

Stark Technology Inc.(2480)

2024Q2 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**
- **624+ 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**

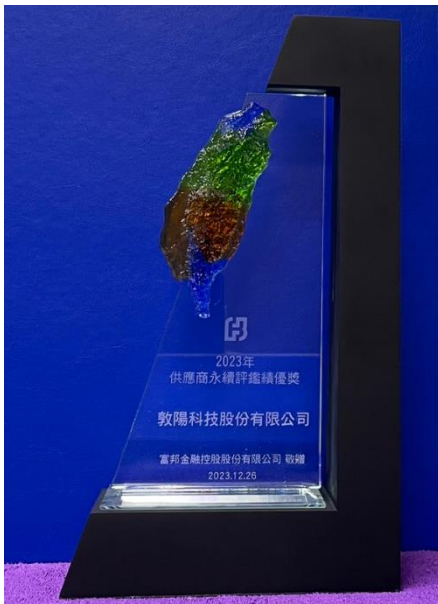
Corporate Governance Evaluation

- Rated as Taiwan's top 21%-35% company over the 10th Corporate Governance Evaluation

Year	Announce Results	STI Percentage
2014(1 st .)	The top 20%	6%-20%
2015(2 nd .)	The top 50%	6%-20%
2016(3 rd .)	100%	6%-20%
2017(4 th .)	100%	6%-20%
2018(5 th .)	100%	6%-20%
2019(6 th .)	100%	6%-20%
2020(7 th .)	100%	6%-20%
2021(8 th .)	100%	21%-35%
2022(9 th .)	100%	21%-35%
2023(10 th .)	100%	21%-35%

Awards

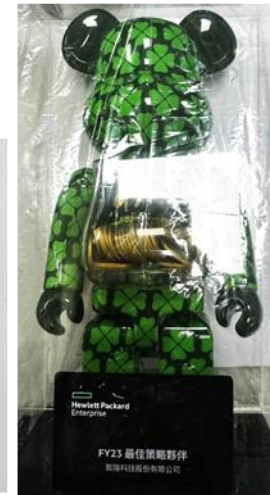
- Fubon Financial Holdings was named "Sustainable Performance Excellent Supplier" in 2023
- Taishin Financial Holdings was named "Excellent Supplier" in 2022



Awards(Continued)

System Products

- 【Cisco】FY22 Reseller of the Year
- 【DELL】2022 Best Hybrid Cloud Solution
- 【Lenovo】FY22&23 Best Solution Sales Award
- 【HPE】FY23 Best strategic partner
- 【HPE】FY23-Best partner Award
- 【IBM】2023 Expanded Industry Customer Achievement Award



Awards(Continued)

Storage Products

【FUJITSU】 2022 Most Valuable Partner

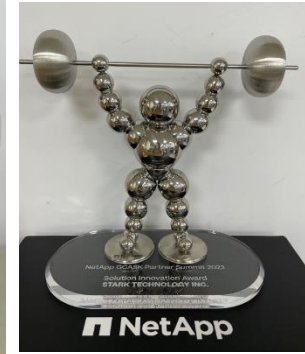
【VMware】 2022-VMware Excellent partner in the central and southern markets

【HDS】 FY22 Best Elite Reseller

【NetApp】 FY23 Outstanding Partner Award

【NetApp】 GCASK Partner Summit 2023 - Solution Innovation Award

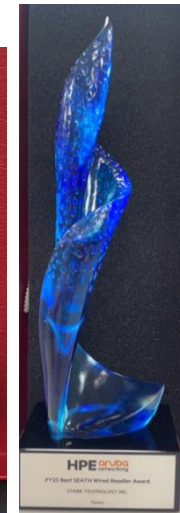
【Veeam】 FY23 Platinum Partner of the Year Award



得獎事蹟(續)

網路資安產品

- 【Palo Alto】FY23 DIAMOND AWARD
- 【CITRIX】2023 Best Service Provider Award
- 【CITRIX】2023 Annual Best Contribution Award
- 【OpenText】2023 Outstanding Cross-Selling Award
- 【Cisco】Cisco-SMB FY23 Sales Star of the Year
- 【HPE ARUBA】FY23 HPE Aruba Champion Partner the Year
- 【HPE ARUBA】FY23 Best SEATH Wired Reseller Award
- 【Fortinet】2023 Best Horse Award
- 【TEAM T5】2023 best sales partner
- 【F5】FY23 Best Project Development Contribution Distributor
- 【Checkpoint】2023 Best New Business Development Partner



Awards(Continued)

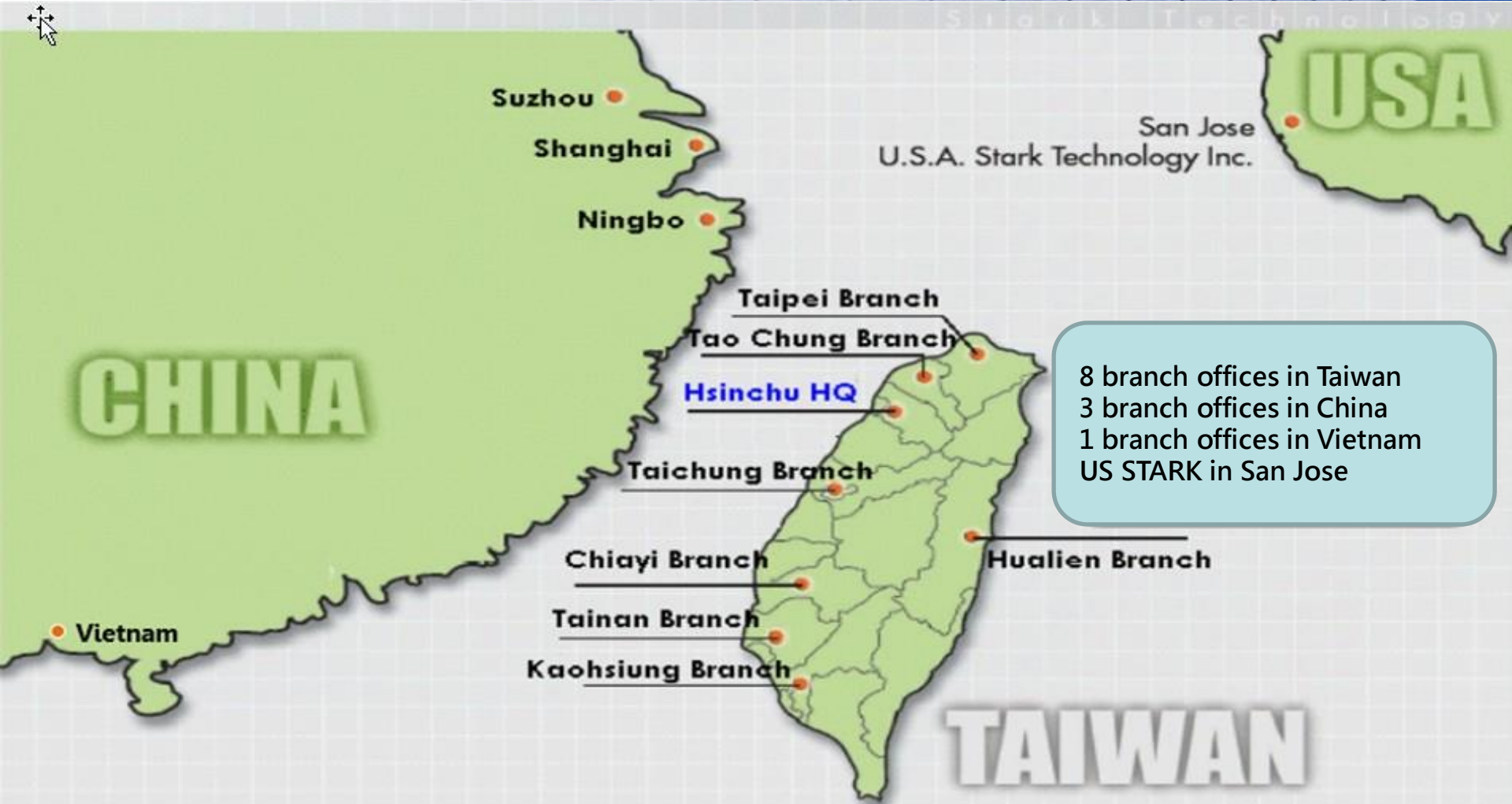
Other Products

【DELL】 2022 Best Hybrid Cloud Solution

【NUTANIX】 FY23 Best Reseller partnert



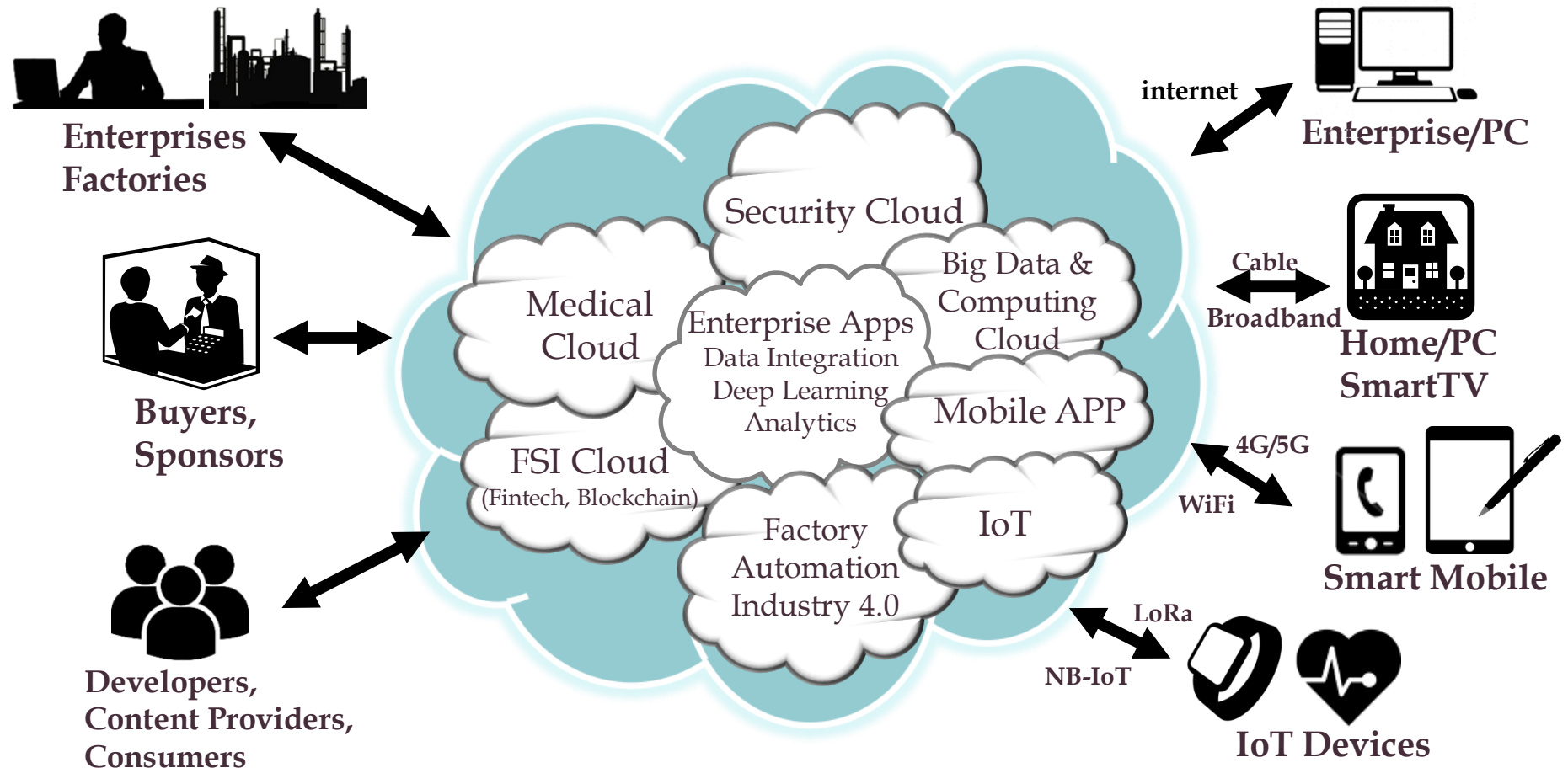
STI Service Network



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*

Artificial Intelligence

AI Infrastructure

Container Platform

- ✓ Docker 、K8S
- ✓ OpenShift
- ✓ Portability
- ✓ Scalability

- Quality 、 Privacy 、 Security 、 Compliance
- Cataloging 、 Metadata 、 Access Controls

Data Governance

Hardware

- ✓ GPUs 、 Storage 、 Networks
- ✓ Scalability 、 Performance 、 Security



Customer Requirements

NVIDIA AI Foundry

Assist customer to leveraging existing models/inferences to run on anywhere for the target AI apps.

