

MOBILETRON ELECTRONICS

Business Performance

Presented by:

Will Chan



Safe Harbor Notice

Except for historical information contained herein, the matters set forth in this presentation are forward looking statements that are subject to risks and uncertainties that could cause actual results to differ materially. These forward looking statements are not based on historical facts but rather on management's expectations regarding future growth, results of operations, performance, future capital and other expenditures, competitive advantages, business prospects and opportunities. Statements in this presentation about our future plans and intentions, results, level of activities, performance, goals or achievements or other future events constitute forward looking statements. Wherever possible, words such as "anticipate", "believe", "expect", "may", "could", "will", "potential", "intend", "estimate", "should", "plan", "predict", or the negative or other variations of statements reflect management's current beliefs and assumptions and are based on the information currently available to our management.

Investors are cautioned not to place undue reliance on these forward looking statements, which are made as of the date of this presentation, and we assume no obligation to update or revise any forward looking statements.



Group Briefing

- ❑ Founded : July, 1982
- ❑ Employees : 1,500~2,000
- ❑ Listed in TWSE : April 6, 2001
- ❑ Marketing: 100+ Countries Worldwide
- ❑ Major Products :
 - Automotive Electronics
 - Commercial EV Energy & Electric Control System
 - Automotive & Industrial Li-ion Power Tools
 - EV Bus



Global Deployment & Industry Transformation



2009 Durofix, Inc



2000 Mobiletron UK



1982 headquarters (Taya Taichung)



2018 RAC Electric Vehicles



2022 new plant (Port of Taichung)



2022 Maxwin (Taichung)



1988 Regitar USA



1995 Ningbo (China)



1976 started



Automotive Electronics–Engine Management



■ Charging System

- Voltage Regulators
- Rectifiers
- Diodes & Diode
Trios



■ Ignition System

- Ignition Modules
- DIS Modules
- Ignition Coils
- Coil Modules



■ Engine Sensors

- Crank/Camshaft Sensors
- Oxygen Sensors
- MAF Sensors
- MAP Sensors
- ABS Sensors
- Brake Wear Pad Sensors

■ *We have more than 6,000 items to fit the main car models of global market.*



Outline

MOBILETRON™

Automotive Electronic-TPMS

- ✓ OE replacement sensors can be fitted into most of the vehicles around the world.
- ✓ BEST BUY Product recommended by AMAZON



