



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

# Investor Conference 2022




2022/12/26

# Agenda

01

02

03



2022 Q3  
Financial  
Result

Outlook

Q&A



# 2022 Q3 Financial Result

# Consolidated IS (YTD)

Unit : NT\$ in millions (except EPS in NT\$)

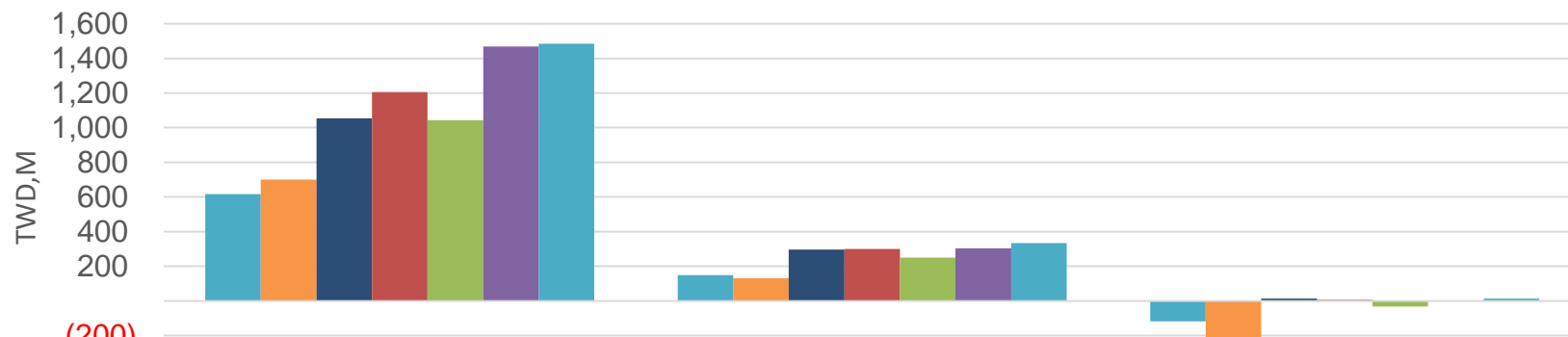
	Jan~Sep '2022		Jan~Sep '2021		YOY	
	amt	%	amt	%	amt	%
<b>Net Sales</b>	3,996	100.0	2,371	100.0	1,625	68.5%
<b>COGS</b>	3,108	77.8	1,795	75.7	1,313	73.2%
<b>Gross Margin</b>	887	22.2	576	24.3	311	54.1%
<b>OP Exp</b>	905	22.7	913	38.5	(8)	-0.9%
<b>OP Income (Loss)</b>	(18)	(0.5)	(337)	(14.2)	319	94.8%
<b>Net Non-OP</b>	276	6.9	1,244	52.5	(968)	-77.8%
<b>PBT</b>	258	6.4	907	38.3	(649)	-71.5%
<b>Tax</b>	38	0.9	182	7.7	(144)	-79.3%
<b>Cons. Net Income (Loss)</b>	221	5.5	725	30.6	(504)	-69.6%
<b>Minority interest</b>	41	1.0	30	1.3	11	36.4%
<b>Net Income (After-mi )</b>	180	4.5	695	29.3	(515)	-74.1%
<b>After-Tax EPS</b>	0.63		2.46		(1.83)	-74.4%

# Consolidated IS (Quarterly)

Unit : NT\$ in millions (except EPS in NT\$)

	2022 Q3		2022 Q2		QOQ		2021 Q3		YOY	
	amt	%	amt	%	amt	%	amt	%	amt	%
<b>Net Sales</b>	1,484	100.0	1,469	100.0	15	1.0%	1,055	100.0	429	40.6%
<b>COGS</b>	1,150	77.5	1,166	79.4	(15)	-1.3%	759	71.9	391	51.5%
<b>Gross Margin</b>	334	22.5	303	20.6	31	10.1%	296	28.1	38	12.7%
<b>OP Exp</b>	321	21.6	300	20.5	20	6.8%	283	26.9	37	13.2%
<b>OP Income (Loss)</b>	13	0.9	3	0.1	10	376.8%	13	1.2	0	0.7%
<b>Net Non-OP</b>	196	13.2	59	4.0	137	232.7%	73	6.9	123	168.0%
<b>PBT</b>	209	14.1	62	4.1	147	239.0%	86	8.1	123	143.3%
<b>Tax</b>	19	1.3	19	1.3	1	1.9%	47	4.4	(28)	-58.9%
<b>Cons. Net Income (Loss)</b>	190	12.8	43	2.8	147	343.7%	39	3.7	151	385.8%
<b>Minority interest</b>	20	1.3	12	0.8	7	60.7%	15	1.4	5	35.5%
<b>Net Income (After-mi )</b>	170	11.5	30	2.0	139	457.8%	24	2.3	146	595.9%
<b>After-Tax EPS</b>	0.60		0.11		0.49	60.7%	0.09		0.51	566.7%

