

Stark Technology Inc.(2480)

2025Q3 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**
- **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 11th 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%
2024(11 th)	100%	21%-35%

Awards

- ❑ Awarded the title of “1st TIRI Progress Achievement Award” by Taiwan Investor Relations Institute



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

【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

【Lenovo】FY2526 The Best Large Enterprise Sales Partner

【Lenovo】FY2425 Partner Awards



Awards(Continued)

Storage Products

- 【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
- 【NetApp】ONTAP Partner of the Year



Awards(Continued)

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)

Security Products

【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

【palo alto】FY25 Taiwan Excellence in Cortex

【palo alto】FY25 Taiwan Nextwave Partner of the Year



Awards(Continued)

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)

Other Integrated Products

【HPE】FY23 Best strategic partner

【HPE】FY23-Best partner Award

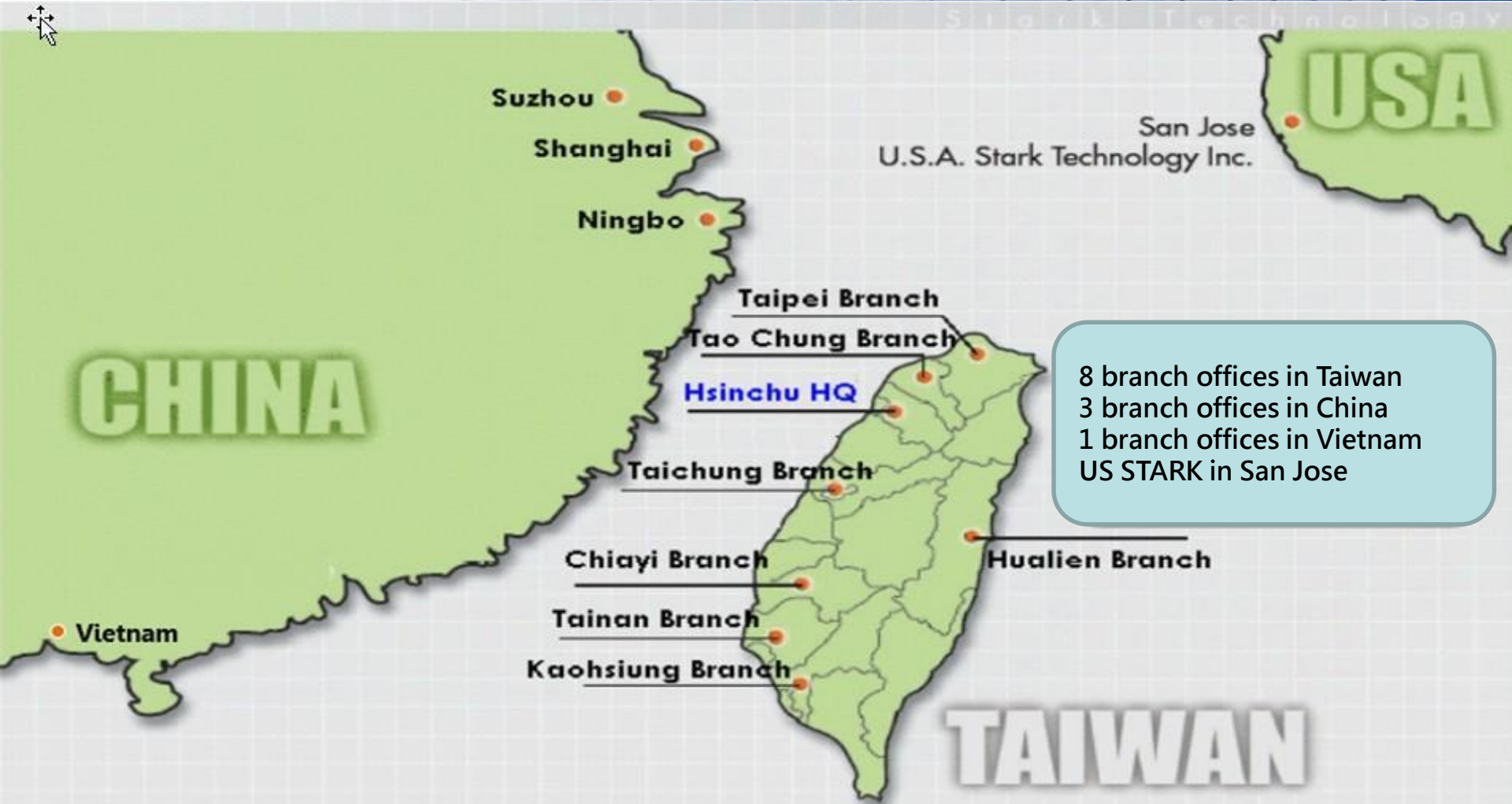
【DELL】2024 Best Manufacturing Solutions

【NUTANIX】FY25 Top New Logo Expansion Partner of the year

【ASE】2024 Information Service Maintenance Award



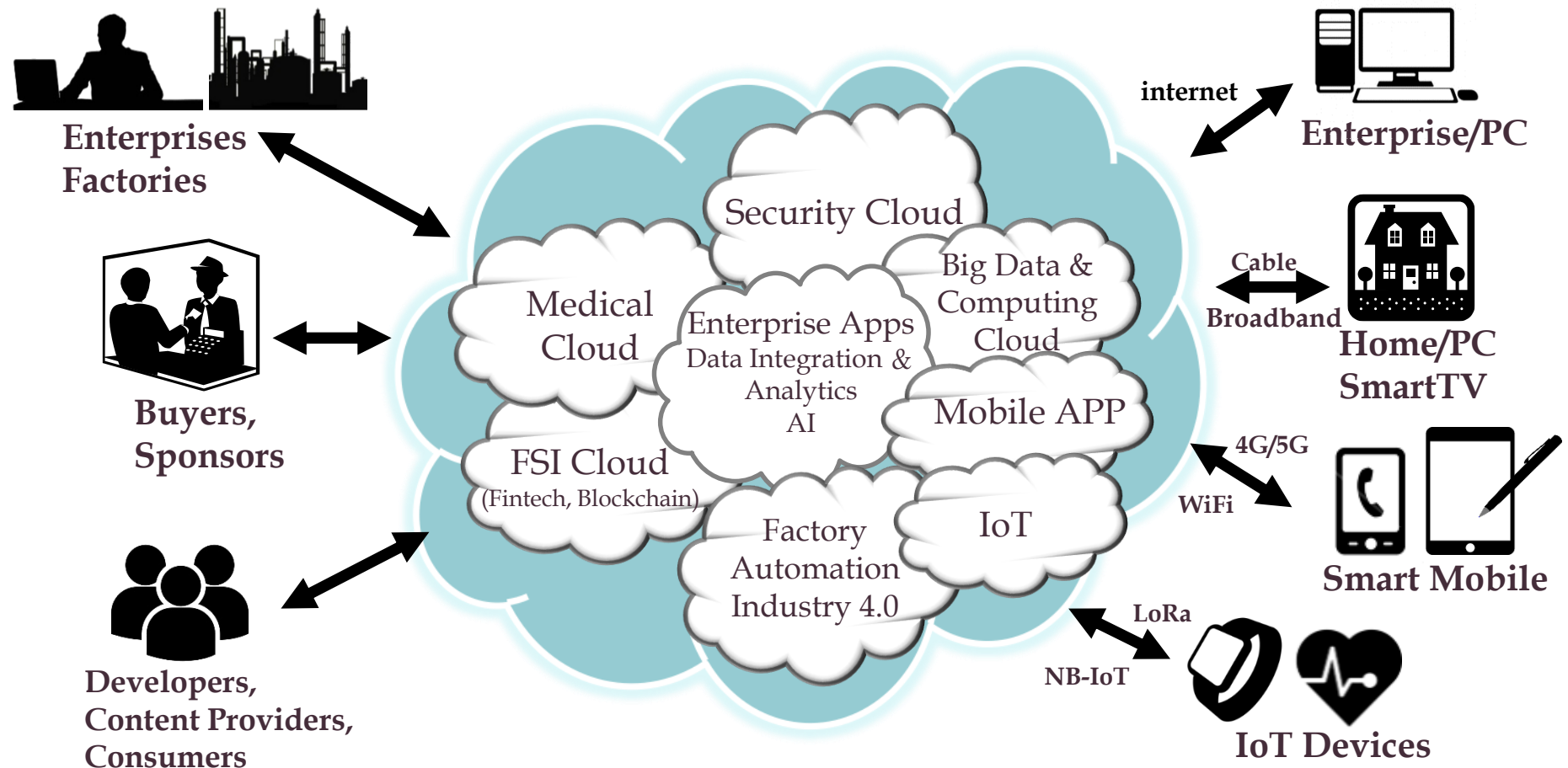
STI Service Network



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.

