

GIGABYTE™

GIGABYTE

2024 Q1 Investor Conference

2024/05/16

Agenda

議程

1. 2024 Q1 Financial report
2. Perspective and strategy
3. Product information
4. ESG
5. Q&A

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2024 Q1 Financial Report

GIGABYTE™



GIGAIPC



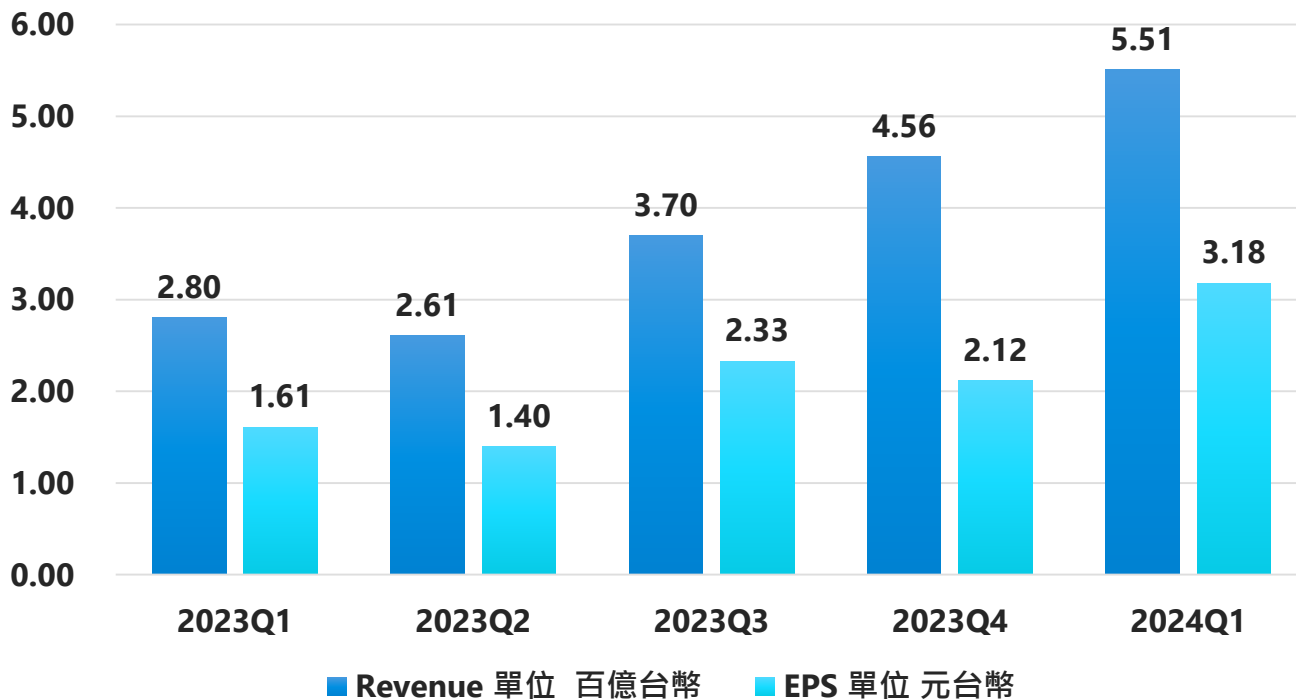
2024 Q1 Income Statement

| (in NT\$100Mn) | 2024 Q1 | 2023 Q4 | QoQ | 2023 Q1 | YoY |
|---------------------|---------|---------|---------|---------|---------|
| Net Revenue | 551.64 | 455.96 | 20.98% | 280.30 | 96.80% |
| COGS | 489.31 | 405.68 | 20.61% | 244.84 | 99.85% |
| Gross Profit | 62.33 | 50.27 | 23.99% | 35.45 | 75.83% |
| Operating Expenses | 31.55 | 35.12 | -10.17% | 22.65 | 39.29% |
| Operating Profit | 30.77 | 15.15 | 103.10% | 12.79 | 140.58% |
| Pre-Tax Profit | 27.39 | 16.33 | 67.73% | 13.44 | 103.79% |
| Tax | 6.66 | 2.44 | 172.95% | 3.19 | 108.78% |
| Net Profit | 20.72 | 13.38 | 54.86% | 10.24 | 102.34% |
| EPS | 3.18 | 2.12 | | 1.61 | |
| Gross Margin % | 11.30% | 11.03% | | 12.65% | |
| Operating Expense % | 5.72% | 7.70% | | 8.08% | |
| Operating Margin % | 5.58% | 3.32% | | 4.56% | |

