



Investors' Conference

精聯電子

Dec. 12, 2024



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- **Company Profile**
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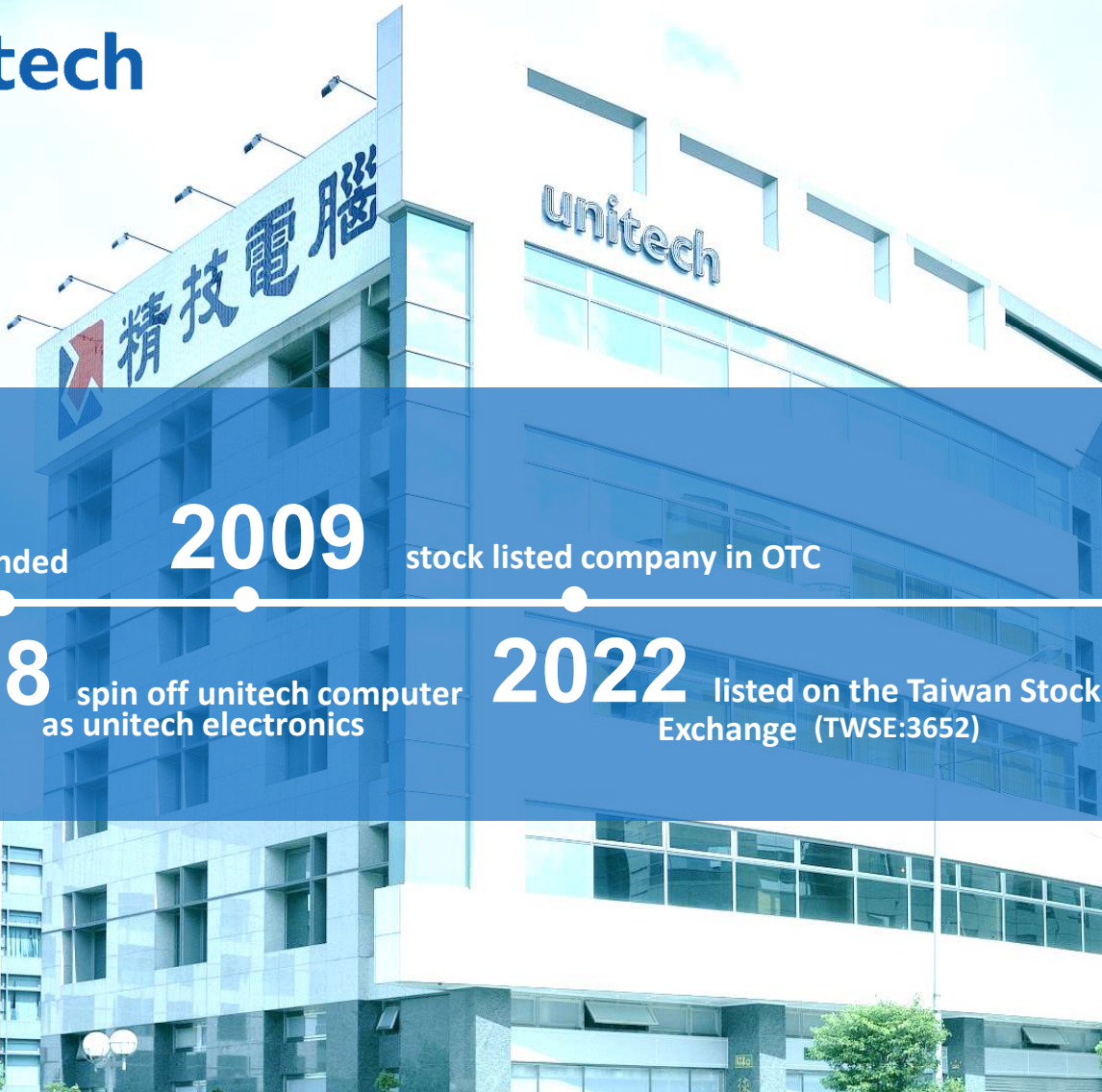


Company Profile

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



AIDC & IoT solutions

Product Design, Manufacturing & Marketing

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)

