

# Promate Solutions

2022 Investor's Conference

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# PROMATE GROUP



## PROMATE ELECTRONIC

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### Electronic Components

Taiwan's #8 Distributor of Electronic Components

TWSE listed since 2004 : TWSE 6189  
Capital : 2.07 B (NTD)  
Market Cap : 7.91 B (NTD)



## PROMATE SOLUTIONS

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### Design & Manufacturing

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)

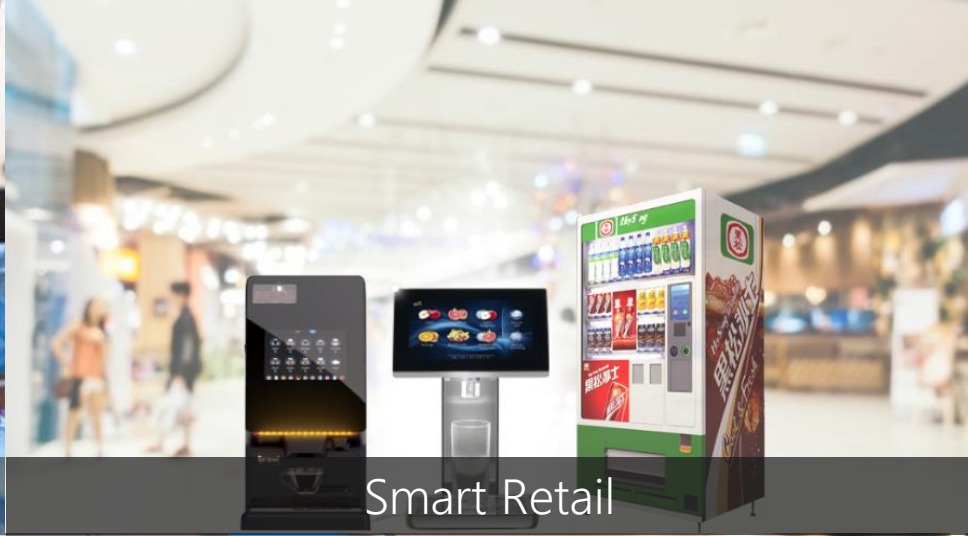


### IOT Solutions

UI software development tools, remote monitoring, data collection and cloud software services on HMI platforms. Currently focusing on smart retail and commercial IOT applications