2024/03/31 2023/12/31 2023/03/31 Balance Sheet

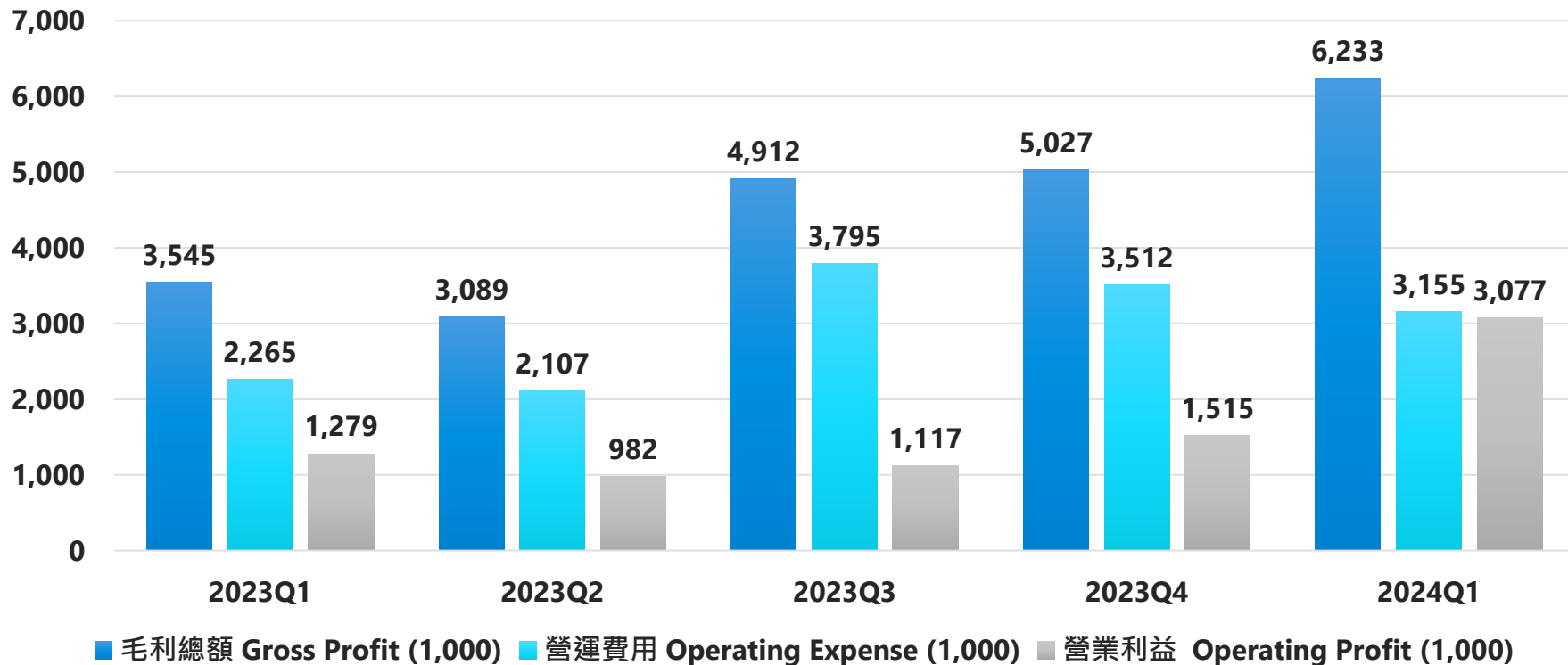
| in NT\$100Mn | Mar .31 ,2024 | Dec 31,2023 | QoQ | Mar 31,2023 | YoY |
|--------------------------|-----------------|---------------|---------------|---------------|----------------|
| Cash & Equivalents | 173.89 | 231.66 | -24.94% | 168.77 | 3.03% |
| Accounts Receivable | 273.68 | 160.16 | 70.88% | 124.39 | 120.02% |
| Inventories | 505.01 | 296.64 | 70.24% | 246.78 | 104.64% |
| Current Assets | 1,007.75 | 730.74 | 37.91% | 570.34 | 76.69% |
| Fixed Assets | 48.22 | 48.2 | 0.04% | 48.97 | -1.53% |
| Total Assets | 1,108.63 | 821.5 | 34.95% | 660.17 | 67.93% |
| Accounts Payable | 320.57 | 206.98 | 54.88% | 155.13 | 106.65% |
| Current Liabilities | 610.66 | 345.99 | 76.50% | 281.81 | 116.69% |
| Total Liabilities | 706.72 | 442.16 | 59.83% | 288.66 | 144.83% |
| Paid-in Capital | 63.57 | 63.57 | 0.00% | 63.57 | 0.00% |
| Stockholders' Equity | 401.9 | 379.34 | 5.95% | 371.51 | 8.18% |

