



# 2024 AOPEN

# Investor Conference

BRIGHT IDEAS CONNECTED

陳聿修 / Edward Y.H. Chen

Aopen Inc. CFO

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# Disclaimer

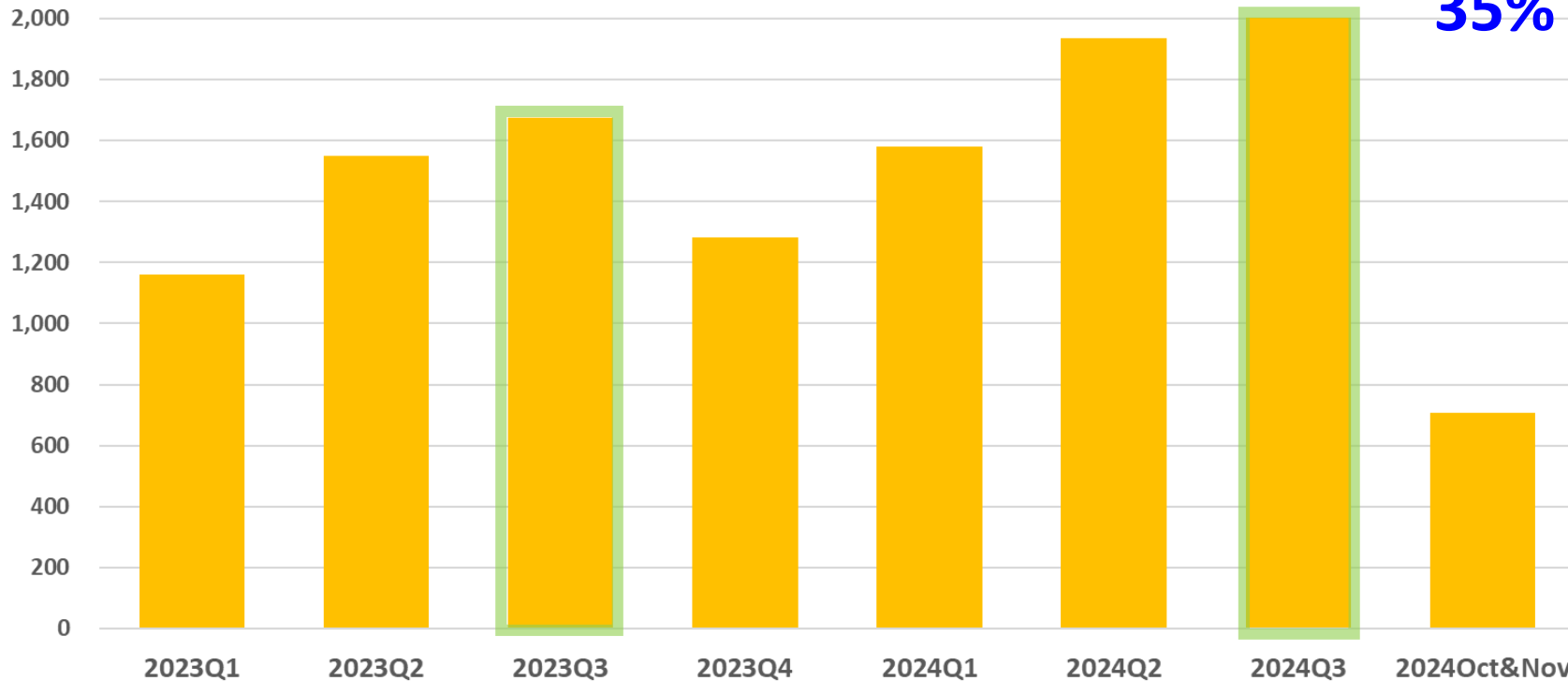
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NT\$M

# 2023/Q1~2024/Nov. Revenue

Q3 YoY:  
**35%**



Rev.	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2	2024Q3	2024Oct&Nov
NT\$ M	1,161	1,549	<b>1,676</b>	1,281	1,580	1,934	<b>2,259</b>	707
US\$ M	38.2	50.4	52.8	40.3	50.2	59.8	69.9	21.9

