



Transcend Information Inc. Investor Conference 2023 Q4

About Transcend



Founded in
1989



11 Branch Offices
Worldwide



Made in
Taiwan



Total
Employees
1200+



Total Products
2000+



Patents
150+



Global Network



Manufacturing Base

15

High-Speed SMT Lines

35K m²

Factory Floor Area

10M

pcs/month

Highly

Automated Manufacturing





Top 25 Taiwan Global Brands

For the 16th consecutive year, Transcend appears in Interbrand's ranking of the **BEST TAIWAN GLOBAL BRANDS**, as one of Taiwan's top 25 global brands in 2022, with a brand value of **USD 100 million**.



Consumer Products



- Internal SSDs
- Portable SSDs
- External Hard Drives
- Personal Cloud Storage
- Dashcams
- Body Cameras
- Memory Cards
- USB Flash Drives
- DRAM Modules
- Apple Solutions
- Card Readers, DVD Writers & Accessories

Embedded Solutions



Memory Cards

SD Cards
microSD Cards
CompactFlash Cards
CFast Cards

SSD Solutions

U.2 SSD
PCIe SSDs
2.5" SSDs
M.2 SSDs
mSATA SSDs
Half-Slim SSDs

Flash Solutions

USB Flash Drives
USB Flash Modules
eMMC

DRAM Modules

DDR5
DDR4
DDR3

Embedded Applications

Transcend's embedded solutions are utilized across various industries

Transportation

Fleet Management | Event Recorders | Navigation

Healthcare

Medical Tablets & AIO PCs | Medical Imaging | Patient Monitoring

Gaming

Casino Gaming | Lottery | Player Tracking

Automation

Robot Controllers | Human Machine Interfaces

Network & Telecom

Industrial Switches | 5G Base Stations | Network Security Appliances

Embedded

Digital Signage | Fanless PCs | Embedded PCs

AIoT

Edge Computing | AI Platforms

Defense

Rugged Laptops & Tablets | Rugged Rackmount Devices



Embedded Software Solutions

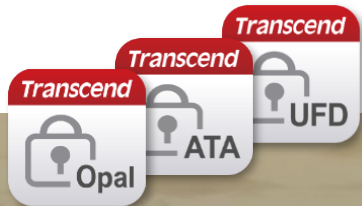
Management



Control Center

A SaaS solution that optimizes your edge devices in real time and on a grand scale.

Security



TCG Opal Toolbox
ATA Security Toolbox
UFD Security Toolbox

Feature an intuitive interface that enables painless management of Self-Encrypting Devices.

Rescue



One Touch Recovery

Designed for our embedded solutions to restore lost data quickly.

Monitor



Scope Pro

A convenient software package that monitors and manages storage device status via an intuitive interface.

Product Launch 2023

Embedded Solutions - BiCS5 SSDs

SLC Mode SSDs

Cost-effective and durable storage solutions.



MTE560I
M.2 2280



MTS250I
M.2 2280



MTS200I
M.2 2242

PLP SSDs

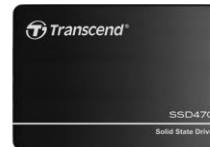
Ensure data integrity in the event of a sudden power failure.



MTS970P
M.2 2280



MTS400P
M.2 2242



SSD470P
2.5"



MSA470P
mSATA

Embedded Solutions

DDR5 5600 DRAM Modules

New-gen DDR5 DIMMs deliver excellent performance in speed, capacity, reliability, and stability at merely 1.1V low working voltage.



Memory Cards USB Flash Drive

Targeting in-vehicle computing, medical devices, smart surveillance, and other read/write-intensive applications.



