

# YAGEO Corporation

Company Presentation

September 2024



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# About YAGEO Group



## Built Into Tomorrow

Headquartered in Taipei, Taiwan, we harness our expertise to provide innovative, dependable solutions, enhancing our customers' products for a safer, more efficient, and interconnected future.



**1977**  
Founded



**40,000+**  
Global  
Employees



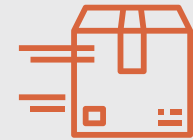
**100+**  
Locations  
Worldwide



**\$4B**  
Yearly  
Revenues



**2K+**  
Patents



**273K+**  
Global  
Customers

## PRINCIPAL BRANDS





## OUR MISSION

Utilize our expertise to deliver innovative, reliable solutions that elevate our customers' products, shaping a safer, more efficient, and interconnected future.

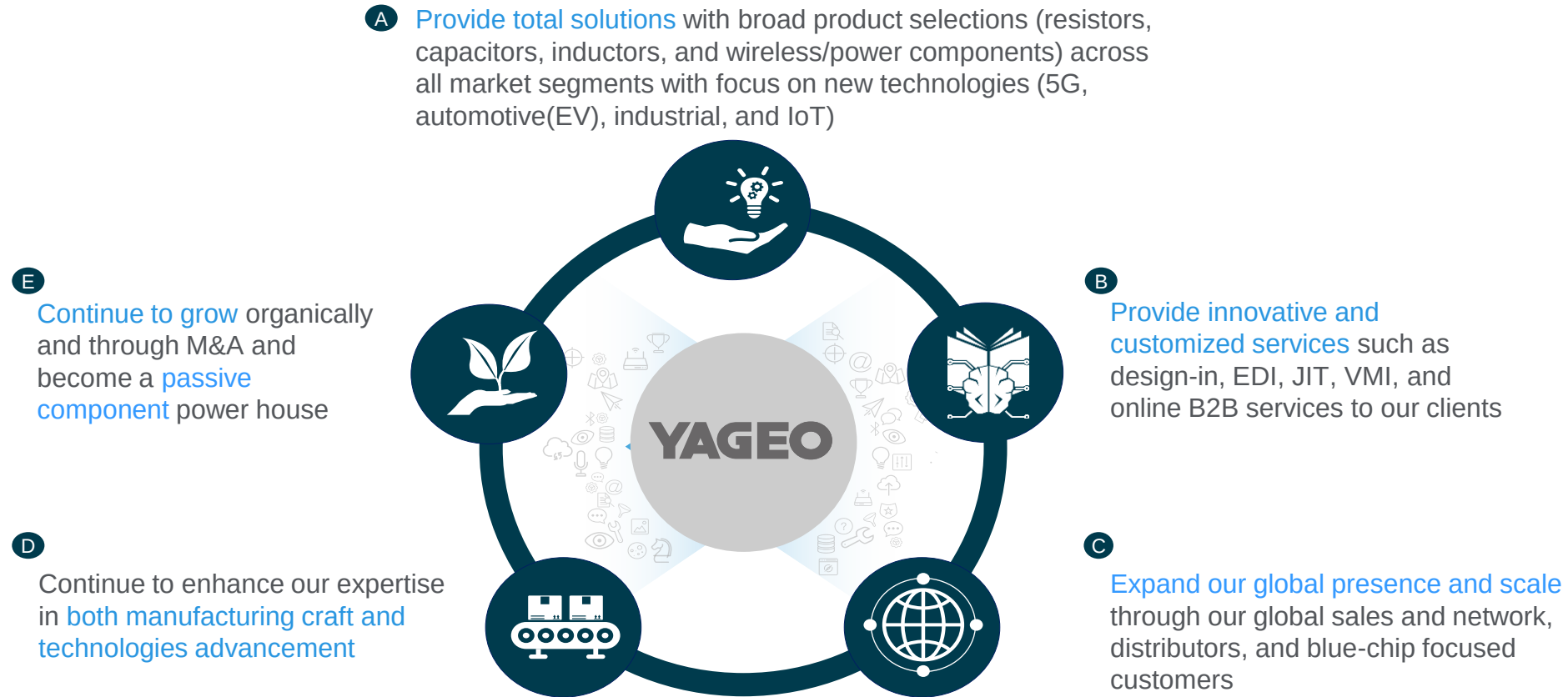


## OUR VISION

Leverage our manufacturing scalability, comprehensive product offering, and the ingenuity of our global talent to build robust, sustainable, and resilient relationships with our customers.

