

# **PROMATE SOLUTIONS**

## 2023 Investor's Conference

## Disclaimer

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# GROUP COMPANIES



## Promate Electronic

- Taiwan & China Component Distributor
  - Major Design Partner for Taiwan LCD Manufacturer AUO
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- Found in May 1986
  - Listed on TWSE since 2004



## Promate Solutions

- Solution Provider of Interactive Human Machine Interface
  - Major Focus in Medical Embedded Computing & Display
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- Started in 2000, Spin-Off in 2013
  - Listed on TWSE since 2016

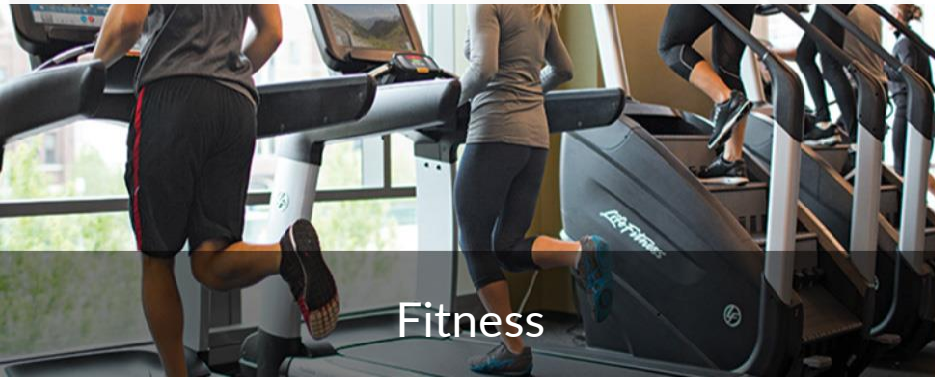


Medical



Smart Retail

System Integration · Customization · Low Volume High Mix ·  
Harsh Environment · Product Longevity · Production Compliance



