

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**
- **710+ 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%

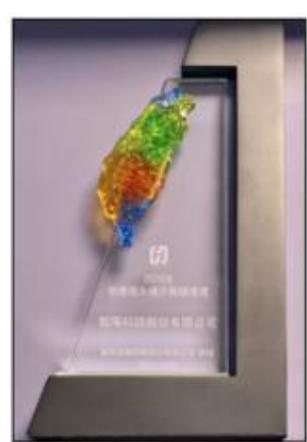
Awards

- ❑ Awarded the title of “1st TIRI Progress Achievement Award” by Taiwan Investor Relations Institute
- ❑ Stark Inforcom Inc. Awarded the title of "Supplier Sustainable Partner Certification Mark Gold Award" by ChungHwa Telecom in 2025



Awards(Continued)

- ❑ 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
- 【DELL】2024 Best Manufacturing Solutions
- 【Lenovo】FY2526 The Best Large Enterprise Sales Partner
- 【Lenovo】FY2425 Partner Awards
- 【HPE】FY25 Best Partner
- 【IBM】FY25 PARTNER OF THE YEAR
- 【IBM】FY25 FUTURE-PROOF CHAMPION
- 【IBM】2025 IBM Enterprise Market Hardware Sales Champion



Awards(Continued)

Storage Products

【Veeam】FY24 Platinum Partner of the Year Award

【Lenovo】FY2324 Best Storage Equipment Sales Award

【FUJITSU】Most Valuable Partner 2024

【NetApp】FY25 ONTAP Partner of the Year

【NetApp】FY25 Best Customer Development Partner of the Year



Awards(Continued)

Network Products

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

【Aruba】FY24 HPE Aruba Champion partner of the Year

【Cisco】FY25 Scale Market Breakthrough Award

【HPE】FY25 HPE Networking Growth Excellence Award



Awards(Continued)

Security Products

【CROWDSTRIKE】2025 Growth Partner of the Year SENA

【CROWDSTRIKE】2025 New Logo Partner of the Year

【palo alto】FY25 Taiwan Excellence in Cortex

【palo alto】FY25 Taiwan Nextwave Partner of the Year

【F5】FY25 Best Customer Satisfaction Partner

【OpenText】2025Cybersecurity Momentum Builder Award



Awards(Continued)

Security Products

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

【OpenText】2024Cybersecurity Excellence Award

【Fortinet】2024 Annual Attack MVP

【TEAM T5】2024 Sales Star of the Year

【Checkpoint】2024 Best New Business Development Partner

【CLOUDFLARE】FY25 Taiwan Nextwave Partner of the Year



Awards(Continued)

Other Integrated Products

【DELL】2024 Best Manufacturing Solutions

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

【IBM】FY25 PARTNER OF THE YEAR

【IBM】FY25 FUTURE-PROOF CHAMPION

【HPE】FY25 Best Partner

【HPE】FY25 HPE Compute Best Contribution to Growth Award



Information Security Management System

ISO 27001:2022



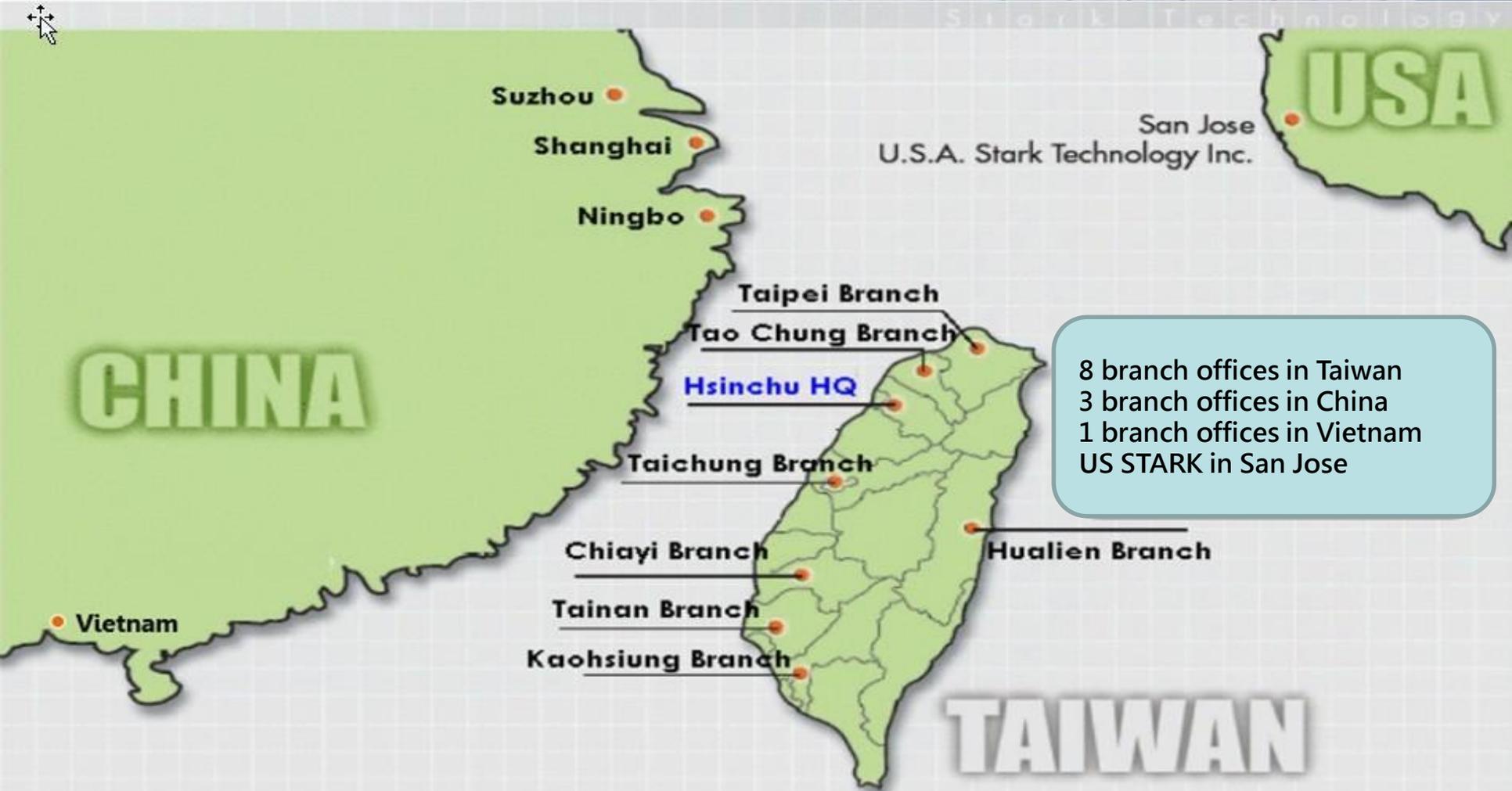
CNS 27001:2023



ISO 27701:2019



STI Service Network

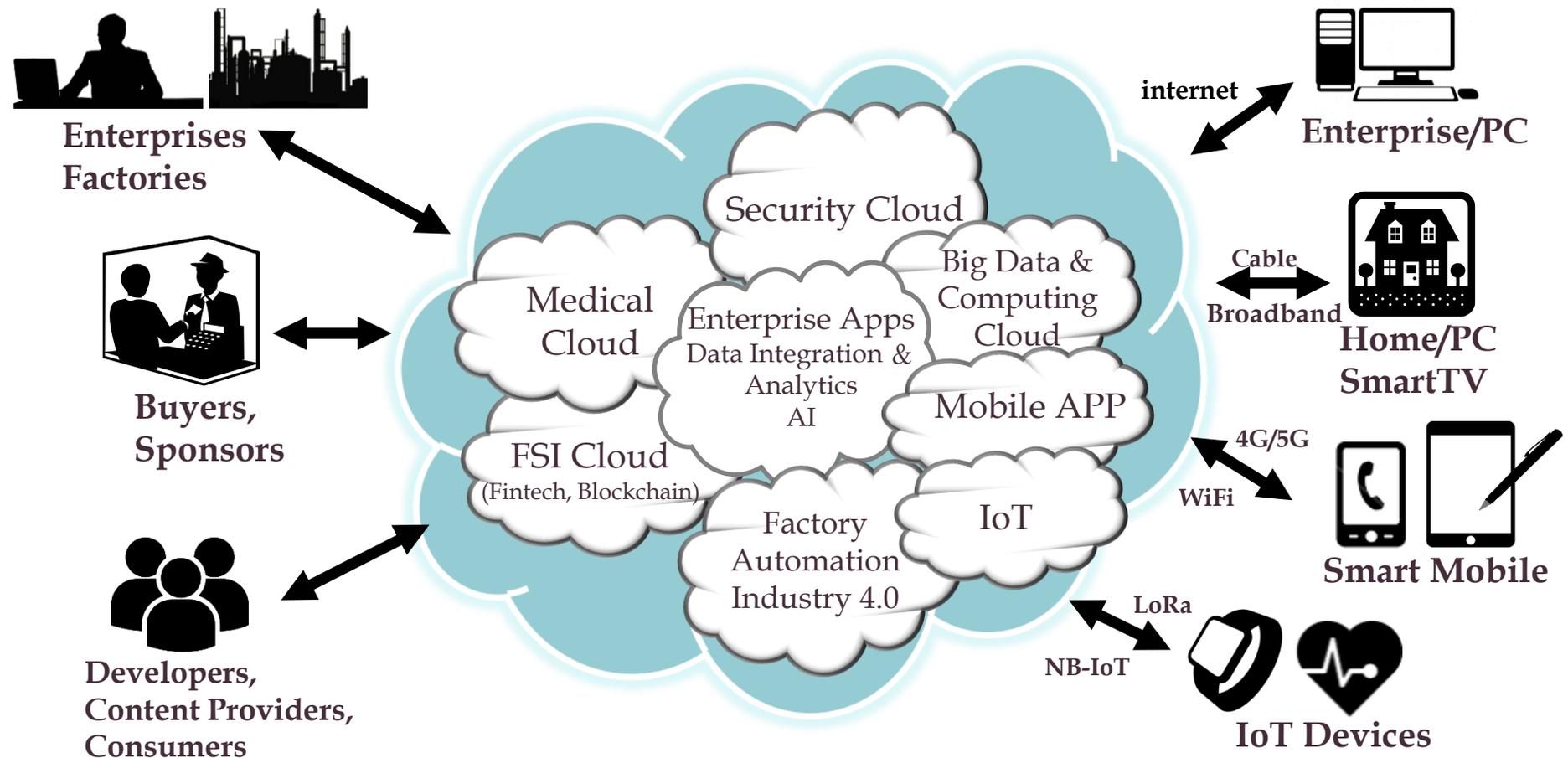


8 branch offices in Taiwan
3 branch offices in China
1 branch offices in Vietnam
US STARK in San Jose

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 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.