SDC400I



USD240I



JF282T

Consumer Products

Internal solid SSDs

Tailor-made for advanced gamers, professional video editors, and business workers



MTE250H
M.2 2280



MTE245S
M.2 2280



MTE115S
M.2 2280



MTE400S
M.2 2242



MTE300S
M.2 2230



MSA220S
mSATA

Portable SSDs

The smallest portable SSD with 10 Gbps speed and up to 2TB of storage capacity



ESD310



ESD300

Body Camera

Perfect for security and emergency personnel to record high-quality evidences even in unfavorable conditions



DPB70

Successful Stories

EV XVR (Video Recording System)

Platform

A world-leading designer and manufacturer of electric vehicle solutions, Company T makes electric vehicles that are not just great EVs but the best cars, period. Company T also produces and installs infinitely scalable clean energy generation and storage products that help their customers further decrease environmental impact.

Application

The **XVR recording system** offers high resolution in-vehicle dash camera information storage. Such a device needs a robust and extremely fast SSD to maintain stable data transportation.

Transcend Products

TS256GESD310C

256GB External SSD with TLC NAND flash



Fuel dispenser

Platform

Named to Fortune magazine's World's Most Admired Company List, ranking the world's most respected and reputable companies, Company S, located in Japan, is an expert in LCD display and continues its commitment to invest in new products and services.

Application

Fuel dispenser POS realize the possibility for self-service gas station. Such equipment require tiny, high endurance and reliable SSD. Transcend provides wide temperature SSDs that ensure normal operation at hot temperature and extend 30 times lifespan.

Transcend Products

TS40GMTS200I

40GB M.2 2242 SATA3 SSD with 3D TLC NAND flash and SLC Mode, normal operation at Wide Temp.

*Wide Temp. Operation from -40°C to 85°C



Intelligent Video Analytics

Platform

Designer and manufacture in rugged embedded platforms and modules, Company N, creates multiple AI and fanless solutions. Company N innovates and integrates feature sets into products for various vertical markets with simple yet elegant architecture.

Application

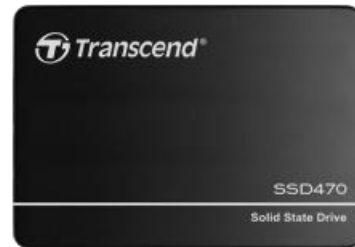
Company N develops **NRU-120S Series** as a fully integrated devices with Jetson AGX Xavier. Such products require SSDs featuring high reliability and scalability to provide real-time image and video inference to the edge.

Transcend Products

TS512GSSD470K-I

512GB 2.5" SATA3 SSD with 3D TLC NAND flash and normal operation at Wide Temp.

*Wide Temp. Operation from -40°C to 85°C



Financial Information

2023Q3 Consolidated I/S

Unit: NTD\$ million (Except EPS)

	2023Q3		2023~Q3		2022~Q3	
	Amount	%	Amount	%	Amount	%
Sales	2,727	100	7,805	100	9,522	100
Cost of goods sold	(1,875)		(5,816)		(7,350)	
Sales Margin	852	31.2	1,989	25.5	2,172	22.8
Operating Expenses	(280)	(10.3)	(866)	(11.1)	(922)	(9.7)
Operating Income	572	20.9	1,123	14.4	1,250	13.1
Non-OP Income & Exp	402	14.7	698	8.9	2,035	21.4
Income Before Tax	974	35.6	1,821	23.3	3,285	34.5
Net Income	827	30.3	1,458	18.7	2,408	25.3
Earnings Per Share	1.93		3.40		5.61	

