

Investor Conference

3Q 2023 Results

November 8, 2023



Agenda

Financial Report

Iris Chen,
Director

Business Outlook

Jeff Chou,
CFO

Q&A



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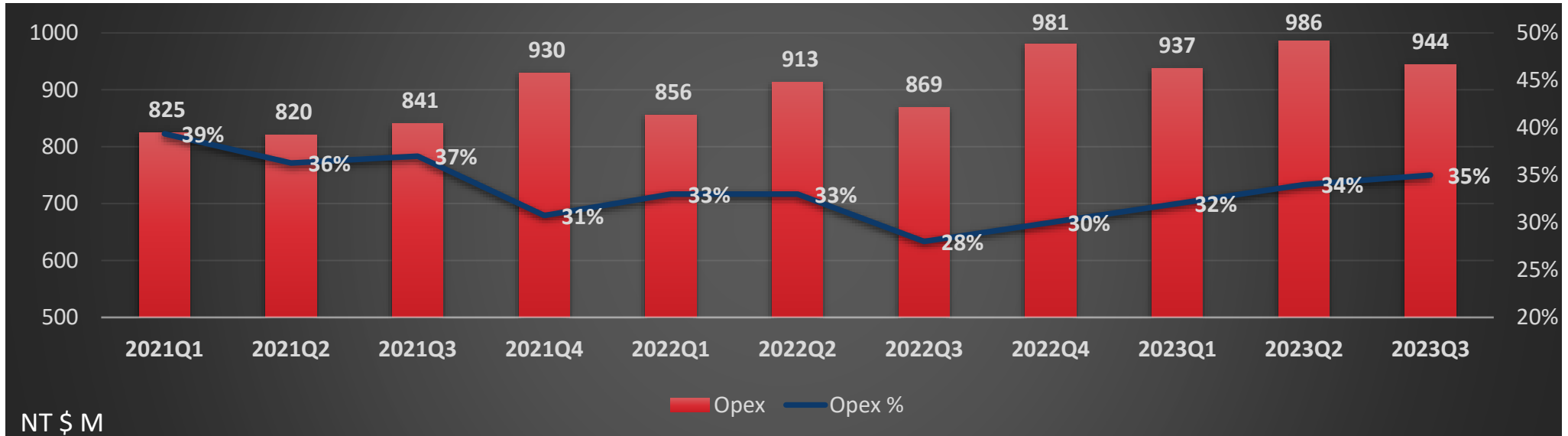
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Statement of Comprehensive Income

Amount : NT\$ Million

	3Q'23		2Q'23		1Q'23		1-3Q'23		1-3Q'22		YoY
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	%
Net Sales	2,672	100	2,940	100	2,879	100	8,491	100	8,431	100	1
COGS	1,669	62	1,866	63	1,802	63	5,337	63	5,353	64	(0)
Gross Profit	1,003	38	1,073	37	1,078	37	3,154	37	3,077	36	2
Operating Expenses	944	35	986	34	937	32	2,867	34	2,637	31	9
Operating Income	59	2	87	3	141	5	287	3	440	5	(35)
Other Income/Expenses	60	2	24	1	(8)	(1)	75	1	419	5	(82)
Income Before Tax	119	4	111	4	133	4	362	4	859	10	(58)
Net Income	97	4	53	2	74	2	223	2	721	8	(69)
Basic EPS(NT\$)	0.49		0.30		0.38		1.17		3.31		(65)

