

# ABICO AVY CO., LTD.

(Stock code: 5392 TT)

November 2023



# Safe Harbor Notice

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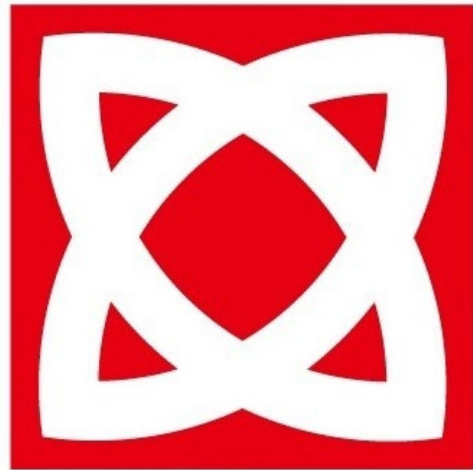


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# Agenda

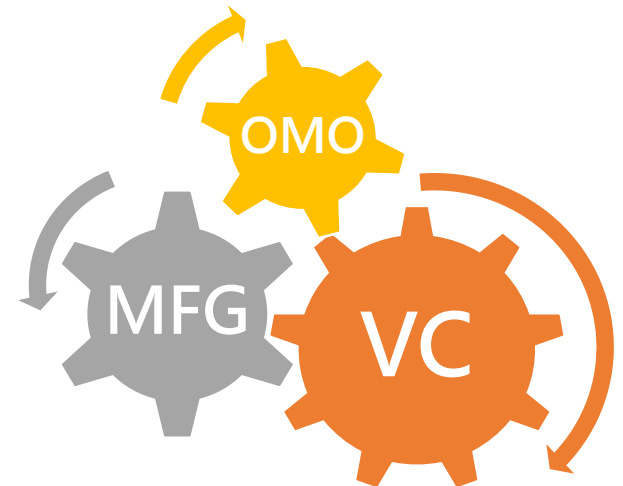
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**ABCO**

