



# Netronix Investor Conference

Third Quarter 2023

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# Disclaimer

- The information contained in this presentation, including all internal and external forward-looking statements, is subject to change without notice, whether as a result of new information, future events or otherwise, and Netronix, Inc. undertakes no obligation to update or revise the information contained in this presentation.
- Investors are cautioned not to place under reliance on these forward-looking statements, which are made as of the date of this presentation, and we assume no obligation to update or revise any forward-looking statement.

Company Overview

Financial Highlight

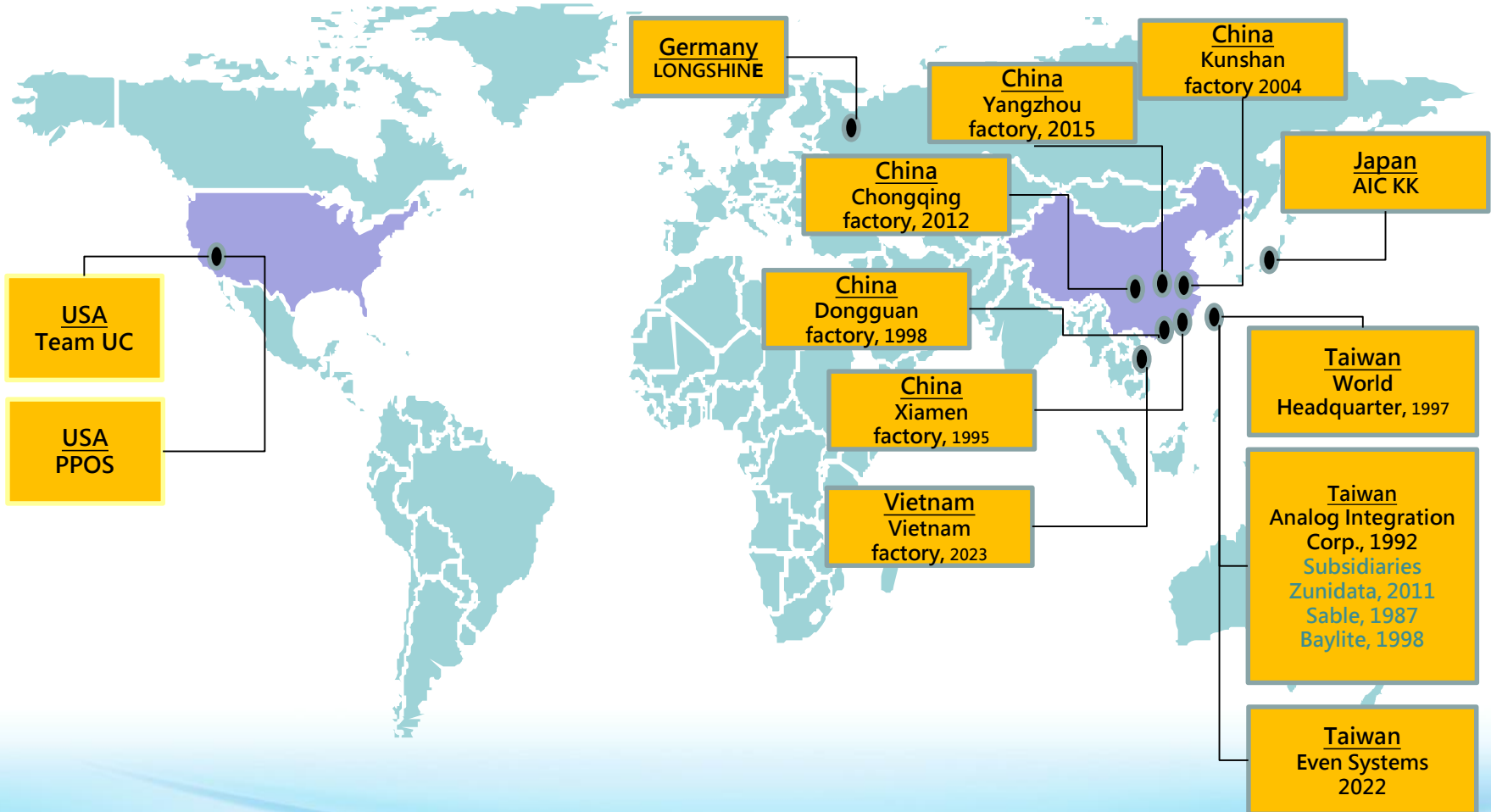
Q & A



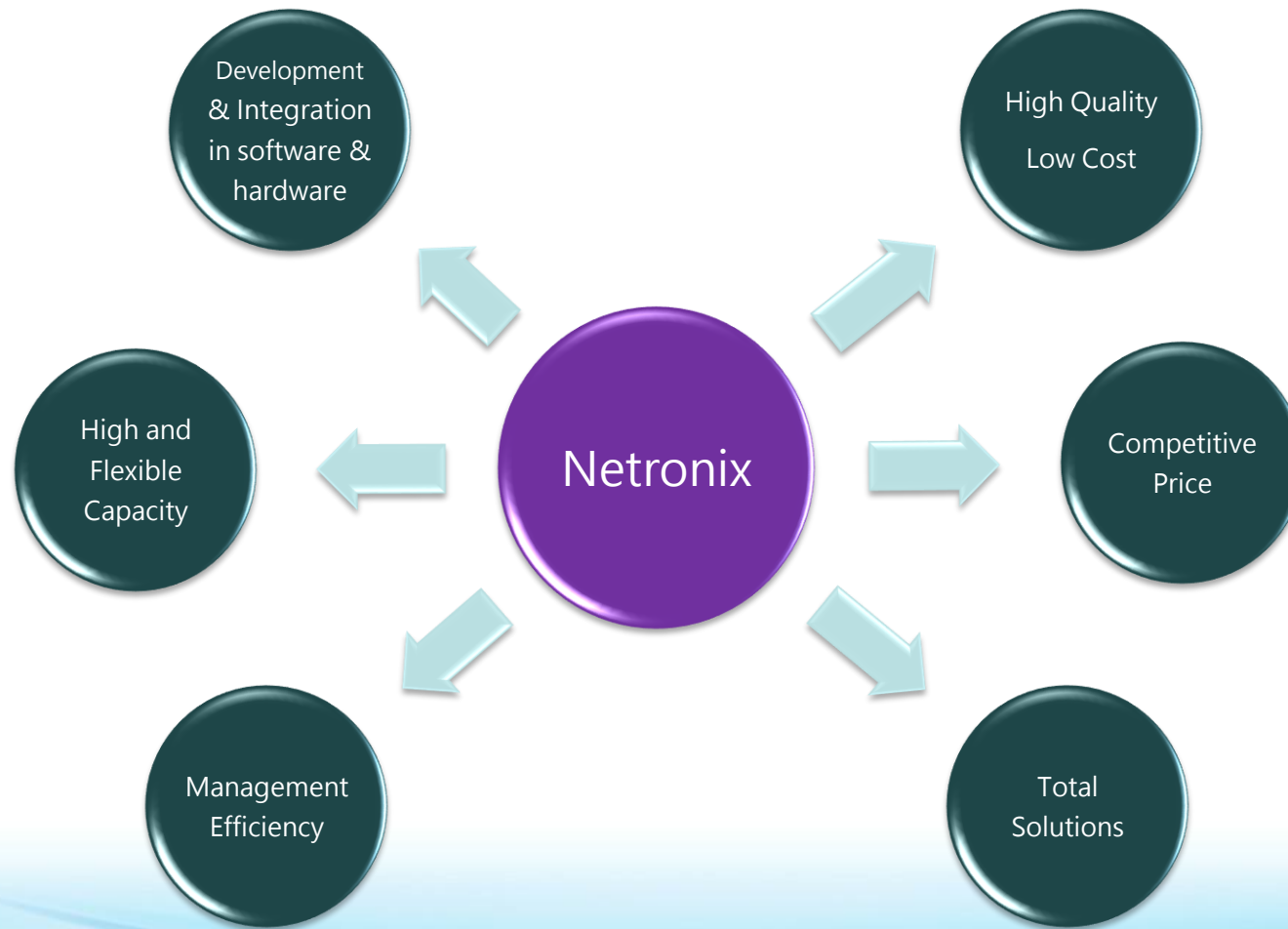
## Company Profile

|               |   |
|---------------|---|
| Founded       | July, 1997  |
| Chairman      | Arthur Lu   |
| Capital       | NTD\$ 875M  |
| Factories     | Taiwan(x3), China(x4),<br>USA(x1), Vietnam(x 1)   |
| Employment    | 1400+<br>* IOT+<br>* E-Book Reader<br>* Multi-Media Speaker<br>* Networking<br>* POS 、 Digital Signage<br>* IC<br>* Fiber |
| Main Products |   |

# Worldwide Presence



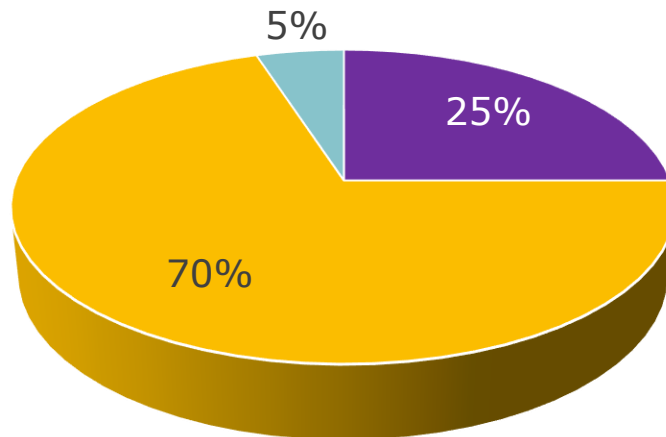
# Core Competence





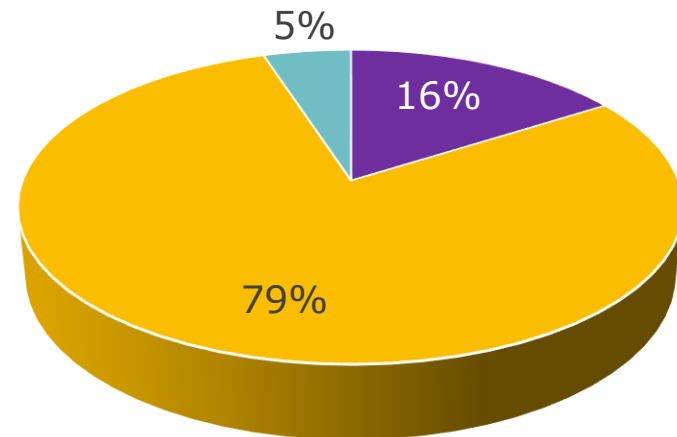
# Revenue by Product

2023/3Q



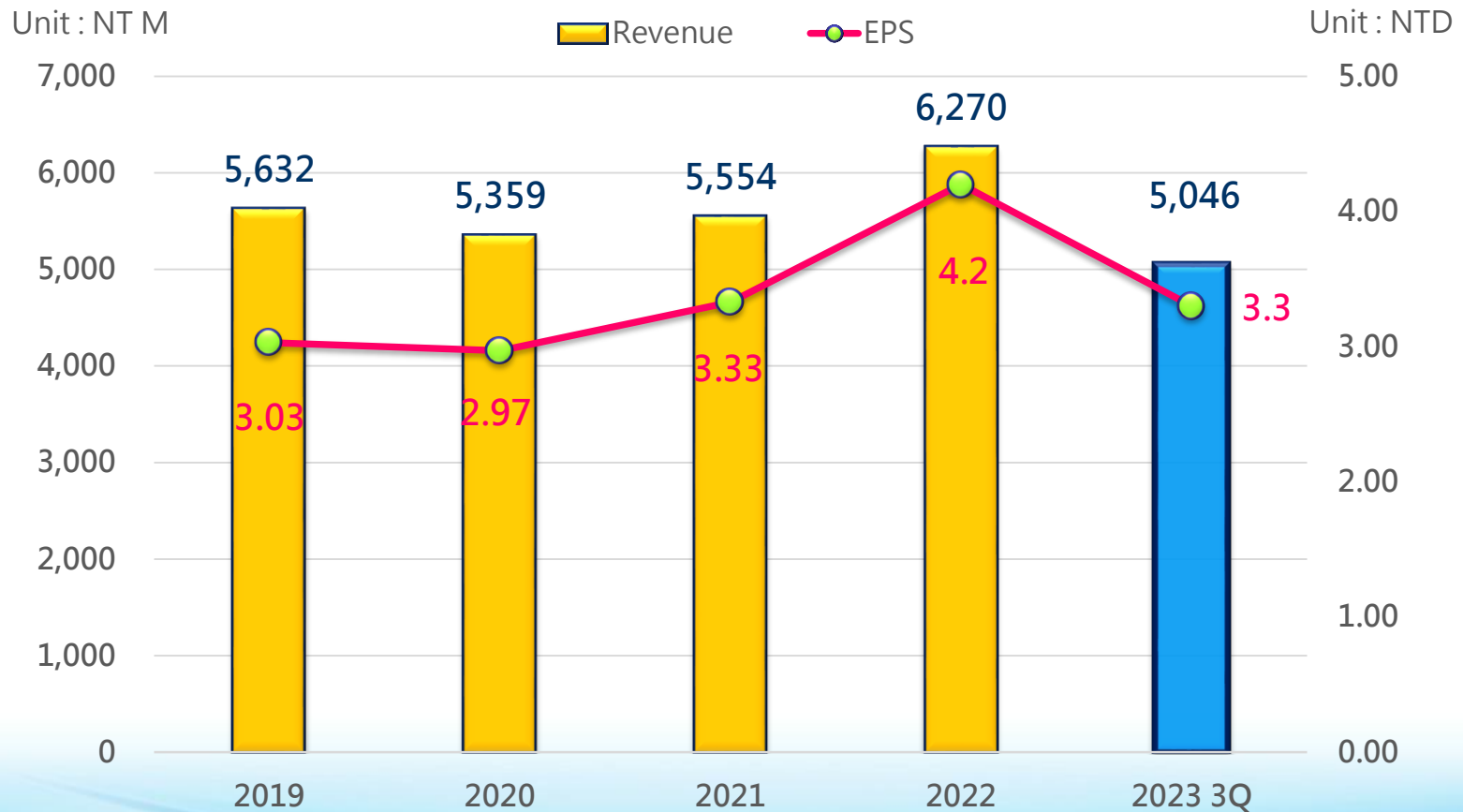
- Computer Peripherals
- Consumer Electronics
- Others

