

IEI Integration Corp.

(Stock Code : 3022)

3Q23 Earnings Conference

Nov 29, 2023



Disclaimer

- IEI Integration's statements of its current expectations are forward-looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.
- Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.

IEI Group Companies



IEI Integration Corp.

Industrial Integrated IoT Solution Provider

*Founded in 1997
Taidex 3022*

QNAP Systems, Inc.

Leading Edge Computing Storage Provider

Founded in 2004



Armorlink SH Corp.

Armorlink SH Corp.

Unique Electronic Manufacturing Service

Founded in 2002



BriteMED Technology Inc.

Intelligent Medical System Provider

Founded in 2009



XINGWEI COMPUTER CO., LTD.

Professional Chassis Manufacturer

Founded in 2002



XINGWEI Computer CO.,LTD



R&D
800+



Sales & Marketing
400+



Manufacturing
1,000+



Admin & Others
700+



Income Statement (Consolidated)

Amount: NT\$ Thousand

	2023Q3	2022Q3	2023Q1~Q3	2022Q1~Q3	QoQ	YoY
Net Sales	1,859,182	2,543,933	5,926,746	5,749,592	-27%	3%
COGS	1,128,126	1,565,655	3,791,749	3,642,574	-28%	4%
Gross profit	731,056	978,278	2,134,997	2,107,018	-25%	1%
Gross margin	39%	38%	36%	37%		
Operating expenses	423,064	437,613	1,199,410	1,100,915	-3%	9%
Net operating income	307,992	540,665	935,587	1,006,103	-43%	-7%
Operating margin	17%	21%	16%	17%		
Non-operating income & expenses	311,648	261,619	684,907	519,668	19%	32%
Net income	488,089	611,576	1,211,530	1,186,964	-20%	2%
EPS (NT\$)	2.76	3.46	6.86	6.73		

Balance Sheet (Consolidated)

Amount: NT\$ Thousand

	2023/9/30	2022/12/31	2022/9/30
Current assets	10,038,866	9,178,836	8,804,564
Non-current assets	4,235,954	4,194,745	3,995,642
Total assets	14,274,820	13,373,581	12,800,206
Current liabilities	3,215,975	3,152,699	2,823,183
Non-current liabilities	1,064,139	988,584	995,105
Total liabilities	4,280,114	4,141,283	3,818,288
Capital stock	1,765,978	1,765,978	1,765,978
Additional paid-in capital	845,186	820,437	820,437
Retained earnings	7,692,685	7,099,247	6,795,994
Other equity interest	(311,419)	(453,579)	(400,706)
Non-controlling interests	2,276	215	215
Total equity	9,994,706	9,232,298	8,981,918

Financial Highlights (Consolidated)

