



Twinhead International Corp. Investor Conference Q3,2023

Date : December 01, 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

1

Company Overview

2

Business Profile

3

Financial Report

4

Q&A

1 Company Overview



Basic Information(1)



Established

1984



IPO

1997



Paid-in Capital

NTD310 million



Chairman

Yu-Jen Kao



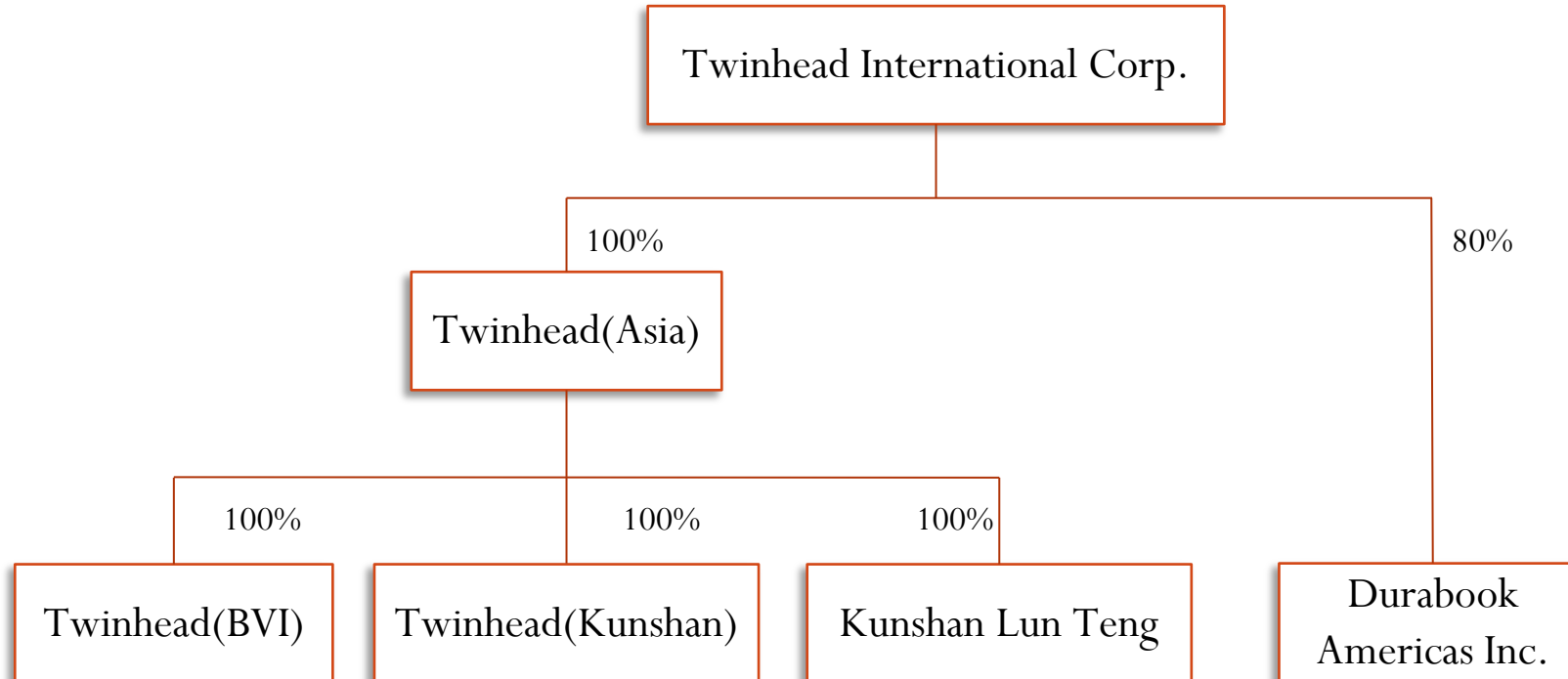
GM

Su-Fu Kao

Basic Information(2)

★	HQ	Taiwan(Neihu,Taipei)
★	Manufacturing Site	Taiwan(Kaoshiang)
★	No. of Employees	192
★	Main Products	Rugged Laptops & Tablets

