



AMPLE Electronic Technology Co., LTD

2024

Investor Meeting

2024.8.22

- **The presentation and discussion contain certain forward-looking statements with respect to the results of operation, financial condition and current expectation.**
- **The forward-looking statements are subject to known and unknown uncertainties and risks that could cause actual results to differ materially from those expressed or implied by such statements. Such risks and uncertainties include but are not limited to the impact of competitive products and pricing, timely project acceptance by our customers, timely introduction of new technologies, ability to ramp new needs into products, financial stability in end markets, and other risks that AMPLE can not control.**
- **The forward-looking statements in this release reflect the current belief of AMPLE as of the date of this release and AMPLE undertakes no obligation to update these forward-looking statements for events or circumstances that occur subsequent to such date.**



- Established: **June 8, 2007**
- Capital: ~ NTD \$ 321 Million
- Main Products :
Customized **Conductive Paste**
(Cu paste & Ag paste)
- Location :
**No.32, Dayou 3rd St., Daliao Dist,
Kaohsiung City, Taiwan**

Passive Components

(Capacitor, Incuctor, Resistor)

- Ag paste
- Pd/Ag paste
- Cu paste
- Ni paste

New Materials

- Al

Semiconductor, LED Package:

- Ag paste

Touch Panel:

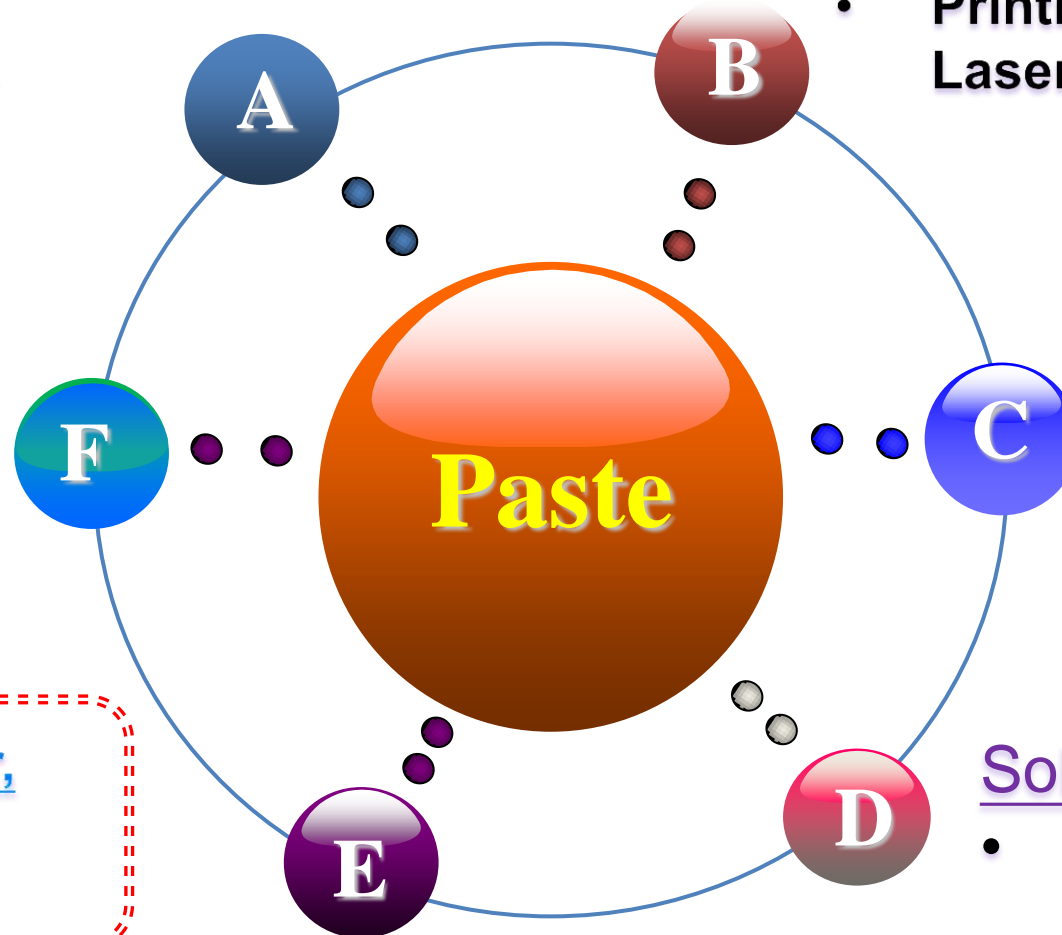
- Printing type
- Laser Etching type

Membrane Switch:

- Ag paste

Solar Cell:

- Rear Ag paste



Consumer electronics&Automotive electronics

Incuctor

- High temperature internal/external electrodes
- Low temperature external electrode
- Photolithography silver

