

Promate Electronic

2022 Company Profile

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**Chairman
Eric Chen**

NCTU Electro Physics

TI (Co. LTD) Engineer
CF Investment Chairman
PSC (Co. LTD) Chairman
Promate (Co. LTD) GM
Weikeng (Co. LTD) Director



**COO
Cheer Du**

NTU Economics

Glimmer Inc. Chairman
CF Investment Director
PSC (Co. LTD) Chairman
Promate (Co. LTD) COO



**Senior Deputy GM
Mark Chen**

FJU Electrical Engineering

Promate (Co. LTD) Deputy GM



**Deputy GM
Frank Teng**

TPCU Electrical Engineering

Promate (Co. LTD) Deputy GM



**Special Assistant
Andy Chen**

University of California, Irvine
Computer Engineering

Promate Special Assistant,
Chairman Office
Promate Japan Inc. CEO

PROMATE Group



Since 1986

(PMT) Taiwan's **#8** Distributor of
Electronic Components

TWSE listed since 2004 :

TWSE 6189

Capital : 2.07 B (NTD)

Market Cap : 7.91 B (NTD)



Since 2000

(PSC) A Professional DMS of **HMI & IoT**
for Medical, Fitness, Industrial and
Commercial Market Segment

TPEX listed since 2015 :

TPEX 6577

Capital : 0.38 B (NTD)

Market Cap: 2.25 B (NTD)

* Period of data : 202211

Business Philosophy

Passion ∙ Innovation

Partnership ∙ Social Responsibility

Passion, Professional, Partnership



Vision

Become the world's top electronic component channel and solution provider

Strategy

Channel Agency : Continued introduction of niche products, customer relations maintenance, and improve financial structure.

Solution : Focus on medical, fitness and special application markets, new business opportunities in traditional industries, expand design service business, and search for strategic partners.

Optical, mechanical, electronic, and software design integration capabilities recognized by international manufacturers



Rigorous order and inventory management policies, and a sound risk management mechanism

Complete product line and good customer relations

Above average financial structure

Higher Per capita profit than other peers

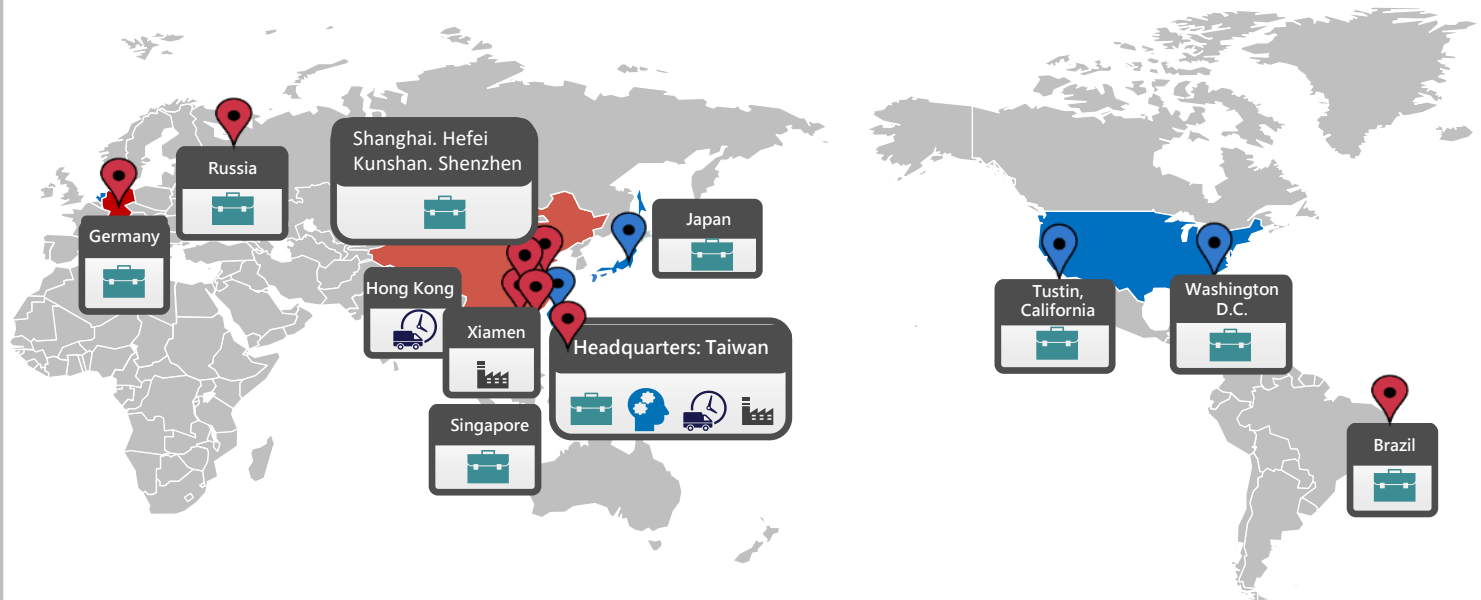
2022Q3	Per Capita Profit	Debt Ratio
Promate	12.2%	65%
Other Peers	9.4%	75%

