



Investors' Conference

精聯電子

Nov. 24, 2022



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- **Company Profile**
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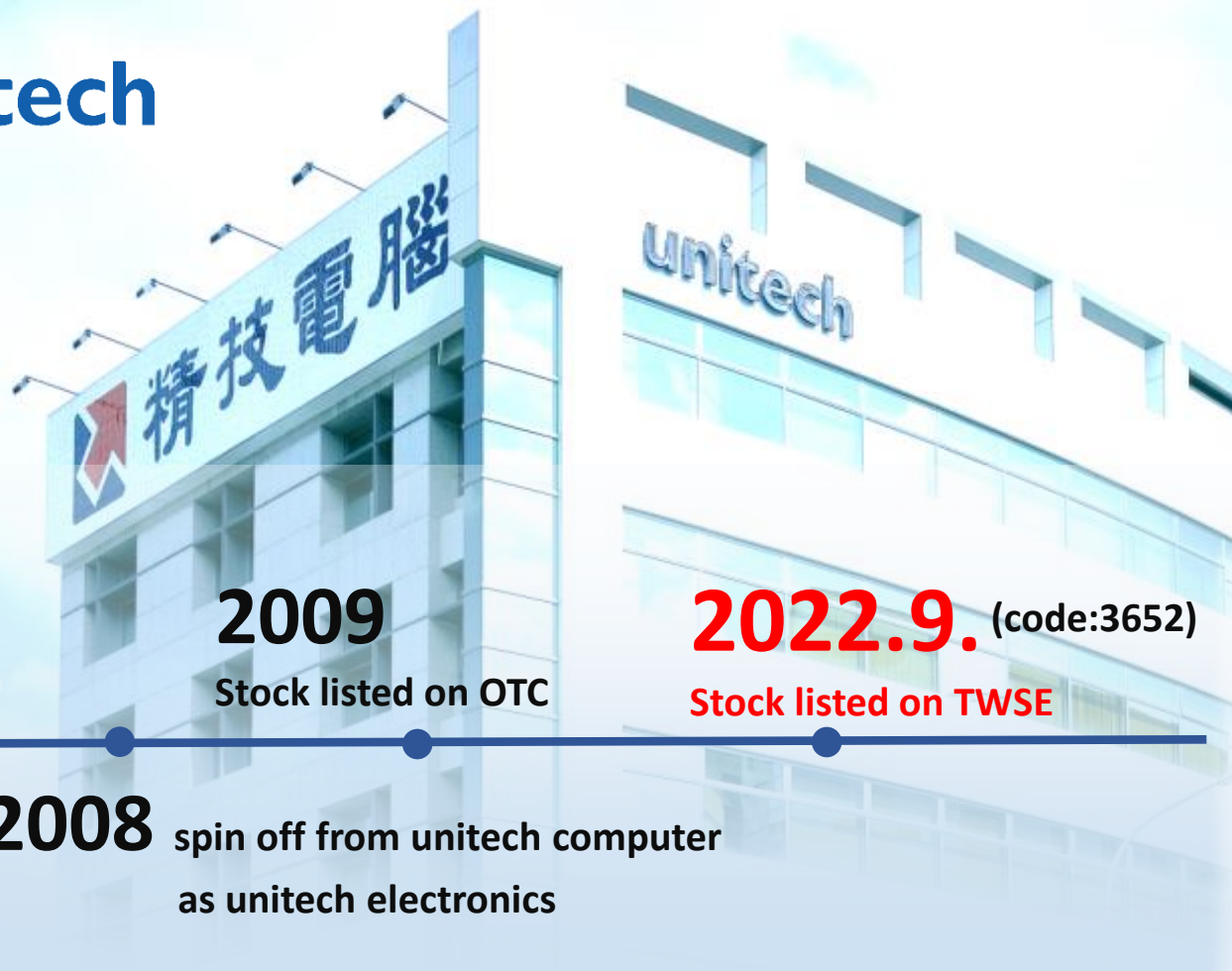


Company Profile

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



1979

a business unit of
unitech computer

2009

Stock listed on OTC

2022.9. (code:3652)

Stock listed on TWSE

2008

spin off from unitech computer
as unitech electronics

AIDC & IoT solutions

Product Design, Manufacturing & Marketing

- Capital : US\$ 25 million
- Employee number: 400
- HQ Office: New Taipei City, Taiwan
- Chairman: Mr. CW Yeh
- C.E.O. & Group GM : Mr. Peter Hsu



