

Data Image Corporation Investor Conference

DATA IMAGE Corporation 眾福科技股份有限公司

Mar 26, 2025



CREATIVE | INTEGRATED | INNOVATIVE

Participants



President

Phil Yu

VP & Spokesman

Vic Huang

Sales Director

Amy Lien

CFO

Danny Yen

Senior R&D Director

Jackie Yeh

Agenda



- 1. Company Profile**
- 2. 2024 Q4 Financial Results**
- 3. Business Update and Outlook**
- 4. Q&A**

Safe Harbor Notice



We have made forward-looking statements in the presentation. Our forward-looking statements contain information regarding, among other things, our financial conditions, future expansion plans and business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties, and assumptions about us.

We undertake no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events might not occur and our actual results could differ materially from those anticipated in these forward-looking statements.

1. Company Profile

Data Image Corporation



Focused on the design and manufacturing of outdoor weatherproof and rugged displays, meeting the needs of global customers.

Year Established **1997**

IPO Year **2024**
(Ticker 3168)

Capital (NTD) **7.8B**

No. of Employees **540+**

Global Presence

Manufacturing Sites :
Taiwan, China

Sales Offices :
+10 Locations Worldwide

R&D Centers :
Taiwan, China

2024 Revenue
NTD 34.18B (USD\$ 107M)

2023 Revenue
NTD 39.16B (USD\$ 127M)

Revenue Breakdown by
Area (2024 YTD):

Asia	34%
Americas	46%
Europe	20%

2. 2024 Q4 Financial Results

Consolidated Statement of Comprehensive Income (Quarterly)



Unit : NT\$ Million

	2024 Q4		2023 Q4		YoY		2024 Q3		QoQ	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
Net Sales	795	100%	781	100%	14	2%	892	100%	(97)	-11%
Cost of Goods Sold	(593)		(607)		15		(670)		77	
Gross Margin	202	25%	174	22%	29	17%	222	25%	(20)	-9%
Operation Expenses	(129)	-16%	(112)	-14%	(17)		(137)	-15%	8	
Operation Income	73	9%	62	8%	11	19%	85	9%	(12)	-14%
Net non-operating Income	4		3		1		(2)		6	
Profit before Tax	77	10%	65	8%	12	19%	82	9%	(5)	-7%
Net Income	59	7%	52	7%	7	13%	66	7%	(7)	-11%
Net income attributable to DI	47	6%	41	5%	6	13%	59	7%	(12)	-21%
EPS(NT\$)(a)	\$0.60		\$0.60		\$0.00		\$0.76		-\$0.16	

(a)EPS was calculated based on total weighted-averaged outstanding shares.

Consolidated Statement of Comprehensive Income (YTD)



