

DFI

Investor Conference 2024 Q3 Results

November 29, 2024





Agenda

- . **2024 Q3 Financial Results and Business Summary**
- . **Operational Outlook**
- . **Q & A**

Safe Harbor Notice

We have made forward-looking statements in the presentation. Our forward-looking statements contain information regarding, among other things, our financial conditions, future expansion plans, and business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties, and assumptions about us.

We undertake no obligation to publicly update or revise any forward-looking statements, whether due to new information, future events, or otherwise. In light of these risks, uncertainties, and assumptions, the forward-looking events might not occur, and our actual results could differ materially from those anticipated in these forward-looking statements.



— 2024 Q3 Financial Results and Business Summary

Statement of Comprehensive Income (Consolidated)

Amount : NT\$ Thousand

	2024 Q2		2024 Q3		2023 Q3	
Net sales	2,167,776	100.0%	2,524,804	100.0%	2,089,081	100.0%
Cost of Good Sold	(1,579,822)		(1,828,360)		(1,574,783)	
Gross Margin	587,954	27.1%	696,444	27.6%	514,298	24.6%
Operating Expenses	(468,005)	-21.6%	(512,562)	-20.3%	(435,101)	-20.8%
Operating Income	119,949	5.5%	183,882	7.3%	79,197	-3.8%
Non-operating Income and Expenses	(7,033)		(25,990)		(12,481)	
Profit(Loss) before Tax	112,916	5.2%	157,892	6.3%	66,716	3.2%
Net Income	81,185	3.7%	119,630	4.7%	35,625	1.7%
Shareholders of the company	72,884	3.4%	92,033	3.6%	53,688	2.6%
EPS(NT\$)(a)	\$0.64		\$0.80		\$0.47	

(a) EPS was calculated based on total Weighted -average
Outstanding shares (thousand shares)

114,488

114,488

114,488

Statement of Comprehensive Income (Consolidated)

Amount : NT\$ Thousand

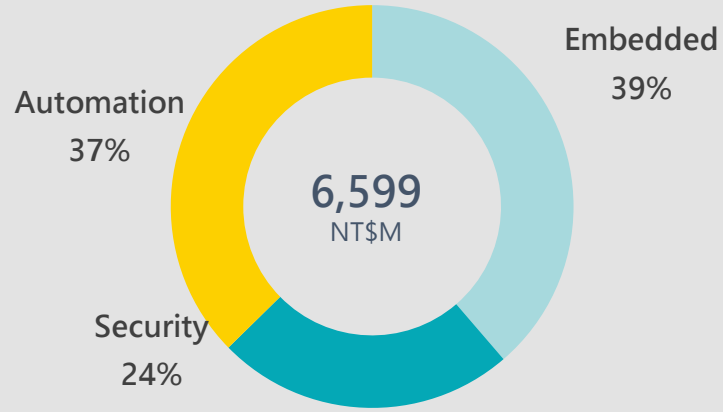
	YTD		YTD	
	2024 Jan.-Sep.		2023 Jan.-Sep.	
Net sales	6,598,766	100.0%	7,001,426	100.0%
Cost of Good Sold	(4,788,913)		(5,180,435)	
Gross Margin	1,809,853	27.4%	1,820,991	26.0%
Operating Expenses	(1,431,766)	-21.7%	(1,408,985)	-20.1%
Operating Income	378,087	5.7%	412,006	5.9%
Non-operating Income and Expenses	(32,343)		(26,655)	
Profit(Loss) before Tax	345,744	5.2%	385,351	5.5%
Net Income	255,646	3.9%	261,151	3.7%
Shareholders of the company	216,867	3.3%	276,746	4.0%
EPS(NT\$)(a)	\$1.89		\$2.42	

(a) EPS was calculated based on total Weighted -average
Outstanding shares (thousand shares)

