Stark Technology Inc.(2480)

2025Q2 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

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Corporate Governance Evaluation

- **Rated as Taiwan's top 21%-35% company over the 11th 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%
2024(11th)	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
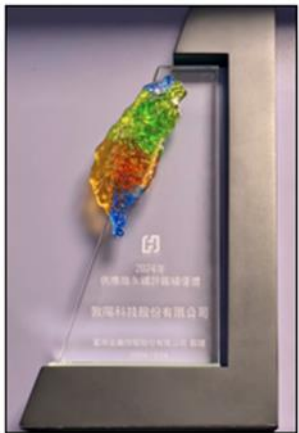
Awards(Continued)

系統產品 System Products

【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

Awards(Continued)

儲存產品 Storage Products
【NetApp】FY23 Outstanding Partner Award
【NetApp】GCASK Partner Summit 2023 - Solution Innovation Award
【Veeam】FY23 Platinum Partner of the Year Award
【Veeam】FY24 Platinum Partner of the Year Award
【Lenovo】FY2324 Best Storage Equipment Sales Award
【FUJITSU】Most Valuable Partner 2024

Awards(Continued)

網路產品 Network Products

【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
【Cisco】FY25 Scale Market Breakthrough Award
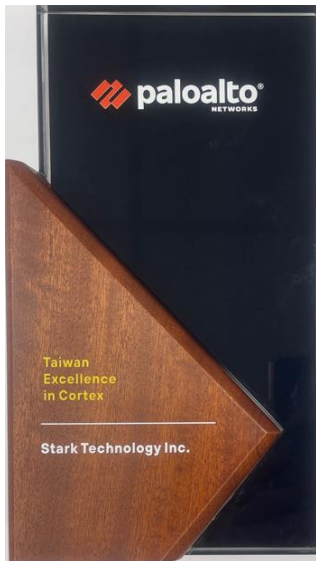
Awards(Continued)

資安產品 Security Products

【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

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Awards(Continued)

資安產品 Security Products

【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

【Checkpoint】2024 Best New Business Development Partner
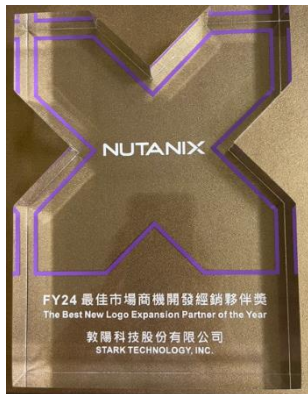
Awards(Continued)

其他整合產品 Other Integrated Products
【NUTANIX】FY24 Best Market Opportunity Development Award
【HPE】FY23 Best strategic partner
【HPE】FY23-Best partner Award
【DELL】2024 Best Manufacturing Solutions
【ASE】2024 Information Service Maintenance Award

Information Security Management System

ISO 27001:2022

CNS 27001:2023

ISO 27701:2019

STI Service Network

Suzhou
Shanghai
Ningbo

San Jose
U.S.A. Stark Technology Inc.

USA

CHINA

Taipei Branch
Tao Chung Branch
Hsinchu HQ
Taichung Branch
Chiayi Branch
Tainan Branch
Kaohsiung Branch
Hualien Branch

Vietnam

TAIWAN

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

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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:

Enterprises Factories

Buyers, Sponsors

Developers, Content Providers, Consumers

Security Cloud

Medical Cloud

Enterprise Apps
Data Integration & Analytics AI

Big Data & Computing Cloud

Mobile APP

FSI Cloud
(Fintech, Blockchain)

Factory Automation Industry 4.0

IoT

internet — Enterprise/PC

Cable Broadband — Home/PC SmartTV

4G/5G WiFi — Smart Mobile

LoRa NB-IoT — IoT Devices

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**

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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

Professional & Trust Partnership

VA 、 PT 、 Code Review

Global CTI Platform

STI
Security Services
Hackers against Hackers

Professional Configuration & Tunning

MDR/IR@MSSP

Security Score Card
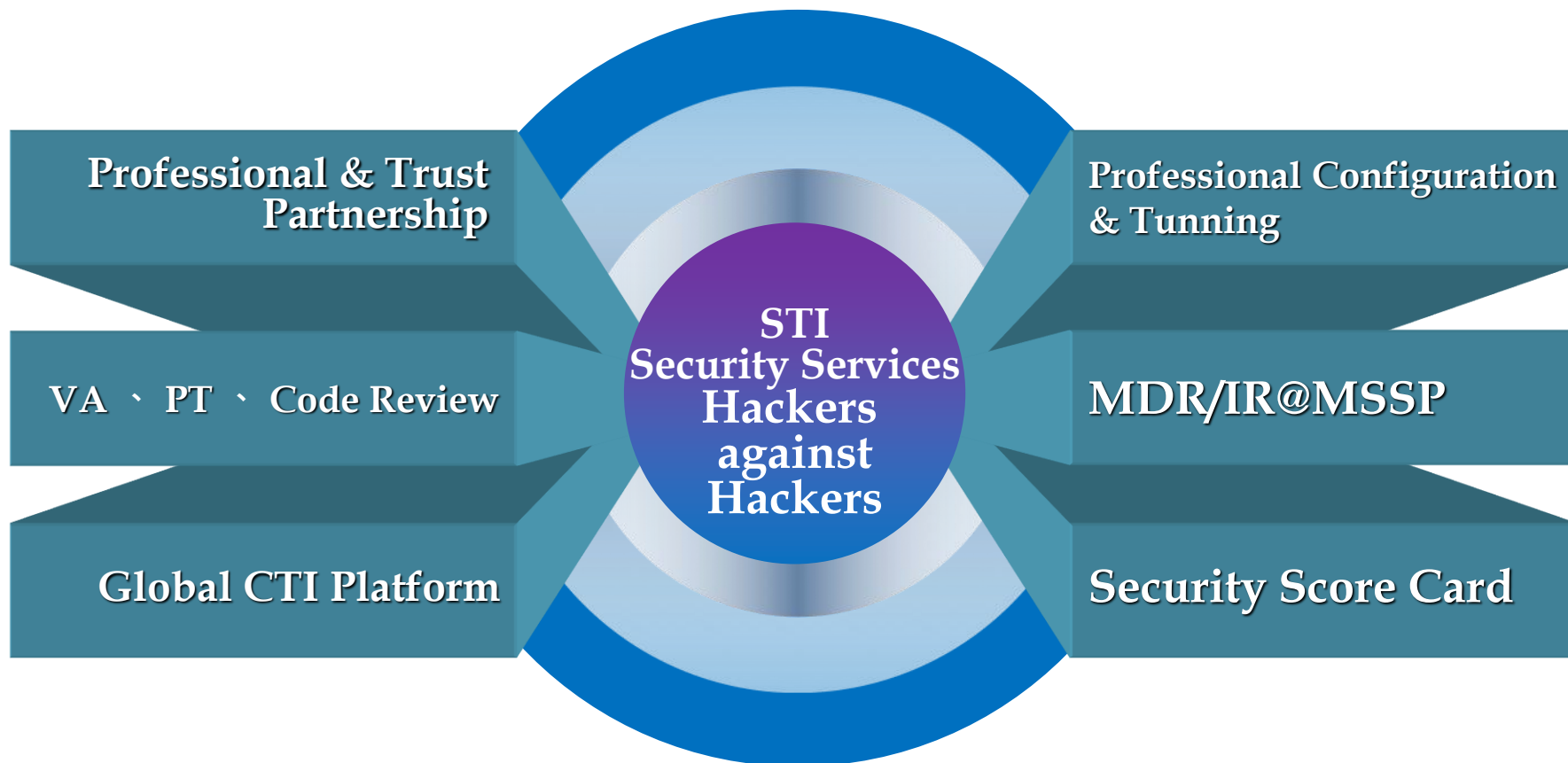
MSSP Architecture

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 tunning & configuration

Network Security	System Security	Apps. Security	Endpoint Security	Data Security	Mobile Security

IT Infra. (Network、OS、Storage….)