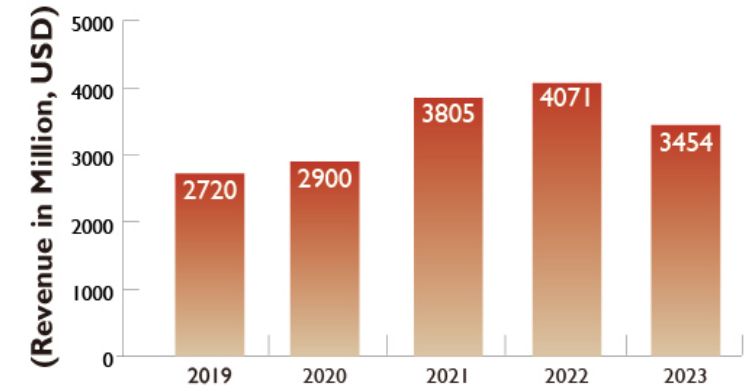






# YAGEO at a Glance

- **YAGEO** was founded in 1977, public listed on TWSE since 1993.
- Our expanded global community and footprint makes us an industry leader with greater opportunities for our employees and customers, and increased ability for high-growth segments and applications.
  - **No. 1 in Chip resistors**
  - **No. 1 in Tantalum capacitors**
  - No. 3 in MLCCs
  - No. 3 in Inductors
- Market caps reached around NTD\$ 338 billion as of August 30<sup>th</sup>, 2024.
- Included in the MSCI Taiwan Index, FTSE/TWSE Taiwan 50 Index, FTSE4Good TIP Taiwan ESG Index, and TWSE Taiwan Employment Creation 99 Index.



# A Global Passive Component Leader

- YAGEO is the world's only electronic component and service provider who has all three of the main pillars of the passive component industry—resistors, capacitors, and inductors, with each of the products having the leading position among its peers.
- YAGEO has extended its product portfolio to circuit protection components, wireless components and sensors. After years of international acquisitions and internal product portfolio optimization, YAGEO has transformed to a premium solution provider with high design-in capability and extensive reach into those hard to penetrate segments and markets.
- YAGEO has strong global presence with 35 sales offices, 53 manufacturing sites, and 20 R&D centers in 32 nations worldwide.



# A Global Passive Component Leader

- As total passive component solution provider, YAGEO offers innovative global logistics, electronic data interchange, design-in services, web-based self-helped platforms, and online B2B interfaces with advanced IT solutions and other ease-of-doing-business tools.
- YAGEO products are widely used in all kinds of electronic applications, including AI, automotive, industrial, 5G/6G, IoT, cloud/data center, medical, aerospace, alternative energy, telecommunications, power supplies, computers and peripherals, and consumer electronics.
- YAGEO has a strong and diversified customer profile, including global brand customers, leading EMS, ODM/OEM, and distributors.





# A Global Passive Component Leader

- YAGEO closed the merger deal of **Nexensos**, a global leader in premium platinum thin-film temperature sensors, in an all-cash transaction of **EUR 79.4 million** in April 2023. YAGEO continued to close another merger deal of **Telemecanique Sensors** in November 2023, a leading global specialist in mission-critical electromechanical and electronic sensors, in an all-cash transaction of **EUR 686 million**.
- YAGEO completed the merger of a leading inductor maker **Chilisin** in January 2022, through a share-swap transaction. Earlier, YAGEO also completed the mergers of **KEMET** in June 2020 and **Pulse Electronics** in December 2018, with total equity valued **US\$ 1.64 billion** and **US\$ 740 million** in cash, respectively.
- In 2023, YAGEO reached its 2<sup>nd</sup> highest revenue of NTD\$ 107.6 billion with 33.5% of Gross Margin, 19% of Operating Margin, EPS of NT\$ 41.8, and 13.6% of ROE.



# Broad Product Offering Targeting Key Verticals



Automotive



Alternative Energy



Industrial



Monitoring/Power



IoT/  
Communications



Medical/  
High Reliability



Consumer



Computer Related



Telecom



Aerospace/ Defense



High Voltage



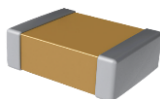
Portable Devices



Chip Resistors



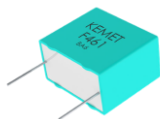
Leaded Resistors



MLCC



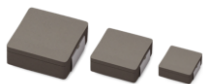
Tantalum Capacitor



Film Capacitor



Aluminum ECap



METCOM Inductors



Wireless Antenna



RF filters



Inductor



Circuit Protection

# Various Customer Base

Brand :



