



ACES ELECTRONICS CO., LTD.

TWSE: 3605

SEP 23 , 2024





DISCLAIMER STATEMENT

- This presentation and release contain “forward-looking statements” which may include projections of future results of operations, financial condition or business prospects based on our own information and other sources.
- Our actual results of operations, financial condition or business prospects may differ from those expressed or implied in these forward-looking statements for a variety of reasons, including but not limited to market demand, price fluctuations, competition, international economic conditions, supply chain issues, exchange rate fluctuations and other risks and factors beyond our control.
- The forward-looking statements in this release reflect the current belief of ACES as of the date of this release. ACES undertakes no obligation to update these forward-looking statements for events or circumstances that occur subsequent to such date.



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Company Overview



Profile

- ACES Group(3605) Established in Nov. 1996.
 - ✓ Over 5,000 employees worldwide.
 - ✓ Headquarters: Taoyuan, Taiwan.
 - ✓ Factories: Taiwan, Dongguan, Kunshan, Philippines, and Vietnam.
 - ✓ Overseas Sales Offices: Japan, Singapore, Germany, USA, India, and UK.
- We are focusing on **designing/producing/selling** high precision connectors, cables, metal stamping, injection molding, precision machining, etc., and solution of electronic devices.
- End Product including: Industrial equipment, Cloud, Server, Automotive Electronics, NoteBook, Consumer Electronics, and Medical Industry.



Milestone

PEC Established to focusing on precision and advanced technology connector development and manufacturing capability.

Merging MEC to gain cable assembly product line manufacturing capability and Philippines factory to enter into Industrial Market.

Merge CPC to enter European Automotive connector market & gained Vietnam factory.

Merge KY to gain stamping part manufacturing capability & enter into TW Telecom Market.

Merged Genesis to gain high speed cable technology and enter into US Telecom/Server Market.

PEC Phase Two R&D headquarter focuses on Cloud computing connector /high speed cable development and manufacturing.

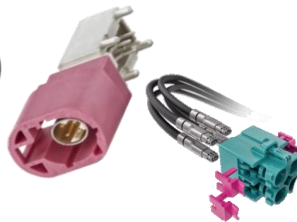
2011



2015



2017



2019



2021



2024



Global Service Footprints



Taiwan	Greater China	Southeast Asia	USA/Europe
<ul style="list-style-type: none"> ◆ Taoyuan Headquarters ◆ PEC Phase One ◆ PEC Phase Two Engineering HQ ◆ Taipei office 	<ul style="list-style-type: none"> ◆ China Kunshan ◆ Dongguan ◆ Chongqing ◆ Japan office 	<ul style="list-style-type: none"> ◆ Vietnam ◆ Philippines ◆ Singapore office 	<ul style="list-style-type: none"> ◆ Germany ◆ USA Hayward ◆ Atlanta

■ Office ■ Factory ■ Warehouse



Business & Product Strategies



Strategic Planning for main market category



Industry

UPS,
Smart Industrial
Equipment,
Industrial Computer



Cloud

Server,
Data Center
Network
Equipment,
Set-Top Box(STB)
Modem



Automobile

ADAS,
Smart Cabin,
Connected
Vehicle
Technology



Laptop Computer, Consumer Electronics

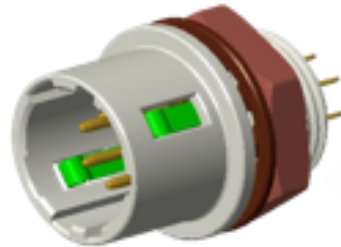


Industrial Industry

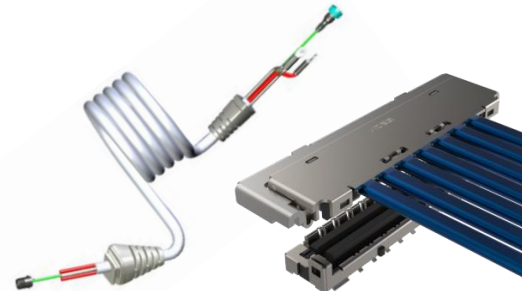
UPS, Smart Industrial Equipment,
Industrial Computer



