ACES ELECTRONICS CO., LTD.

TWSE: 3605.TW

MARCH 19 , 2025

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.

Contents

ACES

Company Overview

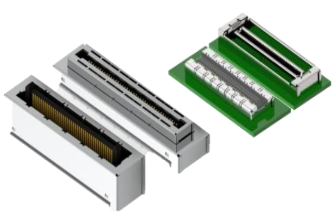
Profile

- 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

2011

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



2015

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

2017

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

2019

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

2021

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

2024

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

Global Service Footprints

Taiwan	Greater China	Southeast Asia	USA/Europe
◆ Taoyuan Headquarters ◆ PEC Phase One ◆ PEC Phase Two Engineering HQ ◆ Taipei office	◆ China Kunshan Dongguan Chongqing ◆ Japan office	◆ Vietnam ◆ Philippines ◆ Singapore office	◆ Germany ◆ USA Hayward Atlanta

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

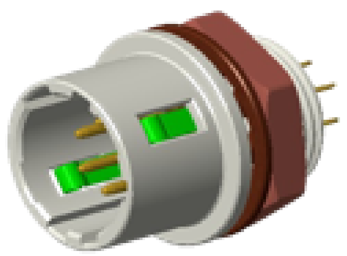
Automobile
ADAS,
Smart Cabin,
Connected Vehicle Technology

