

Unizyx Holding Corporation(3704)

2022 Second Quarter Earnings Conference

August 12, 2022

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**

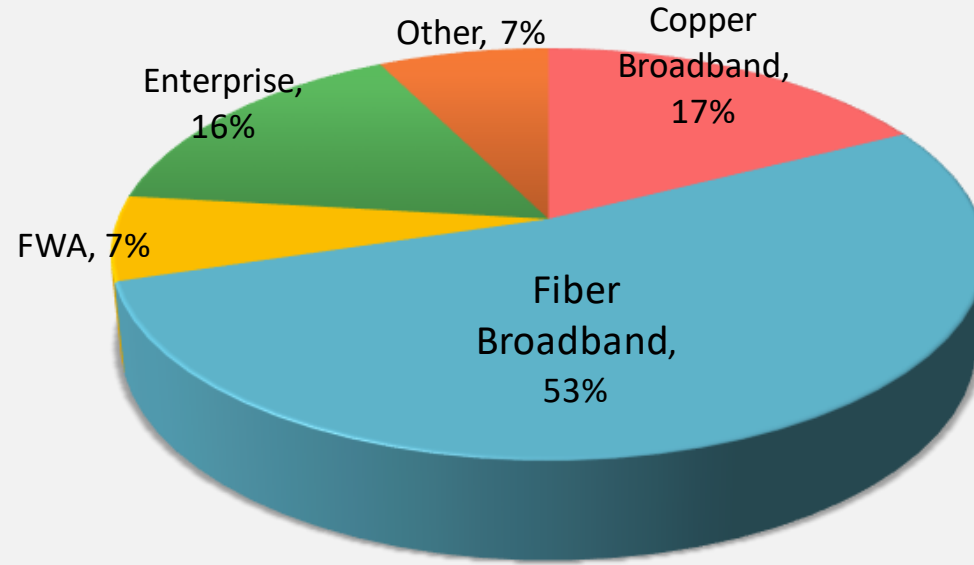
22Q2 Statements of Comprehensive Income

Unit: NT\$ Million	<u>22Q2</u>	<u>%</u>	<u>22Q1</u>	<u>%</u>	<u>21Q2</u>	<u>%</u>	<u>QoQ%</u>	<u>YoY%</u>
Net Sales	6,229	100.0%	7,029	100.0%	6,084	100.0%	-11.4%	2.4%
Cost of Goods Sold	4,767	76.5%	5,665	80.6%	4,659	76.6%	-15.9%	2.3%
Gross Profit	1,462	23.5%	1,364	19.4%	1,425	23.4%	7.1%	2.5%
Operating Expenses	1,215	19.5%	1,164	16.6%	1,084	17.8%	4.4%	12.1%
Operating Income	247	4.0%	200	2.8%	341	5.6%		
Non-Operating Income	(123)	-2.0%	236	3.4%	85	1.4%		
Income before Tax	124	2.0%	436	6.2%	426	7.0%		
Income Tax (Gain)	44	0.7%	111	1.6%	59	1.0%		
Net Income	80	1.3%	325	4.6%	367	6.0%		
Net Income to Shareholders of the Parent Company	74	1.2%	326	4.6%	367	6.0%		
EPS (NT Dollar)	0.17		0.74		0.84			

