

Ubiqconn Technology Inc. Institutional Investors' Conference

Safe Harbor Notice

This presentation contains forward looking statements and is subject to significant risks and uncertainties.

Actual results may differ materially from those in the forward-looking statements.



Company Profile



Ubiqconn Milestone



2018

- Established German office
- Enter military market

2017

- Revenue reached **\$50M**
- Acquired RuggON to complete product portfolio of Rugged Mobile Computer
- Best Supplier Award from 1st tier recreational fish finder electronics provider
- Established USA and Japan offices

FOCUS



2014

- Rugged Tablets contributed 73% Revenue
- As an ODM partner of the 1st tier surveying company

SOLIDIFY

GROW

2022

- IPO successfully

2021

- Revenue reached **\$120M**

2020

- Revenue reached **\$62M** (Despite Covid-19)
- Awarded projects from Military market

2019

- Revenue reached **\$55M**
- Achieved 6 months development cycle concurrently for 3 projects

EXPAND

2016

- Ubiqconn Smart Factory established
- Revenue reached \$38M
- Awarded Voting Machine project
- As an ODM partner of the 1st tier recreational fish finder electronics provider

2015

- Awarded Voting Machine project
- VMC was adopted by Mercedes and FedEx

STARTUP

2012

- As an ODM partner of the top 3 rugged tablet provider
- Voting Machine launched (20+ years customer)

2011

- Company established

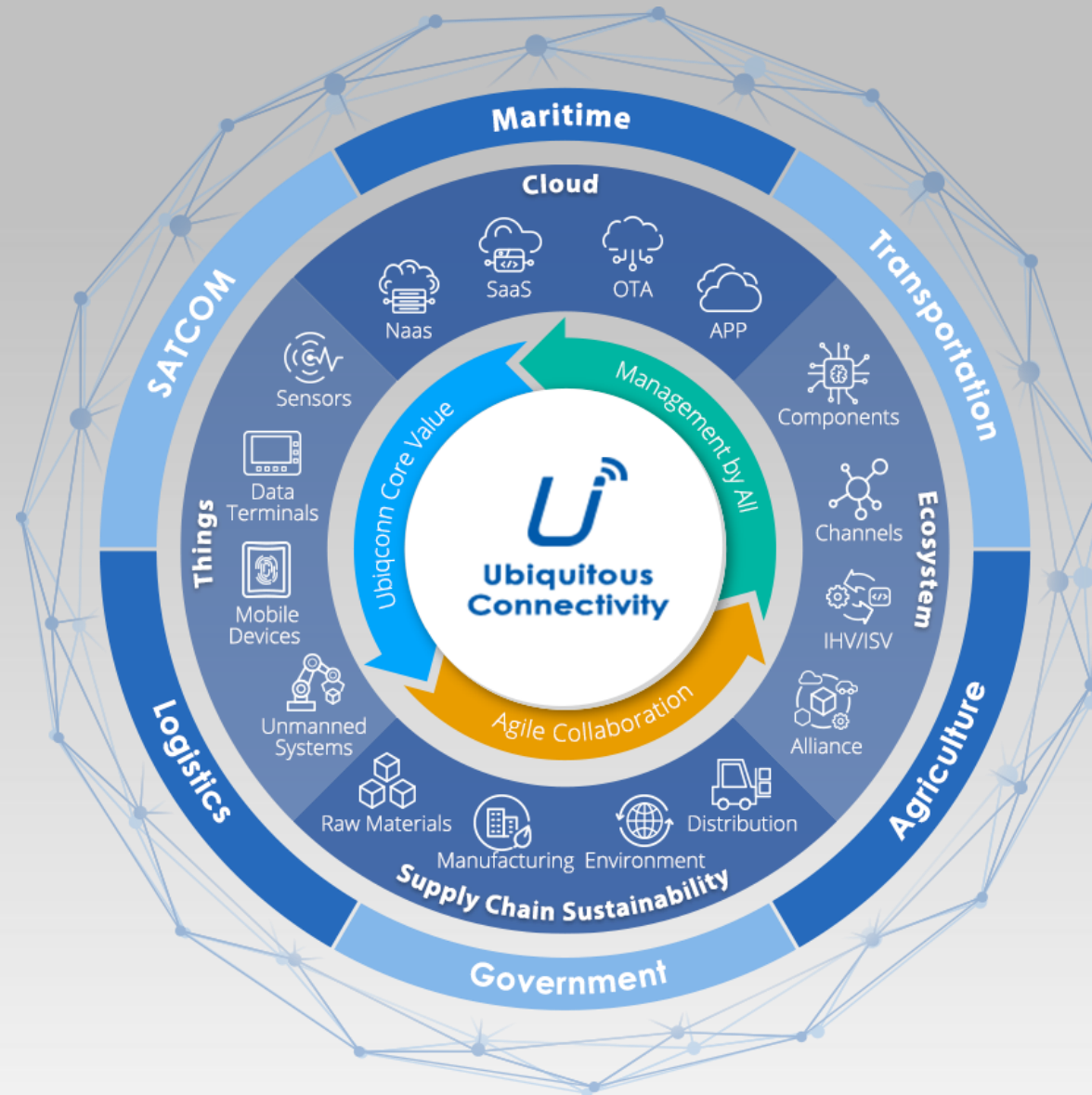


Worldwide Network

📍 Headquarter 📍 Marketing & Sales Offices 📍 Manufacturing Centers 📍 RMA Service Centers



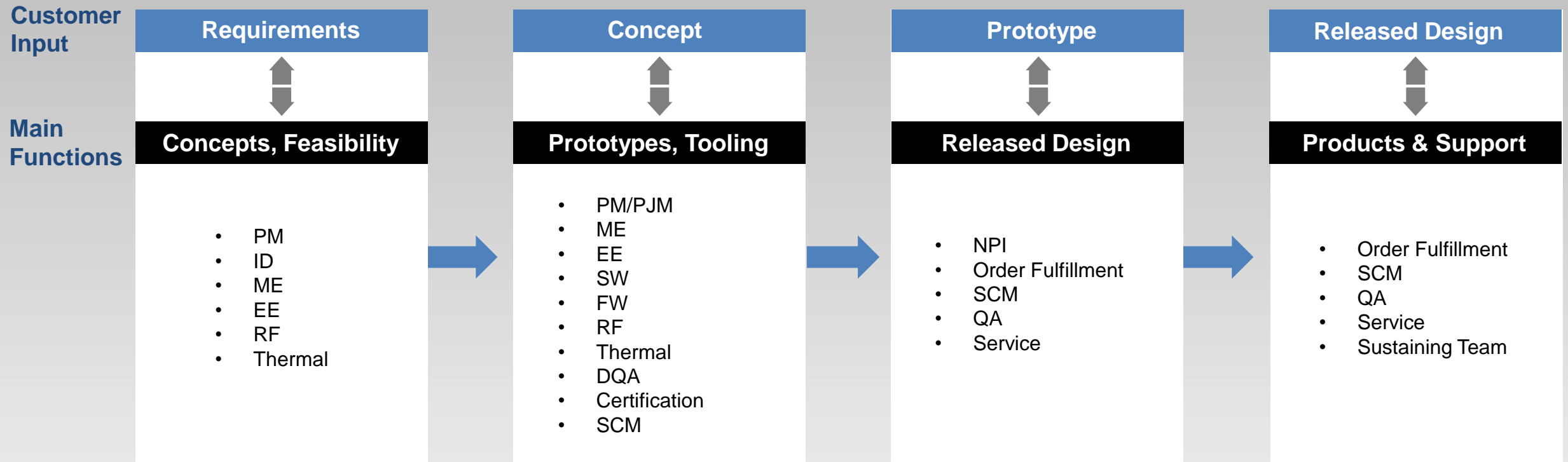
Our Vision – Ubiquitous Connectivity



Our Services

With over 30 years' experience in providing ODM services across diverse industries, our **zero-to-market** solution keep you stay competitive and innovative. The all-round services we deliver :

