



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

Investor Conference 2023



2023/11/13

Agenda

01



2023 Q3
Financial
Result

02



Outlook

03



Q&A



The background of the slide features a close-up, shallow depth-of-field photograph of several stacks of silver coins. A blue calculator is partially visible on the left side. The overall color palette is dark blue and grey. A semi-transparent dark blue horizontal bar is positioned across the middle of the image, containing the text '2023 Q3 Financial Result' in a bright yellow, sans-serif font.

2023 Q3 Financial Result

Consolidated IS (YTD)

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

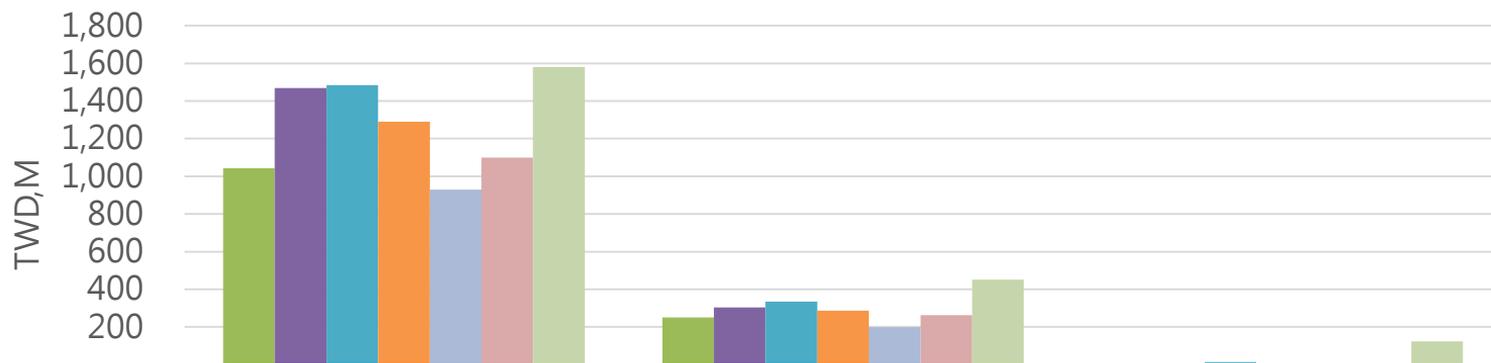
	Jan~Sep '2023		Jan~Sep '2022		YOY	
	amt	%	amt	%	amt	%
Net Sales	3,609	100.0	3,996	100.0	(387)	-9.7%
COGS	2,696	74.7	3,107	77.8	(411)	-13.3%
Gross Margin	913	25.3	888	22.2	26	2.8%
OP Exp	878	24.3	905	22.7	(27)	-3.0%
OP Income (Loss)	35	1.0	(17)	(0.5)	52	296.9%
Net Non-OP	238	6.6	276	6.9	(38)	-13.8%
PBT	273	7.6	259	6.4	14	5.5%
Tax	73	2.0	38	0.9	35	93.8%
Cons. Net Income	200	5.6	221	5.5	(21)	-9.6%
Minority interest	(33)	(0.9)	41	1.0	(74)	-180.7%
Net Income (After-mi)	233	6.5	180	4.5	53	29.4%
After-Tax EPS	0.82		0.63		0.19	

Consolidated IS (Quarterly)

