

攸泰科技股份有限公司
Ubiqconn Technology Inc.



Nov. 12, 2024

Milestone

2012

- ODM partner of the top 3 providers of rugged tablets
- Launched our voting machine (20+ years customer)

2011

- Founded Ubiqconn in Taipei, Taiwan



2016

- Set up Ubiqconn Smart Factory in New Taipei City, Taiwan
- Revenue reached \$38M
- ODM partner of top-tier provider of recreational fish-finder electronics

2015

- Awarded voting-machine project
- Vehicle-mounted computers adopted by Mercedes and FedEx



2024

- Awarded SATCOM R&D project from ITRI/MoEA in February
- Listed on TWSE (Ticker: 6928)

2023

- Invited to join APSCC
- Awarded SATCOM testing project from IDA/MoEA

2021

- Revenue reached \$120M

2020

- Revenue reached \$62M (despite Covid-19)
- Awarded projects from military market

2019

- Revenue reached \$55M
- Achieved 6-month development cycle for 3 concurrent projects



STARTUP

SOLIDIFY

EXPAND

FOCUS

FLYWHEEL



2014

- Rugged tablets contributed 73% to revenue
- ODM partner of top-tier surveying company



2018

- Enter military market

2017

- Revenue reached \$50M
- Acquired RuggON to gain a complete product portfolio of rugged mobile computing devices
- Best Supplier Award from top-tier provider of recreational fish-finder electronics
- Branch office set up in USA

