



Promate Electronics Co. Ltd.

2021 Institutional Investor Conference

www.promate.com.tw

股票代號:6189

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PROMATE Group



Since 1986

(PMT) Taiwan's **#8** Distributor of
Semi-Conductor components

AUO **#1** Distributor for GD BU

TWSE listed since 2004 :

TWSE 6189

Capital : 1.90B (NTD)

Market Cap : 7.39B (NTD)



Since 2000

(PSC) A Professional OEM/ODM of **HMI** &
Industrial IoT for Medical, Fitness, Smart
Retail, Industrial Market Segment

TPEX listed since 2015 :

TPEX 6577

Capital : 383M (NTD)

Market Cap: 2.35B (NTD)

Core Competence



2019	ROWC(%)	Debt Ratio
Promate	26.13%	65%
Peer Average	12.21%	71%

*ROWC=(Operating Income-Allowance for Inventory Valuation) / (A/R + Inventory - A/P)

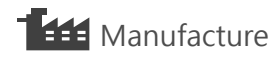
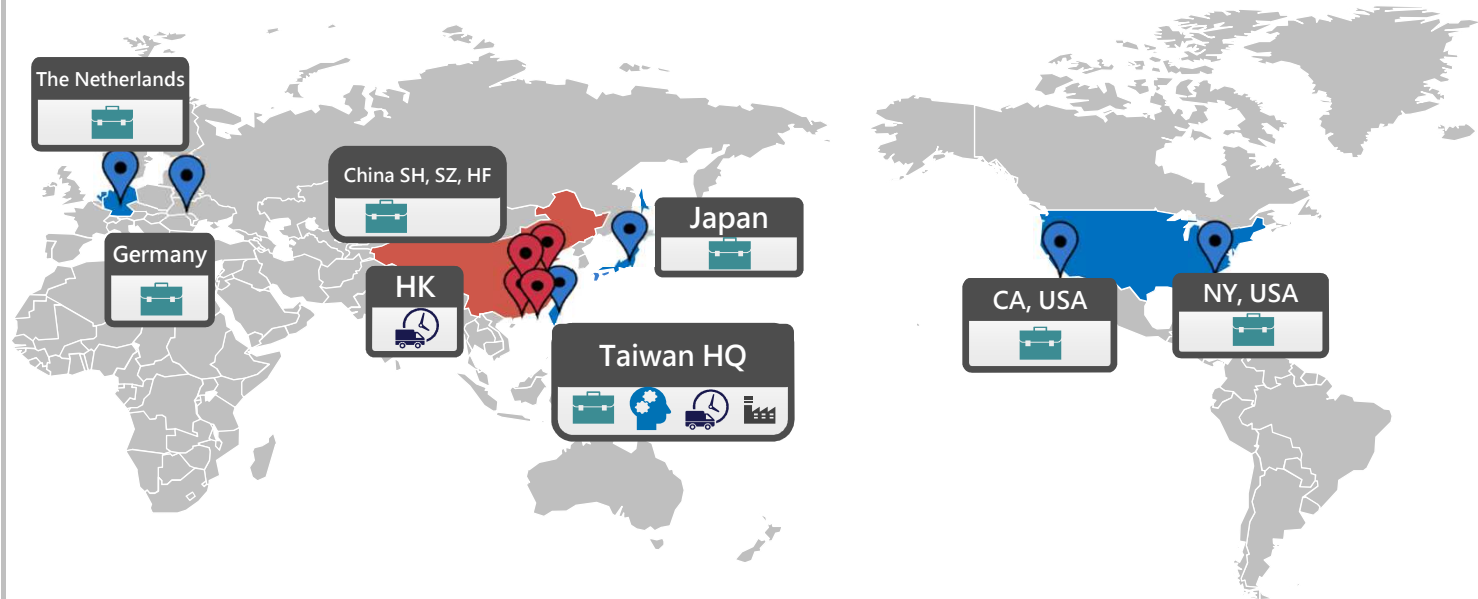
Global Footprint



