

Howtech Technology Co., Ltd.

2024 Investor Conference

2024/11/26

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Agenda

- Company Profile
- 2024Q3 Financial Highlights
- Business Outlook
- 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

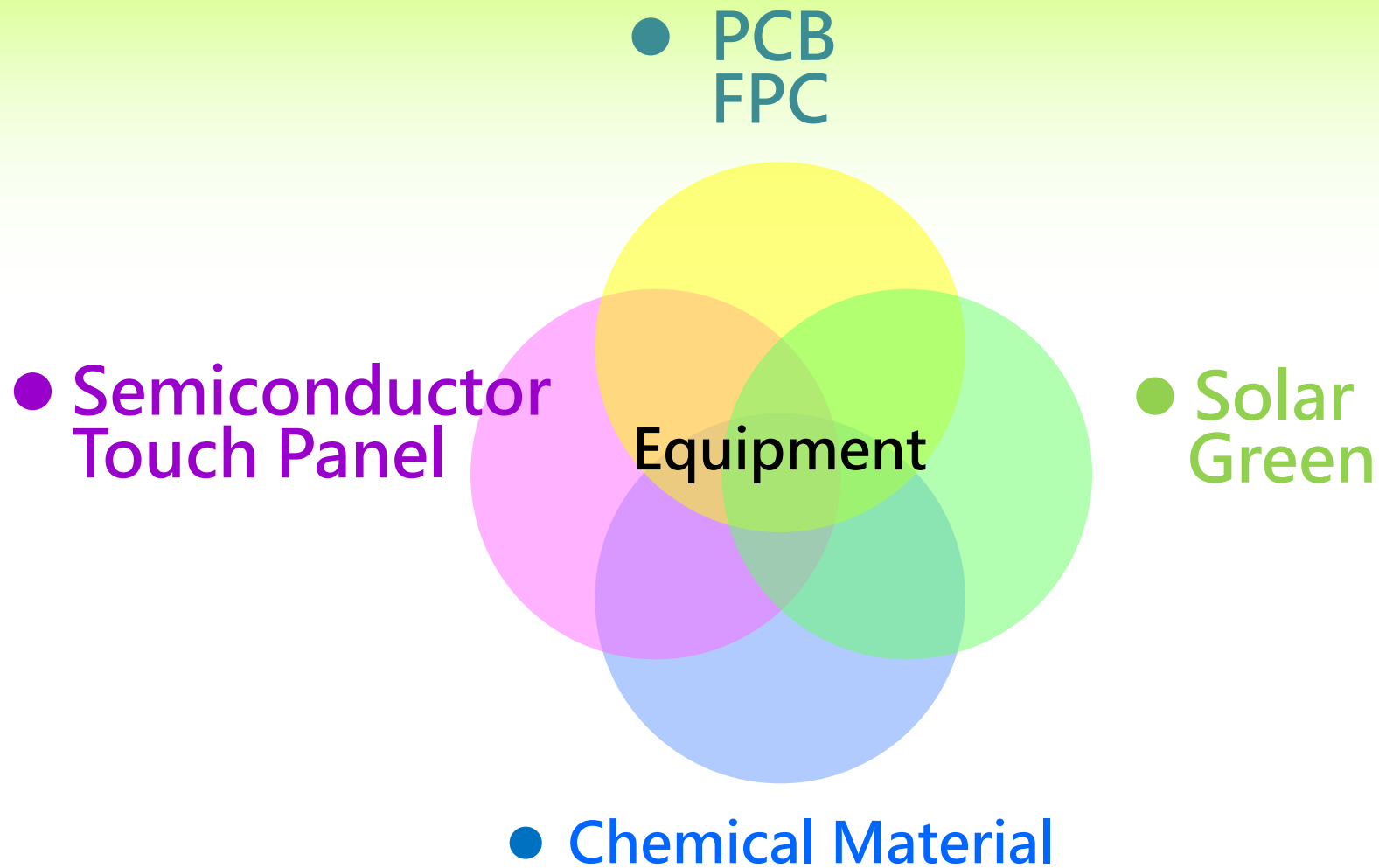
- TFT-LCD panel/
Flat panel display
- Solar energy/
Green energy/
Energy storage

- 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)	➤ Connectors ➤ Antenna
	Sumitomo	➤ Cable
	Knowles	➤ MEMS Microphone
	Awinics	➤ IC
	Raffar	➤ LED Driver IC
	eEver Technology Inc.	➤ IC
	LiteOn	➤ Optocoupler 、 Ambient Light Sensor
	Potens Semiconductor	➤ MOSFET
	Ingenic Semiconductor	➤ SoC
	Canon Machinery Inc.	➤ Flip chip carrier and IGBT substrate solder ball and nano silver hot press cutting machine

