



# DIVA Investor Conference

December 2, 2022

# Participants



Vice Chairman

Gene Chen



GM

Tony Chao



Admin VP & Spokesman

Michael Mai



Finance Senior Manager

Angel Chiang

# Agenda

## 一. Company Profile

Admin VP &  
Spokesman

Michael Mai

## 二. 2022 Q1~Q3 Financial Results

## 三. Business Update and Outlook

GM

Tony Chao

## 四. Q&A

Vice Chairman 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)**        **618M**

**No. of Employees**   **155+**

## Global Presence

**Manufacturing Sites** : Taiwan, China(\*)

**Sales Offices** : 3 Locations Worldwide

**R&D** : Taiwan

### Revenue Breakdown by Geography (2022)

|          | 2021 | 2022 |
|----------|------|------|
| Americas | 49%  | 46%  |
| Europe   | 34%  | 34%  |
| Taiwan   | 8%   | 9%   |
| Others   | 9%   | 11%  |

**2022 First Three Quarters Revenue**

**NTD\$ 654M ( USD\$ 22.5M )**

**2021 Revenue**

**NTD\$ 712M ( USD\$25M )**



## **二. 2023 Q1-Q3 Financial Results**

Admin VP & Spokesman Michael Mai

# 2022 Q1-Q3 Highlights

01

**Revenue, operating income and net income attributable to the parent company for the first three quarters of the year**

- Revenue grew 26%, operating income increased 58%, and net income attributable to the parent company increased 26%.
- Return on equity (ROE) 2.8%.

02

**Revenue grew 26% YoY in the first three quarters**

- **Revenue growth:** 19% for medical, 4% for industrial, and 3% for parts and components.

# Consolidated Statement of Comprehensive Income(Quarterly)

Unit : NT\$Million

|  | 2022 Q3 |      | 2021 Q3 |      | YoY    |     | 2022 Q2 |      | QoQ    |      |
|--|---------|------|---------|------|--------|-----|---------|------|--------|------|
|  | amt     | g%   | amt     | g%   | amt    | g%  | amt     | g%   | amt    | g%   |
| <b>Net Sales</b>                       | 236     | 100% | 201     | 100% | 36     | 18% | 225     | 100% | 11     | 5%   |
| <b>Cost of Goods Sold</b>              | (168)   |      | (146)   |      | (21)   |     | (168)   |      | 0      |      |
| <b>Gross Margin</b>                    | 69      | 29%  | 54      | 27%  | 14     | 26% | 57      | 25%  | 12     | 21%  |
| <b>Operating Expenses</b>              | (48)    | -20% | (41)    | -21% | (7)    |     | (43)    | -19% | (5)    |      |
| <b>Operating Income</b>                | 21      | 9%   | 13      | 7%   | 8      | 57% | 13      | 6%   | 7.2    | 53%  |
| <b>Net non-operating Income</b>        | 8       |      | 7       |      | 1      |     | (8)     |      | 16     |      |
| <b>Profit(Loss) before Tax</b>         | 28      | 12%  | 20      | 10%  | 9      | 43% | 5       | 2%   | 23     | 443% |
| <b>Net Income</b>                      | 23      | 10%  | 16      | 8%   | 7      | 44% | 3       | 2%   | 19     | 549% |
| <b>Net income attributable to DIVA</b> | 23      | 10%  | 16      | 8%   | 7      | 44% | 3       | 2%   | 19     | 549% |
| <b>EPS (NT\$) (a)</b>                  | \$0.39  |      | \$0.27  |      | \$0.12 |     | \$0.06  |      | \$0.33 |      |

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

- **Single-quarter revenue of \$236 million was higher than the same period last year, with 18% YoY growth**
- **The increase in operating income was mainly due to the growth in medical display revenue and the impact of the strengthening of the U.S. dollar.**

