

IT 智能化最佳夥伴

**METAGE 邁達特**

**MetaAge Corporation**  
**(formerly known as : SYSAGE TECHNOLOGY CO., LTD.)**  
**2024 Q3 Operating Results**

2024/11/7

# METAGE 邁達特

## The best partner in implementing smart IT

MetaAge focuses on introducing the most advanced global software and hardware of information services to meet the requirements of corporate customers for information systems. At present, Smart IT is the most effective pathway for enterprises to improve competitiveness, in order to stand out in the competitive market. Additionally, MetaAge will continue to be the best partner in implementing smart IT by building on our experience in the field of information services, and by continuing to introduce global leading IT solutions, and improving the capabilities of technical services.

# Agenda

1. 2024 Q3 Financial Results
2. Business Summary & Update
3. Q & A

# 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.**



A low-angle, upward-looking photograph of several modern skyscrapers with glass and steel facades. The perspective creates a sense of height and scale. In the top-left corner, there is a semi-transparent geometric overlay consisting of several grey triangles of varying sizes and orientations, some pointing towards the center and others outwards.

# **1. 2024 Q3 Financial Results**

# 2024 Q3 Summery

- **Operating revenue is 4.3 billion, remaining QoQ, YoY-21%. We continue to improve overseas investment businesses.**
- **Gross profit margin is 15.3%, QoQ +3.7ppt , YoY +0.7ppt**
- **Net operating income is 51 million, QoQ +0.172 billion. While Q3 net operating indicated a positive trend, the YoY decreases due to the adjustment of the inventory of Brainstorm-our subsidiary in the United States, and the lower demand for the energy market in the South African , assuming the supply exceeding the demand, resulting in insufficient operational momentum, triggered by the decreasing revenue.**
- **Non-operating income and expenses are -35 million, due to the evaluation of the fair value of some investments, which decreased in their evaluation values compared to Q2**
- **Profit attributable to owners of parent is 41 million, , QoQ +0.04 billion, YoY-0.093 billion, and the basic earning per shares is NT\$ 0.22 dollars, affected by the recognition of investment losses of Brainstorm and Corex-60 million. Without the recognition of investment losses from overseas subsidiaries, the net profit is 0.101 billion, and the basic earning per share is NT\$ 0.54 dollars .**

# Statement of Comprehensive Income Highlights (Consolidated)

Amount : NT\$Thousand

	2024 Q2		2024 Q3		2023 Q3(Restated)	
Operating Revenue	4,421,465	100.0%	4,295,187	100.0%	5,447,744	100.0%
Operating Costs	(3,908,922)		(3,636,229)		(4,651,899)	
Gross Profit	512,543	11.6%	658,958	15.3%	795,845	14.6%
Operating Expenses	(633,828)	-14.3%	(607,863)	-14.2%	(575,431)	-10.6%
Net Operating Income(Loss)	(121,285)	-2.7%	51,095	1.2%	220,414	4.0%
Non-operating Income and expenses	39,904	0.9%	(34,531)	-0.8%	(31,009)	-0.5%
Profit(Loss) before Tax	(81,381)	-1.8%	16,564	0.4%	189,405	3.5%
Profit(Loss)	(50,758)	-1.1%	14,191	0.3%	133,983	2.5%
Owners of the Parent	870	0.0%	40,930	1.0%	134,154	2.5%
Earnings Per Share(NT\$)(a)	0.00		0.22		0.71	
	188,357		188,357		188,357	

(a)Earnings Per Share was calculated based on total weighted-average number of ordinary shares outstanding(thousand shares)

# Statement of Comprehensive Income Highlights (Consolidated)

Amount : NT\$Thousand

	2024 Q1~Q3		2023 Q1~Q3(Restated)	
<b>Operating Revenue</b>	<b>13,466,139</b>	<b>100.0%</b>	<b>15,090,973</b>	<b>100.0%</b>
Operating Costs	(11,674,579)		(12,960,013)	
<b>Gross Profit</b>	<b>1,791,560</b>	<b>13.3%</b>	<b>2,130,960</b>	<b>14.1%</b>
Operating Expenses	(1,826,104)	-13.6%	(1,604,152)	-10.6%
<b>Net Operating Income(Loss)</b>	<b>(34,544)</b>	<b>-0.3%</b>	<b>526,808</b>	<b>3.5%</b>
Non-operating Income and expenses	108,809	0.9%	110,932	0.7%
<b>Profit(Loss) before Tax</b>	<b>74,265</b>	<b>0.6%</b>	<b>637,740</b>	<b>4.2%</b>
<b>Profit(Loss)</b>	<b>103,815</b>	<b>0.8%</b>	<b>502,093</b>	<b>3.3%</b>
<b>Owners of the Parent</b>	<b>233,371</b>	<b>1.7%</b>	<b>517,343</b>	<b>3.4%</b>
<b>Earnings Per Share(NT\$)(a)</b>	<b>1.24</b>		<b>2.75</b>	
	188,357		188,357	