Consolidated Income Statement

Unit:NTD1,000

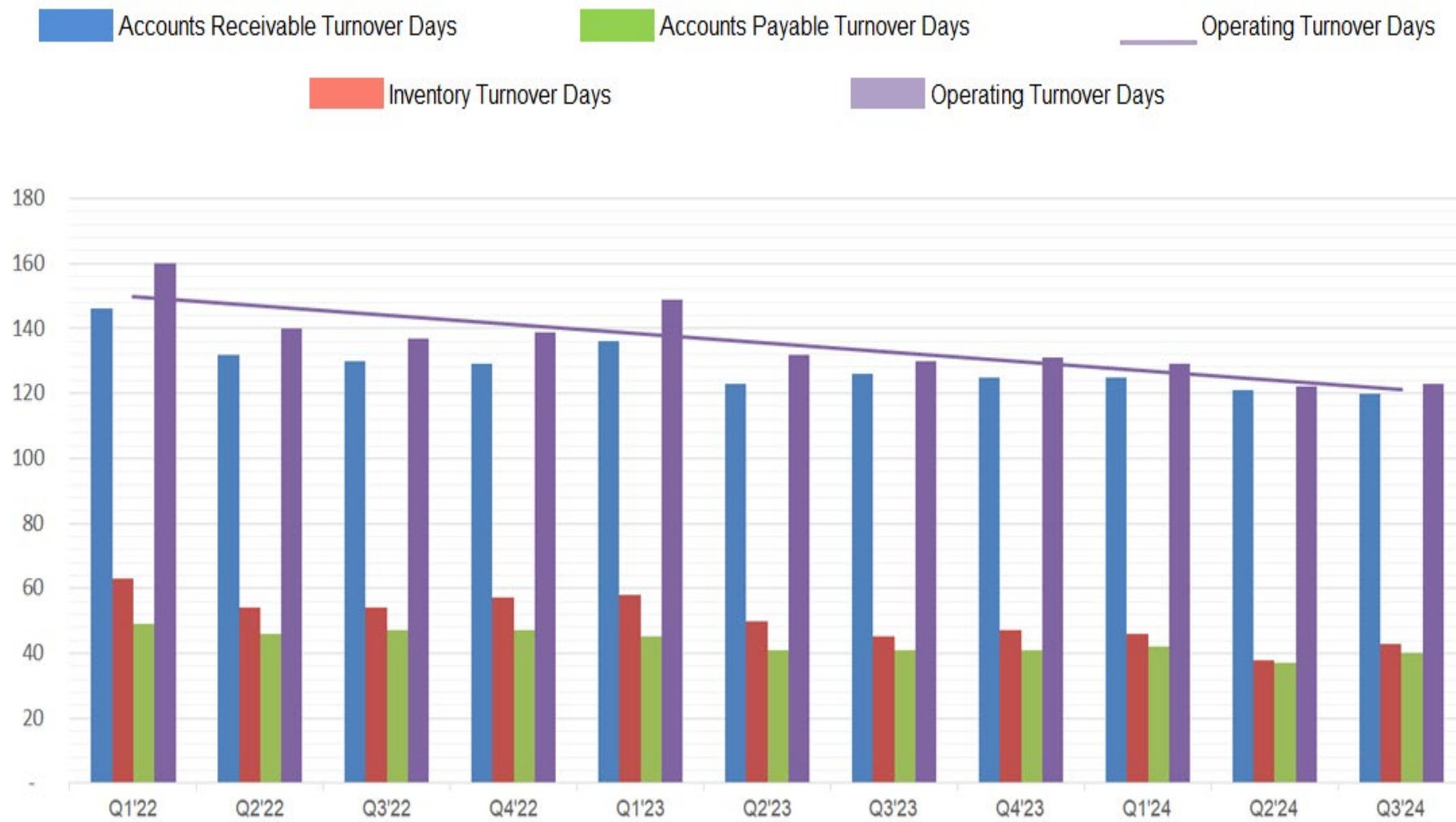
Main Subject	3Q'24		2Q'24		QoQ%	3Q'23		YoY%	1Q~3Q'24		1Q~3Q'23		YoY%
Operating Revenue	674,093	100%	707,459	100%	(5%)	771,614	100%	(13%)	2,013,197	100%	2,088,307	100%	(4%)
Gross Profit from Operations	63,162	9%	71,176	10%	(11%)	87,351	11%	(28%)	192,946	10%	229,689	11%	(16%)
Operating Expenses	(50,436)	(7%)	(55,363)	(8%)	(9%)	(53,102)	(7%)	(5%)	(148,063)	(7%)	(139,165)	(7%)	6%
Operating Income	12,726	2%	15,813	2%	(20%)	34,249	4%	(63%)	44,883	3%	90,524	4%	(50%)
Non-Operating Income and Expenses	(3,295)	(1%)	13,412	2%	(125%)	44,057	6%	(107%)	44,214	2%	58,817	3%	(25%)
Income before Income Tax	9,431	1%	29,225	4%	(68%)	78,306	10%	(88%)	89,097	5%	149,341	7%	(40%)
Net Income	8,971	1%	22,458	3%	(60%)	64,806	8%	(86%)	71,300	4%	117,331	5%	(39%)
Earnings per share-Basic	0.13		0.35			0.99			1.09		1.80		

