CyberPower

Cyber Power Systems, Inc.
Investor Conference

TSE : 3617

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Disclaimer Statement

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The forward-looking statements might be affected by different factors that are not manageable by us.

We make no warranty or assurance for accuracy or completion of the forward-looking statements. Such statements are merely our view regarding to the market in the future. We undertake no obligation to update any forward-looking statement, whether as a result of new information, further events or otherwise.

Agenda

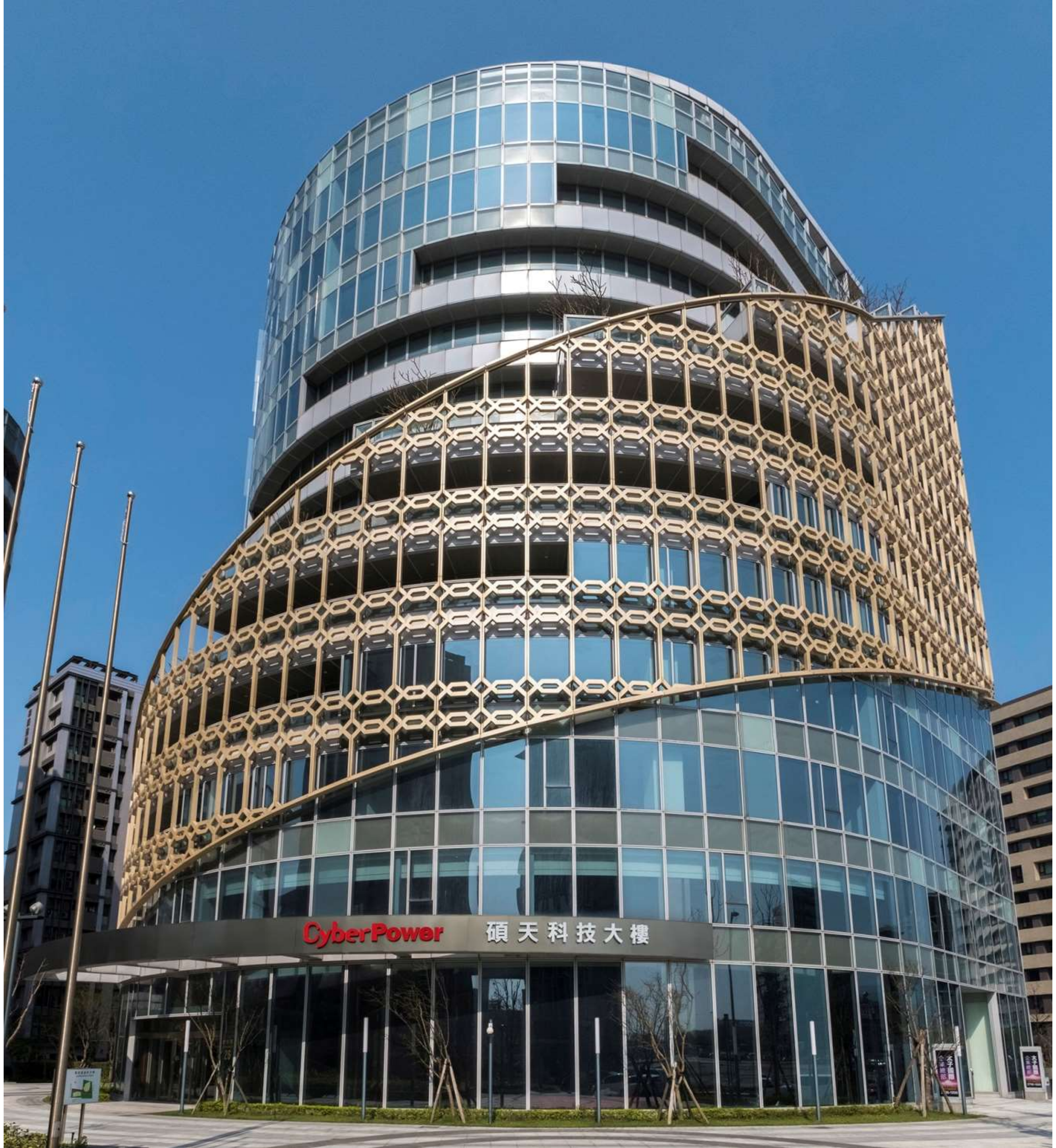
Company Profile

- About CyberPower
- Capability
- Core Technology
- Core Competencies
- Versatile Vertical Market
- Large Scale System Implementation
- Product Segments
- New Products
- Partnerships & Certification
- Global Recognition

Financial Performance

- Consolidated Statements of Comprehensive Income
- Consolidated Balance Sheets
- Revenues – by Product
- Revenues – by Channel
- Sales Momentum – by Channel & by Product

Company Profile



About CyberPower

Established : 1997

Headquarters : Taipei, Taiwan

Worldwide Employees : 3000+

Core Business：

UPS Systems / PDUs / Solar Power Systems / Storage Systems / Surge Protectors / Power Accessories / Power Management Software

As a global power management solution provider, CyberPower has been continuously offering high-efficiency power management solutions, and the brand is now top 2 UPS brand in North America* while offering its products in over a hundred countries worldwide.