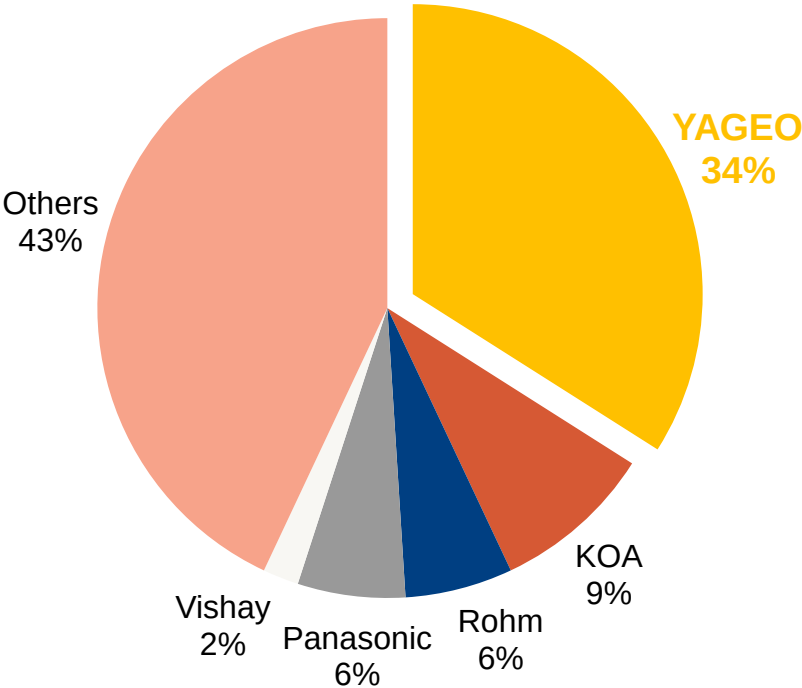
EMS / OEM :



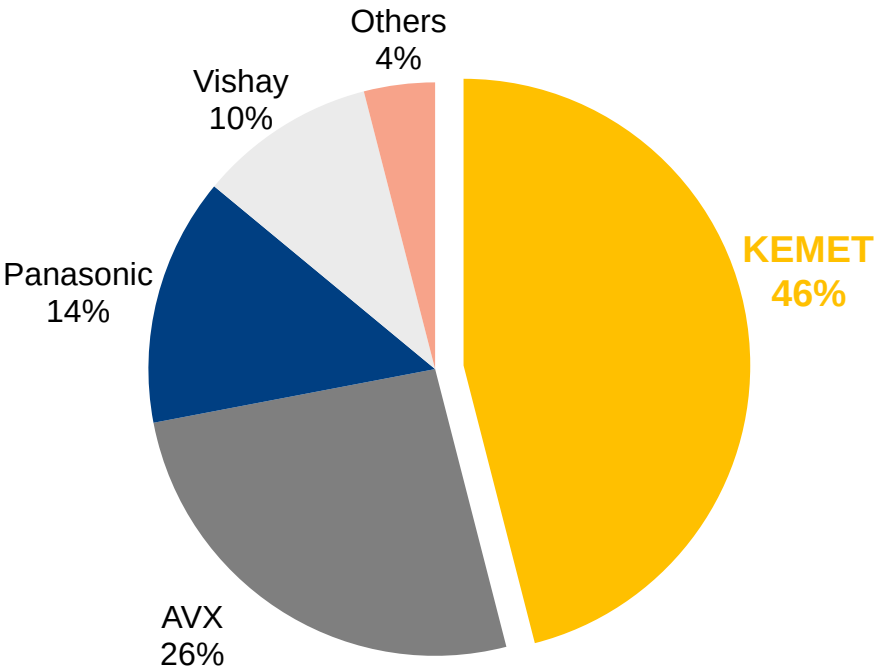
Distributor :



