

Unizyx Holding Corporation(3704)

2021 Third Quarter Earnings Conference

November 4, 2021

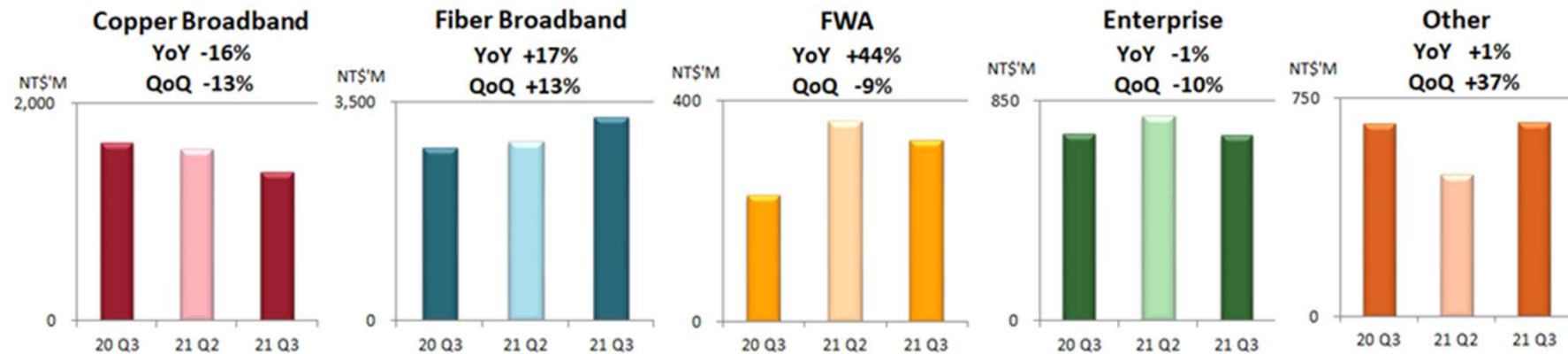
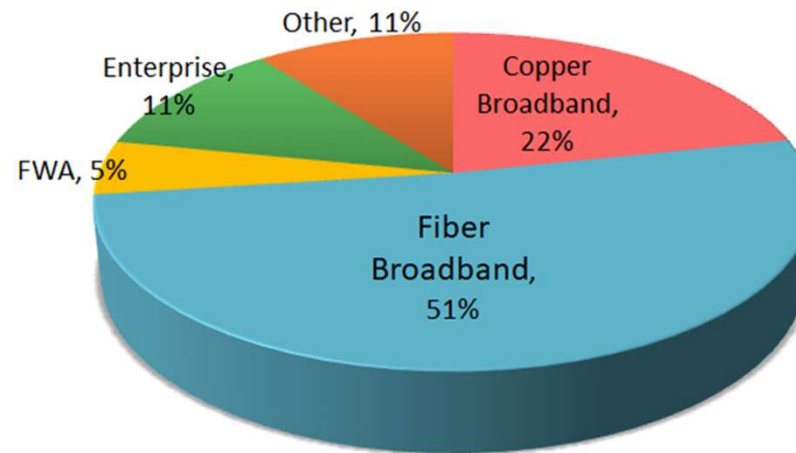
Safe Harbor Notice

