ATEN International

2025 Q3 Investor Conference

Nov. 17, 2025

TWSE 6277

Safe Harbor Statement

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.

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Financial Performance

Consolidated Statements of Comprehensive Income – 3Q 2025 (YoY)

In NT million	3Q25		3Q24		YoY	
	Amount	**%**	Amount	%	Amount	%
Net Sales	**1,202**	**100**	1,260	100	-58	-5
Gross Profit	**705**	**59**	753	60	-48	-6
Operating Expenses	**561**	**47**	571	45	-10	-2
Sales Expenses	**299**	**25**	311	25	-12	-4
Admin. Expenses	**131**	**11**	135	11	-4	-3
RD Expenses	**131**	**11**	125	10	6	4
Operating Profit	**144**	**12**	182	14	-38	-21
Non-Operating Income and Expenses	**6**	**0**	-29	-2	34	120
Net Income before Tax	**149**	**12**	154	12	-4	-3
Tax	**45**	**3**	42	3	3	7
Net Income	**104**	**9**	111	9	-7	-7
EPS(NT$) (After Tax)	**0.85**		0.92			

Note : Taiwan Consolidated Basis

Consolidated Statements of Comprehensive Income – Jan.~ Sep. 2025 (YoY)

In NT million	Jan. ~ Sep. '25		Jan. ~ Sep. '24		YoY	
	Amount	%	Amount	%	Amount	%
Net Sales	**2,336**	**100**	2,387	100	-51	-2
Gross Profit	**1,382**	**59**	1,430	60	-48	-3
Operating Expenses	**1,142**	**49**	1,144	48	-2	0
Sales Expenses	**608**	**26**	619	26	-11	-2
Admin. Expenses	**259**	**11**	257	11	2	1
RD Expenses	**275**	**12**	268	11	7	3
Operating Profit	**240**	**10**	286	12	-46	-16
Non-Operating Income and Expenses	**-20**	**-1**	3	0	-23	-767
Net Income before Tax	**220**	**9**	289	12	-69	-24
Tax	**43**	**2**	69	3	-26	-38
Net Income	**177**	**7**	220	9	-43	-20
EPS(NT$) (After Tax)	**1.44**		1.81			

Note : Taiwan Consolidated Basis

Balance Sheets – Sep. 2025

In NT Million	Sep. '25		Dec. '24		Sep. '24		Changes in 2025	
	Amount	%	Amount	%	Amount	%	Amount	%
Cash and Financial Assets	1,269	18	1542	22	1,374	20	-273	-18
Accounts Receivable	694	10	722	10	687	10	-28	-4
Inventory	1,185	17	1325	19	1,396	20	-140	-11
Other Current Assets	165	1	105	1	129	2	60	57
Total Current Assets	3,313	48	3694	52	3,586	52	-381	-10
Property, Plant, and Equipment	2,849	41	2801	39	2,724	39	48	2
Other Financial Assets	175	3	188	3	222	3	-13	-6
Other Non-Current Assets	536	8	441	6	416	6	95	22
Total Non-Current Assets	3,560	52	3430	48	3,362	48	130	4
Total Assets	6,873	100	7124	100	6,948	100	-251	-4
Short-term Borrowings	486	7	367	5	395	6	119	32
Accounts Payable	309	4	385	5	417	6	-76	-20
Other Accounts Payable	410	6	545	8	500	7	-135	-25
Other Current Liabilities	358	5	511	7	426	6	-153	-30
Total Current Liabilities	1,563	23	1808	25	1,738	25	-245	-14
Deferred Income Tax Liabilities	154	2	154	2	181	3	0	0
Other Non-Current Liabilities	403	6	287	4	296	4	116	40
Total Non-Current Liabilities	557	8	441	6	477	7	116	26
Total Liabilities	2,120	31	2249	32	2,215	32	-129	-6
Total Equity	4,753	69	4875	68	4,733	68	-122	-3

	Sep. '25	Dec. '24	Sep. '24
Receivable turnover days	55	53	53
Inventory turnover days	237	235	249
Payable turnover days	65	61	66

