

ABICO AVY CO., LTD.

(Stock code: 5392 TT)

November 2023



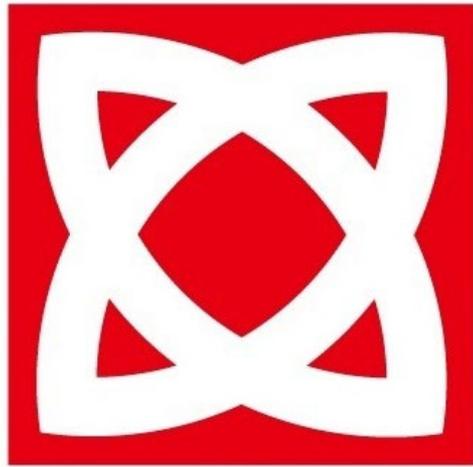
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This presentation herein may contain financial information, internal and external forward-looking information and constitute forward-looking statement. This presentation may contain certain forward-looking statements. Such forward-looking statement is not actual results but only reflects the Company's estimates and expectations and is subject to inherent risks and uncertainties that could cause actual results to differ materially from such statement. The information provided in this presentation reflects the Company's up-to-date point of views on the future. The Company is not responsible for updating or revising such point of views when there is any change or adjustment.

Agenda

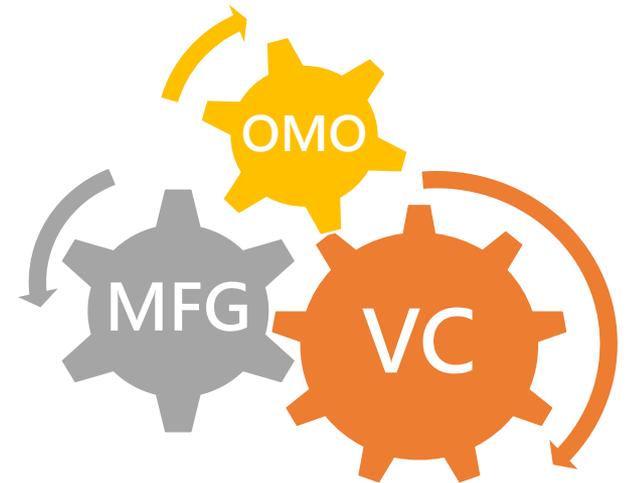




ABICO



Company Profile





Company Profile

Company Name ABICO AVY CO., LTD. (Stock code: 5392 TT)

Manufacturing

Automotive parts and modules, Power tools, Components of Consumer

Our Business

electronics, OA, Home appliance

Sales & Service

Sports goods, Consumer goods, Electronics components

Chairman Mel Tong

Vice Chairman & Spokesman Alan Tong

President Vincent Hu

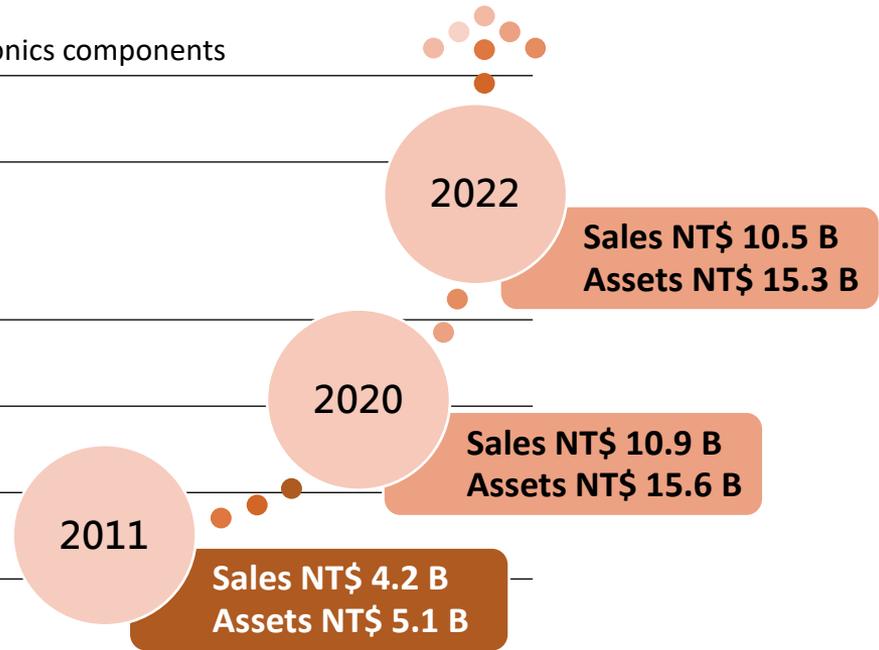
Established date December 29, 1994

Capital NT\$1.69 billion

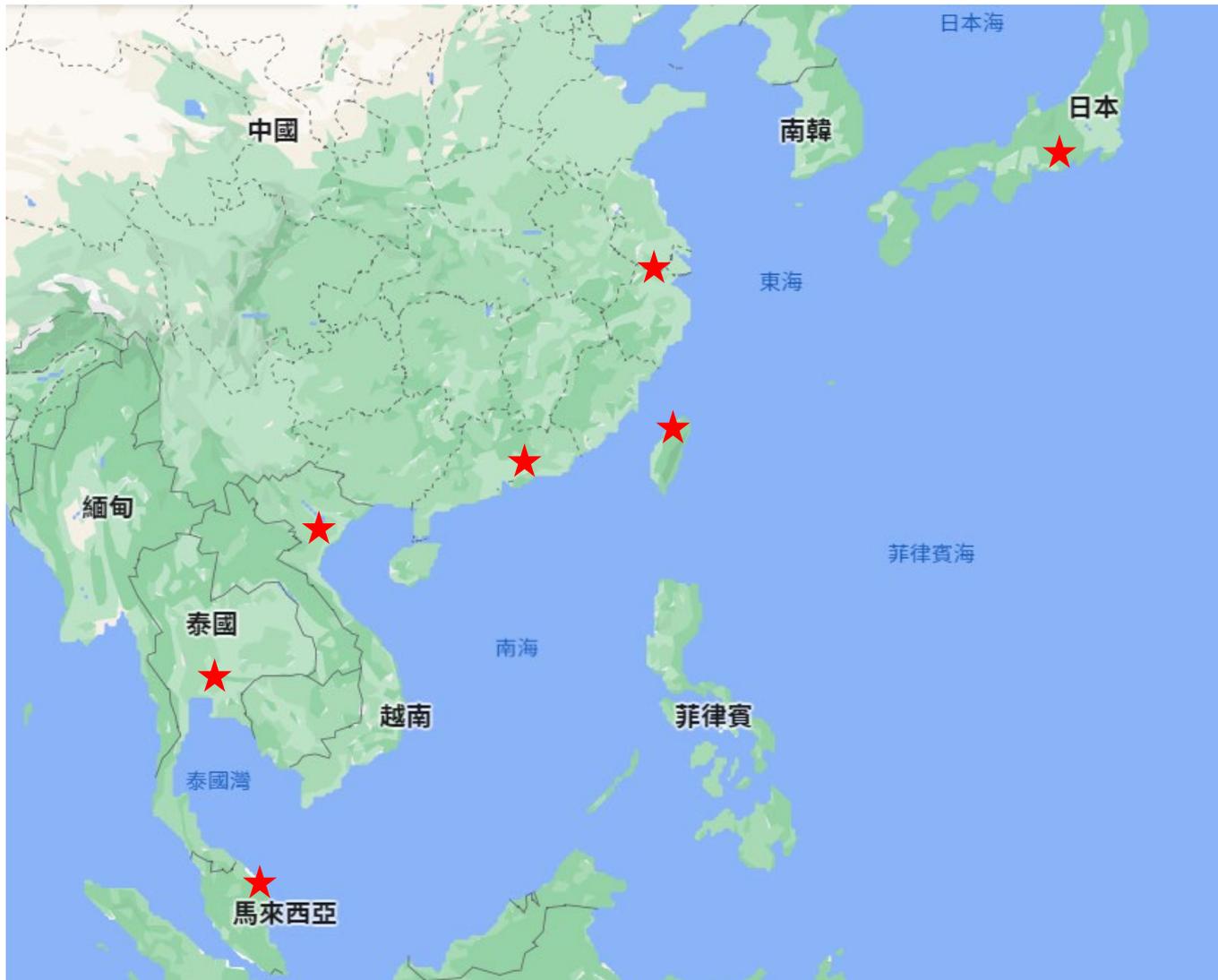
Employee 3,658 (March 2023)

