



攸泰科技股份有限公司 Ubiquconn Technology Inc.

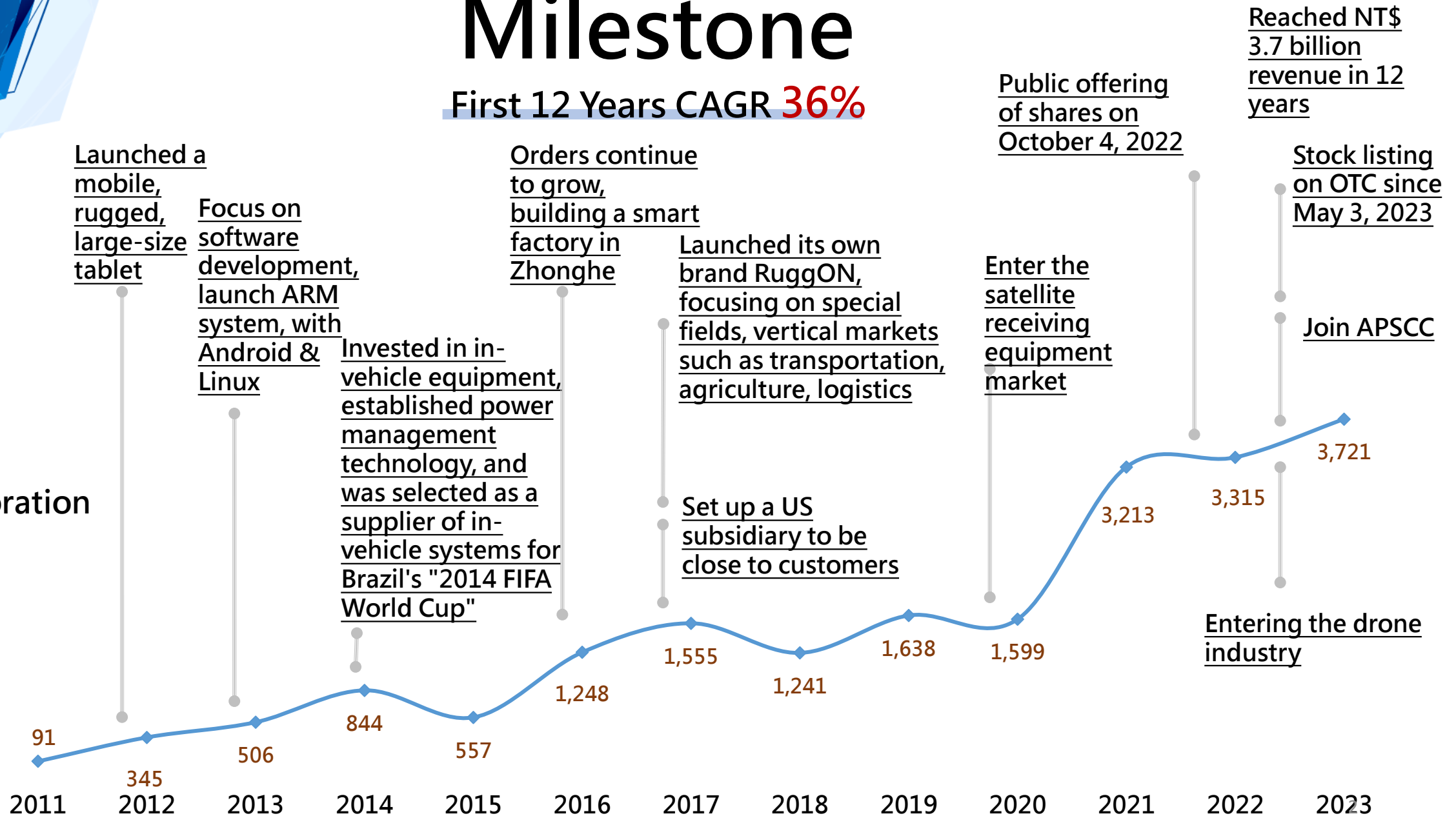
Ubiquconn
RUGGON

August 7, 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

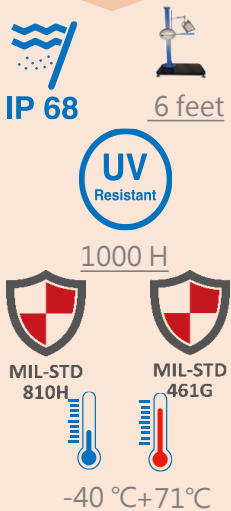


Rugged Data Collector

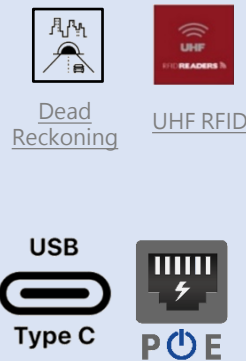


Government System

Ruggedness



Connectivity



Wireless Satellite



OS



API



Utility Application



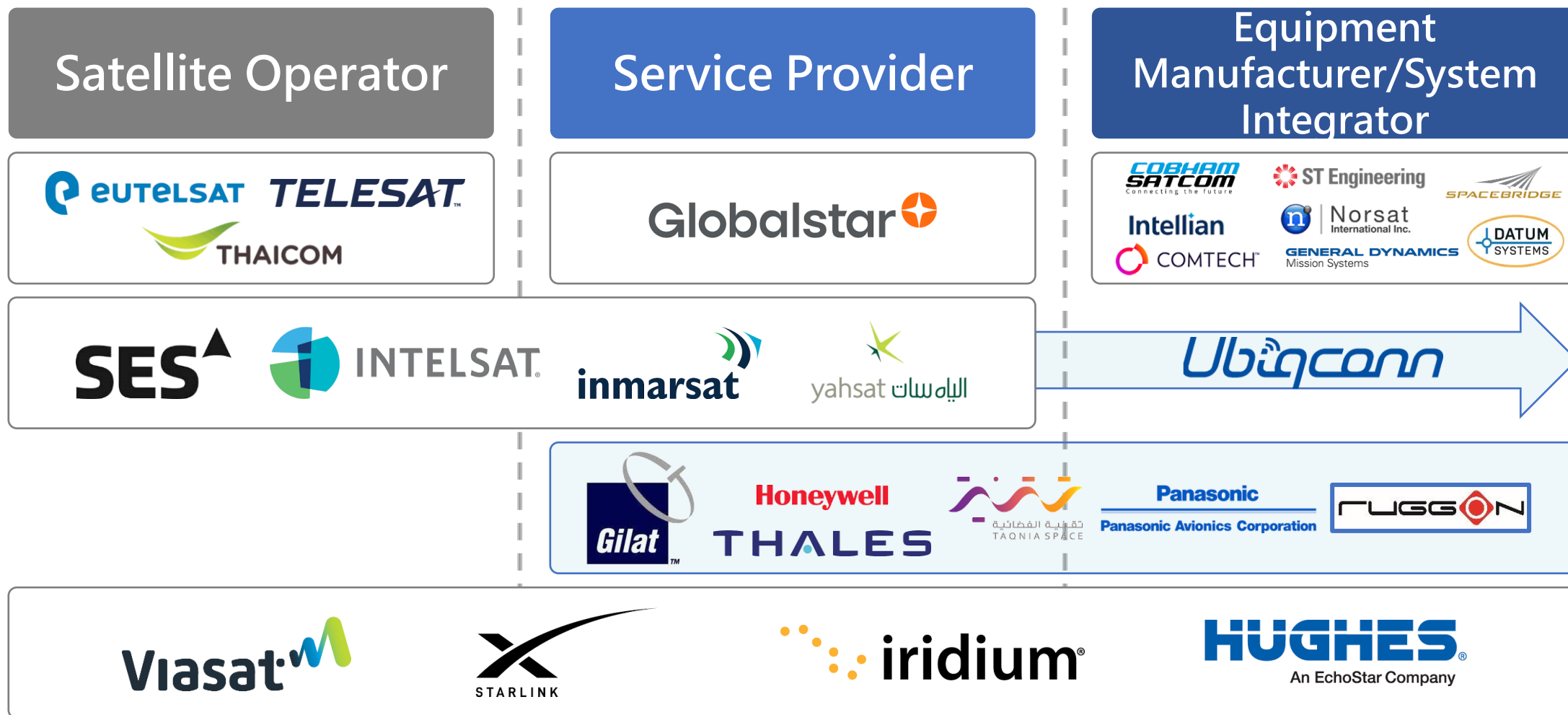
Cloud Service



Satellite Product Applications



Satellite Communication Value Chain



Deepen Satellite Ground Installations

Improve R&D & Production Capacity

R&D

Low-orbit satellite ground
equipment
communication
technology



工業技術研究院
Industrial Technology
Research Institute

Production

Multi-orbit satellite ground mobile
terminal antenna production testing
R&D innovation plan