Laptop Computer, Consumer Electronics

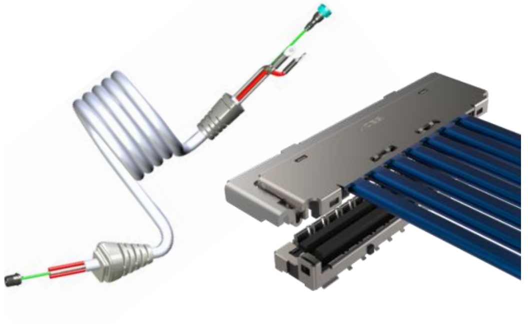
Industrial Industry

UPS, Smart Industrial Equipment, Industrial Computer

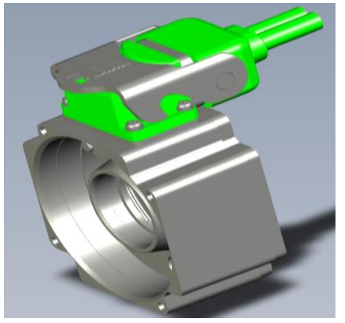
Motor Wire



Circular Connector



LVDS Cable

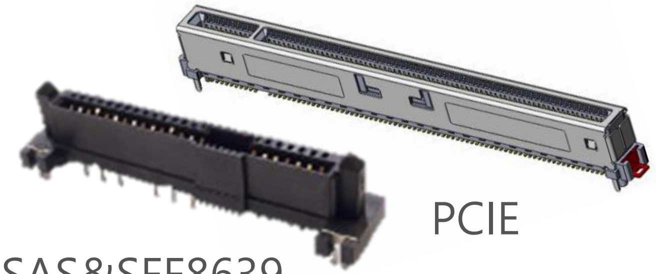


Servo Motor Connector& Cable

Cloud Communication Industry

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

High Speed connector



PCIE

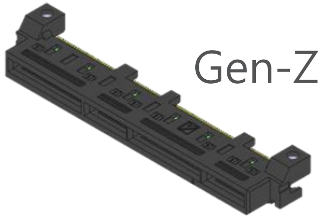
SAS&SFF8639 Connector

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

Power Connector

Shielding

I/O Connector



Gen-Z

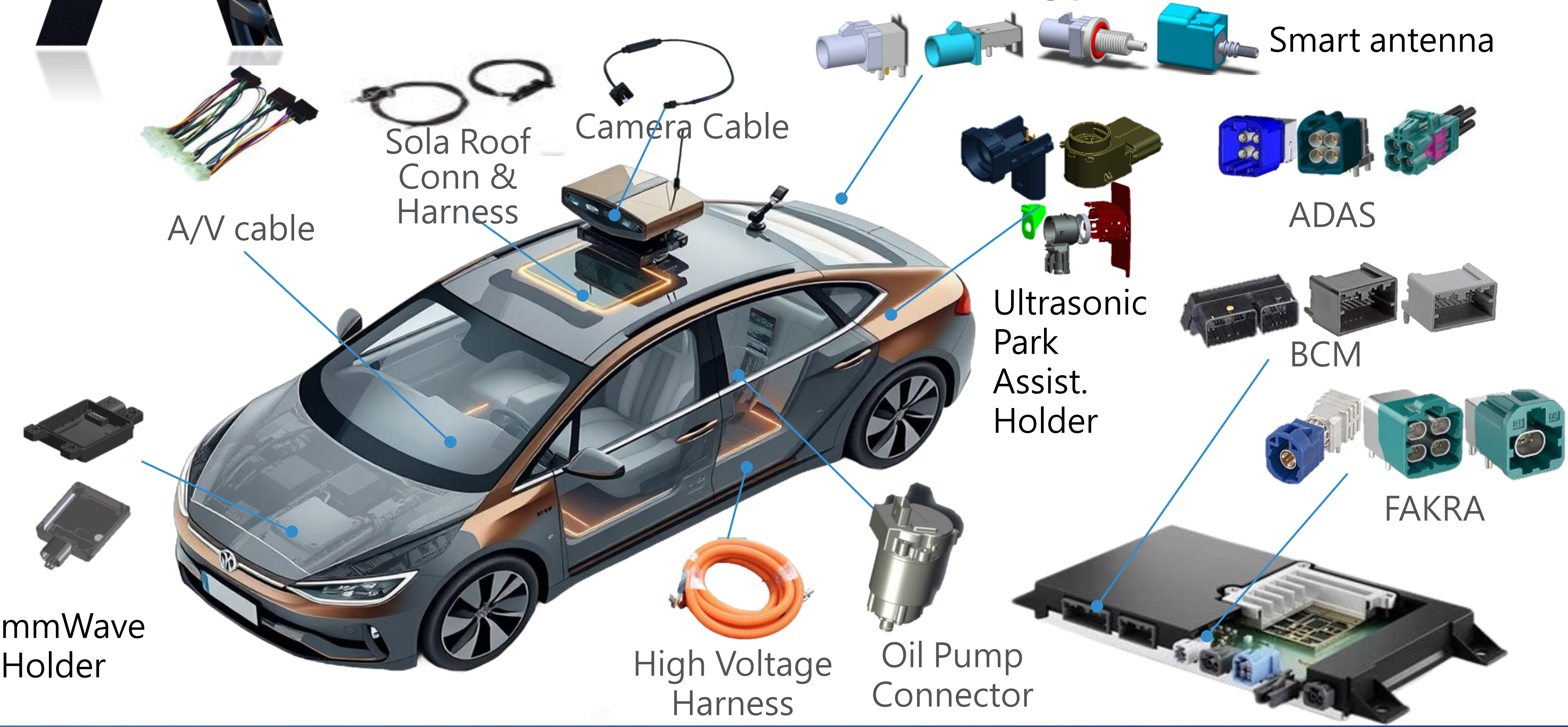
RF Connector

F Connector

RJ Connector

Automobile Industry

ADAS, Smart Cabin, Connected Vehicle Technology



Computer Peripherals Consumer Electronics

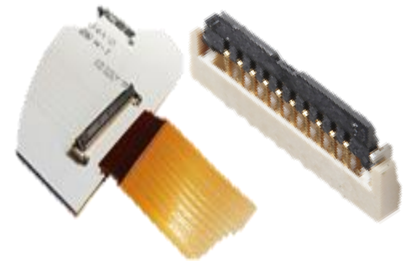
Laptop Computer, Consumer Electronics

High Speed Cable

LVDS Connector & Cable

External Connector

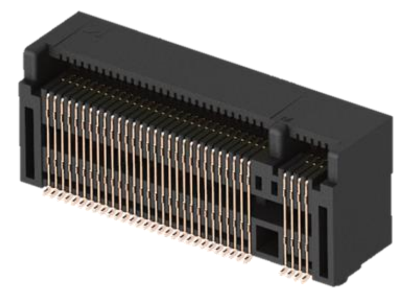
Mag Fit Connector



FFC/FPC Connector

I/O Connector

