

**ESON**

**ESON Precision Engineering Co., Ltd.**

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**Institutional Investors Conference**  
**2024.06.14**

# Disclaimer

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- This presentation, along with related information disclosed, contains forward-looking information obtained from both internal and external sources
- The actual operating results, financial condition, and business outlook of the company in the future may differ from the estimates implied or expressed in this forward-looking information, and such variances may arise due to various risks beyond the company's control.
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# CONTENTS

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- 01** Financial Overview 2023~2024 Q1
- 02** Company Outlook 2024 Q2-Q4
- 03** Global Layout and Business Development
- 04** Q & A

01

# Financial Overview 2023~2024 Q1

# 2023 Income Statement

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(NTD in thousands)	FY 23	FY22	YoY %
Operating Revenue	11,562,007	14,031,536	-17.60
Gross Profit	2,292,625	2,234,160	+2.61
Operating Income	864,472	836,670	+3.32
Pre-Tax Income	906,809	1,062,832	-14.68
Income Tax Expense	309,343	261,917	+18.10
Net Income	597,466	800,915	-25.40
EPS(NTD)	3.55	4.75	-
Gross margin	20%	16%	-
Operating Profit Margin (OPM)	8%	6%	-
Net profit margin	5%	6%	-

# 2024Q1 Income Statement

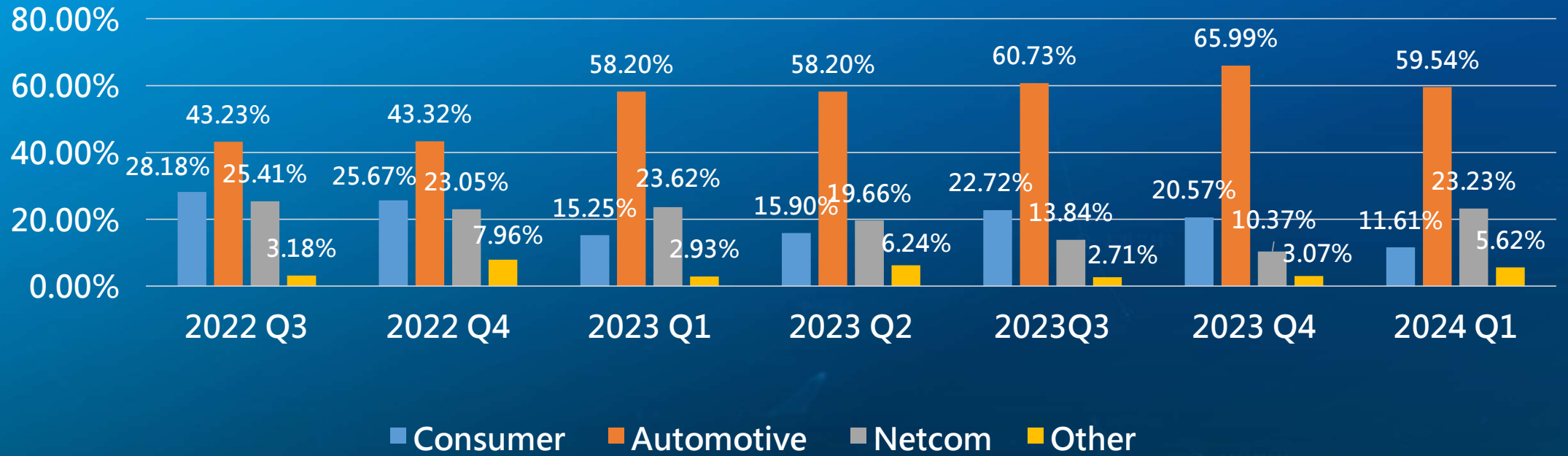
**ESON**

(NTD in thousands)	FY 24 Q1	FY23 Q4	QoQ %	FY23 Q1	YoY %
Operating Revenue	2,875,465	2,696,728	+6.63	2,291,880	+25.46
Gross Profit	533,254	499,764	+6.70	623,868	-14.52
Operating Income	182,549	150,985	+20.91	259,921	-29.77
Pre-Tax Income	140,188	151,821	-7.66	217,916	-35.67
Income Tax Expense	38,976	67,951	-42.64	55,366	-29.60
Net Income	101,212	83,870	+20.68	162,550	-37.73
EPS(NTD)	0.60	0.50	-	0.96	-
Gross margin	19%	19%	-	21%	-
Operating Profit Margin (OPM)	6%	6%	-	8%	-
Net profit margin	4%	3%	-	5%	-