Place of Operation Taiwan, China, Japan, Vietnam, Thailand, Malaysia

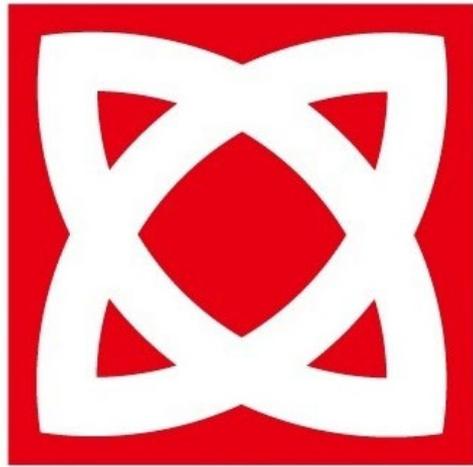
Subsidiary JABON International Co.,Ltd. IKKA-KY (2250 TT) ABICO (8071 TT)



Worldwide Location

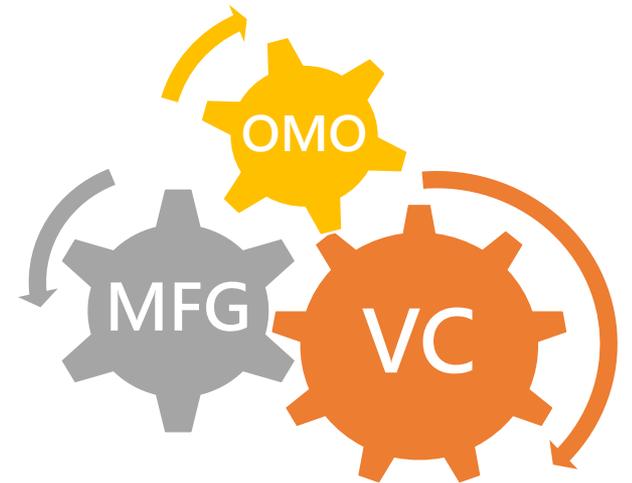


Plant Site	
Japan	2+1
Central China	2
South China	6
Taiwan	4
Vietnam	2
Thailand	1
Malaysia	1
Total	18+1

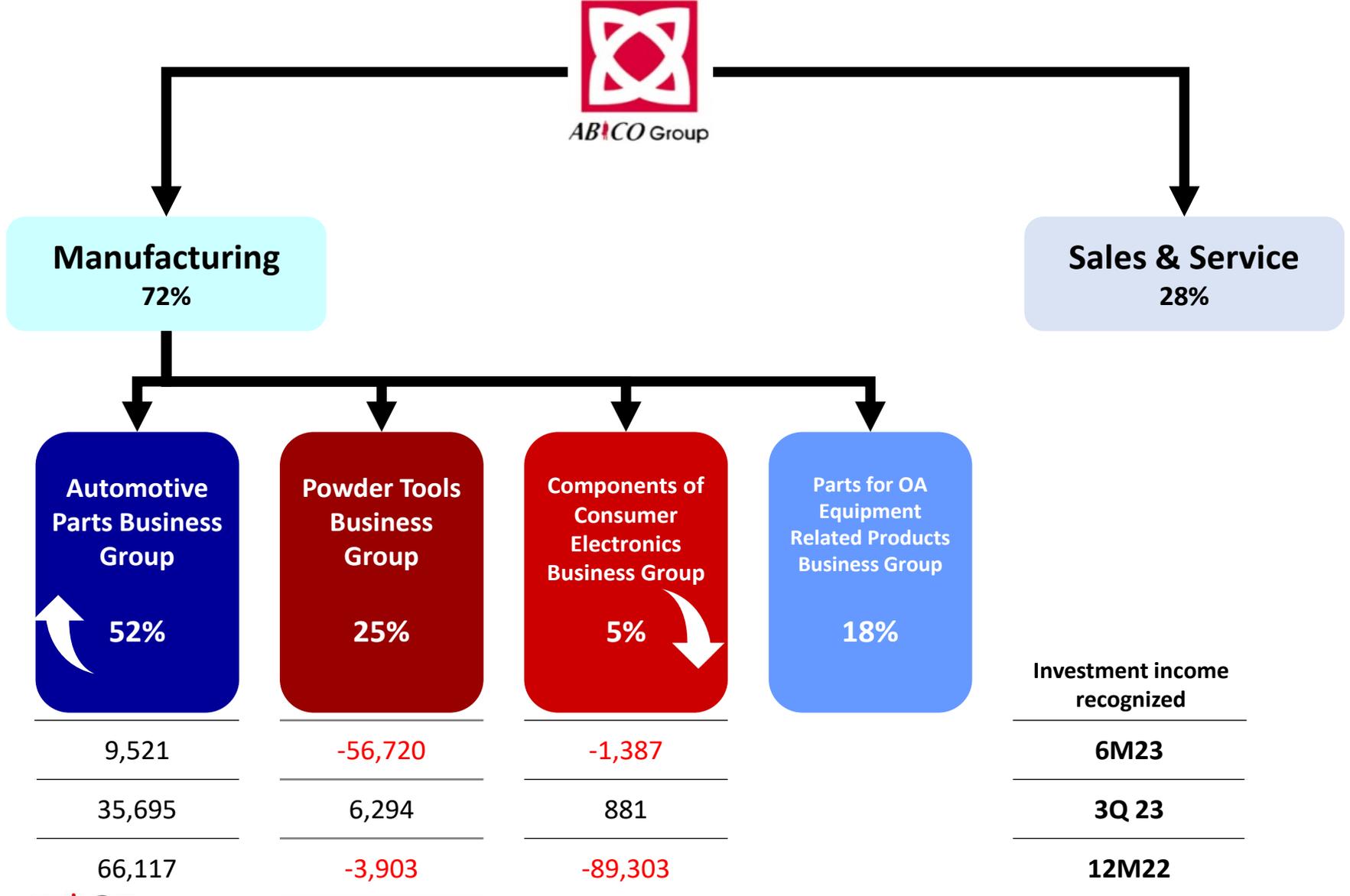


ABCO

Our Business



Our Business



Automotive Parts Business Group

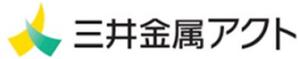


TIER2

IKKA
SOL PLUS

Designed and developed in Japan, and in accordance with the requirements of the automotive supply chain, the overseas service model provides automotive components and modules.