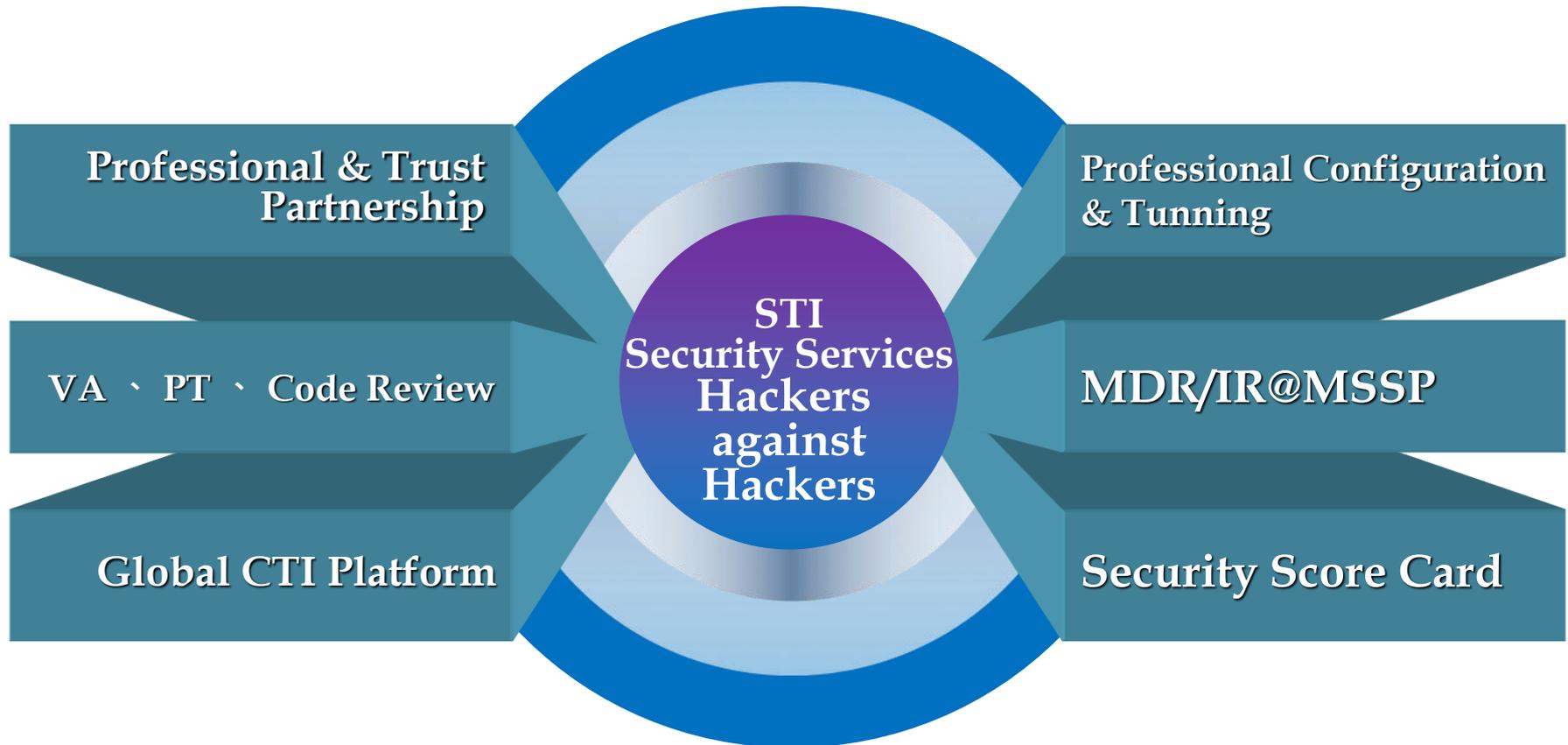


Industry-Academia Alliance

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

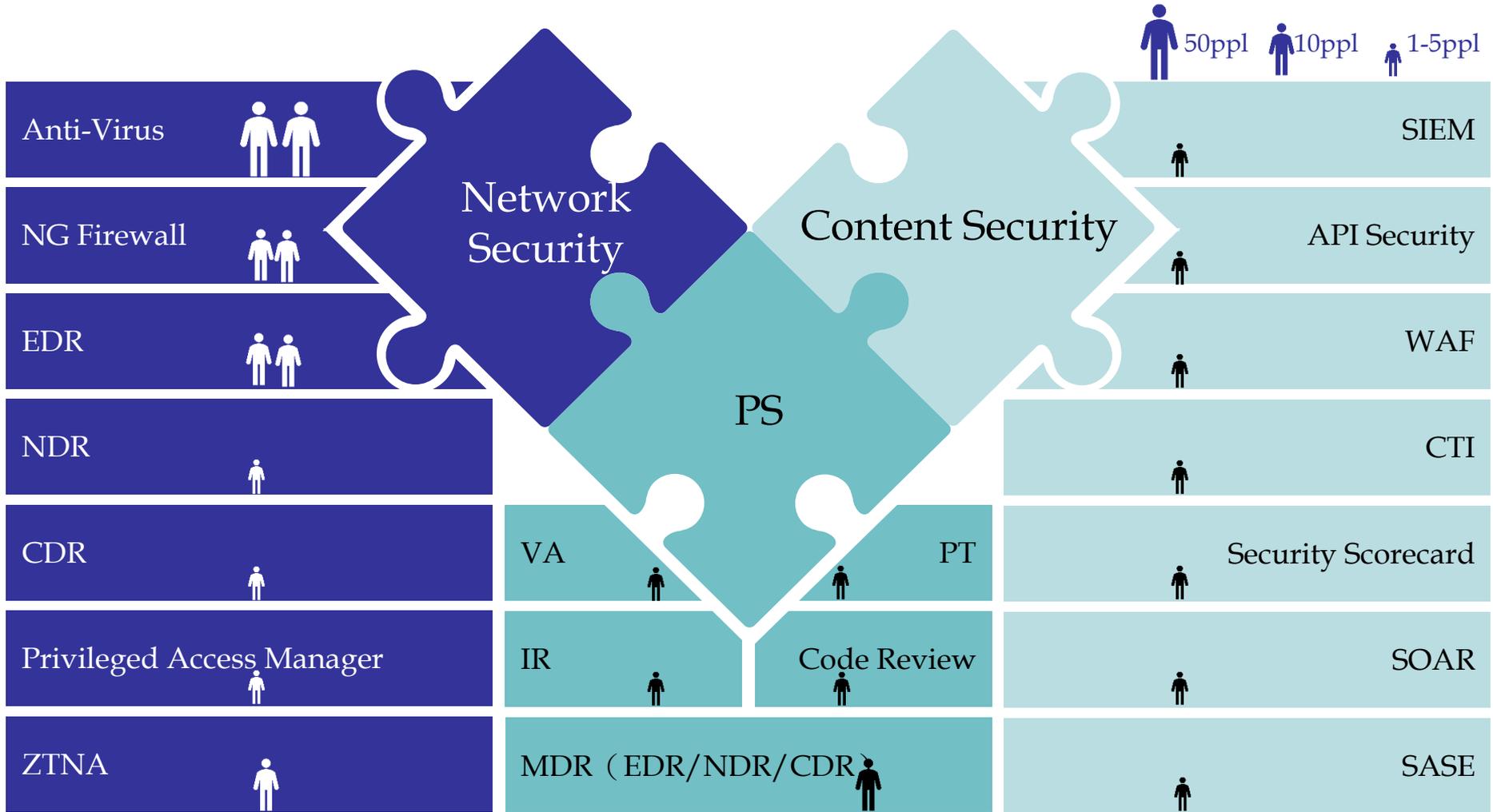
Endpoint
Security

Data
Security

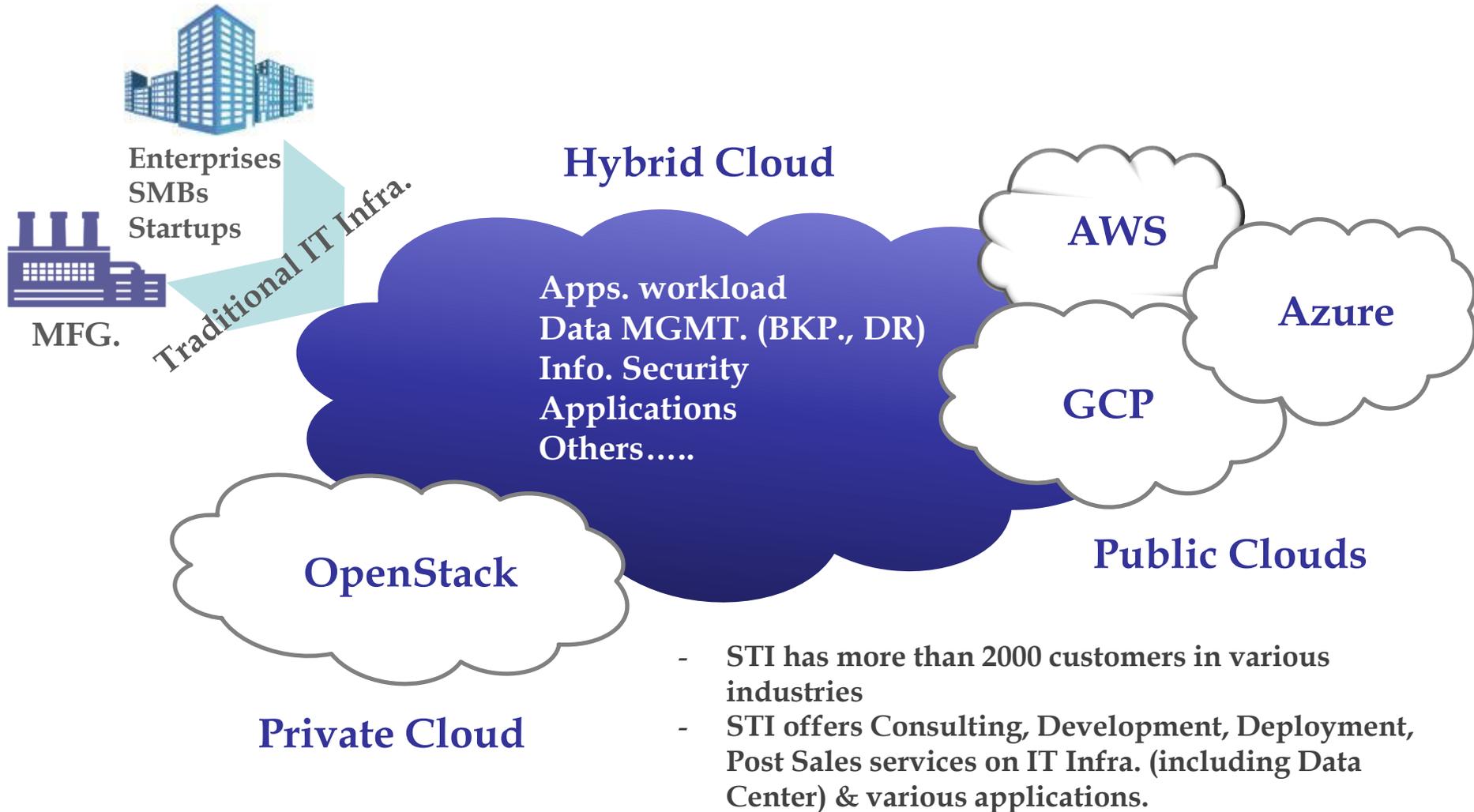
Mobile
Security

IT Infra. (Network、OS、Storage....)

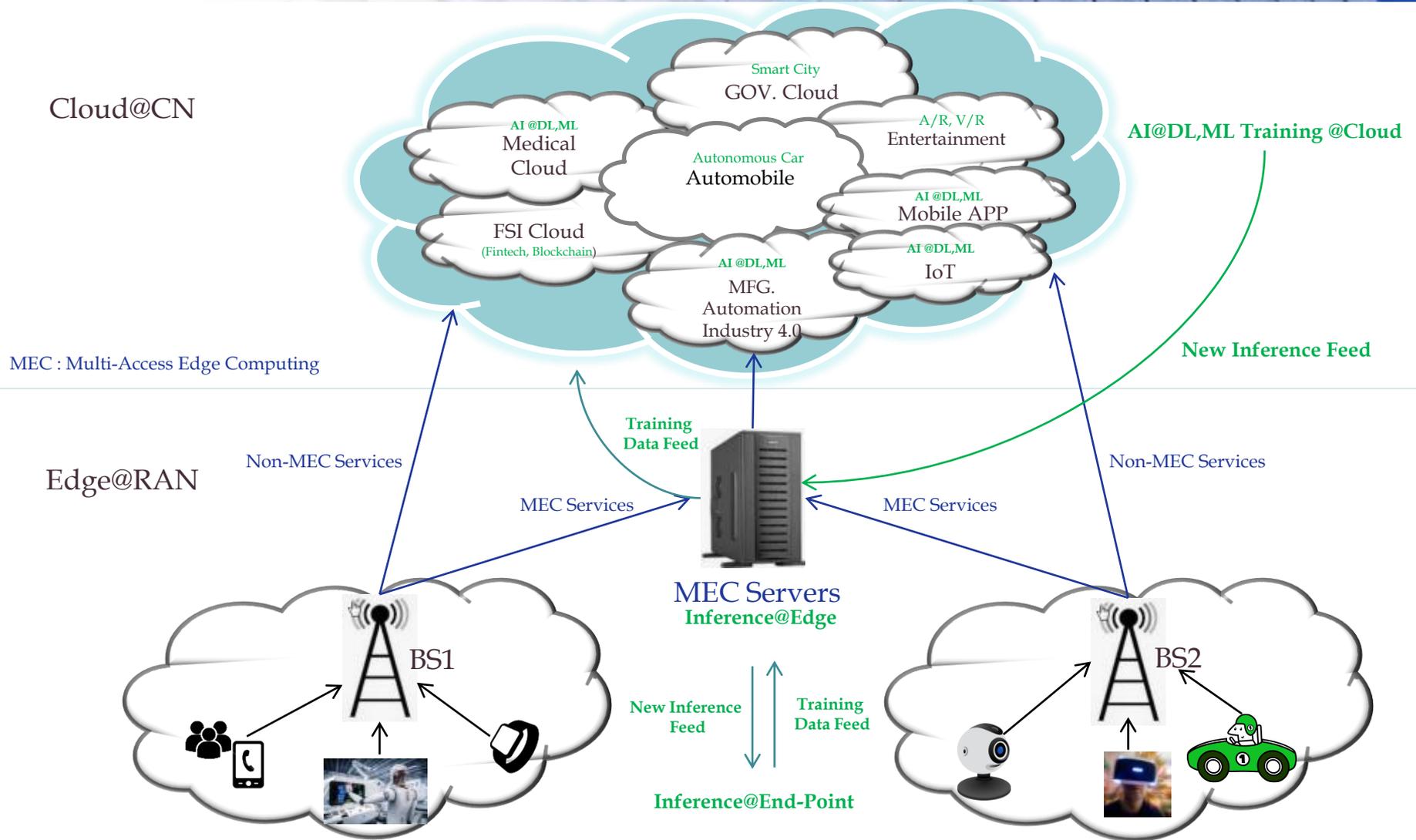
Information Security



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	2025/12/31		2024/12/31		2023/12/31	
	AMT	%	AMT	%	AMT	%
Cash and cash equivalents	1,113,186	14%	1,174,515	16%	1,834,358	28%
Accounts receivable (including contract assets)	1,111,031	14%	1,184,855	17%	874,580	13%
Inventories	3,276,383	41%	2,940,576	41%	2,282,771	34%
Property, Plant and equipment	743,746	9%	654,605	9%	495,515	7%
Total Assets	8,063,573	100%	7,140,014	100%	6,668,449	100%
Current Liabilities	4,476,730	55%	3,624,819	51%	3,315,201	50%
Total Liabilities	4,543,270	56%	3,698,857	52%	3,398,498	51%
Equity	3,520,303	44%	3,441,157	48%	3,269,951	49%

