



NEXCOM International

2022/Q3 Earnings Conference

2022/11/25



ANNIVERSARY

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Outline



- Overview
- Financial Results
- Outlook



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- Established by chairman Mr. Clement Lin in 1992
- Stock listed in Teipei Exchange in 2007
- Capital is about NTD \$1.412 billion
- Market value is about NTD \$4.286 billion (price of 11/22 is \$30.35 per share)
- Major operating sites: Taiwan, China, US, Japan
- Employees all over the world: 1,266(at the end of 3rd quarter)

Major Operating Sites



Headquarters in Taiwan: Nexcom International

Subsidiaries in Taiwan: NexAIoT, NexCOBOT, Embux, GreenBase, DivioTec, AIoT Cloud, TMR Technologies

Subsidiaries in China: NEXCOM Shanghai, NEXGOL Chongqing, NEXRAY Chongqing

Subsidiary in Japan: NEXCOM Japan

Subsidiary in US: Nex Computers



Five Major Business Groups



Network and Communication: Cyber Security, Firewall



IoT Automation: Smart Factory, Industry 4.0



Smart City: Smart Retail, Embedded Touchscreen



Mobile Computing: Vehicle Telematics/Mount Computer



Intelligent Video Surveillance: Network Camera, NVR



- Overview
- **Financial Results**
- Outlook

Income Statements 2019~2021



NTD thousand	2021		2020		2019
	amount	%	amount	%	amount
Sales	6,780,580	1.17%	6,701,894	-7.09%	7,213,408
Gross Margin	23.08%	-4.57%	24.18%	-3.04%	24.94%
Expense Rate	20.48%	-2.80%	21.07%	1.68%	20.72%
Operating Income	176,100	-15.60%	208,653	-31.42%	304,268
Operating Margin	2.60%	-16.58%	3.11%	-26.19%	4.22%
Income before Tax	205,295	-2.13%	209,771	-27.10%	287,767
Profit Attributable to Owner of Parent	141,545	-5.65%	150,021	-34.03%	227,410
EPS(NTD dollar)	1.00	-5.66%	1.06	-34.16%	1.61



Income Statements 2022/Q1~Q3



NTD thousand	2022/Q1~3	2021/Q1~3	YOY
Sales	5,780,597	4,676,557	23.61%
Gross Margin	25.04%	23.07%	8.55%
Expense Rate	19.84%	21.25%	-6.64%
Operating Income	300,576	84,968	253.75%
Operating Margin	5.20%	1.82%	186.19%
Income before Tax	1,290,519	100,475	1184.42%
Profit Attributable to Owner of Parent	842,689	56,801	1383.58%
EPS(NTD dollar)	5.97	0.40	1392.50%



