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Apacer

Apacer Technology Inc.
2024 Investor Conference
【 Stock Code: 8271 】

2024/3/5

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.

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2023 Key Performances

- Revenue-USD 244 Million, EPS-NTD 4.51
- Corporate Governance Evaluation Award – Top 5% of TWSE-listed companies.
- Sustainability Report wins Taiwan Corporate Sustainability Award-**Golden Award**
- 2023 Best Taiwan Global
- Winner of Taiwan Excellence Awards
- EE Awards Asia-**Most Promising Product**
- Gold Award in the 2023 Happiest Employees Research and Development Category by 1111 Job Bank



Business Scope



Industrial Solutions

Industrial Solutions such as SSD, Memory Module and Storage Devices

Core Business



Consumer Products

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

New Business



Emerging Applications

Smart IoT and Optical Solutions

Certifications

ISO 14001 、 ISO 9001 、 ISO 45001 、 QC 080000 、 RBA Silver Status

ISO 14064-1: 2018

Plan to obtain **ISO 27001** certification in 2024

Bureau Veritas Certification

APACER TECHNOLOGY INC.

NO. 32, ZHONGCHENG RD., TUCHENG DISTRICT, NEW TAIPEI CITY

Bureau Veritas Certification Holding SAS - UK Branch certifies that the above organisation has been audited and found to be in accordance with the requirements of the management system standards detailed below:

ISO 14001:2015

Scope of certification:

MARKETING, DESIGN AND MANUFACTURING OF DATA STORAGE (INTERNET OF THINGS) RELATED PRODUCTS AND DIGITAL I

Original cycle start date:

Expiry date of previous cycle:

Certification / Recertification Audit date:

Certification / Recertification cycle start date:

Subject to the continued satisfactory operation of the organisation's Management System, this certificate expires on:

Certificate No.: TW006025 Rev: 1

Certification Body Address: 30th Floor, 44 Abchurch Lane, London, EC4N 3DF, United Kingdom

Local Office Address: 3F, No. 16, Beijing E. Rd., Sec. 4, Songshan Dist., Taipei 105, Taiwan

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ISO 9001:2015

Scope of certification:

MARKETING, DESIGN AND MANUFACTURING OF DATA STORAGE (INTERNET OF THINGS) RELATED PRODUCTS AND DIGITAL I

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ISO 45001:2018

Scope of certification:

MARKETING, DESIGN AND MANUFACTURING OF DATA STORAGE (INTERNET OF THINGS) RELATED PRODUCTS AND DIGITAL I

Original cycle start date:

Expiry date of previous cycle:

Certification / Recertification Audit date:

Certification / Recertification cycle start date:

Subject to the continued satisfactory operation of the organisation's Management System, this certificate expires on:

Certificate No.: TW006753 Version: 1 Issue date: 0

Signed on behalf of BVQI SAS UK Branch

Certification Body Address: 30th Floor, 44 Abchurch Lane, London, EC4N 3DF, United Kingdom

Local Office Address: 3F, No. 16, Beijing E. Rd., Sec. 4, Songshan Dist., Taipei 105, Taiwan

IECQ Certificate of Conformity

IECQ QUALITY ASSESSMENT SYSTEMS

covering Electronic Components, Assemblies, Related Materials and I

For rules and details of the IECQ visit www.iec

IECQ Certificate of Conformity

Hazardous Substance Process Management

IECQ Certificate No.: IECQH-LCIE 18.0033 Issue No.: 5 Issue Date: 2021/09/08 Org: APACER TECHNOLOGY INC. Issue Date: 2021/09/08 Org: APACER TECHNOLOGY INC.

Supersedes: IECQH-LCIE 18.0033 Rev. 1

CE Reference No.: 190-07-024 16.6

Applicable to:

- European Directive 2011/65/EU (RoHS - Restriction of the use of certain Hazardous Substances) and its amendments
- European Directive 2012/19/EU (WEEE - Waste electrical and electronic equipment) and its amendments
- European Directive 2006/66/EC (Batteries and Accumulators and waste batteries) and its amendments
- European Directive 2002/95/EC (Packing and Packaging Waste) and its amendments
- European Directive 2012/19/EU (WEEE - Waste electrical and electronic equipment) and its amendments
- Customer specified requirements
- China - RoHS 2.0 2015-01-01 (Management Methods for the Restriction of the Use of Hazardous Substances in Electronic Products)
- Green Process Supplier and Manufacturing requirements

APACER TECHNOLOGY INC.