- **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.**

21Q3 Statements of Comprehensive Income

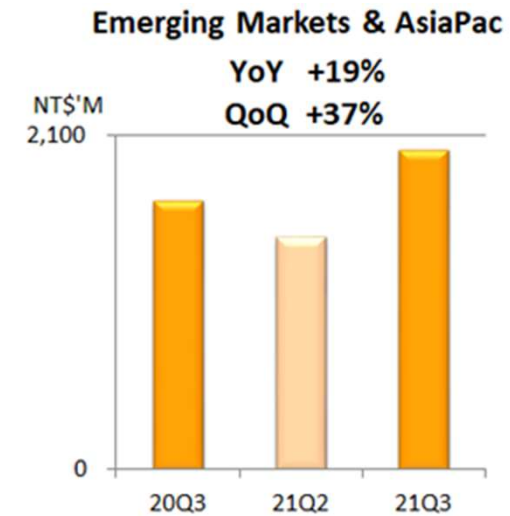
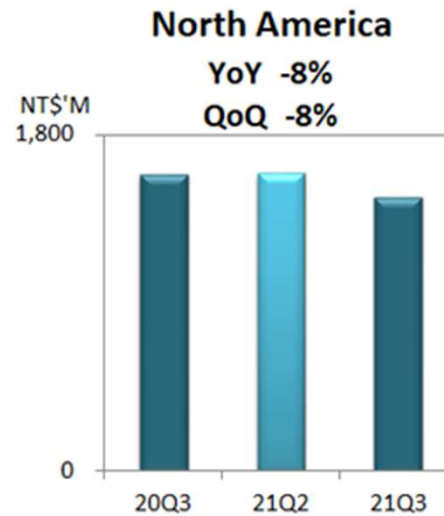
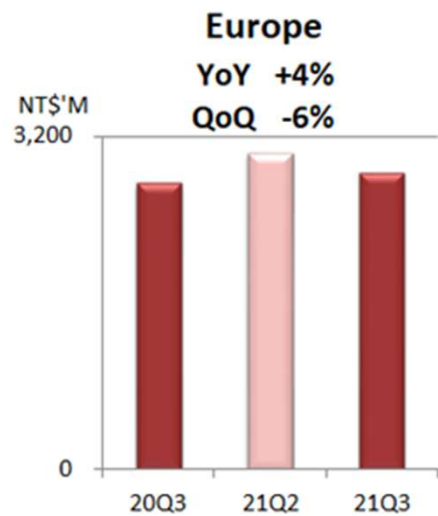
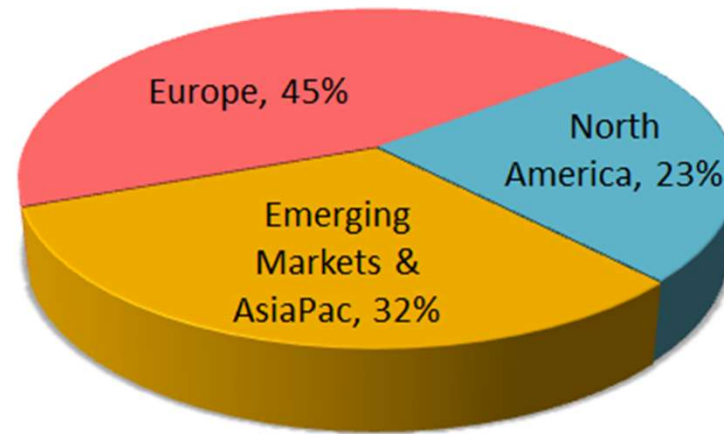
Unit: NT\$ Million	<u>21Q3</u>	<u>%</u>	<u>21Q2</u>	<u>%</u>	<u>20Q3</u>	<u>%</u>	<u>QoQ%</u>	<u>YoY%</u>
Net Sales	6,325	100.0%	6,084	100.0%	6,021	100.0%	3.9%	5.0%
Cost of Goods Sold	4,522	71.5%	4,659	76.6%	4,447	73.9%	-2.9%	1.7%
Gross Profit	1,803	28.5%	1,425	23.4%	1,574	26.1%	26.5%	14.5%
Operating Expenses	1,148	18.2%	1,083	17.8%	1,076	17.9%	6.0%	6.8%
Operating Income (Loss)	655	10.4%	341	5.6%	498	8.3%		
Non-Operating Income (Loss)	(32)	-0.5%	85	1.4%	(15)	-0.3%		
Income (Loss) before Tax	623	9.8%	426	7.0%	483	8.0%		
Income Tax (Gain)	196	3.1%	59	1.0%	107	1.8%		
Net Income (Loss)	427	6.7%	367	6.0%	376	6.3%		
Net Income (Loss) to Shareholders of the Parent Company	428	6.8%	367	6.0%	376	6.3%		
EPS (NT Dollar)	0.97		0.84		0.87			

21Q3 Revenue by Product



Note : Ethernet gateway and wireless extender are based on fiber broadband applications, they are classified from copper broadband to fiber broadband.