(a)Earnings Per Share was calculated based on total weighted-average number of ordinary shares outstanding(thousand shares)



# Balance Sheet Highlights (Consolidated)

Amount : NT\$Thousand

	2024.09.30		2023.12.31		2023.09.30(Restated)	
Cash and cash equivalents	1,069,380	8%	906,461	8%	894,417	7%
Notes and accounts receivable, net (Including related parties)	2,851,223	23%	3,069,768	26%	3,729,371	30%
Inventories	4,006,993	31%	4,432,864	37%	4,261,270	35%
Property, plant and equipment	962,894	8%	931,403	8%	939,159	8%
Total assets	12,745,815	100%	11,975,748	100%	12,375,114	100%
Current liabilities	6,686,823	52%	6,202,513	52%	6,066,227	49%
Non-current liabilities	846,866	7%	478,430	4%	539,965	4%
Total Equity	5,212,126	41%	5,294,805	44%	5,768,922	47%
Total equity attributable to owners of parent	4,235,680	33%	4,450,985	37%	4,389,973	36%
Net Worth/Share(NT\$)	22.49		23.63		23.31	
Net worth per share was calculated based on total shares outstanding (thousand shares)	188,357		188,357		188,357	

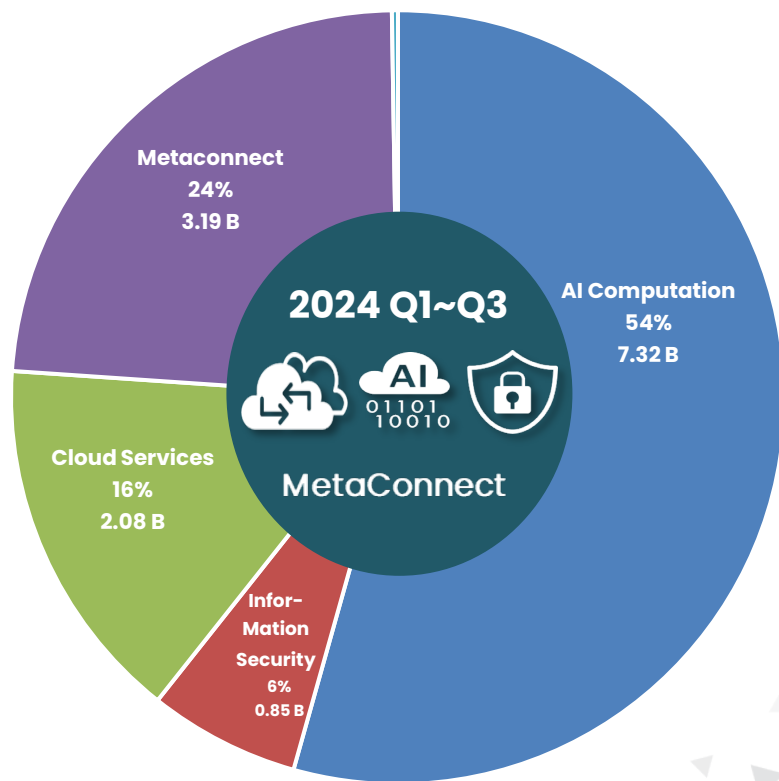
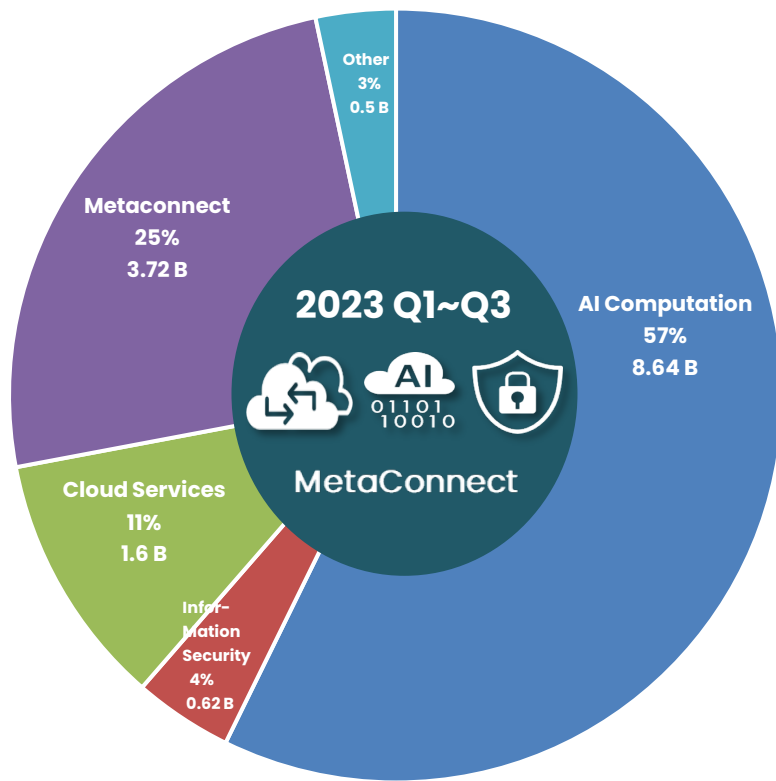
# Key Financial Ratios