Source: Market Observation Post System

Income Statements Overview(Consolidated)

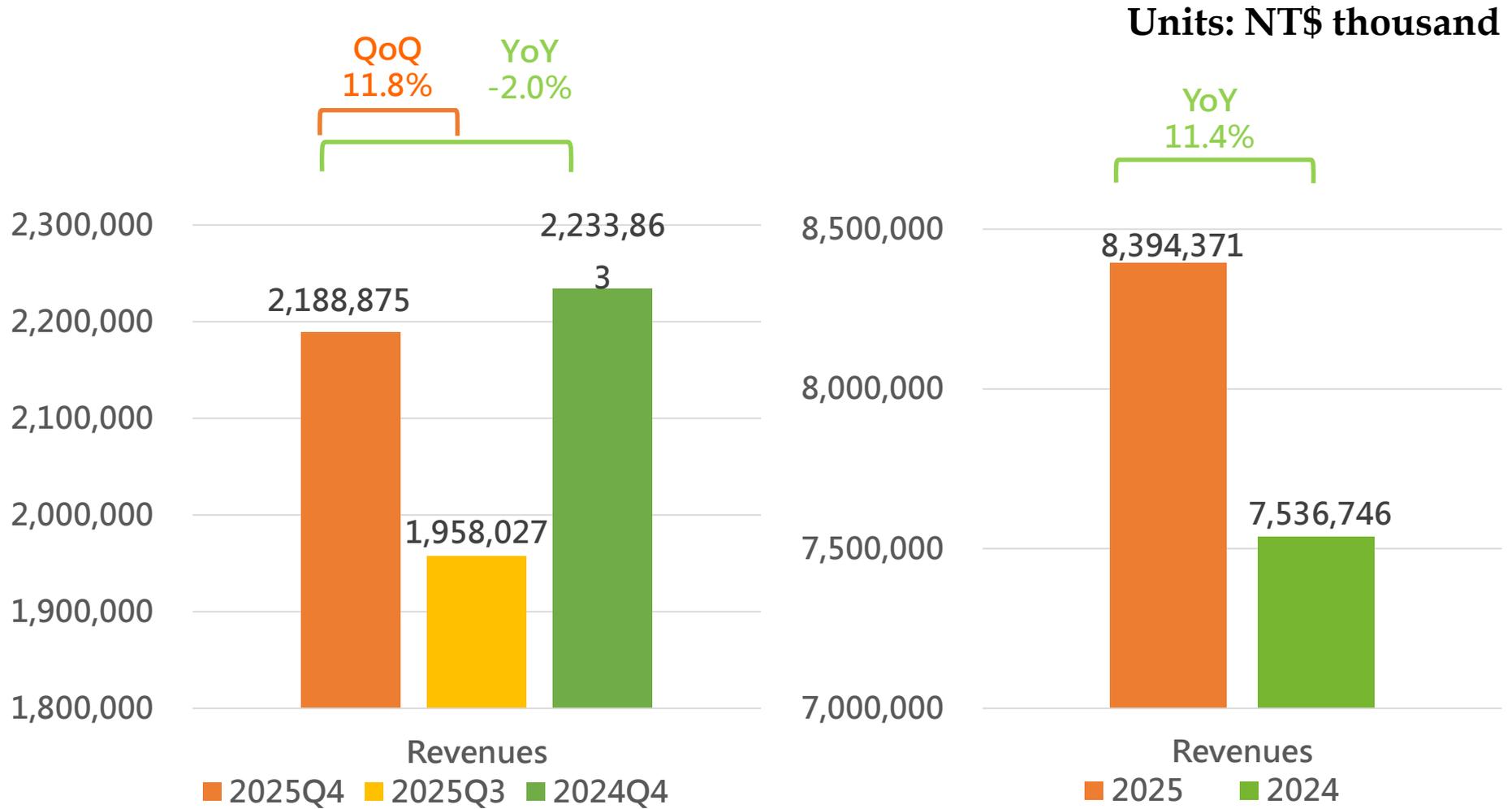
Units: NT\$ thousand

Item	2025		2024		YOY
	AMT	%	AMT	%	
Revenues	8,394,371	100%	7,536,746	100%	11.4%
Gross profit	2,039,817	24%	1,885,273	25%	8.2%
Operating expense	1,043,032	12%	967,124	13%	7.8%
Operating income	996,785	12%	918,149	12%	8.6%
Other income	62,952	1%	85,617	1%	-26.5%
Pre-tax income	1,059,737	13%	1,003,766	13%	5.6%
Net income	851,292	10%	798,059	10%	6.7%
EPS(NT\$)	8.00		7.50		6.7%

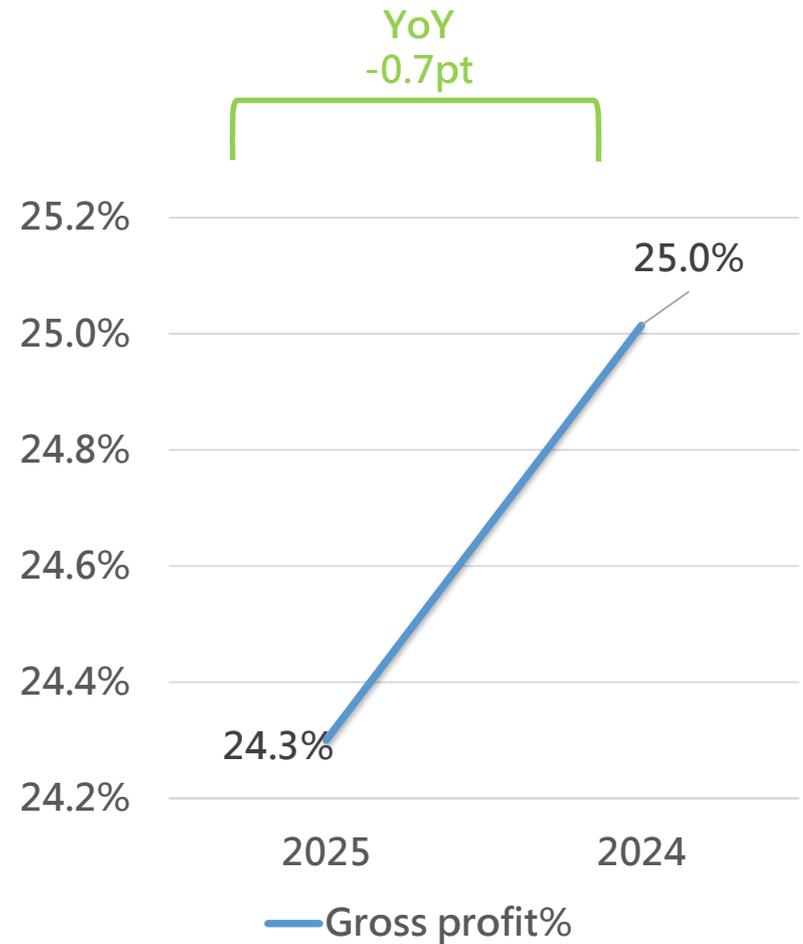
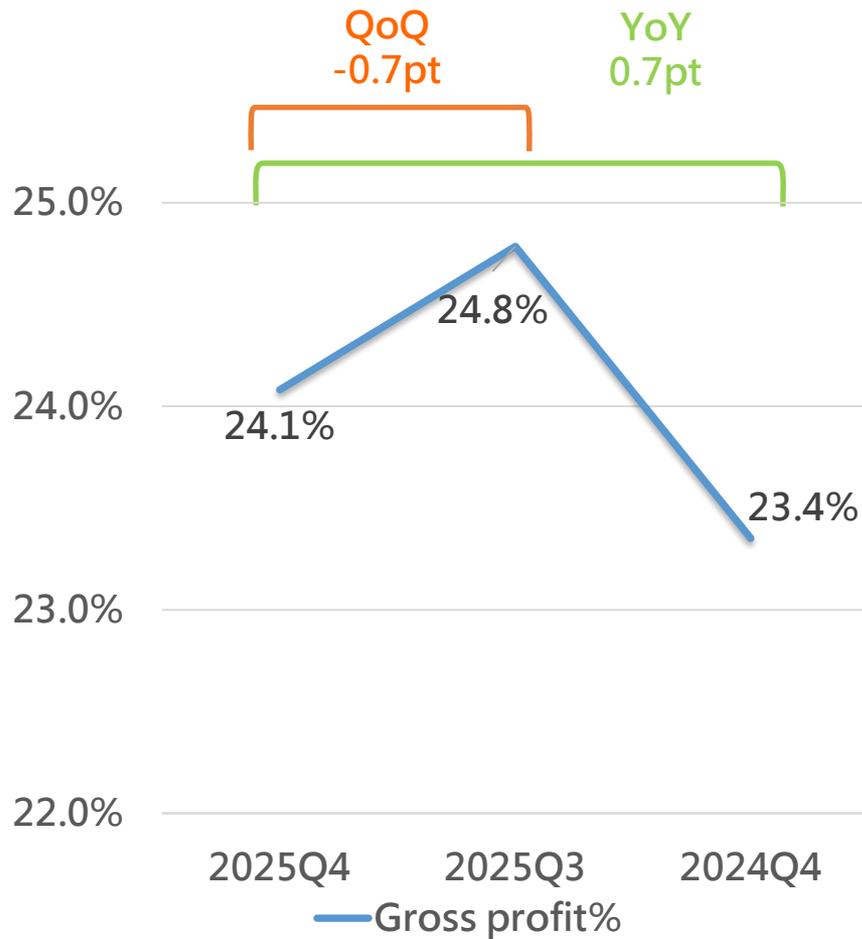
Note: China subsidiary's revenue of consolidated: 2025 1.87%; 2024 1.35%

