

Qisda Corporation Investor Conference: 2024 Q4 Results

MAR. 6, 2025



Participants

Chairman Peter Chen President Joe Huang CFO Jasmin Hung GM, Information Technology Business Group **Daniel Hsueh** GM, Commercial & Industrial Business Group Yuchin Lin **GM**, Medical Business Group Harry Yang **GM**, Business Solutions Business Group Joshua Tzeng GM, Networking & Communication Business Group April Huang Michael Wang CIO





1. Company Profile

2. 2024 Q4 Financial Results

3. Business Update and Outlook

ChairmanPeter ChenPresidentJoe HuangGM of each Business Group

CFO

Jasmin Hung

4. Q&A



Safe Harbor Notice

We have made forward-looking statements in the presentation. Our forwardlooking statements contain information regarding, among other things, our financial conditions, future expansion plans and business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties, and assumptions about us.

We undertake no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events might not occur and our actual results could differ materially from those anticipated in these forward-looking statements.



1. Company Profile

CFO Jasmin Hung



Qisda Group

Qisda is a global technology group with businesses spanning information technology, medical, smart business solutions, and networking communication.

Year Established	1984	Global Presence	2024 Revenue NTD \$201.7B (US	SD\$ 6 3B)
IPO Year (Ticker 2352)	1996	Manufacturing Sites : Taiwan, China, Vietnam	2023 Revenue	
Capital (NTD)	19.3B		NTD \$203.6B(U	SD\$ 6.6B)
Awards		Sales Offices : 200+ Locations Worldwide	Revenue Breakdown b	y Area 2024
2024 HR Asia:			Asia 549	%
" Best Companies to (2019 – 2024 consec		R&D Centers : Taiwan, China	Americas 27%	6
2024 Winning AREA Award	12		Europe 18%	6
consecutive years 2024 FinanceAsia "Asia's	best company"	No. of Employees : 26,000	Others 19	%
2023 Winning 12 Awards o	of TCSA			
2023 Winning 9 Awards of	TSAA			

*AREA: Asia Responsible Enterprise Awards *TSAA: Taiwan Sustainability Action Awards *TCSA: Taiwan Corporate Sustainability Awards



Business Groups

Qisda Group

(till 2024 Q4)

Qisda

	IT Information Technology (48% + 7%)	MEDICAL (13%)	BSG Business Solutions (15%)	NCG Networking & Communication (11%)	OTHERS (6%)
venue NTD)	110.5B	26.3B	31.2B	21.4B	12.3B
	 Displays Gaming Gaming	 Medical Services BenQ Hospitals Pharmaceutical Healthcare Channels Medical Management Consulting Equipment & Consumables Surgical Table & Lights Ultrasound & Hearing Aids Needle-Free Medical Infusion Consumables Digital Dental Equipment & Consumables Health Protection Hygiene Consumables Dialyzer Dialysis Equipment & Consumables Hemodialysis 	 IT Intelligence Partner Al Computing Cybersecurity Edge to Cloud Integration Digital Transformation OT Intelligence Partner Green Energy Automation Industrial Computer OMO Solution 	 LAN/MAN Data Switch Wireless Broadband Small Cell Wireless Router Digital Multimedia IP Camera mmWave Radar System Integration Network System Service Digital Media System Service 	 Material Functional Film Advanced Battery Materials Other products Materials Other products Equity Method Darfon Rapidtek Topview

2. 2024 Q4 Financial Results

CFO Jasmin Hung



2024 Q4 Highlights

Q4: Revenue was 54.1B, the highest in the last 2 years on quarterly basis. GM% was 16.3%, surpassing 16% for 7 consecutive quarters and the highest in the same period in 20 years.