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

	2023 Q3		2023 Q2		QOQ		2022 Q3		YOY	
	amt	%	amt	%	amt	%	amt	%	amt	%
Net Sales	1,580	100.0	1,099	100.0	481	43.7%	1,484	100.0	96	6.5%
COGS	1,129	71.5	837	76.1	292	34.9%	1,150	77.5	(21)	-1.8%
Gross Margin	451	28.5	262	23.9	189	72.0%	334	22.5	117	35.2%
OP Exp	328	20.8	291	26.5	37	12.6%	321	21.6	7	2.3%
OP Income (Loss)	123	7.7	(29)	(2.6)	152	520.4%	13	0.9	110	865.3%
Net Non-OP	127	8.0	114	10.4	13	11.5%	196	13.2	(69)	-35.4%
PBT	250	15.7	85	7.8	165	195.6%	209	14.1	41	19.6%
Tax	26	1.7	35	3.1	(9)	-24.0%	19	1.3	7	36.3%
Cons. Net Income	224	14.0	50	4.7	174	347.2%	190	12.8	34	17.9%
Minority interest	(15)	(1.0)	(10)	(0.9)	(5)	-51.2%	20	1.3	(35)	-177.9%
Net Income (After-mi)	239	15.0	60	5.6	179	297.2%	170	11.5	69	40.6%
After-Tax EPS	0.84		0.21		0.63		0.60		0.24	

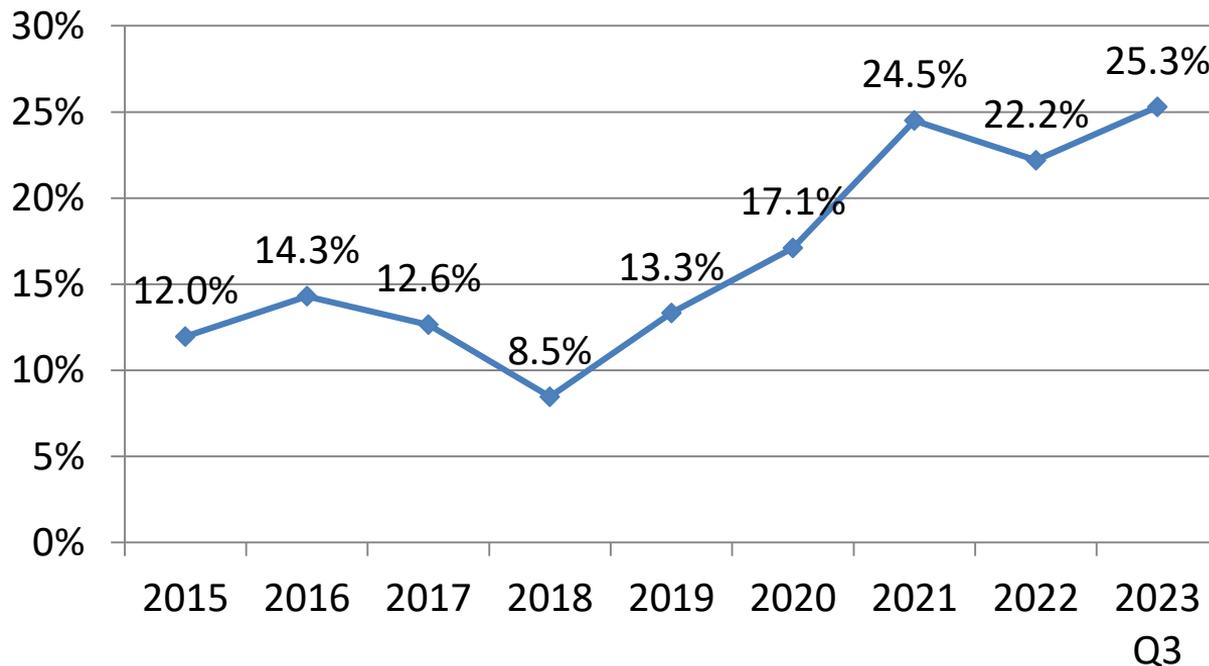
Operating Trend



(200)

	Net Sales	Gross Margin	OP Income (Loss)
■ 22 Q1	1,043	251	(33)
■ 22 Q2	1,469	303	3
■ 22 Q3	1,484	334	13
■ 22 Q4	1,290	286	(6)
■ 23 Q1	929	199	(59)
■ 23 Q2	1,099	262	(29)
■ 23 Q3	1,580	451	123