Engineering → Manufacturing



Our Products - Rugged Tablet

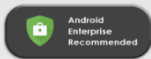
android 

 Windows



10.1", SOL PA501

- Qualcomm® Snapdragon™, Octa-Core
- IP65, MIL-STD-810G, MIL-STD-461G
- 1000 nits display supports night mode and stealth mode
- WiFi5, BT V5, 4G LTE, GNSS
- Android 11 w/ GMS



8", LUNA 3

- 11th gen Intel® Core™ i5
- IP65, MIL-STD-810H, MIL-STD-461G
- 1000 nits display supports night mode and stealth mode
- WiFi6, BT V5, optional 4G LTE & GNSS
- Windows 10



7", PM-311B

- Intel® Celeron™
- IP65, MIL-STD-810G
- 1000 nits display
- WiFi5, BT V4, GNSS, optional 4G LTE
- Windows 10



10.1", PX501

- 8th gen Intel® Core™ i5
- IP65, MIL-STD-810G, MIL-STD-461G
- 1000 nits display with hyper dimming option
- WiFi5, BT V4, GNSS, optional 4G LTE
- Windows 10



10.1", PM-521

- Intel® ATOM™
- IP65, MIL-STD-810G
- 1000 nits display
- WiFi5, BT V4, GNSS, optional 4G LTE
- Windows 10



Our Products - Vehicle Mount Computer

Vehicle Mount Computer



12.1", VX-601

- Intel® Core™ i5
- IP66, MIL-STD-810G
- 1200 nits display supports auto-dimming & defrost / defog function
- WiFi5, BT V4, optional 4G LTE & GNSS
- Windows 10



10.4", VULCAN X

- Intel® Core™ i5
- IP66, MIL-STD-810H
- 1200 nits display supports auto-dimming & defrost / defog function
- WiFi5, BT V5, optional GNSS & 4G LTE or 5G
- Windows 10



Mobile Data Terminal



7", VIKING

- Qualcomm® Snapdragon™, Octa-Core
- IP65, MIL-STD-810H
- 500 nits display supports auto-dimming
- WiFi5, BT V5, 4G LTE, GNSS
- Android 11 w/ GMS

7", MT7000

- Intel® ATOM™
- IP65, MIL-STD-810G
- 500 nits display supports auto-dimming
- GNSS, optional WiFi5 BT V4 & 4G LTE
- Windows 10



Our Products - Rugged Monitor



11.6", CHASER

- Full HD (1920 x 1080)
- Waterproof (front panel), MIL-STD-810H
- Designed for in-vehicle usage
- Compatible with Samsung DeX solution



Our Products – Military Computer



XR12/XR10



Ultra Rugged
Vibration & Shock
MIL-STD 810G



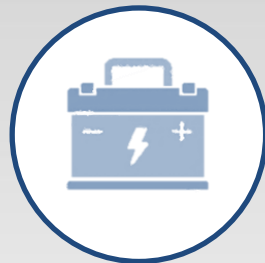
MIL-STD 461F



All-around IP67
protection



Built-in G sensor
allow to disable touch screen



MIL-STD-1275E
28 VDC for Army GD



Support MXM interface
to enhance AI & graphic



All connectors
D38999



Wide Temperature
-40 ~ + 71° C

Our products - Cloud Service

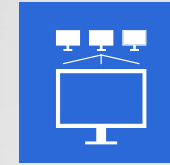


Mobile Device Management

- Remote Monitoring & Control
- GeoFence
- Warning System
- Batch Processing
- Remote sync



Ubiqconn Cloud Service



Over-the-air (OTA) Update

- Firmware OTA
- Software OTA
- Application OTA



Our Design Capability

Rugged Mechanical Structure

- Design for challenging task
- Mobility and Ingress Protection IP67/ IP68
- Anti-Shock/ Anti-Vibration
- Double Injection/ Insert Molding
- RF Antenna Placement
- Thermal Management

Superior Electrical Engineering

- X86: Intel Atom/Core-i
- ARM: NXP/Qualcomm

Smart Battery Management

- Wide temperature & hot swappable battery design
- Dynamic power management, Fully ACPI compliant

System Engineering

- Display Optical Bonding
- High Brightness Display
- P-Cap / Resistive Touchscreen
- Wide-Temperature / Thermal Design



Automotive Power Design

- Wide range power design
- E-mark certified
- Load Dump ISO 7637-2
- Cold Cranking ISO 7637-2
- Wide voltage input Ignition sense
- Short and Reverse Polarity Protection

Seamless RF/Wireless Connectivity

- Optimized wireless design & deployment
- High performance transmission & precision positioning
 - ✓ Low interference GNSS
 - ✓ High Gain WiFi & Bluetooth
 - ✓ RF Baseband and PTCRB
 - ✓ RF Antenna Matching
- Carrier certification assistance

Reliability/ Certification/ Testing

- Compliant with MIL-STD-810H
- SAE J1455, SAE J1113
- ISO-7637-2
- ESD / EMC Compliance
- **GMS**

Software Engineering

- Android/ Linux BSP/ MCU
- Android/ Linux OS customization
- MCU (EC) Coding
- CAN Protocol Design
- Device API SDK Library
- User Interface & Mobile App
- FOTA, SOTA, Cloud Integration

Outcome Of Our Design Capability

Light

Rugged



Product



Meeting Room Mgmt



Panel PC



Repeater Display



Rugged Monitor



Maritime Display



Rugged Tablet/Handheld



Vehicle Mount Computer



VOIP



Satellite Mobile Gateway



Rugged Data Collector



Military System



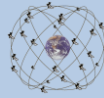
5G Sub-6
5G mmWave
AT&T & Verizon Cert.
WiFi 6E/BT 5.2



Dead Reckoning



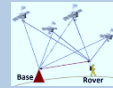
LEO



GPS
GLONASS
BeiDou



UHF RFID



RTK(2.5CM)



PoE



USB
Type C



CAN Bus Protocol
+ ISOBUS



MIL-STD 810H



MIL-STD 461G



IP 68



6 feet



UV Resistant
1000 H



-40 °C +60 °C

Connectivity

Ruggedness



Industrial IP



Windows 11



Android 12
+ GMS

OS



S/W API



PCAN SDK



BMC + CM



Subsystem Control, Integration & Diagnostics

API



DashON



ADI (Agile Driver Installer)



