Stark Technology Inc.(2480)

2024Q4 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
- 643+ 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

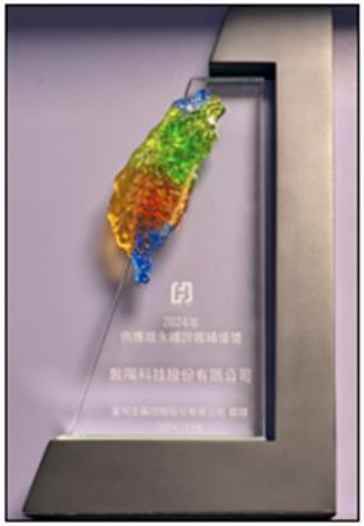
Corporate Governance Evaluation

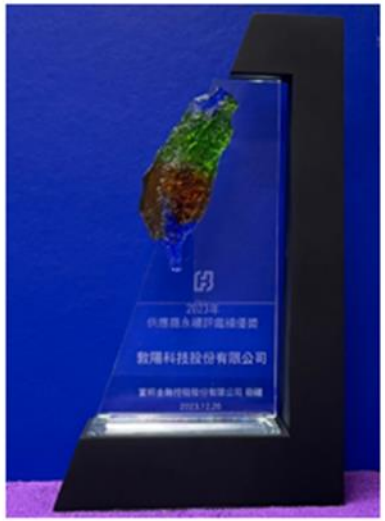
- **Rated as Taiwan's top 21%-35% company over the 10th Corporate Governance Evaluation**

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

Awards

- STI was awarded the title of "Sustainable Performance Excellent Supplier" in 2024 by Fubon Financial Holding Co., Ltd..
- STI was awarded the title of "Sustainable Performance Excellent Supplier" in 2023 by Fubon Financial Holding Co., Ltd..
- STI was awarded the title of "Excellent Supplier" in 2024 by Taishin Financial Holding Co., Ltd..





Awards(Continued)

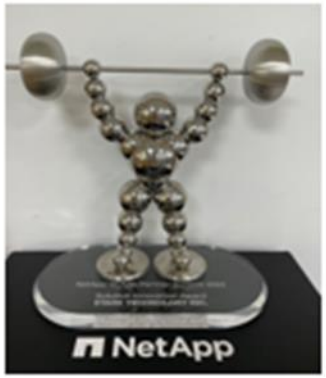
System Products

【Lenovo】FY22&23 Best Solution Sales Award
【IBM】 FY23 Expanded Industry Customer Achievement Award
【Cisco】FY25 The Best Partner for Innovation and Growth
【HPE】FY24 Best Partner
【HPE】FY25 Excellent Distribution Partner
【DELL】FY24 Best Manufacturing Solutions

Awards(Continued)

Storage Products

【VMware】FY22 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】FY24 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
【Aruba】FY24 HPE Aruba Champion Partner of the Year

Awards(Continued)

Security Products

【CrowdStrike】FY21 Partner for the Year
【CrowdStrike】FY22 New Logo Partner of the Year
【CrowdStrike】FY22 Best Partner Solution Engineer of the Year
【Palo Alto】FY23 Diamond Award
【CITRIX】FY23 Best Service Provider Award
【CITRIX】FY23 Annual Best Contribution Award
【Cisco】SMB FY23 Sales Star of the Year

Awards(Continued)

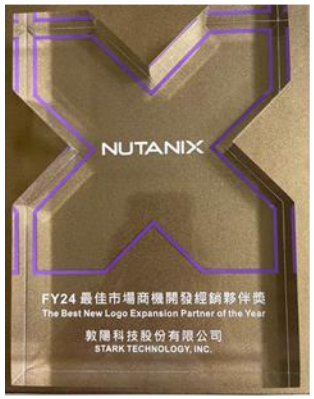
Security Products

【TEAM T5】FY23 Best Sales Partner
【F5】FY23 Best Project Development Contribution Dealer
【Checkpoint】FY23 Best New Business Development Partner
【Cisco】FY25 The Best Partner for Innovation and Growth
【Palo Alto】FY24 Taiwan Excellence in Cortex
【OpenText 】FY24 Cybersecurity Excellence Award
【Fortinet】FY24 Annual Attack MVP

Awards(Continued)

Other Products

【NUTANIX】FY24 Best Market Opportunity Development Award
【HPE】FY24 Best Partner
【HPE】FY25 Excellent Distribution Partner
【DELL】FY24 Best Manufacturing Solutions
【ASE】FY24 Information Service Maintenance Award



Awards(Continued)

CROWDSTRIKE

- ✓ STI is titled as Elite Partner
- ✓ STI is the only Taiwanese Company listed on CrowdStrike's official website

https://www.crowdstrike.com/en-us/partners/channel-partners/

Information Security Management System

ISO 27001:2022

Certificate TW20/00230.00

The management system of

Stark Technology Inc.

SGS

11F/12F., No. 83, Sec. 2, Dongda 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 28 June 2026 and remains valid subject to satisfactory surveillance audits.

Issue 3. Certified since 28 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.

Authorised by

Jonathan Hall

Global Head - Certification Services

SGS United Kingdom Ltd

Rossmore Business Park, Ellesmere Port, Cheshire, CH65 3EN, UK

t +44 (0)151 350-6666 - www.sgs.com

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Page 1 / 2

CNS 27001:2023

證書 TW23/00000589

下述組織

SGS

敦陽科技股份有限公司

300 新竹市北區東大路二段 83 號 11F/12F

的管理系統已經過審核，並被證明符合下述要求

CNS 27001:2023

所涵蓋的活動範圍

依據版次 1.2 之適用性聲明書，資訊安全總運活動包含：

- 應用軟體整合服務處(包括工程師、品質保證班、專案經理)所管理應用系統之資訊安全管理活動，包括系統開發、資料庫與主機維護、以及應用與網路相關之基礎設施。
- 人力資源中心及企業資源整合應用處之人力資源管理系統的維運與操作及管理。

此證書的有效期自 2024 年 08 月 08 日 至 2026 年 06 月 28 日 且其有效性需要於持續符合的定期稽核

版次 2. 原始註冊日期 2023 年 08 月 09 日

包括與範圍內之為了本次證書，主管證書編號為 TW23/00000589

組織獲得驗證起始於 2020 年 06 月 28 日，並首次獲得 SGS 之 TAF 驗證起始於 2023 年 08 月 09 日

其它場區/作法實體之驗證活動於後續頁上列出

Authorised by

Stephen Pao

Director

台灣檢驗科技股份有限公司

24803 新北市五股區新北產業園區五工路 136-1 號

t +886 (02 2299 3939 - www.sgs.com.tw

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頁 1 / 2

ISO 27701:2019

Certificate TW24/00000652

The management system of

Stark Technology Inc.

SGS

11F/12F., No. 83, Sec. 2, Dongda 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 Inforcom Inc. are certified to ISO/IEC 27001 and CNS 27001 as extended 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 27001and ISO 27701:2019 Statement of Applicability version 1.2.

The Stark Technology Inc. and Stark Inforcom Inc. ISO 27001 UKAS certification number is as follows: TW20/00230.00 and CNS 27001 TAF certification number is as follows: TW23/00000589.

This certificate is valid from 08 August 2024 until 28 June 2026 and remains valid subject to satisfactory surveillance audits.

Issue 1. Certified since 08 August 2024

Multiple certificates have been issued for this scope, the main certificate is numbered TW24/00000652

Certified activities performed by additional sites are listed on subsequent pages.

Authorised by

Vigarubbin Mohammed

Technical-Accreditation Manager

SGS North America Inc.

201 Route 17 North Rutherford, NJ 07070

t +1 (201) 508-3000 - www.sgsgroup.us.com

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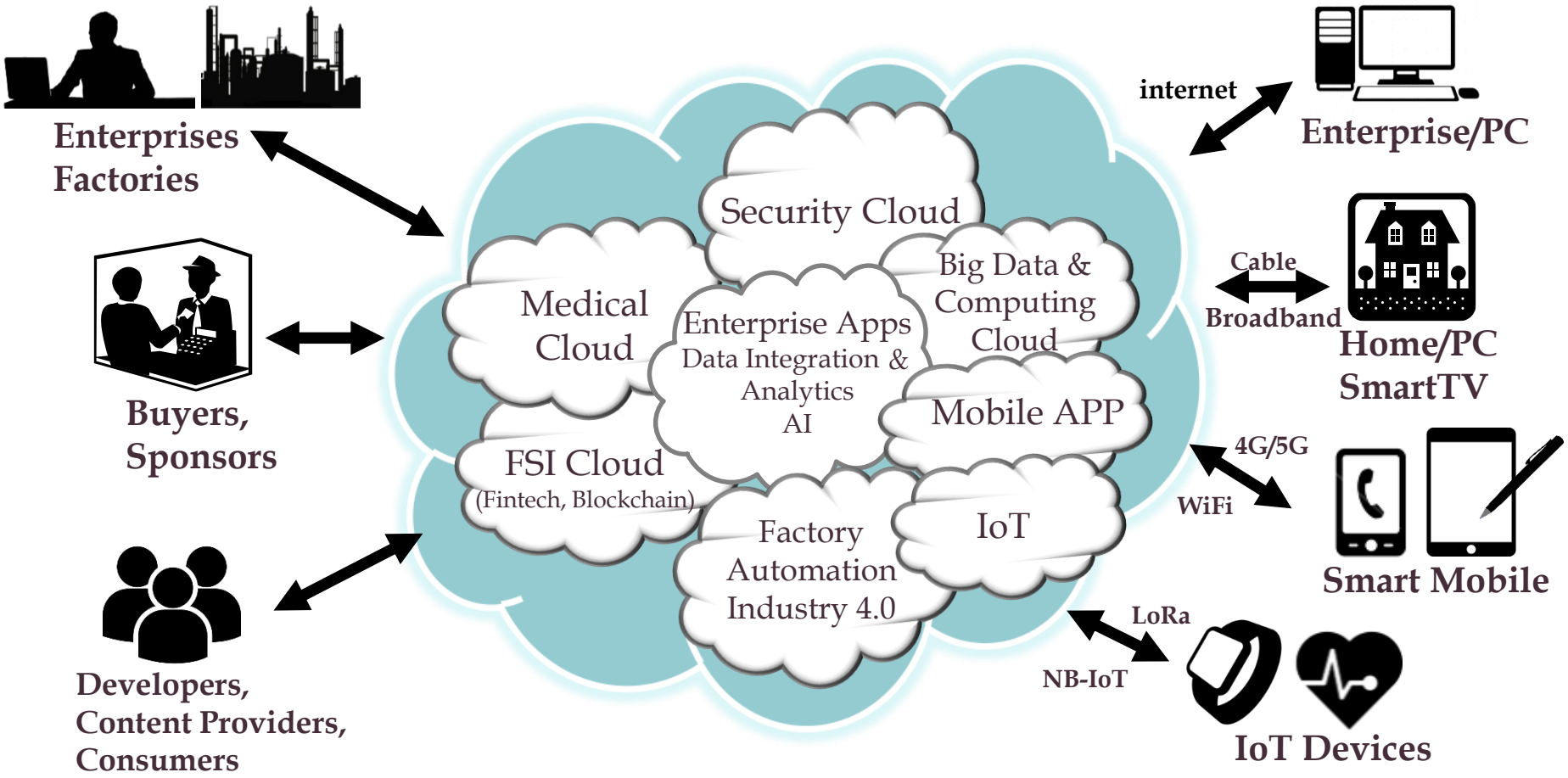
Page 1 / 2

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 of Taiwan
BU2	High-tech manufacturing, Defense, Military, Traditional production, Education, and Medical care, the main area in Hsinchu, Taoyuan and southern Taiwan
BU5	Focusing on information security, serving 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 Eastern 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

Data Governance

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

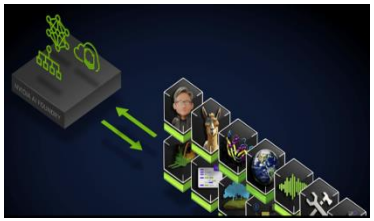
Hardware

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

Customer Requirements

NVIDIA AI Foundry

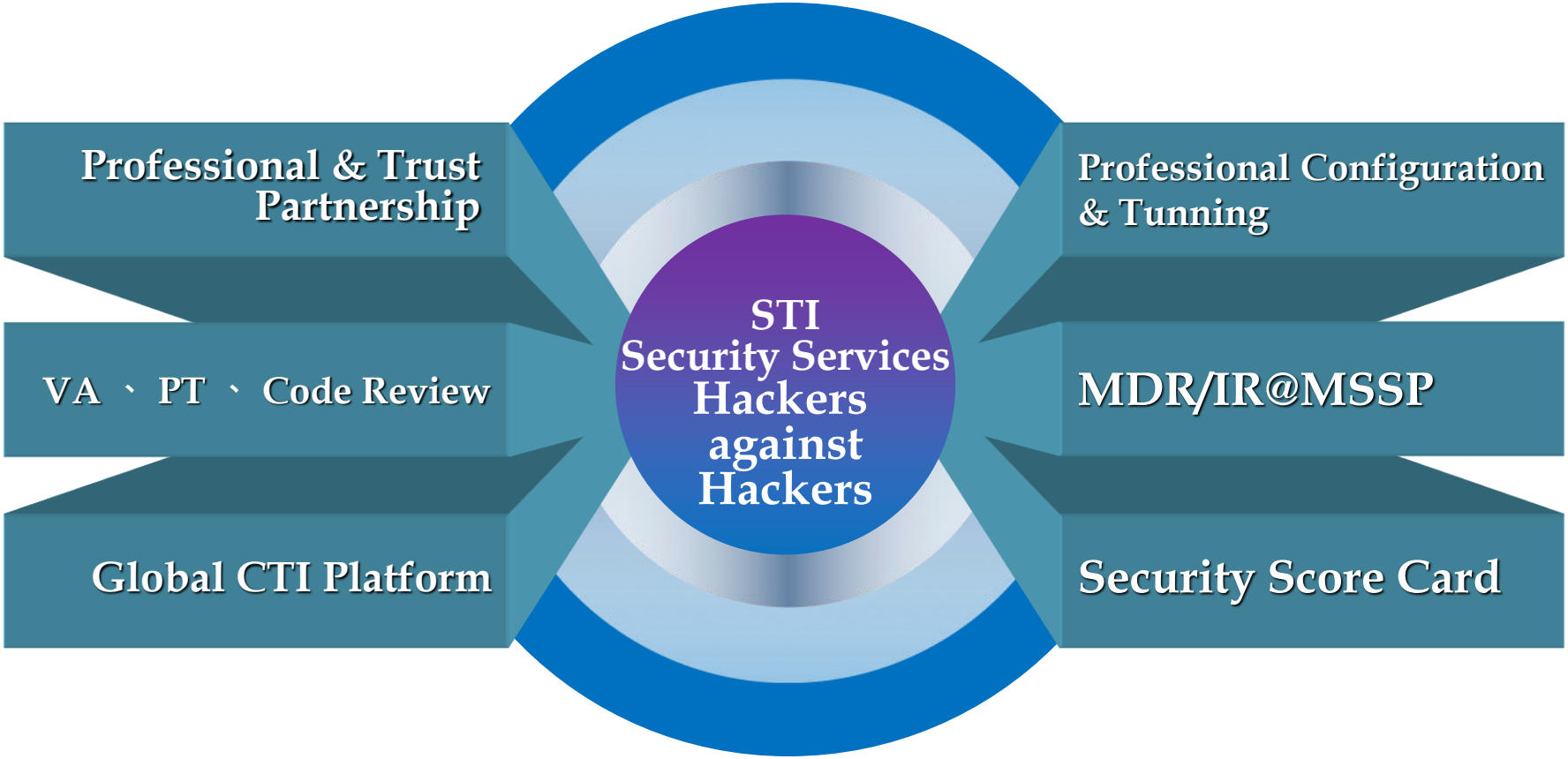
Assist customer to leveraging existing models/inferences to run on anywhere for the target AI apps.