Shielding BTB Connector



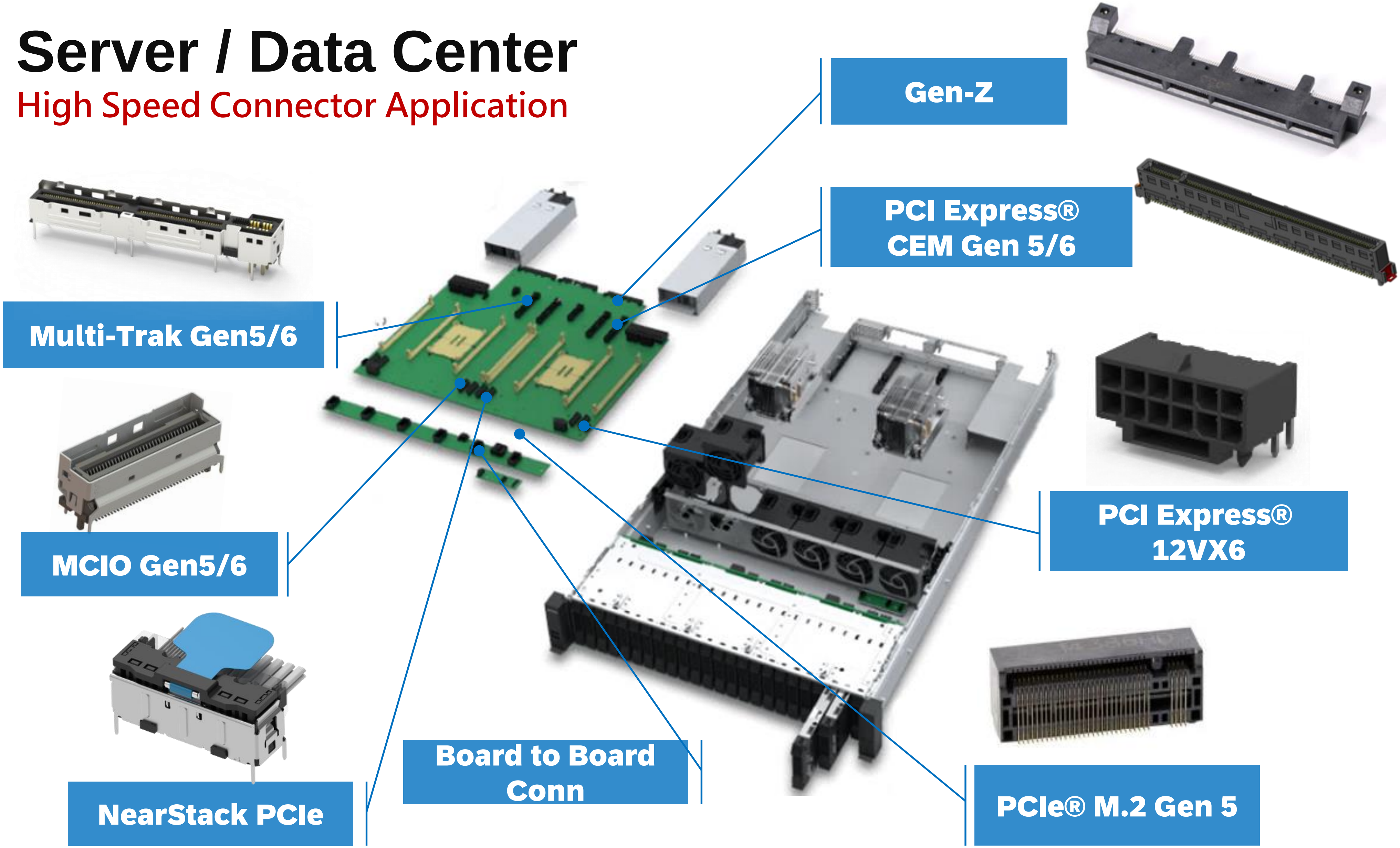
M.2

DDR 5

Type C

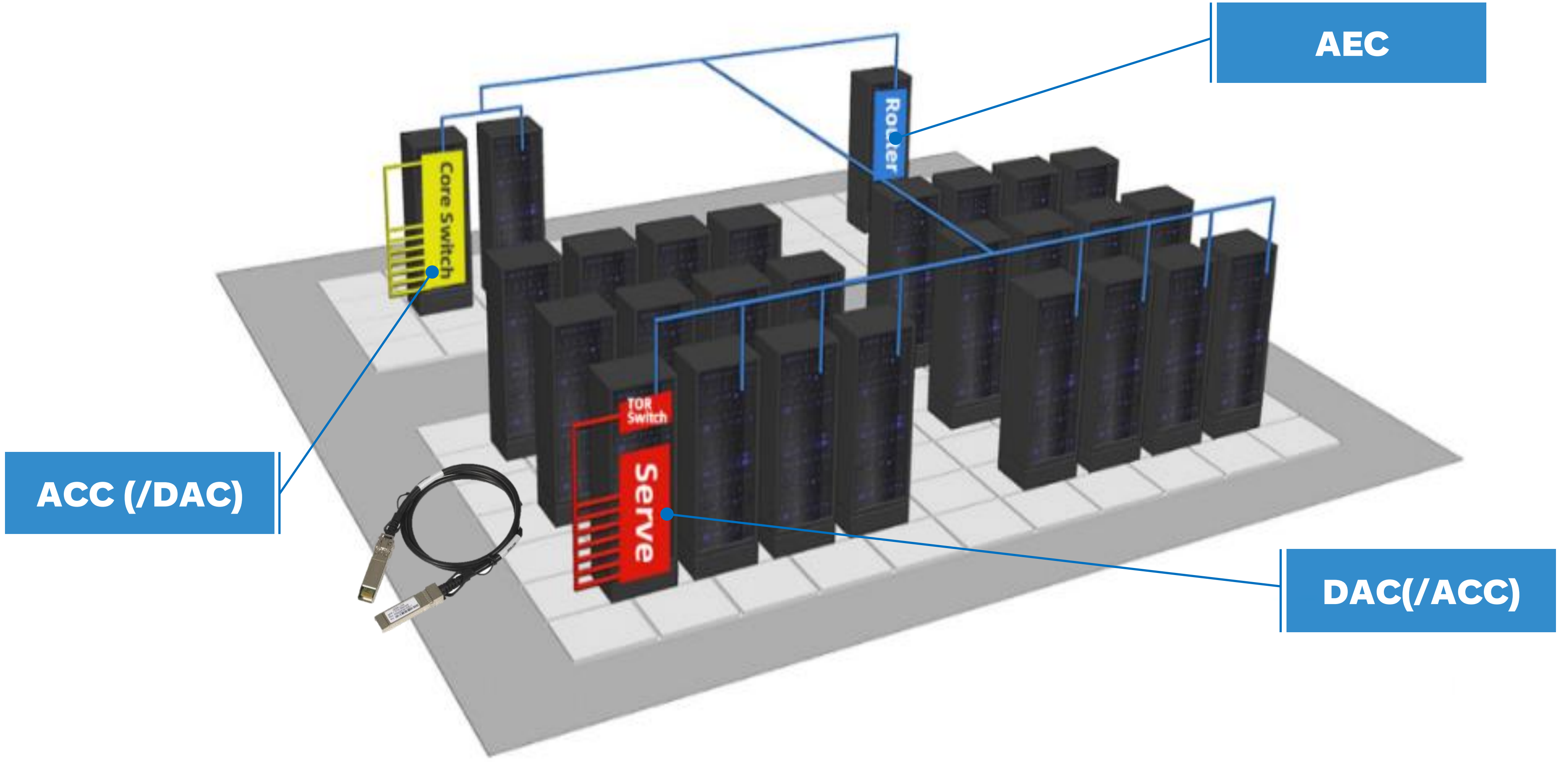
Server / Data Center

High Speed Connector Application



Server / Data Center

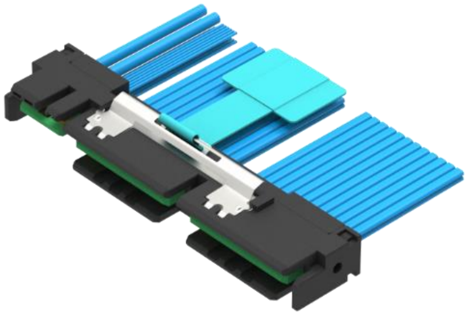
External High Speed Cable Application



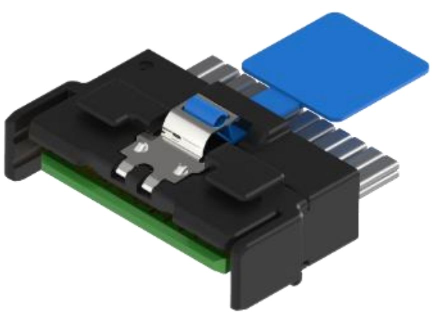
Server / Data Center

Inner High Speed Cable Application

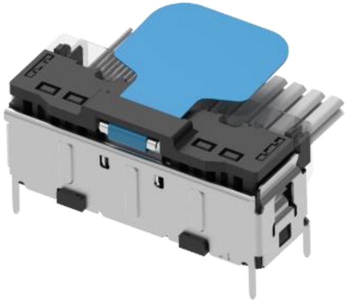
Multi-Trak Gen5/6



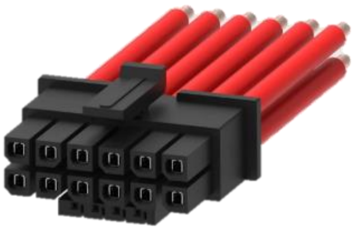
MCIO Gen5/6



NearStack PCIe



PCIe12VX6 Power cable



PCI Express® CEM Cabling

MARKET SEGREGATION

Industry	Industrial	Cloud	Automobile	NB& Consumer
2024Q4	22%	20%	5%	53%
2024	22%	18%	6%	54%
2023	21%	19%	7%	53%
2022	18%	27%	6%	49%

Q4 2024 MARKET STATUS UPDATE

– VS. 2023Q4 INCREASE YOY 24%/VS. 2024Q3 REMAINS CONSTANT YOY

1. Industrial Industry: Nov/Dec is generally low season but Q4 2024 demand is strong with 20% increase.

2. Cloud Communication Industry：Q4 YoY increase 30% contributed by High Speed connector shipment with strong server industry demand.

