



CipherLab Co., Ltd.

欣技資訊股份有限公司

Stock Code: 6160 (since 2002)



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Company Profile

Established
34 years
(since 1988)

OTC listed
20 years
(since 2002)

Headquarters
staff **230**

Overseas staff
43

R&D 93
Technical Support 14
Sales & Marketing 46
mPlus 6

USA Germany France UK
Nordic Switzerland Austria
Spain Italy CIS Japan
Thailand India Indonesia
Singapore Australia Mexico
Latin America





Corporate Objective

Enterprise collaborator for the best experience in digitalization

To improve operation efficiency and customer experience via agile service, stable quality and user-friendly design.



Core Value





Primary Verticals & Applications

AIDC & Digitalization

Mobile & Self-service POS

T&L



- Post Office & Logistics
- Courier & Distribution
- Logistic Center

Retail



- Supermarket
- Pharmacy
- Convenience Store

TRANS.



- Airport & Harbor
- Highway Transport
- Railway Transport

HOSP.



- Hotel
- Resort
- Golf Course

WMS



- Distribution Center
- Refrigerated Warehouse
- Raw Material, Work in Process, Finished Products

MFG.



- Electronic
- Semiconductor
- Food & Beverage

F & B



- Restaurant & Cafeteria
- Food Court
- Food Delivery

ENT.



- Game, Match & Tournament
- Concert
- Cinema



Equipment for AIDC & Digitalization



Mobile Computers (Android)

- Google AER Certification
- Ruggedness & Ingress Protection
- Various Barcode Engines
- UHF RFID, NFC
- 4G (5G), WiFi, Bluetooth



Data Terminals (DOS)

- Mature & Stable System
- High Durability
- Diversified Serial Interface



Reading & Scanning Peripherals

- Bluetooth, Coded
- Pocket-sized
- Hand-held, Hands-free
- EAS against Theft
- UHF RFID + . . .



Equip. for Mobile & Self-service POS

PLUS



Mobile POS

- Diversified Payment
- Gateway Compatibility
- Multiple Functions in One Device
- Ruggedness
- 4G, WiFi, Bluetooth
- Google GMS Certification

