



Unizyx Holding Corporation(3704)

2020 Second Quarter Earnings Conference

September 4, 2020



Safe Harbor Notice

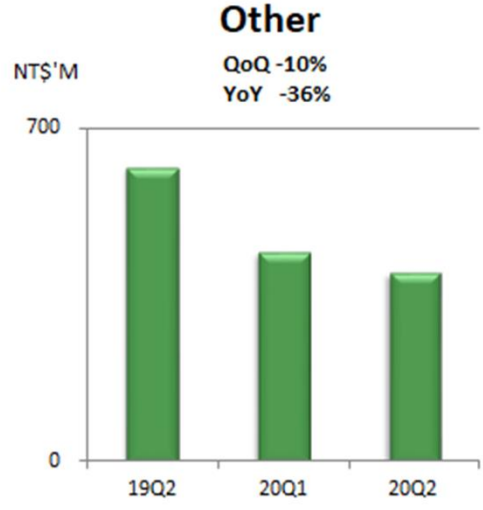
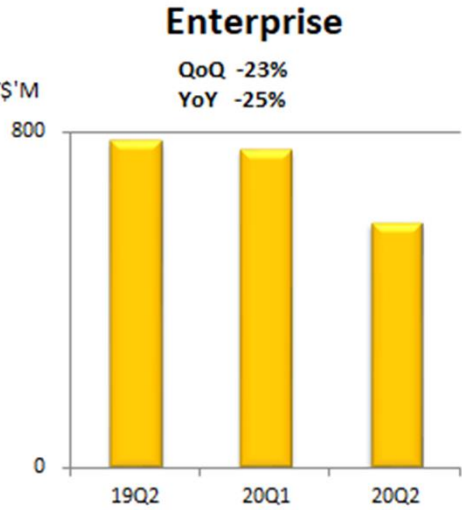
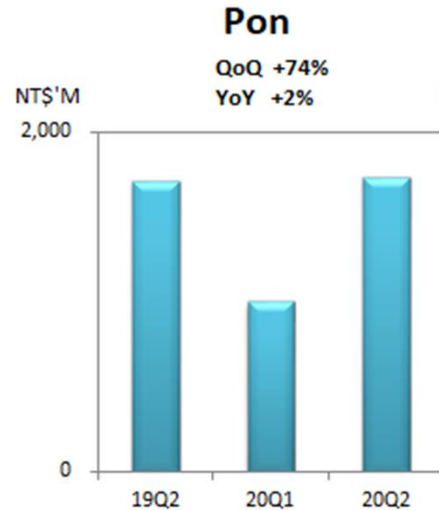
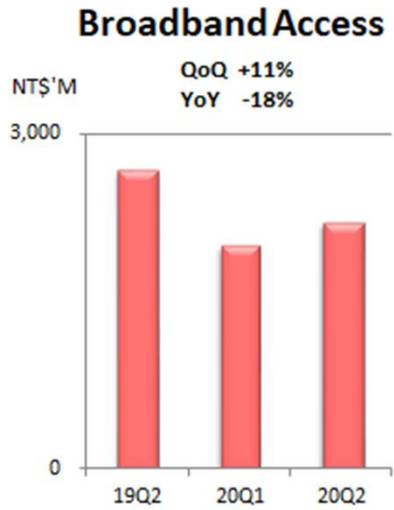
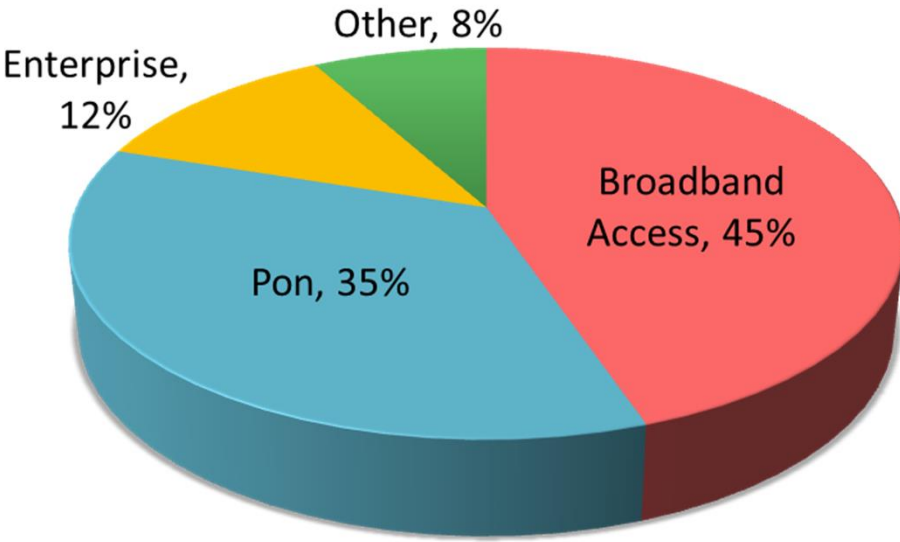
- **The statements contains historical information and forward-looking statements.**
- **Such forward-looking statements involve unknown risks and uncertainties , which may cause the actual performance, financial condition or results of forecast of Unizyx Holding Corporation to be materially different from any future performance, financial condition or results of operations implied by such forward-looking statements.**

