

Howtech Technology Co., Ltd.

2023 Investor Conference

2023/11/21

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Agenda

- Company Profile
- Financial Highlights
- Q & A

Company Profile

➤ Date of Establishment

September 1978

Paid-in capital

NTD651,297,920

Number of Employees

About 105 people in Taiwan, Mainland China
and Vietnam

OTC Listing Date

March 2004

Company Website

<http://www.howteh.com.tw>

Howteh Group
Service Locations

Taipei, Taoyuan, Hong Kong, Shenzhen,
Shanghai, Kunshan, Beijing, Hanoi, Vietnam

Howteh Group
Related Companies

Tailyn Technologies, Inc.
(Stock Code: 5353)

Service areas

- Information Technology

- PC/NB/Tablet
- Computer peripherals

- Communicate

- Mobile application
- Optical fiber communication
- Switches
- Server
- WIFI router
- HDMI

- Photoelectric

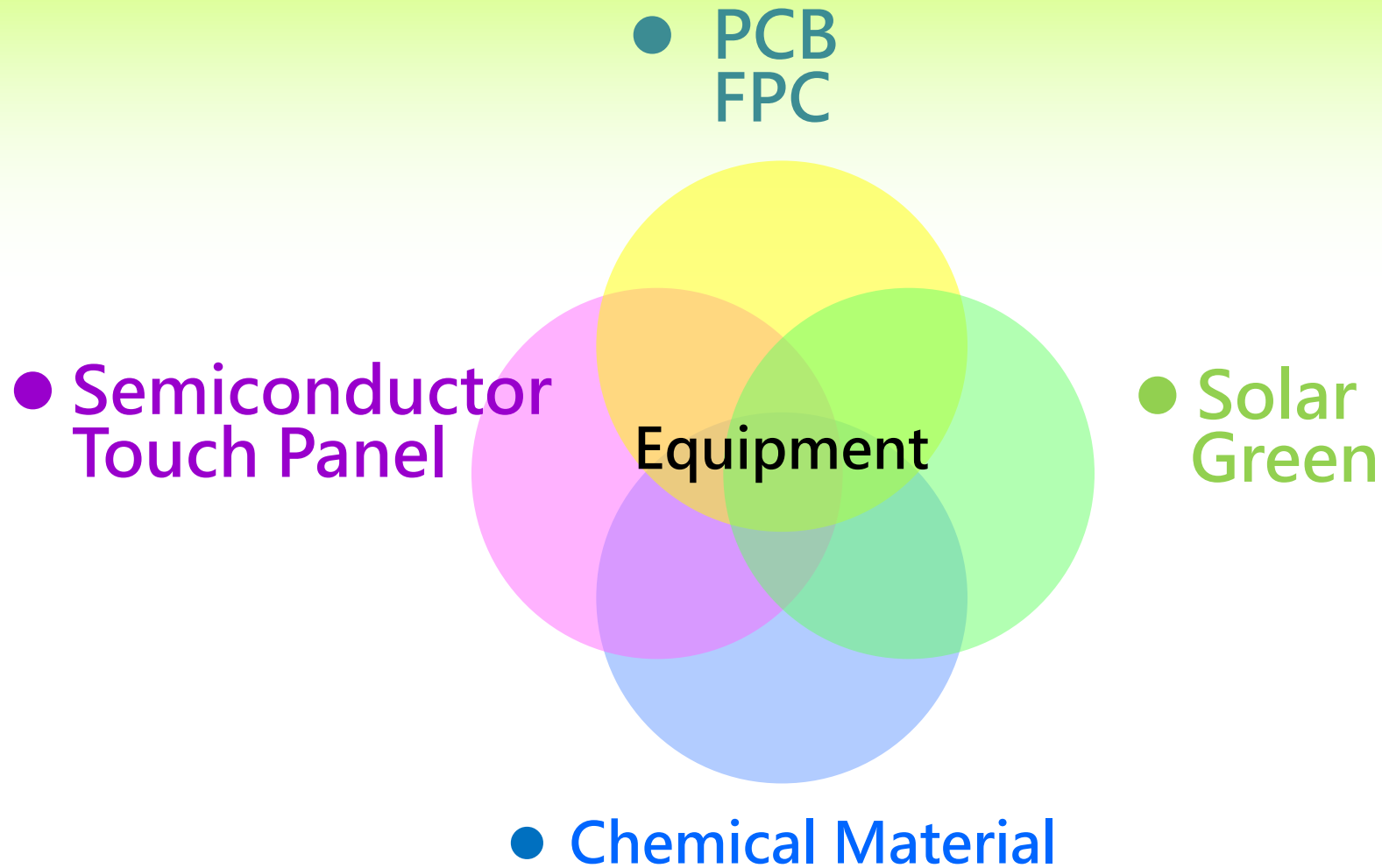
- TFT-LCD panel/
Flat panel display
- Solar energy/
Green energy/
Energy storage

