



AP Memory Technology Corporation 2023 Q4 Investor Conference

Mar 5th, 2024

Disclaimer

The forward-looking statements contained in the presentation are subject to risks and uncertainties and actual results may differ materially from those expressed or implied in these forward-looking statements.

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Agenda

1 2023Q4 & 2023 Financial Highlight

2 Business Overview

3 Future Outlook

4 Q&A



01

2023Q4 & 2023 Financial Highlight

2023.Q4 Consolidated Income Statement

(in NT\$K)	4Q23		3Q23		4Q22		QoQ	YoY
Net Revenue	1,162,962	100%	1,239,550	100%	825,093	100%	(6%)	41%
Gross Margin	509,036	44%	512,253	41%	352,693	43%	(1%)	44%
Selling and marketing exp.	33,123	3%	31,288	3%	20,383	3%	6%	63%
General and admin. exp.	42,670	4%	41,329	3%	26,444	3%	3%	61%
Research and development exp.	180,426	16%	160,229	13%	124,698	15%	13%	45%
Expected credit loss (gain)	(30,716)	(3%)	18,839	1%	(109)	-	(263%)	(28,080%)
Operating Expenses	225,503	20%	251,685	20%	171,416	21%	(10%)	32%
Operating Margin	283,533	24%	260,568	21%	181,277	22%	9%	56%
Non-Ope. Income	99,189	9%	388,872	31%	(98,587)	(12%)	(74%)	201%
Profit before income tax	382,722	33%	649,440	52%	82,690	10%	(41%)	363%
Income tax expense	12,602	1%	119,844	9%	18,122	2%	(89%)	(30%)
Net income	370,120	32%	529,596	43%	64,568	8%	(30%)	473%
Basic Earnings per share (NT\$)	\$2.29		\$3.27		\$0.40		(30%)	473%
Avg. Weighted Shares (K Shares)	161,936		161,869		161,512		0.04%	0.26%

2023.Q4 Consolidated Income Statement - Pro Forma

(in NT\$K)	4Q23		3Q23		4Q22		QoQ	YoY
Net Revenue	1,162,962	100%	1,239,550	100%	825,093	100%	(6%)	41%
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Operating Expenses	225,503	20%	251,685	20%	171,416	21%	(10%)	32%
Operating Margin	283,533	24%	260,568	21%	181,277	22%	9%	56%
Non-Ope. Income *	386,839	34%	180,554	15%	94,751	12%	114%	308%
Profit before income tax *	670,372	58%	441,122	36%	276,028	34%	52%	143%
Income tax expense *	70,132	6%	78,180	7%	56,790	7%	(10%)	23%
Net income *	600,240	52%	362,942	29%	219,238	27%	65%	174%
Basic Earnings per share (NT\$) *	\$3.71		\$2.24		\$1.36		65%	173%
Avg. Weighted Shares (K Shares)	161,936		161,869		161,512		0.04%	0.26%

*Exclude FX impact from the unused GDR proceeds.

2023 Consolidated Income Statement

(in NT\$K)

	2023		2022		YoY
Net Revenue	4,226,907	100%	5,094,775	100%	(17%)
Gross Margin	1,755,006	42%	2,221,394	44%	(21%)
Selling and marketing exp.	124,811	3%	126,823	3%	(2%)
General and admin. exp.	164,854	4%	132,623	3%	24%
Research and development exp.	583,627	14%	462,066	9%	26%
Expected credit loss (gain)	28,933	1%	(638)	-	4,635%
Operating Expenses	902,225	22%	720,874	15%	25%
Operating Margin	852,781	20%	1,500,520	29%	(43%)
Non-Ope. Income	766,200	18%	948,763	19%	(19%)
Profit before income tax	1,618,981	38%	2,449,283	48%	(34%)
Income tax expense	174,011	4%	507,587	10%	(66%)
Net income	1,444,970	34%	1,941,696	38%	(26%)
Basic Earnings per share (NT\$)	\$8.93		\$12.09		(26%)
Avg. Weighted Shares (K Shares)	161,847		160,602		0.78%

2023 Consolidated Income Statement - Pro Forma

(in NT\$K)	2023		2022		YoY
Net Revenue	4,226,907	100%	5,094,775	100%	(17%)
Gross Margin	1,755,006	42%	2,221,394	44%	(21%)
Selling and marketing exp.	124,811	3%	126,823	3%	(2%)
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Expected credit loss (gain)	28,933	1%	(638)	-	4,635%
Operating Expenses	902,225	22%	720,874	15%	25%
Operating Margin	852,781	20%	1,500,520	29%	(43%)
Non-Ope. Income *	766,155	18%	379,945	8%	102%
Profit before income tax *	1,618,936	38%	1,880,465	37%	(14%)
Income tax expense *	174,002	4%	393,824	8%	(56%)
Net income *	1,444,934	34%	1,486,641	29%	(3%)
Basic Earnings per share (NT\$) *	\$8.93		\$9.26		(4%)
Avg. Weighted Shares (K Shares)	161,847		160,602		0.78%

*Exclude FX impact from the unused GDR proceeds.