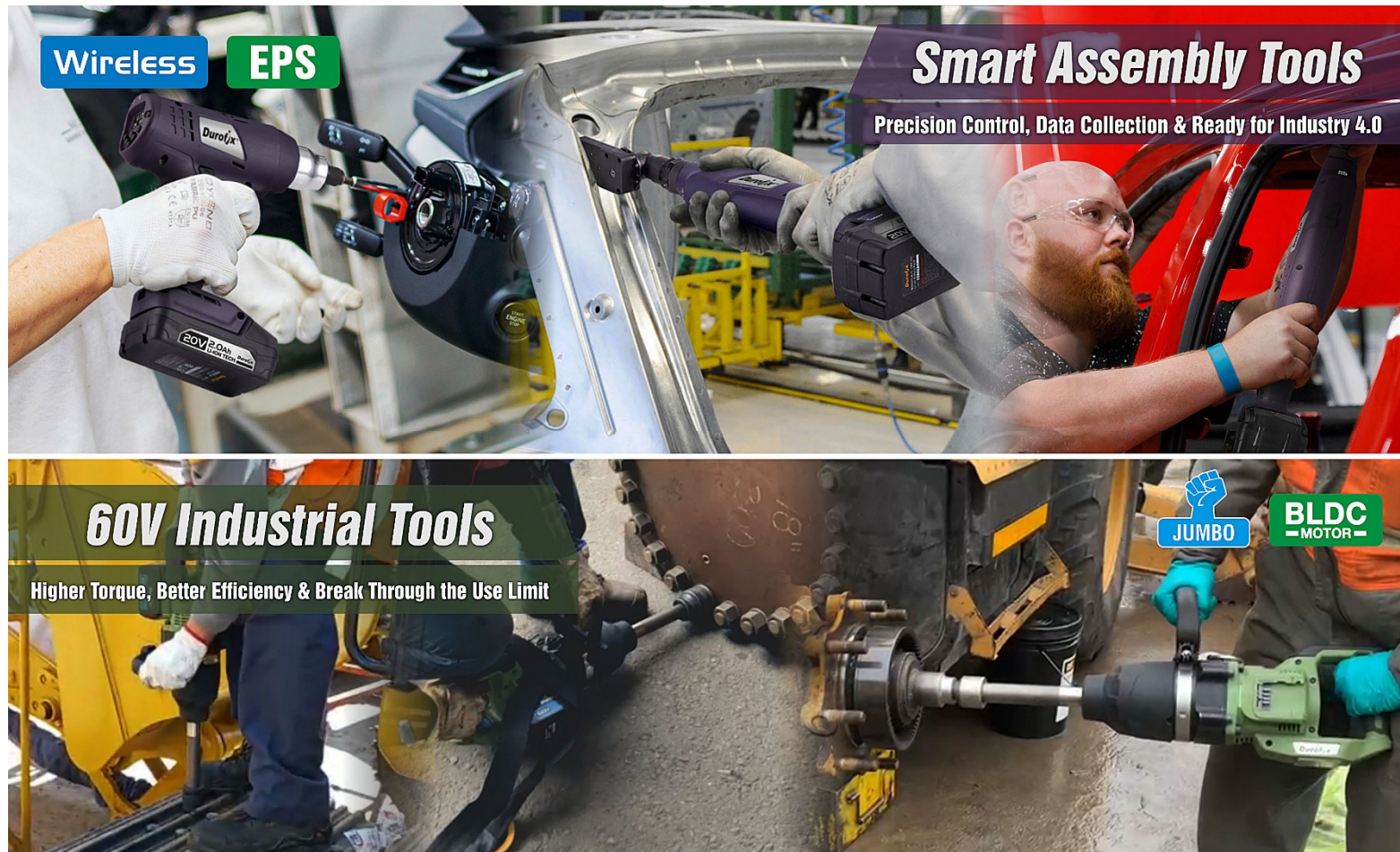
MORESENSOR



Outline

MOBILETRON™

Automotive & Assembly Industrial Tools



Outline

RAC EV Bus

MOBILETRON™



- **The only local e-bus maker with “in-house R&D capability” certified by VSCC (Vehicle Safety Certification Center) in Taiwan**
- **The only local e-bus maker own IP rights, capable of exporting system and technology overseas**
- **Operated in 12 cities in Taiwan**



Revenue by Quarter (Consolidated)

Unit: 1,000 NTD

	1Q	2Q	3Q	Subtotal	Growth Rate	4Q	Jan~Dec total	Growth Rate
Year 2019	658,762	795,316	684,707	2,138,785	7%	666,024	2,804,809	-3%
Year 2020	588,472	512,506	691,646	1,792,624	-16%	1,073,568	2,866,192	2%
Year 2021	572,838	704,717	731,333	2,008,888	12%	923,649	2,932,537	2%
Year 2022	753,822	782,007	897,684	2,433,513	21%			

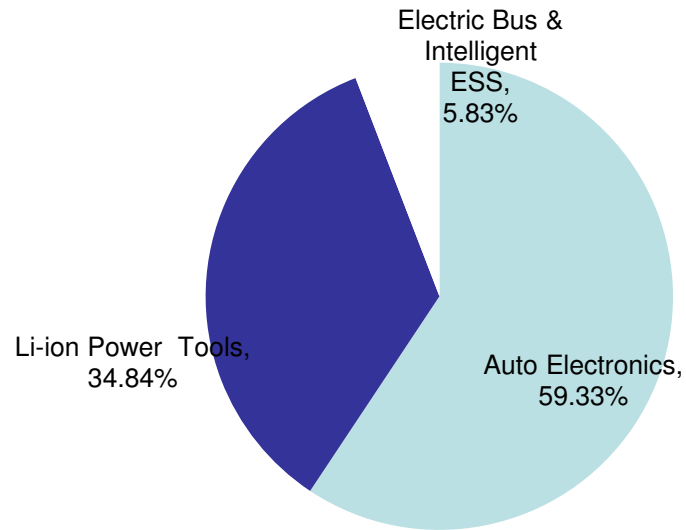
Note :

Overall sales grew steadily with significant growth for electric bus except shipments for 1st~3rd quarters 2020 were impacted by covid19 so postponed to 4th quarter same year.