# 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

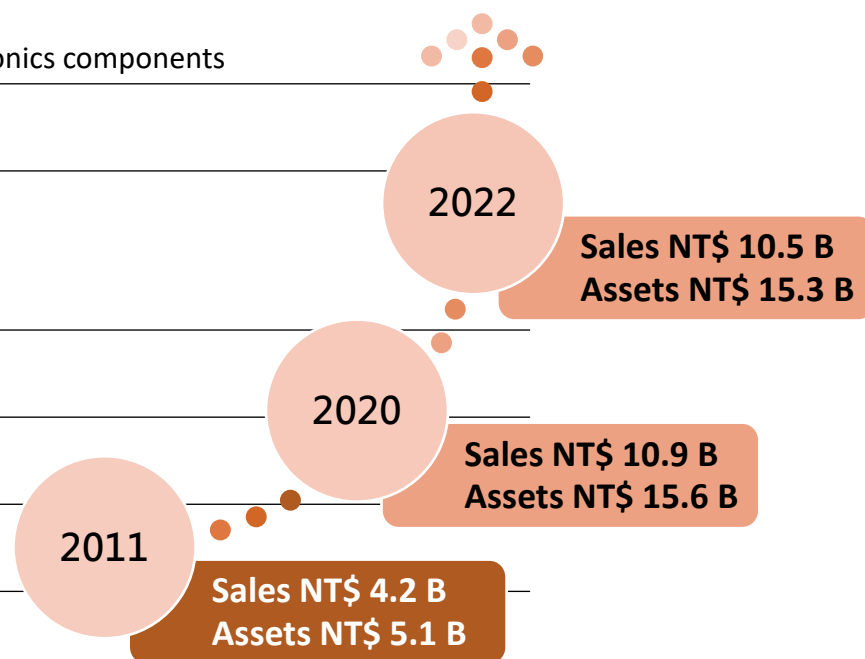
**Established date** December 29, 1994

**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)



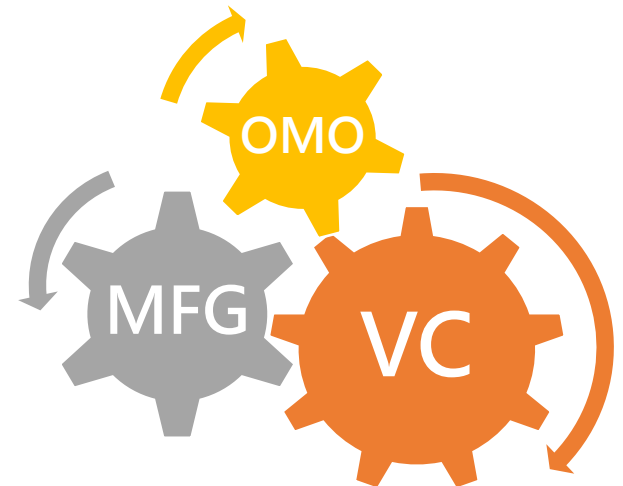
# Worldwide Location



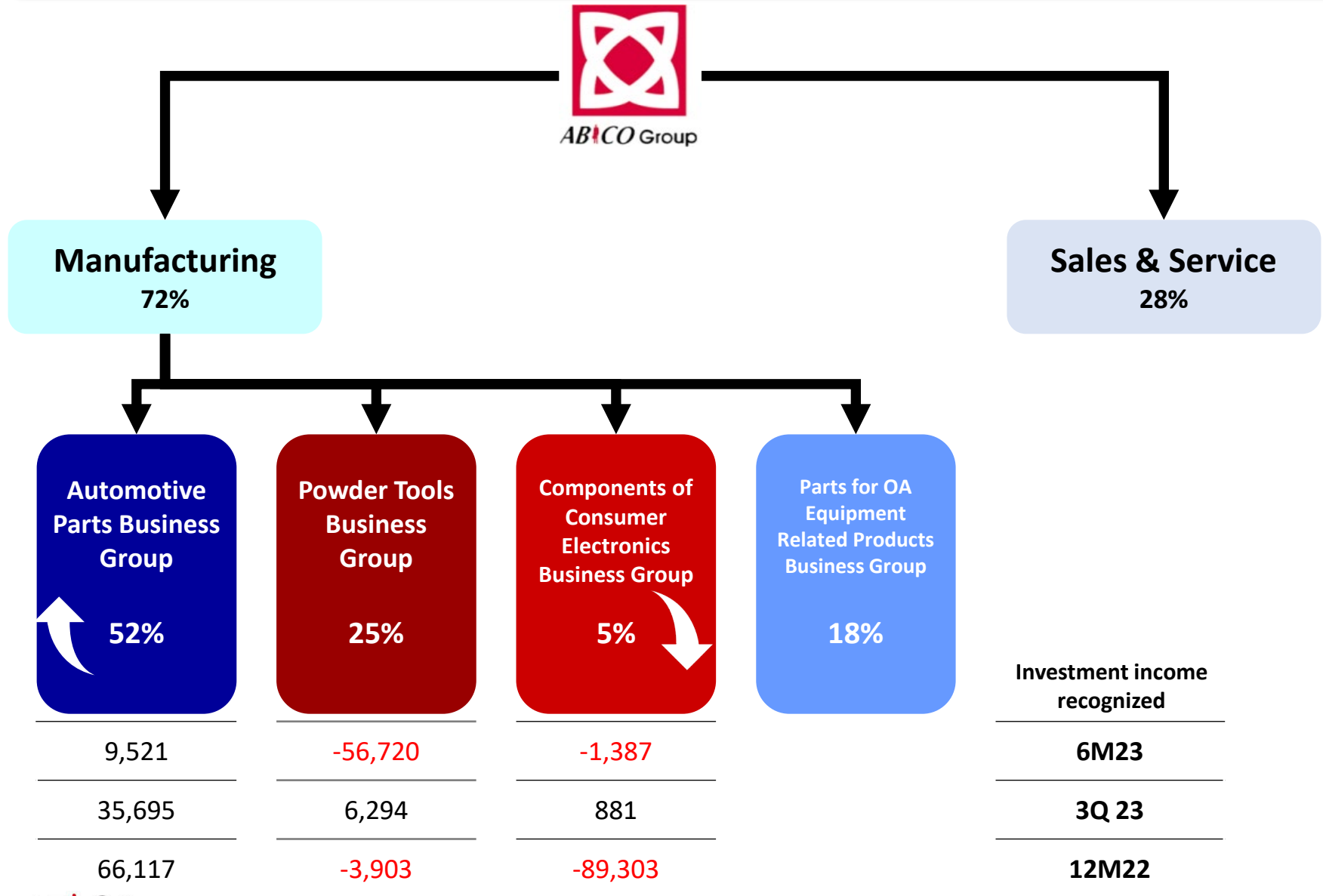
Plant Site	
Japan	2+ <b>1</b>
Central China	2
South China	6
Taiwan	4
Vietnam	2
Thailand	1
Malaysia	1
<b>Total</b>	<b>18+1</b>