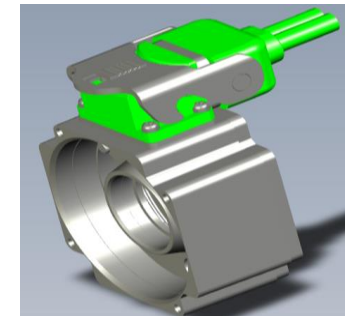
Motor Wire



Circular Connector



High Speed Cable



Servo Motor
Connector& Cable

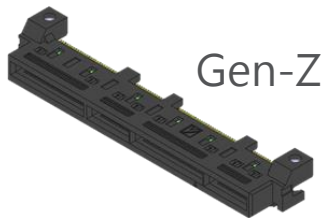


Cloud Communication Industry

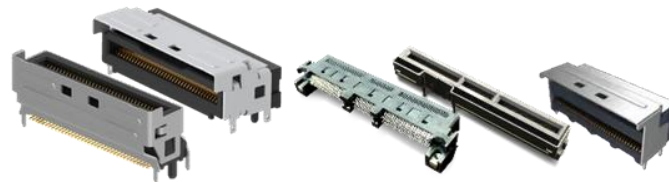
Server, Data Center , Network Equipment,
STB, Modem, Router



High Speed Cable
SFP, QSFP, SlimSAS, MCIO....



