

Stark Technology Inc.(2480)

2024Q3 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**
- **628+ 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**

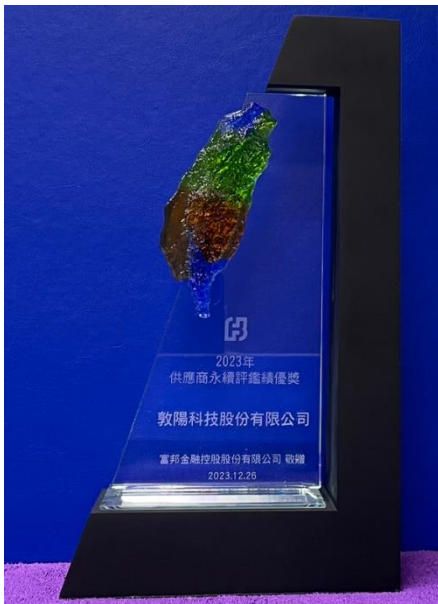
Corporate Governance Evaluation

- 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

【Lenovo】FY22&23 Best Solution Sales Award

【HPE】FY23 Best strategic partner

【HPE】FY23-Best partner Award

【IBM】2023 Expanded Industry Customer Achievement Award

【Cisco】FY25 The best partner for innovation and growth



Awards(Continued)

Storage Products

- 【VMware】2022-VMware Excellent partner in the central and southern markets
- 【NetApp】FY23 Outstanding Partner Award
- 【NetApp】GCASK Partner Summit 2023 - Solution Innovation Award
- 【Veeam】FY23 Platinum Partner of the Year Award
- 【FUJITSU】2024 Most Valuable Partner



Awards(Continued)

Network Products

【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

【Cisco】FY25-The best partner for innovation and growth



Awards(Continued)

Security Products

【 Palo Alto】 FY23 DIAMOND AWARD

【 CITRIX】 2023 Best Service Provider Award

【 CITRIX】 2023 Annual Best Contribution Award

【 OpenText 】 2023 Outstanding Cross-Selling Award

【 Cisco】 SMB FY23 Sales Star of the Year

【 Fortinet】 2023 Best Horse Award



Awards(Continued)

Security Products

【TEAM T5】2023 best sales partner

【F5】FY23 Best Project Development Contribution Dealer

【Checkpoint】2023 Best New Business Development Partner

【Cisco】FY25-The best partner for innovation and growth

【Palo Alto】FY24 TAIWAN EXCELLENCE IN CORTEX



Awards(Continued)

Other Products

【NUTANIX】FY23 Best Reseller partner

【HPE】FY23 Best strategic partner

【HPE】FY23-Best partner Award

【NUTANIX】FY24 Best Market Opportunity Development Award



Information Security Management System

ISO 27001:2022

Certificate TW20/00230.00
The management system of
Stark Technology Inc.

1191201, No. 83, Sec. 2, Dongguo Rd., North Dist., Hsinchu City 300, Taiwan (R.O.C.)
has been assessed and certified as meeting the requirements of
ISO/IEC 27001:2022

For the following activities
In accordance with the Statement of Applicability version 1.2, the provision of information security activities include:

- The application systems by the Application Integration Service Division (include Engineer Management Section, Quality Assurance Section, Project Management Section), including system development, database and server maintenance, related infrastructure management of server room and network.
- Maintenance, operation and management of the human resource management system of the Human Resources Center and the Enterprise resource integration application Department.

This certificate is valid from 08 August 2024 until 29 June 2026 and remains valid subject to satisfactory surveillance audits.
Issued 3. Certified since 29 June 2020
Multiple certificates have been issued for this scope, the main certificate is numbered TW20/00230.00
Certified activities performed by additional sites are listed on subsequent pages.

John U. Mc

Authorised by
Jonathan Hall
Global Head - Certification Services

SGS United Kingdom Ltd
Recreation Business Park, Broomers Park, Chesham, Bucks, UK
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CNS 27001:2023

證書 TW23/0000599
下標號碼
敦陽科技股份有限公司

300 新竹市北區東大路一段 49 號 110101P
的資訊系統之認證證書，並證明符合下列要求
CNS 27001:2023

所涵蓋的活動範圍
依據版本 1.2 之聲明書聲明書，資訊安全標準活動包括：
- 資訊管理系統之開發與維護管理、品質保證管理、專案或專案管理系統之資訊安全管理活動，包括系統開發、資料庫管理與維護、以及提供與網路有關之基礎設施。
- 人力資源中心及企業資源整合應用之人力資源管理系統之維護與操作及管理。

此證書有效期間自 2024 年 08 月 08 日 至 2026 年 06 月 28 日 且其有效性應基於持續符合的定期稽核。
首次正式稽核日期為 2023 年 08 月 09 日
在驗證範圍內已具備了多個證書，主要證書編號為 TW23/0000599
如欲瞭解詳細資訊請洽 2024 年 08 月 08 日，或致電服務熱線 SGS 之 TAF 聯絡電話於 2023 年 08 月 09 日
其它增設/修改證書之驗證活動於後續頁上列出

Stephen Fan

簽名
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Director
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ISO 27701:2019

Certificate TW24/0000652
The management system of
Stark Technology Inc.

1191201, No. 83, Sec. 2, Dongguo Rd., North Dist., Hsinchu City 300, Taiwan (R.O.C.)
has been assessed and certified as meeting the requirements of
ISO/IEC 27701:2019

For the following activities
Stark Technology Inc. and Stark Inform Inc. are certified to ISO/IEC 27001 and CNS 27001 as endorsed by ISO/IEC 27701:2019 to take into account the protection of privacy of PII principals potentially affected by the processing of PII, in addition to information security.
The certified entity acts in the capacity of PII processor for personally identifiable information (PII) controllers to handle the collection, processing and use of employees' personal information in the check-in process.
In accordance with the ISO 27001 and ISO 27701:2019 Statement of Applicability version 1.2, The Stark Technology Inc. and Stark Inform Inc. ISO 27001/SGS certification number is as follows: TW20/00230.00 and CNS 27001 TAF certification number is as follows: TW23/0000599.

This certificate is valid from 08 August 2024 until 29 June 2026 and remains valid subject to satisfactory surveillance audits.
Issued 1. Certified since 08 August 2024
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Certified activities performed by additional sites are listed on subsequent pages.

John U. Mc

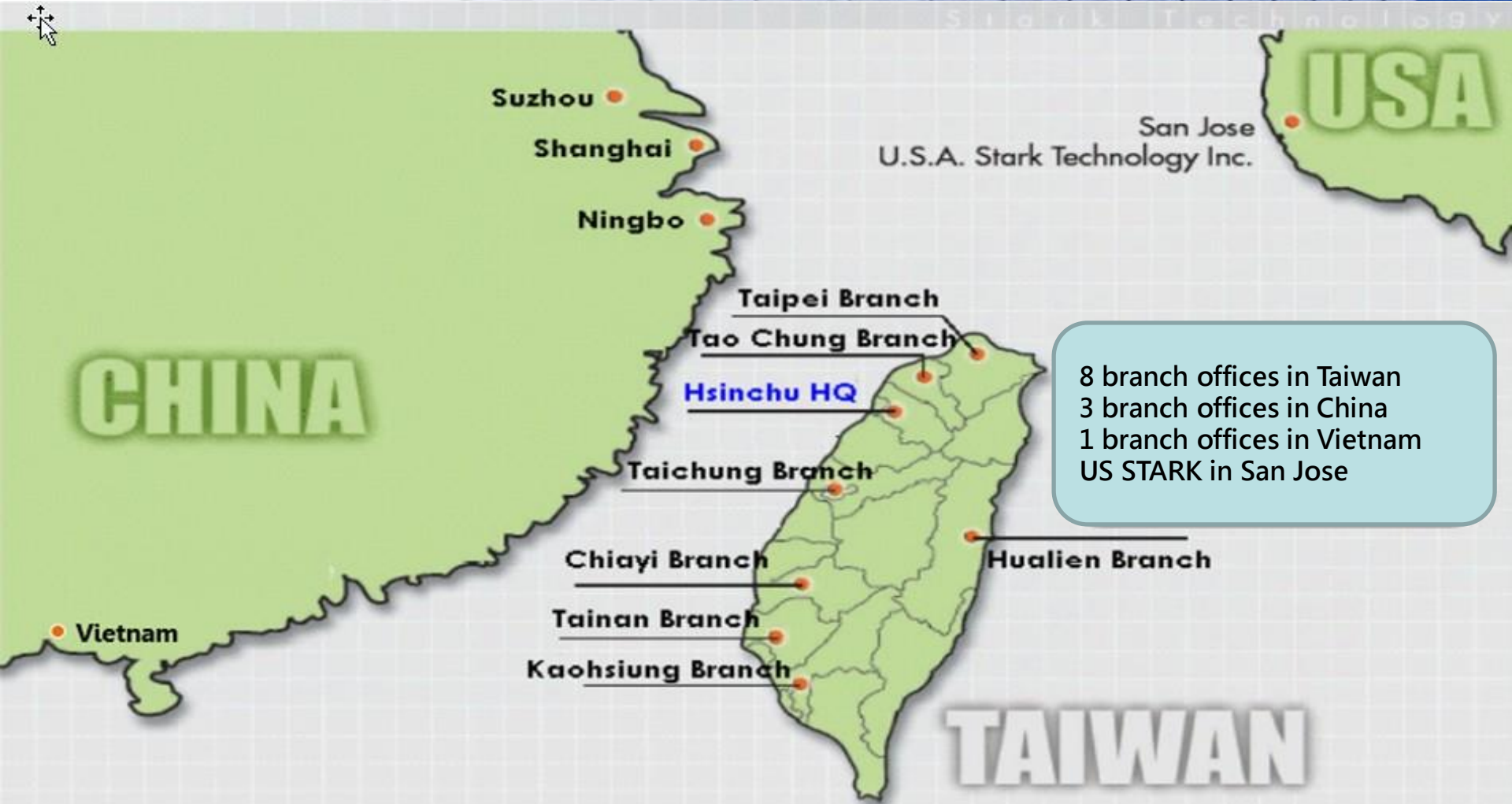
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Jonathan Hall
Global Head - Certification Services

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STI Service Network

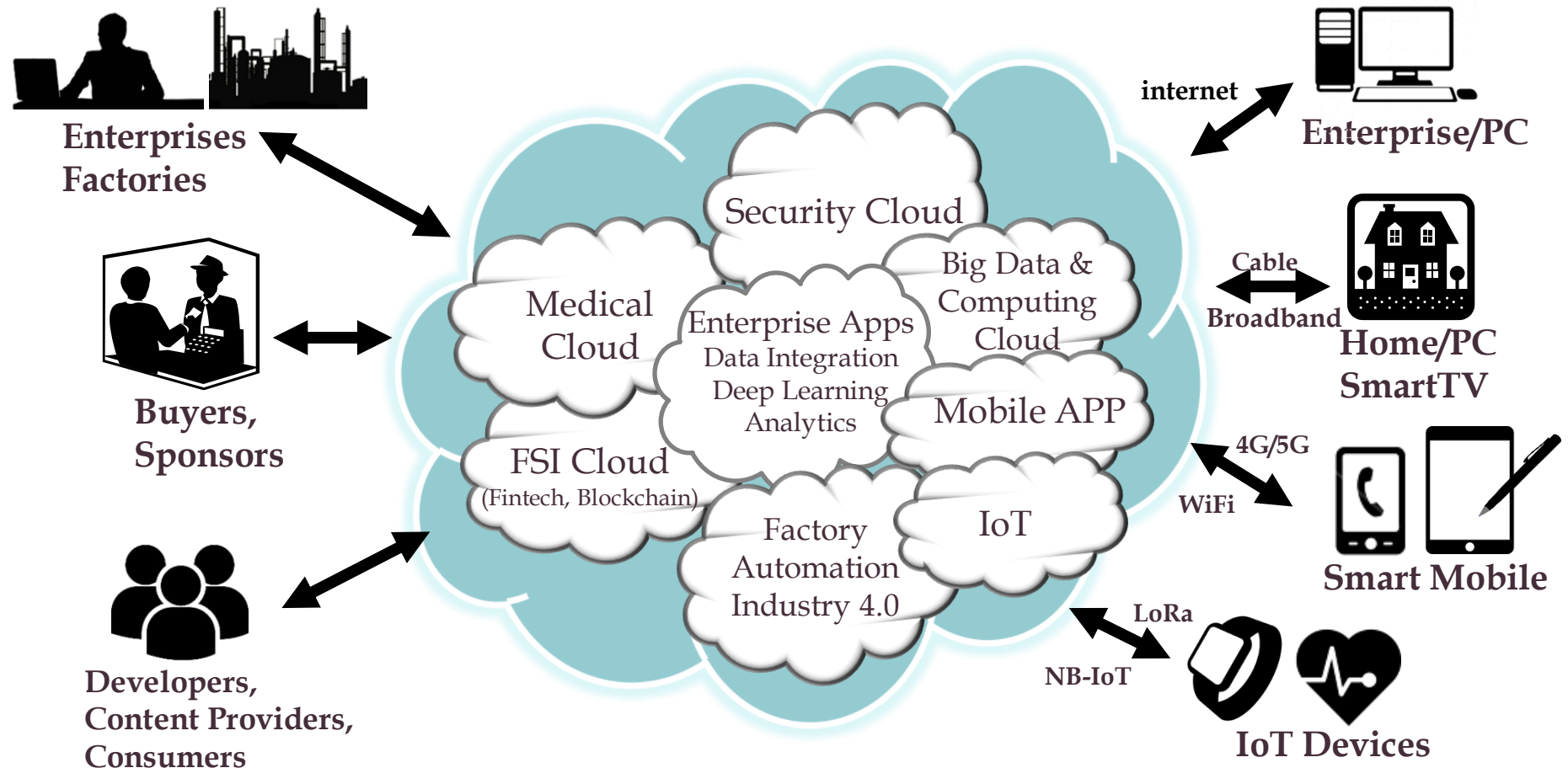


8 branch offices in Taiwan
3 branch offices in China
1 branch offices in Vietnam
US STARK in San Jose

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.

