GIGABYTE™

技嘉科技
2022 Q3 投資人說明會

2022/11/17

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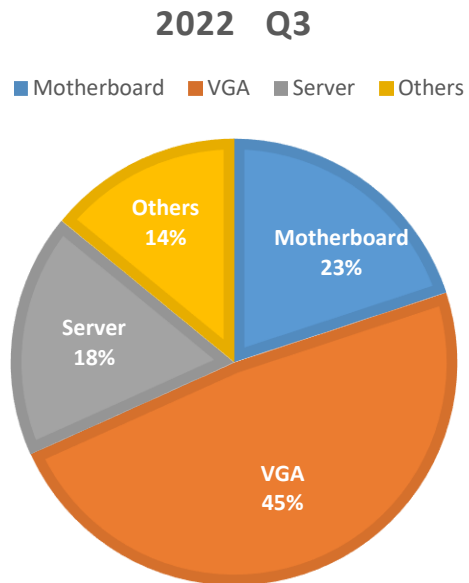# 議程

2022 年Q3財務現況

策略與展望

產品資訊

企業社會責任

Q&A

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財 務 現 況

2022 Q3 Income Statement

(in NT$100Mn)	2022Q3	2022Q2	QoQ	2021Q3	YoY
Net Revenue	241.92	226.60	6.76%	312.90	-22.68%
COGS	211.91	195.20	8.56%	240.30	-11.81%
Gross Profit	30.01	31.43	-4.52%	72.63	-58.68%
Operating Expenses	27.25	17.60	54.83%	33.01	-17.45%
Operating Profit	2.75	13.82	-80.10%	39.61	-93.06%
Pre-Tax Profit	15.27	17.62	-13.34%	45.86	-66.70%
Tax	3.58	7.80	-54.10%	9.96	-64.06%
Net Profit	11.68	9.82	18.94%	35.91	-67.47%
EPS	1.84	1.55		5.66	
Gross Margin	12.40%	13.87%		23.21%	
Operating Margin	1.14%	6.10%		12.66%	

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2022 Q3 Balance Sheet

in NT$100Mn	Sep.30,2022	June.30,2022	QoQ	Sep.30,2021	YoY
Cash & Equivalents	93.06	103.41	-10.01%	85.57	8.75%
Accoounts Receivable	121.35	116.16	4.47%	169.70	-28.49%
Inventories	229.06	299.57	-23.54%	224.02	2.25%
Current Assets	**470.27**	**554.15**	**-15.14%**	**514.77**	**-8.64%**
Fixed Assets	50.09	48.76	2.73%	42.50	17.86%
Total Assets	**557.78**	**645.33**	**-13.57%**	**598.66**	**-6.83%**
Accounts Payable	74.64	81.13	-8.00%	119.02	-37.29%
Current Liabilities	**199.84**	**301.57**	**-33.73%**	**256.71**	**-22.15%**
Total Liabilities	**211.44**	**311.43**	**-32.11%**	**266.95**	**-20.79%**
Paid-in Capital	63.57	63.57		63.57	0.00%
Stockholders' Equity	**346.34**	**333.90**	**3.73%**	**331.71**	**4.41%**
Avg Days of Inventory	113	145		83	
Avg Days of AR	44	48		41	
Avg Days of AP	49	50		42	
Avg CCC days	**107**	**143**		**82**	

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2022 Q3
Revenue by Product Line

2022 Q3
Revenue by Geography

2022 Q3

Legend: ■ Motherboard ■ VGA ■ Server ■ Others

- Motherboard 23%
- VGA 45%
- Server 18%
- Others 14%

2022 Q3

Legend: ■ EU ■ AM ■ China ■ RoW

- EU 28%
- AM 30%
- China 18%
- RoW 24%

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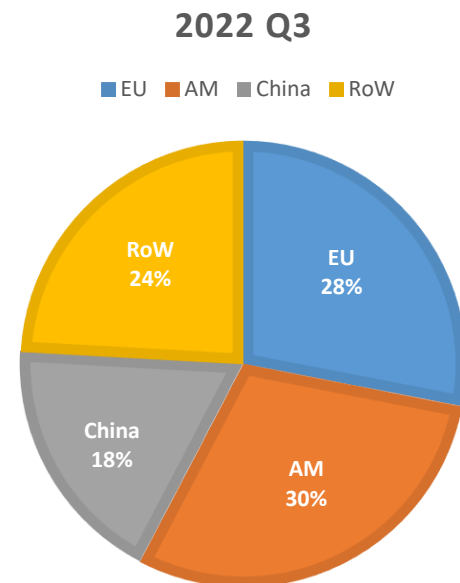
策略與展望

