



## 2Q24 Earnings- Conference

**AMIA CO. , LTD**

2024/07/30





AMIA' s statement of its current expectations are forward-looking statements which are subject to significant risks and un-certainties. Actual results may differ materially from those contained in any forward-looking statements.

The numbers of the presentation are prepared under IFRS.

# CONTENTS



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01

Company  
briefing

02

2Q24 Results

03

OP outlook  
Risks、  
Opportunities  
& Strategy

04

Q&A



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## Company Briefing





-  Date of establishment:  
October 23, 1989
-  Chairman : James Chen
-  GM : Roger Chen (PhD.)
-  Paid-in Capital : TWD 0.7B
-  Employees : 350 people

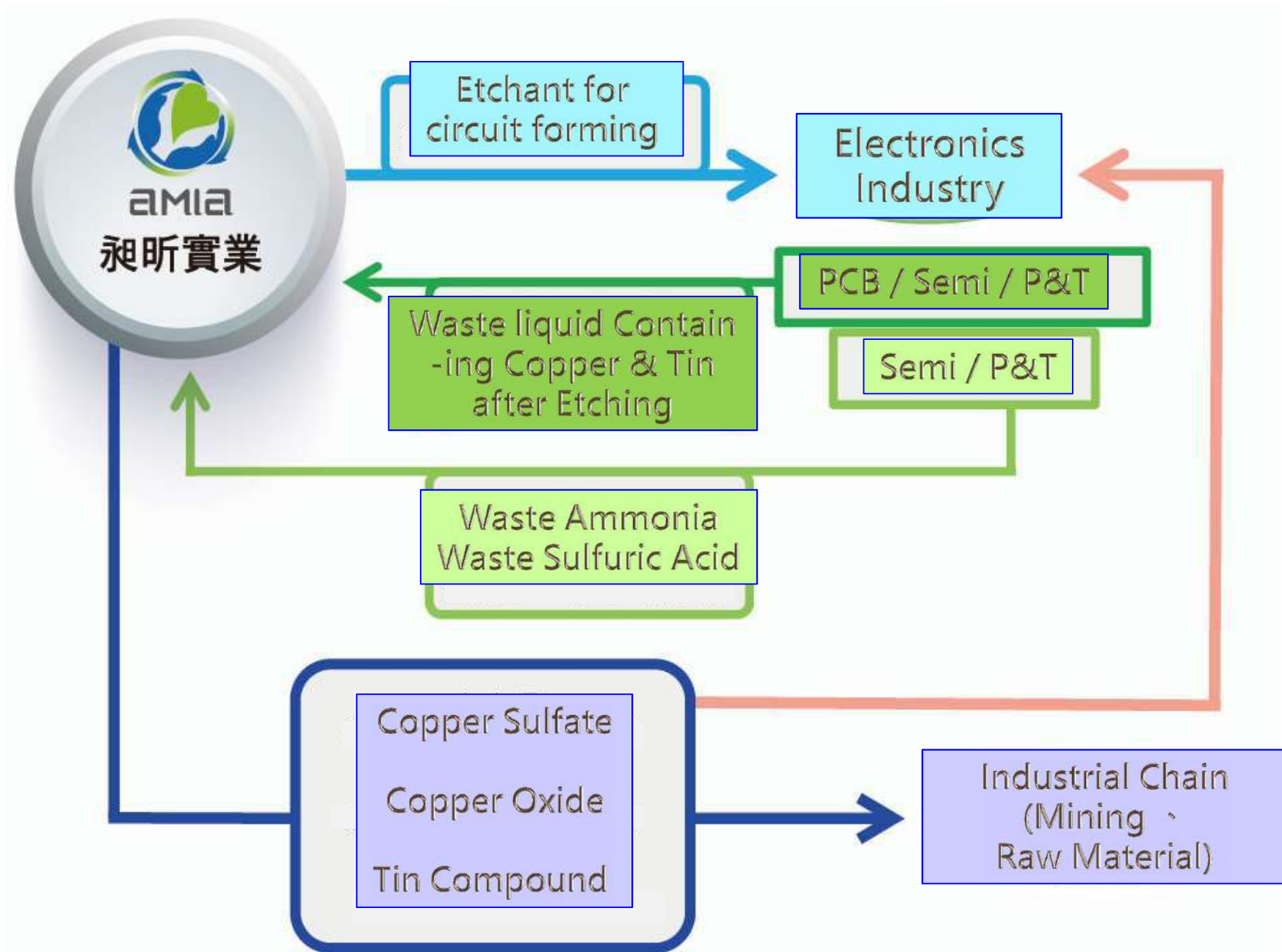


# Business Models



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## 2Q24 Operation Results



# 2Q24 Income Statement



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TWD\$,000	2Q24		1Q24		QoQ		2Q23		YoY	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	918,280	100.00%	696,784	100.00%	221,496	31.79%	789,466	100.00%	128,814	16.32%
COGS	778,674	84.80%	605,113	86.84%	173,561	28.68%	699,939	88.66%	78,735	11.25%
Gross Profit	139,606	15.20%	91,671	13.16%	47,935	52.29%	89,527	11.34%	50,079	55.94%
Operating Expenses	69,860	7.61%	64,691	9.28%	5,169	7.99%	67,836	8.59%	2,024	2.98%
Operating Profit	69,746	7.60%	26,980	3.87%	42,766	158.51%	21,691	2.75%	48,055	221.54%
Other (Income)/Expense	(5,955)	-0.65%	(9,726)	-1.40%	3,771	-38.77%	(7,013)	-0.89%	1,058	-15.09%
Profit Before Tax	75,701	8.24%	36,706	5.27%	38,995	106.24%	28,704	3.64%	46,997	163.73%
Income Tax Expense	21,970	2.39%	11,574	1.66%	10,396	89.82%	9,262	1.17%	12,708	137.21%
Profit After Tax	53,731	5.85%	25,132	3.61%	28,599	113.80%	19,442	2.46%	34,289	176.37%
After Tax EPS	0.77		0.36		0.41		0.28		0.49	



