

AEWIN Tech. (3564)

Investor Conference : 2023 Q3 Results

November 28,2023

Agenda

1. 2023 Q3 Financial Results and Business Summary
2. Operational Outlook
3. Q & A

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

1.2023 Q3 Financial Results and Business Summary

Statement of Comprehensive Income(Consolidated)



Amount : NT\$Thousand

	2023Q2		2023Q3		2022Q3	
Net sales	465,963	100.0%	421,004	100.0%	675,151	100.0%
Cost of Good Sold	(346,366)		(318,185)		(480,893)	
Gross Margin	119,597	26%	102,819	24%	194,258	29%
Operating Expenses	(114,635)	-25%	(110,606)	-26%	(130,171)	-20%
Operating Income	4,962	1%	(7,787)	-2%	64,087	9%
Non-operating Income and Expenses	(5,797)		(8,516)		(647)	
Profit(Loss) before Tax	(835)	-1%	(16,303)	-4%	63,440	9%
Net Income	6,954	1%	(13,335)	-3%	48,404	7%
Shareholders of the company	6,954	1%	(13,335)	-3%	48,404	7%
EPS(NT\$(a))	\$0.12		(\$0.22)		\$0.82	

(a) EPS was calculated based on total Weighted-average
outstanding shares (thousand shares)

59,123

59,123

59,123

Statement of Comprehensive Income(Consolidated)



Amount : NT\$Thousand

	YTD		YTD	
	2023 Jan.~Sep.		2022 Jan.~Sep.	
Net sales	1,393,685	100%	1,776,445	100%
Cost of Good Sold	(1,032,682)		(1,284,846)	
Gross Margin	361,003	26%	491,599	28%
Operating Expenses	(336,955)	-24%	(340,960)	-20%
Operating Income	24,048	2%	150,639	8%
Non-operating Income and Expenses	(23,012)		(6,914)	
Profit(Loss) before Tax	1,036	0%	143,725	8%
Net Income	8,022	1%	112,506	6%
Shareholders of the company	8,022	1%	112,506	6%
EPS(NT\$)(a)	\$0.14		\$1.90	

(a) EPS was calculated based on total Weighted-average outstanding shares (thousand shares)

59,123

59,123

Balance Sheet Highlights (Consolidated)



Amount : NT\$Thousand

	2023.09.30		2022.12.31 (Restated)		2022.09.30 (Restated)	
Cash and cash equivalents	196,032	8%	354,602	12%	233,827	8%
Accounts receivable (Including the related parties)	420,908	18%	635,843	21%	689,071	23%
Inventories	714,891	30%	855,392	29%	932,908	31%
Property, plant and equipment	907,476	38%	925,000	31%	918,351	31%
Total Assets	2,415,805	100%	2,974,699	100%	3,001,319	100%
Current liabilities	732,260	30%	1,234,006	42%	1,299,525	43%
Non-current liabilities	441,996	19%	461,496	15%	458,481	15%
Total Equity	1,241,549	51%	1,279,197	43%	1,243,313	42%
Net Worth/Share(NT\$)	\$21.00		\$21.64		\$21.03	
Net worth per share was calculated based on total outstanding shares (thousand shares)	59,123		59,123		59,123	

Key Financial Ratios (Consolidated)

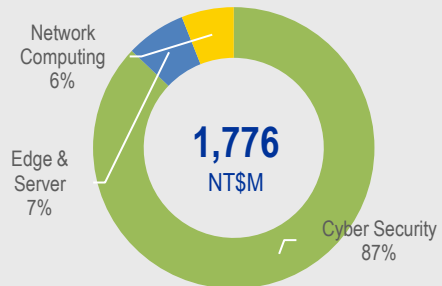


	2023.09.30	2022.12.31	2022.09.30
AR Turnover(Days)	104	93	100
Inventory Turnover(Days)	208	175	182
AP Turnover(Days)	101	88	108
Cash Conversion Cycle(Days)	211	180	174
ROE(annualized) (a)	0.8%	12.6%	12.5%
Current ratio	187%	153%	148%
Fin.Debt(b)/Total Assets	27%	29%	27%

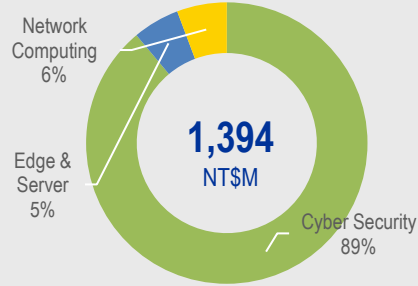
(a)Annualized net income/Average total equity