	2024.09.30	2023.12.31	2023.09.30
<b>AR Turnover (Days)</b>	<b>60</b>	<b>59</b>	<b>77</b>
<b>Inventory Turnover (Days)</b>	<b>99</b>	<b>94</b>	<b>103</b>
<b>AP Turnover (Days)</b>	<b>55</b>	<b>52</b>	<b>55</b>
<b>Cash Conversion Cycle (Days)</b>	<b>104</b>	<b>101</b>	<b>125</b>
<b>ROE (annualized)(a)</b>	<b>7.1%</b>	<b>13.6%</b>	<b>14.1%</b>
<b>Current ratio</b>	<b>132%</b>	<b>144%</b>	<b>152%</b>
<b>Fin.Debt(b)/Total Assets</b>	<b>28%</b>	<b>26%</b>	<b>28%</b>

(a)Annualized net income attributable to owners of parent / Average total equity attributable to owners of parent

(b)Fin.debt included long term and short term financial debts

# Revenue Breakdown-By Applications



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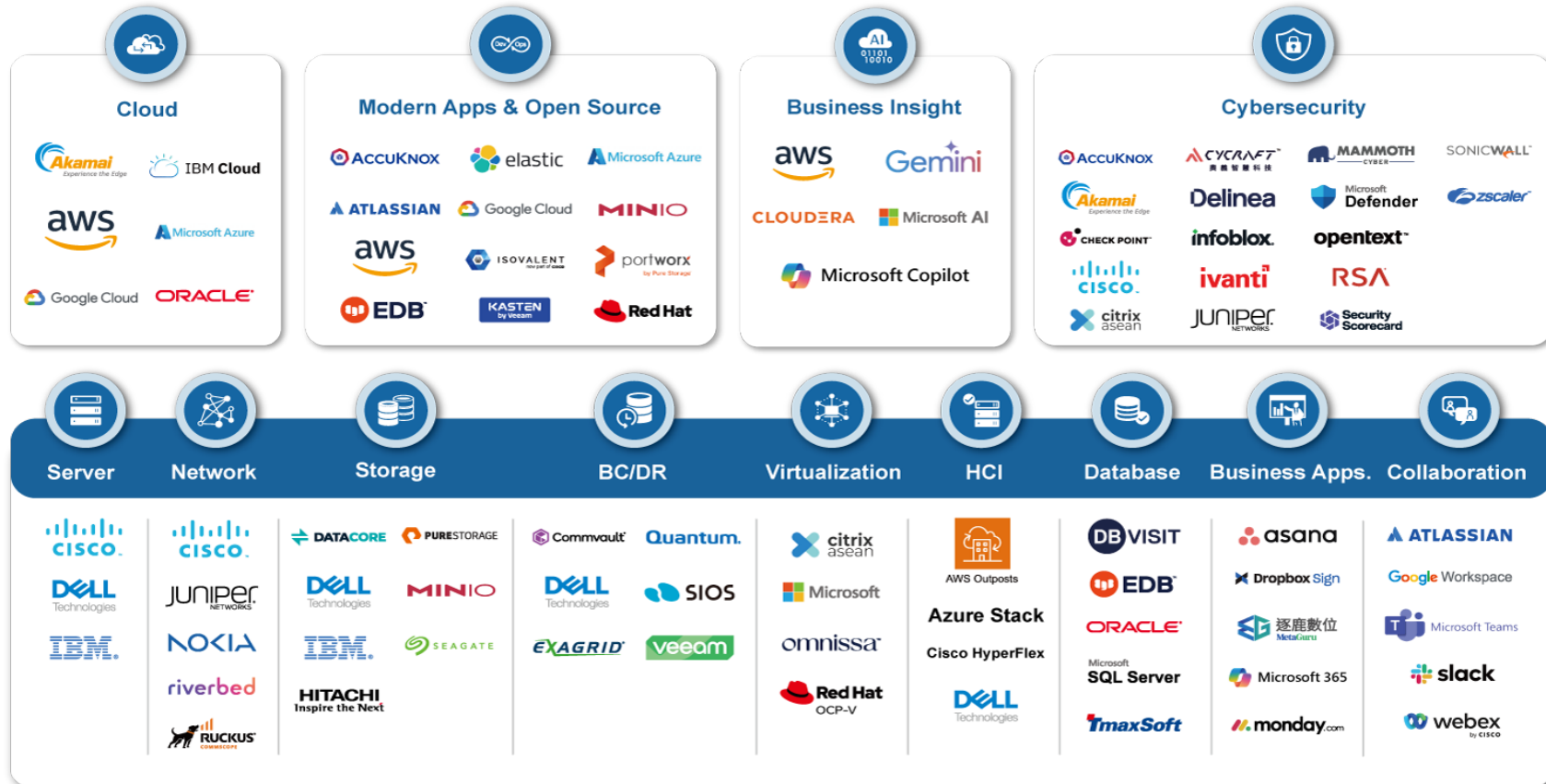
## 2. Business Summary & Update

