



# Hitron Investor Conference

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TWSE Stock Code : 2419

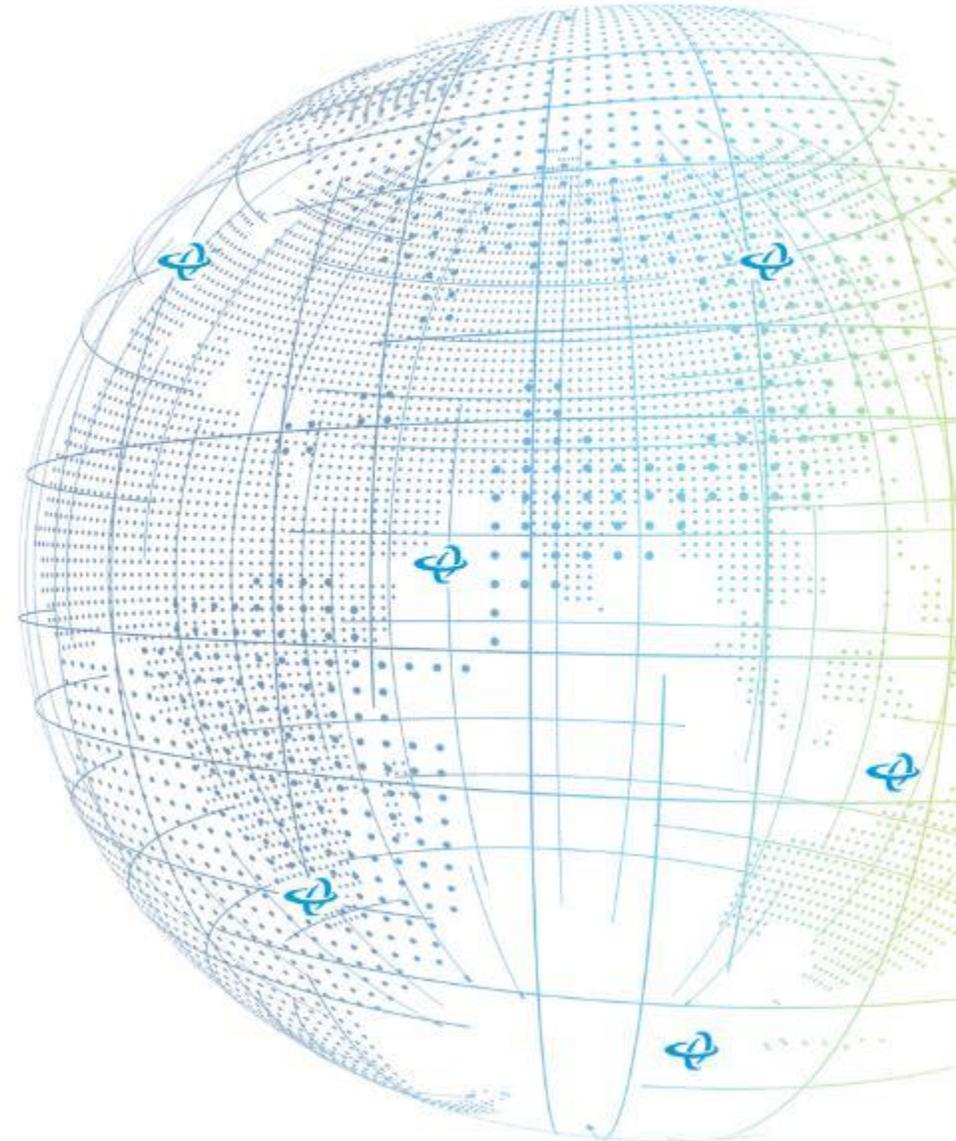
March 3, 2025



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# Disclaimer

This presentation may contain forward-looking based on current assumption and forecasts made by Hitrontech management. Various known and unknown risk, uncertainties and other factors could lead to material differences between the actual future result, financial situation, development or performance of the company and the estimates given here.

# Business Outlook



# 2024 Strategy - Specialization, Synergy, and Continuing Growth

- Reorganization to strengthen Hitron's channels in telecom business.
- Alpha focuses on professional ODM/OEM, and keep developing emerging markets and new customers
- Continue to grow in system integration business.
- M&A

# 2025 Outlook – Growth, Efficiency, Transformation

- Data Center / AI Data Center**
- Integration of Hitron's factories to improve operational efficiency**
- New business in India to achieve economies of scale**

# NCG Winning Strategies

- Optimize switches, broadband products

- AI switch, 5G private network deployment, aim to LEO satellite

## Optimization of Current Business

- ✓ Increase the proportion of high-end product and gross profit
- ✓ Utilize original channels and provide more products and services

## Innovative Products and Services

- ✓ Strengthen software capabilities
- ✓ Continuing innovation on hardware and services

**AIoT**

## Expansion

- ✓ New channels: vertical networking markets for Telecom
- ✓ New markets: India, Data Center

