



Silicon Power 2024 Investor Conference

2024/11/29



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- The outlook for the future in this presentation reflects the company's perspectives of the future so far. As for these perspectives, if there are any changes or adjustments in the future, the company is not responsible for reminding or updating again at any time.



Agenda

About SP

Core Values

Operating Performance

Future Prospects

Q&A



About SP

Founded	February 2003
IPO	June 2012 (Stock Code: 4973)
Capital	\$20,688,015 USD
Headquarters	Neihu District, Taipei, Taiwan
Factory	Xizhi, Taiwan
Awards & Achievements	<ul style="list-style-type: none">▪ 2006 Taiwan Rising Star Award▪ 2008 National Outstanding SME Award▪ 2013 1-Star Best Companies to Work for Award▪ 2014 Model of Entrepreneurs Award / Work-Life Balance Award
Manufacturing & Selling	<ul style="list-style-type: none">▪ Manufactured in our factory in Taiwan▪ Sells own-brand products



Company Milestones



2003

SP was founded

2005

Netherlands branch was established

2006

- ♦ Japan branch was established
- ♦ Won Taiwan Rising Star Award

2008

Won National Outstanding SME Award

2010

- ♦ Set up Russia Representative Office
- ♦ Earned ISO14001 certification

2011

- ♦ U.S. branch was established
- ♦ Officially opened new plant in Xizhi, Taiwan
- ♦ Introduced whole new brand image and SP logo

2012

- ♦ Listed on Taiwan Over The Counter (OTC) stock market
- ♦ Named "The Top 35 International Taiwanese Brands in 2012"

2013

Won 1-star Award of Best Companies to work for

2014

Won 25 design awards worldwide, including Red Dot and Good Design

2018

Global presence - over 15 locations

2023

Launched the company's first PCIe 5.0 SSD

2024

Profitable for 21 consecutive years since inception

International Affirmation



SP continuously invests in technological innovation and insists on providing consumers with high-quality products. To this day, SP Silicon Power has won [151](#) domestic and foreign product awards, with an average of at least 7 awards per year.



2016-2021
6 products



2014-2022
6 products



2008-2023
55 products



2012-2021
23 products



2015-2023
9 products



2012-2021
13 products



2010-2023
11 products



2013-2018
15 products



2013-2024
10 products



2013
1 product

Core Values

Direct Supply Model: Close to the End Market



**Reduce operational
risk**

**Increase price
competitiveness &
gross profit**

**Instantly adapt to
changes in end-user
needs**

**Enhance service
quality and strengthen
customer service
efficiency**

Global Presence & Localized Management



Since its inception, SP has become a global brand and has successfully established branch offices in the Netherlands, Japan, the United States, and India. Foreign expertise accounts for more than 33% of all employees. We have sold our own-brand products in more than 140 countries worldwide and cultivated more than 2,600 clients.



Complete Product Lines to Fulfill Diverse Customer Needs



Consumer Products

- ❑ Memory Modules
- ❑ SSDs
- ❑ Portable SSDs
- ❑ Portable Hard Drives
- ❑ USB Flash Drives
- ❑ Flash Cards

Gaming Products

- ❑ Gaming DRAM
- ❑ Gaming SSDs
- ❑ Gaming Portable SSDs
- ❑ Gaming Portable Hard Drives
- ❑ Gaming Flash Cards

Photography Products

- ❑ Pro-Grade Portable SSDs
- ❑ Pro-Grade Flash Cards
- ❑ High-Endurance Flash Cards

Industrial Products

- ❑ Industrial SSDs
- ❑ Industrial DRAM
- ❑ Industrial Flash Cards
- ❑ Industrial USB Flash Drives