2023年 Q1--- 2024 Q1 Revenue and EPS



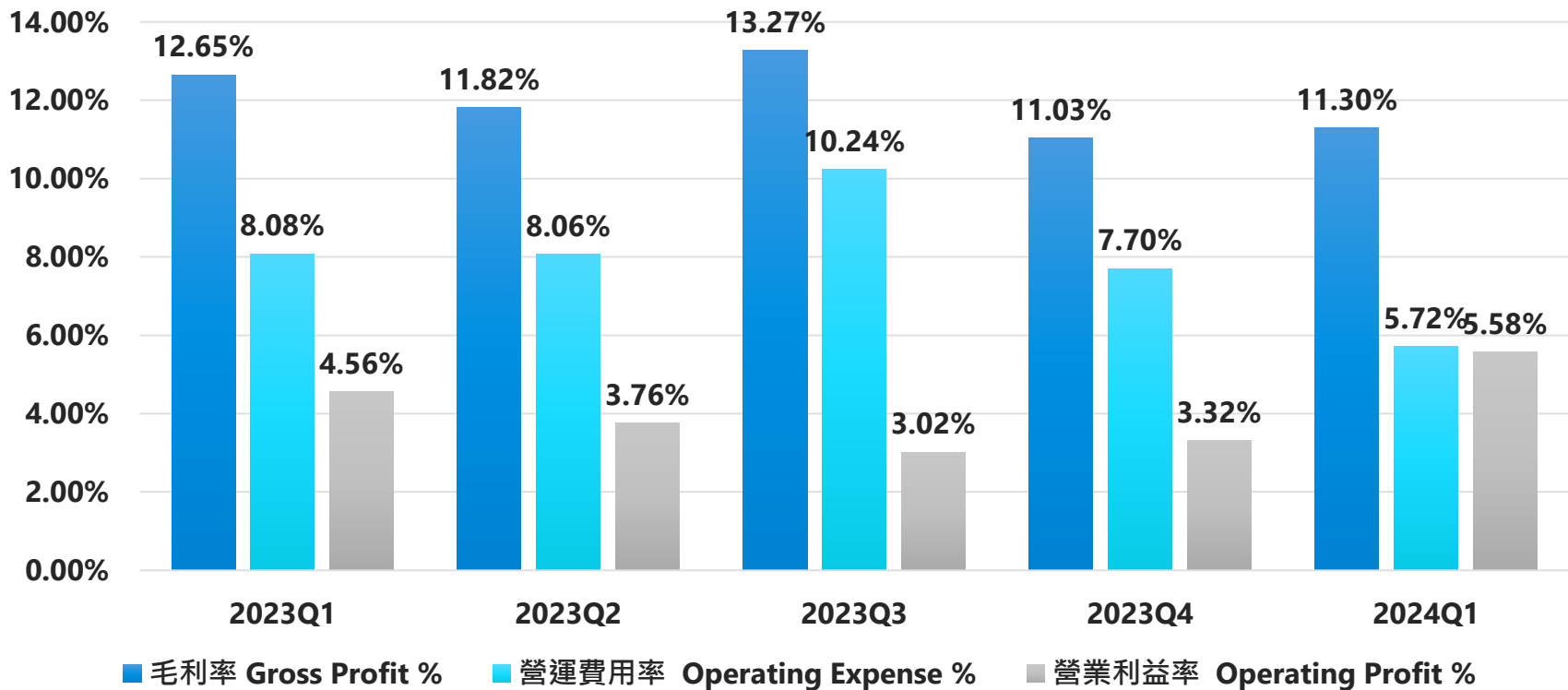
2023年 Q1--- 2024 Q1

當季毛利總額 Gross Profit / 營運費用 Operating Expense / 營業利益 Operating Profit



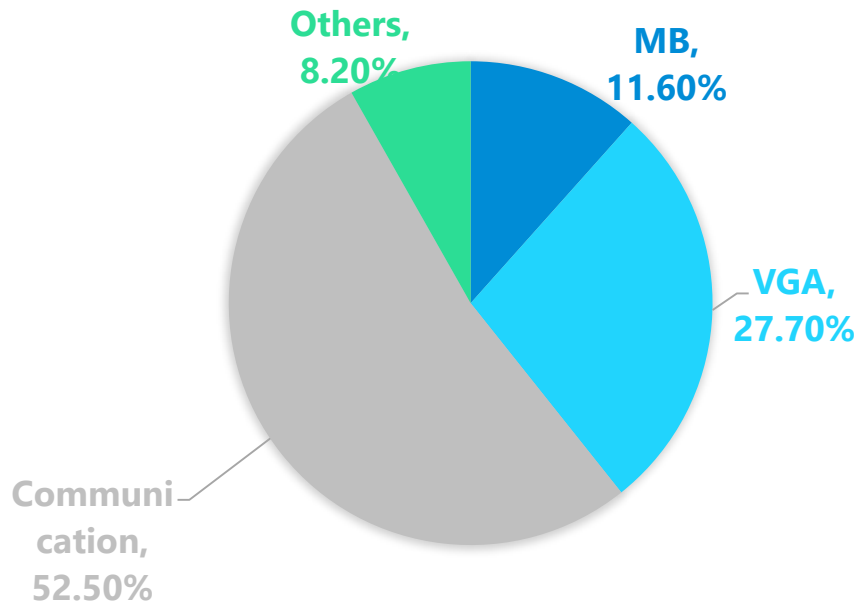
2023年 Q1--- 2024 Q1

當季毛利率 Gross Profit % / 營運費用率 Operating Expense % / 營業利益率 Operating Profit %

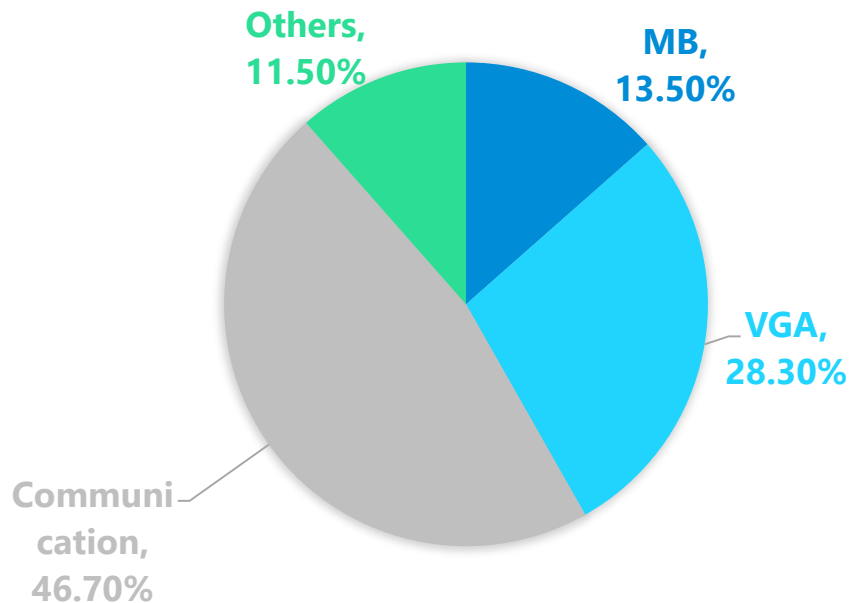


