

ESON

ESON Precision Engineering Co., Ltd.

**Institutional Investors Conference
2024.12.10**

Disclaimer

- 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.
- The financial information disclosed in this presentation has not been fully audited or reviewed by auditors and is provided for reference only. For detailed information, please refer to the auditor's financial audit report
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2024 Q4&2025
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01

Financial Overview 2024 Q3

2024 Income Statement

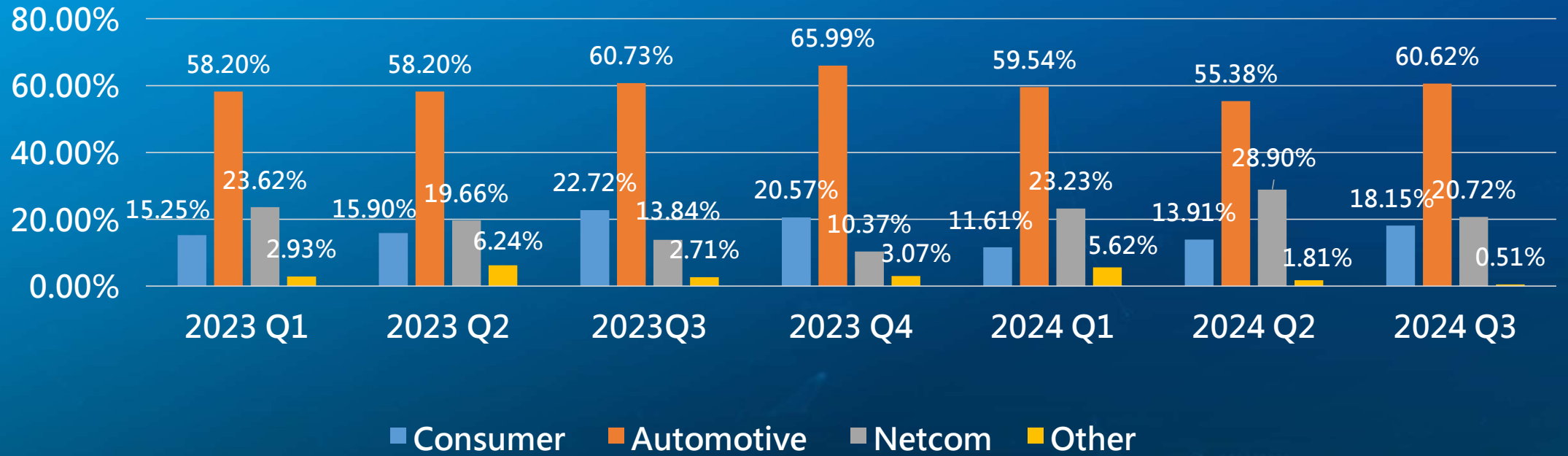
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(NTD in thousands)	FY24 Q3	FY24 Q2	QoQ %	FY24 Jan-Sep	FY23 Jan-Sep	YoY %
Operating Revenue	3,394,960	3,168,661	+7.1	9,439,086	8,865,279	+6.5
Gross Profit	720,631	580,579	+24.1	1,834,464	1,792,861	+2.3
Operating Income	285,595	132,056	+116.3	600,200	713,487	-15.9
Pre-Tax Income	221,763	177,704	+24.8	539,655	754,988	-28.5
Net Income	162,432	136,272	+19.2	399,916	513,596	-22.1
EPS(NTD)	0.96	0.81	-	2.37	3.05	-
Gross margin	21%	18%	-	19%	20%	-
Operating Profit Margin (OPM)	8%	4%	-	6%	8%	-
Net profit margin	5%	4%	-	4%	6%	-