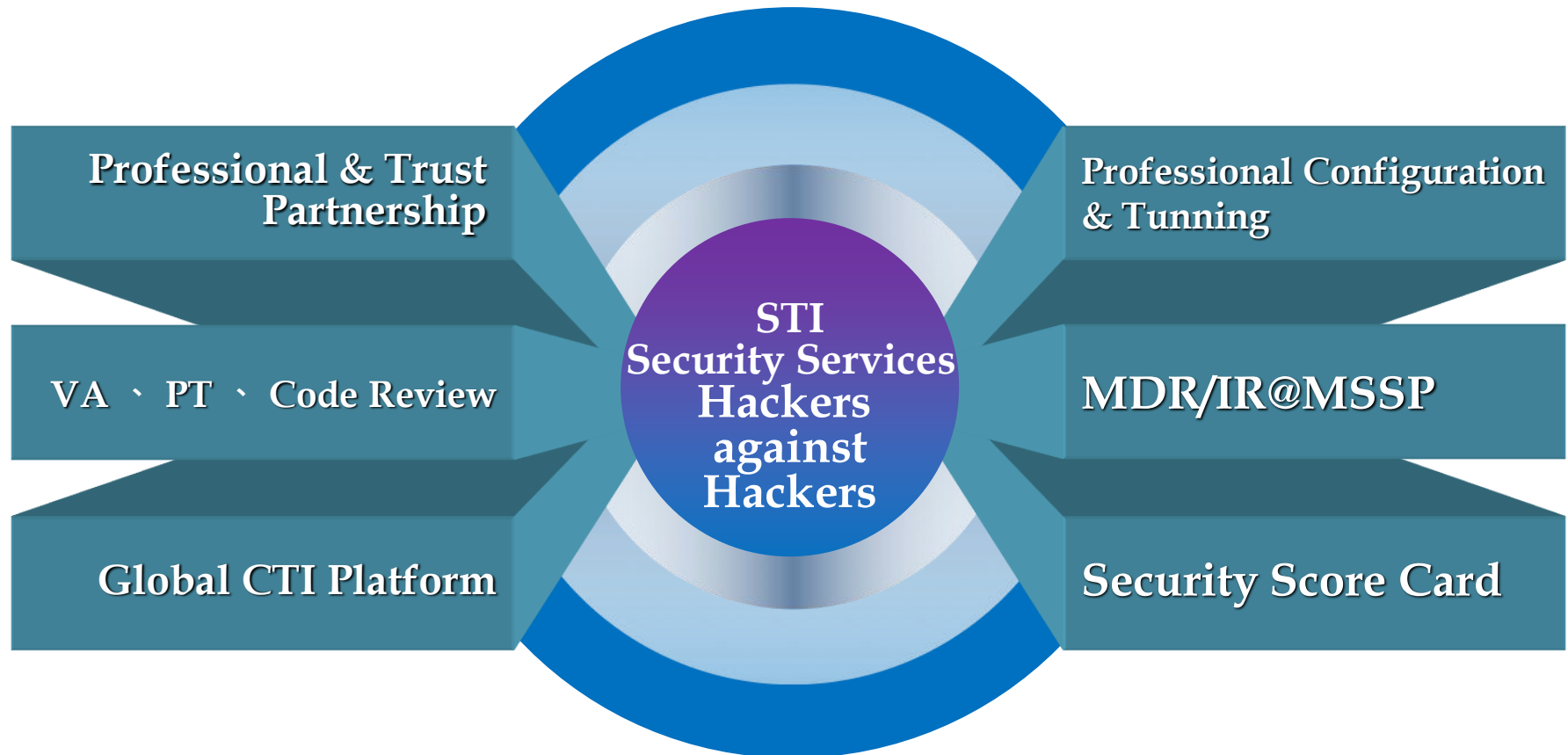


Industry-Academia Alliance

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

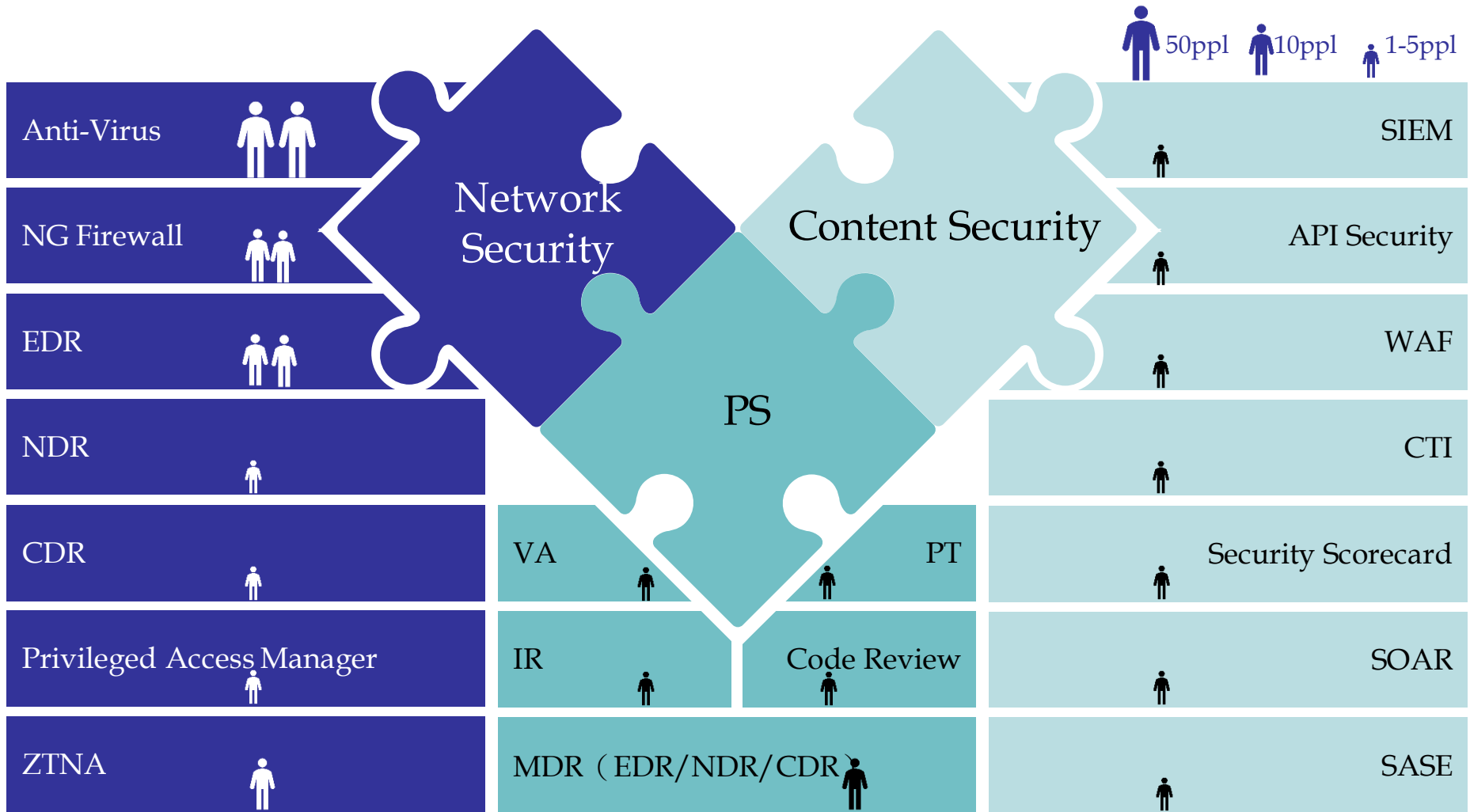
Endpoint
Security

Data
Security

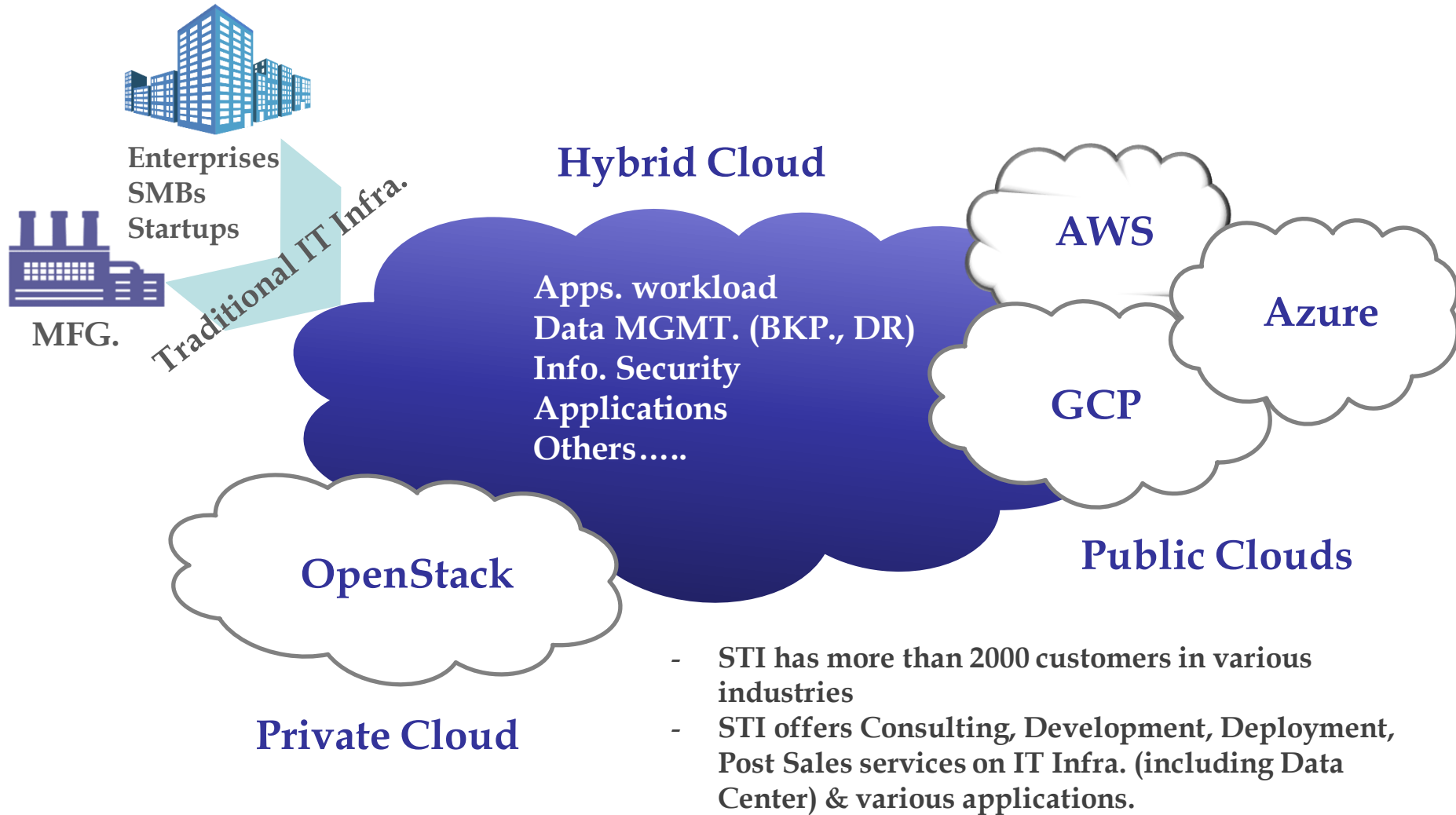
Mobile
Security

IT Infra. (Network、OS、Storage....)