Gross Margin Trend



2023/9/30 Important Financial Ratio

Important Financial Ratio

- Debt Ratio : 25%
- Current Ratio : 2.15x
- Quick Ratio : 1.83x
- A/P-days : 79 Days
- A/R-days : 62 Days
- Inventory-days : 79 Days
- Cash Conversion Cycle : -62 Days

2024 Outlook



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



Video application

Video application

Product roadmap, Product advantages

360 CAMERA

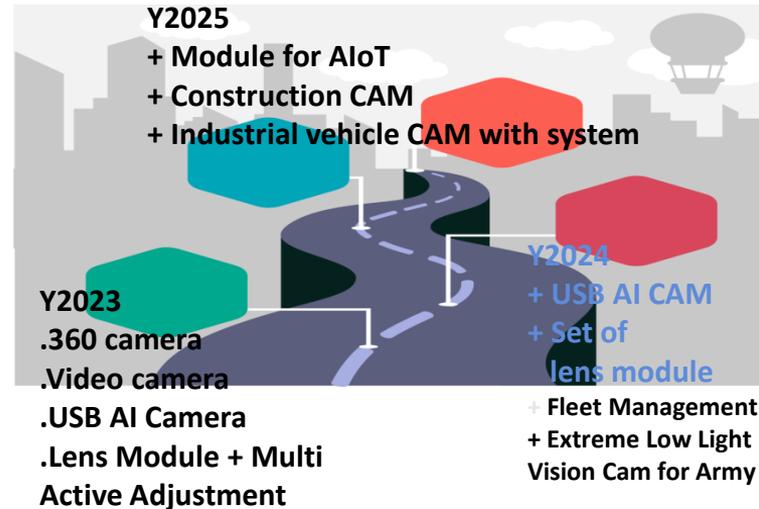
We have taken a place in the field of 360 cameras from EMS, JDM to ODM and both entry-level consumer & high-end B2B markets, We are also the world's largest 360 imaging product development and production company in terms of production volume

