



Investors Conference for 2019

unitech computer co., ltd.

Aug 13, 2019



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Agenda

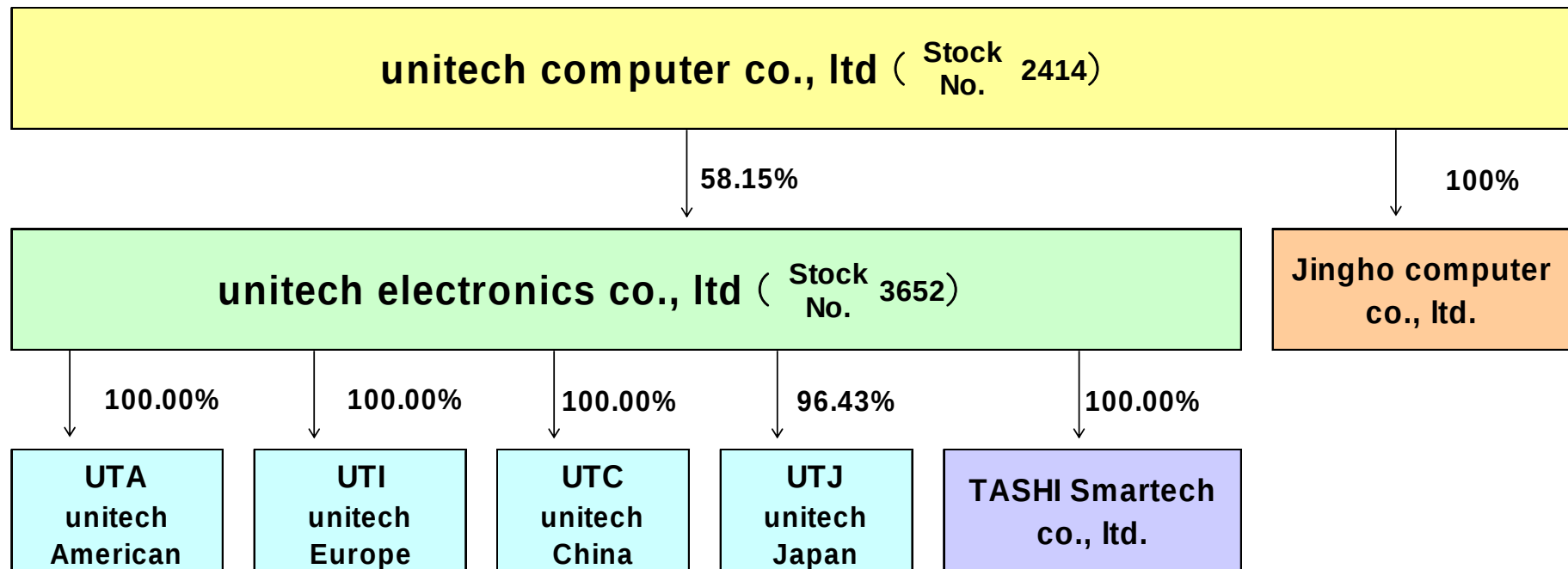
- **Company Profile**
- **Financial Review**
- **Q&A**