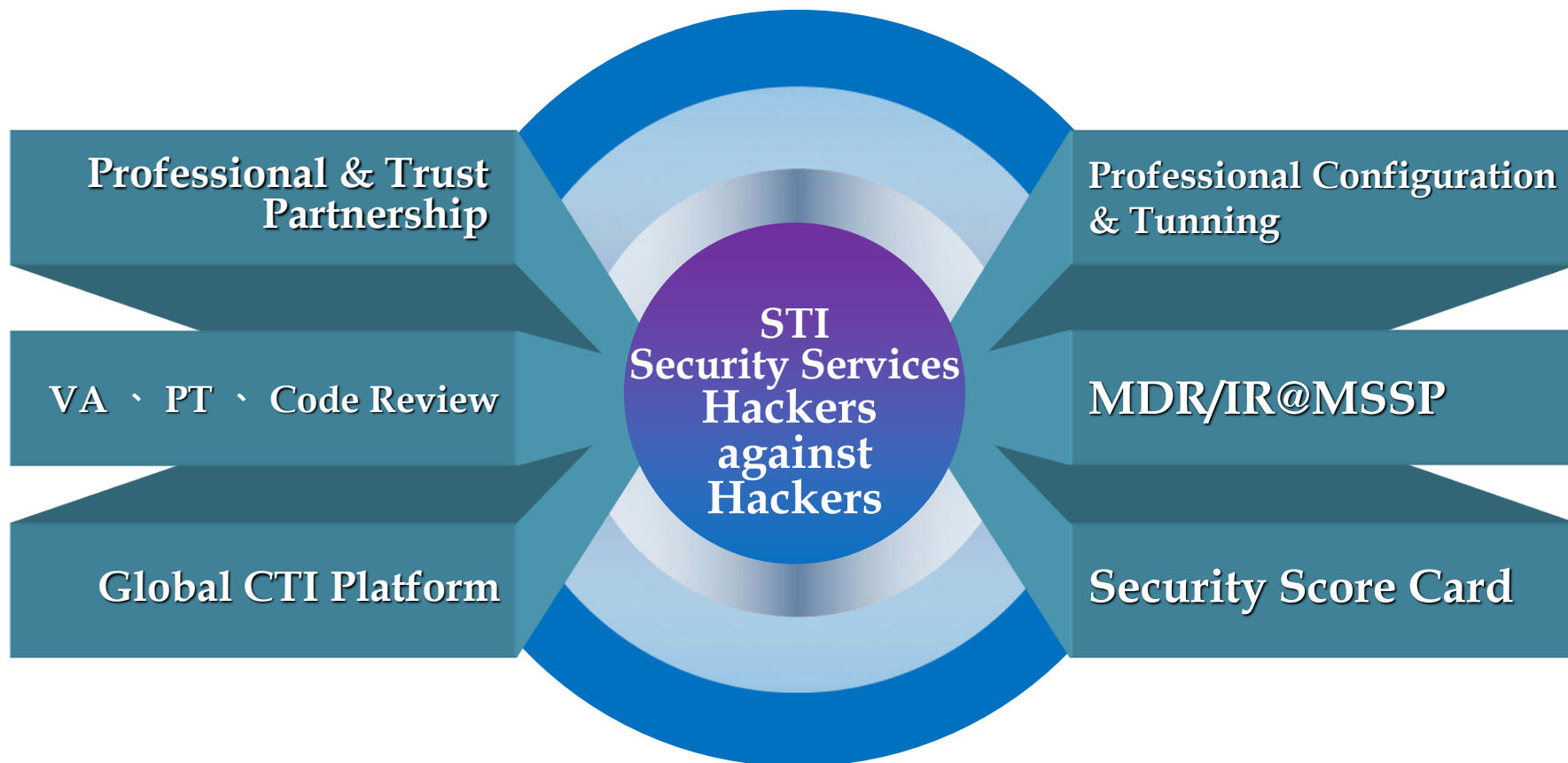


Industry-Academia Alliance

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

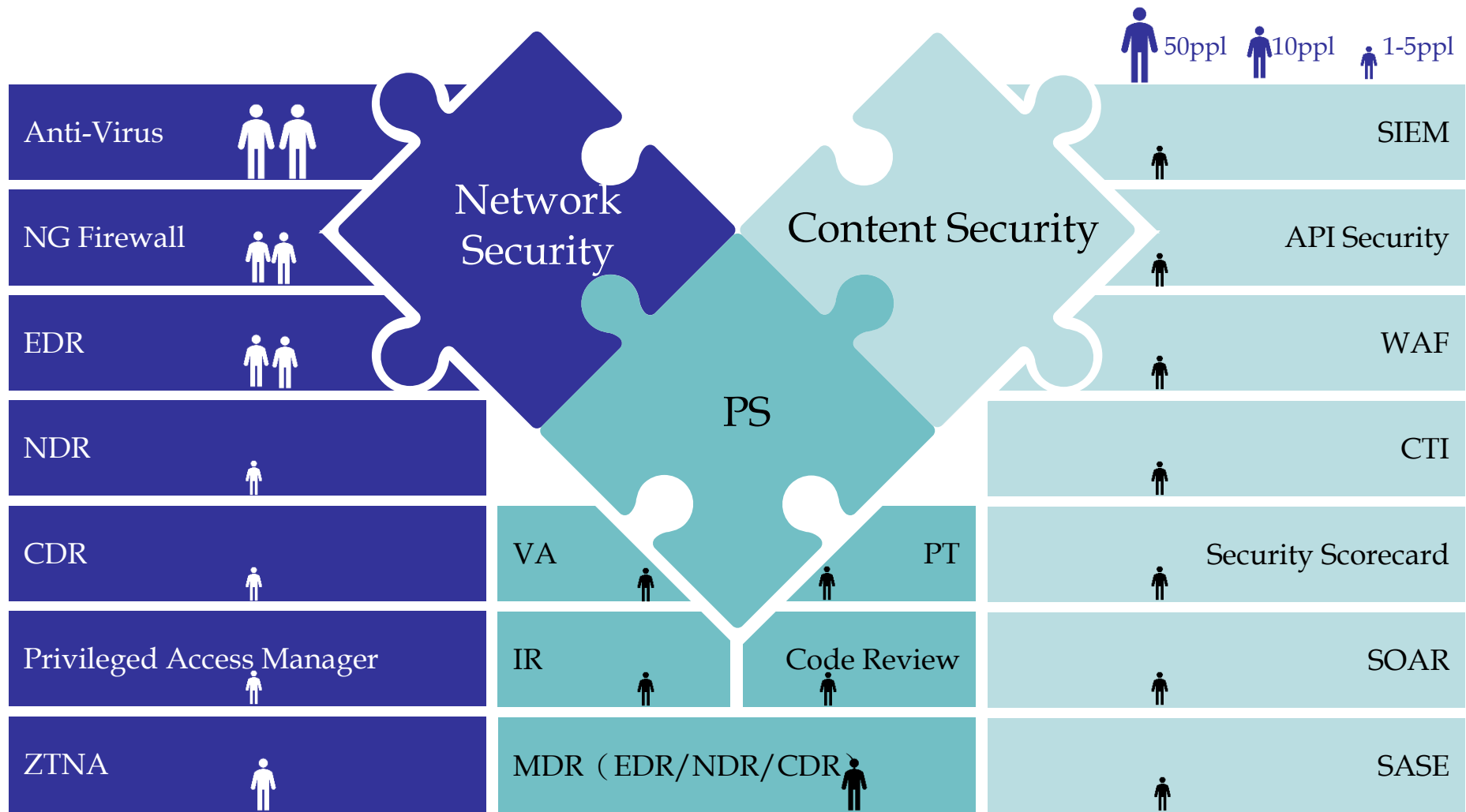
Endpoint
Security

Data
Security

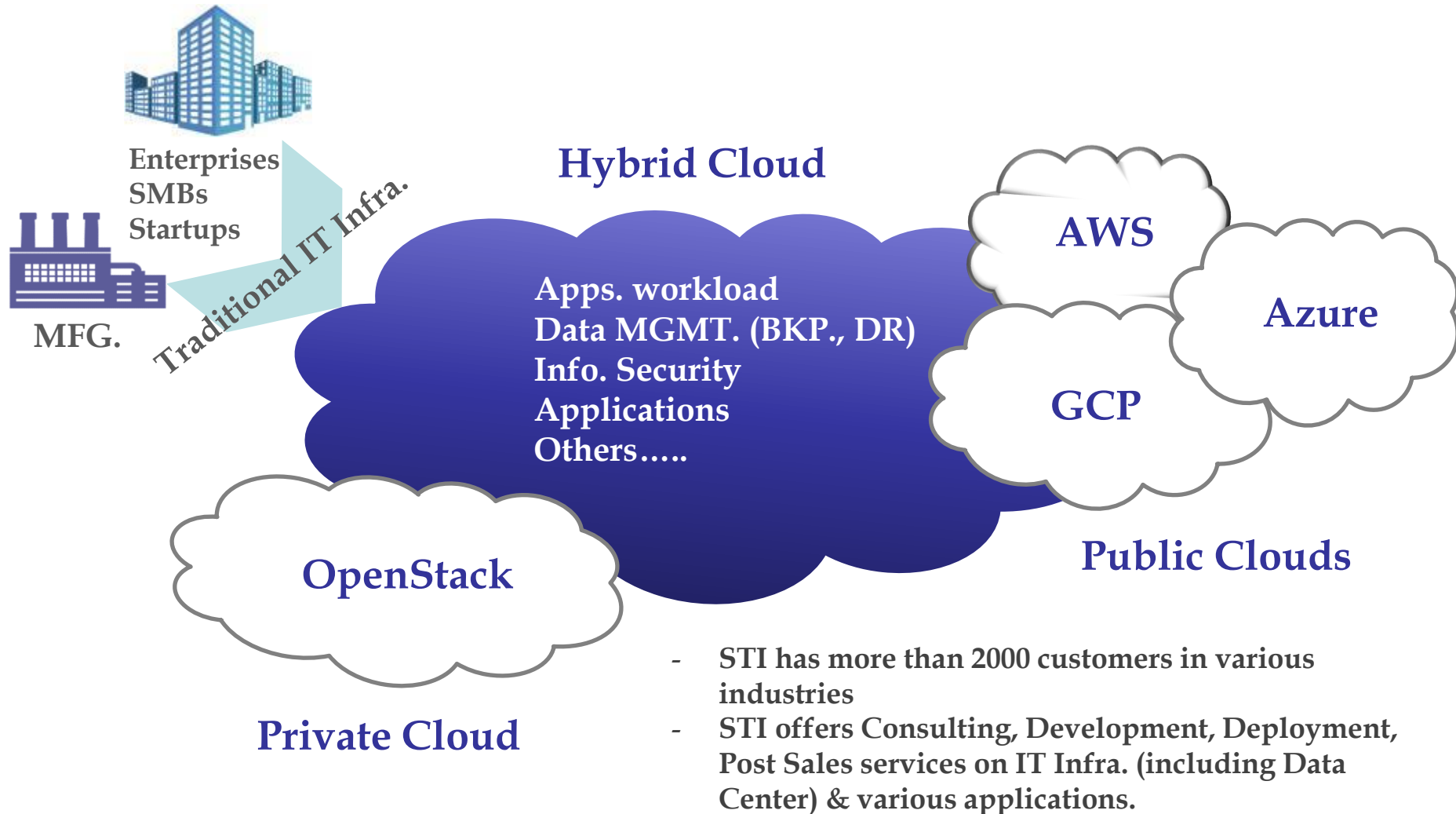
Mobile
Security

IT Infra. (Network、OS、Storage....)