No. 32, Zhongcheng Rd., Tucheng Dist., New Taipei City 236, Taiwan R.O.C.

The organisation has developed and implemented Hazardous Substance Process Management procedures which have been assessed and found to comply with the requirements of IECQ Q14 "IECQ Hazardous Substances Process Management" of the IECQ Quality Assurance Components (IECQ), and with respect to the IECQ Specification.

IECQ Q14 2017 - Hazardous Substance Process Management System Register

This Certificate is applicable to an electronic component, assemblies, related in processes for the following scope of activities:

Marketing, design and manufacturing of data storage, memory modules, IoT (Internet of Things) and digital consumer products

Issued by the Certification Body: LCIE Bureau Veritas

33 avenue de l'Industrie Lorient

52200, Ploemeur aux Isles

France

Authorized person:

Arlette REYBON

The validity of this certificate is dependent on ongoing compliance with the IECQ-Q14 rules and standards.

The Certificate of Conformity may be suspended or withdrawn in accordance with the Rules of Procedure of the IECQ System and Rules.

The certificate and any associated rights may not be transferred.

This certificate is not a guarantee and does not represent the property of the issuing body.

The status and validity of this certificate may be verified by visiting www.iecq.com

Related Validation: None

Responsible Business Alliance

Advancing Sustainability Globally

Recognition that

Apacer Technology Inc.

1F., No. 32, Zhongcheng Rd., Tucheng Dist., New Taipei City 236, Taiwan, R.O.C.

Has completed the RBA Validated Audit Process, achieving **SILVER Status** without any priority findings, earning a score of 163.1

Validated Audit Report: VAR-20230112-TW-04A01-1

Audit date: January 12, 2023

Certificate issue date: February 26, 2023

Expiration date: January 13, 2025

Robert F. Lederer
CEO, RBA

Dunne Veritas Certification

1F., No. 32, Zhongcheng Rd., Tucheng Dist., New Taipei City 236, Taiwan, R.O.C.

Dunne Veritas Certification (Taiwan) Co., Ltd.

1F., No. 32, Zhongcheng Rd., Tucheng Dist., New Taipei City 236, Taiwan, R.O.C.

