

ACE PILLAR Co.,Ltd.

2021 Q2 Investor Conference

2021.09.23



Participants

Chairman

Michael Lee

CEO

Chris Li

CFO

Denise Chen

Agenda

1、Q2 Financial Results CFO

2、Business Update and Outlook CEO

3、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.



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2021 Q2 Financial Results

Consolidated Statement of Comprehensive Income (Quarterly)

Unit : NT\$ Million

	2021Q2		2021Q1		QoQ		2020Q2		YoY	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
Net Sales	974	100%	878	100%	96	11%	723	100%	251	35%
Cost of Goods Sold	(803)		(709)		(94)		(607)		(196)	
Gross Margin	171	18%	169	19%	2	1%	116	16%	55	47%
Operating Expenses	(116)	-12%	(107)	-12%	(9)		(82)	-11%	(34)	
Operating Income	55	6%	62	7%	(7)	-11%	34	5%	21	62%
Non-operation Income,Net	(3)		0		(3)		(7)		4	
Profit(Loss) before Tax	52	5%	62	7%	(10)	-16%	27	4%	25	93%
Net Income	41	4%	49	6%	(8)	-16%	22	3%	19	86%
Shareholders of the Company	41	4%	49	6%	(8)	-16%	22	3%	19	86%
EPS (NT\$) (a)	0.37		0.44		(0.07)		0.20		0.17	

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

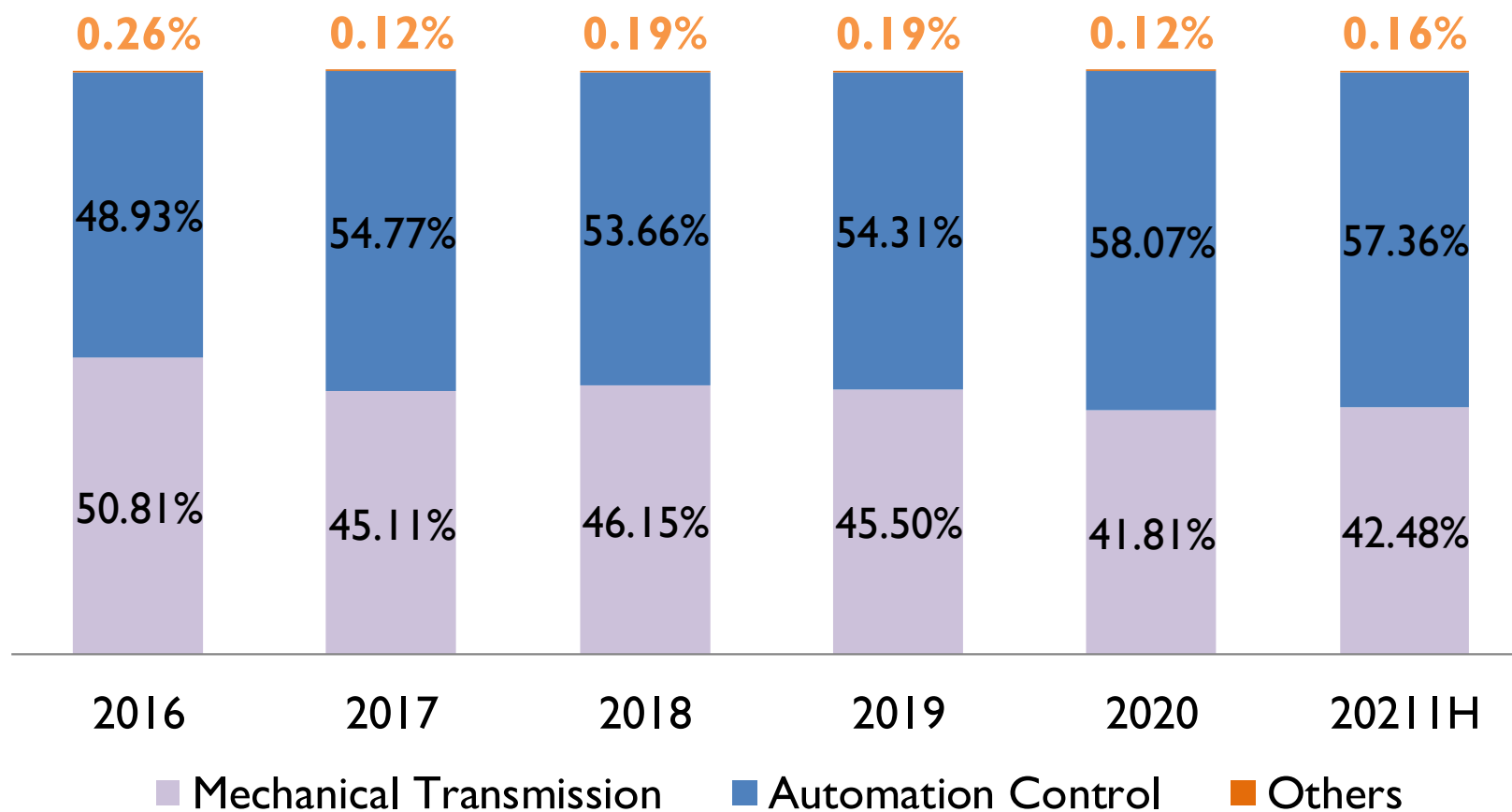
Consolidated Statement of Comprehensive Income (YTD)

