



宏致電子股份有限公司

股票代號 3605

ACES Electronics Co., Ltd.

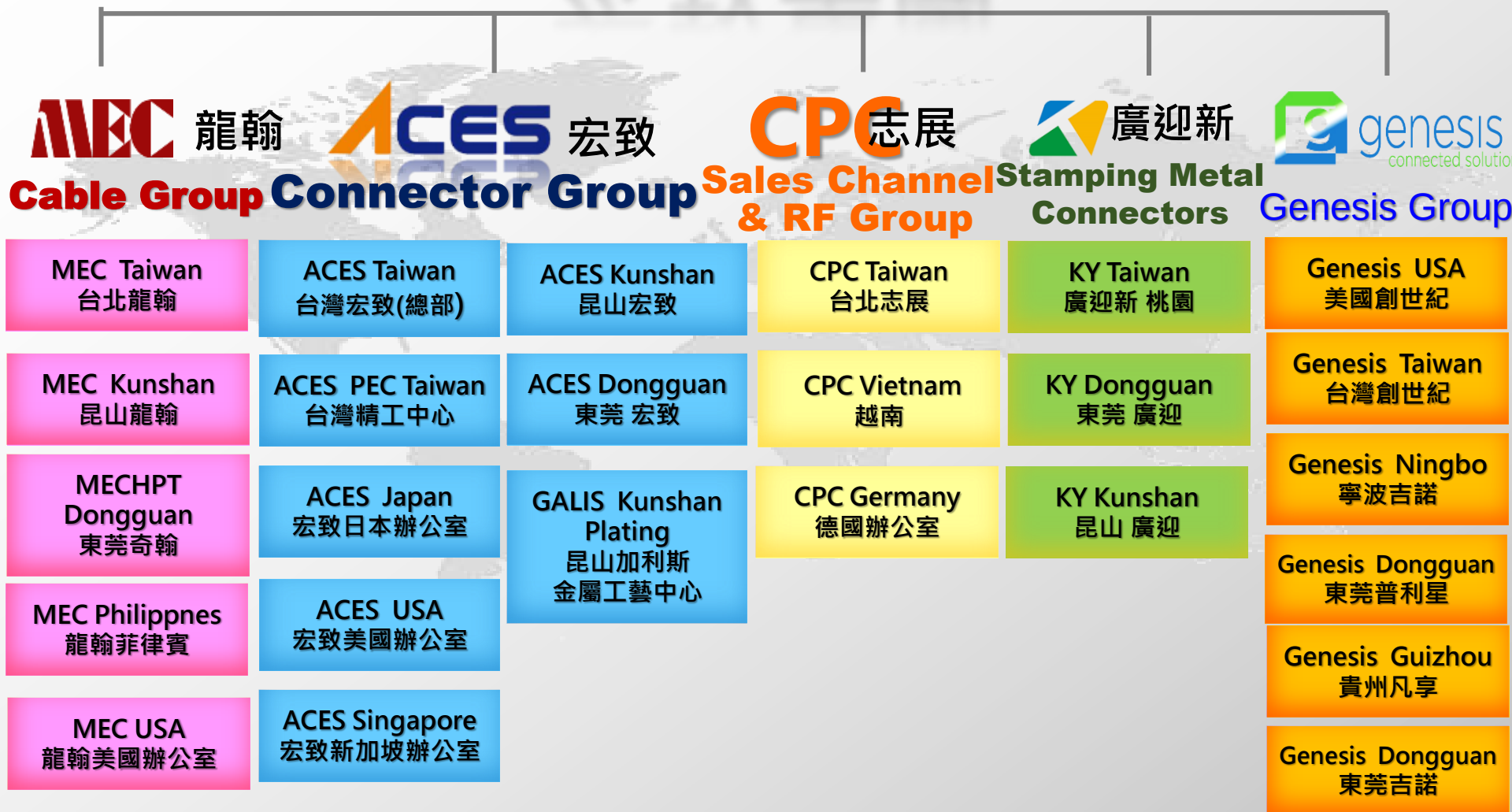
Investor Conference

AUG 25, 2021

- **ACES Group Established in Nov. 1996.**
 - **Over 5,000 employees worldwide**
 - **Headquarters: Taiwan Taoyuan**
 - **Factories: Taiwan 、 China (Dongguan 、 Kunshan 、 Suzhou 、 Ningbo) 、 Philippines 、 Vietnam**
 - **Overseas Sales Offices: Japan 、 Singapore 、 Philippines 、 Germany 、 USA**
- **We are focusing on designing/producing/selling high technique connectors, cables assemblies, dongles, and solution of electronic devices.**
- **End Product including: Industry 4.0, IPC, Medical, Cloud Computing, Server, Automotive, Transportation, Laptop Computing, Consumer Electronics**

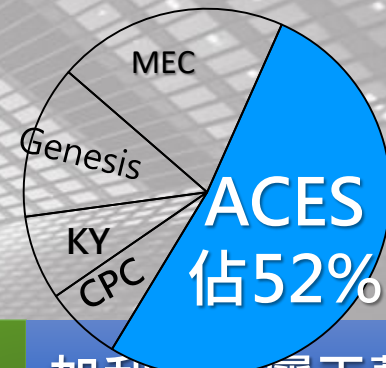


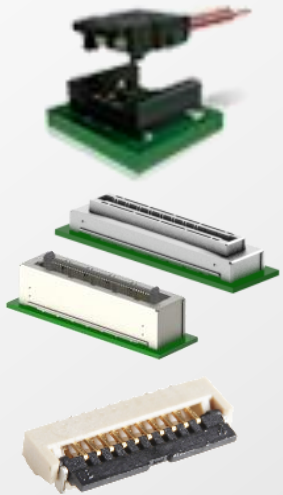
宏致集團



