



Everywhere For You

JETWELL

Jetwell Computer Co. Ltd

■ Stock Symbol : **3147** ■ Speaker : **Jenson Tseng**

FY24 Q1 Investor Conference

2024.11.22

Disclaimer

- This briefing and the predictive information released at the same time, including operating outlook, financial and business forecast, are based on current situation expectations and forecasts of future events.
- The financial and operational information mentioned in this briefing has not been fully checked or reviewed by accountants. All information is for reference only. For details, please refer to the accountant's review of financial reports.
- The company's actual future operating results, financial and business outlook may be different from the predictive information, and the reasons may come from uncertain factors and risks beyond the control of the company.
- If there are any changes or adjustments in the future outlook and information mentioned in this briefing, the company is not responsible for reminding or updating at any time in the future.



Agenda

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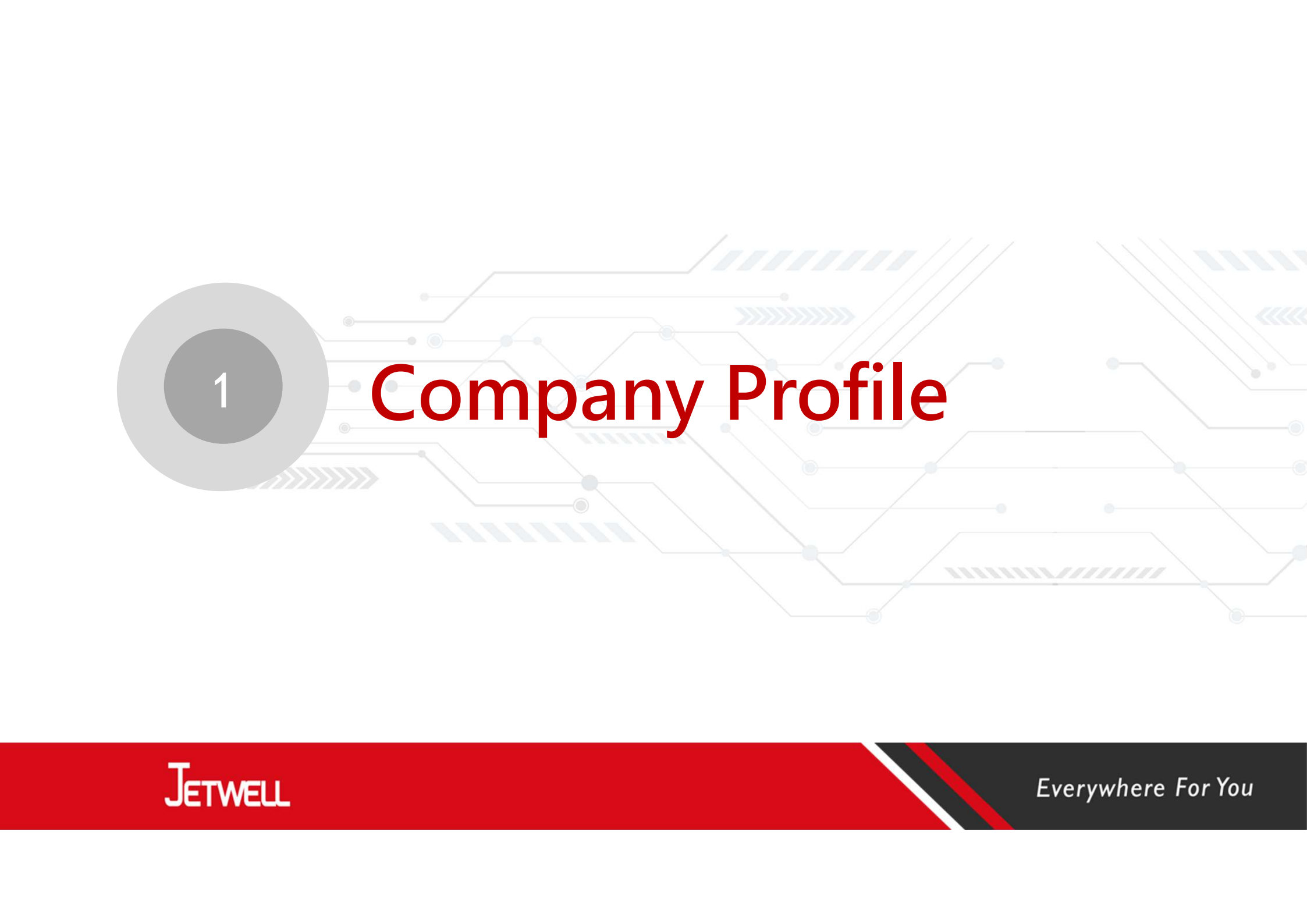
New Investment and Development

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Q&A

The background features a complex network of light gray circuit lines and arrows, suggesting a technological or digital theme. A large gray circle on the left contains the number 1.

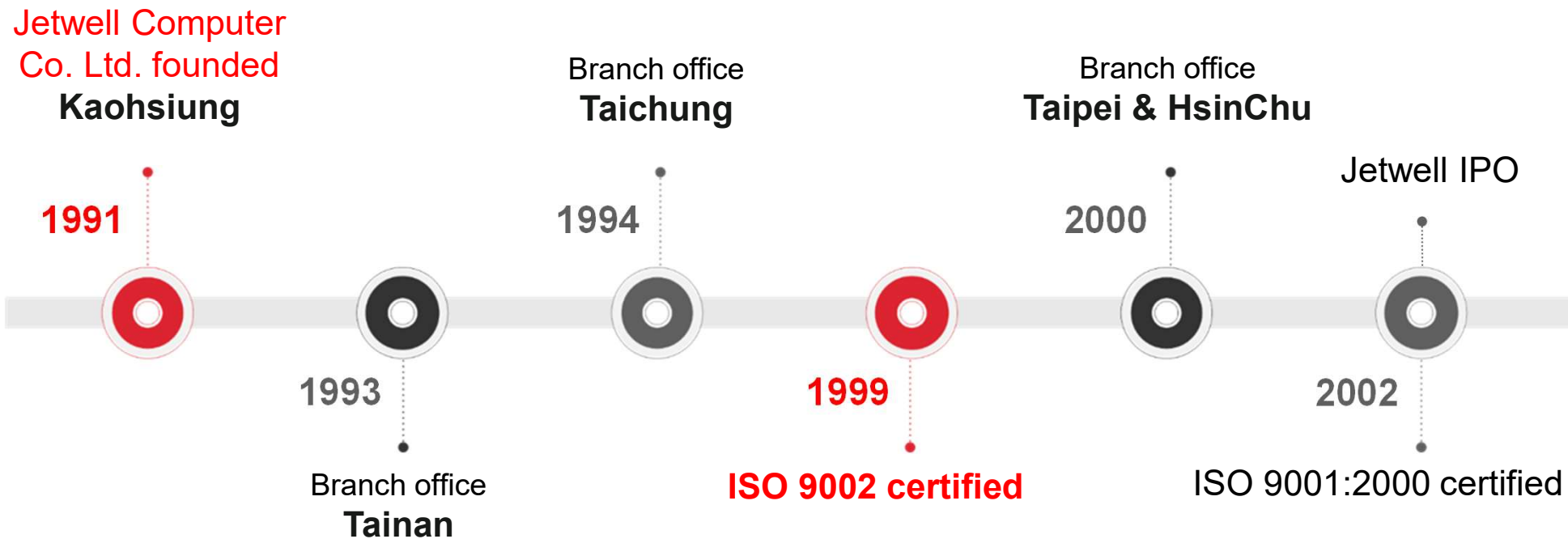
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Company Profile