- IT revenue was 29.1B (YoY +8%), with display revenue at 21B (YoY +11%), the highest in recent 10 quarters. Profit grew YOY.
- HVA business revenue was 25.6B (YoY +4%), grew for 3 consecutive quarters.
 - Medical: Revenue grew 14% YoY, hit historical high, operations healthily grew, but OI amount decreased due to the IPO expense of BBHC.
 - BSG: Revenue grew 11%, hit historical high. GM%, OI% and OI amount increased YoY.
 - NCG: Revenue decreased 17% YoY but grew 14% QoQ. Revenue and profit declined due to inventory adjustments on client side.
- OI amount 1.17B (YoY +0.3B), profit attributable to Qisda 0.19B (-0.24B), and EPS 0.1 (YoY -0.12).

◆ Whole Year: GM% was 16.5%, exceeding 16% for 2 consecutive years and the highest in 20 years.

- Revenue was 201.7B (YoY -1.9B, -1%), with IT revenue of 110.5B (YoY +4%) and HVA Business Revenue of 93.1B (YoY -8%).
- OI amount 4.52B (YoY -0.49B), EPS 1.11 (YoY -0.41), profit decreased due to inventory adjustments on the client side of NCG and the loss of foreign subsidiary inventory of BSG.



2024 Q4 Highlights

- To enhance its presence in the pharmaceutical retail channel market, Qisda increased its stake in NOBEL BABY to 40.66% in November 2024, switching to a consolidated subsidiary from an equity method investment.
- BenQ BM Holding Cayman Corp. (BBHC) received the Filing Notice of Oversea Issuance and List from the China Securities Regulatory Commission (CSRC) and completed the CSRC filing on Jan. 20. 2025.
- Cash dividend of NTD 1.11 per share, pay out ratio around 100%.
- To adjust the capital structure and improve the return on equity, Qisda proposed a cash refund capital reduction plan. Shareholders would receive around NTD 1.8 per share in cash.



Consolidated Statement of Comprehensive Income (Quarterly)

Unit : NT\$ Million

	2024 Q4	2023 Q4	YoY amt g%	2024 Q3	QoQ amt g%		
Net Sales Cost of Goods Sold Gross Margin Operating Expenses Operating Income Net non-operating Income Profit(Loss) before Tax Net Income Net income attributable to Qisda EPS (NT\$) (a)	54,101 100% (45,260)	50,667 100% (42,461) 8,207 16.2% (7,339) -14.5% 868 1.7% (5) 862 862 1.7% 675 1.3% 426 0.8% \$0.22 100%	3,433 7% (2,800) 634 8% (339) 634 8% (339) 295 34% (99) 196 23% (258) -38% (235) -55% -\$0.12 -\$0.12 -\$0.12	50,794 100% (42,282) 8,512 16.8% (7,267) -14.3% 1,245 2.5% 200 200 1,445 2.8% 1,196 2.4% 1,053 2.1% \$0.54 300	3,307 7% (2,978) 329 4% (411) (82) -7% (304) (386) -27% (780) -65% (862) -82% -\$0.44 -\$0.44 -\$0.44 -\$0.44		

(a) EPS was calculated based on total weighted-average outstanding shares

2024 Q4 total weighted-average outstanding shares was affected by treasury stock and reduced from 1,967m shares to 1,927m shares



Consolidated Statement of Comprehensive Income

Unit : NT\$ Million

Net Sales Cost of Goods Sold Gross Margin Operating Expenses Operating Income Net non-operating Income Profit(Loss) before Tax Net Income Net income attributable to Qisd EPS (NT\$) (a)

2024	2023	YTD YoY					
2024		amt g%					
201,666 100%	203,595 100%	(1,929) -1%					
(168,485)	(170,519)	2,034					
33,181 16.5%	33,076 16.2%	106 0%					
(28,662) -14.2%	(28,065) -13.8%	(597)					
4,520 2.2%	5,011 2.5%	(491) -10%					
129	1,309	(1,180)					
4,648 2.3%	6,320 3.1%	(1,671) -26%					
2,814 1.4%	4,516 2.2%	(1,702) -38%					
2,164 1.1%	2,976 1.5%	(812) -27%					
\$1.11	\$1.51	-\$0.41					