Gen-Z



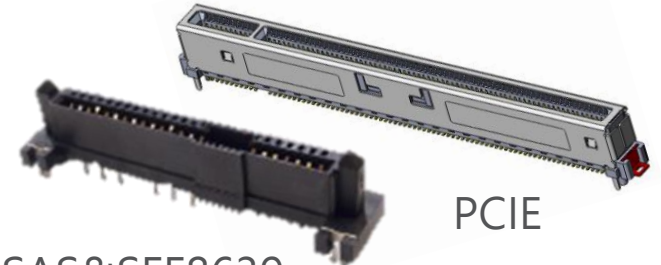
High Speed connector



Power Connector



RF Connector



SAS&SFF8639
Connector

PCIE



Shielding



I/O Connector



F Connector

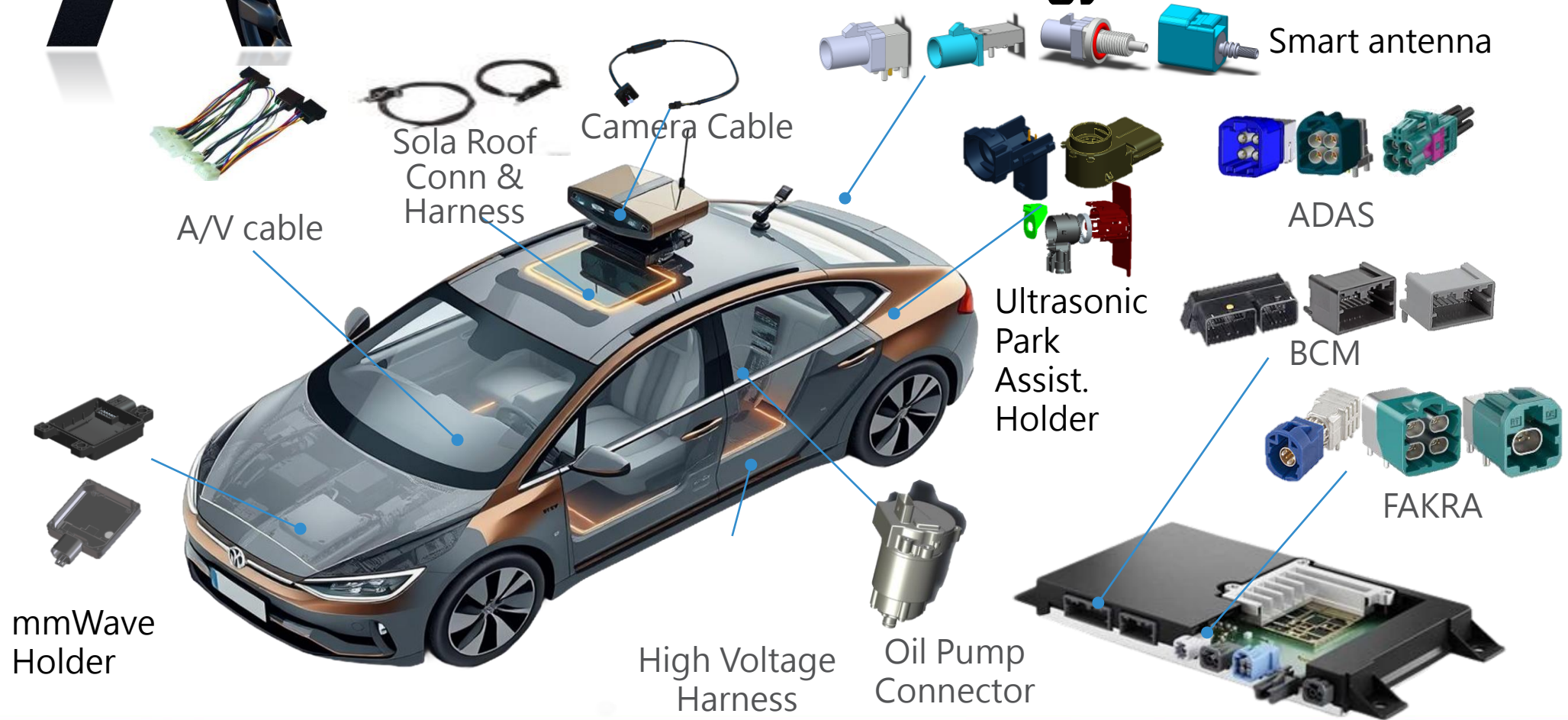


RJ Connector



Automobile Industry

ADAS, Smart Cabin, Connected Vehicle Technology





Computer Peripherals Consumer Electronics