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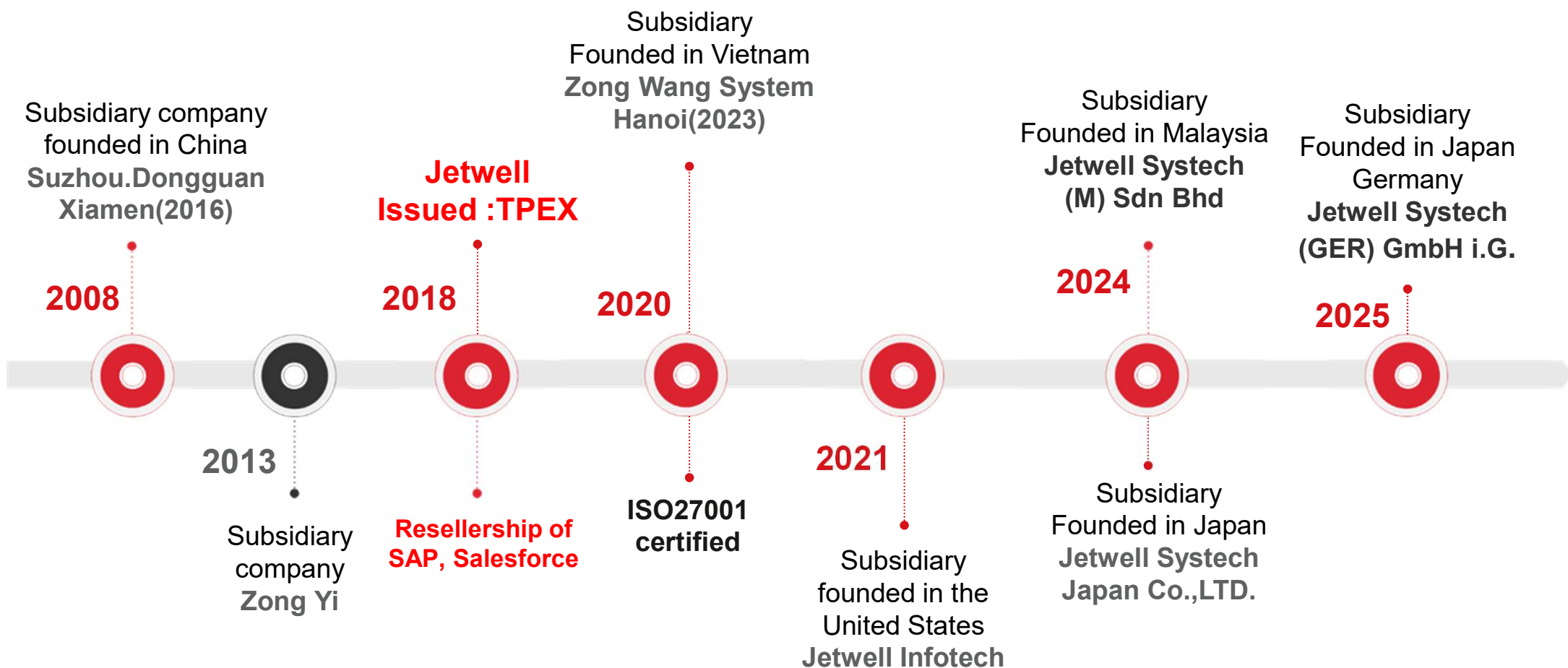
History



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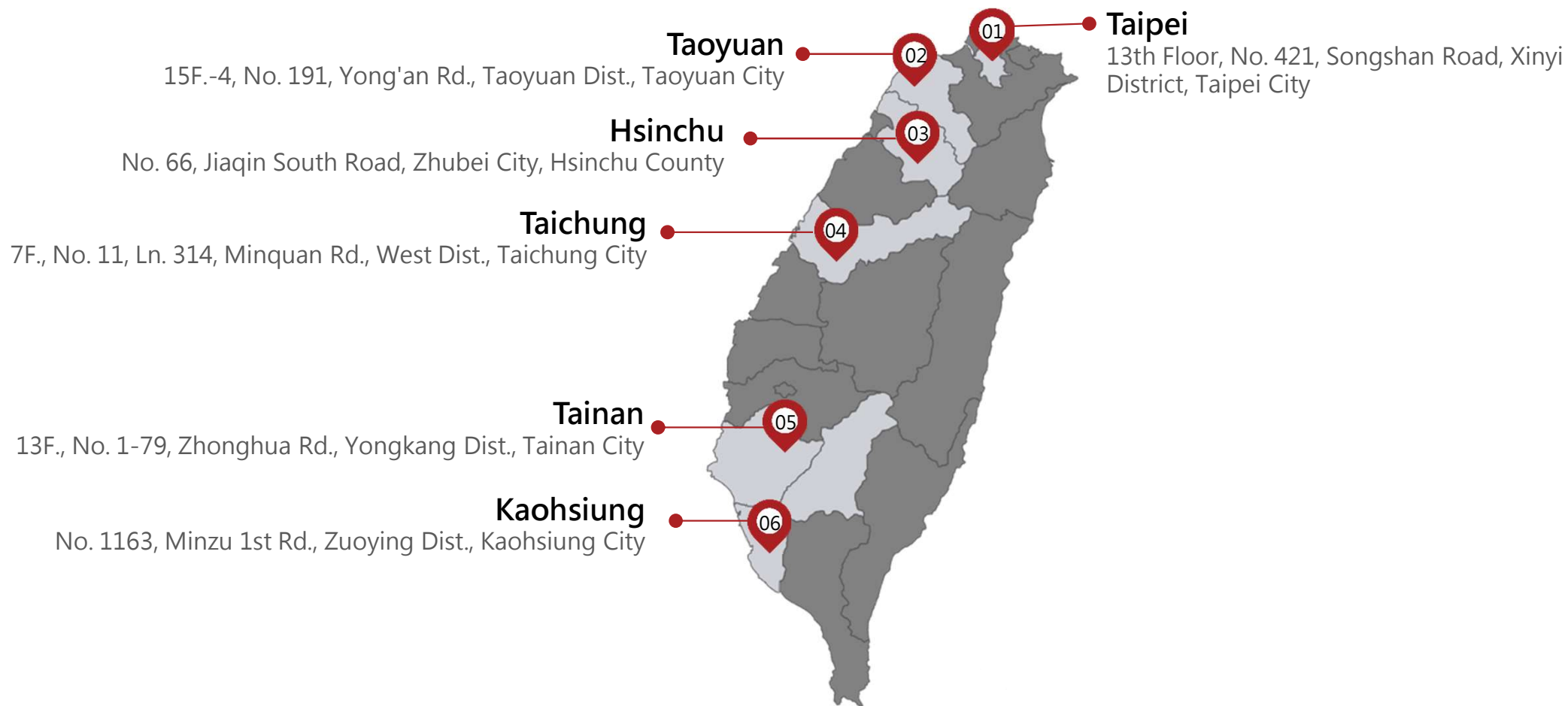
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Service base



