unitech

Investors' Conference

精聯電子

Jun. 2, 2025

Disclaimer

The statements of unitech for its current expectations provided herein are forward-looking. These statements are subject to risks and uncertainties that might cause significant deviations from actual results. Unitech undertakes no obligation to update the forward-looking statements to reflect events or circumstances after the issuance of the statements.

Nothing contained herein constitutes an investment advice, offer or solicitation for the purchase or sale of any financial instrument. Neither unitech nor any of its officers or employees shall be liable for any direct, indirect or consequential loss, damage, cost or expense incurred or arising from any use of the information contained herein.

- Company Profile
- Financial Review
- Business Outlook
- Q&A

unitech

Company Profile

Corporate Visions

To gain recognition as a first-class company by our partners in recognition of remarkable industry feats and significant technological contributions to society while maintaining our core values

unitech

AIDC & IoT solutions

Product Design, Manufacturing & Marketing

- Capital： US$ 23.46 million
- Employee number： 422
- HQ Office： New Taipei City, Taiwan
- Chairman： Mr. CW Yeh
- Vice Chairman： Mr. Pete Chen
- C.E.O. & Group GM： Mr. Peter Hsu

1979 founded

2008 spin off unitech computer as unitech electronics

2009 stock listed company in OTC

2022 listed on the Taiwan Stock Exchange (TWSE:3652)