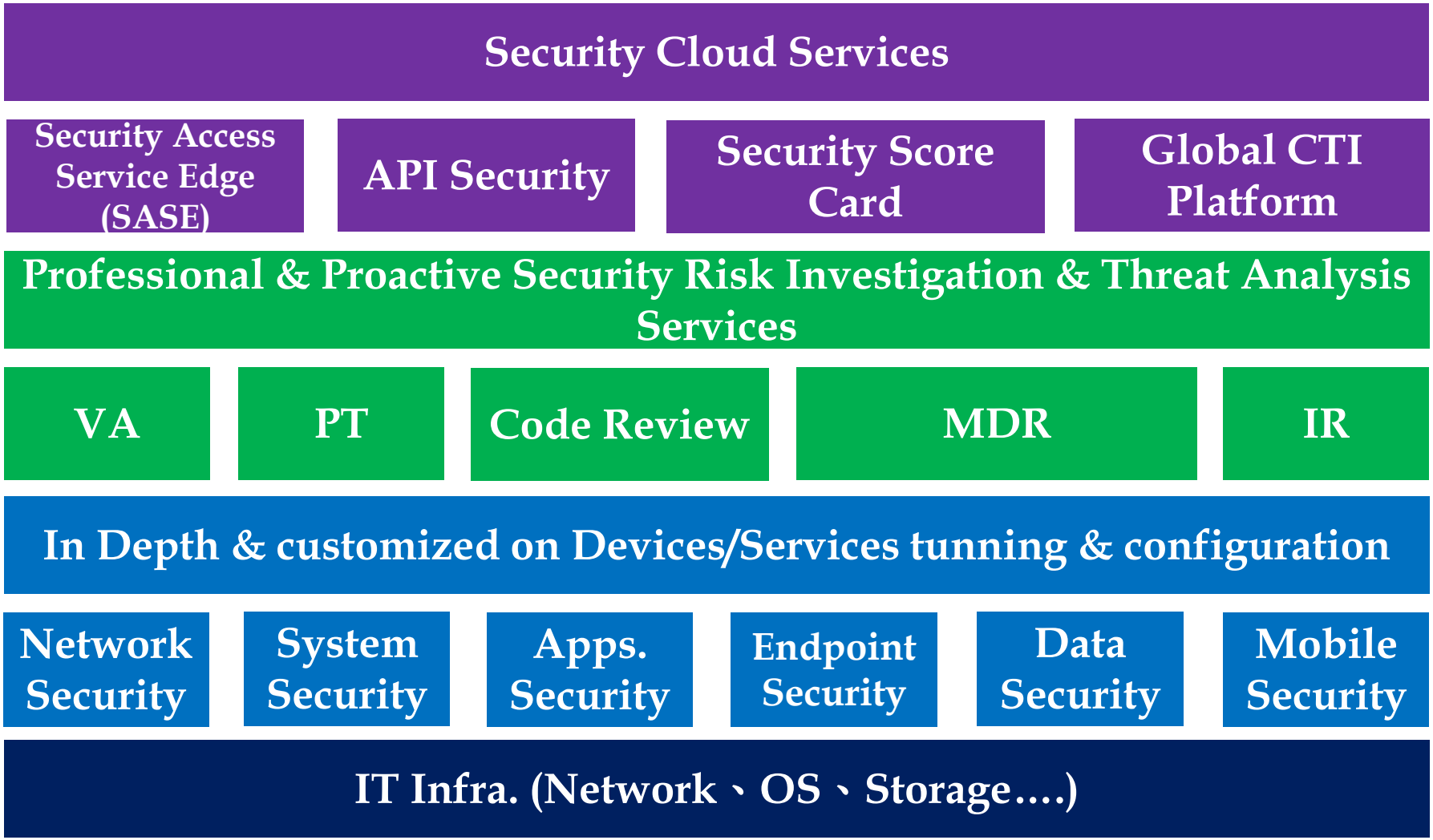
Industry-Academia Alliance

Academic/Industry alliance to redefine enterprise AI smart technology

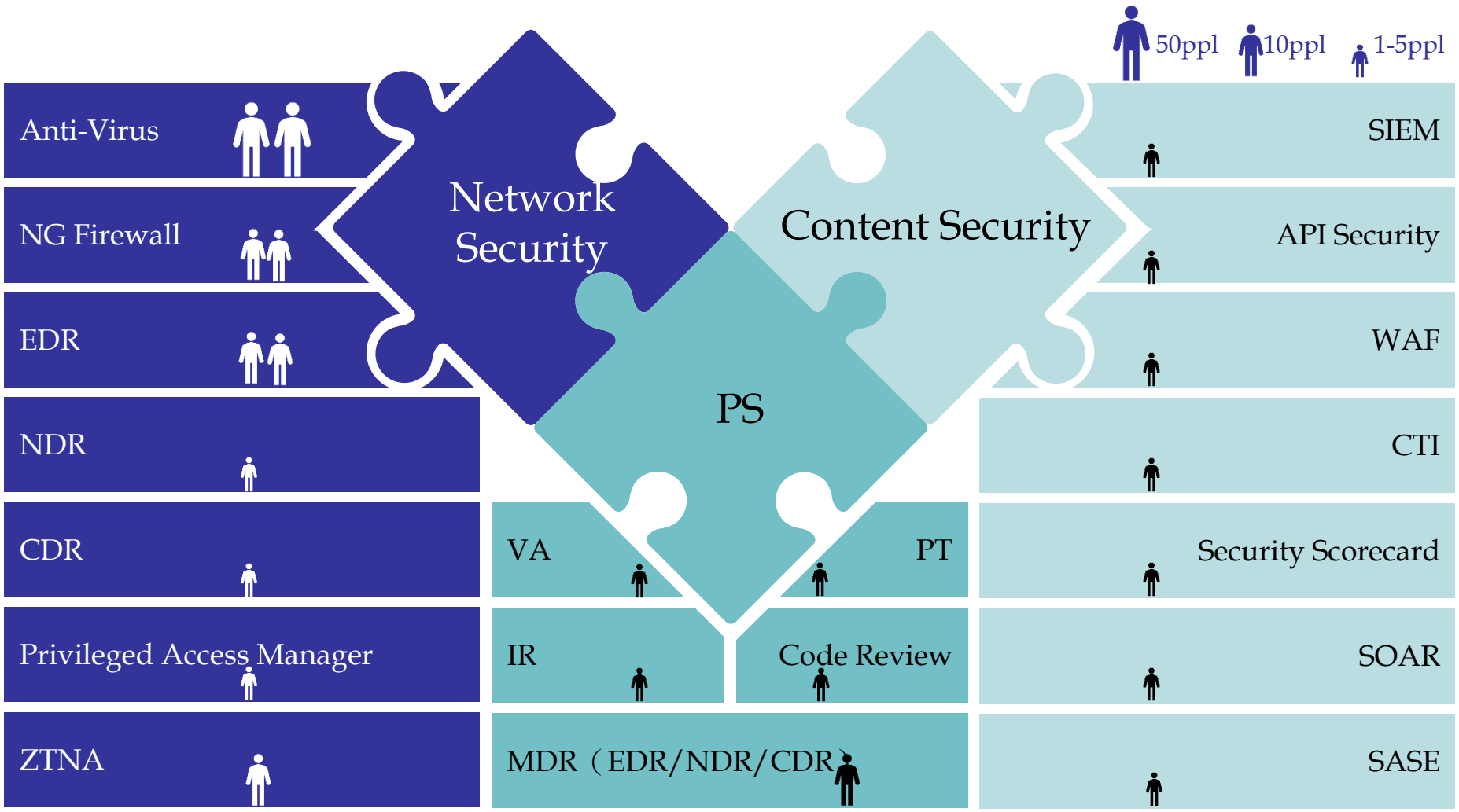
Information Security



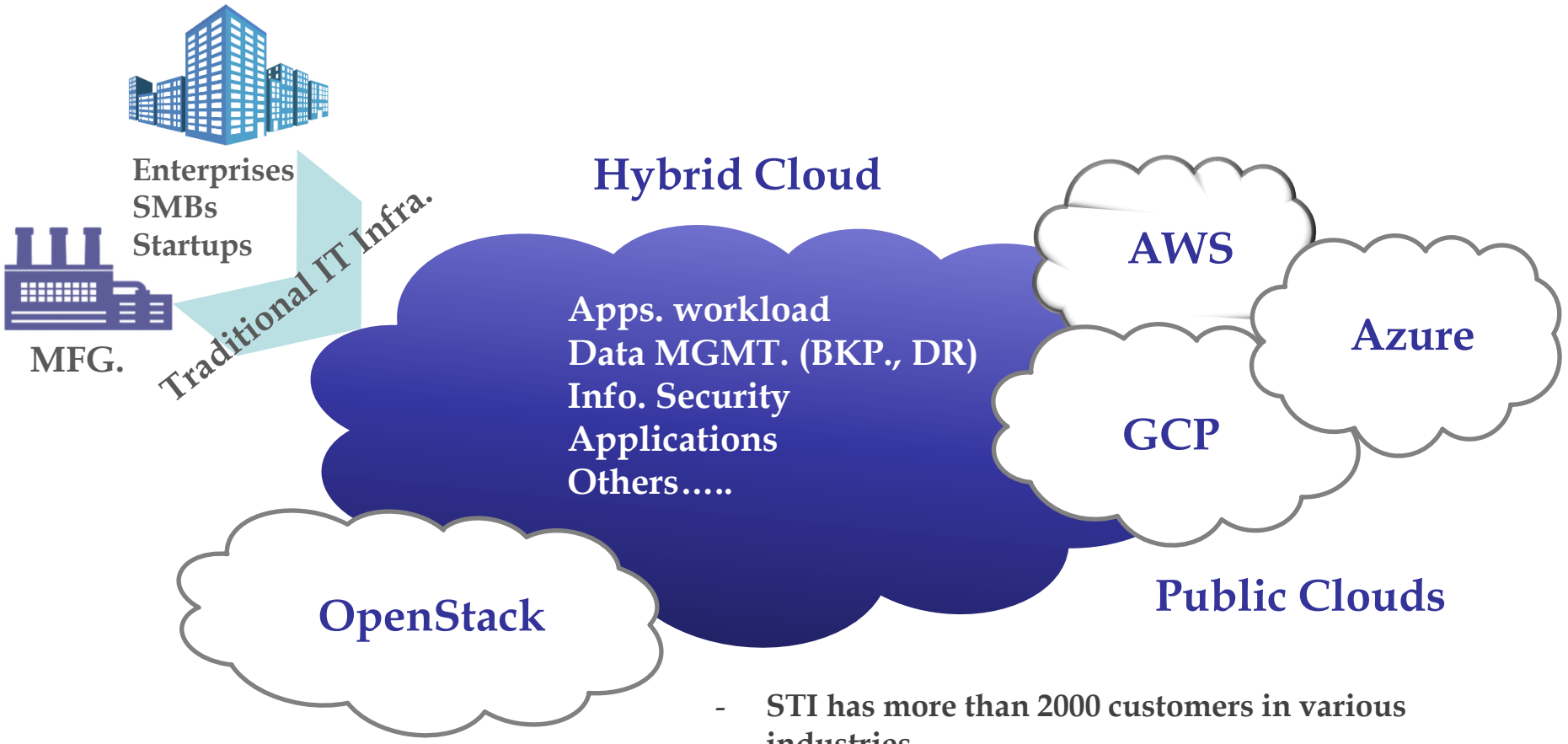
MSSP Architecture



Information Security

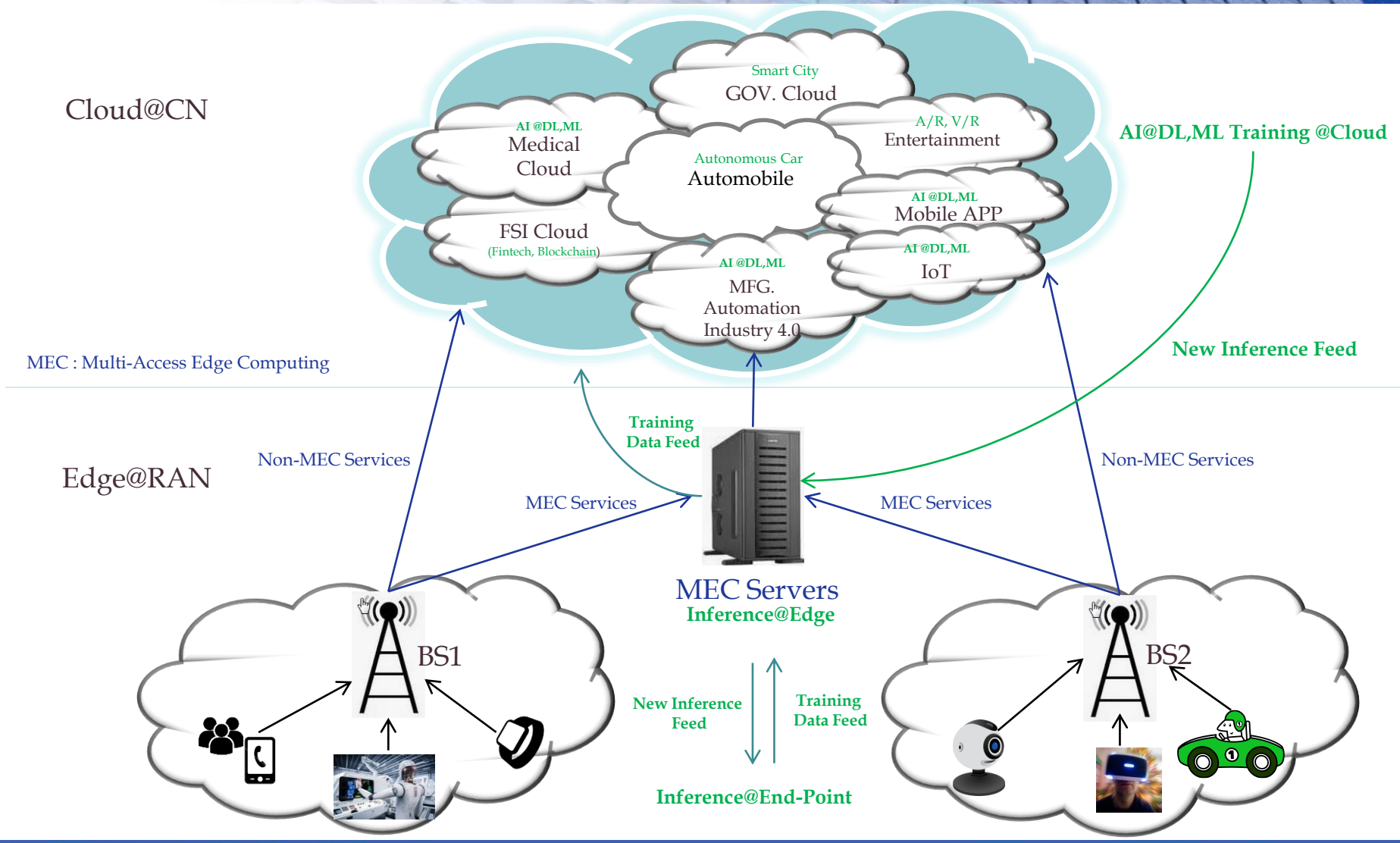


STI's Strength on Hybrid Cloud

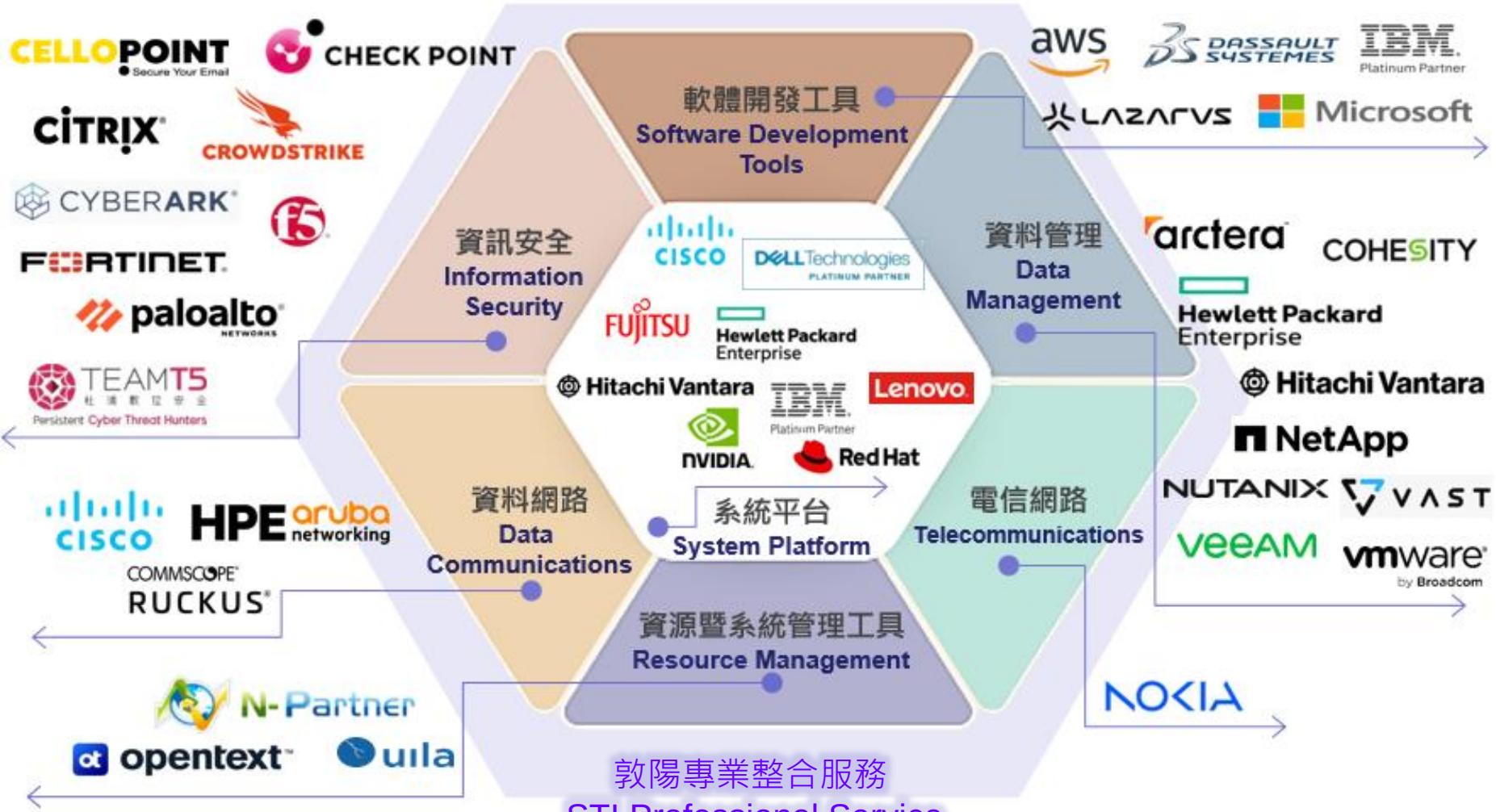


- STI has more than 2000 customers in various industries
- STI offers Consulting, Development, Deployment, Post Sales services on IT Infra. (including Data Center) & various applications.

Meet up 5G + MEC@AI@Cloud



Information & Communication Tech. Products & Solutions



敦陽專業整合服務
STI Professional Service

Logo sorted by first letter.

Balance Sheet Overview (Consolidated)

Units: NT$ thousand

Item	2024/12/31		2023/12/31		2022/12/31	
	AMT	%	AMT	%	AMT	%
Cash and cash equivalents	1,174,515	16%	1,834,358	28%	1,534,624	24%
Accounts receivable (including contract assets)	1,184,855	17%	874,580	13%	893,949	14%
