

攸泰科技股份有限公司
Ubiqconn Technology Inc.

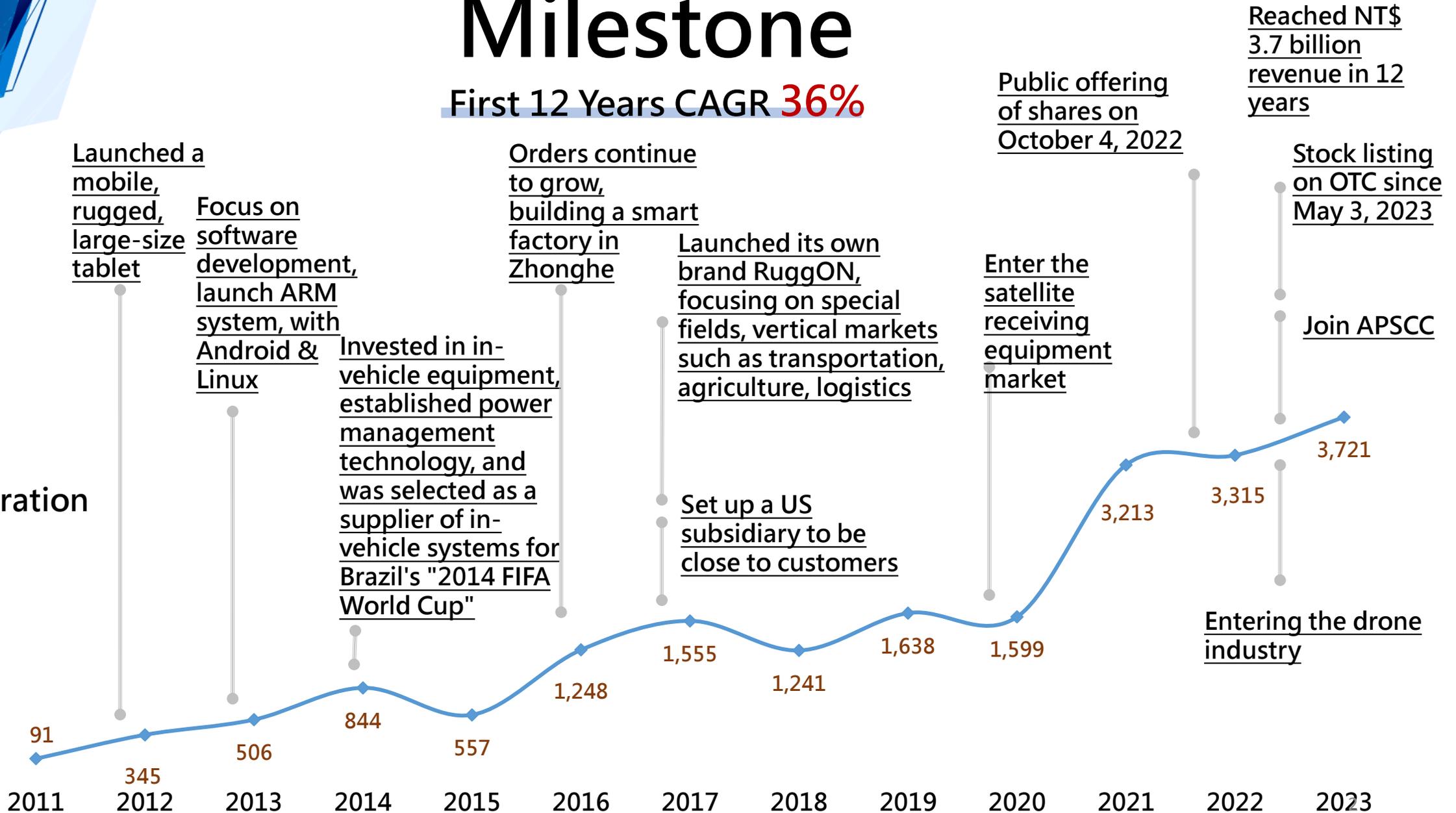


May 20, 2024

Milestone

First 12 Years CAGR **36%**

Corporation Value



Future Plan

Satellite

- Establish an ecological chain and complete system integration capabilities.
- Market development : GEO → MEO → LEO · Became the market leader of mobile satellite ground equipment in Taiwan.

Continue to invest in research and development to establish technical barriers.
Invest in elastic smart manufacturing, shorten the process and reduce costs.

Brand

- Expand sales channels, get closer to the market, and enhance brand awareness.
- Provide a full range of solutions that combine software, hardware and applications.