Unit : NT\$ Million

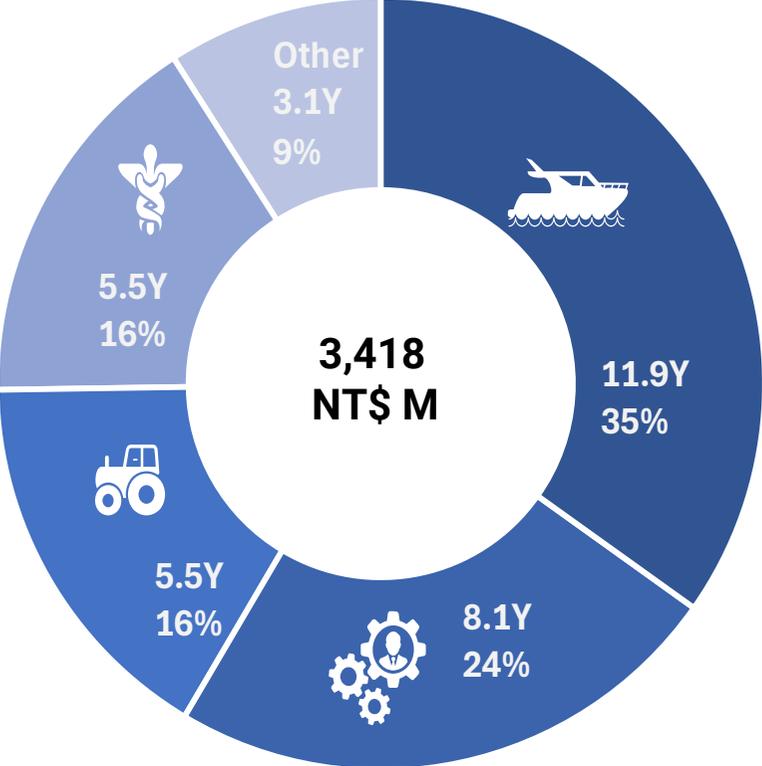
	2024		2023		YTD YoY	
	amt	g%	amt	g%	amt	g%
Net Sales	3,418	100%	3,916	100%	(498)	-13%
Cost of Goods Sold	(2,563)		(2,984)		421	
Gross Margin	856	25%	932	24%	(77)	-8%
Operation Expenses	(529)	-15%	(536)	-14%	6	
Operation Income	326	10%	397	10%	(70)	-18%
Net non-operating Income	6		1		4	
Profit before Tax	332	10%	398	10%	(66)	-17%
Net Income	271	8%	315	8%	(43)	-14%
Net income attributable to DI	223	7%	279	7%	(56)	-20%
EPS(NT\$)(a)	\$2.93		\$4.02		-\$1.09	

(a)EPS was calculated based on total weighted-averaged outstanding shares.

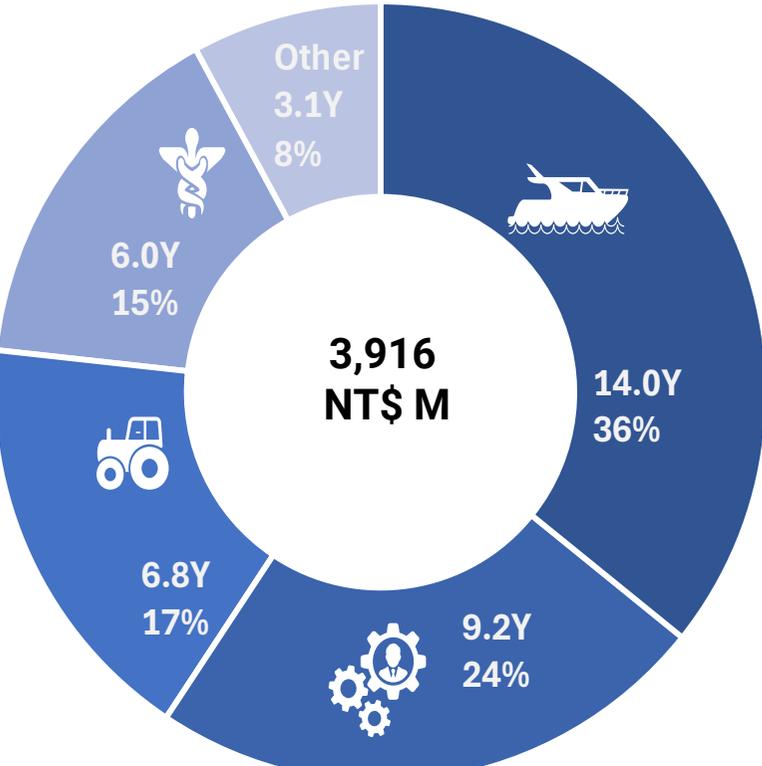
Product applications



2024



2023



Consolidated Balance Sheet Highlights



Unit : NT\$ Million

	2024.12.31		2024.09.30		QoQ		2023.12.31		YoY	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
Cash & Equivalent	1,306	35%	1,162	31%	144	12%	948	29%	358	38%
Accounts Receivable (Including the related parties)	710	19%	752	20%	(42)	-6%	547	17%	163	30%
Inventory	542	14%	618	17%	(76)	-12%	602	18%	(60)	-10%
Property, plant and equipment	776	21%	785	21%	(8)	-1%	787	24%	(11)	-1%
Total assets	3,754	100%	3,704	100%	50	1%	3,284	100%	470	14%
Accounts Payable	405	11%	511	14%	(106)	-21%	367	11%	38	10%
Current liabilities	904	24%	936	25%	(32)	-3%	912	28%	(8)	-1%
Non-current liabilities	74	3%	49	1%	25	50%	57	2%	17	29%
Equity	2,776	74%	2,719	73%	57	2%	2,314	70%	462	20%