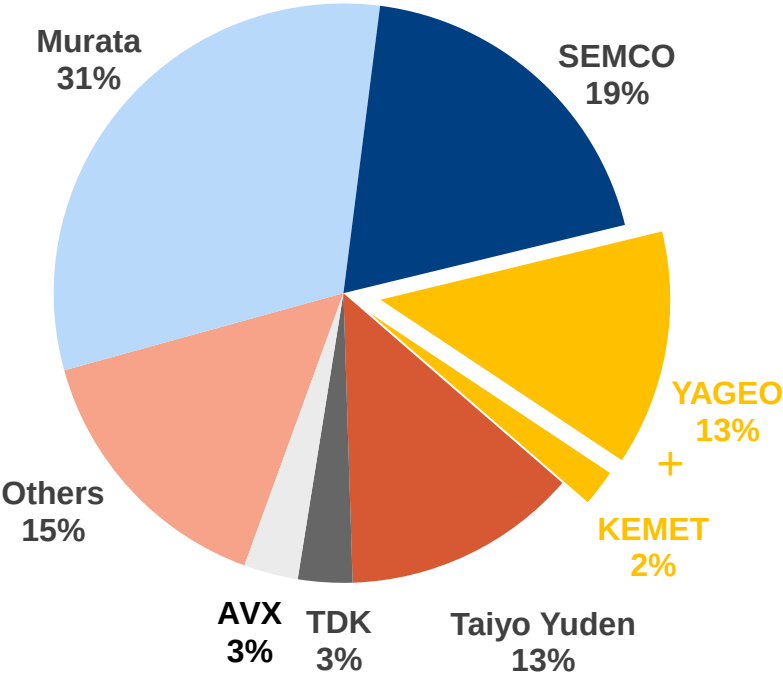
Chip Resistors - Ranked No. 1



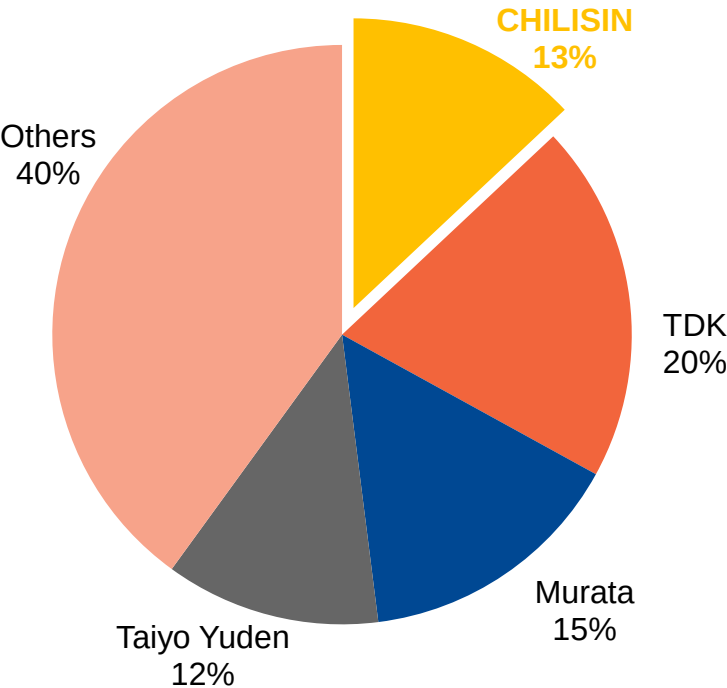
Tantalum Capacitors - Ranked No. 1



MLCCs - Ranked No. 3



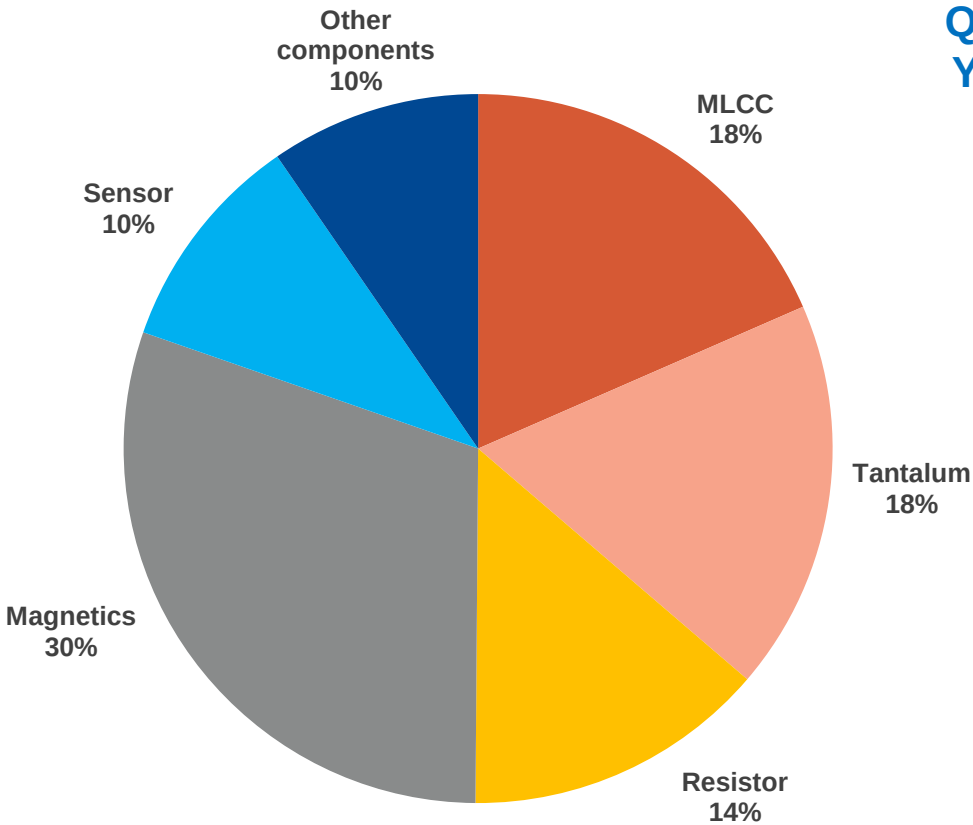
Inductors - Ranked No. 3





# 2Q2024 Sales Breakdown

By Product

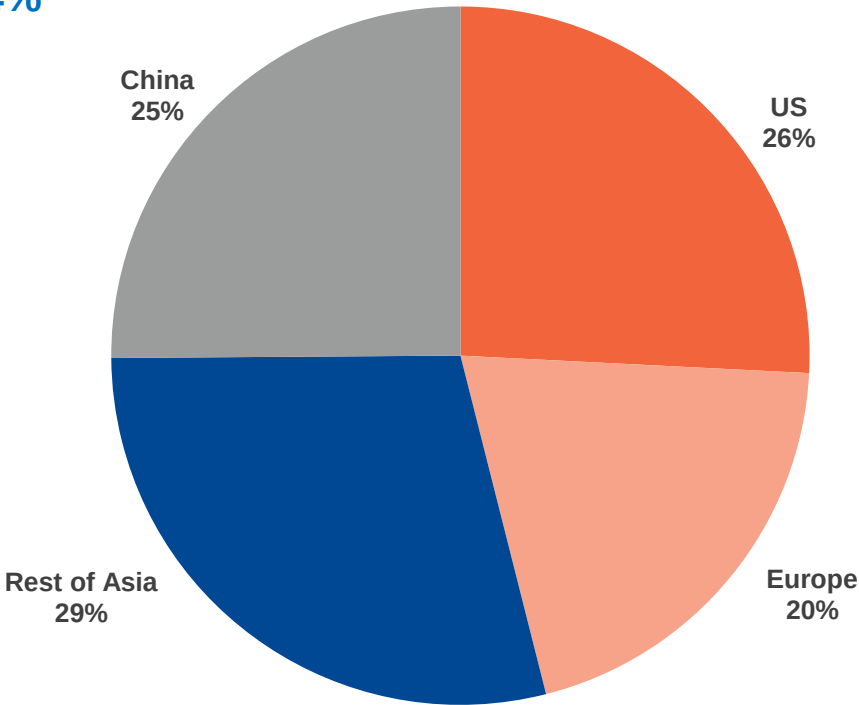


| Products         | 1Q24 | 2Q24 | QoQ change (ppts) |
|------------------|------|------|-------------------|
| MLCC             | 20%  | 18%  | (2)               |
| Tantalum         | 16%  | 18%  | 2                 |
| Resistor         | 13%  | 14%  | 1                 |