# 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

三井金属アクト

MOTION & CONTROL  
**NSK**



For a Better Tomorrow  
**AISIN GROUP**

**住友電装**  
Connect with the Best

**TOKAI RIKA**

**MAHLE**

**NIFFCO**  
WOWING THE WORLD

**DENSO TEN**

**faurecia clarion**

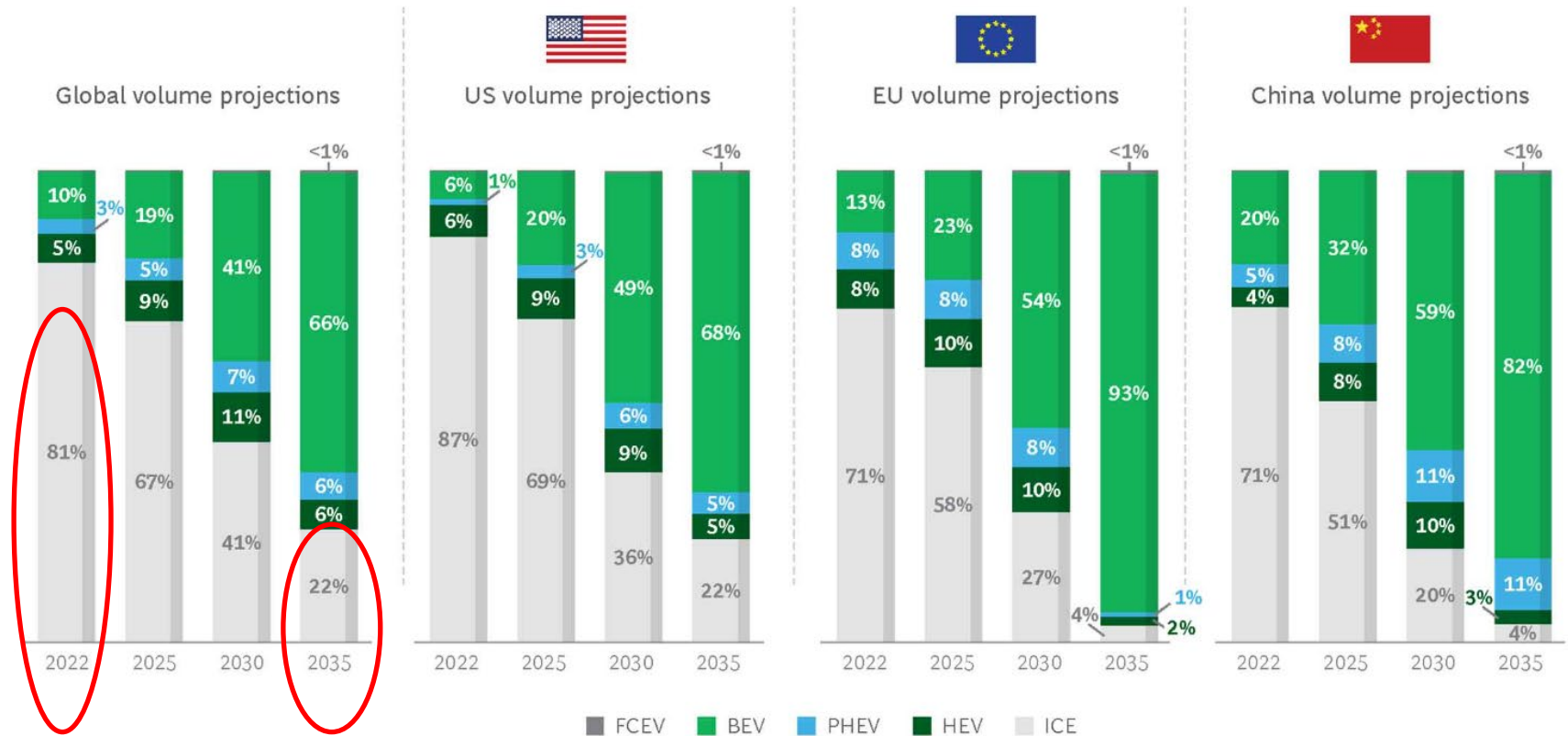
**SONY**  
make.believe

Supply complete systems

終端  
車廠



# Automotive Industry Analysis



**Source:** BCG Powertrain Model.

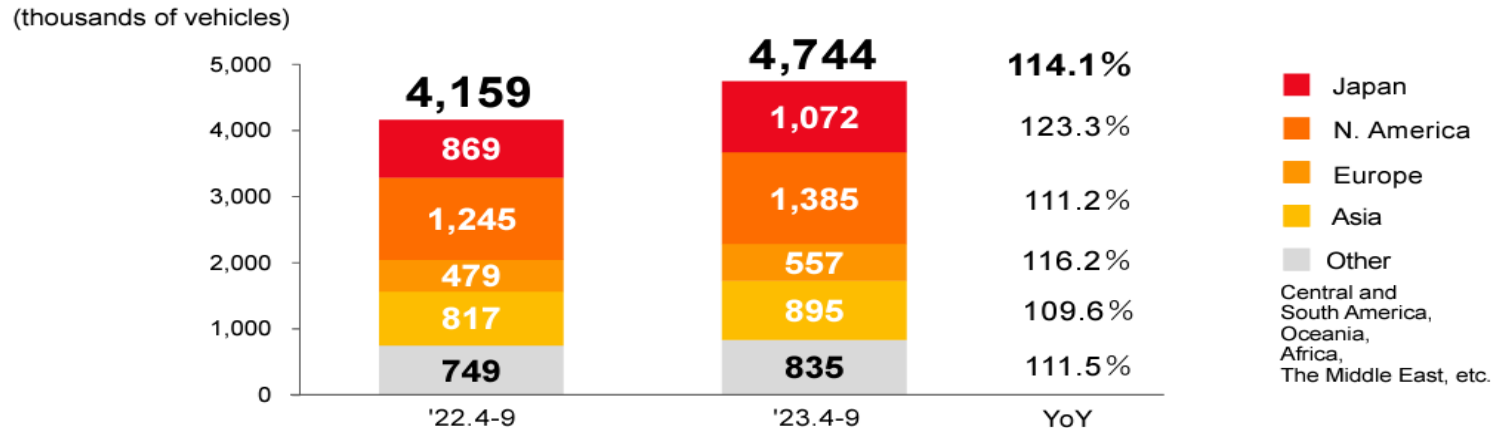
**Note:** Forecast includes all light vehicles, except heavy vans; FCEV = fuel cell electric vehicle; BEV = battery electric vehicle; PHEV = plug-in hybrid vehicle; HEV = full hybrid vehicle; ICE= internal combustion engine (diesel + gasoline + mild-hybrids).

# Automotive Industry Analysis



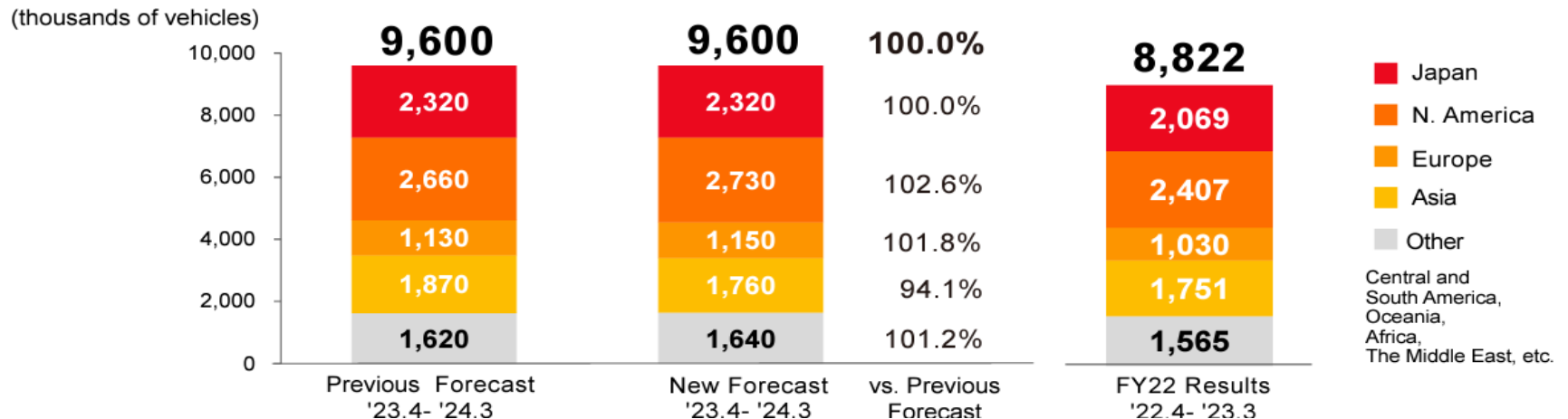
## Consolidated Vehicle Sales (FY2024 First Half)