Consolidated Balance Statement

Unit:NTD1,000

Main Subject	3Q'24		4Q'23		3Q'23	
Current Assets	2,086,990	81%	2,004,477	80%	2,067,487	79%
Non-Current Assets	474,385	19%	515,112	20%	539,193	21%
Total Assets	2,561,375	100%	2,519,589	100%	2,606,680	100%
Current Liabilities	1,015,554	40%	955,618	38%	965,923	37%
Total Liabilities	1,024,813	40%	972,720	39%	990,694	38%
Total Stockholders' Equity	1,536,562	60%	1,546,869	61%	1,615,986	62%
Current ratio	206%		210%		214%	
Quick ratio	168%		182%		188%	
Debt to assets ratio	40%		39%		38%	
Net worth per share (NTD)	23.59		23.75		24.81	

Finance Information



General Economic Situation

- ◆ Trump 2.0' s impact and layout on the United States, China, Taiwan and even the global political and economic situation
- ◆ Development of AI computers and mobile phones
- ◆ Development of global EV cars
- ◆ Changes in the transfer of production bases in various countries

2025 Business Outlook

◆ Key accounts

- NB is expected to grow by 5.6% in 2025. In addition to Knowles microphones, it will also promote new products such as Potens MOSFET and Ingenic SoC. Promote Knowles high specification (high SNR) and high unit price microphones for high-end models to increase revenue.
- Docking applications drive demand with the popularity of Type C, SEI TBT cable is used in Dell, HP and Lenovo, and it is also the direction of the company's sustainable development.

◆ Develop vehicle markets

- Promote JAE CONN to vehicle and electric motorcycle application : Charging pile, ADAS, DASH CAM, energy storage cabinet, IVI /TCU System.
- Promote Potens MOSFET IC to new energy vehicle and charging pile application.

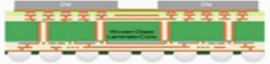
◆ Develop new markets

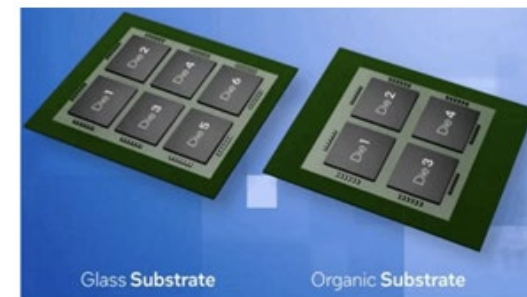
- JAE : Gaming, electronic tags, e-books, drones and smart homes.
- AWINIC and Motorcomm : Netcom and IoT.

2025 Business Outlook

◆ Equipment

- Canon :
 - Lay out the large-size carrier board market and promote dedicated models for large-size boards and high yield requirements, and reduce competitive risks through product differentiation.
 - Lay out class substrate cutting machine market.
- Noritake :
 - SiC grinding wheel products, in addition to existing customers, continue to develop potential customers.
 - Paired with Gallant precision low Si wafer edge grinding machine, expand the China, Japan and Southeast Asian markets.
- Look for new products to cooperate with the development of the semiconductor market and promote Japan J-TEC plasma and electrochemical technology wafer grinder for SiC, SOI, quartz and diamond wafers and other materials.

Comparison between organic material substrate and glass substrate		
Structure diagram		
Production difficulty	low	high
Signal integrity	good	excellent
Cost	low	high
Temperature resistant	Poor	Better
Size	small	large
Focus	Warping occurs when the ruler is too enlarged	TGV is prone to breakage when cutting with glass



Q & A