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**A Passion for High Performance  
Power IC**

**Q3 2023 Earning Conference**

**Nov 14, 2023**

# Agenda

**01 | Q3 2023 Financial Result**

**02 | Q4 2023 Business Outlook**

**03 | Q & A**

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## Disclaimer

- The financial and forecast information are based on information obtained by M3Tek from internal and external sources. The actual operating results and financial conditions of M3Tek may differ from these predictive sets of information due to various uncontrollable factors.
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# **Q3 2023 Financial Result**

## Q3 2023 Income Statement

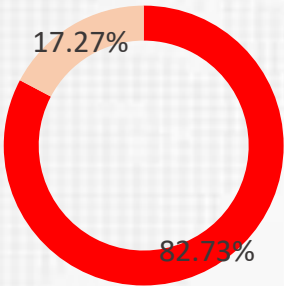
NT\$ k	Q3 2022	Q2 2023	Q3 2023	QoQ%	YoY%
Net Revenue	281,053	257,004	282,711	10.00%	0.59%
Gross Profit	132,738	117,160	122,001	4.13%	-8.09%
Operating Expense	53,134	47,983	57,119	19.04%	7.50%
Operating Profit	79,604	69,177	64,882	-6.21%	-18.49%
Net Profit	71,667	59,434	60,864	2.41%	-15.07%
Gross Margin%	47.23%	45.59%	43.15%	-2.44%	-4.08%
Operating Margin%	28.32%	26.92%	22.95%	-3.97%	-5.37%
Net Margin%	25.50%	23.13%	21.53%	-1.60%	-3.97%

# Q1-Q3 2023 Income Statement

NT\$ k	Q1-Q3 2022	Q1-Q3 2023	YoY%
Net Revenue	924,166	758,365	-17.94%
Gross Profit	449,626	339,590	-24.47%
Operating Expense	162,865	156,931	-3.64%
Operating Profit	286,761	182,659	-36.30%
Net Profit	242,617	159,100	-34.42%
Gross Margin%	48.65%	44.78%	-3.87%
Operating Margin%	31.03%	24.09%	-6.94%
Net Margin%	26.25%	20.98%	-5.27%

