



Tecom – Investor Conference

11/3, 2021

 **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 Products
- Key Products & Applications
- Financial Report
- Q & A

Company Overview

Overview

Established

:

1980

Headquarter

:

Taiwan (SBIP, Hsinchu)

IPO

:

1991/11

Chairman

:

C. K. Liu

GM

:

K.R. Chen

Capital

:

9.5B

Overview

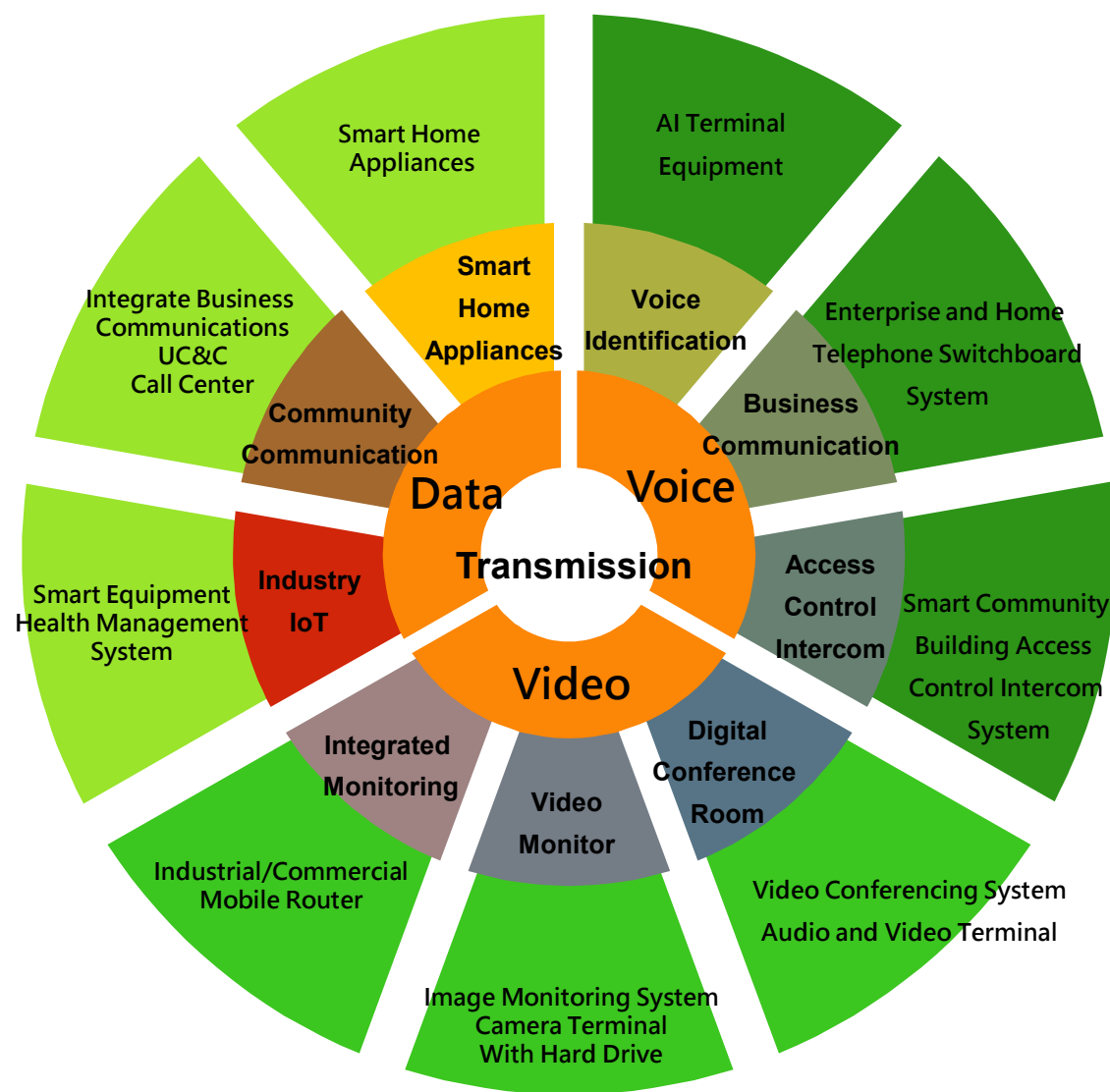
TECOM Co., Ltd, a TECO Group High-tech company was established in 1981, at the famous Hsinchu Science Park.