** Source: Per NPD Data (2022)*

Vision

World-class power solution provider who brings
maximum value for users and business partners

No.1	23+	100+
Top player of Energy Star UPS program *(1kVA & below)*	Consecutive years of dividends paid*	Market presence in over 100 countries

*** Since 2001, dividends have been distributed continuously for 23 years, with a cumulative cash dividend payout of over NT$66, and a cumulative stock dividend payout of over NT$16.**

Milestones

UPS

Surge Protectors

Mobile Accessories

DC UPS

Pure Sine Wave UPS

Emergency Power System (EPS)

Enterprise Solutions

1997 | 2001 | 2003 | 2005 | 2007 | 2009 | 2011 | 2013 | 2018 | 2021

Energy Saving Technology

Solar Power Systems

Energy Saving & Compatibility Certifications

PowerPanel Enterprise

PowerPanel Cloud

Business Performance

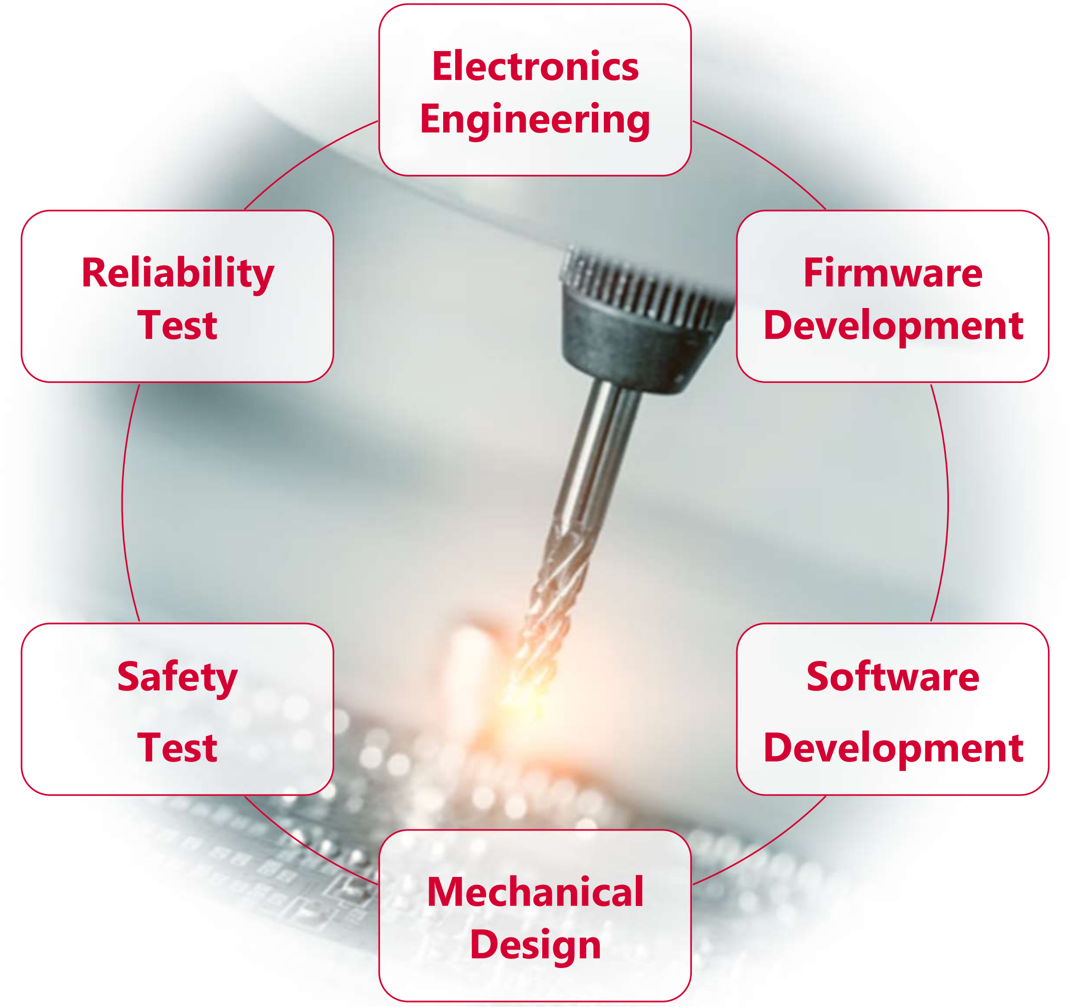
Global Locations

Americas Minneapolis, **USA** / Mexico City, **Mexico**

Europe Eindhoven, **Netherlands** / Cloyes, **France** / Munich, **Germany** / Manchester, **UK** / Moscow, **Russia**

APAC Tokyo, **Japan** / Taipei, **Taiwan** / Shenzhen, **China** / Sydney, **Australia** / Ho Chi Minh City, **Vietnam** / Bangkok, **Thailand** / Petaling Jaya, **Malaysia** / Manila, **Philippines** / Jakarta, **Indonesia** / Mumbai • Kolkata, **India**

Capability



Independent Research and Development Team

- 350+ in-house R&D engineers around the world.
- 280+ exclusive patents are granted in United States, Europe, Russia, Japan, Taiwan and China.