20Q2 Statements of Comprehensive Income

Unit: NT\$ Million	<u>20Q2</u>	<u>%</u>	<u>20Q1</u>	<u>%</u>	<u>19Q2</u>	<u>%</u>	<u>QoQ%</u>	<u>YoY%</u>
Net Sales	4,903	100.0%	4,177	100.0%	5,764	100.0%	17.4%	-14.9%
Cost of Goods Sold	3,703	75.5%	3,081	73.7%	4,462	77.4%	20.2%	-17.0%
Gross Profit	1,200	24.5%	1,096	26.2%	1,302	22.6%	9.5%	-7.9%
Operating Expenses	989	20.2%	1,091	26.1%	1,209	21.0%	-9.3%	-18.2%
Operating Income (Loss)	211	4.3%	5	0.1%	93	1.6%		
Non-Operating Income (Loss)	(10)	-0.2%	(116)	-2.8%	16	0.3%		
Income (Loss) before Tax	201	4.1%	(111)	-2.7%	109	1.9%		
Income Tax (Gain)	37	0.8%	30	0.7%	64	1.1%		
Net Income (Loss)	164	3.4%	(141)	-3.4%	45	0.8%		
Net Income (Loss) to Shareholders of the Parent Company	164	3.3%	(140)	-3.4%	37	0.6%		
EPS (NT Dollar)	0.38		(0.33)		0.09			