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

- 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

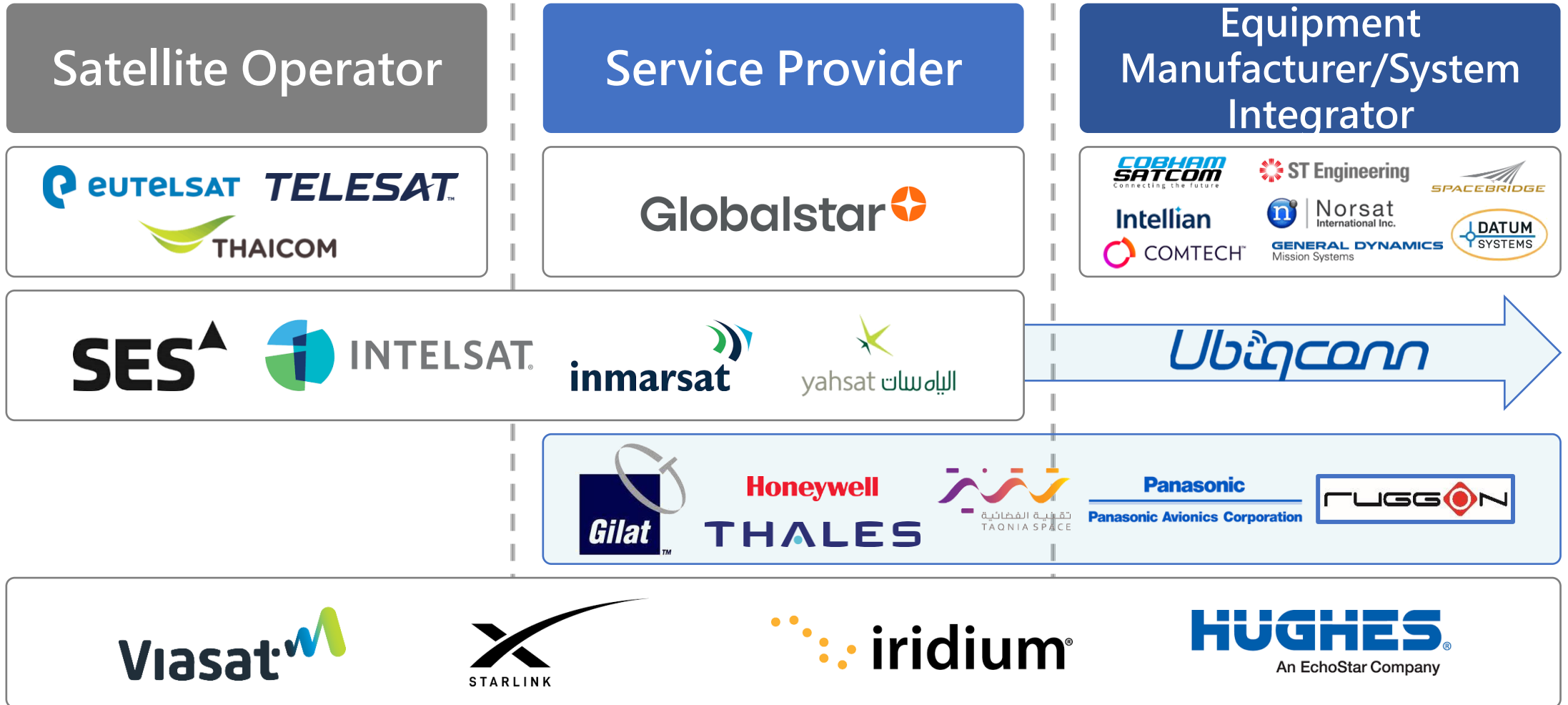
- MDM
- OTA
- EMM

Satellite Product Applications





Satellite Communication Value Chain