2023Q3 Consolidated B/S

Unit: NTD\$ million

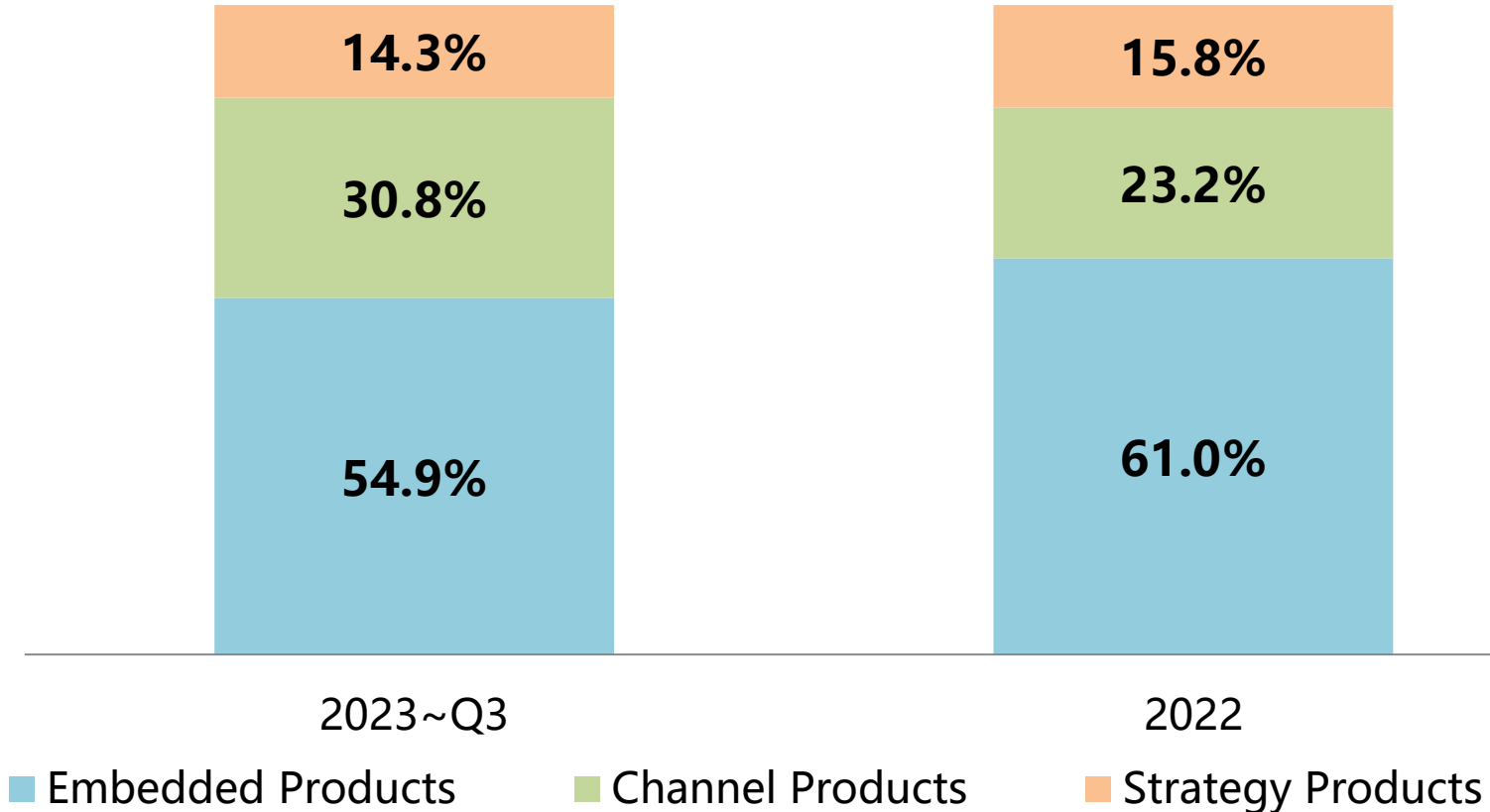
	2023/9/30		2022/12/31		2022/9/30	
	Amount	%	Amount	%	Amount	%
Total Assets	21,148	100	21,528	100	21,449	100
Current Assets	15,335	72.5	16,255	75.5	16,174	75.4
Cash & cash equivalents	1,510	7.1	3,187	14.8	3,659	17.1
Current Financial Assets	8,672	41.0	8,611	40.0	6,735	31.4
Accounts Receivable	1,461	6.9	1,219	5.7	1,414	6.6
Inventory	3,533	16.7	3,143	14.6	4,244	19.8
Non-current Assets	5,813	27.5	5,273	24.5	5,275	24.6
Non-current Financial Assets	1,249	5.9	576	2.7	536	2.5
Property, plant and equipment	4,104	19.4	4,174	19.4	4,182	19.5
Total Liabilities	2,477	11.7	1,977	9.2	2,019	9.4
Current Liabilities	2,098	9.9	1,427	6.6	1,405	6.6
Accounts Payable	1,432	6.8	500	2.3	559	2.6
Total Equities	18,671	88.3	19,551	90.8	19,430	90.6
<i>Financial Ratio</i>						
Return on Equity	10.41%		12.55%		16.53%	
Return on Assets	9.20%		11.40%		14.97%	

