



ALLIED SUPREME CORP.
(4770.TW)

Investor Conference

*We are the company which can offer you
complete solution in Fluoropolymer*

<https://www.alliedsupreme.com/>

Safe Harbor Notice

Except for historical information contained herein, the matters set forth in this presentation are forward looking statements subject to significant risks and uncertainties that could cause actual results to differ materially, including the impact of competitive products and pricing strategies, whether the design is accepted by our customers timely, the prompt introduction of new technologies, the capability for mass production of new products, the risk of excess capacity, the availability of production capacity, the financial stability in terminal markets or other risks, and so on.

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01 Company Introduction

About ASC



Taiwan

- 📍 **Headquarter** Taipei
- 📍 **Plant · R&D** Changhua
- 📍 **Office** Hsinchu
- 📍 **Office** Tainan

China

- 📍 **Plant · R&D** Jiaxing

USA

- 📍 **Office** Arizona



Founded
Since 1981



Capital
799,760,000 NTD



IPO Date
2021/12
Stock No. 4770



Employee
Consolidated 762 people
Taiwan 485 people



Photo of plant and R&D at Changhua

ASC Main products and industry overview

Raw material supply

Fluoropolymer
Raw Material Provider



ASC Product Lines

Semi-Finished
Products



Final Products



ASC Customer

IC Industry

EL Chemical Industry

LCD Industry

Petrochem

ASC Product



Fluoropolymer semi-product

In response to market demand of fluoropolymer products (PTFE, M-PTFE, PFA, PFA HP, PFA HP Plus, etc.) from semiconductor and various industries, ASC develops and manufactures fluoropolymer lining sheets and welding materials



Fluoropolymer lined equipment

Fluoropolymer lined products are widely used in semiconductor equipment, biochemical technology, pharmaceuticals and fine chemical industries such as high-purity storage tank, ISO Tank and all containers that are in contact with chemicals, as well as customized heat exchangers and overflow tank and other customized product.

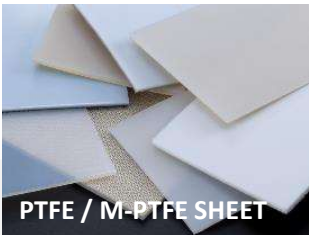


Fluoropolymer engineering

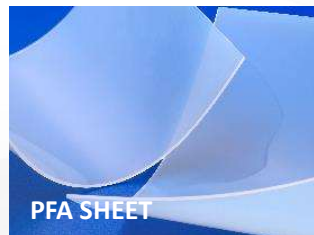
In response to the needs of semiconductors and various industries, ASC provides a complete set of services for fluid mechanics calculations, design planning, manufacturing and installation of high-purity chemical equipment systems