- 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.
- 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
- The innovative applications of the IoT Gateway lead Taiwan.
- Industrial Internet of Things (IIoT), a full range of Smart IoT Gateways, Wired/Wireless Smart Vibration Sensor components, Smart Monitoring equipment and Cloud Health Management Platform, Automatic Inspection Monitor System, leading the industry with a variety of innovative applications.

Major Products & Applications

TECOM Communication System Platform: Eco-System

- Communication
- Conference
- Monitor
- Data
- Control
- Mobile
- Network
- Visual
- Cloud



Product Solution for Small-Medium Enterprise

Business Communication System



Video Conference Speakerphone



Access Control System

Broadband Access



Fusion Access System for SMB



4G/5G LTE Router

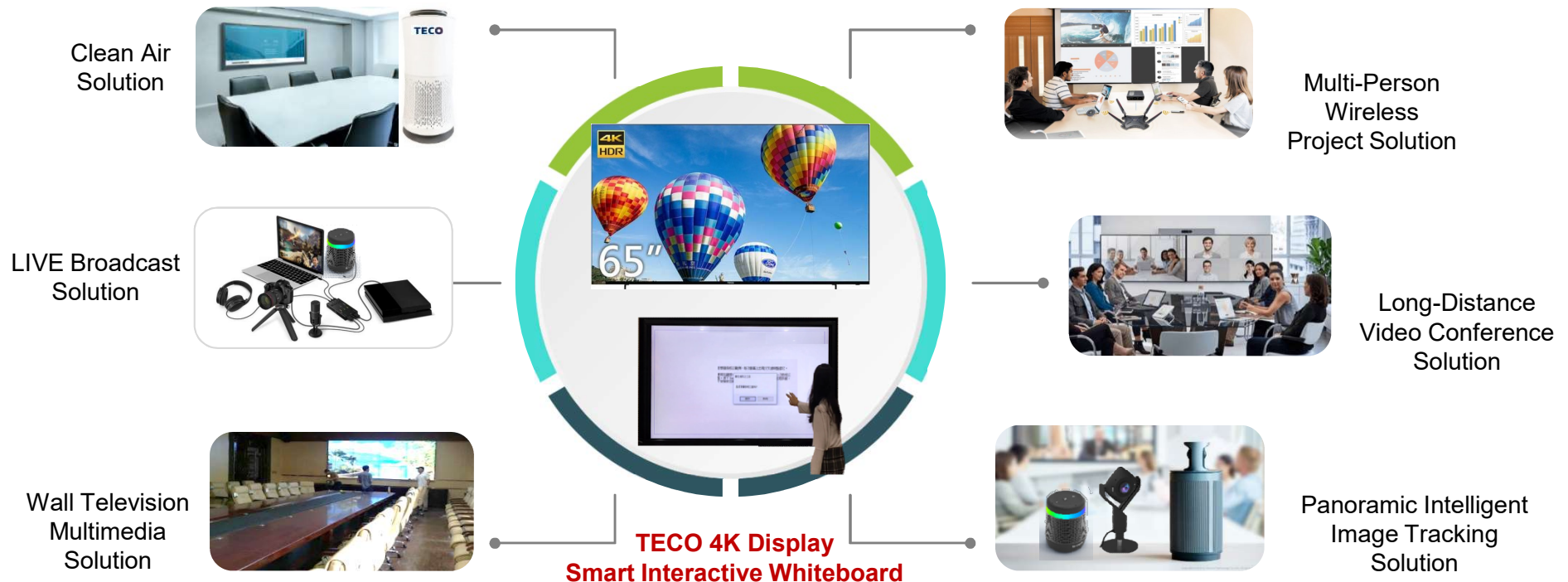


Market Applications

- **Video Conferencing System:** In the post-epidemic era, considering information security, we provide a series of video conference products for Small and Medium-sized enterprises.
- **Cloud Customer Service System:** Integrated IP switches, combined with UC&C (Integrated Communication and Collaborative Cooperation) applications, enable enterprises to provide high-quality services with cost-effective communication systems and strengthen customer.
- **Intercom System:** With Cloud applications and the popularity of Smart Phones, provide better access of security control and management for community buildings and residents, using mobile phones for video intercom and monitoring at any time.
- **Mobile Wireless Router:** Government actively promotes the management of the Green Energy Industry and the safety of passenger and freight vehicles. Monitoring data and images such as Electric Vehicle battery switch stations, Electric Vehicle charging stations, street intersection monitoring and safe driving information are sent back to the Control Center in real time.