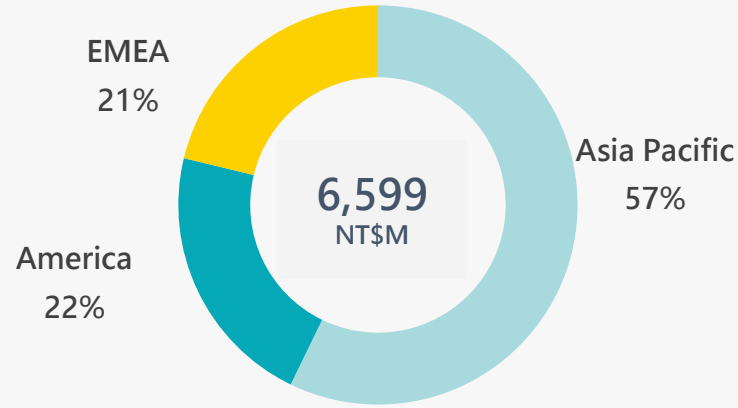
114,488

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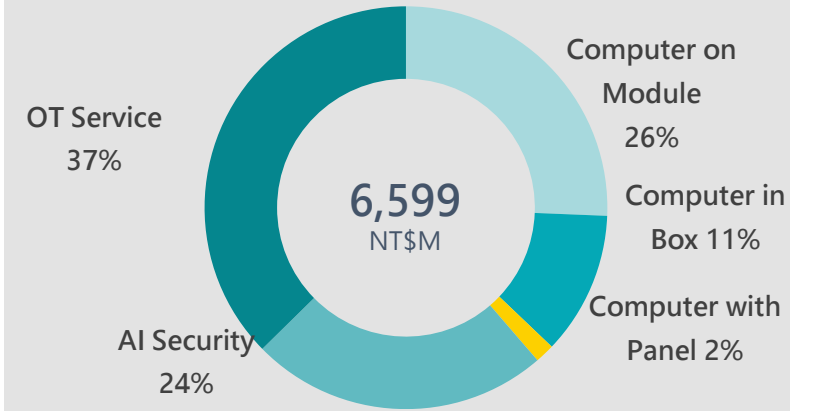
2024 Jan-Sep Application



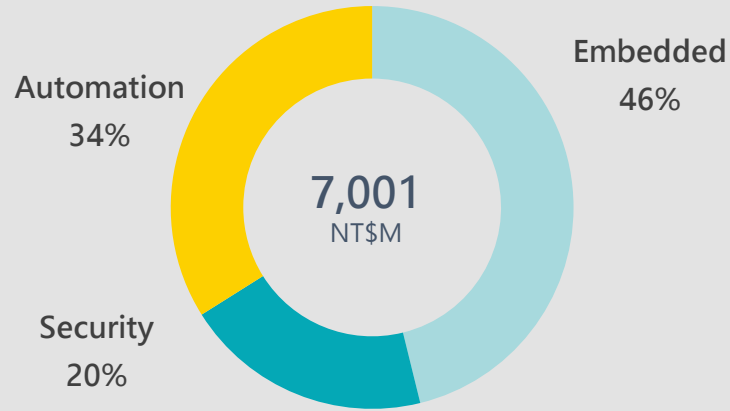
2024 Jan-Sep Territory



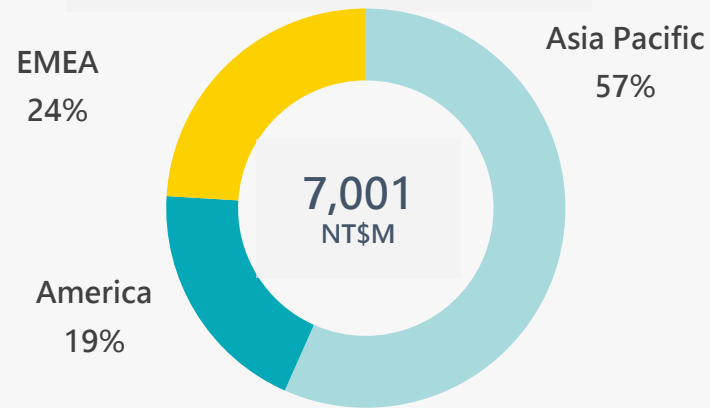
2024 Jan-Sep Product



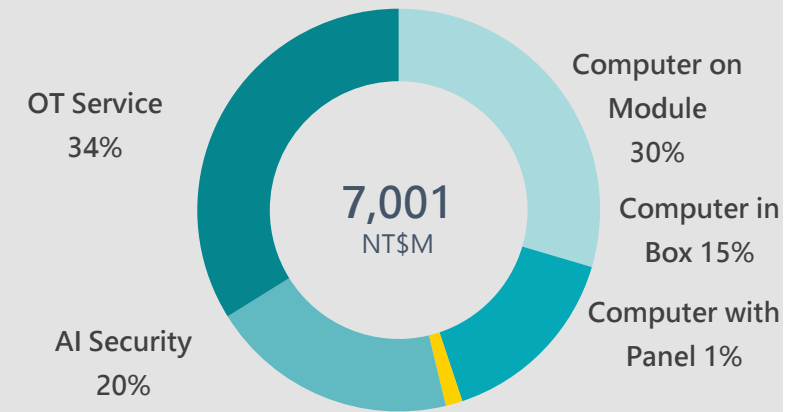
2023 Jan-Sep Application



2023 Jan- Sep Territory



2023 Jan-Sep Product



Balance Sheet Highlights (Consolidated)

