金力永磁 JLMAG

2024 Interim Results

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Company Overview

Company Overview

 JL MAG is a high-tech enterprise engaging in the R&D, production and sales of high-performance NdFeB Permanent Magnets (PMs), magnetic components and the recycling and comprehensive utilization of Rare Earth Permanent Magnets (REPMs), and a leading supplier of high-performance REPMs in the fields of new energy, energy conservation and environmental protection

Downstream Applications

- JL MAG's products are widely used in the fields such as New energy vehicles (NEVs) and automotive parts, energy-saving variable frequency air-conditioners (VFACs), wind power generation, 3C, robotics and industrial servo motors, energy-saving elevators and rail transit
- We have established long-term and stable cooperative relationships with leading domestic and foreign companies in various sectors



NEVs



Wind Turbine Generation





Energy-saving Elevators



Rail Transit





Robotics and Industrial Servo Motors

Strong Policy Support for the Industry

- In March 2024, the State Council published the "Action Plan for Promoting Large-scale Equipment Renewals and Consumer Goods Trade-in", setting forth the following objectives for 2027: (i) to approximately double the volume of scrapped vehicle recycling compared to 2023 levels; (ii) to increase the trading volume of second-hand vehicles by 45% compared to 2023; and (iii) to increase the recycling volume of waste household appliances by 30% compared to 2023
- High-performance REPMs are essential core materials in the fields of clean energy, energy conservation and environmental protection
- The development of fields such as humanoid robots, eVTOL aircrafts, and artificial intelligence will lead a new round of technological revolution, helping accelerate the formation of new-quality productive forces, strengthen new drivers of development, and open up greater development space for rare earth permanent magnet materials



Company Products

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NEVs and Automotive Parts

- The use of REPMs in NEV drive motors, ABS (anti-lock braking system), EPS (electronic steering system) and automotive parts can increase the power density of the motors and improve their operating efficiency
- Magnet Series: H, SH, UH and EH
- Remanence range (T): 1.14-1.46
- Coercivity range (kA/M): 1,352-2,706
- Maximum energy product (KJ/m3): 247-422
- Maximum working temperature (°C): 120-200
- Major customers: the world's top ten NEV manufacturers

Wind Turbine Generators

- REPMs are used in PM wind turbines, which feature simple structure, low operation and maintenance costs, long service life, good gridconnected performance and high-power generation efficiency, and are more suitable for operation in low wind speed environments
- Magnet Series: H and SH
- Remanence range (T): 1.28-1.44
- Coercivity range (kA/M): 1,273-1,752
- Maximum energy product (KJ/m3): 302-406
- Maximum working temperature (°C): 60-120
- Major customers: five of the top ten global wind turbine manufacturers

Energy-saving VFACs

- Using REPMs in the motors of household appliances enables them to run at different speeds, improves their operational efficiency, reliability and performance and reduces their operating costs
- Magnet Series: SH and UH



- Remanence range (T): 1.28-1.46
- Coercivity range (kA/M): 1,592-2,149
- Maximum energy product (KJ/m3): 302-422
- Maximum working temperature (°C): 120-150
- Major customers: eight of the top ten global VFAC compressor manufacturers

Energy-saving Elevators

- Using REPMs, elevator manufacturers can produce elevator traction machines of higher power, smaller size, lower noise and less operating costs
- Magnet Series: H and SH
- Remanence range (T): 1.22-1.42
- Coercivity range (kA/M): 1,352-1,910
- Maximum energy product (KJ/m3): 287-398
- Maximum working temperature (°C): 80-120

Robotics and Industrial Servo Motors

- Using REPMs in the servomotors of industrial robots and humanoid robots helps to improve the power density and performance of relevant parts of the servomotors while reducing their sizes
- · Magnet Series: N, M, H and SH
- Remanence range (T): 1.14-1.48
- Coercivity range (kA/M): 955-1,990
- Maximum energy product (KJ/m3): 247-438
- Maximum working temperature (°C): 60-120
- Actively cooperating with world-renowned customers in R&D of magnetic components for humanoid robots

Production Bases and Production Workflow

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- In 2024H1, Baotou (Phase II) Project, Ningbo Project, and Ganzhou II Project are under construction as scheduled
- The Company plans to build a production capacity of 40,000 tonnes/year of high-performance REPMs and establish an advanced production line of magnetic components by 2025

Ganzhou Production Base



- NdFeB PM blanks production capacity: 15,000 tonnes/year
- Ganzhou II Project for magnets used in high-efficiency and energy-saving motors is under construction as scheduled

