

SENAO Profile

2022/12/21

STOCK CODE: 2450

This presentation contains some forward-looking statements that are subject to substantial risks and uncertainties. Typically, these statements contain words such as “anticipate”, “believe”, “could”, “estimate”, “expect”, “intend”, “plan”, “forecast”, “project”, “predict”, “potential”, “continue”, “may”, “should”, “will”, and “would” or similar words. You should consider these forward-looking statement carefully because such statements are only our expectations or projections about future events, and actual results may differ materially from those expressed or implied by such statements. The forward-looking statements in this presentation include, but are not limited to, growth rates for various markets estimated by third party sources, future products and technology development, widespread market acceptance of the hosted delivery model, future revenue growth and profitability. You should be cautioned that the forward-looking statements are no guarantee of our future performance. The forward-looking statements contained in this presentation are made only as of the date of this presentation and we undertake no obligation to update the forward- looking statements to reflect subsequent events or circumstances, except as required by law. This presentation and the information contained herein are the property of SENAIO International CO. LTD.

- **Financial Performance**
- **2023 Business Strategy**



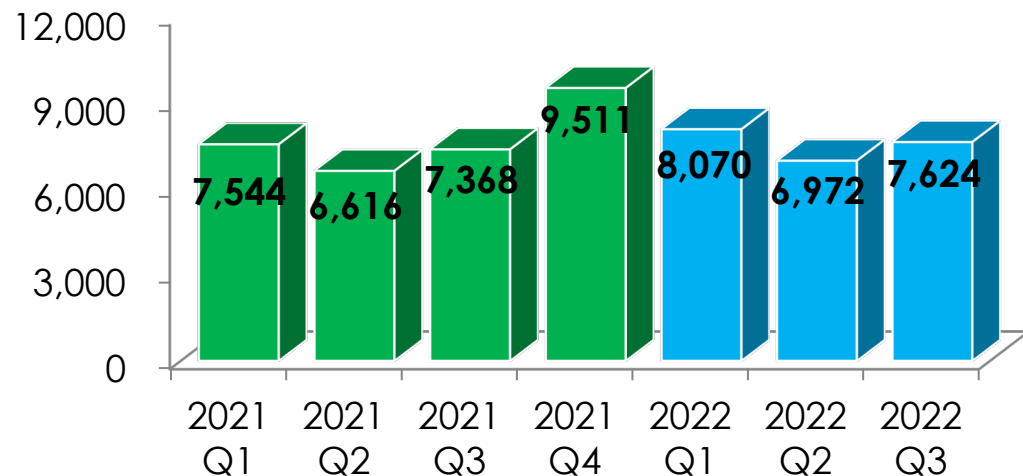
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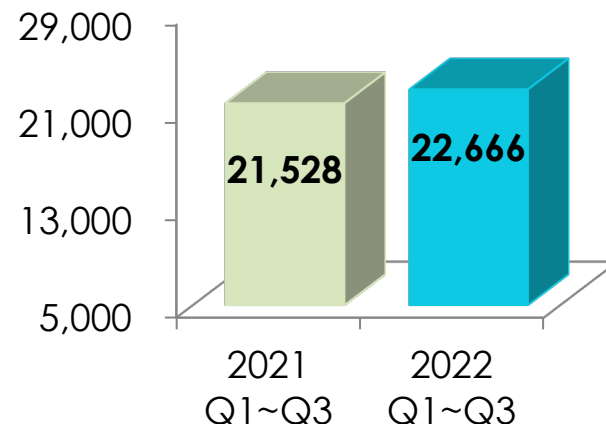


