

# Prolific Technology Inc.

## 2024 Q3 Earnings Conference

November 27, 2024

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# Safe Harbor Notice

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Prolific's statements of its current expectations are forward-looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward looking statements. Except as required by law, we undertake no obligation to update any forward looking statement, whether as a result of new information, future events, or otherwise.

# Agenda

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Company Profile

**2**

Product and Strategy

**3**

Financial Results

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Q&A

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## Company Profile

- About Prolific
  - Vision and Objective
  - Quality Policy
-

# About Prolific

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Establishment 1997/11/13



Employees 83



Capital NT\$ 802M



Stock symbol 6233



Headquarter

7F, No. 48, Sec.3, Nan Kang Rd.Taipei,  
Taiwan, R.O.C.



Branch Office

Hsinchu Science Park, Taiwan

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# Vision and Objective

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- Vision

- A leading world-class fabless IC design house with application platform and solution.

- Company Objective

- Innovation + Market Driven
- High “Efficiency + Growth”

## AIOT Platform

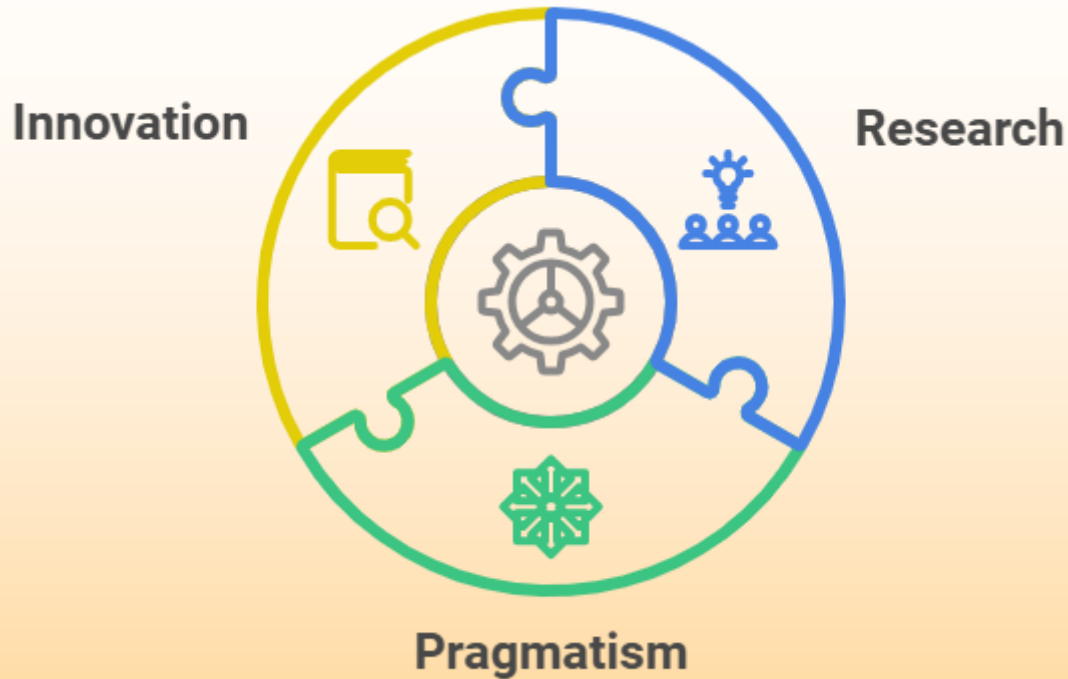


## Electromechanical Integration Platform



# Quality Policy

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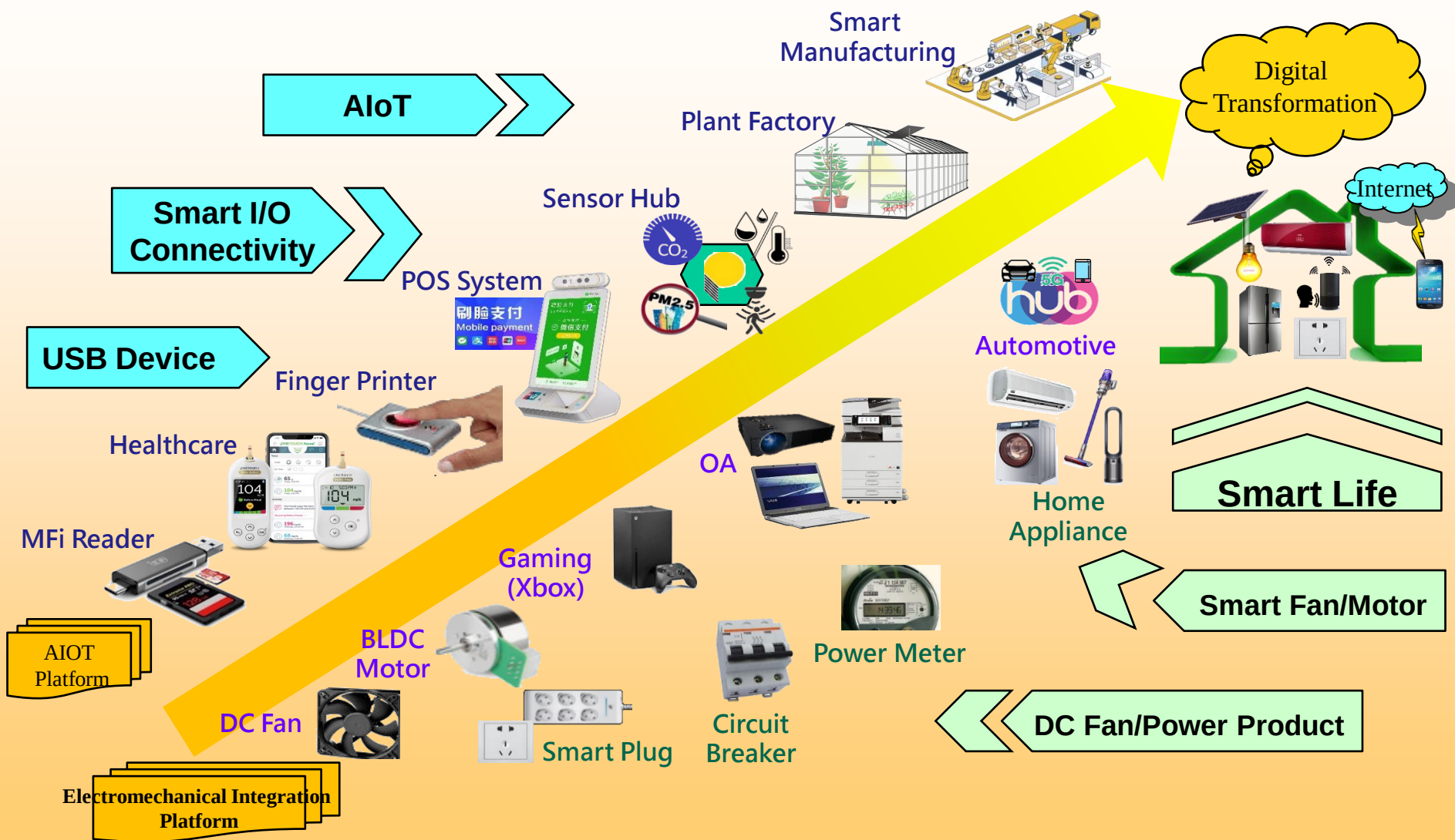
## 2

