



Apacer
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Apacer

**Apacer Technology Inc.
2023 Investor Conference
【 Stock Code: 8271 】**

2023/2/22

Disclaimer

- The predictive information mentioned in the present briefing and as promulgated simultaneously is set up on the grounds of the information obtained by the Company through internal and external sources. The operating outcome, financial conditions and outcome in business operation that might actually occur in the future, might possibly differ from these predictive information either explicitly or implicitly. The very reasons might come from a variety of risks and such factors might be beyond the control by the Company.
- The future outlook contained in the present briefing reflects the Company's perspective to date. In case of a change or adjustment toward such perspective in the future, the Company assumes no responsibility to remind or to update once more.

1

About Apacer

2

R&D / Products

3

Market Trends

4

Financial Performance

5

QA

About Apacer

1997
Founded

HQ
Taiwan

Total
Employees
575 (2022/12)

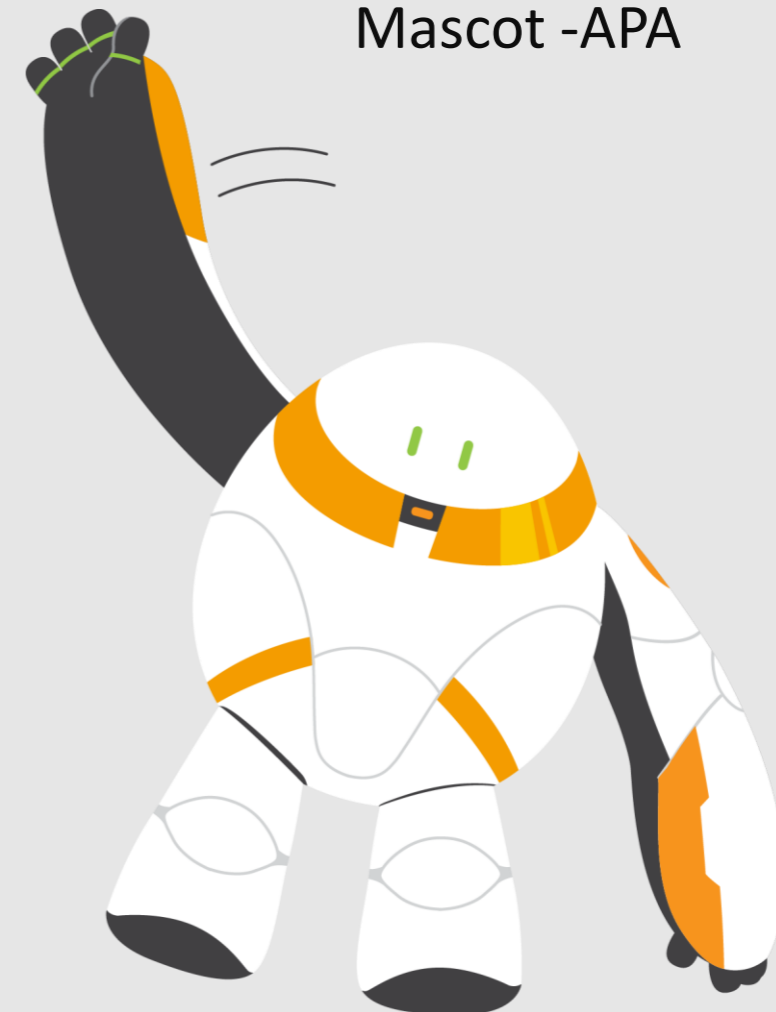
2022
Revenue US\$
295 Million

2022 EPS
NTD **5.23**

Subsidiaries: The U.S., The Netherlands,
Japan, China, India



Mascot -APA



2022 Key Performances

- Sustainability Report wins Taiwan Corporate Sustainability Award-**Golden Award**
- 2022 Best Taiwan Global Brands-**Honorable Mention**
- Winner of Taiwan Excellence Awards
- ★• Harvard Business Review-**Digital Transformation Award**
- ★• EE Awards Asia-**Most Promising Product**
- ★• HR Asia-**Best Companies to Work for in Asia**
- Taiwan i-Sport Certificated



**BEST COMPANIES
TO WORK FOR
IN ASIA 2022**



ESG Policy and 2022 Key Performances

E

Devoting to making green commitments to a sustainable environment



- Kick-off GHG inventory project
- Completed noise reduction project
- Reduce energy consumption by turning off the AC an hour earlier

