

2025 Apacer Technology Inc. Investor Conference

【Stock Code: 8271】

CEO C.K. Chang

2025/2/21

Disclaimer

- The predictive information mentioned in the present briefing and as promulgated simultaneously is set up on the grounds of the information obtained by the Company through internal and external sources. The operating outcome, financial conditions and outcome in business operation that might actually occur in the future, might possibly differ from these predictive information either explicitly or implicitly. The very reasons might come from a variety of risks and such factors might be beyond the control by the Company.
- The future outlook contained in the present briefing reflects the Company's perspective to date. In case of a change or adjustment toward such perspective in the future, the Company assumes no responsibility to remind or to update once more.

Agenda

About Apacer

Business Strategy

Market Trends

Financial Performance

Overview

28 YEARS

FOUNDED IN 1997



6 SUBSIDIARIES

WORLDWIDE



3 BIZ SCOPES

INDUSTRIAL, CONSUMER,
EMERGING APPLICATIONS



Apacer Offers Cutting-edge SSD and DRAM Solutions
For Both Consumer and Industrial Applications,
Revolutionizing How Data Is Managed and Utilized Across Diverse Environments.

TOP 5%

OF CORPORATE GOVERNANCE
EVALUATION
BY TWSE



3 Strategy Partners

Phison 、 Acer 、 Advantech



\$ 244M

IN 2024 REVENUE
(NTD7.837B)



BUSINESS SCOPES

Apacer's business scopes include industrial applications, consumer applications, and emerging applications, addressing diverse storage needs across established and innovative markets.



INDUSTRIAL APPLICATIONS

Memory Modules, Storage Devices and Value-added Solutions



CONSUMER APPLICATIONS

Hard Drive, SSD, Memory Card, USB and Gaming products



EMERGING APPLICATIONS

Smart IoT and Optical Solutions

QUALITY, SECURITY & ENVIRONMENTAL CERTIFICATIONS

We prioritize quality, sustainability, and security in every aspect of business operation to maintain industry-leading standards and reduce environmental impact.



COMMITMENT TO CORPORATE RESPONSIBILITY



ENVIRONMENTAL

- Selected as one of Business Weekly's Top 100 Carbon Competitiveness Leaders
- Pioneering the World's First Fully Lead-Free DDR5 Module
- Developing Low-Power consumption Technology and Products



SOCIAL

- Received the Talent Sustainability Award by Commonwealth Magazine
- Regularly Conduct Customer Satisfaction Surveys and Supplier Conferences
- Continue Local Procurement, Donations, and Cultural Sponsorship of Organizations



GOVERNANCE

- Plan operational strategies in accordance with the "Corporate Governance 3.0 – Sustainable Development Blueprint."
- Ranked top 5% of Corporate Governance Evaluation by TWSE
- Received the Best Taiwan Global Brand Award