Utility Application



MDM



OTA

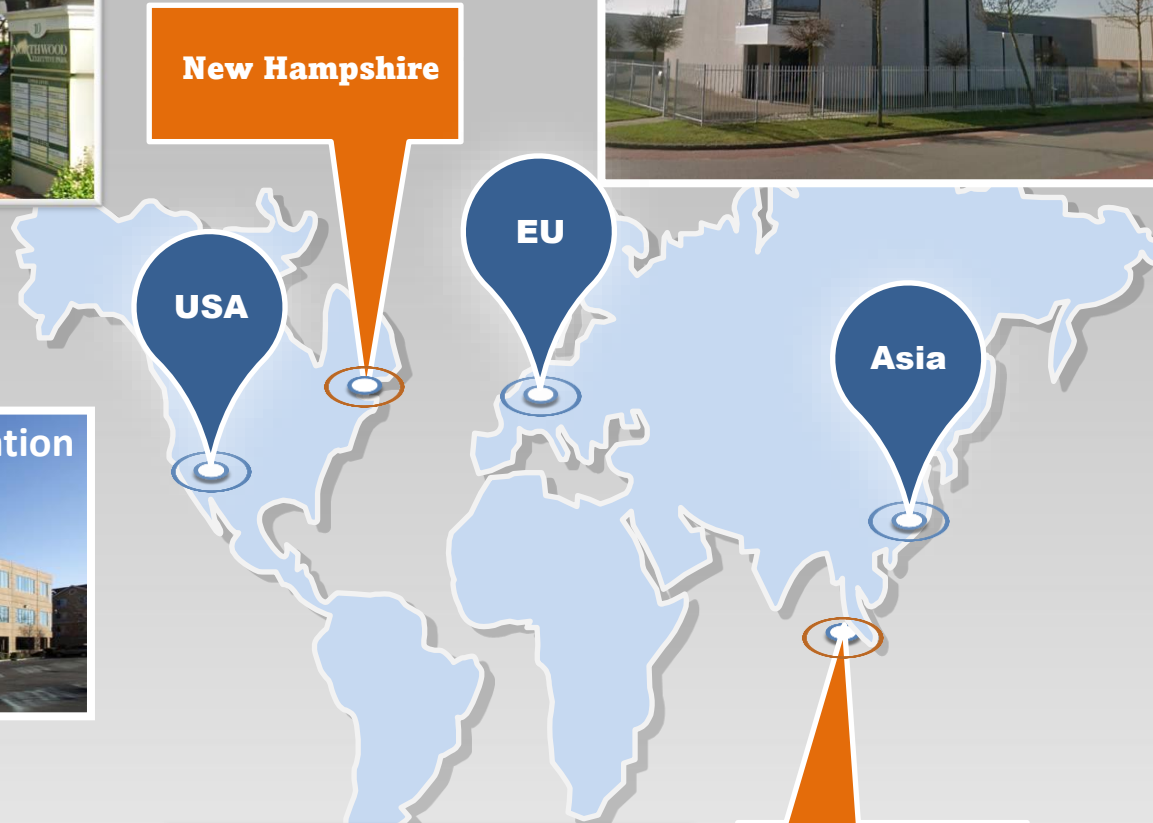


EMM

Cloud Service



Worldwide Service Station



Ubiquconn
SMART FACTORY



EMS/JDM/ODM
New Taipei City, Taiwan
Established in 2016

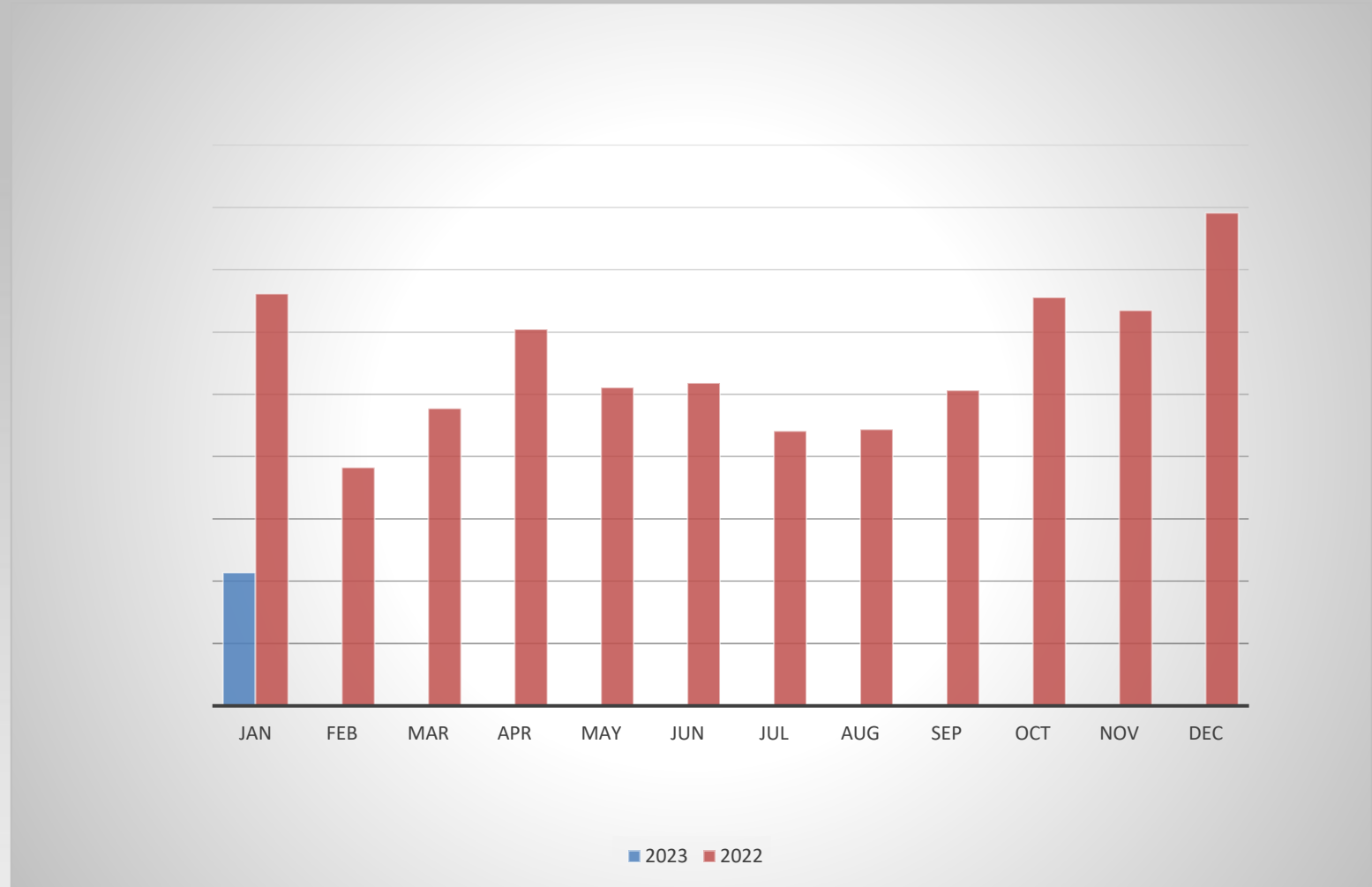
SMT Lines: 6 (Outsourced)
SMT Capacity: 10K~30K/m
Assembly Lines: 3
Assembly Capacity: 56k/m
Employees: 150
Floor Space: 66,890 ft²

Financial Focus



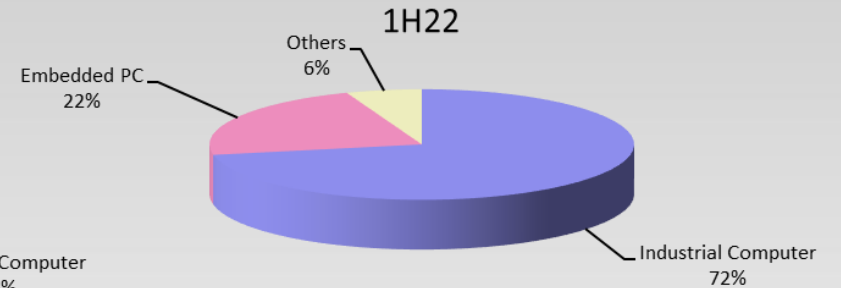
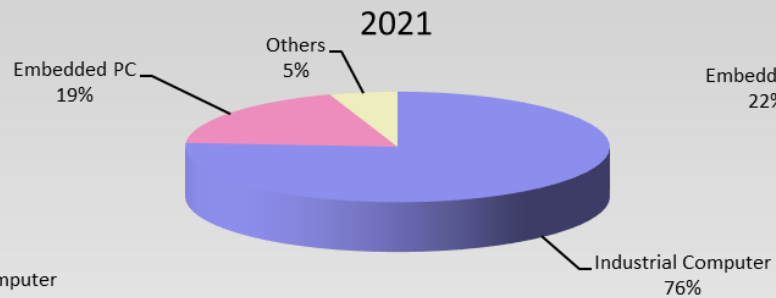
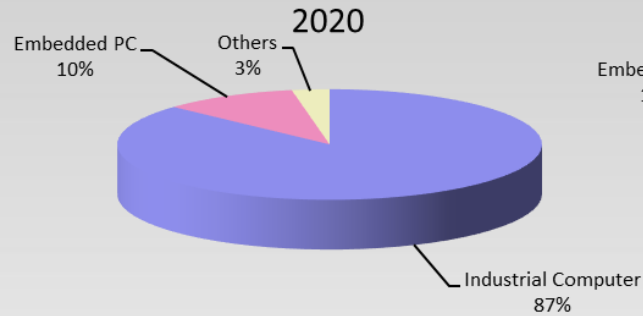
Monthly Revenues

