

# Stark Technology Inc.(2480)

2023Q3 Investor Conference

# Safe Harbor Notice

There are variety of factors which may influence statements or contents been drafted within this presentation, therefore we strongly recommend audience to refer to the information published on MOPS website in case any adjustment has been made.

# STI General Information

- **Founded in 1993, public traded in 2001**
- **573+ Employees**
- **One of the largest domestic system service integrator**
- **One of Taiwan's top 500 service enterprises company**
- **Dedication to service and maintain 1,600+ majority of the 2,000+ company enterprise business**
- **Providing more than 40 products & solutions to service our customers**
- **Our vision is to assist our customers to become a Information Service Provider**

# Corporate Governance Evaluation

- Rated as Taiwan's top 21%-35% company over the 9<sup>th</sup> Corporate Governance Evaluation

Year	Announce Results	STI Percentage	The evaluation results of the market value of more than 5 billion to 10 billion (NTD\$)
2014(1 <sup>st</sup> .)	The top 20%	6%-20%	NA
2015(2 <sup>nd</sup> .)	The top 50%	6%-20%	NA
2016(3 <sup>rd</sup> .)	100%	6%-20%	NA
2017(4 <sup>th</sup> .)	100%	6%-20%	NA
2018(5 <sup>th</sup> .)	100%	6%-20%	NA
2019(6 <sup>th</sup> .)	100%	6%-20%	NA
2020(7 <sup>th</sup> .)	100%	6%-20%	6%~10%
2021(8 <sup>th</sup> .)	100%	21%-35%	11%-20%
2022(9 <sup>th</sup> .)	100%	21%-35%	11%-20%

# Awards

- Awarded the “Badge of Accredited Healthy Workplace” by Health Promotion Administration, Ministry of Health and Welfare in 2022
- Fubon Financial Holdings was named "Sustainable Performance Excellent Supplier" in 2022
- Chunghwa Telecom "Gold Level Certified in accordance with the Chunghwa Telecom Supply Chain Sustainability Qualifications" in 2022

# 得獎事蹟

## ❑ System Products

【HPE】FY22 Best partner Award

【HPE】FY22 Excellent distribution partner

【Cisco】FY22 Reseller of the Year

【DELL】2022 Best Hybrid Cloud Solution

【IBM】2022 Best overall hardware and software sales

【Lenovo】FY2223 Best Solution Sales Award



# 得獎事蹟(續)

## Storage Products

【FUJITSU】2022 Most Valuable Partner

【VMware】2022-VMware Excellent partner in the central and southern markets

【HDS】FY22 Best Elite Reseller

【Veeam】FY22 Platinum Partner of the Year Award

【NetApp】FY23 Outstanding Partner Award



# 得獎事蹟(續)

## □ Info. Security/ Data comm. Products

- 【 Palo Alto 】【 FY22 Most Valuable Reseller
- 【 Cisco 】【 Cisco-FY22 Reseller of the Year
- 【 Aruba 】【 FY22 HPE Aruba Champion partner of the Year
- 【 TEAM T5 】【 2022 Best sales partner
- 【 Fortinet 】【 2022 Best Horse Award
- 【 CYBERARK 】【 2022 Best Reseller
- 【 Checkpoint 】【 2022 Best Outstanding Partner





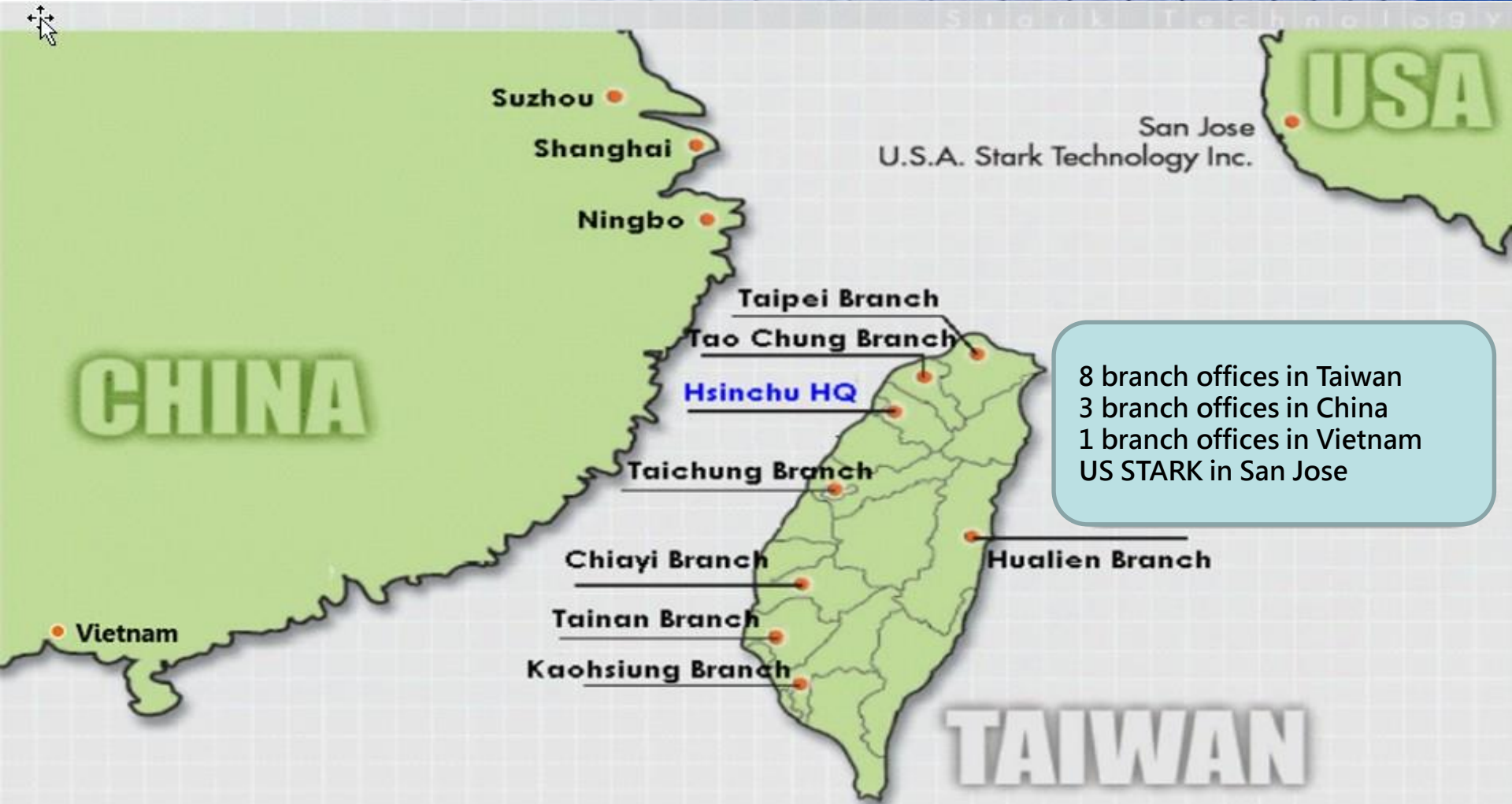
# 得獎事蹟(續)

## □ Other Products

【NUTANIX】 FY23 Best Reseller partner



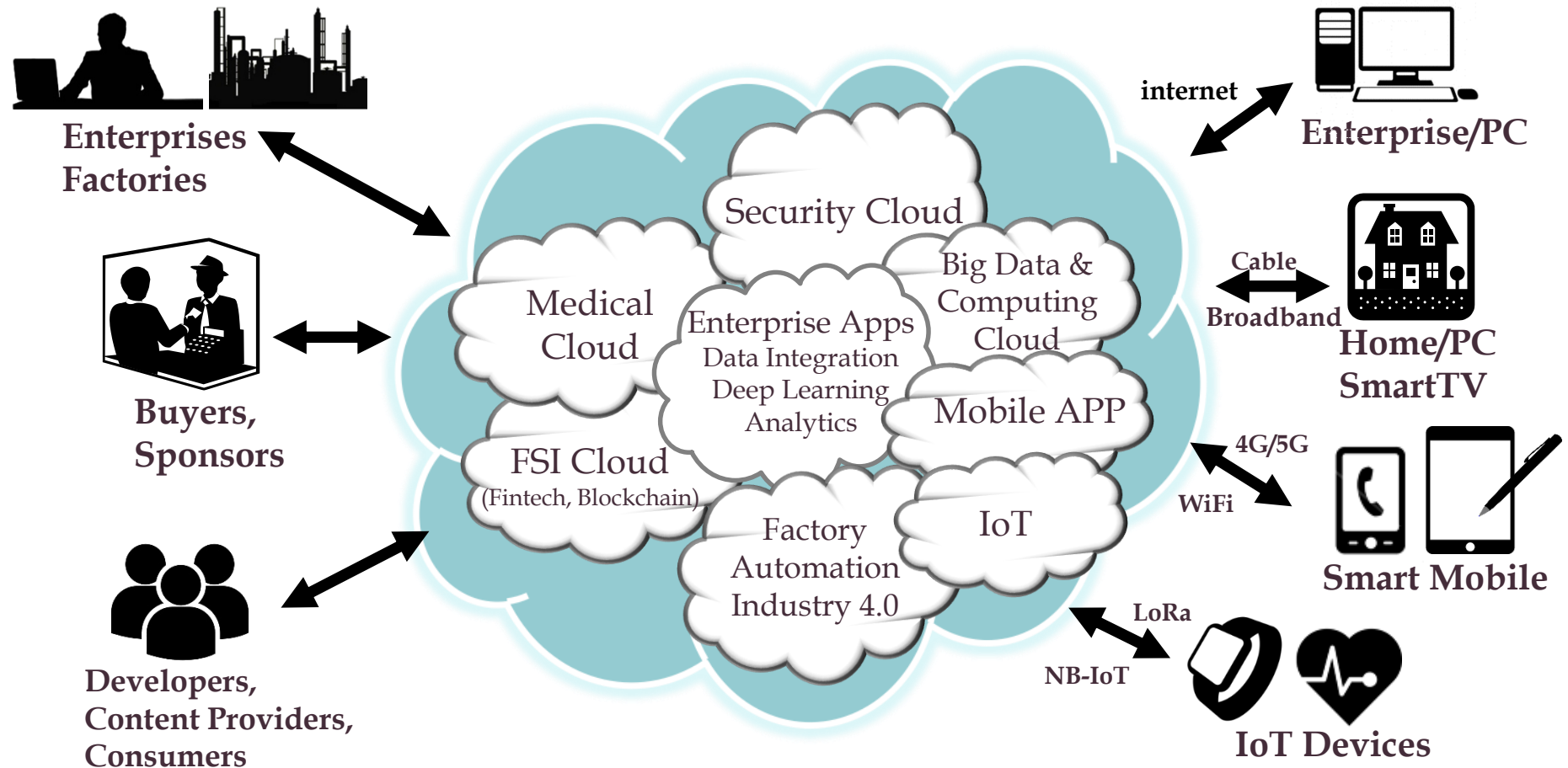
# STI Service Network



# Sales Operation – by Industries

Sales BU	Industry / Region
BU1	High-tech industries, E-commerce, Finance, Automobiles, Government, and Education, the main area in Hsinchu and middle Taiwan.
BU2	High-tech manufacturing, Defense, Military, Traditional production, Education, and Medical care, the main area in Hsinchu 、 Taoyuan 、 middle and south Taiwan
BU5	All industries in Taiwan
BU6	Finance, insurance, telecommunications, small and medium enterprises, manufacturing in Taipei The public sector including government, medical care, and education. The main area in Taipei and East Taiwan
BU8	Private telecommunications, film and television media, energy, water and electricity, the main area in Taipei
BU9	Chunghwa Telecom

# We've involved & worked on:



Inter-connect : Telecomm 、 Broadband/Cable 、 Internet

# Information Technologies

## Professional Services

- Consulting
- Design
- Deployment
- Integration

**Portal** *Personalization* *Content Mgmt* *Single sign-on*

**Enterprise Apps**  
ERP, CRM, SCM  
MES, PLM

**OSS, VAS**  
Probe/CEM

**eCommerce**  
High Freq. Trade  
by Trade  
AML

**Vertical Apps.**

IoT  
(Environmental Monitoring)

