



# Netronix Investor Conference

Third Quarter 2024

**CFO : Tessa**

# 1 The Inaugural Year Of Color E-reader



- Stimulate upgrade trend
- Market demand growth > 25%
- Received widespread acclaim
- New milestone

- First major brand name to launch a color e-book solution
- Black/white electronic paper film with warm color display performance

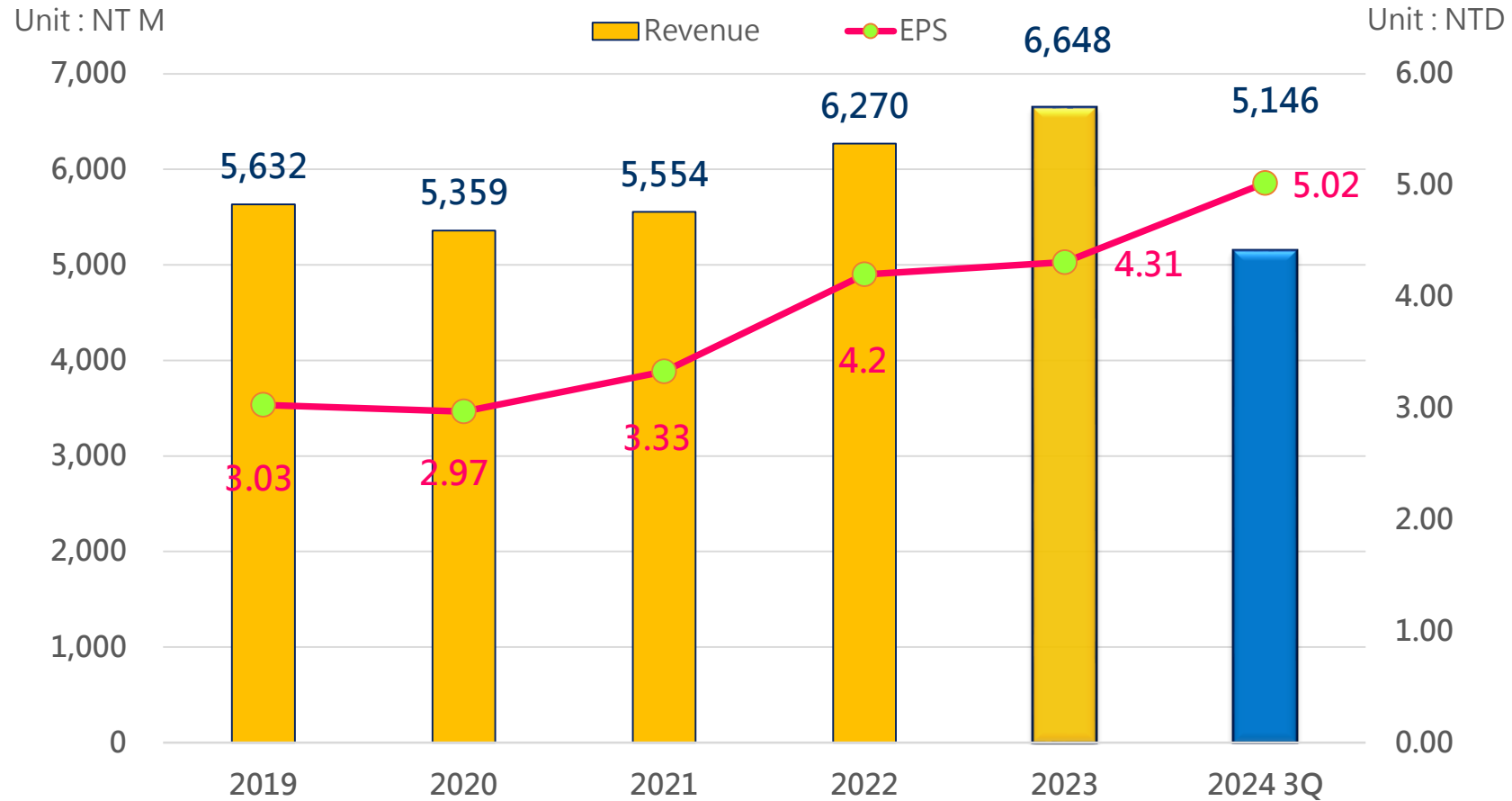


## 3Q2024:

- Gross Margin : 22%
- Operating Margin : 11%
- Return On Equity : 18%
- 3Q EBK shipment volume > Entire last year' s total
- 3Q EPS: >\$5
- 3Q Net profit YoY +52%



# Revenue and Profit Trend



# The Leader Of the Green Economy



**Deploy Group Growth Momentum for Next 10 Years**

- **New Era Of Color E-reader ( Present )**
- **Vast Green Economy Business Potential (Future )**



Company Overview

Financial Highlight

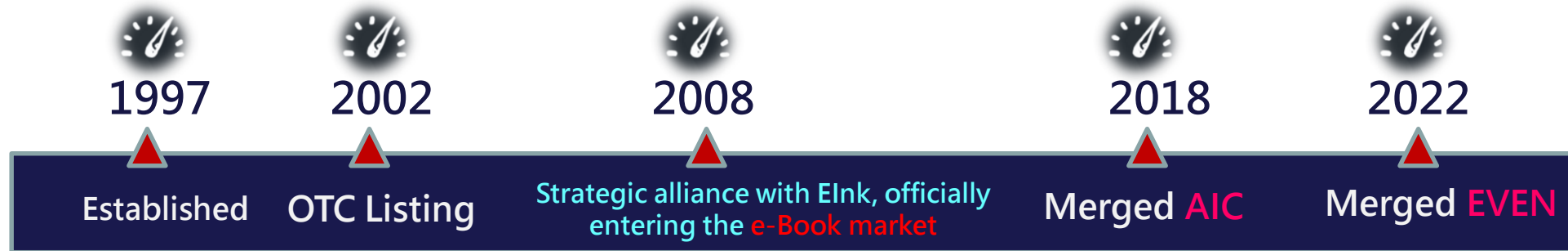
Q & A





# Disclaimer

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- Investors are cautioned not to place under reliance on these forward-looking statements, which are made as of the date of this presentation, and we assume no obligation to update or revise any forward-looking statement.