Competitive Advantage – Products and Core Technologies

Light ➔ Rugged



Meeting Room Mgmt



Panel PC



Repeater Display



Rugged Monitor



Maritime Display



Rugged Tablet/Handheld



Vehicle Mount Computer



VOIP



Satellite Mobile Gateway



Rugged Data Collector



Government System

Ruggedness

- IP 68
- 6 feet
- UV Resistant
- 1000 H
- MIL-STD 810H
- MIL-STD 461G
- 40 °C +71 °C

Connectivity

- Dead Reckoning
- UHF RFID
- USB Type C
- PoE

Wireless Satellite

- RTK(2.5CM)
- GPS GLONASS BeiDou
- LEO
- 5G mmWave
- WiFi 6E/BT 5.2

OS

- freeRTOS
- Windows 11
- Android
- Android 12 + GMS

API

- S/W API
- PEAK System
- PCAN SDK
- VPX™
- BMC + CM
- MILCAN
- Subsystem Control, Integration & Diagnostics

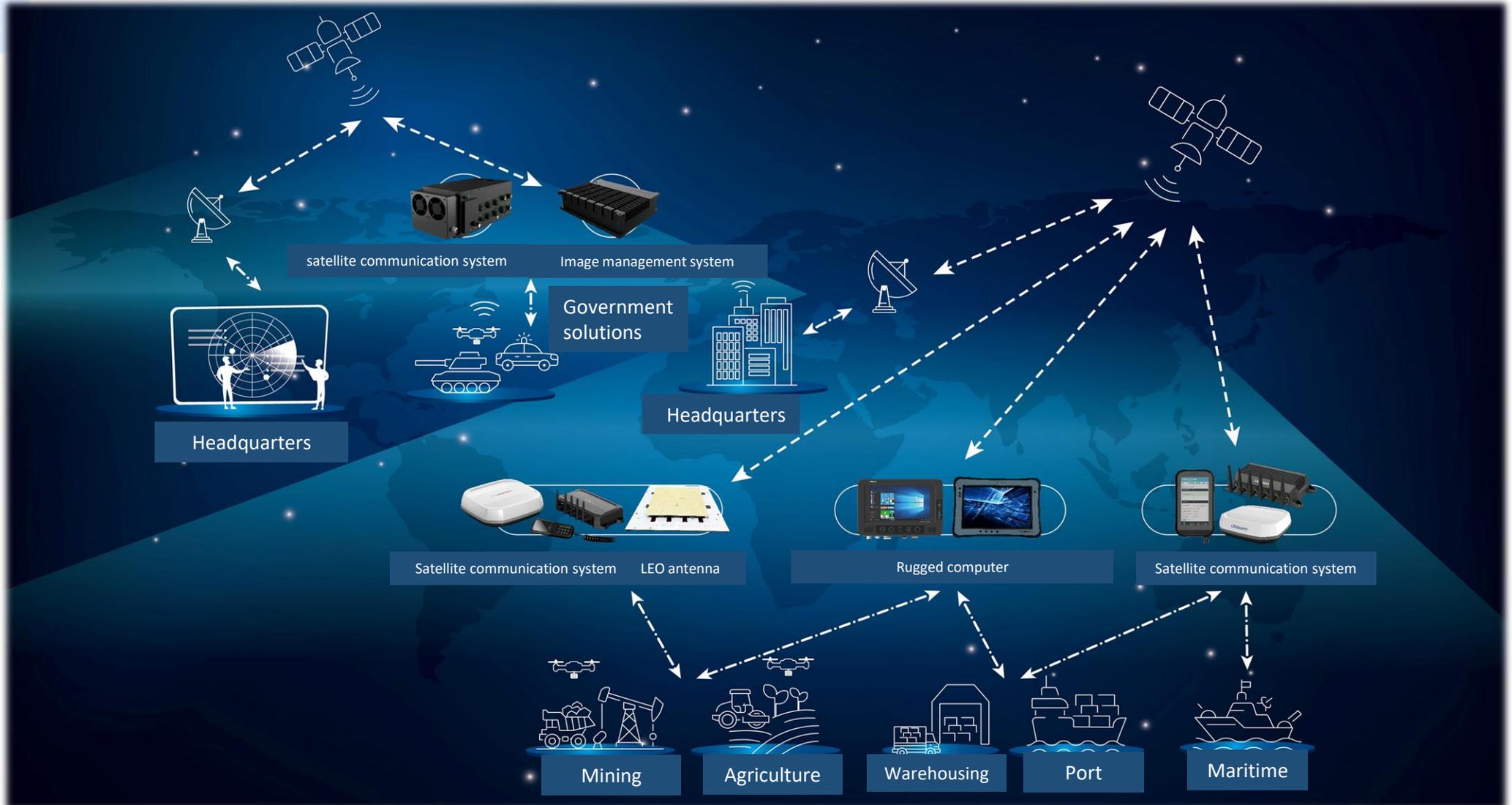
Utility Application

- ADI (Agile Driver Installer)
- DashON
- VITA 46.11 Chassis Manager

Cloud Service

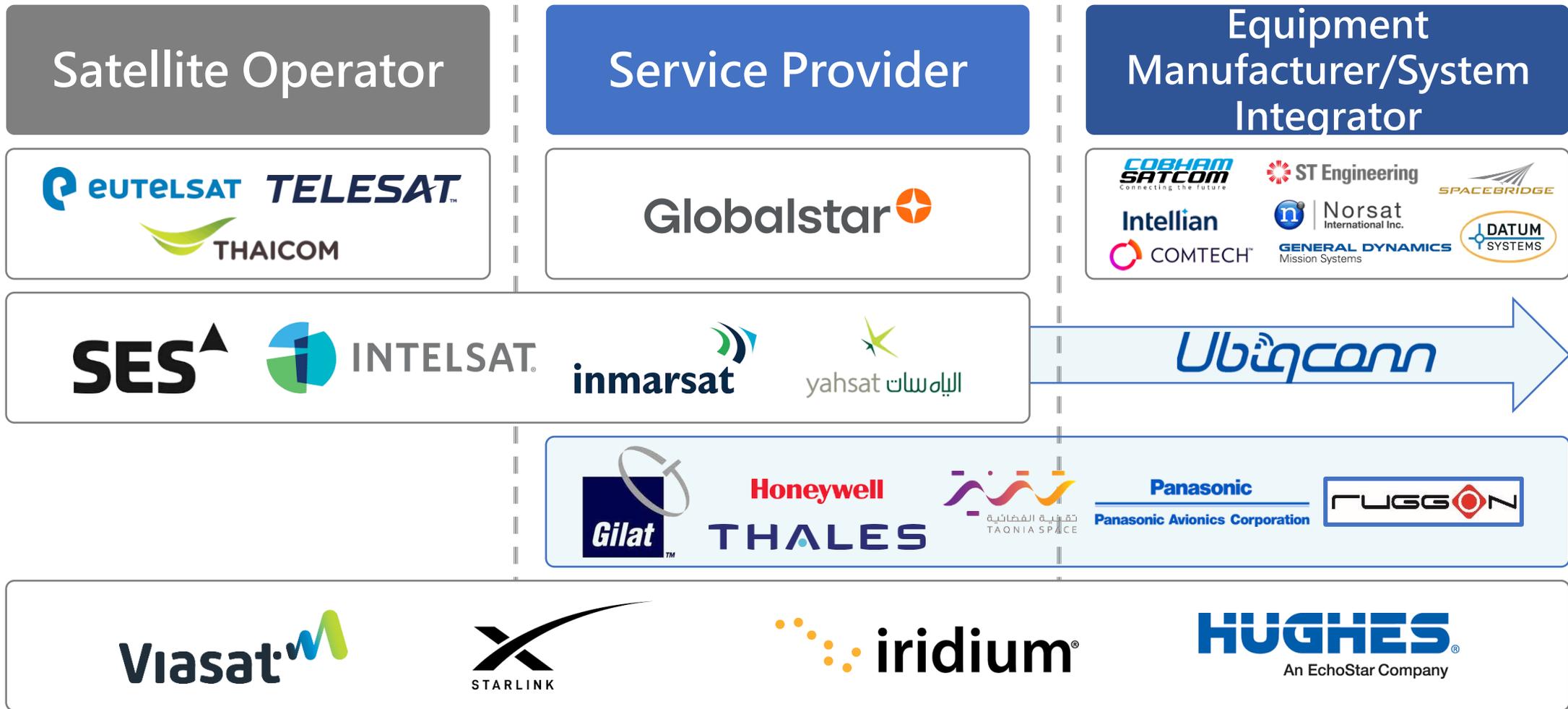
- MDM
- OTA
- EMM

Satellite Product Applications





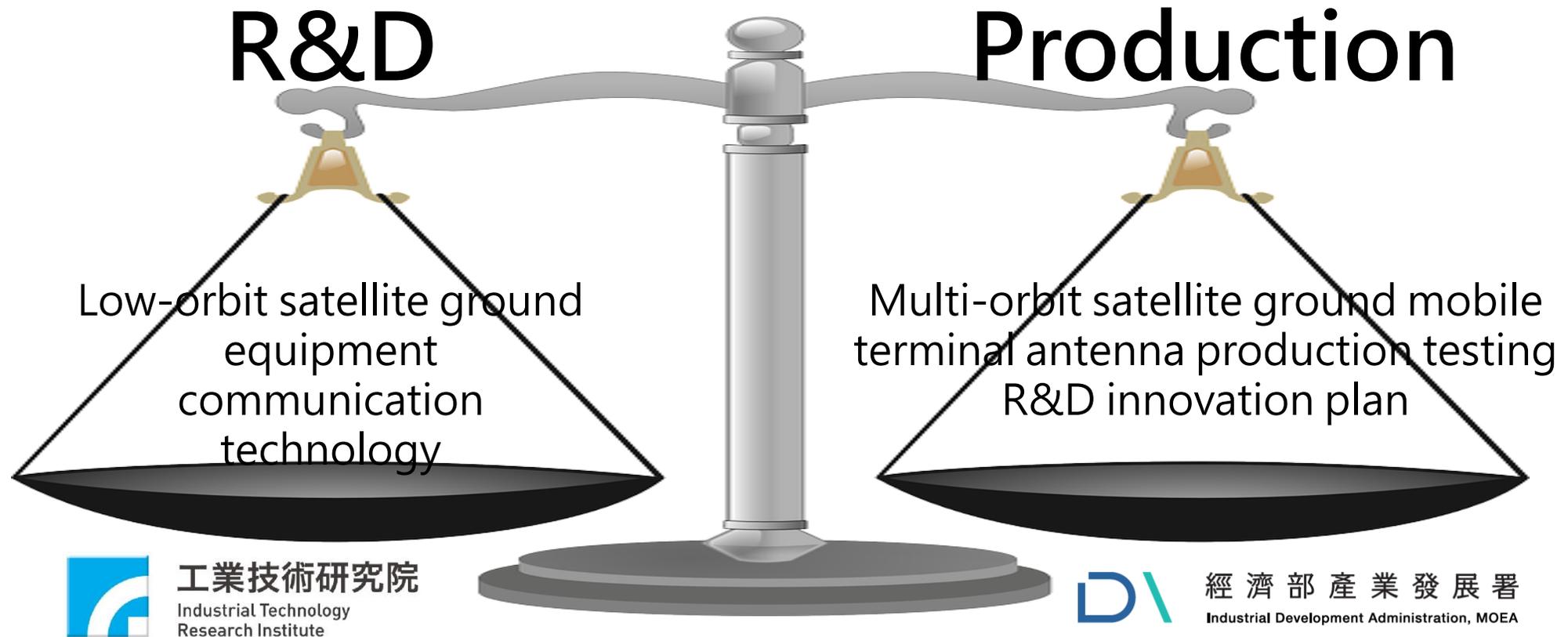
Satellite Communication Value Chain





Deepen Satellite Ground Installations

Improve R&D & Production Capacity



100% R&D in Taiwan 100% Made in Taiwan

Brand Deployment



Agriculture



Logistics



Transportation



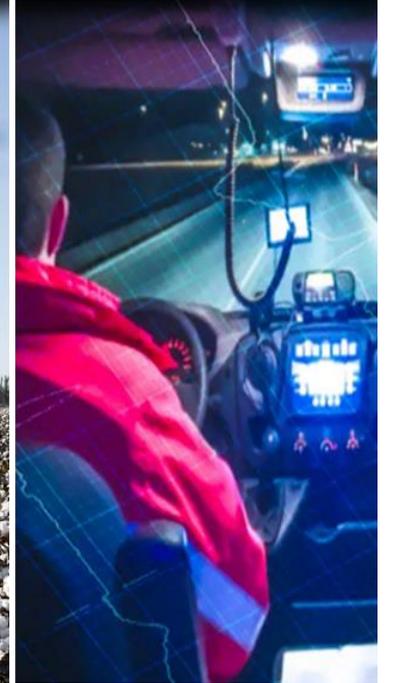
Satellite APP



Drone



