



佳能企業股份有限公司
ABILITY ENTERPRISE CO., LTD.

Investor Conference 2021



2021/11/22

Agenda

01



2021 Q3
Financial
Result

02



Outlook

03



Q&A



The background of the slide features a close-up, shallow depth-of-field photograph of several stacks of silver coins. A blue calculator is partially visible on the left side. The overall color palette is dominated by dark blues and greys, with the coins providing a metallic texture. A semi-transparent dark blue horizontal bar is positioned across the middle of the image, containing the title text in a bright yellow font.

2021 Q3 Financial Result

Consolidated IS (YTD)

Unit : NT\$ in millions (except EPS in NT\$)

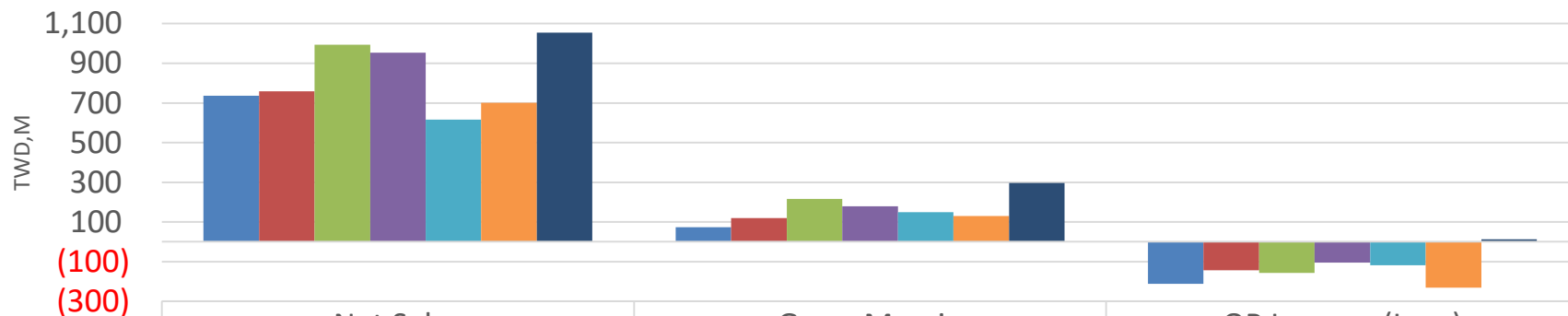
	Jan~Sep '2021		Jan~Sep '2020		YOY	
	amt	%	amt	%	amt	%
Net Sales	2,371	100.0	2,489	100.0	(118)	-4.7%
COGS	1,795	75.7	2,080	83.6	(285)	-13.7%
Gross Margin	576	24.3	409	16.4	167	41.0%
OP Exp	913	38.5	920	37.0	(7)	-0.8%
OP Income (Loss)	(337)	(14.2)	(512)	(20.6)	175	34.2%
Net Non-OP	1,244	52.5	133	5.4	1,111	833.0%
PBT	907	38.3	(379)	(15.2)	1,286	339.6%
Tax	182	7.7	14	0.5	168	1239.8%
Cons. Net Income (Loss)	725	30.6	(392)	(15.8)	1,117	284.9%
Minority interest	30	1.3	9	0.4	21	-243.1%
Net Income (After-mi)	695	29.3	(401)	(16.2)	1,096	273.4%
After-Tax EPS	2.46		(1.42)		3.88	273.2%

Consolidated IS (Quarterly)

Unit : NT\$ in millions (except EPS in NT\$)