# About Netronix



 Capital : NT\$875M

 Annual Revenue :  
Around NT\$7,000M

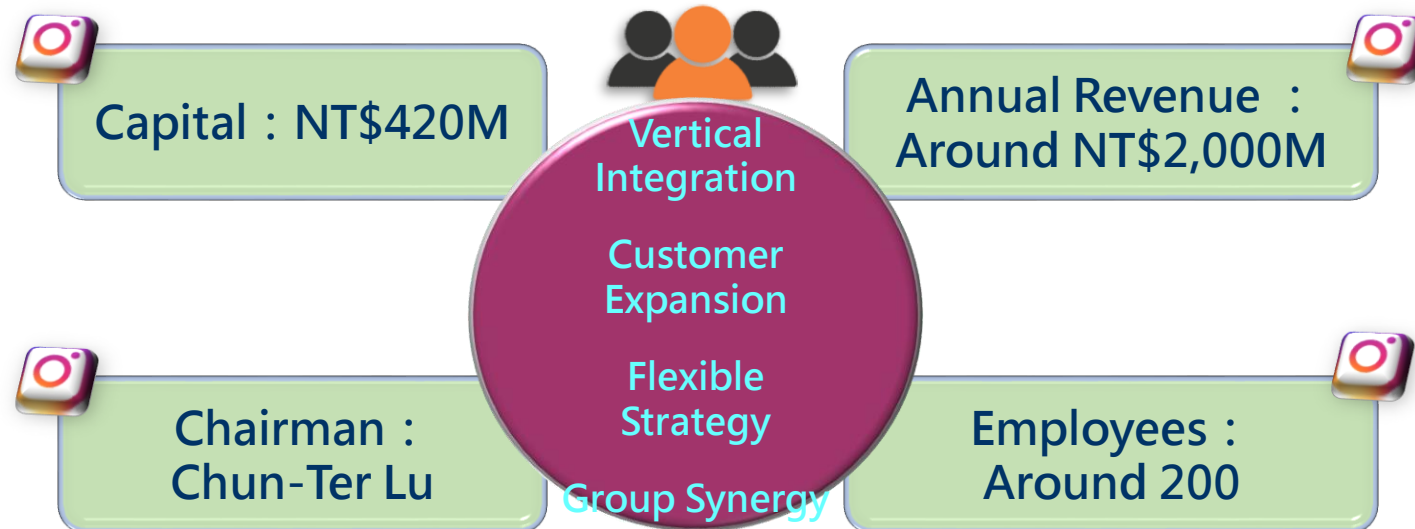
 Chairman :  
Hsu-Fu Tsung

 Employees :  
Around 1,500

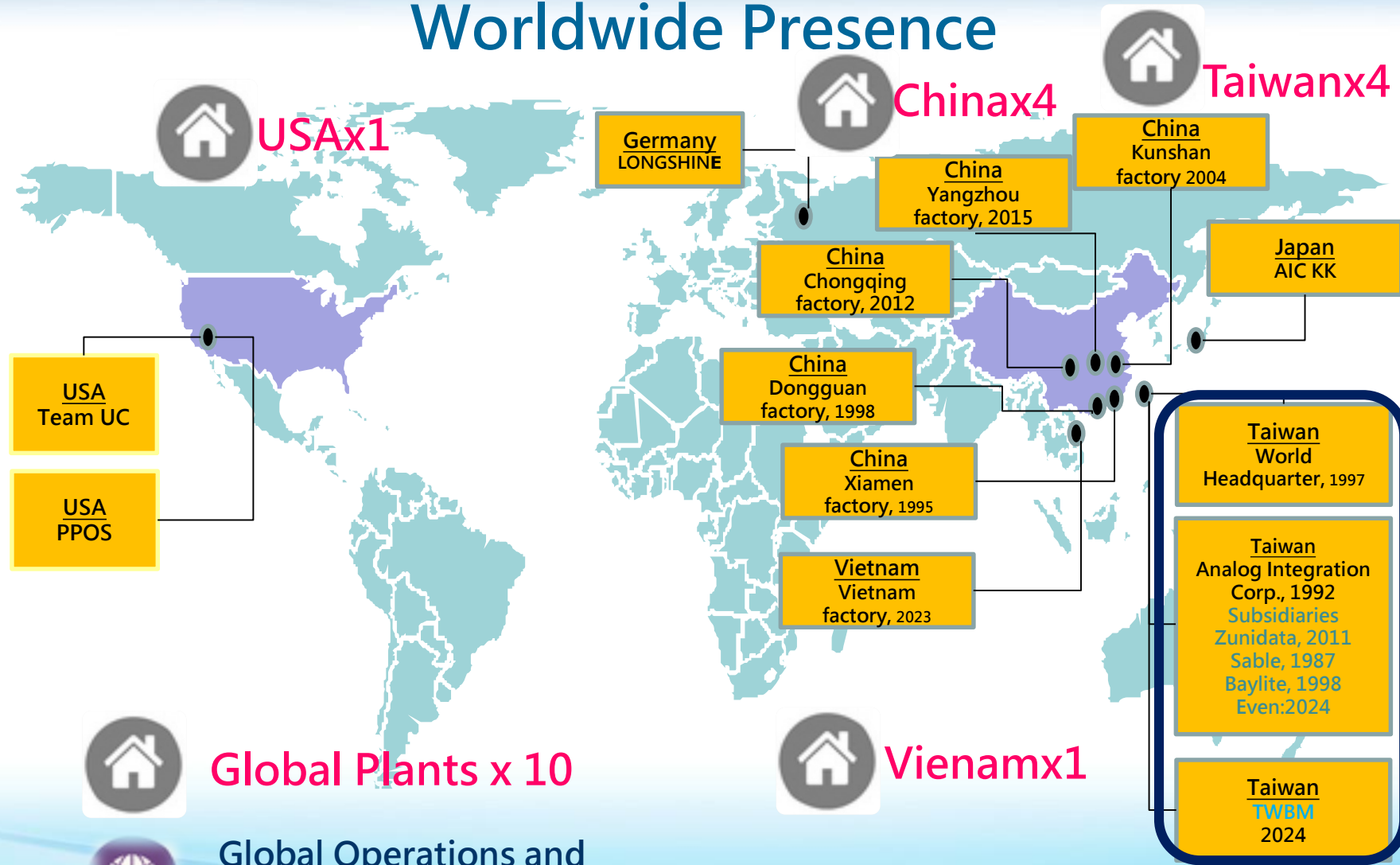




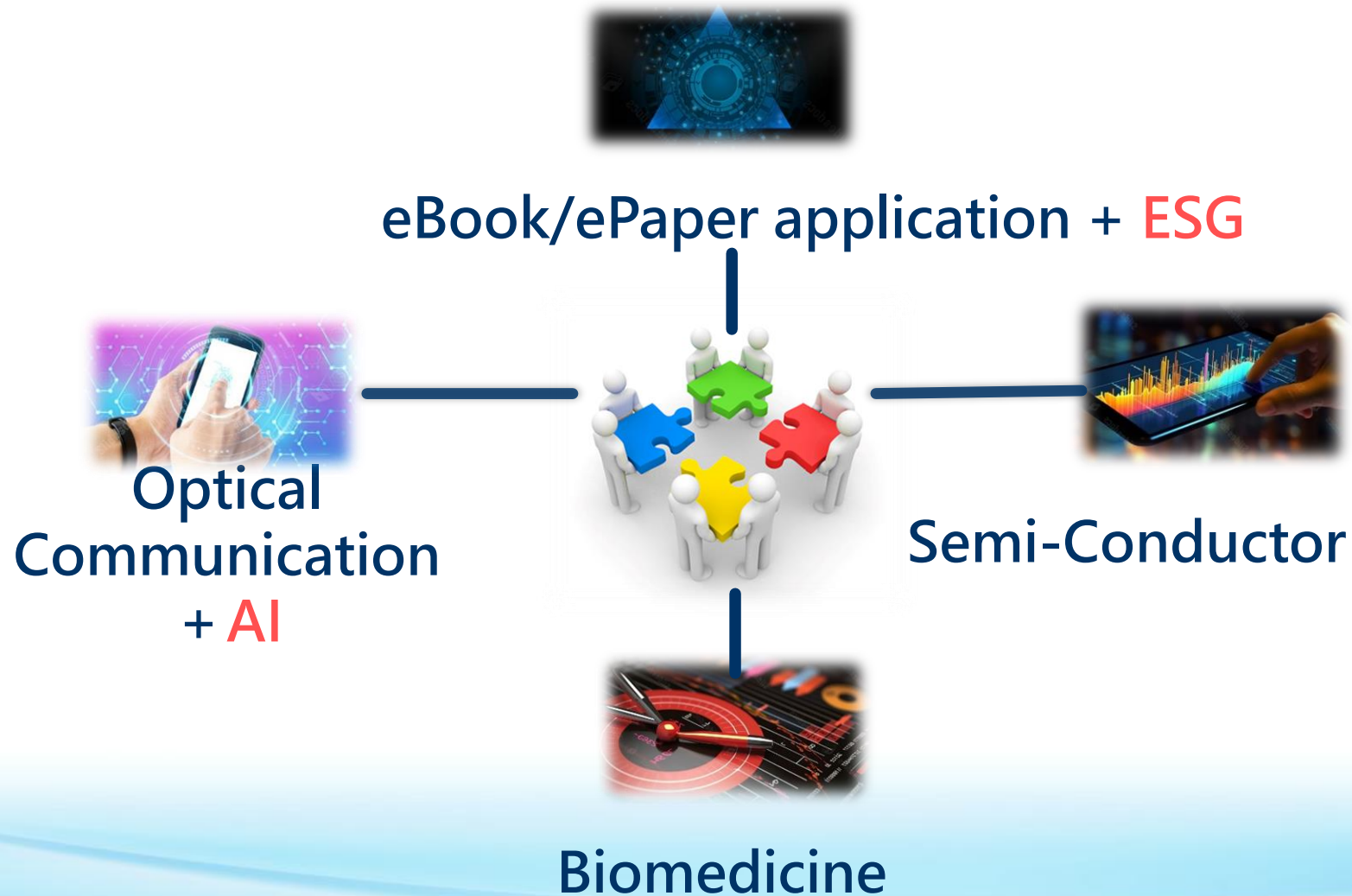
# About AIC



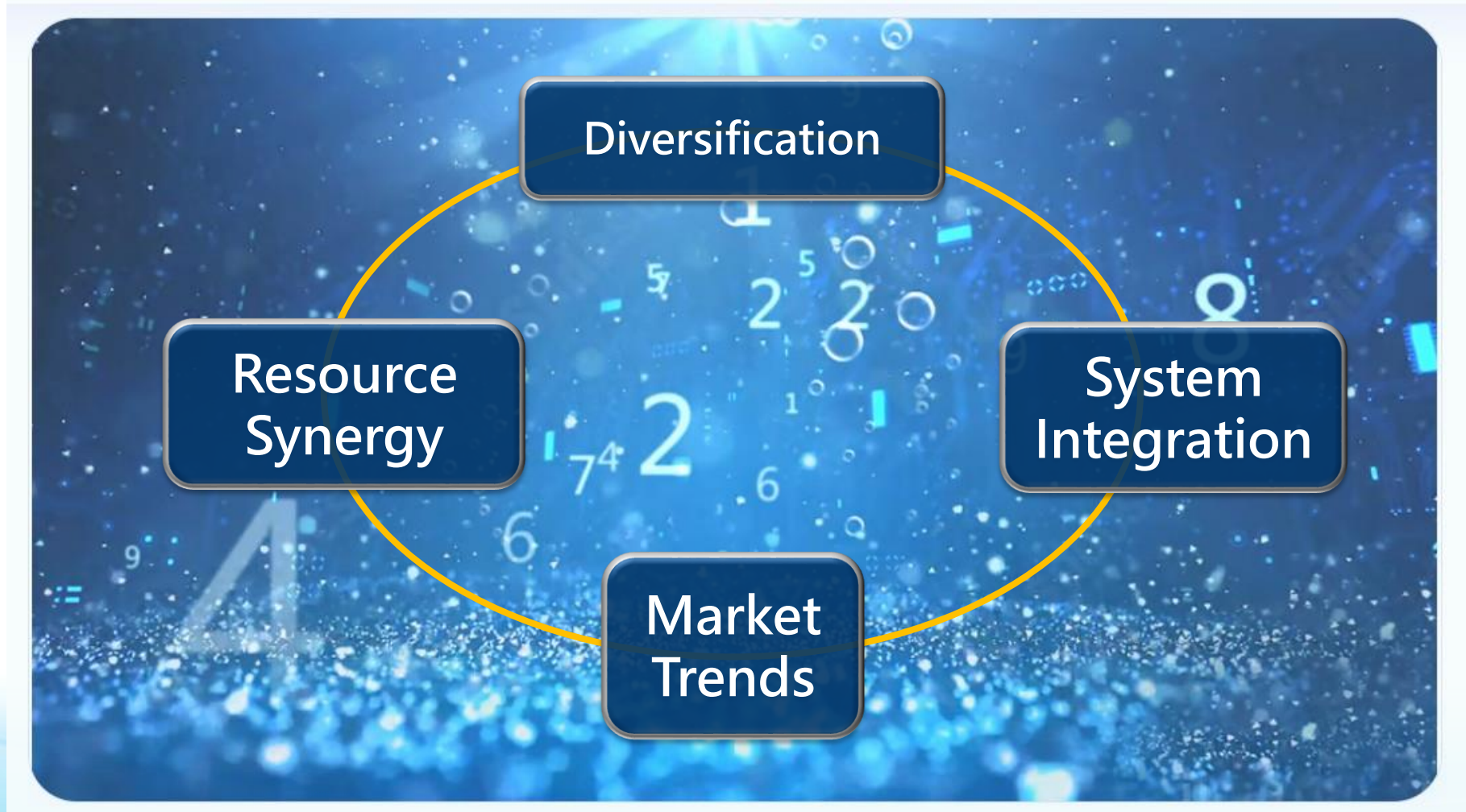
# Worldwide Presence



# Deploy in four Major fields



# Core Competitiveness





# Application Of E-Paper

Smart transportation



Smart Medical




Smart Retail



# New Era Of Color E-Reader

**Carry thousands of books anywhere with weeks of battery life\***

Emportez des milliers de livres partout avec des semaines d'autonomie de batterie\*



\*A single charge on the eReader lasts up to 40 days, based on 30 minutes of reading per day with the front light at 30% brightness and WiFi and Bluetooth\* wireless technology off.  
\*Un chargement de la liseuse peut durer jusqu'à 40 jours, en considérant un temps de lecture de 30 minutes par jour, avec l'éclairage avant réglé à 30%, et les fonctions de Wi-Fi et Bluetooth désactivées.

