

Stark Technology Inc.

2019Q1 Investor Conference



Stark Technology Inc.

敦陽科技股份有限公司

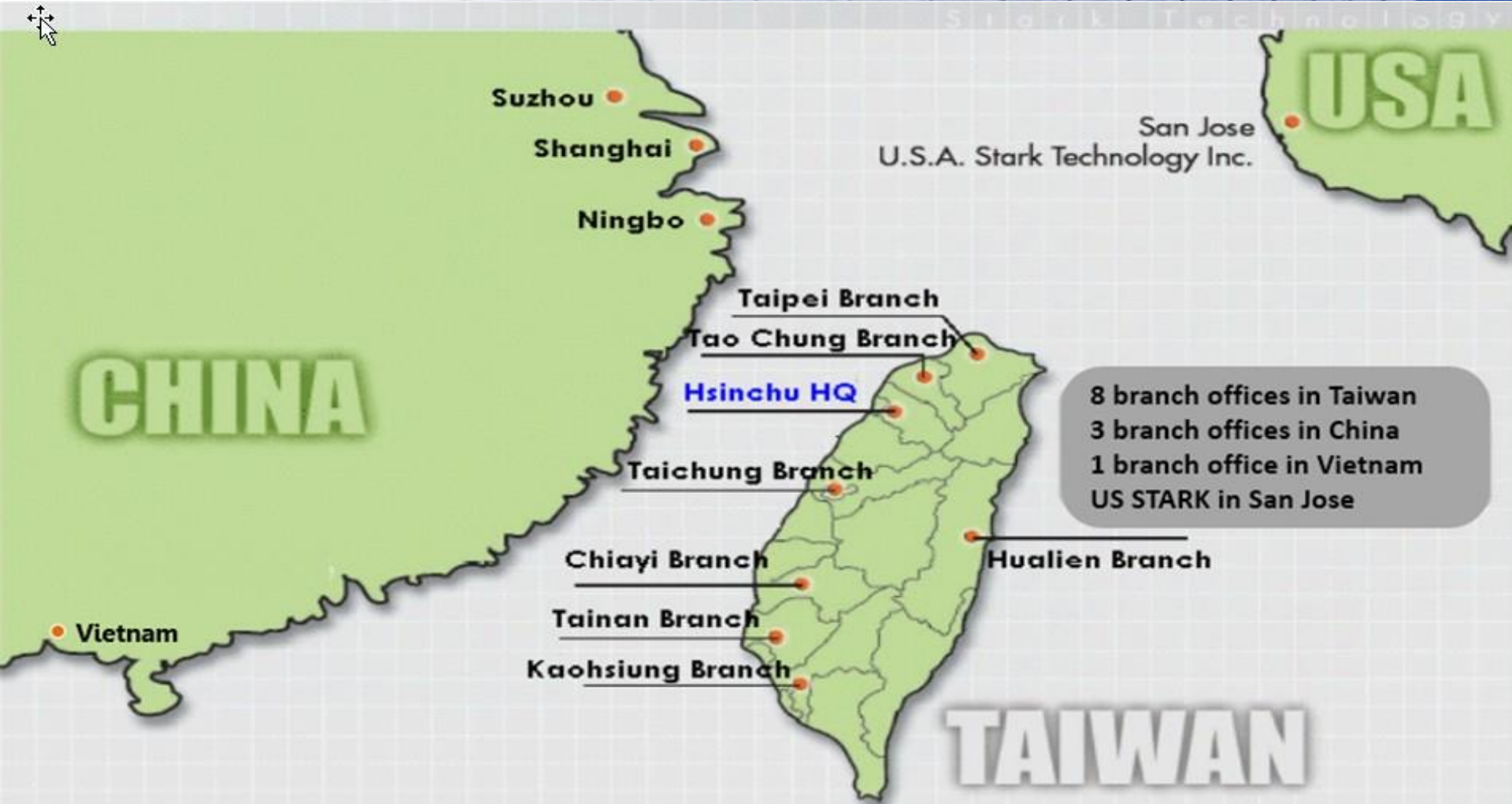
Safe Harbor Notice

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
- 478+ 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 5th 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



