



**ACES ELECTRONICS CO., LTD.**

**TWSE: 3605**

**NOV 27 , 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.
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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.

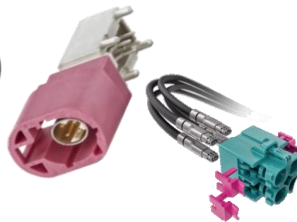
2011



2015



2017



2019



2021



2024



# Global Service Footprints



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

■ 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

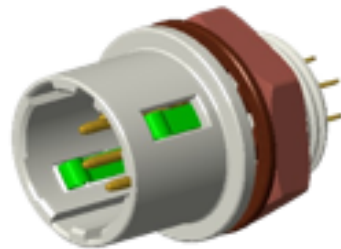


# Industrial Industry

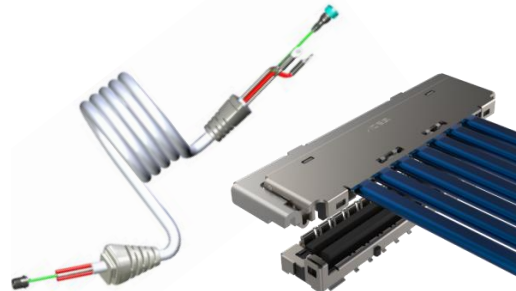
UPS, Smart Industrial Equipment,  
Industrial Computer



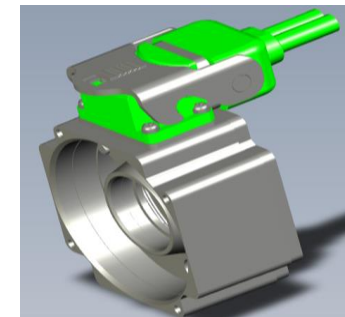
Motor Wire



Circular Connector



High Speed Cable



Servo Motor  
Connector& Cable

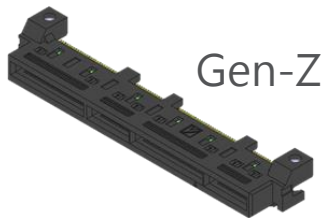


# Cloud Communication Industry

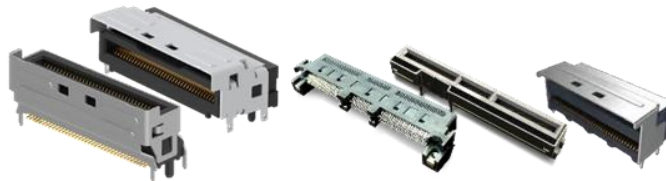
Server, Data Center, Network Equipment.  
STB, Modem, Router