Key Financial Ratios (Consolidated)



	2024.12.31	2024.09.30	2023.12.31
AR Turnover(Days)	67	68	65
Inventory Turnover(Days)	81	85	95
AP Turnover(Days)	57	64	61
Cash Conversion Cycle(Days)	91	89	99
Current ratio	289%	275%	234%
ROE(annualized)(a)	11%	11%	13%

(a)Annualized net income/Average total equity

3. Business Update and Outlook

Essential Features of Product Strategy



Marine

Promote ultra-wide and large-size applications, expand the high-resolution product line, and develop next-generation high-end yacht instrumentation.



Vehicle

Align with the green energy vehicle trend by developing smart electric vehicle instrument clusters, offering vertically integrated hardware and software system solutions, and expanding the special vehicle product line.



Industrial

Expand from outdoor weather-resistant displays to human-machine interface systems, enhance the development of complete machine solutions, and offer 24-7-5 high-performance outdoor weather-resistant products.



Medical

Collaborate with leading medical manufacturers to develop Image Guided Therapy (IGT) systems, including 55" to 65" professional medical displays.

System Integration



MCU-Platform Embedded



Open-Frame / Monitor



Essential Features of Product Strategy



Marketing Promotion & New Product Lunch



Computex (Taiwan)



Electronica (Munich)



Touch Taiwan

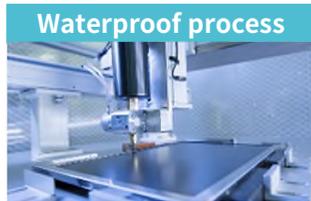


Embedded World

We provide expertly designed rugged products with strong capabilities tailored to your specific environment.



Professional Technology



Waterproof process



Optical bonding



Value added design



Curved ultra-wide



System integration



Outdoor verification



Extreme weather



24/7 operation



Touch Technology



Hover touch



Waterproof touch

Q1/Q2,25 Business Highlights



Marine



Last year, the high customer inventory levels caused delays in product shipments. However, by Q1, inventory levels have normalized. At the same time, we continued to expand our customer base and drive new product development, with mass production and shipments expected to commence gradually in Q2 this year. The product development strategy will focus on expanding large-size marine displays and creating high-value-added products.

Vehicle



New projects for special vehicles continue to increase, and the product strategy focuses on outdoor ruggedness and hardware-software integration development, driving an increased demand for R&D capacity. Mass production is set to begin in Q2 this year, and production volume is expected to steadily increase, becoming a key driver for future revenue growth. Among these, the smart instrument cluster market for the European new energy Mini car shows promising potential, which will drive business growth.

Industrial



The new project continues to focus on the development of outdoor rugged displays, covering charging stations and large interactive information boards. By offering product differentiation and high-reliability design with 24-7-5 outdoor rugged specifications, it aims to enhance added value and effectively drive overall gross profit growth. The demand for production in Vietnam is becoming increasingly clear, and the advanced deployment of production lines has already started to yield benefits. In the future, the capacity layout in Vietnam will continue to expand.

Medical



Due to the impact of geopolitical factors and inflation, the growth of the medical market has been limited. However, the existing medical display business remains stable, and new products still require continuous development. The development of new large medical display projects is ongoing, and once mass production begins, they are expected to contribute to revenue. Future growth in new markets will focus on medical human-machine interface displays, expanding the business footprint.



4. Q&A

Thank You



We Think Outdoor . We Are Rugged

