



增你強股份有限公司
Zenitron Corporation

2024 Investor Conference

2024.11.28



Safe Harbor Statement

- All financial information contained here within is presented in conformity with International Financial Reporting Standards (IFRSs)
- Zenitron's forward-looking statements, which may include statements regarding its results of operations, financial condition or business prospects, are subject to significant risks and uncertainties and are based on Zenitron's current expectations.
- Actual results may differ materially from those expressed or implied in these forward-looking statements for a variety of reasons, including, among other things: the cyclical nature of our industry; our dependence on introducing new products on a timely basis; our dependence on growth in the demand for our products; our ability to compete effectively; our dependence on key personnel; general economic and political conditions; possible disruptions in commercial activities caused by natural and human-induced disasters, including terrorist activity and armed conflict; and fluctuations in foreign currency exchange rates.
- Except as required by law, our release of forward-looking statements at any particular time does not create any duty of disclosure, and we expressly disclaim any obligation to publicly update or revise any forecasts or forward-looking statements, whether as a result of new information, future events or otherwise.

AGENDA



- 1** Overview CFO
- 2** Financial Update CFO
- 3** Operation Outlook CEO
- 4** Q&A TEAM

1

OVERVIEW

Overview

- Founded in 1982, a pioneer among Taiwan semiconductor & electronic component distributors
- OTC listed in 2000 and Taiwan Stock Exchange listed in 2002 (ticker: 3028 TT)
- Our mission is to **provide value-added total solutions and services** with leading technology in all aspects
- Contract manufacturers, namely B2B markets, are the majority customers. The secondary being retail (B2C) market

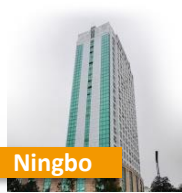
established	revenue	employee	FAE	product lines	customers
in 1982 (40yrs+)	NT\$33bn (2023)	746 (2024/Oct.)	112 (2024/Oct.)	80+	5,000+

OUR Global Operations

- Headquarters
- Sales Offices : 18
- Warehouses : 5



Beijing



Ningbo



Qingdao



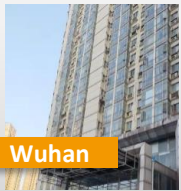
Suzhou



Nanjing



Hefei



Wuhan



Xiamen



Chengdu

Shanghai



Shenzhen



Hong Kong



Bangkok

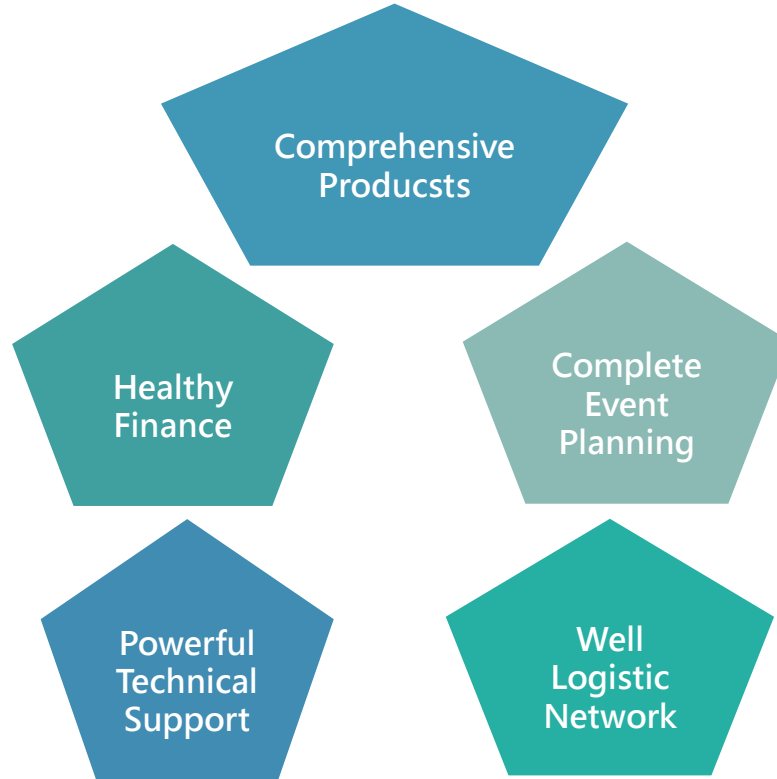


Headquarters



Taipei

Our advantages



- Stable and strong financial structure.
- Sufficient working capital support from major financial institutions
- Robust and reliable credit rating.