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



Gen-Z



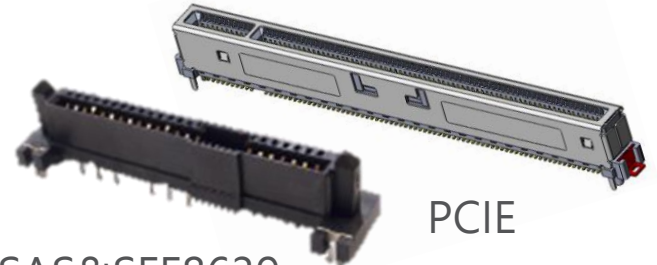
High Speed connector



Power Connector



RF Connector



SAS&SFF8639  
Connector

PCIE



Shielding



I/O Connector



F Connector



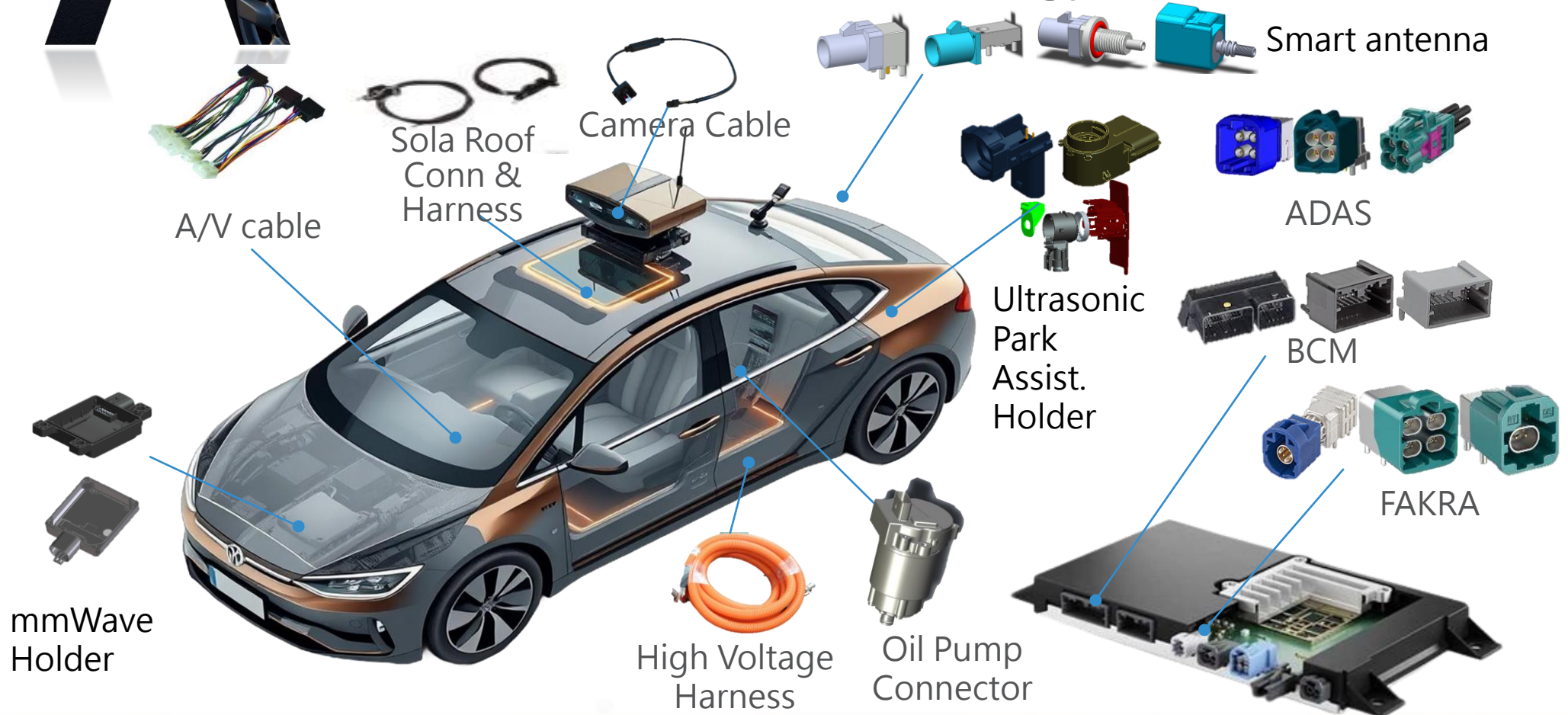
RJ Connector





# 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



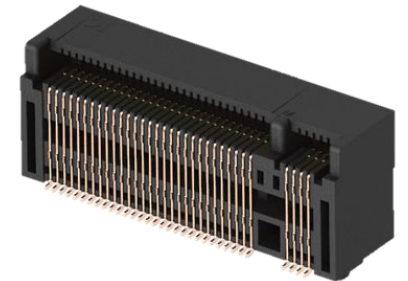
FFC/FPC Connector



DDR 5



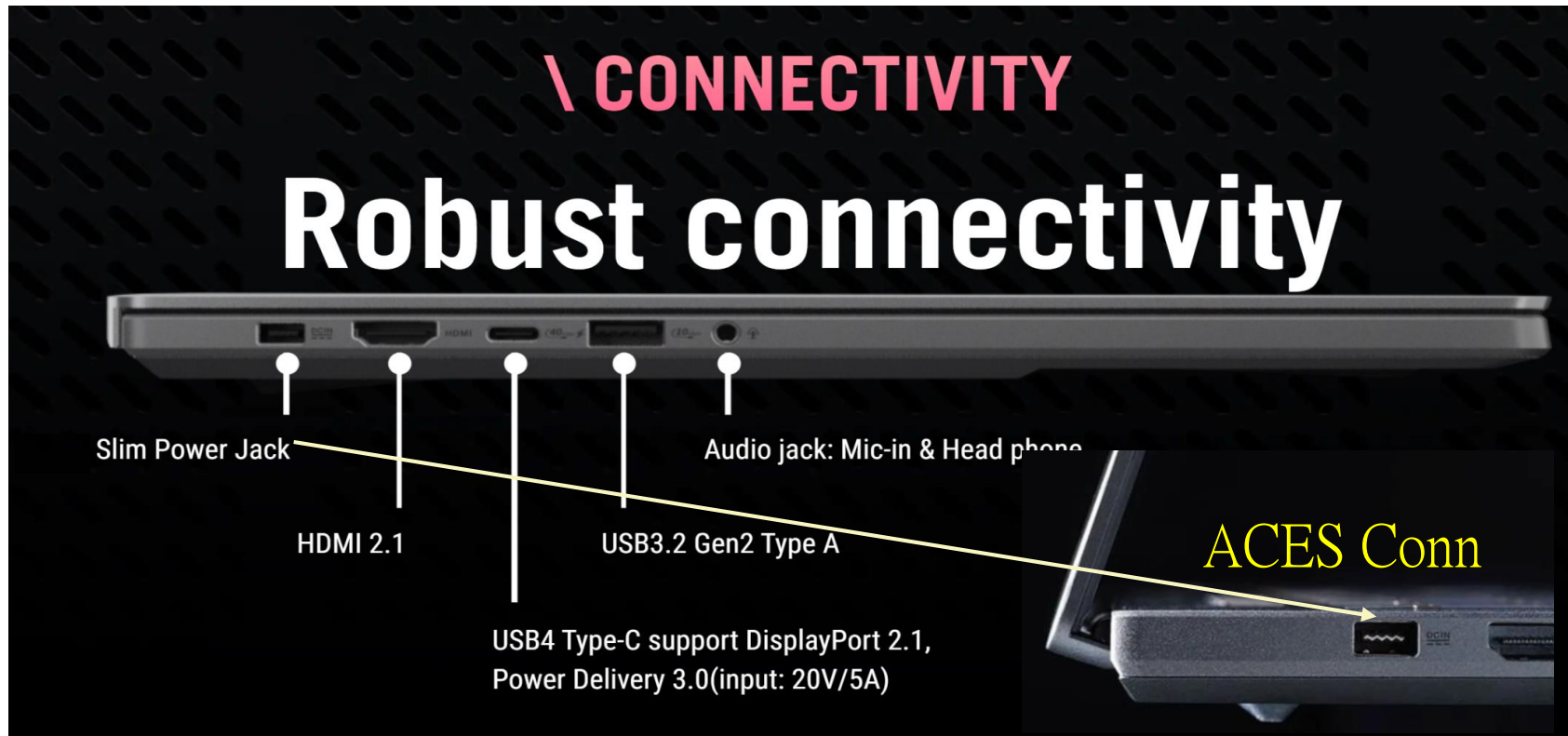
High Speed Cable