經濟部產業發展署
Industrial Development Administration, MOEA

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

Brand Deployment



Agriculture



Logistics



Transportation



Satellite APP



Drone



Government



New Momentum for Brands

Precision Agriculture

Pesticide
spray control



Farmland ditch design



Logistics & Warehousing

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



Drones and Controllers



Unmanned
aerial vehicle



Government Resolutions



Police/border
control tablet



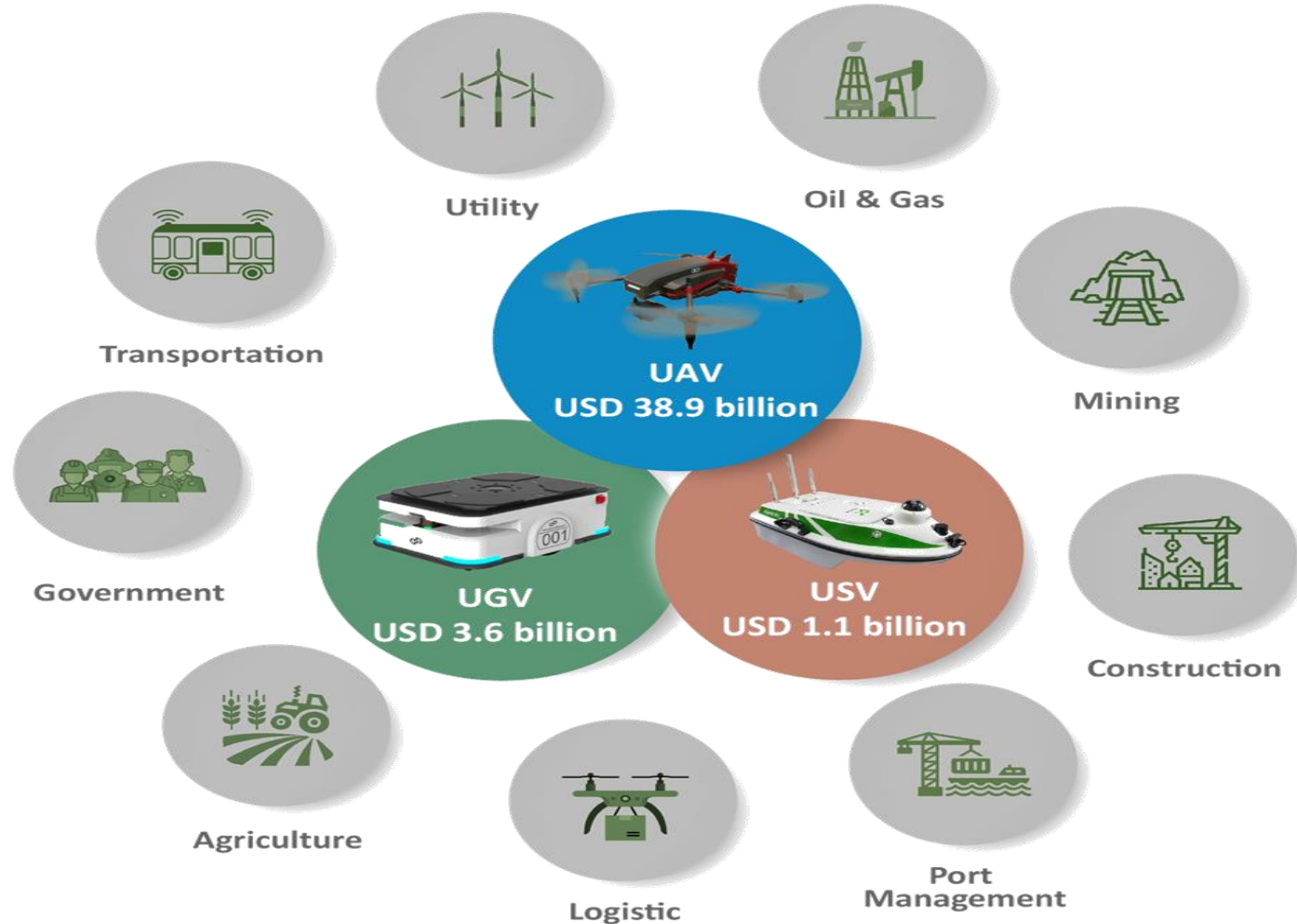
Rescue vehicle computer



Fire truck computer



