

**DFI**

# Investor Conference 2023 Q2 Results

Aug 10, 2023





# Agenda

- . **2023 Q2 Financial Results and Business Summary**
- . **Operational Outlook**
- . **Q & A**

# Safe Harbor Notice

We have made forward-looking statements in the presentation. Our forward-looking statements contain information regarding, among other things, our financial conditions, future expansion plans, and business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties, and assumptions about us.

We undertake no obligation to publicly update or revise any forward-looking statements, whether due to new information, future events, or otherwise. In light of these risks, uncertainties, and assumptions, the forward-looking events might not occur, and our actual results could differ materially from those anticipated in these forward-looking statements.



# — 2023 Q2 Financial Results and Business Summary

# Statement of Comprehensive Income (Consolidated)

Amount : NT\$ Thousand

	2023 Q1		2023 Q2		2022 Q2 (Restated)	
<b>Net sales</b>	<b>3,820,041</b>	<b>100.0%</b>	<b>3,761,152</b>	<b>100.0%</b>	<b>3,865,320</b>	<b>100.0%</b>
Cost of Good Sold	(2,984,913)		(2,981,988)		(3,078,628)	
<b>Gross Margin</b>	<b>835,128</b>	<b>21.9%</b>	<b>779,164</b>	<b>20.7%</b>	<b>786,692</b>	<b>20.4%</b>
Operating Expenses	(636,021)	-16.6%	(655,303)	-17.4%	(618,931)	-16.0%
<b>Operating Income</b>	<b>199,107</b>	<b>5.2%</b>	<b>123,861</b>	<b>3.3%</b>	<b>167,761</b>	<b>-4.3%</b>
Non-operating Income and Expenses	(25,809)		7,854		20,179	
<b>Profit(Loss) before Tax</b>	<b>173,298</b>	<b>4.5%</b>	<b>131,715</b>	<b>3.5%</b>	<b>187,940</b>	<b>4.9%</b>
<b>Net Income</b>	<b>126,151</b>	<b>3.3%</b>	<b>99,375</b>	<b>2.6%</b>	<b>152,132</b>	<b>3.9%</b>
<b>Shareholders of the company</b>	<b>125,461</b>	<b>3.3%</b>	<b>97,597</b>	<b>2.6%</b>	<b>115,338</b>	<b>3.0%</b>
<b>EPS(NT\$)(a)</b>	<b>\$1.10</b>		<b>\$0.85</b>		<b>\$1.01</b>	

(a) EPS was calculated based on total Weighted -average  
Outstanding shares (thousand shares)

114,488

114,488

114,488

# Statement of Comprehensive Income (Consolidated)

Amount : NT\$ Thousand

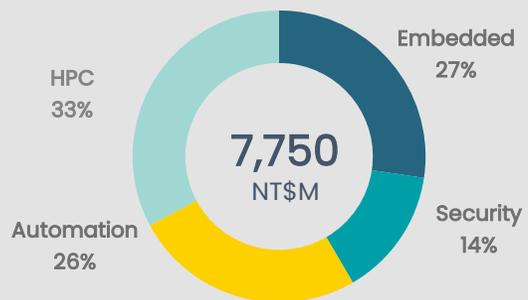
	YTD 2023 Jan.-Jun.		YTD 2022 Jan.-Jun. (Restated)	
<b>Net sales</b>	<b>7,581,193</b>	<b>100.0%</b>	<b>7,749,728</b>	<b>100.0%</b>
Cost of Good Sold	(5,966,901)		(6,254,183)	
<b>Gross Margin</b>	<b>1,614,292</b>	<b>21.3%</b>	<b>1,495,545</b>	<b>19.3%</b>
Operating Expenses	(1,291,324)	-17.0%	(1,189,214)	-15.3%
<b>Operating Income</b>	<b>322,968</b>	<b>4.3%</b>	<b>306,331</b>	<b>4.0%</b>
Non-operating Income and Expenses	(17,955)		32,099	
<b>Profit(Loss) before Tax</b>	<b>305,013</b>	<b>4.0%</b>	<b>338,430</b>	<b>4.4%</b>
<b>Net Income</b>	<b>225,526</b>	<b>3.0%</b>	<b>261,512</b>	<b>3.4%</b>
<b>Shareholders of the company</b>	<b>223,058</b>	<b>2.9%</b>	<b>198,952</b>	<b>2.6%</b>
<b>EPS(NT\$)(a)</b>	<b>\$1.95</b>		<b>\$1.74</b>	