Information Security

Network Security	Program Security (PS)	Content Security	People
Anti-Virus		SIEM	50ppl / 10ppl / 1-5ppl
NG Firewall		API Security	
EDR		WAF	
NDR		CTI	
CDR	VA / PT	Security Scorecard	
Privileged Access Manager	IR / Code Review	SOAR	
ZTNA	MDR（EDR/NDR/CDR）	SASE	
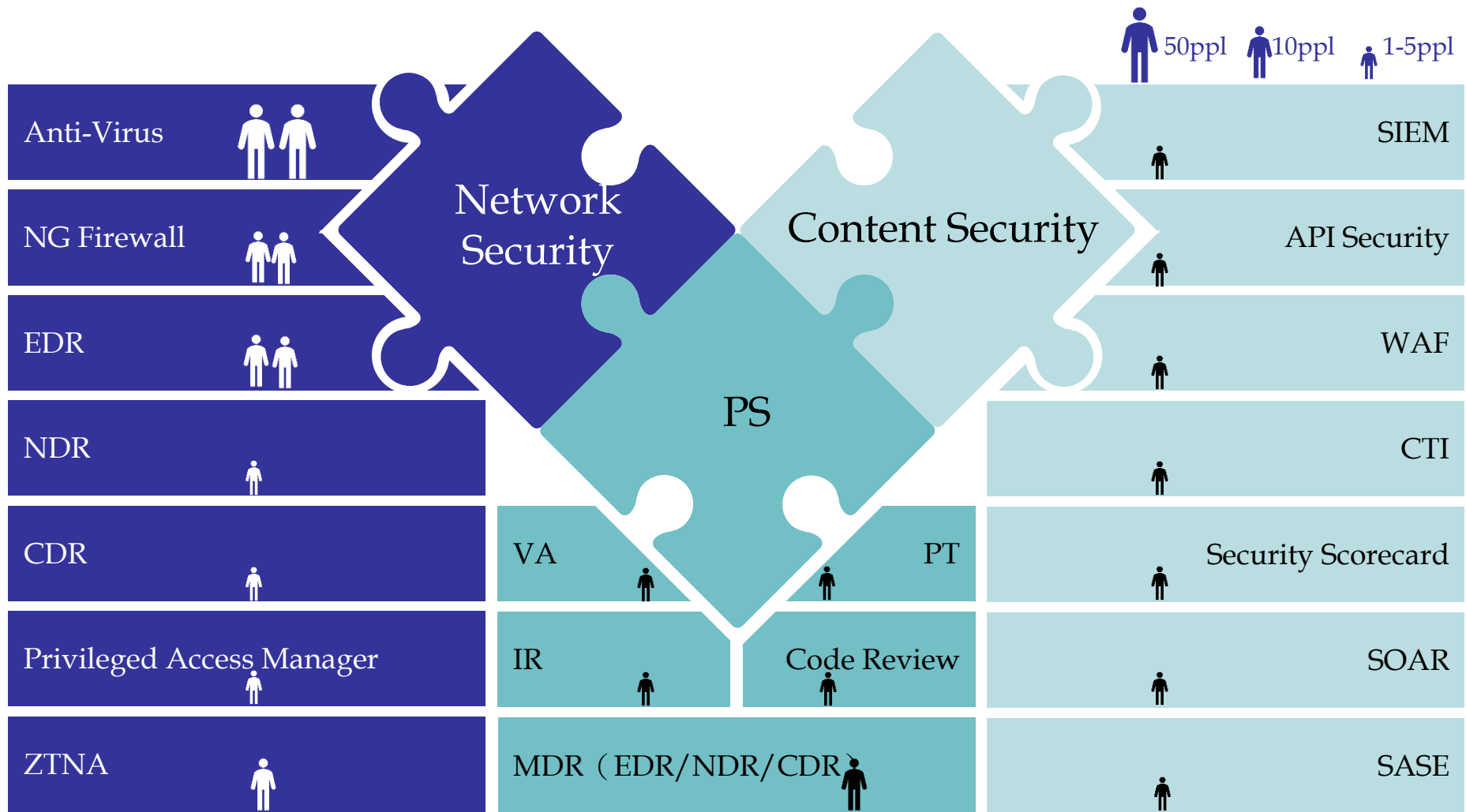
STI's Strength on Hybrid Cloud

Enterprises
SMBs
Startups

MFG.

Traditional IT Infra.

Hybrid Cloud

Apps. workload
Data MGMT. (BKP., DR)
Info. Security
Applications
Others.....

AWS

Azure

GCP

Public Clouds

OpenStack

Private 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.

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Meet up 5G + MEC@AI@Cloud

Cloud@CN

AI@DL,ML Training @Cloud

Smart City
GOV. Cloud

AI @DL,ML
Medical Cloud

Autonomous Car
Automobile

A/R, V/R
Entertainment

AI @DL,ML
Mobile APP

FSI Cloud
(Fintech, Blockchain)

AI @DL,ML
MFG. Automation Industry 4.0

AI @DL,ML
IoT

MEC : Multi-Access Edge Computing

New Inference Feed

Edge@RAN

Non-MEC Services

Training Data Feed

Non-MEC Services

MEC Services

MEC Services

MEC Servers
Inference@Edge

BS1

BS2

New Inference Feed

Training Data Feed

Inference@End-Point

Information & Communication Tech. Products & Solutions

敦陽專業整合服務
STI Professional Service
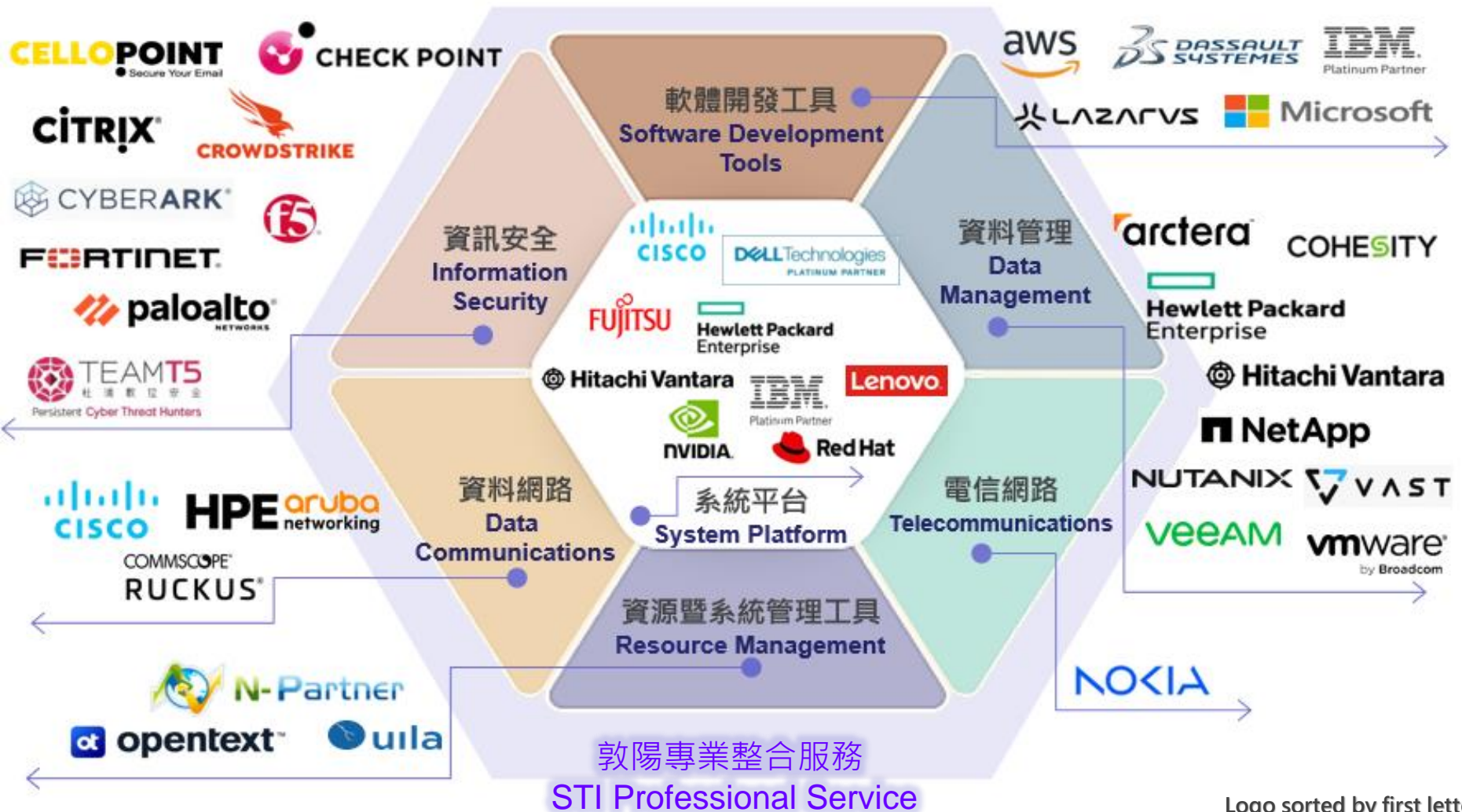
Logo sorted by first letter.

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Balance Sheet Overview (Consolidated)

Item	2025/6/30		2024/12/31		2024/6/30	
	AMT	%	AMT	%	AMT	%
Cash and cash equivalents	1,477,529	20%	1,174,515	16%	1,382,060	21%
Accounts receivable (including contract assets)	915,575	13%	1,184,855	17%	920,846	14%
Inventories	2,778,701	38%	2,940,576	41%	2,417,030	36%
Property,Plant and equipment	656,689	9%	654,605	9%	648,280	10%
Total Assets	7,258,972	100%	7,140,014	100%	6,646,211	100%
Current Liabilities	4,113,918	57%	3,624,819	51%	3,542,422	53%
Total Liabilities	4,185,573	58%	3,698,857	52%	3,618,793	54%
Equity	3,073,399	42%	3,441,157	48%	3,027,418	46%

Source: Market Observation Post System

Income Statements Overview (Consolidated)

Units: NT$ thousand

Item	2025 Jan.-June		2024 Jan.-June		YOY
	AMT	%	AMT	%	
Revenues	4,247,469	100%	3,540,323	100%	20.0%
Gross profit	1,027,398	24%	919,947	26%	11.7%
Operating expense	501,966	12%	455,927	13%	10.1%
Operating income	525,432	12%	464,020	13%	13.2%
Other income	31,032	1%	46,526	1%	-33.3%
Pre-tax income	556,464	13%	510,546	14%	9.0%
Net income	442,013	10%	406,771	11%	8.7%
EPS(NT$)	4.16		3.82		8.9%