Product line

unitech

Mobile

Mobile Computer

- Rugged PDA
- Wearable Computer
- Rugged Tablets

Scanner

Barcode Scanner

- Handheld Scanner
- Wearable Scanner
- Pocket Scanner

RFID

RFID Reader

- Handheld RFID Reader
- Fixed RFID Reader
- RFID Module
- RFID Antenna & Tags

iOS

iOS Scanner

- Pocket Reader
- Sled Scanner

Software

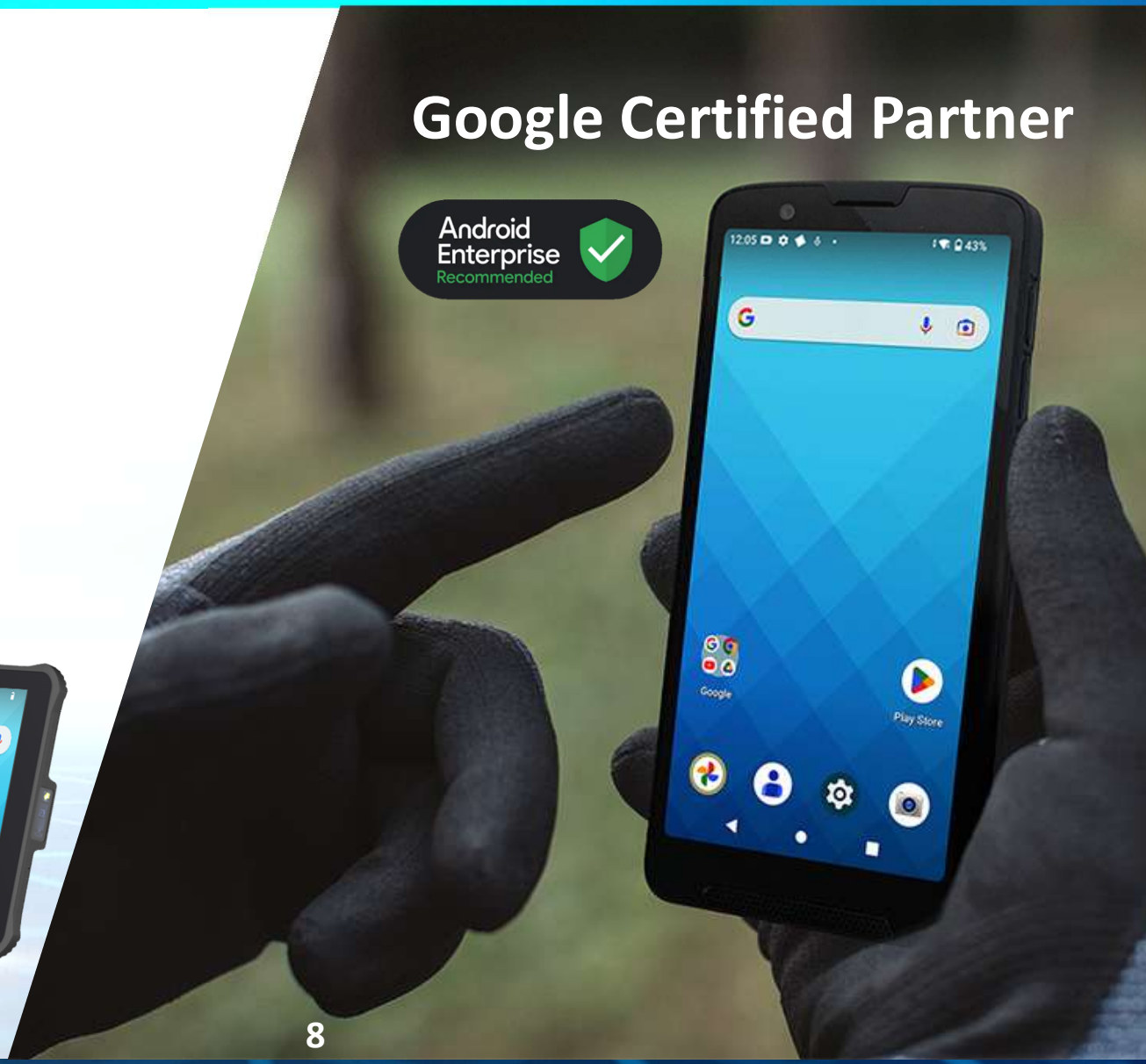
Software Solutions

- Mobile Software
- Reader Software
- API & SDK
- Android Enterprise Ready

unitech

Mobile Computers

- PDA & Handheld
- Wearable
- Enterprise Tablets



Barcode Scanners

- Handheld
- Wearable
- Pocket

RFID Solutions

- UHF Fixed Readers
- UHF Handheld Readers
- UHF Reader Modules
- UHF Antennas

iOS Solutions

- Pocket Reader
- Sled Scanner

Software solutions

Integrate

Developers

Rapid integration of business apps with unitech hardware

- Mobile SDK
- Scanner SDK
- RFID SDK
- MoboLink REST API
- EBrowser

Deploy

IT admins

Automate the rapid device staging and secure the device before deployment

- StageGO
- ELauncher
- KeyRemap
- OEMConfig
- WLAN Advaced
- Startup

Manage

Managers

Continuous monitoring and management of device health, issues, app updates and settings