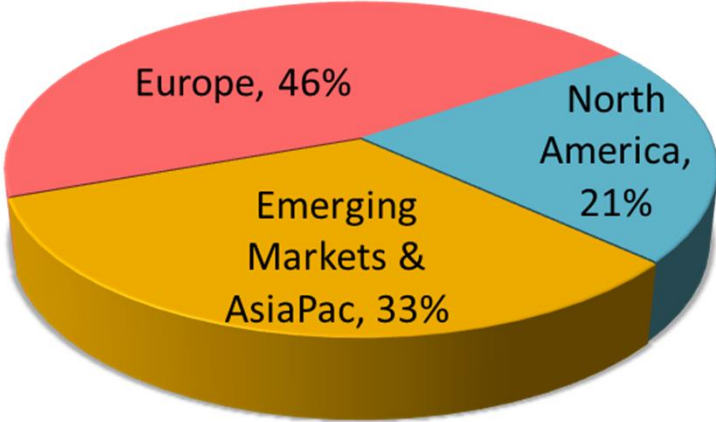


20Q2 Revenue by Product

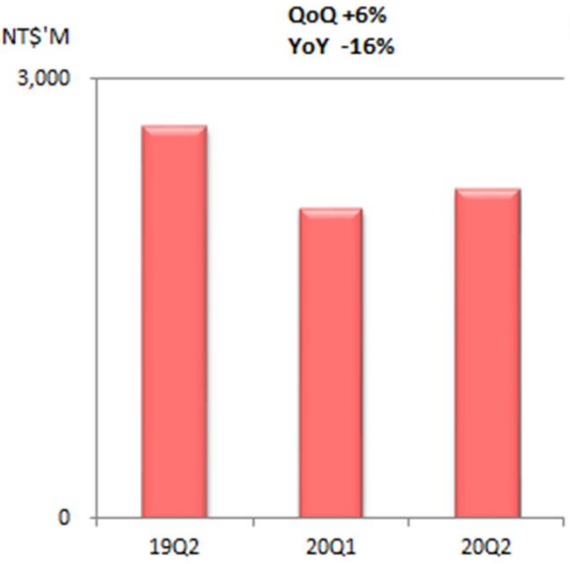




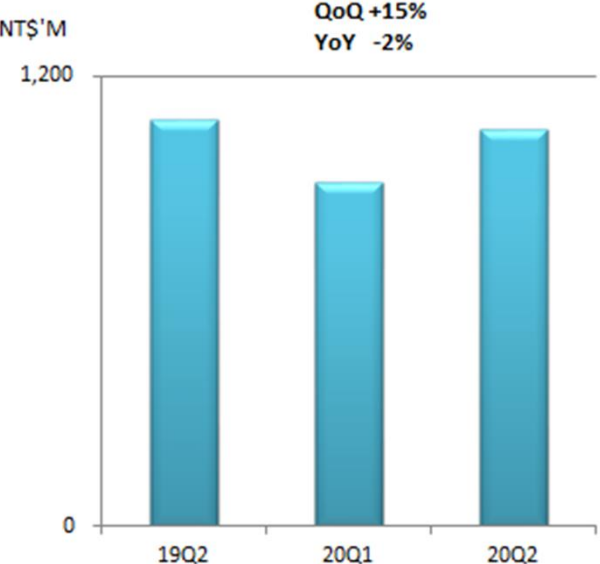
20Q2 Revenue by Region



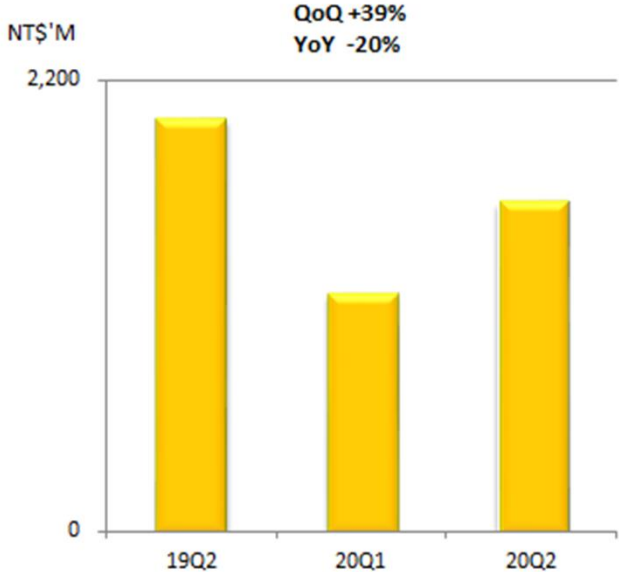
Europe



North America



Emerging Markets & AsiaPac



Balance Sheets & Key Indices

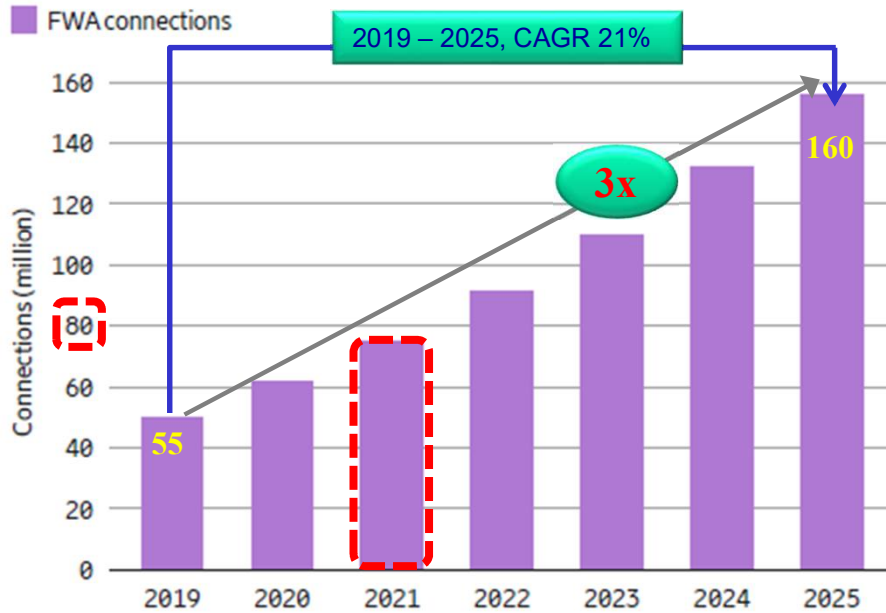
Unit: NT\$ Million	<u>20Q2</u>	<u>%</u>	<u>20Q1</u>	<u>%</u>	<u>19Q2</u>	<u>%</u>
Cash and Cash Equivalents	3,444	23%	3,167	22%	2,431	15%
Accounts Receivable	4,230	28%	3,835	26%	5,630	35%
Inventories	3,493	23%	3,321	23%	4,208	26%
Long-term Investments	59	0%	63	0%	66	0%
Property, Plant and Equipment	1,542	10%	1,590	11%	1,703	10%
Other Assets	2,534	17%	2,510	17%	2,187	13%
Total Assets	15,302	100%	14,486	100%	16,225	100%
Current Liabilities	7,379	48%	6,742	47%	7,758	48%
Non-Current Liabilities	601	4%	610	4%	779	5%
Total Liabilities	7,980	52%	7,352	51%	8,537	53%
Total Equity	7,322	48%	7,134	49%	7,688	47%
Key Indices						
AR Turnover Days	75		93		99	
Inventory Turnover Days	84		101		91	
Current Ration (X)	1.6		1.7		1.7	

- **Fixed Broadband Market Segment**
 - Fixed Wireless Access (FWA)