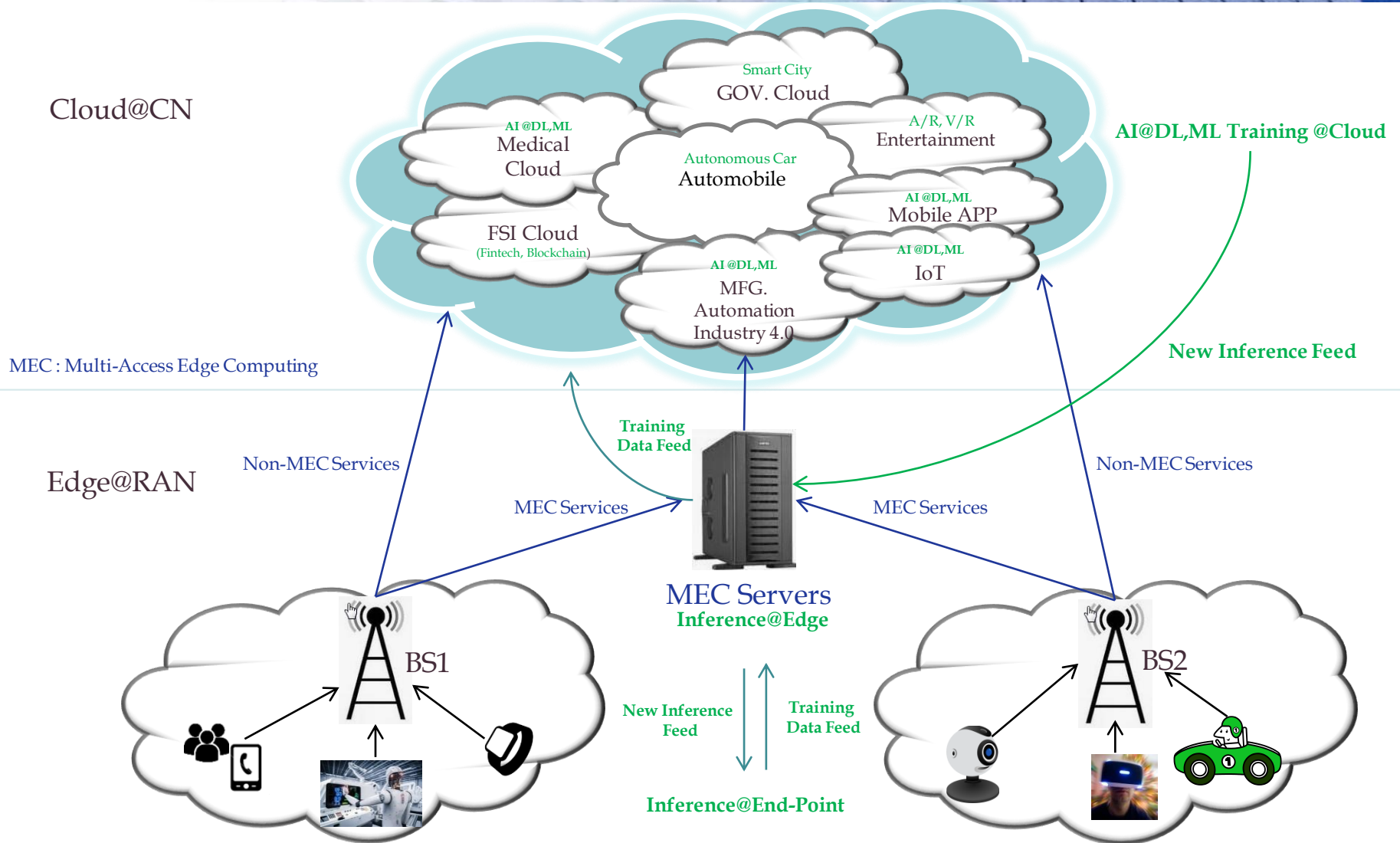
Information Security



STI's Strength on Hybrid Cloud



Meet up 5G + MEC@AI@Cloud



Products & Solutions

Info. Security



Software Development Tools



Resource MGMT.



opentext™

Data MGMT.



NetApp

NUTANIX™



Telcomm.



Data Comm.



Open Systems



STI Professional Service
 2 T T L I O I G 2 2 I O U S T 2 6 L A I C G

Balance Sheet Overview (Consolidated)

Units:NT\$ thousand

ITEM	2024/9/30		2023/12/31		2023/9/30	
	AMT	%	AMT	%	AMT	%
Cash and cash equivalents	1,035,487	15%	1,834,358	28%	1,001,788	16%
Accounts receivable (including contract assets)	907,409	13%	874,580	13%	1,078,586	18%
Inventories	2,881,283	43%	2,282,771	34%	2,355,671	39%
Property,Plant and equipment	655,189	10%	495,515	7%	492,908	8%
Total Assets	6,743,566	100%	6,668,449	100%	6,140,934	100%
Current Liabilities	3,467,503	52%	3,315,201	50%	2,946,982	48%
Total Liabilities	3,550,411	53%	3,398,498	51%	3,059,802	50%
Equity	3,193,155	47%	3,269,951	49%	3,081,132	50%

Source: Market Observation Post System

Income Statements Overview (Consolidated)

Units: NT\$ thousand

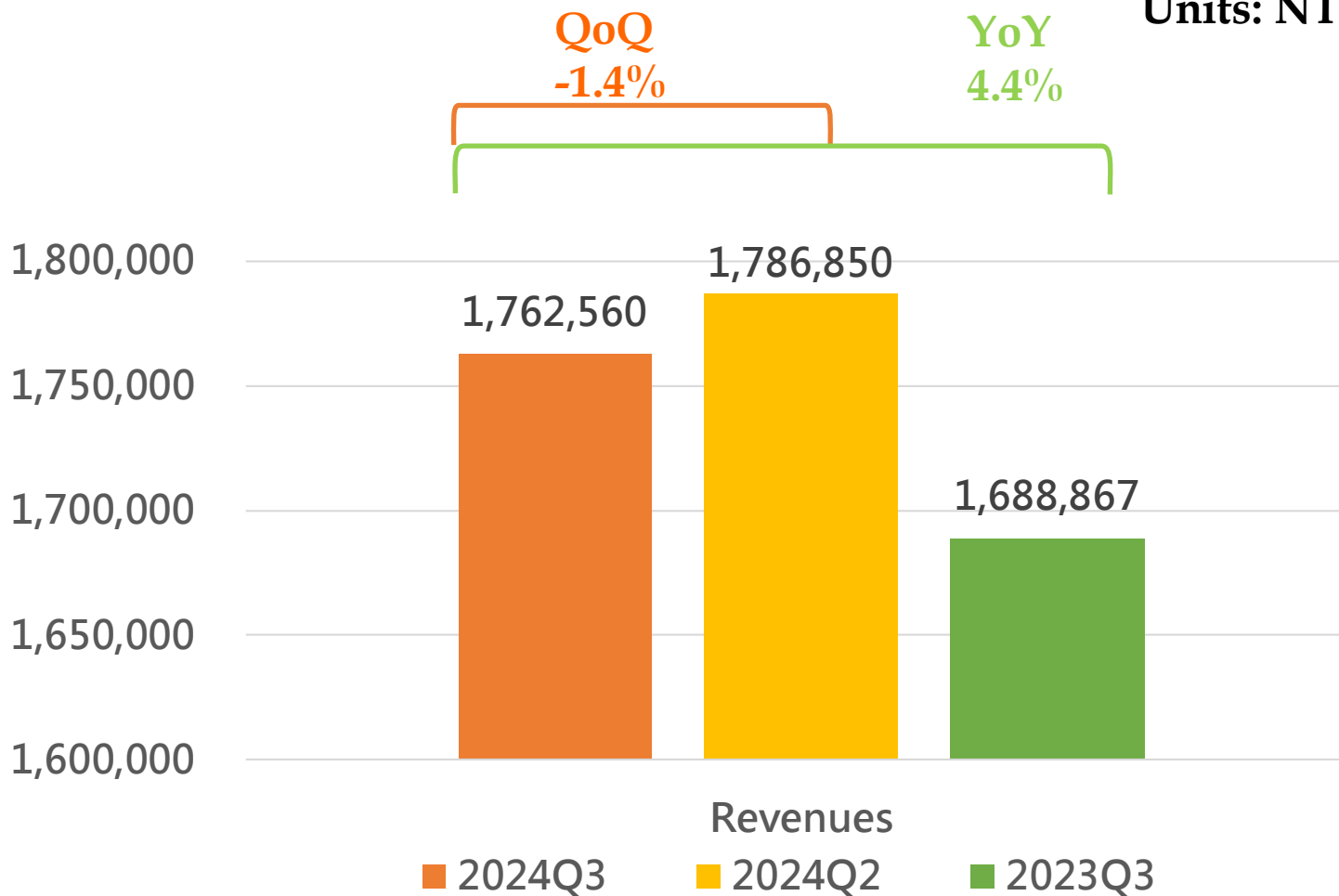
Item	2024 Jan.-Sep.		2023 Jan.-Sep.		YOY
	AMT	%	AMT	%	
Revenues	5,302,883	100%	5,299,427	100%	0.1%
Gross profit	1,363,637	26%	1,311,147	25%	4.0%
Operating expense	705,301	13%	658,779	12%	7.1%
Operating income	658,336	13%	652,368	13%	0.9%
Other income	71,060	1%	74,498	1%	-4.6%
Pre-tax income	729,396	14%	726,866	14%	0.3%
Net income	588,380	11%	586,418	11%	0.3%
EPS(NT\$)	5.53		5.51		0.4%

Source: Market Observation Post System

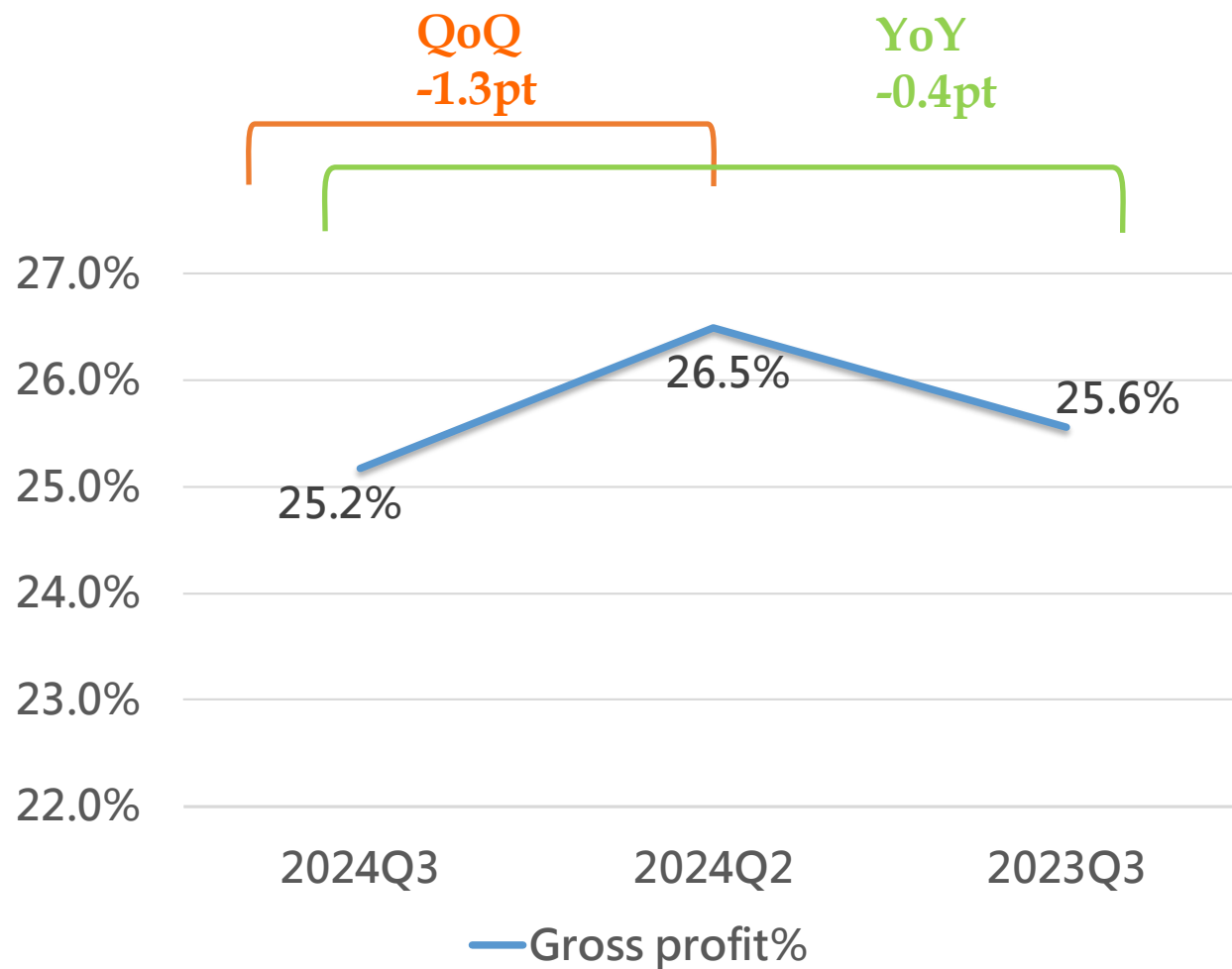
Note:China subsidiary's revenue of consolidated: 2024Q3 1.39%; 2023Q3 1.67%

