

# **Stark Technology Inc.(2480)**

## **2025Q1 Investor Conference**



Stark Technology Inc.  
敦陽科技股份有限公司

# 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**
- **680+ 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

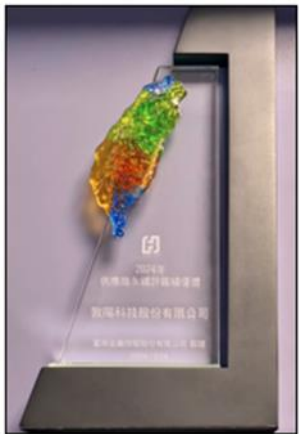
- Rated as Taiwan's top 21%-35% company over the 11<sup>th</sup> Corporate Governance Evaluation

Year	Announce Results	STI Percentage
2014(1 <sup>st</sup> )	The top 20%	6%-20%
2015(2 <sup>nd</sup> )	The top 50%	6%-20%
2016(3 <sup>rd</sup> )	100%	6%-20%
2017(4 <sup>th</sup> )	100%	6%-20%
2018(5 <sup>th</sup> )	100%	6%-20%
2019(6 <sup>th</sup> )	100%	6%-20%
2020(7 <sup>th</sup> )	100%	6%-20%
2021(8 <sup>th</sup> )	100%	21%-35%
2022(9 <sup>th</sup> )	100%	21%-35%
2023(10 <sup>th</sup> )	100%	21%-35%
2024(11 <sup>th</sup> )	100%	21%-35%



# Awards

- ❑ Awarded the title of "Sustainable Performance Excellent Supplier" by Fubon Financial Holding from 2019 to 2024
- ❑ Awarded the title of "Excellent Supplier" by Taishin Financial Holdings in 2022
- ❑ Awarded the title of "Best Partner of the 2021 Partnership for Sustainability" by Far Eas Tone Telecom
- ❑ Awarded the title of "Supplier Sustainable Partner Certification Mark Gold Award" by ChungHwa Telecom in 2019



# Awards(Continued)

## System Products

- 【IBM】 2023 Expanded Industry Customer Achievement Award
- 【Cisco】 FY25 The best partner for innovation and growth
- 【HPE】 FY24 Best Partner
- 【HPE】 FY24 Excellent distribution partner
- 【DELL】 2024 Best Manufacturing Solutions
- 【IBM】 2024 Flagship product sales champion



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# Awards(Continued)

## Storage Products

【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

【Veeam】FY24 Platinum Partner of the Year Award

【Lenovo】FY2324 Best Storage Equipment Sales Award





# 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

【Cisco】SMB FY23 Sales Star of the Year

【Palo Alto】FY24 TAIWAN EXCELLENCE IN CORTEX

【CROWDSTRIKE】2025 Growth Partner of the Year SENA

【CROWDSTRIKE】2025 New Logo Partner of the Year

【citrixasean】2024 Best Service Provider Award

【citrixasean】2024 Annual Best Contribution Award



# Awards(Continued)

## Security Products

【F5】FY23 Best Project Development Contribution Dealer

【Checkpoint】2023 Best New Business Development Partner

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

【OpenText】2024Cybersecurity Excellence Award

【Fortinet】2024 Annual Attack MVP

【CYBERARK】FY24CYBERARK Taiwan Most New Logos Partner

【TEAM T5】2024 Sales Star of the Year



# Awards(Continued)

## Other Products

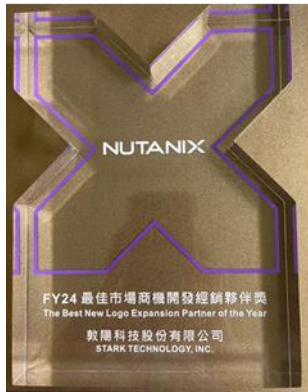
【NUTANIX】FY24 Best Market Opportunity Development Award

【HPE】FY24 Best Partner

【HPE】FY25 Excellent Distribution Partner

【DELL】FY24 Best Manufacturing Solutions

【ASE】FY24 Information Service Maintenance Award





# Awards(Continued)



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

## Channel partners and distributors



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

# Information Security Management System

## ISO 27001:2022



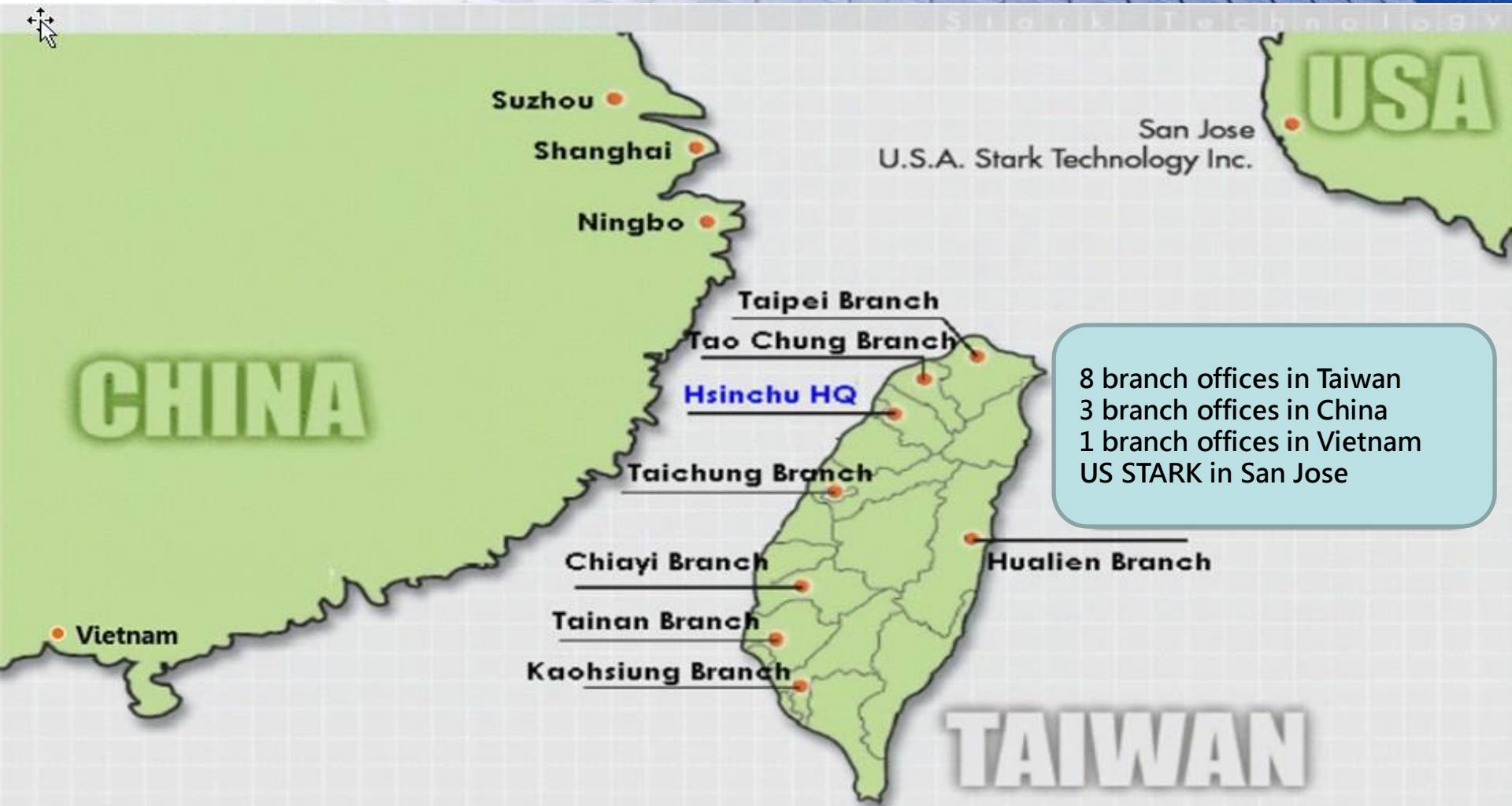
## CNS 27001:2023



## ISO 27701:2019



# STI Service Network

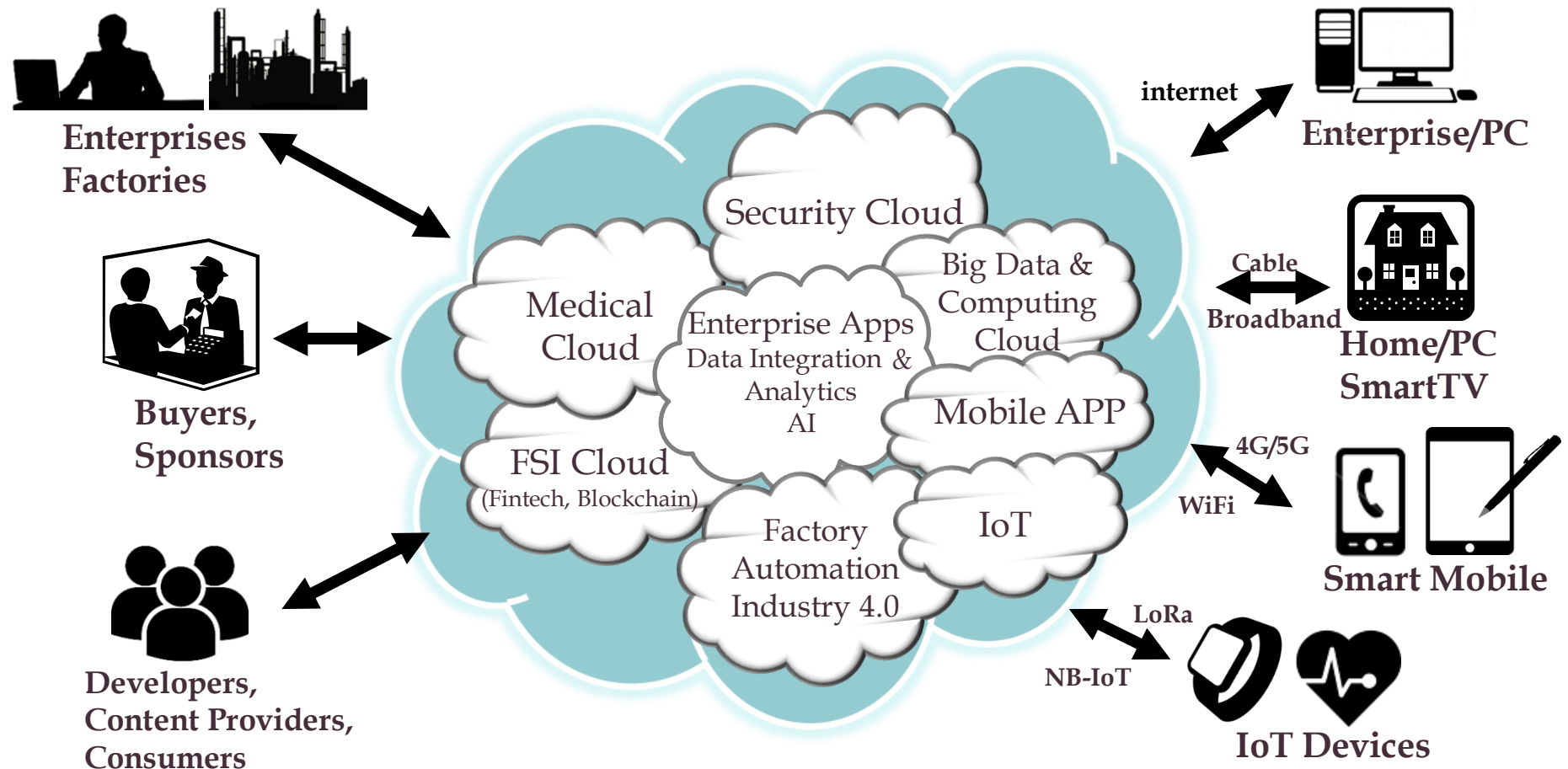




# Sales Operation – by Industries

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

- 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.