- Capital : US\$ 23.46 million
- Employee number: 417
- HQ Office: New Taipei City, Taiwan
- Chairman: Mr. CW Yeh
- Vice Chairman: Mr. Pete Chen
- C.E.O. & Group GM : Mr. Peter Hsu

Product line



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

Mobile Computers

- PDA & Handheld
- Wearable
- Enterprise Tablets



Google Certified Partner

Android
Enterprise
Recommended



Barcode Scanners

- Handheld
- Wearable
- Pocket



TAA Compliant Manufacturer



RFID Solutions

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



IMPINJ Sliver Partner



iOS Solutions

- Pocket Reader
- Sled Scanner

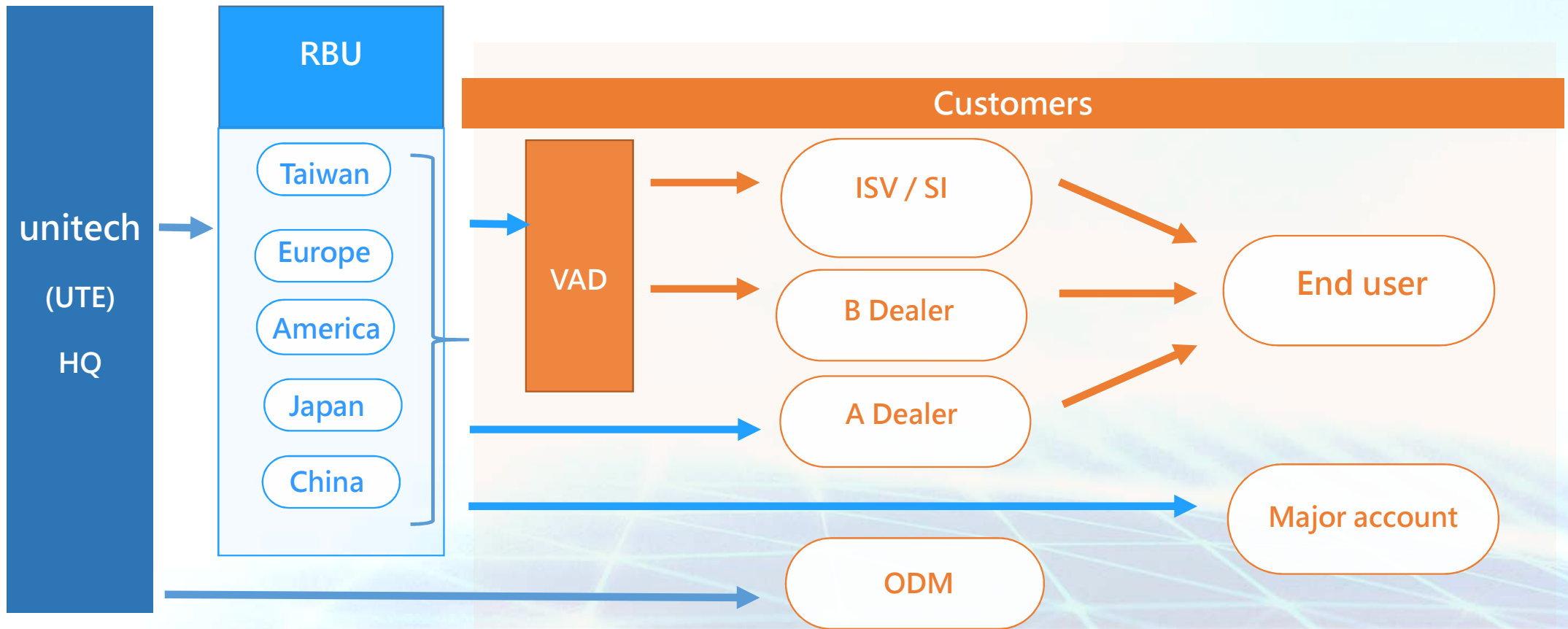


MFi Certified Partner

Made for
 iPhone | iPad



Biz Model



Applications





Worldwide Local Service

Offer after-sales services and technical supports

Over **11** worldwide offices Over **18** sales locations
Serving over **1200** AIDC distributors / partners



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: 2023 VDC REPORT



unitech Appreciates Your Partnership.

