

# ACE PILLAR Co., Ltd. 2022 Q1 Investor Conference

2022.05.20



# Participants

- **Chairman**      **Michael Lee**
- **CEO**              **Chris Li**
- **CFO**              **Denise Chen**

# Agenda

- **Q1 Financial Results**
- **Business Update and Outlook**
- **Q&A**

## Safe Harbor Notice

This presentation contains forward-looking statements and is subject to risks and uncertainties. Actual results may differ materially from those contained in the forward-looking statements.

Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.



**ACE  
PILLAR**

# **2022 Q1 Financial Results**

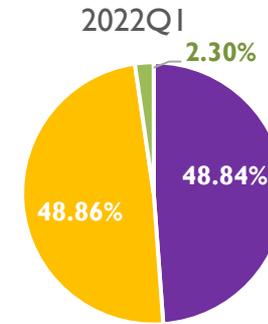
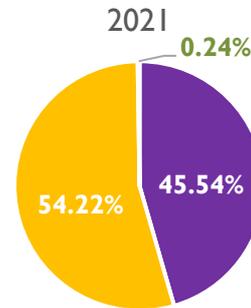
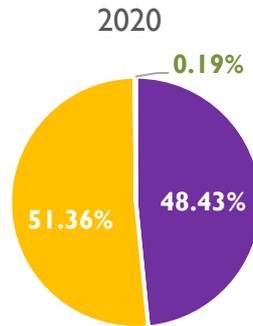
# Consolidated Statement of Comprehensive Income (Quarterly)

Unit : NT\$ Million

	2022Q1		2021Q4		QoQ		2021Q1		YoY	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
Net Sales	935	100%	792	100%	143	18%	878	100%	57	6%
Cost of Goods Sold	(766)		(650)		(116)		(709)		(57)	
Gross Margin	169	18%	142	18%	27	19%	169	19%	0	0%
Operating Expenses	(130)	-14%	(113)	-14%	(17)		(107)	-12%	(23)	
Operating Income	39	4%	29	4%	10	34%	62	7%	(23)	-37%
Non-operation Income,Net	16		3		13		0		16	
Profit(Loss) before Tax	55	6%	32	4%	23	72%	62	7%	(7)	-11%
Net Income	42	5%	25	3%	17	68%	49	6%	(7)	-14%
Shareholders of the Company	40	5%	25	3%	15	60%	49	6%	(9)	-18%
EPS (NT\$) (a)	0.35		0.23		0.12		0.44		(0.09)	

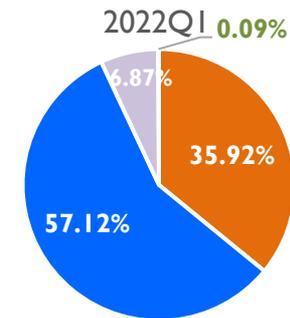
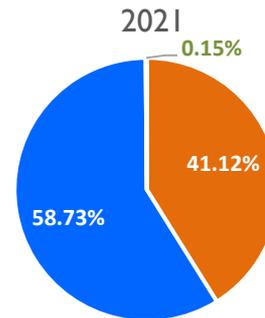
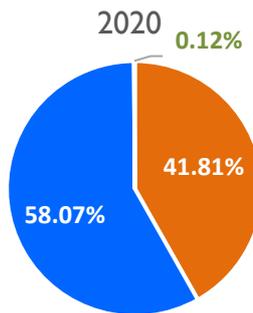
(a) EPS was calculated based on total weighted-averaged outstanding shares

## Sales By Area



■ Taiwan ■ China ■ Hong Kong

## Sales By Product



■ Mechanical Transmission ■ Automation Control ■ Semiconductor equipment material sales and service ■ Others

# Consolidated Balance Sheet Highlights

Unit : NT\$ Million	2022.03.31		2021.12.31		QoQ		2021.03.31		YoY	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
Cash & Equivalent	415	12%	493	16%	(78)	-16%	902	31%	(487)	-54%
Accounts Receivable	1,238	35%	1,083	35%	155	14%	1,109	38%	129	12%
Inventory	812	23%	666	22%	146	22%	398	14%	414	104%
Property, plant and equipment	383	11%	362	12%	21	6%	410	14%	(27)	-7%
Total Assets	3,549	100%	3,053	100%	496	16%	2,941	100%	608	21%
Accounts Payable	600	17%	551	18%	49	9%	428	15%	172	40%
Total Liabilities	1,447	41%	1,000	33%	447	45%	919	31%	528	57%
Equity	2,102	59%	2,053	67%	49	2%	2,022	69%	80	4%
Net Worth/Share	18.00		18.29		(0.29)		18.01		(0.01)	