S

Devoting to social inclusion, employee wellbeing and creating added value with partners and clients



- All employees are covered by epidemic prevention insurance
- Donate electronic products to three social welfare organizations
- Donate second-hand toys

G

Devoting to improving company governance, value and stakeholders' equality



- Corporate Governance Evaluation 6~20%
- Announced the Corporate Governance Officer
- Strategic partners

Business Scope

Industrial Solutions such as SSD, Memory Module and Storage Devices



Hard Drive, SSD, Memory Card, USB and ZADAK products



Smart IoT and Optical Solutions



Agenda

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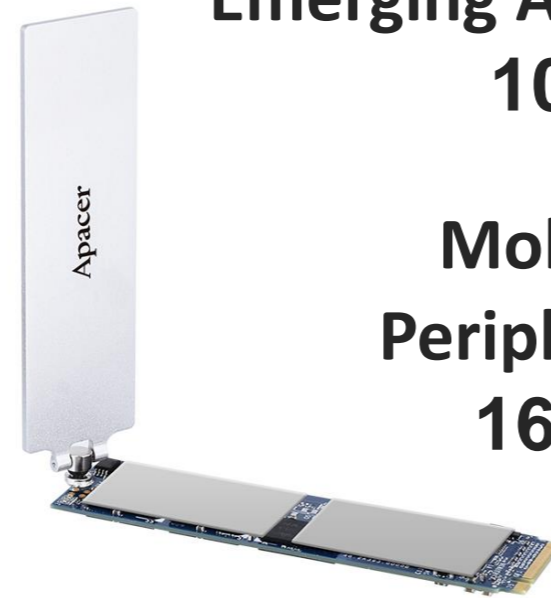
4 Financial Performance

5 QA

Patented Technology

Total (include pending)