NTD K	2023	2022	+/- Amount	+/- %
Jan	106,818	330,773	(223,955)	-67.71%
Feb		191,195		
Mar		238,655		
Apr		302,089		
May		255,500		
Jun		258,975		
Jul		220,567		
Aug		221,950		
Sep		253,278		
Oct		327,842		
Nov		317,399		
Dec		395,531		
Total	106,818	3,313,754		
PS: Non-audited				

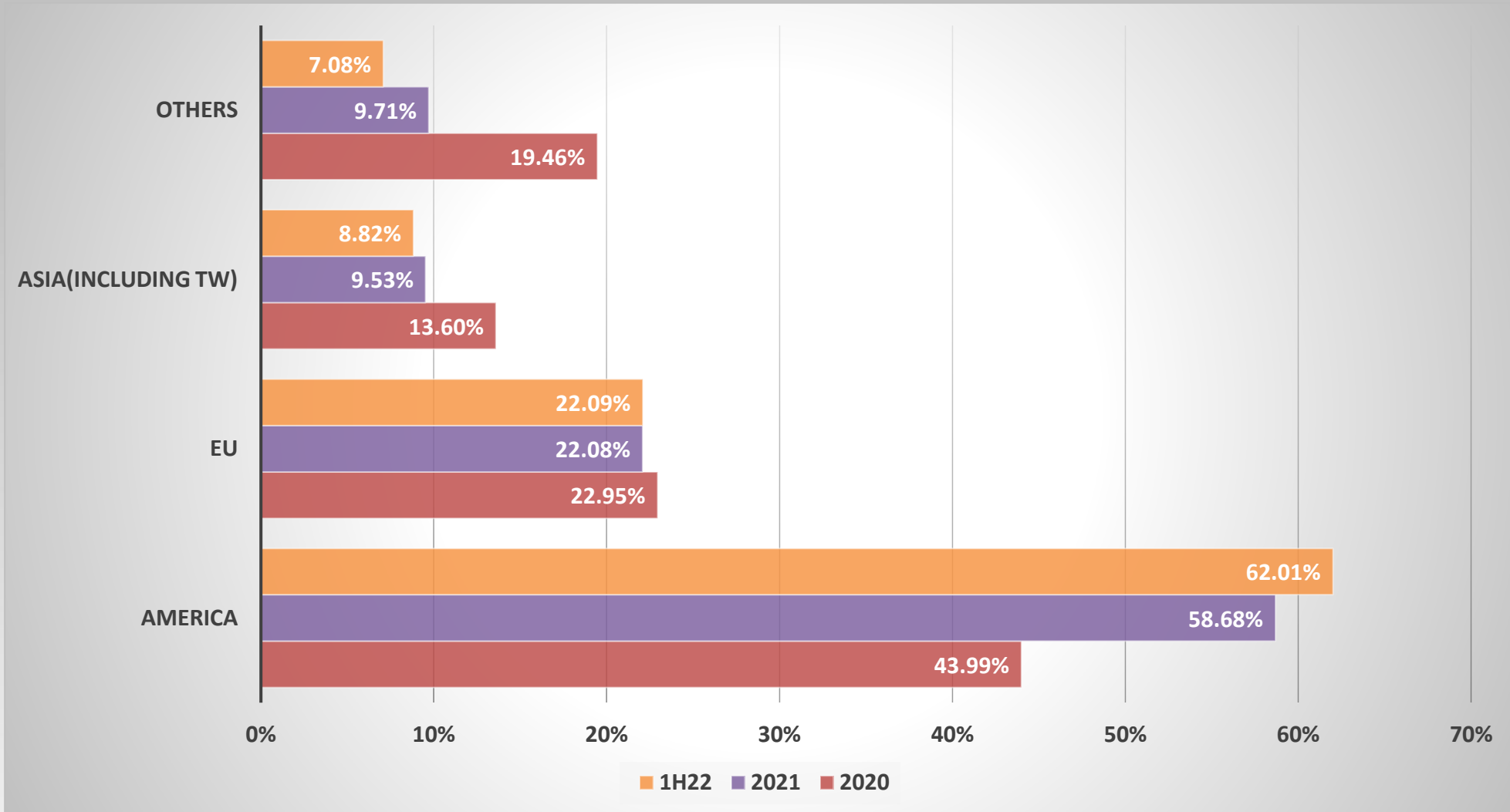


Revenue by Products

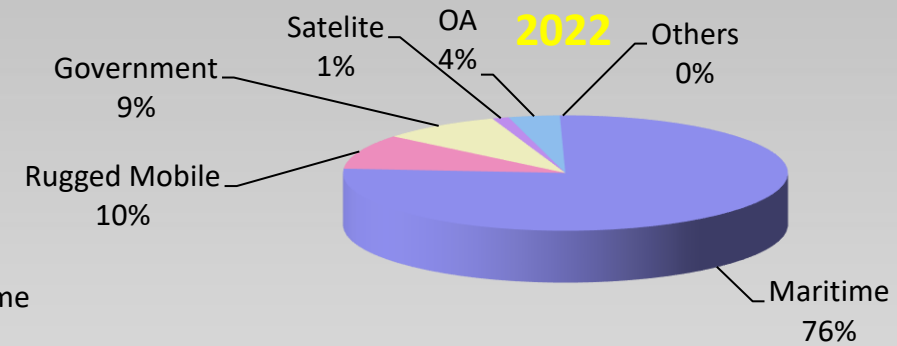
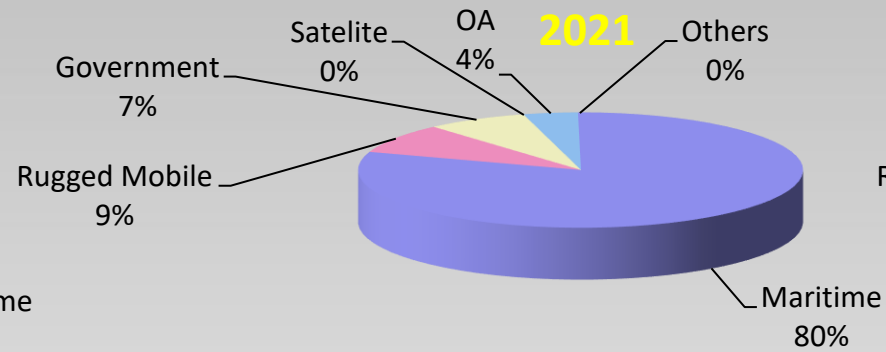
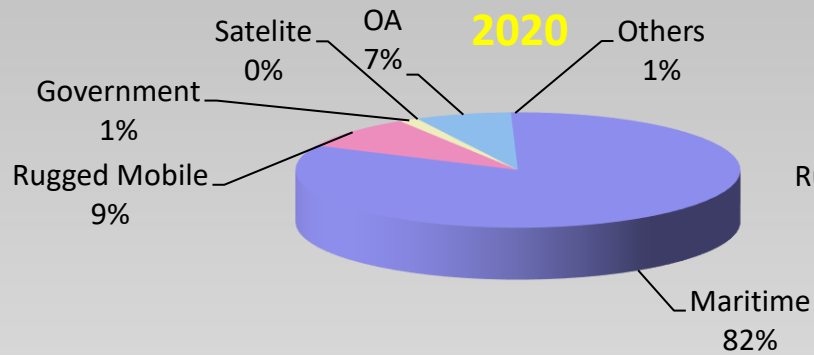
NTD K						
Products	2020		2021		1H22	
	Revenue	%	Revenue	%	Revenue	%
Industrial Computer	1,404,575	86.85	2,446,922	76.15	1,135,066	71.97
Embedded PC	166,291	10.28	599,780	18.67	351,127	22.26
Others	46,323	2.87	166,529	5.18	91,064	5.77
Total	1,617,189	100	3,213,231	100	1,577,257	100