Amount: NT\$ Thousand ; day

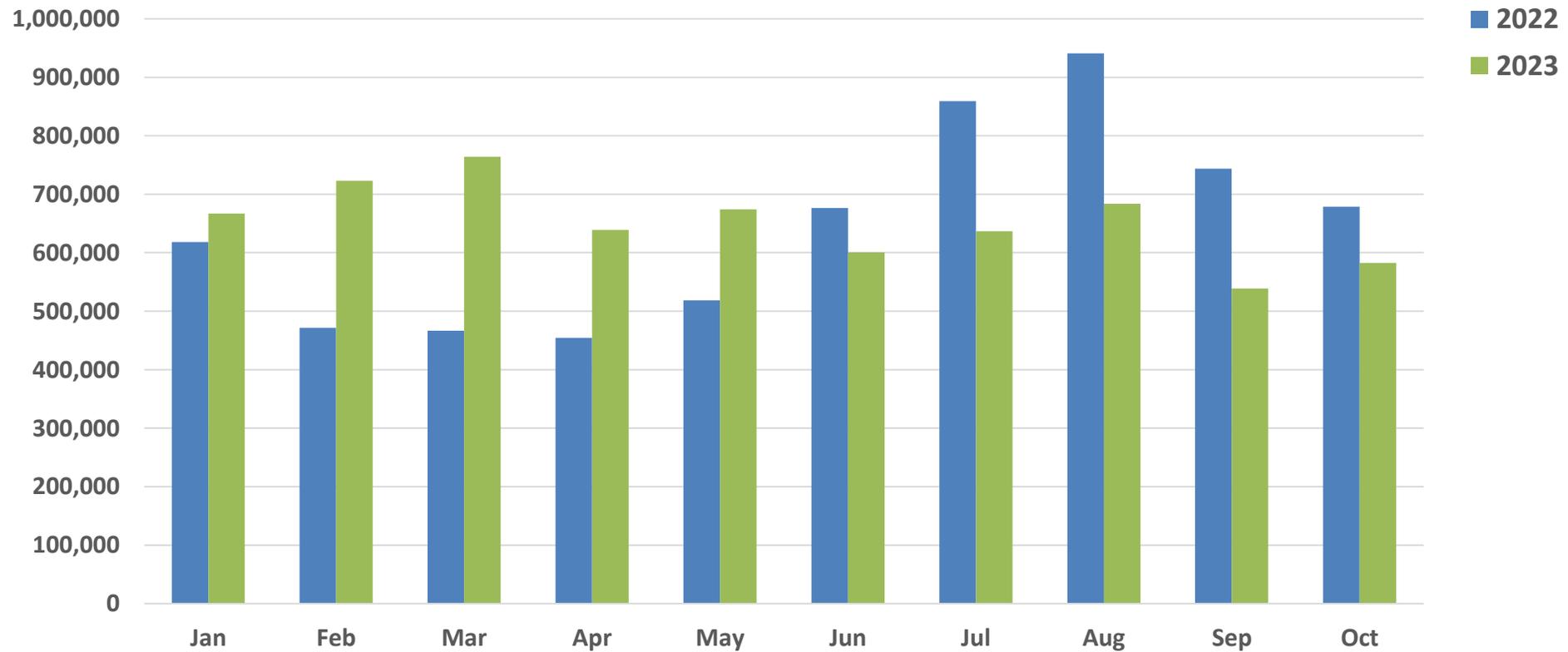
	2023/9/30	2022/12/31	2022/9/30
Cash and Cash equivalents			
Current financial assets at fair value through profit or loss	6,780,372	5,995,650	5,109,153
Other financial assets			
Accounts Receivable	1,085,512	991,862	1,308,748
Inventory	1,336,729	1,798,197	1,854,249
Property, plant and equipment	1,288,542	1,312,659	1,256,295
	2023 Q1~Q3	FY 2022	2022 Q1~Q3
Days of Sales Outstanding	48	46	55
Days on Hand	113	120	127
Return on Equity	12.60%	17.27%	13.95%



Monthly Revenue (Consolidated)