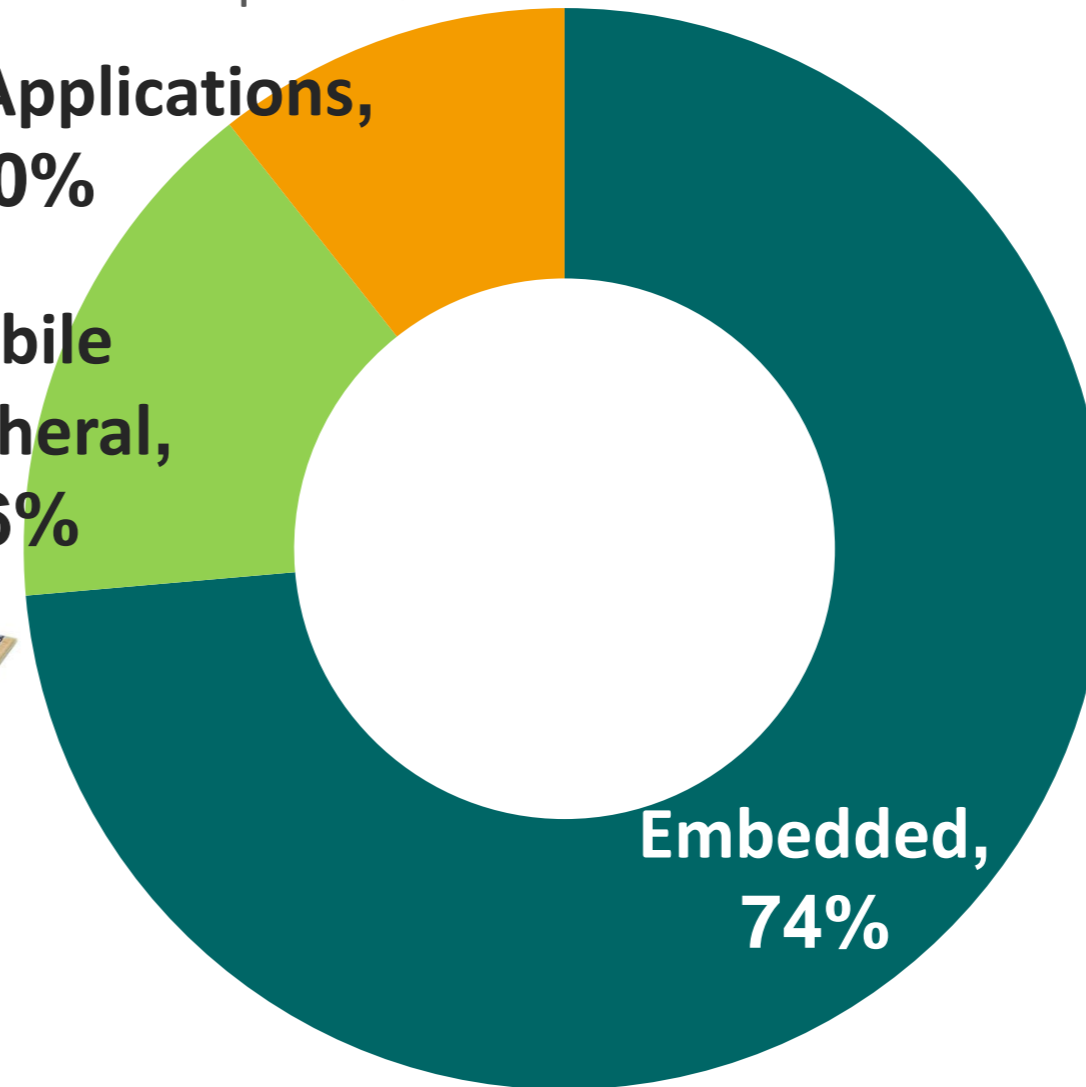
235



CoreSnapshot



Optics Inspection Solution



SSD and value-added technology



Anti-sulfuration technology

R&D-Future Plan

DDR 4



DDR 5

PCIe Gen 4



PCIe Gen 5



R&D-Future Plan



SSD

- PCIe Gen5 SSD
- Rapidly Backup and Instantly Recovery Technology- CoreSnapshot Series
- Industrial Memory Firmware Technology
- Industrial SSD module Applications

DDR5

- Industrial DDR5 modules design
- New mobile storage design
- Overclocking Memory Technology

IloT

- IloT Integration
- Automated Optical Inspection Technology
- Multiple Applications in different industries

Product Roadmap-DRAM

Industrial

Roadmap : Launch DDR5 series with Intel/AMD platform

Key Products :

Q1: DDR5 RDIMM

Q2: DDR5 Non-ECC UDIMM/SODIMM

Q3: DDR5 ECC UDIMM/SODIMM

Q4: DDR5 Wide Temp.

Consumer

Roadmap : DDR5 continues to launch new products, ZADAK will have Dual Drive products

Key Products :

- Panther- DDR5/ DDR5 RGB
- ZADAK- SPARK RGB DDR5 / TWIST DDR5
- ZADAK-360MM CPU All-in-one liquid cooler (Dual Drive Series)

Product Roadmap-NAND Flash

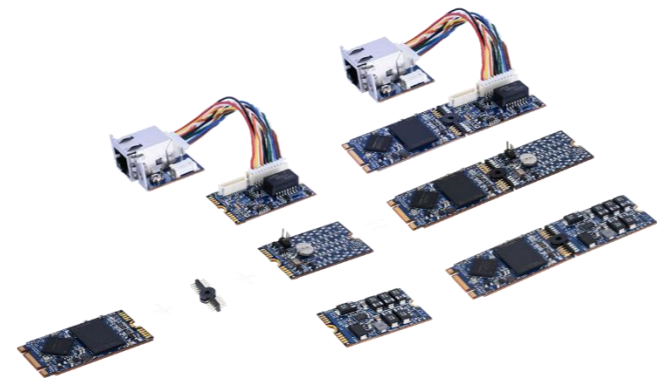
Industrial

Roadmap :

High Capacity and Performance, Extreme Environment, Remote Control

Key products :

- Transformed SSD
- Enterprise SSD



Consumer

Roadmap :

Enhance capacity and speed in different product lines

Key products :