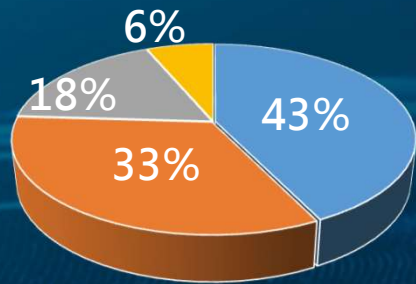
The numerical trends over the past three years



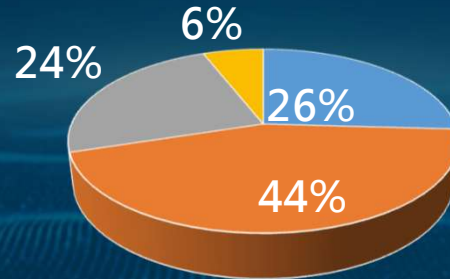
Product Mix by Quarter



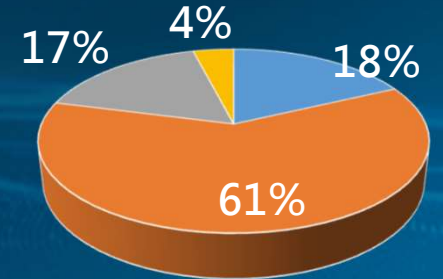
Proportion of Products in 2021



Proportion of Products in 2022



Proportion of Products in 2023



02

Company Outlook

2024 Q4&2025

Outlook for 2024(YoY)



Automotive



Netcom



Consumer

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Originally
Estimated
Conditions



2024
Q1
Actual



2024
Q2~Q4
Outlook



Outlook for 2025(YoY)



Automotive



Netcom



Consumer



- The growth momentum comes from the development of new customers and the expansion into new product areas.
- The trend of regional/localized production demand is on the rise.

- The growth momentum of the new energy vehicle market has slowed in recent years, awaiting the introduction of new products to the market.
- Striving for orders in the new energy vehicle infrastructure and the market for converting other transportation tools to new energy.

- The base period for FY24 networking components is high.
- Striving for orders including energy storage equipment, data storage equipment, and cooling devices.

- Developing electronic components beyond television products.

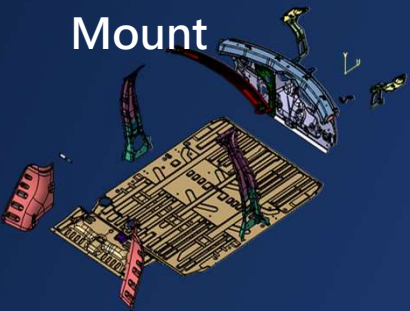
03 Global Layout and Business Development

Geographical Advantages: Providing Global Service Chain



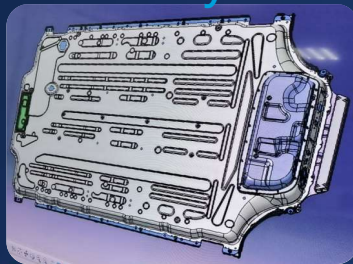
Body Parts

- Floor
- Rear Window
- Roof
- B-Pillar
- Hub bracket
- Shock Absorber Mount



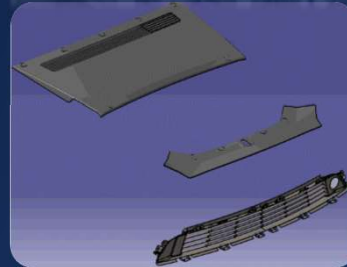
Battery System

- Upper Cover
- Lower Cover
- Side Bracket
- Front Cover
- Rear Cover
- Metal Welding Assembly



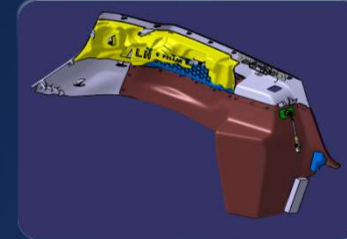
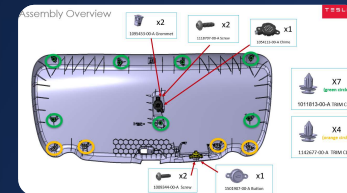
Exterior Decoration