3. Automotive Industry：20% or more drop in Q4.

4. Computer Peripheral & Consumer Electronics：Traditional low season in Nov/Dec but Q4 had increased by 20%.

MARKET PREDICTION

Industry	Industrial	Cloud	Auto.	PC & Peripheral
2025H1	↗	↗	↘	↗
2024	22%	18%	6%	54%
2023	21%	19%	7%	53%
2022	18%	27%	6%	49%

H1 2025 MARKET OUTLOOK

-VS 2024H1 CONSISTENT GROWTH YOY

1. Industrial Industry：UPS demand increase/New projects ramp up in Drone/Surveillance System will foster growth in Year 2025.

2. Cloud Communication Industry ：High Speed Connection will sharply increase the revenue quarter by quarter.

3. Automotive Industry：Weak demand from the consumer market & is predicted to be on the descending trend.

4. Computer Peripheral & Consumer Electronics：With the launch of Windows 11 & AI PC in Year 2025, we are forecasting a steady growth.

Financial Results

Consolidated Statement of Comprehensive Income - Quarterly

Unit: NT$ Thousand (Except Per Share Data)

	1Q'24 (Audited)		2Q'24 (Audited)		3Q'24 (Audited)		4Q'24 (Audited)	
Sales Revenue[(a)]	1,943,259	100%	2,454,508	100%	2,688,732	100%	2,684,398	100%
Cost of Goods Sold	(1,545,618)	(79.5%)	(1,884,104)	(76.8%)	(2,004,552)	(74.6%)	(2,014,821)	(75.1%)
Gross Profit	397,641	20.5%	570,404	23.2%	684,180	25.4%	669,577	24.9%
Operating Expenses	(456,433)	(23.5%)	(502,782)	(20.5%)	(529,319)	(19.7%)	(554,788)	(20.7%)
Operating Income (Loss)	(58,792)	(3.0%)	67,622	2.8%	154,861	5.8%	114,789	4.3%
Net Non-operating Income	51,432	2.6%	11,882	0.5%	(964)	(0.0%)	46,383	1.7%
Income (Loss) before Tax	(7,360)	(0.4%)	79,504	3.2%	153,897	5.7%	161,172	6.0%
Income Tax Benefit(Expense)	10,368	0.5%	(12,406)	(0.5%)	(24,390)	(0.9%)	(16,430)	(0.6%)
Net Income (Loss)	3,008	0.2%	67,098	2.7%	129,507	4.8%	144,742	5.4%
EPS (NT$)[(b)]	NT$0.02		NT$0.50		NT$0.96		NT$1.03	
Depreciation & Amortization	177,288	9.1%	187,797	7.7%	197,577	7.3%	176,883	6.6%
Revenue from sale of scraps	71,193	3.7%	93,298	3.8%	100,040	3.7%	133,828	5.0%
EBITDA (Operating Income + D&A)	118,496	6.1%	255,419	10.4%	352,438	13.1%	291,672	10.9%