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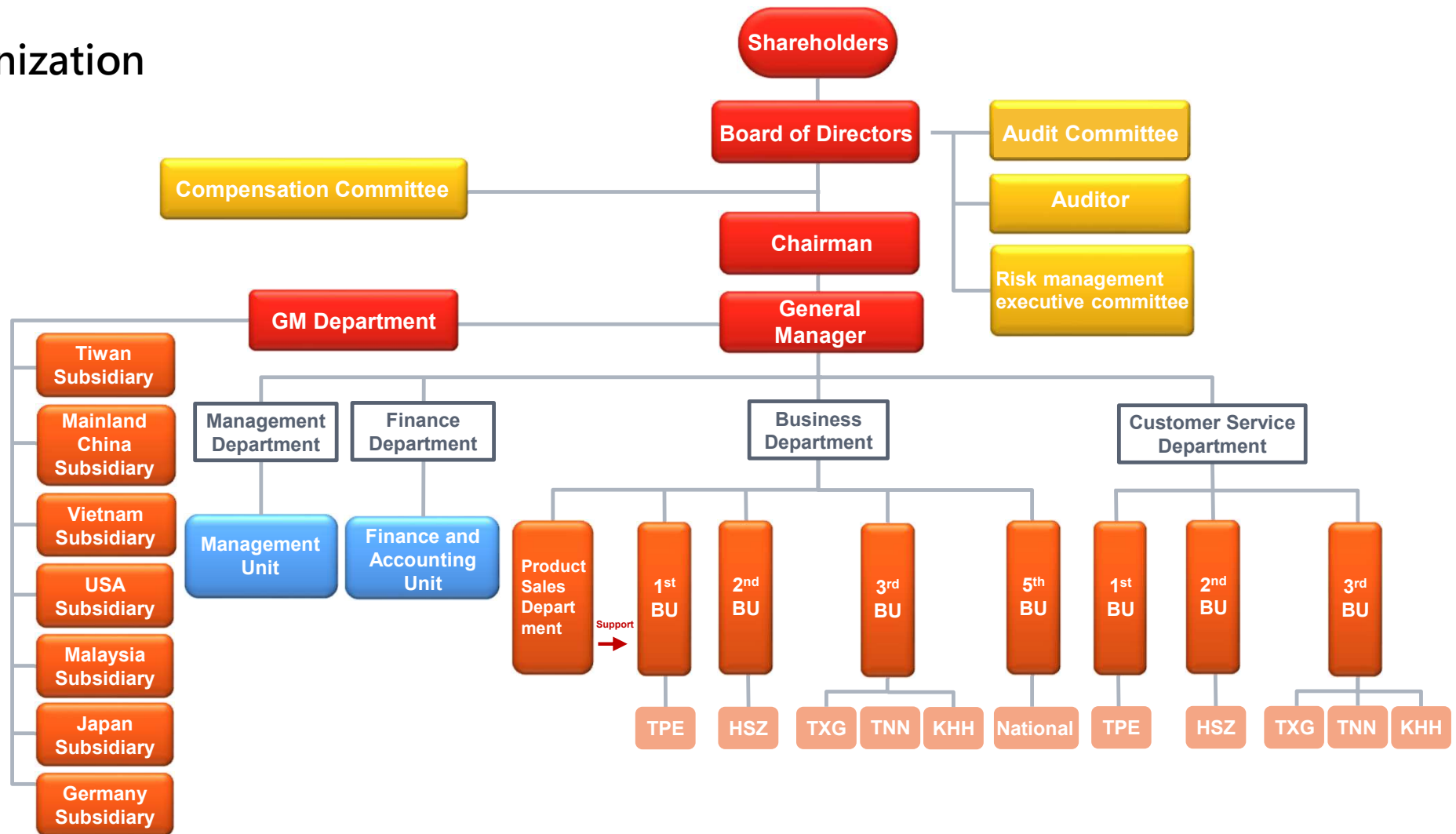
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Organization