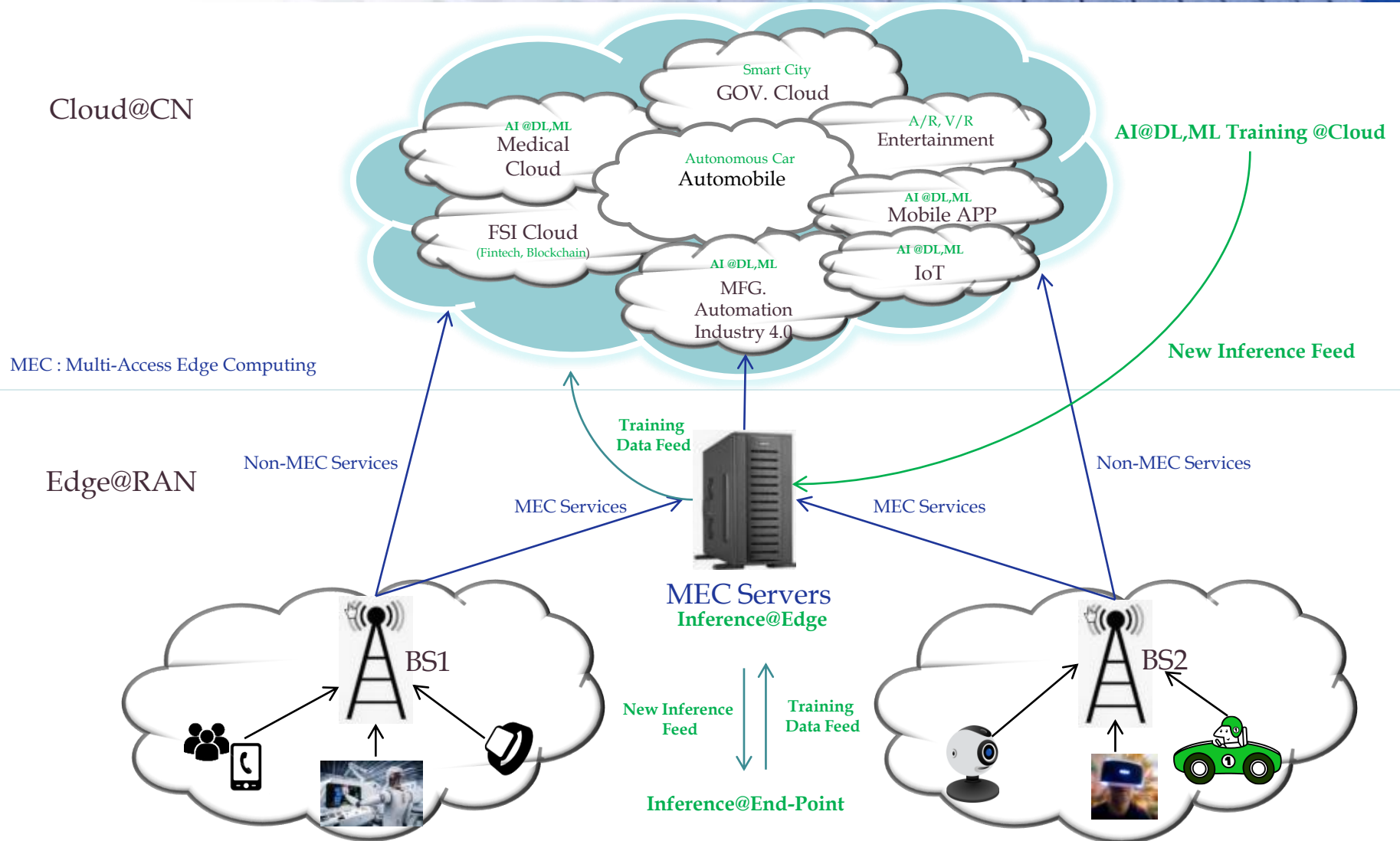
Information Security



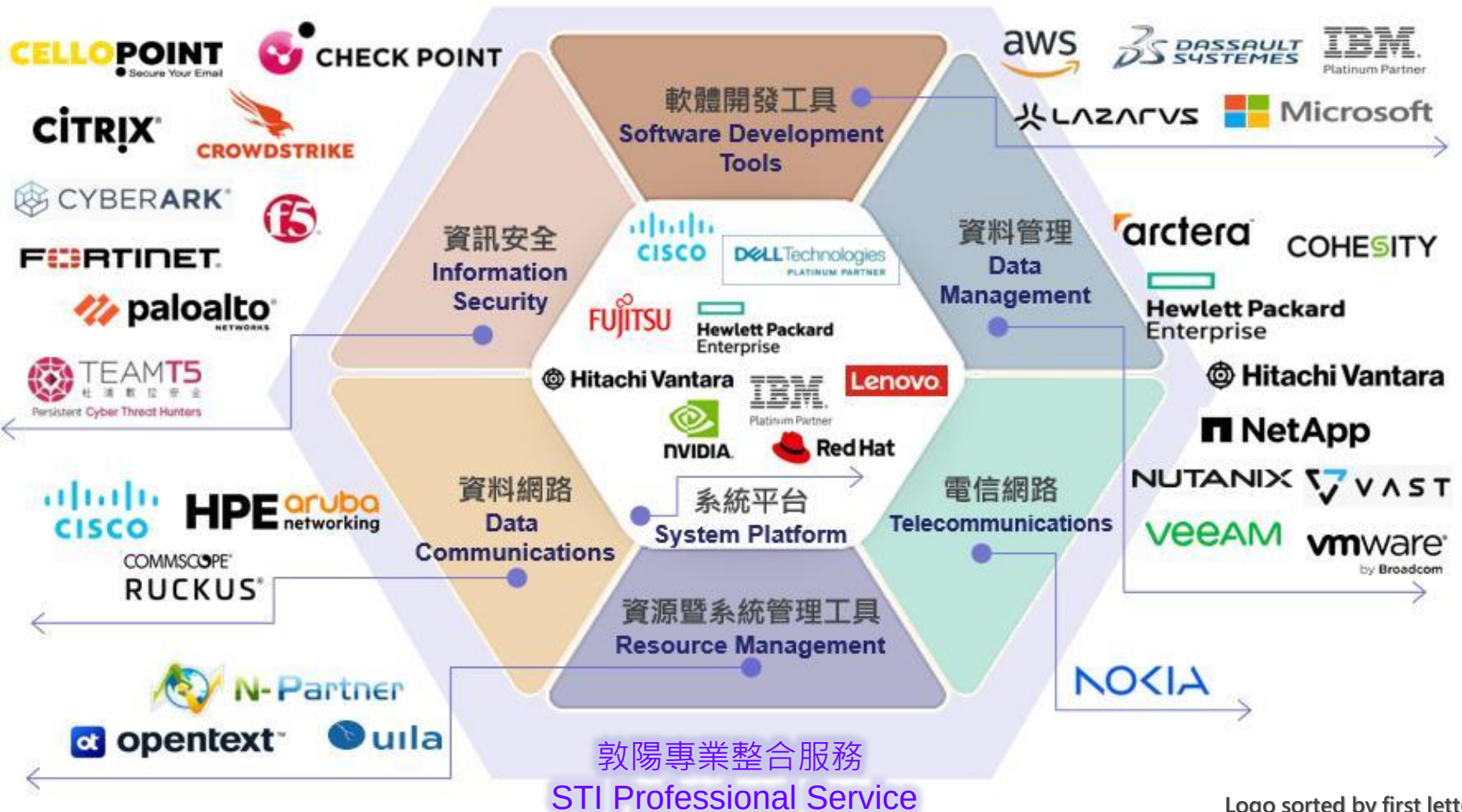
STI's Strength on Hybrid Cloud



Meet up 5G + MEC@AI@Cloud



Information & Communication Tech. Products & Solutions



Logo sorted by first letter.

Balance Sheet Overview (Consolidated)

Units: NT\$ thousand

Item	2025/9/30		2024/12/31		2024/9/30	
	AMT	%	AMT	%	AMT	%
Cash and cash equivalents	1,039,365	14%	1,174,515	16%	1,035,487	15%
Accounts receivable (including contract assets)	890,042	12%	1,184,855	17%	907,409	13%
Inventories	3,143,521	42%	2,940,576	41%	2,881,283	43%
Property, Plant and equipment	746,470	10%	654,605	9%	655,189	10%
Total Assets	7,438,651	100%	7,140,014	100%	6,743,566	100%
Current Liabilities	4,087,851	55%	3,624,819	51%	3,467,503	52%
Total Liabilities	4,159,507	56%	3,698,857	52%	3,550,411	53%
Equity	3,279,144	44%	3,441,157	48%	3,193,155	47%

Source: Market Observation Post System

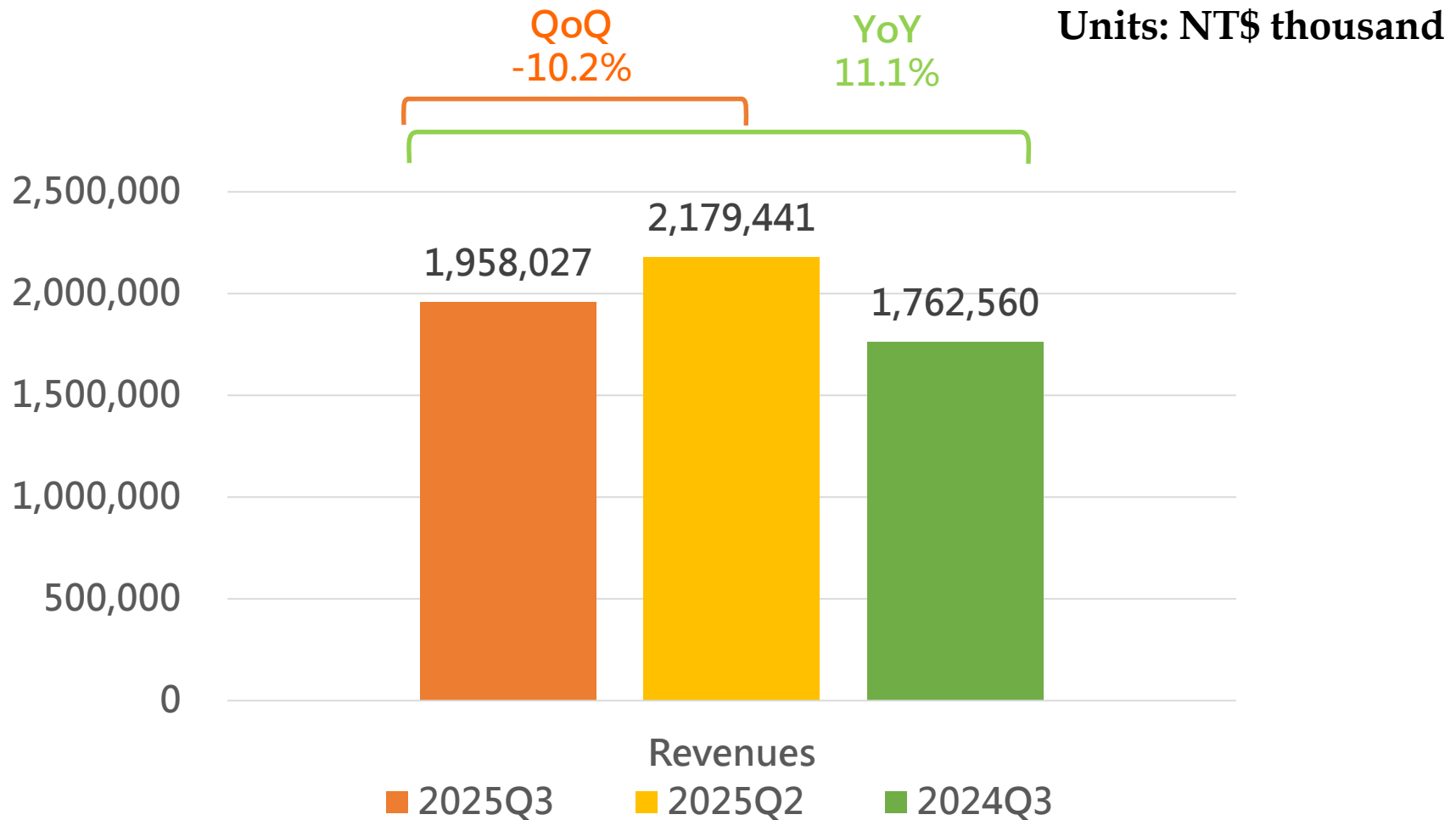
Income Statements Overview (Consolidated)

Units: NT\$ thousand

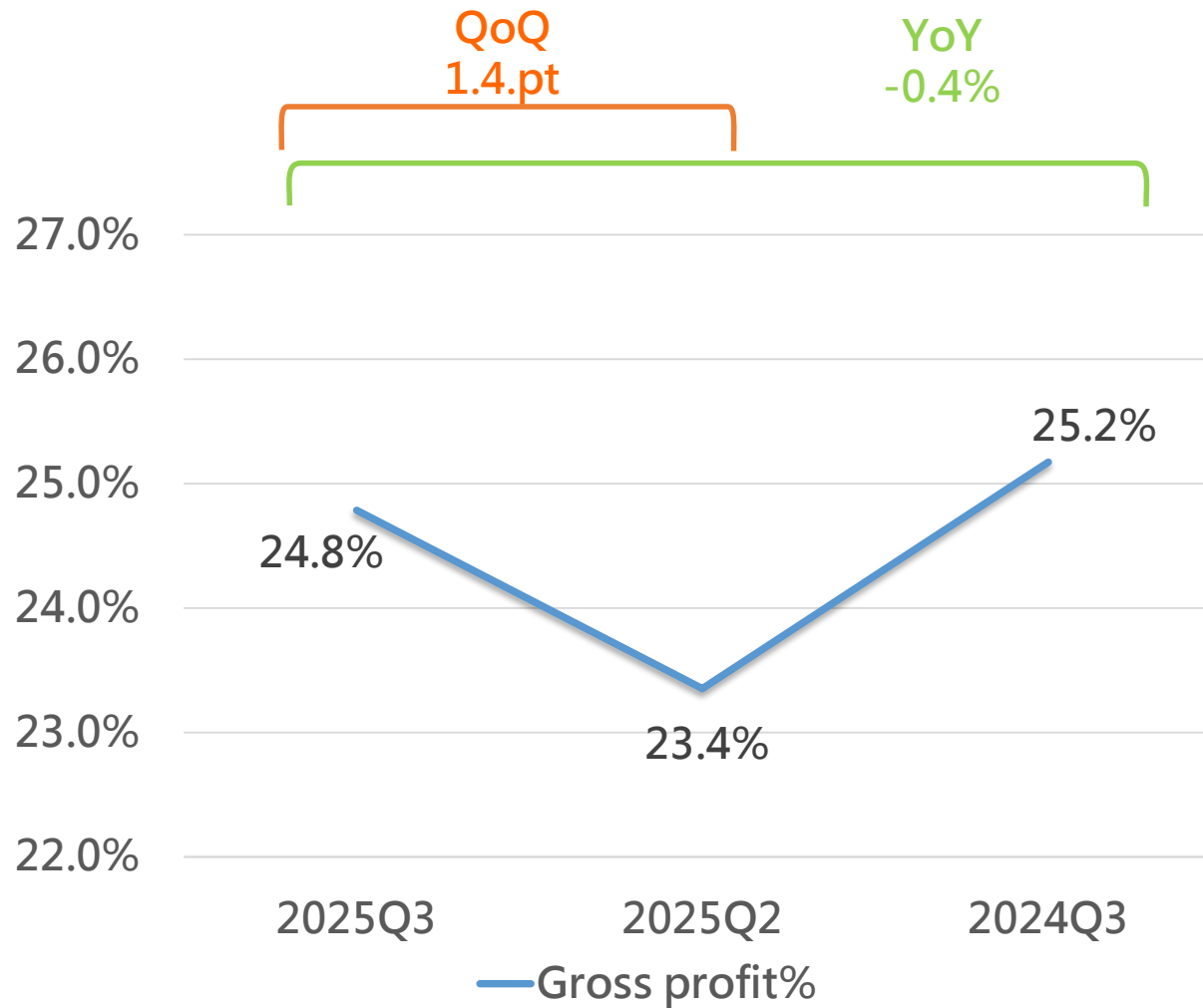
Item	2025 Jan.-Sep.		2024 Jan.-Sep.		YOY
	AMT	%	AMT	%	
Revenues	6,205,496	100%	5,302,883	100%	17.0%
Gross profit	1,512,712	24%	1,363,637	26%	10.9%
Operating expense	749,501	12%	705,301	13%	6.3%
Operating income	763,211	12%	658,336	13%	15.9%
Other income	33,109	1%	71,060	1%	-53.4%
Pre-tax income	796,320	13%	729,396	14%	9.2%
Net income	631,746	10%	588,380	11%	7.4%
EPS(NT\$)	5.94		5.53		7.4%

