

**DFI**

# Investor Conference 2023 Q3 Results

Nov 15, 2023





# Agenda

- . **2023 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.



# — 2023 Q3 Financial Results and Business Summary

# Statement of Comprehensive Income (Consolidated)

Amount : NT\$ Thousand

	2023 Q2		2023 Q3		2022 Q3	
<b>Net sales</b>	<b>3,761,152</b>	<b>100.0%</b>	<b>3,921,424</b>	<b>100.0%</b>	<b>4,093,050</b>	<b>100.0%</b>
Cost of Good Sold	(2,981,988)		(3,209,182)		(3,199,645)	
<b>Gross Margin</b>	<b>779,164</b>	<b>20.7%</b>	<b>712,242</b>	<b>18.2%</b>	<b>893,405</b>	<b>21.8%</b>
Operating Expenses	(655,303)	-17.4%	(635,314)	-16.2%	(670,988)	-16.4%
<b>Operating Income</b>	<b>123,861</b>	<b>3.3%</b>	<b>76,928</b>	<b>2.0%</b>	<b>222,417</b>	<b>-5.4%</b>
Non-operating Income and Expenses	7,854		(13,923)		37,119	
<b>Profit(Loss) before Tax</b>	<b>131,715</b>	<b>3.5%</b>	<b>63,005</b>	<b>1.6%</b>	<b>259,536</b>	<b>6.3%</b>
<b>Net Income</b>	<b>99,375</b>	<b>2.6%</b>	<b>35,625</b>	<b>0.9%</b>	<b>200,020</b>	<b>4.9%</b>
<b>Shareholders of the company</b>	<b>97,597</b>	<b>2.6%</b>	<b>53,688</b>	<b>1.4%</b>	<b>194,205</b>	<b>4.7%</b>
<b>EPS(NT\$)(a)</b>	<b>\$0.85</b>		<b>\$0.47</b>		<b>\$1.69</b>	

(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

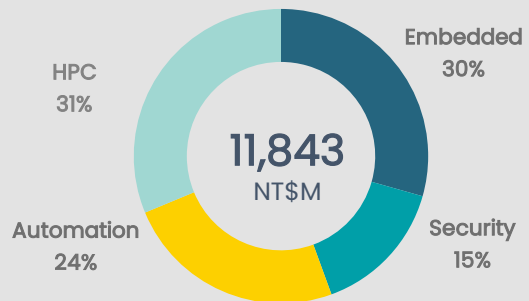
	YTD 2023 Jan.-Sep.		YTD 2022 Jan.-Sep.	
<b>Net sales</b>	<b>11,502,617</b>	<b>100.0%</b>	<b>11,842,778</b>	<b>100.0%</b>
Cost of Good Sold	(9,176,083)		(9,453,828)	
<b>Gross Margin</b>	<b>2,326,534</b>	<b>20.2%</b>	<b>2,388,950</b>	<b>20.2%</b>
Operating Expenses	(1,926,638)	-16.7%	(1,860,202)	-15.7%
<b>Operating Income</b>	<b>399,896</b>	<b>3.5%</b>	<b>528,748</b>	<b>4.5%</b>
Non-operating Income and Expenses	(31,878)		69,218	
<b>Profit(Loss) before Tax</b>	<b>368,018</b>	<b>3.2%</b>	<b>597,966</b>	<b>5.0%</b>
<b>Net Income</b>	<b>261,151</b>	<b>2.3%</b>	<b>461,532</b>	<b>3.9%</b>
<b>Shareholders of the company</b>	<b>276,746</b>	<b>2.4%</b>	<b>393,157</b>	<b>3.3%</b>
<b>EPS(NT\$)(a)</b>	<b>\$2.42</b>		<b>\$3.43</b>	

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

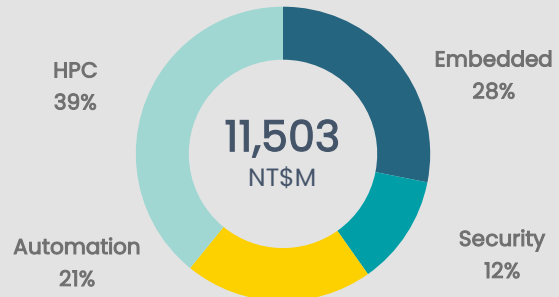
114,488

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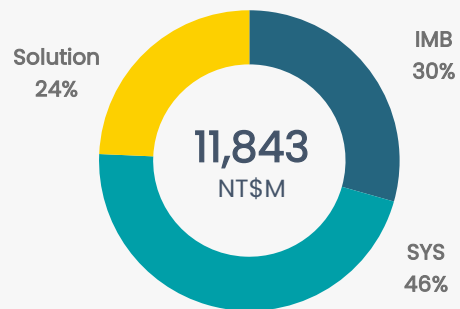
### 2022 Application



