



Asia Metal Industries, INC

Investor
Conference
2023.09.14



Asia Metal Industries, INC.



Disclaimer

- The financial information disclosed in this presentation has not been checked or reviewed by accountants and all information is only for reference.
- The actual future operating results, financial status and business prospects of the Company, may differ from those expressed or implied by such forward-looking information. The reason may come from various risks that the company cannot control.
- Our statements on future outlook represent our company's views regarding the future and the data. Our company does not undertake any obligation to update or correct any forward-looking statements, whetheras a result of new information or future events.

Agenda

- **Company Profile**
- **Products & Service**
- **Competitive Advantage**
- **Technology Application**
- **Financial Results**

Company Profile

Company Overview



Founded at : 1973

Capital : NT\$ 240,503,010

Representative : ZOU,GUEI-CYUAN, Chairman

Headquarter : Yangmei, Taiwan

Factory Area : 14,181.83 m²

2nd Area : 10,741.36 m²

Product positioning :

Roll to Roll(R2R) Precision Coater

Main Product :

Flexible Copper Clad Laminate (FCCL)

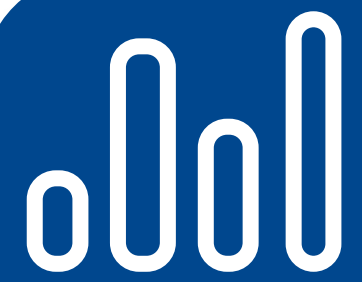
Coating Machine and all kinds of
laminating equipment

Company Profile

Business Model



Experimental
Factory



Marketing
Team



R&D Team
(research and development)



Manufacture
Team



After-sales
Service Team

Products & Service

Core Technology



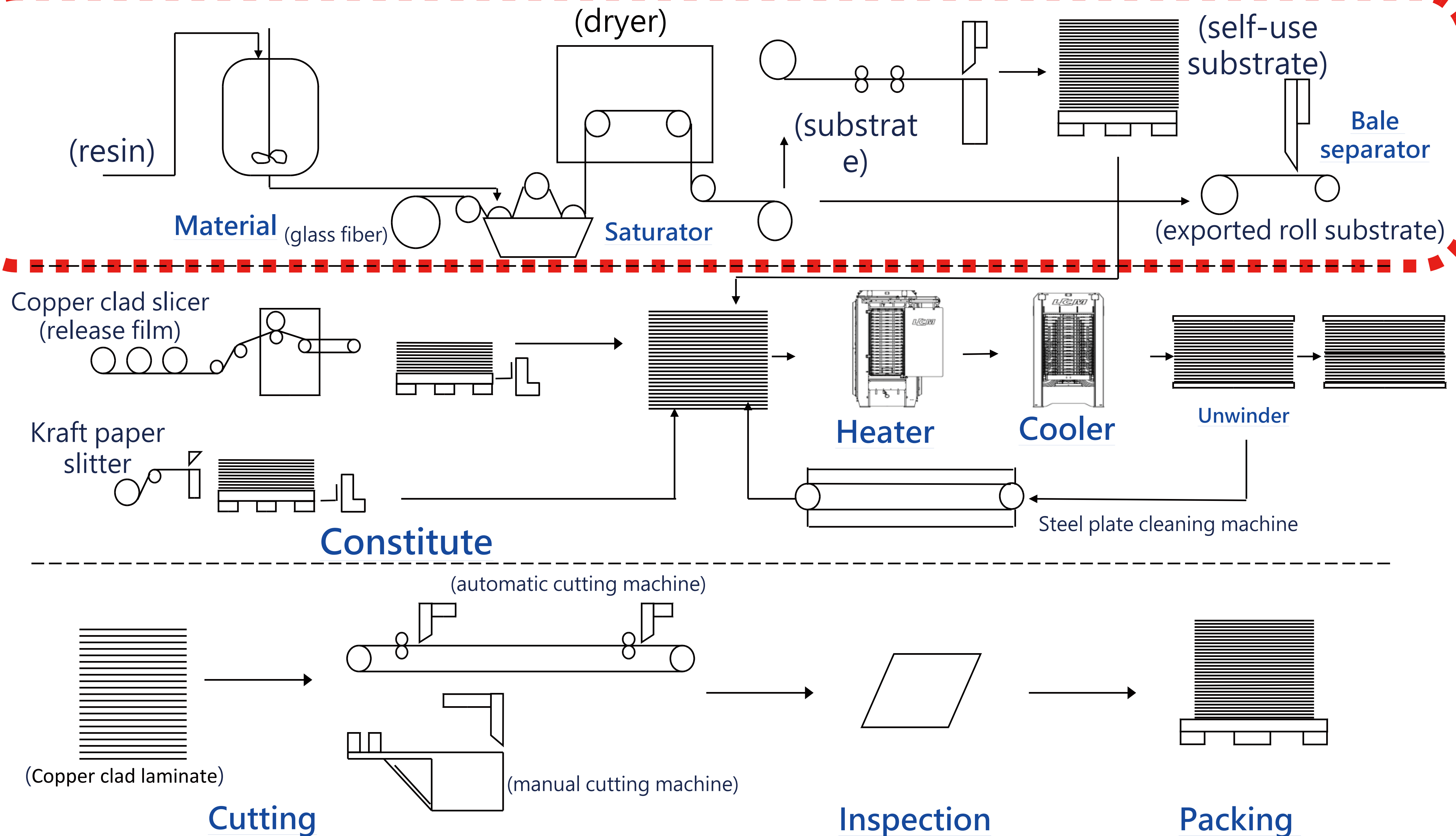
Provide complete services:

From the development \implies design \implies manufacturing \implies installation \implies after-sales service of the Roll to Roll(R2R) Precision Coater equipment!

Products & Service

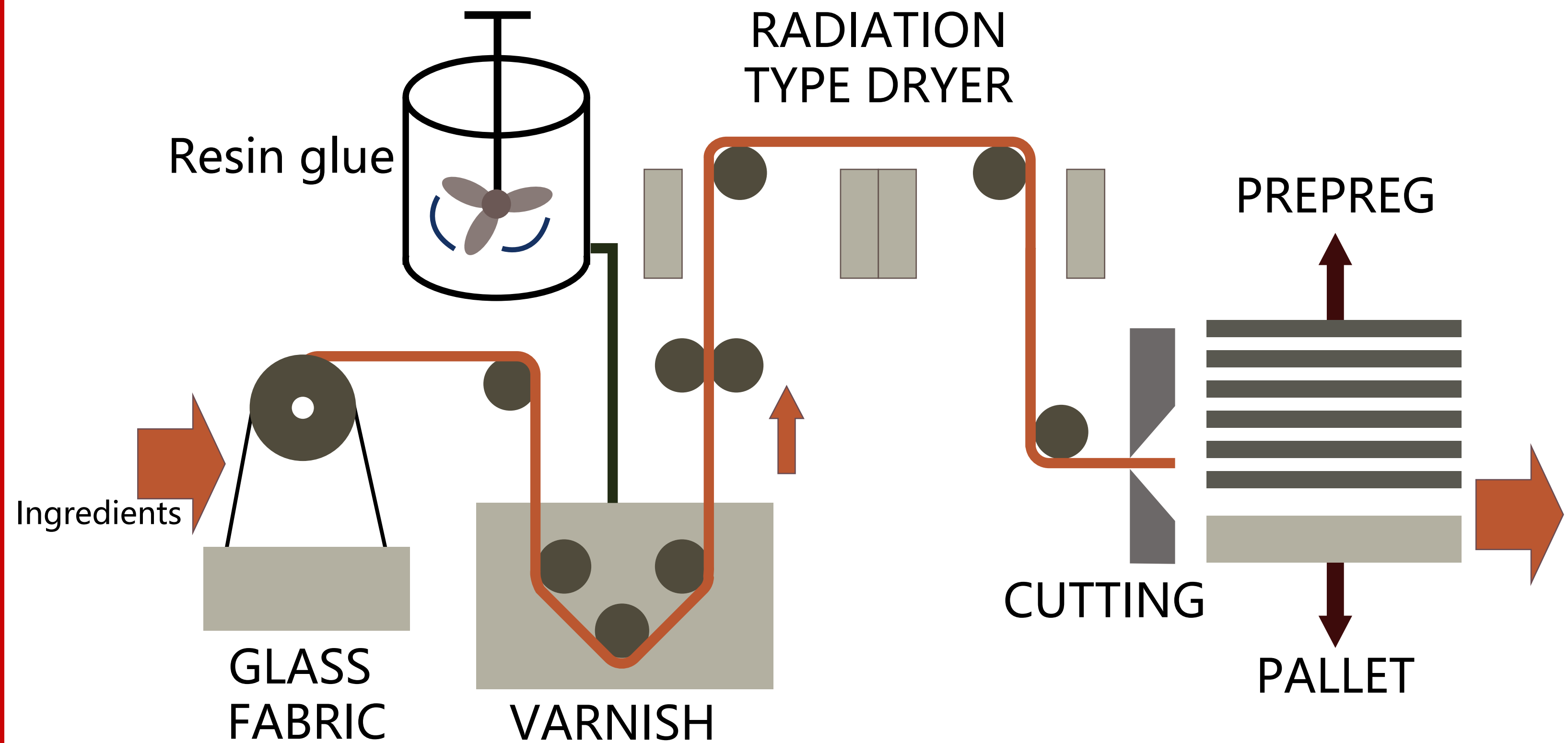
Manufacturing Process- Copper Clad Laminate (CCL)