Company Profile

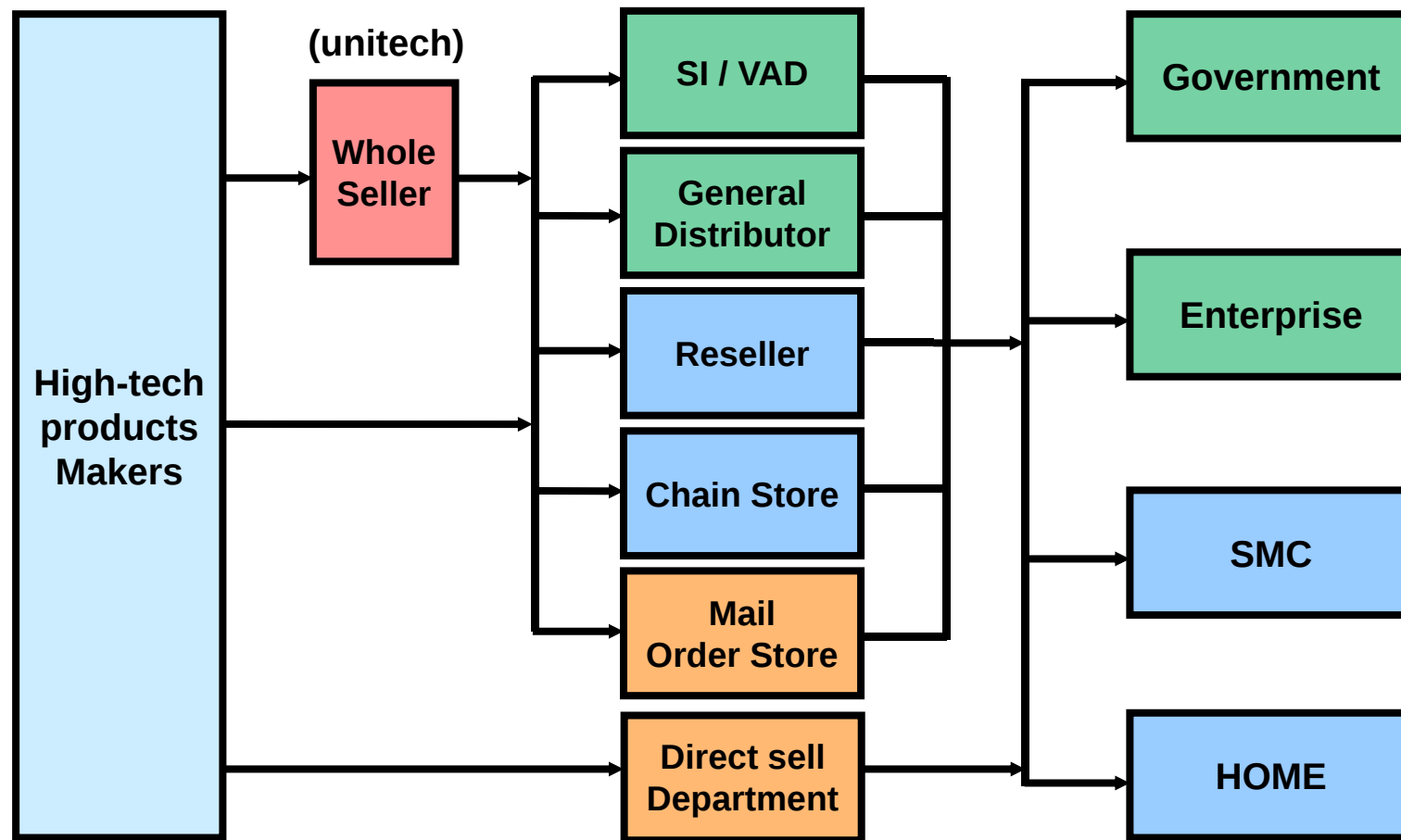


unitech Group Organization





unitech Computer Market Position





unitech Computer Main Distribution Brand

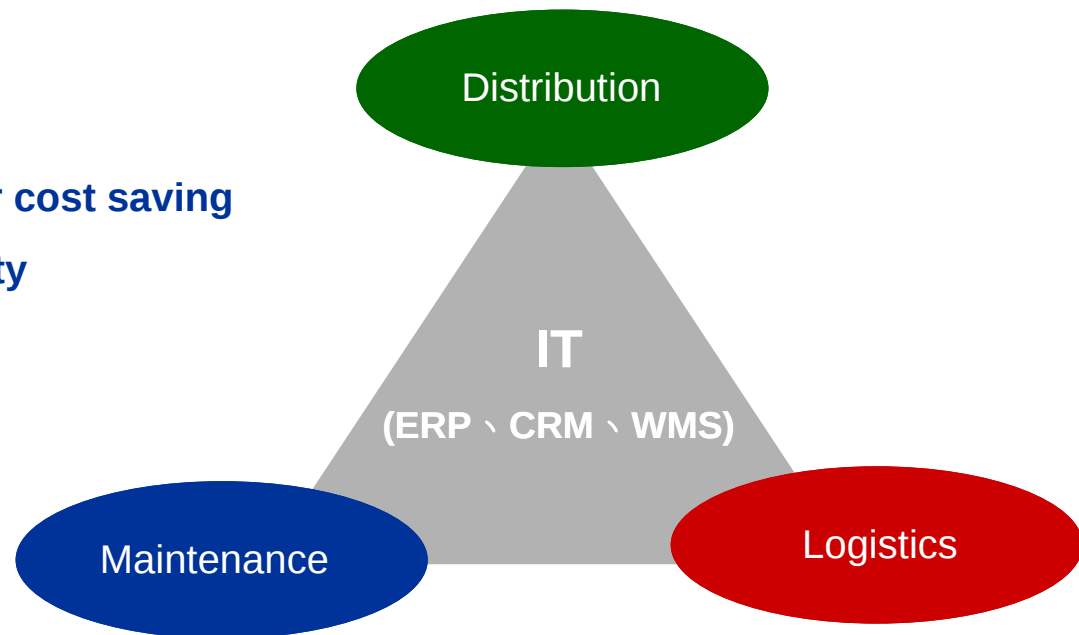




unitech Computer Business Model

**Integration of Distribution, Maintenance and Logistics with
IT infrastructures**

- 1. Maximize add on value**
- 2. Enhance productivity for cost saving**
- 3. Upgrade operation quality**





unitech Computer main products Introduced since 2018

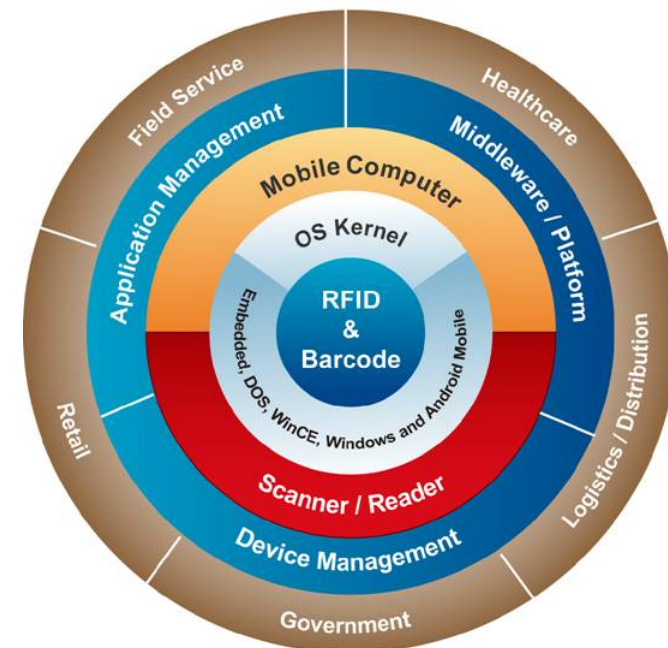
Brand	Product line
Actifio	Multi-Cloud Copy Data Management software
AMD	Processors
ASUS	HDD line
Dell EMC	Data storage
Quantum	Corporate storage solution



Subsidiary - unitech Electronics Co. Ltd

Based on RFID and barcode technology as core competence , unitech offers a wide range of Automatic identification and data capture (AIDC) products with slim size, wireless communications and rugged form factors.

1. Design and manufacture innovative ADC products to sell and market it worldwide under the own brand name **unitech**
2. Major applications
 - Warehousing, Logistics, Supply Chain Management
 - Retail Management
 - Field Services
 - Government / Police / Public Services