ASC Products / Fluoropolymer semi-product

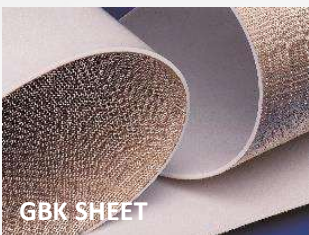
Lining sheets and plates



PTFE / M-PTFE SHEET



PFA SHEET



GBK SHEET

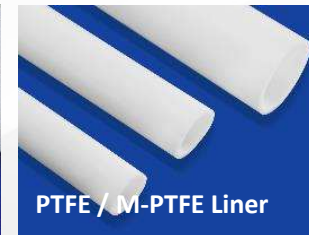


ETCHING SHEET

Liners for straight pipes



PFA Liner



PTFE / M-PTFE Liner

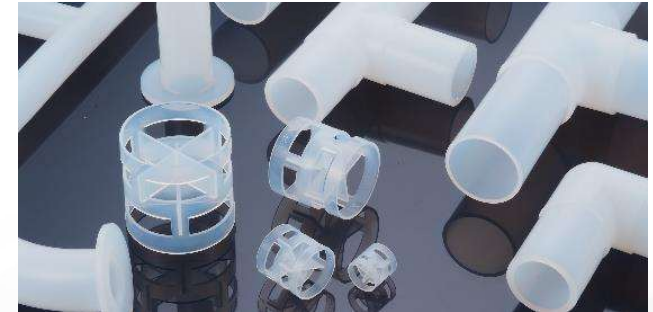


PFA Thick Sheet



PFA Rod

Customized injection parts



PFA Flared Fitting



PFA Flared Fitting



PFA Fusible Fitting



PFA Fusible Fitting

Product / Fluoropolymer Lining Equipment



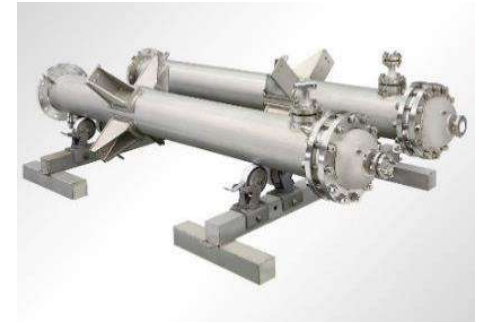
ISO TANK Container



TEFPASS® Lining Pipe Fitting



Filter Housing



Heat Exchanger



TEFPASS® Column



TEFPASS® Column



Valve



Lining Tanks/Equipment

Product / Fluoropolymer related Engineering Solution

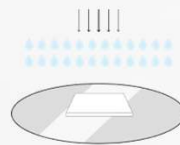
For EL Grade Chemical CCB & Filling Station

We offer total solution fluoropolymer engineering for EL grade chemical provider and semiconductor industries.



Applications **TEFPASS®** is a key success factor in maintaining stable quality for high-purity chemicals.

High-purity electronic chemicals are crucial for semiconductor process yield.



