

CyberTAN Technology, Inc.

Investors Meeting

Dec.23,2022



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Agenda

- ◆ Company Overview
- ◆ Finance Summary
- ◆ Operation Status & 2023 Outlook
- ◆ Q&A

About CyberTAN



- ◆ Established June 1998
- ◆ Headquarter Science Park, Hsinchu, Taiwan
- ◆ Manufactory Bac Ninh, Vietnam
- ◆ Capital US\$ 110 Million
- ◆ Ticker Symbol 3062.TW (TAIEX: July 2003)
- ◆ Employees Total: around 1,300 worldwide
- ◆ Position ODM/JDM Manufacturer
- ◆ Certifications ISO 9001; ISO 27001; TL 9000

CyberTAN WorldWide



**Los Angeles
(Office)**



**Bac Ninh, Vietnam
(Factory)**



**Hsinchu
(Headquarter)**



**Guangzhou
(Office)**



**Taipei
(Office)**

Taiwan

Taiwan



CyberTAN Product Lines

Enterprise Solutions



- Enterprise Access Points / Controller
- Edge Router
- Fixed Wireless Access
- Managed Switch

Home Connectivity



- CyberMesh Whole Home Mesh WiFi
- Managed Residential Gateway
- WiFi Router
- OTT/STB

LEO Satellite Solutions



- CyberSAT Satcom Modem Router
- Satcom Edge Router
- Satcom Modem

IoT Solutions



- IoT Edge Router
- IoT Gateway
- IoT Sensor & Edge AI Gateway

Revenues by Region



About CyberTAN



Financial Results

NT\$ million



3Q 2022 Income Statement

YoY Comparison

NT\$ million

Item	3Q 2022		3Q 2021		Change
	Amount	%	Amount	%	
Net Revenue	1,901	100.0%	913	100.0%	108.2%
Gross Margin	108	5.7%	6	0.6%	1751.6%
Operating Expenses	(124)	-6.5%	(99)	-10.9%	25.0%
Operating Margin	(16)	-0.8%	(93)	-10.2%	-83.4%
Non-Operating Items	95	5.0%	140	15.4%	-32.3%
Net Income before Tax	79	4.2%	47	5.1%	69.1%
Income Tax	(27)	-1.4%	8	0.8%	-458.9%
Net Income	52	2.7%	54	6.0%	-4.0%
EPS(NT Dollar)	0.16		0.17		-5.9%

Q1~Q3 2022 Income Statement



YoY Comparison

NT\$ million

Item	Q1~Q3 2022		Q1~Q3 2021		Change
	Amount	%	Amount	%	
Net Revenue	3,857	100.0%	2,915	100.0%	32.3%
Gross Margin	144	3.7%	120	4.1%	20.1%
Operating Expenses	(342)	-8.9%	(280)	-9.6%	22.2%
Operating Margin	(199)	-5.2%	(161)	-5.5%	23.7%
Non-Operating Items	85	2.2%	198	6.8%	-57.1%
Net Income before Tax	(144)	-3.0%	37	1.3%	-406.3%
Income Tax	(30)	-0.8%	12	0.4%	-343.1%
Net Income	(144)	-3.7%	49	1.7%	-390.6%
EPS(NT Dollar)	0.44		0.15		-393.3%