Source: Market Observation Post System

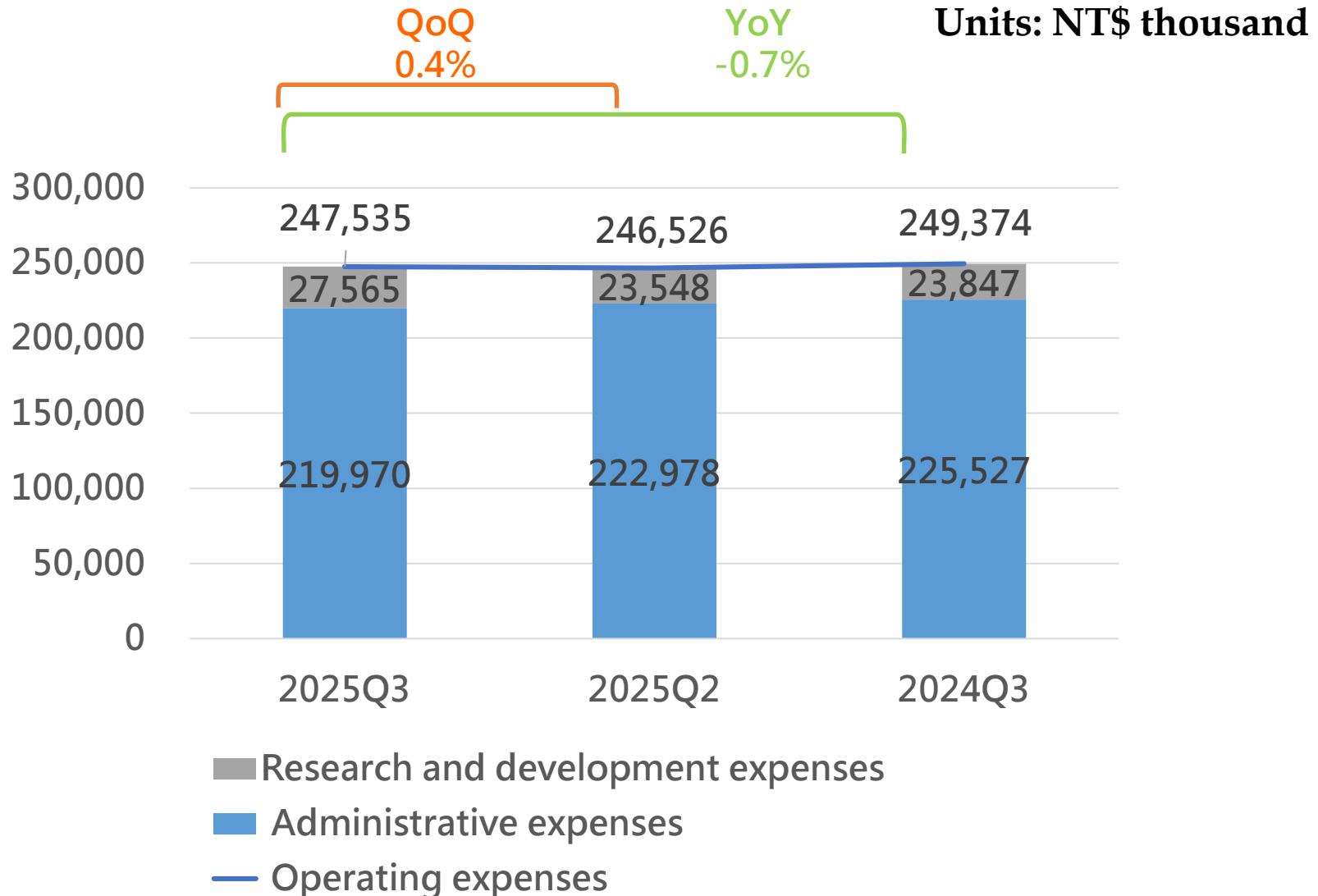
Consolidated Revenues



Consolidated Gross profit

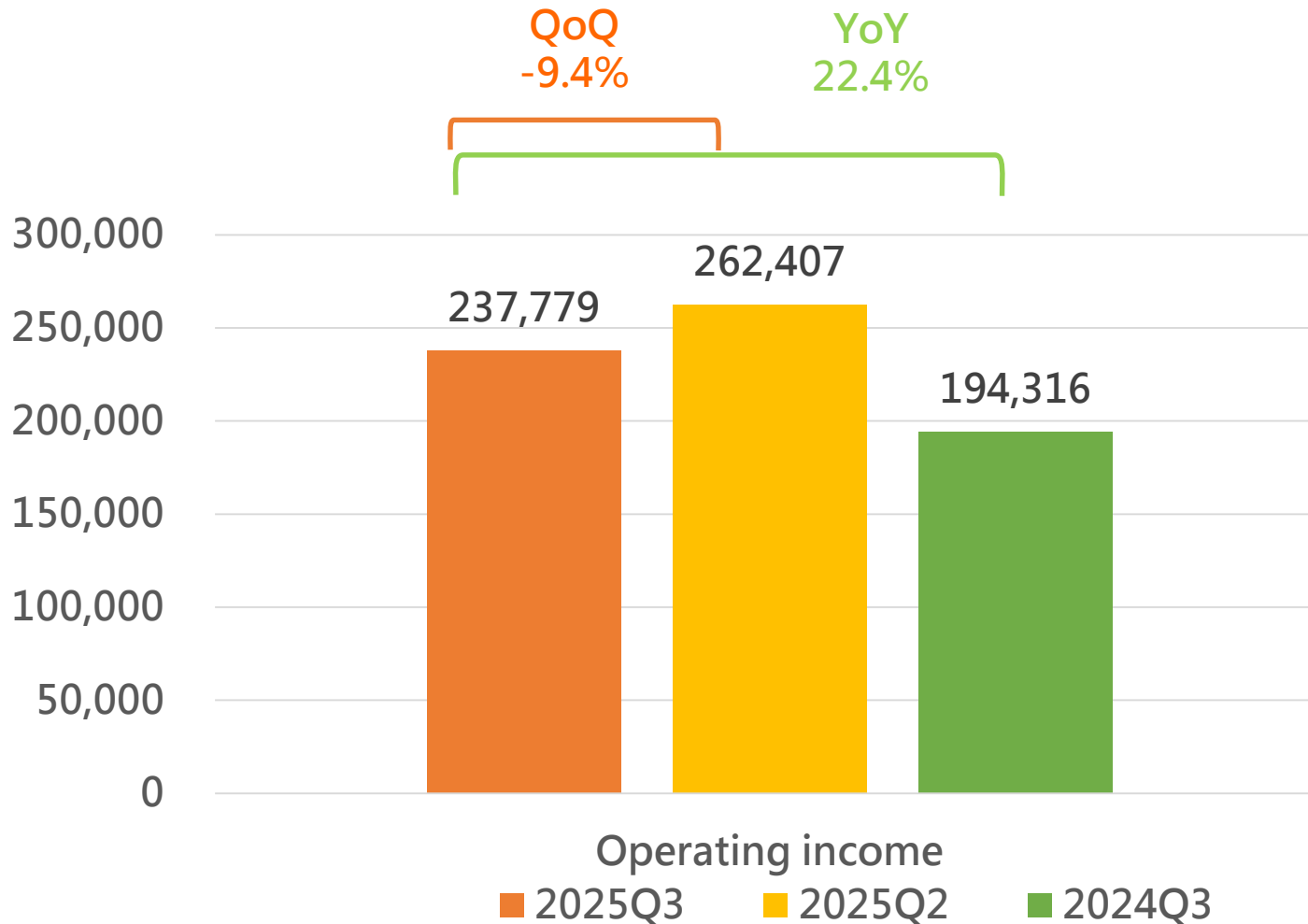


Consolidated Operating expenses

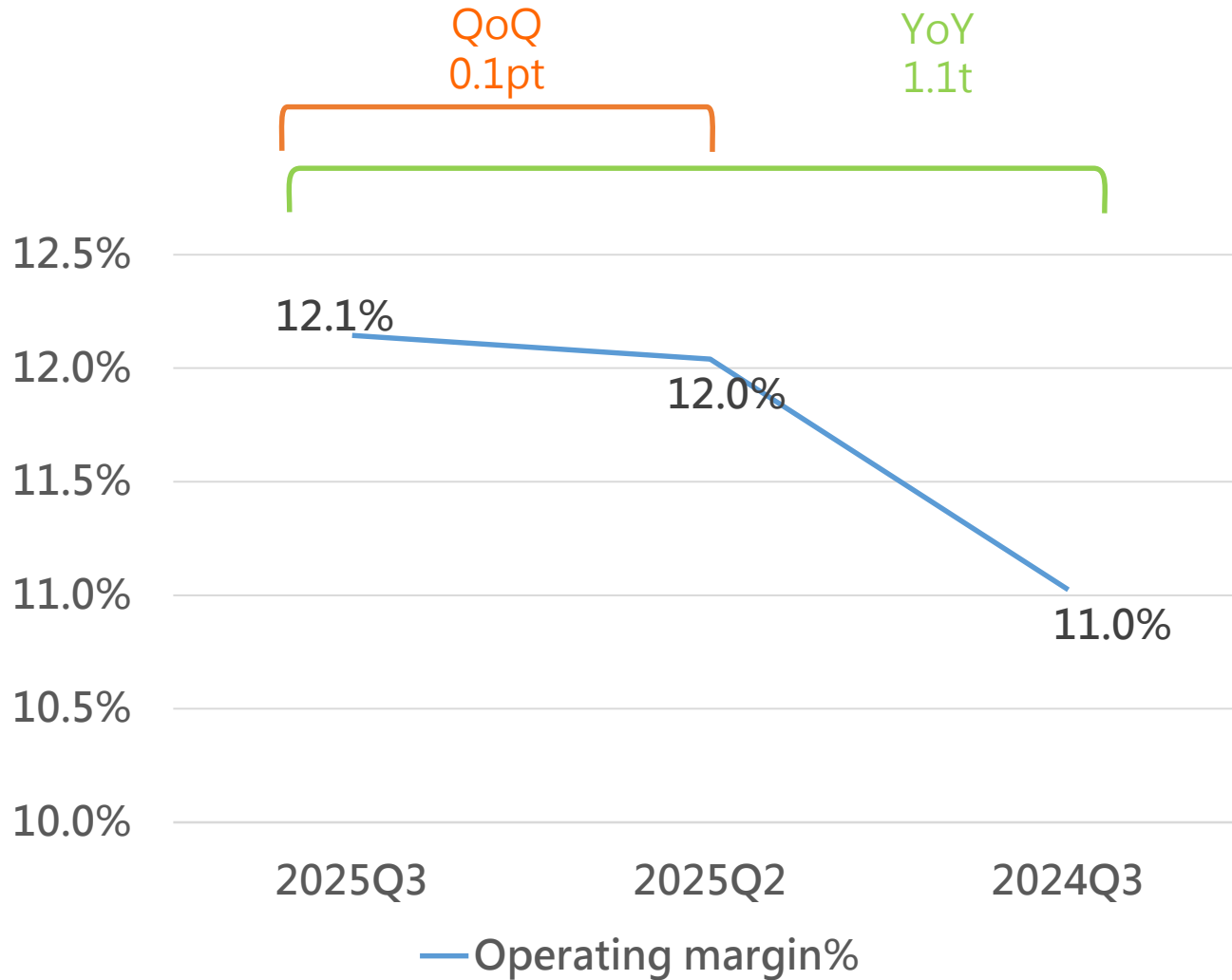


Consolidated Operating income

Units: NT\$ thousand

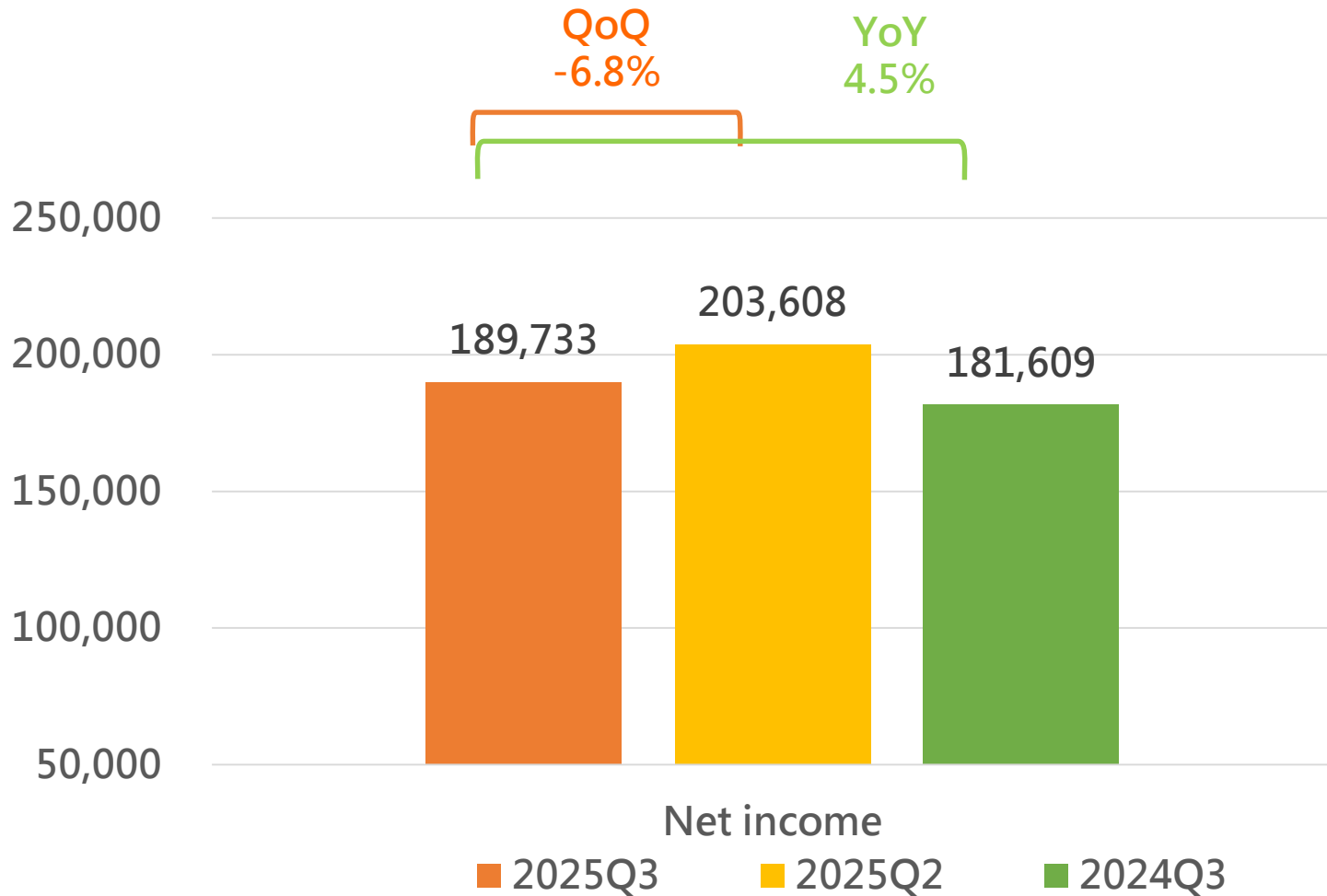