TIER1



For a Better Tomorrow
AISIN GROUP

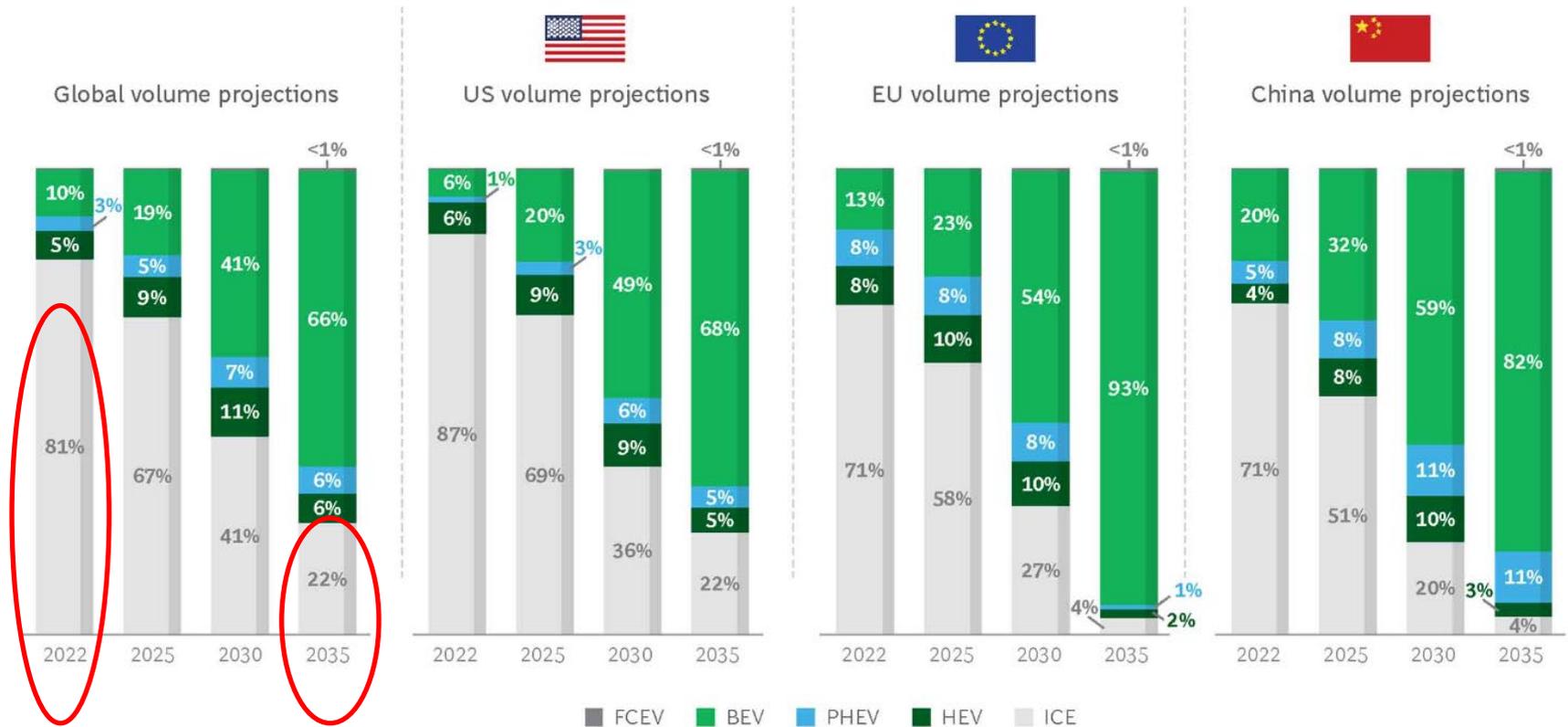


終端
車廠

Supply complete systems



Automotive Industry Analysis



Source: BCG Powertrain Model.

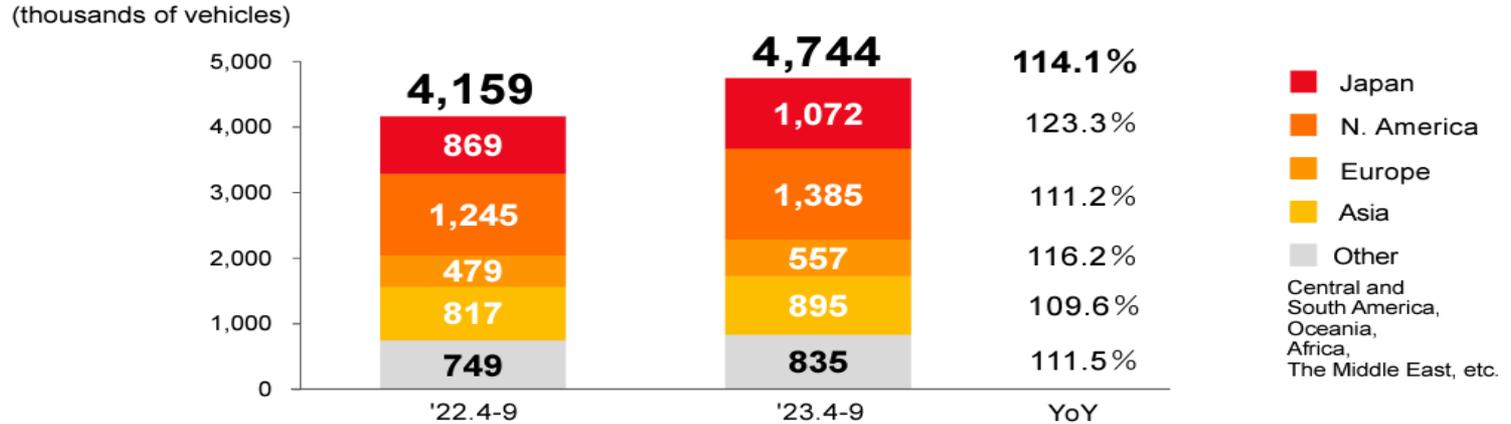
Note: Forecast includes all light vehicles, except heavy vans; FCEV = fuel cell electric vehicle; BEV = battery electric vehicle; PHEV = plug-in hybrid vehicle; HEV = full hybrid vehicle; ICE= internal combustion engine (diesel + gasoline + mild-hybrids).