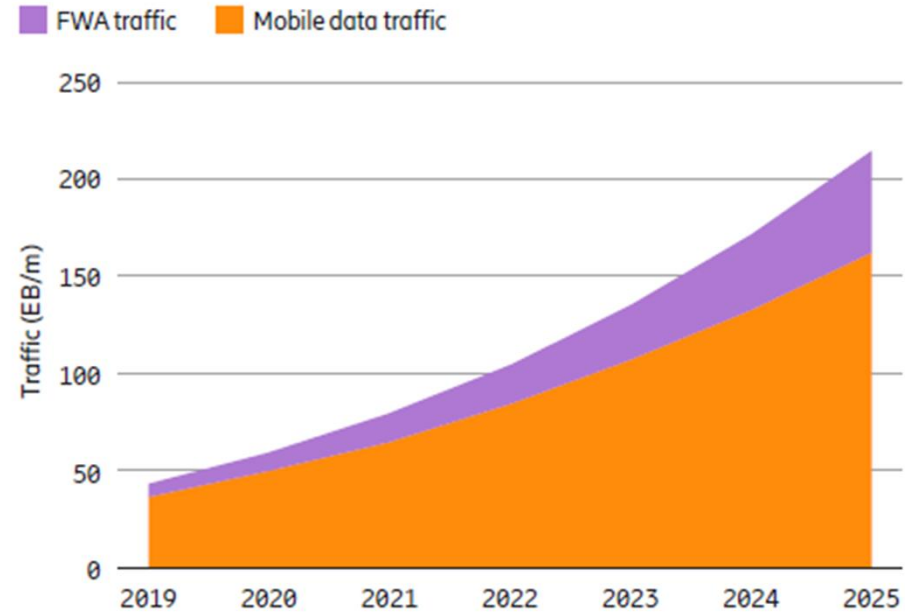
FWA Market Forecast

FWA Connections



Source: ericsson, June 2020

Mobile data and FWA traffic



According to Ericsson’s study, there were 55 million FWA connections by the end of 2019. This number is projected to grow three times through 2025, reaching close to 160 million.

FWA data traffic is estimated to have represented around 15 percent of global mobile network data traffic by the end of 2019. This is projected to reach 53EB in 2025.

