

**SOLOMON**

# Solomon Technology Corporation Investor Presentation 2023

November 28 , 2023



**SOLOMON Technology Corporation**

# Disclaimer

The following presentation and its associated contents contain forward-looking statements regarding operational strategy, financial results and business forecasts, which are based on internal information of the Company and observations of the overall external environment.

Forward-looking statements should not be understood or construed as guarantees of future performance, as such projections involve factors including but not limited to market demand, price fluctuations, competitive situation, global economic activity, foreign exchange rates, and other uncertainties beyond the control of the Company that may cause actual results to differ.

Information presented herein are based upon the Company's assumptions of the future outlook to date, and are not representative, explicit or implicit, of correctness, completeness or reliability. Should there be subsequent changes in circumstances, the Company does not assume any responsibility to update or review forward-looking statements.

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# Agenda

- Company Profile
- Financial Results
- Outlook & Strategy
- Q&A

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- **Company Profile**
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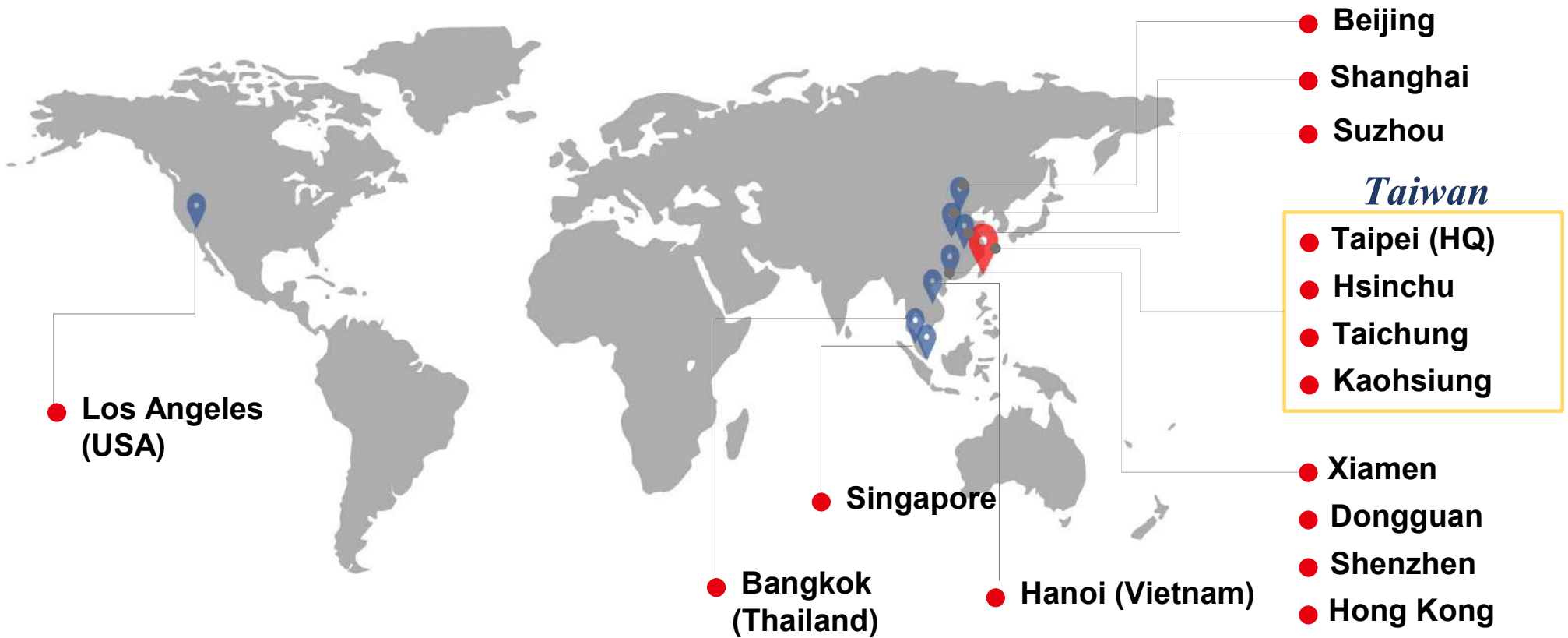
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## Company Profile