- Wheel Cover
- Air Intake Grille
- Defogging Air Vent



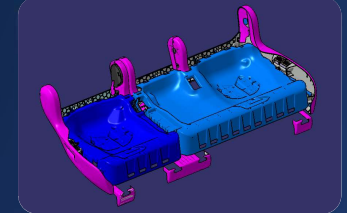
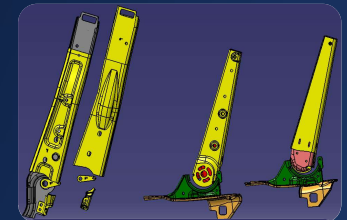
Interior Decoration

- Trunk Interior
- Dashboard Interior
- Tailgate Interior



Seating system

- Seat Frame
- Seat Back/Seat Cushion
- Plastic Welding



Note: More than 200 stamping/injection (assembly) products are provided.

Business Development – Automotive Our advantage

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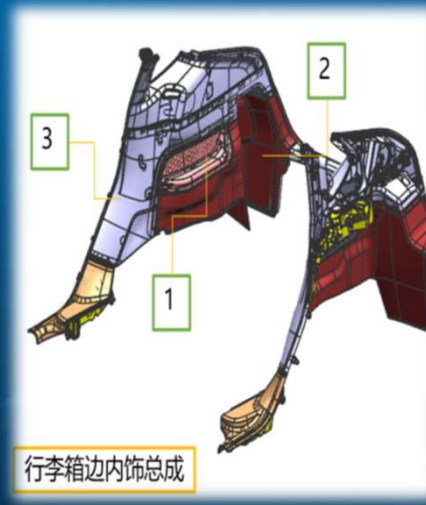
Complete production equipment

Forming machine 80T~3000T, stamping machine 110T~2500T, testing equipment, cleaning line, spraying line, powder baking line, mold factory



Highly automated production line

Automatic feeder, automatic spot welding/riveting, in-mold manipulator, automatic air leakage test



Diversified production processes

Spot welding, leather cutting/covering, foam molding, hot melt bonding



Complete global layout

Starting from EV and taking the North American market as our basis, we will steadily expand outward to new customers and new markets.

Automated Production Lines - with Robotic Arm Integration for Tooling

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Diverse Manufacturing Processes - Automated Spot Welding