22H1 Statements of Comprehensive Income

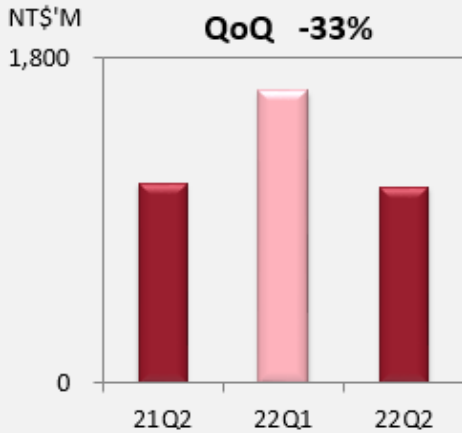
Unit: NT\$ Million	<u>22H1</u>	<u>%</u>	<u>21H1</u>	<u>%</u>	<u>YoY%</u>
Net Sales	13,258	100.0%	12,961	100.0%	2.3%
Cost of Goods Sold	10,432	78.7%	10,205	78.7%	2.2%
Gross Profit	2,826	21.3%	2,756	21.3%	2.5%
Operating Expenses	2,379	17.9%	2,192	16.9%	8.5%
Operating Income	447	3.4%	564	4.4%	-20.7%
Non-Operating Income (Loss)	113	0.9%	29	0.2%	289.7%
Income before Tax	560	4.2%	593	4.6%	-5.6%
Income Tax (Gain)	155	1.2%	100	0.8%	55.0%
Net Income	405	3.1%	493	3.8%	-17.7%
Net Income to Shareholders of the Parent Company	400	3.0%	494	3.8%	-19.0%
EPS (NT Dollar)	0.91		1.12		