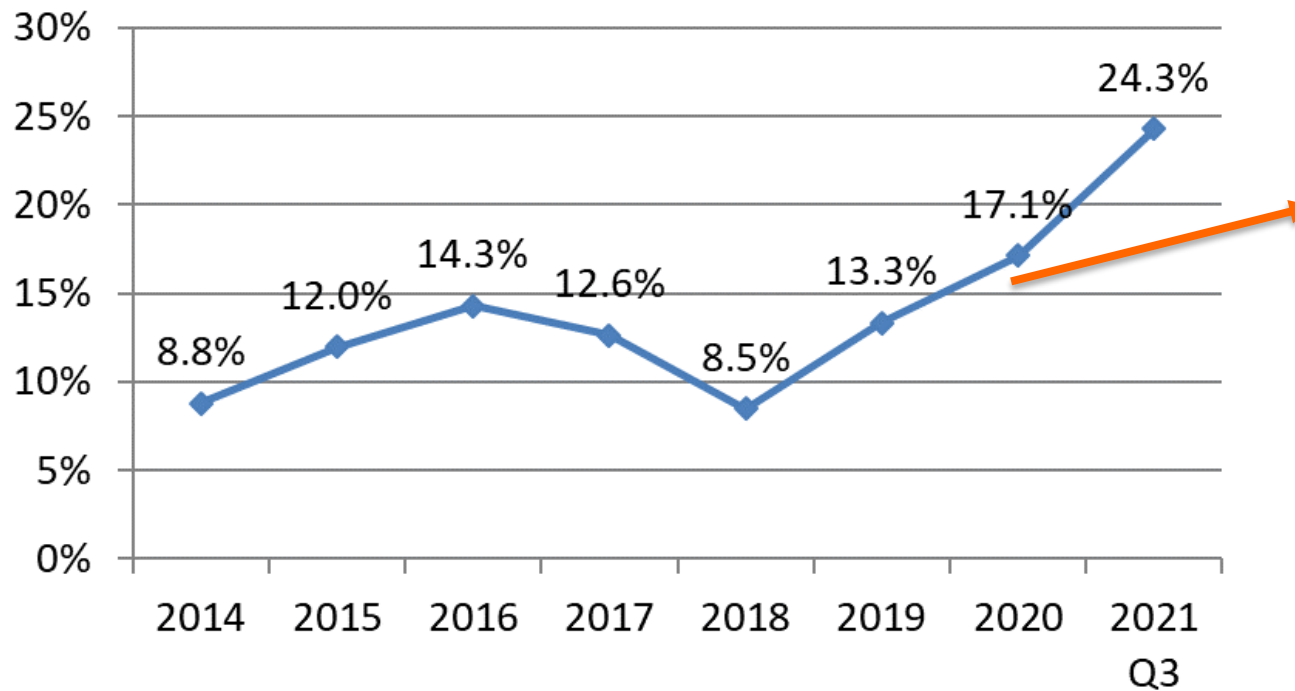
	2021 Q3		2021 Q2		QOQ		2020 Q3		YOY	
	amt	%	amt	%	amt	%	amt	%	amt	%
Net Sales	1,055	100.0	700	100.0	355	50.7%	994	100.0	62	6.2%
COGS	759	71.9	569	81.3	190	33.3%	777	78.2	(18)	-2.3%
Gross Margin	296	28.1	131	18.7	165	126.7%	217	21.8	79	36.6%
OP Exp	283	26.9	362	51.7	(78)	-21.7%	373	37.5	(90)	-24.0%
OP Income (Loss)	13	1.2	(231)	(33.0)	244	105.5%	(156)	(15.7)	169	108.1%
Net Non-OP	73	6.9	1,153	164.7	(1,080)	-93.6%	78	7.9	(5)	-6.4%
PBT	86	8.1	922	131.7	(836)	-90.7%	(78)	(7.8)	164	210.2%
Tax	47	4.4	122	17.4	(75)	-61.5%	4	0.4	43	1021.7%
Cons. Net Income (Loss)	39	3.7	800	114.3	(761)	-95.1%	(82)	(8.2)	121	147.6%
Minority interest	15	1.4	9	1.3	5	59.6%	10	1.0	5	48.9%
Net Income (After-mi)	24	2.3	791	113.0	(766)	-96.9%	(92)	(9.2)	116	126.6%
After-Tax EPS	0.09		2.80				(0.33)			

Operating Trend



	Net Sales	Gross Margin	OP Income (Loss)
20 Q1	736	73	(212)
20 Q2	759	119	(144)
20 Q3	994	217	(156)
20 Q4	953	178	(104)
21 Q1	616	149	(118)
21 Q2	700	131	(231)
21 Q3	1,055	296	13

