



# **Twinhead International Corp. Investor Conference Q2,2023**

**Date : August 25, 2023**

# Disclaimer

The information presented and referred herein is based upon the information obtained internally and externally from our company. In light of the forward-looking operational results, financial condition and business results, they might be different from those information expressly or impliedly presented herein due to various factors, including but not limited to market risks, supply chains, market demand and our upcoming high-quality products.

We undertake no obligation to publicly update or revise any statements regarding those information presented and referred herein in the event of any further changes or updates to the information presented herein.

# Agenda

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Company Overview

2

Business Profile

3

Financial Report

4

Q&A

# 1 Company Overview



# Basic Information(1)



**Established**

1984



**IPO**

1997



**Paid-in Capital**

NTD248 million



**Chairman**

Yu-Jen Kao



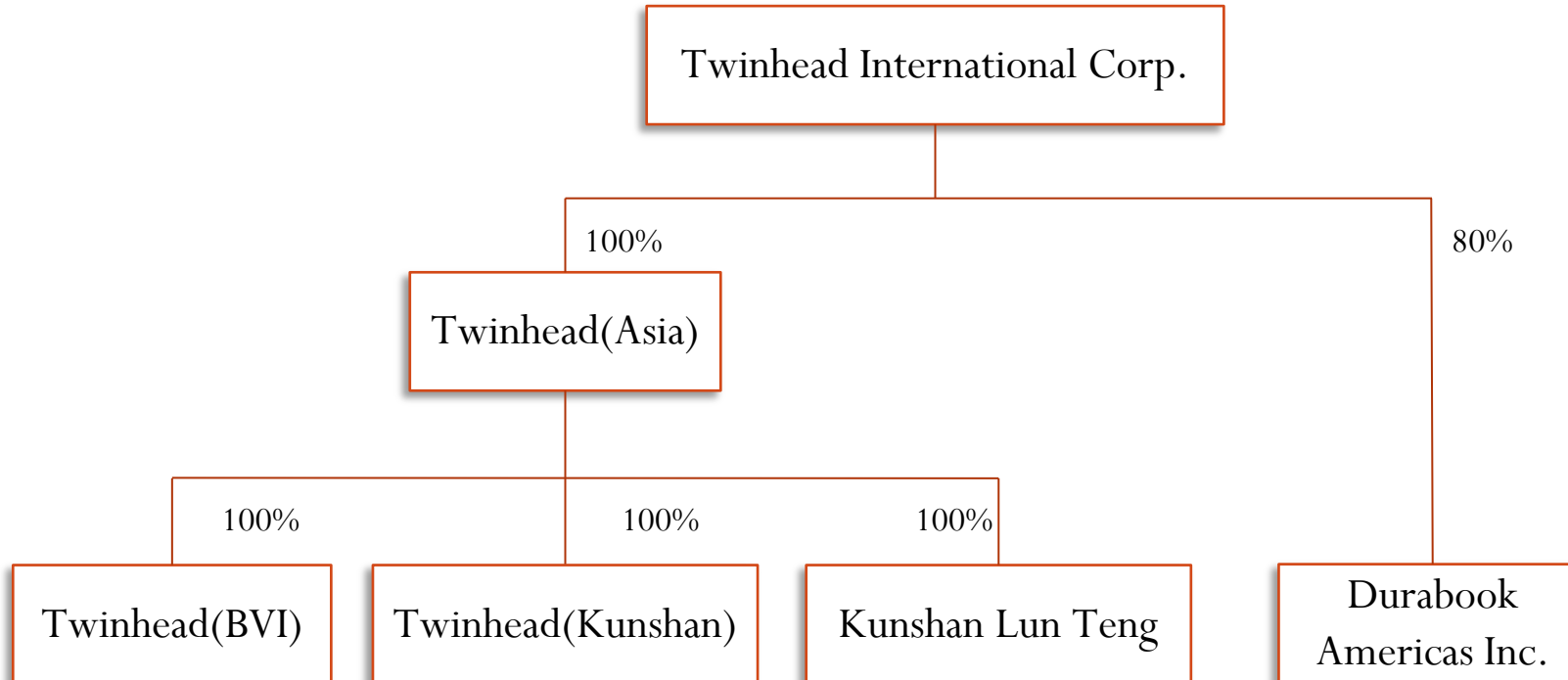
**GM**

Su-Fu Kao

## Basic Information(2)

★	<b>HQ</b>	Taiwan(Neihu,Taipei)
★	<b>Manufacturing Site</b>	Taiwan(Kaoshiang)
★	<b>No. of Employees</b>	189
★	<b>Main Products</b>	Rugged Laptops & Tablets

# Group Organization Chart



# 2 Business Profile





# Core Business Introduction

## ★ Core Business

- Design/Manufacturing/Sales of Rugged Mobile Devices

## ★ Business Model

- Brand Durabook 75%
- ODM/Others 25%

## ★ Major Application Market

- Defense Public Safety(Police, Fire Fighter, Ambulance)
- Industries in Hazardous/Explosive Environment (Utility Oil/Gas Food Processing)

## ★ Sales Model

- Projects, Run-rate

## ★ Channel Structure

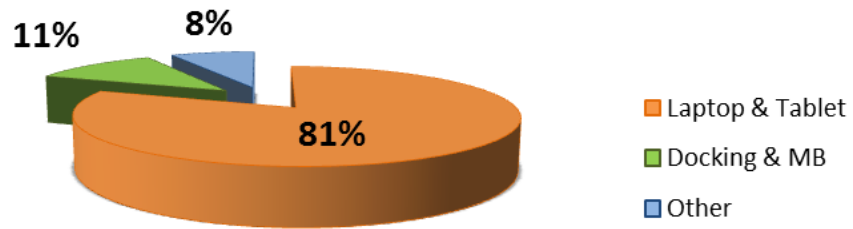
- Distributor/Re-seller
- System Integrator

# Durabook Key Initiatives

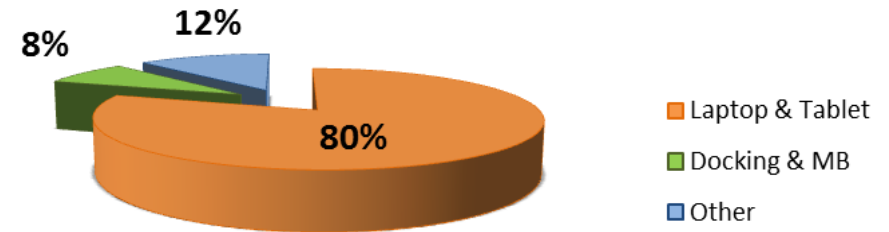
- ★ Enhance direct engagement with vertical accounts in major markets
- ★ Optimize channel structure in secondary markets
- ★ Increase Brand Awareness
- ★ Increase promotion of product accessories and solutions