# Consolidated Statement of Comprehensive Income (YTD)

Unit : NT\$Million

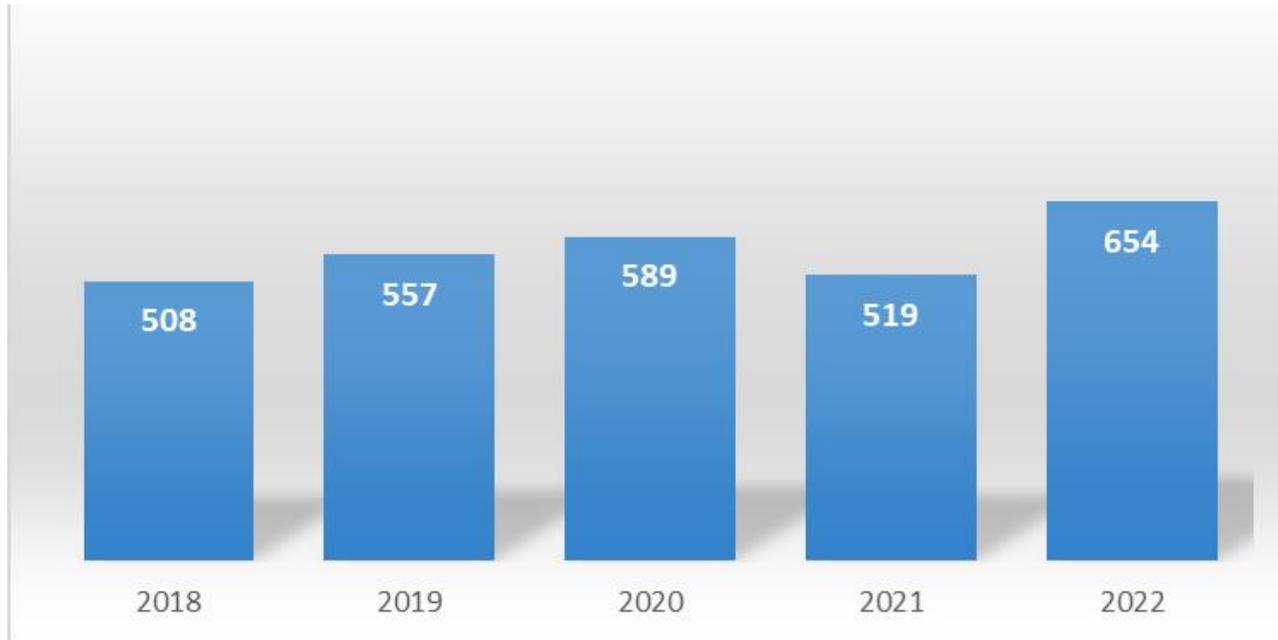
|  | 2022 Q3 |      | 2021 Q3 |      | YoY    |     |
|--|---------|------|---------|------|--------|-----|
|  | amt     | g%   | amt     | g%   | amt    | g%  |
| <b>Net Sales</b>                       | 654     | 100% | 519     | 100% | 135    | 26% |
| <b>Cost of Goods Sold</b>              | (489)   |      | (380)   |      | (109)  |     |
| <b>Gross Margin</b>                    | 165     | 25%  | 139     | 27%  | 25     | 18% |
| <b>Operating Expenses</b>              | (131)   | -20% | (118)   | -23% | (13)   |     |
| <b>Operating Income</b>                | 33      | 5%   | 21      | 4%   | 12     | 58% |
| <b>Net non-operating Income</b>        | 3       |      | 1       |      | 2      |     |
| <b>Profit(Loss) before Tax</b>         | 36      | 6%   | 22      | 4%   | 14     | 63% |
| <b>Net Income</b>                      | 28      | 4%   | 22      | 4%   | 6      | 26% |
| <b>Net income attributable to DIVA</b> | 28      | 4%   | 22      | 4%   | 6      | 26% |
| <b>EPS (NT\$) (a)</b>                  | \$0.48  |      | \$0.38  |      | \$0.10 |     |

