



The Provider of  
Integrated Material  
Solutions

# 2024 Investor Meeting

2024.11.28

Ticker: 3444

# Safe Harbor Statement



This presentation may contain forward-looking statements, including but not limited to business outlook, predictions, estimates. Such statements are based upon management's current beliefs and expectations and are subject to various risks, uncertainties and other factors that could cause actual outcomes and results to differ materially. We caution readers not to place undue reliance on forward-looking statements as these statements speak only as of the date they are made, and we disclaim any obligation to, update or alter any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law or regulation. This cautionary statement is applicable to all forward-looking statements contained in this presentation.

# Profile

Established: 1993

Capital: 440 million (NTD)

Listed on the Stock Exchange: 2008

Business Locations:



Taichung  
(HQ)



Hsinchu

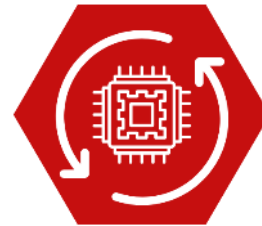


Kaohsiung



Suzhou

Business Segments:



## Sales Agency of Advanced Materials

Semiconductor, FPD, and LED-related materials, components, and equipment.

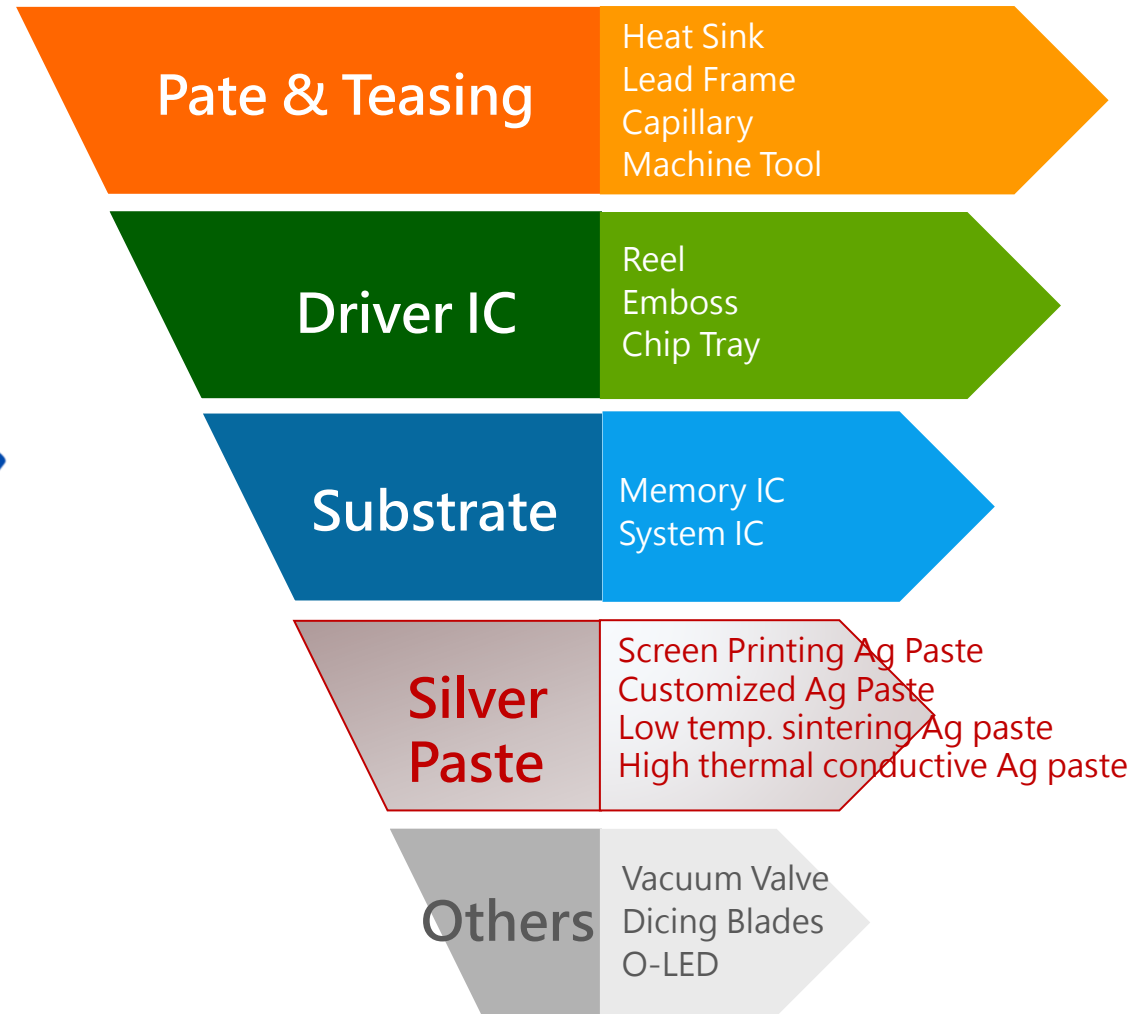
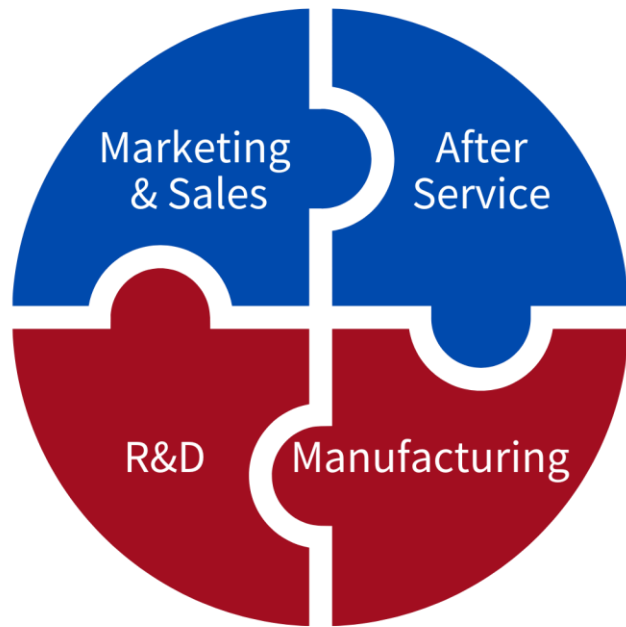


## R&D technology & manufacture

1. Low-temperature Sintered Silver Paste
2. Conductive Silver Paste
3. Screen Printing Silver Paste
4. Customized Silver Paste

