



Prepared for the Unexpected

# **Twinhead International Corp. Investor Conference Q1,2024**

**Date : May 24, 2024**

# 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



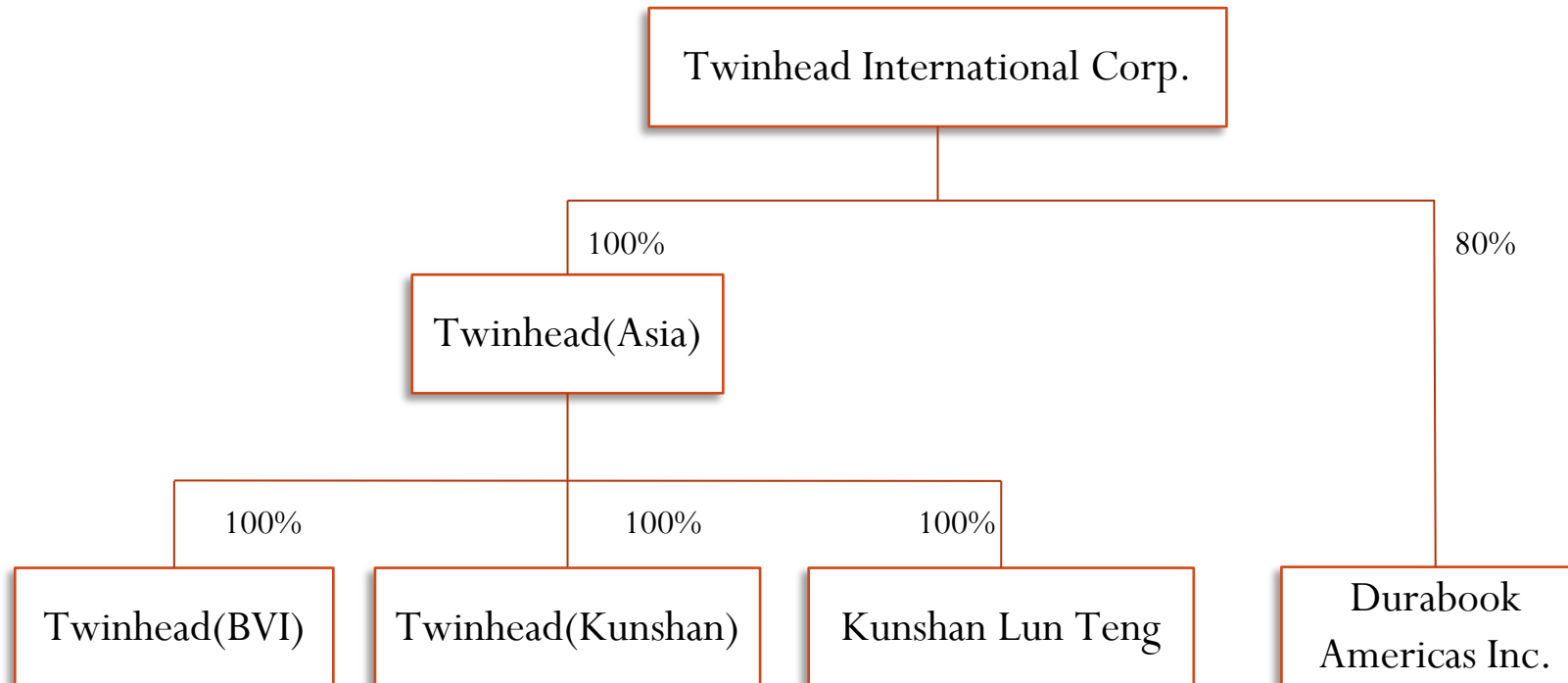
# Basic Information(1)

☆	Established	1984
☆	IPO	1997
☆	Paid-in Capital	NTD310 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>	197(Group)
★	<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)
- Retail Service( Storefront/Warehousing)

## ★ Sales Model

- Projects, Run-rate

## ★ Channel Structure

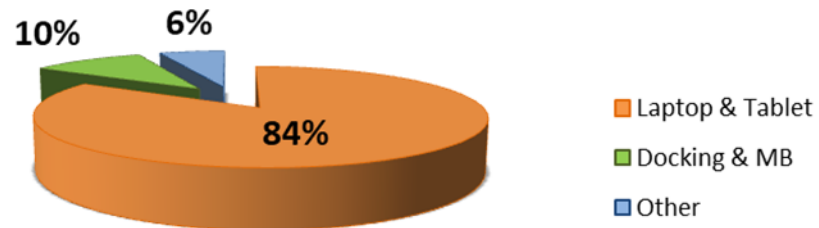
- Distributor/Re-seller
- System Integrator