Amount : NT\$ Thousand

	2024.09.30		2023.12.31		2023.09.30	
Cash and cash equivalents	2,469,074	21%	1,490,285	16%	1,558,624	13%
Accounts receivable (Including the related parties)	2,111,127	18%	1,939,296	22%	2,486,489	22%
Inventories	2,111,401	18%	1,893,457	21%	3,096,572	26%
Property, plant and equipment	2,304,026	19%	2,548,819	28%	2,593,482	22%
Total assets	11,948,842	100%	9,101,605	100%	11,715,784	100%
Current liabilities	4,618,115	39%	2,909,498	32%	4,515,075	38%
Non-current liabilities	1,951,867	16%	1,209,225	13%	1,554,512	14%
Equity	5,378,860	45%	4,982,882	55%	5,646,197	48%
Net Worth/Share(NT\$)	27.72		27.62		27.12	
Net worth per share was calculated based on total outstanding shares(thousand shares)	114,488		114,488		114,488	

Key Financial Ratios (Consolidated)

	2024.09.30	2023.12.31	2023.09.30
AR Turnover(Days)	84	98	64
Inventory Turnover(Days)	114	174	103
AP Turnover(Days)	73	83	62
Cash Conversion Cycle(Days)	125	189	105
ROE(annualized) (a)	6.6%	6.5%	6.1%
Current ratio	149%	188%	163%
Fin.Debt(b)/Total Assets	24%	21%	22%