 - Health Care / Tele Care Services
 - Smart Living Solutions
 - Smart Environmental Control System





Subsidiary - unitech Electronics Co. Ltd

Major Product Lines

**Ruggedized or Medical
Grade PDA & Tablet PC**

**Full Range Hand Held
Barcode Scanners**

**RFID Mobile / Fixed
Readers**

**Integrated Terminal of
Security & Home
Automation**





The Group of Unitech Computer – Recent achievements

1. According to the report of Common Wealth Magazine
 - In 2018, unitech Computer is rank as No.97 among Top 2,000 enterprises in Taiwan service industry, No.18 in 3C channel , and Top 2 largest distributors in Taiwan IT channel.
 - The subsidiary, unitech Electronics Co. Ltd. is the 28th largest Computer manufacturer, base on its sales revenue in 2018.
2. According to the VDC research, unitech is currently ranked top 9 vendor in Handheld/PDA form factor rugged mobile computer. Also the first ranked in Taiwan.
3. An investment of NTD 265,000,000 in warehousing space (1844 m²) in Huaya science park as unitech Logistics & Warehousing Centers for growing market.
4. unitech PA726 rugged mobile computer and MS652 wearable scanner won the 2018 Taiwan Excellence Award
5. unitech PA760 rugged mobile computer won COMPUTEX Best Choice Award