2023年 Q1--- 2024 Q1 Revenue breakdown by product

2024Q1 Revenue %



2023Q4 Revenue %



2024 2H Perspective and Strategies

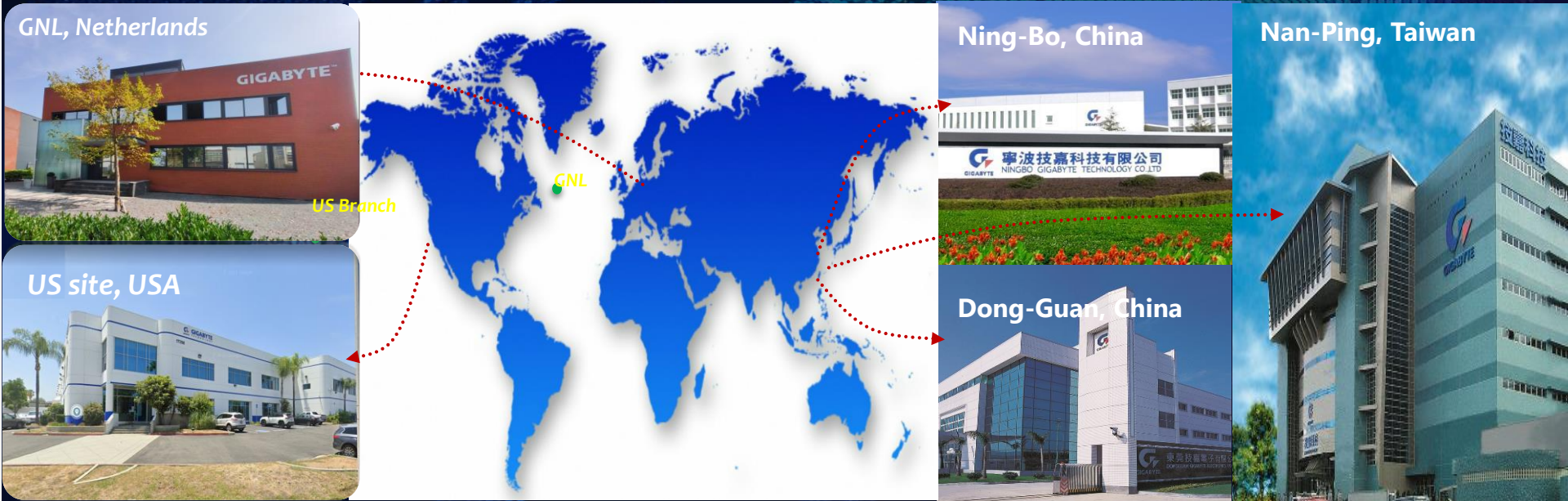
- Optimistic for upcoming AI PC, Windows opportunity and new product transition effects

catch up AI business opportunity by AI optimized software/
hardware product solution

