



# Investors' Conference

精聯電子

Dec. 08, 2023



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



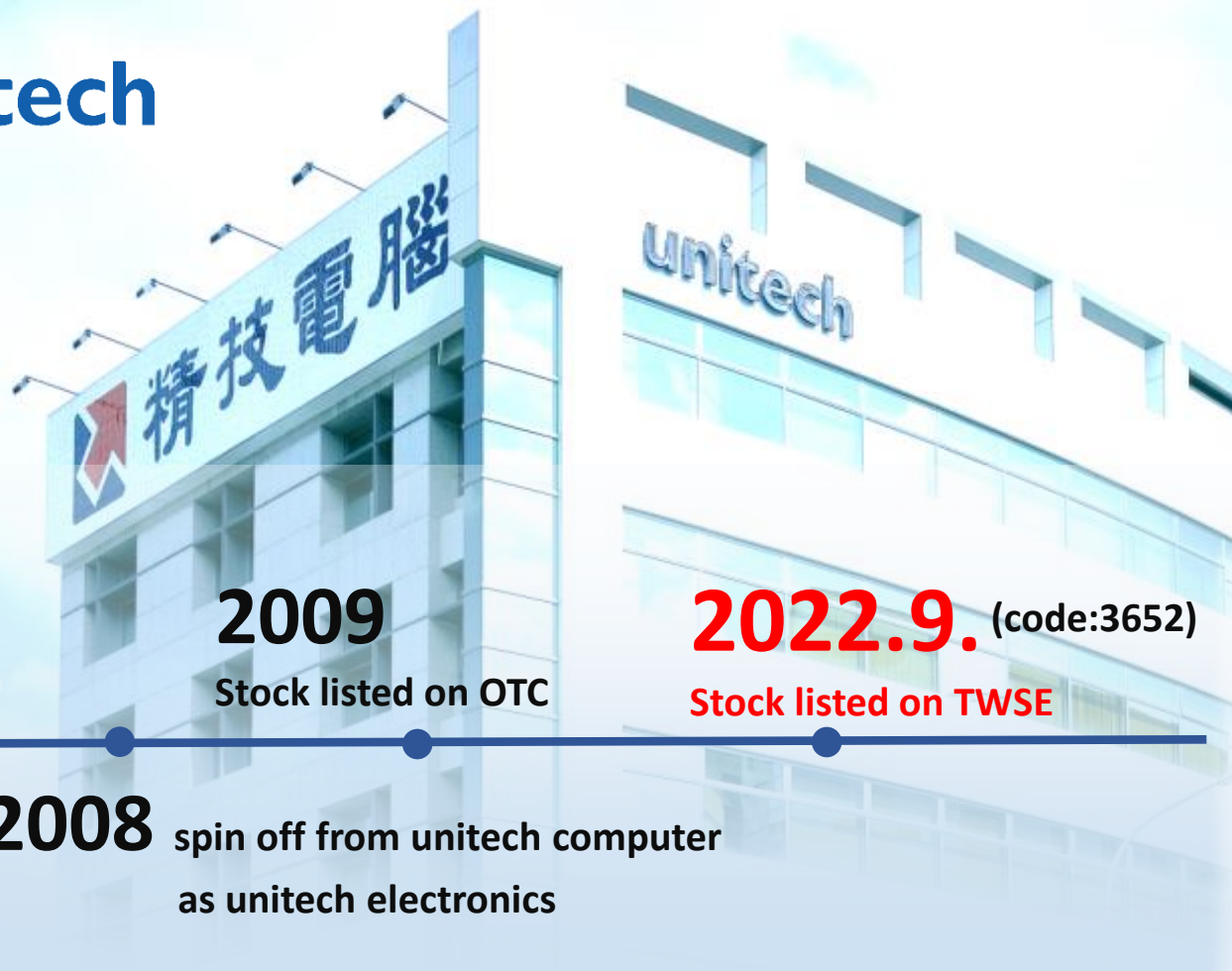
# Company Profile



# 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: 415
- HQ Office: New Taipei City, Taiwan
- Chairman: Mr. CW Yeh
- 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