**Rakuten kobo**

**kobolibra COLOUR**

**Browse and read in colour with a 7" E Ink Kaleido™ 3 display**

Naviguez et lisez en couleur grâce à l'écran E Ink Kaleido™ 3 de 7 pouces



**Rakuten kobo**

- First major brand name to launch a color e-book solution
- **Black/white electronic paper film with warm color display performance**



- E ink Kaleido 3 Technology
- Personal mobile library
- Storage capacity: over 20,000 books



- Light Weight: < 200 g
- Glare-free touchscreens
- Leave your charger behind : enough battery life to last for 40 days

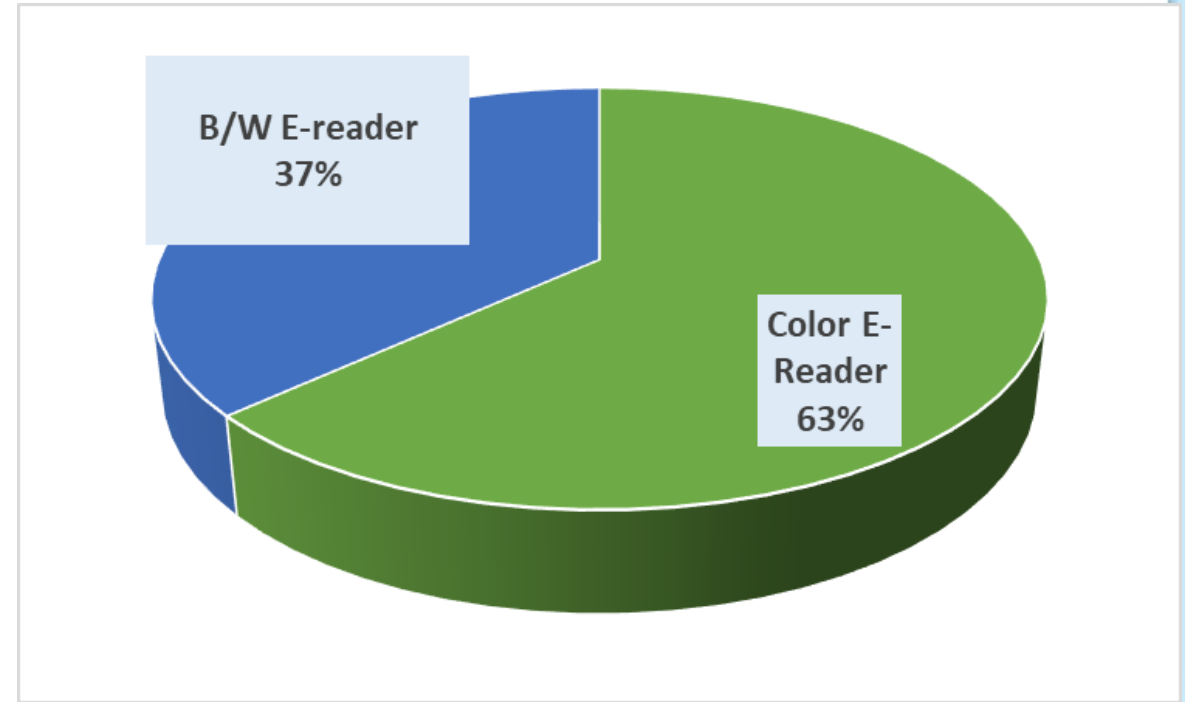
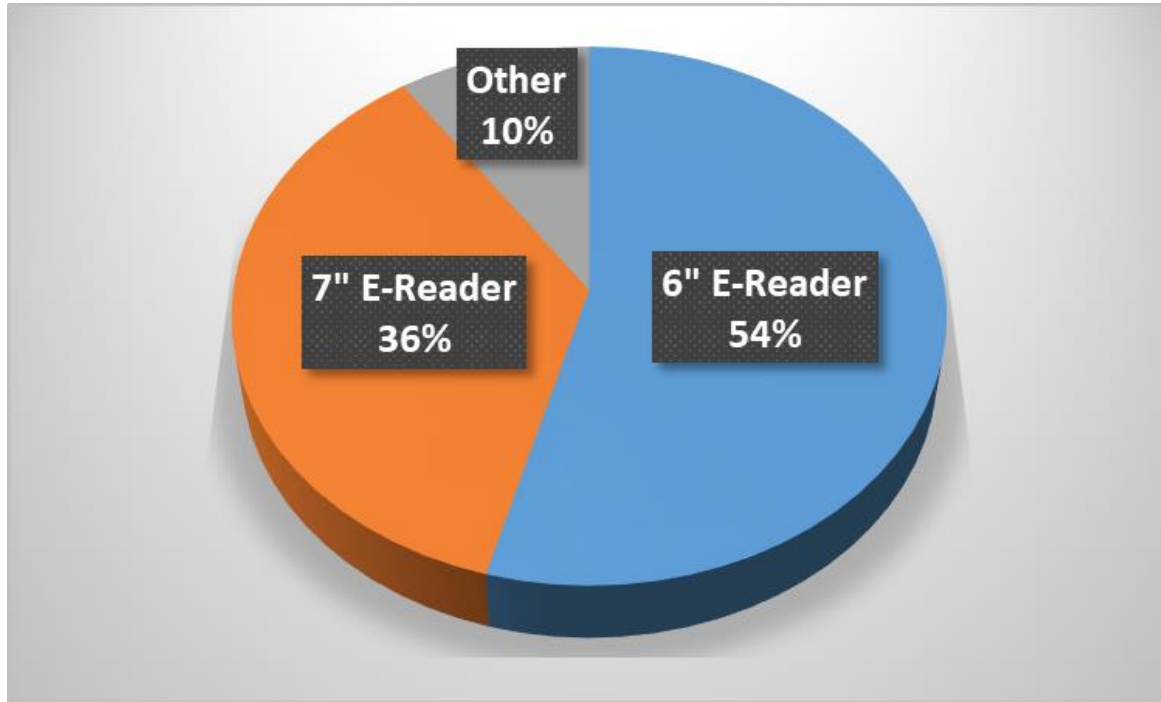


# Reference Specification Of Color E-Reader

Feature	Kobo Clara Colour	Kobo Libra Color
Display Size	6 inches	7 inches
Display Type	E Ink Kaleido Plus color display	E Ink Kaleido Plus color display
Resolution	1236 x 1648 pixels	1680 x 1264 pixels
Front Light	Adjustable ComfortLight Pro	Adjustable ComfortLight Pro
Adjustable Warm Light	Yes	Yes
Storage	16 GB	32 GB
Battery Life	Up to 6 weeks	Up to 6 weeks
Weight	166 grams	215 grams
Dimensions (mm)	157 x 110 x 8.6	179 x 129 x 9.7
Water Resistance	No	Yes (IPX8)
Buttons	No physical buttons	Page-turn buttons
Touchscreen	Yes	Yes
Bluetooth	No	Yes
File Formats Supported	EPUB, PDF, MOBI, CBZ, CBR	EPUB, PDF, MOBI, CBZ, CBR
Audio Support	No	Yes (audiobooks and text-to-speech)
Ergonomic Design	No	Yes

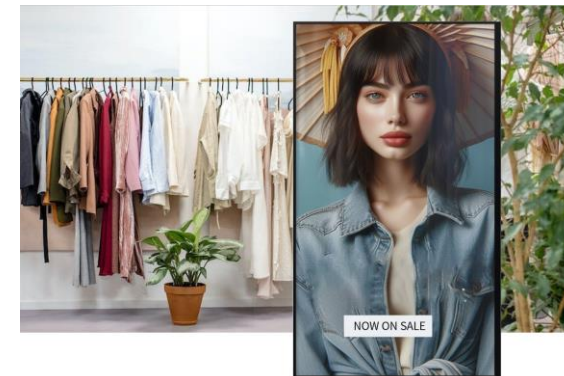
# Y2024-in e-Reader Shipment Proportion

Unit : %



**FY24 ( F ) E-Reader Shipment statistic : Jan-Oct Actual Shipment + Nov/Dec Projected Shipment**

# Trillion-Dollar Opportunities in a Green Economy



## 2

# Color E-Signage

- E ink Spectra 6 Technology
- Ultra-narrow edge design
- Low power consumption
- Wide viewing angle



