



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

Investor Conference 2025Q1

2025/5/13

Agenda

01

02

03

04



2025 Q1
Financial
Result

ESG
Executive
Introduction

Outlook

Q&A





2025 Q1 Financial Result

Consolidated IS

(Expressed in millions of TWD, except for EPS)

	2025 Q1		2024 Q1		YOY		2024 Q4		QOQ	
	amt	%	amt	%	diff	Diff %	amt	%	diff	Diff %
Net Sales	1,492	100.0	1,260	100.0	232	18.4%	1,677	100.0	(185)	-11.0%
COGS	1,055	70.7	911	72.3	144	15.8%	1,197	71.4	(142)	-11.9%
Gross Margin	437	29.3	349	27.7	88	25.2%	480	28.6	(43)	-9.0%
OP Exp	360	24.1	301	23.9	59	19.6%	417	24.9	(57)	-13.7%
OP Income	77	5.2	48	3.8	29	60.4%	63	3.8	14	22.2%
Net Non-OP	44	2.9	129	10.2	(85)	-65.9%	74	4.4	(30)	-40.5%
PBT	121	8.1	177	14.0	(56)	-31.6%	137	8.2	(16)	-11.7%
Tax	33	2.2	29	2.3	4	13.8%	33	2.0	0	0.0%
Net Income	88	5.9	148	11.7	(60)	-40.5%	104	6.2	(16)	-15.4%
NI (Non-controlling interests)	1	0.1	(5)	(0.4)	6	120.0%	(7)	(0.4)	8	114.3%
NI (attributable to the parent)	87	5.8	153	12.1	(66)	-43.1%	111	6.6	(24)	-21.6%
After-Tax EPS	0.30		0.53		(0.23)		0.38		(0.08)	

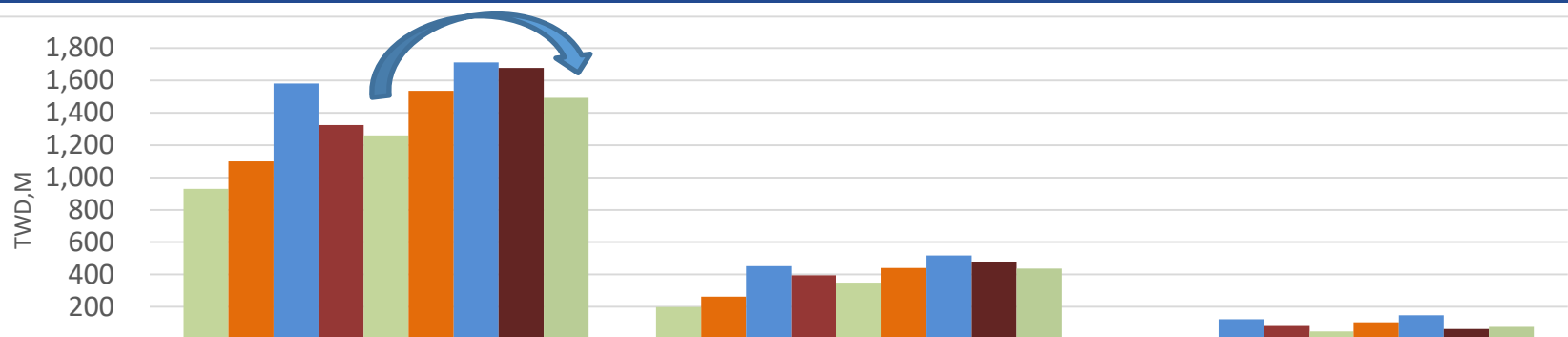
Non-operating income and expenses

(Expressed in millions of TWD, except for EPS)

(Expressed in millions of TWD)