- Consumer Electronic









- LCD monitor/TV/remote control
- TWS headphones/Smart speakers
- EV Car, EV Motorcycle

Parts

Service areas



Main Suppliers and Products

Principals		Products
	Japan Aviation Electronics Industry (JAE)	<ul style="list-style-type: none"> ➤ Connectors ➤ Antenna
	Sumitomo	<ul style="list-style-type: none"> ➤ Cable
	Knowles	<ul style="list-style-type: none"> ➤ MEMS Microphone
	Awinics	<ul style="list-style-type: none"> ➤ IC
	Raffar	<ul style="list-style-type: none"> ➤ LED Driver IC
	Etron	<ul style="list-style-type: none"> ➤ IC
	LiteOn	<ul style="list-style-type: none"> ➤ Optocoupler 、 Ambient Light Sensor
	Canon Machinery Inc.	<ul style="list-style-type: none"> ➤ Flip chip carrier and IGBT substrate solder ball and nano silver hot press cutting machine

Key operational directions

◆ Added new product agent line

1) Potens

- Consumer medium and low voltage MOSFETs, industrial high voltage and high power IGBTs, Super Junction and advanced GaN/SiC raw material process products, etc.
- Customer base: 5G applications, fully autonomous vehicles, wireless power transmission.

2) Beijing Junzheng Integrated Circuit

- Visual Internet of Things MCU 、ISP 、 i.e. image imaging processor 。
- Customer base: NB camera module factory, security monitoring system factory

◆ Use new product lines to match existing product lines to introduce Key account customer groups

- 1) JAE+ Potens(MOS)+LiteOn(Optocoupler)+Awinic: Imported to new energy customers
- 2) JAE+ LiteOn+ 瑞森(MOS): Import to BMS/energy storage/car lighting and other customer groups
- 3) Knowles+ Junzheng: Import to module factory and NB factory
- 4) Knowles+ Junzheng +Awinic+ Potens +Raffar: Import into security monitoring system
- 5) JAE+SEI+eEver: Import into wire harness factory

Financial Information

Income Statement for the 3rd Quarter of 2023

Unit : NTD1,000

Main Subject	2023 Q3 Amount	2023 Q2 Amount	Compare with Previous Period	2022 Q3 Amount	Compare with Same Period
Operating Revenue	771,614	723,852	7%	807,947	(4%)
Gross Profit from Operations	87,351	79,754	10%	87,999	(1%)
Operating Margin Rate	11.32%	11.02%		10.89%	
Operating Expenses	(53,102)	(43,789)	21%	(57,866)	(8%)
Operating Income	34,249	35,965	(5%)	30,133	14%
Operating Profit Margin	4.44%	4.97%		3.73%	
Non-Operating Income and Expenses	44,057	18,186	142%	87,724	(50%)
Income before Income Tax	78,306	54,151	45%	117,857	(34%)
Income Tax	(13,500)	(15,143)	(11%)	(21,360)	(37%)
Net Income	64,806	39,008	66%	96,497	(33%)
Earnings per share-Basic (In NTD)	0.99	0.60		1.48	
Weighted Average Number of Outstanding Shares (1,000 shares)	65,130	65,130		65,130	

