

A background image showing a view of Earth from space, with the planet's horizon and surface visible against a starry blue sky. The text is overlaid on this image.

ESON Precision Engineering Co. Ltd.

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2023 Q3

Institutional Investors Conference

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# Financial Overview 2023 Q1~ Q3

01

# Income Statement

(NTD in thousands)	FY 23 Q3	FY23 Q2	QoQ %	FY23 Jan~Sep	FY22 Jan~Sep	YoY %
Operating Revenue	2,733,035	3,140,364	-13%	8,865,279	10,224,481	-13%
Gross Profit	580,754	588,239	-1%	1,792,861	1,528,078	+17%
Operating Income	217,052	236,514	-8%	713,487	499,660	+43%
Pre-Tax Income	224,187	312,885	-28%	754,988	780,212	-3%
Income Tax Expense	83,437	102,589	-19%	241,392	196,193	+23%
Net Income	140,750	210,296	-33%	513,596	584,019	-12%
EPS(NTD)	0.84	1.25	-33%	3.05	3.47	-12%
Gross margin	21.24%	18.73%	+13%	20.22%	14.95%	+35%
Operating Profit Margin (OPM)	7.94%	7.53%	+5%	8.04%	4.89%	+64%
Net profit margin	5.14%	6.70%	-23%	5.80%	5.71%	+2%

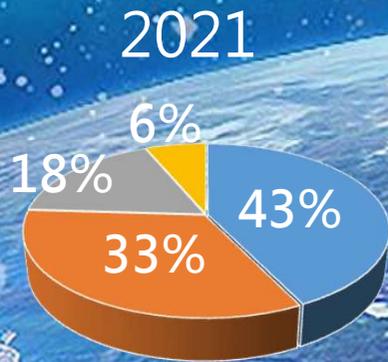
## The numerical trends over the past three years



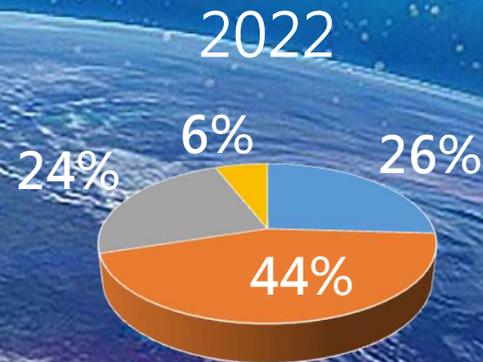
# Product Mix by Quarter



Proportion of Products in



Proportion of Products in



02

# Company Outlook 2023 Q4~ 2024

02

# Outlook for 2023 (YoY)



Revenue

Automotive

Cloud

Consumer

Originally  
Estimated  
Conditions



2023  
Q1~Q3  
Actual



2023 Q4  
Outlook



## Outlook for 2024 (YoY)



Revenue

Automotive

Cloud

Consumer



Affected by factors such as interest rates, inflation, war, etc., overall economic uncertainty remains high.

- Facing a more significant competitive environment. Continuously striving to acquire new customers and gain additional market share.

Industry growth outlook is positive, but the momentum is slowing down. Benefits from factory expansion are gradually becoming apparent. Actively engaging with traditional automotive manufacturers as clients

- The consumer products market is still viewed cautiously in the short term, with a relatively low base period.

03

# Other Topics

## Greenhouse Gas Inventory Information



- The data collection for carbon emissions (Scope 1, 2, and 3) from the North American pilot manufacturing site has been completed and submitted to the verification company for review.



## Photovoltaic Power Usage at Kunshan Plant: :

- From September to September, the plant consumed a total of 2,188,300 kWh of solar power (green energy), resulting in emission reductions of 718 tons of standard coal, 2,182 tons of carbon dioxide, 66 tons of sulfur dioxide, 33 tons of nitrogen oxides, and 2,845 tons of water savings.