# Operation Strategy (1/2)

Agent  
↓  
Materials-Integrated supplier

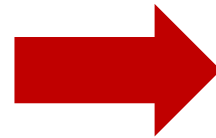
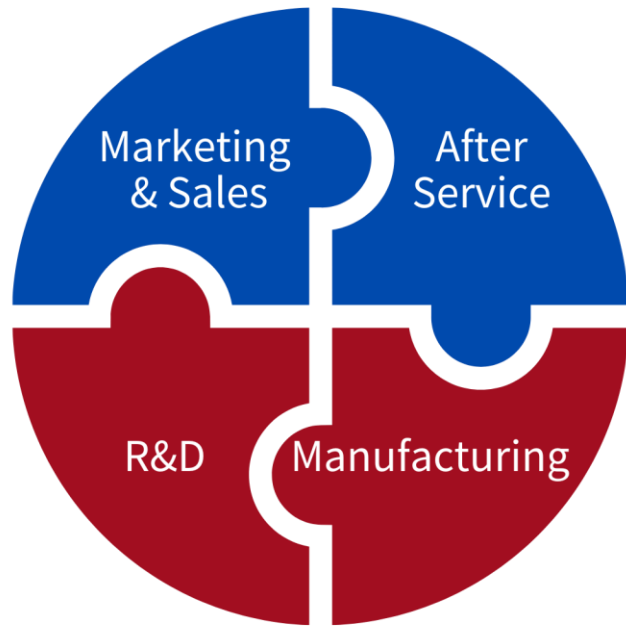


# Operation Strategy (2/2)

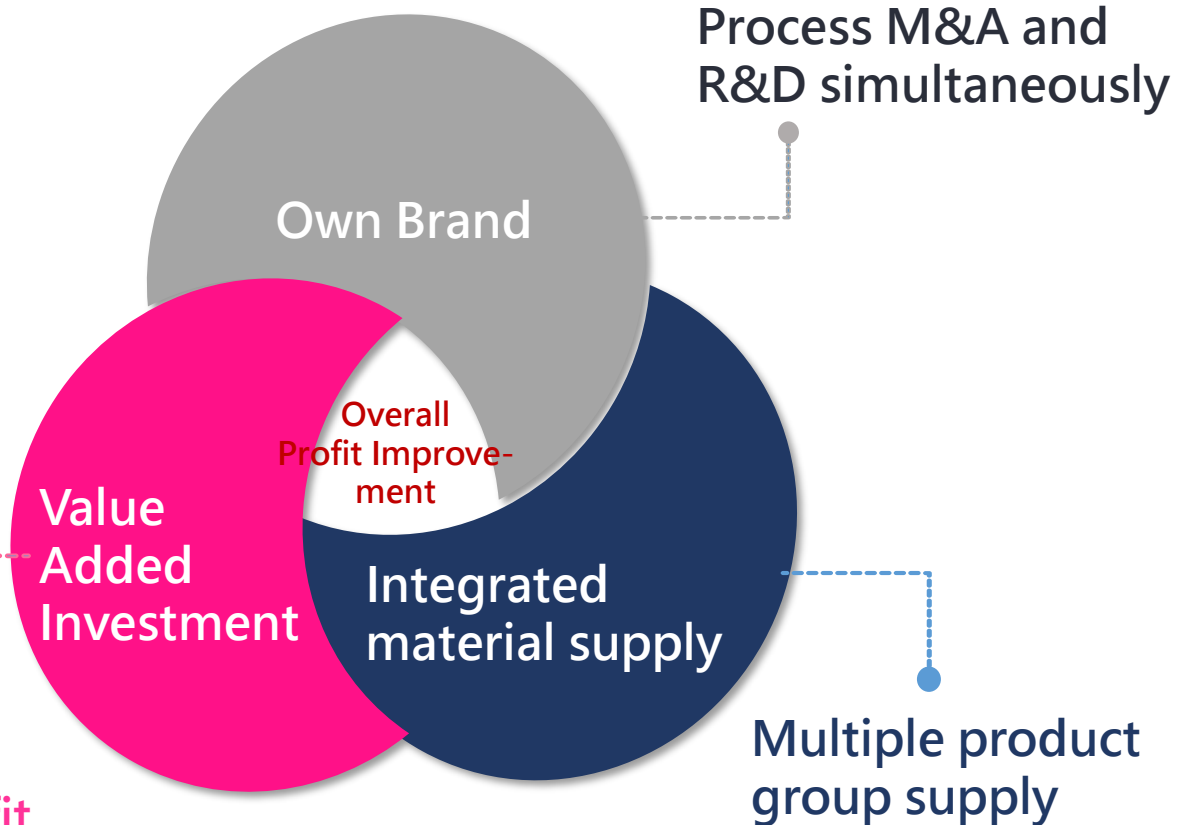
Agent

## Transformation to Improve profit

Materials-Integrated supplier



Alliance and mutual benefit operation



Process M&A and R&D simultaneously

Own Brand

Overall Profit Improvement

Value Added Investment

Integrated material supply

Multiple product group supply



# Operating Report

# Income Statement



(NT\$ Thousand)	2021	2022	2023	Q1 2024	Q2 2024	Q3 2024	累計至Q3	Q3 2024		累計至Q3
								QoQ	YoY	2024
Revenue	1,218,919	1,060,398	976,397	238,074	301,397	304,539	844,010	1%	17%	16%
Gross Profit	310,457	310,949	255,756	63,037	73,889	79,153	216,079	7%	16%	13%
GP Margin Rate	26%	29%	26%	26%	25%	26%	26%	0%	0%	0%
Operation Income	150,568	124,057	75,279	13,241	21,977	28,235	63,453	28%	31%	21%
Non-Operating Income	15,294	110,067	36,565	23,801	14,426	(717)	37,510	-105%	-103%	-33%
Income Before Tax	165,862	234,124	111,844	37,042	36,403	27,518	100,963	-24%	-40%	-6%
Net Income	134,428	195,976	93,545	31,079	33,013	7,273	71,365	-78%	-81%	-22%
Net Income Margin	11%	18%	10%	13%	11%	2%	8%	-78%	-84%	-32%
EPS (NT\$)	3.36	4.90	2.12	0.69	0.73	0.16	1.59	-78%	-13%	-24%