Cash Flow – Sep. 2025 YoY

In NT Million	2025		2024	
Cash and cash equivalents at beginning of period		1,128		1,194
From Operating	Without Trading Financial Assets +255	367	Without Trading Financial Assets +434	412
Net Profit before Tax		369		443
Total adjustments to reconcile profit and loss		173		189
Financial assets at fair value through profit or loss		112		-21
Inventory		143		-132
Account Receivable		28		34
Account Payable		-76		128
Other Operation Sources / (Uses)		-382		-229
From Investing	Including Trading Financial Assets -20	-132	Including Trading Financial Assets -61	-222
Acquisition of property, plant, and equipment		-134		-67
Financial assets at fair value through other comprehensive income		-20		-161
Other Investing Sources / (Uses)		22		6
From Financing		-392		-638
Short-Term and Long-Term Borrowings		168		-11
Payment of Lease Liabilities		-77		-83
Cash Dividends		-460		-517
Payment of Interest		-23		-27
Effect of exchange rate changes on cash and cash equivalents		-24		39
Cash and cash equivalents at end of period		947		785
Free Cash Flow		235		190

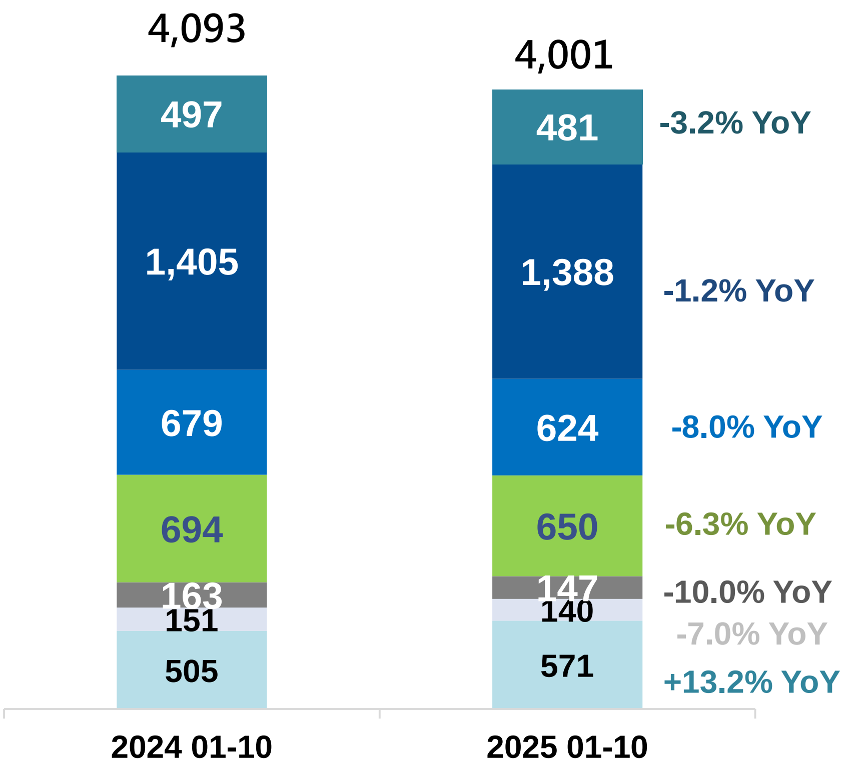
Note : Taiwan Consolidated Basis

Sales by Product Categories YoY

3Q25

NT Million

Total -2.2% YoY



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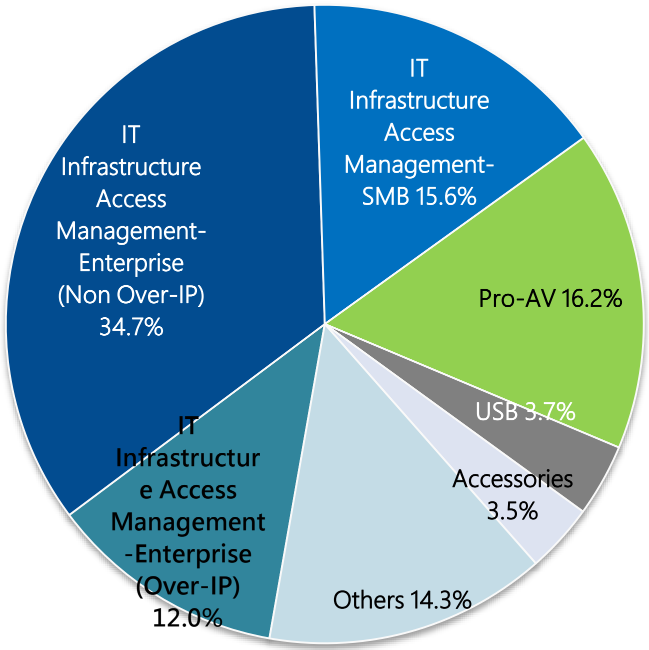
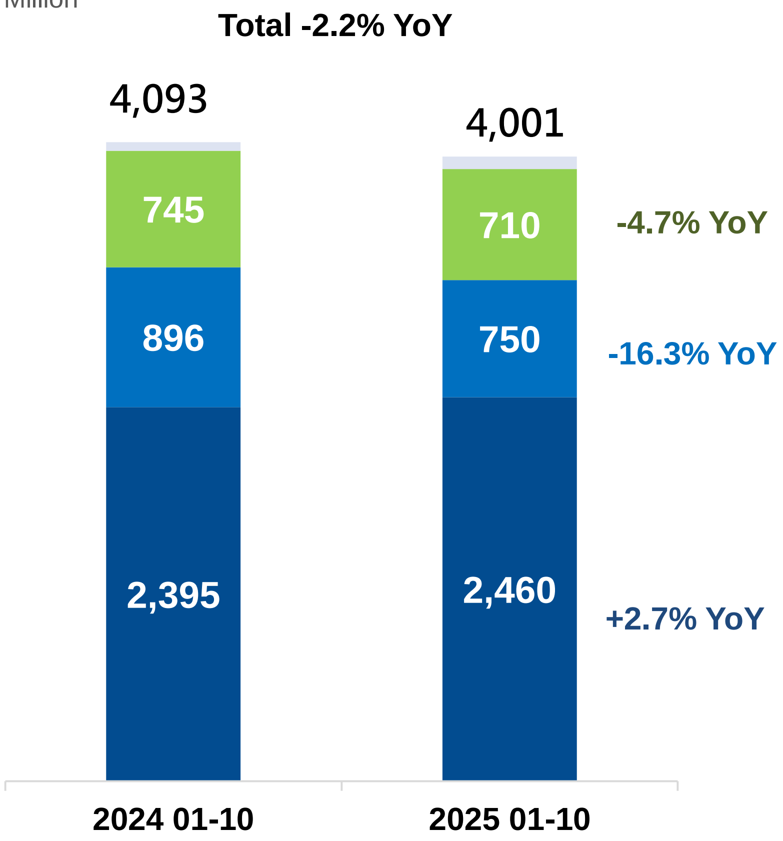