Consolidated Revenues

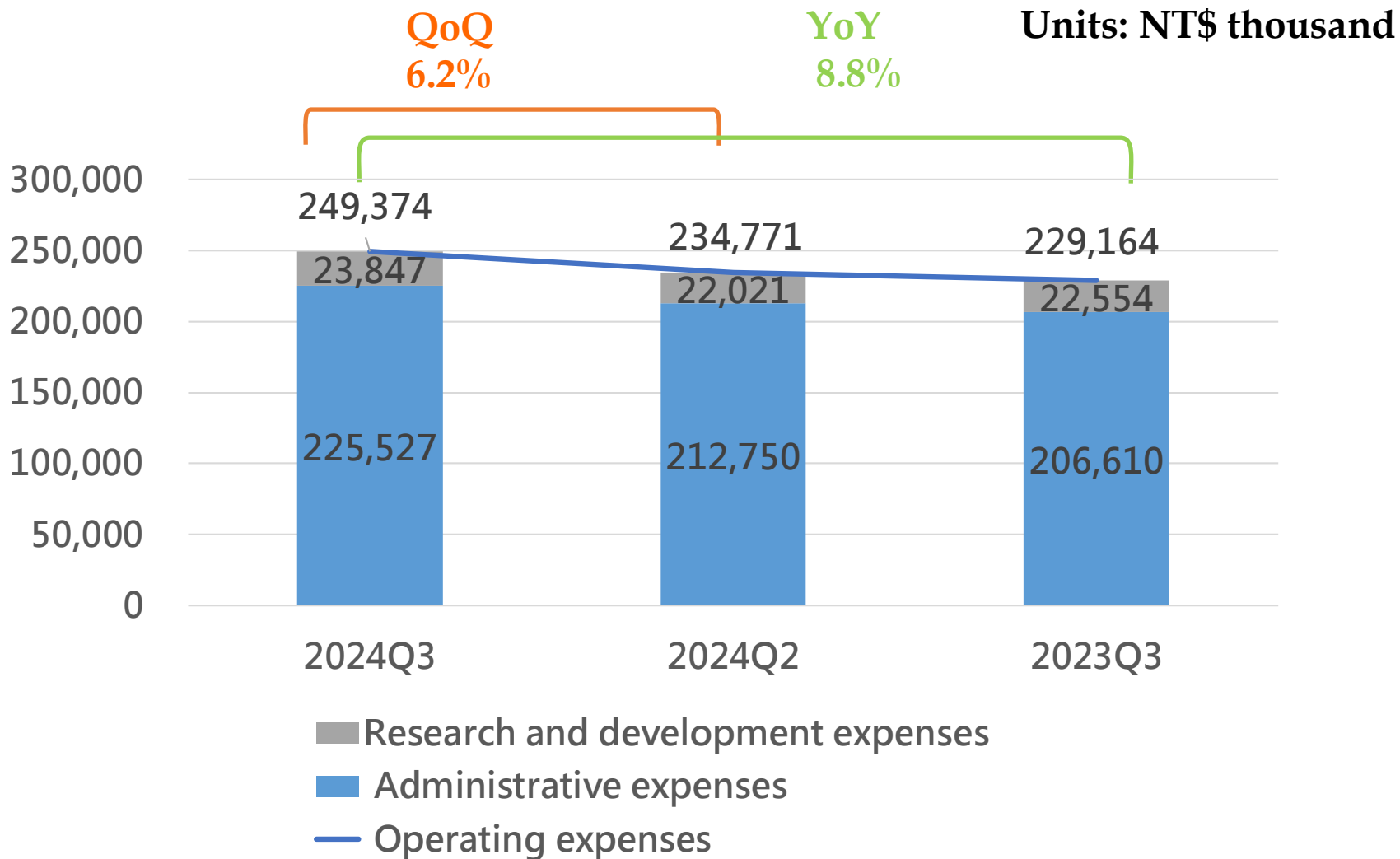
Units: NT\$ thousand



Consolidated Gross profit⁰%

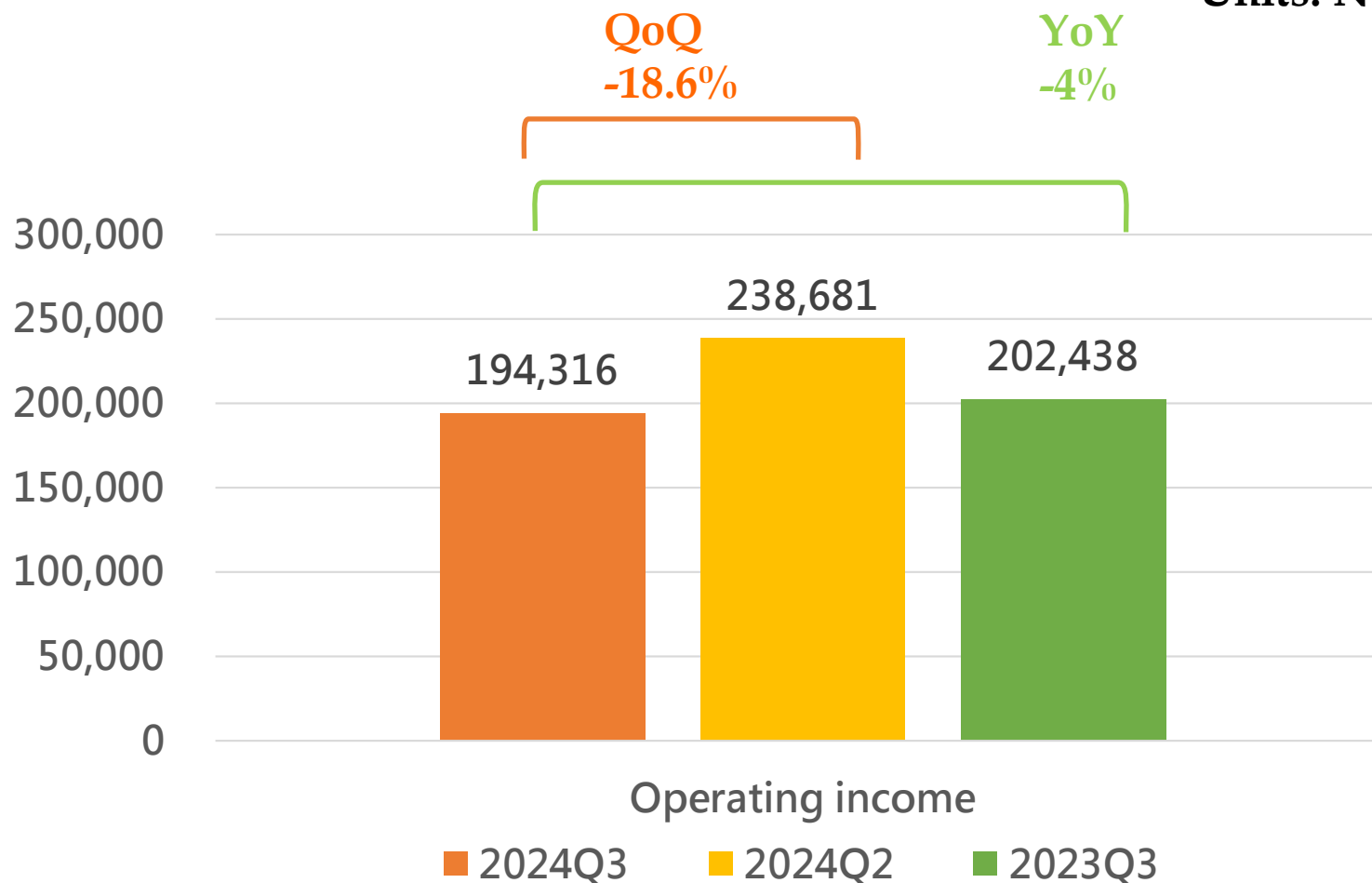


Consolidated Operating expenses

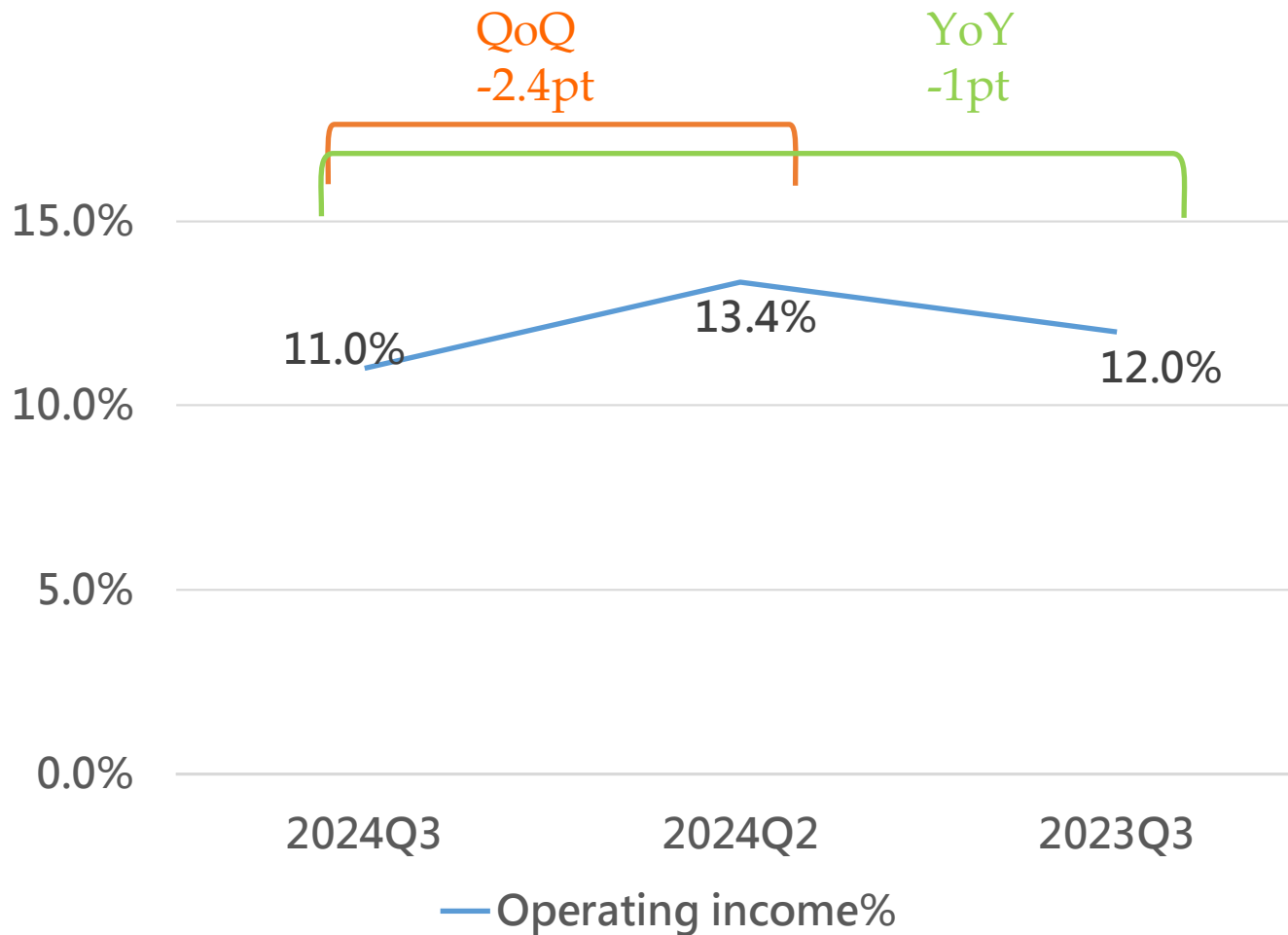


Consolidated Operating income

Units: NT\$ thousand

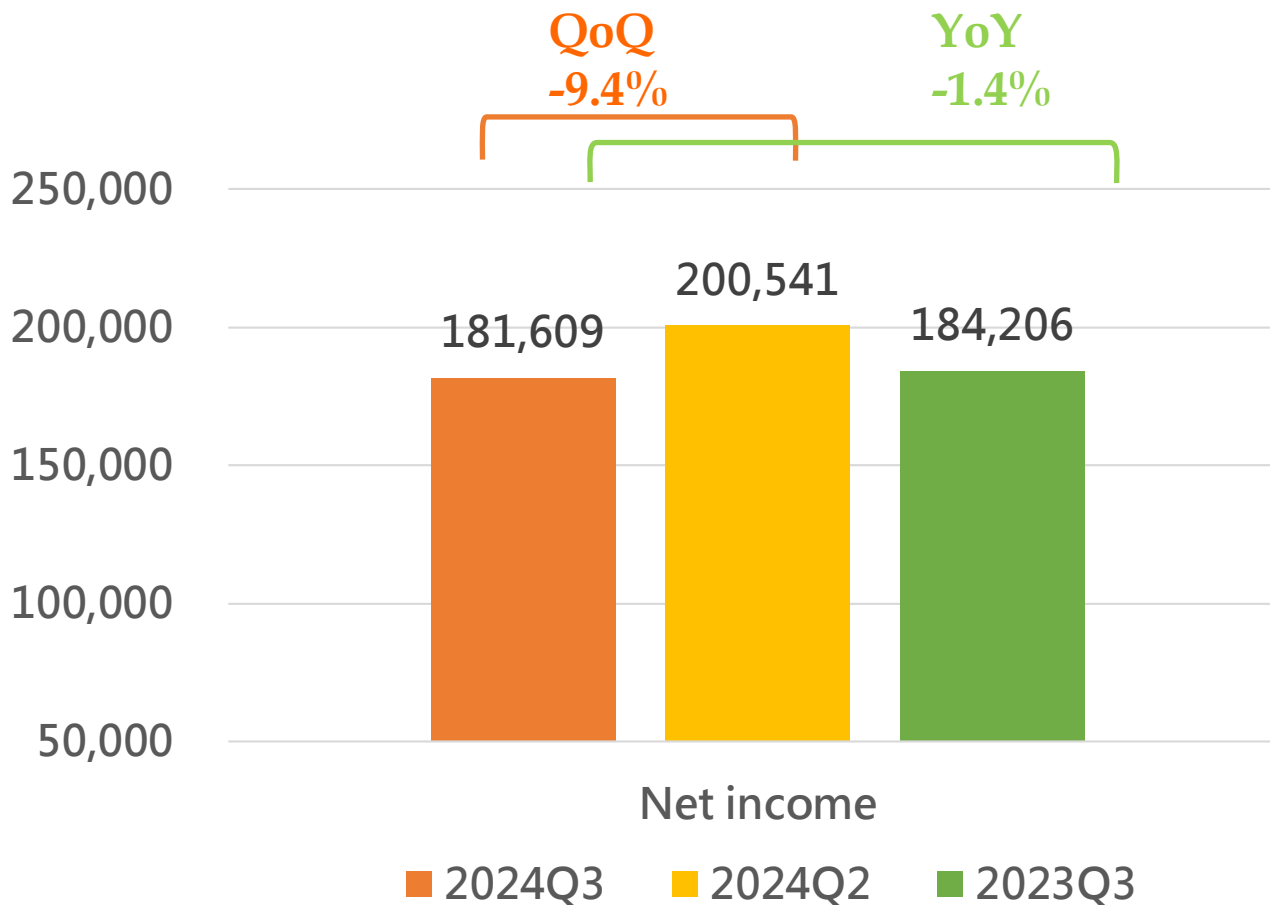


Consolidated Operating income%