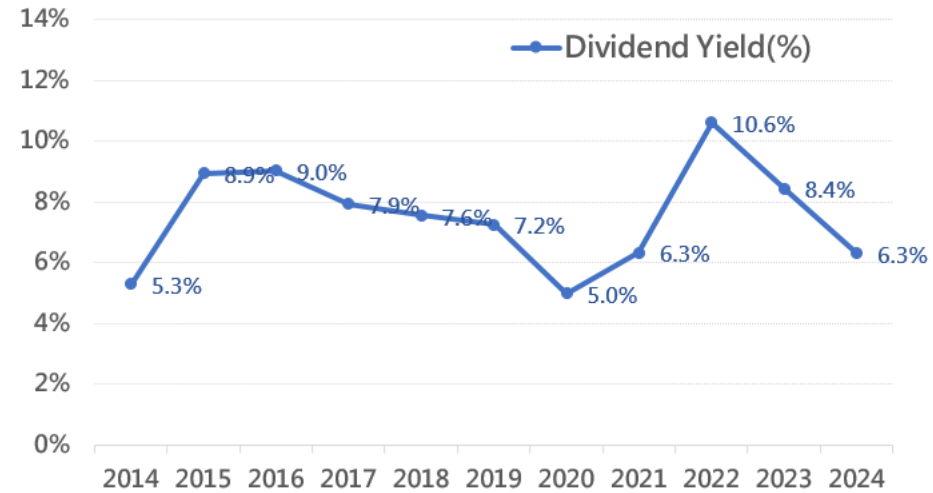
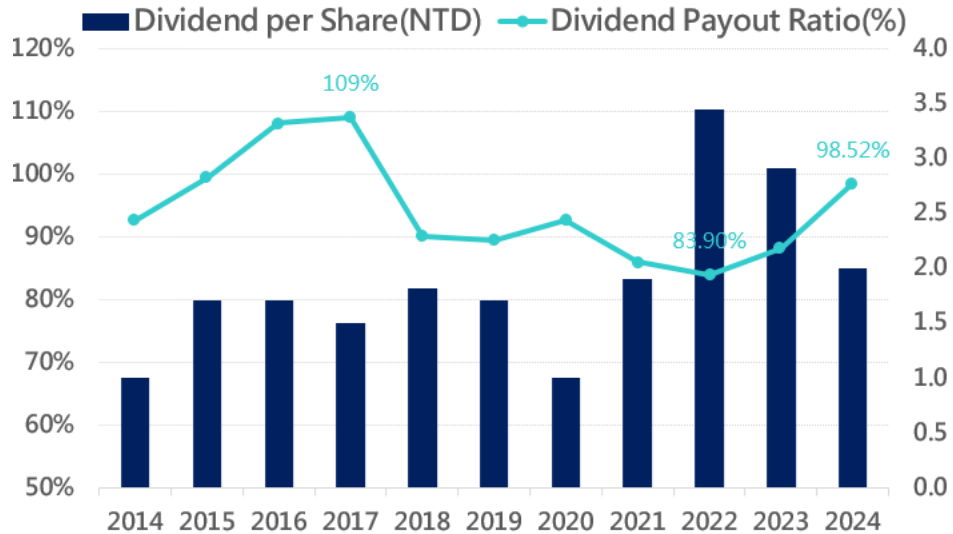
- FAE team solutions lead to products time to markets
- Real time experience technical support
- Zenitron Zone website as an applied technology communication zone

- Comprehensive product lines in all applications
- Powerful marketing and operation infrastructure.

- Partners: Joint technical seminars, team buildings, product trainings, external event planning and participate in internal corporation events.
- Clients: Client-side product seminars, product technical seminars for specific industries

- Accurate WMS in inventory management.
- Real time ERP system for B2B / CRM.
- Global logistic.

Dedicated to providing good returns to investors



*Dividend payout ratio: current year dividend per share / previous year Earnings Per Share(EPS)

*Dividend yield: dividend per share / previous day stock price before Ex-Dividend Date