Baotou Production Base



- NdFeB PM blanks production capacity: 8,000 tonnes/year (Phase I)
- Baotou Phase II Project with an annual capacity of 12,000 tonnes is under construction as scheduled

Ningbo Production Base



 Ningbo Project with an annual output of 3,000 tonnes of high-end magnets and 100 million units/sets of magnetic components is under construction as scheduled

Technological Processes of Production



Diverse Shareholder Base

Top Ten Shareholders (As of June 30, 2024)

#	Shareholder Name	Shareholder Nature	Shareholding Percentage
1	*Jiangxi Ruide Venture Investment	Domestic non-state- owned legal person	28.78%
2	HKSCC NOMINEES LIMITED	Overseas legal person	14.92%
3	Ganzhou Industrial Investment Holding Group	State-owned legal person	5.14%
4	Goldwind Investment Holdings	Domestic non-state- owned legal person	4.98%
5	Shaanxi Coal Industry	State-owned legal person	3.99%
6	*Ganzhou Xinsheng Investment Management Center (Limited Partnership)	Domestic non-state- owned legal person	1.75%
7	Industrial and Commercial Bank of China - E Fund GEM Trading Open-end Index Securities Investment Fund	Others	0.90%
8	*Ganzhou Geshuo Investment Management Center (Limited Partnership)	Domestic non-state- owned legal person	0.64%
9	Agricultural Bank of China - CSI 500 Exchange Traded Open-End Index Securities Investment Fund	Others	0.57%
10	PICC Property and Casualty	Others	0.48%

Note: *Ruide Venture was the controlling shareholder of the Company, which was held as to 40%, 30% and 30%, respectively, by Cai Baogui, Hu Zhibin and Li Xinong who were the de facto controllers of the Company. In addition, Ganzhou Xinsheng was held as to 89.12% by Cai Baogui and 10.88% by Hu Zhibin; Ganzhou Geshuo was held as to 61.00% by Hu Zhibin and 39.00% by Li Xinnong. Cai Baogui, Huzhibin, Li Xinnong, Ruide Venture, Ganzhou Xinsheng and Ganzhou Geshuo are persons acting in concert. **Company History**





Operation Updates

Stable Operation and Sound Development

- In 2024H1, the Company gradually rolled out new production capacity, with the capacity utilization rate exceeding 90%. The production and sales volume of the Company's high-performance magnetic products increased by more than 40% y-o-y with steady growth of the market share. The Company achieved a revenue of RMB3,361.5 million, remaining stable from the same period last year
- However, the Company's performance was affected by following factors: significant y-o-y decline in rare earth raw material prices, a lag in adjustment of raw
 material costs, delayed execution of fixed-price orders from certain customers that were signed when rare earth raw material prices were relatively high, as well as
 intensified industry competition
- During the Reporting Period, the Company achieved a net profit attributable to owners of the parent of approximately RMB119.7 million. The delayed execution in
 orders and the one-off resource deployment before reaching full production capacity had an impact of approximately RMB130 million on net profit
- The Company has mastered a proprietary core technology and patent system with GBD technology as its core. These core technology and high-grade products have been highly recognized by customers in various fields. In 2024H1, REPMs produced by applying GBD technology recorded an increase of 52% as compared to the same period of last year, accounting for 88% of the total production volume of the Company for the same period



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Leading Market Shares in NEVs, VFACs, Wind Power Generation

- During the Reporting Period, the Company maintained a leading market share in advantageous sectors including NEVs and automotive parts, energy-saving VFACs, and wind power generation
- The Company is actively expanding its presence in other new energy and energy-efficient sectors, including robotics and industrial servo motors, 3C, energy-efficient elevators, and rail transit. The Company has established itself as a key supplier of high-performance magnetic steel in these fields
- Meanwhile, in alignment with contemporary and future trend, the Company is actively cooperating with world-renowned customers in the R&D of magnetic components for humanoid robots



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Changes in Raw Material Costs and Increased Pre-Production Investments Affected Profits

