



2023 AOPEN

Investor Conference

BRIGHT IDEAS CONNECTED

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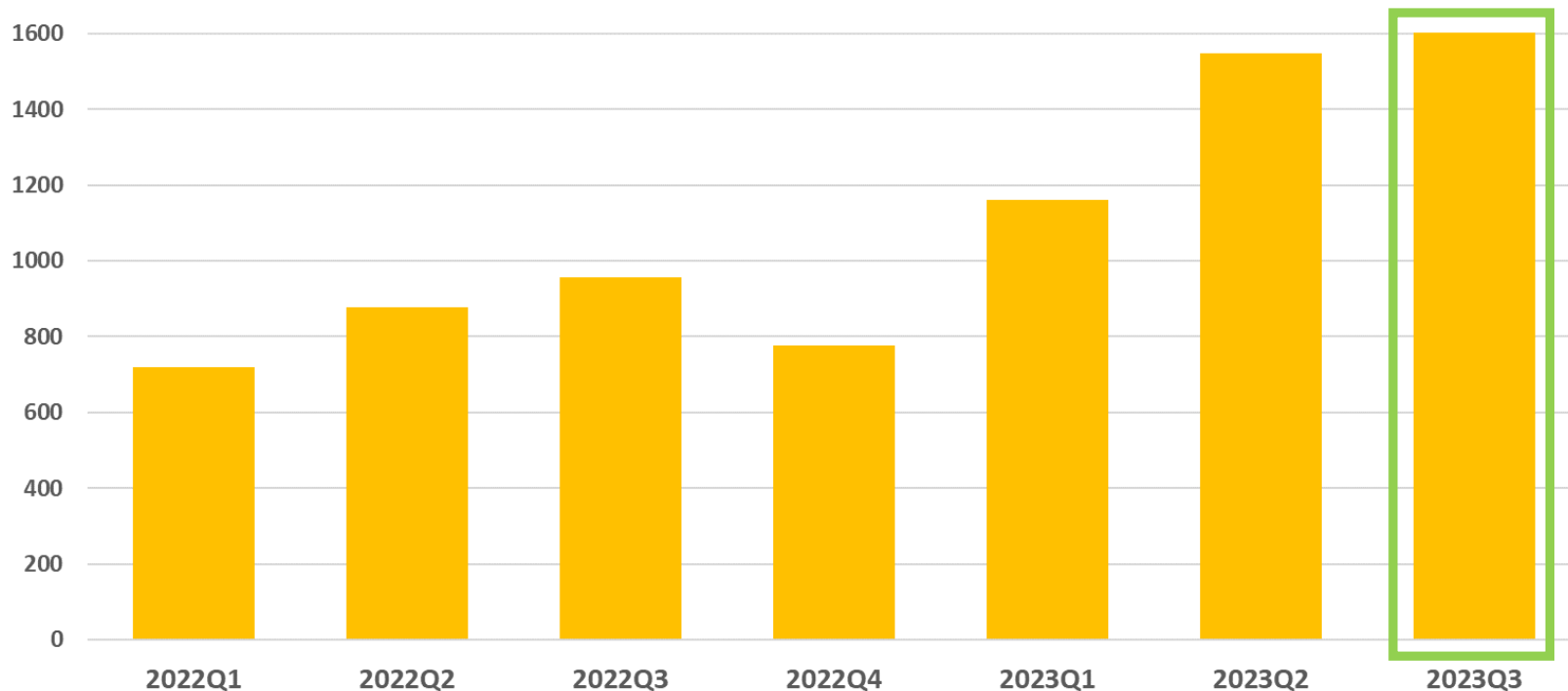
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NT\$M

2022/Q1~2023/Q3 Revenue

Q3'23 Rev YoY: **75%**



Revenue	2022Q1	2022Q2	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
NT\$ M	719	878	957	776	1,161	1,549	1,676
US\$ M	25.6	29.7	31.4	24.7	38.2	50.4	52.8

