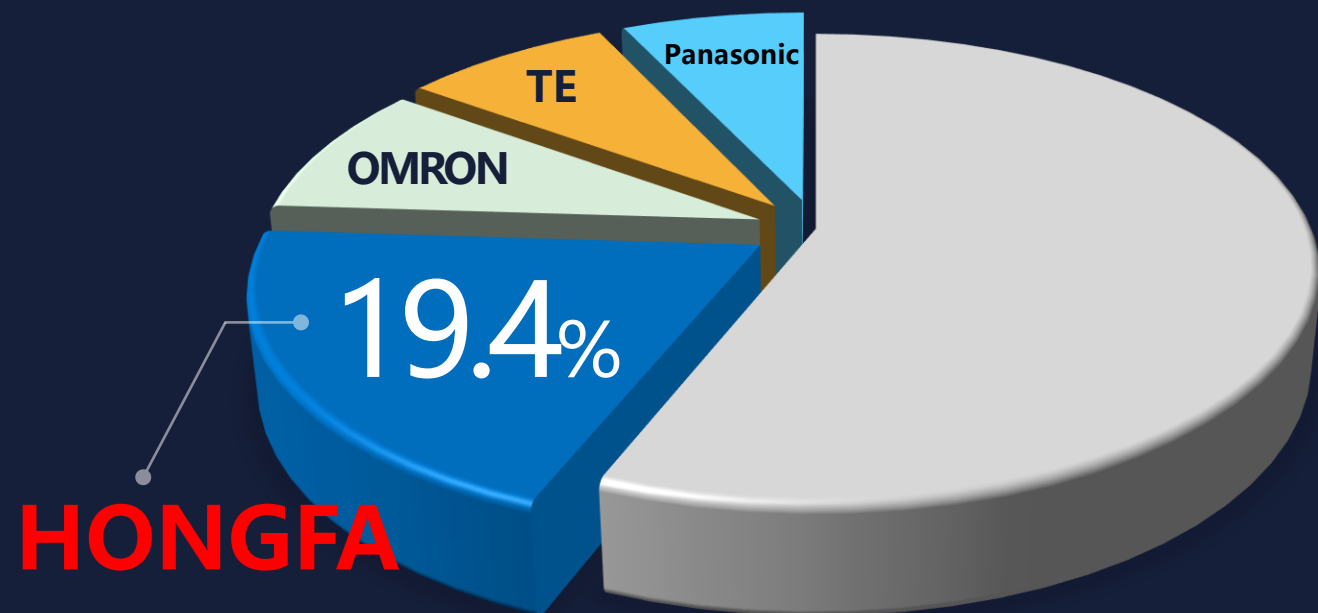


**20%**  
Average revenue growth rate

**34%**  
Average growth rate for original value of fixed assets

# MARKET PRESENCE

Global relay manufacturer share



Hongfa relay revenue of \$1.49B USD or 19.4%  
 Hongfa delivered over 2.7 Billion pieces in 2022

Global Relay Leader and Chinese Relay Industry Giant!



Since 2016 No.1 in global relay output.

Since 2017 No.1 in global relay revenues.

# GROWTH OF MARKET CAPITALIZATION

Stock code: SH600885



Listed among Top 100 Main Board Companies.