(a) EPS was calculated based on total Weighted -average  
Outstanding shares (thousand shares)

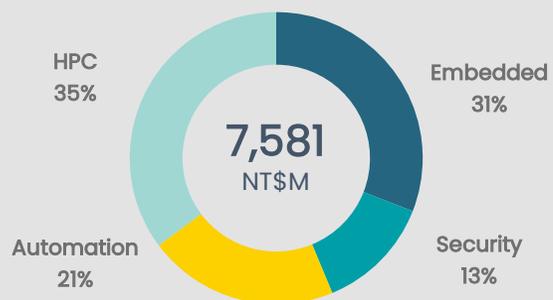
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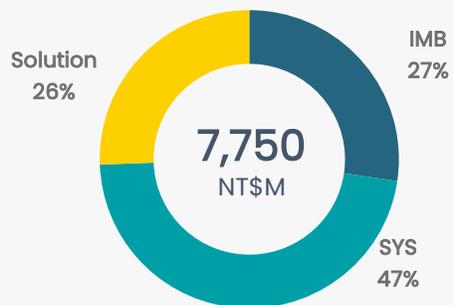
### 2022 1H Application



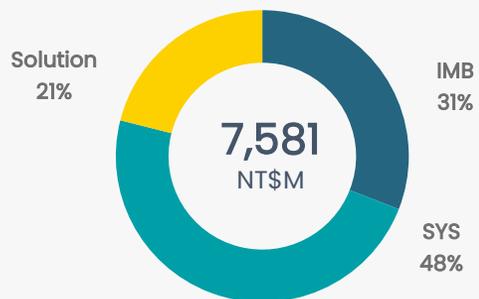
### 2023 1H Application



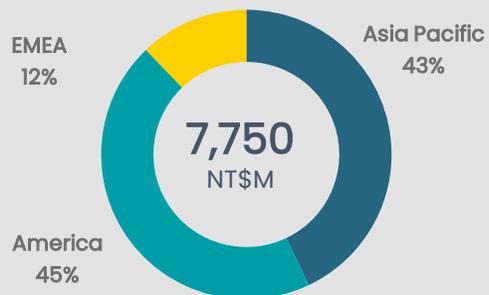
### 2023 1H Product



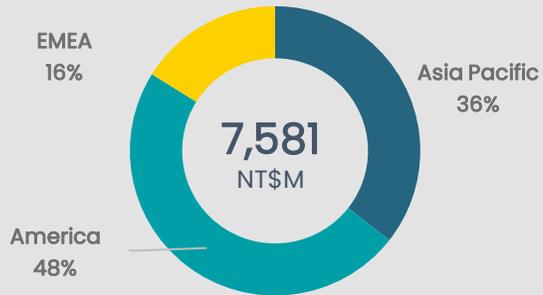
### 2023 1H Product



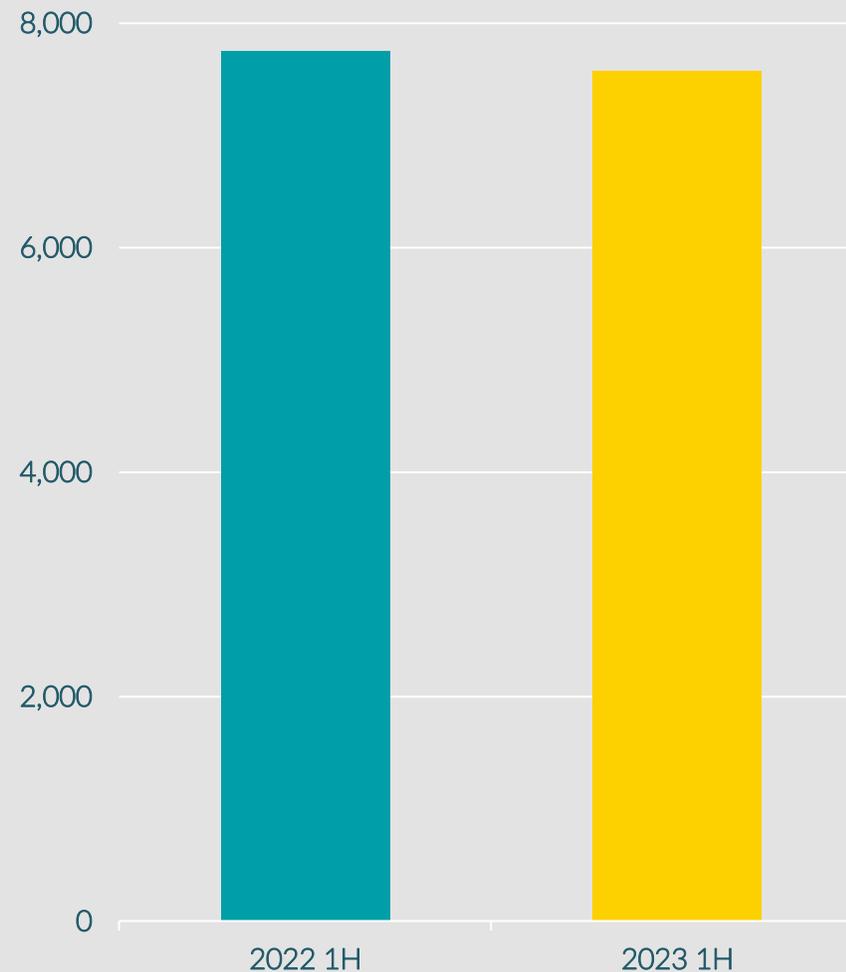
### 2023 1H Territory



### 2023 1H Territory



### YR2023 1H Consolidated Revenue (NT\$M)



# Balance Sheet Highlights (Consolidated)

Amount : NT\$ Thousand

	2023.06.30		2022.12.31 (Restated)		2022.06.30 (Restated)	
<b>Cash and cash equivalents</b>	<b>1,583,745</b>	13%	<b>1,690,474</b>	13%	<b>1,312,864</b>	10%
<b>Accounts receivable</b> (Including the related parties)	<b>2,534,311</b>	22%	<b>2,884,097</b>	22%	<b>2,980,376</b>	23%
<b>Inventories</b>	<b>3,182,075</b>	27%	<b>3,816,596</b>	29%	<b>3,962,800</b>	30%
<b>Property, plant and equipment</b>	<b>2,614,858</b>	22%	<b>2,793,096</b>	21%	<b>2,478,512</b>	19%
<b>Total assets</b>	<b>11,938,130</b>	100%	<b>13,174,581</b>	100%	<b>13,049,420</b>	100%
<b>Current liabilities</b>	<b>4,561,504</b>	38%	<b>5,190,715</b>	39%	<b>5,787,339</b>	44%