Financial Review



unitech Group Operational Result Summary I

Unit : NT\$ Thousand

	2019H1	2018H1	YoY (%)
Revenue	8,440,373	7,950,235	6.17%
Gross profit	809,751	766,548	5.64%
Operating expense	635,645	606,117	4.87%
Operating income	174,106	160,431	8.52%
Non-Operating (income) and expense	(4,628)	(3,119)	48.38%
Pre-tax income	178,734	163,550	9.28%
Net income	146,874	141,473	3.82%
EPS (NT\$)	0.95	0.88	7.95%
Gross profit %	9.59%	9.64%	
Operating expense %	7.53%	7.62%	
Operating income %	2.06%	2.02%	
Pre-tax income %	2.12%	2.06%	
Net income %	1.74%	1.78%	

* Cumulative consolidated numbers were reviewed by CPA



unitech Group Operational Result Summary II

Unit : NT\$ Thousand

	2018	2017	YoY (%)
Revenue	17,147,711	16,844,529	1.80%
Gross profit	1,543,589	1,575,161	-2.00%
Operating expense	1,241,908	1,235,524	0.52%
Operating income	301,681	339,637	-11.18%
Non-Operating (income) and expense	(2,423)	(1,166)	107.80%
Pre-tax income	304,104	340,803	-10.77%
Net income	260,503	276,083	-5.64%
EPS (NT\$)	1.58	1.59	-0.63%
Gross profit %	9.00%	9.35%	
Operating expense %	7.24%	7.33%	
Operating income %	1.76%	2.02%	
Pre-tax income %	1.77%	2.02%	
Net income %	1.52%	1.64%	

*Cumulative consolidated numbers were audited by CPA



unitech Group Operational Result Summary III

Quarter	2017Q3	2017Q4	2018Q1	2018Q2	2018Q3	2018Q4	2019Q1	2019Q2
Gross profit %	9.21%	8.83%	9.66%	9.62%	8.64%	8.26%	9.84%	9.35%
Operating expense %	6.77%	7.30%	7.55%	7.69%	6.99%	6.84%	7.64%	7.43%
Operating income %	2.45%	1.53%	2.11%	1.93%	1.66%	1.42%	2.20%	1.92%
Pre-tax income %	2.55%	1.44%	2.13%	1.99%	1.67%	1.40%	2.28%	1.96%
EPS (NT\$)	0.50	0.27	0.49	0.39	0.39	0.31	0.53	0.42