(b)Fin.debt included long term and short term financial debts

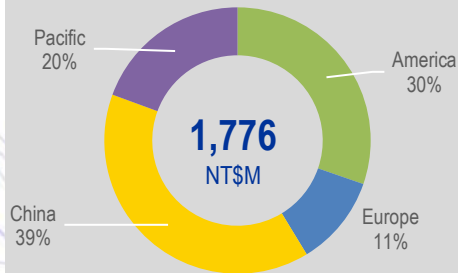
2022 Application



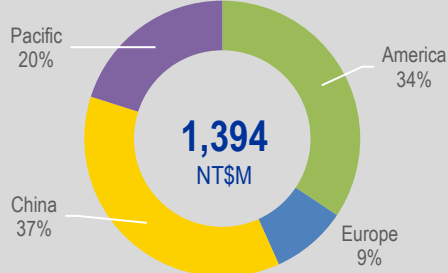
2023 Application



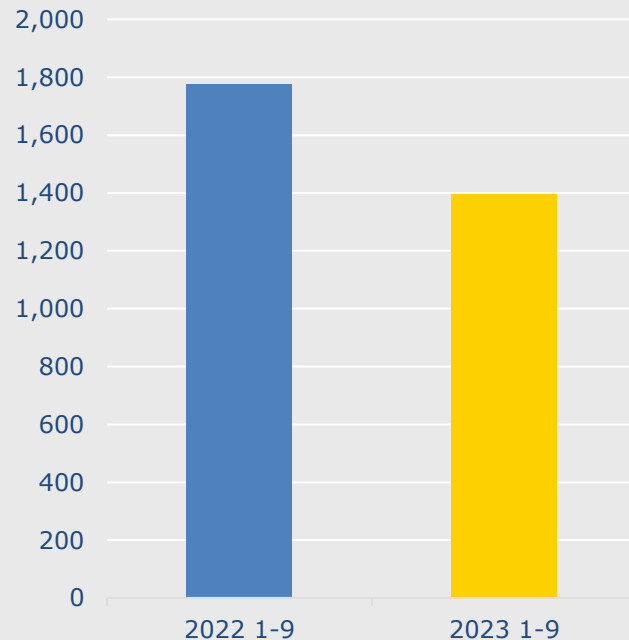
2022 Territory



2023 Territory

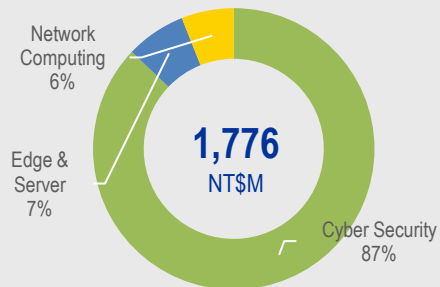


Consolidated Revenue (NT\$M)