21Q3 Revenue by Region



Balance Sheets & Key Indices

Unit: NT\$ Million	<u>21Q3</u>	<u>%</u>	<u>21Q2</u>	<u>%</u>	<u>20Q3</u>	<u>%</u>
Cash and Cash Equivalents	4,508	22%	3,444	19%	3,381	19%
Accounts Receivable	5,668	28%	5,925	32%	5,076	28%
Inventories	5,684	28%	4,903	26%	4,738	26%
Long-term Investments	153	1%	174	1%	82	0%
Property, Plant and Equipment	1,693	8%	1,653	9%	1,562	9%
Other Assets	2,343	12%	2,412	13%	3,053	17%
Total Assets	20,049	100%	18,511	100%	17,892	100%
Current Liabilities	8,507	42%	9,304	50%	9,558	53%
Non-Current Liabilities	2,557	13%	672	4%	596	3%
Total Liabilities	11,064	55%	9,976	54%	10,154	57%
Total Equity	8,985	45%	8,535	46%	7,738	43%
Book Value per Share	20		19		18	
Key Indices						
AR Turnover Days	84		91		71	
Inventory Turnover Days	108		92		85	
Current Ration (X)	2.0		1.6		1.3	

Service Providers Mesh WiFi 6 Series

Flagship

Dual-Band Wireless AX6000
Gigabit Ethernet IAD



○ **Model:**
EX5501

○ **Key features:**

- 4x4 + 4x4 11ax
- EasyMesh standards compliant
- 2.5GbE WAN + 2.5GbE LAN
- TR-069/TR-181
- ZyEE containers
- OPAL

Premium

Dual-Band Wireless AX6000
VDSL2/Ethernet IAD



○ **Models:**
DX5401/EX5401 Series

○ **Key features:**

- 4x4 + 4x4 11ax
- EasyMesh standards compliant
- SFP cage
- TR-069/TR-181
- OPAL

Cost-effective

Dual-band Wireless AX1800
VDSL2/Ethernet IAD/Gateway



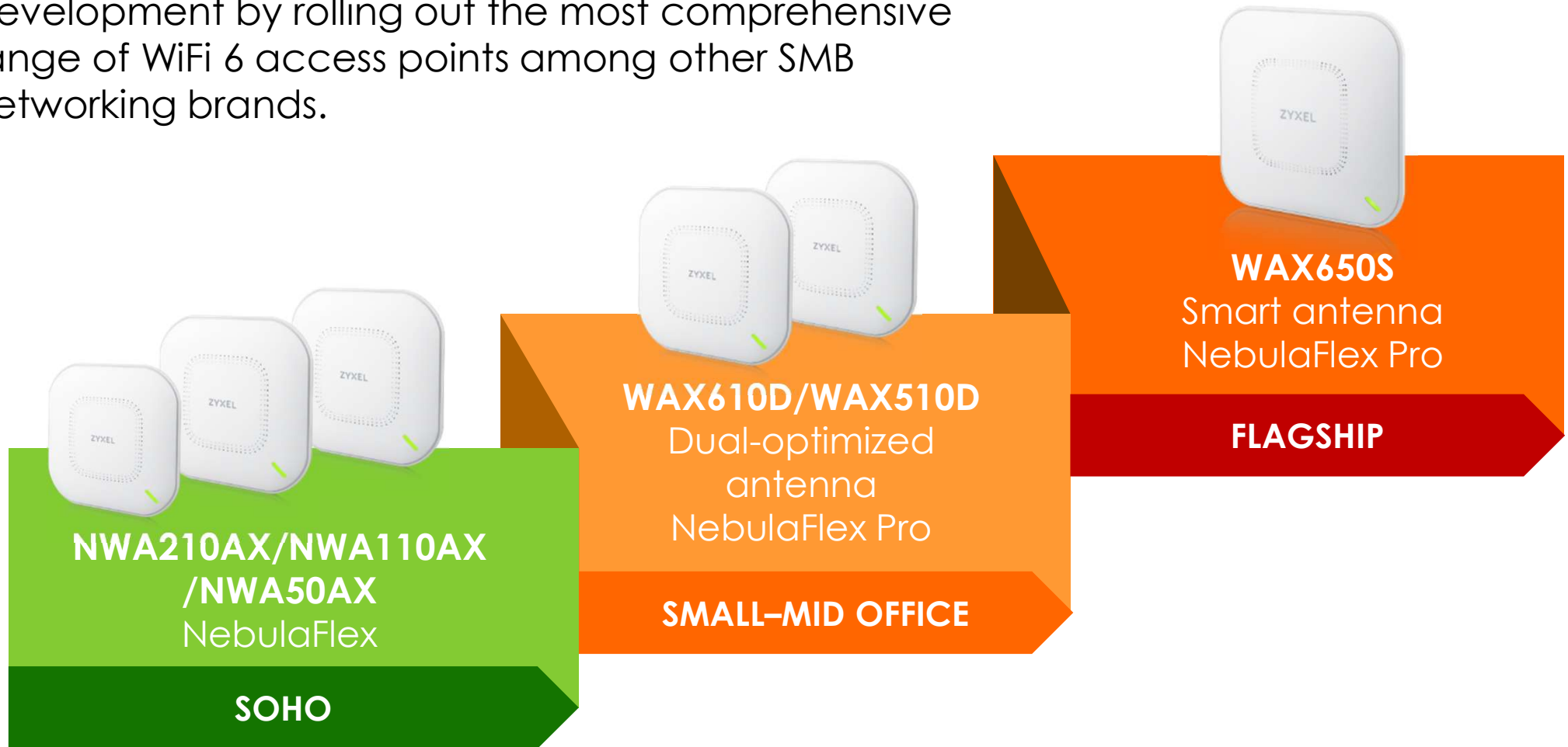
○ **Models:**
EX3301/DX3300/EX3301/EX3300 Series