Government



New Momentum for Brands

Precision Agriculture

Logistics & Warehousing

Pesticide
spray control



Farmland ditch design

Warehouse plug-in
vehicle system



Container lifting system



New Momentum for Brands

Transportation

Satellite Applications

Transport train control



Connected Truck
Onboard Systems



Terrestrial GEO satellite
communications

New Momentum for Brands

Drone/Aircraft



Government Resolutions



Police/border control tablet



Fire truck computer



Unmanned aerial vehicle

Drones and Controllers

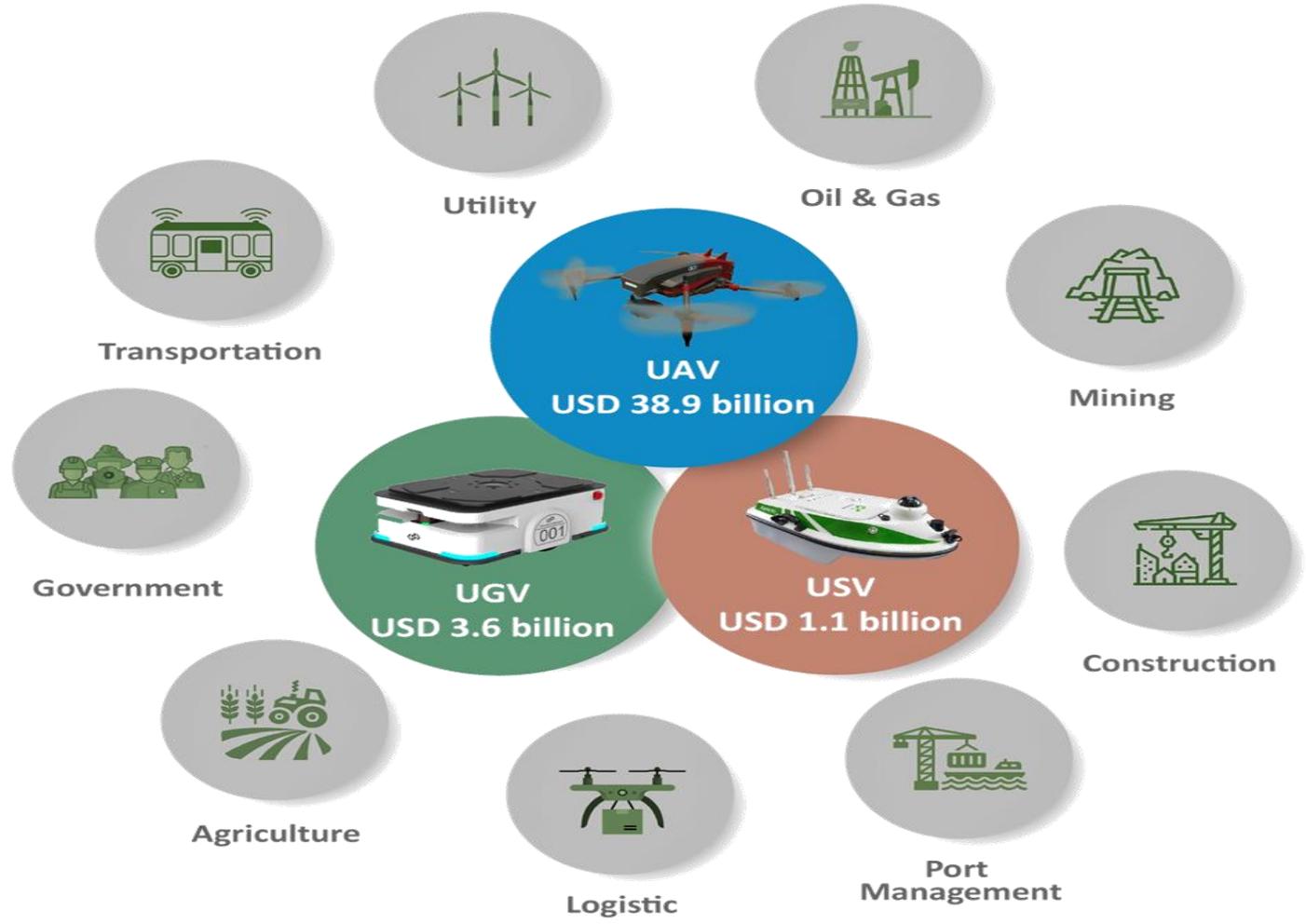


Rescue vehicle computer





Unmanned Devices Unlimited Business Opportunities