Gross Margin Trend





Edge AI Camera Solution

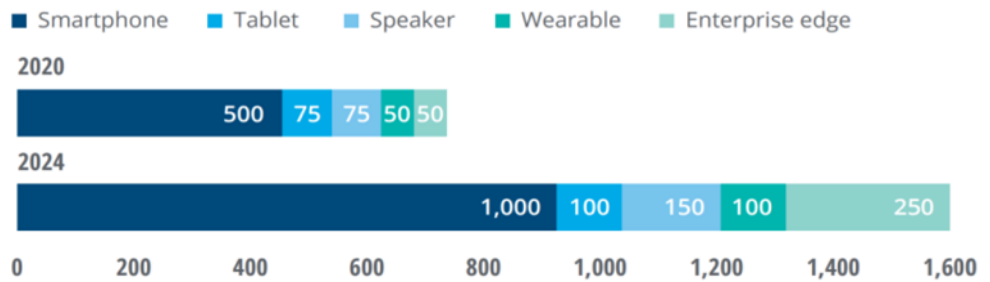


The Edge AI Industry is Poised for Growth

- Edge AI 市場成長趨勢確立
- 影像 Sensor 扮演物聯網眼睛的重要角色
- Ability 專注於提供Edge AI Camera

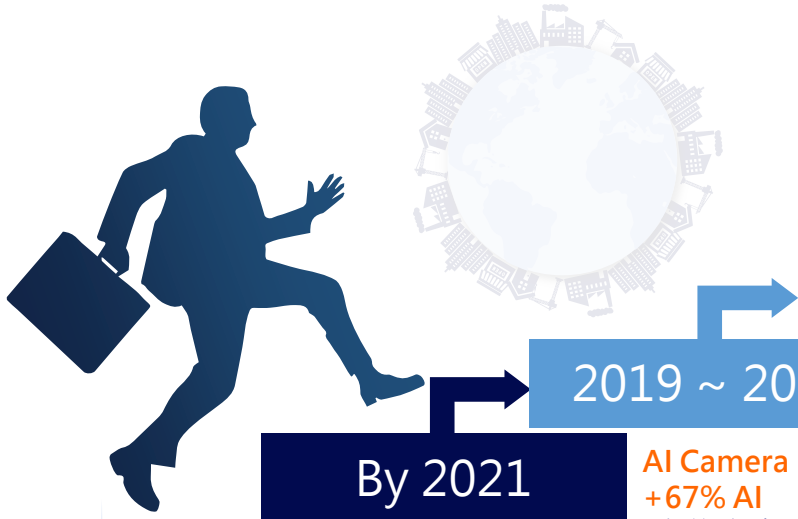
The edge AI chip industry is poised for growth

Edge AI chips by device, 2020 and 2024 (millions of units)



Sources: MarketsandMarkets, Edge AI hardware market by device (smartphones, cameras, robots, automobiles, smart speakers, wearables, and smart mirrors), processor (CPU, GPU, ASIC, and others), power consumption, process, end user industry, and region—global forecast to 2024, April 4, 2019; Deloitte analysis.

Deloitte Insights | deloitte.com/insights



解決方案架構

2019 ~ 2024

By 2021

AI Camera
+67% AI
(年複合成長率)