Capability

Certifications & In-house Safety Laboratory

ISO9001:2015
Quality Management System

ISO14001:2015
Environmental Management System

ISO14064:2018
Greenhouse Gas Inventory*

TL9000
The Telecom Quality Management System

IECQ QC 080000:2017
Hazardous Substance Process Management

UL Client Test Data Program (CTDP) for In-house Safety Test Lab

Audited by UL, CyberPower is able to perform in-house safety tests, securing timely development processes as well as complying with worldwide legal standards.

*The ISO 14064:2018 Greenhouse Gas Inventory includes the emissions of the company's offices and factory in Taiwan.

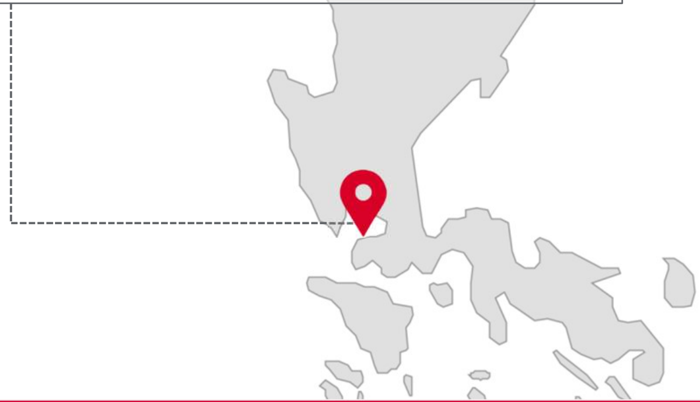
China
Shenzhen / Dongguan :
Research & Development / Manufacturing
- Cyber Power (Shenzhen), Inc.
- Dongguan Cyber Energy Co., Ltd.
- Pro-Power Electronic Co., Ltd

Hunan : Research & Development / Manufacturing
- Ningyuan Shuoning Electronic Co., Ltd.

Taiwan
Taipei : Research & Development
- Cyber Power Systems, Inc.

Tainan: Research & Development / Manufacturing
- Cyber Power Systems, Inc., Tainan Fab

Philippines
Cavite : Manufacturing
- Cyber Power Systems Manufacturing, Inc.
- Phisonic Technology Corporation



Capability

Self-owned Manufacturing Base

CyberPower owns professional R&D teams, manufacturing bases, and injection molding site in multiple locations in Taiwan, China, and Philippines. With complete manufacturing arrangement, every step can be closely monitored with optimized productivity.

Capability

Complete Services & Marketing Supports

Professional Services

Providing comprehensive services to end users & partners.

To End Users
Toll-free Hotline / Live Chat / Email

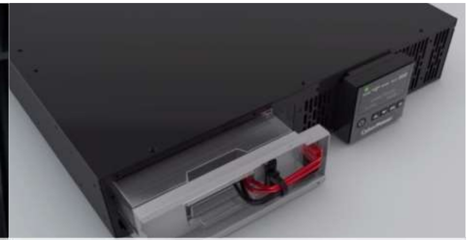
To Partners
RMA / Training / Marketing Support

Marketing Supports

Offering digital marketing tool to deliver brand values and product benefits.

SNS Platforms

Product Videos



Digitalized Manual

Partner Zone

Providing Integrated marketing platforms for global partners.

Marketing Tool
Marketing Material / Product Selector Tool / Runtime Calculator

24/7 Training & Certification
CyberPower Certified Sales / Engineers

Partner Program
Smart Partner Program / Sales Incentive Program

Core Technology

GreenPower UPS™ Technology

CyberPower has been globally recognized as a brand committed to Green UPS designs. In response to the rapidly rising energy prices as well as the increasing of environmental awareness, CyberPower's patented GreenPower UPS™ energy-saving technology successfully improves UPS operating efficiency while also effectively reduces heat build-up.

The advanced technique of GreenPower UPS™ Technology is accomplished by eliminating the unnecessary power loss during UPS operation, enhancing more energy savings compared to conventional UPS systems. With this technology, users may save up to **93%** of UPS power consumption, and this will be influential to the amount of utility cost that most enterprises concern.

** Selected models only.*

ENERGY-SAVING
TECHNOLOGY

Core Competencies

Dedicated to the Development of Green Technologies.

CyberPower engages in the development of green technologies and products to reduce energy consumption, which achieves lower utility cost for users and helps to protect the planet, creating an ecosystems for a better and greener future.

One Stop Shopping for Comprehensive Power Management Needs.

Focusing on power management segment, CyberPower not only designs and manufactures power related products, but also performs rigid liability test to ensure safety, and offers peace of mind after-service support for worldwide users.

Time to Market. Fast Response to Customers.

CyberPower’s efficient supply chain management, systematical integration and global sales teams demonstrate fast response abilities to customer demands, winning its global partners' confidence and trust.

Versatile Vertical Market

CyberPower products have been applied to diverse industries worldwide, supplying quality power for critical equipment and preventing the loss of valuable data.