TOYOTA



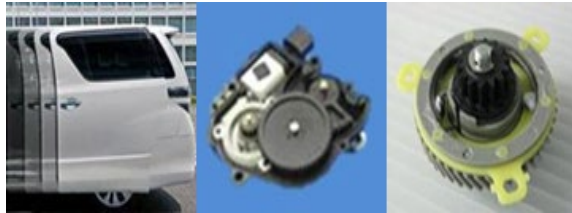
## FY2024 Forecast: Consolidated Vehicle Sales

TOYOTA



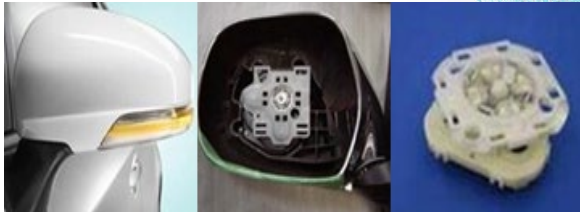
Data from Toyota website

# Product Line-up



Sliding door related

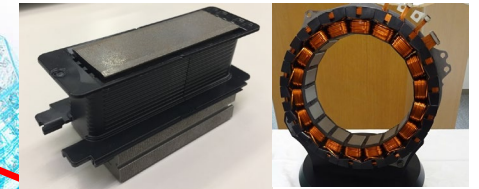
Using driver module  
to adjust the rear view  
mirror



Brake related



Power steering system related



Engine related



Denso system related





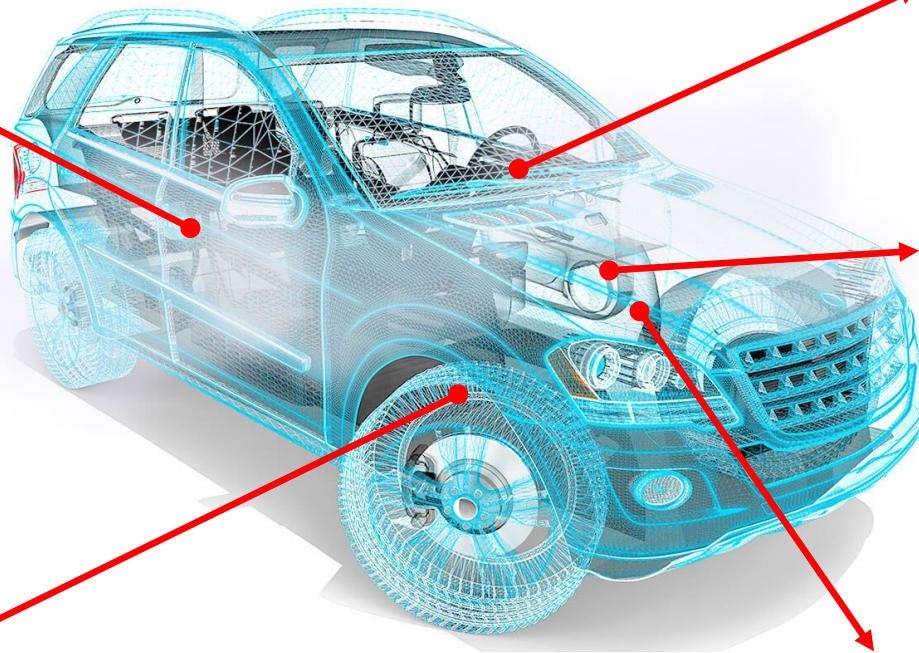
**Electric vehicle door  
module components**

**ADAS system module  
components**

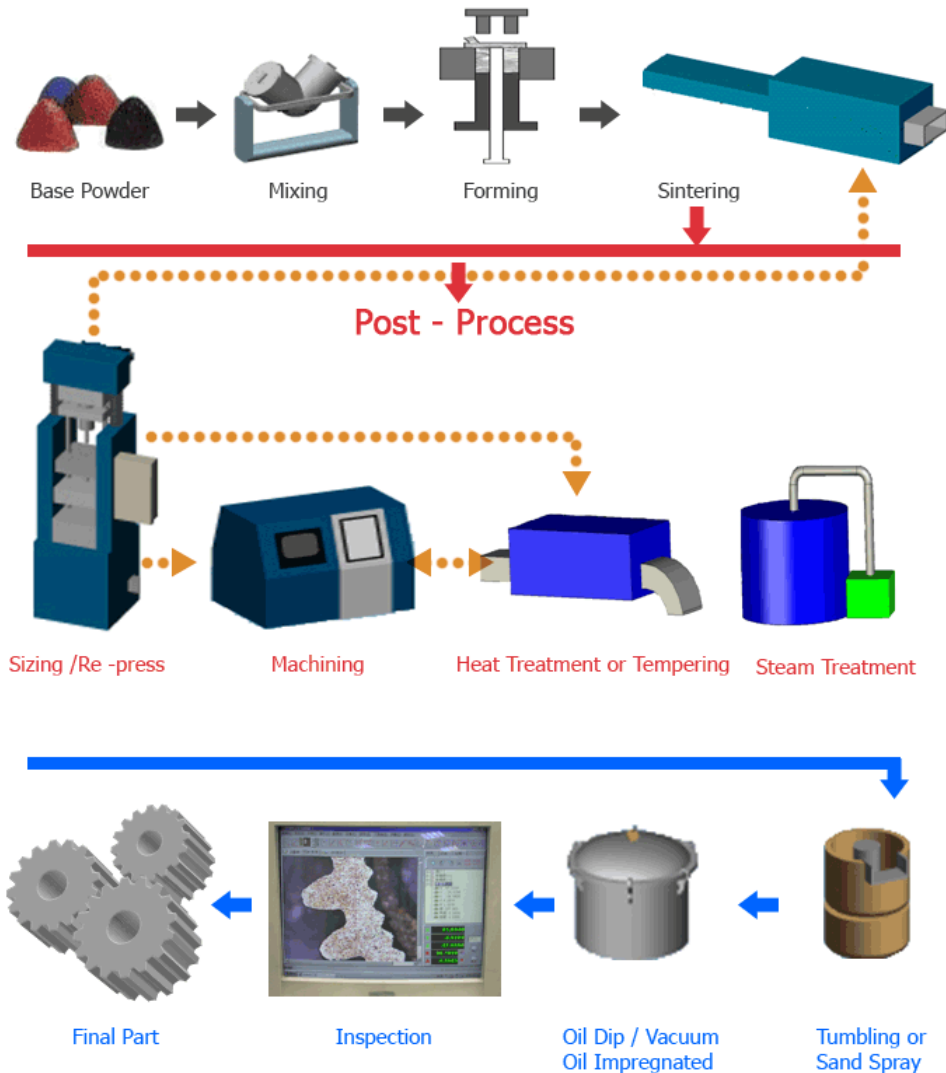
**Powertrain system  
module components**

