Investors Conference for 2024

unitech computer co., ltd.

Aug 8, 2024

Disclaimer

The statements of unitech for its current expectations provided herein are forward-looking. These statements are subject to risks and uncertainties that might cause significant deviations from actual results. Unitech undertakes no obligation to update the forward-looking statements to reflect events or circumstances after the issuance of the statements.

Nothing contained herein constitutes an investment advice, offer or solicitation for the purchase or sale of any financial instrument. Neither unitech nor any of its officers or employees shall be liable for any direct, indirect or consequential loss, damage, cost or expense incurred or arising from any use of the information contained herein.

Agenda

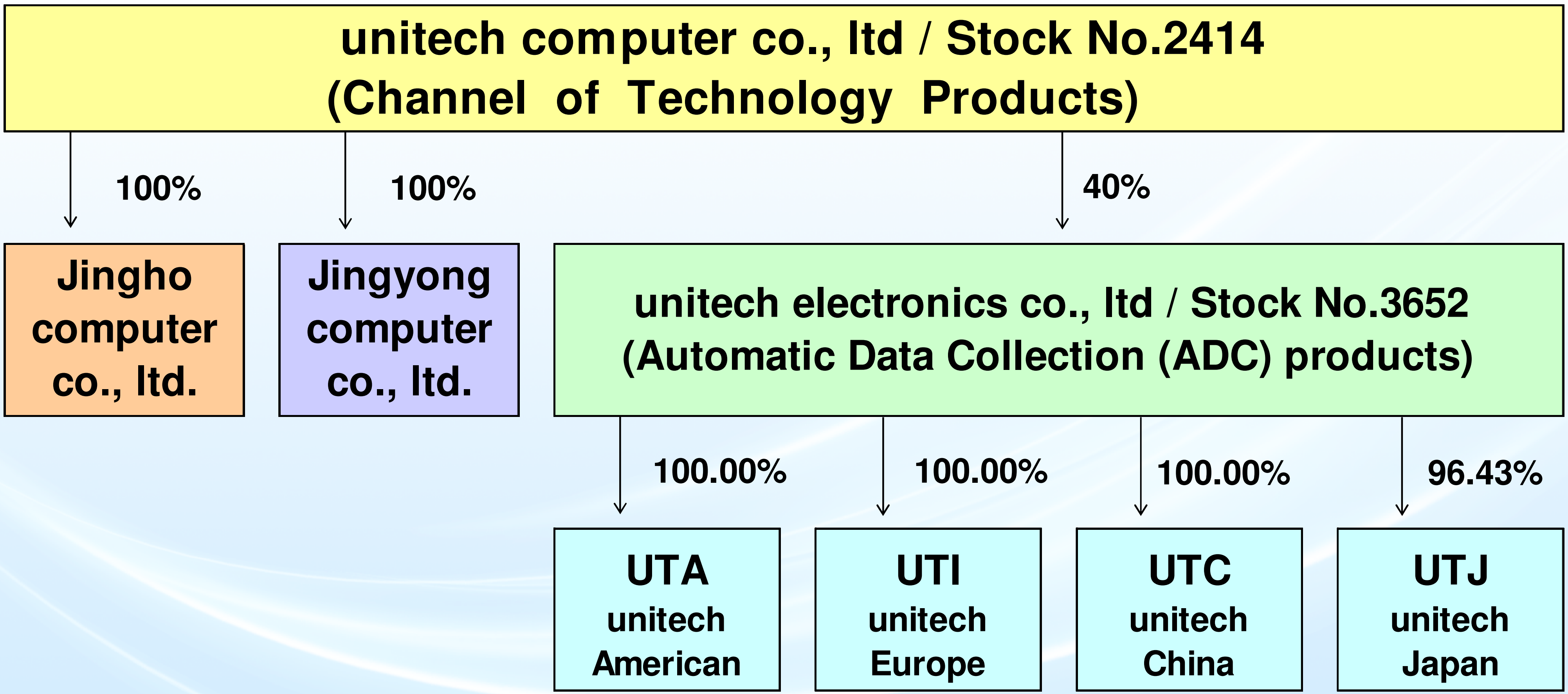
- Company Profile
- Financial Review
- Q&A