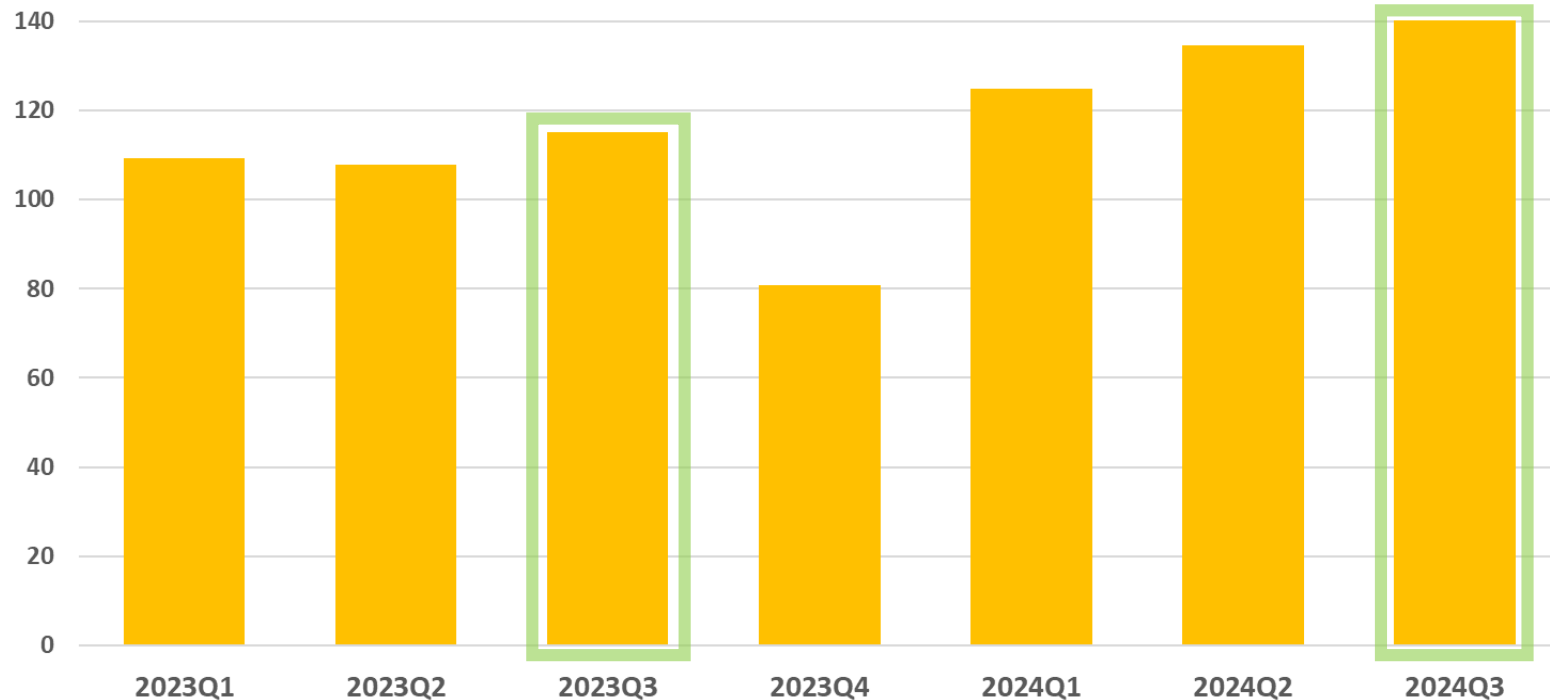
2023 : NT \$5,667M

2024YTNov : NT \$6,479M

NT\$M

# 2023/Q1~2024/Q3 GP

Q3 YoY: **40%**



GPM	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2	2024Q3
NT\$ M	109	108	115	81	125	134	162
US\$ M	3.60	3.51	3.63	2.54	3.97	4.16	5.00

