



# **NEW ADVANCED ELECTRONICS TECHNOLOGIES CO., LTD.**

## **Year 2024 Investor Conference**

**Reporter : CFO, Ryan Lee  
December 16, 2024**

# Disclaimer

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- The financial figures in this presentation are prepared in accordance with International Financial Reporting Standards (IFRS) and had been audited or reviewed by certified public accountants.
- The company has not released financial forecasts. Any statements in this presentation regarding the company's financial or business outlook, including views on future operations and industry developments, may differ from actual future results. Such differences may arise from various uncontrollable risk factors, including changes in market demand, price fluctuations, competitive behavior, international economic conditions, exchange rate fluctuations, and developments in the upstream and downstream supply chain.
- All forward-looking information in this presentation reflects the company's views on the future as of the date of this presentation. The company assumes no obligation to update or revise the contents of this presentation due to new events or circumstances. Investors should not interpret forward-looking information as legally binding commitments.

# Agenda

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**01. Company Overview**

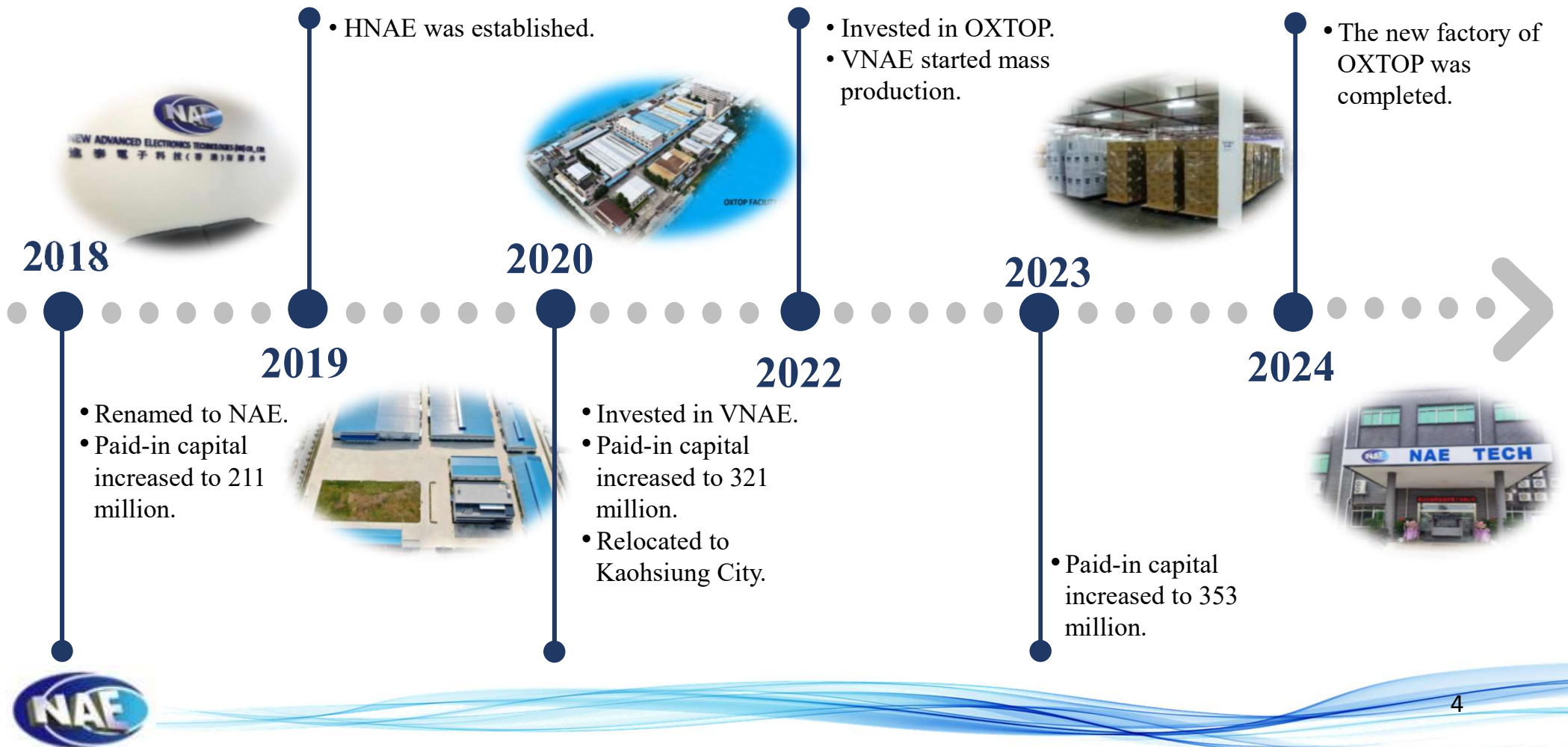
**02. Industry Overview**

**03. Financial and Operational Overview**

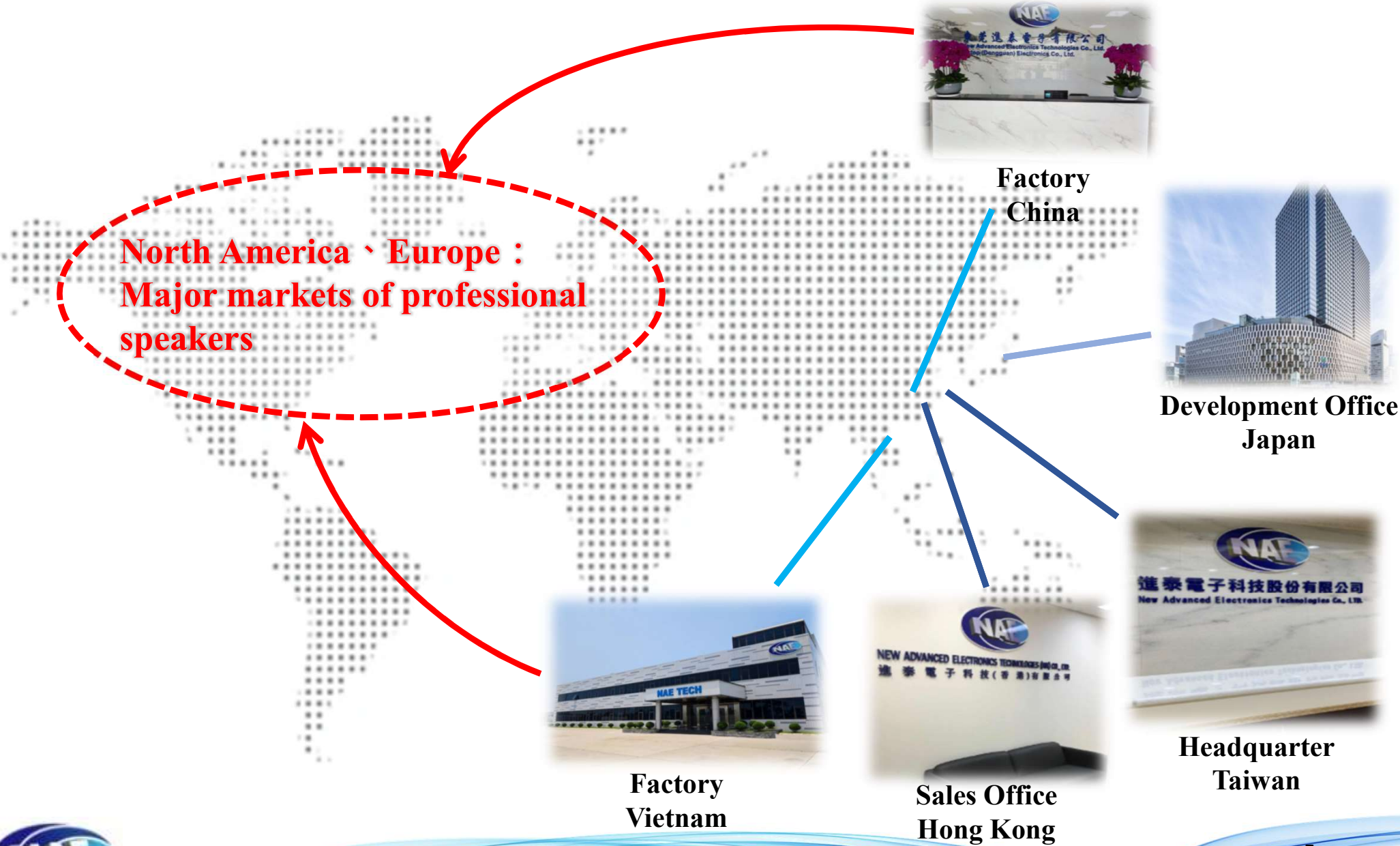
**04. Future Outlook**

# 01. Company Overview-Company Profile

- NAE has extensive experience in acoustics, mechanics, electronics, wooden products, and software technologies. Operating under OEM or ODM models, the company provides comprehensive solutions for product development, design, and manufacturing to international professional audio brands.
- Chairman: Ms. Chia-Chen, Hsing