- MoboLink
- Logger
- Software Update
- System Update
- Battery Info

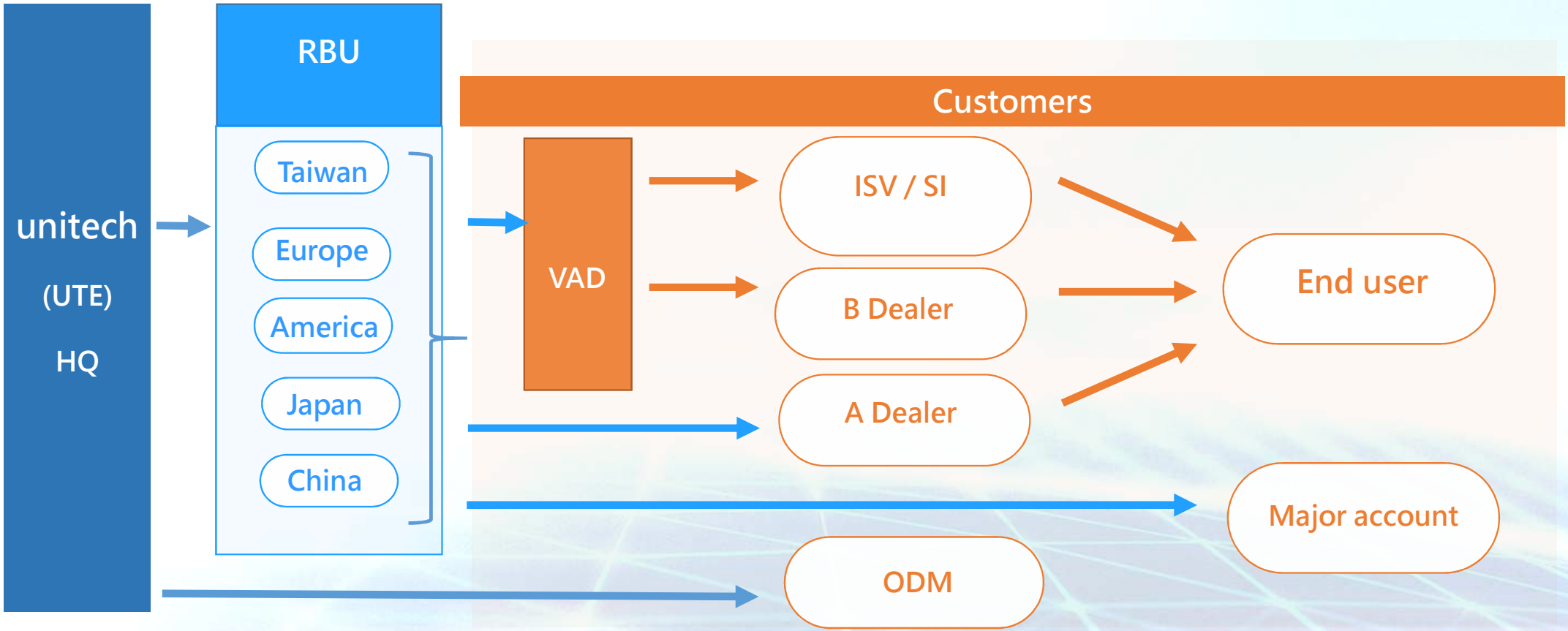
Data Collect

Field Staff

Tools making data collection uncomplicated, and tools for improving productivity in the fields

- USS
- USS Camera
- Enterprise Keyboard
- ScanBridge
- TagAccess
- RFID2KEY
- RFID Reader
- UNote

Biz Model


unitech
(UTE)
HQ
RBU
Taiwan
Europe
America
Japan
China
Customers
VAD
ISV / SI
B Dealer
A Dealer
ODM
End user
Major account

Applications

unitech

Worldwide Local Service

Offer after-sales services and technical supports

Over **14** worldwide offices Over **18** sales locations

Serving over **1200** AIDC distributors / partners

unitech

Premium Position in the Global Market

unitech Earns

Top 1 Ranking

AIDC Customer Survey in

Taiwan Market.

unitech Earns

Top 8 Ranking

AIDC Customer Survey in

Global Market.

Resource: 2024 VDC REPORT

unitech

unitech

unitech Appreciates Your Partnership.

Financial Review

1Q25 Financial Statements

1 / Consolidated Statements of Income

(NTD in Thousands)	Q1/25	Q1/24	YoY
Operating Revenues	563,722	526,840	+7.0%
Gross Profit	192,198	169,307	+13.5%
Operating Expenses	177,283	176,704	+0.3%
Operating Income	14,915	(7,397)	-301.6%
Non-Op. Income and Expenses	17,335	22,449	-22.8%
Income Before Income Tax	32,250	15,052	+114.3%
Income tax expense	(6,788)	(3,057)	+122.1%
Net Income	25,462	11,995	+112.3%
Net Income Attributable to Shareholders of the Parent	25,324	11,886	+113.1%
Net Income Attributable to Non-controlling Interests	138	109	+26.6%
Earnings Per Share (NTD)	$0.34	$0.16	112.5%
Gross Profit Margin	34.09%	32.14%	+1.95 ppts
Operating Profit Margin	2.65%	(1.4)%	+4.05 ppts
Net Profit Margin	4.52%	2.28%	+2.24 ppts

