

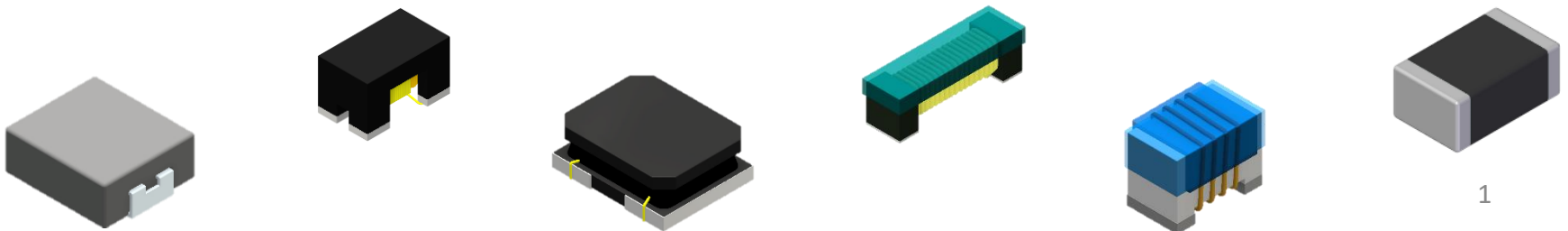


TAI-TECH Advanced Electronics Co., Ltd.
Investor Conference of OTC Market
Q4, 2023



Stock Code: TAI-TECH 3357

Investor Contact Window:
TEL: (03) 4641148 Ext.1203 (Ms. Chang)
E-Mail: invest@tai-tech.com.tw



- This file and the financial information and forecast information are based on information obtained by the company from internal and external sources. The actual operating results and financial conditions of the company may differ from these predictive sets of information due to various uncontrollable factors.
- The viewpoints in this file reflects the company's opinion on the future by the current date. If there are any changes or adjustment in the future, the company is not responsible for notifying the reader or updating the content.



1975

Founded in 1975, until now, we have 47 years manufacturing experience

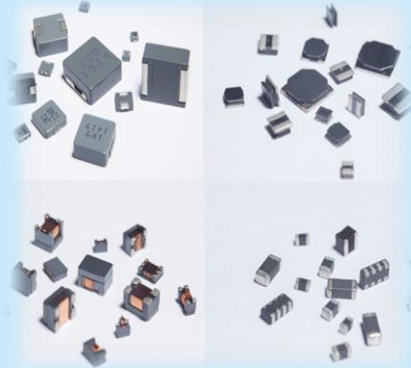
1982

3 facilities, including Taiwan, KunShan, and SiHong
TW-515, CN-1467



178

2022 sales Revenue
USD 178 millions

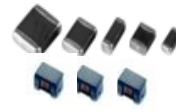
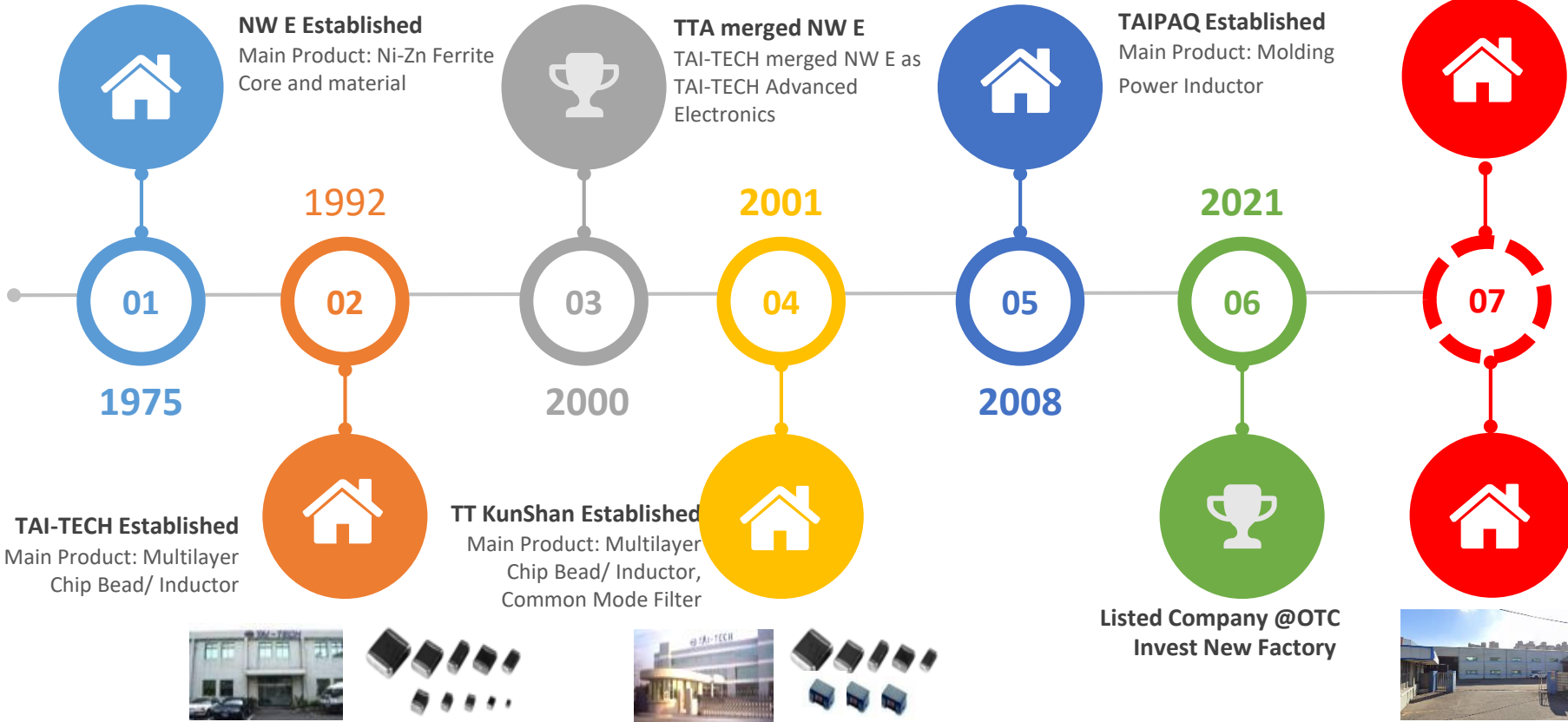