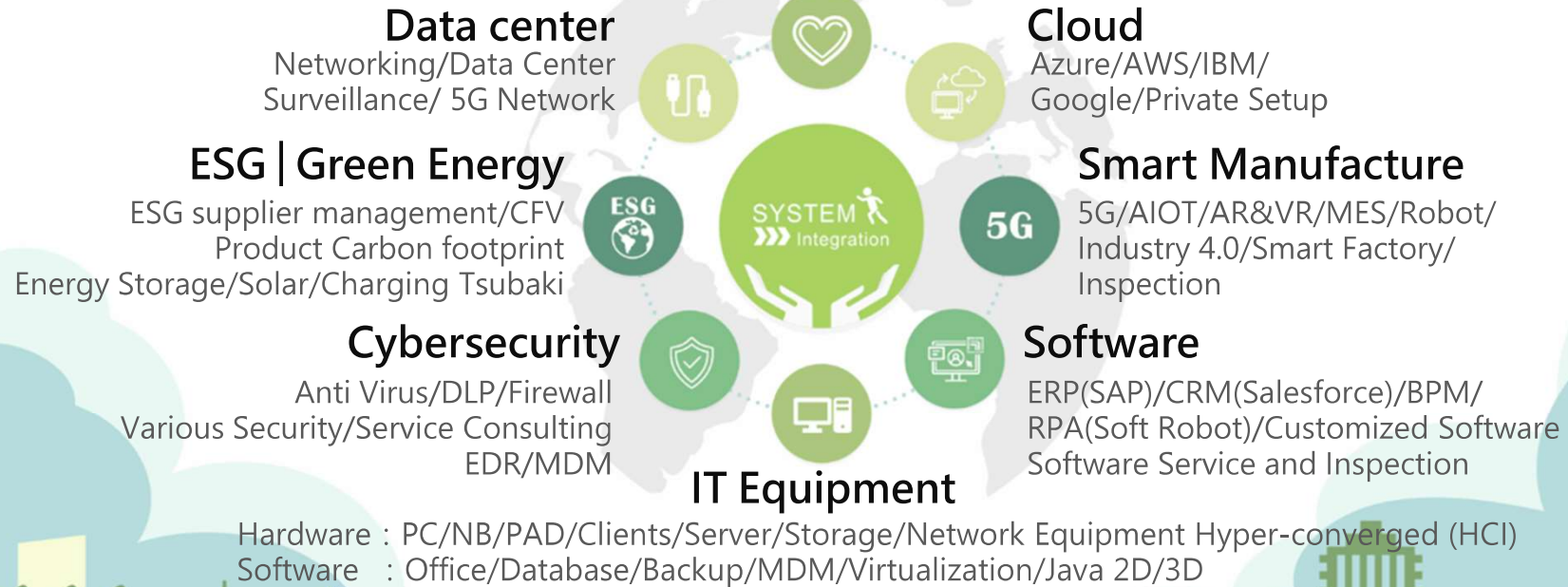


**Our Industry relies on **Technical ,Talents,
People** ,not machines Or assembly lines**

Core Business

Service | Consultation | Maintenance

5x9 & 7x24 Call/By call/Annual Contract/Service/Customer Service



Professional information system integrator

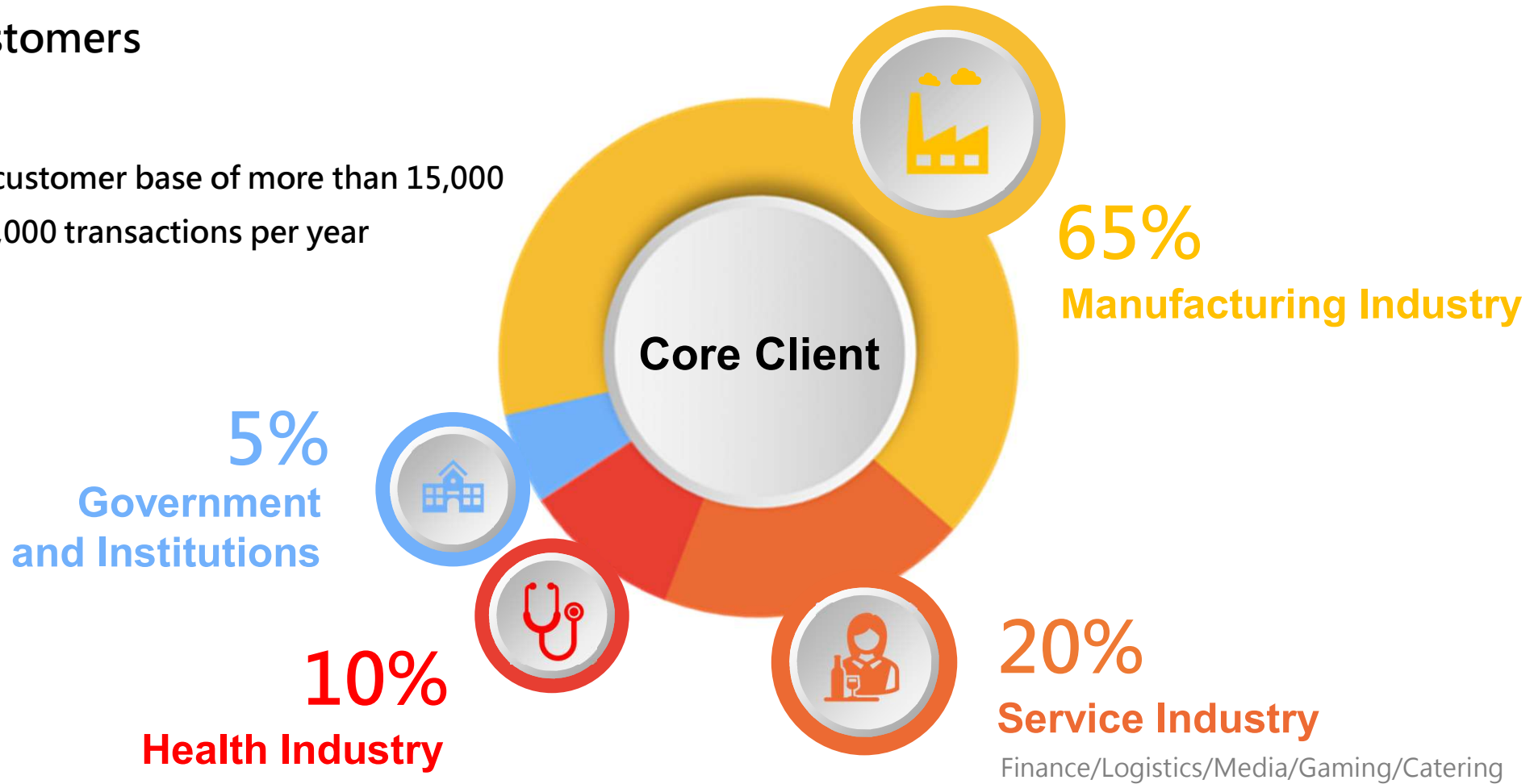
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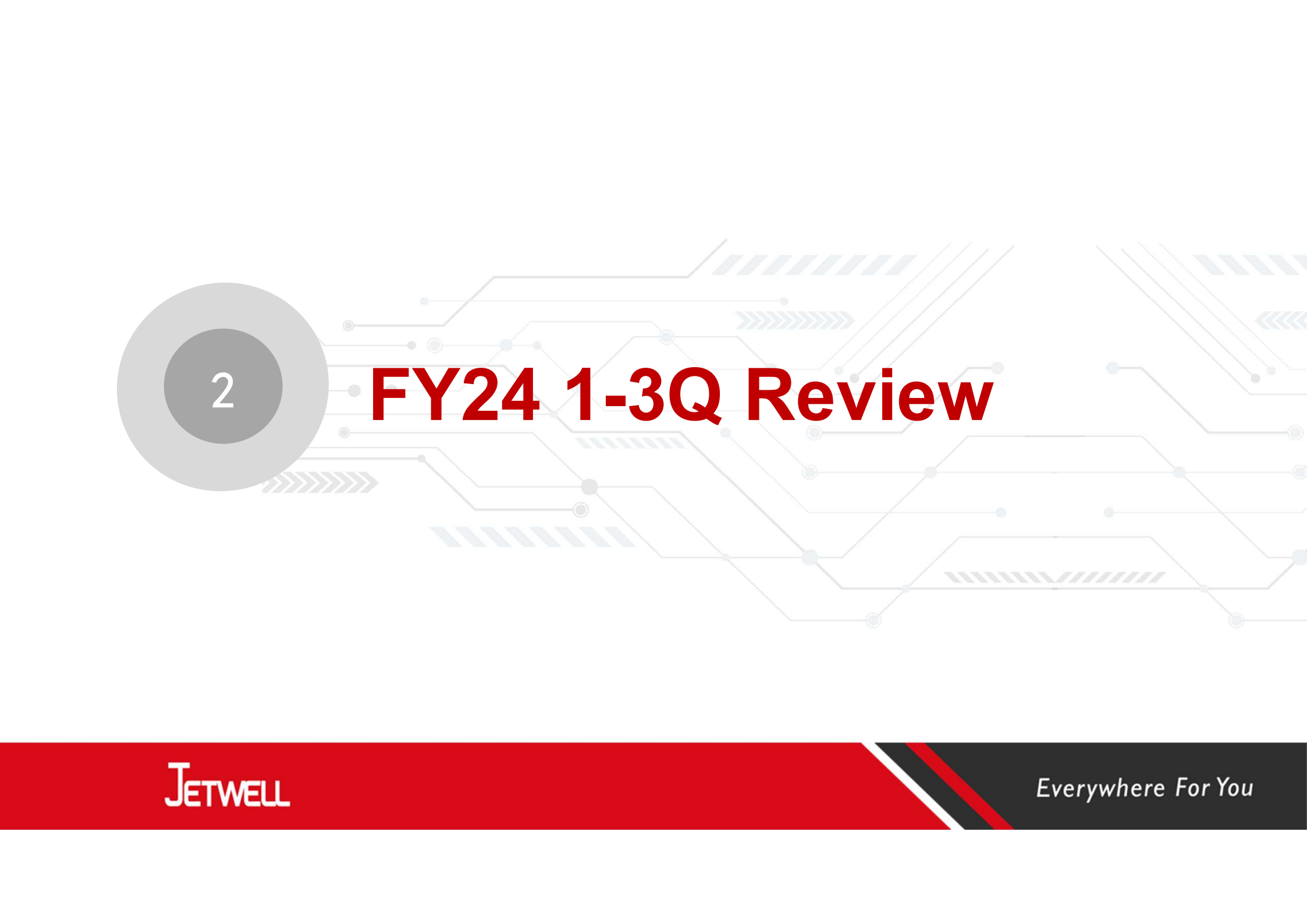
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Core Customers