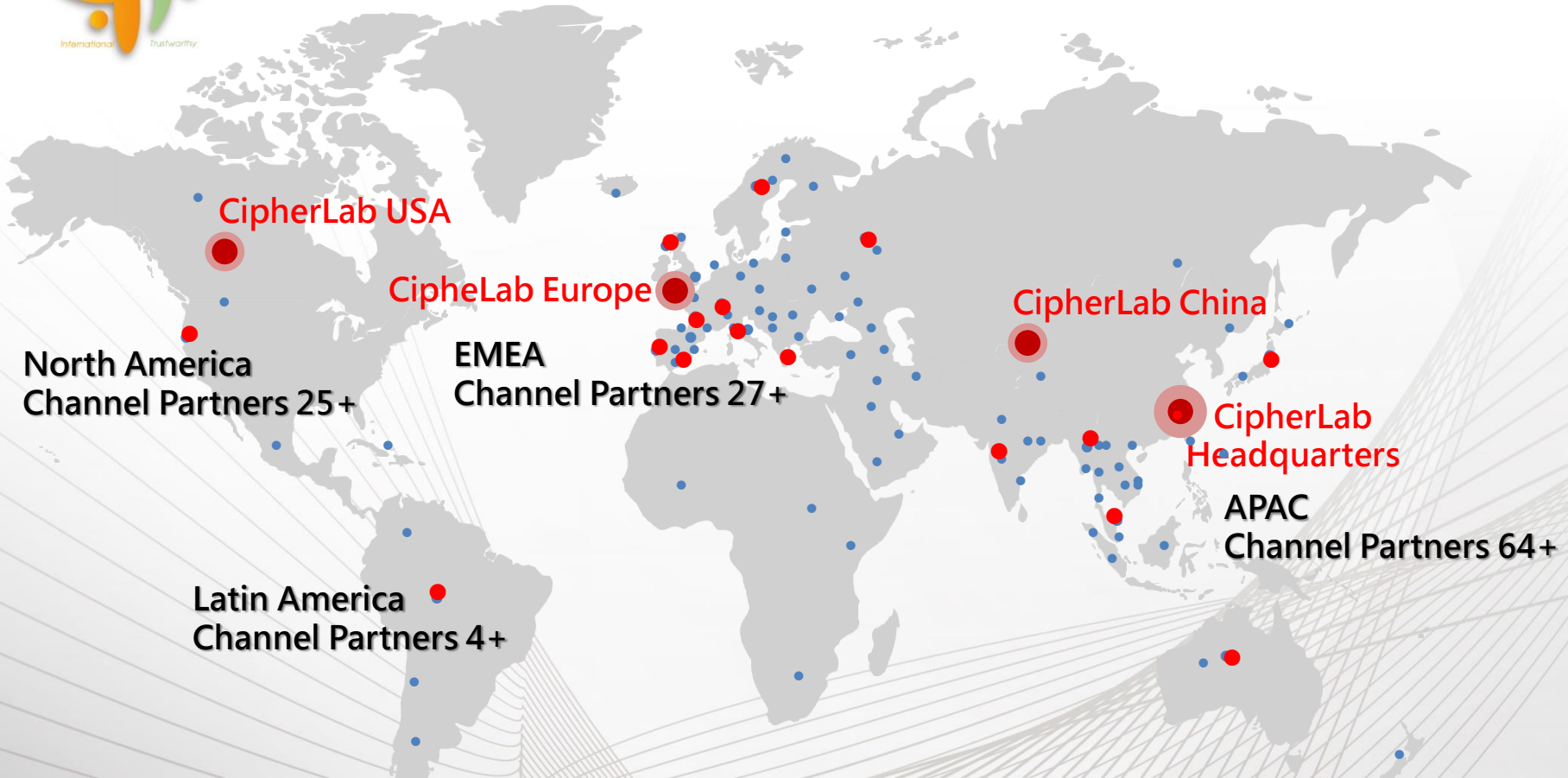


Self-service POS

- Diversified Payment
- Gateway Compatibility
- Multiple Functions in One Device
- Compact Design Easy Transport & Installation



