



ACE PILLAR Co., Ltd.

2023 Q3 Investor Conference

16 Nov. 2023

Participants

Chairman

Michael Lee

CEO

Chris Li

CFO

Denise Chen

Agenda

1. Q3 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.



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2023 Q3 Financial Results

Consolidated Statement of Comprehensive Income (Quarterly)

Unit : NT\$ Million

	2023Q3		2023Q2		QoQ		2023Q3		YoY	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
Net Sales	780	100%	796	100%	(16)	-2%	898	100%	(118)	-13%
Cost of Goods Sold	(628)		(637)		9		(721)		93	
Gross Margin	152	19%	159	20%	(7)	-4%	177	20%	(25)	-14%
Operating Expenses	(162)	-20%	(160)	-20%	(2)		(163)	-18%	1	
Operating Income	(10)	-1%	(1)	0%	(9)	900%	14	2%	(24)	-171%
Non-operation Income,Net	(1)		8		(9)		(1)		0	
Profit(Loss) before Tax	(11)	-1%	7	1%	(18)	-257%	13	2%	(24)	-185%
Net Income	(16)	-2%	3	0%	(19)	-633%	7	1%	(23)	-329%
Shareholders of the Company	(18)	-2%	2	0%	(20)	-1000%	3	1%	(21)	-700%
EPS (NT\$) (a)	(0.16)		0.02		(0.18)		0.03		(0.19)	

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

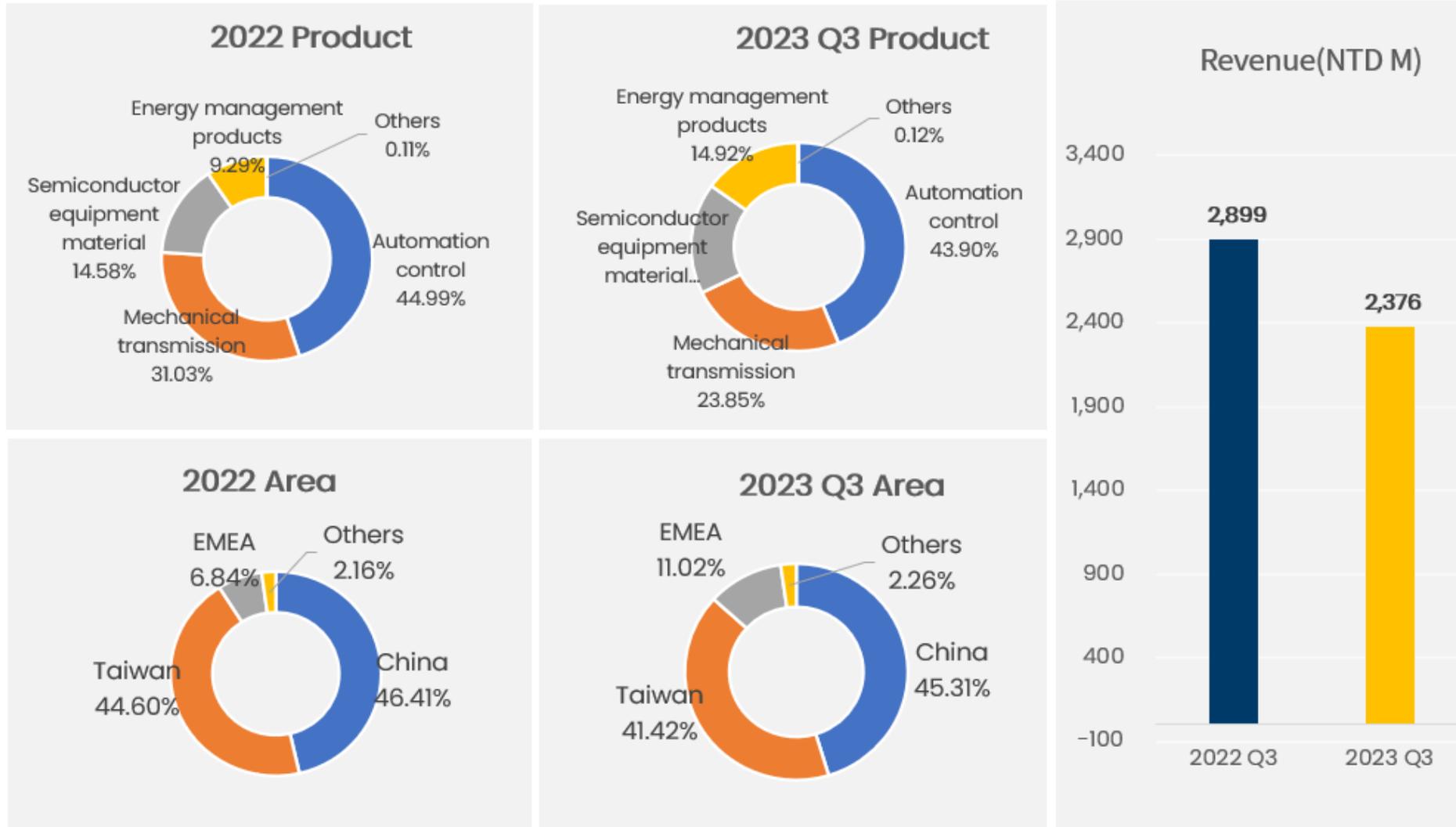
Consolidated Statement of Comprehensive Income (YTD)

