

AEWIN Tech. (3564)

Investor Conference : 2024 Q3 Results

December 12, 2024

Networking Mastery

AEWIN

Agenda

1. 2024 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.

1.2024 Q3 Financial Results and Business Summary

Statement of Comprehensive Income(Consolidated)



Amount : NT\$Thousand

	2024Q2		2024Q3		2023Q3		
Net sales	530,269	100.0%	628,121	100.0%	421,004	100.0%	
Cost of Good Sold	(396,914)		(461,363)		(318,185)		
Gross Margin	133,355	25%	166,758	27%	102,819	24%	2.1%
Operating Expenses	(112,644)	-21%	(125,291)	-20%	(110,606)	-26%	
Operating Income	20,711	4%	41,467	7%	(7,787)	-2%	8.5%
Non-operating Income and Expenses	(8,043)		(11,472)		(8,516)		
Profit(Loss) before Tax	12,668	2%	29,995	5%	(16,303)	-4%	
Net Income	9,810	2%	23,678	4%	(13,335)	-3%	6.9%
Shareholders of the company	9,810	2%	23,678	4%	(13,335)	-3%	
EPS(NT\$(a))	\$0.17		\$0.40		(\$0.22)		

(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

Net sales

Cost of Good Sold

Gross Margin

Operating Expenses

Operating Income

Non-operating Income and Expenses

Profit(Loss) before Tax

Net Income

Shareholders of the company

EPS(NT\$)(a)

	YTD 2024 Jan.~Sep.	
	1,581,069	100%
	(1,161,474)	
	419,595	27%
	(346,506)	-22%
	73,089	5%
	(24,085)	
	49,004	3%
	39,111	2%
	39,111	2%
	\$0.66	

	YTD 2023 Jan.~Sep.	
	1,393,685	100%
	(1,032,682)	
	361,003	26%
	(336,955)	-24%
	24,048	2%
	(23,012)	
	1,036	0%
	8,022	1%
	8,022	1%
	\$0.14	

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

59,123

59,123

Balance Sheet Highlights (Consolidated)



Amount : NT\$Thousand

	2024.09.30		2023.12.31		2023.09.30	
Cash and cash equivalents	560,032	20%	220,687	9%	196,032	8%
Accounts receivable (Including the related parties)	636,120	23%	495,299	20%	420,908	18%
Inventories	644,786	22%	655,564	27%	714,891	30%
Property, plant and equipment	880,454	31%	899,090	38%	907,476	38%
Total Assets	2,871,900	100%	2,429,149	100%	2,415,805	100%
Current liabilities	845,399	30%	748,210	31%	732,260	30%
Non-current liabilities	643,670	22%	424,912	17%	441,996	19%
Total Equity	1,382,831	48%	1,256,027	52%	1,241,549	51%
Net Worth/Share(NT\$)	\$23.39		\$21.24		\$21.00	
Net worth per share was calculated based on total outstanding shares (thousand shares)	59,123		59,123		59,123	

Key Financial Ratios (Consolidated)

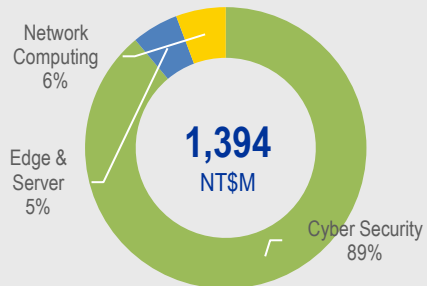


	2024.09.30	2023.12.31	2023.09.30
AR Turnover(Days)	98	105	104
Inventory Turnover(Days)	153	190	208
AP Turnover(Days)	80	96	101
Cash Conversion Cycle(Days)	171	199	211
ROE(annualized) (a)	4.0%	2.1%	0.8%
Current ratio	223%	189%	187%
Fin.Debt(b)/Total Assets	29%	27%	27%