Company Profile

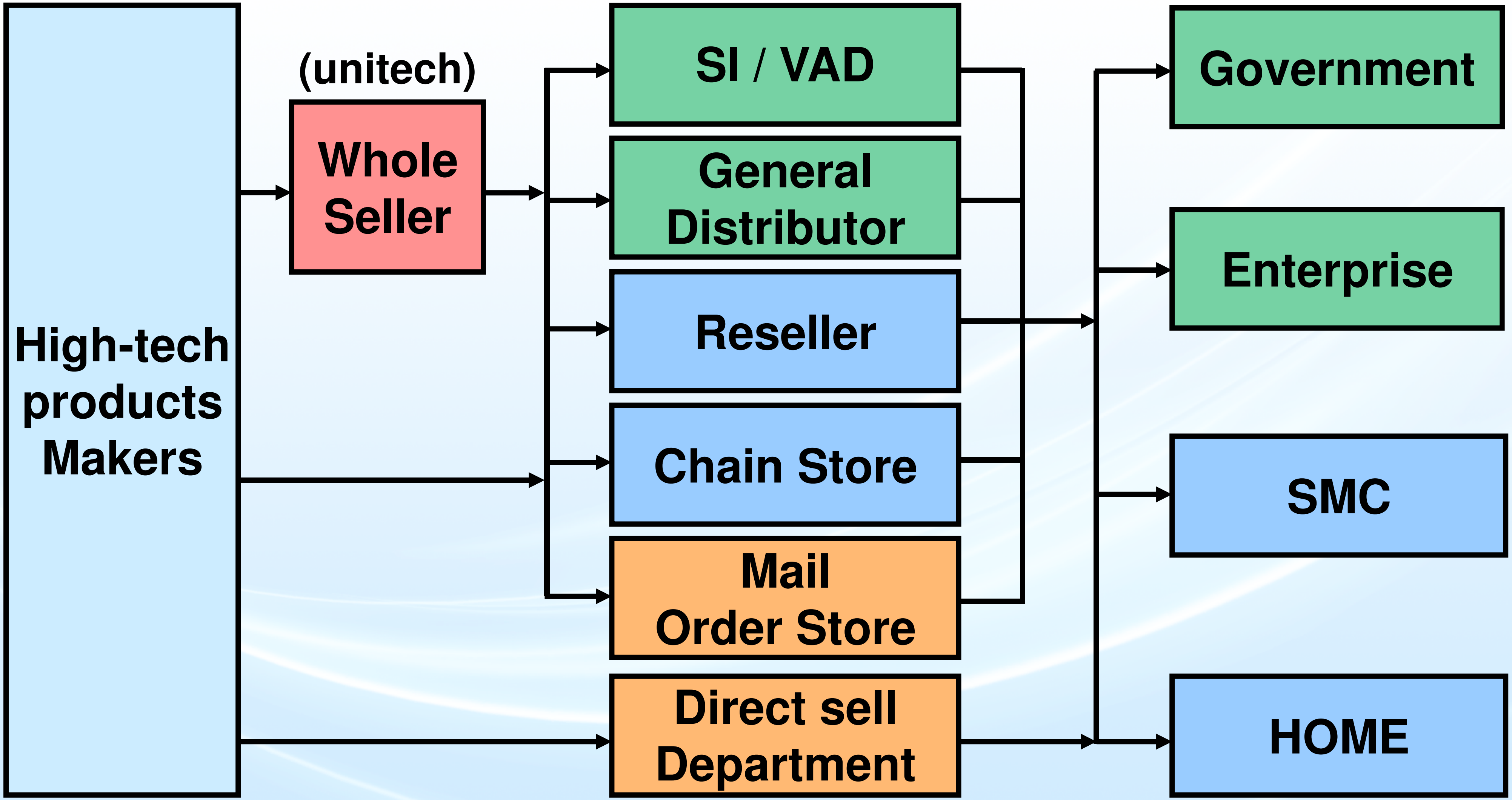
Company Profile

- **Date of establishment：** March 1979
- **Focus Business：** Channel of Technology Products
  Automatic Data Collection Products
  (Design, Manufacturing & Marketing)
- **Capital：** NTD $1,617,358,460
- **Employee number：** 800 (worldwide)
- **Stock listed Company in OTC：** February 1998
- **Stock listed Company in TWSE：** September 2000
- **Headquarters：** Neihu Dist., Taipei City, Taiwan
- **Factory / R&D Center：** Xindian Dist., New Taipei City, Taiwan
- **Distribution Center：** Linkou Dist., New Taipei City, Taiwan
  Gangshan Dist., Kaohsiung City, Taiwan

Organization



Channel of Technology Products - Market Position



unitech

Channel of Technology Products - Main Distribution Brand

acer | ADATA | Apple Authorized Distributor | ASUS | ATEN | AXIS COMMUNICATIONS | BARCO