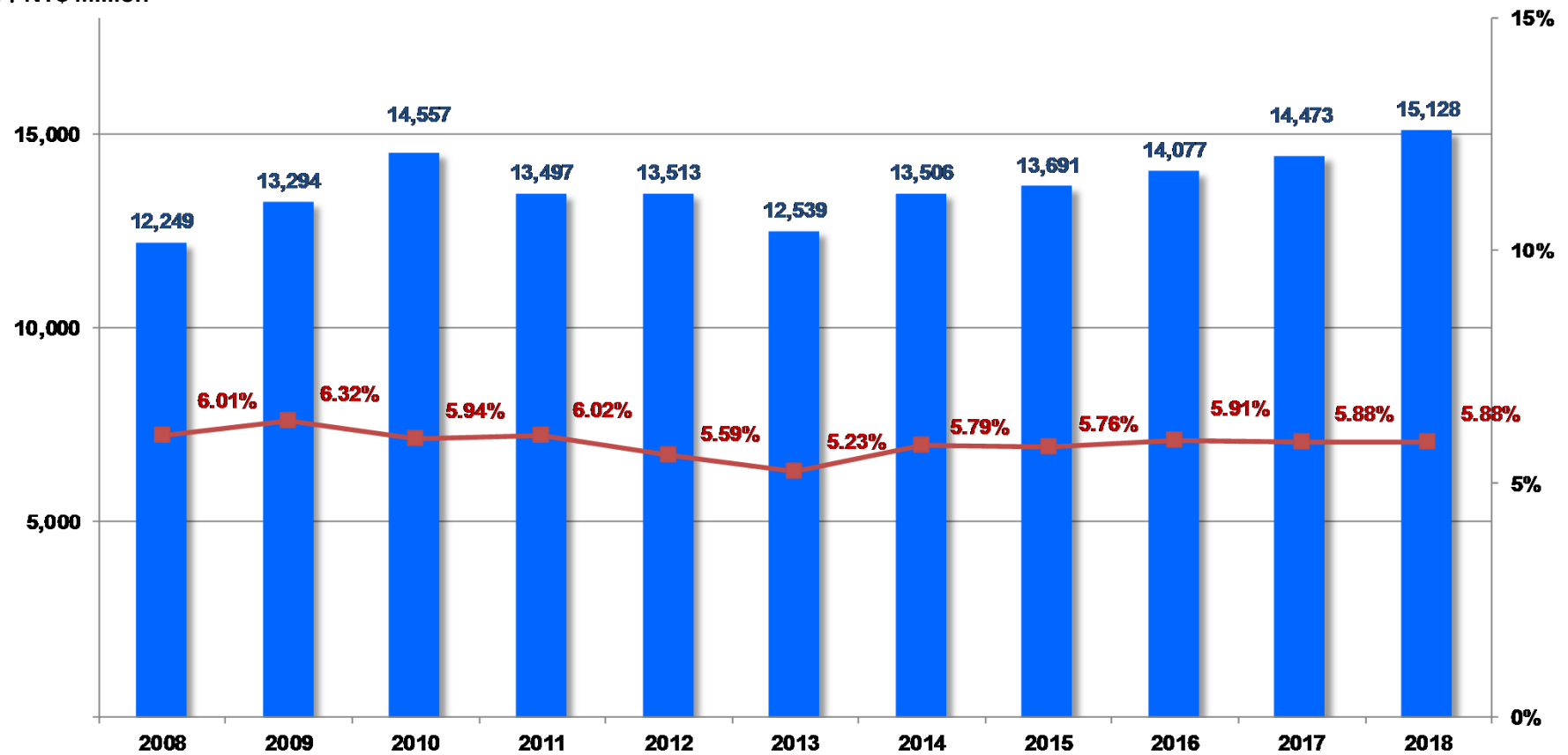
Year	2012	2013	2014	2015	2016	2017	2018	2019H1
Gross profit %	8.80%	8.66%	9.13%	9.28%	9.42%	9.35%	9.00%	9.59%
Operating expense %	7.21%	7.32%	7.13%	7.32%	7.59%	7.33%	7.24%	7.53%
Operating income %	1.59%	1.34%	2.01%	1.97%	1.83%	2.02%	1.76%	2.06%
Pre-tax income %	1.69%	1.40%	2.07%	1.90%	1.84%	2.02%	1.77%	2.12%
EPS (NT\$)	1.28	0.97	1.56	1.38	1.44	1.59	1.58	0.95
ROE	8.65%	6.59%	10.16%	8.92%	9.21%	10.02%	9.80%	6.09%