Source: Market Observation Post System

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Consolidated Revenues

QoQ
5.4%

YoY
22.0%

Units: NT$ thousand

Revenues

■ 2025Q2　■ 2025Q1　■ 2024Q2
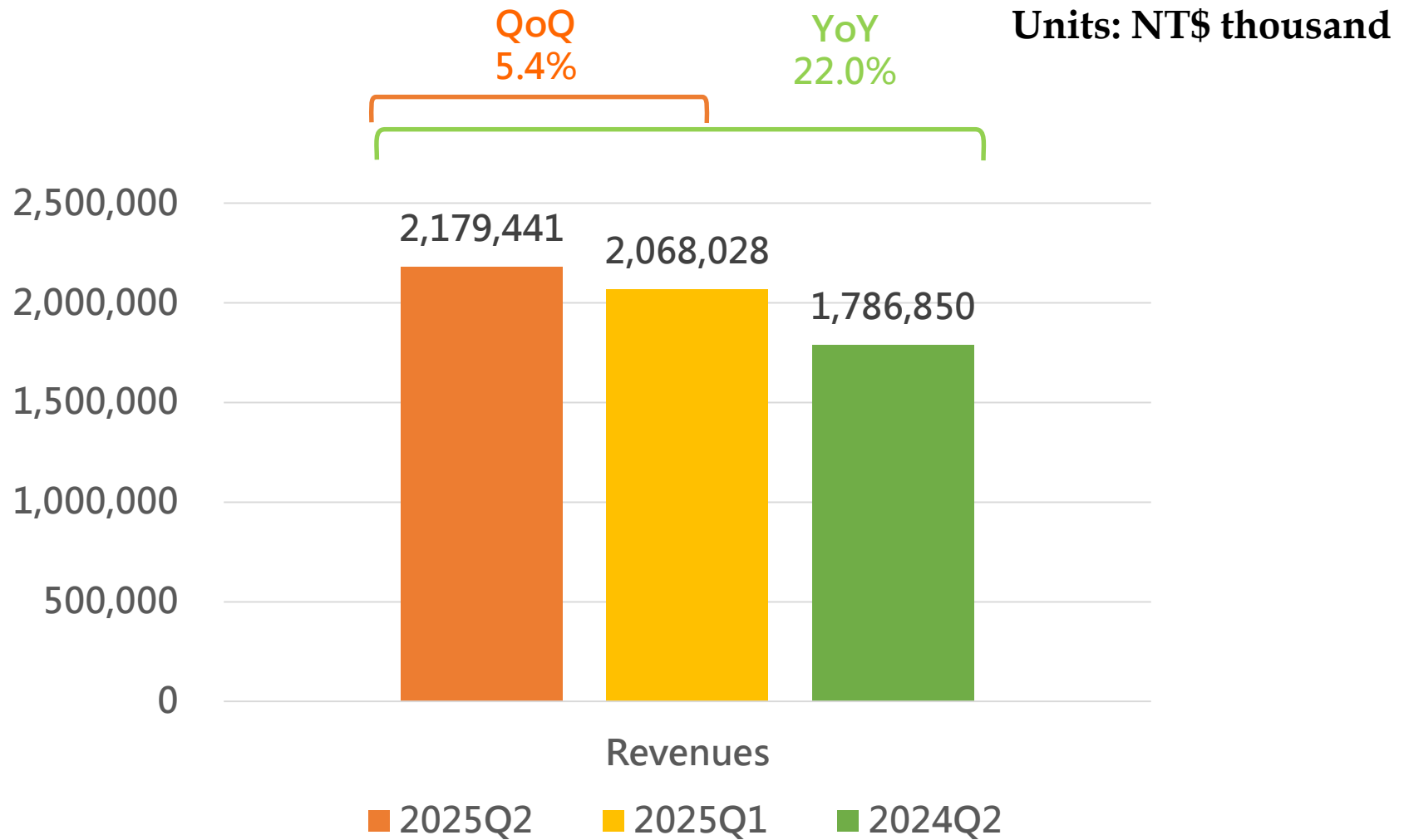
Consolidated Gross profit

QoQ
-1.7.pt

YoY
3.1%

Gross profit%

	2025Q2	2025Q1	2024Q2
Gross profit%	23.4%	25.1%	26.5%

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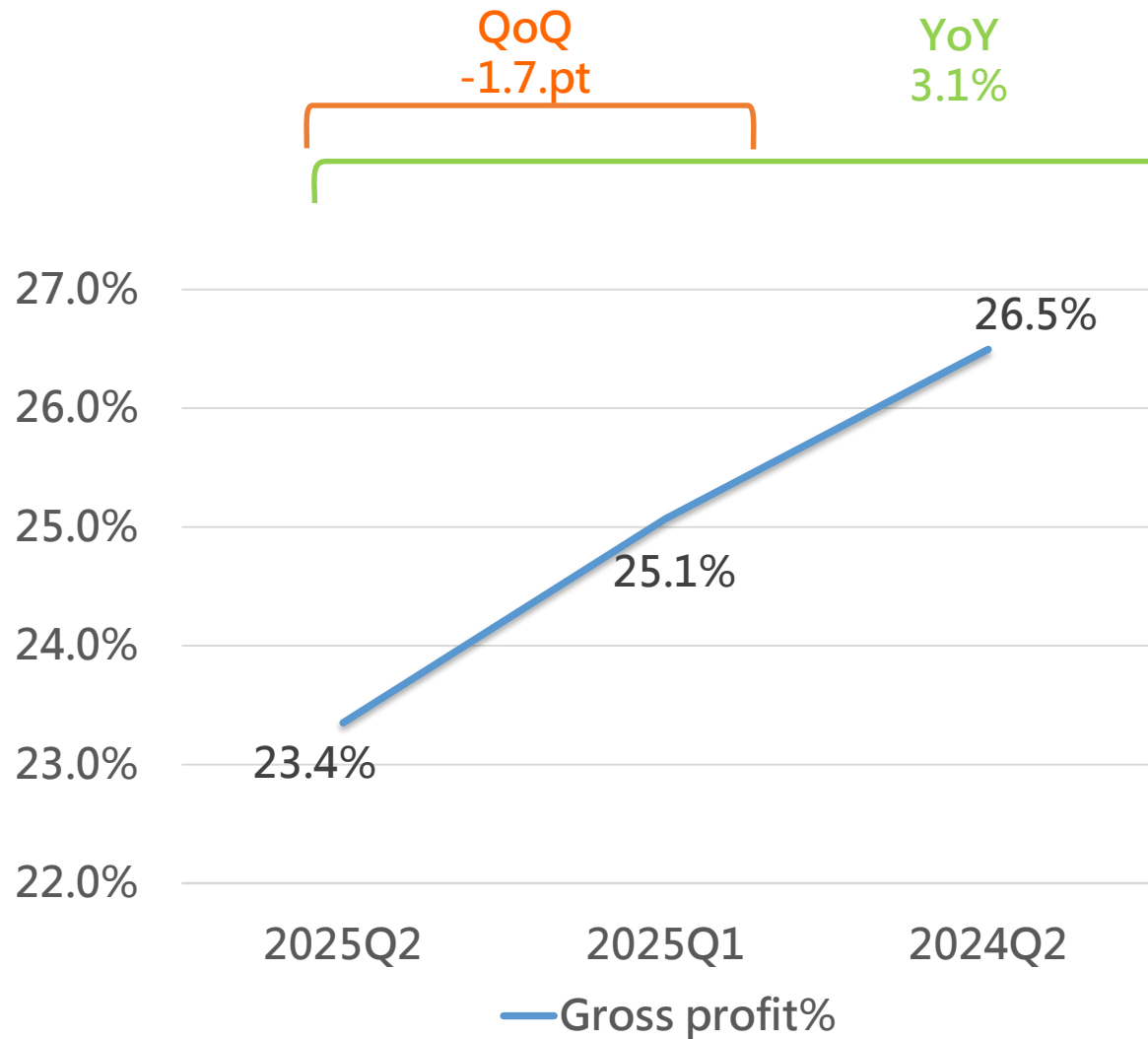
Consolidated Operating expenses

QoQ
-3.5%

YoY
5.0%

	2025Q2	2025Q1	2024Q2
Operating expenses	246,526	255,440	234,771
Research and development expenses	23,548	23,712	22,021
Administrative expenses	222,978	231,728	212,750

- ■ Research and development expenses
- ■ Administrative expenses
- — Operating expenses

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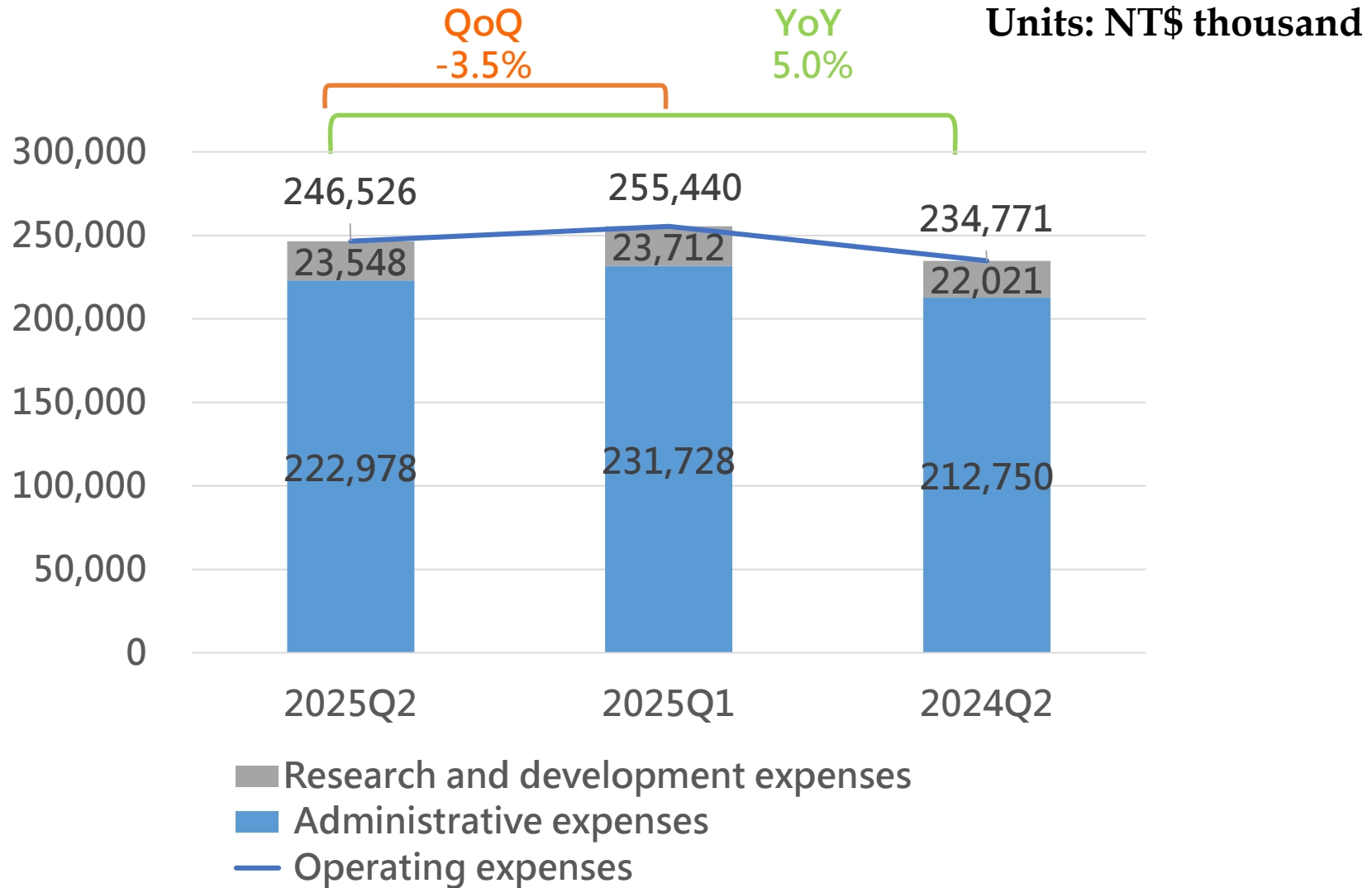
Consolidated Operating income