- ✓ Cumulative customer base of more than 15,000
- ✓ More than 2,000 transactions per year





2

FY24 1-3Q Review

FY24 1-3Q Review-Financial Statements

Consolidated Statements of Income (NTD in thousand)	Q3/24	Q2/24	QoQ	Q3/23	YoY
Net Revenue	1,393,934	969,434	43.8%	1,014,629	37.4%
Gross Profit	180,954	195,094	-7.2%	224,844	-19.5%
Operating Income	75,272	79,222	-5.0%	115,478	-34.8%
Total Non-Op. Income and Expenses	(5,369)	13,522	139.7%	24,524	-121.9%
Income Before Tax	69,903	92,744	-24.6%	140,002	-50.1%
Income Tax Expense	(11,075)	(21,522)	-48.5%	(28,515)	-61.2%
Profit (Loss) Attributable to Owner of the Parent	58,828	71,222	-17.4%	111,487	-47.2%
Earnings Per Share (NTD)	1.51	1.83	-17.4%	2.86	-47.2%
Gross Profit Margin	13.0%	20.1%		22.2%	
Operating Profit Margin	5.4%	8.2%		11.4%	
Net Profit Margin	4.2%	7.3%		11.0%	

FY24-1-3Q Review-Balance Sheet

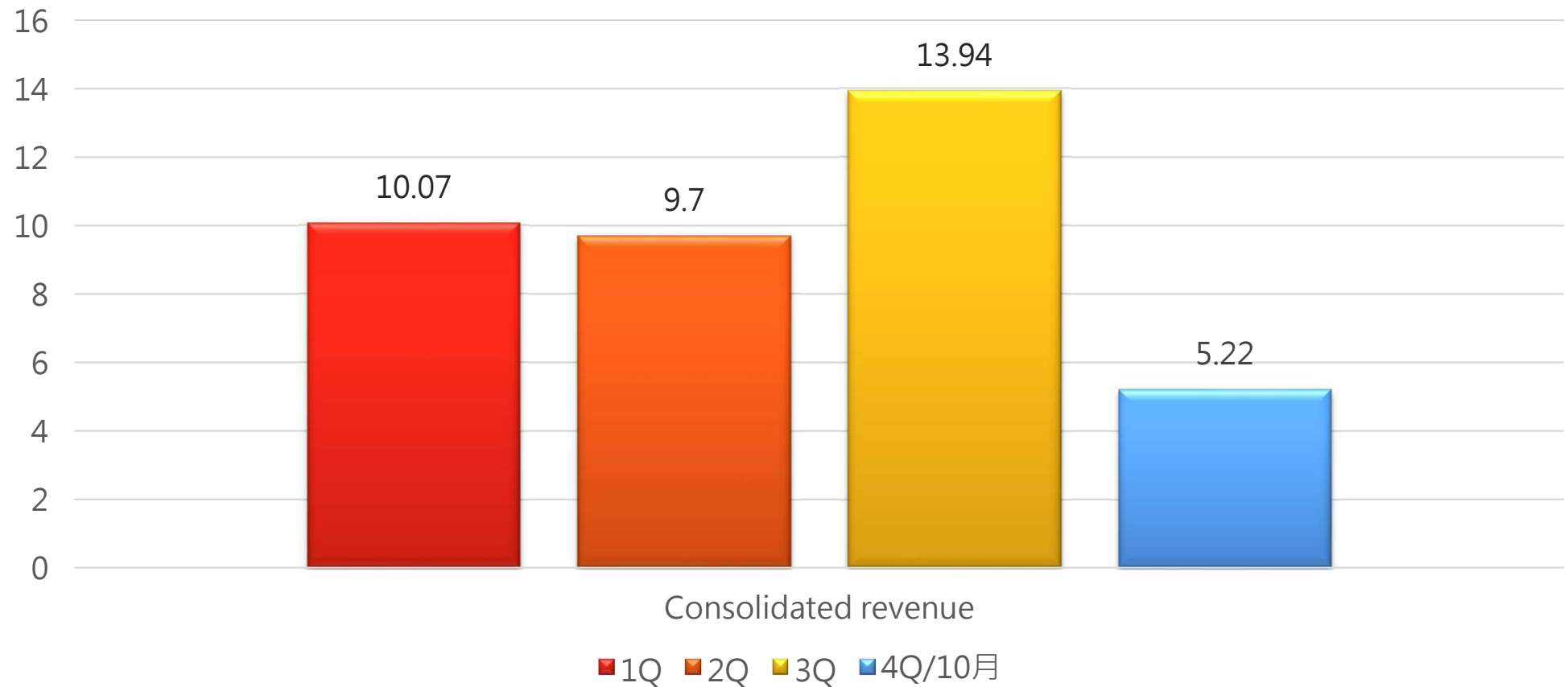
Consolidated Balance Sheet (NTD in thousand)	2024.09.30	2024.06.30	QoQ	2023.09.30	YoY
Cash and Cash Equivalent	93,789	78,974	18.8%	57,055	64.4%
Net Accounts Receivable	1,263,782	982,402	28.6%	1,098,180	15.1%
Inventory	302,061	269,181	12.2%	192,254	57.1%
Property, Plant and Equipment	324,479	364,507	-11.0%	330,384	-1.8%
Total Assets	3,394,764	3,039,962	11.7%	2,837,608	19.6%
Short-term loans	956,527	705,127	35.7%	678,529	41.0%
Accounts Payable	680,818	424,477	60.4%	424,753	60.3%
Total Liabilities	2,103,601	1,807,275	16.4%	1,621,521	29.7%
Total Equity	1,291,163	1,232,687	4.7%	1,216,087	6.2%
AR Turnover Days	75	89	(14)	104	(29)
Inventory Turnover Days	24	31	(7)	25	(1)
Debt Ratio	62%	61%	1%	57%	5%