# Balance Sheet



<i>(NT\$ Thousand)</i>	2021	2022	2023	Q3 2024
<b>ASSETS</b>				
Cash and cash equivalents	279,765	327,431	398,797	299,668
Accounts receivable	509,553	532,247	443,432	511,532
Inventories	66,764	60,048	67,008	53,267
Investments	205,830	257,247	263,434	236,669
Property, plant and equipment	228,528	226,154	223,341	284,479
Other assets	23,817	26,539	34,288	36,207
<b>Total Assets</b>	<b>1,314,257</b>	<b>1,429,666</b>	<b>1,430,300</b>	<b>1,421,822</b>
<b>LIABILITIES</b>				
Short-term loans	126,429	150,000	-	10,000
Accounts payable	265,051	227,968	233,559	265,694
Other liabilities	115,613	131,435	110,272	99,407
<b>Total Liabilities</b>	<b>507,093</b>	<b>509,403</b>	<b>343,831</b>	<b>375,101</b>
<b>Total Stockholders' Equity</b>	<b>807,164</b>	<b>920,263</b>	<b>1,086,469</b>	<b>1,046,721</b>
<b>Net Asset Value</b>	<b>20.64</b>	<b>23.53</b>	<b>24.63</b>	<b>23.26</b>



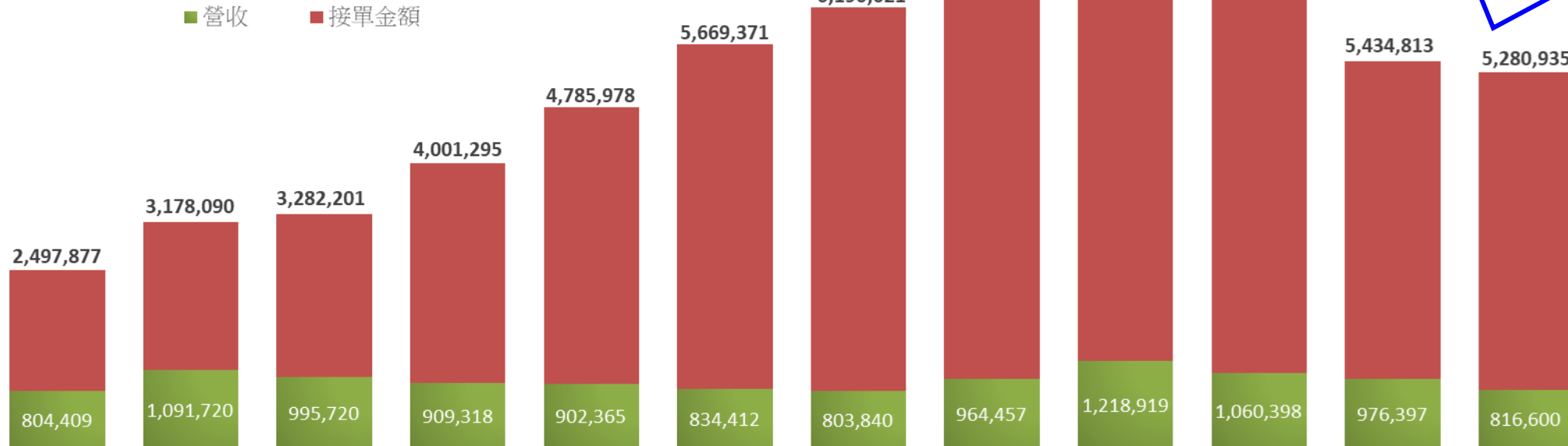
# Revenue and Business Amount



**2013-2023 CAGR**  
 Revenue: 2%  
 Sales Amount: 8.1%

■ Revenue  
 ■ Business Amount

(NT\$Thousand)