2023Q3 Consolidated Cash flow

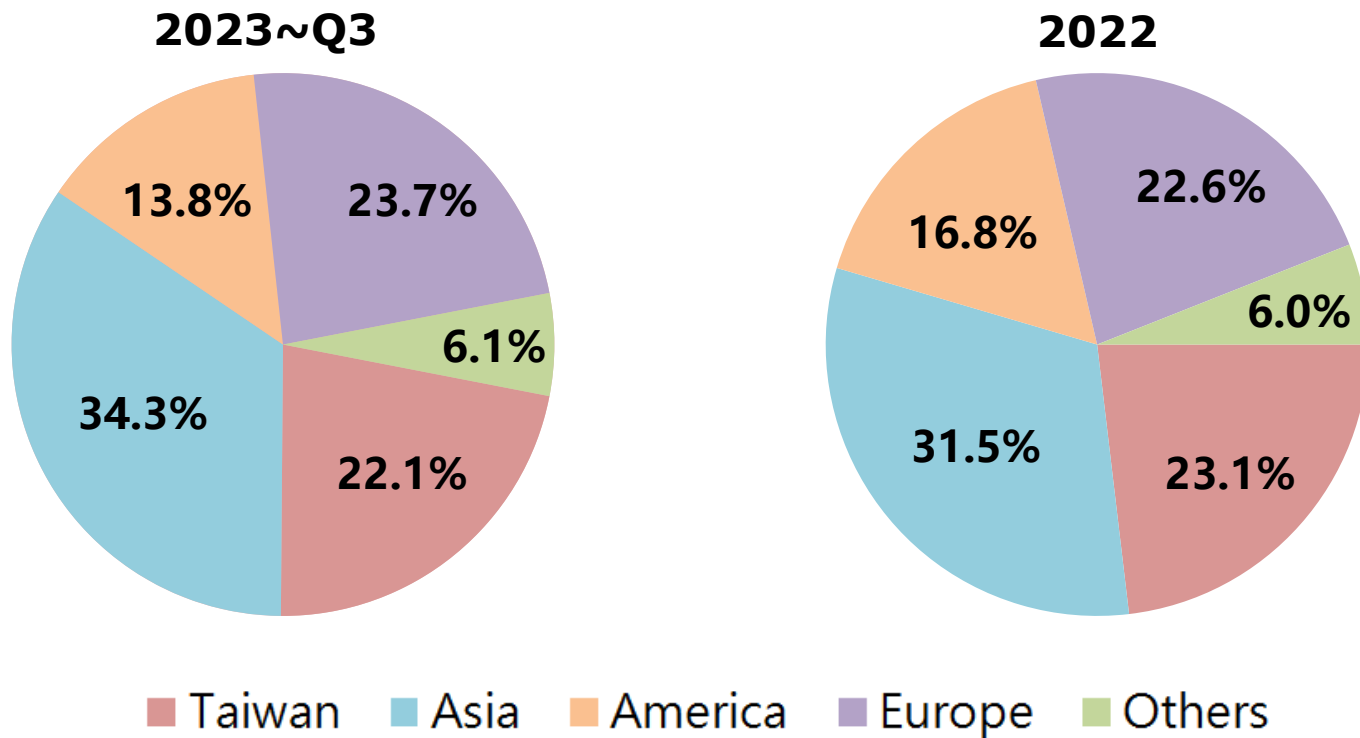
Unit: NTD\$ million

	2023~Q3	2022~Q3
	Amount	Amount
Consolidated income before income tax	1,821	3,285
Cash flows from operating activities	1,472	3,744
Cash flows from investing activities	(656)	586
Cash flows used in financing activities	(2,450)	(2,625)
Effect of foreign exchange rate change	(44)	(64)
Decrease/Increase in cash and cash equivalents	(1,677)	1,641
Cash and cash equivalents at beginning of period	3,187	2,018
Cash and cash equivalents at end of period	1,510	3,659