BenQ | Canon | DATACORE | DELL | DELL Technologies AUTHORIZED DISTRIBUTOR | D-Link | FUJIFILM

FUJITSU | GARMIN | GeneTouch | Hanwha Vision | hp | Hewlett Packard Enterprise | Kingston TECHNOLOGY COMMITTED TO MEMORY

Lenovo | Lexmark | logitech | milestone | NEXIOT | Optoma | Quantum

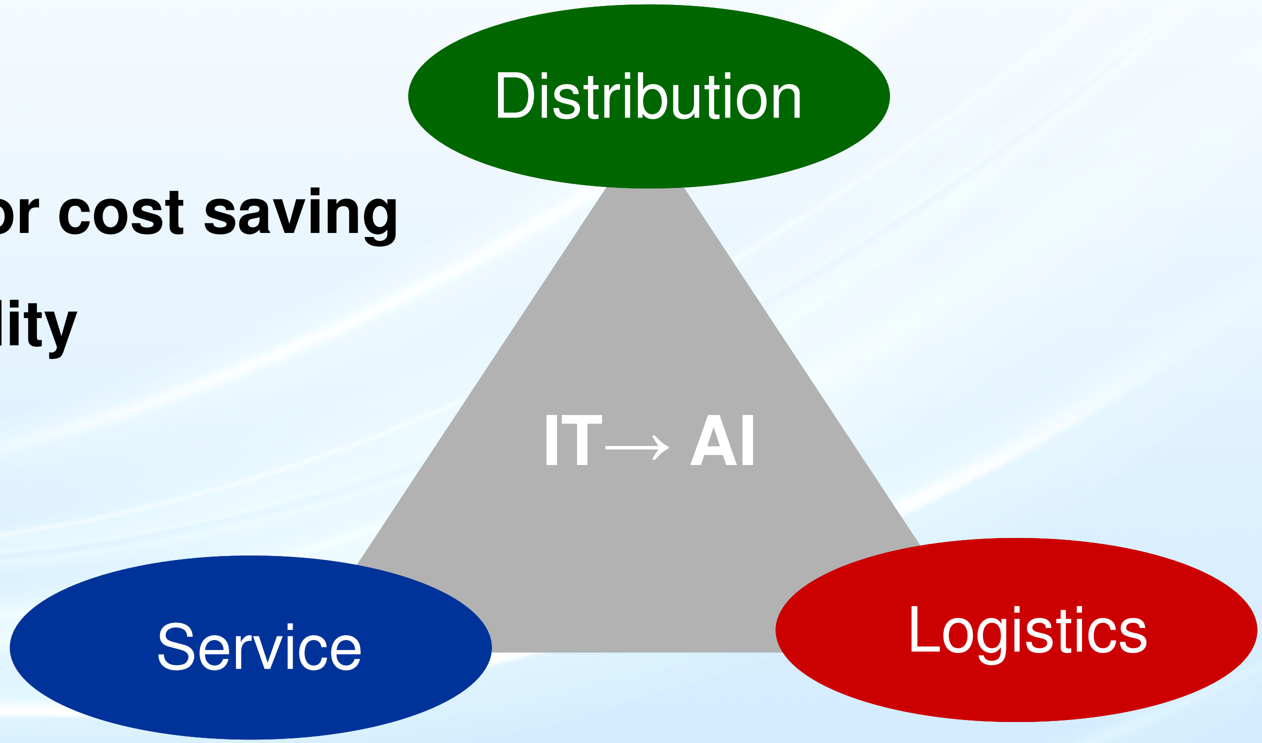
RAZER | SAMSUNG | Synology 群暉科技 | Transcend | TWS TAIWAN WEB SERVICE | ViewSonic See the difference | vivitek

ZYXEL NETWORKS

Channel of Technology Products - 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**