2022



- Computer Peripherals
- Consumer Electronics
- Others

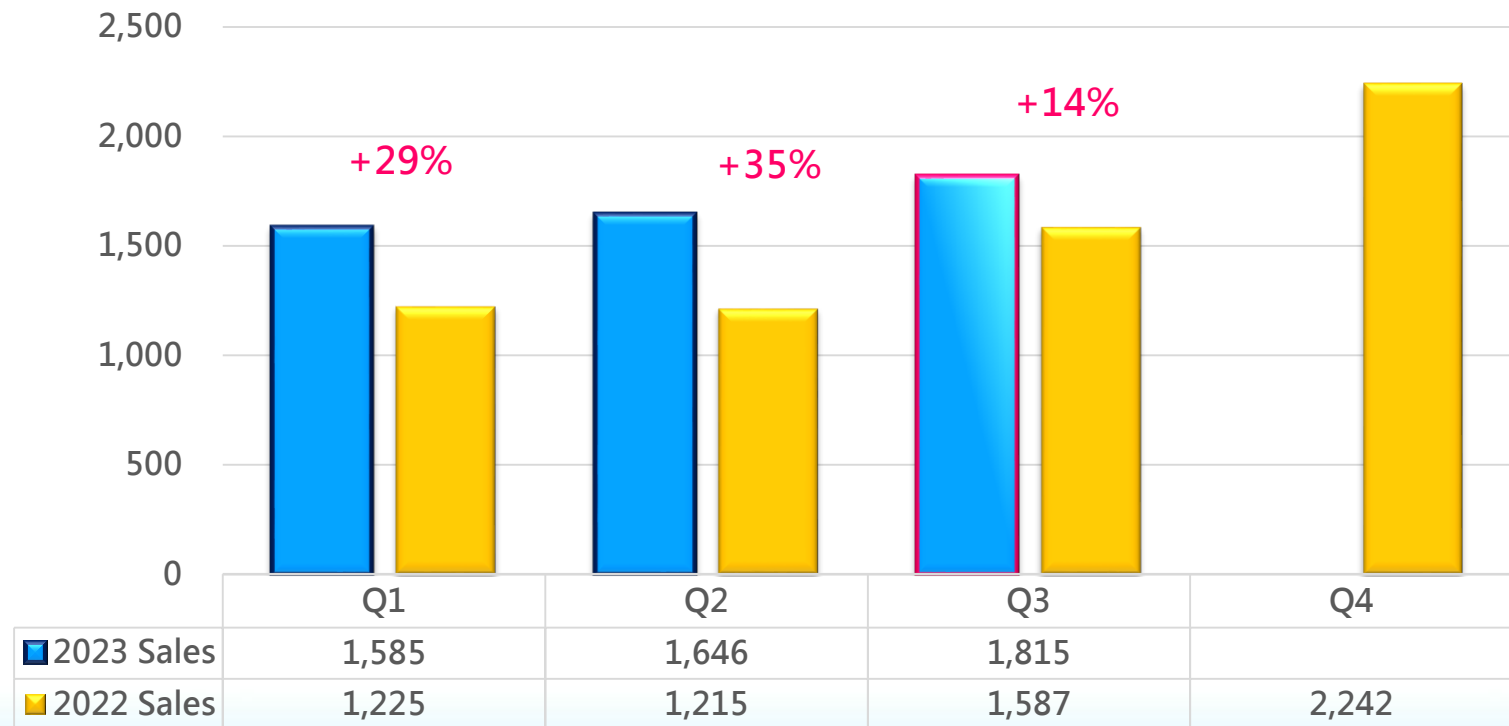
## Revenue and Profit Trend





# Revenue by Quarter Trend

Unit : NT M

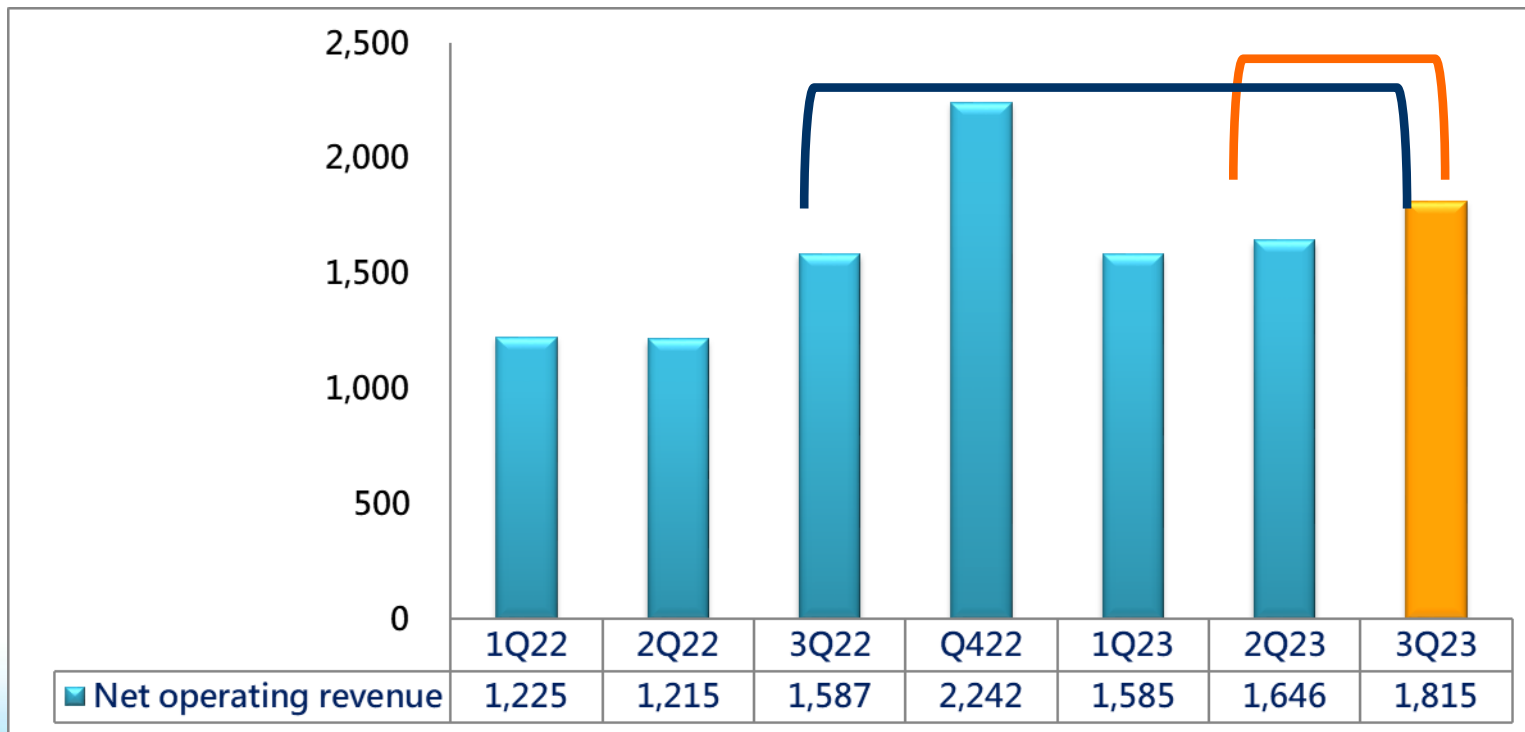


# Consolidated Revenue (Quarter)

Unit: NT M ; %

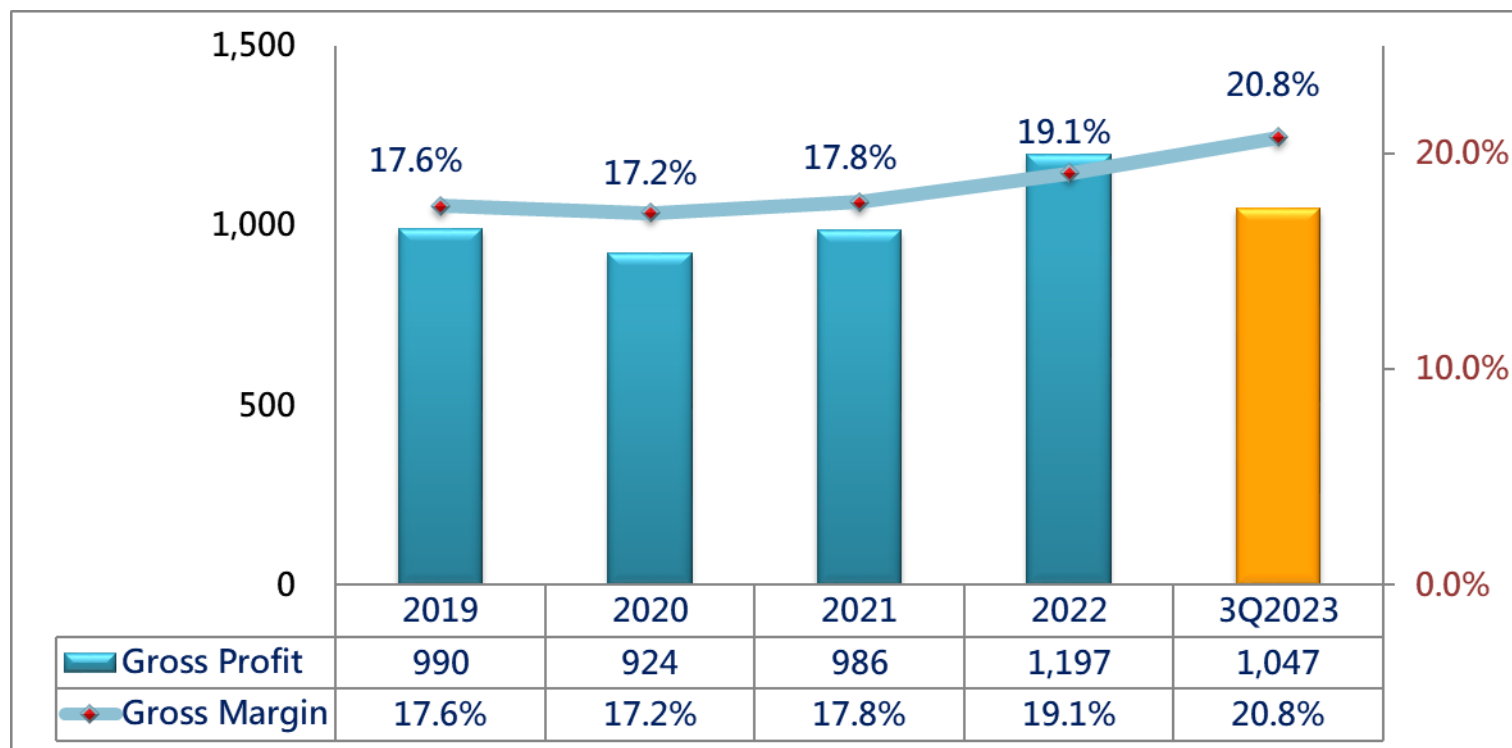
YoY  
+14%

QoQ  
+10%



# Consolidated Gross Profit & Margin

Unit: NT M ; %

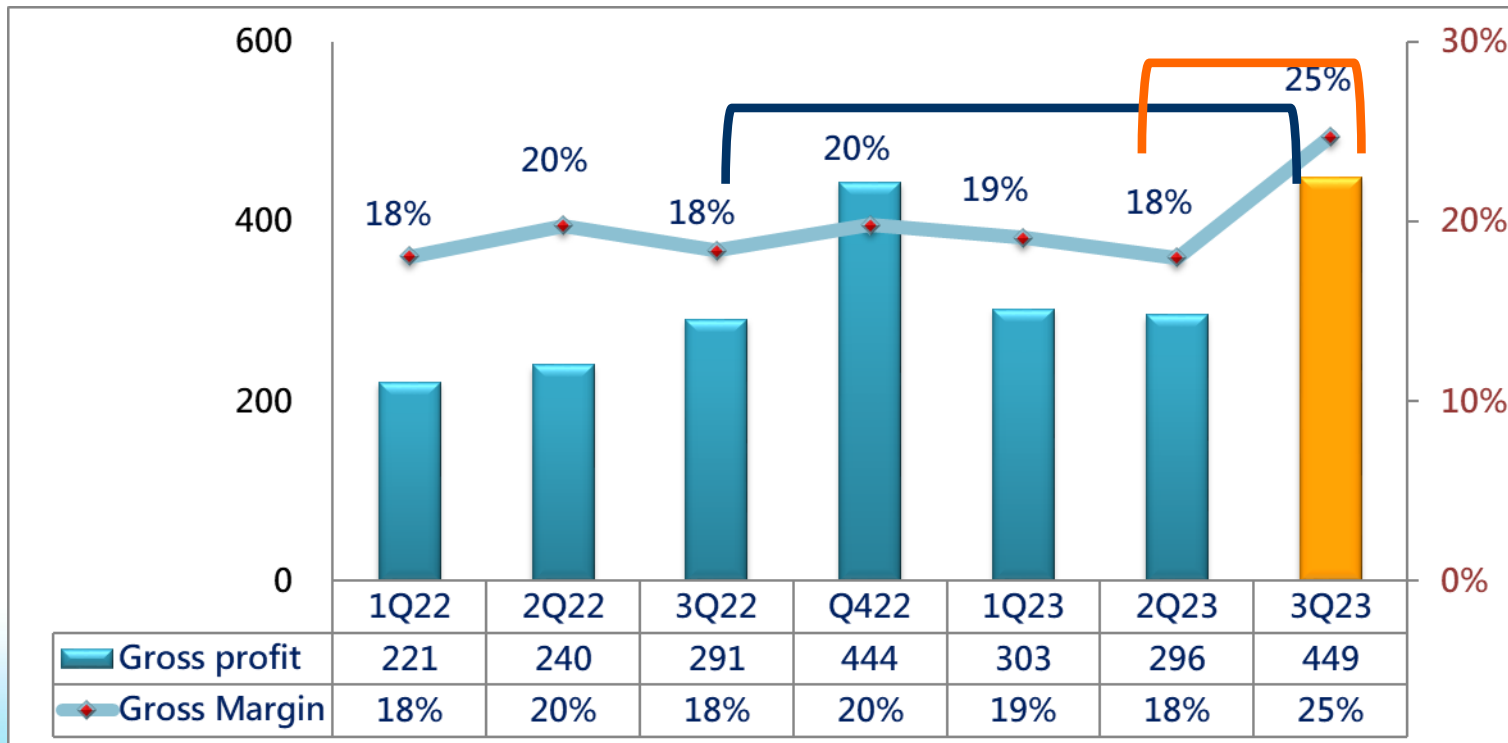


# Consolidated Gross Profit & Margin (Quarter)

Unit: NT M ; %

YoY  
+54%

QoQ  
+52%

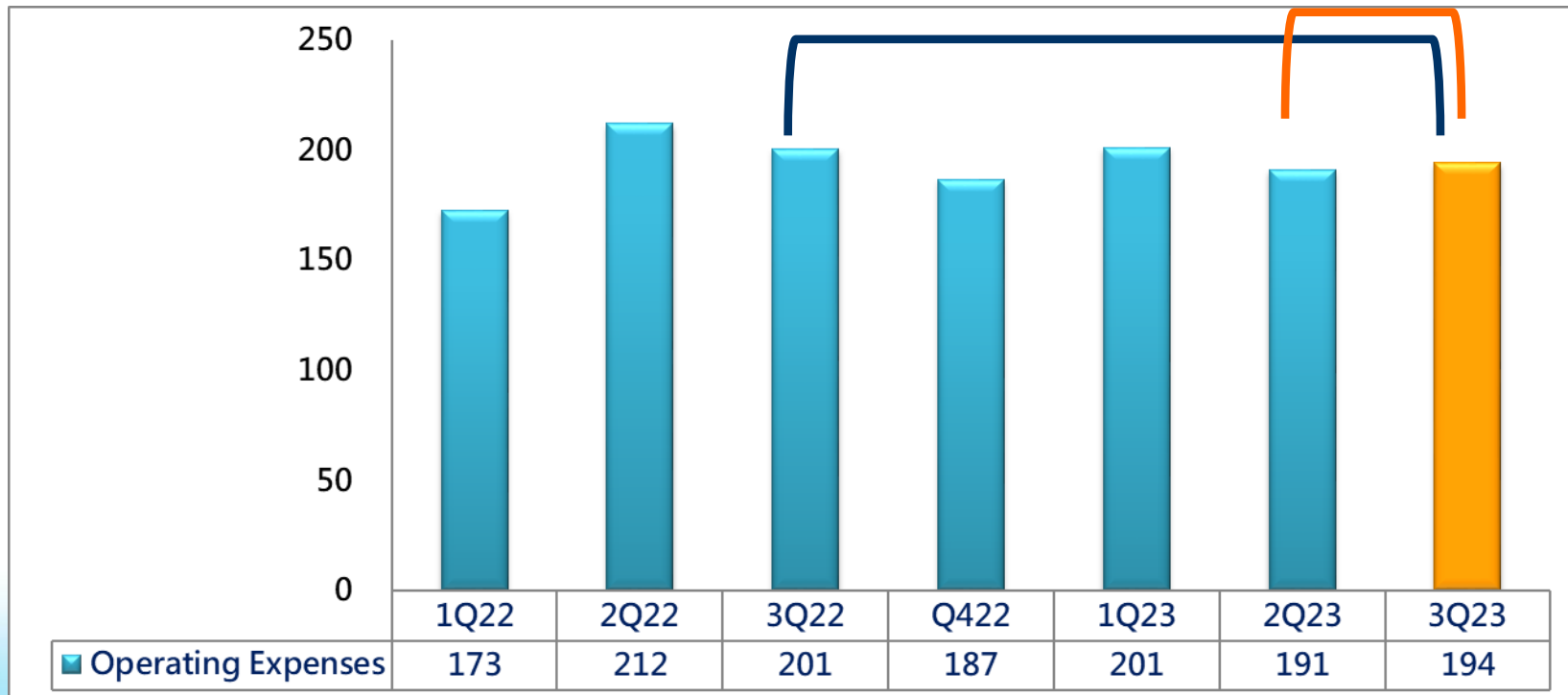


# Consolidated Operating Expenses (Quarter)

Unit: NT M

YoY  
-3%

QoQ  
+2%

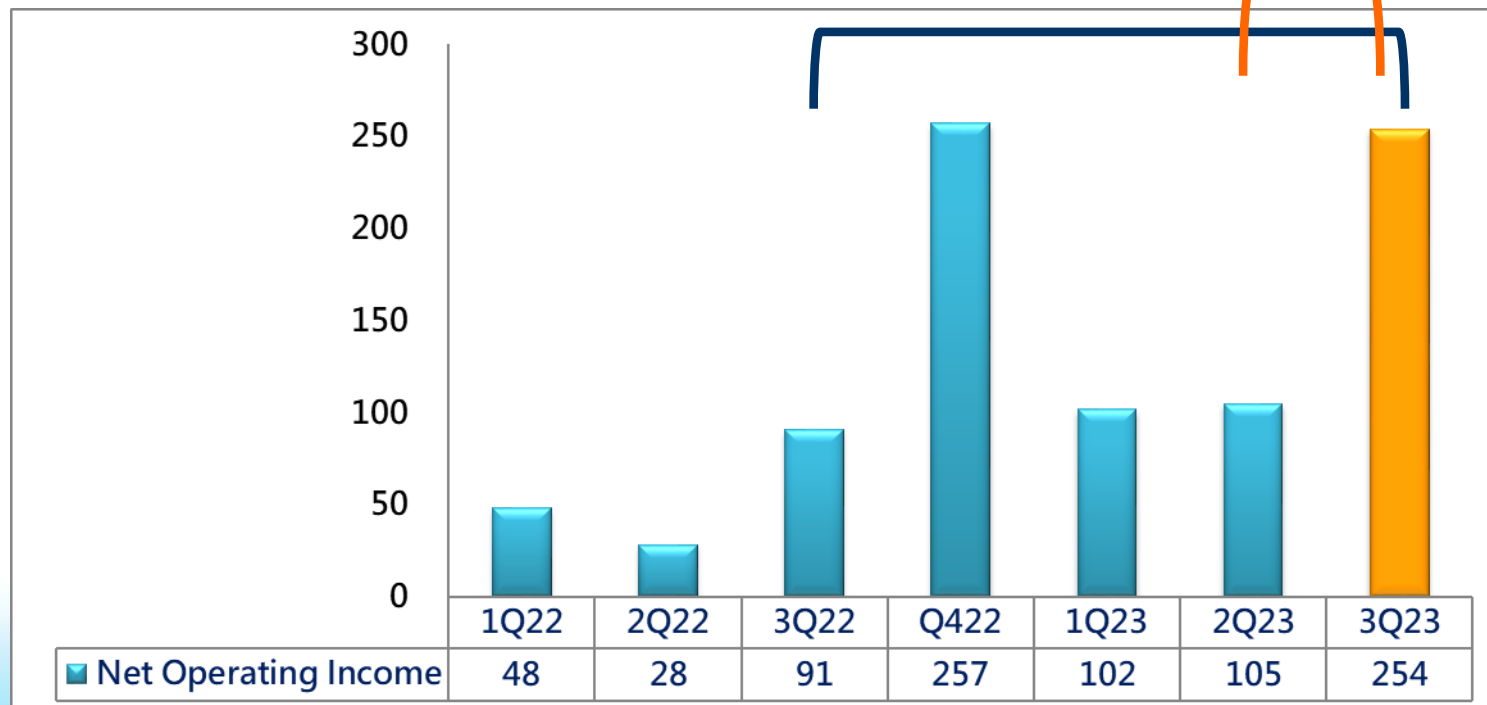


# Consolidated Operating Income (Quarter)

Unit: NT M

YoY  
+180%

QoQ  
+142%



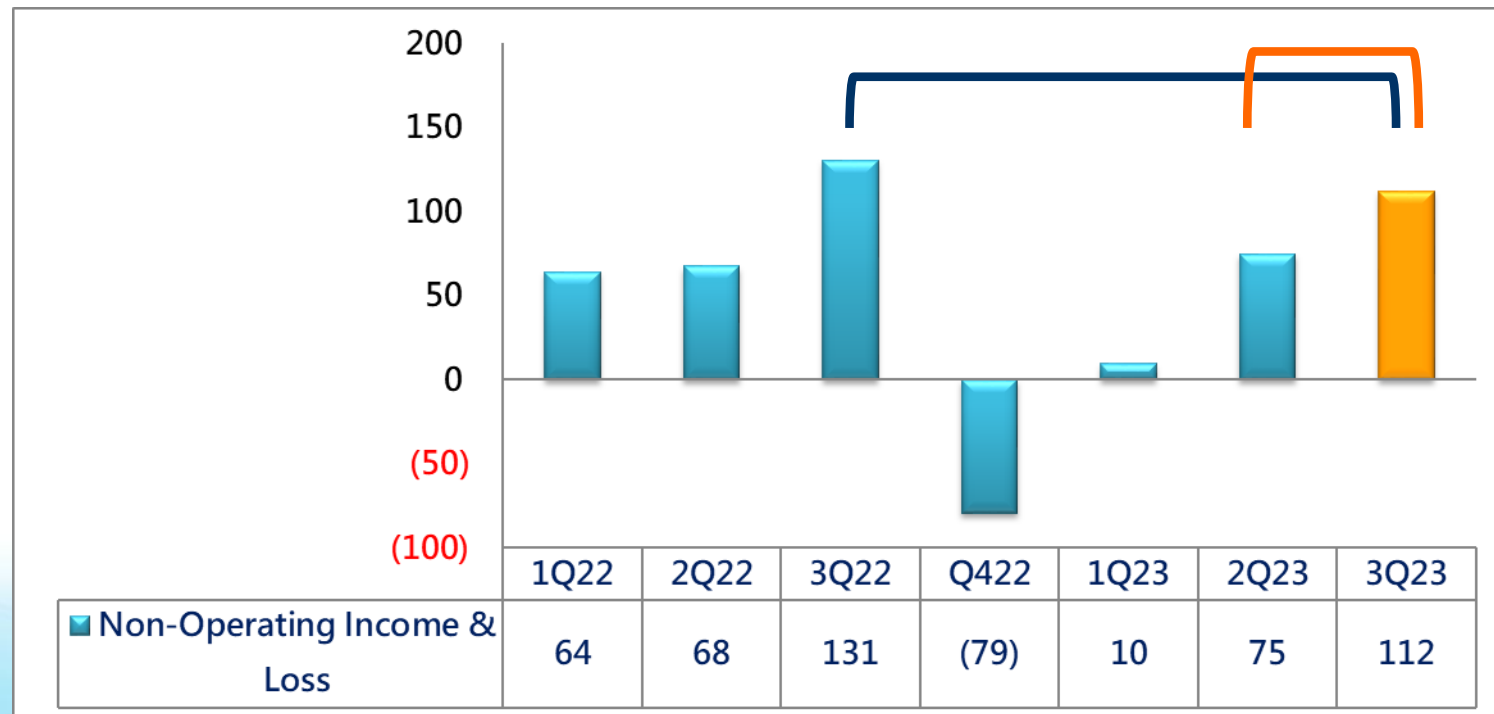


# Consolidated Non Operating Income & Loss (Quarter)

Unit: NT M

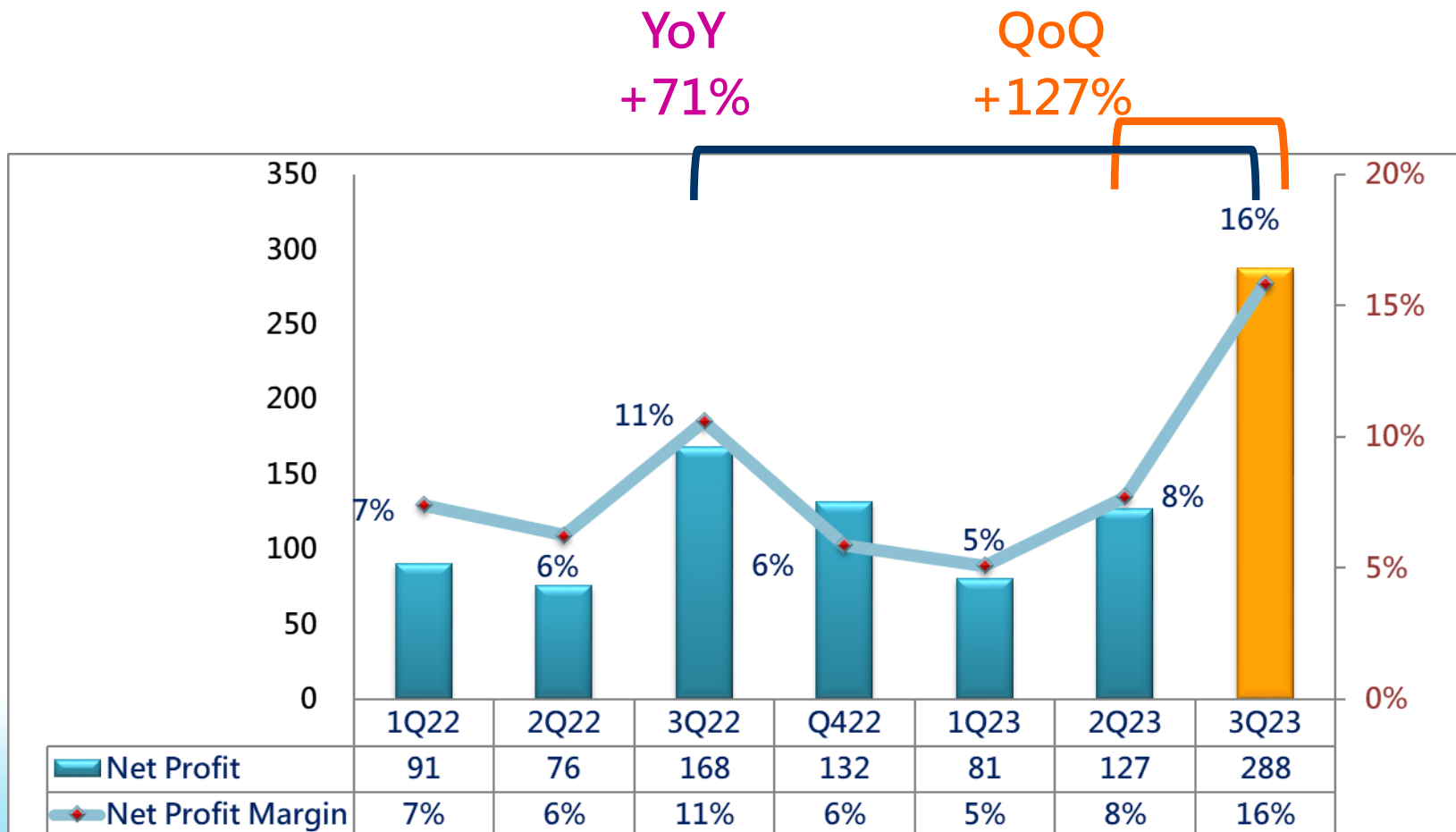
YoY  
-14%

QoQ  
+50%



# Consolidated Net Profit & Margin (Quarter)

Unit: NT M ; %

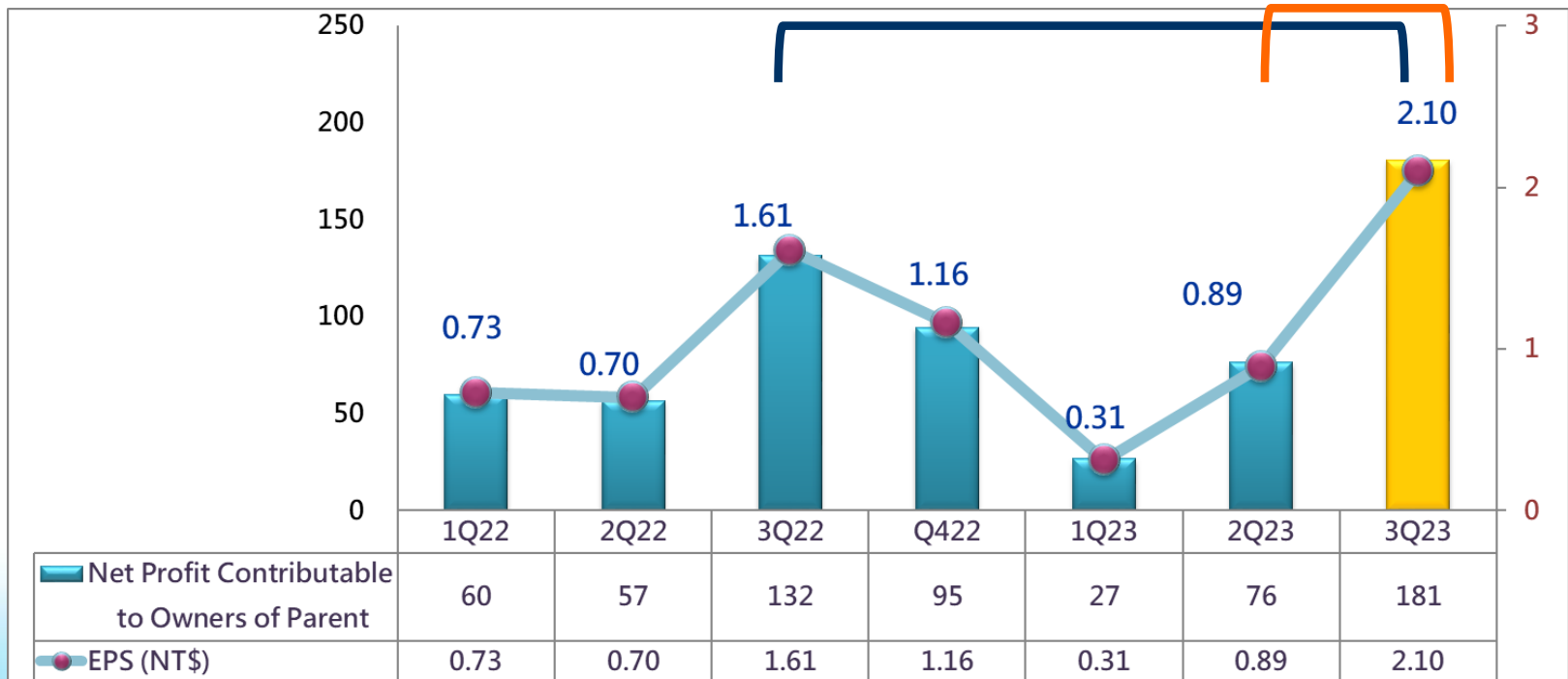


# EPS (Quarter)

Unit: NT M ; NT\$

YoY  
+38%

QoQ  
+137%



# Consolidated Comprehensive Income Statements ( Quarter )

Unit:NT M