Financial
Performance

Operating Revenue

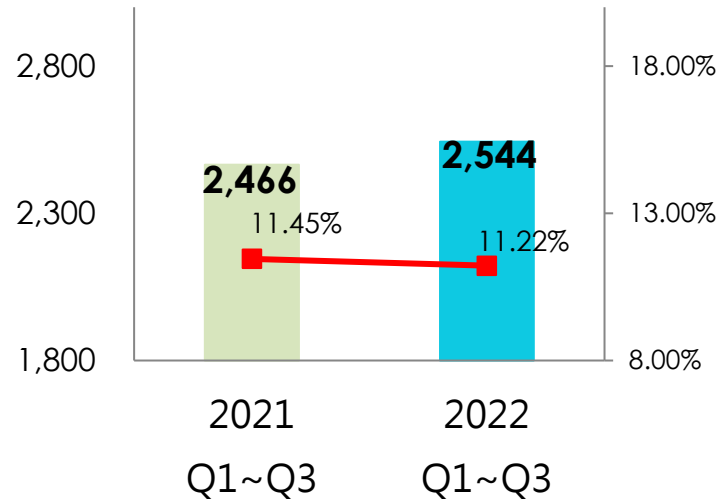
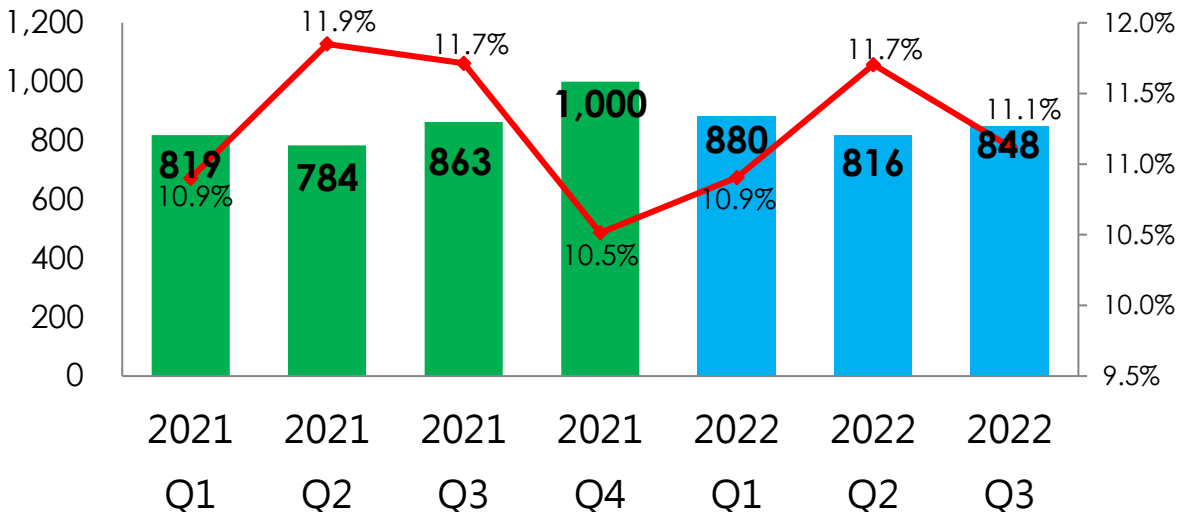


	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3
Operating Revenue (NT million)	7,544	6,616	7,368	9,511	8,070	6,972	7,624
QoQ	-0.7%	-12.3%	11.4%	29.1%	-15.2%	-13.6%	9.4%
YoY	12.1%	11.5%	9.1%	25.2%	7.0%	5.4%	3.5%



	2021 Q1~Q3	2022 Q1~Q3
Operating Revenue (NT million)	21,528	22,666
YoY	10.9%	5.3%

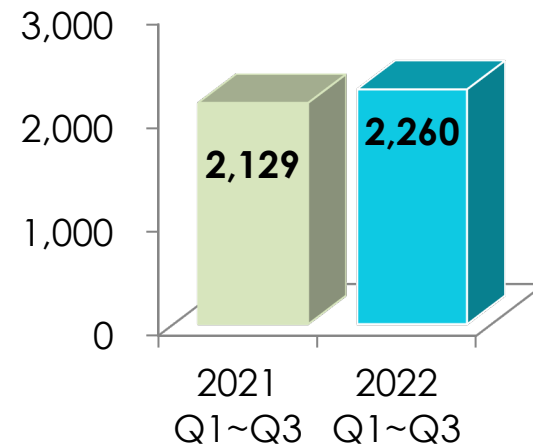
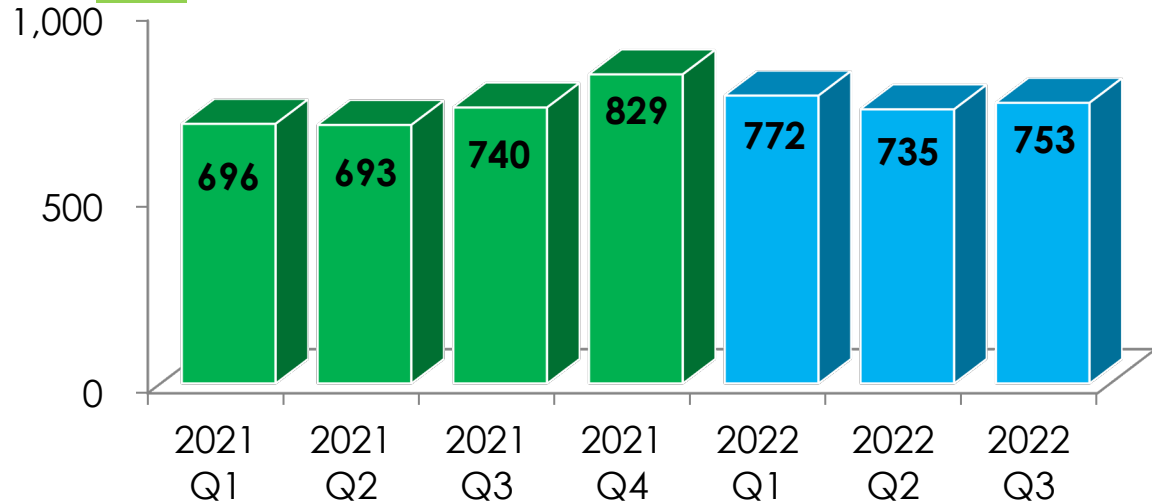
Profit margin