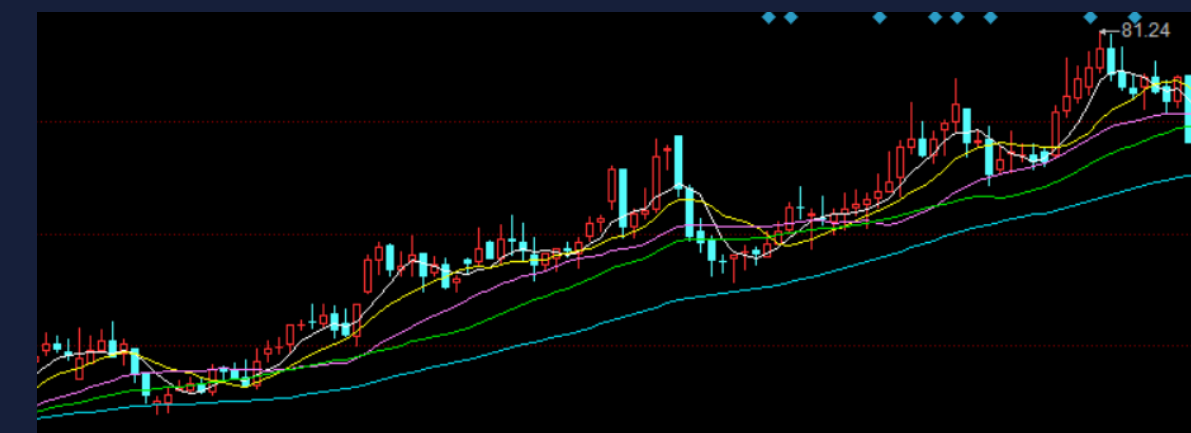


U.S. MSCIA Index Constituent Stock.  
U.K FTSE Russell Constituent Stock.

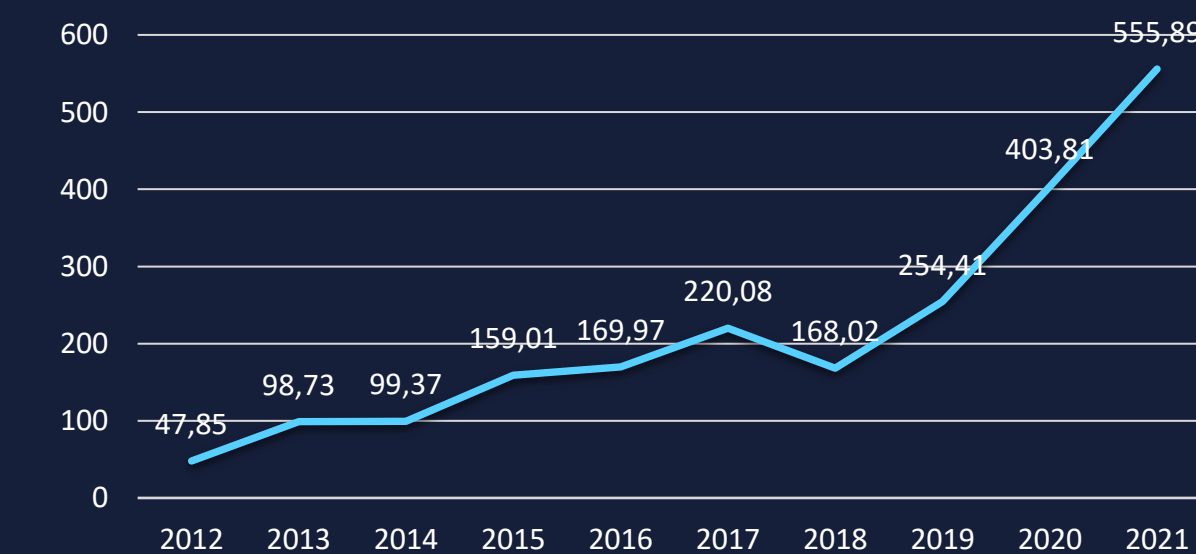


More than 10% foreign shareholding ratio among the A-share

### Hongfa Group Stock Growth Trend



### Hongfa Group Stock Value Trend



# CORPORATE STRUCTURE

7 Core Business Divisions, 30+ Subsidiaries



# PRODUCTION BASE

Total production area of 1000K m<sup>2</sup> and output value of 15K RMB per square meter of industrial land.



Bases in Xiamen and Zhangzhou: production area of 587K m<sup>2</sup>, 18 enterprises, annual output value of 5 Billion RMB



**Donglin Industrial Park**  
Automotive relays, low-voltage devices and precision parts



**Sunban Industrial Park**  
Power Relays



**Haicang Industrial Park**  
Latching and Signal relay, Automotive relays, L/H volt. Panels and automation equipment



**Zhangzhou Industrial Park**  
Power relays and injection mold

(Click the button to switch)

**Indonesia Electronic**

(Data Updated Till February 2022)



# 02



About Hongfa



Core Competencies



Products & Service



Future Plans



Why Hongfa?



# MANUFACTURING INDUSTRY CHAIN

## Quality is Core

HONGFA believes that quality products are made from quality components, and quality components rely on quality molds and dies.



Molding



Parts



Equipment



Automation assembly

To guarantee quality control of the industrial chain and enable production efficiency, Hongfa established its core competitiveness from parts in the front and assembly equipment in the rear. The self-sufficient industrial chain has assured high consistency and stability of the products.