Automotive Industry Analysis



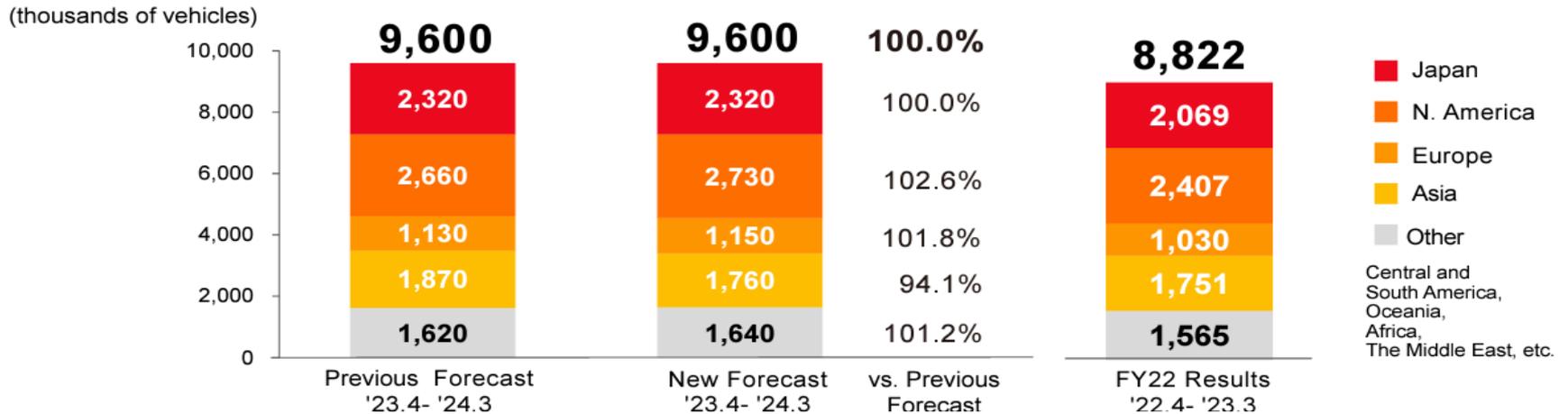
Consolidated Vehicle Sales (FY2024 First Half)