- PCIe Gen5 x4



Annual highlight

Patented SSD firmware technology

CoreSnapshot 2



Remote Control

- Backup and recovery once >> Backup and recovery multiple times

Incoming

Patented cooling hardware technology

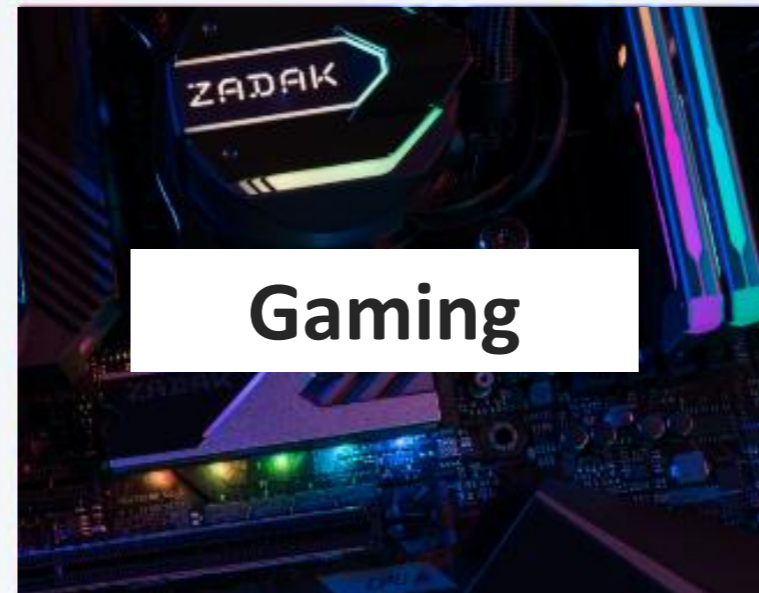
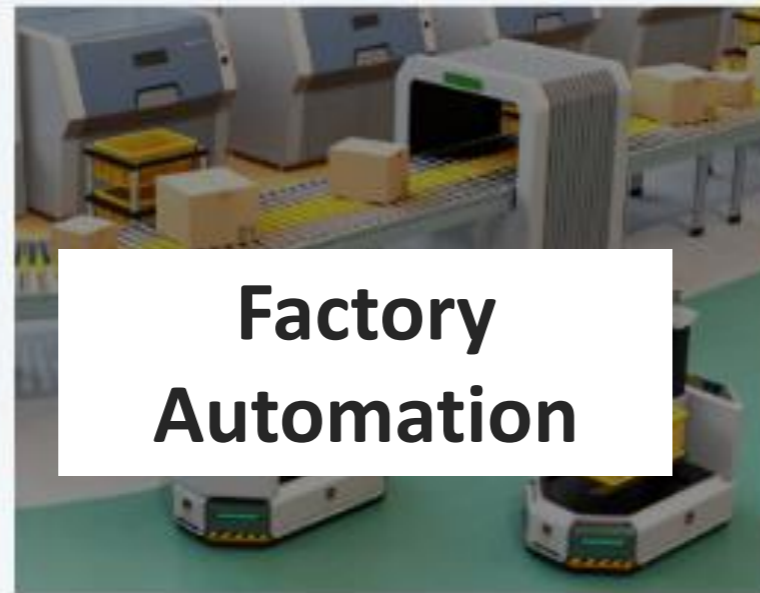
CoreGlacier 2



Extend Performance

- Use high-conduction heat flow and airflow hardware to speed up heat dissipation

Niche Markets



SV240 Series

Emerging Applications

By integrating ICT and OT, we provide the most cost-effective **turn-key solutions** for **AIoT** planning and the construction service of **automation intelligence equipment**

Industrial IoT / Smart Healthcare

- Proactive disaster prevention system planning and implementation
- Smart environmental safety system planning and development
- Contactless physiological and fall-down detection system
- Smart factory AI perdition and notification system / 3D virtual situation room development
- LINE AI smart service management system

Optical Inspection + Automation Equipment

- Customized AI + Automated Optical Inspection System
- Planning and construction for AI+AOI System
 - Panel / Pharmaceutical & Biotechnology Companies
 - Semiconductor / Contact Lenses / Drinks & Foods
- Automated Production Lines / packing station
- Spectral Optical detection instrument
 - Luminance / Illumination / UV
- ODM service for Optical Inspection Equipment

Emerging Applications-Target

By integrating ICT and OT, we provide the most cost-effective **turn-key solutions** for **AIoT** planning and the construction service of **automation intelligence equipment**