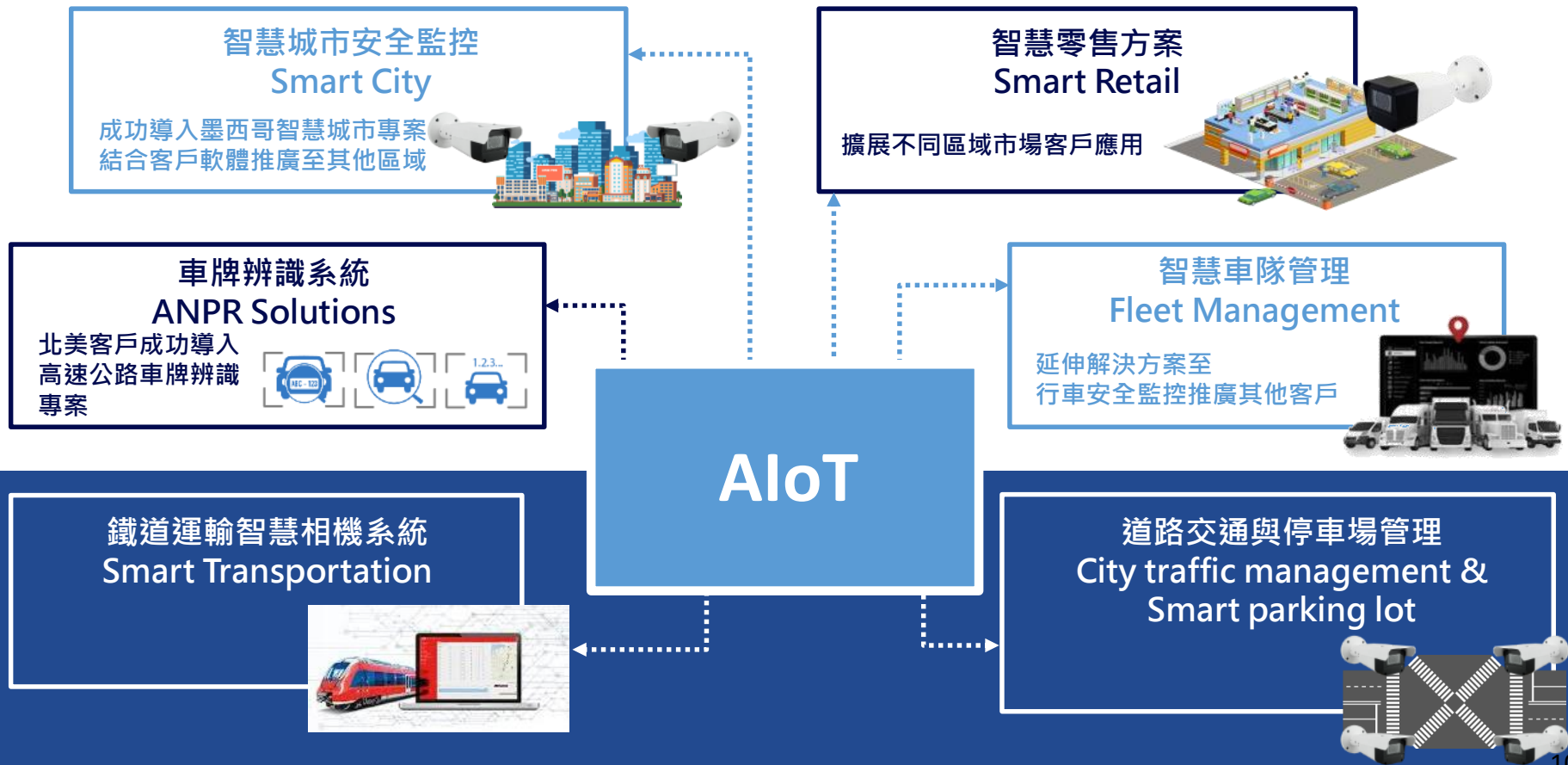
邊雲協作
(邊緣運算提供metadata給雲端做後續深度應用運算)

市場技術趨勢

82% 的IP流量為影像 (Video)

(Source: Intel Document)