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

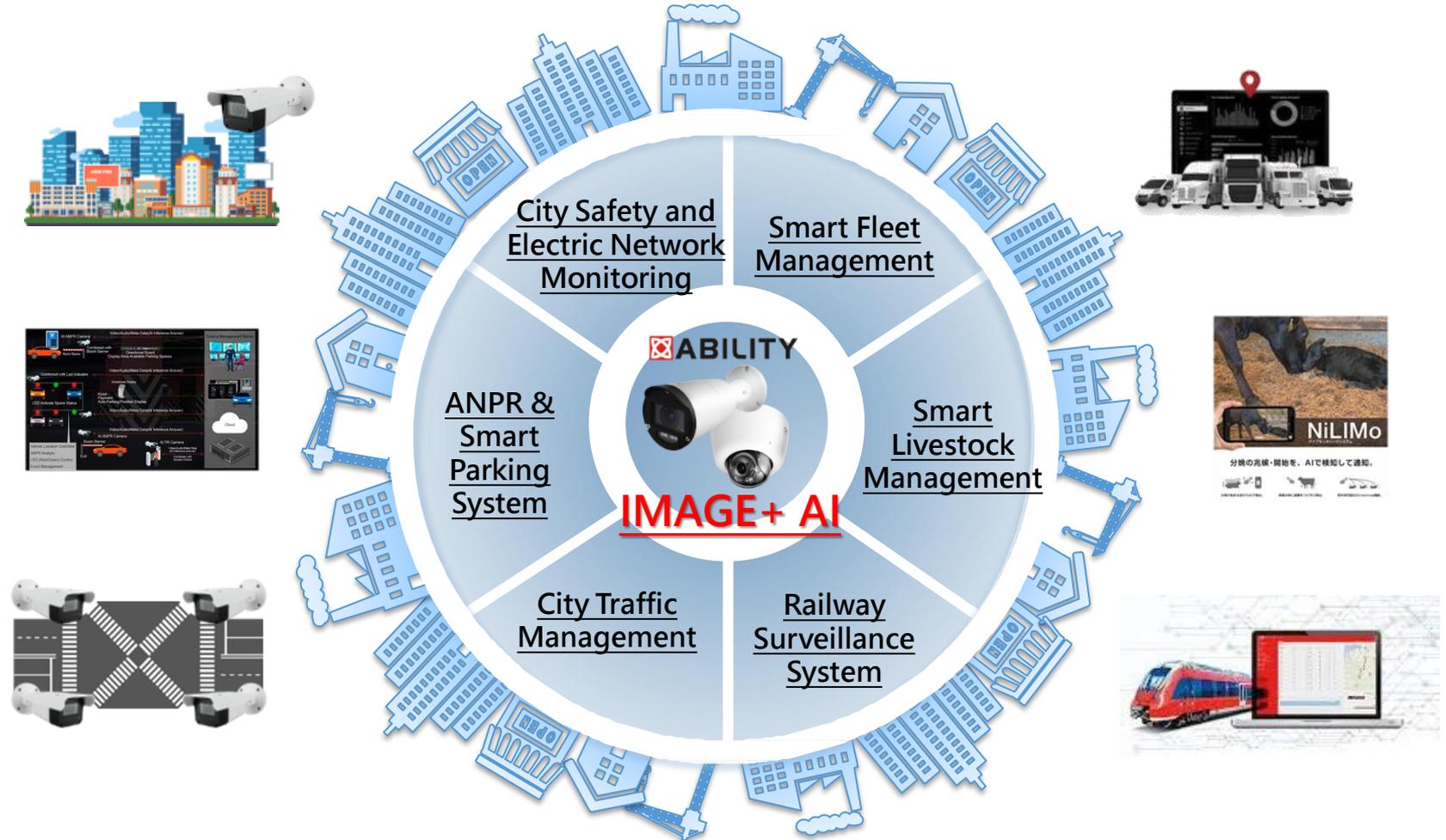
Combining ABILITY's two strong core technologies of optics and stitching algorithms, it provides a quick start tool for manufacturers who want to work in the field of 360 imaging but have not yet mastered the technology.





Edge AI Camera Solution

CUSTOMER and FUTURE BUSINESS – New Changes with AI



Smart Edge AI Cameras – Roadmap

✓ Compact form factor

✓ Affordable cost

✓ More powerful AI engine

✓ 2D to 3D image processing with AI

✓ Multi-sensor application

Electronic Fence

Construction Site Safety
(Danger Zone)



Smart Farming (Livestock Fence)



Train Platform Monitoring



Smart Mobility

Smart Traffic & Law Enforcement



3D Vision



Homeland Security /
Building Surveillance



Multi-Sensor Surveillance

Fleet Management



Transportation Safety



Railway Application



Smart Edge AI Cameras – Future Trends

- Edge computing is widely accepted by the market due to powerful AI engine hardware and advanced AI technology. Ability's solution for smart city and ANPR was introduced in Europe and North America in 2023. New AI applications for bus and garbage truck are in 2024. Leveraging on existing application and customer base, Ability will continue to develop new value-added solution with innovative AI camera carriers.
- In view of contemporary geographical political conflict, Ability is strategically positioned as a safer and reliable alternative supplier for OEM/ODM customers in Japan and the western countries.



Automotive Sensing Camera/System

Enjoyable mobility experience -Smart Cockpit

- Smart Cockpit is highly integrated digital cockpit, IVI forms multi-screen shared , real-time navigation, and audio-visual entertainment.
- ADAS/DMS camera aim to provide a safer driving environment



Automotive Camera-New Application

- Commercial Vehicle



Route Taxi



Driverless Car



- Industrial



Automated Guided Vehicle



Delivery Robot



- Construction & Agriculture



Heavy Equipment



Agriculture



Crane

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



 **ABILITY**



+886-2-8522-9788



Sales.Ability@abilitycorp.com.tw



www.abilitycorp.com.tw