(a) EPS was calculated based on total weighted-average outstanding shares

2024 total weighted-average outstanding shares was affected by treasury stock and reduced from 1,967m shares to 1,927m shares



Consolidated Balance Sheet Highlights

Unit : NT\$ Million

	2024.12.31		2024.09.30		QoQ		2023.12	21	ΥοΥ	
_						amt g%			amt	g%
Cash & Equivalent	26,154	13%	24,334	12%	1,820	7%	25,473	14%	681	3%
Other Financial Assets	3,264	2%	3,180	2%	84	3%	1,299	1%	1,965	151%
Accounts Receivable	42,350	21%	39,375	20%	2,975	8%	38,042	20%	4,308	11%
Inventory	42,072	20%	41,578	21%	494	1%	37,931	20%	4,140	11%
L-T Investments	7,384	4%	8,590	4%	(1,206)	-14%	8,314	4%	(930)	-11%
Financial assets at fair value through other comprehensive income-non-current	10,055	5%	11,517	6%	(1,461)	-13%	12,070	6%	(2,015)	-17%
Property, plant and equipment	44,048	21%	42,597	21%	1,451	3%	40,389	21%	3,658	9%
Intangible Assets	13,301	6%	10,879	5%	2,422	22%	9,513	5%	3,788	40%
Total Assets	206,405	100%	199,241	100%	7,163	4%	188,424	100%	17,981	10%
Fin. Debt	75,643	37%	75,261	38%	382	1%	64,521	34%	11,122	17%
Accounts Payable	33,918	16%	32,356	16%	1,562	5%	30,468	16%	3,450	11%
Other Liabilities	30,483	15%	27,942	14%	2,541	9%	29,341	16%	1,142	4%
Toal Liabilities	140,044	68%	135,560	68%	4,484	3%	124,330	66%	15,714	13%
Equity	66,361	32%	63,682	32%	2,679	4%	64,094	34%	2,267	4%

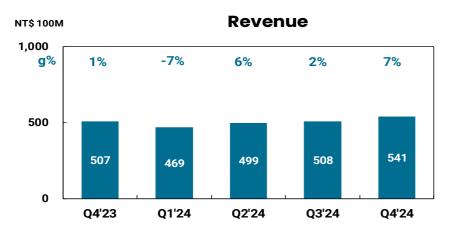
Financial Ratios

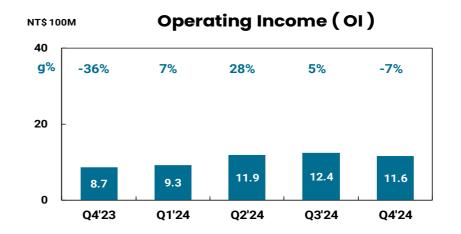
	2024.12.31	2024.09.30	QoQ	2023.12.31	ΥοΥ
AR Turnover (Days)	74	74	+0	73	+1
Inventory Turnover (Days)	87	88	-1	88	-1
AP Turnover (Days)	70	70	+0	64	+6
Cash Conversion Cycle (Days)	91	92	-1	97	-6
Current ratio	126%	125%	+1 ppt	127%	-1 ppt

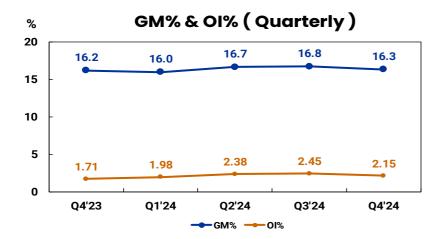


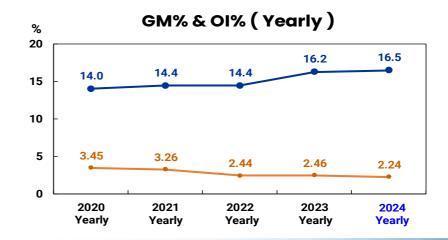
Financial Trend – Quarterly Trend

- Q4 Revenue was the highest in last 2 years on quarterly basis.
- Q4 GM% surpassed 16% for 7 consecutive quarters and the highest in the same period in 20 years.