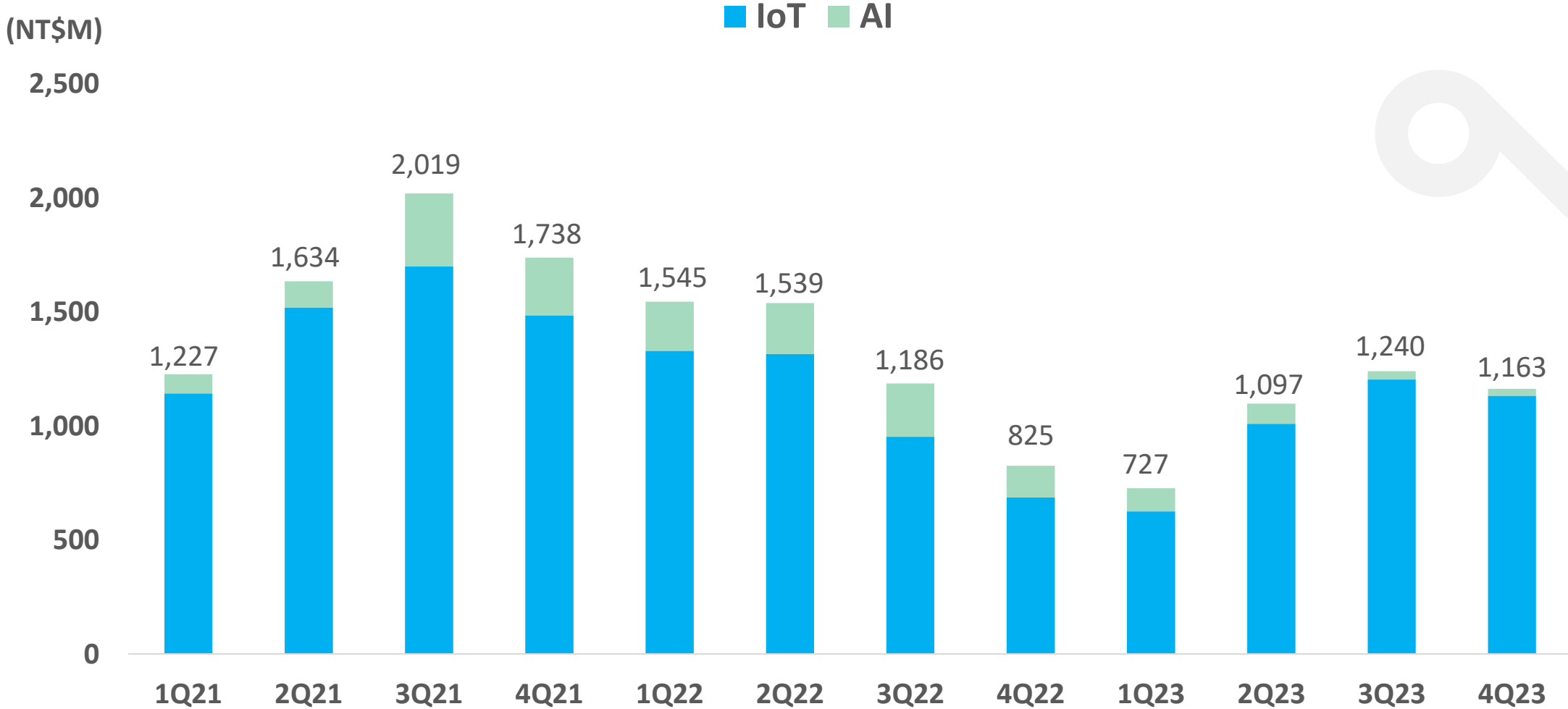
2023.12.31 Consolidated Balance Sheet

(in NT\$K)	2023.12.31		2023.09.30		2022.12.31	
	AMT	%	AMT	%	AMT	%
Total Assets	12,513,591	100%	11,741,570	100%	11,691,311	100%
Cash and Cash Equiv.	8,864,216	71%	8,744,481	75%	8,182,432	70%
Account Receivables	567,535	5%	755,236	6%	638,597	5%
Inventories	851,330	7%	903,236	8%	1,528,392	13%
Financial assets at FVTPL	1,139,267	9%	258,982	2%	256,007	2%
Other Assets	1,091,243	8%	1,079,635	9%	1,085,883	10%
Total Liabilities	1,191,797	10%	808,114	7%	740,744	6%
Short-term borrowings	300,000	2%	-	-	-	-
Contract liabilities	68,828	1%	13,695	0%	23,043	0%
Accounts payable	255,186	2%	218,635	2%	149,961	1%
Current Tax Liabilities	238,365	2%	255,716	2%	295,101	3%
Other Liabilities	329,418	3%	320,068	3%	272,639	2%
Shareholders' Equity	11,321,794	90%	10,933,456	93%	10,950,567	94%
Net Worth Per Share (NT\$)	69.89		67.54		67.78	