- In 2024H1, the Company's production and sales volume of major products increased. However, the Company's performance was affected by following factors: significant y-o-y decline in rare earth raw material prices, a lag in adjustment of raw material costs, delayed execution of fixed-price orders from certain customers that were signed when rare earth raw material prices were relatively high, as well as intensified industry competition
- During the Reporting Period, there was a downward trend in the price of rare earth raw materials. Taking NdPr metal (pretax) as an example, the average price in 2024H1 was RMB471,900 per tonne, representing a decrease of approximately 33% as compared to the average price of RMB702,200 per tonne during the same period of 2023. The short-term mismatch between costs and selling prices, had a negative impact on the gross profit margin
- In addition to rare earth raw materials procured on a make-to-order basis, the Company is also affected by the procurement of two rare earth raw materials shown in the bottom right figures. There was no provision for impairment losses on associated rare earth raw materials as they were allocated to confirmed orders, and the corresponding profits will be realized upon execution of the contract. The above two factors had an impact of approximately 3 percentage points on the gross profit margin during the Reporting Period
- In 2024H1, the projects of Ningbo factory and Baotou factory (Phase II) of the Company increased investment in personnel recruitment, training, and preliminary resource allocation before reaching production capacity in order to make full preparations for mass production, resulting in relatively high unit manufacturing costs and administrative expenses and a reduction in net profit. The impact of the Ningbo plant on net profit was approximately RMB30 million



Customer A

- Made a prepayment designated for the procurement of rare earth raw materials in 2023
- Reflected in the contract liabilities as at 31 December 2023, and the Company made procurement in accordance with the contract
- The fixed-price contract was partially executed in 2024Q2

Customer B

- Altered the delivery schedule for a portion of order, after the Company had procured rare earth raw materials according to contract
- Involving about 600 tonnes of purchased rare earth metals
- The fixed-price contract remained unexecuted in 2024H1

Notes: 1. According to the data published by Asian metal, Association of China Rare Earth Industry and other parties

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Proposing to Declare First Interim Dividend, Maintaining High Dividend Payout Ratio

- The Company has significantly expanded its business scale since listing. Thus, the Company adopted a very active dividend policy to allow investors fully enjoy the Company's growth and achievement
- Since SZSE-listing in 2018, the Company distributed dividends every year, with the cumulative dividends paid amounting to RMB952 million, accounting for more than 40% of the profit attributable to owners of the parent

Proposing to Declare First Interim Dividend

Maintaining High Dividend Payout Ratio



- Based on the sound performance of the Company's operating cash flow, in order to reward the investors and respond to the Company's action plan of "Double Enhancement of Quality and Returns". For the first half of 2024, the Company proposed to declare its first interim dividend
- Based on the total number of A shares and H shares outstanding on the equity registration date specified in the dividend declaration, after deducting the number of shares held in the Company's A share repurchase account, a cash dividend of RMB0.8 (tax inclusive) per 10 Shares will be distributed to all shareholders
- It is estimated that the total dividend will be RMB107 million, which accounts for more than c.90% of the profit attributable to owners of the parent for the first half of 2024

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Proposing Equity Subscription in ASX-listed Rare Earth Company

- On 5 July 2024, JL Tech (Hong Kong) executed the Binding Term Sheet with Hastings, an Australian listed rare earths company, in which it is agreed that JL Tech (Hong Kong) shall subscribe the 19.647 million ordinary shares further issued by Hastings at the subscription price of AUD0.36 per share. The total subscription amount is AUD7.07 million (RMB34.60 million). Upon completion of this subscription, JL Tech (Hong Kong) is interested in 9.8% of the total share capital of Hastings after this further issuance.
- The subscription under the Transaction is funded by the proceeds from the global offering of H shares
- Rare earth are the primary raw materials for producing NdFeB PMs. If this transaction is successfully implemented, it will help the Company strengthen
 strategic cooperation with international rare earth suppliers, diversify rare earth procurement channels, enhance the global supply security of rare earth raw
 materials, improve overall competitiveness, and optimize global business layout

Term Sheet

- Hastings Technology Metals Limited
- Parties
 JL MAG Green Tech (Hong Kong) Company Limited
 - JL Tech (Hong Kong) shall subscribe the 19.647 million ordinary shares further issued by Hastings
- Upon completion of this subscription, JL Tech (Hong Kong) is interested in 9.8% of the total share capital of Hastings after this further issuance
- Size AUD7.07 million (RMB34.60 million)
- Anti-JL Tech (Hong Kong) will be granted the right todilutionparticipate in any future equity financing to maintain itsRights9.8% shareholding
- Price AUD0.36 per share

Others

- The final document for this transaction is the subscription agreement;
- JL Tech (Hong Kong) will obtain a board seat at Hastings;
- The completion of this transaction is subject to further government approval or filing