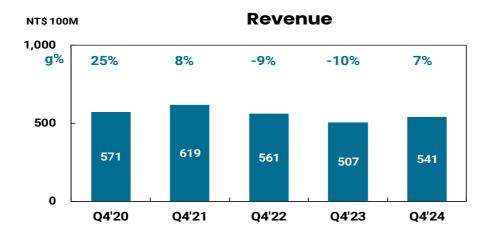


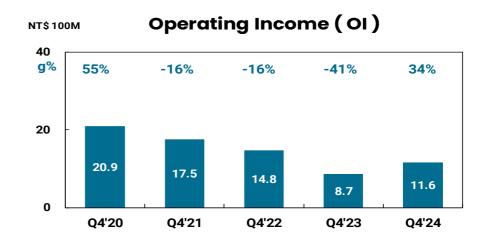


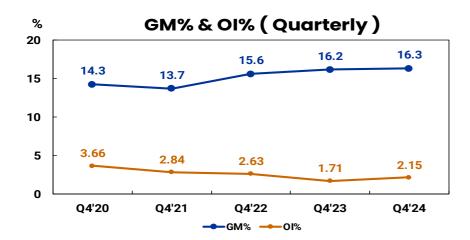


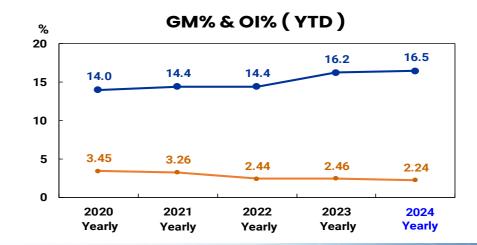
Financial Trend – Q4 YoY

• Whole year GM% exceeded 16% for 2 consecutive years and the highest in 20 years.



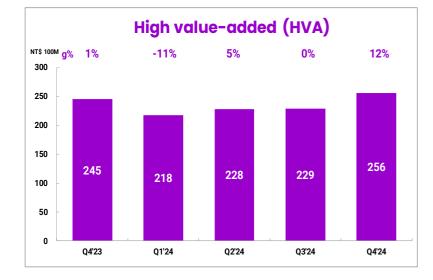


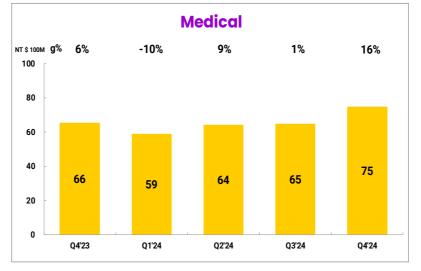


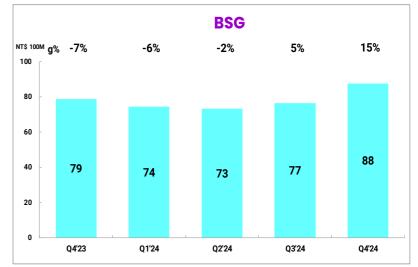


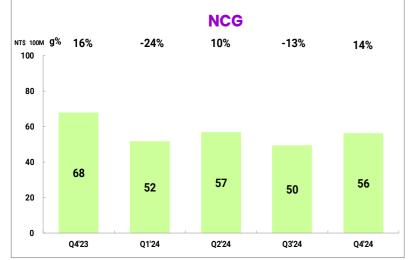


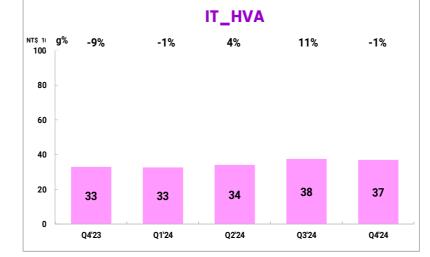
Business Group Revenue Trend – Quarterly Trend

