

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

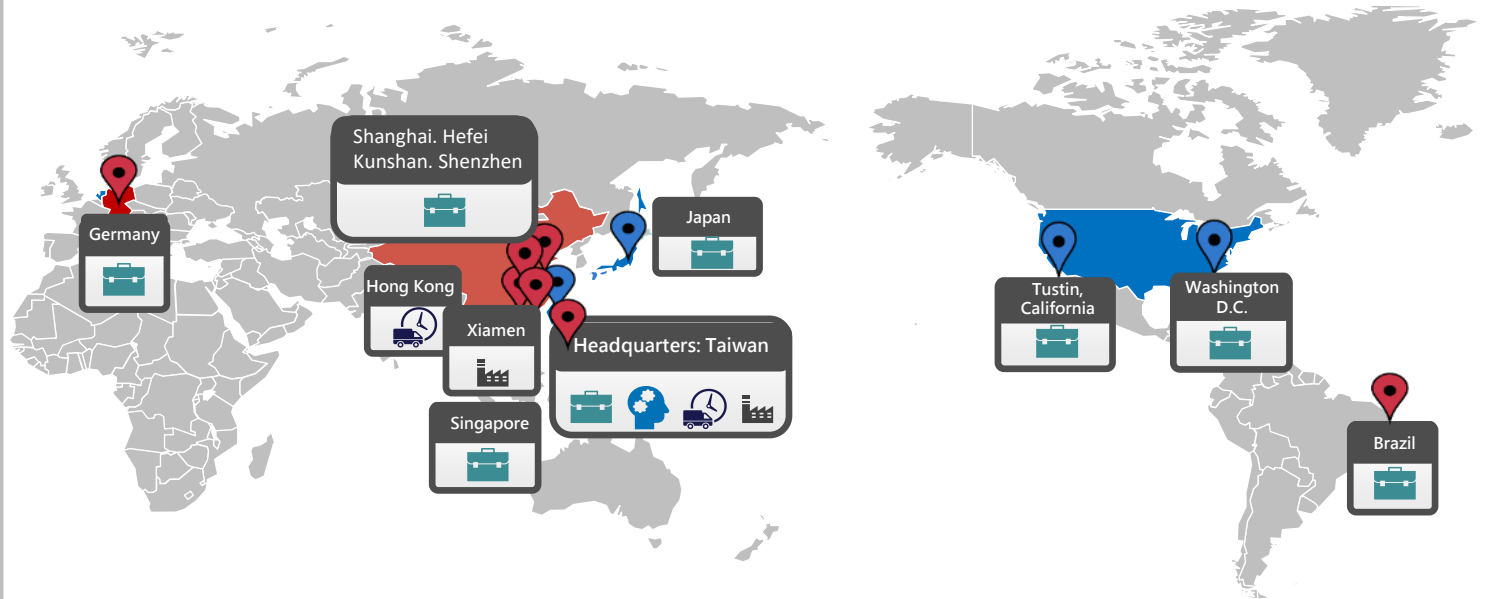
Higher Per capita profit than other peers

Worldwide Office Locations

Sales Office
14

Revenue
6.83B+
(USD/2023Q3)