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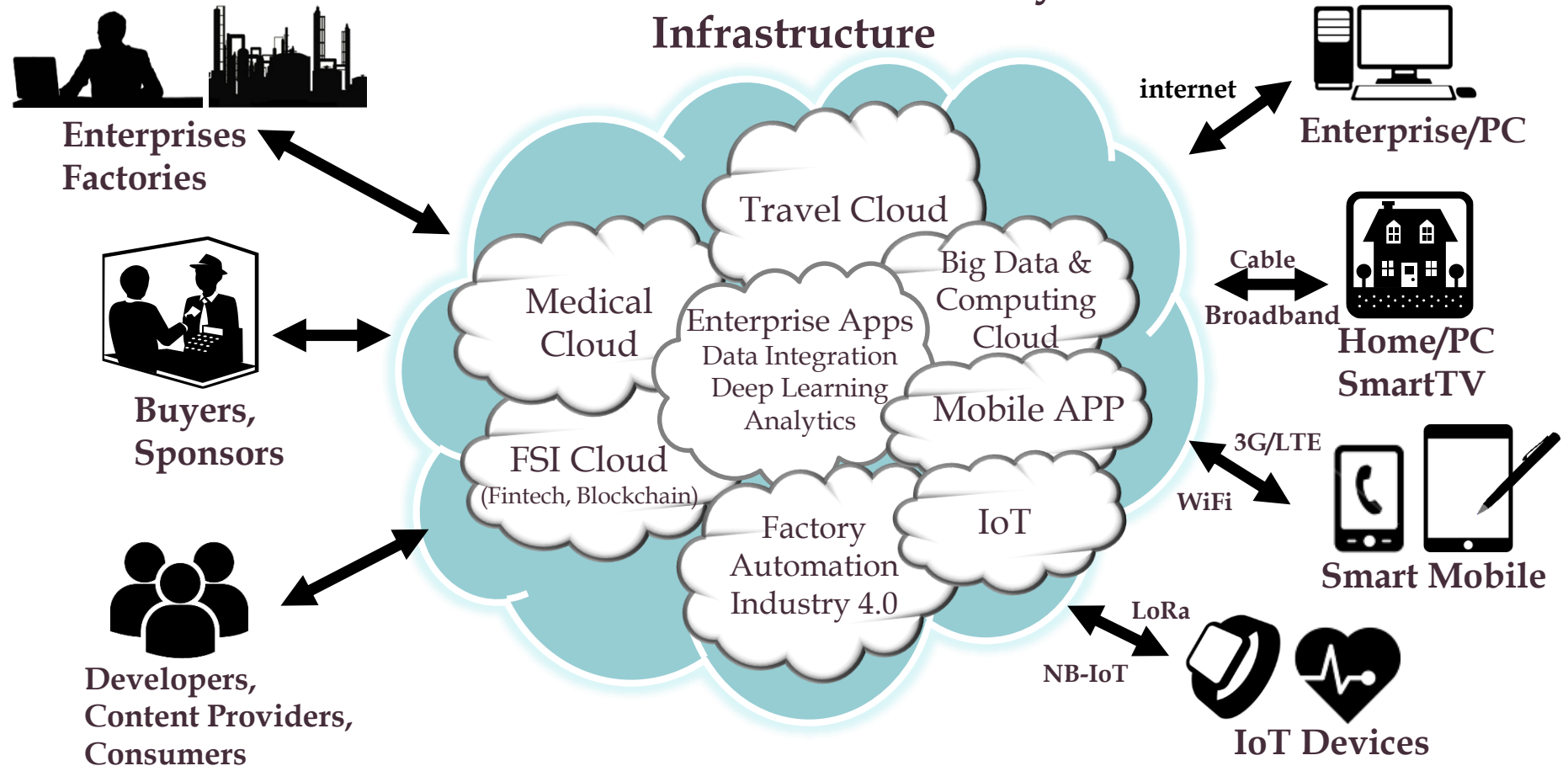
敦陽科技股份有限公司

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:

Cloud Services & Data Analytics Infrastructure



Inter-connect : Telecomm 、 Broadcast/Cable 、 Internet
Multi-Screens : PC 、 NB/Pad 、 Smartphone 、 SmartTV

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

Travel

Medical

Gov't

IoT
(Environmental Monitoring)

MFG

Telco

FSI

Vertical Apps.