**MFG**

**Telco**

**FSI**

**Travel**

**Medical**

**Gov't**

**EAI@SOA** *Middleware* *Data Integration@BI*

**Data Mgmt.**

**Security**

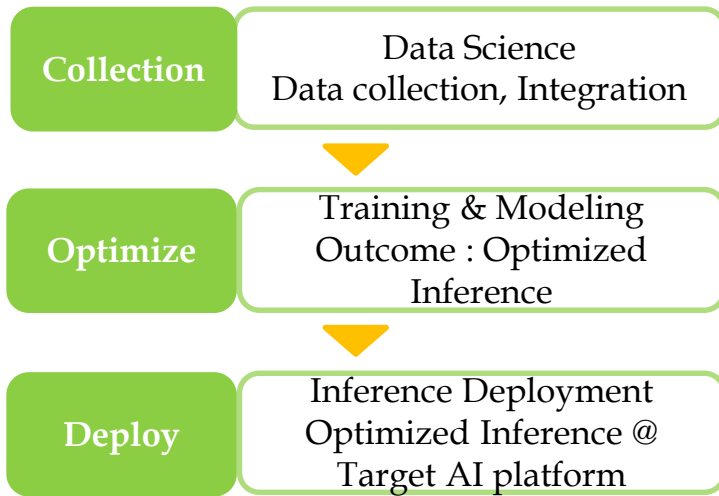
**System & Platform** *Resource Mgmt (CPU/GPU/VM/Container/Bare Metal)*

**Networking** *Platform* *Load Balancing* *Network Mgmt*

# AI(Machine · Deep Learning)



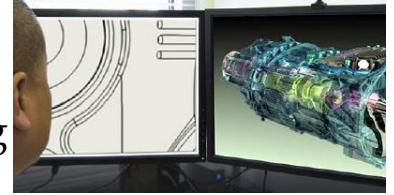
## Customer Requirements



## Highlights

### Post Pandemic

WFH : Secure access  
Backend AI processing  
power via VDI



### Industrial Application

Leveraging AI platform to  
improve productivity and yield



### Industry-Academia Alliance

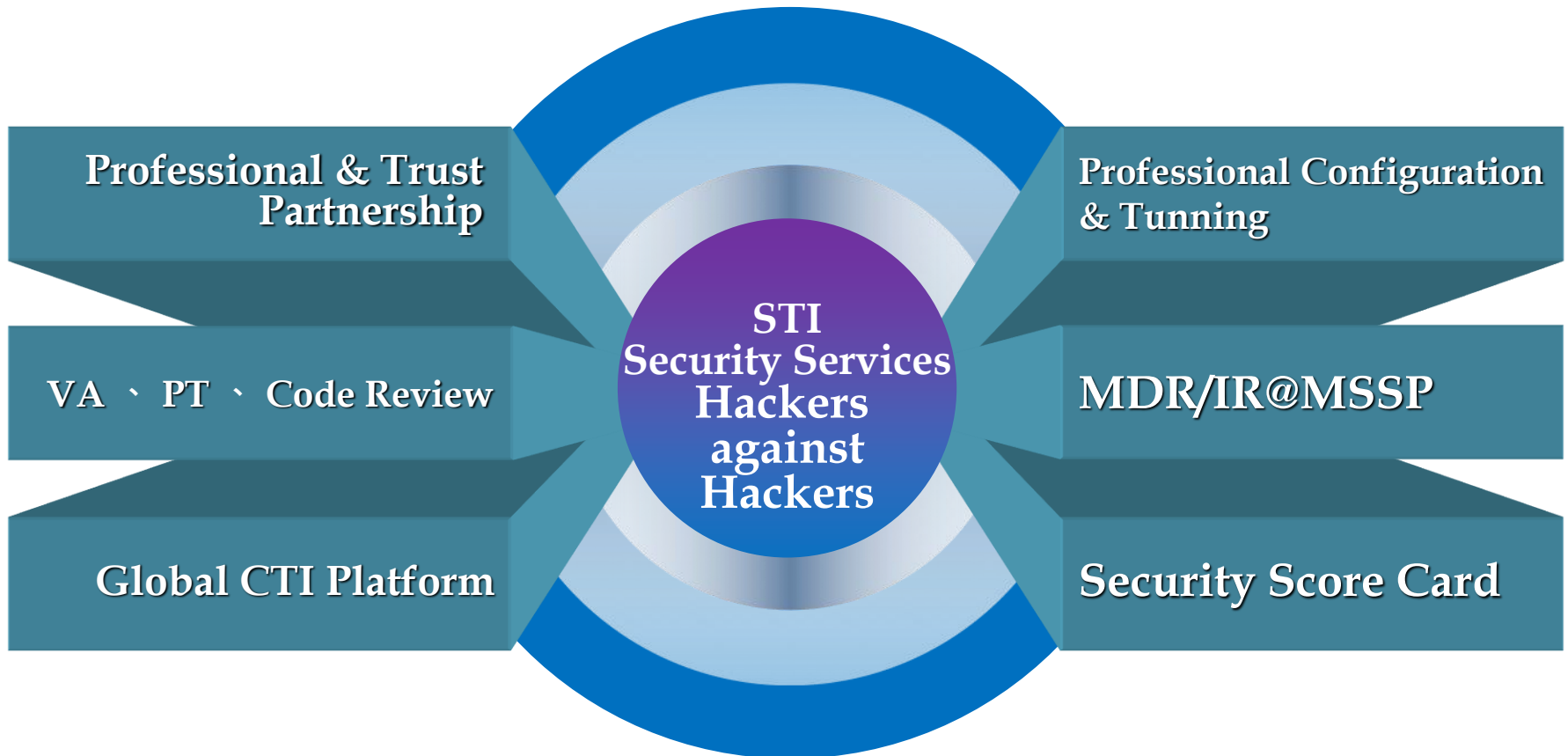
Academic Alliance to  
redefine enterprise AI  
smart technology



Stark Technology Inc.

- ✓ NVIDIA Elite Partner
- ✓ AI Platform Solution Provider

# Information Security



# MSSP Architecture

## Security Cloud Services

Security Access  
Service Edge  
(SASE)

API Security

Security Score  
Card

Global CTI  
Platform

## Professional & Proactive Security Risk Investigation & Threat Analysis Services

VA

PT

Code Review

MDR

IR

## In Depth & customized on Devices/Services tuning & configuration

Network  
Security

System  
Security

Apps.  
Security

Endpoint  
Security

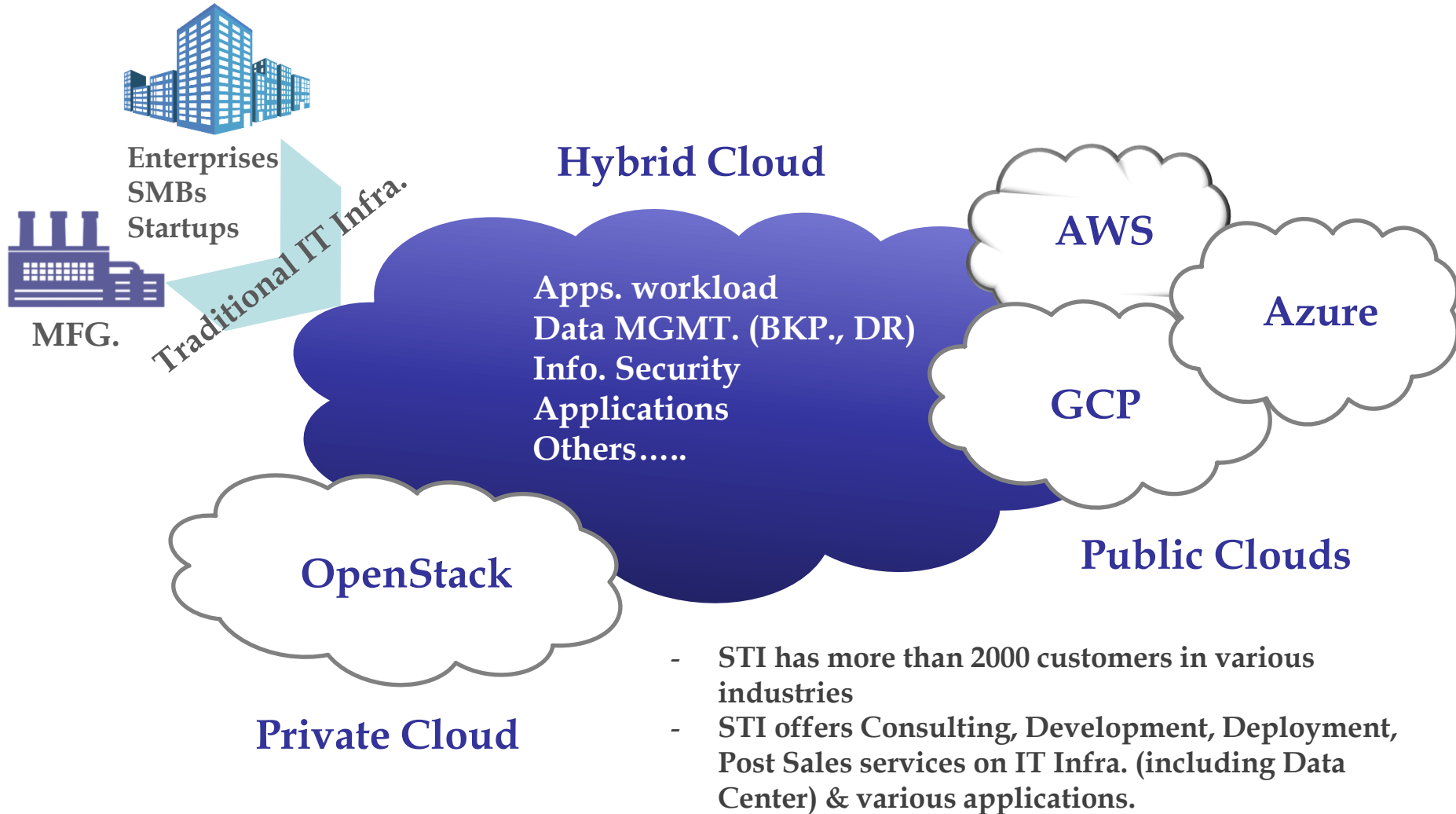
Data  
Security

Mobile  
Security

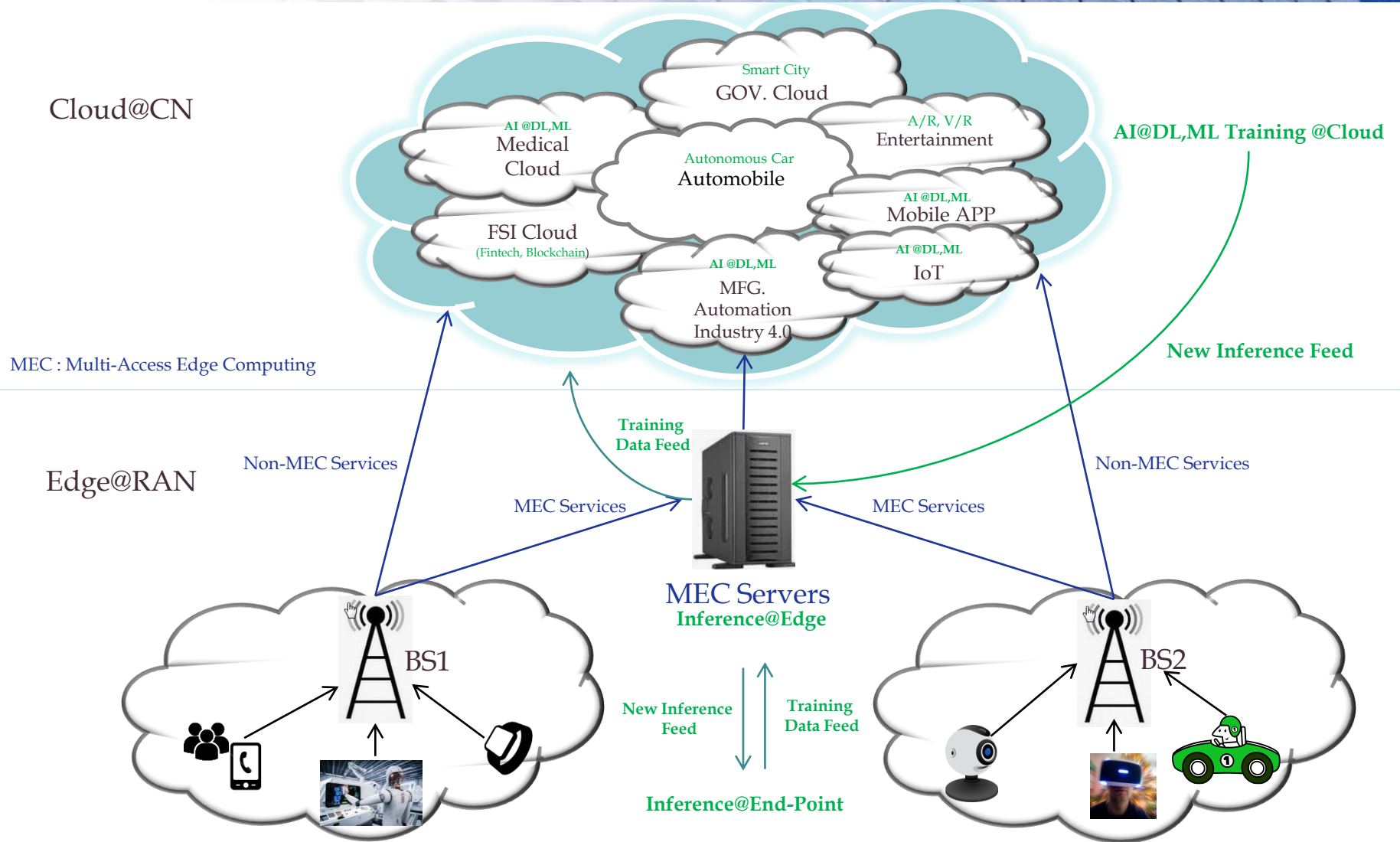
IT Infra. (Network、OS、Storage....)



