



# 2023Q1 Investor Conference

General Manager / Nancy Huang

General Manager of the Business Divisions / Kevin Chen

# Agenda

- Company Profile and Overview
- Current Situation of Taiwan's ICT industry
- Operating Strategy and Project Structure
- 2023Q1 Operations Review
- Financial Condition & Analysis
- Value Proposition & Future Operation Prospects
- Q & A

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# Company Profile & Overview

# Company Profile



Founded in 1980 by Mr. Bang-Fu, Chu, the inventor of Cangjie Input Method

Listed on the Taiwan Stock Exchange in 2002  
( TWSE 3029 )



The head office is located in Neihu Technology Park, Taipei.

3 offices in Hsinchu/ Taichung/ Kaohsiung and a subsidiary in Shanghai, China



Paid-in capital is NT 1.530 billion

Revenue is NT 12.73 billion



350 employees



Equipped with education and training center, and solution room



Agent for more than 40+ well-known domestic & overseas ICT brands, and is the largest information service and value-added agent in Taiwan



Covers 2,500 dealers in the industrial ecosystem , of which more than 700 are regular trading partners

# Zero One strives towards sustainable governance by developing partner ecosystem platform.



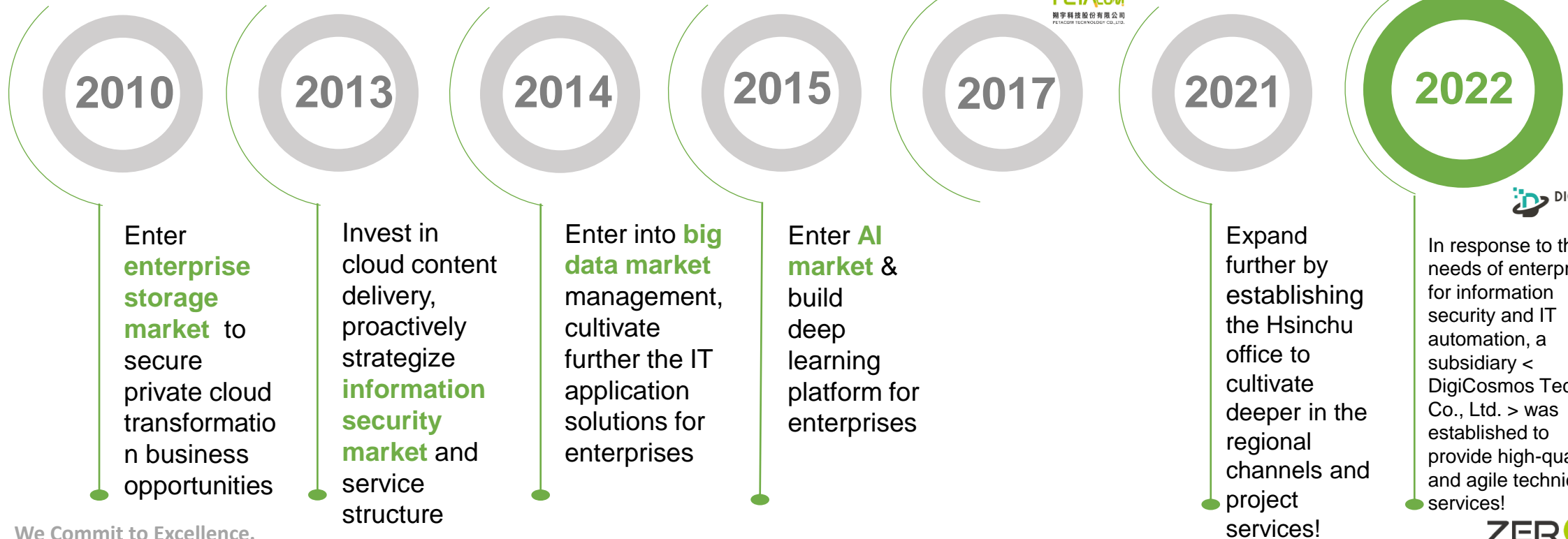
Invest in cloud consulting service team, subsidiary company < Wing Will International Co., Ltd. > was set up to cultivate cloud market.

Set up a subsidiary < Petacom Technology Co., Ltd. > to enhance the diversification of agency layout and promote agency synergy!

Support the government's information security localization policy and invest in two new information security teams < TrustONE Security Inc. > and < Leukocyte-Lab Co. Ltd. >, optimize Zero One's information security technology capacity!



With the aim to expand as a Group, Zerone Win Investment Co., Ltd. was set up and in the same year:



We Commit to Excellence.