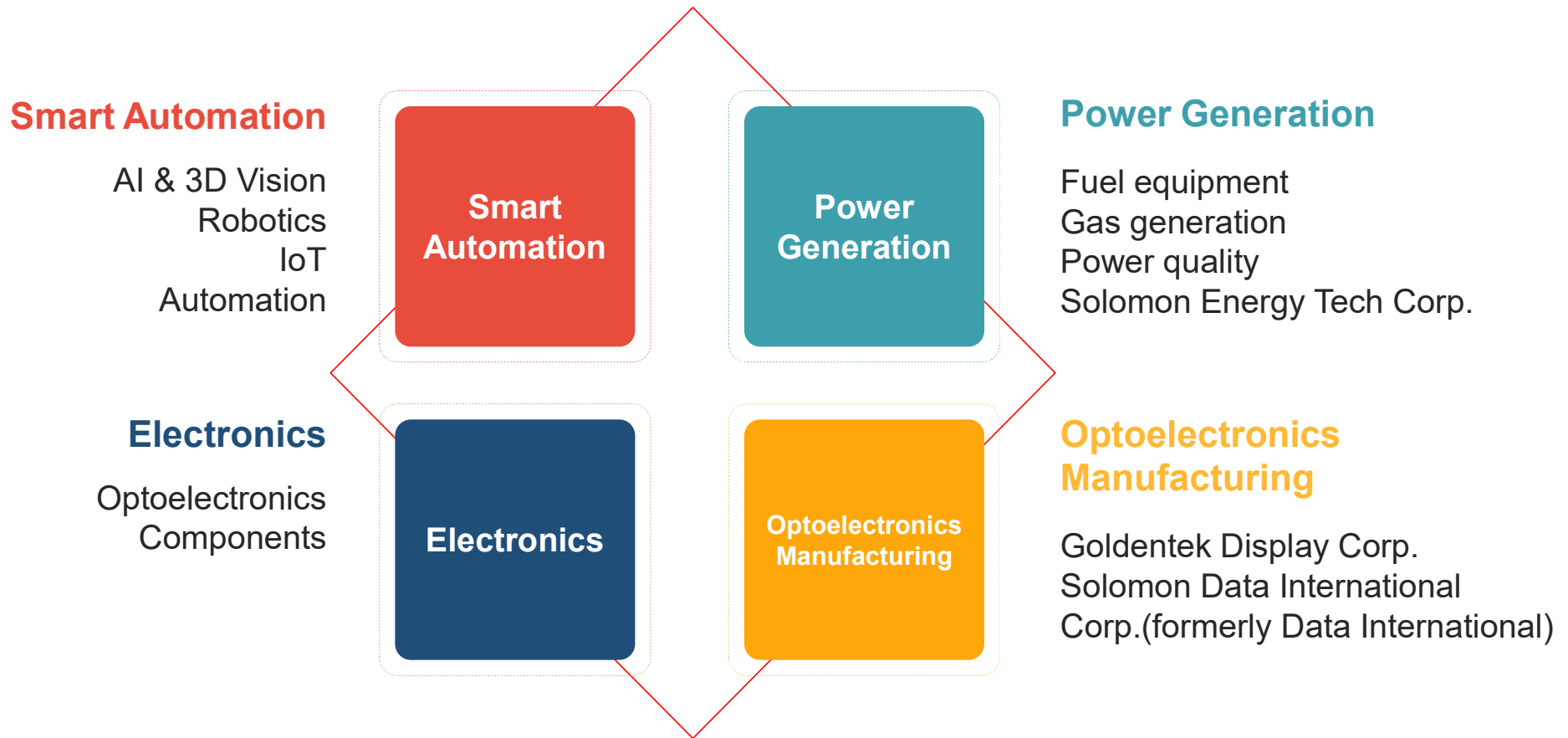
- **Established:** 1990
- **Publicly Listed:** 1996 (TWSE 2359)
- **Capital:** NT\$1.715 billion
- **Core Businesses:** Machine Vision, IoT, Robotics, Automation, Energy Equipment, Optoelectronics