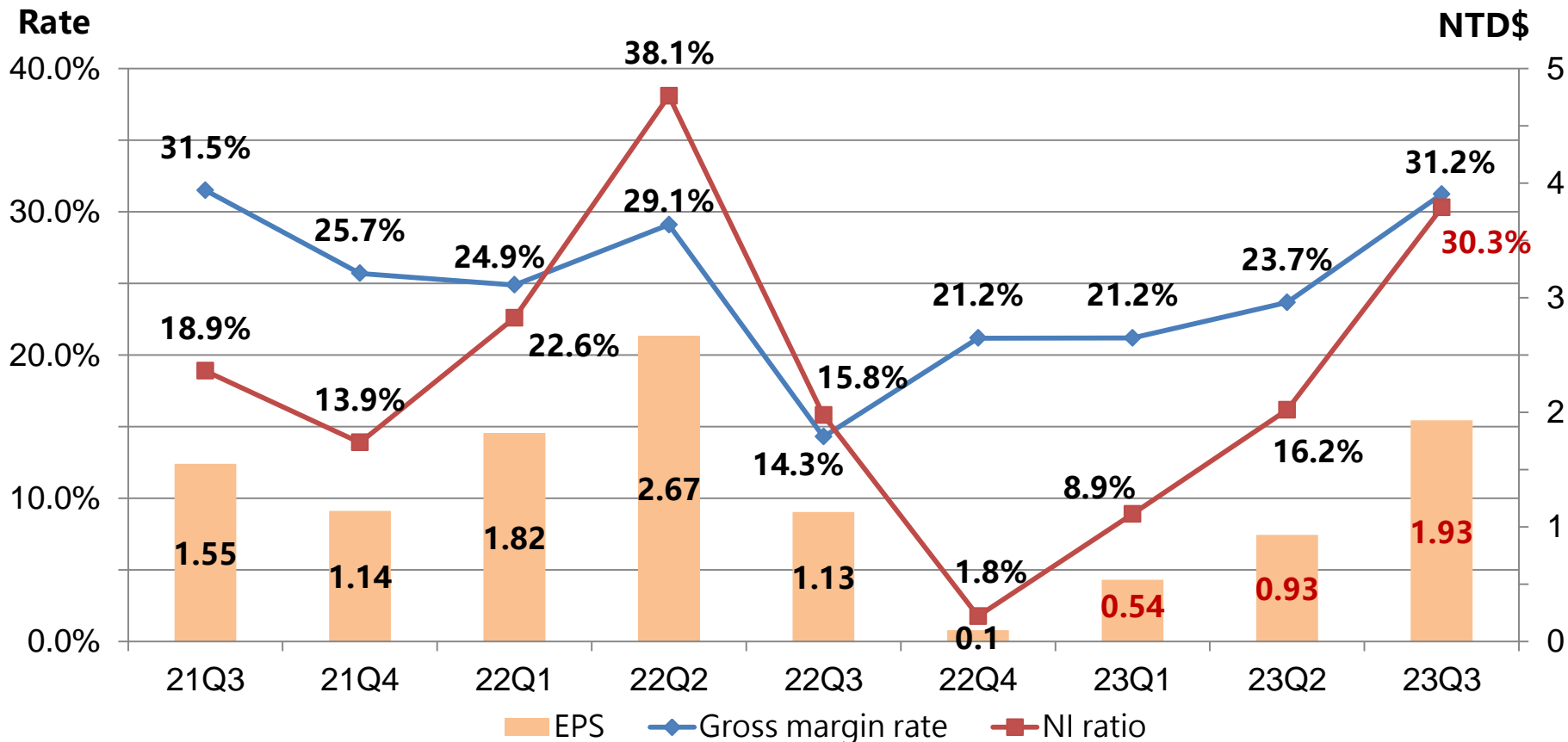
Product Mix from 2022 to 2023~Q3



Territories from 2022 to 2023~Q3

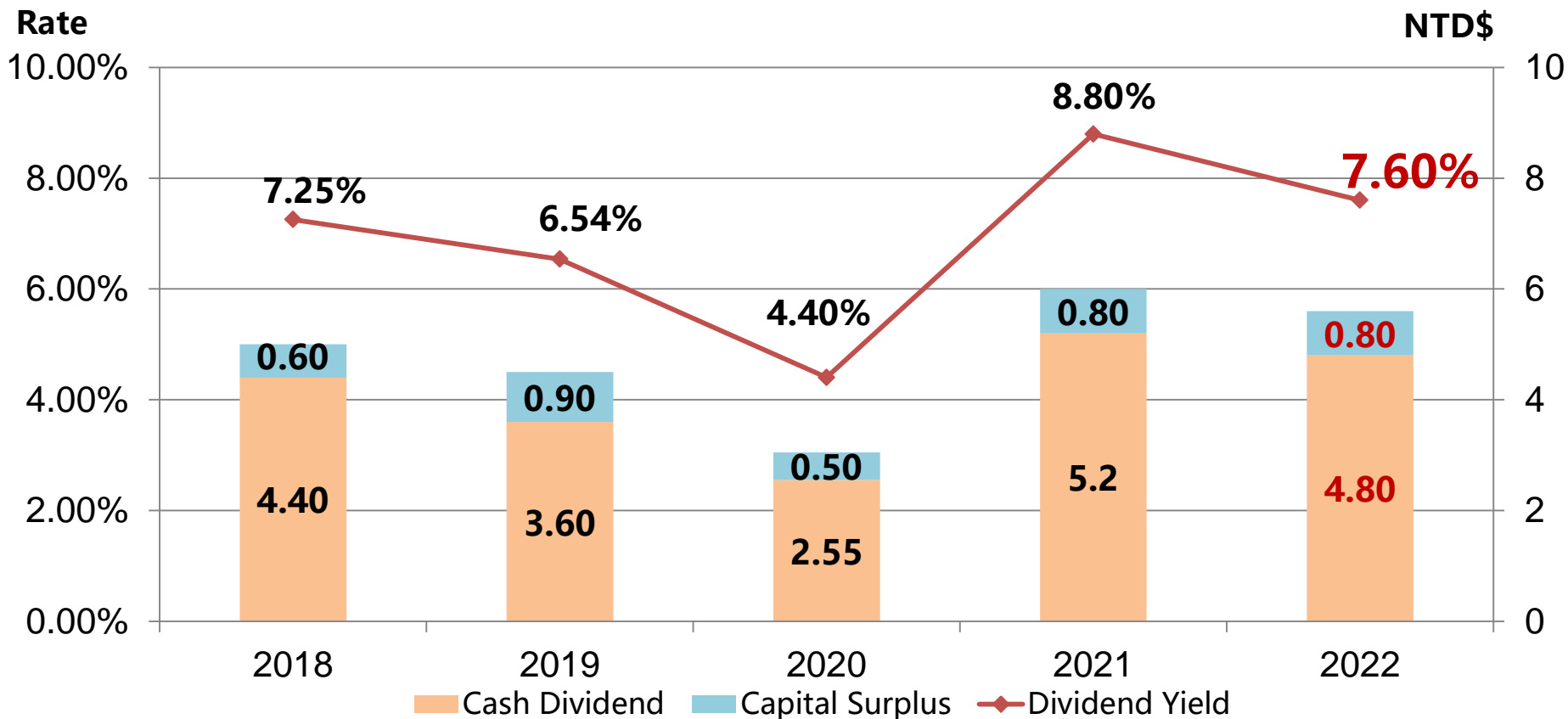


2021Q3-2023Q3 Profitability and EPS



Note: Outstanding shares: 2021Q3~2023Q3 **429 million shares**

2018-2022 Dividend Pay-out and Yield



Note: 2022 dividend yield **7.60%**=**5.60/73.66** (2023/1-9 stock average price)

Q & A