- **Large IP Switch:** Global IP Network Communications are widespread, providing a complete series of IP network switches. When companies expand their operations, they can integrate and upgrade the existing IP switch capacity to meet the growth needs of companies.

Digital Conference Room Project Strategy

Goal - There are currently 1.5 million Small and Medium-sized companies in Taiwan, most Meeting Rooms are still using traditional 720P projectors, and the company's digital transformation is just beginning. TECO's large-size 4K Liquid Crystal Display, with a digital Conference Room solution can assist Small and Medium-sized companies in digital transformation.



Product Solution for Consumer

Smart Home System

Cumulative installed nearly 100,000



IP Video
Outdoor Phone



IP Video
Outdoor Phone



7" / 10"
Indoor Phone



APP for
Android, iOS



e-Gateway
Central Management



Security Phone



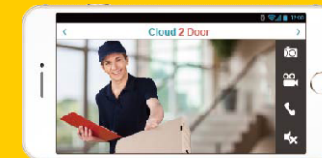
Smart Video Doorbell



IP Video Doorbell



Cloud Video Doorbell



APP for
Android, iOS



Tecom Integrated Building Management System



東訊x智慧
好宅大平台

(Integrated Building Management System)



LAN

Health and
Comfort

Environmental Quality
Monitoring System



Facility
Management

Security Protection
Monitoring System



Video
Surveillance

Intelligent Video
Surveillance System



Safety and Disaster
Prevention

Emergency Intercom



Energy-saving
management

Electrical and
Mechanical Facilities
Monitoring System



Development Platform, widely used in every Construction Project, Increase Revenue per Project; Including building access control, IP CAM, BA controller... etc.,

Smart Building Design and Planning



IIoT -Smart Machine Products

Smart value-added



Chiller expert platform
(energy-saving)



Metal forming expert platform
(energy saving + Life Extension)



Smart Motor platform

Unmanned Inspection Solution for Electric Motors



VB-168
Bluetooth
Vibration Gauges



AG-868
IoT Gateway



Smartphone APP



Smart Display (Android TV)