Industrial IoT / Smart Healthcare

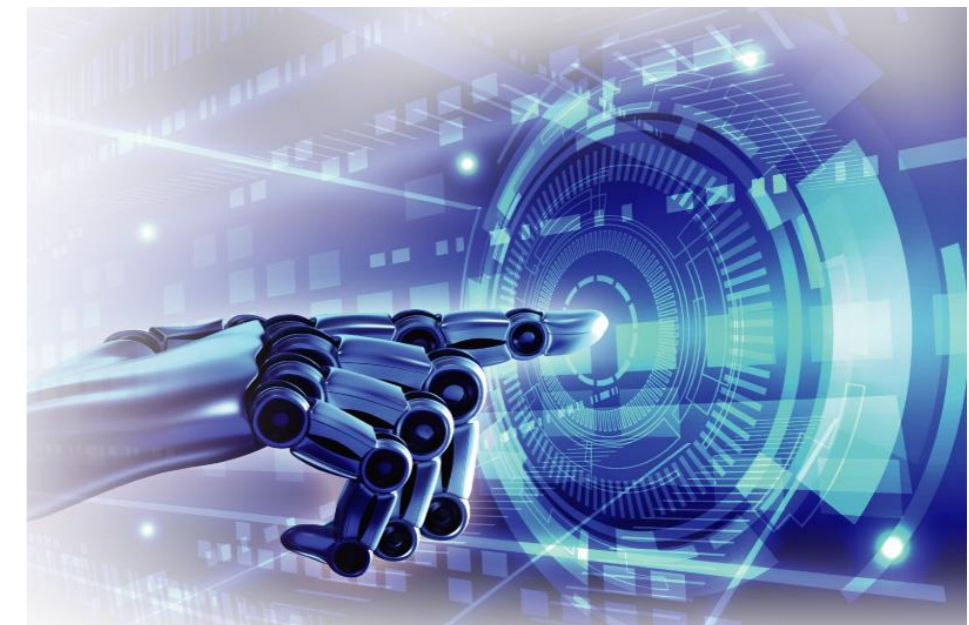
AIoT

(Artificial Intelligence + IoT)



Optical Inspection + Automation Equipment

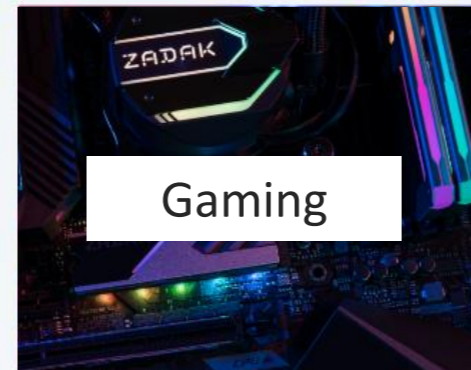
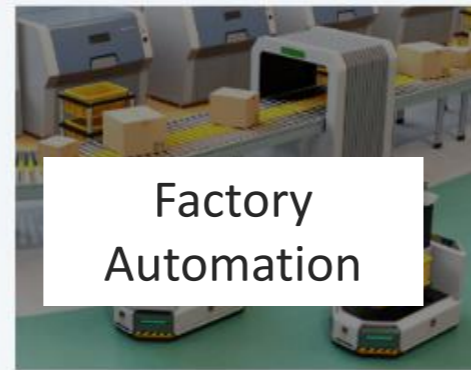
Automation Intelligence



