



Ennoconn Corporation

**Cathay securities corporation
Q4 Industry Forum**

Dec. 5, 2024

Our Major Shareholders



26.8 %

5.3 %

3.6 %

Global SCM & DMS
(HaaS : OEM / ODM / OBM)

ARM Based APU / SOC
IoT Devices

Global SaaS / PaaS
ESaaS

Our Organization

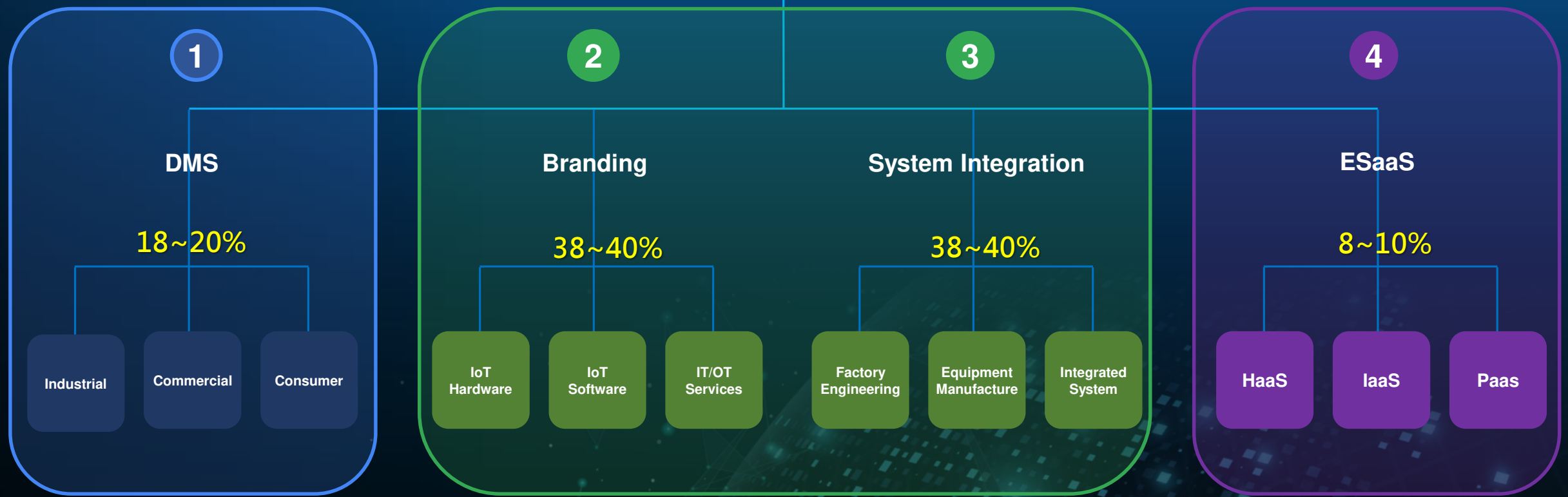
Ennoconn Corp.

Group Members: 15,800
Global Engineers : 6,000+

IPC 3.0 (AIoT Cloud Platform Solutions)

IPC 1.0 (IPC SW/HW Solutions)

IPC 2.0 (IoT Platform Solutions)