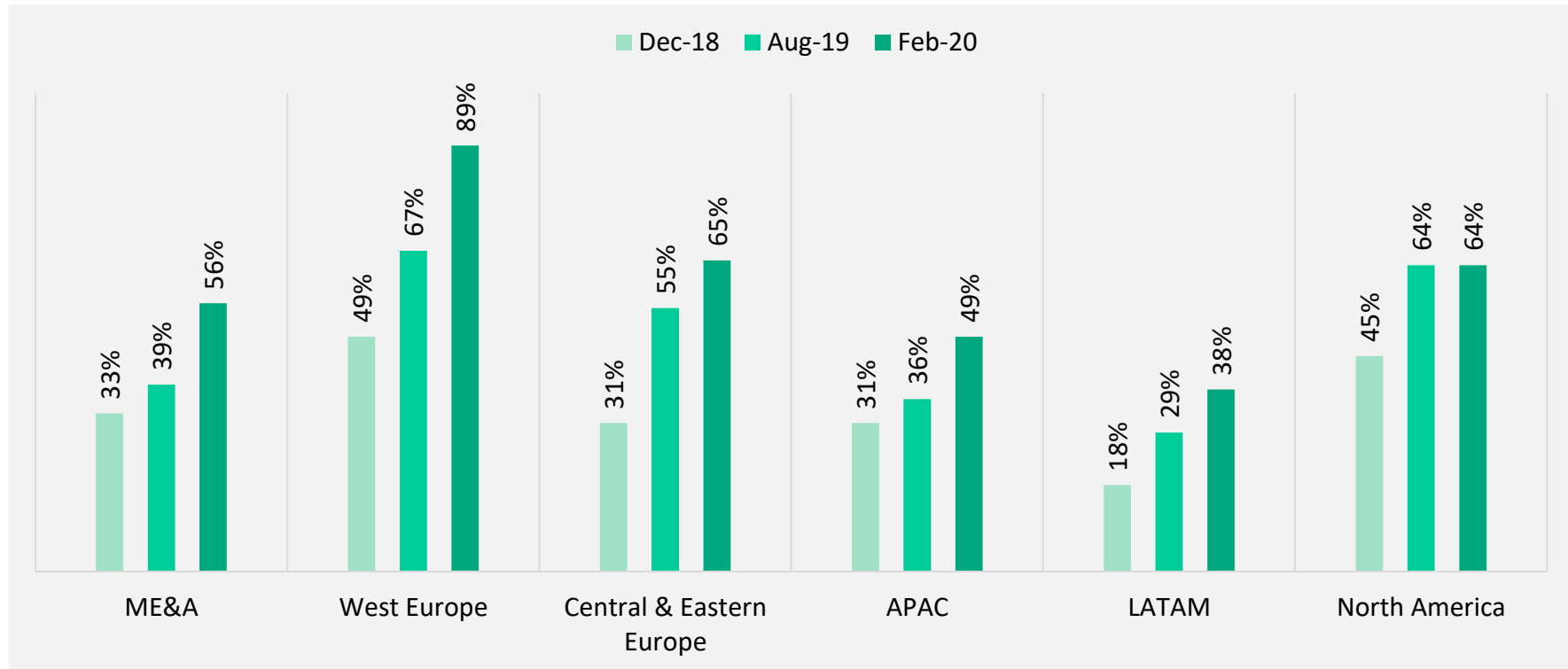




Fixed Wireless Access on the Rise

60%

On average 60% of service providers globally, have FWA on offer. Up from only 40% in the first study 14 months ago.