QoQ
-0.2%

YoY
9.9%

262,407   263,025

238,681

Operating income

■ 2025Q2   ■ 2025Q1   ■ 2024Q2

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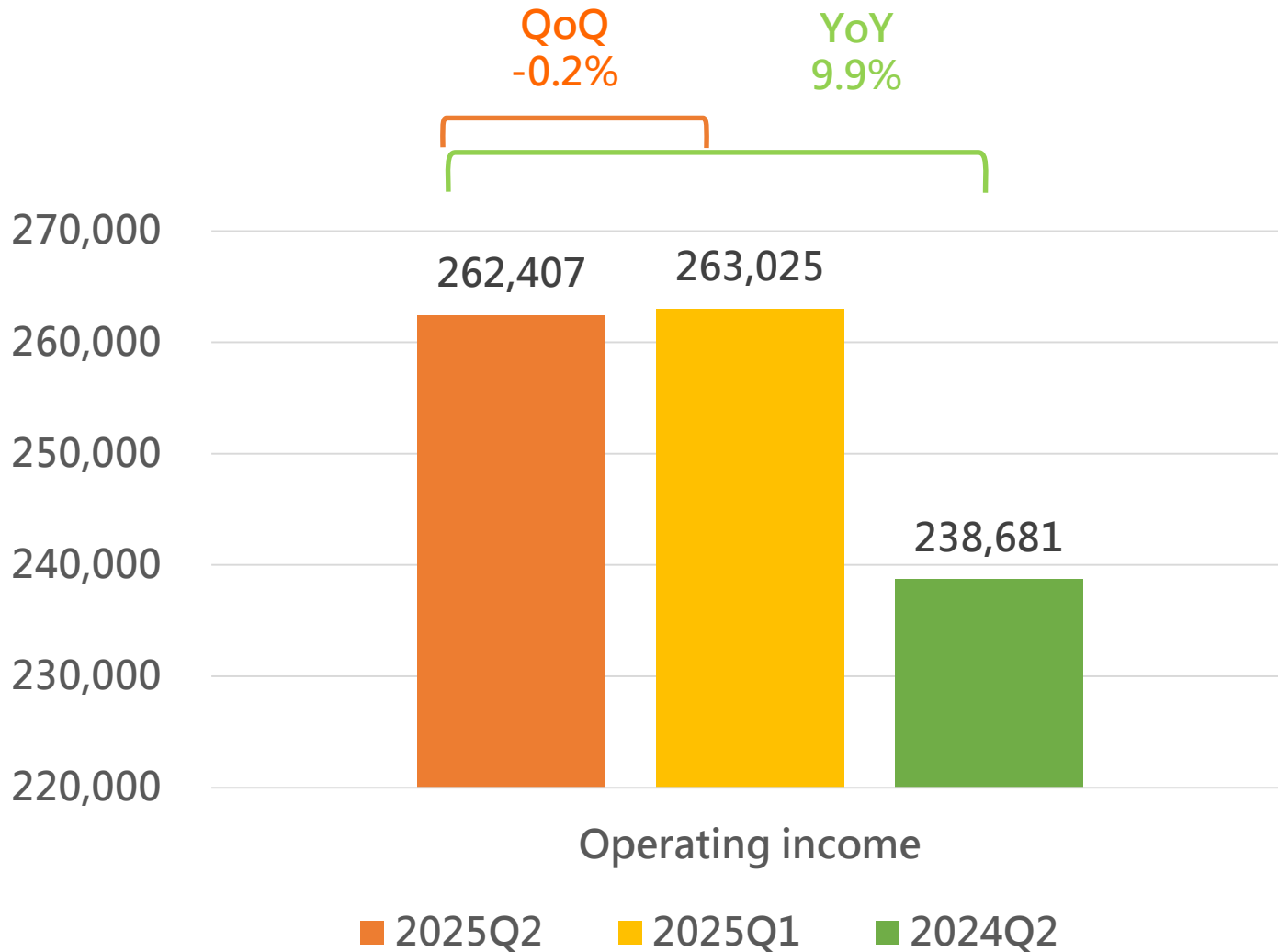
Consolidated Operating margin

QoQ
-0.7pt

YoY
1.4pt

14.0%

13.0% — 13.4%

12.7%

12.0% — 12.0%

11.0%

10.0%

2025Q2   2025Q1   2024Q2

—— Operating margin%

Consolidated Net income

QoQ
-14.6%

YoY
1.5%

- 2025Q2: 203,608
- 2025Q1: 238,405
- 2024Q2: 200,541

Net income

■ 2025Q2 ■ 2025Q1 ■ 2024Q2

Consolidated Net income margin
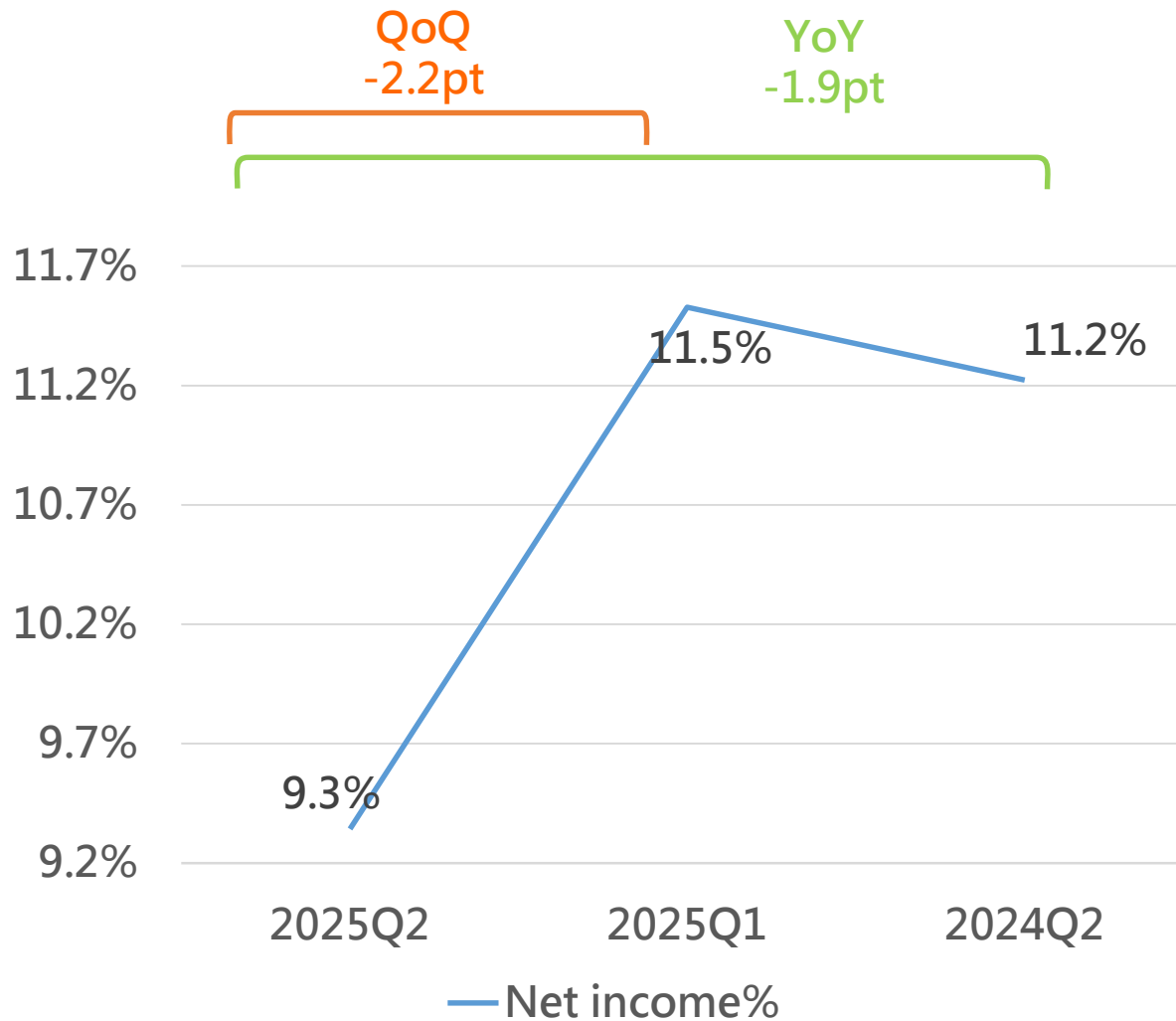
Consolidated EPS