Medical



Smart Retail



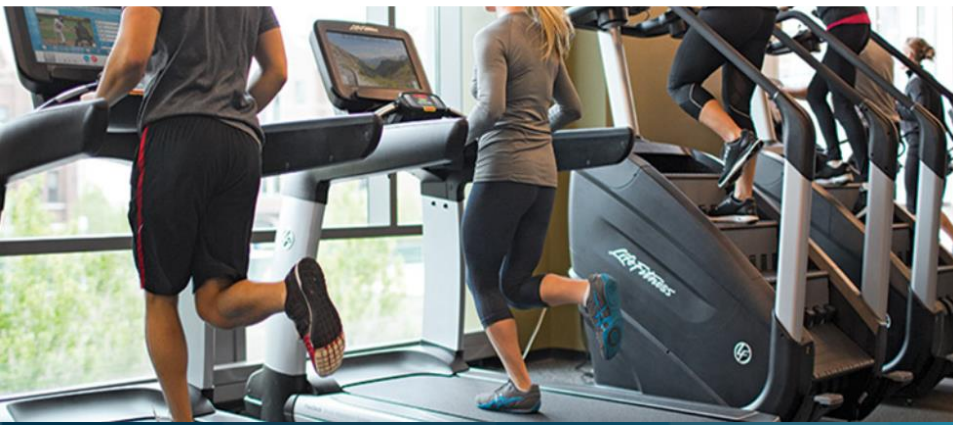
Fitness



Custom HMI

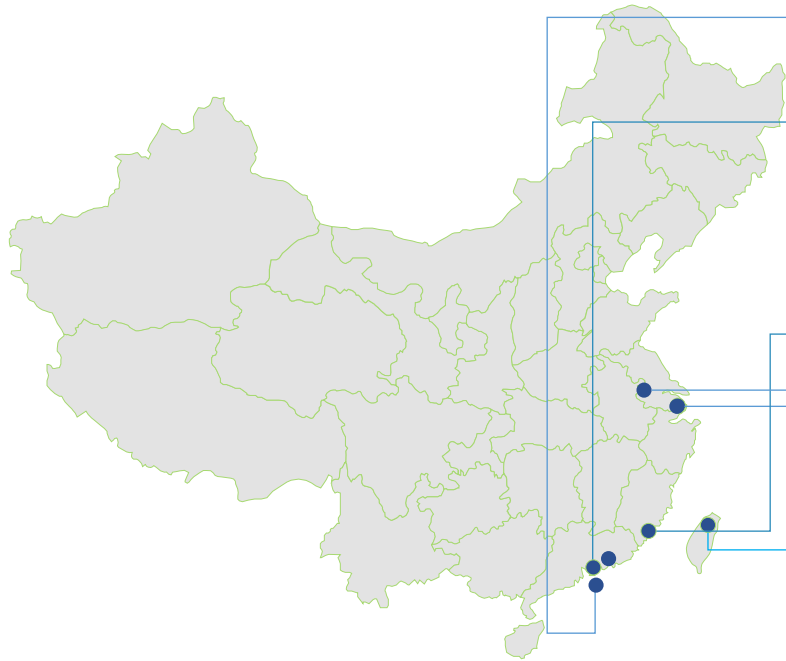


System Integration 、 Customization 、 Low Volume High Mix 、  
Harsh Environment 、 Longevity Design and Verifications



# BASE IN TAIWAN

## SERVING THE WORLD



### Shanghai

- Branch Office



### Hong Kong

- Branch office



### Shenzhen

- Branch Office



### Hefei

- Regional Sales