(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)

	Dec 31, 2024 (Audited)		Dec 31, 2023 (Audited)		YoY Change %
Sales Revenue[(a)]	9,770,897	100%	8,486,228	100%	15%
Cost of Goods Sold	(7,449,095)	(76.2%)	(6,734,424)	(79.4%)	11%
Gross Profit	2,321,802	23.8%	1,751,804	20.6%	33%
Operating Expenses	(2,043,322)	(20.9%)	(2,082,533)	(24.5%)	(2%)
Operating Income (Loss)	278,480	2.9%	(330,729)	(3.9%)	184%
Net Non-operating Income	108,733	1.1%	61,037	0.7%	78%
Income (Loss) before Tax	387,213	4.0%	(269,692)	(3.2%)	244%
Income Tax Benefit (Expense)	(42,858)	(0.4%)	1,504	0.0%	(2950%)
Net Income (Loss)	344,355	3.5%	(268,188)	(3.2%)	228%
EPS (NT$)	NT$2.51		(NT$1.98)		
Depreciation & Amortization	739,545	7.6%	706,432	8.3%	
EBITDA (Operating Income + D&A)	1,018,025	10.4%	375,703	4.4%	

(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)

	Year 2024 (Audited)		Year 2023 (Audited)		Year 2022 (Audited)		Year 2021 (Audited)		Year 2020 (Audited)	
Sales Revenue[(a)]	9,770,897	100%	8,486,228	80%	10,392,504	98%	10,575,862	100%	8,062,865	100%
Cost og Goods Sold	(7,449,095)	(76.2%)	(6,734,424)	(63.7%)	(8,159,619)	(77.2%)	(8,146,641)	(77.0%)	(6,226,899)	(77.2%)
Gross Progit	2,321,802	23.8%	1,751,804	16.6%	2,232,885	21.1%	2,429,221	23.0%	1,835,966	22.8%
Operating Expenses	(2,043,322)	(20.9%)	(2,082,533)	(19.7%)	(2,176,138)	(20.6%)	(1,915,218)	(18.1%)	(1,487,428)	(18.4%)
Operating Income (Loss)	278,480	2.9%	(330,729)	(3.1%)	56,747	0.5%	514,003	4.9%	348,538	4.3%
Net Non-operating Income	108,733	1.1%	61,037	0.6%	258,316	2.4%	74,910	0.7%	(25,117)	(0.3%)
Income (Loss) begore Tax	387,213	4.0%	(269,692)	(2.6%)	315,063	3.0%	588,913	5.6%	323,421	4.0%
Income Tax Benegit (Expense)	(42,858)	(0.4%)	1,504	0.0%	(91,730)	(0.9%)	(80,742)	(0.8%)	(63,475)	(0.8%)
Net Income (Loss)	344,355	3.5%	(268,188)	(2.5%)	223,333	2.1%	508,171	4.8%	259,946	3.2%
EPS (NT$)	NT$2.51		(NT$1.98)		NT$1.68		NT$4.16		NT$2.26	
Depreciation & Amortization	739,545	7.6%	706,432	8.3%	698,657	6.7%	593,173	5.6%	465,955	5.8%
EBITDA (Operating Income + D&A)	1,018,025	10.4%	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

Industrial & 5G High-Speed Computing Automobile & ADAS Consumer Electronics

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

Industrial & 5G
High-Speed Computing
Automobile & ADAS
Consumer Electronics