# Global Strategy



# Comprehensive Solutions for Professional Audio Systems

## Speaker System



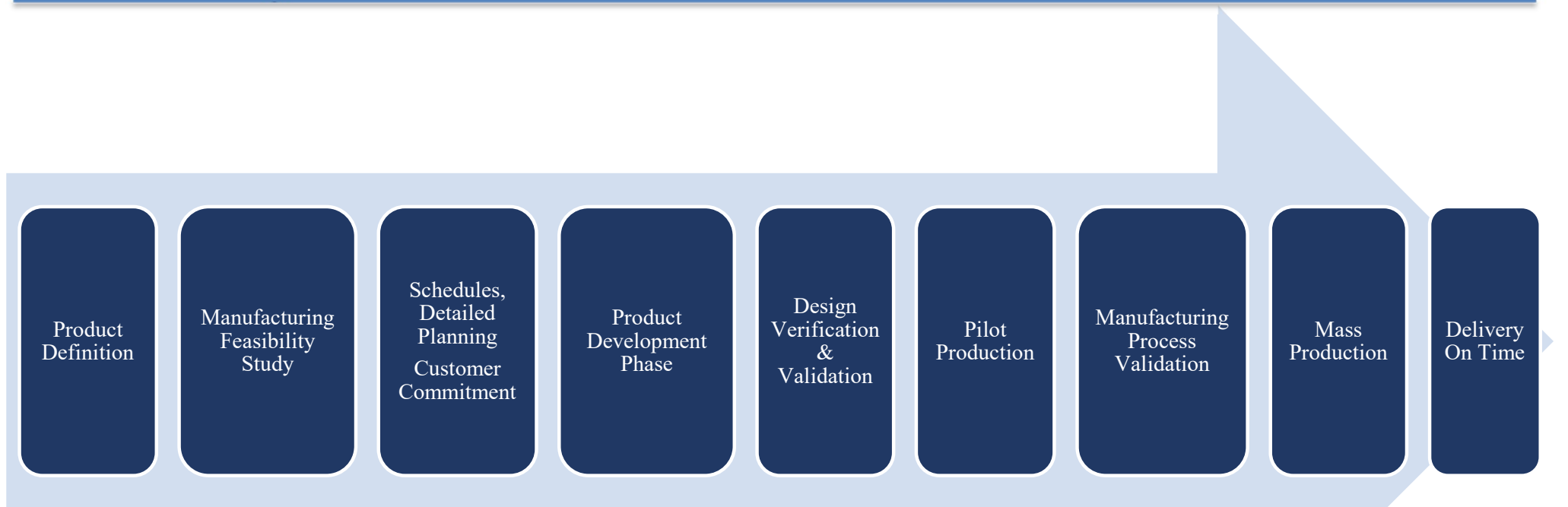
## In-wall Speakers



## Speaker Components



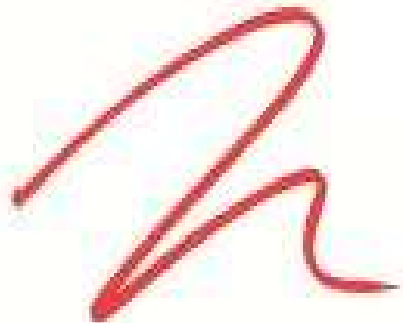
# Comprehensive Solutions for Professional Audio Systems



**We dedicate ourselves to being the best partner for your audio solutions.**

# Long-term Partners

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MARTIN LOGAN



ADAM AUDIO





# 02. Industry Overview

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- Audio industry Characteristics : Manufacturers with a strong brand presence hold a significant portion of the market share due to the Matthew Effect.
  - Europe and America : Brand 、 Marketing 、 Design
  - Japan, Korea and China : R&D and production
  - Southeast Asia : Production



- Electromagnets, coils and Electronics Components Manufacturing Industry
- Connector/Wire Manufacturing Industry
- Metal stamping, electroplating processing industry
- Wood products processing industry
- Plastic products processing industry
- Synthetic resin industry.