1Q25 Financial Statements

2 / Consolidated Balance Sheets

(NTD in Thousands)	2025.3.31	2024.3.31	YoY
Cash and Cash Equivalents	535,947	460,686	+16.3%
Trade Receivables	452,492	386,831	+17.0%
Inventories	456,660	414,558	+10.2%
Other Current Assets	545,467	551,849	-1.2%
Property, Plant and Equipment	342,289	349,448	-2.1%
Other Noncurrent Assets	183,722	220,584	-16.7%
Total Assets	**2,516,577**	**2,383,956**	**+5.6%**
Trade Payables	234,139	225,273	+3.9%
Other Current Liabilities	301,364	255,651	+17.9%
Other Noncurrent Liabilities	107,119	101,696	+5.3%
Total Liabilities	**642,622**	**582,620**	**+10.3%**
Total Equity	**1,873,955**	**1,801,336**	**+4.0%**

AR Turnover Days	74	70	+4
Inventory Turnover Days	112	104	+8
AP Turnover Days	62	53	+9
Cash Conversion Cycle	124	121	+3

Current Ratio	371.72%	377.17%	-5.45%
Quick Ratio	272.94%	275.34%	-2.40%
Debt Ratio	25.54%	24.44%	+1.10%

1Q25 Financial Statements

3 / Consolidated Statements of Cash Flow

(NTD in Thousands)	Q1/25	Q1/24
Net Cash (Used in) Generated by Operating Activities	(21,673)	28,663
Net Cash Generated by (Used in) Investing Activities	(417,999)	(20,761)
Net Cash Used in Financing Activities	(7,831)	(7,316)
Effect of Exchange Rate Changes on Cash And Cash Equivalents	11,399	8,225
Net Increase (Decrease) in Cash And Cash Equivalents	(436,104)	8,811
Cash And Cash Equivalents, End of Period	535,947	460,686