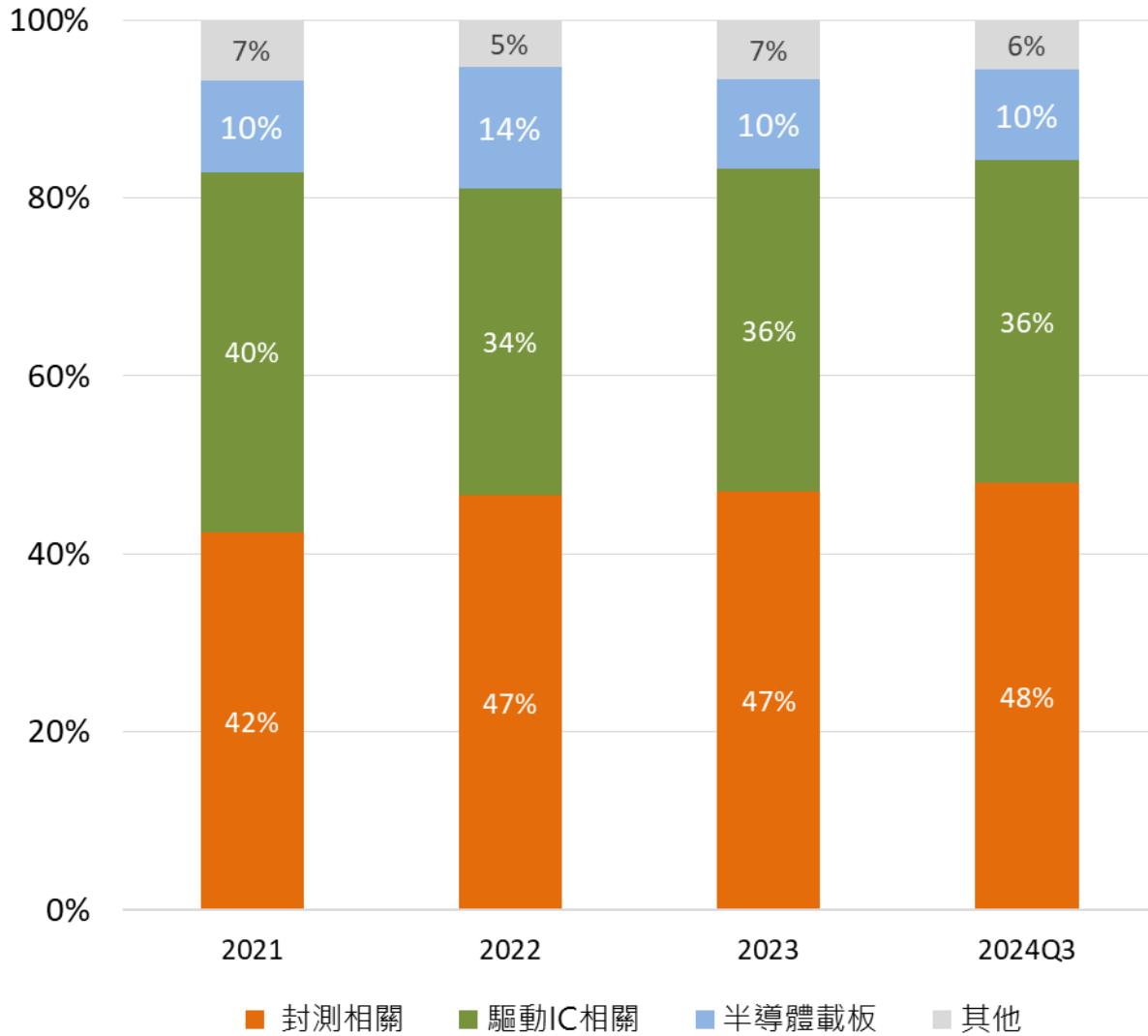


Reached 77% of 2023 revenue

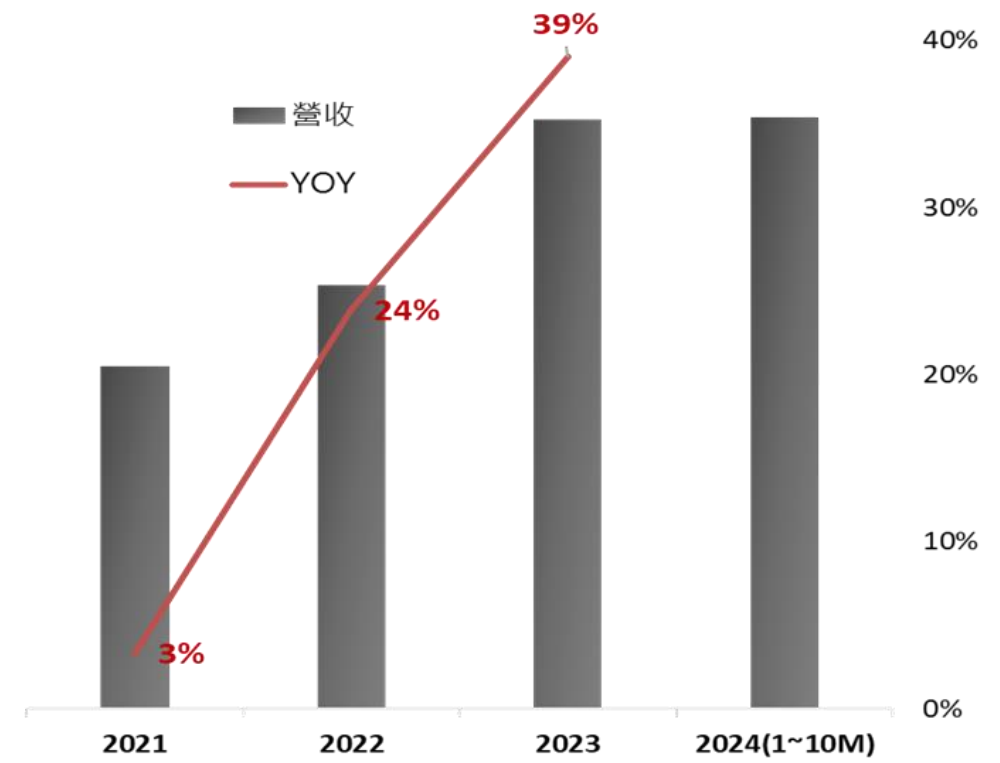
\*Revenue: sales model (all revenue is recognized) + commission model (only commission income is recognized)