## Product and Strategy

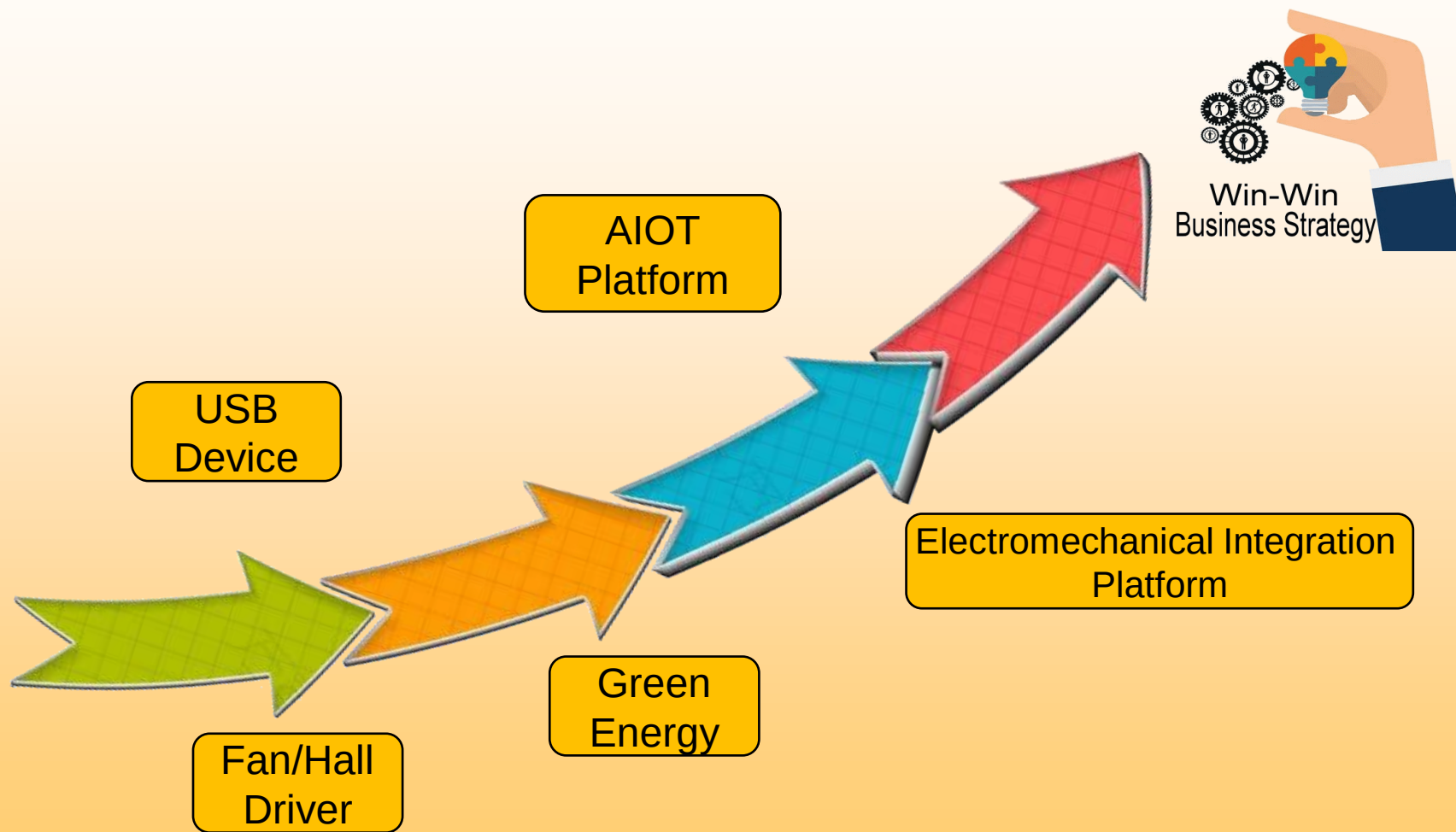
- Application Market
  - Customer Strategy
  - Main Products and Product plan
-



# Application Market



# Customer Strategy



# Main Products

## AIOT Platform

### **USB Device/Bridge**

- USB Hub
- USB Reader
- USB –SATA/Storage
- Health Care
- Finger Printer/Security

### **Connectivity**

- USB Host to Host
- USB Auto Hub
- POS System
- IPC Control

### **AIoT**

- USB-2ch Serial Bridge
- USB-4ch Serial Bridge
- Sensor Hub
- Plant Factory
- Smart Manufacturing