# Brand performances ranked No. 1 in the Taiwan market



# Exclusive distribution brands in Taiwan



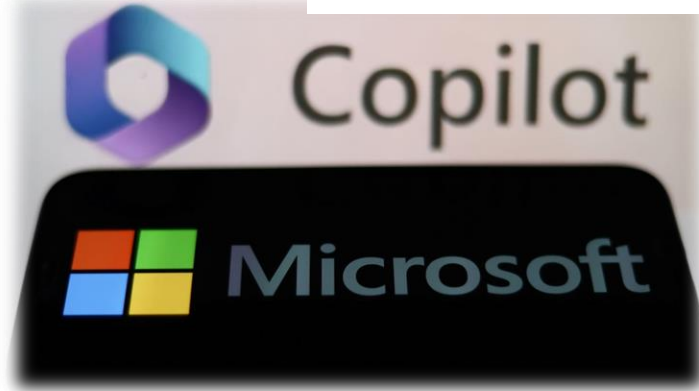


# **Current Situation of Taiwan's ICT industry**

# Taiwan's ICT market is stable and exerts strong growth potential; new technologies bring new business opportunities!



**The trend of AI monetization is emerging!**



# Geopolitical risks continue to rise, and the integration of military industry and information security enters the domestic demand market!

Information security products and profitable services attract the willingness of information service companies to invest and expand the market!



## 出席資安大會 蔡英文：資安好、產業才會好

President Tsai commented when attending the CYBERSEC 2023 event : Businesses will boom only when cybersecurity is managed well.

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記者陳威叡 / 台北報導  
2023年5月9日 週二 下午3:16



Representatives from US military arms dealers visited AI cybersecurity companies, aiming to engage further with Taiwan.

美軍火商代表團參訪AI資安公司 聚焦與台交流

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觀看次數：2086次 7天前 #CH52 #華視新聞  
美國25家軍火商代表團、來台行程滿檔，今（4）日上午，先到「美義」智慧科技公司參訪，專家分析，美義智慧科技，資安技術、備受肯定，這次美國國防承包商、前往交流，就是



# Operating Strategy & Project Structure

# The four major areas of brand classification

IT  
Infrastructure



Cloud Platform  
& Application



Big Data  
&  
Application



Network  
&  
Information  
Security

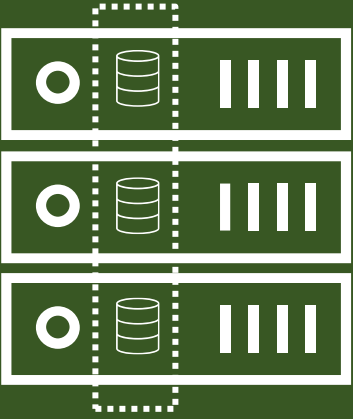


# Zero One proactively promotes the transformation of IT infrastructure

Innovative hyperconverged infrastructure

Moving towards the containerization and microservices


Virtualization, Compute, Storage and Networking



Built on standard servers & components



Classic applications



Server virtualization    Desktop virtualization

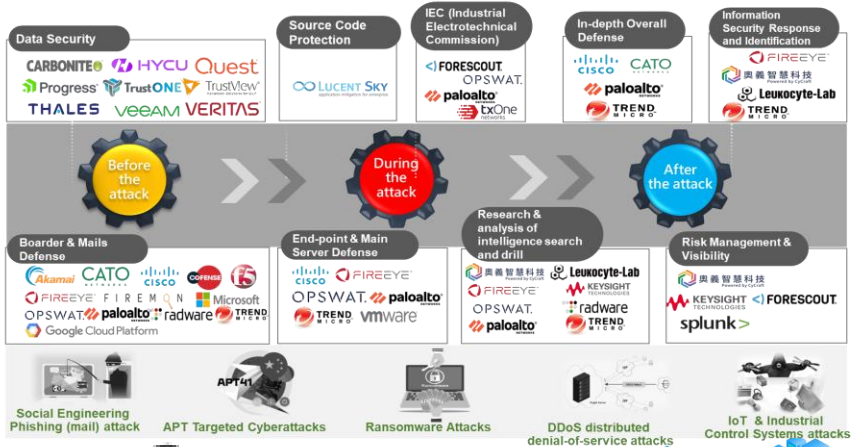
Critical application    Branch office

# Zero One deeply cultivates cloud-ground integration application business opportunities



# Zero One's information security brand operation strategy

Distribution of Zero One's agency brands for the 3-Stage-Information Security Management & Control



**Service Platform for Information Security Service Alliance**



# Zero One's framework of AI and big data application fields

All kinds of massive data



## The value of different business applications

- 01 Search & Investigate**  
 Identify problems with ease and speed in massive data, and provide dynamic & fast assistance in solving problems
- 02 Active Warning**  
 (operation, service, information security)  
 Instant warning to companies before the impact of business services from any related issues, potential risks through automatic monitoring & surveillance.
- 03 High Visibility – Operation & Surveillance**  
 Provide service-oriented point-to-point (End to End) maintenance visibility and key performance indicator (KPI) monitoring
- 04 Real-time Business Analysis & Decision-Making Support**  
 Provide real-time important information and business analysis to assist enterprises in making more effective and business decisions that can quickly respond to market changes.

