



HKSE: 1263

栢能集團有限公司

PC Partner Group Limited

June 2023 Interim Results Presentation

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1H2023 Financial Summary

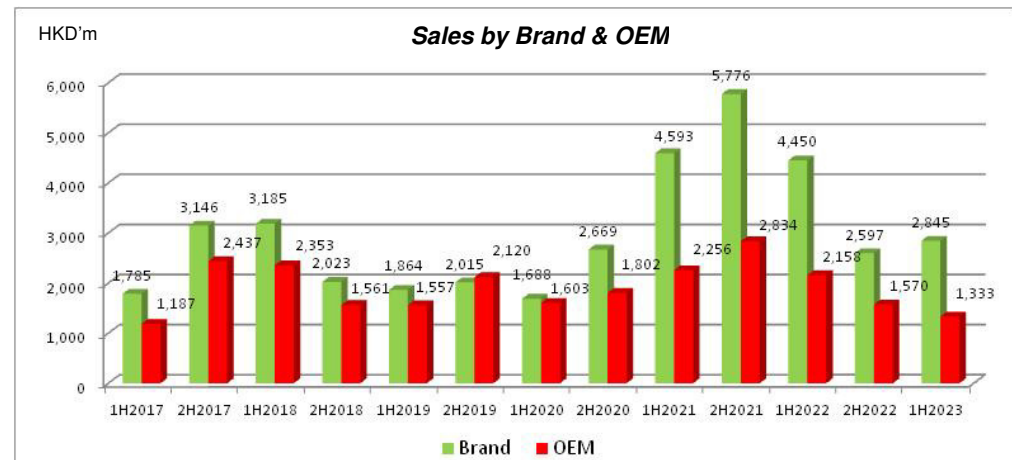
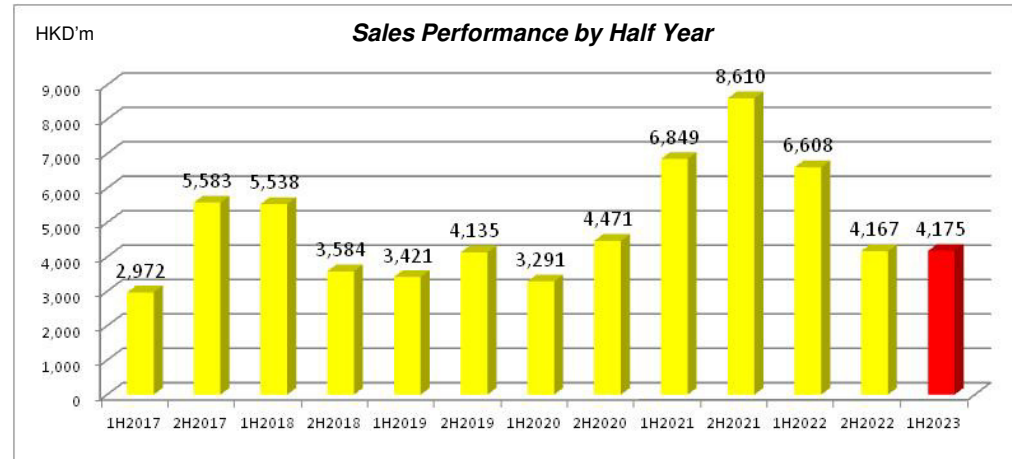


HK\$'000	1H2023	1H2022	2H2022	2022	2021	2020	2019	2018
Revenue	4,175,441	6,607,825	4,167,483	10,775,308	15,459,055	7,761,758	7,556,477	9,122,319
Gross Profit	323,752	1,365,816	197,146	1,562,962	4,287,162	795,355	516,314	957,445
Gross Profit Margin	7.8%	20.7%	4.7%	14.5%	27.7%	10.2%	6.8%	10.5%
Profit Attributable to Owners of the Company	20,102	802,129	-99,645	702,484	2,376,320	207,276	10,266	270,843
Net Profit Margin	0.5%	12.1%	-2.4%	6.5%	15.4%	2.7%	0.1%	3.0%
Basic Earning per Share (HK\$)	0.052	2.068	-0.258	1.810	6.140	0.560	0.030	0.660
Dividend	0.100	0.800	0.250	1.050	2.450	0.220	0.000	0.275
Dividend Payout Ratio	192.3%	38.7%	-96.9%	58.0%	39.9%	39.3%	0.0%	41.7%

