



DIVA Investor Conference

Dec 6, 2024

Participants



Vice Chairman & CEO

Gene Chen



GM

Yvonne Liu



Admin VP & Spokesman

Michael Mai



Finance Senior Manager

Angel Chiang

Agenda

一. Company Profile

Admin VP &
Spokesman

Michael Mai

二. 2024 Q1-Q3 Financial Results

三. Business Update and Outlook

GM

Yvonne Liu

四. Q&A

Vice Chairman &
CEO

Gene Chen

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.



— .Company Profile

Admin VP & Spokesman Michael Mai

DIVA Labs.

Focused on providing high quality precision displays to meet the product requirements of global OEM and ODM customers

Year Established **1995**

IPO Year **2013**
(Ticker 4153)

Capital (NTD) **601M**

No. of Employees **145+**

Global Presence

Manufacturing Sites : Taiwan

Sales Offices : 3 Locations Worldwide

R&D : Taiwan

Revenue Breakdown by Geography :

	2022	2023	2024
Americas	43%	37%	44%
Europe	39%	44%	39%
Taiwan	8%	6%	5%
Others	10%	13%	12%

2024 Q1-Q3 Revenue

NTD\$ 639M (USD\$ 20M)

2023 Revenue

NTD\$ 894M (USD\$28.8M)



二. 2024 Q1~Q3 Financial Results

Admin VP & Spokesman Michael Mai

2024 Q1-Q3 Highlights

01

Revenue -7% YoY in the first three quarters

- -1% for medical, -4% for industrial, and -2% for parts and components.

02

Operating income and net income attributable to the parent company YoY in the first three quarters

- Operating income +21%, and net income attributable to the parent company +34%.

Consolidated Statement of Comprehensive Income(Quarterly)

Unit : NT\$Million

	2024 Q3		2023 Q3		YoY		2024 Q2		QoQ	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
Net Sales	194	100%	207	100%	(14)	-7%	223	100%	(29)	-13%
Cost of Goods Sold	(135)		(146)		11		(152)		17	
Gross Margin	59	30%	62	30%	(3)	-4%	71	32%	(12)	-17%
Operating Expenses	(39)	-20%	(35)	-17%	(4)		(40)	-18%	1	
Operating Income	20	10%	26	13%	(7)	-25%	31	14%	(12)	-37%
Net non-operating Income	0		(1)		1		1		(1)	
Profit(Loss) before Tax	20	10%	25	12%	(5)	-21%	32	14%	(12)	-38%
Net Income	15	8%	19	9%	(4)	-22%	31	14%	(16)	-51%
Net income attributable to DIVA	15	8%	19	9%	(4)	-22%	31	14%	(16)	-51%
EPS (NT\$) (a)	\$0.26		\$0.33		-\$0.07		\$0.52		-\$0.26	

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

Consolidated Statement of Comprehensive Income (YTD)