> 73 Countries

> 5k SI

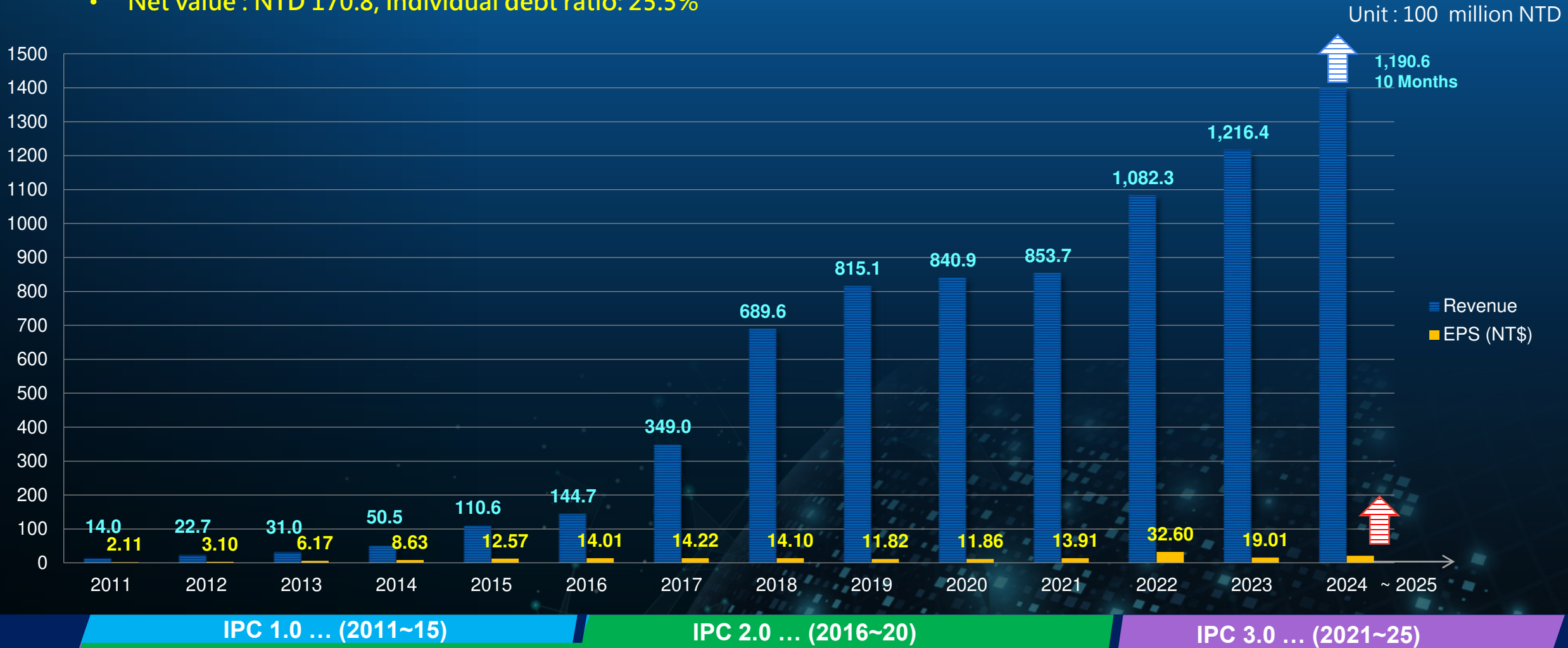
> 250K Resellers

Our Market



Our Operating Performance Over the Years

- 2013(USD 98.4M) ~ 2023(USD 4B), 39 times growth in terms of Revenue
- Annual revenue CAGR (2013 ~ 23) : 44%
- Annual net profit CAGR (2013 ~ 23) : 20%
- Net value : NTD 170.8, Individual debt ratio: 25.5%



> 73 Countries

> 5k SI

> 250K Resellers

2024 Q1-Q3 Operating Summary

Currency: NTD

1. Revenue	:	106.75B	YoY Increase	19.33B	YoY	22.1%
2 Gross profit	:	21.05B	YoY Increase	3.75B	YoY	21.7%
3. Operating profit	:	3.84B	YoY Decrease	-0.29B	YoY	-7.1%
4. Net Profit Group	:	4.27B	YoY Decrease	-0.01B	YoY	-0.3%
5. Net Profit Parent Company	:	1.83B	YoY Decrease	-0.01B	YoY	-0.3%
6. EPS	:	13.39	YoY Decrease	-2.52	YoY	-15.8%

Note 1: Q1-Q3 24 impact of exchange rates on net income attributable to the parent company after tax: -70M; EPS: -0.50

Note 2: Weighted Average Shares: 1.37B; Increase: 18.4%

Note 3: MIC factory construction in the US loss in 800M, impact on net income attributable to the parent company after tax: -330M; EPS: -2.4

2024 Q1-Q3 3-BU Operating Summary

Currency: NTD

DMS

• Revenue :	19.02B	Increase	1.54B	YoY :	8.8%
• Gross profit :	3.67B	Increase	0.16B	YoY :	4.5%
• Operating profit :	0.91B	Decrease	-0.02B	YoY :	-1.8%
• Net Profit : Group	0.71B	Increase	0.03B	YoY :	5.0%
• Net Profit : Parent Company	0.69B	Increase	0.08B	YoY :	12.7%