Unmanned Devices Unlimited Business Opportunities



Unmanned Devices

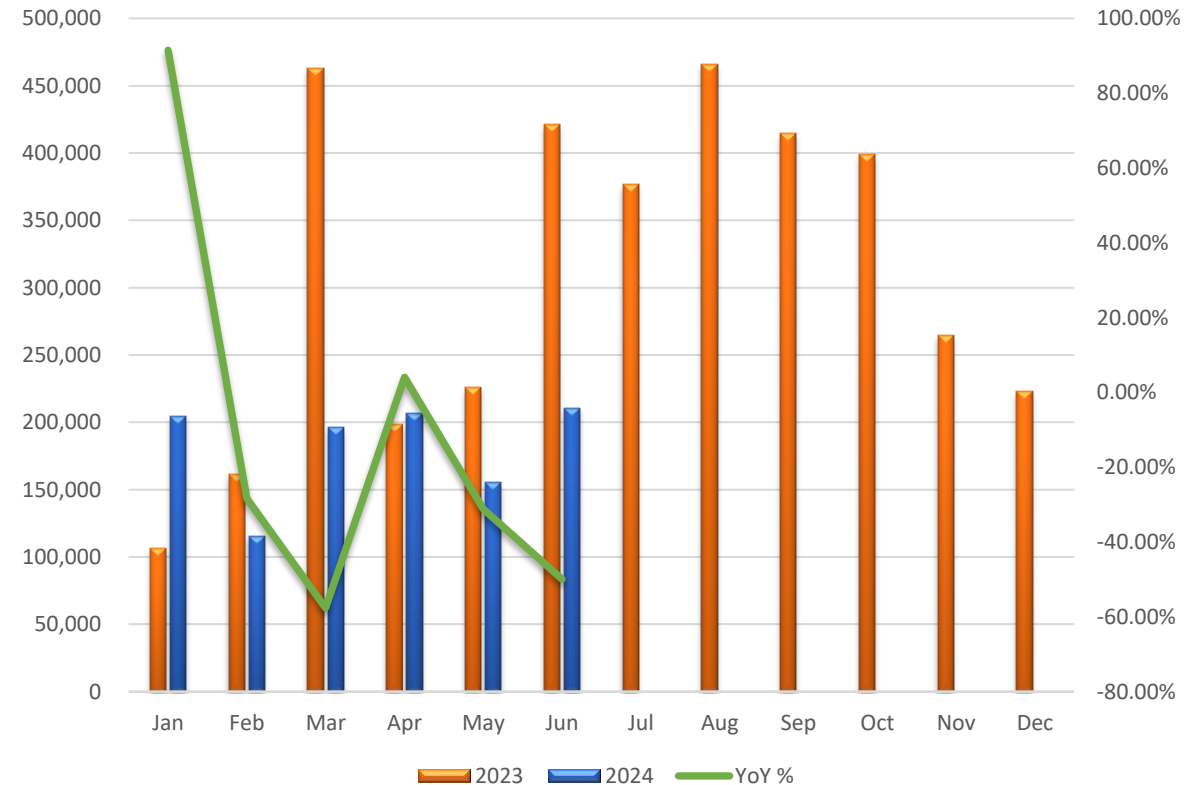
AI kicks off future innovation and intelligence



YTD Financial Status

NTD K	2024	2023	YoY Amount	YoY %
Jan	204,579	106,818	97,761	91.52%
Feb	115,626	161,482	(45,856)	-28.40%
Mar	196,316	463,206	(266,890)	-57.62%
Apr	206,661	198,537	8,124	4.09%
May	155,381	225,931	(70,550)	-31.23%
Jun	210,673	421,159	(210,486)	-49.98%
Jul		376,493		0.00%
Aug		465,864		0.00%
Sep		414,945		0.00%
Oct		399,017		0.00%
Nov		264,798		0.00%
Dec		223,090		0.00%
Total	1,089,236	3,721,340	(487,897)	-30.94%