Unit : NT\$ Million

	2023		2022		YTD YoY	
	Jan.~Sep.		Jan.~Sep.		amt	g%
Net Sales	2,376	100%	2,899	100%	(523)	-18%
Cost of Goods Sold	(1,908)		(2,324)		416	
Gross Margin	468	20%	575	20%	(107)	-19%
Operating Expenses	(471)	-20%	(470)	-16%	(1)	
Operating Income	(3)	0%	105	4%	(108)	-103%
Non-operation Income,Net	7		32		(25)	
Profit(Loss) before Tax	4	0%	137	5%	(133)	-97%
Net Income	(11)	-1%	102	4%	(113)	-111%
Shareholders of the Company	(15)	-1%	86	3%	(101)	-117%
EPS (NT\$) (a)	(0.13)		0.77		(0.90)	

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

ACE PILLAR'S Group Product/ Area Results (YTD)



Consolidated Balance Sheet Highlights

Unit : NT\$ Million	2023.09.30		2023.06.30		QoQ		2022.09.30		YoY	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
Cash & Equivalent	402	13%	456	15%	(54)	-12%	476	13%	(74)	-16%
Accounts Receivable	958	31%	916	29%	42	5%	1,095	30%	(137)	-13%
Inventory	713	23%	734	24%	(21)	-3%	985	27%	(272)	-28%
Property, plant and equipment	569	18%	567	18%	2	0%	384	11%	185	48%
Total Assets	3,088	100%	3,110	100%	(22)	-1%	3,609	100%	(521)	-14%
Accounts Payable	426	14%	396	13%	30	8%	502	14%	(76)	-15%
Total Liabilities	1,004	33%	1,033	33%	(29)	-3%	1,452	40%	(448)	-31%
Equity	2,084	67%	2,077	67%	7	0%	2,157	60%	(73)	-3%
Net Worth/Share	17.71		17.67		0.04		18.39		(0.68)	

Consolidated Statements of Cash Flows

Unit : NT\$ Million

	2021 (Restated)	2022	2023 Jan.~Sep.
Cash at beginning of year	894	521	436
Net cash flows provided by (used in)			
operating activities	14	(1)	163
Capital expenditures	(271)	(39)	(8)
Cash dividends	(67)	(101)	(56)
Financing activities	(34)	88	(142)
Investing & Others	(14)	(32)	9
Cash at end of year	521	436	402

Key Financial Ratios

	2023.09.30	2023.06.30	QoQ	2022.09.30	YoY
AR Turnover (Days)	110	106	4	103	7
Inventory Turnover (Days)	115	116	-1	97	18
AP Turnover (Days)	59	56	3	64	-5
Cash Conversion Cycle (Days)	166	166	0	136	30
Current ratio	258%	252%	+6ppt	241%	+17ppt
Quick ratio	168%	164%	+4ppt	155%	+13ppt
Debt ratio	33%	33%	-	40%	-7ppt
ROE (a)	-0.67%	0.52%	-1.19ppt	6.40%	-7.1ppt