20

2022 Selling Quantity
20.28 Billion pcs



Plan to invest southern east Asia
Facility in 2023
(Malaysia)



2021-2023Q3

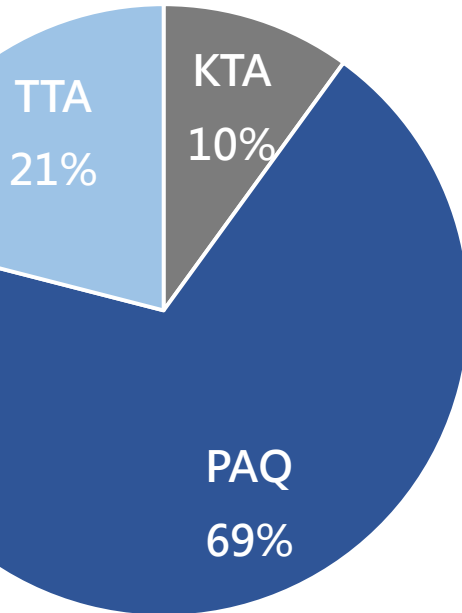
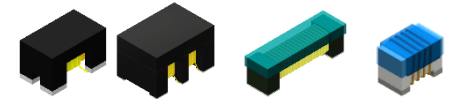
To establish Taiwan 2nd Factory

Tao-Yuan, Taiwan (Headquarter-TTA)



Est.: Oct, 1975
Employee: 515
ISO 9001
ISO 14001
ISO 45001
IATF 16949

Product :
Common Mode Filter
Wirewound Inductor
Ferrite Core / Powder

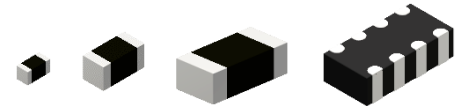


Kun-Shan, Jiang-Su (China-KTA)



Est.: Feb, 2001
Employee: 160
ISO 9001
ISO 14001
ISO 45001
IATF 16949

Product :
Multilayer Chip Bead
Multilayer Chip Inductor



Si-Hong, Jiang-Su (China-PAQ)



Est.: Nov, 2008
Employee: 1307
ISO 9001
ISO 14001
ISO 45001
IATF 16949

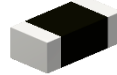
Product :
Multilayer Chip Bead
Common Mode Filter
Molding Power Inductor
Sealed Power Inductor
LAN Transformer Module



Multilayer Chip Bead / Inductor

Beads: FCB/FCM/HCB/HFZ
Size(mm): 1005 ~ 4532

Competitors:
 Murata(JP),
 TDK(JP), YAGEO/Chilisin(TW)

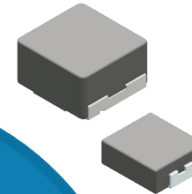


Inductors: FCI/FCH/HCI/CPI
Size(mm): 1005 ~ 3216

Competitors: Murata(JP),
 TY(JP), YAGEO/Chilisin(TW)

Molding Power Inductor

**Molding: TMPC/TMPA/TMPF/TMPV/
 TBMA/AWP/TMIM**
Size(mm): 2.0x1.6 ~ 23x23

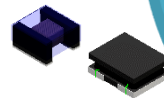


Competitors:
 VISHAY(US)
 DELTA/Cyntec(TW)
 Coilcraft(US), Murata(JP)

Wirewound Inductor / Power Inductor

Wirewound: SWI/SWF/PAS/APO
Size(mm): 1608 ~ 1225

Competitors:
 Murata(JP), CoilCraft(US),
 TDK(JP)



Power: HPC/UHP/DFP/AHP
Size(mm): 1608 ~ 8x8

Competitors: TY(JP), Murata(JP), TDK(JP)

Common Mode Filter / LAN Filter / LAN Module

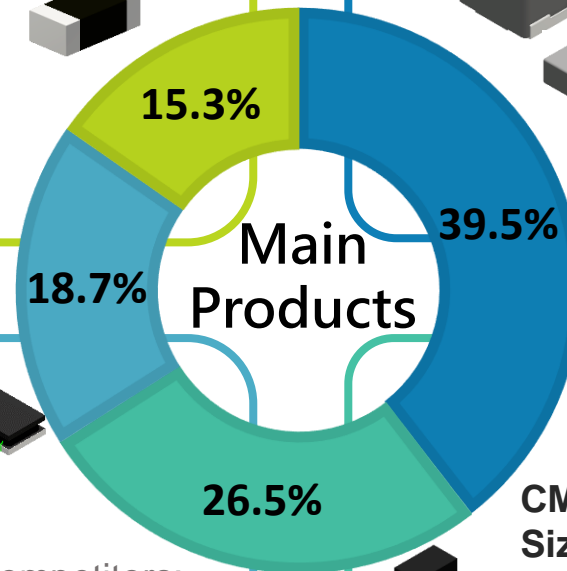
CMC : WCM/HDMI/HSF/ACM/BCM
Size(mm): 1210 ~ 9152

Competitors:
 Murata(JP), TDK(JP)



