



佳能企業股份有限公司
ABILITY ENTERPRISE CO., LTD.

Investor Conference 2024




2024/11/13

Agenda

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2024 Q3
Financial
Result

Outlook

Q&A

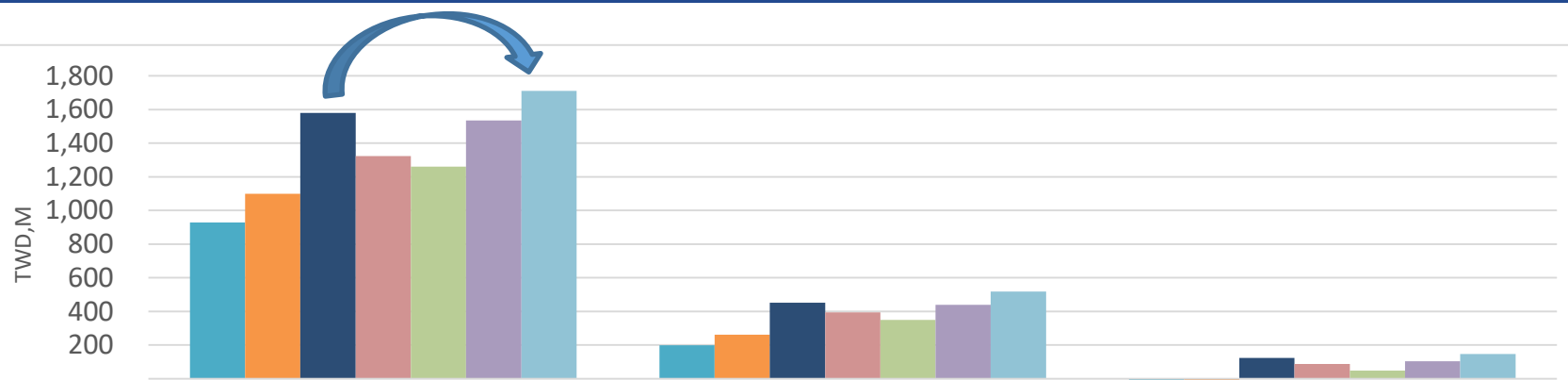


2024 Q3 Financial Result

Consolidated IS

	Jan ~ Sep '2024		Jan ~ Sep '2023		YOY		2024 Q3		2024 Q2		QOQ	
	amt	%	amt	%	amt	%	amt	%	amt	%	amt	%
Net Sales	4,506	100.0	3,609	100.0	897	24.9%	1,711	100.0	1,535	100.0	176	11.5%
COGS	3,199	71.0	2,696	74.7	503	18.7%	1,193	69.7	1,095	71.3	98	8.9%
Gross Margin	1,307	29.0	913	25.3	394	43.2%	518	30.3	440	28.7	78	17.7%
OP Exp	1,008	22.4	878	24.3	130	14.8%	371	21.7	336	21.9	35	10.4%
OP Income	299	6.6	35	1.0	264	754.3%	147	8.6	104	6.8	43	41.3%
Net Non-OP	217	4.8	238	6.6	(21)	-8.8%	18	1.1	70	4.6	(52)	-74.3%
PBT	516	11.4	273	7.6	243	89.0%	165	9.7	174	11.4	(9)	-5.2%
Tax	89	2.0	73	2.0	16	21.9%	31	1.8	29	1.9	2	6.9%
Net Income	427	9.4	200	5.6	227	113.5%	134	7.9	145	9.5	(11)	-7.6%
NI, attributable to Non-controlling interest	(8)	(0.2)	(33)	(0.9)	25	75.8%	(4)	(0.2)	1	0.1	(5)	-500.0%
NI, attributable to the parent	435	9.6	233	6.5	202	86.7%	138	8.1	144	9.4	(6)	-4.2%
After-Tax EPS	1.52		0.82		0.70		0.48		0.51		(0.03)	