Source: Market Observation Post System

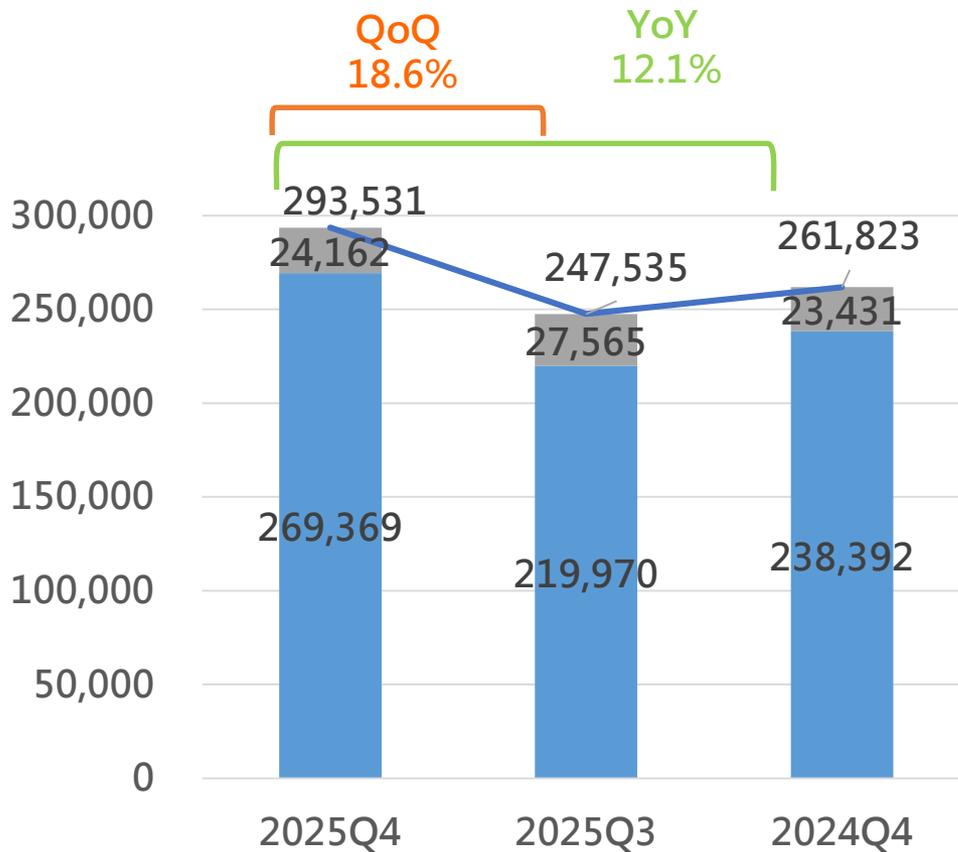
Consolidated Revenues



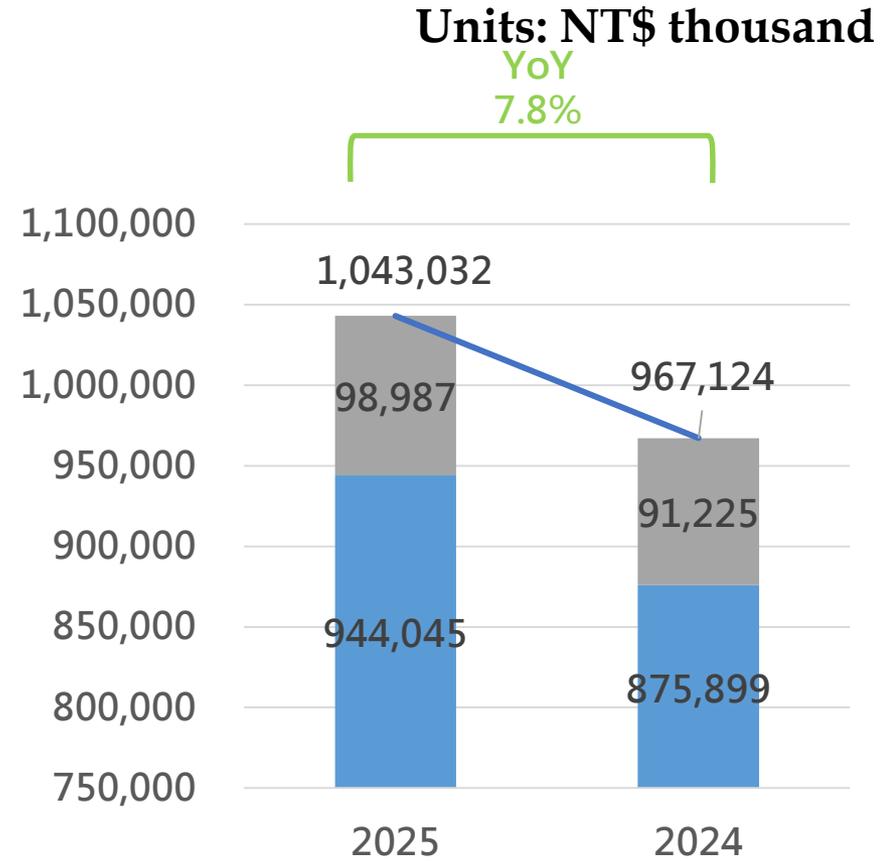
Consolidated Gross Profit



Consolidated Operating Expenses



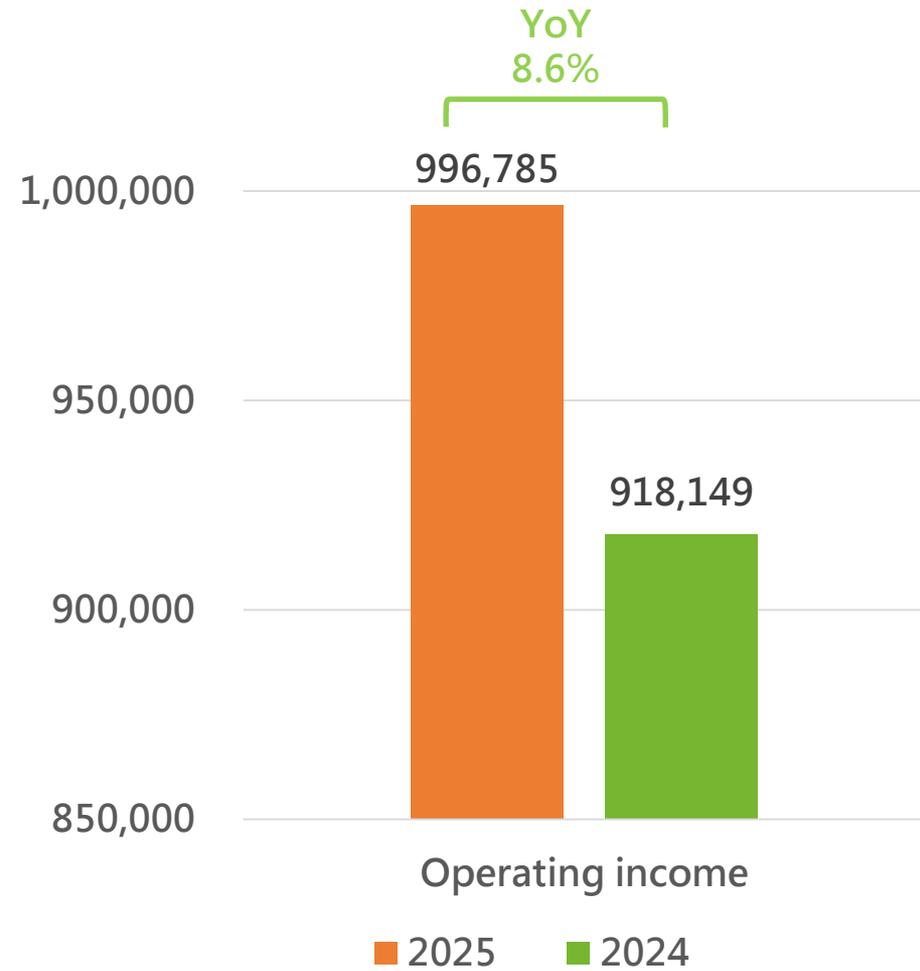
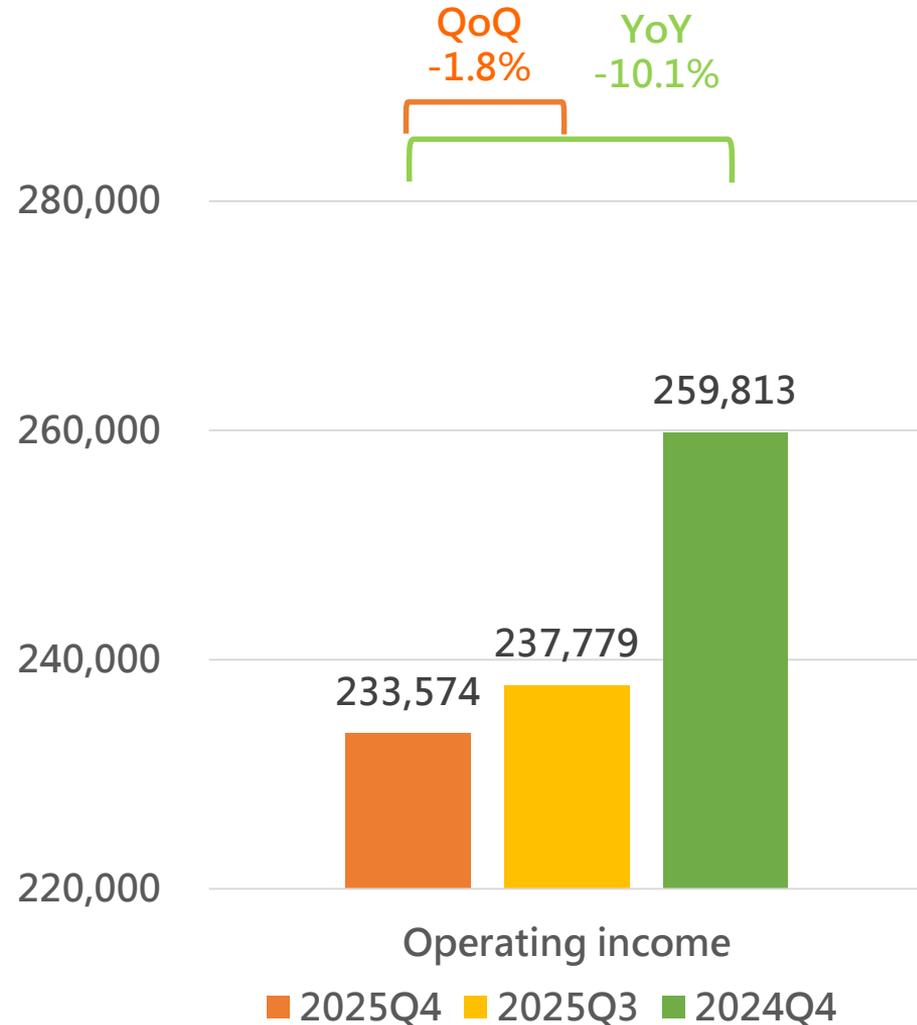
- Research and development expenses
- Administrative expenses
- Operating expenses



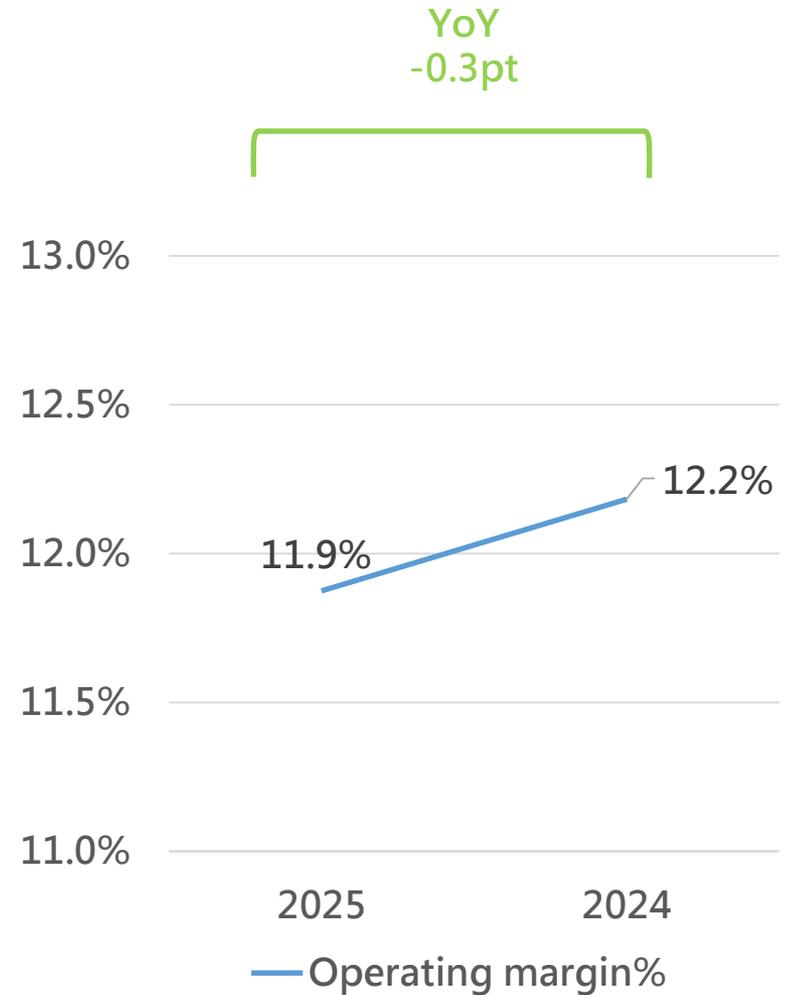
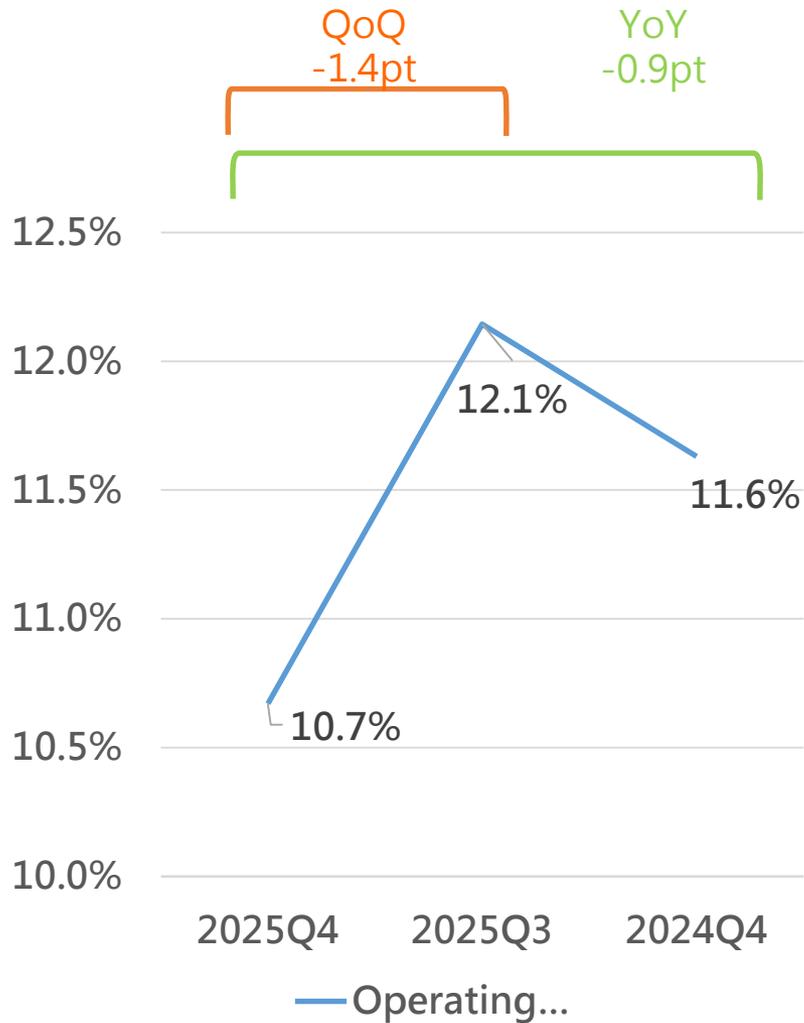
- Research and development expenses
- Administrative expenses
- Operating expenses