	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3
Gross profit (NT million)	819	784	863	1,000	880	816	848
Gross profit margin(%)	10.9%	11.9%	11.7%	10.5%	10.9%	11.7%	11.1%
QOQ	-0.8%	-4.3%	10.1%	15.9%	-12.0%	-7.3%	3.9%
YOY	8.3%	11.7%	7.6%	21.1%	7.4%	4.1%	-1.7%

	2021 Q1~Q3	2022 Q1~Q3
Gross profit (NT million)	2,466	2,544
Gross profit margin(%)	11.45%	11.22%
YOY	9.1%	3.2%

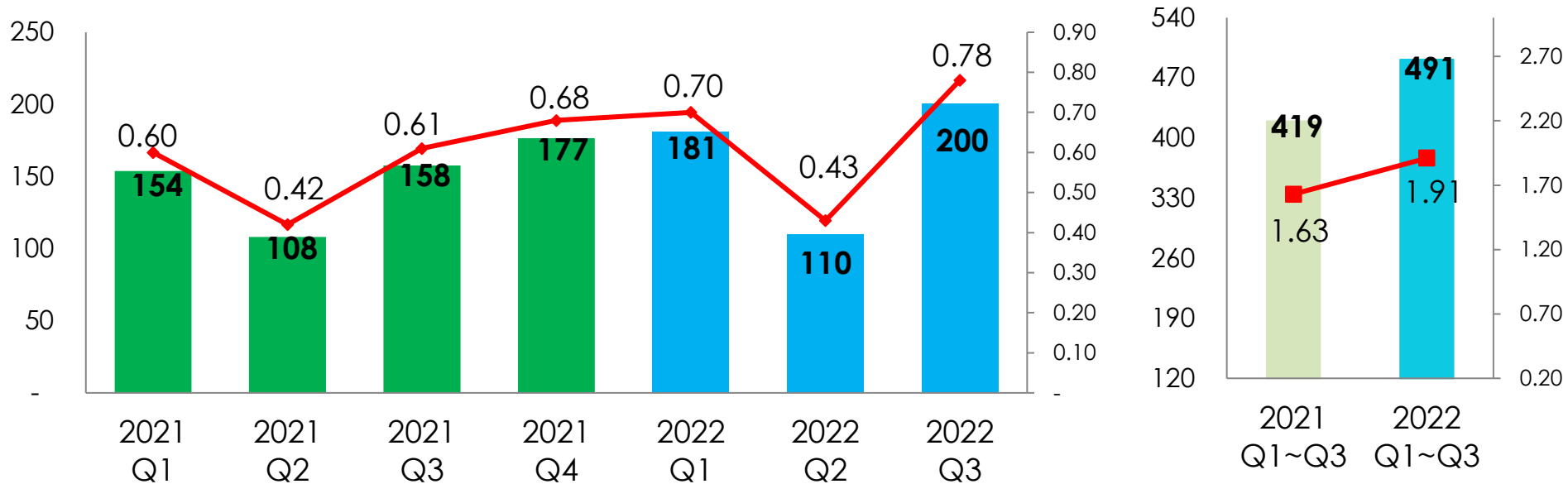
Operating Expenses



	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3
Operating Expenses (NT million)	696	693	740	829	772	735	753
QoQ	-0.4%	-0.4%	6.8%	12.0%	-6.9%	-4.8%	2.4%
YoY	0.0%	3.4%	5.4%	18.6%	10.9%	6.1%	1.7%