Worldwide Office Locations

Sales Office
14

Revenue
32.4B+
(NTD/2021)

Global Customers
350+



 **PROMATE**
YOUR PROFESSIONAL TEAMMATE



 **PROMATE™
SOLUTIONS**



Sales Office



R&D



Manufacture



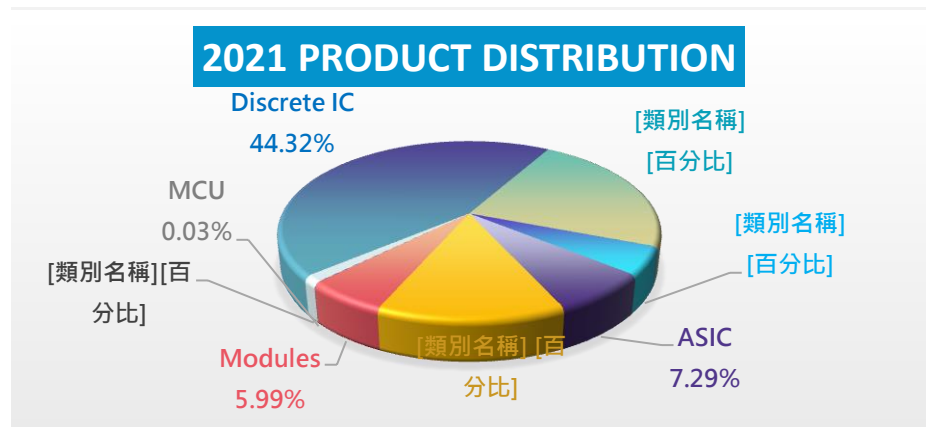
Logistics



Brands 34

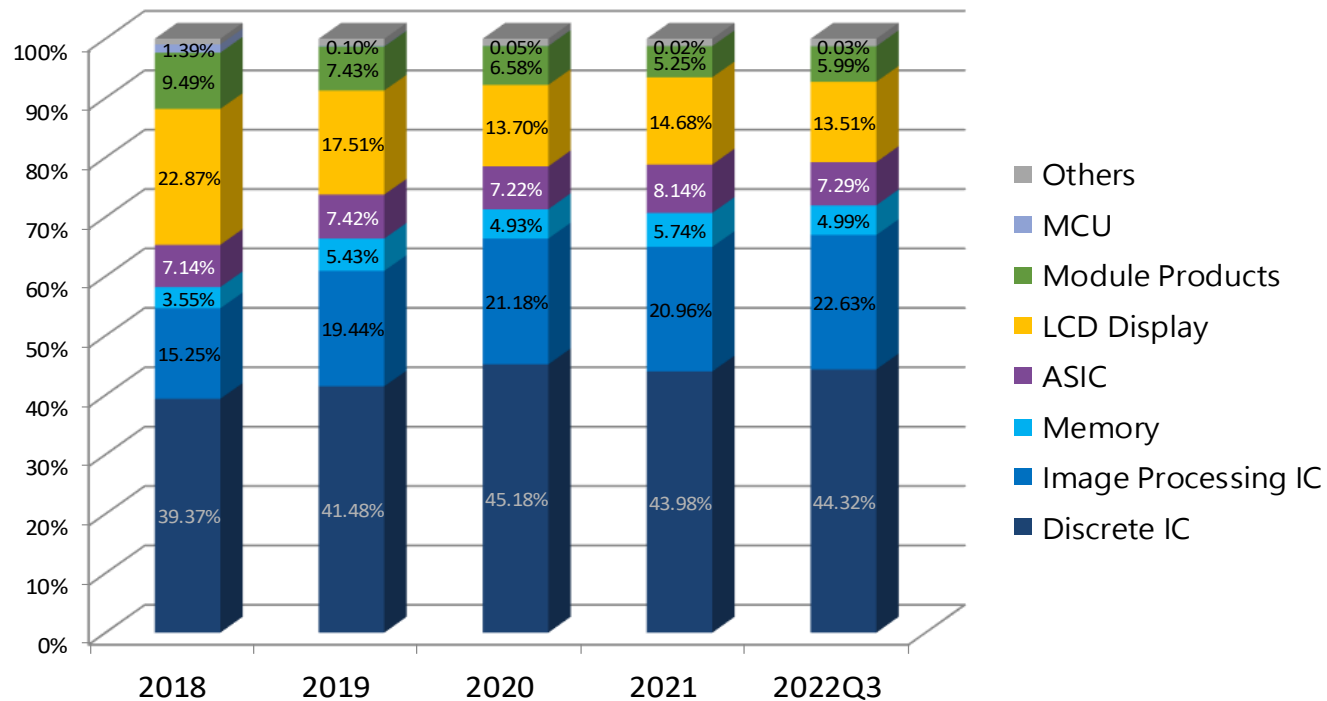
Strategy

Focusing on display, discrete IC, ASIC, supporting customers in OEM, ODM, EMS with turn-key solutions and value-added design in service



Successful Value Added

Product Mix Trend



2022 Discrete IC and Image Processing IC revenues continues to grow.

2022Q3 Total Revenue 22.15B (NTD) , YOY-9%

Percentage of Revenue - Taiwan

68%

PC	
Power	
Motherboard	
Server	
Industrial	
Optoelectronics	

Percentage of Revenue - China

32%

PC	
Display	
Power	
Industrial	
White Goods	
Automotive	
Security	

2022Q3 Financial Results (Promate Group Consolidation)

	2022Q3	2022Q2	QoQ%	2021Q3	YoY%	2022. Jan-Sep	2021. Jan-Sep	YoY%
Revenues	5,960,381	7,723,232	-23%	8,418,718	-29%	22,151,275	24,261,233	-9%
Gross Profit	431,992	567,267	-24%	613,482	-30%	1,662,397	1,803,894	-8%
Gross Margin %	7%	7%	-1%	7%	-1%	8%	7%	1%
Selling Expenses	295,231	337,882	-13%	275,116	7%	1,004,046	797,329	26%
Operating Expense Ratio	5%	4%	13%	3%	52%	5%	3%	38%