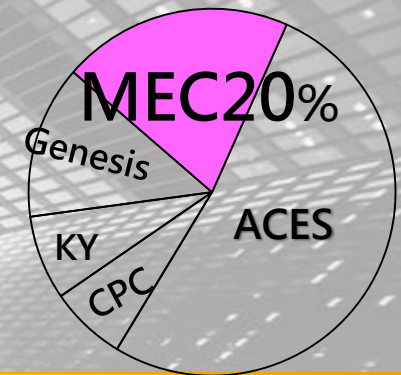
Plant Overview-宏致 ACES

Proportion : Taiwan 15% / China 85%



總部	精工中心	東莞宏致	昆山宏致	加利斯金屬工藝
Headquarters	Precision Engineering Center	Dongguan Plant	Kunshan Plant	Galis Plating
Marketing Sales	R&D Tooling Molding Stamping Connector and Cable Assembly	Sales R&D Tooling Molding Stamping Assembly	Sales R&D Tooling Molding Stamping Connector Assembly Automotive parts	Plating
				

Plant Overview-龍翰 MEC



Proportion : PHIL 45% / KS 40% / DG 15%

龍翰科技

MEC IMEX Inc.

**Marketing
Sales
Product Design
High Speed
Cable**



龍翰菲律賓

**MEC Electronics
(Philippines) Corp.**

**AC/DC Power Cord,
Appliance Cable,
Industrial Cable**



蘇州瀚騰

**SUZHOU Hanteng
Electronics Tech. Co., Ltd.**

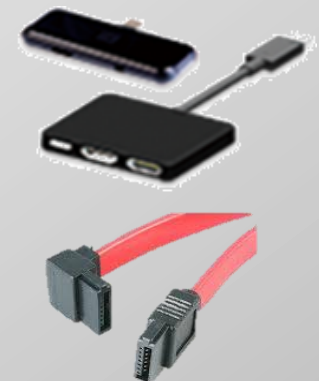
**LVDS Cable
Automotive
Cable , Wire
Harness,**