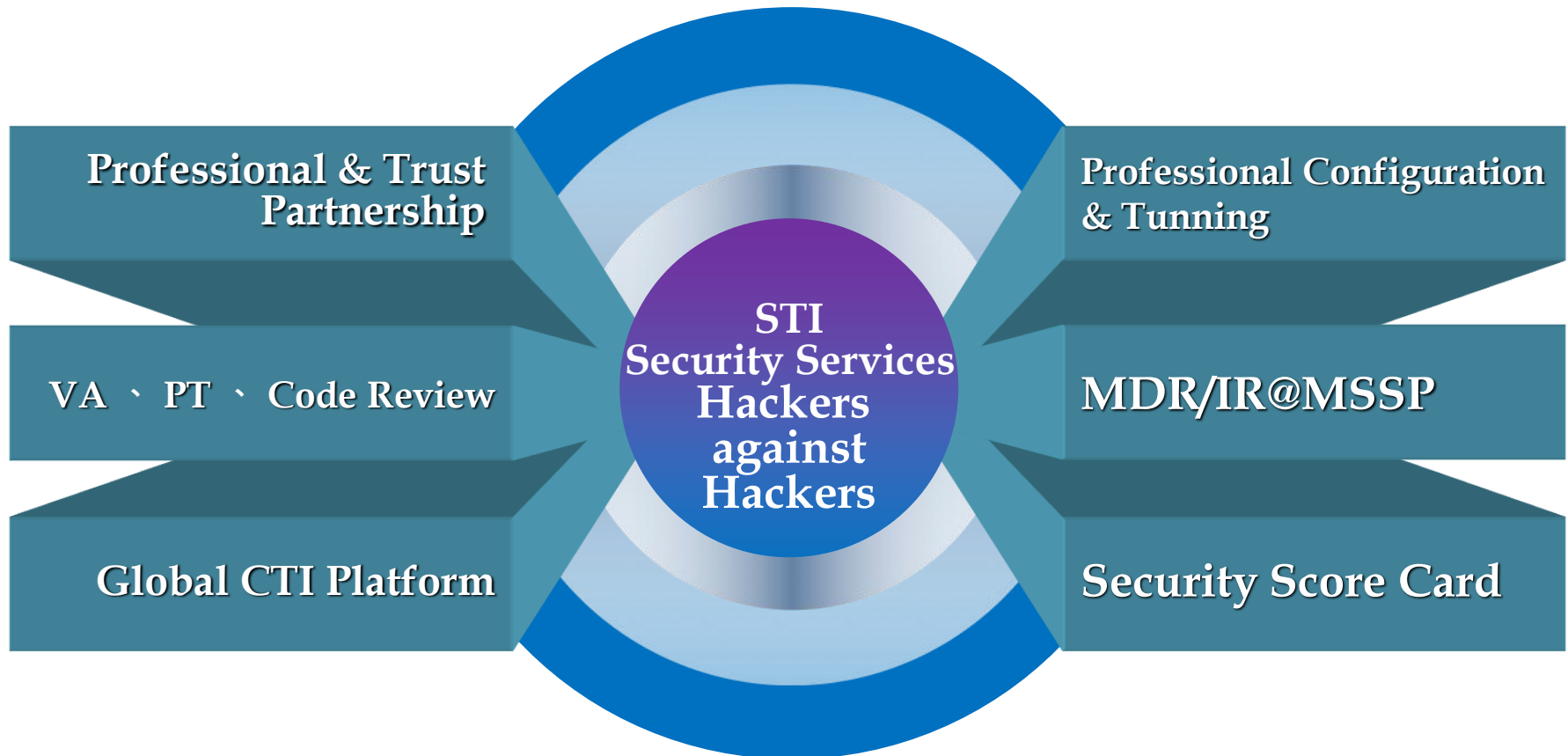


Industry-Academia Alliance

Academic/Industry alliance to redefine enterprise AI smart technology



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

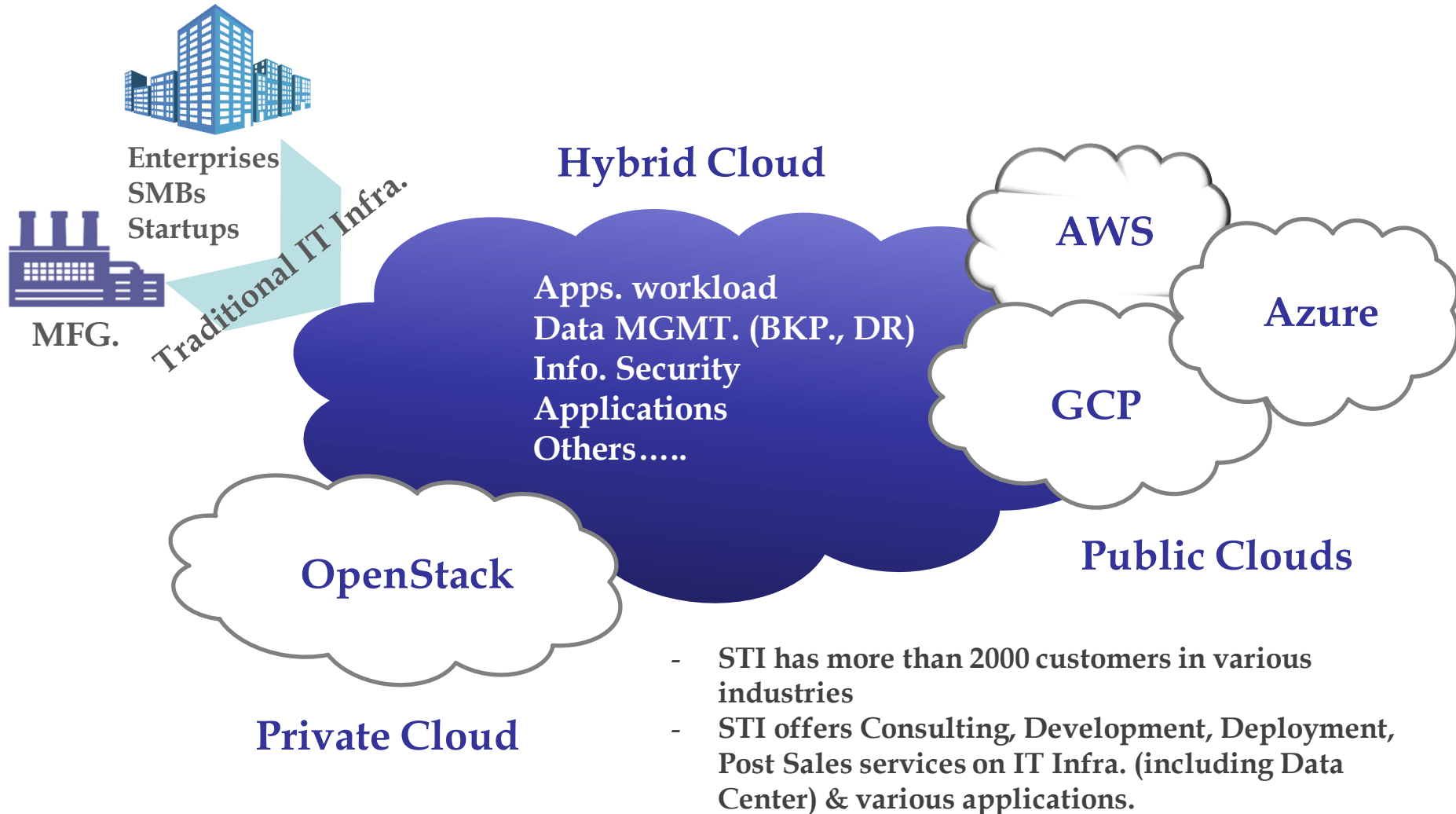
Endpoint
Security

Data
Security

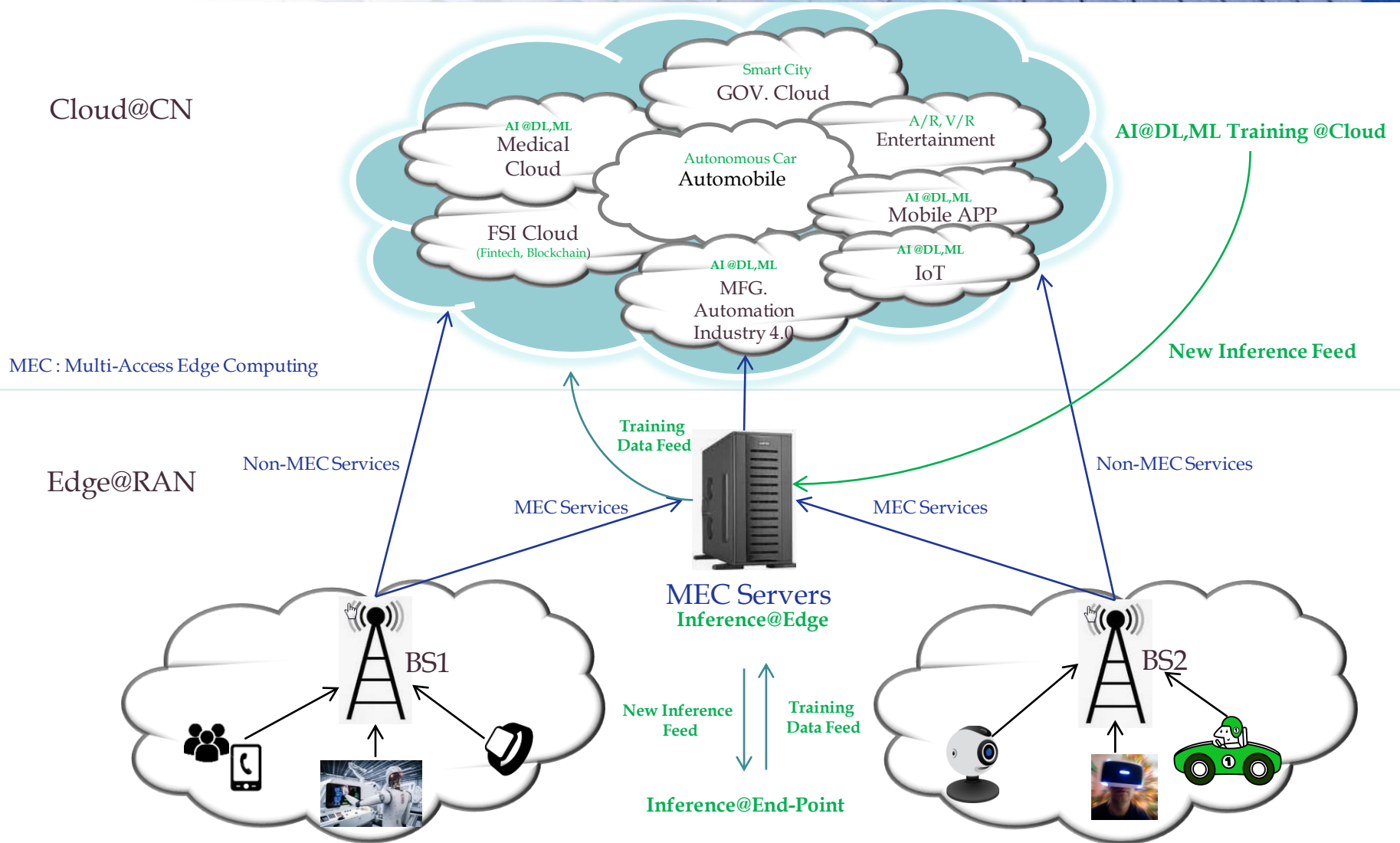
Mobile
Security

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.