TOYOTA



FY2024 Forecast: Consolidated Vehicle Sales

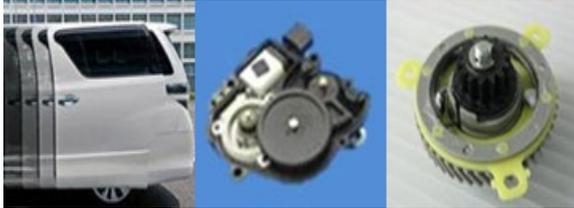
TOYOTA



Data from Toyota website



Product Line-up



Sliding door related



Power steering system related

Using driver module to adjust the rear view mirror

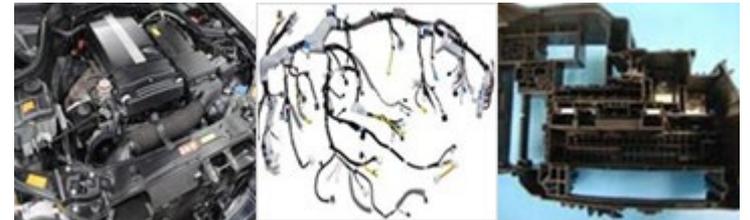


Engine related

Brake related



Denso system related

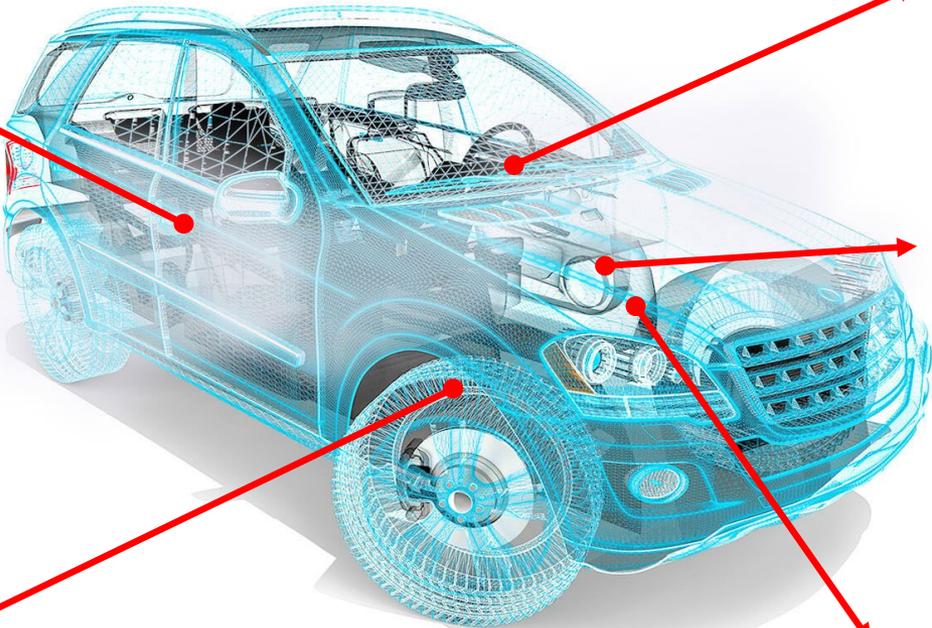


Product Development



Electric vehicle door
module components

ADAS system module
components

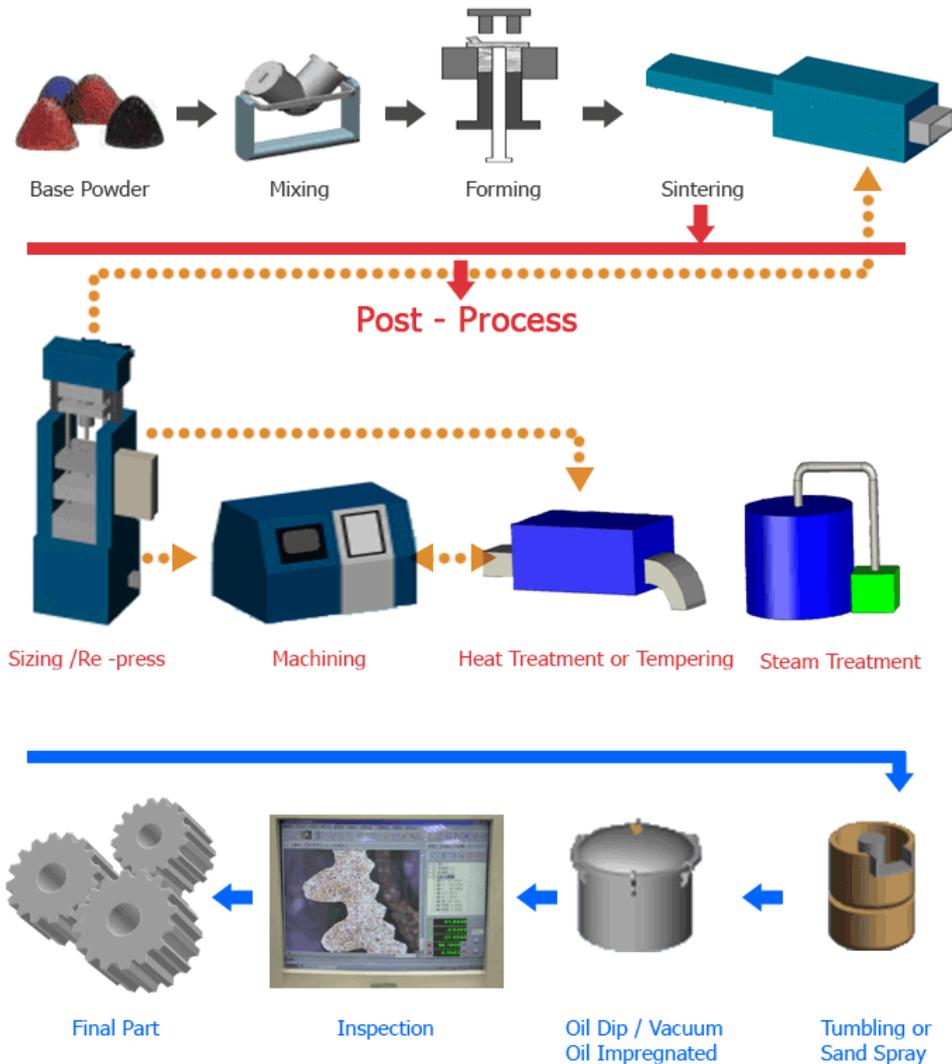


Powertrain system
module components

Brake module
system components

Thermal module
components

Power Tools Business Group



BOSCH



StanleyBlack&Decker

Components of Consumer Electronics Business Group

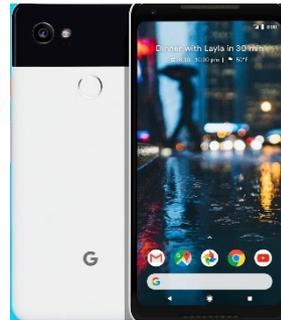


2010



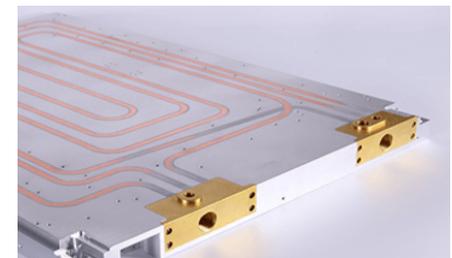
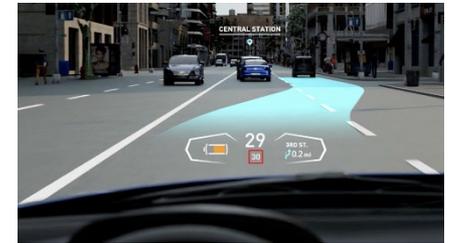
Digital camera

2017



Smartphone

2023



HUD/hinge of smartphone/
Thermal Module

Sales & Service



B 2 B

B 2 C

More than 60,000
business customer

60 commercial
vehicles

【Selling Agents】

- Office Products :
MFP, Consumables, Software, etc.



【Selling Agents】

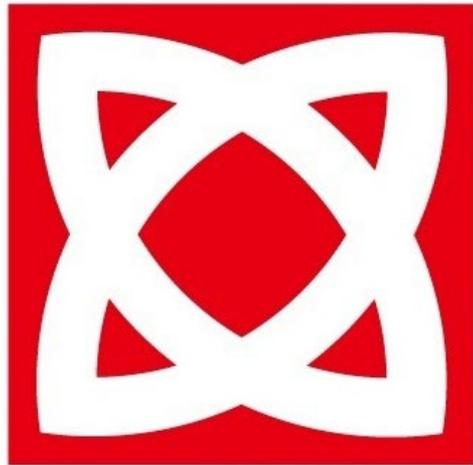
- Electronic component,
passive component, etc.



【 Own Products & Selling Agents 】

- Healthy Living Related Products :
contact lenses, MW Watch 3, skincare
product, etc.
- Marathon's World app : more than
400,000 app download users