## Photovoltaic Power Investment Plan at Wuxi Plant:

- Planning to install a 0.8 MWp distributed rooftop photovoltaic power generation system covering an area of 8,000 square meters.



Replacement of lighting fixtures in the production workshop with LED fixtures.



Enhancing the dust exhaust tower to prevent environmental pollution.



Conducting a water balance test for the tap water system and installing check valves to conserve water resources.



In March, the southern region of Malaysia was hit by heavy rain. The Batu Pahat plant voluntarily formed a team to participate in local government-led post-disaster reconstruction efforts.



The staff union has approved a medical assistance plan for employees and their relatives facing serious illnesses this year. They have also voluntarily participated in donation activities.

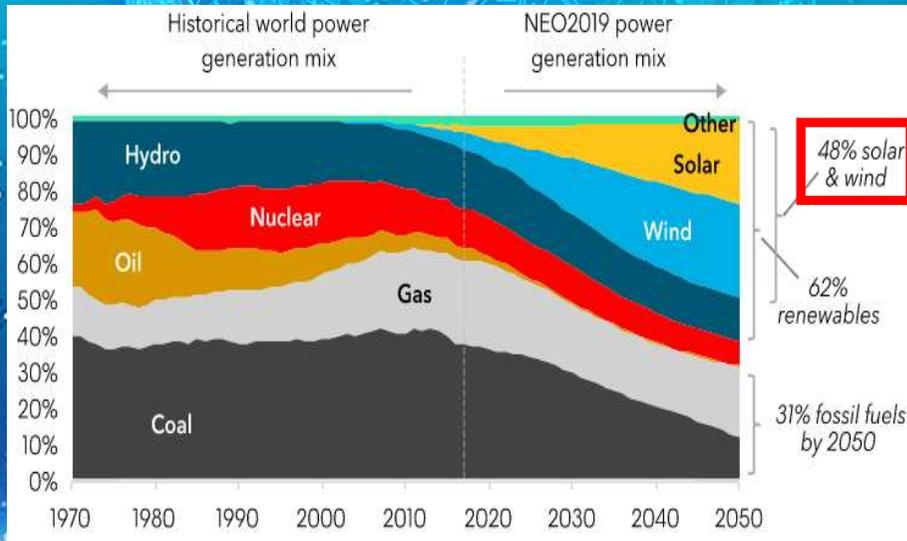
# 03 Business Overview and Outlook

## Low Earth Orbit (LEO) Satellite Business:

In 2023, the LEO satellite business is expected to increase quarter by quarter, with an estimated annual revenue growth of 6% to 9%.

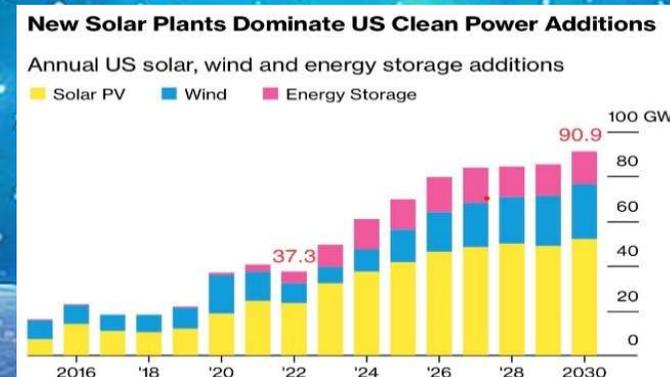
In 2024, the company will continue to collaborate with clients to launch next-generation products, anticipating double-digit growth.