## Electromechanical Integration Platform

### **Fan/Hall**

- Hall IC
- DC Fan
- BLDC Motor Driver
- 1-P Fan/Motor
- 3-P Fan/Motor

### **Power Product**

- Power Plug
- Smart Plug/Strip
- Power Meter
- Circuit Breaker

### **Smart Fan/Motor**

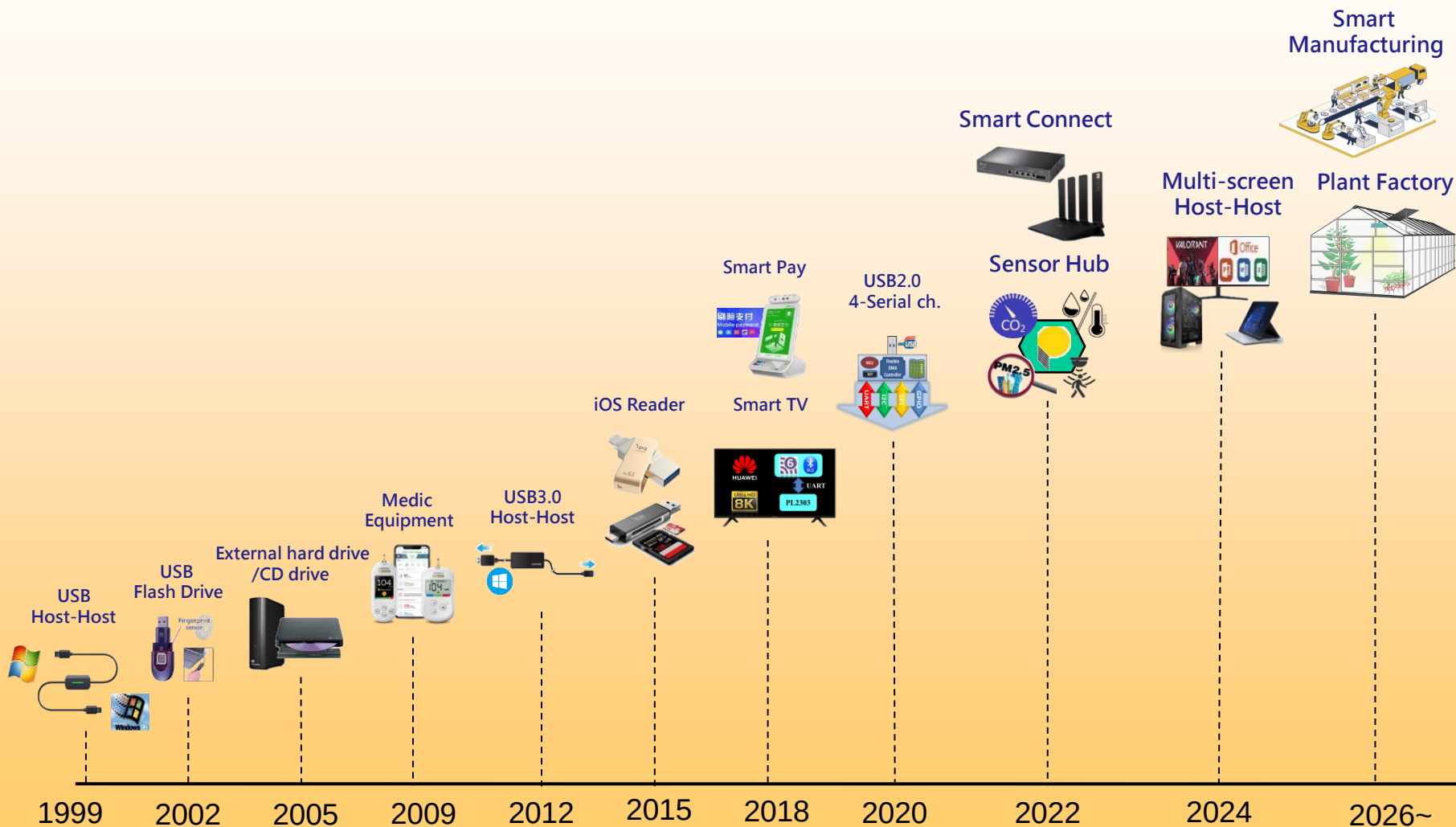
- PWM Fan Driver
- DSP Servo Fan Controller
- MCU-base
- Automotive
- Home Appliance