Financial Review

3Q24 Financial Statements

1 / Consolidated Statements of Income

(NTD in Thousands)	Q3/24	Q2/24	QoQ	Q3/23	YoY
Operating Revenues	589,667	701,110	-15.9%	518,106	+13.8%
Gross Profit	206,040	200,164	+2.9%	180,625	+14.1%
Operating Expenses	179,530	171,888	+4.5%	176,880	+1.5%
Operating Income	26,510	28,276	-6.3%	3,745	+607.9%
Non-Op. Income and Expenses	(1,137)	14,192	-108.0%	20,613	-105.5%
Income Before Income Tax	25,373	42,468	-40.3%	24,358	+4.2%
Income tax expense	(5,914)	(10,179)	-41.9%	(5,108)	+15.8%
Net Income	19,459	32,289	-39.7%	19,250	+1.1%
Net Income Attributable to Shareholders of the Parent	19,388	32,200	-39.8%	19,212	+0.9%
Net Income Attributable to Non-controlling Interests	71	89	-20.2%	38	+86.8%
Earnings Per Share (NTD)	\$0.26	\$0.43	-39.5%	\$0.26	0%
Gross Profit Margin	34.94%	28.55%	+6.39 pts	34.86%	+0.08 pts
Operating Profit Margin	4.49%	4.03%	+0.46 pts	0.72%	+3.77 pts
Net Profit Margin	3.30%	4.60%	-1.30 pts	3.72%	-0.42 pts

3Q24 Financial Statements

1 / Consolidated Statements of Income

(NTD in Thousands)	For the Nine Months Ended September 30		YoY
	2024	2023	
Operating Revenues	1,817,617	1,691,524	+7.5%
Gross Profit	575,511	537,756	+7.0%
Operating Expenses	528,122	523,785	+0.8%
Operating Income	47,389	13,971	+239.2%
Non-Op. Income and Expenses	35,504	35,451	+0.2%
Income Before Income Tax	82,893	49,422	+67.7%
Income tax expense	(19,150)	(8,039)	+138.2%
Net Income	63,743	41,383	+54.0%
Net Income Attributable to Shareholders of the Parent	63,474	41,201	+54.1%
Net Income Attributable to Non-controlling Interests	269	182	+47.8%
Earnings Per Share (NTD)	\$0.85	\$0.55	+54.6%
Gross Profit Margin	31.66%	31.79%	-0.13 pts
Operating Profit Margin	2.61%	0.83%	+1.78 pts
Net Profit Margin	3.51%	2.45%	+1.06 pts

3Q24 Financial Statements

2 / Consolidated Balance Sheets

(NTD in Thousands)	2024.9.30	2024.6.30	QoQ	2023.9.30	YoY
Cash and Cash Equivalents	787,986	417,413	+88.8%	360,933	+118.3%
Trade Receivables	506,681	582,337	-13%	476,865	+6.3%
Inventories	456,184	437,688	+4.2%	465,820	-2.1%
Other Current Assets	123,489	561,668	-78%	529,510	-76.7%
Property, Plant and Equipment	351,595	357,891	-1.8%	355,242	-1.0%
Other Noncurrent Assets	200,164	196,747	+1.7%	237,047	-15.6%
Total Assets	2,426,099	2,553,744	-5.0%	2,425,417	0.0%
Trade Payables	207,166	377,054	-45.1%	235,766	-12.1%
Other Current Liabilities	266,589	243,819	+9.3%	252,306	+5.7%
Other Noncurrent Liabilities	99,697	100,943	-1.2%	114,371	-12.8%
Total Liabilities	573,452	721,816	-20.6%	602,443	-4.8%
Total Equity	1,852,647	1,831,928	+1.1%	1,822,974	+1.6%
AR Turnover Days	70	75	-5	80	-10
Inventory Turnover Days	95	89	+6	112	-17
AP Turnover Days	44	60	-16	57	-13
Cash Conversion Cycle	121	104	+17	135	-14
Current Ratio	395.63%	321.98%	+73.65%	375.59%	+20.04%
Quick Ratio	284.65%	238.86%	+45.78%	266.66%	+17.98%
Debt Ratio	23.64%	28.27%	-4.63%	24.84%	-1.20%