### Xiamen

- Production Plant



### Taipei

- Headquarters
- R&D Center



### Yilan

- Production Plant



### Taoyuan

- Production Plant



### Zhongli

- Production Plant

# BASE IN TAIWAN SERVING THE WORLD

## Japan



### Tokyo

- Branch office

## Germany



### Nürnberg

- Regional Sales

## USA



### Tustin, California

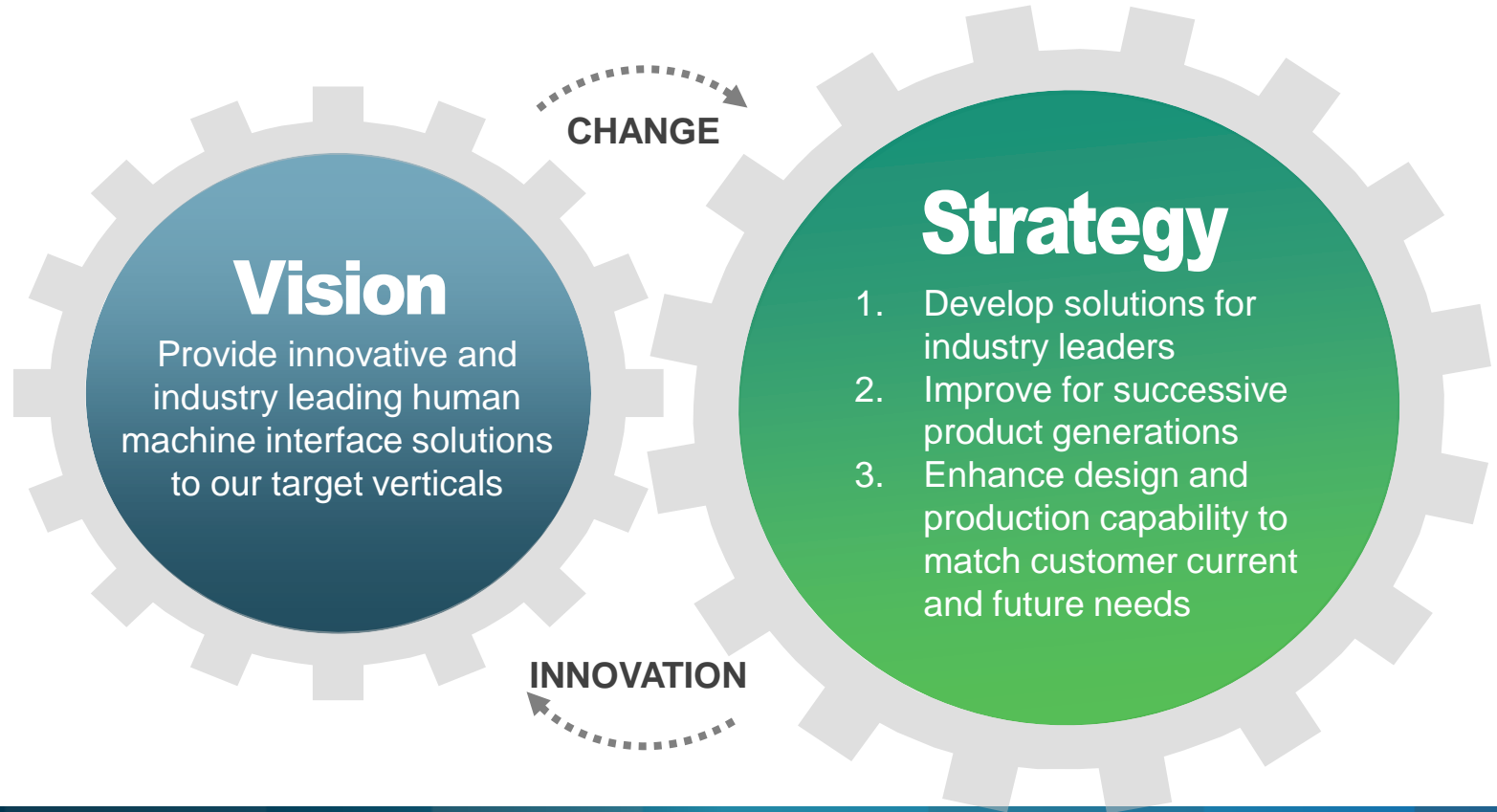
- Branch Office
- After Sales
- Logistics & Operation



