



**GIGABYTE™**

GIGABYTE

2023 Q3 Investor Conference

2023/11/01

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# Agenda

2023Q2 Financial Results

Business Direction

Product News

ESG

Q&A

# Financial Results

# 2023 Q2 Income Statement

( in NT\$100Mn)	2023Q2	2023Q1	QoQ	2022Q2	YoY
Net Revenue	261.30	280.30	-6.78%	226.60	15.31%
COGS	230.40	244.80	-5.88%	195.20	18.03%
Gross Profit	30.90	35.46	-12.86%	31.43	-1.69%
Operating Expenses	21.07	22.66	-7.02%	17.60	19.72%
Operating Profit	9.82	12.80	-23.28%	13.82	-28.94%
Pre-Tax Profit	12.84	13.44	-4.46%	17.62	-27.13%
Tax	3.95	3.20	23.44%	7.80	-49.36%
Net Profit	8.90	10.25	-13.17%	9.82	-9.37%
EPS	1.4	1.61		1.55	
Gross Margin	11.83%	12.65%	-0.82%	13.87%	-2.04%
Operating Margin	3.76%	4.57%	-0.81%	6.10%	-2.34%

The IFRS unaudited revenue in the third quarter of 2023 is NT\$ 37.21 Billion QoQ 42.38% YoY 53.79%

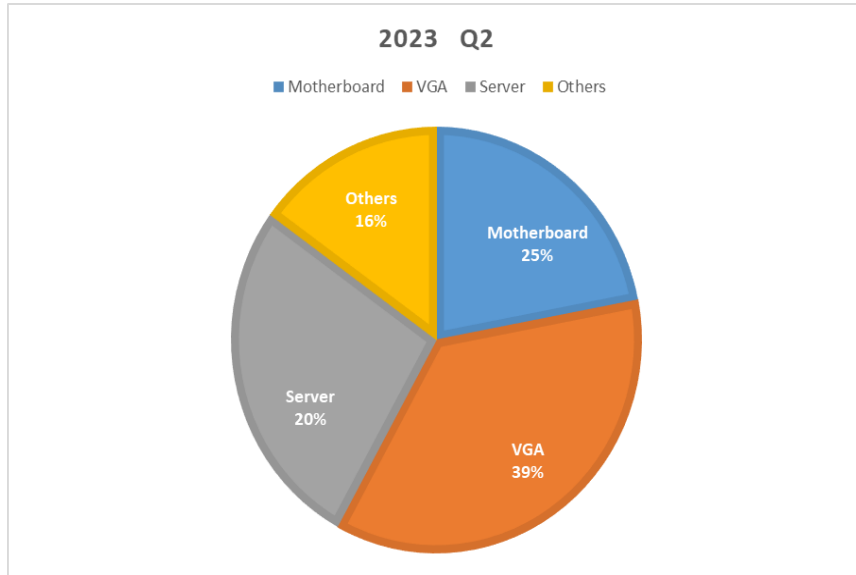
(Regarding to Gigabyte's financial information ,please refer to the announcement in MOPS)