Business Outlook

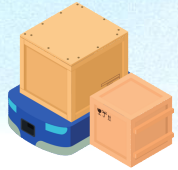
CEO– Peter Hsu

2025 Business Outlook (Growth Drivers)

RFID Business Expansion

Window on ARM

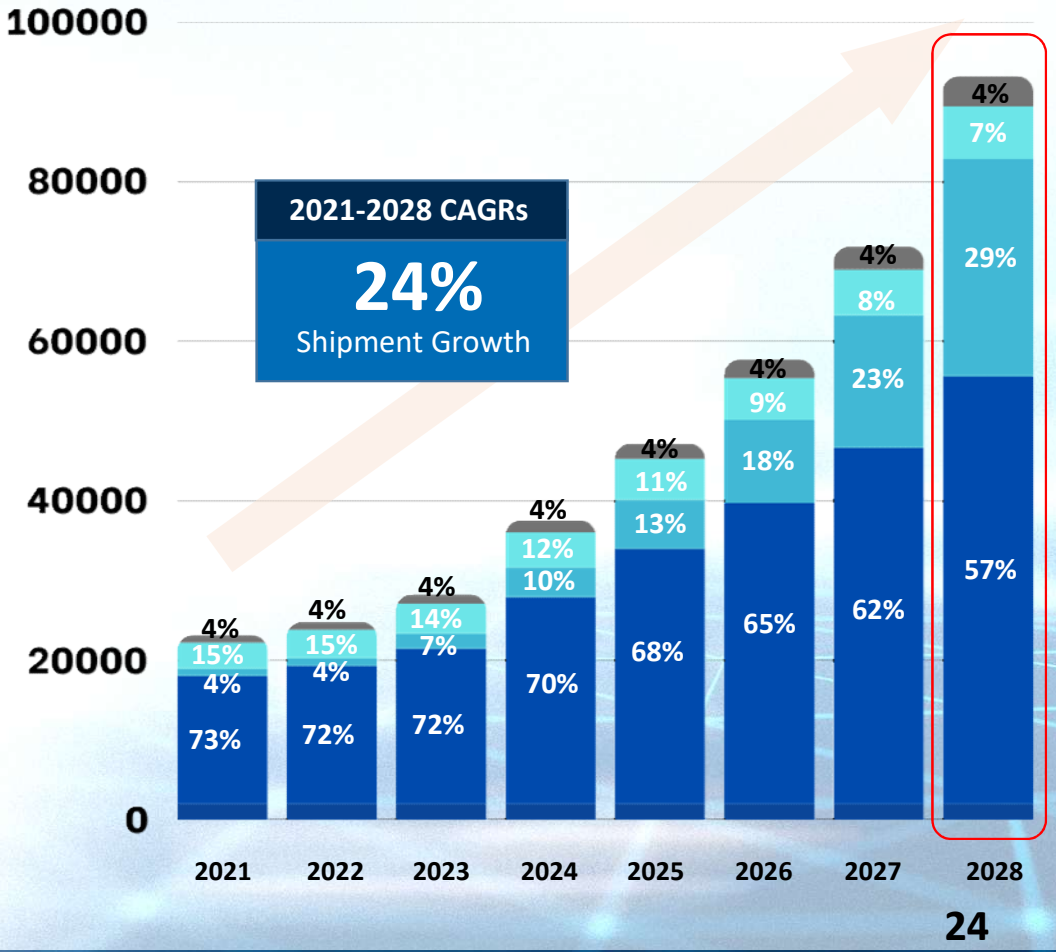
Logistics and Cold Chain Markets



Smart Automation Solutions

RFID Business Expansion

Global RFID Market Applications



Passive UHF RFID Tag Shipment Volume by Sector

2028 RFID Market Share by Industry

Apparel	57%
Retail	29%
Logistics	7%
Healthcare	4%

unitech

Global RFID Market Applications

Apparel

Largest segment, gradually decreasing over time while **total volume grows significantly**

Retail

The primary growth drivers come from high-value goods, **smart retail, and anti-counterfeiting applications.**

Logistics

Plays a critical role in **smart warehousing and supply chain traceability.**

Healthcare

Focused on high-precision use cases such **as test tube labeling and animal management.**

unitech

Complete RFID Product Line

Covers modules, gun grips, and both short- and long-range UHF readers for a wide range of RFID applications.

NEW

PA768e UHF

UHF RFID Reader

NEW

RP300

UHF RFID Reader

NEW

RM300Plus

4-port UHF RFID Module

RG630

UHF RFID Gun Grip

HT730UHF

UHF RFID Reader

New Product

PA768e UHF

UHF RFID Reader

- Designed for retail and hospitality applications

Accurate
Short-Range Reading

Dual reading: Barcode + RFID for comprehensive identification

1.2m short-range reading prevents misreads of nearby tags

RFID
Built-in

All-in-One Device

4G, Wi-Fi, 2D, UHF, and NFC

Gen2X
Protocol

Supports the latest Gen2X RFID protocol

Improved RFID reading performance

unitech

New Product

RP300

UHF RFID Reader

- **Specifically designed for retail, warehousing, logistics, and hospitality applications.**

MFi
Certification in process

Safety and reliability certified by Apple

25 M
RFID Reading

Designed for retailers and high-shelf warehouse inventory use.

7000 mAh
Quick-Swap Battery Design

Extends usage time significantly, enabling uninterrupted full-day operations.

unitech

New Product

RM300Plus

4-port UHF RFID Module

- Suitable for applications such as smart shelves, checkout systems, and automated goods tracking

Impinj
Latest Chip

Powered by Impinj E710 latest chip
High sensitivity for improved reader performance