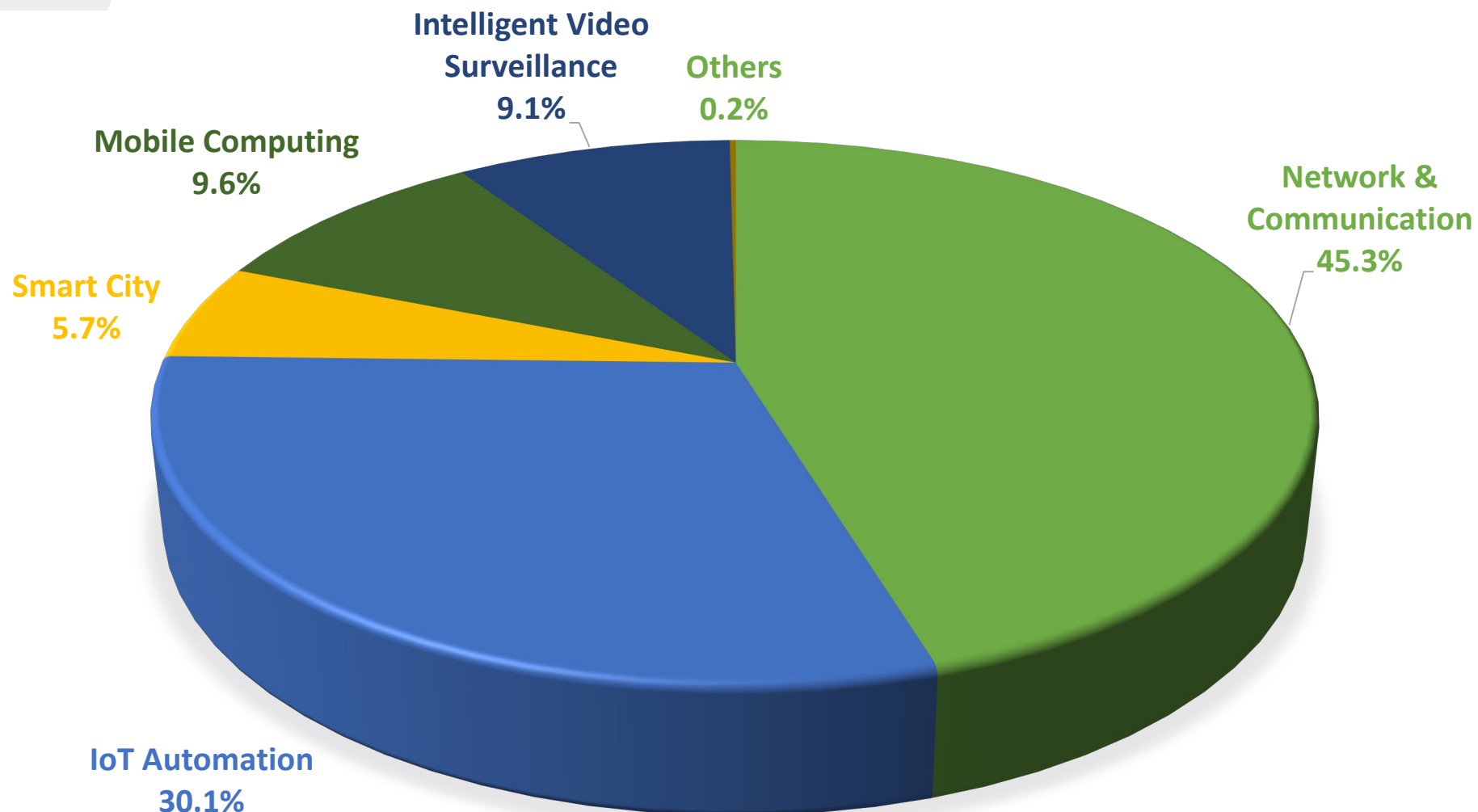
Balance Sheets (2019~2022/9)



NTD thousand	2022/9/30	2021/12/31	2020/12/31	2019/12/31
Accounts/ Notes Receivables	2,041,279	1,714,526	1,659,431	1,721,263
Inventories	2,203,689	2,782,314	1,472,908	1,872,264
Current Assets	6,161,948	5,370,059	4,045,242	4,444,026
Total Assets	8,726,401	7,984,247	6,498,593	6,940,376
Short-term Borrowings/ Bills Payables	2,755,000	2,642,702	1,882,204	2,332,685
Accounts/ Notes Payables	916,298	1,340,360	893,855	892,675
Current Liabilities	4,636,115	4,665,694	3,409,068	3,953,958
Total Liabilities	5,261,094	5,146,621	3,686,246	4,207,170
Equity Attributable to Owners of Parent	3,367,144	2,630,637	2,616,965	2,582,245
Total Equity	3,465,307	2,837,626	2,812,347	2,733,206



Performance of Major BUs (2022/Q1~3)



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- There are still many interference factors, such as exchange rate, raising interest rate, inflation, war, ...etc.
- The subsidiary, GreenBase, has the IPO schedule.

**Thank
You**

Questions?