# Global Network



# Solomon Group Core Structure



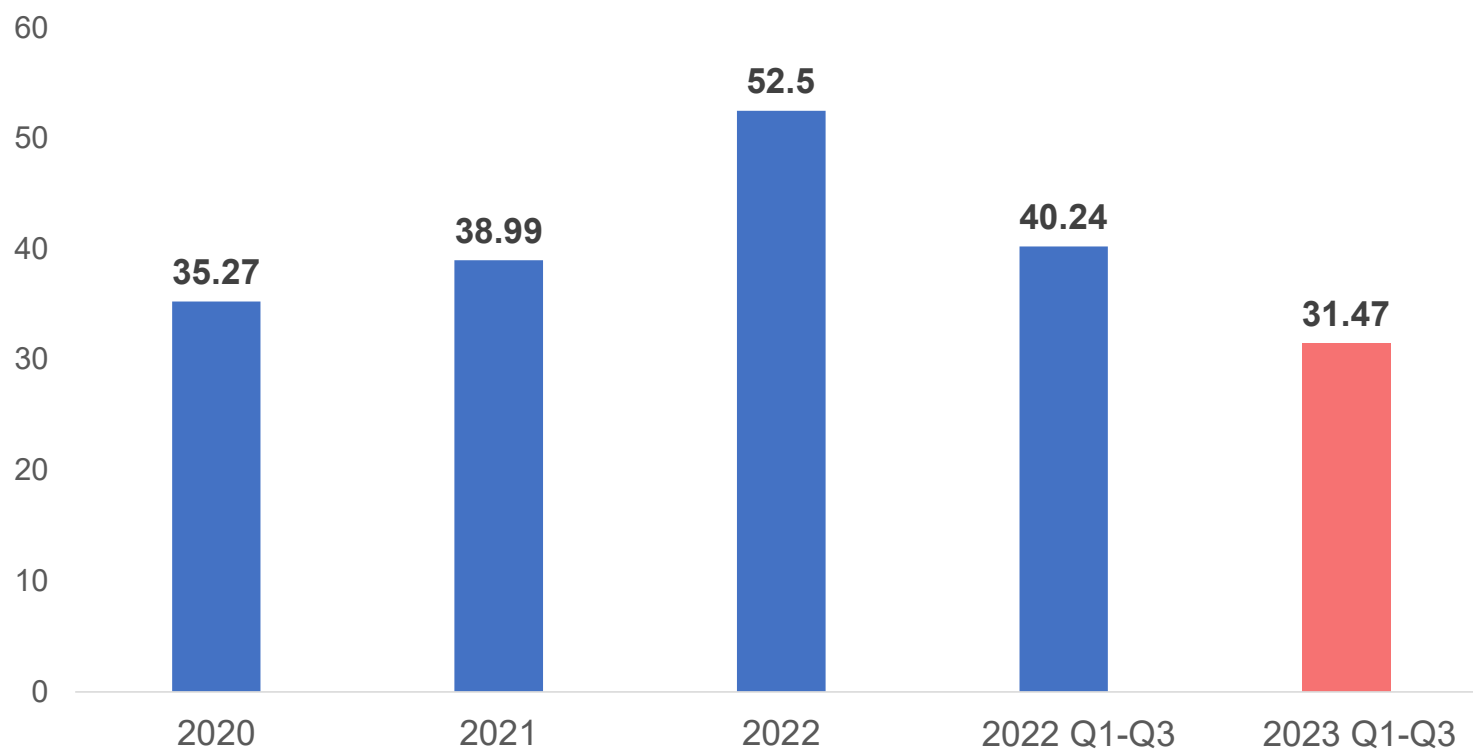
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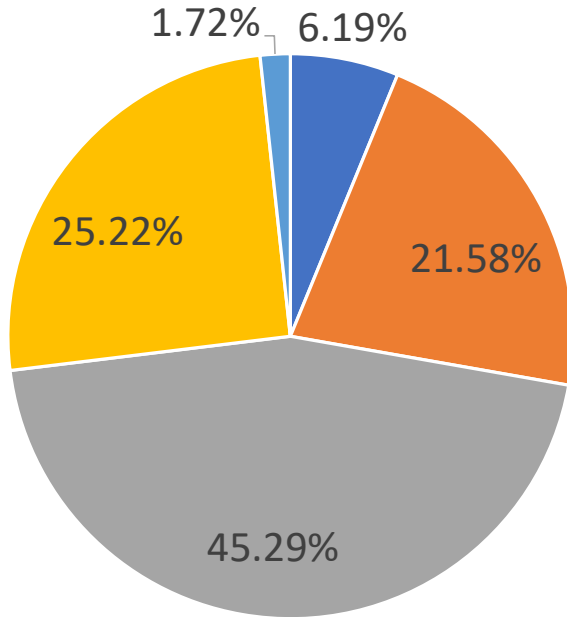
# Consolidated Revenue