Inventories	2,940,576	41%	2,282,771	34%	2,530,729	39%
Property, Plant and equipment	654,605	9%	495,515	7%	440,151	7%
Total Assets	7,140,014	100%	6,668,449	100%	6,508,298	100%
Current Liabilities	3,624,819	51%	3,315,201	50%	3,274,528	50%
Total Liabilities	3,698,857	52%	3,398,498	51%	3,382,971	52%
Equity	3,441,157	48%	3,269,951	49%	3,125,327	48%

Source: Market Observation Post System

Income Statements Overview (Consolidated)

Units: NT$ thousand

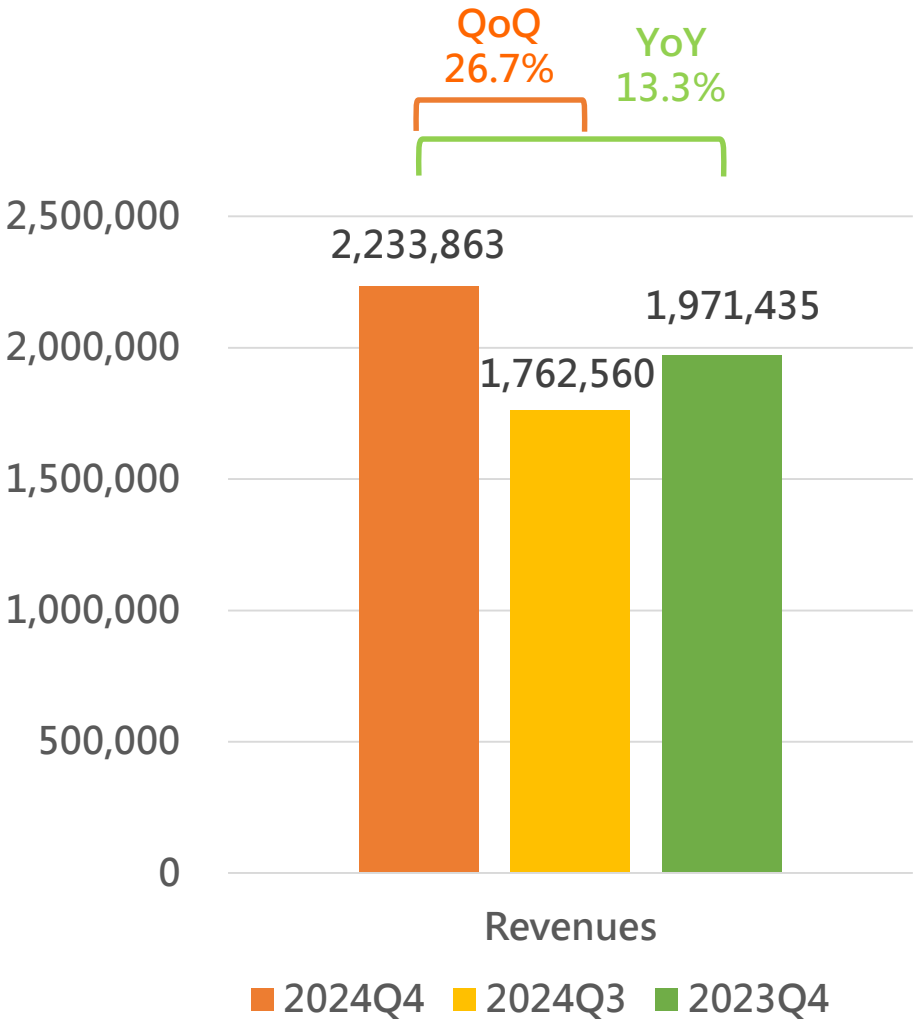
Item	2024		2023		YoY
	AMT	%	AMT	%	
Revenues	7,536,746	100%	7,270,862	100%	3.7%
Gross profit	1,885,273	25%	1,786,367	25%	5.5%
Operating expense	967,124	13%	922,686	13%	4.8%
Operating income	918,149	12%	863,681	12%	6.3%
Other income	85,617	1%	108,866	2%	-21.4%
Pre-tax income	1,003,766	13%	972,547	14%	3.2%
Net income	798,059	10%	783,241	11%	1.9%
EPS(NT$)	7.50		7.36		1.9%

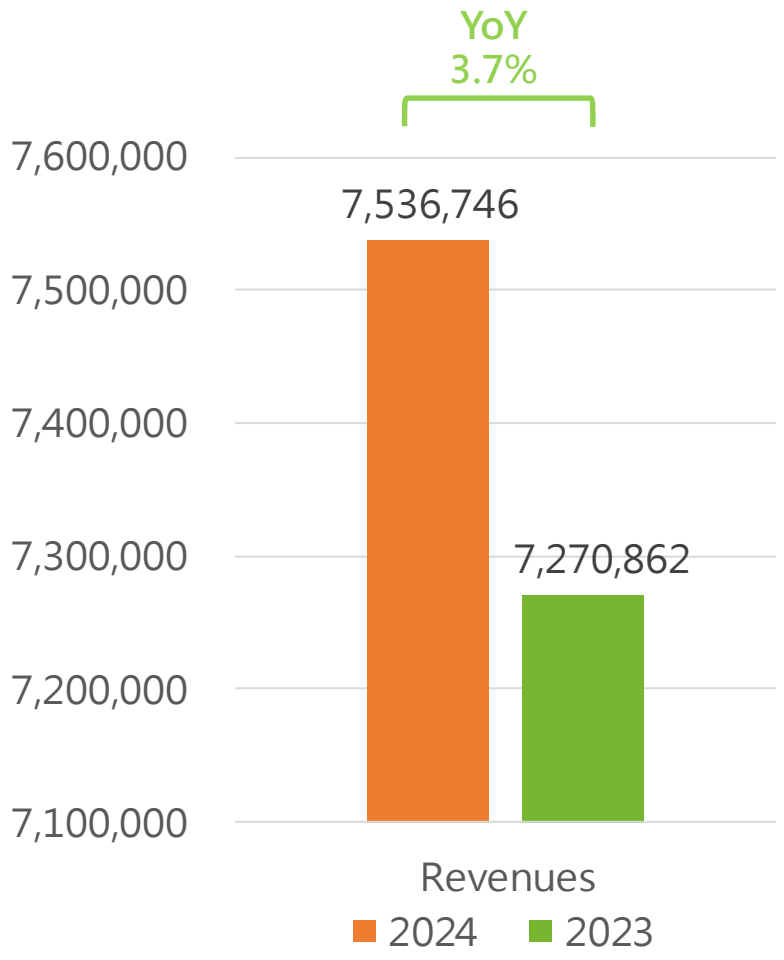
Note: China subsidiary's revenue of consolidated: 2024 1.35%; 2023 1.70%