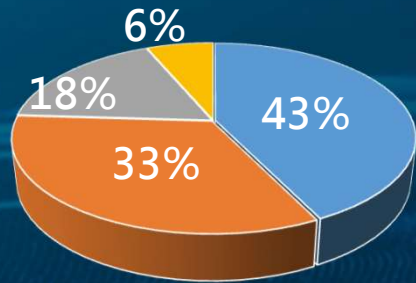
## The numerical trends over the past three years



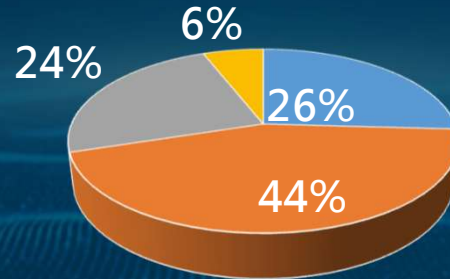
**Product Mix by Quarter**



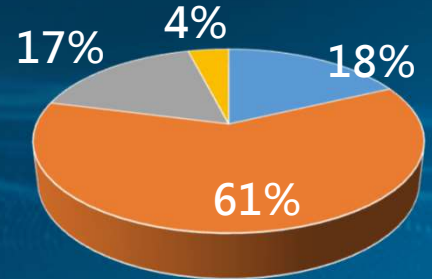
Proportion of Products in 2021



Proportion of Products in 2022



Proportion of Products in 2023





**02**

# Company Outlook

**2024 Q2~Q4**

# Outlook for 2024(YoY)



Automotive



Netcom



Consumer

ESON

 Revenue

Originally  
Estimated  
Conditions



2024  
Q1  
Actual



2024  
Q2~Q4  
Outlook



# **03** Global Layout and Business Development

# Geographical Advantages: Providing Global Service Chain

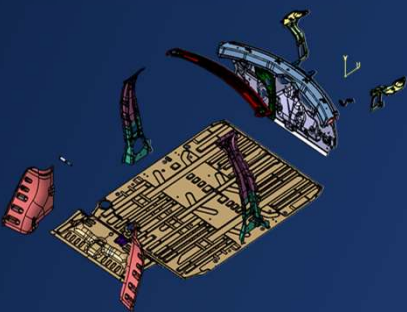


# 業務拓展-汽車產品

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## 車身系統

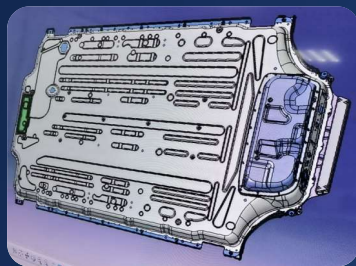
- 地板件
- 後窗件
- 頂棚件
- B柱結構件
- 輪轂結構件
- 減震塔



## 電池系統

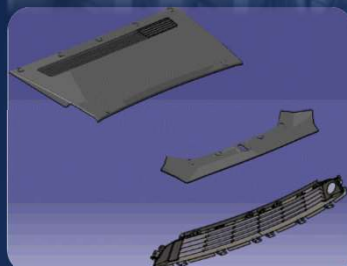
- 上蓋
- 下底殼
- 側掛支架
- 前側蓋
- 後側蓋

【金屬焊接總裝】



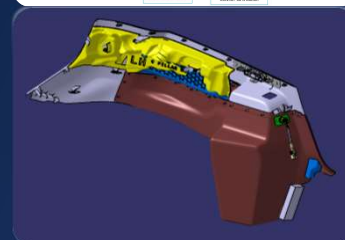
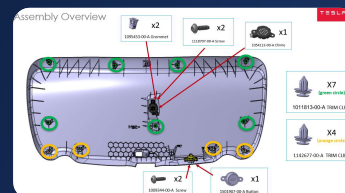
## 外飾系統

- 輪轂防塵罩
- 進氣格柵件
- 除霧出風口



## 內飾系統

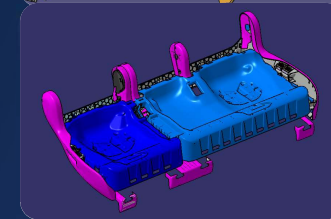
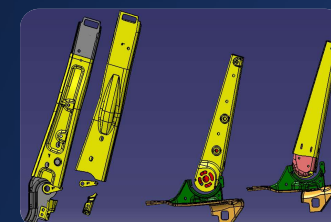
- 行李箱內飾總裝
- 儀錶板內飾
- 尾門內飾