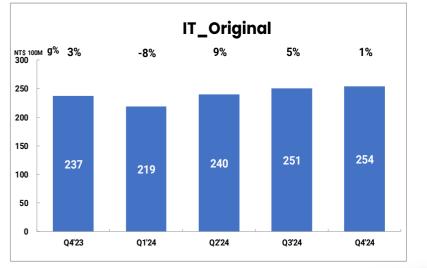












* High Value-added (HVA) = Medical + BSG+ NCG + IT_HVA

* IT_Original = Displays + Projectors + IT_Other

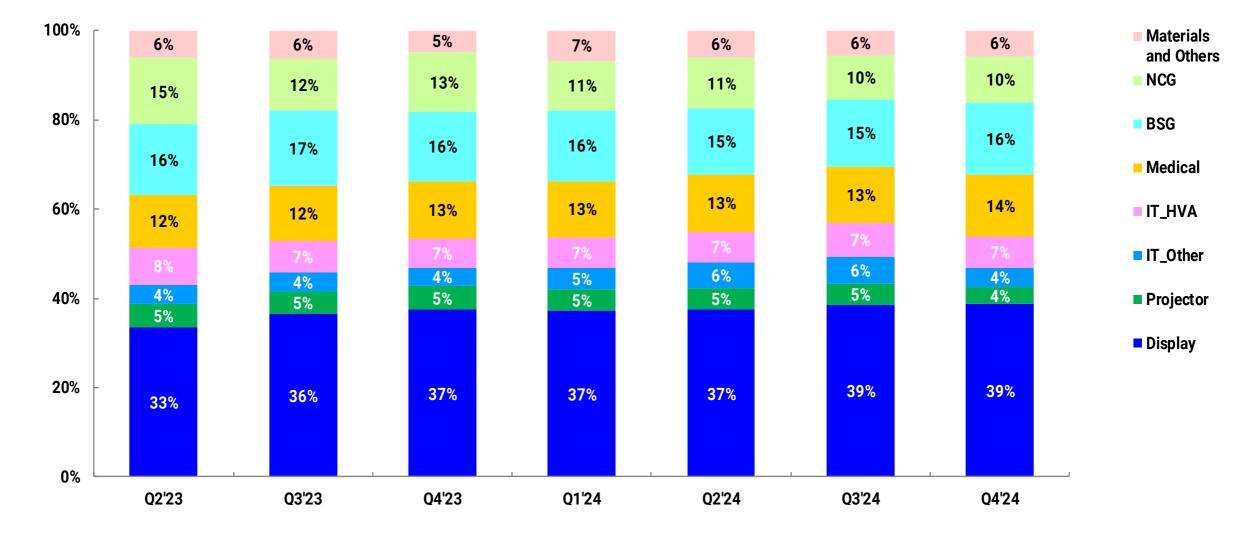
Financial highlights by Business Group – Q4

NT\$ 100M

		2024 Q4	2024 Q4			YoY		QoQ				
Business Group	Revenue Portion	Revenue	GM% <u>Range</u>			Revenue Growth Rate	GM% <u>Range</u>	Revenue Amount	Revenue Growth Rate	GM% <u>Range</u>		
Medical	14%	75	20 ~ 25		+9	+14%	unchanged	+10	+16%	unchanged		
BSG	16%	88	20 ~ 25		+9	+11%	unchanged	+11	+15%	unchanged		
NCG	10%	56	15 ~ 20		-12	-17 %	unchanged	+7	+14%	unchanged		
IT_HVA	7%	37	20 ~ 25		+4	+12%	unchanged	-1	-1%	unchanged		
IT_Original	47%	254	10 ~ 15		+17	+7%	unchanged	+3	+1%	unchanged		
Others	6%	31	10 ~ 15		+7	+28%	downward	+2	+9%	downward		



Revenue Breakdown by Business (Quarterly)