	2025 Q1	2024 Q1	YOY		2024 Q4	QOQ	
	amt	amt	diff	Diff %	amt	diff	Diff %
Interest income	12.6	23.3	(10.7)	-46%	15.7	(3.1)	-20%
Rent and Dividend income	14.2	17.4	(3.2)	-18%	17.4	(3.2)	-18%
Net currency exchange gain	13.9	84.2	(70.3)	-83%	36.3	(22.4)	-62%
Finance costs	(2.3)	(2.7)	0.4	15%	(2.5)	0.2	8%
Equity Method Investment Income	1.5	4.8	(3.3)	-69%	(2.3)	3.8	165%
Others	4.6	1.8	2.8	156%	9.9	(5.3)	-54%
Net Non-OP	44.5	128.8	(84.3)	-65%	74.5	(30.0)	-40%

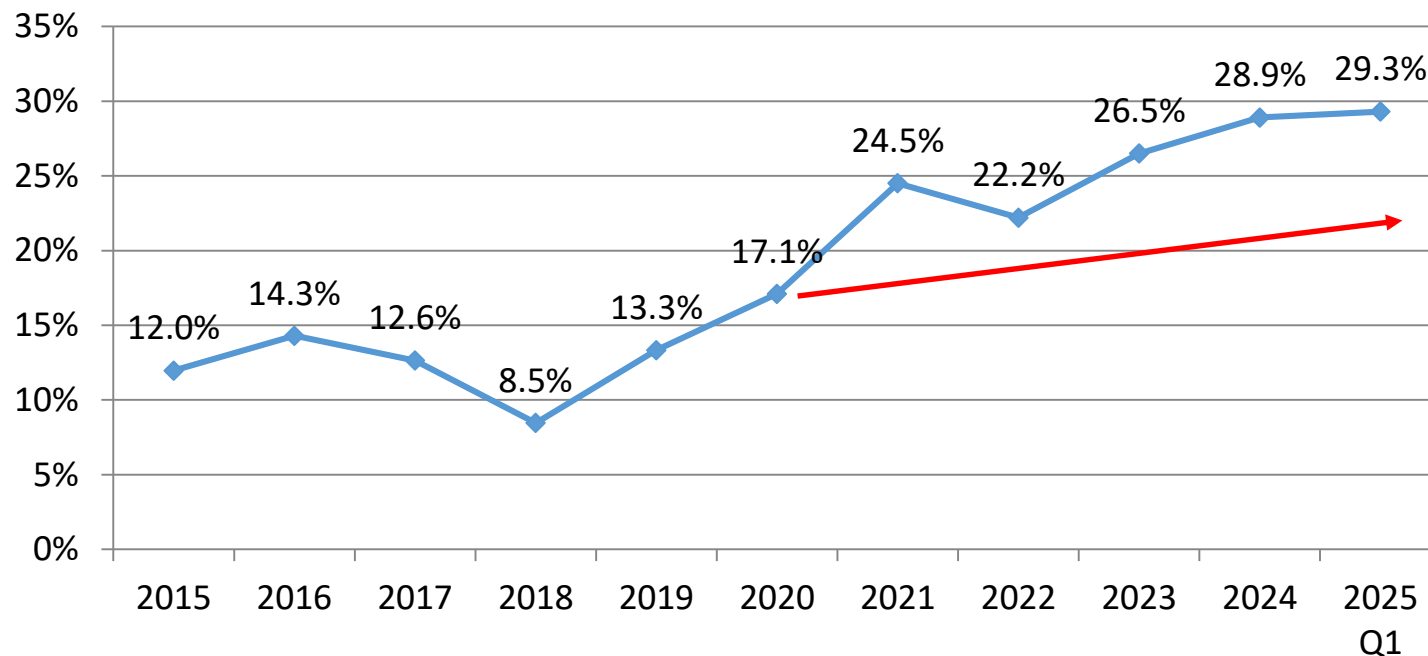
Operating Trend



(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%
■ 24 Q4	1,677	-2%	27%	480	-7%	22%	63	-57%	-28%
■ 25 Q1	1,492	-11%	18%	437	-9%	25%	77	22%	60%