	2021 Q1~Q3	2022 Q1~Q3
Operating Expenses (NT million)	2,129	2,260
YoY	2.9%	6.1%

Net Income 、Earnings Per Share



	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3		2021 Q1~Q3	2022 Q1~Q3
Net income (NT million)	154	108	158	177	181	110	200	Net income (NT million)	419	491
QoQ	1.8%	-29.7%	45.7%	12.0%	2.6%	-39.4%	82.3%	YoY	47.8%	17.1%
YoY	71.2%	74.8%	19.3%	16.9%	17.8%	1.6%	27.1%	Earnings Per Share (EPS)	1.63	1.91
Earnings Per Share (EPS)	0.60	0.42	0.61	0.68	0.70	0.43	0.78			

Consolidated Balance Sheet

Unit : NT million	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3
Cash and cash equivalents	2,223	2,544	3,109	2,977	2,175	1,997	1,796
Notes receivable & Receivables	1,784	1,721	2,094	1,902	1,970	1,855	2,052
Other receivables	227	385	278	260	433	320	427
Inventories	2,187	1,696	2,412	2,696	2,830	2,460	2,637
Current assets	6,510	6,439	7,993	7,963	7,561	6,776	7,086
Non-current assets	3,162	3,121	3,130	3,130	3,246	3,166	3,220
Total assets	9,672	9,560	11,123	11,093	10,807	9,942	10,306
short-term loan	-	-	-	-	-	-	-
Notes payable & Accounts payable	1,774	1,578	3,265	2,932	2,560	1,688	2,298
Other payable	907	1,278	983	1,131	1,410	1,377	882
Current liabilities	3,182	3,324	4,722	4,531	4,566	3,532	3,696
Non-current liabilities	408	425	431	418	429	486	478
Total liabilities	3,591	3,749	5,153	4,950	4,996	4,018	4,174
Total equity	6,081	5,811	5,970	6,143	5,811	5,924	6,132

Consolidated Statements of Cash Flows

Unit : NT million	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3
Cash provided by (used in) operating activities	(674)	(272)	683	654	(710)	(807)	(441)
Cash provided by (used in) investing activities	176	172	242	215	(14)	(19)	8
Cash provided by (used in) financing activities	(76)	(153)	(614)	(690)	(77)	(155)	(749)
Cash and cash equivalents, Beginning of the year	2,798	2,798	2,798	2,798	2,977	2,977	2,977
Cash and cash equivalents, end of the year	2,223	2,544	3,109	2,977	2,175	1,997	1,796



