## SYNNEX 拳聯強國際

# 2024 Q2 & H1 Results SYNNEX TECH. INTL. CORP.

### Disclaimer

#### **IMPORTANT NOTICE**

Synnex's statements of its current expectations provided herein are forward-looking. These statements are subject to risks and uncertainties that might cause significant deviations from actual results, including but not limited to changes in business policy, possible fluctuations in economic situations, technology development, competition environment, and other circumstances beyond control. Synnex undertakes no obligation to update the forward-looking statements to reflect events or circumstances after the issuance of the statements.

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## Supply Chain Service Provider & Platform



#### Sales/PM Service

- Solution Sell
- Mgmt. Service Platform
- Channel Enablement
- Channel Management



#### Finance Service

- Project Financing
- XaaS / Subscription
- Leasing / Installment
- Credit / Payment



#### **Logistics Service**

- Home/On-Site Service
- 3<sup>rd</sup>-Party Logistics Service
- Consignment Service
- Fulfillment Service



- Consulting Service



#### **Professional Service**





- Installation Service
- Warranty Service





Brand / Supplier / Manufacture

## **SYNNEX Group Business Overview**

Y24H1 NT\$4,072E/YoY +8.4%



## **Technology Solution**

- > \$1,179E
- > Y24H1: +2%

29%

31%

## **Device &** Lifestyle

- > \$1,245E
- > Y24H1: +3%





## **Smartphone**

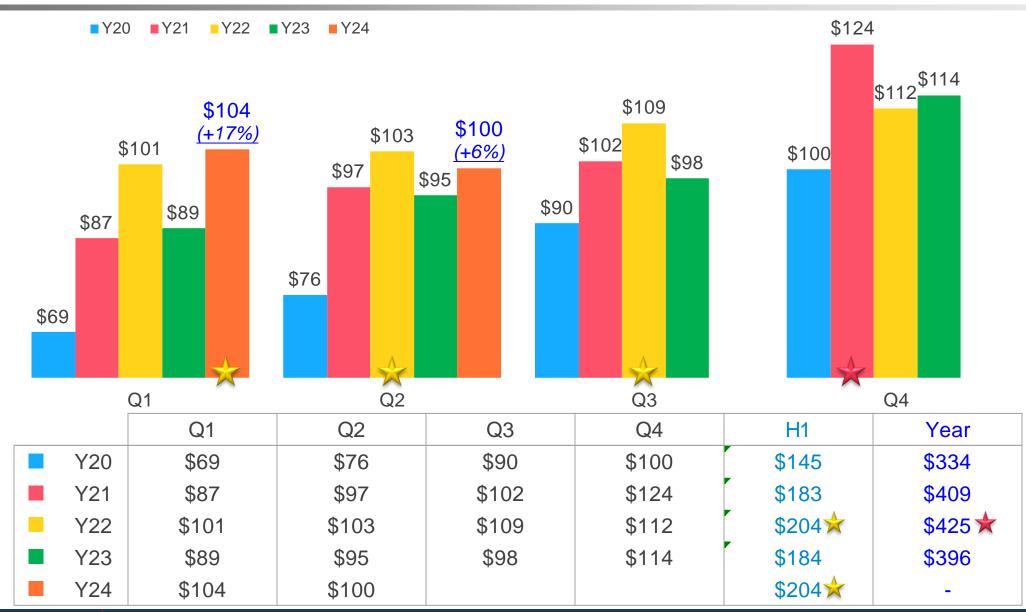
- & Adjacency
- > \$780E
- > Y24H1: +10%