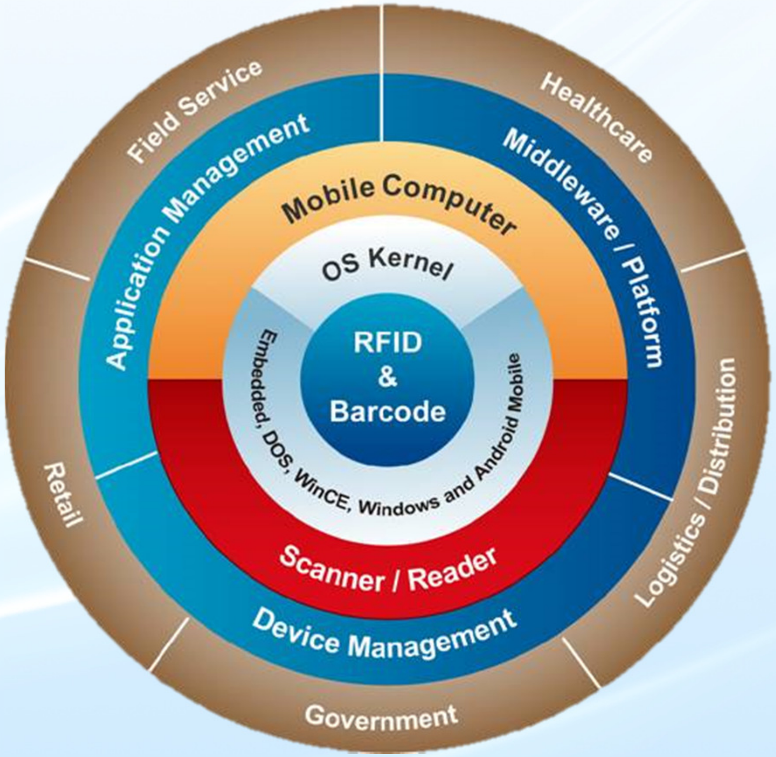
Automatic Data Collection (ADC) products – Business Model

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 administration**
- **T&A, Access Control applications**



unitech

Automatic Data Collection (ADC) products – Major Product Lines

Mobile

- Handheld Computers
- Wearable Computers
- Rugged Tablets

Scanner

- Handheld Scanners
- Wearable Scanners
- Pocket Scanners

RFID

- Handheld RFID Readers
- Fixed RFID Readers
- RFID Modules
- RFID Antennas & Tags

iOS

- Pocket Readers
- Sled Scanners

Software

- Mobile Software
- Reader Software
- API & SDK
- Android Enterprise Ready

unitech

Recent achievements

1. According to the report of Common Wealth Magazine
   - In 2023, unitech Computer is rank as No.84 among Top 2000 enterprises in Taiwan service industry, No.17 in 3C channel， and Top 2 largest distributors in Taiwan IT channel.
   - The subsidiary, unitech Electronics Co. Ltd. is the 31st largest Computer manufacturer, base on its sales revenue in 2023.
2. New products in 2024
   - Introduce Acer Desktops, Notebooks, Monitors.
   - Introduce Hanwha Monitoring Products.
   - Introduce ZYXEL Products.
3. According to the VDC research, unitech is currently ranked top 8 vendor in Handheld/PDA form factor rugged mobile computer.

Financial Review

Operational Result Summary Ⅰ

unitech

Unit：NT$ Thousand

	2024H1	2023H1	YoY (%)
Revenue	10,913,517	11,566,223	-5.64%
Gross profit	940,141	950,485	-1.09%
Operating expense	700,117	695,235	0.70%
Operating income	240,024	255,250	-5.97%
Non-Operating (income) and expense	31,107	4,472	595.59%
Pre-tax income	271,131	259,722	4.39%
Net income	215,107	209,852	2.50%
Profit, attributable to owners of parent	188,458	196,514	-4.10%
Profit, attributable to non-controlling interests	26,649	13,338	99.80%
EPS (NT$)	1.17	1.22	-4.10%
Gross profit %	8.61%	8.22%	
Operating expense %	6.42%	6.01%	
Operating income %	2.20%	2.21%	
Non-Operating (income) and expense %	0.29%	0.04%	
Pre-tax income %	2.48%	2.25%	
Net income %	1.97%	1.81%	

* Cumulative consolidated numbers were reviewed by CPA

Operational Result Summary Ⅱ

Unit：NT$ Thousand

	2023	2022	YoY (%)
Revenue	23,120,363	25,070,558	-7.78%
Gross profit	1,921,962	2,088,777	-7.99%
Operating expense	1,414,215	1,396,146	1.29%
Operating income	507,747	692,631	-26.69%
Non-Operating income and (expense)	3,825	(1,833)	-308.67%
Pre-tax income	511,572	690,798	-25.94%
Net income	409,502	553,065	-25.96%
Profit, attributable to owners of parent	384,880	498,161	-22.74%
Profit, attributable to non-controlling interests	24,622	54,904	-55.15%
EPS (NT$)	2.38	3.08	-22.73%
Gross profit %	8.31%	8.33%	
Operating expense %	6.12%	5.57%	
Operating income %	2.20%	2.76%	
Non-Operating (income) and expense %	0.02%	-0.01%	
Pre-tax income %	2.21%	2.76%	
Net income %	1.77%	2.21%	