Source: Market Observation Post System

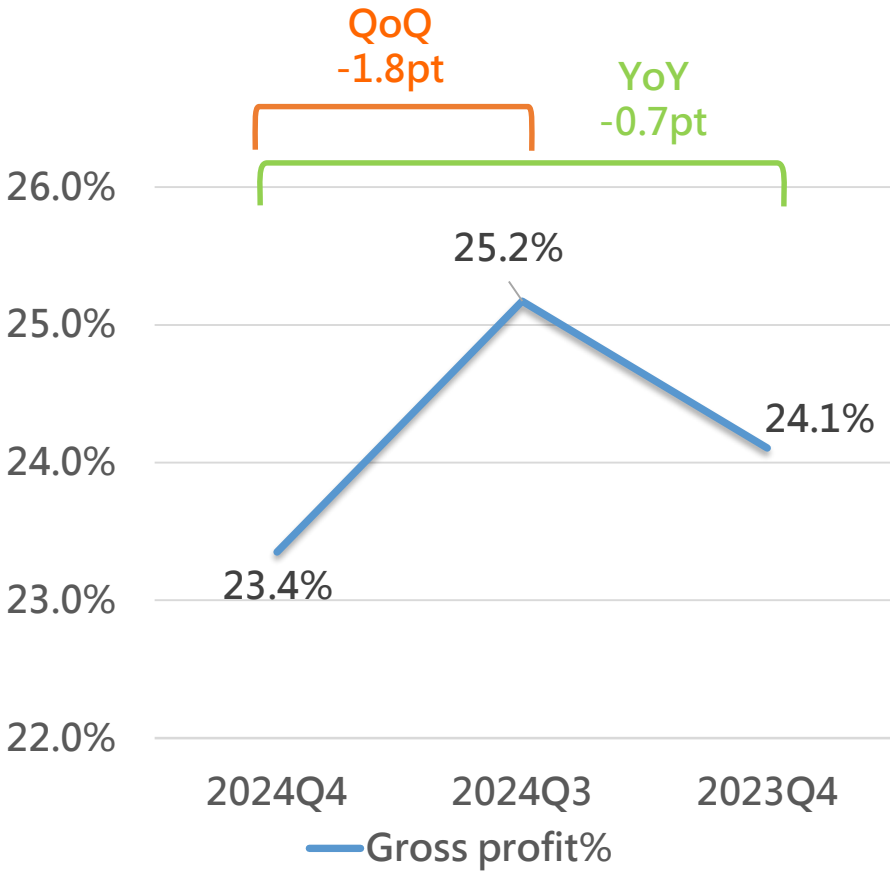
Consolidated Revenues

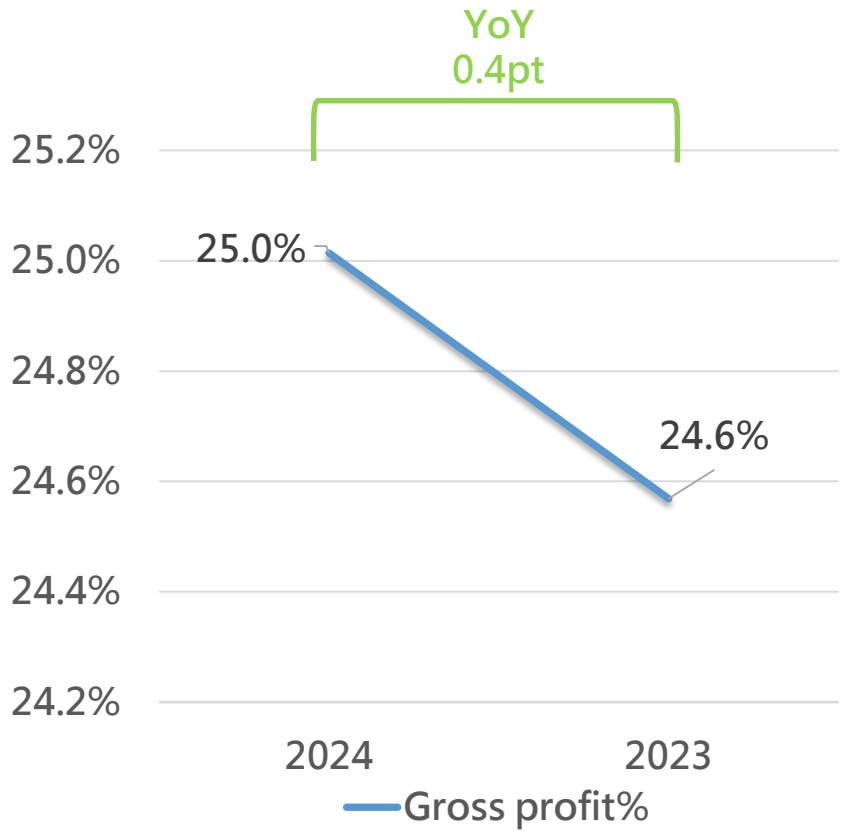
Units: NT$ thousand





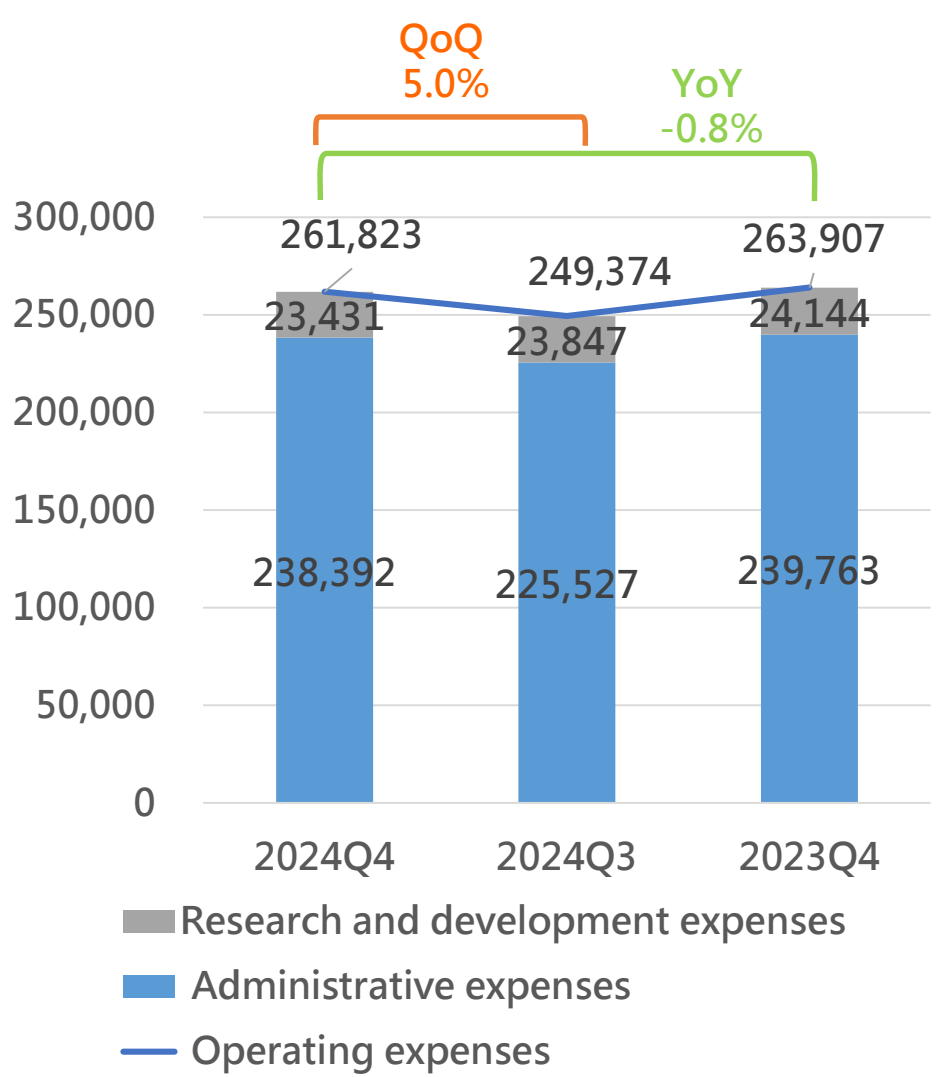
Consolidated Gross profit

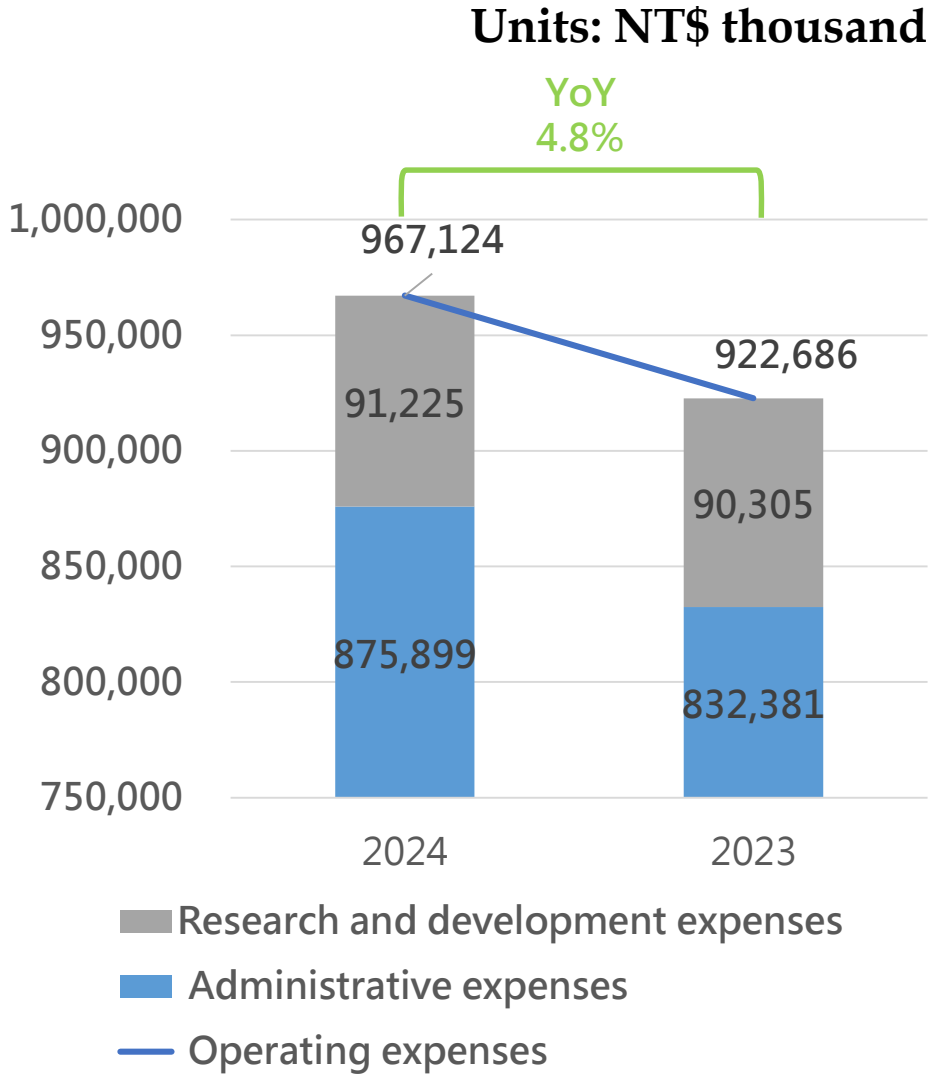




Consolidated Operating expenses

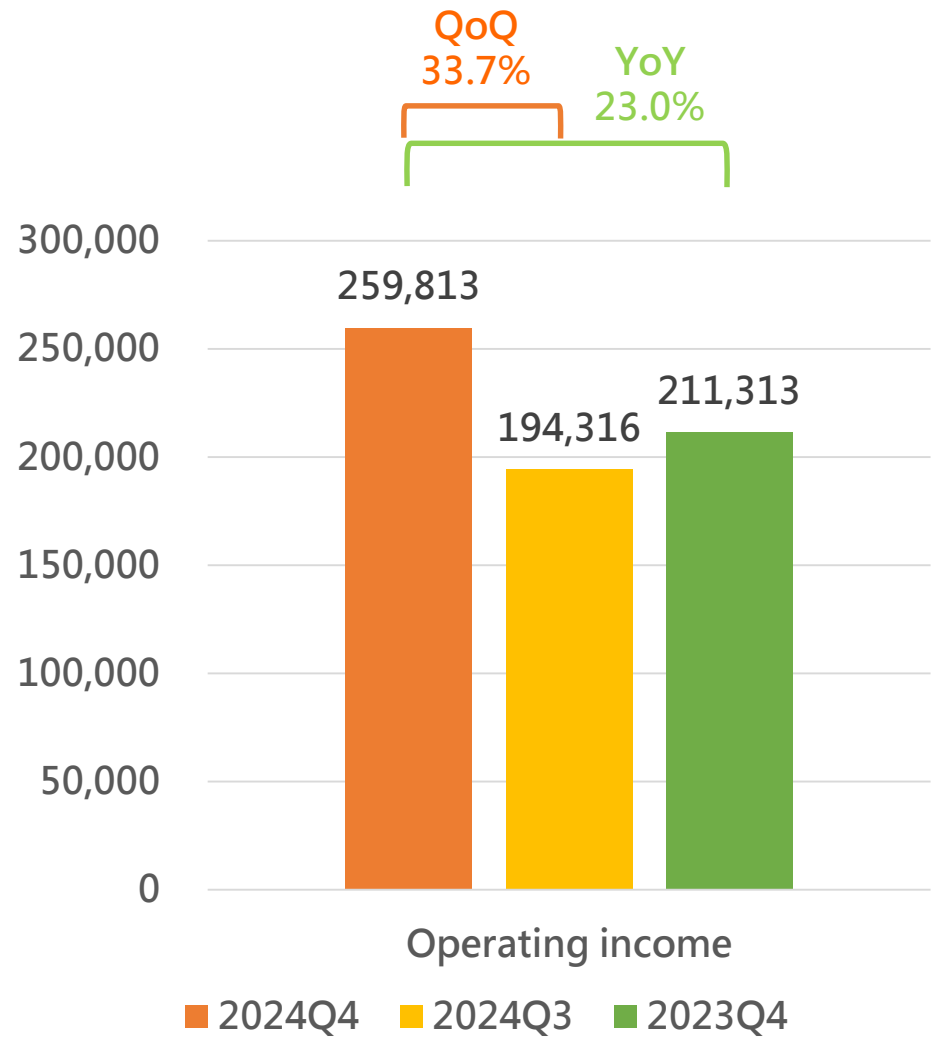
Units: NT$ thousand

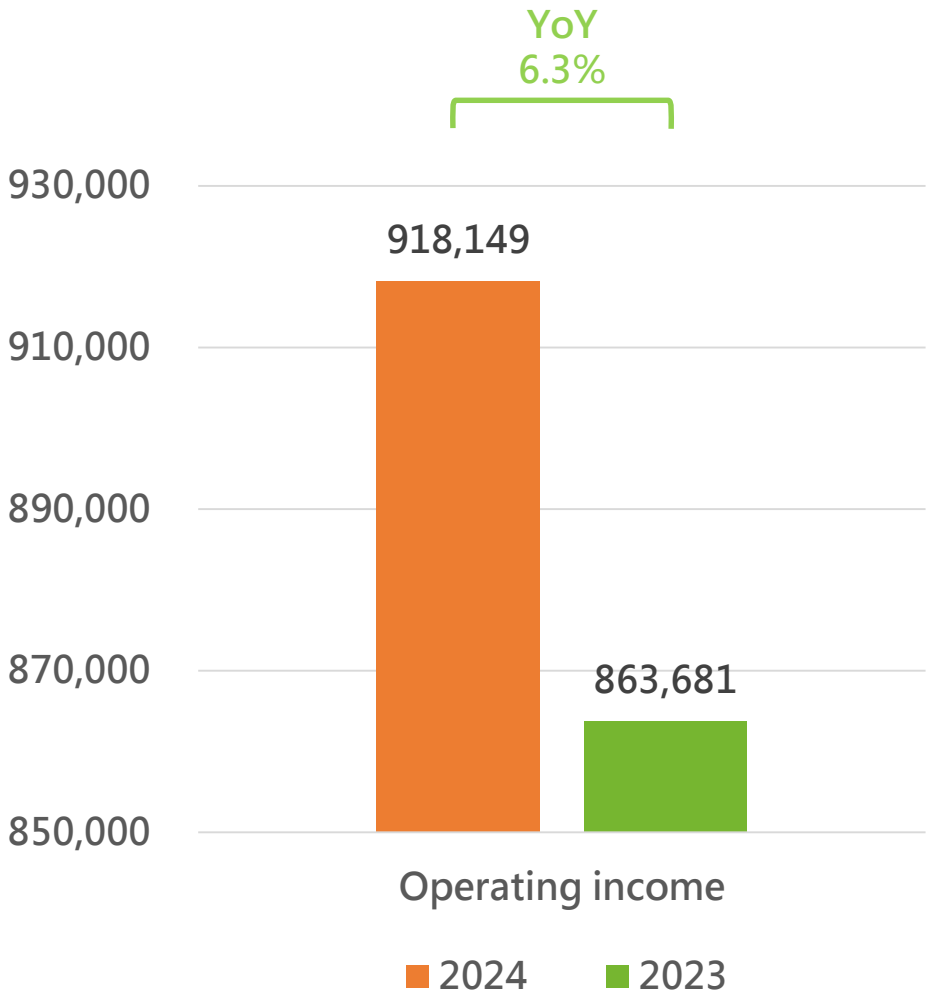




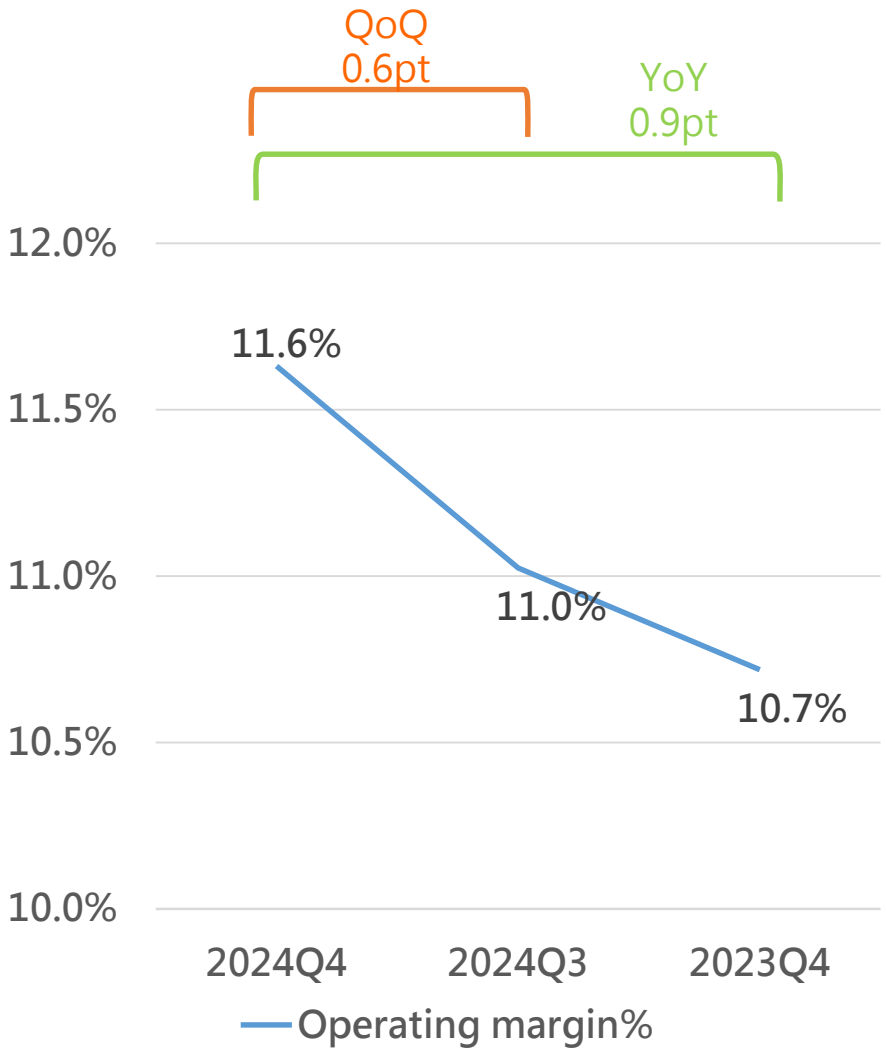
Consolidated Operating income

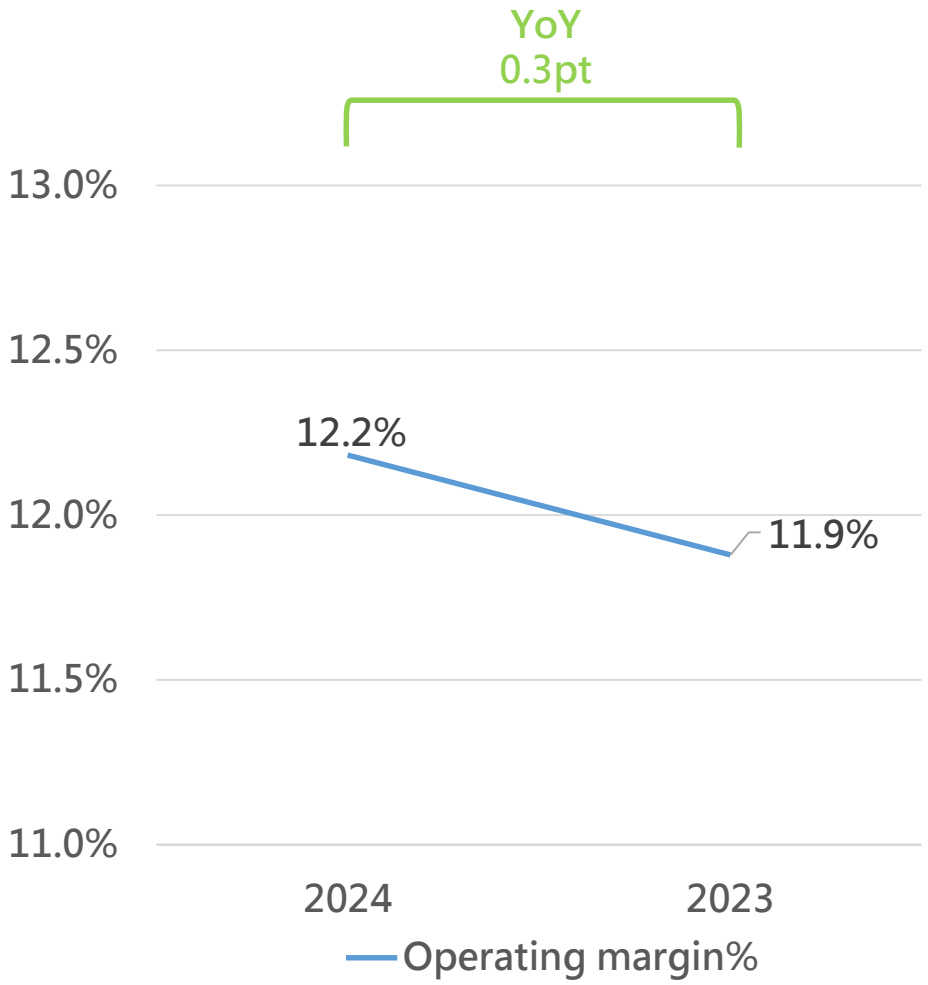
Units: NT$ thousand