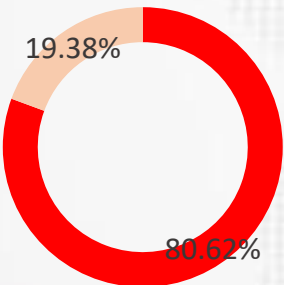
# Market Segments

2022



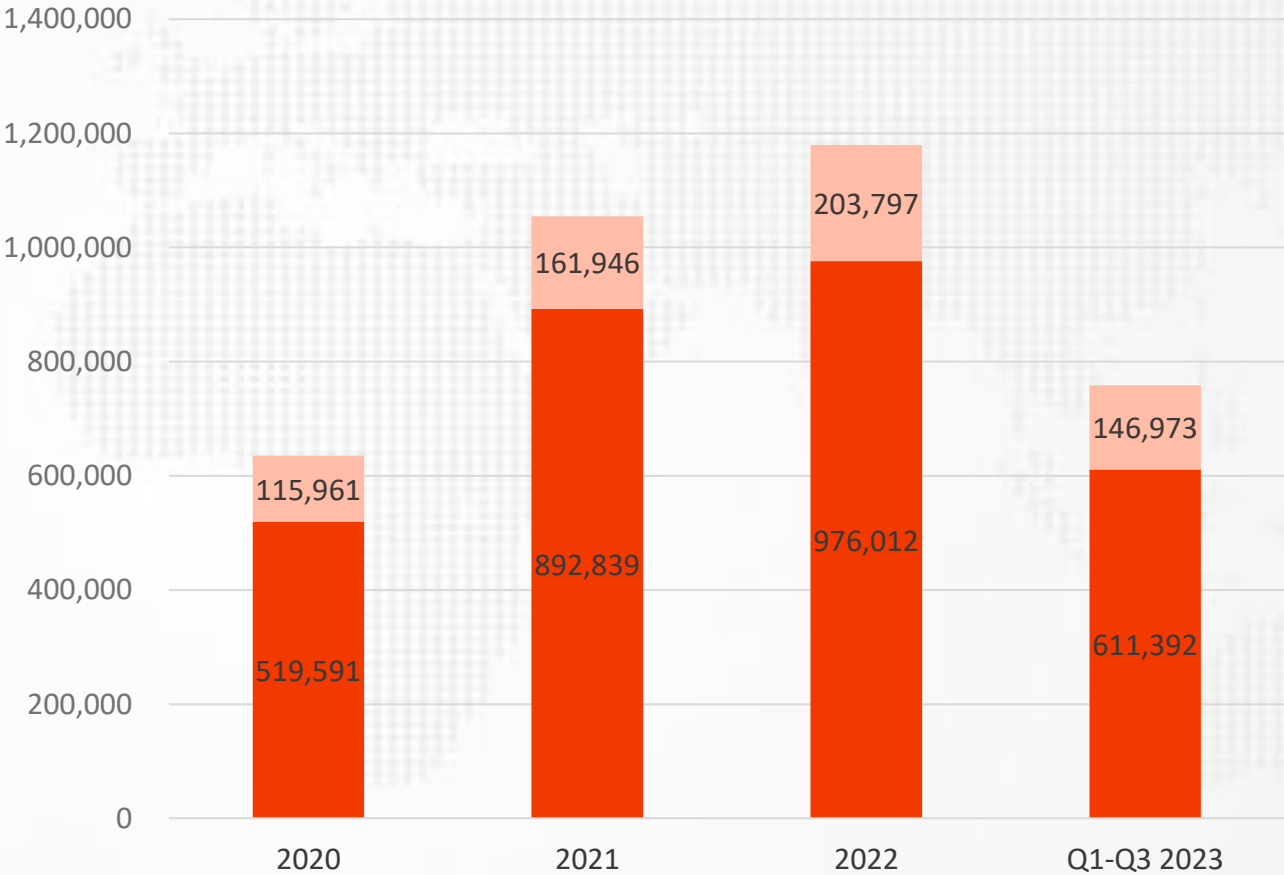
■ Communication ■ Consumer

Q1-Q3 2023



■ Communication ■ Consumer

Unit: TWD thousand



■ Communication ■ Consumer



# Q3 2023 Balance Sheet

NT\$ k	Sep 30, 2022	Jun 30, 2023	Sep 30, 2023	QoQ%	YoY%
Cash & equivalents	1,042,630	552,131	267,805	-51.50%	-74.31%
Current financial assets at amortised cost	14,248	492,022	689,250	40.09%	4737.52%
Accounts receivable	202,141	172,213	189,837	10.23%	-6.09%
Inventories	205,168	183,340	191,367	4.38%	-6.73%
Other current assets	1,262	27,018	4,238	-84.31%	235.82%
Property, plant and equipment	38,214	147,144	146,421	-0.49%	283.16%
Other non-current assets	41,866	18,767	29,095	55.03%	-30.50%
Total assets	1,545,529	1,592,635	1,518,013	-4.69%	-1.78%
Total liabilities	201,047	337,602	201,701	-40.25%	0.33%
Total equity	1,344,482	1,255,033	1,316,312	4.88%	-2.10%

	Q3 2022	Q2 2023	Q3 2023
A/R Turnover Days	70	55	59
Inventory Turnover Days	134	116	107
Current Ratio	744.46%	423.49%	678.03%
Return on Equity	21.95%	19.46%	18.94%



# Q1-Q3 2023 Cash Flow Statement

	Q1-Q3 2022	Q1-Q3 2023	YoY%
Profit (loss) from continuing operations before tax	306,149	200,391	-34.54%
Depreciation and amortization expense	26,936	30,602	13.61%
Other operating activities	(167,854)	(73,431)	56.25%
Net cash flows from (used in) operating activities	165,231	157,562	-4.64%
Acquisition of property, plant and equipment	(37,248)	(129,458)	-247.56%
Acquisition of financial assets at amortized cost	0	(1,017,945)	-100.00%
Other investing activities	(2,463)	335,637	13727.16%
Net cash flows from (used in) investing activities	(39,711)	(811,766)	-1944.18%
Proceeds from issuing shares	523,009	0	-100.00%
Other financing activities	(176,775)	(114,135)	35.43%
Net cash flows from (used in) financing activities	346,234	(114,135)	-132.96%
Cash and cash equivalents at end of period	1,042,630	267,805	-74.31%



## **Q4 2023 Business Outlook**

- Q4 2023 Market and Revenue Projection
- Market Overview and Future Development of Main Product Segment
- New Product Development and R&D Hiring

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**Q & A**

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**Thanks for Attention!**