# Durabook Key Initiatives

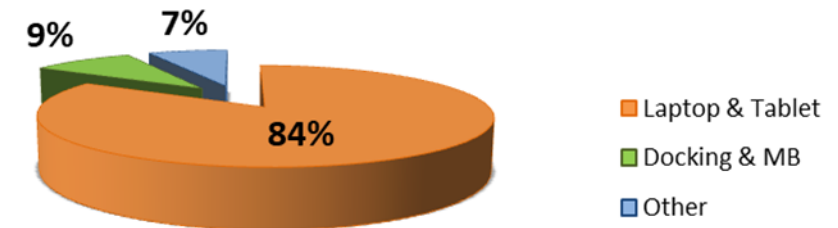
- ★ Broaden cross-region cooperation with strategic customers
- ★ Enhance direct engagement with vertical end-users in major markets
- ★ Accelerate introduction of new products and technologies
- ★ Increase Brand Awareness

# Revenue Ratio by Product

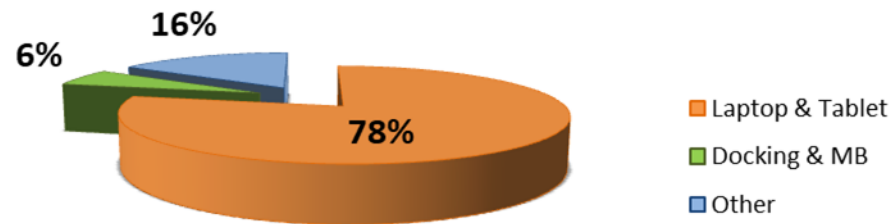
**Y2024Q1**



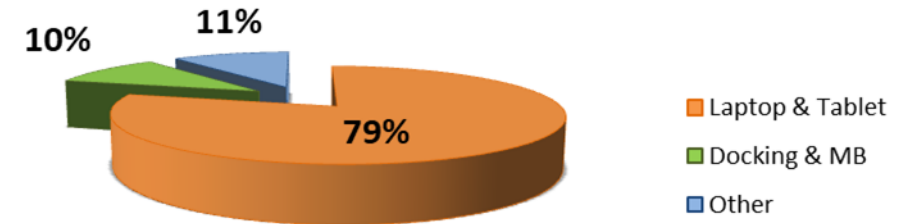