Maintenance

Portable Vibration Diagnosis Instrument



Pro-3200



Pro-3600



Pro-9000P

Data Collection



MHm-API



Smart
water pump
system



Smart Chiller
system

IoT Gateway



AG-300 Smart Gateway



AG-300Plus Smart Gateway



xDAQ- 600 IoT Gateway



AG-868 IoT Gateway



TP-7 IoT Gateway

Sensors



Electrical Meter



Temp. Sensor



Smart Vibration Gauges



Vibration Gauges
with Display



Bluetooth
Vibration Gauges



Bluetooth
Vibration Temperature
Gauges

New Key Product

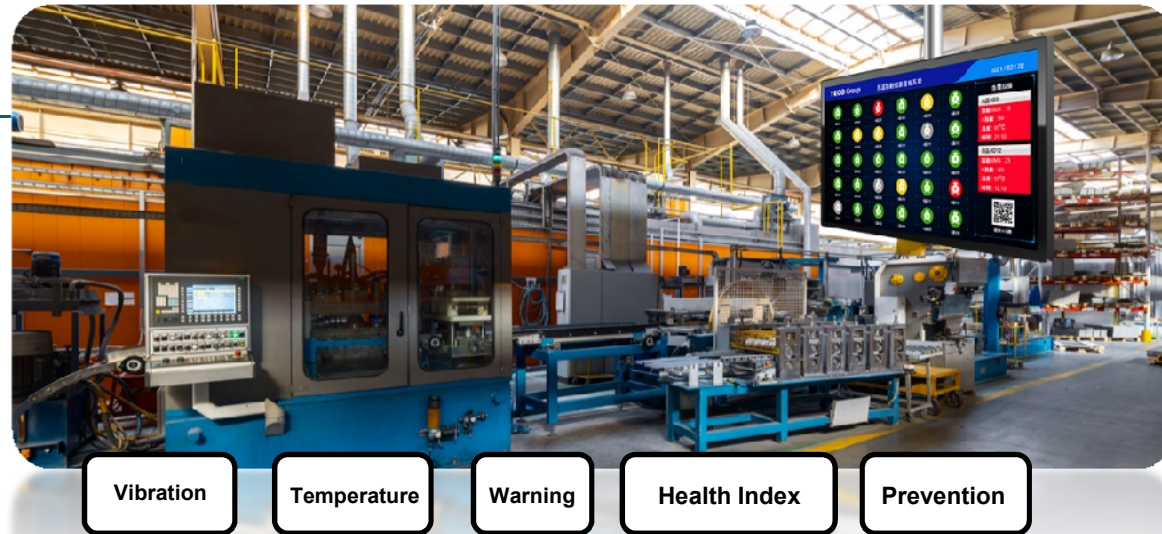
「Fully Automatic Inspection Solution」

Many conventional types of motors, fully automatic

「Basic Health Data」: Vibration Value, Temperature Value and Health Index.

Replace traditional manual inspection





This Solution is specially designed for the inspection of the Motors “Vibration” and “Temperature” in the Factory. Vibration Temperature Sensor can be installed on various type of Motor, the information regarding the Motor can be obtained:

Vibration Value, Temperature Value, Warning Information, Health Index, Prevention Time Frame. The acquired data can be presented in “Real Time” to Smart Display Platform and mobile phones, which is simple and easy to use.

Three Views · Multiple Choices



MHm-P/KB Health
Management Platform
Central Control



Mobile Phone Monitor
Mobile View



Automatic Inspection
Display Platform
On-Site Inspection

Applications

1. Factory : Taiwan's First-line Panel Factory, with factories in Taiwan and China

Application : Automatic inspection of factory (water) equipment

- ① Pure water pump motor (first batch of 147 units)
- ② Originally manual inspection, upgraded to Automatic Inspection
- ③ System replaces manual labor, accurate test data
- ④ Immediate system reports and maintenance is processed quickly
- ⑤ Health Index arranges scheduled maintenance and overhaul schedule

2. Factory : Taiwan's Top Delivery Company, Automatic Warehousing

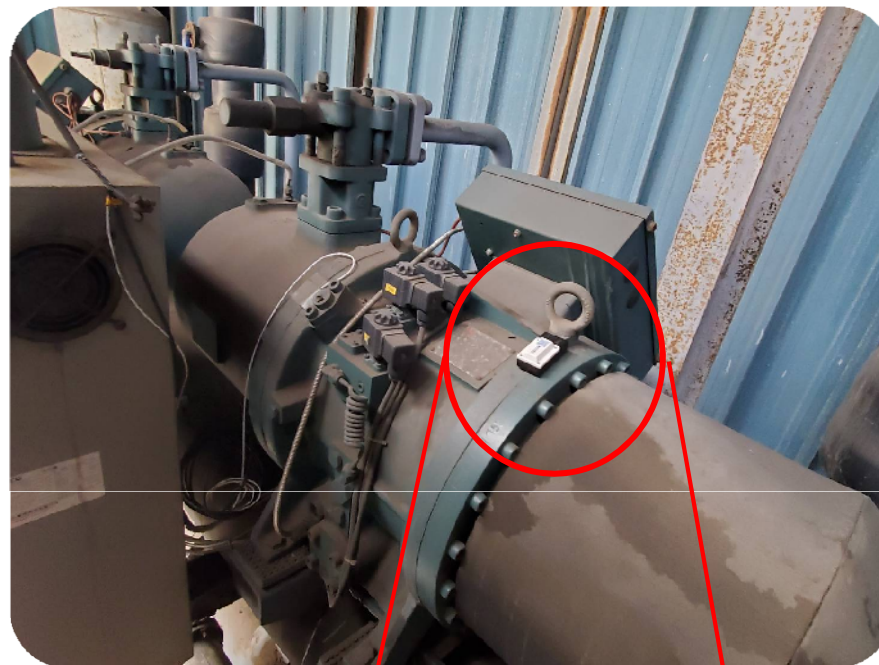
Application : Automatic Inspection of conveyor belt motor sorting system

