# Stark Technology Inc.

2017 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 2000
- 490+ Employees
- The largest domestic system integrator in Taiwan
- One of Taiwan's top 500 service enterprises company.
- Rated as Taiwan's top 6% 20% company over the 3<sup>rd</sup> Corporate Governance Evaluation
- 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

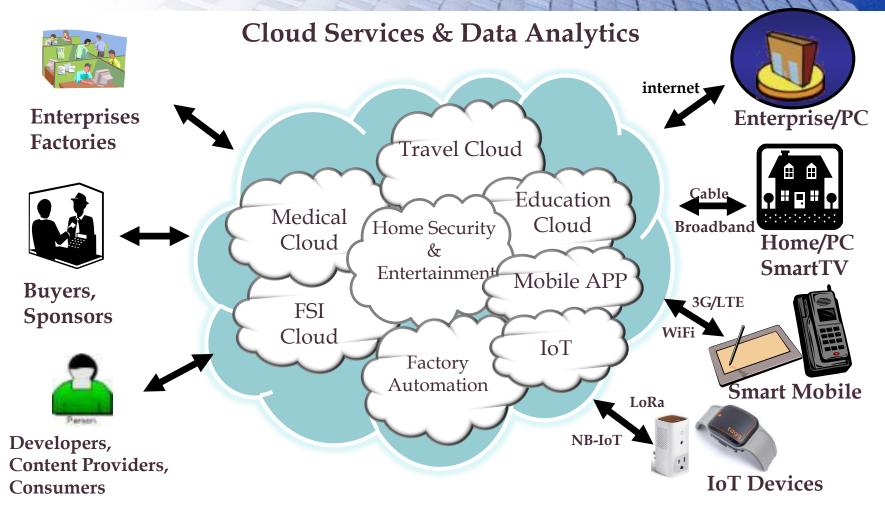
#### STI Service Network



# Sales Operation - by Industries

Sales BU	Focus Industry
BU1	IBM product line Sales & Marketing and middle Taiwan Area.
BU2	High Tech manufacturing industry. Defense, Military. And South Taiwan Area
BU6	Financial Services: Banking, financial markets, insurance. And East Taiwan Area Public: Government, Healthcare, Life Sciences, Education.
BU8	Private Telecommunications, Media and Entertainment, Energy and utilities.
BU9	Public Telecommunications.