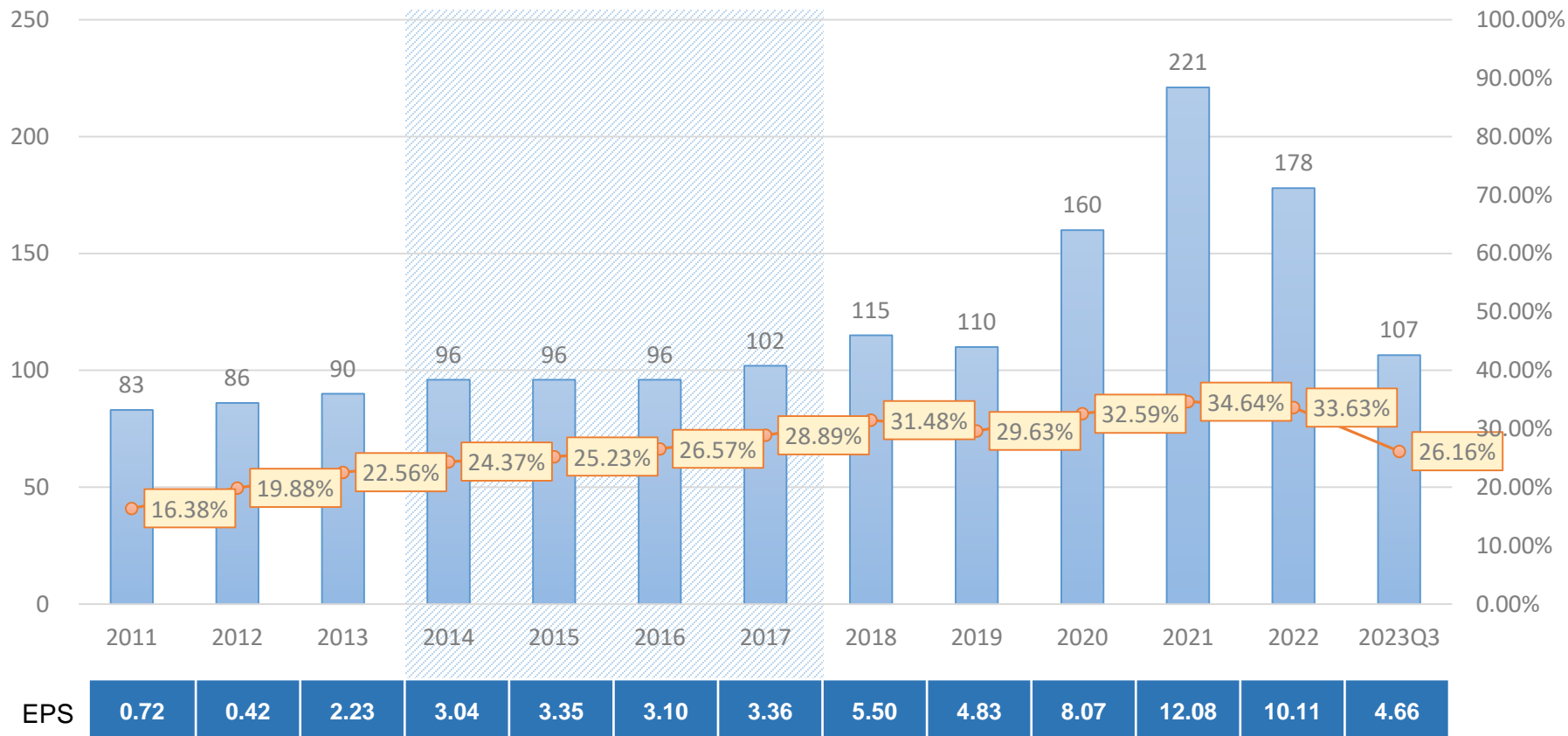
LAN: TXF/DCM, LAN
Size(mm): 3216~5645



**PCB Layout and evaluation module
 available**

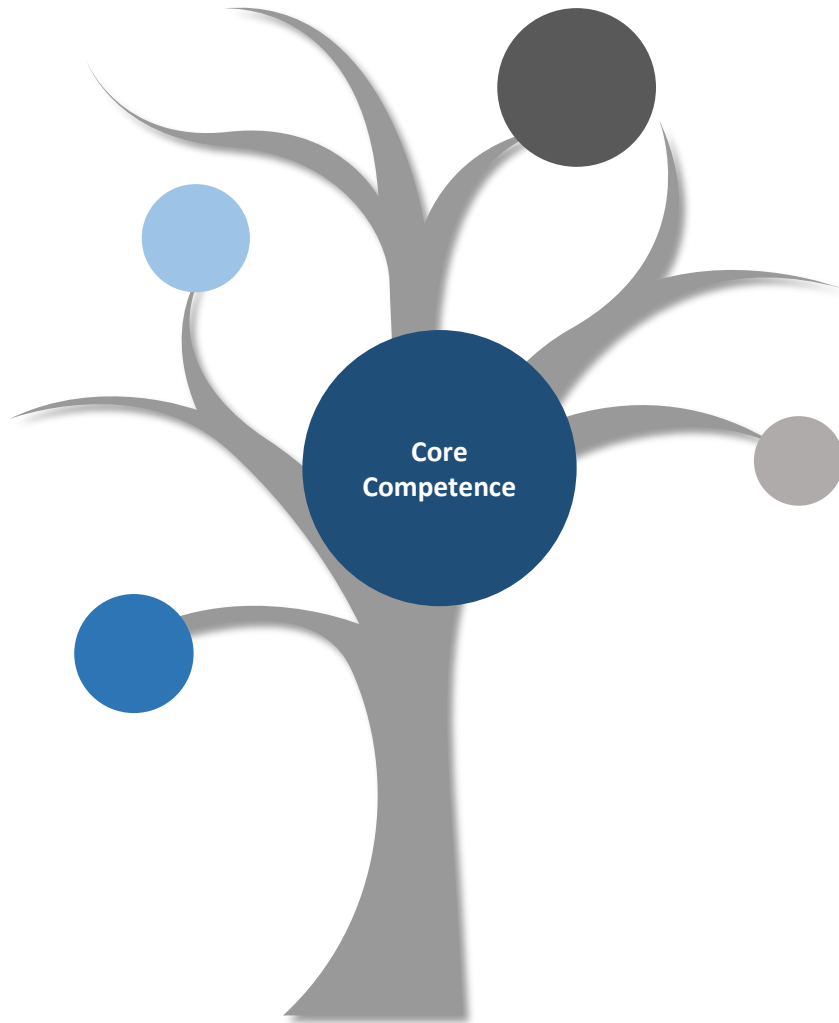


Sales Revenue

US\$ Million



Revenue 
 Gross Profit Margin 



Vertical Integration

Vertical integration manufacturing process from ferrite recipe to multilayer, wirewound, and molding process to assure the steady quality and cost.

Design Capabilities

Developing from ferrite core design to assure new products with excellent performance and easy to overcome any mass production issues.

Flexibilities

Multiple process such as multilayer, wirewound, molding, assembly can be applied on the required custom products to find out the best process and solutions.

