

# CyberTAN Technology, Inc.

# Investors Meeting

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Dec.6 , 2024



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# Agenda

- ◆ **Executive Summary**
- ◆ **Finance Report**
- ◆ **Operation Status & 2024 Outlook.**
- ◆ **Q&A**

# Executive Summary



## 2024 Global Economic Environment

- Increased geopolitical risks and the expansion of regional conflicts
- The United States continues to be the primary driver of global economic growth
- Global GDP growth rate stagnating



## Challenges & Opportunities in the Telecommunications Industry

- Significant differences in economic recovery among countries with uncertainty
- Geopolitics influences supply chain transfer strategies and processes
- Emerging applications of AI technology drive shipments, but effective differentiation poses a challenge



## CyberTAN Internal RD/Process Polish Up

- Establishing Core Competitiveness
- Investment in R&D Personnel for New Areas
- Strengthening the Depth of Product Lines



# Finance Report

# Q1~Q3 2024 Income Statement

## YoY Comparison

NT\$ million

Item	Q1~Q3 2024		Q1~Q3 2023		Change %
	Amount	%	Amount	%	
Net Revenue	2,461	100.0	2,806	100.0	-12.3
Gross Margin	105	4.3	(8)	-0.3	
Operating Expenses	382	15.5	340	12.1	
Operating Margin	(277)	-11.3	(347)	-12.4	
Non-Operating Items	301	12.2	75	2.7	
Net Income before Tax	24	1.0	(272)	-9.7	
Net Income	23	0.9	(245)	-8.7	
EPS(NT Dollar)	0.07		-0.75		

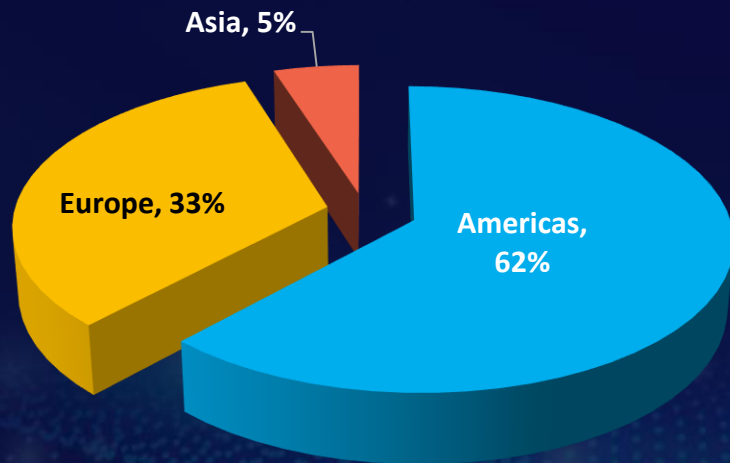
# Balance Sheet

Item	NT\$ million					
	2024.9.30		2023.12.31		2024.9.30	
	Amount	%	Amount	%	Amount	%
Total assets	6,607	100.0	7,074	100.0	7,484	100.0
Cash and cash equivalents	1,452	22.0	1,503	21.2	1,990	26.6
Financial assets at amortized cost	771	11.7	1,214	17.2	545	7.3
Accounts Receivable	818	12.4	966	13.7	1,072	14.3
Inventories	948	14.3	881	12.5	1,318	17.6
Investments accounted for using equity method	445	6.7	784	11.1	836	11.2
Property, plant and equipment	1,287	19.5	901	12.7	798	10.7
Right-of-use assets	372	5.6	387	5.5	408	5.5
Other Assets	514	7.8	438	6.2	517	6.9
Total Liabilities	1,873	28.3	2,304	32.6	2,616	35.0
Current borrowings	0	0.0	591	8.4	287	3.8
Accounts payable	1,000	15.1	866	12.2	1,402	18.7
Other Liabilities	873	13.2	847	12.0	927	12.4
Total Equity	4,734	71.7	4,770	67.4	4,868	65.0