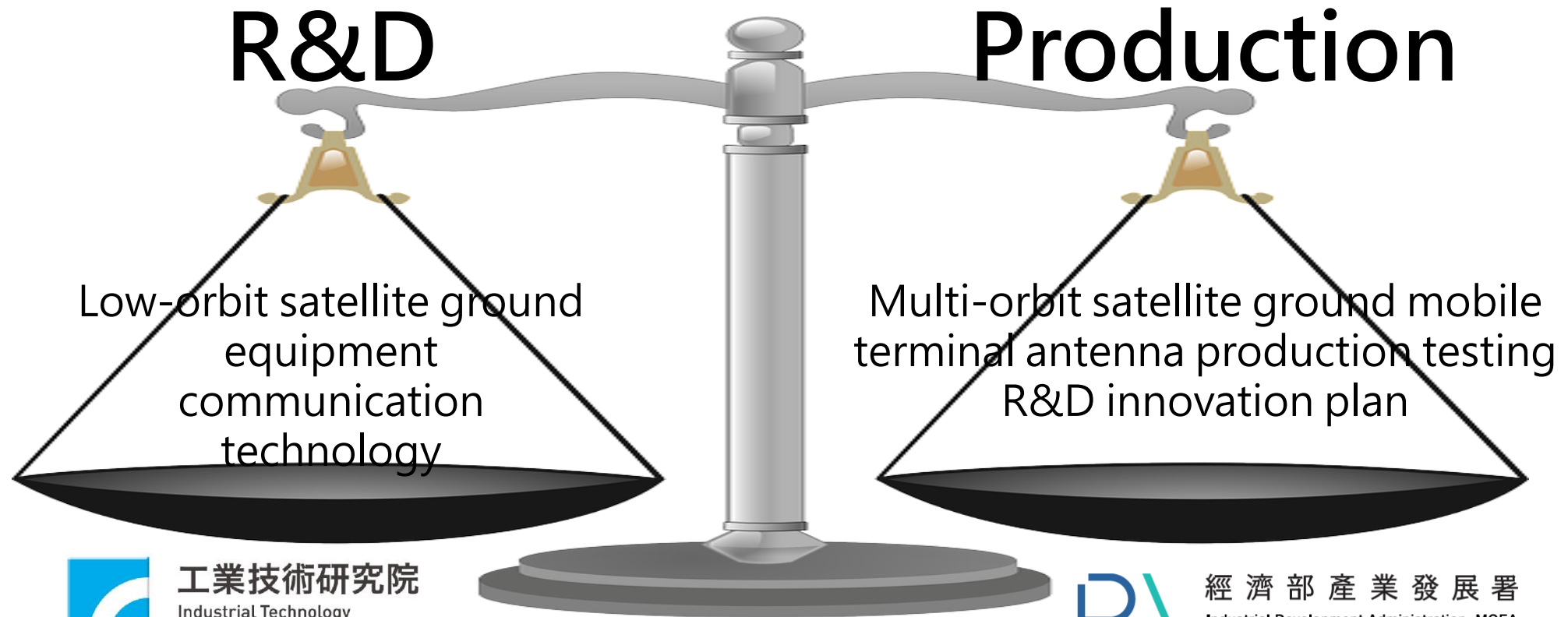


Deepen Satellite Ground Installations

Improve R&D & Production Capacity

R&D

Production



 工業技術研究院
Industrial Technology Research Institute

 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

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