Revenue by Area



Revenue by Vertical Markets

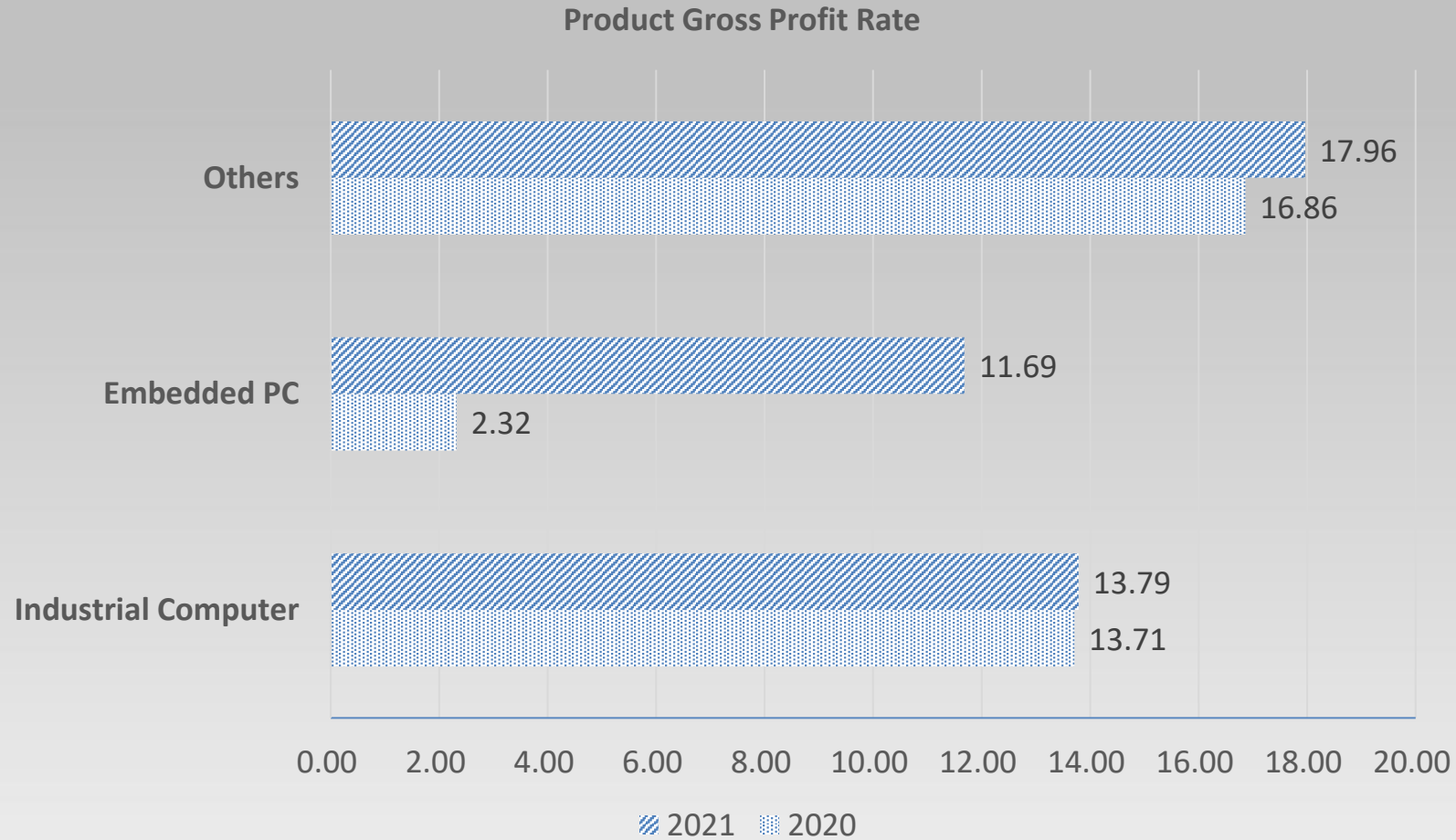


Half-Year Income Statement

(NTD in thousand)	1H'22	2H'21	1H'21
Net Sales	1,577,257	1,749,164	1,464,067
Gross Profit	313,761	268,831	168,586
Gross Profit %	19.89%	15.37%	11.51%
Operation Income	139,046	70,433	34,426
Non-operating Income	23,007	18,136	10,148
Non-operating Expenses	(3,412)	(4,315)	(3,323)
Income before Taxes	158,641	84,254	41,251
Income Taxes	(23,680)	(448)	136
Net Income	134,961	83,806	41,387
Net Profit %	8.56%	4.79%	2.83%
EPS (NTD in dollars)	2.25	1.98	1.01
Stockholders' Equity	773,421	637,643	211,208
ROE (Half-Year)	17.45%	13.14%	19.60%



Gross Profit Rate by Products



Financial Ratios

Ratio	2019	2020	2021	1H22
Debt Ratio	74.63%	89.01%	68.56%	59.50%
Long-term funds to property, plant and equipment Ratio	1171.27%	838.74%	2510.37%	2130.20%
Current Ratio	130.04%	107.75%	141.89%	163.77%
Quick Ratio	74.61%	65.30%	55.25%	50.97%
Times Interest Earned Ratio	1.58	(12.12)	17.43	47.50
A/R Turnover	3.25	2.59	4.83	7.29
A/P Turnover	3.27	2.27	3.75	4.04
Inventory Turnover	3.77	2.96	3.31	2.13
Property ,plant and equipment turnover	109.16	55.05	114.93	95.74
Total Assets Turnover	3.11	1,24	1.80	1.60
ROA	1.27%	-7.10%	7.34%	13.99%
ROE	2.76%	-44.88%	31.00%	38.26%
Profit before tax to capital	1.43%	-23.54%	20.92%	52.88%
Net Profit Rate	0.35%	-6.09%	3.90%	8.56%
Basic EPS (NT\$)	0.15	-2.4	2.99	2.25