Deep Plowing AI Vertical Market





Automotive Sensing Camera / System

Automotive Sensing Camera

Focus on (1) In-Cabin Camera (2) ADAS Camera



FSS
Forward Sensing System
Traffic Sign Recognition



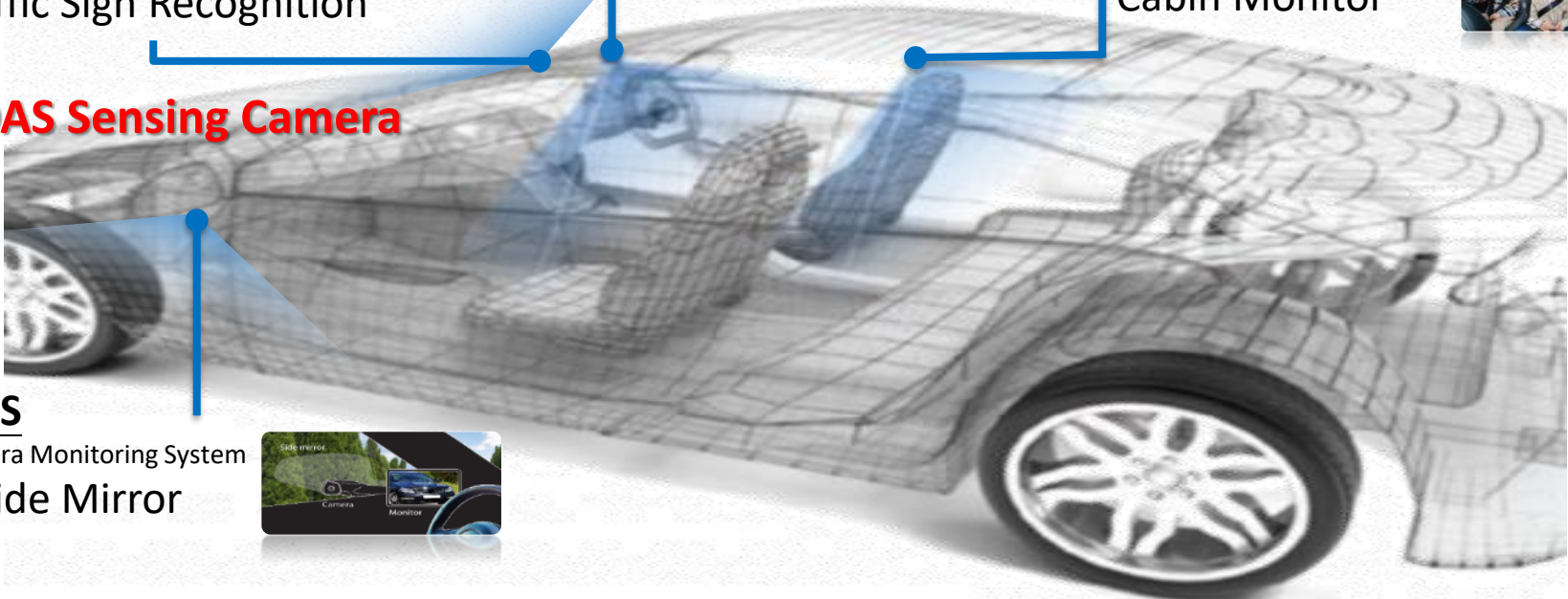
DMS
Driver monitoring system
Driver Monitor

In-Cabin Camera



OMS
Occupant monitoring system
Cabin Monitor

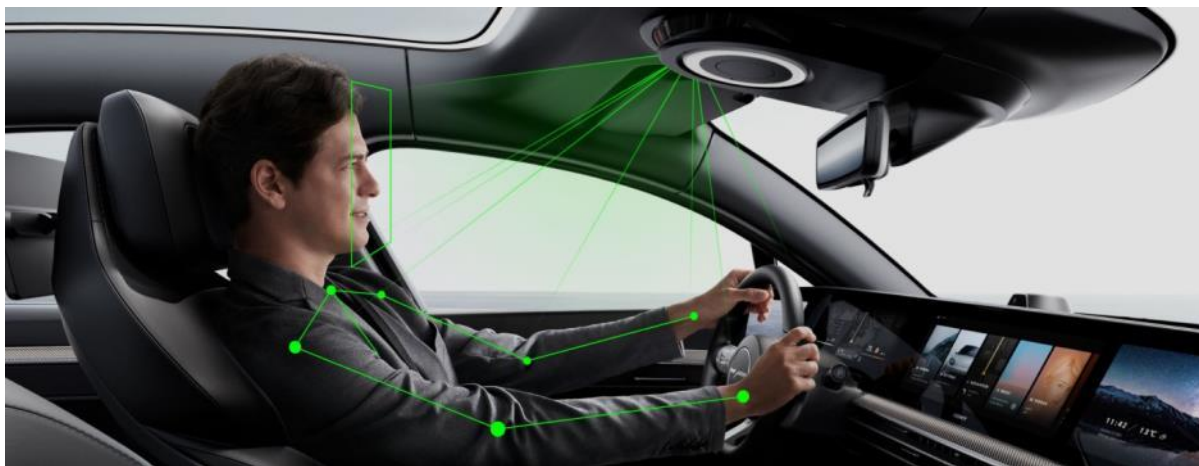
ADAS Sensing Camera



CMS
Camera Monitoring System
E-Side Mirror



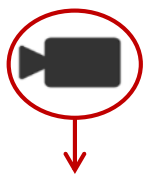
In-Cabin Camera : DMS & OMS



NIR-illumination

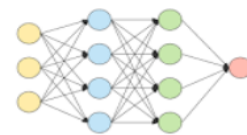


Camera



Key Tech:

Neural Network Process



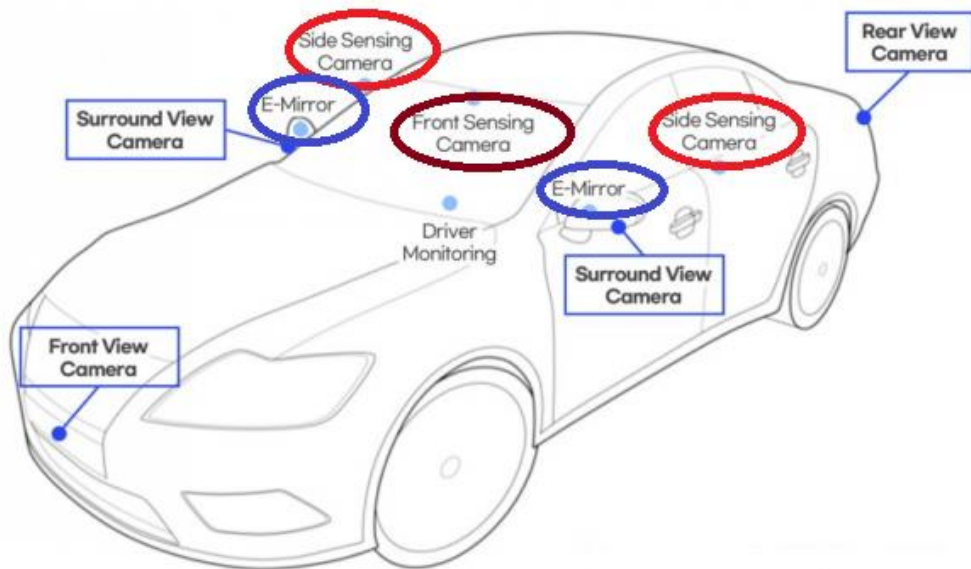
Neural Network Process (AI)