- Construction
- Energy, Oil & Gas
- Manufacturing
- Telecommunications
- Information Technology
- Financial Services
- Transportation
- Government Organization
- Healthcare
- Retail Trade
- Education
- Entertainment

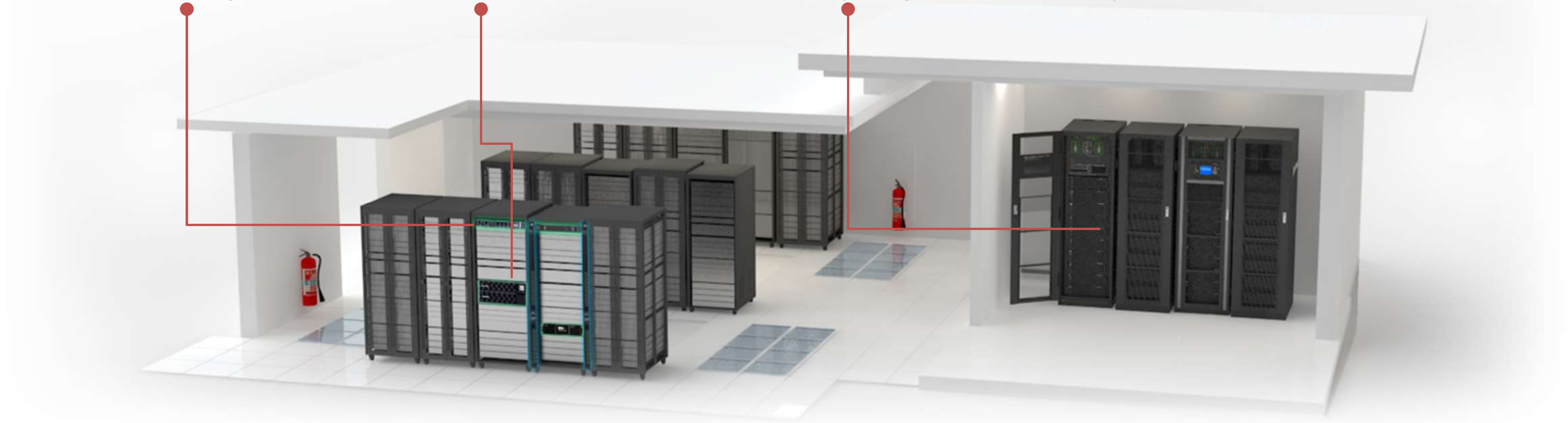
Large Scale System Implementation

PDUs
- ±1% Measurement Accuracy
- Ultra-low Power Consumption
- Rotatable LCD Design

Online (High-Density) UPS
- High Density Design
- Color LCD Panel
- Generator Compatible

Modular UPS (3-Phase)
- Color LCD with Touch Panel
- UPS Parallel Expansion
- Smart Battery Management

DCIM Power Management Solution
- 3rd-party Devices Supported
- Visualized Floor Map
- Dynamic Dashboards



Product Segments

New Products

Professional Power Solutions

Professional Rackmount

(Cloud Monitoring Capability)

Online (High-Density) UPS

(8-12kVA)

Online S (Premium)

(6-10kVA)

Online (3-Phase)

(30-45kVA)

Switch Metered-by-Outlet
ATS

Remote Management Card

Grid-tied Inverter (3-Phase)

Partnerships & Certification

Data Center Virtual Environment Compatible

PowerPanel Business is compatible with virtual environment

PowerPanel Business is interoperable with VMware, ensuring that VMware ESXi host under monitor and graceful shutdown. The software has also been tested and proved to be compatible with Nutanix, the leading hyper-converged infrastructure (HCI) solution provider.

Corporate Partner Program

Certified to be compatible with NAS systems

The technical cooperation programs are to undergo compatibility tests with leading companies in the industry, and to integrate brand and channel strengths from both sides to co-promo in worldwide market and expand business.

Global Recognition

100,000,000+

Units of Protected Devices

Top 2

UPS Brand in North America

Source: Per NPD Data (2022)

Top 4

UPS Sales Worldwide

Source: Frost & Sullivan (2013), 1-5KVA

CRN Awards 2013-2024

Professionalism	2023 2013 – 2015	Edge Computing 100 Data Center 100 Top 20 Infrastructure Providers
Product Innovation	2019/20/22/23 2018 - 2022	CRN Product of the Year – Winner Tech Innovators - Finalist
Partner Growth	2019 – 2024	Partner Program Guide

THE CHANNEL CO. CRN EDGE COMPUTING 100 · THE CHANNEL CO. CRN DATA CENTER 100 · THE CHANNEL CO. CRN Products of the YEAR · THE CHANNEL CO. CRN TECH INNOVATORS · THE CHANNEL CO. CRN PARTNER PROGRAM GUIDE

CRN®, a brand of The Channel Company, is the top technology news and information source for solution providers, IT channel partners, and value-added resellers (VARs).