M.2

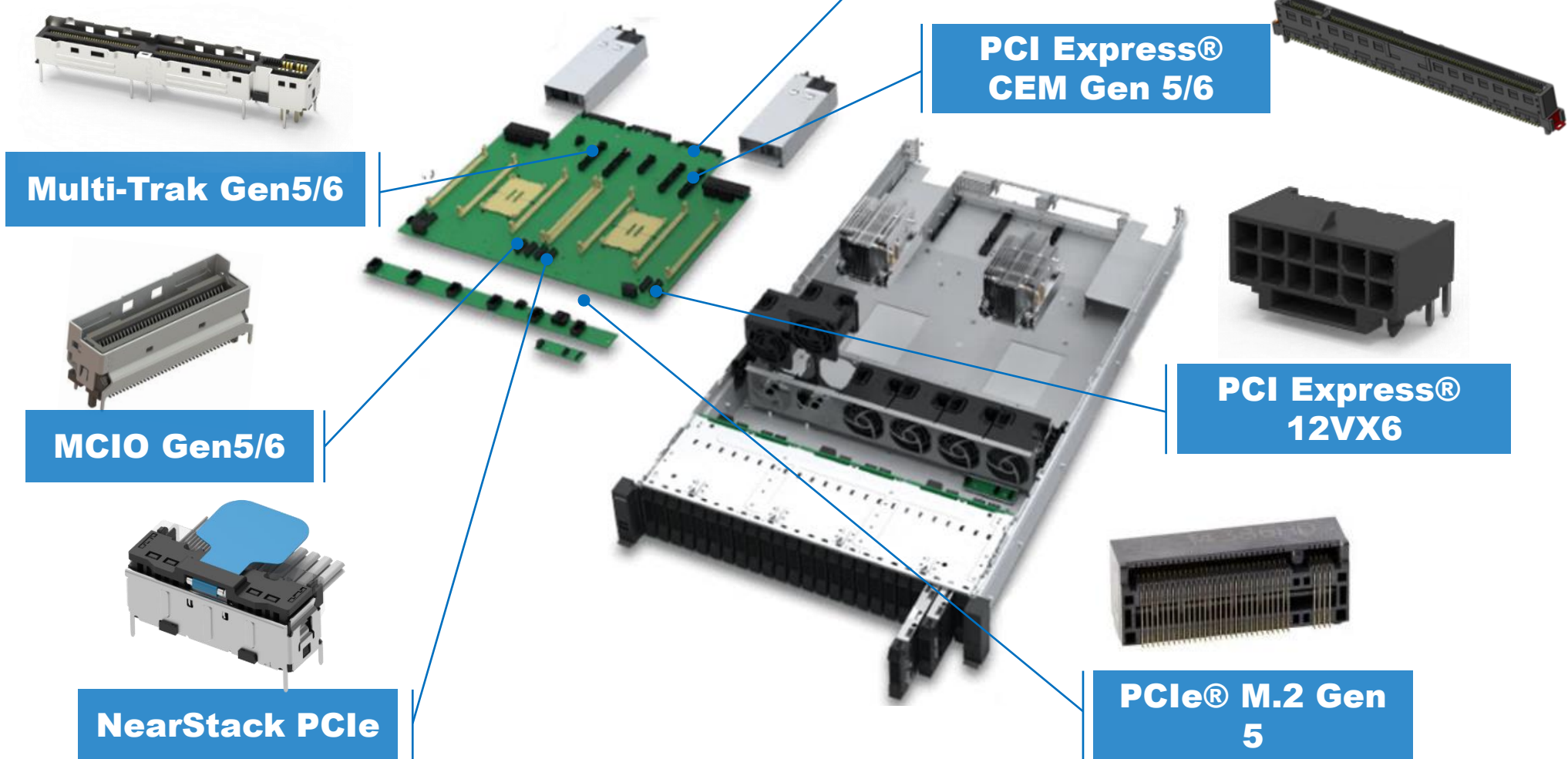
# AI/PC PRODUCT DEVELOPMENT

- 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

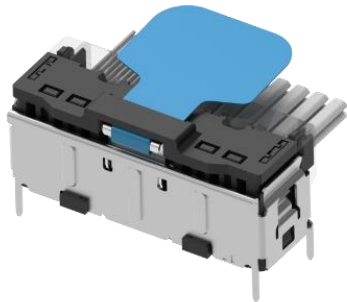




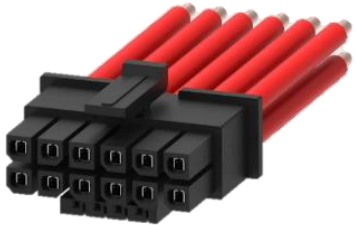