High Purity Chemical

Stable quality of IC chips

High Yield Rate

Green & circular economy



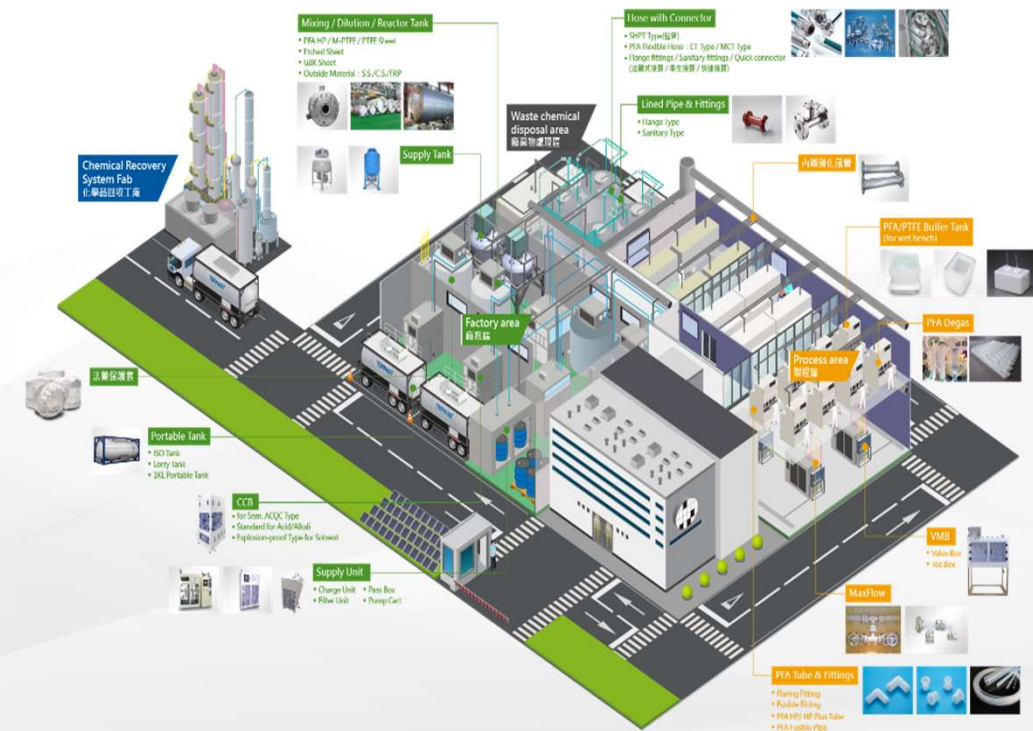
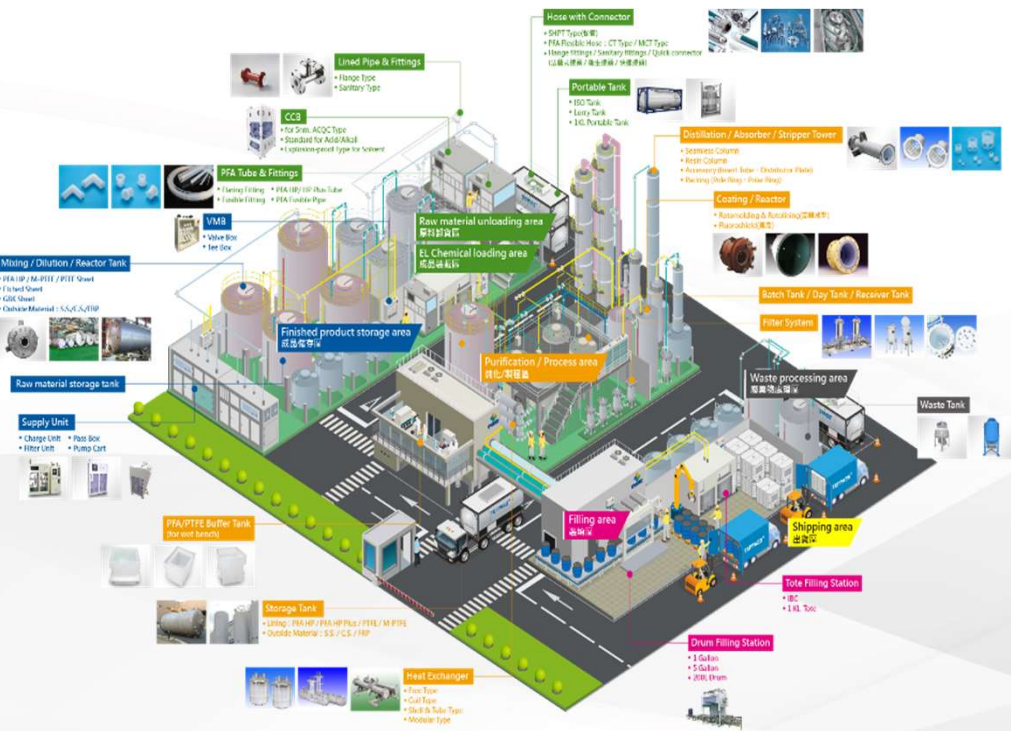
- H₂O₂雙氧水 + NH₄OH氨水 + H₂O (APM)
- H₂O₂雙氧水 + HCl鹽酸 + H₂O (HPM)
- H₂O₂雙氧水 + H₂SO₄硫酸 + H₂O (SPM)
- HF氫氟酸 + H₂O (DHF)
- NH₄OH氨水 + HF氫氟酸 + H₂O (BHF)
- NH₄F + HF氫氟酸(BOE/BHF)
- H₃PO₄磷酸, IPA異丙醇

- HF氫氟酸, H₂SO₄硫酸, H₃PO₄磷酸, Stripper剝離液, BOE, Al- Etching, Cu-Etching, Thinner光阻稀釋液 (PGMEA, PGME)

Applications from Electronic Grade Chemical Plants to Semiconductor Fabs

Electronic Grade Chemical Plants

Semiconductor and Panel Fabs



Core Value

Diverse options of raw material specifications and production methods are available for customers to choose from.

Diverse range of materials

Purchase all fluoride-related products in one place. Self-sufficiency rate exceeds 80%

One stop purchase

Vertical integration in the upstream and downstream processes. Complete product line with cost advantages.

Vertical integration

Enhanced efficiency and safety in chemical transportation. Reduced waste to protect the environment.

Enhanced efficiency and safety



Key technologies and services.