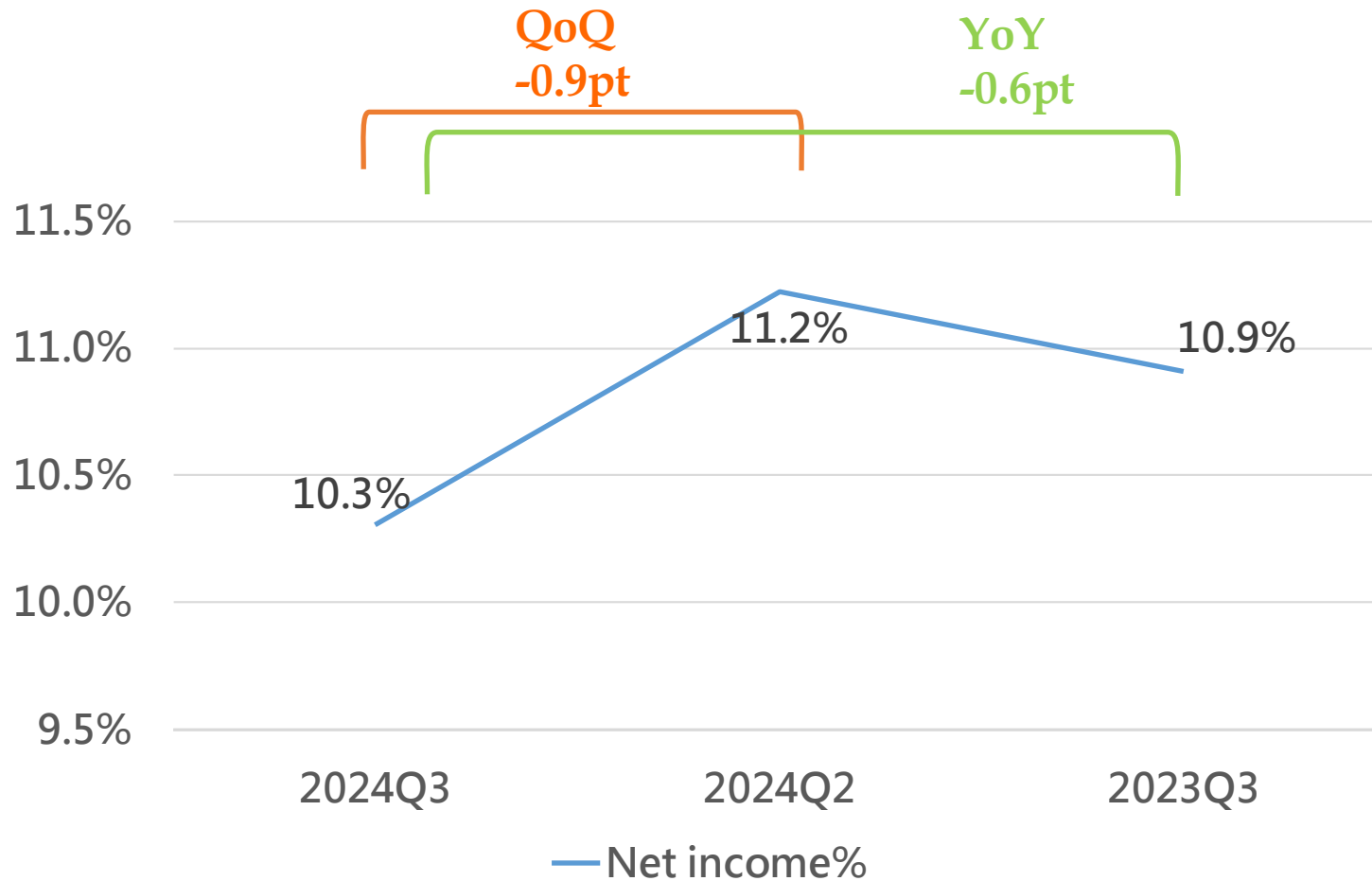


Consolidated Net income

Units: NT\$ thousand

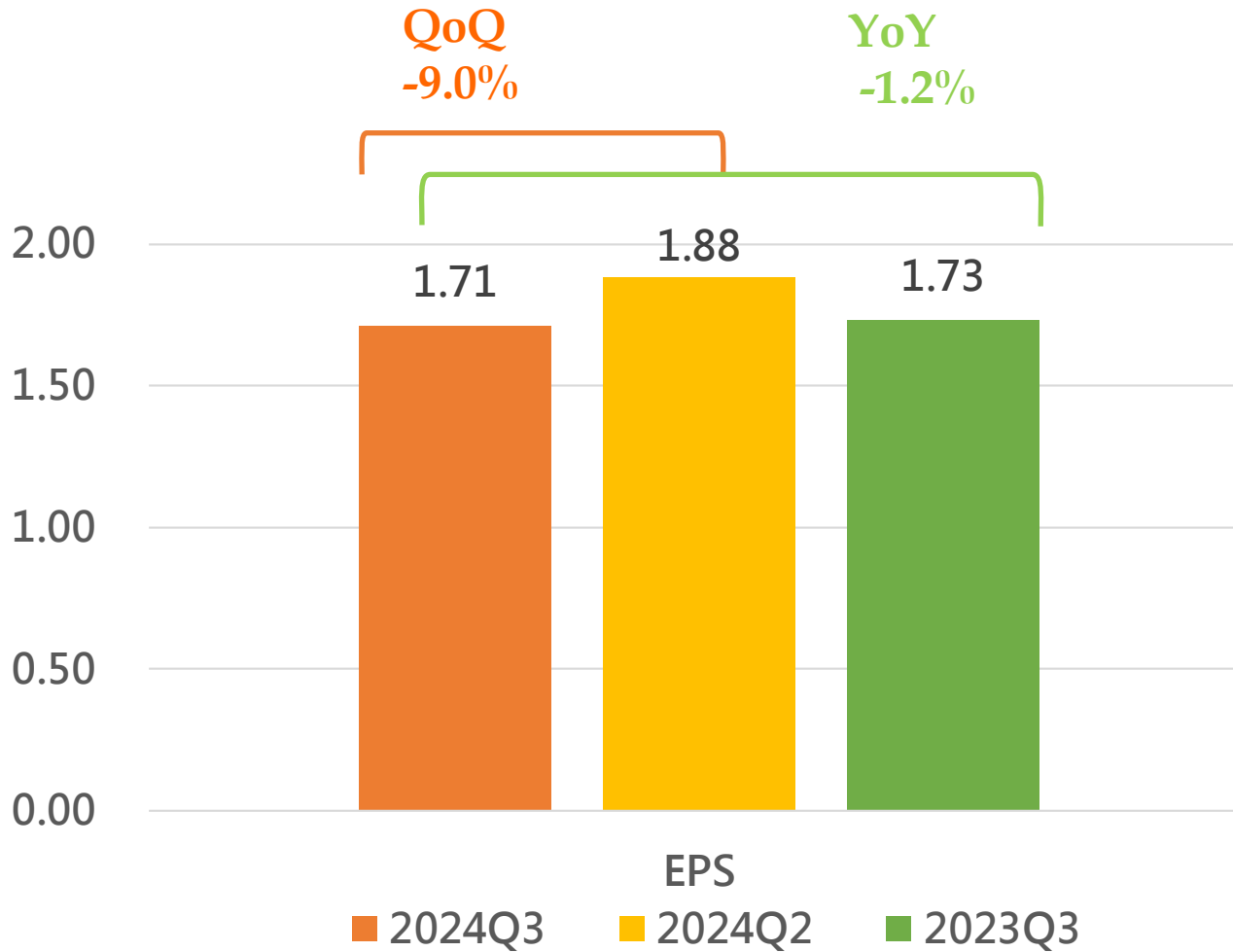


Consolidated Net income⁰%



Consolidated EPS

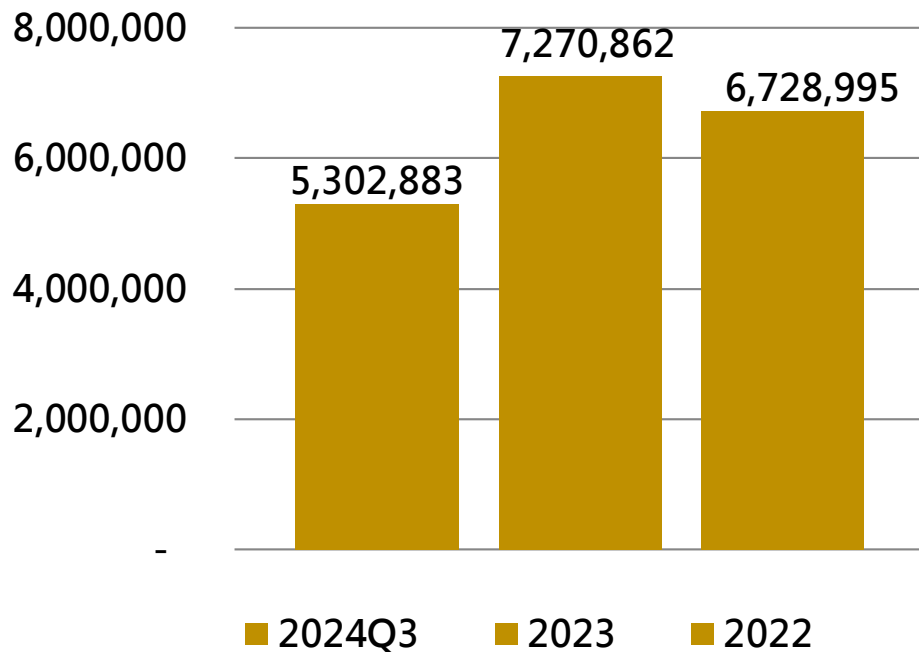
Units: NT\$



Sales Revenue & Net Income

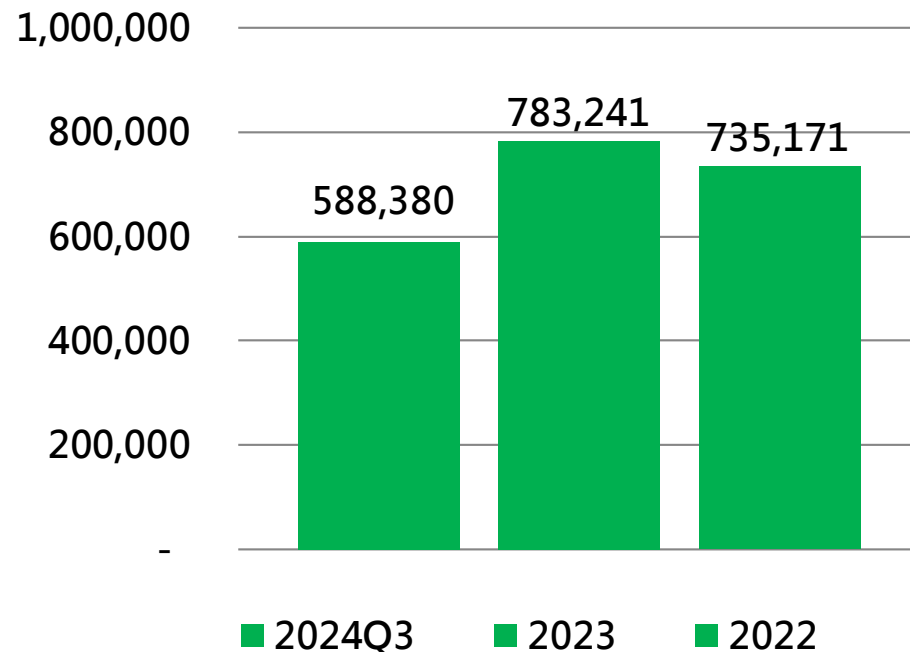
Sales Revenue

Units:NT\$
thousand



Net Income