| Magnetics        | 30%  | 30%  | 0                 |
| Sensors          | 12%  | 10%  | (2)               |
| Other components | 9%   | 10%  | 1                 |

NT\$ 31,418 M  
QoQ +10.2%  
YoY +17.4%

By Region\*

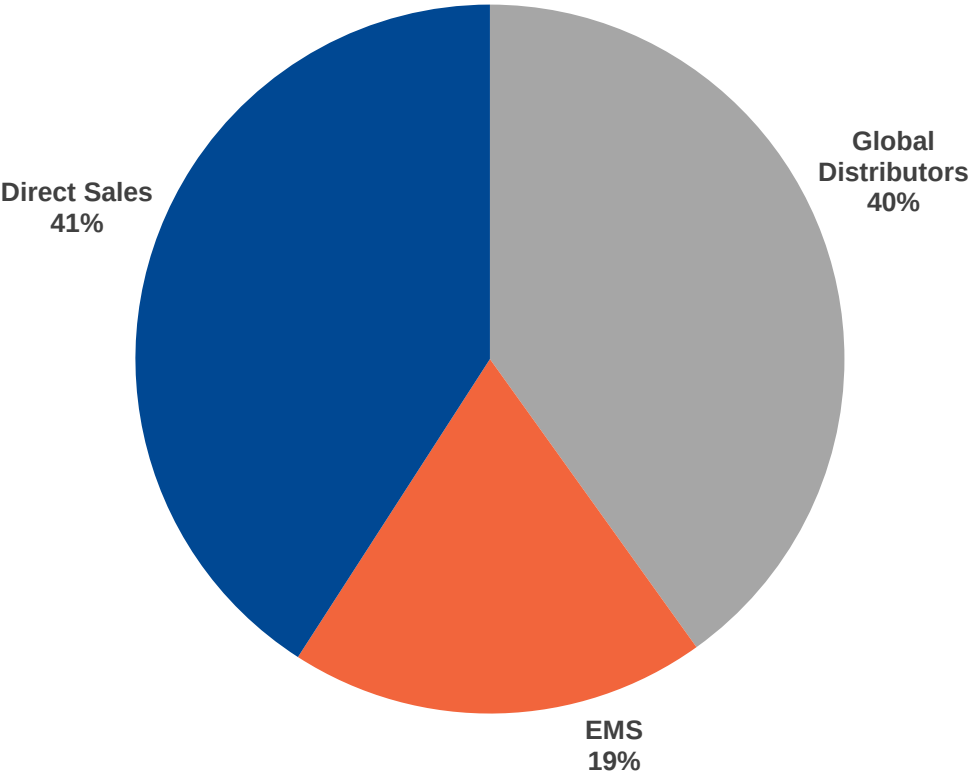
\* By Customer HQ



| Regions      | 1Q24 | 2Q24 | QoQ change (ppts) |
|--------------|------|------|-------------------|
| US           | 25%  | 26%  | 1                 |
| Europe       | 23%  | 20%  | (3)               |
| Rest of Asia | 29%  | 29%  | 0                 |
| China        | 23%  | 25%  | 2                 |