* Cumulative consolidated numbers were audited/reviewed by CPA



Revenue & Gross Profit Rate– Channel of Technology Products

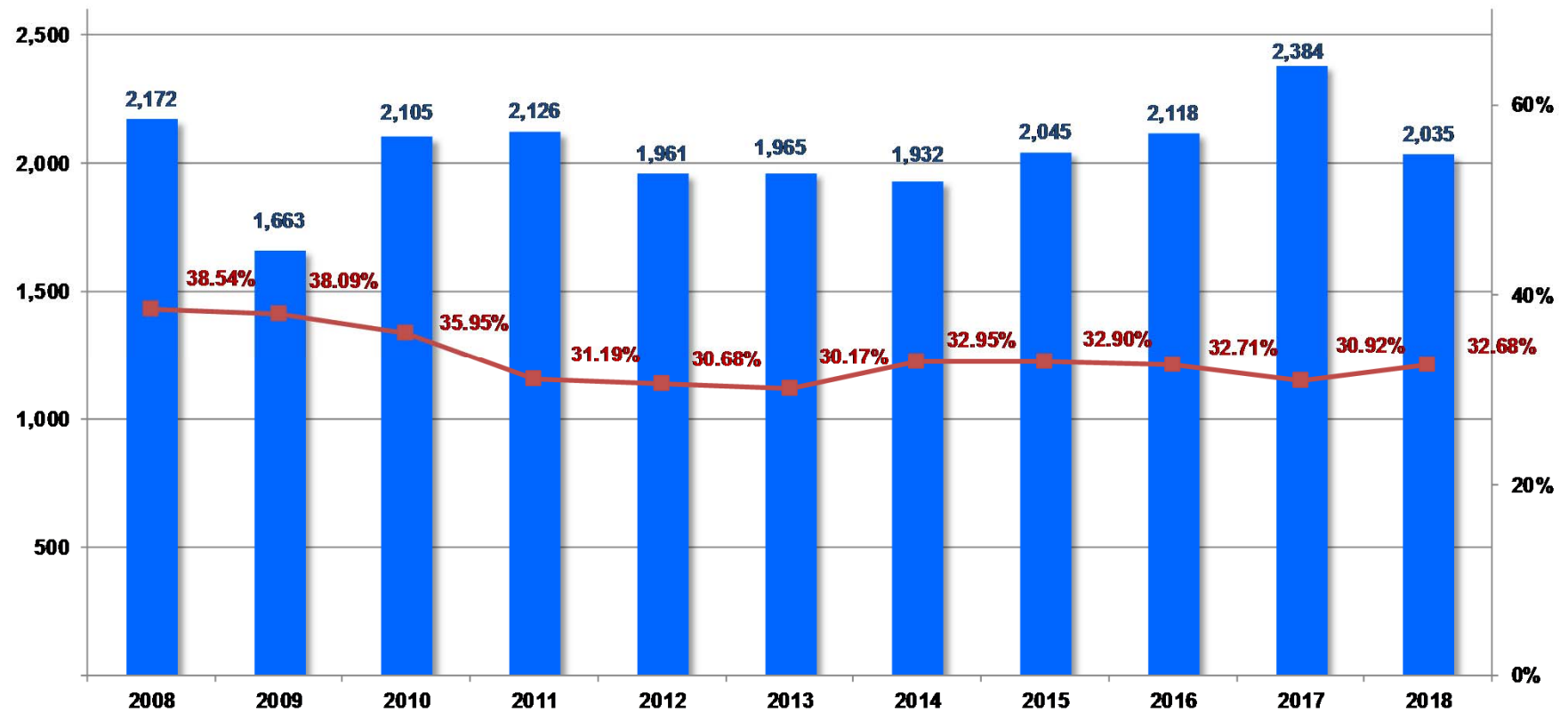