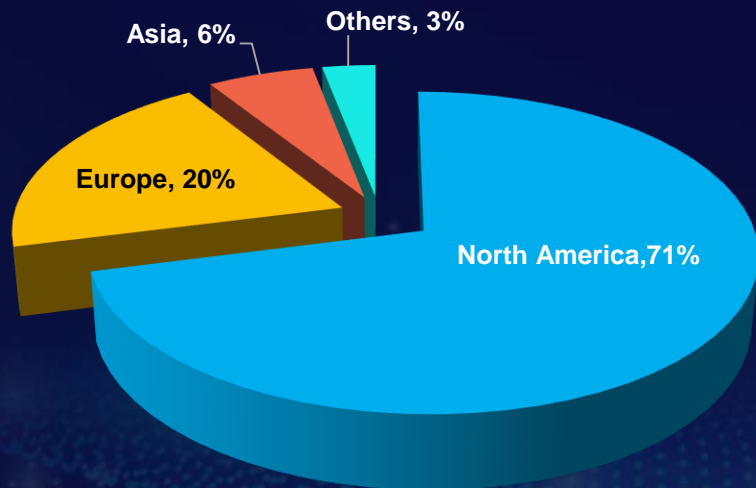
Balance Sheet

NT\$ million

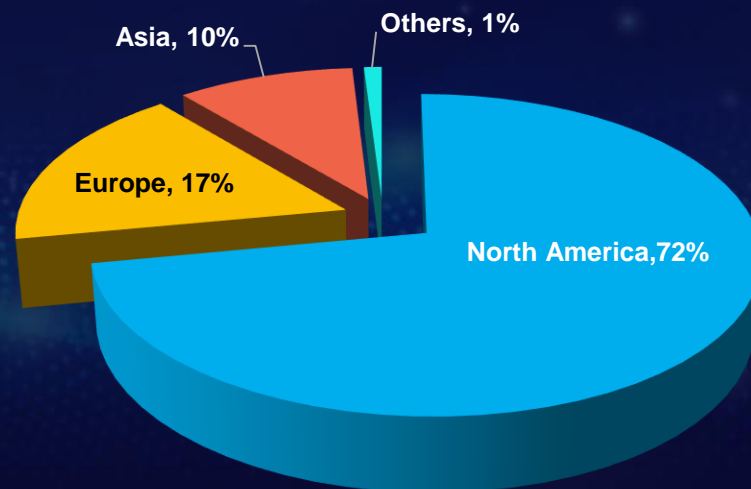
Item	2022.9.30		2021.12.31		2021.9.30	
	Amount	%	Amount	%	Amount	%
Total assets	8,611	100.0%	7,586	100.0%	7,822	100.0%
Cash and cash equivalents	1,955	22.7%	2,170	28.6%	1,371	17.5%
Financial assets at amortised cost	373	4.3%	1,212	16.0%	2,106	26.9%
Accounts Receivable	1,947	22.6%	1,046	13.8%	932	11.9%
Inventories	1,689	19.6%	545	7.2%	715	9.1%
Investments accounted for using equity method	992	11.5%	964	12.7%	1,028	13.1%
Property, plant and equipment	792	9.2%	723	9.5%	698	8.9%
Right-of-use assets	531	6.2%	563	7.4%	538	6.9%
Other Assets	332	3.9%	363	4.8%	434	5.5%
Total Liabilities	3,326	38.6%	2,140	28.2%	2,295	29.3%
Current borrowings	738	8.6%	570	7.5%	607	7.8%
Accounts payable	1,617	18.8%	659	8.7%	725	9.3%
Other Liabilities	971	11.3%	910	12.0%	963	12.3%
Total Equity	5,284	61.4%	5,446	71.8%	5,527	70.7%