Units: NT$

QoQ
-14.3%

YoY
2.1%

EPS	2025Q2	2025Q1	2024Q2
	1.92	2.24	1.88
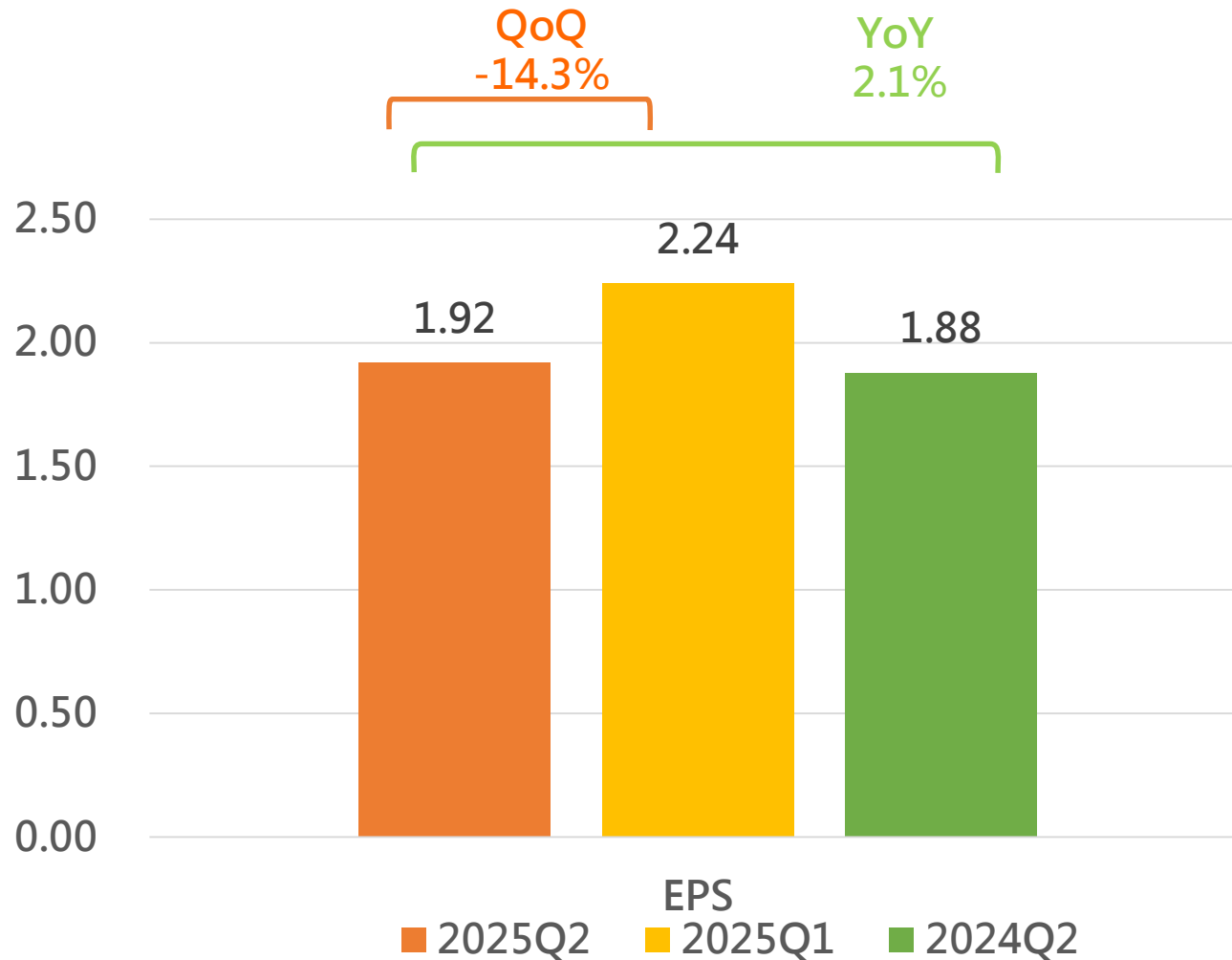
Sales Revenue & Net Income

Sales Revenue

Units: NT$ thousand

Year	Value
2025Q2	4,247,469
2024	7,536,746
2023	7,270,862
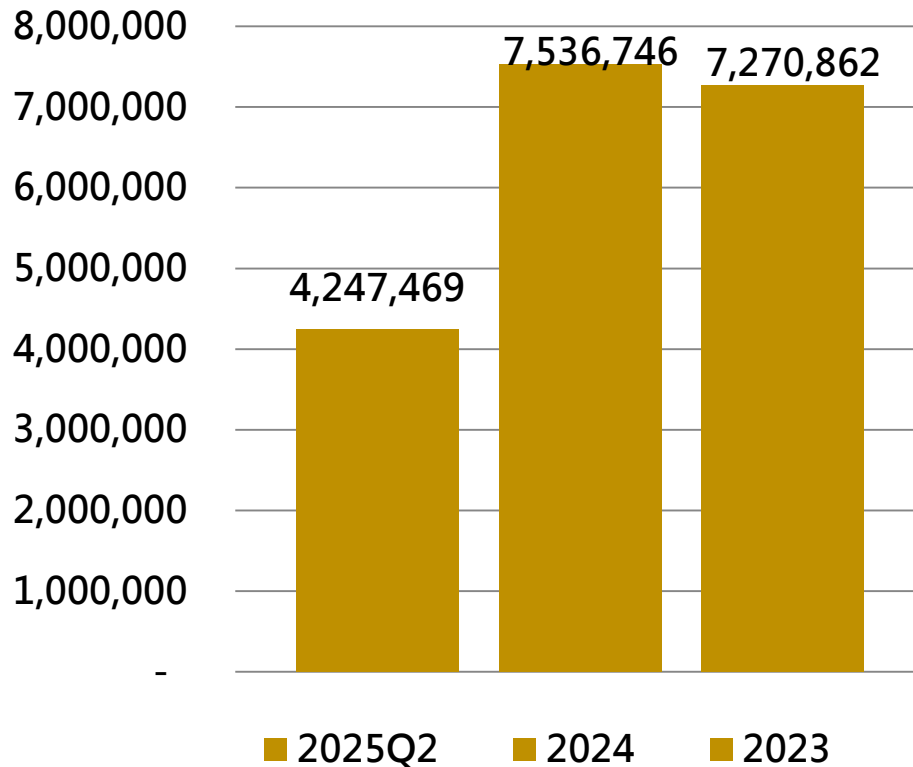
■ 2025Q2 ■ 2024 ■ 2023

Net Income

Units: NT$ thousand

Year	Value
2025Q2	442,013
2024	798,059
2023	783,241

■ 2025Q2 ■ 2024 ■ 2023

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EPS & Capital

EPS

Units: NT$

Year	2025Q2	2024	2023
EPS	4.16	7.50	7.36
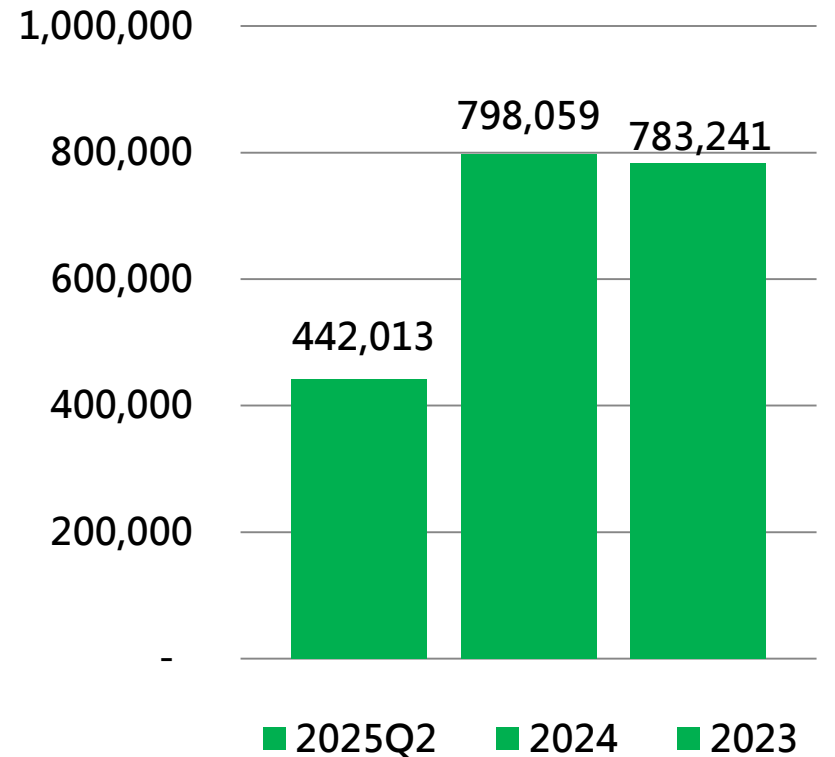
Legend: ■ 2025Q2 ■ 2024 ■ 2023
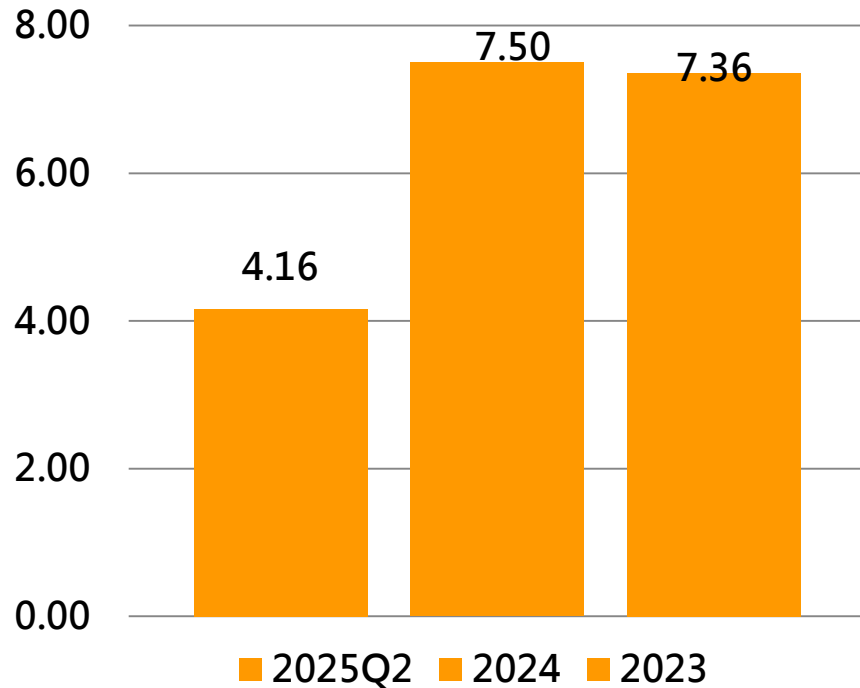
Capital

