

Zhen Ding Technology Holding (4958 TT)

Fourth Quarter and Full Year 2022 Investor Presentation

March, 2023

- Zhen Ding Technology Holding's statements of its current expectations are forward looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.
- Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.



AGENDA

- 1 4Q22 & 2022 Financial Results
- 2 Company Strategy
- 3 Business Roadmap and Execution



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Zhen Ding Tech. Holding

4Q22 & 2022 Financial Results

Consolidated Income Statement

(Unit: NT\$ million, unless otherwise stated)

	4Q22	3Q22	4Q21	QoQ (%)	YoY (%)
Revenue	52,902	50,004	56,442	5.8%	-6.3%
Gross Profit	13,913	12,985	12,167	7.1%	14.4%
Gross Margin	26.3%	26.0%	21.6%	+0.3ppts	+4.7ppts
Operating Expenses	5,219	4,918	3,864	6.1%	35.1%
Operating Profit	8,694	8,067	8,303	7.8%	4.7%
Operating Margin	16.4%	16.1%	14.7%	+0.3ppts	+1.7ppts
Non-Operating Income/Expenses	(973)	345	(321)	-	-203.1%
Net Income	6,857	7,172	6,861	-4.4%	-0.1%
Net Margin	13.0%	14.3%	12.2%	-1.3ppts	+0.8ppts
Net Income to Parent	4,705	4,985	4,870	-5.6%	-3.4%
EPS (NT\$)	4.98	5.27	5.15		
ROE(%)	22.3%	23.8%	25.2%	-1.5ppts	-2.9ppts
Average Exchange Rate	31.40	30.40	27.91		

* Weighted Average Shares outstanding as of 4Q22: 944,956 thousand shares

** ROE is annualized data calculated based on the average of equity attributable to owners of parent

2022 Financial Summary

(Unit: NT\$ million, unless otherwise stated)

	2022	2021	Change	YoY%
Revenue	171,356	155,022	16,334	10.5%
Gross Margin	23.3%	19.7%		+3.6ppts
Operating Profit	22,447	15,781	6,666	42.2%
Operating Margin	13.1%	10.2%		+2.9ppts
Net Income	20,535	13,694	6,841	50.0%
Net Margin	12.0%	8.8%		+3.2ppts
Net Income to Parent	14,197	9,651	4,546	47.1%
EPS (NT\$)	15.02	10.21	4.81	
Cash Inflow Generated from Operations	45,311	14,058	31,253	222.3%
Capital Expenditures	29,032	31,149	-2,117	-6.8%
Cash and Cash Equivalents*	57,599	35,179	22,420	63.7%
ROE(%)	16.7%	12.6%		+4.1ppts

*Including current financial assets at amortized cost (time deposits, etc.)