## Key Financial Ratios

	2022.03.31	2021.12.31	QoQ	2021.03.31	YoY
AR Turnover (Days)	113	102	11	105	8
Inventory Turnover (Days)	88	70	18	55	33
AP Turnover (Days)	69	59	10	52	17
Cash Conversion Cycle (Days)	132	113	19	108	24
Current ratio	222%	285%	-63ppt	289%	-67ppt
Quick ratio	151%	208%	-57ppt	239%	-88ppt
Debt ratio	41%	33%	+8ppt	31%	+10ppt
ROE (a)	8.08%	7.35%	+.73ppt	9.86%	-1.8ppt

(a) Annualized net income / Average total equity



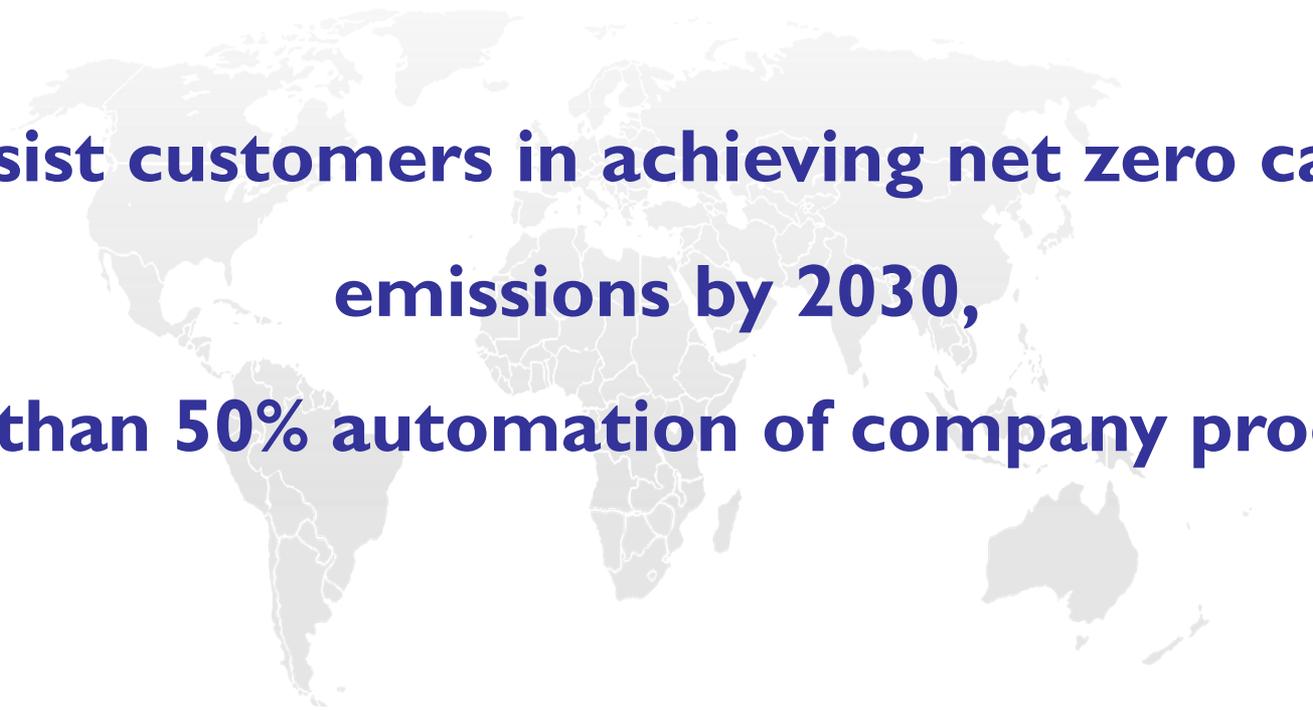
# Business Update and Outlook

# Vision



**The Best Partner for  
Green Energy and Intelligent Automation**

# MISSION



**To assist customers in achieving net zero carbon emissions by 2030,  
More than 50% automation of company processes**

# Medium term Objective

We will focus on the future industry demand and integrate with our group resources

- To become the best partner of the customer's transformation and upgrade.