33 dBm
High Output Power

With adjustable settings to accommodate a wide range of RFID applications

unitech

Window on ARM

Windows on ARM：The New Era of Mobile Computing

RT112 Windows

Rugged Tablet with WoA

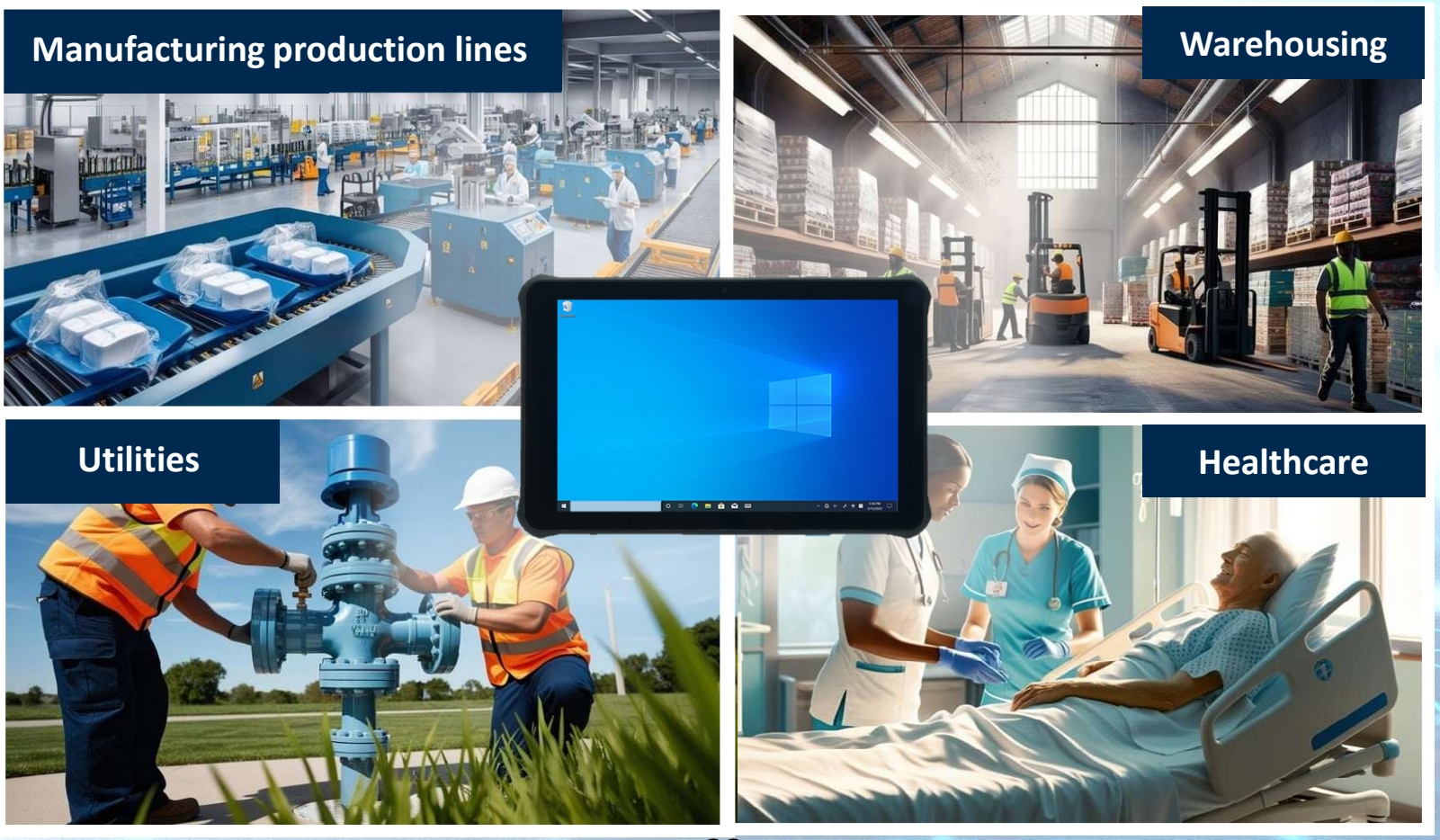
Microsoft’s full Windows OS solution running on ARM-based processors.

- **A lightweight, low-power, and cost-effective** alternative to traditional tablet PCs Tailored to enterprise mobile device needs