Unmanned Devices

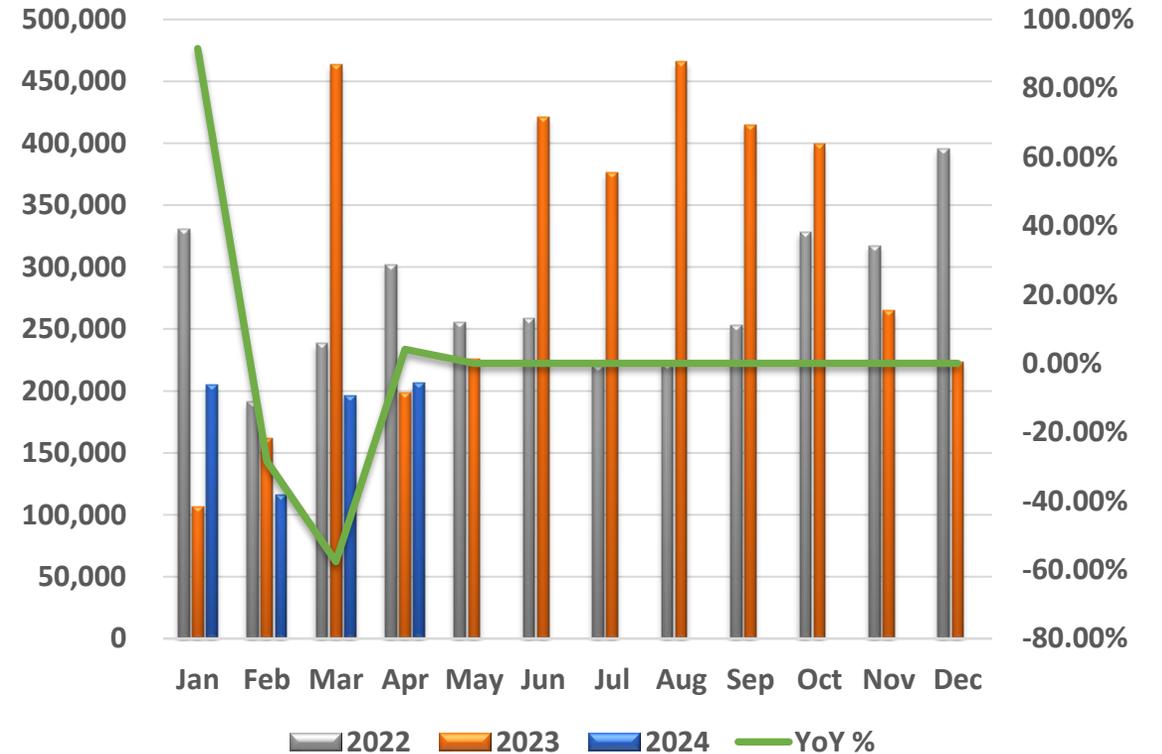
AI kicks off future innovation and intelligence



YTD Financial Status

NTD K	2024	2023	2022	YoY Amount	YoY %
Jan	204,579	106,818	330,773	97,761	91.52%
Feb	115,626	161,482	191,195	(45,856)	-28.40%
Mar	196,316	463,206	238,655	(266,890)	-57.62%
Apr	206,661	198,537	302,088	8,124	4.09%
May		225,931	255,500		0.00%
Jun		421,159	258,975		0.00%
Jul		376,493	220,567		0.00%
Aug		465,864	221,950		0.00%
Sep		414,945	253,278		0.00%
Oct		399,017	327,842		0.00%
Nov		264,798	317,399		0.00%
Dec		223,090	395,531		0.00%
Total	723,182	3,721,340	3,313,754	(206,861)	-22.24%