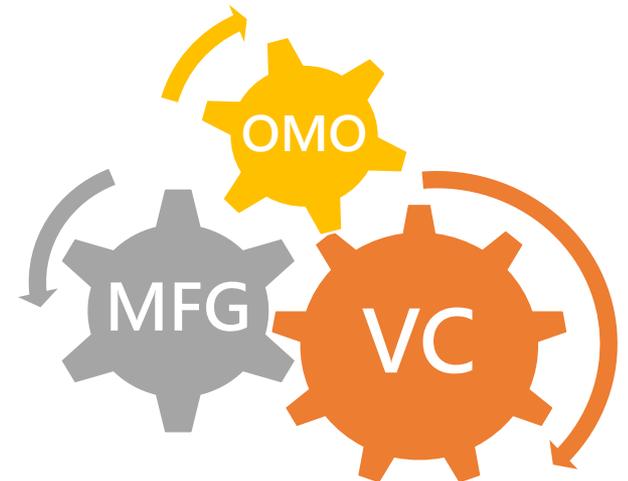




ABCO

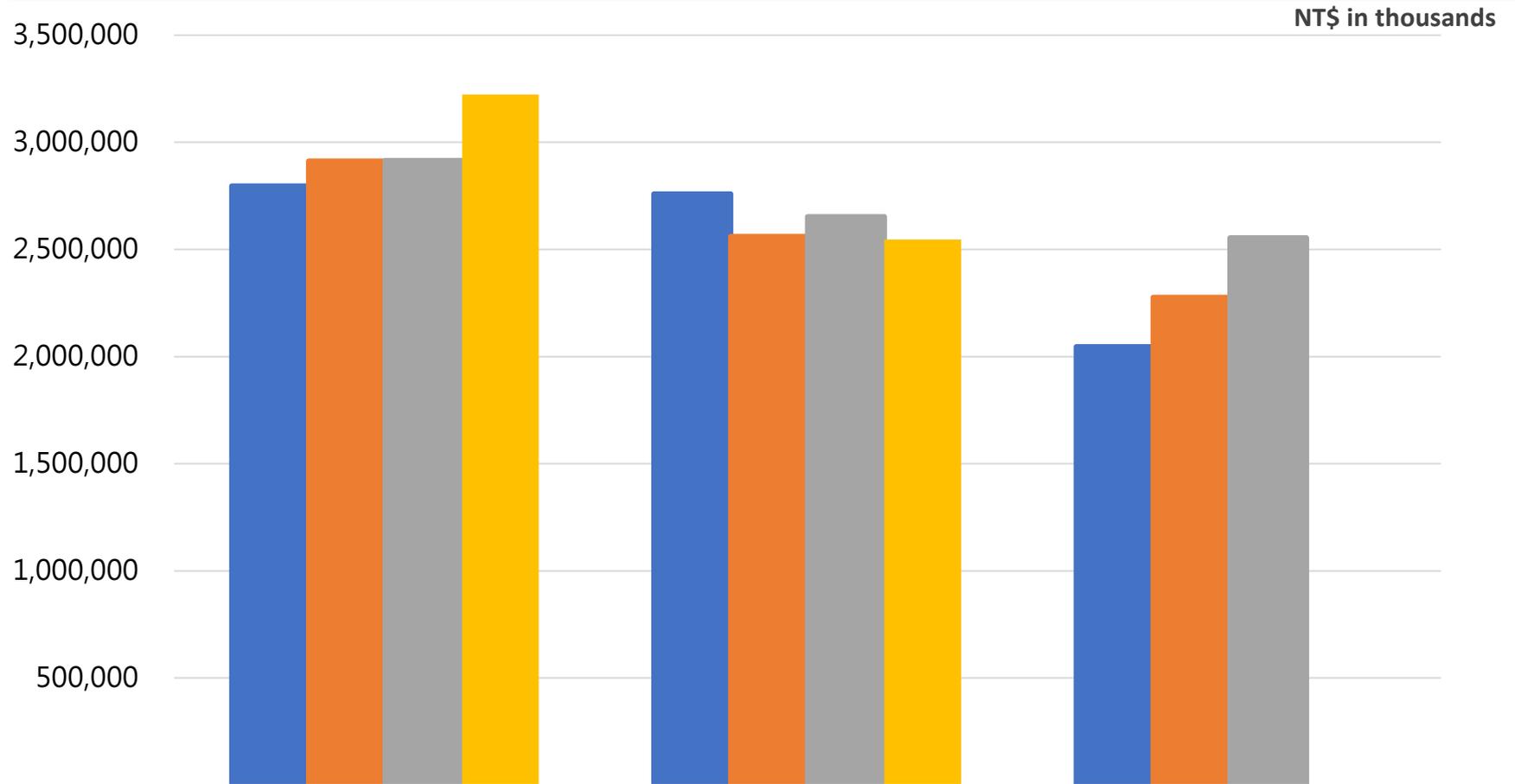


Financial Overview



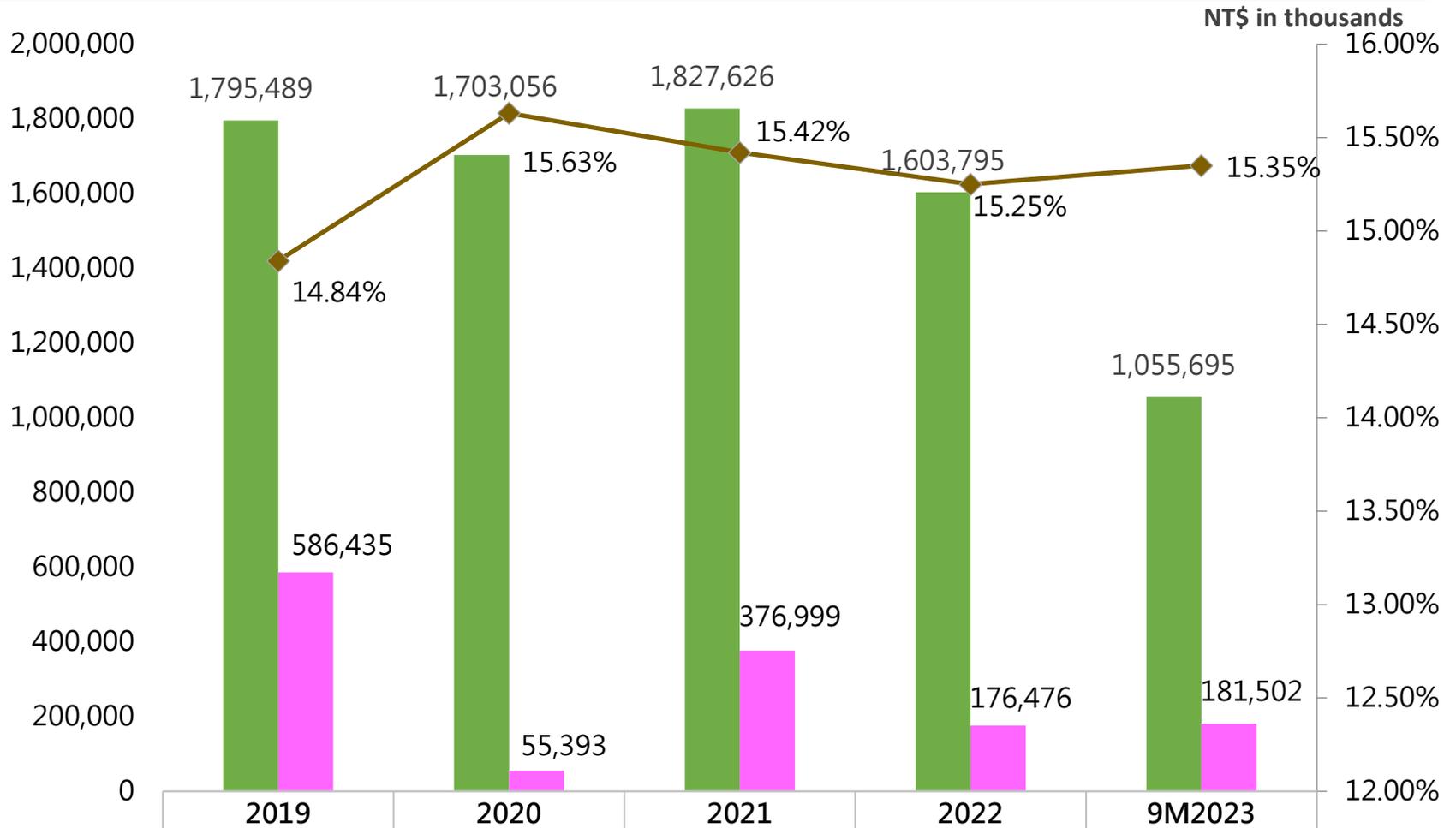


Operation Review - Quarterly Sales



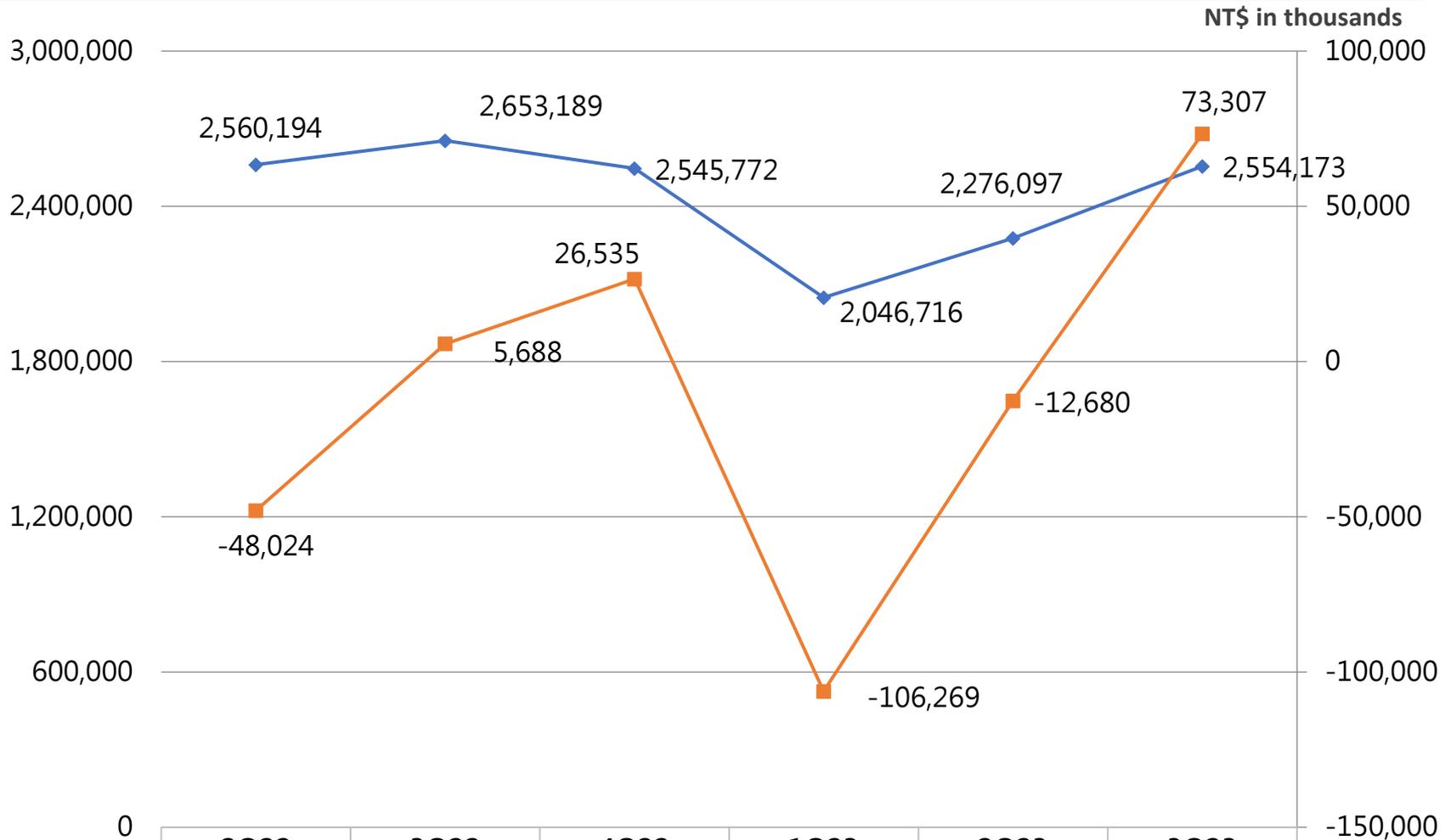
	2021	2022	2023
■ Q1	2,796,544	2,759,102	2,046,716
■ Q2	2,913,412	2,560,194	2,276,097
■ Q3	2,915,625	2,653,189	2,554,173
■ Q4	3,222,944	2,545,772	

Operation Review - Profit



Gross Profit	1,795,489	1,703,056	1,827,626	1,603,795	1,055,695
Income before Income Tax	586,435	55,393	376,999	176,476	181,502
Gross Margin	14.84%	15.63%	15.42%	15.25%	15.35%

Operation Review - Operating income



	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23
Revenue	2,560,194	2,653,189	2,545,772	2,046,716	2,276,097	2,554,173
Operating Income (Loss)	-48,024	5,688	26,535	-106,269	-12,680	73,307