### Washington, D.C.

- Regional Sales

# VISION AND STRATEGY





# PRODUCT & SOLUTIONS

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**Medical Monitor**



**Medical Diagnostic Monitor**



**All-In-One HMI**



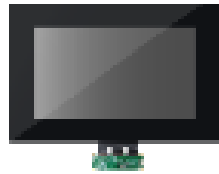
**Fitness Console**



**Open Frame HMI**



**Hand-Held HMI**



**Touch Display Module**



**Optical Bonding**



**ARM PCBA Design**



**Smart Meter & IoT Gateway**

# APPLICATIONS

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**MEDICAL & HEALTHCARE**



**FOOD & BEVERAGE**



**INDUSTRIAL INSTRUMENT**



**FITNESS**

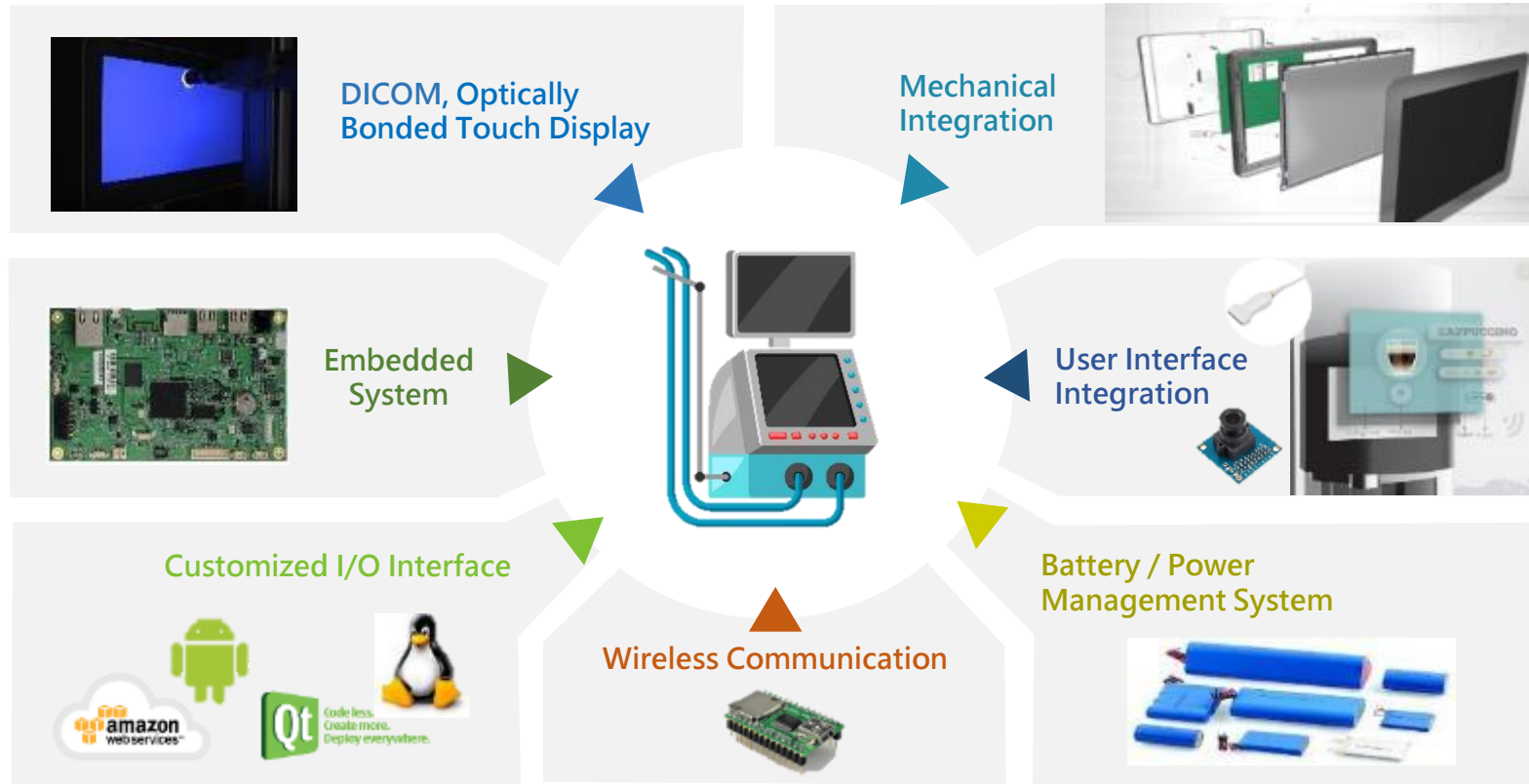


**MARINE**



**IIOT**

# CROSS FUNCTIONAL SYSTEM INTEGRATION CAPABILITIES



# MANUFACTURING SITES

## Chinpu

- Production Space : 3600 M<sup>2</sup>
- 1,000 Grade Cleanroom
- Optical Bonding Lines
- 3 Assembly Lines (One is dedicated for medical display)



## Zhongli

- Production Space : 1050 M<sup>2</sup>
- 2 SMT Lines
- 1 DIP Line
- 1 Assembly Lines



## Yilan (Partner)

- Production Space : : 4166 M<sup>2</sup>
- Resistive Touch Lines
- Projected Capacitive Touch Lines
- Optical Bonding Lines