# Operating Trend

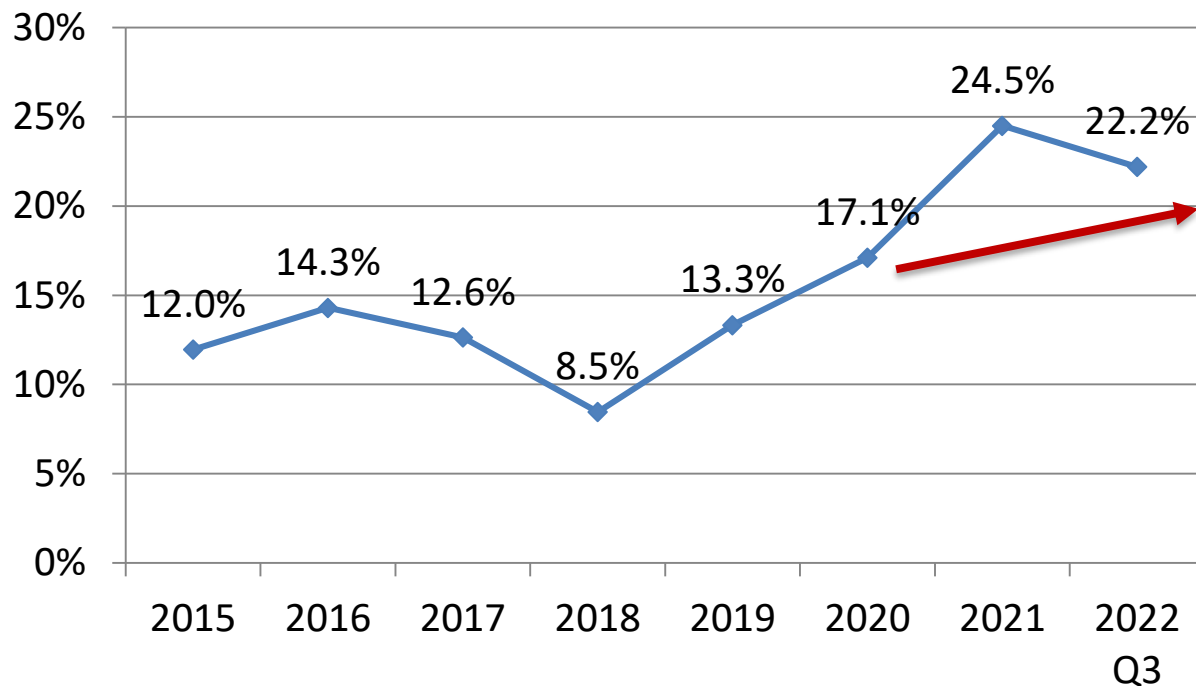


(200)  
(400)

	Net Sales	Gross Margin	OP Income (Loss)
21 Q1	616	149	(118)
21 Q2	700	131	(231)
21 Q3	1,055	296	13
21 Q4	1,205	299	6
22 Q1	1,043	251	(33)
22 Q2	1,469	303	3
22 Q3	1,484	334	13



# Gross Margin Trend



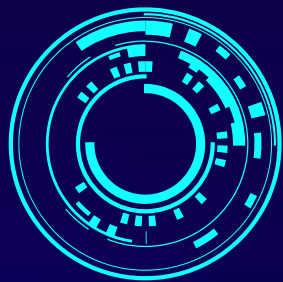
# 2022/9/30 Important Financial Ratio

## Important Financial Ratio

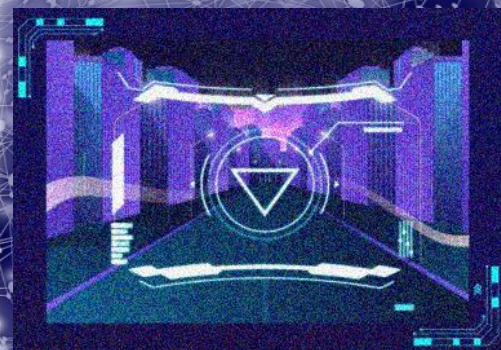
- Debt Ratio : 25%
- Current Ratio : 2.18倍
- Quick Ratio : 1.76倍
- A/P-days : 77天
- A/R-days : 65天
- Inventory-days : 83天
- Cash Conversion Cycle : -71天