Global Recognition

Honors & Awards 2023 - 2024

USA

- 2023 - 2024 CRN Channel Partner Alliance Program Recognition
- 2023 CRN Edge Computing 100
- 2023 CRN Products of the Year – Smart App Sinewave UPS Systems
- 2023 ChannelPro Readers' Choice Awards for Best UPS & Power Conditioning Vendor Silver Winner
- 2023 Futurism The Best Overall UPS System – PFC Sinewave UPS Systems
- 2023 PC Gamer The Best UPS for Gaming – PFC Sinewave UPS Systems

Taiwan

- 2023 Interbrand Top 40 Best Taiwan Global Brands

Japan

- 2023 - 2024 BCN Award Top 3 UPS Brand at Retail Channels

China

- 2023 Data Center Infrastructure Technology Summit & User Satisfaction Survey – User Recommended Brand

Financial Performance

Consolidated Balance Sheets

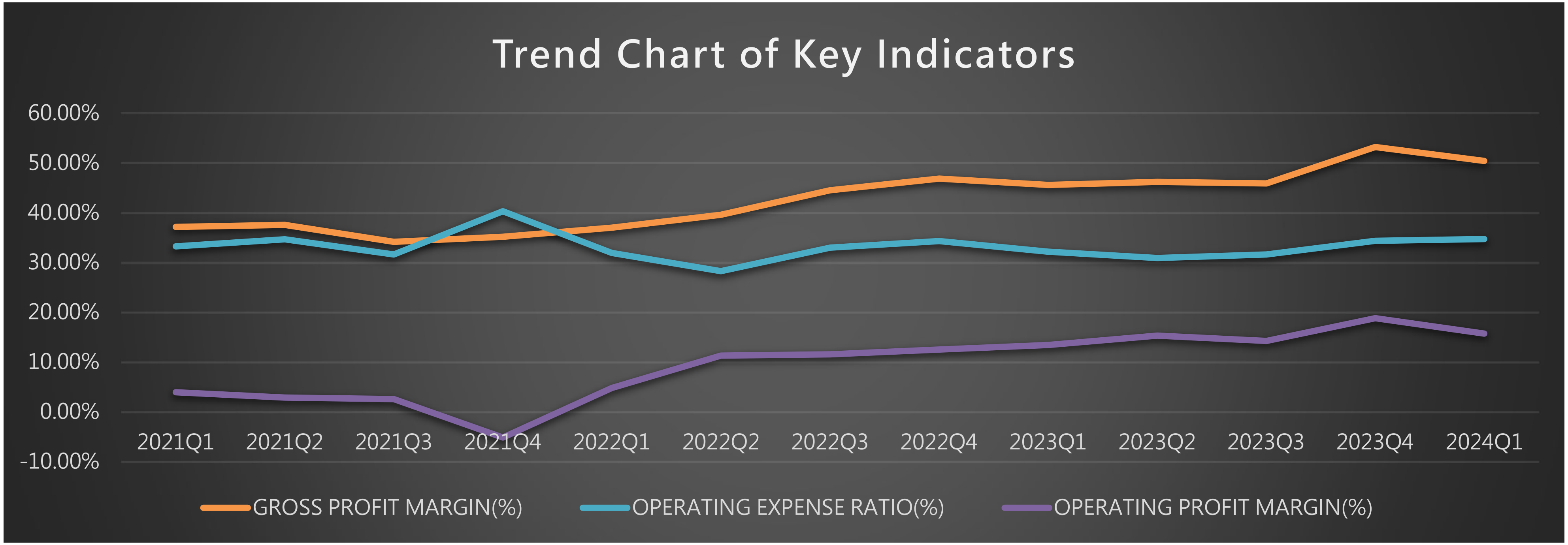
Consolidated Balance Sheet (Unit: NT$ million)	2024.03.31 Amount	2023.12.31 Amount	2023.03.31 Amount	2024.03.31 Comparison with other periods: 2023.12.31	2024.03.31 Comparison with other periods: 2023.03.31
Cash and cash equivalents	3,640.76	3,195.81	2,187.78	14%	66%
Accounts and notes receivable	2,222.54	2,231.33	2,230.98	0%	0%
Inventory	3,127.27	2,953.57	3,545.33	6%	-12%
Other current assets	378.94	479.34	275.16	-21%	38%
Fixed assets (including right-of-use assets and investment properties)	3,296.36	3,279.27	3,241.58	1%	2%
Other financial assets	141.36	135.04	139.99	5%	1%
Other non-current assets	532.60	519.77	430.56	2%	24%
Total assets	13,339.84	12,794.13	12,051.39	4%	11%
Payable items	1,088.47	1,063.78	1,041.57	2%	5%
Loans from financial institutions	1,950.00	2,000.00	3,517.55	-3%	-45%
Net corporate bonds payable	546.44	548.79	-	0%	-
Other current liabilities	2,208.05	1,548.17	1,877.54	43%	18%
Other non-current liabilities	355.44	339.66	317.39	5%	12%
Total liabilities	6,148.39	5,500.39	6,754.04	12%	-9%
Shareholders' equity	7,191.45	7,293.74	5,297.35	-1%	36%
Total liabilities and shareholders' equity	13,339.84	12,794.13	12,051.39	4%	11%