2

FINANCIAL UPDATE

Statement of Comprehensive Income



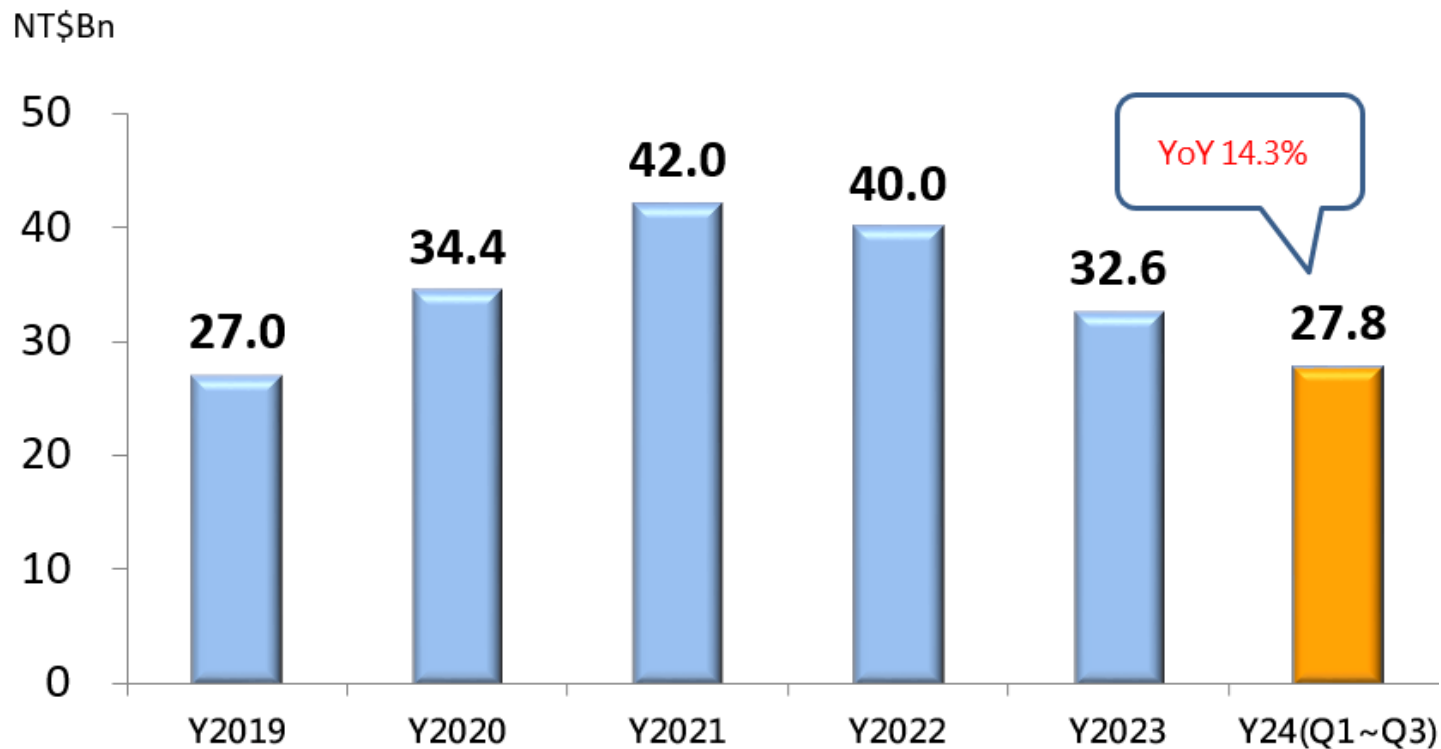
Key accounts	Y2024Q3		Y2024Q2		%QoQ	Y2024Q1~Q3		Y2023Q1~Q3		%YoY
	\$	%	\$	%		\$	%	\$	%	
	Net Operating Revenue	9,574	100%	9,629		100%	-1%	27,768	100%	
Gross Profit	588	6.14%	566	5.88%	4%	1,621	5.84%	1,775	7.31%	-9%
Operating Expenses	(398)	-4%	(395)	-4%	1%	(1,149)	-4%	(1,069)	-4%	7%
Operating Income	190	2%	171	2%	11%	471	2%	706	3%	-33%
Financing Cost	(112)	-1%	(107)	-1%	5%	(318)	-1%	(351)	-1%	-9%
Others	44	0%	49	1%	-11%	179	1%	188	1%	-5%
Earning Before Tax	122	1%	113	1%	8%	332	1%	543	2%	-39%
Income Tax Expense	(21)	0%	(13)	0%	67%	(51)	0%	(118)	0%	-57%
Profit After Tax	101	1%	100	1%	0%	281	1%	425	2%	-34%
EPS (in dollars)	0.43		0.43		0%	1.20		1.91		-37%