Warning or Control Action

* Small form factor to be embedded at any location

ADAS Camera : FSS/CMS/SSC



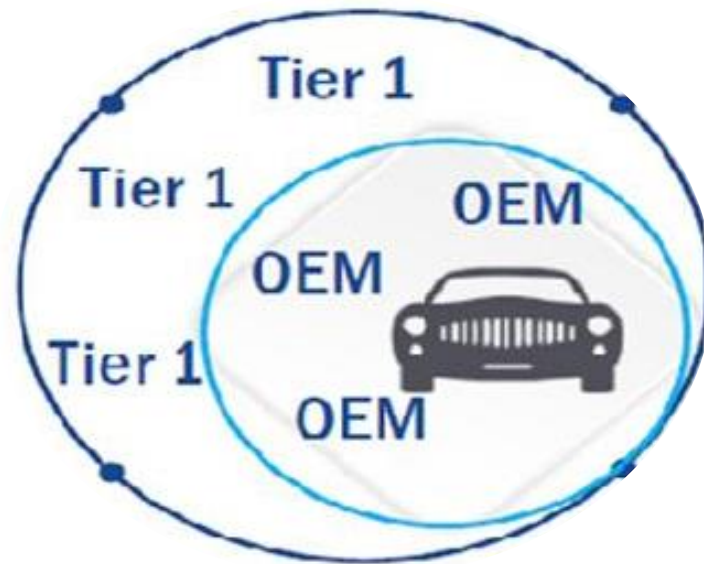
Camera Key Tech

1. High-precision optical performance
2. Thermal & power control
3. Functional safety compatible

Automotive Business Strategy 1



- 封閉式供應鏈生產體系
- **Key Factor**: 信任, 技術, 品質, 價格, 製造體制



Automotive Business Strategy 2



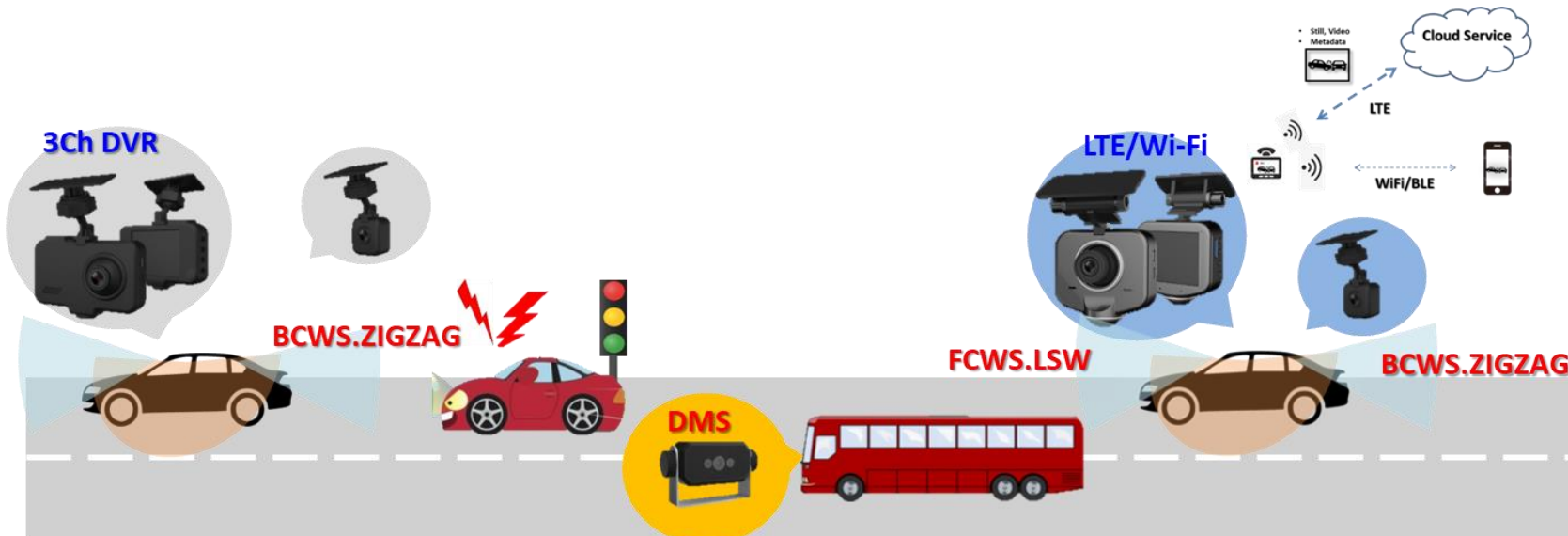
- 開放式供應鏈體系, 開放的軟硬體平台, 模組化分工
- **Key Factor** :在Software defined vehicle趨勢中, sensing solution (Cameras, Lidar/Radar) 必須提供精確感知融合資料, sensors(incl. camera w/ISP)和自動駕駛/輔助駕駛演算法需要完整緊密的配合



Product Roadmap of Automotive System

● 三路高階行車記錄器(DOP市場)

● 車隊管理/保險/共乘商業車應用



■ 車載環境可靠度

- Automotive regulation compliance
 - Thermal, EMC, Voltage, Vibration

■ 安全性

- Edge computing
 - ADAS: BCWS. ZIGZAG.Sentry mode
 - DMS: Drowsiness,Distraction

■ 車聯網

- LTE/Wi-Fi

High-End DashCam

聚焦DOP.MOP行車記錄器專業市場



10m number plate recognition(viewing)
前方10m車牌識別



Sentry mode by 360 Cabin Lens
360魚眼鏡頭哨兵模式偵測



日本dealer-option
專用機種



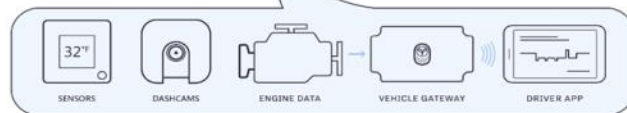
Rear Side road rage detection
後方危險駕駛偵測提醒

4G LTE AI DashCam

● 強化安全於商業車應用(車隊管理/保險/共乘)



● 商業車AIoT系統產品



Safe Harbor Notice

We have made forward-looking statements in the presentation. Our forward-looking statements contain information regarding, among other things, our financial conditions, future expansion plans and business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties, and assumptions about us.

We undertake no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events in the conference might not occur and our actual results could differ materially from those anticipated in these forward-looking statements.

Q&A THANK YOU



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