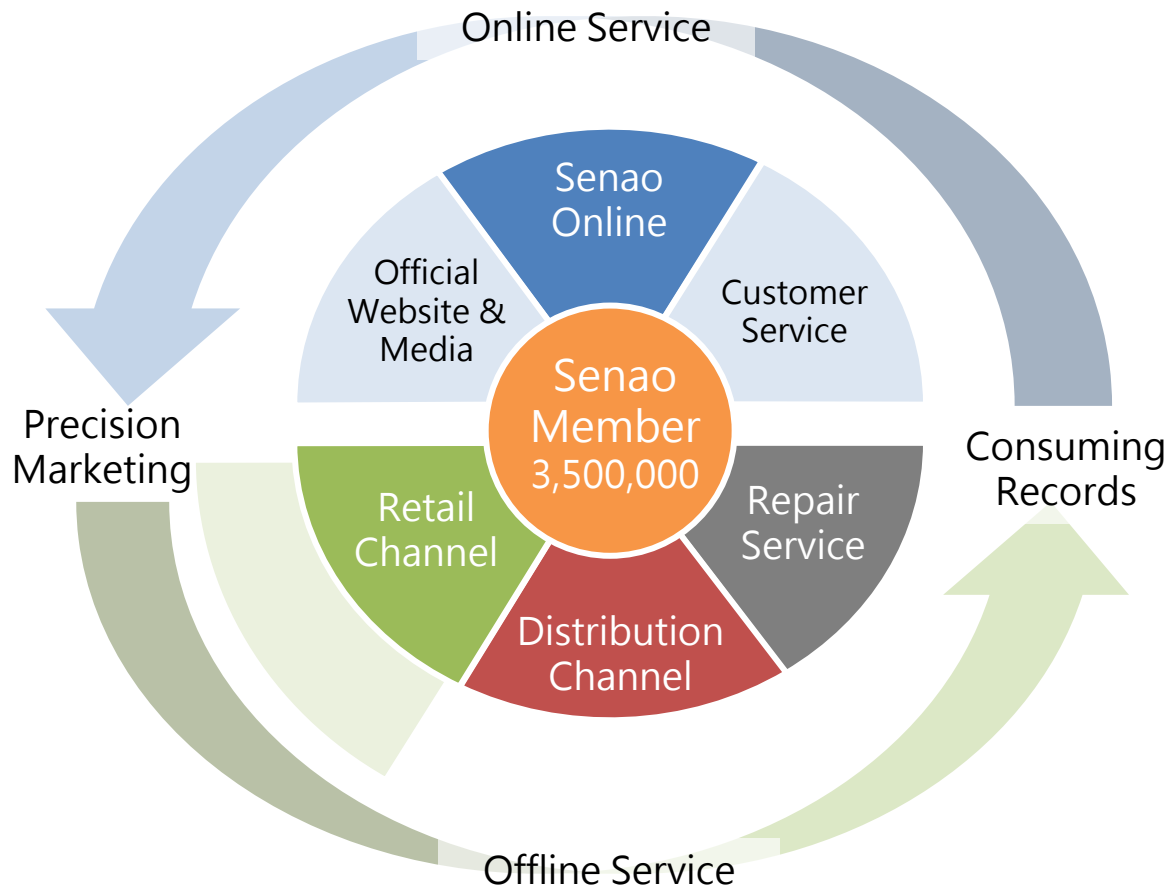
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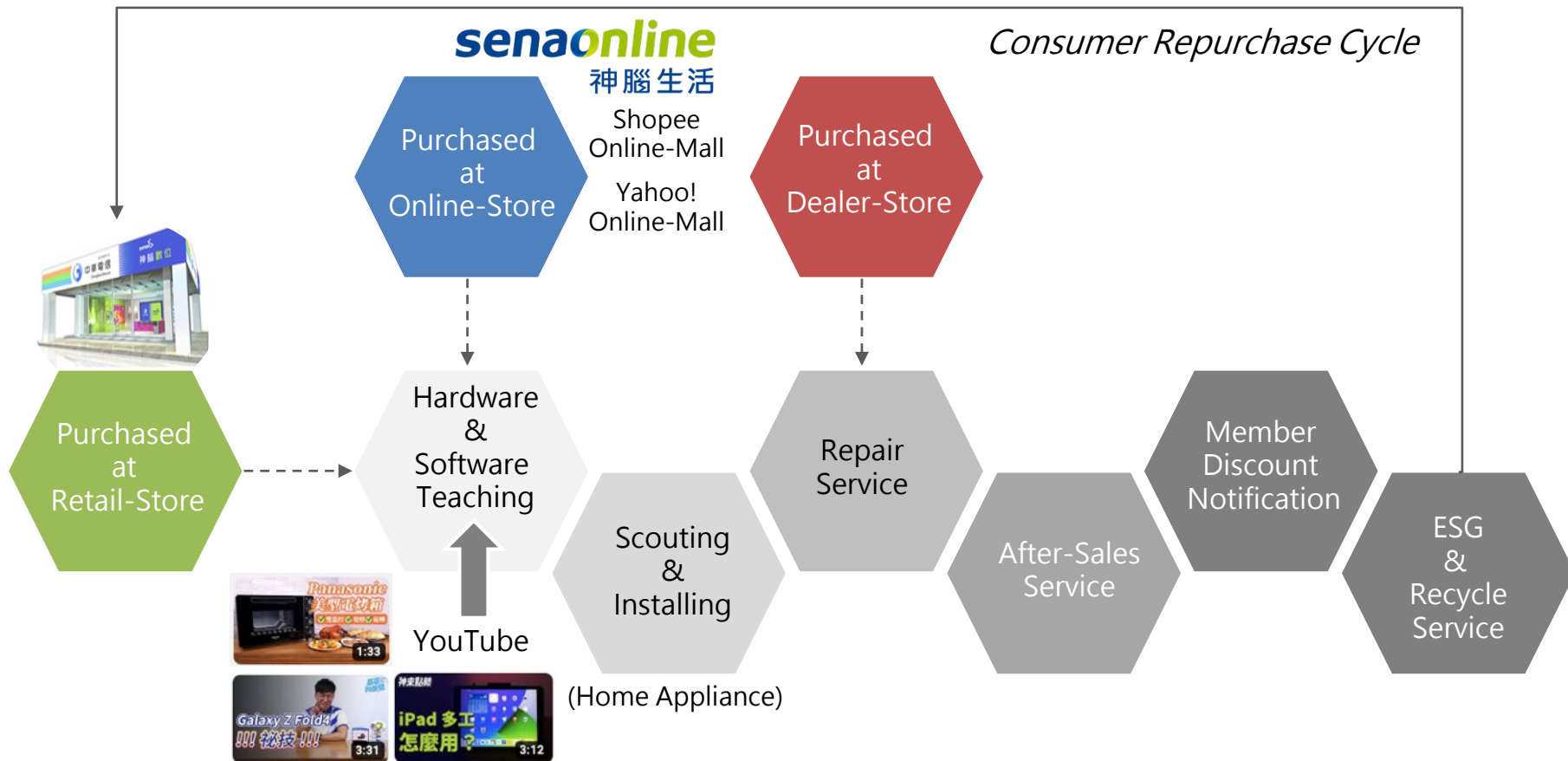