Gross Margin Trend



2025/3/31 Important Financial Ratio

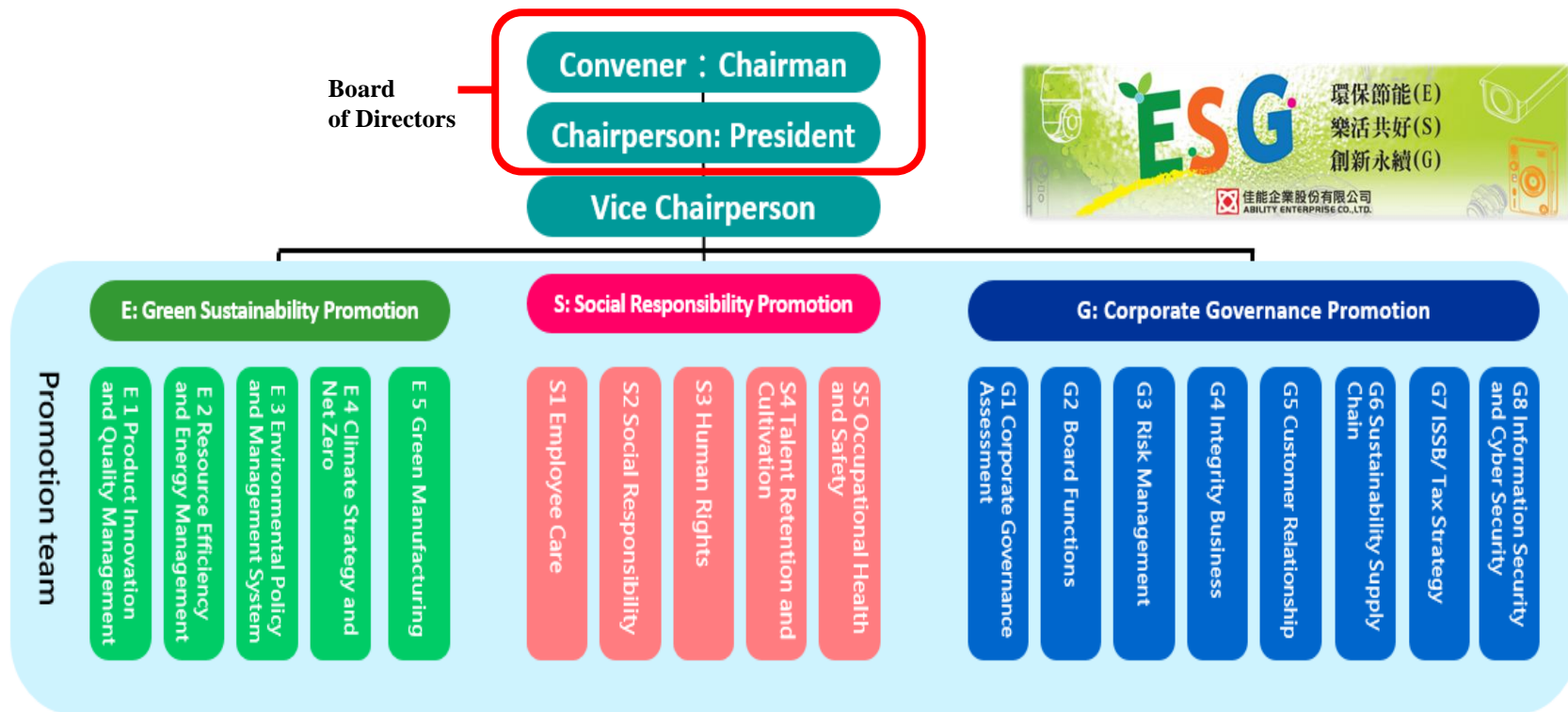
Important Financial Ratio

- Debt Ratio : 29%
- Current Ratio : 1.7x
- Quick Ratio : 1.23x
- A/P-days : 123 Days
- A/R-days : 59 Days
- Inventory-days : 107 Days
- Cash Conversion Cycle : -43 Days