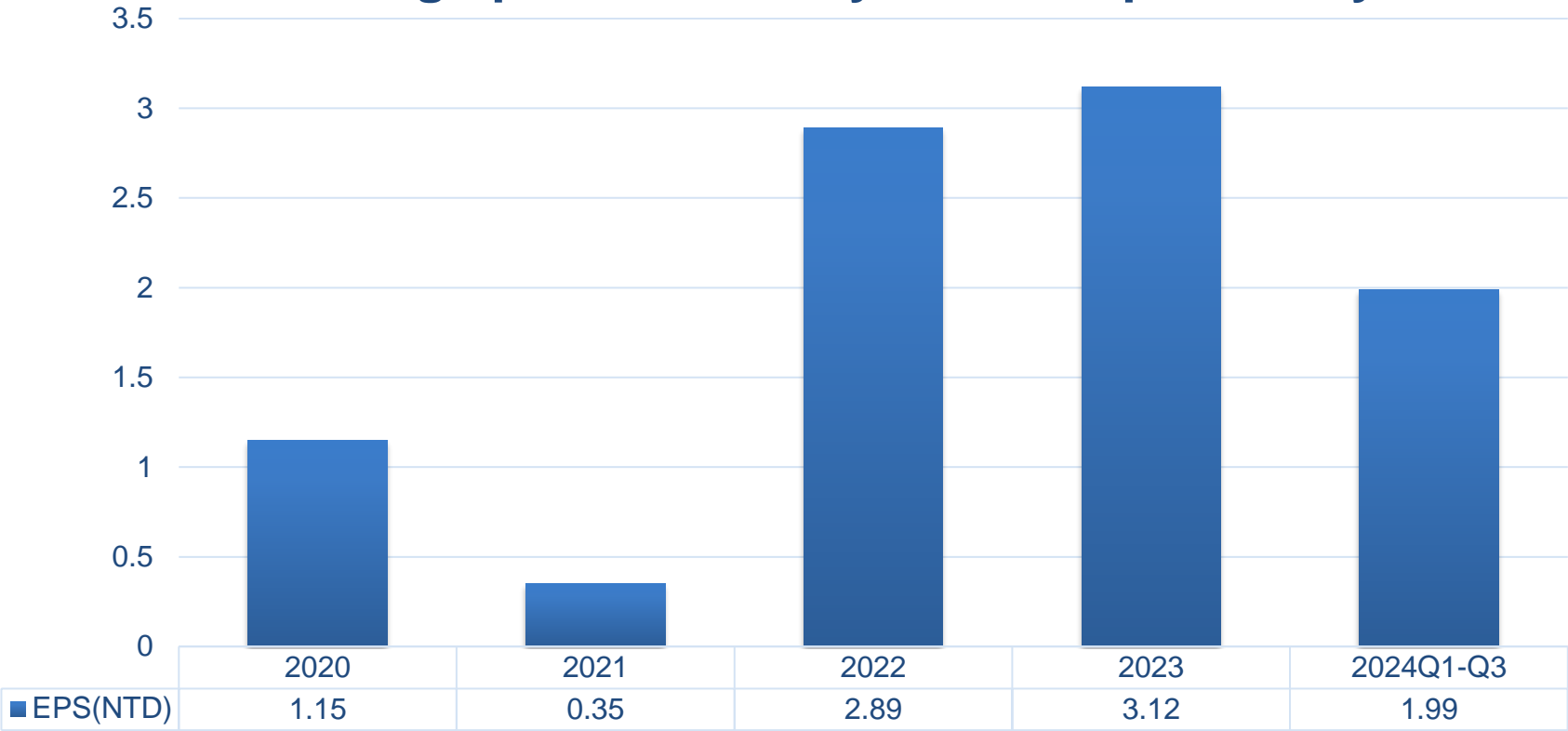
Operating Performance

Steady Operation. Profitable Year After Year.



Despite constant changes in the price of NAND Flash, SP has made profits year after year since its official operation in 2004 due to superior inventory management, exceptional manufacturing efficiency, international brand value, diversified product advantages, and stable distribution channels. We create the greatest benefits for our customers, employees, and shareholders.

Earnings per share analysis in the past five years



2022~2024 Income Statement



Unit: NTD thousands

	2024 (1/1-9/30)		2023		2022	
Operating Revenue	3,211,111	100	4,490,485	100	4,344,538	100
Operating Costs	(2,528,685)	(79)	(3,543,421)	(79)	(3,667,230)	(84)
Gross Profit	682,426	21	947,064	21	677,308	16
Operating Expenses	(586,146)	(18)	(809,379)	(18)	(650,318)	(15)
Operating Income (Loss)	96,280	3	137,685	3	26,990	1
Non-Operating Income	55,600	2	85,747	2	176,505	4
Income Before Tax	151,880	5	223,432	5	203,495	5
Net Income	125,841	4	197,596	4	183,307	4
EPS (NTD)	1.99	-	3.12	-	2.89	-