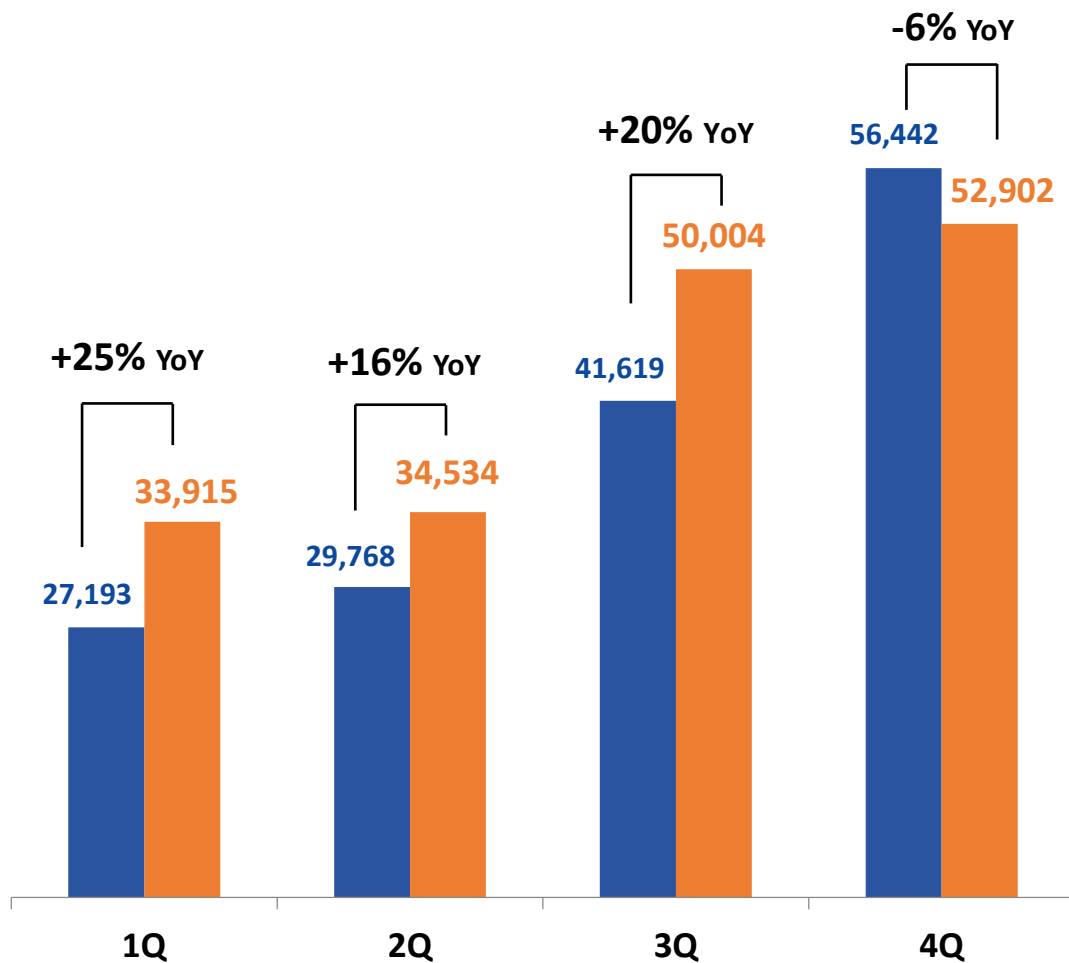
Quarterly Trends

Revenue

Unit: NT\$ million

■ 2021

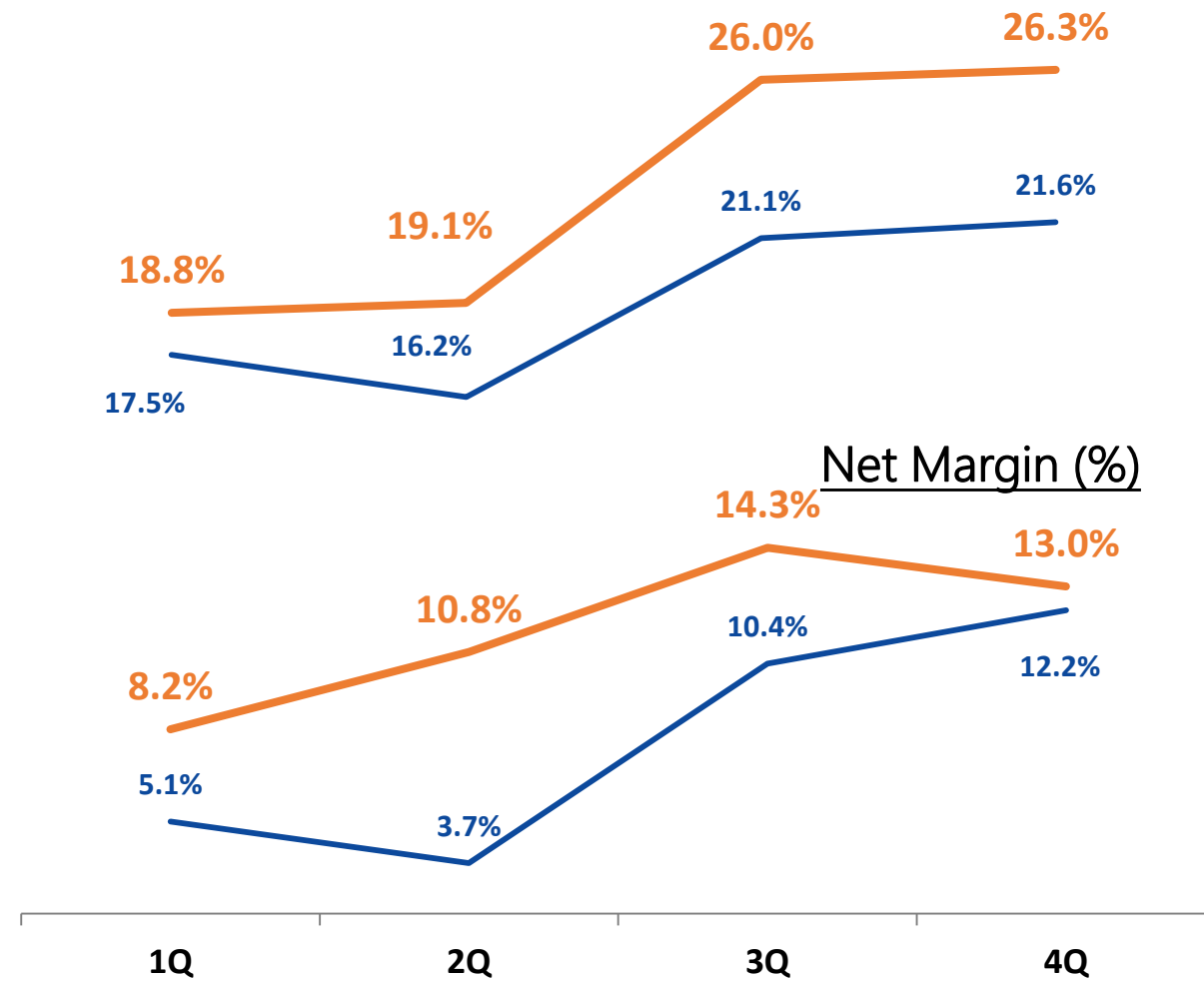
■ 2022



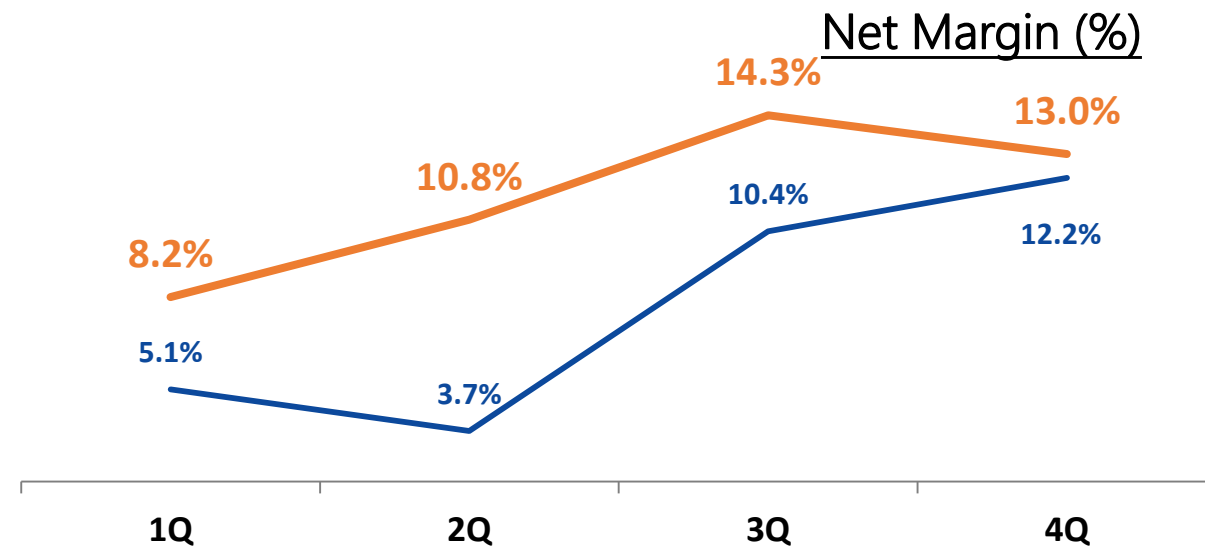
Gross Margin (%)