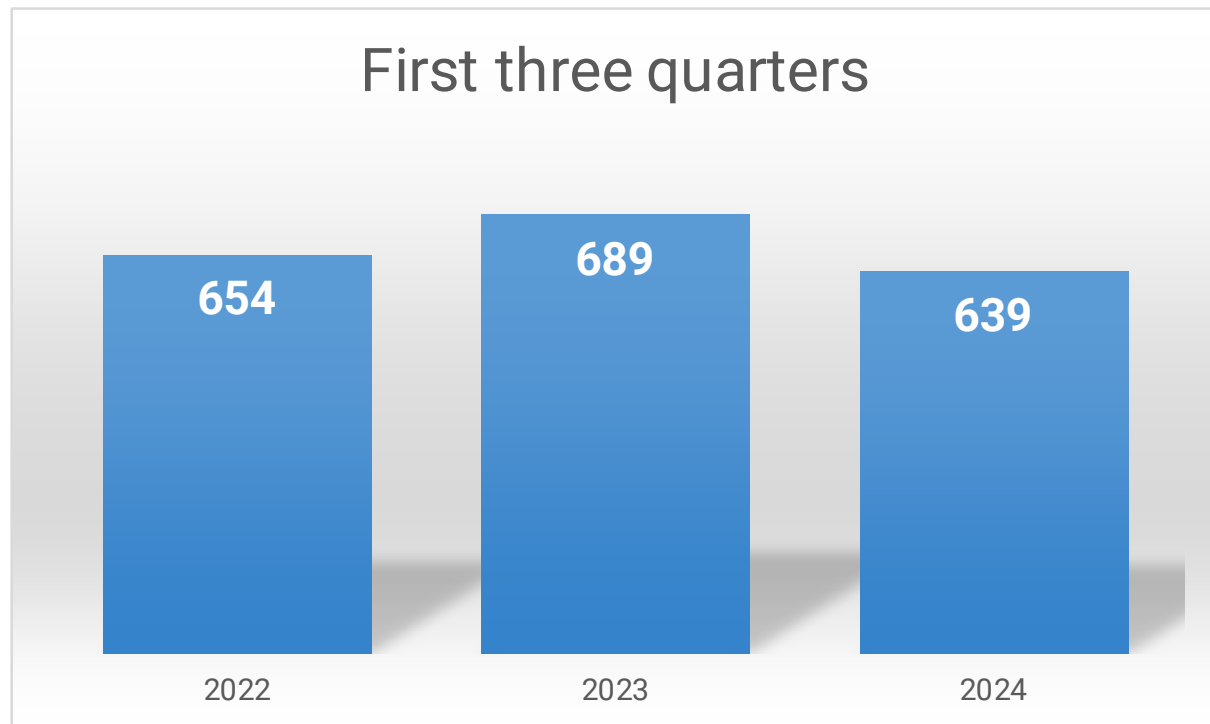
Unit : NT\$Million

	2024 Q3		2023 Q3		YoY	
	amt	g%	amt	g%	amt	g%
Net Sales	639	100%	689	100%	(50)	-7%
Cost of Goods Sold	(447)		(485)		39	
Gross Margin	193	30%	204	30%	(11)	-6%
Operating Expenses	(111)	-17%	(137)	-20%	26	
Operating Income	81	13%	67	10%	14	21%
Net non-operating Income	3		(6)		9	
Profit(Loss) before Tax	84	13%	61	9%	23	38%
Net Income	70	11%	53	8%	18	34%
Net income attributable to DIVA	70	11%	53	8%	18	34%
EPS (NT\$) (a)	\$1.20		\$0.90		\$0.30	