2024/3/31 Balance Sheet



Unit: NTD thousands

	2024/9/30		2023/12/31		2022/12/31	
Cash and Cash Equivalents	481,809	17	380,411	11	452,215	16
Receivables Net	241,934	8	318,384	10	453,566	16
Inventories	1,039,455	36	1,342,842	40	889,993	32
Other Current Assets	62,872	1	75,289	2	63,516	3
Current Assets	1,826,070	62	2,116,926	63	1,859,290	67
Financial Assets- Non-Current	773,527	27	928,507	27	611,937	22
Property, Plant, and Equipment	243,320	8	243,524	7	224,545	8
Other Non-Current Assets	79,316	3	96,168	3	85,837	3
Non-Current Assets	1,096,163	38	1,268,199	37	922,319	33
Total Assets	2,922,233	100	3,385,125	100	2,781,609	100

2024/3/31 Balance Sheet



Unit: NTD thousands

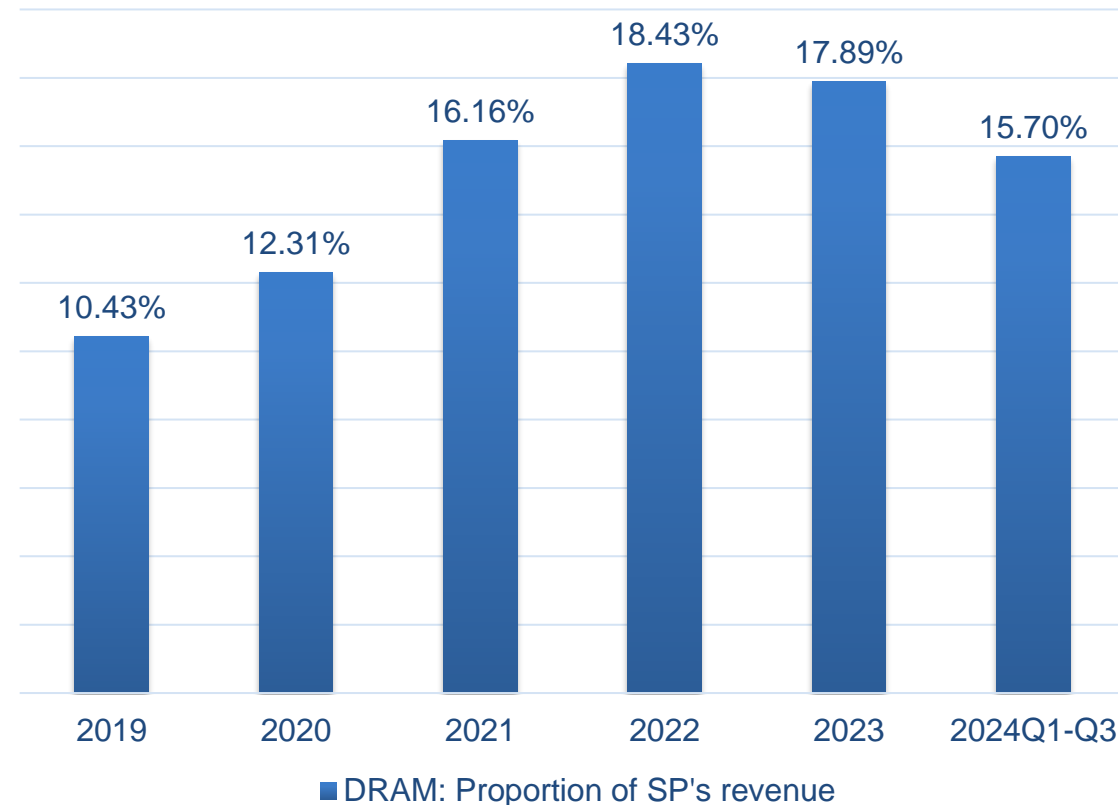
	2024/9/30		2023/12/31		2022/12/31	
Short-Term Loans	230,000	8	490,000	14	370,000	13
Trade Payables	281,723	10	309,624	9	254,713	9
Other Payables	163,359	5	155,819	5	141,385	5
Other Liabilities	68,511	2	104,310	3	83,916	4
Total Liabilities	743,593	25	1,059,753	31	850,014	31
Common Stock	643,928	22	645,058	19	635,058	23
Capital Surplus	325,457	11	326,567	10	309,491	11
Retained Earnings	652,066	22	655,011	19	583,450	21
Other Equity	557,189	20	700,986	21	409,572	14
Treasury Stock	(0)	-	(2,250)	-	(5,976)	-
Stockholders' Equity	2,178,640	75	2,325,372	69	1,931,595	69
Liabilities & Equity	2,922,233	100	3,385,125	100	2,781,609	100