Laptop Computer, Consumer Electronics



External Connector



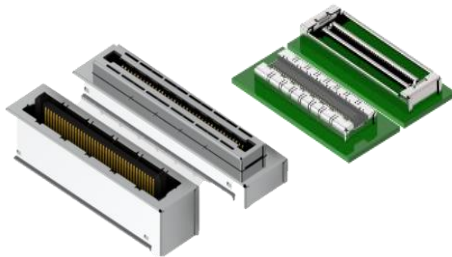
Mag Fit Connector



I/O Connector



Type C



Shielding BTB
Connector



LVDS Connector & Cable



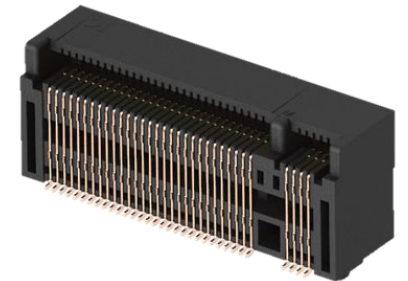
FFC/FPC Connector



DDR 5



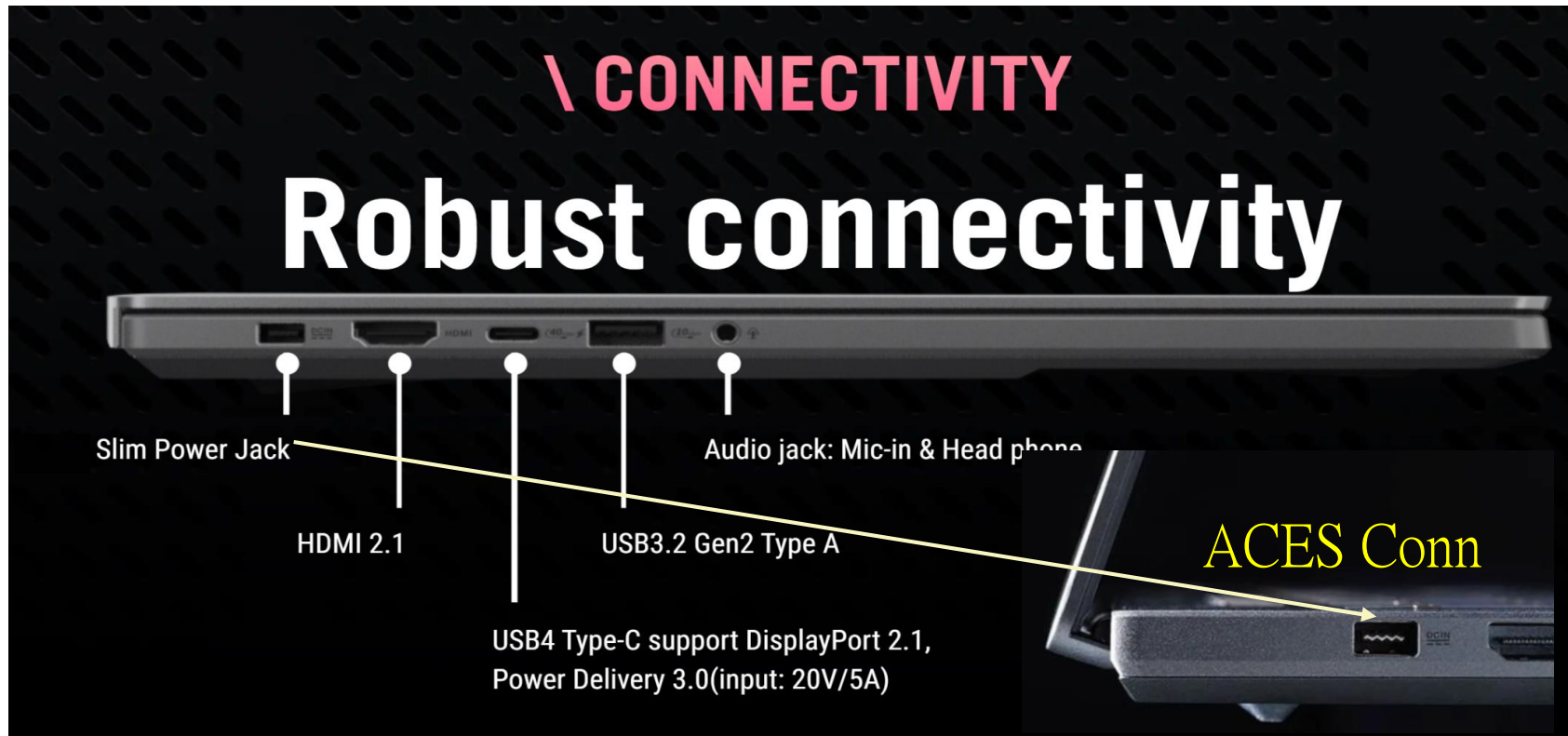
High Speed Cable



M.2