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

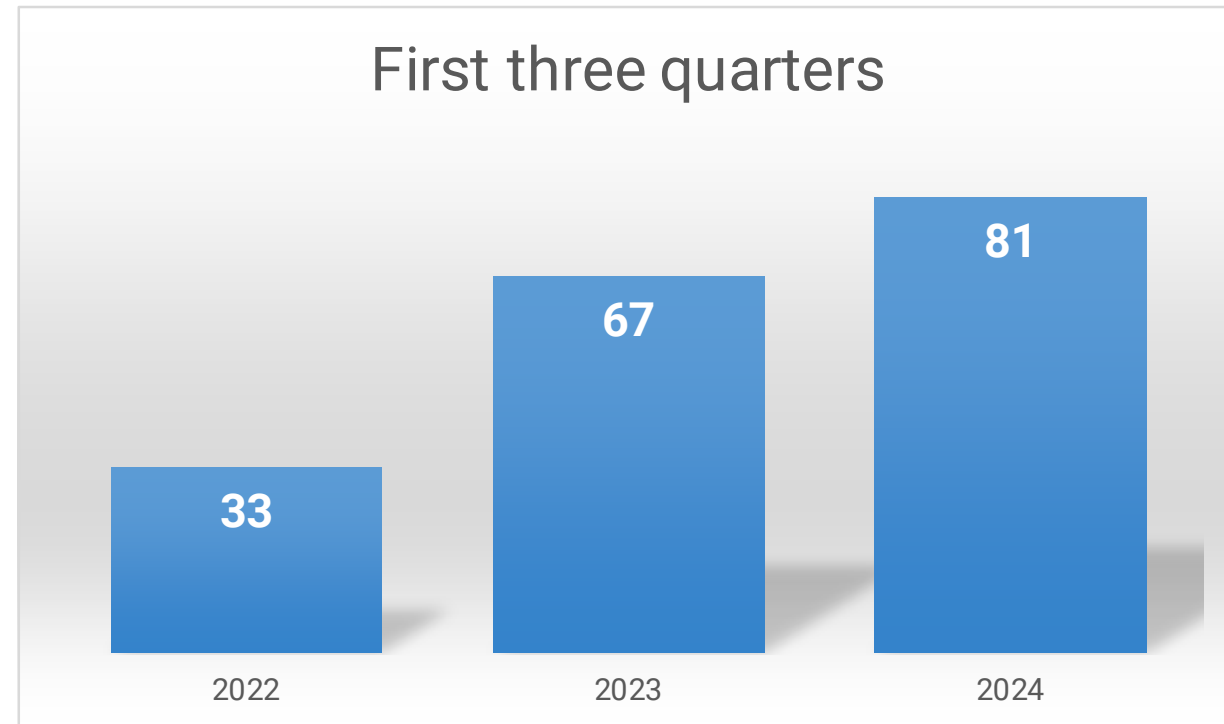
Revenue and Operating Income

Unit : NT\$ Million



Revenue

Unit : NT\$ Million



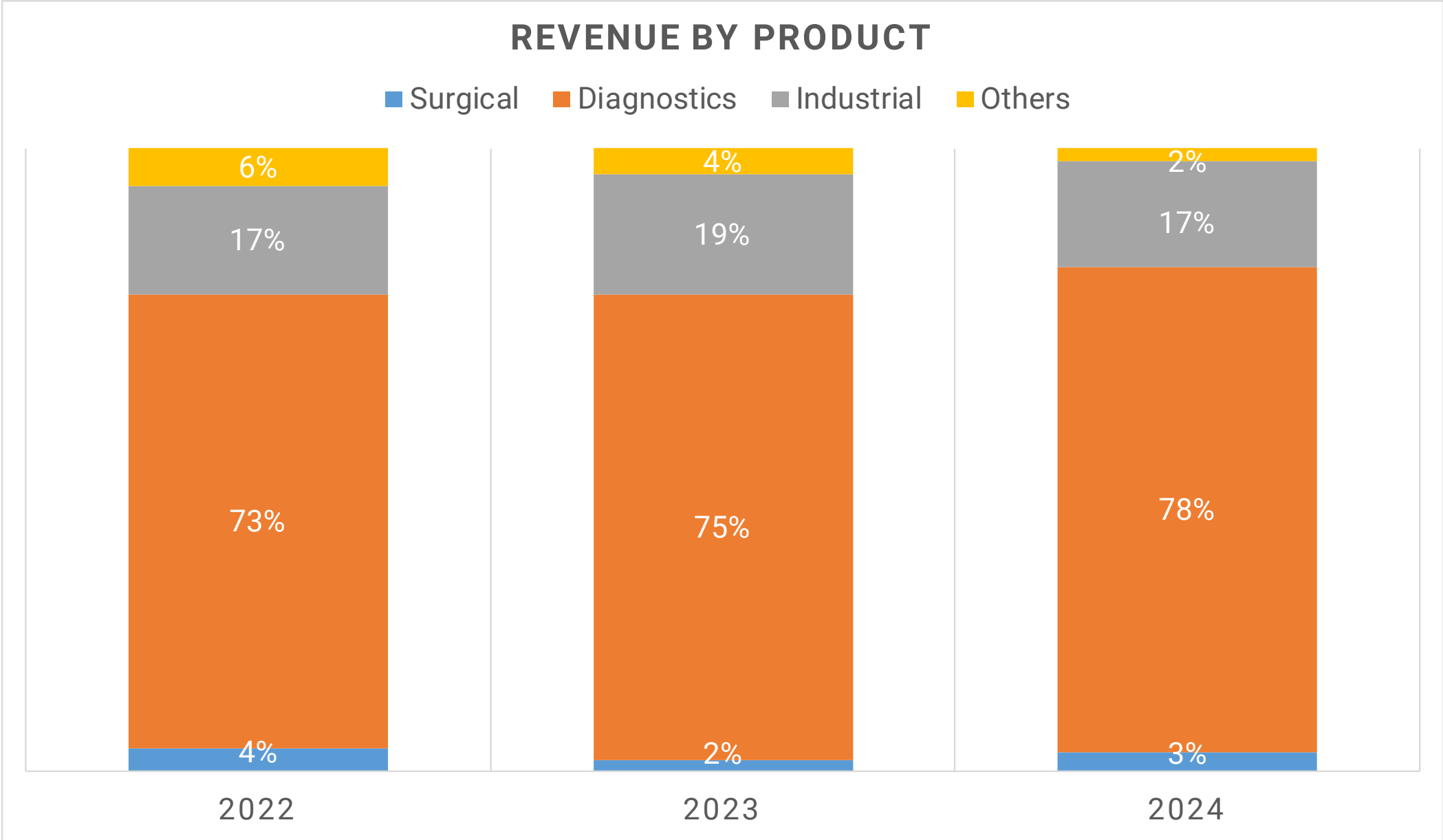
Operating Income

Consolidated Balance Sheet Highlights

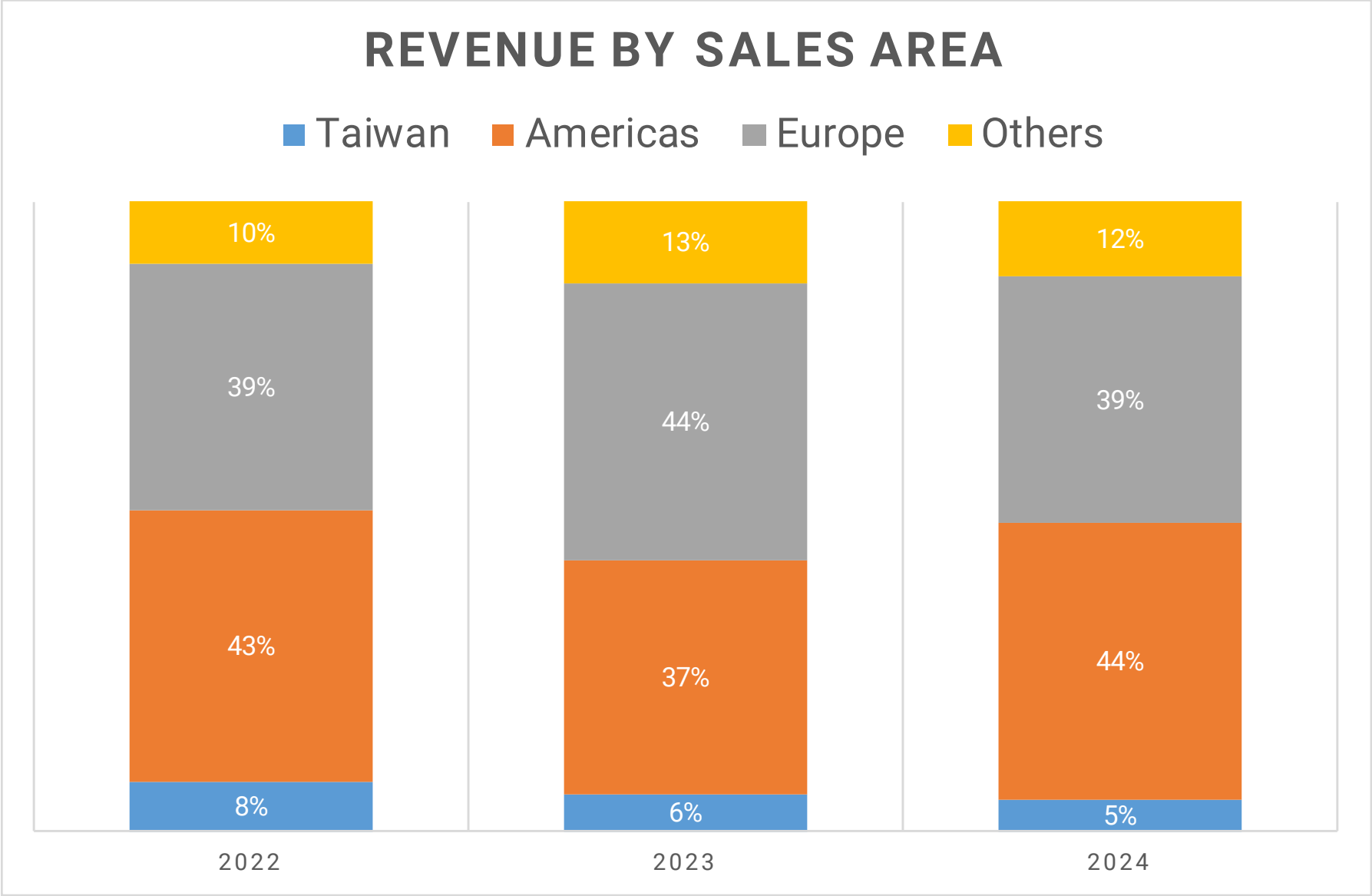
Unit : NT\$ Million

	2024.09.30		2024.06.30		QoQ		2023.09.30		YoY	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
Cash & Equivalent	546	44%	608	45%	-61	-10%	460	38%	87	19%
Accounts Receivable	233	19%	251	19%	-18	-7%	241	20%	-8	-3%
Inventory	175	14%	179	13%	-4	-2%	226	18%	-50	-22%
Financial assets at fair value through other comprehensive income–non-current	6	0%	8	1%	-2	-28%	4	0%	1	25%
Total Assets	1,251	100%	1,339	100%	-88	-7%	1,224	100%	27	2%
Fin. Debt	-	0%	1	0%	-1	-100%	2	0%	-2	0%
Accounts Payable	66	5%	84	6%	-18	-21%	64	5%	2	4%
Toal Liabilities	219	18%	319	24%	-100	-31%	211	17%	8	4%
Equity	1,032	82%	1,019	76%	13	1%	1,012	83%	19	2%