unit:NT\$Mn

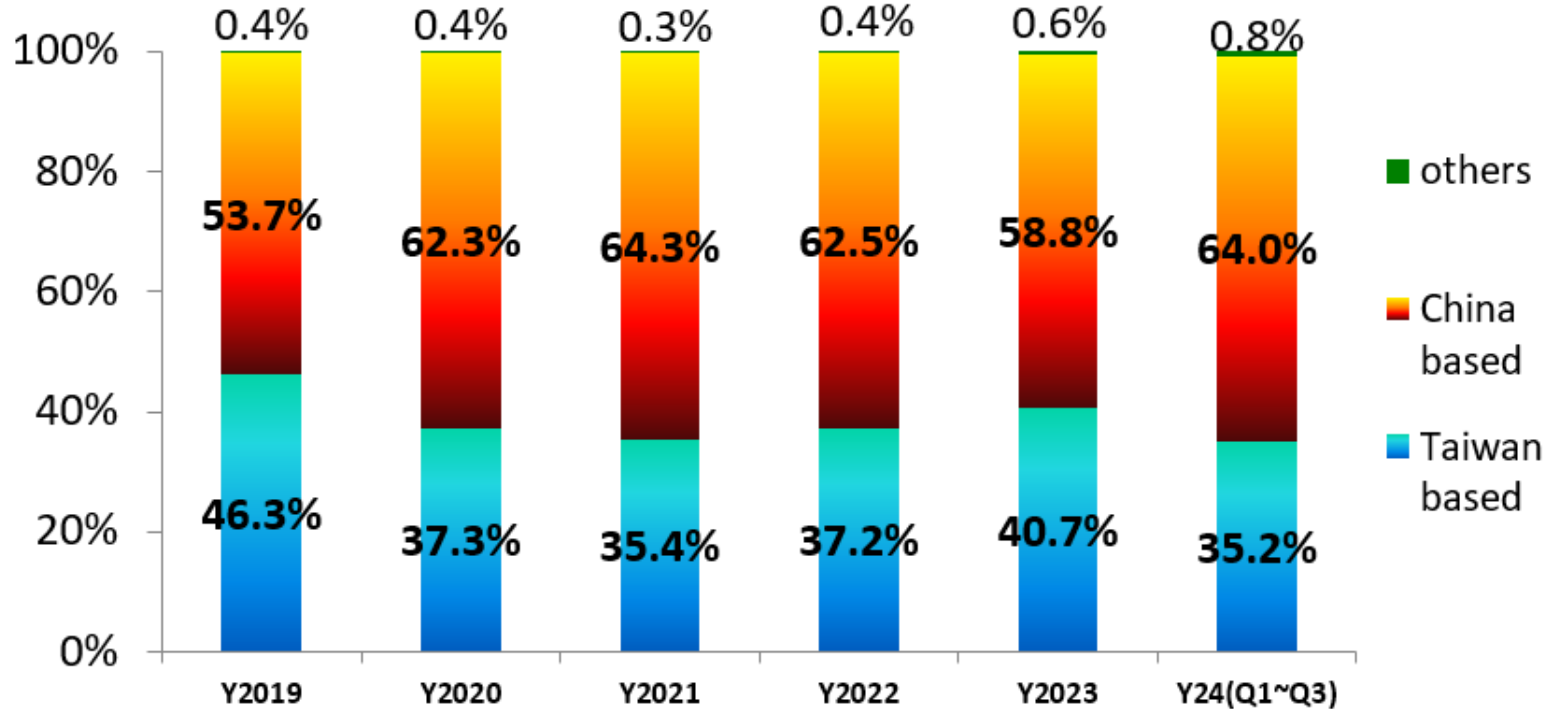
Balance Sheet

Key accounts	Unit:NT\$Mn					
	2024/9/30		2024/6/30		2023/9/30	
	\$	%	\$	%	\$	%
Cash and cash equivalents	1,777	8%	1,844	8%	1,833	8%
Accounts receivable	9,684	46%	9,452	43%	9,151	41%
Inventory	7,859	37%	8,728	40%	9,472	43%
Other current assets	274	1%	317	1%	305	1%
Non-current assets	1,368	7%	1,436	7%	1,309	6%
Total Assets	20,962	100%	21,777	100%	22,069	100%
Loans	9,689	46%	9,617	44%	10,728	49%
Accounts payable	4,569	22%	4,965	23%	4,423	20%
Other current liabilities	620	3%	1,099	5%	920	4%
Other liabilities	209	1%	255	1%	235	1%
Total Liabilities	15,087	72%	15,936	73%	16,306	74%
Total Equity	5,875	28%	5,840	27%	5,763	26%
Indices						
Current ratio	132%		130%		129%	
Debt/Assets ratio	72%		73%		74%	
Debt/Equity ratio	257%		273%		283%	