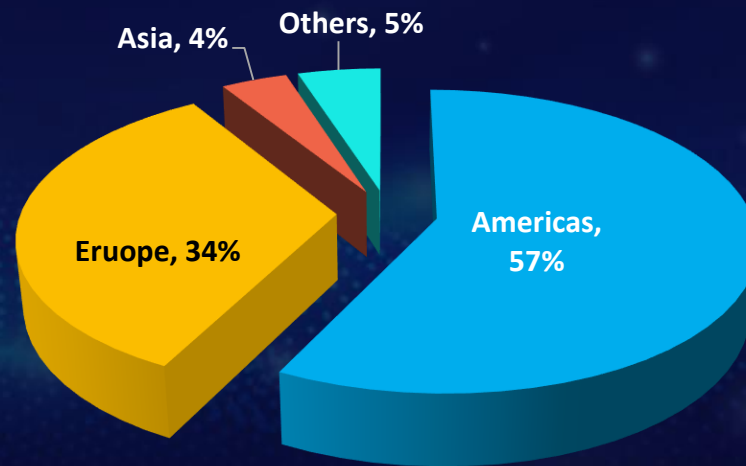


# Revenue Breakdown-By Region

2024Q1-Q3

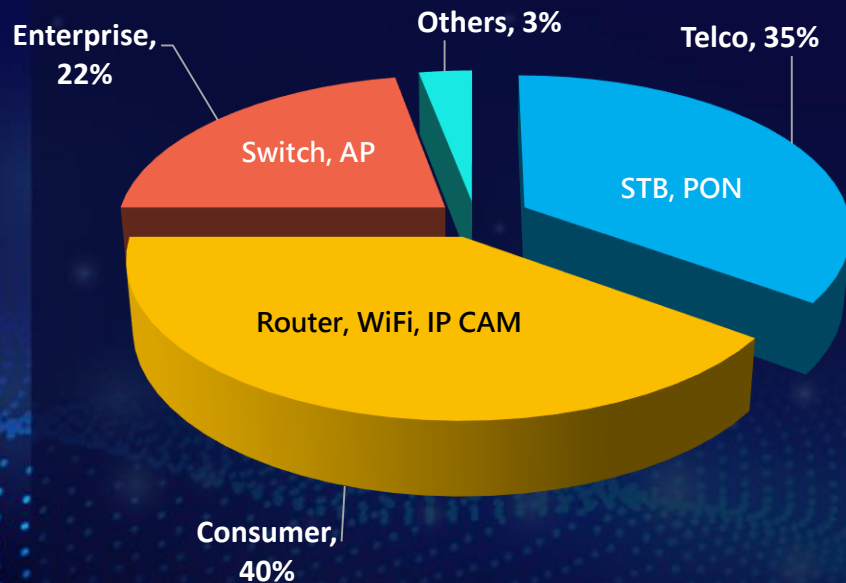


2023Q1-Q3

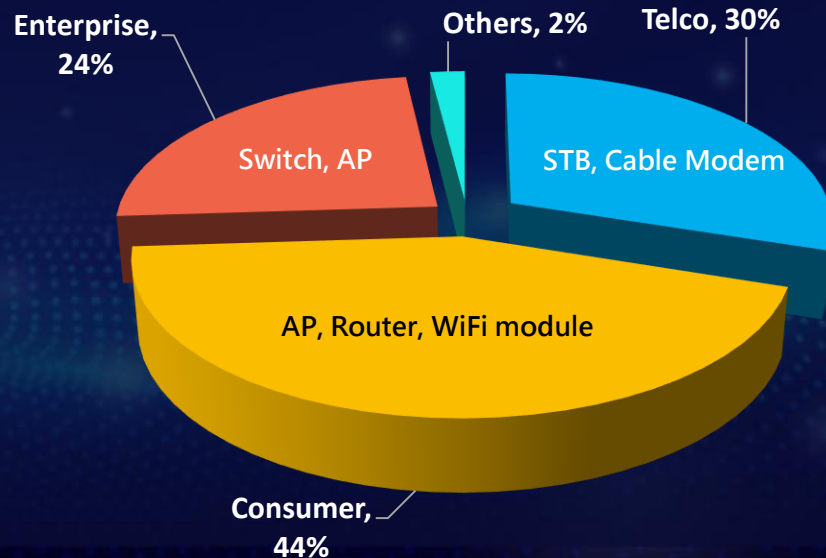


# Revenue Breakdown-By Product

## 2024Q1-Q3



## 2023Q1-Q3



# Operation Status & Future Outlook

# Ronto Enterprise Network Solution

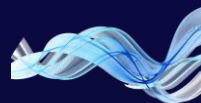


  
台灣精品  
TAIWAN EXCELLENCE  
2025



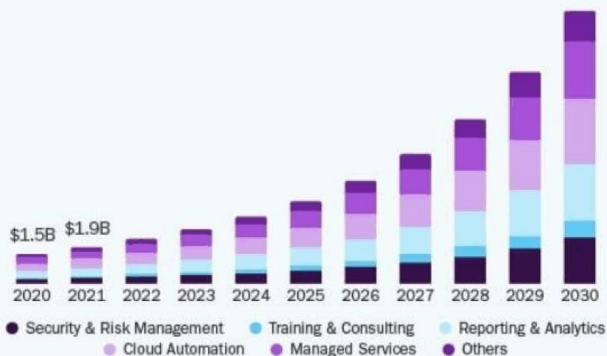
# Cloud & SD-WAN Market

- SD-WAN (software-defined wide area network) to manage and optimize the performance and security of networks



## U.S. Multi-cloud Management Market

size, by solution, 2020 - 2030 (USD Billion)



**25.8%**

U.S. Market CAGR,  
2023 - 2030

Source:  
[www.grandviewresearch.com](http://www.grandviewresearch.com)

## SD-WAN Market

PRESCIENT & STRATEGIC  
INTELLIGENCE  
Where knowledge inspires strategy

- Increasing migration toward cloud-based application
- Need for cost-effective network management and automation



**GROWTH  
DRIVER**

**APAC**  
Fastest-Growing Market  
By Region (2020-2030)

**North America**  
Largest Market By  
Region (2019)



**MARKET  
PLAYERS**



Cisco Systems Inc. | Fortinet Inc. |  
Juniper Networks Inc. | Oracle Corporation |  
Citrix Systems Inc. | Silver Peak Systems Inc. |  
Palo Alto Networks Inc. | VMware Inc. |  
Aryaka Networks Inc. | Riverbed Technology Inc.