Material Technology

Ferrite, alloy, ceramic materials with over 40 recipes can be chosen to achieve best electrical performance.

Unit : NT\$ in k

	2023, Q3	2023, Q2	2022, Q3	QoQ	YoY
Operating Revenue	1,064,913	1,093,980	1,193,655	-2.7%	-10.8%
Gross Profit	255,881	255,886	353,240	0.0%	-27.6%
(%)	24.0%	23.4%	29.6%	(+0.6ppt)	(-5.6ppt)
Operating Expenses	166,937	167,094	170,473	-0.1%	-2.1%
(%)	15.7%	15.3%	14.3%	(+0.4ppt)	(+1.4ppt)
Net Operating Income	88,944	88,792	182,767	0.2%	-51.3%
(%)	8.4%	8.1%	15.3%	(+0.2ppt)	(-7.0ppt)
Non-operating Income & Expenses	66,399	115,836	103,621	-42.7%	-35.9%
Profit of the year (Tax Paid)	127,936	169,508	245,444	-24.5%	-47.9%
(%)	12.0%	15.5%	20.6%	(-3.5ppt)	(-8.5ppt)
EPS	1.25	1.66	2.38		

Remark 1: The quarter financial statement are the figures after audit by accountants

Remark 2: Express in thousands of New Taiwan dollars, except EPS in New Taiwan dollars

Unit : NT\$ in k

	2023, Q3	2022, Q3	YoY
Operating Revenue	3,334,761	4,056,825	-17.8%
Gross Profit	872,321	1,366,362	-36.2%
(%)	26.2%	33.7%	(-7.5ppt)
Operating Expenses	491,240	573,150	-14.3%
(%)	14.7%	14.1%	(+0.6ppt)
Net Operating Income	381,081	793,212	-52.0%
(%)	11.4%	19.6%	(-8.1ppt)
Non-operating Income & Expenses	191,764	252,798	-24.1%
Profit of the year (Tax Paid)	475,032	904,776	-47.5%
(%)	14.2%	22.3%	(-8.1ppt)
EPS	4.66	8.79	

Remark 1: The financial statement are the figures after audit by accountants

Remark 2: Express in thousands of New Taiwan dollars, except EPS in New Taiwan dollars

Consolidated Balance Sheet and Important Financial Indicator

Unit: NT\$ in k

Accounting Title	Sep. 30, 2023		Sep. 30, 2022	
	Amount	%	Amount	%
Cash and cash equivalents	1,446,872	14	1,095,900	12
Accounts receivable	1,699,818	16	2,010,564	22
Inventory	834,049	8	961,010	11
Long-term investment	2,015,209	19	334,651	4
Property, plant and equipment	4,216,424	40	4,501,201	50
Total Assets	10,444,886	100	9,078,949	100
Current Liabilities	1,932,235	18	1,308,676	14
Non-current portion of non-current borrowings	1,514,146	14	1,097,879	12
Total Liabilities	3,722,182	36	2,644,149	29
Total Equity	6,722,704	64	6,434,800	71
Important Financial Indicator				
Return on equity(%)	9.6		19.1	
Return on assets(%)	6.6		13.0	
EPS(NTD)	4.66		8.79	11

Unit: NT\$ in k

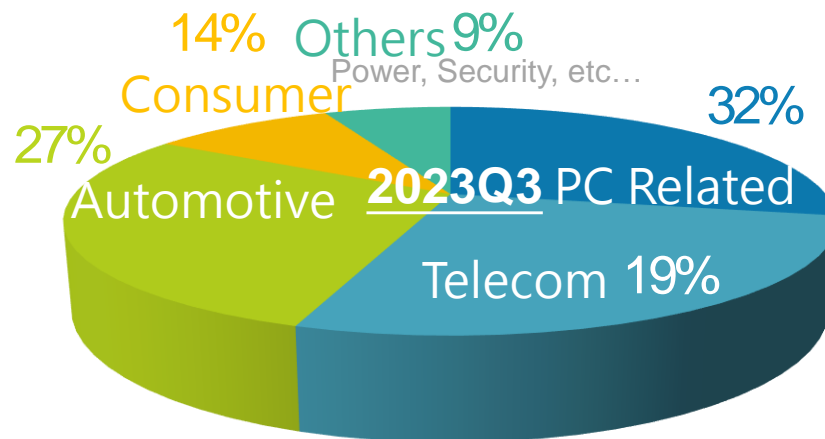
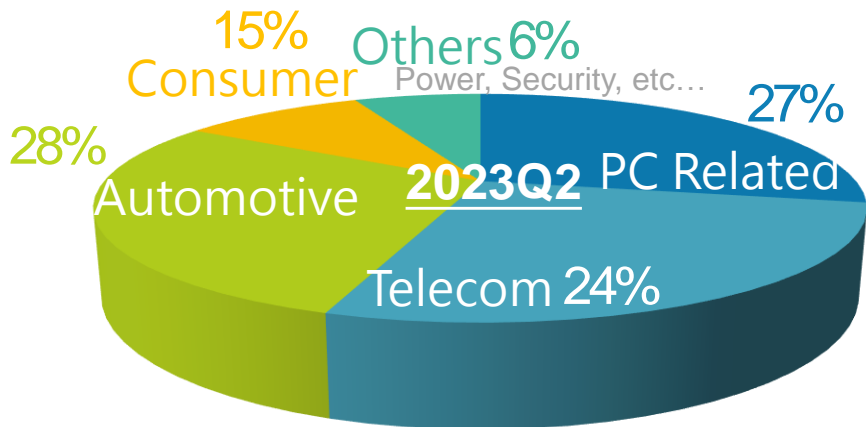
Cash Flows	Sep. 30, 2023	Sep. 30, 2022
	Amount	Amount
Opening Cash	1,528,877	1,341,004
Cash inflow from operating activities	835,404	1,049,756
Capital expenditures	(196,507)	(667,080)
Cash Dividend	(612,204)	(721,938)
Short-term borrowings	720,000	(395,959)
Long-term borrowings	425,700	532,190
Investment and others	(1,254,398)	(42,073)
Closing Cash	1,446,872	1,095,900
Free cash flow	638,897	382,676