Unit : NT\$ Million





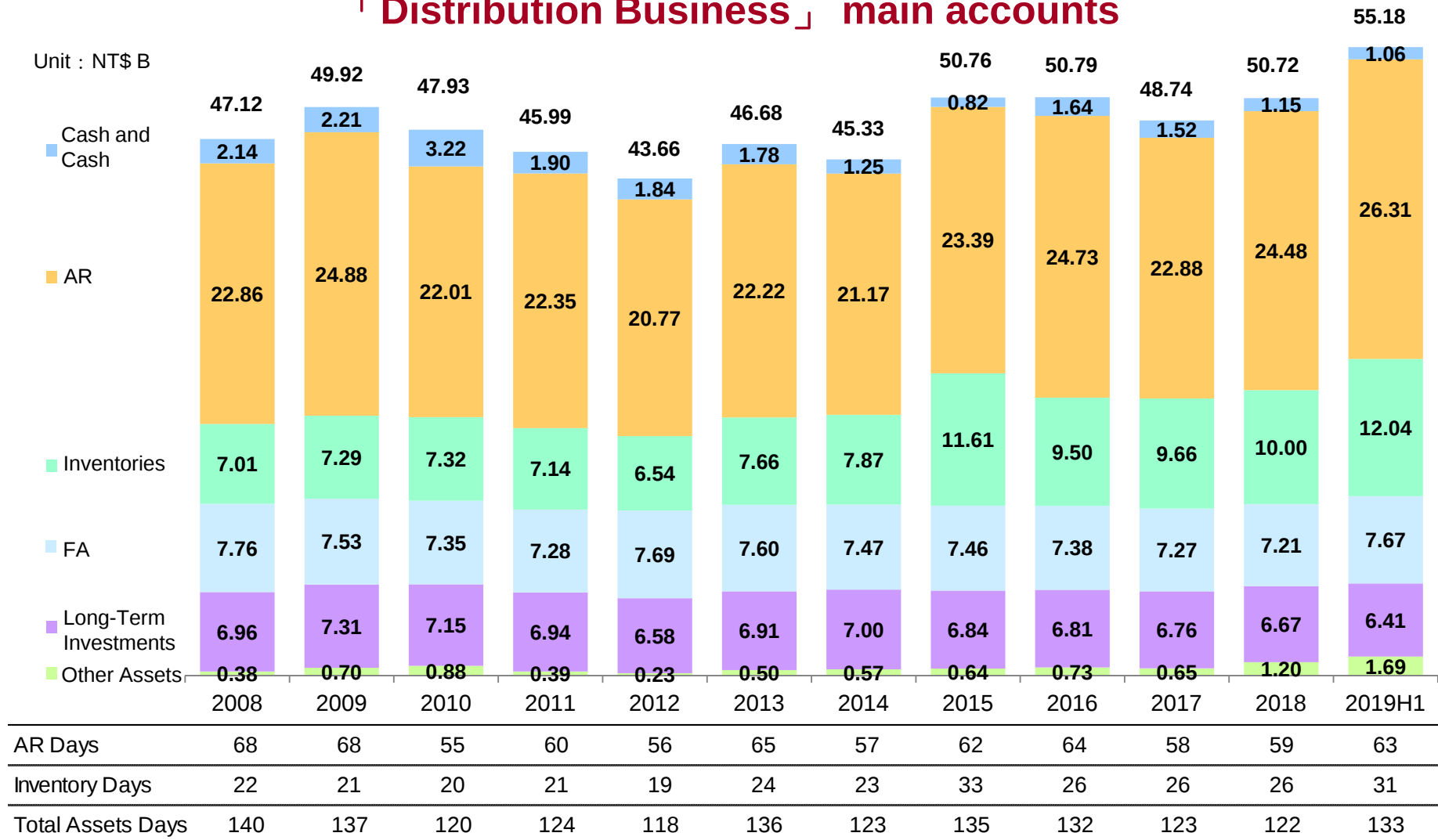
Revenue & Gross Profit Rate– Automatic Data Collection (ADC) products