|   | 2023 Q3      |             | 2023 Q2      |             | QoQ         | 2022 Q3      |             | YoY         |
|---|--------------|-------------|--------------|-------------|-------------|--------------|-------------|-------------|
| Sales revenue                               | <b>1,815</b> | <b>100%</b> | <b>1,646</b> | <b>100%</b> | <b>10%</b>  | <b>1,587</b> | <b>100%</b> | <b>14%</b>  |
| Costs                                       | 1,367        | 75%         | 1,350        | 82%         | 1%          | 1,296        | 82%         | 5%          |
| Gross profit                                | <b>449</b>   | <b>25%</b>  | <b>296</b>   | <b>18%</b>  | <b>52%</b>  | <b>291</b>   | <b>18%</b>  | <b>54%</b>  |
| Operating expenses                          | 194          | 11%         | 191          | 12%         | 2%          | 201          | 13%         | -3%         |
| Operating Income                            | <b>254</b>   | <b>14%</b>  | <b>105</b>   | <b>6%</b>   | <b>142%</b> | <b>91</b>    | <b>6%</b>   | <b>180%</b> |
| Non-operating income                        | 112          | 6%          | 75           | 5%          | 50%         | 131          | 8%          | -14%        |
| Income before tax                           | <b>366</b>   | <b>20%</b>  | <b>180</b>   | <b>11%</b>  | <b>104%</b> | <b>221</b>   | <b>14%</b>  | <b>65%</b>  |
| Net profit                                  | <b>288</b>   | <b>16%</b>  | <b>127</b>   | <b>8%</b>   | <b>127%</b> | <b>168</b>   | <b>11%</b>  | <b>71%</b>  |
| Total comprehensive income                  | <b>292</b>   | <b>16%</b>  | <b>102</b>   | <b>6%</b>   | <b>187%</b> | <b>215</b>   | <b>14%</b>  | <b>35%</b>  |
| Net profit attributable to owners of parent | <b>181</b>   | <b>10%</b>  | <b>76</b>    | <b>5%</b>   | <b>137%</b> | <b>132</b>   | <b>8%</b>   | <b>38%</b>  |
| EPS ( NTD )                                 | <b>2.1</b>   |             | <b>0.89</b>  |             |             | <b>1.61</b>  |             |             |

# Consolidated Income Statements

Unit:NT M

|  | 2023 3Q      |            | 2022 3Q     |            | YoY         |
|--|--------------|------------|-------------|------------|-------------|
| Sales revenue                                      | 5,046        | 100%       | 4,027       | 100%       | 25%         |
| Costs  | 3,999        | 79%        | 3,275       | 81%        | 22%         |
| <b>Gross profit</b>                                | <b>1,047</b> | <b>21%</b> | <b>753</b>  | <b>19%</b> | <b>39%</b>  |