19%

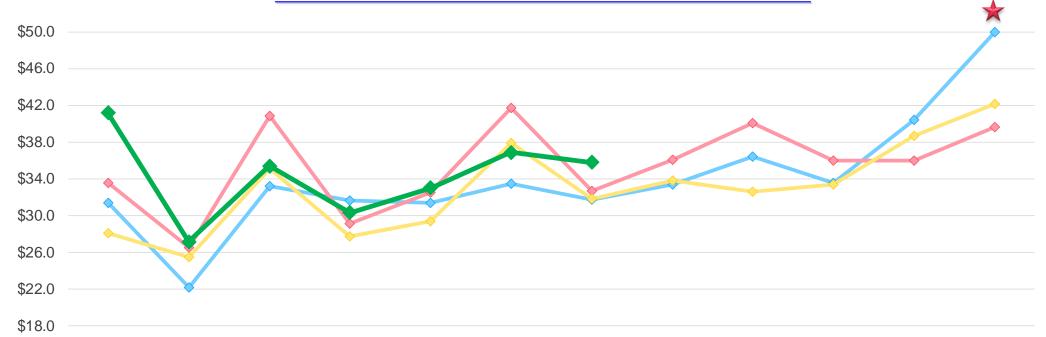
## **21%** Semicon & **IC Module**

- > \$867E
- > Y24H1: +28%



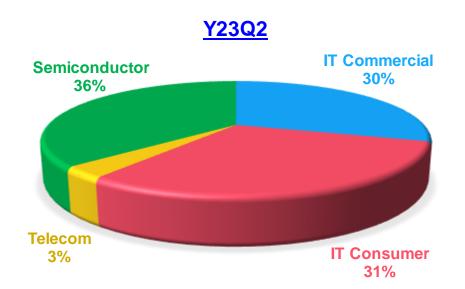


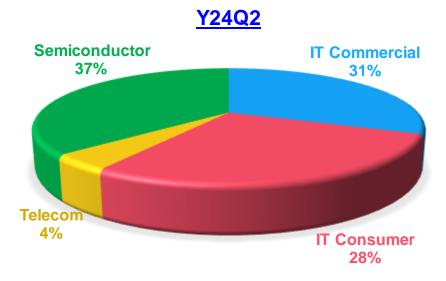
## Y24Q2: NT\$100.2bn / YoY +6%



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTM
→ Y2	21 \$31.4	\$22.2	\$33.2	\$31.7	\$31.4	\$33.5	\$31.8	\$33.4	\$36.4	\$33.5	\$40.4	\$50.0	\$215.1
→ Y2	22 \$33.5	\$26.5	\$40.8	\$29.1	\$32.5	\$41.7	\$32.7	\$36.0	\$40.1	\$36.0	\$35.9	\$39.6	\$236.9
→ Y2	\$28.0	\$25.5	\$35.1	\$27.7	\$29.3	\$37.9	\$31.8	\$33.8	\$32.6	\$33.4	\$38.7	\$42.1	\$215.4
<b>→</b> Y2	\$41.2	\$27.2	\$35.4	\$30.3	\$33.0	\$36.9	\$35.8						\$239.7

YoY 47% 7% 1% 9% 12% -3% 12%

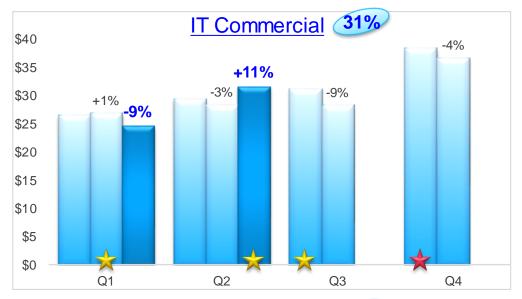




	Y24	Q2	Y24F	<del>-</del> 11
	Revenue	YoY	Revenue	YoY
Product Total	\$102.4	6%	\$208.5	12%
IT Commercial	31.6	11%	56.3	2%
IT Consumer	28.9	-2%	55.6	-1%
Telecom	4.5	44%	9.8	42%
Semiconductor	37.3	6%	86.7	28%
Adjustment	-2.2	-	-4.5	-
Consolidated	\$100.2	6%	\$204.0	11%