WW Offices
10

Revenue
26.7B+
(NTD/2020)

WW Customers
350+



Distribution Business Snapshot (PMT)

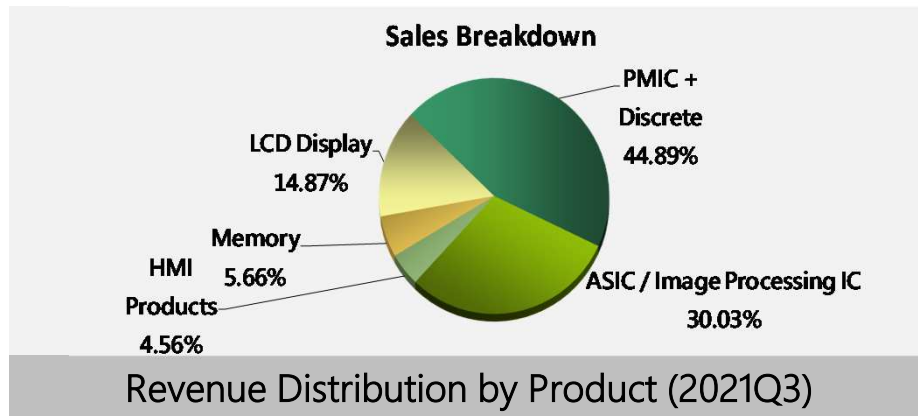


Brands
47

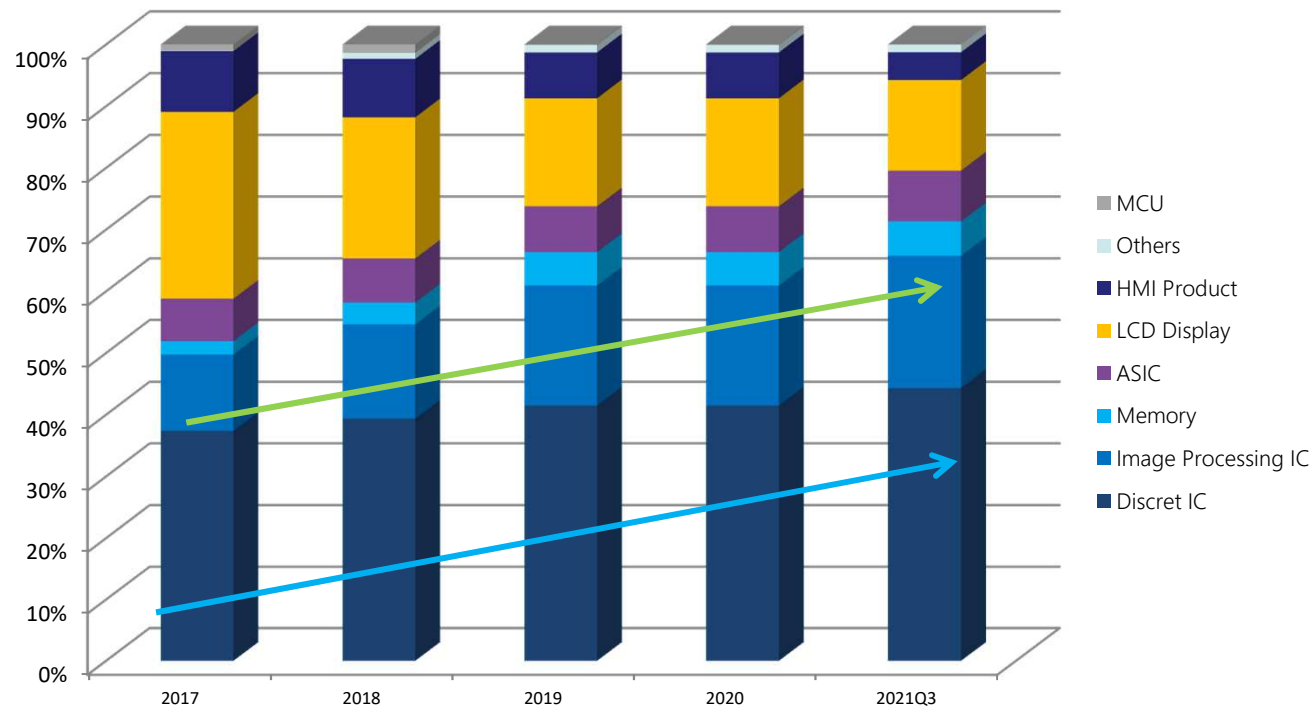
Strategy