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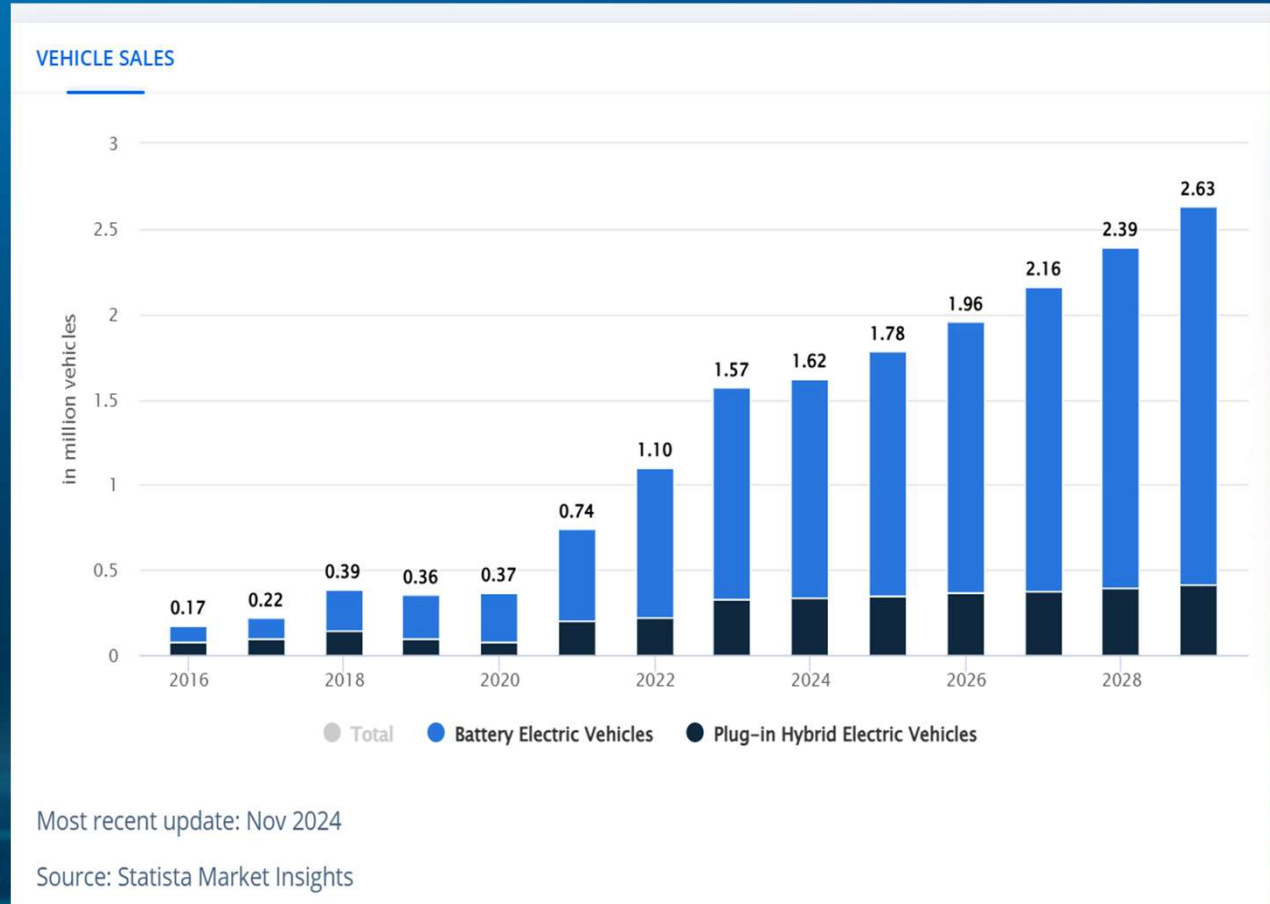
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Business Development - Automotive products