AMI- CCL PROCESS



Products & Service

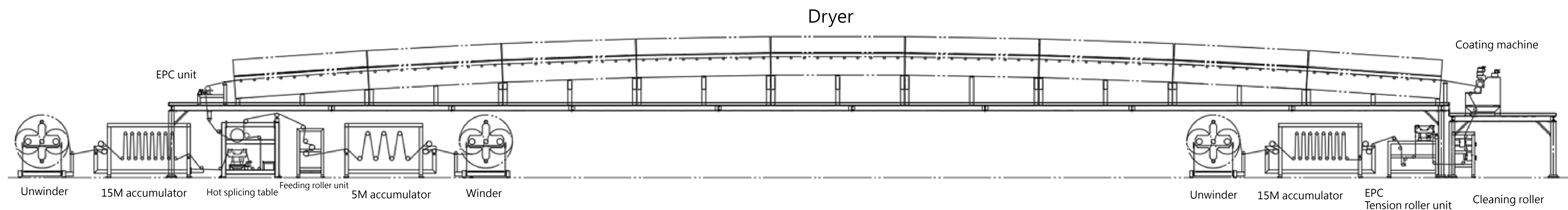
Manufacturing Process- Vertical Equipment



The glass fiber cloth is impregnated with resin, and heat energy is used to volatilize the solvent to carry out a bridging reaction and become a semi-hardened substrate.

Products & Service

Manufacturing Process- Horizontal High-speed Coater



Asia Metal Industries, INC.

Competitive Advantage Market Scale

		无卤型 CCL	高Tg型CCL	高频型CCL	高速型CCL	封装基板用	金属基散热型	树脂基散热型
1	建滔化工 (港)	*	*				*	*
2	生益科技 (中)	*	*	*	*	*	*	*
3	南亚塑胶 (台)	***	***	*	**	**		***
4	松下电工 (日)	***	***		***	***		***
5	联茂电子 (台)	**	**		**			
6	台光电子 (台)	***	**		**			
7	Isola (美)	**	***	**	***	*		
8	斗山电子 (台)	***	**	*	**	*	***	
9	金安国纪 (中)	*	*				***	*
10	日立化成 (日)	**	**	***	**	**	**	
11	台耀 (台)	**	***					
12	三菱瓦斯 (日)	**	*	*		***		
13	金宝电子 (中)							
14	长春 (台)							
15	华正新材料(中)	*	*				***	**
16	上海南亚 (中)	**	**		*			
17	ROGERS (美)	**	**	***	***			
18	住友电木 (日)	***	**			***		
19	宏仁 (台)	**	*					
20	ParkElectr(美)	**	*	***				

* indicates which technology is more capable.

Our customers are all the leading manufacturers of high-end products.

75% of 5G high-speed CCL suppliers are our customers.

Technology Application

CCL,FCCL

Application fields

IOT(internet of things), 5G, Big Data Storage, Smart vehicle, Intelligence appliance, Laptop, Tablet PC, Industrial and medical application products, Smartphones, Wearable device.



R & D results

- Mass production #1000 Glass Fabric.
- Oven with hot stainless steel plate.
- Winder automatically cut and change the fabric.

Technology Application

TP thermoplastic carbon fiber

Application fields

Aerospace engineering,
Medical materials,
Transportation, Sports
equipment, Architecture,
Industrial robot manipulator,
Automatic production line,
Energy etc.

R & D results

Double steel belt hot press,
hot pressing temperature
up to 270°C °.

R & D direction

Developed high temperature
resistant (380 °C) pressure roller
and improve the production
efficiency of dry hot pressing.



