

PROMATE ELECTRONIC

2023 Investor Conference

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PROMATE Group



Since 1986

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

TWSE listed since 2004 :
TWSE 6189
Capital : 2.07 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)

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

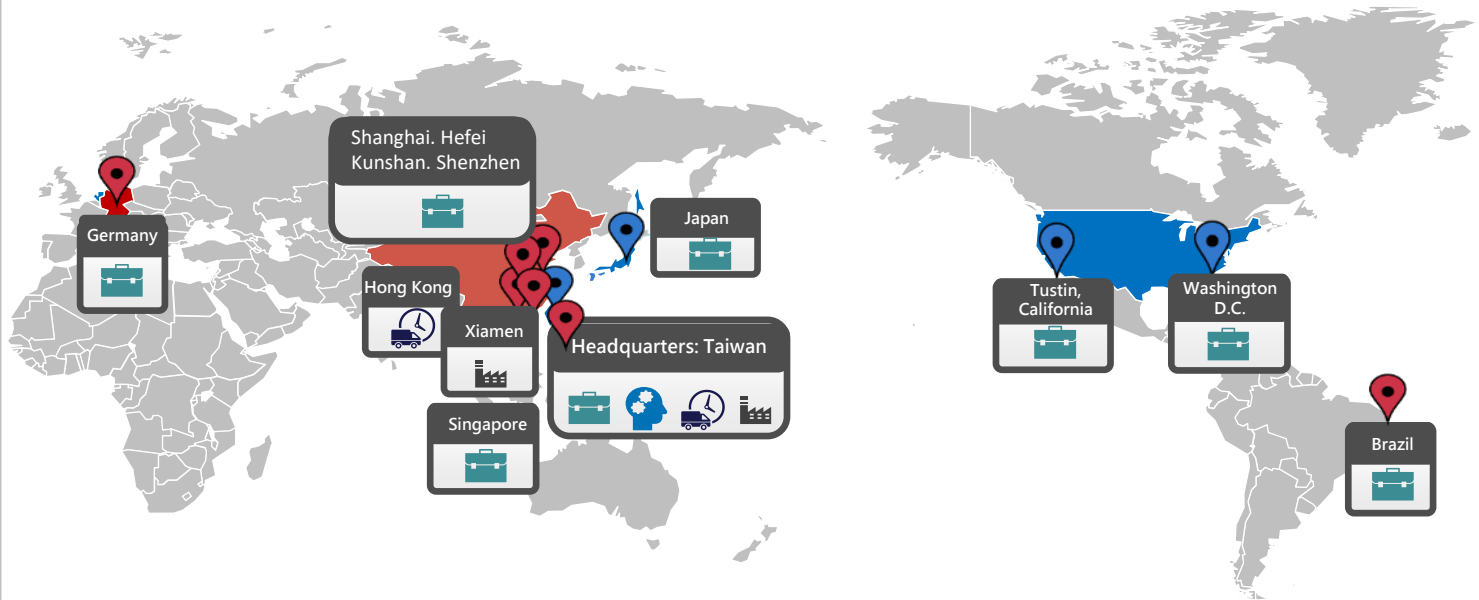
2023Q1	Per Capita Profit	Debt Ratio
Promate	9.9%	61%
Other Peers	3.7%	71%

Worldwide Office Locations

Sales Office
14

Revenue
8.9B+
(NTD/2022)

Global Customers
350+



Legend for office types and services:

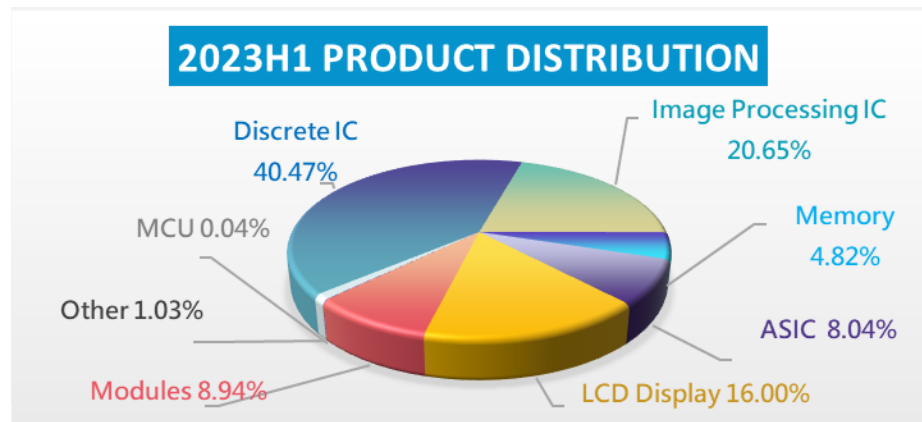
- PROMATE YOUR PROFESSIONAL TEAMMATE
- PROMATE™ SOLUTIONS
- Sales Office
- R&D
- Manufacture
- Logistics