2023 Business Strategy

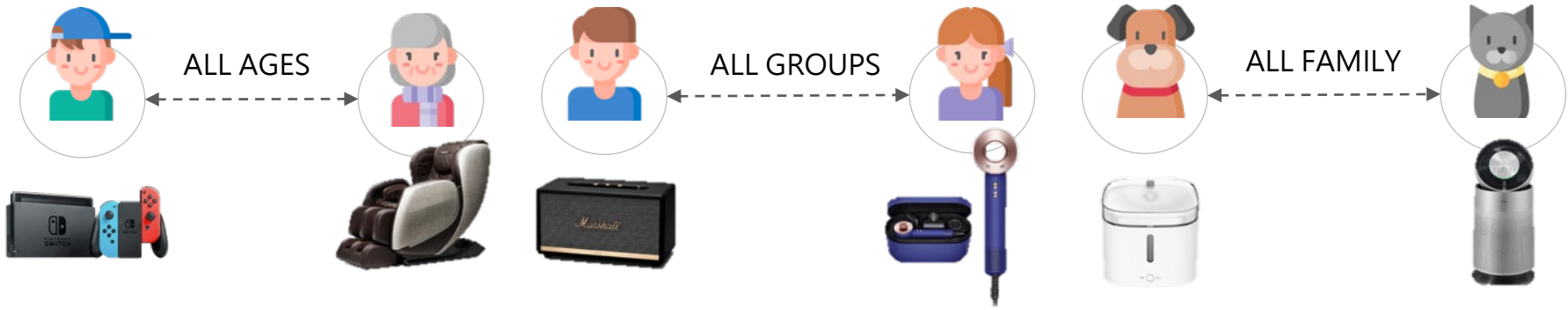
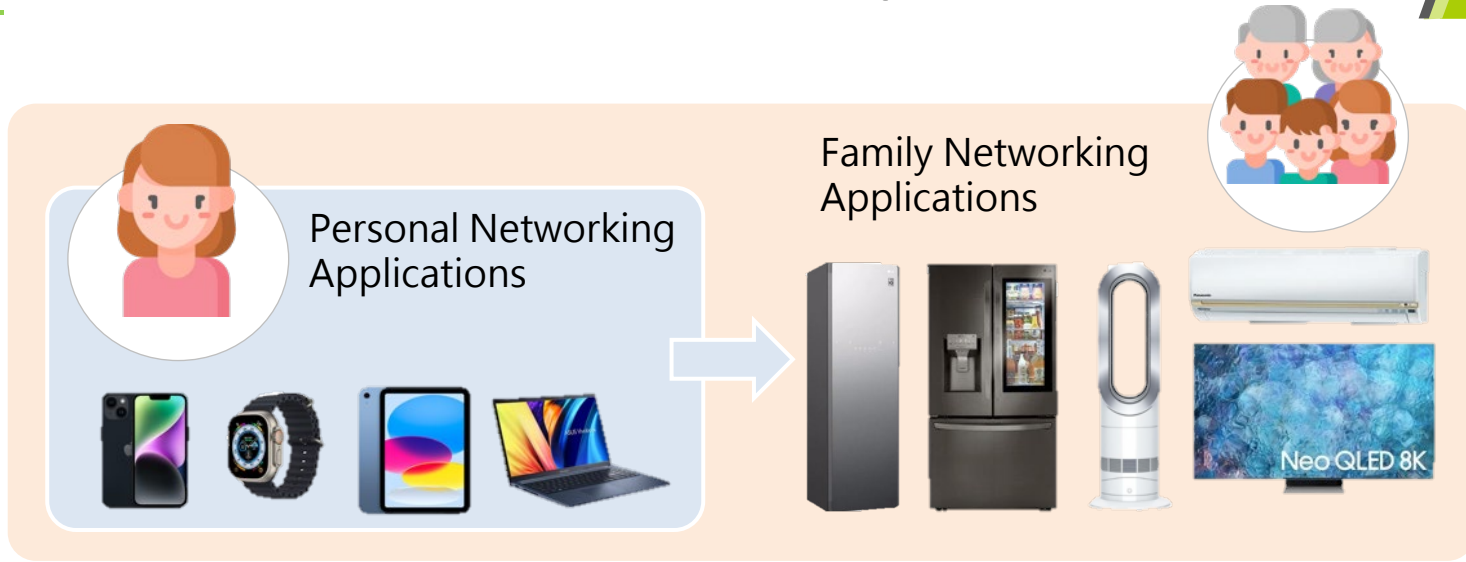
Senao Business Ecosystem