Technology Application

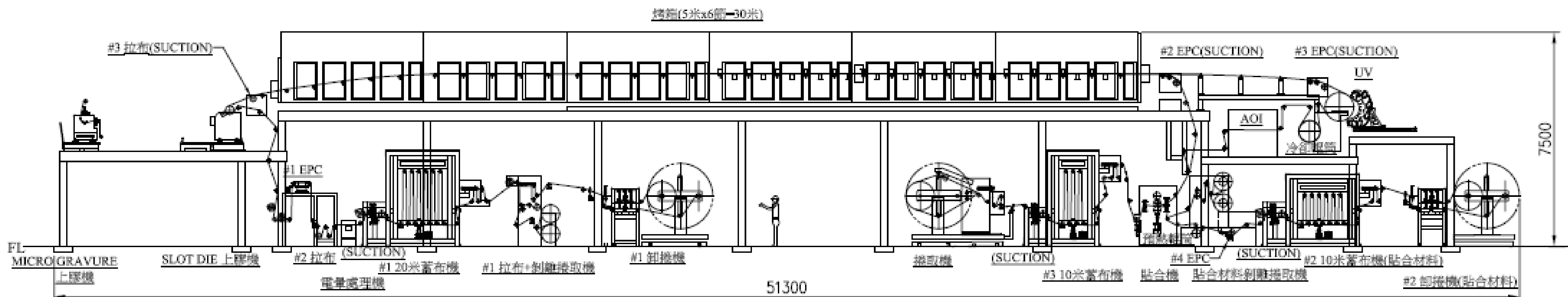
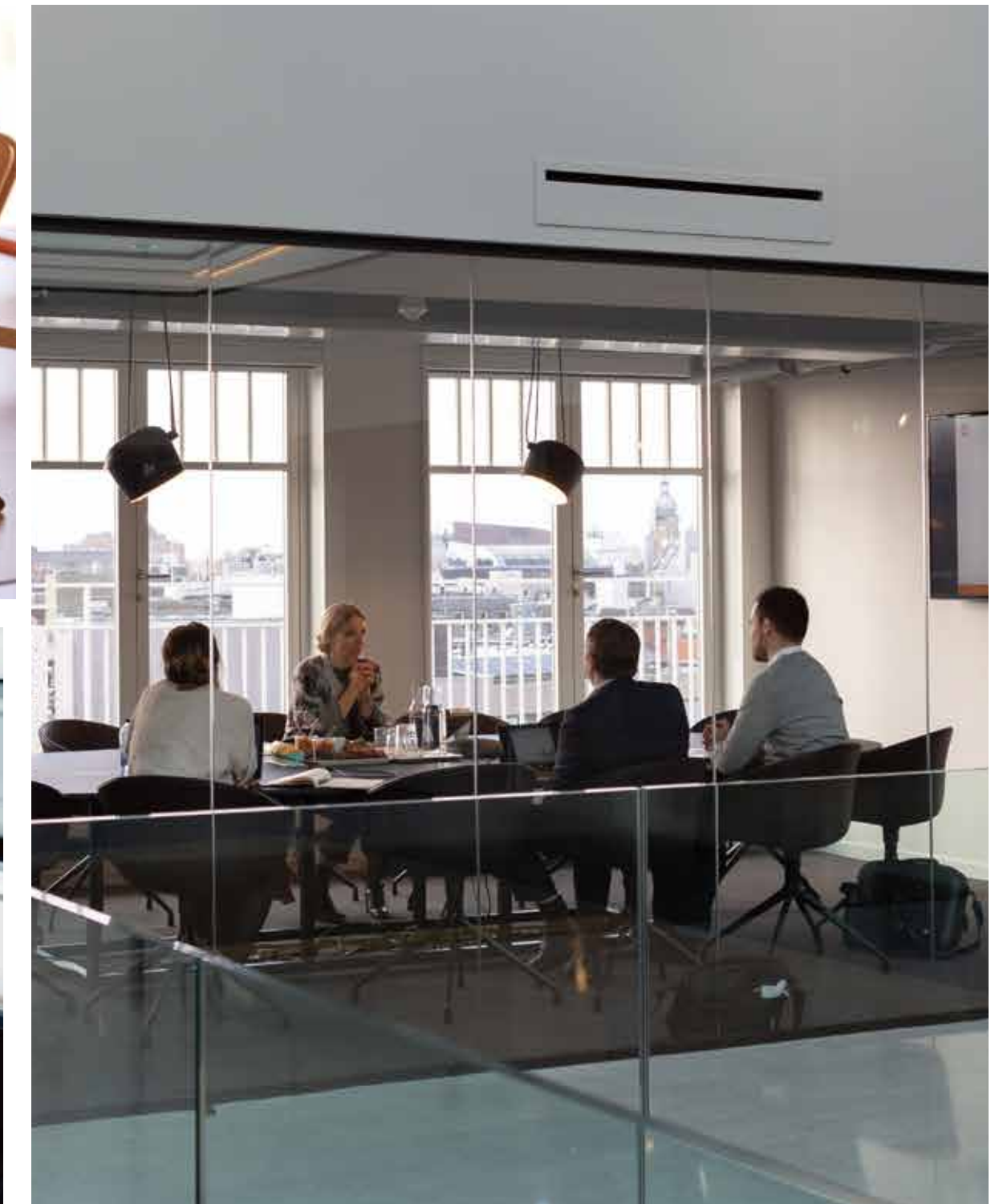
Silver Nanowire Coating Machine