- 13.3 inches
- 31.5 inches

- Paper-like texture
- Static images
- Installation art

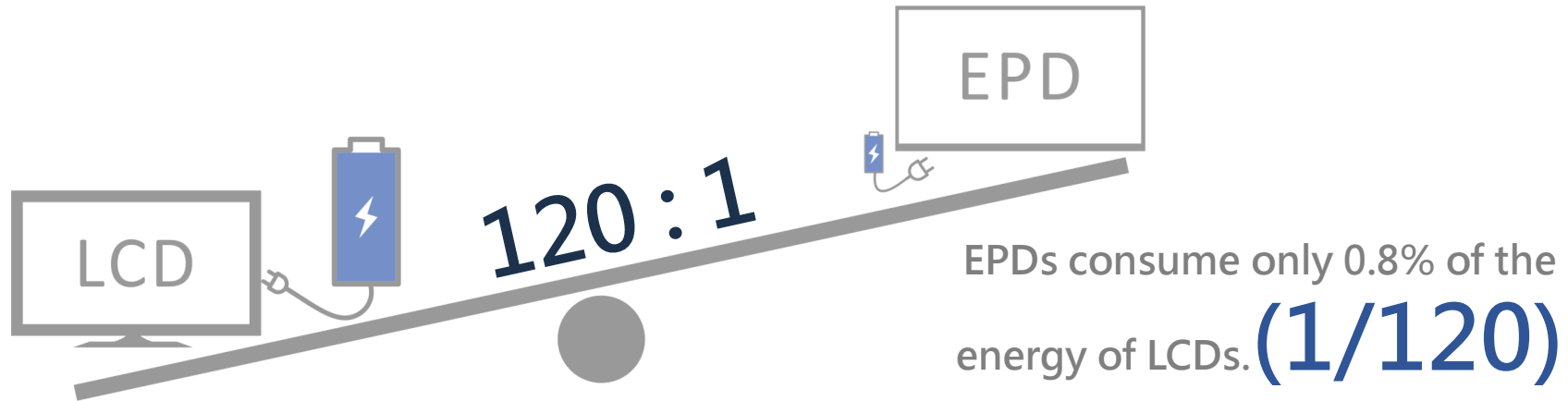
- Combination of AI and IoT Technology
- Smart city new display
- Applicable in various environments

# ISE 2024 – New Product Debut



- The global annual market value of color E-Signage reaches **\$40 billion**
- Annual compound growth rate > 8%

# ESG friendly Environment



1 monitor, operating 16 hours a day, lasting 3 years			
(32 inches)	EPD	LCD (outdoor)	LCD (indoor)
Kilowatt-hours (kWh)	29	3,504	876
Carbon Dioxide Emissions(kilograms)	20	2,384	596
<b>relative proportion</b>	<b>1</b>	<b>: 120</b>	<b>: 30</b>

### Hypothetical conditions

- ⊙32" LCD Signage System Power: 200W (Outdoor) / 50W (Indoor)
- ⊙32 inch e-paper display billboard system (outdoor/indoor) power: 23.7W when the screen is updated, 1.3W when the screen is unchanged
- ⊙The e-paper display billboard screen is updated every minute, and each update takes 1 second
- ⊙CO2 emissions calculated: 1 kWh of electricity = 1.5 pounds of CO2 emissions (source: www.EPA.gov), 1 pound = 0.45359 kg

# Competitive Advantage

- E-ink Spectra 6 technology
- System integration capability
- Shipped over 5,000 PCs
- High threshold in MFG



## Two arrows of the green economy

- Color E-Reader ( Present )
- Color Signage ( Future )