Revenue Breakdown-By Region

2022Q1-Q3

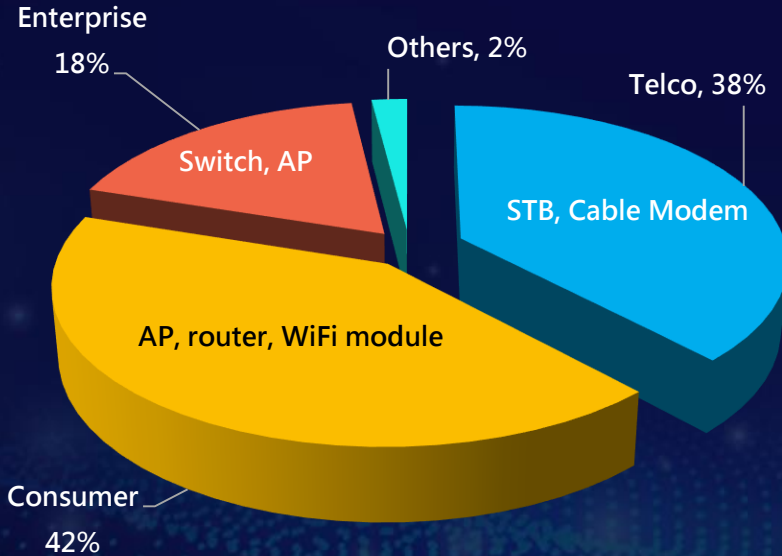


2021Q1-Q3

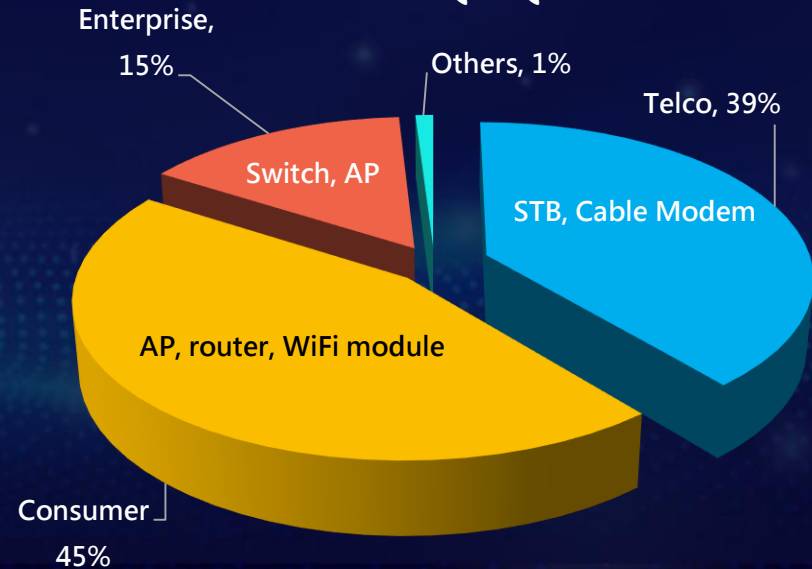


Revenue Breakdown-By Product

2022Q1-Q3



2021Q1-Q3



Operation Status & Future Outlook

Corporate Vision

CyberTAN is committed to combine Cloud MicroService development capability and software/hardware disaggregation to provide customer more flexible, faster and holistic services.



2023 Challenge & Opportunity

- ◆ Geopolitical Influence
- ◆ Global Inflation and Economic Downturn May Impact the Purchasing Power
- ◆ More and Diverse Networking Applications

Latest World Economic Outlook Growth Projections

(real GDP, annual percent change)	PROJECTIONS		
	2021	2022	2023
World Output	6.0	3.2	2.7
Emerging Market and Developing Economies	6.6	3.7	3.7
Emerging and Developing Asia	7.2	4.4	4.9
China	8.1	3.2	4.4
India	8.7	6.8	6.1
ASEAN-5	3.4	5.3	4.9
Emerging and Developing Europe	6.8	0.0	0.6
Russia	4.7	-3.4	-2.3
Latin America and the Caribbean	6.9	3.5	1.7
Brazil	4.6	2.8	1.0
Mexico	4.8	2.1	1.2
Middle East and Central Asia	4.5	5.0	3.6
Saudi Arabia	3.2	7.6	3.7
Sub-Saharan Africa	4.7	3.6	3.7
Nigeria	3.6	3.2	3.0
South Africa	4.9	2.1	1.1
<i>Memorandum</i>			
Emerging Market and Middle-Income Economies	6.8	3.6	3.6
Low-Income Developing Countries	4.1	4.8	4.9

Source: IMF, World Economic Outlook, October 2022

Note: For India, data and forecasts are presented on a fiscal year basis, with FY 2021/2022 starting in April 2021. For the October 2022 WEO, India's growth projections are 6.9 percent in 2022 and 5.4 percent in 2023 based on calendar year.

2023 Focus



Organization/Process Reengineering



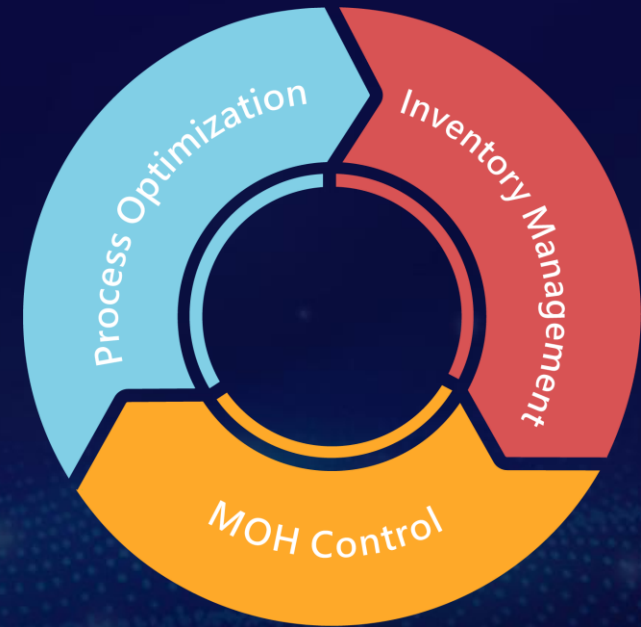
SW Resource/Capability Enhancement



VN Manufactory Expansion



ESG Program Implementation



Product Development



- ◆ Cloud
- ◆ 5G/6G
- ◆ Satellite
- ◆ GPON
- ◆ WiFi Mesh



Q & A

THANK YOU!