* Cumulative consolidated numbers were audited by CPA

Operational Result Summary Ⅲ

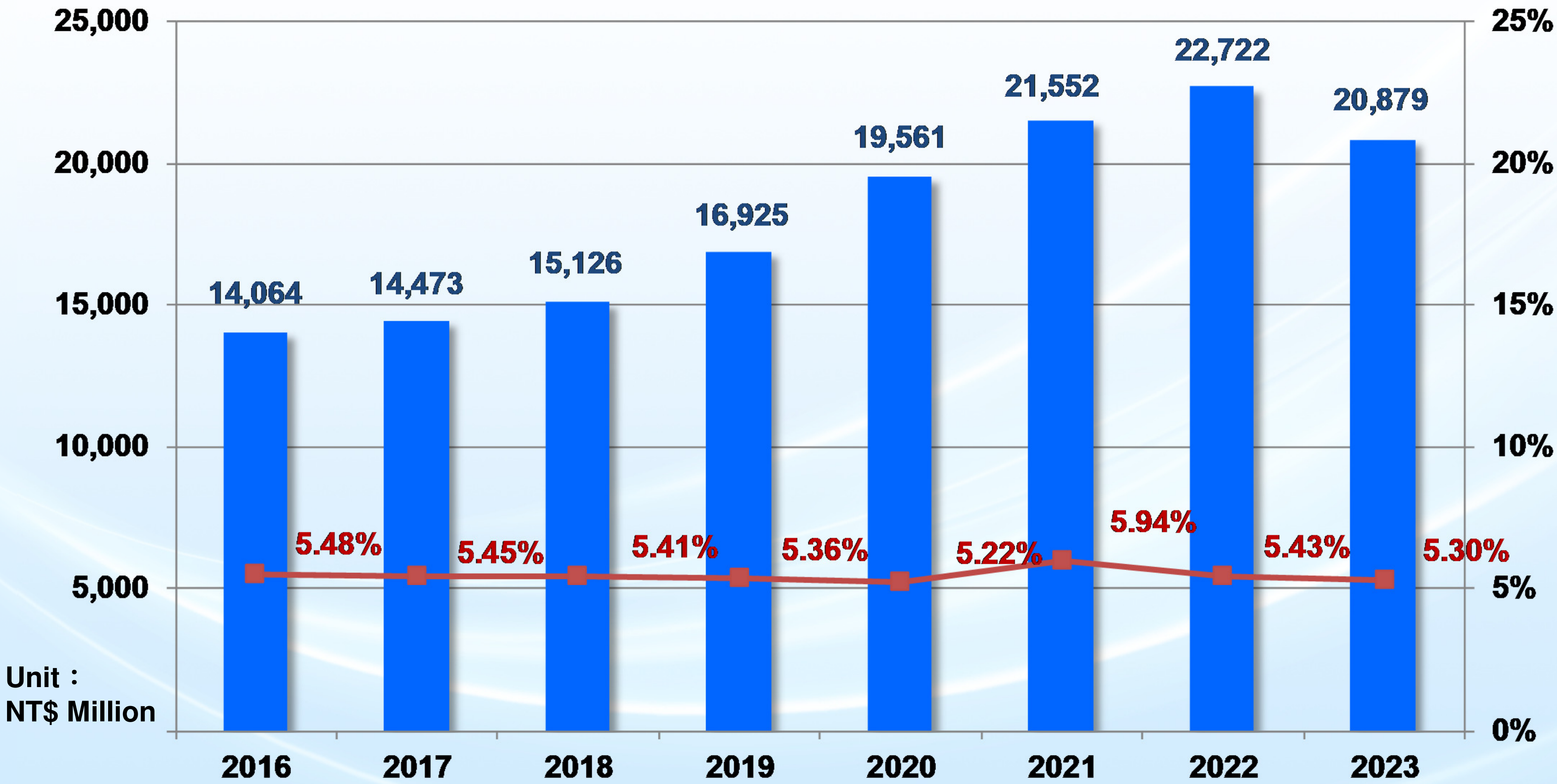
unitech

	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2
Gross profit %	7.81%	7.55%	7.93%	8.50%	7.94%	8.93%	8.53%	8.70%
Operating expense %	4.93%	5.93%	5.63%	6.38%	5.88%	6.60%	6.57%	6.27%
Operating income %	2.88%	1.62%	2.30%	2.12%	2.06%	2.33%	1.96%	2.42%
Pre-tax income %	2.92%	1.52%	2.19%	2.30%	2.34%	2.00%	2.35%	2.61%
EPS (NT$)	0.97	0.42	0.61	0.61	0.63	0.53	0.56	0.61