# STI's Strength on Hybrid Cloud



# Meet up 5G + MEC@AI@Cloud



# Products & Solutions

## Info. Security

## Software Development Tools

## Resource MGMT.

## Data MGMT.

## Data Comm.

## Open Systems

## Telcomm.

**CELLOPOINT** Secure Your Email

**CITRIX**

**CROWDSTRIKE**

**CYBERARK**

**FORTINET**

**paloalto NETWORKS**

**TEAMT5**  
杜浦數位安全  
Persistent Cyber Threat Hunters

**DASSAULT SYSTEMES**

**IBM**  
Platinum Partner

**Microsoft**

**MICRO FOCUS**

**uila**

**N-Partner**

**CISCO**

**DELL**

**FUJITSU**

**HITACHI** Inspire the Next

**Hewlett Packard Enterprise**

**IBM** Platinum Partner

**Lenovo**

**NVIDIA**

**Red Hat**

**Hewlett Packard Enterprise**

**HITACHI** Inspire the Next

**NetApp**

**NUTANIX**

**VERITAS**

**veeam**

**vmware**

**CISCO**

**aruba**  
a Hewlett Packard Enterprise company

**COMMSCOPE**

**RUCKUS**

**Extreme networks**

**STI Professional Service**

**Nokia Networks**

# Balance Sheet Overview (Consolidated)

Units:NT\$ thousand

ITEM	2023/9/30		2022/12/31		2022/9/30	
	AMT	%	AMT	%	AMT	%
Cash and cash equivalents	1,001,788	16%	1,534,624	24%	1,147,370	19%
Accounts receivable (including contract assets)	1,078,586	18%	893,949	14%	897,367	15%
Inventories	2,355,671	39%	2,530,729	39%	2,520,840	41%
Property, Plant and equipment	492,908	8%	440,151	7%	438,700	7%
Total Assets	6,140,934	100%	6,508,298	100%	6,135,530	100%
Current Liabilities	2,946,982	48%	3,274,528	50%	3,100,890	51%
Total Liabilities	3,059,802	50%	3,382,971	52%	3,216,416	52%
Equity	3,081,132	50%	3,125,327	48%	2,919,114	48%

Source: Market Observation Post System

# Income Statements Overview (Consolidated)

Units: NT\$ thousand

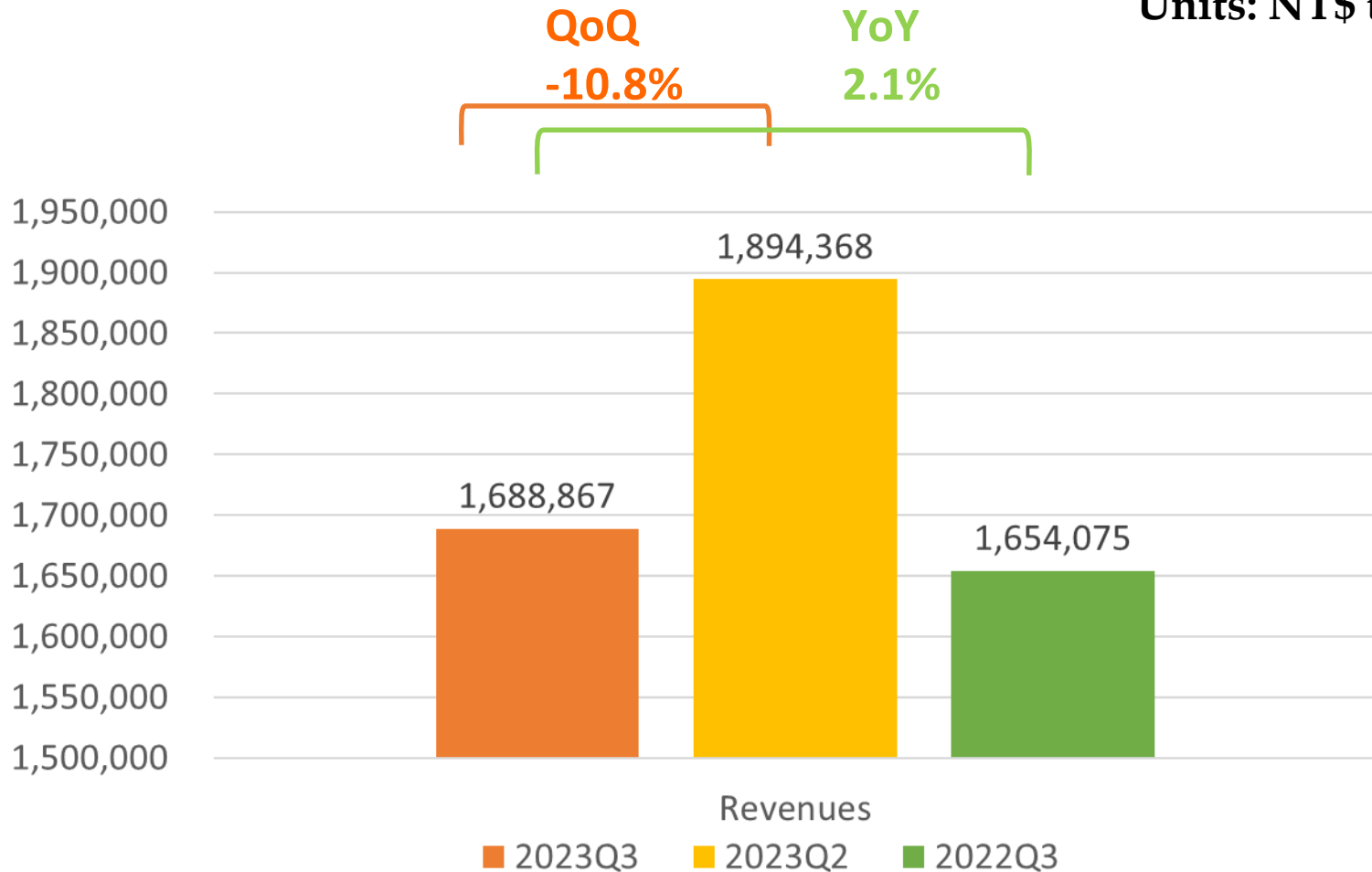
Item	2023 Jan.-Sep.		2022 Jan.-Sep.		YOY
	AMT	%	AMT	%	
Revenues	5,299,427	100%	4,870,642	100%	8.8%
Gross profit	1,311,147	25%	1,243,993	26%	5.4%
Operating expense	658,779	12%	669,424	14%	-1.6%
Operating income	652,368	13%	574,569	12%	13.5%
Other income	74,498	1%	82,848	2%	-10.1%
Pre-tax income	726,866	14%	657,417	14%	10.6%
Net income	586,418	11%	535,226	11%	9.6%
EPS(NT\$)	5.51		5.03		9.5%

Source: Market Observation Post System

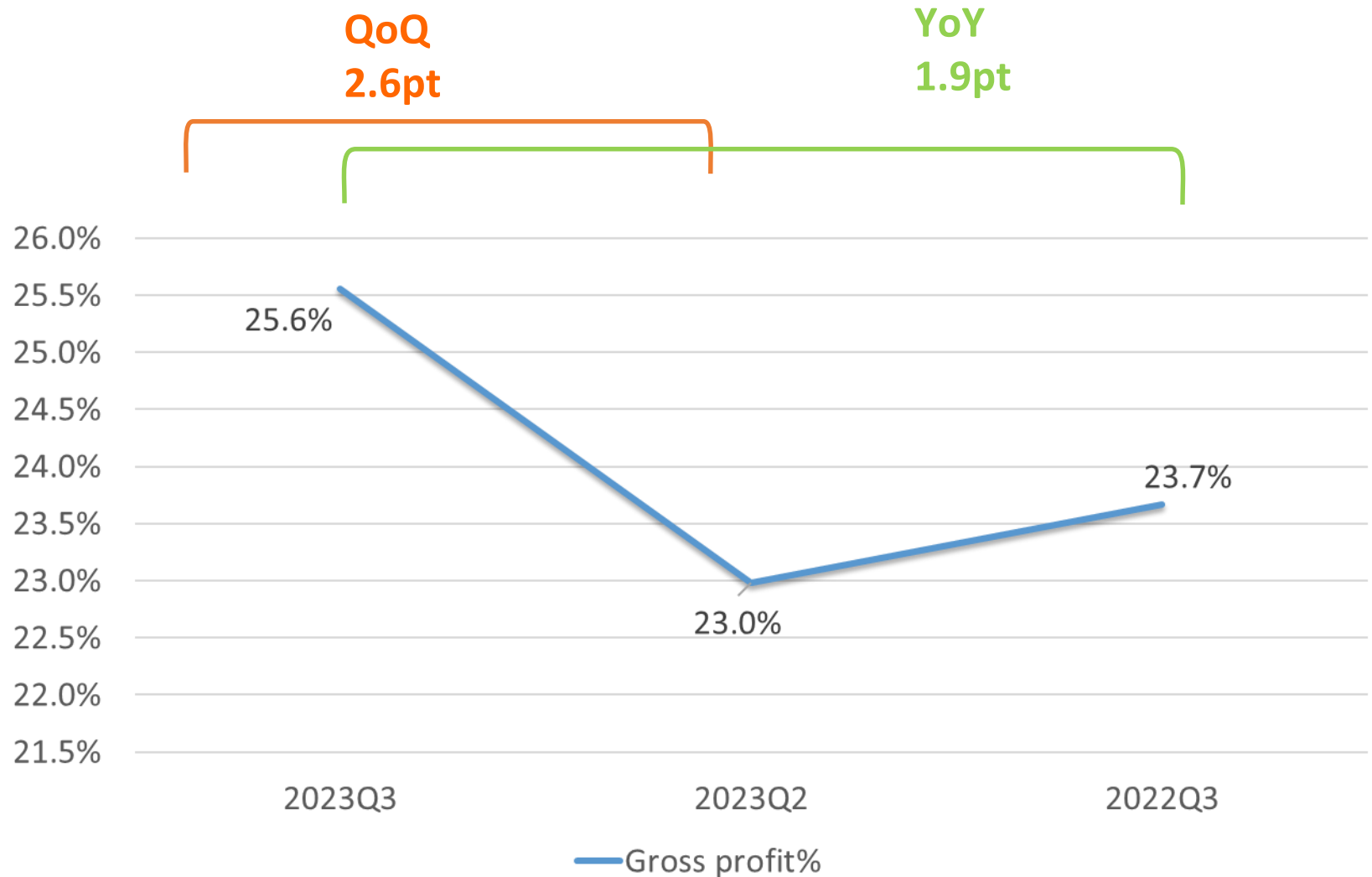
Note:China subsidiary's revenue of consolidated: 2023Q3 1.67%;2022Q3 2.6%