(a)Annualized net income / Average total equity

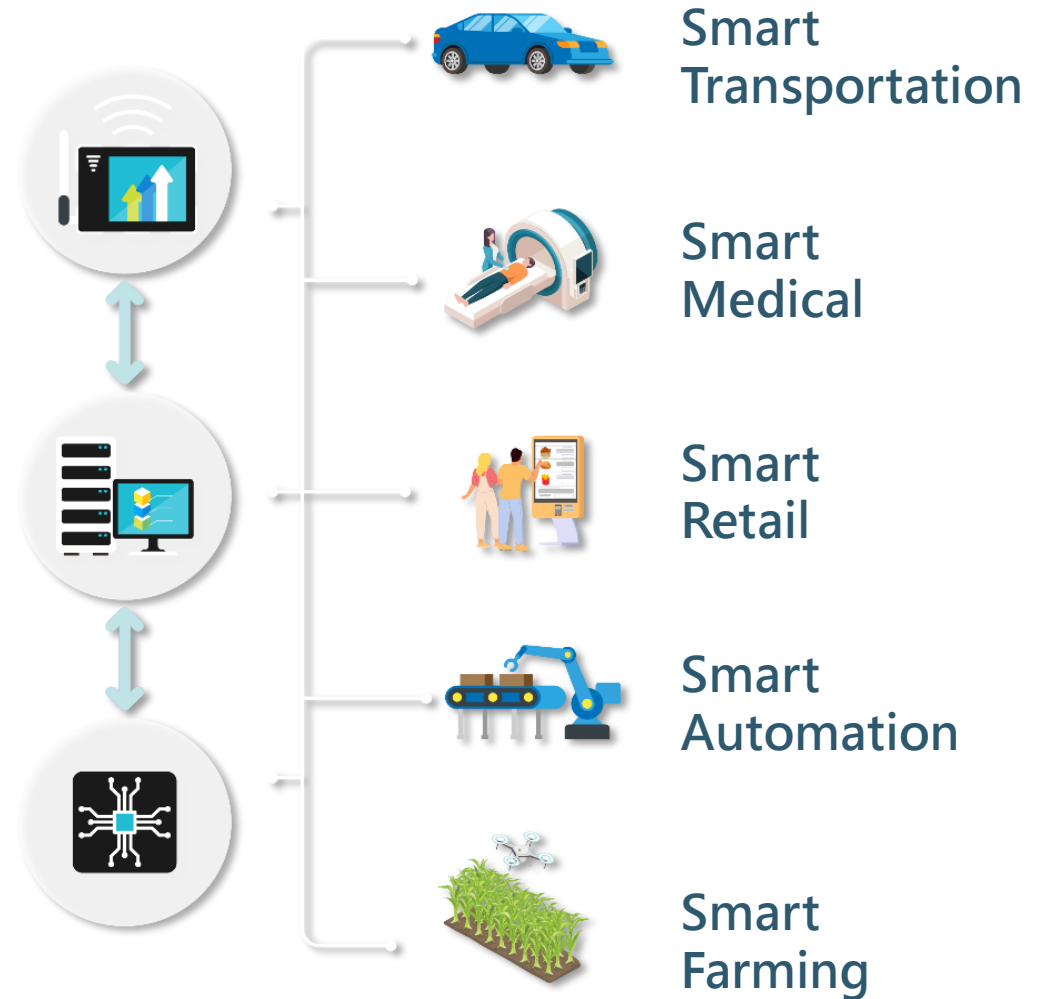
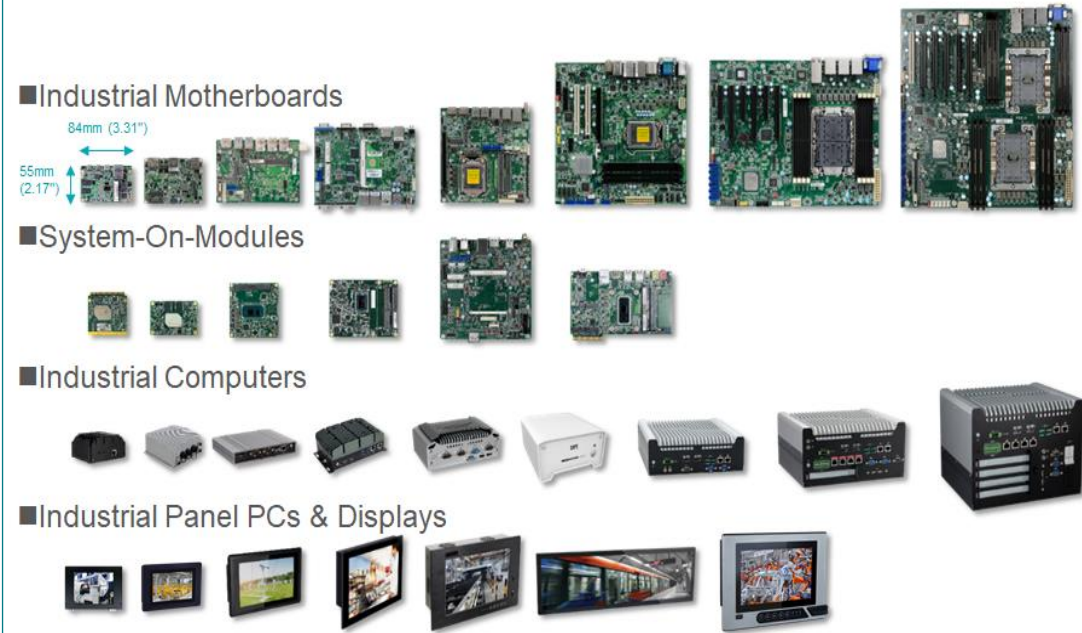
(b)Fin.debt included long term and short term financial debts



二. Operation Outlook

Energy Efficiency, Security, Real-World AI Applications

A Diverse and Flexible AI Edge Computing Product Portfolio from DFI



Edge Computing

AIoT Devices

Real-World AI Applications

DFI Edge Computing in Action - Successful Cases

Global Deployment of Edge Computing: Leading the New Era of Edge AI

Indo-Pacific

India
Smart Healthcare Surgery
Control System
EC511-ADS



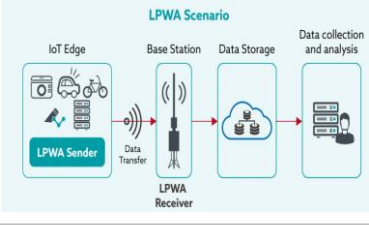
Indo-Pacific

India
Smart Transportation:
Train Protection System
WL968




Japan

LPWA SBC applications
ODM



Japan

Self-service kiosk system
ODM



Europe

EU Factory Automation:
Robot Teach Pendant
Assembly
FS700




Europe

EU Smart Energy:
Autonomous Driving for
Mining Trucks
ODM



Indo-Pacific

Malaysia Autonomous
Automation: Self-Service
at Penang Airport
DFI Workload Platform*