22Q2 Revenue by Product



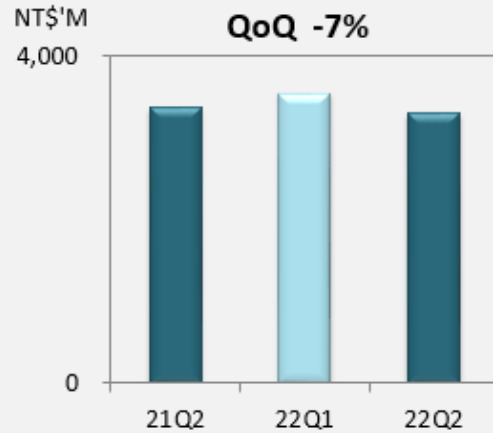
Copper Broadband

YoY -2%
QoQ -33%



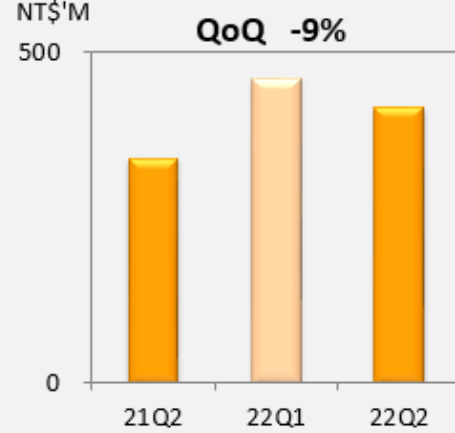
Fiber Broadband

YoY -2%
QoQ -7%



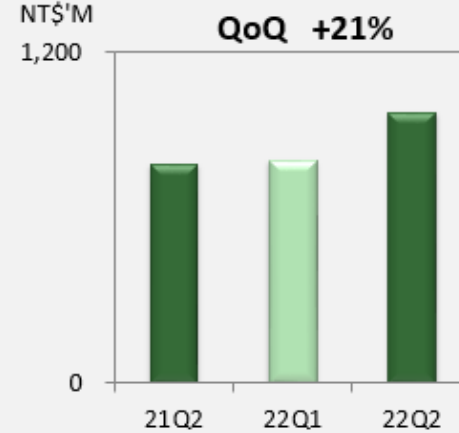
FWA

YoY +23%
QoQ -9%



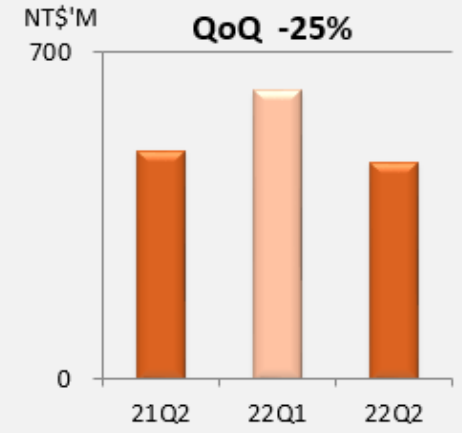