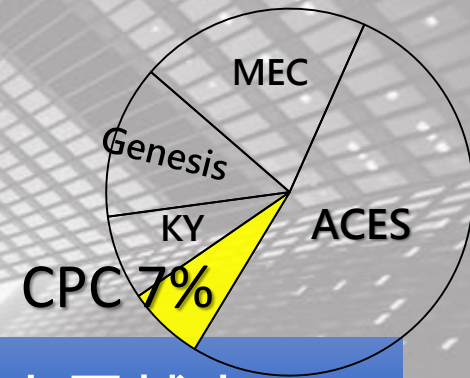
東莞奇翰

**MEC Homepride
Tech. Inc.**

**Dongle Cable,
Data Cable
Appliance Cable**



Plant Overview- 志展 CPC



志展實業

CPC Headquarters

德國宏高

CPC Germany

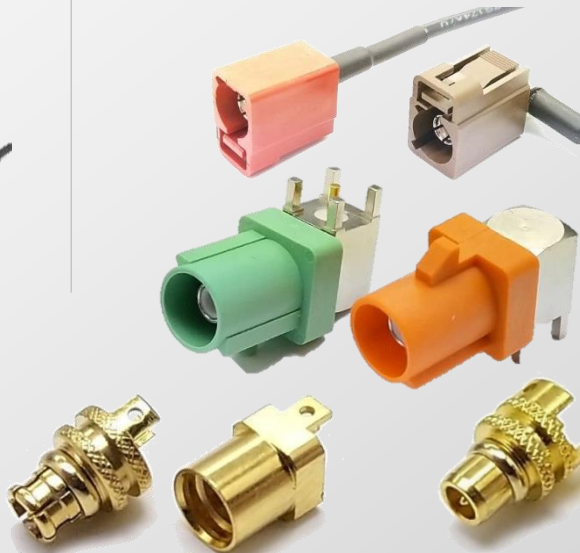
志展越南

Vietnam Plant

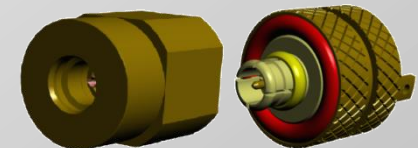
Sales R&D
RF Connector
RF Cable
Supply Chain



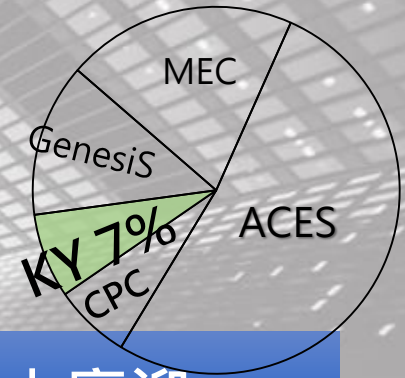
Sales
Logistic



RF Connector
RF Cable
Zinc Die Casting
Aluminum Die Casting
Barrel Plating
Hanging Plating
Lathe / CNC



Plant Overview-廣迎新KY



廣迎新工業

KY Taiwan

東莞廣迎

KY Dongguan

昆山廣迎

KY Kunshan

Stamping Metal
CNC
RFI Connector

Stamping Metal

Stamping Metal



C-Type conn.