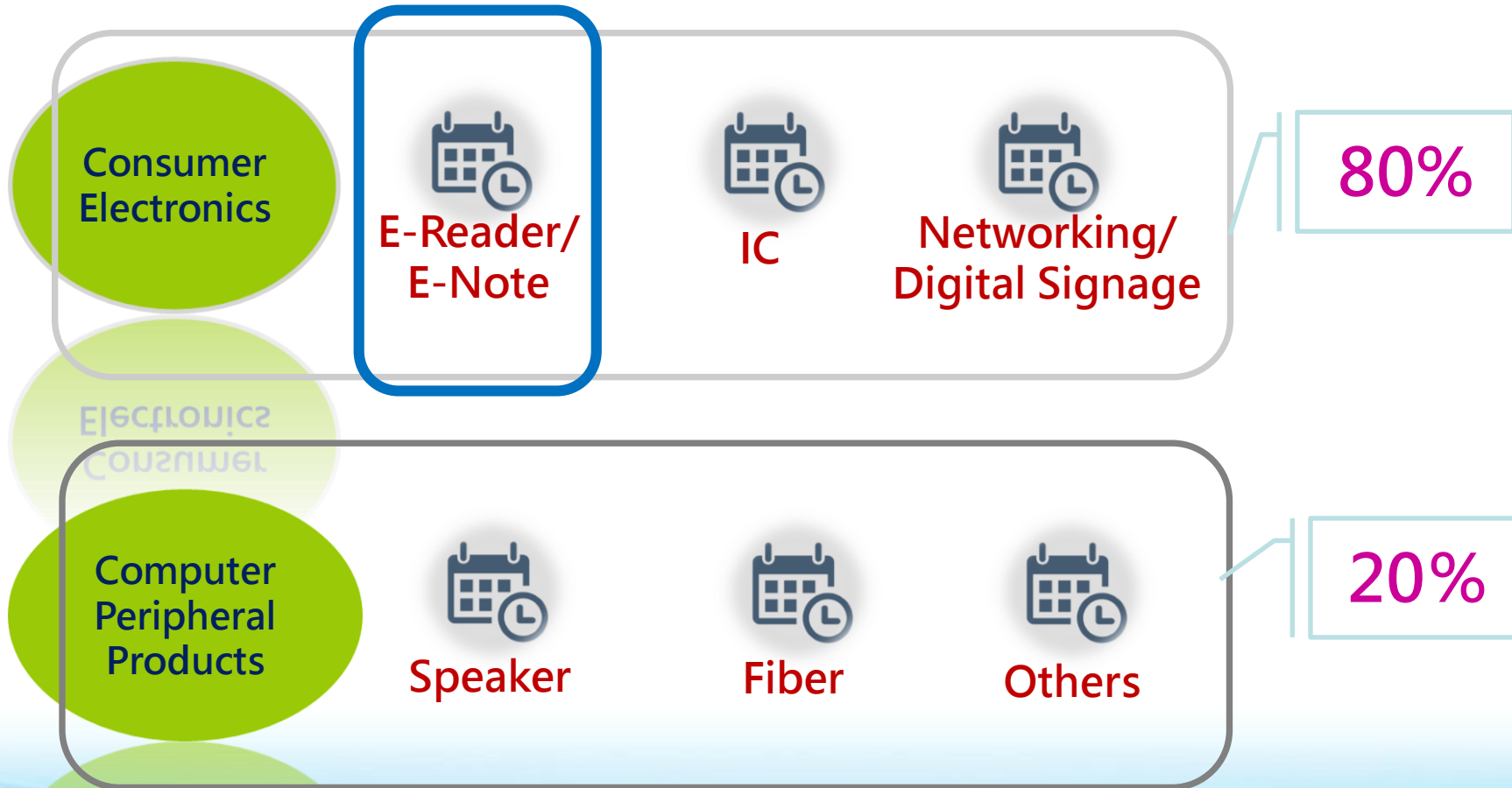


# operating results

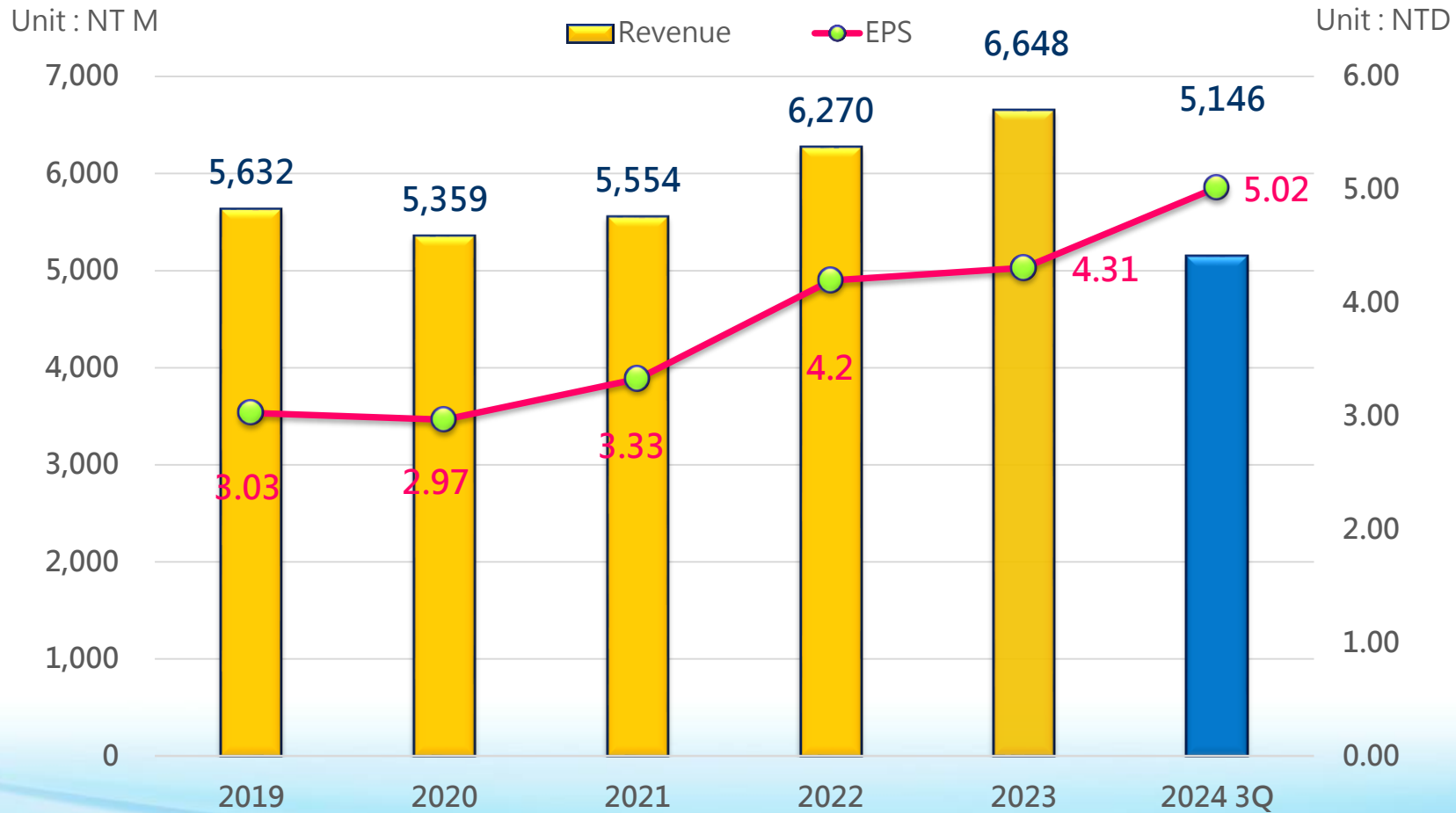
2024 Q3



# Departments

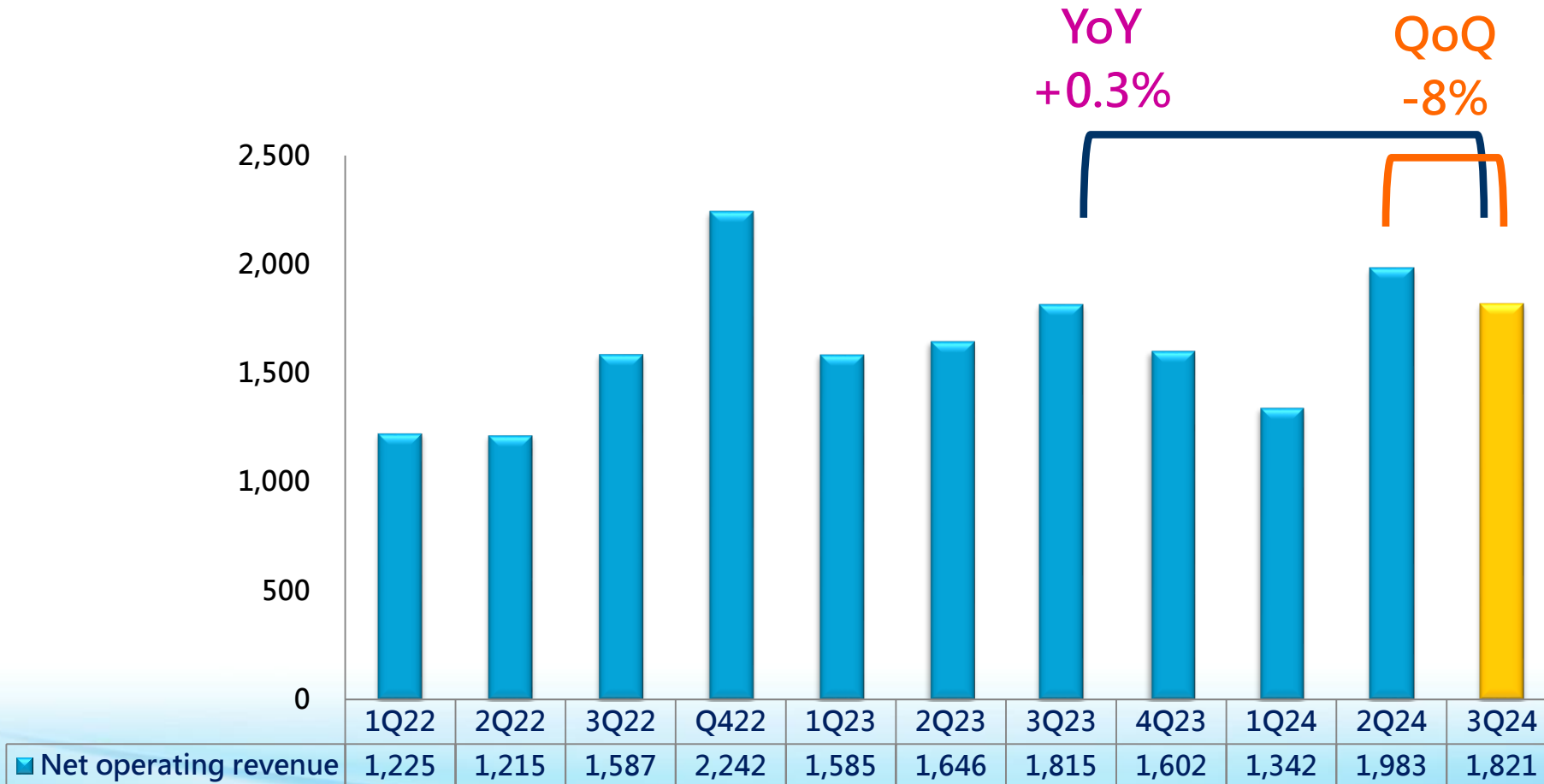


# Revenue and Profit Trend



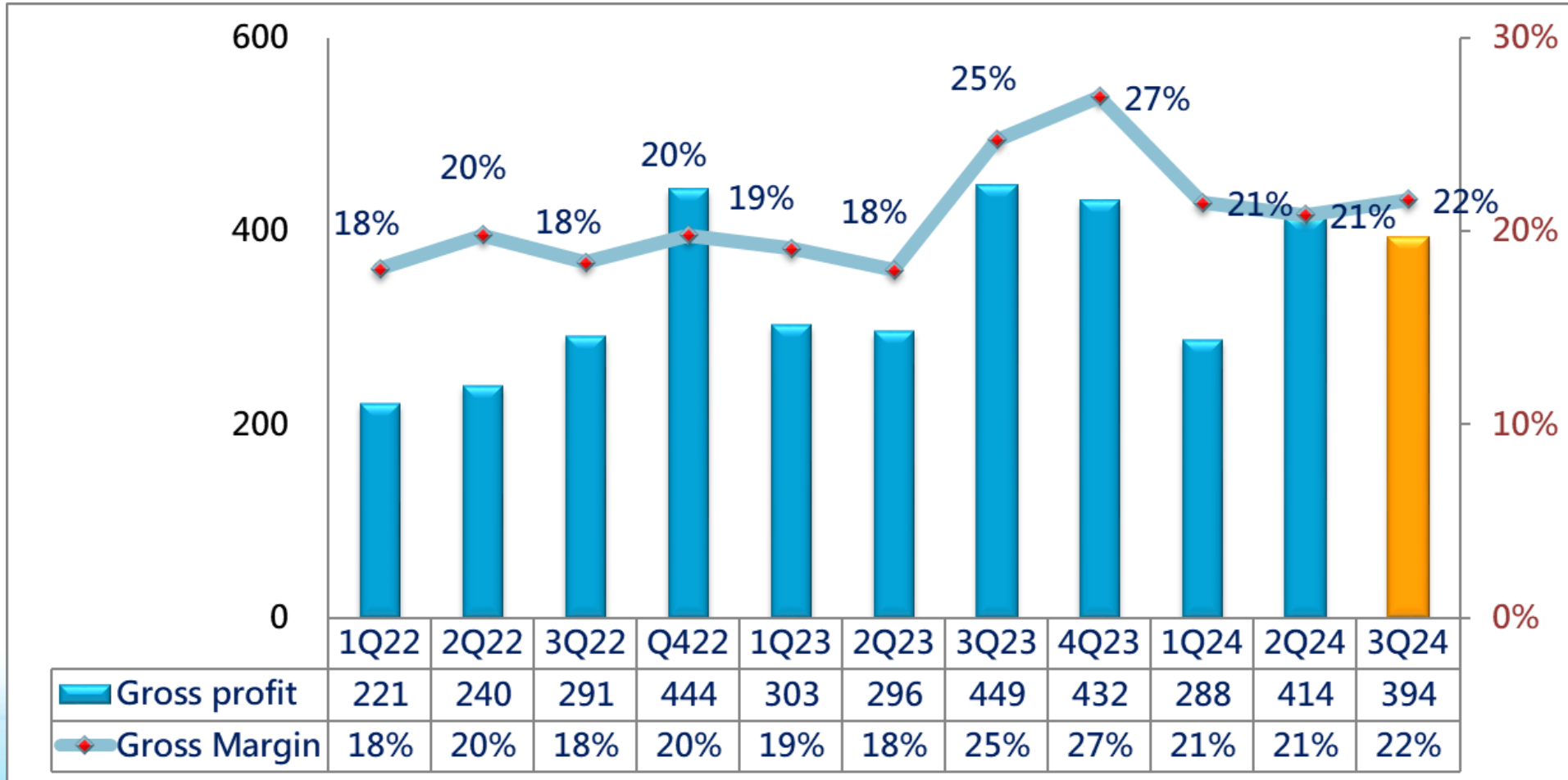
# Consolidated Revenue (Quarter)