Enterprise

YoY +24%
QoQ +21%

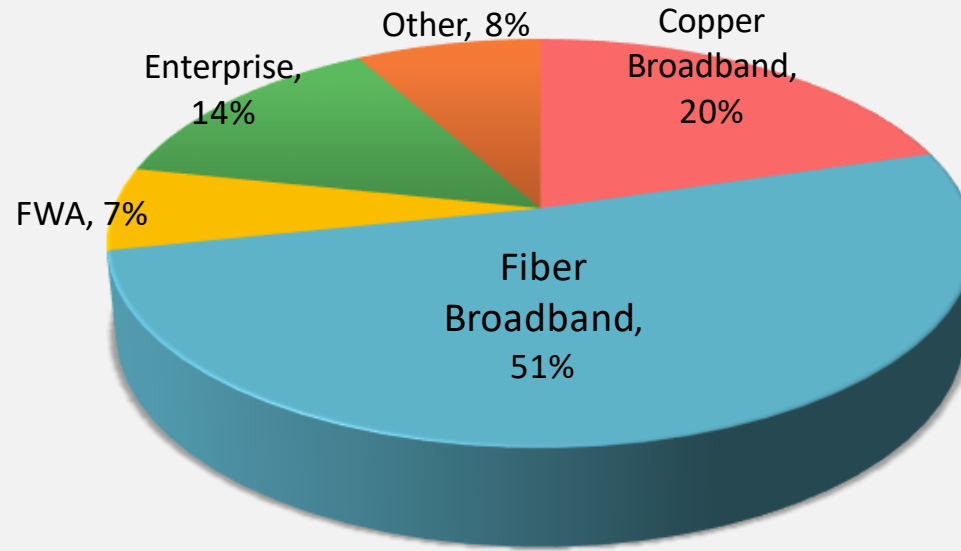


Other

YoY -5%
QoQ -25%

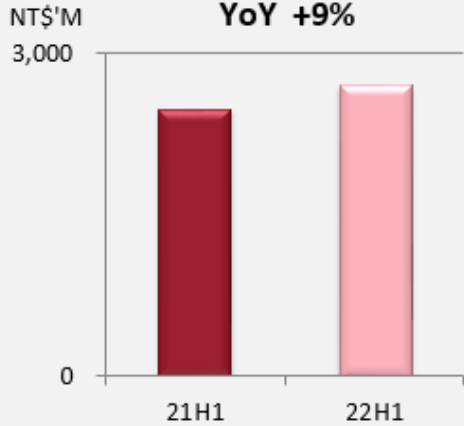


22H1 Revenue by Product



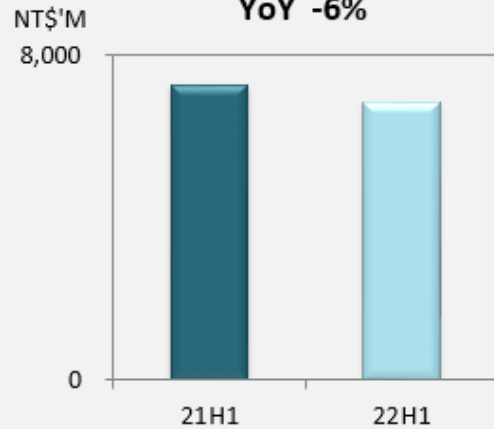
Copper Broadband

YoY +9%



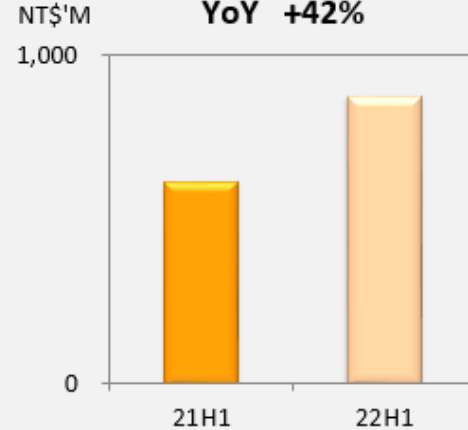
Fiber Broadband