Focusing on display, discrete, PMIC, ASIC, supporting customers in OEM, ODM, EMS with design in service

Successful Value Added



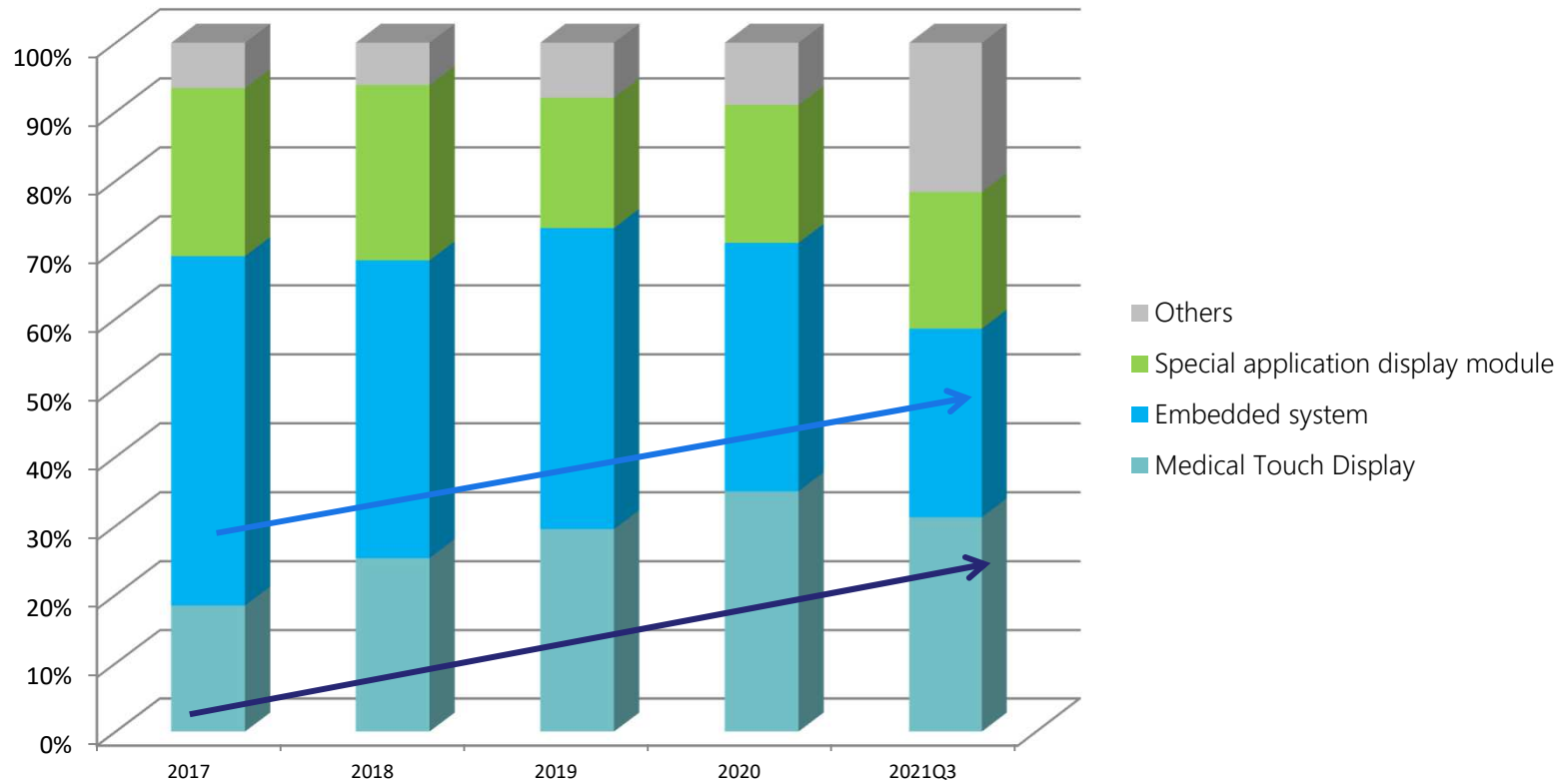
Product Mix Trend (PMT)