- ① Originally manual inspection, upgraded to Automatic Inspection
- ② Usage of Health Index H5 (H4) as the limit. When Health Index reaches the limit, it is time to replace motor.
- ③ Original maintenance system, motors are replace regularly. According to the Health Index, the Automatic Inspection can pick out the motor that needs to be replaced, reducing excessive maintenance costs.

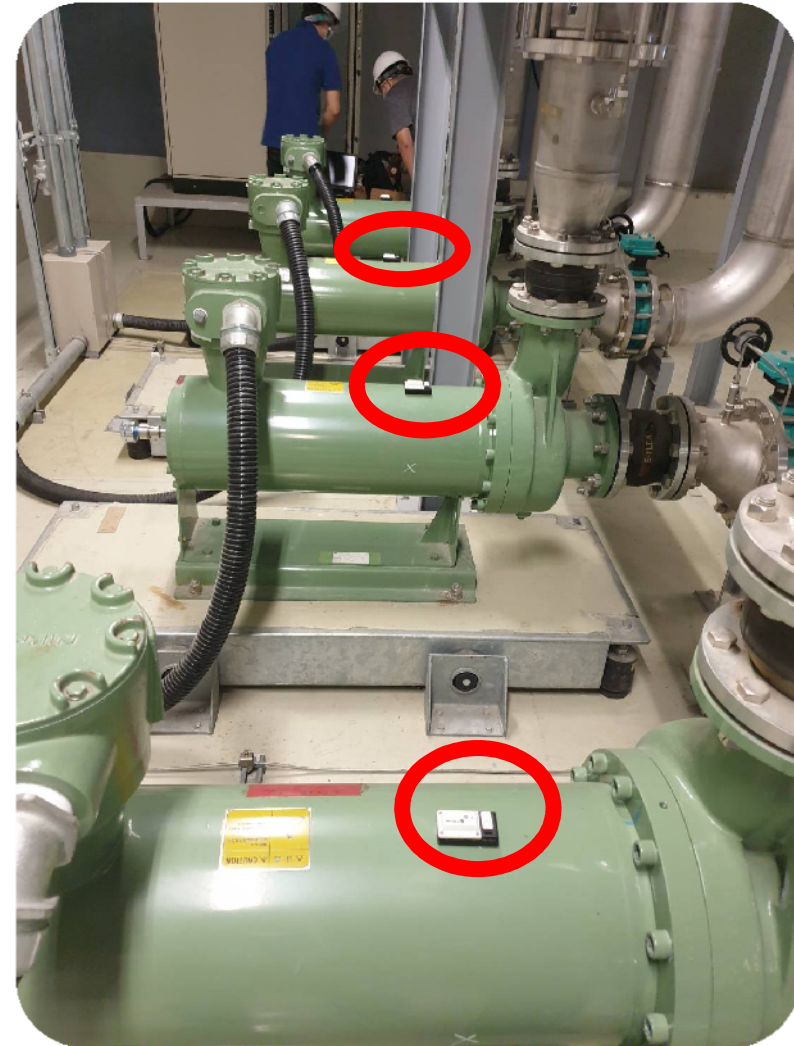
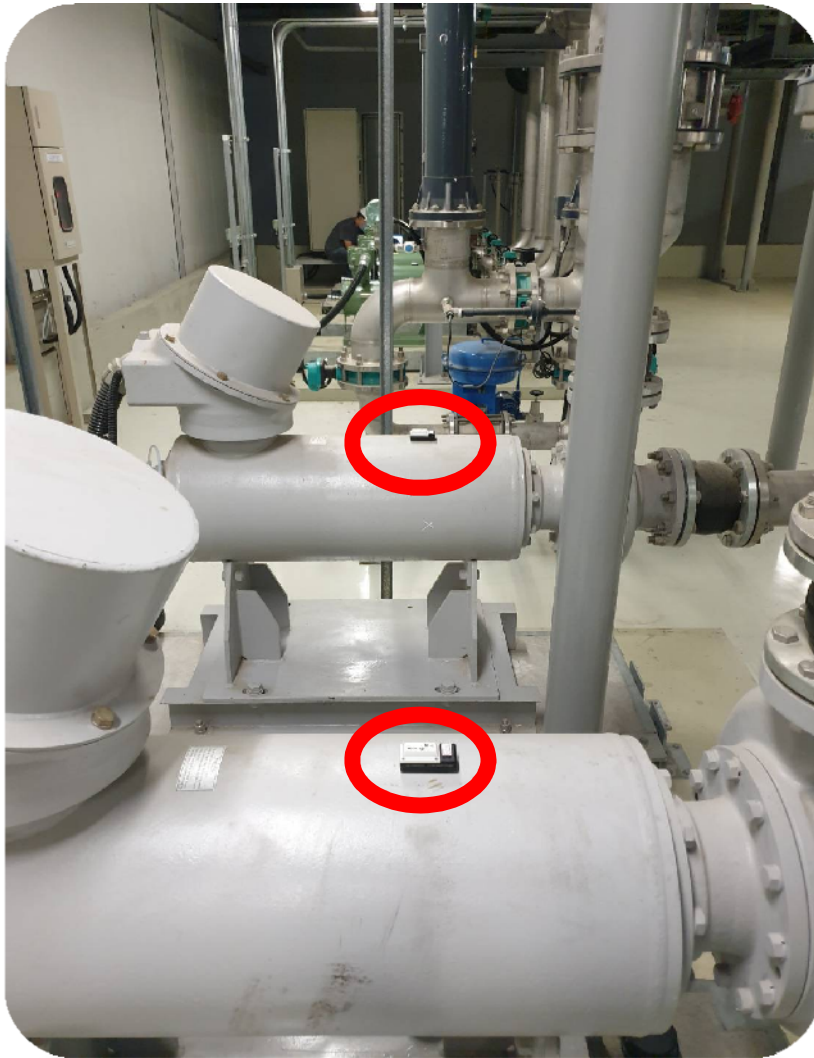
Examples of Factory and Production Equipment : Production Line Conveyor Belt