Remark: Free cash flow = Cash inflow from operating activities – Capital expenditures

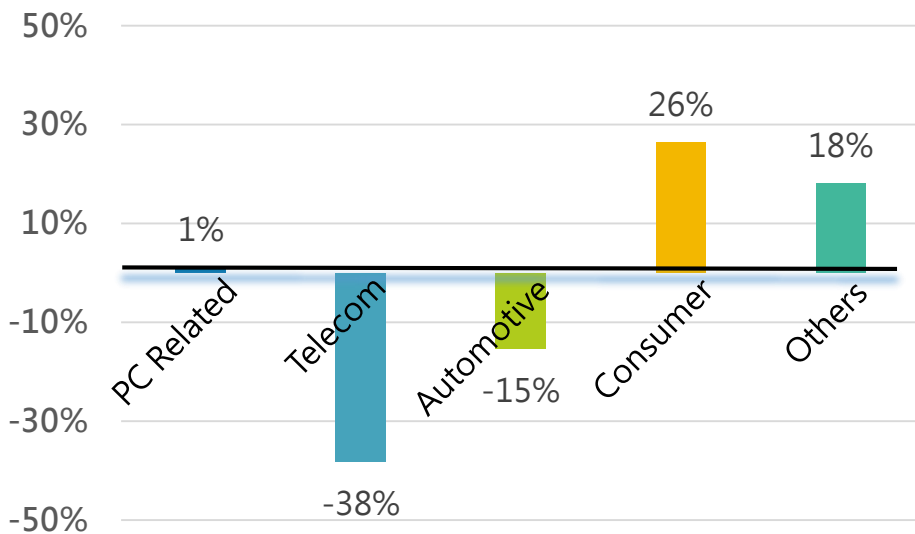
Unit: NT\$ in k

Dividend Distribution	2022 Amount	2021 Amount	2020 Amount
Operating income	5,291,333	6,165,281	4,478,004
Operating Margin	1,019,017	1,330,196	889,534
Net Profit before Tax	1,236,960	1,391,313	869,418
Net Profit for the period	1,038,537	1,197,065	734,671
EPS	10.11	12.08	8.07
Dividend per share	6.00	7.00	4.10
Cash dividend	612,204	721,938	422,849
Payout ratio	58.9%	60.3%	57.6%
Capital expenditures	746,848	2,069,631	309,233
Depreciation and amortization	498,342	392,586	304,725
R&D Costs	157,741	142,012	113,933