- Strong momentum for server product and continuously strength one stop shopping total solution satisfy customer needs swiftly

continuously diversify customer and region combination

Continuously Expanding manufacturing capacity and sites



產品資訊

Product News

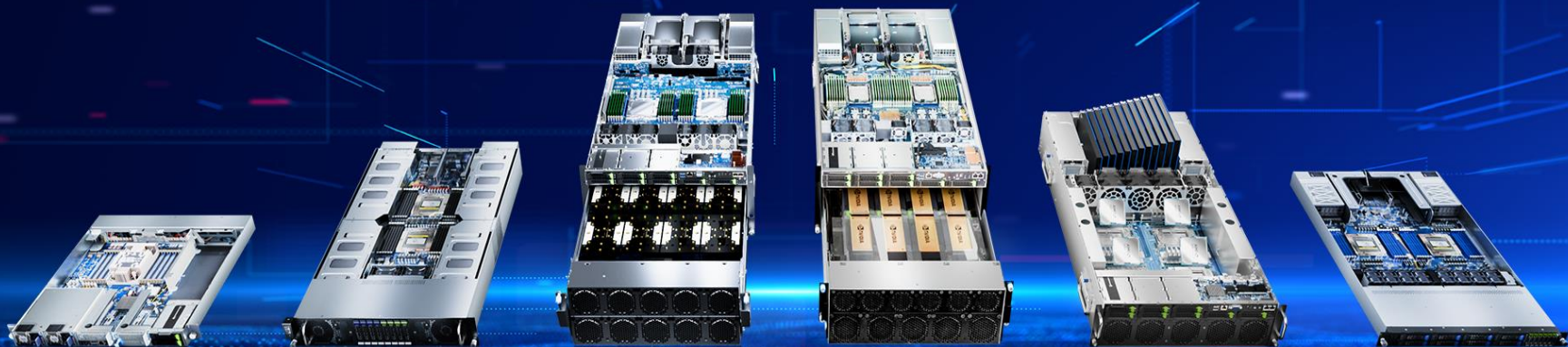
GIGABYTE™

GIGABYTE

AI Server



彈性優異的模組化設計 掌控運算未來的新時代



Command the New Era with Future of COMPUTING

Broad Range SKUs
Diverse Platform

Complete Building Block
Time to market

Advanced Cooling Support

Rack-level Software
Management

Edge Compute

AI & Vertical

GenAI / LLM

Training & Inferencing

HPC

Science & Engineering

Enterprise

HCI & General Purpose

技嘉先進的冷卻解決方案 - 完整的 DLC 解決方案

Direct-liquid Cooling- Complete DLC solution

DLC-Ready Server & Rack



Scale AI/LLM Training
HGX 8-GPUs



High Performance Compute
HGX 4-GPUs



Large Scale HPC & AI
**2U4N CPU & Grace
Superchip / GH200**