PS: Non-audited



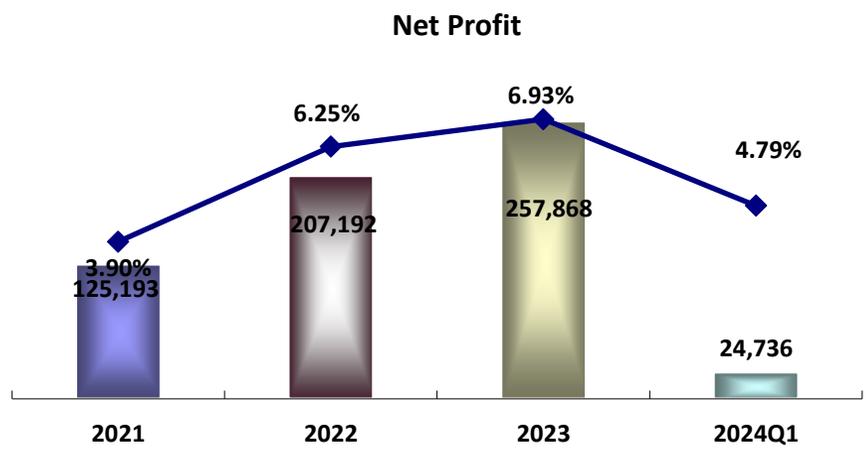
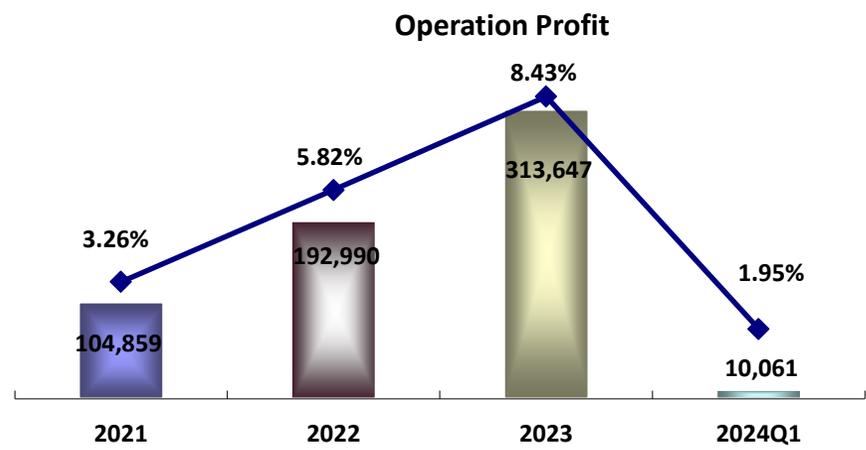
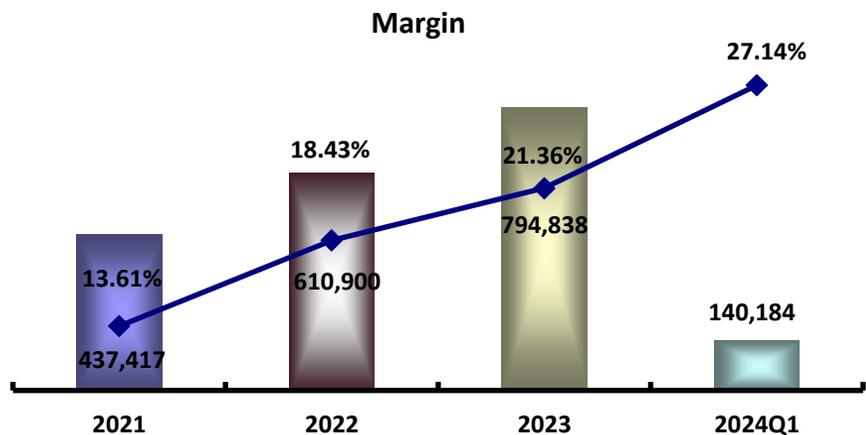
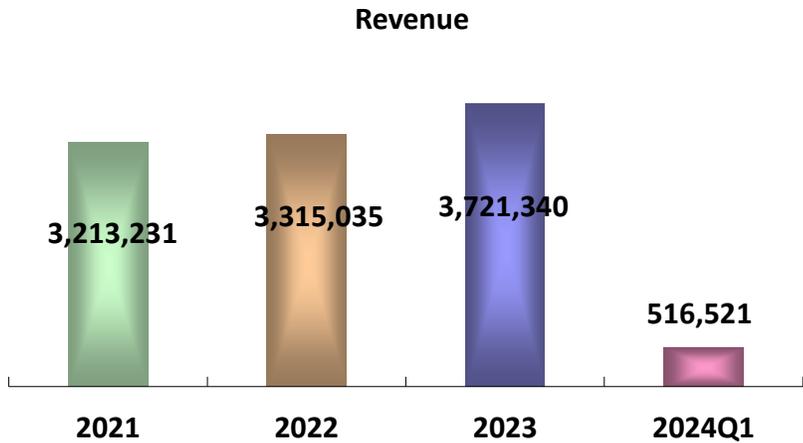
YTD Financial Status