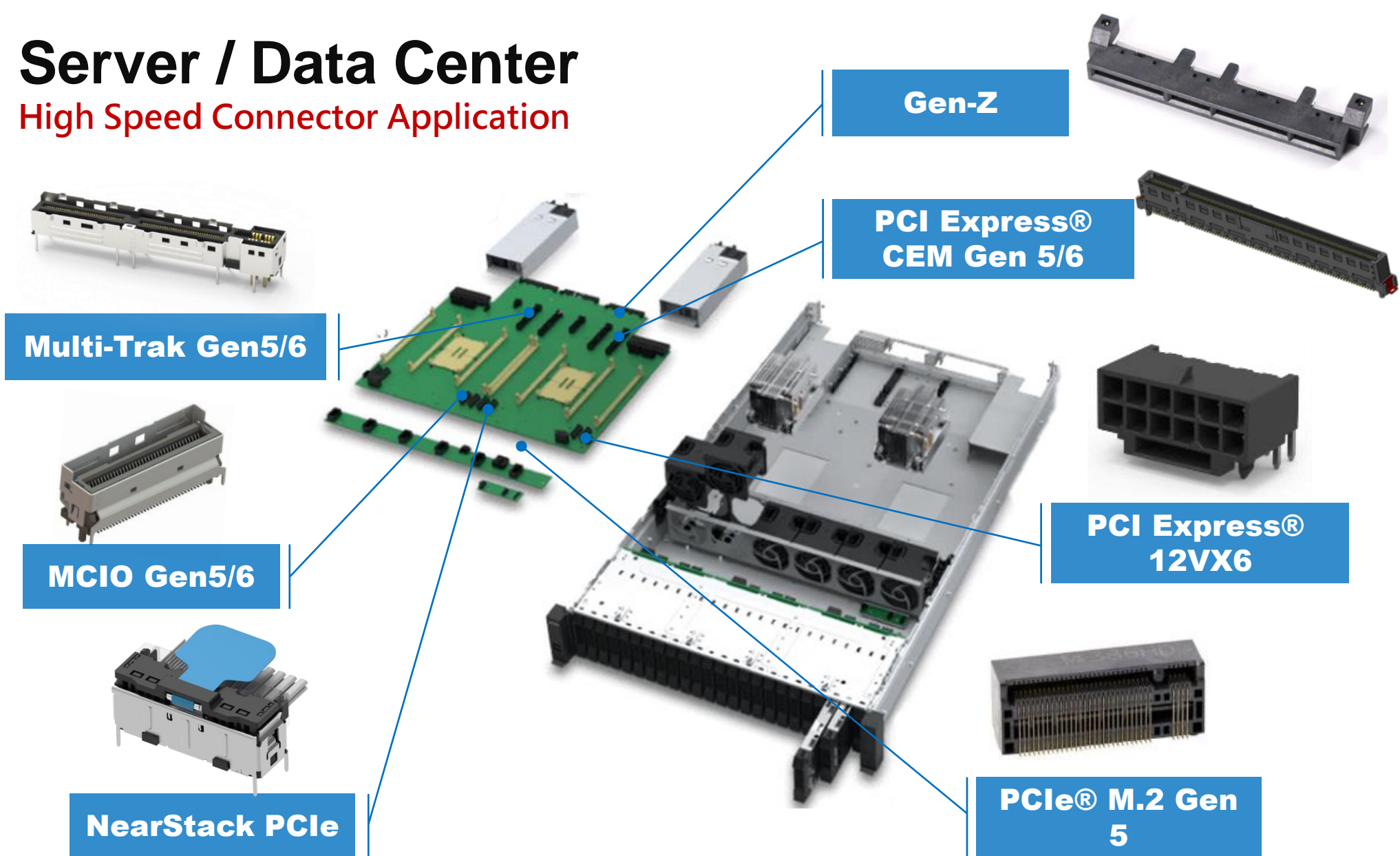
AI/PC PRODUCT DEVELOPMENT

- Ultra Thin AI NB – Grow based on the inter connection market share to persistently development new products such as high resolution/high speed products which is low profile.
- Gaming AI NB – Developing ultra thin and high ampere IO connector/Battery Solution/Fan Connector Solution