# AIoT Connectivity – Smart I/O

USB Device

Connectivity

AIoT

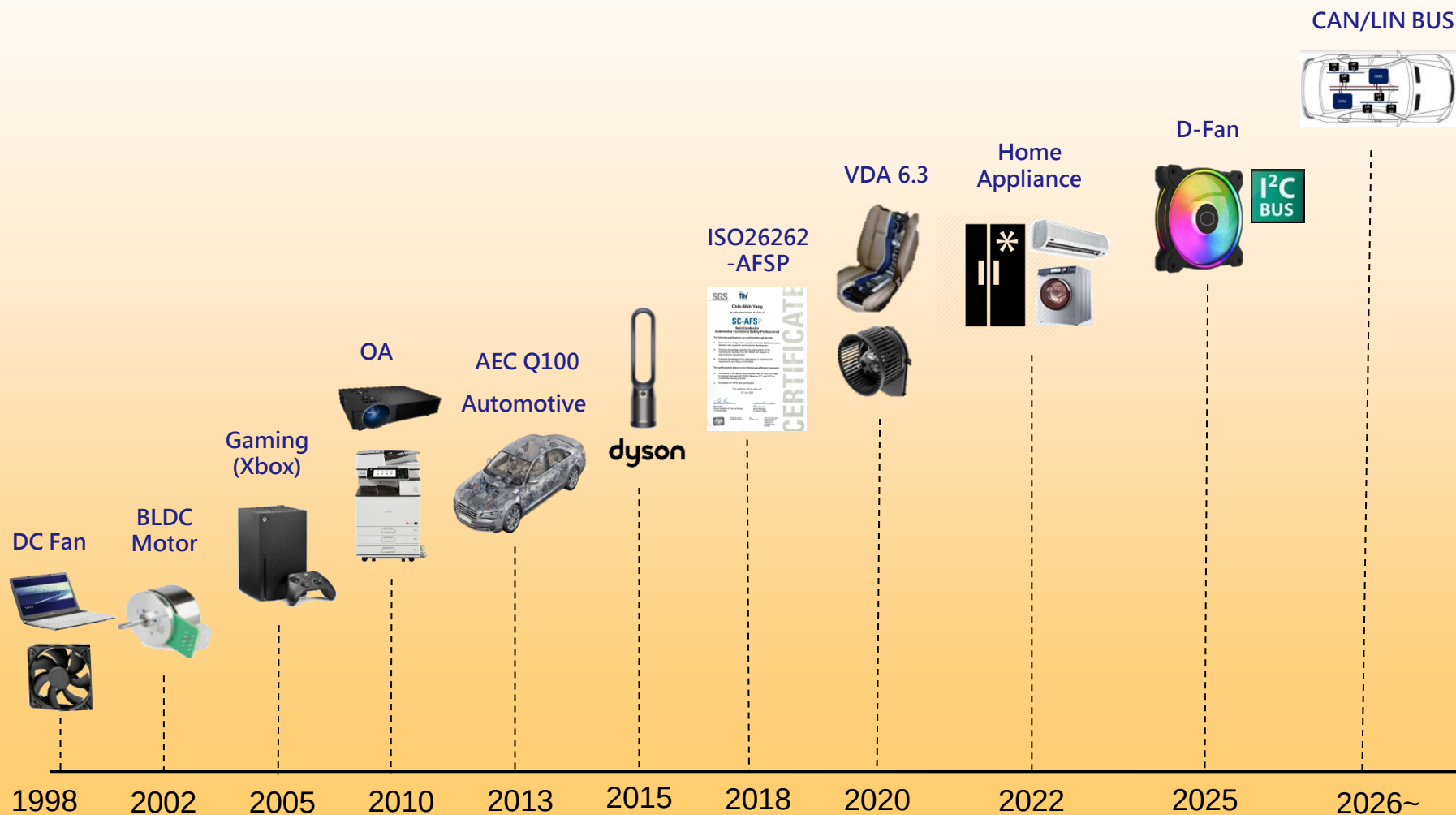


# Fan Driver/Hall IC/HVIC

DC Fan

Automotive Fan

Smart Fan

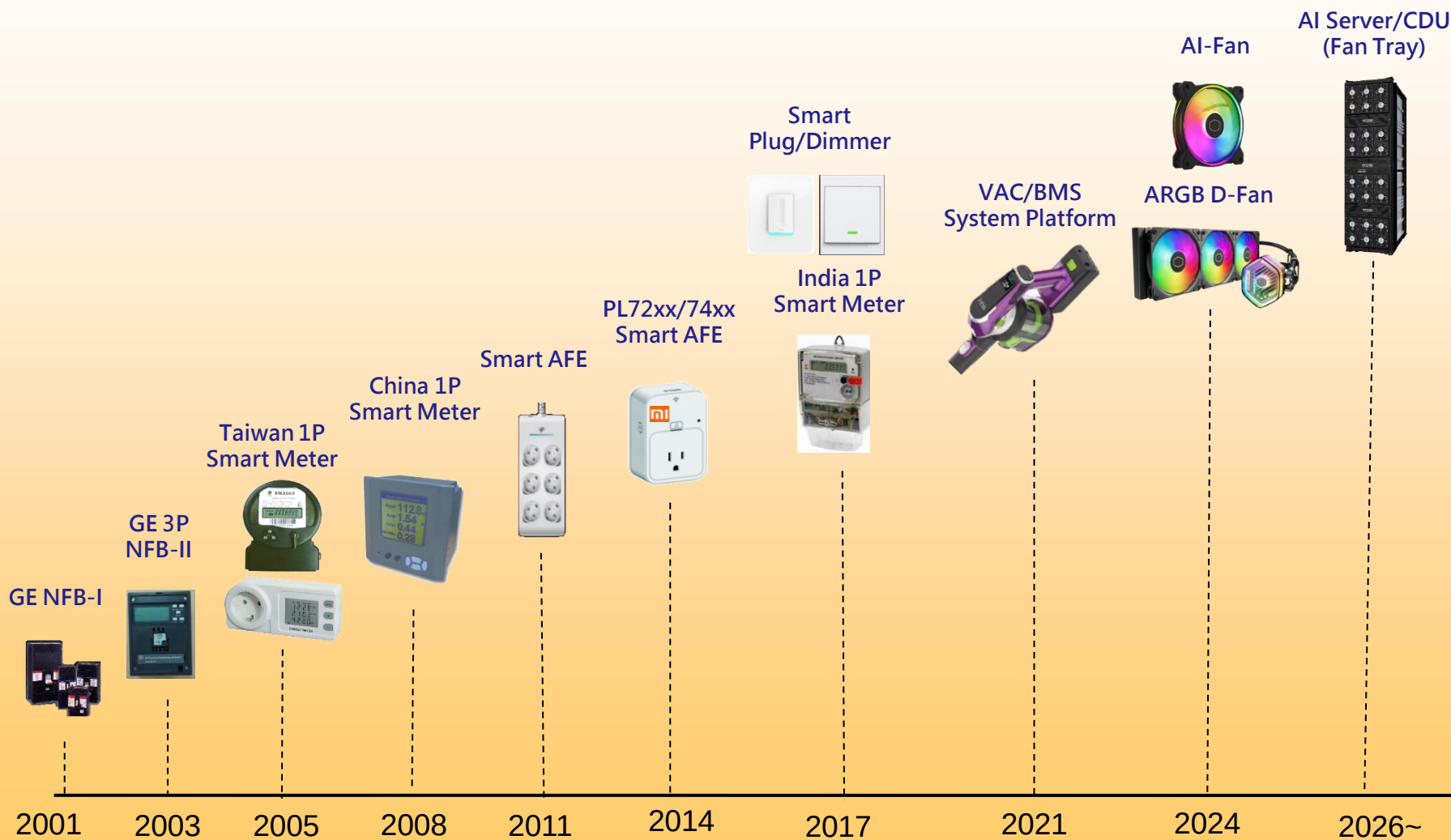


# Power Meter / Smart Life Application

IC / Device

Smart AFE

Platform+AI/Edge Integration



# 3

## Financial Results

- CONSOLIDATED BALANCE SHEETS & KEY INDICES
  - CONSOLIDATED INCOME STATEMENT — QoQ
  - CONSOLIDATED INCOME STATEMENT — YoY
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# CONSOLIDATED BALANCE SHEETS & KEY INDICES