## Intelligent Automation



### ACE Intelligent Application Center+ ...

- ◆ Pick & Place
- ◆ AI Machine Vision (Defect detection)
- ◆ Packaging/Stacking
- ◆ AGV/AMR
- ◆ MES
- ◆ Data analysis and cloud management platform

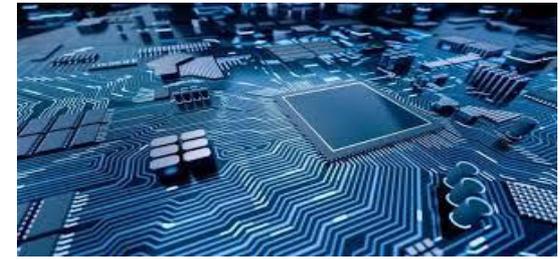
## Green Energy



### ACE + ACE Energy + Bluewalker

- ◆ CFV & Energy saving solution
- ◆ Electricity rates management and equipment control
- ◆ Green Energy system planning (Renewable energy/Energy Saving /Storage equipment, System)
- ◆ Apply for carbon offset
- ◆ Charging service operation Platform
- ◆ EV Charger
- ◆ UPS

## Semiconductor



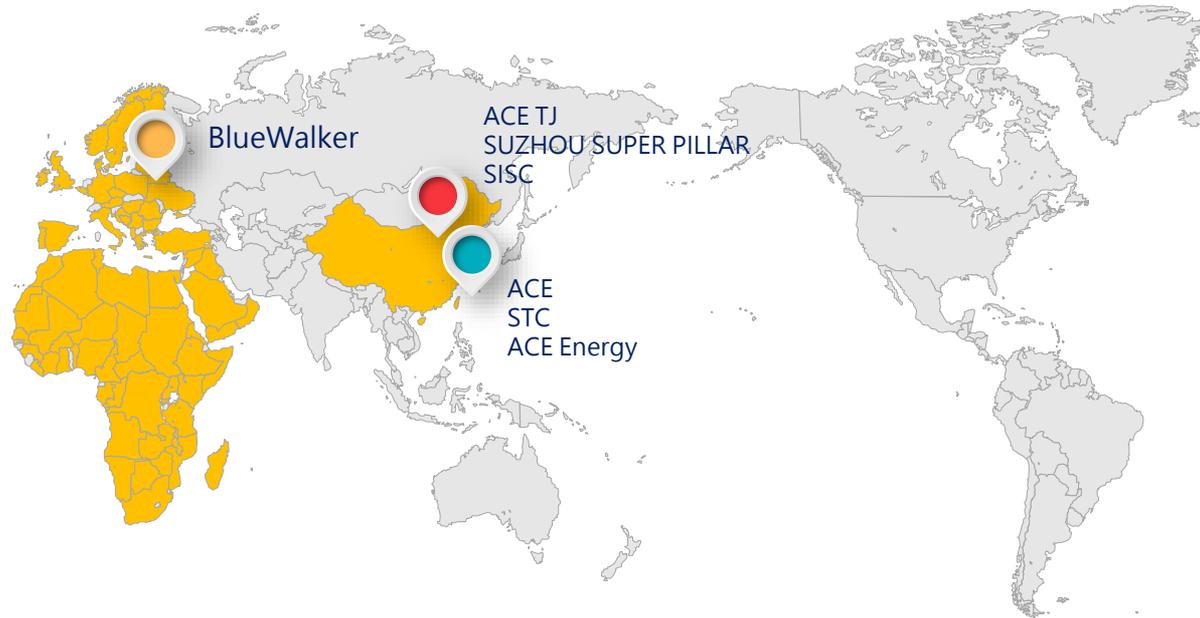
### ACE + STC

- ◆ **Factory Service**  
system/equipment/component /consumables
- ◆ **Process**  
equipment/component/consumables
- ◆ **Intelligent Logistics**  
system/equipment/ component

# Global Plan

Our goal is to become the best partner of green energy and intelligent automation in the world

- Continue to expand the market and establish more than 26 locations, including Europe/Africa/China/Taiwan.