# 2023 6/30 Balance Sheet

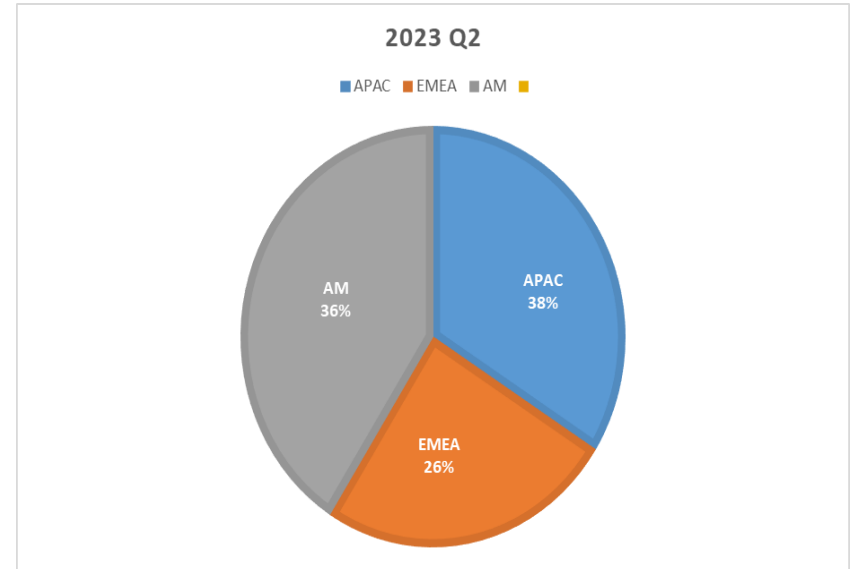
in NT\$100Mn	Jun.30,2023	Mar.31,2023	QoQ	Jun.30,2022	YoY
Cash & Equivalents	155.50	168.80	-7.88%	103.40	50.39%
Accounts Receivable	123.30	124.40	-0.88%	116.20	6.11%
Inventories	222.60	246.80	-9.81%	299.60	-25.70%
<b>Current Assets</b>	<b>536.00</b>	<b>570.30</b>	<b>-6.01%</b>	<b>554.20</b>	<b>-3.28%</b>
Fixed Assets	48.28	48.98	-1.43%	48.76	-0.98%
<b>Total Assets</b>	<b>624.30</b>	<b>660.20</b>	<b>-5.44%</b>	<b>645.30</b>	<b>-3.25%</b>
Accounts Payable	103.90	155.10	-33.01%	81.13	28.07%
<b>Current Liabilities</b>	<b>277.70</b>	<b>281.80</b>	<b>-1.45%</b>	<b>301.60</b>	<b>-7.92%</b>
<b>Total Liabilities</b>	<b>285.20</b>	<b>288.70</b>	<b>-1.21%</b>	<b>311.40</b>	<b>-8.41%</b>
Paid-in Capital	63.57	63.57	0.00%	63.57	0.00%
<b>Stockholders' Equity</b>	<b>339.10</b>	<b>371.50</b>	<b>-8.72%</b>	<b>333.90</b>	<b>1.56%</b>
<b>Avg Days of Inventory</b>	<b>93</b>	<b>87</b>		<b>147</b>	
<b>Avg Days of AR</b>	<b>44</b>	<b>44</b>		<b>49</b>	
<b>Avg Days of AP</b>	<b>39</b>	<b>41</b>		<b>50</b>	
<b>Avg CCC days</b>	<b>98</b>	<b>90</b>		<b>146</b>	

The IFRS unaudited in the third quarter of 2023 is inventory **92** days  
**AR 45** days  
 (The relative information should be rely on the announcement message subject in M.O.P.S.)