# Consolidated Revenues

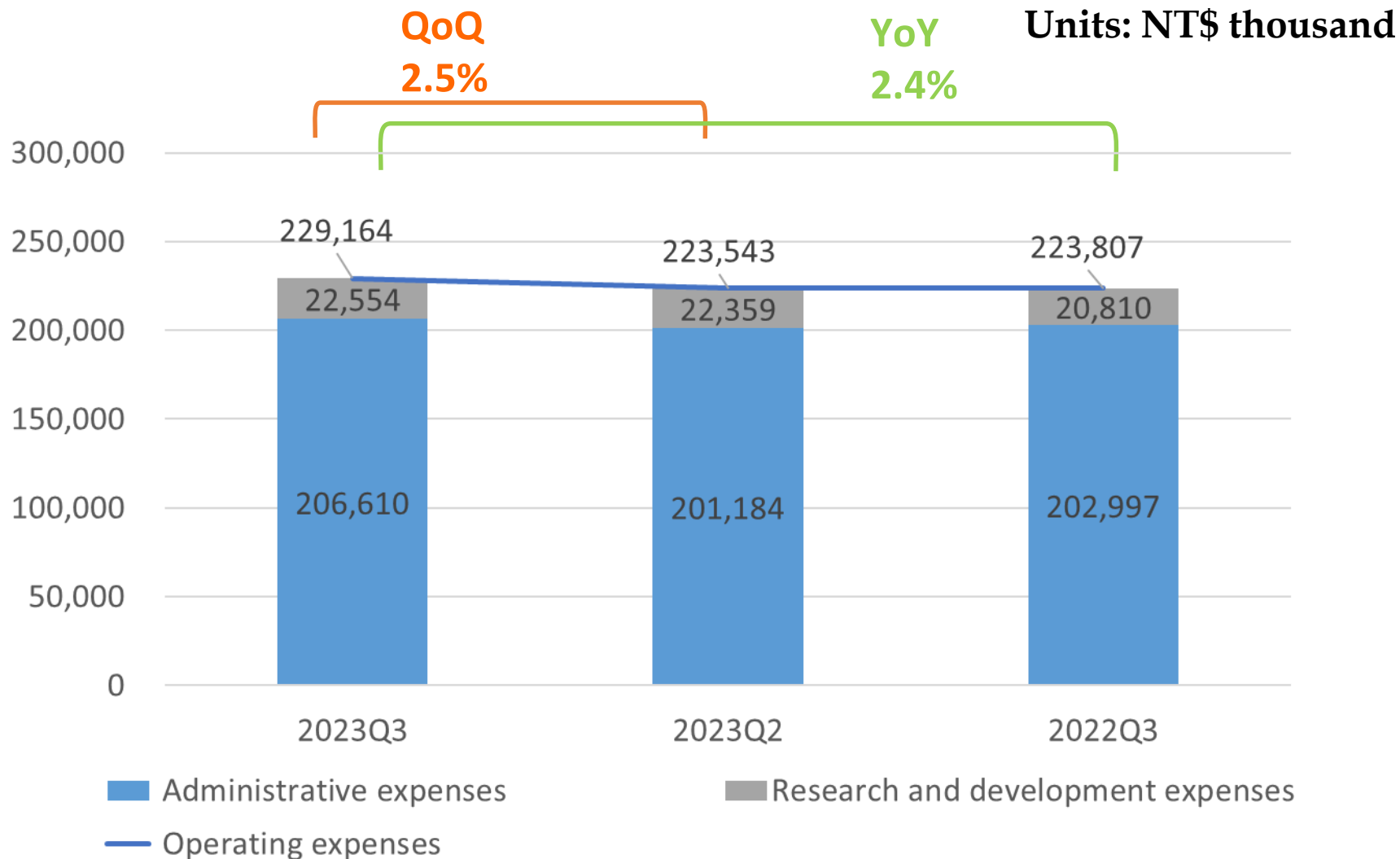
Units: NT\$ thousand



# Consolidated Gross profit%



# Consolidated Operating expenses



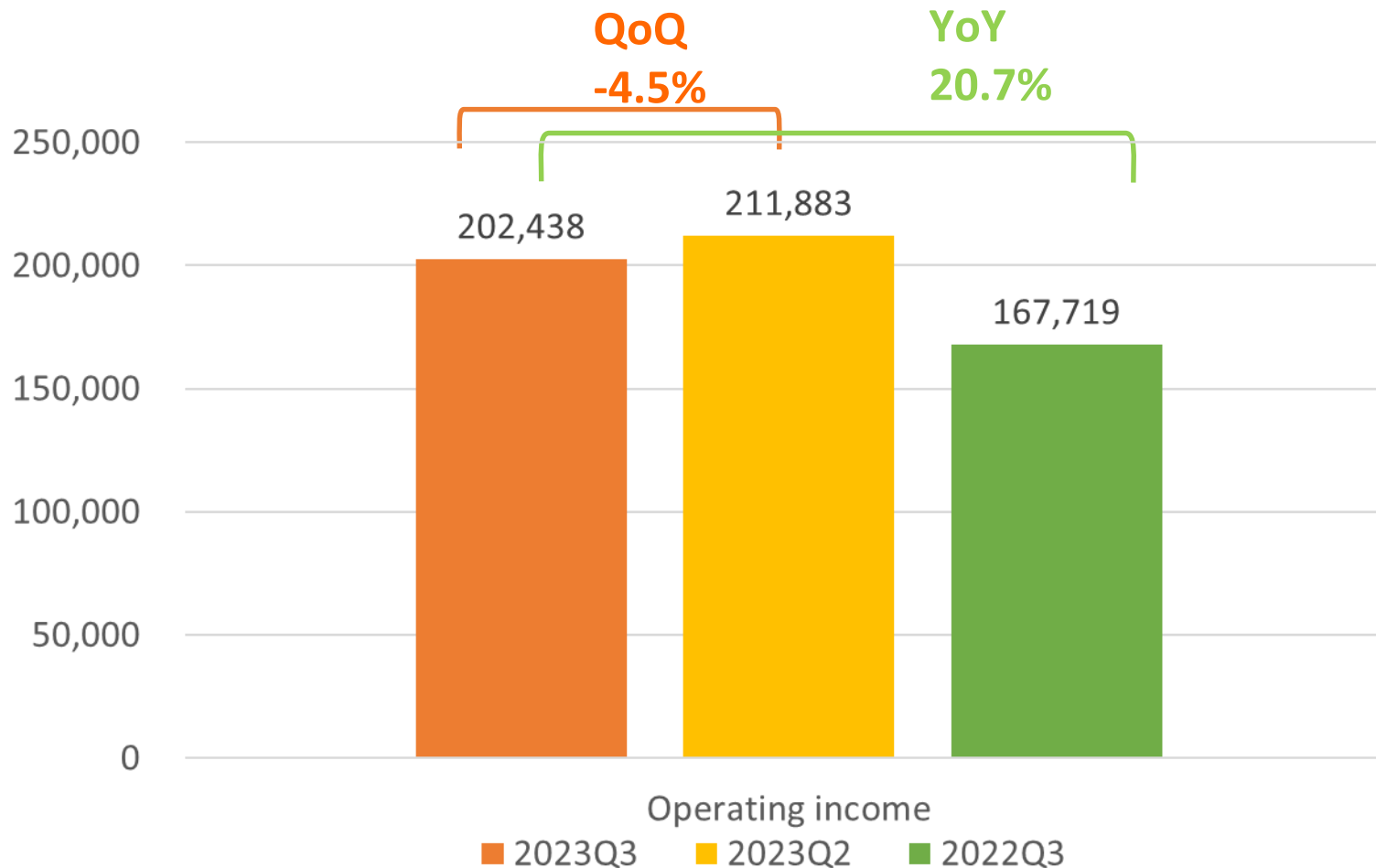
Stark Technology Inc.

