



Network Security



Edge Computing



Industrial Control &
Automation



Cloud Computing &
Data Center

CASWELL
Complete Your Solutions

2023 Investor Conference

2023/11/17

Safe Harbor Statement



Our discussion may include predictions, estimates or other information that might be considered forward-looking.

While these forward-looking statements represent our current judgment on what the future holds, they are subject to risks and uncertainties that could cause actual results to differ materially.

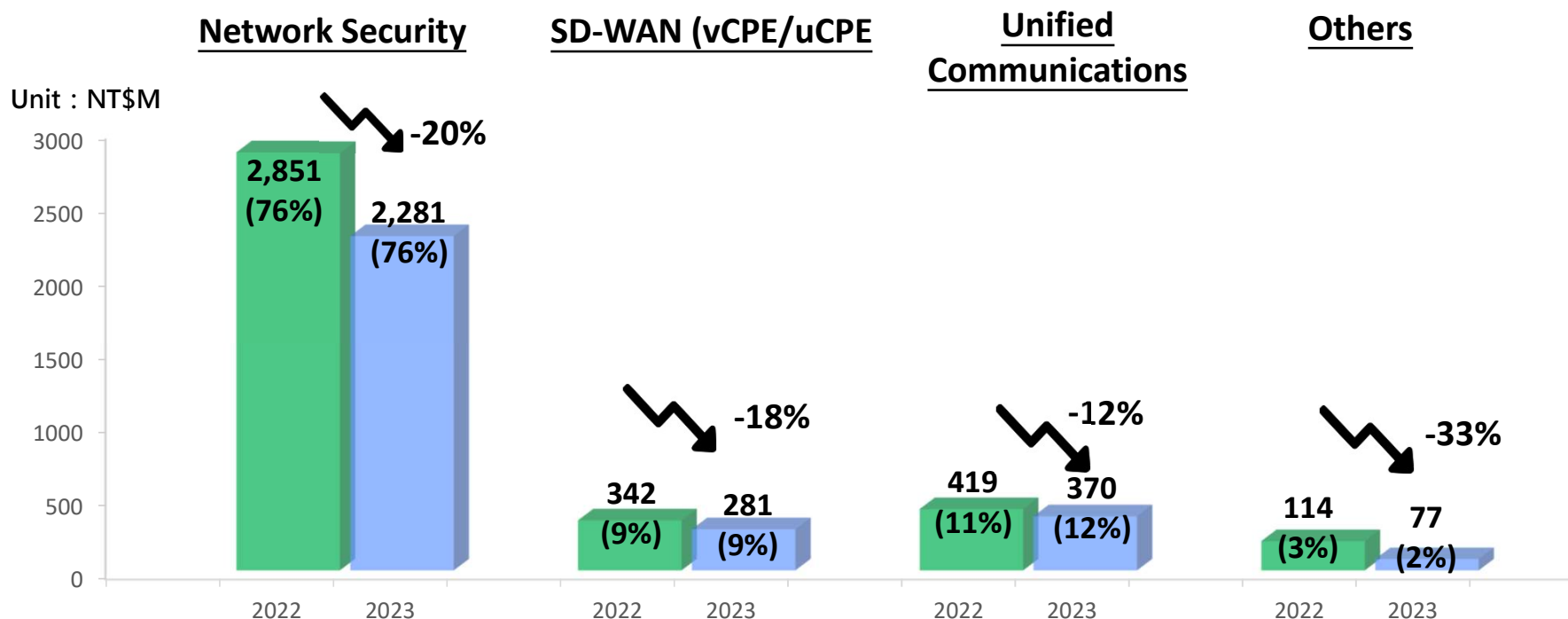
Undue reliance should not be placed on any forward-looking statements, which reflect our opinions only as of the date of this presentation. We undertake no obligation to update them.