# INDUSTRY LEADING MOLD DESIGN AND MANUFACTURING CAPABILITIES

- Introduce high-precision mold processes from Switzerland, Germany, US and Japan. allowing machining precision of 1μ.
- Establish automation line of mold process and inspection enabling unmanned production during night shifts. Annual mold design and manufacturing of great than 1000 molds.



Mold Automatic Processing Center



CNC Optical Grinding Machines



CNC Coordinate Grinding Machine



Coordinate Measuring Machine



Electric Discharge Machine

# INDEPENDENT MATCHING CAPABILITIES OF COMPONENTS IN THE SUPPLY CHAIN

500+ ARBURG Injection Molding Machine



MES System



30+ BRUDERER High Precision and High-speed Punch



10+ Productions line

# BEST-IN-CLASS DESIGN AND MANUFACTURING CAPABILITIES OF AUTOMATION EQUIPMENT



## 2.5 Billion RMB in Equipment technical transformation in 5 years.

- Hongfa started introducing high-end production lines from overseas since 1993 and has dedicated itself in building automation lines for more than 10 years.
- Presently all automation lines are designed and manufactured in-house by Hongfa.
- Hongfa provides high standard automation equipment, design and manufacturing services for non-standard lines.



Automatic electroplating production line



Latching Relay Automatic Production Lines



Power Relay Automatic Production Lines

- 200+ Automatic production lines
- >80% of lines are automated



Signal Relay Automatic Production Lines



Low-voltage Device Automatic Production Lines

# R&D AND INNOVATION

- First Chinese company to join UL
- HONGFA Technology Center is the only R&D center covering the whole industry chain, representing the highest R&D level in relay.
- HONGFA established the first China national-level technology center in the relay industry, academician & post-doctoral workstation.
- Promoting International Standardization — experts from Hongfa participate on IEC/TC94 International Standardization.



5%  
Revenue for R&D

1523+  
Patents

9  
National or industrial  
standards formulated

5  
Technical experts for  
internal standards

13  
National or industrial  
standards jointly  
participated



# LEADING TEST CENTER IN RELAY AROUND THE WORLD



## Three Key Product Test Labs

- Relay
- Switch
- Electrical Power

## Four Public Service Labs

- Environmental Reliability
- Calibration
- Analysis
- Test Technology Development

## Seven corporate Labs

- Zhangzhou Hongfa Labs
- Sichuan Hongfa Labs
- Ningbo Jinhai Labs
- HTE Labs
- Zhejiang Hongzhou Labs
- HF Hermetically Sealed Labs
- Hongfa Wufeng Labs

Hongfa's Testing and Analysis Lab are fully approved by UL in North America, VDE in Germany, CNAS in China and test reports recognized by ILAC.

- The only laboratory in the field of electronic components in China that has signed the preferred partner agreement with VDE (only 6 laboratories in the world).
- First UL-CTDP lab and VDE-TDAP lab in China and in the overall electronic components industry.
- First Chinese company to join UL.
- Independently develop non-standard test systems depending on specific customers application requirements.
- Formulation of international standards such as IEC61810-2/-2-1, IEC61810-10, and Chinese standards such as GB/T 21711.7 and GB/T 16608.50-55.





# QUALITY MANAGEMENT

Hongfa believes quality is its lifeline, always pursuing impeccable quality to bring customer satisfaction.



Guided by customers' needs and expectations, Hongfa integration management system was established based on ISO9001/ IATF 16949/ ISO14001/ ISO45001/ IECQ QC080000/ ISO/IEC 27001 coupled with Two Integration Management System and Criteria for performance excellence.



Hongfa implements comprehensive and critical quality management for the whole production process of every product to strive to 'zero defect' at customer side.