敦陽科技股份有限公司

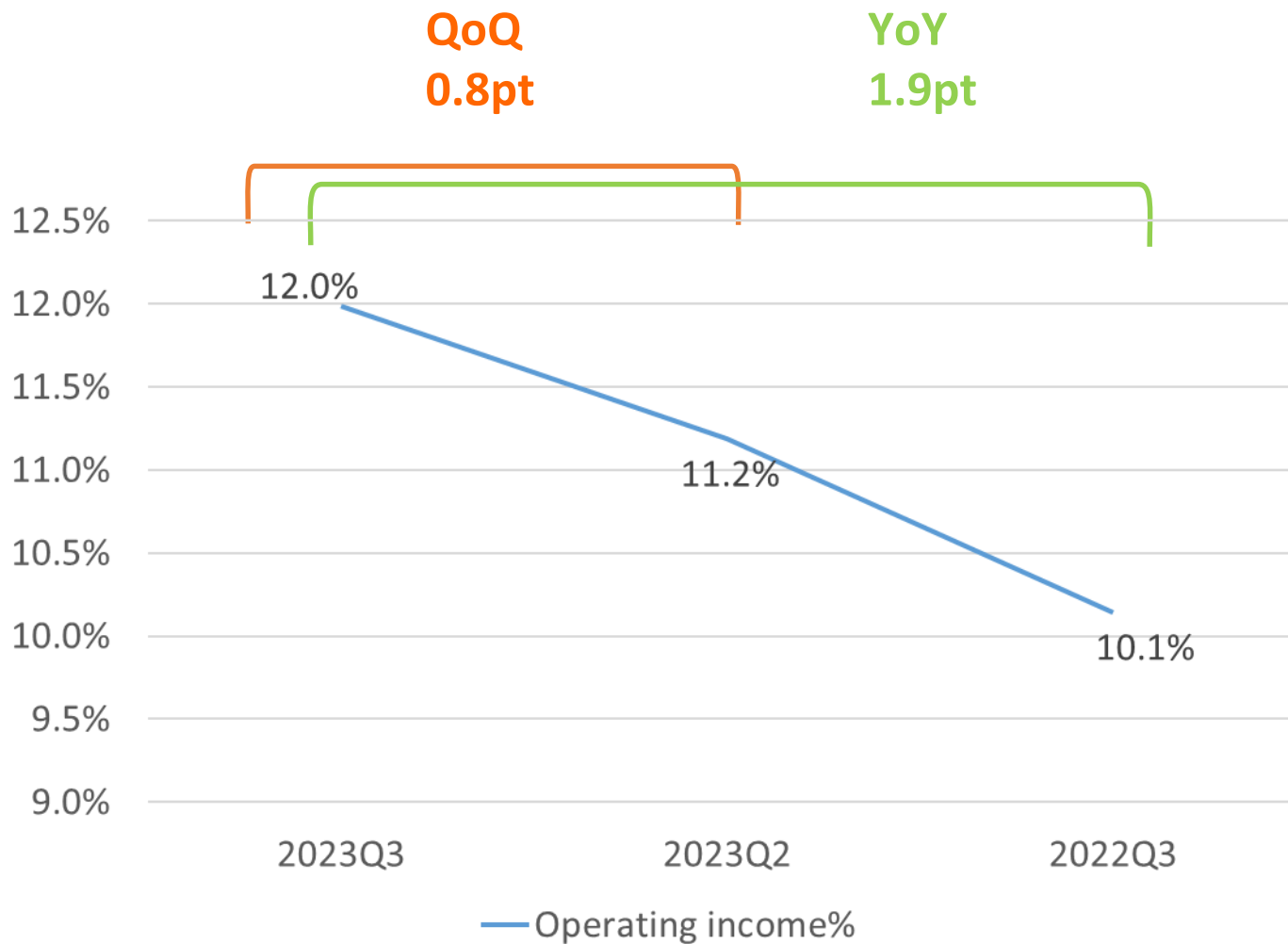


# Consolidated Operating income

Units: NT\$ thousand

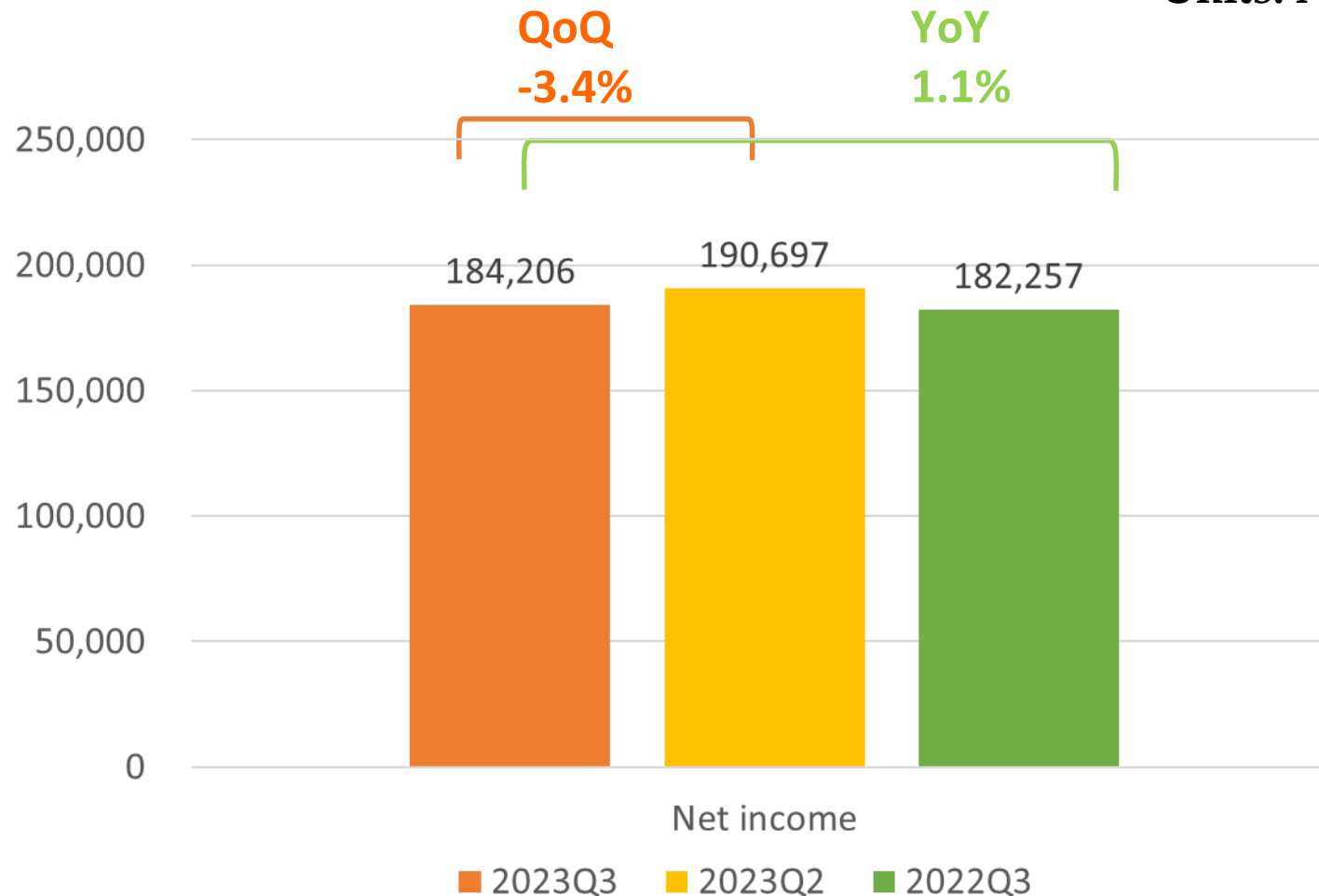


# Consolidated Operating income<sup>0</sup>%

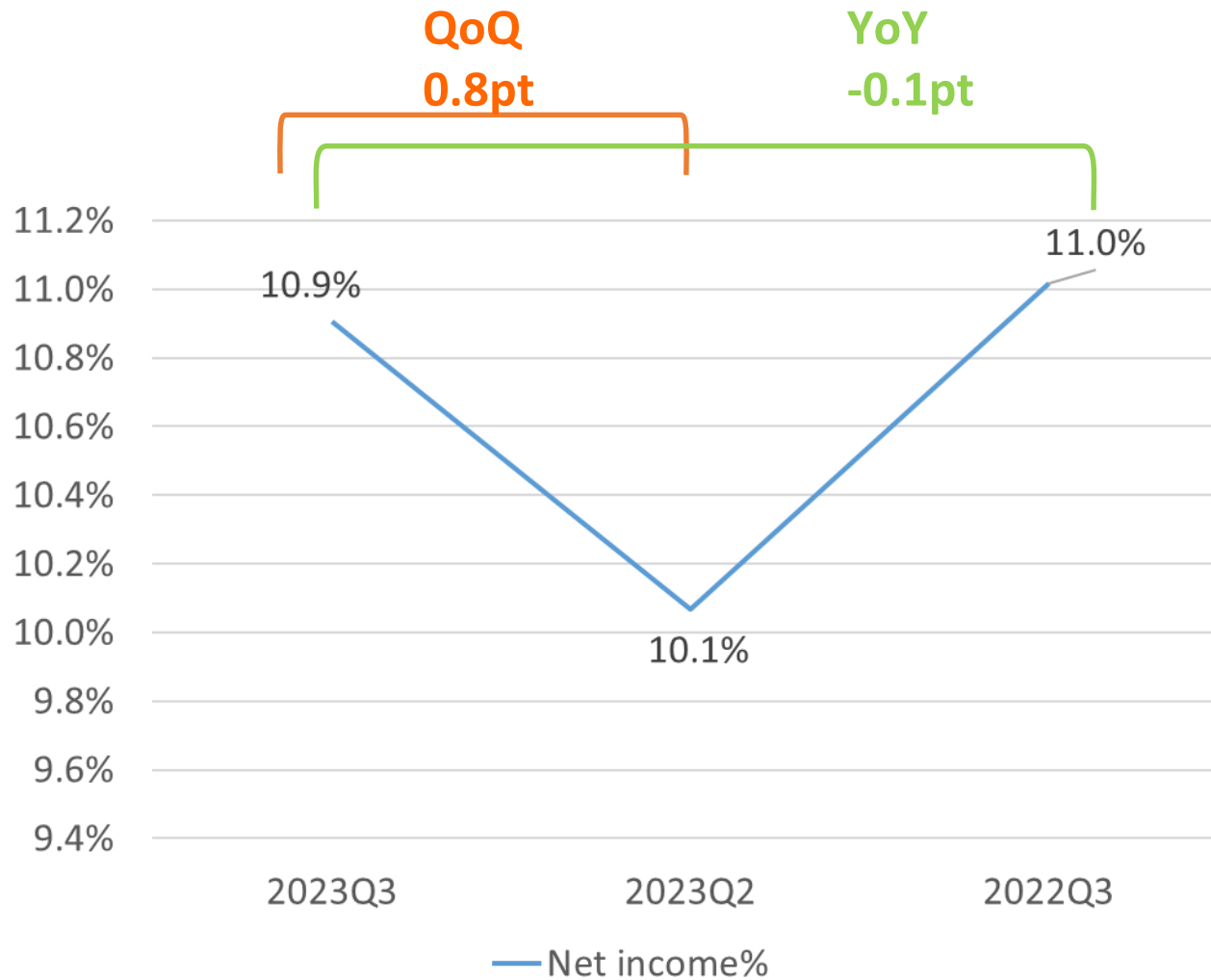


# Consolidated Net income

Units: NT\$ thousand

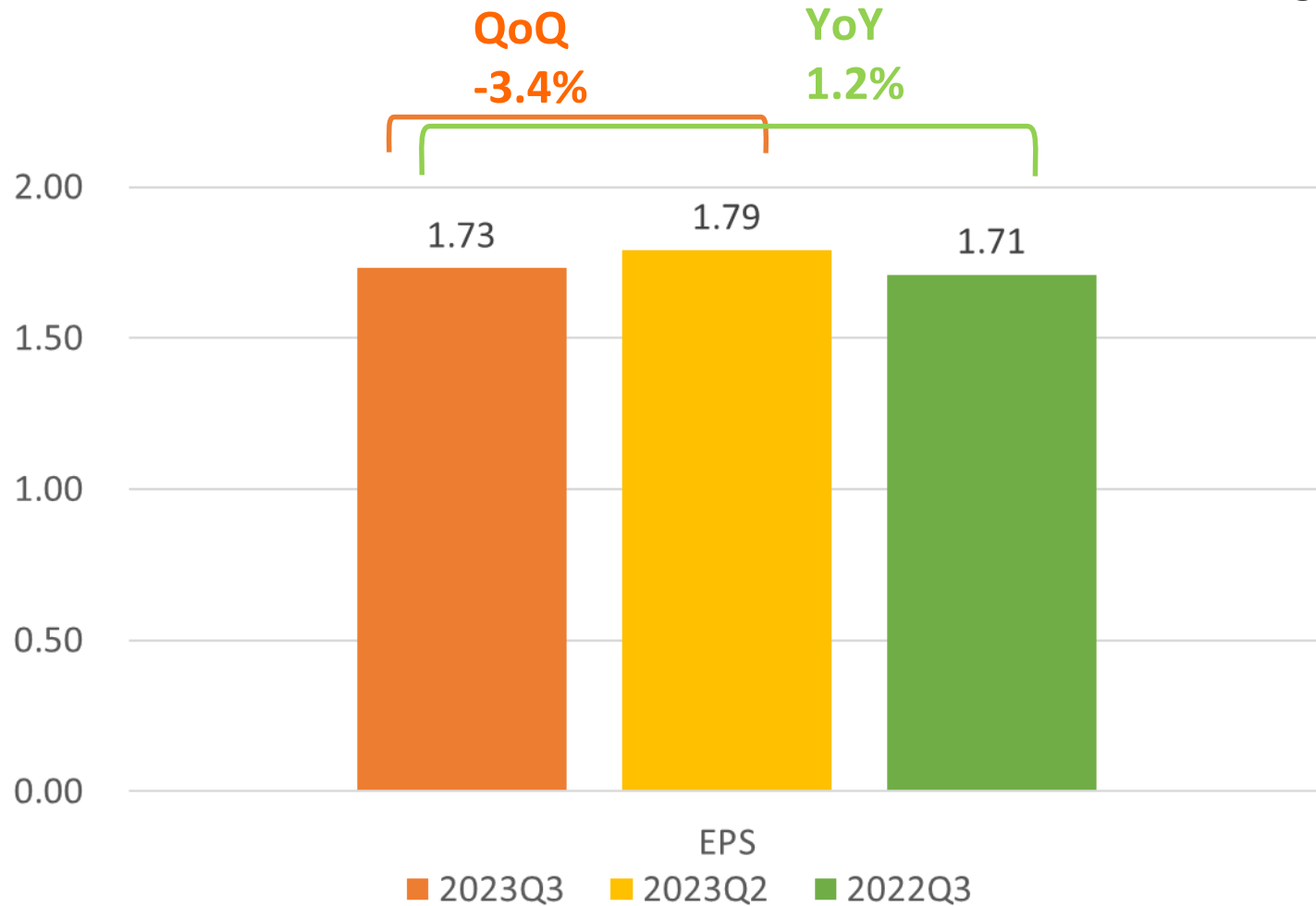


# Consolidated Net income<sup>0</sup>%



# Consolidated EPS

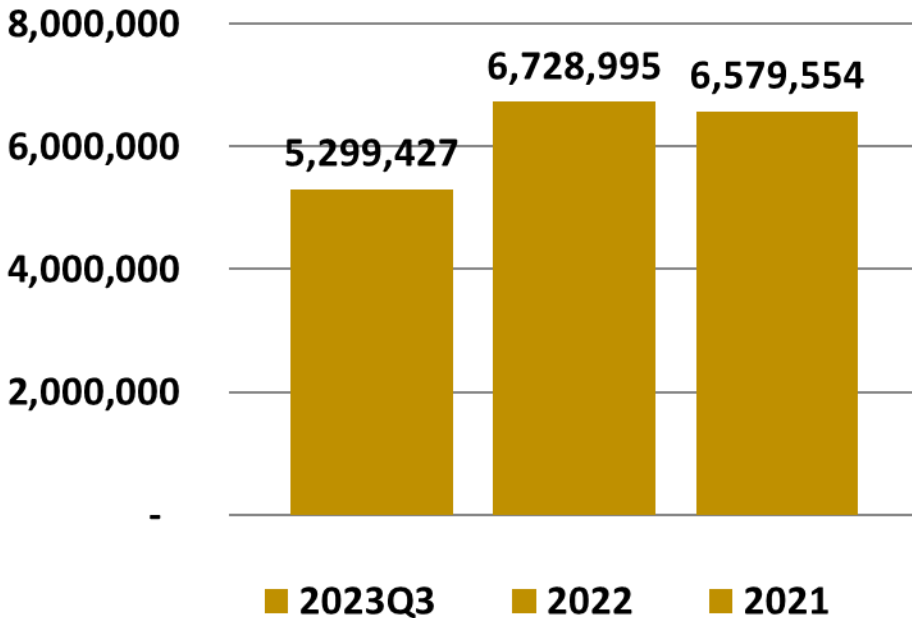
Units: NT\$