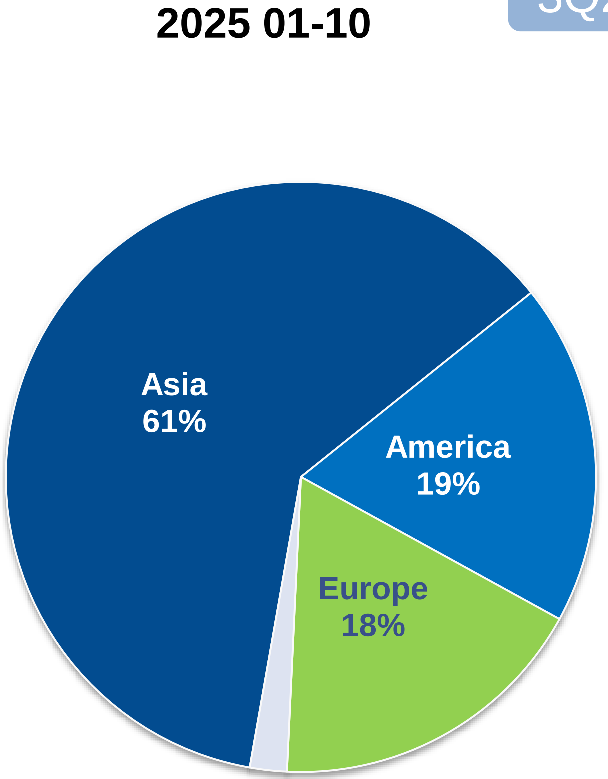
Cabinet business accounted for 4.5% of total revenue