Server / Data Center

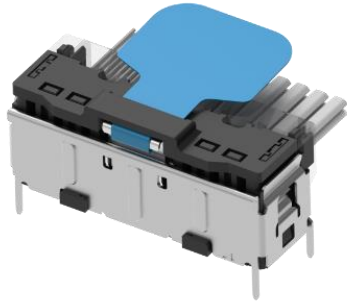
High Speed Connector Application



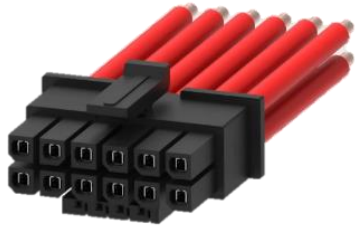
Server / Data Center

Inner High Speed Cable Application

NearStack PCIe



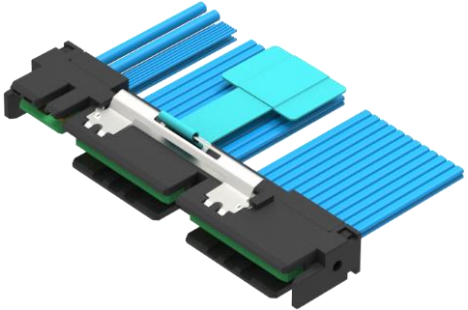
PCIe12VX6 Power cable



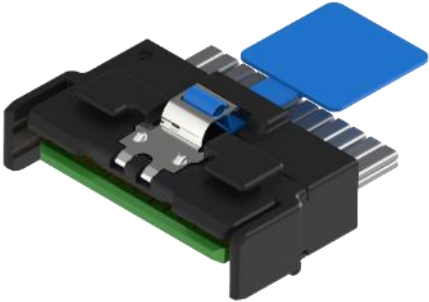
PCI Express® CEM Cabling



Multi-Trak Gen5/6

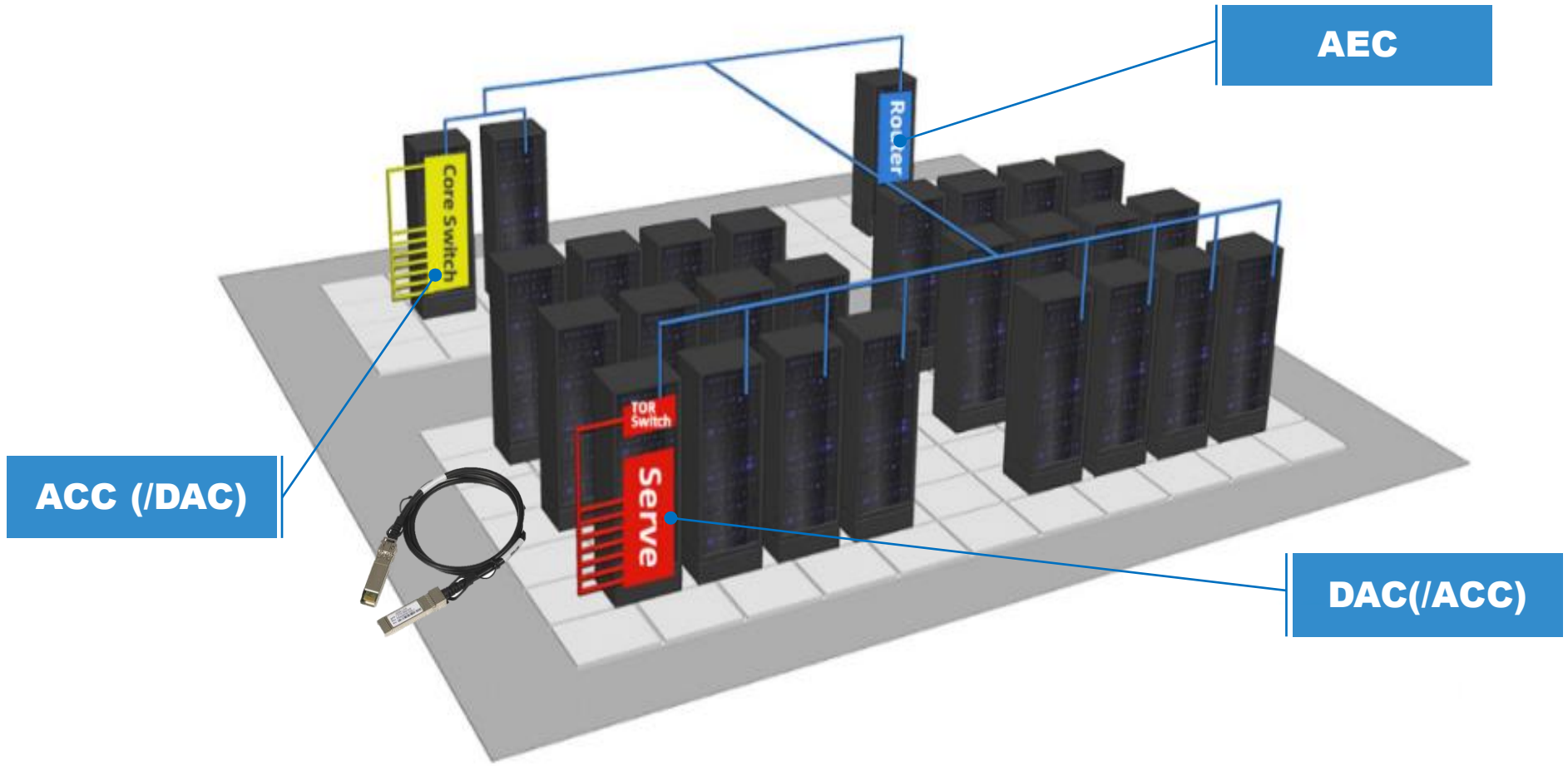


MCIO Gen5/6











Server / Data Center

External High Speed Cable Application



MARKET SEGREGATION

Industry	Industrial 	Cloud 	Automobile 	NB& Consumer 
2024 H1	22%	17%	7%	54%
2024 H2 (vs H1)				
2023	21%	19%	7%	53%
2022	18%	27%	6%	49%



Financial Results



Consolidated Statement of Comprehensive Income - Quarterly

Unit: NT\$ Thousand (Except Per Share Data)

	2Q'24 (Unaudited)		1Q'24 (Unaudited)		2Q'23 (Unaudited)	
Sales Revenue ^(a)	2,454,508	100%	1,943,259	100%	2,072,908	107%