EAI@SOA *Middleware Data Integration@BI*

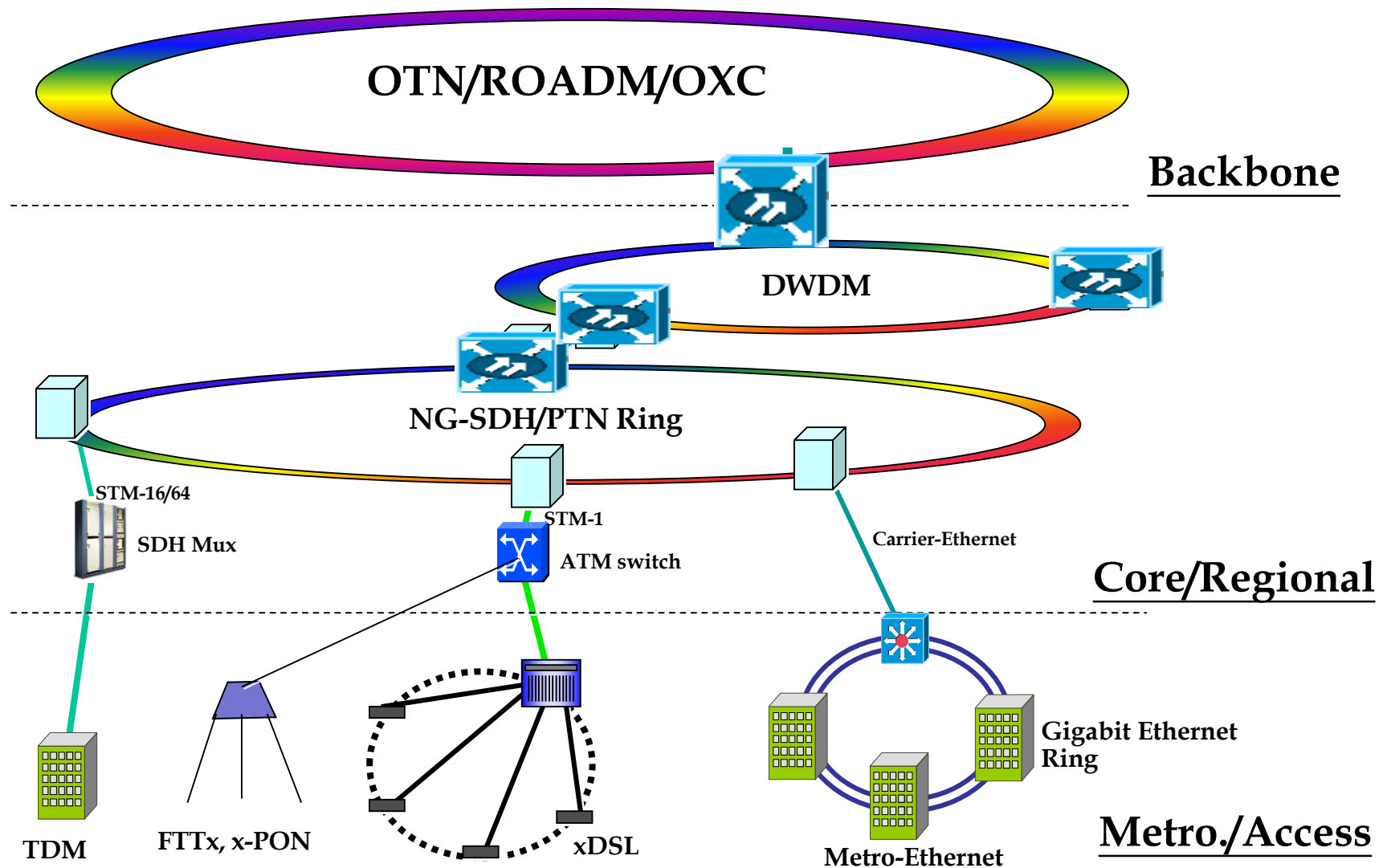
Data Mgmt.

Security

System & Platform Resource Mgmt (CPU/GPU/VM/Container/Bare Metal)

Networking Platform Load Balancing Network Mgmt

Tel-Communication Technologies



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Products & Solutions

Info. Security



CITRIX®



Cellopoint®
Secure Your Network

FORTINET®



Data Comm.



RUCKUS®

Software Development Tools



Resource MGMT.



N-Partner

Data MGMT.



HITACHI
Inspire the Next



VERITAS®

vmware®

Telcomm.



DASAN

Nokia Networks

FUJITSU

HITACHI
Inspire the Next

Hewlett Packard Enterprise



Open Systems

STI Professional Service
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Balance Sheet Overview (Consolidated)

Units:NT\$ thousand

	2019/3/31		2018/3/31		2017/3/31	
	AMT	%	AMT	%	AMT	%
Cash and cash equivalents	1,215,207	26%	1,491,763	34%	1,888,331	42%
Accounts receivable(including contract assets)	738,795	15%	925,917	22%	1,118,861	25%
Inventories	1,544,287	33%	844,790	19%	580,188	13%
Property,Plant and equipment	459,250	10%	460,462	11%	369,964	8%
Total Assets	4,734,654	100%	4,401,527	100%	4,491,551	100%
Current Liabilities	1,823,041	38%	1,707,830	39%	1,635,960	36%
Equity	2,809,772	59%	2,646,015	60%	2,821,424	63%

Source: Market Observation Post System

Note:The increase in inventory in 2019Q1 is due to the long period of construction of some large-scale projects.