Business Direction

2022 Q4

- 消費型電子產品（MB與VGA）在庫存有效管理後將會走出谷底, 恢復成長
- 伺服器產品先前受到中國封控以及CPU緩交而造成的影響, 將會遞延在Q4開始出貨

 2023

- 消費型電子產品（MB與VGA）明年仍有至少single digit成長
- 伺服器產品明年仍看雙位數成長

產品資訊

伺服器

New Generation of Purpose-built Servers

In the next two quarters, we will welcome a new generation of AMD and Intel processors to the enterprise market. In response to the ultra-high-speed intercommunication challenges inherent in the chiplet design of the post-Moore era, GIGABYTE has established a large R&D database to provide solutions developed from the depth of R&D experience, helping engineers quickly develop new platforms that can ensure high-speed signal integrity. As a result, we can launch a wide range of servers optimized for diverse workloads to coincide with the launch of the new processors.

H-series
S-series
E-series
G-series
R-series

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伺服器

Complete Infrastructure Solution

Product autonomy enables GIGABYTE to implement and introduce a wide variety of server hardware to the market. Not only do we have the widest variety of GPU accelerated computing servers on the market, but we also are one of the few brands promoting ARM servers through channel sales. Besides hardware, we further assist customers with product validation, allowing consumers to create application-optimized server platforms using hardware configurations that suit their needs, providing customers with flexible options so they only get the features they require while simultaneously reducing user costs.
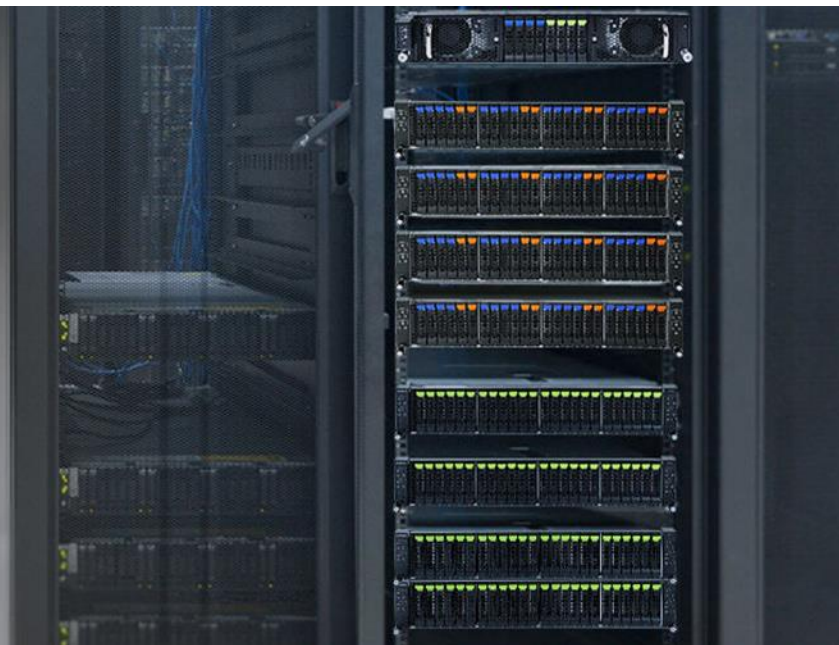
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主機板

AORUS Gaming and AERO Creator Motherboards for Intel Platform

Powered by brand new Z790 chipset and the latest Intel 13th and 12th Core CPUs, offering exceptional performance, excellent thermal design and system build convenience, that will attract new and existing users alike. Launch in Q4 this year.

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主機板

AORUS Gaming and AERO Creator Motherboards for AMD Platform

Powered by the X670 & B650 series chipset, support for the latest AMD 7000 Series AM5 CPUs, DDR5 memory, and PCIe 5.0 hardware design, offering exceptional performance that will attract new and existing users alike. Launch in Q4 this year.