| Operating expenses                                 | 587          | 12%        | 586         | 15%        | 0%          |
| <b>Operating income</b>                            | <b>461</b>   | <b>9%</b>  | <b>167</b>  | <b>4%</b>  | <b>176%</b> |
| Non-operating income                               | 196          | 4%         | 263         | 7%         | -25%        |
| <b>Income before tax</b>                           | <b>657</b>   | <b>13%</b> | <b>430</b>  | <b>11%</b> | <b>53%</b>  |
| <b>Net profit</b>                                  | <b>495</b>   | <b>10%</b> | <b>335</b>  | <b>8%</b>  | <b>48%</b>  |
| Total comprehensive income                         | 520          | 10%        | 422         | 10%        | 23%         |
| <b>Net profit attributable to owners of parent</b> | <b>283</b>   | <b>6%</b>  | <b>248</b>  | <b>6%</b>  | <b>14%</b>  |
| <b>EPS ( NTD )</b>                                 | <b>3.3</b>   |            | <b>3.04</b> |            |             |

# Other Key Financial Information

Unit:NT M

|  | 2023/9/30    |               | 2022/9/30    |               | Change     | YoY        |
|--|--------------|---------------|--------------|---------------|------------|------------|
| Cash and Cash Equivalents                  | 2,148        | 30.2%         | 1,378        | 22.5%         | 770        | 56%        |
| Current financial assets at amortized cost | 634          | 8.9%          | 715          | 11.7%         | (81)       | -11%       |
| Accounts receivable                        | 1,823        | 25.7%         | 1,579        | 25.8%         | 243        | 15%        |
| Inventory                                  | 1,278        | 18.0%         | 1,333        | 21.7%         | (54)       | -4%        |
| Property, plant and equipment              | 450          | 6.3%          | 453          | 7.4%          | (2)        | -1%        |
| <b>Total assets</b>                        | <b>7,104</b> | <b>100.0%</b> | <b>6,130</b> | <b>100.0%</b> | <b>974</b> | <b>16%</b> |
| Current liabilities                        | 3,054        | 43.0%         | 2,906        | 47.4%         | 148        | 5%         |
| Non-current liabilities                    | 164          | 2.3%          | 93           | 1.5%          | 71         | 77%        |
| <b>Total liabilities</b>                   | <b>3,217</b> | <b>45.3%</b>  | <b>2,998</b> | <b>48.9%</b>  | <b>219</b> | <b>7%</b>  |
| <b>Total equity</b>                        | <b>3,887</b> | <b>54.7%</b>  | <b>3,132</b> | <b>51.1%</b>  | <b>755</b> | <b>24%</b> |
| <b>Key financial index</b>                 |              |               |              |               |            |            |
| Current ratio %                            | 196%         |               | 176%         |               |            |            |
| AR turnover days                           | 110          |               | 103          |               |            |            |
| Inventory turnover days                    | 95           |               | 99           |               |            |            |
| ROE ratio %                                | 13%          |               | 12%          |               |            |            |



# Dividend policy



## Maintain high dividend policy

| Year | EPS  | Cash dividends | Dividend issued rates |
|------|------|----------------|-----------------------|
| 2022 | 4.2  | 3.00           | 71%                   |
| 2021 | 3.33 | 2.50           | 75%                   |
| 2020 | 2.97 | 2.00           | 67%                   |
| 2019 | 3.03 | 2.85           | 94%                   |