單位：新台幣仟元 Unit：NT\$ thousand

資產負債表項目 Selected Items from BS

|                                                                                                                  | 2024/9/30        |             | 2023/12/31       |             | 2023/9/30        |             |
|------------------------------------------------------------------------------------------------------------------|------------------|-------------|------------------|-------------|------------------|-------------|
|                                                                                                                  | 金額 Amount        | %           | 金額 Amount        | %           | 金額 Amount        | %           |
| 現金及有價金融商品投資<br>Cash & Marketable Securities                                                                      | 528,099          | 38%         | 518,317          | 43%         | 501,865          | 41%         |
| 應收款項 Accounts Receivable                                                                                         | 65,027           | 5%          | 43,117           | 4%          | 40,191           | 3%          |
| 存貨 Inventories                                                                                                   | 79,163           | 6%          | 74,406           | 6%          | 92,671           | 8%          |
| 透過其他綜合損益按公允價值衡量之金融資產<br>-非流動<br>Non-Current Financial Assets at Fair Value<br>through Other Comprehensive Income | 465,774          | 34%         | 328,187          | 28%         | 347,050          | 28%         |
| 不動產、廠房及設備 Net PP&E                                                                                               | 94,966           | 7%          | 92,156           | 7%          | 93,350           | 8%          |
| <b>資產總計 Total Assets</b>                                                                                         | <b>1,372,813</b> | <b>100%</b> | <b>1,199,047</b> | <b>100%</b> | <b>1,218,686</b> | <b>100%</b> |
| 應付款項 Accounts Payable                                                                                            | 36,469           | 3%          | 26,584           | 2%          | 31,554           | 3%          |
| <b>負債總計 Total Liabilities</b>                                                                                    | <b>117,114</b>   | <b>9%</b>   | <b>107,329</b>   | <b>9%</b>   | <b>108,441</b>   | <b>9%</b>   |
| <b>權益總計 Total Shareholders' Equity</b>                                                                           | <b>1,255,699</b> | <b>91%</b>  | <b>1,091,718</b> | <b>91%</b>  | <b>1,110,245</b> | <b>91%</b>  |
| 重要財務指標 Key Indices                                                                                               |                  |             |                  |             |                  |             |
| 平均收現日數 A/R Turnover Days                                                                                         | 48               |             | 46               |             | 44               |             |
| 平均銷貨日數 Inventory Turnover Days                                                                                   | 115              |             | 156              |             | 168              |             |



## CONSOLIDATED INCOME STATEMENT—QoQ

單位：新台幣仟元 Unit：NT\$ thousand

|                                         | 2024.Q3 |      | 2024.Q2 |      | QoQ   |
|-----------------------------------------|---------|------|---------|------|-------|
|                                         | Amount  | %    | Amount  | %    |       |
| 銷貨收入 Net Sales                          | 116,295 | 100% | 108,429 | 100% | 7%    |
| 毛利 Gross Margin                         | 49,320  | 42%  | 44,406  | 41%  | 11%   |
| 營業費用 Operating Exp.                     | 46,569  | 40%  | 44,285  | 41%  | 5%    |
| 營業利益(損失) Operating Income(loss)         | 2,751   | 2%   | 121     | 0%   | 2174% |
| 營業外收入(支出)<br>Non-Operating Income(Exp.) | 18,807  | 16%  | 9,302   | 9%   | 102%  |
| 稅前淨利 Income Before Income Tax           | 21,558  | 18%  | 9,423   | 9%   | 129%  |
| 稅後淨利 Net Income                         | 21,558  | 18%  | 9,423   | 9%   | 129%  |
| 每股盈餘 EPS                                | 0.27    |      | 0.12    |      |       |

# CONSOLIDATED INCOME STATEMENT — YoY

單位：新台幣仟元 Unit：NT\$ thousand

|                                      | 2024. 1~3Q |      | 2023. 1~3Q |      | YoY  |
|--------------------------------------|------------|------|------------|------|------|
|                                      | Amount     | %    | Amount     | %    |      |
| 銷貨收入 Net Sales                       | 309,819    | 100% | 271,963    | 100% | 14%  |
| 毛利 Gross Margin                      | 127,424    | 41%  | 101,997    | 38%  | 25%  |
| 營業費用 Operating Exp.                  | 135,987    | 44%  | 129,527    | 48%  | 5%   |
| 營業利益(損失) Operating Income(loss)      | (8,563)    | -3%  | (27,530)   | -10% | -69% |
| 營業外收入(支出) Non-Operating Income(Exp.) | 36,382     | 12%  | 33,674     | 12%  | 8%   |
| 稅前淨利 Income Before Income Tax        | 27,819     | 9%   | 6,144      | 2%   | 353% |
| 稅後淨利 Net Income                      | 27,819     | 9%   | 6,144      | 2%   | 353% |
| 每股盈餘 EPS                             | 0.35       |      | 0.08       |      |      |

# Q&A

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**Thank You**

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