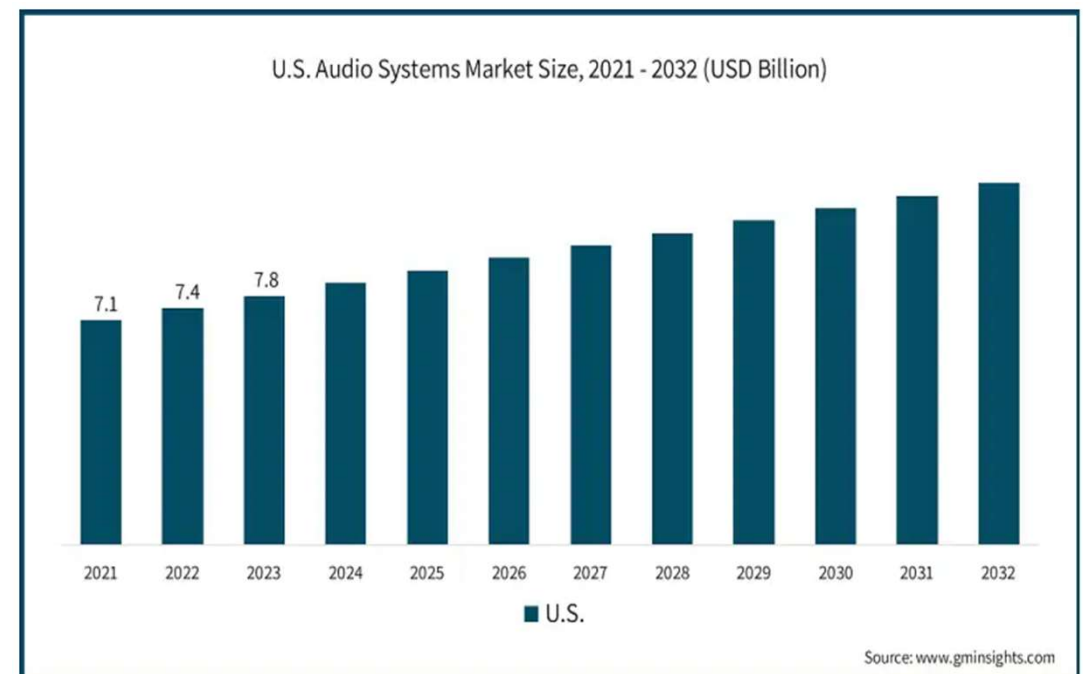
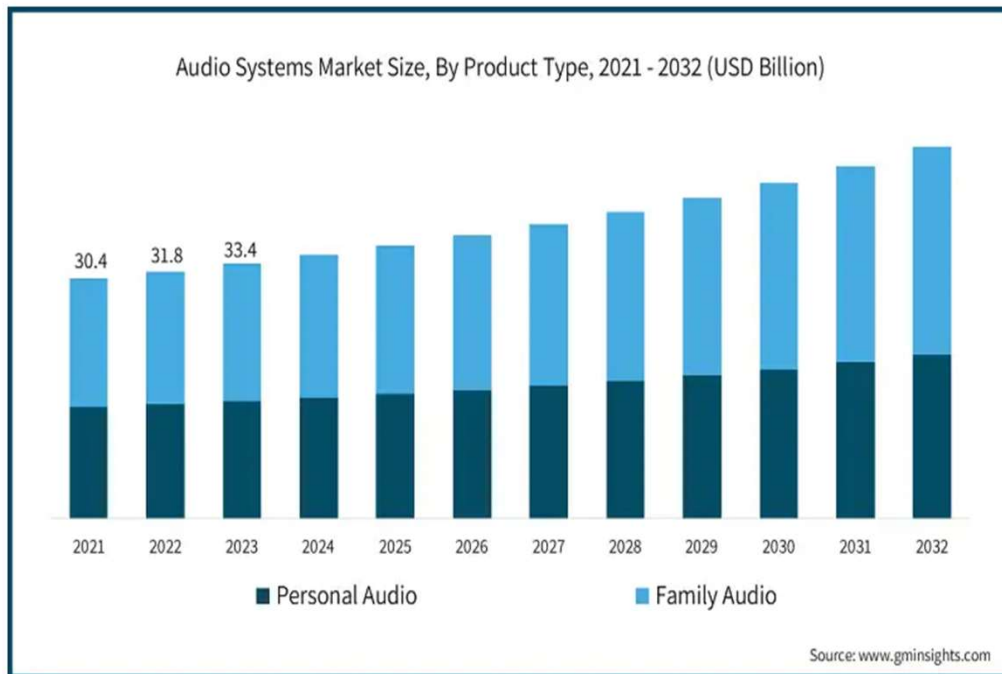
- Speaker design, manufacturing and sales industry.