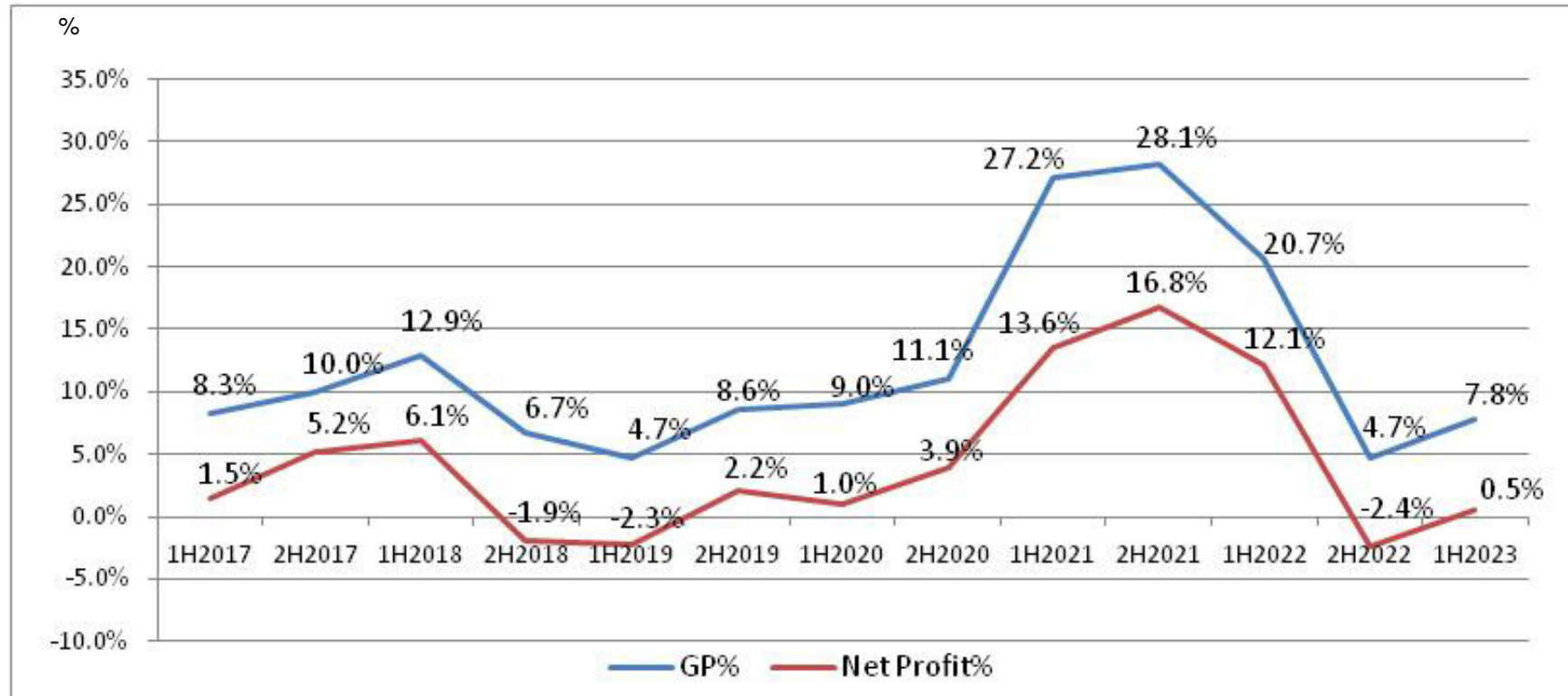
1st Half 2023 Business Performance



- Sales was flat against 2nd of last year
- Brand business has recorded an increase of 12% & OEM business has recorded a decrease of 15% against 2nd of last year
- Business was slow on both brand & OEM segments
- Brand VGA cards migrated from 30 Series to 40 Series of mid-range products
- Adopted a prudent strategy on 30 Series intakes; 40 Series was not selling as good as what was expected
- ODM/OEM customers were very conservative on placing orders
- Both GPM & NPM had rebounded from 2nd half of 2022
- Inventories had substantially reduced from HK\$1.8 billion by end of FY2022 to HK\$1.2 billion by end of 1st half 2023
- Net cash increased from HK\$0.5 billion by end of FY2022 to HK\$1.3 billion by end of 1st half 2023