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Var-20230112

2024 Growth Momentums

Future Technology

- Value-added
- 5G & Cloud Applications
- Smart IoT Management

Digital Transformation

- Improve efficient
- Strengthen Operation
- Create Compleitive Advantage

Niche Market

- Special Applications
- Customize
- High Value

Strategic Partnership

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



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Market Trends

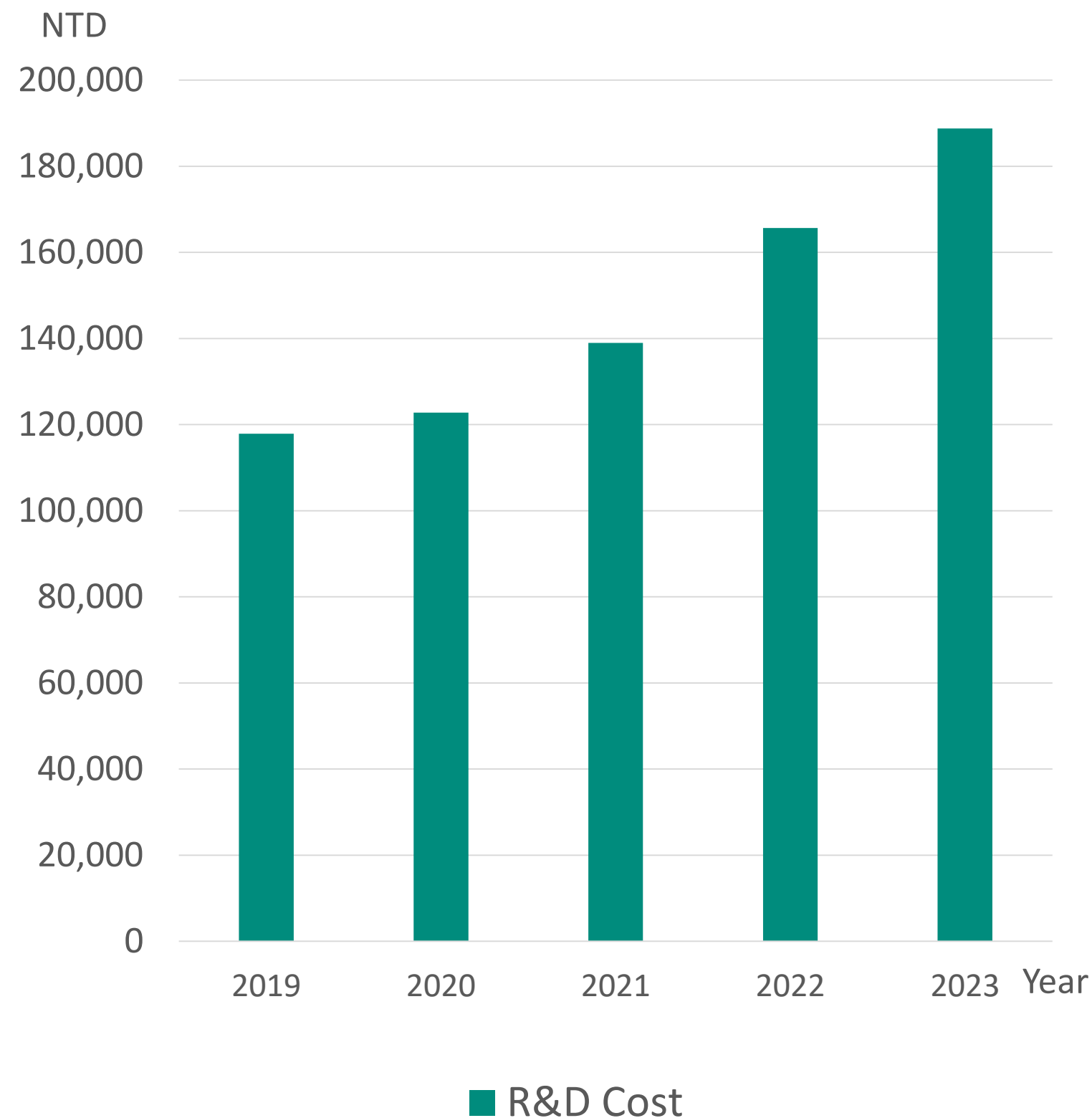
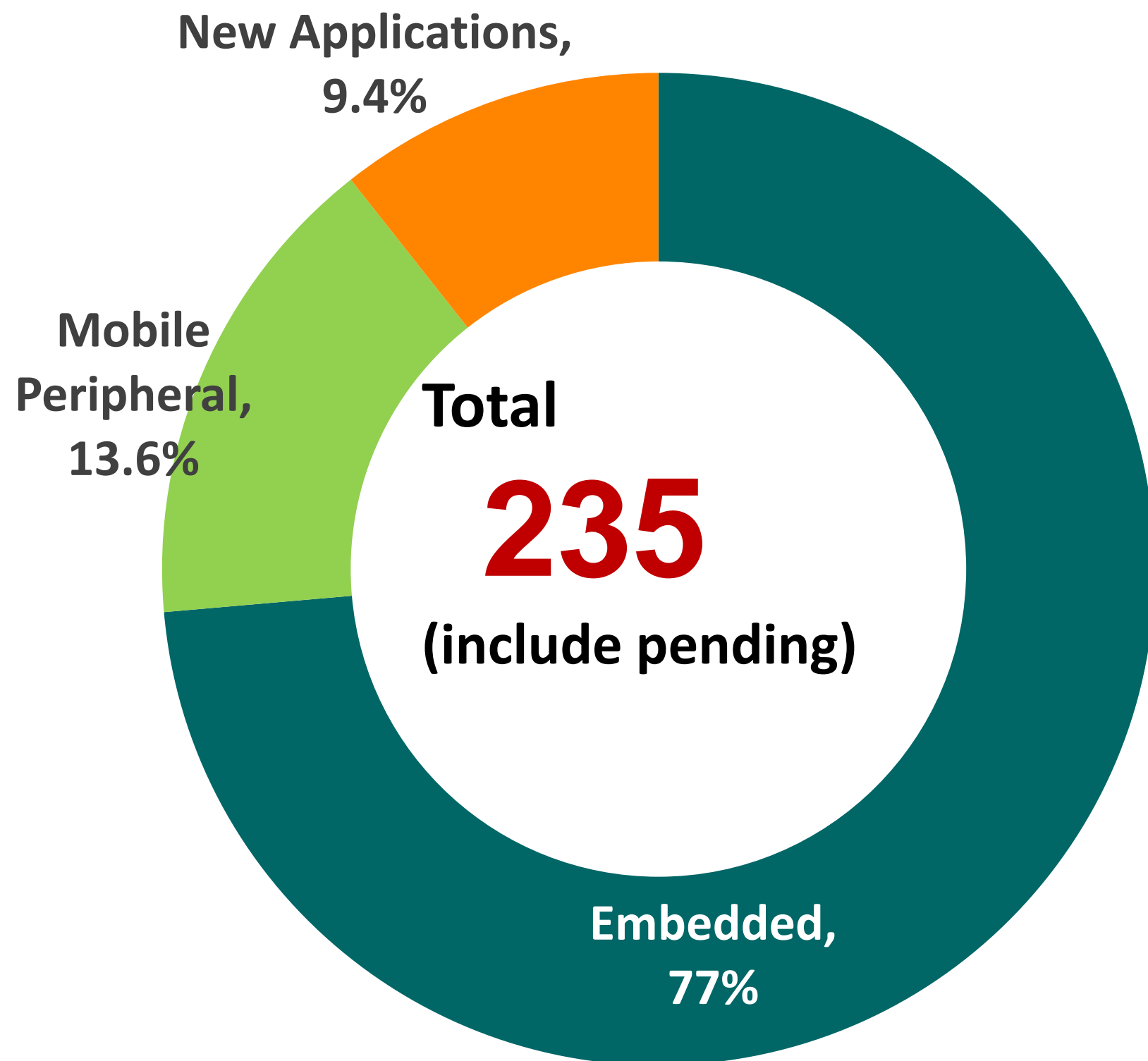
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Patented Technology / R&D