- Audiovisual entertainment industry
- Home appliance industry
- Automobile industry
- Other

# Industry Overview

- According to the Global Market Insight report, the global audio systems market was valued at USD33.4 billion in 2023, with an estimated compound annual growth rate (CAGR) of 5.5% from 2024 to 2032.
- The value of the North American audio systems market was valued USD880 million in 2023, with projections estimating it to reach USD14.4 billion by 2032.

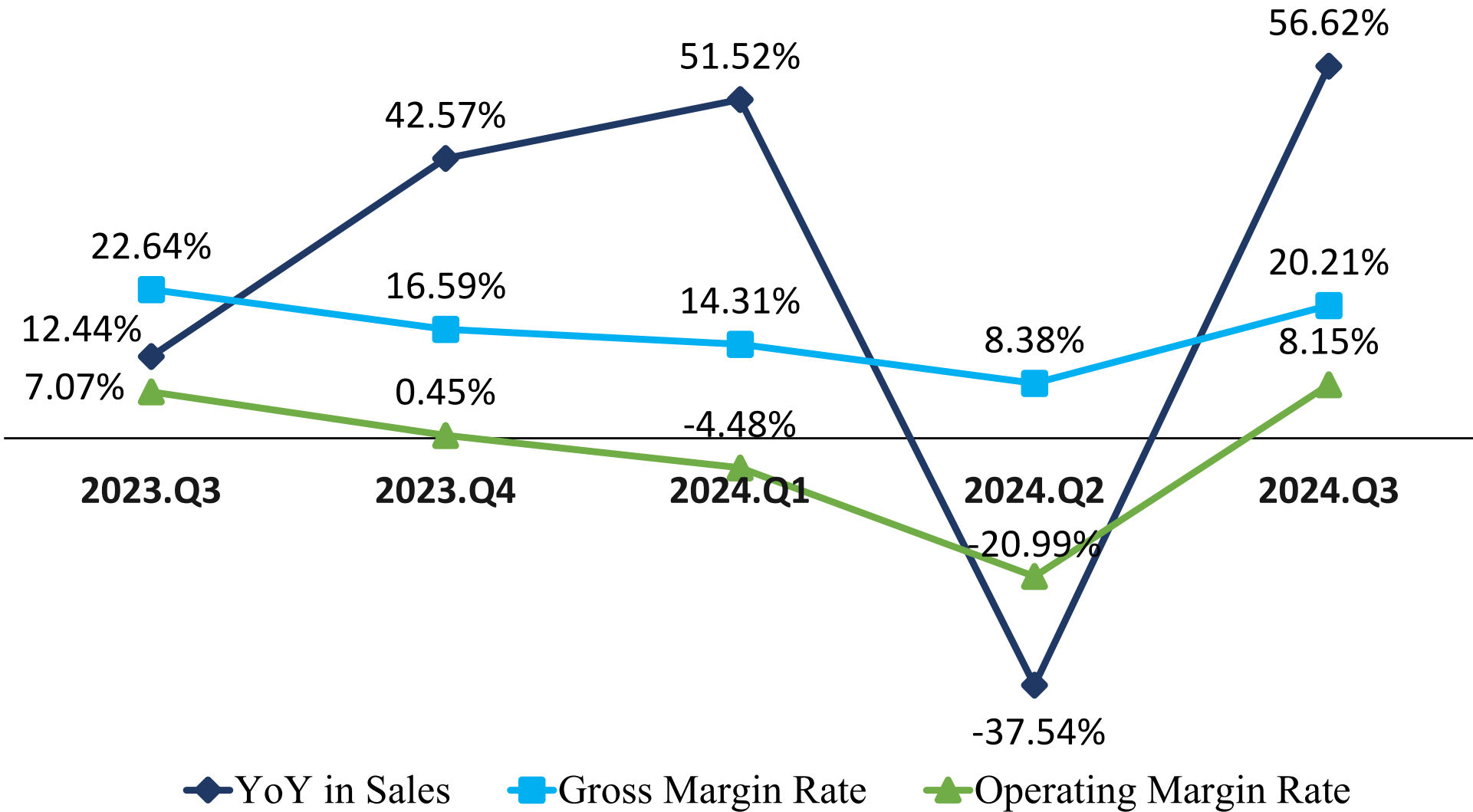