Market: Electric Vehicles
Region: North America

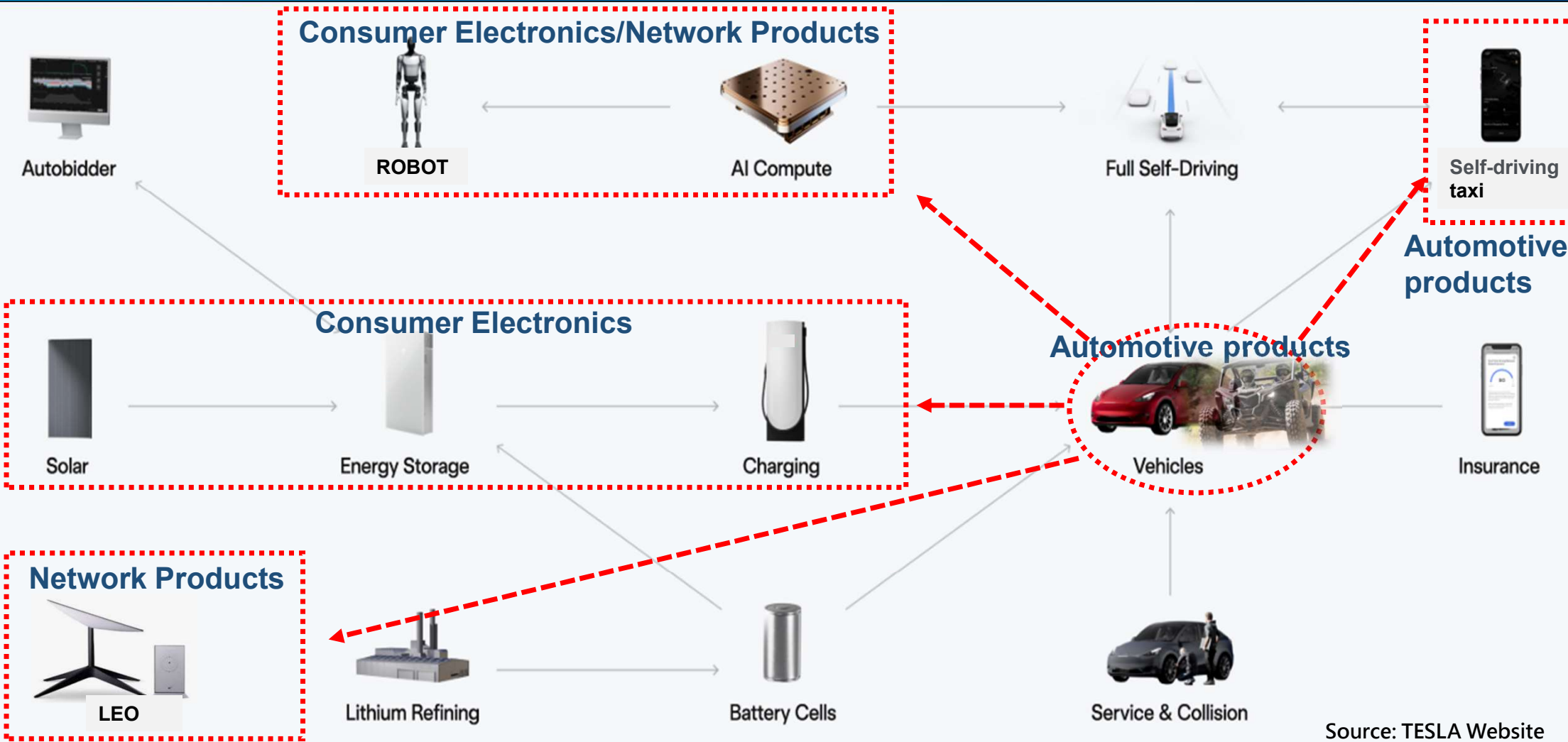
ESON's Perspective

- ◆ Automotive Product Revenue primarily comes from the North American market. With rising environmental awareness, North American consumers' willingness to purchase electric vehicles (EVs) is expected to grow gradually.
- ◆ Expected Growth Drivers
 1. Launch of new vehicle models
 2. Expansion of infrastructure
 3. Adoption in new scenarios
 4. Collaboration with Strategic Partners
 5. Expanding into the market of traditional automotive brands through strategic partnerships.