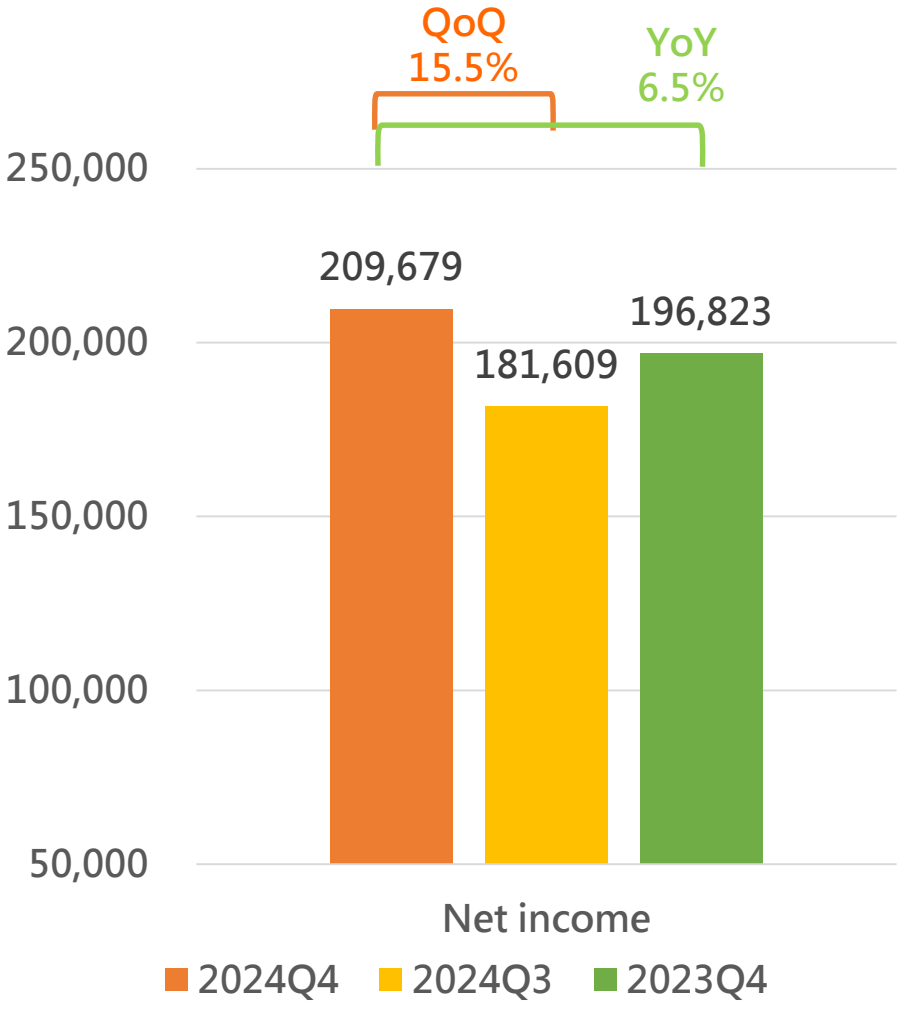
Consolidated Operating margin

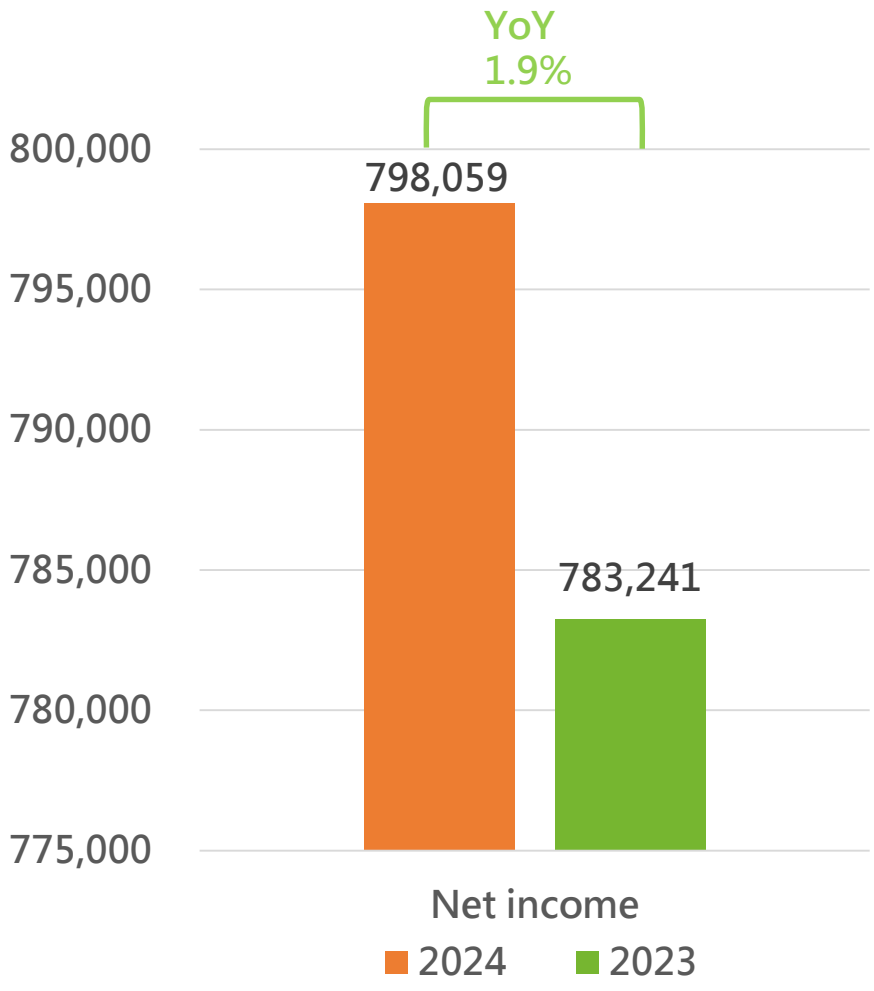




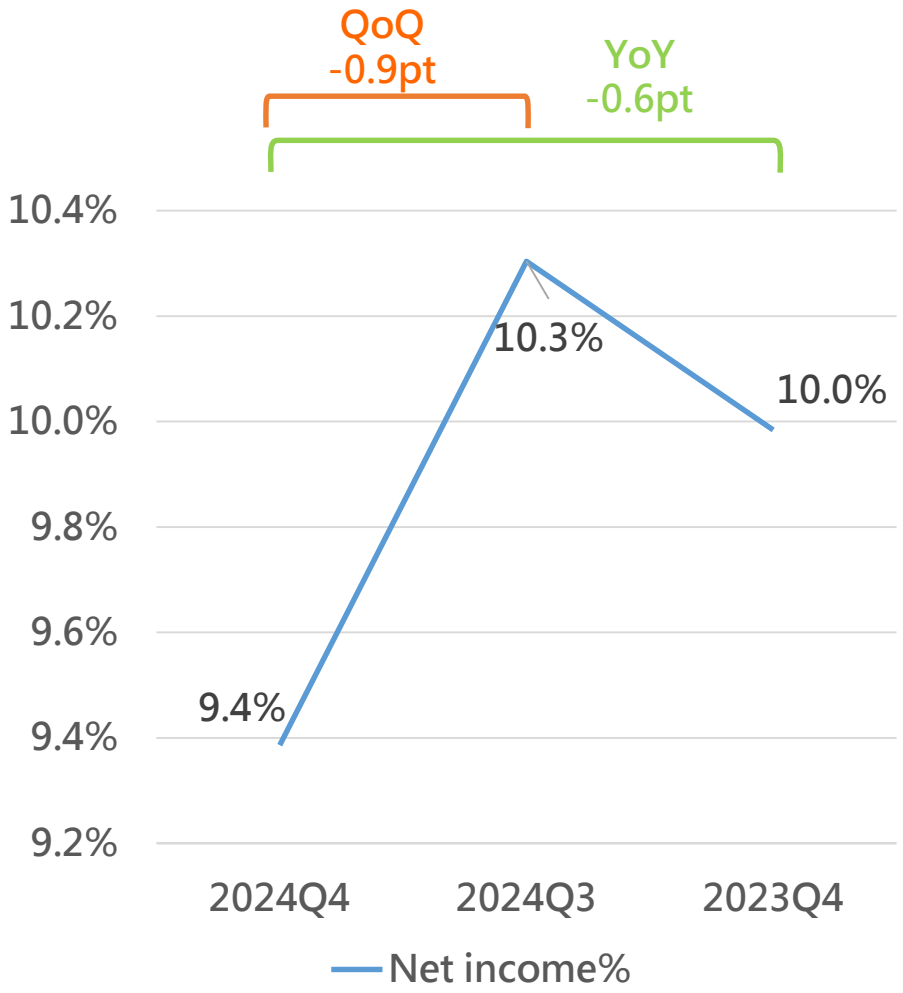
Consolidated Net income

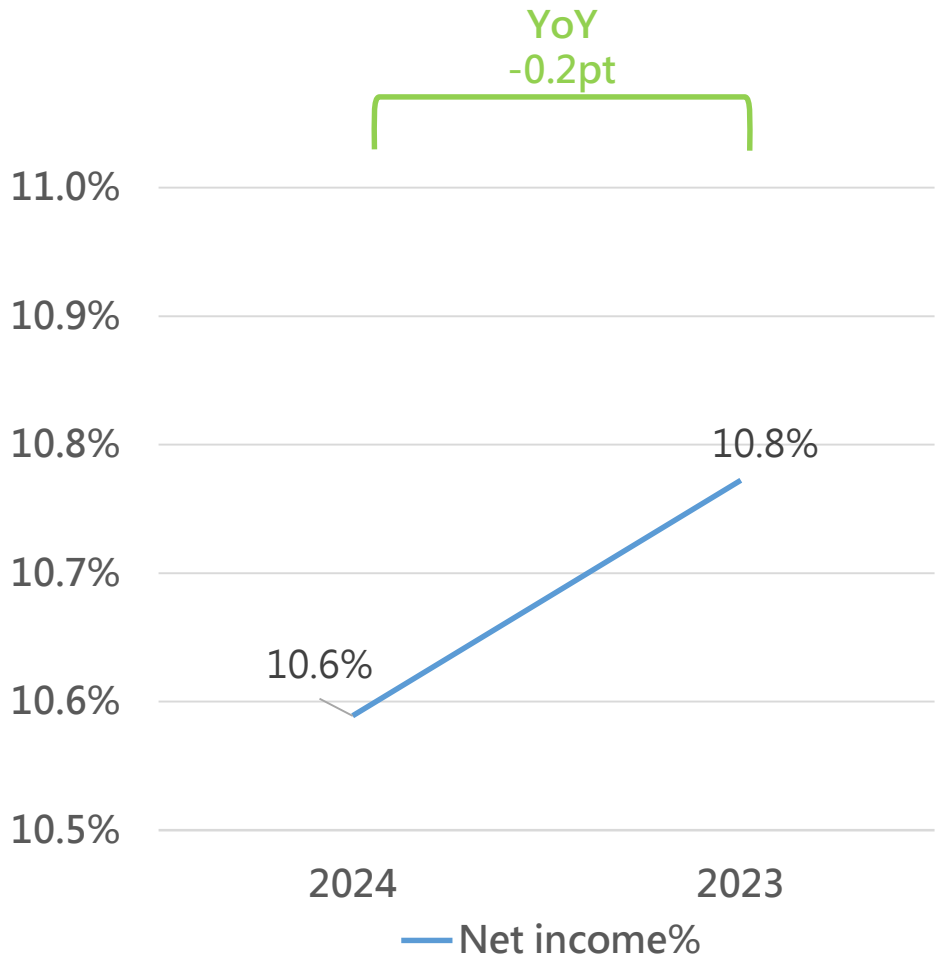
Units: NT$ thousand





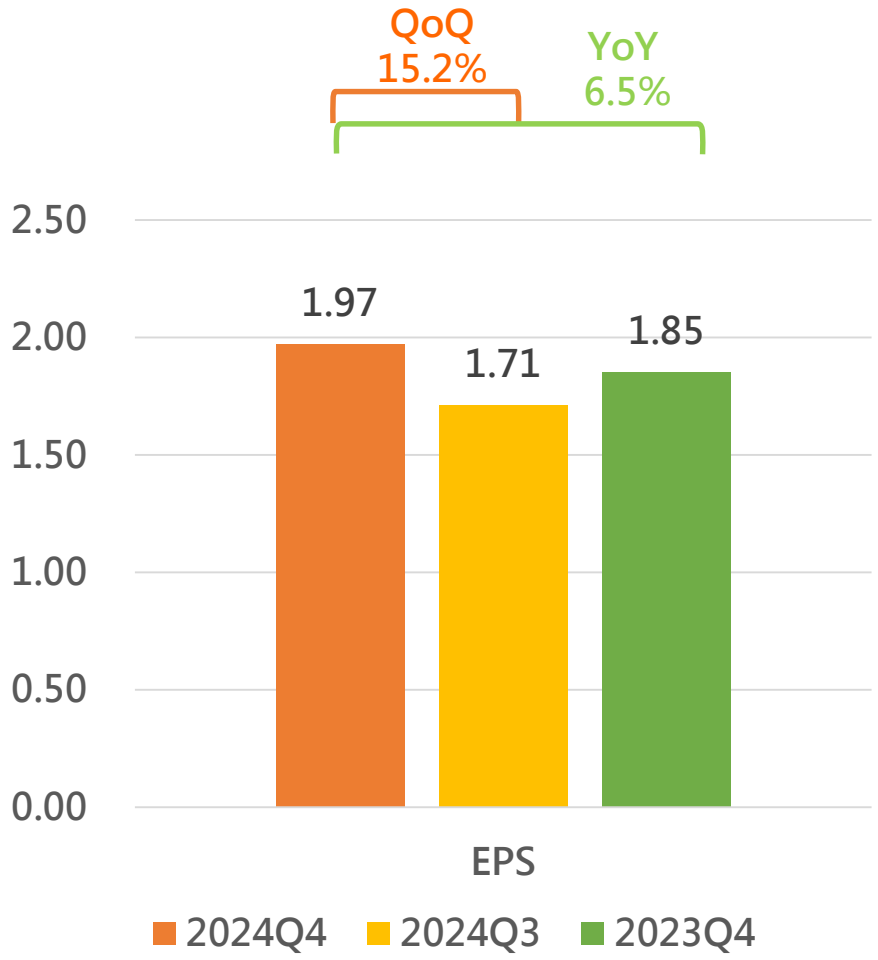
Consolidated Net income margin

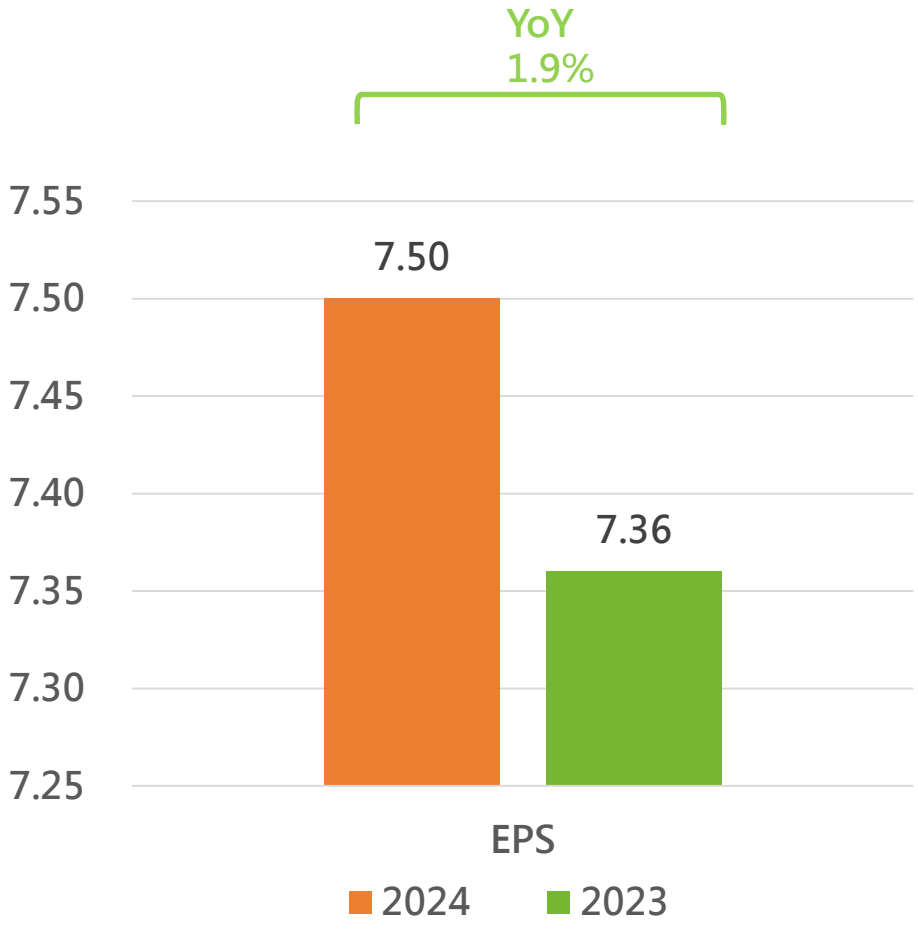




Consolidated EPS

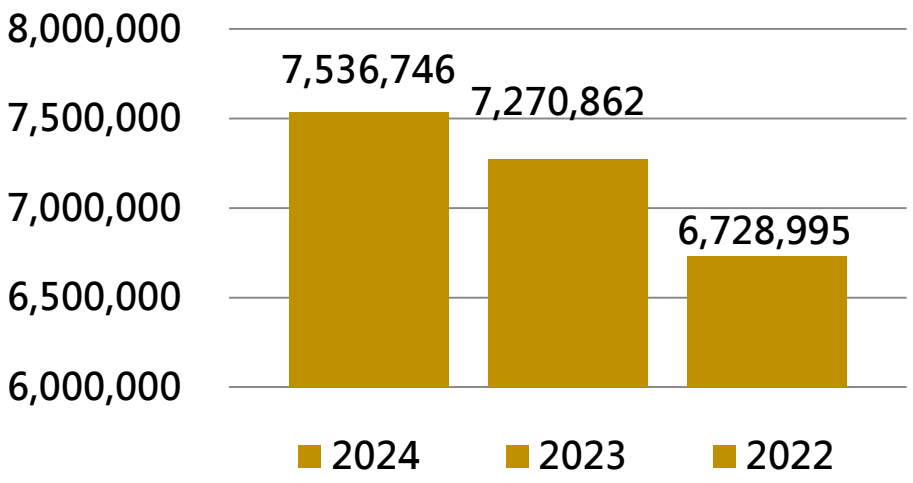
Units: NT$



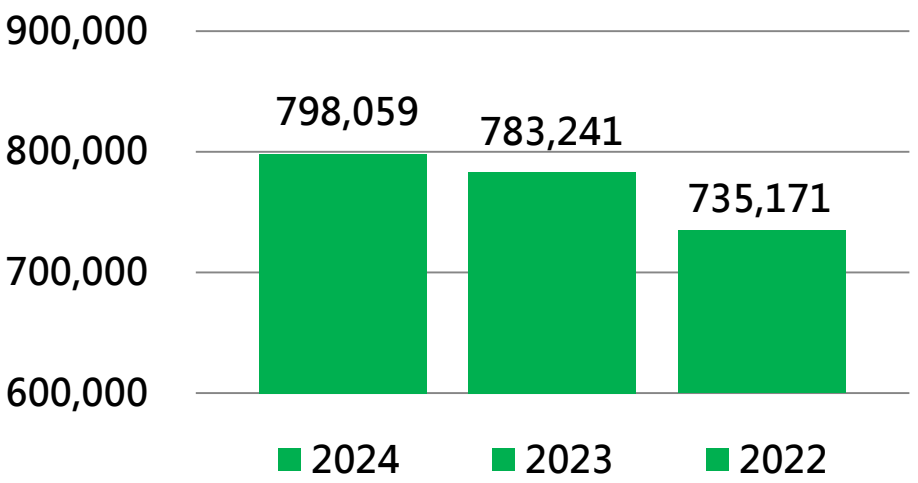


Sales Revenue & Net Income

Units: NT$ thousand

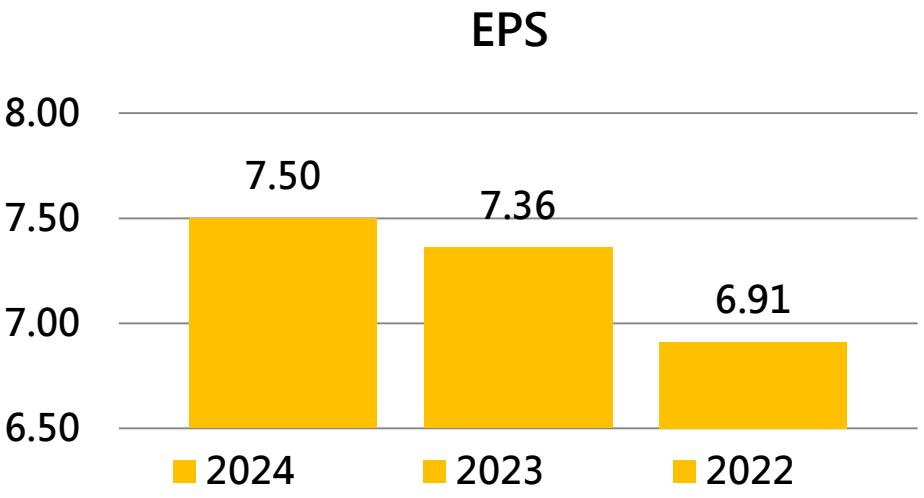


Units: NT$ thousand