# Barcode Scanners

- Handheld
- Wearable
- Pocket





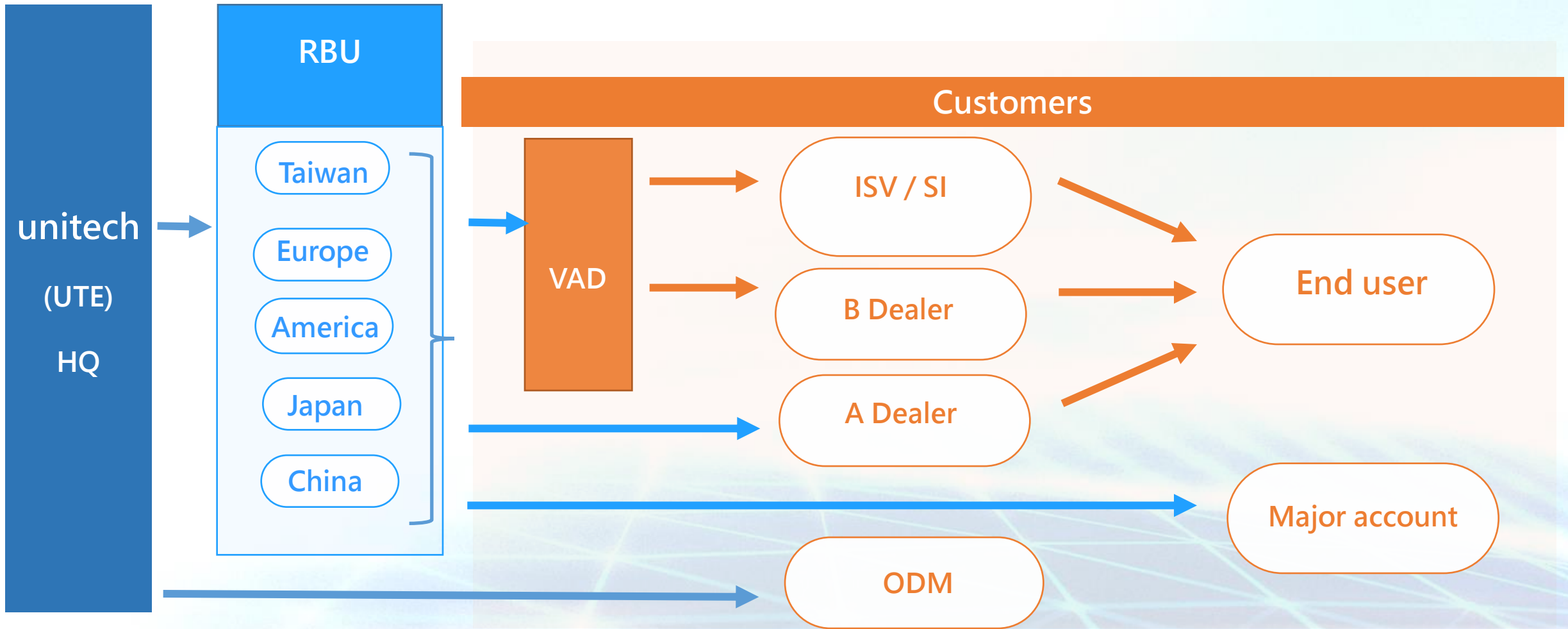
# RFID Solutions

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





# Biz Model





# Applications Fields



# Worldwide Operations



Over **13** offices and **14** 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





**unitech Appreciates Your Partnership.**

# Financial Review

# 3Q23 Financial Statements

## 1 / Consolidated Statements of Income

( NTD in Thousands )	Q3/23	Q2/23	QoQ	Q3/22	YoY
Operating Revenues	518,106	676,994	-23.5%	628,010	-17.5%
Gross Profit	180,625	193,313	-6.6%	192,518	-6.2%
Operating Expenses	176,880	186,105	-5.0%	167,723	5.5%
Operating Income	3,745	7,208	-48.0%	24,795	-84.9%
Non-Op. Income and Expenses	20,613	14,680	+40.4%	6,504	+216.9%
Income Before Income Tax	24,358	21,888	+11.3%	31,299	-22.2%
Income tax expense	(5,108)	(4,458)	+14.6%	(4,788)	+6.7%
Net Income	19,250	17,430	+10.4%	26,511	-27.4%
Net Income Attributable to Shareholders of the Parent	19,212	17,378	+10.6%	26,496	-27.5%
Net Income Attributable to Non-controlling Interests	38	52	-26.9%	15	+153.3%
Earnings Per Share (NTD)	\$0.26	\$0.23	+13.0%	\$0.35	-25.7%
Gross Profit Margin	34.86%	28.55%	+6.31 pts	30.66%	+4.20 pts
Operating Profit Margin	0.72%	1.06%	-0.34 pts	3.95%	-3.23 pts
Net Profit Margin	3.72%	2.57%	+1.15 pts	4.22%	-0.50 pts