Consolidated Statements of Comprehensive Income

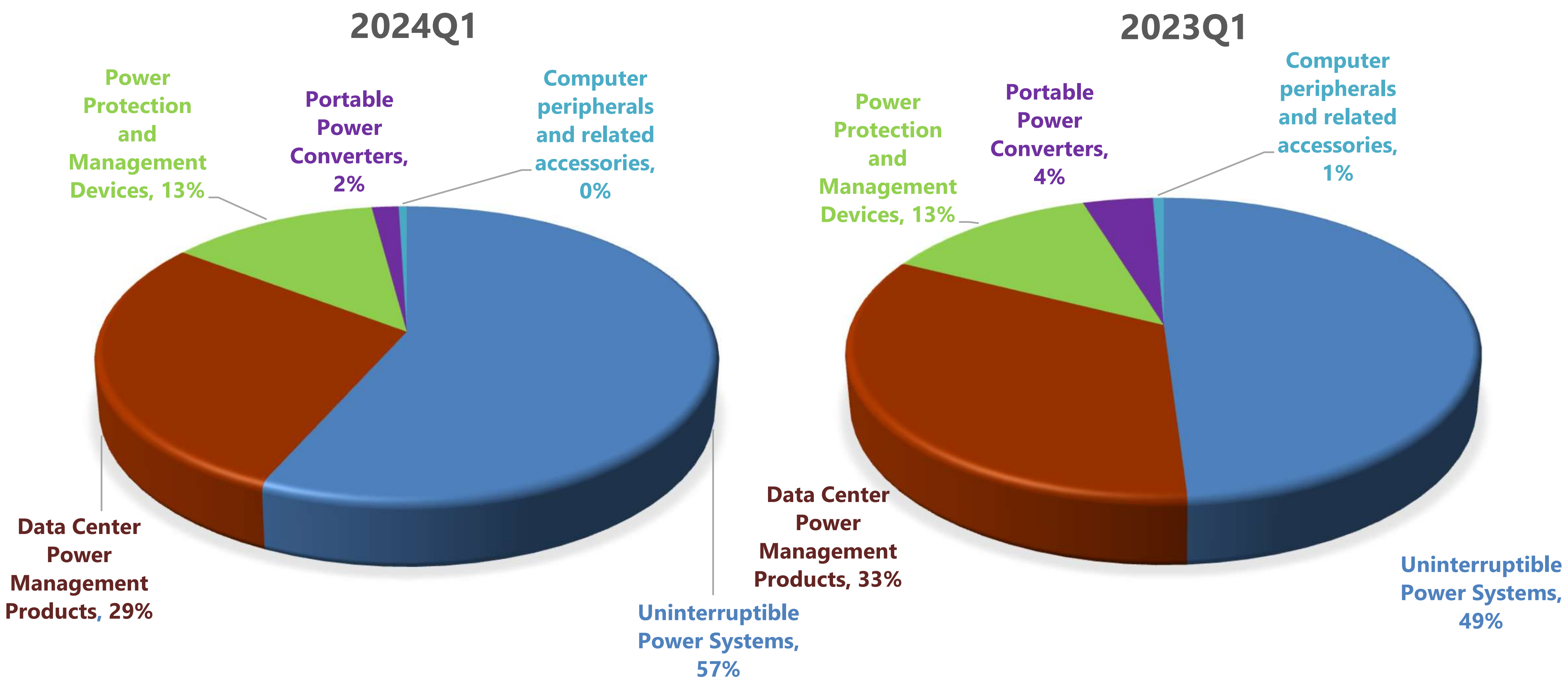
Consolidated Statements of Comprehensive Income (Unit:NT$ million; Earnings per share: NT$)	2024 Q1	2023 Q1	YoY %	2023 Q4	2022 Q4	YoY %
OPERATING REVENUE	2,564.25	2,559.00	0%	11,731.17	11,217.72	5%
GROSS PROFIT	1,292.96	1,166.67	11%	5,592.85	4,730.98	18%
Selling & Marketing Expenses	461.92	443.94	4%	2,098.64	2,005.81	5%
General and administrative expenses	317.06	272.84	16%	1,236.09	1,134.99	9%
Research and development expenses	110.52	105.97	4%	443.92	429.84	3%
PROFIT FROM OPERATIONS	403.45	343.93	17%	1,814.20	1,160.34	56%
PROFIT BEFORE INCOME TAX FROM CONTINUING OPERATIONS	631.42	321.84	96%	1,937.00	1,499.81	29%
NET PROFIT	504.91	220.84	129%	1,474.79	1,157.60	27%
TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO: Owners of the Company	499.37	213.73	134%	1,468.53	1,142.85	28%
EARNINGS PER SHARE	5.49	2.56	114%	16.58	14.09	18%
Key financial ratios	2024Q1	2023Q1	Increase %	2023Q4	2022Q4	Increase %
Gross profit margin	51%	46%	11%	48%	42%	13%
Operating profit Margin	16%	14%	15%	16%	10%	52%
Net Profit Margin	20%	9%	128%	13%	10%	22%