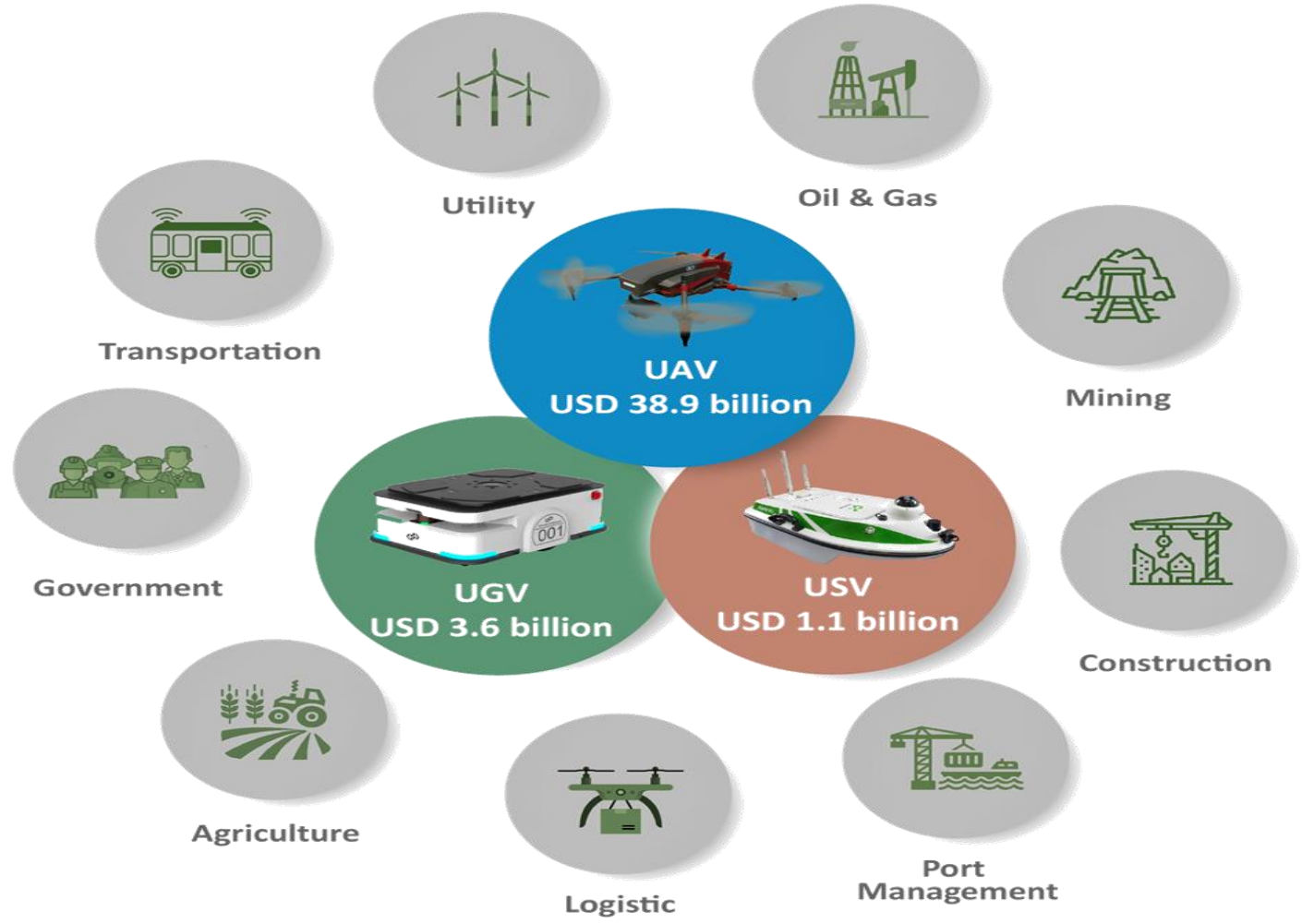


Rescue vehicle computer





Unmanned Devices Unlimited Business Opportunities



Unmanned Devices

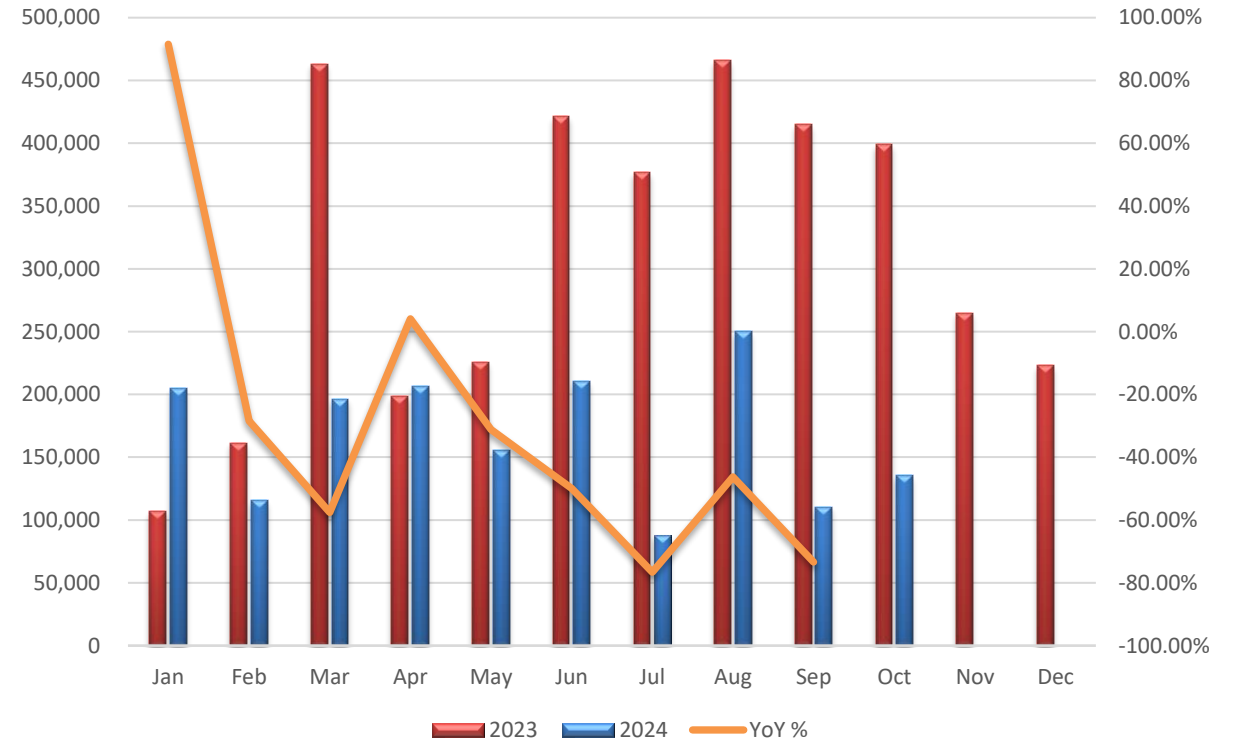
AI kicks off future innovation and intelligence