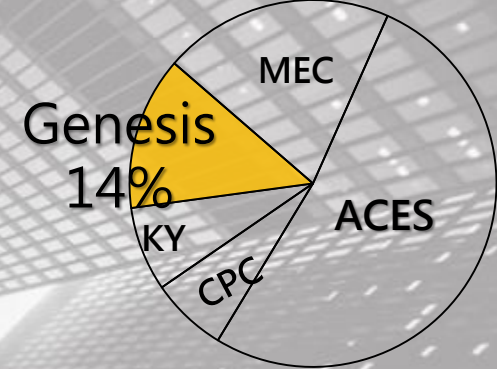
(OTG) Adapter



Combo USB
Receptacles

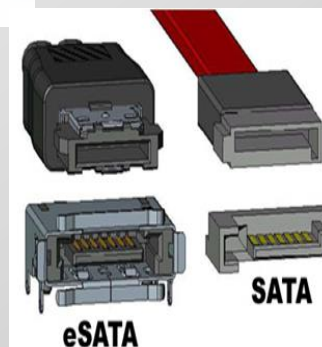
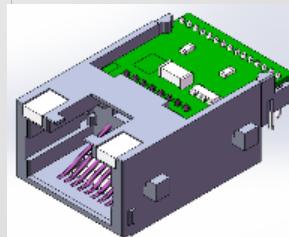
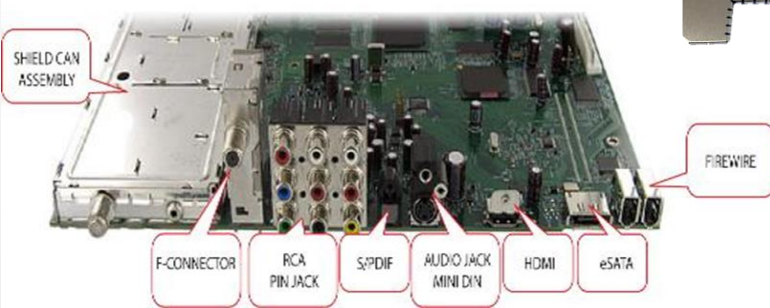
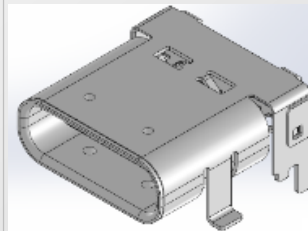


據點概述-Genesis(2021/4 併購)



Proportion : China 100%

總部/美國	台北/土城	寧波吉諾	東莞普利星	貴州凡享	東莞吉諾
GUSA	GTW	GTN	PLX	GTG	GICC
Sales R&D	Sales Logistic	RF Connector Shielding Heat sink	Connector Cable	Connector	High Speed Cable



eSATA

SATA

Strategic Planning for main market category



Industry

UPS, Industrial
& IPC, Medical
Equipment



Cloud

Computing
Communication
Server
STB(Set-Top Box)
Modem



Automobile

Transportation

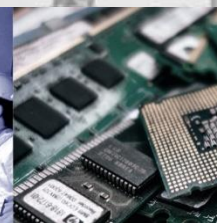
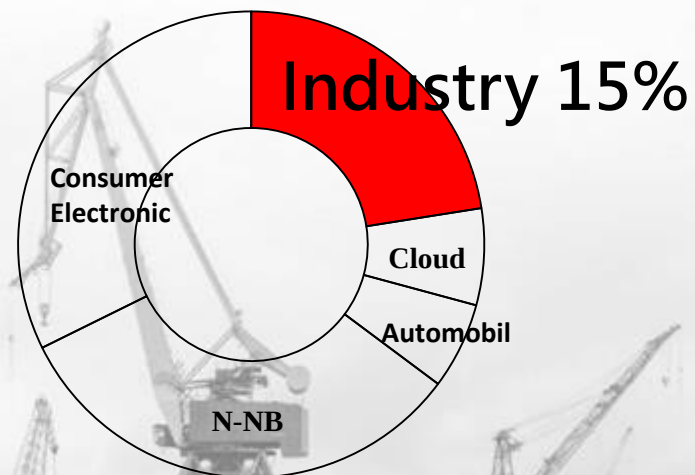


Laptop Computer

Consumer
Electronics

ICAN

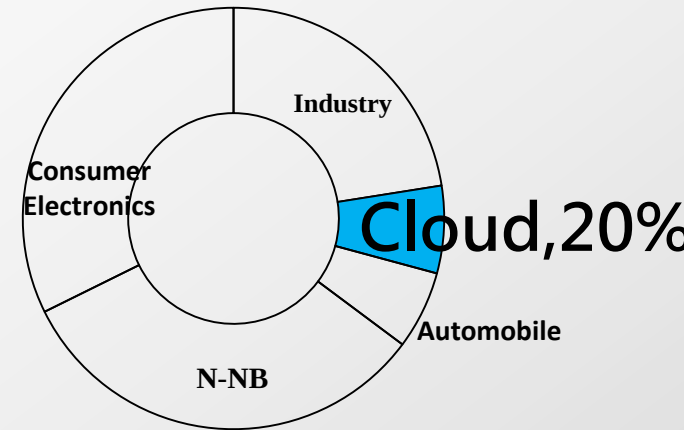
Industrial & Industry 4.0 / IPC / Medical