Unit: NT\$ 100 million

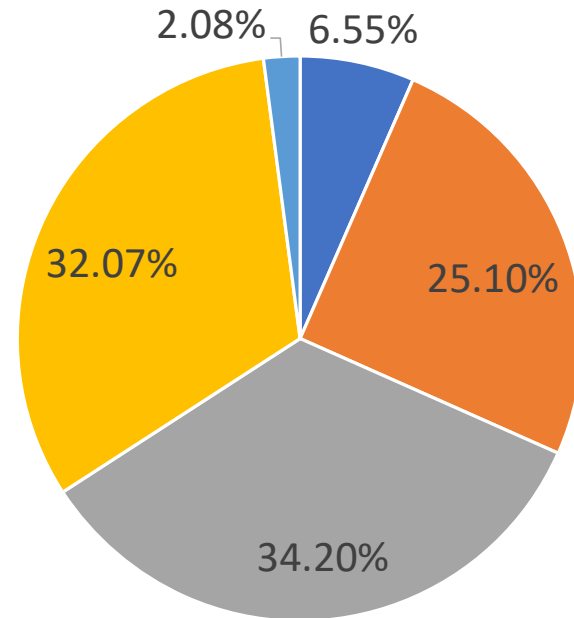


# Sales Breakdown (by BU)

2023 Q3



2022



■ Electronics ■ Optoelectronics ■ Energy & Power ■ Automation ■ Others

# Consolidated Income Statement

Unit: NT\$'000

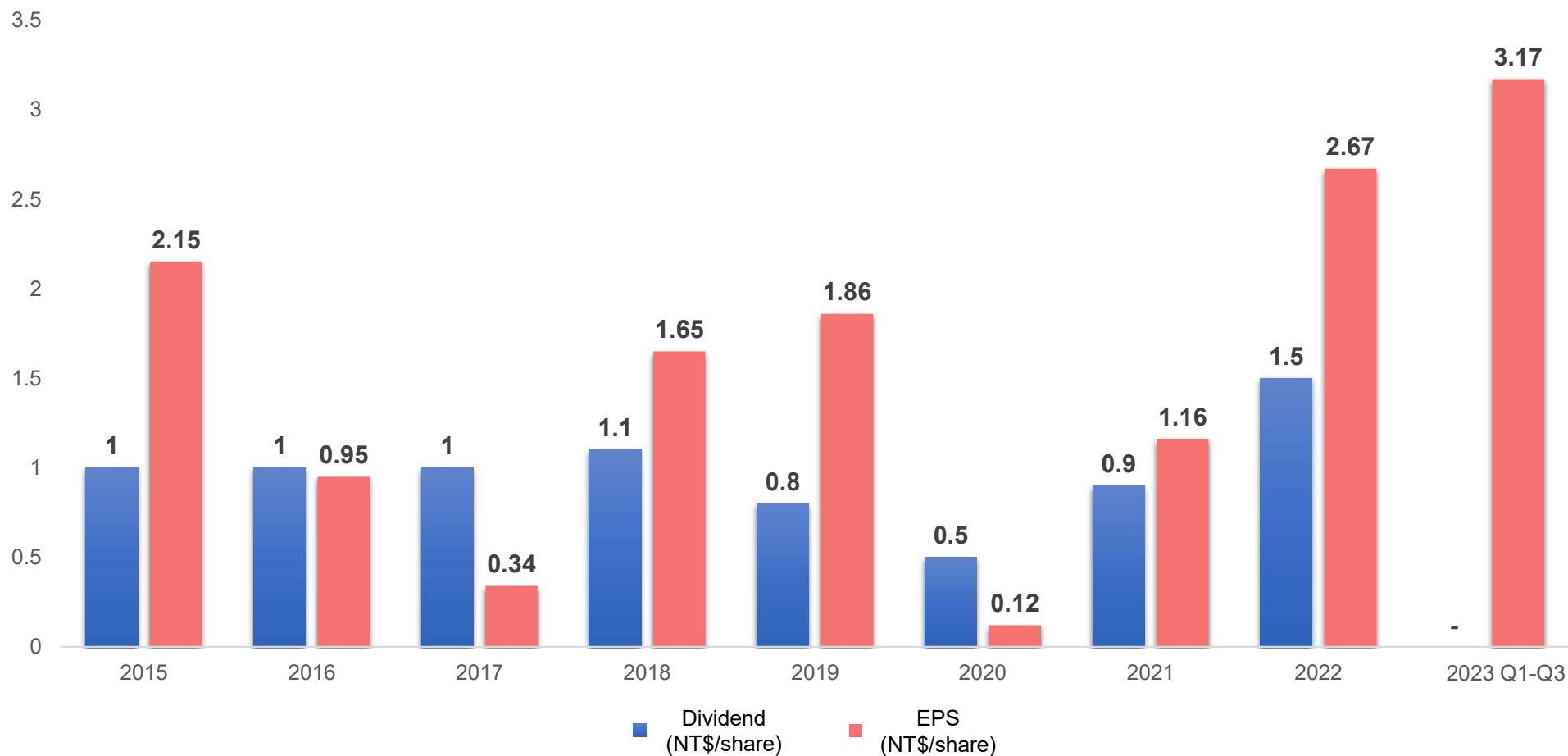
	2023Q1-Q3		2022Q1-Q3		YoY	2022	
	\$	%	\$	%		\$	%
<b>Revenue</b>	<b>3,146,993</b>	<b>100.00</b>	<b>4,023,689</b>	<b>100.00</b>	<b>(21.79)</b>	<b>5,249,928</b>	<b>100.00</b>
Gross profit	715,909	22.75	813,514	20.22	(12.00)	1,083,514	20.64
Operating expenses	(634,784)	(20.17)	(606,143)	(15.06)	4.73	(818,986)	(15.60)
<b>Operating income</b>	<b>81,125</b>	<b>2.58</b>	<b>207,371</b>	<b>5.16</b>	<b>(60.88)</b>	<b>264,528</b>	<b>5.04</b>
Interest income	115,177	3.66	90,238	2.24	27.64	133,435	2.54
Other income	90,197	2.87	82,493	2.05	9.34	98,157	1.87
Finance costs	(12,564)	(0.40)	(12,546)	(0.31)	0.14	(16,932)	(0.32)
Other gains and losses	358,347	11.39	279,058	6.94	28.41	172,384	3.28
Share of profit accounted for using equity method	5,922	0.19	7,110	0.18	(16.71)	4,265	0.08
<b>Total non-operating income and expenses</b>	<b>557,079</b>	<b>17.71</b>	<b>446,353</b>	<b>11.10</b>	<b>24.81</b>	<b>391,309</b>	<b>7.45</b>
Earnings before tax	638,204	20.29	653,724	16.26	(2.37)	655,837	12.49
Income tax	(72,564)	(2.31)	(168,974)	(4.20)	(57.06)	(179,894)	(3.43)
Net income	565,640	17.98	484,750	12.06	16.69	475,943	9.06
<b>Profit(loss),attributable to owners of parent</b>	<b>542,654</b>	<b>17.24</b>	<b>468,323</b>	<b>11.64</b>	<b>15.87</b>	<b>458,232</b>	<b>8.73</b>
EPS (NT\$)	3.17		2.73		16.12	2.67	