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

# Revenue and Operating Income

Unit : NT\$ Million

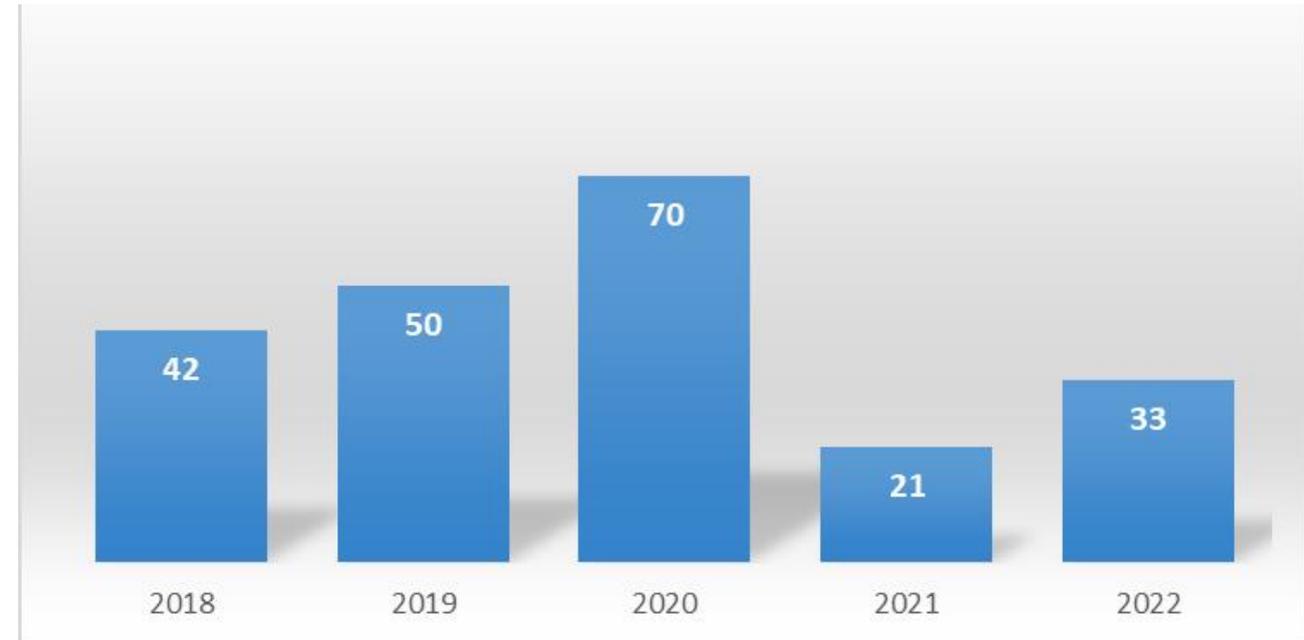
First three quarters



Revenue

Unit : NT\$ Million

First three quarters



Operating Income

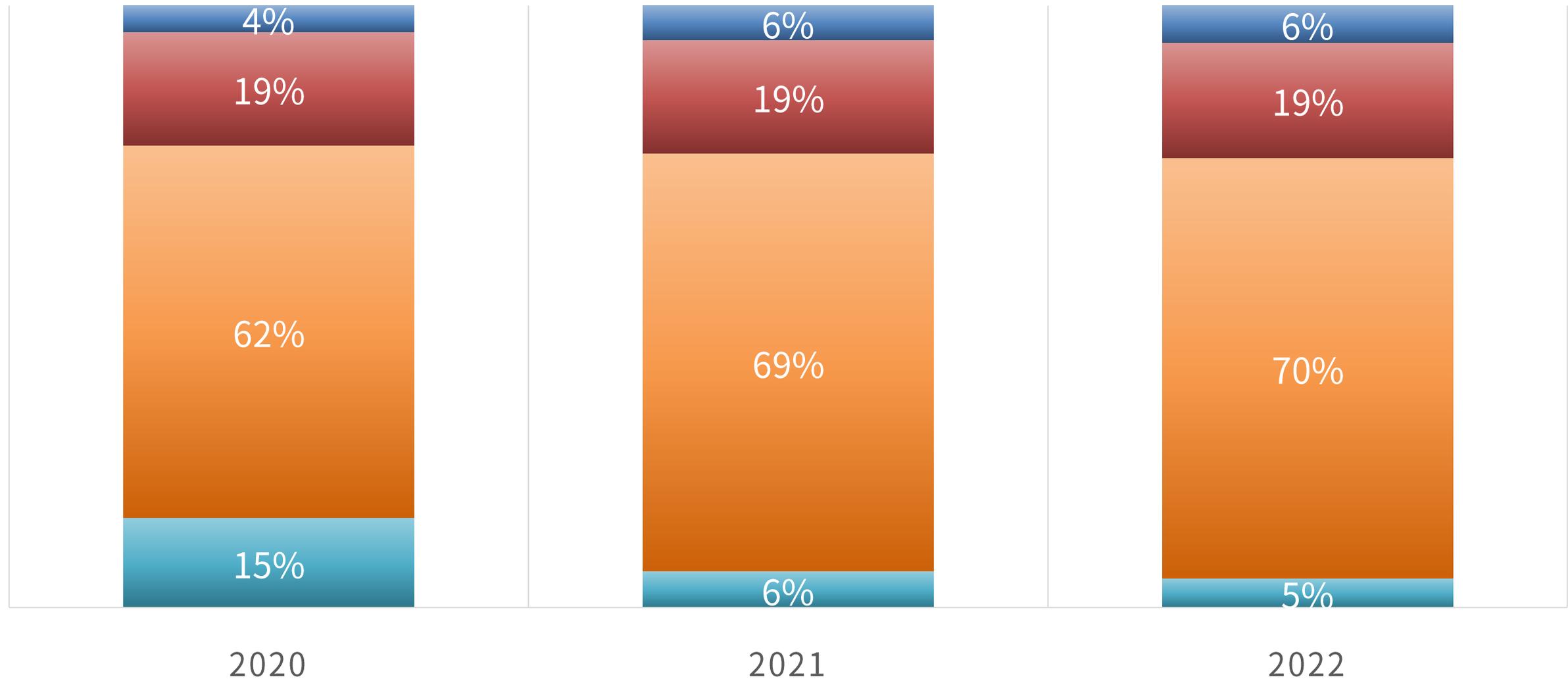
# Consolidated Balance Sheet Highlights

| Unit : NT\$ Million   | 2022.09.30 |      | 2022.06.30 |      | QoQ |      | 2021.09.30 |      | YoY |      |
|---|------------|------|------------|------|-----|------|------------|------|-----|------|
|   | amt        | g%   | amt        | g%   | amt | g%   | amt        | g%   | amt | g%   |
| <b>Cash &amp; Equivalent</b>  | 233        | 20%  | 233        | 20%  | 0   | 0%   | 308        | 26%  | -75 | -24% |
| <b>Accounts Receivable</b>  | 262        | 22%  | 246        | 21%  | 15  | 6%   | 208        | 18%  | 53  | 26%  |
| <b>Inventory</b>  | 353        | 30%  | 359        | 31%  | -6  | -2%  | 323        | 27%  | 30  | 9%   |
| <b>L-T Investments</b>  | 20         | 2%   | 20         | 2%   | 0   | 2%   | 28         | 2%   | -7  | -27% |
| <b>Financial assets at fair value through other comprehensive income –non-current</b> | 5          | 0%   | 5          | 0%   | 0   | 2%   | 7          | 1%   | -2  | -30% |
| <b>Total Assets</b>   | 1,177      | 100% | 1,177      | 100% | 1   | 0%   | 1,187      | 100% | -10 | -1%  |
| <b>Fin. Debt</b>  | 6          | 1%   | 1          | 0%   | 5   | 520% | 0          | 0%   | 6   | 0%   |
| <b>Accounts Payable</b>   | 66         | 6%   | 78         | 7%   | -12 | -16% | 96         | 8%   | -31 | -32% |
| <b>Toal Liabilities</b>   | 181        | 15%  | 205        | 17%  | -23 | -11% | 196        | 17%  | -15 | -8%  |
| <b>Equity</b>   | 996        | 85%  | 972        | 83%  | 24  | 2%   | 991        | 83%  | 5   | 0%   |