# Operating Result of 1H24 YoY

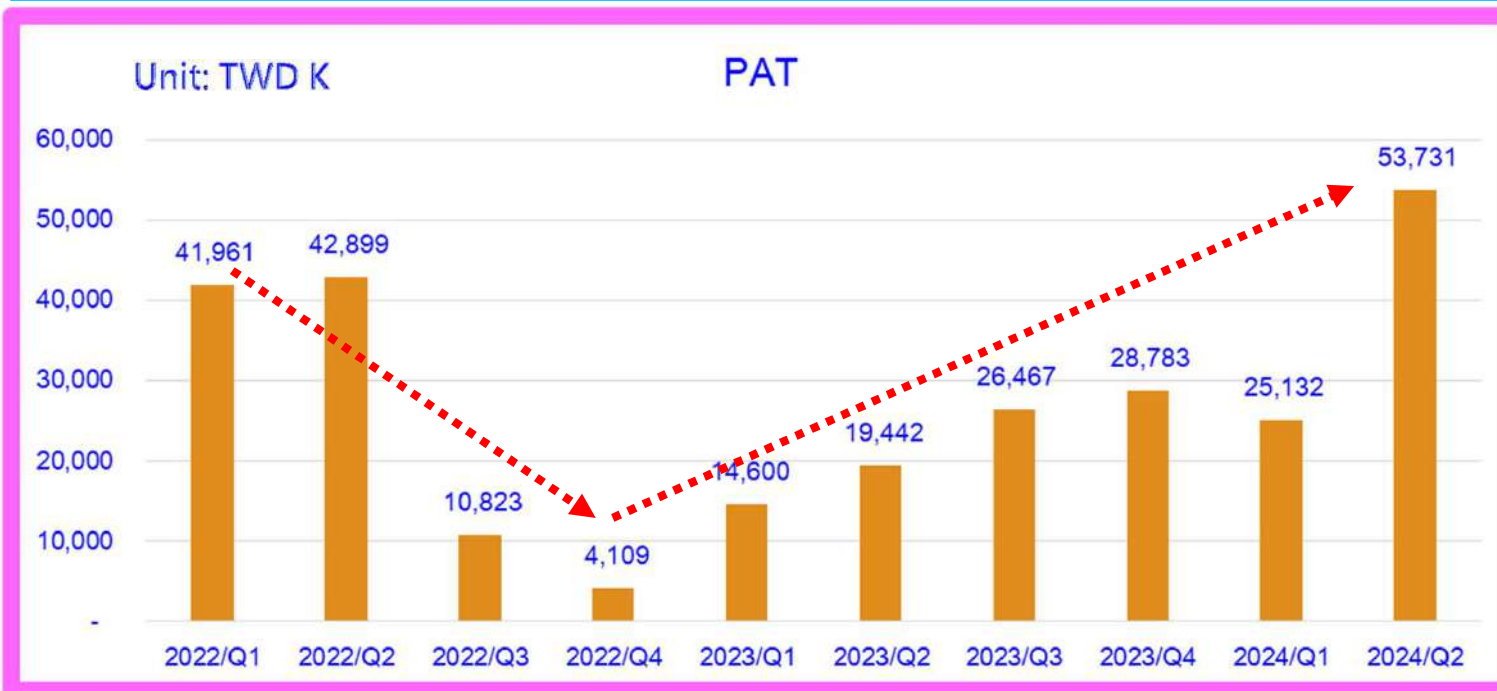
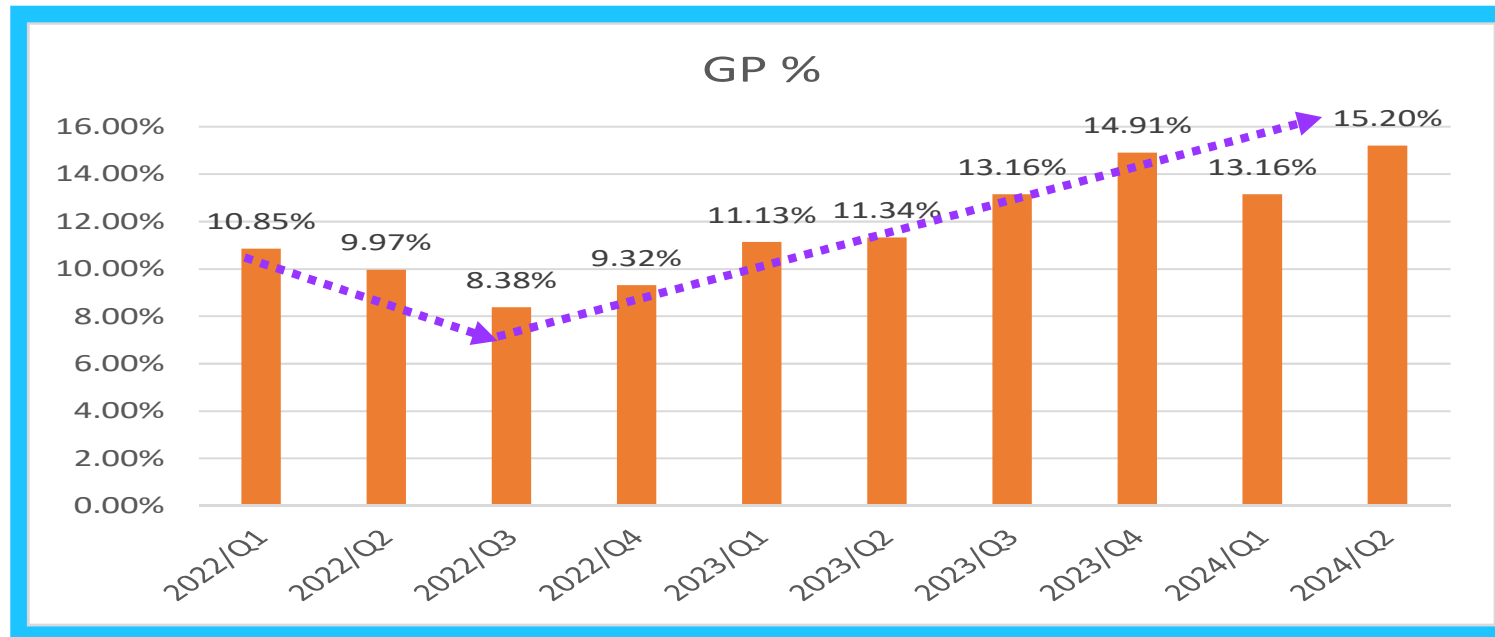


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TWD\$,000	1H24		1H23		YoY	
	Amount	%	Amount	%	Diff Amt	%
Net Sales	1,615,064	100.00%	1,537,617	100.00%	77,447	5.04%
COGS	1,383,787	85.68%	1,364,784	88.76%	19,003	1.39%
Gross Profit	231,277	14.32%	172,833	11.24%	58,444	33.82%
Operating Expenses	134,551	8.33%	133,084	8.66%	1,467	1.10%
Operating Profit	96,726	5.99%	39,749	2.59%	56,977	143.34%
Other (Income)/Expense	(15,681)	-0.97%	(7,246)	-0.47%	(8,435)	116.41%
Profit Before Tax	112,407	6.96%	46,995	3.06%	65,412	139.19%
Income Tax Expense	33,544	2.08%	12,954	0.84%	20,590	158.95%
Profit After Tax	78,863	4.88%	34,041	2.21%	44,822	131.67%
After Tax EPS	1.13		0.49		0.64	