Fitness



HMI

# 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

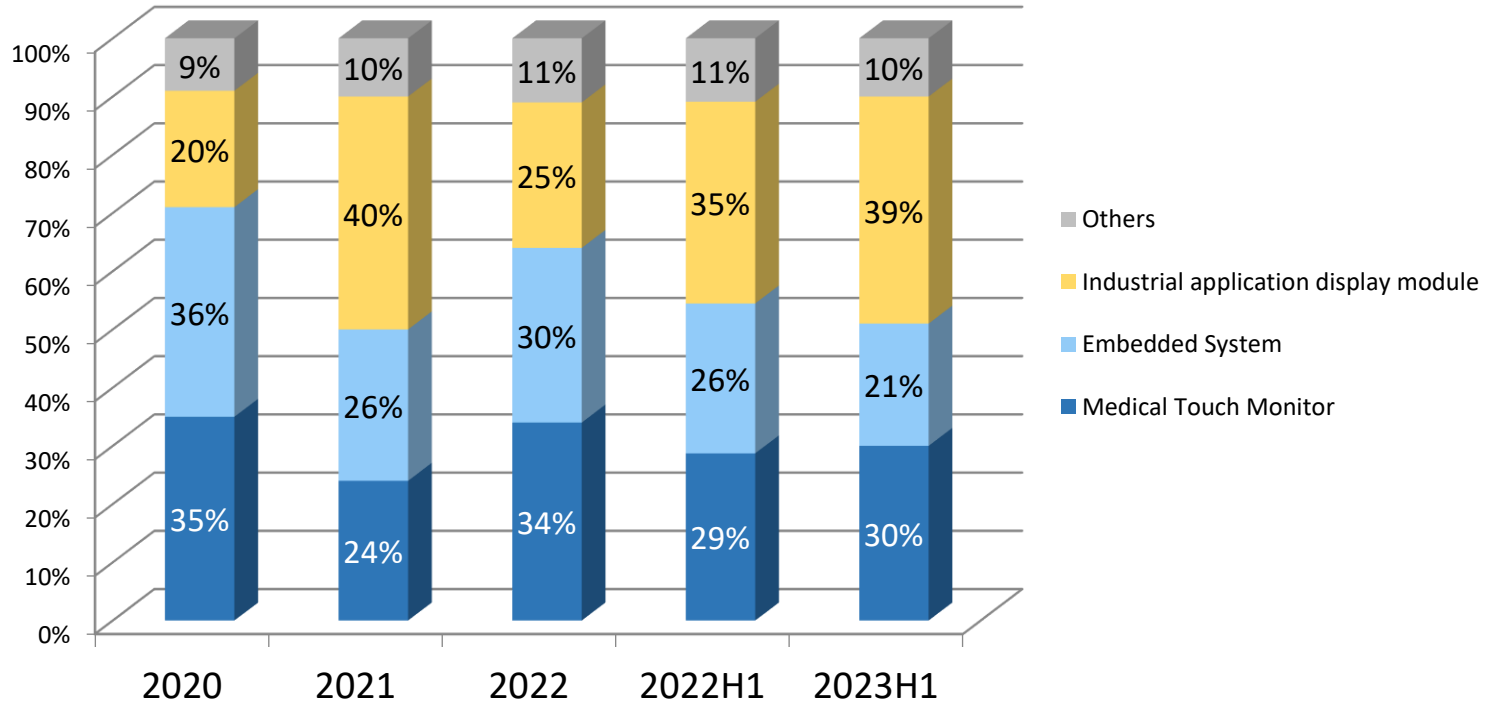


MARINE



IIOT

# PRODUCT MIX TREND



Revenue (Million US\$)

57.1

56.4

60.9

29

38

# 2023Q2 FINANCIAL RESULTS

	2023Q2	2023Q1	QoQ%	2022Q2	YoY%	2023.Jan-Jun	2022.Jan-Jun	YoY%
Revenues	706,256	477,227	48%	384,773	84%	1,183,483	901,251	31%
Gross Profit	151,359	128,365	18%	90,618	67%	279,724	220,023	27%
Gross Margin %	22%	27%	-19%	23%	-4%	24%	24%	0%
Selling Expenses	(97,409)	(65,285)	49%	(59,097)	65%	(162,694)	(135,281)	20%
Operating Expense Ratio	14%	14%	0%	15%	-7%	14%	15%	-7%
Operating Profit	53,950	63,080	-14%	31,521	71%	117,030	84,742	38%
Operating Margin %	8%	13%	-38%	8%	0%	10%	9%	11%
Other non-operating income (expenses)	28,401	8,088	251%	13,425	112%	36,489	31,761	15%
Profit before income tax	82,351	71,168	16%	44,946	83%	153,519	116,503	32%
Net profit attributable to Owners of the company	80,908	58,114	39%	34,299	136%	139,022	93,162	49%
EPS(NTD)	1.71	1.51	13%	0.92	86%	3.22	2.41	34%



## 2023Q2 FINANCIAL RESULTS (BALANCE SHEET)

	2023.6.30		2022.6.30		Increase (decrease) amount	Difference%
	Amount	%	Amount	%		
Cash and cash equivalents	832,188	39	659,069	38	173,119	26.27%
Receivables	523,396	24	405,937	23	117,459	28.94%
Inventories	528,354	25	424,830	25	103,524	24.37%
Other current assets	41,229	2	32,382	2	8,847	27.32%
<b>Current assets</b>	<b>1,925,167</b>	<b>90</b>	<b>1,522,218</b>	<b>88</b>	<b>402,949</b>	<b>26.47%</b>
<b>Total assets</b>	<b>2,148,581</b>	<b>100</b>	<b>1,722,882</b>	<b>100</b>	<b>425,699</b>	<b>24.71%</b>
Current liabilities	1,047,951	49	681,183	39	366,768	53.84%
<b>Total liabilities</b>	<b>1,077,155</b>	<b>50</b>	<b>710,152</b>	<b>41</b>	<b>367,003</b>	<b>51.68%</b>
Share capital	382,549	18	382,549	22	0	0.00%
<b>Total equity attributable to owners of the Company</b>	<b>1,071,426</b>	<b>50</b>	<b>1,012,730</b>	<b>59</b>	<b>58,696</b>	<b>5.80%</b>
Current Ratio (%)	184%		223%			
Days sales outstanding	62		88			
Days sales of inventory	92		102			