Sales by Product Region YoY

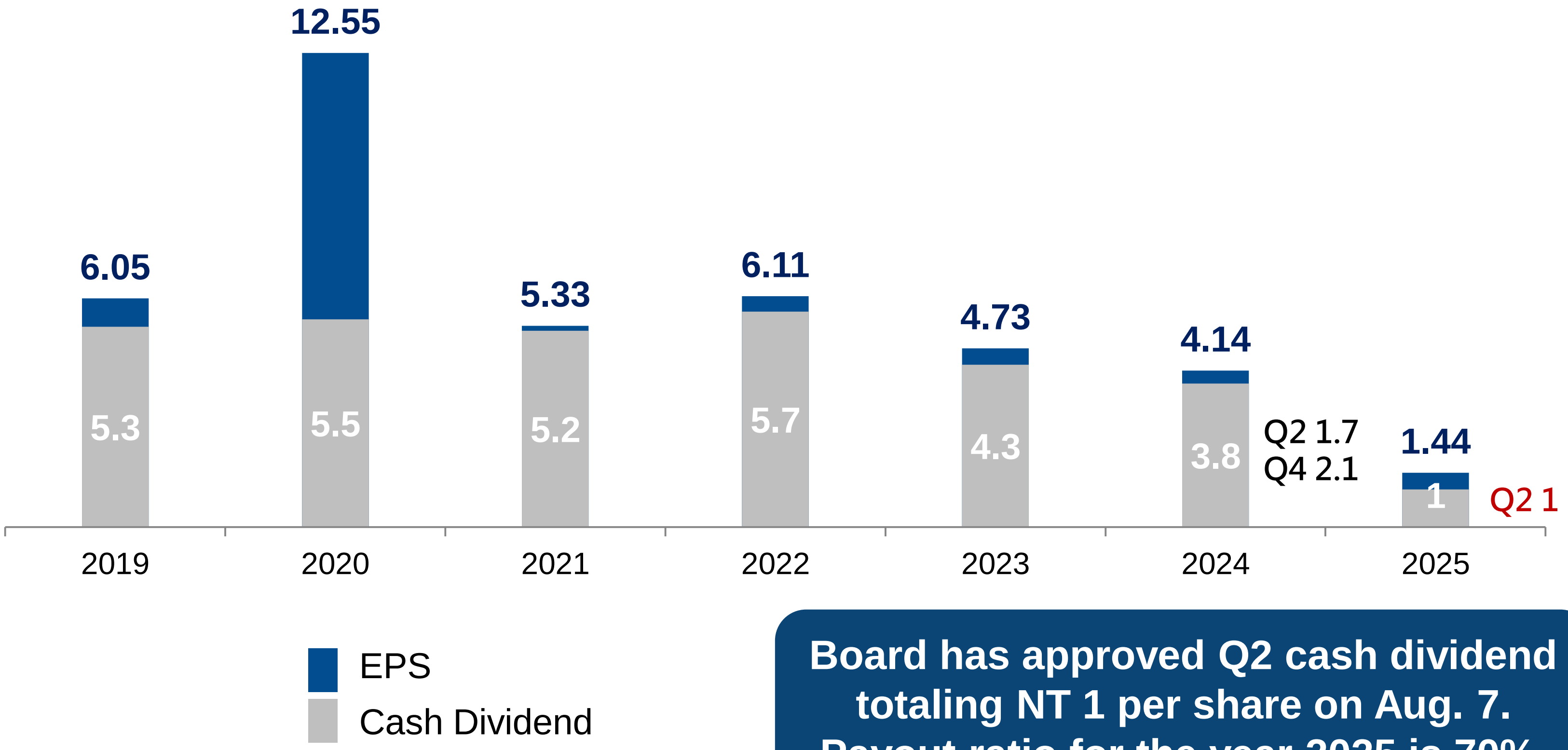
3Q25

NT Million





Dividend Policy



Board has approved Q2 cash dividend totaling NT 1 per share on Aug. 7. Payout ratio for the year 2025 is 70%.

Future Development Strategy

Strategy	ATEN product line	Market outlook
Digit：IP central management	ATEN product line：High Performance KVM 12.64% of 2024 01-10 sales revenue 12.01% of 2025 01-10 sales revenue	CAGR 10% 2018-2023 IHS Report
Security：Security and surveillance risk	ATEN product line：Secure KVM 2.93% of 2024 01-10 sales revenue 2.97% of 2025 01-10 sales revenue	CAGR 3% 2018-2023 IHS Report