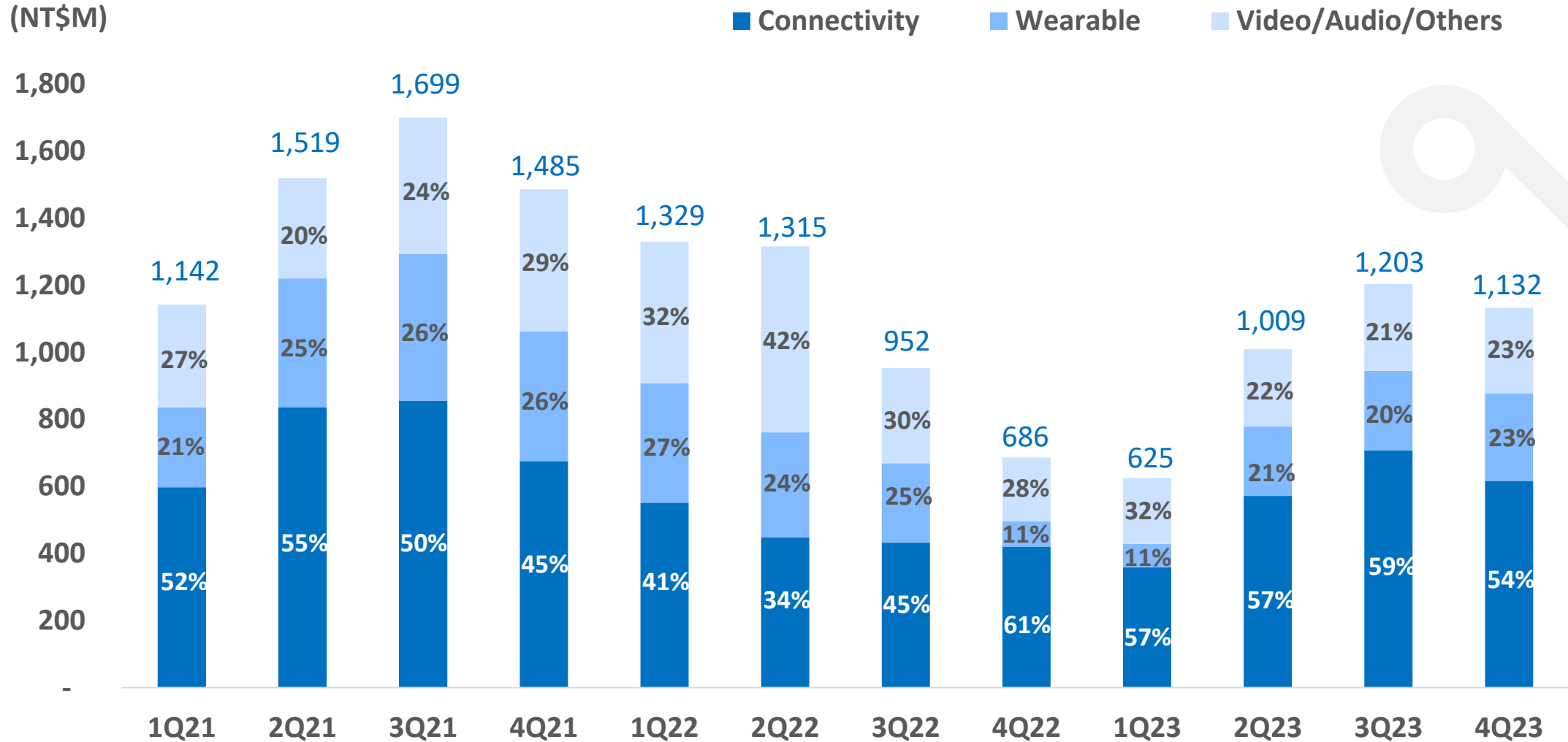
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Business Overview