Consolidated Operating Income

Units: NT\$ thousand

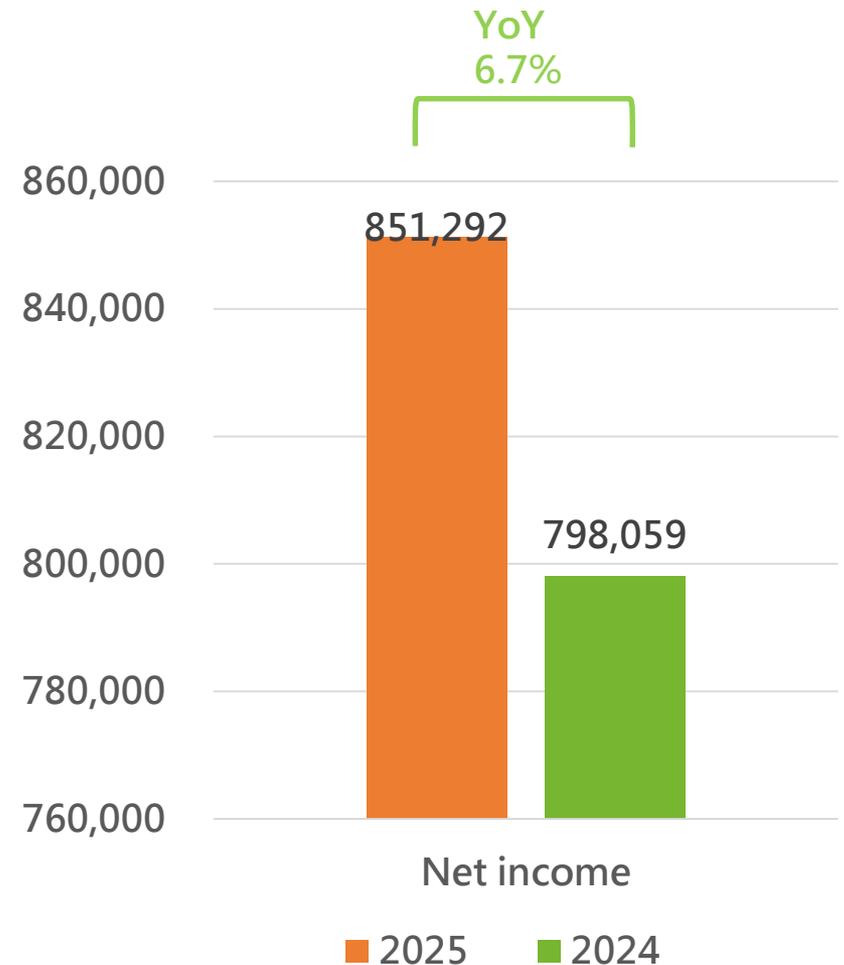
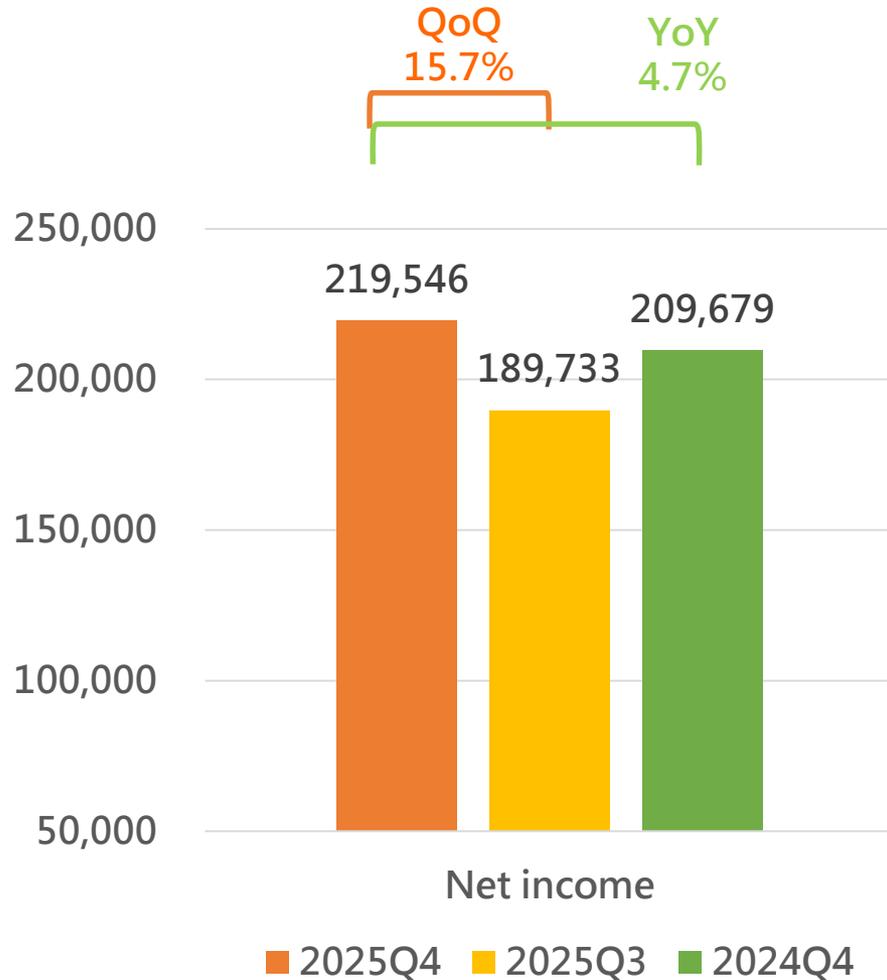


Consolidated Operating Margin

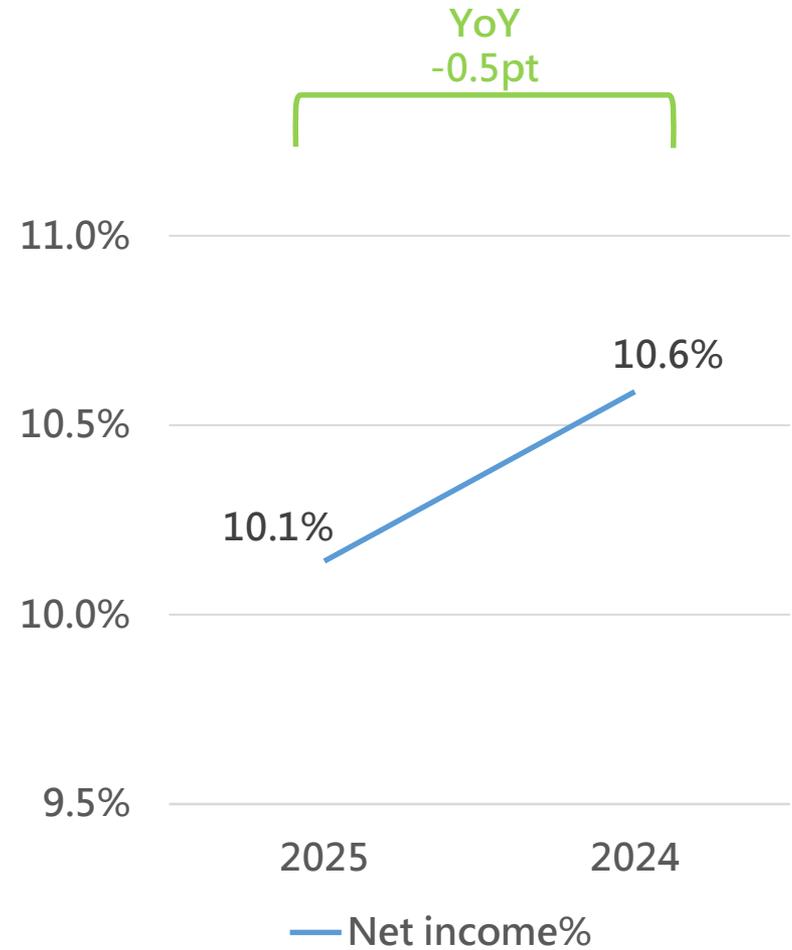
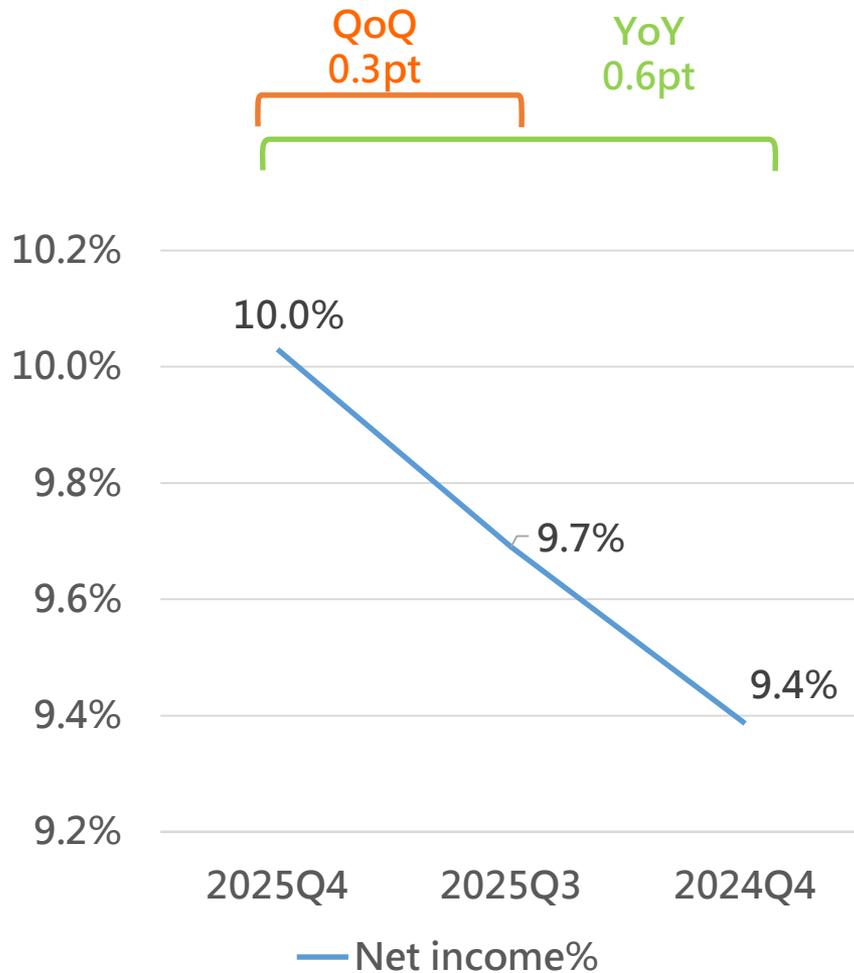