Branding

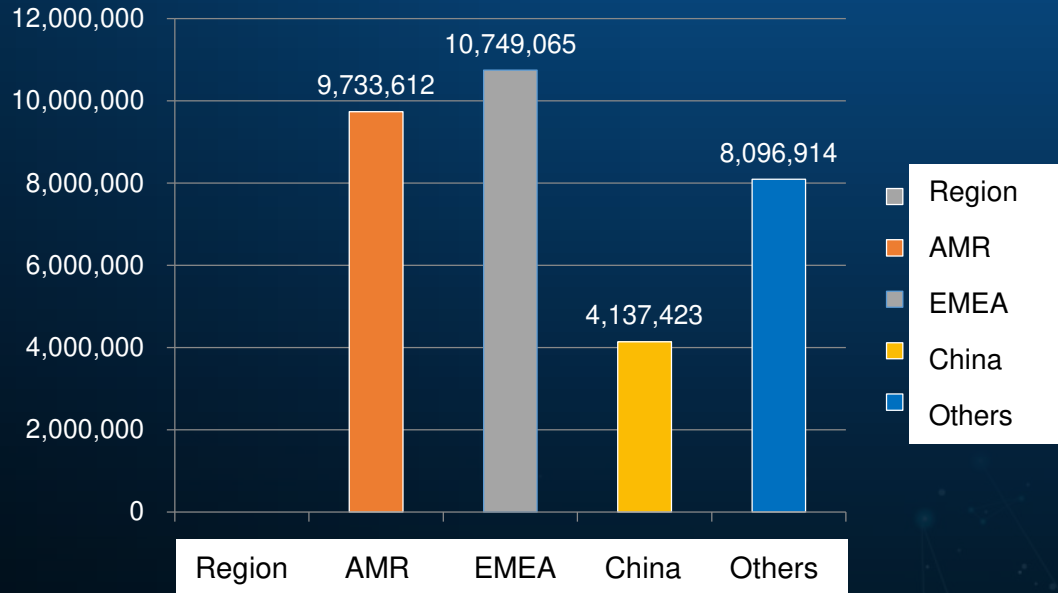
• Revenue :	42.11B	Increase	13.23B	YoY :	45.8%
• Gross profit :	13.67B	Increase	3.82B	YoY :	38.7%
• Operating profit :	1.50B	Increase	0.17B	YoY :	13.0%
• Net Profit : Group	2.20B	Increase	0.39B	YoY :	21.8%
• Net Profit : Parent Company	0.56B	Increase	0.12B	YoY :	26.4%

System Integration

• Revenue :	45.63B	Increase	4.57B	YoY :	11.1%
• Gross profit :	3.72B	Decrease	-0.23B	YoY :	-5.8%
• Operating profit :	1.43B	Decrease	-0.45B	YoY :	-23.9%
• Net Profit : Group	1.37B	Decrease	-0.44B	YoY :	-24.4%
• Net Profit : Parent Company	0.57B	Decrease	-0.20B	YoY :	-26.1%