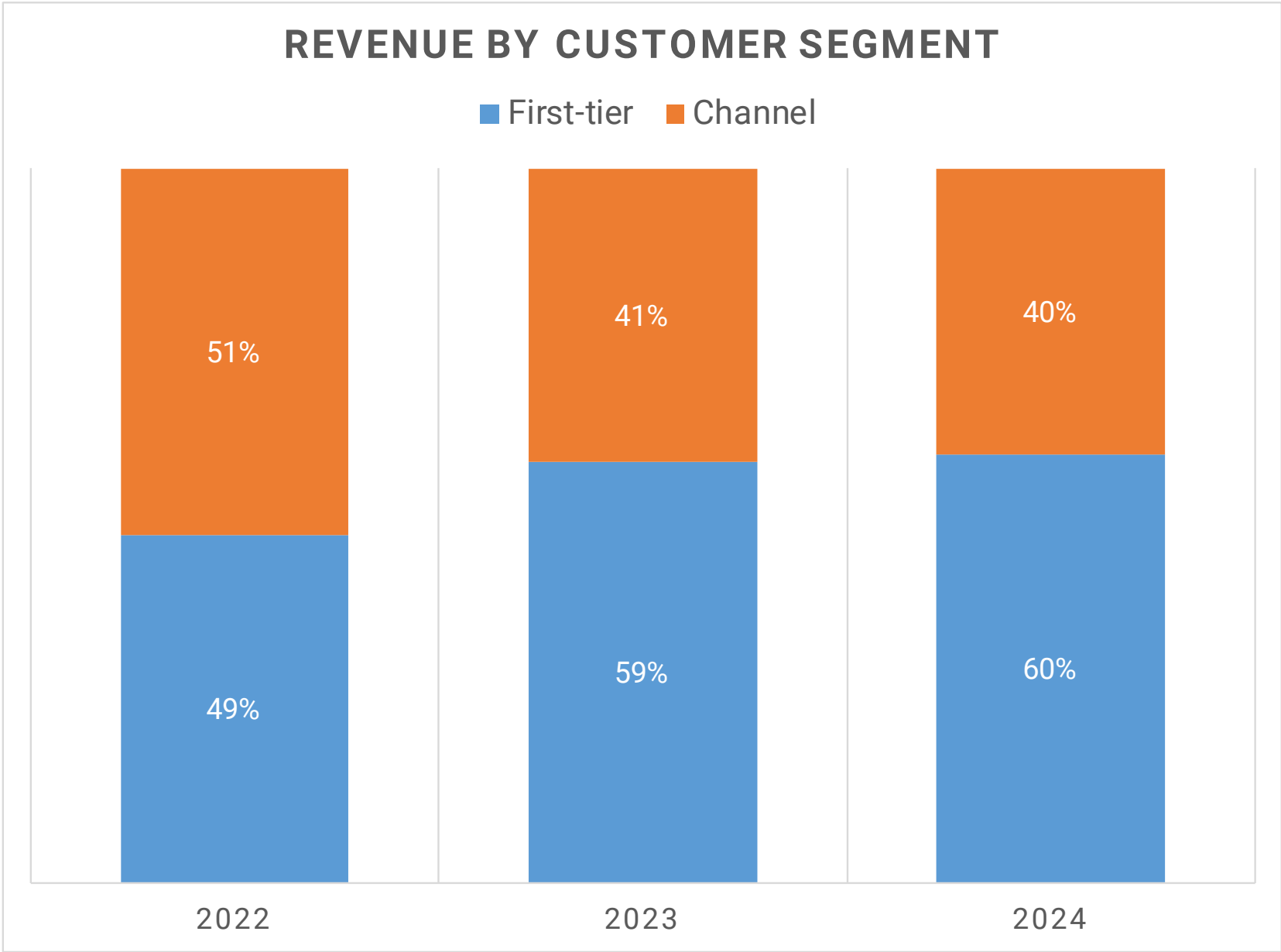
Consolidated revenue - by product application