FY24-1-3Q Review-Statements of Cash Flow

Consolidated Statements of Cash Flow (NTD in thousand)	2024.09.30	2023.09.30
Net Cash Flows from (Used in) Operating Activities	(158,671)	(253,819)
Net Cash Flows from (Used in) Investing Activities	(149,388)	138,788
Net Cash Flows from (Used in) Financing Activities	117,837	111,045
Cash and Cash Equivalents, End Of Period	93,789	57,055

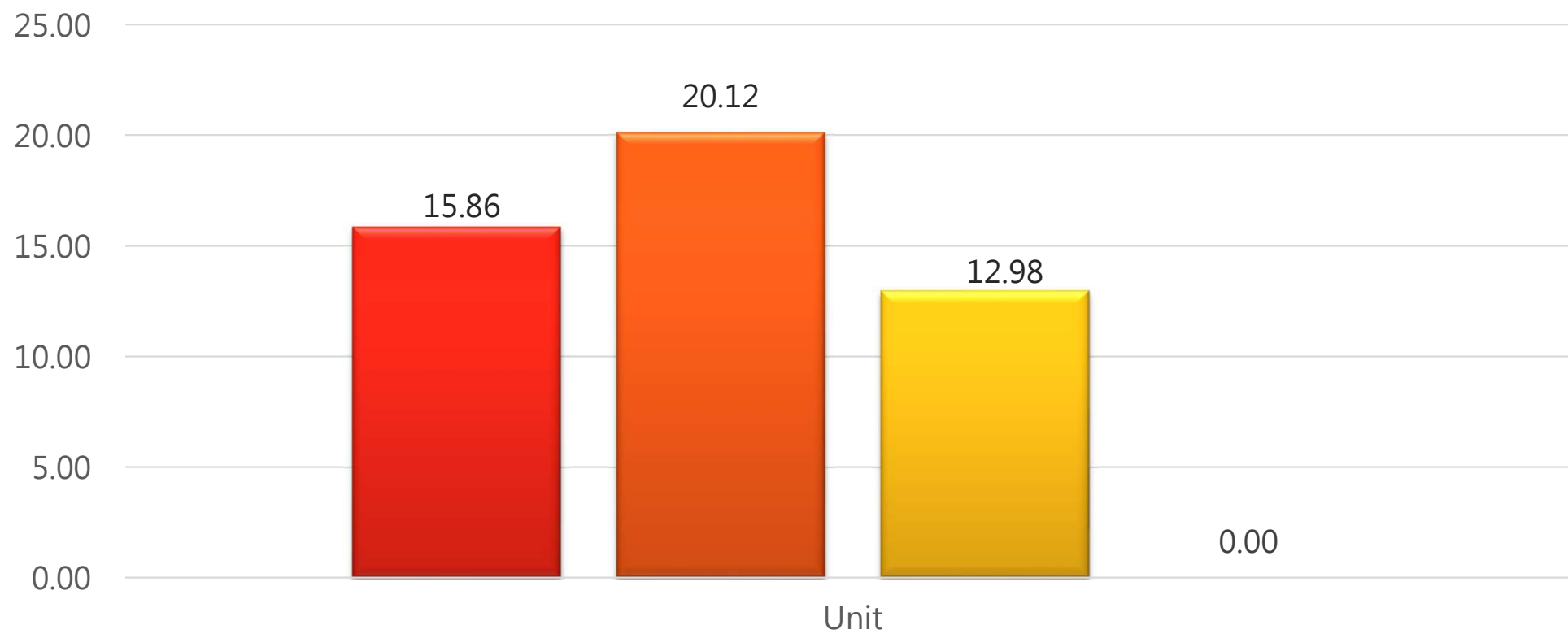
FY24 1-3Q Review - 1-4Q Revenue

Unit : NTD 0.1 billion



FY24 1-3Q Review - Gross Profit Margin

Unit : %



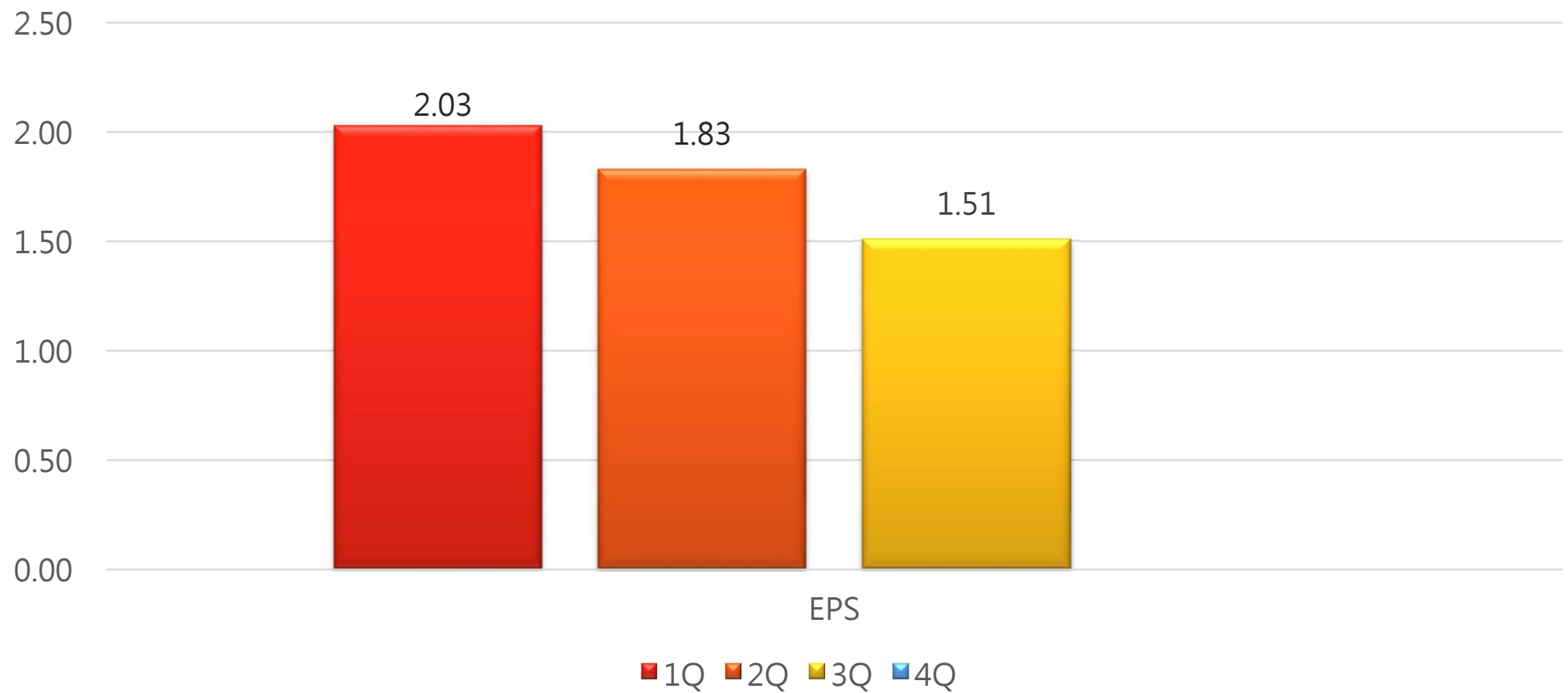
■ 1Q ■ 2Q ■ 3Q ■ 4Q

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FY24 1-3Q Review - EPS

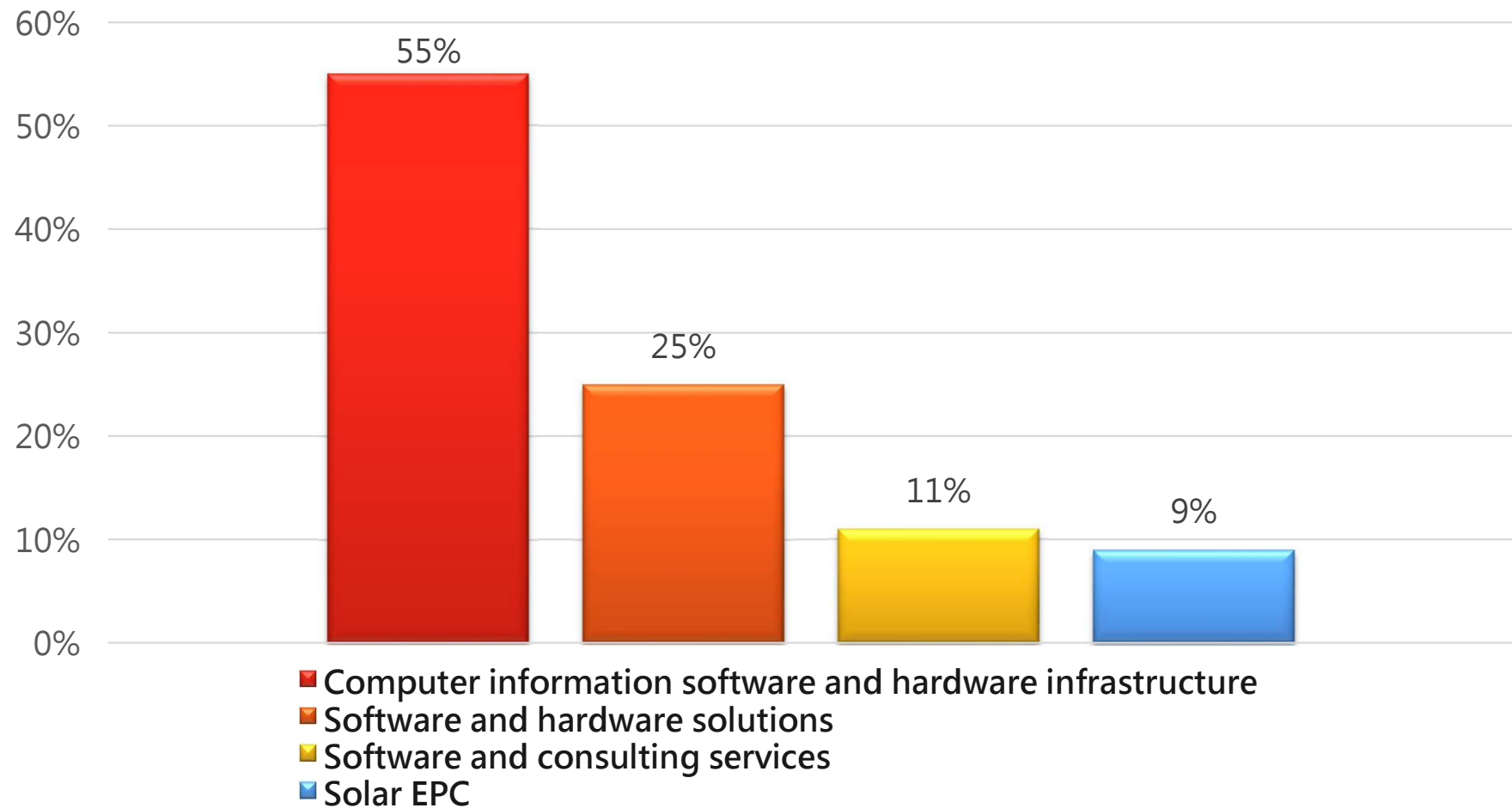
Unit : yuan



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FY24 1-3Q Products



FY24 1-3Q Summary

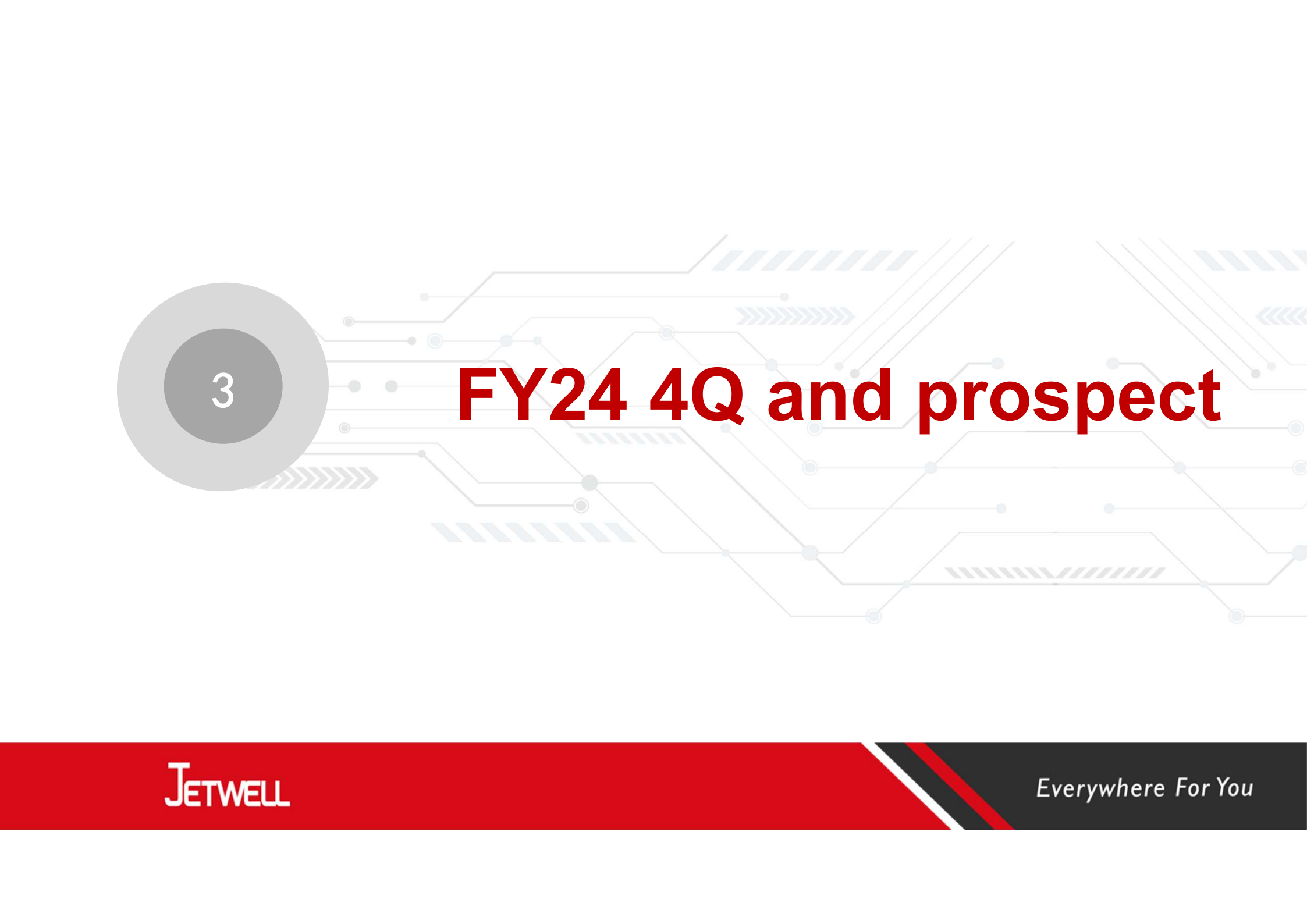
- Net Revenue : **3.371 billion** (28.52) YOY : +18.20%
- EPS : 7.38 YOY : +7.27%



FY24 1-3Q Summary

- Hardware and server increase , profit rate decrease
- China and Vietnam revenue grow 20%(YoY)
- Third Quarter grow much for LS40 and H100 GPU CARD
- SAP B1 ERP consultant is growing
- Solar's EPC revenue had a part of claim





3

FY24 4Q and prospect

FY24 4Q & FY25 Development

F

AI LLM application deal

Y

New generation data center build up and applications

2

ESG software and applications on sales

5

SAP and CRM consultants on sales



Green energy and energy storage solutions

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New Investment and Future Development

New investing and developments

- AI LLM application solutions (Alliance ISV)
- Smart manufacturing and ESG software
- Automation and Information Security Solutions
- New generation data center (AI SERVER)
