



# NEXCOM International

—  
2023/Q1 Earnings Conference



ANNIVERSARY

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# Outline



- Overview
- Financial Results



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- Financial Results

- 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 \$5.73 billion (price of 5/19 is \$40.55 per share)
- Major operating sites: Taiwan, China, US, Japan
- Employees all over the world: 1,269(at the end of 1<sup>st</sup> quarter)

# Five Major Business Groups



Network and Communication: Cyber Security, Firewall



IoT Automation: Smart Factory, Industry 4.0



Smart City: Smart Retail, Embedded Touchscreen



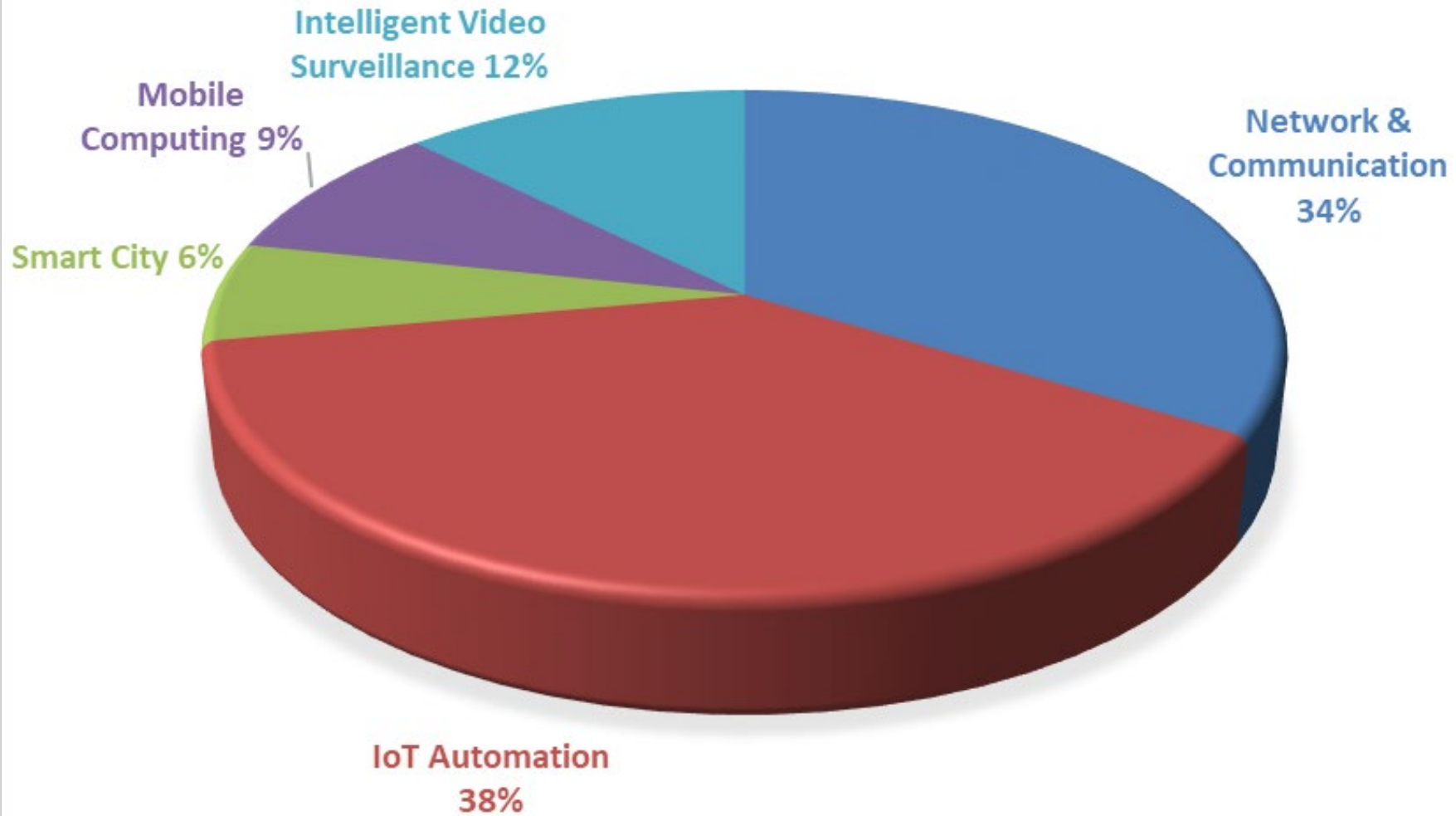
Mobile Computing: Vehicle Telematics/Mount Computer