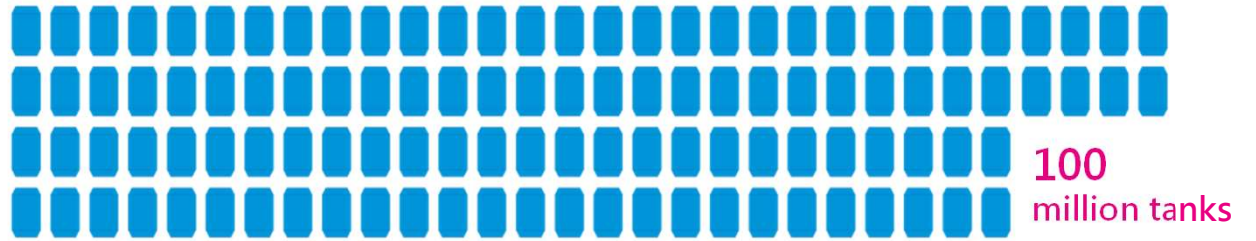
Product Line	ASC	Competitor
Raw material	X	X
Semi Product	V	X
Final Lined Equipment	V	V
Engineering service	V	X

We can provide key equipment to global manufacturers of electronic chemicals and their local customers in order to facilitate localization.

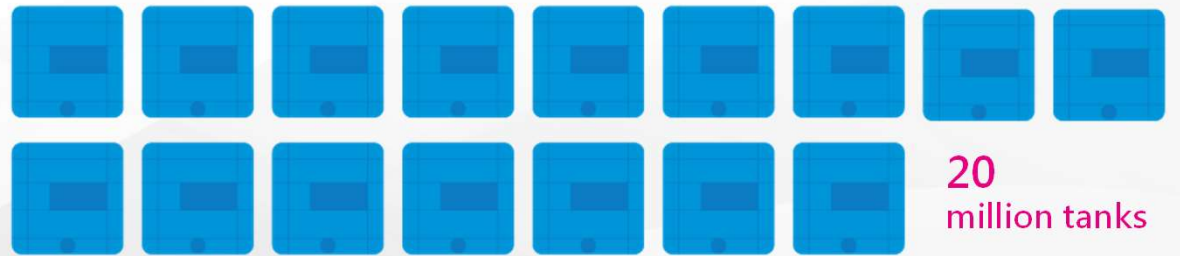
Product Innovation



200 waste PE drum creates in 10 years.



1000L Waste PE tote creates in 10 years.



We strive to reduce waste and minimize the generation of plastic drum waste.