Future Prospects

Continue to Increase Global DRAM Market Share



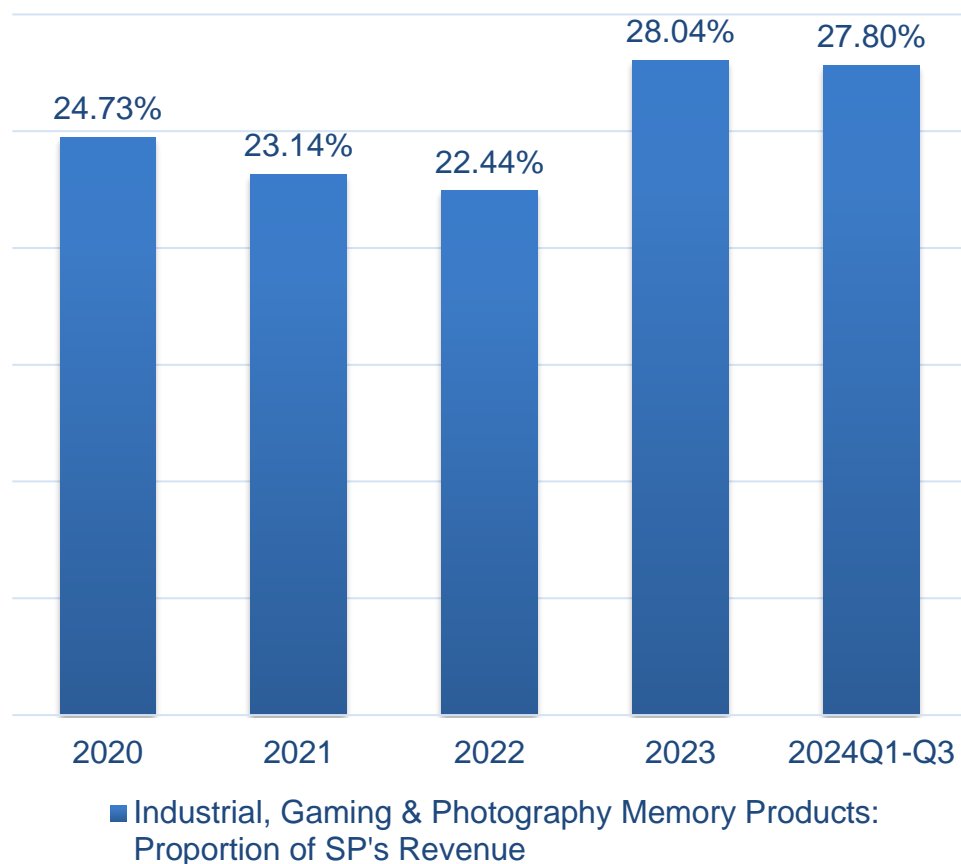
In addition to NAND flash products, SP will leverage its existing channel advantages and brand visibility to expand its presence in another mainstream product category, DRAM.



Strengthen Key Applications



Focus on storage solutions for industrial, gaming, and photography sectors and develop niche products.



Focus on existing major markets - United States / Japan / Europe

- Diversify channels with a focus on gaming, military, education, government, and system integration sectors.
- Continuously expand the customer base, adopting a direct-to-brand supply model to be close to end customers.
- Develop niche products tailored to the diverse application needs of various consumer segments.
- Refine operations, focusing on brand investment and sustainable development.

Establish and Strengthen Core Competitiveness in Key Markets

- As cash flow management and logistics services in emerging markets continue to improve, SP will strengthen its direct supply channels to quickly capture market share.

THANK YOU

SILICON POWER COMPUTER & COMMUNICATIONS, INC.