Quarterly Consolidated Comprehensive Income Items

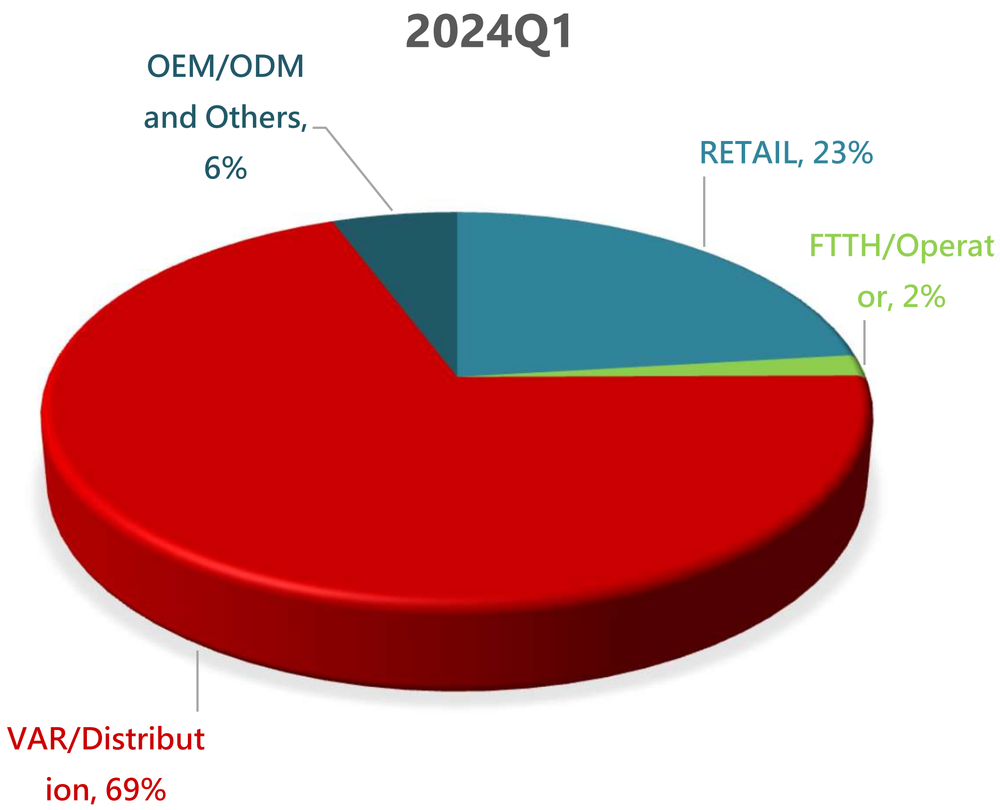
Consolidated Comprehensive Income Items (Unit: NT$ million)	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1
OPERATING REVENUE	2,260.11	2,113.44	2,279.52	2,206.84	2,279.28	3,046.37	3,080.53	2,811.55	2,559.00	3,079.15	3,261.63	2,831.39	2,564.25
GROSS PROFIT MARGIN(%)	37.14%	37.57%	34.15%	35.16%	37.00%	39.57%	44.54%	46.84%	45.59%	46.22%	45.88%	53.21%	50.42%
OPERATING EXPENSE RATIO(%)	33.23%	34.68%	31.60%	40.31%	31.92%	28.27%	33.00%	34.33%	32.15%	30.89%	31.62%	34.38%	34.69%
OPERATING PROFIT MARGIN(%)	3.91%	2.89%	2.55%	-5.15%	4.77%	11.31%	11.54%	12.51%	13.44%	15.33%	14.26%	18.83%	15.73%