Mobile Computers

Handheld Computers

Wearable Computers

Enterprise Tablets



Barcode Scanners

Handheld Scanners

Wearable Scanners

Pocket Scanners



RFID Solutions

Handheld RFID Readers

Fixed RFID Readers

RFID Modules & Antennas



Software Solutions

Android Enterprise Ready

Mobile Software

Reader Software

API & SDK



Mobile Computers

- PDA & Handheld
- Wearable
- Enterprise Tablets





Barcode Scanners

- Handheld
- Wearable
- Pocket



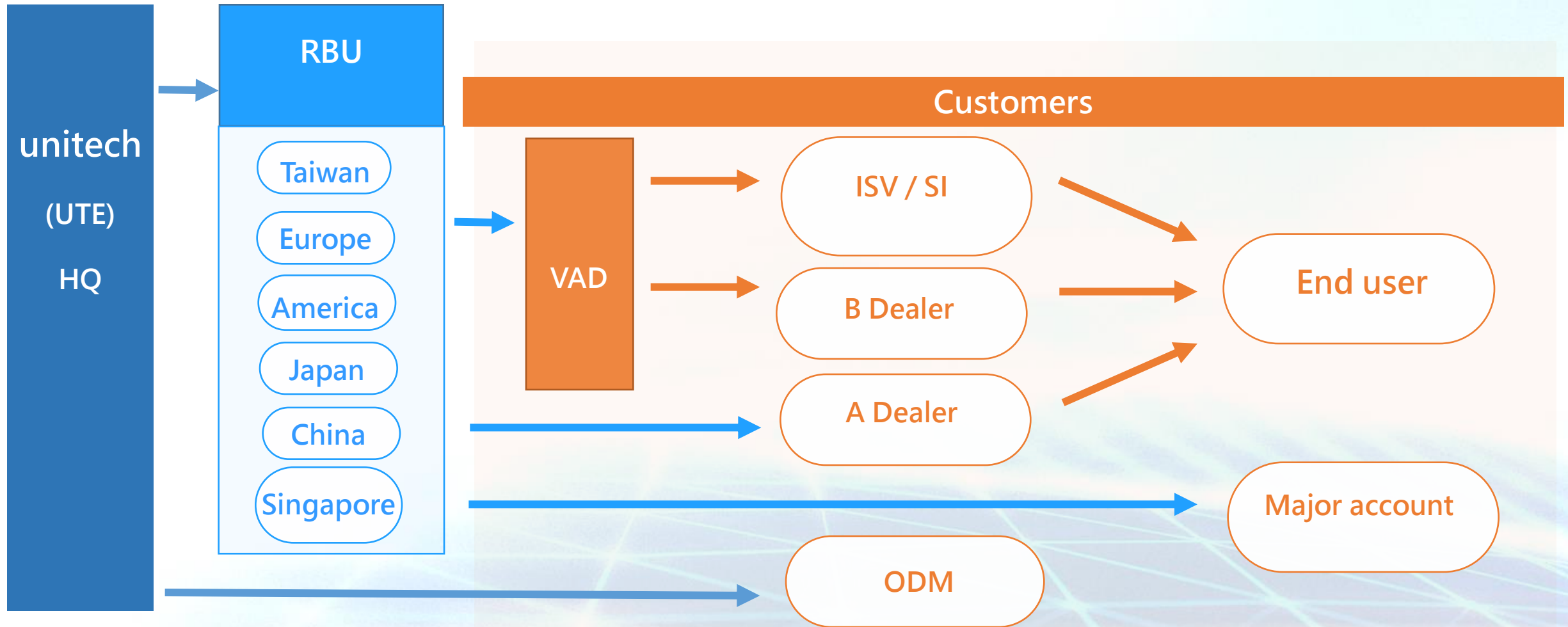


RFID Solutions

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



Biz Model



Applications Fields



Worldwide Operations



Over **14** offices and **13** sales locations
Offer after-sales services and technical supports

Serving over **1200**
AIDC distributors / business partners

Brand ranking



Largest AIDC
Supplier in Taiwan



Worldwide
Enterprise Mobile
Computer Ranking

Source: : 2021 VDC Report

Partners



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Financial Review

3Q22 Financial Statements

1 / Consolidated Statements of Income

(NTD in Thousands)	Q3/22	Q2/22	QoQ	Q3/21	YoY
Operating Revenues	628,010	600,746	+4.5%	692,188	-9.3%
Gross Profit	192,518	197,183	-2.4%	200,528	-4.0%
Operating Expenses	167,723	163,902	+2.3%	168,848	-0.7%
Operating Income	24,795	33,281	-25.5%	31,680	-21.7%
Non-Op. Income and Expenses	6,504	2,350	+176.8%	(1,959)	-432.0%
Income Before Income Tax	31,299	35,631	-12.2%	29,721	+5.3%
Income tax expense	(4,788)	(4,284)	+11.8%	(11,813)	-59.5%
Net Income	26,511	31,347	-15.4%	17,908	+48.0%
Net Income Attributable to Shareholders of the Parent	26,496	31,338	-15.5%	17,906	+47.9%
Net Income Attributable to Non-controlling Interests	15	9	+66.7%	2	+650.0%
Earnings Per Share (NTD)	\$0.35	\$0.42	-16.0%	\$0.38	-7.2%
Gross Profit Margin	30.66%	32.82%	-2.16 pts	28.97%	+1.69 pts
Operating Profit Margin	3.95%	5.54%	-1.59 pts	4.58%	-0.63 pts
Net Profit Margin	4.22%	5.22%	-1.00 pts	2.59%	+1.63 pts