YoY -6%



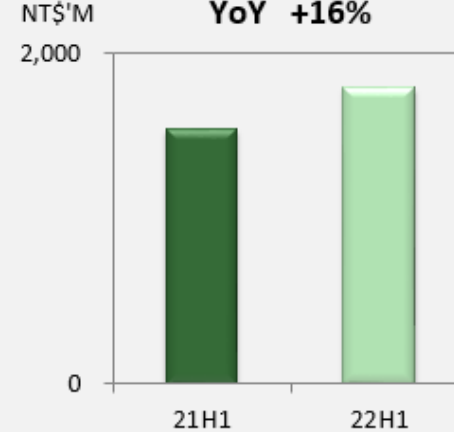
FWA

YoY +42%



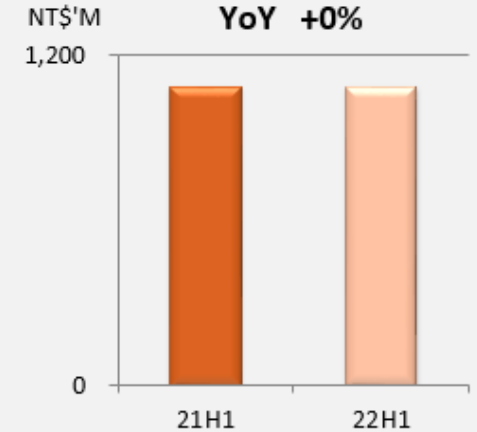
Enterprise

YoY +16%

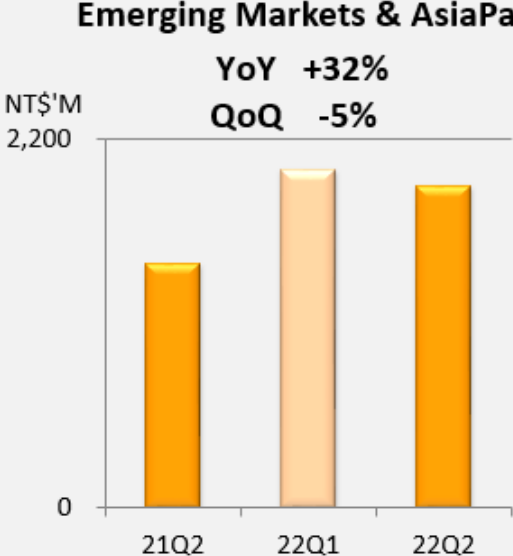
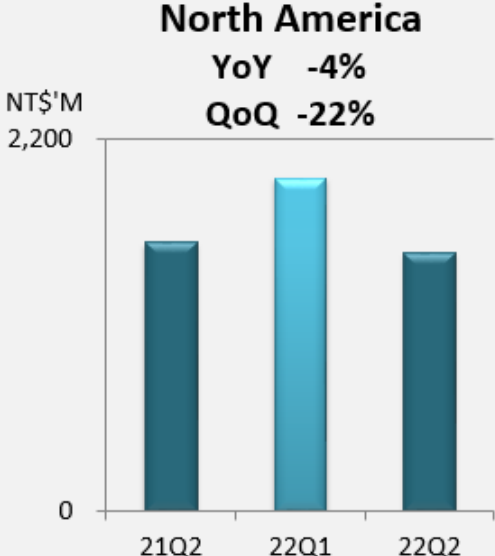
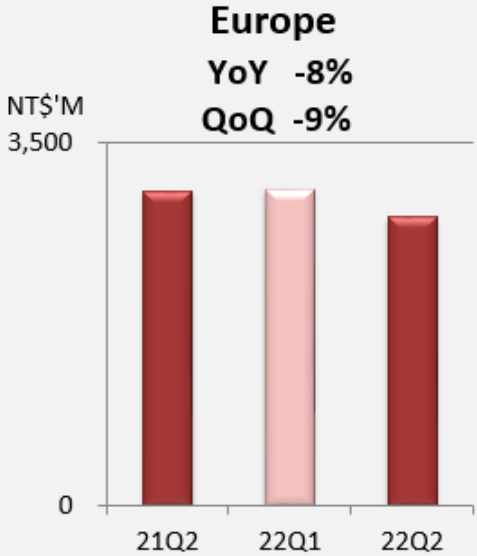
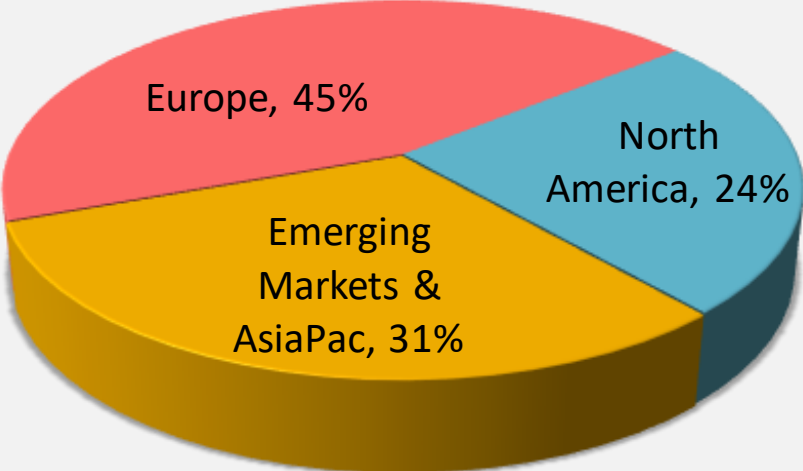