PS: Non-audited



Financial Status (I)

(NTD in thousand)	2021	2022	2023	2024 H1	2023 H1
Net Sales	3,213,231	3,315,035	3,721,340	1,089,236	1,584,507
COGS	(2,775,814)	(2,704,135)	(2,926,502)	(826,396)	(1,294,915)
Gross Profit	437,417	610,900	794,838	262,840	289,592
Gross Profit %	13.61%	18.43%	21.36%	24.13%	18.28%
Operating Expenses	(332,558)	(417,910)	(481,191)	(300,938)	(199,803)
Operation Income	104,859	192,990	313,647	(38,098)	89,789
Operating profit margin %	3.26%	5.82%	8.43%	-3.50%	5.67%
Non-operating P/L	20,646	22,135	5,820	28,766	6,843
Income before Taxes	125,505	215,125	319,467	(9,332)	96,632
Income Taxes	(312)	(7,933)	(61,599)	(3,309)	(18,982)
Net Income	125,193	207,192	257,868	(12,641)	77,650
Net Profit %	3.90%	6.25%	6.93%	-1.16%	4.90%
Basic EPS (NTD in dollars)	2.99	3.13	3.44	(0.16)	1.04

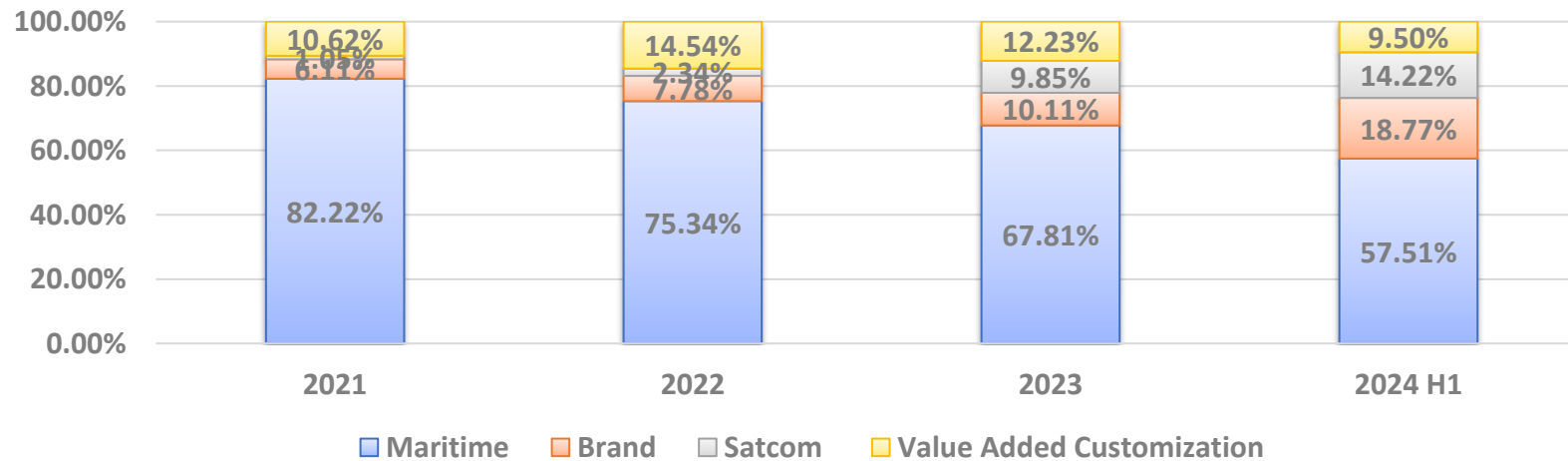
Financial Status (II)

(NTD in thousand)