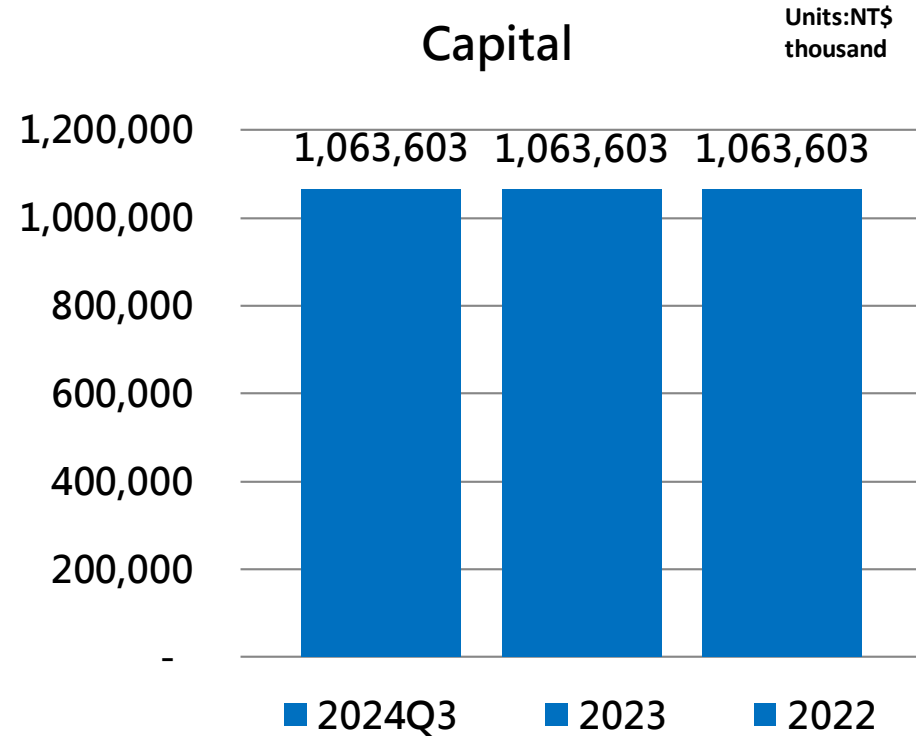
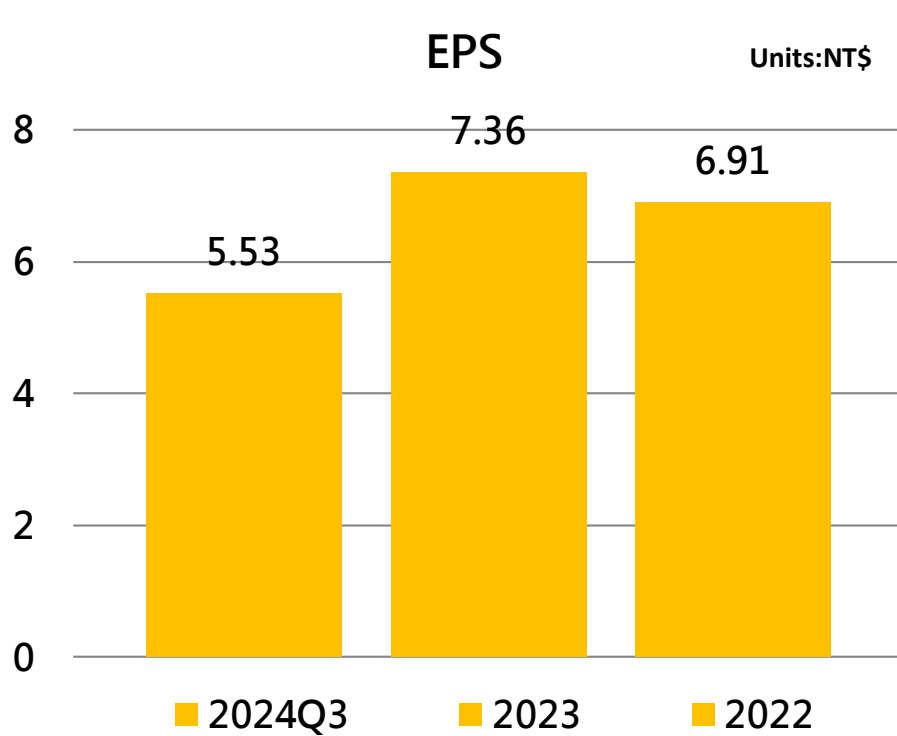
Units:NT\$
thousand



Stark Technology Inc.

敦陽科技股份有限公司

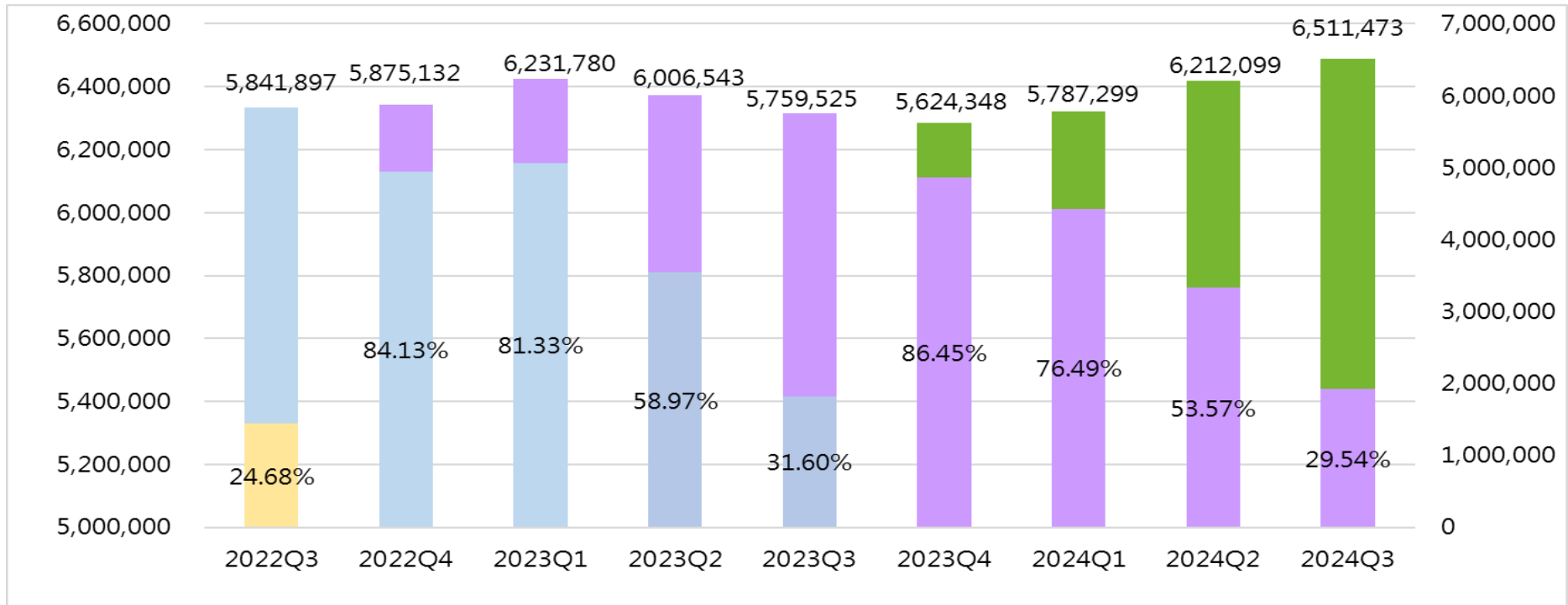
EPS & Capital



	2024Q3	2023	2022
ROE	18.21	24.49	23.93

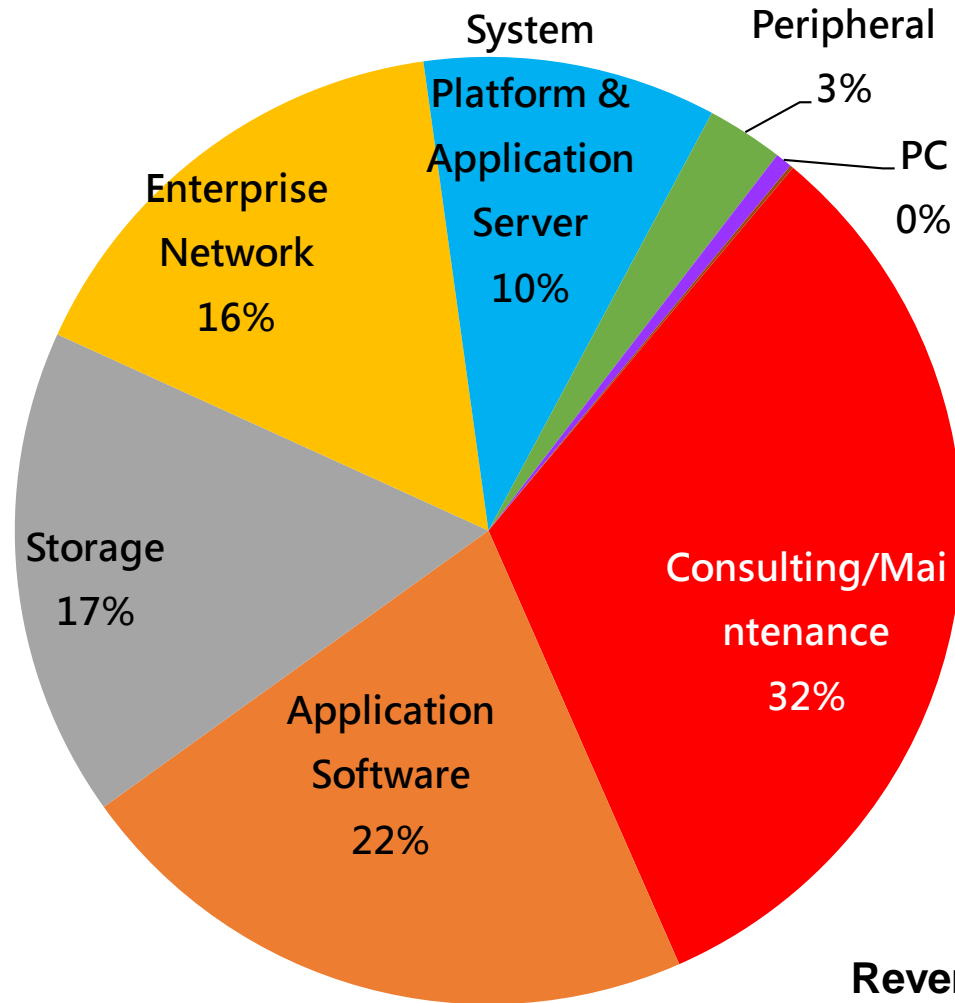
Allocation of transaction price into unfulfilled contractual obligations