YTD Financial Status

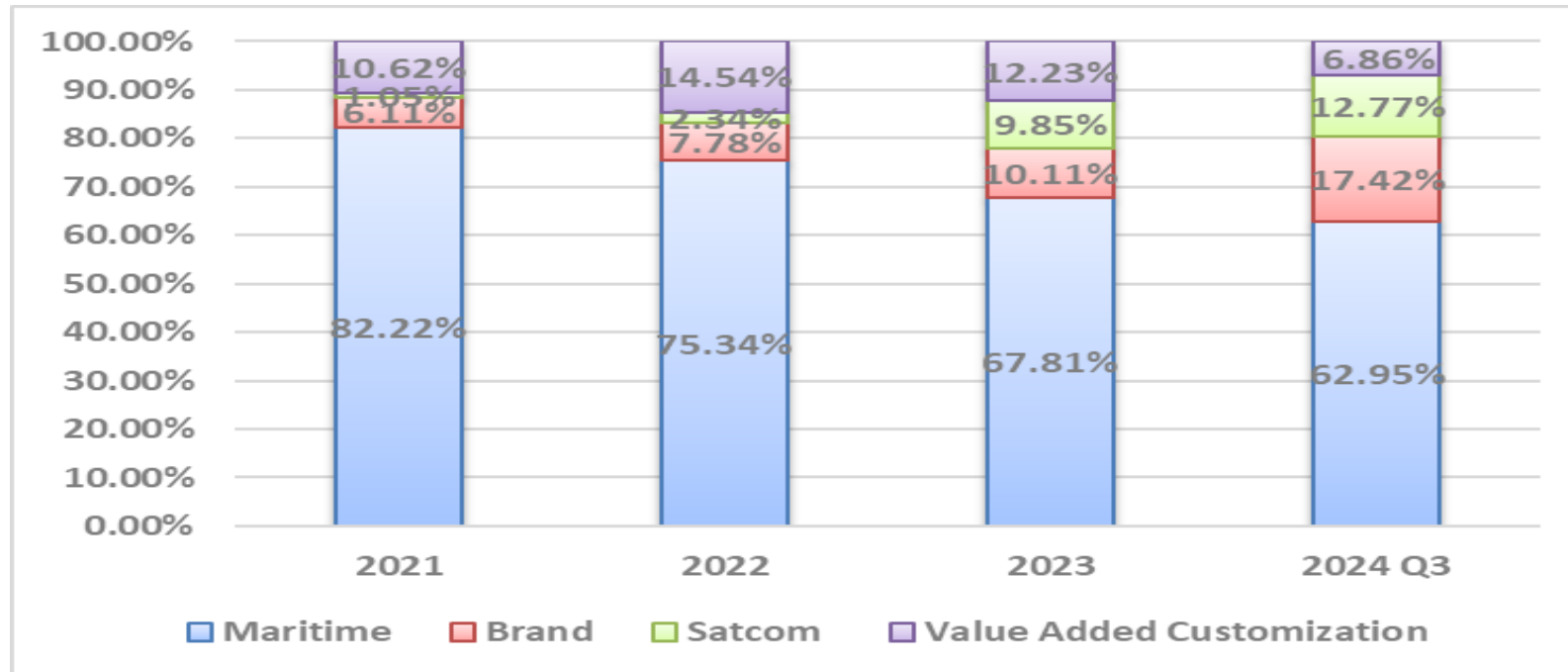
NTD K	2024	2023	YoY Amount	YoY %
Jan	204,579	106,818	97,761	91.52%
Feb	115,626	161,482	(45,856)	-28.40%
Mar	196,316	463,206	(266,890)	-57.62%
Apr	206,661	198,537	8,124	4.09%
May	155,381	225,931	(70,550)	-31.23%
Jun	210,673	421,159	(210,486)	-49.98%
Jul	88,027	376,493	(288,466)	-76.62%
Aug	250,385	465,864	(215,479)	-46.25%
Sep	110,560	414,945	(304,385)	-73.36%
Oct	135,453	399,017	(263,564)	-66.05%
Nov		264,798		0.00%
Dec		223,090		0.00%
Total	1,673,661	3,721,340	(1,559,791)	-48.24%