NetApp

NUTANIX

VERITAS VEEAM

vmware

Telcomm.

Nokia Networks

Data Comm.



Open Systems



STI Professional Service

Balance Sheet Overview (Consolidated)

Units:NT\$ thousand

ITEM	2024/6/30		2023/12/31		2024/6/30	
	AMT	%	AMT	%	AMT	%
Cash and cash equivalents	1,382,060	21%	1,834,358	28%	1,240,164	20%
Accounts receivable (including contract assets)	920,846	14%	874,580	13%	1,187,121	19%
Inventories	2,417,030	36%	2,282,771	34%	2,236,296	36%
Property,Plant and equipment	648,280	10%	495,515	7%	453,494	7%
Total Assets	6,646,211	100%	6,668,449	100%	6,297,270	100%
Current Liabilities	3,542,422	53%	3,315,201	50%	3,318,970	53%
Total Liabilities	3,618,793	54%	3,398,498	51%	3,424,786	54%
Equity	3,027,418	46%	3,269,951	49%	2,872,484	46%

Source: Market Observation Post System

Income Statements Overview (Consolidated)

Units: NT\$ thousand

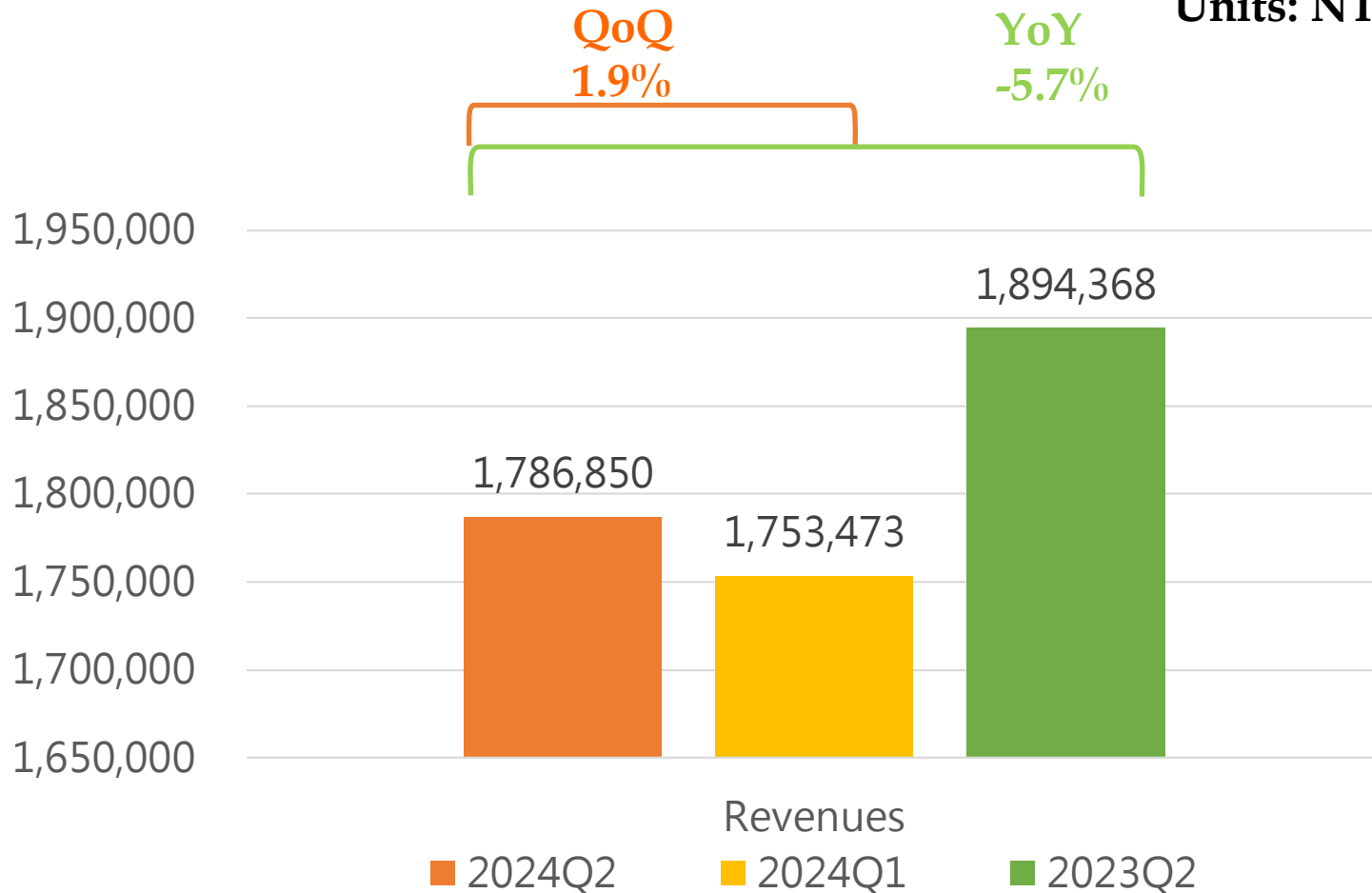
Item	2024 Jan.--June		2023 Jan.--June		YOY
	AMT	%	AMT	%	
Revenues	3,540,323	100%	3,610,560	100%	-1.9%
Gross profit	919,947	26%	879,545	24%	4.6%
Operating expense	455,927	13%	429,615	11%	6.1%
Operating income	464,020	13%	449,930	13%	3.1%
Other income	46,526	1%	45,888	1%	1.4%
Pre-tax income	510,546	14%	495,818	14%	3.0%
Net income	406,771	11%	402,212	11%	1.1%
EPS(NT\$)	3.82		3.78		1.1%

Source: Market Observation Post System

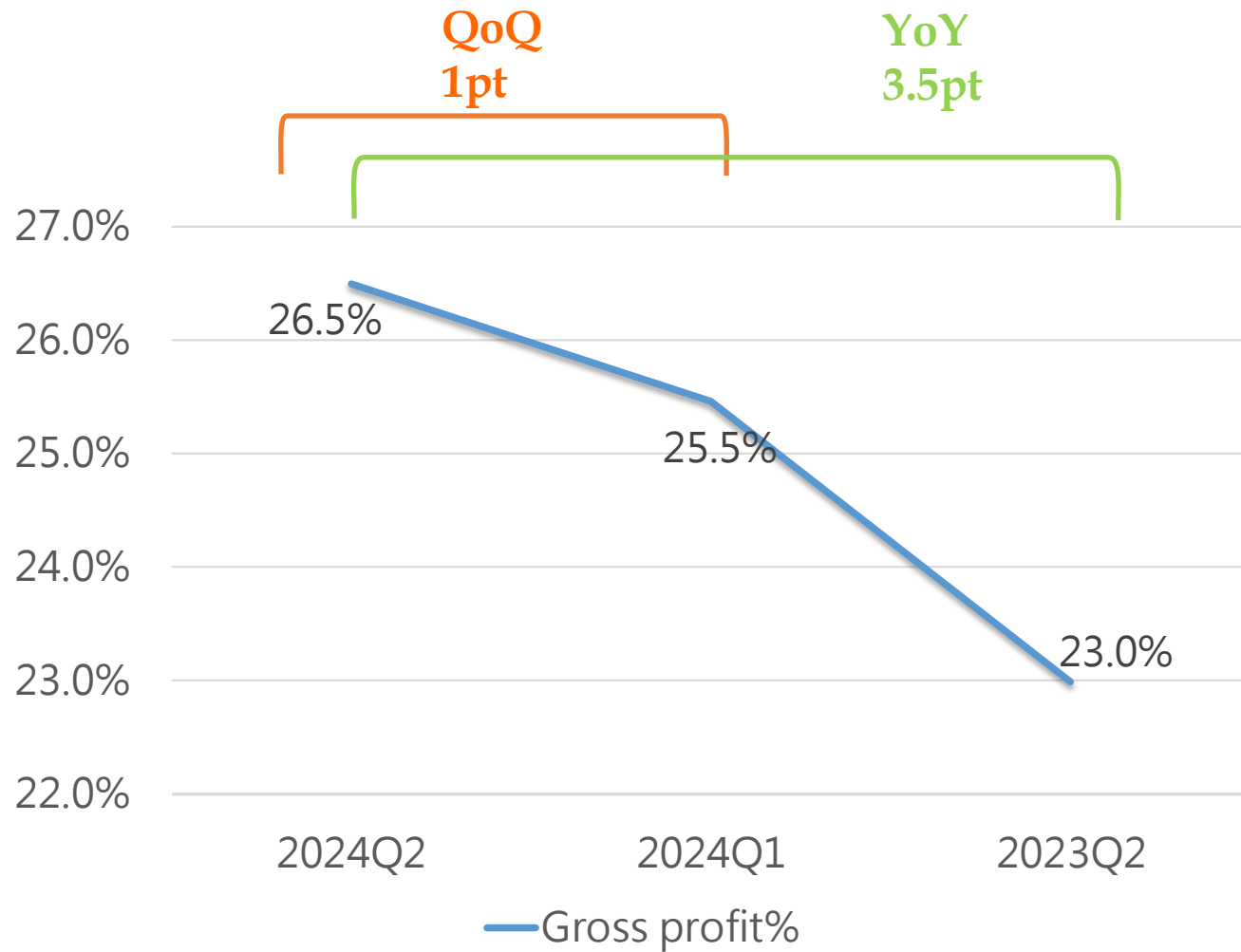
Note:China subsidiary's revenue of consolidated: 2024Q2 1.72%; 2023Q2 1.68%