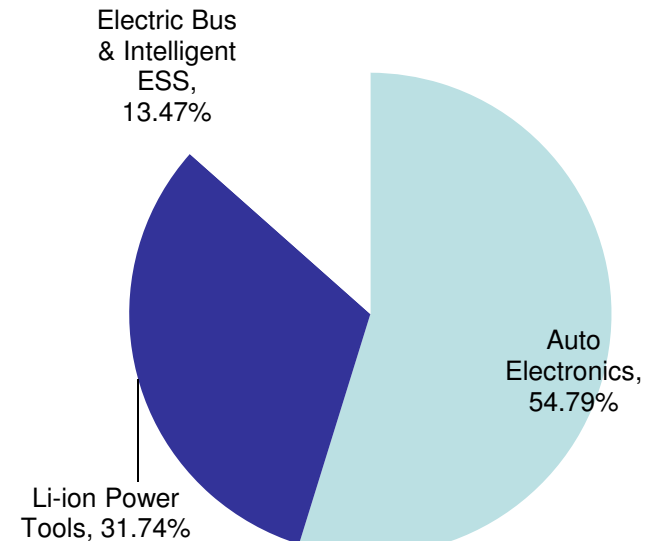


Sales Analysis by Product

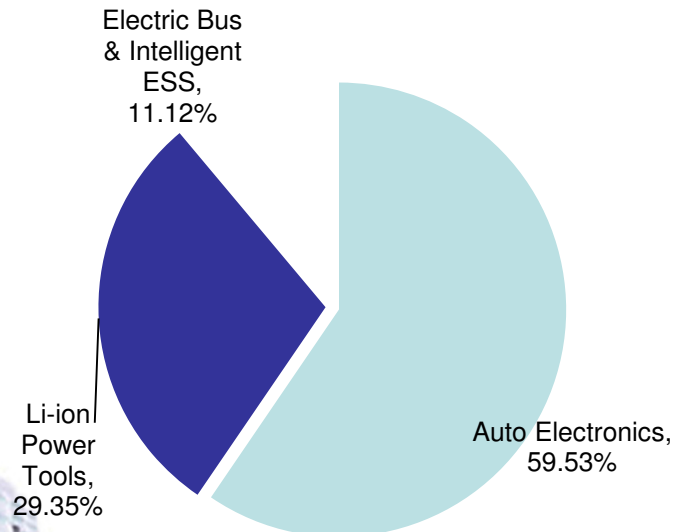
Year 2019



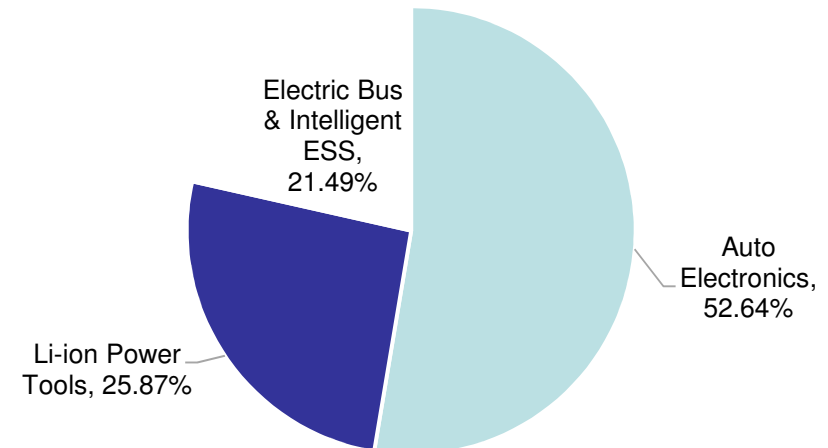
Year 2020



Year 2021

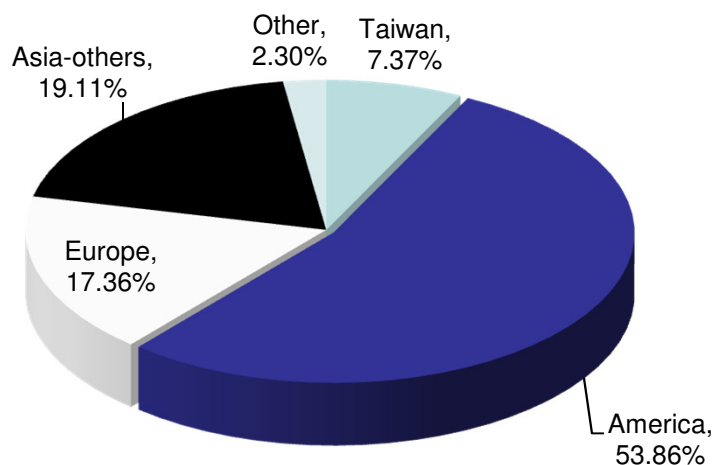


2022.Q3

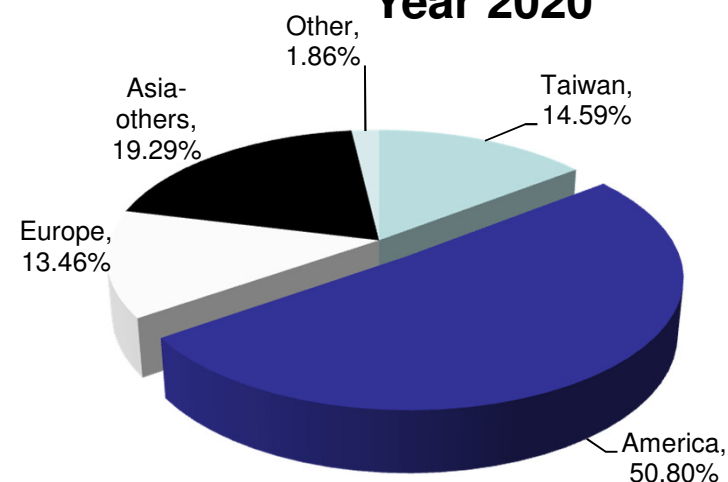


Sales Performance Review

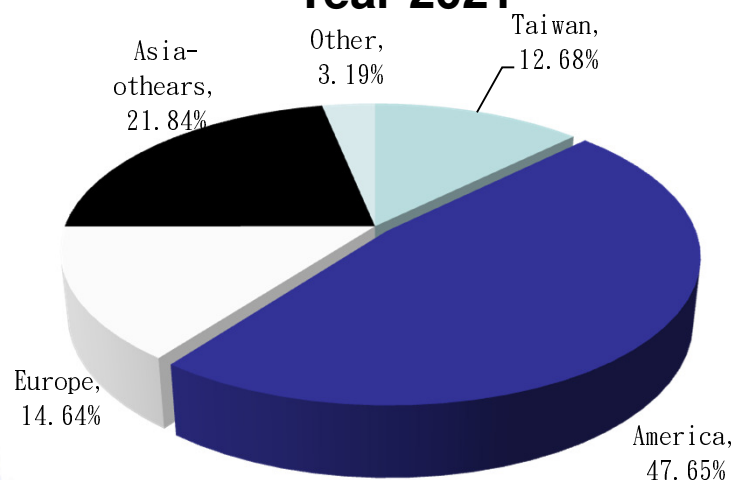
Year 2019



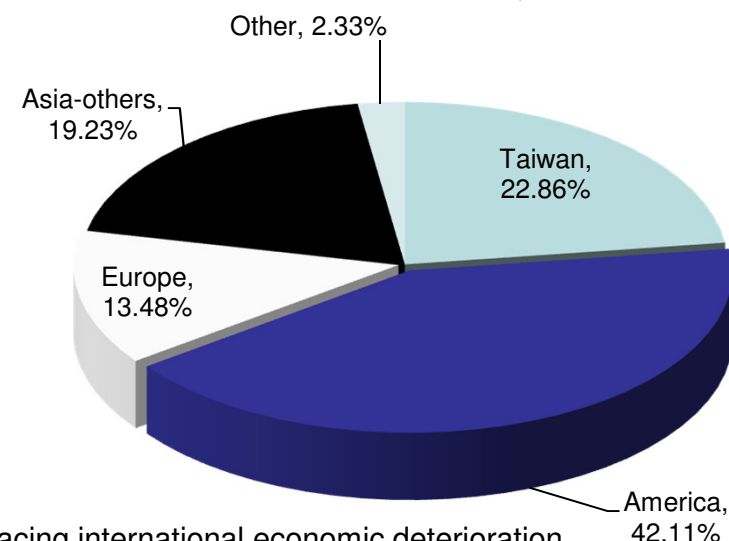
Year 2020



Year 2021



2022.Q3



Note : Domestic sales grew quickly and stably with less impact facing international economic deterioration.



Income Statement (Consolidated)

Unit: NTD 1,000

Item	2019		2020		2021		2022Q2	
	The Group		The Group		The Group		The Group	
	Amount	%	Amount	%	Amount	%	Amount	%
Operating Revenue	2,804,809	100.0	2,866,192	100.0	2,932,537	100.0	1,535,829	100.0