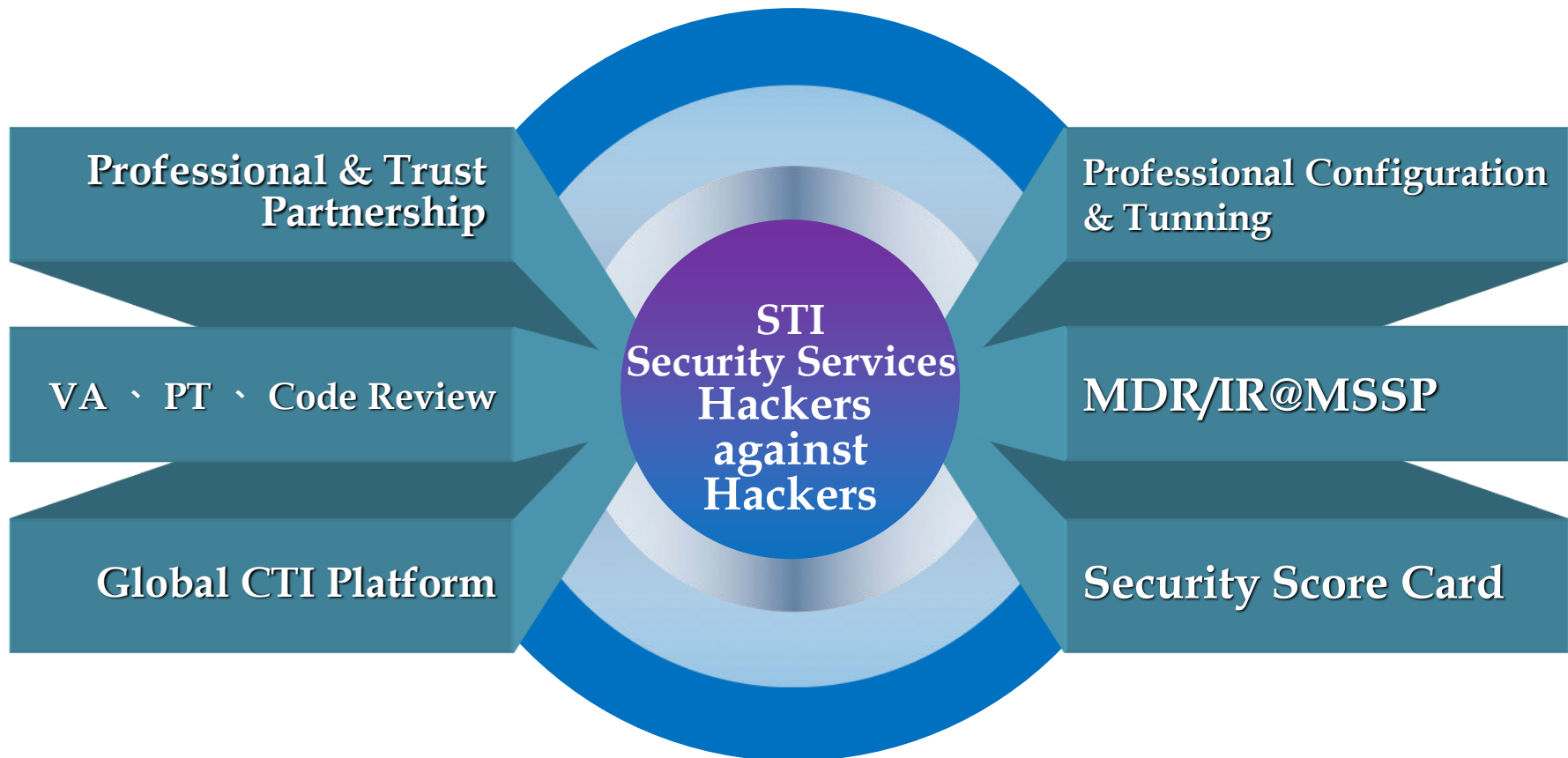


## Industry-Academia Alliance

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

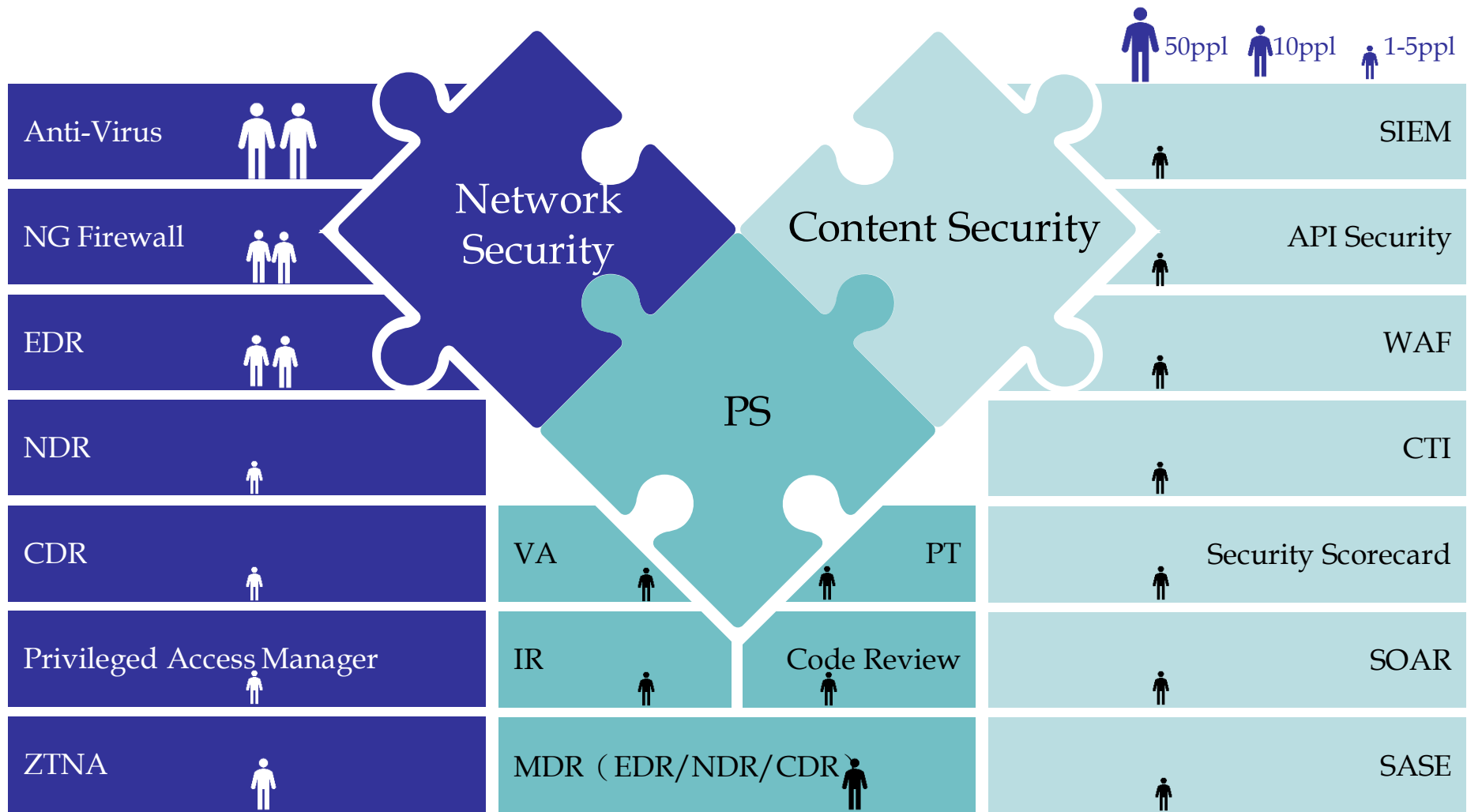
Data  
Security

Mobile  
Security

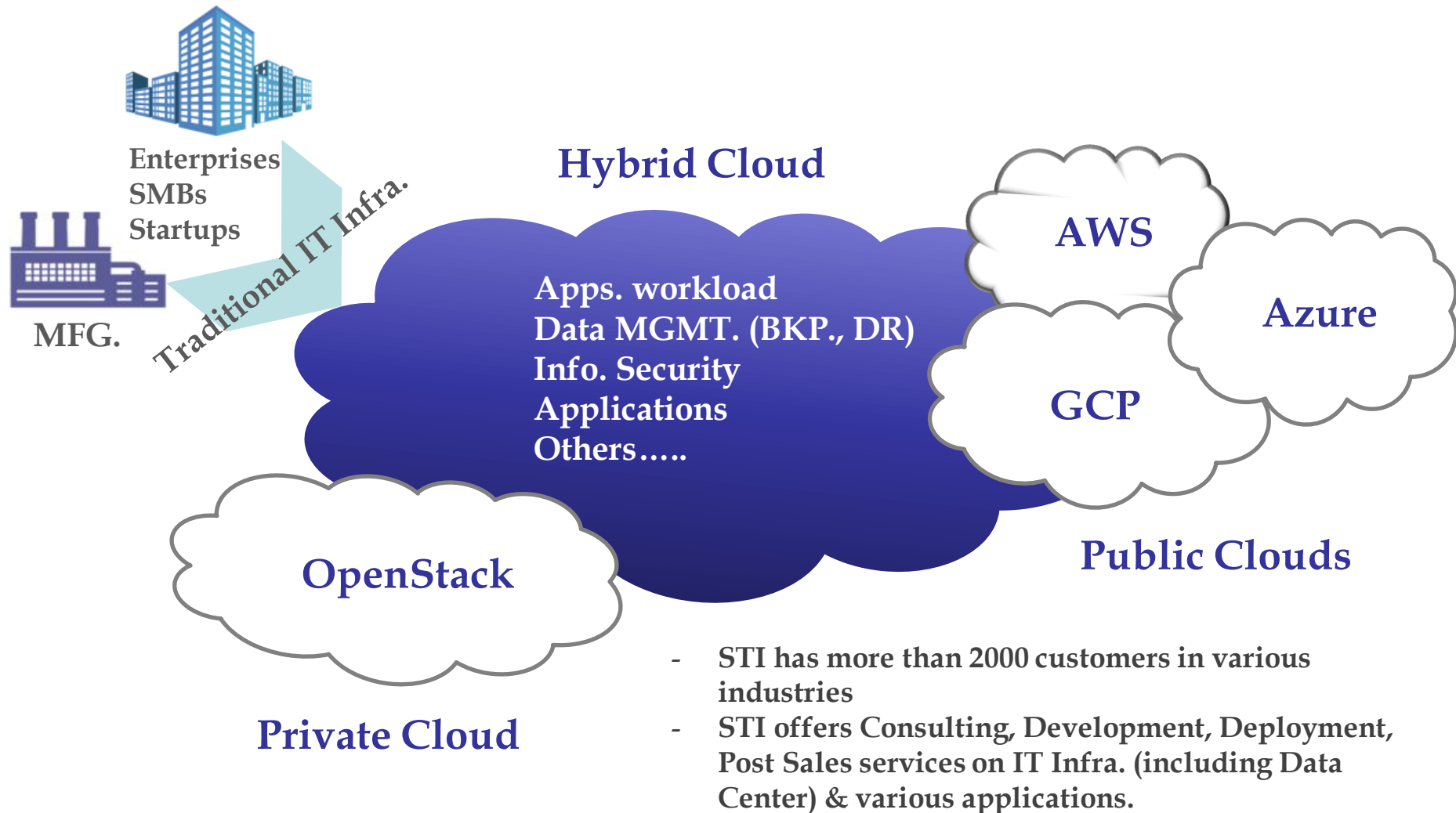
IT Infra. (Network、OS、Storage....)