Quarterly Revenue Trend

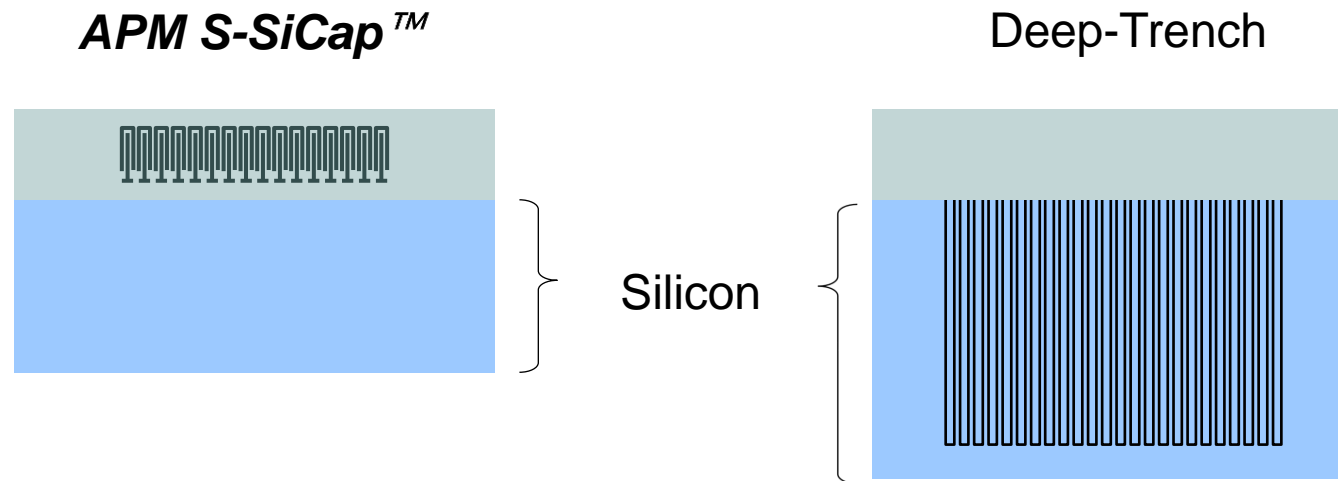


IoT BU Revenue by category

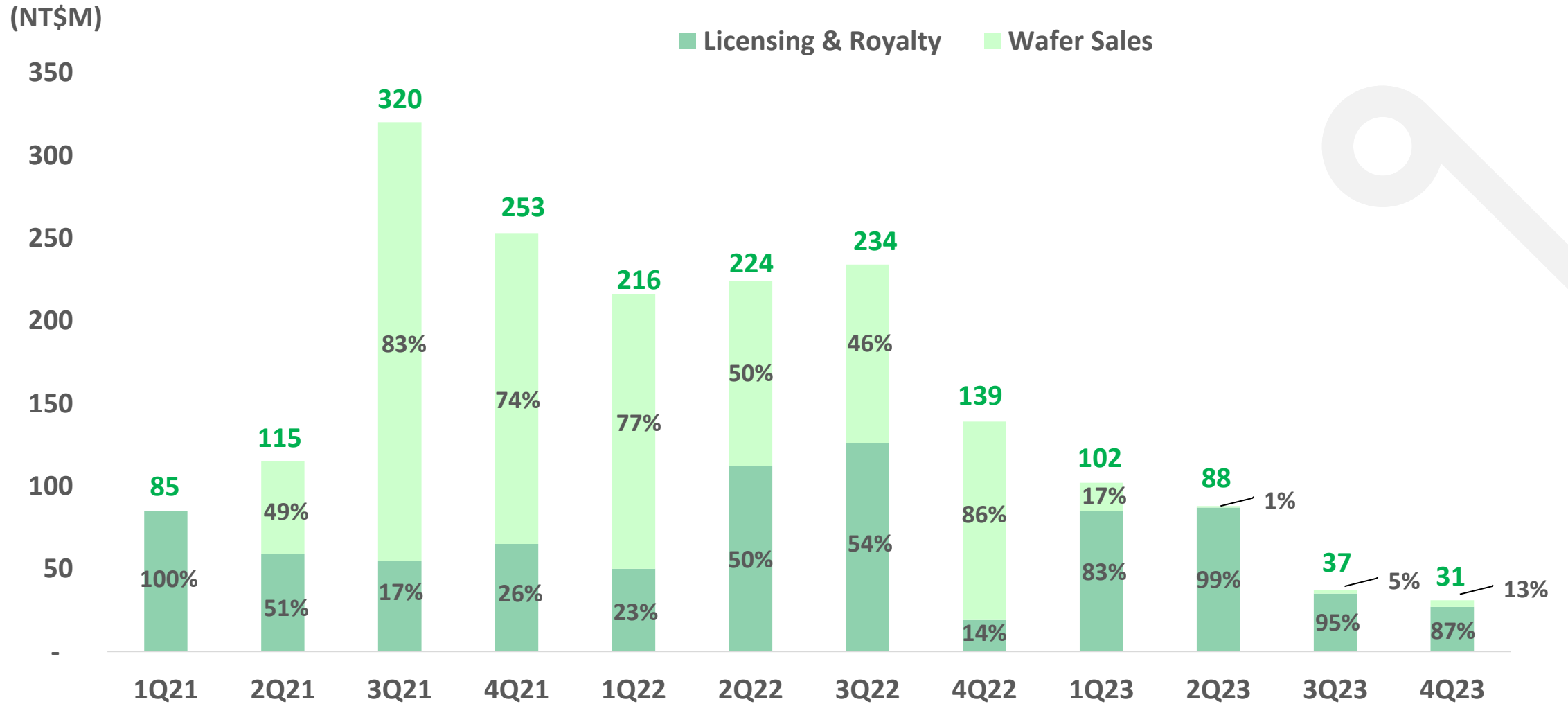


IPD: S-SiCap™ Technology

- S-SiCap™ (Stack Silicon Capacitor)
 - AP Memory's Silicon Capacitor technology which uses a stack capacitor
 - Offers higher capacitance density, smaller size, and thinner form factor