The background of the slide is a lush green field of plants. In the center, a glowing globe is surrounded by numerous white hexagonal icons on a green background. These icons represent various ESG themes: a hand holding a leaf (environment), a lightbulb (innovation), a recycling symbol (circular economy), a water drop (water management), a factory with smoke (climate change), a wind turbine (renewable energy), a truck (supply chain), a globe (global impact), a leaf (nature), a gear (governance), a bar chart (performance), a classical building (corporate structure), and a cloud with 'Co2' (carbon footprint). A central hexagon contains the text 'NET ZERO'.

ESG Executive Introduction

ESG Development Committee



ESG Sustainability Activities in 2022

● 「ESG Kick-off Meeting」



● First publication of ESG report



Highlight in 2022



Energy saving and
emission reduction
7.27 t CO₂e



100% of suppliers signed the corporate social
responsibility agreement



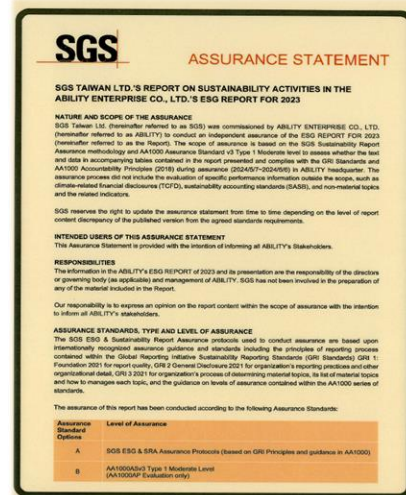
No illegal incidents related to honest
management or corruption occurred

ESG Sustainability Activities in 2023

Highlight in 2023



- Committed to a net-zero carbon emissions target by 2050 and committed to the pursuit of sustainable development.
- Obtained SGS greenhouse gas inventory ISO14064 certification.
- Energy saving and emission reduction 197.51t CO₂e
- Care about the health of employees and promote (weight loss/fat reduction) healthy walking activities.
- Promote employees' awareness of ESG sustainable activities, and provide 23,957 hours of employee-related training.
- Participate in social welfare activities.
- Implement information security protection and obtain ISO27001 information security system certification.
- Passed amfori BSCI social responsibility audit.
- Passed the SGS independent verification of the sustainability report and obtained the AA1000 statement.



ESG Sustainability Activities in 2024



E Environment

- 19 colleagues obtained the iPAS Net Zero Carbon Planning Manager Certificate issued by the Ministry of Economic Affairs' Industrial Talent Training
- Energy saving and carbon reduction of 233.844 thousand degrees, and reduction of carbon emissions of 132.1682 tons of CO₂e



S Society

- Promote health and obtain the "Healthy Workplace Certification Label" °
- ESG has provided 9 training courses, with a total of 491 people trained.