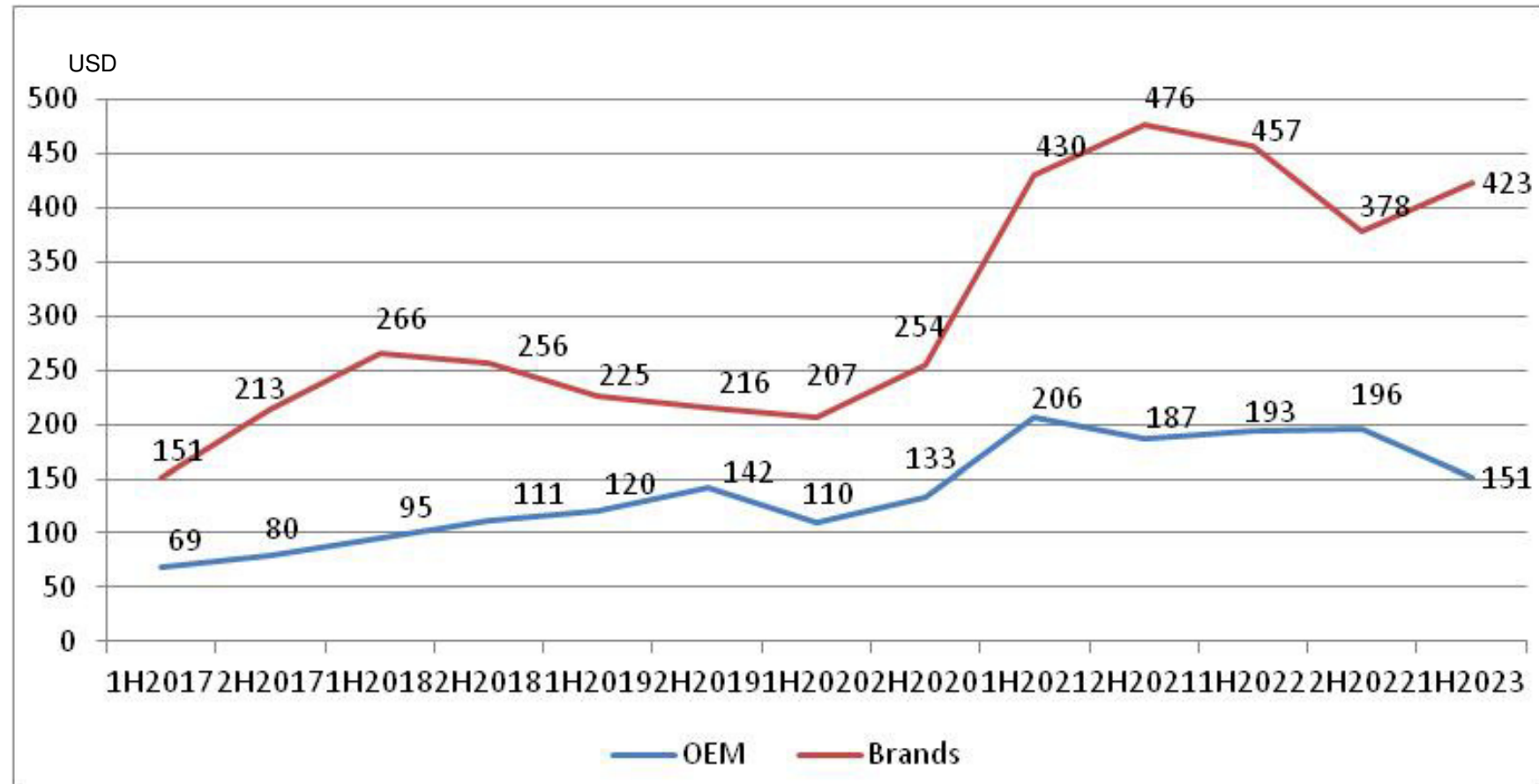


Gross & Net Profit Margin

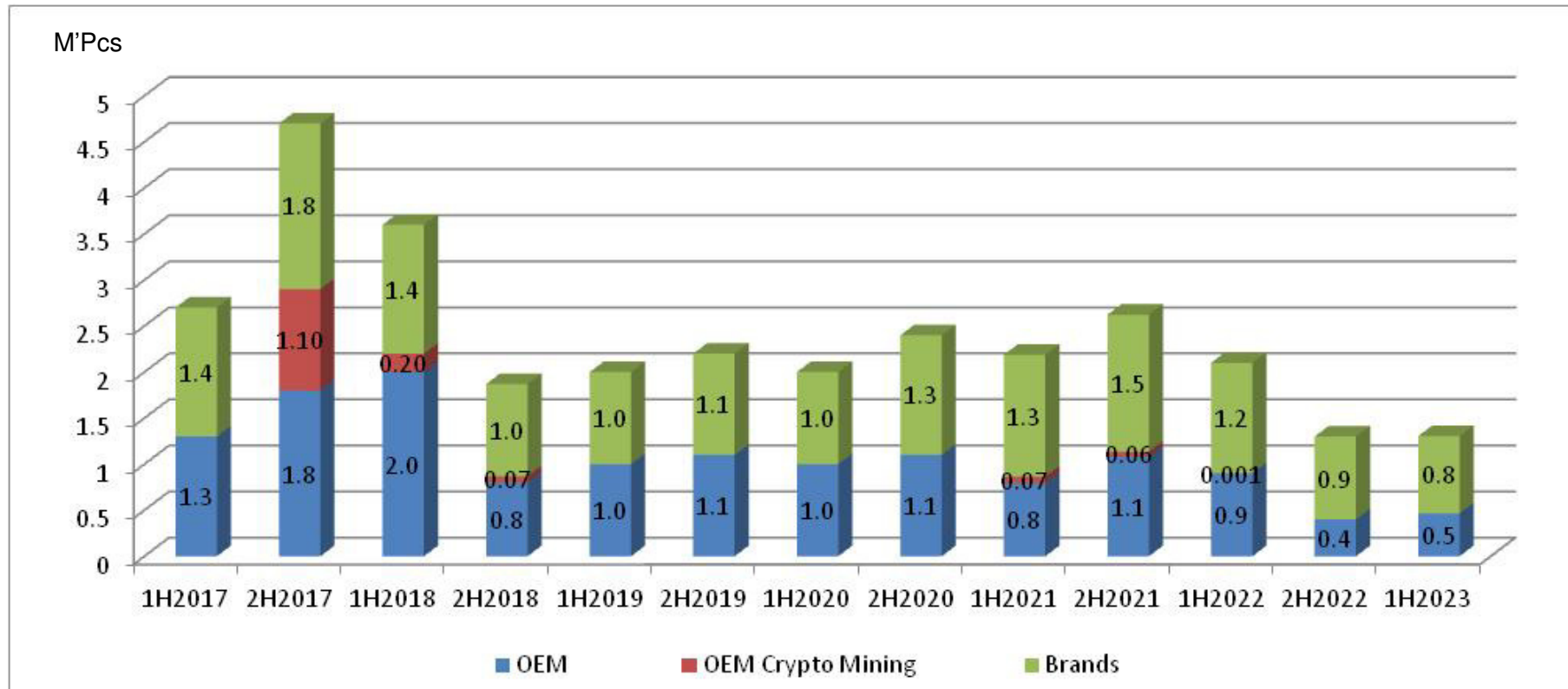


- Incurred a substantial loss to clear high end 30 Series VGA cards in 2nd half of 2022
- No substantial loss on clearing mid range 30 Series VGA cards in 1st half of 2023