Capacitor

- High voltage products

Resistor

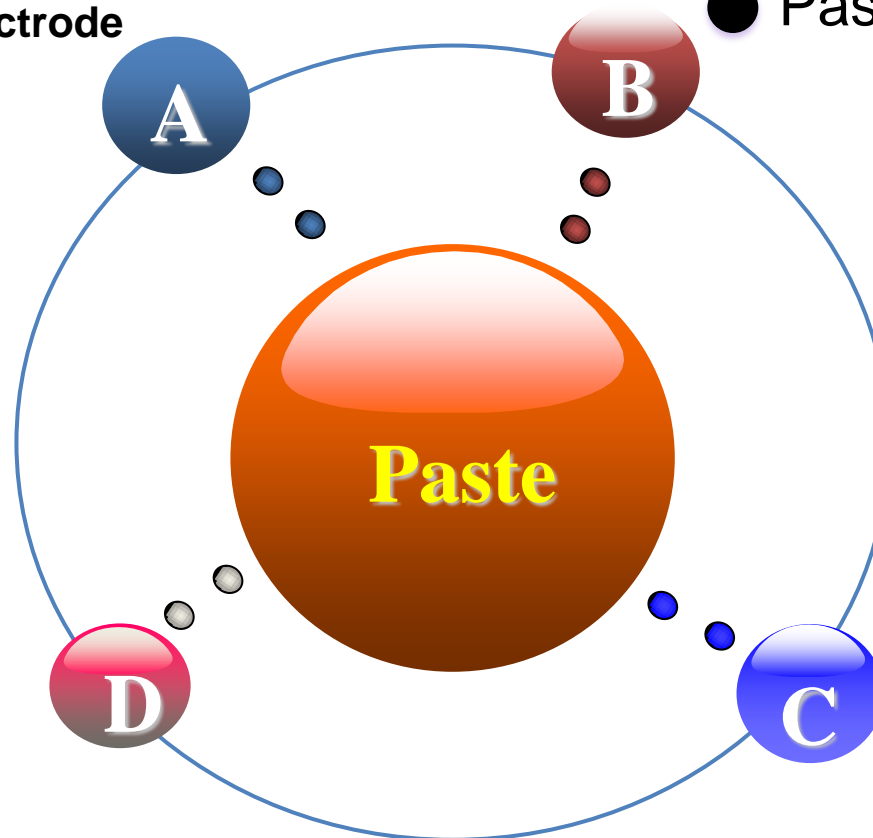
- Base metal material

IC/Semiconductor

- High power IC

Energy Storage System (BMS/PCS)

- Passive components



AI

AMPLE **top R&D team and manufacturing capability** to create products that meet customer needs

Simulate customer product lines and complete inspection processes and provide the **Best Quality**

Advanced **Manufacturing Technology** Capability

Intensive discussions with customers and **complete testing** after sample delivery