200L PE Drum



1000 tote



TEFPASS® Sheet/GBK Lined ISO-Tank creates in 10 years.
Zero

National Awards

第8屆經濟部國家產業創新獎 績優創新企業



8th National Industrial Innovation Award
2023

第7屆中堅企業遴選 卓越中堅企業獎



7th Taiwan Mittelstand Award
2023



02

Operating Performance

Quarterly Consolidated Income Statement

In NT\$ thousands

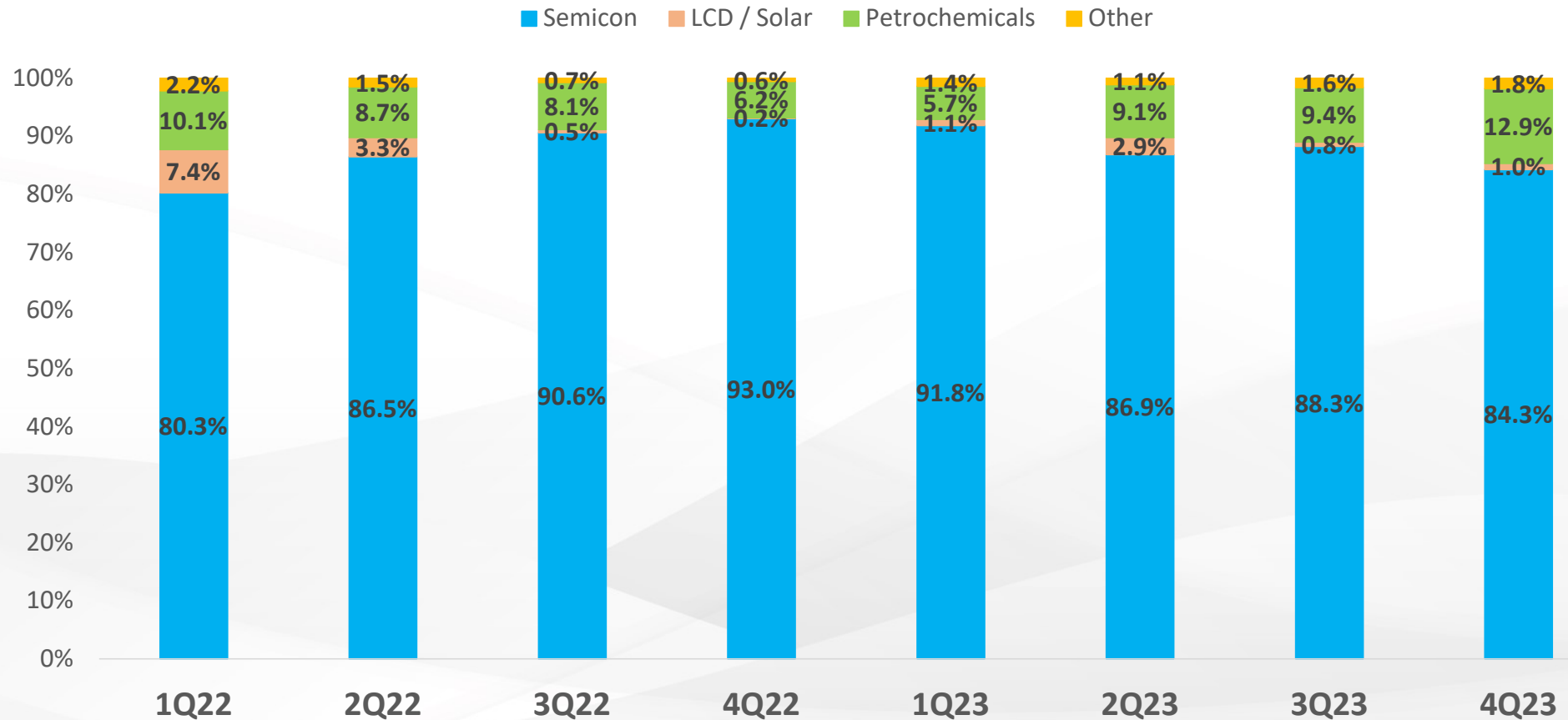
(In NT\$ thousands)	會計科目	4Q23	3Q23	QoQ	4Q22	YoY
Net sales	營業收入	1,288,456	1,234,905	4%	1,630,670	-21%
Gross profit	營業毛利	635,248	573,912	11%	763,711	-17%
Operating exp.	營業費用	156,811	161,759	-3%	170,757	-8%
Operating profit	營業淨利	475,549	408,438	16%	598,652	-21%
Non-ope items	營業外收支	1,903	49,408	-96%	(1,080)	-276%
Pre-tax profit	稅前淨利	477,452	457,846	4%	597,572	-20%
Tax exp.	所得稅費用	91,519	74,384	23%	92,213	-1%
Net profit	本期淨利	385,933	383,462	1%	505,359	-24%
EPS	每股盈餘	4.84	4.82	0.02	6.38	- 1.55
Margins %	比率 %	4Q23	3Q23	QoQ	4Q22	YoY
Gross profit	毛利率	49.3%	46.5%	2.8%	46.8%	2.5%
Ope exp.	營業費用率	12.2%	13.1%	-0.9%	10.5%	1.7%
Ope profit	營業利益率	36.9%	33.1%	3.8%	36.7%	0.2%
Non-ope items	業外收支率	0.1%	4.0%	-3.9%	-0.1%	0.2%
Pre-tax profit	稅前淨利率	37.1%	37.1%	0.0%	36.6%	0.4%
Net Profit	純益率	30.0%	31.1%	-1.1%	31.0%	-1.0%