Units: NT$ thousand

Year	2025Q2	2024	2023
Capital	1,063,603	1,063,603	1,063,603

Legend: ■ 2025Q2 ■ 2024 ■ 2023
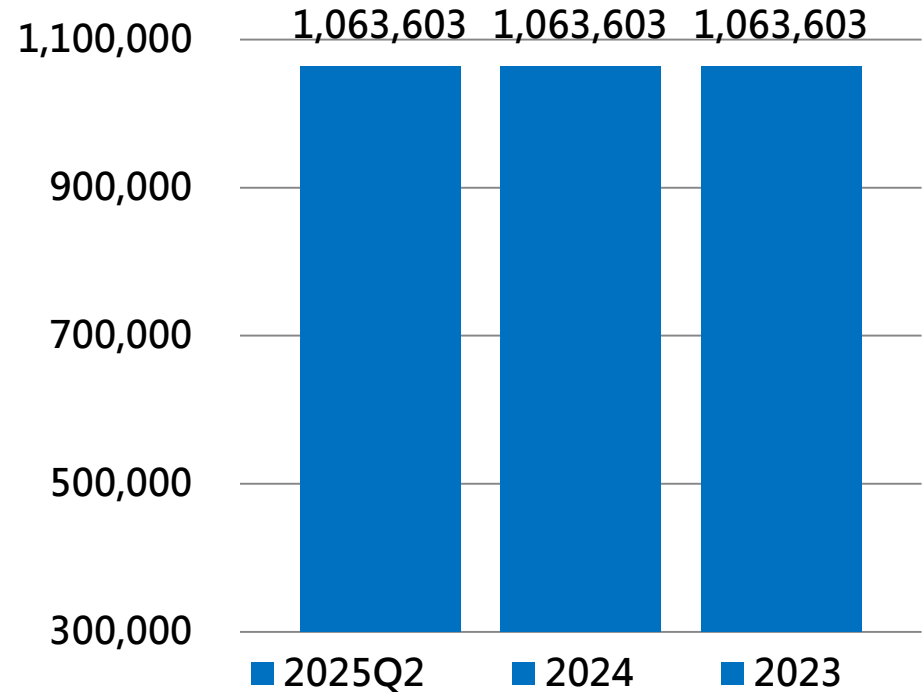
Year	2025Q2	2024	2023
ROE	13.57%	23.78%	24.49%

Allocation of transaction price into unfulfilled contractual obligations

Units: NT$ thousand
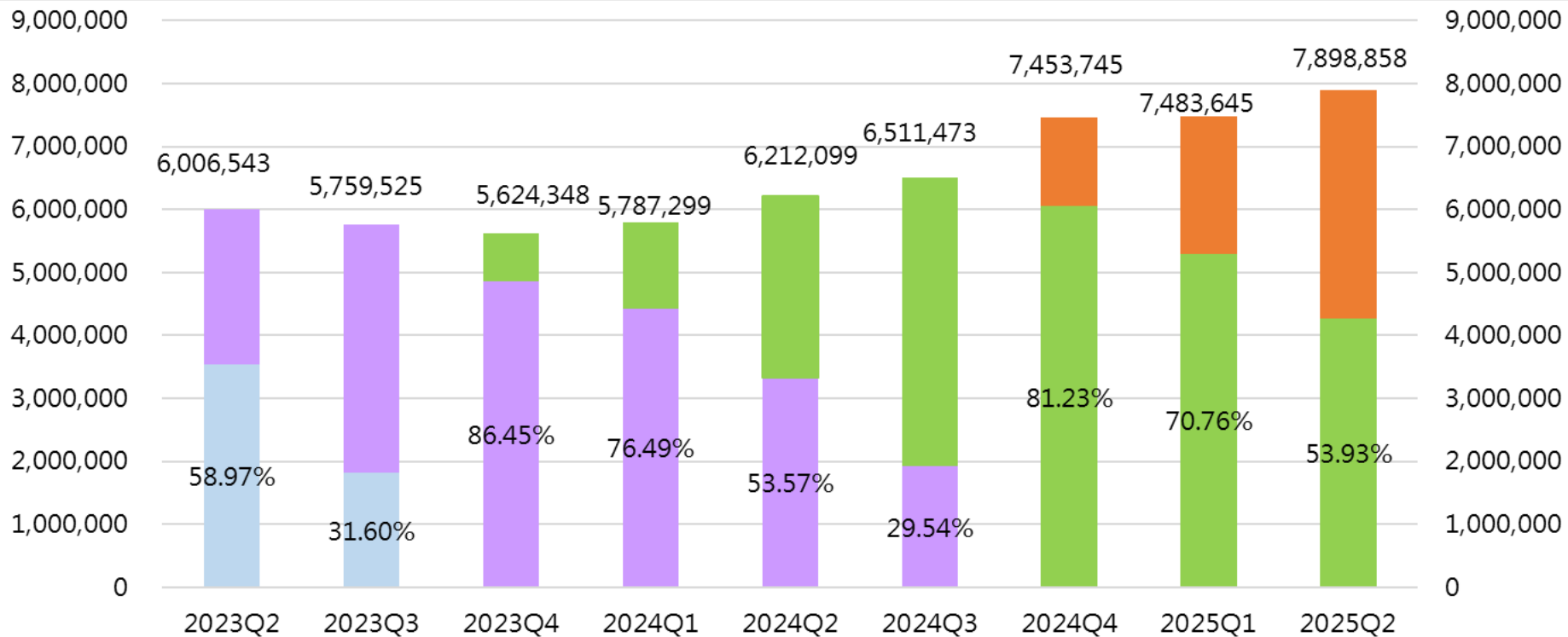
|	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4	2025Q1	2025Q2
Allocation of transaction price into unfulfilled contractual obligations	6,006,543	5,759,525	5,624,348	5,787,299	6,212,099	6,511,473	7,453,745	7,483,645	7,898,858
Estimated Fulfill Ratio of 2023/2024/2025	58.97%	31.60%	86.45%	76.49%	53.57%	29.54%	81.23%	70.76%	53.93%
Estimated Fulfill Amount of 2023/2024/2025	3,542,058	1,820,010	4,862,249	4,426,705	3,327,821	1,923,489	6,054,677	5,295,427	4,259,854
Estimated Fulfill Amount After 2024/2025/2026	2,464,485	3,939,515	762,099	1,360,594	2,884,278	4,587,984	1,399,068	2,188,218	3,639,004

2025Q2 Sales Revenues by Product Type
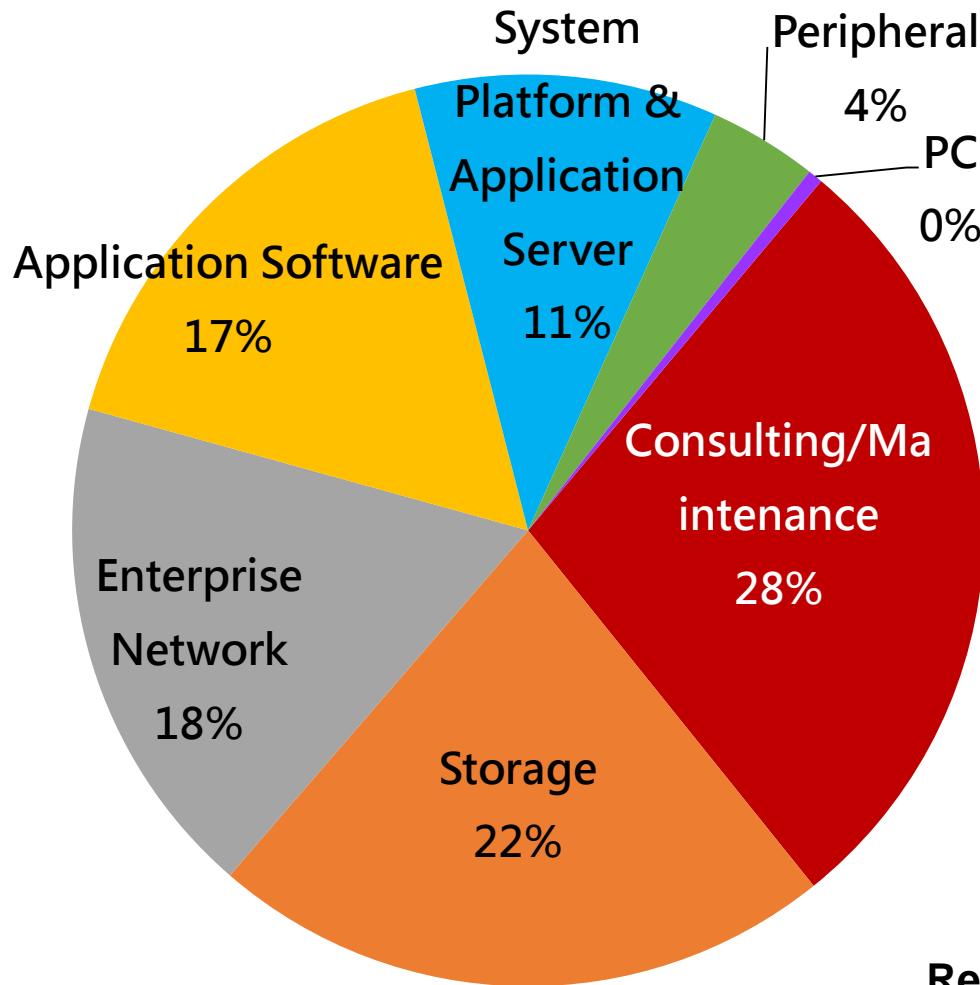
Revenue: NT$4.247 billion