## Performance Trend – By Product





**Telecom** 

+44%

4%

+23%

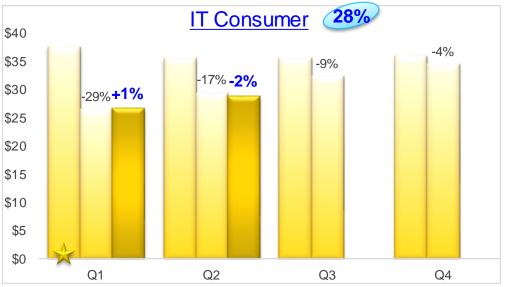
Q3

+19%

Q4

SYNNEX Confidential







Q2

\$6

\$5

\$3

\$2

\$1

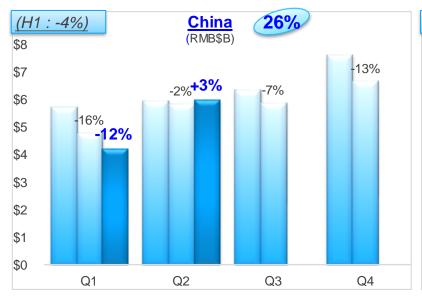
\$0

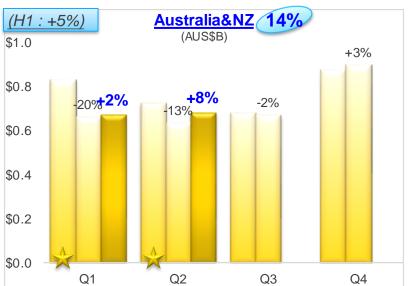
+41%

-12%

Q1

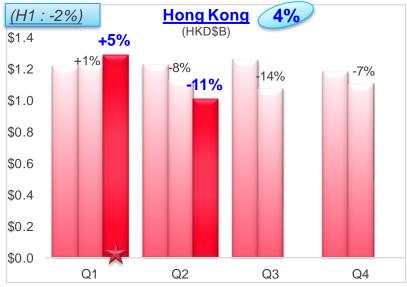
## Performance Trend – By Country

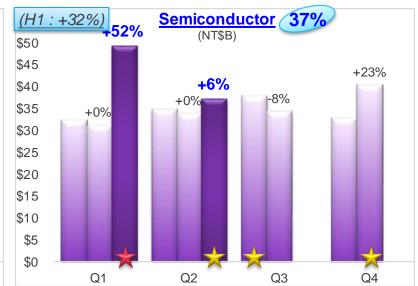












4.61%

2.38%

2.23%

0.37%

2.77%

1.87%

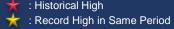
Revenue
Gross profit
Operating expenses
Operating income
Others income/expense
JV Business Income *
Net interest expenses
Others
Pre-tax income & minority interest
Income tax
Minority interest (income) loss
Net income
EPS (NT\$)

	Y24Q2				
\$100	,209		6%		
4	,207	<b>4.20%</b>	1%		
(2	,202)	2.20%	2%		
2	,004	2.00%	-1%		
	526				
	347		-9%		
	(122)	0.12%	-32%		
	301				
2	,531	2.53%	-6%		
	(588)				
	(117)				
\$ 1	,826	1.82%	7%		
\$	1.09				

Y23Q	2
\$ 94,950	
4,181	4.40%
(2,153)	2.27%
2,027	2.14%
668	
380	
(179)	0.19%
466	
2,695	2.84%
(887)	
(110)	
\$ 1,698	1.79%
\$ 1.02	