Universal AI & Compute
1U, 2U & MGX



Rack Integration Solution
HPC/AI Rack

Coldplate



CPU



DIMM Module & NICs



GPUs & NVSwitch

Data Center IT Cooling CDU / RDHx / Manifold



技嘉先進的冷卻解決方案---完整的浸沒式冷卻解決方案

浸沒冷卻解決方案的三大支柱

密度優化槽

Density-optimized Tank

Optimized PUE reaching 1.02 / 80kW cooling capacity



沉浸式伺服器

Immersion-ready Server

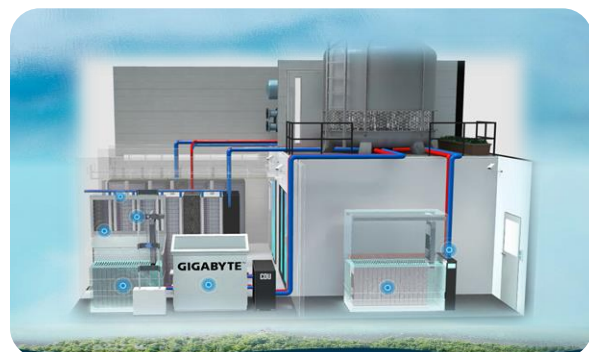
Compatible with various partner's tanks



資料中心基礎設施

Data Center Infrastructure

DC Environment and layout design



機架級架構

Rack-scale Architecture



Turnkey
Solution

Advanced
Cooling

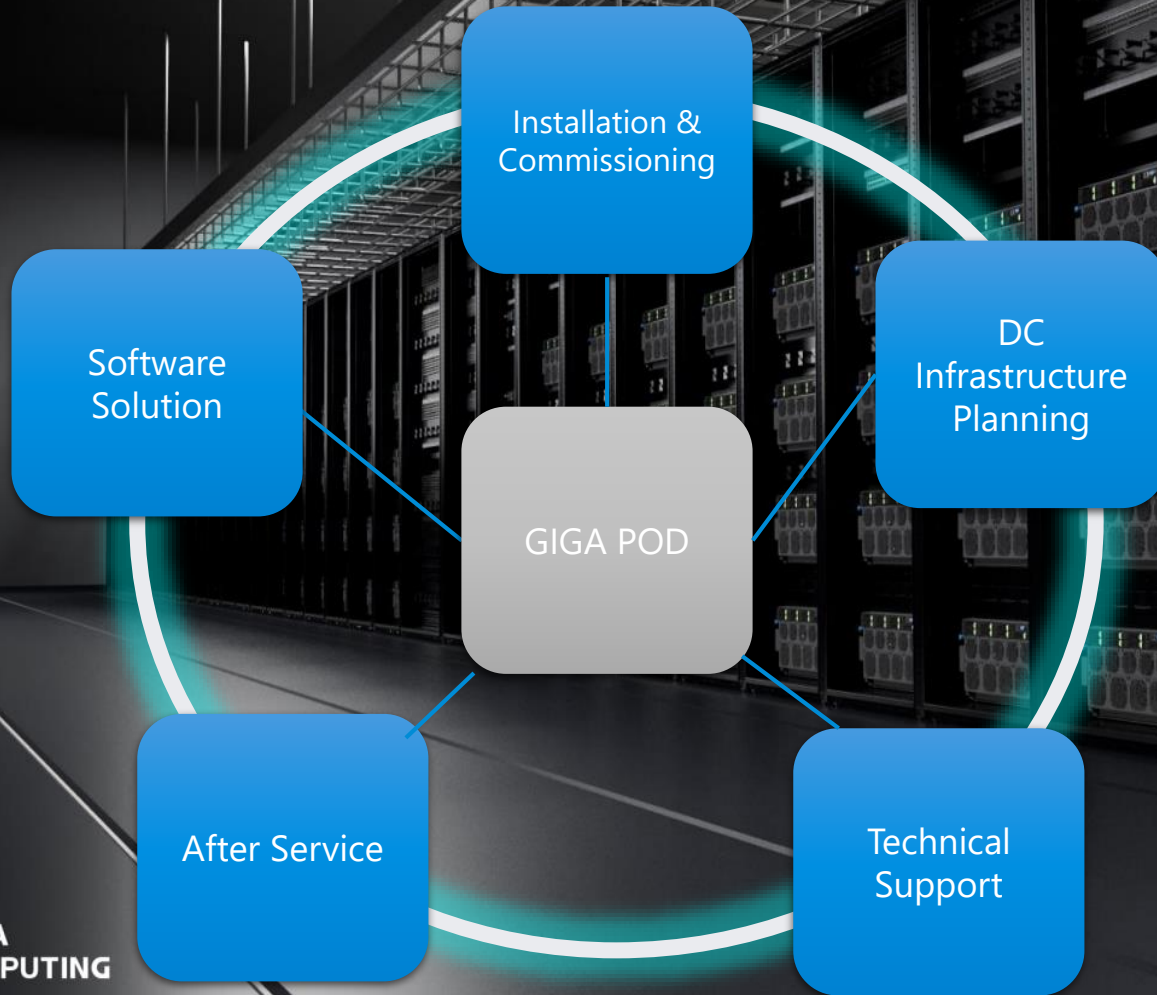
Data Center
Infrastructure

Support
Service

GIGA POD 為未來資料中心提供全面的諮詢和部署解決方案服務

- 產業整合力：GIGABYTE 與 AMD、Intel 和 NVIDIA 等技術領導者的密切合作 創新整合
- 多樣產品組合：擁有豐富多樣高密度算力的GPU伺服器，可為用戶量身打造
- 高度擴展性：GIGA POD 設計具高度靈活性與未來擴展可能，確保最佳效能和效率。
- 高效能運算：GIGABYTE透過優化散熱設計或導入液體冷卻方案以確保提供頂尖運算力。
- 專業knowhow：提供部署大型人工智慧資料中心 從諮詢到建置佈署的一條龍服務。