RT112 Windows launching in Q3

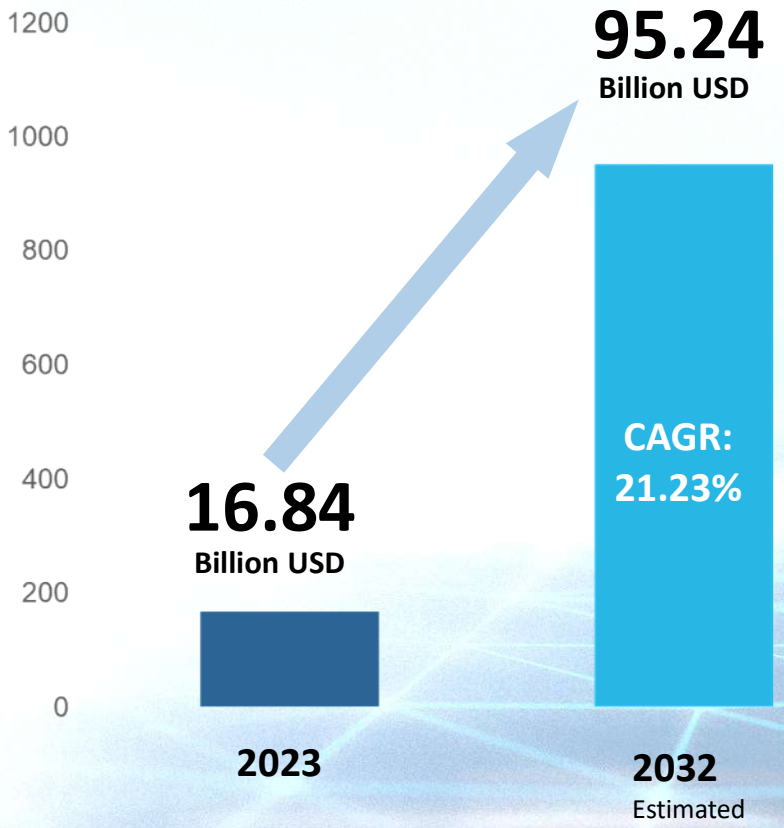
unitech

Target Markets for Windows on ARM



Logistics and Cold Chain Markets

Logistics and Cold Chain Markets



The global cold chain equipment market is rapidly growing—from USD 16.84 billion in 2023 to a projected USD 95.24 billion by 2032.

2023-2032 CAGRs

21.23%

Revenue Growth

unitech

New Product

HT730 Plus

Rugged Mobile Computer

- **Specifically designed for warehouse and cold chain logistics applications.**

-30°C

Cold Resistance

Ideal for cold storage management.

2.4m

Drop Protection

Strong durability to prevent damage to the device.
Optimized for high-shelf warehouse operations.

unitech

New Product

MS633LR

Barcode Ring Scanner

- **Specifically Designed for Wearable Warehouse Applications**

Single-Finger Wearable Design:

Comfortable to wear and allows both hands to move goods freely. Boosts speed and efficiency for warehouse and logistics operators.

Dual-Hand Compatibility

Ergonomic design with modular customization for user preferences. Switch scanning buttons easily for use with either hand.

New Product

WD200 Plus

Wearable Mobile Computer

- **Specifically Designed Industrial Mobile Computer for Wearable Warehouse Applications**

Market Exclusive

A14 device under 4 inches

Currently A13 certified, with free future upgrades to A15.
The only under-4-inch device on the market with the latest A15 certification.

Wearable Design

Wrist-mounted compatibility

Frees up both hands for handling goods, boosting efficiency for warehouse and logistics operators.

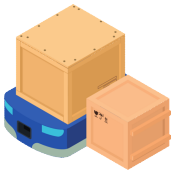
130 g

Featherweight

50% lighter than industry competitors.