# Revenue Ratio by Product

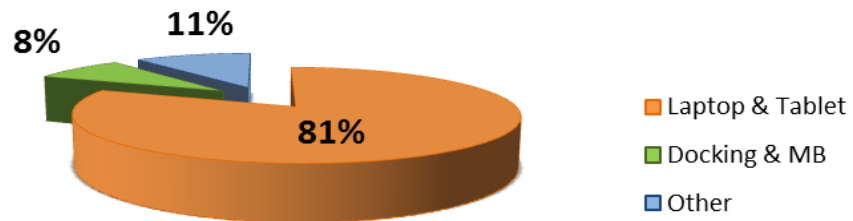
## Y2023Q1-Q2



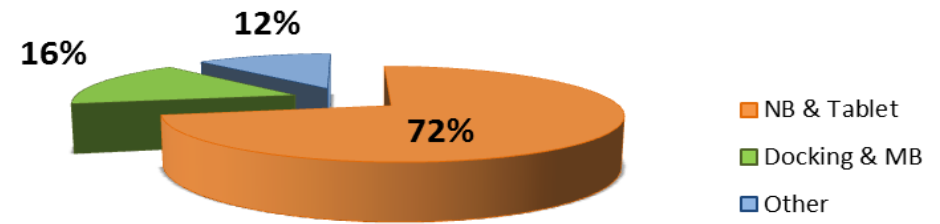
## Y2022



## Y2021

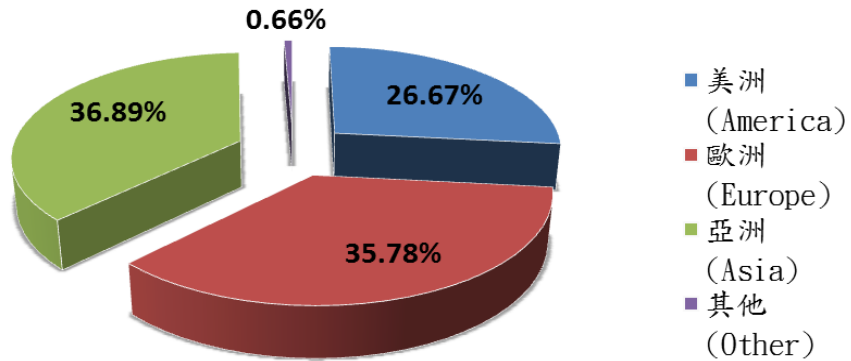


## Y2020

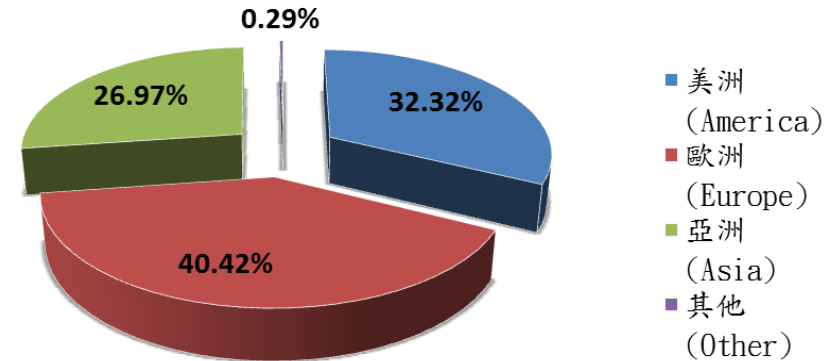


# Revenue Ratio by Region

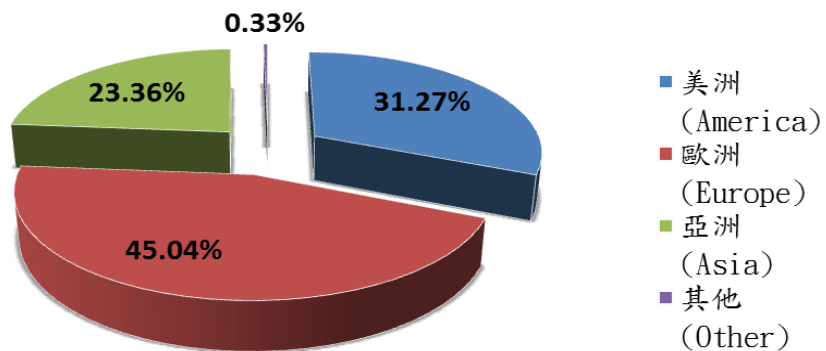
## Y2023Q1-Q2



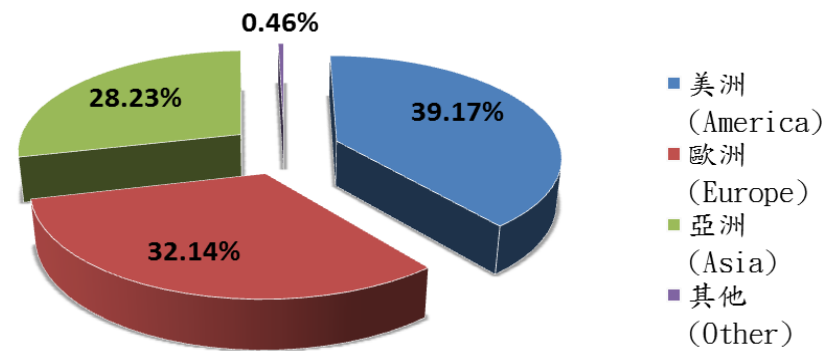
## Y2022



## Y2021



## Y2020

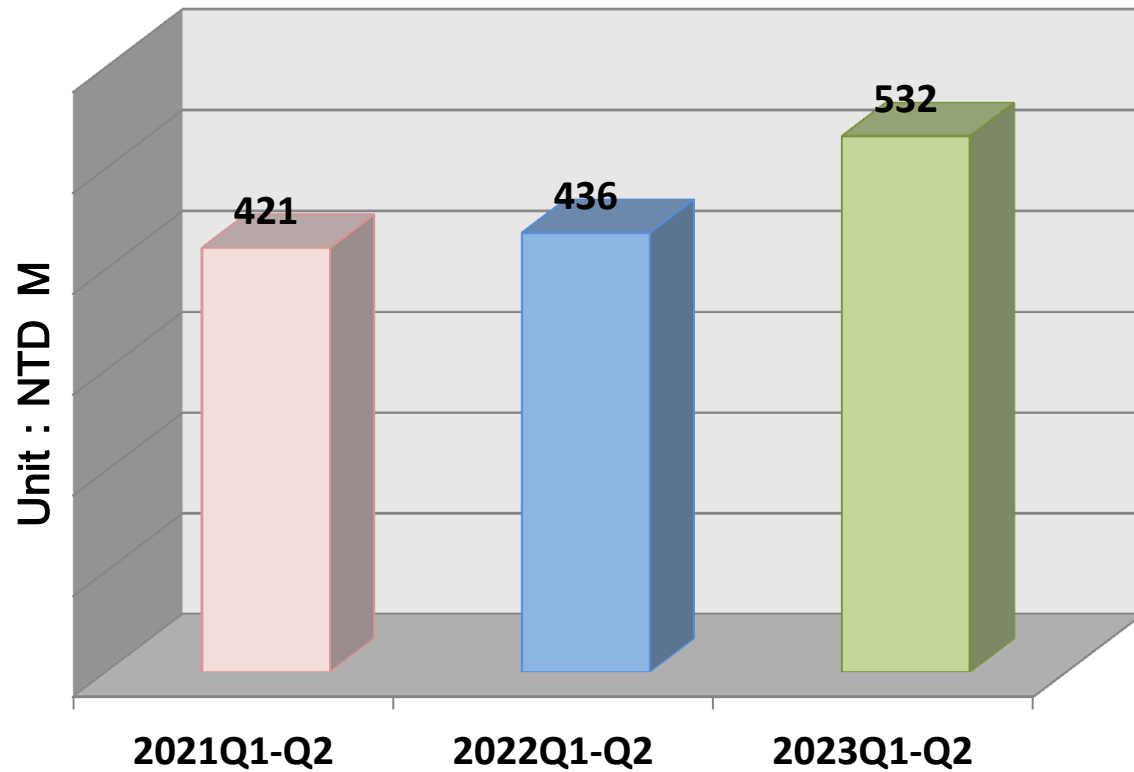


# 3 Financial Report

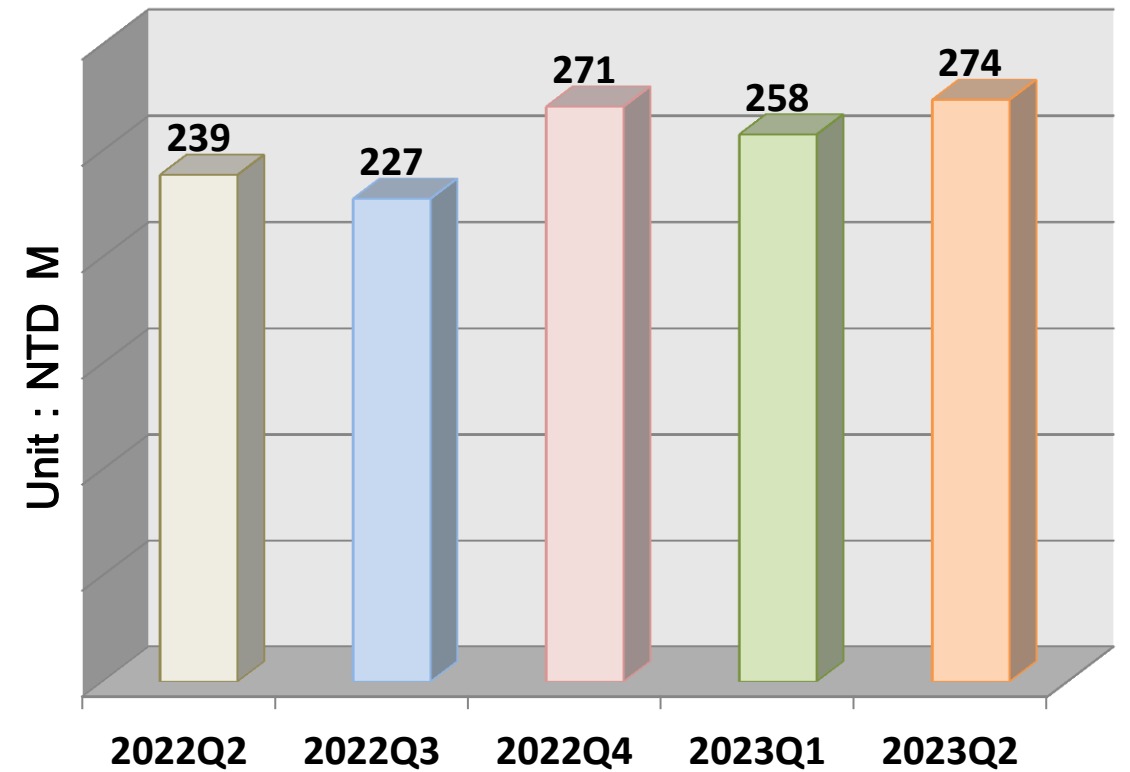