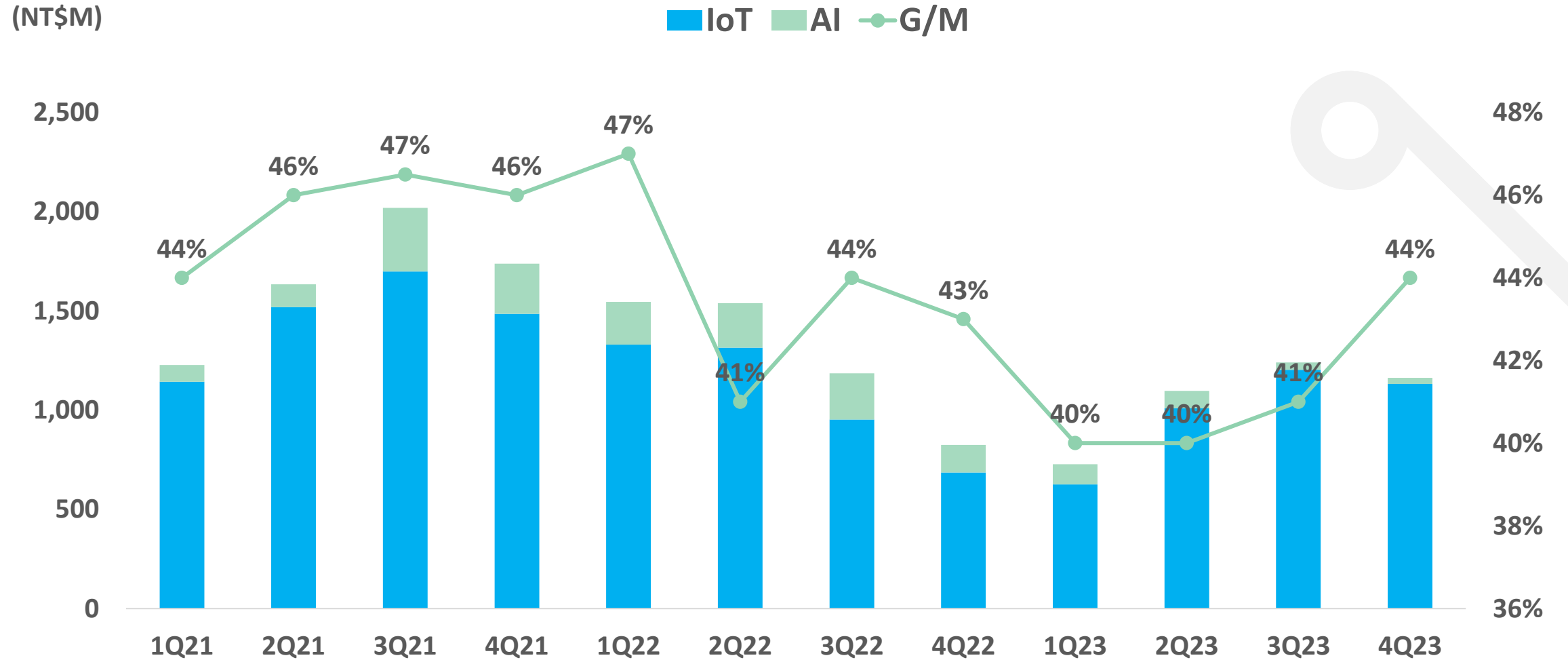
AI BU Revenue by category



03