Business Strategy



Growth Momentums

Future Technology

- Value-added Service
- 5G & Cloud Applications
- Smart IoT Management

Digital Transformation

- Improve efficient
- Strengthen Operation
- Create Compleitive Advantage

Niche Market

- Special Applications
- Customize
- High Value

Strategic Partnership

- Looking for Quality Partners
- Strategy for Alliances
- Future Blueprint



Future Technology



Data Management

CoreSnapshot Series

- Backup and recovery multiple times

CoreRescue Series

- Automatically Recovers Failed Devices

CoreSpace Series

- Multiple disk space applications



Cooling technology

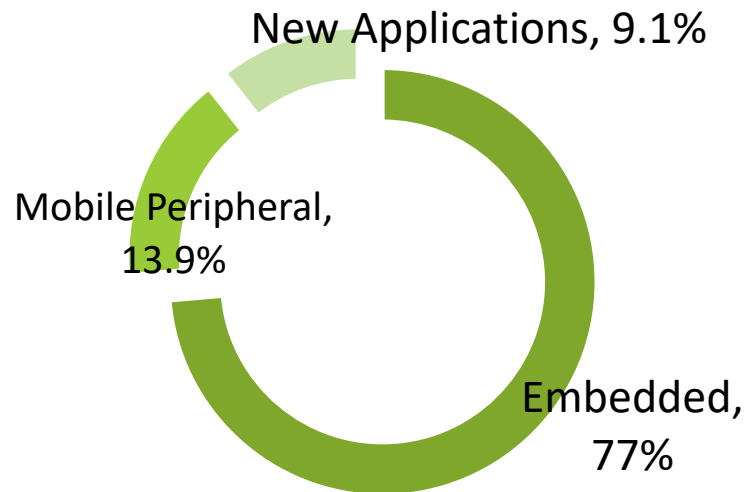
CoreGlacier Series

- Cooling hardware technology

CoreEnergy Series

- Energy efficiency control technology

Patented Technology



Total

235

(include pending)

Country	Issued	Ongoing
Taiwan	115	4
China	65	30
US	19	2
Total		235

Memory - New Technology & Standard

- CUDIMM/CSODIMM
- MRDIMM
- CAMM2



Key Product Plan

Sustainability

- Fully Lead-free DRAM/SSD Series
- Low Power Consumption SSD

Innovation

- Eco-friendly Portable SSD
- Magnetic Portable SSD

Value-added

- CoreSnapshot 3
- CoreVolt 2

Innovative Core Technology

Foresight

- CAXX/MDRIMM
- DDR5 CODIMM/CSODIMM
- BiCS8

Business Strategy



- Incubate Application – driven Solutions
- Main Hall at COMPUTEX & Data-Driven Marketing
- Expand ASCH Channels
- Target I & T Accounts



- Continue Diversified embedded products
- Digital & Social Presence Enhancement
- Strengthen ASCP Channels
- Deepen Key Account & Industrial Relationships



Business Strategy

Apacer

**Deepen
Industrial
Relationships**

**Expand
the Channels**

Emerging Application Division

Intelligent Automation

- AI + AOI equipment
- Spectrometer inspection devices

Industrial IoT

- Proactive disaster prevention system
- Smart factory ESG IoT system
- Industrial metaverse solutions (new)

2025 Key Product Applications

Android VR/AR Device Calibration Equipment

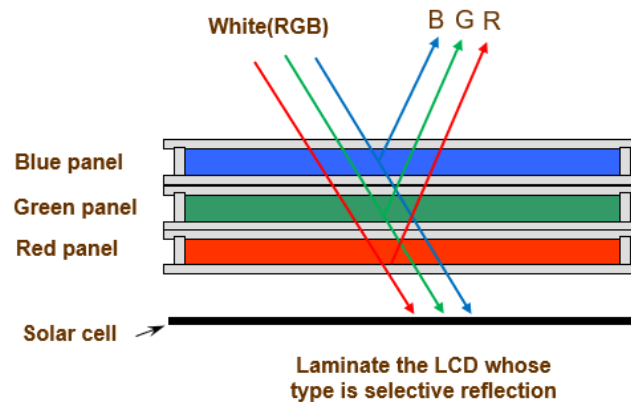


ePaper

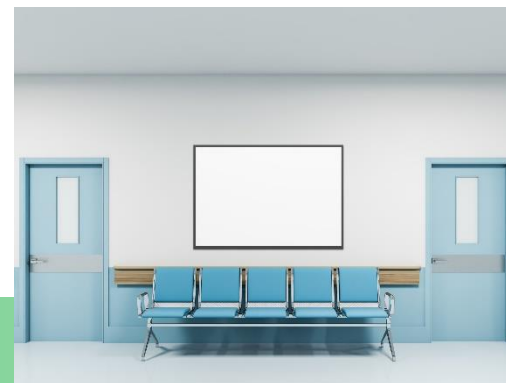
Apacer
宇瞻科技



虹彩光電
IRIS Optonics Co., Ltd



The world's first **hidden solar-powered** display.