# Sales Revenue & Net Income

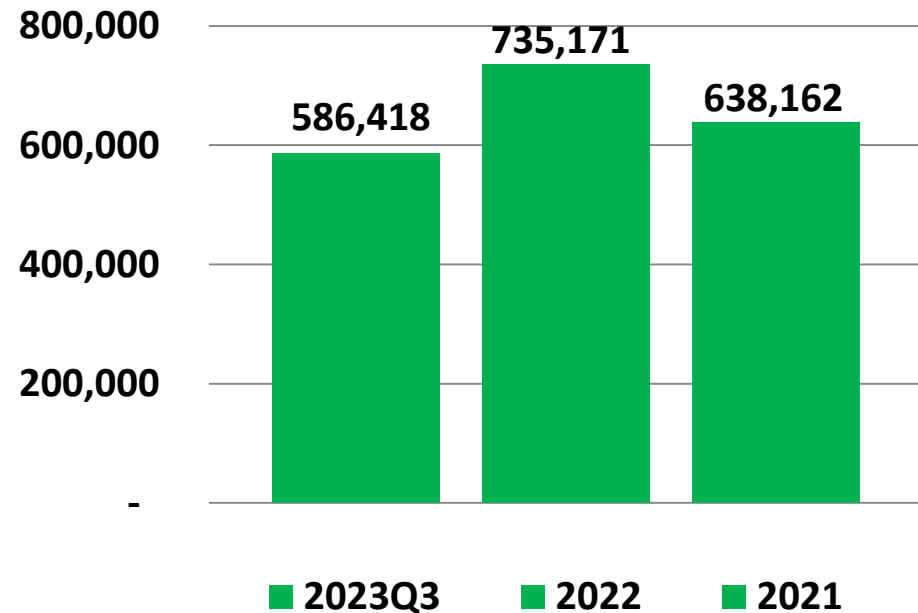
## Sales Revenue

Units:NT\$  
thousand



## Net Income

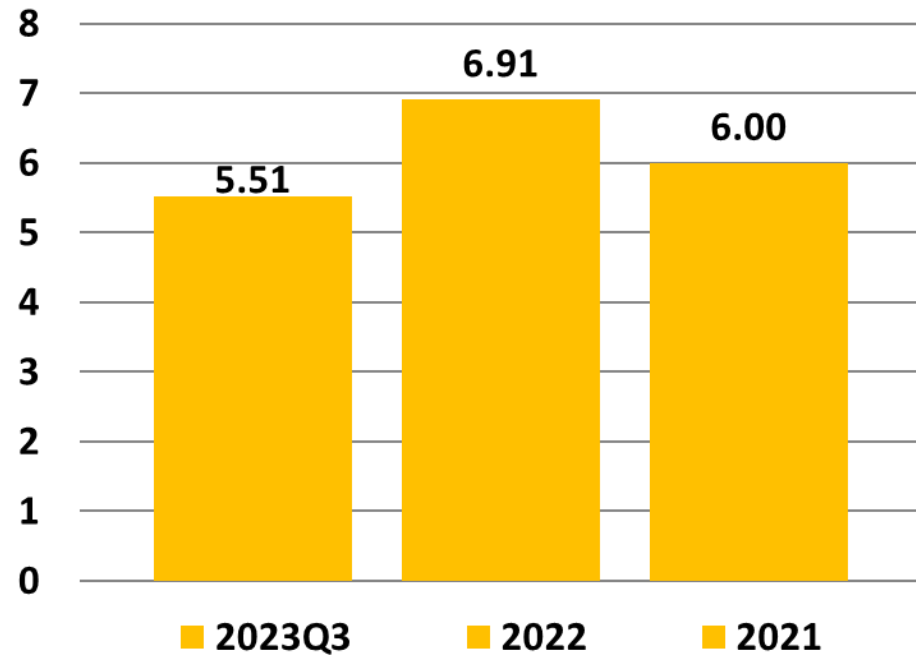
Units:NT\$  
thousand



# EPS & Capital

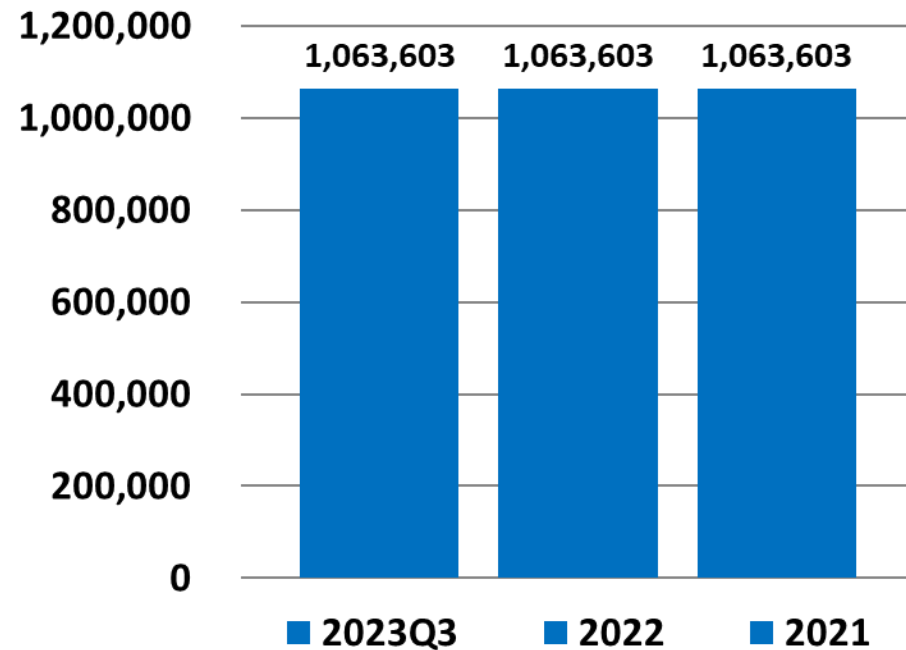
## EPS

Units:NT\$



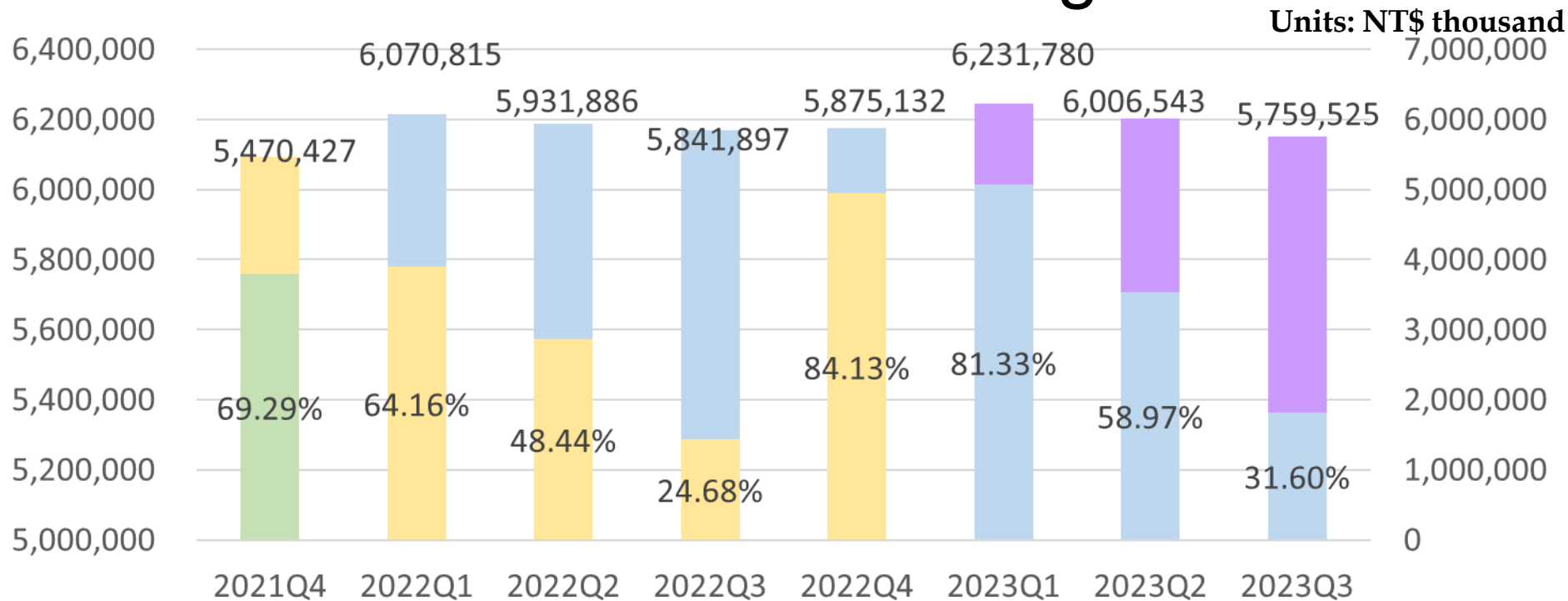
## Capital

Units:NT\$  
thousand



	2023Q3	2022	2021
ROE	18.90	23.93	21.82

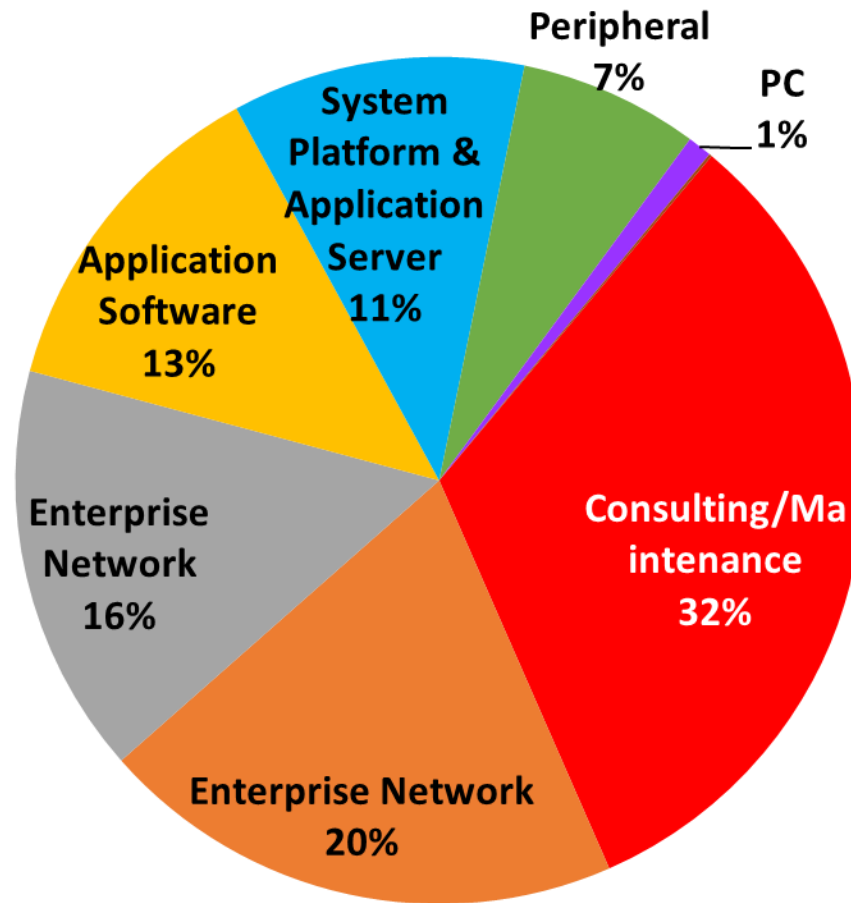
# Allocation of transaction price into unfulfilled contractual obligations