Global Sales & Service Networks



1
Headquarters

3
Subsidiary

16
Overseas Station

70+
Authorized Service Center

120+
Channel Partner



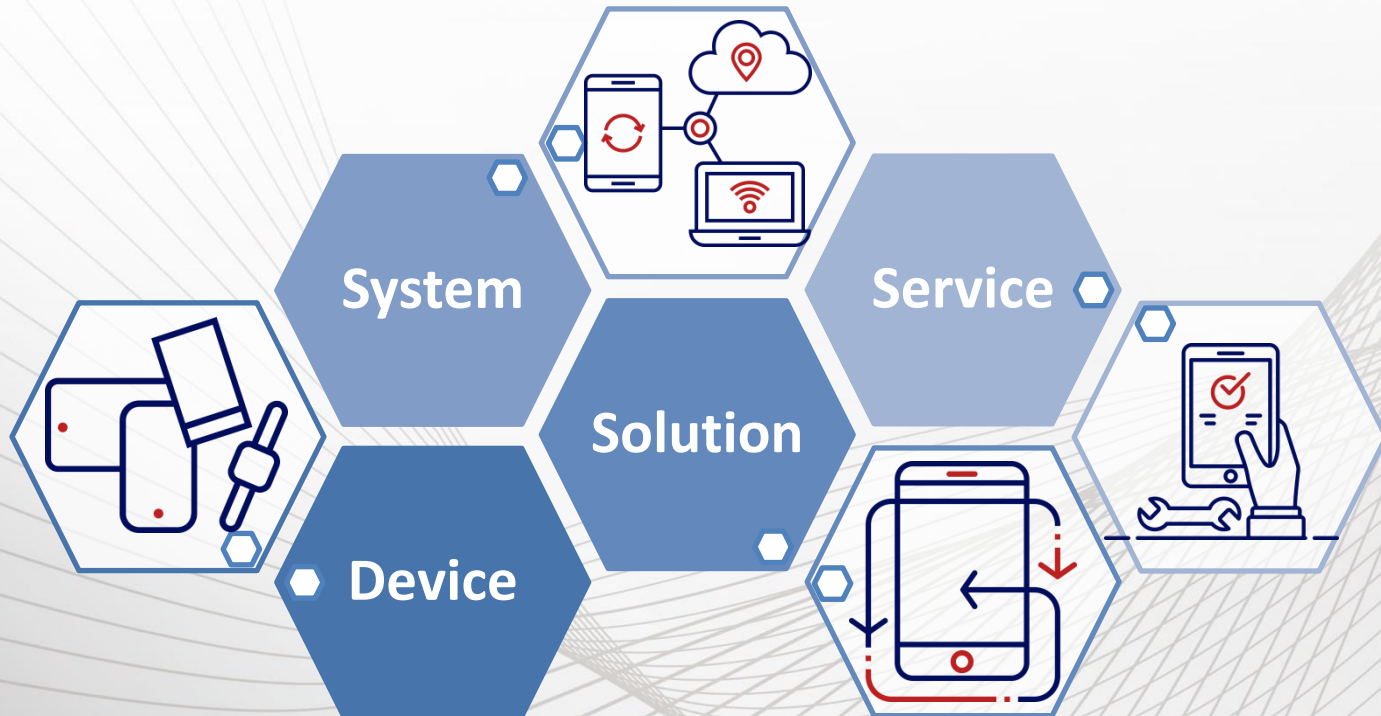
FUTURE PROSPECT





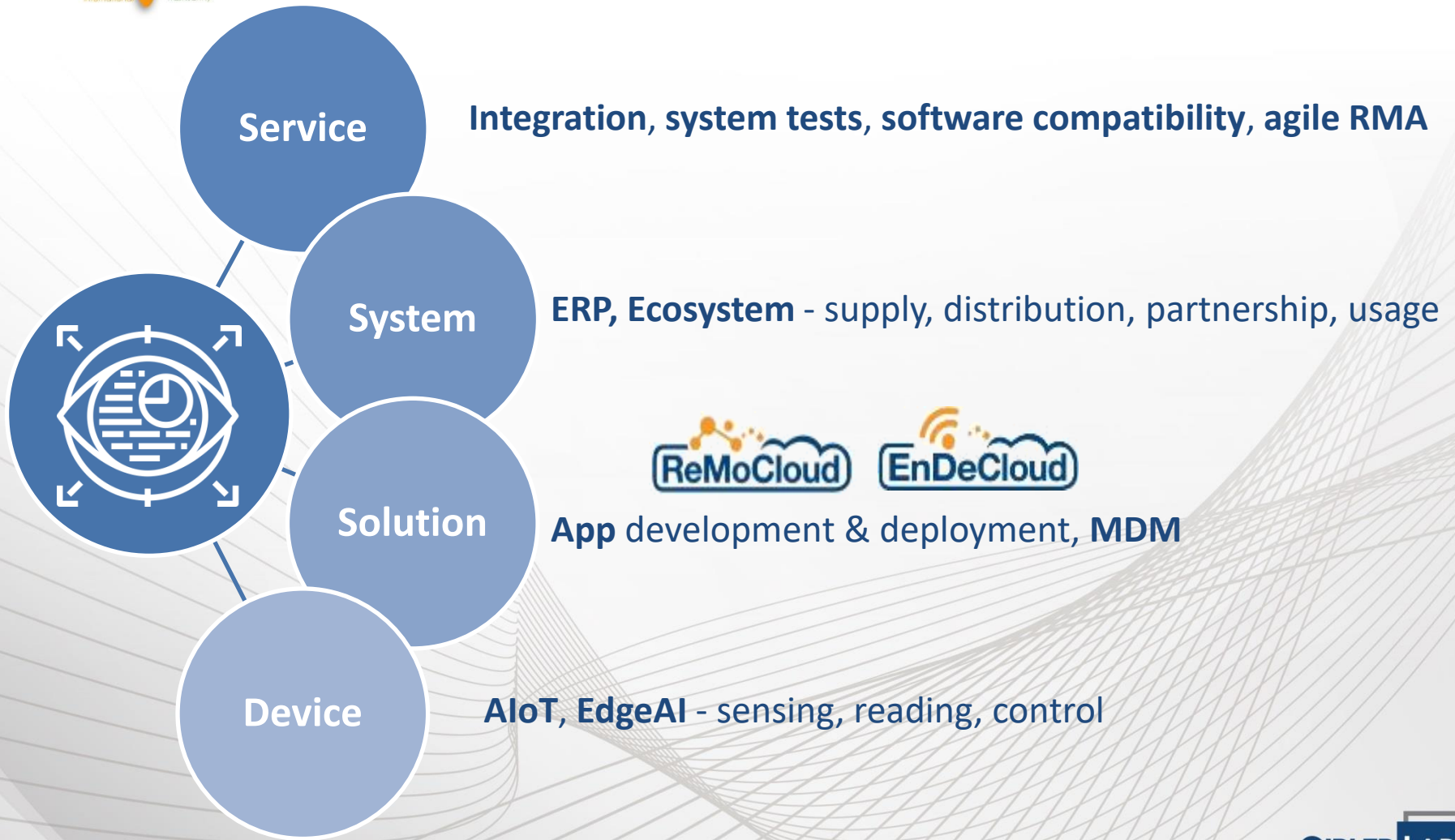
Ecosystem for Better Customer Experiences