# Server / Data Center

## Inner High Speed Cable Application

NearStack PCIe



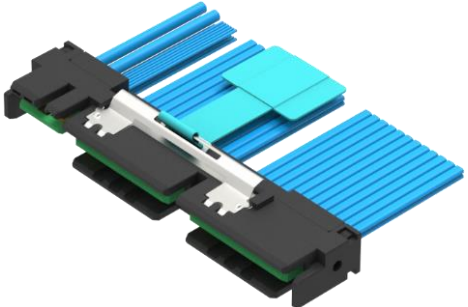
PCIe12VX6 Power cable



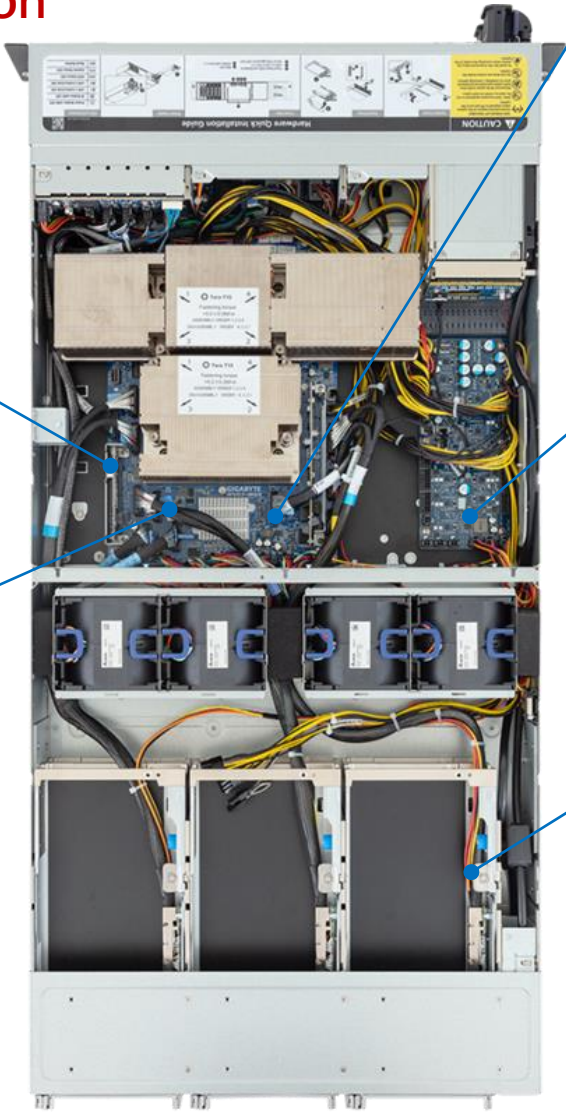
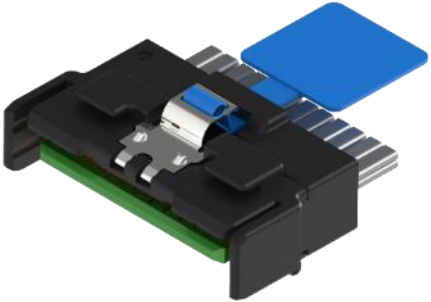
PCI Express® CEM Cabling