Income Statements Overview (Consolidated)

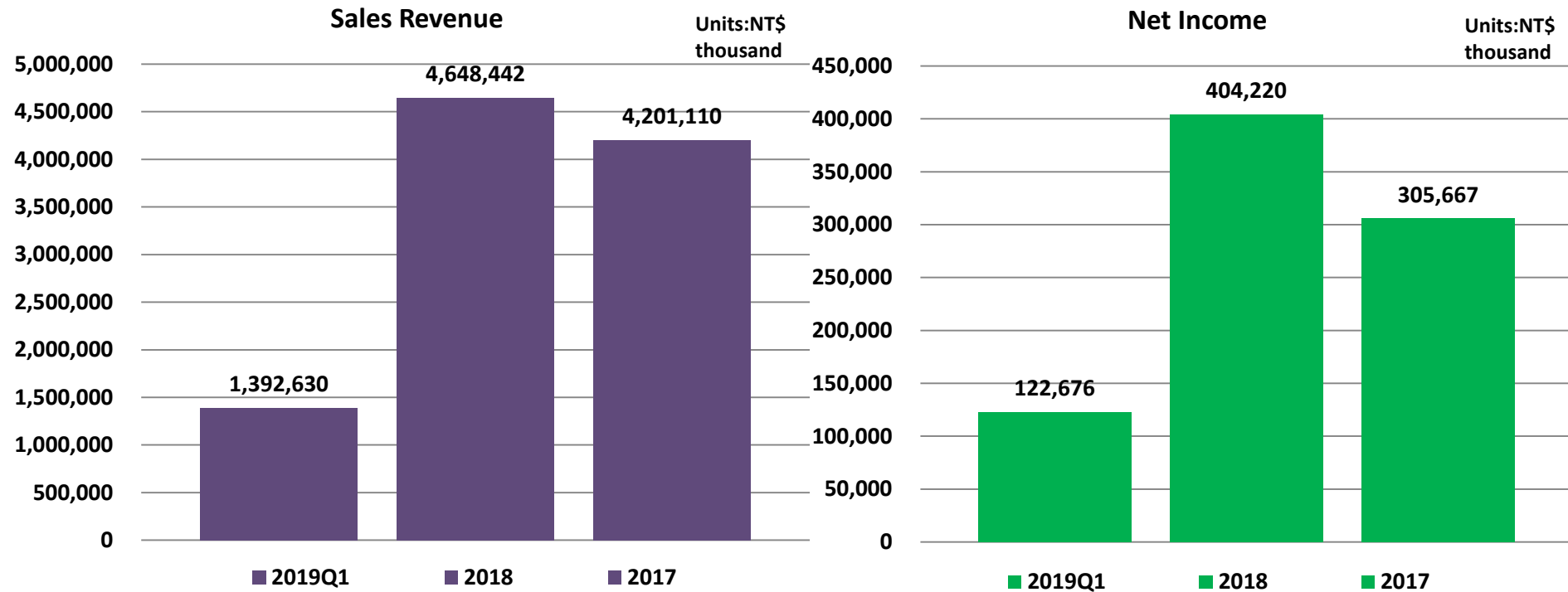
Units: NT\$ thousand

Item	2019/3/31		2018/3/31		YOY	2017/3/31	
	AMT	%	AMT	%		AMT	%
Revenues	1,392,630	100%	1,303,830	100%	7%	1,079,835	100%
Gross profit	360,821	26%	373,572	71%	-3%	253,531	23%
Operating expense	204,896	15%	224,834	17%	-9%	166,273	15%
Operating income	155,925	11%	148,738	12%	5%	87,258	8%
Other income	7,230	1%	3,427	0%	111%	-590	0%
Pre-tax income	163,155	12%	152,165	12%	7%	86,668	8%
Net income	122,676	9%	108,253	8%	13%	73,667	7%
EPS(NT\$)	1.15		1.02			0.55	

Source: Market Observation Post System

Note:2019Q1 revenue and increased by 88,800K from the last quarter, mainly due to the increase in Application Software and Enterprise Network; EPS was NT\$1.15