Unit: NT M ; %



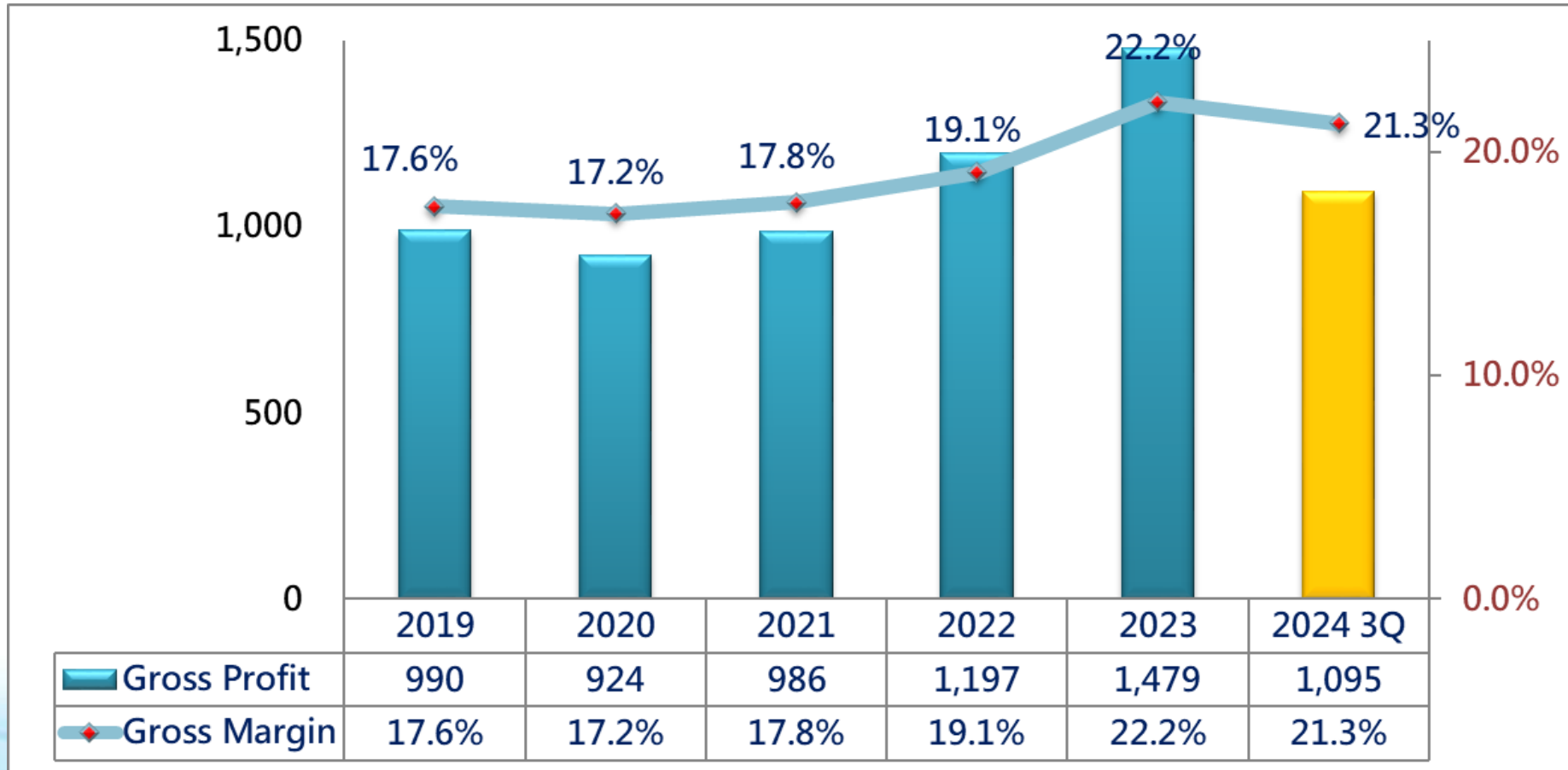
# Consolidated Gross Profit & Margin (Quarter)

Unit: NT M ; %



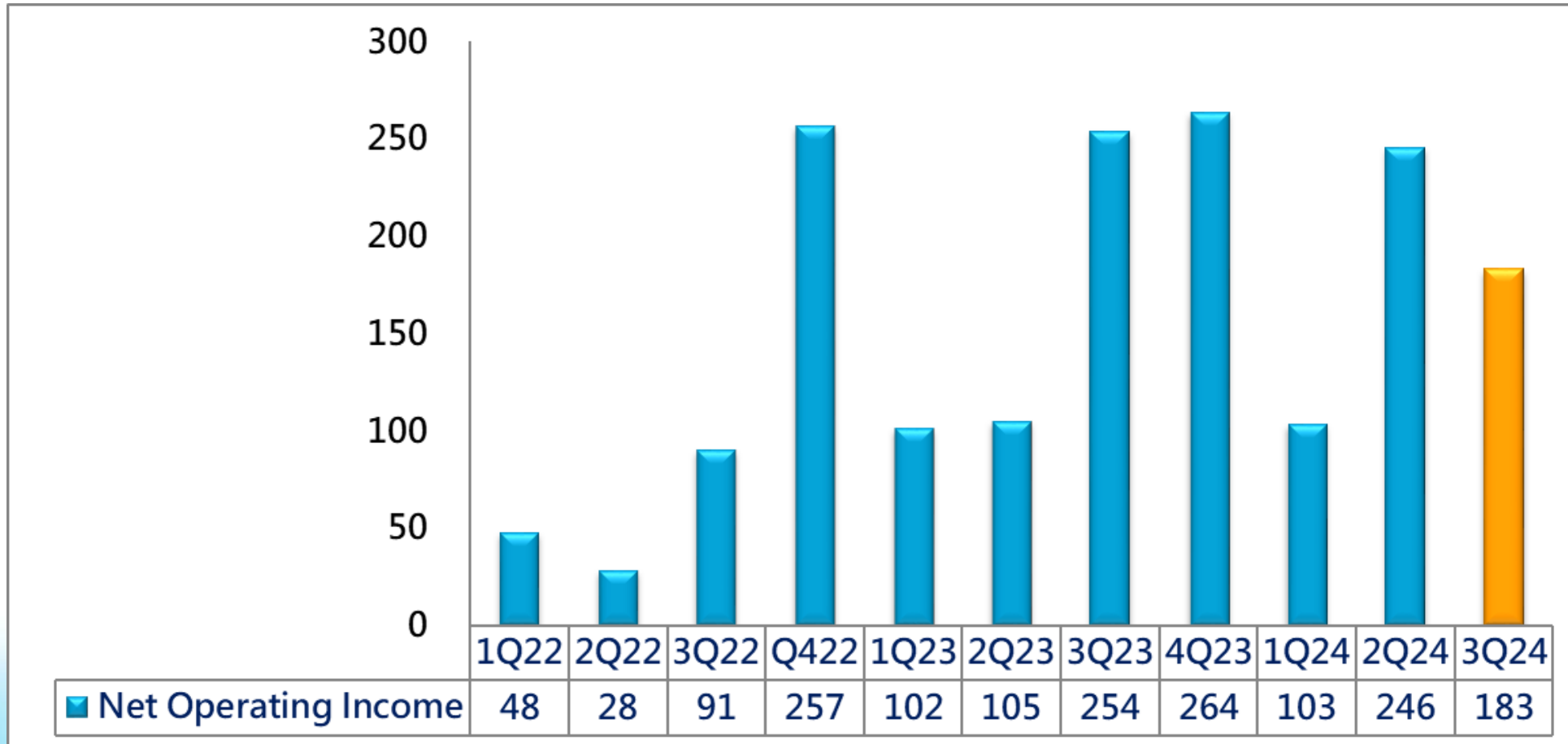
# Consolidated Gross Profit & Margin

Unit: NT M ; %



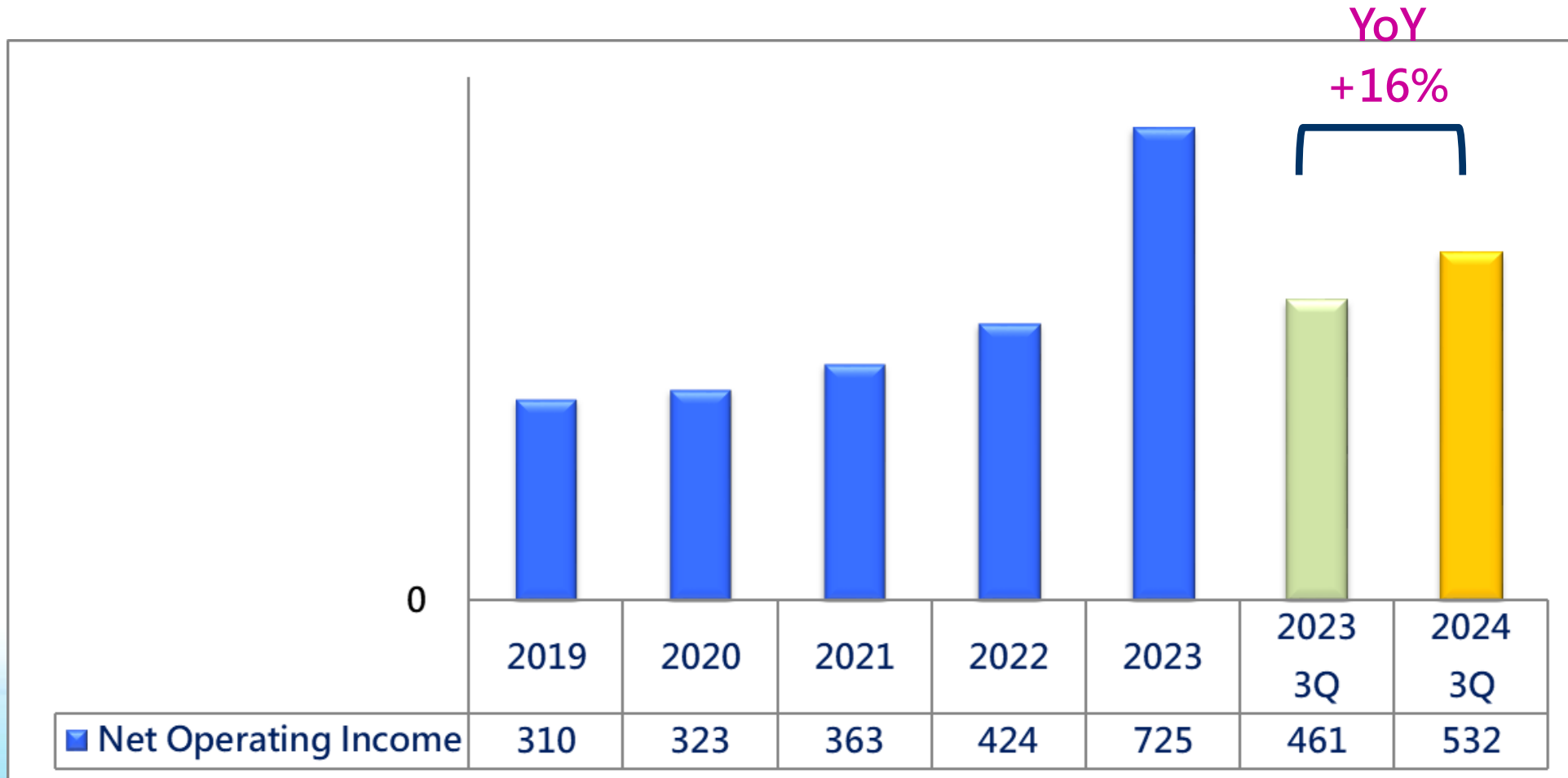
# Consolidated Operating Income (Quarter)