Consolidated Revenues

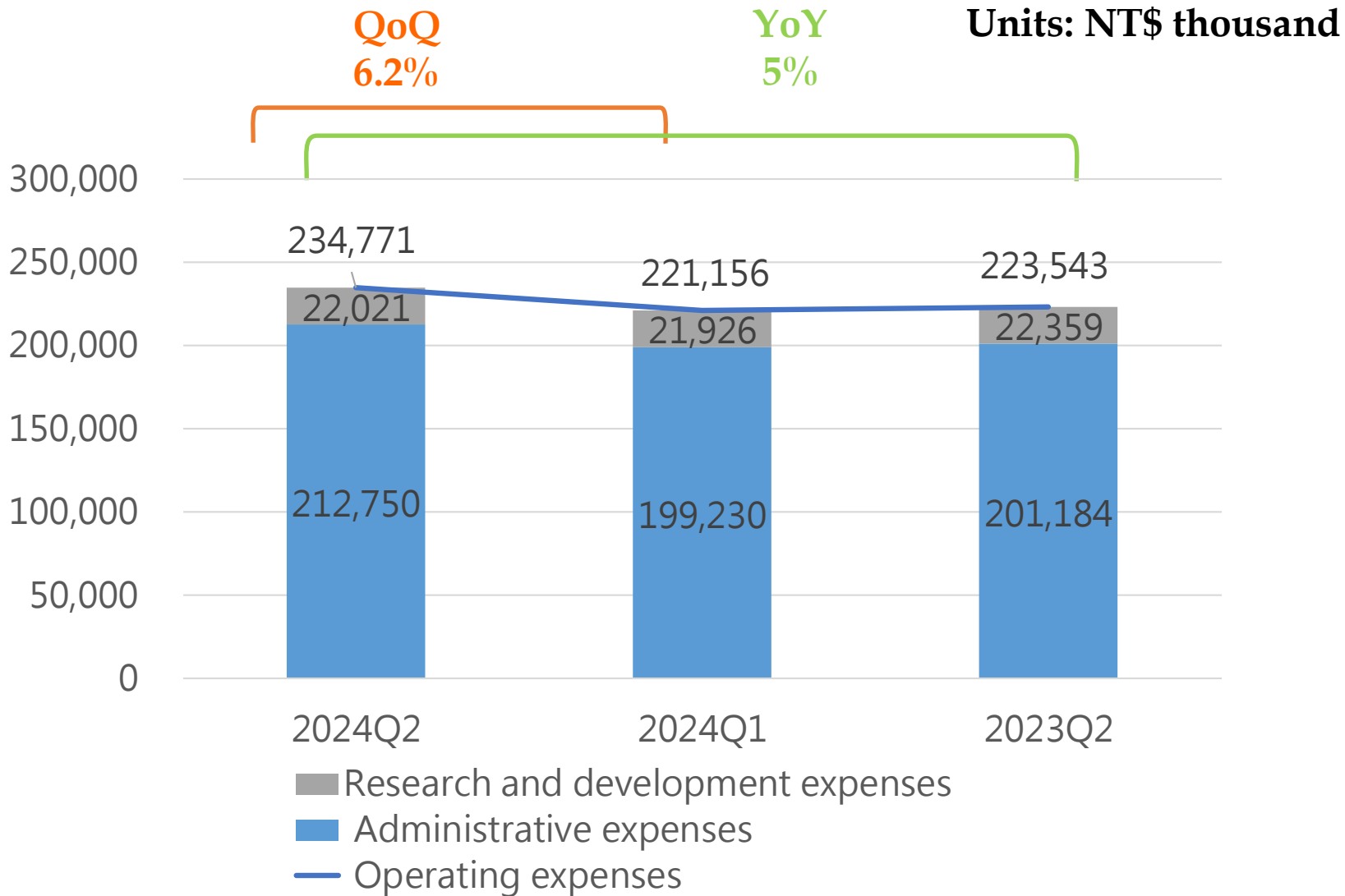
Units: NT\$ thousand



Consolidated Gross profit%



Consolidated Operating expenses

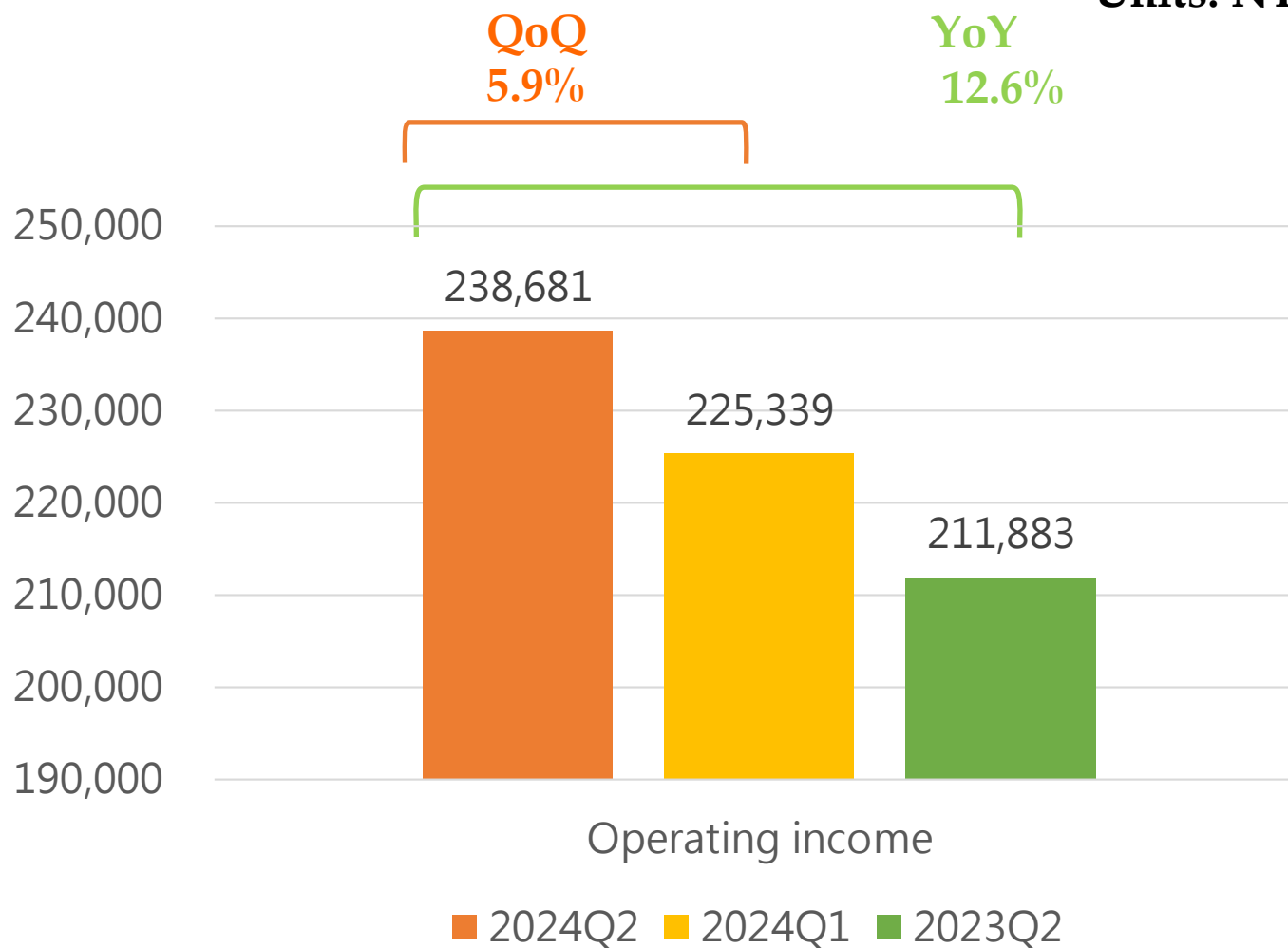


Stark Technology Inc.