○ **Key features:**

- 2x2 + 2x2 11ax
- EasyMesh standards compliant
- Comprehensive QoS
- TR-069/TR-181
- OPAL

Commercial WiFi 6 Lineup Time to Market

In 2020, Zyxel led the competition in WiFi 6 product development by rolling out the most comprehensive range of WiFi 6 access points among other SMB networking brands.



Comprehensive 5G portfolio

5G Indoor IAD



Model:
NR5103

Key features:

- Sub-6 NSA & SA
- Gigabit LTE DL 1.6 Gbps
- 2.5GbE WLAN + 2.5GbE LAN
- 4x4 + 4x4 11ax
- TR-069/TR-181/TR-143
- FR1 NR 2CC
- Zyxel Air app

5G Outdoor IAD



Models:
NR7101/7102/7103 Series

Key features:

- Sub-6, NSA & SA
- Support DL up to 5 Gbps
- 802.3af/at 1GE PoE
- TR-069/TR-181/TR-143
- IP68
- Zyxel Air

5G Portable Router



Models:
NR2101

Key features:

- WiFi 6 11ax
- GbE LAN
- USB 3.1 type C gen. 2
- Quick charge 2.0
- 10 working hours
- 2.4" touch screen

XGS-PON ONT portfolio

One-box Solutions



Model:
AX7501

Key features:

- 4x4+4x4 11ax
- EasyMesh standards compliant
- SFP+ for active and passive fiber
- TR-069/OMCI/PLOAM
- ZyEE containers
- OPAL

Two-box Solutions



Models:
PM7300

Key features:

- 10GbE LAN
- Multiple deployment scenarios
- Compact design
- TR-069/OMCI
- Comprehensive QoS
- OPAL