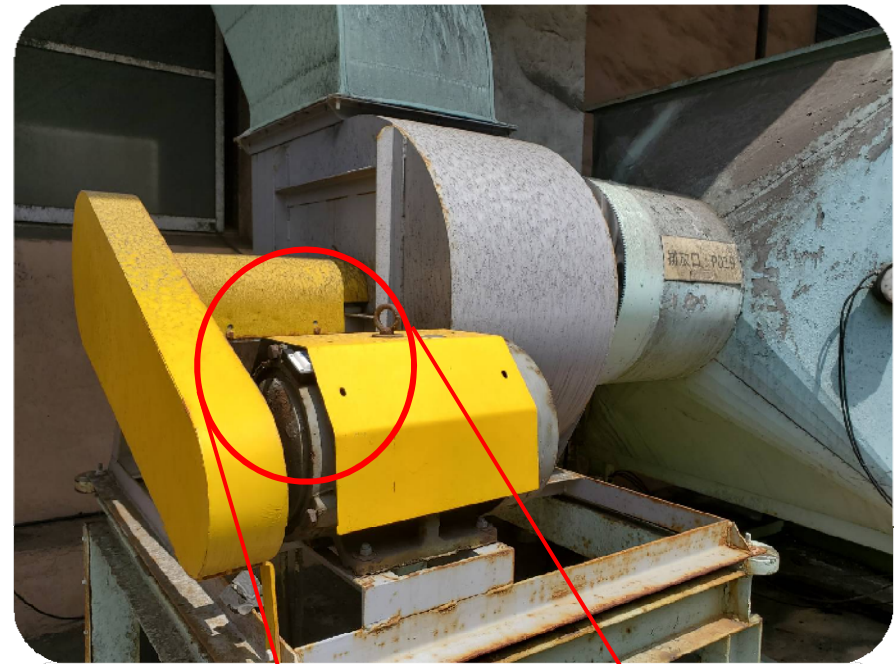
Water Chiller



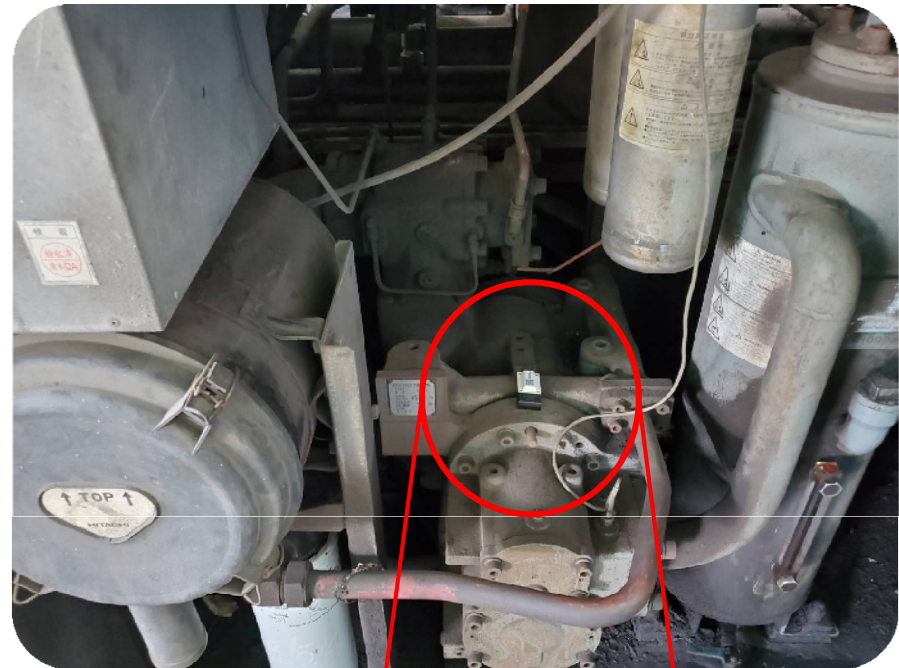
Water Pump



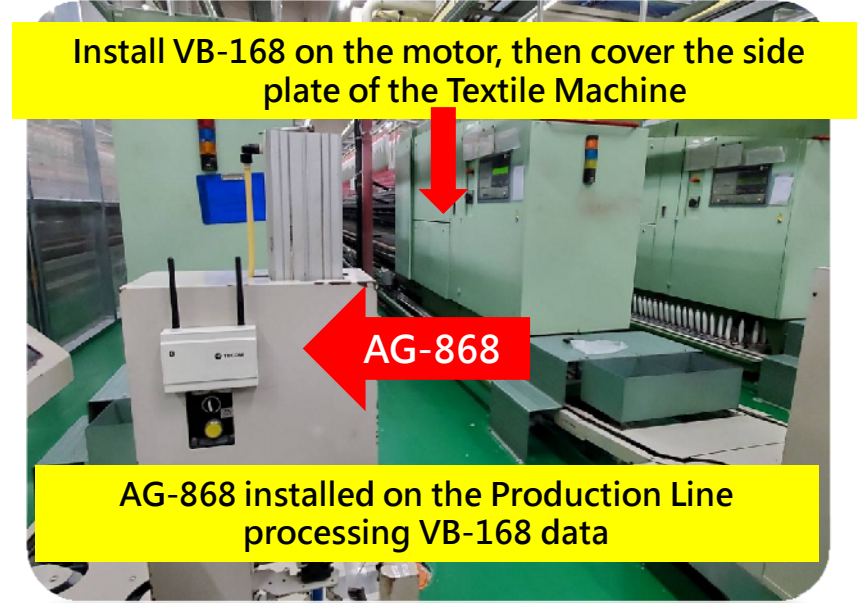
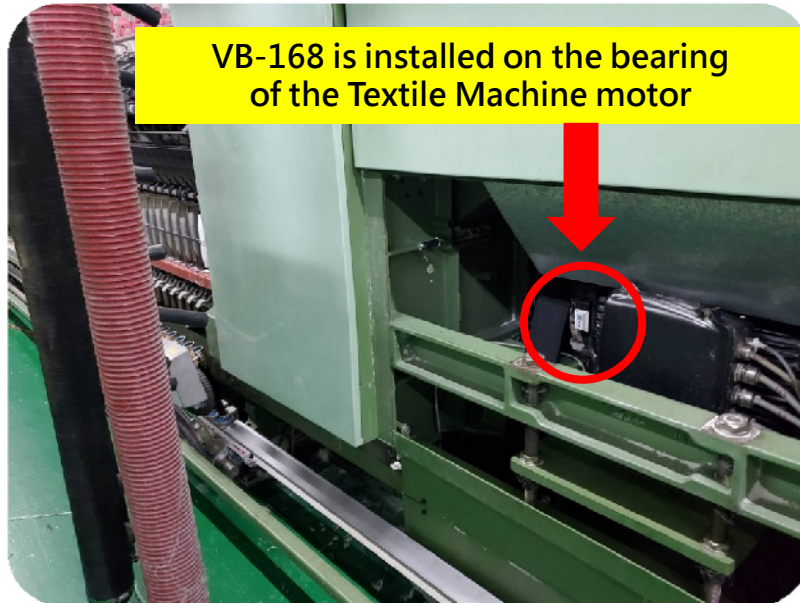
Wind Blower



Air Compressor



Textile Mill



Paper Mill



Conclusion

Self-Service Inspection Factory

Traditional Manual Inspection Terminator

- **Use modern technology and equipment to replace the traditional work mode.**
- **Use intelligence to realize unattended and unmanned inspection**
- **Manned to unattended**
- **Sensors provide real-time data return, and central control management replaces on-site inspection**
- **Blue collar to white collar**

Financial Report

Financial Report-

Consolidated Statements of Comprehensive Income-YOY:6 Months

	Unit: NT\$M			
	2021 Jan.~Jun.	%	2020 Jan.~Jun.	%
Net Operating Revenue	520.3	100.0	550.0	100.0