Consolidated Operating margin

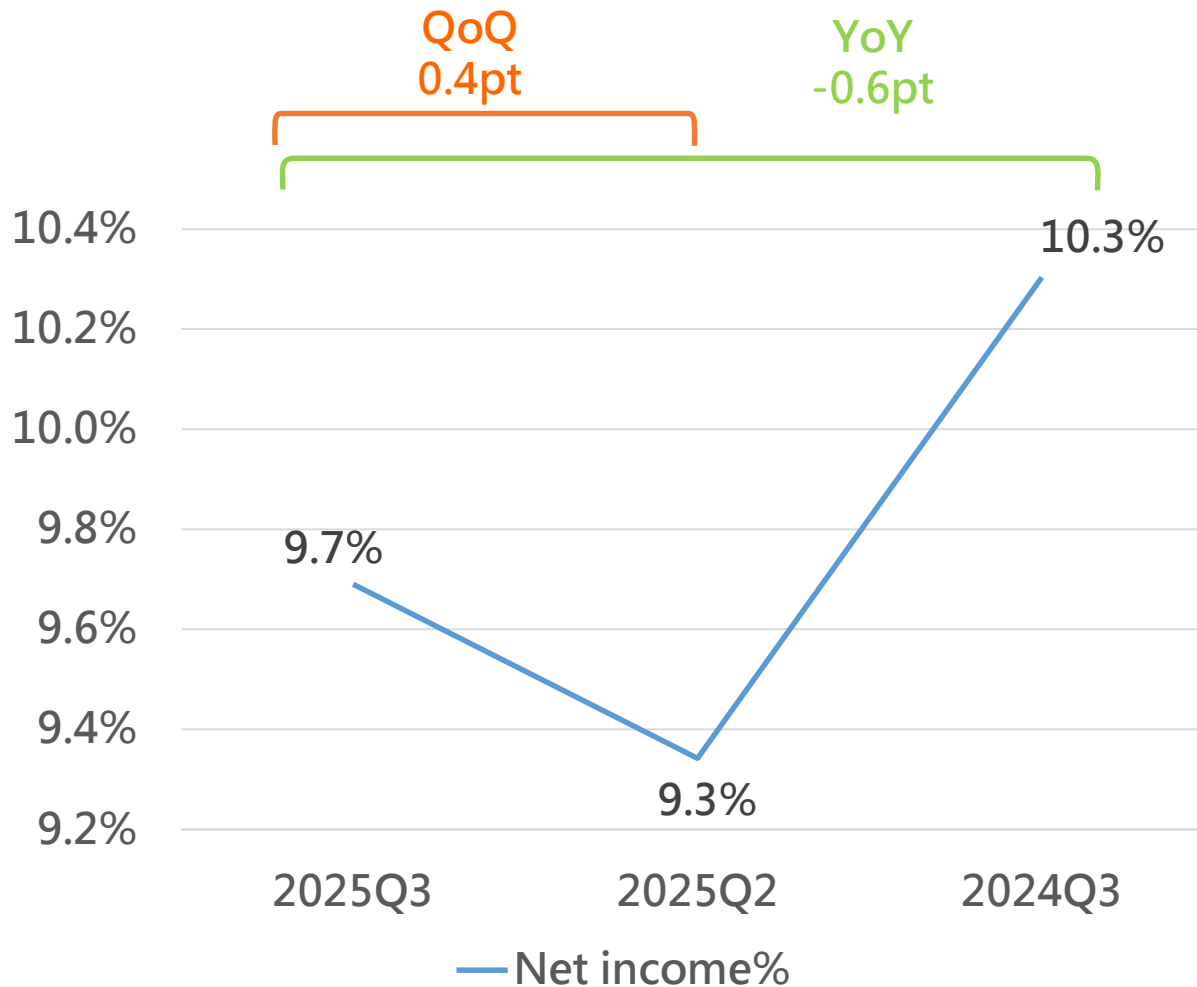


Consolidated Net income

Units: NT\$ thousand

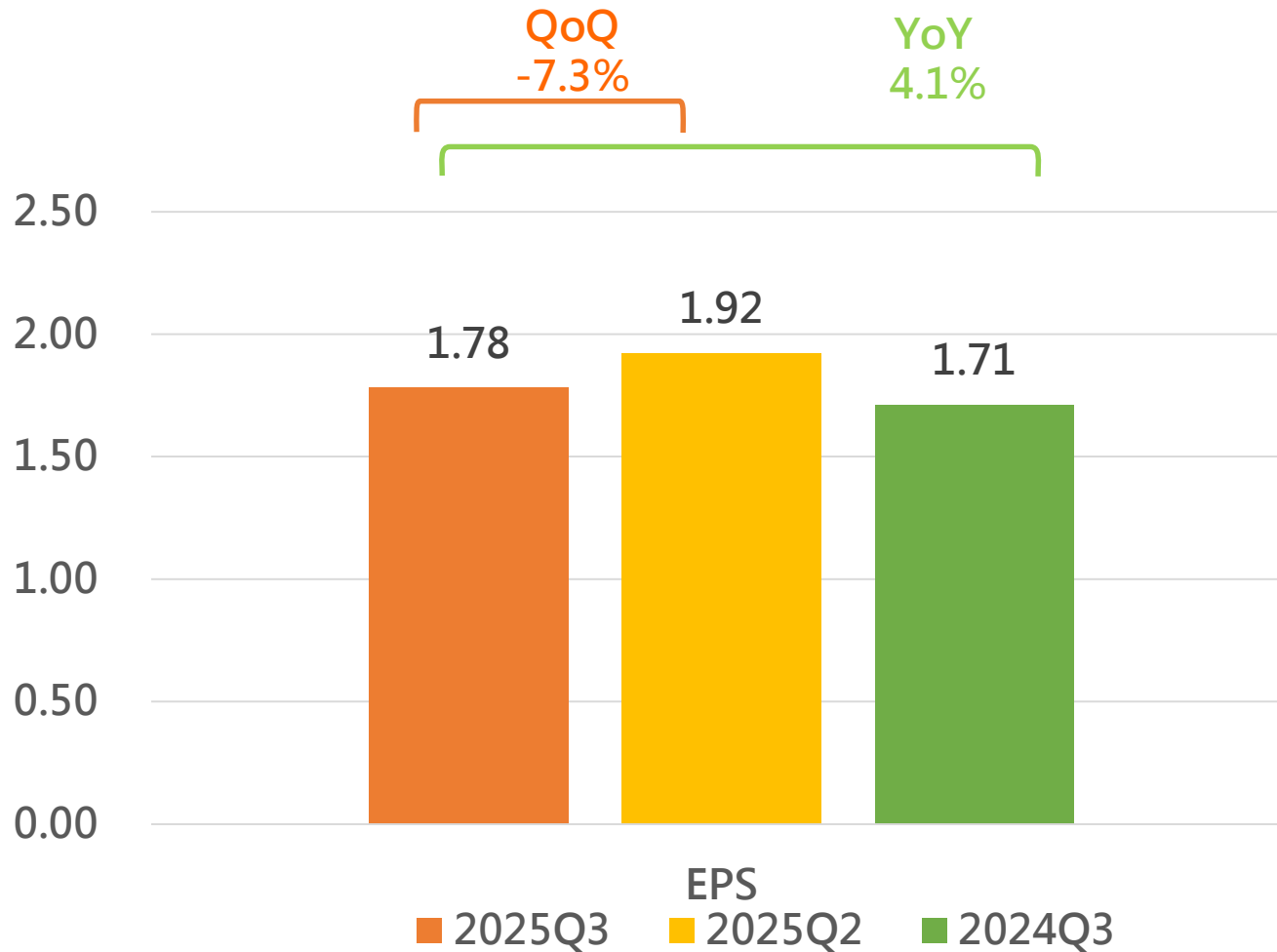


Consolidated Net income margin



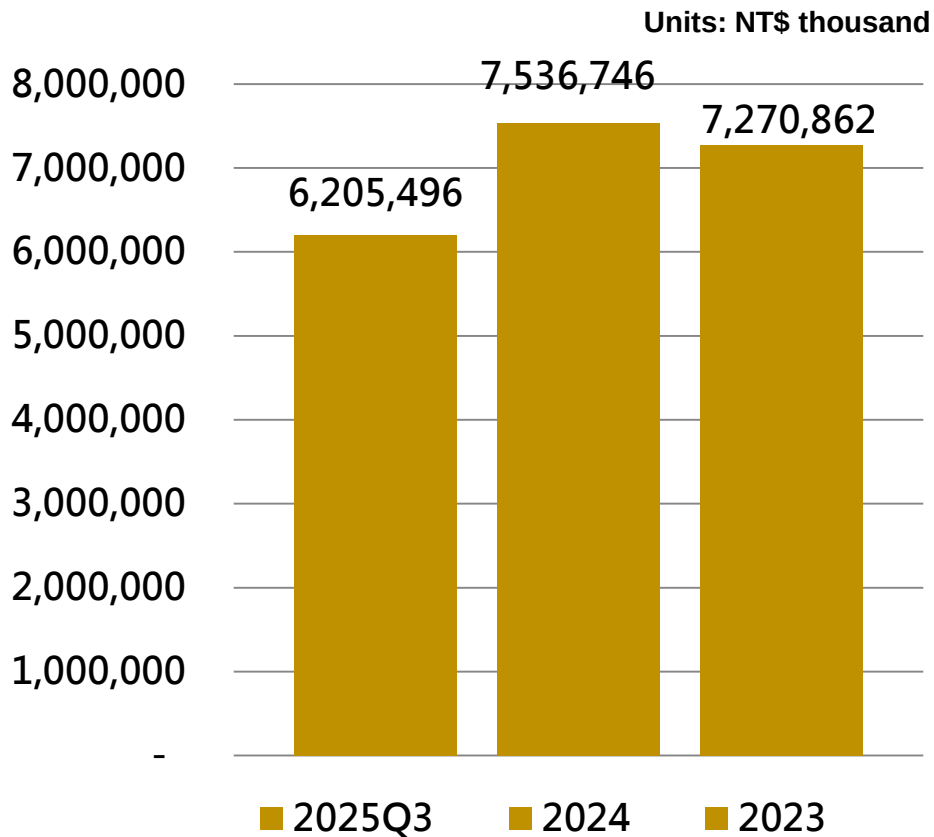
Consolidated EPS

Units: NT\$

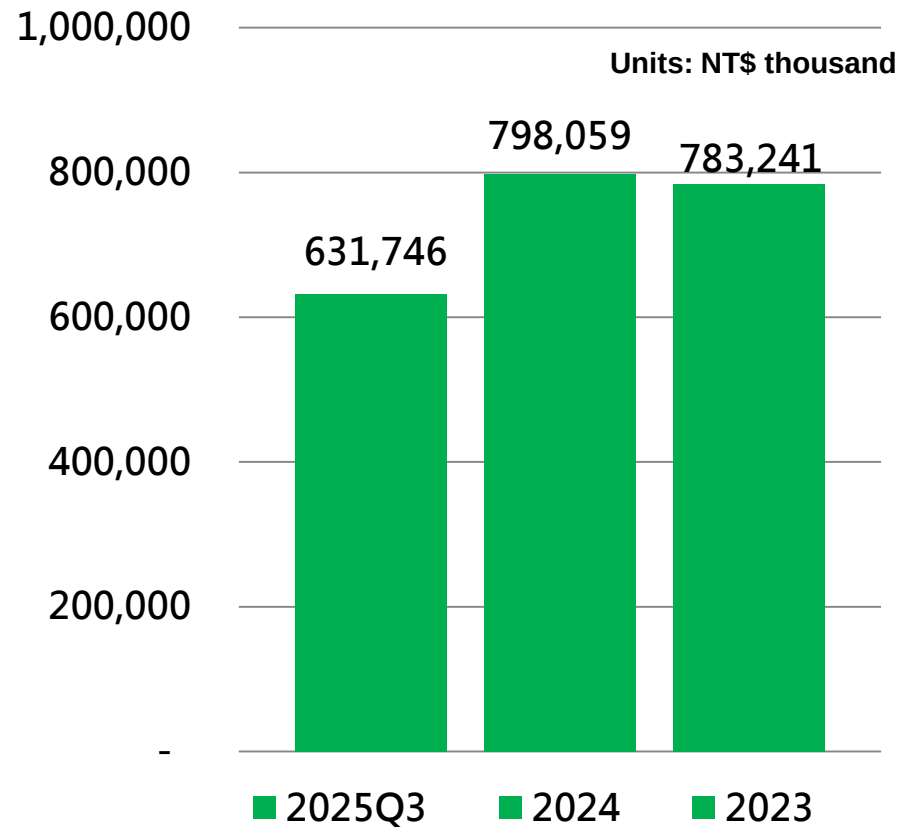


Sales Revenue & Net Income