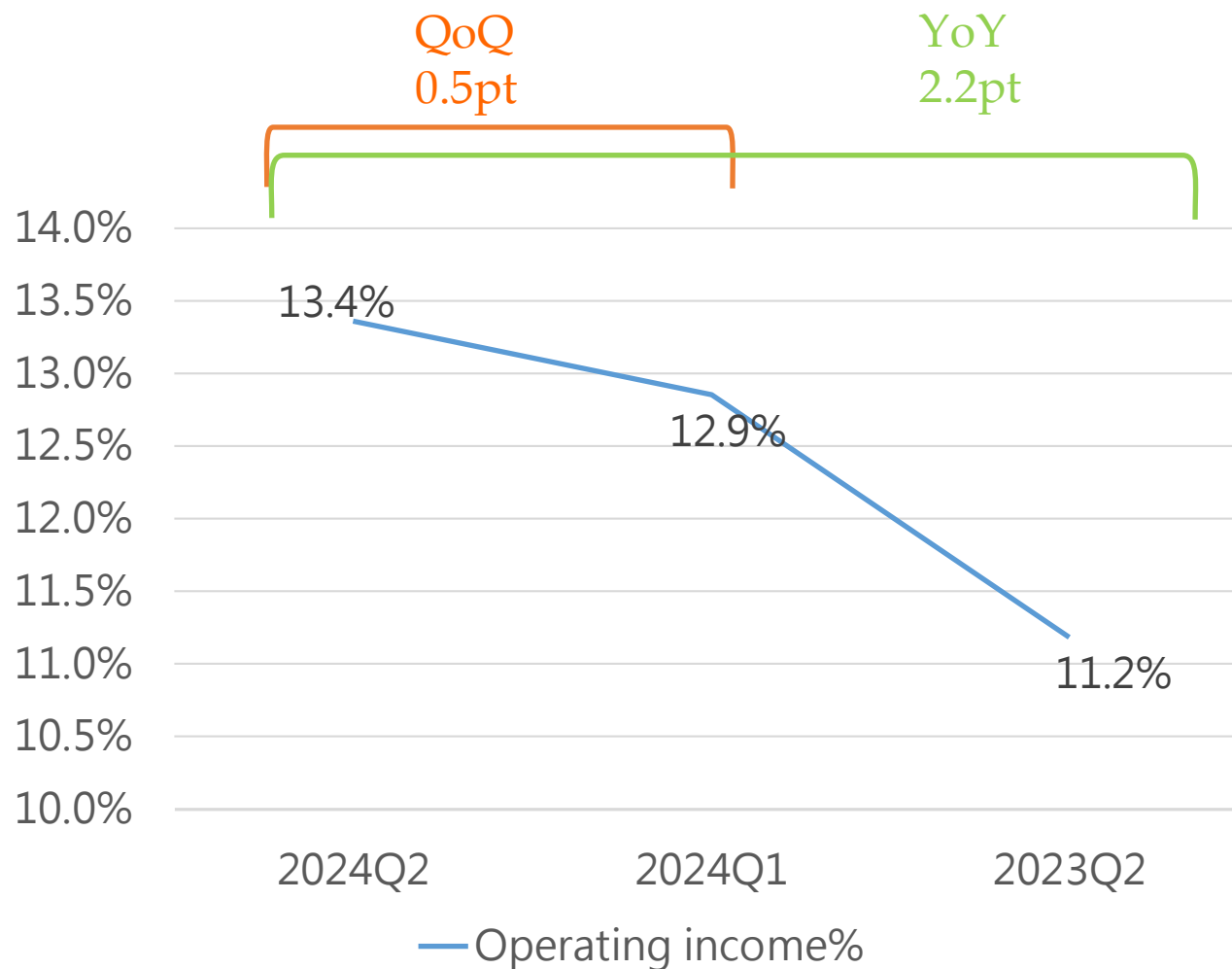
敦陽科技股份有限公司

Consolidated Operating income

Units: NT\$ thousand

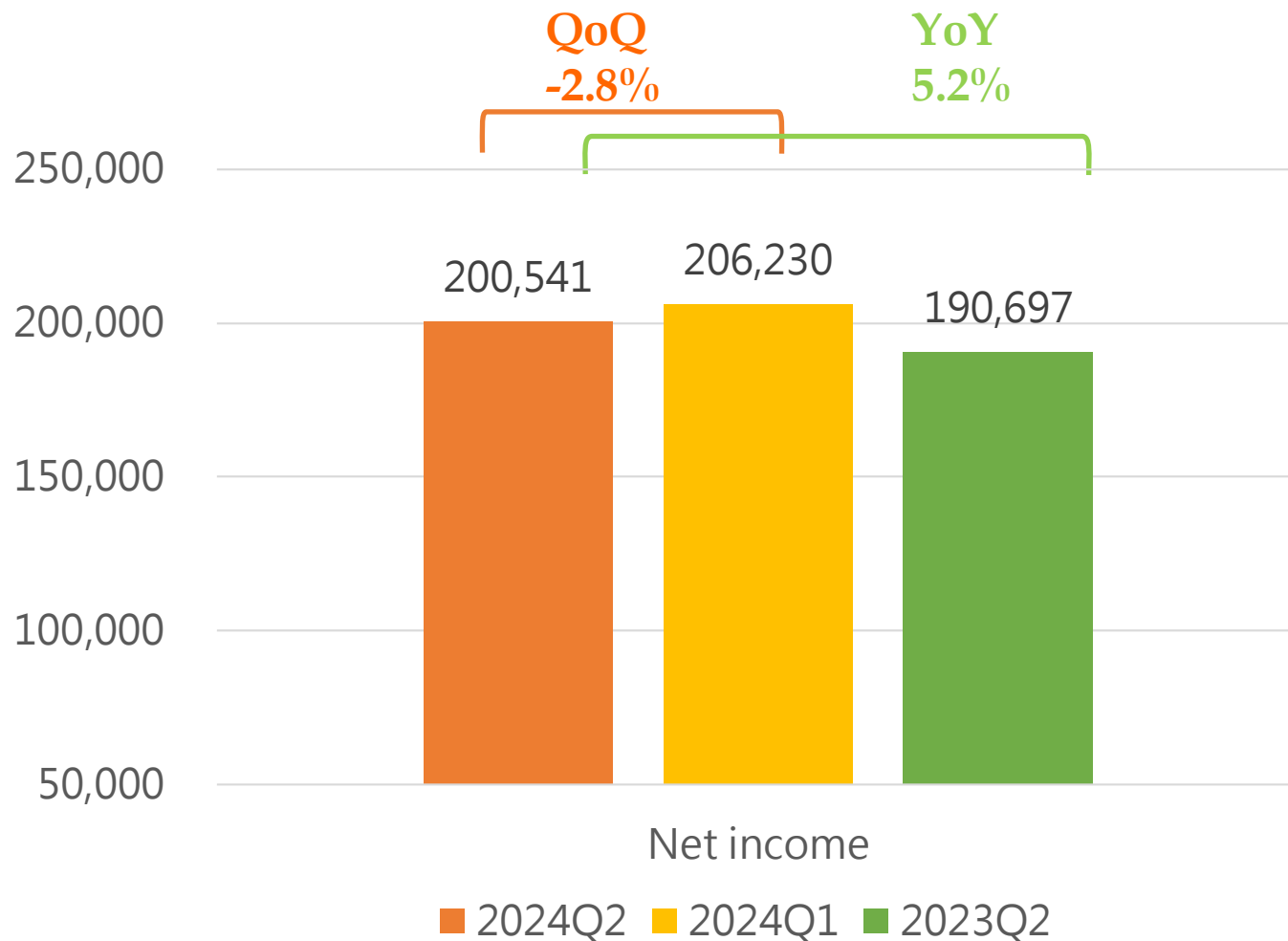


Consolidated Operating income⁰%

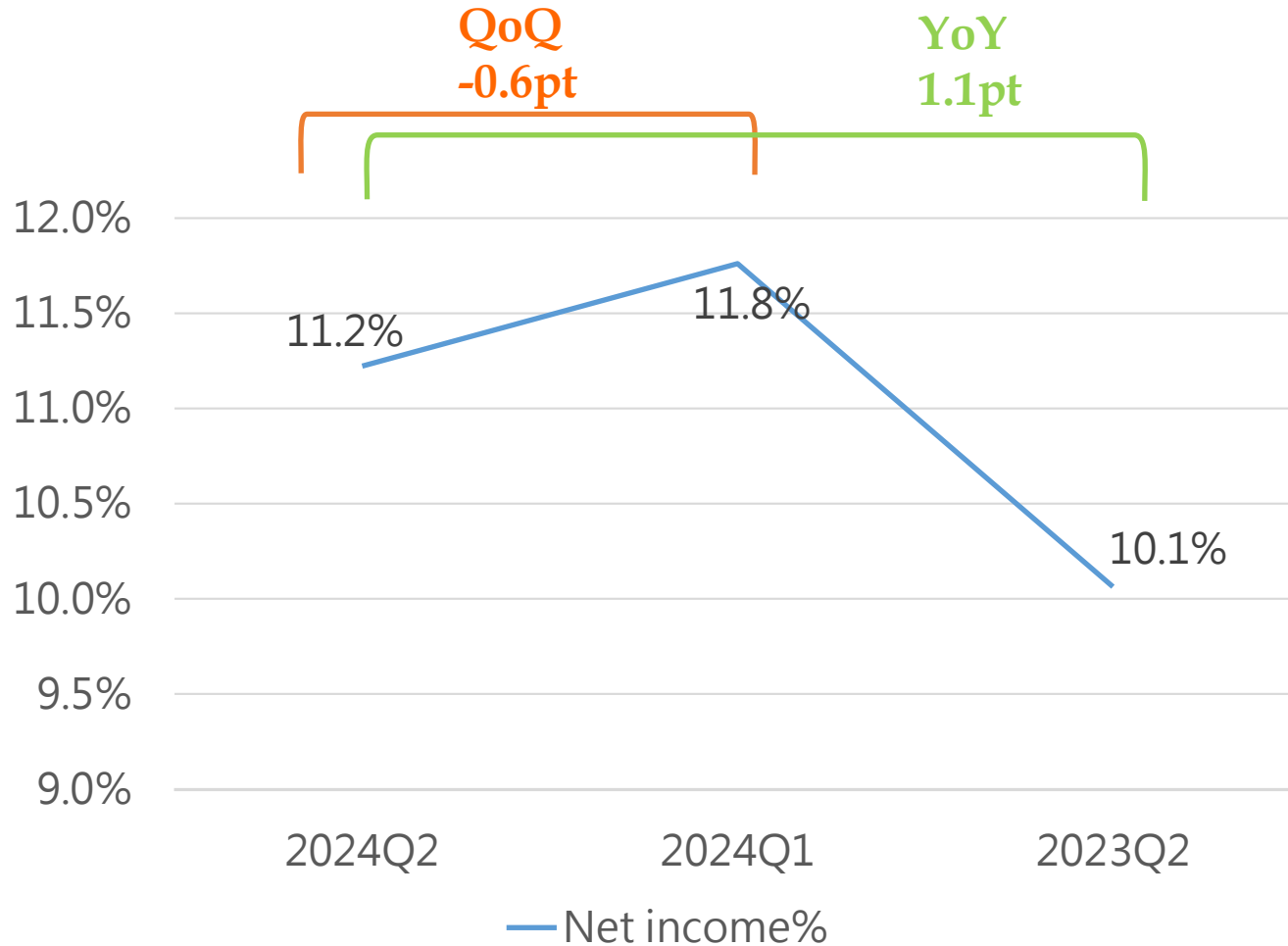


Consolidated Net income

Units: NT\$ thousand

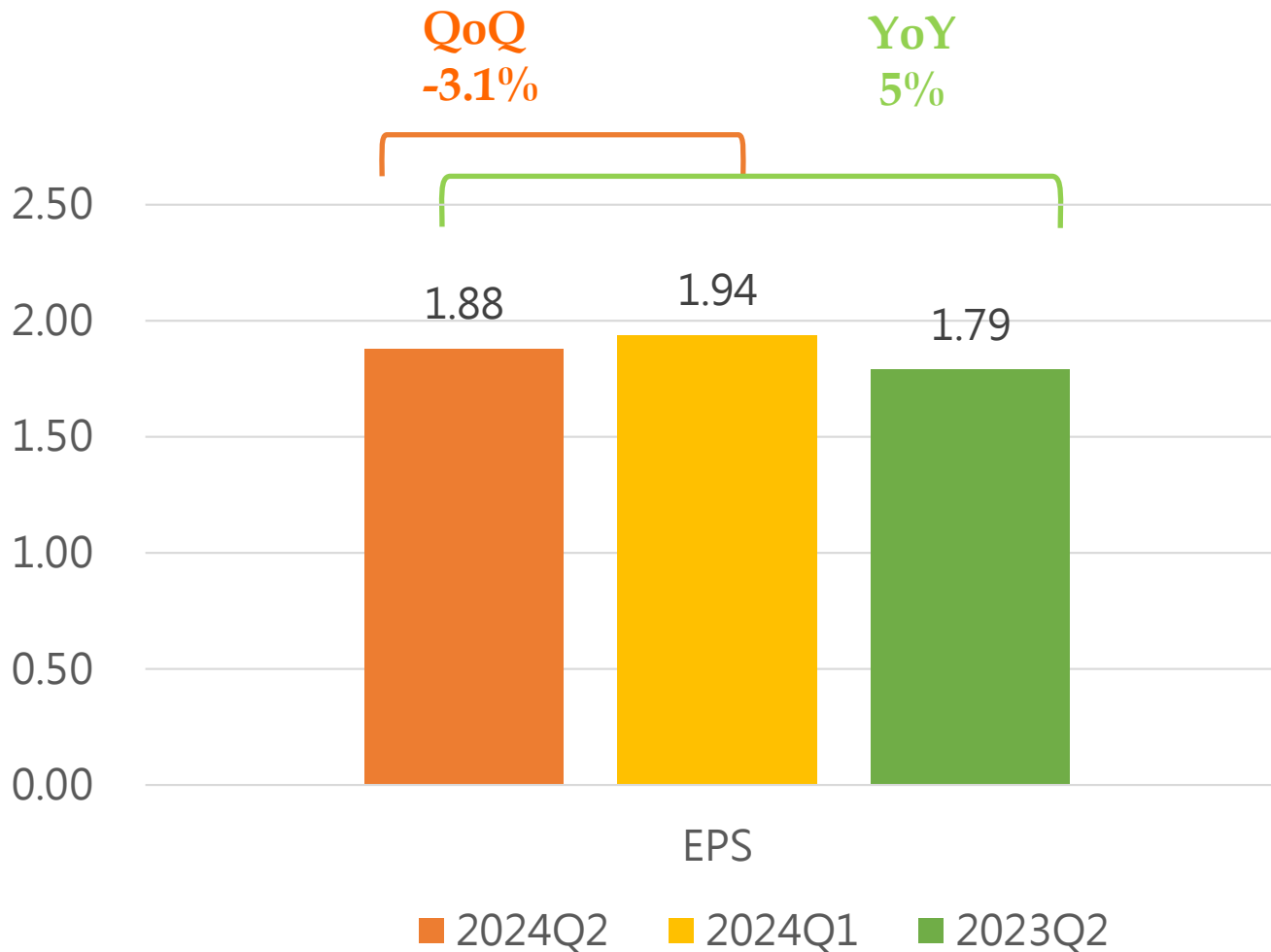


Consolidated Net income⁰%



Consolidated EPS

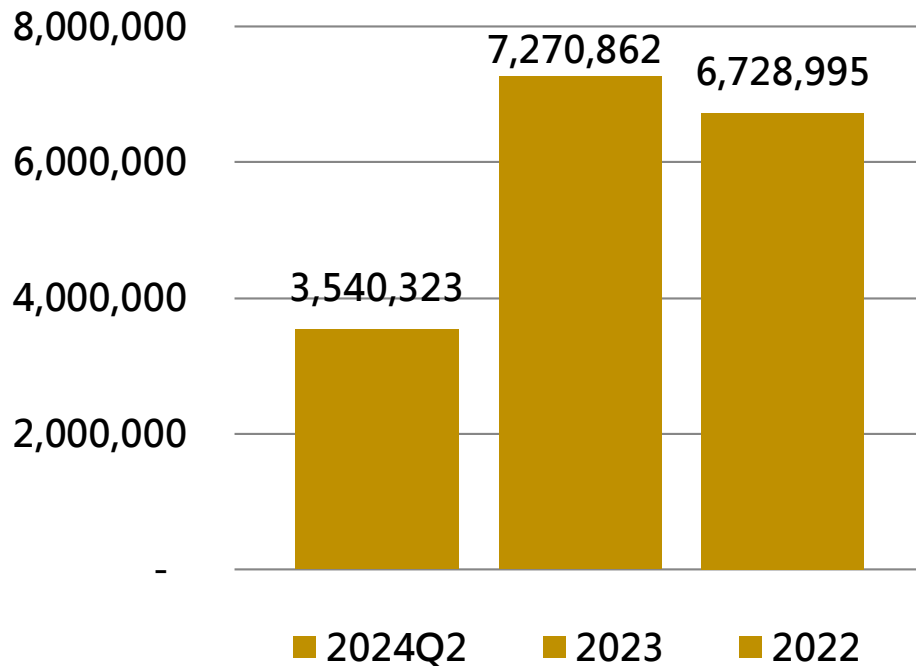
Units: NT\$



Sales Revenue & Net Income

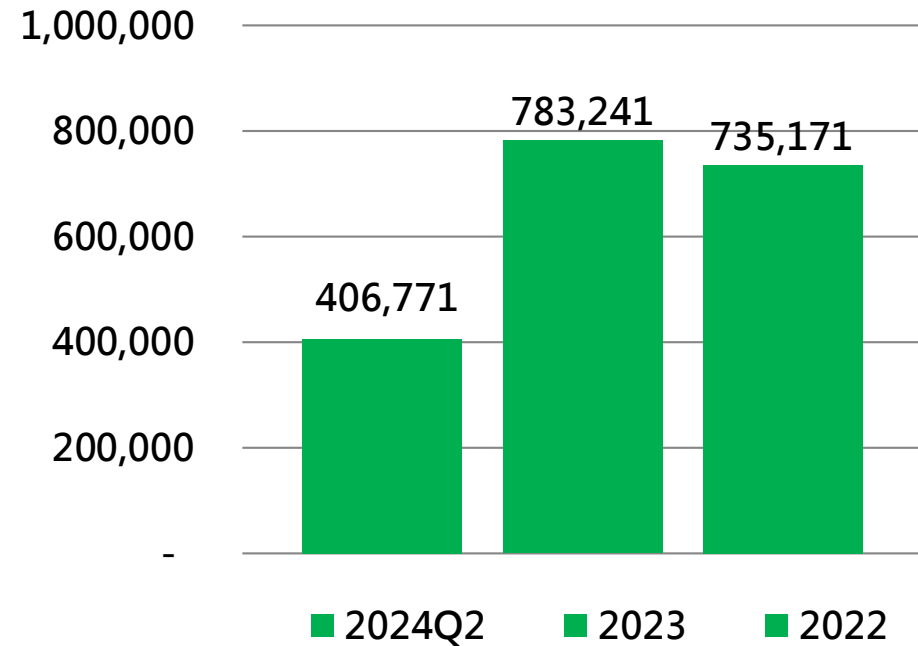