# Consolidated revenue - by product application

## REVENUE BY PRODUCT

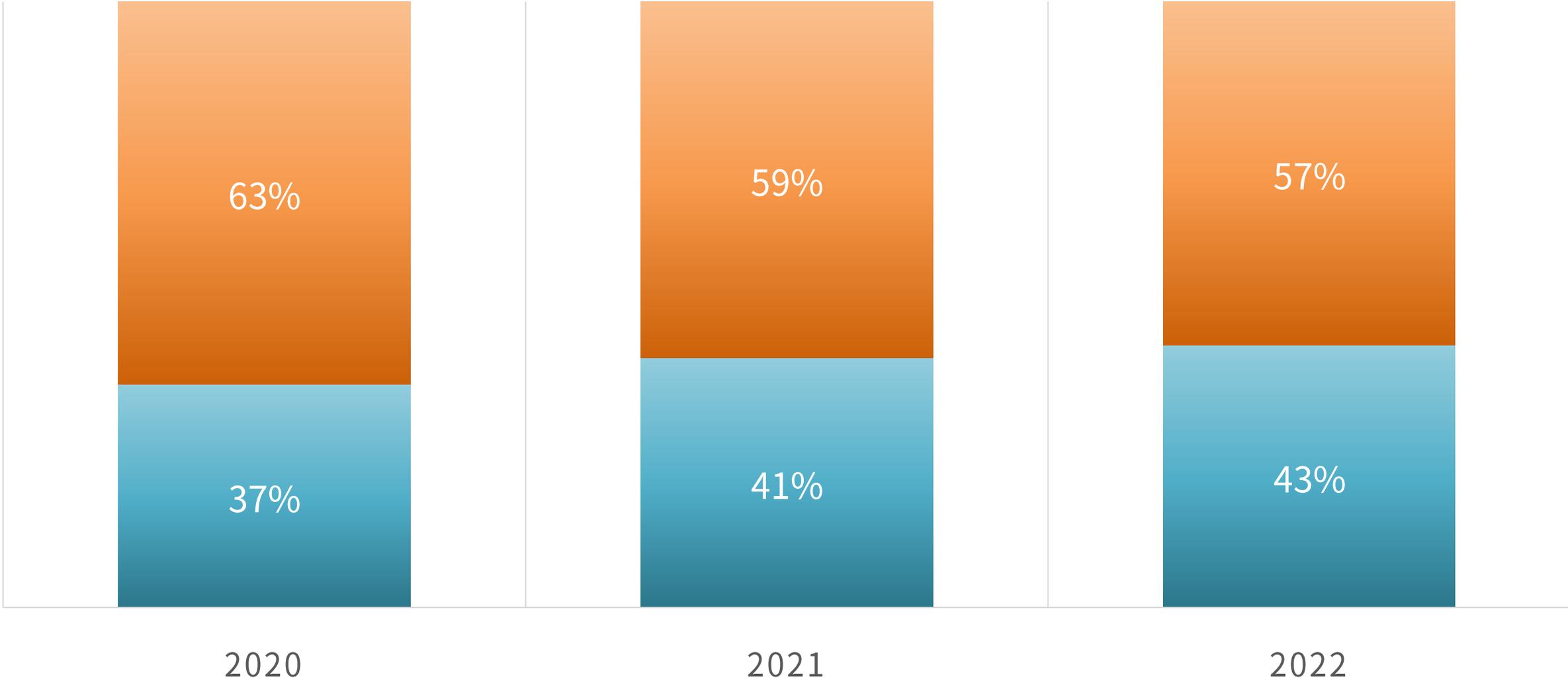
■ Surgical ■ Diagnostics ■ Industrial ■ Others