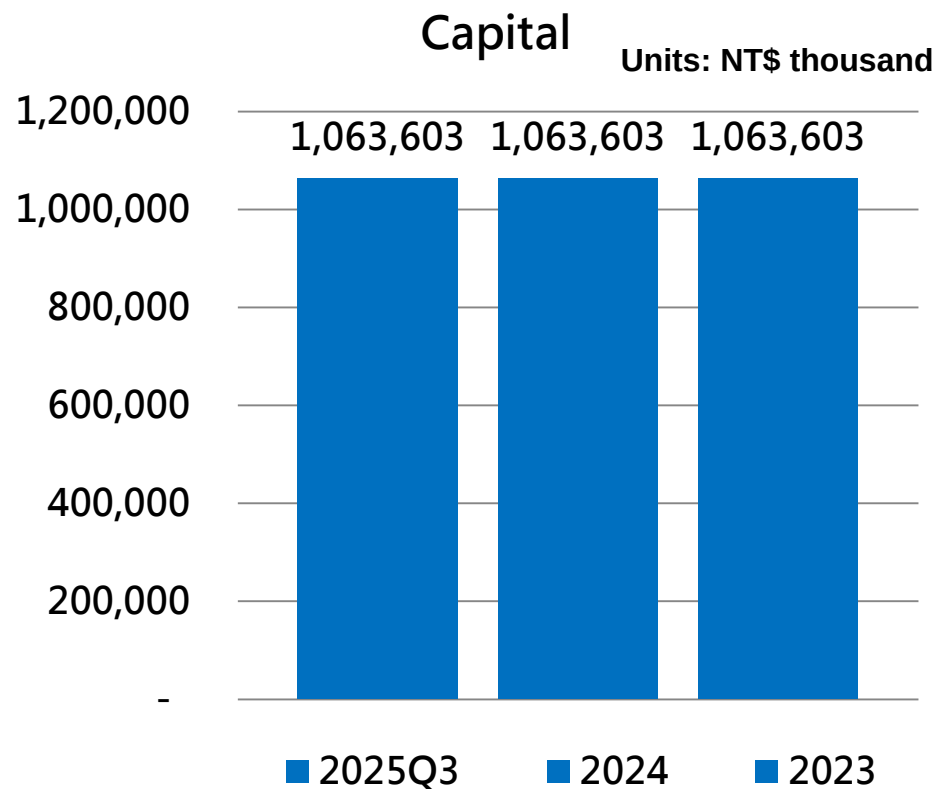
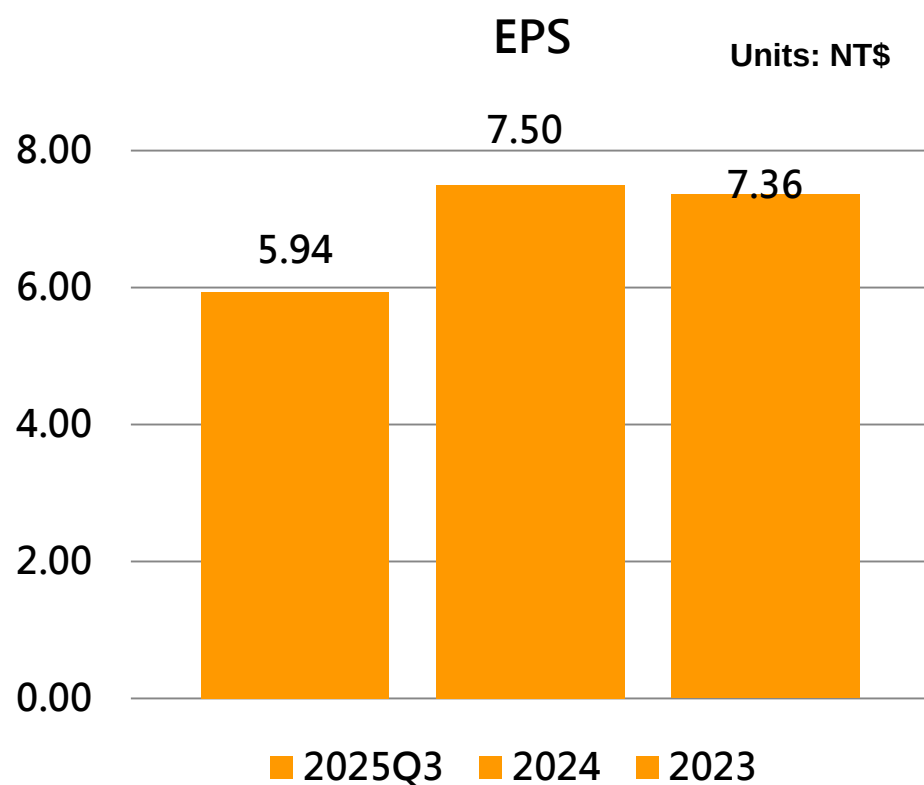
Sales Revenue



Net Income



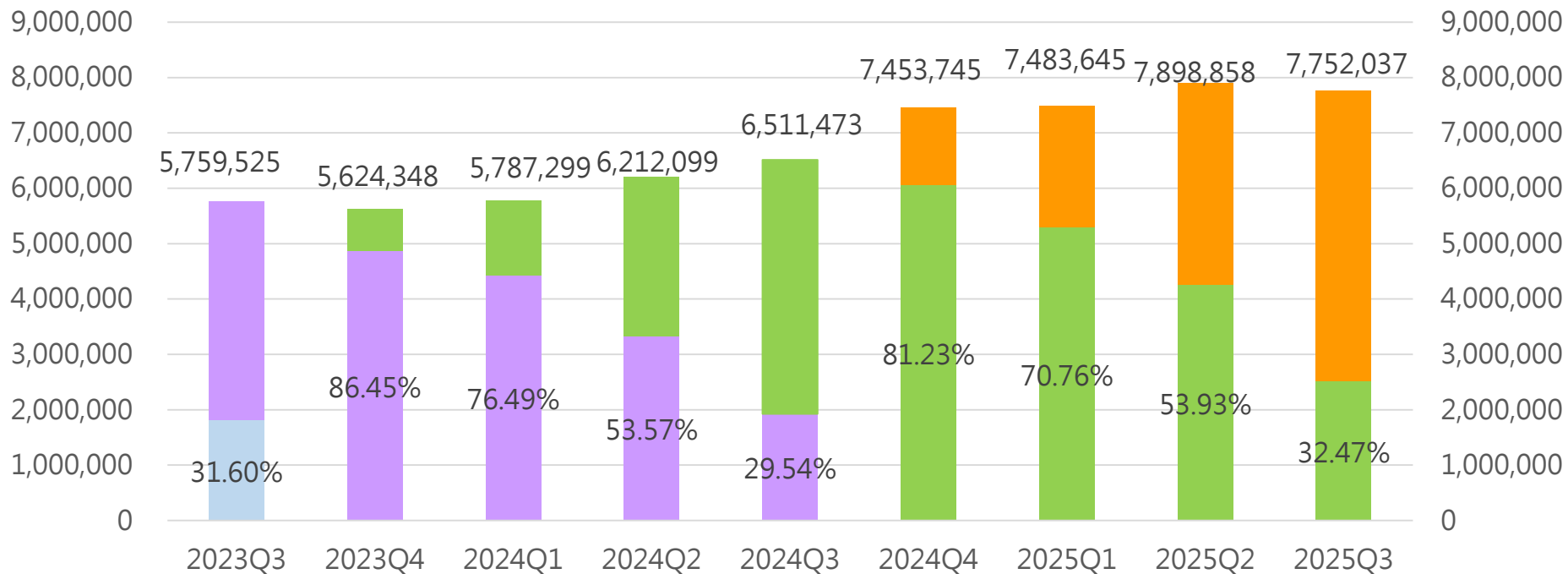
EPS & Capital



Year	2025Q3	2024	2023
ROE	18.80%	23.78%	24.49%

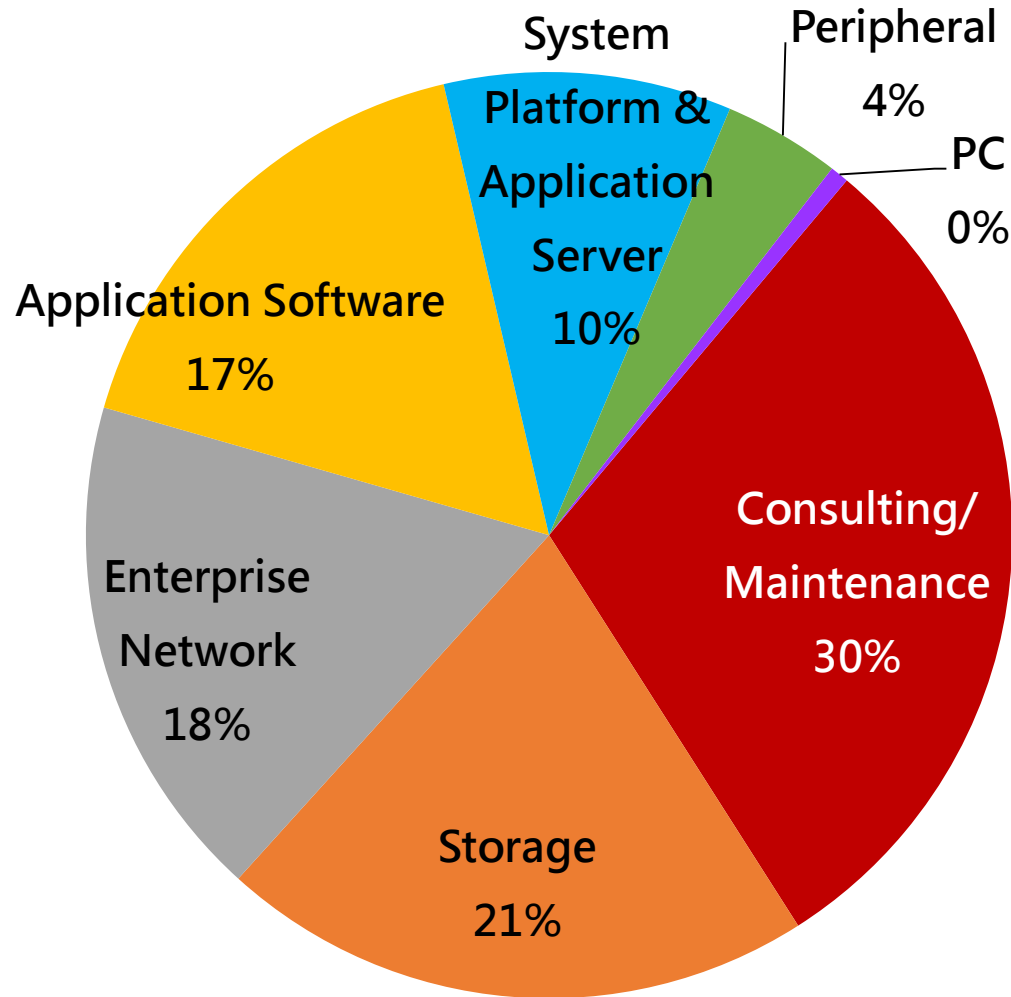
Allocation of transaction price into unfulfilled contractual obligations