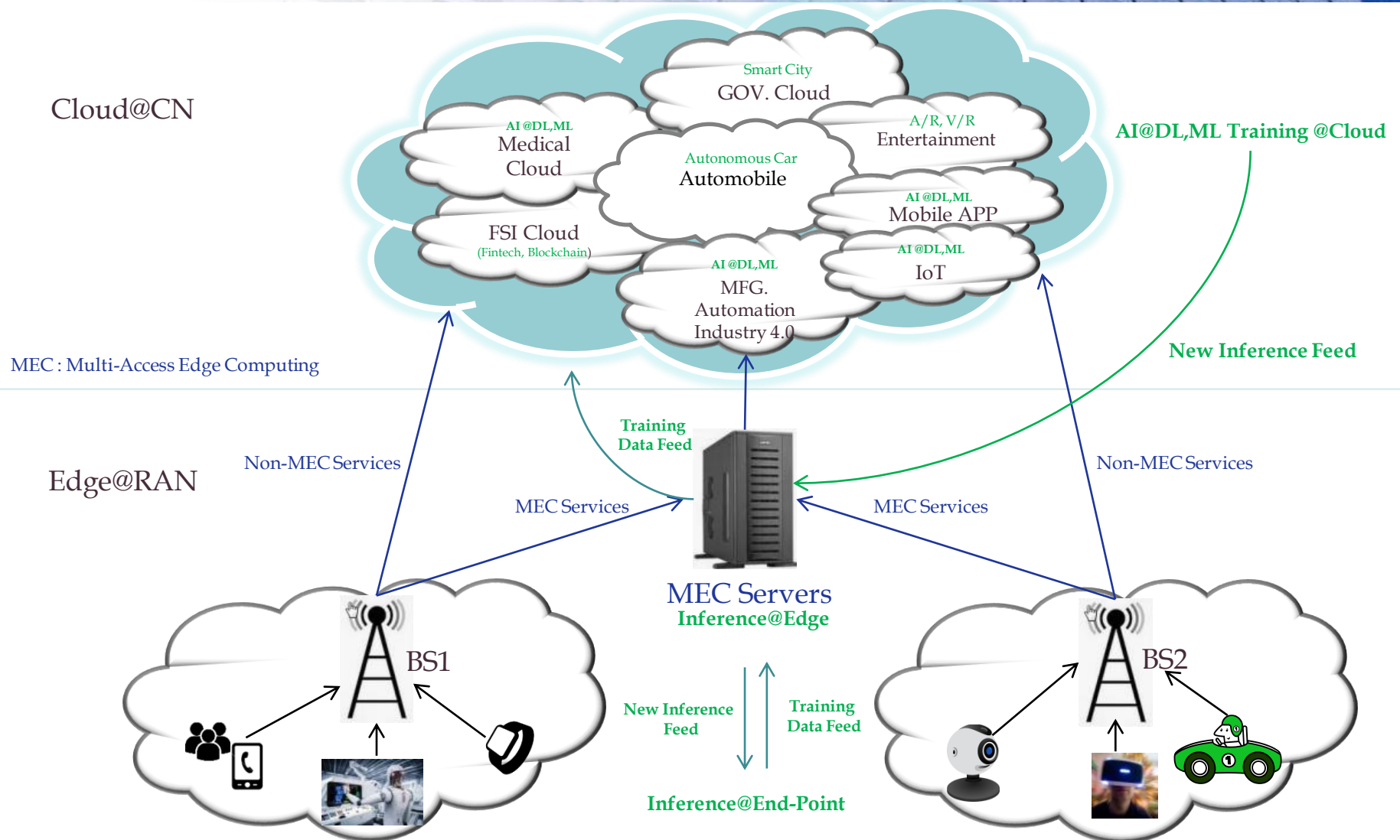
# Information Security



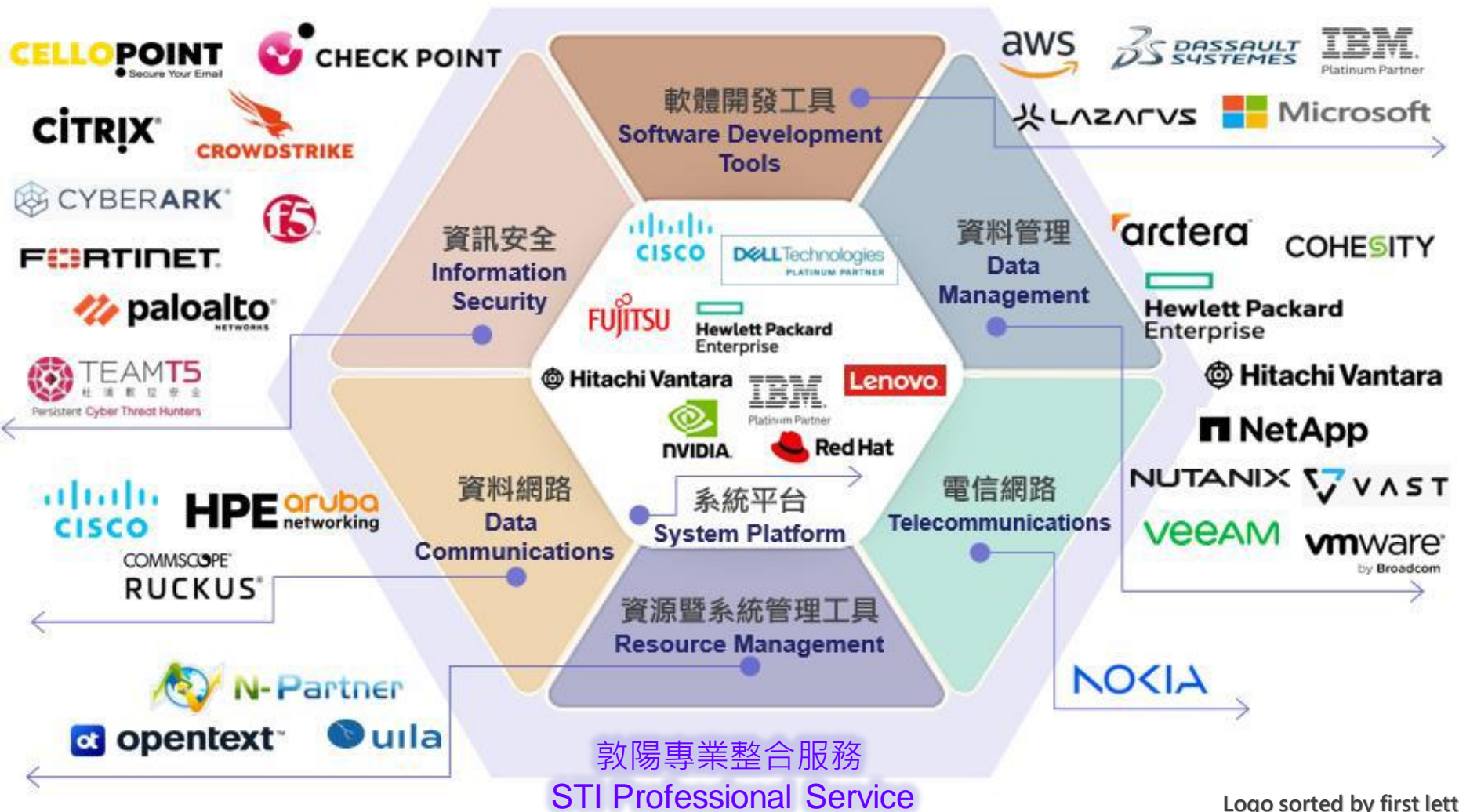
# STI's Strength on Hybrid Cloud



# Meet up 5G + MEC@AI@Cloud



# Information & Communication Tech. Products & Solutions



Logo sorted by first letter.



# Balance Sheet Overview (Consolidated)

Units: NT\$ thousand

Item	2025/3/31		2024/12/31		2024/3/31	
	AMT	%	AMT	%	AMT	%
Cash and cash equivalents	1,118,717	16%	1,174,515	16%	1,476,972	22%
Accounts receivable (including contract assets)	1,036,311	15%	1,184,855	17%	833,677	13%
Inventories	3,048,867	43%	2,940,576	41%	2,584,665	39%
Property, Plant and equipment	658,463	9%	654,605	9%	498,580	8%
Total Assets	7,133,286	100%	7,140,014	100%	6,646,666	100%
Current Liabilities	4,173,242	59%	3,624,819	51%	3,775,851	57%
Total Liabilities	4,245,303	60%	3,698,857	52%	3,856,363	58%
Equity	2,887,983	40%	3,441,157	48%	2,790,303	42%

Source: Market Observation Post System

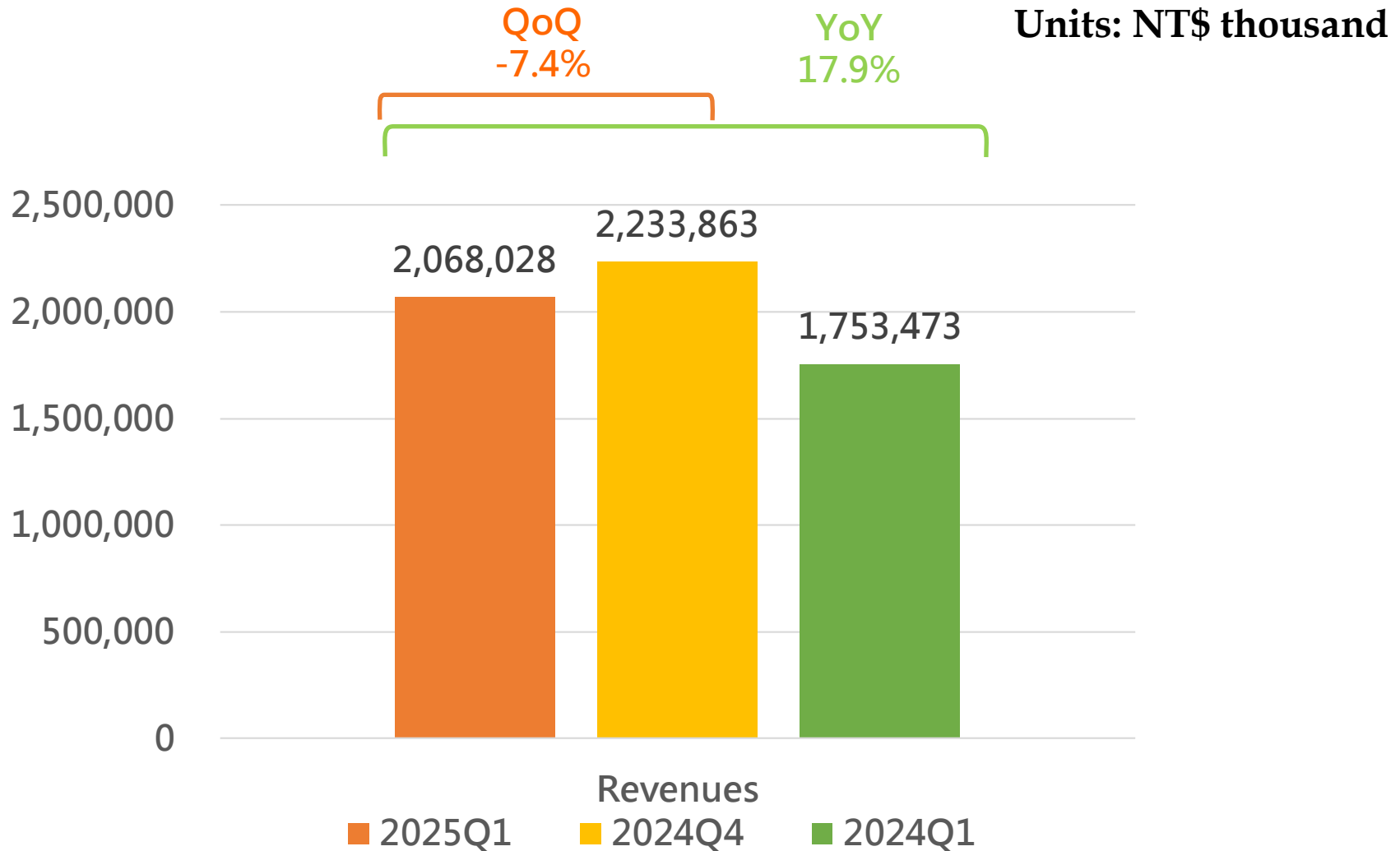
# Income Statements Overview (Consolidated)

Units: NT\$ thousand

Item	2025 Jan.-Mar.		2024 Jan.-Mar.		YOY
	AMT	%	AMT	%	
Revenues	2,068,028	100%	1,753,473	100%	17.9%
Gross profit	518,465	25%	446,495	25%	16.1%
Operating expense	255,440	12%	221,156	12%	15.5%
Operating income	263,025	13%	225,339	13%	16.7%
Other income	35,863	2%	32,868	2%	9.1%
Pre-tax income	298,888	15%	258,207	15%	15.8%
Net income	238,405	12%	206,230	12%	15.6%
EPS(NT\$)	2.24		1.94		15.5%