## Creation of Synergy

- ✓ Economy of scale
- ✓ Reduce redundant investment



# 2024 Q4 Finance Statement



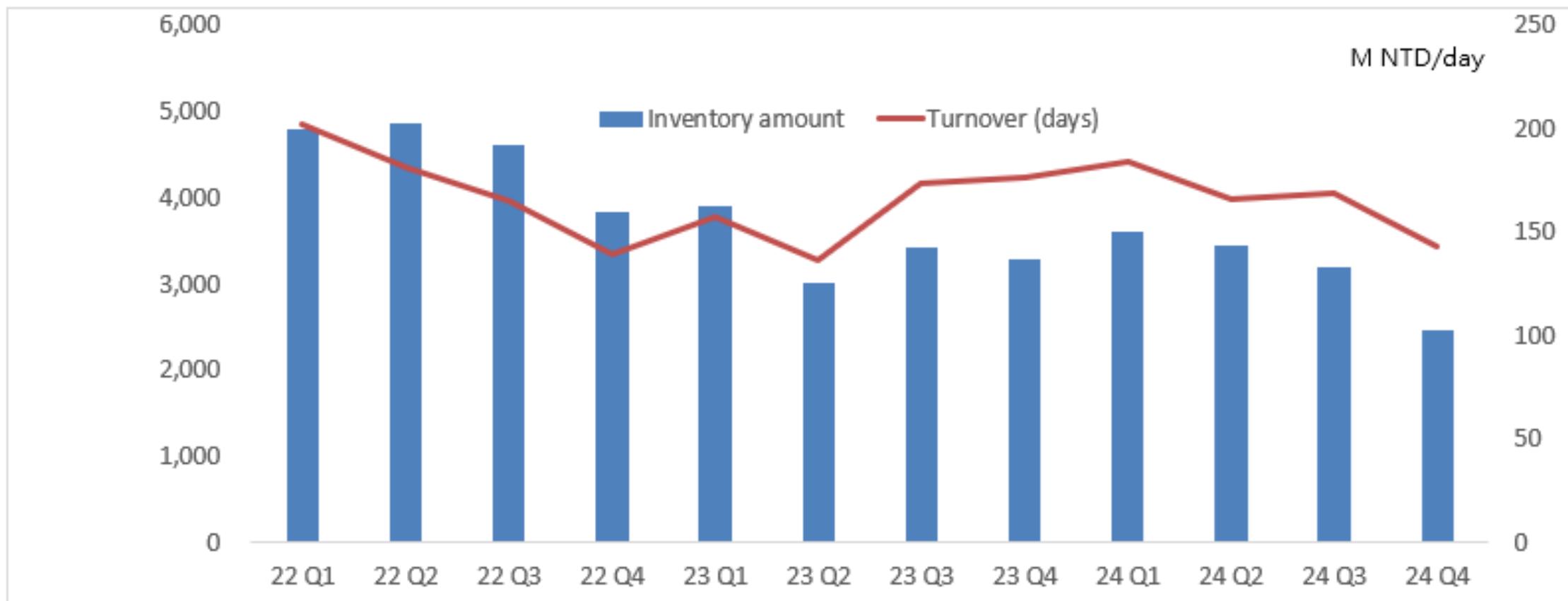
# 2024 Annual Financial Report

NT Million	2024		2023		YoY	
	AMT	%	AMT	%	AMT	%
Net Sales	9,088	100.0%	9,404	100.0%	(315)	-3%
Cost of Goods Sold	(7,323)	-80.6%	(7,376)	-78.4%	52	-1%
Gross Profit	1,765	19.4%	2,028	21.6%	(263)	-13%
Operating Expense	(1,514)	-16.7%	(1,770)	-18.8%	256	-14%
Operating Profit	251	2.8%	258	2.7%	(7)	-3%
Non-OP Income(Expenses)	(30)	-0.3%	(69)	-0.7%	39	-57%
Income before Tax	220	2.4%	189	2.0%	32	17%
Income Tax	(83)	-0.9%	(25)	-0.3%	(58)	234%
Income after Tax	137	1.5%	164	1.7%	(27)	-16%
Net Income Attributable to Owners of Parent	(52)	-0.6%	5	0.1%	(57)	-1169%
EPS (NT\$1)	-0.16		0.02		-0.18	

# 2024 Annual Balance Report

NT Million	2024/12/31		2023/12/31		YoY	
	AMT	%	AMT	%	AMT	%
Cash Equivalents	2,356	23.5%	2,001	19.0%	355	18%
AR	2,200	21.9%	1,861	17.7%	339	18%
Inventory	2,456	24.4%	3,291	31.3%	(835)	-25%
PP & E	1,788	17.8%	2,123	20.2%	(335)	-16%
Other Assets	1,243	12.4%	1,233	11.7%	10	1%
<b>Total Assets</b>	<b>10,043</b>	<b>100.0%</b>	<b>10,509</b>	<b>100.0%</b>	<b>(466)</b>	<b>-4%</b>
Current Liabilities	3,157	31.4%	3,152	30.0%	5	0%
Other Liabilities	559	5.6%	1,335	12.7%	(775)	-58%
<b>Total Liabilities</b>	<b>3,717</b>	<b>37.0%</b>	<b>4,487</b>	<b>42.7%</b>	<b>(770)</b>	<b>-17%</b>
Common Stock	3,213	32.0%	3,213	30.6%	-	0%
Other Equity	3,113	31.0%	2,809	26.7%	304	10.8%
<b>Total Equity</b>	<b>6,326</b>	<b>63.0%</b>	<b>6,022</b>	<b>57.3%</b>	<b>304</b>	<b>5%</b>
<b>Total Liabilities &amp; Equity</b>	<b>10,043</b>	<b>100.0%</b>	<b>10,509</b>	<b>100.0%</b>	<b>(466)</b>	<b>-4%</b>

# Inventory down trend



項目	22 Q1	22 Q2	22 Q3	22 Q4	23 Q1	23 Q2	23 Q3	23 Q4	24 Q1	24 Q2	24 Q3	24 Q4
Inventory amount	4,809	4,874	4,620	3,849	3,904	3,010	3,433	3,291	3,606	3,451	3,191	2,456
Turnover (days)	202	181	165	139	157	136	173	177	184	166	169	143



# Growing Hitron 、 More Products 、 More Markets

Current and future development of new products and markets

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# Q & A



**Thank you.**

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