# 03. Financial and Operational Overview

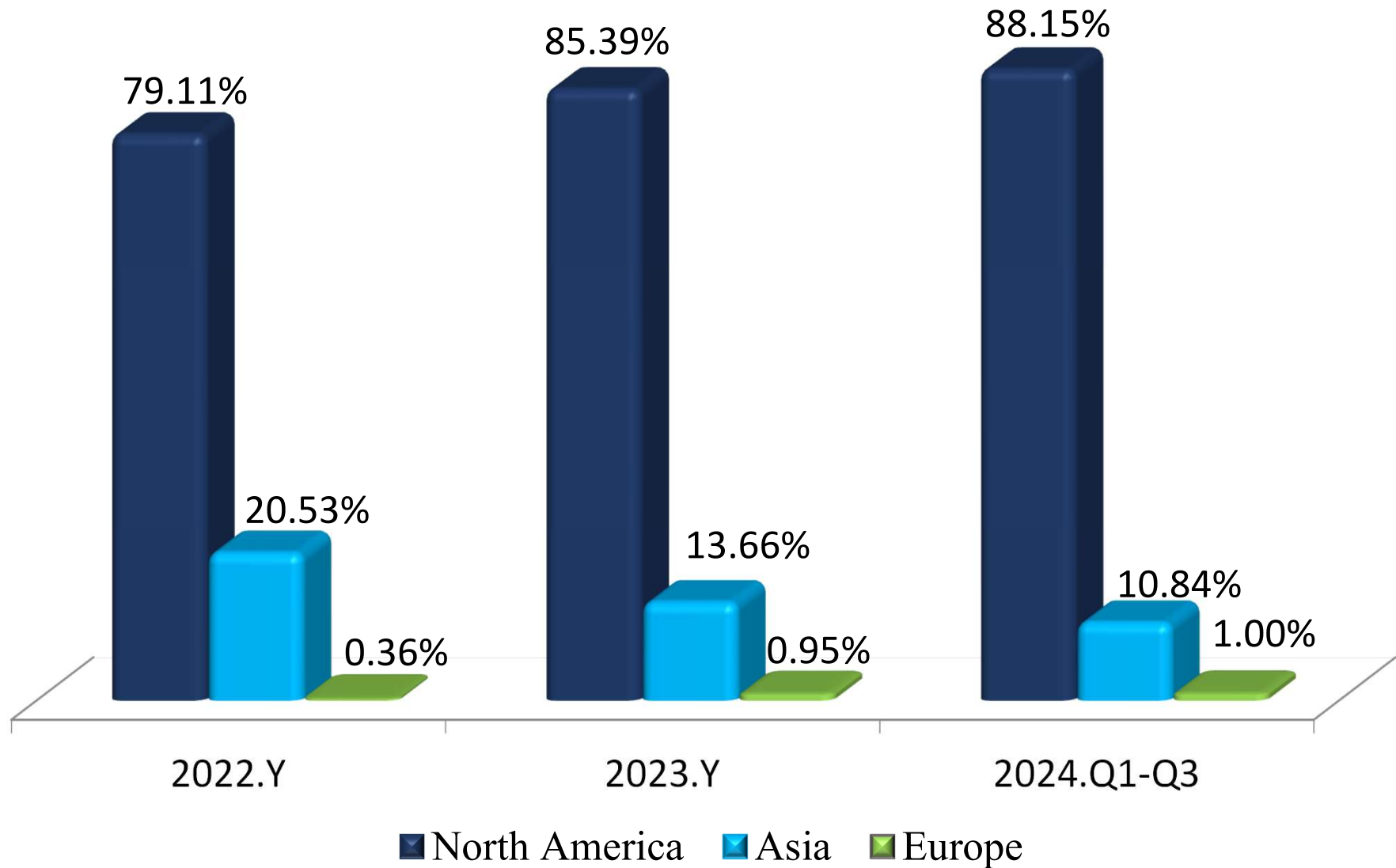
## -Income statement of past 5 quarters

Unit: NT\$1,000	2023.Q3	2023.Q4	2024.Q1	2024.Q2	2024.Q3
Operating revenue	364,233	275,011	321,707	238,056	570,459
Operating cost	281,765	229,387	275,665	218,113	455,148
Operating margin	82,468	45,624	46,042	19,943	115,311
Margin rate(%)	22.64	16.59	14.31	8.38	20.21
Profit(loss) before income tax	42,332	(15,310)	(3,423)	(39,589)	33,152
EPS (NT dollars)	0.78	(0.42)	(0.09)	(0.75)	0.69