Consolidated Net Income

Units: NT\$ thousand

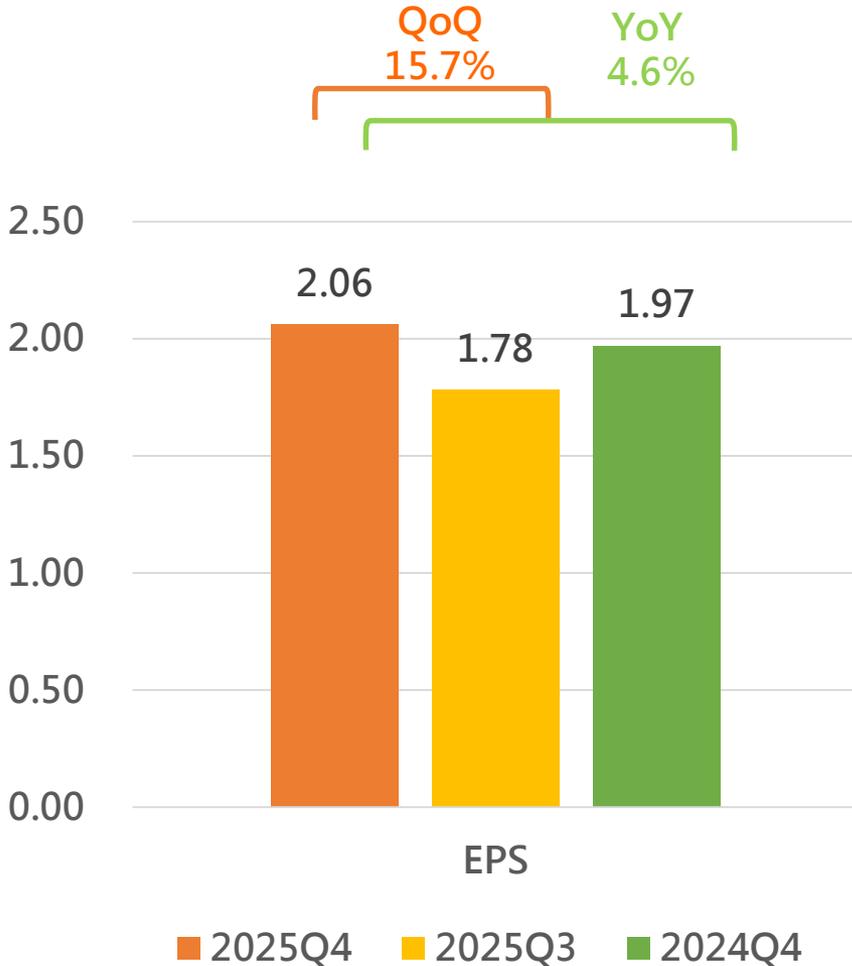


Consolidated Net Income Margin



Consolidated EPS

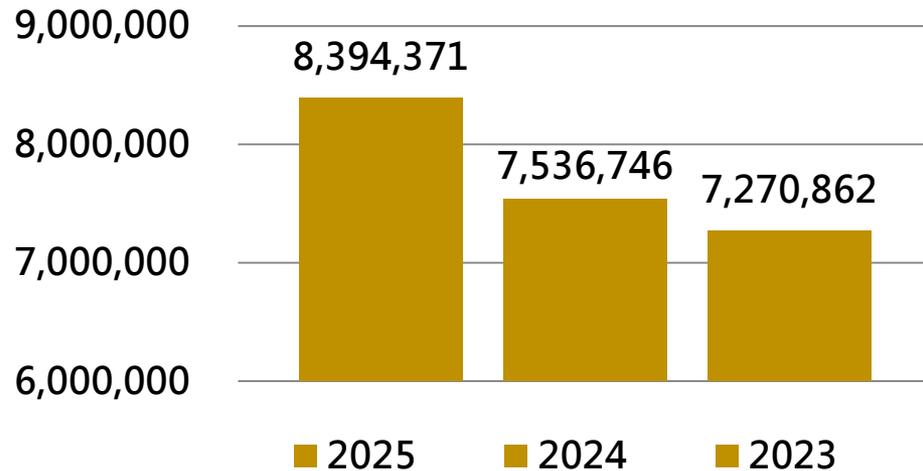
Units: NT\$



Sales Revenue & Net Income

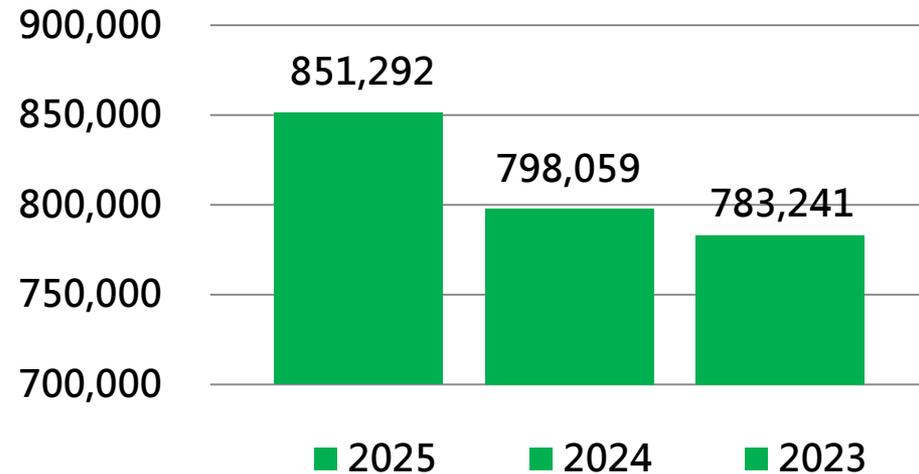
Units: NT\$ thousand

Sales Revenue



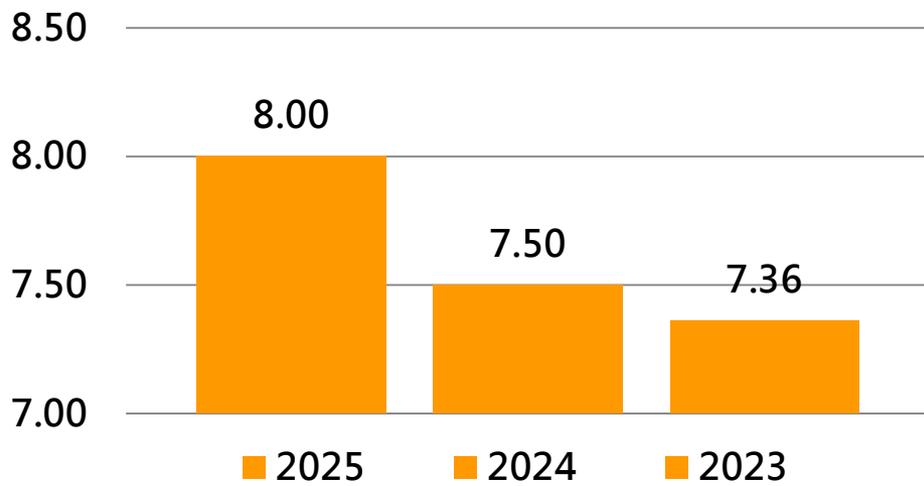
Units: NT\$ thousand

Net Income



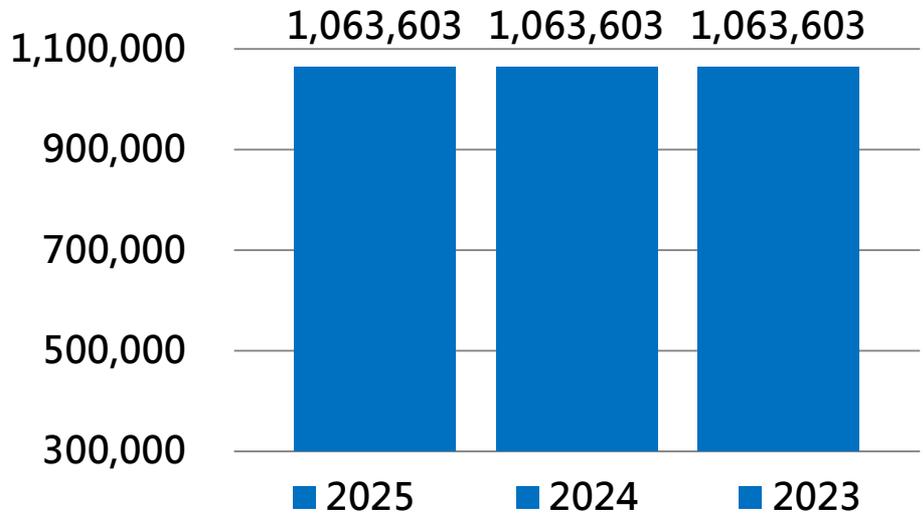
EPS & Capital

EPS Units: NT\$



Units: NT\$ thousand

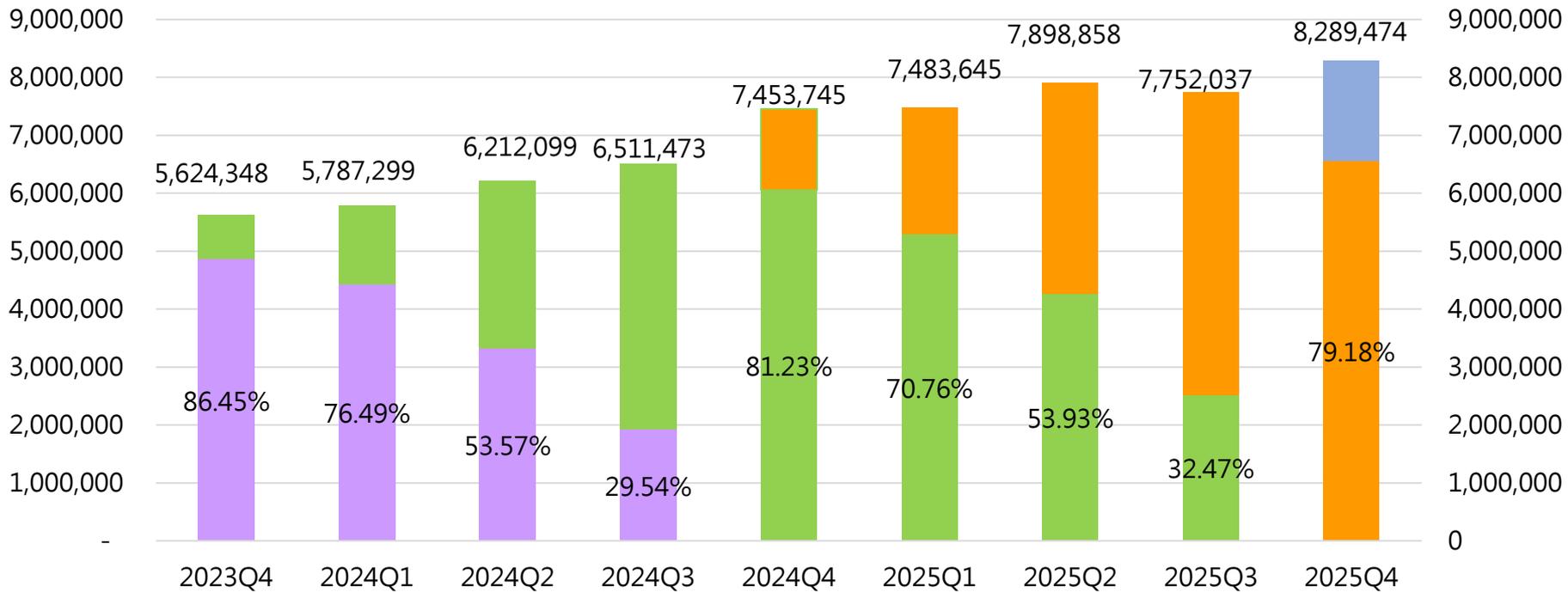
Capital



Year	2025	2024	2023
ROE	24.46%	23.78%	24.49%

Allocation of transaction price into unfulfilled contractual obligations

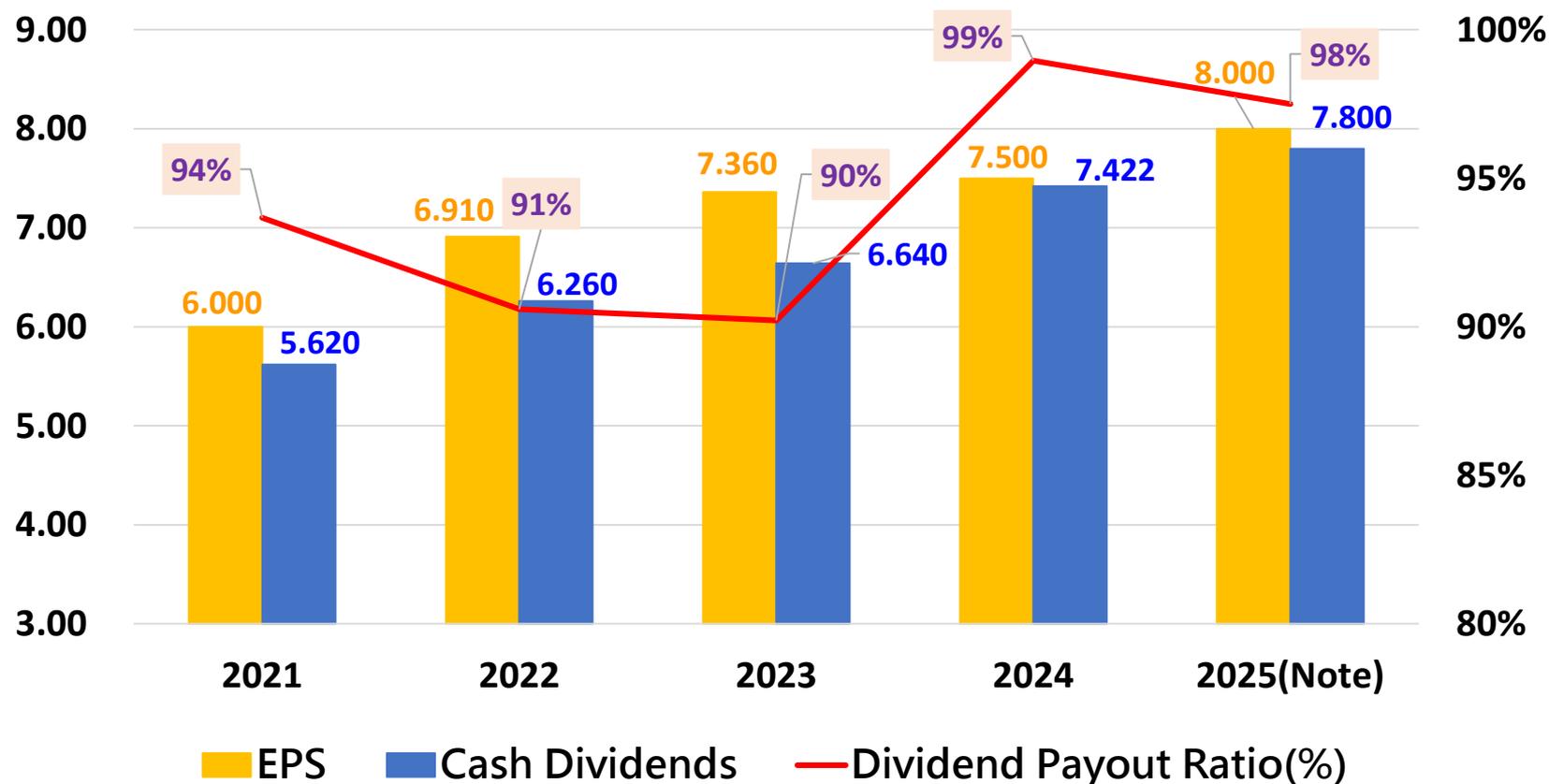
Units: NT\$ thousand



	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4	2025Q1	2025Q2	2025Q3	2025Q4
Allocation of transaction price into unfulfilled contractual obligations	5,624,348	5,787,299	6,212,099	6,511,473	7,453,745	7,483,645	7,898,858	7,752,037	8,289,474
Estimated Fulfill Ratio of 2024/2025/2026	86.45%	76.49%	53.57%	29.54%	81.23%	70.76%	53.93%	32.47%	79.18%
Estimated Fulfill Amount of 2024/2025/2026	4,862,249	4,426,705	3,327,821	1,923,489	6,054,677	5,295,427	4,259,854	2,517,086	6,563,606
Estimated Fulfill Amount After 2025/2026/2027	762,099	1,360,594	2,884,278	4,587,984	1,399,068	2,188,218	3,639,004	5,234,951	1,725,868

