



# Ace Pillar 2025 Q1 Institutional Investors Conference

15 May. 2025

# Participants

**Chairman**

**Joshua Tzeng**

**CEO**

**Chris Li**

**CFO**

**Denise Chen**

# Agenda

1. Q1 Financial Results
2. Business Update and Outlook
3. Q&A

# Safe Harbor Notice

We have made forward-looking statements in the presentation. Our forward looking statements contain information regarding, among other things, our financial conditions, future expansion plans and business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties, and assumptions about us.

We undertake no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events might not occur and our actual results could differ materially from those anticipated in these forward-looking statements.



1

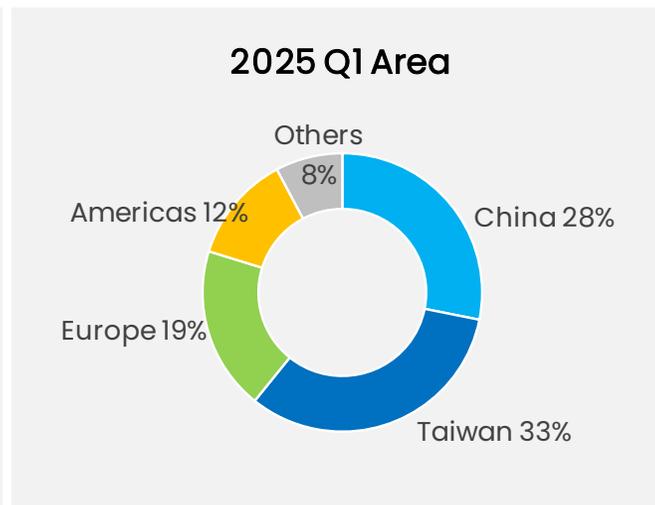
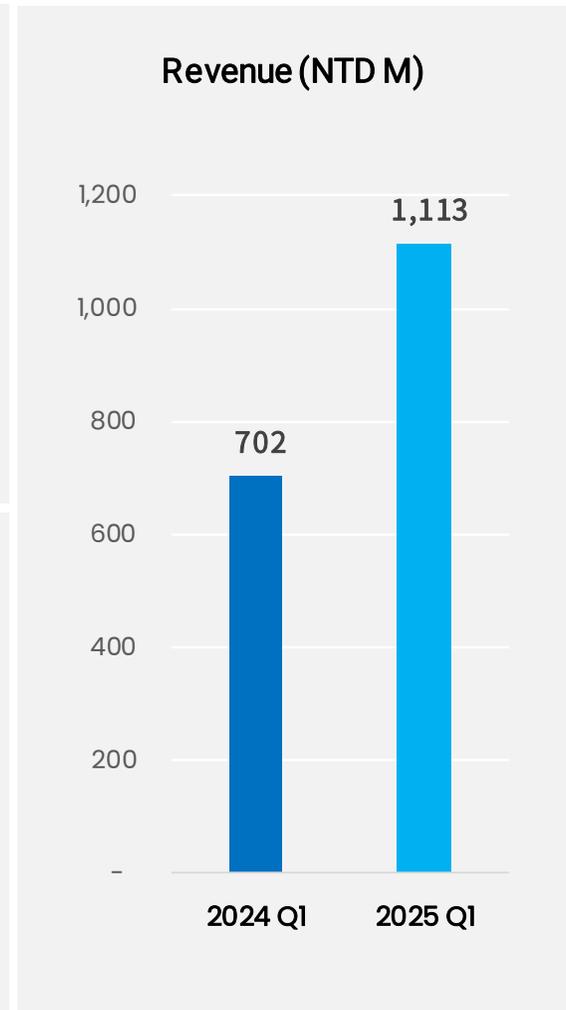
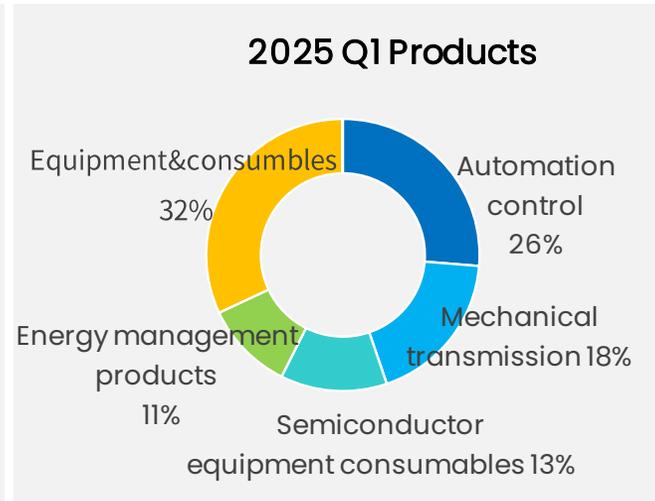
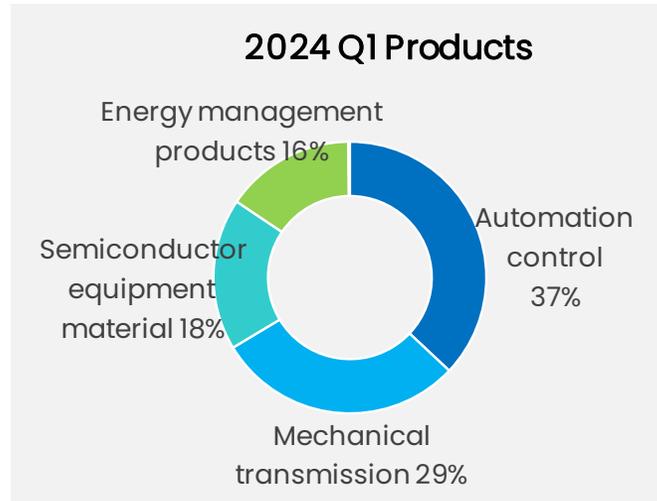
# 2025 Q1 Financial Results