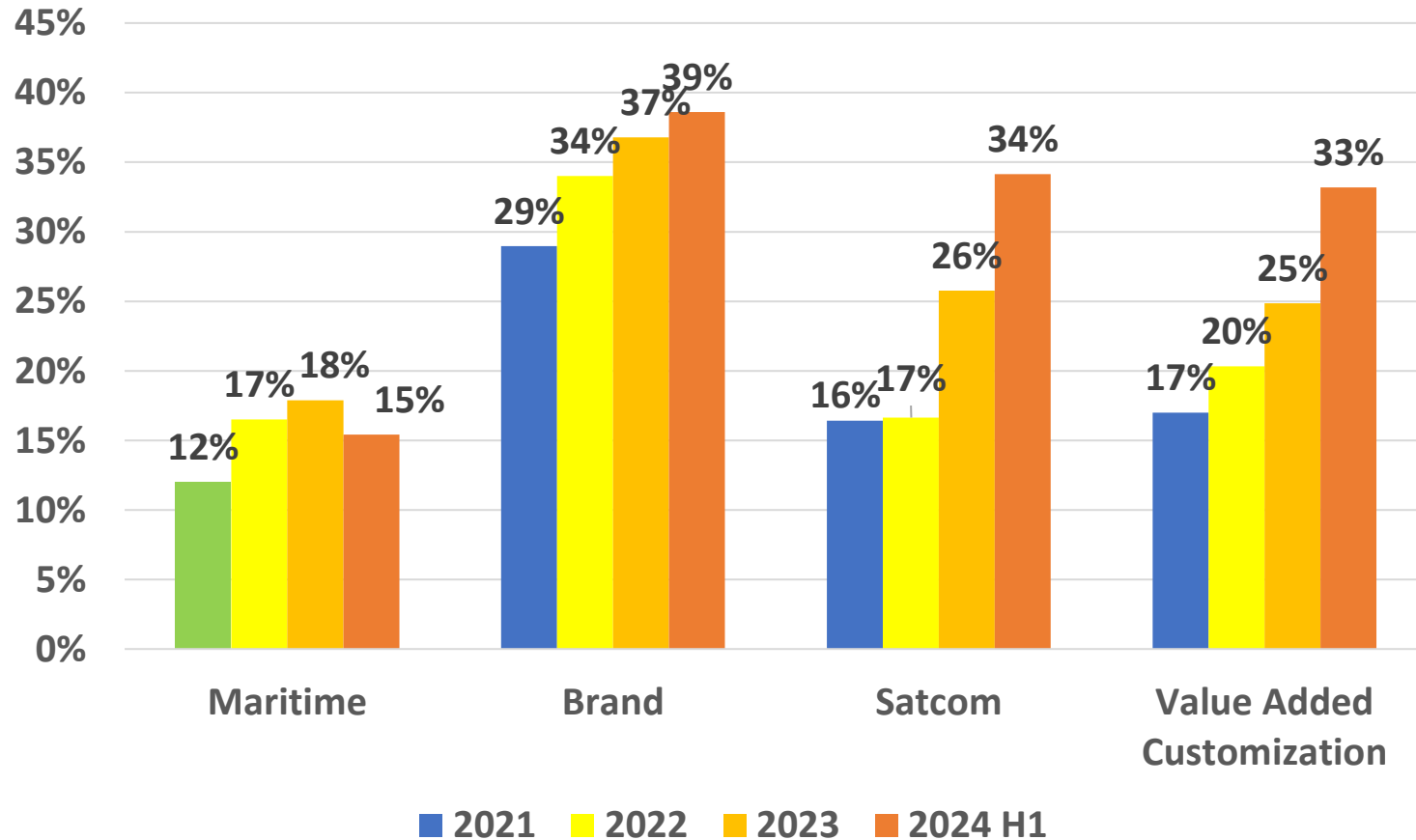
	Q2 24	Q1 24	Q4 23	Q3 23	Q2 23
Net Sales	572,715	516,521	881,597	1,255,236	844,863
Gross Profit	122,656	140,184	201,752	303,494	166,661
Gross Profit %	21.42%	27.14%	22.88%	24.18%	19.73%
Operation Income	(48,159)	10,061	56,620	167,238	62,851
Income before Taxes	(38,590)	29,258	56,620	179,997	70,390
Income Taxes	1,213	(4,522)	(9,160)	(33,457)	(14,947)
Net Income	(37,377)	24,736	47,460	146,540	55,443
Net Profit %	-6.53%	4.79%	5.38%	11.67%	6.56%
EPS (NTD in dollars)	-0.46	0.33	0.45	1.95	0.74
Stockholders' Equity	2,178,149	1,403,328	1,377,898	1,340,051	1,186,937
ROE	-1.72%	1.76%	3.44%	10.94%	4.67%