# Consolidated Revenue

## Consolidated Revenue-by Year



## Consolidated Revenue-by Quarter



# Consolidated Statements of Comprehensive Income(1)

	Unit : NTD K				
	2022	2023		QoQ	YoY
	Q2	Q1	Q2	%	%
Operating revenue	238,659	257,662	273,972	6.3%	14.8%
Gross profit	73,039	88,126	100,058	13.5%	37.0%
GP ratio(%)	30.60	34.20	36.52		
Operating expenses	65,780	73,457	84,846	15.5%	29.0%
Expenses ratio(%)	27.56	28.51	30.97		
Operating income	7,259	14,669	15,212	3.7%	109.6%
Non-operating income and expenses	16,694	2,596	27,907	975.0%	67.2%
Net income before tax	23,953	17,265	43,119	149.7%	80.0%
Net income	23,871	17,265	43,119	149.7%	80.6%
Other comprehensive income(loss), net	(1,299)	392	(2,575)	756.9%	98.2%
Total comprehensive income(loss)	22,572	17,657	40,544	129.6%	79.6%
Net income(loss) attributable to:					
Owners of parent	23,899	18,801	44,198	135.1%	84.9%
Non-controlling interests	(28)	(1,536)	(1,079)	29.8%	-3753.6%
Comprehensive income(loss) attributable to:					
Owners of parent	23,227	19,030	42,111	121.3%	81.3%
Non-controlling interests	(655)	(1,373)	(1,567)	-14.1%	-139.2%
EPS(NTD)	0.96	0.76	1.78	134.2%	85.4%