Units: NT\$ thousand



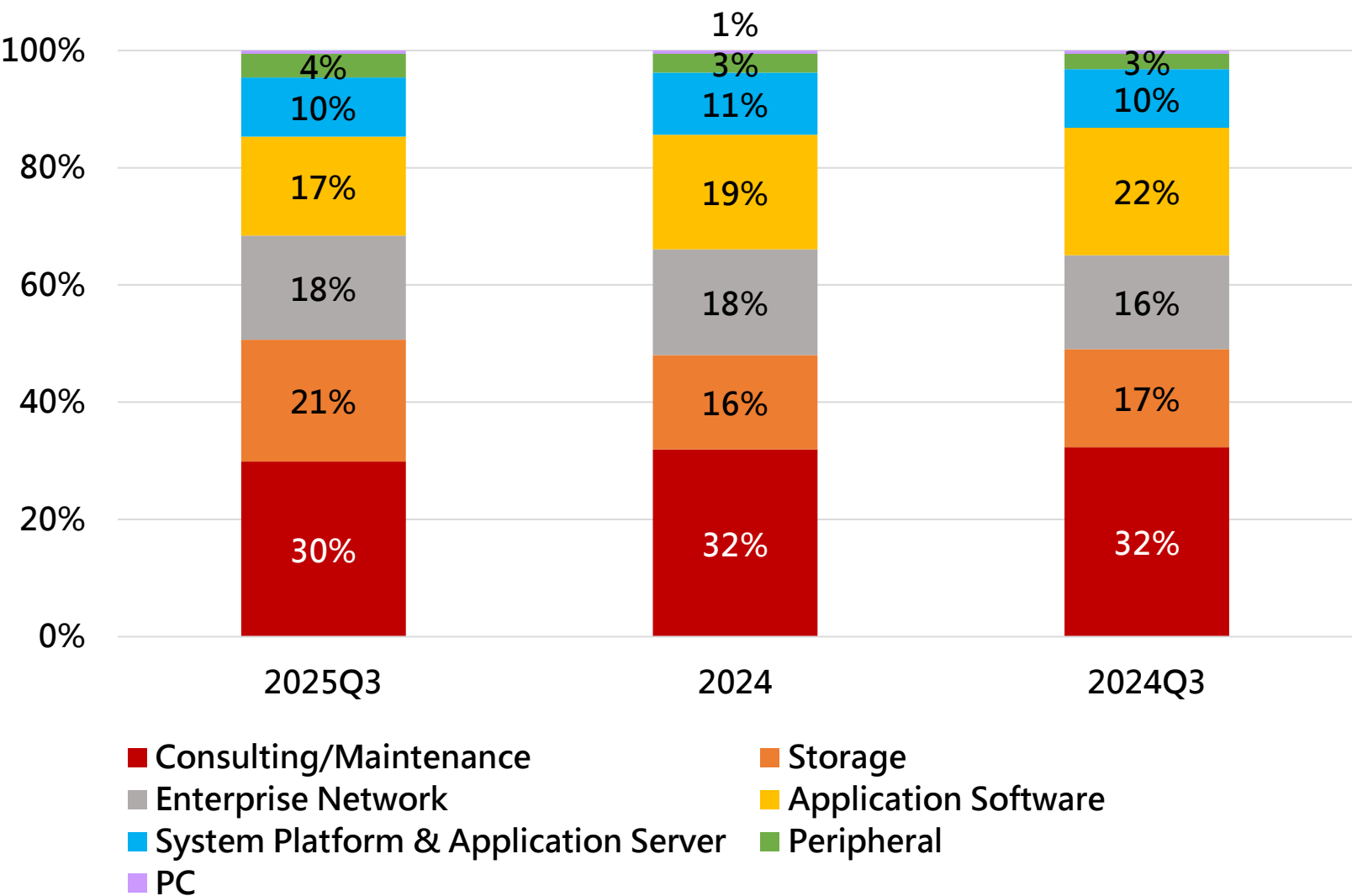
	2023Q3	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4	2025Q1	2025Q2	2025Q3
Allocation of transaction price into unfulfilled contractual obligations	5,759,525	5,624,348	5,787,299	6,212,099	6,511,473	7,453,745	7,483,645	7,898,858	7,752,037
Estimated Fulfill Ratio of 2023/2024/2025	31.60%	86.45%	76.49%	53.57%	29.54%	81.23%	70.76%	53.93%	32.47%
Estimated Fulfill Amount of 2023/2024/2025	1,820,010	4,862,249	4,426,705	3,327,821	1,923,489	6,054,677	5,295,427	4,259,854	2,517,086
Estimated Fulfill Amount After 2024/2025/2026	3,939,515	762,099	1,360,594	2,884,278	4,587,984	1,399,068	2,188,218	3,639,004	5,234,951