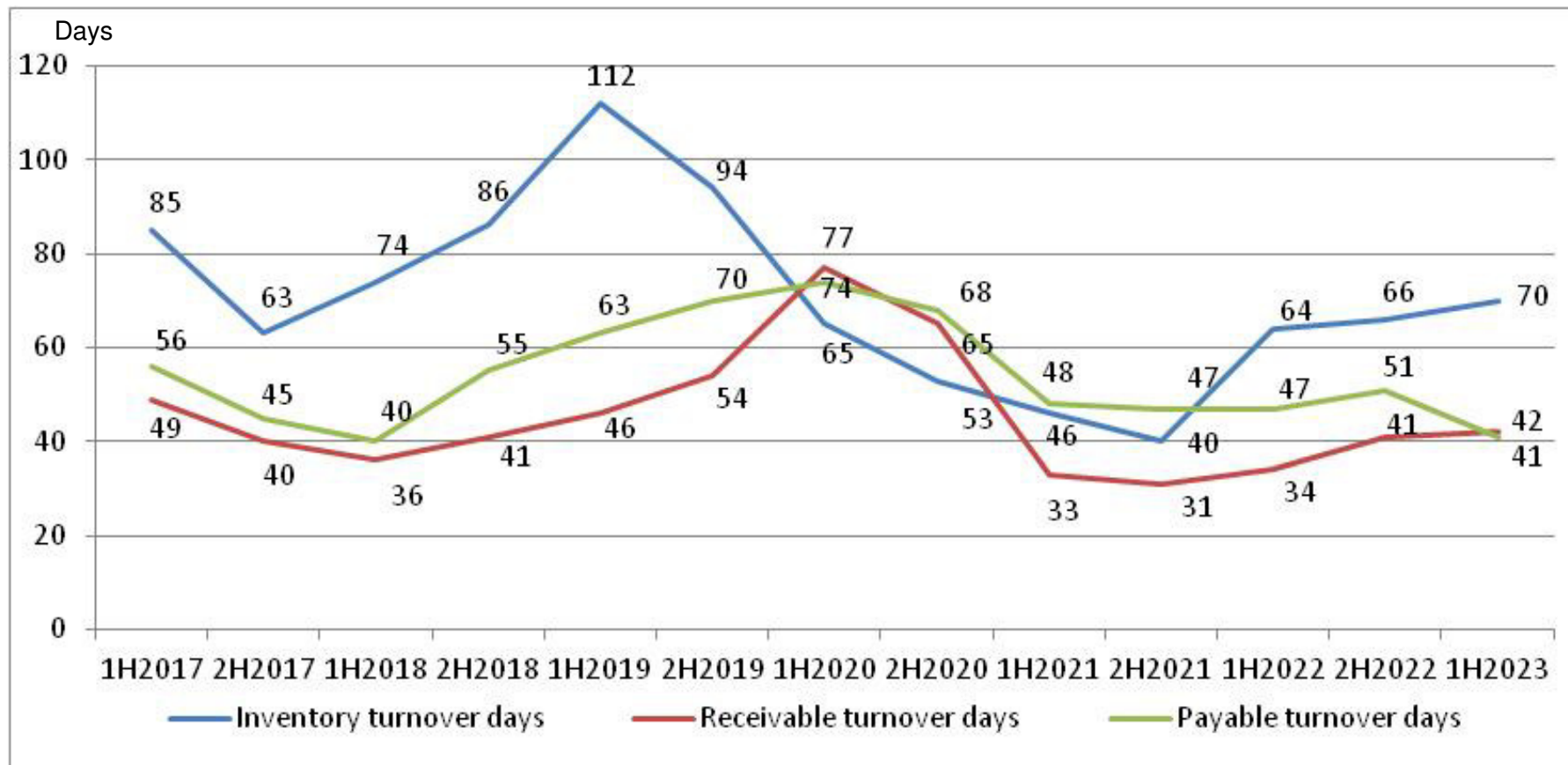
Average Selling Price (ASP) of Brand/OEM VGA Cards