GIGAPOD

一站式解決方案

GIGA POD
One-stop Shop Solution

GIGABYTE™

GIGABYTE Next-gen

AI Notebook



技嘉 AI 雲端地端 全產品線布局

2024 年 AI Notebook 元年

AI 革命

算力
為王



NB全產品線
100 TOPS ↑

AI Ecosystem成關鍵因子
ISV / Software / Application

Next-gen 目標用戶輪廓

AI NB 產品定位

小而美 小而全 全端算力體驗

高端旗艦 大師神人



終極玩家 追求極致

頂規

華麗

AI黑科技

靜奢有型 全能菁英



熱血職人 專業多工

精品

時尚

AI神算力

輕薄長效 街頭潮玩



城市遊牧 行動便攜

主流

個性

AI神算力

AORUS

GIGABYTE |

GIGABYTE™

COMING
SOON

AI Nexus

由 AI 驅動的應用程式套件，將電源管理、遊戲效能和生成式 AI 創作提升到全新高度，為玩家和創作者提供無縫的 AI 體驗。



Ai Power Gear

動態獨顯切換
更長續航力



Ai Generator

快速文生圖
生成式AI



Ai Boost

智慧超頻
更高遊戲效能

AI Power Gear

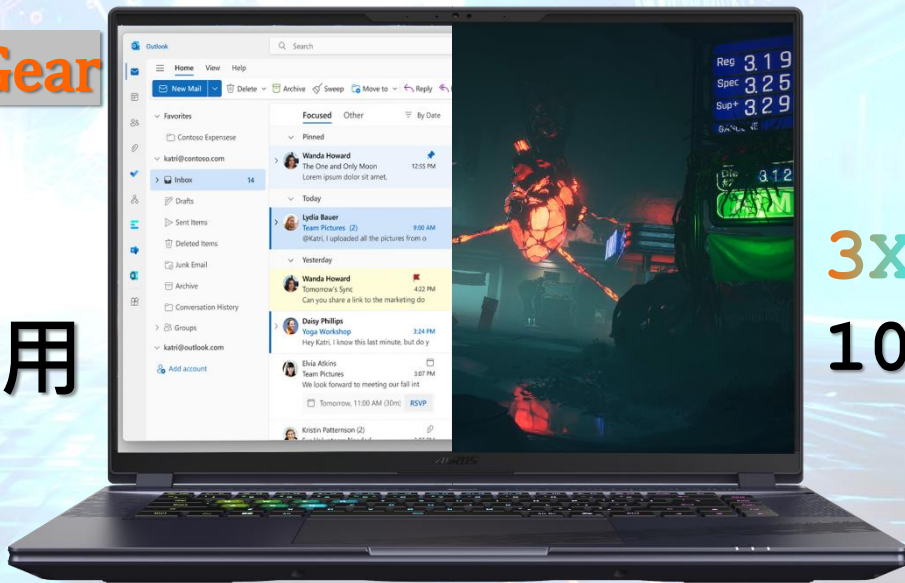
動態獨顯切換更長續航力

AI Power Gear 當筆電在執行收發郵件、瀏覽網頁等文書工作時，透過預先模型會自動調節系統來優化電池續航時間，儘管外出移動也能維持 12 小時以上的電池續航力，打破獨顯筆電等於高耗電的刻板印象。



12Hrs ↑

一般文書使用



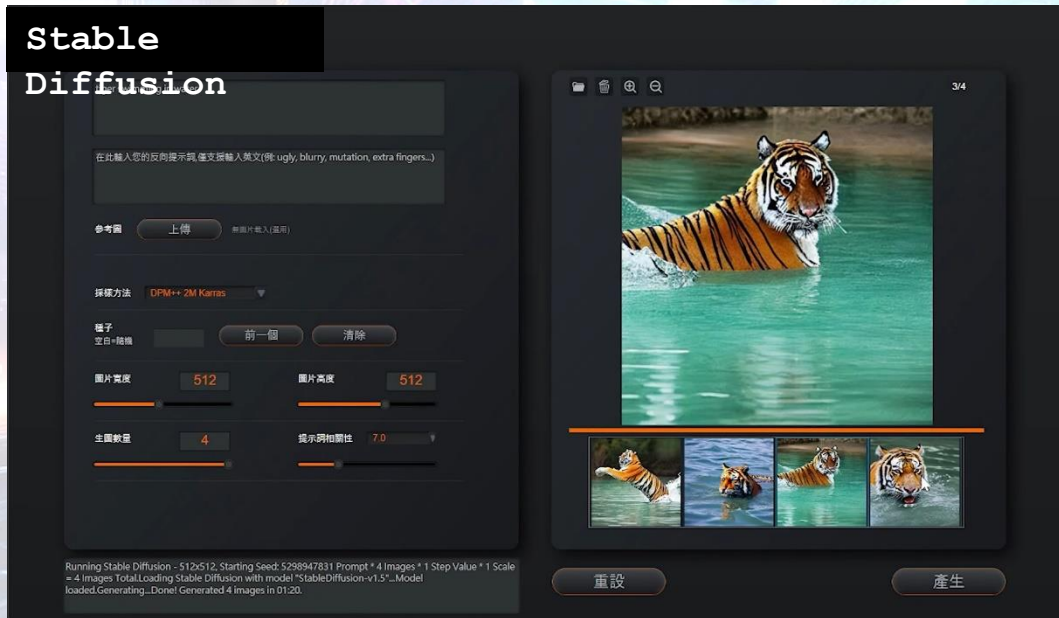
3X

1080p 遊戲速度

AI Generator

快速文生圖生成式AI

AI Generator 可過本地端即可進行文生圖處理，加速設計和簡報製作過程，減少了對網路的依賴，同時有助於提高資料安全性。



AI Boost

智慧超頻更高遊戲效能

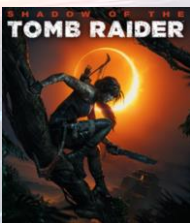
AI Boost 則是需要進行遊戲或渲染時，自動切換到獨立顯示卡輸出，自動檢測背景的遊戲，自動優化成超頻遊戲體驗。