Gross Profit	938,427	33.5	803,978	28.1	877,190	29.9	434,135	28.3
Operating expenses	773,517	27.6	739,976	25.8	848,095	28.9	455,587	29.7
Operating Income	164,910	5.9	64,002	2.2	29,095	1.0	(21,452)	(1.4)
Non-operating Income & Expenses	5,792	0.2	(3,860)	(0.1)	8,651	0.3	31,400	2.0
Pre-Tax Income	170,702	6.1	60,142	2.1	37,746	1.3	9,948	0.6
Net Income	121,216	4.3	(5,000)	(0.2)	12,876	0.4	3,764	0.2
Net profit of the current period belongs to Headquarters	201,666		85,187		86,629		48,615	
Capital	985,474		985,474		985,474		985,474	
Earnings per Share	2.05		0.86		0.88		0.49	



Income Statement (Consolidated)

Unit: NTD 1,000

Item	2019		2020		2021		2022Q2	
	(Excl.RAC)		(Excl.RAC)		(Excl.RAC)		(Excl.RAC)	
	Amount	%	Amount	%	Amount	%	Amount	%
Operating Revenue	2,678,894	100.0	2,554,433	100.0	2,681,033	100.0	1,327,547	100.0
Gross Profit	1,003,781	37.5	884,690	34.6	963,017	35.9	457,470	34.5
Operating expenses	688,590	25.7	637,737	25.0	754,858	28.2	403,742	30.4
Operating Income	315,191	11.8	246,953	9.7	208,159	7.8	53,728	4.0
* Non-operating Income & Expenses	(60,202)	(2.2)	(92,788)	(3.6)	-93,824	(3.5)	4,644	0.3
-Accrued investment loss for RAC	(59,049)	(2.2)	(72,625)	(2.8)	(73,123)	(2.7)	(41,344)	(3.1)
-Others	(1,153)	(0.0)	(20,163)	(0.8)	(20,701)	(0.8)	45,988	3.5
Pre-Tax Income	254,989	9.5	154,165	6.0	114,335	4.3	58,371	4.4
Net Income	201,666	7.5	85,187	3.3	86,629	3.2	48,615	3.7
Net profit of the current period belongs to Headquarters	201,666		85,187		86,629		48,615	
Capital	985,474		985,474		985,474		985,474	
Earnings per Share	2.05		0.86		0.88		0.49	

* Below figures have been consolidated with RAC's ◦



Thank you