Basic Information of the Project

- Hastings, with its headquarter in Perth, Australia, wholly owned Yangibana Rare Earths Project (Yangibana Project). The Yangibana Project is located in Western Australia with an area of 650 square kilometers with c.20.90 million tonnes of ore reserve, and 17 years of the exploitation life cycle
- The Yangibana Project is one of the most valuable NdPr mineral deposits in the world. The average proportion of NdPr in TREO during the life cycle is approximately 37%. In some areas of the orebody, NdPr accounts for up to 52% of TREO
- Hastings has completed the construction of the mining infrastructure for the Yangibana Project. After the completion of the first phase of the Project in 2026H1, 37,000 tonnes of rare earth concentrate is expected to be produced annually. The subscription funds will also be used for the production and operation of Yangibana Rare Earths Project

Project Site



Mining Area



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Development Strategies

Adhering to Long-Term Vision, with Strong Product Delivery Capability



Strong Product Delivery Capability

12,800

2020

(Tonnes)

8,800

2019

- The Company's current capacity utilization rate is over 90%. Based on the future market demand, the Company has formulated plans in March 2021 to gradually allocate resources and capacity to build Ganzhou, Baotou and Ningbo production bases
- The Company is expected to establish 40,000 tonnes of production capacity of high-performance REPMs and advanced magnetic component production line by 2025
- The gradual implementation of the Company's strategic plan provides strong product delivery capabilities for the growing market demand



Long-Term Planning for Raw Material Security

- The Company has built production factories in Ganzhou, Jiangxi Province, the main production area for heavy rare earths, and in Baotou, Inner Mongolia as the main production area of light rare earths
- The Company has established long-term strategic cooperation relationship with major rare earth raw material suppliers including China Northern Rare Earth and China Rare Earth Group
- Meanwhile, the Company had implemented a comprehensive set of strategic measures to mitigate the impact of rare earth price volatility on its operational performance. These measures included timely adopting more prudent procurement and inventory strategies for rare earth raw materials, based on price fluctuation trends of rare earth and orders on hand, establishment of price adjustment mechanisms with key customers, and optimization of product formulations and technological processes

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Production Base

Enhancing Product Development and R&D Capabilities



Commitment to ESG Initiatives

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- With the mission of "Creating a Better Life with Rare Earth", the Company attaches great importance to ESG practices, and is committed to protecting the environment and fulfilling corporate social responsibilities
- The Company reduces its own carbon emissions through the construction of photovoltaic power stations, technological innovation, lean production, process energy saving, efficiency improvement, equipment replacement and green power conversion, and provides REPMs to various new energy and energy saving companies that are industry-leading to help the world achieve the carbon neutrality target

Industry-Leading ESG Practices

江西金力永磁科技股份 电气零部件与设备行业	有限公司	
可持续发	展年鉴(中国版)	
入选企业	2024	
标普全球企业可	持续发展评估 (CSA)	
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	Sustainable1	

- On the front of corporate governance, the re-election and engagement of the Fourth Session of the Board, the Supervisory Committee and senior management are completed, maintaining management team stability
- ✓ In June 2024, The Company was also honored with the "Golden Round Table Award for Excellence in Board of Directors" at the 19th Golden Round Table Awards for board of directors of listed companies in China
- In July 2024, with the outstanding performance on sustainable development, the Company was successfully selected into Sustainability Yearbook 2024 (China Edition) issued by S&P Global, which is one of the main rating agencies in the world

Actively Fulfilling Corporate Social Responsibilities



 In April 2024, in the donation event for rural revitalization, the Company undertook to donate RMB1 million for the construction of infrastructures of Quannan County, Jiangxi Province

Outstanding Performance in Green Factory Construction



- JL Ningbo Technology, a whollyowned subsidiary of the Company, showed an outstanding performance in energy-saving, emission reduction, and environmental protection in June 2024
- ✓ It was selected for the 2024 Three-Star Green Factory list in Jiangbei, Ningbo



Appendix: Industry Overview

High-Performance REPMs Are Widely Used, and the Market Demand Is Growing Rapidly

- With the world's consensus on global climate change, carbon emission reduction has become a key aspect of environmental protection. In response to climate change, governments around the world have taken active actions to promote new energy and reduce carbon emissions. In particular, China plans to achieve carbon peak and carbon neutrality by 2030 and 2060, respectively. REPMs show their inherent advantages in reducing carbon emissions
- According to Frost & Sullivan Report, more than 50% of the world's electricity consumption comes from electric motors, and compared with traditional motors, REPM motors can save up to 15% to 20% of energy. In addition, the application of REPMs enables variable frequency home appliances, NEVs and automotive parts, as well as 3C smart electronic products to achieve lighter weight and miniaturization, which are in line with consumer preferences
- According to the Frost & Sullivan Report, the global consumption of high-performance REPMs increased from approximately 47,500 tonnes in 2018 to 102,500 tonnes in 2023, with a CAGR of approximately 16.6%. It is expected to further increase to 227,100 tonnes by 2028, with a CAGR of 17.2% from 2023 to 2028