Other

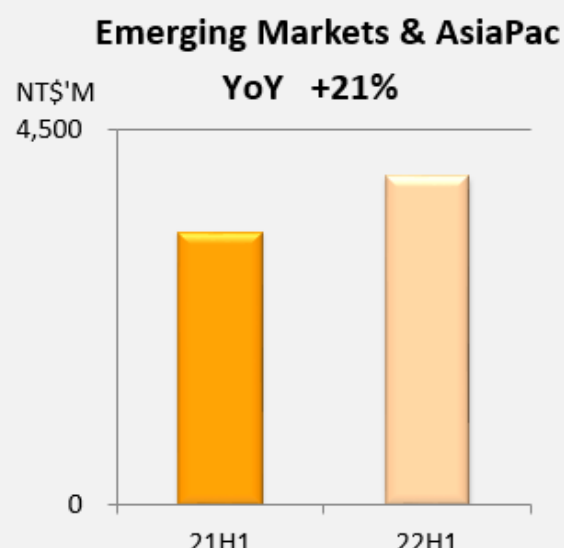
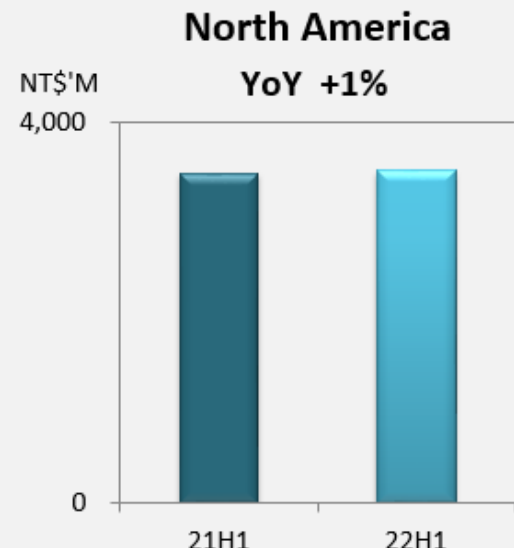
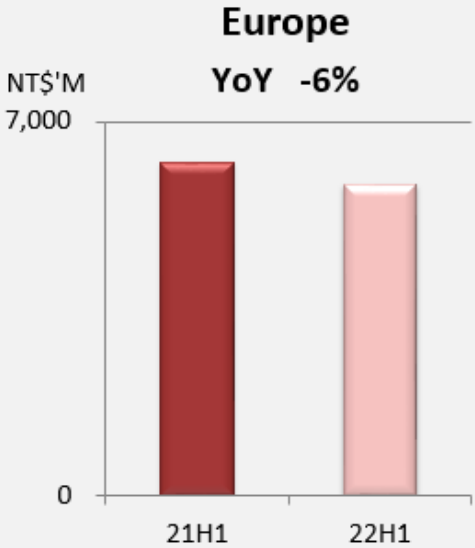
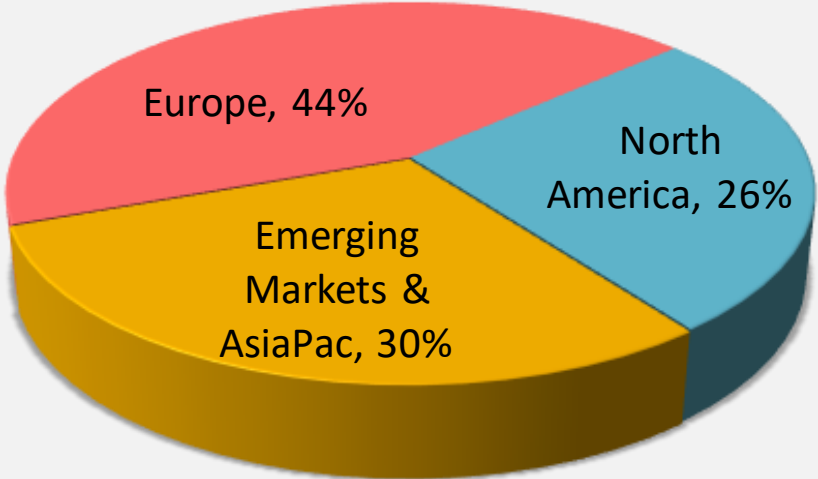
YoY +0%