R&D-Future Plan

Innovative Core Technology

NAND Flash

- PCIe Gen 5 SSD
- Rapidly Backup and Instantly Recovery Technology-CoreSnapshot Series
- Industrial Memory Firmware Technology
- Industrial SSD module Applications

DRAM

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

Smart IoT

- IIoT Integration
- Automated Optical Inspection Technology

Rapidly Backup and Instantly Recovery Technology

CoreSnapshot 3

- Backup and recovery multiple times

Rapidly Backup and Instantly Recovery Technology

CoreRescue

- Automatically Recovers Failed Devices

Patented cooling hardware technology

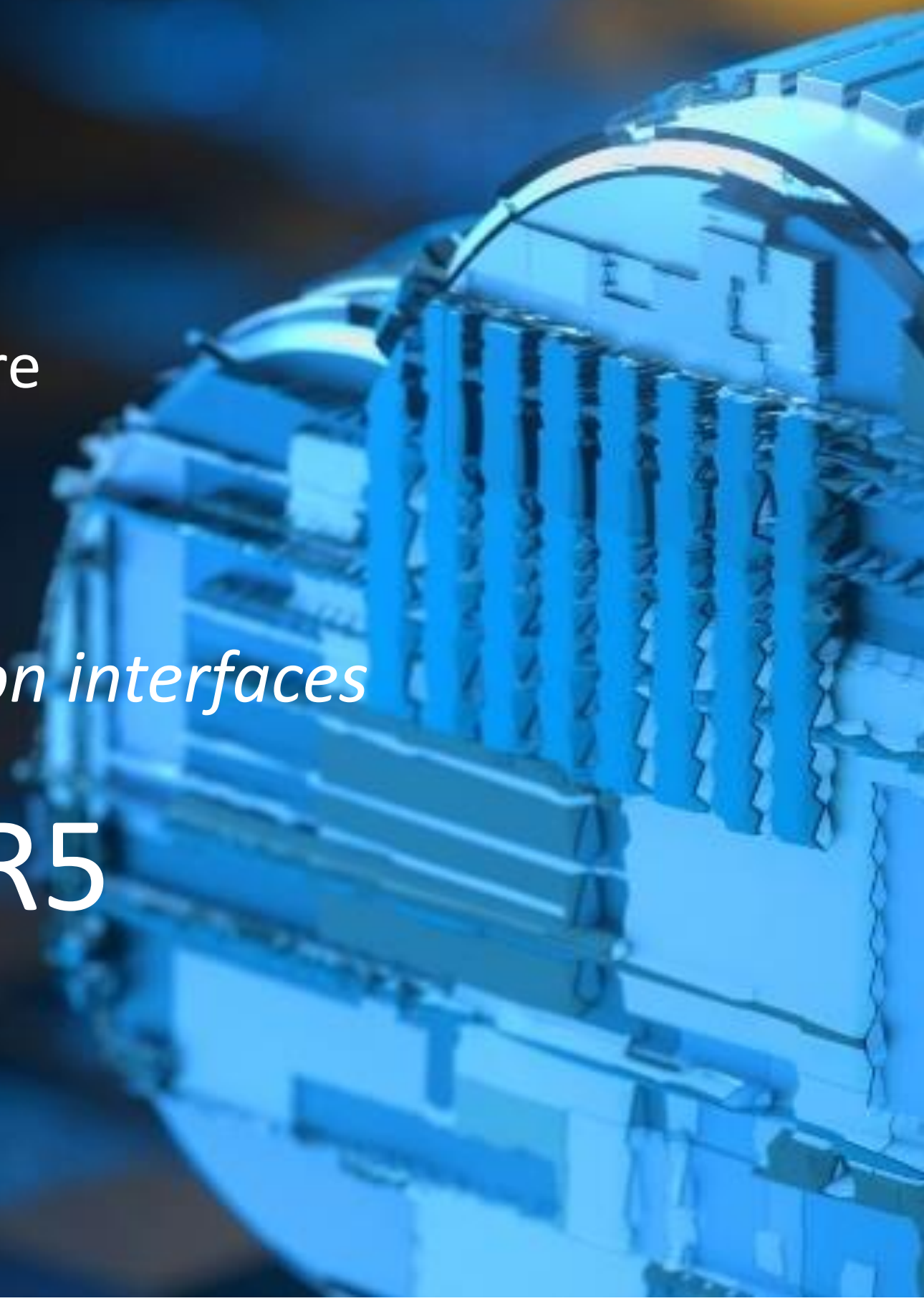
CoreGlacier 2

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

Technology for new generation data transmission interfaces

CXL Memory module - DDR5

- Compute Express Link DRAM



Key applications- Industrial

High Value 、 High Quality 、
High Reliability Solutions

A cost-performance ratio
with a positive value



Source: <https://reurl.cc/VNn8MY>



Key applications- Consumer

High Capacity, high endurance and high performance



Products' plan

Value-added

- CoreSnapshot 2
- CoreRescue

Sustainability

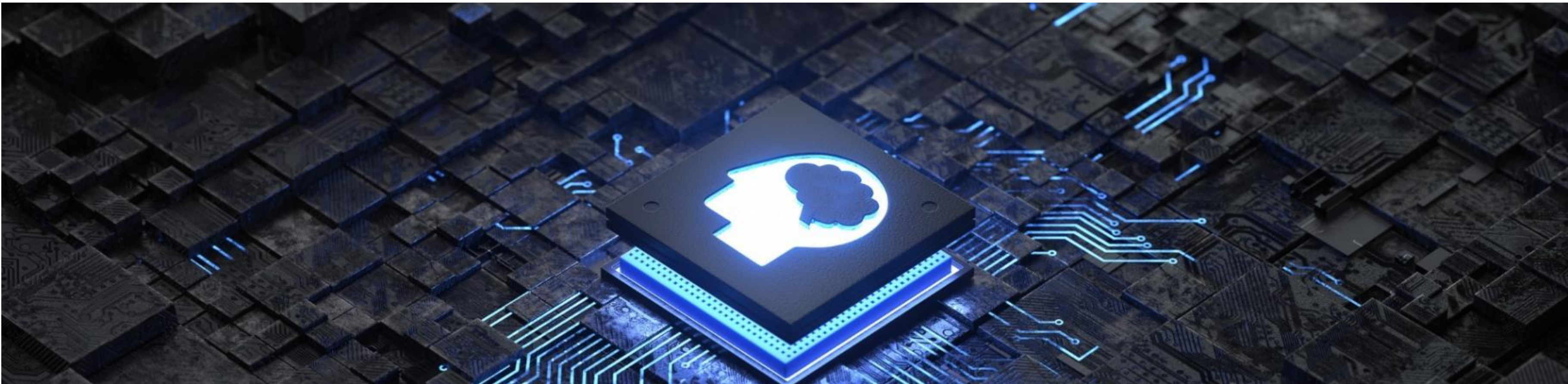
- Low Power Consumption SSD
- CoreSnapshot 3

Innovation

- Transformed SSD
- PCIe Gen4 x4 heatsink+ Power loss protection

New Spec.