# 2Q2024 Sales Breakdown

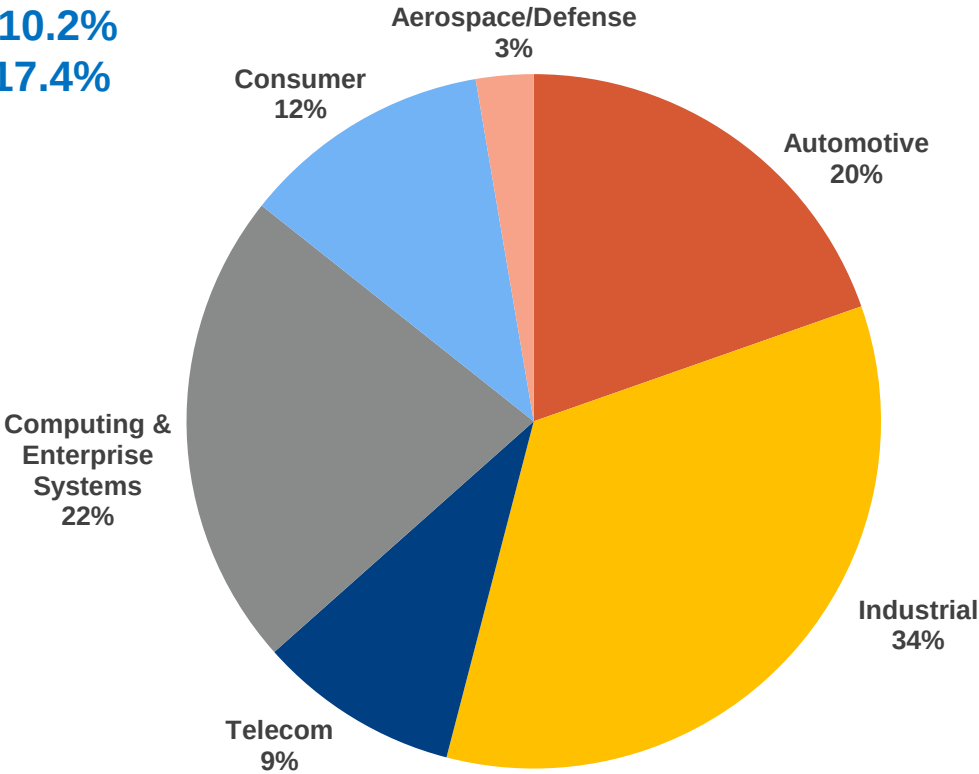
By Channel



| Channels            | 1Q24 | 2Q24 | QoQ change (ppts) |
|---------------------|------|------|-------------------|
| Global Distributors | 39%  | 40%  | 1                 |
| EMS                 | 20%  | 19%  | (1)               |
| Direct Sales        | 41%  | 41%  | 0                 |

NT\$ 31,418 M  
QoQ +10.2%  
YoY +17.4%

By Segment



| Applications      | 1Q24 | 2Q24 | QoQ change (ppts) |
|-------------------|------|------|-------------------|
| Automotive        | 20%  | 20%  | 0                 |
| Industrial        | 36%  | 34%  | (2)               |
| Telecom           | 9%   | 9%   | 0                 |
| Computing & ESs   | 21%  | 22%  | 1                 |
| Consumer          | 11%  | 12%  | 1                 |
| Aerospace/Defense | 3%   | 3%   | 0                 |

# 2Q2024 Income Statement

YAGEO Consolidation (reviewed)