22Q2 Revenue by Region



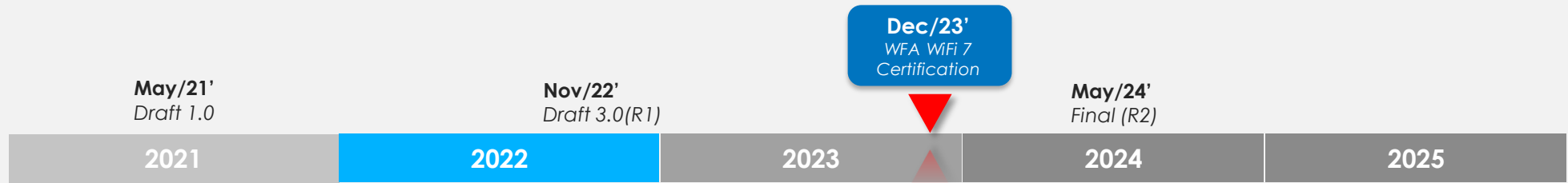
22H1 Revenue by Region









Balance Sheets & Key Indices

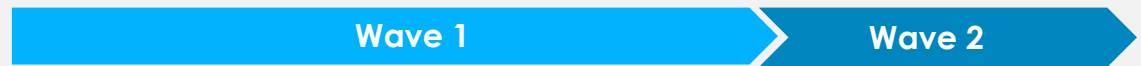
Unit: NT\$ Million	<u>22Q2</u>	<u>%</u>	<u>22Q1</u>	<u>%</u>	<u>21Q2</u>	<u>%</u>
Cash and Cash Equivalents	2,991	14%	6,431	27%	3,444	19%
Accounts Receivable	5,860	28%	5,773	25%	5,925	32%
Inventories	7,460	35%	6,704	29%	4,903	26%
Long-term Investments	180	1%	182	1%	174	1%
Property, Plant and Equipment	1,781	8%	1,752	7%	1,653	9%
Other Assets	2,744	13%	2,668	11%	2,412	13%
Total Assets	21,016	100%	23,510	100%	18,511	100%
Current Liabilities	9,317	44%	11,529	49%	9,304	50%
Non-Current Liabilities	2,637	13%	2,646	11%	672	4%
Total Liabilities	11,954	57%	14,175	60%	9,976	54%
Total Equity	9,062	43%	9,335	40%	8,535	46%
Book Value per Share	20		21		19	
Key Indices						
AR Turnover Days	85		72		91	
Inventory Turnover Days	135		103		92	
Current Ration (X)	1.9		1.7		1.6	

WiFi 7









6GHz

 Retail Router Q1, 2021	 Android Phone Late 2021 / early 2022	 iPhone 2022 (Sept. iPhone 14)
 NB Q1, 2021	 Consumer devices 2021-2022 (Flagship TV)	 ISP Gateway Q4, 2022

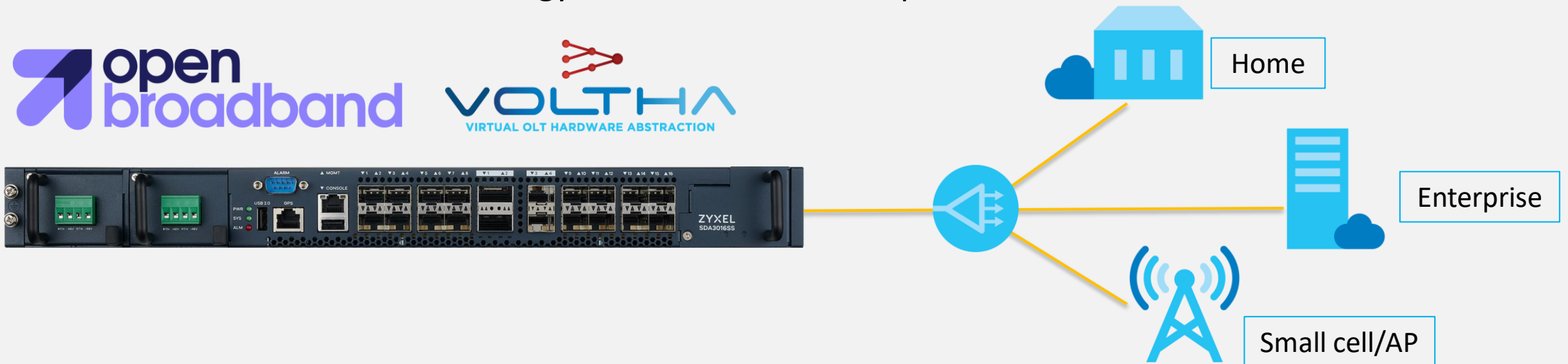


2.4GHz/5GHz /6Ghz

 Retail Router H1, 2023	 Android Phone H2, 2023	 NB Q1, 2024	 Consumer devices 2024	 iPhone 2025
 Unizyx WiFi 7 Product Lines		 ISP Gateway H1, 2024		