# Consolidated Statements of Comprehensive Income(2)

			Unit : NTD K	
	2022	2023	YoY	
	Q1-Q2	Q1-Q2	Amount	%
Operating revenue	435,906	531,634	95,728	-0.15%
Gross profit	127,520	188,184	60,664	2.67%
GP ratio(%)	29.25	35.40		
Operating expenses	130,647	158,303	27,656	8.47%
Expenses ratio(%)	29.97	29.78		
Operating income	(3,127)	29,881	33,008	-80.62%
Non-operating income and expenses	37,212	30,503	(6,709)	1200.60%
Net income before tax	34,085	60,384	26,299	286.23%
Net income	33,952	60,384	26,432	290.17%
Other comprehensive income(loss), net	(9,577)	(2,183)	7,394	-388.31%
Total comprehensive income(loss)	24,375	58,201	33,826	119.40%
Net income(loss) attributable to:				
Owners of parent	34,283	62,999	28,716	232.51%
Non-controlling interests	(331)	(2,615)	(2,284)	81.06%
Comprehensive income(loss) attributable to:				
Owners of parent	25,881	61,141	35,260	106.47%
Non-controlling interests	(156)	(2,940)	(2,784)	-1.91%
EPS(NTD)	1.38	2.54	1.16	231.76%



# Consolidated Balance Sheets

Unit : NTD K

	2022		2023		2022		2023
	6/30	12/31	6/30		6/30	12/31	6/30
<b>Assets</b>				<b>Liabilities</b>			
<b>Current assets</b>				<b>Current liabilities</b>			
Cash and cash equivalents	250,067	230,416	259,614	Short-term borrowings	620,000	579,000	561,560
Notes receivable, net	112	-	-	Contract liabilities	8,406	10,572	15,791
Accounts receivable, net	79,114	89,909	83,881	Notes & Accounts payable	129,936	110,115	144,876
Accounts receivable-related parties, net	30	701	171	Other payables	50,947	71,483	58,450
Inventories	261,160	255,455	304,390	Dividend payable	25,204	-	2
Other current assets	7,794	9,426	8,774	Provisions-current	7,892	8,663	8,506
<b>Total current assets</b>	<b>598,277</b>	<b>585,907</b>	<b>656,830</b>	Current lease liabilities	17,088	17,066	10,094
				Other current liabilities	10,462	15,638	11,209
				<b>Total current liabilities</b>	<b>869,935</b>	<b>812,537</b>	<b>810,488</b>
				<b>Non-current liabilities</b>			
				Provisions-non-current	7,055	6,908	7,032
				Non-current lease liabilities	8,680	3,812	3,139
				Guarantee deposits received	6,746	6,731	6,651
				Other non-current liabilities	1,379	597	674
<b>Non-current assets</b>				<b>Total non-current liabilities</b>	<b>23,860</b>	<b>18,048</b>	<b>17,496</b>
Non-current financial assets at fair value through other comprehensive income	870	679	634	<b>Total liabilities</b>	<b>893,795</b>	<b>830,585</b>	<b>827,984</b>
Property, plant and Equipment	275,835	272,693	267,467	<b>Equity</b>			
Right-of-use assets	35,174	30,269	22,463	Share capital	248,004	248,004	248,004
Investment property, net	194,510	192,916	190,394	Stock dividends to be distributed	-	-	61,998
Deferred tax assets	43,794	43,378	43,525	Additional paid-in capital	-	35	35
Refundable deposits	7,162	7,202	7,211	Accumulated earnings	37,261	82,576	83,575
Other non-current assets	22,955	23,283	23,401	Other equities	16,808	14,788	12,930
<b>Total non-current assets</b>	<b>580,300</b>	<b>570,420</b>	<b>555,095</b>	Non-controlling interests	(17,291)	(19,661)	(22,601)
<b>Total assets</b>	<b>1,178,577</b>	<b>1,156,327</b>	<b>1,211,925</b>	<b>Total equity</b>	<b>284,782</b>	<b>325,742</b>	<b>383,941</b>
				<b>Total liabilities and equity</b>	<b>1,178,577</b>	<b>1,156,327</b>	<b>1,211,925</b>

# 4 Q&A



Prepared  
for  
the Unexpected

*Thank You!*

DURANBOOK