\*Sales amount = total order amount

# Revenue Distribution by Product Category



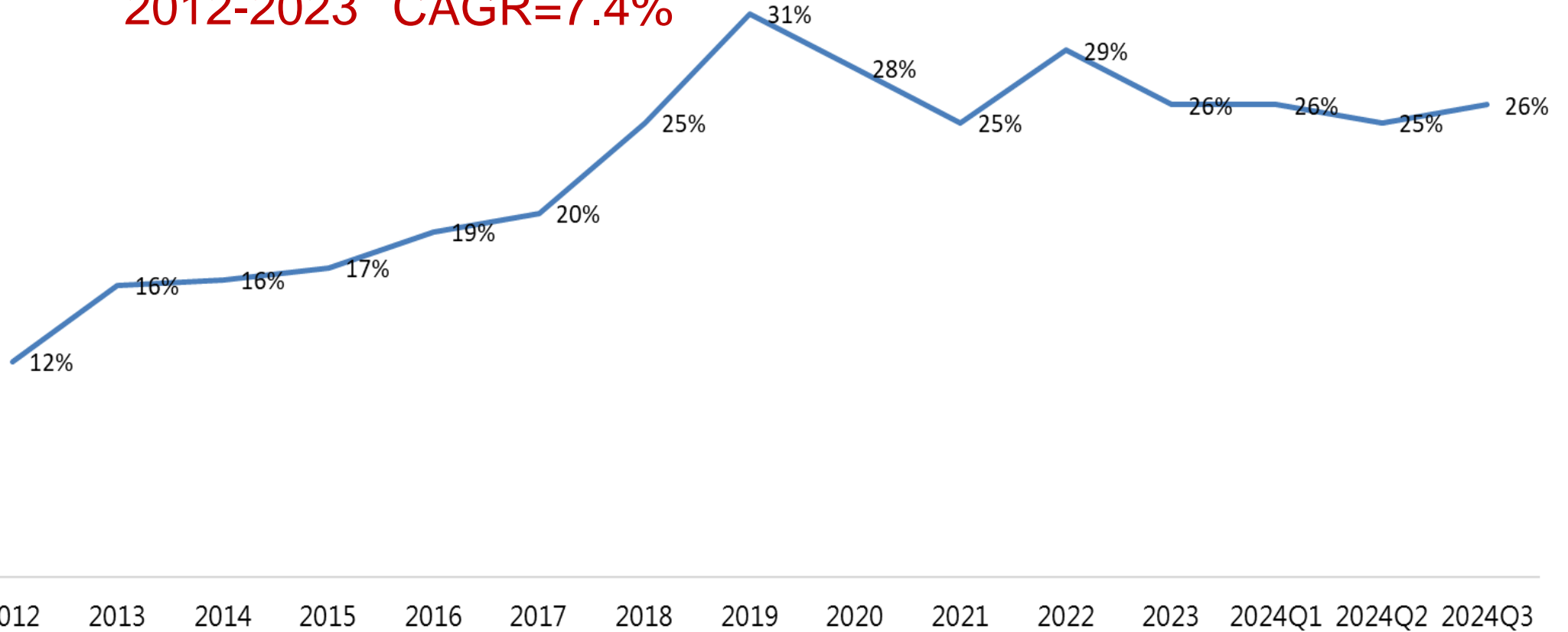
## Revenue of Silver Paste



# GP Margin Rate



2012-2023 CAGR=7.4%

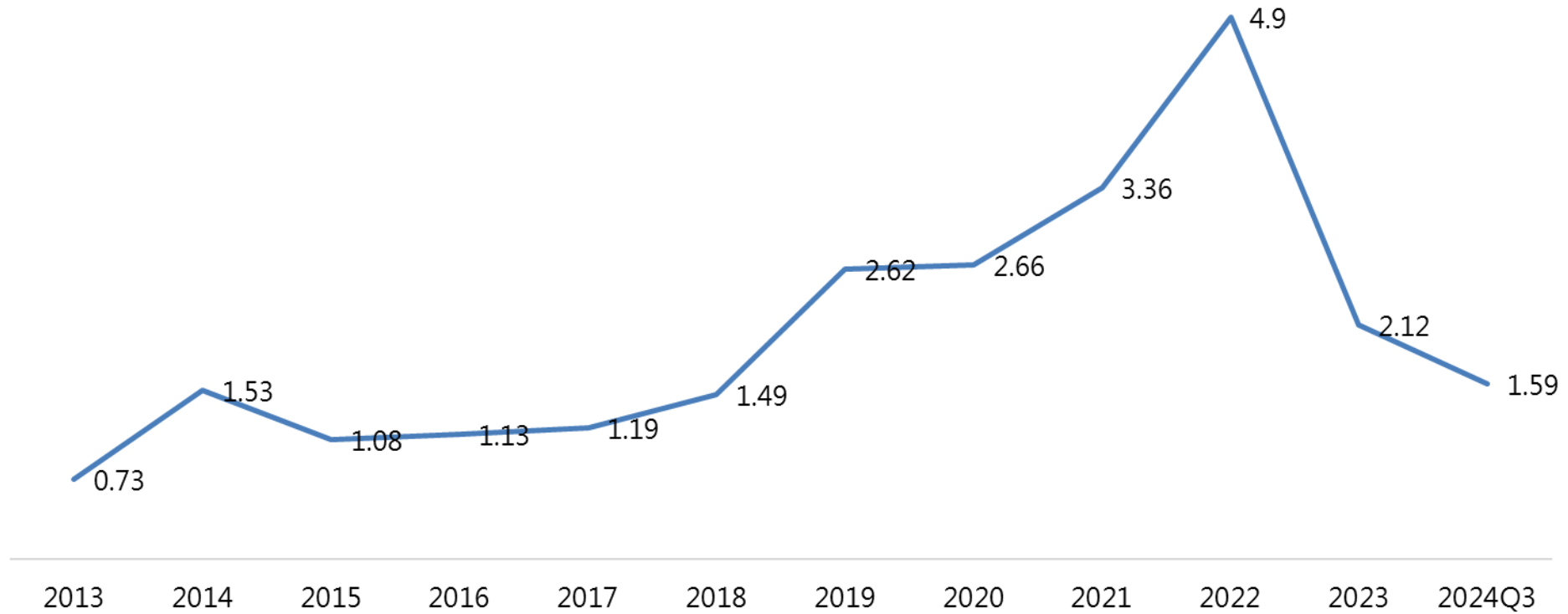


# EPS

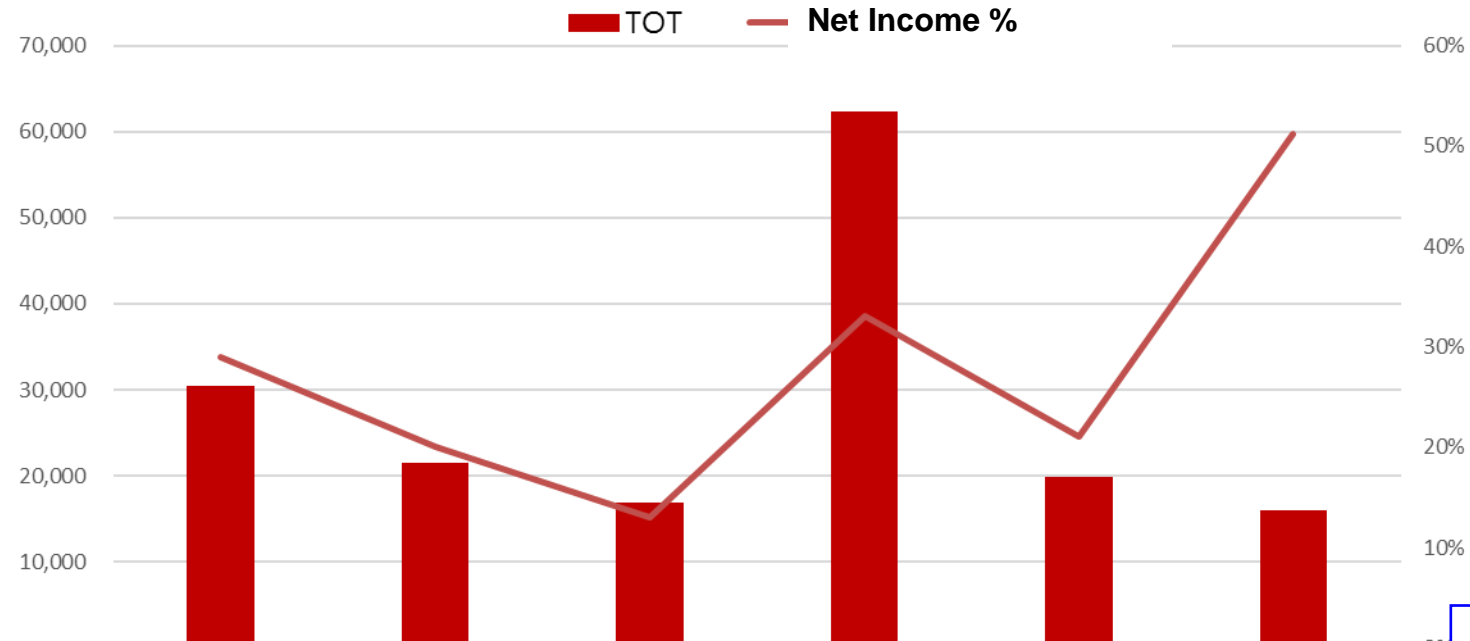
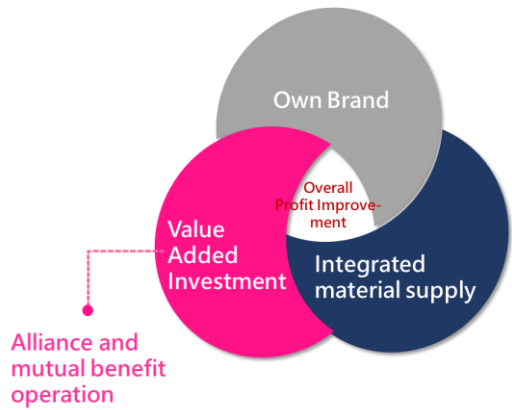


