

2021

HONGFA INTRODUCTION

PERSEVERE FOR PROGRESS,
STRIVE FOR EXCELLENCE!

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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.**

HONGFA MILESTONES

Every leap forward development of Hongfa in different stages of entrepreneurship benefits from correct strategic guidance and phased development goals.

Phase I (1984-1998)

Development goal: China's Largest Relay Manufacturer.
Strategic thought: Focused on the market , Winning through quality.

Phase
I

1984 Founded

1987

Market & Product alignment.

1987: First enterprise certified by UL in Chinese relay industry.

1988

Market orientation-capturing success with high quality.

1993: First "National Key New High-Tech -Enterprise" in Chinese relay industry.

1991

Assigned corporate purpose of "Persevere for progress, strive for excellence."

1995: Ranked in the list of "China's Top 100 Companies of Electronic Component."

1994

Realize export-oriented strategy with export exceeding import.

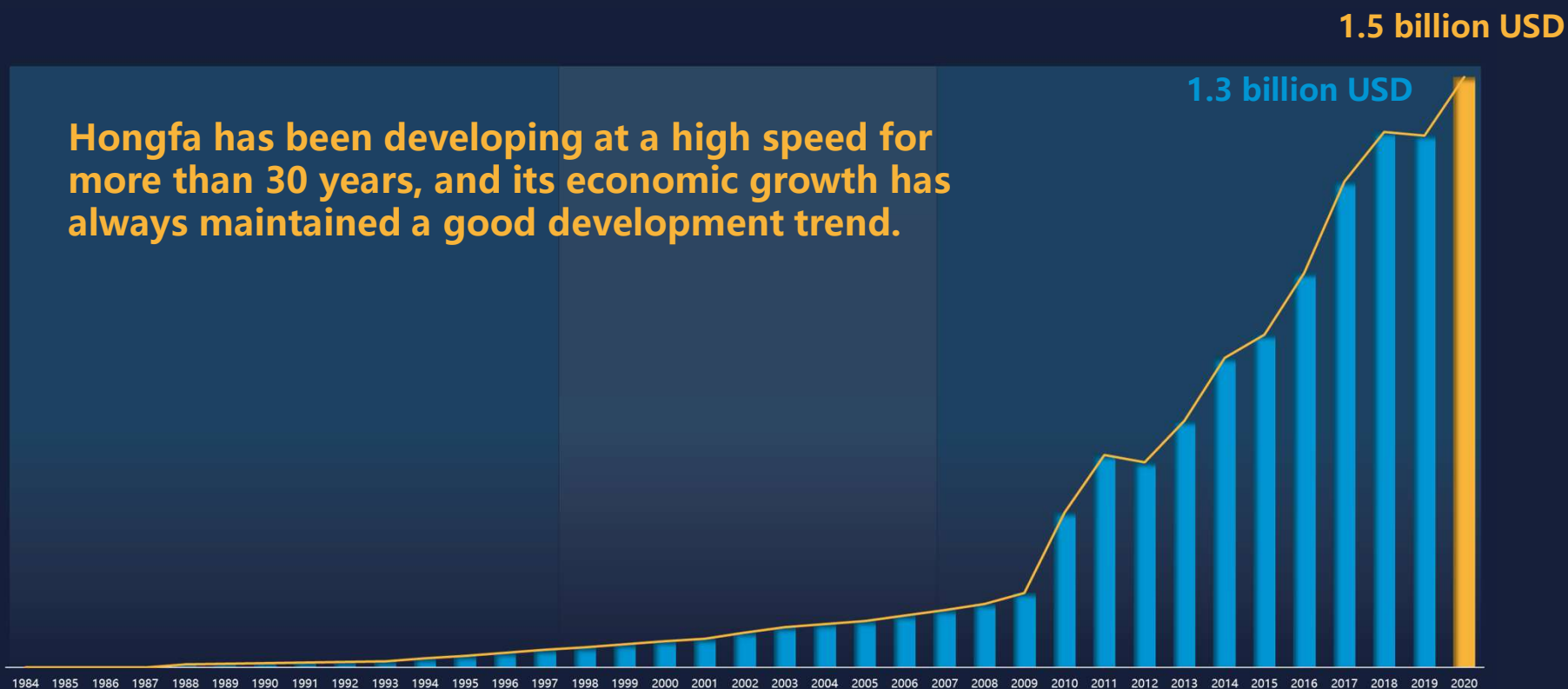
Phase
III

HISTORY

MILESTONES

(Click the button to switch)

ECONOMIC SCALE



Hongfa Group Revenue Growth Trend

PRODUCTION BASE

Bases in Xiamen and Zhangzhou:



Donglin Industrial Park



Sunban Industrial Park



Haicang Industrial Park



Zhangzhou Industrial Park



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About Hongfa



Core Competencies



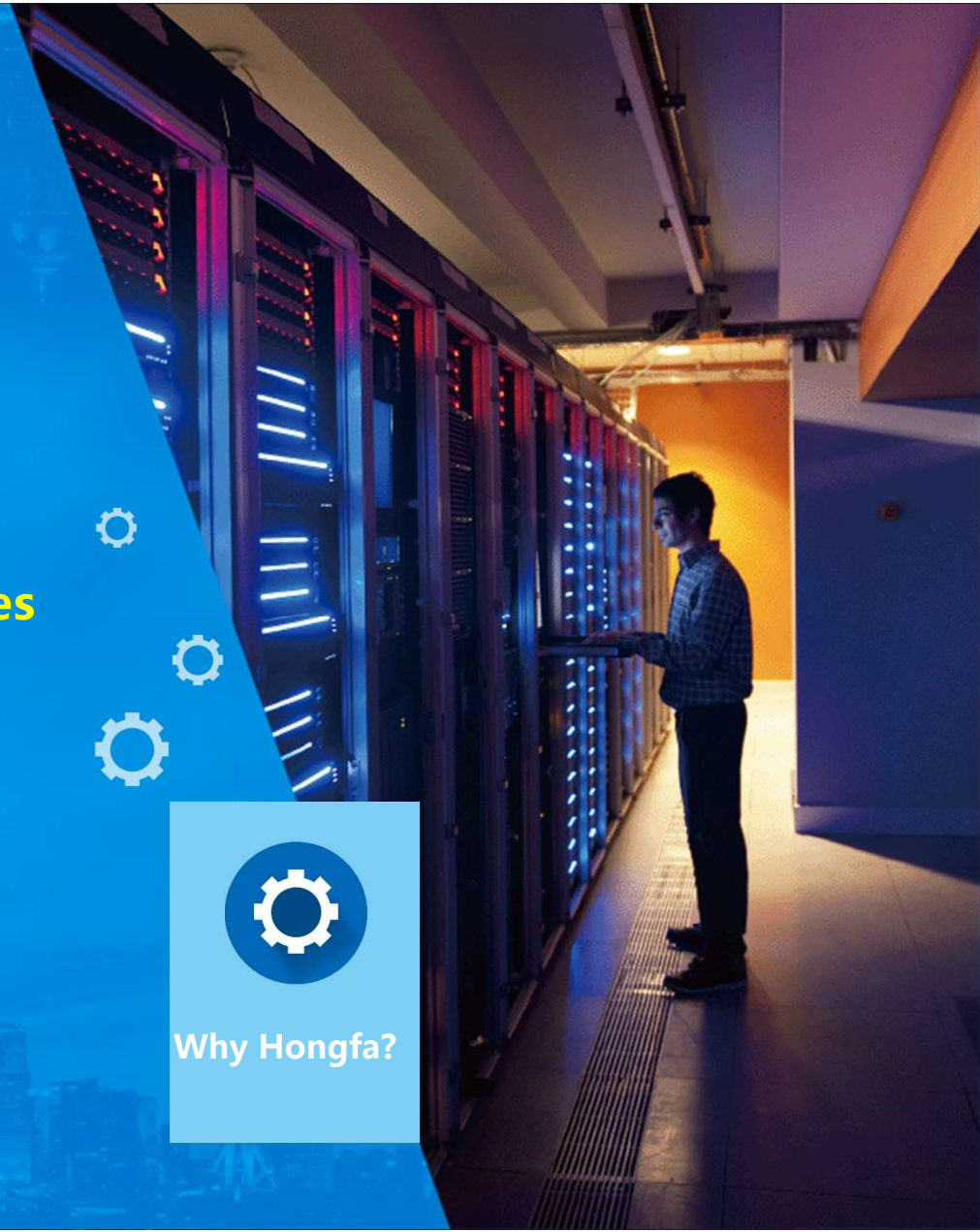
Products & Service

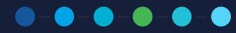


Future Plans



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 800 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