3Q22 Financial Statements

1 / Consolidated Statements of Income

(NTD in Thousands)	For the Nine Months Ended September 30		YoY
	2022	2021	
Operating Revenues	1,763,206	1,797,608	-1.9%
Gross Profit	568,874	569,466	-0.1%
Operating Expenses	478,671	479,959	-0.3%
Operating Income	90,203	89,507	+0.8%
Non-Op. Income and Expenses	9,907	(5,741)	-272.6%
Income Before Income Tax	100,110	83,766	+19.5%
Income tax expense	(18,082)	(28,830)	-37.3%
Net Income	82,028	54,936	+49.3%
Net Income Attributable to Shareholders of the Parent	81,945	54,566	+50.2%
Net Income Attributable to Non-controlling Interests	83	370	-77.6%
Earnings Per Share (NTD)	\$1.09	\$1.16	-5.9%
Gross Profit Margin	32.26%	31.68%	+0.58 pts
Operating Profit Margin	5.12%	4.98%	+0.14 pts
Net Profit Margin	4.65%	3.06%	+1.59 pts

3Q22 Financial Statements

2 / Consolidated Balance Sheets

(NTD in Thousands)	2022.9.30	2022.6.30	QoQ	2021.9.30	YoY
Cash and Cash Equivalents	541,896	559,162	-3.1%	433,226	25.1%
Trade Receivables	521,887	481,784	8.3%	561,763	-7.1%
Inventories	483,048	484,838	-0.4%	435,758	10.9%
Other Current Assets	344,133	348,559	-1.3%	100,908	241.0%
Property, Plant and Equipment	361,161	358,897	0.6%	350,429	3.1%
Other Noncurrent Assets	235,917	234,342	0.7%	194,095	21.6%
Total Assets	2,488,042	2,467,582	0.8%	2,076,179	19.8%
Trade Payables	232,560	270,796	-14.1%	347,497	-33.1%
Other Current Liabilities	291,732	283,108	3.1%	504,494	-42.2%
Other Noncurrent Liabilities	147,371	137,515	7.2%	85,267	72.8%
Total Liabilities	671,663	691,419	-2.9%	937,258	-28.3%
Total Equity	1,816,379	1,776,163	2.3%	1,138,921	59.5%
AR Turnover Days	77	77	+0	78	-1
Inventory Turnover Days	106	111	-5	89	+17
AP Turnover Days	55	62	-7	65	-10
Cash Conversion Cycle	129	126	+2	103	+26
Current Ratio	360.67%	338.39%	+22.3%	179.77%	+180.9%
Quick Ratio	255.92%	235.87%	+20.1%	118.92%	+137.0%
Debt Ratio	26.99%	28.02%	-1.0%	45.14%	-18.2%

3Q22 Financial Statements

3 / Consolidated Statements of Cash Flow

(NTD in Thousands)	2022.1.1 ~ 2022.9.30	2021.1.1 ~ 2021.9.30
Net Cash Generated by Operating Activities	92,277	87,769
Net Cash Used in Investing Activities	(28,003)	(43,964)
Net Cash Used in (Generated by) Financing Activities	(53,257)	165,883
Effect of Exchange Rate Changes on Cash And Cash Equivalents	24,495	(13,767)
Net Increase in Cash And Cash Equivalents	35,512	195,921
Cash And Cash Equivalents, End of Period	411實際 541,896	433,226



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Business Outlook



Key new products



PA768

5G Rugged Touch Computer

Product features

- The first QUALCOMM 6490 5G Android 12 industrial PDA.
- Wi-Fi 6E improves network transmission speed and optimizes overall work efficiency.
- True Hot-swap battery design ensures continuous operation without downtime.
- Premier barcode reading distance : up to 10 meters.

Major market

- Replace current 4G customers, Zebra customers, and OEM customers in the U.S. and Japan markets.



Key new products



RP902MFi

Bluetooth UHF RFID Pocket Reader

Product features

- Lightweight and portable RFID reader in pocket size.
- Certified by Apple MFi; Support iOS and SDK software.
- Support 27dBm Power Power/reading distance up to 2 meters.
- IP65 sealing for dust and water protection and 1.2-meter drop protection to concrete.

Major market

- For iOS market and iPhone enterprise market in the U.S., Europe, and Japan, for example: boutique stores/clothing stores.





Key new products



MS852 DPM ESD

ESD (Electrostatic discharger) safe
2D imager barcode scanner

Product features

- Withstands ESD up to $10^5 \sim 10^9$ ohms per square
- Read DPM barcodes
- Price advantage

Major market

- Semiconductor and electronic manufacturing



Business operations

- Brazil, India, Southeast Asia, Turkey and Eastern Europe (SOHO Business).
- EA520 / HT330 / RP902 etc. lower-priced products have been released to market this year.





Intelligent Automation Application

- Integrate GEEK AMR (Autonomous Mobile Robot) in logistics and warehousing (uWMS).
- Integrate Cognex & Link+ drug regulatory management software to pharmaceutical factories and China & India markets.





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Q & A



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WE WISH YOU ALL THE BEST!**