Indo-Pacific

Taiwan Smart Factory
Automation: AMR and
Robotic Arm Control
DFI Workload Platform*



Indo-Pacific

South Korea Smart Building:
AI Construction Site Safety
System
CH960



Pan-America

Americas Defense
Technology: USV Control
System
ECX700-AL



Pan-America

Americas Smart Farming:
Autonomous Farming
Machine Control System
ECX700-AL



Pan-America

Americas Smart
Healthcare: X-Ray Image
Detection
CS330-H310



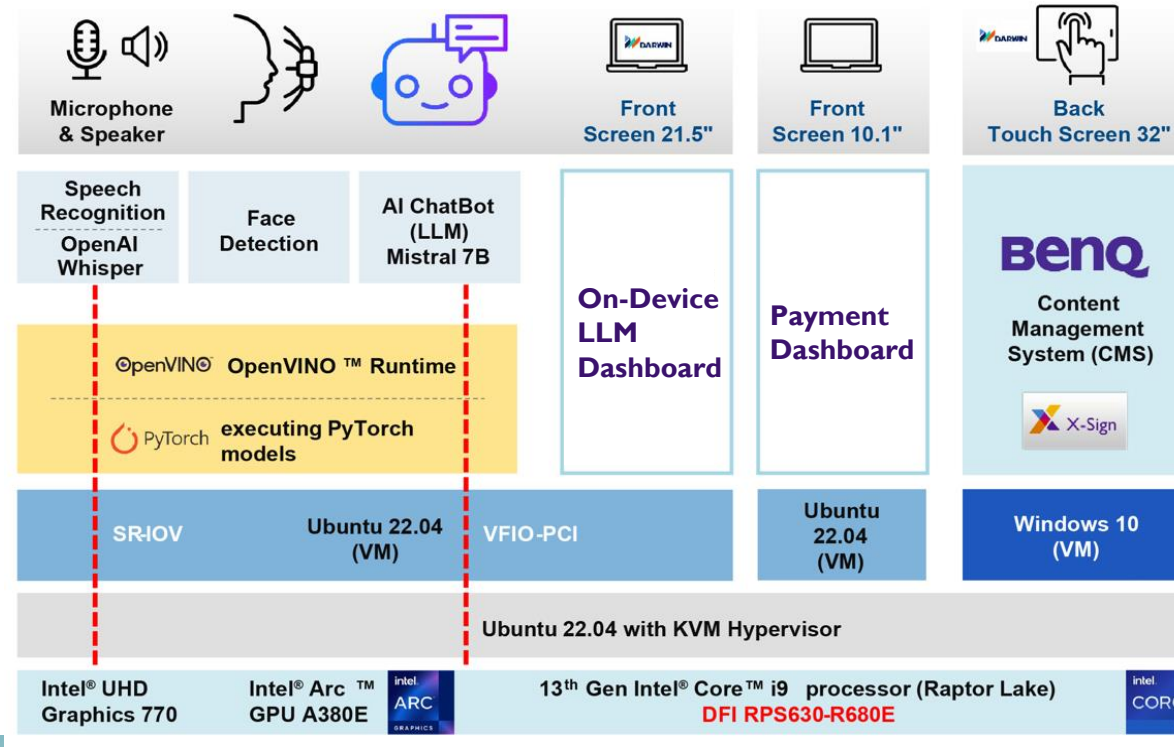
*搭載友通Workload Platform



*搭載友通Workload Platform

DFI Intelligent AI Retailer Kiosk Wins the 2025 Taiwan Excellence Award

DFI, leveraging high-performance hardware and virtualization technology with an AI partner, developed the award-winning "Intelligent AI Retailer Kiosk," honored with the 2025 Taiwan Excellence Award. Versatile across unmanned automation in healthcare, transportation, and retail, it has been successfully tested in Taiwan's industrial controls, AMRs, and Malaysia's airport self-service systems, driving innovation in AI edge computing.





三. Q & A

Thank you