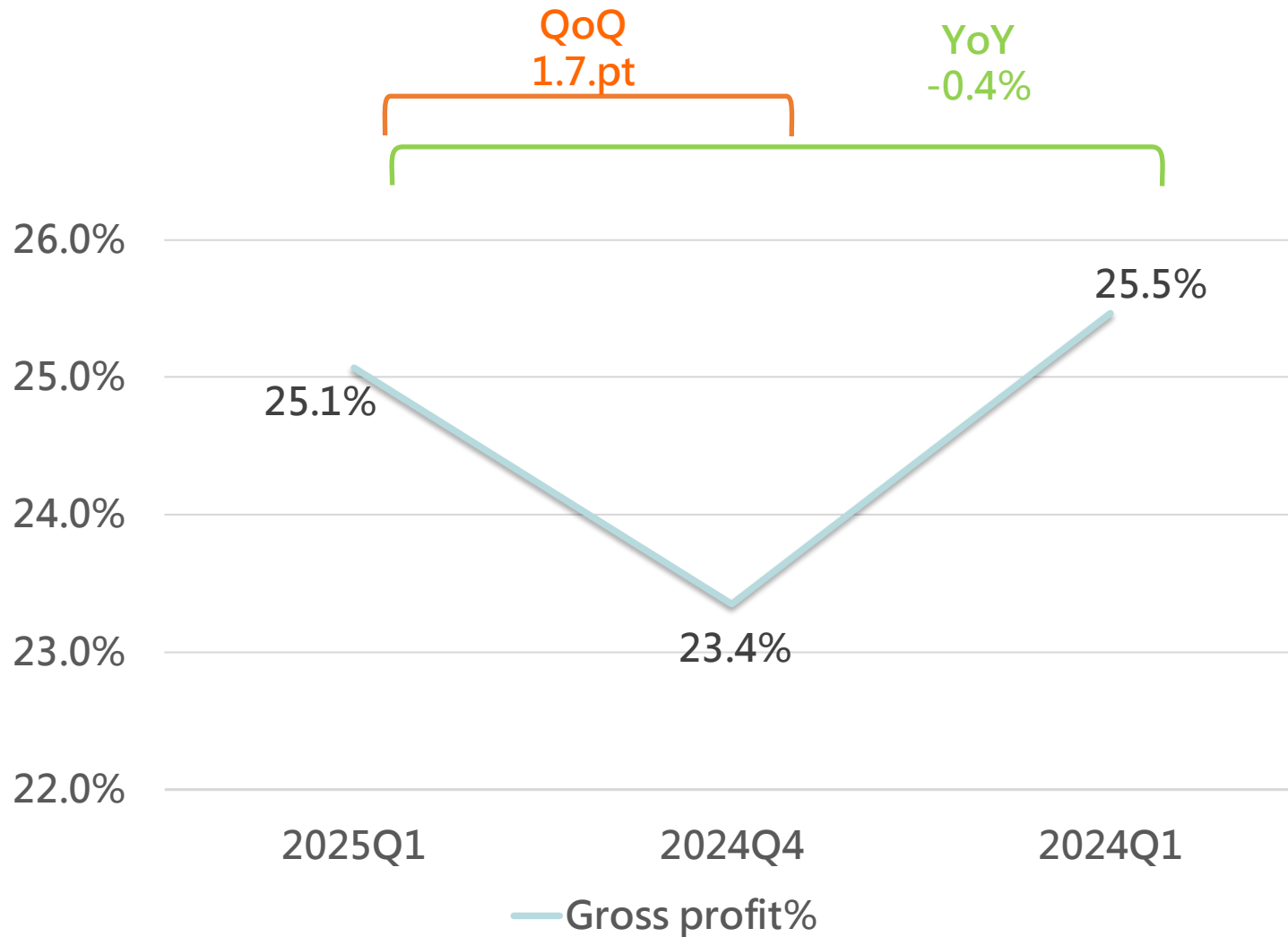
Source: Market Observation Post System

# Consolidated Revenues

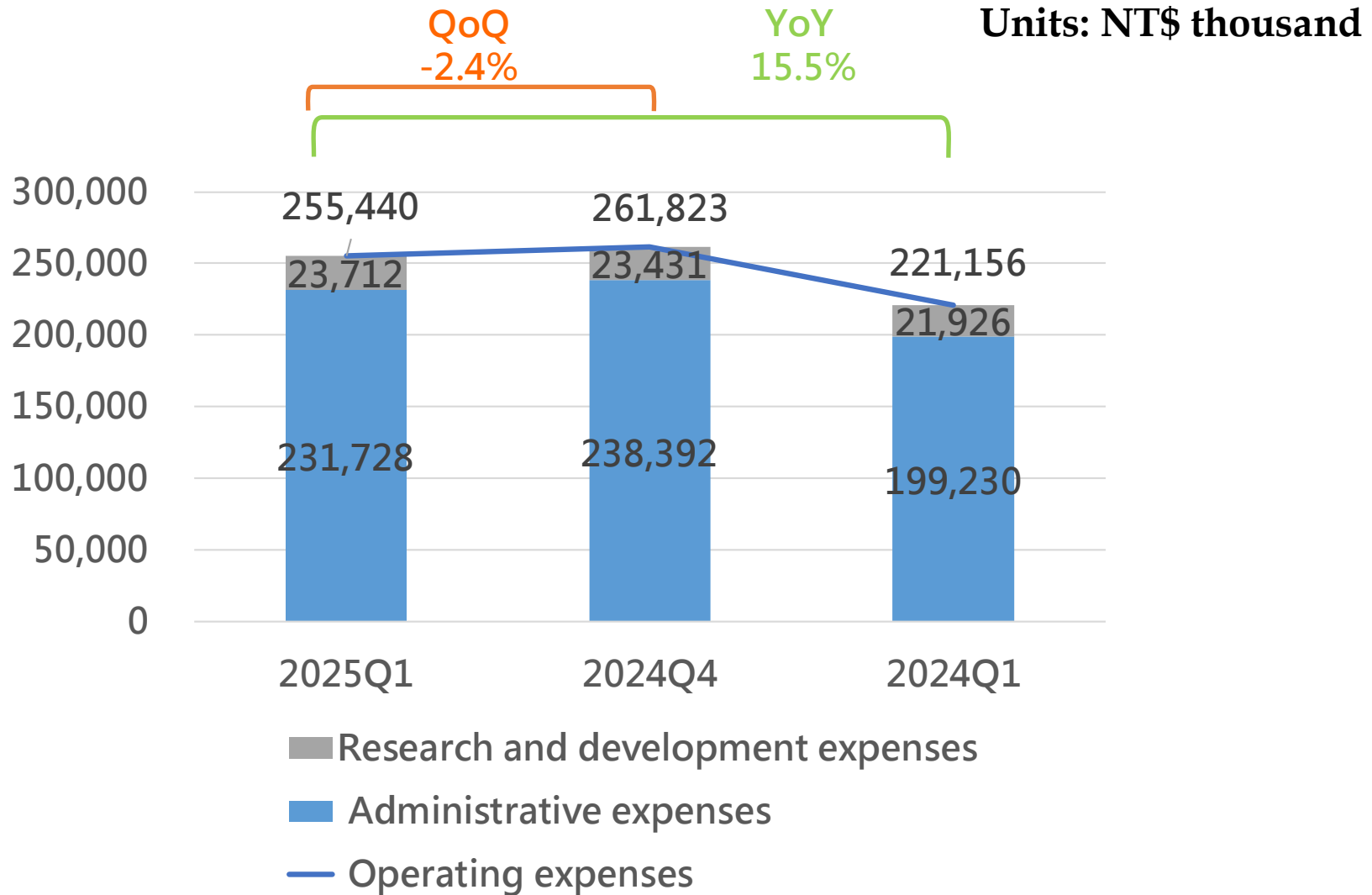




# Consolidated Gross profit

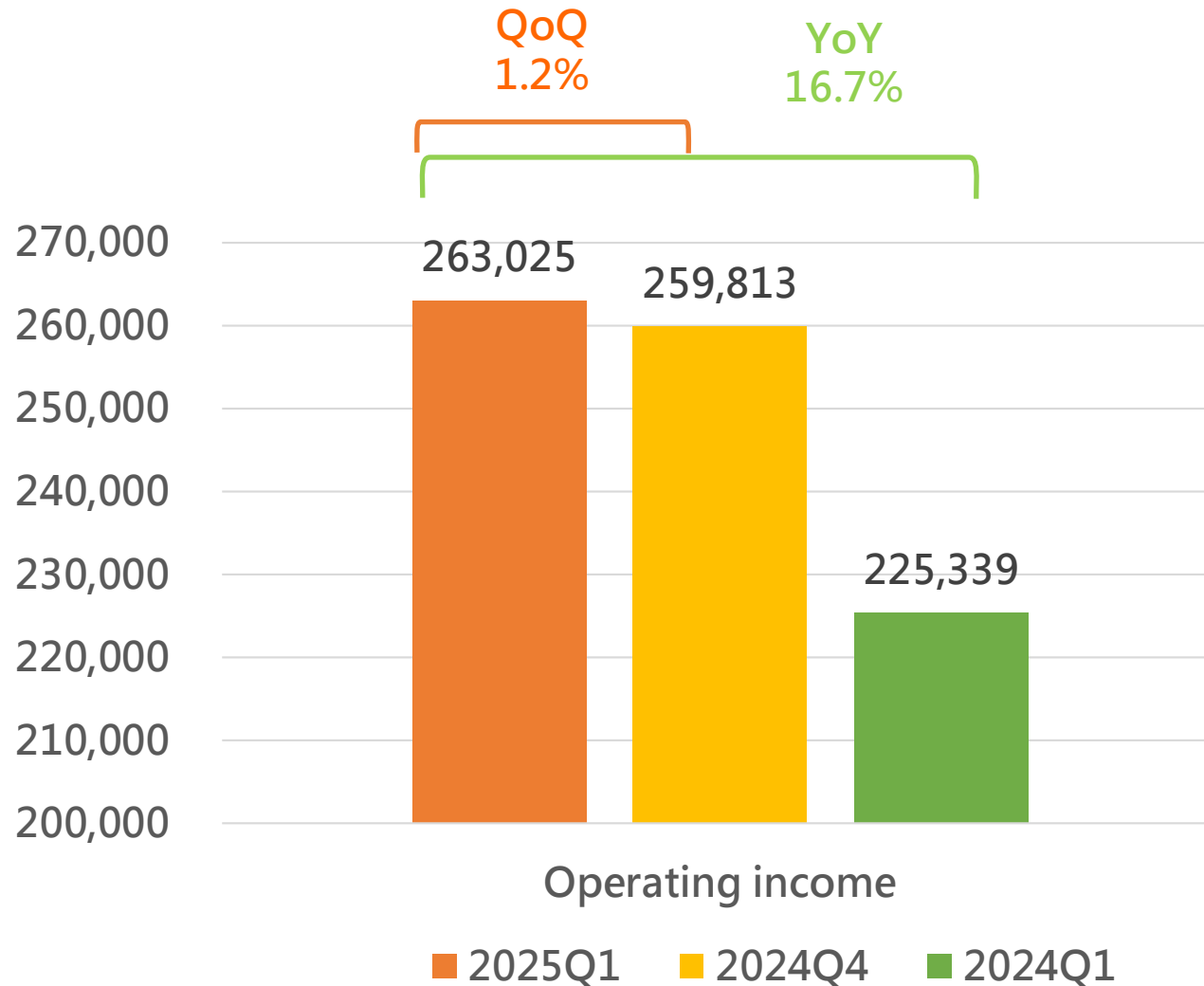


# Consolidated Operating expenses



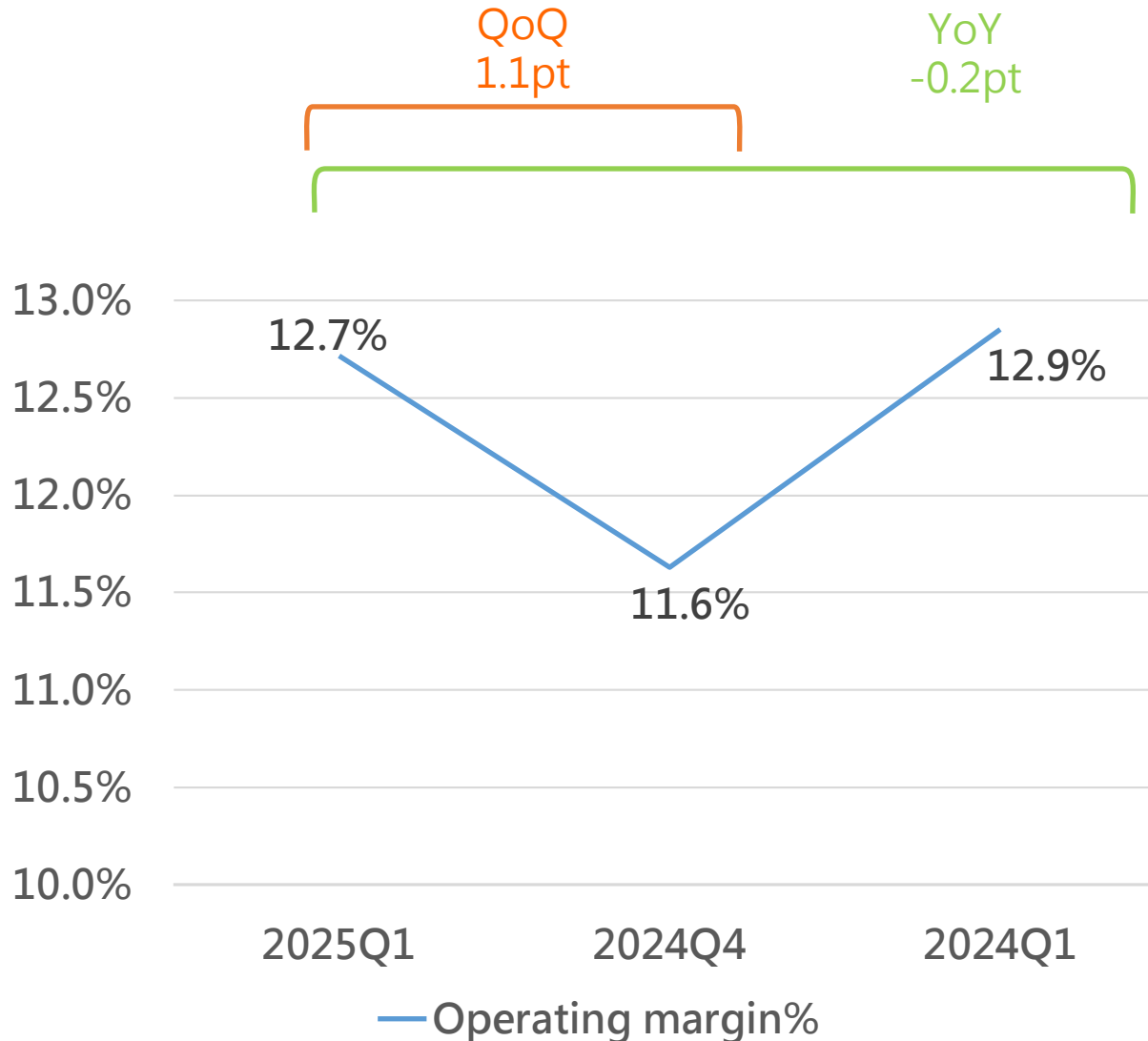
# Consolidated Operating income

Units: NT\$ thousand



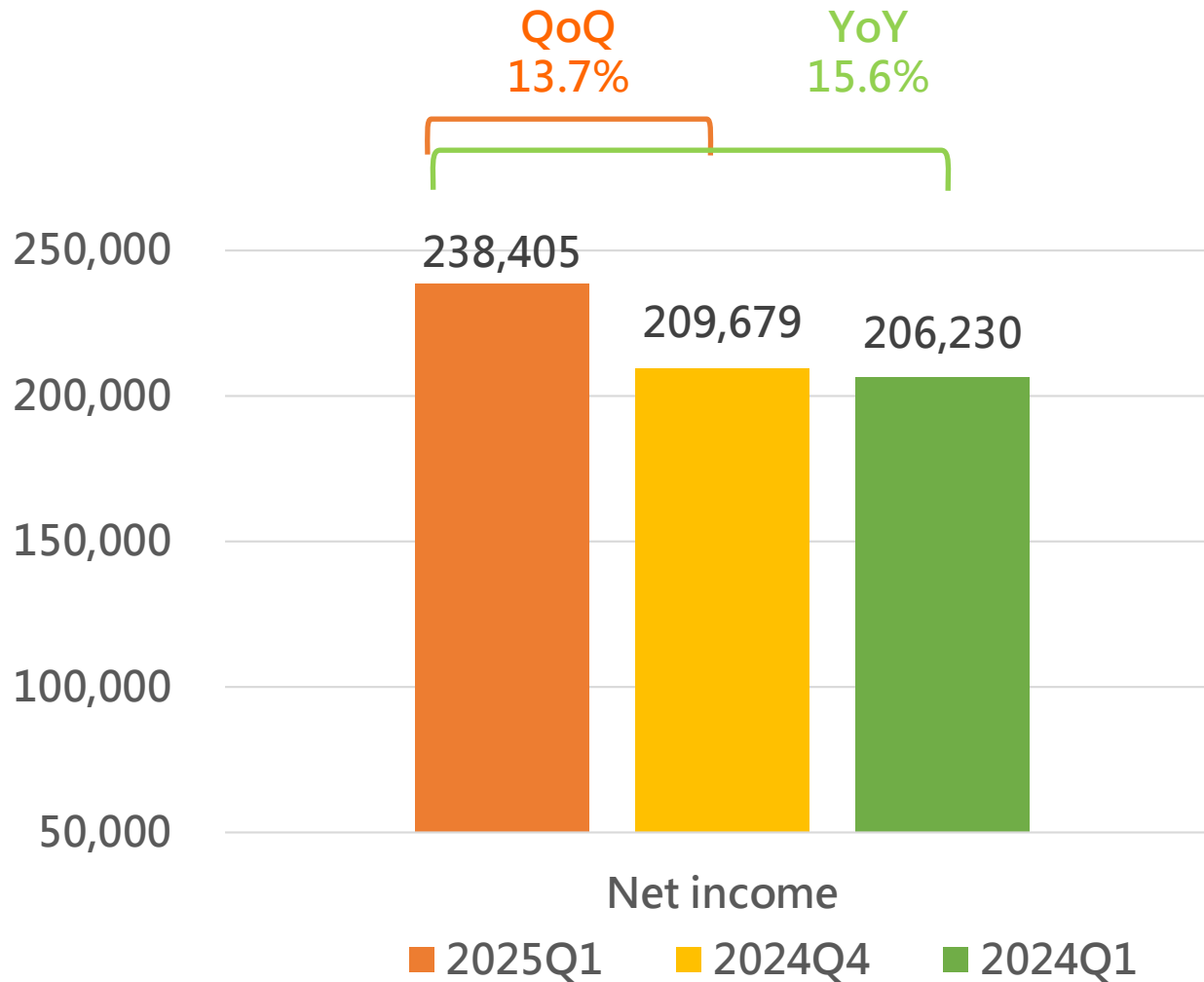


# Consolidated Operating margin

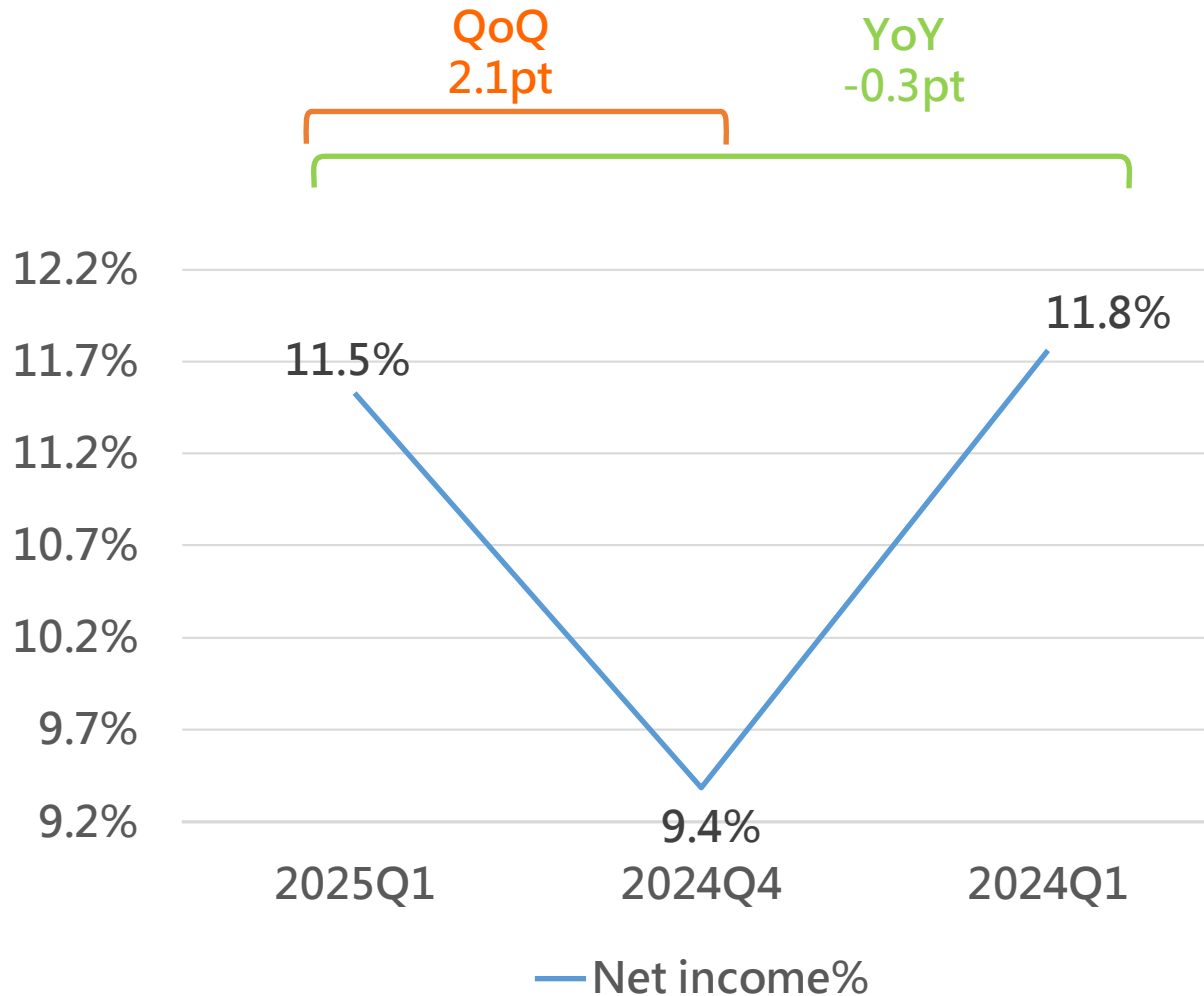