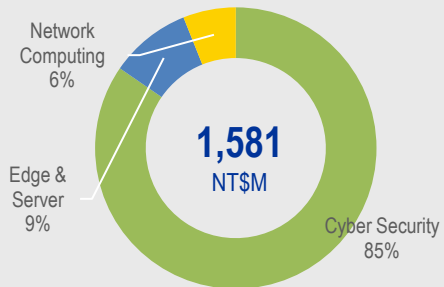
(a)Annualized net income/Average total equity

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

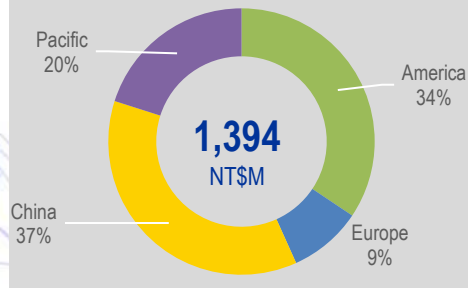
2023 Application



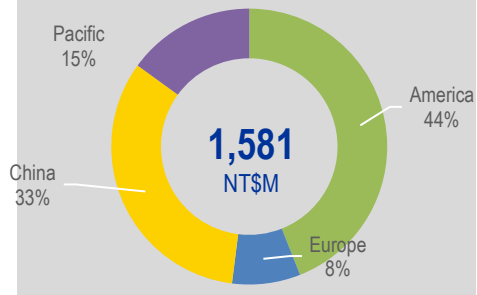
2024 Application



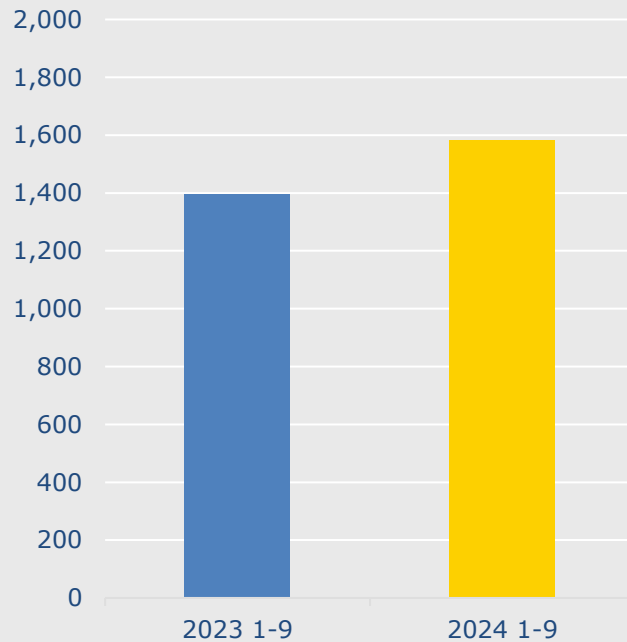
2023 Territory



2024 Territory

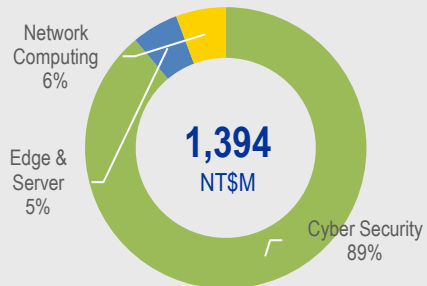


Consolidated Revenue (NT\$M)