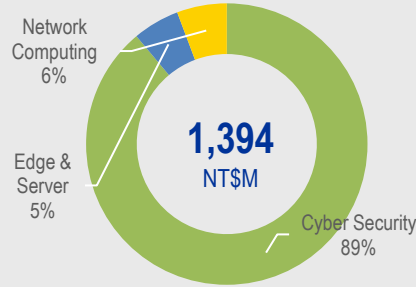


2.Operational Outlook

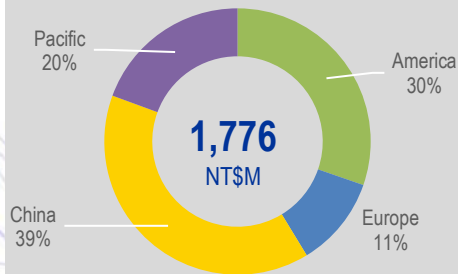
2022 Application



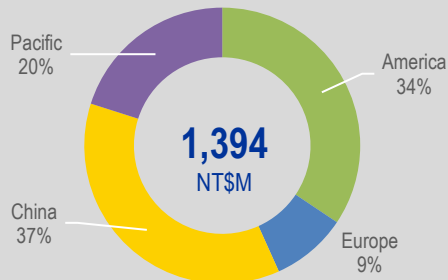
2023 Application



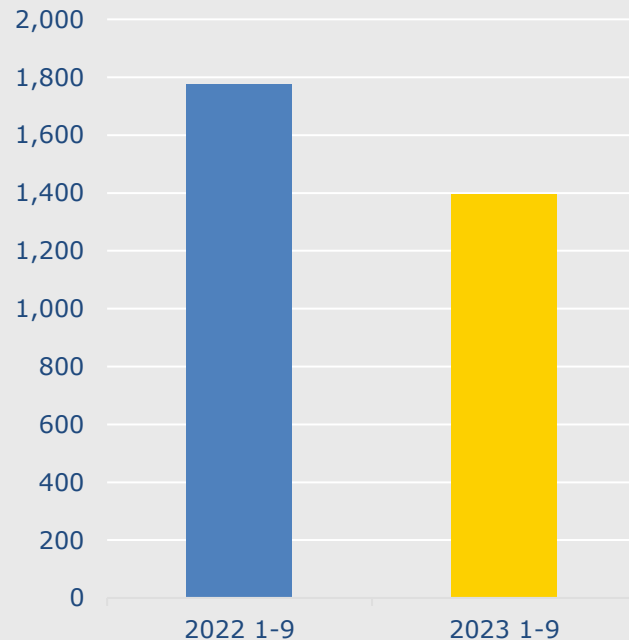
2022 Territory



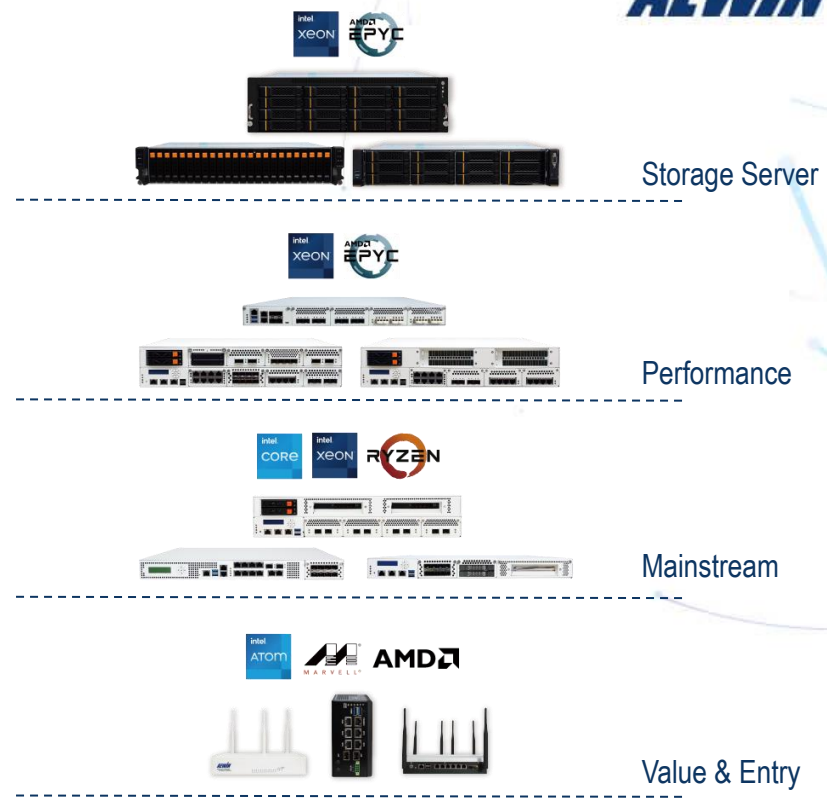
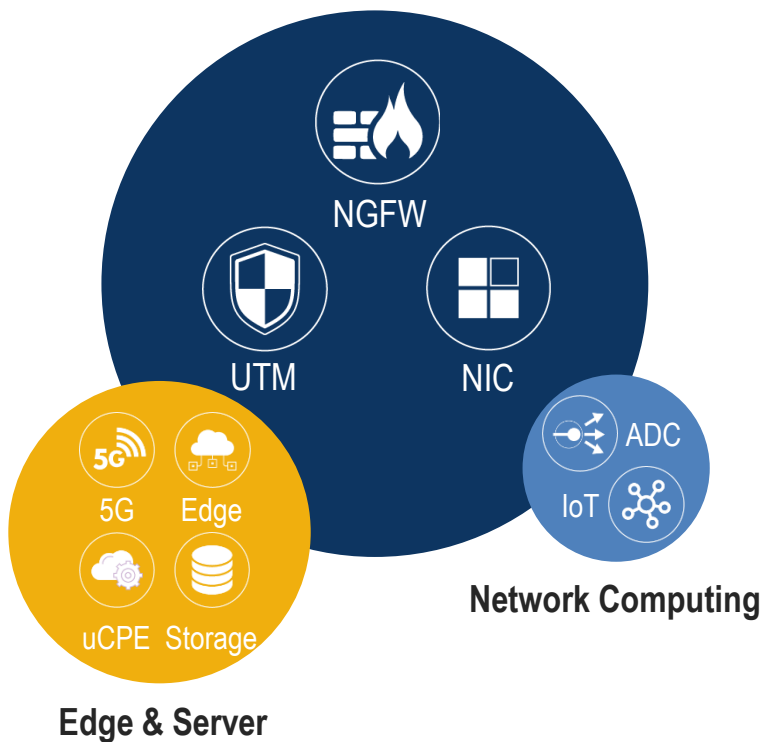
2023 Territory



Consolidated Revenue (NT\$M)



Cyber Security



3. Q & A



AEWIN
Networking Mastery



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