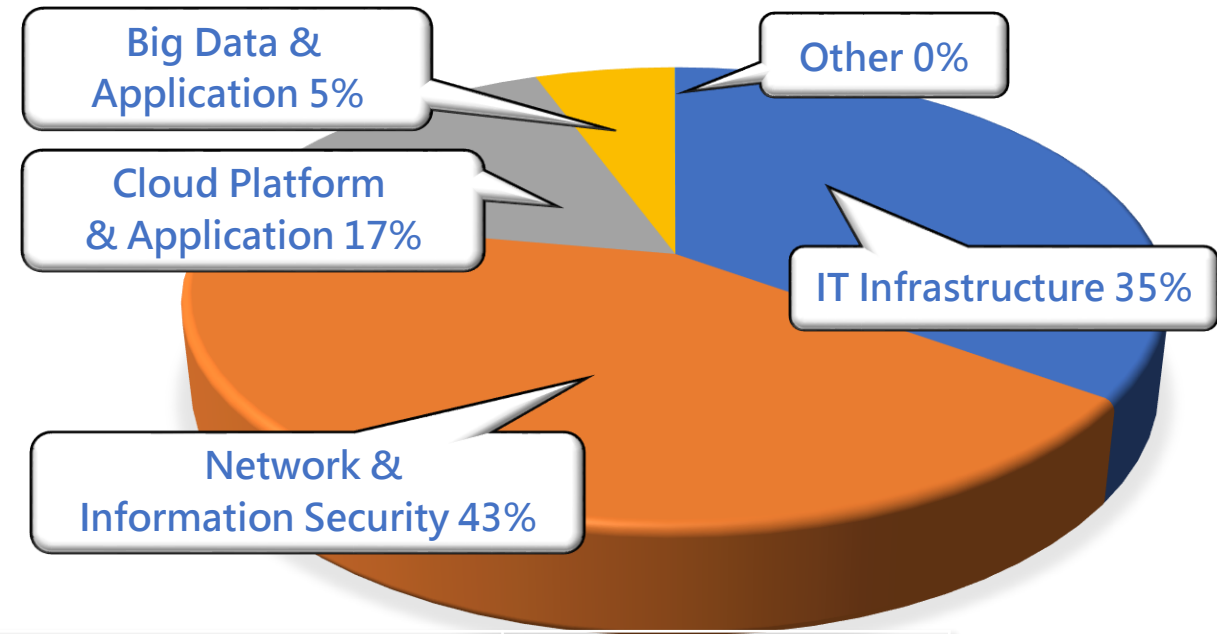
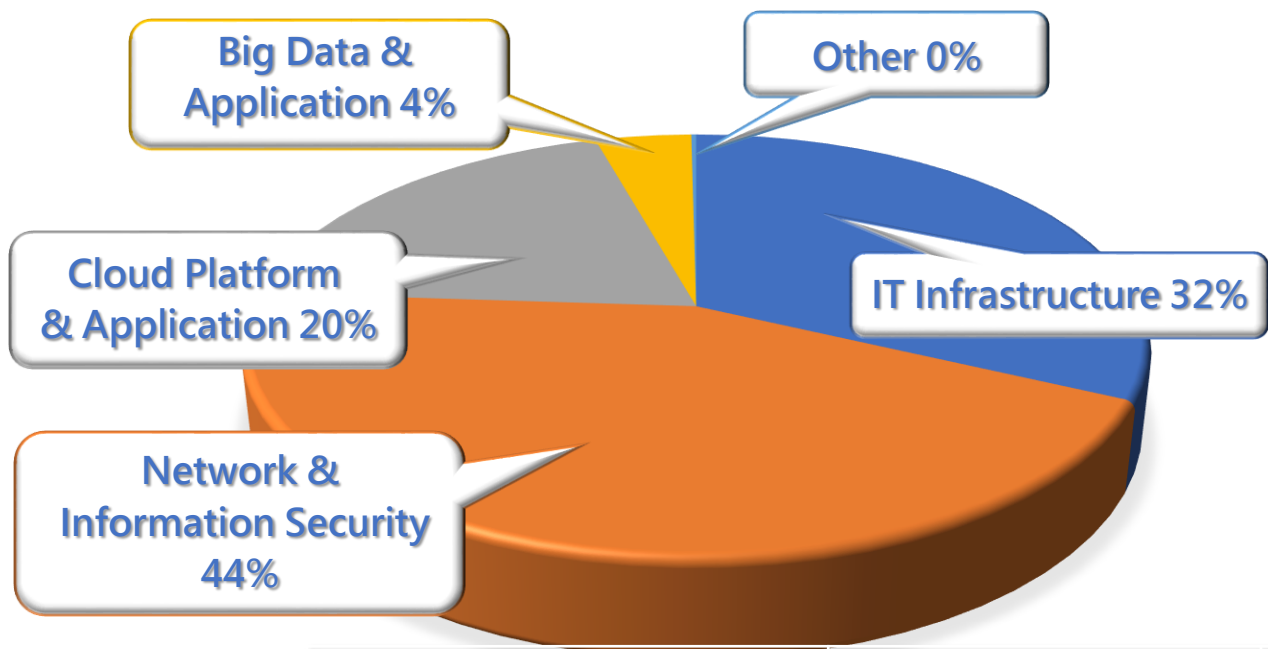