# ~2024/Q2-Quarterly trend



# Balance Sheet



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TWD\$,000	2Q24		1Q24		QoQ		2Q23		YoY	
	Amount	%	Amount	%	Diff Amt	%	Amount	%	Diff Amt	%
Cash & Equivalent	879,323	29%	800,764	28%	78,559	10%	749,185	26%	130,138	17%
Accounts Receivable	373,124	12%	367,972	13%	5,152	1%	394,591	14%	(21,467)	-5%
Inventories	181,441	6%	156,452	6%	24,989	16%	186,923	7%	(5,482)	-3%
Real Estate & Equipment	1,332,908	44%	1,335,895	47%	(2,987)	0%	1,366,792	48%	(33,884)	-2%
<b>Total Assets</b>	<b>3,032,622</b>	<b>100%</b>	<b>2,816,394</b>	<b>100%</b>	<b>216,228</b>	<b>8%</b>	<b>2,866,876</b>	<b>100%</b>	<b>165,746</b>	<b>6%</b>
Current Liabilities	886,963	29%	689,179	24%	197,784	29%	688,375	24%	198,588	29%
Long-Term Loan	270,645	9%	334,000	12%	(63,355)	-19%	483,646	17%	(213,001)	-44%
<b>Total Liabilities</b>	<b>1,290,496</b>	<b>43%</b>	<b>1,069,077</b>	<b>38%</b>	<b>221,419</b>	<b>21%</b>	<b>1,215,766</b>	<b>42%</b>	<b>74,730</b>	<b>6%</b>
Paid-In Capital	699,430	23%	699,430	25%	0	0%	699,430	24%	0	0%
<b>Total Equities</b>	<b>1,742,126</b>	<b>57%</b>	<b>1,747,317</b>	<b>62%</b>	<b>(5,191)</b>	<b>0%</b>	<b>1,651,110</b>	<b>58%</b>	<b>91,016</b>	<b>6%</b>
Key Indices										
Current ratio (X)	1.44		1.70				1.69			
Net Value Per Share	24.91		24.98				23.61			
Inventory Turnover	23.60		23.27				20.82			
AR Turnover Days	41.58		47.53				48.31			





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## Operation Outlook

## Risk 、 Opportunities & Strategy





# 3Q24 Operation Outlook



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Within 2023 Q4 to 2024 Q2 Most manufacturers in the electronics industry have reported annual revenue growth phenomenon, coupled with the increase in copper prices, AMIA's revenue has also shown a growth trend. long-term trend; also includes production optimization, rising copper prices and exchange rates in the past two years Factors such as fluctuations in prices have also helped AMIA's profit growth.

In order to avoid raw material costs Fluctuations in currency, copper prices and exchange rates have become the main factors affecting AMIA, so we They have also recently promoted a series of capital expenditures, including building factories in Southeast Asia, green energy Equipment, energy storage equipment, etc., we hope to create new growth momentum for AMIA.

# Operational Challenges



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Copper price  
fluctuations

1. Revenue is easily affected
2. Safety stock price pressure
3. Customers expect price drops to delay shipments

Strategy

1. Focus on gross profit
2. Reduce inv. turnover
3. Rewards for early ordering

Uncertain  
Environment

1. Unstable sources of raw materials by uncertain economy
2. Downstream copper users turn conservative

Strategy

1. Alternative copper source
2. Diversified customer promotion

Risk of change  
In shipping

1. Customers on some routes have experienced transportation inconvenience due to recent geopolitical influences.

Strategy

1. Order more containers from different shipping companies to avoid delays
2. Inform customers to place orders in advance and we will ship them early

# Business Opportunities



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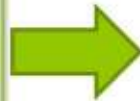
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supply chain  
restructuring



China (lower margins) / non-China (Southeast Asia)  
→ Cooper product Imported from non-China to  
Taiwan for further processing

Green Product  
Certification



Customers get a better evaluation of the carbon  
emissions of the company's products  
(A number of certifications have been obtained)