— 2021

— 2022

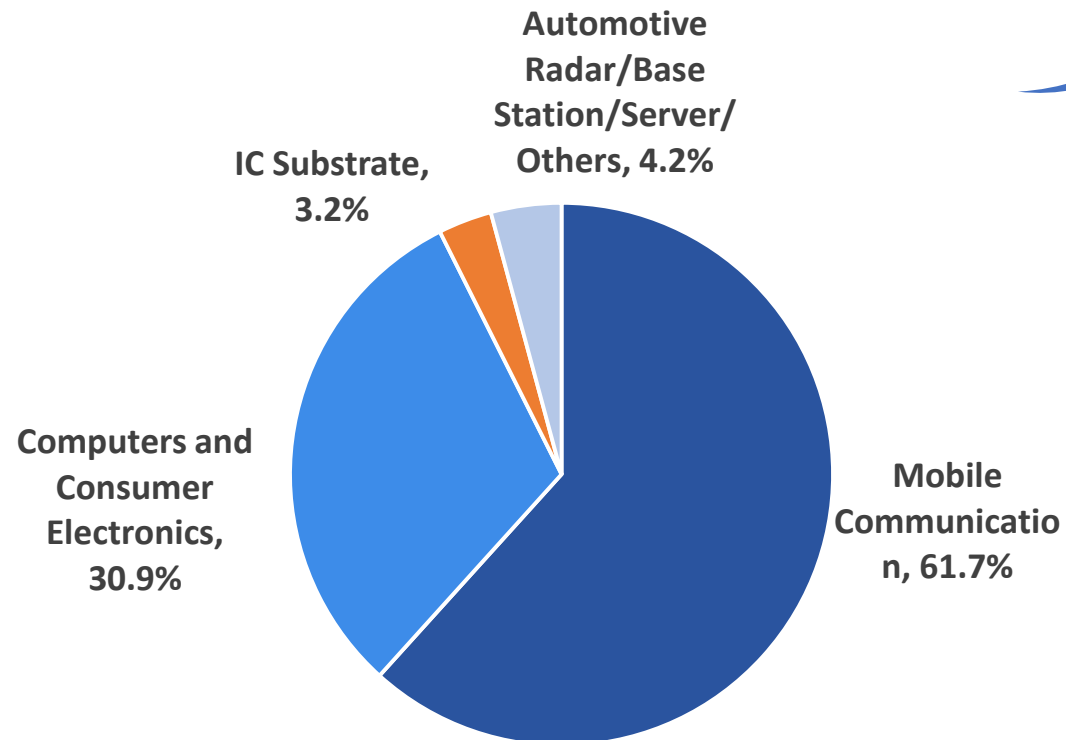


Net Margin (%)



Revenue Breakdown – By Applications

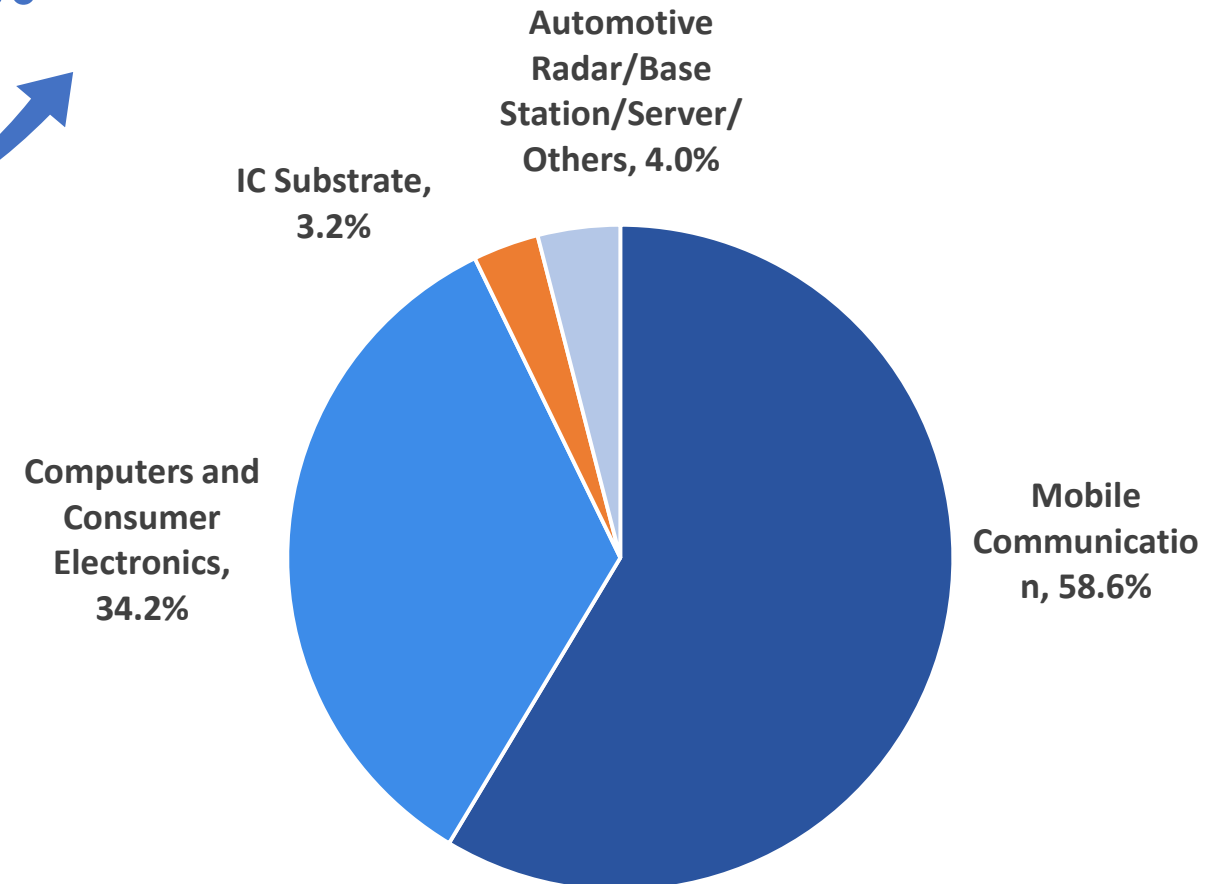
2021 Revenue NT\$155.0bn



+10.5%
YoY



2022 Revenue NT\$171.4bn



Consolidated Balance Sheet and Key

Unit: NT\$ million

	2022-12-31		2021-12-31		Change	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents**	57,599	24.8%	35,179	18.0%	22,420	+6.8ppts
Notes & Accounts Receivable	30,529	13.1%	38,669	19.8%	(8,140)	-6.7ppts
Inventories	17,725	7.6%	17,675	9.0%	50	-1.4ppts
Property, Plant and Equipment***	104,814	45.1%	86,073	44.0%	18,741	1.1ppts
Total Assets	232,560	100.0%	195,755	100.0%	36,805	
Debt	45,359	19.5%	37,619	19.2%	7,740	+0.3ppts
Notes & Accounts Payable	37,082	15.9%	34,918	17.8%	2,164	-1.9ppts
Total Liabilities	99,694	42.9%	82,235	42.0%	17,459	+0.9ppts
Total Equity	132,866	57.1%	113,520	58.0%	19,346	-0.9ppts

Key Indices

A/R Turnover Days	72	84	(12)
Inventory Turnover Days	52	48	4
Current Ratio (x)	1.49	1.69	(0.20)
PPE Turnover (x) ****	1.84	1.80	0.04