Advanced **R&D capability** helps design of customer's products

Grasp our customers

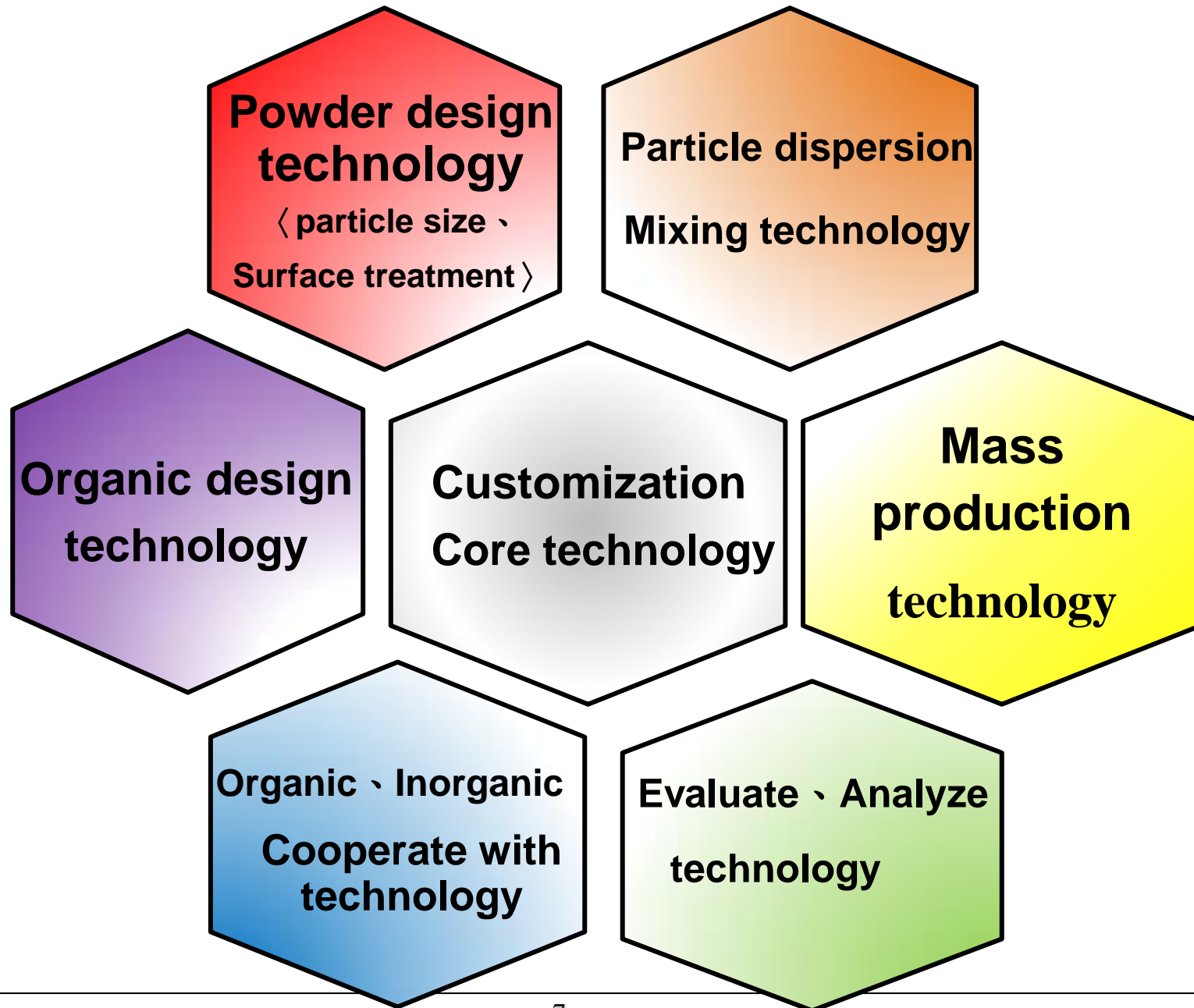


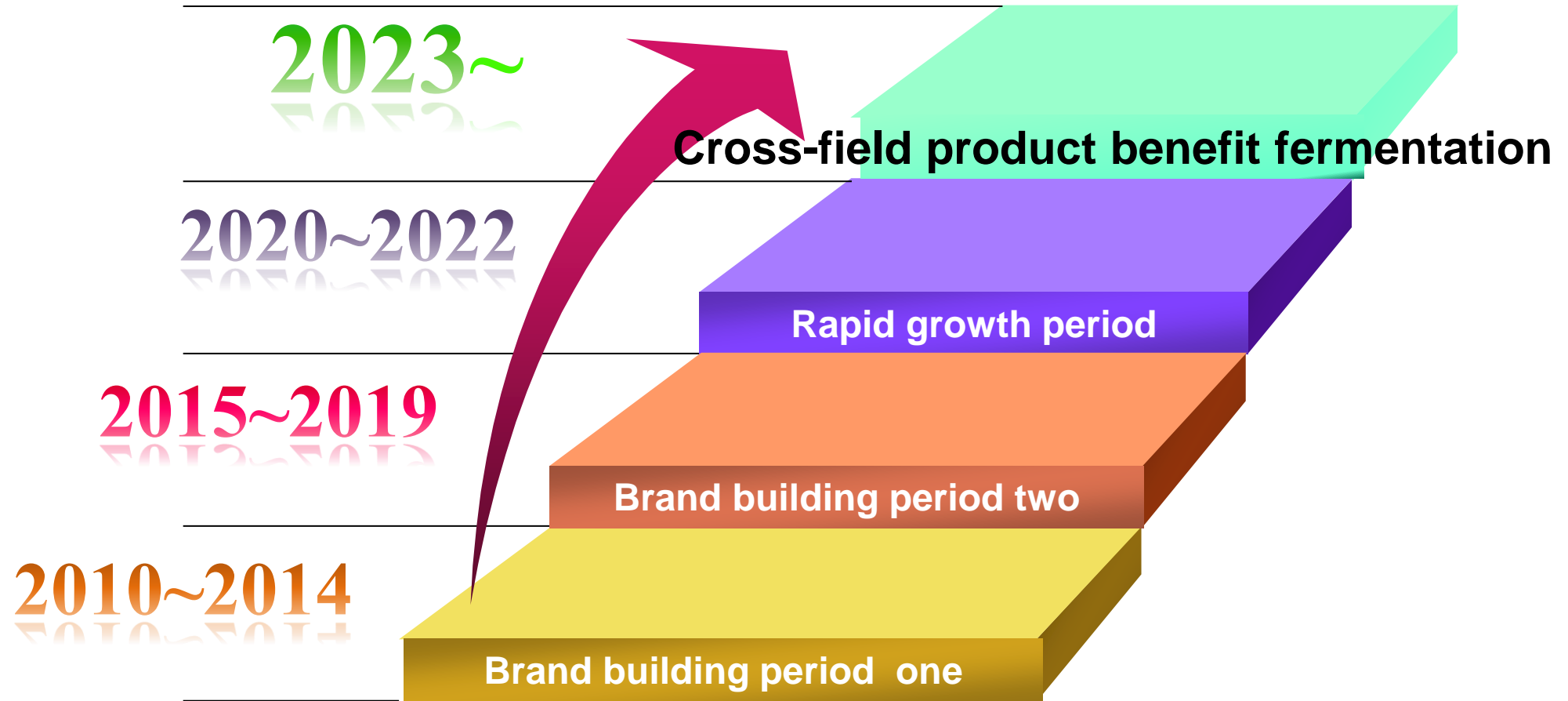
UP

AMPLE is the **leader** in the market.

Our formulation development and product customization capabilities **raise the entry barriers**