Amount in NT\$ Million

|                                         | 2Q24     |        | 1Q24     |        | Q-Q        | 2Q23     |        | Y-Y        |
|-----------------------------------------|----------|--------|----------|--------|------------|----------|--------|------------|
|                                         | Amount   | %      | Amount   | %      | Change %   | Amount   | %      | Change %   |
| Net Sales                               | 31,418   | 100.0  | 28,505   | 100.0  | 10.2       | 26,757   | 100.0  | 17.4       |
| Cost of Sales                           | (20,380) | (64.9) | (18,871) | (66.2) | 8.0        | (17,880) | (66.8) | 14.0       |
| Gross Margin                            | 11,038   | 35.1   | 9,634    | 33.8   | 1.3 ppts   | 8,877    | 33.2   | 1.9 ppts   |
| Operating Expenses                      | (4,556)  | (14.5) | (4,670)  | (16.4) | 1.9 ppts   | (3,801)  | (14.2) | (0.3) ppts |
| Operating Profit                        | 6,482    | 20.6   | 4,964    | 17.4   | 3.2 ppts   | 5,076    | 19.0   | 1.7 ppts   |
| Non-operating Items                     | 923      | 2.9    | 1,115    | 3.9    | (1.0) ppts | 1,359    | 5.1    | (2.2) ppts |
| Income Before Tax                       | 7,406    | 23.6   | 6,079    | 21.3   | 2.3 ppts   | 6,435    | 24.1   | (0.5) ppts |
| Income Tax                              | (1,919)  | (6.1)  | (1,450)  | (5.1)  | (1.0) ppts | (2,732)  | (10.2) | 4.1 ppts   |
| Net Income                              | 5,486    | 17.5   | 4,629    | 16.2   | 1.3 ppts   | 3,703    | 13.8   | 3.7 ppts   |
| Noncontrolling Interests                | (34)     | (0.1)  | (21)     | (0.1)  | (0.0) ppts | 17       | 0.1    | (0.2) ppts |
| Net Income (attributable to the parent) | 5,453    | 17.4   | 4,609    | 16.2   | 1.2 ppts   | 3,721    | 13.9   | 3.5 ppts   |
| EPS (NT\$ Dollar)                       | 13.02    |        | 11.02    |        | 18.2       | 8.90     |        | 46.2       |
| EBITDA                                  | 8,664    | 27.6   | 7,271    | 25.5   | 2.1 ppts   | 7,098    | 26.5   | 1.2 ppts   |

- Q-Q/Y-Y Change of Net Sales, Cost of Sales , and EPS is in %, the rest of Changes is in percentage point.  
- The financial data is based on T-IFRS

# 2Q2024 Non-operating Items

YAGEO Consolidation (reviewed)

Amount in NT\$ Million

|                                         | 2Q24       | 1Q24         | Q-Q<br>Change % | 2Q23         | Y-Y<br>Change % |
|-----------------------------------------|------------|--------------|-----------------|--------------|-----------------|
| Foreign Exchange Gain (Loss)            | 287        | 276          | 4.2             | 414          | (30.6)          |
| Foreign Exchange Gain (Loss)-Realized   | 183        | 325          | (43.7)          | 456          | (59.9)          |
| Foreign Exchange Gain (Loss)-Unrealized | 104        | (49)         | (312.7)         | (42)         | (349.7)         |
| Net Interest Income (Expense)           | 632        | 518          | 22.1            | 436          | 45.0            |
| Investment Income on Equity-Method      | 98         | 30           | 229.7           | 28           | 247.4           |
| Others                                  | (94)       | 293          | (132.2)         | 489          | (119.3)         |
| <b>Total</b>                            | <b>923</b> | <b>1,116</b> | <b>(17.2)</b>   | <b>1,367</b> | <b>(32.4)</b>   |

# 1H2024 Income Statement

YAGEO Consolidation (reviewed)

Amount in NT\$ Million

|                                         | 1H2024   |        | 1H2023   |        | Y-Y        |
|-----------------------------------------|----------|--------|----------|--------|------------|
|                                         | Amount   | %      | Amount   | %      | Change %   |
| Net Sales                               | 59,923   | 100.0  | 52,852   | 100.0  | 13.4       |
| Cost of Sales                           | (39,251) | (65.5) | (35,363) | (66.9) | 11.0       |
| Gross Margin                            | 20,672   | 34.5   | 17,489   | 33.1   | 1.4 ppts   |
| Operating Expenses                      | (9,226)  | (15.4) | (7,493)  | (14.2) | (1.2) ppts |
| Operating Profit                        | 11,446   | 19.1   | 9,996    | 18.9   | 0.2 ppts   |
| Non-operating Items                     | 2,039    | 3.4    | 1,874    | 3.5    | (0.1) ppts |
| Income Before Tax                       | 13,485   | 22.5   | 11,870   | 22.5   | 0.0 ppts   |
| Income Tax                              | (3,369)  | (5.6)  | (4,032)  | (7.6)  | (2.0) ppts |
| Net Income                              | 10,116   | 16.9   | 7,838    | 14.8   | 2.1 ppts   |
| Noncontrolling Interests                | (54)     | (0.1)  | 14       | 0.0    | (0.1) ppts |
| Net Income (attributable to the parent) | 10,062   | 16.8   | 7,852    | 14.9   | 1.9 ppts   |
| EPS (NT\$ Dollar)                       | 24.04    |        | 18.80    |        | 27.8       |
| EBITDA                                  | 15,935   | 26.6   | 14,051   | 26.6   | 0.1 ppts   |

- Q-Q/Y-Y Change of Net Sales, Cost of Sales , and EPS is in %, the rest of Changes is in percentage point.  
- The financial data is based on T-IFRS