Units: NT\$ thousand



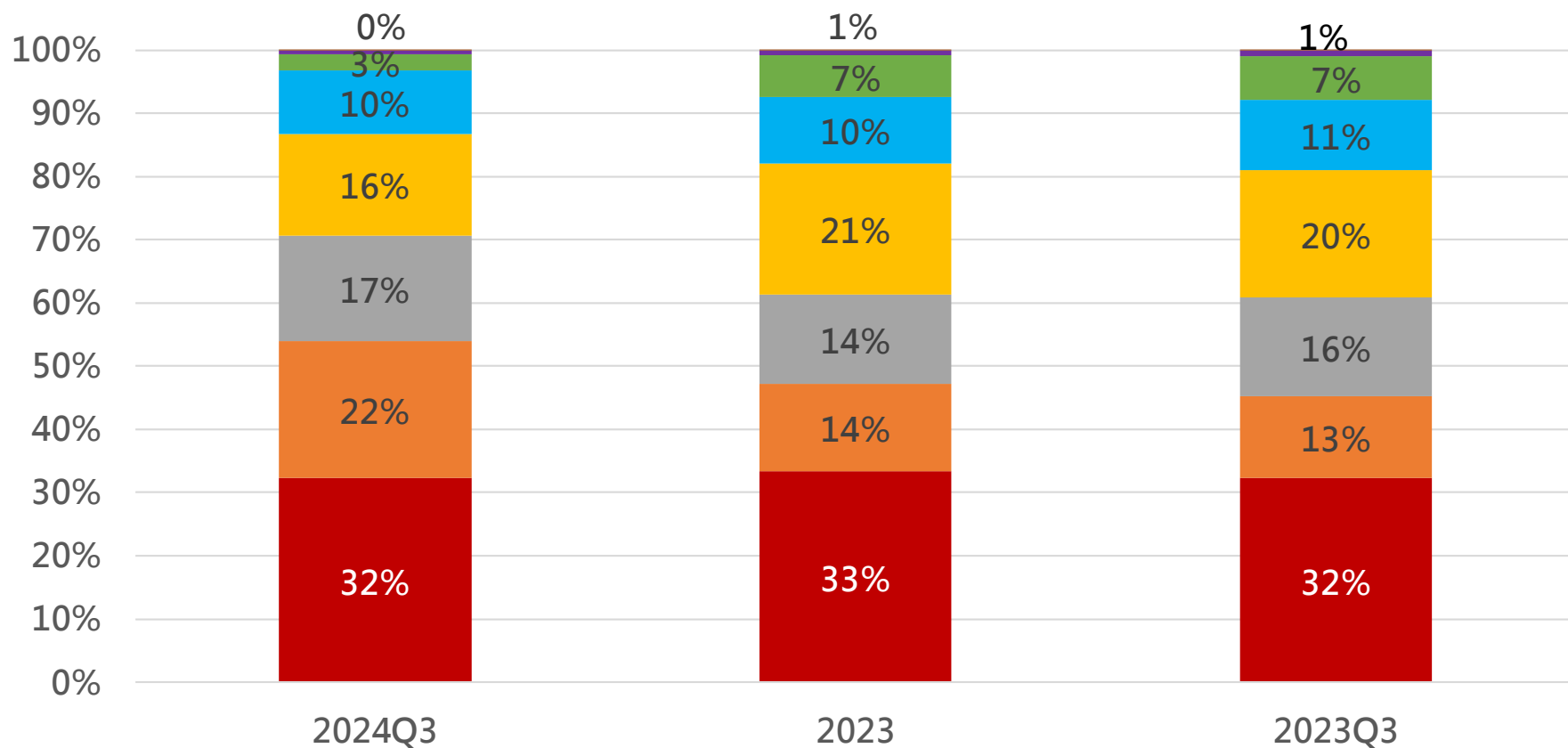
	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2	2024Q3
Allocation of transaction price into unfulfilled contractual obligations	5,841,897	5,875,132	6,231,780	6,006,543	5,759,525	5,624,348	5,787,299	6,212,099	6,511,473
Estimated Fulfill Ratio of 2022/2023/2024	24.68%	84.13%	81.33%	58.97%	31.60%	86.45%	76.49%	53.57%	29.54%
Estimated Fulfill Amount of 2022/2023/2024	1,441,780	4,942,749	5,068,307	3,542,058	1,820,010	4,862,249	4,426,705	3,327,821	1,923,489
Estimated Fulfill Amount After 2023/2024/2025	4,400,117	932,383	1,163,473	2,464,485	3,939,515	762,099	1,360,594	2,884,278	4,587,984

2024Q3 Sales Revenues by Product Type(YTD)



Revenue: NT\$5.303 billion

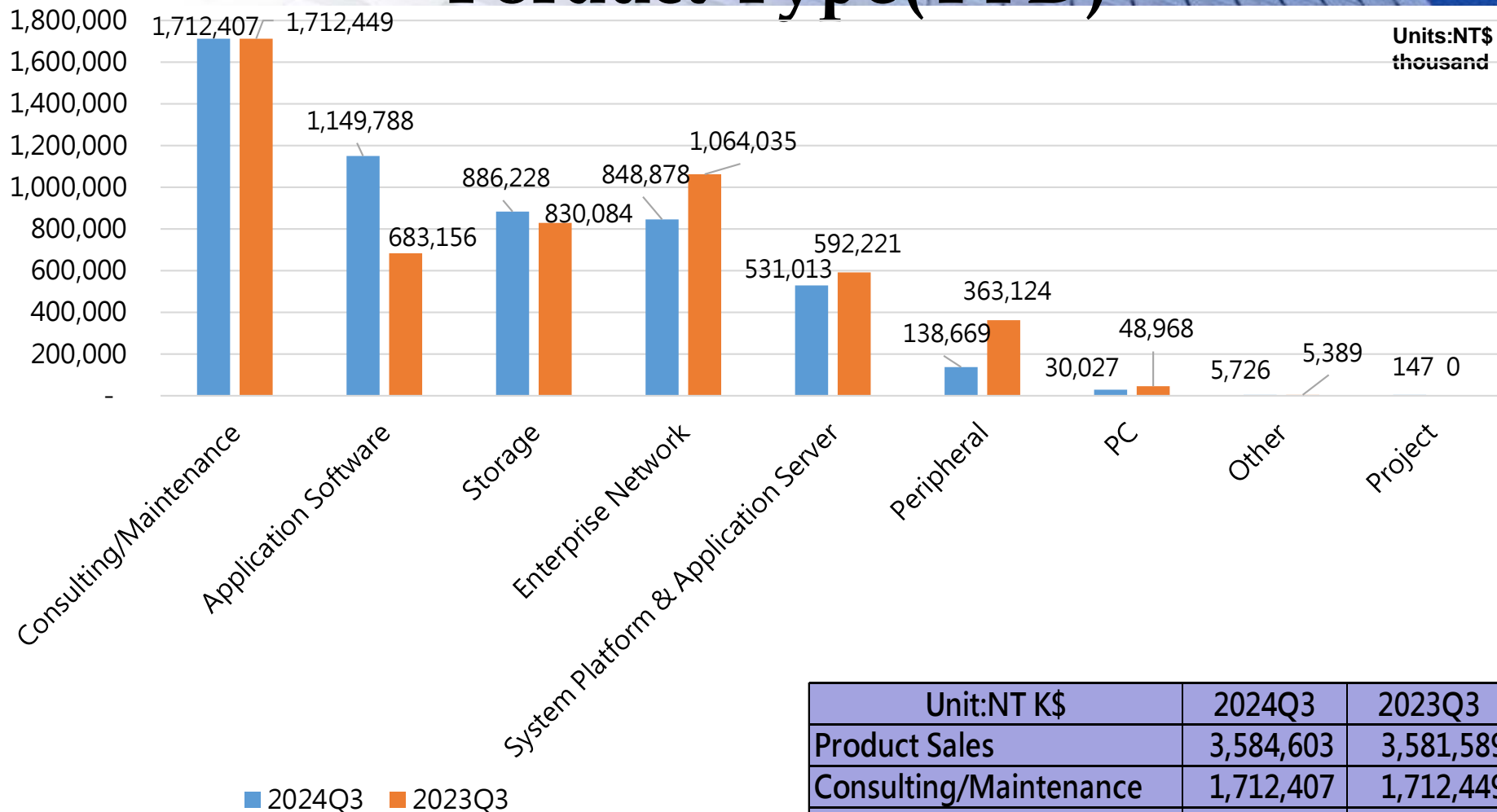
Comparison of Sales Revenues by Product Type (YTD)



- Consulting/Maintenance
- Storage
- System Platform & Application Server
- PC

- Application Software
- Enterprise Network
- Peripheral

Compare Sales Revenues by Product Type(YTD)