2025 Exhibitions' Plan



secutech



上海国际嵌入式展



Market Trend

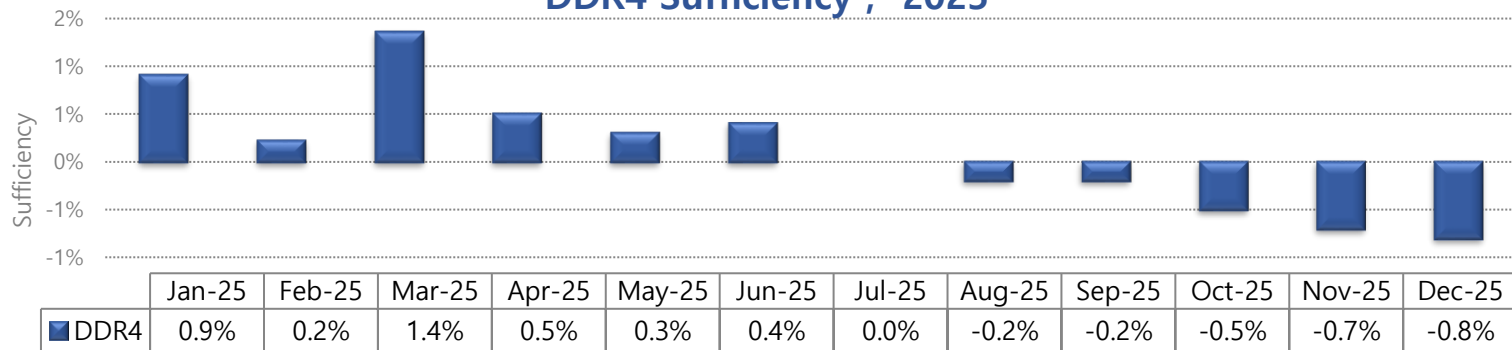


Market Trend

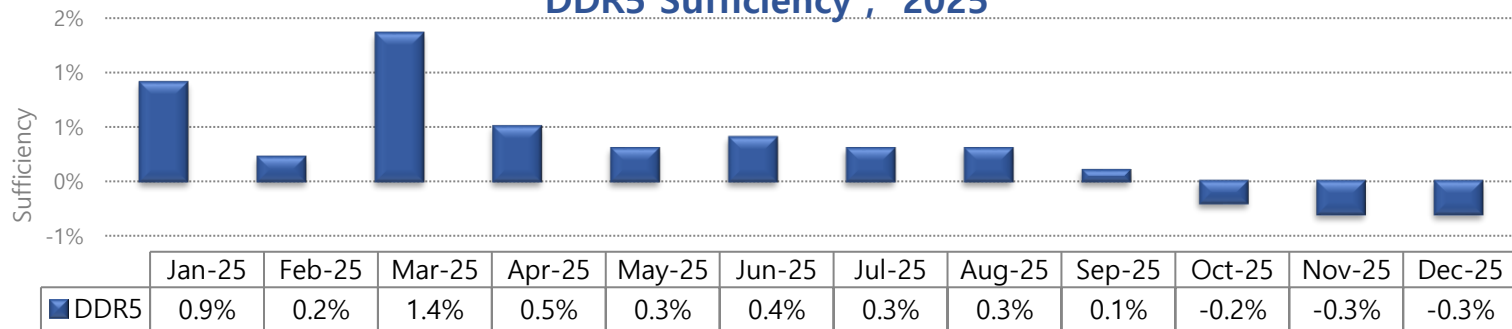
- AI
- Enterprise / Server SSD
- Automation /Robot
- DRAM demand & Supply
- NAND demand & Supply
- Inventory adjustment slowdown
- Impact of U.S. tariffs
- Spillover of Chinese manufacturing