Sales Revenue

Units:NT\$
thousand



Net Income

Units:NT\$
thousand



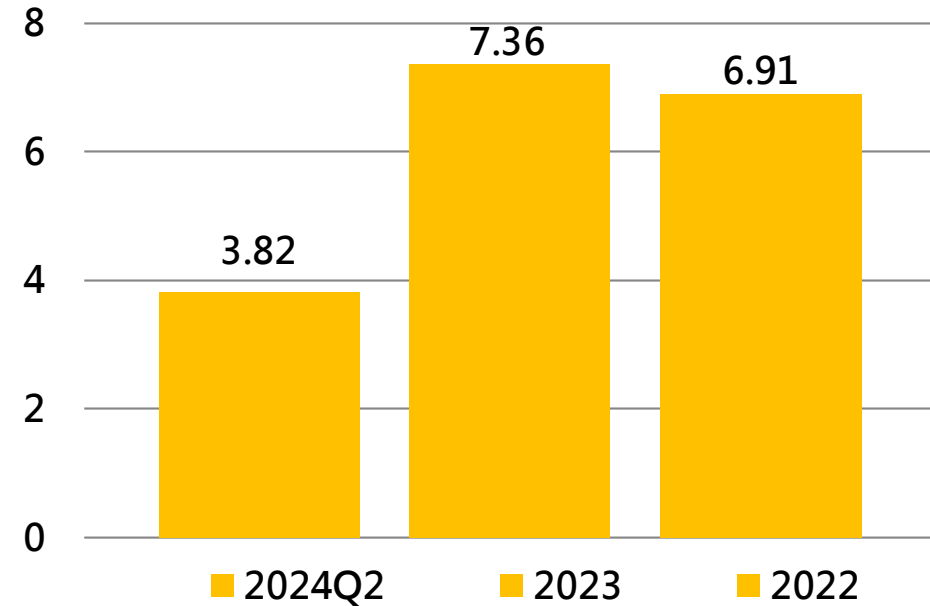
Stark Technology Inc.

敦陽科技股份有限公司

EPS & Capital

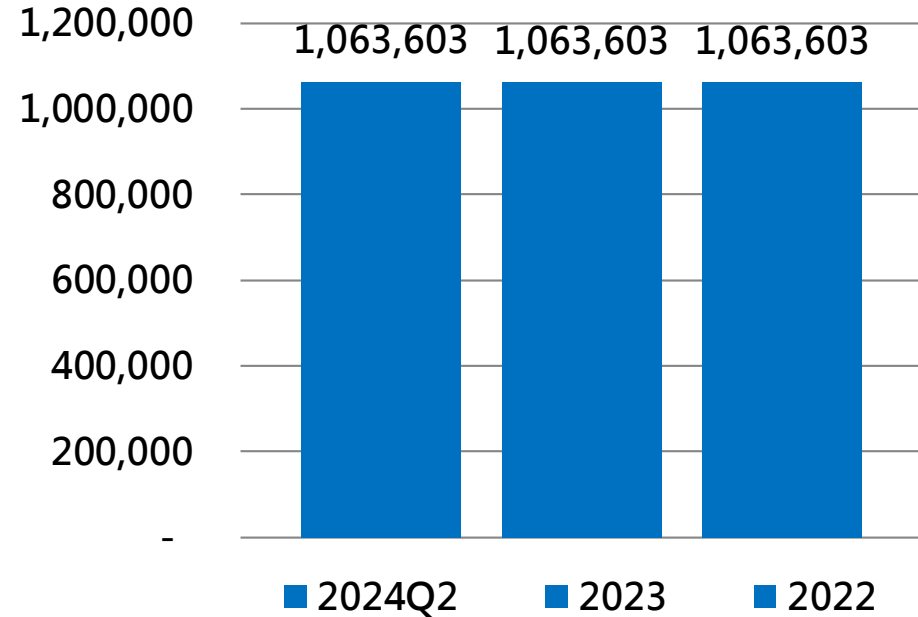
EPS

Units:NT\$



Capital

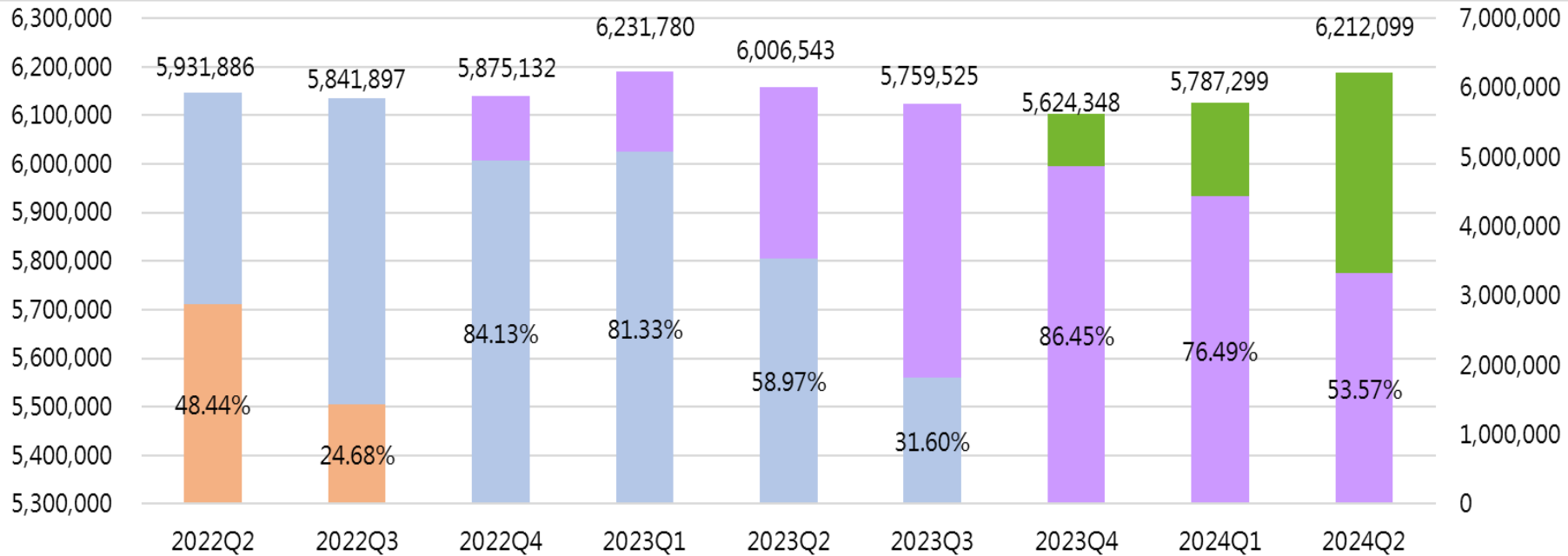
Units:NT\$
thousand



	2024Q2	2023	2022
ROE	12.92	24.49	23.93

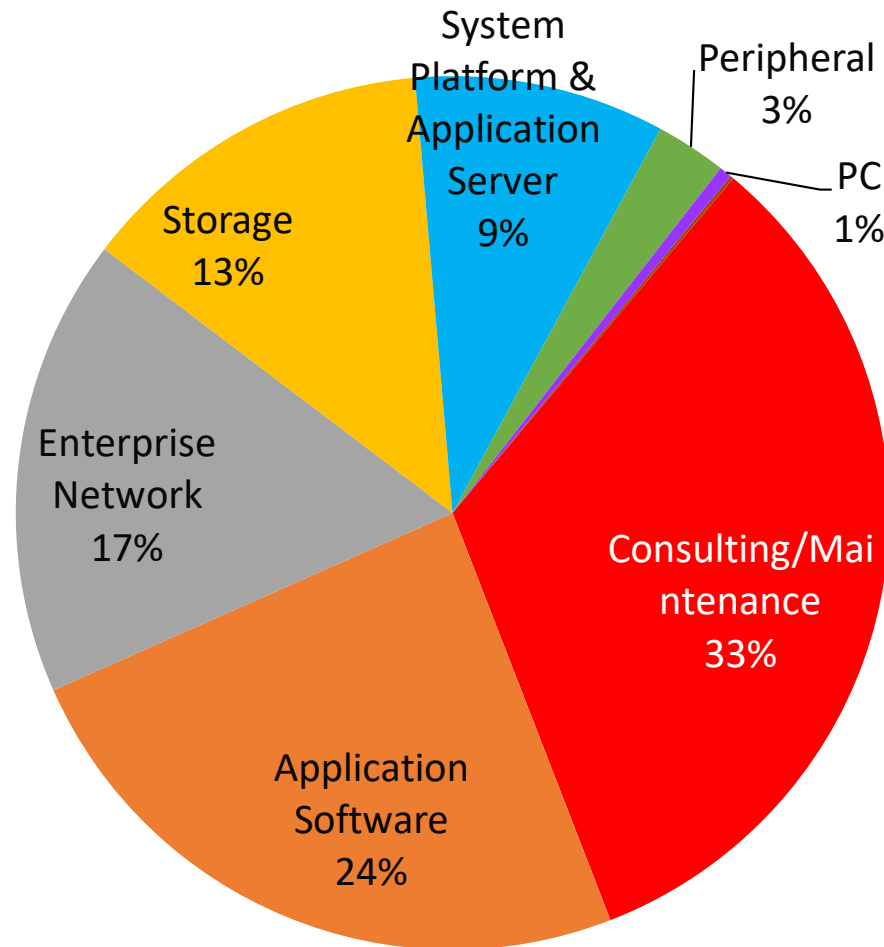
Allocation of transaction price into unfulfilled contractual obligations