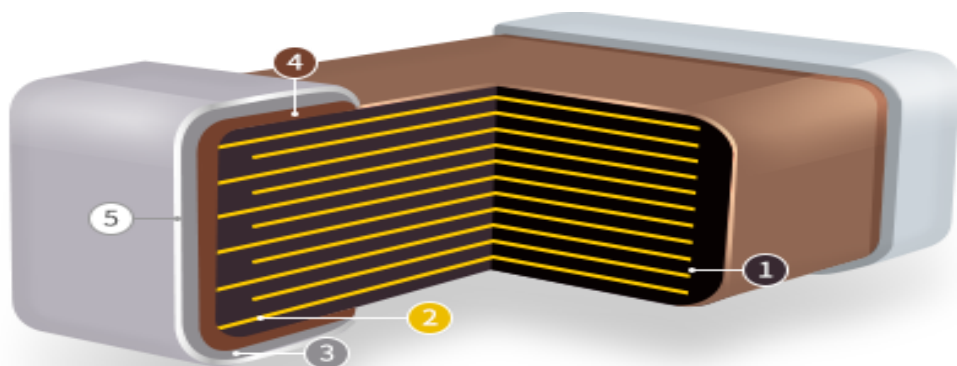
Core Technology





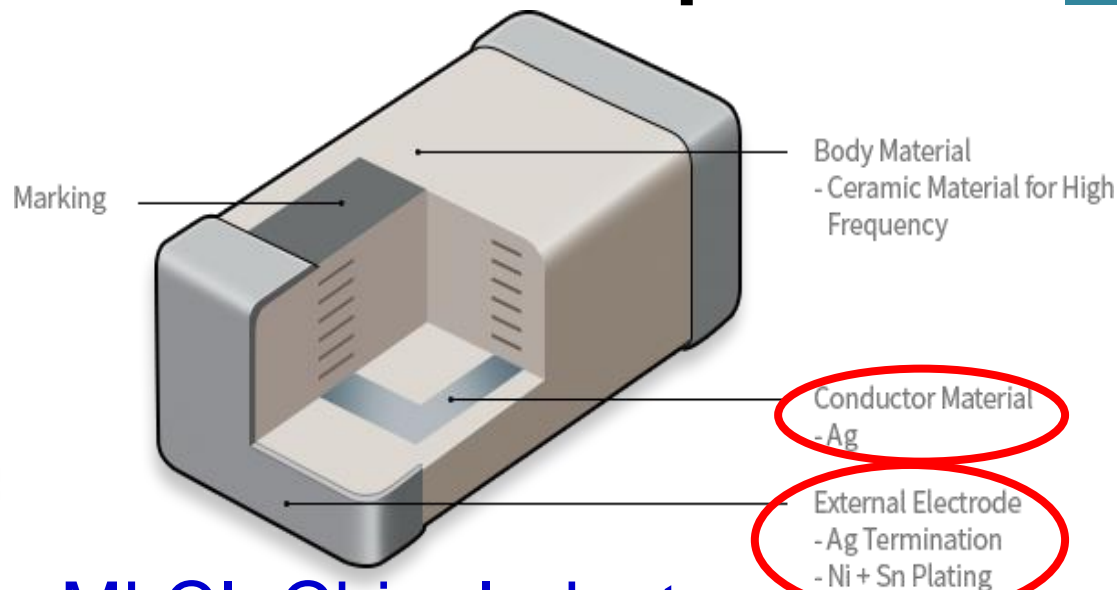


MLCC Capacitor

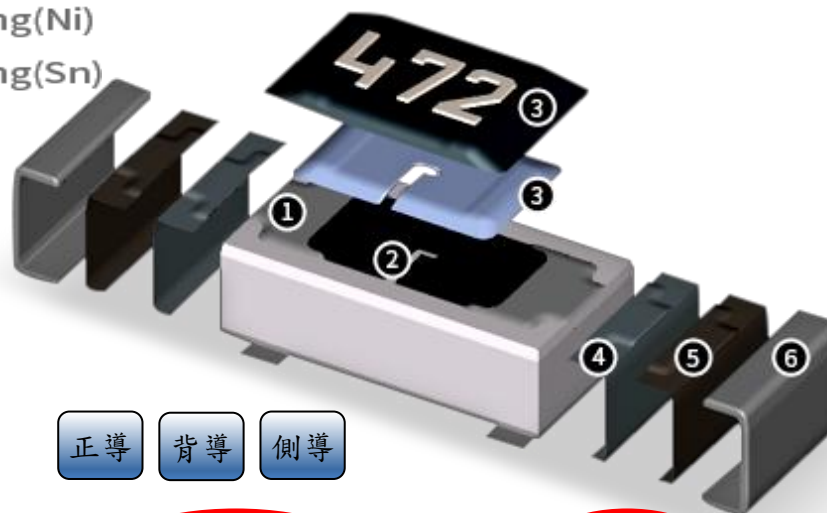


- ① Ceramic body
- ② Electrode(Ni/Cu*)
- ③ Plating(Ni)
- ④ Termination (Cu or Cu+Metal Epoxy)
- ⑤ Plating(Sn)

* Internal Cu electrode is only applied to limited products.