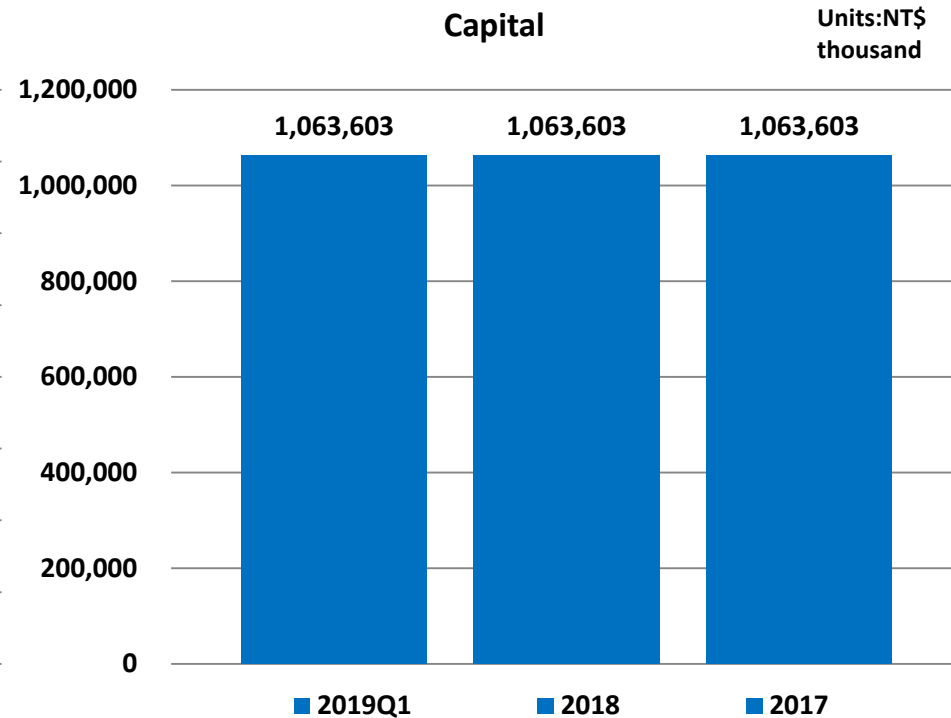
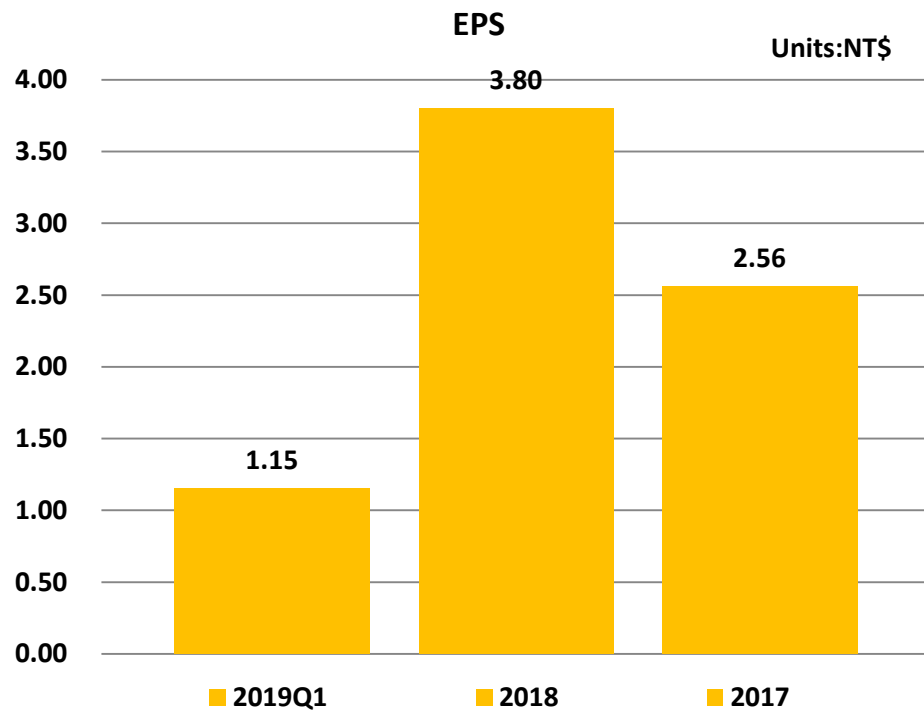
Sales Revenue & Net Income