# 2023 Outlook



- ▶ Video application
- ▶ Edge AI Camera Solution
- ▶ Automotive Sensing Camera/System



Video application

# Video application

## Product roadmap, Product advantages

### 360 CAMERA

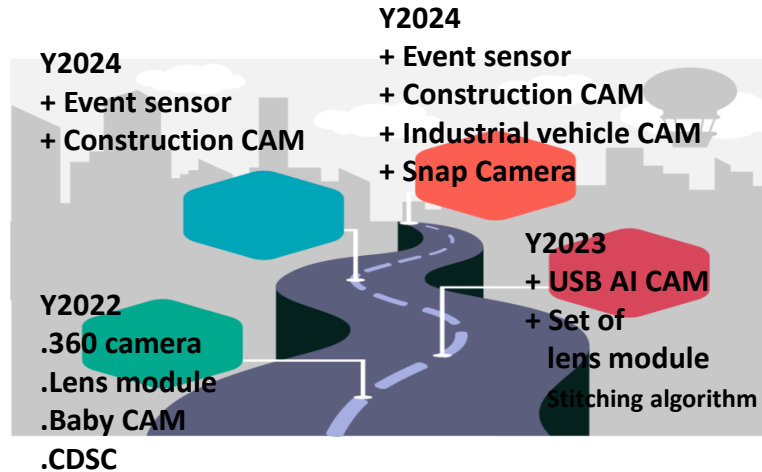
We have taken a place in the field of 360 cameras from EMS, JDM to ODM and both entry-level consumer & high-end B2B markets, We are also the world's largest 360 imaging product development and production company in terms of production volume

### USB AI Camera

It is a product which can apply to AI application home appliances, as its front-end imaging device, it provides data after training and calculation, which is easy and convenient for customers to introduce into its system. This is also the product that can quickly contribute to revenue.

### Lens Module + Stitching Technology

Combining ABILITY's two strong core technologies of optics and stitching algorithms, it provides a quick start tool for manufacturers who want to work in the field of 360 imaging but have not yet mastered the technology.





# Edge AI Camera Solution

# Edge AI Camera Roadmap 2023-2024

ANPR Camera

## Smart traffic and smart parking lot management

Parking Lot



Local road



Highway  
Mobile ANPR



Surveillance camera

## Smart City Security Surveillance

AI-Vue Camera

AI-Eye Camera

Eagle-Eye Camera  
(Multi Sensor /stereo depth)