# 2Q2024 Selected Balance Sheet Summary

YAGEO Consolidation (reviewed)

Amount in NT\$ Million

|                                       | As of Jun 30<br>2024 | As of Mar 31<br>2024 | Q-Q<br>Change %  | As of June 30<br>2023 | Y-Y<br>Change % |
|---------------------------------------|----------------------|----------------------|------------------|-----------------------|-----------------|
| Cash and cash equivalents             | 92,332               | 83,889               | 10.1             | 73,823                | 25.1            |
| Receivables                           | 23,569               | 21,422               | 10.0             | 20,154                | 16.9            |
| Inventory                             | 26,466               | 26,578               | (0.4)            | 25,431                | 4.1             |
| <b>Total Assets</b>                   | <b>358,563</b>       | <b>342,784</b>       | 4.6              | <b>299,268</b>        | 19.8            |
| Payables                              | 14,855               | 13,679               | 8.6              | 13,264                | 12.0            |
| Net financial debts                   | 24,447               | 25,128               | (2.7)            | 14,392                | 69.9            |
| <b>Total Liabilities</b>              | <b>212,571</b>       | <b>204,309</b>       | 4.0              | <b>170,568</b>        | 24.6            |
| <b>Total Equity</b>                   | <b>145,993</b>       | <b>138,476</b>       | 5.4              | <b>128,699</b>        | 13.4            |
| <b>Total Liabilities &amp; Equity</b> | <b>358,563</b>       | <b>342,784</b>       | 4.6              | <b>299,268</b>        | 19.8            |
| <b>Net Financial Debt / Equity</b>    | <b>16.7%</b>         | <b>18.0%</b>         | <b>(1.5) pts</b> | <b>11.2%</b>          | <b>5.2 pts</b>  |
| <b>Net Financial Debt / EBITDA</b>    | <b>79.8%</b>         | <b>86.4%</b>         | <b>(6.6) pts</b> | <b>45.6%</b>          | <b>34.2 pts</b> |
| <b>ROE (Quarterly)</b>                | <b>3.9%</b>          | <b>3.4%</b>          | <b>0.4 pts</b>   | <b>3.0%</b>           | <b>0.8 pts</b>  |
| <b>ROE (Annualized)</b>               | <b>14.3%</b>         | <b>13.5%</b>         |                  | <b>12.5%</b>          |                 |

- The financial data is based on T-IFRS



# 2Q2024 Cash Flow

YAGEO Consolidation (reviewed)

Amount in NT\$ Million

|                                                      | 2Q24<br>Amount | 1Q24<br>Amount | Q-Q<br>Change % | 2Q23<br>Amount | Y-Y<br>Change % |
|------------------------------------------------------|----------------|----------------|-----------------|----------------|-----------------|
| Net Cash Provided by (Used in) Operating Activities  | 5,254          | 6,827          | (23.0)          | 7,444          | (29.4)          |
| Net Cash Provided by (Used in) Investing Activities  | (5,146)        | (1,270)        | 305.2           | (2,974)        | 73.0            |
| Net Cash Provided by (Used in) Financing Activities  | 6,969          | (99)           | (7,139.9)       | 4,594          | 51.7            |
| FX Difference                                        | 1,366          | 2,504          | (45.4)          | (389)          | (451.2)         |
| Net Increase (Decrease) in Cash and Cash Equivalents | 8,443          | 7,962          | 6.0             | 8,675          | (2.7)           |
| Cash and Cash Equivalents , Beginning of Period      | 83,889         | 75,927         | 10.5            | 65,148         | 28.8            |
| Cash and Cash Equivalents , End of Period            | 92,332         | 83,889         | 10.1            | 73,823         | 25.1            |

- The financial data is based on T-IFRS

# 2Q2024 Working Capital Management

YAGEO Consolidation (reviewed)

Amount in NT\$ Million

|                         | 2Q24   | 1Q24   | Q-Q<br>Change % | 2Q23   | Y-Y<br>Change % |
|-------------------------|--------|--------|-----------------|--------|-----------------|
| Accounts Receivable     | 23,569 | 21,422 | 10.0            | 20,154 | 16.9            |
| DSO                     | 65     | 67     | (2.4)           | 69     | (5.2)           |
| Inventory               | 26,466 | 26,578 | (0.4)           | 25,431 | 4.1             |
| DOH-Total Company (Amt) | 119    | 130    | (8.6)           | 129    | (8.3)           |
| Accounts Payable        | 14,855 | 13,679 | 8.6             | 13,264 | 12.0            |
| DPO                     | 64     | 70     | (8.2)           | 68     | (5.4)           |
| Net Working Capital     | 35,180 | 34,321 | 2.5             | 32,321 | 8.8             |



# YAGEO GROUP

Built into Tomorrow

## Thank you! 謝謝你!

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