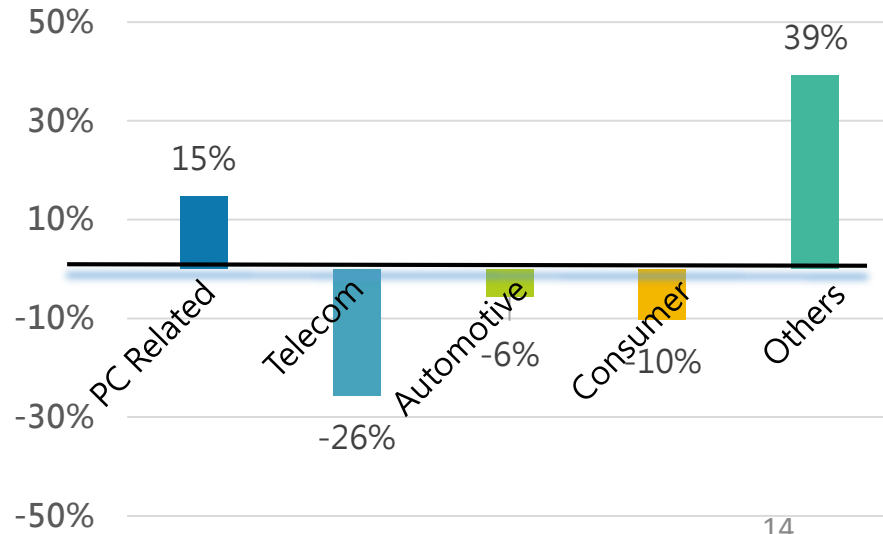
Main Customers



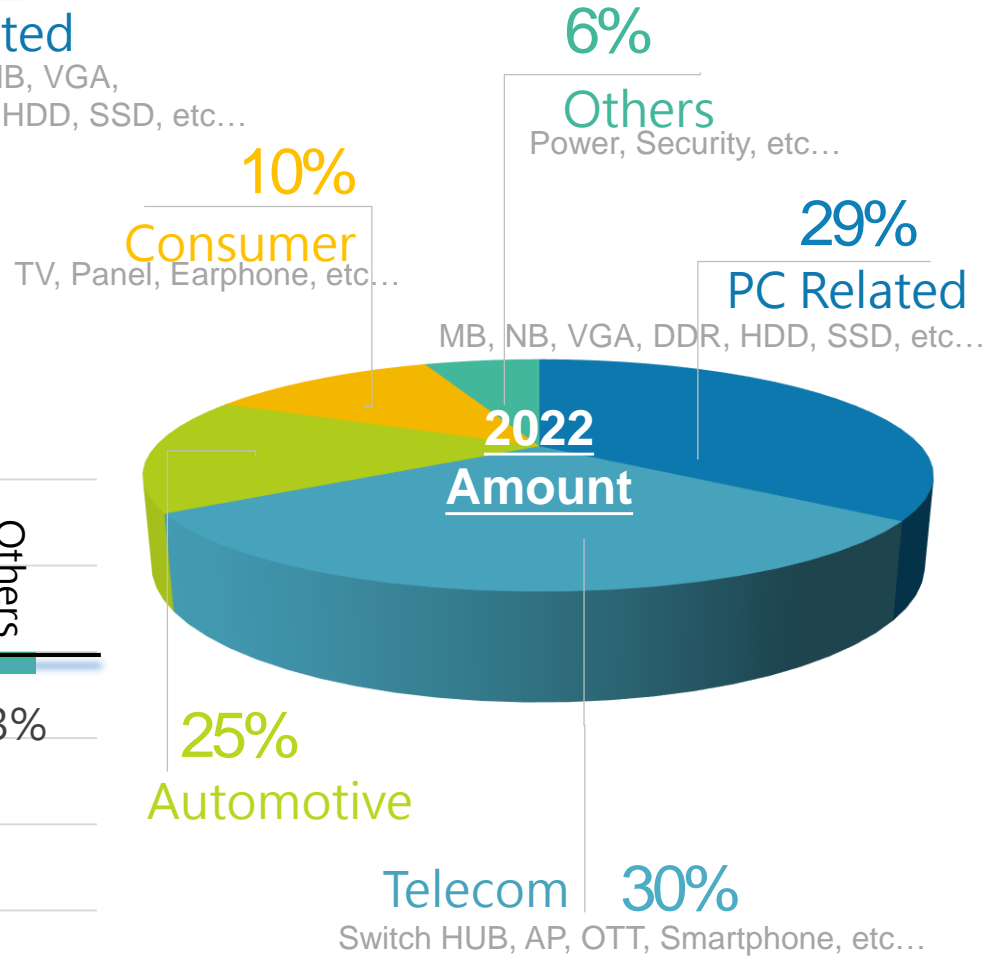
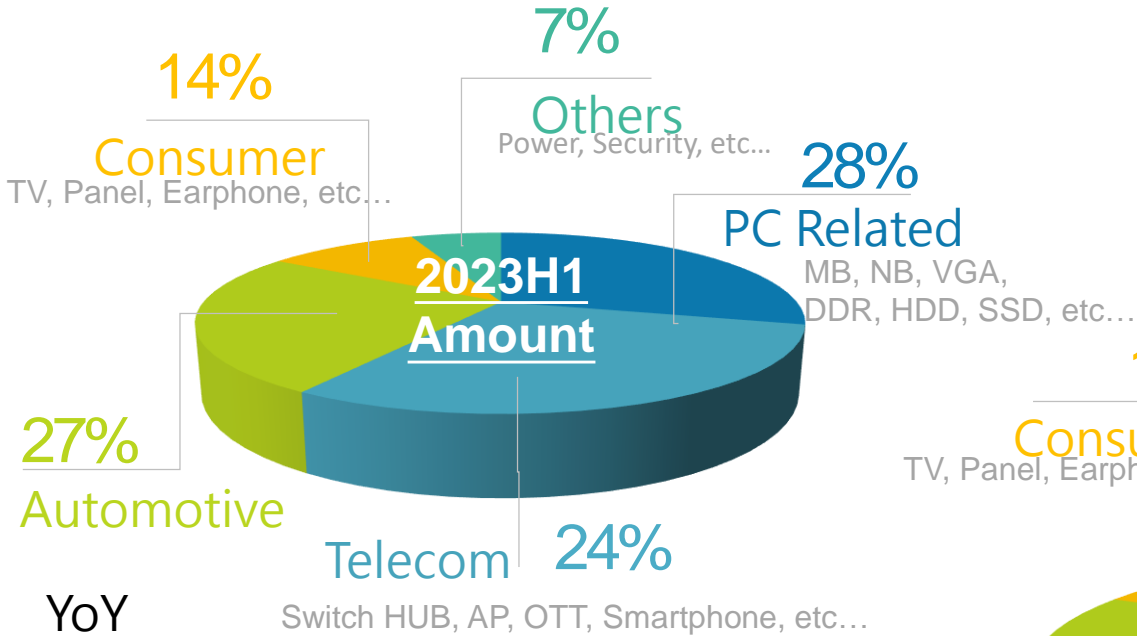
YoY (112Q3)



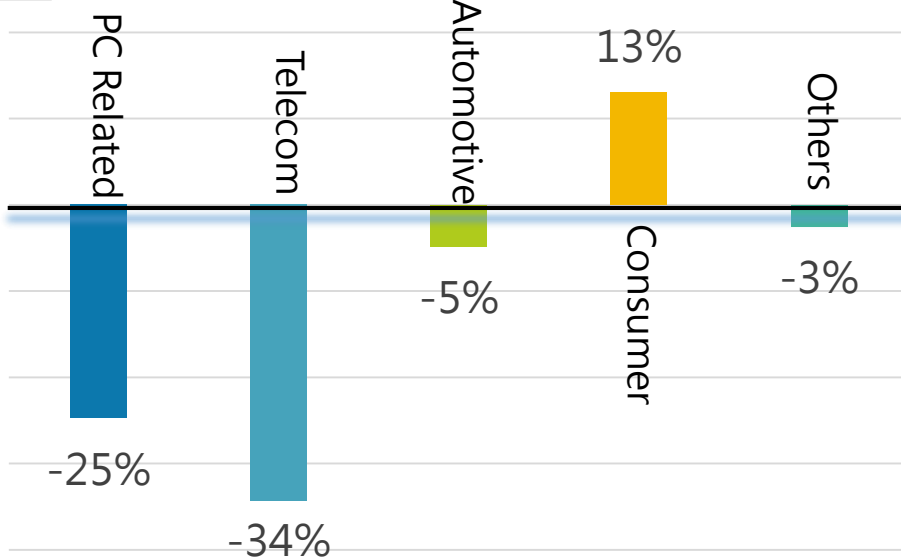
QoQ



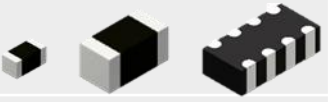
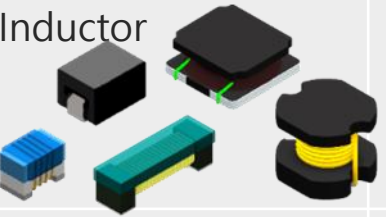
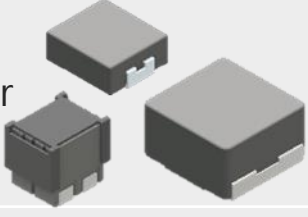