Financial Information

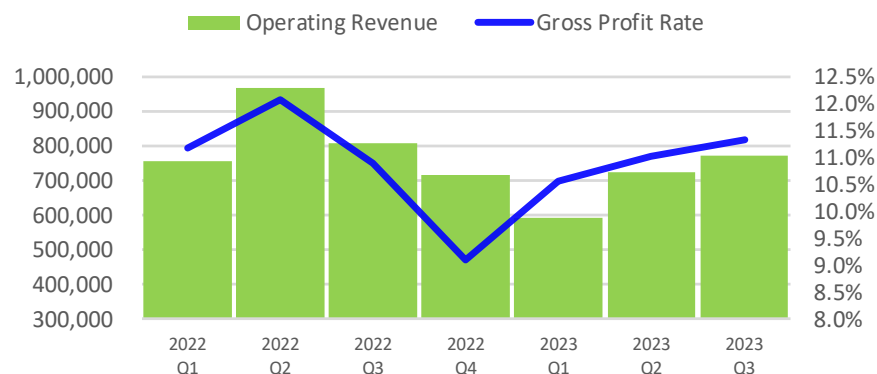
Balance Sheets

Unit : NTD1,000

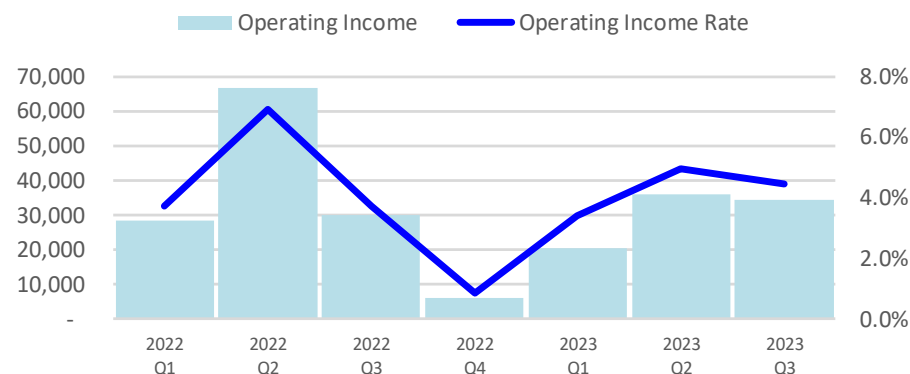
Main Subject	2023 Q3		2023 Q2		2022 Q3	
	Amount	%	Amount	%	Amount	%
Cash and Cash Equivalents	883,631	34%	969,355	37%	1,075,995	35%
Net Accounts Receivables	923,423	35%	778,969	30%	1,088,619	35%
Inventory	242,953	9%	278,561	11%	355,632	12%
Other Current Assets	17,480	1%	33,375	1%	25,940	1%
Non-Current Assets	539,193	21%	560,157	21%	545,693	18%
Total Assets	2,606,680	100%	2,620,417	100%	3,091,879	100%
Short-Term Loan	597,000	23%	607,000	23%	1,000,000	32%
Contract Liabilities	1,029	0%	26,833	1%	19,262	1%
Accounts Payable	261,530	10%	233,771	9%	313,567	10%
Other Current Liabilities	106,364	4%	184,682	7%	126,872	4%
Other Liabilities -Non-Current	24,771	1%	24,470	1%	35,430	1%
Total Liabilities	990,694	38%	1,076,756	41%	1,495,131	48%
Total Stockholders' Equity	1,615,986	62%	1,543,661	59%	1,596,748	52%