Unit : NT\$ Million





「Distribution Business」 main accounts

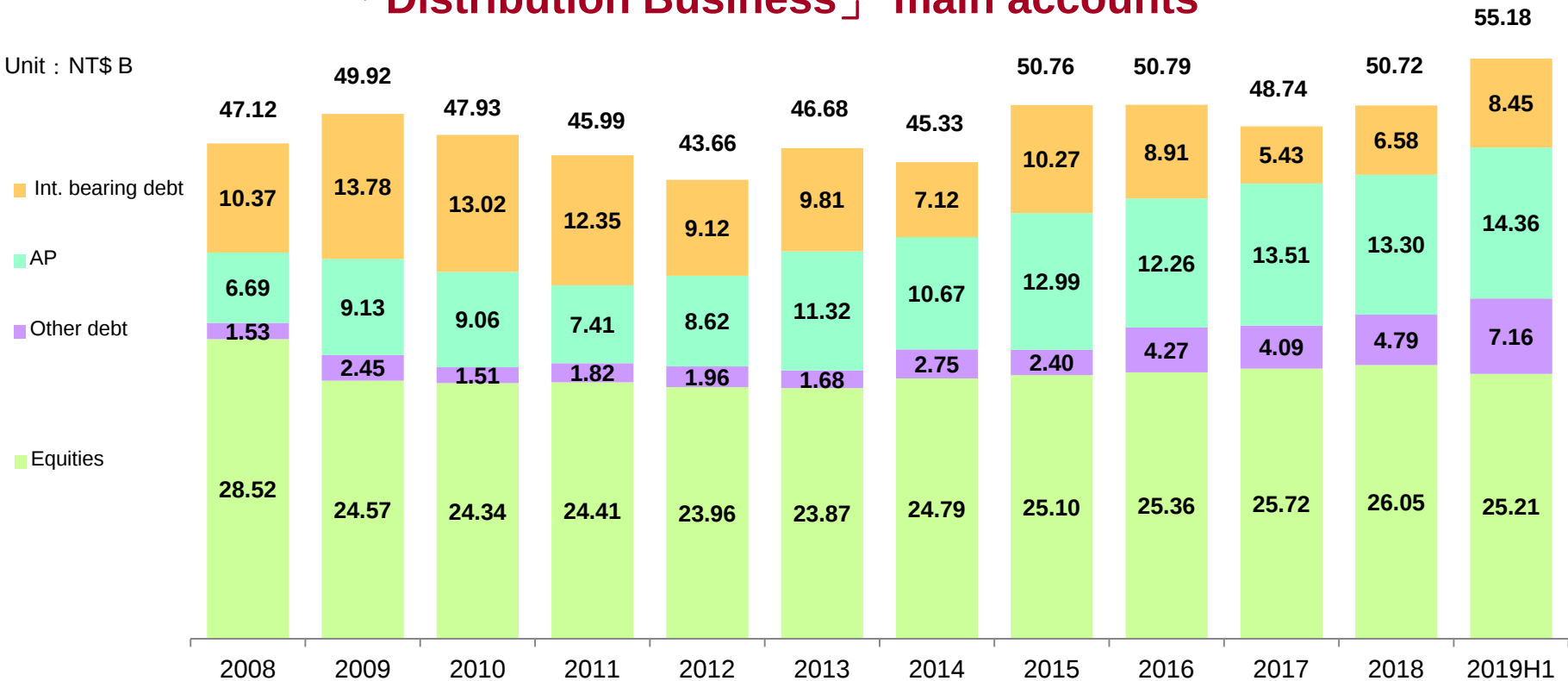


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「Distribution Business」 main accounts

Unit : NT\$ B



Current ratio	191.23%	142.99%	145.55%	152.40%	156.76%	146.50%	152.52%	143.71%	146.15%	153.66%	151.50%	137.28%
Quick ratio	149.51%	113.13%	113.32%	117.77%	121.60%	111.43%	113.23%	97.51%	107.72%	110.29%	109.69%	96.08%
Debit ratio	39.47%	50.79%	49.22%	46.92%	45.12%	48.86%	45.32%	50.55%	50.08%	47.24%	48.63%	54.31%
Net Int. bearing debt / equity	36.38%	56.08%	53.52%	50.60%	38.06%	41.10%	28.72%	40.92%	35.13%	21.09%	25.25%	33.53%
Book value per share (NT\$)	13.84	15.19	15.05	15.09	14.81	14.76	15.33	15.52	15.68	15.90	16.11	15.59

* Cumulative consolidated numbers were reviewed by CPA (2019H1:end of June , others end of the year)



Dividends Policy

Unit : NT \$

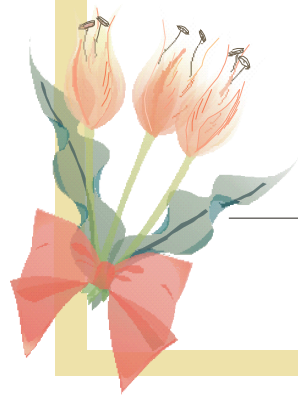
Distribute year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Operating year	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
EPS	1.14	1.42	1.47	1.50	1.28	0.97	1.56	1.38	1.44	1.59	1.58
Cash dividends (share)	1.10	1.32	1.32	1.35	1.15	1.00	1.20	1.25	1.30	1.40	1.45
Stock price(ave.)	13.71	14.88	18.37	14.81	14.85	14.33	16.86	17.57	16.52	18.62	20.07
Yield rate	8.02%	8.87%	7.19%	9.12%	7.74%	6.98%	7.12%	7.11%	7.87%	7.52%	7.22%



Q & A



Many thanks for your inputs
We wish you all the best



Thank you

To find out the latest information on Unitech,
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