Business Development- More Than A Car

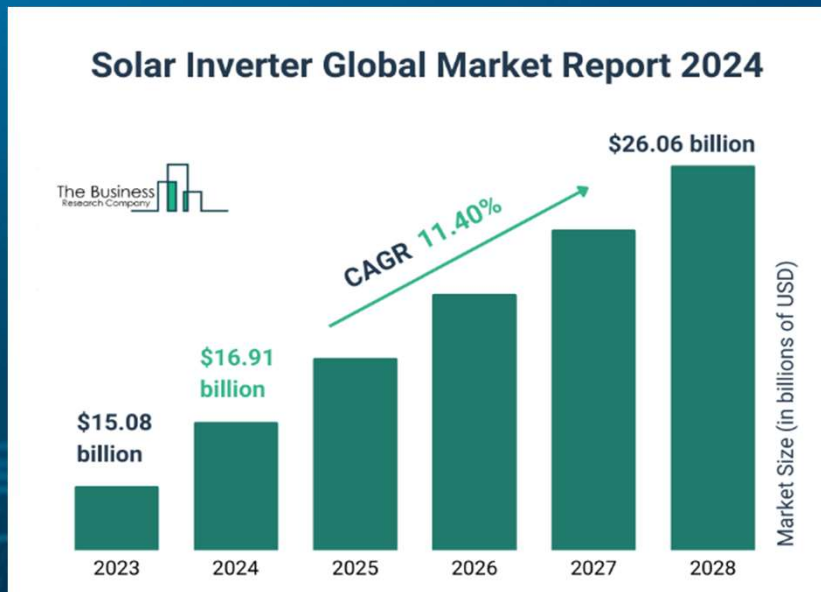
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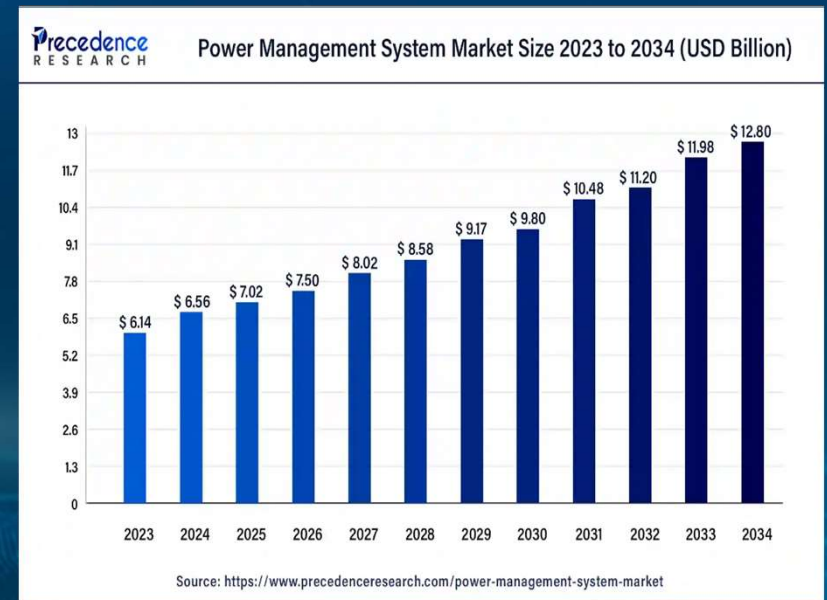
Source: TESLA Website

Business Development- Energy-Efficient Equipment

With increasing environmental awareness and stricter regulations (e.g., achieving net-zero carbon emissions by 2050), energy costs are expected to rise. Consumers will increasingly value devices and equipment that enhance energy efficiency. Industries focusing on energy storage, efficiency enhancement, and reduction of energy loss will gain greater attention. Despite being well-established, these industries still have unmet market demands.