## Energy Industry Business:



Source: BloombergNEF

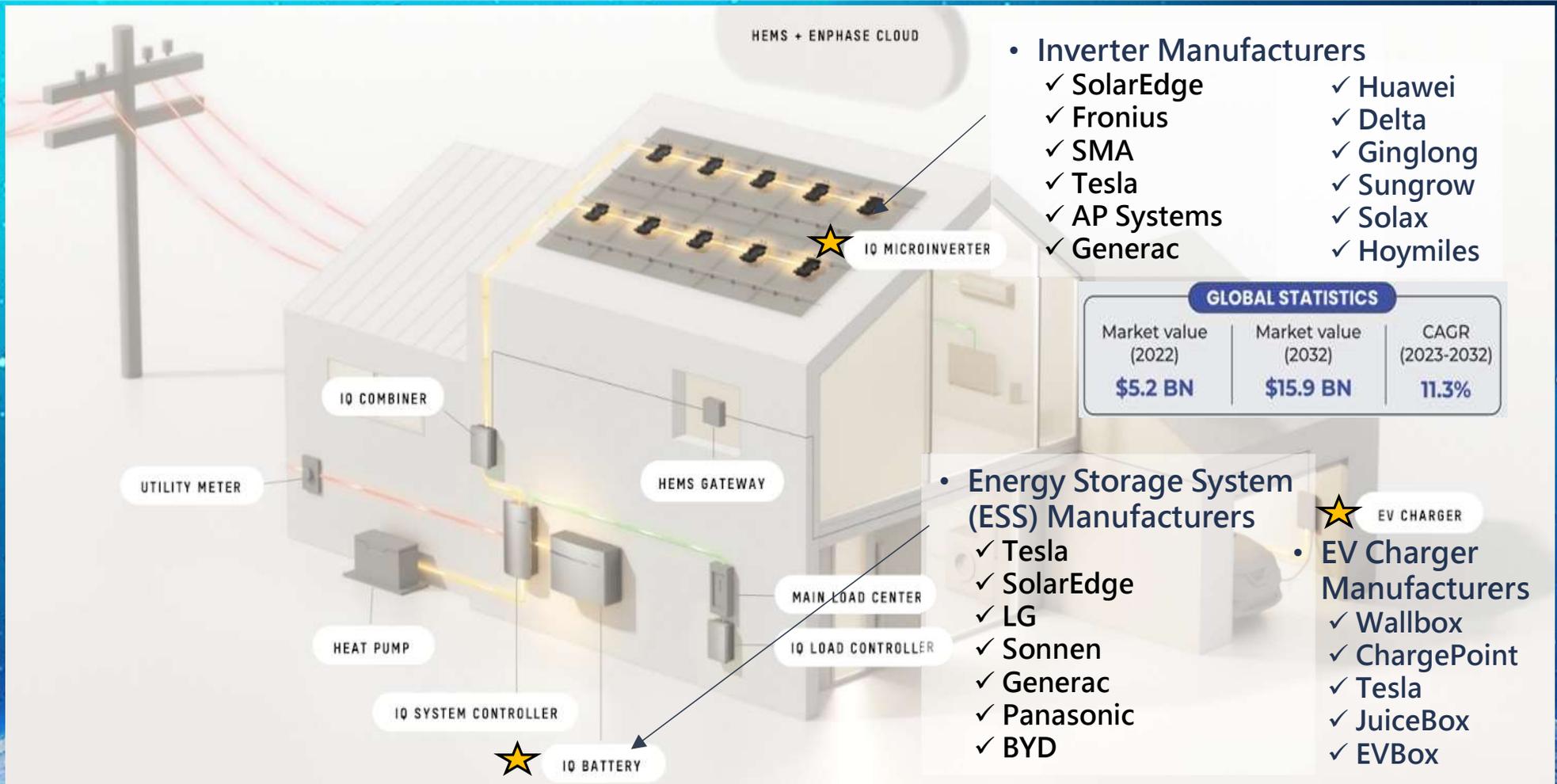
Source: BloombergNEF



Net-zero emissions by 2050, with the most significant growth momentum expected in the renewable energy sector, particularly in wind and solar energy, as well as the energy storage industry.