Source: ericsson, June 2020

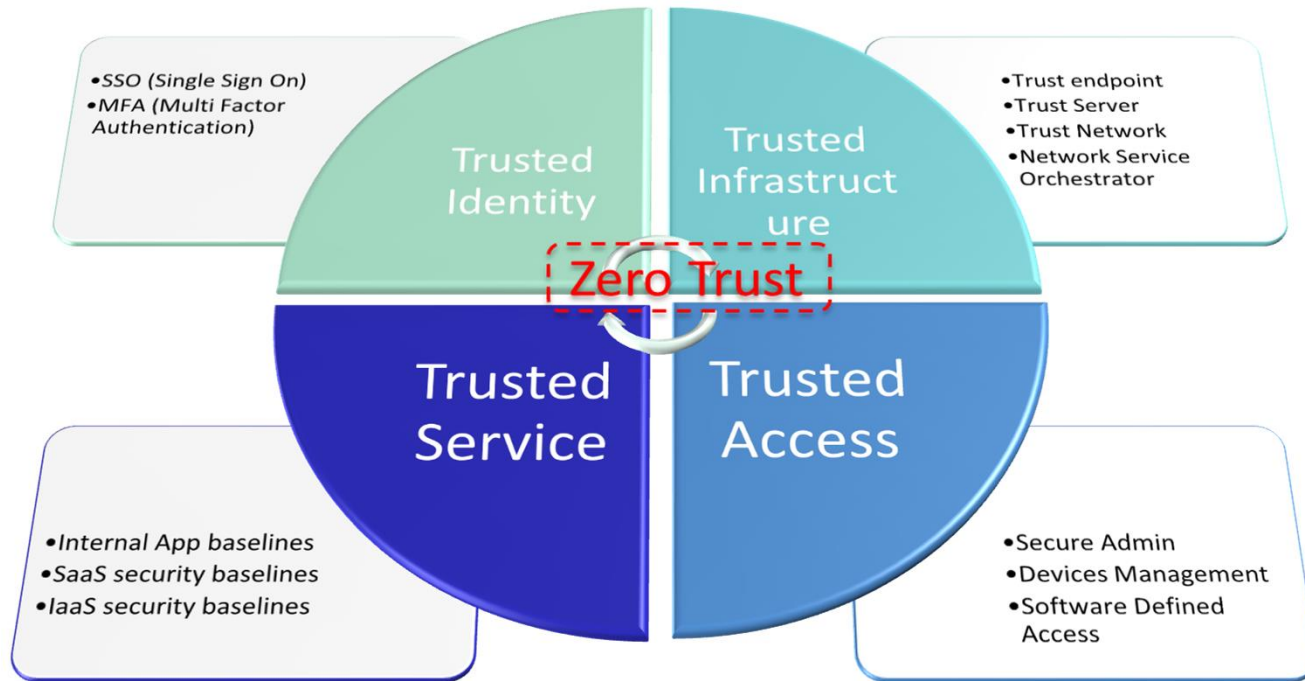


Technology and Service Trend

- **SMB Segment**
 - **Zero Trust Network Access (ZTNA)**

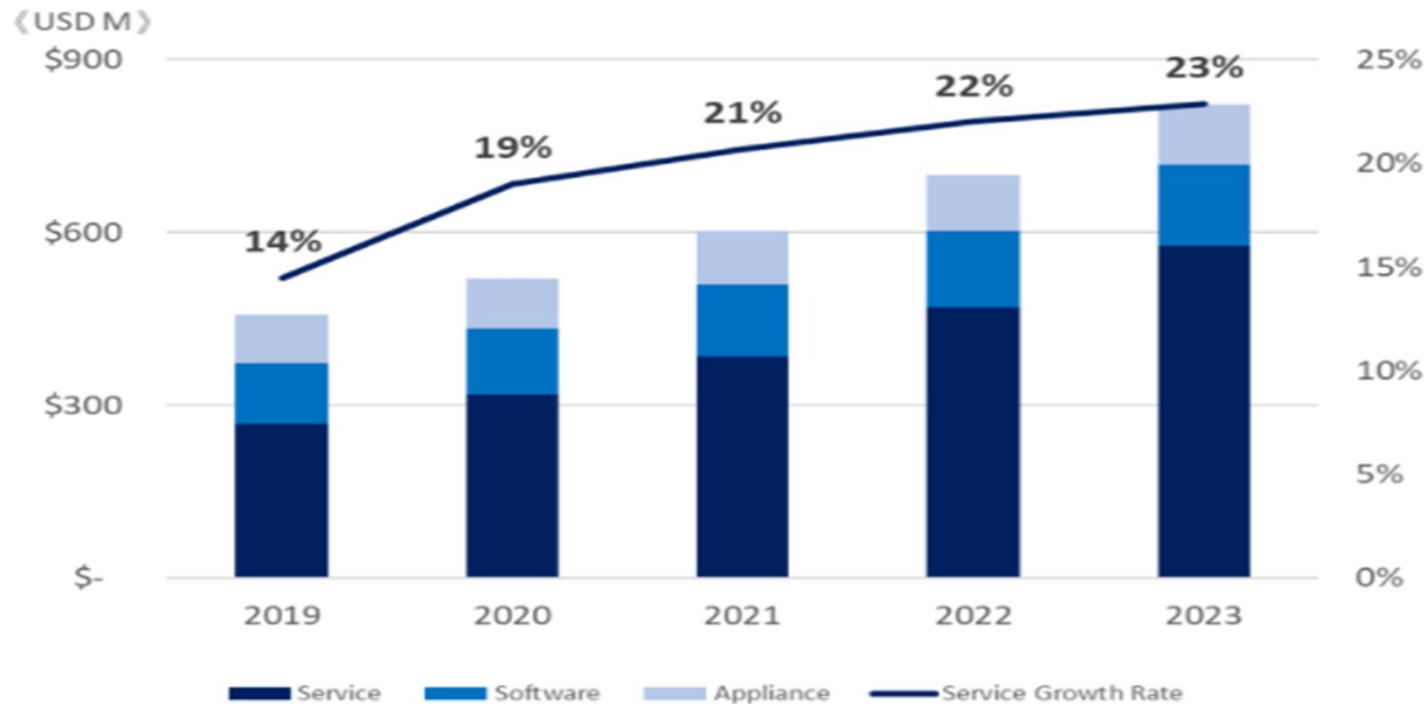


Four Pillars of Zero-Trust Security





Taiwan Security Solutions and Services Forecast 2019 - 2023



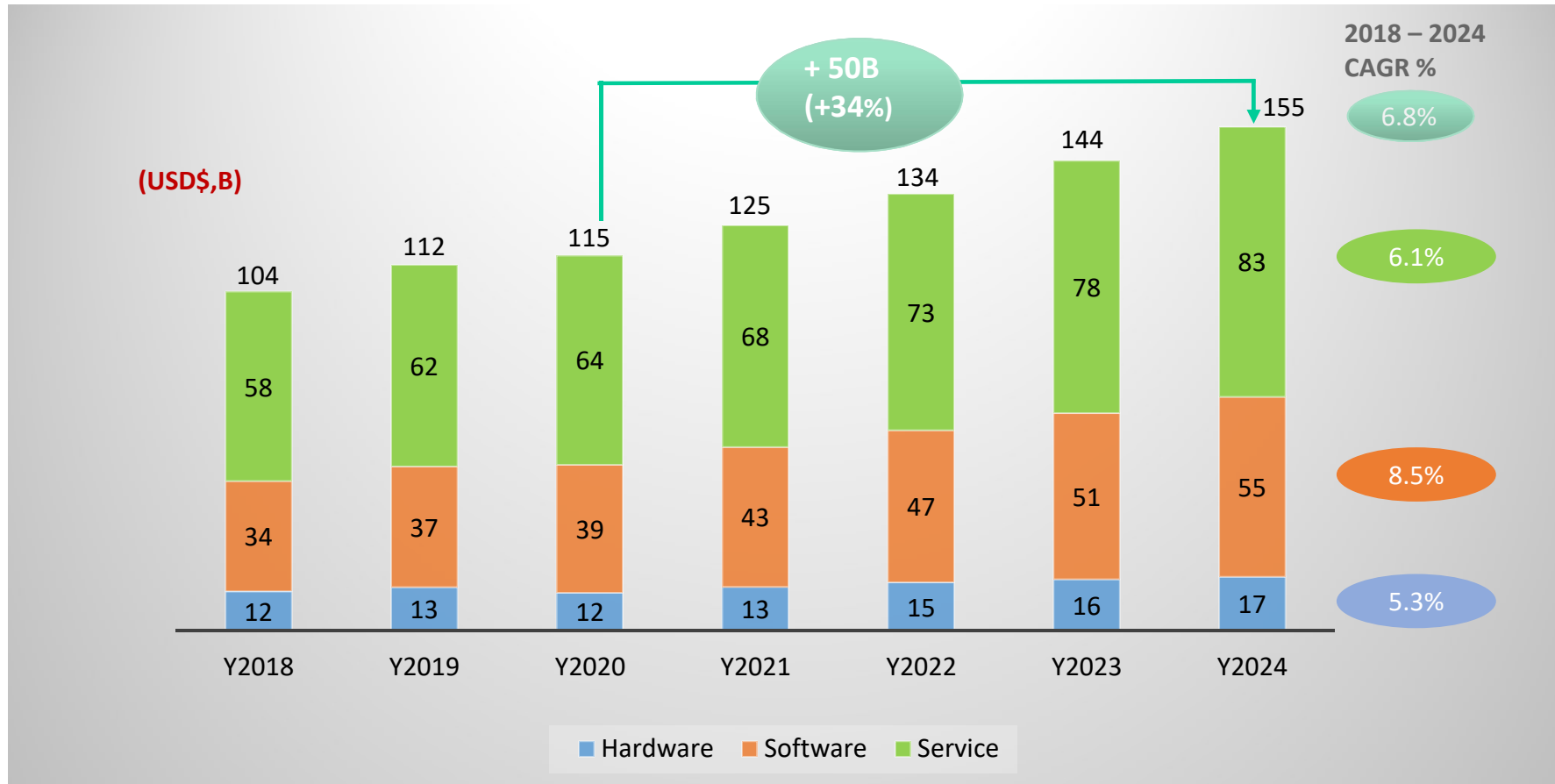
Source: IDC, Mar, 2020

- Taiwan Security solutions and Services market growth rate is projected around 19% in 2020, with market value expected to be USD 600M in 2021.
- Digital transformation and reinvention is the main market growth driver to Taiwan Security solution and service market.





WW Security and Risk Management (Enterprise segment) Spending Growth



Source: Gartner, June, 2020



Unizyx

Thank you

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