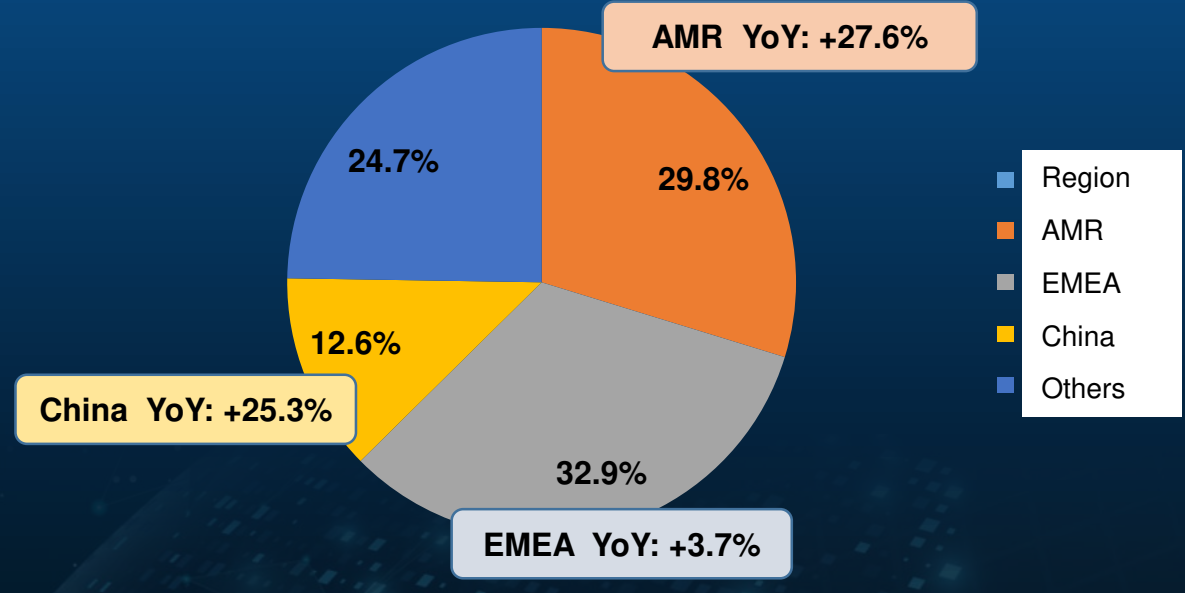
Q1 2024 Ennoconn Revenue from Major Regions

Unit: Million NTD



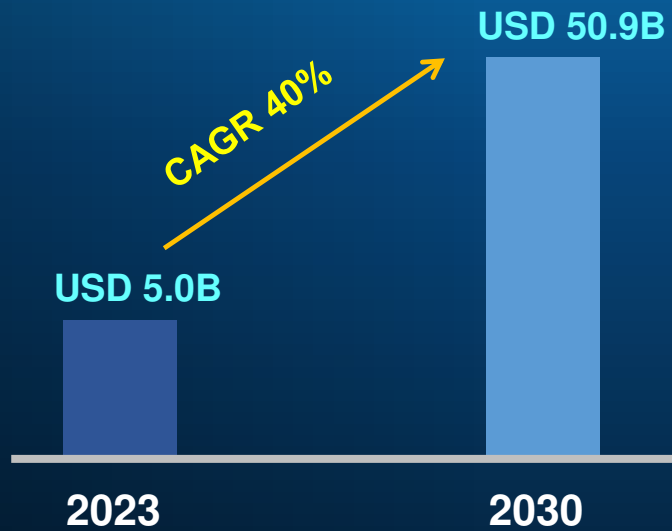
Ennoconn Revenue Amount

Unit: % Percentage



Ennoconn Revenue Proportion

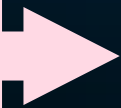
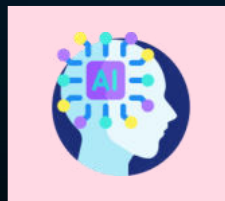
AI Applications in the Smart Retail Market



Global Smart Retail AI Annual Revenue Growth

Source :Cognitive Market Research

AI



Market Drivers

1. Conversational Artificial Intelligence
2. Personalized Customer Experiences
3. Optimized Inventory Management

Market Opportunities

1. Improving Operational Efficiency
2. Enhancing Customer Satisfaction
3. Unmanned Retail Stores

Technological Trends

1. Image Recognition and Video Analysis
2. Machine Learning and Deep Learning
3. Natural Language Processing

Trump Administration Key Policies

Internal Tax Reduction

External Tariff Increases

Ending Currency Inflation

Encouraging Traditional Energy

Manufacturing Powerhouse

Maintaining The US Dollar's Status

Diplomatic Isolationism

Ennoconn's Strategies

- 1 Tax Reduction in the US** → Ennoconn strengthens its presence in the US by expanding its subsidiaries and recruiting talent.
- 2 Tariff Issues** → Ennoconn establishes global 3PL supply chain service hubs to mitigate the impact of tariffs.
- 3 Local Services** → Ennoconn deploys globally, conducting R&D, marketing, and manufacturing in China, Europe, the US, Malaysia, and others.
- 4 Energy Policies** → Committed to sustainability, Ennoconn firmly supports the 2050 net-zero emissions target and the RE100 renewable energy initiative.

Thank you