OLT

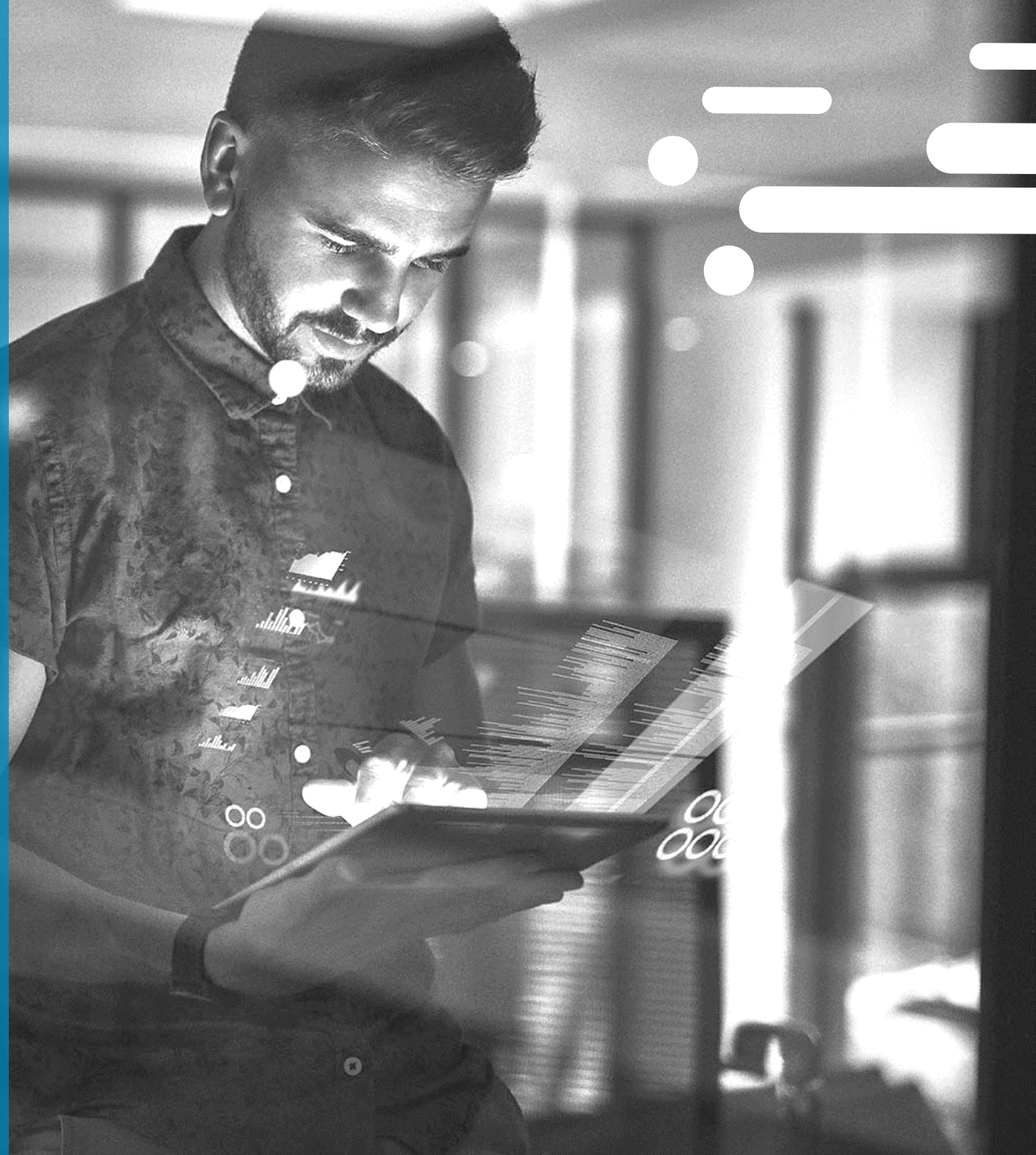
- FTTH Market expect to grow from USD\$ 9.3B (2022) to USD\$13.6B (2026) driven by
 - COVID-19 move work, healthcare and learning on internet
 - Government funding for fiber infrastructure build
 - Multi-G Service push network equipment upgrade
 - PON Technology adopted by more use cases like enterprise and 5G connectivity
 - Cable TV operators start to push PON
- New FTTH Network will adopt software centric architecture with open interface, SDN and NFV concept. Zyxel have comply this and certified with ONF open framework in Y2022.
- We will start 50G-PON Technology Research and Development in 2HY2023



Unizyx

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2022 Outlook



Q&A



Thank you

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