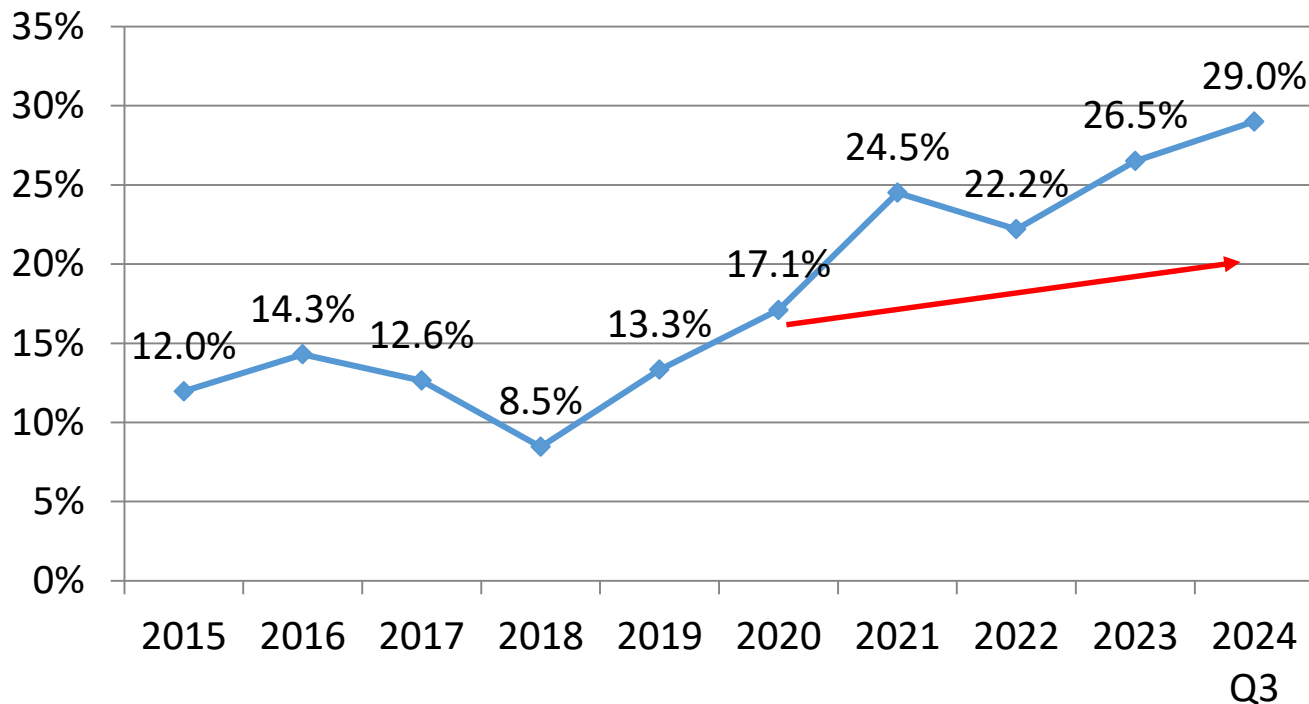
Operating Trend



(200)

	Net Sales	QOQ	YOY	Gross Margin	QOQ	YOY	OP Income (Loss)	QOQ	YOY
23 Q1	929	-28%	-11%	199	-30%	-21%	(59)	885%	-79%
23 Q2	1,099	18%	-25%	262	32%	-13%	(29)	50%	1075%
23 Q3	1,580	44%	6%	451	72%	35%	123	520%	846%
23 Q4	1,324	-16%	3%	395	-12%	38%	88	-28%	1567%
24 Q1	1,260	-5%	36%	349	-12%	75%	48	-45%	181%
24 Q2	1,535	22%	40%	440	26%	68%	104	117%	455%
24 Q3	1,711	11%	8%	518	18%	15%	147	41%	19%

Gross Margin Trend



2024/9/30 Important Financial Ratio

Important Financial Ratio

- Debt Ratio : 26%
- Current Ratio : 1.8x
- Quick Ratio : 1.44x
- A/P-days : 85 Days
- A/R-days : 51 Days
- Inventory-days : 71 Days
- Cash Conversion Cycle : -37 Days



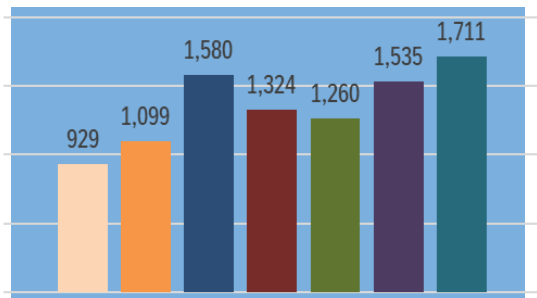
2025 Outlook

2024 Revenue Growing Up

2025 Demand has not cooled down

Q3- Outstanding

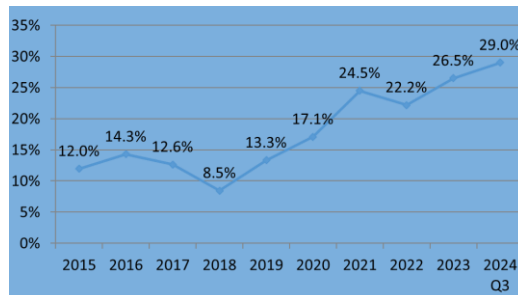
YTD Revenue YoY:24.9%



The revenue of 2024 YTD YOY is more than 24.9%. This is mainly due to the sales of video image products, especially the growing sales of 360-degree cameras.