MLCI Chip Inductor



正導 背導 側導

- ① Electrode (Ag)
- ② Resistor
- ③ Overcoat

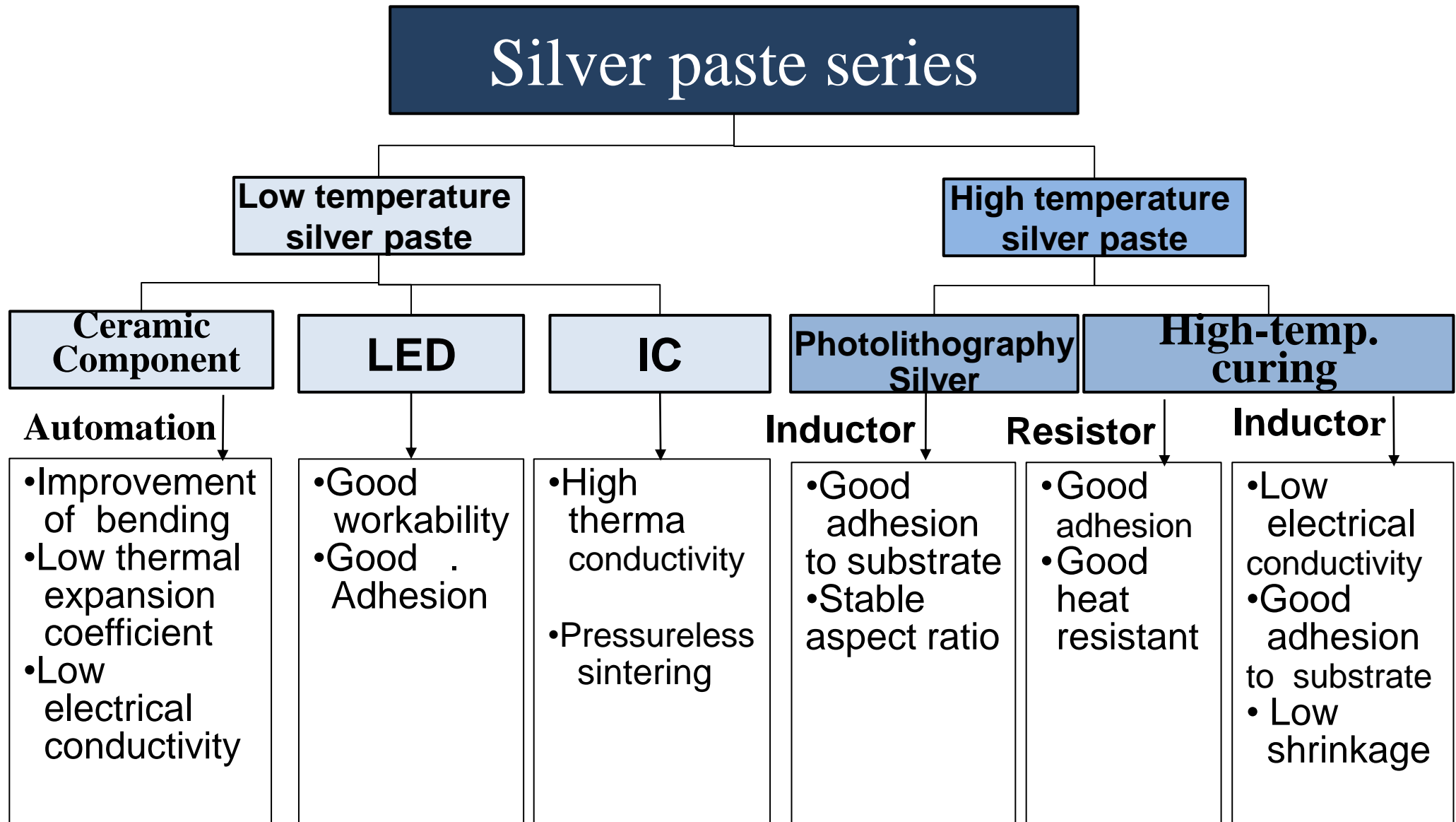
- ④ NiCr
- ⑤ Ni
- ⑥ Sn

G2 絕緣膠

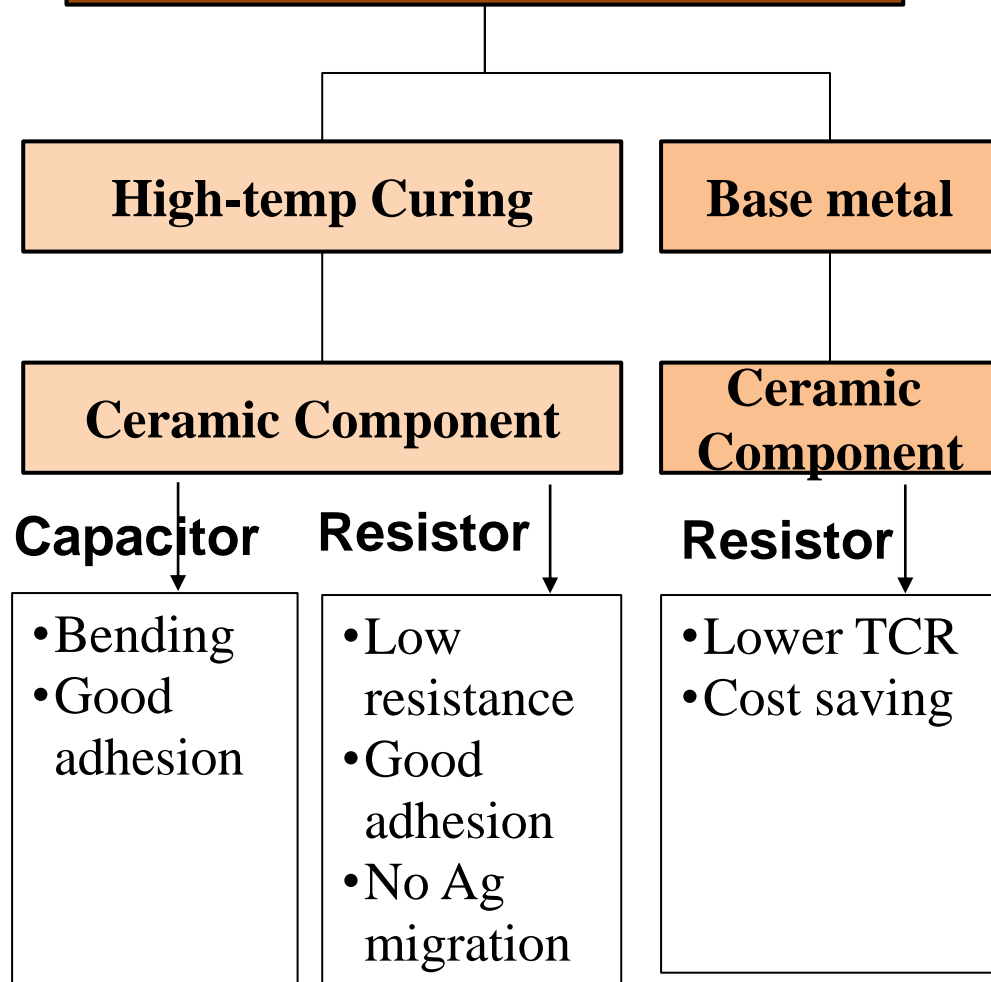
Chip Resistor



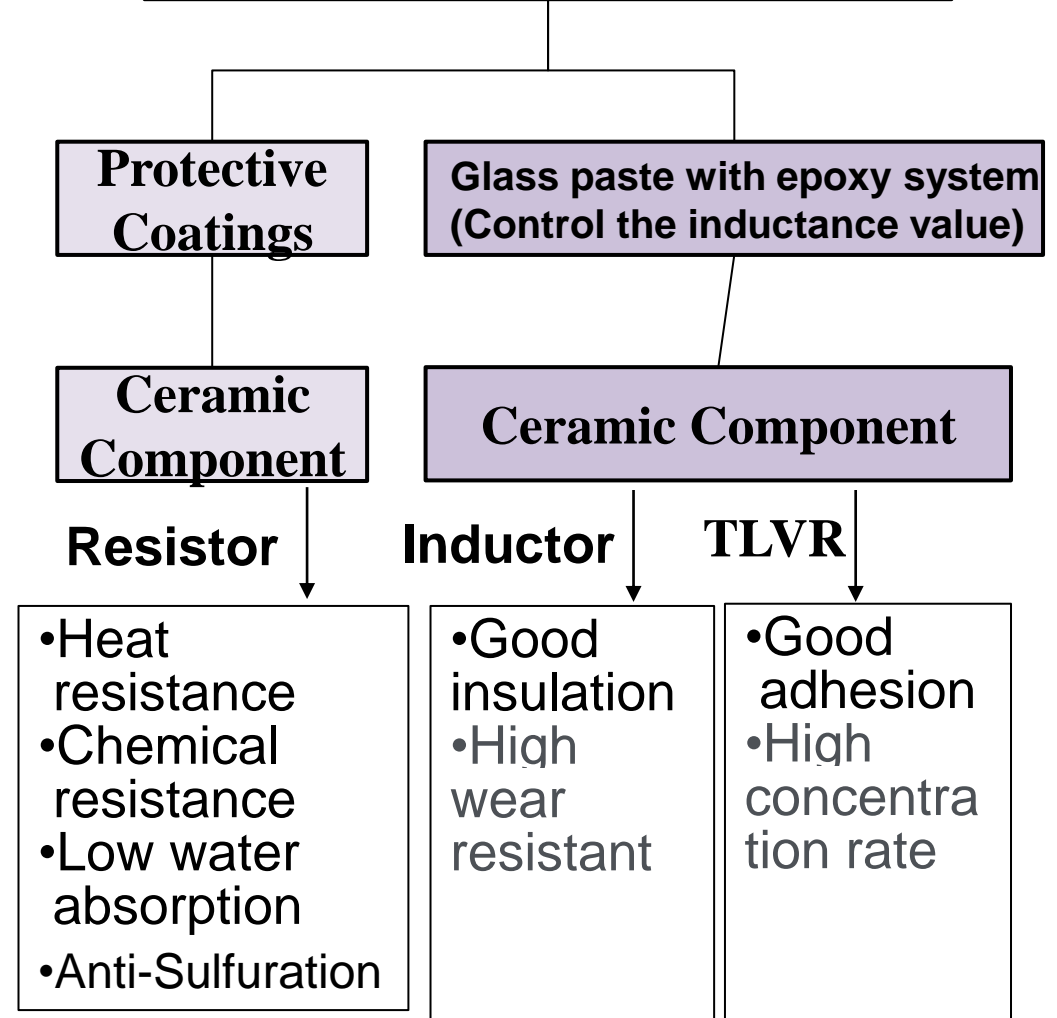




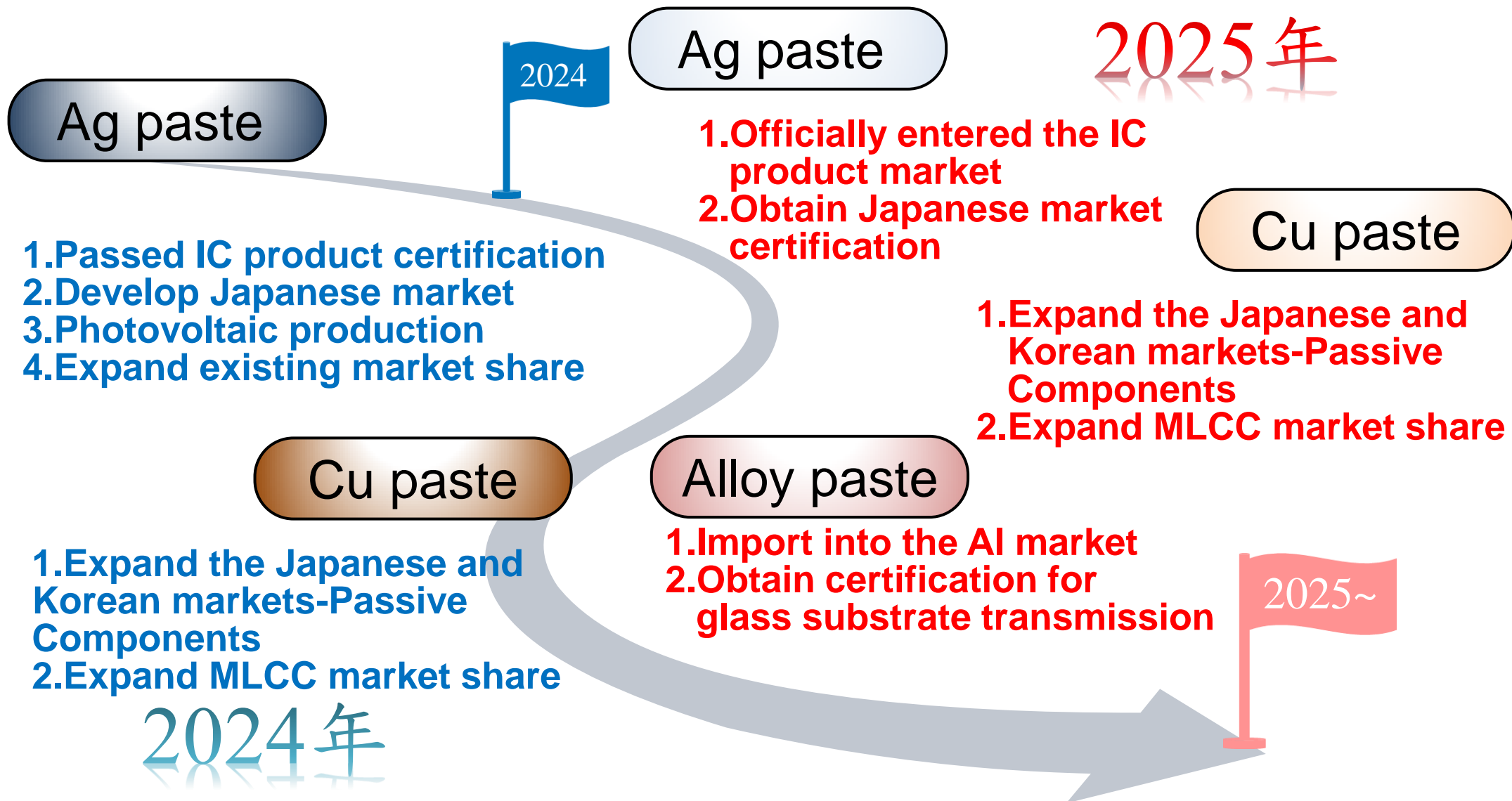
Cu paste series



Non-metal paste



Development Milestones



Expand **ESG** certified products to promote the market to reduce carbon emission pollution and integrate with the world's zero pollution



資料來源：經濟部統計處「工業產銷存動態調查」。

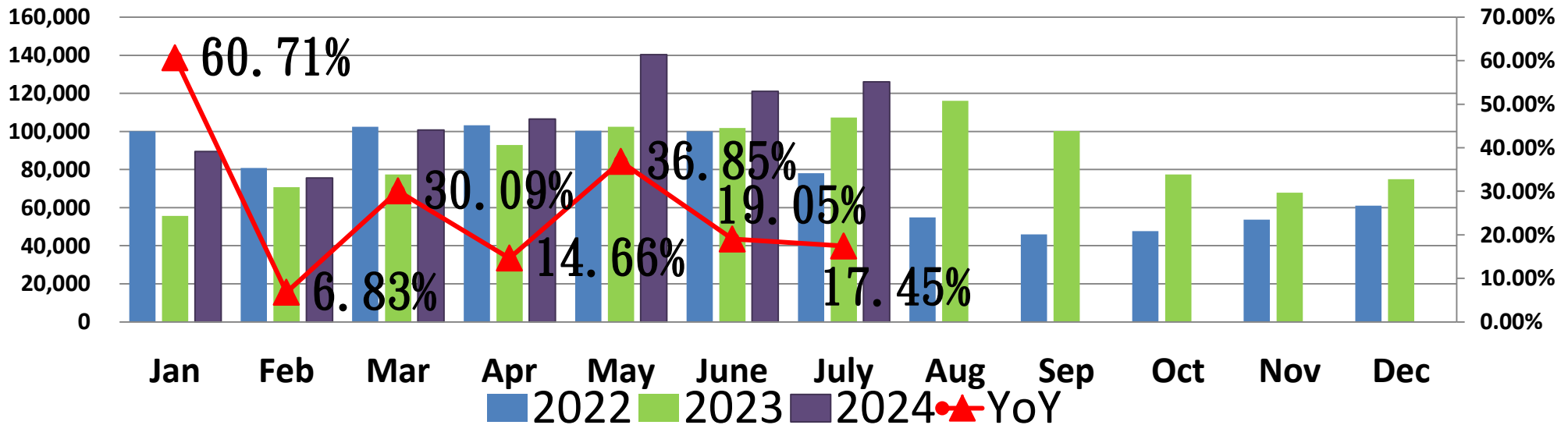
The output value of passive components has been experiencing negative growth for two consecutive years. Although demand for consumer electronics terminals is still weak this year, AI servers and other products have made up for the gap. The Ministry of Economic Affairs believes that growth is expected to turn positive this year.

(Photo source/Ministry of Economic Affairs)

2024 Monthly Revenue