# Consolidated Statement of Comprehensive Income

Unit : NT\$ Million	2025Q1		2024Q4		QoQ			2024Q1		YoY		
	amt	±%	amt	±%	amt	±%	g%	amt	±%	amt	±%	g%
Net Sales	1,113	100%	1,213	100%	(100)		-8%	702	100%	411		59%
Cost of Goods Sold	(817)		(899)		82			(542)		(275)		
Gross Margin	296	27%	314	26%	(18)	1%		160	23%	136	4%	
Operating Expenses	(211)	-19%	(219)	-18%	8	1%		(161)	-23%	(50)	-4%	
Operating Income	85	8%	95	8%	(10)	0%		(1)	0%	86	8%	
Non-operation Income,Net	(2)		35		(37)			6		(8)		
Profit(Loss) before Tax	83	8%	130	11%	(47)	-3%		5	1%	78	7%	
Net Income	64	6%	103	8%	(39)	-2%		2	0%	62	6%	
Shareholders of the Company	27	3%	45	4%	(18)	-1%		0.2	0%	26.8	3%	
EPS (NT\$) (a)	0.24		0.40		(0.16)			0.002		0.24		

(a) EPS was calculated based on total weighted-averaged outstanding shares

# ACE PILLAR'S Group Product/ Area Results



# Consolidated Balance Sheet Highlights

Unit : NT\$ Million	2025.03.31		2024.12.31		QoQ		2024.03.31		YoY	
	amt	±%	amt	±%	amt	±%	amt	±%	amt	±%
Cash & Equivalent	1,071	21%	1,238	23%	(167)	-2%	439	15%	632	6%
Accounts Receivable	940	18%	978	18%	(38)	0%	915	31%	25	-13%
Inventory	950	18%	940	17%	10	1%	616	21%	334	-3%
Property, plant and equipment	557	11%	553	10%	4	1%	561	19%	(4)	-8%
Intangible assets	1,319	25%	1,338	25%	(19)	0%	184	6%	1,135	19%
Total Assets	5,237	100%	5,427	100%	(190)	0%	2,973	100%	2,264	0%
Accounts Payable	592	11%	638	12%	(46)	-1%	340	11%	252	0%
Long&Short-term borrowings	325	6%	518	10%	(193)	-4%	218	8%	107	-2%
Preference share liabilities	166	3%	166	3%	0	0%	0	0%	166	3%
Bonds payable	470	9%	467	9%	3	0%	0	0%	470	9%
Total Liabilities	2,301	44%	2,526	47%	(225)	-3%	928	31%	1,373	13%
Equity	2,936	56%	2,901	53%	35	3%	2,044	69%	892	-13%
Net Worth/Share	18.60		18.61		(0.01)		17.35		1.25	