- 2021Q3 PMIC + Discrete revenue growth of 22.47% (compared to the same quarter of 2020)
- 2021Q3 Image processing IC revenue growth of 23.28% *
- 2020Q3 Memory (Flesh) revenue growth of 39.65% *
- 2021Q3 ASIC revenue growth of 23.50% *

* (compared to the same quarter of 2020)

PSC Performance



Customer Base (PMT)



2021Q3 Total Revenue 24.2B(NTD) , YOY24.05%

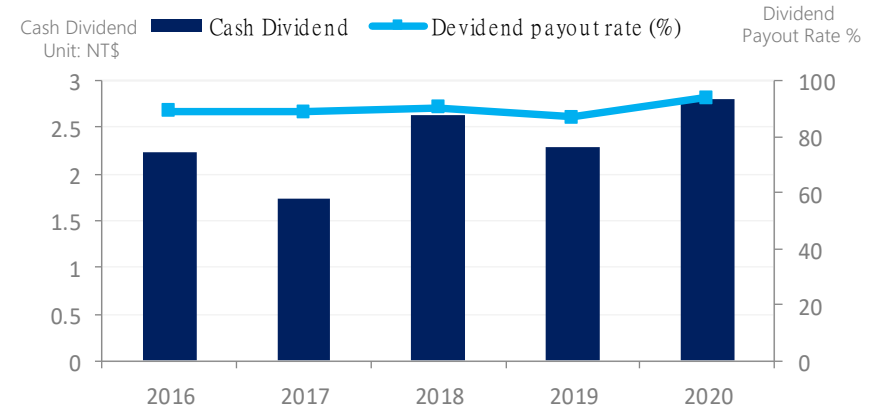
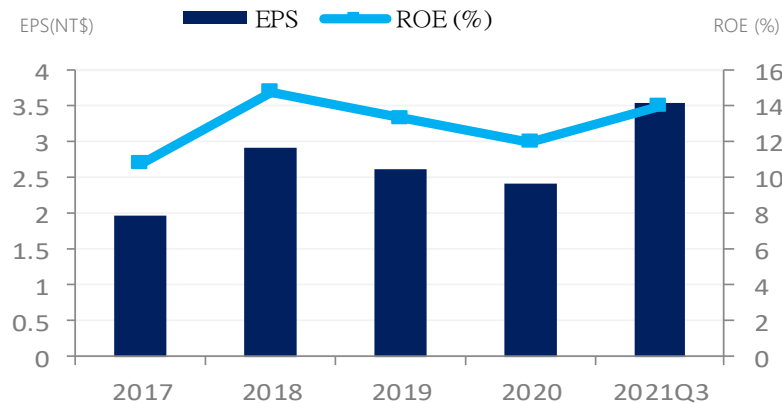
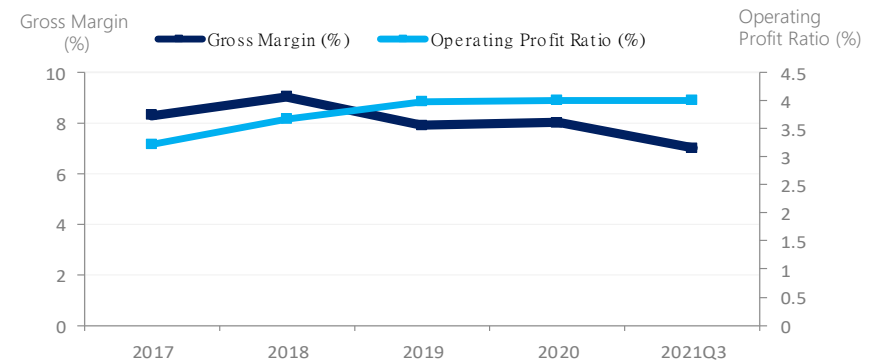
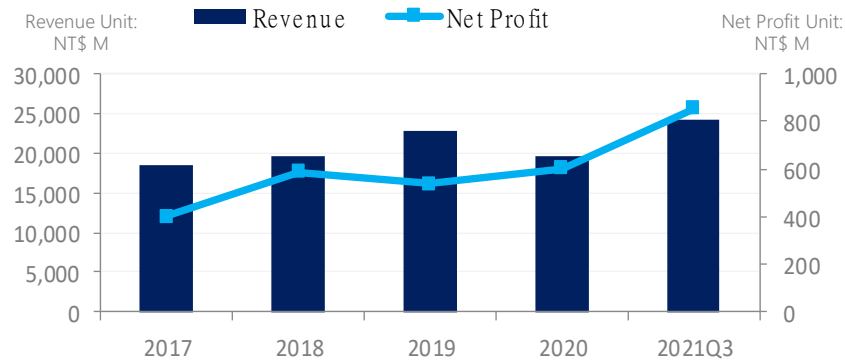
Taiwan Based Customers
68%