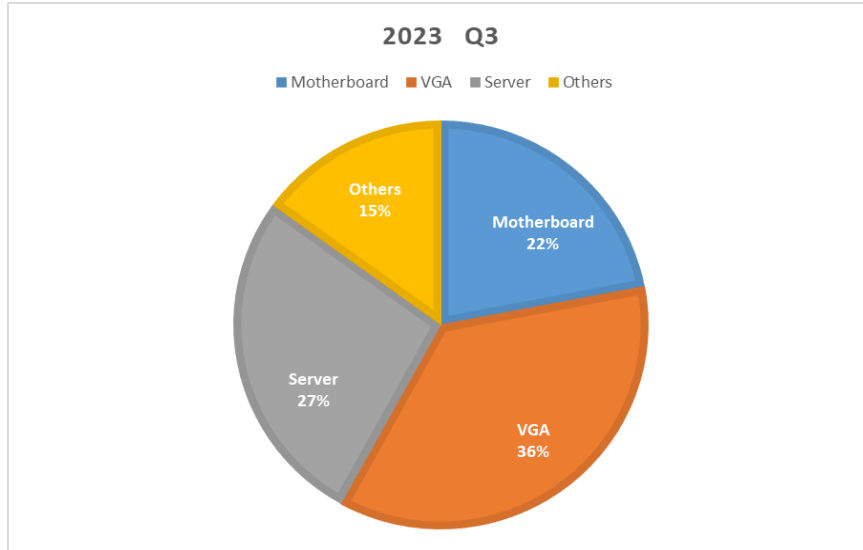
## 2023 Q2 Revenue by Product Line



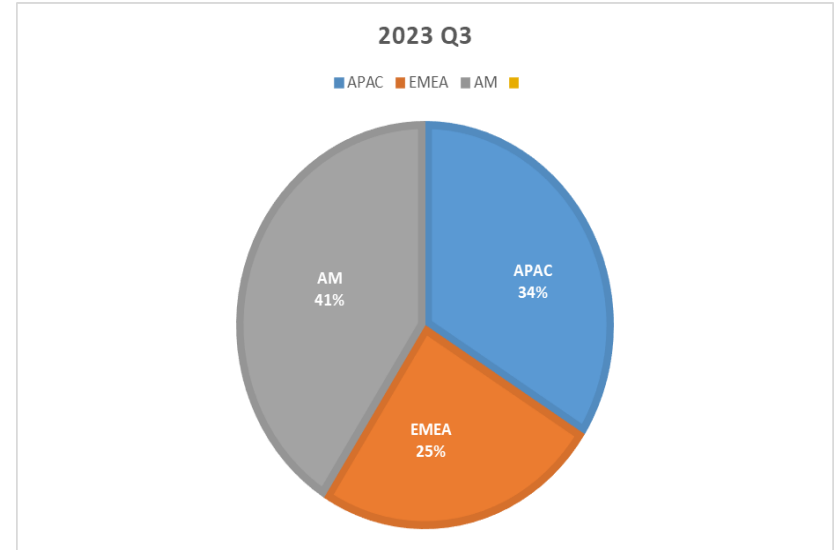
## 2023 Q2 Revenue by Geography



## 2023 Q3 Revenue by Product Line



## 2023 Q3 Revenue by Geography





# Business Direction

# Business Direction

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2023 Q2 Q3

- Consumer electronics (MB and VGA) resume sales momentum and expect to keep moving on
- Effective consumer electronics product mix optimization boost revenue growth
- Server products demand remain strong with improving supply status, expect to keep momentum

# Product News

# Server

## Expanding the Range of Tailored AI Servers for Scientific Computing and Generative AI

GIGABYTE collaborates closely with semiconductor leaders, ensuring synchronized launches of AI servers compatible with their latest chips. The exceptional performance of generative AI applications motivates us to broaden our AI server offerings, supporting the upcoming AMD, Intel, and NVIDIA accelerators. Designed with a customer-focused modular approach, our AI servers cater to diverse floating-point precision requirements. This flexibility enables servers to seamlessly tackle various tasks, from scientific simulations to processing large language models. The outstanding scalability of our products makes them the perfect choice for handling a multitude of intricate tasks.



# Server

## Full-rack AI Servers Sales: Scalable Computing Solutions for Large Data Centers

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.



# Server

## Continuous Development of Advanced Cooling: Optimizing Energy Efficiency to Support Customers Achieving Sustainable Operations

As one of the first server suppliers to invest in the research and development of advanced cooling technology, GIGABYTE has continued to launch products in recent years. In addition to servers designed for immersion cooling and immersion tanks, the market will soon see our comprehensive direct liquid cooling solution, including servers that support various DLC brands, as well as our in-house developed cold plates, CDU, and management system. The initiative primarily aims to provide customers with convenient one-stop shopping and services to help them achieve sustainable operations. Simultaneously, it empowers GIGABYTE with the research of key computing technology. This expansion not only broadened our business scope but also laid a solid foundation for the development of computing products in different scenarios in the future, accumulating valuable experience and rich data.



# Server

## Optimized Design for Next Generation Dedicated Servers

GIGABYTE continues to interact with customers, sharing the latest technology and understanding customer needs. Leveraging extensive R&D experience, we continuously refine server designs to suit diverse applications. With the upcoming release of AMD and Intel single-socket processors, we tailor our focus to customer applications to improve product maintenance design, broaden product compatibility, minimize total ownership costs, and create products meeting stringent safety standards. Our objective is to provide consumers the utmost value product in computing to strike the perfect balance of performance and cost when these new processors hit the market



# Motherboard

## GIGABYTE announces AORUS Z790 X Gen motherboards for Intel's 14<sup>th</sup> Gen processors

Gigabyte has launched a new X Gen motherboards for the Z790 chipset, targeting the latest 14th generation Intel processors. These products offer unparalleled performance, excellent cooling design and system building convenience, and are expected to receive rave reviews from gamers. They will be available in the fourth quarter of this year.