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Accumulated
2021	134,517	140,857	146,066	154,568	155,720	162,519	166,611	165,828	162,539	131,852	112,998	101,094	1,735,167
2022	100,068	80,781	102,422	103,193	100,299	100,052	78,029	54,894	45,927	47,703	53,678	61,045	928,090
2023	55,712	70,767	77,474	92,910	102,508	101,741	107,330	116,087	100,286	77,414	67,862	74,912	1,045,002
2024	89,533	75,599	100,786	106,535	140,287	121,125	126,057						759,922
YoY	60.71%	6.83%	30.09%	14.66%	36.85%	19.05%	17.45%						
MoM	19.52%	-15.56%	33.32%	5.70%	31.68%	-13.66%	4.07%						

2024 Monthly Revenue



	Ag	Cu
Selling price	<p>The pricing formula is negotiated when the customer imports and approves</p> <p>Selling price = (silver price * silver content) + processing fee</p>	<p>The Cu paste price is negotiated at the time of import approval, and the price is fixed, no linked to the copper price.</p>
Material cost	<p>When a customer places an order, AMPLE places an order simultaneously with the supplier. The increase or decrease in the silver price is absorbed by the customer and does not affect the profit per kilogram of silver paste.</p>	<p>Even if the price of copper currently rises to US\$10,000 per metric ton, it is equivalent to US\$10 per kilogram.</p> <p>However, the price of copper powder on the market is 60-80 US dollars per kilogram.</p> <p>Copper ingot account for a very low proportion of copper powder materials.</p> <p>Copper price fluctuations are still within an acceptable range. Suppliers will not reflect the increase in copper prices.</p> <p>Therefore, the purchase of copper powder is at a fixed price and is not affected by rising copper prices.</p>
Gross margin	<p>The gross profit margin will be affected by the price of silver. When the price of silver rises, the gross profit margin will decrease slightly, and vice versa.</p>	<p>Therefore, the gross profit margin of copper paste is not affected by the rise and fall of copper prices.</p>