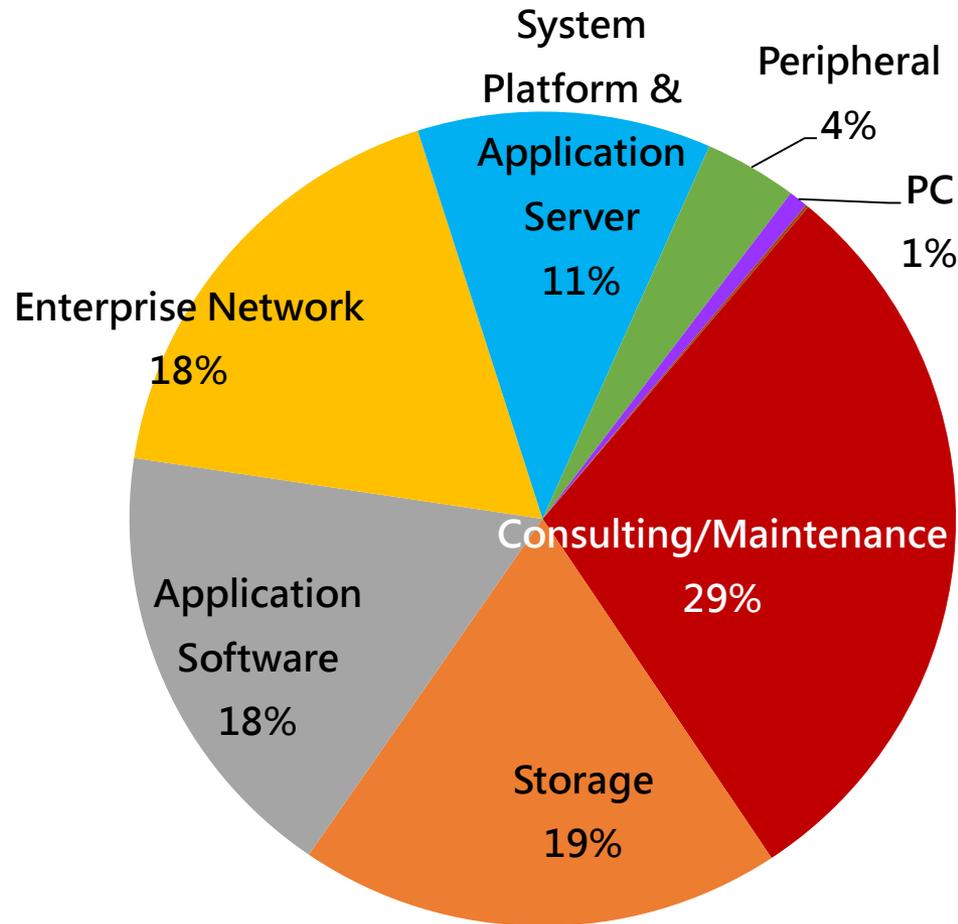
EPS & Dividend Payout Ratio in Recent Years

Units : NT\$



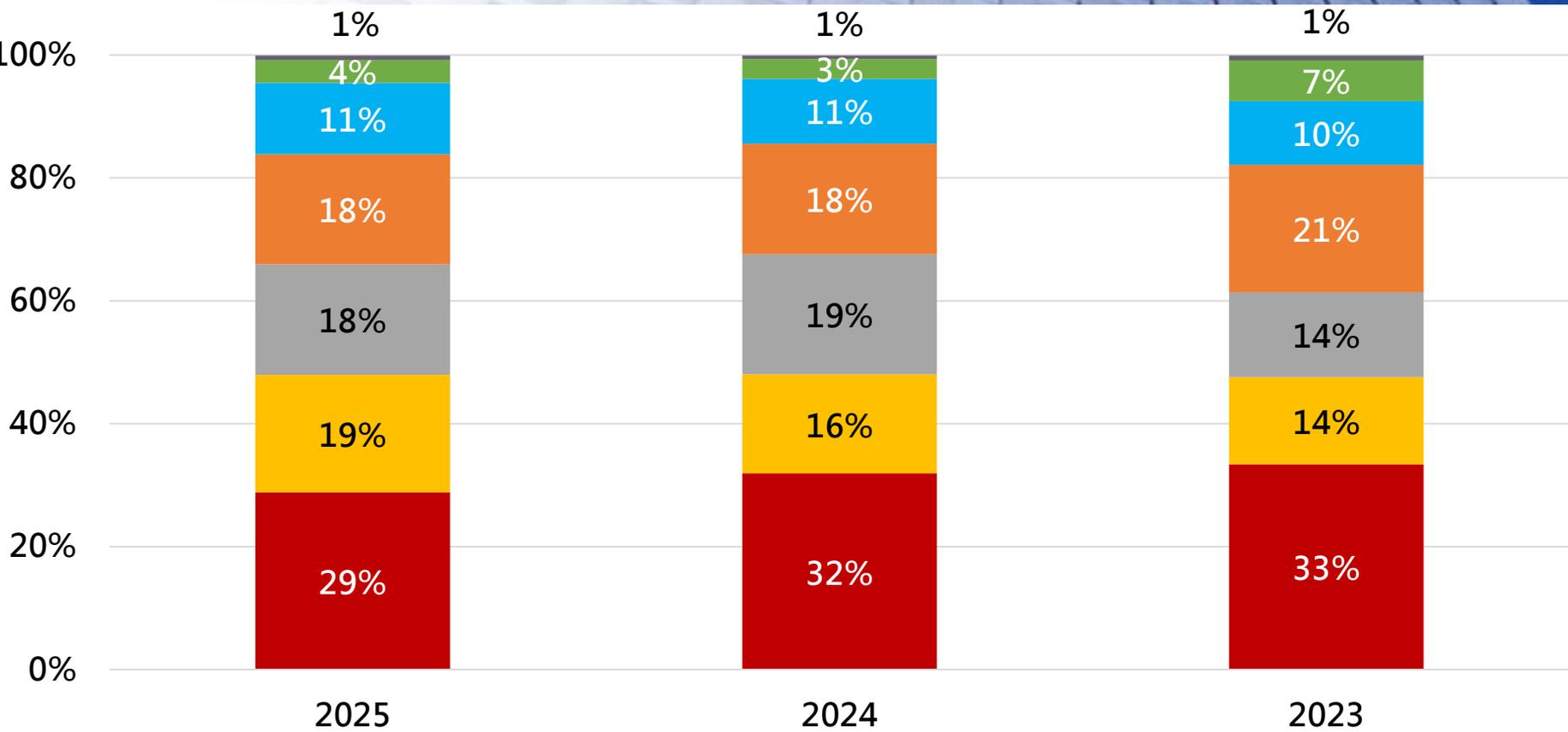
Note: 2025 Cash Dividends Distribution Plan approved by STI BOD on Feb. 26, 2026

2025 Sales Revenues by Product Type



Revenue: NT\$8.394 billion

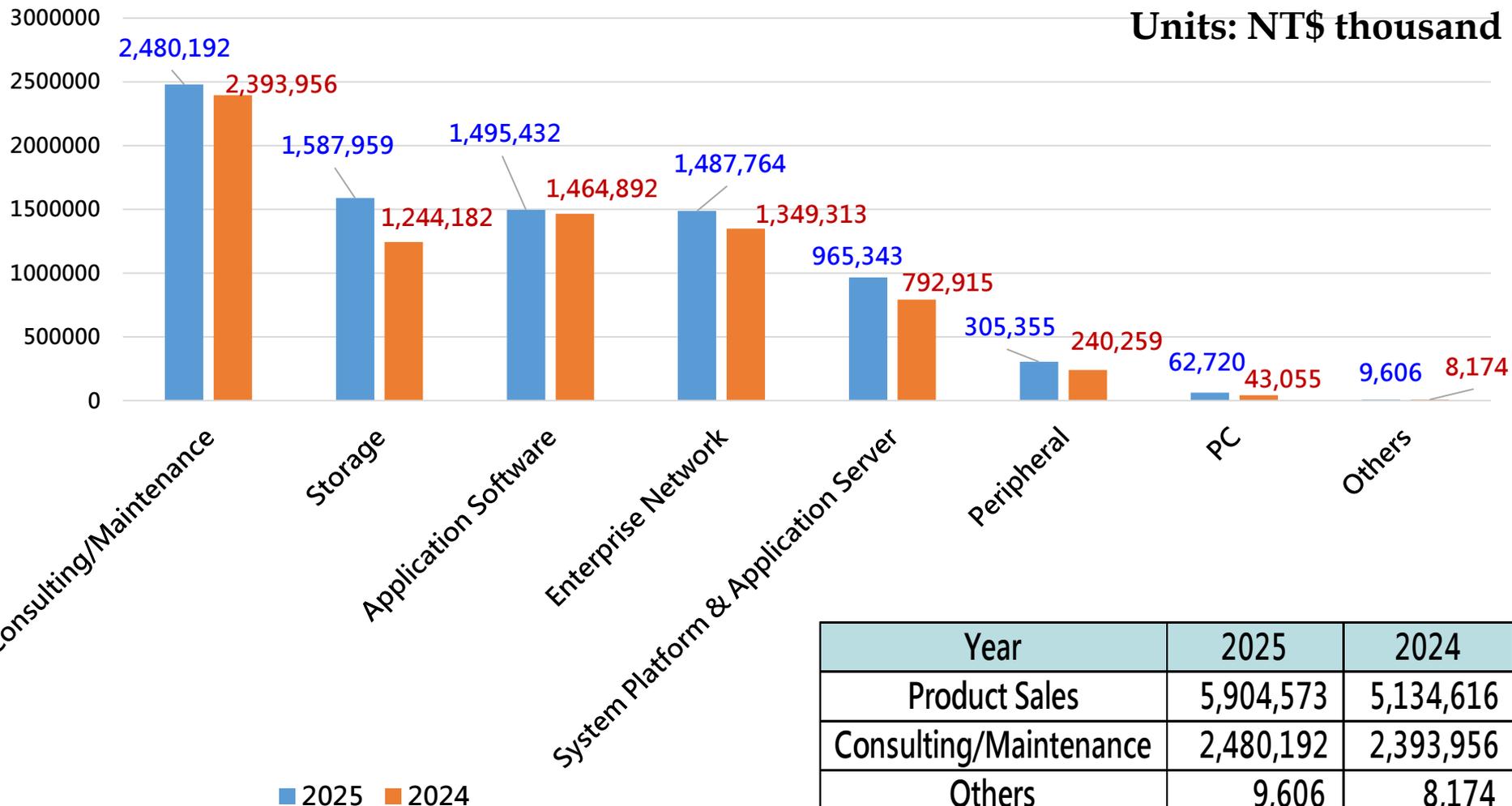
Comparison of Sales Revenues by Product Type