# 3Q23 Financial Statements

## 1 / Consolidated Statements of Income

( NTD in Thousands )	For the Nine Months Ended September 30		YoY
	2023	2021	
Operating Revenues	1,691,524	1,763,206	-4.1%
Gross Profit	537,756	568,874	-5.5%
Operating Expenses	523,785	478,671	+9.4%
Operating Income	13,971	90,203	-84.5%
Non-Op. Income and Expenses	35,451	9,907	+257.8%
Income Before Income Tax	49,422	100,110	-50.6%
Income tax expense	(8,039)	(18,082)	-55.5%
Net Income	41,383	82,028	-49.6%
Net Income Attributable to Shareholders of the Parent	41,201	81,945	-49.7%
Net Income Attributable to Non-controlling Interests	182	83	+119.3%
Earnings Per Share (NTD)	\$0.55	\$1.09	-49.6%
Gross Profit Margin	31.79%	32.26%	-0.47 pts
Operating Profit Margin	0.83%	5.12%	-4.29 pts
Net Profit Margin	2.45%	4.65%	-2.20 pts



# 3Q23 Financial Statements

## 2 / Consolidated Balance Sheets

( NTD in Thousands )	2023.9.30	2023.6.30	QoQ	2022.9.30	YoY
Cash and Cash Equivalents	360,933	510,257	-29.3%	541,896	-33.4%
Trade Receivables	476,865	462,301	+3.2%	521,887	-8.6%
Inventories	465,820	411,280	+13.3%	483,048	-3.6%
Other Current Assets	529,510	527,602	+0.4%	344,133	53.9%
Property, Plant and Equipment	355,242	356,565	-0.4%	361,161	-1.6%
Other Noncurrent Assets	237,047	252,588	-6.2%	235,917	+0.5%
<b>Total Assets</b>	<b>2,425,417</b>	<b>2,520,593</b>	<b>-3.8%</b>	<b>2,488,042</b>	<b>-2.5%</b>
Trade Payables	235,766	315,671	-25.3%	232,560	+1.4%
Other Current Liabilities	252,306	288,736	-12.6%	291,732	-13.5%
Other Noncurrent Liabilities	114,371	121,907	-6.2%	147,371	-22.4%
<b>Total Liabilities</b>	<b>602,443</b>	<b>726,314</b>	<b>-17.1%</b>	<b>671,663</b>	<b>-10.3%</b>
<b>Total Equity</b>	<b>1,822,974</b>	<b>1,794,279</b>	<b>+1.6%</b>	<b>1,816,379</b>	<b>+0.4%</b>
AR Turnover Days	80	75	+5	77	+3
Inventory Turnover Days	112	99	+13	106	+6
AP Turnover Days	57	63	-6	55	+2
Cash Conversion Cycle	134	112	+22	129	+5
Current Ratio	375.59%	316.25%	+59.3%	360.67%	+14.9%
Quick Ratio	266.66%	233.92%	+32.7%	255.92%	+10.7%
Debt Ratio	24.84%	28.82%	-4.0%	27.00%	-2.2%

# 3Q23 Financial Statements

## 3 / Consolidated Statements of Cash Flow

( NTD in Thousands )	2023.1.1 ~ 2023.9.30	2022.1.1 ~ 2022.9.30
Net Cash Generated by Operating Activities	21,711	92,277
Net Cash Used in Investing Activities	(464,351)	(28,003)
Net Cash Used in (Generated by ) Financing Activities	(74,310)	(53,257)
Effect of Exchange Rate Changes on Cash And Cash Equivalents	9,093	24,495
Net Increase in Cash And Cash Equivalents	(507,857)	35,512
Cash And Cash Equivalents, End of Period	PL 實際 360,933	541,896



# Business Outlook

CEO– Peter Hsu



# Key New Products



## RT112

5G Industrial Tablet

### Features

- The first 5G (Android 13) tablet, certified for GMS and AER compatibility
- Lightweight and rugged | 1.2cm thick, slim design, 1.5-meter drop protection
- Supports IP67 | Passed dustproof and waterproof tests for 1 meter depth for 30 minutes, safe for outdoor use
- WLAN 6E | DBS, dual-band concurrent, stable connection, more than double the transmission speed
- Guaranteed supply for 4 years after launch, software updates and 4 years of after-sales maintenance service

### Market

- Approved by UL | Double-layer protection, enhancing overall safety in use
- Replacing existing 4G customers, private label customers in the USA and Japan.
- A slim tablet computer designed specifically for outdoor environments, field services, warehousing, manufacturing, and logistics.