# Consolidated Net income

Units: NT\$ thousand

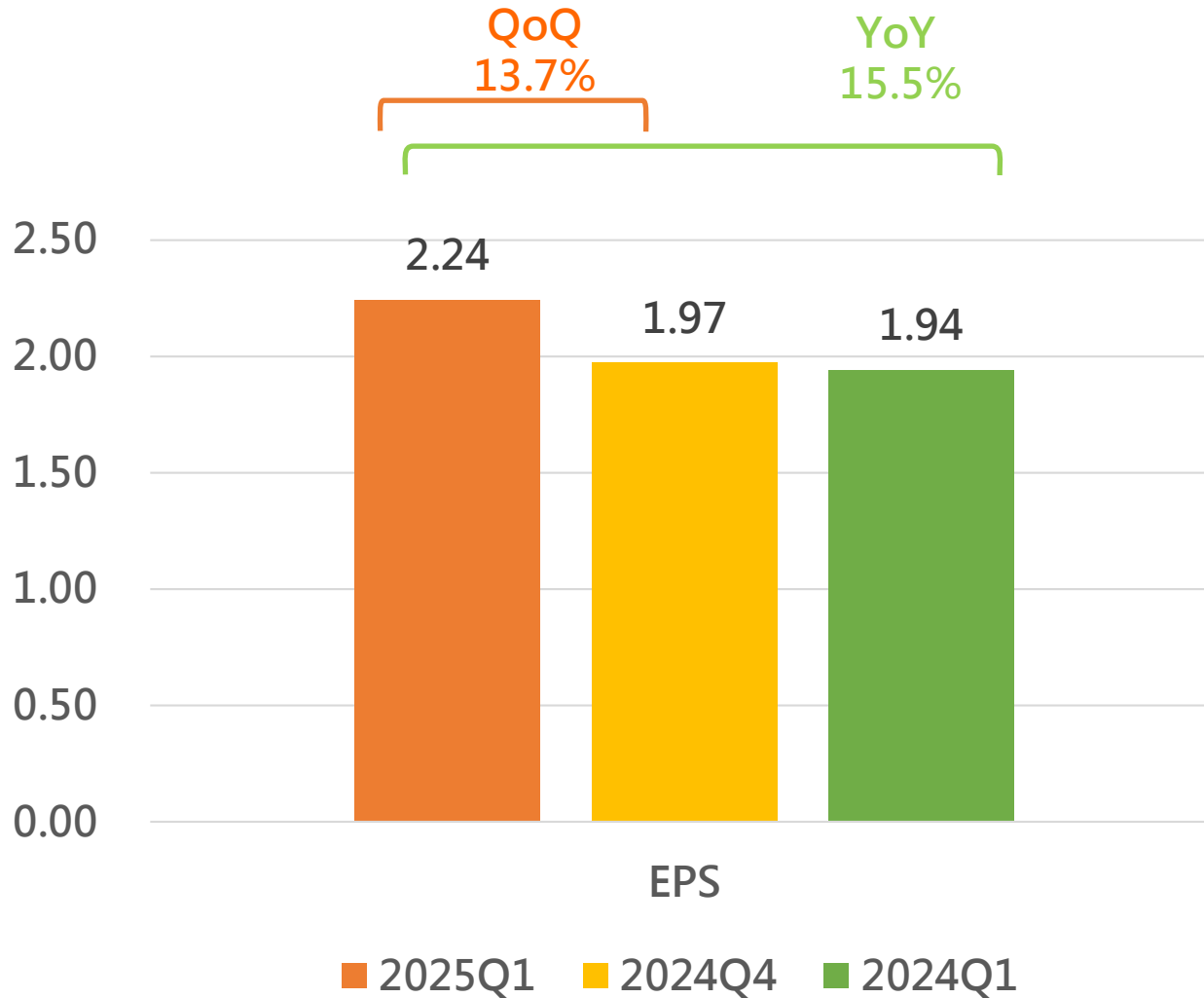


# Consolidated Net income margin



# Consolidated EPS

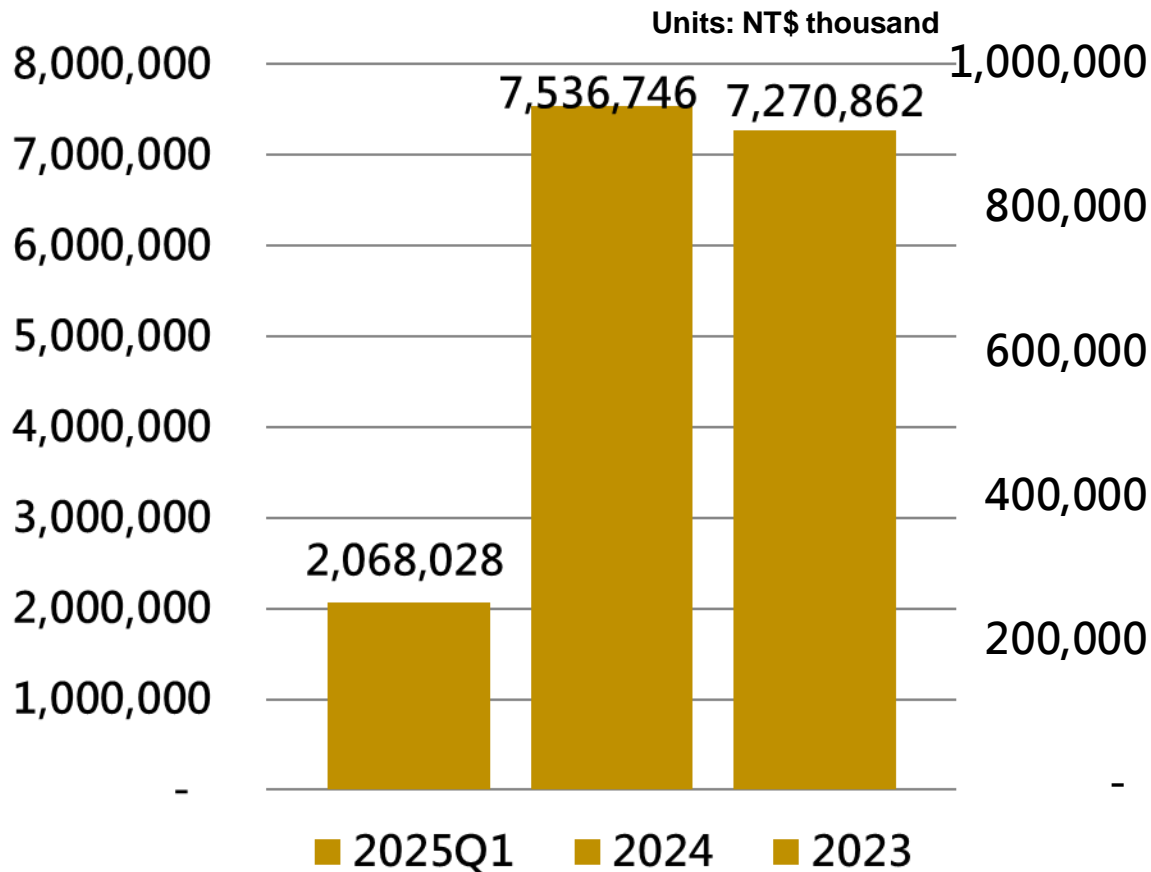
Units: NT\$



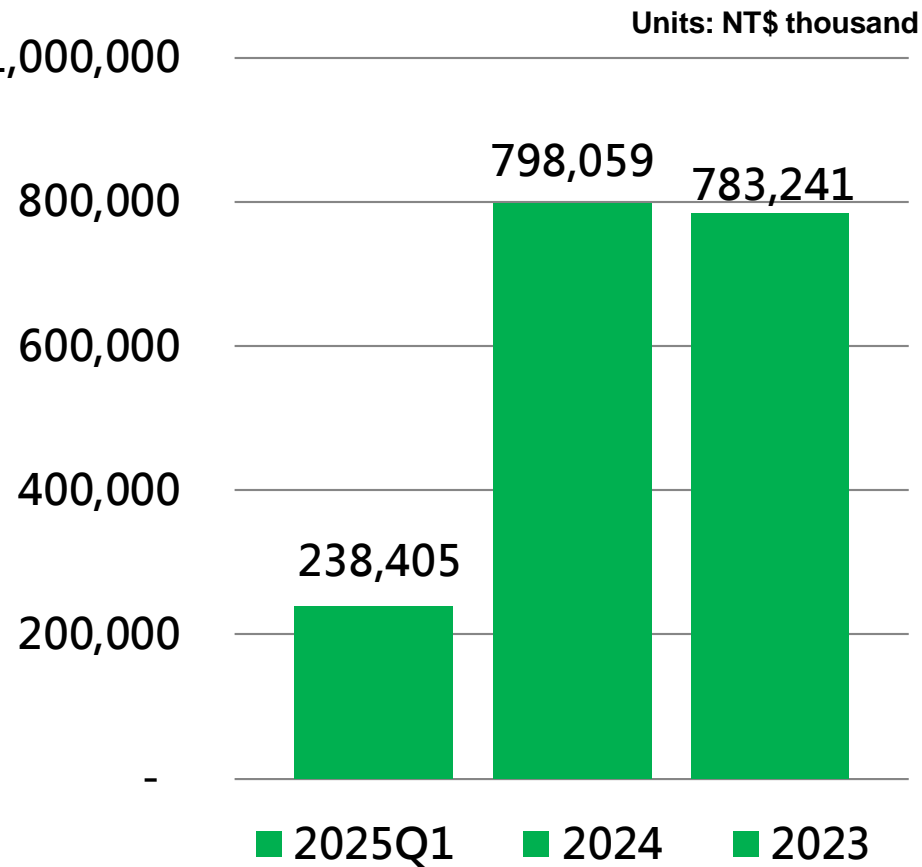


# Sales Revenue & Net Income

## Sales Revenue



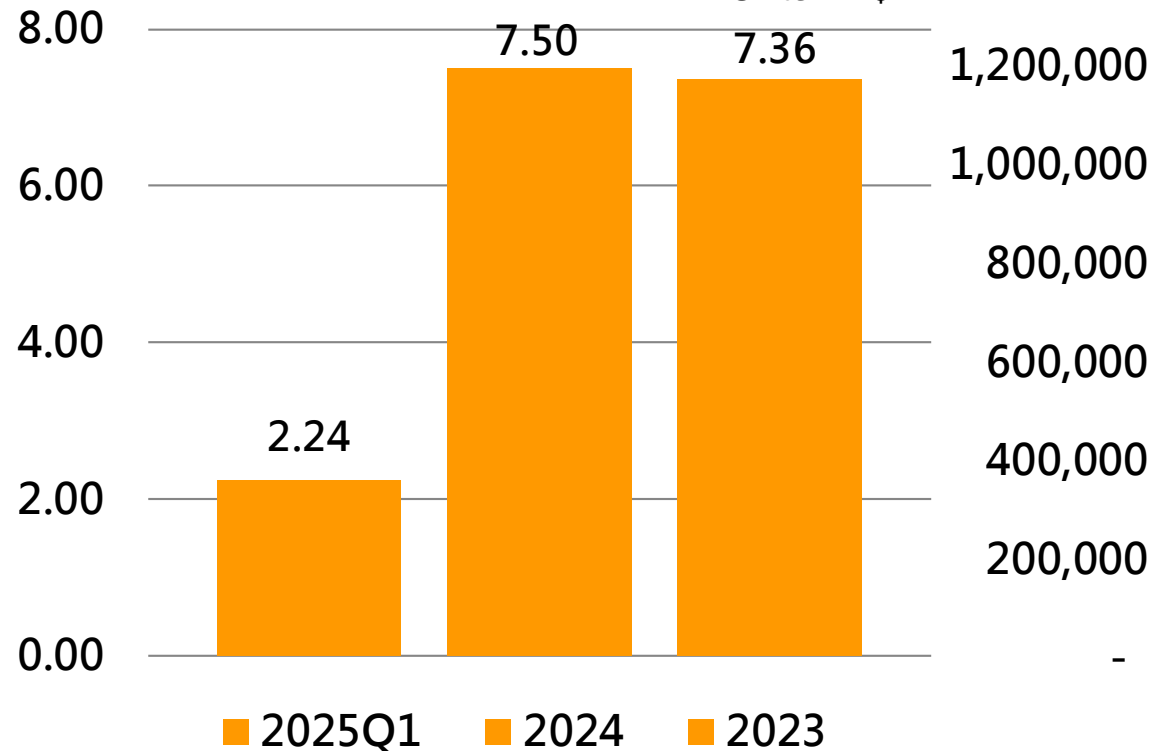
## Net Income



# EPS & Capital

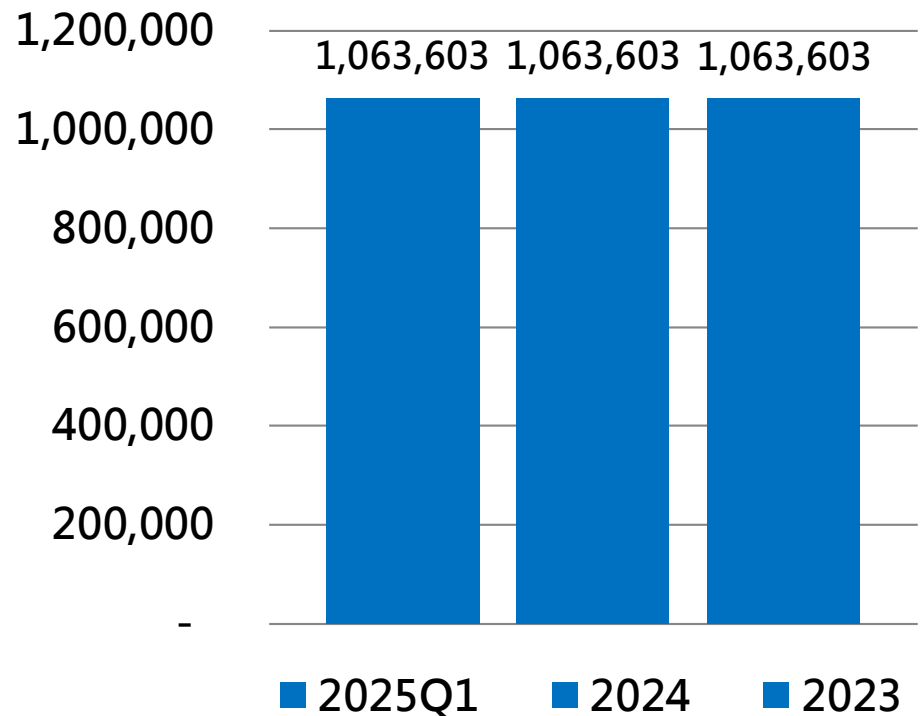
## EPS

Units: NT\$



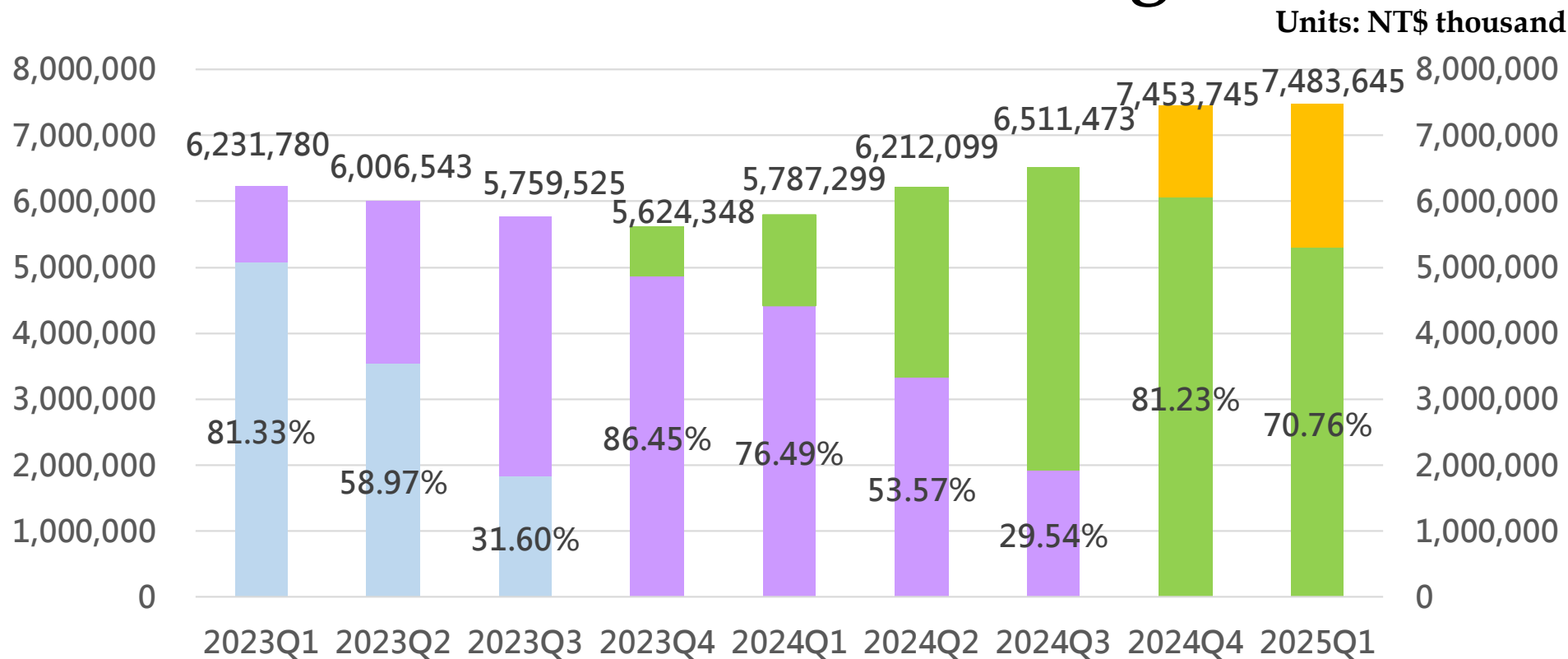
## Capital

Units: NT\$ thousand