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

Compare Sales Revenues by Product Type

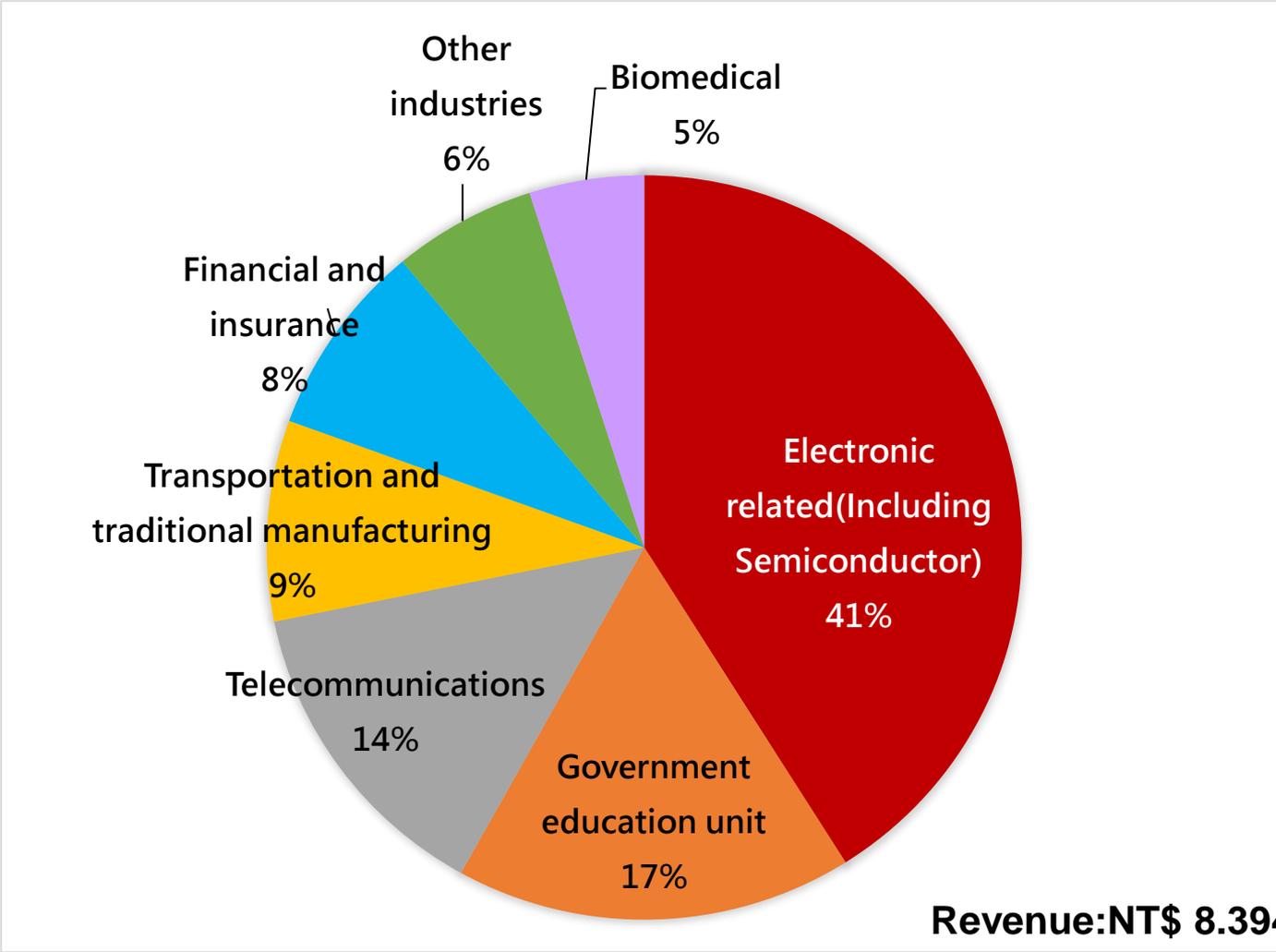
Units: NT\$ thousand



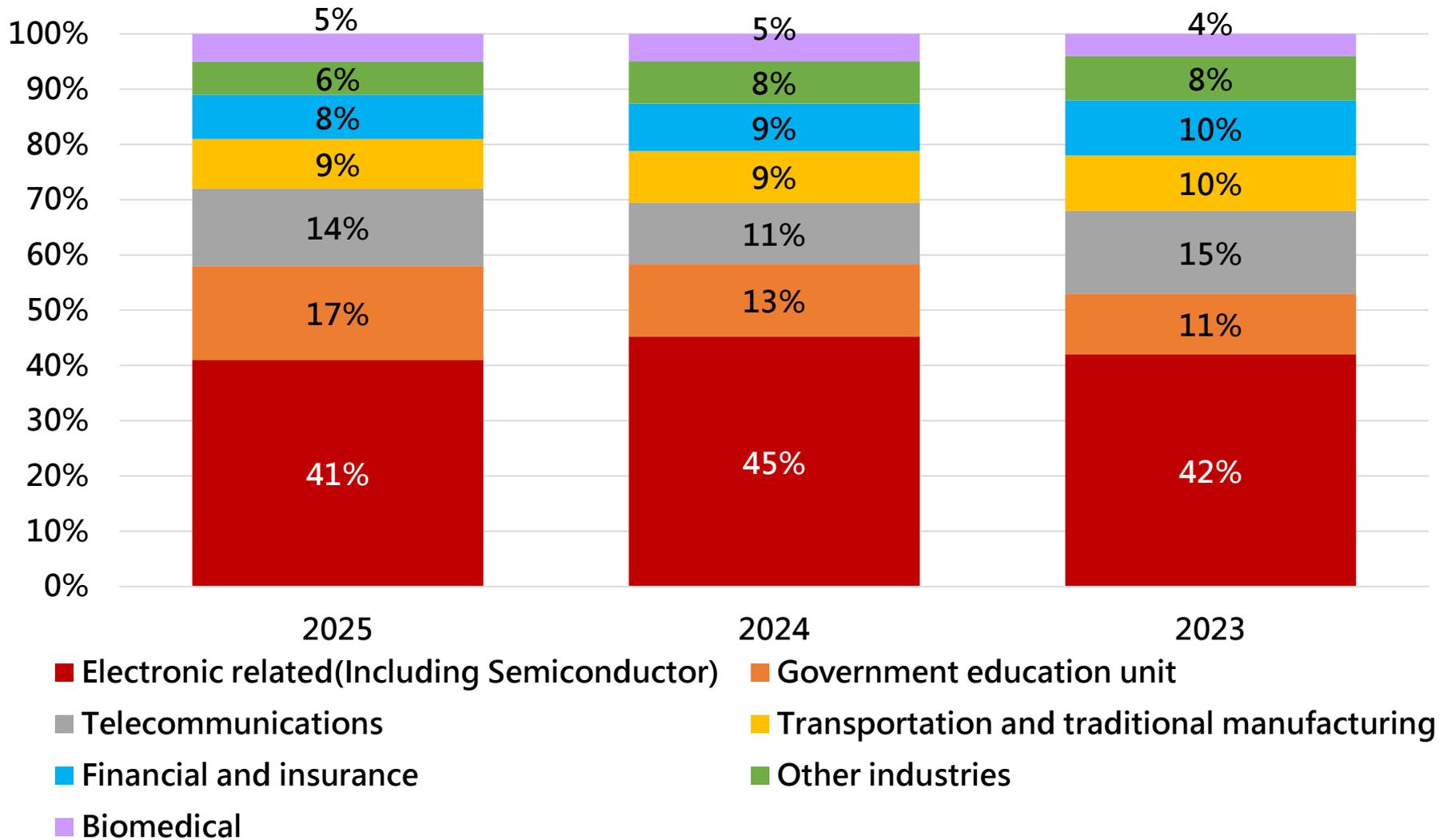
Revenue: NT\$ 8.394 billion Revenue: NT\$ 7.537 billion

Year	2025	2024
Product Sales	5,904,573	5,134,616
Consulting/Maintenance	2,480,192	2,393,956
Others	9,606	8,174
Total Amount	8,394,371	7,536,746

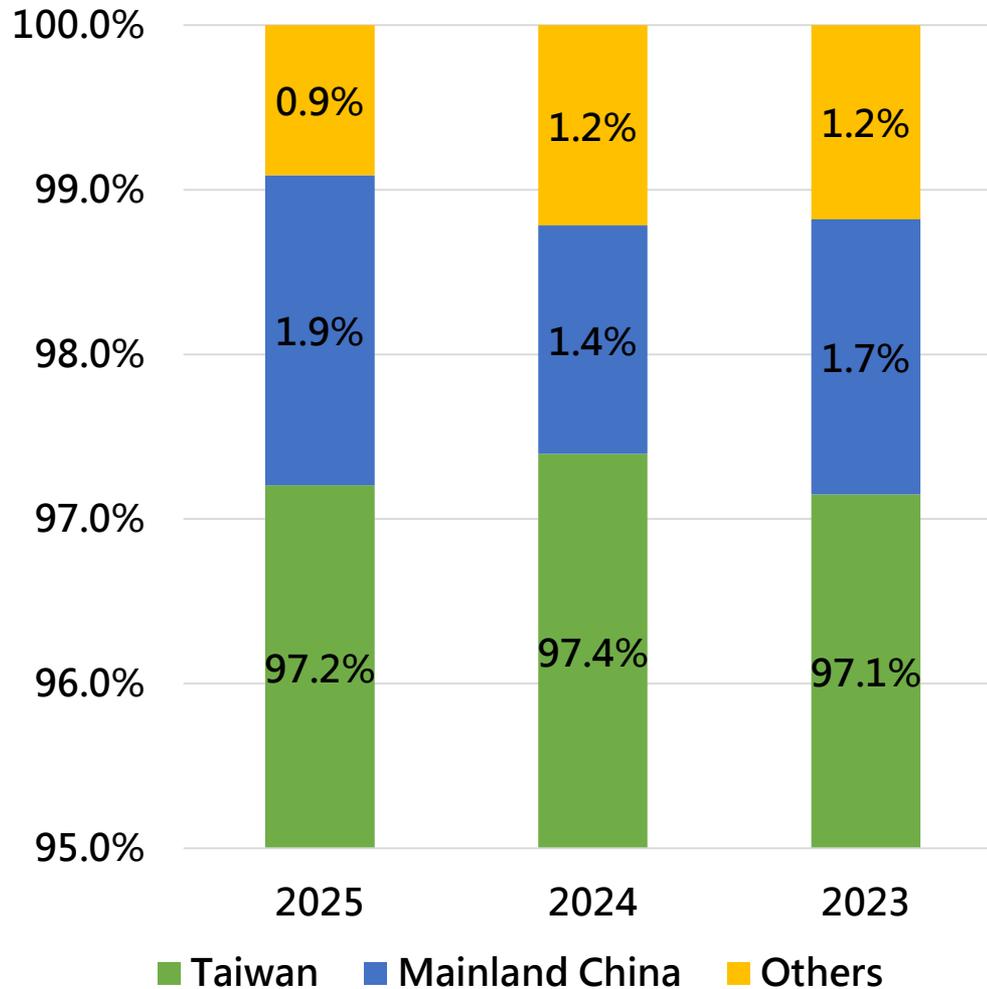
2025 Sales Revenues by Industry



Comparison of Sales Revenues by Industry

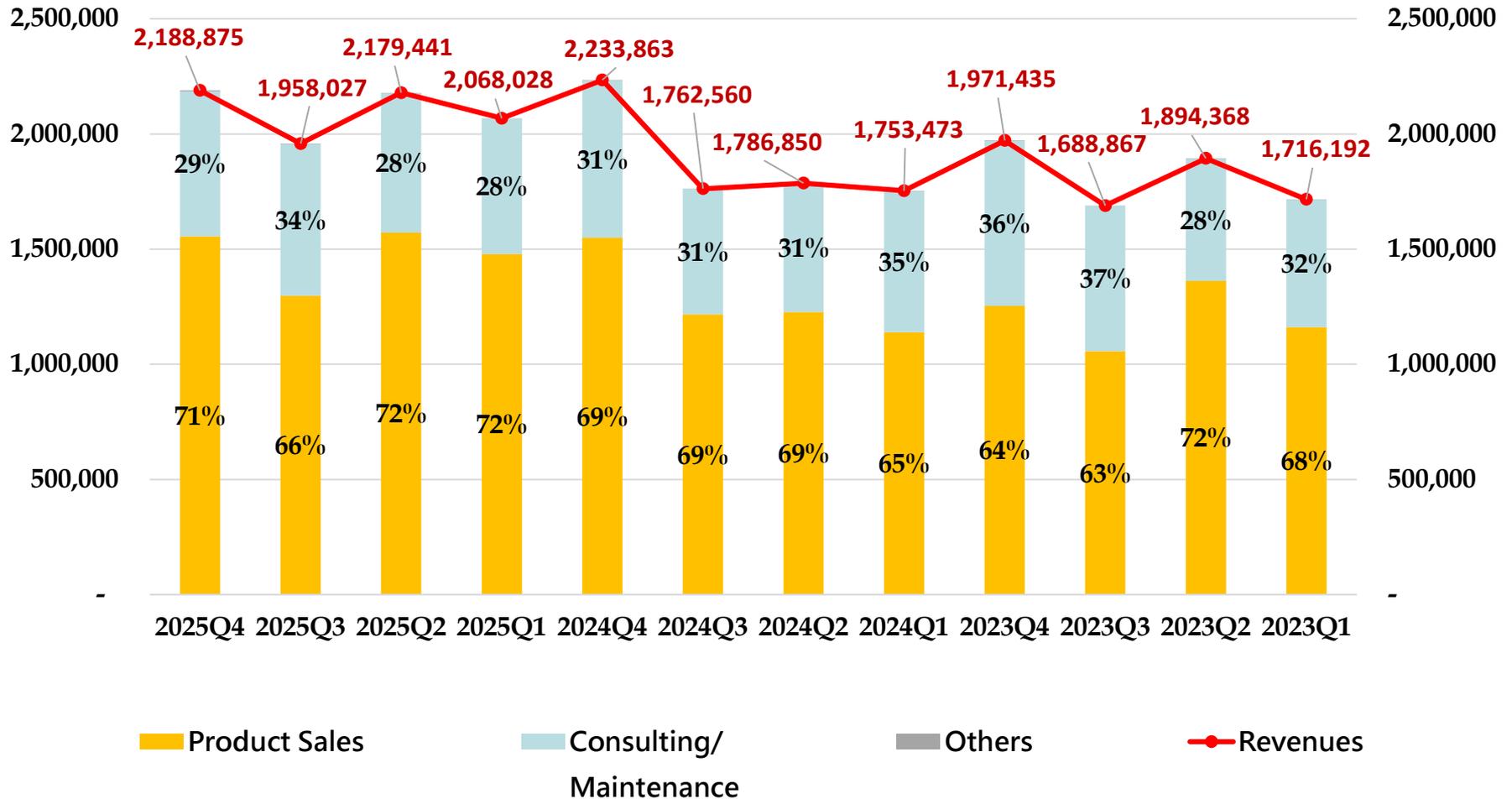


Comparison of Sales Revenues by Region



Quarterly Revenue Status in the Past 3 yrs.

Units: NT\$ thousand





Q & A
Thank you!!