- Cable and Connector for Industrial Equipment
- Cable and Connector for IPC
- Cable and Connector for Medical Equipment



Cloud Computing & Communication and Server

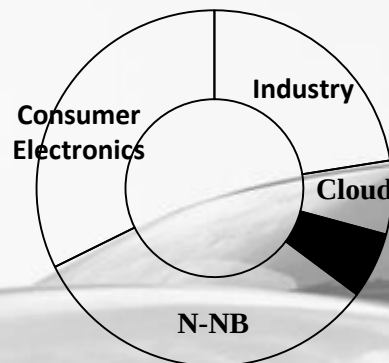


- High Speed Connector and Cable
- High Power Connector
- RF connector (Radio Frequency Connector) and Cable
- Other Connector and Cable

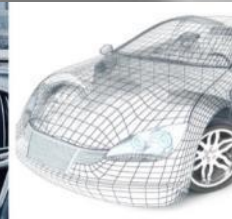




Automobile / Transportation



Automobile
,4%



- Connector & Cable for Advanced Driver Assistance Systems
- Electronic Control Module
- Connector & Cable for Electric Vehicle

High Power Connector



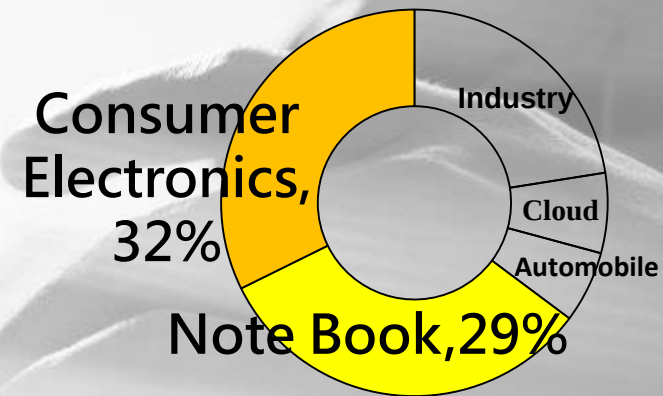
Reverse Parking Sensor Connector & Cable Assembly



Body Control Module Connector



Laptop Computer / Consumer Electronics



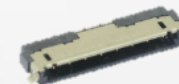
- High technique Connectors & Harness for Note Book and Peripheral products
- High technique Connectors & Harness for Smart Phone
- Connector & Cable for Smart Home
- Dongles
- USB/HDMI/IO Cable



Slimmate
connector0



IDC Female



Wafer



FPC
Connector

Strategic Planning for main market category

	 <u>Industry</u>	 <u>Cloud</u>	 <u>Automobile</u>	 <u>NoteBook & Consumer</u>
2019	21%	8%	6%	65%
2020	16%	11%	4%	69%
2021/ 1-6	15%	20%	4%	61%
2021				