Zebra 277g
Honeywell 292g

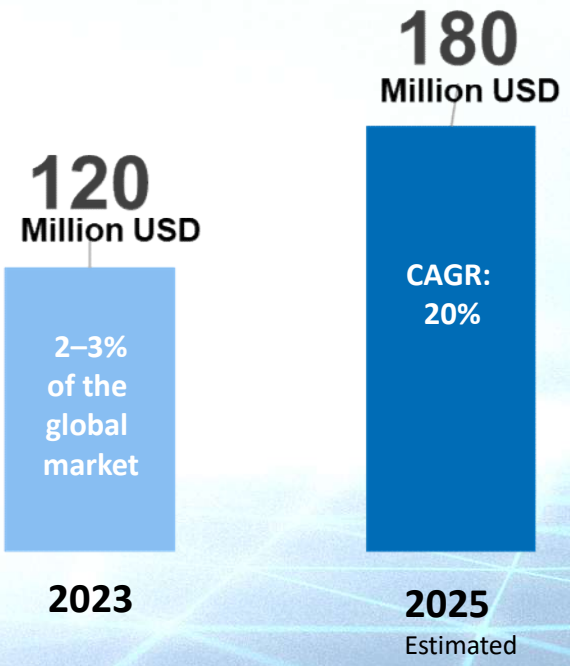
unitech



Smart Automation Solutions

unitech

Taiwan AGV/AMR Market Overview

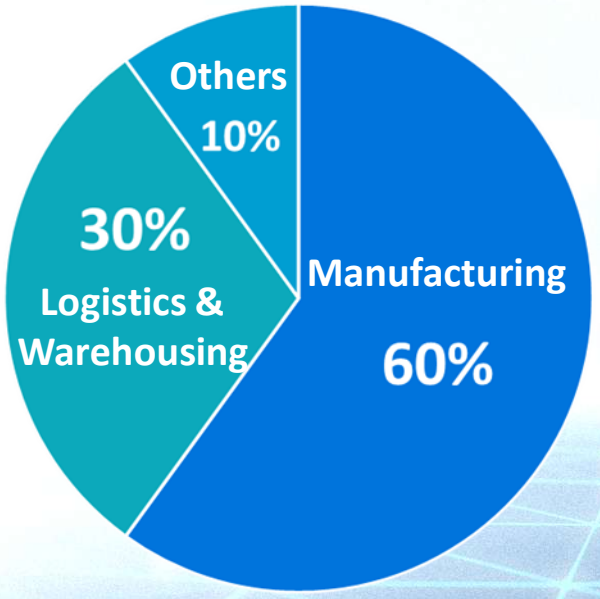


Taiwan's AGV/AMR market is growing from 120M (2023) to USD 180M (2025), driven by smart manufacturing and logistics automation.

Source: ITRI IEK

AGV / AMR Industry Application Trends

Rising demand for smart manufacturing and logistics automation is driving strong market growth.



Manufacturing (50-60%)

- Semiconductors
- Panels
- Electronics
- Automotive

Logistics & Warehousing (20-30%)

- E-commerce
- 3PL Logistic
- Retail
- Distribution

unitech

Smart Automation – Geek+ Hardware Equipment

Shelf-to-Person System

P Series
Tote-Carrying Robots

PopPick
Automated Picking Workstation

RSP Series
Robo Shuttle

X Series
Four-Way Shuttle

Moving System

M Series
Shelf Handling

F Series
Smart Forklifts

Sorting System

S Series
Floor-based Sorting

unitech

Automation Solutions and Use Cases

Industry		Logistics & Warehousing (20-30%)				Manufacturing (50-60%)				
Product / Applications		E-commerce	3PL Logistic	Retail	Distribution	Semiconductors	Panels	Electronics	Automotive	Others
Shelf-to-Person	P Series	✓	✓	✓	✓			✓	✓	✓
	PopPick	✓	✓	✓	✓	✓		✓	✓	✓
	RSP Series	✓	✓	✓	✓	✓		✓		✓
	X Series			✓				✓	✓	✓
Moving	M Series					✓	✓	✓	✓	✓
	F Series					✓	✓	✓	✓	✓
Sorting	S Series	✓		✓	✓					

Success Stories

Spanning e-commerce, logistics, retail, semiconductors, display panels, electronics, and automotive manufacturing

momo

PChome ONLINE

KERRY TJ LOGISTICS 嘉里大榮物流

everrich dutyfree 昇恒昌

ALP Ally Logistic Property 永聯物流開發

Carrefour 家樂福

COSMED 康是美

精技電腦

長呈實業股份有限公司

GIGABYTE™

DFI

TOYOTA

Ching-Tsai Industrial	**Ah-Yi**	**XX Store-to-Store** Well-Known E-Commerce Platform	**XX Technology** Renowned Semiconductor Manufacturer	**XX Technology** Renowned Memory Manufacturer

unitech

unitech

unitech Appreciates Your Partnership.

Q & A

unitech
unitech Appreciates Your Partnership.
Thank you for your input
We wish you all the best!
To find out the latest information on Unitech,
please visit: https://www.ute.com/en