Cost of Goods Sold	(1,884,104)	(76.8%)	(1,545,618)	(79.5%)	(1,670,925)	(86.0%)
Gross Profit	570,404	23.2%	397,641	20.5%	401,983	20.7%
Operating Expenses	(502,782)	(20.5%)	(456,433)	(23.5%)	(525,313)	(27.0%)
Operating Income (Loss)	67,622	2.8%	(58,792)	(3.0%)	(123,330)	(6.3%)
Net Non-operating Income	11,882	0.5%	51,432	2.6%	71,462	3.7%
Income (Loss) before Tax	79,504	3.2%	(7,360)	(0.4%)	(51,868)	(2.7%)
Income Tax Benefit(Expense)	(12,406)	(0.5%)	10,368	0.5%	6,157	0.3%
Net Income (Loss)	67,098	2.7%	3,008	0.2%	(45,711)	(2.4%)
EPS (NT\$) ^(b)	NT\$0.50					
Depreciation & Amortization	187,797	7.7%	177,288	9.1%	173,160	8.9%
Revenue from sale of scraps	93,298	3.8%	71,193	3.7%	75,961	3.9%
EBITDA (Operating Income + D&A)	255,419	10.4%	118,496	6.1%	49,830	2.6%

(a) Sales Revenue includes both shipping revenue and revenue from sale of scraps.