Unit: NT M



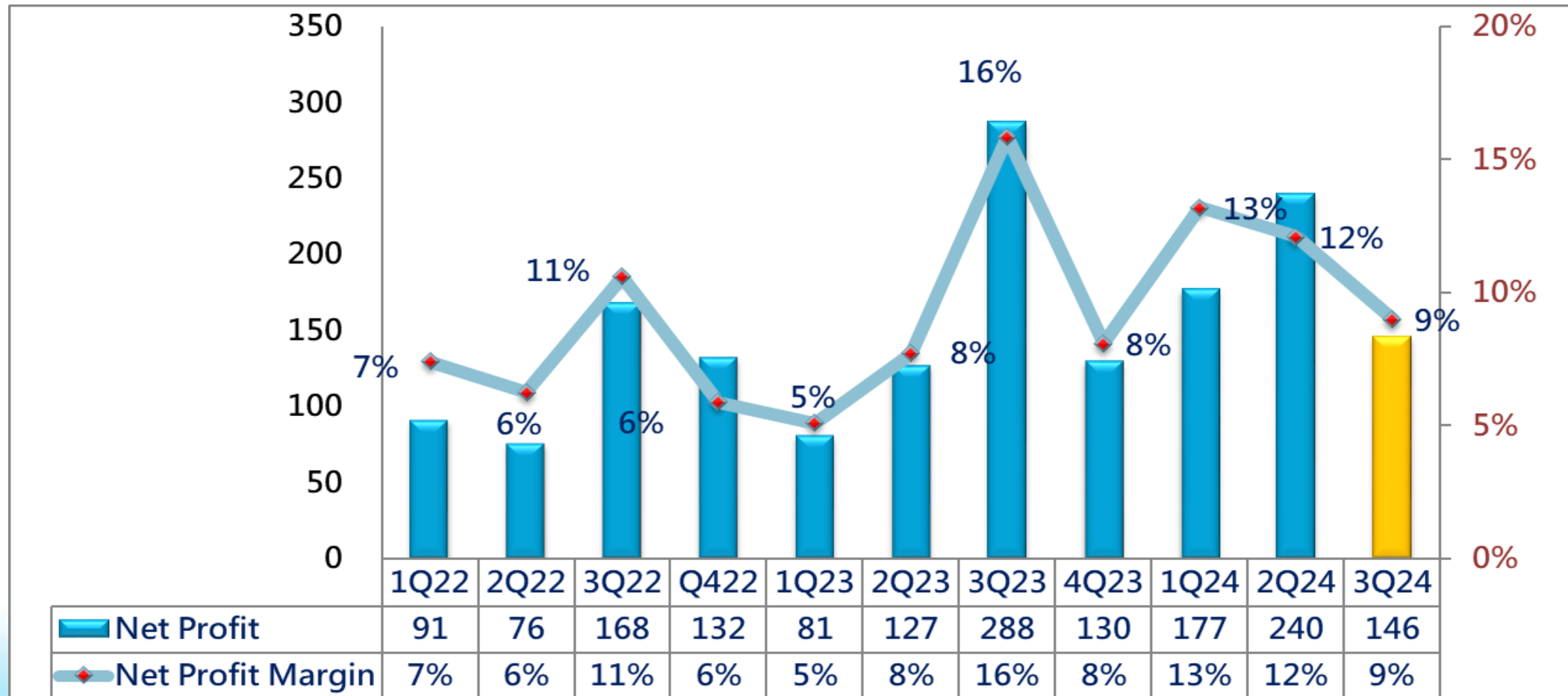
# Consolidated Operating Income

Unit: NT M



# Consolidated Net Profit & Margin (Quarter)

Unit: NT M ; %

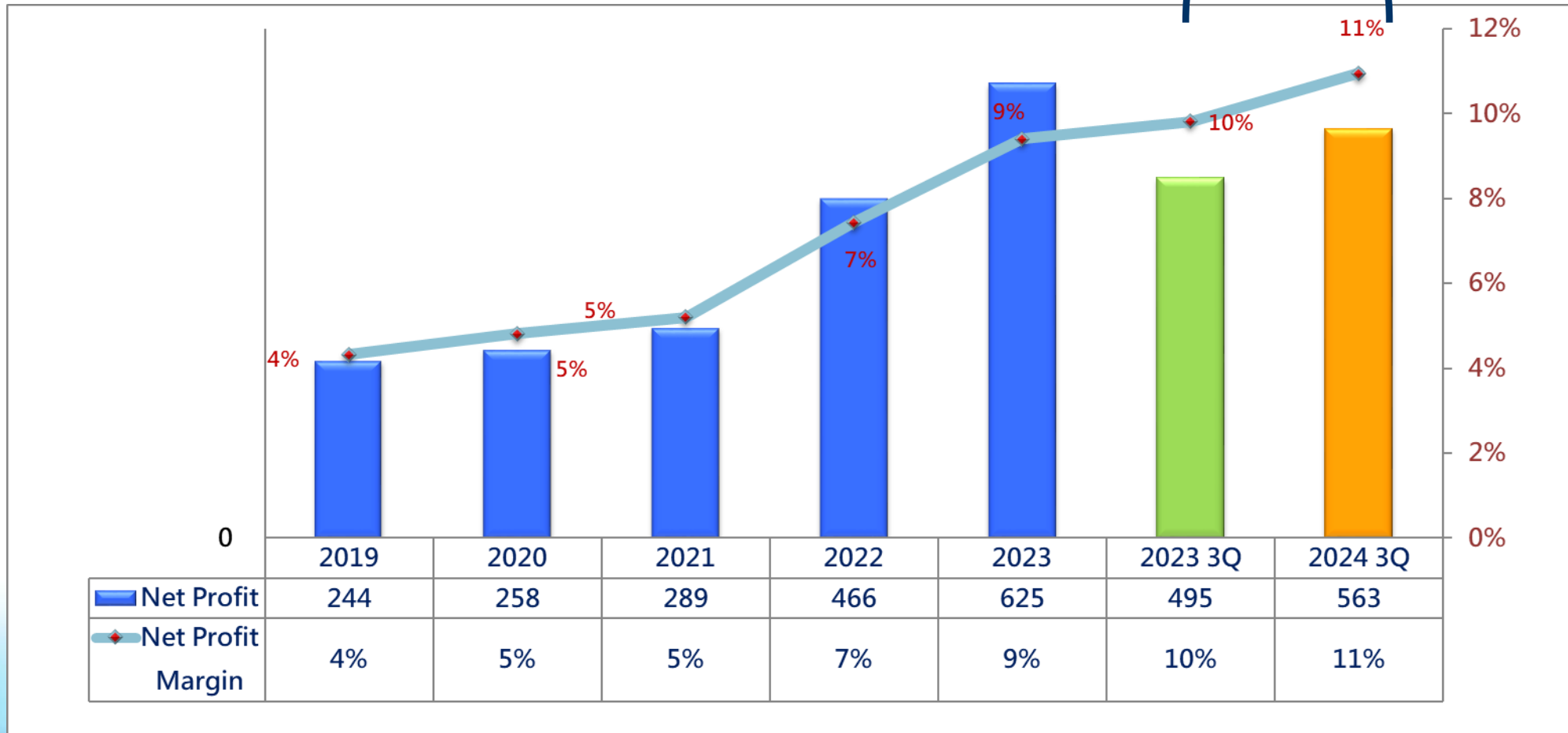




# Consolidated Net Profit & Margin

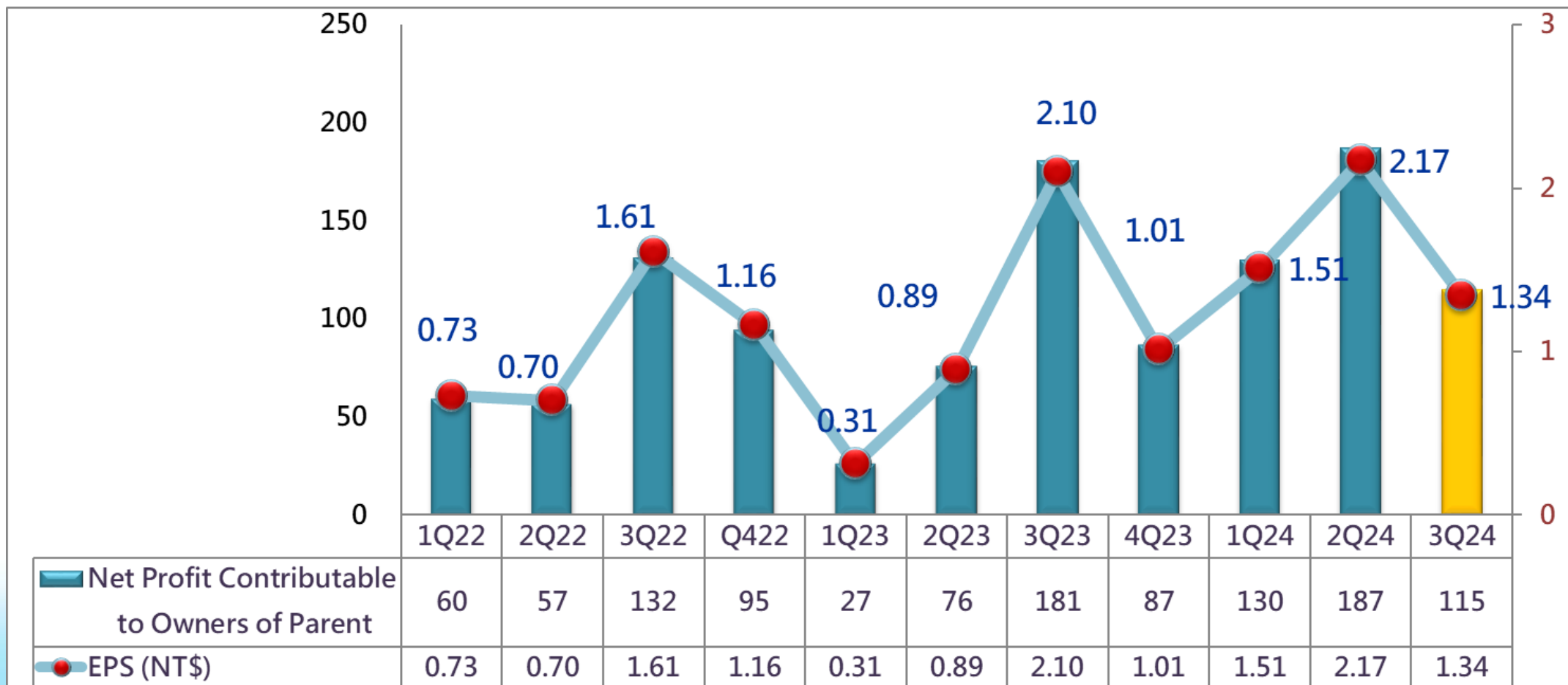
Unit: NT M ; %

YoY  
+14%



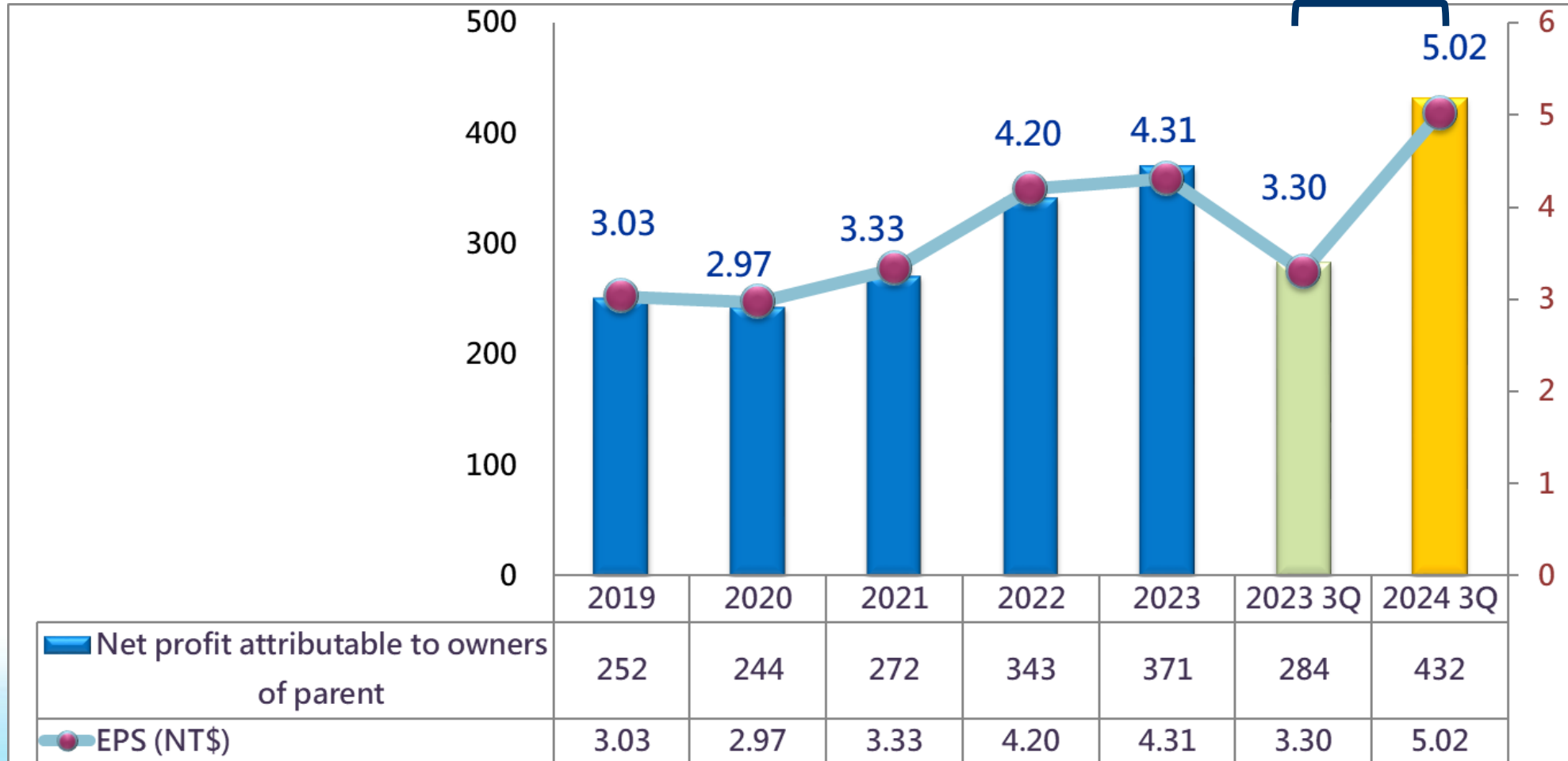
# EPS (Quarter)

Unit: NT M ; NT\$



# EPS

YoY Unit: NT M ; NT\$  
**+52%**



# Consolidated Comprehensive Income Statements ( Quarter )

Unit: NT M ; NT\$

	2024/Q3		2023/Q3		YoY%	2024/Q2		QoQ%
Sales revenue	1,821	100%	1,815	100%	0%	1,983	100%	-8%
Costs	1,427	78%	1,367	75%	4%	1,570	79%	-9%
Gross profit	394	22%	449	25%	-12%	414	21%	-5%
Operating expenses	210	11%	194	11%	8%	168	8%	25%
Operating Income	183	11%	254	14%	-28%	246	12%	-25%
Non-operating income	(9)	0%	112	6%	-108%	57	3%	116%
Income before tax	174	11%	366	20%	-52%	303	15%	-42%
Net profit	146	9%	288	16%	-49%	240	12%	-39%
Total comperhasive income	138	8%	292	16%	-53%	239	12%	-42%
Net profit attributable to owners of parent	115	7%	181	10%	-36%	187	9%	-38%
EPS ( NTD )	1.34		2.1			2.17		

# Consolidated Income Statements

Unit: NT M ; NT\$

	2024年3Q		2023年3Q		YoY%
Sales revenue	5,146	100%	5,046	100%	2%
Costs	4,050	79%	3,999	79%	1%
Gross profit	1,095	21%	1,047	21%	5%
Operating expenses	563	11%	587	12%	-4%
Operating Income	532	10%	461	9%	16%
Non-operating income	169	4%	196	4%	-14%