Brands 34

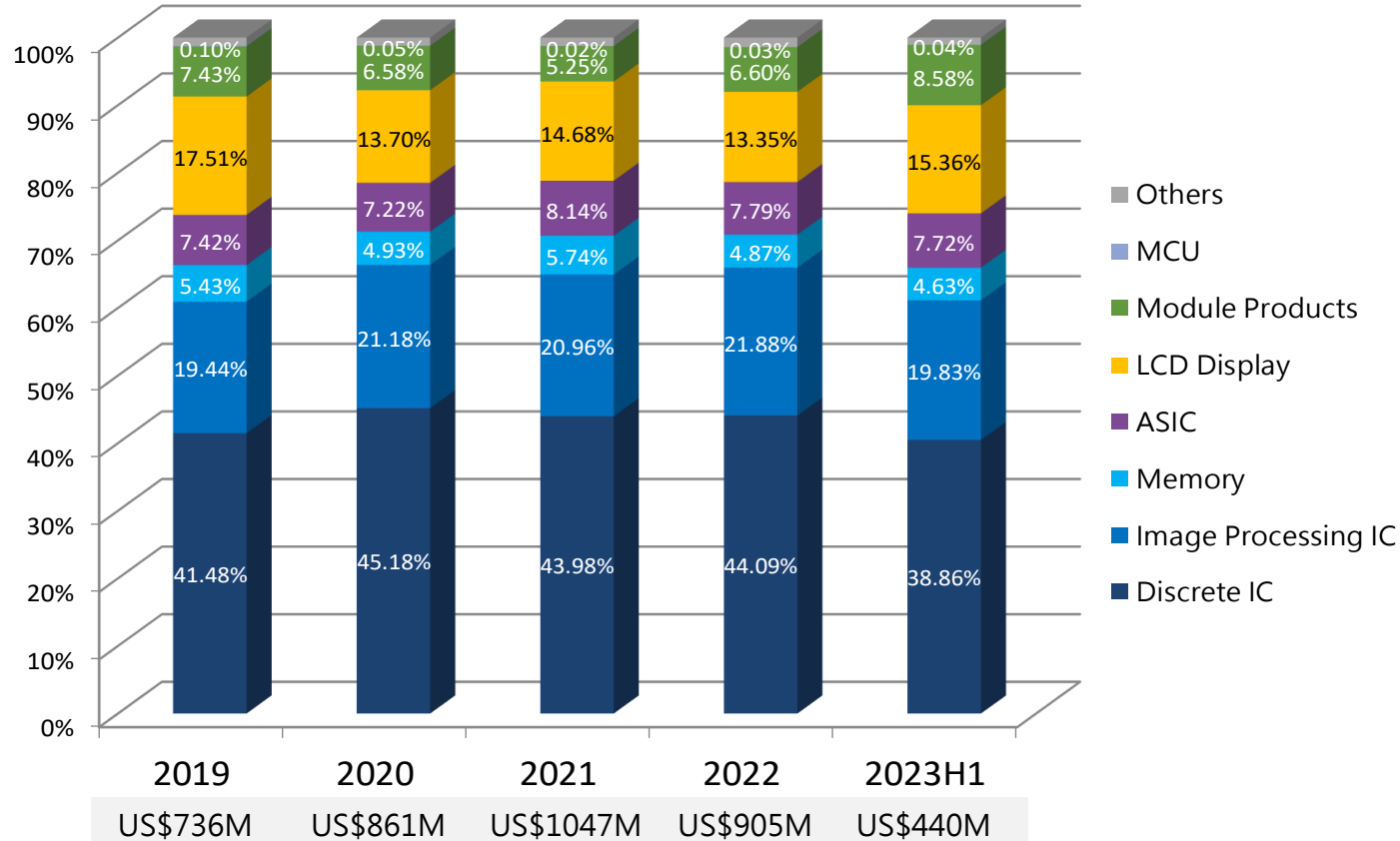
Strategy

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.

2023H1 Total Revenue 4.3B (NTD) · YOY-15.63%

Percentage of Revenue - Taiwan
68%

PC	
Power	
Motherboard	
Server	
Industrial	
Optoelectronics	

Percentage of Revenue - China
32%

PC	
Display	
Power	
Industrial	
White Goods	
Automotive	
Security	

2023Q2 Financial Results (Promate Group Consolidation)

	2023Q2	2023Q1	QoQ%	2022Q2	YoY%	2023. Jan-Jun	2022. Jan-Jun	YoY%
Revenues	6,739,413	6,290,801	7%	7,723,232	-13%	13,660,214	16,190,894	-16%
Gross Profit	593,154	532,877	11%	567,267	5%	1,126,031	1,230,405	-8%
Gross Margin %	9%	8%	13%	7%	29%	8%	7%	14%
Selling Expenses	351,155	274,547	28%	337,882	4%	598,702	708,815	-16%
Operating Expense Ratio	5%	4%	25%	4%	25%	4%	4%	0%
Operating Margin %	241,999	285,330	-15%	229,385	5%	527,329	521,590	1%
Operating Net Profit Margin	4%	4%	0%	3%	33%	4%	3%	33%
Other non-operating income (expenses)	89,307	50,840	76%	102,394	-13%	38,467	213,679	-82%
TAX expenses	331,306	234,490	41%	331,779	0%	565,796	735,269	-23%
Net Income	241,359	167,679	44%	250,451	-4%	409,038	553,552	-26%
EPS(NTD)	1.14	0.8	43%	1.26	-10%	1.93	2.82	-32%

2022Q3 Financial Results (Balance Sheet)

	2023.06.30		2022.06.30		Increase (decrease) amount	Difference%
	Amount	%	Amount	%		
Cash and cash equivalents	2,567,594	18	1,934,228	12	633,366	33%
Receivables	5,275,633	34	6,738,927	42	(1,463,294)	-22%
Inventories	3,518,299	23	4,027,247	25	(508,948)	-13%
Other current assets	1,858,424	12	1,051,102	32	807,322	77%
Current assets	13,219,950	87	13,751,504	86	(531,554)	-4%
Total assets	15,244,032	100	16,076,441	100	(832,409)	-5%
Current liabilities	8,959,185	59	9,605,260	60	(646,075)	-7%
Total liabilities	9,924,564	65	11,059,989	69	(1,135,425)	-10%
Share capital	2,124,314	14	2,004,067	13	120,247	6%
Total equity attributable to owners of the Company	4,951,351	33	4,668,133	29	283,218	6%
Current Ratio (%)	147.56%		143.17%			
Days sales outstanding	66		77			
Days sales of inventory	54		46			

Thank you

