



Tecom – Investor Conference

December, 2017

 **TECOM**
東訊股份有限公司

Disclaimer

The information presented and referred herein are based upon the information obtained internally and externally from our company. In light of the forward-looking operational results, financial condition and business results, they might be different from those information expressly or impliedly presented herein due to various factors, including but not limited to market risks, supply chains, market demand and our upcoming high-quality products.

We undertake no obligation to publicly update or revise any statements regarding those information presented and referred herein in the event of any further changes or updates to the information presented herein.

Agenda

- Company Overview
- Major Business and Product
- New Key Product
- Financial Report
- Q & A

Company Overview

Overview

Established	:	1980
Headquarter	:	Taiwan (SBIP, Hsinchu)
IPO	:	1991/11
Chairman	:	C. K. Liu
GM	:	Vincent Chih
Capital	:	6.3B

Overview

TECOM Co., Ltd, a TECO Group High-tech company was established in 1981, at the famous Hsinchu Science Park.

- Teco Established in 1956; the No. 1 Motor Manufacturer in Taiwan; acquired whole Motor Division of Westinghouse, USA in 1995.
- Ranked No. 4 Mid-High Voltage Industrial Motors maker in the world.
- Motors, Inverters, Switch-Gears, Circuit-Breakers, marketing in 62 countries worldwide.
- Consolidated sales revenue ~ US 3B.
- **One of the Role-Model, Hightech Start-up in the Science Park**
- **ODM suppliers to most world leading vendor**
- **Taiwan No.1 Business Communications Maker**
- **e-Home System · Taiwan No.1** ◦
- TECOM innovative communications products have been ODMed to many a world leading telecom equipment vendors and major telecom carriers.
- The innovative applications of the IoT Gateway lead Taiwan.
- Join with TECO, integrates Information and Communications Technology (ICT) with industry rotating machinery, we introduce the Brand-New, Next-Generation

“ Smart Machine Health managing MHm Platform.”

Core Competences

At TECOM, We Provide
Converged Communication Solutions
For Enterprise, Carrier, and Consumer Market



- Taiwan Top Business Communications Maker (#1 SME market leader)
- Innovative Applications for Fixed Network, Mobile Network and IP Network
- 30+ Years of Experience of OBM, ODM/OEM Business – **Made In Tecom**

Major Business and Product

Major Business and Product

For Enterprise

- Business Communication System
- IP Phones
- Mobile Apps



For Carrier

- Broadband Access
- Wireless Access



For Consumer

- Smart Home System
- Cloud Video Doorbell



Industry Automation System

- Smart equipment remote monitoring system
- Machine Health managing system (MHm)



Product Solution for Small-Medium Enterprise



KTS (10 ~300 users)
616A / 412H / 2488 / 360F



IPKTS (50~200 users)
IP50 / IP100 / IP320



X16 (6x16, 16 users)



IP Phone Series



Video Conference Speakerphone

Smartphone Business
Communication System
IG7600



SME SD-WAN router series (Fusion Gateway)



Campus Security System

Product Solution for Carrier

Broadband Access

GPON for Broadband Service



1x GbE GPON ONT



4x GbE GPON ONT



GPON IAD with RF Overlay

Connected Home

Home Connectivity



Smart Charger
w/ Wi-Fi repeater

Mobile Access

LTE / In-building & Hotspot
for Enhanced Mobile Service



4G VoLTE Router



IMS /VoLTE ATA

Product Solution for Consumer

Smart Home System



IP Video Outdoor Phone



IP Video Outdoor Phone



7" / 10" Indoor Phone



APP for Android, iOS



e-Gateway Central Management



Security Phone



Smart Video Doorbell



IP Video Doorbell



Cloud Video Doorbell



APP for Android, iOS



Industry Automation System

Machine Health managing system (MHm)

- 1. MHm Server-based
 MHm App-based (iOS & Android)
- 2. Smart Motor + MHm
- 3. Smart Inverter + MHm
- 4. Smart Motor Upgrade Kit
- 5. Smart Vibration Gauge
- 6. Smart Sensors
- 7. Portable Vibration Diagnosis Instrument