- Overseas development





5

ESG status

ESG-Blood drive



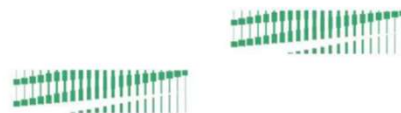
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ESG-100% Biodegradable Refillable Water Bottle

可分解且可再利用的環保瓶與寶特瓶有何不同？
How do biodegradable eco bottles differ from PET bottles?

PET Bottles		FLOW 100% Biodegradable Eco Bottles	
寶特瓶		FLOW 100%可分解環保瓶	
重量 Weight	18.2g	重量 Weight	85g
材質 Material	瓶蓋2.2g PE 瓶身15.6g PET 包裝標籤 0.4g PVC Cap 2.2g PE / Body 15.6g PET / Label 0.4g PVC	材質 Material	全瓶為LACTIC BCPBS 生物可降解材料 Made by LACTIC BCPBS Biodegradable Polymers
耐熱程度 Heat Endurance	60°C-80°C	耐熱程度 Heat Endurance	85°C
分解時間 Decomposition Duration	450年 450 years	分解時間 Decomposition Duration	180~360天 180-360 days
用水量 Water Used	1800ml	用水量 Water Used	200ml
原料 Petroleum Used	石油 Petroleum	原料 Petroleum Used	植物來源 Biobased
再生作用 Recycling for	衣服、鞋子 Clothes, shoes	再生作用 Recycling for	可回收再製、焚化、 堆埋、家庭或工業堆肥 Recycling, Incineration, Burial or Industrial Composting



FLOW 100%可分解環保瓶，其為環境帶來的優點 100% Biodegradable FLOW Bottle and Its Environmental Benefits



降低塑料汙染：

Reducing Plastic Pollution:

可迅速地分解為自然界的元素，從而減少在環境中長期存在的塑料汙染。

It can quickly decompose into natural elements, thereby reducing long-term plastic pollution in the environment.



保留原始資源：

Preserving Original Resources:

因為材料可自然分解，不需再消耗回收資源，進而減少對原始資源的需求。

Because the material can decompose naturally, there is no need to consume recycled resources, thereby reducing the demand for original resources.



節省能源：

Saving Energy:

生產時需要較少的能源，因為這些材料來自天然，而不是來自石油等非再生資源。

Less energy is required during production because these materials come from nature rather than non-renewable resources like petroleum.



減少對生態系統的影響：

Maintaining Impact on Ecosystems:

可完全分解的材料不同程度上減少了對野生動植物以及水域和陸地生態系統的危害。

Materials that can fully decompose reduce harm to wildlife, water bodies, and terrestrial ecosystems to varying degrees.



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ESG- JETEWELL Join the Earth Hour : Give an Hour for Earth



Join the Biggest Hour for Earth
為地球永續關燈

8.30pm 23rd March
Switch off. Give an hour for Earth.

EarthHour2024
與你一起讓世界變好

召集單位 | 響應單位 |

2024 60^{EARTH HOUR} 關燈一小時
節電新紀錄！

全台節電量 **289,000** 瓩

約減少 **143,055** 公斤碳排放量

EarthHour2024
與你一起讓世界變好



保護地球生態與環境，沒有人是局外人
尊重自然資源，與大地萬物共存共榮
讓地球永續。

#EarthHour2023 #與你一起讓世界變好

大綜電腦系統股份有限公司
Mar 15, 2023

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ESG – Environment: Adopt beach Cleanup



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ESG – Social: Charity Run



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ESG-Social: Donate primary school books to serve in rural areas



ESG - Corporate Governance

Taiwan Corporate Credit Risk Index (TCRI): 5

**7 directors and 3 independent directors
(1 female)**

**The evaluation result is listed as 6% to 20%
(110 OTC companies)**





- **Jetwell serve for Taiwanese businessmen**

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The background of the slide features a complex network of light gray circuit lines and nodes. Several blue arrows point in different directions, and there are blue hatched rectangular areas interspersed within the circuit pattern.

6

Q & A

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A background image showing several hands of different skin tones stacked together in a supportive gesture. The image is partially covered by a dark blue circular graphic on the left side.

3147

大綜電腦系統股份有限公司
JETWELL COMPUTER CO., LTD.

Thank You!