All-in-One PON OLT

SDA3016SS

10G

1U Pizza Box 16-port AIO
PON SDN Access OLT

SDN/NFV-based open,
programmable interfaces



Disaggregated white-box OLT



Temperature-hardened for
flexible installation



x86 architecture commercial-
off-the-shelf (COTS) CPU



Carrier-class compact
design for ETSI-rack



Support GPON/XGS-PON/Combo-PON

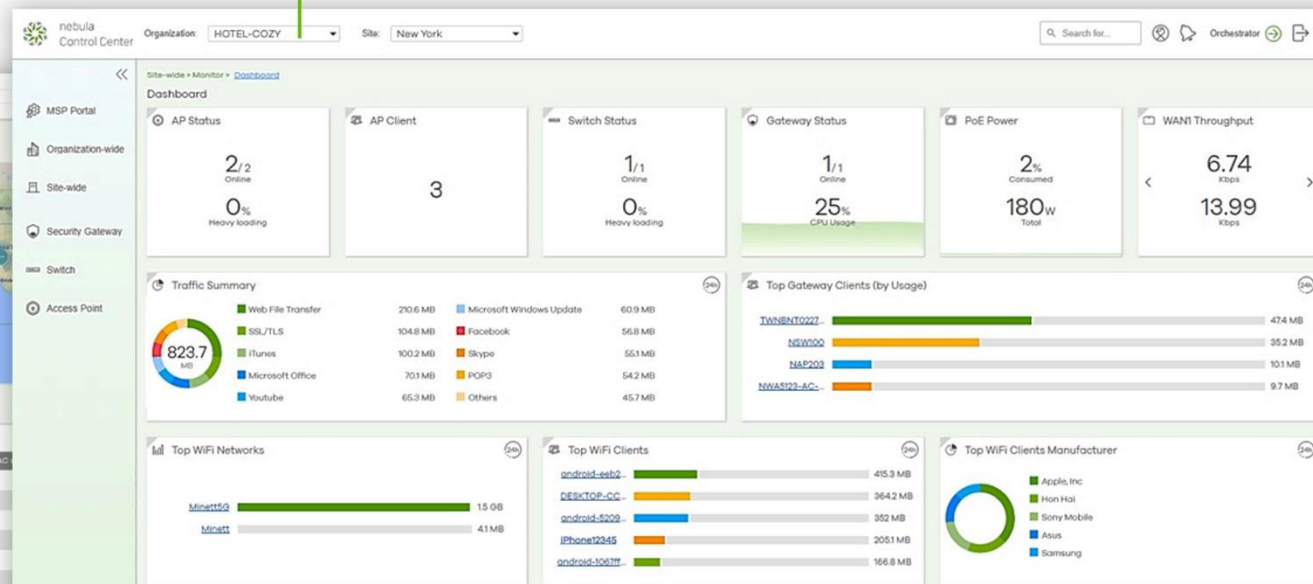


*Currently not available when managed under Nebula

Zyxel Networks Portfolio



Nebula Control Center (NCC)



4G LTE/5G NR



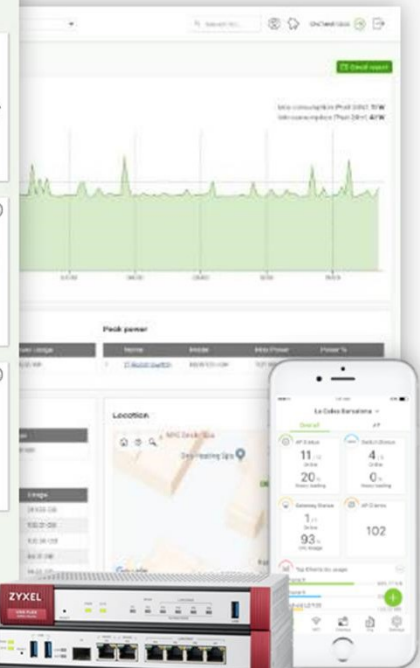
Switch



Access Point



UTM Firewall



Nebula- First Cloud Solution Customized for SMB



100% cloud,
achieve true
ease of use.

Launched in
2016.



Completed products
from Security,
Switch, WLAN to 5G.



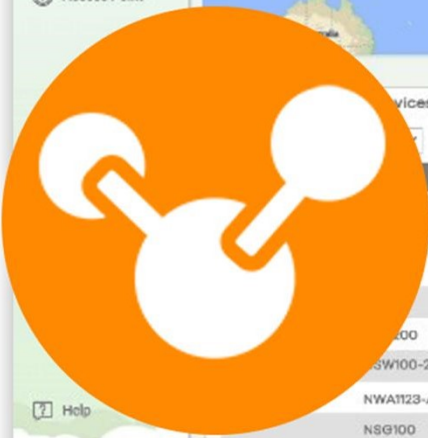
80
products
supported.



Nebula Focus Services



- MSP Portal
- Organization-wide
- Site-wide
- Security Gateway
- Switch
- Access Point



Site	MAC address	Tag	number	Configuration st...	Cor
Taipei		50		Not up to date (Re...	
Taipei				Up to date	
Taipei				Up to date	
Taipei				Up to date	
Frankfurt				Up to date	
Frankfurt		LED On		Up to date	
Frankfurt				Up to date	
New York				Not up to date (Re...	
New York			822.20 MB	Up to date	NAP203
New York			650.85 MB	Up to date	NAP102

MSP
(Managed Service Provider)

E-Commerce
Zyxel Circle

Zero-Trust
Network Security

A professional headshot of two individuals against a light gray background. On the left is Denise Lin, a woman with dark hair, wearing a blue patterned top and a gold necklace. On the right is Karsten Gewecke, a man with short gray hair, wearing a dark suit jacket over a white shirt and a blue patterned tie. Both are looking directly at the camera.