Sufficiency-DRAM

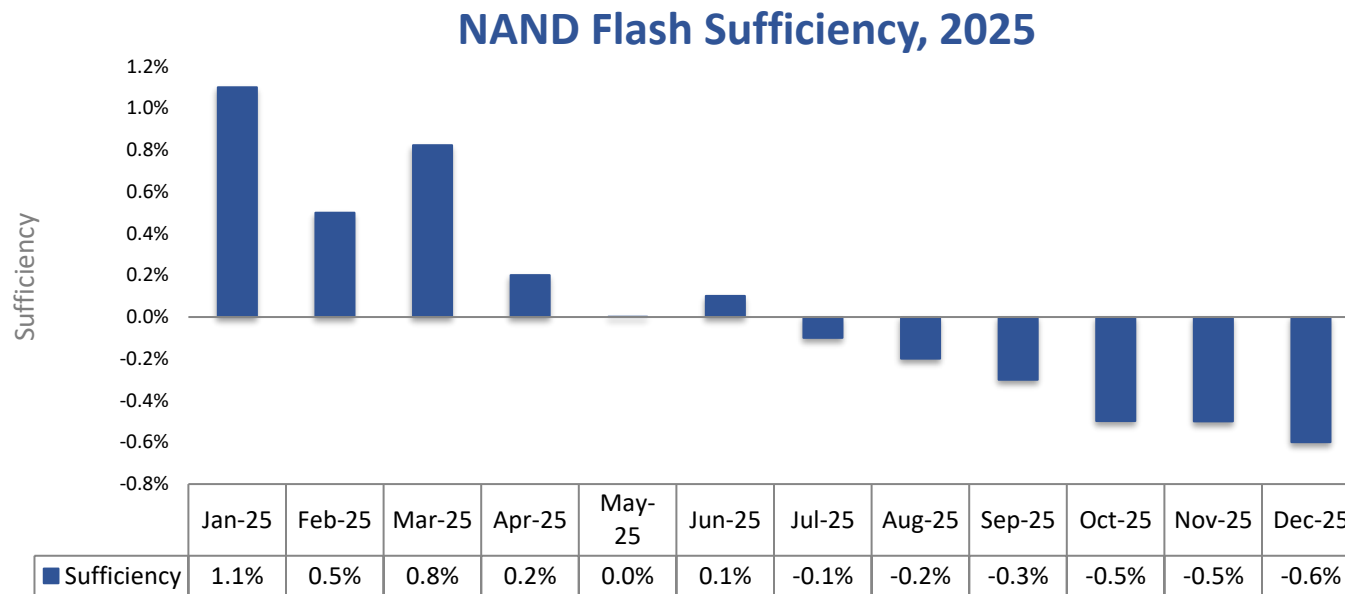
DDR4 Sufficiency , 2025



DDR5 Sufficiency , 2025



Sufficiency-NAND Flash



Source: Company Data, *inSpectrum* estimates, Jan. 2025

Apacer

Financial Performance



Income Statement(Consolidated)

Unit: In Millions of New Taiwan Dollars, Except Earnings Per Share

	2024		2023		YoY
	Amount	%	Amount	%	%
Net revenue	7,837	100	7,631	100	3
Cost of good sold	6,536	83	5,852	77	12
Gross profit	1,301	17	1,779	23	(27)
Operating expenses	994	13	1068	14	(7)
Income from operation	307	4	711	9	(57)
Non-operating incomes	42	-	37	1	14
Income before income tax	349	4	748	8	(53)
Net income	292	4	605	8	(52)
Basic earnings per share	2.18		4.51		

Balance Sheet(Consolidated)

Unit: In Millions of New Taiwan Dollars

	2024/12/31		2023/12/31		YoY
	Amount	%	Amount	%	%
Cash and cash equivalents	1,073	17	1,061	17	1
Notes and accounts receivable	860	14	776	12	11
Inventories*	1,327	22	1,490	23	(11)
Property, plant and equipment	905	15	916	14	(1)
Other Financial assets	1,446	23	1,575	25	(8)
Total assets	6,212	100	6,372	100	(3)
Short-term loans	289	5	61	2	374
Accounts payable	781	13	1,143	18	(32)
Total liabilities	1,587	26	1,909	30	(17)
Common stock	1,287	21	1,227	19	5
Total equity	4,625	74	4,463	70	4