*BSG: Business Solutions Group

*IT_Other: other IT products

*IT: IT products

*NCG: Networking and Communication Group

*IT_Display: Displays

*IT_Projector: Projectors

*Medical: medical services, equipment & consumables, dialyzer, medical management consulting

*IT_HVA: prof. display module, integrated solutions, high-end video surveillance (TopView was changed to equity method from consolidated subsidiary)

*Materials and Others: BenQ Materials and other products



Qisda Group's Listed Companies Results (YoY)

Business Group	Company	Controlling Ratio	Aggregate Ratio	Revenue (NTD Million)	Net Income (NTD Million)	EPS (NTD)	Revenue (NTD Million)	Net Income (NTD Million)	EPS (NTD)	Revenue (NTD Million)	ϒοϒ%	Net Income (NTD Million)	ΥοΥ %	EPS (NTD)	
17	Datalmage (TSE)	39.9%	39.9%	3,418	223	2.93	3,916	279	4.02	-49	8 -13%	-56	-20%	-1.09	
IT	SIMULA (OTC)	51.1%	51.1%	1,769	-101	-1.26	2,039	-83	-1.04	-27	0 -13%	-17	-21%	-0.22	
	BenQ Medical Tech (OTC)	55.0%	55.0%	4,767	105	2.35	4,543	115	2.57	22	4 5%	-10	-9%	-0.22	
	ConcordMed (ROTC)	40.0%	22.0%	890	50	1.49	833	43	1.28	5	7 7%	7	16%	+0.21	highest in 2 years
Medical	DIVA (OTC)	35.4%	14.2%	862	94	1.60	894	74	1.25	-3	2 -4%	20	27%	+0.35	highest in 9 years
	Norbel (OTC)	40.7%	40.7%	3,400	112	3.00	3,602	208	6.21	-20	2 -6%	-96	-46%	-3.21	2024/11 changed from equity method to consolidated subsidiary
	DFI (TSE)	55.1%	55.1%	9,584	397	3.46	9,184	362	3.16	40	0 4%	35	10%	+0.30	highest in 2 years
	AEWIN (OTC)	51.4%	28.3%	2,285	53	0.89	1,969	27	0.45	31	6 16%	26	99%	+0.44	highest in 2 years
	Ace Pillar (TSE)	47.7%	26.5%	3,678	67	0.60	3,052	-21	-0.19	62	6 21%	88	422%	+0.79	highest in 2 years
BSG	Partner Tech (ROTC)	68.2%	68.2%	2,914	120	1.60	2,717	109	1.45	19	7 7%	11	10%	+0.15	highest in 2 years
	MetaAge (TSE)	51.4%	51.4%	18,377	114	0.60	19,814	592	3.14	-1,43	6 -7%	-479	-81%	-2.54	Affected by foreign subsidiaries
	Grandsys (ROTC)	40.2%	20.6%	296	30	1.12	311	42	1.57	-1	5 -5%	-12	-29%	-0.45	2024/1 changed from equity method to consolidated subsidiary
	Alpha (TSE)	60.0%	60.0%	21,444	219	0.40	28,272	548	1.01	-6,82	9 -24%	-329	-60%	-0.61	
NCG	Hitron (TSE)	62.2%	37.3%	9,074	-52	-0.16	9,404	5	0.02	-33	0 -4%	-57	-1169%	-0.18	
	IDT (OTC)	37.9%	15.3%	2,517	287	5.63	2,243	262	6.66	27	4 12%	25	10%	-1.03	
Materials	BenQ Materials (TSE)	43.6%	43.6%	18,589	199	0.62	17,128	414	1.29	1,46	1 9%	-215	-52%	-0.67	

*Net income attribute to Qisda

IT : TopView was changed to equity method from consolidated subsidiary.