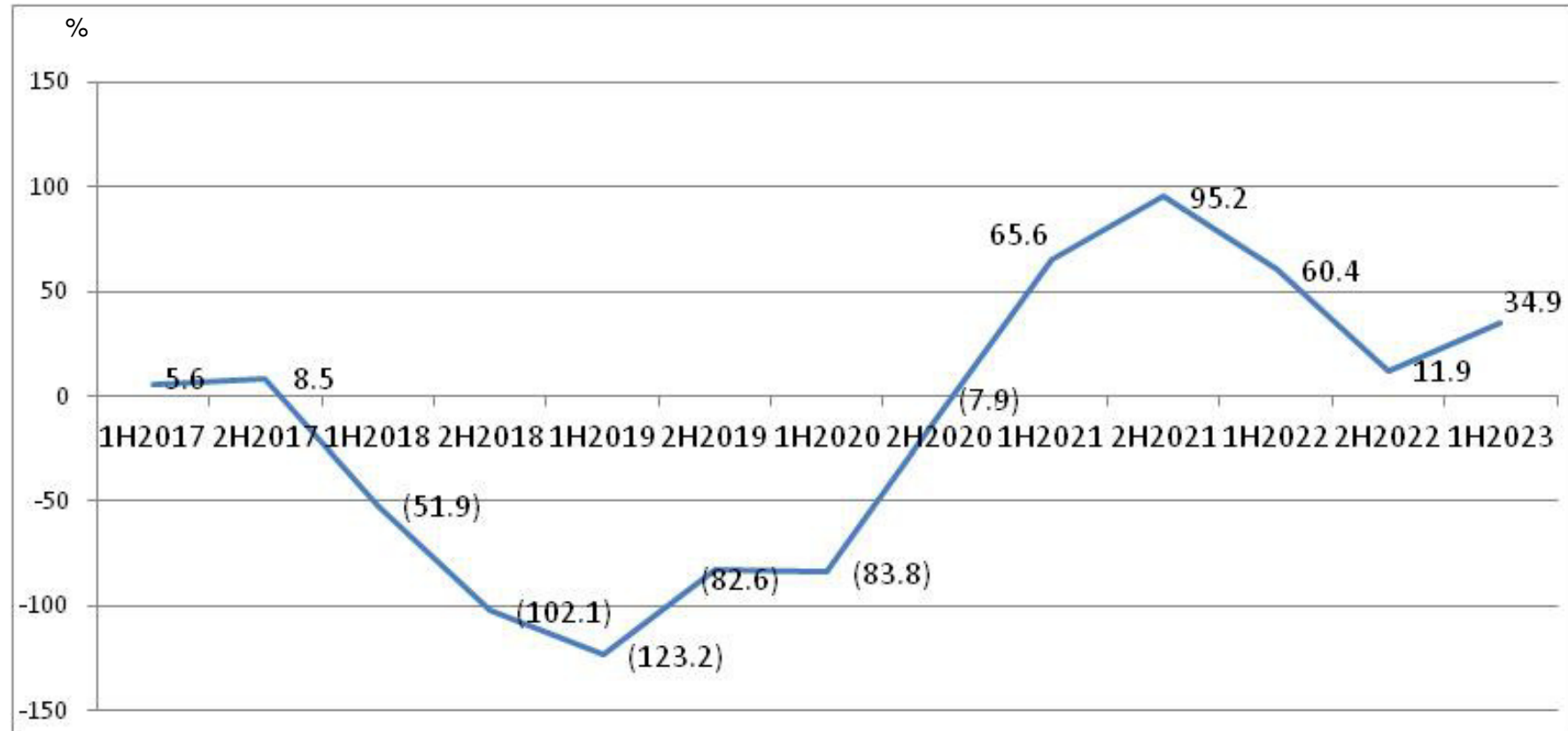
Sales Quantity of VGA Cards



Working Capital Indicators



Net Cash/(Debt) to Equity Ratio



2nd Half 2023 Business Outlook



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- VGA cards market seems to be picking up for holiday season in Q4
 - Channel customers are already planning for sales and promotion, and being more willing to stock up inventories for upcoming holidays
 - Sales volume of Brand VGA cards seems to have a good rebound but ASP may go below \$400 level
 - ODM/OEM VGA cards orders should be improving in the 2nd half for the holiday season
 - EMS & PC segments are expected to see an improvement

- Launch Rackmount GPU Server – 4Us and 2U in October 2023
 - For various applications: *3D Rendering, Cloud Gaming, Scientific Computing & simulation, Machine Learning, etc.*
 - Can fit for different types of GPU cards
 - First target on small/medium startup companies with above applications need
- Launched full range of Nvidia Jetson CPU under miniPC segments
 - Nvidia Jetson is for small form factor embedded applications, a vision enable CPU
 - For examples: security for patrol and detection, drone delivery, etc.
- Establish medical product line with small form factor design by using Nvidia Quadro & Jetson solutions
 - Focus on medical imaging and diagnostics segment, etc.



Q&A Thank You

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