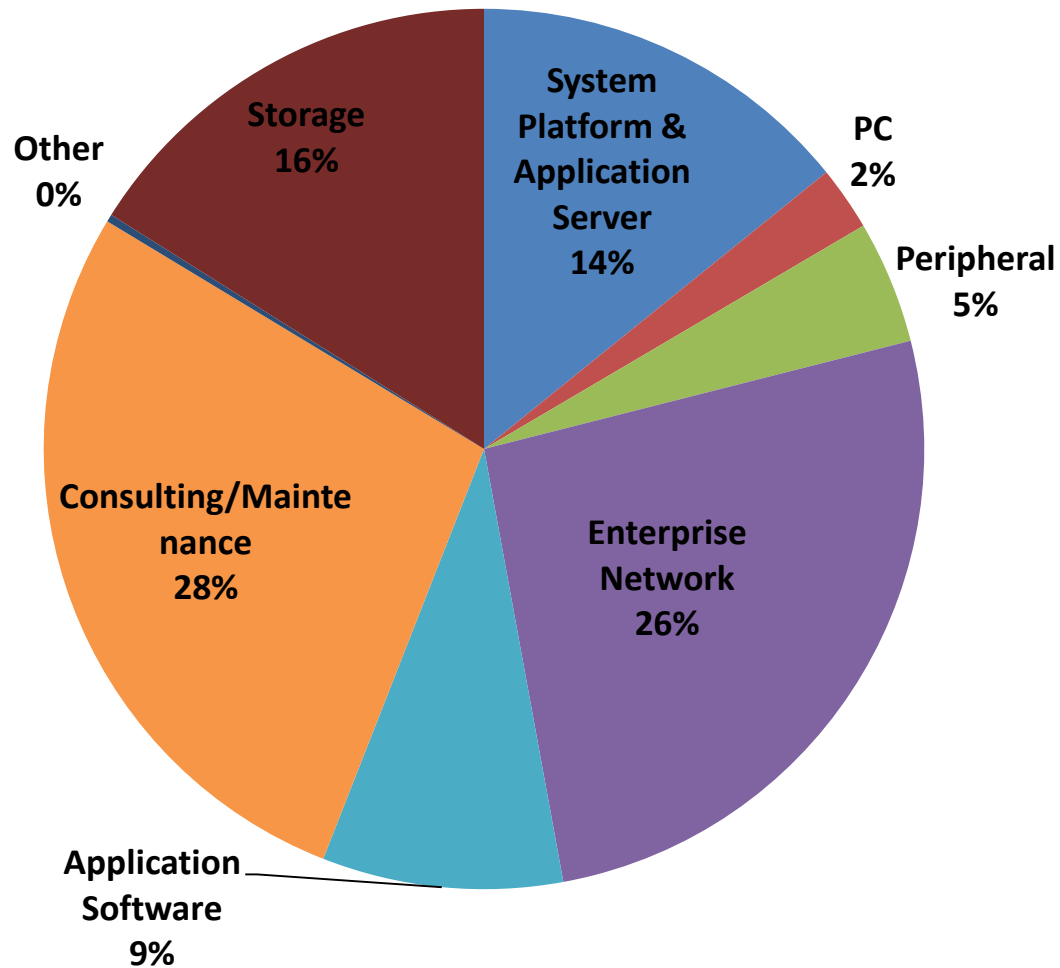
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EPS & Capital