Smart：Smart collaborate meeting	ATEN product line：RBS, Control System, Matrix, Networked AV 11.16% of 2024 01-10 sales revenue 10.57% of 2025 01-10 sales revenue	CAGR 9% 2022-2027 IOTA Report
Voice processing: professional audio, AI voice	New product：ATEN AI Voice, Professional audio and video, SOHO products	

Q&A

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Simply Better Connections

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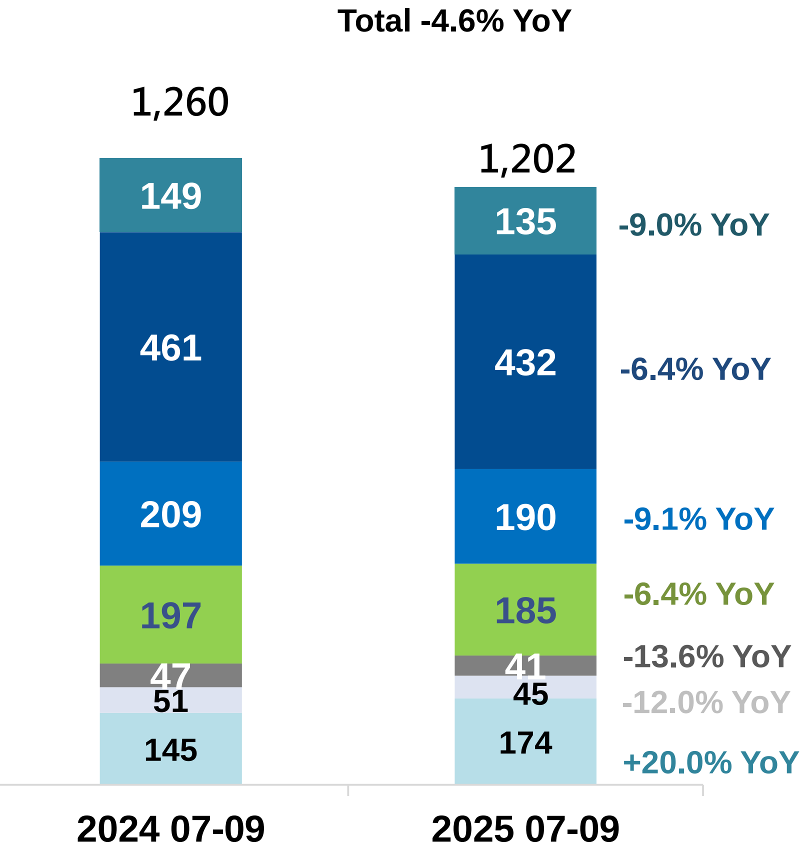
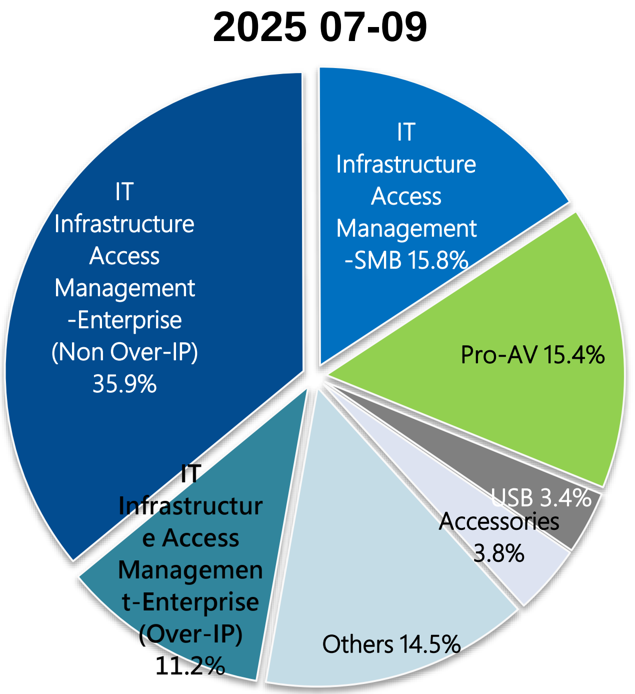
Appendix