# Income Statement 2024-Q3 vs 2023-Q3

Unit : NT\$K	Q3 '24		Q23 '24		QoQ	Q3 '23		YoY
Net Revenue	2,259,197	100.0%	1,933,504	85.6%	17%	1,675,527	100.0%	35%
Gross Profit	161,594	7.2%	134,453	6.0%	20%	115,157	6.9%	40%
Operating Expenses	72,491	3.2%	65,131	2.9%	11%	63,305	3.8%	15%
Operating Income	89,103	3.9%	69,322	3.1%	29%	51,852	3.1%	72%
Non-operating income and loss	8,099	0.4%	10,601	0.5%	-24%	16,505	1.0%	-51%
Income before Taxes	97,202	4.3%	79,923	3.5%	22%	68,357	4.1%	42%
<b>Net Income</b>	<b>96,219</b>	<b>4.3%</b>	<b>78,047</b>	<b>3.5%</b>	<b>23%</b>	<b>67,607</b>	<b>4.0%</b>	<b>42%</b>
Net income attributable to : Shareholders of the Parent	<b>98,340</b>		<b>79,475</b>			<b>69,603</b>		
Earnings per Share (NT\$)	<b>1.25</b>		<b>1.01</b>			<b>0.94</b>		

# Income Statement(YTD) for 2024-Q3 vs 2023-Q3

Unit : NT\$K	2024-Q3 (YTD)		2023-Q3 (YTD)		YoY
Net Revenue	<b>5,772,387</b>	<b>100.0%</b>	<b>4,386,080</b>	<b>100.0%</b>	<b>32%</b>
Gross Profit	420,903	7.3%	332,084	7.6%	27%
Operating Expenses	199,940	3.5%	183,196	4.2%	9%
<b>Operating Income</b>	<b>220,963</b>	<b>3.8%</b>	<b>148,888</b>	<b>3.4%</b>	<b>48%</b>
Non-operating income and loss	32,528	0.6%	37,995	0.9%	-14%
Income before Taxes	253,491	4.4%	186,883	4.3%	36%
<b>Net Income</b>	<b>249,574</b>	<b>4.3%</b>	<b>182,758</b>	<b>4.2%</b>	<b>37%</b>
Net income attributable to : Shareholders of the Parent	<b>254,340</b>		<b>182,801</b>		
Earnings per Share (NT\$)	<b>3.24</b>		<b>2.52</b>		

# Balance Sheet

UNIT NT\$K	2024.9.30		2024.6.30		2023.9.30	
Cash and cash equivalents	1,623,240	42%	1,483,795	41%	740,042	23%
Accounts receivable, net	1,319,667	34%	1,336,318	37%	1,669,008	53%
Other current assets	365,487	9%	411,708	11%	343,921	11%
<b>Total Current Assets</b>	<b>3,308,394</b>	<b>86%</b>	<b>3,231,821</b>	<b>89%</b>	<b>2,752,971</b>	<b>87%</b>
Investments accounted for using equity method	547,181	14%	417,272	11%	397,656	13%
<b>Total Assets</b>	<b>3,855,575</b>	<b>100%</b>	<b>3,649,093</b>	<b>100%</b>	<b>3,150,627</b>	<b>100%</b>
Accounts payable & Other payables	2,010,693	52%	1,862,190	51%	1,590,055	50%
Other current liabilities	232,612	6%	301,260	8%	120,280	4%
<b>Total current liabilities</b>	<b>2,243,305</b>	<b>58%</b>	<b>2,163,450</b>	<b>59%</b>	<b>1,710,335</b>	<b>54%</b>
Total non-current liabilities	78,868	2%	70,409	2%	75,598	2%
<b>Total liabilities</b>	<b>2,322,173</b>	<b>60%</b>	<b>2,233,859</b>	<b>61%</b>	<b>1,785,933</b>	<b>57%</b>
Common stock	784,480	20%	784,480	21%	784,480	25%
Capital surplus	424,412	11%	424,412	12%	410,864	13%
Retained earnings & Other equity	324,510	8%	206,342	6%	169,350	5%
<b>Total equity</b>	<b>1,533,402</b>	<b>40%</b>	<b>1,415,234</b>	<b>39%</b>	<b>1,364,694</b>	<b>43%</b>
<b>Total liabilities and equity</b>	<b>3,855,575</b>	<b>100%</b>	<b>3,649,093</b>	<b>100%</b>	<b>3,150,627</b>	<b>100%</b>
Current Ratio	1.47		1.49		1.61	
Debt Ratio	60%		61%		57%	
BVPS (NT\$)	18.75		18.04		17.40	



**The Best is yet to come**