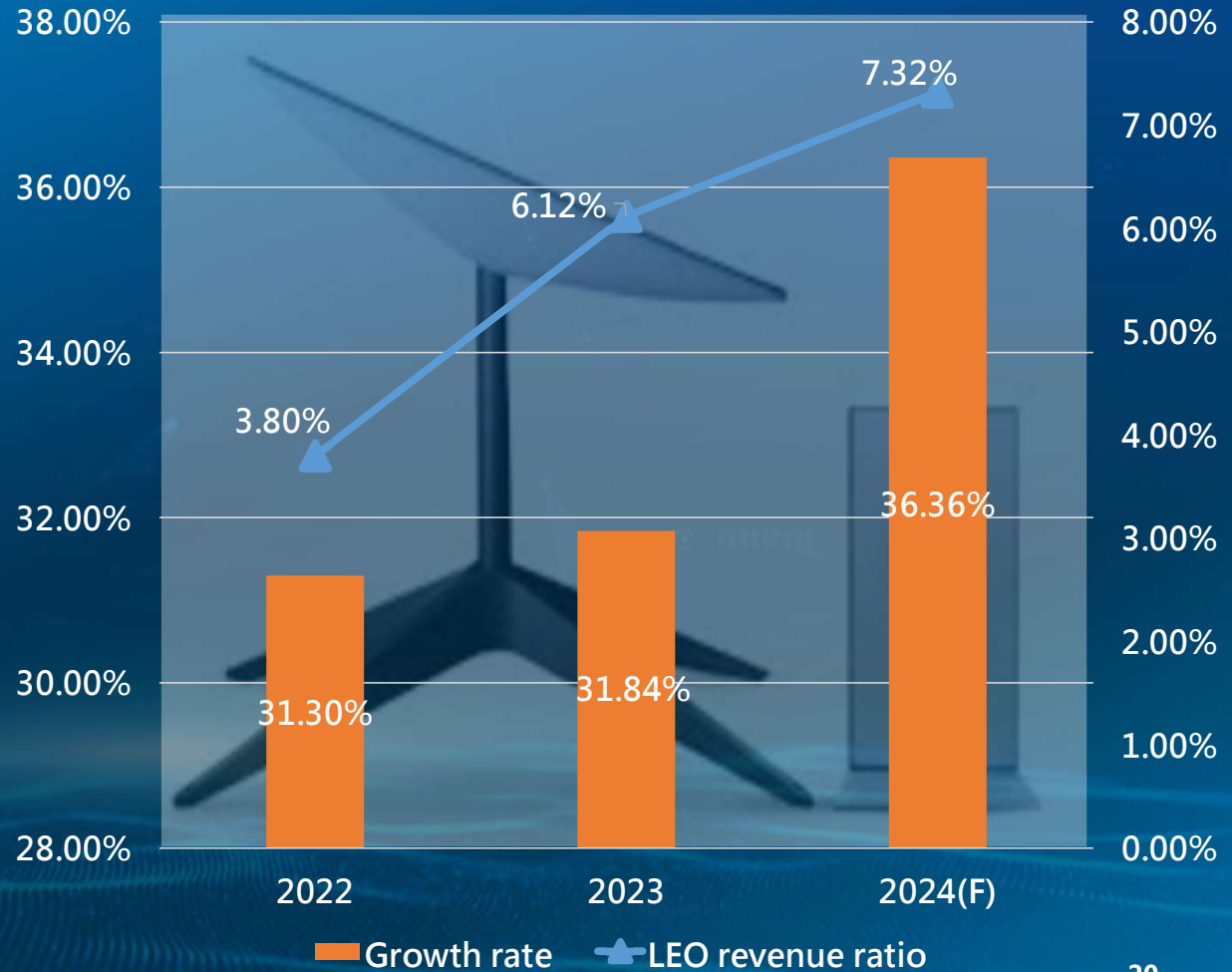
Source: The Business Research Company



Source: Precedence Research

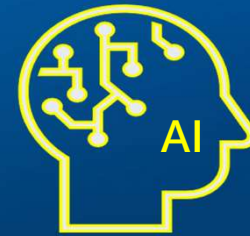
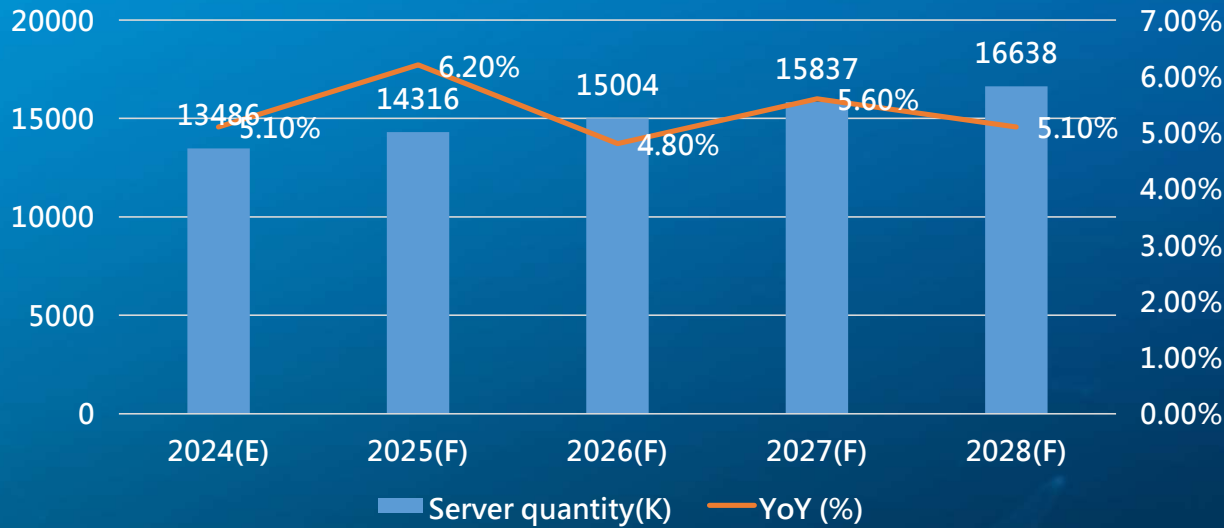
Business Development- Low Earth Orbit Satellite(LEO)

- ✓ B2C Ground Receiving Equipment
- ✓ Growth in paying customer numbers and expanded satellite communication coverage areas are expected to drive demand for orders by 2025.
- ✓ New-generation products have entered mass production.