#### We've been worked and working on:

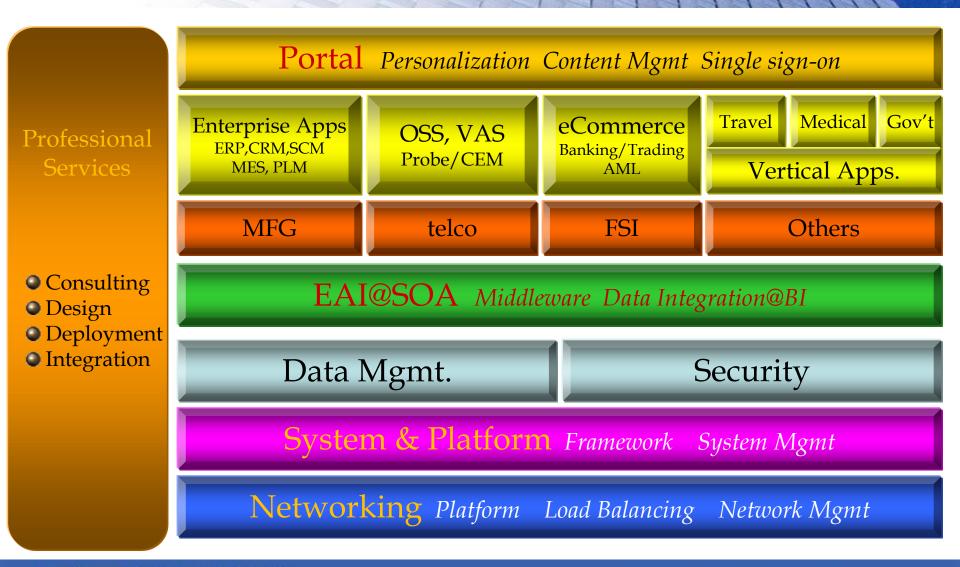


Inter-connect: Telecomm · Broadcast/Cable · Internet

Multi-Screens: PC \ NB/Pad \ Smartphone \ SmartTV

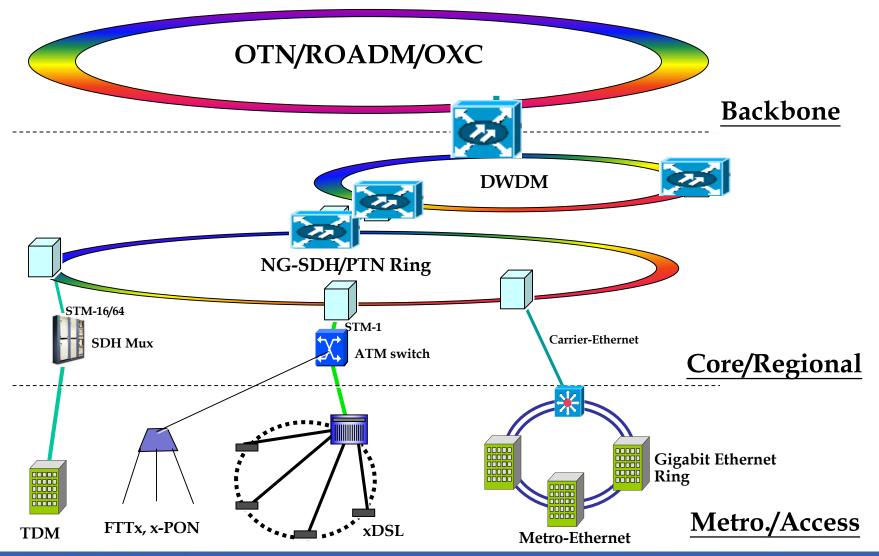


# Information Technologies



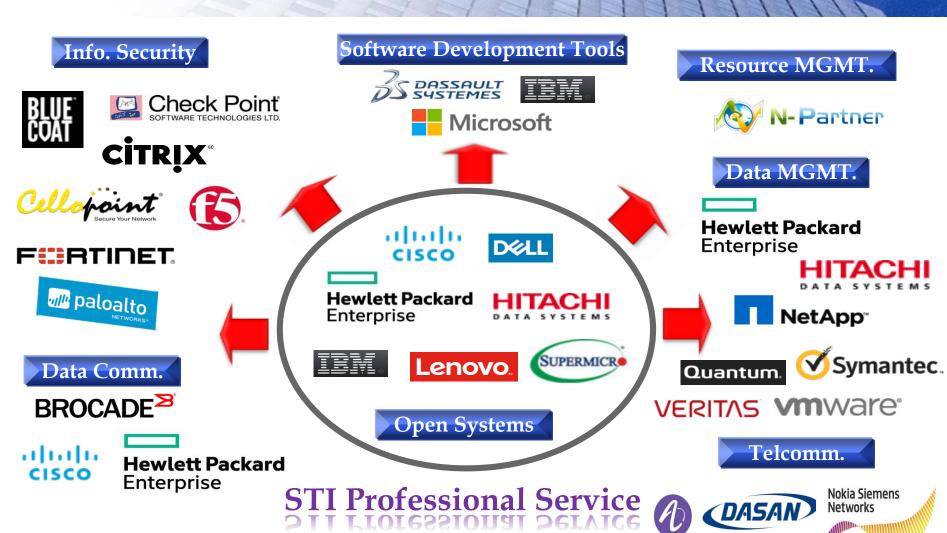


## **Tel-Communication Technologies**





## Products & Solutions





## Balance Sheet Overview (Consolidated)

#### **Units:NT\$** thousand

	2017/9/30		2016/9/30		2015/9/30	
	AMT	%	AMT	%	AMT	%
Cash and cash equivalents	1,280,314	31%	1,653,273	36%	657,839	16%
Accounts receivable	1,220,432	30%	1,329,861	29%	2,091,388	52%
Inventories	599,350	15%	753,234	16%	389,460	10%
Property,Plant and equipment	450,690	11%	372,468	8%	385,026	10%
Total Assets	4,128,385	100%	4,646,974	100%	4,058,772	100%
Current Liabilities	1,638,692	40%	1,937,168	42%	1,344,308	33%
Equity	2,454,749	59%	2,682,241	58%	2,690,886	66%

**Source: Market Observation Post System** 

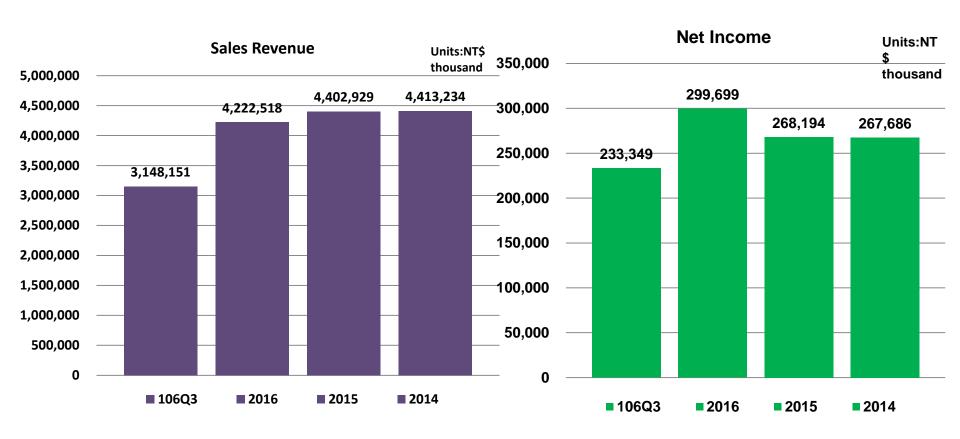
### Income Statements Overview (Consolidated)