# Consolidated Statements of Cash Flows

Unit : NT\$ Million	2023	2024	2025Q1
Cash at beginning of year	436	392	1,238
Net cash flows provided by operating activities	187	400	39
Net cash flows used in investing activities	(5)	(356)	(16)
Acquisition of subsidiary	0	(305)	0
Net cash flows provided by (used in) financing activities	(221)	778	(210)
Proceeds from issuing bonds	0	530	0
Others	(5)	25	21
Cash at end of year	392	1,238	1,071

# Key Financial Ratios

	2025.03.31	2024.12.31	QoQ	2024.03.31	YoY
AR Turnover (Days)	79	94	-15	119	-40
Inventory Turnover (Days)	105	105	0	108	-3
AP Turnover (Days)	69	65	4	59	10
Cash Conversion Cycle (Days)	115	134	-19	168	-53
Current ratio	201%	216%	-15ppt	255%	-54ppt
Quick ratio	135%	151%	-16ppt	172%	-37ppt
Debt ratio	44%	47%	-3ppt	31%	+13ppt
ROE (a)	8.8%	5.9%	+2.9ppt	0.3%	+8.5ppt

(a) Annualized net income / Average total equity



# 2

## Business Update and Outlook

# Green Energy & Intelligent Automation Integrated Solutions and Service Expert



## Green Energy & Saving Energy

Ace Energy focuses on energy services, covering air conditioning, air compressors, heat recovery, energy storage, energy management system, and so on.



## Intelligent Automation Solutions

Intelligent automation electromechanical components distributor and integrated solutions provider



## Strapping Machine Solutions

Transpak is an export-oriented leader in strapping machines, with 75% of its products sold in the EU and US markets



## UPS Solutions

Powerwalker is a reliable provider of UPSs and inverters with over 18 years of expertise and a strong delivery network in Europe, the Middle East, and Africa.



## Hydrogen Energy & Fuel Cells

Transferring metal plate stack and hydrogen hybrid power generation technologies, dedicated to developing green energy.



## Semicond. Eqpt.

STC is a company that focuses in agency sales and technical support for semiconductor and photovoltaic solar energy systems.

# ACE Pillar Mid-Term Growth Plan

## ➤ Empowering Customers' Industrial Transformation

### AI Intelligent Automation



#### Ace Pillar+ Transpak+...

- ✓ Pick & Place
- ✓ AI Machine Vision (Defect Detection)
- ✓ Packaging & Stacking
- ✓ AGV/AMR
- ✓ Solution Pack
- ✓ MES
- ✓ Data Analytics & Cloud Management Platform

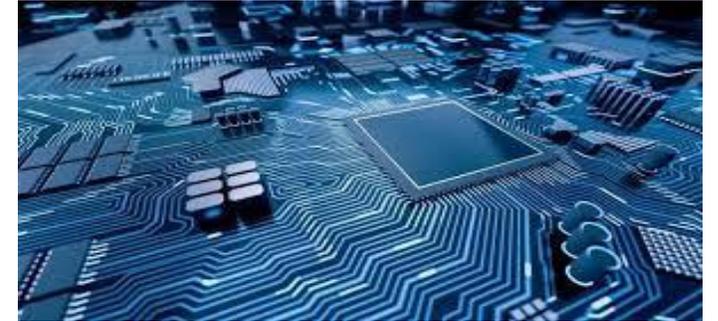
### Green Energy



#### Ace Pillar + Ace Energy + Bluewalker + BladeHydrogen

- ✓ Integrated Green & Energy Storage Solutions
- ✓ Charging & Energy Services – Operation Management /Platform
- ✓ Charging Stations, UPS, Batteries...
- ✓ Hydrogen Solutions