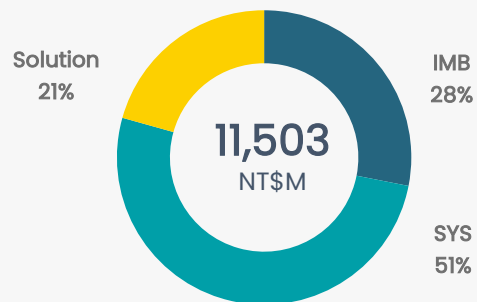
### 2023 Application



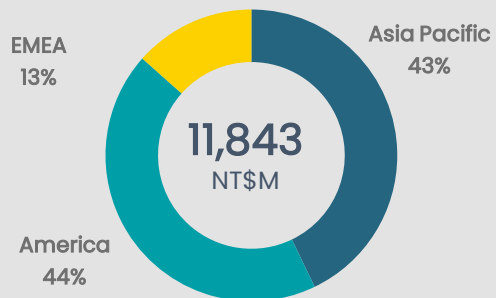
### 2022 Product



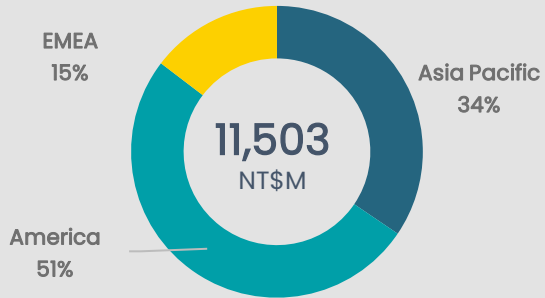
### 2023 Product



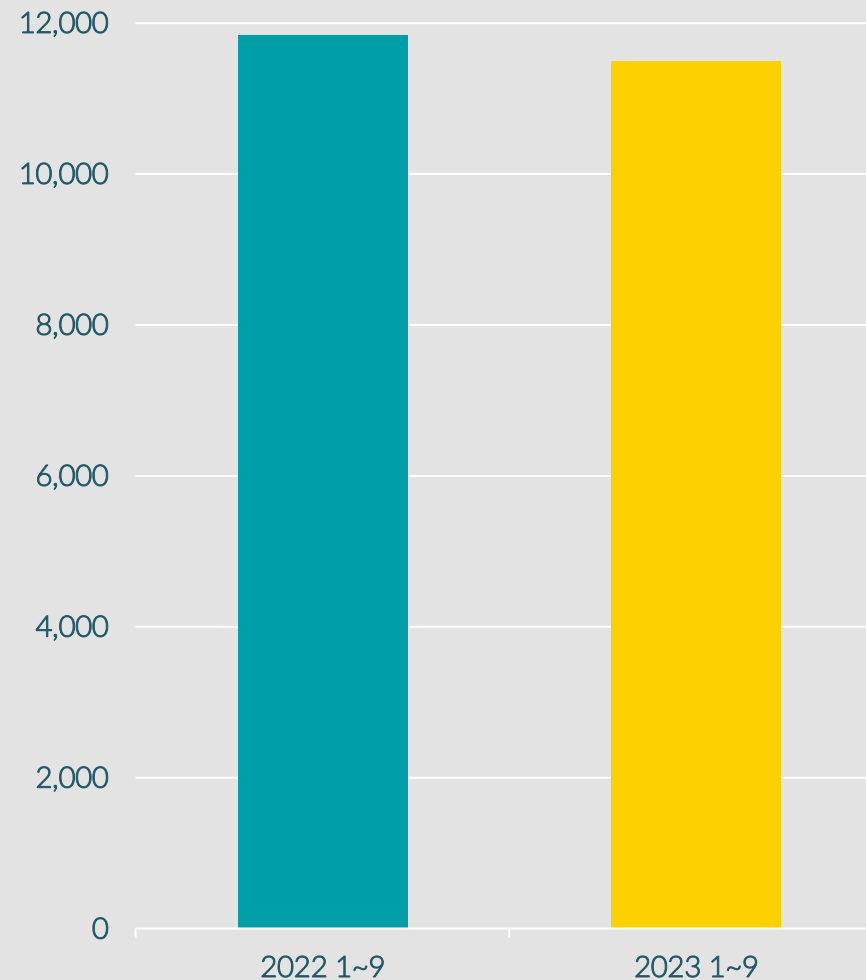
### 2022 Territory



### 2023 Territory



## Consolidated Revenue (NT\$M)



# Balance Sheet Highlights (Consolidated)

Amount : NT\$ Thousand

	2023.09.30		2022.12.31 (Restated)		2022.09.30 (Restated)	
<b>Cash and cash equivalents</b>	<b>1,558,624</b>	13%	<b>1,690,474</b>	13%	<b>1,557,332</b>	12%
<b>Accounts receivable</b> (Including the related parties)	<b>2,486,489</b>	22%	<b>2,884,097</b>	22%	<b>2,954,027</b>	22%
<b>Inventories</b>	<b>3,096,572</b>	26%	<b>3,816,596</b>	29%	<b>4,086,812</b>	31%
<b>Property, plant and equipment</b>	<b>2,593,482</b>	22%	<b>2,793,096</b>	21%	<b>2,461,407</b>	18%
<b>Total assets</b>	<b>11,715,784</b>	100%	<b>13,174,581</b>	100%	<b>13,419,007</b>	100%
<b>Current liabilities</b>	<b>4,515,075</b>	37%	<b>5,190,715</b>	39%	<b>5,472,171</b>	41%
<b>Non-current liabilities</b>	<b>1,554,512</b>	14%	<b>2,159,076</b>	17%	<b>2,212,876</b>	16%
<b>Equity</b>	<b>5,646,197</b>	49%	<b>5,824,790</b>	44%	<b>5,733,960</b>	43%
<b>Net Worth/Share(NT\$)</b>	<b>27.12</b>		<b>28.36</b>		<b>27.32</b>	
Net worth per share was calculated based on total outstanding shares(thousand shares)	114,488		114,488		114,488	



# Key Financial Ratios (Consolidated)

	<b>2023.09.30</b>	<b>2022.12.31</b> <b>(Restated)</b>	<b>2022.09.30</b> <b>(Restated)</b>
<b>AR Turnover(Days)</b>	<b>64</b>	<b>65</b>	<b>66</b>
<b>Inventory Turnover(Days)</b>	<b>103</b>	<b>113</b>	<b>111</b>
<b>AP Turnover(Days)</b>	<b>62</b>	<b>62</b>	<b>66</b>
<b>Cash Conversion Cycle(Days)</b>	<b>105</b>	<b>116</b>	<b>111</b>
<b>ROE(annualized) (a)</b>	<b>9.1%</b>	<b>10.5%</b>	<b>10.9%</b>
<b>Current ratio</b>	<b>163%</b>	<b>166%</b>	<b>168%</b>