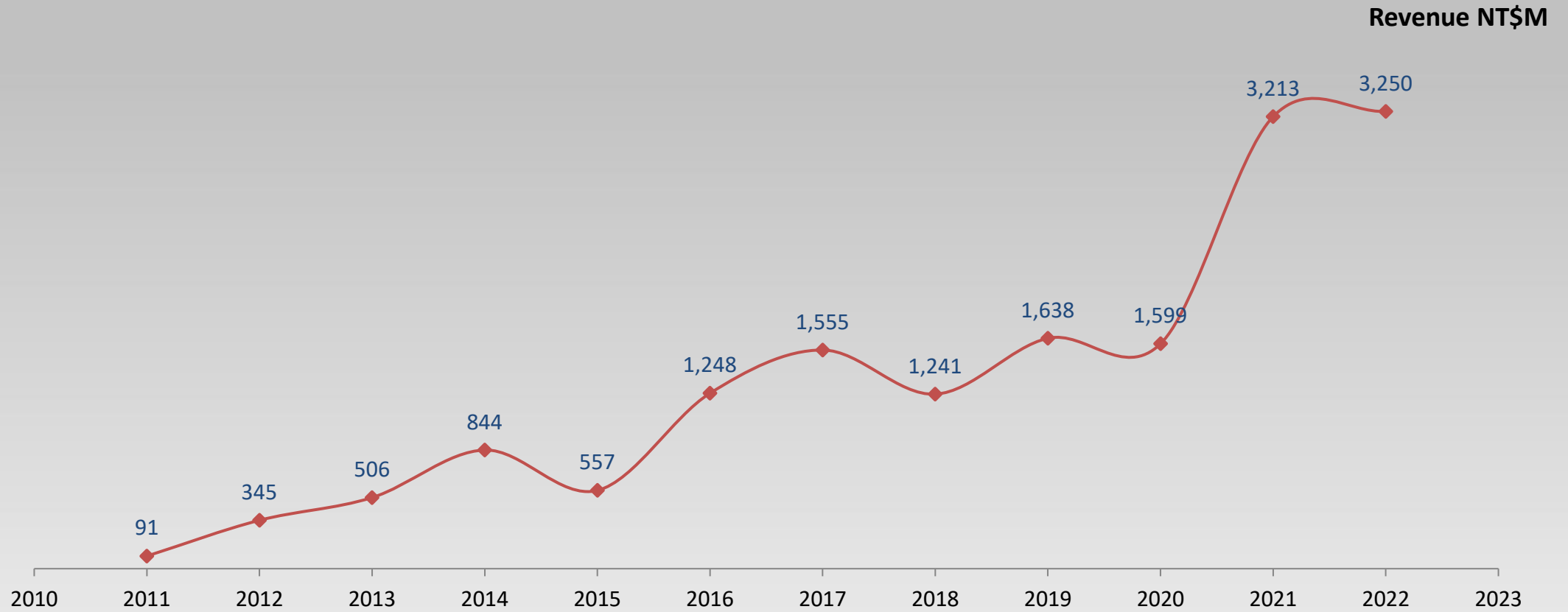


Financial Records



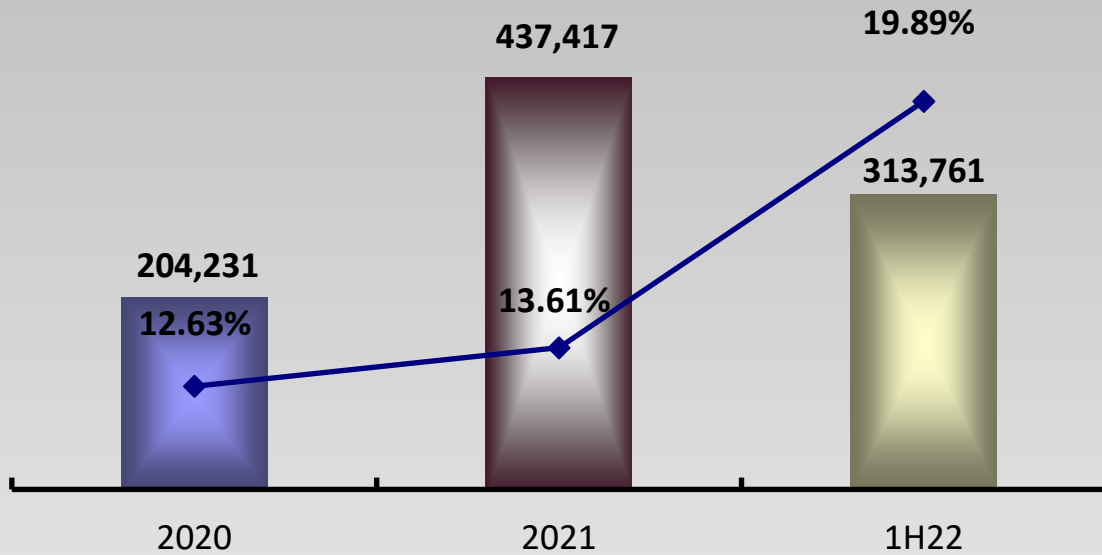
Revenue Growth

Our First 11 Years CAGR 39%

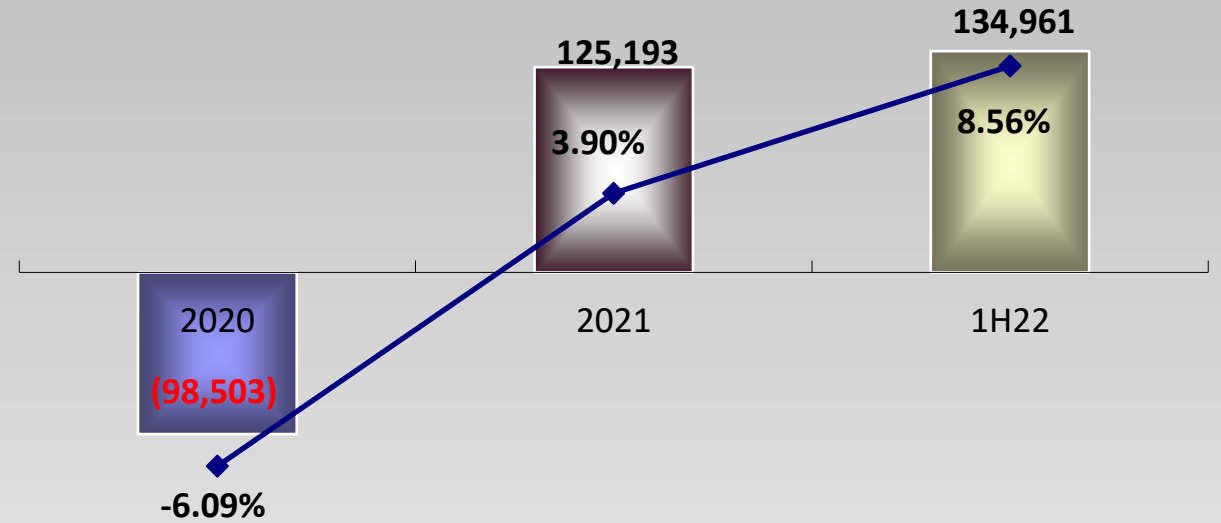


Profitability

Gross Profit



Net Profit



Income Statement Highlight

	2019	2020	2021	1H22
(NTD in thousand)	Consolidated	Consolidated	Consolidated	Consolidated
Net Sales	1,649,364	1,617,189	3,213,231	1,577,257
COGS	(1,337,443)	(1,412,958)	(2,775,814)	(1,263,496)
Gross Profit	311,921	204,231	437,417	313,761
Gross Profit(%)	18.91%	12.63%	13.61%	19.89%
Operating Expenses	(303,539)	(315,960)	(332,558)	(174,715)
Operation Income	8,382	(111,729)	104,859	139,046
Operation Profit(%)	0.51%	-6.91%	3.26%	8.82%
Net Non-operating P/L	(2,510)	15,230	20,646	19,595
Income before Taxes	5,872	(96,499)	125,505	158,641
Income Taxes	(25)	(2,004)	(312)	(23,680)
Net Income	5,847	(98,503)	125,193	134,961
Net Profit(%)	0.35%	-6.09%	3.90%	8.56%
Outstanding Shares('000)	41,000	41,000	41,833	60,000
Basic EPS(NTD)	0.15	(2.40)	2.99	2.25
Equities	268,916	170,012	637,643	773,421
ROE(%)	2.76%	-44.88%	31.00%	38.26%