Multi-Trak Gen5/6



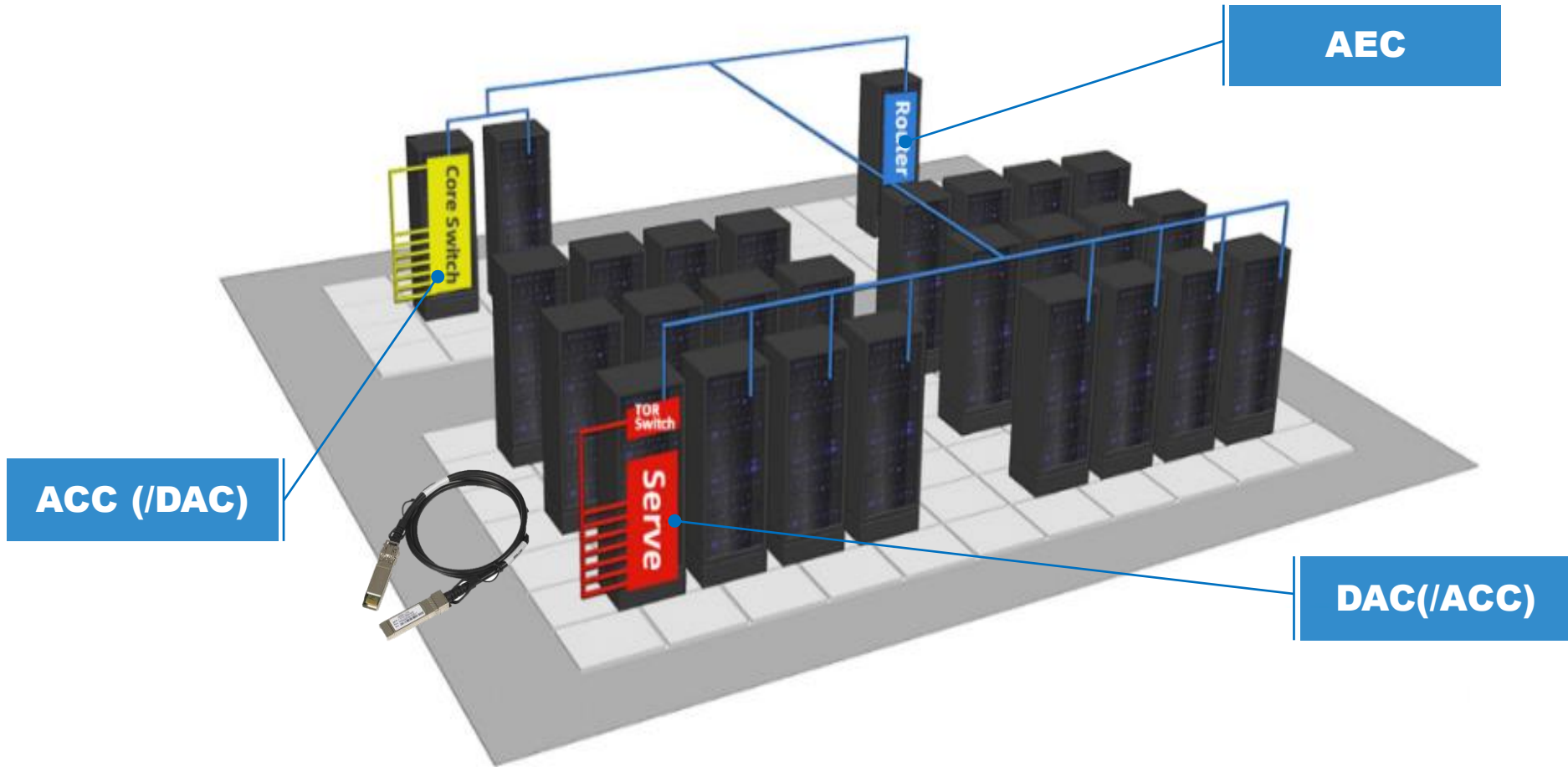
MCIO Gen5/6













# Server / Data Center

## External High Speed Cable Application



# MARKET SEGREGATION

Industry	Industrial 	Cloud 	Automobile 	NB& Consumer 
2025				
2024 Q1~Q3	22%	18%	6%	54%
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)

	3Q'24 (Unaudited)		2Q'24 (Unaudited)		3Q'23 (Unaudited)	
Sales Revenue <sup>(a)</sup>	2,688,732	100%	2,454,508	100%	2,204,976	100%
Cost of Goods Sold	(2,004,552)	(74.6%)	(1,884,104)	(76.8%)	(1,705,713)	(77.4%)
Gross Profit	684,180	25.4%	570,404	23.2%	499,263	22.6%
Operating Expenses	(529,319)	(19.7%)	(502,782)	(20.5%)	(528,581)	(24.0%)
Operating Income (Loss)	154,861	5.8%	67,622	2.8%	(29,318)	(1.3%)
Net Non-operating Income	(964)	(0.0%)	11,882	0.5%	67,438	3.1%
Income (Loss) before Tax	153,897	5.7%	79,504	3.2%	38,120	1.7%
Income Tax Benefit(Expense)	(24,390)	(0.9%)	(12,406)	(0.5%)	(5,671)	(0.3%)
Net Income (Loss)	129,507	4.8%	67,098	2.7%	32,449	1.5%
EPS (NT\$) <sup>(b)</sup>	NT\$0.96		NT\$0.50		NT\$0.24	
Depreciation & Amortization	197,577	7.3%	187,797	7.7%	177,916	8.1%
Revenue from sale of scraps	100,040	3.7%	93,298	3.8%	79,320	3.6%
<b>EBITDA (Operating Income + D&amp;A)</b>	<b>352,438</b>	<b>13.1%</b>	<b>255,419</b>	<b>10.4%</b>	<b>148,598</b>	<b>6.7%</b>