**Brake module  
system components**

**Thermal module  
components**



# Power Tools Business Group



**BOSCH**

**Makita**

**StanleyBlack&Decker**

# Components of Consumer Electronics Business Group

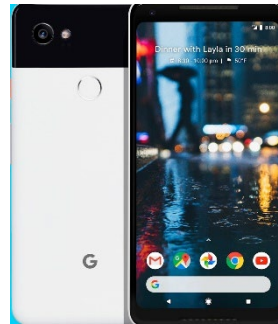


2010



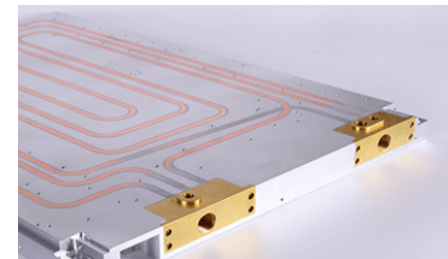
Digital camera

2017



Smartphone

2023



HUD/hinge of smartphone/  
Thermal Module



B 2 B

B 2 C

More than 60,000  
business customer

60 commercial  
vehicles

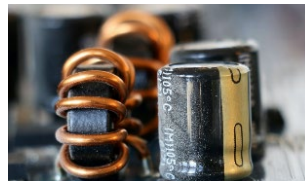
## 【Selling Agents】

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



## 【Selling Agents】

- Electronic component,  
passive component, etc.