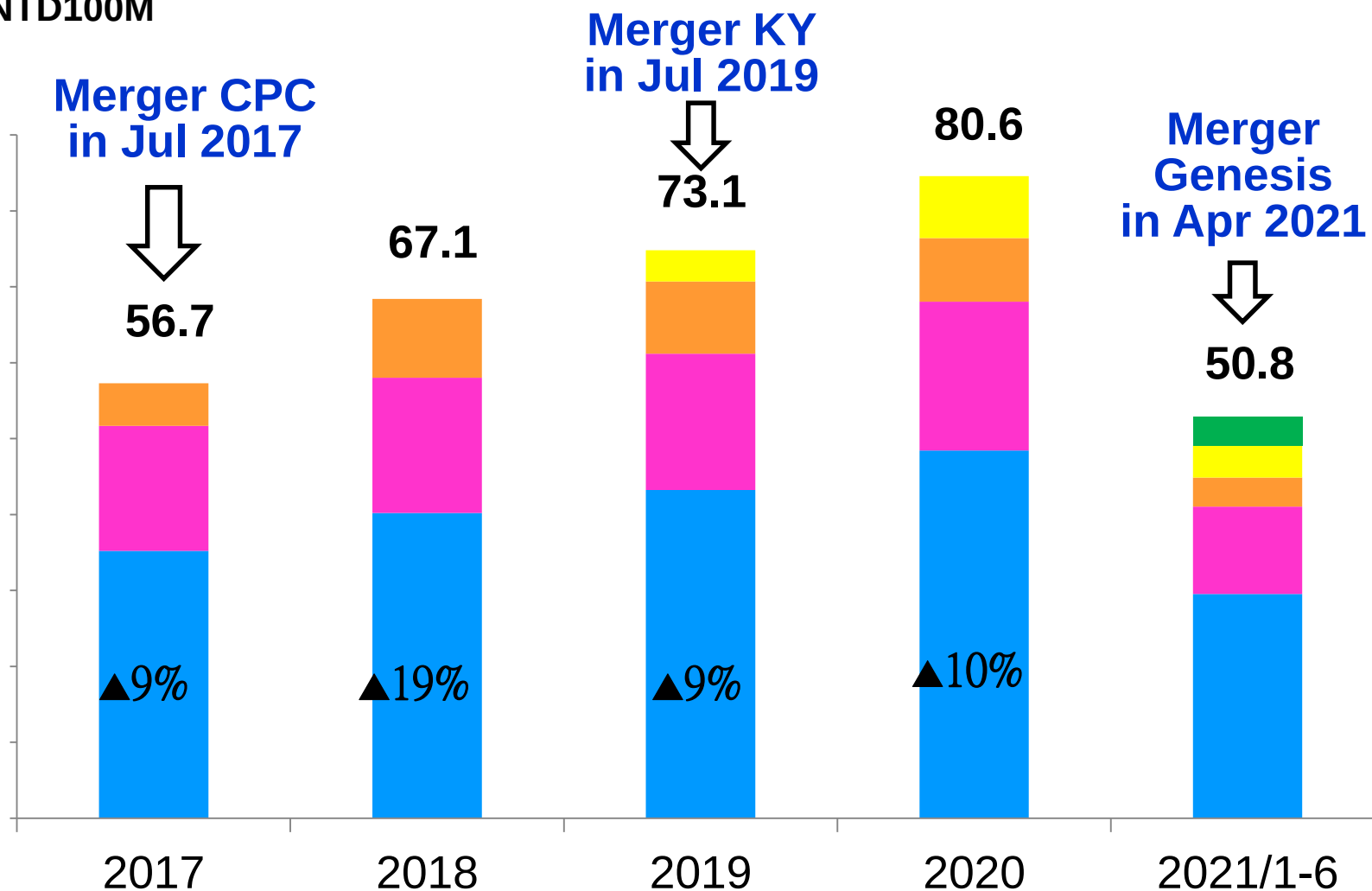


Financial Results



■ Genesis
 ■ KY
 ■ CPC
 ■ MEC
 ■ ACES

Unit NTD100M



ACES Consolidated Income Statement-Quarter



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

	2Q'21 (Unaudited)		2Q'20 (Unaudited)		QoQ Change %
Sales Revenue ^(a)	2,774,620	100.0%	2,064,696	100.0%	34.4%
Cost of Goods Sold	(2,094,194)	(75.5%)	(1,561,739)	(75.6%)	34.1%
Gross Profit	680,426	24.5%	502,957	24.4%	35.3%
Operating Expenses	(494,405)	(17.8%)	(377,059)	(18.3%)	31.1%
Operating Income (Loss)	186,021	6.7%	125,898	6.1%	47.8%
Net Non-operating Income	2,662	0.1%	24,330	1.2%	(89.1%)
Income (Loss) before Tax	188,683	6.8%	150,228	7.3%	25.6%
Income Tax Benefit(Expense)	(9,195)	-0.3%	(21,508)	(1.0%)	(57.2%)
Net Income (Loss)	179,488	6.5%	128,720	6.2%	39.4%
EPS (NT\$) ^(b)	NT\$1.47		NT\$1.08		
Depreciation & Amortization	140,902	5.1%	115,515	5.6%	
EBITDA (Operating Income + D&A)	326,923	11.8%	241,413	11.7%	

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

(b) EPS were calculated based on total outstanding shares of 122,396K in Year 2020.