2025Q3 Sales Revenues by Product Type



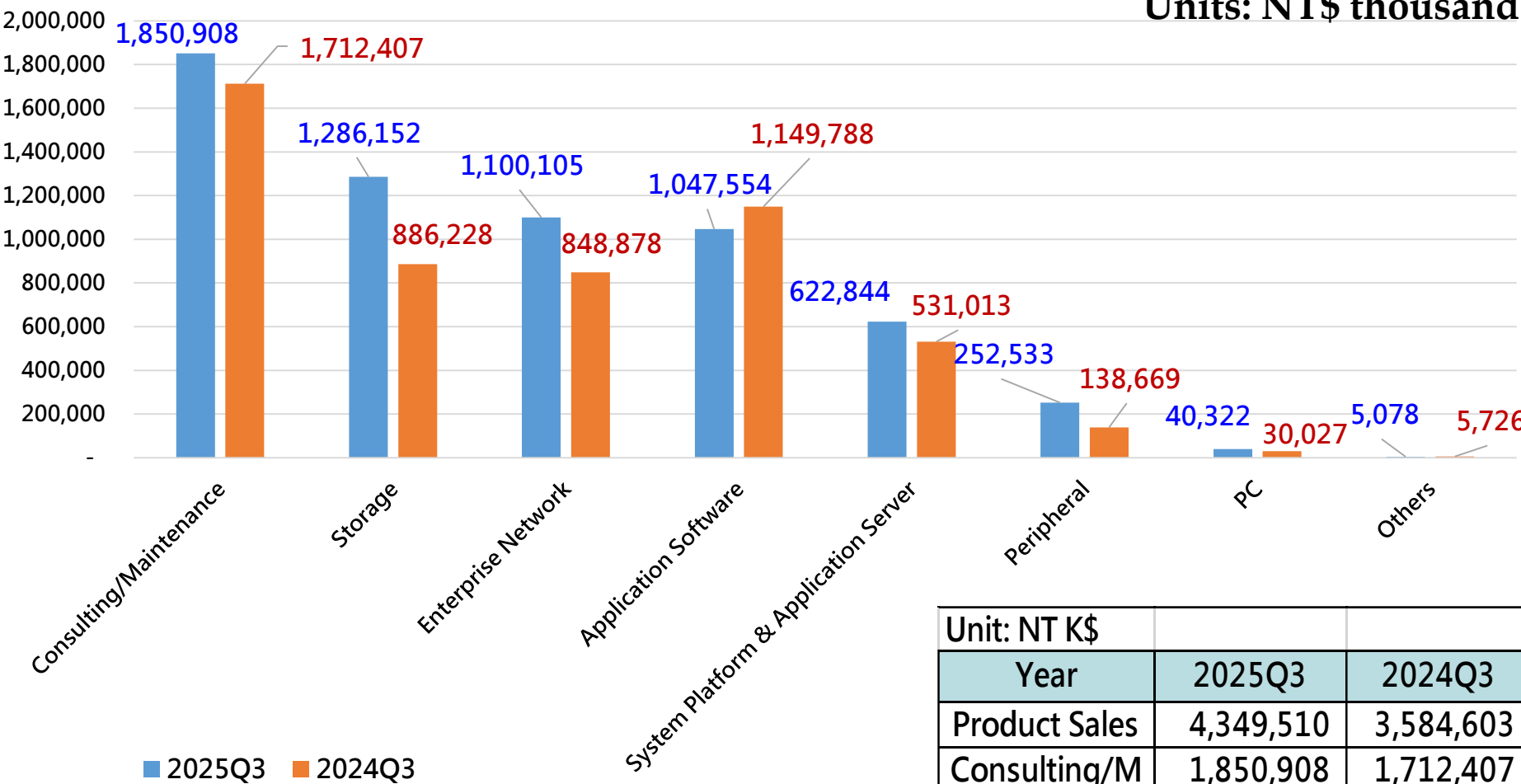
Revenue: NT\$6.205 billion

Comparison of Sales Revenues by Product Type



Compare Sales Revenues by Product Type

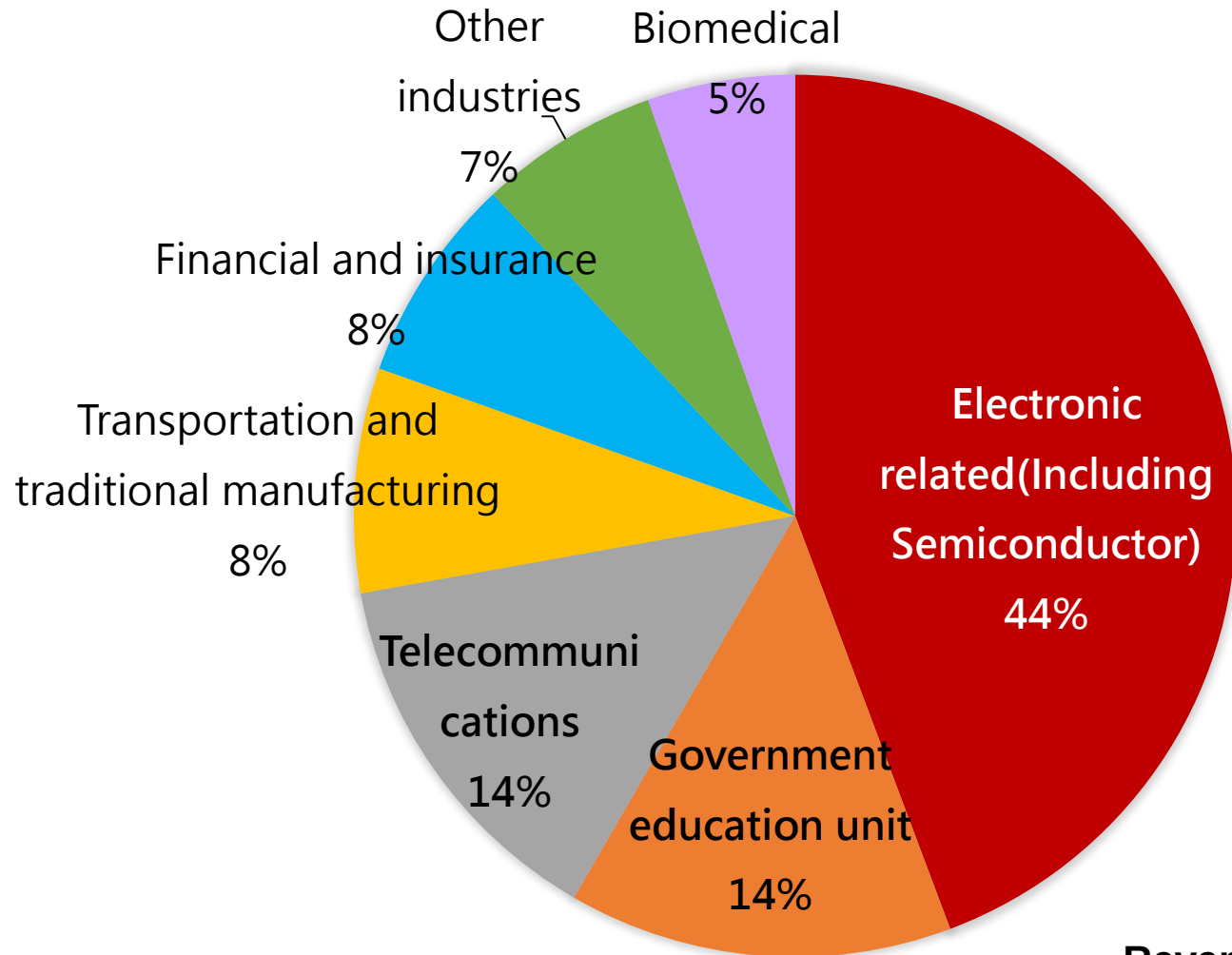
Units: NT\$ thousand



Revenue: NT\$ 6.205 billion Revenue: NT\$ 5.303billion

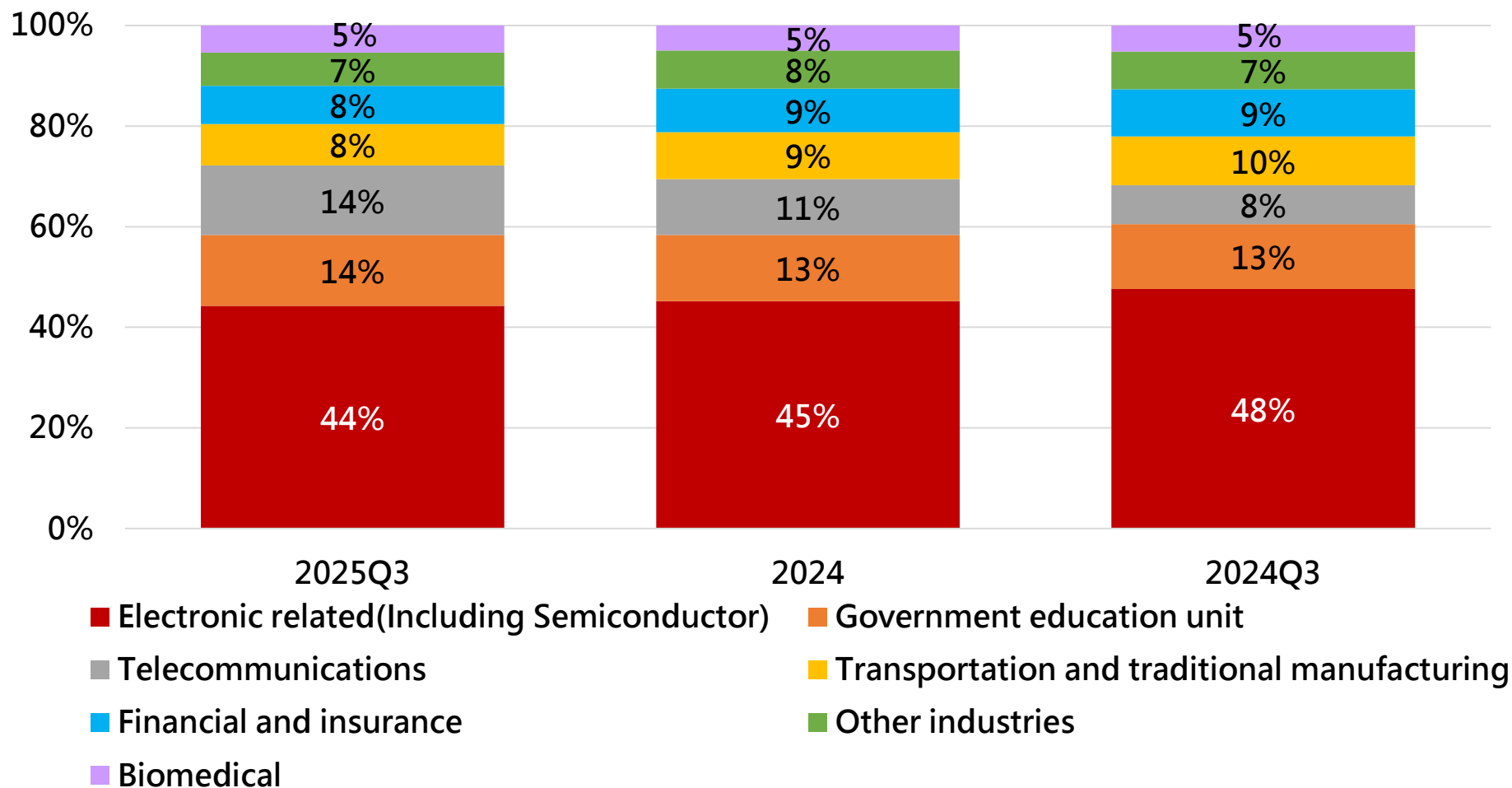
Unit: NT K\$		
Year	2025Q3	2024Q3
Product Sales	4,349,510	3,584,603
Consulting/M	1,850,908	1,712,407
Others	5,078	5,873
Total Amount	6,205,496	5,302,883

2025Q3 Sales Revenues by Industry

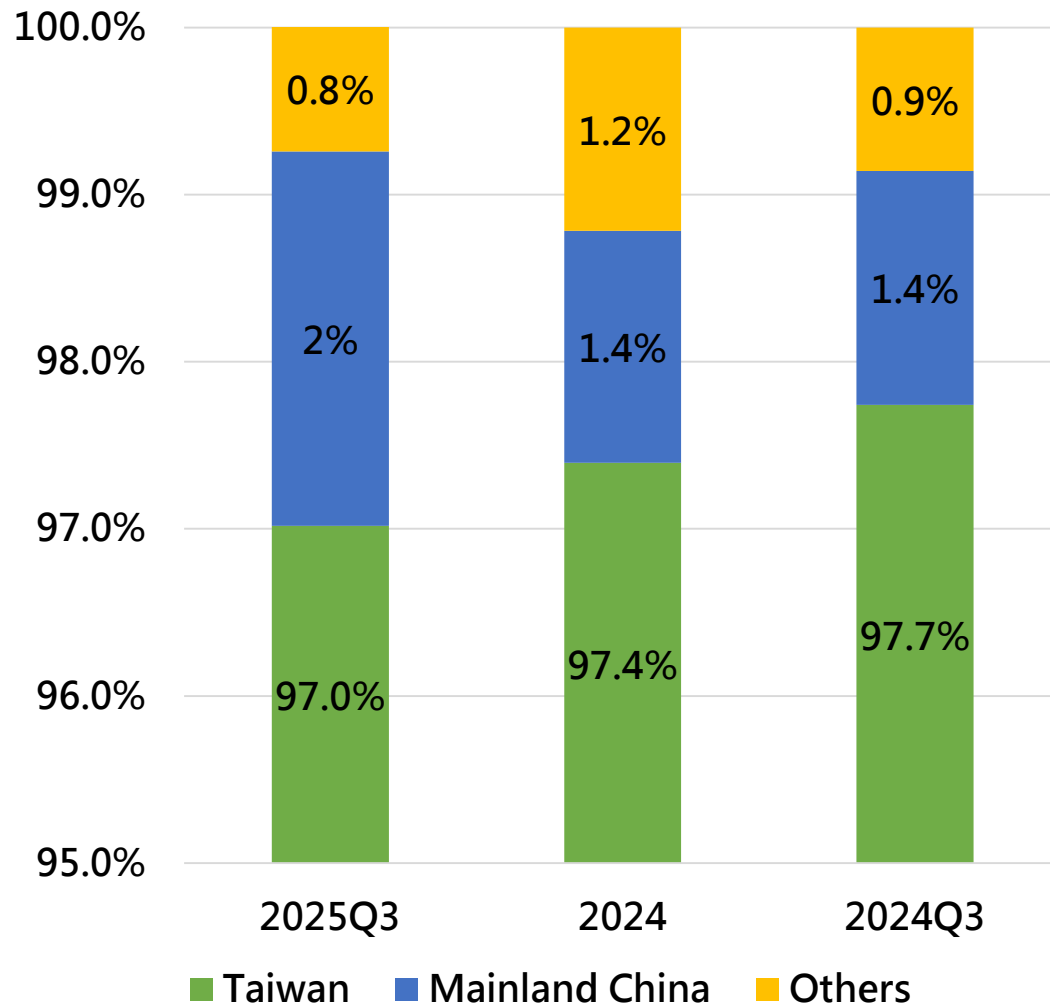


Revenue:NT\$ 6.205 billion

Comparison of Sales Revenues by Industry

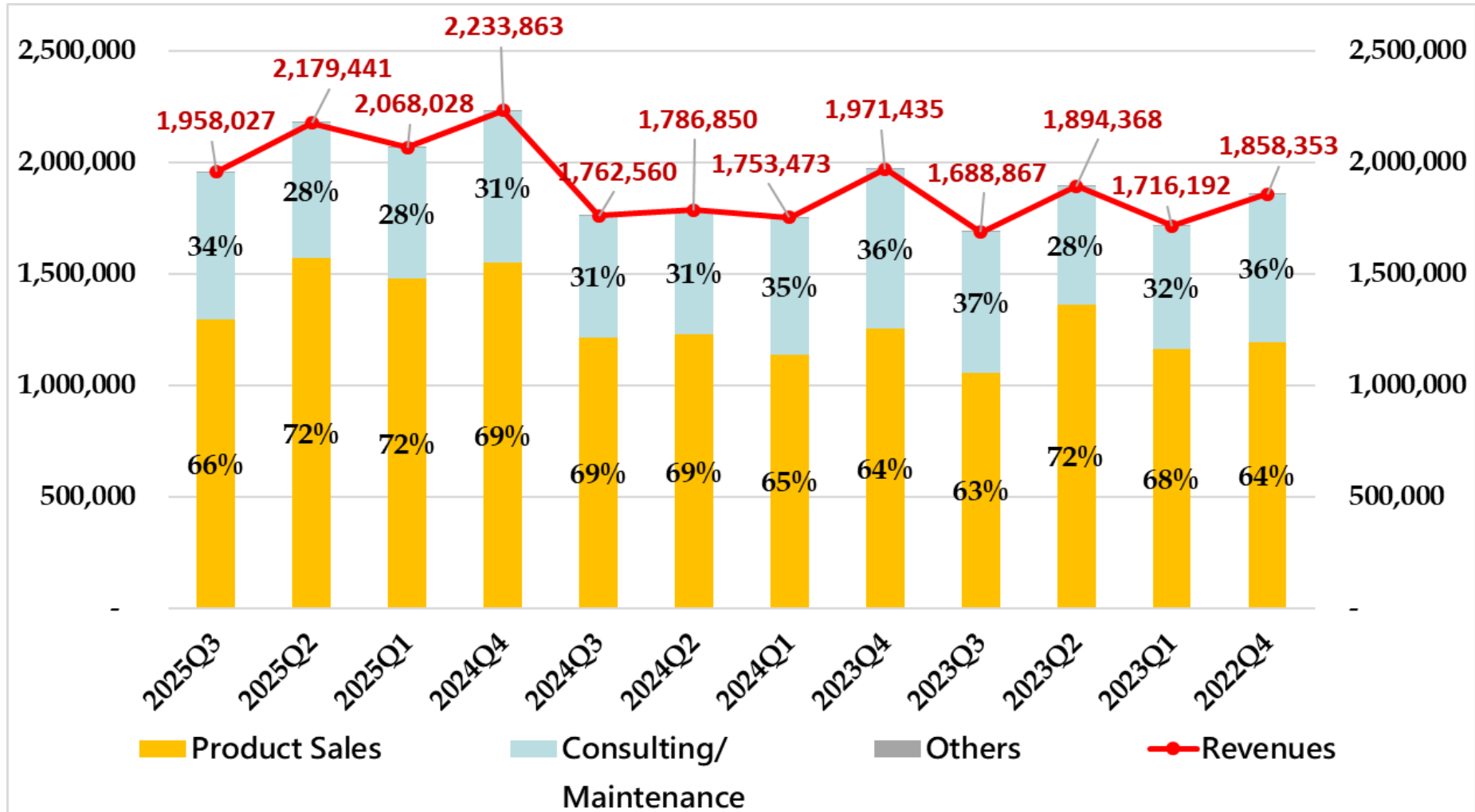


Comparison of Sales Revenues by Region



Quarterly revenue status in the past 3 yrs

Units: NT\$ thousand





Q & A
Thank you!!