# Consolidated revenue - by customer segment

REVENUE BY CUSTOMER SEGMENT

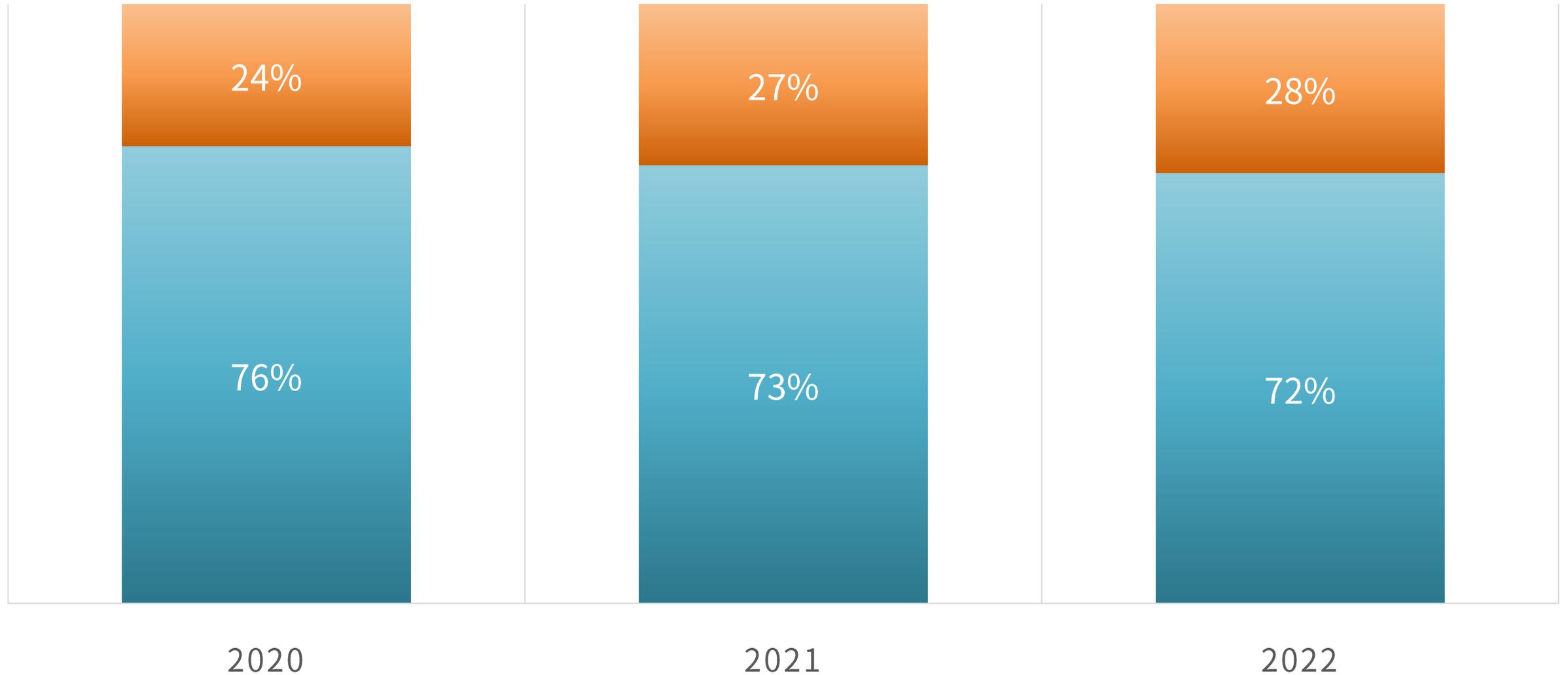
■ First-tier ■ Chanel



# Consolidated revenue - by revenue concentration

REVENUE BY CONCENTRATION

■ TOP10 ■ Others





## ≡. Business Update and Outlook

GM

Tony Chao

# 🏆 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**

# 2023 Outlook



## Business Drivers

- Successful mass production of new models.
- The problem of shortage of materials is gradually reduced.
- The production capacity is expected to increase gradually according to the schedule and by leveraging the synergy.



## Cautious Measure in the Face of Global Economic Uncertainties

- Economic downturn: The economic recession is spreading from Europe to the world, although the medical market is less affected than the consumer products in the past, we still need to be cautious to deal with the possible drastic changes in the market.
- Supply and demand situation: We need to pay attention to the change of customer's order schedule and adjust the timing of raw material incoming to reduce the pressure of inventory accumulation.



## 四. Q&A



**Thank you**