3. Business Update and Outlook

Chairman Peter Chen President Joe Huang GM of each Business Group



2025 Q1 Outlook

- Focus on the momentum of demand recovery and the resilience of the supply chain during traditional low season.
 - The beginning of the year is usually the traditional low season for the technology industry. Changes in US tariff and monetary policy will impact the supply chain and the momentum of economic recovery this year. The market atmosphere is cautiously optimistic, and building a resilient supply chain is the key to responding to challenges.
 - Display market demand remains flattish. The demands of industrial PC and IT security sector are steadily growing. The inventory level of the networking and communication industry is becoming healthier, with demand gradually warming up.

> Invest in mid- to long-term business drivers.

- IT business: Demand for individuals use was conservative while demand for commercial market is relatively aggressive. Sales Volume in Q1 is expected to grow YoY.
- High value-added business:
 - Medical: BBHC has completed the filing procedure with CSRC and the listing application is currently being processed on schedule. The expansion of pharmaceutical retail channel is at a faster pace.
 - BSG: Enhance the percentage of high-profit product portfolio, including computing power, software, services, and intelligent automation, and continue optimizing performance in overseas markets.
 - NCG: The mass production of emerging market projects is driving revenue growth momentum. Consolidation of factories will increase operational efficiency.



Qisda Group's Honors and Recognitions in 2024 Driving Sustainability Together: 35 Awards Earned

Qisda

- S&P Global Sustainability Yearbook TOP 5% 2 Consecutive years
- Association For Talent Development BEST Award
- Best Companies to Work For in Asia 6 Consecutive years
- Finance Asia
 Asia's Best Technology Company Bronze
 Best Investor Relations, Taiwan Silver
- National Sustainable Development Awards
- GCSA Sustainability Reporting Award Gold Class
- TCSA Premier Sustainability Performance Award Top 100 Corporate Sustainability Reporting Awards - Platinum Talent Development Creative Communication

- **TSAA**Sustainable Economies for Smallholders GoldBuilding Partnerships with Employees BronzeAmbition for Climate Action Bronze
- Excellence in Corporate Sustainability Responsibility
- Large enterprise manufacturing
- Talent Sustainability Award
- Carbon competitiveness
- Large enterprise manufacturing
- Ranked in the Top 100





BenQ Materials BenQ Sustainability Reporting • GCSA APSAA Award-Silver Class Gold TSAA Science Camp - Silver MetaAge Premier Sustainability TCSA TCSA • Corporate Sustainability Reporting Awards -Performance Award - Top 100 Gold Corporate Sustainability **Reporting Awards - Platinum** Talent Development Gender Equality **GVM ESG Awards** Model Company

104Employment Brands Best Employer Award ٠

Alpha Networks

TCSA

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Premier Sustainability Performance Award - Excellent Corporate Sustainability **Reporting Awards - Gold**

• TCSA

Corporate Sustainability **Reporting Awards - Gold**

Creating Zero-Waste Green Exhibitions -

Qisda Group's Honors and Recognitions in 2024

Driving Sustainability Together: 35 Awards Earned





Hitron Technologies

TCSA •

DFI

Premier Sustainability Performance Award - Excellent

Corporate Sustainability **Reporting Awards - Silver**

2025 Strategic Directions

IT

- Stay focused on the field of high-end displays. Promote the development of small to medium-sized niche displays, in addition to OLED and ultra-large medical displays
- Leverage leading advantage of multisite production to enhance market share
- Development of advanced dvLED displays
- Development of in-car applications and automotive lighting

Medical

- Medical devices and pharmaceuticals as dual growth engines to expand in distribution channels
- In-depth development in dialysis market
- Expansion in healthcare service
- Development in smart healthcare

NCG

- Expand Data Center/ AI Date Center market
- Development in emerging markets
- Increase the market share of own-brand products in the telecom market.

BSG

Assist customers in transformation with advanced smart solutions (Device/ Solution/ Service end to end AloT total solution)

- Improve the integration of product intelligence
- Establish local services in major global markets
- Deeply integrate new smart product team of all BSG companies
- Integrate branding and marketing of all BSG companies







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Qisda Value-Up Solutions