The Consumption of High-Performance REPMs (Global) - 2018 to 2028E



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NEV Sector

- NEVs is one of the main applications of high-performance NdFeB PMs. Governments all over the world have implemented policies to facilitate the development of NEV market
- According to the data from China Passenger Cars Association (CPCA), in the first half of 2024, global automobile sales reached 43.9 million units, of which 7.39 million were NEVs, increasing the market share to 16.8%. As the core parts of electric motor of NEVs, high-performance NdFeB PMs would maintain strong demand in the future
- According to the Frost & Sullivan Report, the global consumption of REPMs in the NEVs market increased from 6,400 tonnes in 2018 to 43,200 tonnes in 2023, with a CAGR of approximately 46.5%. By 2028, the global consumption of REPMs in the NEV market is expected to reach 127,600 tonnes, with a CAGR of 24.2% from 2023 to 2028

The Consumption of REPMs in the NEVs Market (Global) - 2018 to 2028E



Energy-Saving VFAC Sector

- With the official implementation of "Minimum Allowable Values of the Energy Efficiency and Energy Efficiency Grades for Room Air Conditioners" on 1 July 2020, fixed-frequency air-conditioning products were completely phased out and high-efficiency VFACs have become the mainstream of the market (penetration rate of household VFACs reached 70.3% in 2023), and the demand for high-performance NdFeB magnetic steel, which are used as core materials for VFAC compressors, will increase significantly in the future
- According to the statistics of ChinalOL, the sales volume of household air conditioners in China in the first half of 2024 amounted to 113.47 million units with 15.5% year-on-year growth, reaching a record high in the history, among which exports accounted for 52.60 million units, a year-on-year increase of 30%, providing strong support for the overall industry scale
- According to the Frost & Sullivan Report, the global consumption of REPMs in the energy-saving VFACs market increased from 6,300 tonnes in 2018 to 12,900 tonnes in 2023, with a CAGR of approximately 15.4%. By 2028, the global consumption of REPMs of the energy-saving VFACs will reach 22,700 tonnes, with a CAGR of approximately 12.0% from 2023 to 2028

The Consumption of REPMs in the Energy-Saving VFACs Market (Global) - 2018 to 2028E



Wind Power Generation Sector

- On 27 March 2023, the Global Wind Energy Council (GWEC) released its 2023 Global Wind Report, which predicted that a rapidly adapting policy environment worldwide has laid the foundation for accelerated growth of wind power in the coming years. It is expected that the average annual newly installed capacity for wind power generators will be amounted to 136 GW in the next five years, with a CAGR of 15%
- By 2024, the newly installed capacity for global onshore wind turbine generators will exceed 100 GW for the first time. The newly installed capacity for global offshore wind power generators will also reach a new high of 25 GW by 2025
- According to the Frost & Sullivan Report, the global consumption of REPMs in the wind power market increased from 6,700 tonnes in 2018 to 12,800 tonnes in 2023, with a CAGR of approximately 13.8%. By 2028, the global consumption of REPMs in the wind power market will reach 24,000 tonnes, with a CAGR of 13.4% from 2023 to 2028

The Consumption of REPMs in the Wind Power Market (Global) - 2018 to 2028E



Robotics and Industrial Servo Motor Sector

- In July 2024, the Ministry of Industry and Information Technology revised the "Standard Conditions of the Industrial Robot Industry" and the "Management and Implementation Measures of Standard Conditions of the Industrial Robot Industry" ("Standard Conditions" and "Management and Implementation Measures"). The Standard Conditions specified comprehensive requirements across basic requirements, technological capabilities and production conditions, quality standards, personnel qualifications, sales and after-sales services, safety management and social responsibility, as well as supervision and management. With the implementation of the Standard Conditions and Management and Implementation Measures, the robotics industry is poised to enter a new wave of growth
- High performance NdFeB magnetic steel is the key component of robotics and industrial servo motors. Along with the rapid development, the robotics and industrial servo motors sector will become an important growth area for the application of high-performance NdFeB magnetic steel in the future
- According to the Frost & Sullivan Report, the global consumption of REPMs in the industrial robots market will reach 6,600 tonnes by 2028, with a CAGR of 13.5% from 2023 to 2028. The global consumption of REPMs in the humanoid robots market will reach 2,887.5 tonnes, with a CAGR of approximately 162.2% from 2023 to 2028

The Consumption of REPMs in the Humanoid Robots Market (Global) - 2018 to 2028E





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Q&A