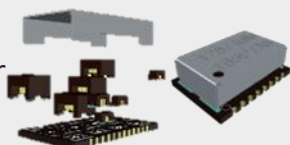
Main Customers



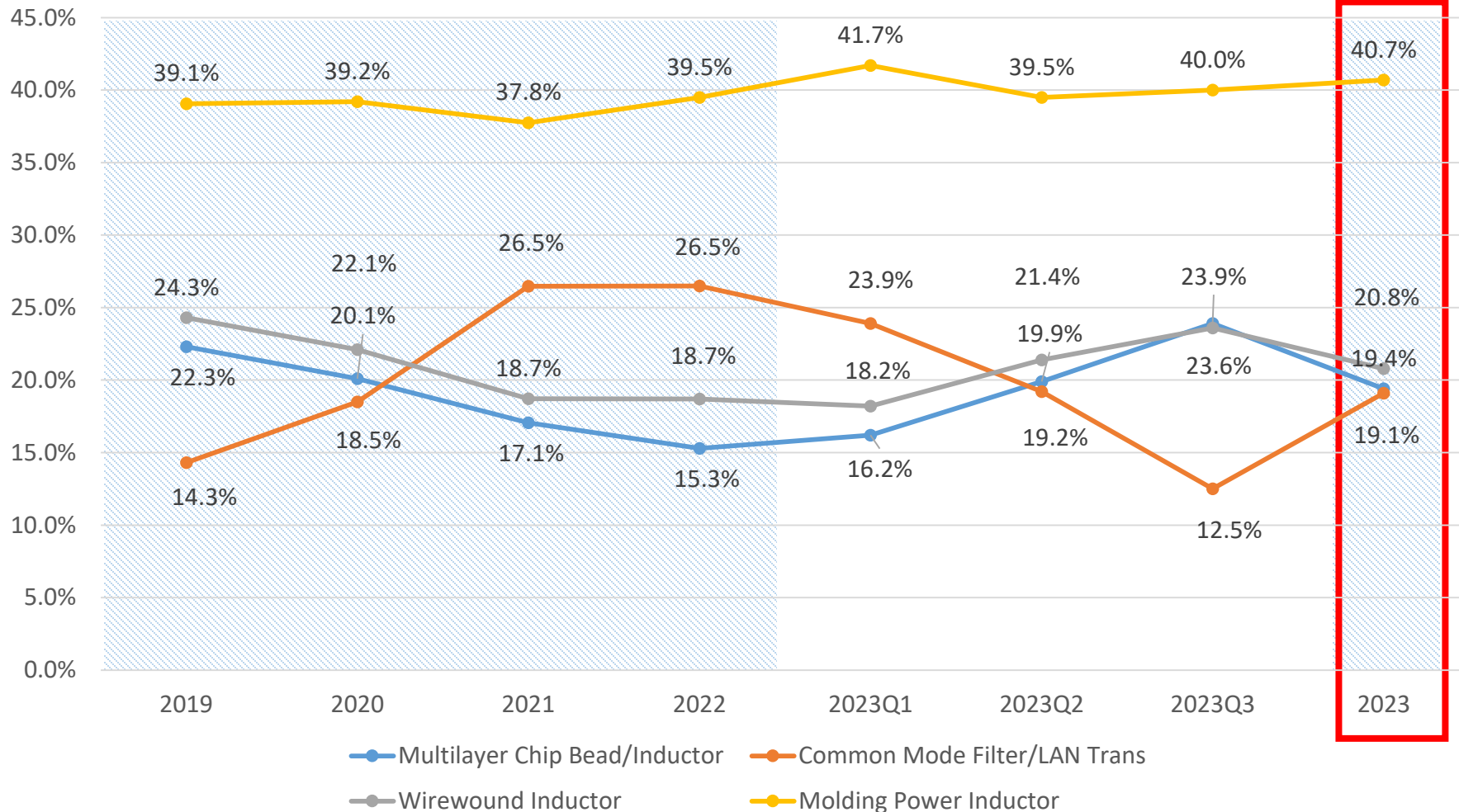
YoY



Products Sales Ration & Profit Margin

Category	Products Name	2023Q3 Revenue	2023Q3 Profit(%)	2022 Revenue	2022 Profit(%)
Multilayer	Multilayer Chip Bead Multilayer Chip Inductor 	19.9%	26.2%	15.3%	33.6%
Single Wirewound	Wirewound Inductor 	20.9%		18.7%	
Molding	Molding Power Inductor 	40.5%		39.5%	
Dual and Multiple Wirewound	Common Mode Filter 	8.8%		8.4%	
	LAN Transformer 	9.9%	18.1%		

Last 3 Years Main Products Sales Ratio



2023 Monthly Revenue

Y2023 Monthly Revenue



2022 Revenue	2022, Jan.~Nov.	2023, Jan.~Nov.	YoY
5,291,333	4,915,624	4,096,480	- 16.66%

Unit : NT\$ in k

Future Focused Markets



Automotive

- ADAS(Camera, Radar)
- IVI (Cluster, Infotainment)
- Body Sys.(BCM, LED Lighting)
- EV/HV(EV/HV, BMS)
- Comfort(EPS, Start-stop)

- ✓ Common mode filter
- ✓ TPMS Low-freq. antenna
- ✓ Molding power inductor
- ✓ Sealed power inductor
- ✓ Multilayer bead/ inductor



Telecom

- Switch HUB
- AP Router
- HUB
- 5G Base Station
- IoT

- ✓ Common mode filter
- ✓ Molding power inductor
- ✓ Sealed power inductor
- ✓ Multilayer bead/ IND.
- ✓ Wirewound IND.
- ✓ LAN Transformer