#### **Units:NT\$** thousand

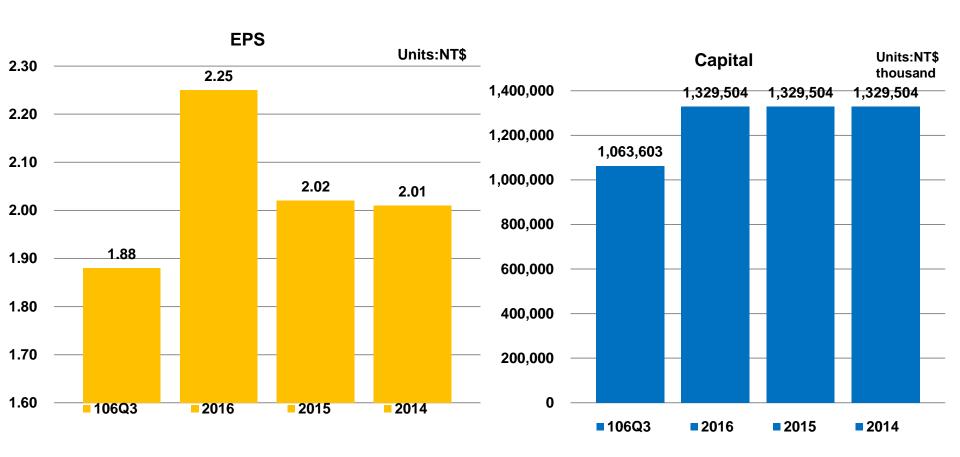
	2017/9/30	C	2016/9/30	C	2015/9/30		0
Item	AMT	%	AMT	%	YOY	AMT	%
Revenues	3,148,151	1	2,981,489	100%	6%	3,379,412	100%
Gross profit	795,477	0.25	798,212	27%	0%	838,123	25%
Operating expense	540,808	0.17	552,481	19%	-2%	621,680	19%
Operating income	254,669	0.08	245,731	8%	4%	216,443	6%
Other income	20,716	0.01	26,119	1%	-21%	21,909	1%
Pre-tax income	275,385	0.09	271,850	9%	1%	238,352	7%
Net income	233,349	0.07	232,801	8%	0%	195,703	6%
EPS(NT\$)	1.88		1.75	-		1.47	

**Source: Market Observation Post System** 

#### Sales Revenue & Net Income



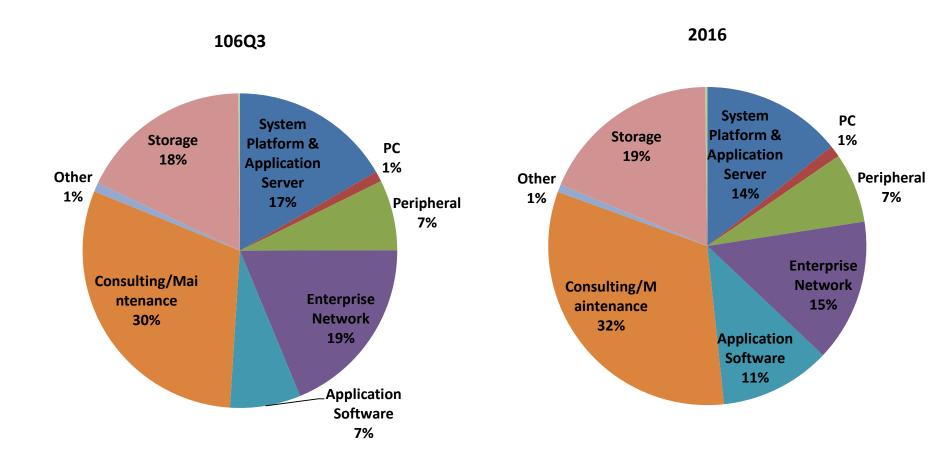
### **EPS & Capital**



Record date of the capital reduction:2017/07/01,ratio:20%, common shares after the capital reduction:1,063,603



#### Sales Revenues by Type



Revenue:31.48billion

Revenue:42.23billion