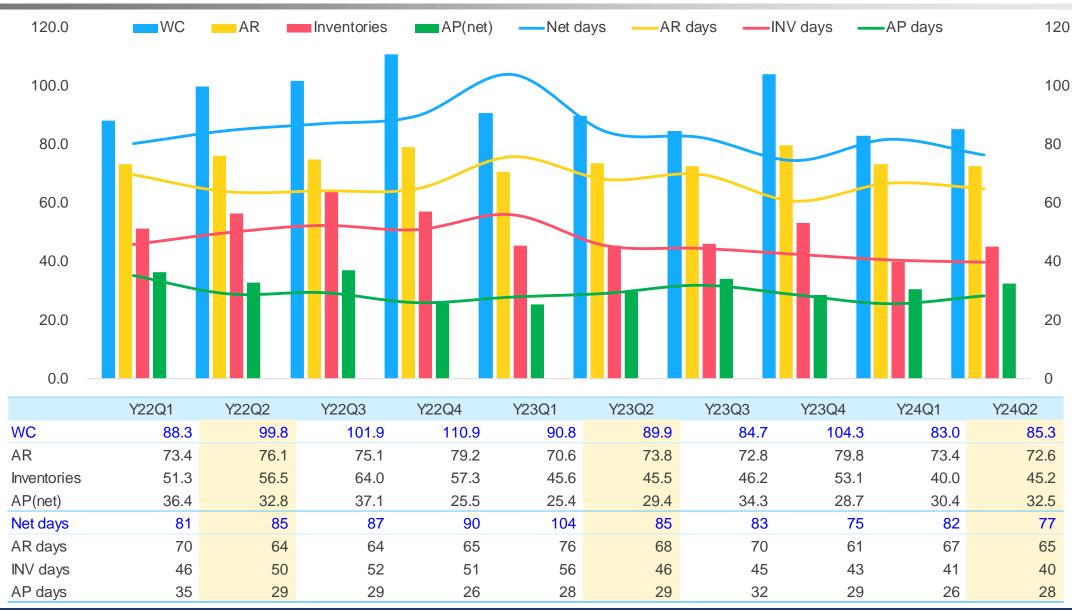
	Y24H	1	YOY		Y23F	<del>1</del> 1
\$2	203,960		11%	\$1	83,550	
	8,626	4.23%	2%		8,457	
	(4,287)	2.10%	-2%		(4,365)	
	4,339	2.13%	6%		4,093	
	939				998	
	768		5%		730	
	(446)	0.22%	-35%		(686)	
	617				954	
	5,278	2.59%	4%		5,091	4
	(1,028)				(1,446)	
	(227)				(215)	
\$	4,022	1.97%	17%	\$	3,430	
\$	2.41			\$	2.06	

<sup>\*</sup> JV Business in Redington India, Synnex Thailand and Synnex FPT which were accounted under equity method.