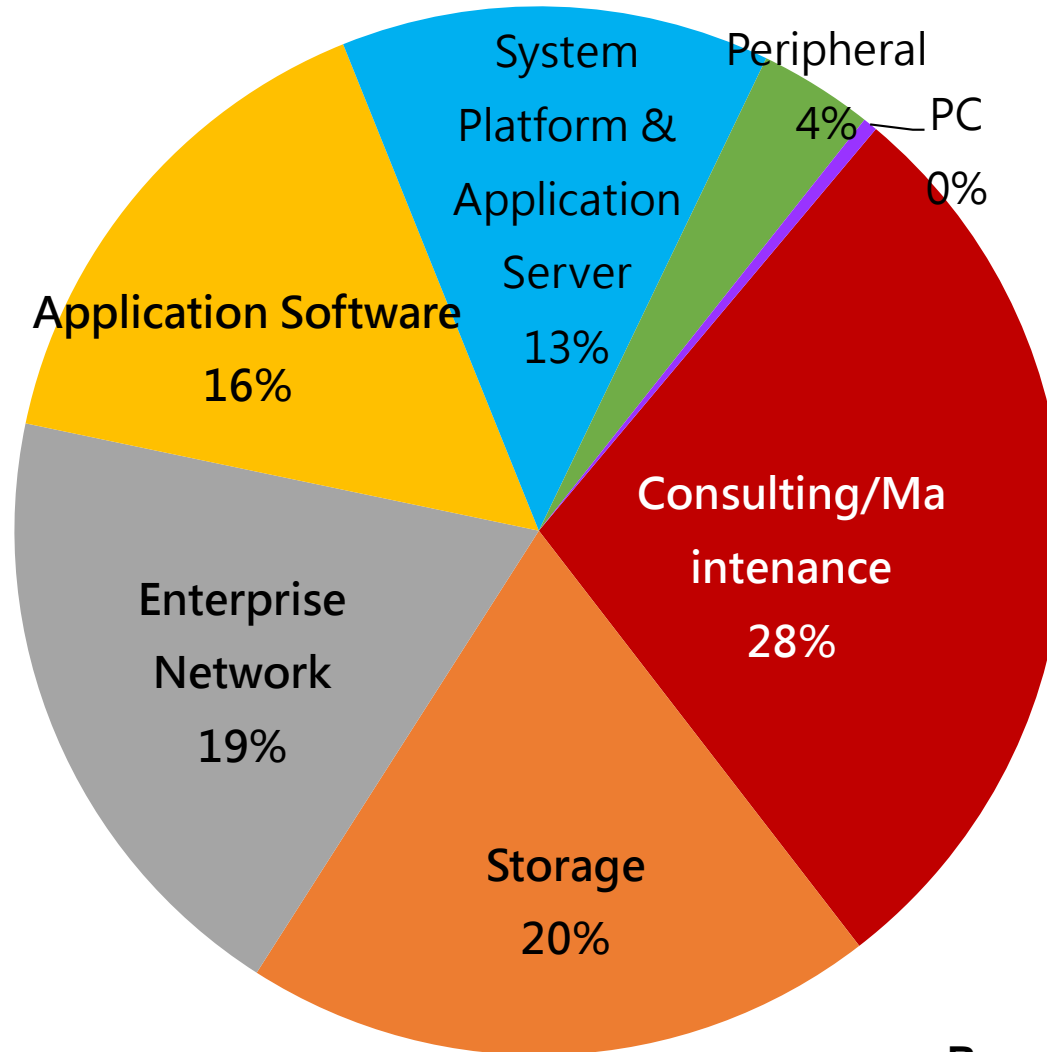
Year	2025Q1	2024	2023
ROE	7.53%	23.78%	24.49%

# Allocation of transaction price into unfulfilled contractual obligations



	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4	2025Q1
Allocation of transaction price into unfulfilled contractual obligations	6,231,780	6,006,543	5,759,525	5,624,348	5,787,299	6,212,099	6,511,473	7,453,745	7,483,645
Estimated Fulfill Ratio of 2023/2024/2025	81.33%	58.97%	31.60%	86.45%	76.49%	53.57%	29.54%	81.23%	70.76%