* Shares outstanding as of 2022/12/31: 944,956 thousand shares

** Including current financial assets at amortized cost (time deposits, etc.)

*** Including investment property

**** PPE Turnover = annualized net revenue / average net property, plant and equipment

2011-2022 Financial Summary

Unit: NT\$ million

Period	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Revenue	44,280	55,369	64,483	75,954	85,738	82,393	109,238	117,913	120,068	131,279	155,022	171,356
Gross Profit	6,993	10,775	11,894	14,323	16,427	12,542	17,833	26,061	27,222	26,584	30,537	39,888
Net Income	2,356	4,056	5,471	6,735	7,731	3,456	6,772	11,536	12,402	11,508	13,694	20,535
Net Income to Parent	2,356	4,056	5,471	6,735	7,731	3,456	5,172	8,448	8,685	8,095	9,651	14,197
Depreciation & Amortization	3,008	3,375	3,742	4,293	4,850	5,295	5,679	6,820	7,955	8,405	11,875	14,638
EPS (NT\$)	3.30	5.49	7.41	9.12	9.80	4.29	6.43	10.50	9.93	8.90	10.21	15.02
DPS (NT\$)	1.50	2.50	3.00	3.67	4.50	2.20	3.30	4.46	4.50	4.50	5.00	6.00
Payout Ratio (%)	45.5%	45.5%	40.5%	40.2%	45.9%	51.3%	51.3%	42.5%	45.3%	50.6%	49.0%	40.0%
Cash and Cash Equivalents*	4,084	8,756	10,016	23,482	31,572	30,241	33,296	49,154	43,071	46,775	35,179	57,599
Property, Plant and Equipment	27,097	26,637	27,843	30,073	32,074	32,262	36,681	41,913	46,243	68,177	86,073	104,814
Capital	6,699	7,034	7,386	7,386	8,047	8,047	8,047	8,047	9,022	9,470	9,470	9,470
ROE (%)	15.34%	21.27%	23.77%	23.33%	20.82%	8.59%	14.49%	17.30%	14.72%	11.84%	12.59%	16.67%
Debt Ratio (%)	67.03%	66.28%	64.06%	62.54%	53.70%	59.72%	55.33%	44.25%	35.41%	42.56%	42.01%	42.87%

* Including current financial assets at amortized cost (time deposits, etc.)



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Company Strategy

1

Revenue increased by 10.5% YoY, achieving our target of double-digit growth:

Despite facing challenges from the macro environment, we have kept working with global tier 1 customers and growing with them.

2

Net income increased by 50% YoY, achieving our target of “net income growth being higher than revenue growth”:

This was mainly attributable to: 1) our product mix continues to shift to higher end products and 2) under the One ZDT Strategy, we have been introducing smart manufacturing into each plant step by step, and the operating efficiency of all product lines has improved materially.

3

Qinhuangdao BT substrate fab entered mass production, and Shenzhen ABF substrate fab started sample certification; 2022 capacity expansion plan was on schedule:

We remain optimistic about the mid-to long-term outlook of IC substrate demand. While we are still in the stage of gradually ramping up capacity and the revenue contribution from IC substrate is still low, we expect our advanced smart fabs will quickly improve production yields and manufacturing efficiency. We have achieved initial desired results for the trial production of ABF substrates, and we expect revenue and profit contribution from IC substrate to pick up significantly in the next three years.

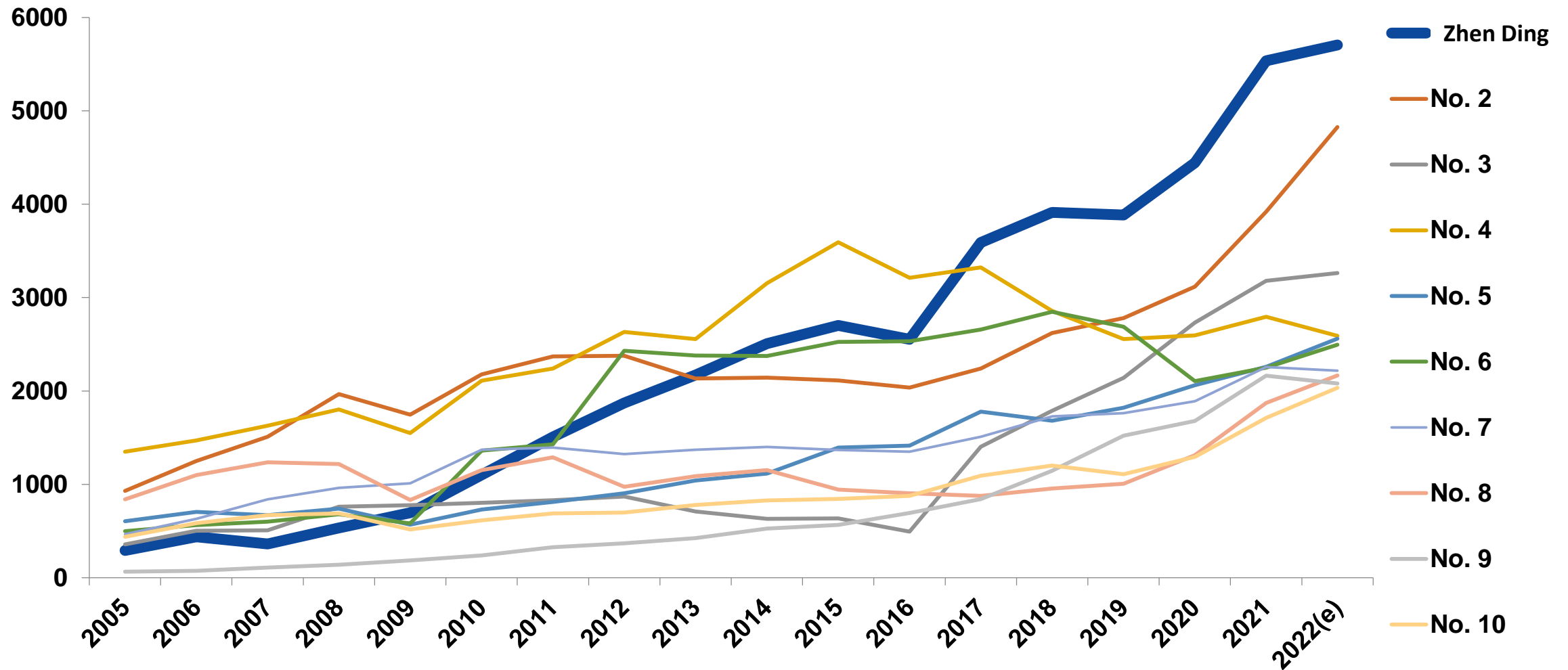
4

Co-develop products with customers to break into new application markets:

Under the One ZDT Strategy, we continue to develop products for diversified application markets. In 2022, for automotive and server applications, we not only had new products that entered mass production, but also had order wins for high-end models from important customers.