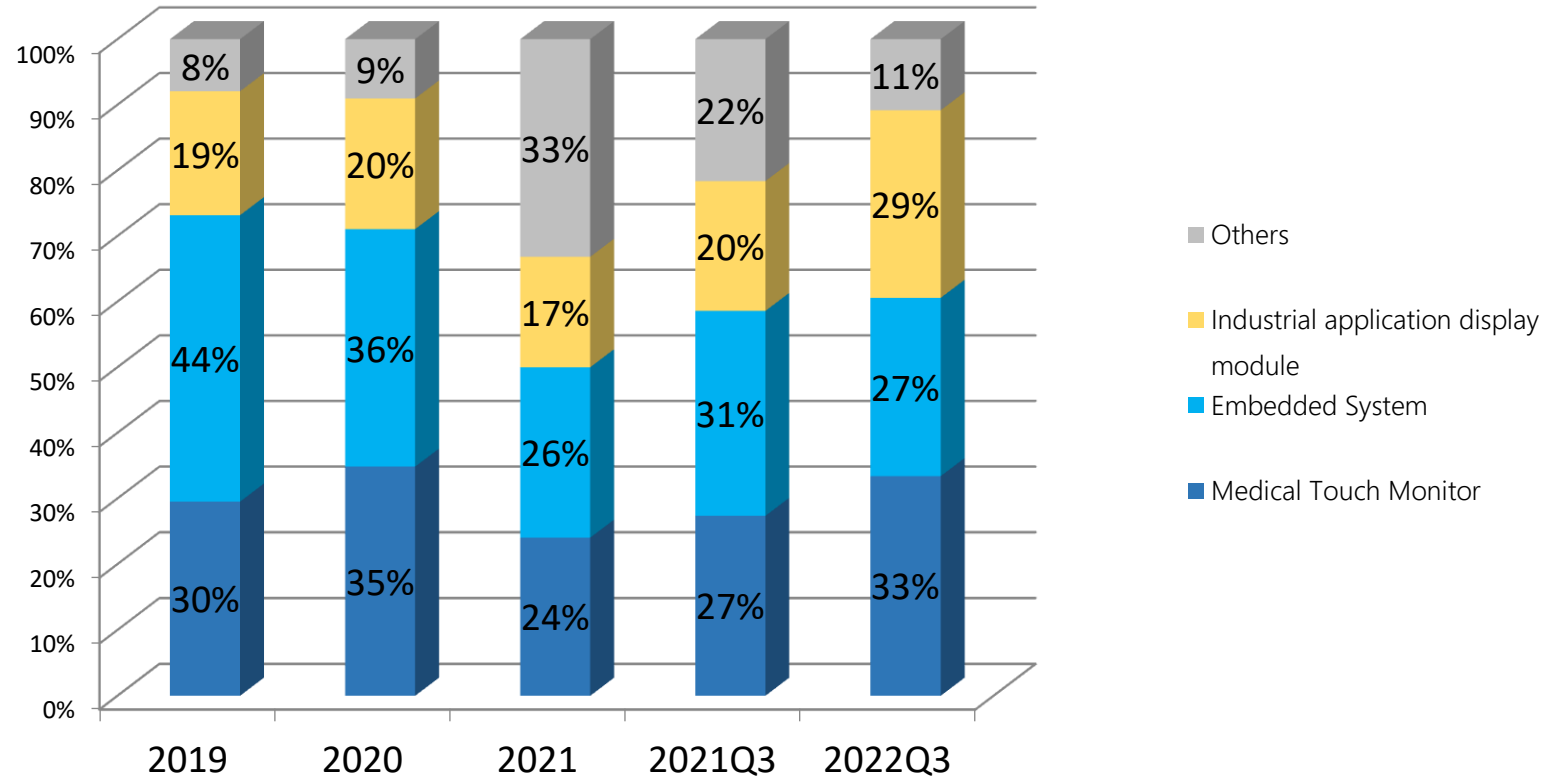


## Xiamen (Partner)

- Total Floor Area: 29,815 m<sup>2</sup>
- Product Lines: Monitor/ AIO/ SCO/ Signage/ SMT
- Assembly Size Range: 7 “~ 86



# PRODUCT MIX TREND



# 2022Q3 FINANCIAL RESULTS

	2022Q3	2022Q2	QoQ%	2021Q3	YoY%	2022.Jan-Sep	2021.Jan-Sep	YoY%
Revenues	499,396	384,773	30%	474,451	5%	1,400,647	1,114,336	26%
Gross Profit	124,077	90,618	37%	109,498	13%	344,100	293,954	17%
Gross Margin %	25%	24%	5%	23%	8%	25%	26%	-7%
Selling Expenses	80,381	59,097	36%	109,498	-27%	215,662	145,650	48%
Operating Expense Ratio	16%	15%	5%	12%	35%	15%	13%	18%
Operating Profit	43,696	31,521	39%	56,484	-23%	128,438	148,304	-13%
Operating Margin %	9%	8%	7%	12%	-27%	9%	13%	-31%
Other non-operating income (expenses)	33,170	13,425	147%	(1,863)	1880%	64,931	9,493	584%
Profit before income tax	76,866	44,946	71%	54,621	41%	193,369	138,811	39%
Net profit attributable to Owners of the company	61,235	35,376	73%	43,613	40%	153,589	113,300	36%
EPS(NTD)	1.60	0.92	74%	1.14	40%	4.01	3.04	32%

# 2022Q3 FINANCIAL RESULTS (BALANCE SHEET)

	2022.9.30		2021.9.30		Increase (decrease) amount	Difference %
	Amount	%	Amount	%		
Cash and cash equivalents	671,109	40	695,622	47	(24,513)	-3.52%
Receivables	339,074	20	273,566	18	65,508	23.95%
Inventories	430,238	26	331,697	22	98,541	29.71%
Other current assets	41,799	2	35,568	2	6,231	17.52%
<b>Current assets</b>	<b>1,482,220</b>	<b>88</b>	<b>1,336,453</b>	<b>89</b>	<b>145,767</b>	<b>10.91%</b>
<b>Total assets</b>	<b>1,679,119</b>	<b>100</b>	<b>1,493,493</b>	<b>100</b>	<b>185,626</b>	<b>12.43%</b>
Current liabilities	583,589	35	433,215	29	150,374	34.71%
<b>Total liabilities</b>	<b>605,962</b>	<b>36</b>	<b>472,612</b>	<b>32</b>	<b>133,350</b>	<b>28.22%</b>
Share capital	382,549	23	382,549	26	0	0.00%
<b>Total equity attributable to owners of the Company</b>	<b>1,073,157</b>	<b>64</b>	<b>1,020,881</b>	<b>68</b>	<b>52,276</b>	<b>5.12%</b>
Current Ratio (%)	254%		308%			
Days sales outstanding	79		67			
Days sales of inventory	101		105			