ACES Consolidated Income Statement



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

	Jun 30, 2021 (Unaudited)		Jun 30, 2020 (Unaudited)		YoY Change %
Sales Revenue ^(a)	5,077,631	100%	3,654,076	100%	39.0%
Cost of Goods Sold	(3,845,951)	(75.7%)	(2,865,054)	(78.4%)	34.2%
Gross Profit	1,231,680	24.3%	789,022	21.6%	56.1%
Operating Expenses	(894,110)	(17.6%)	(701,799)	(19.2%)	27.4%
Operating Income (Loss)	337,570	6.6%	87,223	2.4%	287.0%
Net Non-operating Income	39,655	0.8%	49,092	1.3%	(19.2%)
Income (Loss) before Tax	377,225	7.4%	136,315	3.7%	176.7%
Income Tax Benefit (Expense)	(46,855)	(0.9%)	(34,693)	(0.9%)	35.1%
Net Income (Loss)	330,370	6.5%	101,622	2.8%	225.1%
EPS (NT\$)	NT\$2.71		NT\$0.90		
Depreciation & Amortization	262,597	5.2%	234,638	6.4%	
EBITDA (Operating Income + D&A)	600,167	11.8%	321,861	8.8%	

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

(b) Accounting Firm: KPMG Certified Public Accountants

Last 5 Years Results



	Jun 30 2021 (Unaudited)		2020 (Audited)		2019 (Audited)		2018 (Audited)		2017 (Audited)	
Sales Revenue ^(a)	5,077,631	100%	8,062,865	100%	7,311,836	100%	6,710,893	100%	5,665,958	100%
Cost of Goods Sold	(3,845,951)	(75.7%)	(6,226,899)	(77.2%)	(5,639,431)	(77.1%)	(5,337,999)	(79.5%)	(4,572,737)	(80.7%)
Gross Profit	1,231,680	24.3%	1,835,966	22.8%	1,672,405	22.9%	1,372,894	20.5%	1,093,221	19.3%
Operating Expenses	(894,110)	(17.6%)	(1,487,428)	(18.4%)	(1,403,917)	(19.2%)	(1,237,562)	(18.4%)	(1,065,828)	(18.8%)
Operating Income (Loss)	337,570	6.6%	348,538	4.3%	268,488	3.7%	135,332	2.0%	27,393	0.5%
Net Non-operating Income	39,655	0.8%	87,545	1.1%	87,545	1.2%	117,071	1.7%	58,718	1.0%
Income (Loss) before Tax	377,225	7.4%	436,083	5.4%	356,033	4.9%	252,403	3.8%	86,111	1.5%
Income Tax Benefit (Expense)	(46,855)	(0.9%)	(53,316)	(0.7%)	(53,316)	(0.7%)	(30,049)	(0.4%)	(23,472)	(0.4%)
Net Income (Loss)	330,370	6.5%	382,767	4.7%	302,717	4.1%	222,354	3.3%	62,639	1.1%
EPS (NT\$)	NT\$2.71		NT\$2.55		NT\$2.55		NT\$1.92		NT\$0.61	
Depreciation & Amortization	262,597	5.2%	465,955	5.8%	456,141	6.2%	414,248	6.2%	394,887	7.0%
EBITDA (Operating Income + D&A)	600,167	11.8%	814,493	10.1%	724,629	9.9%	549,580	8.2%	422,280	7.5%

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

(b) Accounting Firm: KPMG Certified Public Accountants



Achieve Your Ideas.

Aces offers extensive design, engineering and manufacturing to serve variant products in industries that include computer, computer peripherals, business equipment, home entertainment and telecommunications.

Thank You.