Consistent Service Process



Products – Personal, To Home, To Family

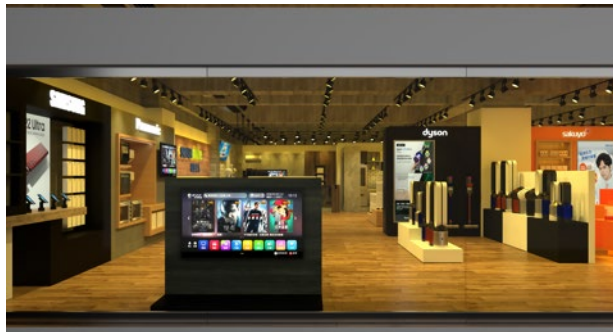


Post Pandemic - Shopping Convenience

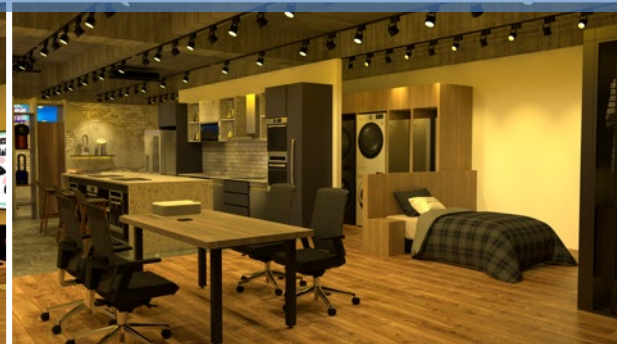


Customer Experience

Flagship Store (plan sketch)



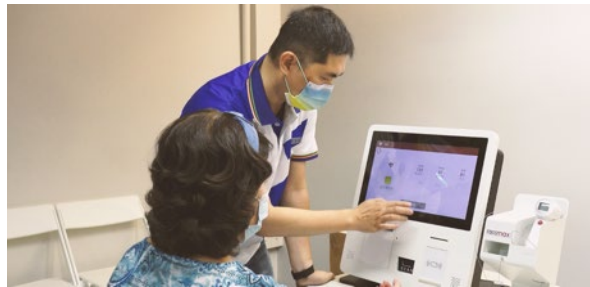
Display = Experience



Cross-channel Cooperation Ecosystem



Senao Foundation with Community Management



senao 神腦國際 senao 神腦科技文教基金會

神腦基金會 愛學習課程

科技應用小講堂

台中北屯 (平昌里活動中心)