Group Organization Chart



2 Business Profile



Core Business Introduction

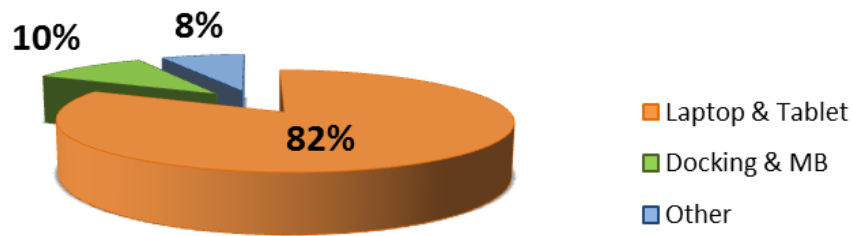
- ★ Core Business
 - Design/Manufacturing/Sales of Rugged Mobile Devices
- ★ Business Model
 - Brand Durabook 75%
 - ODM/Others 25%
- ★ Major Application Market
 - Defense
 - Public Safety(Police, Fire Fighter, Ambulance)
 - Industries in Hazardous/Explosive Environment (Utility Oil/Gas Food Processing)
 - Retail Service(Storefront/Warehousing)
- ★ Sales Model
 - Projects, Run-rate
- ★ Channel Structure
 - Distributor/Re-seller
 - System Integrator

Durabook Key Initiatives

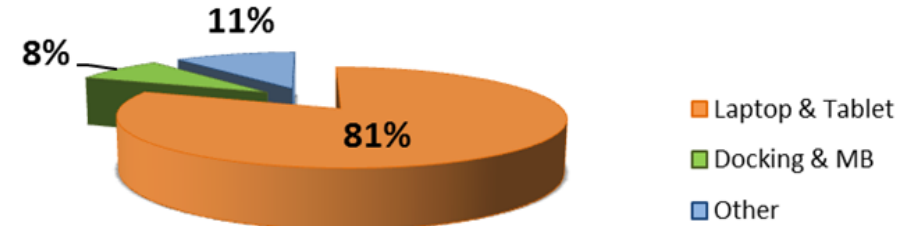
- ★ Enhance direct engagement with vertical accounts in major markets
- ★ Optimize channel structure in secondary markets
- ★ Increase Brand Awareness
- ★ Increase promotion of product accessories and solutions