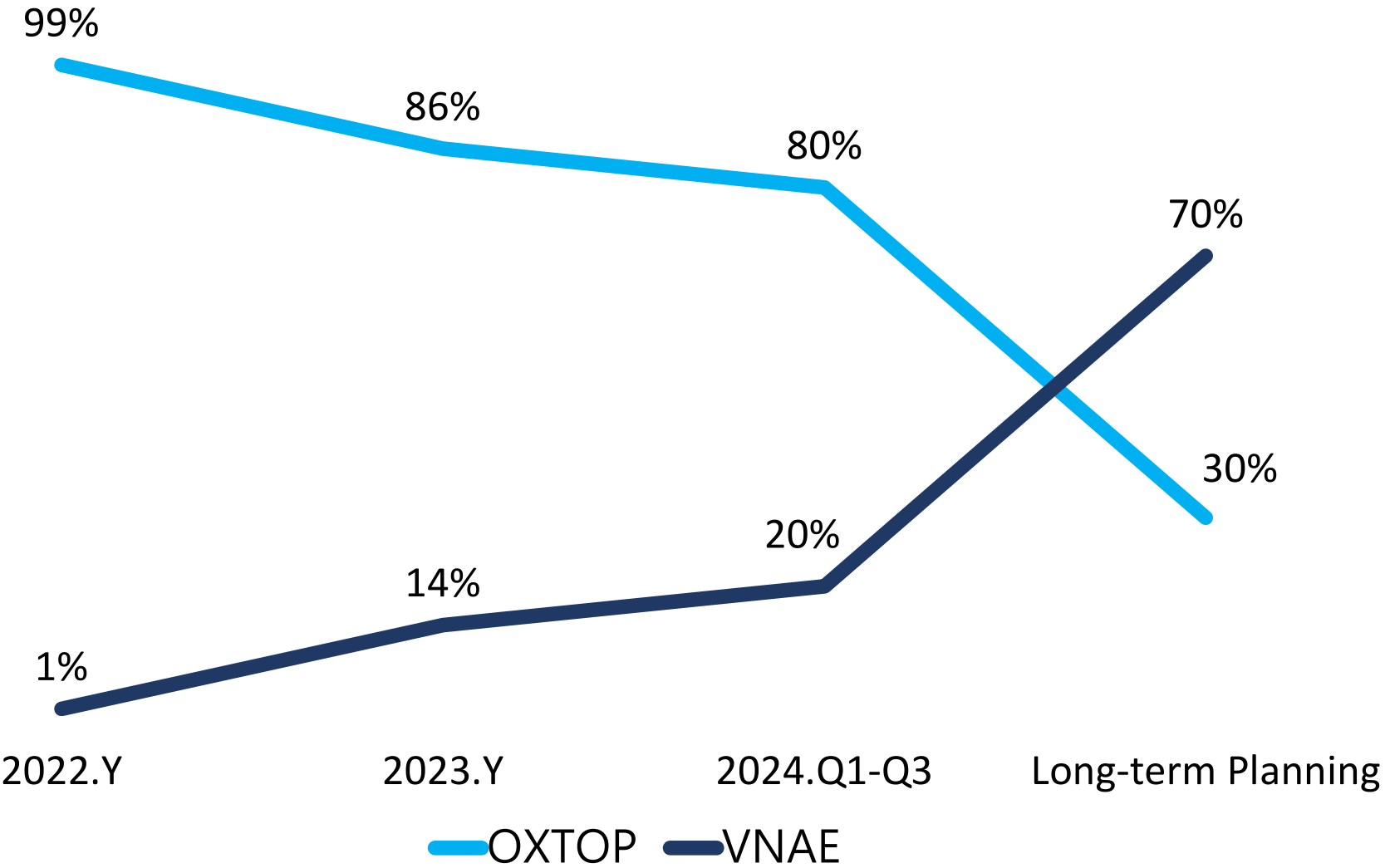
# Key Financial Ratios for the Last 5 Quarters