(NTD)

2013-2023 CAGR=11.5%



# Value-added investment contributes to long-term stable profits



STNS has transformed from a cost center to a profit center, with an increase in commission rate. Niching increased its shareholding from 30% to 49% at the end of March.

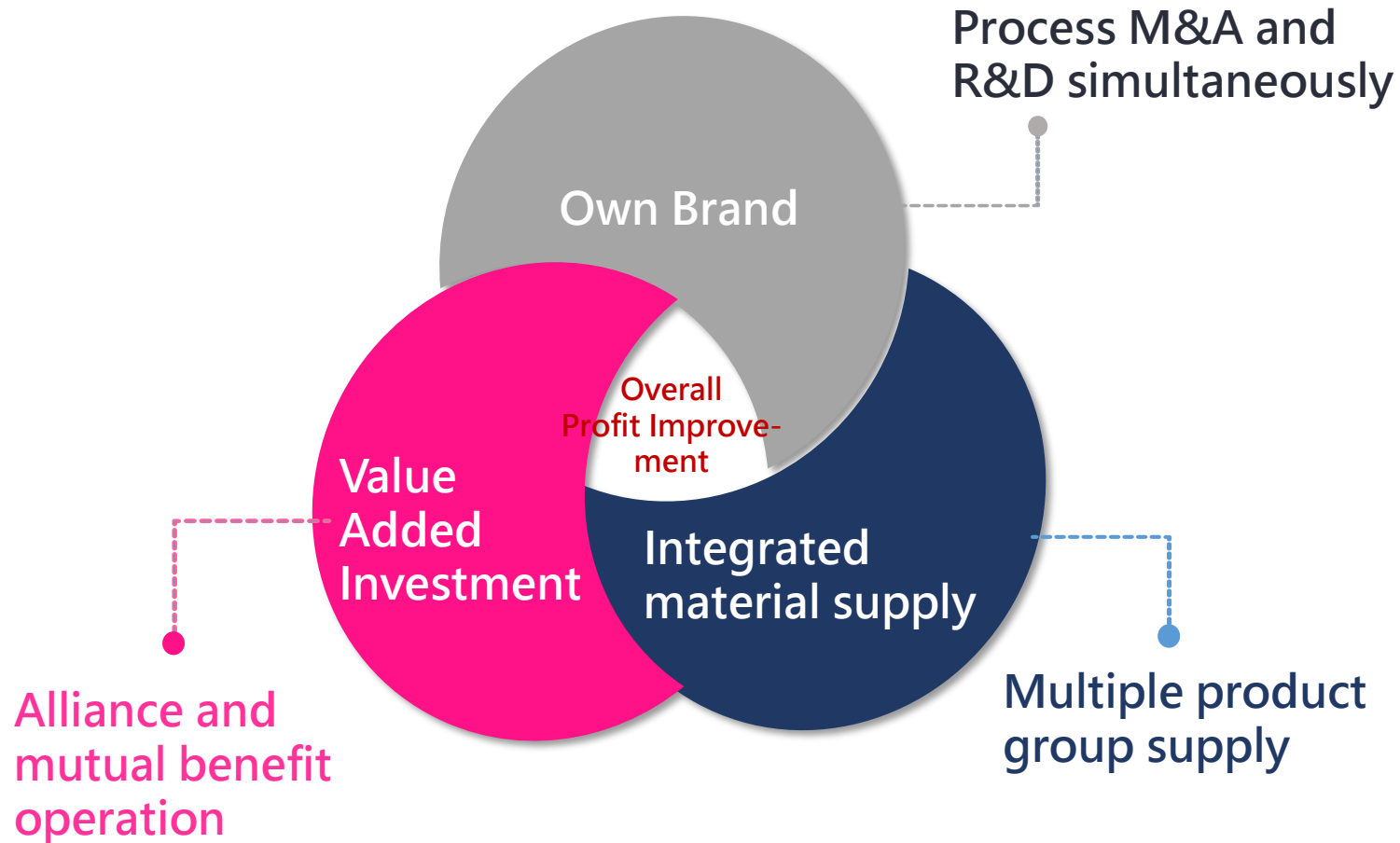
(NTD)	2019	2020	2021	2022	2023	2024Q3
精材	1,680	1,344	1,680	2,351	1,008	1,680
STNC	12,799	5,493	669	10,007	(3,521)	7,440
ENT	15,904	14,669	14,485	49,965	22,434	15,142
<b>TOT</b>	<b>30,382</b>	<b>21,506</b>	<b>16,834</b>	<b>62,323</b>	<b>19,922</b>	<b>24,262</b>
<b>Net Income %</b>	<b>29%</b>	<b>20%</b>	<b>13%</b>	<b>33%</b>	<b>21%</b>	<b>34%</b>

Has reached 80% of last year



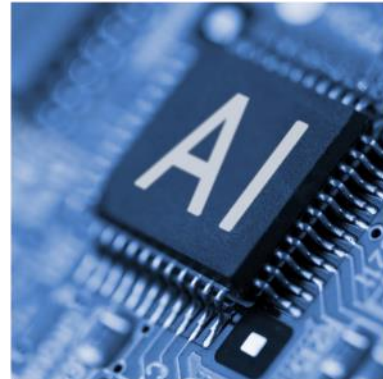
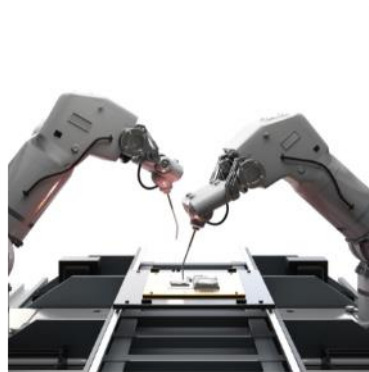
# Future Outlook