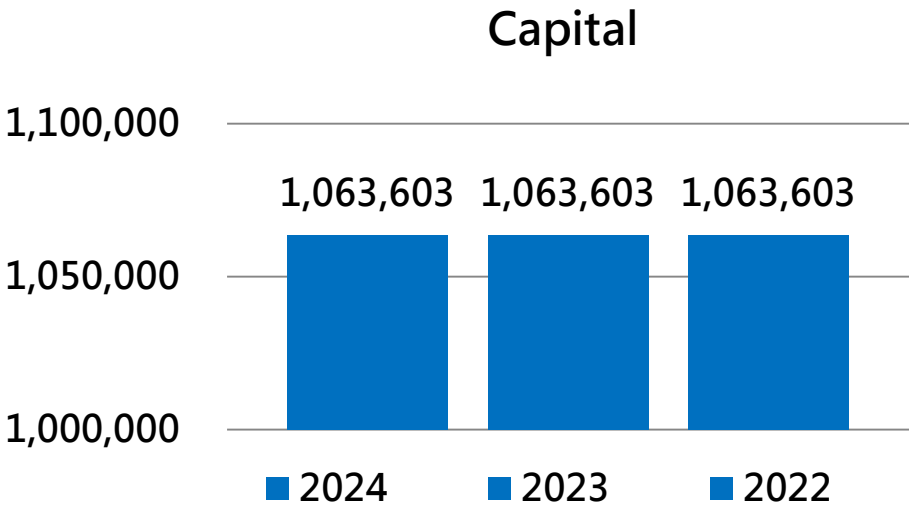


EPS & Capital

Units: NT$



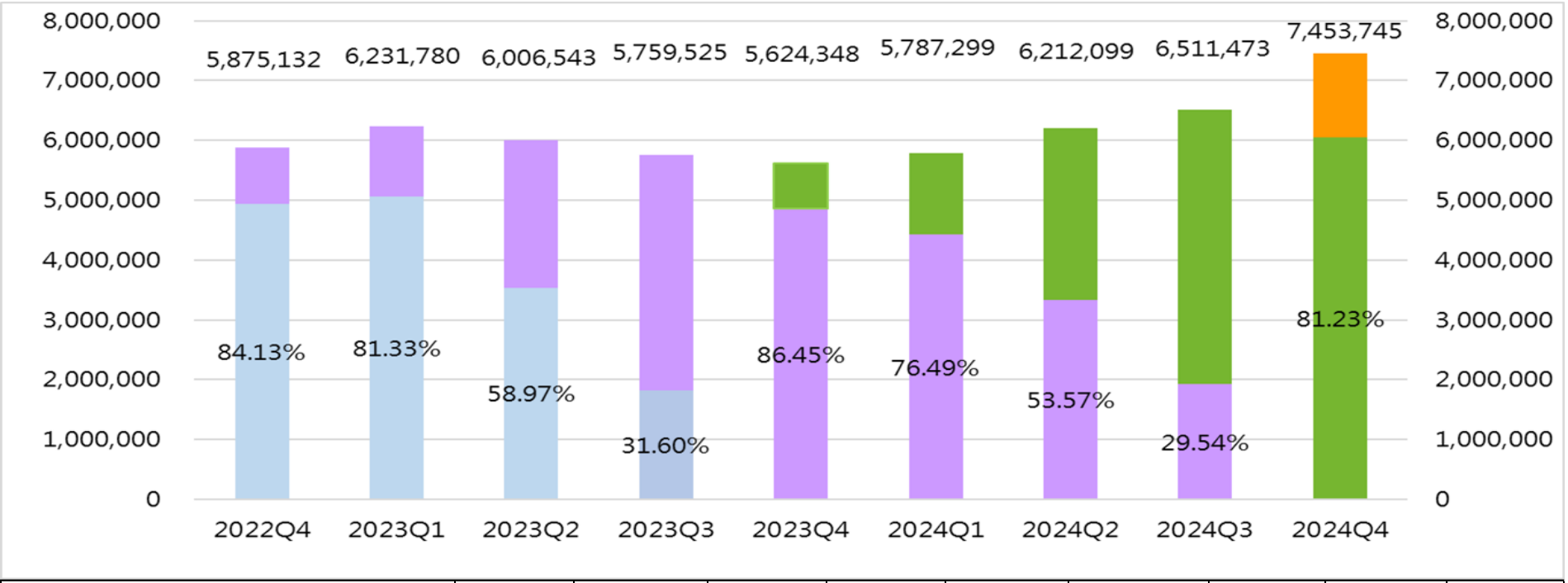
Units: NT$ thousand



Year	2024	2023	2022
ROE	23.78%	24.49%	23.93%

Allocation of transaction price into unfulfilled contractual obligations

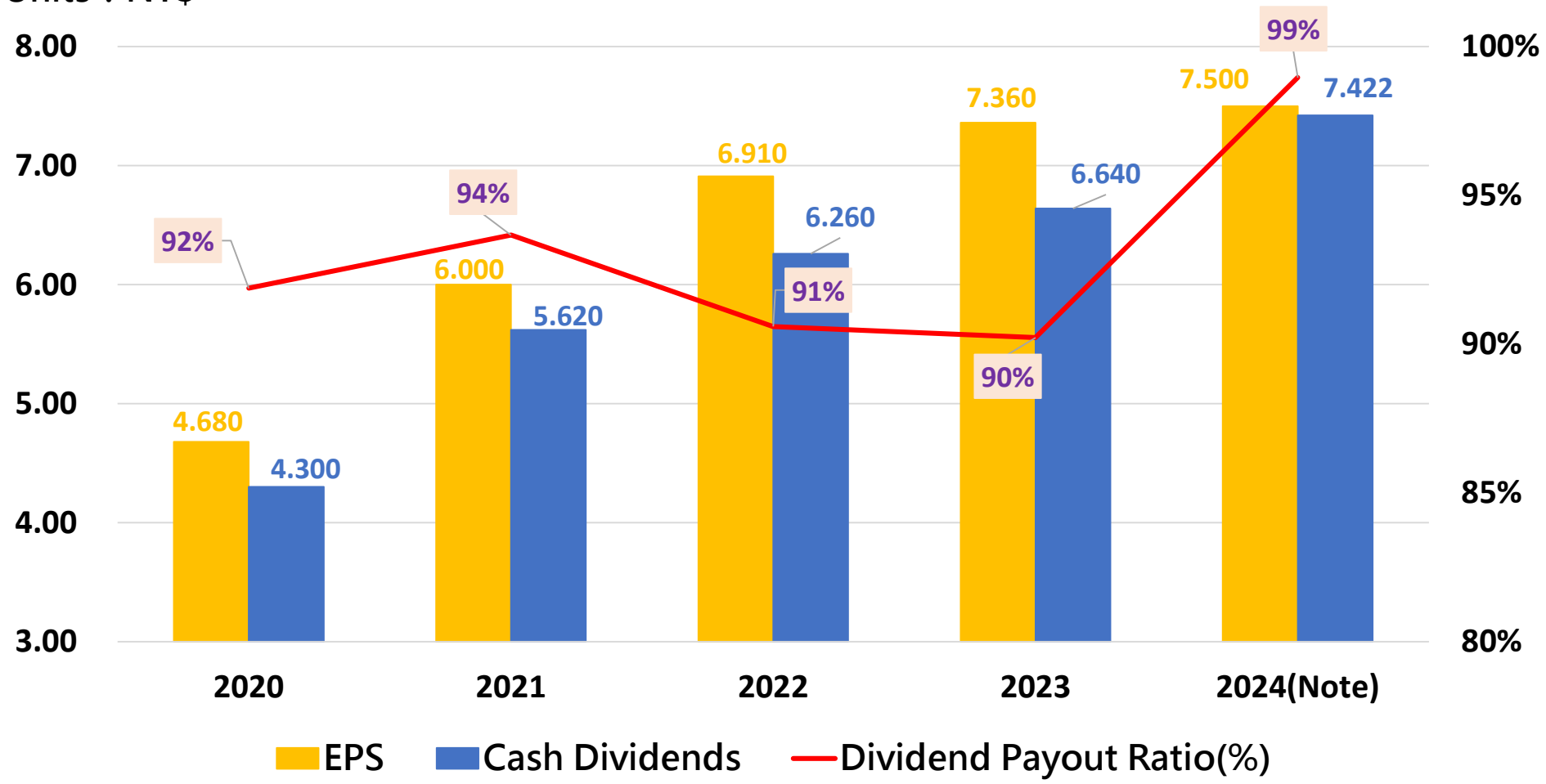
Units: NT$ thousand



	2022Q4	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4
Allocation of transaction price into unfulfilled contractual obligations	5,875,132	6,231,780	6,006,543	5,759,525	5,624,348	5,787,299	6,212,099	6,511,473	7,453,745