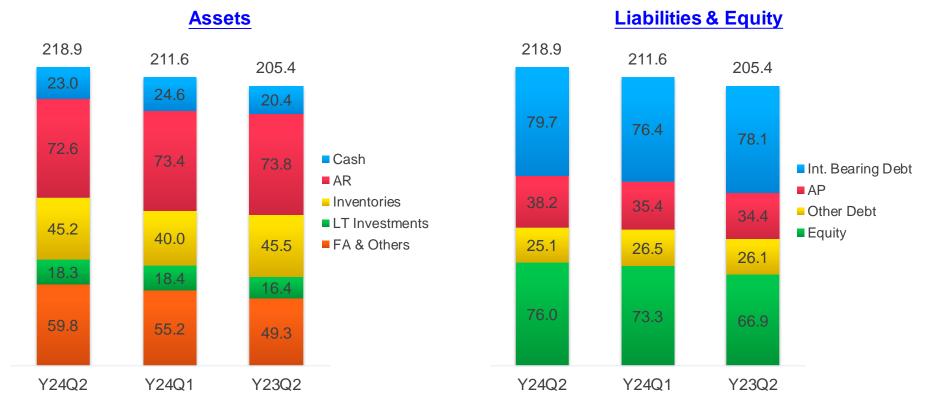




## **Working Capital**

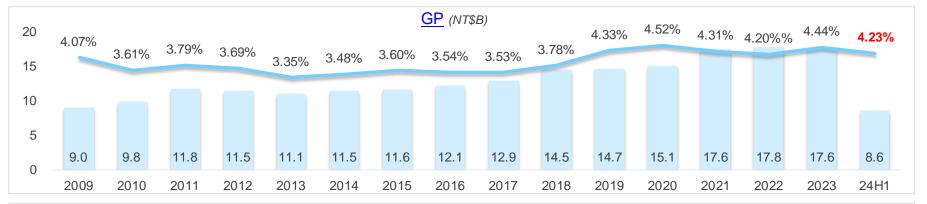


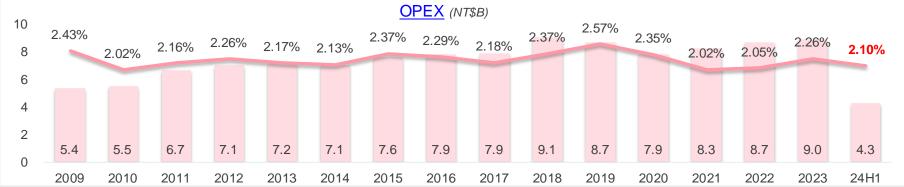
## Balance Sheet Key Index



	Y24Q2	Y24Q1	Y23Q2
Debt Ratio	65%	65%	67%
Net Int. bearing Debt / Equity	63%	62%	86%
Net Worth Per Share (NT\$)	44.0	42.2	38.5
Free Cash Flow (NT\$B)	-4.6	+22.9	+2.4

## **Profitability Trend**







#### OPI/GP Ratio

- 10yr average 43% Y24H1: 50%

#### **Gross Margin**

- 10yr average 3.97%

Y24H1: 4.23%

#### Operating Expense

- 10yr average 2.26%

Y24H1: 2.10%

#### Operating Income

- 10yr average 1.71%

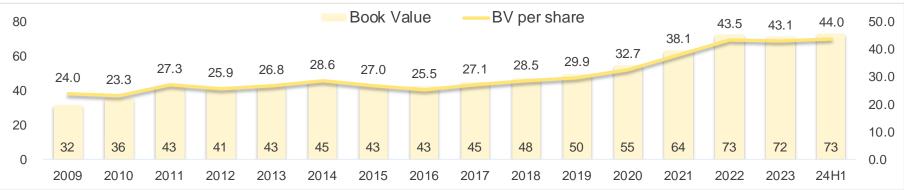
Y24H1: 2.13%





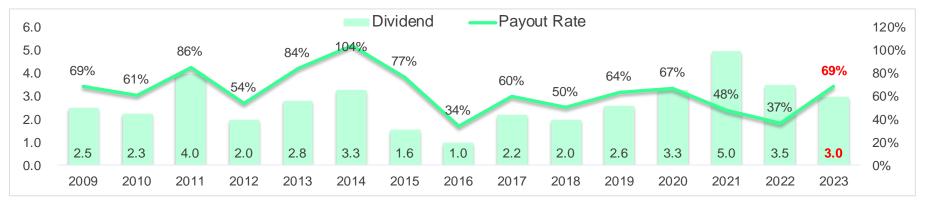
#### Net Income

PAT\$ - 10yr avg. NT\$8.1B PAT% - 10yr avg. 2.16% Y24H1 NT\$4.0B / 2.0%



#### **Book Value**

- 10yr CAGR 5%
- Y24H1 NT\$73.5B & NT\$44.0 /share



#### **Dividend & Payout ratio**

- 10yr avg. NT\$2.75
- 10yr avg. Payout 61%

**Y23 NT\$3.0**, Payout 69%



## Environmental, Social & Governance

#### Environment



#### Clean technology

Actively collaborating with supply chain partners to expand clean technology initiatives across different industries, resulting in a total of 1,249 successful implementations



#### **ISO Certification**

Continuously achieving ISO 14001 Environmental Management System and ISO 14064 GHG Emissions Inventories



#### **Digitalization of Business Procedures**

Continuously promoting digitalization and paperless policies, saving a total of 1.586 million sheets of paper in 2023, equivalent to approximately 9,771 kg of CO2e reduction



#### **Carbon Reduction Achievements**

Reduced carbon emissions by over 12% in two years, demonstrating Synnex's commitment to environmental sustainability



#### Gender Equality

The proportion of female managers in leadership positions reached 43%, surpassing the industry average of 29%, which highlights our significant emphasis on gender equality



#### **Employees Interest Free Loans**

Provide a worry-free working environment for employees, set up an interest-free loan system, and assist more than 1,300 people, the total amount of loans to date exceeds NT\$400 million