	2021Q4	2022Q1	2022Q2	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
Allocation of transaction price into unfulfilled contractual obligations	5,470,427	6,070,815	5,931,886	5,841,897	5,875,132	6,231,780	6,006,543	5,759,525
Estimated Fulfill Ratio of 2022/2023	69.29%	64.16%	48.44%	24.68%	84.13%	81.33%	58.97%	31.60%
Estimated Fulfill Amount of 2022/2023	3,790,459	3,895,035	2,873,406	1,441,780	4,942,749	5,068,307	3,542,058	1,820,010
Estimated Fulfill Amount After 2023/2024	1,679,968	2,175,780	3,058,480	4,400,117	932,383	1,163,473	2,464,485	3,939,515

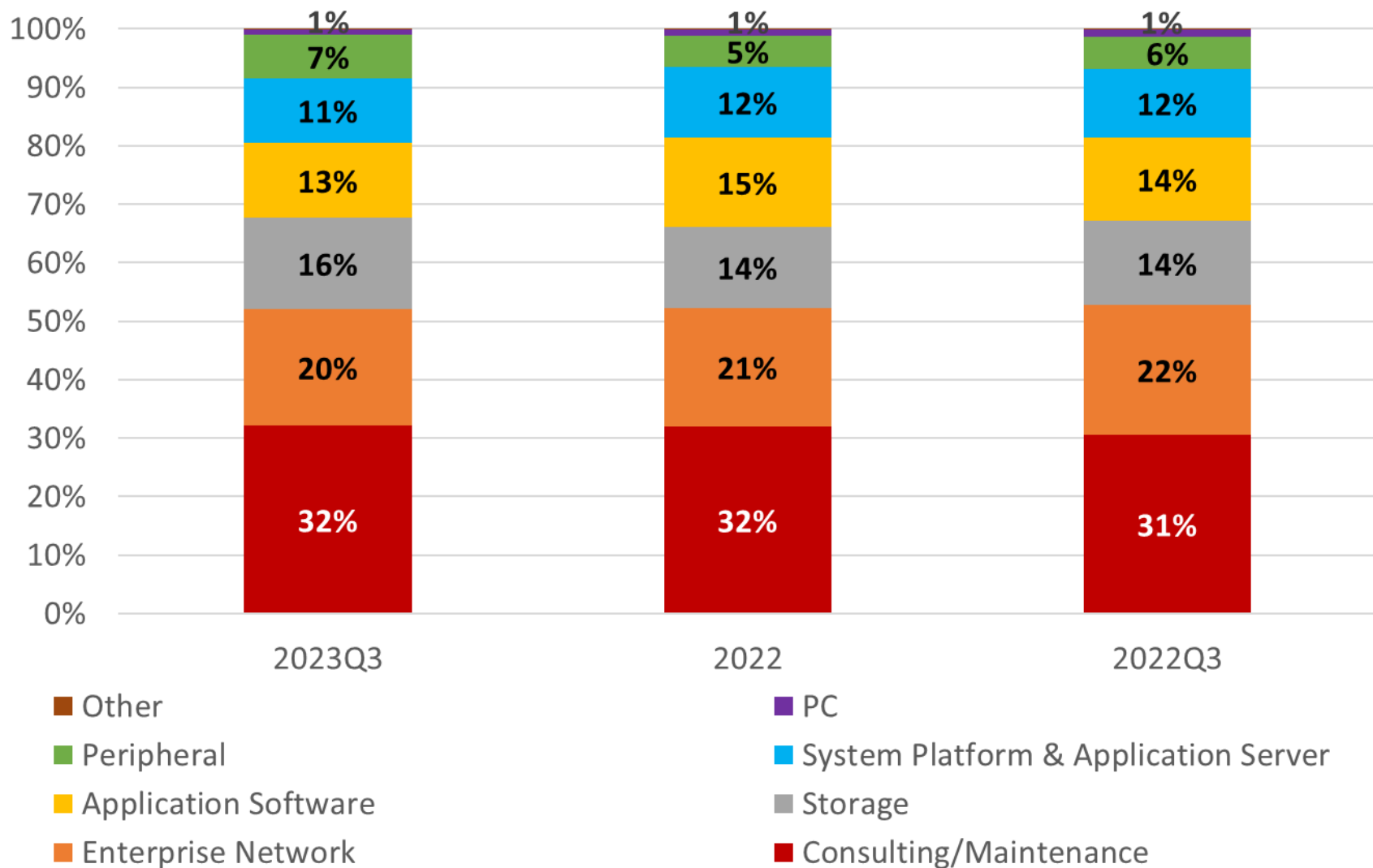


# 2023Q3 Sales Revenues by Type



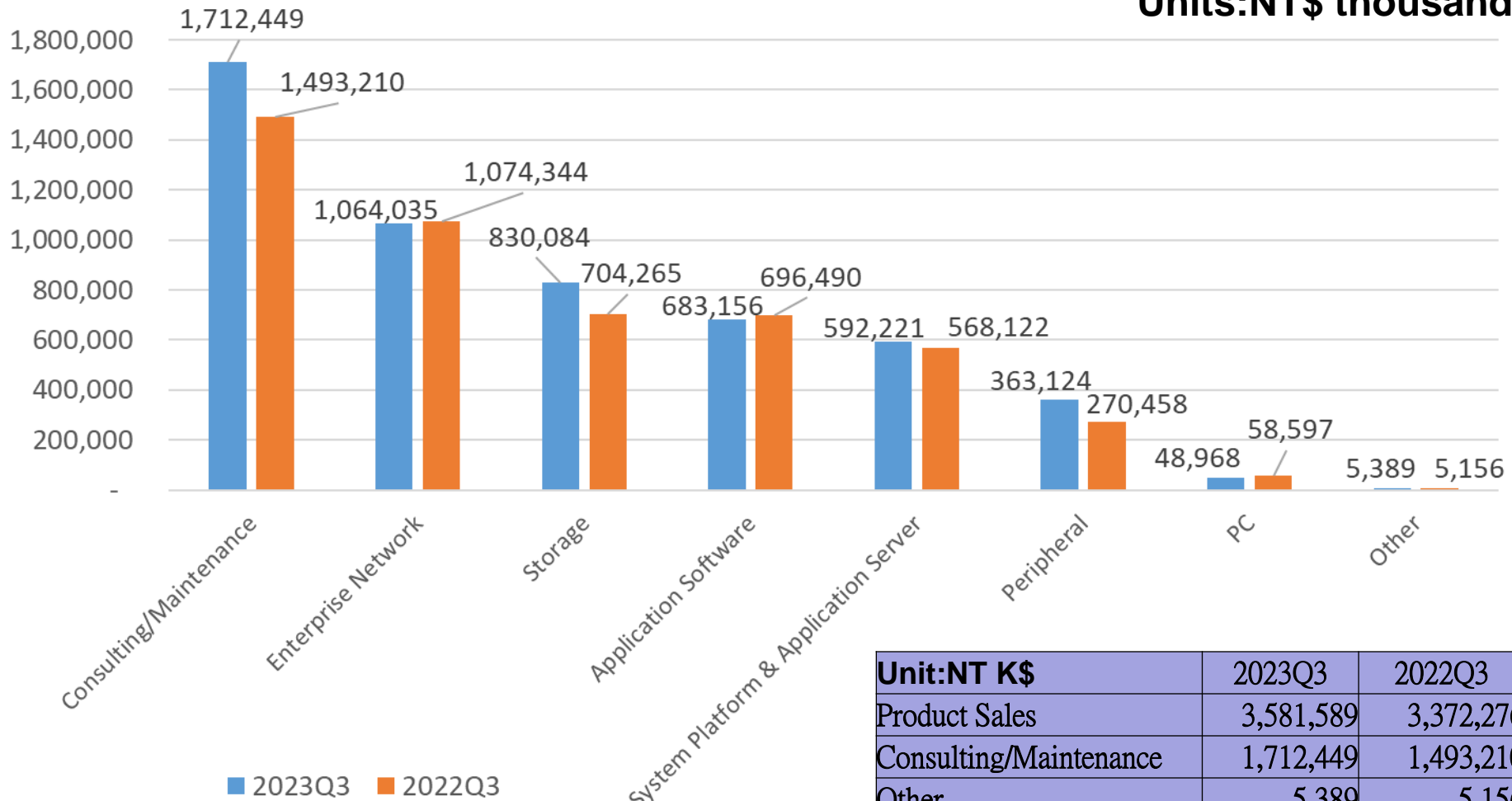
Revenue:5.299billion

# Comparison of Sales Revenues by Type



# Compare Sales Revenues by Type

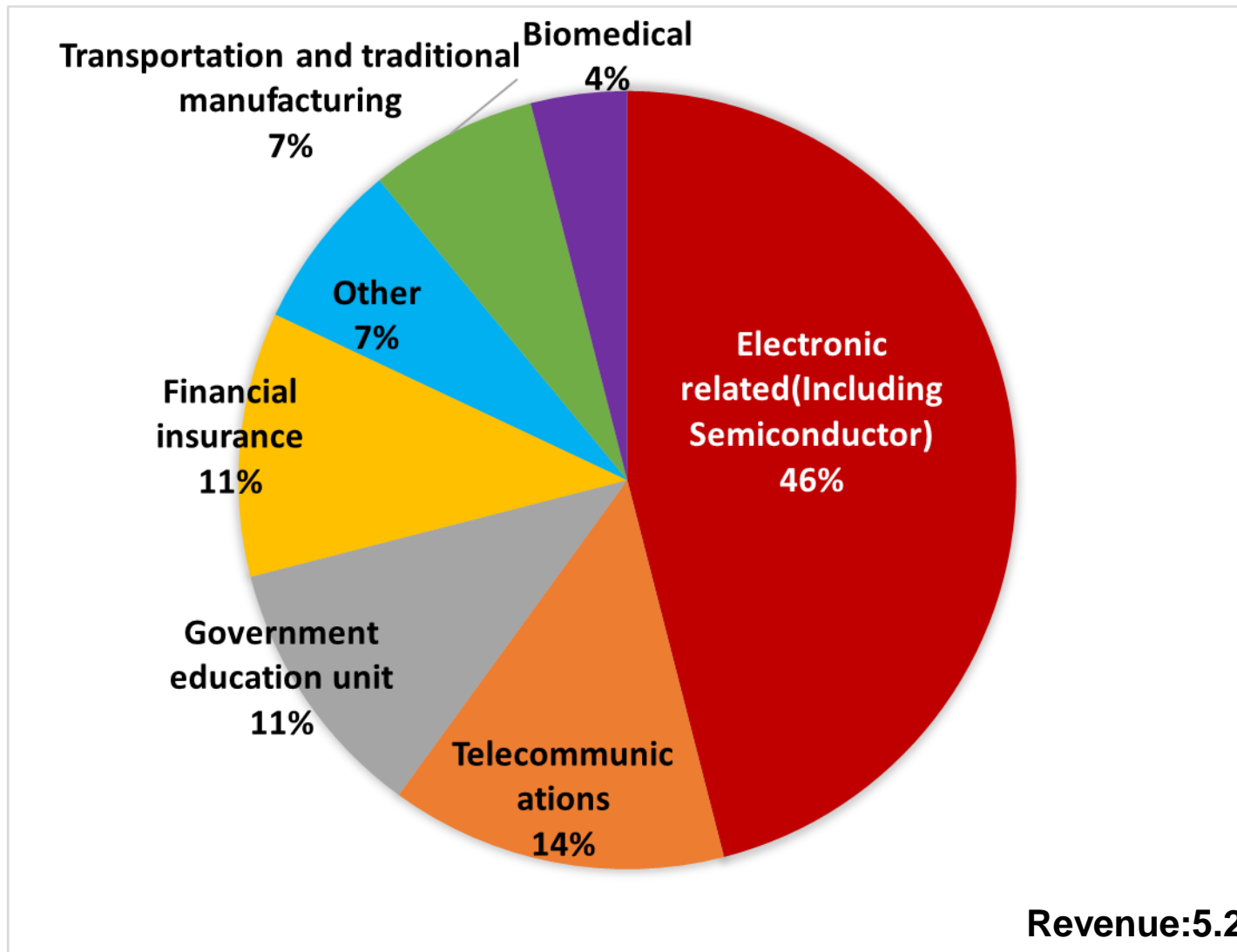