HPC

High Performance Computing

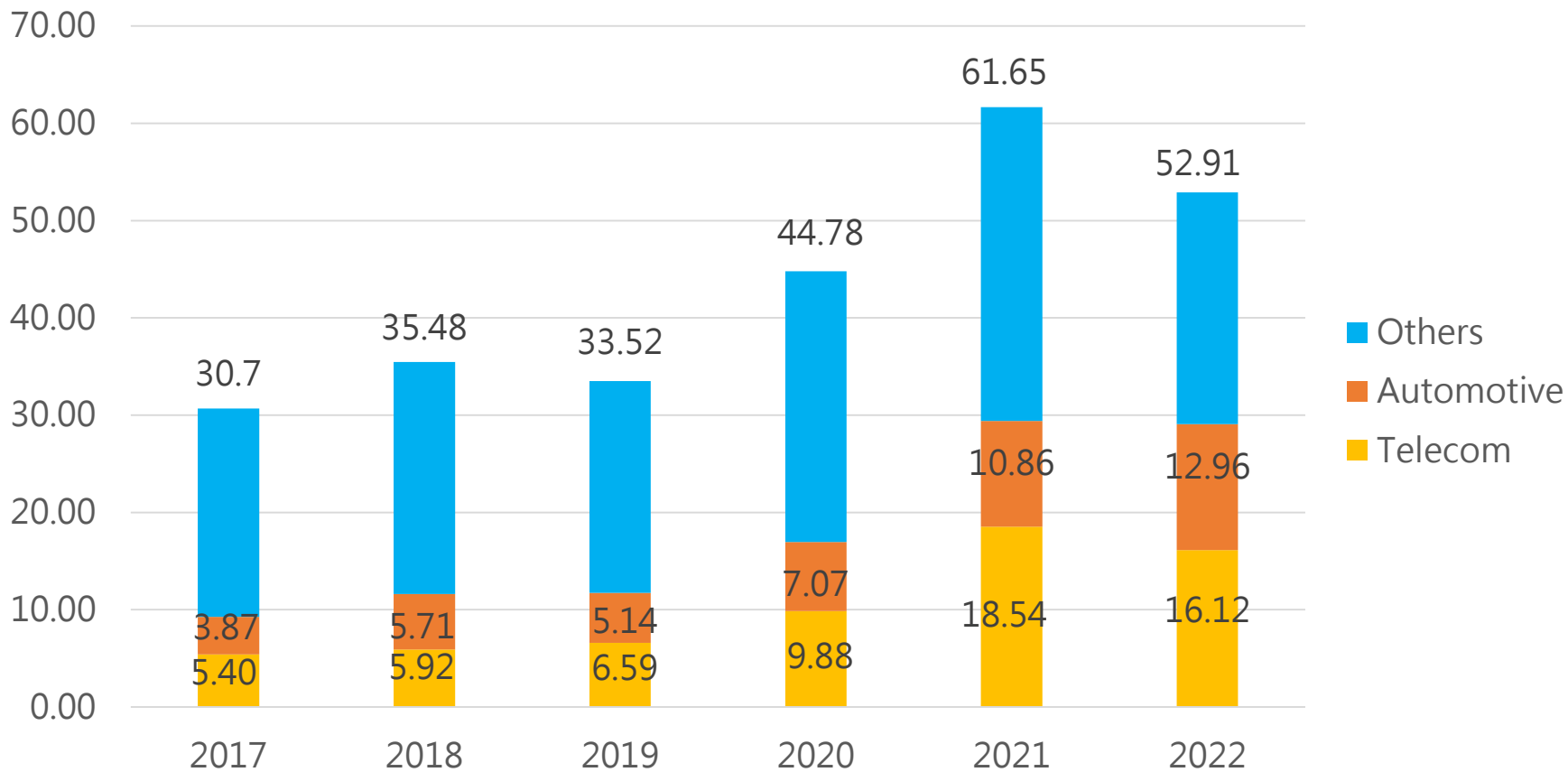
- Cloud Computing
- New Gen. Memory(DDR5)

- ✓ Common mode filter
- ✓ Molding power inductor
- ✓ Sealed power inductor
- ✓ Multilayer bead/IND.
- ✓ LAN Transformer



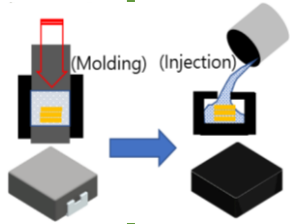


NTD/ 100M



Special Process Development

- AR / VR Antenna
- High Reliability Automotive Choke
- Hot Pressed Molding Power Inductor has achieved high performance & Downsizing Application



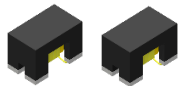
Special Application Development

- DDR5
- QLED
- Starlink Receiver
- PS5/Xbox/NB Power Supply



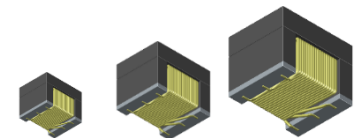
High Speed Interface

- USB 3.1 / HDMI 2.1 Ready
- USB 4.0 Ready



Power Over Coaxial (POC)

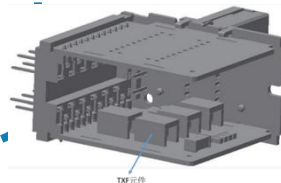
Multiple Spec Ready to be chosen
(Direct cross to TDK, Murata, CoilCraft)



Core Competence

Innovative LAN X'former

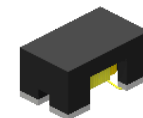
- Various Discrete Solutions for different transmission speed w/o POE
- Minimized LAN Transformer Module
- Integrated RJ Jack for 10G, coming soon



Automotive Signal Transmission

Fit CAN-FD / OA standard, direct cross to TDK / Murata

OPEN ALLIANCE



E

Environmental

TAI-TECH actively implements environmental responsibilities, regularly publishes corporate sustainability reports, and records environmental performance. Develop a carbon footprint verification plan to assess and monitor carbon footprints. Efforts are made to take various measures to reduce energy consumption, reduce carbon emissions, improve energy efficiency, implement energy-saving actions, and adopt renewable energy to reduce environmental impact and pursue sustainable development of the environment.



S

Social

The social strategies of TAI-TECH are "like-minded, symbiotic, co-prosperous, and local." For a long time, in addition to cultivating local community activities, we have also become cooperative partners with all parties. While fully safeguarding and respecting labor rights and interests, we also actively evaluate and invest in various public welfare activities to support local economic and social development. Realize the long-term goal of common prosperity and implement the spirit of sustainability.

G

Governance

TAI-TECH adheres to the core value of "mutual respect, unity, and creation of development". Adhere to compliance with laws and regulations, attach importance to the rights and interests of shareholders, and respect the rights of stakeholders. An excellent corporate governance structure has been established to ensure a visible decision-making mechanism and strict responsibility system. Efficient team leaders ensure that the company's strategy is consistent with ESG goals, continue to promote innovation, and maintain employee well-being and social contributions. Our long-term success is the result of this culture of positive corporate governance.



Thanks!!