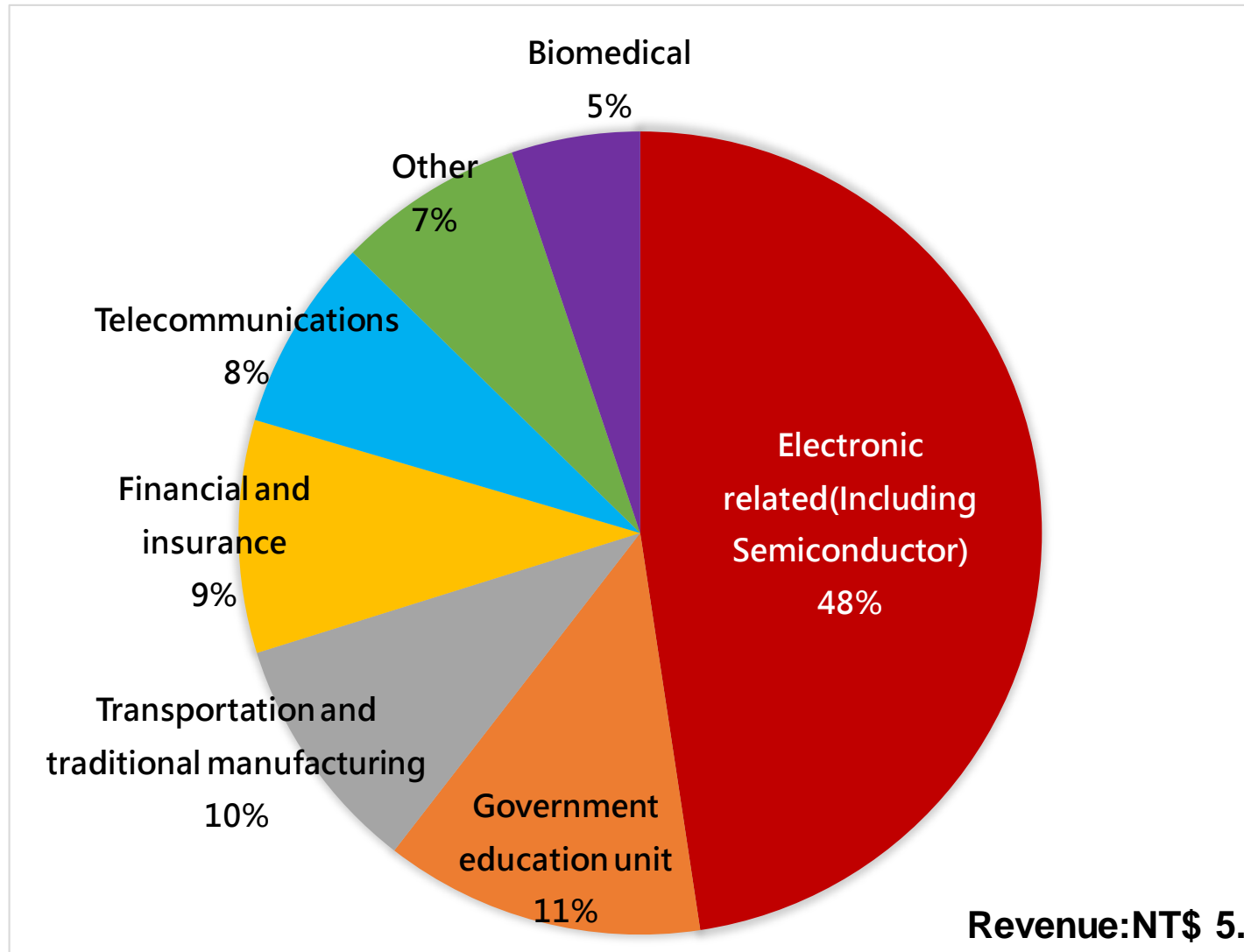


Units:NT\$ thousand

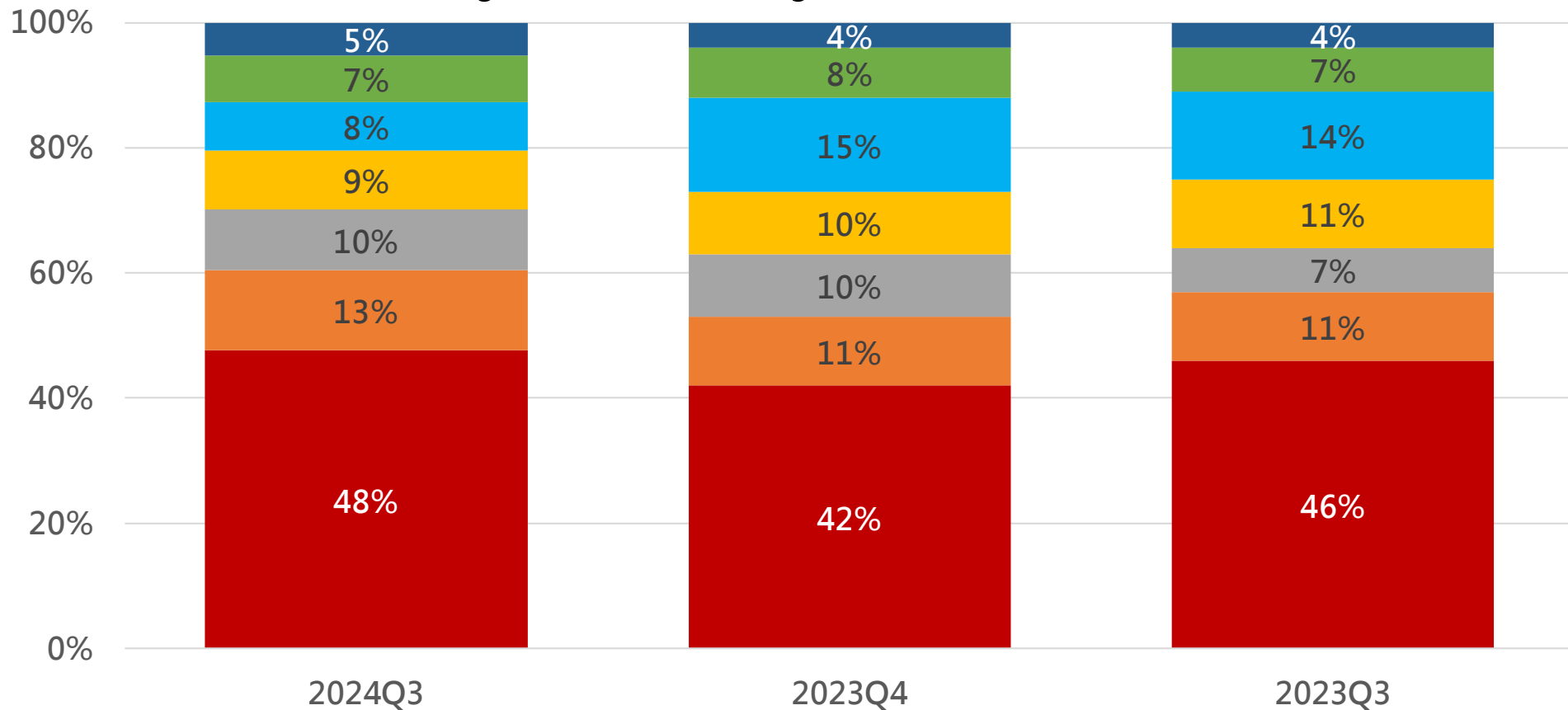
Unit:NT K\$	2024Q3	2023Q3
Product Sales	3,584,603	3,581,589
Consulting/Maintenance	1,712,407	1,712,449
Other	5,873	5,389
Total	5,302,883	5,299,427

Revenue:NT\$ 5.303 billion Revenue:NT\$ 5.299 billion

2024Q3 Sales Revenues by Industry(YTD)

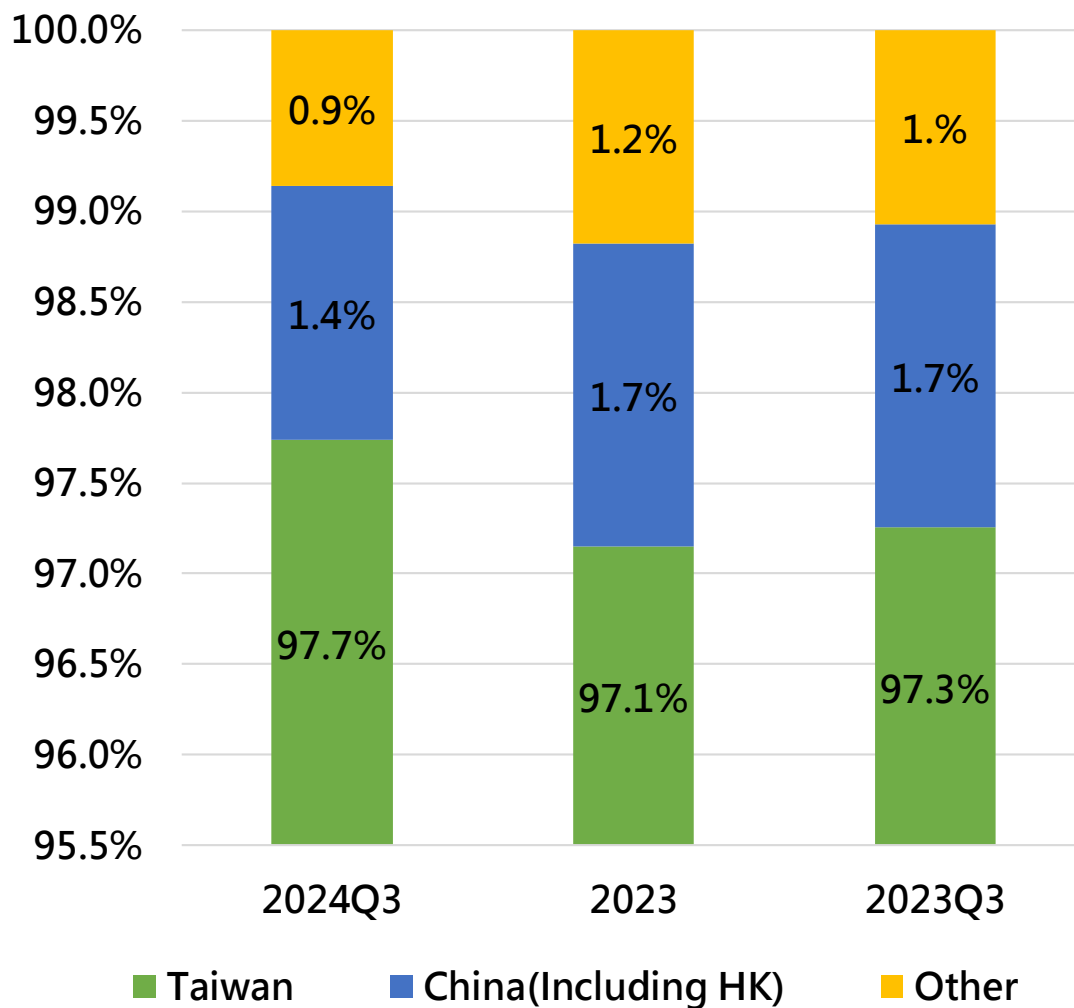


Comparison of Sales Revenues by Industry(YTD)



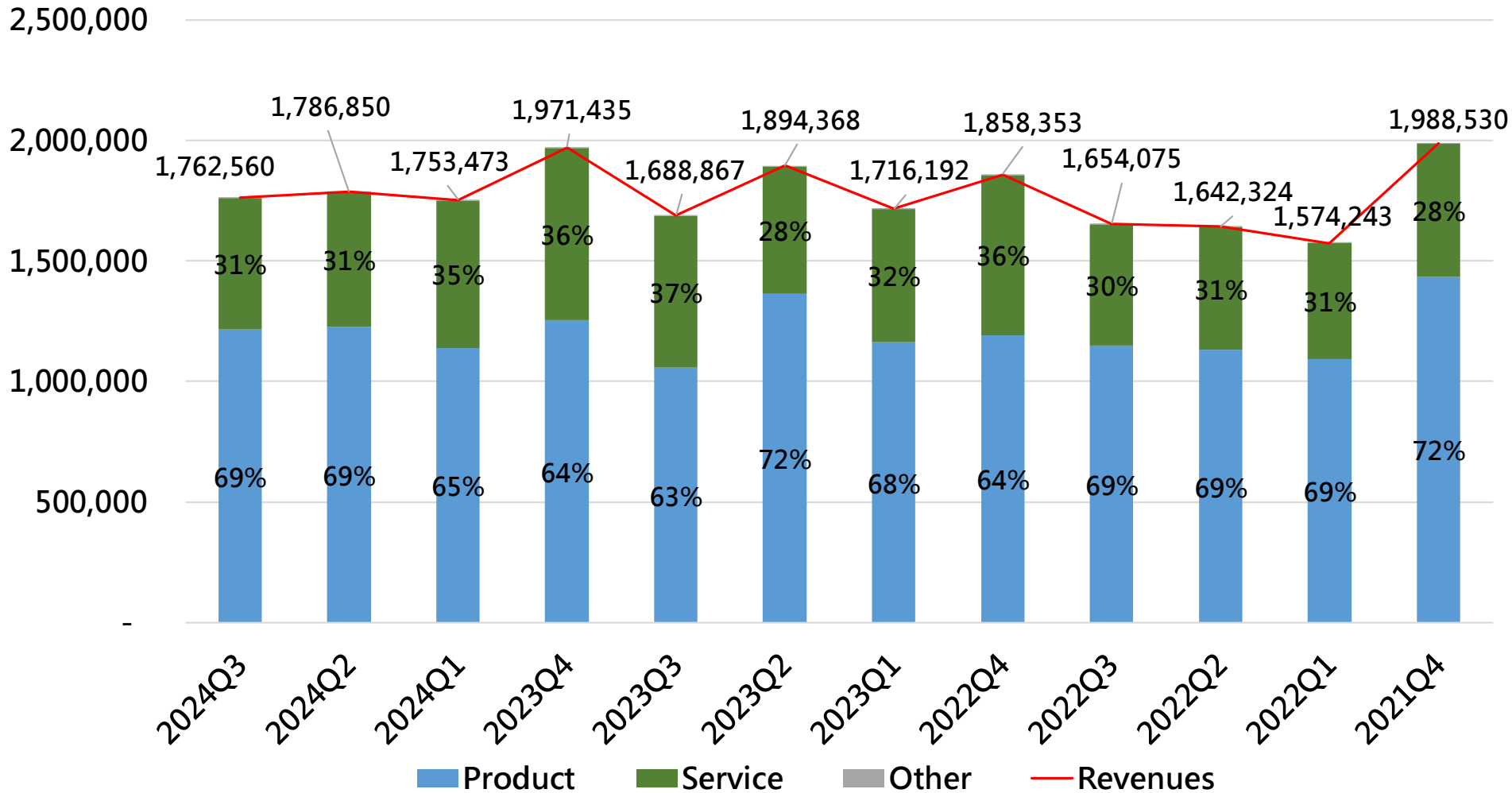
- Biomedical
- Telecommunications
- Transportation and traditional manufacturing
- Electronic related(Including Semiconductor)
- Other
- Financial and insurance
- Government education unit


Comparison of Sales Revenues by Region(YTD)



Quarterly revenue status

Units:NT\$ thousand





Q & A
Thank you!!



Stark Technology Inc.

敦陽科技股份有限公司