Units: NT\$ thousand



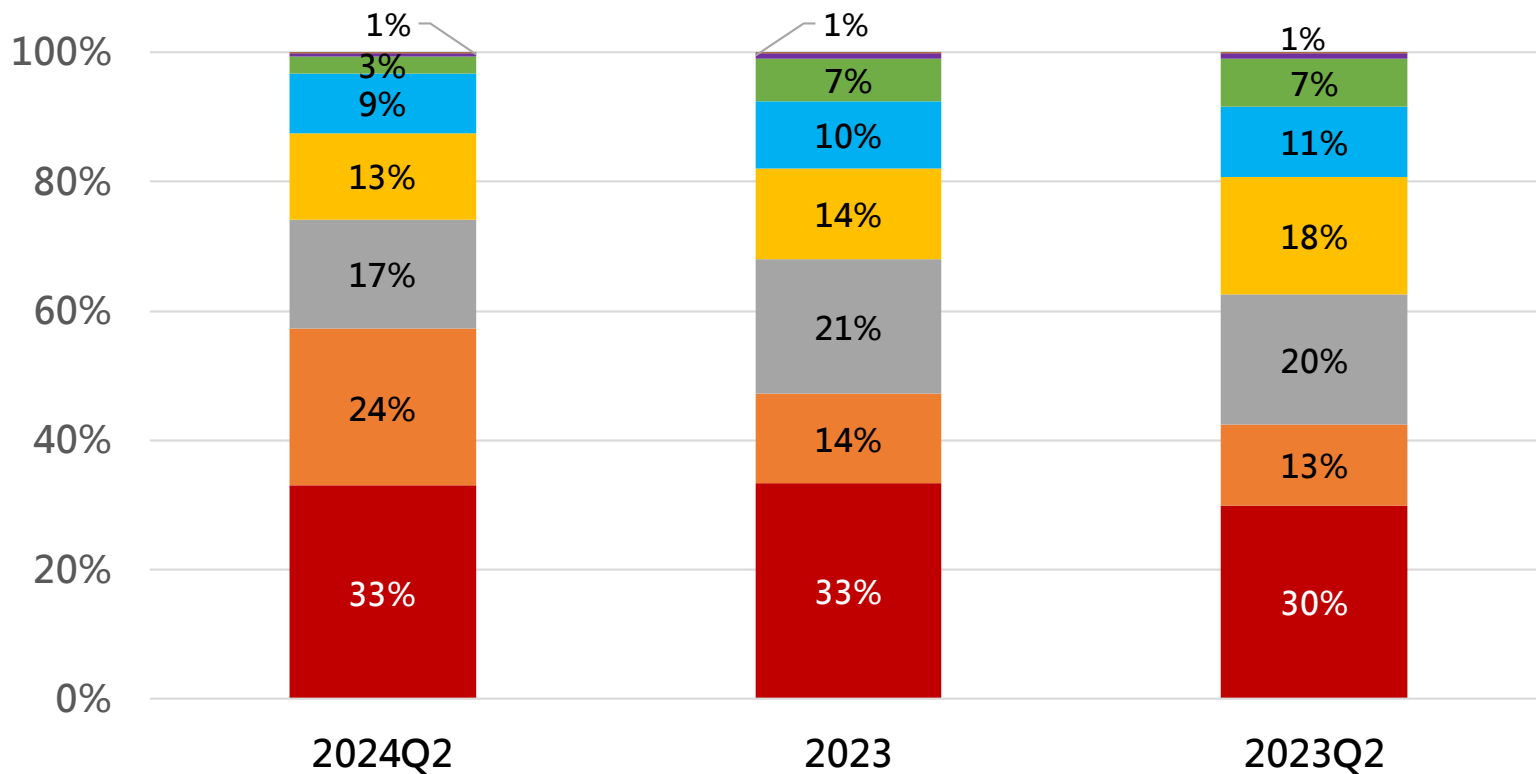
	2022Q2	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2
Allocation of transaction price into	5,931,886	5,841,897	5,875,132	6,231,780	6,006,543	5,759,525	5,624,348	5,787,299	6,212,099
Estimated Fulfill Ratio of 2022/2023/2024	48.44%	24.68%	84.13%	81.33%	58.97%	31.60%	86.45%	76.49%	53.57%
Estimated Fulfill Amount of 2022/2023/2024	2,873,406	1,441,780	4,942,749	5,068,307	3,542,058	1,820,010	4,862,249	4,426,705	3,327,821
Estimated Fulfill Amount After 2023/2024/2025	3,058,480	4,400,117	932,383	1,163,473	2,464,485	3,939,515	762,099	1,360,594	2,884,278

2024Q2 Sales Revenues by Type



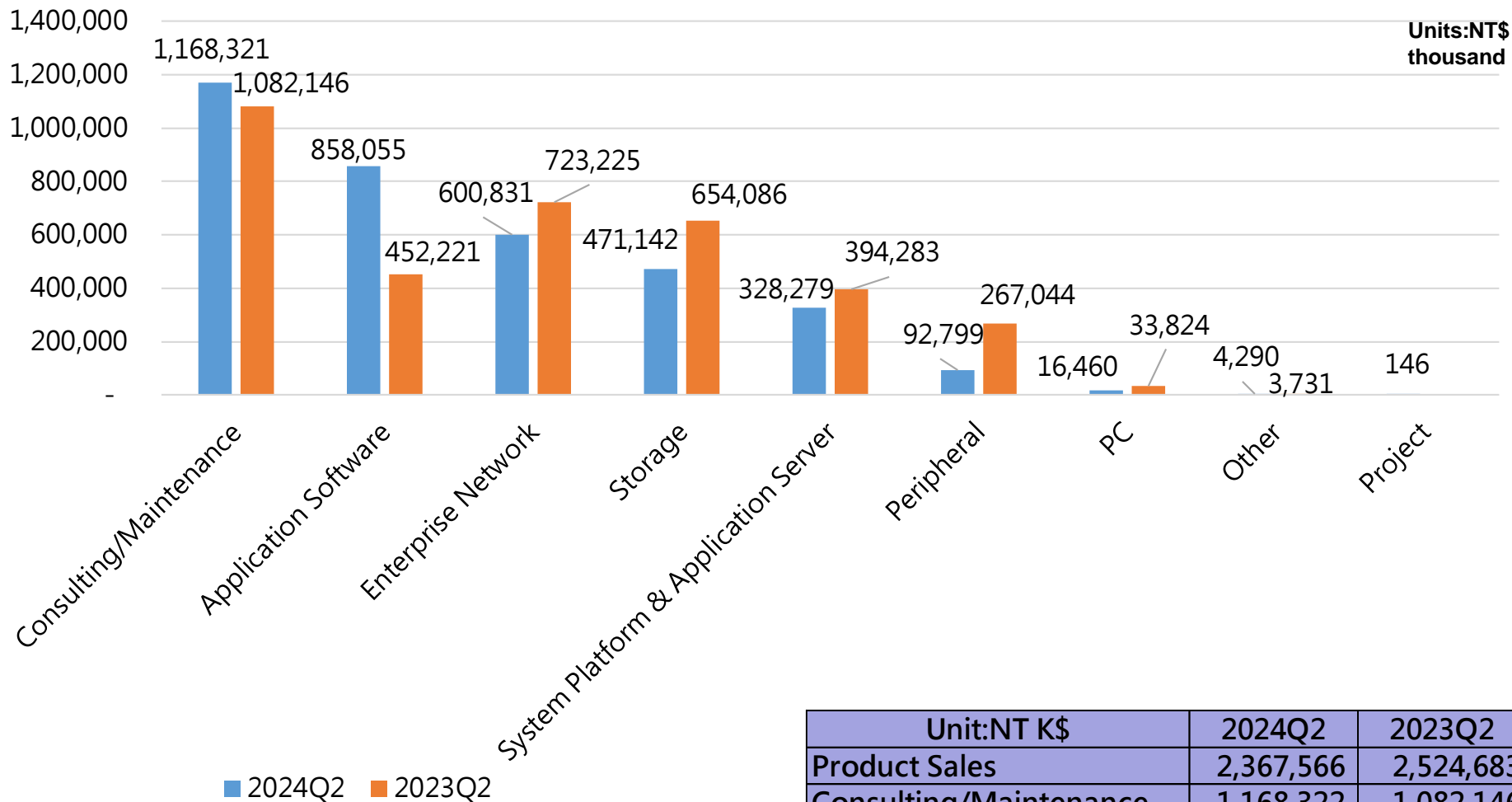
Revenue: 3.540 billion

Comparison of Sales Revenues by Type



- Consulting/Maintenance
- Enterprise Network
- System Platform & Application Server
- PC
- Application Software
- Storage
- Peripheral
- Other

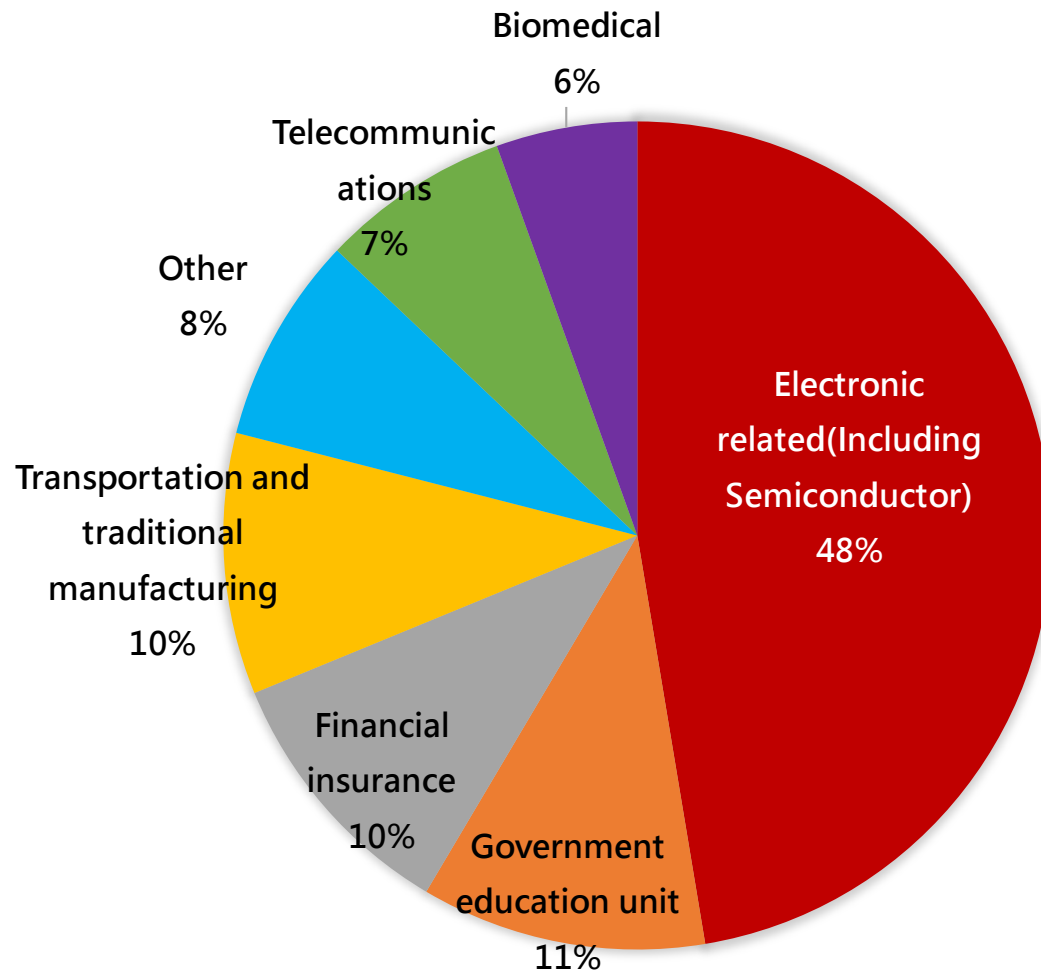
Compare Sales Revenues by Type



Unit: NT K\$	2024Q2	2023Q2
Product Sales	2,367,566	2,524,683
Consulting/Maintenance	1,168,322	1,082,146
Other	4,435	3,731
Total	3,540,323	3,610,560