## 座椅系統

- 座椅骨架件
- 椅背/椅座件

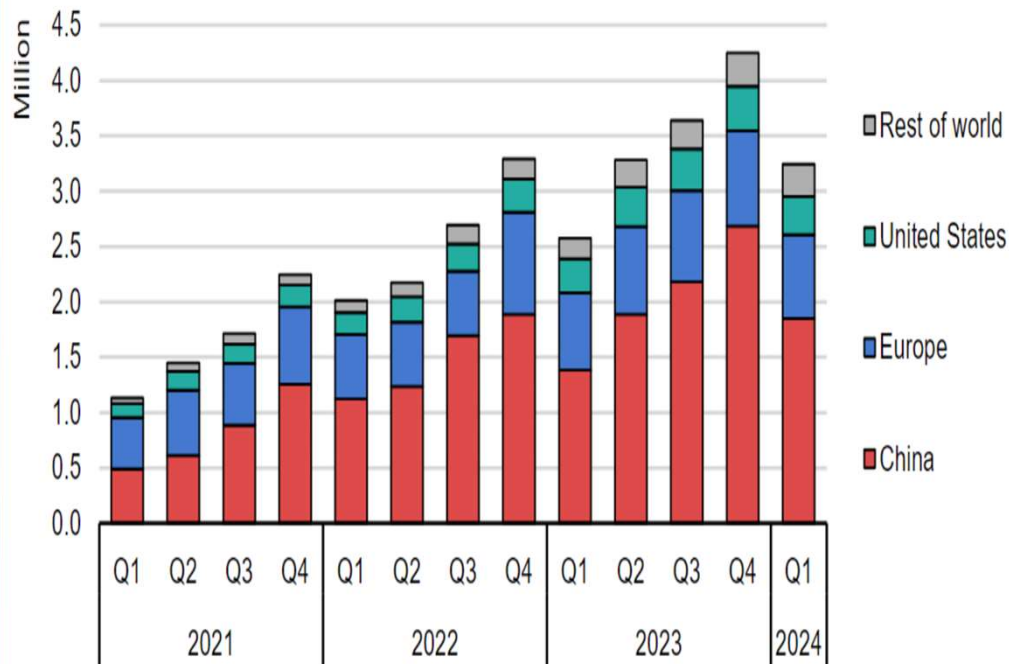
【塑膠焊接】



備註：提供超過200個沖壓/射出(組裝)產品。

# Business Development – Automotive <sup>ESON</sup>

Quarterly electric car sales, 2021-2024



IEA. CC BY 4.0.

Source: IEA analysis based on data from on EV Volumes, China Passenger Car Association and the European Automobile Manufacturers' Association.

The IEA points out that the United States will implement stricter emission regulations after 2024, leading to an increase in the proportion of EVs in the medium to long term. It predicts that by 2035, the proportion of EVs in the US market will reach over 70%.

## Our View:

Under the principle of net-zero carbon emissions by 2050, the market share of EVs will continue to rise, with the North American market remaining relatively stable.

Geopolitically, the entry barrier for new competitors in the North American market is increasing.

Affordable car models will be the next growth driver for new energy vehicles.

Collaborate with strategic partners to expand services to more brand manufacturers and more regions.

# 業務拓展-汽車產品-乙盛的競爭優勢

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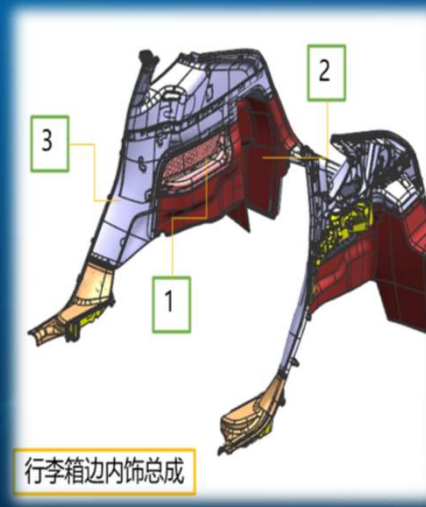
完整的生產設備