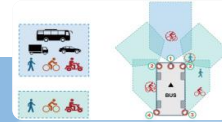
AI Mobile

## Railway Transport/Smart Fleet Camera Management

Mobile Camera

AI-Eye Camera  
For Mobile

Eagle-Eye Camera  
(Multi Sensor/stereo depth)  
For Mobile



NDA  
Compliant

More  
Powerful AI  
computing

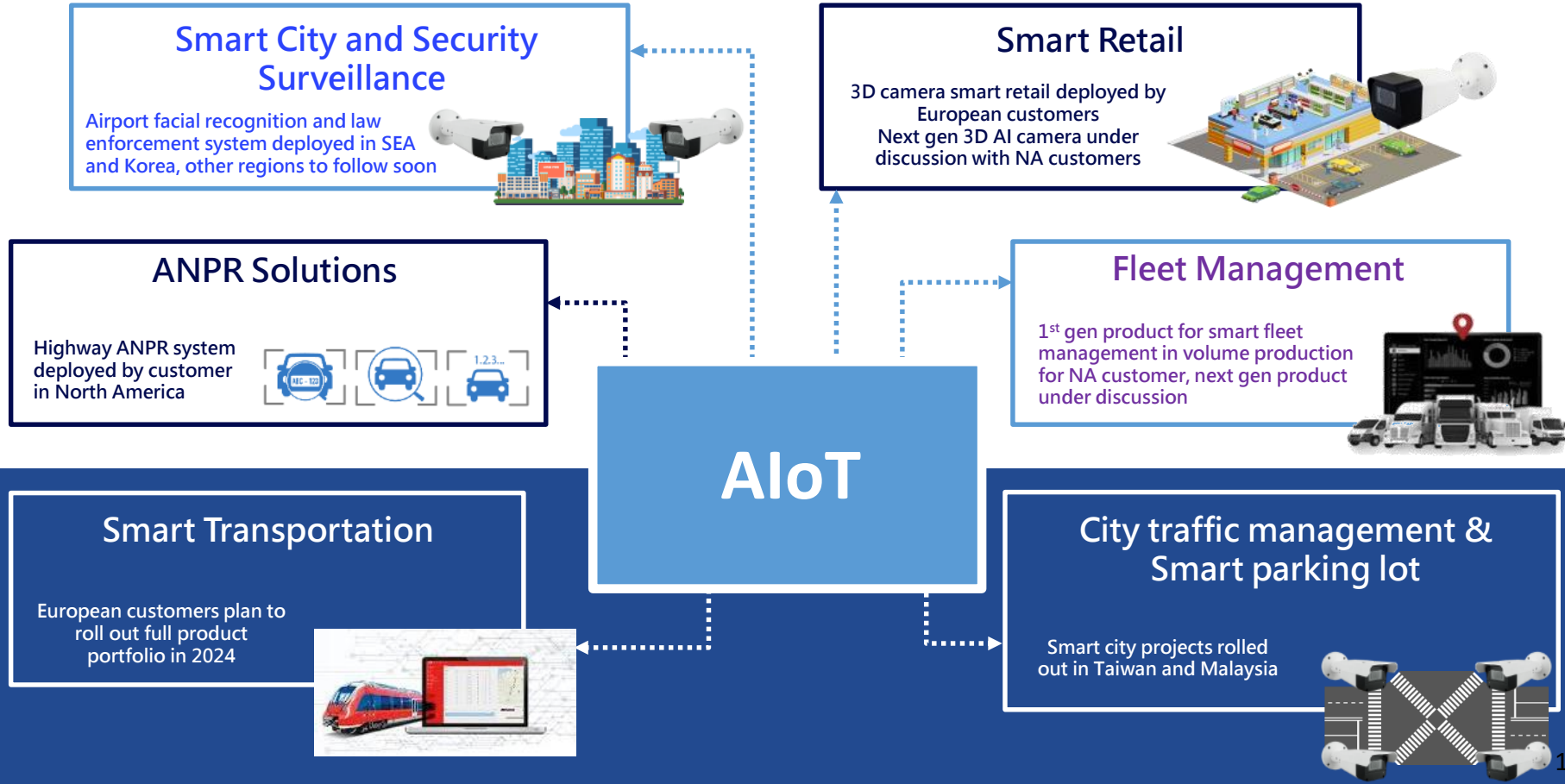
High cost-  
performance  
ratio

2D→3D AI  
image  
application

Multi-sensor  
Application

Smaller  
dimension

# Customer and Future Business—Smart City and Smart Retail



# Edge AI Camera Solution Outlook

- With the continuous advancing of semiconductor technology, more powerful AI algorithm and AI computing engine, it is expected to see new AI applications with more features and enhancements. Ability will cooperate with AI partner to provide end-customer AI solution for easy deployment.
- With on-going changes in global politics, de-coupling in worldwide trading and technology, and supply chain reshuffling, Ability is also adopting diversified strategy including multiple SOC platform, optimization of supply chain, relocation and realignment of production capacity, and NDAA compliance regarding national security issues, Ability expects to be replacing Chinese peer vendors in camera OEM/ODM business, and having strategic advantage in getting orders from major branding companies in the US, Europe and Japan.