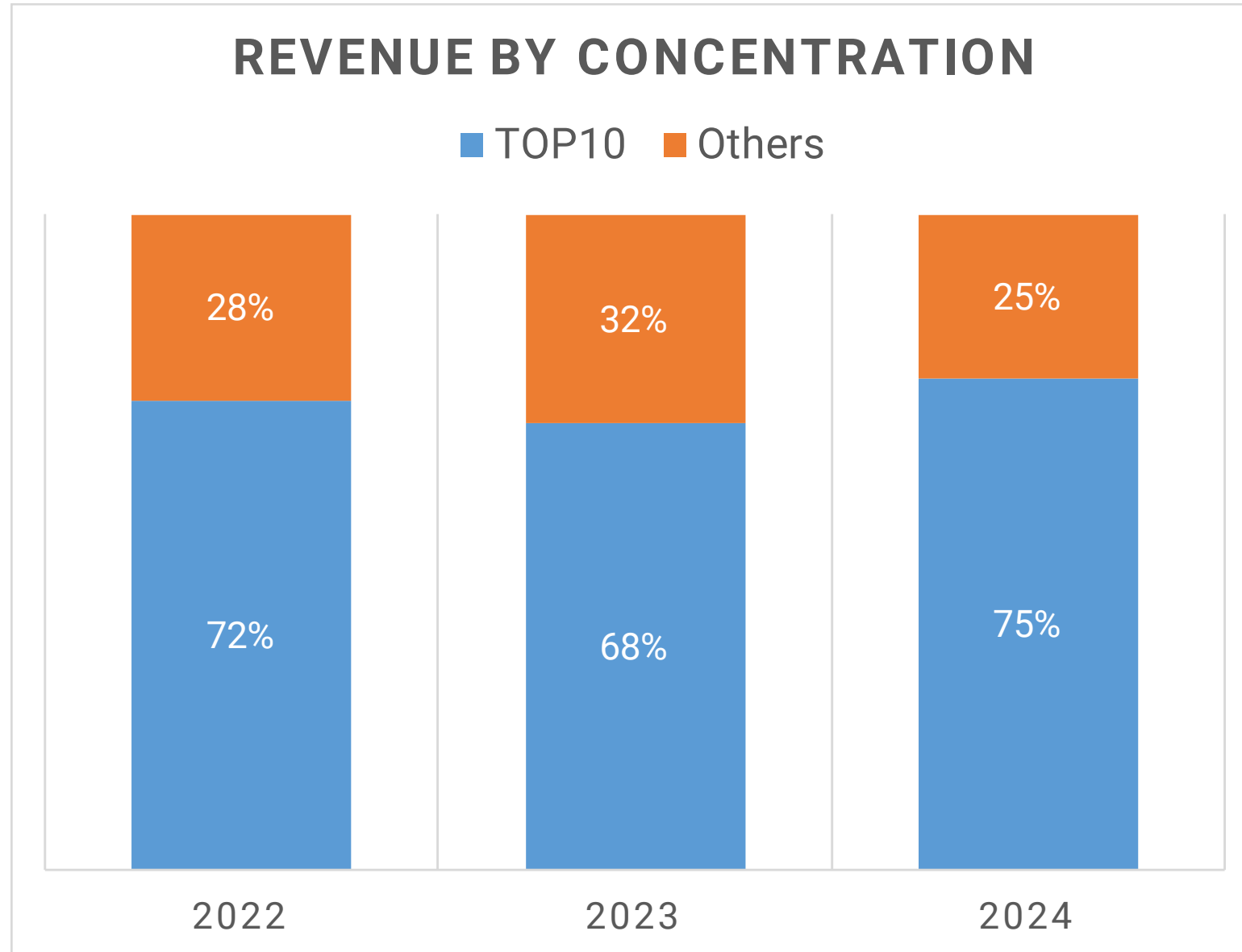
Consolidated revenue - by sales area



Consolidated revenue - by customer segment



Consolidated revenue - by revenue concentration





≡. Business Update and Outlook

GM Yvonne Liu

DIVA's Strategy

Optimization of existing customer operations

Close to the needs of customers, and jointly develop future models

Expanding the market share of medical display

Efforts to develop ODM market for medical display products

Lean manufacturing and R&D technology with synergy

Group manufacturing strengths and established development technology capabilities

Provide total solutions

Solve customers' problems in various situations of medical display use

Major Pillars

2025 Outlook



Large-size Medical Displays Produced by Suzhou Qisda

- Mass production will officially begin by the end of 2024.
- Revenue contribution is expected to start in early Q2 of 2025.



Development of New OTS Models

- The cost is competitive in the market.
- The market size is substantial, and successful development will significantly contribute to revenue.



四. Q&A



Thank you