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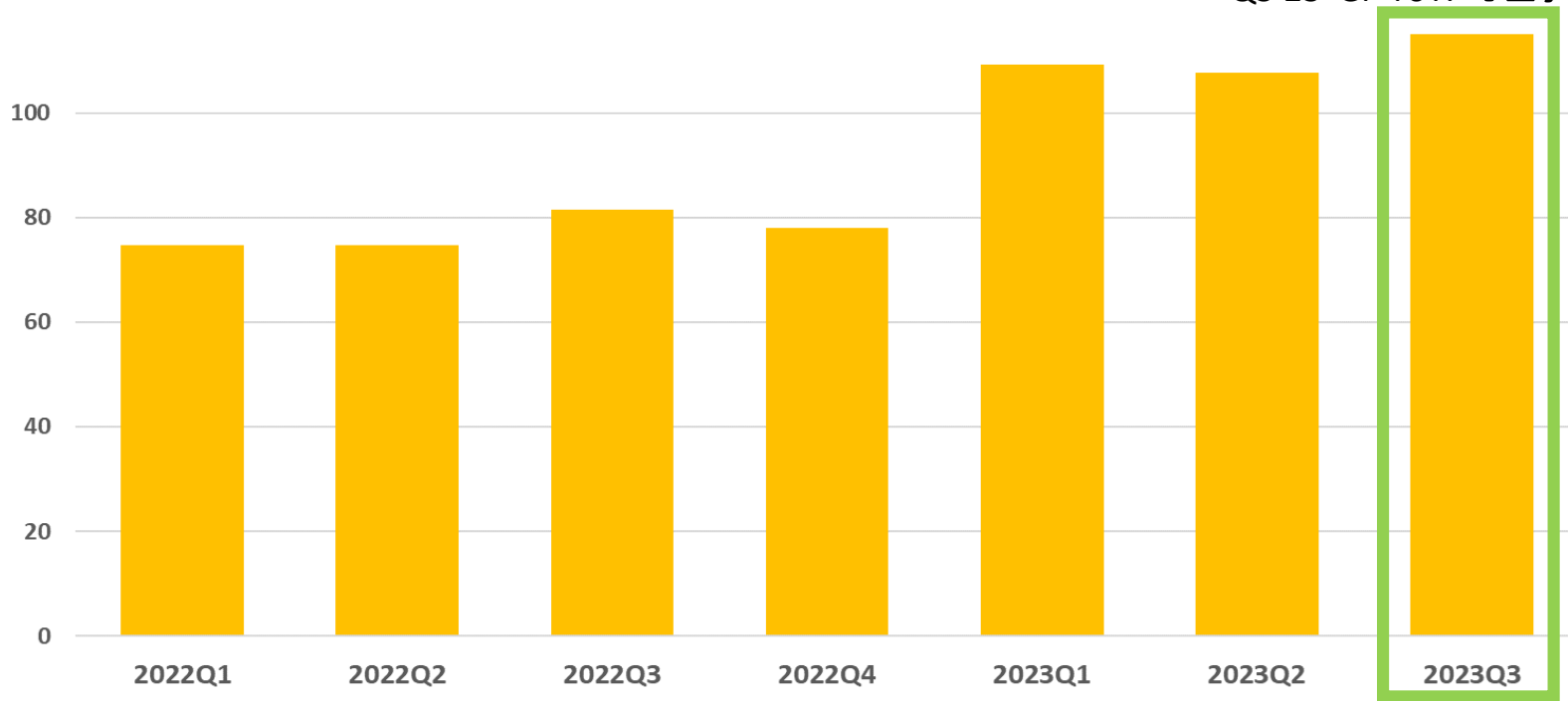
2022: NT \$3,330M

2023 YTDQ3: NT \$4,386M

NT\$M

2022/Q1~2023/Q3 Gross Profit

Q3'23 GP YoY: **41%**



GPM	2022Q1	2022Q2	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
NT\$ M	75	75	82	78	109	108	115
US\$ M	2.66	2.53	2.68	2.49	3.60	3.51	3.63

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2022 : NT \$310M

2023YTQ3: NT \$332M

Income Statement 2022-Q3 vs 2023-Q3

Unit : NT\$K	Q3 '23		Q2 '23		QoQ	Q3 '22		YoY
Net Revenue	1,675,527	100.0%	1,549,038	92.5%	8%	956,981	100.0%	75%
Gross Profit	115,157	6.9%	107,757	6.4%	7%	81,583	8.5%	41%
Operating Expenses	63,305	3.8%	59,120	3.5%	7%	54,946	5.7%	15%
Operating Income	51,852	3.1%	48,637	2.9%	7%	26,637	2.8%	95%
Non-operating income and loss	16,505	1.0%	14,892	0.9%	11%	20,867	2.2%	-21%
Income before Taxes	68,357	4.1%	63,529	3.8%	8%	47,504	5.0%	44%
Net Income	67,607	4.0%	61,829	3.7%	9%	46,842	4.9%	44%
Net income attributable to : Shareholders of the Parent	69,603		60,261			47,459		
Earnings per Share (NT\$)	0.94		0.84			0.66		

Income Statement(YTD) for 2023-Q3 vs 2022-Q3

Unit : NT\$K	2023-Q3 (YTD)		2022-Q3 (YTD)		YoY
Net Revenue	4,386,080	100.0%	2,533,780	100.0%	73%
Gross Profit	332,084	7.6%	230,956	9.1%	44%
Operating Expenses	183,196	4.2%	175,199	6.9%	5%
Operating Income	148,888	3.4%	55,757	2.2%	167%
Non-operating income and loss	37,995	0.9%	90,603	3.6%	-58%
Income before Taxes	186,883	4.3%	146,360	5.8%	28%
Net Income	182,758	4.2%	144,908	5.7%	26%

Net income attributable to:
Shareholders of the Parent

182,801

145,153

Earnings per Share (NT\$)

2.52

2.03

Non-operating income and
loss details :

Interest income

10,218

5,857

Share of Profits of associates

15,403

38,306

Others

12,374

46,440

Total :

37,995

90,603

Balance Sheet

UNIT NT\$K	2023.9.30		2023.6.30		2022.9.30	
Cash and cash equivalents	740,042	23%	492,661	19%	576,028	30%
Accounts receivable, net	1,669,008	53%	1,485,983	57%	668,651	35%
Current inventories	91,683	3%	149,936	6%	183,748	10%
Total Current Assets	2,752,971	87%	2,199,462	85%	1,489,464	78%
Investments accounted for using equity method	323,815	10%	318,060	12%	337,166	18%
Total Assets	3,150,627	100%	2,597,144	100%	1,910,592	100%
Accounts payable & Other payables	1,590,055	50%	1,445,349	56%	905,350	47%
Other current liabilities	120,280	4%	219,741	8%	122,357	6%
Total current liabilities	1,710,335	54%	1,695,090	65%	1,055,710	55%
Total liabilities	1,785,933	57%	1,773,109	68%	1,139,608	60%
Common stock	784,480	25%	714,480	28%	714,480	37%
Capital surplus	410,864	13%	2,976	0%	2,976	0%
Retained earnings & Other equity	169,350	5%	106,579	4%	53,528	3%
Total equity	1,364,694	43%	824,035	32%	770,984	40%
Total liabilities and equity	3,150,627	100%	2,597,144	100%	1,910,592	61%

Current Ratio	1.61	1.30	1.41
Debt Ratio	57%	68%	60%
BVPS (NT\$)	18.76	11.44	10.72



The Best is yet to come