Market Outlook



Terrestrial Network Cover Less Than 20% of The Earth



 Terrestrial network coverage

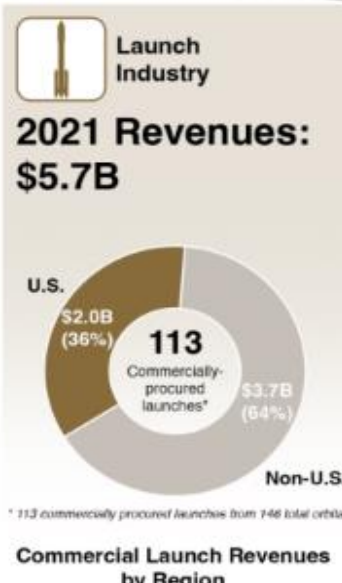
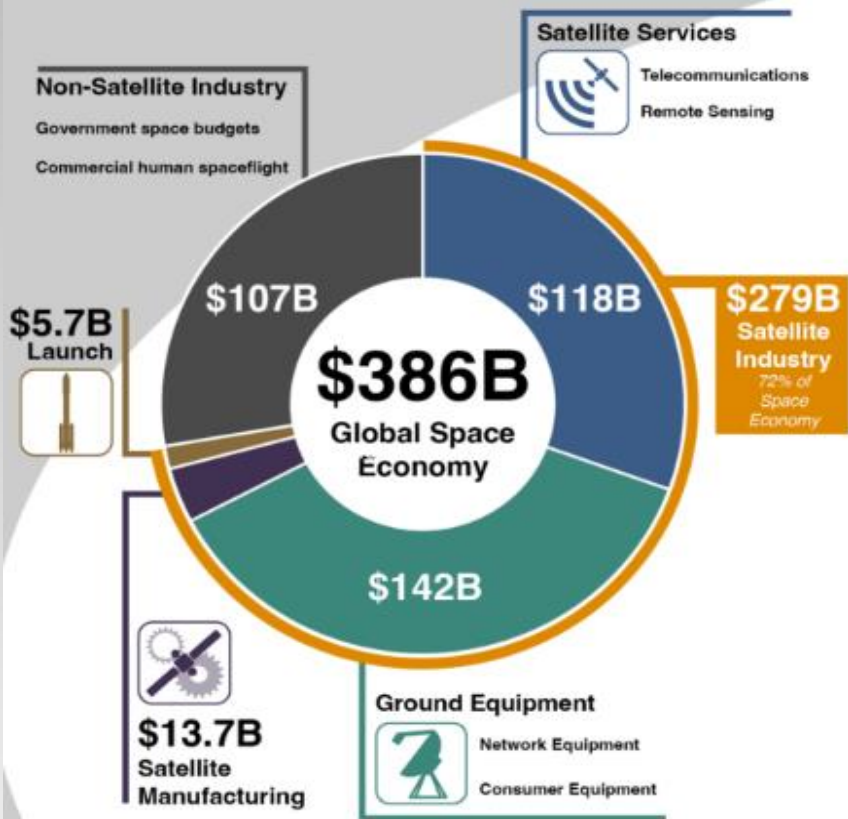
Satellite Industry Highlight

2021 Global Satellite Industry Revenues

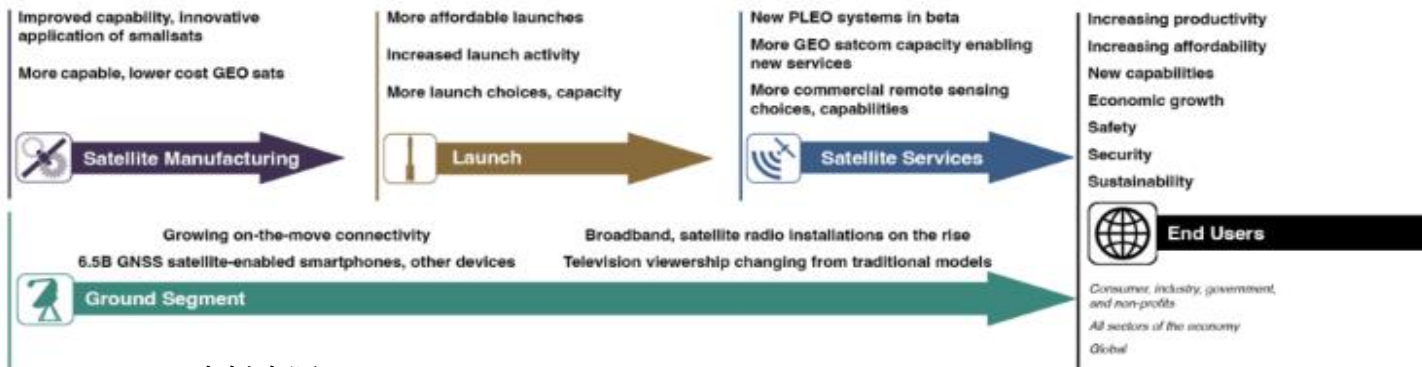


The Satellite Industry in Context

(2021 revenues worldwide in billions of U.S. dollars)



Changing Industry Dynamics: Increasing Affordability and Productivity, New Capabilities



2021 Global Satellite Overview

2021 Global Satellite Industry Revenues



The Satellite Industry in Context

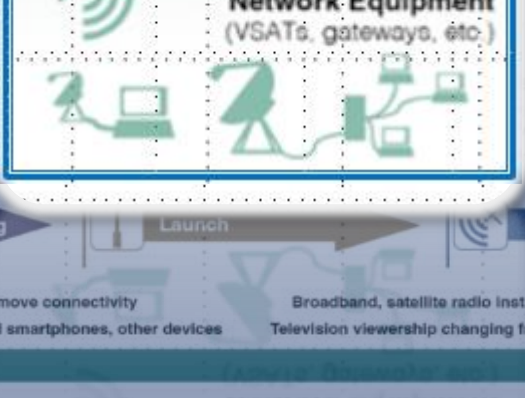
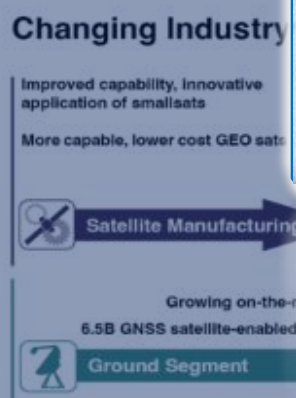
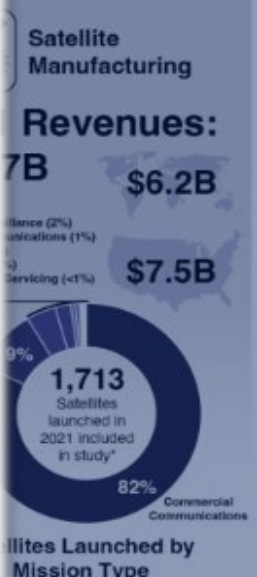
(2021 revenues worldwide in billions of U.S. dollars)



Category	2021 Revenue
Satellite Services	\$118B
Consumer	\$98B
Enterprise	\$17B
Remote Sensing	\$2B