Financial Information

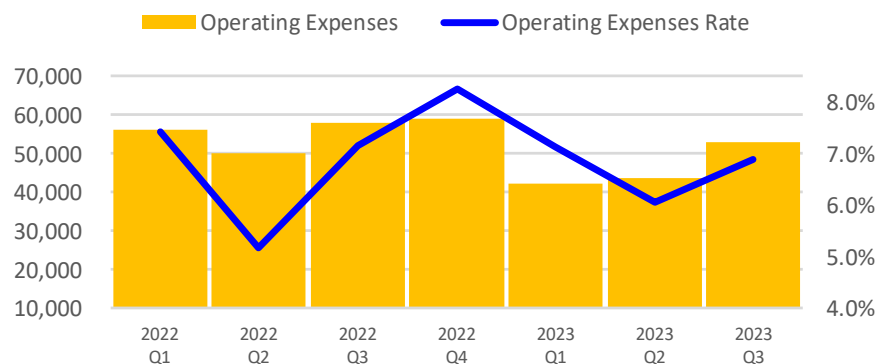
Operating Revenue vs. Gross Profit Rate



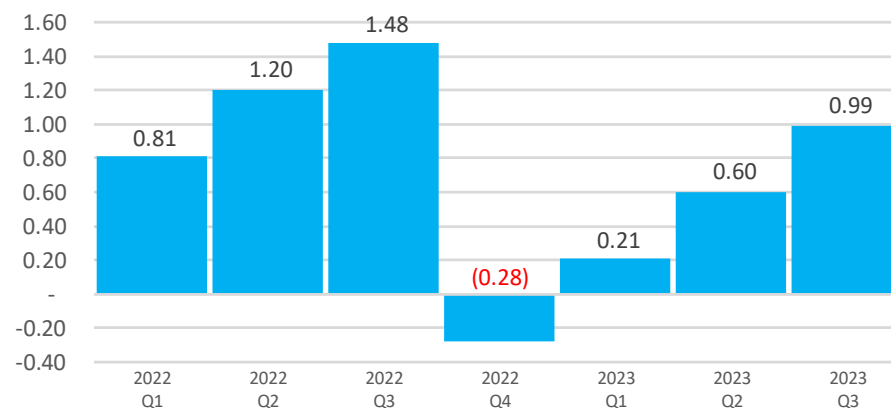
Operating Income vs. Operating Income Rate



Operating Expenses vs. Operating Expenses Rate

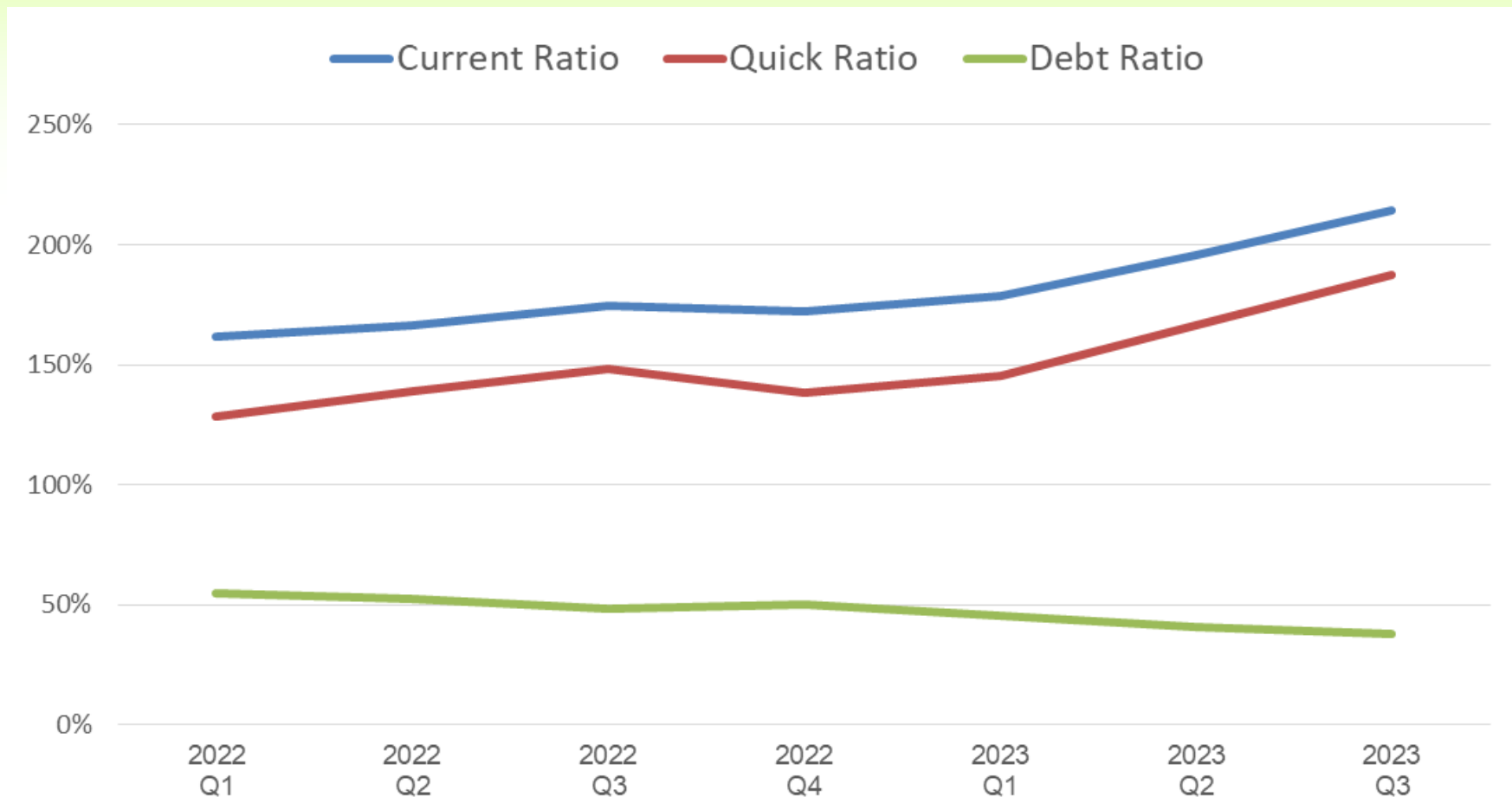


EPS(NTD)