成形機台80T~3000T  
沖壓機台110T~2500T、  
檢測設備、清洗線、噴  
塗線、粉烤線、模具廠



高度自動化的生產線

自動給料機、自動點  
焊/鉚接、模內機械手、  
自動防漏氣測試



多元化的生產工藝

點焊、皮革裁切/包覆、  
發泡成型、熱熔結合



完整的全球佈局

從EV切入並北美市場  
為根據地，穩健的向  
外拓展新客戶及新市  
場

# 業務拓展-汽車產品-乙盛的競爭優勢

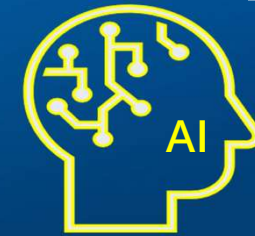
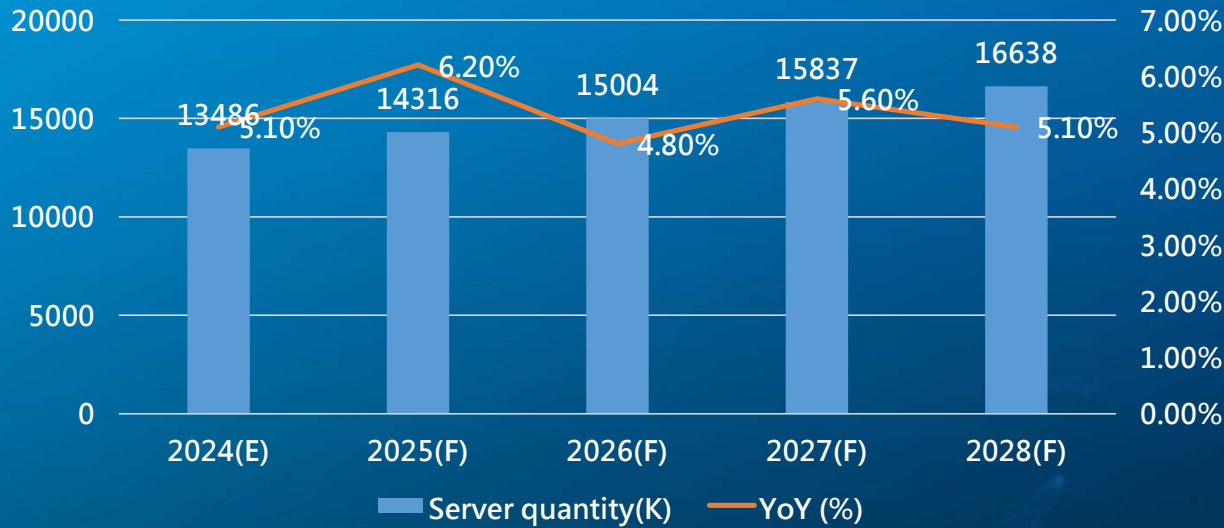
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# Business Development – Network Products (AI-related)

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Computing, Networking, Energy storage, Infrastructure