3Q24 Financial Statements

3 / Consolidated Statements of Cash Flow

(NTD in Thousands)	2024.1.1 ~ 2023.9.30	20223.1.1 ~ 2022.9.30
Net Cash (Used in) Generated by Operating Activities	(28,837)	21,711
Net Cash Generated by (Used in) Investing Activities	383,434	(464,351)
Net Cash Used in Financing Activities	(29,475)	(74,310)
Effect of Exchange Rate Changes on Cash And Cash Equivalents	10,989	9,093
Net Increase (Decrease) in Cash And Cash Equivalents	336,111	(507,857)
Cash And Cash Equivalents, End of Period	787,986	360,933



Business Outlook

CEO– Peter Hsu

New Product



RP300

UHF RFID Reader



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

Multi Platform Support

1. Can be used standalone
2. Compatible with iOS devices
3. Compatible with Android devices

MFi Certification in process

Safety and reliability certified by Apple

New Product



Made for
iPhone | iPad

RP300

UHF RFID Reader

**Simultaneous
Barcode/RFID
Capture**

**Quick switching to meet diverse
application needs, enhancing operational
efficiency.**

**25_M
RFID Reading**

**Designed for retailers and high-shelf
warehouse inventory use.**

**7000mAh
Quick-Swap
Battery Design**

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

 **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.

New Product



HT730 Plus
Rugged Mobile Computer

5G/ WiFi6E

Connectivity

Suitable for large warehouses with wide signal coverage. Nearly 4x faster than WiFi 5.

32 M

Barcode Reading

Assists warehouse operators in capturing barcode information on high shelves and pallets.

7 x Greater
Laser Visibility

Enhances aiming visibility for improved accuracy.



Upgraded from red laser to green laser.

New Product



WD200 Plus Wearable Mobile Computer



with WD200 Wearable Solutions

- 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.



New Product



WD200 Plus
Wearable Mobile Computer

130_g
Featherweight

MDM
System Support

IP67
Water & Dust
Resistance

**Camera
and WiFi 6**

50% lighter than industry competitors.

Zebra 277g
Honeywell 292g

**Enables remote control for quick issue resolution.
Reduces on-site maintenance costs.**

**Industrial-grade water and dustproof protection.
Withstands drops up to 1.5m.
Combines a lightweight design with durability.**

**Comparable to consumer-grade smartphones, the device
utilizes its camera for barcode scanning or recording
product status reports. WiFi 6 offers significantly faster
connection speeds.**

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**



MS633LR

Barcode Ring Scanner

12_M
Barcode Reading

Assists logistics operators in capturing barcode information from long-distance goods.

67_g
Featherweight

10-20% lighter than the industry standard.

Zebra 76g

New Product



SL220 (TypeC)
iOS Sled Barcode Scanner



- Retail, Logistics, Hospitality, and Transportation Applications

Easy
Installation

Easily converts iOS devices into professional barcode readers.

TypeC

Supports the latest iOS devices and PD fast charging.



10^M
Barcode
Reading

MFi
Certified

Safety and reliability approved by Apple.



New Product



Enterprise Keyboard

App



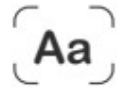
Enterprise Keyboard Data Collection App

Data collection hub that makes it exceptionally quick and easy to collect data from various sources.



Virtual Keyboard

Allows text input using the same software without switching



Text Recognition

Enhances work efficiency through intelligent OCR recognition



Collect Barcode / RFID Data

Enables simultaneous reading of different types of data.

New Product



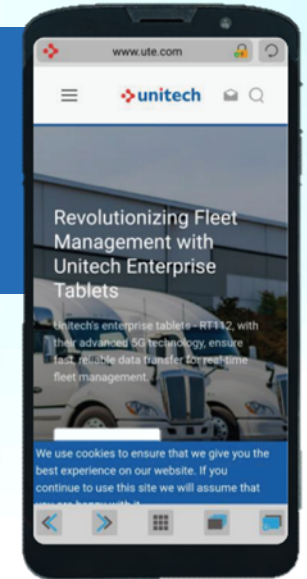
EBrowser

App



EBrowser

An Intuitive and User-Friendly Browser with Enterprise-Grade Security Controls



Intuitive and Easy to Use

Like a general browser, simple and user-friendly.