Annual Consolidated Income Statement

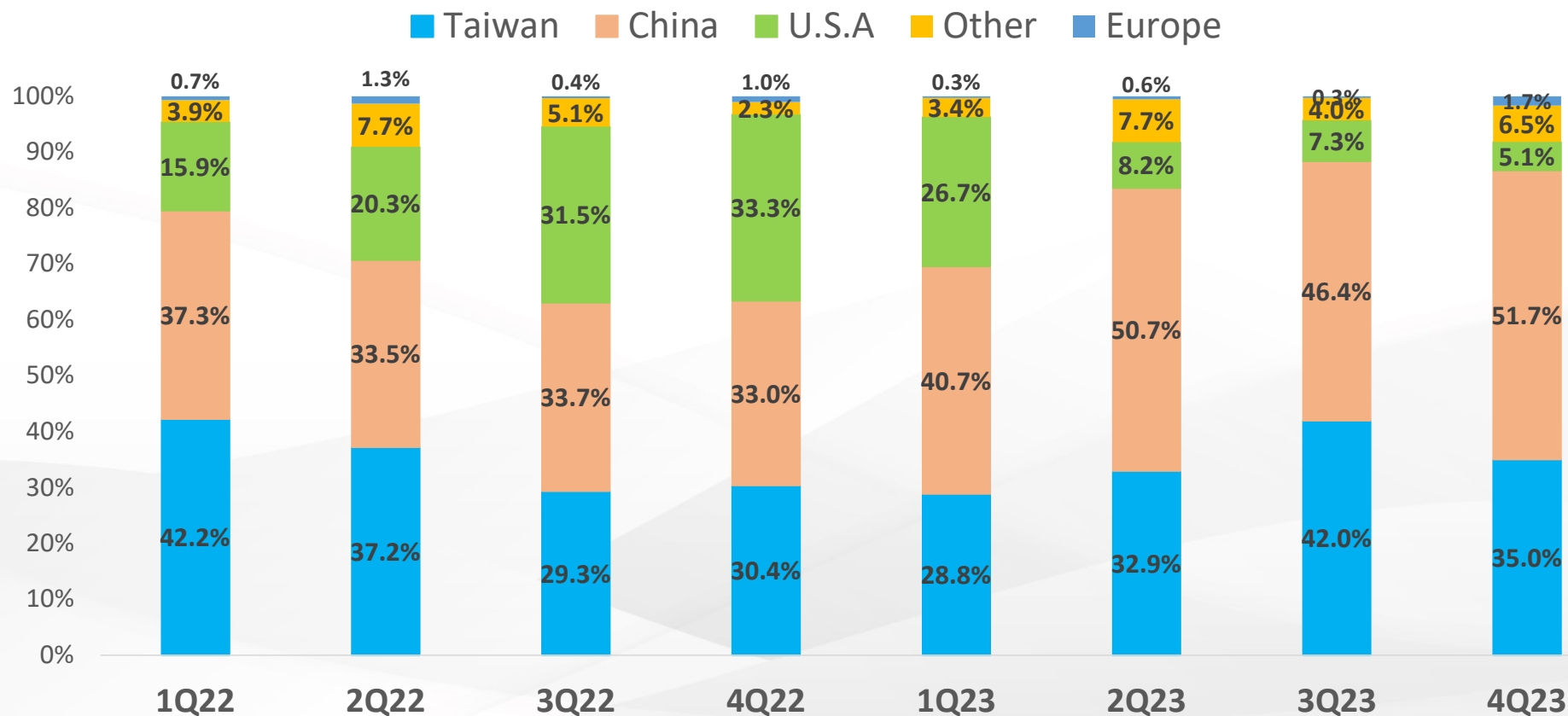
In NT\$ thousands

(In NT\$ thousands)	會計科目	2023FY	2022FY	YoY
Net sales	營業收入	5,692,353	6,138,088	-7%
Gross profit	營業毛利	2,643,996	2,765,339	-4%
Operating exp.	營業費用	628,451	638,832	-2%
Operating profit	營業淨利	2,002,947	2,132,205	-6%
Non-ope items	營業外收支	78,177	49,511	58%
Pre-tax profit	稅前淨利	2,081,124	2,181,716	-5%
Tax exp.	所得稅費用	397,871	405,699	-2%
Net profit	本期淨利	1,683,253	1,776,017	-5%
EPS	每股盈餘	21.22	22.54	- 1.32
Margins %	比率 %	2023FY	2022FY	YoY
Gross profit	毛利率	46.4%	45.1%	1.4%
Ope exp.	營業費用率	11.0%	10.4%	0.6%
Ope profit	營業利益率	35.2%	34.7%	0.4%
Non-ope items	業外收支率	1.4%	0.8%	0.6%
Pre-tax profit	稅前淨利率	36.6%	35.5%	1.0%
Net Profit	純益率	29.6%	28.9%	0.6%