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顯示卡

GeForce RTX 4090 Graphics Cards

To fully unleash the unparalleled performance of NVIDIA GeForce RTX 4090, GIGABYTE equipped its graphics cards with amped-up designs and improved features, giving hardcore gamers and content creators more of everything.

AORUS GeForce RTX® 40 Series

Apex of Cooling

WINDFORCE Bionic Shark Fans

顯示卡

GeForce RTX 4080 Series Graphics Cards

GIGABYTE provides both WATERFORCE and WINDFORCE thermal solutions, including AORUS XTREME water-cooled graphics cards, AORUS MASTER, GAMING OC, AERO OC, and EAGLE OC air-cooled graphics cards, which all meet the diverse requirements and needs.

筆記型電腦

AORUS 17X/16/15X Gaming Laptops

GIGABYTE has defined users' vision with Raptor lake laptops, powered by 13th gen Intel Core platform. This year, with the latest Nvidia graphic card embedded, for gamers to truly reshape the game.

AORUS 17 GAMING LAPTOP
Reshape the Game

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筆記型電腦

AERO 14 OLED & AERO 16 OLED

GIGABYTE has defined users' vision with Raptor lake laptops, powered by 13th gen Intel Core platform. With X-rite and Pantone dual color calibration, for creators to truly define their vision again.

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intel CORE i9

NVIDIA STUDIO

AERO 16 LAPTOP
ELEVATE YOUR VISION
SEE THE TRUE COLORS WITHOUT BOUNDARIES

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螢幕

M32UC Gaming Monitor

The world's first 31.5-inch 4K 144HZ curved gaming monitor. Equipped with the SuperSpeed VA panel, the response time can be shortened to 1ms for an extremely smooth and immersive gaming experience. The 3000:1 high contrast ratio makes the M32UC a great monitor for gaming in dark rooms.

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螢幕

M28U/M32U Arm Edition Gaming Monitor

The 4K pro gaming experience is now lifted to a whole new level by the Arm Edition gaming monitors. GIGABYTE M28U/M32U Arm Edition introduces an ergonomic monitor arm that adapts to every desktop scenario. From PC gaming, console gaming, to even streaming media.

Adapt to Win
Unlimited Pro Gaming
I\ 4K Arm Edition

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電源供應器

Best Power Supply for RTX 40 Series Graphics Cards

GIGABYTE presents a series of PSUs that are next-gen PCIe 5.0 compatible and go perfectly with the GeForce RTX 40 Series graphics cards.

Power Supply for RTX 40 Series

Power through the game.

GIGABYTE presents a series of PSUs that are next-gen PCIe 5.0 compatible and go perfectly with the GeForce RTX 40 Series graphics cards.

16-pin Connector Compatible*
* Only for PCIe 5.0 models.

Support Model

AORUS P1200W 80+ Platinum	GIGABYTE UD1000GM PG5	GIGABYTE UD1000GM	GIGABYTE UD850GM PG5	GIGABYTE UD850GM

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企業社會責任

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創新科技、美化人生、永續經營、 永續品牌

落實節能與製程改善,溫室氣體排放
▼ 38.85%
單位排碳營收強度
▲4.7 times

延續生態多樣性,從台灣到全球種植樹木
89,399 trees

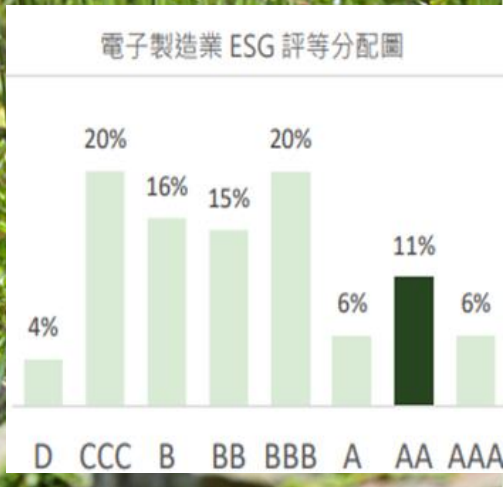推動永續供應鏈, 水量使用減少
▼ 33.56%

舉辦講座, 育成同仁永續意識, 教育時數
87,727 hours

培育工業設計人才, 舉辦學生創意比賽連續
19 years

降低營運對環境衝擊,廢棄物排棄
▼1.54%
單位廢棄物營收強度
▲2.9 times

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Uphold the spirit of ESG

GIGABYTE Ranks in the TOP 10%

of OSHA Active Evaluation of Corporate **Occupational Health and Safety** from companies' CSR Reports