Operating Profit	136,761	229,385	-40%	338,366	-60%	658,351	1,006,565	-35%
Operating Margin %	2%	3%	-23%	4%	-43%	3%	4%	-28%
Other non-operating income (expenses)	141,063	102,394	38%	-18,056	881%	354,742	151,179	135%
Profit before income tax	277,824	331,779	-16%	320,310	-13%	1,013,093	855,386	18%
Net profit attributable to Owners of the company	197,537	250,451	-21%	242,330	-18%	751,089	645,120	16%
EPS(NTD)	0.97	1.26	-23%	1.29	-25%	3.78	3.53	7%

2022Q3 Financial Results (Balance Sheet)

	2022.9.30		2021.9.30		Increase (decrease) amount	Difference%
	Amount	%	Amount	%		
Cash and cash equivalents \ Financial assets	2,076,427	14	2,152,850	15	(76,423)	-3.55%
Receivables	5,669,912	36	6,786,545	48	(1,116,633)	-16.45%
Inventories	4,652,078	30	2,806,958	20	1,845,120	65.73%
Other current assets	799,927	5	810,794	5	(10,867)	-1.34%
Current assets	13,198,344	85	12,557,147	88	641,197	5.11%
Total assets	15,487,981	100	14,236,924	100	1,251,057	8.79%
Current liabilities	8,675,217	56	7,825,959	55	849,258	10.85%
Total liabilities	10,070,742	65	9,487,972	67	582,770	6.14%
Share capital	2,070,516	14	1,902,377	13	168,139	8.84%
Total equity attributable to owners of the Company	5,048,522	33	4,397,850	31	650,672	14.80%
Current Ratio (%)	152.14%		160.46%			
Days sales outstanding	78		70			
Days sales of inventory	54		31			

Thank You