CipherLab guarantees hardware reliability and builds diversity on management tools with holistic services to maximize efficiency and productivity for enterprise users.





Continual Expanding Contents in Ecosystem





Nurture Partnership & Duplicate Success Story

Supply Chain Mgmt.



Automation & Control



Healthcare Asset Mgmt.



Warehouse Management System



Ent. Ticketing Mgmt.



ADAS & DMS



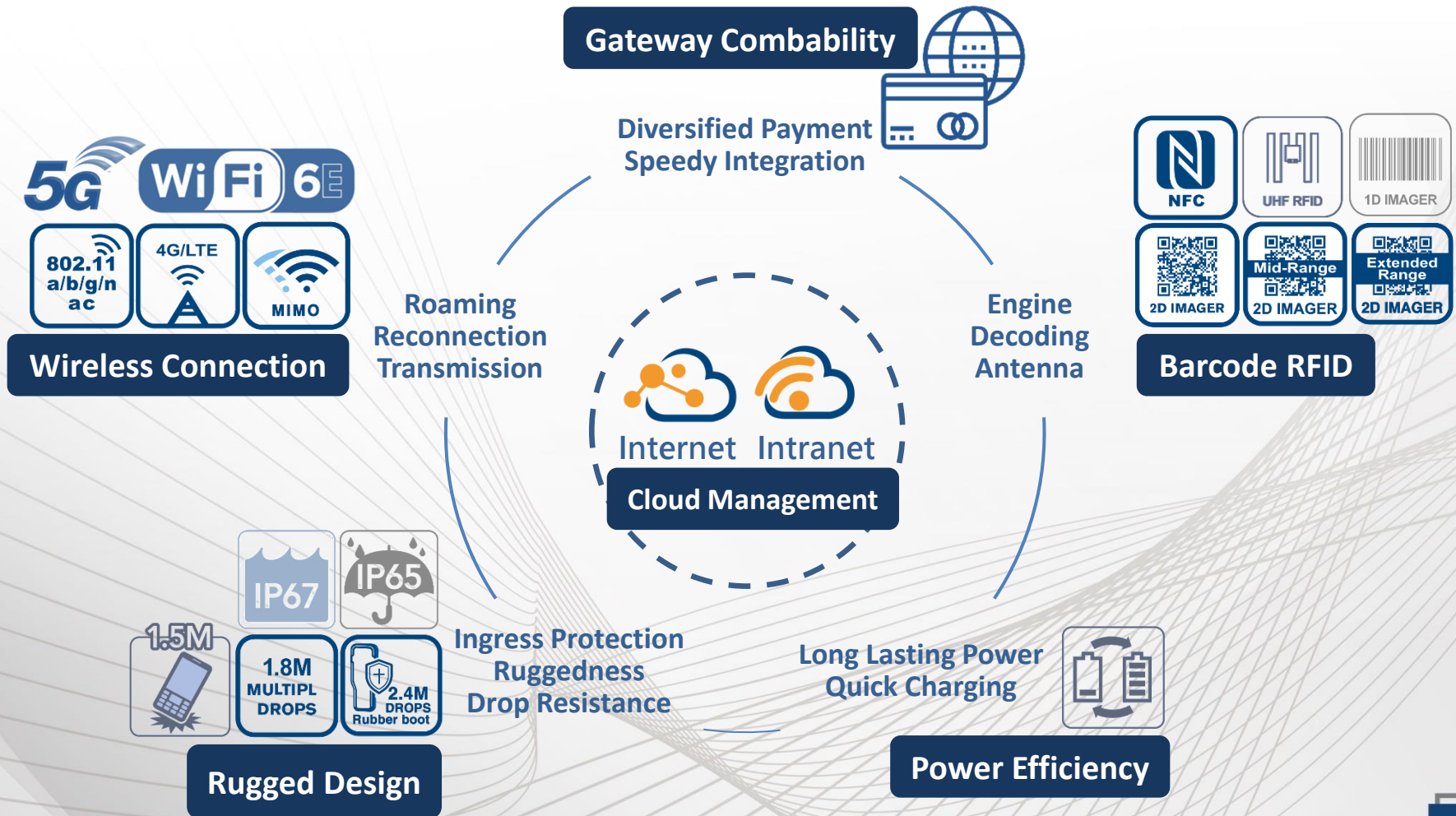


Product Development Strategy





Added Value in Vertical Application





Enhanced Warranty Policy for Better Customer Experience

Service Package

- Standard warranty
- Extended warranty
- Comprehensive warranty
 - Essential
 - Premium

Authorized Service Partner

Customized Service Package

Battery Insurance and more

Long product life span commitment that meet enterprise requirements and is validated by Google

Authorized Partners for Repair (Europe):

Croatia, Czech, Denmark, Finland, France, Germany, Hungary, Norway, Poland, Romania, Russia, Serbia, Slovakia, Spain, Sweden, Swiss, Turkey, UK, Ukraine

70+

Authorized
Service Partners

Authorized Partners for Repair (Asia):

Hong Kong, Indonesia, Malaysia, Philippines, Singapore, Thailand

Authorized Partners for Repair (Others):

South Africa



FINANCIAL REPORT – 2022 Q3



2022 Q3

Consolidated Financial Report

(Unit: NTD in Thousand)	2022 H1	%	2022 Q3	%	2022 Jan - Sept	%	2021 Jan - Sept	%	YoY%
Operating Revenue	579,858	100	297,807	100	877,665	100	1,009,112	100	(13)
Operating Costs	359,977	62	188,490	63	548,467	62	647,110	64	(15)
Gross Profit	219,881	38	109,317	37	329,198	38	362,002	36	(9)
Operating Expenses	211,809	36	111,548	38	323,357	37	330,965	33	(2)
Net operating income (loss)	8,072	2	(2,231)	(1)	5,841	1	31,037	2	(81)
Non-Operating Income and Expenses	6,415	1	11,735	4	18,150	2	1,781	-	919
Net Income Before	14,487	3	9,504	3	23,991	3	32,818	3	(27)
Net Income After Tax	10,978	2	7,650	3	18,628	2	27,208	2	(32)
Net Profit Attributable to Shareholders of the Parent	11,499	2	7,625	3	19,124	2	26,539	3	(28)
EPS	0.17	-	0.11	-	0.28	-	0.39	-	-



THANK YOU FOR YOUR ATTENTION