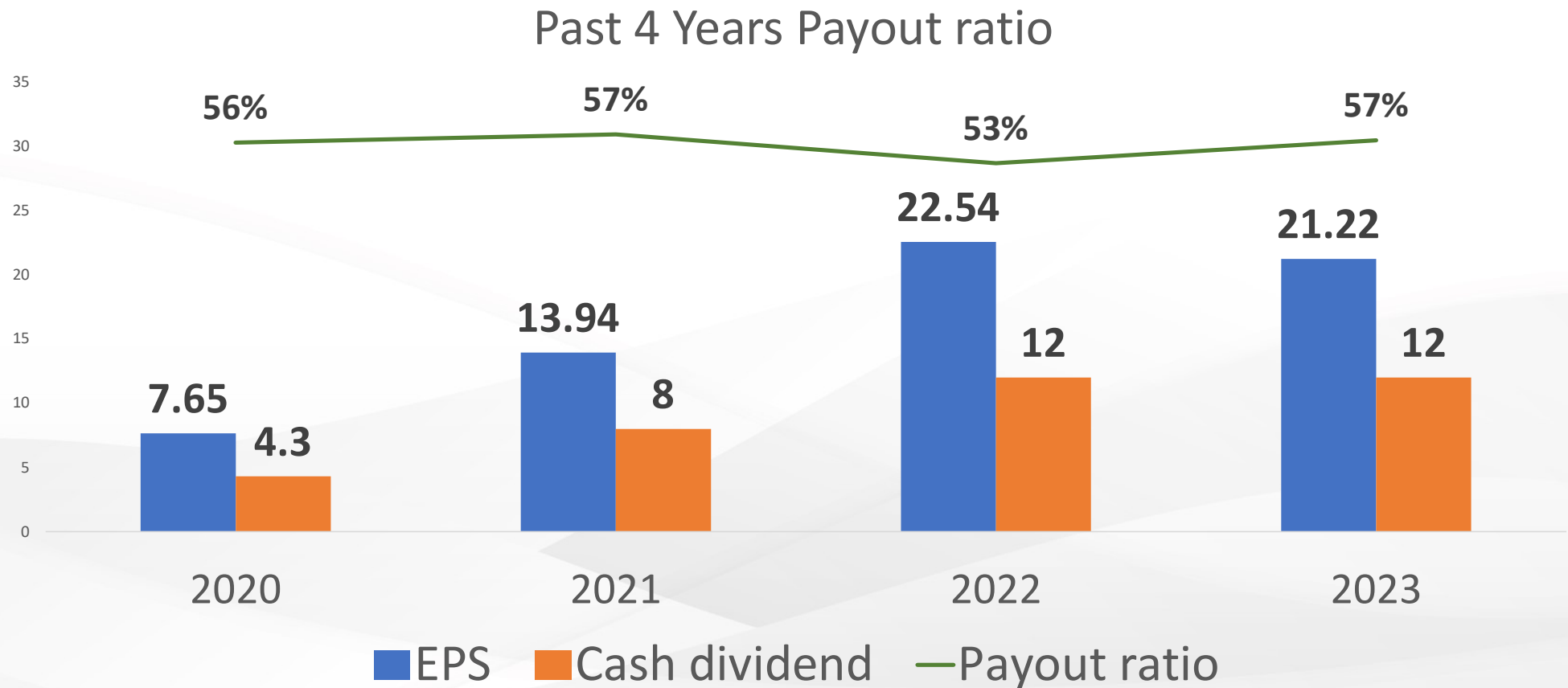
2023 Sales revenue % by Industries (産業別)