Estimated Fulfill Ratio of 2023/2024/2025	84.13%	81.33%	58.97%	31.60%	86.45%	76.49%	53.57%	29.54%	81.23%
Estimated Fulfill Amount of 2023/2024/2025	4,942,749	5,068,307	3,542,058	1,820,010	4,862,249	4,426,705	3,327,821	1,923,489	6,054,677
Estimated Fulfill Amount After 2024/2025/2026	932,383	1,163,473	2,464,485	3,939,515	762,099	1,360,594	2,884,278	4,587,984	1,399,068

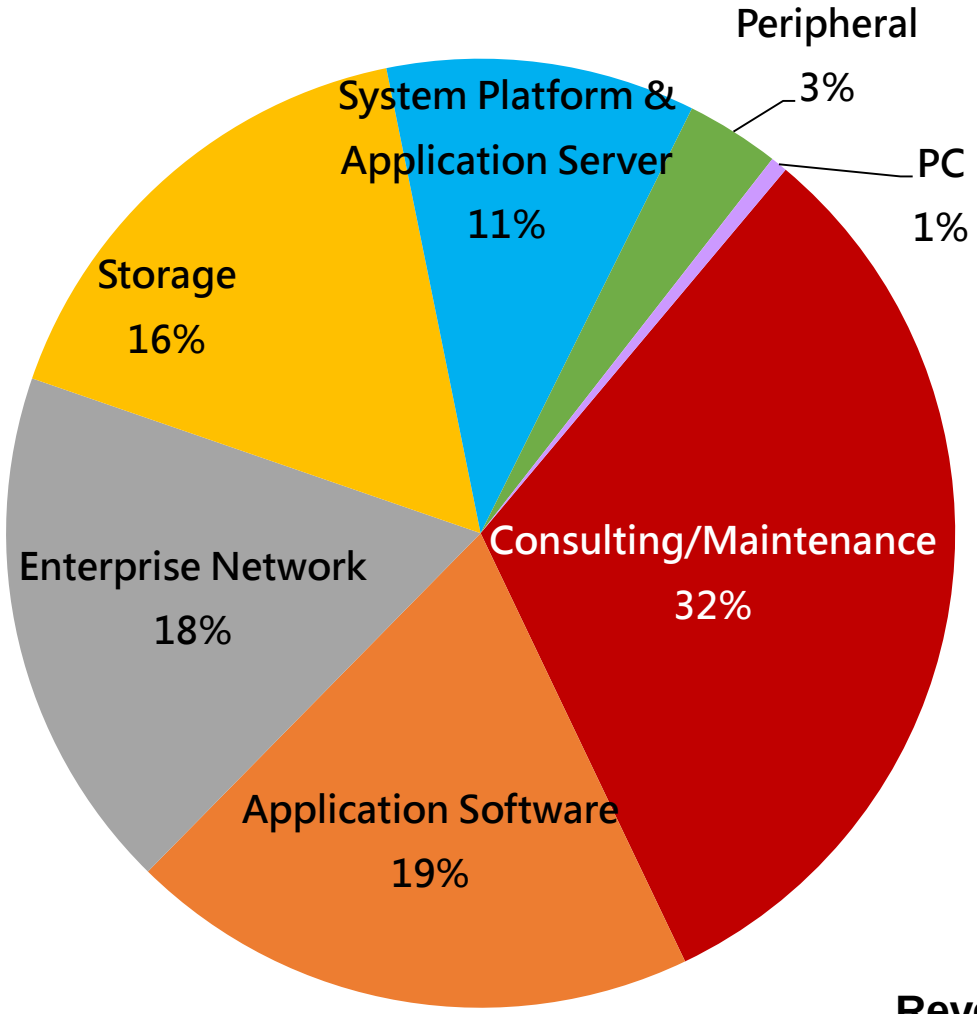
EPS & Dividend Payout Ratio in Recent Years

Units：NT$



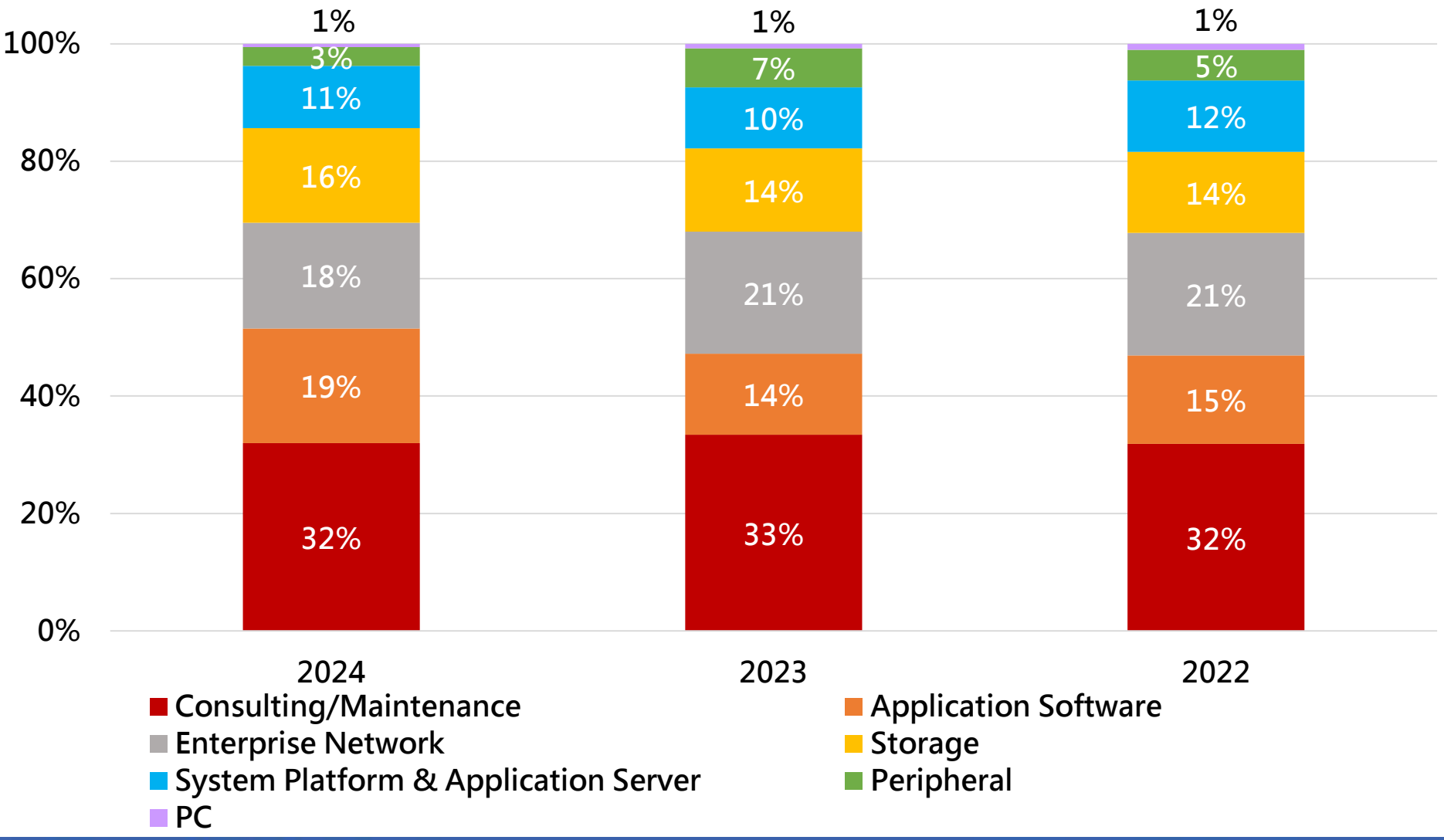
Note: 2024 Cash Dividends Distribution Plan approved by STI BOD on Feb. 27, 2025.