MHm Server Based
(Up to 300)



MHm App Based
(Up to 10)



Motor + MHm



Switchgear + MHm



Inverter + MHm



IoT Gateway



Voltage & current Transducer



Smart Vibration Gauge



Portable Vibration Diagnosis Instrument

New Key Product

The Smart Vibration Gauge can be used as “**Portable** Vibration Diagnosis Instrument”



- Integrated Vibration Gauge x 2

- IoT Gateway with Built-in WiFi x 1

- Mobile Power Bank x 1

- Versatile and Easy to use Smart Phone APP (iOS, Android)



Plug and Play

Industry 4.0

1. All electrical power used by integrated gauges and IoT Gateway are supplied by standard 5v mobile phone power-pack, no electrical connecting cables are needed.
2. All interactive diagnosis between Gateway and smart phones are operated via WiFi, no network connecting cables are needed.

Just plug the gauges and the mobile power pack to the Gateway and play.



On-site Maintenance Operations

1. Measure the 3-axis velocity/acceleration RMS data of the motor equipment, and compare against its specified values.
2. Select FFT data and examine for energy distribution in Frequency-Domain.
3. From the frequency distributions, do interactive diagnosis on possible defects in alignment, balance, soft-foot and bearings. The IoT software and smart phone App will guide the diagnosis.
4. Record all operation data for future repair references.

The portable instrument connects 4 vibration sensors, and its WiFi allows multiple craft persons for simultaneous analysis. It changes the vibration measurements, and dramatically reduces the on-site maintenance time, vastly improves maintenance efficiency.

The Four Features of TECOM Portable Diagnosis Instrument

1. Time Frequency Selectable

The time-domain and frequency-domain signals of the vibration are selectable at the connecting smart phones.

2. Replacement the use of Frequency Spectrum Analyzer

The smart vibration sensors, the IoT Gateway and the connecting smart phones, when working together, can be a replacement of an expensive Frequency-Analyzer at any site.

3. Three-in-one

The three operations: vibration measurement, analysis and diagnosis, are integrated into one operation by the portable instrument.

4. Plug-and-Play

No power wires, nor network wires are needed, just plug and play, amazing easy to use.

The Two Major Benefits:

1. Vastly enhance the maintenance operations on vibration measurements.
2. The collections of complete data of any motor equipment on its first commissioning would be vital information for future repair reference, as well as for Big Data analysis.

Financial Report

Financial Report –

Consolidated Statements of Comprehensive Income-YOY: 9 Months

Unit:NT\$M

	2017		2016	
	Jan. ~Sep.	%	Jan. ~Sep.	%
Net Operating Revenue	2,464.7	100	2,923.9	100
Gross Profit	255.6	10.4	368.8	12.6
Operating Expenses	(303.7)	(12.3)	(331.6)	(11.3)
Operating Income (Loss)	(48.1)	(2.0)	37.2	1.3
Net Income (Loss)	(40.4)	(1.6)	55.3	1.9
Basic EPS(NT\$)	(0.13)		0.16	

Financial Report –Consolidated Balance Sheets

Unit:NT\$M

<u>Assets</u>	<u>2017/9/30</u>	%	<u>2016/9/30</u>	%
Cash and Cash Equivalents	383.9	17.0	301.3	10.9
Current Assets	1,518.4	67.2	2,054.7	74.3
Total Assets	2,258.8	100.0	2,765.4	100.0
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<u>Liabilities and Stockholders' Equity</u>	<u>106/9/30</u>	%	<u>105/9/30</u>	%
Short- term Credit	682.1	30.2	909.8	32.9
Current Liabilities	1,418.7	62.8	1,901.9	68.8
Total Liabilities	1,667.1	73.8	2,199.0	79.5
Stockholders' Equity	591.7	26.2	566.4	20.5
Liabilities and Stockholders' Equity	2,258.8	100.0	2,765.4	100.0

Q & A

A blurred background image of a person, possibly a woman, with long hair, wearing a light-colored top. The image is out of focus, showing soft colors and shapes.

Thank You

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