# Automotive Sensing Camera/System

# Automotive Sensing Camera

Focus on (1) ADAS Camera (2) In-Cabin Camera (3) CMS



## FSS

Forward Sensing System

Traffic Sign Recognition



## DMS

Driver monitoring system

Driver Monitor

## In-Cabin Camera

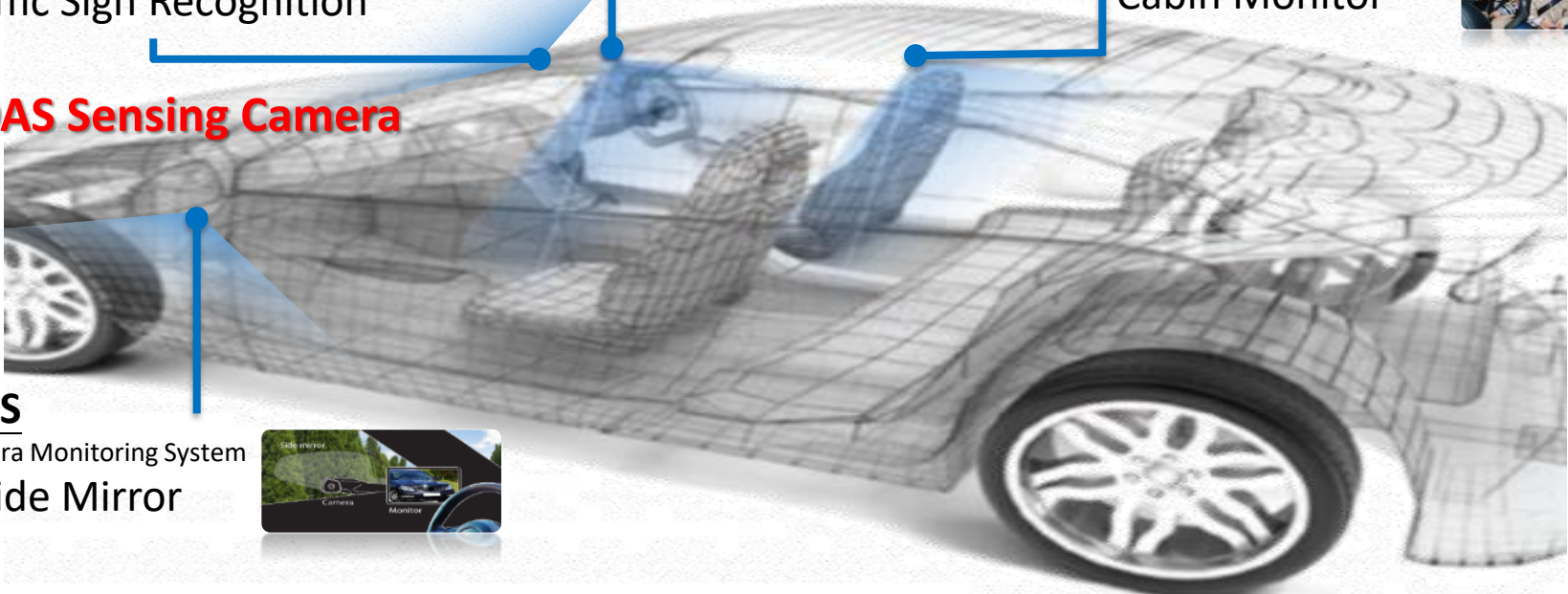
## OMS

Occupant monitoring system

Cabin Monitor



## ADAS Sensing Camera



## CMS

Camera Monitoring System

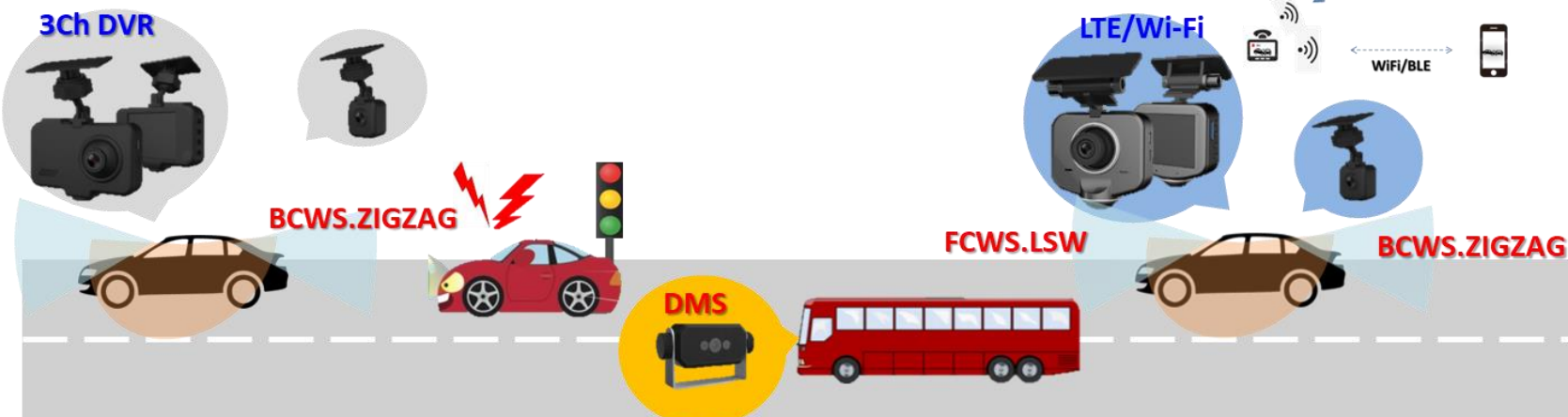
E-Side Mirror



# Product Roadmap of Automotive System

## ● Powerful Edge AI and Premium Image Quality

(FLEET SENSE、DRIVER SENSE、CABIN SENSE)



### 車載環境可靠度

- Automotive regulation compliance
  - Thermal, EMC, Voltage, Vibration

### 安全性

- Edge computing
  - ADAS: BCWS. ZIGZAG.Sentry mode
  - DMS: Drowsiness,Distraction

### 車聯網

- LTE/Wi-Fi

# 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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