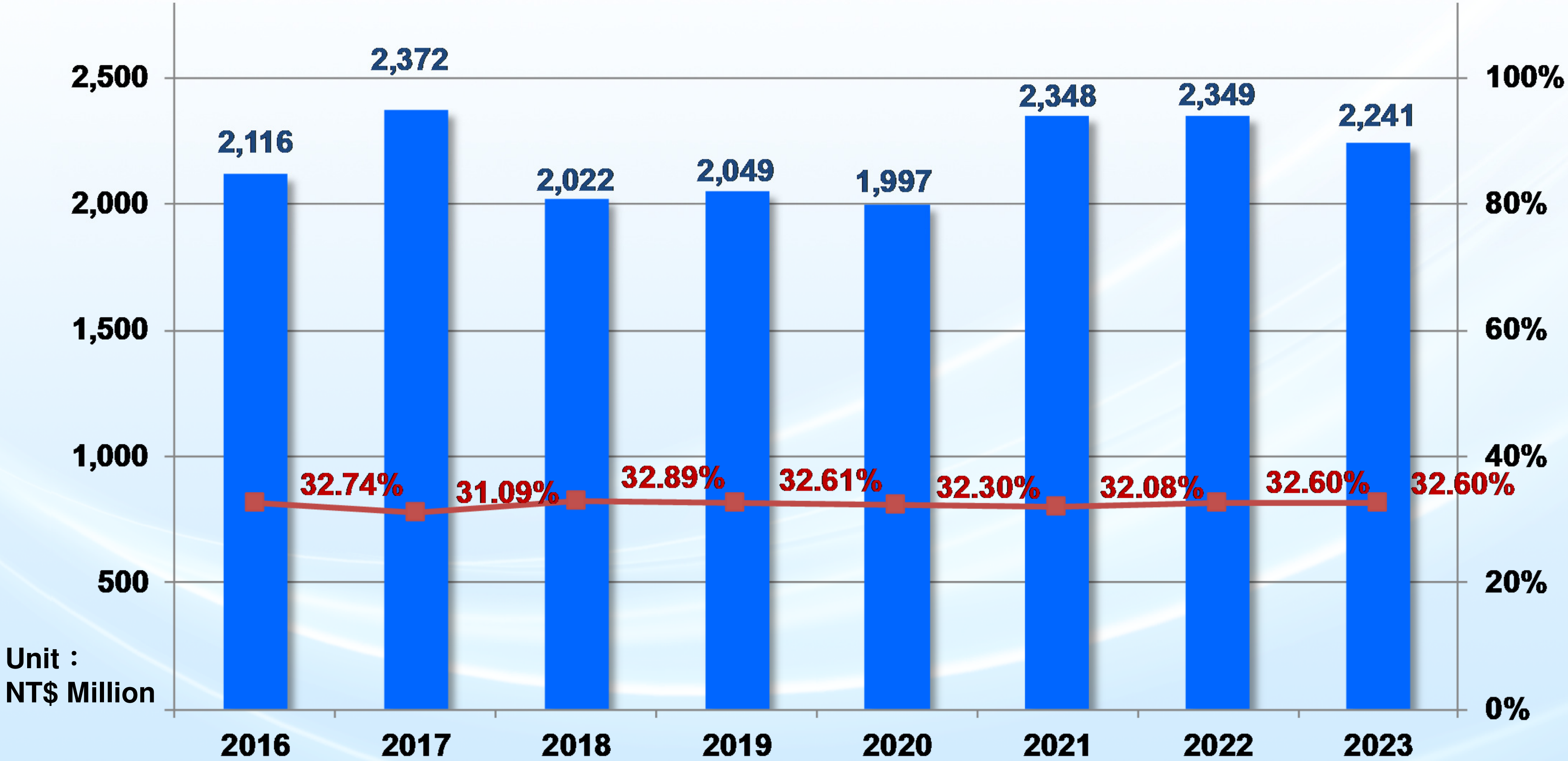
	2017	2018	2019	2020	2021	2022	2023	2024H1
Gross profit %	9.35%	9.00%	8.60%	8.01%	8.83%	8.33%	8.31%	8.61%
Operating expense %	7.33%	7.24%	6.67%	5.86%	5.75%	5.57%	6.12%	6.42%
Operating income %	2.02%	1.76%	1.93%	2.15%	3.08%	2.76%	2.20%	2.20%
Pre-tax income %	2.02%	1.77%	1.96%	2.15%	3.06%	2.76%	2.21%	2.48%
EPS (NT$)	1.59	1.58	1.81	2.25	3.44	3.08	2.38	1.17
ROE	10.02%	9.80%	11.04%	13.14%	18.47%	16.26%	12.65%	6.55%