2021 Revenues: \$142B

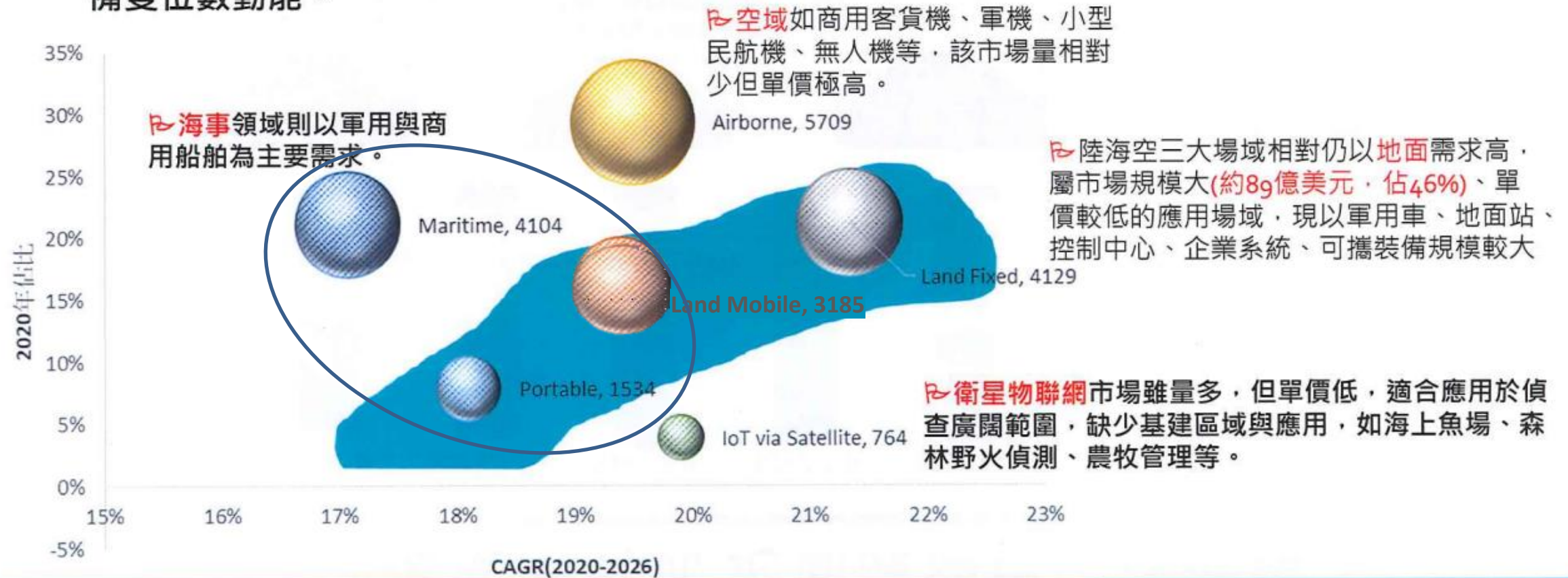
- Ground Equipment**
- Consumer Equipment** (\$17.3B) (Satellite TV dishes, etc.)
- GNSS Equipment** (\$109.7B) (GNSS devices/chipsets)
- Network Equipment** (\$14.7B) (VSATs, gateways, etc.)



- and Productivity, New Capabilities**
- Systems in beta
 - Satcom capacity enabling services
 - Commercial remote sensing capabilities
 - Increasing productivity
 - Increasing affordability
 - New capabilities
 - Economic growth
 - Safety
 - Security
 - Sustainability

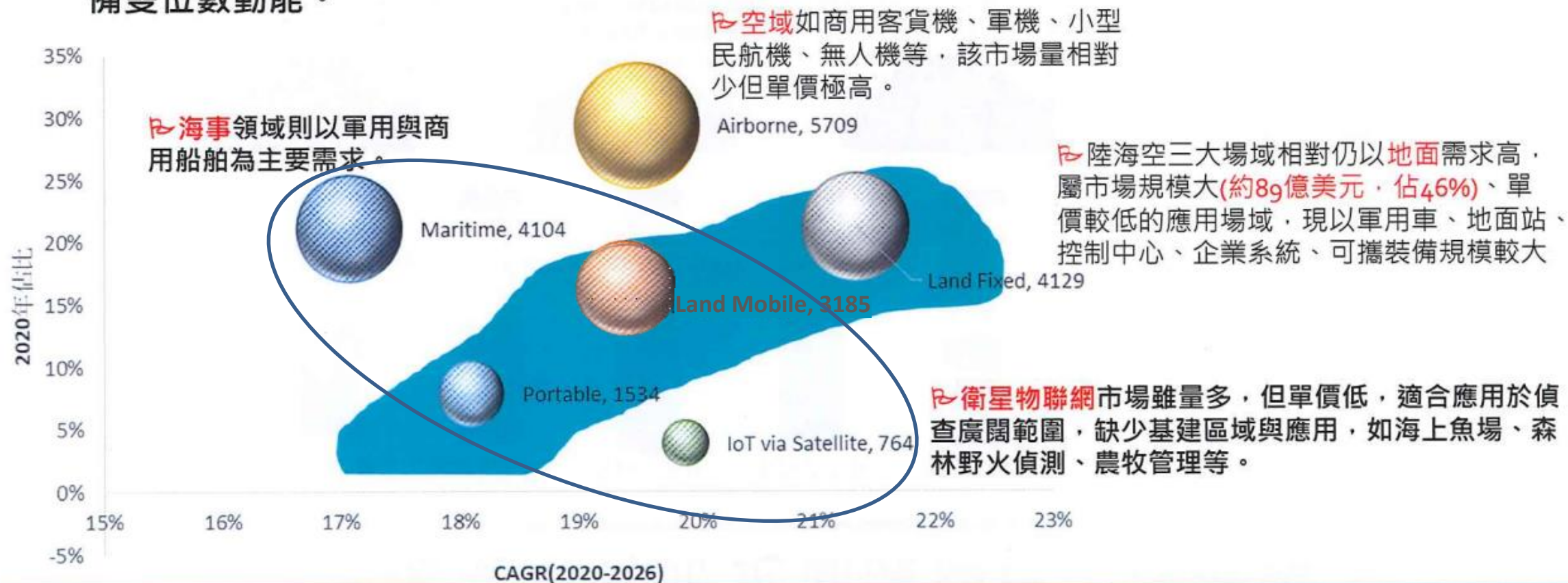
Trend of Satellite Application

- 過往陸海空三大場域Satcom設備CAGR(2017-2021)多在6%-8%間；2021-2027年全球衛星通訊設備市場將聚焦於陸、海、空之移動式載具、並拓展至商業、政府與國防等應用。未來五年發展潛力伴隨高速連網技術與需求帶動下，預估CAGR(2020-2026)約19%，具備雙位數動能。



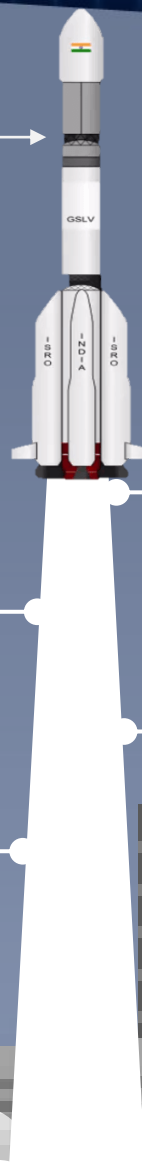
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Ubiqconn Roadmap of Satellite Industry

This is satellite launch vehicle →



Phase 3 2023
LEO IoT

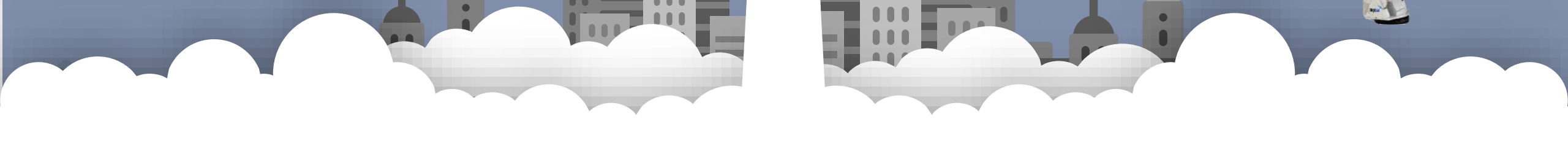


Phase 4 2024
LEO Land & Maritime

Phase 2 2021 – 2022
GEO / MEO Land & Maritime



Phase 1 2011
GNSS





Your Unmet Needs, Our Expertise

**Thank you for your
Listening!**