Global Customers
350+



Sales Office



R&D



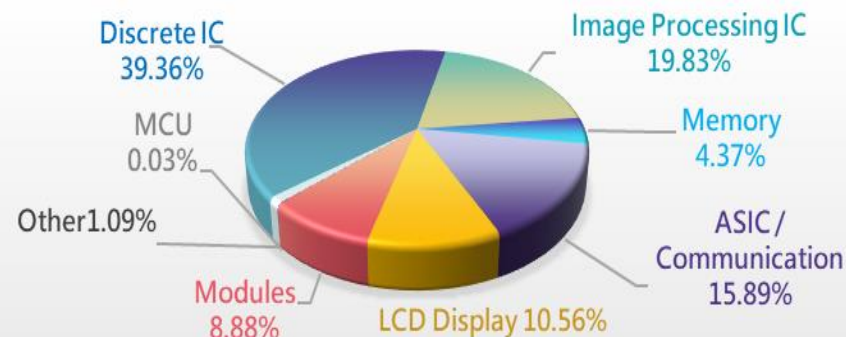
Manufacture



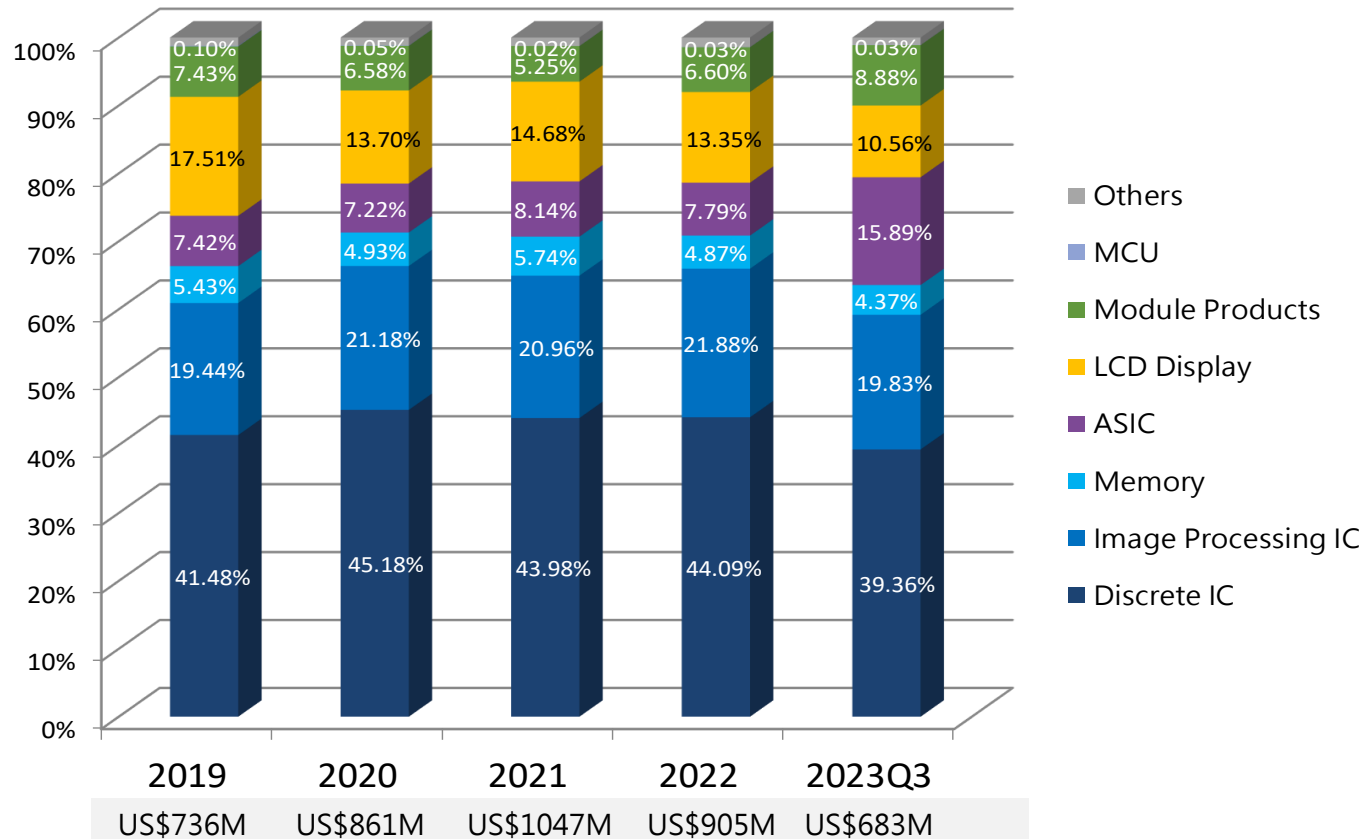
Logistics



2023Q3 PRODUCT DISTRIBUTION



Product Mix Trend



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

2023Q3 Total Revenue 7.1B (NTD) , YOY-0.57%

Percentage of Revenue - Taiwan

74%

PC	
Power	
Motherboard	
Server	
Industrial	
Optoelectronics	

Percentage of Revenue - China

26%

PC	
Display	
Power	
Industrial	
White Goods	
Automotive	
Security	

2023Q3 Financial Results (Promate Group Consolidation)

	2023Q3	2023Q2	QoQ%	2022Q3	YoY%	2023. Sep	2022. Jan-Sep	YoY%
Revenues	8,363,732	6,739,413	24%	5,960,381	40%	22,023,946	22,151,275	-1%
Gross Profit	804,672	593,154	36%	431,992	86%	1,930,703	1,662,397	16%
Gross Margin %	9%	9%	0%	7%	29%	9%	8%	13%
Selling Expenses	430,745	351,155	23%	295,231	46%	1,029,447	1,004,046	3%
Operating Expense Ratio	5%	5%	0%	5%	0%	5%	5%	0%
Operating Margin %	373,927	241,999	55%	136,761	173%	901,256	658,351	37%
Operating Net Profit Margin	4%	4%	0%	2%	100%	4%	3%	33%
Other non-operating income (expenses)	128,136	89,307	43%	141,063	-9%	166,603	354,742	-53%
TAX expenses	502,063	331,306	52%	277,824	81%	1,067,859	1,013,093	5%
Net Income	404,069	241,359	67%	197,537	105%	813,107	751,089	8%
EPS(NTD)	1.90	1.14	67%	0.97	96%	3.84	3.78	2%

2023Q3 Financial Results (Balance Sheet)

	2023.09.30		2022.09.30		Increase (decrease) amount	Difference%
	Amount	%	Amount	%		
Cash and cash equivalents	2,106,363	13	2,076,427	14	29,936	1%
Receivables	7,259,261	44	5,669,912	36	1,589,349	28%
Inventories	3,343,144	21	4,652,078	30	(1,308,934)	-28%
Other current assets	1,654,486	10	799,927	5	854,559	107%
Current assets	14,363,254	88	13,198,344	85	1,164,910	9%
Total assets	16,302,829	100	15,487,981	100	814,848	5%
Current liabilities	9,686,207	60	8,675,217	56	1,010,990	12%
Total liabilities	10,560,494	65	10,070,742	65	489,752	5%
Share capital	2,124,314	13	2,070,516	14	53,798	3%
Total equity attributable to owners of the Company	5,344,963	33	5,048,522	33	296,441	6%
Current Ratio (%)	148%		152%			
Days sales outstanding	73		82			
Days sales of inventory	49		57			

Thank you