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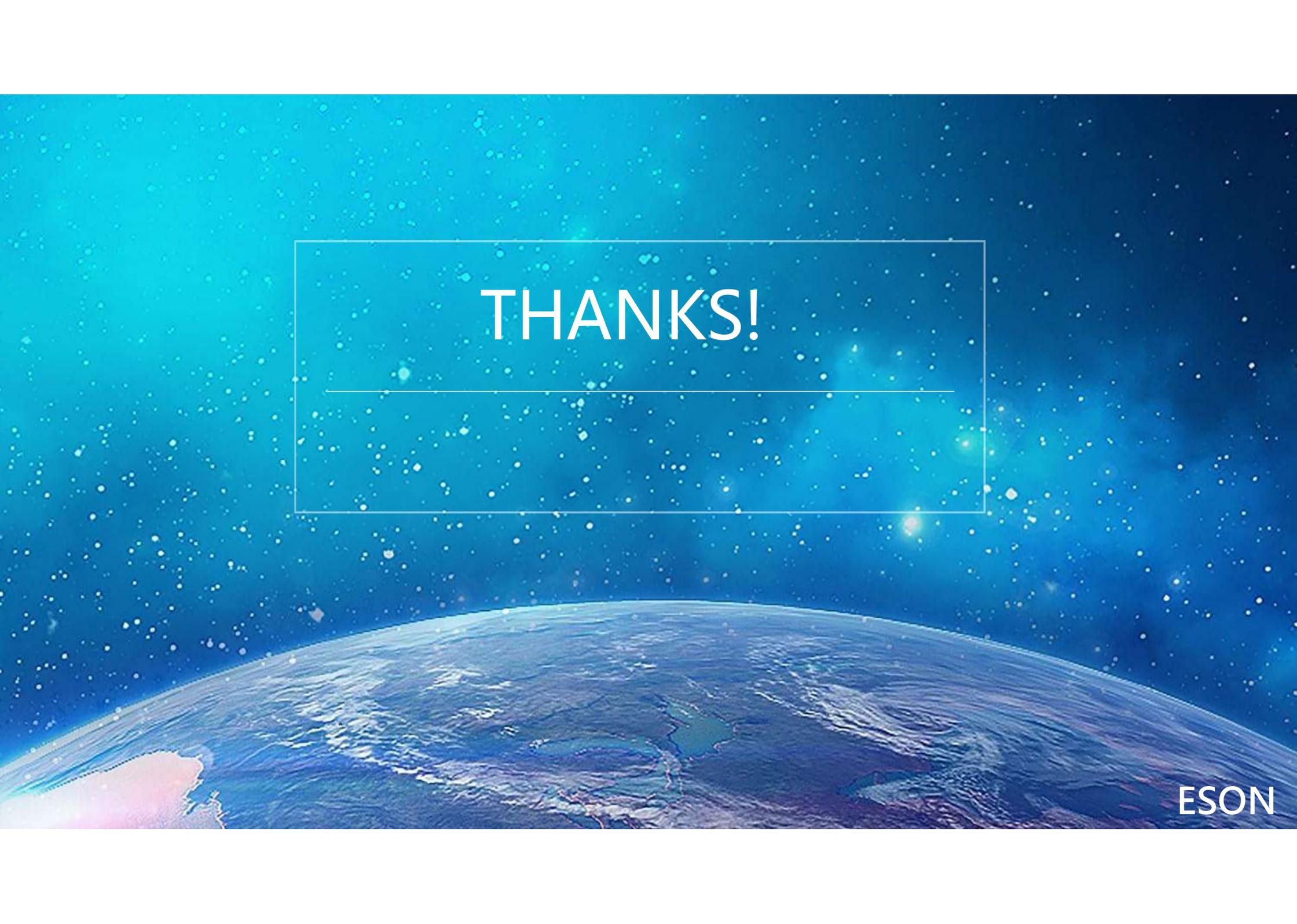
# Business Overview and Outlook



The global energy storage equipment market is projected to have an annual compound growth rate of 27% from 2023 to 2030.

04

Q&A



THANKS!

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