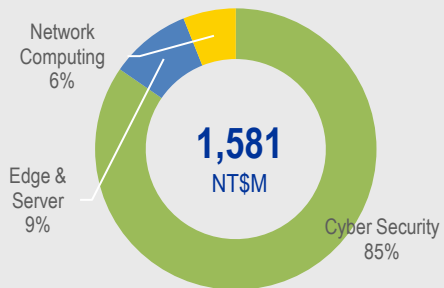


2.Operational Outlook

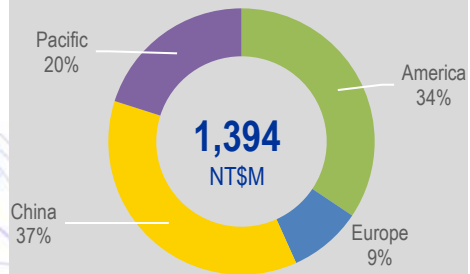
2023 Application



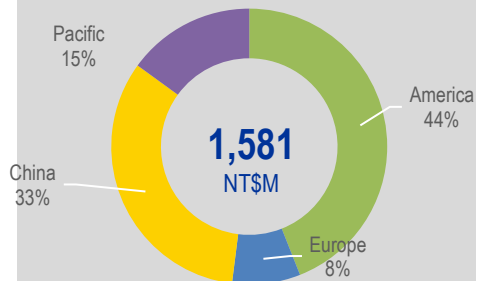
2024 Application



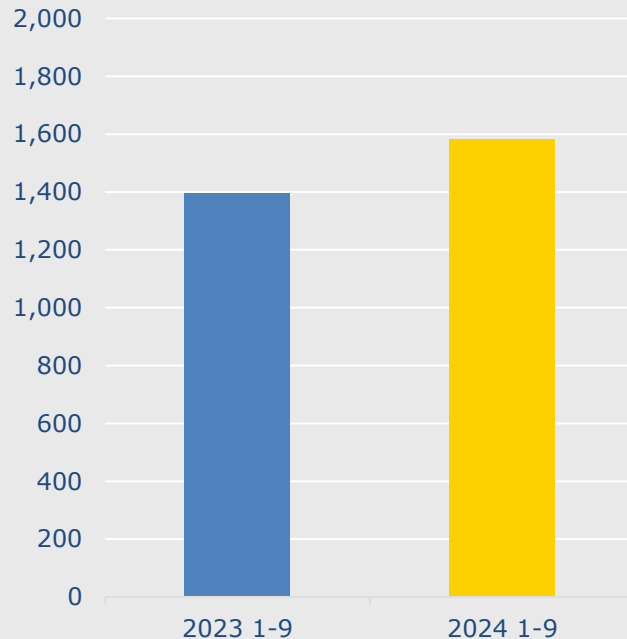
2023 Territory



2024 Territory



Consolidated Revenue (NT\$M)



From End to Cloud product segment



5G & Cloud

On Premise

uCPE, SD-WAN,
Connections...



Access Network / Edge

vRAN, MEC, Cloud Gaming,
AR/VR, Low Latency...

Central Office / Core

vEPC, vIMS, vBNG,
vCMTS, vCDN...

DC / Public Cloud

General Purpose,
Compute & Storage

Fanless option

<600mm
<450mm w/ limited expansions

<600mm

<800mm

Network Security & Management

Value & Entry

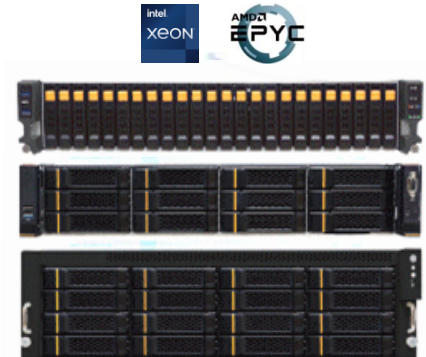
Mainstream

Performance

Storage Server

SD-WAN, Firewall, UTM, DPI, IPS, IDS, ADC, Load Balancer...

Proxy, Cache, SIEM...



2PIC Solution

(Two Phases Immersion Cooling Solution)



Tank

- 2PIC Tank
- 2U~24U
- Up to 1000Kw Cooling Capacity



Server

- High Density AI Server
- Support Dual Intel/AMD CPU
- Max 10pcs GPU in 2U height



Boiler

- High Efficiency Boiler for
Intel CPU LGA4677
AMD CPU SP5
AMD MI210 PCIe GPU
NVIDIA A30, A100, H100 PCIe GPU



Control

- Automation Control to,
- Supervised Learning
 - Feedback Control with Instant Cooling
 - Re-failure Detect

3. Q & A



AEWIN
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Cyber Security