Target Applications

Precision Marketing

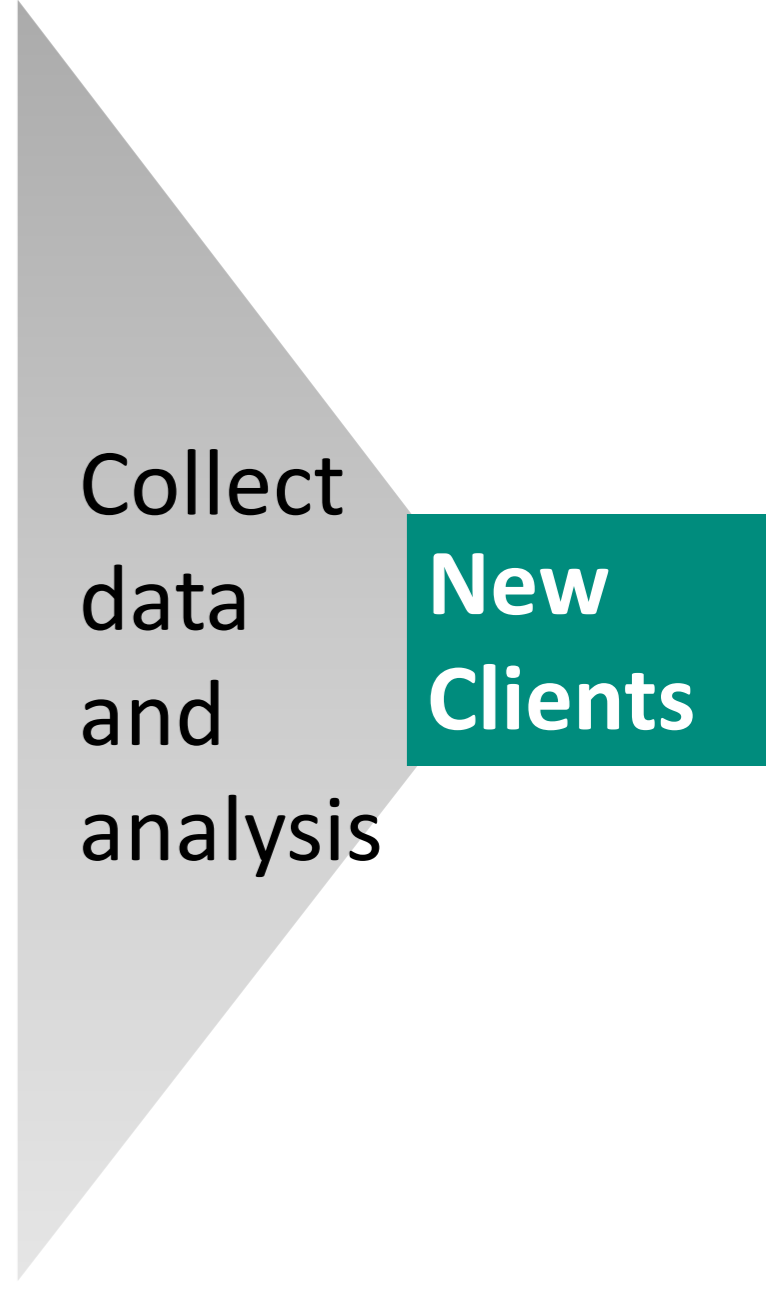
Media Exposure



International Expo



Events and Forums




Growth Momentums

Future Technology



- Value-added
- 5G & Cloud
- AI Learning

Digital Transformation



- Improve efficient
- Strengthen Operation
- Create Compleitive Advantage

Niche Market



- Special Application
- Customize
- High Value



Strategic Partnership



- Looking for Quality Partners
- Strategy for Alliances
- Future Blueprint

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Market Trends

Russo-Ukrainian War

Geopolitics

The Entity List

Inflation

Spending Power



Mobile Phone



PC/NB

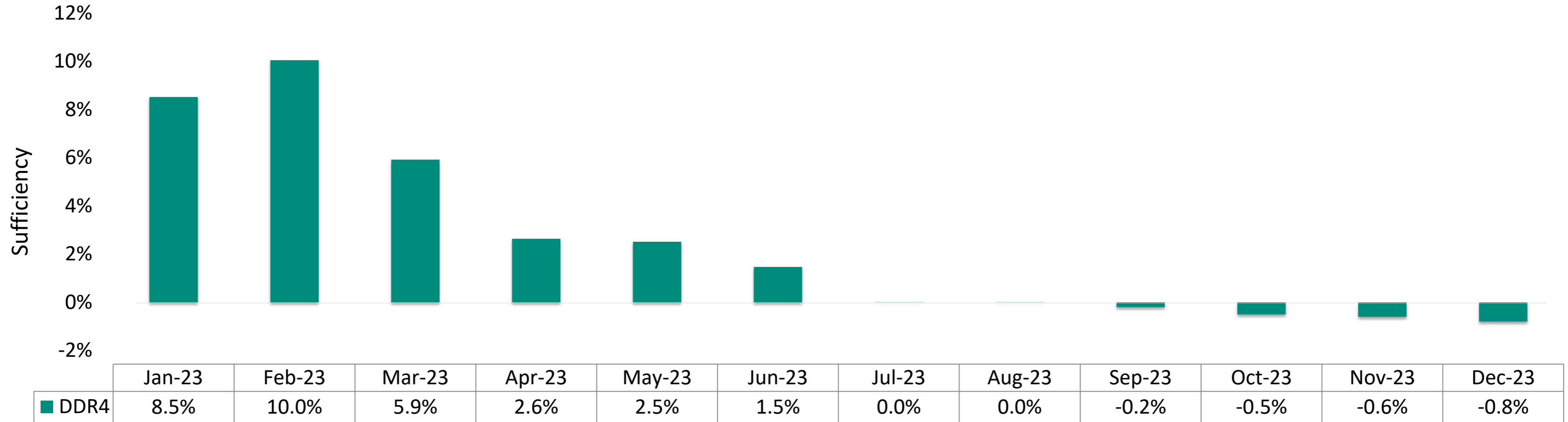
COVID-19

China's Reopening
Emerging Markets

Server

DRAM - Market Trends

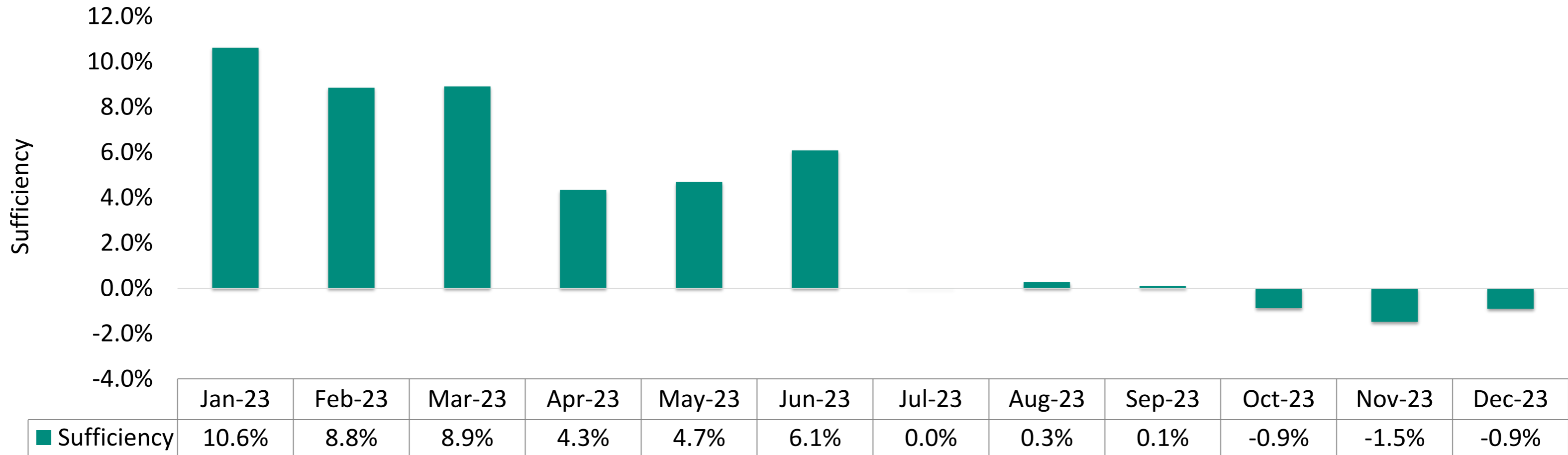
DDR4 Sufficiency, 2023



Source: Company Data, *inSpectrum* estimates, Jan. 2023

NAND Flash - Market Trends

NAND Flash Sufficiency, 2023



Source: Company Data, *inSpectrum* estimates, Jan. 2023

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Income Statement(Consolidated)

Unit: In Millions of New Taiwan Dollars, Except Earnings Per Share

	2022		2021		YoY
	Amount	%	Amount	%	%
Net revenue	8,797	100	8,682	100	1
Cost of good sold	7,109	81	7,229	83	(2)
Gross profit	1,688	19	1,453	17	16
Operating expenses	994	11	880	10	13
Income from operation	694	8	573	7	21
Non-operating incomes	19	-	4	-	375
Income before income tax	713	8	577	7	24
Net income	577	7	486	6	19
Basic earnings per share	5.23		4.81		

Balance Sheet(Consolidated)

Unit: In Millions of New Taiwan Dollars

	2022/12/31		2021/12/31		YoY
	Amount	%	Amount	%	%
Cash and cash equivalents	1419	23	650	13	118
Notes and accounts receivable	736	12	1,338	27	(45)
Inventories*	955	16	1,487	30	(36)
Property, plant and equipment	917	15	861	18	7
Total assets	6,022	100	4,878	100	23
Short-term loans	92	2	252	6	(63)
Accounts payable	719	12	871	18	(17)
Total liabilities	1,718	29	1,786	37	(4)
Common stock	1,227	20	1,018	21	21
Total equity	4,304	71	3,092	63	39