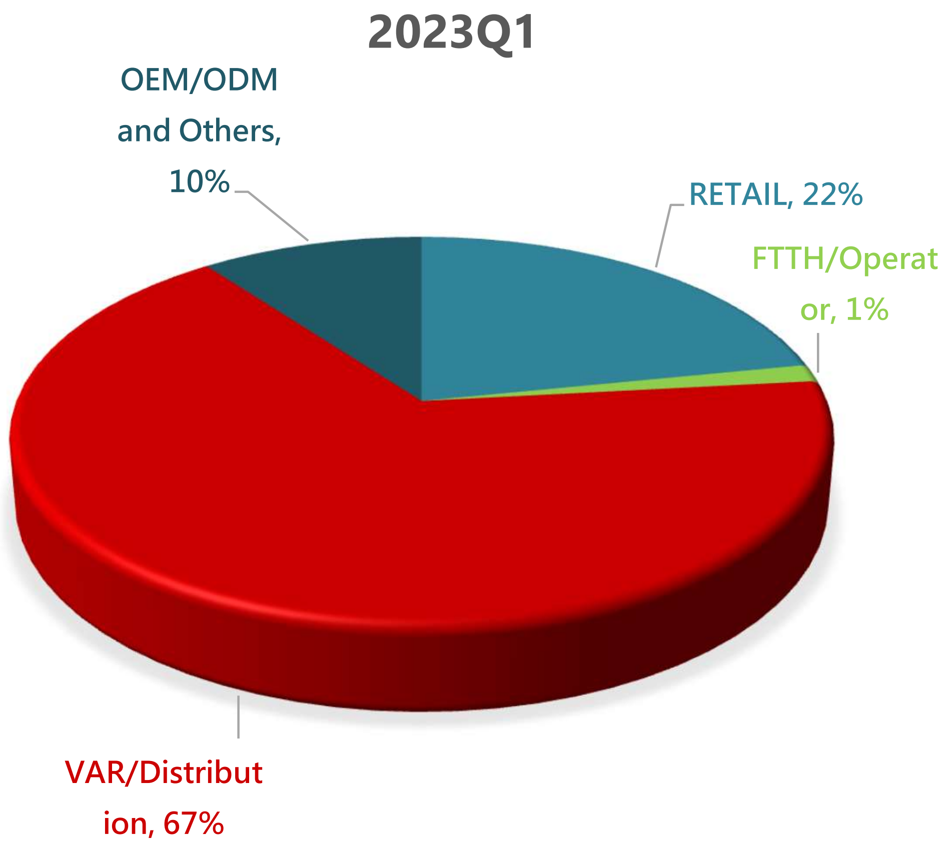


Revenues – by Product

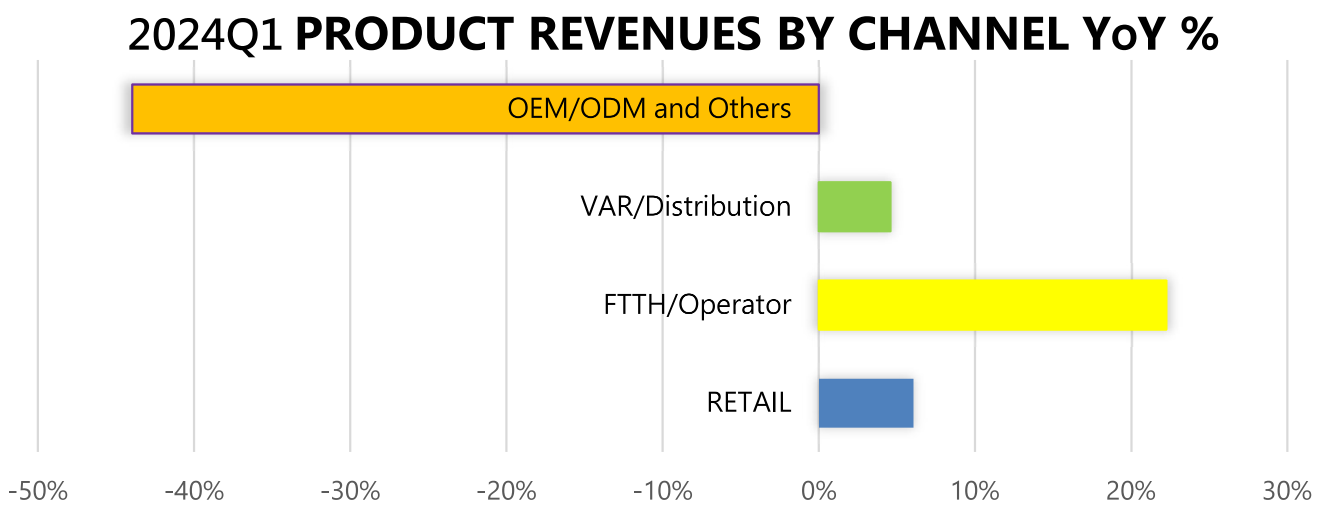


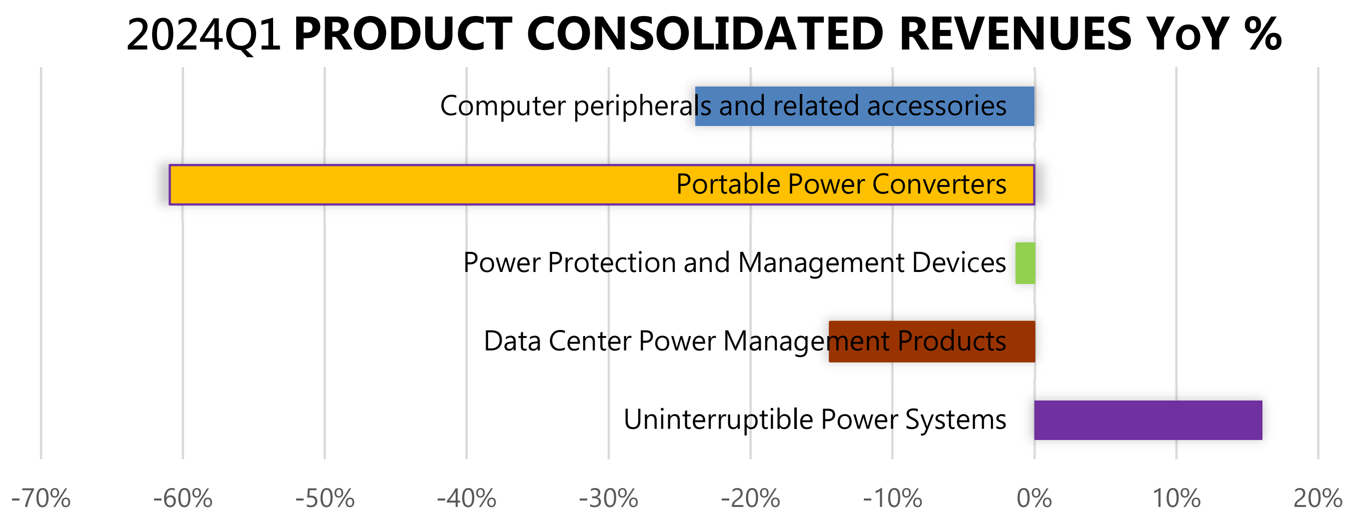
Revenues – by Channel





Sales Momentum – by Channel & by Product





Q&A