Revenue Ratio by Product

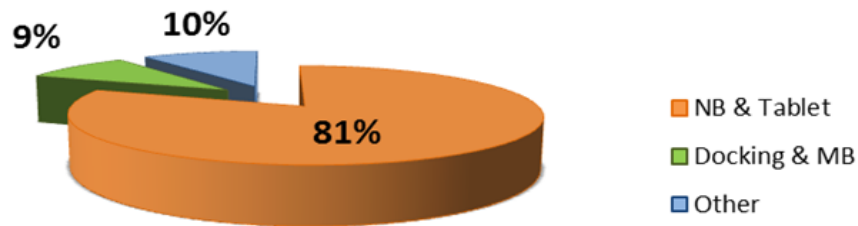
Y2023Q1-Q3



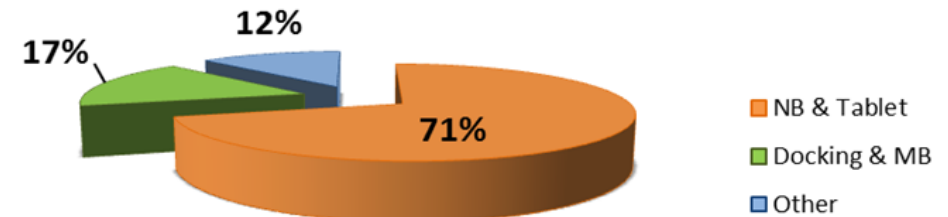
Y2022Q1-3



Y2021Q1-3

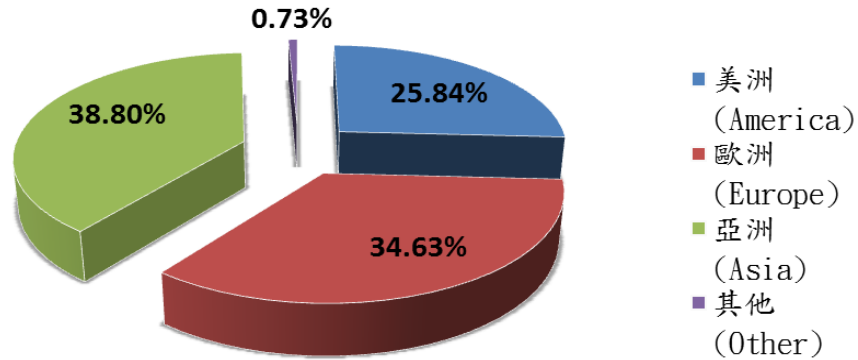


Y2020Q1-3

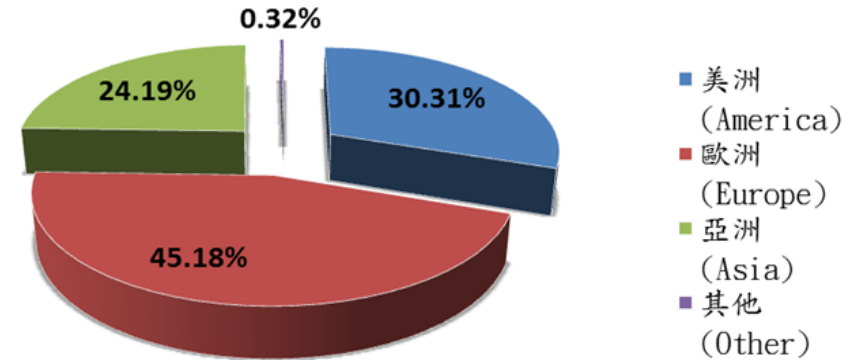


Revenue Ratio by Region

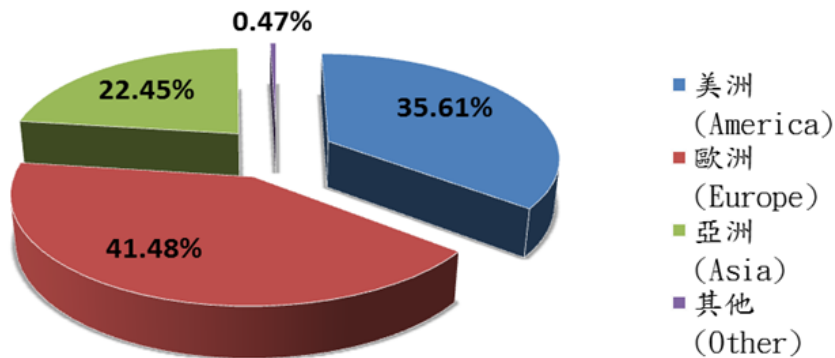
Y2023Q1-Q3