Detail of Operating Expense



Amount : NT\$ Million

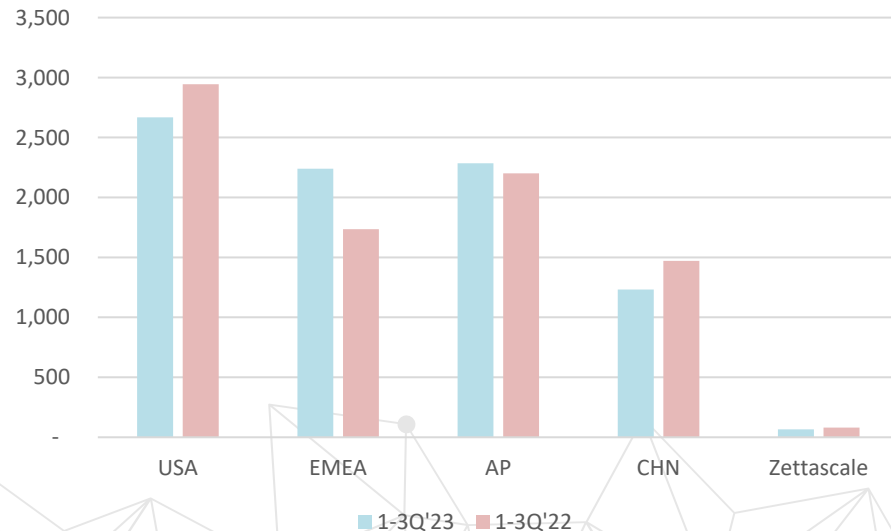
	3Q'23		2Q'23		1Q'23		1-3Q'23		1-3Q'22		YoY
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	%
Sales	258	10	270	9	257	9	785	9	766	9	2
Admin	256	10	290	10	277	10	823	10	724	9	14
R&D	434	16	419	14	404	14	1,257	15	1,142	14	10
Operating Expenses	944	35	986	34	937	32	2,867	34	2,637	31	9

Consolidated Balance Sheet Highlights

<i>Amount : NT\$ Million</i>	2023.09.30		2022.12.31		2022.09.30	
	Amount	%	Amount	%	Amount	%
Cash & Financial asset	1,783	13	2,017	15	1,731	12
AR	2,015	15	2,177	16	2,293	16
Inventory	3,822	29	3,747	28	4,433	31
Total Assets	13,302	100	13,596	100	14,205	100
AP	1,475	11	1,563	11	2,175	15
Short-term loan	1,801	14	1,266	9	1,881	13
Long-term loan	3,030	23	3,396	25	3,386	24
Total Liability	7,847	59	7,924	58	8,978	63
Total Equity	5,455	41	5,672	42	5,227	37
AR turnover days	68		71		76	
Inventory turnover days	194		182		208	
AP turnover days	78		87		107	
Cash Conversion Cycle (CCC)	184		167		178	

Revenue Breakdown by Region

<i>Amount : NT\$ Million</i>	1-3Q'23	1-3Q'22	YoY	Rev %
USA	2,668	2,943	-9%	31%
EMEA	2,240	1,735	29%	26%
AP	2,285	2,201	4%	27%
CHN	1,232	1,471	-16%	15%
Zettascale	65	80	-19%	1%
Total	8,491	8,431	1%	100%



Asia Pacific

<i>Amount : NT\$ Million</i>	1-3Q'23	YoY
TW	381	-34%
JP	639	8%
SIN	296	-29%
KR	181	-30%
ANZ	788	122%

Revenue Breakdown by Product Line

<i>Amount : NT\$ Million</i>	1-3Q'23	1-3Q'22	YoY	Rev %	Gross Margin %
COM (Computer on Modules)	2,555	2,595	-2%	30%	35-40%
ECP (Edge Computing Platforms)	1,448	1,210	20%	17%	30-35%
NCA (Network, Communication & Automotive)	963	752	28%	11%	25-30%
IST (IoT Solutions & Technology)	974	1,442	-32%	11%	45-50%
DRC (DMS Rugged Computing)	1,027	869	18%	12%	50-55%
EV (Edge Visualization)	1,351	1,340	1%	16%	35-40%
Zettascale	65	80	-19%	1%	
OTHER	107	141	-25%	1%	
Total	8,491	8,431	1%	100%	37%

Q & A

Thank you

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