* Cumulative consolidated numbers were audited/reviewed by CPA

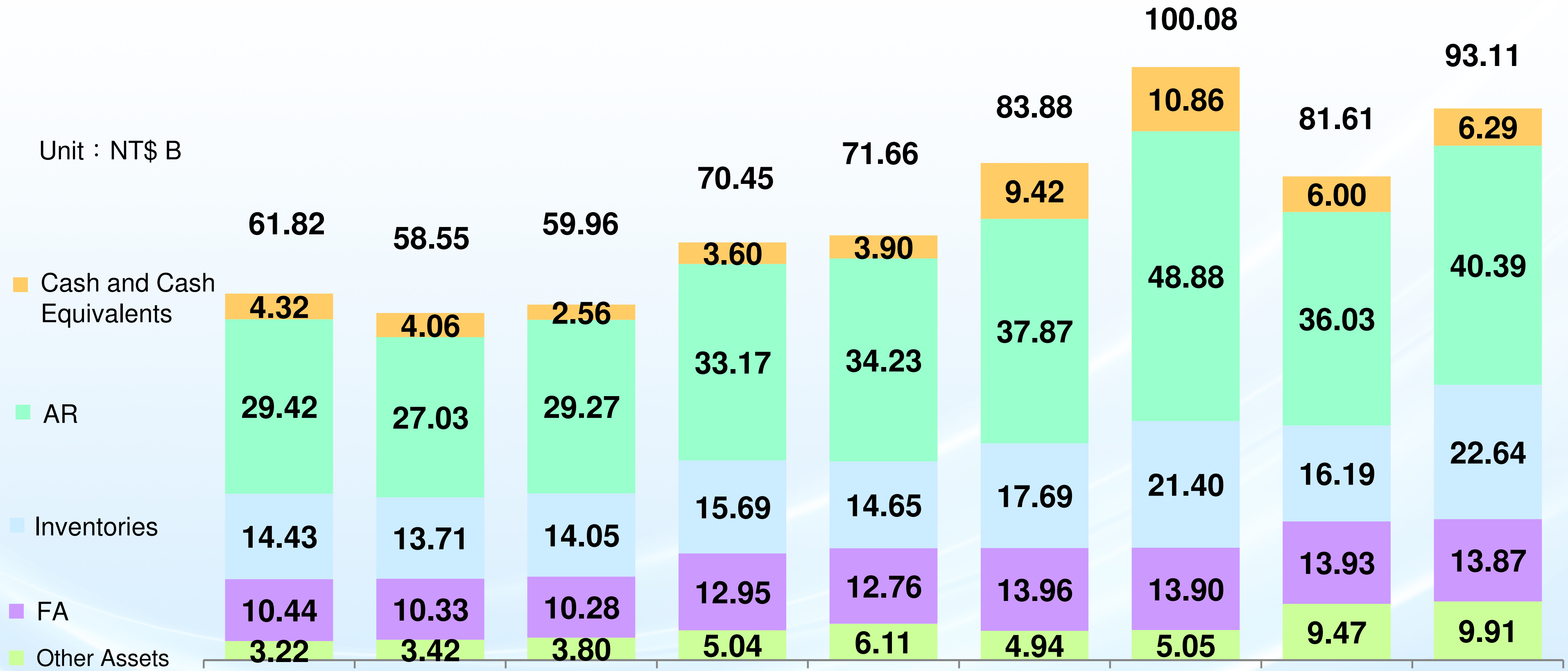
Revenue & Gross Profit Rate –
Channel of Technology Products