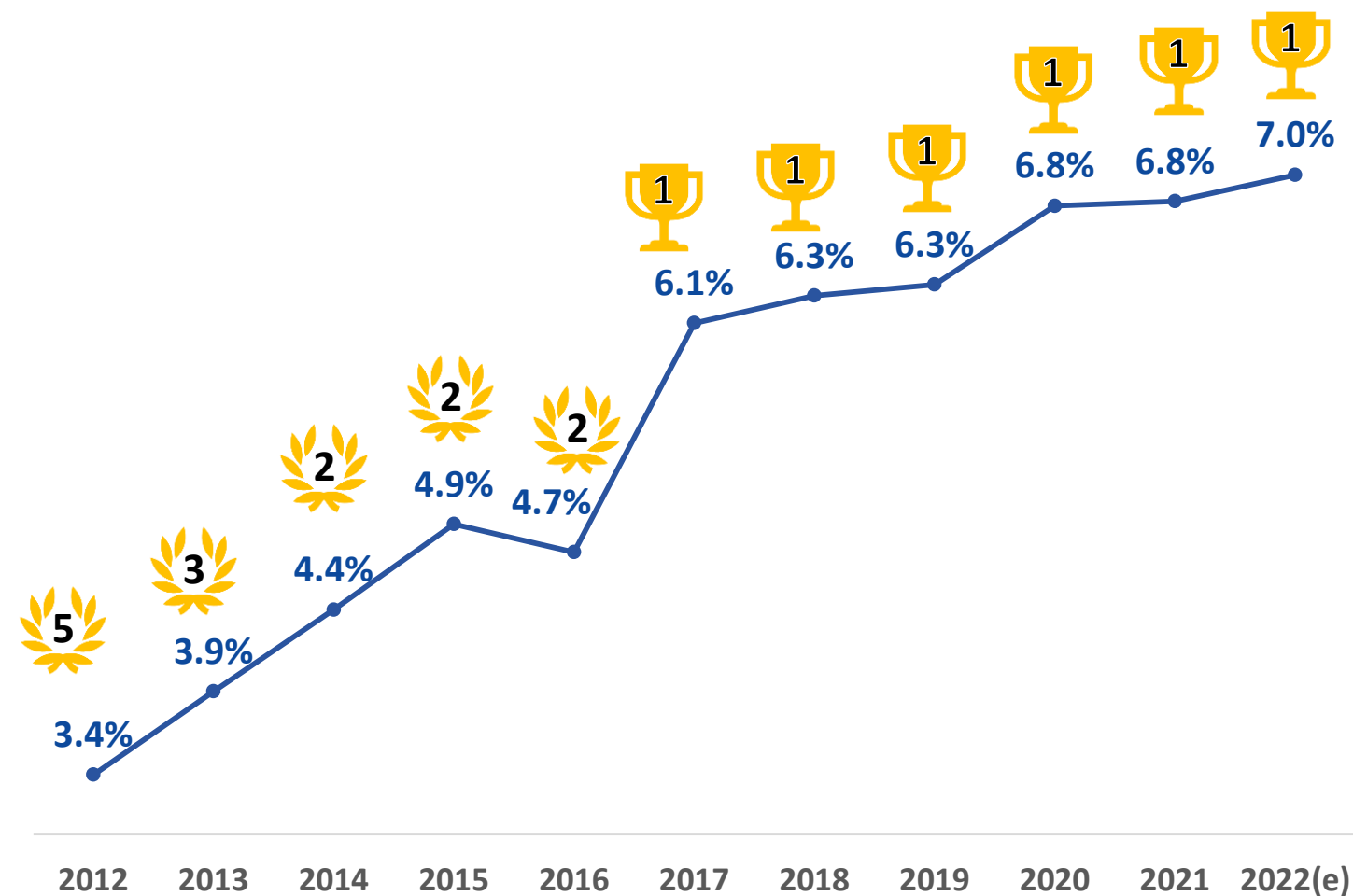
2022 Global Top 10 PCB Companies Revenue Trends

Unit: US\$ million



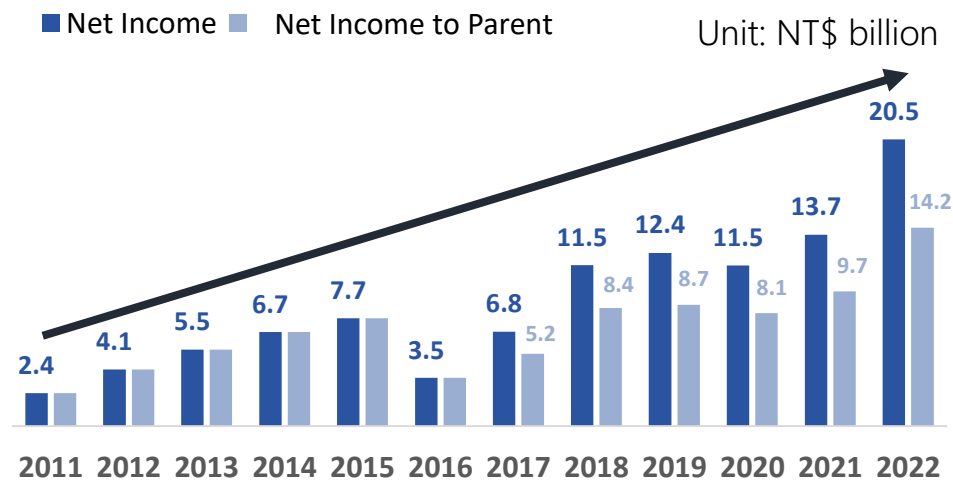
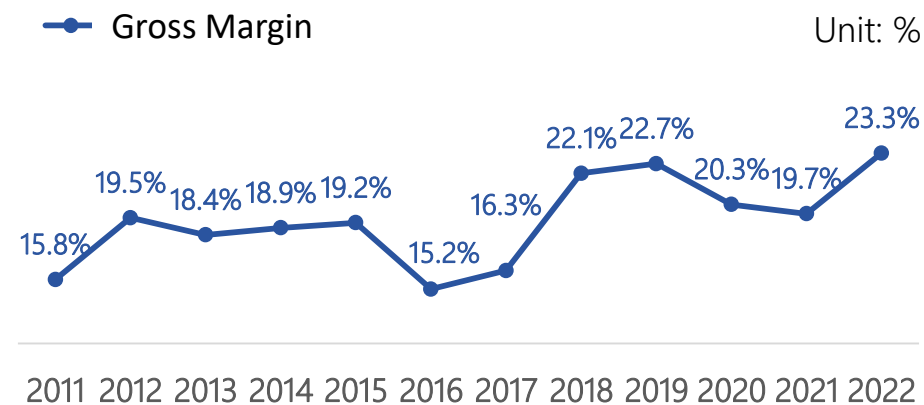
Source : NT Information ; Prismark (2023/02)