Unit : NT\$ Million

	2021 IH		2020 IH		YTD YoY	
	amt	g%	amt	g%	amt	g%
Net Sales	1,852	100%	1,355	100%	497	37%
Cost of Goods Sold	(1,512)		(1,118)		(394)	
Gross Margin	340	18%	237	18%	103	43%
Operating Expenses	(223)	-12%	(186)	-14%	(37)	
Operating Income	117	6%	51	4%	66	129%
Non-operation Income,Net	(3)		(10)		7	
Profit(Loss) before Tax	114	6%	41	3%	73	178%
Net Income	90	5%	33	2%	57	173%
Shareholders of the Company	90	5%	33	2%	57	173%
EPS (NT\$) (a)	0.81		0.30		0.51	

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

Sales By Product



Consolidated Balance Sheet Highlights

Unit : NT\$ Million	2021.06.30		2021.03.31		QoQ		2020.06.30		YoY	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
Cash & Equivalent	570	19%	902	31%	(332)	-37%	981	32%	(411)	-42%
Accounts Receivable	1,205	39%	1,109	38%	96	9%	920	30%	285	31%
Inventory	497	16%	398	14%	99	25%	556	18%	(59)	-11%
Other non-current assets	279	9%	18	1%	261	1450%	9	0%	270	3000%
Total Assets	3,062	100%	2,941	100%	121	4%	3,047	100%	15	0%
Accounts Payable	589	19%	428	15%	161	38%	489	16%	100	20%
Total Liabilities	1,072	35%	919	31%	153	17%	1,137	37%	(65)	-6%
Equity	1,990	65%	2,022	69%	(32)	-2%	1,909	63%	81	4%
Net Worth/Share	17.73		18.01		(0.28)		17.01		0.72	

Key Financial Ratios

	2021.06.30	2021.03.31	QoQ	2020.06.30	YoY
AR Turnover (Days)	104	105	-1	117	-13
Inventory Turnover (Days)	57	55	2	93	-36
AP Turnover (Days)	59	52	7	77	-18
Cash Conversion Cycle (Days)	102	108	-6	133	-31
Current ratio	238%	289%	-51ppt	236%	+2ppt
Quick ratio	186%	239%	-53ppt	183%	+3ppt
Debt ratio	35%	31%	+4ppt	37%	-2ppt



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Business Update and Outlook

Vision

High added- value intelligent automation system solution will account for more than half of the revenue by 2026.