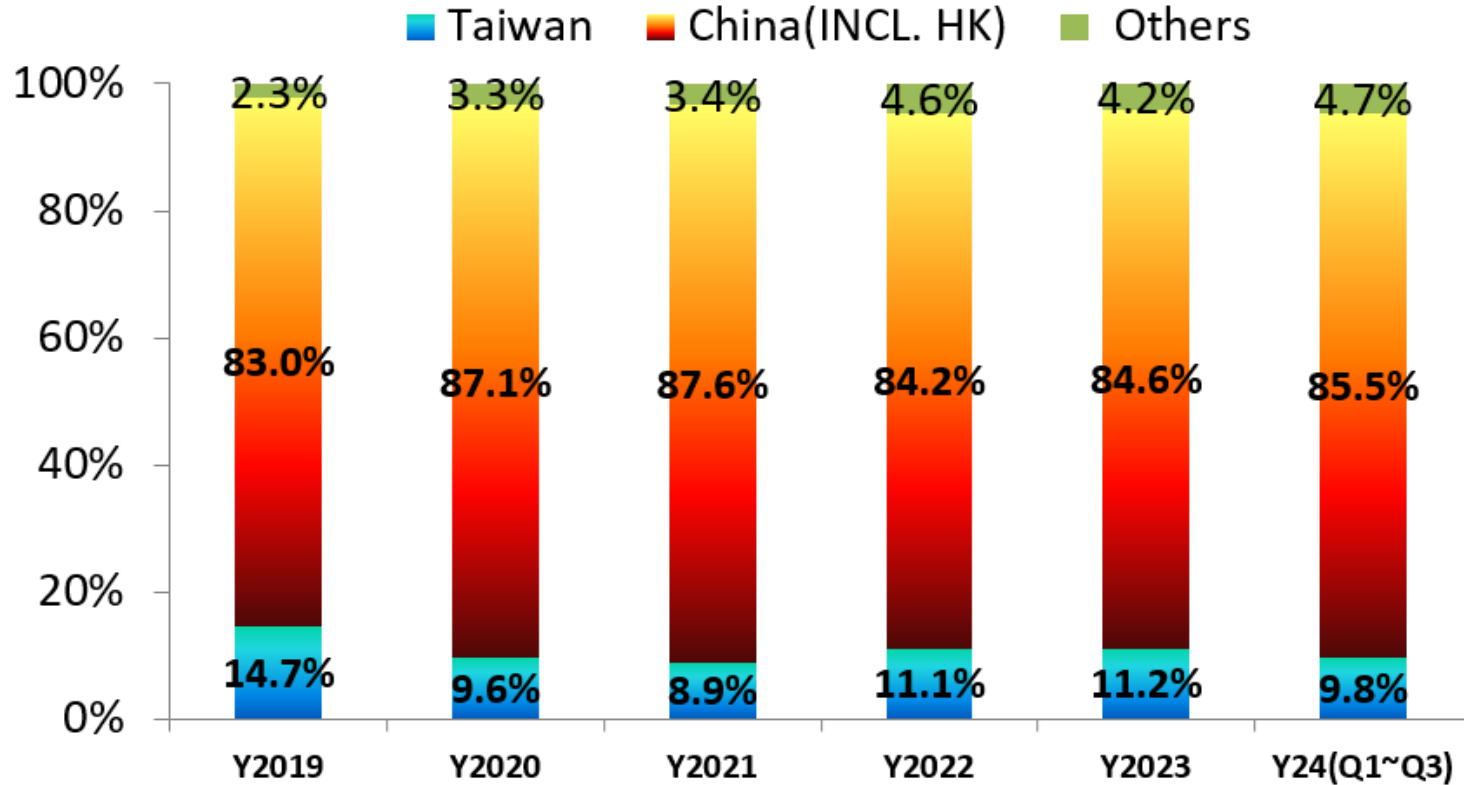
REVENUE