Comparison of Sales Revenues by Product Type

100%

	0%	1%	1%
Peripheral	4%	3%	3%
System Platform & Application Server	11%	11%	9%
Application Software	17%	19%	24%
Enterprise Network	18%	18%	17%
Storage	22%	16%	13%
Consulting/Maintenance	28%	32%	33%
	2025Q2	2024	2024Q2
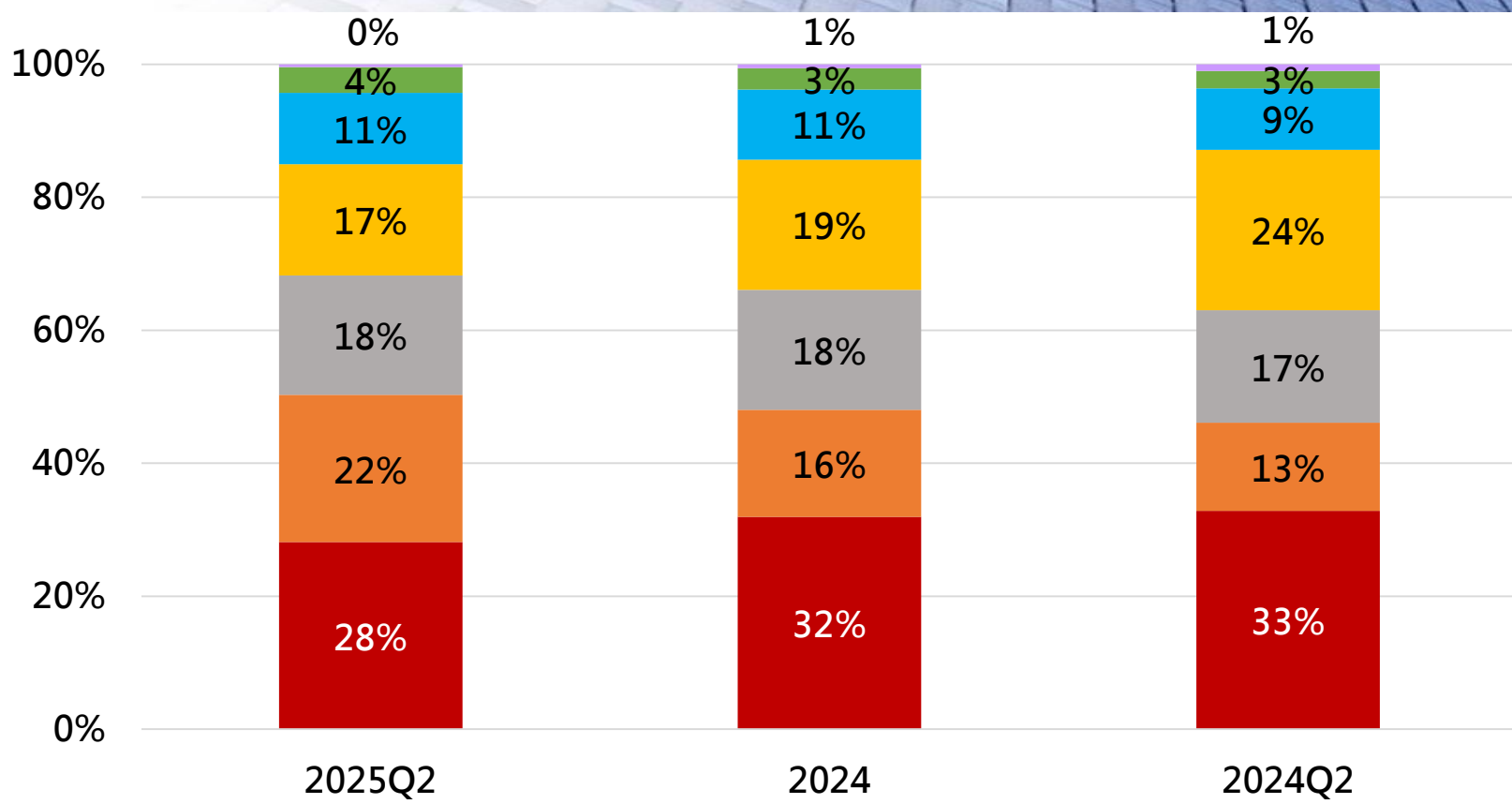
Legend:
- Consulting/Maintenance
- Storage
- Enterprise Network
- Application Software
- System Platform & Application Server
- Peripheral
- PC

Compare Sales Revenues by Product Type

Units: NT$ thousand

Chart data (NT$ thousand):

Product Type	2025Q2	2024Q2
Consulting/Maintenance	1,193,405	1,168,322
Storage	938,878	471,142
Enterprise Network	762,084	600,831
Application Software	708,959	858,055
System Platform & Application Server	455,725	328,279
Peripheral	163,465	92,799
PC	22,272	16,460
Others	2,681	4,435
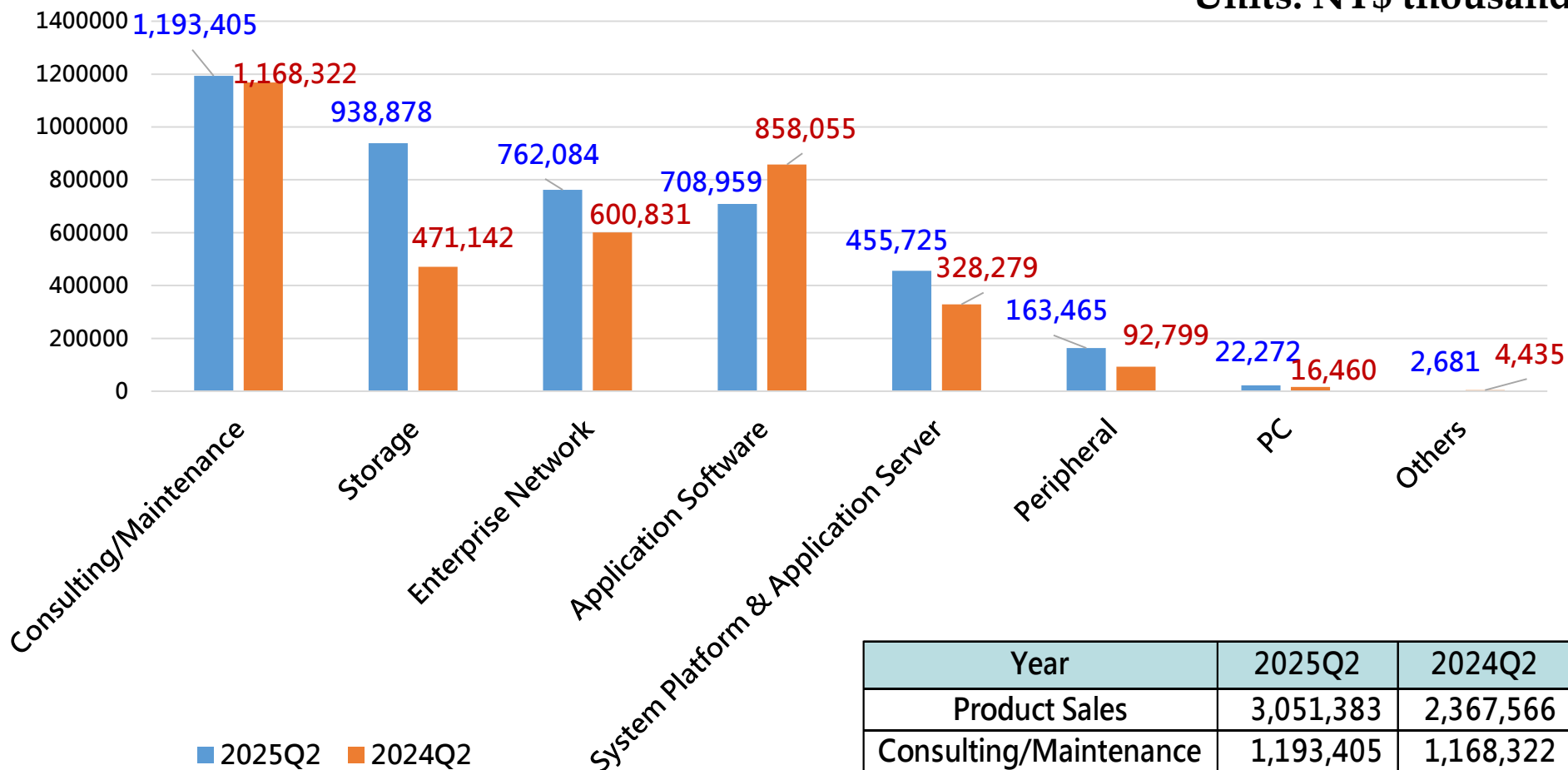
Revenue: NT$ 4.247 billion   Revenue: NT$ 3.540 billion