2023 Sales revenue % by Customers Location (地區別)



Stable Payout Ratio



03

Business Outlook



Business Outlook

➤ **The industry outlook are better than 2023 and gradually recovering.**

➤ **Short-term outlook**

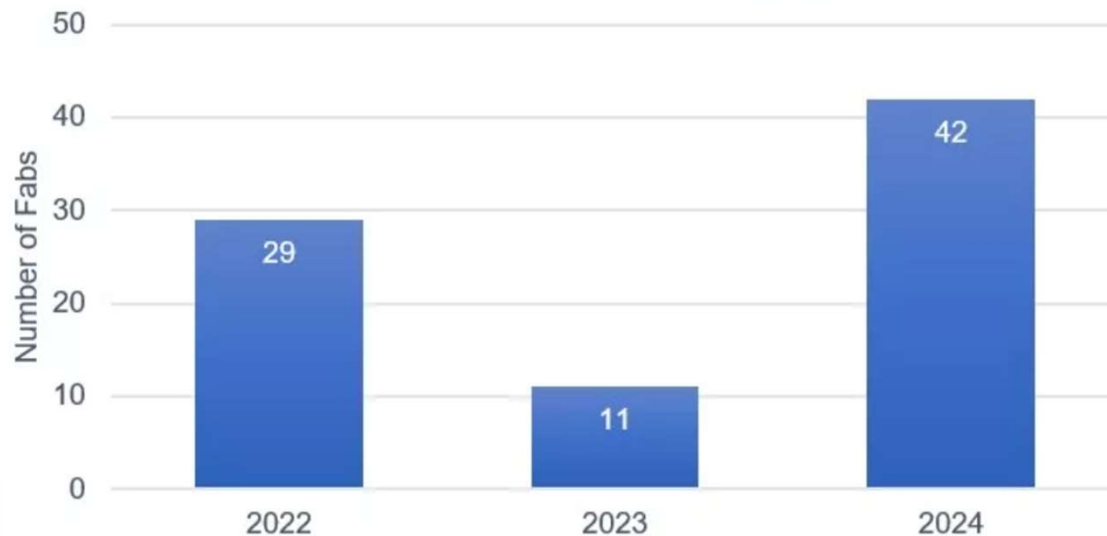
- ◆ China factory faced disruptions due to the extended Chinese New Year holiday, with employees returning to their hometowns after the lockdown was lifted, resulting in a reduction in workdays.
- ◆ Shipment remained stable in the first half of the year, with Chinese factories operating at full capacity. The capacity utilization rate in Taiwanese factories increased compared to the previous year, and there is a possibility of gradually reaching 90% in the first half of the year.

➤ **Long-term outlook**

- ◆ With the development of semiconductors in the United States and Europe, promoting international expansion is a key focus for the coming years. There is a hope to enter the market of non-Taiwanese clients in the field of lining equipment sales.

GLOBAL SEMICONDUCTOR CAPACITY PROJECTED TO REACH RECORD HIGH 30 MILLION WAFERS PER MONTH IN 2024, SEMI REPORTS

New Semiconductor Fabs Starting Operations



Source: SEMI World Fab Forecast, Q4 2023 update

Global semiconductor capacity is expected to increase 6.4% in 2024 to top the 30 million *wafers per month (wpm) mark for the first time after rising 5.5% to 29.6 wpm in 2023, SEMI announced today in its latest quarterly World Fab Forecast report.

Covering 2022 to 2024, the World Fab Forecast report shows that the global semiconductor industry plans to begin operation of 82 new volume fabs, including 11 projects in 2023 and 42 projects in 2024 spanning wafer sizes ranging from 300mm to 100mm.

Chinese chip manufacturers are forecast to start operations of 18 projects in 2024, with 12% YoY capacity growth to 7.6 million wpm in 2023 and 13% YoY capacity growth to 8.6 million wpm in 2024.

Taiwan is projected to remain the second-largest region in semiconductor capacity, increasing capacity 5.6% to 5.4 million wpm in 2023 and posting 4.2% growth to 5.7 million wpm in 2024. The region is poised to begin operations of five fabs in 2024.

Korea ranks third in chip capacity at 4.9 million wpm in 2023 and 5.1 million wpm in 2024, a 5.4% increase as one fab comes online.

Japan is expected to place fourth at 4.6 million wpm in 2023 and 4.7 million wpm in 2024, a capacity increase of 2% as it starts operations of four fabs in 2024.

The World Fab Forecast shows the Americas increasing chip capacity by 6% YoY to 3.1 million wpm with six new fabs in 2024. Europe & Mideast is projected to up capacity 3.6% to 2.7 million wpm in 2024 as it launches operations of four new fabs. Southeast Asia is poised to increase capacity 4% to 1.7 million wpm in 2024 with the start of four new fab projects.

[Global Semiconductor Capacity Projected to Reach Record High 30 Million Wafers Per Month in 2024, SEMI Reports | SEMI](https://www.alliedsupreme.com/)

<https://www.alliedsupreme.com/>



03

Q & A



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