# 2023Q1 Operations Review

# 2023Q1 Operations Review

ACCUMULATED SALES REVENUE IN 2023 Q1-3.72 BILLION

ACCUMULATED SALES REVENUE IN 2022 Q1- 3.07 BILLION



	Sales revenue (Unit : thousand) 2023 Q1		Sales revenue (Unit : thousand) 2022 Q1
Product Category		Product Category	
IT Infrastructure	\$1,191,617	IT Infrastructure	\$832,640
Network & Information Security	1,637,142	Network & Information Security	1,370,109
Cloud Platform & Application	730,551	Cloud Platform & Application	688,703
Big Data & Application	153,083	Big Data & Application	180,348
Other	7,765	Other	1,176
Consolidated operating revenue	\$3,720,158	Consolidated operating revenue	\$3,072,976

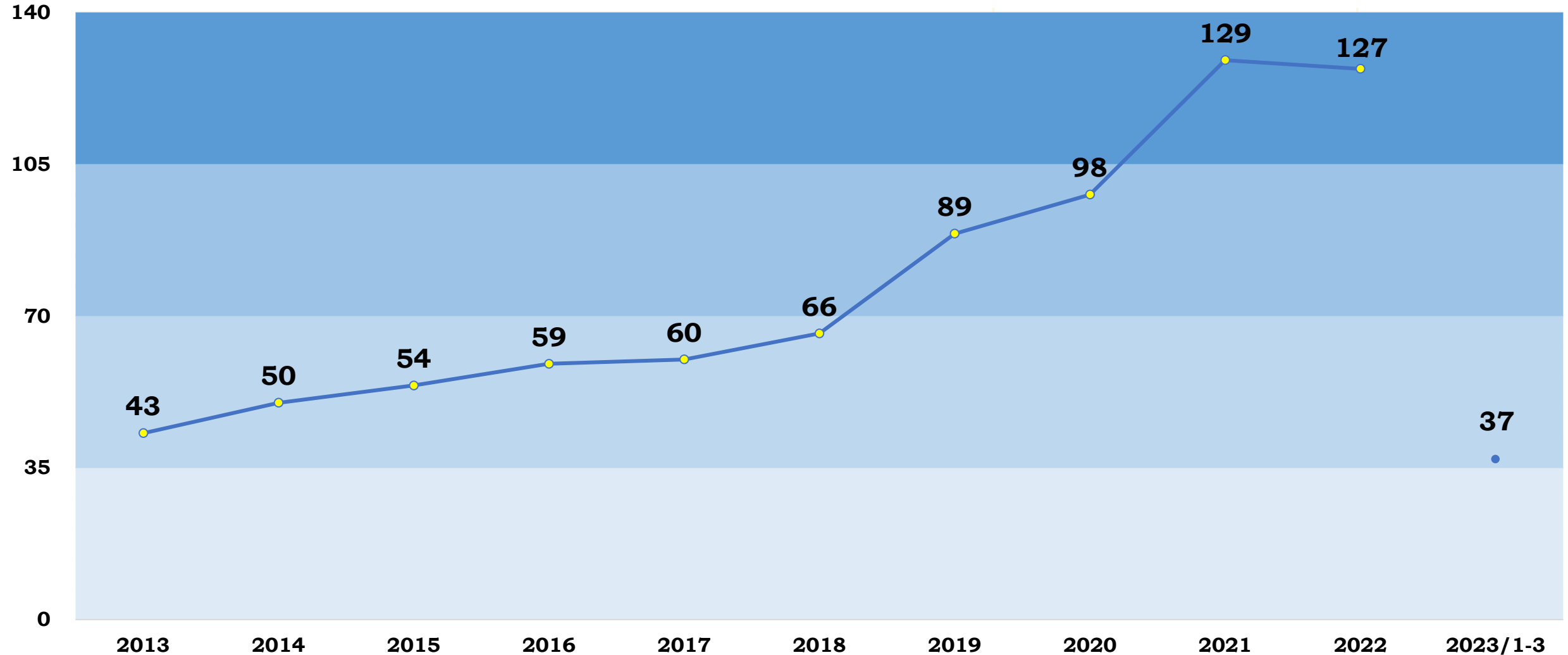


# **Financial Conditions & Analysis**

Senior Director of Financial Management Division /  
Michelle Chin

# Consolidated Revenue of Previous Years

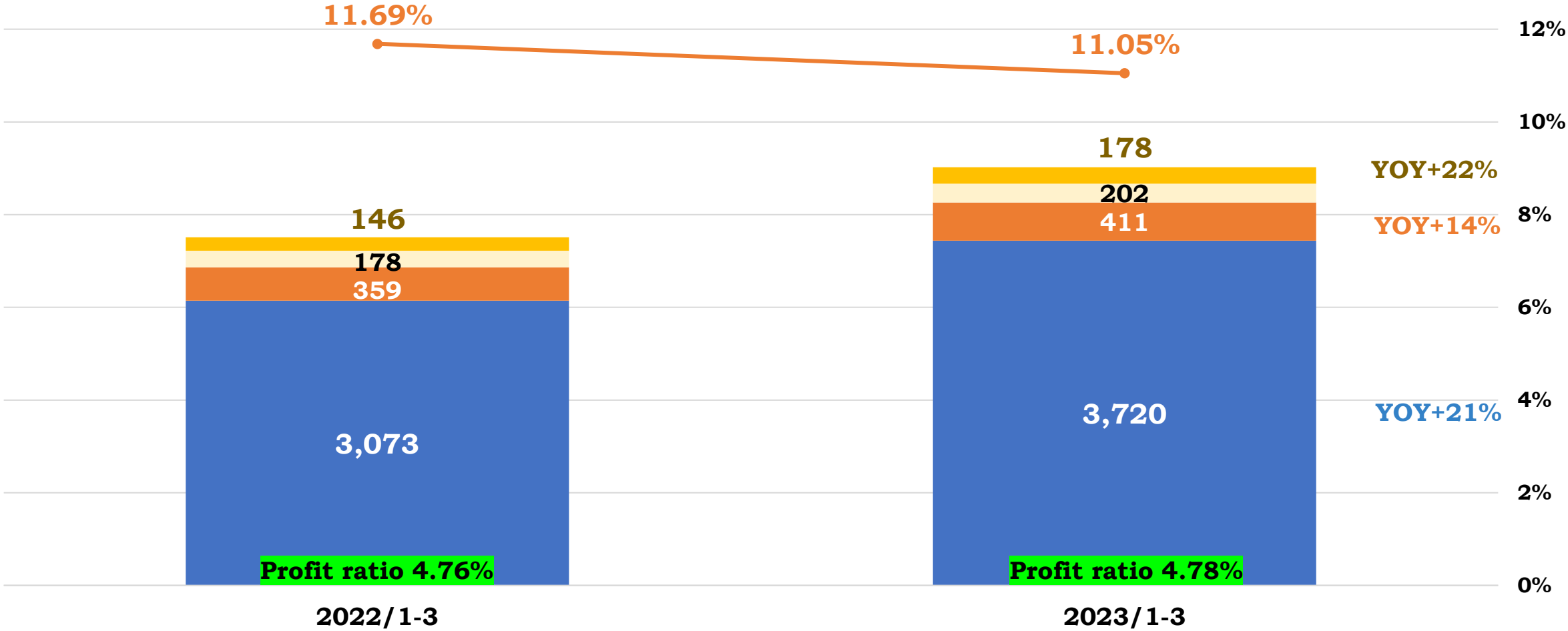
Unit: NT\$ 100 Million



# Bar Chart of Condensed Income Statement (Year-over-Year)

Operating Revenue   Gross Profit   Operating Expenses   Net Profit   Gross Profit Ratio