*Inventory turnover days

79days

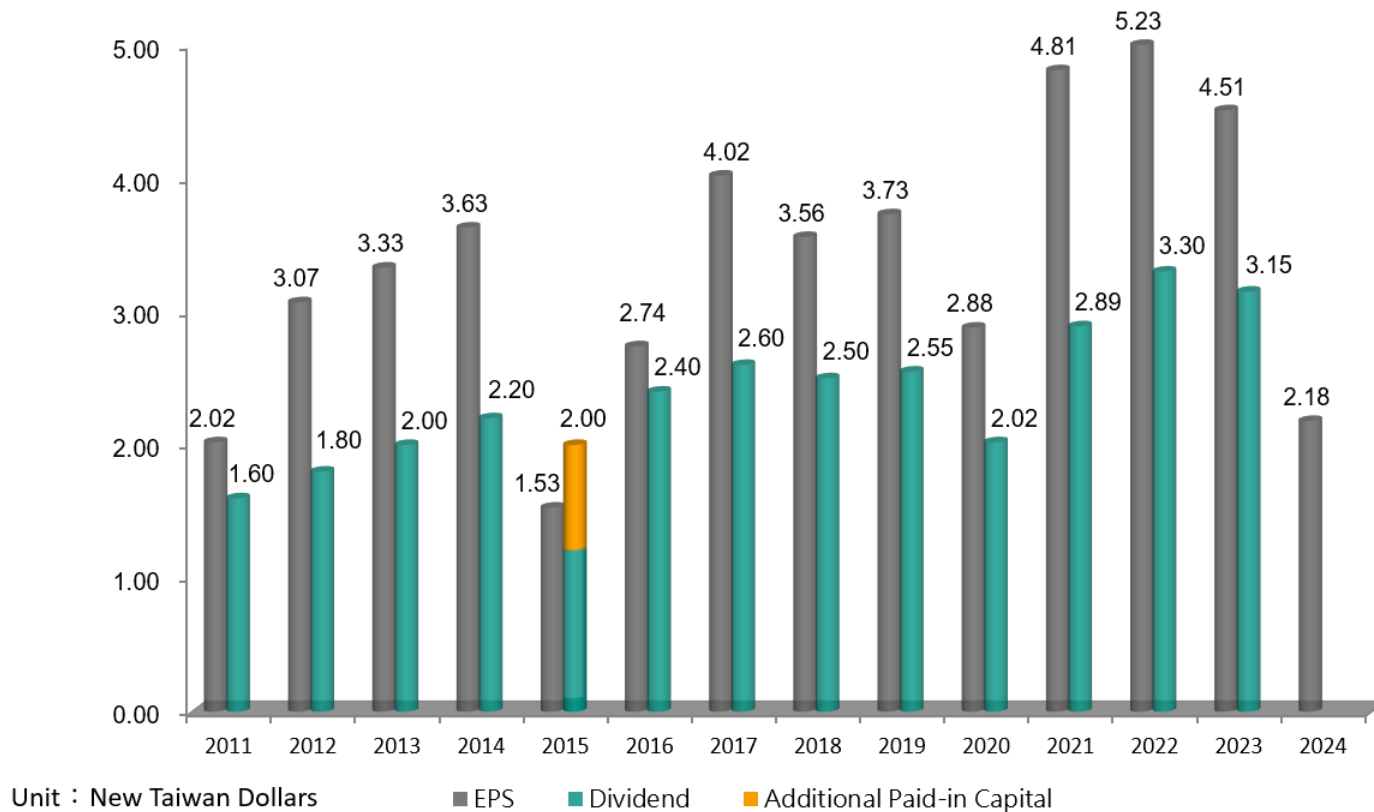
76days

Cash Flow(Consolidated)

Unit: In Millions of New Taiwan Dollars

	2024	2023
	Amount	Amount
Income before income tax	349	748
Adjustments	(504)	(366)
Net cash (used)generated by operating activities	(155)	382
Net cash generated(used) by investing activities	98	(229)
Net cash generated(used) by financing activities	40	(507)
Effect of exchange rate changes	29	(4)
Net increase(decrease) in cash and cash equivalents	12	(358)
Cash and cash equivalents, beginning of period	1,061	1,419
Cash and cash equivalents, end of period	1,073	1,061

Dividend



2024 Share of Revenue

DRAM

37.64%

NAND Flash

60.95%

Others

1.41%

QA

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