ZDT: Continued Market Share Gain in the Global PCB Market



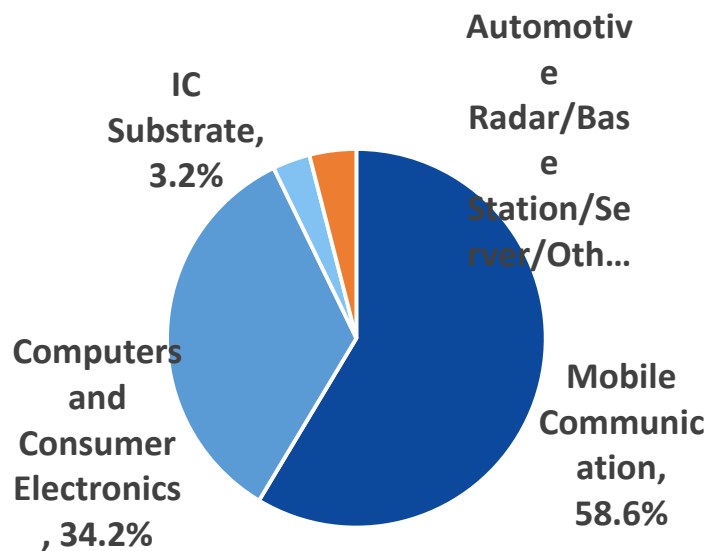
Source : Prismark

Stable Profitability

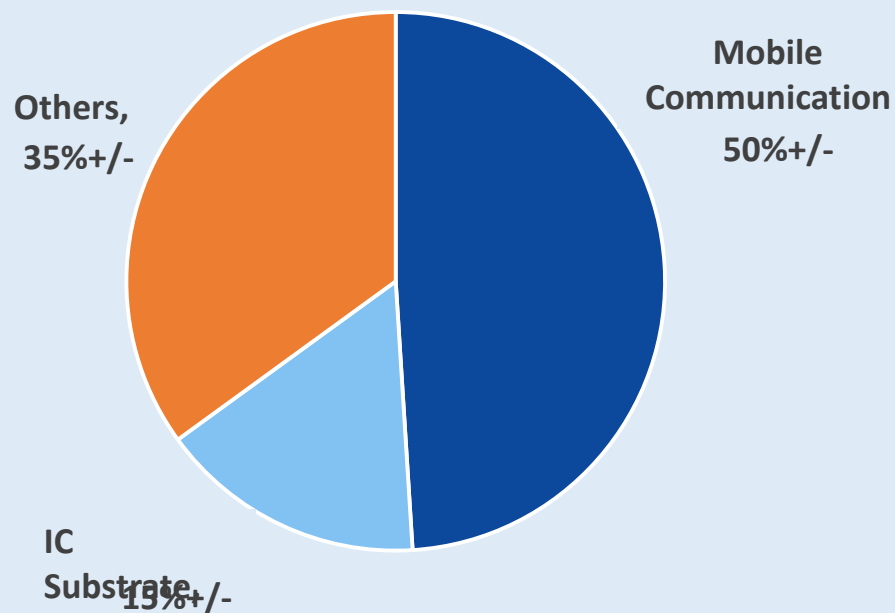




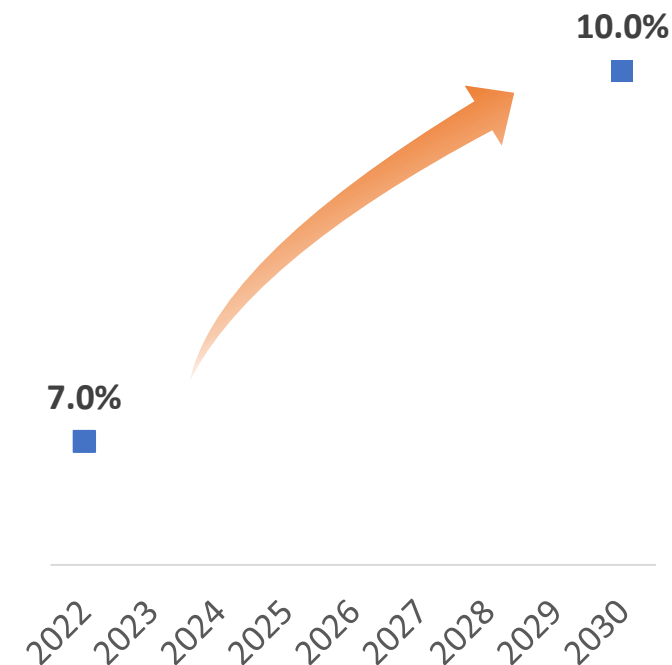
2022 Revenue by Application



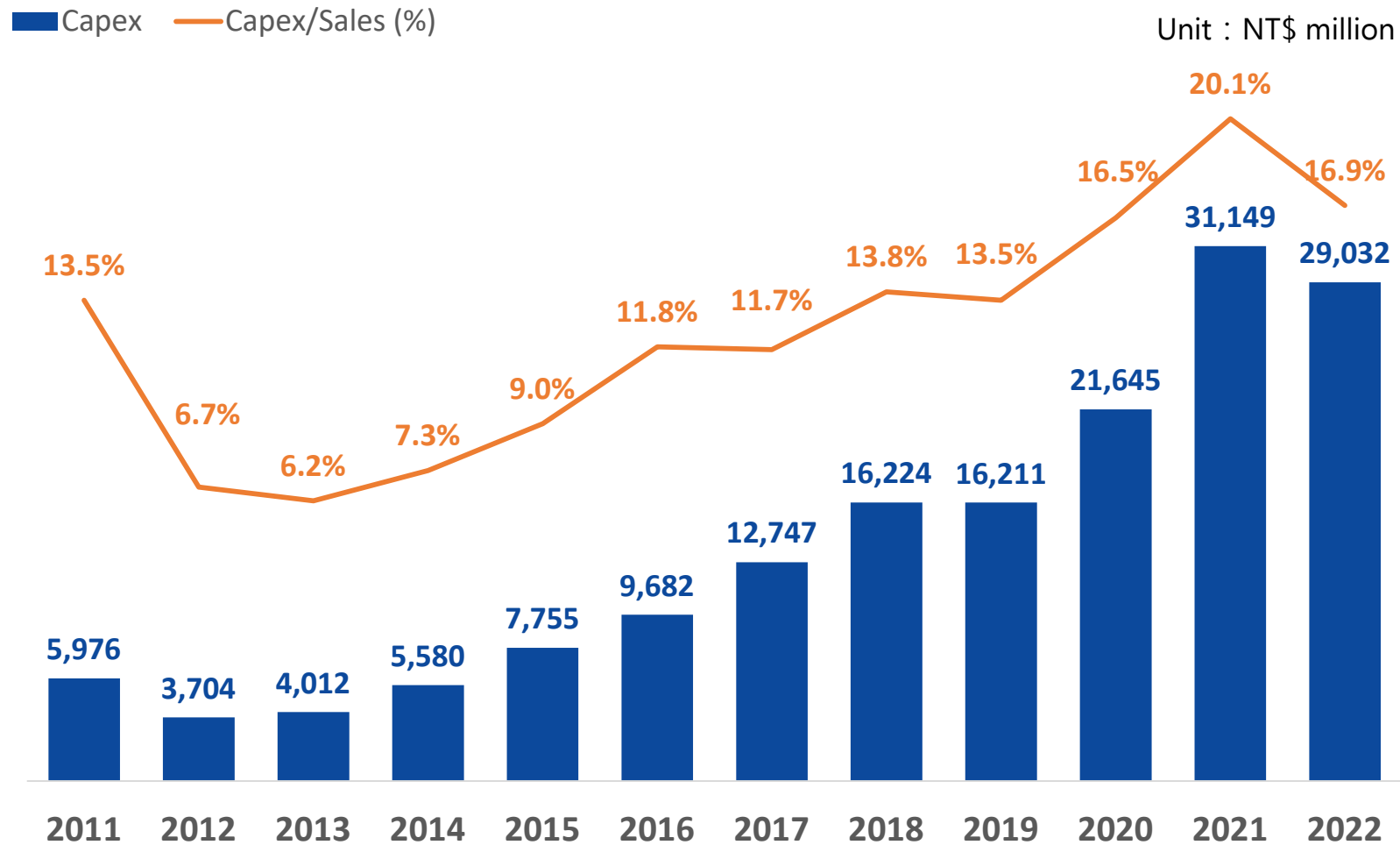
2025 Target Revenue by Application



Aim to Reach 10% Global Market Share by 2030



Continued Capacity Expansion, Pursuing Stable Growth

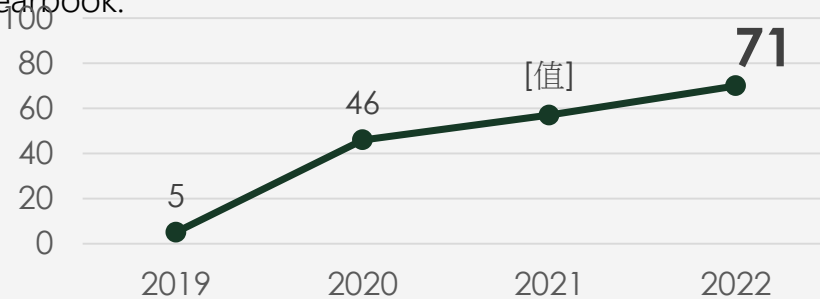


Early
deployment of
production
capacity to meet
customers' need

Commitment to EPS + ESG – Improvement in ESG Ratings

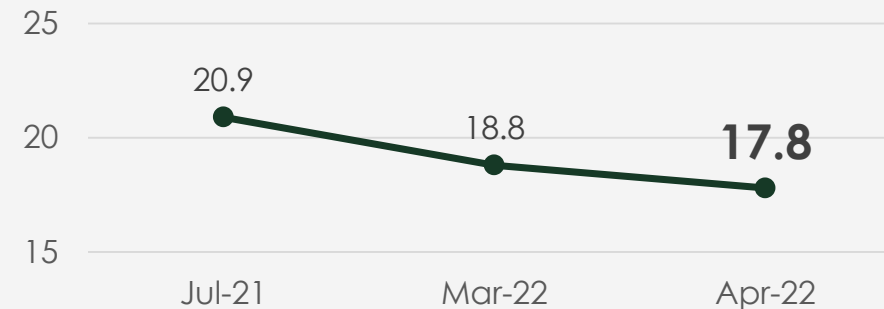
S&P Global ESG Rating

In 2022, Zhen Ding's S&P ESG Score improved to 71 and was selected as a member of the S&P Global Sustainability Yearbook.



Sustainalytics ESG Risk Rating