Application Proportion of Revenue

Industry	2024 H1		2023 H1		+/-
	Revenue	%	Revenue	%	
Maritime	626,385	57.51	1,168,089	73.72	-46%
Brand	204,436	18.77	115,407	7.28	77%
Satcom	154,932	14.22	69,479	4.38	123%
Value Added Customization	103,483	9.50	231,532	14.61	-55%
Total	1,089,236	100.00	1,584,507	100.00	-31%

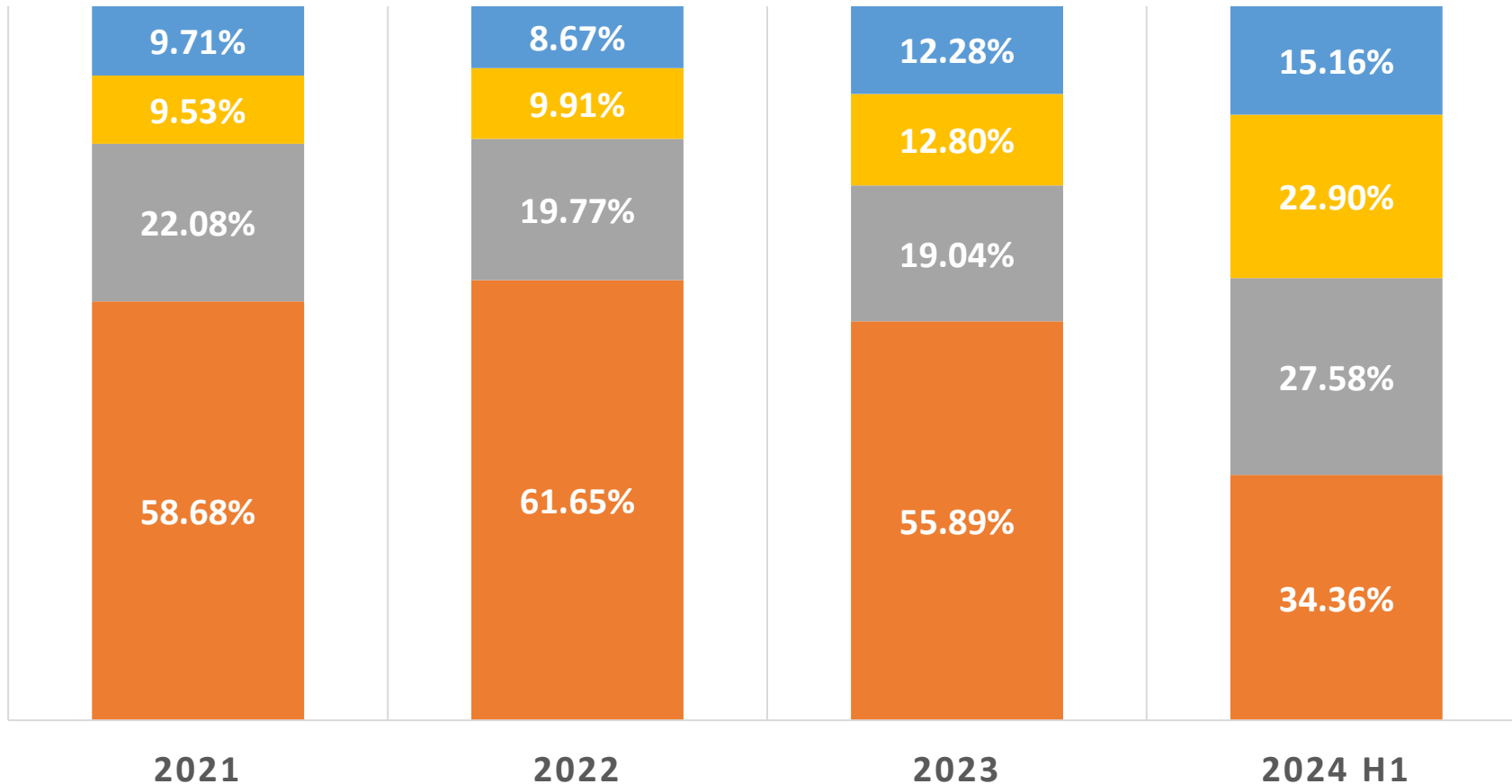


Application Proportion of Margin



Revenue by Area

■ America ■ EU ■ Asia(including TW) ■ Others





THANK YOU