# Consolidated Balance Sheet

Unit: NT\$ '000

	September 30, 2023		December 31, 2022		September 30, 2022	
	\$	%	\$	%	\$	%
Cash and cash equivalents	1,277,437	15.12	2,450,357	29.00	2,276,844	26.13
Current financial assets	857,464	10.15	273,543	3.24	383,404	4.40
Accounts and notes receivable, net	871,559	10.31	846,147	10.01	1,026,649	11.78
Current inventories	1,320,444	15.63	1,272,774	15.06	1,262,151	14.49
Other current assets	787,072	9.32	544,906	6.45	663,501	7.62
Non-current financial assets at amortised cost	1,460,246	17.28	1,381,950	16.35	1,428,750	16.40
Property, plant and equipment	427,965	5.06	436,016	5.16	442,751	5.08
Investment property, net	874,091	10.34	882,428	10.44	885,230	10.16
Other non-current assets	574,060	6.79	362,842	4.29	342,891	3.94
<b>Total assets</b>	<b>8,450,338</b>	<b>100.00</b>	<b>8,450,963</b>	<b>100.00</b>	<b>8,712,171</b>	<b>100.00</b>
Current borrowings	748,000	8.85	994,000	11.76	1,268,215	14.56
Current contract liabilities	1,284,762	15.21	1,150,020	13.61	1,096,356	12.58
Accounts payable	421,967	4.99	512,754	6.07	518,602	5.95
Other payables	213,588	2.53	204,031	2.42	215,009	2.47
Other current liabilities	89,813	1.06	169,924	2.01	169,387	1.94
Other liabilities	71,093	0.84	91,677	1.08	103,321	1.19
<b>Total liabilities</b>	<b>2,829,223</b>	<b>33.48</b>	<b>3,122,406</b>	<b>36.95</b>	<b>3,370,890</b>	<b>38.69</b>
<b>Total equity</b>	<b>5,621,115</b>	<b>66.52</b>	<b>5,328,557</b>	<b>63.05</b>	<b>5,341,281</b>	<b>61.31</b>
Total liabilities and equity	8,450,338	100.00	8,450,963	100.00	8,712,171	100.00
<b>Financial indicators</b>						
Current ratio	185%		178%		172%	
Debt ratio	33%		37%		39%	
Debt to equity ratio	50%		59%		63%	

# EPS & Dividend Policy



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# Energy Equipment

## Product

<b>Agent</b>	<b>Current Product Line</b>	Diesel Generator 、 Gas-Turbine Generator 、 Dynamic UPS 、 Busbar 、 Static UPS 、 DC Charging System 、 Smart Cabinet 、 Solar Inverter
	<b>2023-2025 Key Product Line</b>	System Engineering Continue to promote current product line and develop Energy Storage System, BMS, and EMS
<b>Own Brands</b>	<b>SOLOMON Diesel Generator</b>	

## Application

### Technology Sector

- ◆ Semiconductor
- ◆ Panel
- ◆ PCB
- ◆ CoWos

### Public Infrastructure

- ◆ MRT
- ◆ Power Plants
- ◆ Datacenter
- ◆ Hospital

### Green Energy

- ◆ Biogas power generation
- ◆ Waste heat power generation

### Real Estates

- ◆ High-end office buildings
- ◆ Logistics center
- ◆ Urban renewal
- ◆ IDC
- ◆ Hotels
- ◆ Shopping centers

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# AI & 3D Vision

## 3D Robotic Vision Software (For manufacturing and logistics)

### • Americas



### • Europe & Middle East



### • Japan



### • Rest of Asia & China



- ✓ Leading choice of large MNCs
- ✓ Continue to win new MNC customers
- ✓ Continuous innovation to sustain product leadership



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# AI & 3D Vision

## AccuPick

Instant Intelligence  
Picking Solution



## SolMotion

Vision Guided Robotics



## SolVision

AI Vision System



## META-aivi

Portable AI Vision System



## Application Industries

Semiconductor, Panel, Electronics, Computer, AOI, Warehousing, Logistics, Machinery, Petrochemical, Chemical, Retail, Pharmaceutical, Food, Footwear, Automotive, Automotive Components, Oil Seal, Surveillance, Construction, Transportation, Lens, Telecommunications, Hospital, Steel, Cable, Glass

# Accolades

 <p>Vision Systems DESIGN 2019 <b>Innovators Awards</b> GOLD</p>	 <p>VISION SYSTEMS DESIGN 2020 <b>Innovators Awards</b> SILVER</p>	 <p> <b>AccuPick</b> red dot winner 2020 best of the best interface design</p>	 <p> <b>TAIWAN</b> EXCELLENCE 2023</p>
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## Taiwan Industrial Development Bureau

- SI System Integration
- IT Services
- AI Technology Services

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