+49%

Performance Increase

Cyberpunk2077



+6.5%

Performance Increase

Shadow of Tomb Raider

400+

優化遊戲大作

高效彈性 洞燭先機

Copilot Key

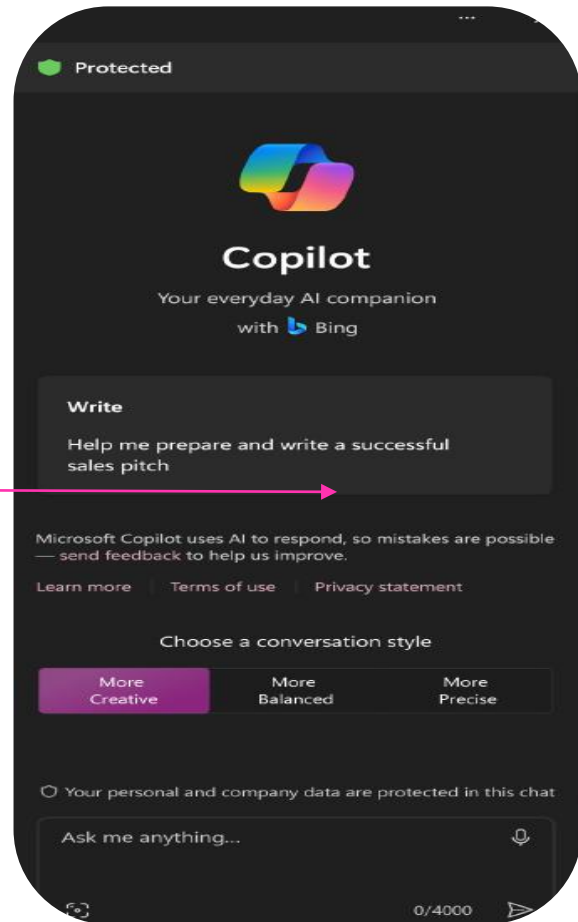
偕同微軟於 CES 產品發表首波加入專屬 Copilot 熱鍵僅有 3 家品牌商，技嘉為其中 1 家先驅品牌，與上游廠商迅速對接，利用市場預測能力以及自有品牌高彈性、即時調動產線資源，進場 AI 最佳賽局時機。



GIGABYTE™



acer



展望2024H2佈局 即將登場

AI Nexus 2.0



COMING
SOON

攜手半導體晶片與系統軟體龍頭構建AI生態圈，軟體端 AI Nexus 2.0版本，將由初代機械式AI演進為人性化AI，從文字輸入到視訊/音訊感知，從單純切換到個性化分析行動，融入 AI 功能於工作、遊戲、娛樂每一個生活面向，成為用戶稱職人工智慧助理。

機
械
指
令



AI Nexus



預
測
感
知

AI Nexus 2.0

環境 Environmental

社會 Society

公司治理 Governance

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)



IR Magazine Awards Greater China

2022 Best Investment Relations Officer

Institutional Investor

2023 All-Asia Executive Team

Best Investor Relations Program, Best Investor Relations Team, Best ESG, Best Board, Best Investor Relations Professional



2022 CDP Climate A-

(rated as Leadership for 2 consecutive years)

Supplier Engagement Rating A

(rated as Leadership for 6 consecutive years)



2022 Taoyuan City Excellent Enterprise Award
Good Wellbeing Enterprise Award
Gender Equality Award



2022 Taiwan Circular Economy Award
Innovative Service Award



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

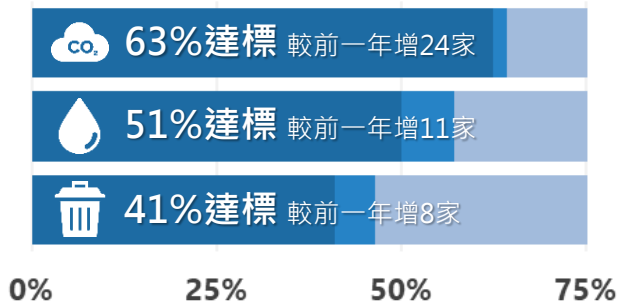
低碳排放的永續價值鏈

減量 · 共享 · 愛地球 聯盟

響應永續供應鏈倡議廠商 **143家**
關鍵供應商提供減量333績效 **55家**

55家廠商2022年較2021年減量績效

● 減量 > 3% ● 減量 0-3% ● 增量



3/16 技嘉科技2024供應商淨灘 攜手
兩百人「減量 · 共享 · 愛地球」



39家供應商、技嘉科技主管、員工、以及員工自主發起的社團
「技嘉運綠社」志工總計破208人

感謝

Q & A