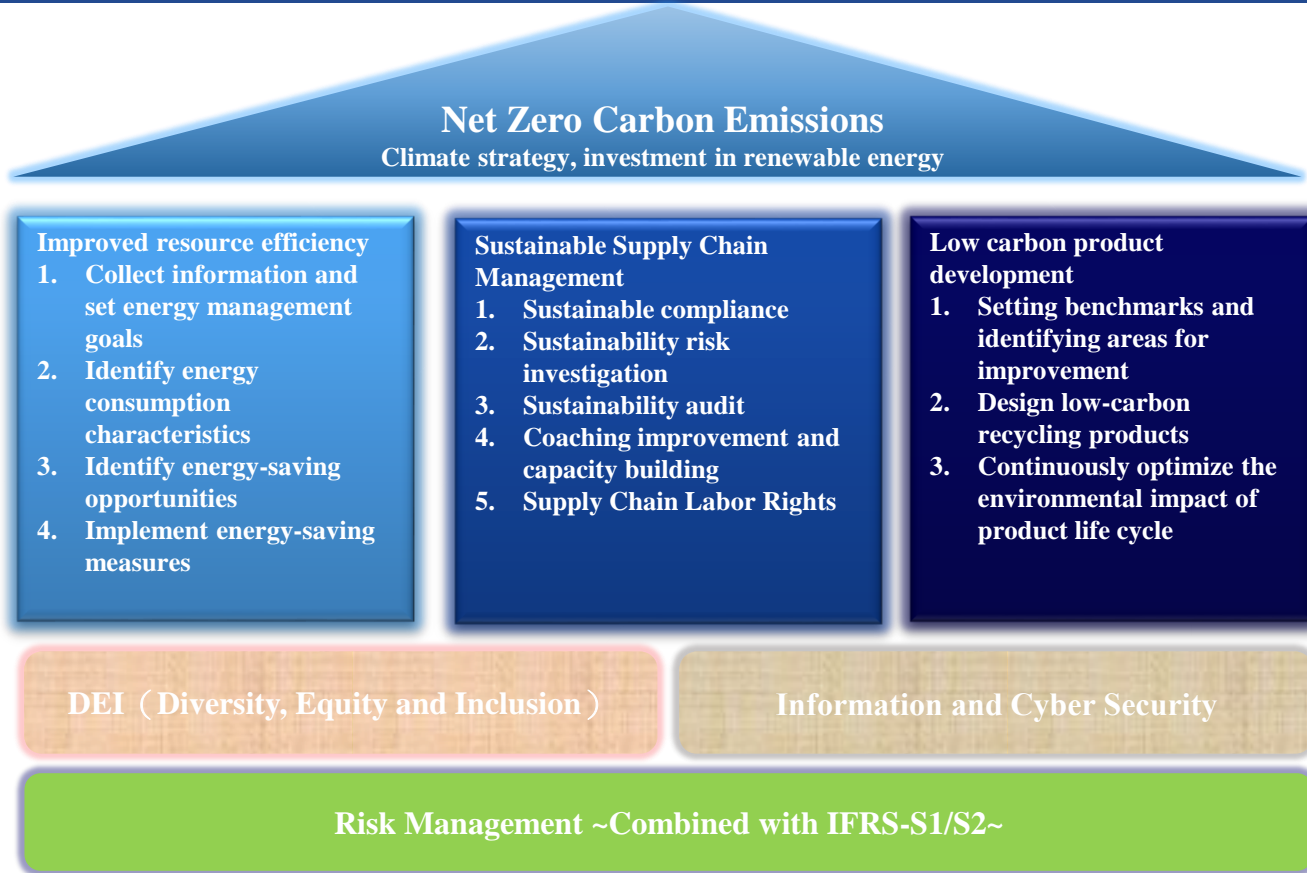


G Governance

- Convene the "2024 Supplier Conference" and recognize outstanding suppliers for sustainability, best quality, etc.
- A total of 20 patents were approved.
- Obtained the sustainability seal from Ecovadis, a global supply chain sustainability assessment platform.