**EMEA, China & Taiwan**

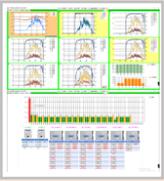
# Smart Energy Development Strategy

## ACE Energy



Software/Plan/  
Engineering

Energy Management Platform+ EPC



Energy Saving  
Planning



Energy  
Storage  
System



Green  
Energy  
System



羅昇企業  
ACE PILLAR

Energy hardware +Cloud management  
platform+ Cross-strait customers



ABB DELTA Epicloud

## Panasonic



EV Charger + Operation Platform



electric meter power controller Energy Storage  
Battery



BlueWalker  
PowerWalker

## UPS+Europe Market

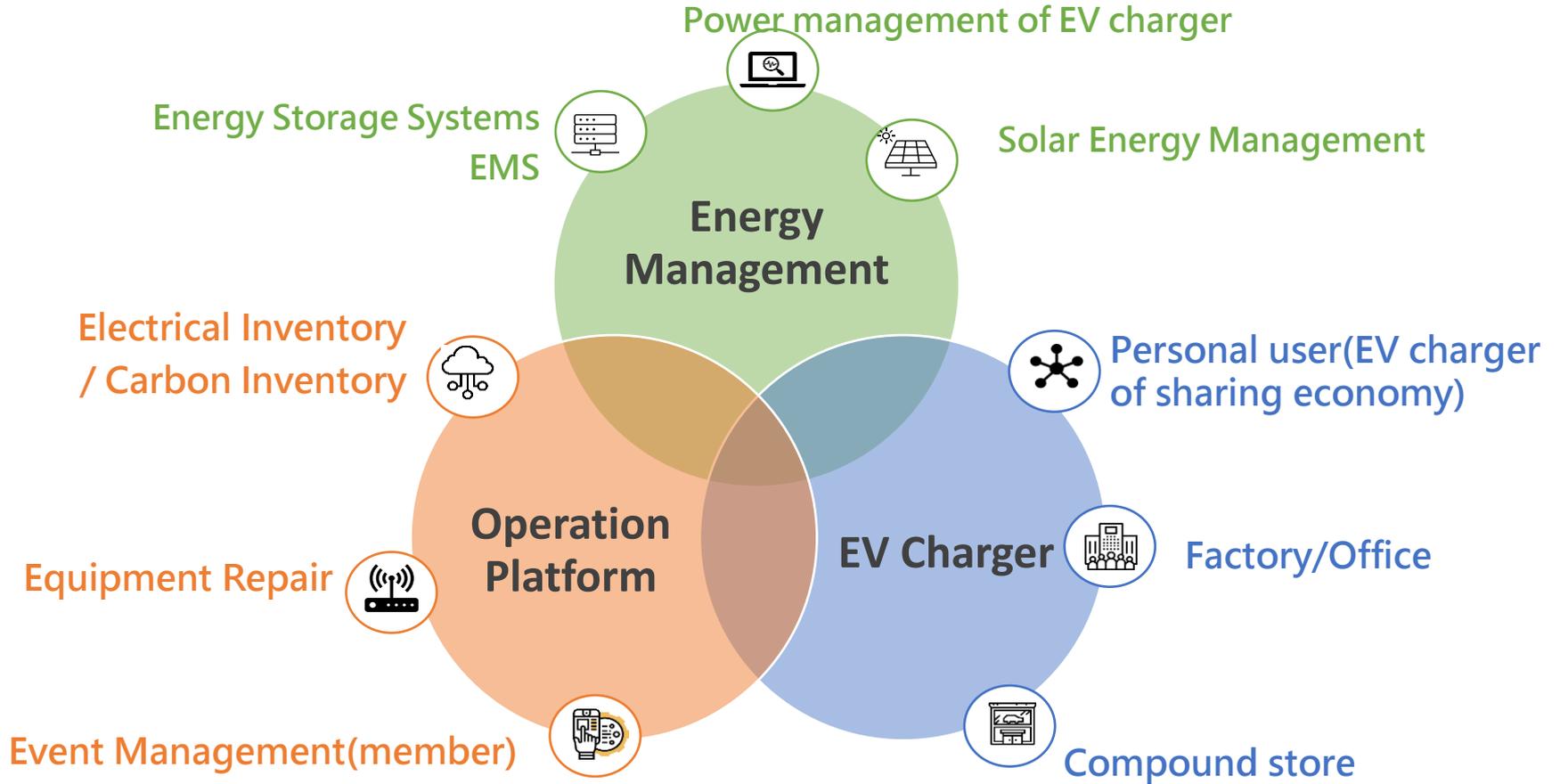


UPS



Energy Storage  
Battery

# Cloud based Smart Energy Management Platform



# Ace Pillar Smart Energy Solution