Vertically Integrated Applications and Layout



Architecture integration



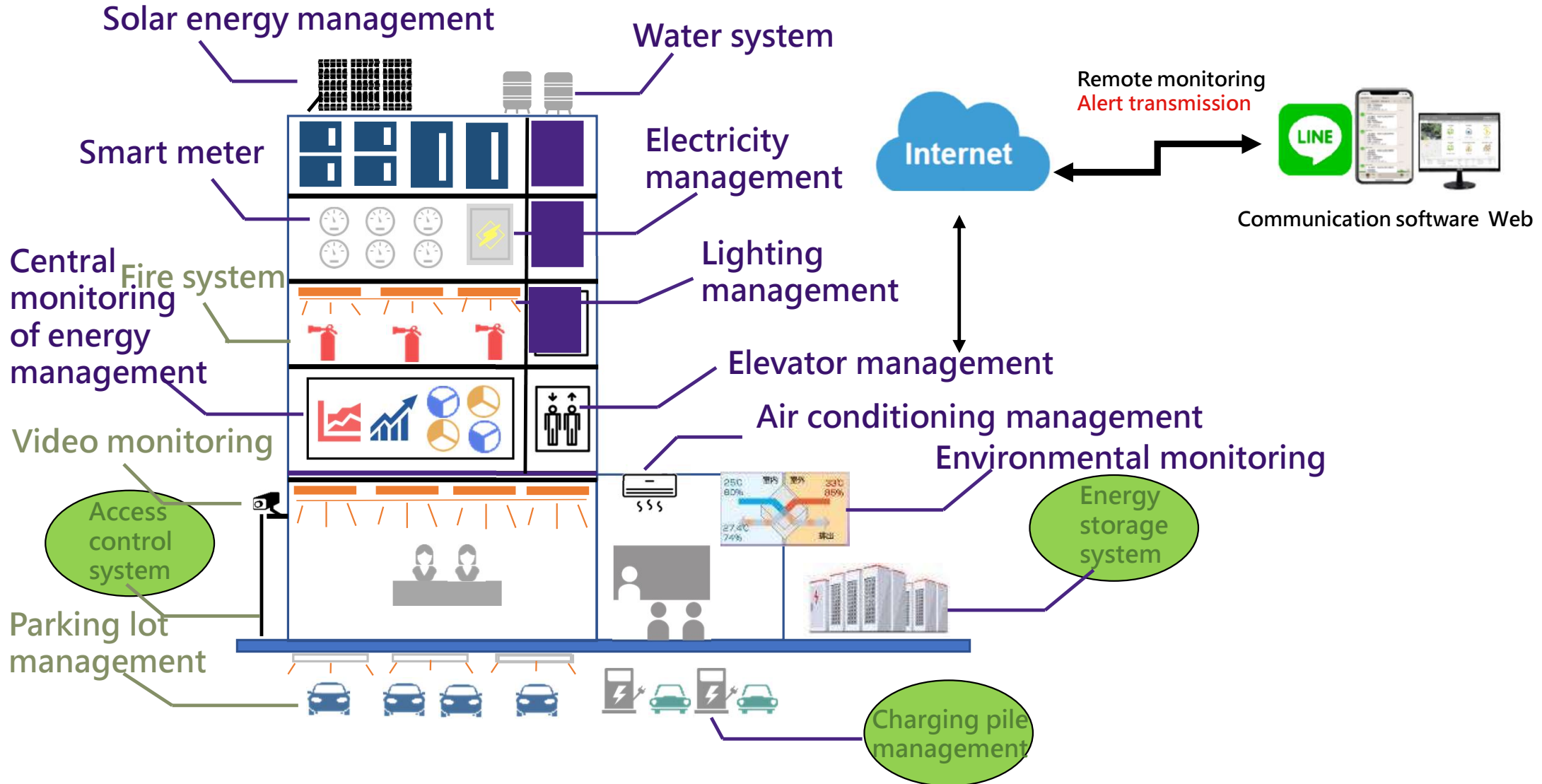
Product development strategy



Inverter
 Servo motor
 CNC Solution
 Industrial PC
 HMI
 Motion controller
 Power Supplies
 Machine vision
 Temperature controller
 Pressure Sensors
 Digital scale
 Robot
 PC-Based
 Linear Motor
 Linear Motor Module
 Reducer
 Indexing Drives
 Actuator
 Linear Guideway
 Ball screws
 Power Lock
 Clutch brake
 Solenoid valve
 Chemical fluid valve
 Direct Drive Motor



Smart building energy saving/energy storage layout



Q & A