PC	和碩聯合科技 仁寶電腦 英業達 鴻海科技集團 廣達電腦 緯創資通
Power	台達 新普科技集團 <small>Smarter. Greener. Together.</small>
Motherboards	技嘉科技 環鴻科技 精英電腦
Server	緯創資通 神雲科技 廣達電腦
Industrial	研華科技 AXIOMTEK AEON <small>an ASUS assoc. co.</small>
Optical	群創光電 AUO Coretronic

China Customers
32%

PC	宝龙达 联宝 华勤技术
Display	视源股份 华阳通用 <small>— 华阳集团旗下企业 —</small>
Power	飞毛腿集团 BYD 欣旺达
Industrial	昆仑通态 巨潮 anrecson
White Goods	Hisense 美的 格力 <small>让世界爱上中国造</small>
Automotive	BizLink BYD 华阳通用 <small>— 华阳集团旗下企业 —</small>
Security	海康威视 ANJUBAO BOSCH

Financial Track Records (Consolidated)



Q3-21 財務成果(豐藝集團合併)



NT\$	Q3/20	Q3/21	QOQ	Q1-3/20	Q1-3/21	YoY
Revenues	7,361,576	8,418,718	14.36%	19,567,712	24,261,233	24.00%
Gross Profit	533,862	617,986	15.76%	1,495,356	1,818,975	21.60%
Gross Margin %	7.25%	7.34%		7.60%	7.50%	
Selling expenses	(219,493)	(218,037)	-0.66%	(562,648)	(651,143)	15.70%
G&A expenses	(29,884)	(32,290)	8.05%	(91,758)	(93,582)	2.00%
R&D expenses	(21,823)	(21,192)	-2.89%	(66,632)	(63,976)	-4.00%
Operating Income	278,668	338,366	21.42%	765,147	1,006,565	31.60%
Operating Margin %	3.79%	4.02%		3.90%	4.10%	
Non-operating income and expenses	(87,536)	(18,056)	-79.37%	(160,933)	(151,179)	-6.00%
TAX expenses	(40,339)	(63,216)	56.71%	(113,661)	(170,825)	50.20%
Net Income	150,793	257,094	70.49%	490,553	684,561	39.50%
EPS(NTS)	0.74	1.29	74.32%	2.43	3.53	45.30%

Thank You