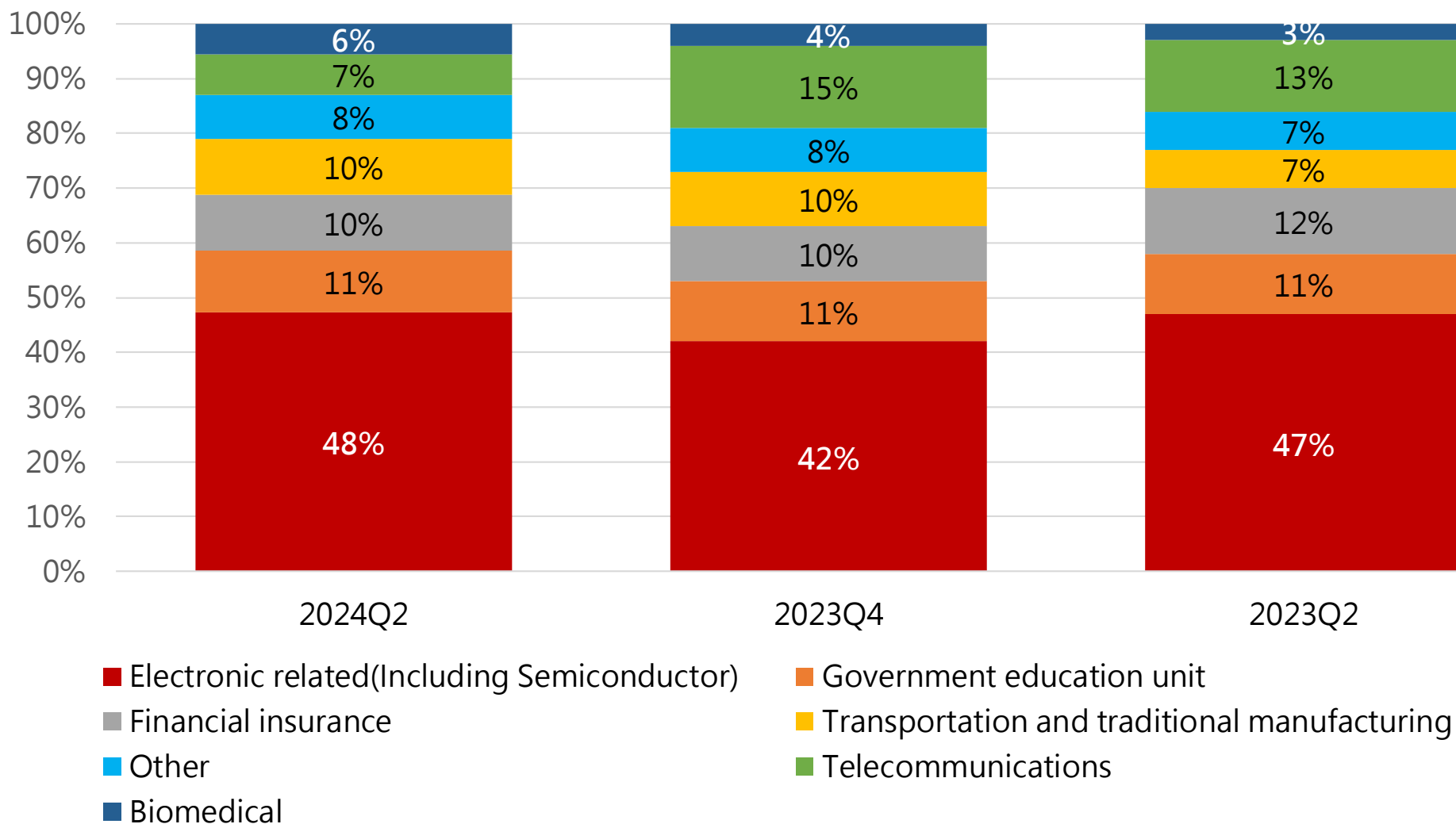
Revenue: 3.540 billion Revenue: 3.611 billion

2024Q2 Sales Revenues by Industry

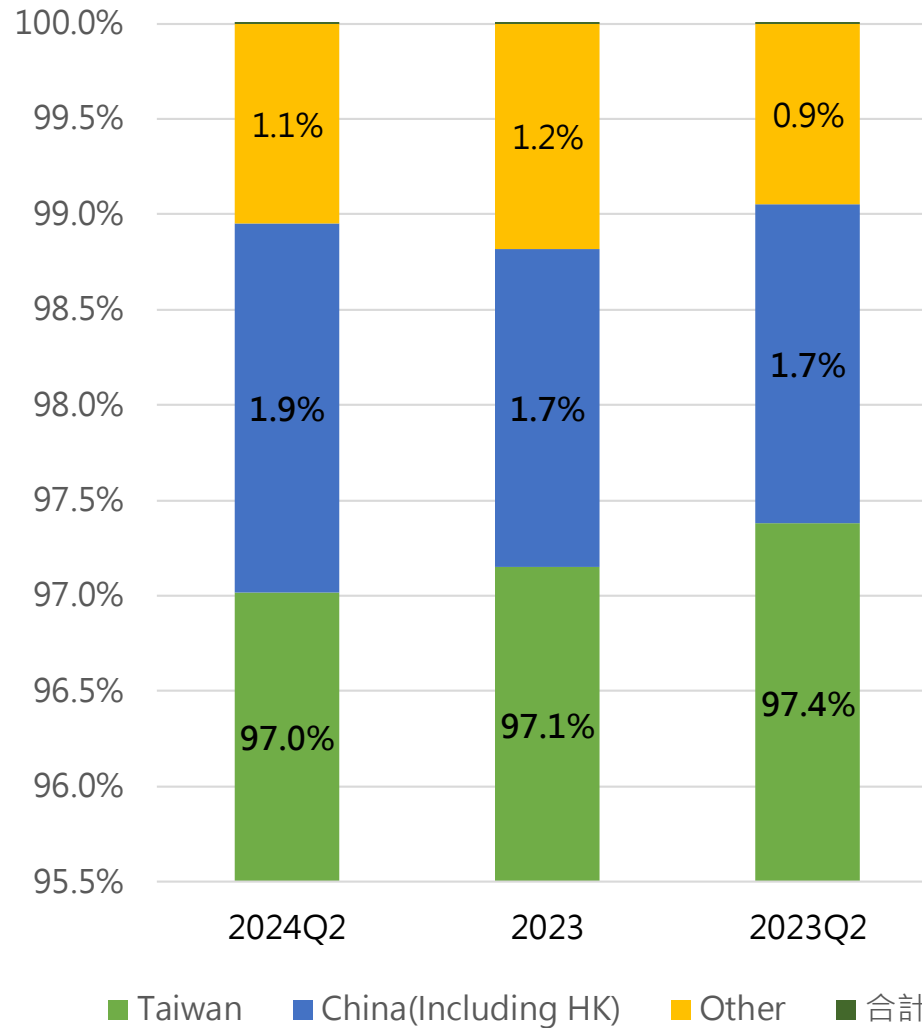


Revenue: 3.540 billion

Comparison of Sales Revenues by Industry(Accumulated)

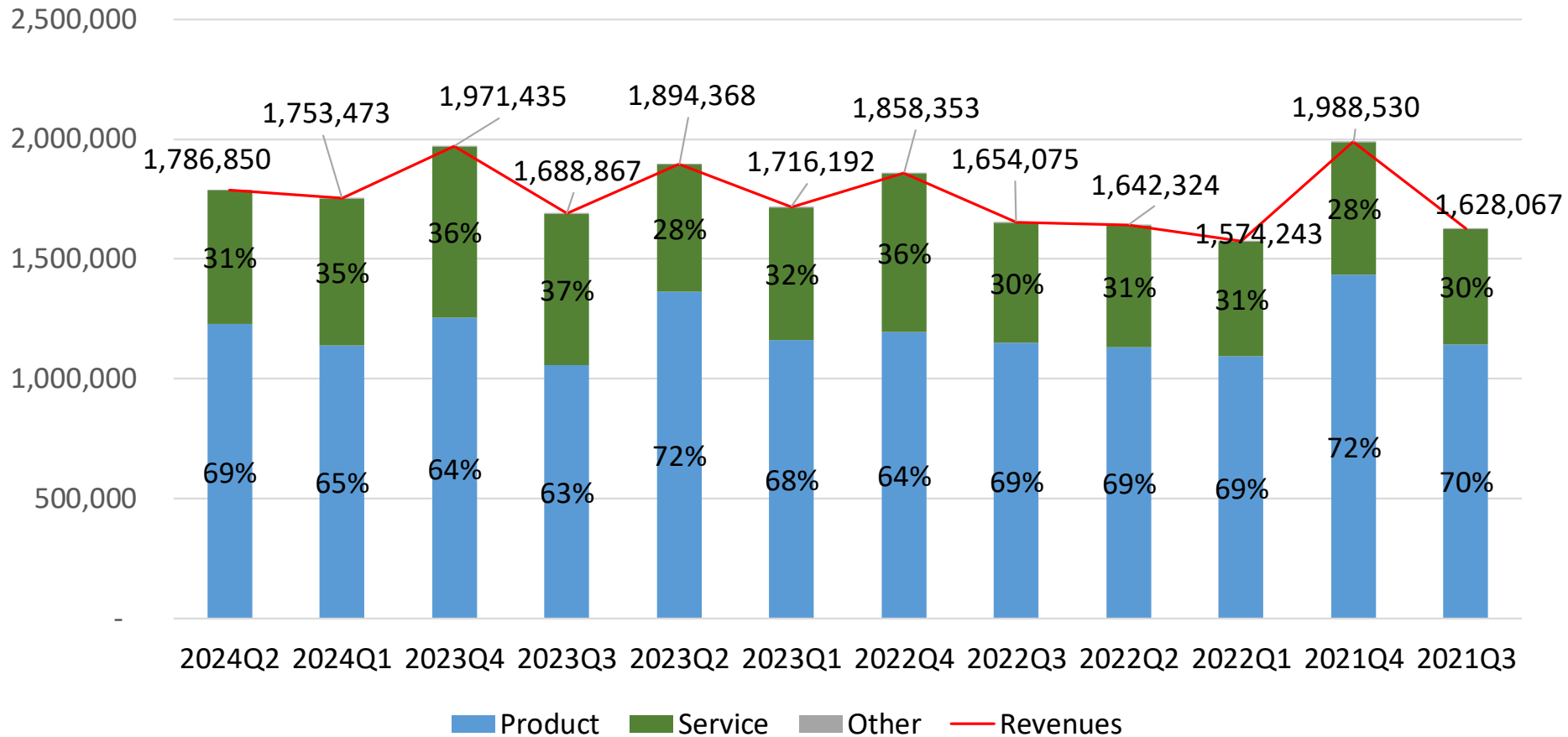


Comparison of Sales Revenues by Region(Accumulated)



Quarterly revenue status

Units:NT\$
thousand





Q & A
Thank you!!