Ag vs Cu Metal prices

KITCO®			
Thu 15 Aug-2024 16:36		Auto-update	
The Spot Market is Open		Closes in 12 hrs. 25 mins	
Precious Metals —	USD ▼	KILO ▼	1
Updated at	Bid	Ask	Change ▼
16:37 Gold	78,955	78,987	+276.50
16:36 Silver	901	904	+16.56
16:36 Platinum	30,093	30,414	+417.96
16:35 Palladium	29,771	31,057	+289.36
06:00 Rhodium	147,089	161,557	0.00
KGX ▲ Did Silver really go up 0.51 (1.87)? >>			
Base Metals —	USD ▼	KILO ▼	
Updated at	Bid	Ask	Change ▼
16:37 Copper	8.9705	8.9720	+0.137
16:36 Nickel	16.1050	16.1150	+0.198
16:37 Aluminum	2.3030	2.3035	+0.016
16:37 Zinc	2.6884	2.6900	+0.029

Statements of Comprehensive Income— Quarterly

							2Q2024	
(Unit: NT Thousand)	2020	2021	2022	2023	2Q2024	1Q2024	QoQ	YoY
Net revenue	1, 213, 542	1, 734, 567	928, 090	1, 045, 002	367, 948	265, 918	38%	24%
Gross profit	255, 887	351, 754	194, 267	224, 069	89, 245	56, 885	57%	32%
Gross margin(%)	21%	20%	21%	21%	24%	21%	14%	4%
Operating expenses	(90, 721)	(107, 357)	(89, 559)	(95, 247)	(26, 273)	(24, 249)	8%	1%
Operating expenses rate(%)	-7%	-6%	-9%	-9%	-7%	-9%	-22%	-22%
Operating income	165, 166	244, 397	104, 708	128, 822	62, 972	32, 636	93%	51%
Operating margin(%)	14%	14%	12%	12%	17%	12%	42%	21%
Net foreign exchange gain	755	7, 266	12, 872	4, 807	5, 990	11, 119	-46%	-19%
Non-operating incomes and expenses	1, 270	(3, 088)	(1, 163)	9, 538	2, 127	2, 100	5%	3%
Income before income tax	167, 191	248, 575	116, 417	143, 167	71, 089	45, 855	55%	39%
Income tax expense	(31, 621)	(47, 450)	(24, 059)	(26, 443)	(15, 025)	(8, 464)	78%	50%
Net income	135, 570	201, 125	92, 358	116, 724	56, 064	37, 391	50%	36%
Net margin(%)	11%	12%	10%	11%	15%	14%	9%	9%
EPS(NT\$)	4. 74	6. 70	3. 08	3. 90	1. 86	1. 24	50%	35%
Depreciation	19, 184	21, 094	24, 873	23, 682	5, 931	5, 963		
CAPEX	11, 878	24, 937	12, 419	13, 020	2, 602	4, 395		

Statements of Comprehensive Income– YTD

(Unit: NT Thousand)	2024 H1	2023 H1	YoY
Net revenue	633, 866	501, 112	26%
Gross profit	146, 130	112, 483	30%
Gross margin(%)	23%	22%	5%
Operating expenses	(50, 522)	(46, 828)	8%
Operating expenses rate(%)	-8%	-9%	-11%
Operating income	95, 608	65, 655	46%
Operating margin(%)	15%	13%	15%
Net foreign exchange gain	17, 037	7, 427	129%
Non-operating incomes and expenses	4, 299	1, 631	164%
Income before income tax	116, 944	74, 713	57%
Income tax expense	(23, 489)	(14, 529)	62%
Net income	93, 455	60, 184	55%
Net margin(%)	15%	12%	23%
EPS(NT\$)	3. 10	2. 02	53%
Depreciation	11, 894	11, 871	
CAPEX	6, 997	3, 349	

Balance Sheets

(Unit: NT Thousand)

	2024/6/30	2023/12/31	2023/6/30
Cash and cash equivalents	105,522	96,295	150,055
Accounts receivable, net	477,893	407,630	403,867
Inventories	255,800	261,951	219,473
Other current assets	50,723	59,590	17,776
Total current assets	889,938	825,466	791,171
Property, plant and equipment	196,883	197,131	199,703
Other non-current assets	180,806	145,880	107,367
Total non-current assets	377,689	343,011	307,070
Total assets	1,267,627	1,168,477	1,098,241
Current liabilities	417,574	346,843	354,433
Non-Current liabilities	690	0	1,001
Total liabilities	418,264	346,843	355,434
Common stocks	321,127	321,127	318,401
Other equity interest	528,236	500,507	424,406
Total equity	849,363	821,634	742,807
Book value per share(NT\$)	26.45	25.59	23.33
Key Indices			
Current ratio	213%	238%	223%
Debt ratio	33%	30%	32%

Year	2019	2020	2021	2022	2023
EPS (NT\$)	1.03	4.74	6.70	3.08	3.90
Dividends (NT\$)	1.20	3.20	4.50	2.20	2.70
Dividend Payout Ratio(%)	116.50%	67.51%	67.16%	71.43%	69.23%

Distributed dividends for 11 consecutive years!

凱
歌長奏盛名揚

世界級導電漿料供應商

勤
奮開拓質優良