Units:NT\$ thousand



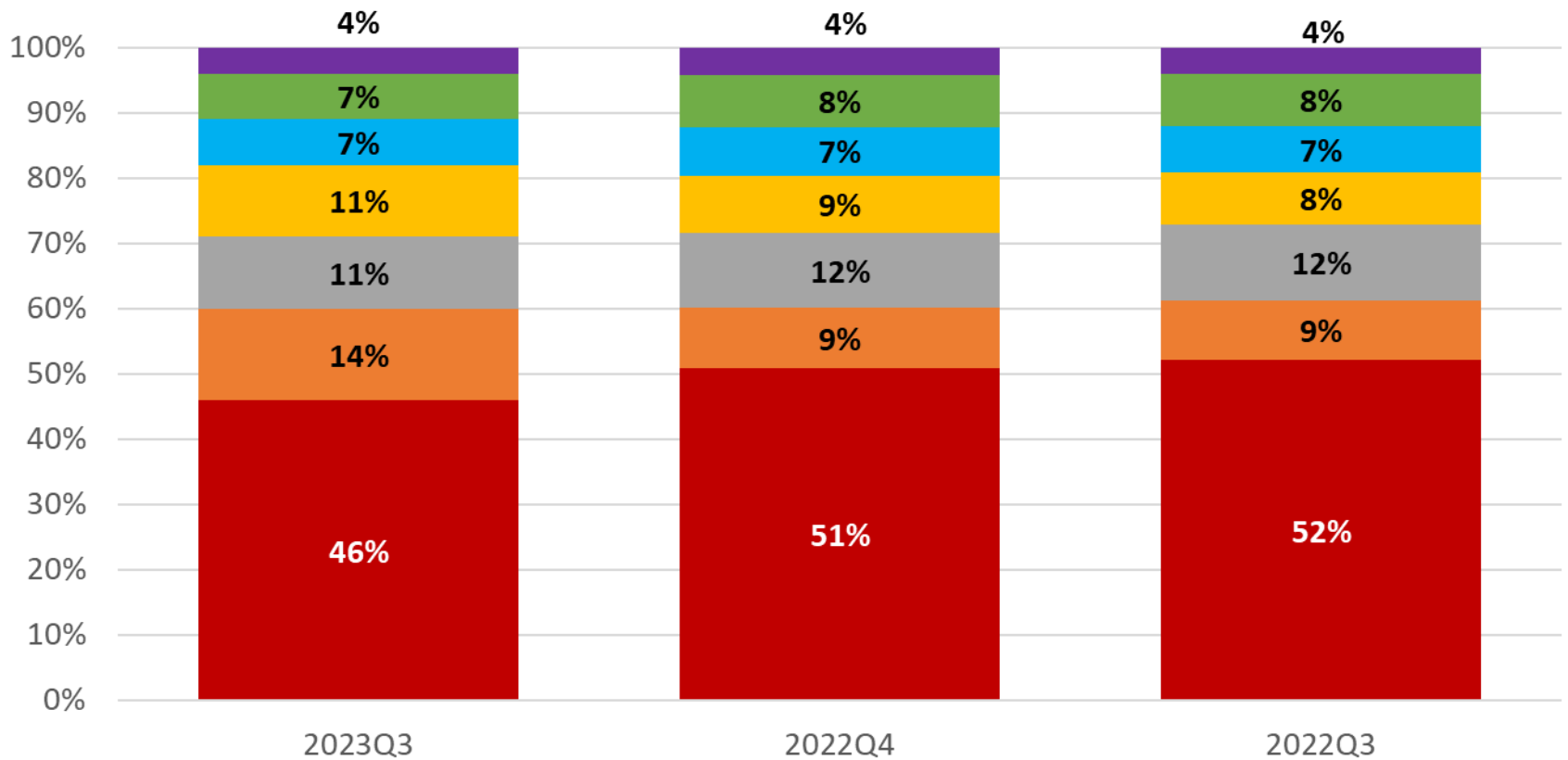
Revenue:5.299billion      Revenue:4.871billion

Unit:NT K\$	2023Q3	2022Q3
Product Sales	3,581,589	3,372,276
Consulting/Maintenance	1,712,449	1,493,210
Other	5,389	5,156
Total	5,299,427	4,870,642

# 2023Q3 Sales Revenues by Industry

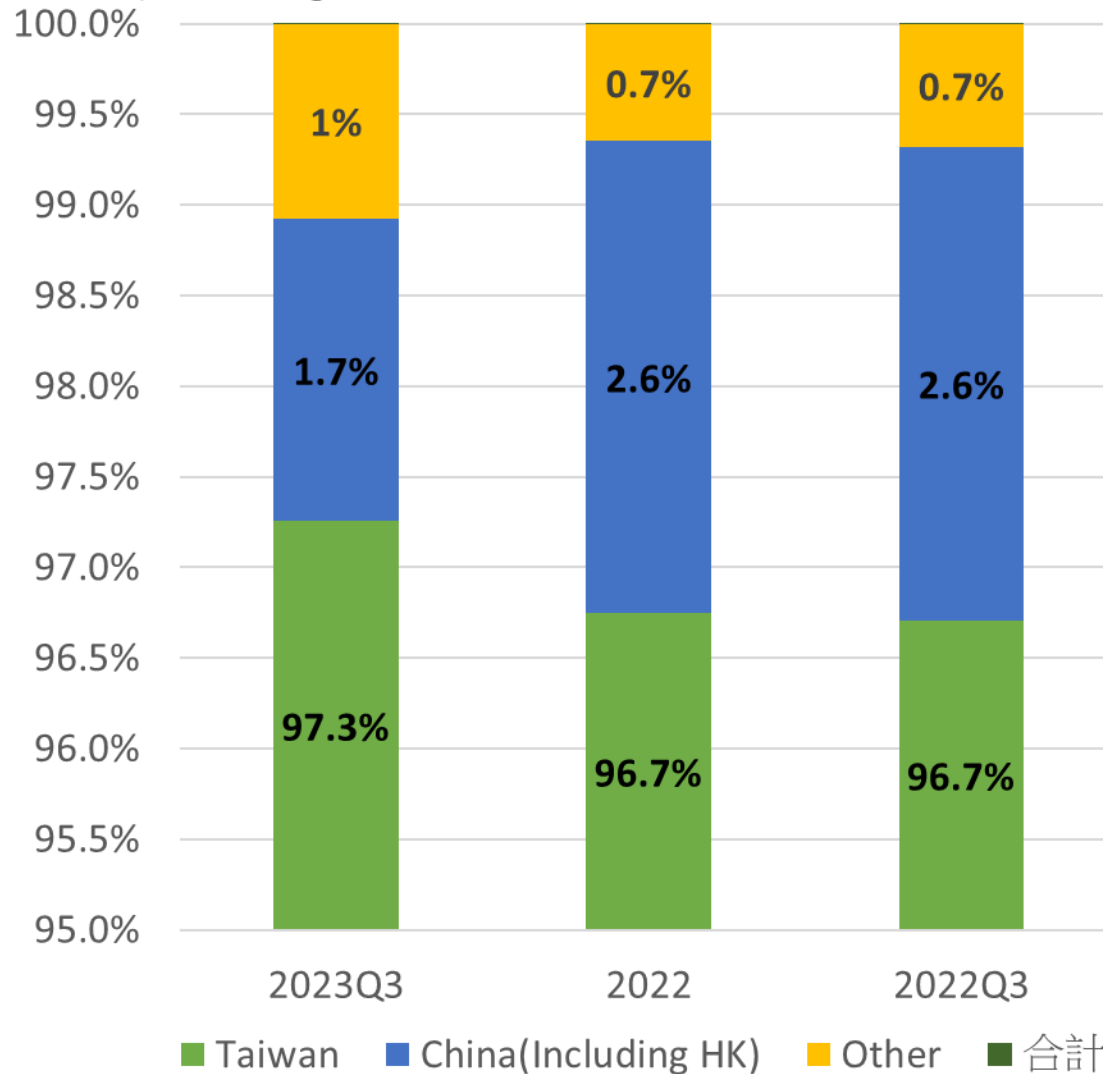


# Comparison of Sales Revenues by Industry(Accumulated)



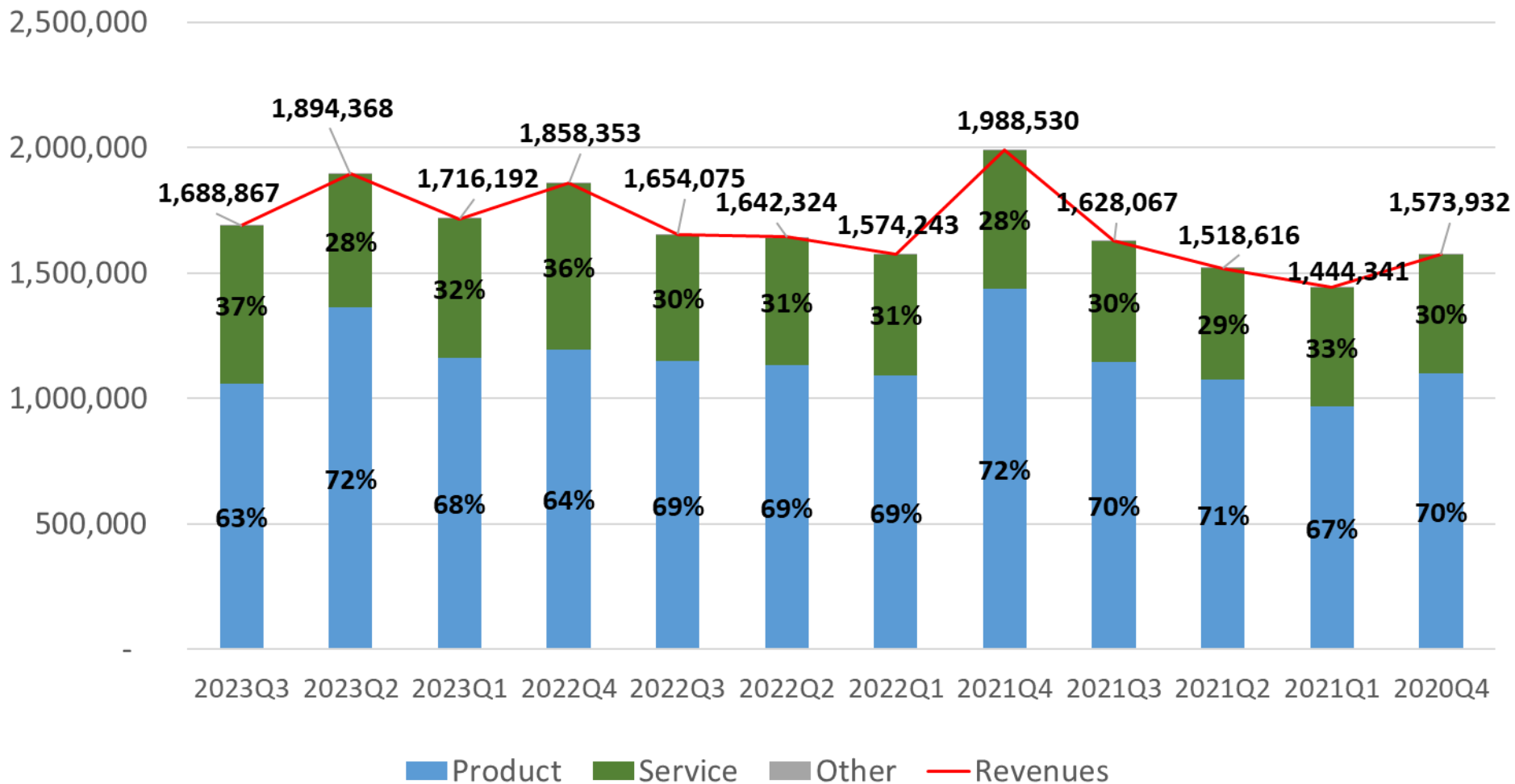
- Biomedical
- Transportation and traditional manufacturing
- Other
- Government education unit
- Financial insurance
- Telecommunications
- Electronic related(Including Semiconductor)


# Comparison of Sales Revenues by Region(Accumulated)



# Quarterly revenue status

Units:NT\$  
thousand





**Q & A**  
**Thank you!!**