(NTD in thousand)	<u>Q1 24</u>	<u>Q4 23</u>	<u>Q3 23</u>	<u>Q2 23</u>	<u>Q1 23</u>
Net Sales	516,521	881,597	1,255,236	844,863	739,644
Gross Profit	140,184	201,752	303,494	166,661	122,931
Gross Profit %	27.14%	22.88%	24.18%	19.73%	16.62%
Operation Income	10,061	56,620	167,238	62,851	26,938
Income before Taxes	29,258	56,620	179,997	70,390	26,242
Income Taxes	(4,522)	(9,160)	(33,457)	(14,947)	(4,035)
Net Income	24,736	47,460	146,540	55,443	22,207
Net Profit %	4.79%	5.38%	11.67%	6.56%	3.00%
EPS (NTD in dollars)	<u>0.33</u>	<u>0.45</u>	<u>1.95</u>	<u>0.74</u>	<u>0.30</u>
Stockholders' Equity	1,403,328	1,377,898	1,340,051	1,186,937	1,168,668
ROE	1.76%	3.44%	10.94%	4.67%	1.90%



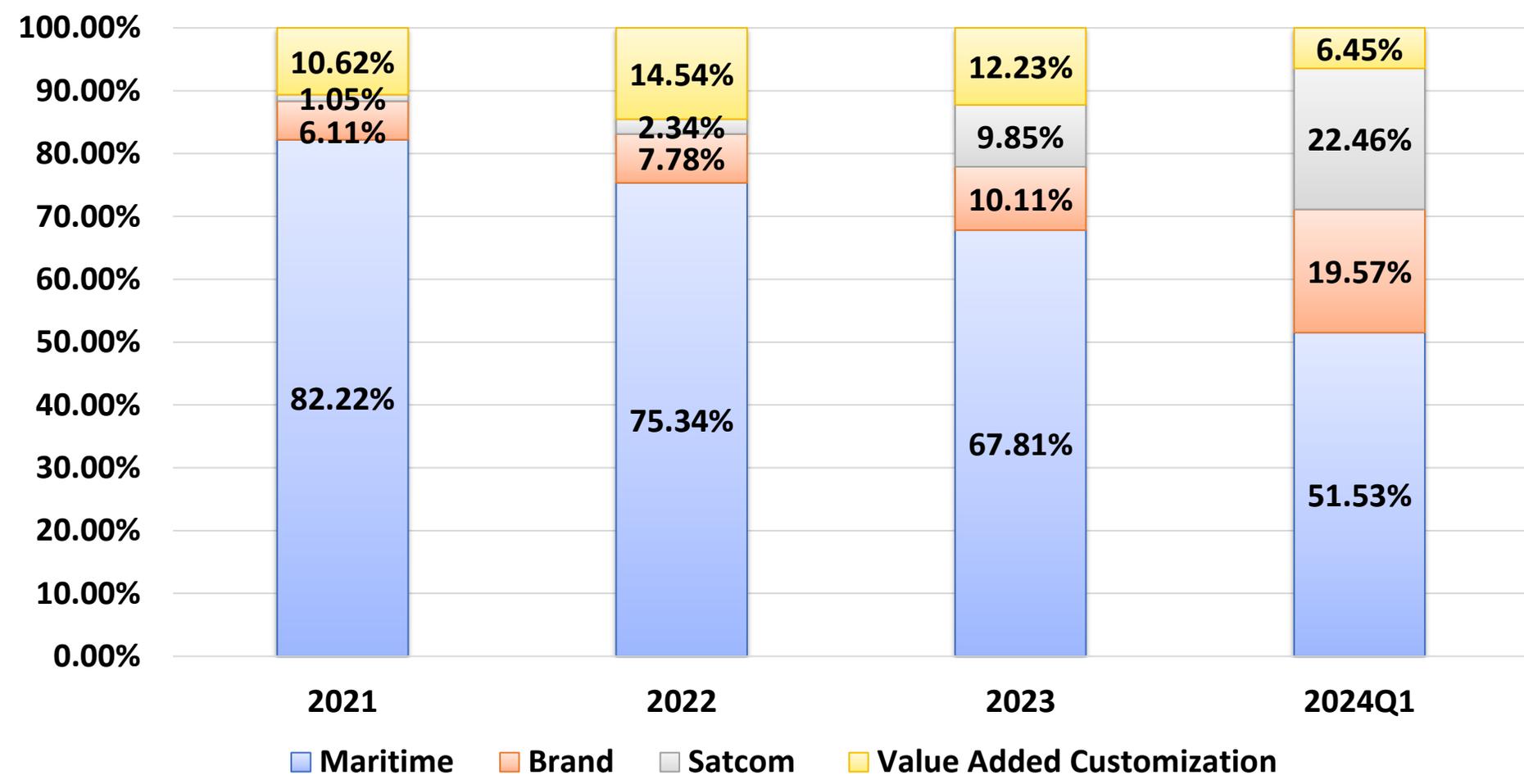
Financial Status

NTD thousands



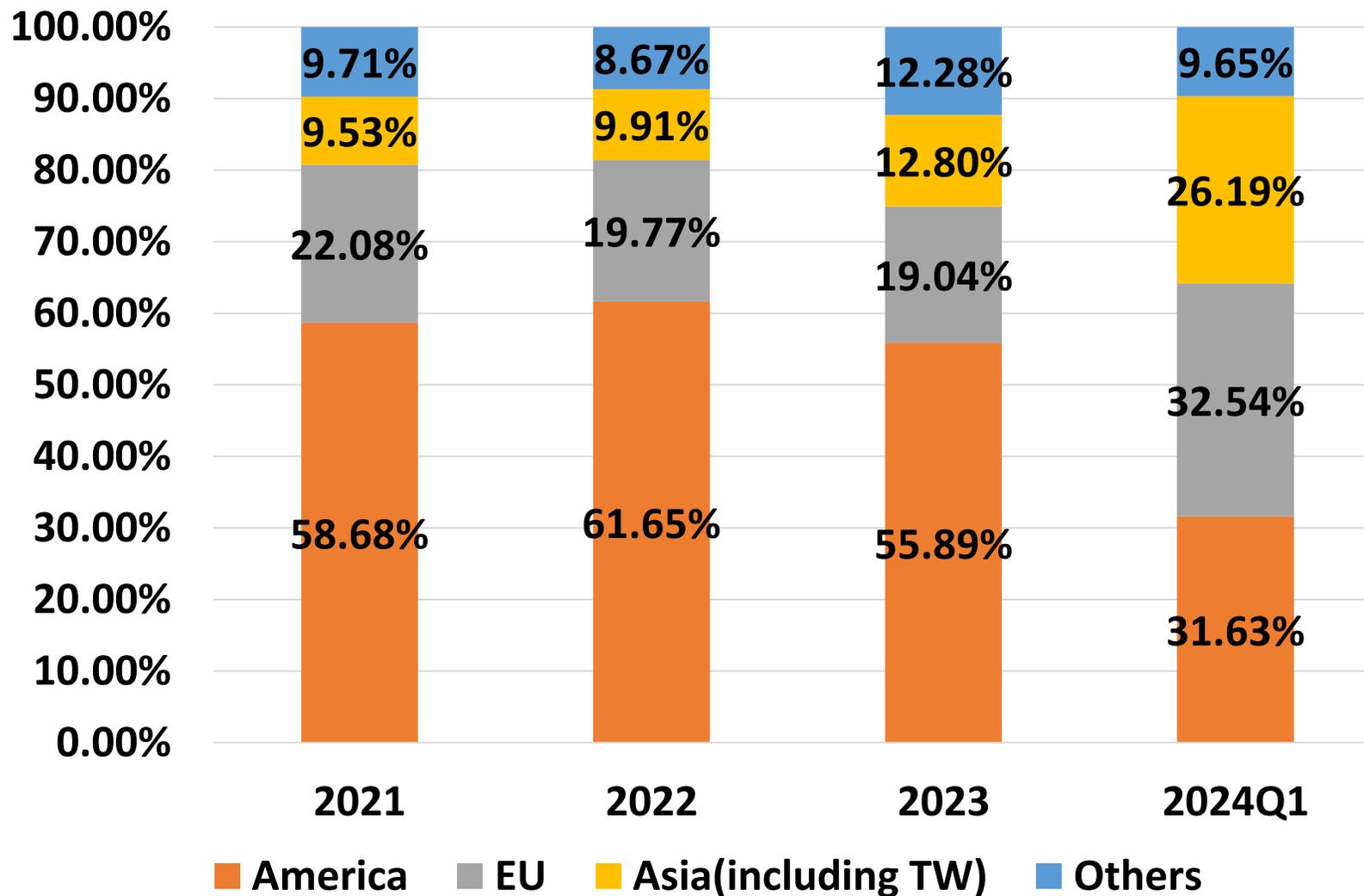


Application Proportion of Revenue





Revenue by Area



Income Statement Highlight

	2019	2020	2021	2022	2023