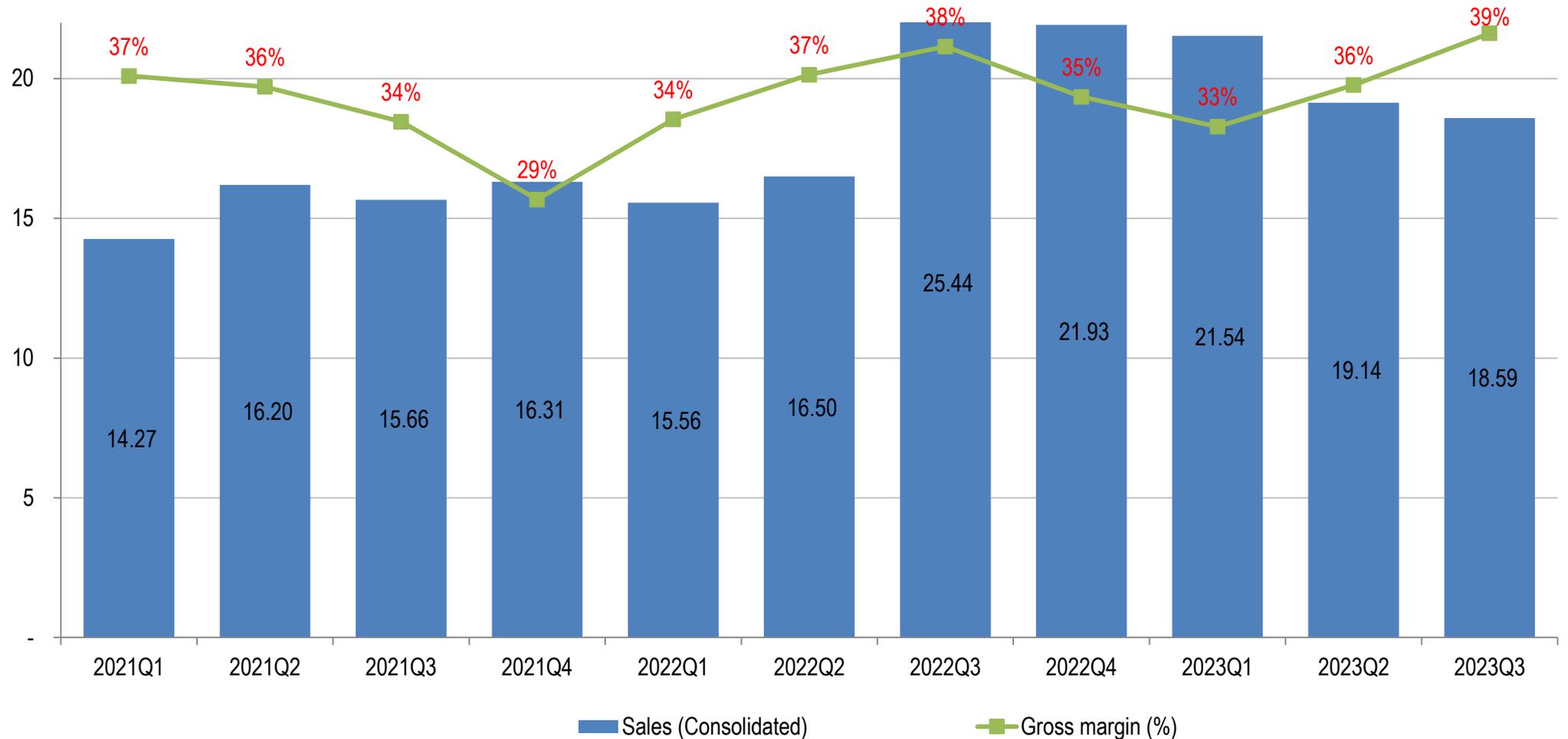
Amount: NT\$ Thousand

	Jan	Feb	Mar	1Q	Apr	May	Jun	2Q	Jul	Aug	Sep	3Q	Oct	YTD
2023	666,814	722,839	764,021	2,153,674	638,988	674,170	600,732	1,913,890	636,666	683,857	538,659	1,859,182	582,828	6,509,574
2022	618,164	471,425	466,483	1,556,073	454,487	518,773	676,327	1,649,586	859,297	941,034	743,602	2,543,933	678,522	6,428,114
YoY	8%	53%	64%	38%	41%	30%	-11%	16%	-26%	-27%	-28%	-27%	-14%	1.3%