Consolidated Income Statement

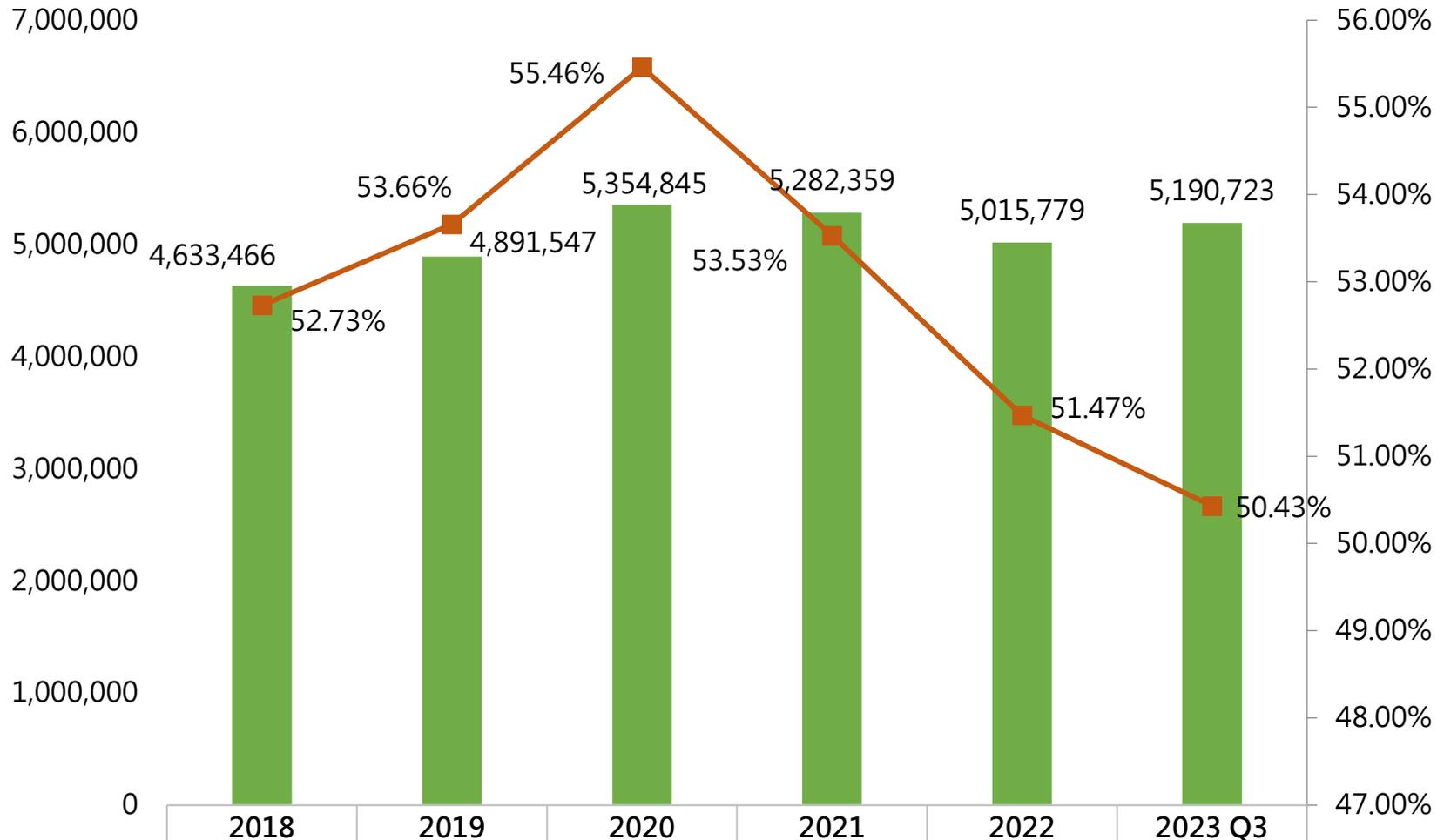


(NT\$ in thousands)	9M2023	9M2022	YoY	
	Amount	Amount	Amount	%
Net Revenue	6,876,986	7,972,485	-1,095,499	-13.74%
Net Cost	5,821,291	6,788,487	-967,196	-14.25%
Gross Profit	1,055,695	1,183,998	-128,303	-10.84%
Operating Expenses	1,101,337	1,194,259	-92,922	-7.78%
Operating Loss	-45,642	-10,261	-35,381	-344.81%
Non-Operating Income and Expenses	227,144	237,927	-10,783	-4.53%
Income before Income Tax	181,502	227,666	-46,164	-20.28%
Income Tax Expense	77,086	128,977	-51,891	-40.23%
Net Income	104,416	98,689	5,727	5.80%
Net Income Attributable to Shareholders of the Parent	70,083	-3,143	73,226	2,329.81%
EPS (in NT\$)	0.42	-0.02	0.44	2200%

Financial Structure



NT\$ in thousands



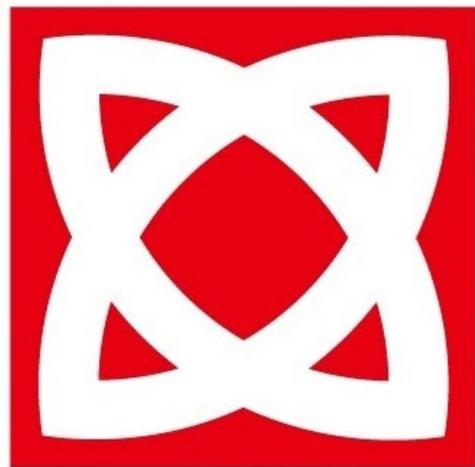
Realizable Asset*	4,633,466	4,891,547	5,354,845	5,282,359	5,015,779	5,190,723
Debt Ratio	52.73%	53.66%	55.46%	53.53%	51.47%	50.43%

*Realizable Asset= Cash and cash equivalents + financial assets-current

Consolidated Balance Sheet



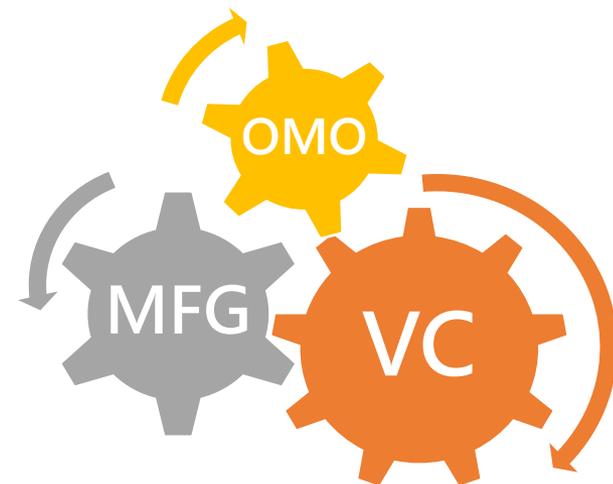
(NT\$ in thousands)	Sep 30, 2023	Dec 31, 2022	Dec 31, 2021
	Amount	Amount	Amount
Current Assets	9,076,549	8,840,551	9,970,894
Non-Current Assets	6,247,076	6,523,908	5,950,248
TOTAL ASSETS	15,323,625	15,364,459	15,921,142
Current Liabilities	5,020,173	5,066,414	5,794,461
Non-Current Liabilities	2,706,840	2,841,732	2,727,660
TOTAL LIABILITIES	7,727,013	7,908,146	8,522,121
Equity Attributable to Shareholders of Parent	5,664,089	5,389,544	5,177,826
Non-Controlling Interests (above Equity attributable to former owner of business combination under common control)	1,932,523	2,066,769	2,221,195
TOTAL EQUITY	7,596,612	7,456,313	7,399,021
Current Ratio	181%	174%	172%
Debt Ratio	50.43%	51.47%	53.53%
NAVPS(in NT\$)	33.72	32.09	30.82



ABCO



Future Outlook





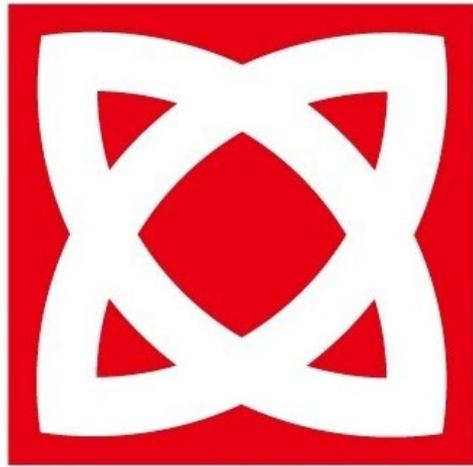
EV & ADAS

- The Nagoya factory in Japan is scheduled to start production in 2024.
- In response to the electric vehicle market in Southeast Asia, there are plans to expand and layout in Thailand.
- New EV components are under continuous development.



Merge

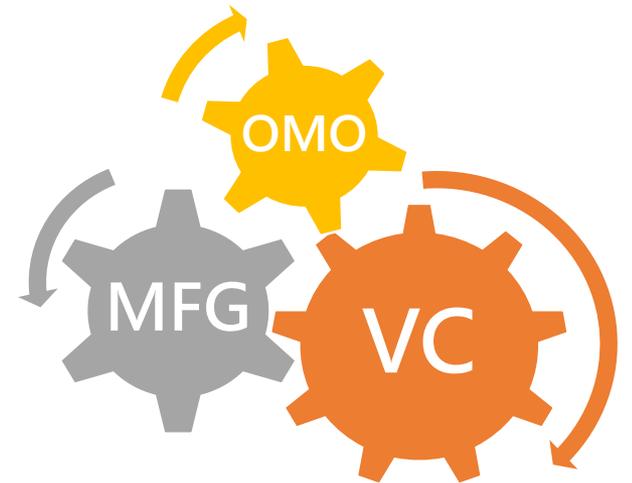
- Electric vehicle industry
- Next-generation development projects (e.g. artificial intelligence etc.)



ABCO



Q & A



Thank You



ABICO Group