YT3Q 2023 Financial Results



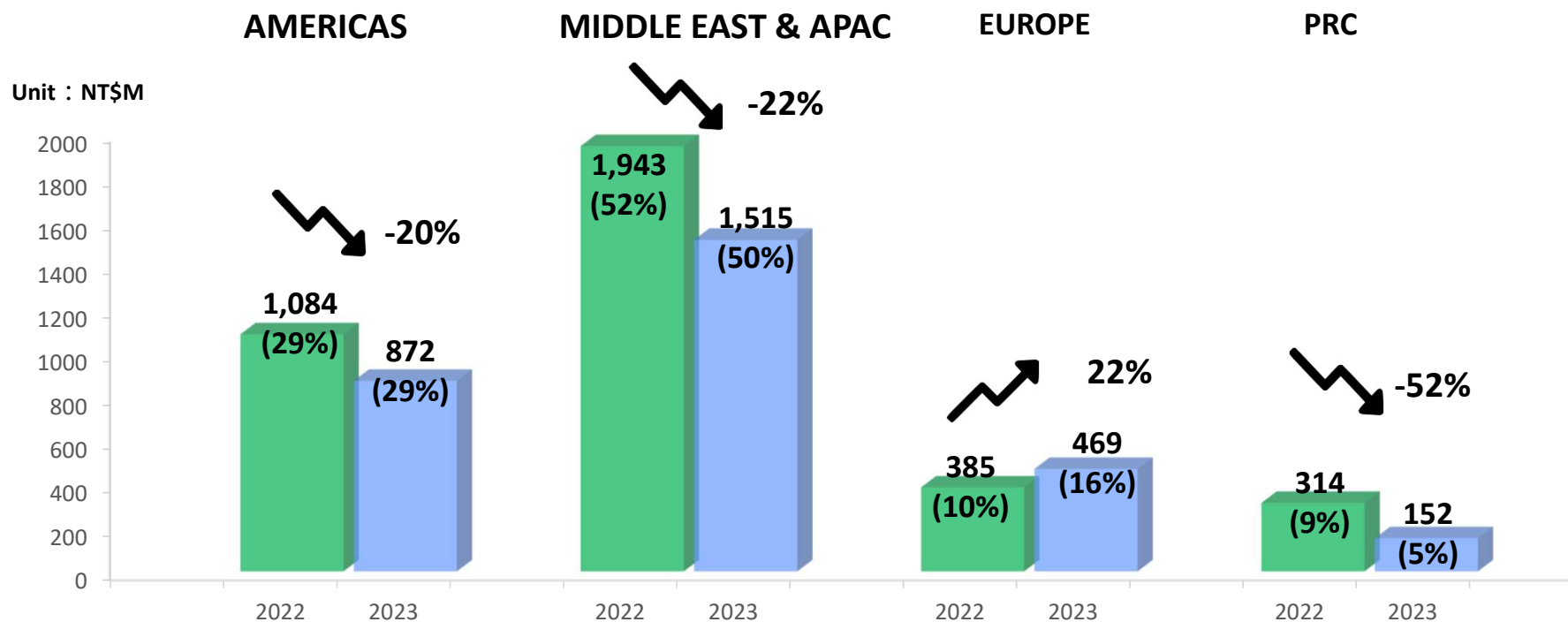
| NT\$ Million | 2022 | 2023 | YoY |
|--|-------|-------|---------|
| | YT3Q | YT3Q | |
| Sales Revenue | 3,726 | 3,009 | -19.2% |
| Gross Profits | 845 | 744 | -12.0% |
| Gross Margin (%) | 22.7% | 24.7% | 2.0ppt |
| Operating Expenses | 457 | 446 | -2.4% |
| Operating Profits | 388 | 298 | -23.2% |
| Operating Margin (%) | 10.4% | 9.9% | -0.5ppt |
| Interest Income(Expense) | -3 | -5 | - |
| FX Gain(Loss) | 64 | 20 | - |
| Other Non-Operating Income(Expense) | 16 | 38 | - |
| Net Income | 354 | 273 | -22.9% |
| Net Income (Deducted Minority Interest) | 337 | 271 | -19.6% |
| EPS (NT\$) | 4.6 | 3.7 | -19.6% |

YT3Q 2023 Sales Revenue by Product



| Product | Network Security | | SD-WAN (vCPE/uCPE) | Unified Communications | Others | Total | YOY |
|-----------|------------------|----------|-----------------------|---------------------------|----------|-------|------|
| | IT | OT | | | | | |
| 2022Q1-Q3 | 2,631 (71%) | 220 (6%) | 342 (9%) | 419 (11%) | 114 (3%) | 3,726 | - |
| 2023Q1-Q3 | 2,003 (67%) | 278 (9%) | 281 (9%) | 370 (12%) | 77 (3%) | 3,009 | -19% |

YT3Q 2023 Sales Revenue by Region



| Region | AMERICAS | MIDDLE EAST & APAC | EUROPE | PRC | Total | YOY |
|-----------|-------------|--------------------|-----------|----------|-------|------|
| 2022Q1-Q3 | 1,084 (29%) | 1,943 (52%) | 385 (10%) | 314 (9%) | 3,726 | - |
| 2023Q1-Q3 | 872 (29%) | 1,515 (50%) | 469 (16%) | 152 (5%) | 3,009 | -19% |

Thank you !

Q & A