**Y2023Q1**



**Y2022Q1**

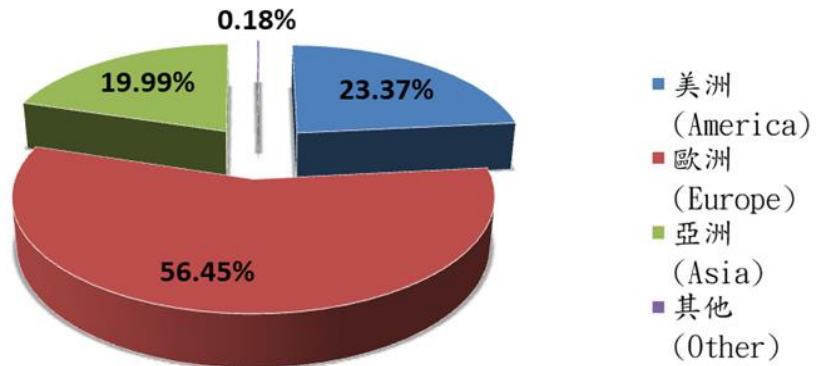


**Y2021Q1**

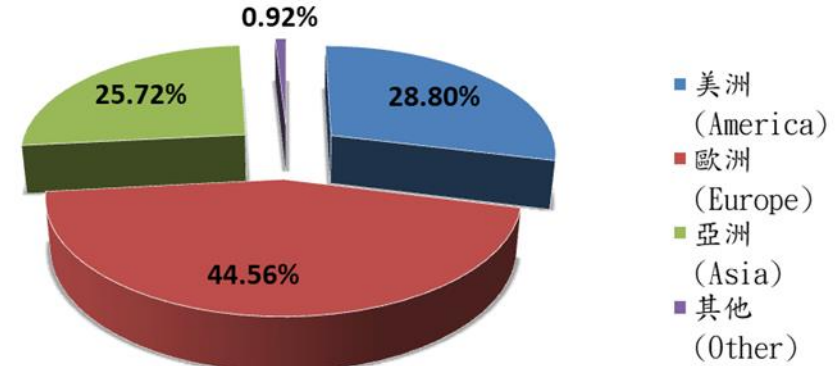


# Revenue Ratio by Region

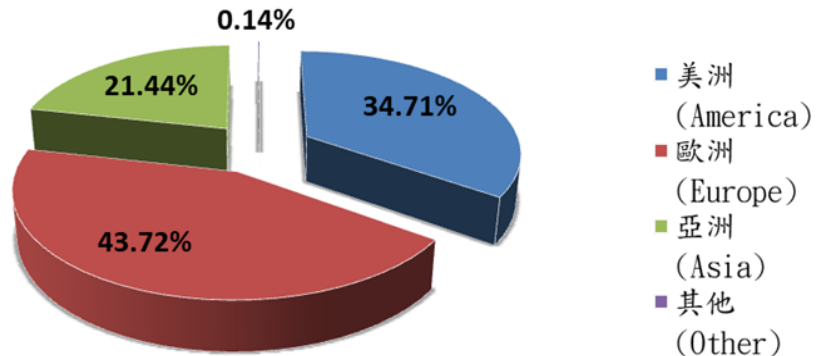
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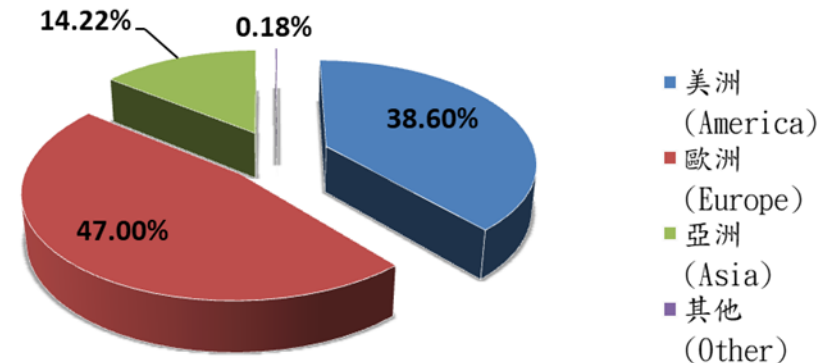
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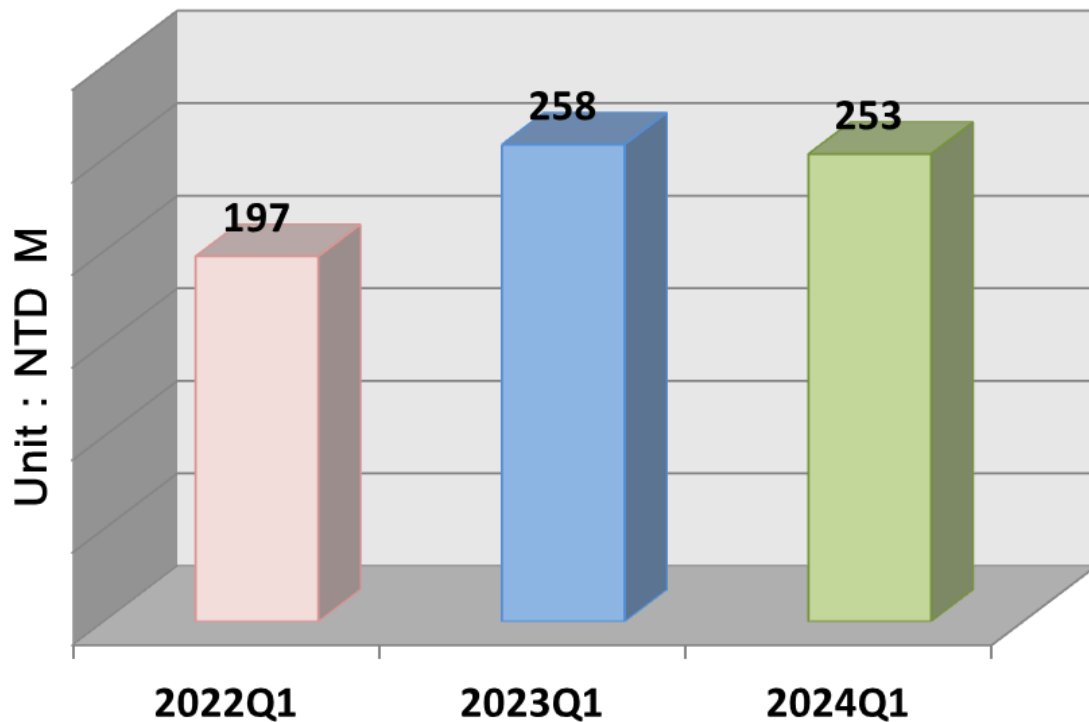