Estimated Fulfill Amount of 2023/2024/2025	5,068,307	3,542,058	1,820,010	4,862,249	4,426,705	3,327,821	1,923,489	6,054,677	5,295,427
Estimated Fulfill Amount After 2024/2025/2026	1,163,473	2,464,485	3,939,515	762,099	1,360,594	2,884,278	4,587,984	1,399,068	2,188,218

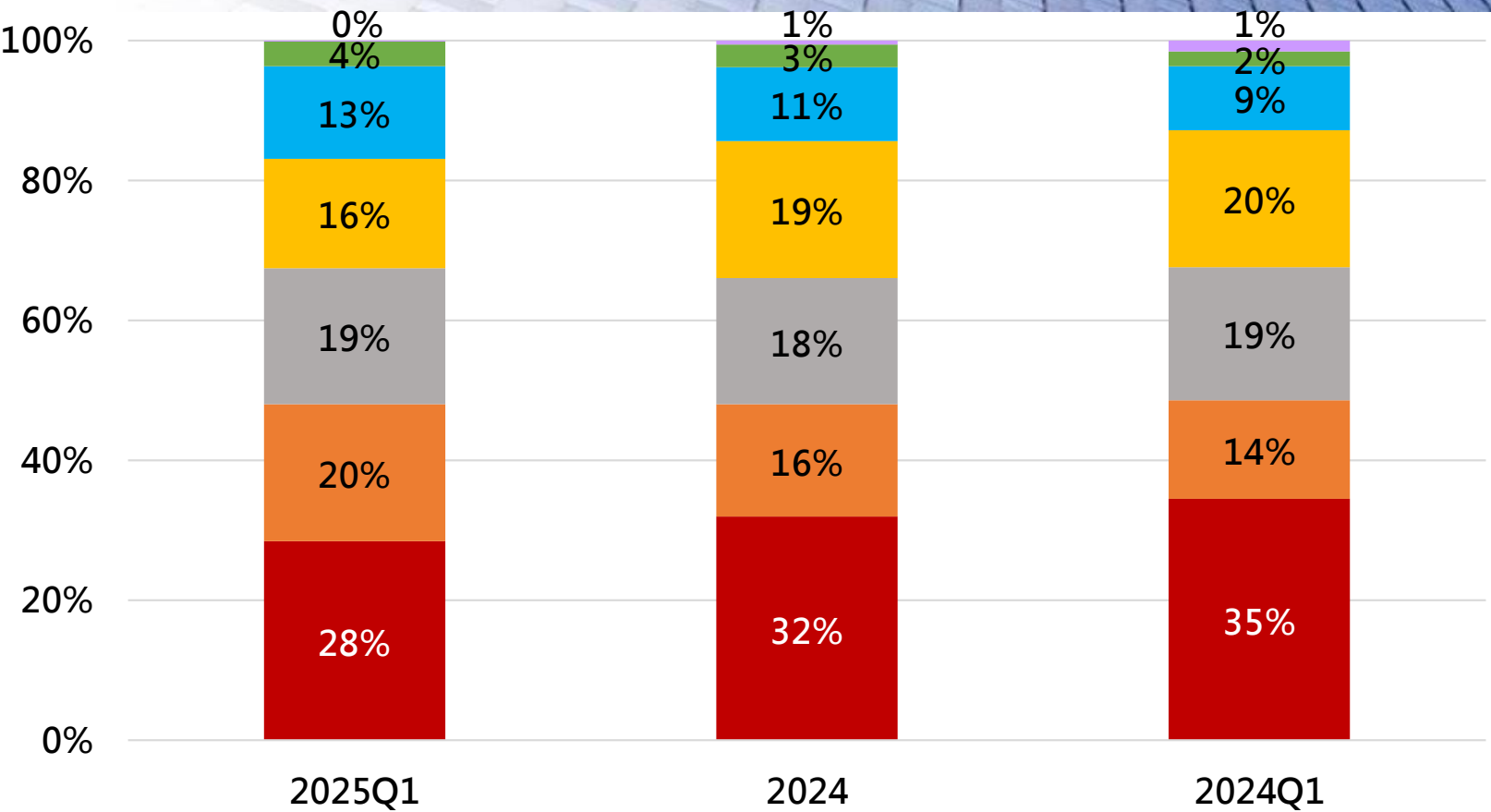
# 2025Q1 Sales Revenues by Product Type



Revenue: NT\$2.068 billion



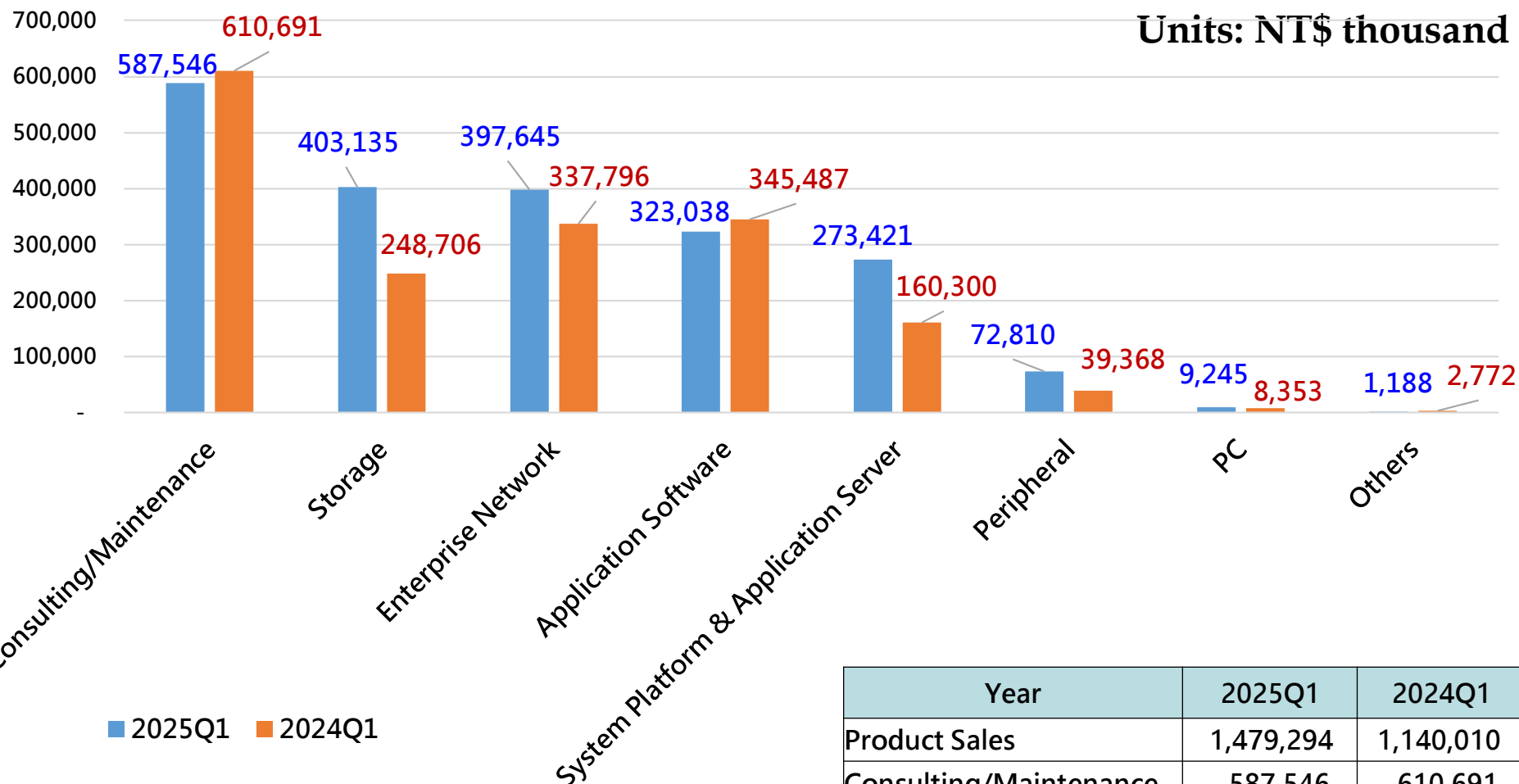
# Comparison of Sales Revenues by Product Type