- DDR5 6400 CUDIMM/ CSODIMM



Emerging Applications –AIoT & Automation market

BY INTEGRATING ICT AND OT, WE PROVIDE THE MOST COST-EFFECTIVE TURN-KEY SOLUTIONS ON **AIoT AND **AUTOMATION INTELLIGENCE EQUIPMENT** MARKET**

Automation Intelligence

Optical Inspection + Automation Equipment

- Customized AI + Automated Optical Inspection System
- Planning and construction for AI+AOI System
- Automated Production Lines / packing station
- Spectral Optical detection instrument
- ODM service for Optical Inspection Equipment

AIoT

Industrial IoT / ESG Energy-saving Solutions

- Industrial IoT solutions for ESG / energy saving equipment integration
- 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

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Market Trend

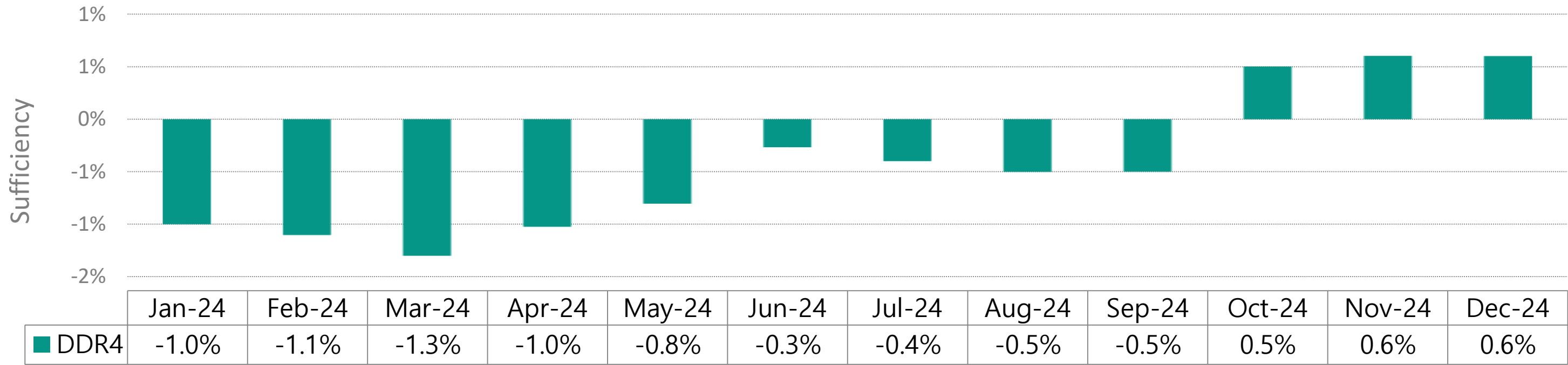
Geopolitical risks 、 Divergent markets result from regionalization 、 Additional costs and downsizing, coupled with unclear demand



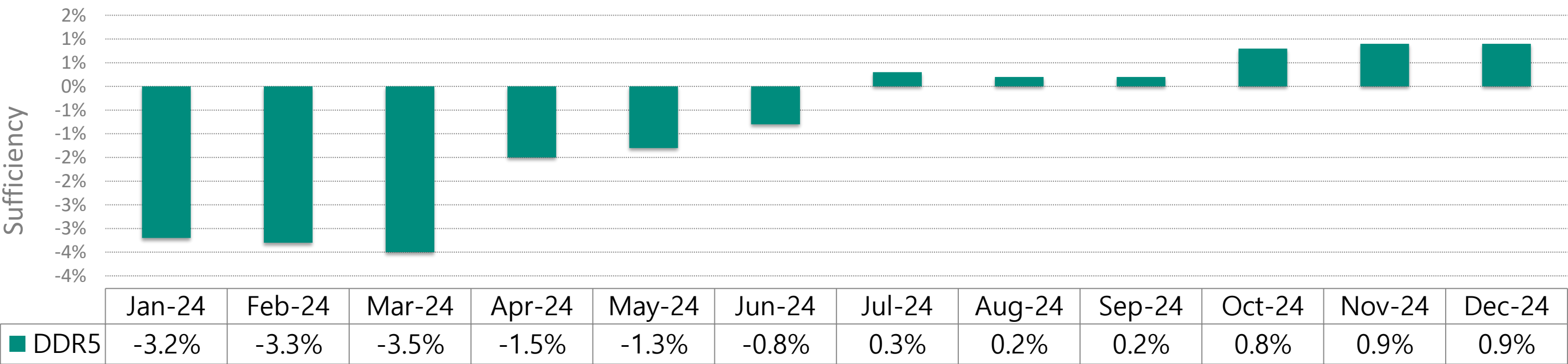
**AI Server 、 PC 、 Smartphone
、 Mobile Device ;
Replacement of laptops
required**