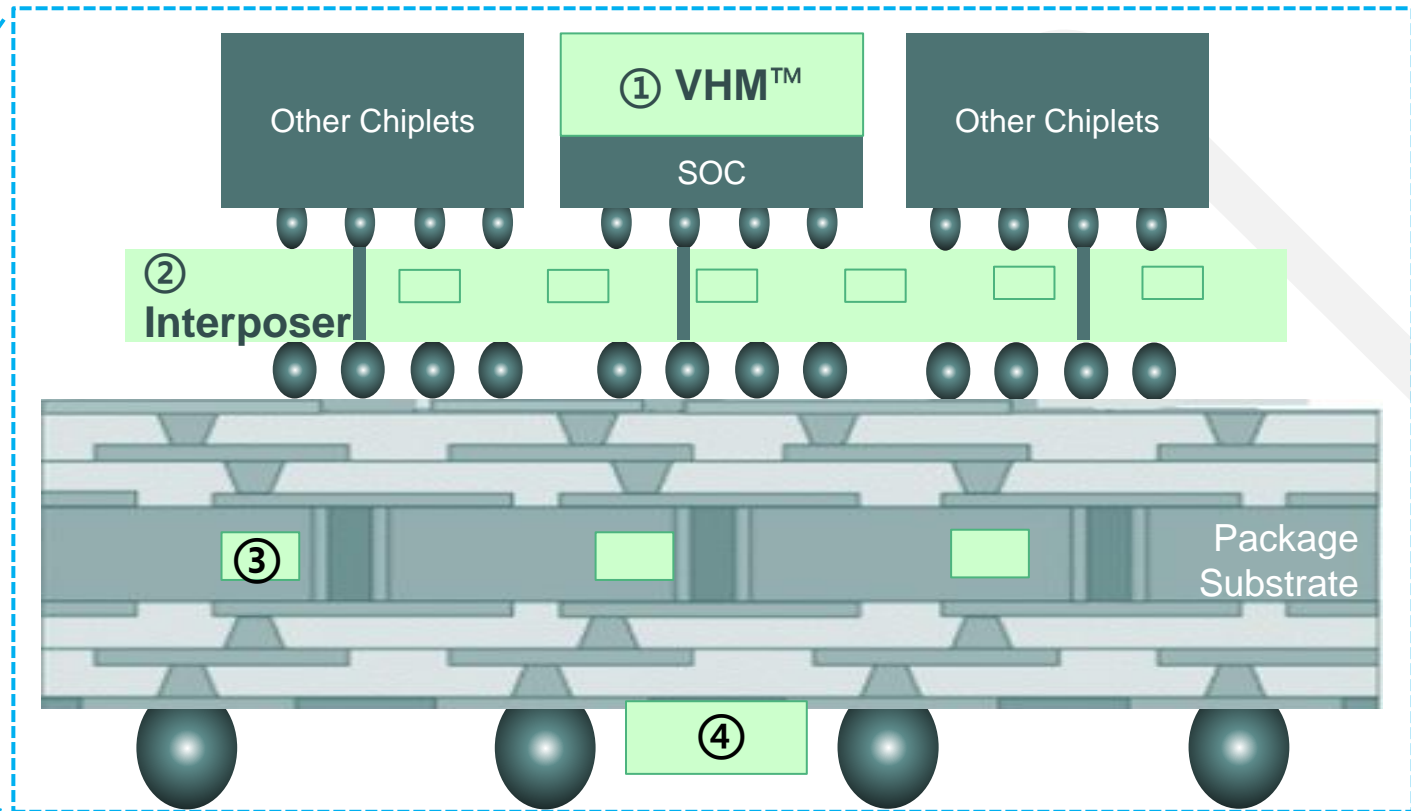
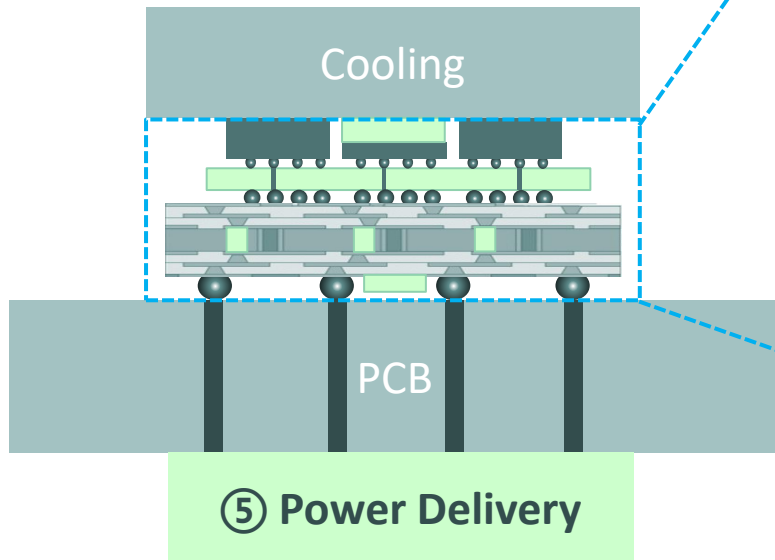
Future Outlook