2019Q1 Sales Revenues by Type



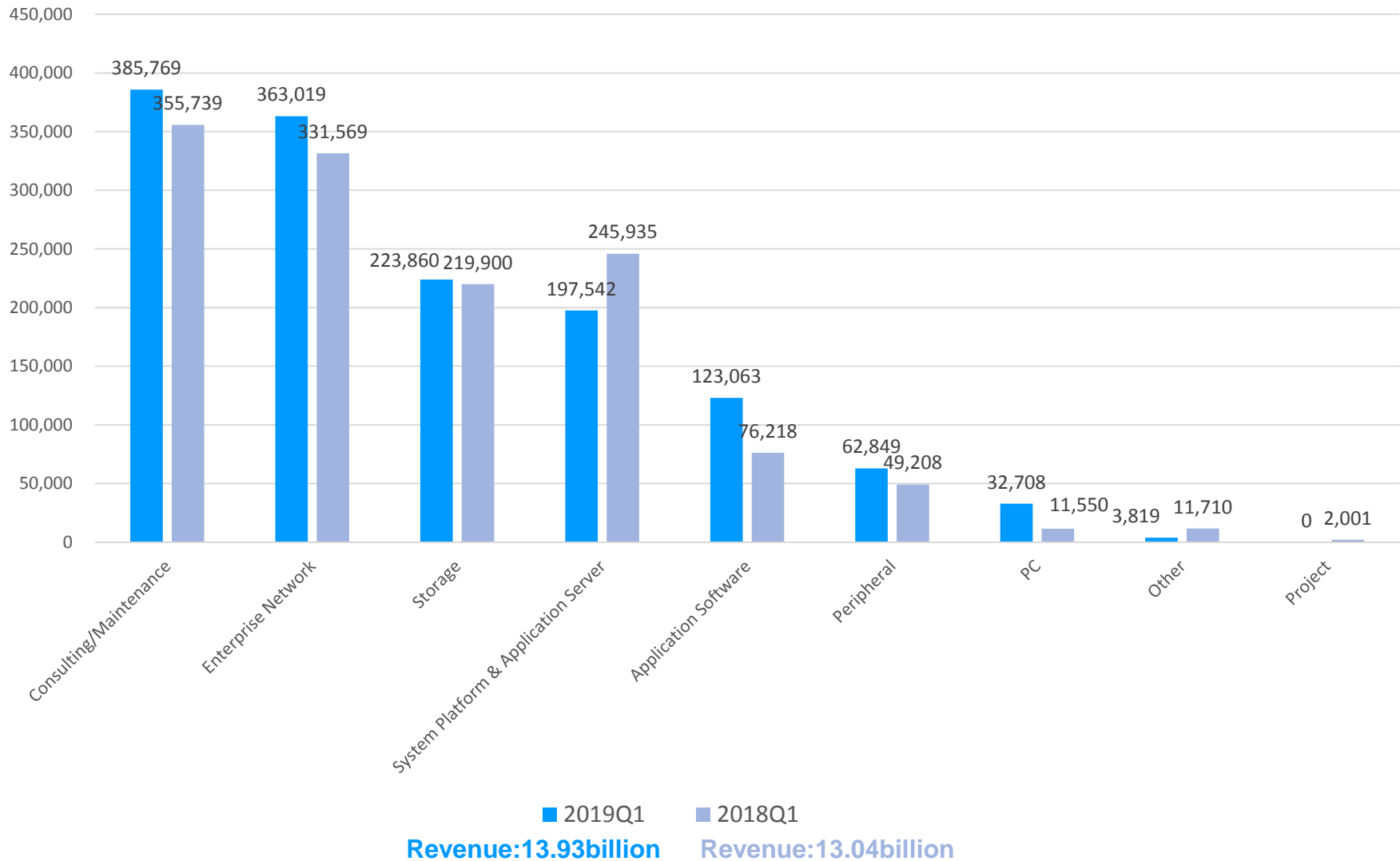
Revenue:13.93billion



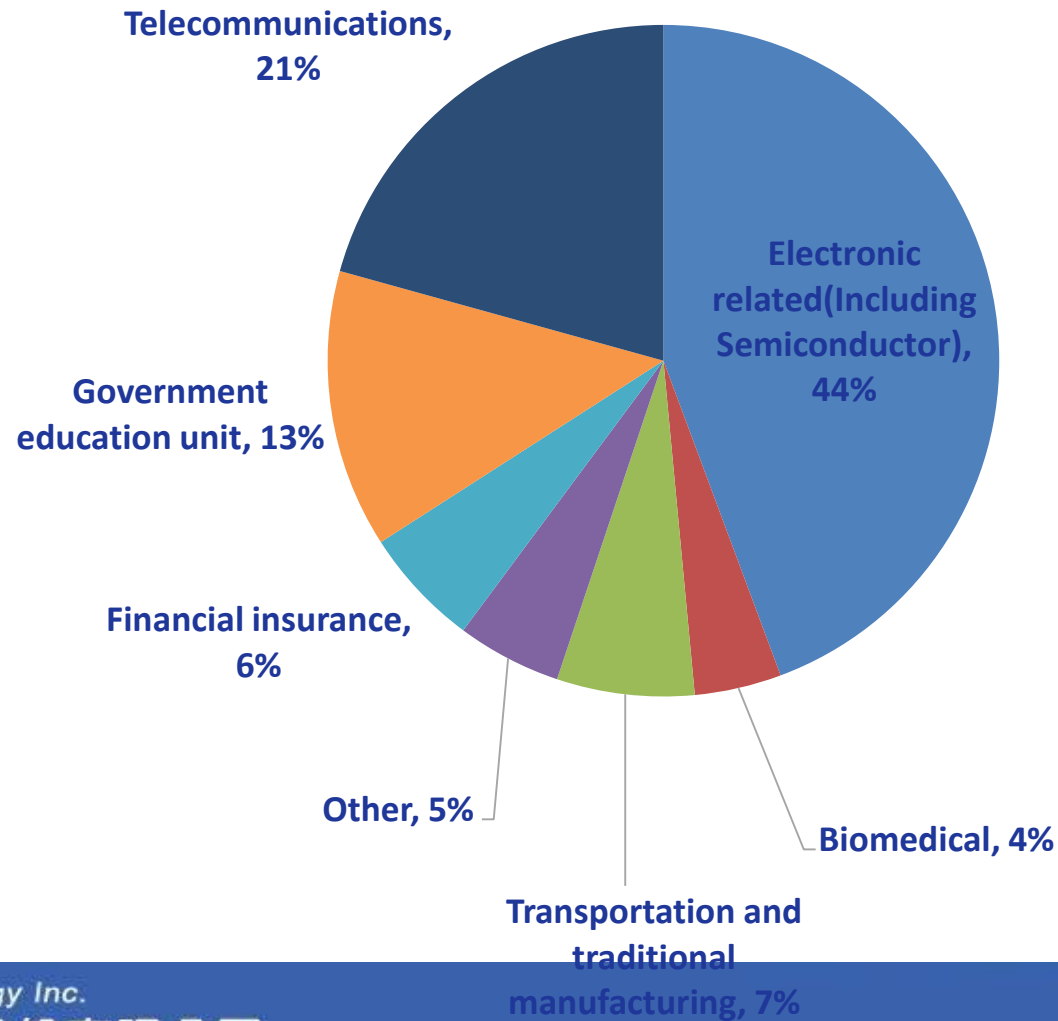
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Compare Sales Revenues by Type