# Motherboard

## AORUS Gaming Motherboards Breakthrough DDR5 XMP 8000 on AMD X670 & B650 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. GIGABYTE is releasing a new BIOS for the X670 and B650 AORUS/AERO series motherboards for the most remarkable memory performance on the AM5 platform, making it the first choice for AMD platform enthusiasts.



A NEW ERA IS COMING

**DAYBREAK HOUR**  
X670E AORUS MASTER



AMD RYZEN  
AMD SECRET AM5  
X670E



**Absolute Matter**

AORUS B650E/B650 Gaming Motherboards

# Graphics Card

## NVIDIA GeForce RTX 40 series and AMD Radeon RX 7000 series Graphics Cards

GIGABYTE Technology continues to release NVIDIA GeForce RTX 40 series graphics cards to meet the needs of a wide range of consumers in gaming and AI computing. In addition, We have also released the latest AMD RX7800 XT and RX 7700 XT graphics cards to cater to a variety of consumers.

**GIGABYTE™**

**AMD**  
**RADEON**  
RX 7000 Series

**RADEON™ RX 7800 XT | RADEON™ RX 7700 XT**  
Gaming OC Graphics Cards

# Notebook

## AORUS 17X/15X Gaming Laptops

Witness the strong combination of the two superpowers in microchips. The new AORUS 17X is equipped with the 13th gen Intel® Core™ processor and the max TGP NVIDIA® GeForce RTX™ 4090 laptop GPU, providing unbeatable performance, which are crafted for the win.



AORUS 17X / AORUS 15X  
**Crafted for the Win**  
The finely crafted flagship gaming laptops

# Notebook

## AERO 14 OLED & AERO 16 OLED Creator Laptops

GIGABYTE has offered users to meet the best color-calibrated creator laptops in the world. Every display with X-rite and Pantone dual color calibration, every color counts for the all-new AERO 16 OLED and AERO 14 OLED. Most important of all, every creative idea can be realized by the next-gen performance.



NEW AERO CREATOR LAPTOPS 2023

# Notebook

## GIGABYTE Gaming G7/G6/G5 Laptops

GIGABYTE Gaming Laptop brings brand-new gaming elements of future trends, combined with next-gen. powerful performance. This laptop is your trusty sidekick as you weave through different roles, supporting all of your daily battles.

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**READY TO PLAY**

G6 GAMING LAPTOP (2023)



# Monitor

## 4K Pro Gaming Monitors

Four times the pixels. HDMI 2.1 support. Richer colors and details. Now, GIGABYTE AORUS presents a lineup of 4K gaming monitors that is stronger than ever. From 27 to 55 inch, from VA, IPS, to OLED panels, It's time for you to pick up the best gear to enjoy 4K experience at any time, in any space, on any dimension.



# Power Supply

## The UD PG5 series fully supports the ATX 3.0 standard

GIGABYTE Technology is continuously innovating, delivering a comprehensive range of power supplies that support PCIe Gen 5.0 and ATX 3.0 standards. This series not only leads the industry but also offers a variety of options including 1300W, 1000W, 850W, and 750W. Adding to this lineup, we introduce a stylish white 850W variant for users who appreciate an elegant design aesthetic.

GIGABYTE™



ULTRA DURABLE  
POWER SUPPLY SERIES



**E**nvironmental

**S**ociety

**G**overnance



# Innovative Technology, "Upgrade your life" , Sustainable Business and Brand

Aim to achieve zero carbon footprint, reduce greenhouse emission by

▼ 42.99%

carbon emission intensity per revenue

▲ 4.4 times

Promise to make Earth green again, planted over

101,899 trees

Sustaining a clean and eco-friendly business and supply chain, reduced water consumption by

▼ 35.72%



Host education seminars and activities to pass on social and environmental awareness for over

101,420 hours

To cultivate innovative talents, "G-Design" competition has been run for

20 years

Lower the environmental impacts of business operation, reduced industrial waste by

▼ 11.99%

Revenue per ton of waste

▲ 2.9 times

# Uphold the spirit of ESG

## Highlights of 2022-2023



**GVM CSR Award**  
**Role Model Award of Electronics & Technology Industry**  
(advance to finals for 7 consecutive years)