Gross Profit	117.6	22.6	75.0	13.6
Operating Expenses	(111.9)	(21.5)	(122.2)	(22.2)
Operating Income(Loss)	5.8	1.1	(47.2)	(8.6)
Net Income(Loss)	6.1	1.2	(26.8)	(4.9)
Basic EPS(NT\$)	-		(0.60)	

Financial Report-Consolidated Balance Sheets

Unit: NT\$M				
<u>Assets</u>	<u>2021/6/30</u>	<u>%</u>	<u>2020/6/30</u>	<u>%</u>
Cash and Cash Equivalents	84.8	4.4	127.6	6.1
Current Assets	960.2	49.8	1,024.0	49.1
Total Assets	1,929.0	100.0	2,087.3	100.0
<u>Liabilities and Stockholders' Equity</u>	<u>2021/6/30</u>	<u>%</u>	<u>2020/6/30</u>	<u>%</u>
Short-term Credit	632.4	32.8	673.9	32.3
Current Liabilities	1,191.8	61.8	966.0	46.3
Total Liabilities	1,466.8	76.0	1,548.9	74.2
Stockholders' Equity	462.2	24.0	538.4	25.8
Liabilities and Stockholders' Equity	1,929.0	100.0	2,087.3	100.0

Q and A

Thank You

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