<b>Fin.Debt(b)/Total Assets</b>	<b>22%</b>	<b>26%</b>	<b>27%</b>

(a)Annualized net income / Average total equity

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



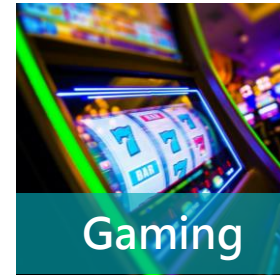
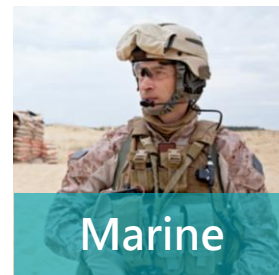
# 二. Operation Outlook

# DFI Investment Distribution

Solution (ACEPILLAR)

System (AEWIN)

Embedded(DFI)



# DFI Medical Product Application

## Dental X-Ray Imaging

High Computing Performance  
Superior Imaging Capabilities  
Rich I/O Connectivity

Country: Japan



EC500-SD  
Industrial Computer

- 6<sup>th</sup> Generation Intel Core with Q170
- Supports DDR4 SODIMM up to 32GB
- Three independent displays
- 2 GbE, 4 COM, 4 USB 3.0, 2 USB 2.0
- 2 Mini PCIe support mSATA/Wi-Fi modules



## Surgical Imaging Equipment

Powerful System With Quick Responsiveness  
High Resolution & Quality Imaging  
Flexible & Easy Integration

Country: USA

KD330-Q170  
microATX

- 7<sup>th</sup> Gen Intel Core Processor with Q170
- 4 DDR4 DIMM up to 64GB
- Three display ports: VGA, DVI-D, DP++
- DP++ resolution up to 4096x2304 @ 60Hz
- 1 PCIe x16, 1 PCIe x4, 1 PCI, 1 Mini PCIe



## CT Machine

Fast Data Processing Performance  
High-End Enhanced HD Graphics  
Real-Time Technical Support

Country: USA



PT630-NRM  
ATX

- Intel Core/Intel Pentium Processor with Intel Q57
- 4 DDR3 DIMM up to 16GB
- 1 DVI-, 1 VGA
- 1 PCIe x16, 1 PCIe x4, 2 PCIe x1, 3 PCI



## Medical Video Recorder

Medical System With Quiet Operation  
High Resolution Image & Video  
Real-Time Connectivity  
ODM Service Capabilities

Country: USA

ODM Medical System  
(HM101-QM87D-4100E + customized chassis)

- 4th Gen Intel Core i3-4100E Dual Core processor
- 7" LCD with projected capacitive multi-touch screen
- Multiple I/O ports: 2 GLAN, 2 COM, 5 USB, 1 DVI, 1 HDMI
- UL60601-1 compliant with high reliability



# 三. Q & A

**Thank you**