### Semiconductor

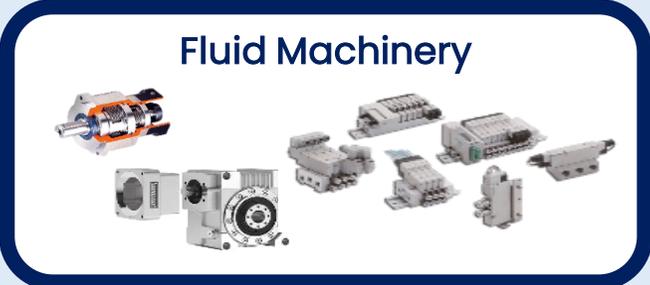


#### Ace Pillar + STC+...

- ✓ Semiconductor Facility Systems / Equipment, Components & Consumables
- ✓ Semiconductor Process: Equipment, Components & Consumables
- ✓ Smart Logistics: Systems, Equipment & Components

# Products & Solutions

Product Integration



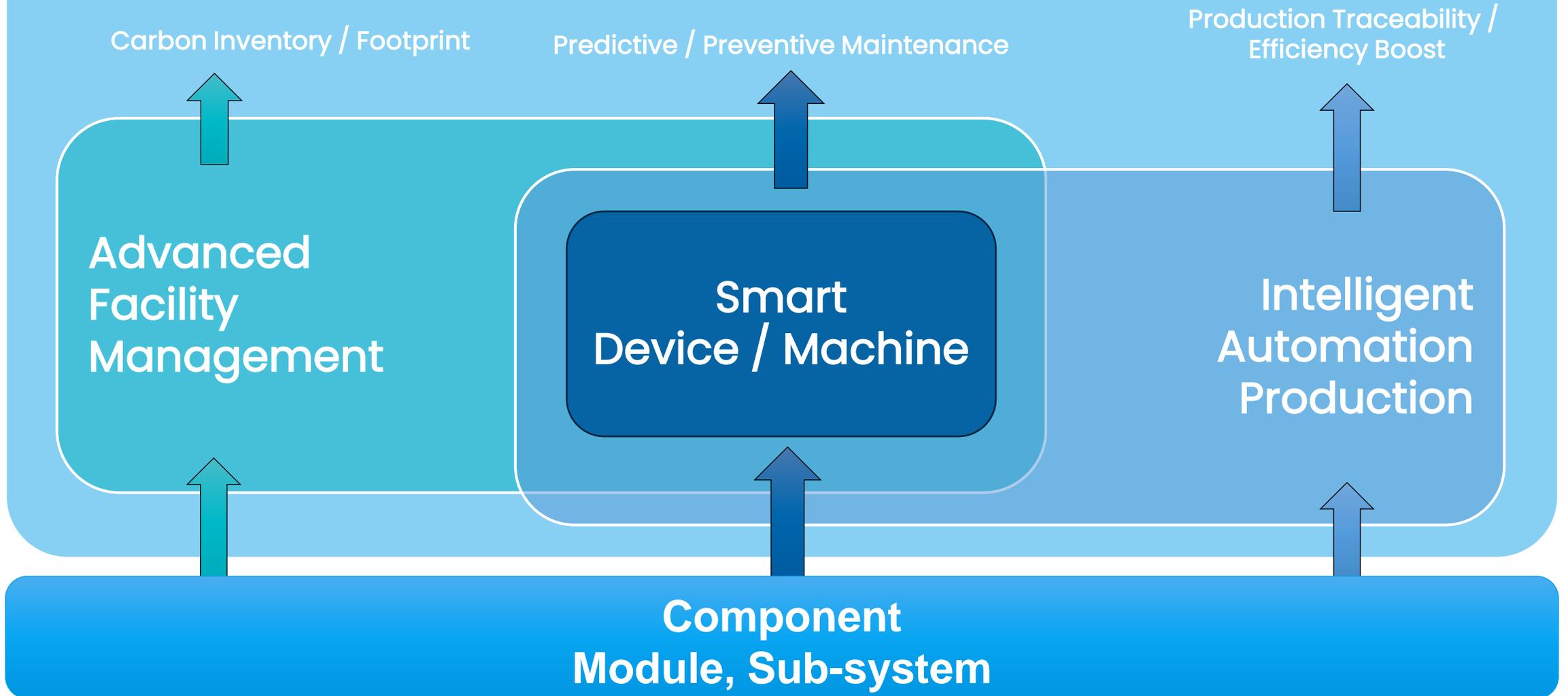