Application fields

Slim Touch Panels for Large-sized Capacitive Touch Screens, Smartphones, Writing Tablets, Polymer Dispersed Liquid Crystal (PDLC).

R & D direction

- Develop Slot Die Optical Film Coater.
- Upgrade the dust-free oven to level 100.
- Silver Nanowire Coating TD/MD up to 1.0 ($\pm 10\%$).

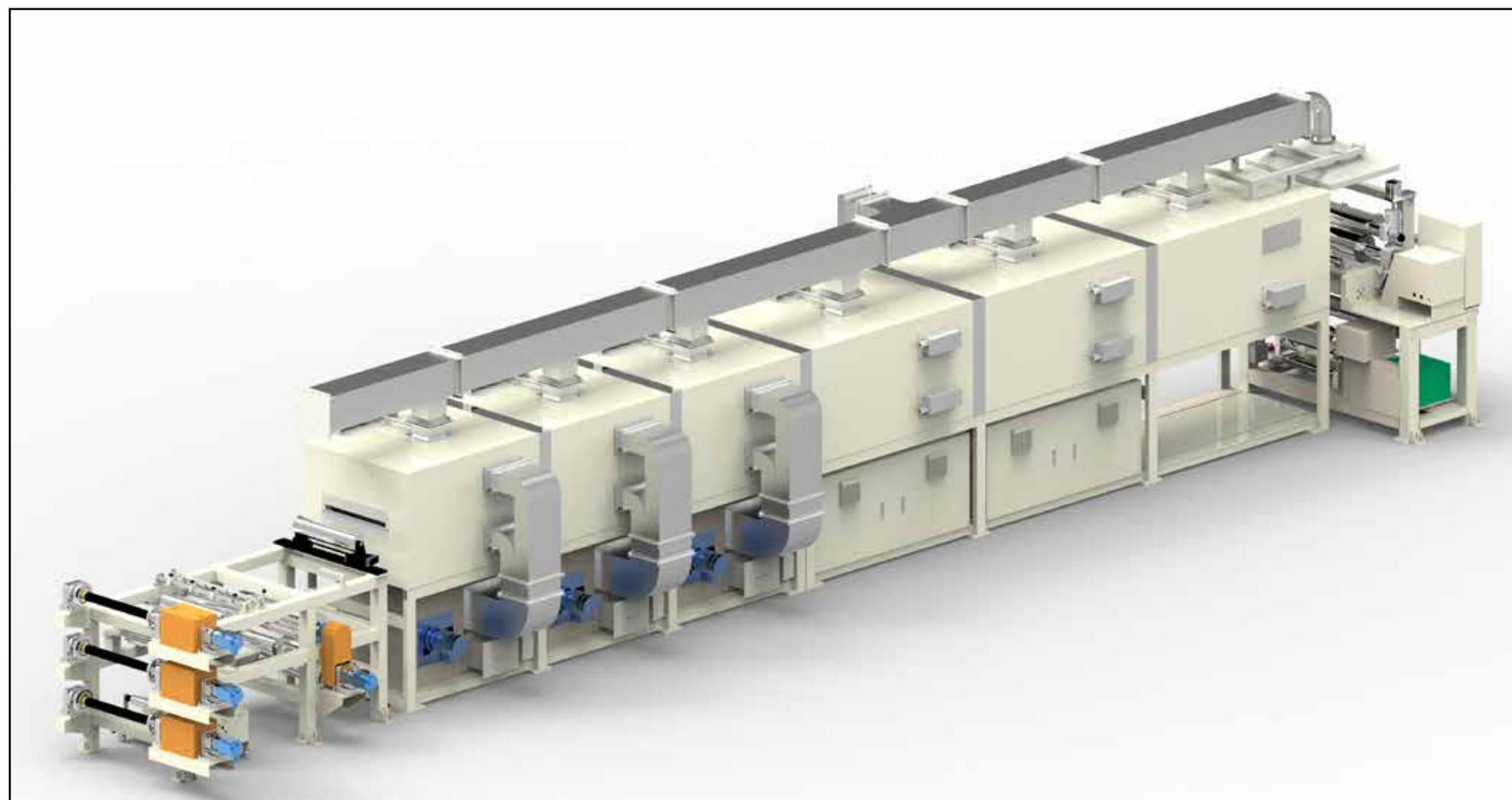


Technology Application

MLCC, LTCC

Application fields

Electric vehicle, Autonomous car,
Smartphones, Laptop,
Industrial application.



R & D results

- MLCC thickness is upgrade from 3um to 2um.
- Develop Tension Die MLCC coating machines.
- LTCC thickness is up to 300um.

Financial Results

Consolidated income statement (recent)

(NT\$ million)

	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>
Total Revenue	779.03	969.46	1,250.63	1,455.60
Gross Profit	222.97	240.48	286.69	246.30
Operation Expenses	107.96	108.47	118.50	134.41
Operation Income	115.01	132.01	168.19	111.89
Non Op Income	5.20	-34.27	-20.11	138.43
Pre-Tax Profit	120.20	97.74	148.08	250.32
CNI _(Consolidated Net Income)	93.56	73.58	121.17	200.12
EPS(NT\$)	<u><u>5.18</u></u>	<u><u>4.02</u></u>	<u><u>5.75</u></u>	<u><u>8.83</u></u>

Financial Results

2023/Q1~Q2 Consolidated Income Statement

	2023		2022		(NT\$ million)	
	Q1~Q2	%	Q1~Q2	%	YoY	%
Operating Revenue	668	100	716	100	(48)	-7
Operating Costs	(547)	-82	(553)	-77	(6)	-1
Gross Profit	121	18	162	23	-41	-25
Operating Expenses	71	11	69	10	2	3
Operating Profit	50	7	94	13	(44)	-47