Intelligent Video Surveillance: Network Camera, NVR



# Contribution of Major Business



- Overview
- **Financial Results**



# Income Statements 2023/Q1



NTD ,000	2023/Q1	2022/Q1	YOY
Sales	1,663,790	1,725,262	-3.56%
Costs	1,152,618	1,288,445	-10.54%
Gross Profits	511,172	436,817	17.02%
Gross Margin	30.72%	25.32%	21.35%
Expenses	341,634	353,942	-3.48%
Expense Rate	20.53%	20.52%	0.09%
Operating Income	169,538	82,875	104.57%
Non-Operating Income	13,155	42,842	-69.29%
Income before Tax	182,693	125,717	45.32%
Profit Attributable to Owner of Parent	129,506	93,133	39.05%
EPS	0.92	0.66	39.39%



# Balance Sheets - Assets (2023/3/31)



NTD ,000	2023/3/31	2022/12/31	2022/3/31	QOQ	YOY
Cash	1,328,236	1,464,475	847,331	-9%	57%
Accounts Receivable	1,535,448	1,922,762	1,538,787	-20%	0%
Other Receivable	417,464	421,861	54,938	-1%	660%
Inventory	2,248,951	2,413,265	2,960,099	-7%	-24%
Other Current Assets	63,090	75,019	181,678	-16%	-65%
<b>Current Assets</b>	<b>5,593,189</b>	<b>6,297,382</b>	<b>5,582,833</b>	<b>-11%</b>	<b>0%</b>
Long-term Investment	58,086	58,712	136,981	-1%	-58%
Fixed Assets	1,855,756	1,872,070	2,002,055	-1%	-7%
Investment Properties	172,175	172,555	173,695	0%	-1%
Other Assets	431,189	442,877	246,615	-3%	75%
<b>Total Assets</b>	<b>8,110,395</b>	<b>8,843,596</b>	<b>8,142,179</b>	<b>-8%</b>	<b>0%</b>



# Balance Sheets – Liabilities & Equities (2023/3/31)

NTD ,000	2023/3/31	2022/12/31	2022/3/31	QOQ	YOY
Short-term Bank Loan	2,175,000	2,570,000	2,952,697	-15%	-26%
Accounts Payables	851,678	1,232,506	1,060,654	-31%	-20%
Other Payables	420,238	527,649	345,852	-20%	22%
Other Current Lia.	416,909	396,195	356,539	5%	17%
<b>Current Lia.</b>	<b>3,863,825</b>	<b>4,726,350</b>	<b>4,715,742</b>	<b>-18%</b>	<b>-18%</b>
Long-term Bank Loan	-	-	117		-100%
Other Lia.	567,977	580,799	462,022	-2%	23%
<b>Total Lia.</b>	<b>4,431,802</b>	<b>5,307,149</b>	<b>5,177,881</b>	<b>-16%</b>	<b>-14%</b>
Common Stock	1,412,265	1,412,265	1,412,265	0%	0%
Capital Surplus	366,535	367,987	367,763	0%	0%
Retained Earnings	1,820,605	1,691,099	1,009,867	8%	80%
Other Equities	- 42,024	- 30,187	- 50,510	39%	-17%
Non-controlling Interest	121,212	95,283	224,893	27%	-46%
<b>Equities</b>	<b>3,678,593</b>	<b>3,536,447</b>	<b>2,964,278</b>	<b>4%</b>	<b>24%</b>



# Major Financial Ratios (2023/3/31)



	2023/Q1	2022/Q1
days sales outstanding	96	87
days inventory outstanding	208	224
current ratio	1.45	1.18
quick ratio	0.85	0.52
debt ratio	0.55	0.64



**Thank  
You**

**Questions?**