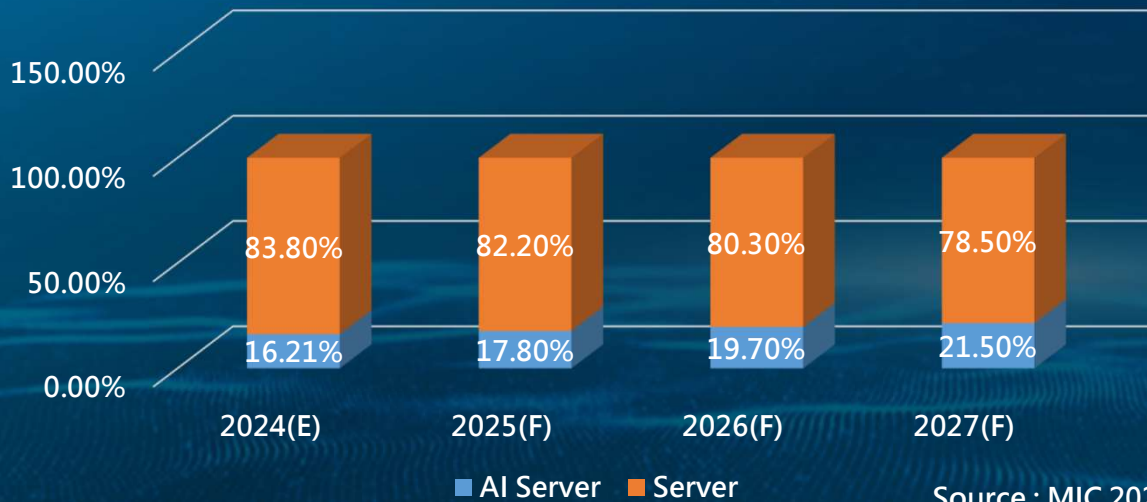
Server



Data Storage



Energy Storage



Application



AI PC

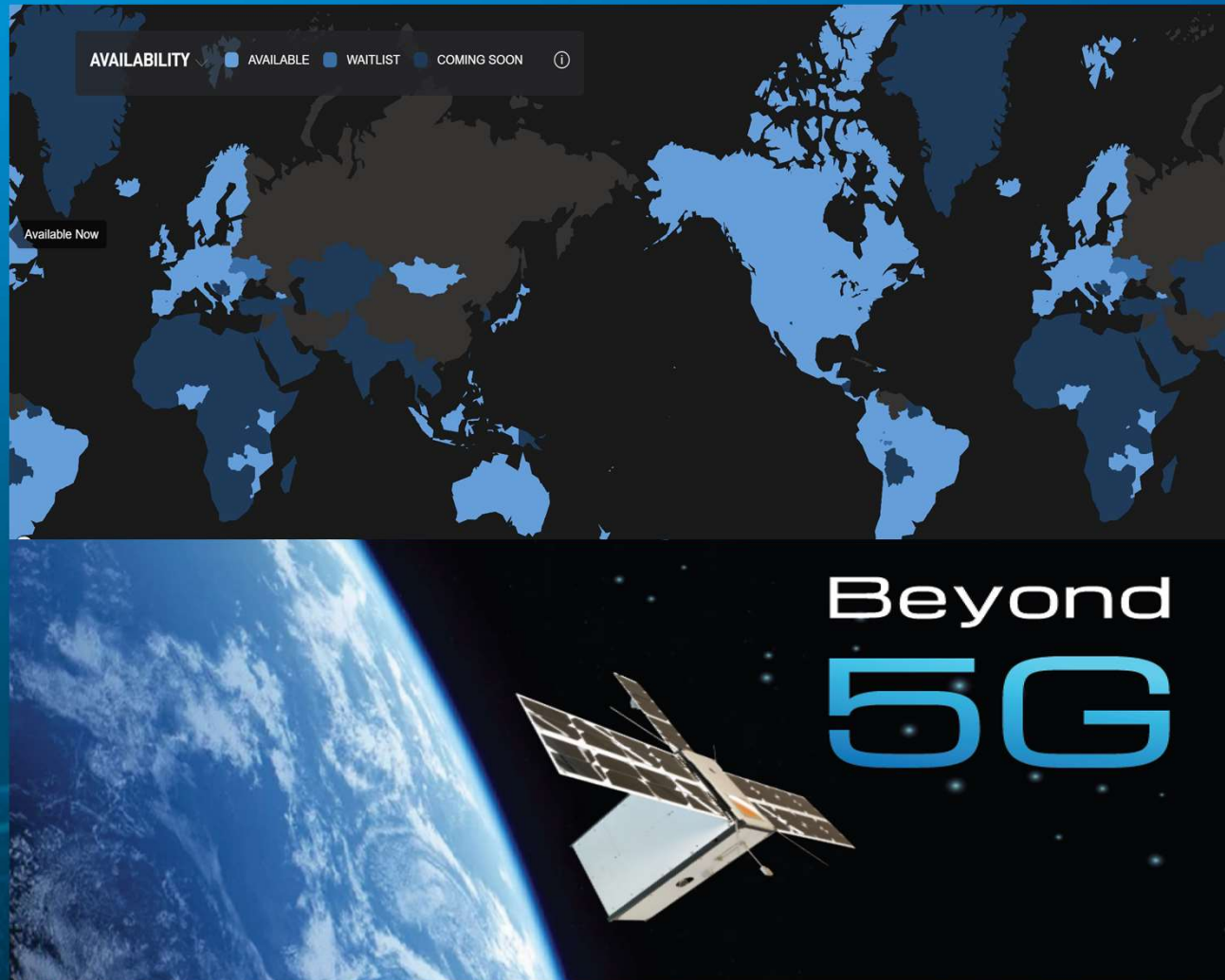


Medical testing equipment

Source : MIC 2024.04

# Business Development – Network Products (low-orbit satellites)

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- ✓ The number of new customers has grown significantly and communication coverage has expanded, driving an increase in foreseeable orders.
- ✓ Next-generation products entering mass production
- ✓ Global service provision
- ✓ From ground receiving equipment to other application equipment for low-orbit satellites

**04 Q & A**

Thank you