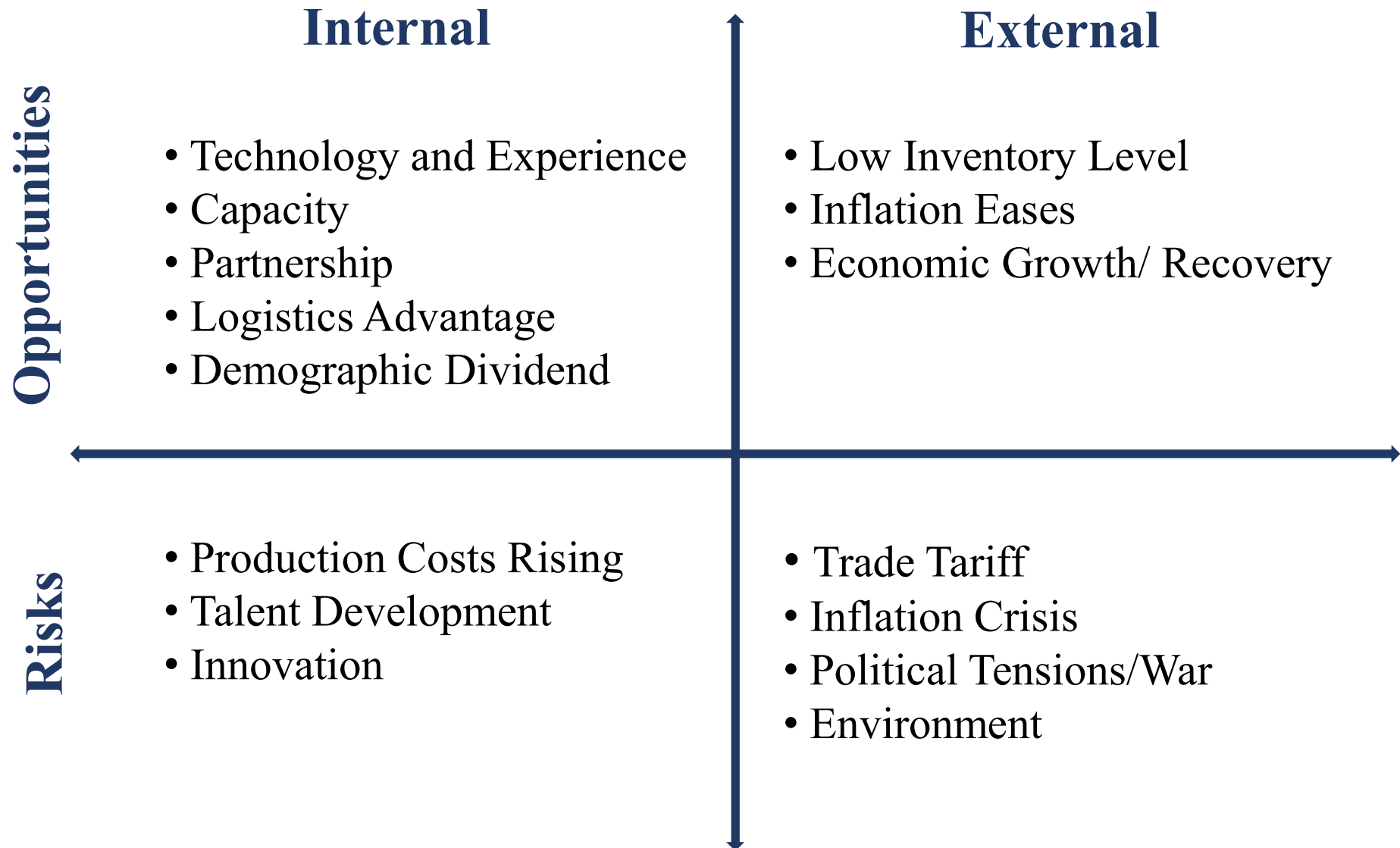
# Revenue Contribution by Region



# Global Production Allocation



# 04. Future Outlook-Opportunities and Risks



# ESG、Net Zero Action





# Professional Excellence, Creating the Perfect Harmony



<https://naeaudio.com>