**IDB**  
**Best Taiwan Global Brands**  
(ranked for 2 consecutive years)



**2023 Taiwan Best-In-Class 100 companies**

## Institutional Investor

**2023 All-Asia Executive Team Best Investor Relations Program, Best Investor Relations Team, Best ESG, Best Board, Best Investor Relations Professional**



**IR Magazine Awards Greater China**  
**2022 Best Investment Relations Officer**



**2022 CDP Climate A-**  
(rated as Leadership for 2 consecutive years)  
**Supplier Engagement Rating A**  
(rated as Leadership for 6 consecutive years)

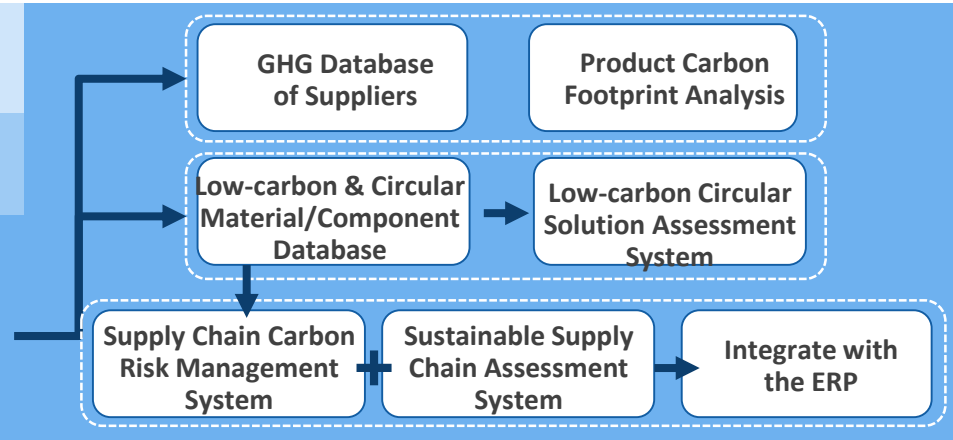
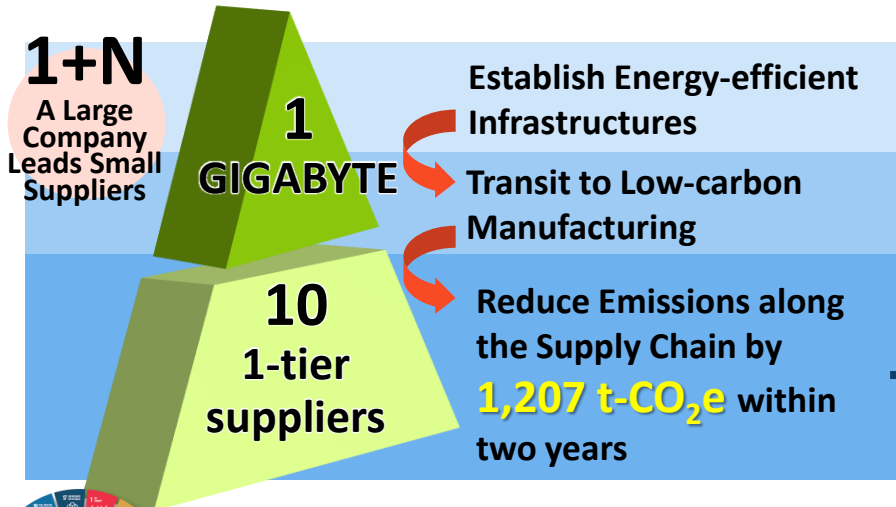


**2022 Taiwan Circular Economy Award**  
**Innovative Service Award**



**OHS Active Evaluation of OHS Indicators in Corporate CSR Report**  
**2022 Top 10%**

# Low-Carbon Transition alone Value Chain



## Product Environmental Reports



- Voluntarily disclose **12 environmental impacts** information of main product lines.
- As of 2023Q3, **90 reports** have been released.

## E-waste Recycle and Rebirth

Bestyield, founded by GIGABYTE, builds a market for recycling and reselling electronic products without brand restrictions.

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



# Q&A

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