*Inventory turnover days

63 days

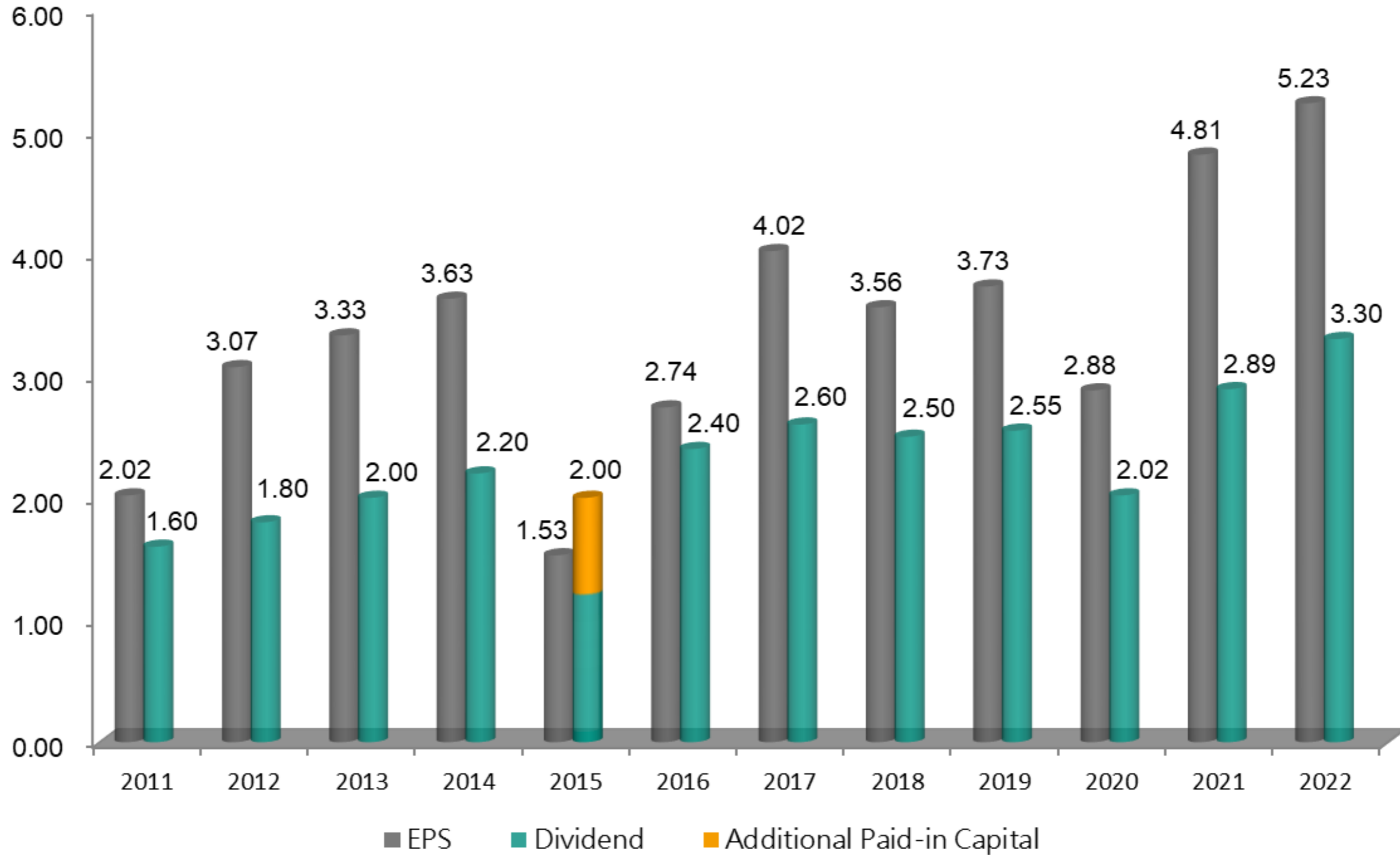
58 days

Cash Flow(Consolidated)

Unit: In Millions of New Taiwan Dollars

	2022 Amount	2021 Amount
Income before income tax	713	577
Adjustments	1,084	(898)
Net cash generated(used) by operating activities	1,797	(321)
Net cash generated(used) by investing activities	(917)	422
Net cash used by financing activities	(144)	(62)
Effect of exchange rate changes	33	(7)
Net increase in cash and cash equivalents	769	32
Cash and cash equivalents, beginning of period	650	618
Cash and cash equivalents, end of period	1,419	650

Dividend



2022 Share of Revenue

DRAM

NAND Flash

Others

41.0%

57.9%

1.1%



QA

IR contact window

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The Apacer logo is rendered in a white, classic serif typeface. The letters are well-spaced and have a slight shadow or depth, giving it a three-dimensional appearance. The 'A' is particularly prominent with its sharp peak and thick strokes. The background of the slide features a dark teal gradient with a series of thin, light teal lines that create a sense of motion and depth, resembling a stylized wave or a series of overlapping planes.

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