

# Sercomm

## 2024 Q2 Investor Conference

July 30<sup>th</sup>, 2024

# Agenda



- **Welcome and Introduction**
- **24 Q2 & 24 H1 Financial Results**
- **Market update**
- **Q & A**

# Safe Harbor Notice

The following presentation may contain forward-looking statements regarding, among other things, our financial condition, future expansion plans and business strategies based on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties and assumptions.

The company undertakes no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. The actual results could differ materially from those contained in these forward-looking statements.

# 2Q 2024 Income Statement - YoY Comparison

Unit : NT\$ Million	2024 2Q		2023 2Q		YoY Change
Net Sales	13,711	100.0%	15,666	100.0%	-12.5%
Cost of Goods Sold	11,289	82.3%	13,375	85.4%	-15.6%
Gross Profit	<b>2,422</b>	17.7%	<b>2,291</b>	14.6%	5.7%
Operating Expenses	1,744	12.7%	1,579	10.1%	10.5%
Operating Profit	677	5.0%	712	4.5%	-4.9%
Non-operating Income & Expenses	-11	-0.1%	-38	-0.2%	-71.3%
Income Before Tax	666	4.9%	674	4.3%	-1.2%
Net Income Attributable to Owners of Parent	<b>545</b>	4.0%	<b>527</b>	3.4%	3.6%
EPS After Tax (NT\$1)	<b>1.84</b>		<b>2.05</b>		
Weighted Average Shares (MN)	296		257		

# 2Q 2024 Income Statement – QoQ Comparison

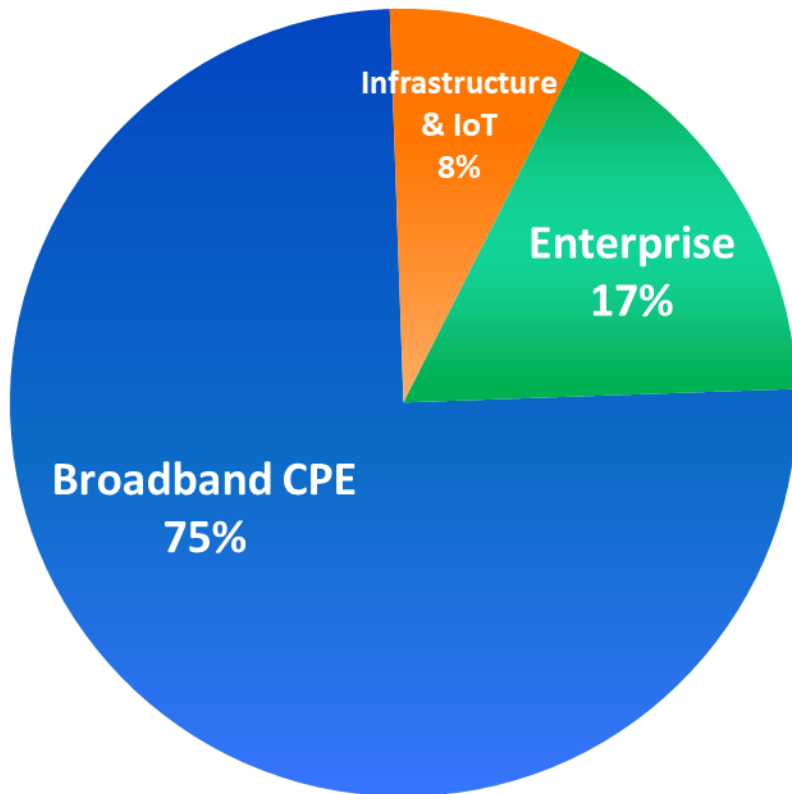
Unit : NT\$ Million	2024 2Q		2024 1Q		QoQ Change
Net Sales	13,711	100.0%	16,193	100.0%	-15.3%
Cost of Goods Sold	11,289	82.3%	13,386	82.7%	-15.7%
Gross Profit	<b>2,422</b>	17.7%	<b>2,807</b>	17.3%	-13.7%
Operating Expenses	1,744	12.7%	1,951	12.0%	-10.6%
Operating Profit	677	5.0%	857	5.3%	-21.0%
Non-operating Income & Expenses	-11	-0.1%	-25	-0.2%	-56.0%
Income Before Tax	666	4.9%	831	5.1%	-19.9%
Net Income Attributable to Owners of Parent	<b>545</b>	4.0%	<b>674</b>	4.2%	-19.2%
EPS After Tax (NT\$1)	<b>1.84</b>		<b>2.35</b>		
Weighted Average Shares (MN)	296		287		