Market Growth will  
Accelerate at a  
CAGR (2020-2030)

**38.6%**

### MARKET SIZE

**2019** \$1.4 Bn  
**2030** \$43.0 Bn



Services Category is  
Witnessing Faster Growth  
in Offering Segment



**Multi-cloud Market \$56B growth by 2030**

**SD-WAN Market \$43B growth by 2030**



# 2025~2027 Growth Drivers



## ODM CM SMB Telco

WiFi6/6E & WiFi7  
Indoor / Outdoor



## SMB ODM Telco

Management Switch  
AI Applications / Cloud Controller  
Security / SD-WAN



## Telco ODM CM

GPON / XGSPON  
4G / 5G CPE



## ODM CM SMB Telco

IP CAM: Doorbell/ Indoor/ Outdoor  
AI Recognition/ Edge Computing



# 2025 Product Focus

## Core Competence



### WiFi

Enhance WiFi (Soc based)  
by simplified design and  
optimized performance  
Self-diagnosis and  
Automation test



### Office

10G LAN, 25/100G WAN models  
AI applications with multiple  
clouds support & DevOps



### Broadband

Main trunk management  
& customization  
RDK-B, Prpl  
TR69/369



### IPCam

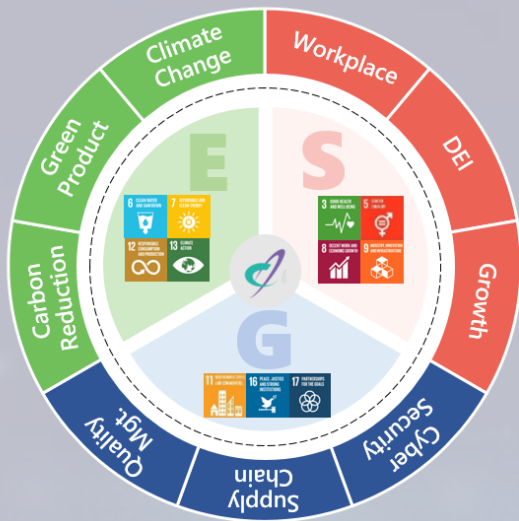
HAL/Middleware for  
Amberella/ Novatek  
Sigmastar /RTK  
Managed by SD-WAN

# 2025 New Manufactory



- ◆ Location: Bac Giang, Vietnam ◆ Total MFG Space: 60,000 M<sup>2</sup>
- ◆ Product: Enterprise AP, Switch, Controller, WiFi Mesh Router, PON, Cell Site Router, IP Cam, Satcom Gateway, IoT Gateway & Monitor...etc.

# 2024-2025 ESG Highlights



## 2023~2024 Awards:

- ① Governance Evaluation level up to 21 ~ 35%
- ② RBA Golden Status (Score: 193.7/200)
- ③ ISO14064-1 Carbon Footprint Verification
- ④ Linksys 2024 Year of Best Supplier
- ⑤ Performance of ESG Top 10 Plans

### Environment

**100%**

Cyclable Pulp of Packing Ratio

**100%**

Recyclable EPE or Cushioning Material Ratio

**91.4%**

Product Regeneration Rate

**100%**

WEEE Rate

**91.8%**

Waste Recycling Rate

### Social

**1,835 hours**

Hours of Talent Training

**98 %**

Local Employee Hiring Rate

**0**

Ethical and Harassment Case

**92 %**

ESG initiative Activities Participation Rate

**30 cases**

ESG Idea Proposals

### Governance

**57%**

Female BOD Ratio

**9 cases**

Patent Applications

**59.65%**

R&D Expenses Increased Compared to 2022

**0**

Antitrust, Monopolistic and Corruption Case

**100%**

Conflict Minerals Due Diligence



# RBA Golden Status



**Responsible Business Alliance**

Advancing Sustainability Globally

*Recognition that*

**HON YAO FU TECHNOLOGY CO., LTD.**

Dai dong - Hoan son Industrial Park, Dai Dong Commune , Tien Du District, Bac Ninh Province,  
16000  
Vietnam

*Completed the RBA Validated Assessment Program, achieving GOLD Status  
without any Priority or Major findings, earning a score of 193.7*

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**Validated Audit Report:** VAR-20240826-VN-02B02-1

**Audit date:** August 26, 2024

**Certificate issue date:** October 2, 2024

**Expiration date:** April 17, 2026

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Robert F. Lederer  
**CEO, RBA**



# Q & A

**THANK YOU!**