(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)

	Sep 30, 2024 (Unaudited)		Sep 30, 2023 (Unaudited)	
Sales Revenue <sup>(a)</sup>	7,086,499	100%	6,318,090	100%
Cost of Goods Sold	(5,434,274)	(76.7%)	(5,041,383)	(79.8%)
Gross Profit	1,652,225	23.3%	1,276,707	20.2%
Operating Expenses	(1,488,534)	(21.0%)	(1,559,456)	(24.7%)
Operating Income (Loss)	163,691	2.3%	(282,749)	(4.5%)
Net Non-operating Income	62,350	0.9%	113,840	1.8%
Income (Loss) before Tax	226,041	3.2%	(168,909)	(2.7%)
Income Tax Benefit (Expense)	(26,428)	(0.4%)	(7,627)	(0.1%)
Net Income (Loss)	199,613	2.8%	(176,536)	(2.8%)
EPS (NT\$)	NT\$1.48		(NT\$1.30)	
<b>EBITDA (Operating Income + D&amp;A)</b>	<b>726,353</b>	<b>10.2%</b>	<b>237,564</b>	<b>3.8%</b>

(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)

	Sep 30 2024 (Unaudited)		Year 2023 (Audited)		Year 2022 (Audited)		Year 2021 (Audited)		Year 2020 (Audited)	
Sales Revenue <sup>(a)</sup>	7,086,499	100%	8,486,228	80%	10,392,504	98%	10,575,862	100%	8,062,865	100%
Cost of Goods Sold	(5,434,274)	(76.7%)	(6,734,424)	(63.7%)	(8,159,619)	(77.2%)	(8,146,641)	(77.0%)	(6,226,899)	(77.2%)
Gross Profit	1,652,225	23.3%	1,751,804	16.6%	2,232,885	21.1%	2,429,221	23.0%	1,835,966	22.8%
Operating Expenses	(1,488,534)	(21.0%)	(2,082,533)	(19.7%)	(2,176,138)	(20.6%)	(1,915,218)	(18.1%)	(1,487,428)	(18.4%)
Operating Income (Loss)	163,691	2.3%	(330,729)	(3.1%)	56,747	0.5%	514,003	4.9%	348,538	4.3%
Net Non-operating Income	62,350	0.9%	61,037	0.6%	258,316	2.4%	74,910	0.7%	(25,117)	(0.3%)
Income (Loss) before Tax	226,041	3.2%	(269,692)	(2.6%)	315,063	3.0%	588,913	5.6%	323,421	4.0%
Income Tax Benefit (Expense)	(26,428)	(0.4%)	1,504	0.0%	(91,730)	(0.9%)	(80,742)	(0.8%)	(63,475)	(0.8%)
Net Income (Loss)	199,613	2.8%	(268,188)	(2.5%)	223,333	2.1%	508,171	4.8%	259,946	3.2%
EPS (NT\$)	NT\$1.48		(NT\$1.98)		NT\$1.68		NT\$4.16		NT\$2.26	
Depreciation & Amortization	562,662	7.9%	706,432	8.3%	698,657	6.7%	593,173	5.6%	465,955	5.8%
EBITDA (Operating Income + D&A)	726,353	10.2%	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 from sale of scraps.

(b) Accounting firm: KPMG Certified 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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