# 2024 H1 Income Statement

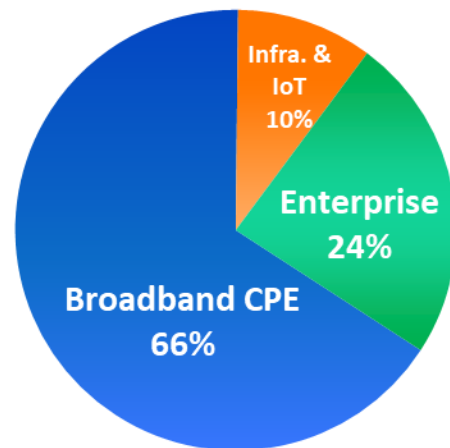
Unit : NT\$ Million	2024 H1		2023 H1		YoY Change
Net Sales	29,904	100.0%	31,326	100.0%	-4.5%
Cost of Goods Sold	24,675	82.5%	26,890	85.8%	-8.2%
Gross Profit	<b>5,229</b>	17.5%	<b>4,436</b>	14.2%	17.9%
Operating Expenses	3,695	12.4%	3,069	9.8%	20.4%
Operating Profit	<b>1,534</b>	5.1%	<b>1,367</b>	4.4%	12.2%
Non-operating Income & Expenses	-36	-0.1%	-82	-0.3%	-56.6%
Income Before Tax	1,498	5.0%	1,285	4.1%	16.6%
Net Income Attributable to Owners of Parent	<b>1,219</b>	4.1%	<b>1,032</b>	3.3%	18.1%
EPS After Tax (NT\$1)	<b>4.19</b>		<b>4.02</b>		
Weighted Average Shares (MN)	291		257		

# 2024 H1 Revenue Breakdown by Product

2024 H1  
NT\$ 29,904 MN



Y2023  
NT \$62,584 MN



# Balance Sheet

Unit : NT\$ Million	'Jun 30, 2024		'Dec 31, 2023		'Jun 30, 2023	
Cash & Cash Equivalents	10,297	23.3%	8,831	18.5%	7,792	19.2%
A/R	11,432	25.9%	11,581	24.2%	8,680	21.4%
Inventory	12,953	29.3%	17,533	36.7%	15,417	38.0%
Other Current Assets	1,466	3.3%	2,315	4.9%	1,641	4.0%
Non-current Assets	7,998	18.2%	7,505	15.7%	7,035	17.3%
<b>Total Assets</b>	<b>44,146</b>	<b>100.0%</b>	<b>47,765</b>	<b>100.0%</b>	<b>40,565</b>	<b>100.0%</b>
Short-term Borrowings	670	1.5%	430	0.9%	1,040	2.6%
A/P	13,696	31.0%	17,009	35.6%	16,165	39.8%
long-term liabilities, Current Portion	2,300	5.2%	2,300	4.8%	0	0.0%
Other Current Liabilities	7,622	17.3%	8,598	18.0%	6,473	16.2%
<b>Total Current Liabilities</b>	<b>24,288</b>	<b>55.0%</b>	<b>28,337</b>	<b>59.3%</b>	<b>23,678</b>	<b>58.4%</b>
Non-current Liabilities	4,862	11.0%	6,211	13.0%	7,078	17.4%
<b>Total Liabilities</b>	<b>29,150</b>	<b>66.0%</b>	<b>34,548</b>	<b>72.3%</b>	<b>30,756</b>	<b>75.8%</b>
<b>Total Equity</b>	<b>14,996</b>	<b>34.0%</b>	<b>13,217</b>	<b>27.7%</b>	<b>9,809</b>	<b>24.2%</b>
A/R Turnover Days	70		65		57	
Inventory Turnover Days	113		120		109	
A/P Turnover Days	114		125		119	



# Consolidated Cash Flow

NT\$Million	Jan 1~ Jun 30, 2024	Jan 1~ Jun 30, 2023
-Profit before Tax	1,498	1,285
-Depreciation & Amortization	476	453
-Other Op Sources/(Uses)	107	687
<b>From Operation</b>	<b>2,081</b>	<b>2,425</b>
-Fixed Investment	(605)	(418)
-Intangible Assets	(43)	(85)
-Other Investing Sources/(Uses)	1,145	288
<b>From Investment</b>	<b>497</b>	<b>(215)</b>
-S-T Liabilities	240	(600)
-Corporate Bonds	0	0
-Treasury Stock/ Option	204	85
-Other Financing Sources/(Uses)	(1,716)	(1,794)
<b>From Financing</b>	<b>(1,272)</b>	<b>(2,394)</b>
<b>Cash Equivalents at end of period</b>	<b>10,297</b>	<b>7,792</b>

A blue 3D geometric graphic consisting of several rectangular blocks of varying heights and widths, arranged in a stepped, ascending pattern from the bottom right towards the top right. The blocks have a gradient from a lighter blue on top to a darker blue on the sides and bottom, giving them a three-dimensional appearance.

# Market Update



Q & A



# Thank You

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