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

# Compare Sales Revenues by Product Type

Units: NT\$ thousand

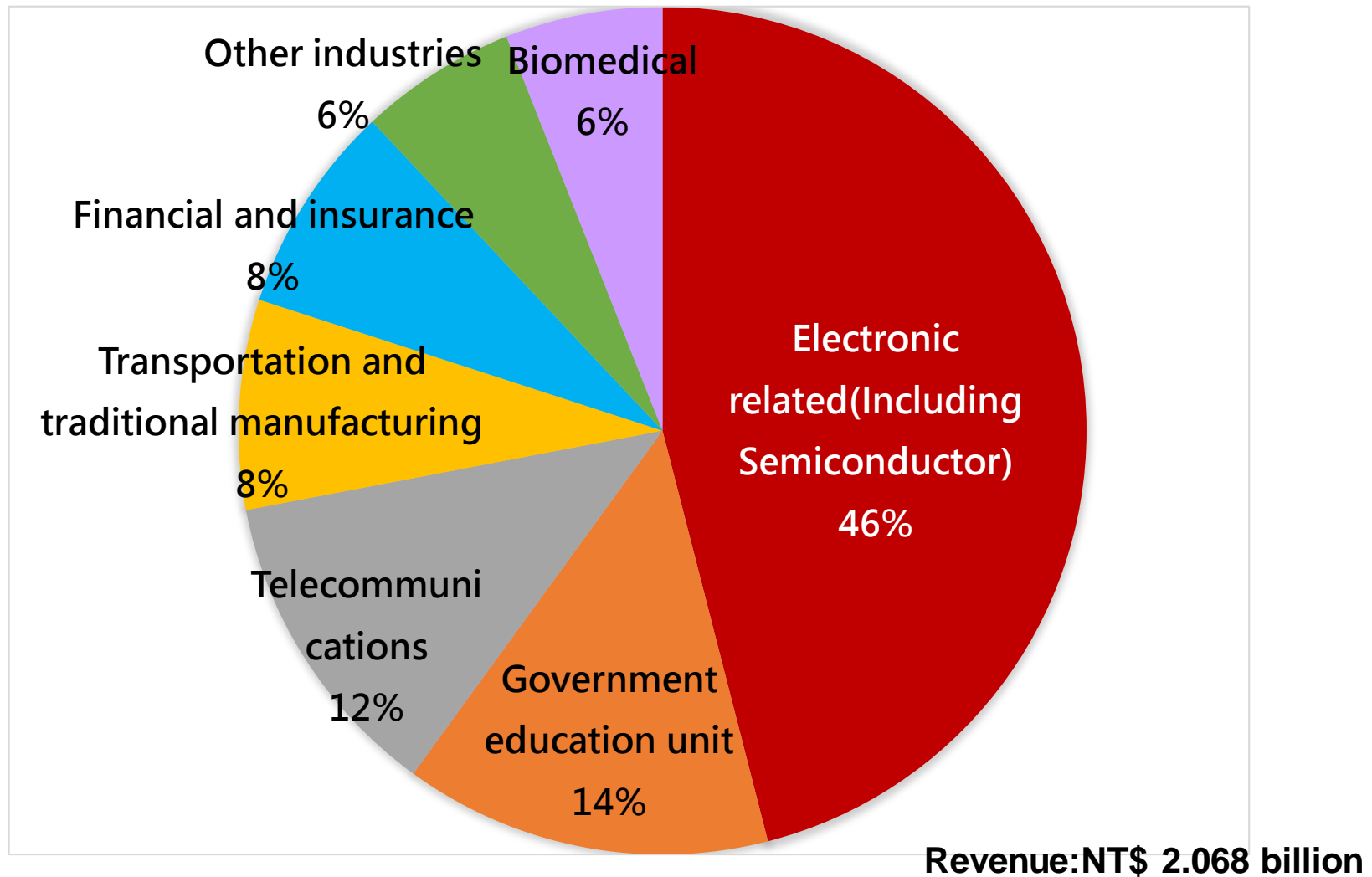


■ 2025Q1 ■ 2024Q1

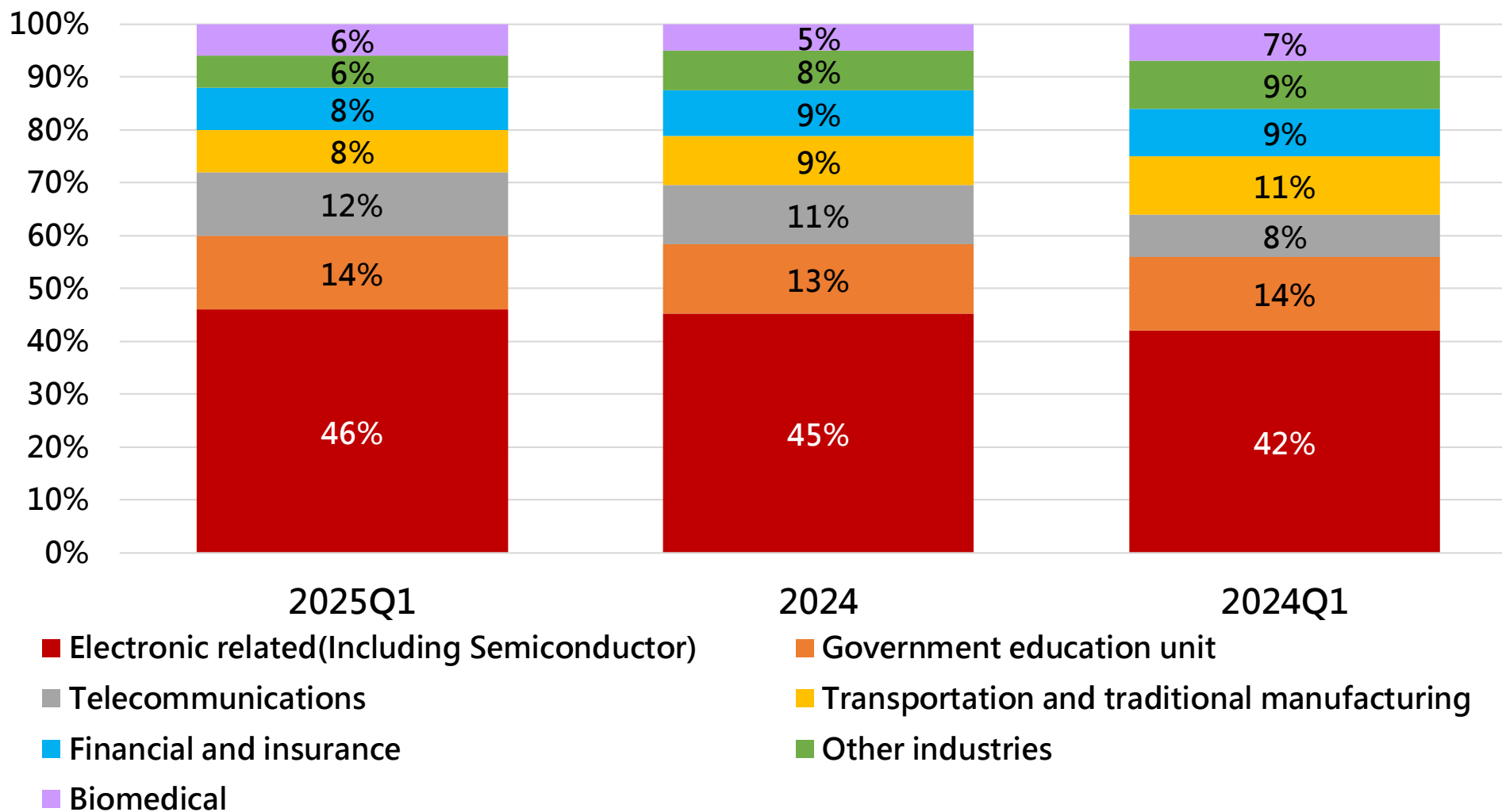
Revenue: NT\$ 2.068 billion Revenue: NT\$ 1.753billion

Year	2025Q1	2024Q1
Product Sales	1,479,294	1,140,010
Consulting/Maintenance	587,546	610,691
Others	1,188	2,772
Total Amount	2,068,028	1,753,473

# 2025Q1 Sales Revenues by Industry

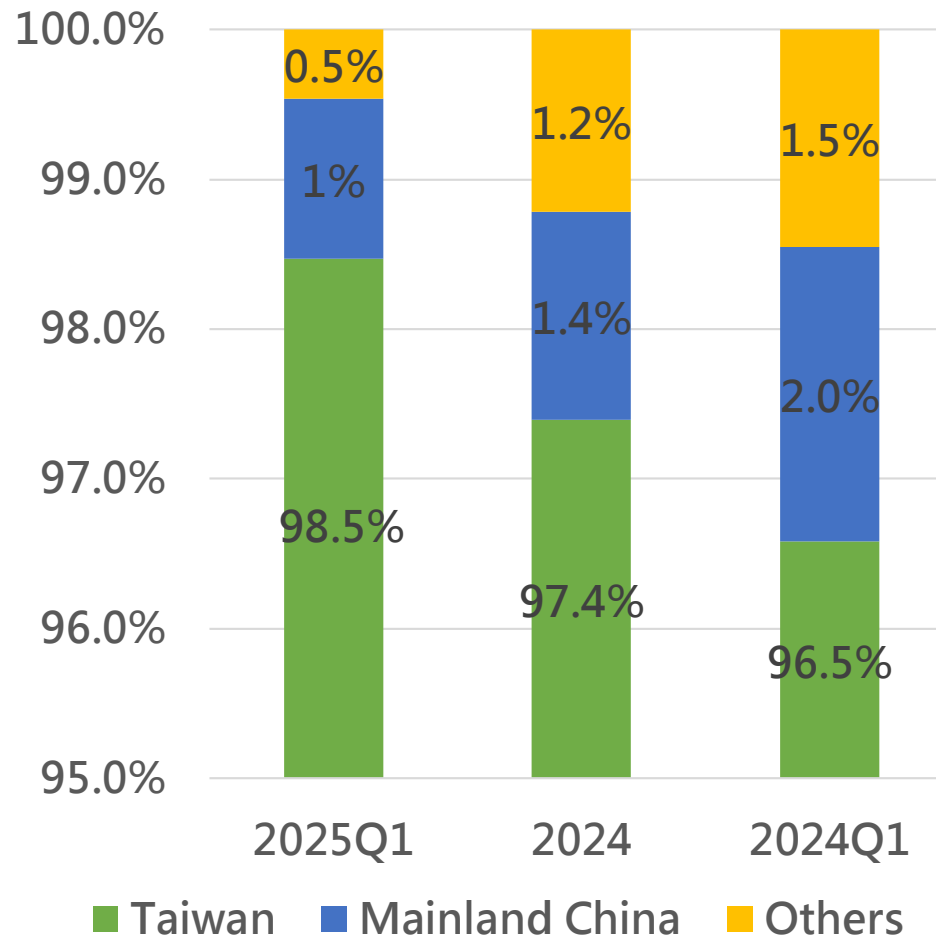


# Comparison of Sales Revenues by Industry



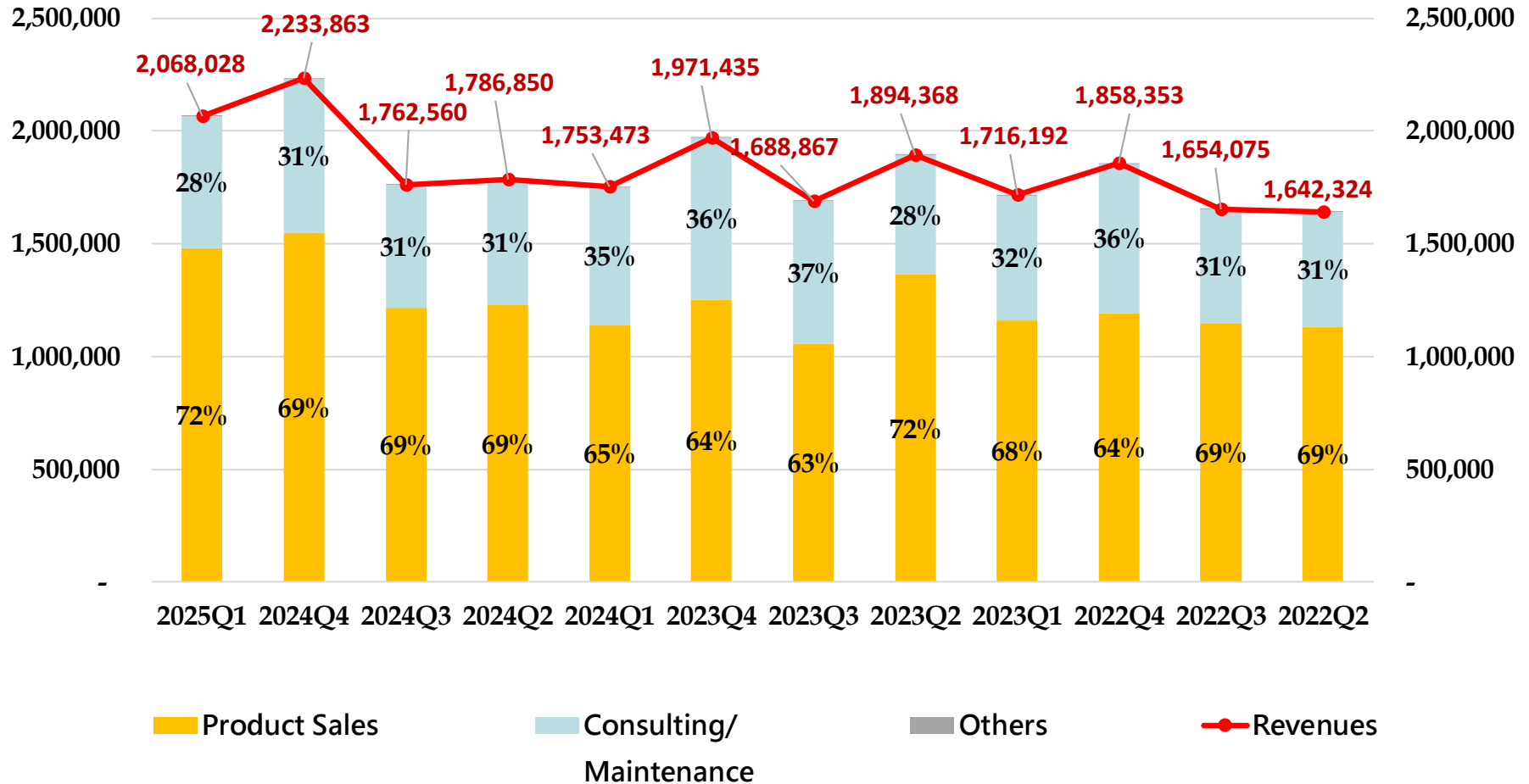



# Comparison of Sales Revenues by Region



# Quarterly revenue status in the past 3 yrs

Units: NT\$ thousand





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