(NTD in thousand)	Consolidated	Consolidated	Consolidated	Consolidated	Consolidated
Net Sales	1,649,364	1,617,189	3,213,231	3,315,035	3,721,340
COGS	(1,337,443)	(1,412,958)	(2,775,814)	(2,704,135)	(2,926,502)
Gross Profit	311,921	204,231	437,417	610,900	794,838
Gross Profit(%)	18.91%	12.63%	13.61%	18.43%	21.36%
Operating Expenses	(303,539)	(315,960)	(332,558)	(417,910)	(481,191)
Operation Income	8,382	(111,729)	104,859	192,990	313,647
Operation Profit(%)	0.51%	-6.91%	3.26%	5.82%	8.43%
Net Non-operating P/L	(2,510)	15,230	20,646	22,135	5,820
Income before Taxes	5,872	(96,499)	125,505	215,125	319,467
Income Taxes	(25)	(2,004)	(312)	(7,933)	(61,599)
Net Income	5,847	(98,503)	125,193	207,192	257,868
Net Profit(%)	0.35%	-6.09%	3.90%	6.25%	6.93%
Outstanding Shares('000)	41,000	41,000	41,833	66,164	75,000
Basic EPS(NTD)	0.15	(2.40)	2.99	3.13	3.44
Equities	268,916	170,012	637,643	1,146,462	1,377,898
ROE(%)	2.76%	-44.88%	31.00%	23.23%	20.43%

THANK YOU