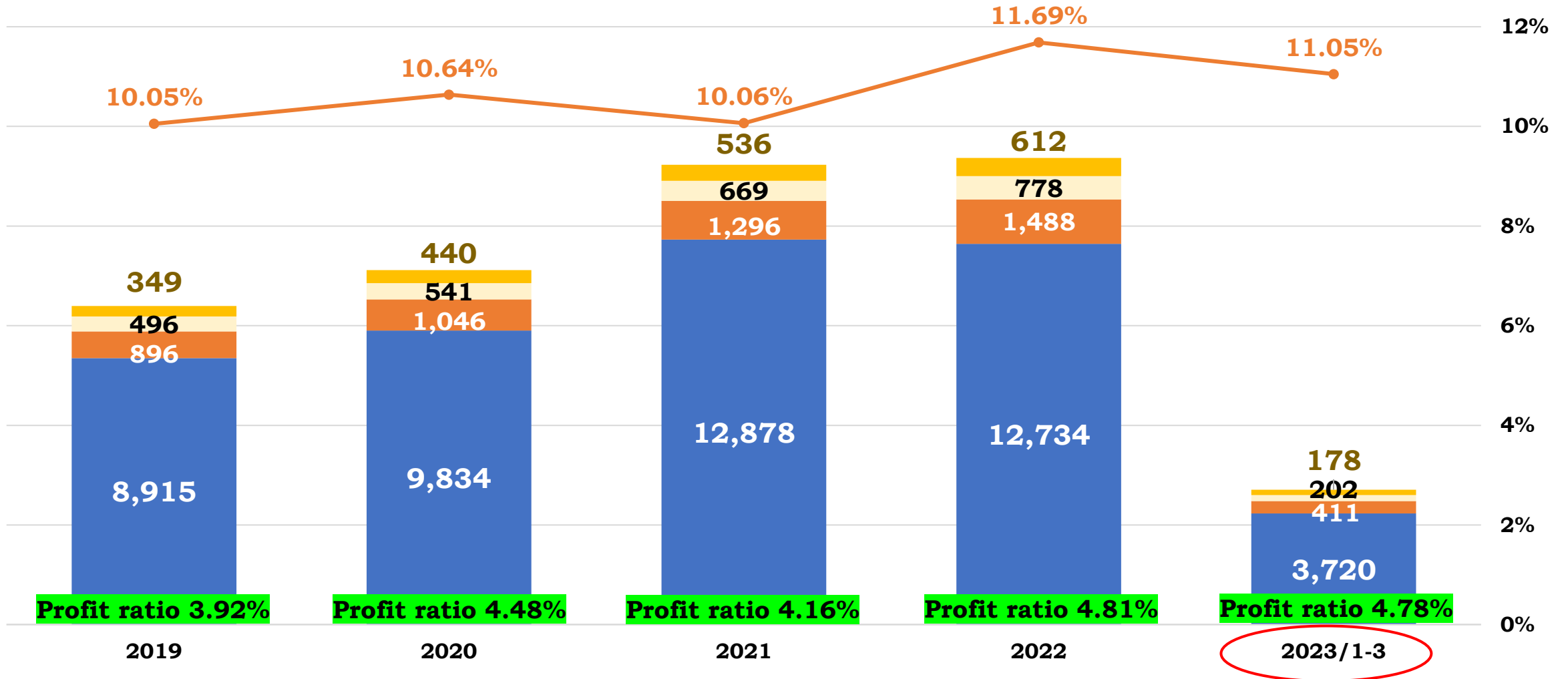
Unit : NT\$ Million; %



# Bar Chart of Condensed Income Statement

Operating Revenue   Gross Profit   Operating Expenses   Net Profit   Gross Profit Ratio

Unit: NT\$ Million; %



# Condensed Consolidated Balance Sheet

Unit: NT\$ Million

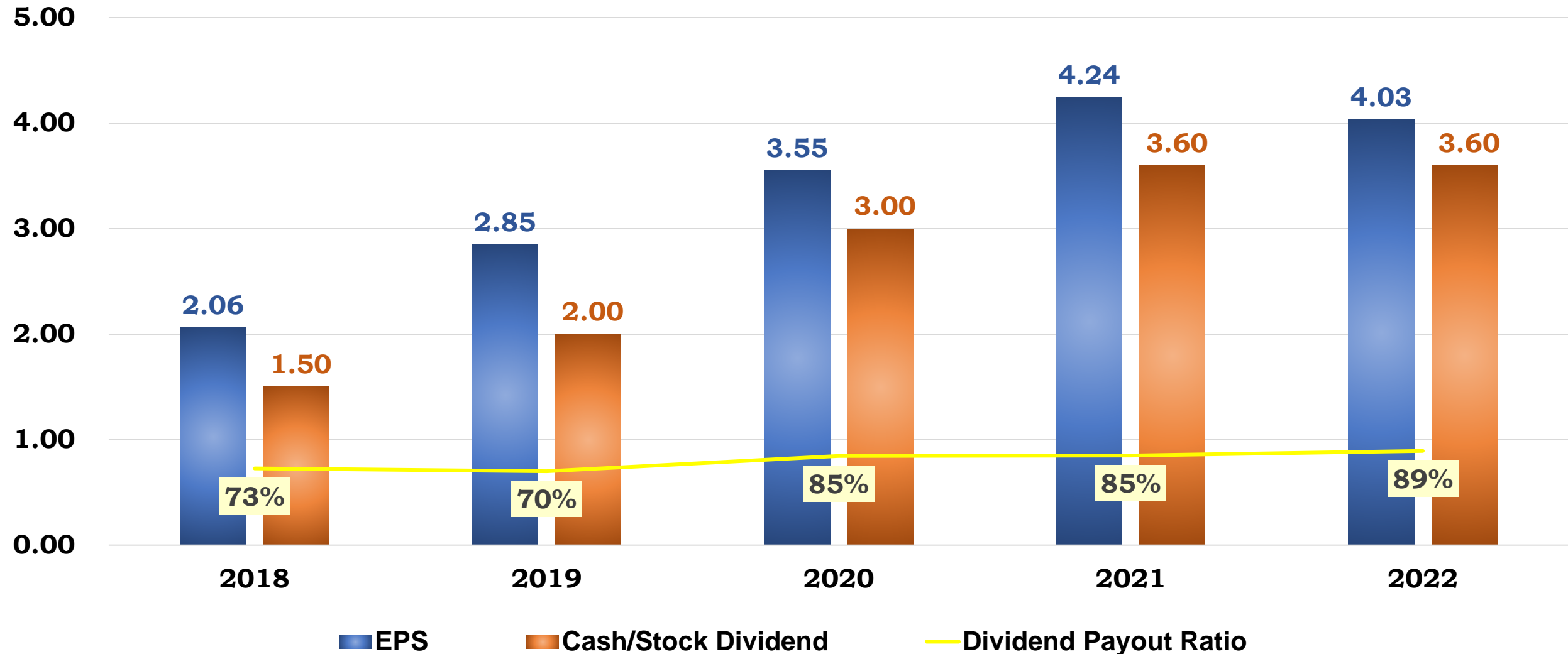
Items	2022/12/31		2023/3/31	
	Amount	%	Amount	%
Cash and financial assets-current	2,211	28%	2,316	29%
Notes, trade receivable	2,895	36%	3,218	42%
Inventories	1,961	25%	1,242	16%
Long-term investment	515	6%	543	7%
<b>Total assets</b>	<b>8,015</b>	<b>100%</b>	<b>7,761</b>	<b>100%</b>
Trade payables	3,334	42%	2,903	37%
<b>Total liabilities</b>	<b>4,032</b>	<b>50%</b>	<b>4,135</b>	<b>53%</b>
Total equity attributable to owners of the Company	3,948	49%	3,592	46%
Non-controlling interests	35	1%	34	1%
<b>Total equity</b>	<b>3,983</b>	<b>50%</b>	<b>3,626</b>	<b>47%</b>