(b) Accounting Firm: KPMG Certified Public Accountants

Consolidated Statement of Comprehensive Income - Cumulative

Unit: NT\$ Thousand (Except Per Share Data)

	Jun 30, 2024 (Unaudited)		Jun 30, 2023 (Unaudited)	
Sales Revenue ^(a)	4,397,767	100%	4,113,114	100%
Cost of Goods Sold	(3,429,722)	(78.0%)	(3,335,670)	(81.1%)
Gross Profit	968,045	22.0%	777,444	18.9%
Operating Expenses	(959,215)	(21.8%)	(1,030,875)	(25.1%)
Operating Income (Loss)	8,830	0.2%	(253,431)	(6.2%)
Net Non-operating Income	63,314	1.4%	46,402	1.1%
Income (Loss) before Tax	72,144	1.6%	(207,029)	(5.0%)
Income Tax Benefit (Expense)	(2,038)	(0.0%)	(1,956)	(0.0%)
Net Income (Loss)	70,106	1.6%	(208,985)	(5.1%)
EPS (NT\$)	NT\$0.52		(NT\$1.54)	

EBITDA (Operating Income + D&A)	373,915	8.5%	88,966	2.2%
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(a) Sales Revenue includes both shipping revenue and revenue from sale of scraps.

(b) Accounting Firm: KPMG Certified Public Accountants

Five-Year Financial Results

Unit: NT\$ Thousand (Except Per Share Data)

	Jun 30 2024 (Unaudited)		Year 2023 (Audited)		Year 2022 (Audited)		Year 2021 (Audited)		Year 2020 (Audited)	
Sales Revenue ^(a)	4,397,767	100%	8,486,228	80%	10,392,504	98%	10,575,862	100%	8,062,865	100%
Cost og Goods Sold	(3,429,722)	(78.0%)	(6,734,424)	(63.7%)	(8,159,619)	(77.2%)	(8,146,641)	(77.0%)	(6,226,899)	(77.2%)
Gross Progit	968,045	22.0%	1,751,804	16.6%	2,232,885	21.1%	2,429,221	23.0%	1,835,966	22.8%
Operating Expenses	(959,215)	(21.8%)	(2,082,533)	(19.7%)	(2,176,138)	(20.6%)	(1,915,218)	(18.1%)	(1,487,428)	(18.4%)
Operating Income (Loss)	8,830	0.2%	(330,729)	(3.1%)	56,747	0.5%	514,003	4.9%	348,538	4.3%
Net Non-operating Income	63,314	1.4%	61,037	0.6%	258,316	2.4%	74,910	0.7%	(25,117)	(0.3%)
Income (Loss) begore Tax	72,144	1.6%	(269,692)	(2.6%)	315,063	3.0%	588,913	5.6%	323,421	4.0%
Income Tax Benegit (Expense)	(2,038)	(0.0%)	1,504	0.0%	(91,730)	(0.9%)	(80,742)	(0.8%)	(63,475)	(0.8%)
Net Income (Loss)	70,106	1.6%	(268,188)	(2.5%)	223,333	2.1%	508,171	4.8%	259,946	3.2%
EPS (NT\$)	NT\$0.52		(NT\$1.98)		NT\$1.68		NT\$4.16		NT\$2.26	
Depreciation & Amortization	365,085	8.3%	706,432	8.3%	698,657	6.7%	593,173	5.6%	465,955	5.8%
Revenue grom sale og scraps	267,960	6.1%	267,960	3.2%	267,960	2.6%	325,063	3.1%	213,551	2.6%
EBITDA (Operating Income + D&A)	373,915	8.5%	375,703	4.4%	755,404	7.3%	1,107,176	10.5%	814,493	10.1%

(a) Sales Revenue includes both shipping revenue and revenue grom sale og scraps.

(b)Accounting girm:KPMG Certigied Public Accountants

Q&A

宏致集團
連接無限可能的未來與願景

ACES GROUP
MORE SOLUTIONS FOR RELEVANT CONNECTIONS



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Industrial
&
5G



High-Speed
Computing



Automobile
&
ADAS



Consumer
Electronics