2025~2030 ESG Sustainable Development Seven Activity





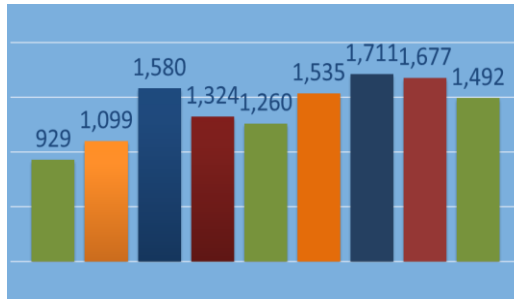
2025 Outlook

2025 Revenue Growing Up

Demand is still growing, tariffs are highly uncertain

Q1- Outstanding

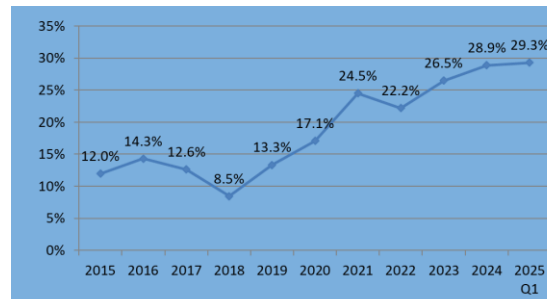
YTD Revenue YoY:18%



The revenue of 2025 Q1 YOY is more than 18%. This is mainly due to the sales of video image products, especially the growing sales of 360-degree cameras.

Q2- Booming

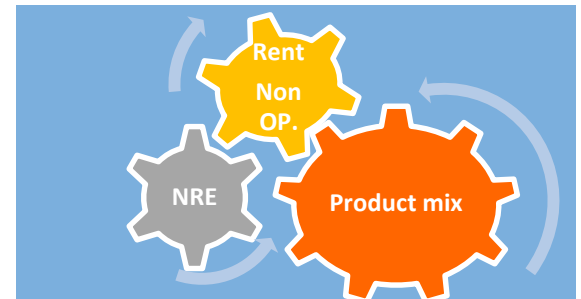
Consumer product orders



Orders for major product lines continued to be shipped and new products entered production, driving continued performance growth.

H2-Tariff variables

Product mix, Tariffs



With the increase in market demand and the optimization of product mix, operations are stable and optimistic, but tariff variables have increased

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

The hybrid machine vision module:

1. full-color fisheye image combined with thermal sensing image module
2. millimetre-wave radar combined with full-color large-angle imaging module
3. infrared collaborative full-color large-angle imaging module
4. active binocular 3D imaging module



Regional Customer Developing

We have maintained stable shipments in the Japanese market, where we have been cultivating it for many years, and are actively expanding our presence in large listed OTC customers in the United States and Europe. With our dedicated research and development spirit in optical imaging and sound recognition, we are committed to accurately matching customer product needs and improving the speed and efficiency of project introduction. Through competitive supply chain management and energy-saving and carbon-reduction design advantages, we further strengthen our market competitiveness. Currently, the map image stitching project has entered the design stage, and has achieved results in the fields of fleet management and robotic arm applications. In the future, the newly added customer and regional cooperation combinations are expected to show results between 2026 and 2027.

Factory Production Ratio :

capacity transfer to Vietnam to meet new orders



50%

China Factory

As ABILITY's main mass production base, the factory in Liaobu Town, Dongguan, China has rich manufacturing experience and has long been our important pillar. In the face of the challenges of tariff friction, the Liaobu factory will continue to shoulder the main responsibility of shipping to non-US regions.



45%

New Vietnam Factory

In order to expand the overseas layout, it was launched in 2023 and mass production started in October 2024. The North Vietnam factory is located in Vinh Phuc Province near Hanoi Airport. Its geographical location is closer to the electronics supply chain cluster, and its production capacity has also been increased, making the scheduling of people, machines, materials, etc. more efficient and closer to customer needs. In response to the challenges of the Sino-US tariff war, it helps customers ship large quantities of goods to the US market.



5%

Taiwan Factory

Due to geopolitical considerations, since the Sino-US trade friction in 2018, the market has not only required products to comply with NDAA specifications, but also further required that the manufacturing origin must meet TAA specifications. Therefore, choosing to set up the Wugu factory in the New Taipei Industrial Park provides us with more options, enabling us to respond to market demands in different regions. In response to the challenges of Sino-US trade and tariffs, the company will also upgrade and update its SMT production line equipment and enhance the automation of the entire production and testing process to cope with the rising labor costs.

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



+886-2-8522-9788



Sales.Ability@abilitycorp.com.tw



www.abilitycorp.com.tw