Sales by Product Categories YoY

NT Million



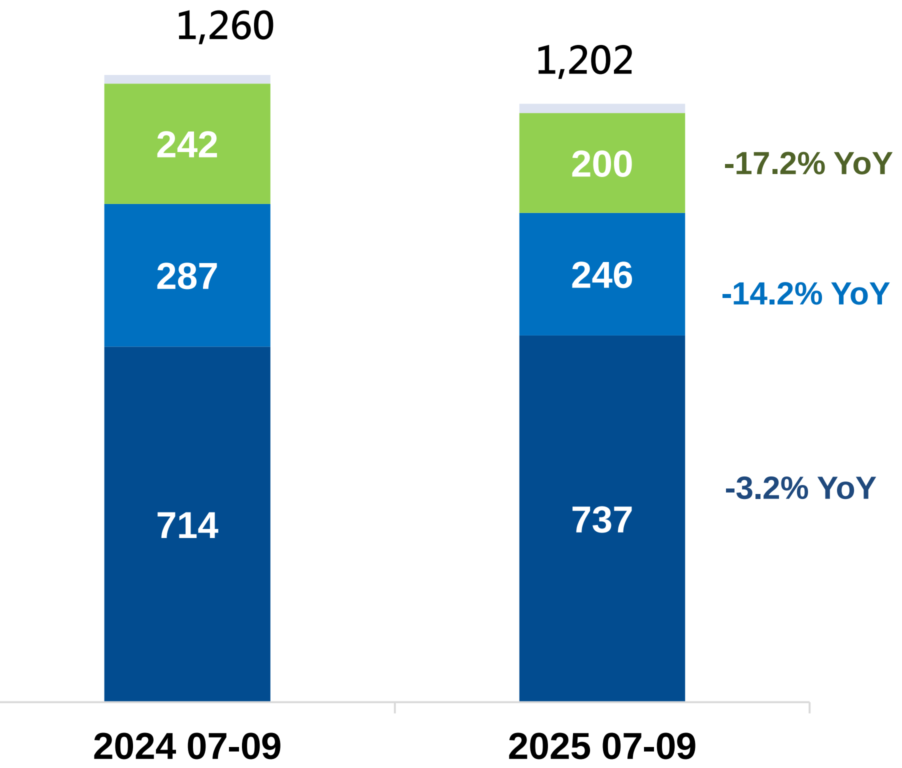


Cabinet business accounted for 4% of total revenue

Sales by Product Region YoY

NT Million

Total -4.6% YoY



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