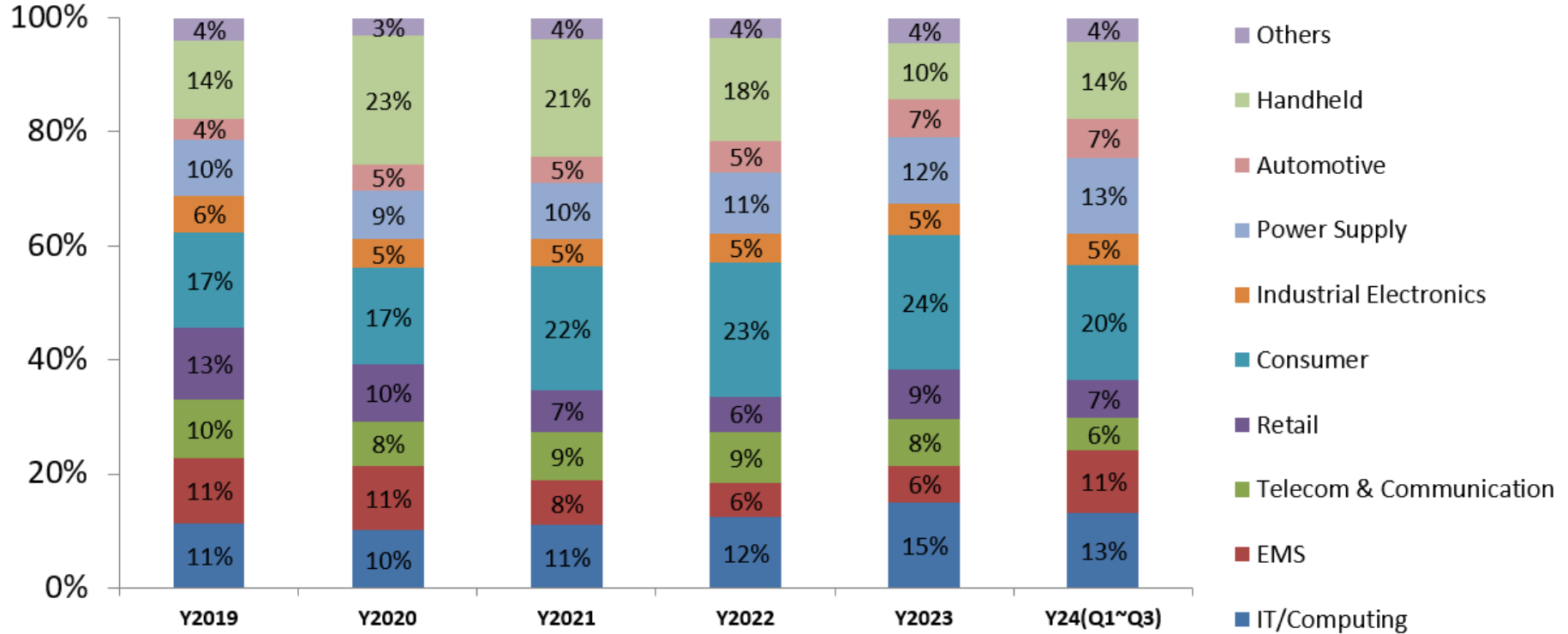
REVENUE %- Shipment by Customer Nationality