# Financial Index Analysis

Item	2019	2020	2021	2022	2023Q1	Horizontal Average
Debts ratio (%)	53.57	51.21	48.62	50.30	53.27	53.98
Current Ratio(%)	162.00	167.54	184.20	177.42	166.04	171.78
Quick Ratio(%)	113.67	121.91	139.56	127.67	134.96	91.97
Average Collection Days	80.39	77.49	71.15	82.76	74.79	63.12
Average Inventory Turnover Days	51.48	53.21	45.51	58.58	44.08	117.40
Average Payables Days	83.91	88.81	82.77	103.11	86.08	92.08

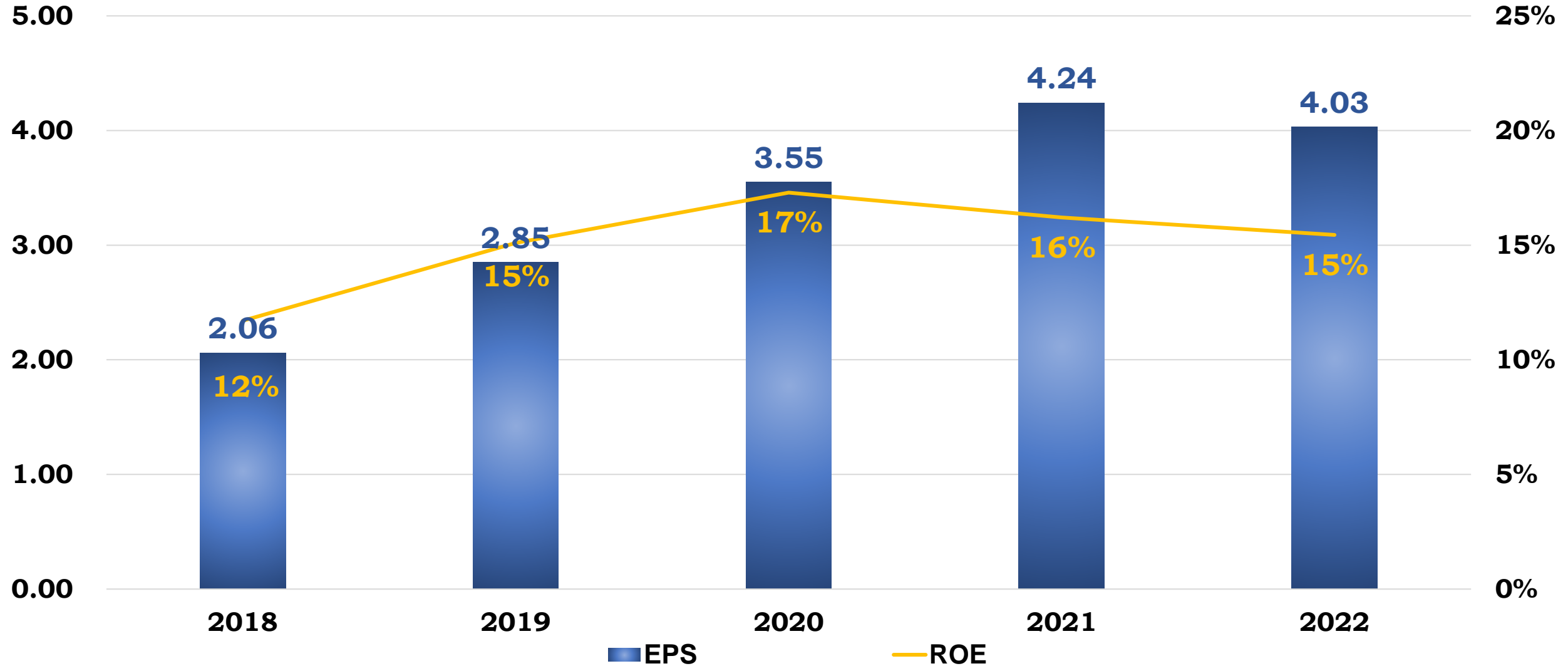
# EPS & Dividend Payout Ratio of Previous Years