Revenue & Gross Margin %



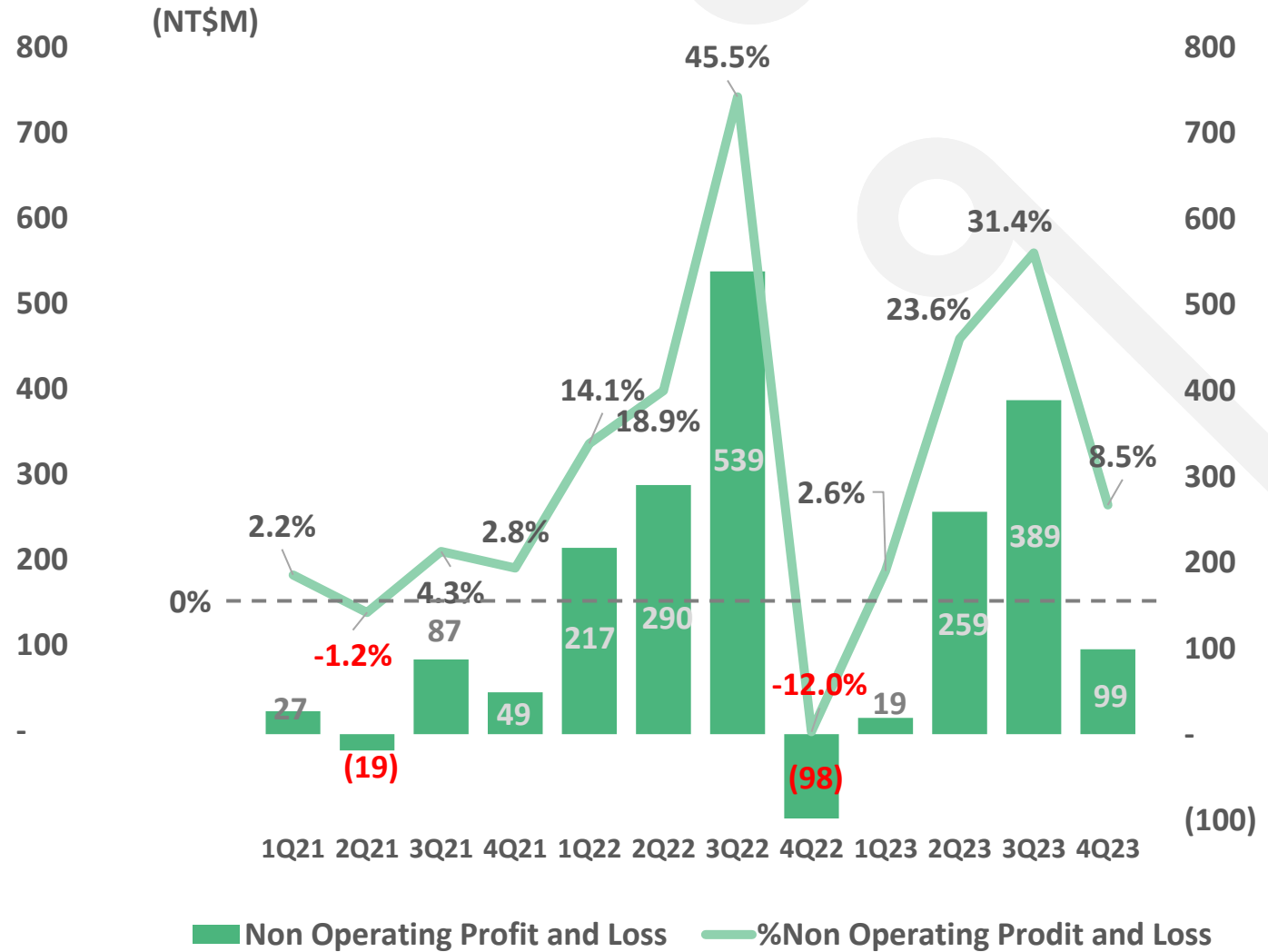
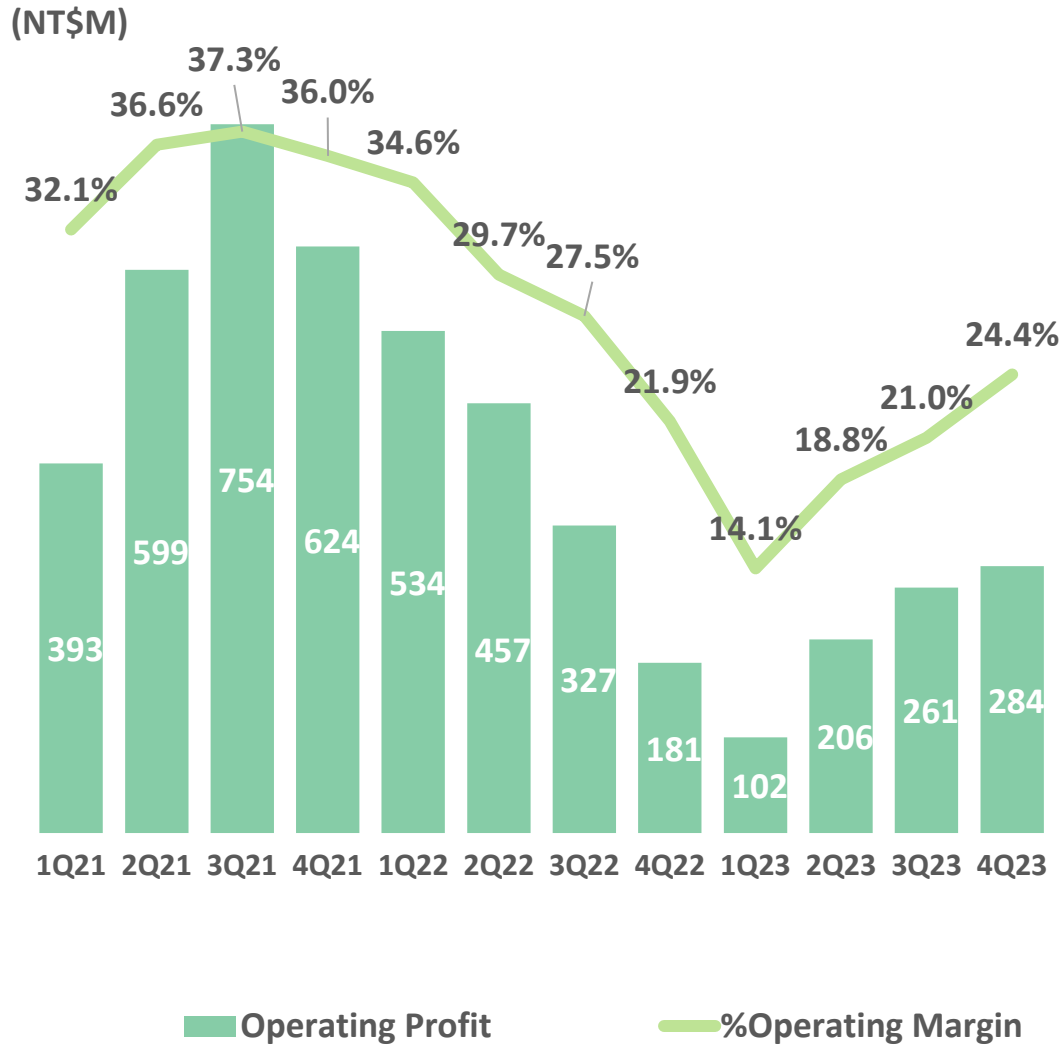
Positioning of AP Memory Solutions in AI/HPC

