

PROMISE Technology Inc.(3057) 2022 Business Operation and Initiative

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Technology Inc.

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AGENDA

(30 Minutes)

1

Status of Operation 2022

5 min

2

2022 Challenges and Achievements

10 min

3

2023 Opportunities and Focus

10min

4

Conclusion / Q&A

5 min

STATUS OF OPERATION

Company Profile



- PROMISE Technology, Inc., stock symbol : 3057, founded in San Jose, USA, Dec., 1988 and devoted to storage solutions for 34 years.
- 171 employees and 37% of them are R&D staffs. Our business territories across US, Europe, Taiwan, Japan, China, APAC and MENA. We are capable to provide real-time customer services globally.
- PROMISE Technology Inc. is a recognized global leader in the storage industry and the leading developer of high-performance storage solutions, designed for the rich media, surveillance, IT and cloud segments.



Founded

San Jose, USA , Dec. 1988
IPO in Taiwan, Dec., 2002



Employees

171 Total, 37% R&D



Alliance

Global First Tier Companies
Global Leading Ecosystem
Partners by Vertical



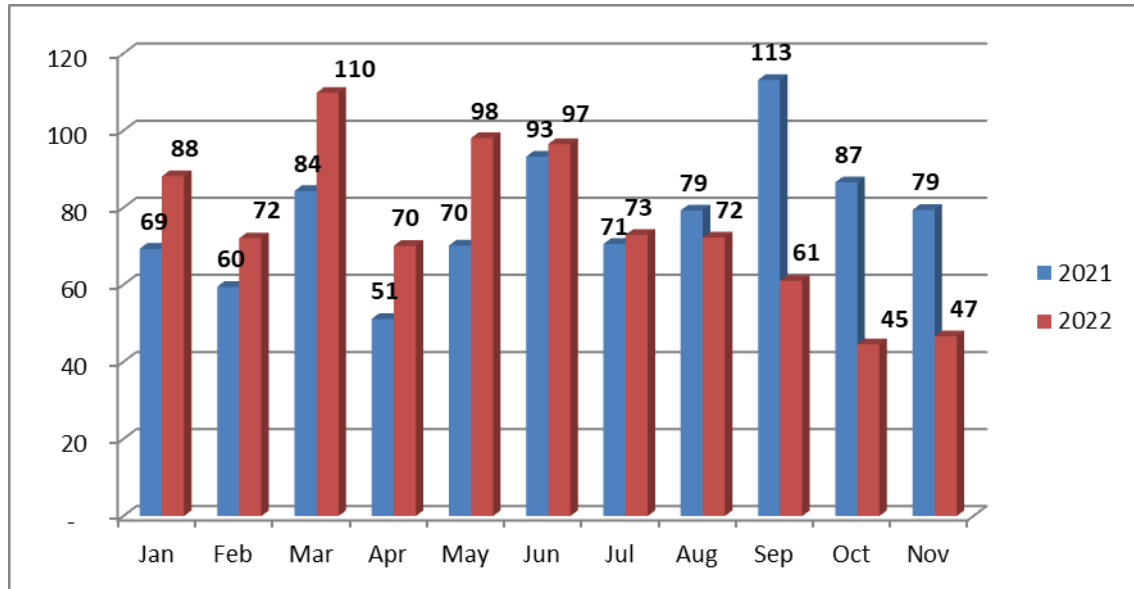
Achievement

World's First H/W
- iSCSI RAID Storage System
- RAID with Thunderbolt™ Technology
Leading Technology of Storage HBA RAID Card

Sales Revenue

Sales Revenue, 2022 vs. 2021 Jan. ~ Nov.

In millions (NT\$)



Income Statement



Income Statement, 2022 vs. 2021 Jan. ~ Sep.

In millions (NT\$)

Income Statement (Unit:NT\$M)	2022				2021				variance
	Q1	Q2	Q3	Jan~Sep	Q1	Q2	Q3	Jan~Sep	
Net Sales	270	265	206	741	213	215	263	691	50
Gross Margin	90	98	75	264	83	82	93	258	6
%	33%	37%	36%	36%	39%	38%	35%	37%	-1.69ppt
Total Operating Expenses	90	89	81	259	92	85	81	257	2
%	33%	33%	39%	35%	43%	39%	31%	37%	-2.30ppt
Income from Operations	1	10	(5)	5	(9)	(3)	12	0	5
Net Income	9	13	1	23	(10)	(8)	10	(8)	31
%	3%	5%	0%	3%	-5%	-4%	4%	-1%	4.23ppt

2022 CHALLENGES AND ACHIEVEMENTS

Major Challenges -

I. Severe disrupting supply chain in 1H

- Shortage of key components
- Global logistics chaos, eg. port congestion



II. World economic outlook in 2H

- Inflation and uncertainty
- Inventory activation and management



Major Achievement –

- 1 – Making the complicated simple to improve efficiency
- 2 – Technology integration and product innovation
- 3 – Making profit in consecutive three quarters (Q1 to Q3)

2023 OPPORTUNITIES AND FOCUS

A. Global financial crisis and the opportunities brought by China–United States trade war

- Infrastructure and financial engineering among major and developing countries
- Tactics and business strategies shifting from global to regional, and pursue and expedite regional business growth

B. Focus

- Strengthen the collaborations with system integrators with different specialties other than the existing channel network
- With the current technologies and innovation, we need to push the products and solutions which are really fitting in the business demands of different regions, as well as gaining more market share from competitors proactively

CONCLUSION

- 1 Economic momentum has slowed with a recession next year likely in Q1 considering sharper-than-expected global economic slowdown and political uncertainties
- 2 Hold on and execute the business opportunities since Q2 23 in order to seek profit along with the rapid annual growth

THANK YOU FOR COMING
AND LISTENING!

Any Question?