Zhen Ding's Sustainalytics ESG Risk Ratings improved from 20.9 to 17.8, from medium risk to low risk.



FTSE Russell ESG Rating

In December 2022, Zhen Ding's FTSE Russell ESG Rating improved from 3.6 to 4.3 (out of 5), and ranked in the 3rd place among all listed companies in Taiwan.

ESG Rating: 4.3

ICB Supersector: Industrial Goods & Services

Percentile rank: 95 ⓘ

Environment Score: 4.0

ICB Supersector decile rank: 10 ⓘ

Social Score: 4.1

ICB Supersector decile rank: 10

Governance Score: 5.0

ICB Supersector decile rank: 10

Bloomberg Gender Equality Index (GEI)

Zhen Ding was included in the 2023 Bloomberg Gender Equality Index, becoming the 1st company in the PCB industry and one of 16 Taiwanese companies included in the index.



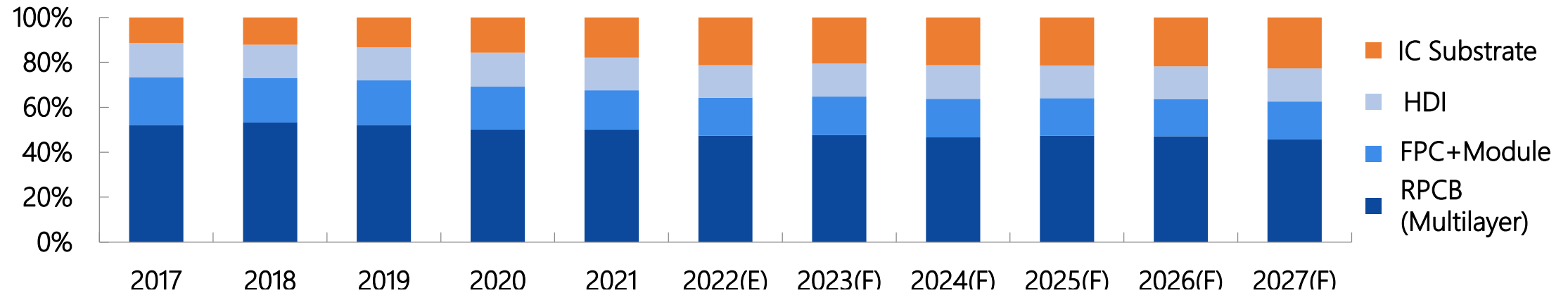


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Business Roadmap and Execution