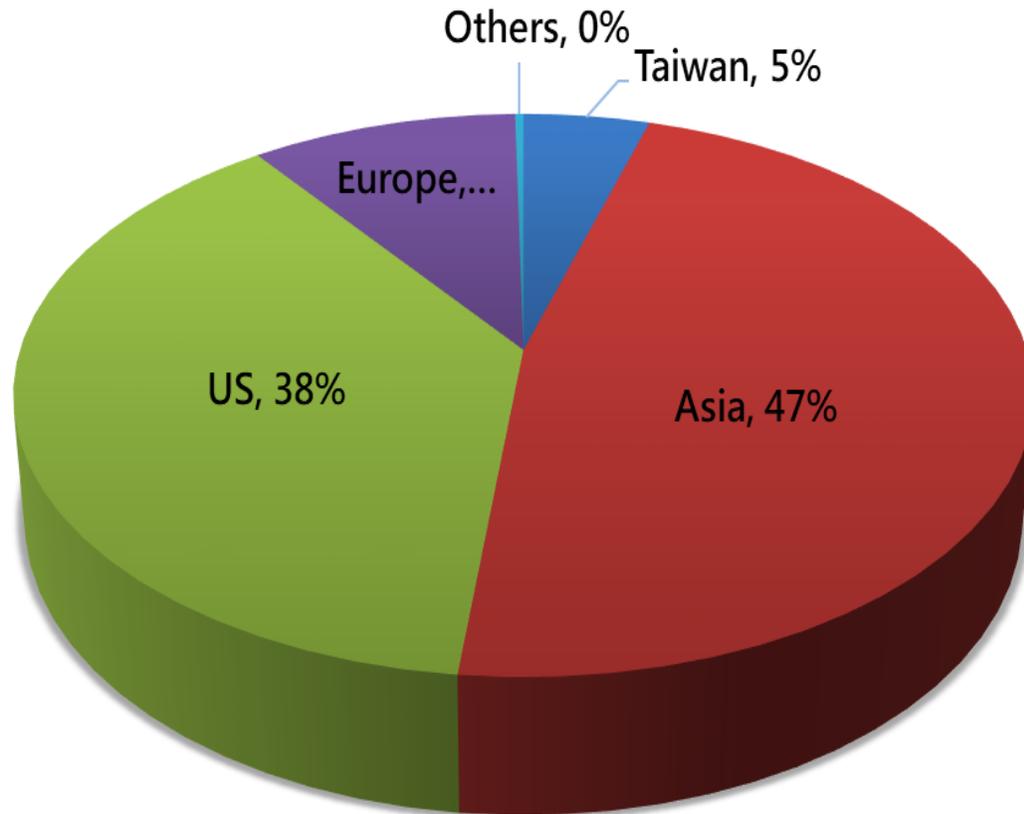
Quarterly Revenue & Gross Margin

Amount: NT\$ 100 million

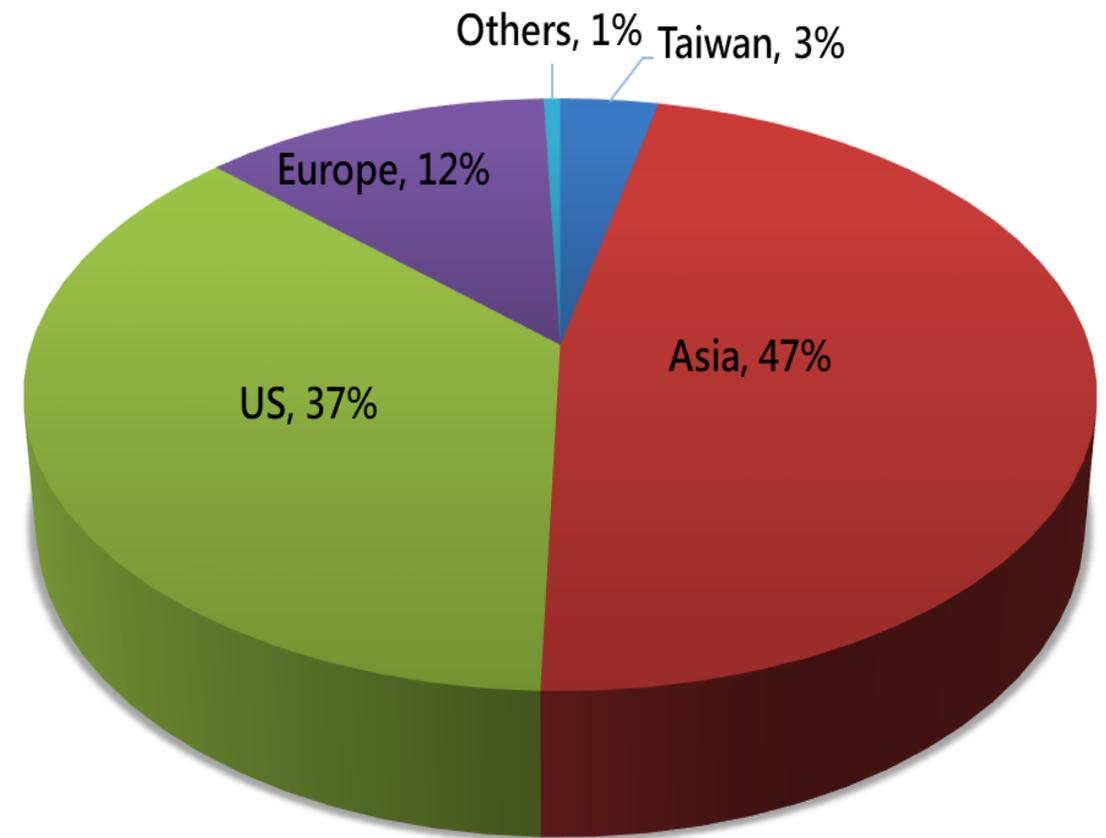


Revenue by Region

2023 Q1~Q3

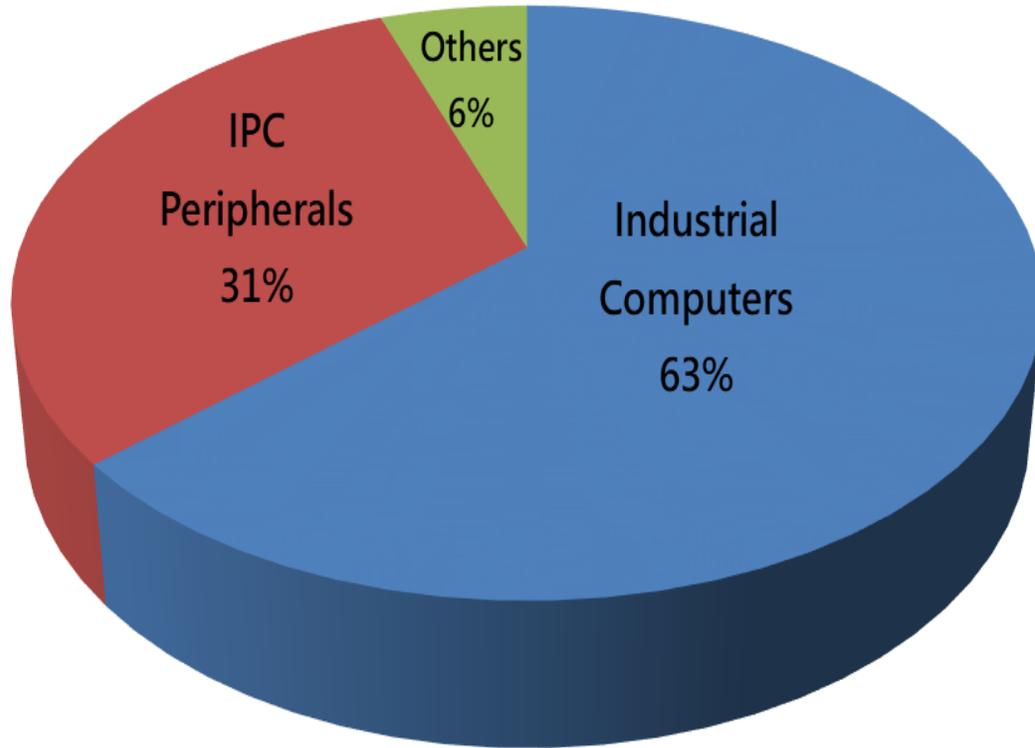


2022 Q1~Q3

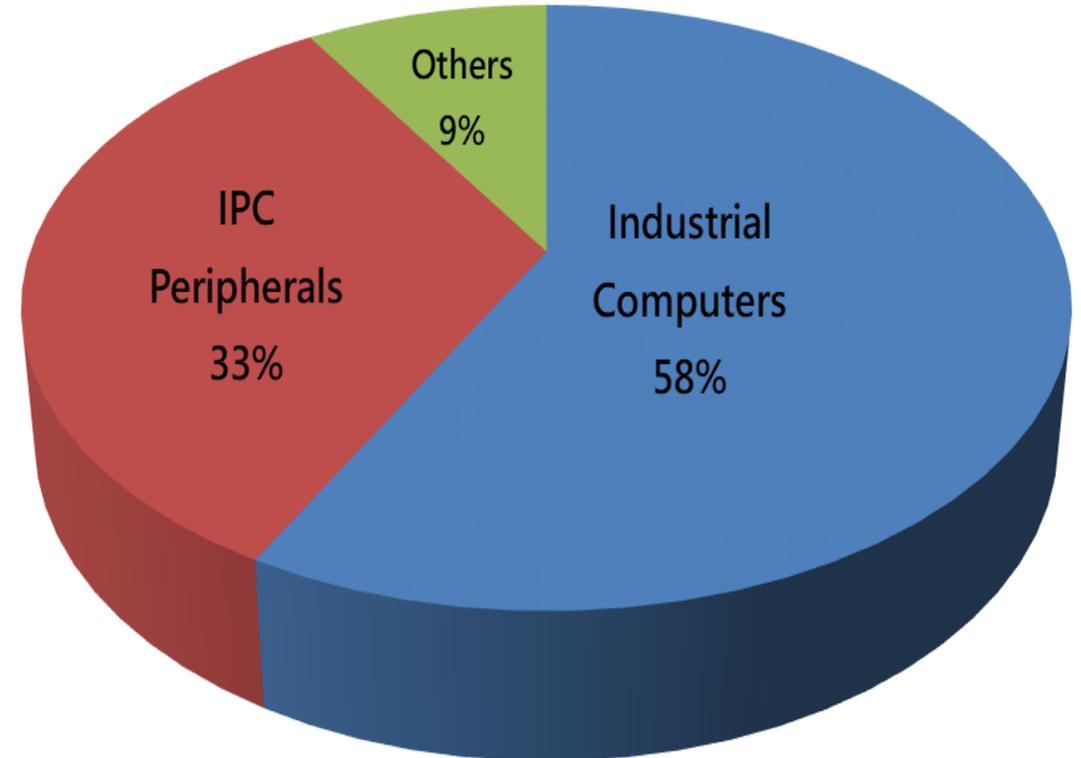


Revenue by Product Lines

2023 Q1~Q3



2022 Q1~Q3



ESG Integrated in Company Strategy

Moving towards the path of ESG sustainable business



E nvironmental

IEI has compiled a comprehensive record of greenhouse gas emissions as part of our efforts to bolster climate risk management. Simultaneously, our buildings have embraced LED lighting solutions to foster an energy-sustainable environment. Furthermore, we have initiated the integration of environmentally friendly materials during the initial design stages of our development processes.



S ocial

We actively encourage our employees to engage in volunteer activities aimed at assisting vulnerable groups. Concurrently, we steadfastly support the training and education of our workforce. Through the provision of annual medical check-ups and a range of wellness programs, we consistently prioritize the health and well-being of our employees. Additionally, we uphold equitable labor practices and strictly prohibit the utilization of child labor in both supply chains and operations.



G overnance

We have established a comprehensive ESG committee and formally declared our unwavering dedication to ESG principles. We are firmly committed to transparently sharing our annual and quarterly reports, as well as our financial records, with external stakeholders.





Thanks for your attention

iEi® **Integration Corp.**

Create the Intelligent Life, Beyond Your Imagination