(a) Annualized net income / Average total equity



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Business Update and Outlook

Ace Pillar

For Your Success

Top Line User Value

Vision & Goal

Integration for intelligent
Automation and Green Energy

Core Competence

Engineering Service

Brand & Product Marketing

Key Innovation

Positioning
Distributor→Consultant

Product Portfolio
Hardware→ Scenario
integration and
Technical Services

Business Model
Transaction→Service
provider

Market Approach
Area→Industry

Methodology

IT · OT · CT

Global footprint

Germany

BlueWalker GmbH

R&D, Sales, Technical Support, RMA, Logistics

China

STC Shanghai

Service Center

China

Tianjin Ace Pillar Co., Ltd

Service Center

China

Suzhou Service Center

Taiwan

Taipei (HQ)

R&D, Sales, Technical Support, RMA, Logistics

Taiwan

- Taipei(HQ)
- Business Address
 - Taoyuan
 - Hsinchu
 - Taichung
 - Tainan
 - Kaohsiung
- HsinChu STC (HQ)
- Taoyuan ACE ENERGY (HQ)

China

- Tianjin ACE PILLAR (HQ)
【With 13 branches】
- Suzhou SUPER PILLAR
- Shanghai STC

Europe

- Germany BlueWalker GmbH

Thailand

2024 Q1

Agency Brands

Enhance the consumer experience by collaborating with global brands

ABB

EPSON

Panasonic

AirTAC



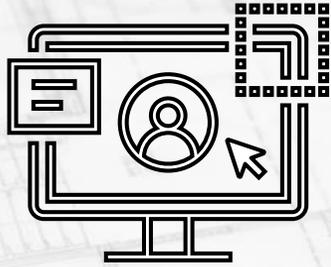
Solution Sales

Transforming individual products into comprehensive solutions to boost Average Selling Price (ASP) and profit.

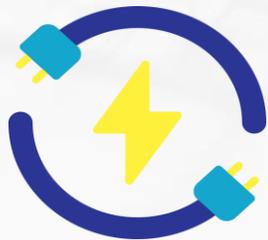
<h3>Automation Production Solution</h3> <p>We provide integrated solutions for cost-effective CNC (Computer Numerical Control) machines and loading/unloading systems.</p> <p>Application Applied across various industries, including automotive parts, electronics, and medical devices.</p> <p>Related components: Loading and unloading systems, Workstation exchange, Robotic arms, Linear/DD motors, AIOT & MES, Related components.</p> <p>ACF PILLAR Co., Ltd. © 2022 All Rights Reserved</p>	<h3>Automatic Packaging and stacking line</h3> <p>Related components: Control system, MES, Robotic arms, Laser engraving machine, Stack, AGV/叉车, ROI.</p> <p>ACF PILLAR Co., Ltd. © 2022 All Rights Reserved</p>
<h3>Integrated Energy Solution</h3> <p>To adapt to the international trend of carbon reduction, it's imperative for businesses to reduce carbon emissions and enhancing their competitive edge.</p> <p>Related components: Smart building, Smart Factory, Smart House, Air conditioning energy saving, Process energy saving, EMS, Renewable Energy, ESS.</p> <p>ACF PILLAR Co., Ltd. © 2022 All Rights Reserved</p>	<h3>AGV and AMR Solution</h3> <p>ACE Pillar offers a one-stop solution, providing expert technical consultation to assist you in customizing specifications and integrating components, from planning to implementation.</p> <p>Related components: Rotating shaft, Lifting axis, Sensors, Power supply, Traveling wheels, Control system.</p> <p>ACF PILLAR Co., Ltd. © 2022 All Rights Reserved</p>

Charging stations

Embrace automation, visualization, and unmanned solutions for increased efficiency.



EVM charging stations management



energy management



Integration of multi-domains

- ✓ Automation
- ✓ visualization
- ✓ unmanned



Factory & Office

1. Analyzing Power Consumption
2. Implementing Power Dispatch
3. Carbon Footprint Assessment
4. Product Carbon Impact



Commercial

1. Analyzing Power Consumption
2. Implementing Power Dispatch
3. Integration of Membership System



Residential

1. Time-of-Use Electricity Pricing Management
2. Schedules
3. Integrating Property Systems
4. Reserving Public Charging Station



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Q & A

THANK YOU

綠能暨智動化 解決方案整合服務專家