## Transformation to Improve profit



# Operation Strategy I : **Multiple product group supply**

**Growing demand for "high power" and  
"heat dissipation" applications**



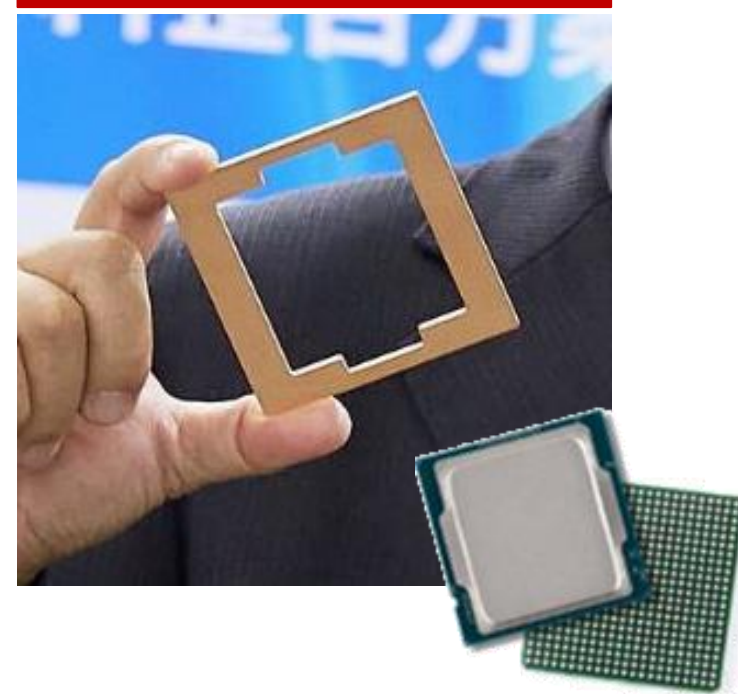


## IC Thermal Management

### Silver Paste



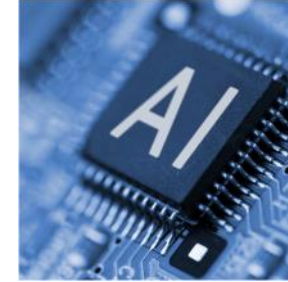
### Heat Sink



# Operation Strategy I : Multiple product group supply



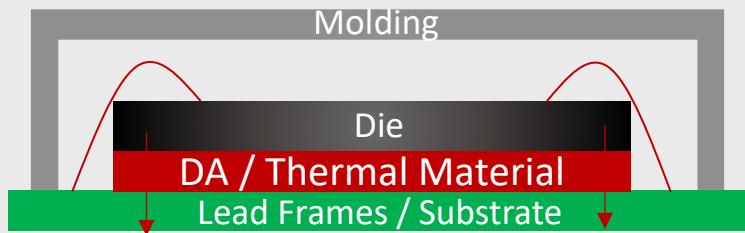
IC Thermal Management: meeting high power and heat dissipation market needs



## Die Attach Paste

(Sintering Silver Paste · Conductive Silver Paste)

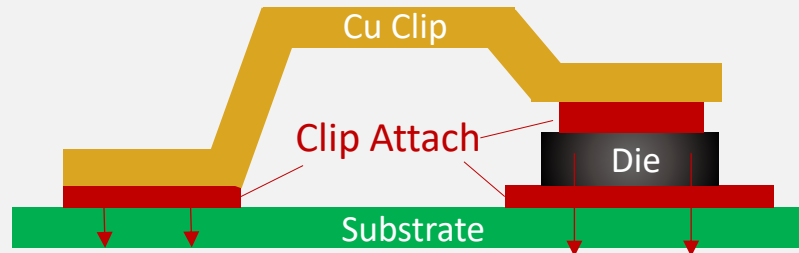
### Wire Bond Package



## Clip Attach Paste

(Sintering Silver Paste)

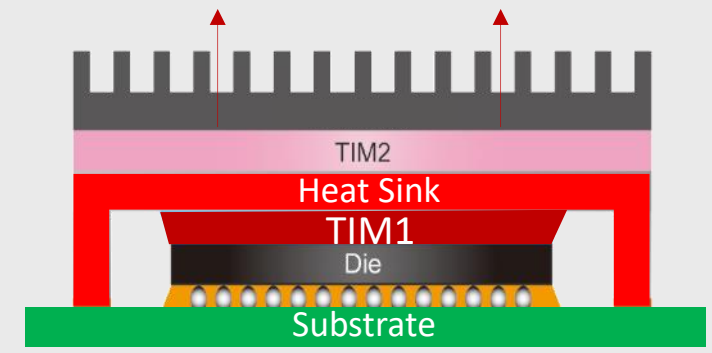
### Clip Package



## TIM1 · Heat Sink

(Sintering Silver Paste)

### Flip Chip Package



# Operation Strategy II : Develop Own Advanced Materials\_By RD

## 1 Own Technology

Technological Innovation and Breakthrough



Automotive Electronics

High-Power LED

IGBT

MOSFET

IOT



1. High adhesion strength
2. High reliability



1. Super high heat dissipation (>200 W/mk)
2. High reliability



1. Suitable for large sizes (>8X8 mm) wafer
2. Super high heat dissipation (>200W/mk)



1. High thermal conductivity
2. High toughness
3. High reliability



1. Rapid curing
2. High conductivity

# Operation Strategy II : Develop Own Advanced Materials\_By RD

## 1 Own Technology

Niching' s Competitiveness



Professional R&D  
10+ Years Experience

Agile  
Responsiveness



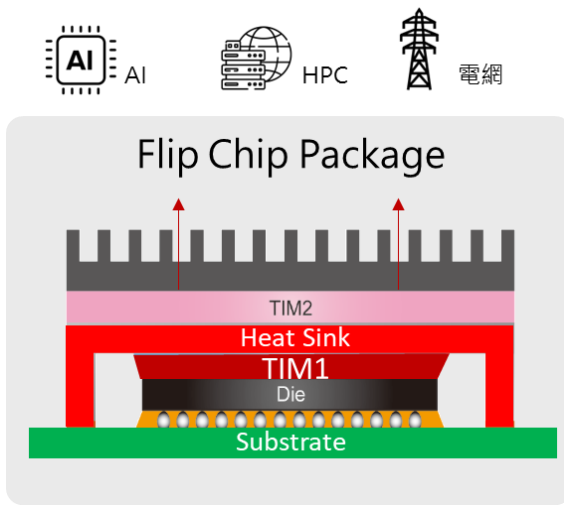
Customization  
Capability

# Operation Strategy II : Develop Own advanced Materials By MA



## 2 Acquisition of Heat Sink Manufacturer

1. Complete sizes, customized production, focusing on large size and advanced packaging in 2024.
2. In October 2024, Niching completed the investment transfer project of Heat Sink, and initially held 6% of the shares in line with the development. In the future, Niching will continue to develop the electrolytic nickel plating process, and provide more comprehensive services.