# Key New Products



## EA660

### Rugged Mobile Computer

#### Features

- 5G + WLAN 6E Lightweight Industrial-Grade Mobile Computer
- Reads barcodes on high shelves easily with up to 10 meters range
- Sleek, sturdy, and ergonomic design, equipped with a long-lasting 5000mAh battery
- Passes IP65 & IP67 certifications for water and dust resistance & 1.5-meter drop protection (1.8 meters with protective case)
- Offers long-term battery charging protection
- Comes with a high-brightness backlit screen for clear operation in bright light environments

#### Market

- Provides instant data collection and a smooth work experience, enhancing inventory management efficiency in industries such as retail, hospitality, logistics, and healthcare

# Key New Products



## PA768 VAS

5G Rugged Touch Computer

### Features

- Seamless Payment Experience | Apple-Certified Special NFC, compatible with iPhone Wallet/Electronic Tickets
- Suitable for Harsh Outdoor Environments | IP68 Dust and Water Resistance (up to 1 meter depth for 1 hour), 1.8M Drop Protection
- Clear Operation in Sunlight | Equipped with high-brightness backlit screen, clear visibility in bright light
- 5G / WIFI 6E | High Speed, Low Latency, Wide Channels, double the transmission speed of previous generations
- Efficient GPS Positioning Technology, enhanced GIS Data Management Applications
- Qualcomm's 6th Generation AI Engine, providing Edge AI capabilities

### Market

- Electronic ticket reading is mainly used in ticket management for large-scale events such as sports games and concerts in Europe and America.



# Key New Products



**SL220**  
iOS Sled Barcode Scanner

## Features

- Easy Installation, Effortlessly Converts iPhone/iPad into a Barcode Scanner
- Compatible with OtterBox Protective Cases, Enhanced Protection, Expands Support for Multiple iPhone/iPad Models
- Supports PD Fast Charging | Through Cradle, Enables Simultaneous Rapid Charging of SL220 & iOS Devices
- Reads Barcodes Up to 10 Meters Away, Easily Capturing Codes on High Shelves
- Offers Scan Bridge Software as an Added Value Service
- Equipped with iPhone Tap to Pay, Serving as a Mobile POS Checkout System
- Passes IP65 Certifications for Water and Dust Resistance & 1.2-Meter Drop Protection

## Market

- Focused on the iOS market, providing simple and fast integrated barcode engine solutions.
- Targeted at small and medium-sized warehousing enterprises, specifically for use in warehousing, retail, inventory, and asset management domains.

# Key New Products



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**SL220**

iOS Sled Barcode Scanner

**iPhone / iPad**

Apple Smartphone & tablet

Transforms the iPhone / iPad into  
a professional barcode scanner  
with a barcode engine.

# Key New Products



## **RM100P / RM300P** UHF RFID Module

### Features

- Utilizes the latest Impinj E710 chip to ensure optimized reading performance.
- Unitech's proprietary RFID module development, supporting software customization to meet specific customer application needs.
- Offers high-speed data capture and processing of 1000 records per second
- Supports multiple platforms including Android, Windows, and Linux, ensuring ease of system integration
- Complete hardware development kits and software tools (SDK) significantly reduce project development timelines.

### Market

- Due to the lower cost of the module, it is suitable for integration by RFID equipment manufacturers
- Applicable for: library book lending and return system kiosks, the apparel industry, supply chain inventory management, and product tracking



# Sales Market

- Latin American market development | Mexico, Brazil, Central America
- Asia-Pacific market development | India, Indonesia, Vietnam, Thailand
- European market development | Southern Europe, Northern Europe
- Private label product business focusing on PA768, RT112



# Smart Automation Applications

- Integration of GEEK AMR (Autonomous Mobile Robot) in logistics and warehousing applications (uWMS)
- ESL applications in manufacturing, logistics and warehousing, hospitals, and distribution (convenience stores, department stores, luxury goods, electronics).





**unitech Appreciates Your Partnership.**

Q & A





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