- ✓ Localized Production
- ✓ Striving to secure orders for new applications in LEO satellite scenarios.
- ✓ Targeting orders from other LEO operators.



Business Development – Network Products (AI-related)

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Computing, Networking,
Energy storage, Infrastructure



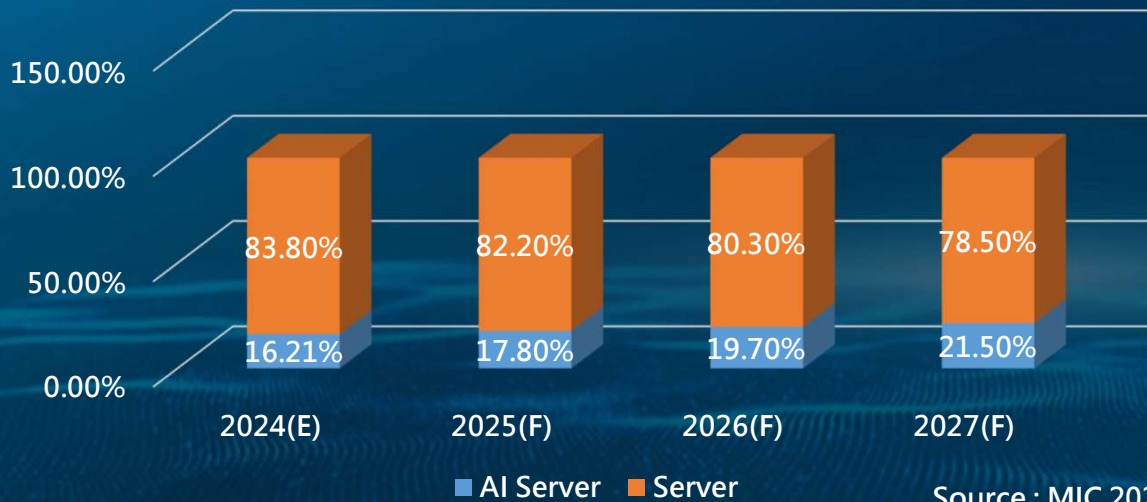
Server



Data Storage



Energy Storage



Application



AI PC



Medical testing equipment

Source : MIC 2024.04

04 Q & A

Thank you