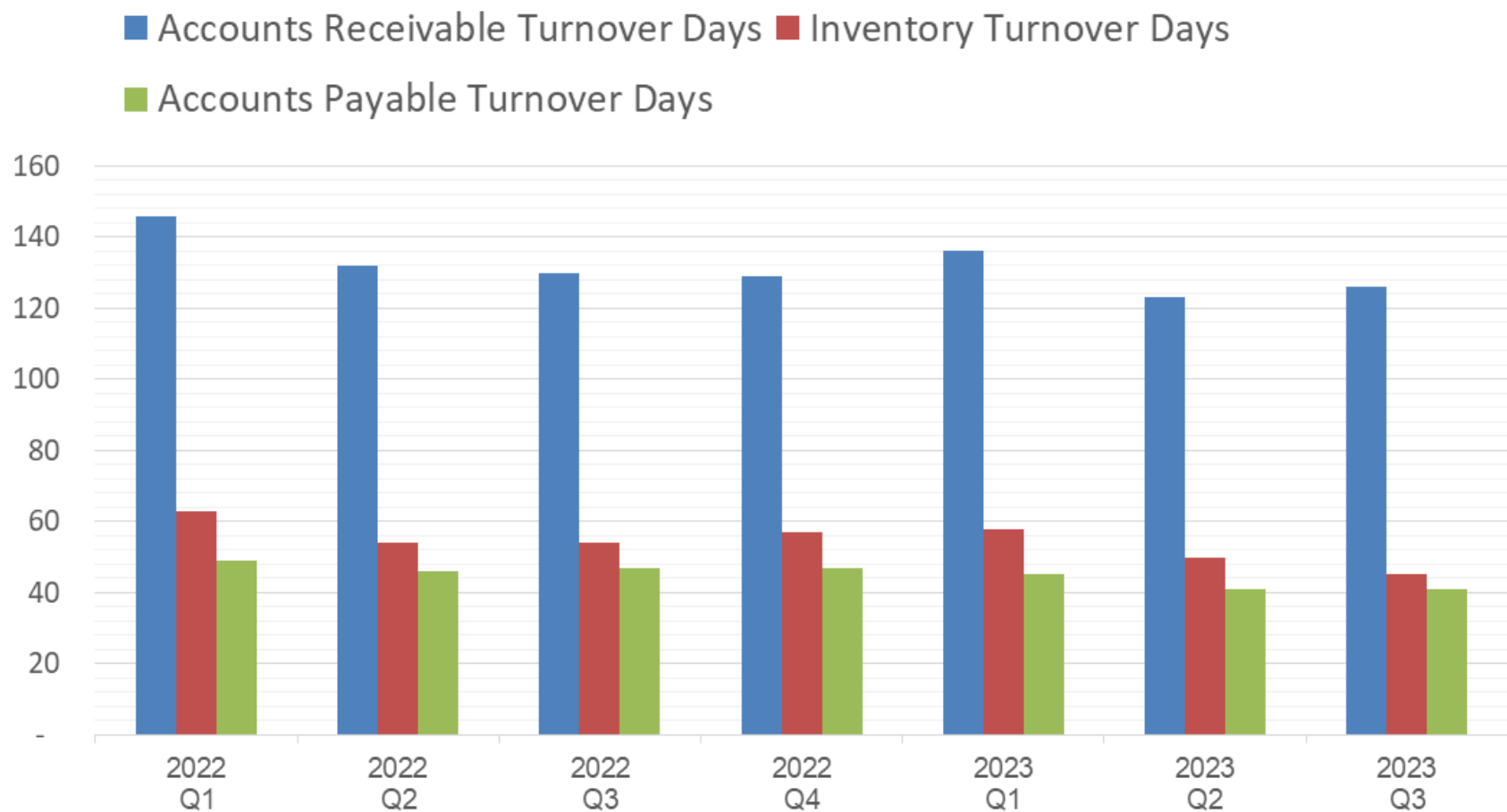
Financial Information

Key Financial Ratios



Financial Information

Key Financial Ratios



Q & A