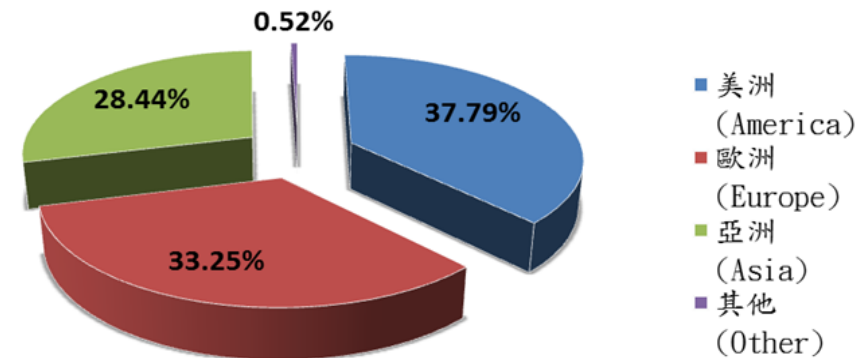
Y2022Q1-3



Y2021Q1-3



Y2020Q1-3

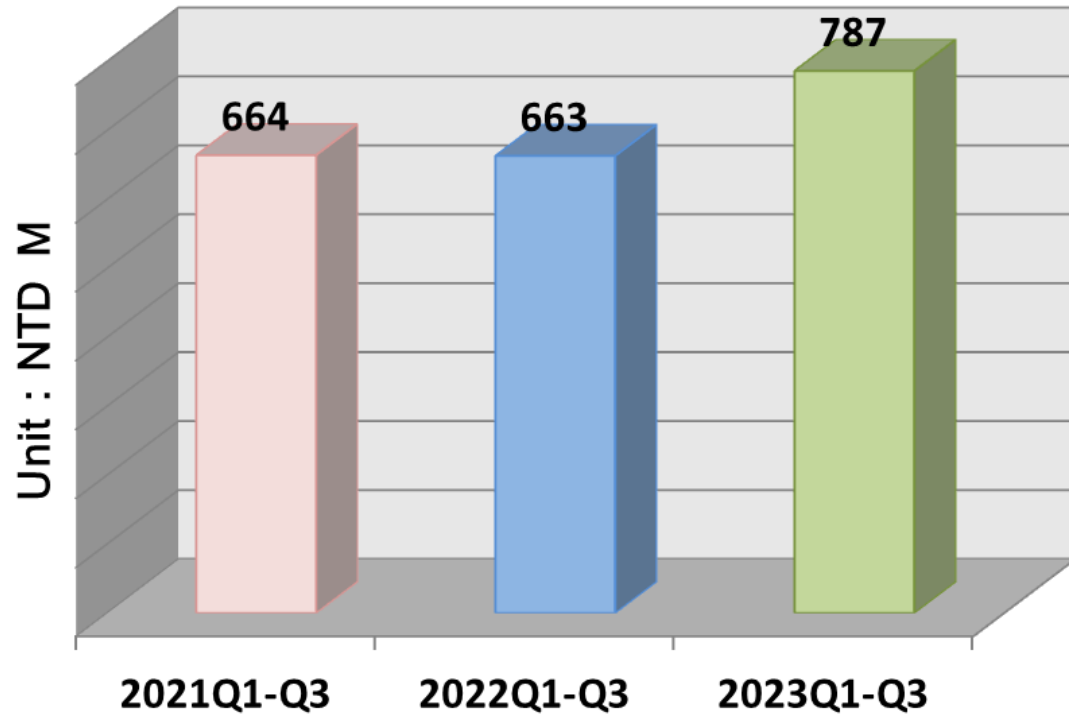


3 Financial Report

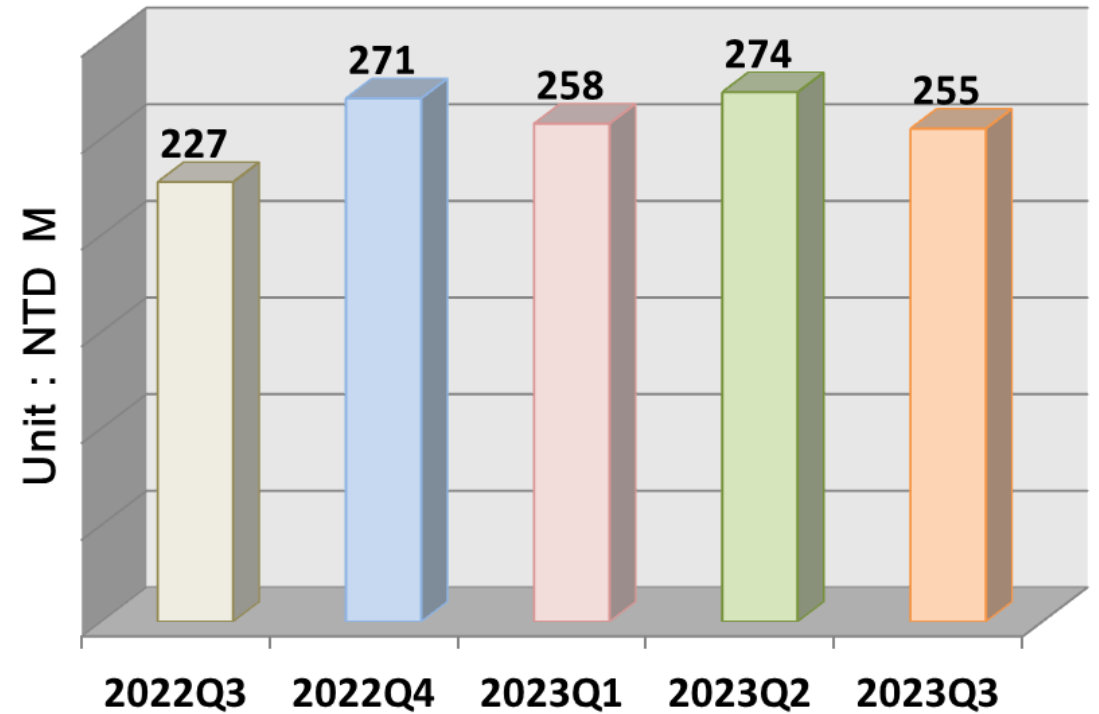


Consolidated Revenue

Consolidated Revenue-by Year



Consolidated Revenue-by Quarter



Consolidated Statements of Comprehensive Income(1)