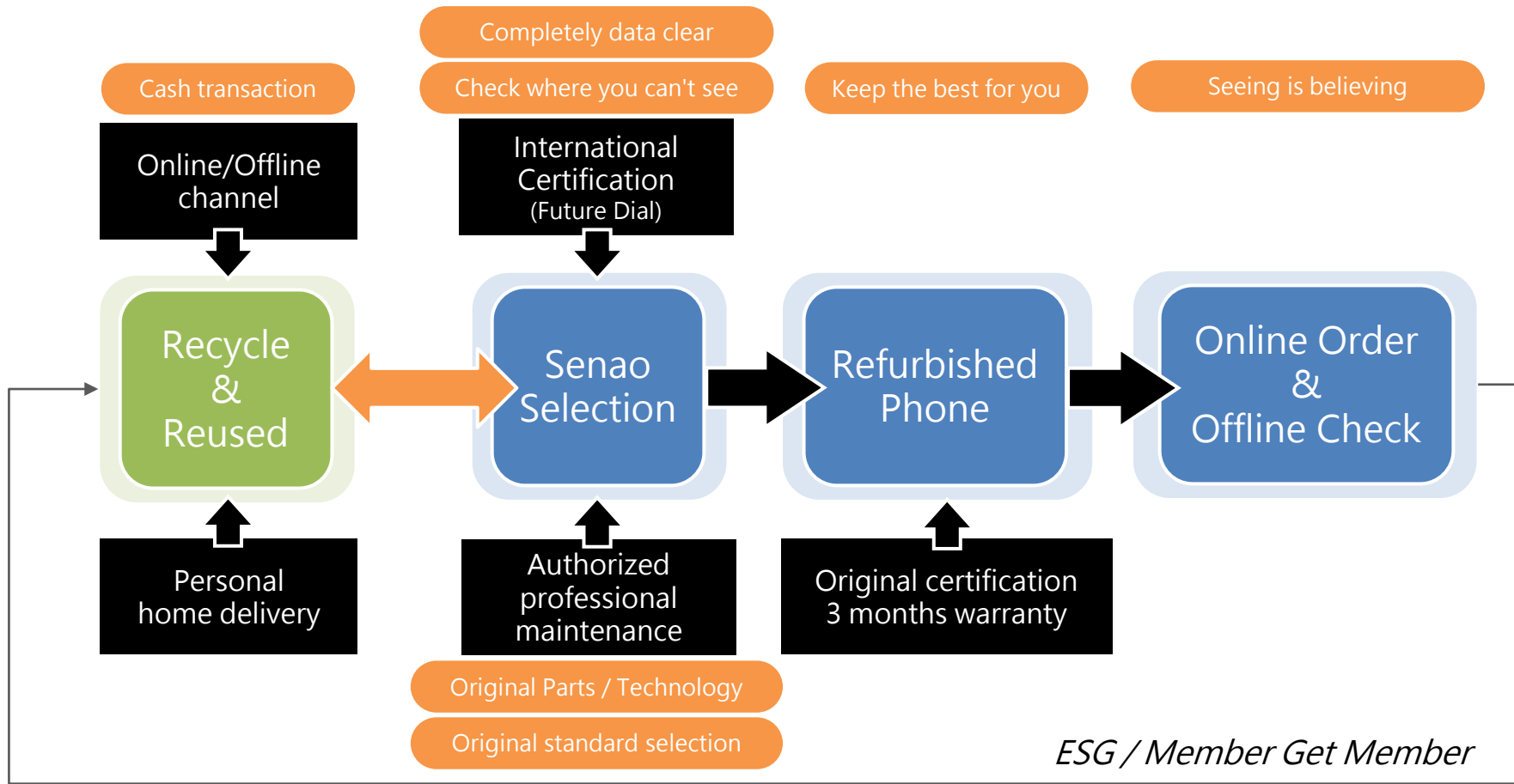
11/4(五) 10:00-11:30 科技與應用(Line使用小技巧)
11:30-12:00 科技與健康(空氣清淨機解析)

- 想了解LINE的使用小技巧嗎?
- 想知道清淨機怎麼挑選嗎?

報名享好學禮，歡迎您一起來體驗及了解
報名專線：平昌里劉慶雲里長：0932626758
北屯里歐真宗里長：0932541420
講堂地址：臺中市北屯區興安路一段163號



ESG - Used Phone Recycling Journey





THANK YOU !

You can find me : investor@senao.com.tw