Intelligent Applications



Technical Services



# AI Data Services & Digital Twin



# AI Data Services & Digital Twin

## Green Smart Manufacturing

Energy Efficiency & Carbon Reduction

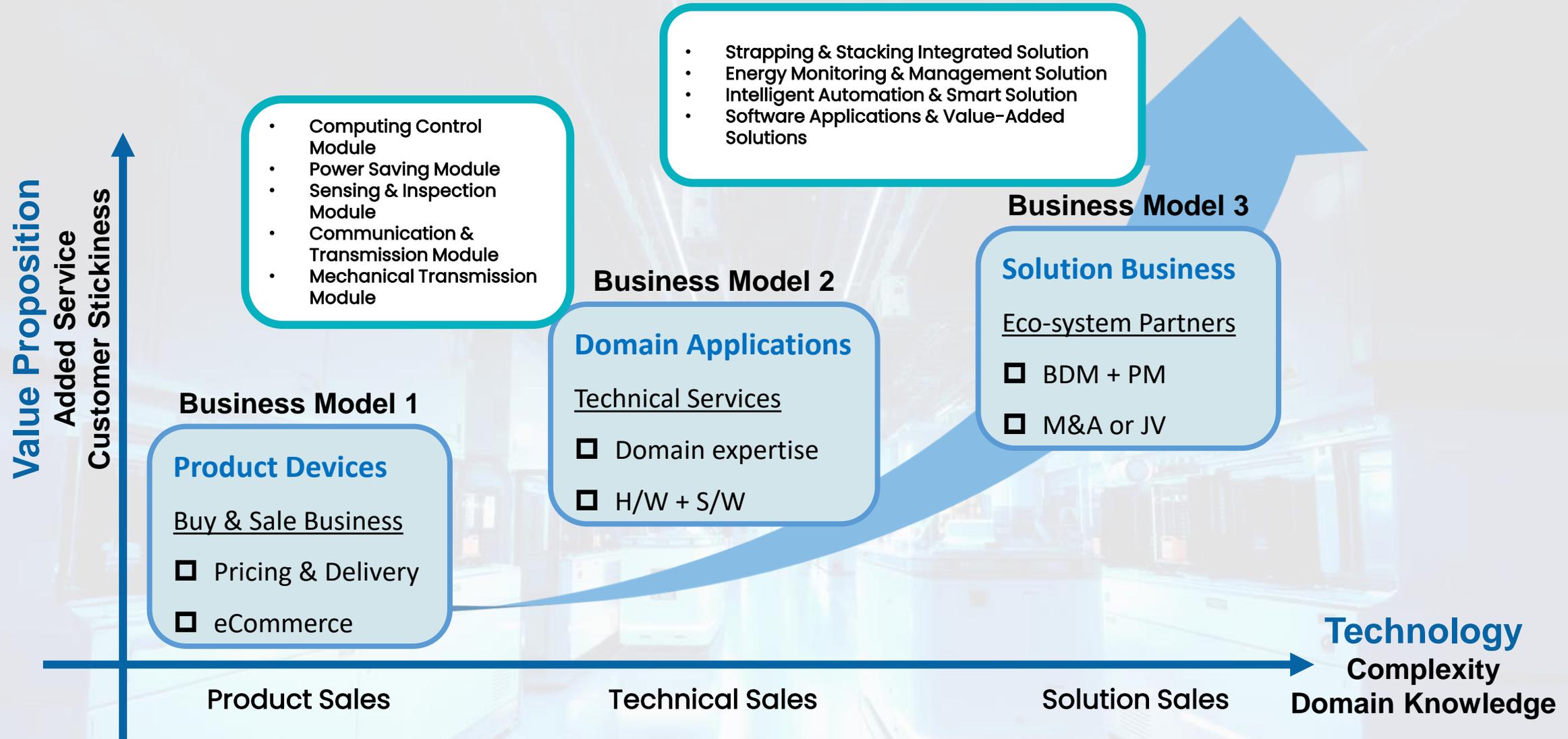


## Digital Empowerment

Smart Manufacturing & Lean Management



# Strategic Positioning and Solution Planning





3

Q & A

# THANK YOU

綠能暨智動化 解決方案整合服務專家