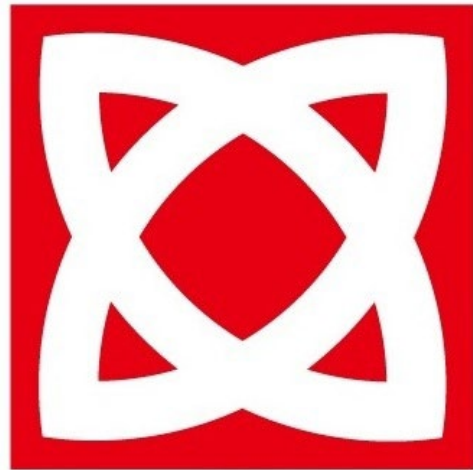


## 【 Own Products & Selling Agents 】

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

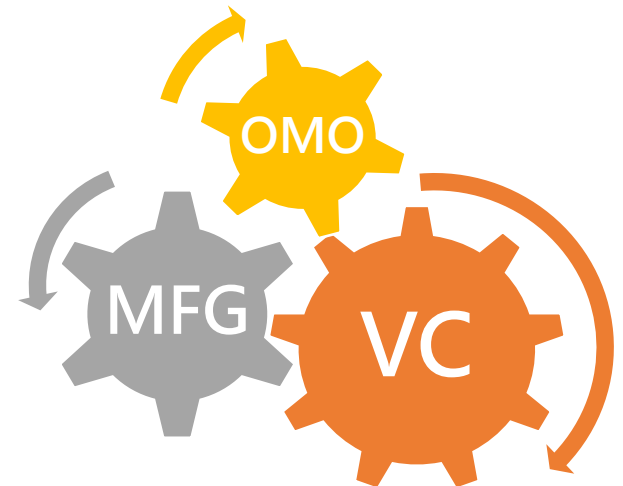






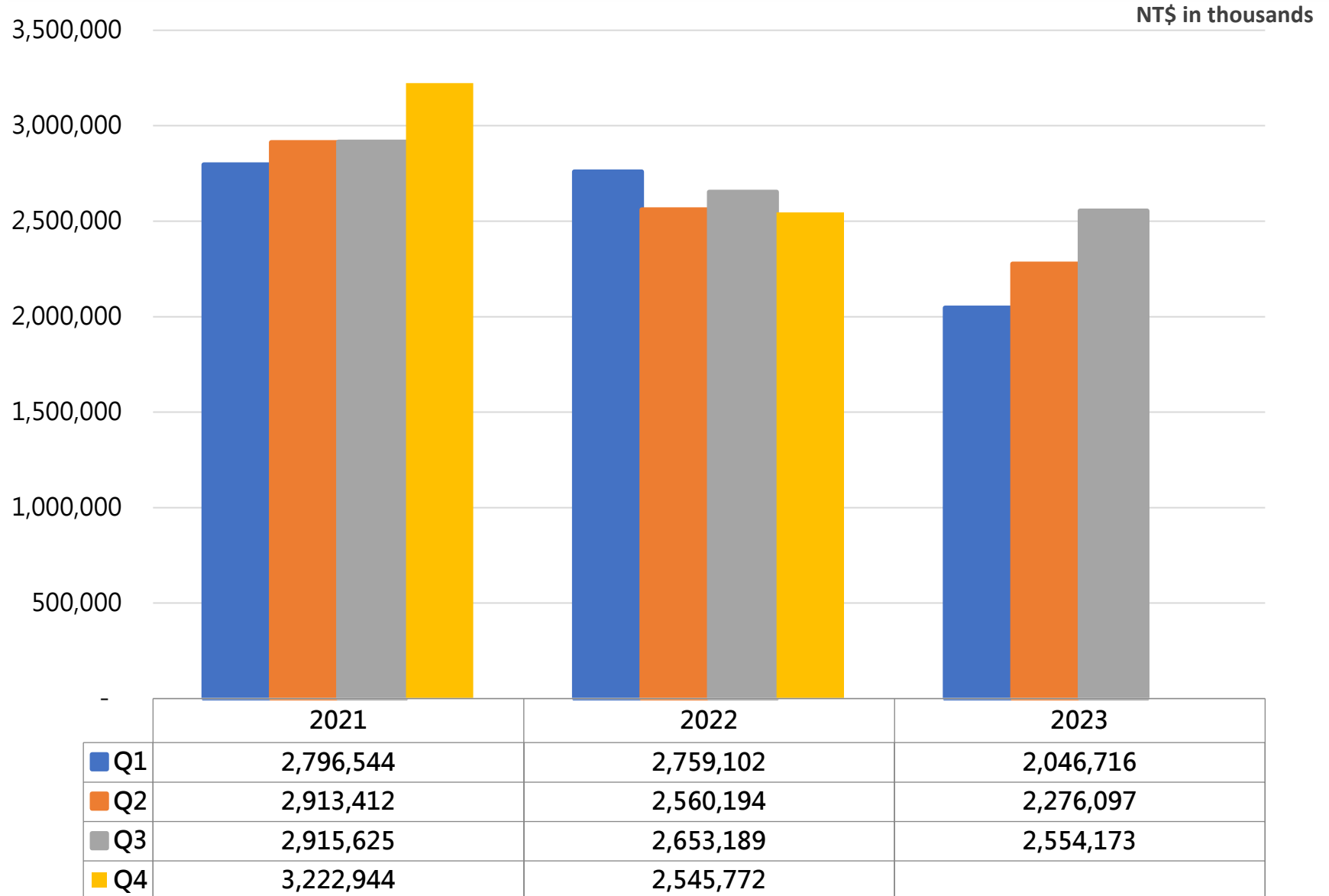
**ABCO**

# Financial Overview

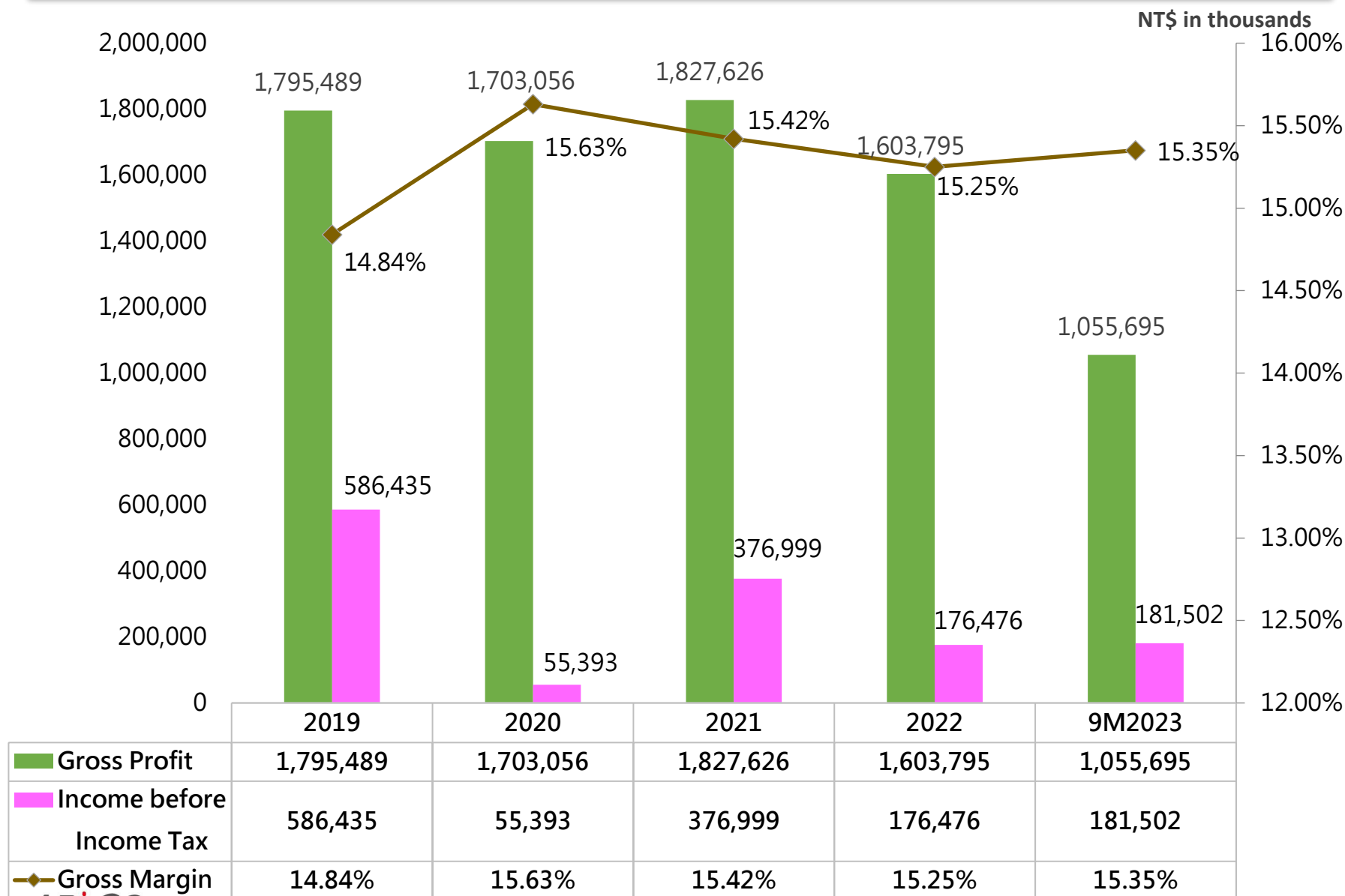




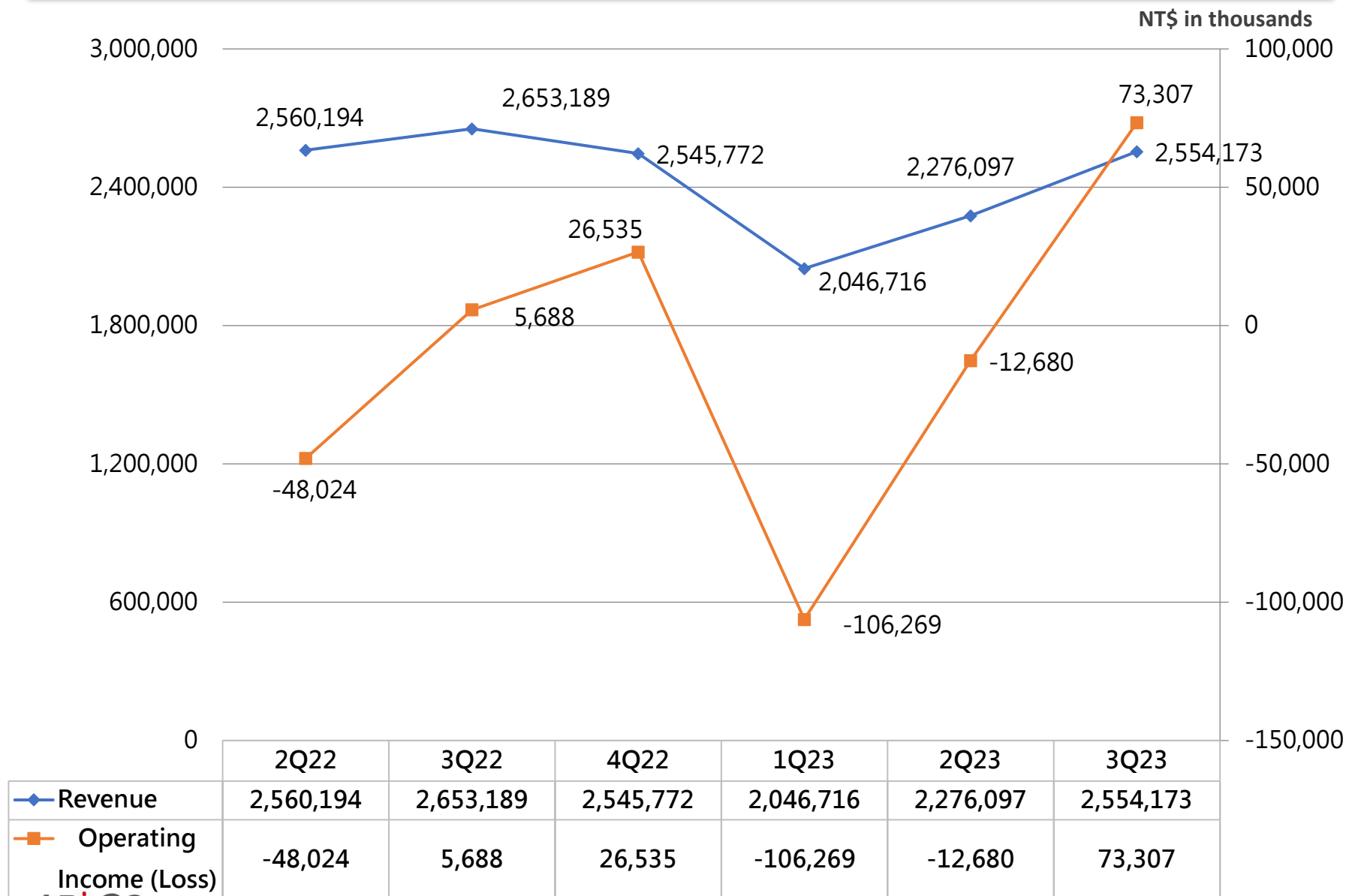
# Operation Review - Quarterly Sales



# Operation Review - Profit



# Operation Review - Operating income

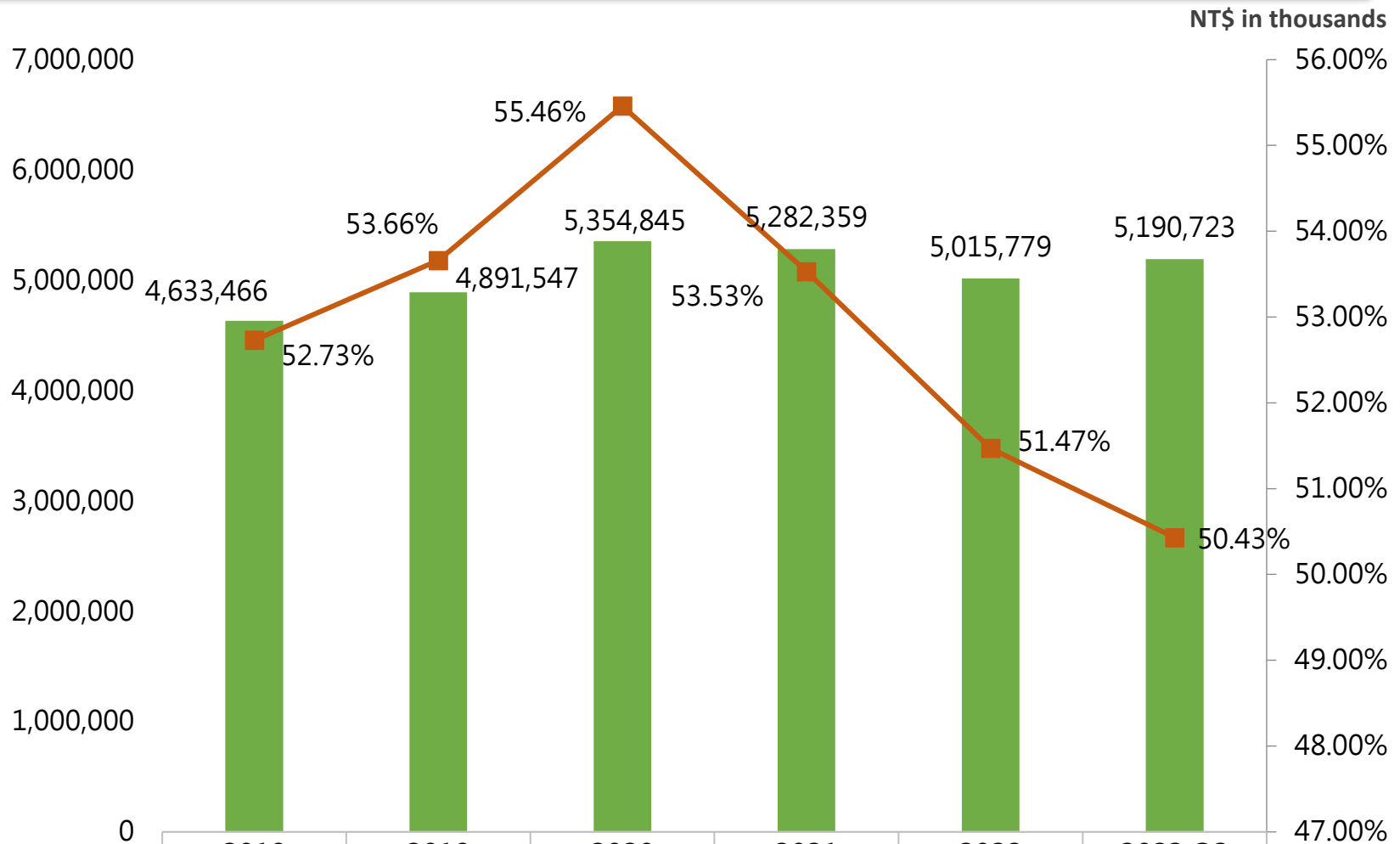


# Consolidated Income Statement



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