<b>Non-current liabilities</b>	<b>1,811,879</b>	15%	<b>2,159,076</b>	17%	<b>1,793,414</b>	14%
<b>Equity</b>	<b>5,564,747</b>	47%	<b>5,824,790</b>	44%	<b>5,468,667</b>	42%

**Net Worth/Share(NT\$)**

**26.53**

**28.36**

**25.13**

Net worth per share was calculated based on total  
outstanding shares(thousand shares)

114,488

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114,488

# Key Financial Ratios (Consolidated)

	<b>2023.06.30</b>	<b>2022.12.31</b> <b>(Restated)</b>	<b>2022.06.30</b> <b>(Restated)</b>
<b>AR Turnover(Days)</b>	<b>65</b>	<b>65</b>	<b>68</b>
<b>Inventory Turnover(Days)</b>	<b>107</b>	<b>113</b>	<b>110</b>
<b>AP Turnover(Days)</b>	<b>61</b>	<b>62</b>	<b>62</b>
<b>Cash Conversion Cycle(Days)</b>	<b>111</b>	<b>116</b>	<b>116</b>
<b>ROE(annualized) (a)</b>	<b>8.0%</b>	<b>10.5%</b>	<b>9.5%</b>
<b>Current ratio</b>	<b>164%</b>	<b>166%</b>	<b>153%</b>
<b>Fin.Debt(b)/Total Assets</b>	<b>21%</b>	<b>26%</b>	<b>27%</b>

(a)Annualized net income / Average total equity

(b)Fin.debt included long term and short term financial debts



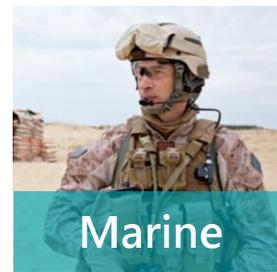
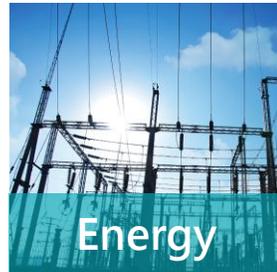
## 二. Operation Outlook

# DFI Investment Distribution

Solution (ACEPILLAR)

System (AEWIN)

Embedded(DFI)





# 三. Q & A

**Thank you**