# 2024 Business Overview & Q4 Outlook

**The company emphasizes steady management with a focus on cloud services, information security, and improving overseas subsidiaries.**

- **A steady management in cloud services** : With the increasing demand for AI and carbon reduction, Metaage will continue to operate public clouds, such as AWS, Google, Azure, and Akamai, etc., and provide the industry's only real three-shift 7x24 MSP cloud hosting and monitoring center, demonstrating expertise of Metaage in cloud and on-premises integration. The annual growth rate of cloud service revenue in the first three quarters reached 30%.
- **Focus on information security** : As facing increasingly complex challenges of information security, Metaage helps enterprises improve their cybersecurity resilience in the long-run, and continue to introduce new information security applications, such as zero trust, open source software security, generative AI security, and cloud application protection (CNAPP), provide a one-stop customized deployment solution to meet requirements of enterprises in all aspects of information security. In the first three quarters of this year, the annual growth rate of services of information security of revenues reached 37%.
- **Continue to improve oversea subsidiaries**: To complete organizational restructuring and reconstruction.

# MetaAge Solutions





# MetaAge Investment Strategy



Cloud



Modern  
Applications



Data Insight



Information  
Security



## IT Infrastructure

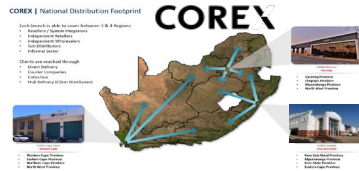


- **An unlisted company in South African,**
- **Headquarters in Johannesburg, Branches in Durban and Cape Town**
- **As a value-added distributor (VAD) puts a lot of efforts into the market of South African**
- **Corex Core Competencies**

- Self-owned technical team for online technical support
- In-house Local marketing capabilities
- Logistics capabilities: three regional warehouses and outsourced fleet for twice-daily deliveries
- **Own gaming and energy brands** for the local market

- **Future Strategies**

- **Improve operational efficiency, to complete organizational restructuring and reconstruction, and to renegotiate cooperation conditions with suppliers.**
- **Introduce products of Qisda Group to enhance synergies**
- **Deepen B2B complementary product portfolio and strengthen relationships with VAR/SI/ISV**
- **Adjust our distribution strategies, focus on exclusive distribution brands to provide marketing and after-sales value-added services, and engage in brand building business.**
- **Expand the product line of self-owned brands of B2C, and Increase the ratio of revenues of high-margin products**



# Brainstorm



- A U.S. Unlisted Company
- **Famous gaming PC company in U.S., with its own Skytech gaming brand and Skytech AI.**

## • **Brainstorm Services & Resources:**

- Manufacturing Services
- Sales Services
- Warehousing Services
- RMA
- Customer-Service
- Logistic Services

## **Future Strategies:**

### ➤ **Improve original business**

- ✓ Continue to adjust Products and Channels
- ✓ Continue to improve the design of gaming desktop products, aiming for improving "distinctiveness & differentiation"

### ➤ **Strengthen new business**

- ✓ Increase self-owned brands and distribute other brands
- ✓ Through integration of group, we sell product lines of workstation and AI edge computing, and expand B2B channels."


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## 3. Q&A

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A low-angle, upward-looking perspective of several modern skyscrapers with glass facades. The buildings are arranged in a way that they seem to converge towards the top center of the frame. The sky is a pale, hazy blue. Overlaid on the image are several semi-transparent red triangles of various sizes, some pointing upwards and others downwards, creating a sense of movement and direction.

**邁**向新里程  
**達**到新領域  
**特**寫新視野



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Thank You

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