PS: Non-audited



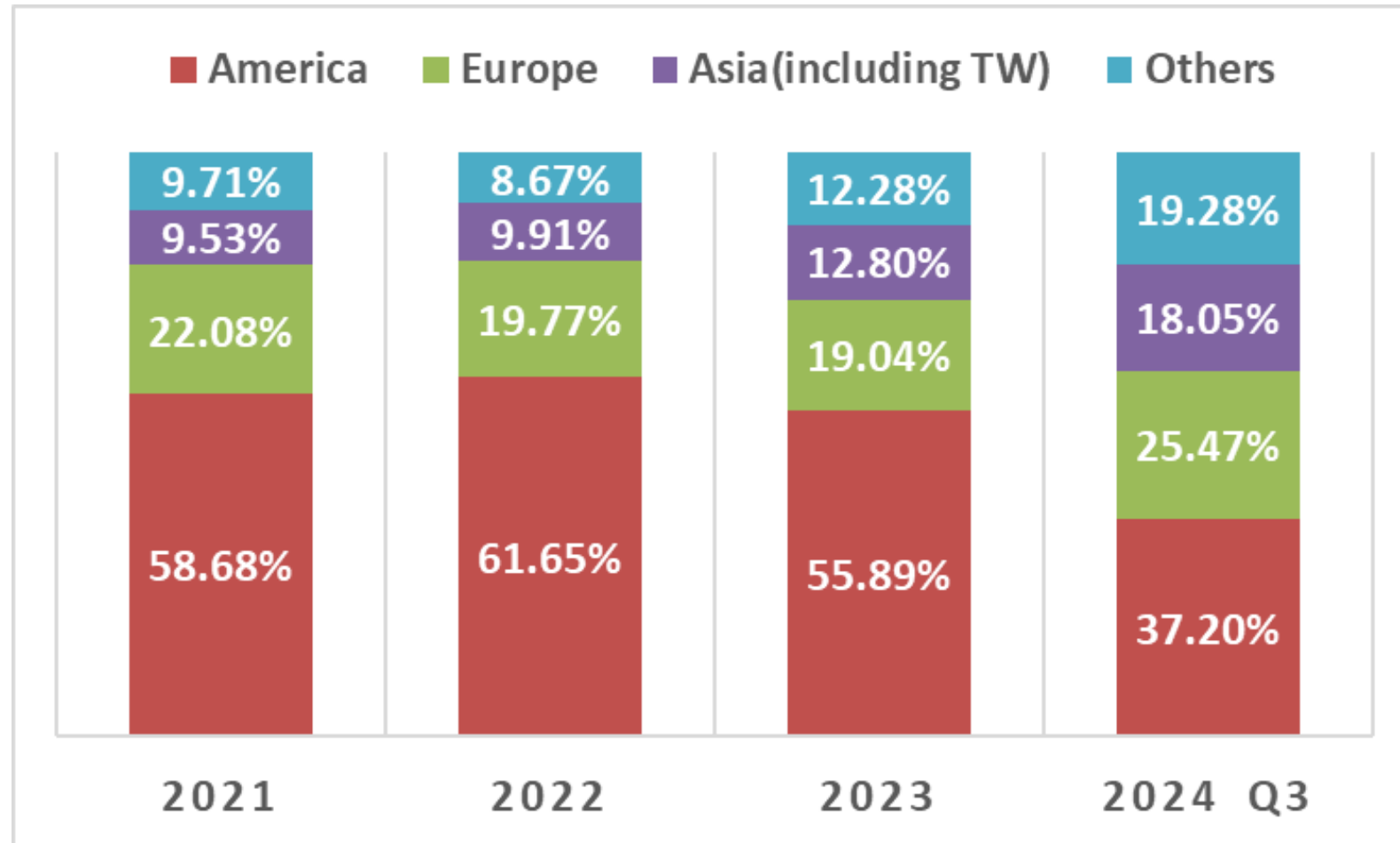
Application Proportion of Revenue

Industry	2024 Q3		2023 Q3		+/-
	Revenue	%	Revenue	%	
Maritime	968,809	62.95	2,035,903	71.69	-52%
Brand	268,100	17.42	183,363	6.46	46%
Satcom	196,490	12.77	170,984	6.02	15%
Value Added Customization	105,592	6.86	449,493	15.83	-77%
Total	1,538,991	100.00	2,839,743	100.00	-46%





Revenue by Area



Financial Status (I)

(NTD in thousand)	2021	2022	2023	2024 Q3	2023 Q3
Net Sales	3,213,231	3,315,035	3,721,340	1,538,991	2,839,743
COGS	(2,775,814)	(2,704,135)	(2,926,502)	(1,195,398)	(1,294,915)
Gross Profit	437,417	610,900	794,838	343,593	593,086
Gross Profit %	13.61%	18.43%	21.36%	22.33%	20.89%
Operating Expenses	(332,558)	(417,910)	(481,191)	(439,914)	(336,059)
Operation Income	104,859	192,990	313,647	(96,321)	257,027
Operating profit margin %	3.26%	5.82%	8.43%	-6.26%	9.05%
Non-operating P/L	20,646	22,135	5,820	36,639	19,602
Income before Taxes	125,505	215,125	319,467	(59,682)	276,629
Income Taxes	(312)	(7,933)	(61,599)	18,398	(52,439)
Net Income	125,193	207,192	257,868	(41,284)	224,190
Net Profit %	3.90%	6.25%	6.93%	-2.68%	7.89%
Basic EPS (NTD in dollars)	2.99	3.13	3.44	(0.51)	2.99