# 3 Financial Report

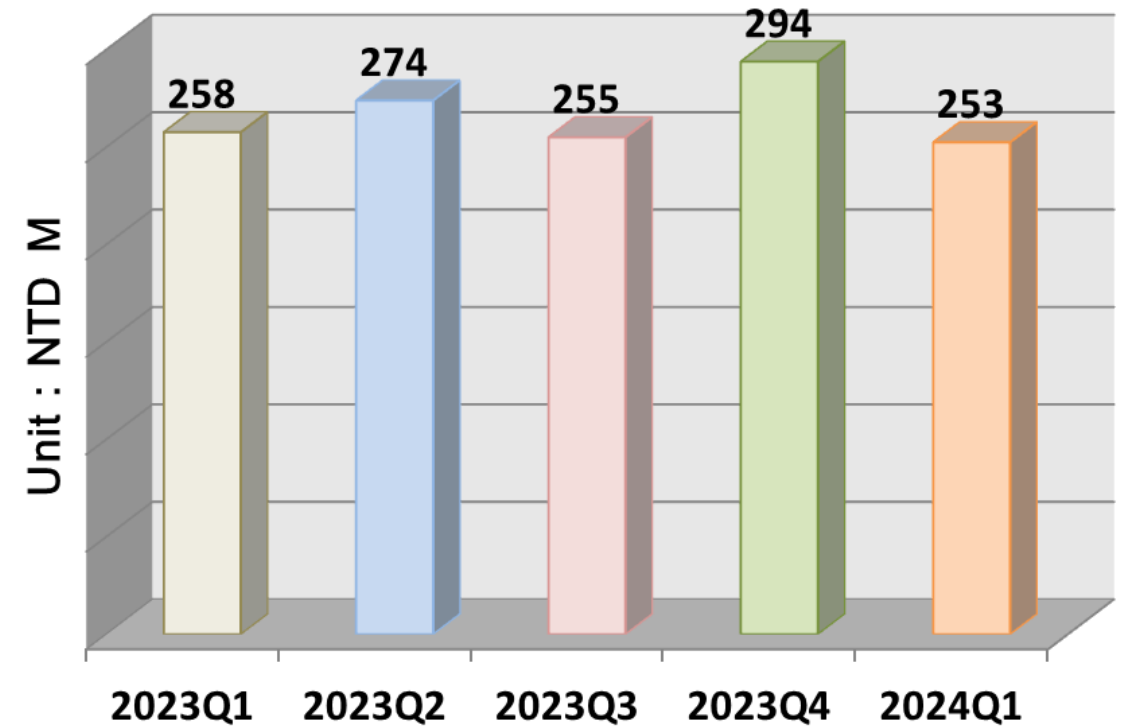


# Consolidated Revenue

## Consolidated Revenue-by Year



## Consolidated Revenue-by Quarter



# Consolidated Statements of Comprehensive Income(1)

	2023		2024	QoQ	YoY
	Q1	Q4	Q1	%	%
Operating revenue	257,662	293,933	252,517	-14.1%	-2.0%
Gross profit	88,126	114,972	86,800	-24.5%	-1.5%
GP ratio(%)	34.20	39.12	34.37		
Operating expenses	73,457	86,149	77,973	-9.5%	6.1%
Expenses ratio(%)	28.51	29.31	30.88		
Operating income	14,669	28,823	8,827	-69.4%	-39.8%
Non-operating income and expenses	2,596	(7,105)	19,162	-369.7%	638.1%
Net income before tax	17,265	21,718	27,989	28.9%	62.1%
Net income	17,265	15,017	27,989	86.4%	62.1%
Other comprehensive income(loss), net	392	(1,611)	2,272	241.0%	479.6%
Total comprehensive income(loss)	17,657	13,406	30,261	125.7%	71.4%
Net income(loss) attributable to:					
Owners of parent	18,801	17,148	28,353	65.3%	50.8%
Non-controlling interests	(1,536)	(2,131)	(364)	82.9%	76.3%
Comprehensive income(loss) attributable to:					
Owners of parent	19,030	14,316	31,682	121.3%	66.5%
Non-controlling interests	(1,373)	(910)	(1,421)	-56.2%	-3.5%
EPS(NTD)	0.61	0.55	0.91	65.5%	49.2%