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About Hongfa



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# PRODUCT BREADTH

## Relay



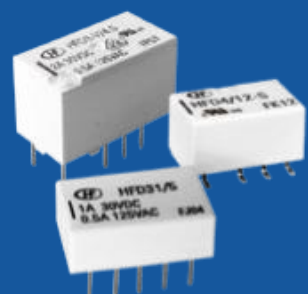
Power relays



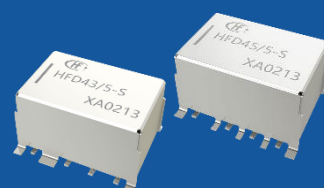
Latching relays



New energy relays



Signal relays



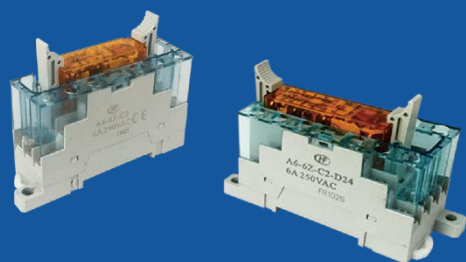
Radio-Frequency relays



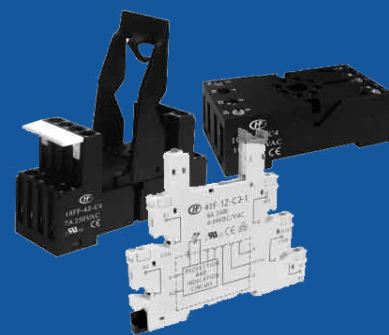
Automotive relays and module



Industrial relays



Force guided relays



Relay socket

## Switch Electric



Low-voltage device



L/H volt. complete equipment

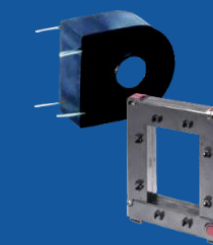
## New Products



Capacitors



Vacuum interrupter



CT transformer



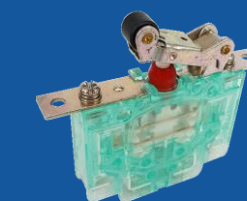
RF connector



Vacuum pump



Oxygen sensor



Snap-action switch



Automation production line Industrial robot  
**Automation Equipment**



**Electronic module**

# SALES & SUPPORT NETWORK

Products exported to the world  
**120**

Overseas sales agency  
**9**

Global Logistics Center  
**7**  
(Europe, North America, HK, Shanghai, Beijing, Sichuan, Xiamen(HQ))



Xiamen(HQ)



Hongfa Europe



Hongfa America



KG Technologies



HongKong



Beijing



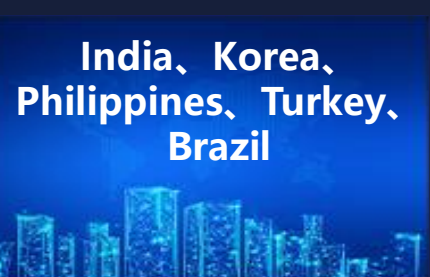
Shanghai



Sichuan



Zhejiang



India, Korea, Philippines, Turkey, Brazil

# LEADING HUMAN RESOURCES ADVANTAGE

Guided by the concept of “people-oriented, cultivating top talent”. Hongfa has gained the advantage of leading human resources in the industry by in-house training and global talent inclusion, resulting in high-quality technical and managerial teams.

**18** Employees - with doctoral degrees (post-doctoral included)

**62** Senior technicians

**105** Senior engineers

**4** National honors employees

**33** Six Sigma Black Belt certified employees

**4** Senior Economists

**26** Expert consultants

**10** Provincial honors such as Skill Masters

Collaboration with Universities to enhance technical and management talent. Strengthening technical and innovative capabilities



# HONGFA'S ACHIEVEMENTS



## Government Honors (750+)

- China Top 100 Electronic Information Companies
- China's Top 100 companies of Electronic Components for 26 years; Ranked 8 in 2020.
- China Manufacturing Hidden Champion Manufacturing Champion Model company.
- China's Top 50 electronic information industry social contribution companies.

## Customer Awards (500+)

- LG: High Quality Partnership
- GREE: Quality Model Supplier
- HUAWEI: Quality Progress Award
- Midea: Outstanding Contribution Award; Excellent Quality Award
- Canon: Canon Preferred Supplier
- Delphi : Pinnacle Award for Supplier Excellence
- Great Wall : Engineering Progress Award with Zero Defect
- Ford : Q1 Certificate
- EATON: Excellent Supplier
- Schneider : Excellent Supplier
- CATL: Excellent Supplier
- Haixing: Strategic Supplier
- Emerson : Best Cooperation Award
- Haiwan: Best Management Efficiency Award

# Future » Plans



## 2025

- The sales revenue is 16 billion yuan, with an average annual sales revenue of over 1 million yuan per person.
- Hongfa has become an international first-class brand in the relay industry, firmly ranking first in the industry. Becoming one of the important suppliers of switch product manufacturing in China, Hongfa entered the connector manufacturers list.



**Спасибо за внимание!**

Hongfa technology, for a better life!



WECHAT



MICROSITE