Enhanced Security

Enterprise users can set website access permissions, improving security and privacy management.

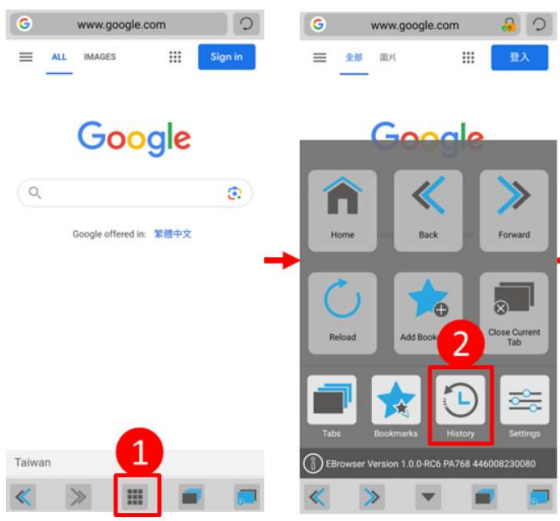


SDK supports

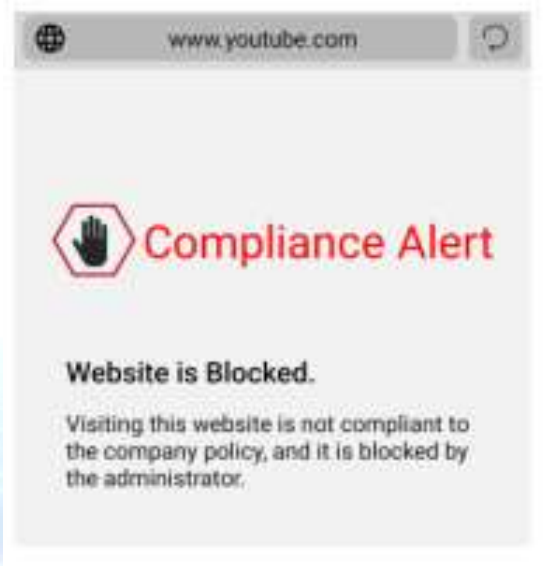
Supports web-based operations integrated with hardware functions (barcode scanners, peripheral devices, or hardware configuration settings)

EBrowser App User Interface Overview

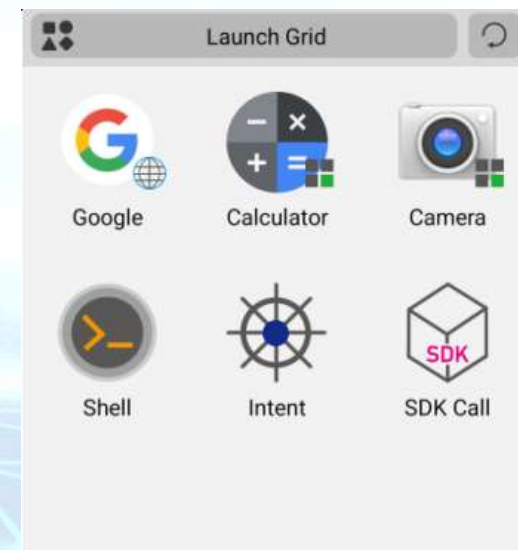
Intuitive and Easy to Use



Enhanced Security



SDK supports



Business Operations

- Focused Market Development: Japan, Latin America, and ASEAN.
- Branded Product Business: PA768, RT112, HT730P, WD200P



Intelligent Automation - Geek+ Hardware Equipment

Automatic Guided Vehicle



PopPick



4-way Shuttle



Electric Forklift



Intelligent Automation - System Products

Warehouse Management System (uWMS)



Electronic Picking System (PTL)



Smart Picking System (WES)



Link+ Serialization System



Intelligent Automation Market

E-commerce

- Ching Tzai

Logistics

- Chaing Cherng
- Unitech Computer
- Shopee

Retail

- Everrich

Manufacturing

- YKK
- Semiconductor Company



蝦皮購物



everrich *dutyfree*
昇恆昌





unitech Appreciates Your Partnership.

Q & A



unitech Appreciates Your Partnership.

To find out the latest information on Unitech,
please visit: <https://www.ute.com/en>

**Thank you for your input
We wish you all the best!**