Market Trend - DRAM

DDR4 Sufficiency, 2024

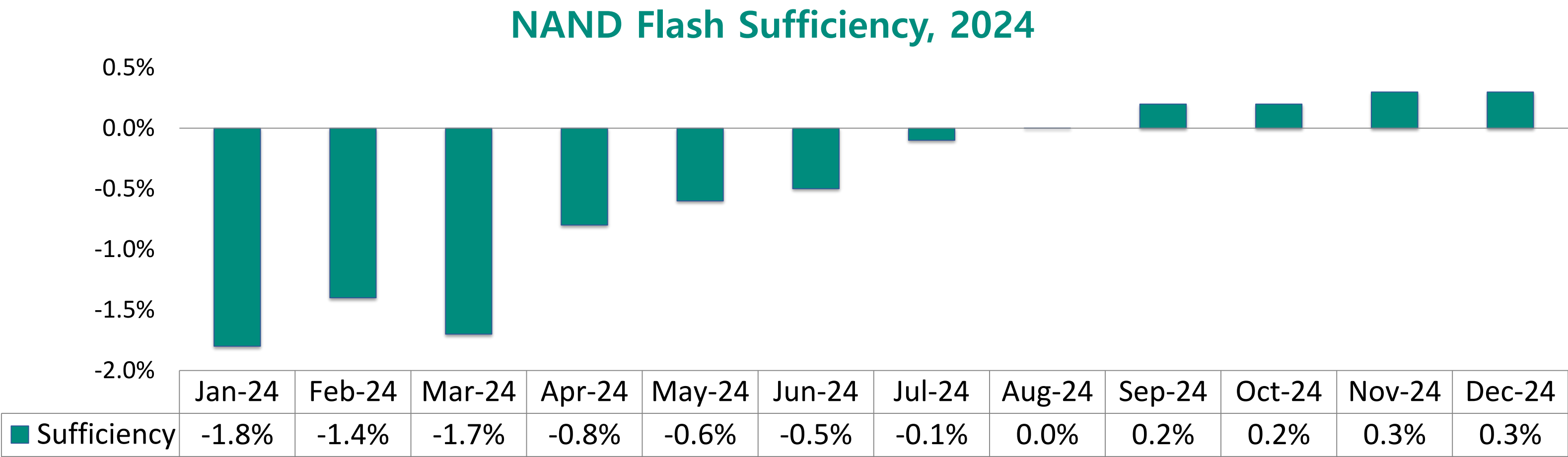


DDR5 Sufficiency, 2024



Source: Company Data, *inSpectrum* estimates, Mar. 2024

Market Trend - NAND Flash



Source: Company Data, *inSpectrum* estimates, Mar. 2024

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Income Statement(Consolidated)

Apacer

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

	2023		2022		YoY
	Amount	%	Amount	%	%
Net revenue	7,631	100	8,797	100	(13)
Cost of good sold	5,852	77	7,109	81	(18)
Gross profit	1,779	23	1,688	19	5
Operating expenses	1,068	14	994	11	7
Income from operation	711	9	694	8	2
Non-operating incomes	37	-	19	-	95
Income before income tax	748	9	713	8	5
Net income	605	8	577	7	5
Basic earnings per share	4.51		5.23		

Balance Sheet(Consolidated)

Apacer

Unit: In Millions of New Taiwan Dollars

	2023/12/31		2022/12/31		YoY
	Amount	%	Amount	%	%
Cash and cash equivalents	1,061	17	1,419	24	(25)
Notes and accounts receivable	776	12	736	12	5
Inventories*	1,490	24	955	16	56
Property, plant and equipment	916	14	917	15	0
Total assets	6,372	100	6,022	100	6
Short-term loans	61	1	92	3	(34)
Accounts payable	1,143	18	719	12	59
Total liabilities	1,909	30	1,718	29	11
Common stock	1,227	19	1,227	20	0
Total equity	4,463	70	4,304	71	4