- ① VHM™ stacked with Compute
- ② Interposer with *S-SiCap™
- ③ S-SiCap™ embedded in Package Substrate
- ④ S-SiCap™ on landside
- ⑤ Power delivery solutions (future)



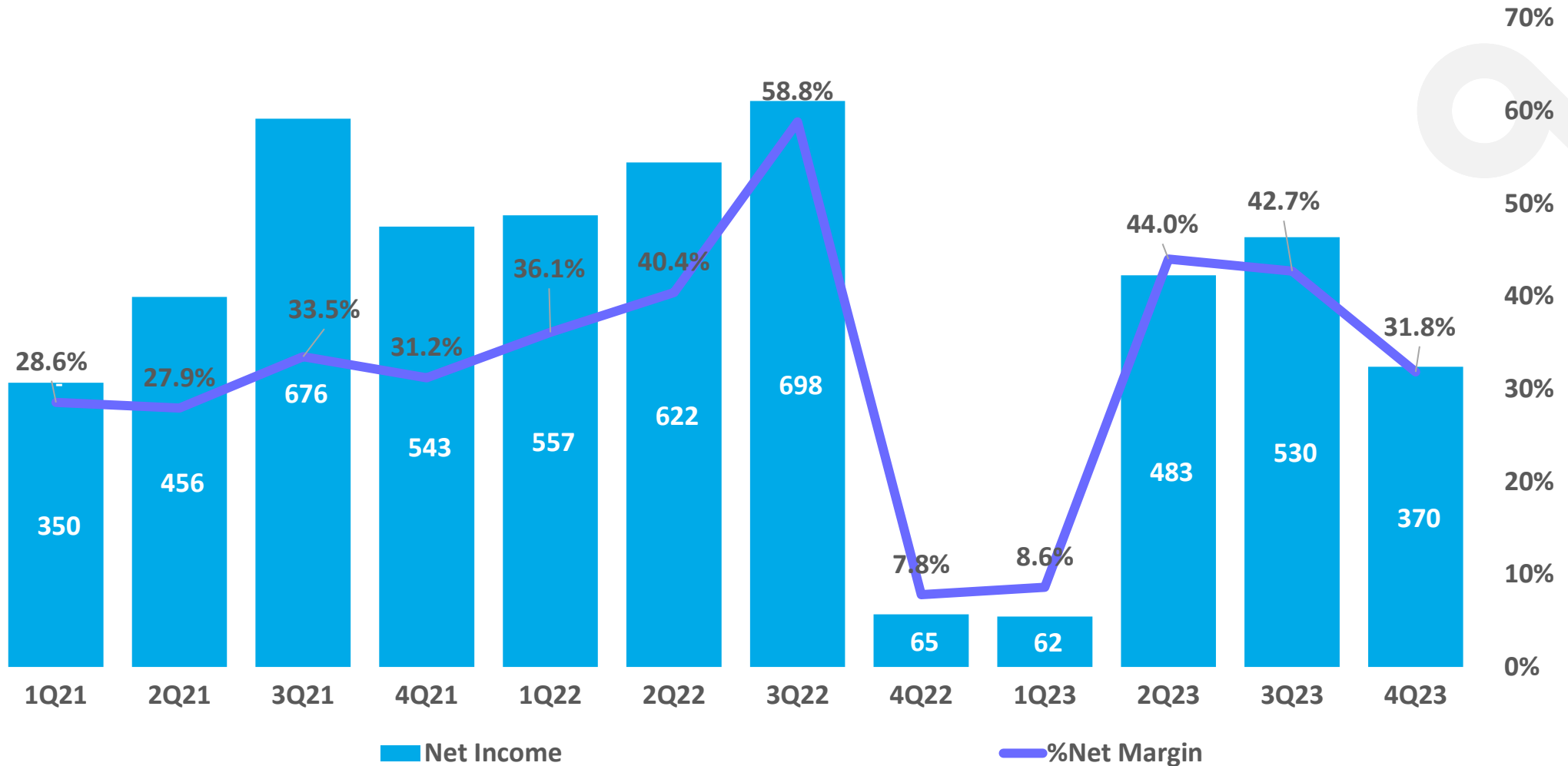
*S-SiCap™: Stack Silicon Capacitor, AP Memory's SiCap technology which uses a stack capacitor

Operating & Non-Operating Profit



Net Income

(NT\$M)



Future Outlook

- **IoTRAM™**: new interface enabling lower power
- **VHM™**: more POC projects and more AI design-in expected in 2024
- **Interposer with S-SiCap™**: revenue contribution in 2024
- **S-SiCap™ embedded in Package Substrate**: ongoing development

Note: VHM™ - Very High-bandwidth Memory

POC - Proof of Concept

S-SiCap™ - Stack Silicon Capacitor, AP Memory's SiCap technology which uses a stack capacitor

Q&A

IR mail : ir@apmemory.com

IR Tel : +886-3-5601651