PCB Markets will Continue to Grow



Product	Item	2017	2018	2019	2020	2021	2022(E)	2023(F)	2024(F)	2025(F)	2026(F)	2027(F)	2022-27 CAGR
RPCB (Multilayer)	Value	30,656	33,225	31,969	32,674	40,641	38,721	37,340	38,179	41,939	44,430	45,048	3.1%
	%	52.1%	53.2%	52.1%	50.1%	50.2%	47.4%	47.6%	46.6%	47.3%	47.1%	45.8%	
FPC+Module	Value	12,523	12,395	12,195	12,483	14,058	13,842	13,427	14,131	14,872	15,652	16,473	3.5%
	%	21.3%	19.9%	19.9%	19.1%	17.4%	16.9%	17.1%	17.2%	16.8%	16.6%	16.7%	
HDI	Value	8,968	9,222	9,008	9,874	11,811	11,763	11,528	12,225	12,965	13,749	14,581	4.4%
	%	15.2%	14.8%	14.7%	15.1%	14.6%	14.4%	14.7%	14.9%	14.6%	14.6%	14.8%	
IC Substrate	Value	6,696	7,554	8,139	10,188	14,410	17,415	16,073	17,441	18,926	20,538	22,286	5.1%
	%	11.4%	12.1%	13.3%	15.6%	17.8%	21.3%	20.5%	21.3%	21.3%	21.8%	22.7%	
Total		58,843	62,396	61,311	65,219	80,920	81,741	78,367	81,976	88,702	94,369	98,388	3.8%

Source : Prismark (2023/2) *2023-2027 forecasts are calculated based on Prismark's estimates

Five Major Global Manufacturing Campuses

Multiple manufacturing campuses to fulfill clients' needs

China Qinhuangdao



Qinhuangdao Park BT Substrate Park
(FPC & advanced module
/SLP High end HDI)

China Huai'an



Huai'an Park
1
(RPCB/HDI)

Huai'an Park 2
(FPC & advanced
module/HDI/ Mini
LED)

Huai'an Park 3
(High-end HDI/
MSAP)

Taiwan



Kaohsiung Park
(FPC and advanced
module)

Taoyuan Boardtek
Park
(PCB for networking,
HPC, automotive related
applications)

India



Chennai Park
(FPC and
advanced
module)

China Shenzhen



Shenzhen Park 1
(FPC and advanced
module/HDI)

Shenzhen Park
2
(FPC and
advanced
module)

ABF Substrate
Park



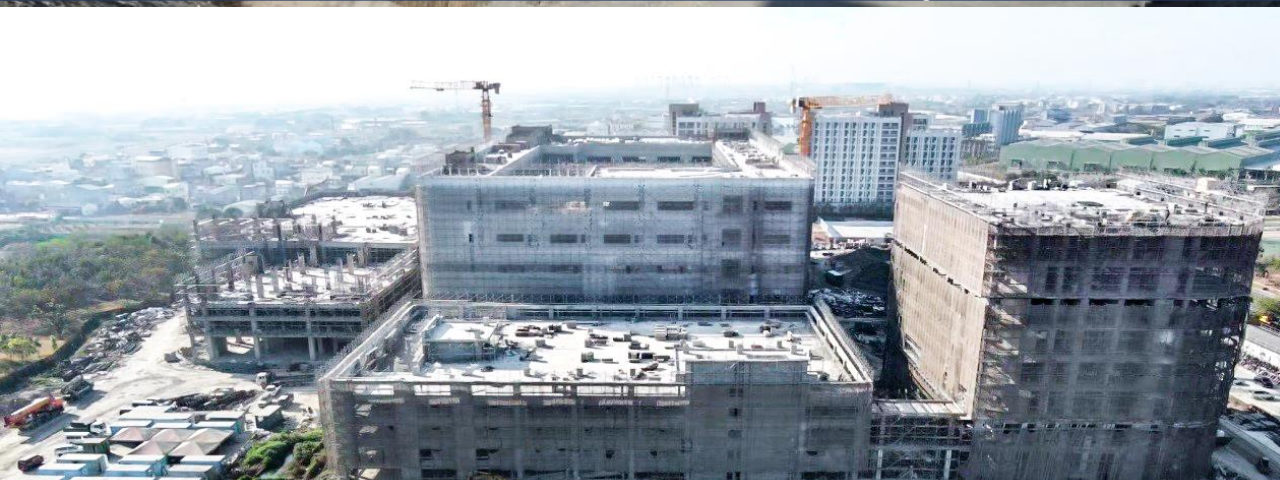
Capacity Expansion Plan: ABF Trail Production Yield is Comparable to Tier 1 Peers



Qinhuangdao BT Substrate Fab:
FC-CSP/WB-CSP/Memory



Shenzhen ABF Substrate Fab: FCBGA



Kaohsiung Luzhu Science Park:
FPC and Advanced Module Production Line



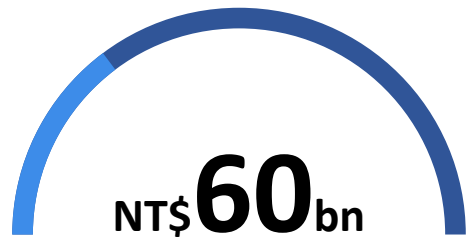
Huai'an Park 3: High-end HDI/MSAP



		2023				2024				2025				
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
SZ ABF Substrate Plant (Two Fabs’ floor area in total: 170,000 m²)	Fab 1 (Mid to high-end products)	Installation												
		Sample certification												
		Mass production, target yield: comparable to tier 1 peers						Full utilization, target yield: comparable to tier 1 peers						
	Fab 2 (High end products)						Installation							
							Sample certification							
							Mass production							
QHD BT Substrate Plant (Two Fab’s floor area in total: 60,000 m²)	Fab 1	Industry Leading Quality												
	Fab 2	Mass Production				Utilization at 90%+								
Huai’an MSAP (Two Fabs’ floor area in total: 91,200m²)	HC01 (ELIC & MSAP products)	Sample certification												
		Mass production, target yield: comparable to tier 1 peers						Utilization at 90%+ with leading quality						
	HC02 (ELIC & MSAP products / Mini LED products)									Installation				
											Sample certification			
													MP	

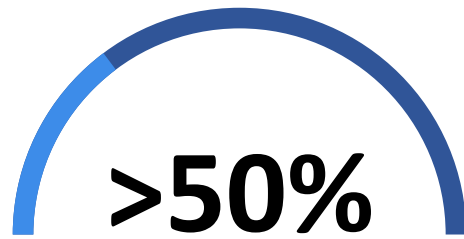
Based on current business outlook, management targets:

- 2023 Revenue: About flat, but positive on 2024-2025 demand
- IC Substrate Goals:



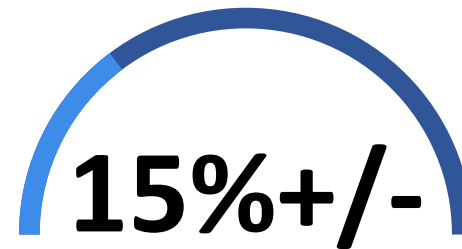
Capex for IC Substrate:

Plan to invest NT\$60bn from 2022~2025, with NT\$15bn per year



Revenue from IC Substrate:

Revenue CAGR >50% in the next 3 years



Revenue from IC Substrate:

Account for 15 %+/- of company's consolidated revenue in 2025



IC Substrate Market Share:

Aim to become one of the global top 5 companies in the IC substrate market in 2030



Q&A



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THANK YOU