2019Q1 Sales Revenues by Industry



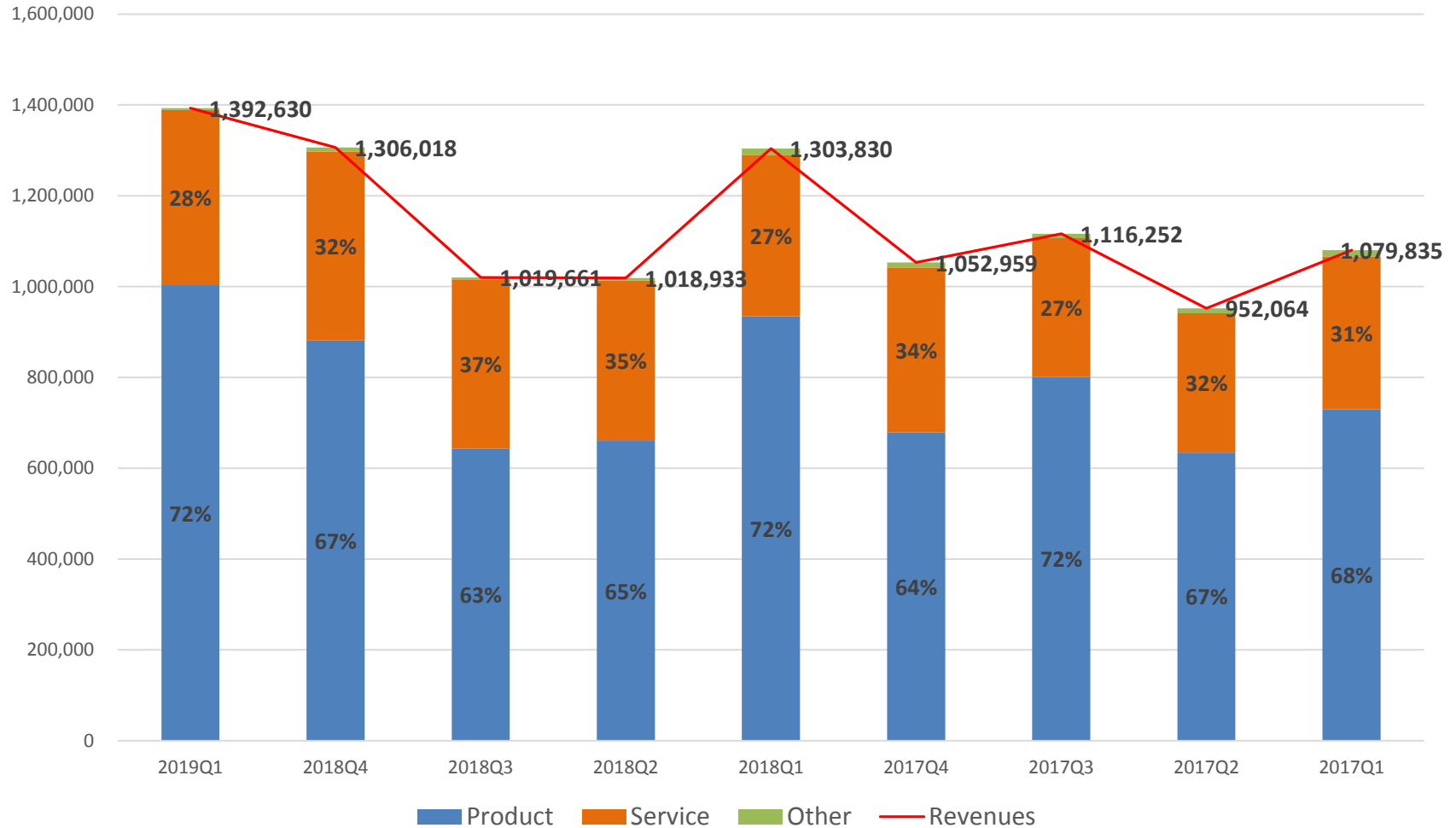
Revenue:13.93billion



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Quarterly revenue status



Shareholder's Meeting Information & Dividends Policy

※2019 Annual General Shareholder's Meeting

Date : May 29 (Wednesday), 2019 9:00AM

Place : No.282, Beida Rd. , Hsinchu City, Taiwan (R.O.C.) (The Third Credit Cooperative of Hsinchu on the 13th-floor conference center)

※Dividends in recent years(Cash dividends)

Units:NT\$

Year	2018	2017	2016	2015	2014
Amount	3.42	2.62	2.1	2	2

※Payout ratio in recent years


Units:%

Year	2018	2017	2016	2015	2014
Ratio	90.0%	102.3%	93.3%	99.0%	99.5%



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Q & A
Thank you!!