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



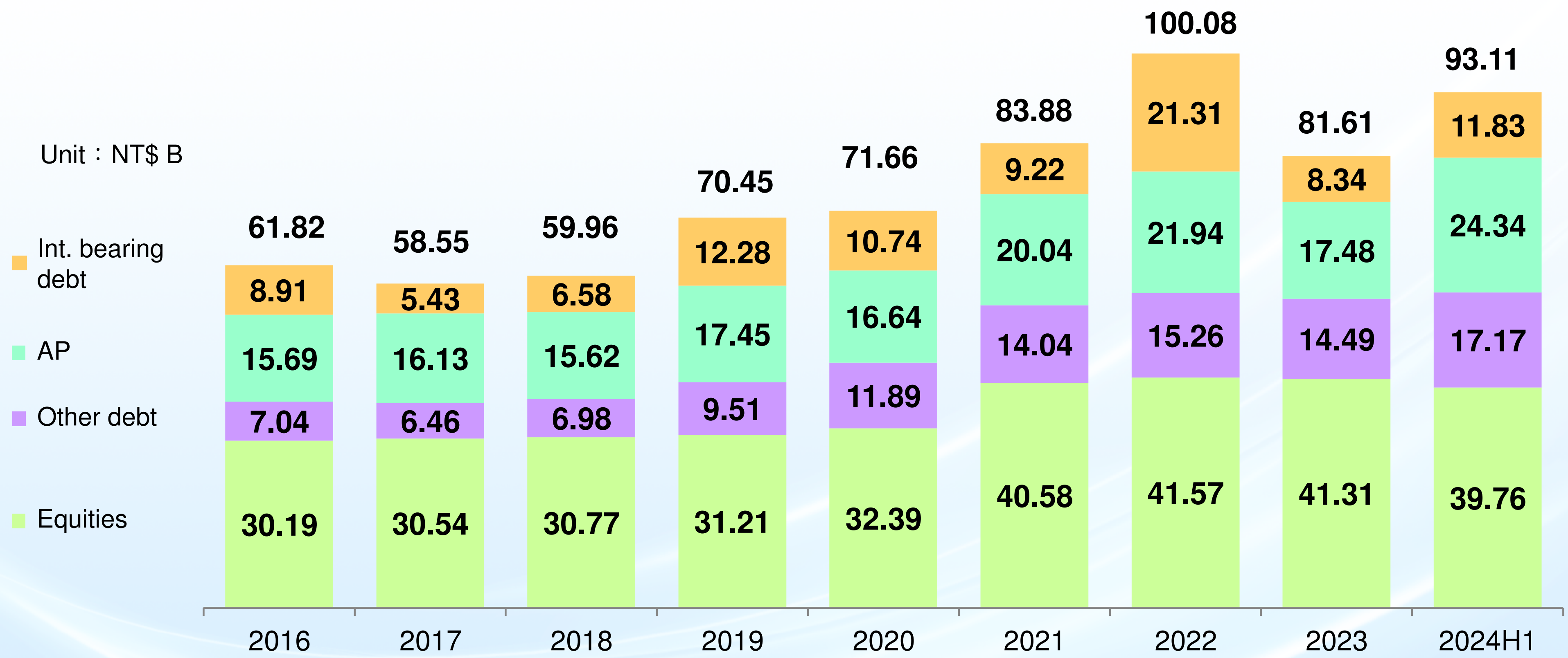
Main accounts



	2016	2017	2018	2019	2020	2021	2022	2023	2024H1
AR Days	66	59	62	64	58	58	71	57	67
Inventory Days	36	33	33	33	27	30	34	28	41
Total Assets Days	139	127	128	136	121	128	146	129	154

* Cumulative consolidated numbers were audited/reviewed by CPA (2023H1:end of June，others end of the year)

Main accounts



	2016	2017	2018	2019	2020	2021	2022	2023	2024H1
Current ratio	160.66%	169.53%	167.85%	146.34%	146.11%	162.20%	147.57%	168.79%	147.68%
Quick ratio	113.65%	118.94%	117.77%	103.02%	105.37%	118.06%	108.76%	125.64%	103.17%
Debit ratio	51.16%	47.85%	48.68%	55.70%	54.80%	51.62%	58.46%	49.38%	57.29%
Book value per share (NT$)	15.68	15.90	16.11	16.44	17.16	18.62	18.94	18.81	17.78

* Cumulative consolidated numbers were audited/reviewed by CPA (2023H1: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	2020	2021	2022	2023	2024
Operating year	**2008**	**2009**	**2010**	**2011**	**2012**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2021**	**2022**	**2023**
EPS	1.14	1.42	1.47	1.50	1.28	0.97	1.56	1.38	1.44	1.59	1.58	1.81	2.25	3.44	3.08	2.38
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	1.50	1.80	2.80	2.50	2.20
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	21.18	24.49	31.50	32.60	33.85
Yield rate	8.02%	8.87%	7.19%	9.12%	7.74%	6.98%	7.12%	7.11%	7.87%	7.52%	7.22%	7.08%	7.35%	8.89%	7.67%	6.50%

Q & A

Thank you for your input

We wish you all the best!

THANKS

Thank you

To find out the latest information on Unitech,
please visit: www.unitech.com.tw