#### Service Innovations

The external service users of the Synnex APP reached 6,363 users



#### Talent Development

Synnex Foundation has donated books to college libraries and co-sponsored the 《Y.S. Award》, reflecting its dedication to advancing education and nurturing talent

#### Governance



#### **Business Performance**

The gross profit margin was 4.44% and the operating net profit margin was 2.18%, marking the second-highest level in nearly 20 years



#### Information security management

Put emphasis on information security, and receive ISO27001 certification consistently



#### **Awards and Recognition**

Honored with the "Best Taiwan Global Brands" awarded by Ministry of Economic Affairs and Interbrand for 21 consecutive years



#### **Customer Satisfaction**

The average score for in-home service satisfaction was 4.9 out of 5, reflecting customers' high approval of service quality."





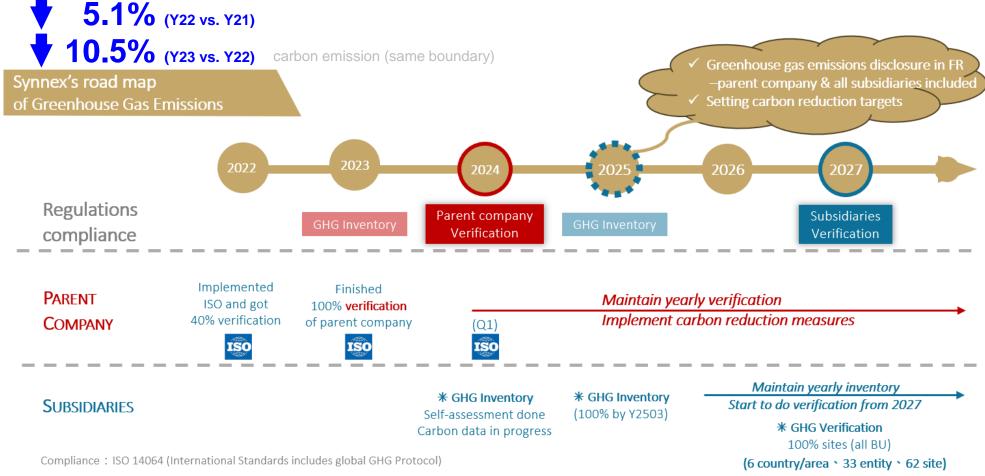
### Sustainable SYNNEX Cherish the Earth

http://www.synnex.com.tw/en/esg-report



## Environmental, Social & Governance





### Sustainable SYNNEX Cherish the Earth

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Group website <a href="http://www.synnex-grp.com/en">http://www.synnex-grp.com/en</a>

ESG http://www.synnex-grp.com/en/esg-report



## Appendix

## **Consolidated Balance Sheet**

Item / Year	Y24Q2	,	Y24Q1	Y23Q2
Cash and cash equivalents	\$ 22,987		24,618	\$ 20,401
Financial Assets(listed stocks, financial productsetc.)	29,050		26,731	20,552
Notes and accounts receivables - net	72,638		73,374	73,825
Inventories - net	45,171		40,047	45,513
Others	 13,495		11,871	 12,729
Current Assets	 183,341		176,640	173,021
Long-term Investments	18,347		18,375	16,407
Fixed Assets - net	13,366		12,907	12,134
Other Assets	3,870		3,699	3,875
Total Assets	\$ 218,925	\$	211,621	\$ 205,436
Short-term loans	\$ 64,523	\$	57,034	\$ 65,062
Notes and accounts payables	38,229		35,414	34,381
Others	17,516		18,932	18,352
Current Liabilities	120,268		111,380	117,795
Other liabilities	7,539		7,596	7,735
Total Liabilities	142,958		138,346	138,550
Common stock	16,679		16,679	16,679
Capital reserve	13,533		13,533	13,506
Retained earnings	48,506		46,688	46,008
Others	(5,261)		(6,454)	(12,020)
Minority interest	2,509		2,828	2,712
Total Stockholders' Equity	75,967		73,275	66,886
Total Liabilities and Stockholders' Equity	\$ 218,925	\$	211,621	\$ 205,436