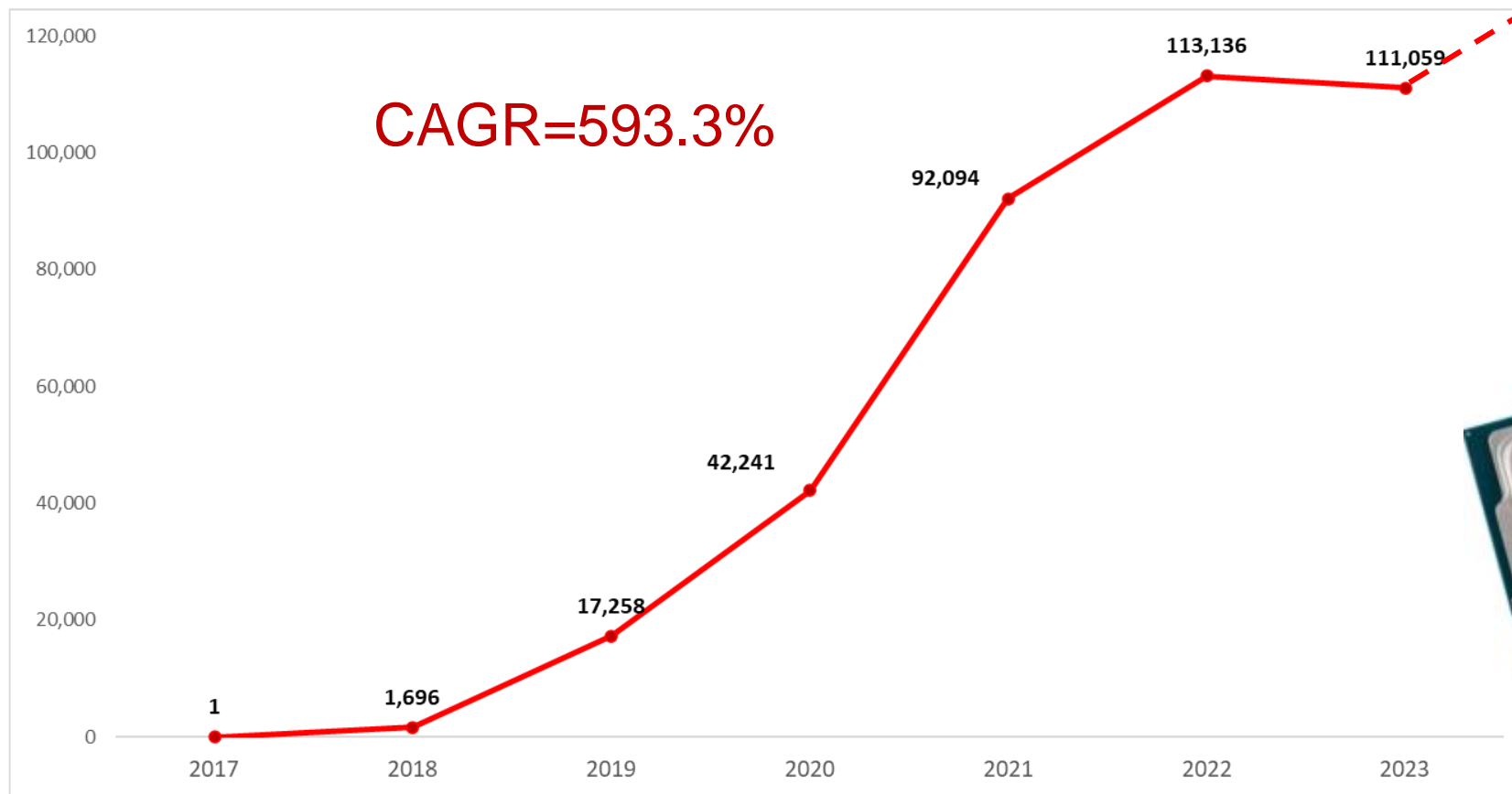


Application	Size	Technology	Prize	Niching's advantage
Consumer IC	Small	Low	Low	1. Tools copper/aluminum/stainless steel high-precision stamping technology and customized production 2. Qualified suppliers from Taiwanese packaging company
Wireless AP	Large above 40*40mm	High	High	
Server				
CPU/GPU				

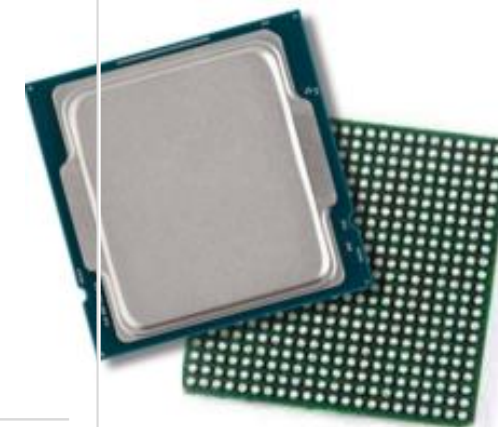
# Heat Sink Revenue by Year



(NT\$Thousand)



YOY > 10%



# Summary



1. Revenue in the first three quarters of 2024 grows quarter by quarter, and the full-year revenue is expected to be better than 2023.
2. Silver paste products - focus on high-power components and high computing heat dissipation. There are new breakthroughs in customized silver paste technology, and the delivery time and supply are competitive against foreign competitors. New products will enter mass production in 2025.
3. New products - new drivers of operational growth
  - 1) Valves - Butterfly valves received orders from major plasma equipment manufacturers.
  - 2) Dicing Blades-package saw is expected to obtain cooperation opportunities with major packaging manufacturers.
4. Value-added investment - the investment income in Q3 has reached 122% of the full year of 2023, contributing to the overall profit in 2024.



**THANK  
YOU**