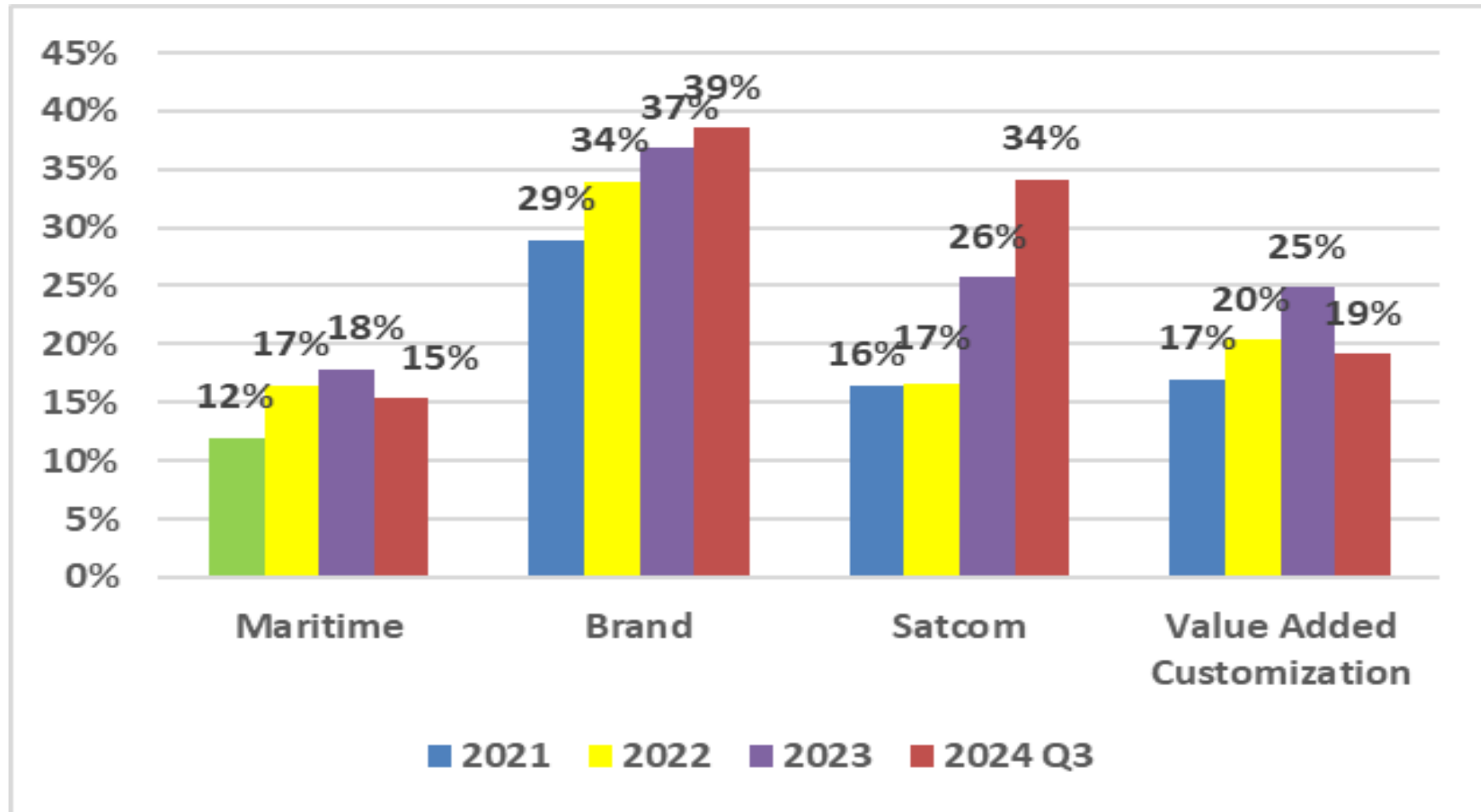
Financial Status (II)

(NTD in thousand)

	Q3 24	Q2 24	Q1 24	Q4 23	Q3 23
Net Sales	449,755	572,715	516,521	881,597	1,255,236
Gross Profit	80,753	122,656	140,184	201,752	303,494
Gross Profit %	17.95%	21.42%	27.14%	22.88%	24.18%
Operation Income	(58,223)	(48,159)	10,061	56,620	167,238
Income before Taxes	(50,350)	(38,590)	29,258	56,620	179,997
Income Taxes	21,707	1,213	(4,522)	(9,160)	(33,457)
Net Income	(28,643)	(37,377)	24,736	47,460	146,540
Net Profit %	-6.37%	-6.53%	4.79%	5.38%	11.67%
EPS (NTD in dollars)	-0.33	-0.46	0.33	0.45	1.95
Stockholders' Equity	2,149,103	2,178,149	1,403,328	1,377,898	1,340,051
ROE	-1.33%	-1.72%	1.76%	3.44%	10.94%



Application Proportion of Margin



THANK YOU