Unit: NT\$



# ROE of Previous Years

Unit: NT\$





# **Value Proposition & Future Operation Prospect**

# The Values of Platforms & the Spirit of Service Zero One Offers

## Common Good Achieved

Create mutually beneficial & positive spiral

## Businesses Enhanced

Actualize product functions & integrate into practical applications

## Partners Aligned

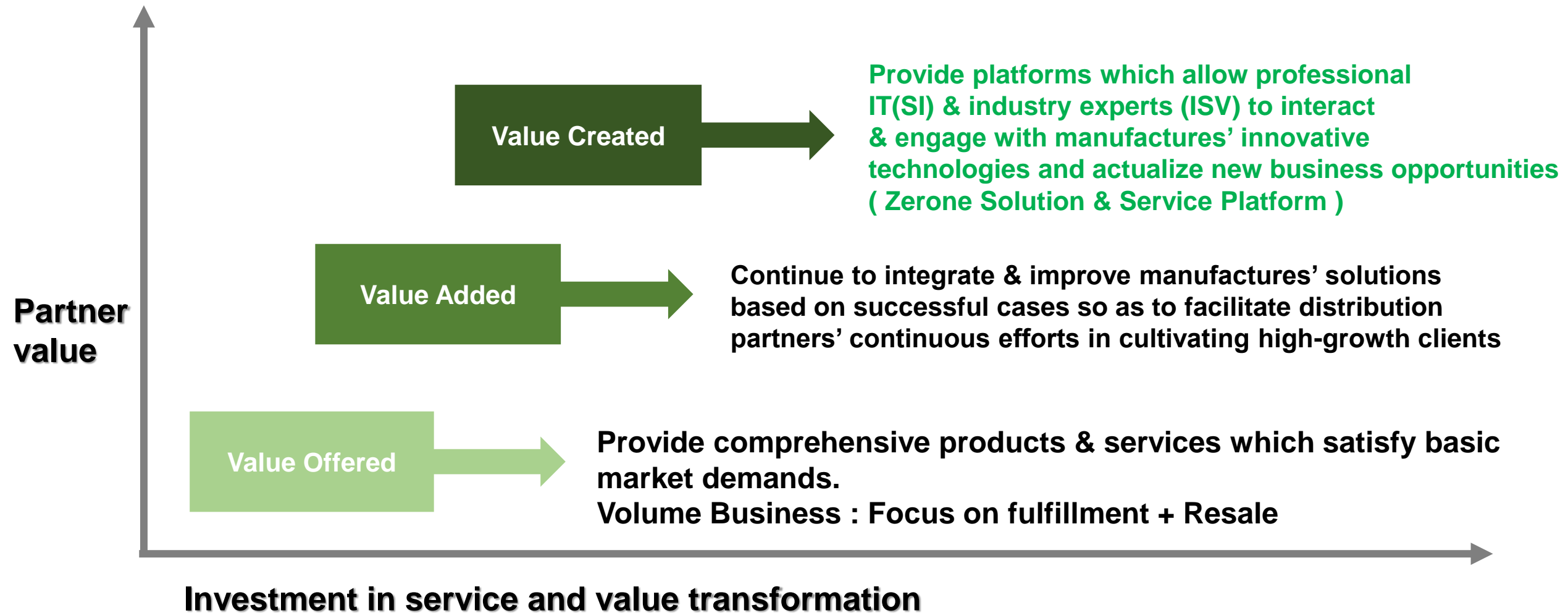
Build modules and transform customized project needs to duplicable solutions

## Manufacturers Sought

Bring in new technologies to Taiwan & facilitated industry transformation



# Zero One's Platform Strategy & Future Prospect





Thank you for attending the online investor conference

Q&A