ARBURG Injection Molding Machine



MES System



BRUDERER High Precision and High-speed Punch



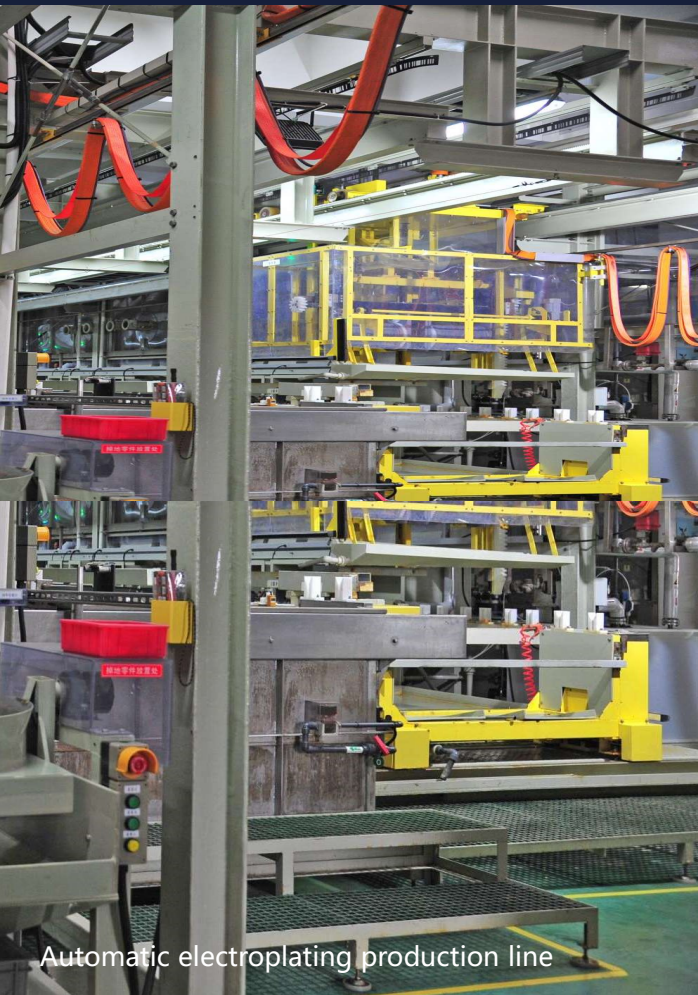
Productions line

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

- 175+ 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

985
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
- Analysis
- Calibration
- Test Technology Development

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, ISO14001, ISO45001, IECQ QC080000 and IATF 16949 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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Core Competencies



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PRODUCT BREADTH

Relay



Power relays



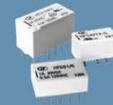
Latching relays



Automotive relays and module



New energy relays



Signal relays



Industrial relays



Force guided relays

Switch Electric



Low-voltage device



L/H volt. complete equipment

New Products



Vacuum interrupter



Industrial connector



Vacuum pump



Communication connector



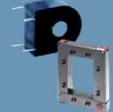
Electronic module



Snap-action switch



Oxygen sensor



CT transformer

Capacitors



Automation Equipment



Automation production line



Industrial robot

PRODUCT APPLICATION



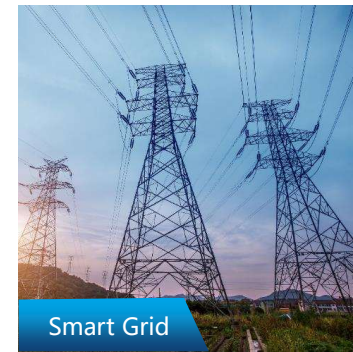
Household Appliances



New Energy



Smart Homes



Smart Grid



Security and Fire Protection



New Energy Vehicles



Rail Transit



Industrial Automation



Building Distribution

SALES & SUPPORT NETWORK

Products exported to the world

120

Overseas sales agency

10

Global Logistics Center

7
(Europe, North America, HK, Shanghai, Beijing, Sichuan, Xiamen(HQ))



CORPORATE CULTURE

- **Hongfa Spirit**
Persevere for Progress, Strive for Excellence!
- **Core Values**
Promoting teamwork to ensure sustained business development for the benefit of society and the shareholders, and enhanced benefits for company employees.
- **Hongfa Vision**
Building global recognition for the Hongfa brand.
- **Hongfa Mission**
To be the premier global relay supplier.
- **Operational Philosophy**
Focused on the market, winning through quality.
- **Quality Policy**
Pursue impeccable quality to ensure highest customer satisfaction.
- **Code of Conduct**
Honesty, Ethics, Respect, and Commitment.



Hongfa
Culture

Persevere for Progress,
Strive for Excellence!

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

86 Senior engineers

4 National honors employees

32 Six Sigma Black Belt certified employees

4 Senior Economists

32 Expert consultants

8 Provincial honors such as Skill Masters

HONGFA GROUP | PERSEVERE FOR PROGRESS, STRIVE FOR EXCELLENCE.



BRAND INFLUENCE



ENEL Italy introduced Hongfa to President Xi when he paid a visit to Italy in 2019.

企业名称	品牌强度	品牌价值 (亿元)
华为技术有限公司	951	1456.20
中国电子科技集团有限公司	950	1373.91
联想控股股份有限公司	890	582.60
京东方科技集团股份有限公司	942	387.53
广州广电运通金融电子股份有限公司	851	78.68
横店集团东磁股份有限公司	901	69.66
深圳传音控股股份有限公司	904	54.08
厦门宏发电声股份有限公司	861	42.81
厦门市美亚柏科信息股份有限公司	894	17.26
珠海优特电力科技股份有限公司	866	7.49

Ranked 8th in electronic information category of Chinese Brand Value List.



CCTV Annual Brand "Hongfa - Pride of China"

HONGFA'S ACHIEVEMENTS



Government Honors (670+)

- 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.

Technical Honors (80+)

- National High-Tech Industrialized Pilot Project
- National Recognized Technical Center
- National Technical Innovative Enterprise
- First group of Key High-tech companies of National Torch Plan.
-

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



14th five-year plan(Draft)

- to make the turnover of the joint-stock company exceed 16 billion RMB.
- to consolidate the leading position of the first category.
- to expand the core competitiveness of the second category of products.
- to promote rapid development of other categories of products.
- to build a world-famous company.



THANK YOU FOR YOUR ATTENTION

Hongfa technology, for a better life!



WECHAT



MICROSITE