*Inventory turnover days

76 days

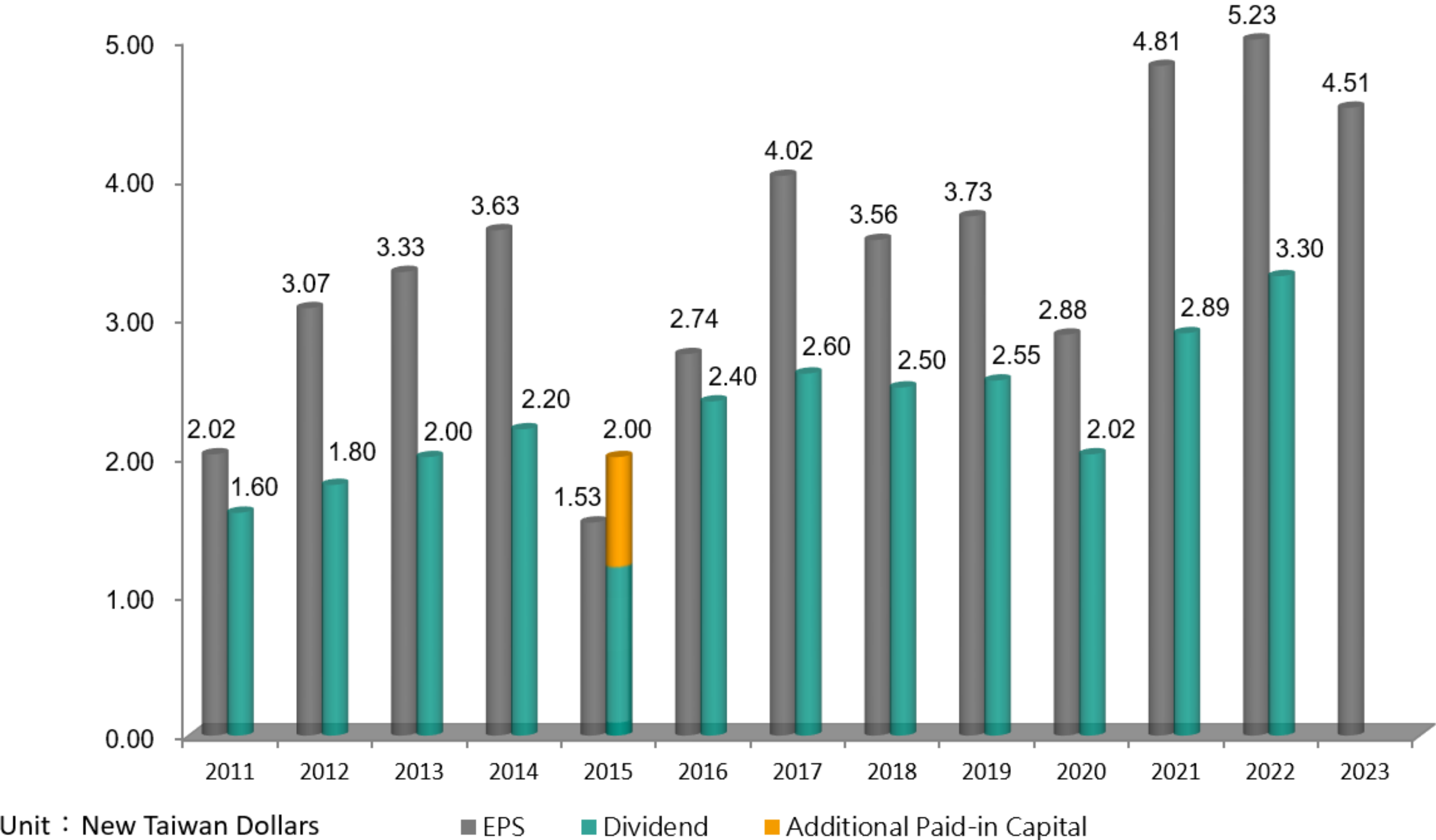
63 days

Cash Flow (Consolidated)

Unit: In Millions of New Taiwan Dollars

	2023	2022
	Amount	Amount
Income before income tax	748	713
Adjustments	(366)	1,084
Net cash generated by operating activities	382	1,797
Net cash used by investing activities	(229)	(917)
Net cash used by financing activities	(507)	(144)
Effect of exchange rate changes	(4)	33
Net increase(decrease) in cash and cash equivalents	(358)	769
Cash and cash equivalents, beginning of period	1,419	650
Cash and cash equivalents, end of period	1,061	1,419

Dividend



2023 Share of Revenue

DRAM

35.9%

NAND Flash

63.1%

Others

1.0%

QA

IR contact window

Mei mei_lin@apacer.com / 02-22678000 #5519

The Apacer logo is displayed in a white, serif typeface. The background of the slide features a dark blue gradient with abstract, flowing lines in a lighter blue and greenish-teal color, creating a sense of motion and technology.

Apacer

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