技嘉 ESG 評等

ESG 評等	社會(S)	經濟(E)	環境(E)	揭露(D)
AA	76-100%	51-75%	76-100%	51-75%

電子製造業 ESG 評等分配圖

4%	20%	16%	15%	20%	6%	11%	6%
D	CCC	B	BB	BBB	A	AA	AAA

2022 職場永續健康與安全國際研討會

Awardee (Listed Companies)

- 2303 聯電
- 2330 台積電
- 2337 旺宏
- 2376 技嘉
- 2377 微星
- 2383 台光電
- 2409 友達
- 2439 美律
- 3037 欣興
- 3231 緯創
- 3481 群創
- 3711 日月光投控
- 4919 新唐
- 6239 力成
- 6669 緯穎
- 8021 尖點
- 8150 南茂

✓ OSH commitment, targets, and organizations
✓ OSH disclosure in accordance with GRI403 and SASB standards
✓ OSH risk identification, management, and implementation
✓ Overall OSH performance and mid- and long-term targets
✓ Obtain a third-party certification

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循環經濟

Gigabyte founded Bestyield based on its expertise in PCB repairs and customer service for more than 20 yeas. Bestyield aims to:

- Establish a sustainable circular economy business model with a core philosophy of "*Mottainai*" (不要浪費)
- Build a market for recycling and reselling electronic products without brand restrictions

In 2021, the service model reduced 90,000 tonnes of carbon emissions(碳排放量) by avoiding 634 tonnes of e-waste

2020 BS8001
Optimizing Level

2022 Taiwan Circular Economy Awards
Service Innovation Award

Outcome of Circular Economy

Trans-industrial cooperation
RMA centers transform into G+3C outlet showroom
Launch cross-border e-commerce services

Co-create Business Opportunities

Provide B2B laptop rental service to enterprises
Realize 100% of products returning for repairing
Recycled rental products return to market after refurbished and certified by the Sweet Lemon standard

Repair
Refurbish
Resell
Repurchase

G+ 3C Outlet 概念店

3 MONTHS WARRANTY

MB & VGA – 3 months
Refurbished NB – 1 years
New NB – 2 years

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Sweet Lemon Refurbished Product Certification

Manufacturer approved

GIGABYTE

Thousand Mile Trek
- Go Green Taiwan

Since 2015, a group of nature lovers at GIGABYTE decided to venture beyond the office and launch the "Thousand Mile Trek - Go Green Taiwan" round-island trek. The trekkers would pick up plastic rubbish along the way.

As of October 2022:

1,106.76 km
Walking distance

31,991 hours
Cumulative environmental service time

15,722.38 kg
Picked and removed wastes

運綠台灣
千里足夢

累計徒步里程：1,106.76公里
累積清除垃圾：15,722.38公斤
志工時數累積：31,991小時

2015 94.2 KG
01 誓師大會
02 草嶺古道
03 合興車站

2016 494.61 KG
04 國境之南
05 瘋媽祖佑安康
06 峨嵋湖巡禮
07 南迴越嶺道
08 發現好望角

2017 434.68 KG
09 府城懷古行
10 媽祖文化薪傳行
11 蘭陽之美
12 探訪山城
13 噶瑪蘭行腳

2018 2,071.84 KG
14 漫步白沙屯
15 壯遊蘇花
16 東岸鐵道行
17 文創行旅
18 大甲好運通

2019 3,769.13 KG
19 跨年作伙行
20 打狗走透透
21 戀上龍洞灣
22 海廢大逃出
23 再會台中港
24 雙足慶雙十

2020 2,575.96 KG
25 西濱風情
26 車過枋寮
27 悠遊北海岸

2021 2,885.63 KG
28 鹿港小鎮
29 獅頭望燭台
30 寶桑山海戀
31 邂逅新金山
32 日昇太麻里

2022 3,396.33 KG
33 糖都物語
34 流浪到淡水
35 布袋好厝邊

因道路危險
為搭車行經路段

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Q&A

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