# Financial Structure



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

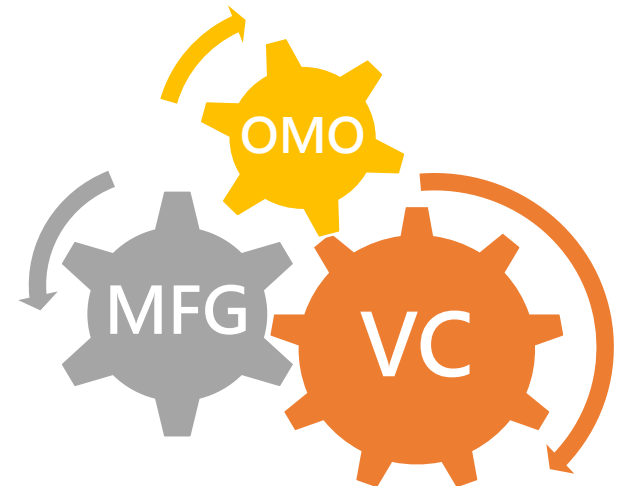
# Consolidated Balance Sheet



(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
<b>TOTAL ASSETS</b>	<b>15,323,625</b>	<b>15,364,459</b>	<b>15,921,142</b>
Current Liabilities	5,020,173	5,066,414	5,794,461
Non-Current Liabilities	2,706,840	2,841,732	2,727,660
<b>TOTAL LIABILITIES</b>	<b>7,727,013</b>	<b>7,908,146</b>	<b>8,522,121</b>
<b>Equity Attributable to Shareholders of Parent</b>	<b>5,664,089</b>	<b>5,389,544</b>	<b>5,177,826</b>