2024 Sales Revenues by Product Type

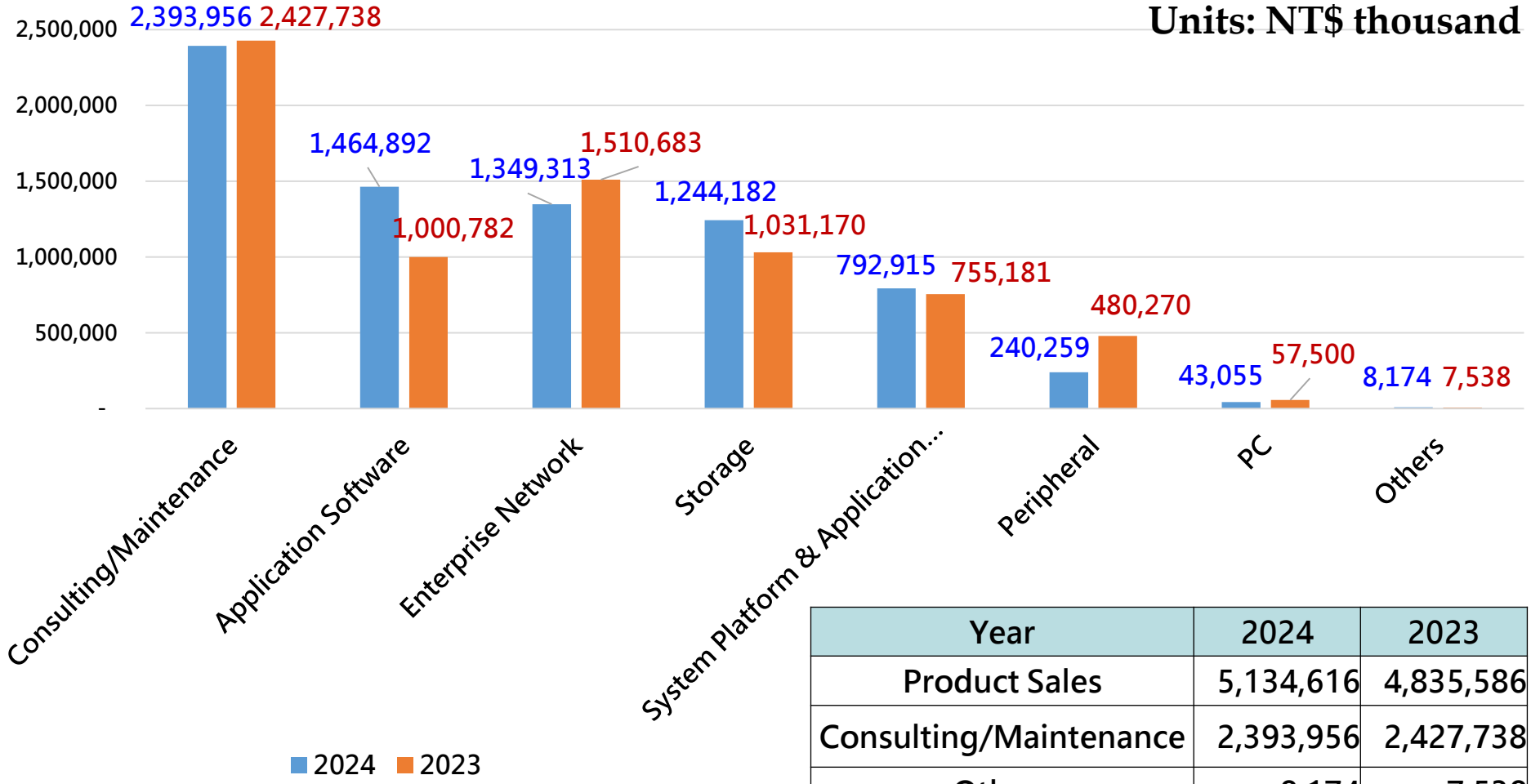


Revenue: NT$7.537 billion

Comparison of Sales Revenues by Product Type



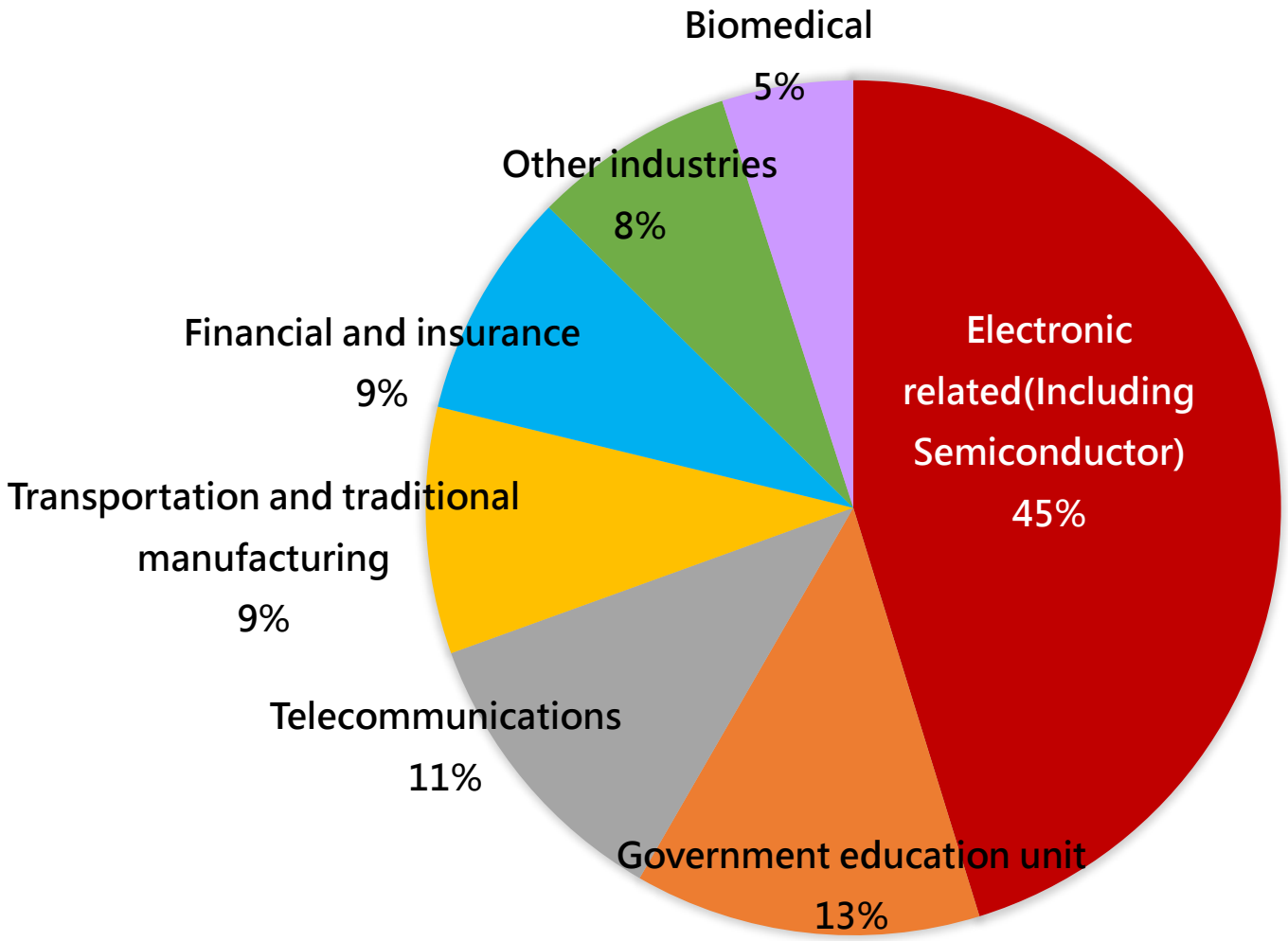
Compare Sales Revenues by Product Type



Year	2024	2023
Product Sales	5,134,616	4,835,586
Consulting/Maintenance	2,393,956	2,427,738
Others	8,174	7,538
Total Amount	7,536,746	7,270,862

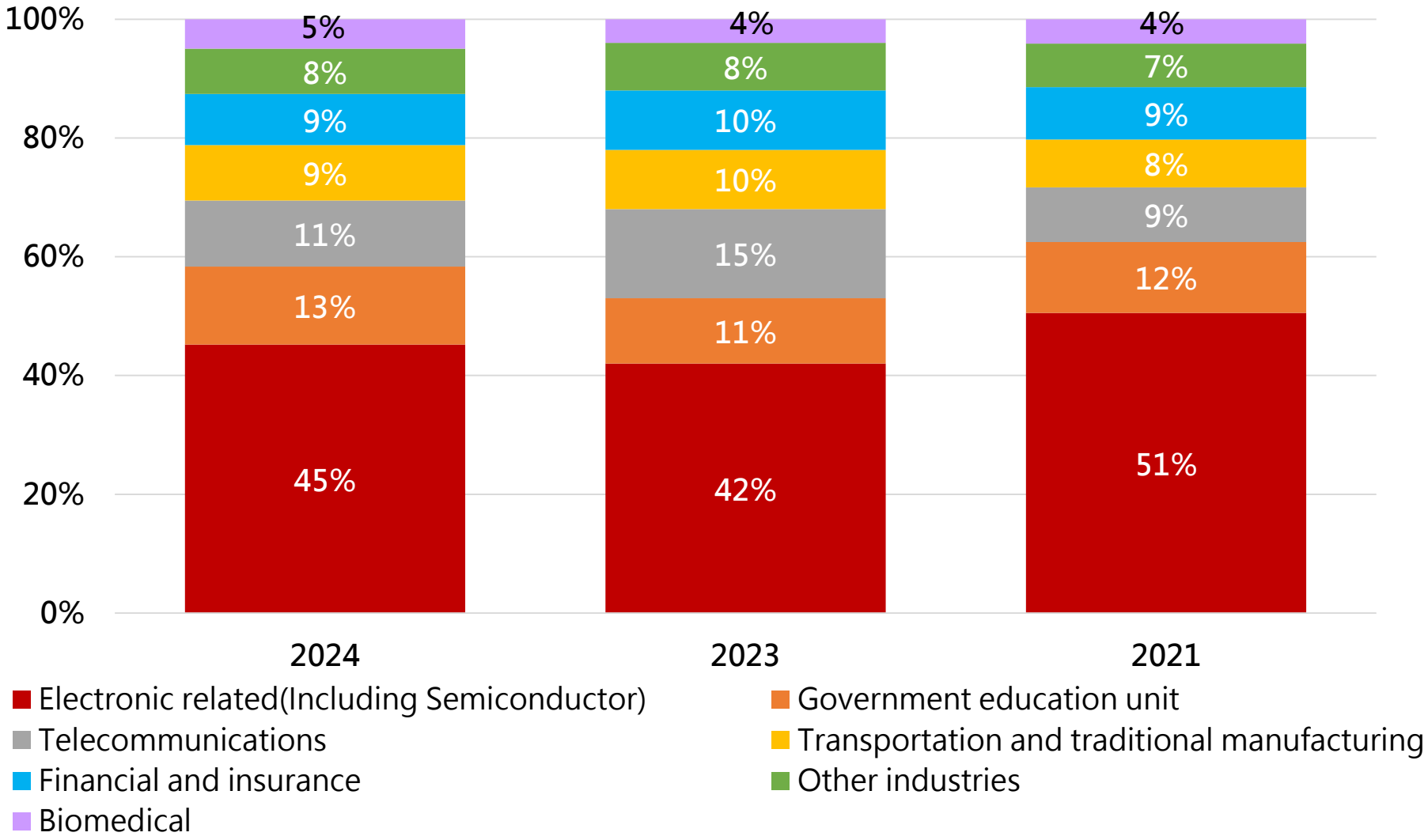
Revenue: NT$ 7.537 billion **Revenue: NT$ 7.271 billion**

2024 Sales Revenues by Industry

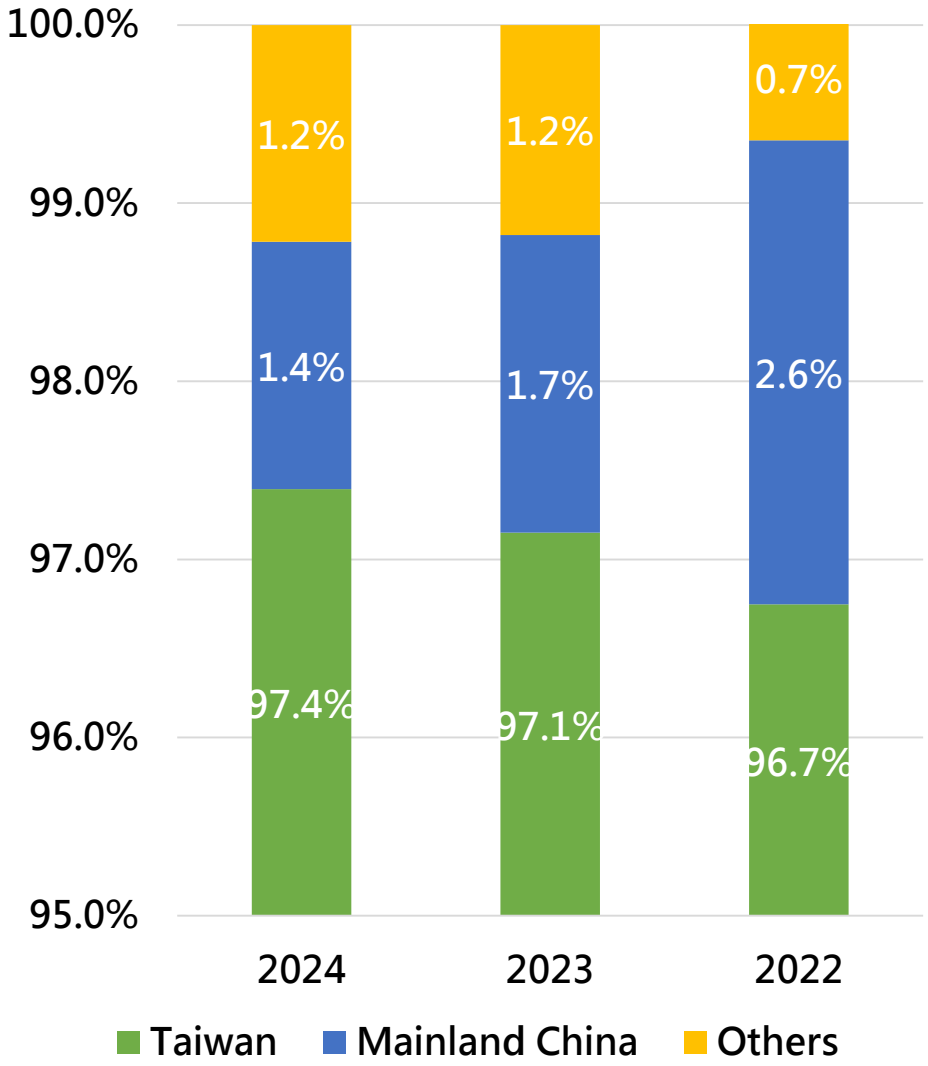


Revenue:NT$ 7.537 billion

Comparison of Sales Revenues by Industry

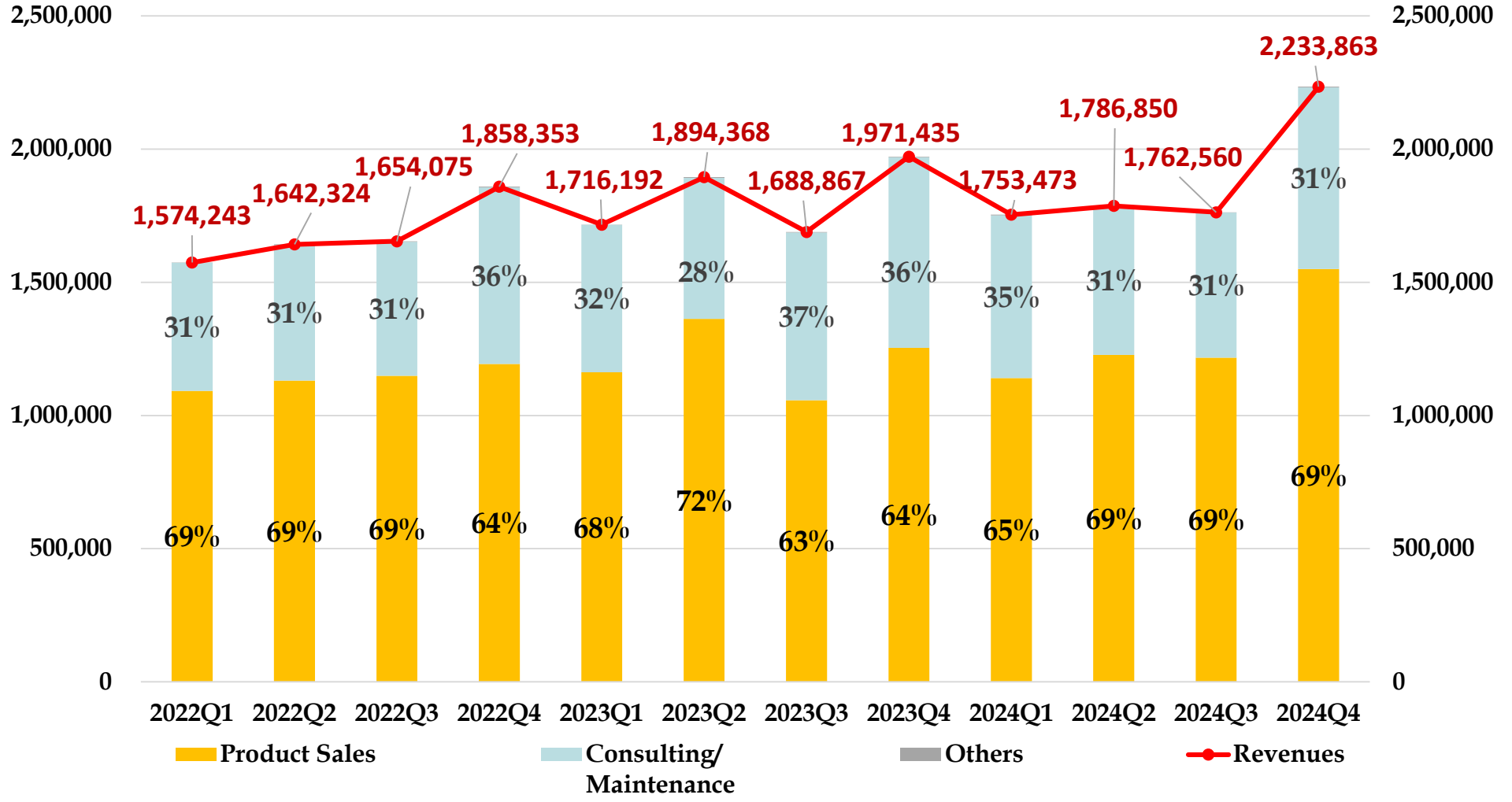


Comparison of Sales Revenues by Region



Quarterly revenue status in the past 3 yrs

Units: NT$ thousand



Q & A
Thank you!!