Unit : NTD K

# Consolidated Statements of Comprehensive Income(2)

			Unit : NTD K	
	2022	2023	YoY	
	FY	FY	Amount	%
Operating revenue	934,137	1,080,619	146,482	15.68%
Gross profit	298,856	396,776	97,920	32.76%
GP ratio(%)	31.99	36.72		
Operating expenses	277,511	324,587	47,076	16.96%
Expenses ratio(%)	29.71	30.04		
Operating income	21,345	72,189	50,844	238.20%
Non-operating income and expenses	57,141	37,900	(19,241)	-33.67%
Net income before tax	78,486	110,089	31,603	40.27%
Net income	77,509	103,387	25,878	33.39%
Other comprehensive income(loss), net	(12,209)	(896)	11,313	-92.66%
Total comprehensive income(loss)	65,300	102,491	37,191	56.95%
Net income(loss) attributable to:				
Owners of parent	79,598	108,816	29,218	36.71%
Non-controlling interests	(2,089)	(5,429)	(3,340)	-159.89%
Comprehensive income(loss) attributable to:				
Owners of parent	69,176	107,838	38,662	55.89%
Non-controlling interests	(3,876)	(5,347)	(1,471)	-37.95%
EPS(NTD)	2.57	3.51	0.94	36.58%

# Consolidated Balance Sheets

Unit : NTD K

	2023		2024		2023		2024
	03/31	12/31	03/31		03/31	12/31	3/31
<b>Assets</b>				<b>Liabilities</b>			
<b>Current assets</b>				<b>Current liabilities</b>			
Cash and cash equivalents	262,879	364,910	366,650	Short-term borrowings	579,000	552,000	552,000
Accounts receivable, net	71,690	52,666	77,710	Contract liabilities	19,275	20,050	25,736
Accounts receivable-related parties, net	912	165	18	Notes payable	–	61	235
Inventories	305,367	259,697	286,489	Accounts payable	169,795	100,236	137,038
Non current assets held for sale, net	2,860	–	–	Other payables	49,287	82,694	64,657
Other current assets	11,433	11,655	13,243	Provisions-current	7,707	10,416	10,702
<b>Total current assets</b>	<b>655,141</b>	<b>689,093</b>	<b>744,110</b>	Current lease liabilities	13,694	19,852	20,002
				Other current liabilities	15,360	13,859	13,807
				<b>Total current liabilities</b>	<b>854,118</b>	<b>799,168</b>	<b>824,177</b>
				<b>Non-current liabilities</b>			
				Provisions-non-current	7,374	6,831	6,592
				Non-current lease liabilities	3,884	65,515	60,710
				Guarantee deposits received	6,748	6,672	6,811
				Other non-current liabilities	565	564	547
<b>Non-current assets</b>				<b>Total non-current liabilities</b>	<b>18,571</b>	<b>79,582</b>	<b>74,660</b>
Non-current financial assets at fair value through other comprehensive income	637	53	52	<b>Total liabilities</b>	<b>872,689</b>	<b>878,750</b>	<b>898,837</b>
				<b>Equity</b>			
Property, plant and Equipment	268,696	265,169	263,644	Ordinary shares	247,993	309,991	309,991
Right-of-use assets	26,923	94,680	90,025	Preference shares	11	11	11
Investment property, net	192,484	189,339	190,631	Additional paid-in capital	35	35	35
Deferred tax assets	43,289	37,174	37,355	Accumulated earnings	101,377	124,784	153,137
Refundable deposits	7,192	9,049	9,108	Other equities	15,017	18,418	21,747
Other non-current assets	21,726	22,424	22,404	Non-controlling interests	(21,034)	(25,008)	(26,429)
<b>Total non-current assets</b>	<b>560,947</b>	<b>617,888</b>	<b>613,219</b>	<b>Total equity</b>	<b>343,399</b>	<b>428,231</b>	<b>458,492</b>
<b>Total assets</b>	<b>1,216,088</b>	<b>1,306,981</b>	<b>1,357,329</b>	<b>Total liabilities and equity</b>	<b>1,216,088</b>	<b>1,306,981</b>	<b>1,357,329</b>

## 4 Q&A



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