Non-Controlling Interests (above Equity attributable to former owner of business combination under common control)	1,932,523	2,066,769	2,221,195
<b>TOTAL EQUITY</b>	<b>7,596,612</b>	<b>7,456,313</b>	<b>7,399,021</b>
Current Ratio	181%	174%	172%
Debt Ratio	50.43%	51.47%	53.53%
<b>NAVPS(in NT\$)</b>	<b>33.72</b>	<b>32.09</b>	<b>30.82</b>



# Future Outlook







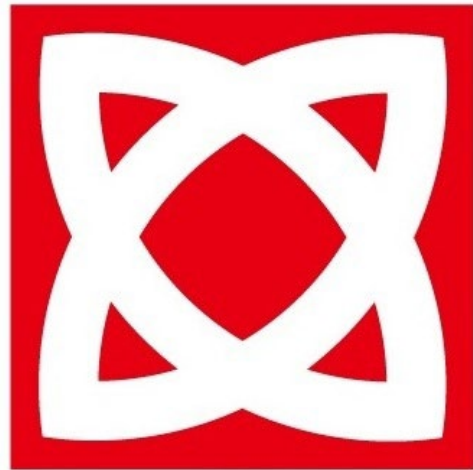
## EV & ADAS

- 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.



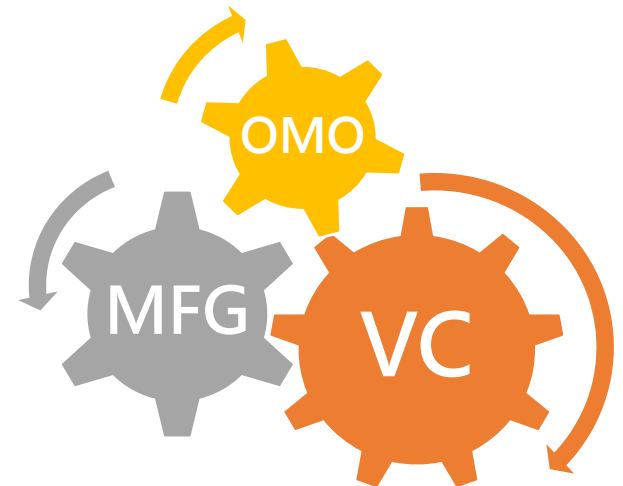
## Merge

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



**ABCO**

**Q & A**



*Thank You*

