



Ennoconn Corporation

Q3 2023 Investor Conference

2023 / 11 / 15

Ennoconn and Parent Q1~Q3 Operating Summary



Deducted 2022 Kontron IT Service one-time disposal

REVENUE	Record High	NT 87.42 B
NET PROFIT	Record High	NT 1.84 B
EPS	Record High	15.91
DEBT RATIO	Parent Company	31.1 %
PROFITABILITY	Increase on OP, GP, NP	Q3 and Q1~Q3
CAPITAL STABILITY	Low Debt Ratio	No significant capital expenditures and major acquisition

Ennoconn Q1~Q3 Operating Summary

REVENUE	NT 87.42B	YoY 12.41B	YoY 16.5%
GROSS PROFIT	NT 17.31B	YoY 3.22B	YoY 22.9%
OPERATING PROFIT	NT 4.14B	YoY 1.51B	YoY 57.6%
NET PROFIT	NT 1.84B	YoY 430M	YoY 30.2%
EPS	NT 15.91	YoY 2.6	YoY 19.5%

Note: weighted average equity 1.06B in Q1/2023; 1.09B in 1H/2023; 1.15B in Q1~Q3/2023; estimating 1.20B in 2023

Ennoconn Q1~Q3 Profitability Summary

GROSS MARGIN	18.8% → 19.8%	YoY 1.0 ppt.	YoY 5.3%
OPERATING MARGIN	3.5% → 4.7%	YoY 1.2 ppt.	YoY 34.3%
NET MARGIN	1.9% → 2.1%	YoY 0.2 ppt.	YoY 10.5%

Parent Company

Ennoconn Q3 Operating Summary

REVENUE	NT 29.96B	YoY 790M	YoY 2.7%
		QoQ 1.0B	QoQ 3.5%
GROSS PROFIT	NT 6.07B	YoY 910M	YoY 17.7%
		QoQ 340M	QoQ 5.8%
OPERATING PROFIT	NT 1.38B	YoY 340M	YoY 32.1%
		QoQ -90M	QoQ -6.2%
NET PROFIT	NT 760M	YoY 110M	YoY 16.7%
		QoQ 180M	QoQ 31.5%
EPS	6.02	YoY -0.14	YoY -2.3%
		QoQ 0.88	QoQ 17.1%

Note 1: weighted average equity 1.06B in Q1/2023; 1.09B in 1H/2023; 1.15B in Q1~Q3/2023; estimating 1.20B in 2023

Note 2: EPS decreased due to equity expansion of 19.5% in Q3; EPS was NT\$7.19 based on the same period.

Ennoconn Q3 Profitability Summary

GROSS MARGIN	17.7% → 20.2%	YoY 2.5 ppt.	YoY 14.1%
OPERATING MARGIN	3.6% → 4.6%	YoY 1.0 ppt.	YoY 27.8%
NET MARGIN	2.2% → 2.5%	YoY 0.3 ppt.	YoY 13.6%

Parent Company

Ennoconn Q1~Q3 Operating Summary

Growth of Revenue, Gross Profit, and Net Profit



Ennoconn: YOY 16.5%
DMS: YOY 10.9%
Branding: YOY 22.8%
SI: YOY 14.9%

Ennoconn: YOY 22.9%
DMS: YOY 2.8%
Branding: YOY 45.1%
SI: YOY 1.6%

Ennoconn: YOY 30.2%
DMS: YOY 31.3%
Branding: YOY 91.8%
SI: YOY 9.3%

Note: weighted average equity 1.06B in Q1/2023; 1.09B in 1H/2023; 1.15B in Q1~Q3/2023; estimating 1.18B to 1.20B in 2023

Ennoconn Q3 3-BU Operating Summary

DMS

• Revenue:	6.07B	YoY	-830M	YoY :	-12.0%
• GP:	1.19B	YoY	-170M	YoY :	-12.5%
• OP:	340M	YoY	90M	YoY :	39.0%
• NP:	370M	YoY	120M	YoY :	47.7%

Branding

• Revenue:	10.35B	YoY	2.31B	YoY :	28.8%
• GP:	3.58B	YoY	1.31B	YoY :	57.6%
• OP:	480M	YoY	500M	YoY :	22.9x
• NP:	150M	YoY	100M	YoY :	183.9%

System Integration

• Revenue:	13.55B	YoY	-690M	YoY :	-4.9%
• GP:	1.30B	YoY	-230M	YoY :	-15.0%
• OP:	560M	YoY	-260M	YoY :	-31.7%
• NP:	240M	YoY	-110M	YoY :	-31.2%

Note: The quarterly decrease in operating profit: Mainly due to the increase in R&D expenses for System Integration and increase in insurance and rental expenses for overseas plant construction.

Ennoconn Q1~Q3 3-BU Operating Summary

Currency: NTD

DMS

- Revenue: 17.48B YoY 1.72B YoY : 10.9%
- GP: 3.51B YoY 100M YoY : 2.8%
- OP: 930M YoY 180M YoY : 23.4%
- NP: 620M YoY 150M YoY : 31.3%

Branding

- Revenue: 28.88B YoY 5.37B YoY : 22.8%
- GP: 9.85B YoY 3.06B YoY : 45.1%
- OP: 1.33B YoY 1.50B YoY : 857.5%
- NP: 440M YoY 210M YoY : 91.8%

System Integration

- Revenue: 41.06B YoY 5.32B YoY : 14.9%
- GP: 3.95B YoY 60M YoY : 1.6%
- OP: 1.88B YoY -170M YoY : -8.2%
- NP: 770M YoY 70M YoY : 9.3%

Q & A

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