Q4, YoY growth

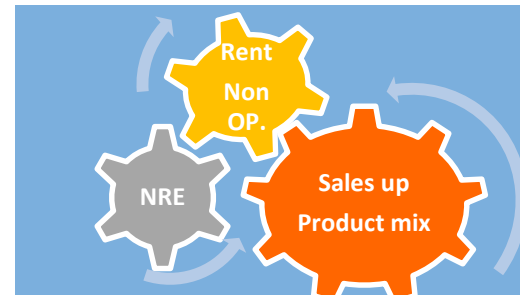
High-Profit Goods Benefit



In the 2024 Q4, the production volume of major products is increasing. New Products, ex. Mobile & Edge-computing, are at the mass production stage. Both push revenue up.

2025-Prospective

Sales up, Product mix



The order can be highly expected. Delivery is rolling up. Accordingly, our 2025 revenue and profit could be better than 2024.

Application of Image and Sound : Product Trends and Customer Area Expansion

Sport/Action Cam

In the field of panoramic cameras, our products are moving towards modularization. By switching between the host and different lenses, we can achieve the best photosensitive application for panoramic views or scenes. The detached camera uses the fastest transmission technology to allow users to change it at will. The viewing angles and smart accessories allow extreme sports users to free their hands to enjoy sports in a variety of sports. They can also easily capture images and share them on social media.

AI Hybrid System

1. The high-precision imaging module uses precise calculations to allow better heat dissipation of the sensor to improve image capture and stitching, and assist in the drawing of global panoramic maps.
2. In terms of crime prevention, both fast image transmission and facial recognition should be considered, so that the task distribution center can provide front-line personnel with a high degree of pre-departure understanding of the background of the suspect. Multiple image modules equipped with sound capture can also detect the actual location of gunshots at crime scenes.

Hybrid Camera/Instant Printing

New photography and changes in photography habits have resulted in cameras that can print after taking a photo being favored by Generation Z in the market. Continuous product changes bring more images with AI filters and editing functions. The sharing of photos is no longer a cold transmission. The printed texture and the application of barcodes are combined with the warm voice of care and surprise, which has attracted the attention of products in this field again and brought strong shipments to the company.

Machine Vision Module

1. The shipment application of the hybrid machine vision module (full-color fisheye image combined with thermal sensing image module) allows drone customers to capture clear and effective images of the human body and animals day and night, and transmit back.
2. The hybrid machine vision module (millimetre-wave radar combined with full-color large-angle imaging module) is not only used for distance measurement and sentry mode in vehicle product shipments, but also takes into account the clear identification of traffic signs.



Regional Customer Developing

Starting from the Japanese market where we have been cultivating for a long time, we are targeting large-scale customers in the United States and Europe, with a dedicated research and development spirit of optical imaging and sound recognition, meeting the needs of customers for products, faster project introduction, and more competitive products. Supply chain and energy conservation and carbon reduction design. It has already obtained customer projects in map image stitching and will be launched in the middle of next year. In addition, crime prevention products have also been launched by customers. New customer region combinations will also be presented one by one in 2026~2027.

Factory Production Ratio :

Enlarge Vietnam investment to meet the demand of new order and transference.



70%

China Factory

As ABILITY's main production base, the factory of Liaobu, Dongguan, has rich manufacturing experience and has long been an important pillar for us and a model for building other factories. We adjust manufacturing management to revitalize our assets. The factory operations are more flexible. This significantly impacts the overall development of the company in the future.



5%

Taiwan Factory

Due to geopolitical issues, Since the Sino-US trade friction in 2018, the products need to meet NDAA specifications and the origin regulation of TAA. So, the Company established a Wugu factory in the New Taipei Industrial Park. This factory provides us with more choices and enables us to respond to the market demand in different regions.



5%

Vietnam Factory

When the Sino-American trade war begins, we plan to set up a factory in Vietnam. The factory is set in South Vietnam. Taking advantage of the existing local infrastructure and the convenience of land transportation between China and Vietnam, we accelerated the construction and transferred orders to Vietnam. This risk diversification releases customers' worries.



20%

New Vietnam Factory

We started to expand our overseas footprint in 2023. Its mass production will begin in October 2024. The North Vietnam plant located in Vinh Phuc is geographically closer to the electronics supply chain and closer to our Liaobu plant than the South Vietnam factory. It makes the dispatch of people, machines, and materials more efficient.

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 in the conference might not occur and our actual results could differ materially from those anticipated in these forward-looking statements.

Q&A THANK YOU



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