Year	2025Q2	2024Q2
Product Sales	3,051,383	2,367,566
Consulting/Maintenance	1,193,405	1,168,322
Others	2,681	4,435
Total Amount	4,247,469	3,540,323
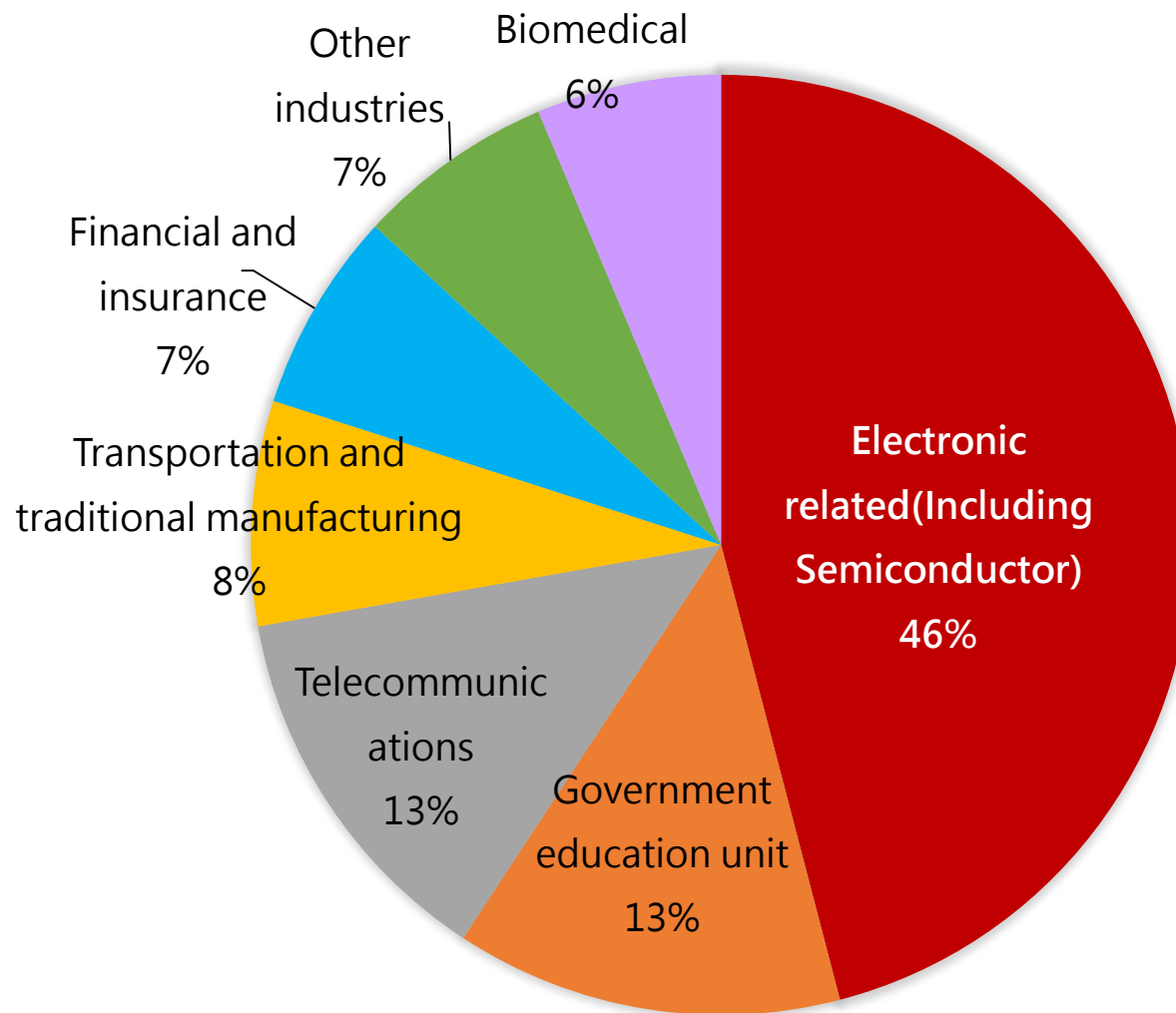
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2025Q2 Sales Revenues by Industry

Revenue:NT$ 4.247 billion
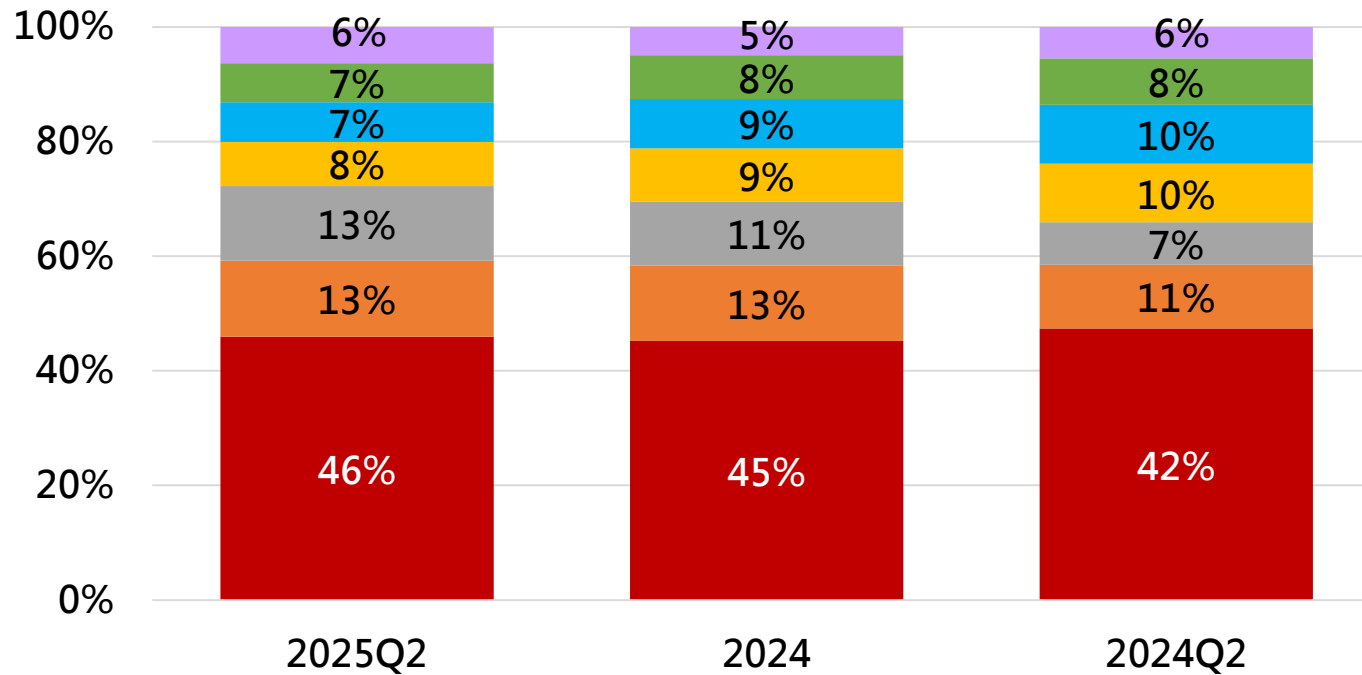
Comparison of Sales Revenues by Industry

Comparison of Sales Revenues by Region

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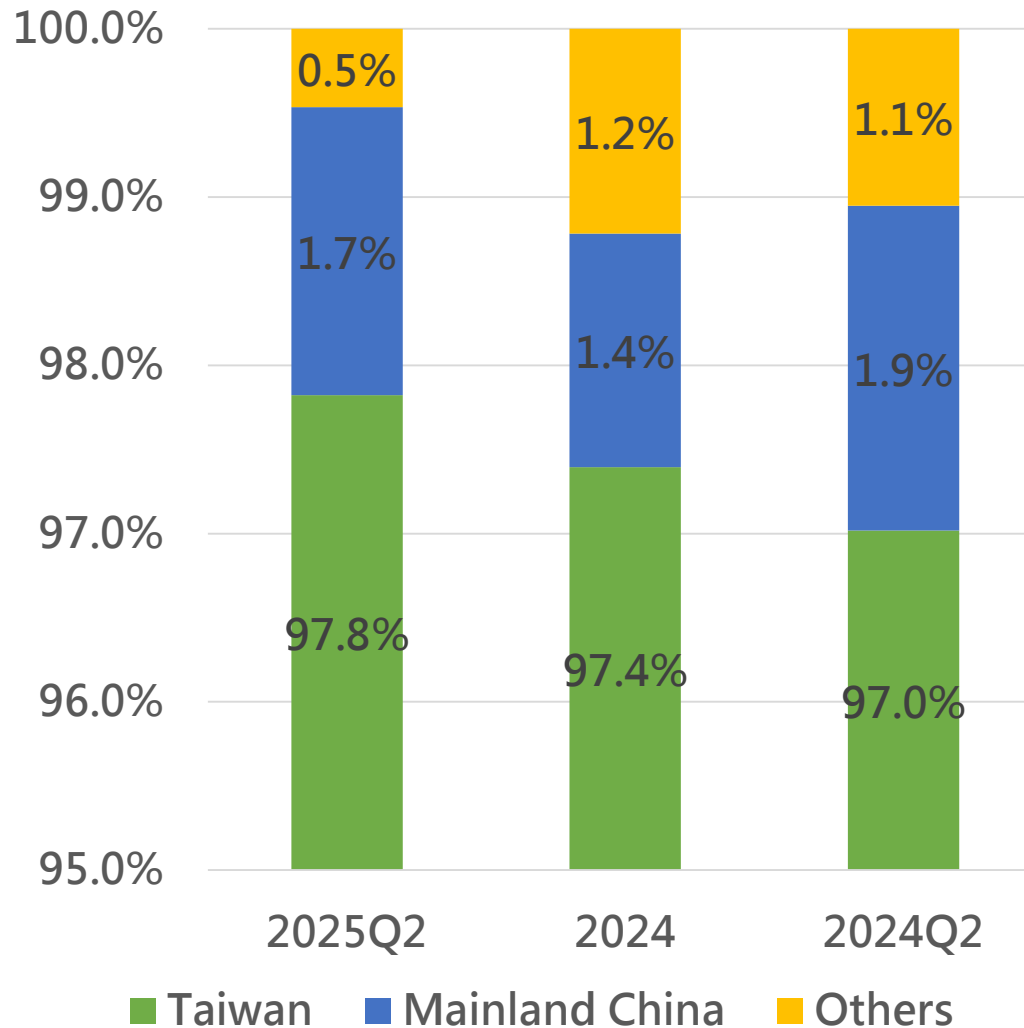
Quarterly revenue status in the past 3 yrs

Units: NT$ thousand

Quarter	Product Sales	Consulting/Maintenance	Revenues
2025Q2	72%	28%	2,179,441
2025Q1	72%	28%	2,068,028
2024Q4	69%	31%	2,233,863
2024Q3	69%	31%	1,762,560
2024Q2	69%	31%	1,786,850
2024Q1	65%	35%	1,753,473
2023Q4	64%	36%	1,971,435
2023Q3	63%	37%	1,688,867
2023Q2	72%	28%	1,894,368
2023Q1	68%	32%	1,716,192
2022Q4	64%	36%	1,858,353
2022Q3	69%	31%	1,654,075

Legend: Product Sales — Consulting/Maintenance — Others — Revenues

Q & A

Thank you!!