NNOI	18	3	87	12	(69)	-79
Pre-Tax Income	68	10	181	25	(113)	-62
Tax Benefit	(14)	-2	(37)	-5	-23	-62
Net Income	54	8	144	20	(90)	-63
EPS(NT\$)	2.27		6.41		(4.14)	

Financial Results

2023/Q2 Consolidated Income Statement

					(NT\$ million)	
	2023 Q2	%	2022 Q2	%	YoY	%
Operating Revenue	325	100	368	100	(43)	-12
Operating Costs	(273)	-84	(293)	-80	-20	-7
Gross Profit	52	16	75	20	(23)	-30
Operating Expenses	38	12	37	10	1	3
Operating Profit	14	4	38	10	(24)	-62
NNOI	15	5	34	9	(19)	-56
Pre-Tax Income	29	9	71	19	(42)	-59
Tax Benefit	(6)	-2	(14)	-4	-9	-64
Net Income	24	7	57	15	(33)	-58
EPS(NT\$)	0.99		2.52		(1.53)	

Financial Results

Consolidated Income Statement for the Last Four Quarters

(NT\$ million)

	2022 Q3 %		2022 Q4 %		2023 Q1 %		2023 Q2 %	
Operating Revenue	403	100	337	100	343	100	325	100
Operating Costs	(364)	-90	(292)	-87	(274)	-80	(273)	-84
Gross Profit	39	10	45	13	68	20	52	16
Operating Expenses	30	7	36	11	33	10	38	12
Operating Profit	9	3	9	3	35	10	14	4
NNOI	65	16	(14)	-4	3	1	15	5
Pre-Tax Income	75	19	(5)	-1	38	11	29	9
Tax Benefit	(15)	-4	0.9	1	(8)	-2	(5)	-2
Net Income	60	15	(4)	-1	30	9	24	7
EPS(NT\$)	2.65		(0.22)		1.29		0.99	

Financial Results

EPS & Dividend

	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>
EPS	5.18	4.02	5.75	8.83
Dividend	2	2.5	3	4
Cash Dividend	2	2.5	3	4
Stock Dividend	0	0	0	0



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THANK YOU
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