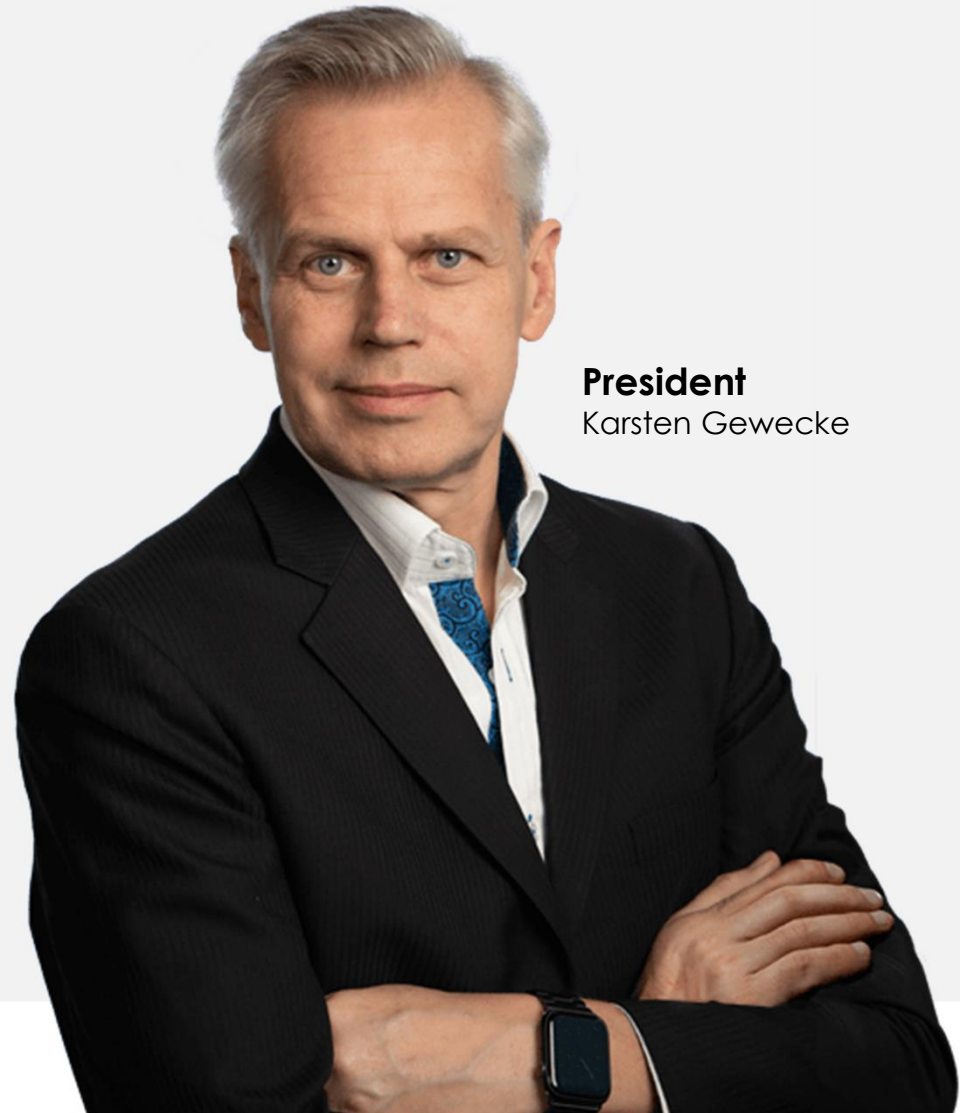
**Chief Operating
Officer**
Denise Lin

President
Karsten Gewecke

My intention is to lead the Zyxel team into closer alignment with the future needs of the telecom market. Through complete mid and long term technical planning, corporate resources will be refocused on the development of highly value-added reusable platforms. Through efficient marketing we will continue to take platforms into overseas markets. Using efficient sales pipeline management, we will ensure that the business can achieve our growth targets.

For large-scale business with Tier 1 telecom operators, we will also make organizational adjustments accordingly by focusing on providing end-to-end solutions, competitiveness and scalability in larger projects.

I am confident that the overall company growth momentum can be aligned with recent achievements in Europe and even exceed what the market expects from us.



President
Karsten Gewecke

Outlook

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The buildings are arranged in a way that they appear to converge towards the top center of the frame. The sky is a clear, light blue. The glass reflects the sky and other buildings, creating a complex pattern of lines and colors. The overall mood is one of modernity and upward growth.

Q & A



Thank you

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