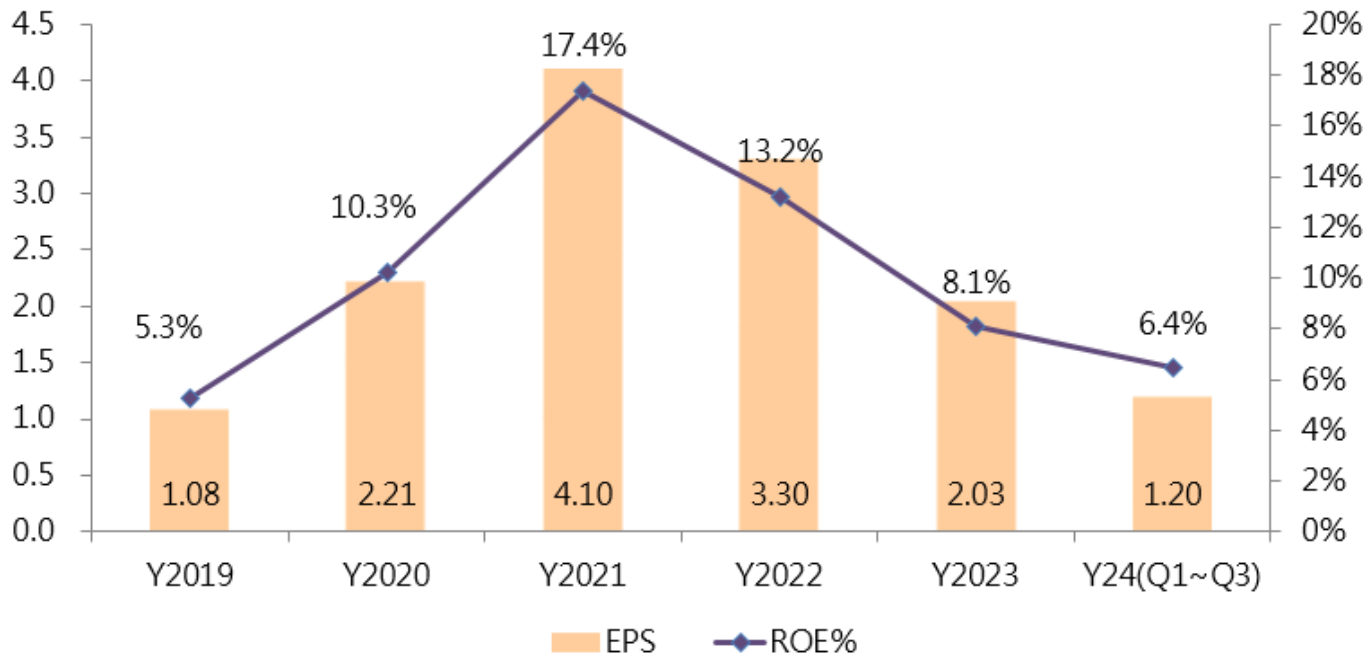
REVENUE %-Shipment by Geography



REVENUE %-by Application

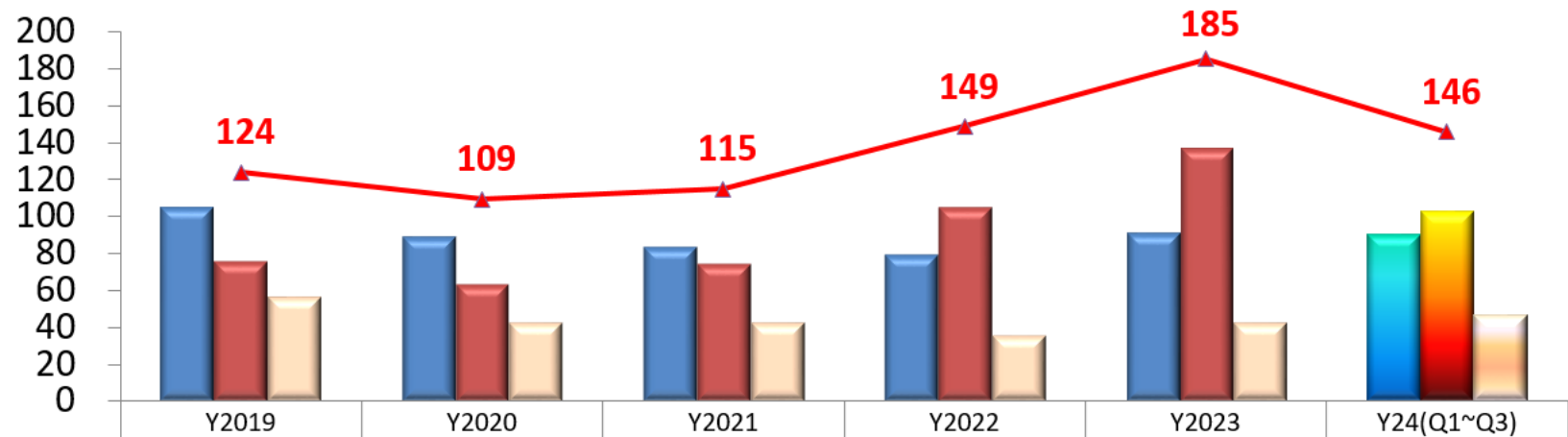


EPS & ROE



*: ROE 2024(Q1-Q3) annualized data

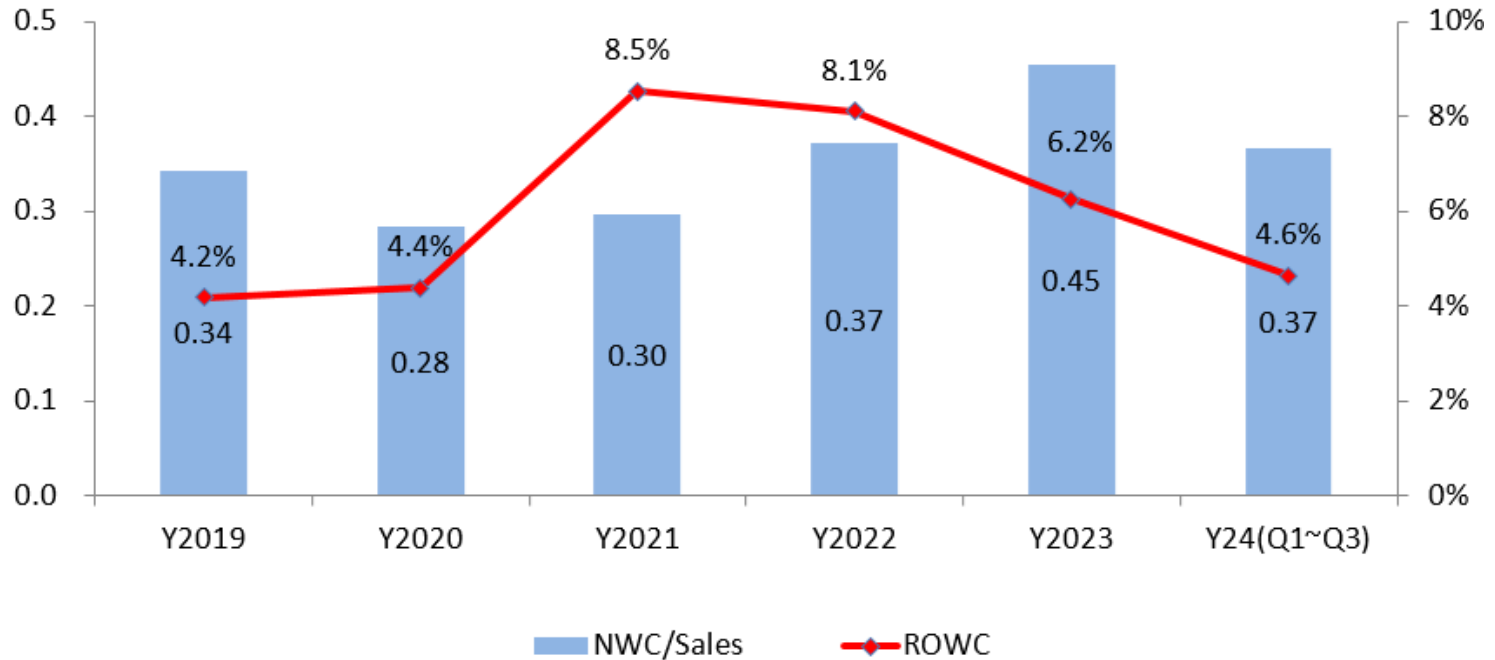
Cash Conversion Cycle



	Y2019	Y2020	Y2021	Y2022	Y2023	Y24(Q1~Q3)
AR days	105	89	83	79	91	90
Inventory days	76	63	74	105	137	103
AP days	56	42	42	35	42	47
Cash Conversion Cycle	124	109	115	149	185	146

■ AR days
 ■ Inventory days
 ■ AP days
 ▲ Cash Conversion Cycle

ROWC & %Working Capital vs. Revenue



*: 2024(Q1-Q3) ROWC annualized data

3

OPERATION OUTLOOK

Operation Outlook

- The current business forecast for the second half of the year is only the same as that of the first half. Next year, AI applications are expected to drive market activity.
- The new generation chip platforms of Intel and AMD in the NB and MB markets will be successfully launched in the second half of the year, which is expected to drive a new wave of machine replacements. The trend includes driving server and e-sports industry shipments.
- AI-related applications (AI Server, AI PC/NB) will still be the main key to driving overall market demand in the second half of the year
 - Edge AI computing application
 - Continue to promote the development of AI-related applications, extending from AI Server to Edge AI, as well as Server power-related products, including high-power Server Power and BBU applications
 - Products for Edge AI related applications.
 - Promotion of GaN products for high-efficiency, high-power components