Operation  
Transformation



manufacturing  
orientation



Manufacturing and  
service platform

New R & D  
Project



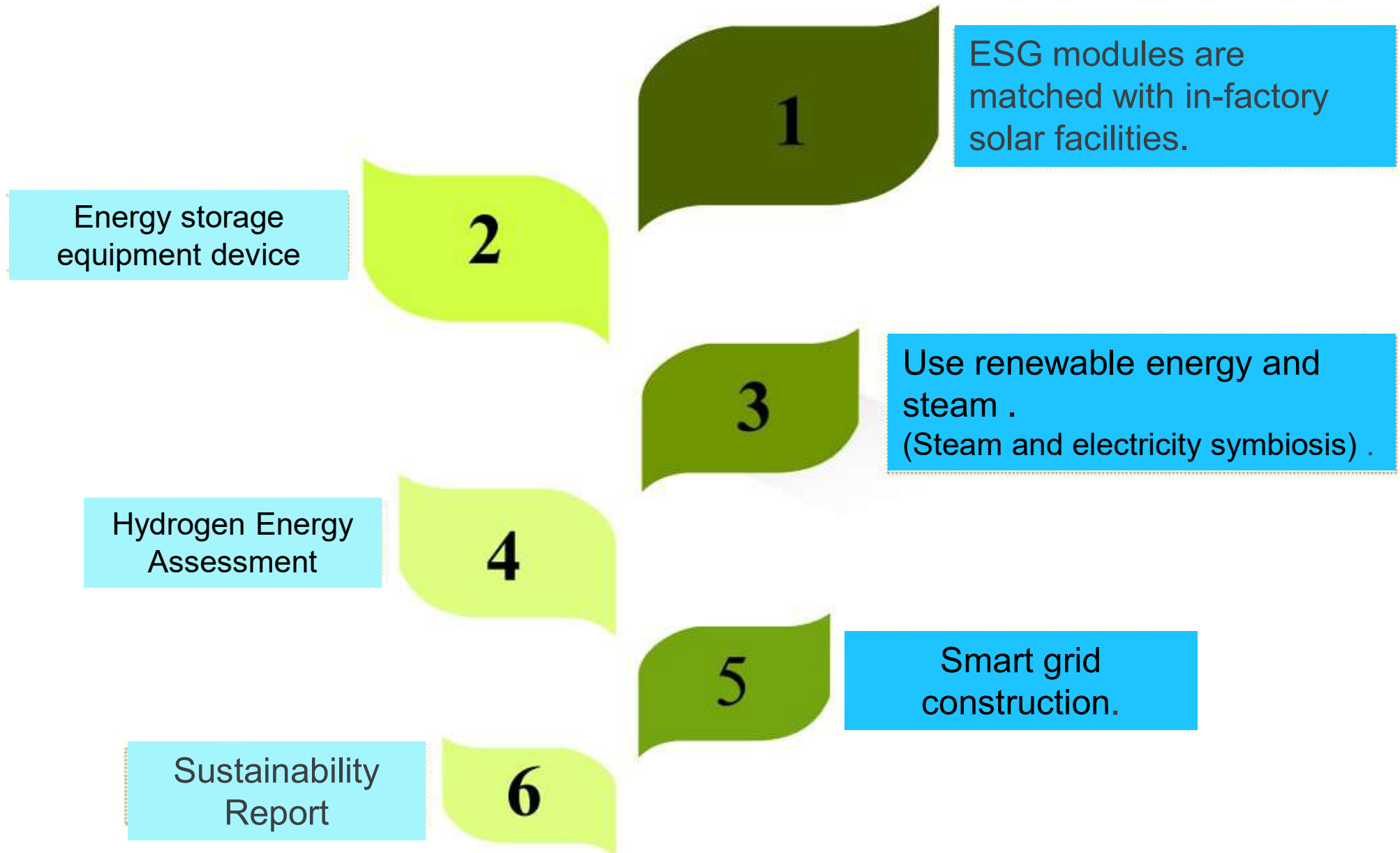
1. Glass substrate etching °
2. Popularization and promotion of  
ultra-fine line etching technology.
3. Green energy related technologies

# Energy Policy



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The market trend has been favorable to us since the second quarter, and the manufacturing process And the optimization of orders, the current profit report card is not bad!

If we face shipping problems in the future, we will adjust production, shipments and even Outsourcing schedule to accommodate.

In the second half of this year, we hope to improve our self-made recyclable products utilization rate and the implementation of energy-saving plans to create better results



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Thanks For Your Participation

Cherish Resources  
& Protect the Earth

---Let Us Work Together to Create a Better  
Future and Promise a Clean Future for  
the Earth---

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