Income before tax	701	14%	657	13%	7%
Net profit	563	11%	495	10%	14%
Total comprehensive income	588	11%	520	10%	13%
Net profit attributable to owners of parent	432	8%	284	6%	52%
EPS ( NTD )	5.02		3.3		

# Other Key Financial Information

Unit: NT M

	2024/9/30		2023/9/30		Change	YoY%
Cash and Cash Equivalents	2,485	34%	2,148	30%	337	16%
Accounts receivable	1,587	22%	1,823	26%	(236)	-13%
Inventory	1,277	18%	1,278	18%	(1)	0%
Property, plant and equipment	729	10%	450	6%	279	62%
Right of use assets	206	3%	61	1%	145	239%
<b>Total assets</b>	<b>7,290</b>	<b>100%</b>	<b>7,104</b>	<b>100%</b>	<b>186</b>	<b>3%</b>
Current liabilities	2,452	33%	3,054	43%	(602)	-20%
Non-current liabilities	287	3%	164	2%	123	75%
<b>Total liabilities</b>	<b>2,739</b>	<b>36%</b>	<b>3,217</b>	<b>45%</b>	<b>(478)</b>	<b>-15%</b>
<b>Total equity</b>	<b>4,551</b>	<b>64%</b>	<b>3,887</b>	<b>55%</b>	<b>664</b>	<b>17%</b>
<b>Key financial index</b>						
Current ratio %	238%		196%			
AR turnover days	75		110			
Inventory turnover days	82		95			
ROE ratio %	18%		18%			

# Dividend policy



Maintain high dividend policy

Year	EPS	Cash dividends	Dividend issued rates
2023	4.31	4.00	93%
2022	4.2	3.00	71%
2021	3.33	2.50	75%
2020	2.97	2.00	67%
2019	3.03	2.85	94%

# The Leader Of the Green Economy



## Two arrows of the green economy

- **New Era Of Color E-reader ( Present )**
- **Color E-Signage (Future )**