 - GaN / New Energy Hydrogen Fuel Cell
 - The introduction of new product lines brings new performance
 - memory requirements

Operation Outlook

- The market demand for pure electric vehicles is stable, and the demand for fuel vehicles/hybrid vehicles is revived.
 - Electric vehicles in mainland China have achieved stable performance and growth due to national strategies
 - From Power Memory/SENSOR/MCU Products
- There is still a lot of room for growth in the automotive electronics industry
 - Car door handle, car window, Car infotainment
 - Smart cockpit strategic alliance with key customers, ecosystem customer base management
 - Internet of Vehicles
 - Continue to lay out the development of automotive electronics-related industries and continuously introduce automotive-standard products in each product line.

Operation Outlook

- Telecom market is also gradually recovering, but there is no strong demand yet.
 - Introduction of photoelectric transmission modules WiFi,
 - AIoT, BT module
- Continue to promote new design projects in various industries, and use the main product line with subsidiary new product lines to increase cross-selling of each case.
- New memory distributor line brings revenue growth
- New Xiaomi supply chain integration brings more room for product line revenue growth
- Entering the vast education tablet market in mainland China will bring huge growth
- Double Eleven e-commerce promotions drive sales and buying momentum of SSD, memory cards, and DRAM in the retail market

4

Q & A

Q & A