	Unit : NTD K				
	2022	2023		QoQ	YoY
	Q3	Q2	Q3	%	%
Operating revenue	227,466	273,972	252,052	-6.9%	12.1%
Gross profit	74,677	100,058	93,620	-6.4%	25.4%
GP ratio(%)	32.83	36.52	36.71		
Operating expenses	69,066	84,846	80,135	-5.6%	16.0%
Expenses ratio(%)	30.36	30.97	31.42		
Operating income	5,611	15,212	13,485	-11.4%	140.3%
Non-operating income and expenses	29,678	27,907	14,502	-48.0%	-51.1%
Net income before tax	35,289	43,119	27,987	-35.1%	-20.7%
Net income	35,288	43,119	27,986	-35.1%	-20.7%
Other comprehensive income(loss), net	(7,632)	(2,575)	2,898	212.5%	-138.0%
Total comprehensive income(loss)	27,656	40,544	30,884	-23.8%	11.7%
Net income(loss) attributable to:					
Owners of parent	35,575	44,198	28,669	-35.1%	-19.4%
Non-controlling interests	(287)	(1,079)	(683)	36.7%	-138.0%
Comprehensive income(loss) attributable to:					
Owners of parent	29,140	42,111	32,381	-23.1%	11.1%
Non-controlling interests	(1,484)	(1,567)	(1,497)	4.5%	-0.9%
EPS(NTD)	1.15	1.43	0.92	-35.7%	-20.0%

Consolidated Statements of Comprehensive Income(2)

	Unit : NTD K			
	2022	2023	YoY	
	Q1-Q3	Q1-Q3	Amount	%
Operating revenue	663,372	786,686	123,314	18.59%
Gross profit	202,197	281,804	79,607	39.37%
GP ratio(%)	30.48	35.82		
Operating expenses	199,713	238,438	38,725	19.39%
Expenses ratio(%)	30.11	30.31		
Operating income	2,484	43,366	40,882	1645.81%
Non-operating income and expenses	66,890	45,005	(21,885)	-32.72%
Net income before tax	69,374	88,371	18,997	27.38%
Net income	69,240	88,370	19,130	27.63%
Other comprehensive income(loss), net	(17,209)	715	17,924	-104.15%
Total comprehensive income(loss)	52,031	89,085	37,054	71.22%
Net income(loss) attributable to:				
Owners of parent	69,858	91,668	21,810	31.22%
Non-controlling interests	(618)	(3,298)	(2,680)	-433.66%
Comprehensive income(loss) attributable to:				
Owners of parent	55,021	93,522	38,501	69.98%
Non-controlling interests	(2,990)	(4,437)	(1,447)	-48.39%
EPS(NTD)	2.25	2.96	0.71	31.56%

Consolidated Balance Sheets

Unit : NTD K

	2022		2023		2022		2023
	9/30	12/31	9/30		9/30	12/31	9/30
Assets				Liabilities			
Current assets				Current liabilities			
Cash and cash equivalents	261,246	230,416	296,905	Short-term borrowings	620,000	579,000	561,560
Notes receivable, net	171	-	-	Contract liabilities	15,028	10,572	11,004
Accounts receivable, net	78,094	89,909	62,789	Notes payable	234	221	-
Accounts receivable-related parties, net	194	701	41	Accounts payable	142,957	109,894	121,870
Inventories	276,417	255,455	297,130	Other payables	58,478	71,483	69,943
Other financial assets-current	-	-	2,602	Provisions-current	8,726	8,663	9,235
Other current assets	12,826	9,426	13,786	Current lease liabilities	17,307	17,066	6,444
Total current assets	628,948	585,907	673,253	Other current liabilities	10,412	15,638	12,763
				Total current liabilities	873,142	812,537	792,819
				Non-current liabilities			
				Provisions-non-current	6,861	6,908	6,846
				Non-current lease liabilities	4,497	3,812	2,762
				Guarantee deposits received	6,781	6,731	6,799
				Other non-current liabilities	1,414	597	643
Non-current assets				Total non-current liabilities	19,553	18,048	17,050
Non-current financial assets at fair value through other comprehensive income	774	679	634	Total liabilities	892,695	830,585	809,869
Property, plant and Equipment	274,657	272,693	266,722	Equity			
Right-of-use assets	31,212	30,269	18,791	Share capital	248,004	248,004	248,004
Investment property, net	194,338	192,916	191,838	Stock dividends to be distributed	-	-	61,998
Deferred tax assets	44,540	43,378	43,911	Additional paid-in capital	35	35	35
Refundable deposits	7,246	7,202	7,263	Accumulated earnings	72,836	82,576	112,244
Other non-current assets	23,453	23,283	22,282	Other equities	10,373	14,788	16,642
Total non-current assets	576,220	570,420	551,441	Non-controlling interests	(18,775)	(19,661)	(24,098)
Total assets	1,205,168	1,156,327	1,224,694	Total equity	312,473	325,742	414,825
				Total liabilities and equity	1,205,168	1,156,327	1,224,694

4 Q&A



Prepared
for
the Unexpected

Thank You!

DURANBOOK