



CipherLab Co., Ltd.

Stock Code: 6160 (since 2002)



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Company Profile

Established
35 years
(since 1988)

OTC listed
21 years
(since 2002)

Headquarters
staff **241**

Overseas staff
44

R&D 92
Technical Support 15
Sales & Marketing 48
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

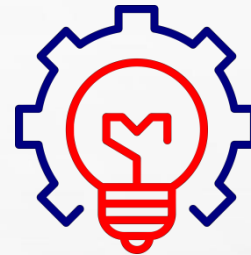
To improve operation efficiency and customer experience via agile service, stable quality and user-friendly design.



Core Value

CUSTOMER TRUST

INTEGRITY



INNOVATION



COMMITMENT



Core Business 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, Corded
- Pocket-sized
- Hand-held, Hands-free
- EAS anti-theft
- UHF RFID + . . .



User-centric Core Products

Industrial
Ruggedness



Keypad

Full
Touch



Enterprise
Durability



Verticals Aimed by Core Products

WHG

MFG

Retail

T&L



Inventory Management



Material Management



Fast Checkout

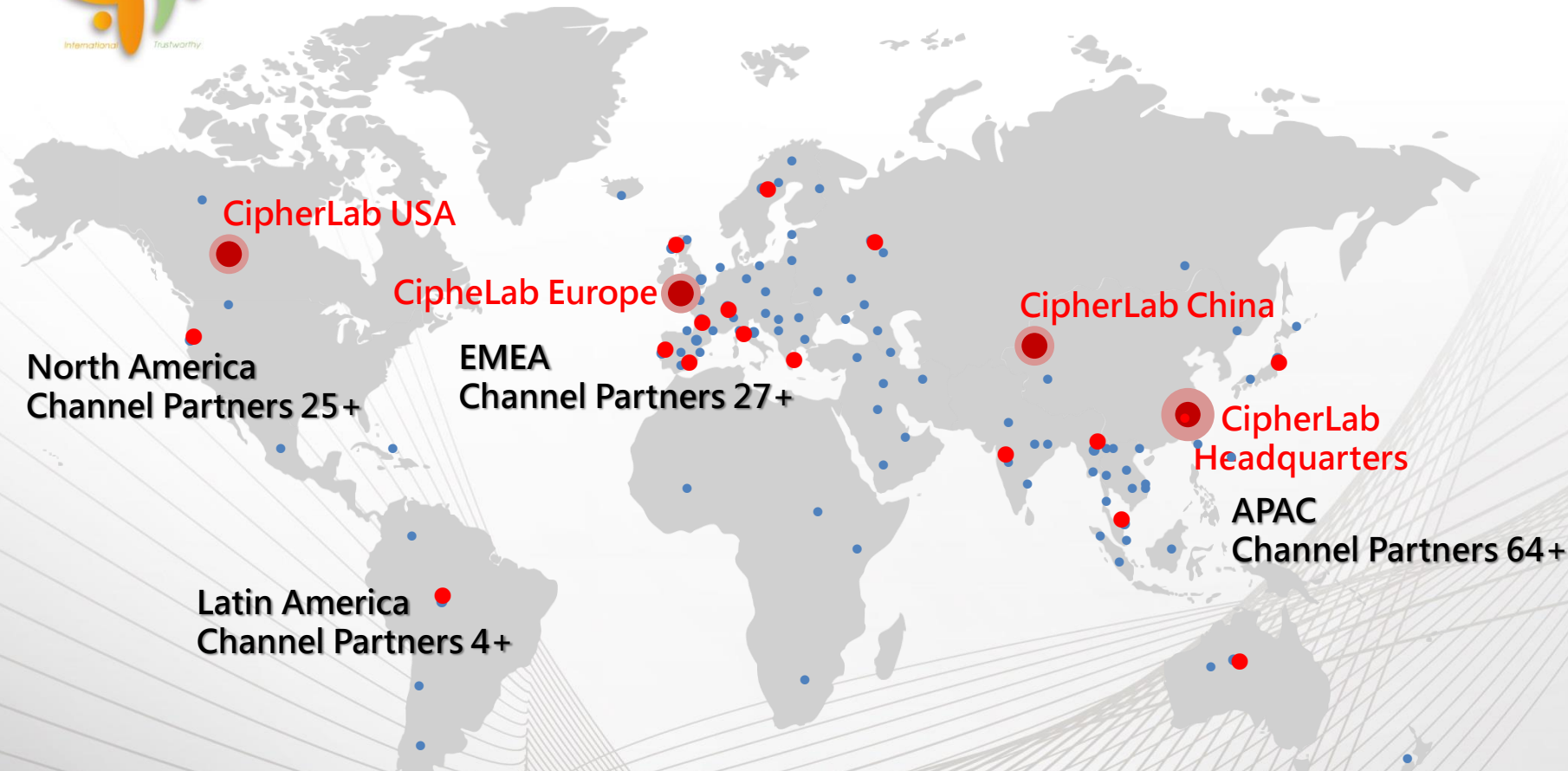


Shipment Tracking





Global Sales & Service Networks



1
Headquarters

3
Subsidiary

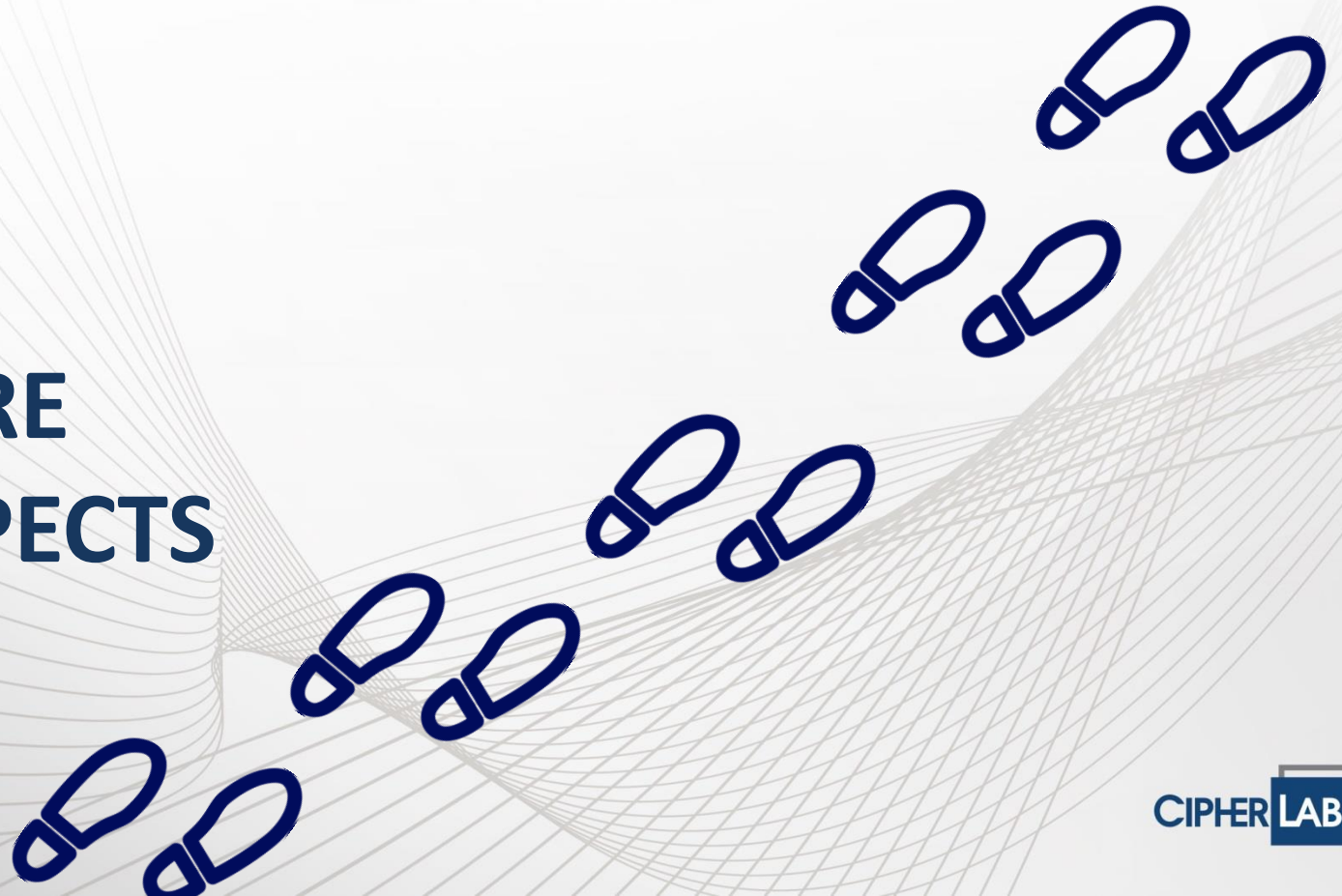
16
Overseas Station

70+
Authorized
Service Center

120+
Channel Partner

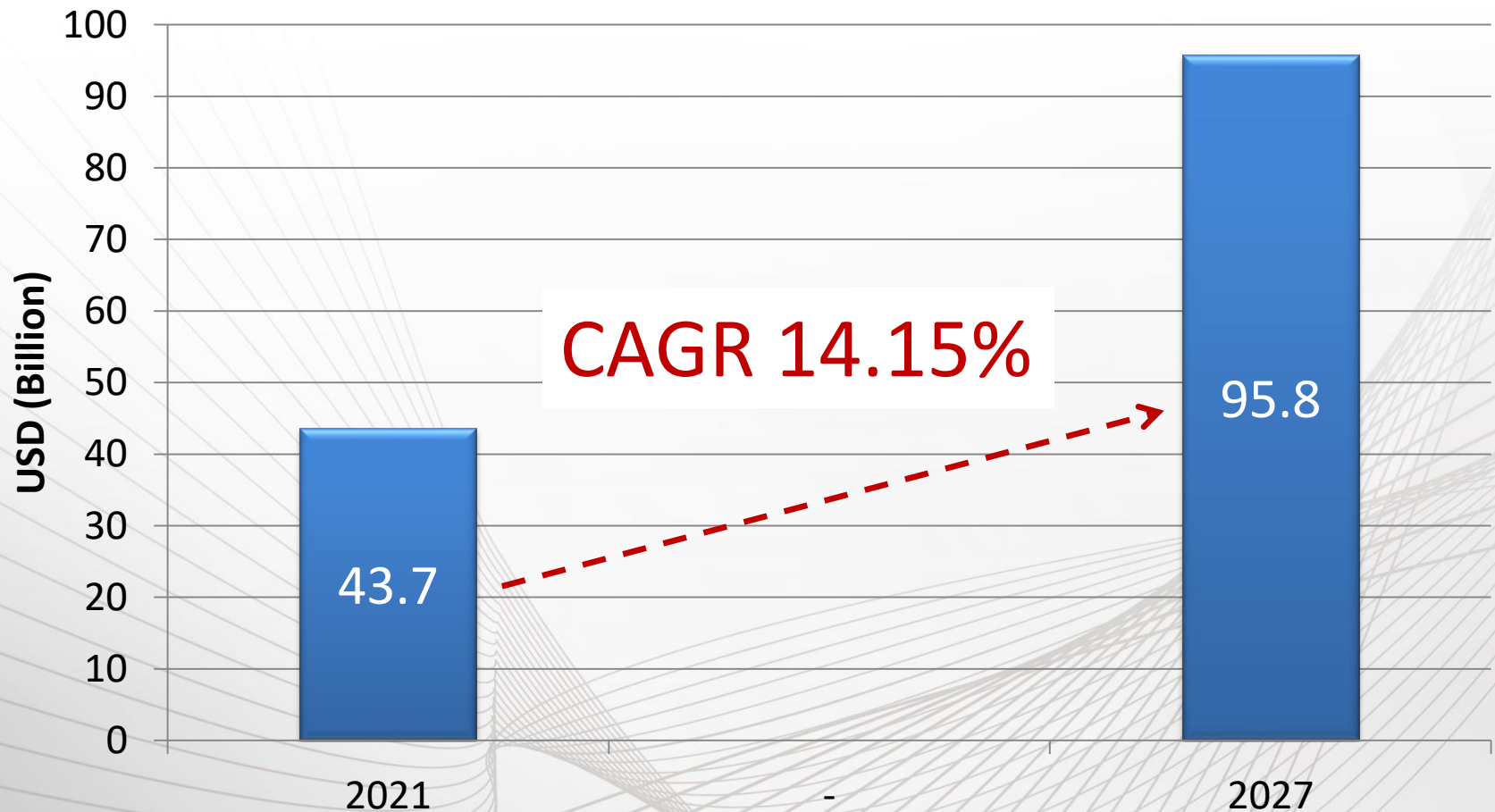


FUTURE PROSPECTS





Growing Trend of Global AIDC Industry



Source: IMARC Services Private Limited, <https://www.gii.tw/report/imarc1071066-automatic-identification-data-capture-aidc-market.html>



Fundamental Key Factors for Sustainable Industry Development

- **Enhance workflow efficiency**
 - Promote automated processes to reduce error rates.
- **Improve data accuracy**
 - Reduce manual input errors and enhance the quality of business decision-making.
- **Enhance supply chain visibility**
 - Provide real-time logistics and inventory data for optimized management and service.
- **Strengthen operational security**
 - Ensure authorized personnel perform tasks and access information securely.

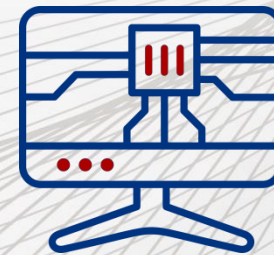


Digitization and Digitalization Drive Industry Development

- AIDC technology is an essential component of enterprise digitization and digitalization.
- Through the use of AIDC technology, businesses are able to achieve digitalized data collection, improve operational efficiency, and enhance decision-making capabilities.



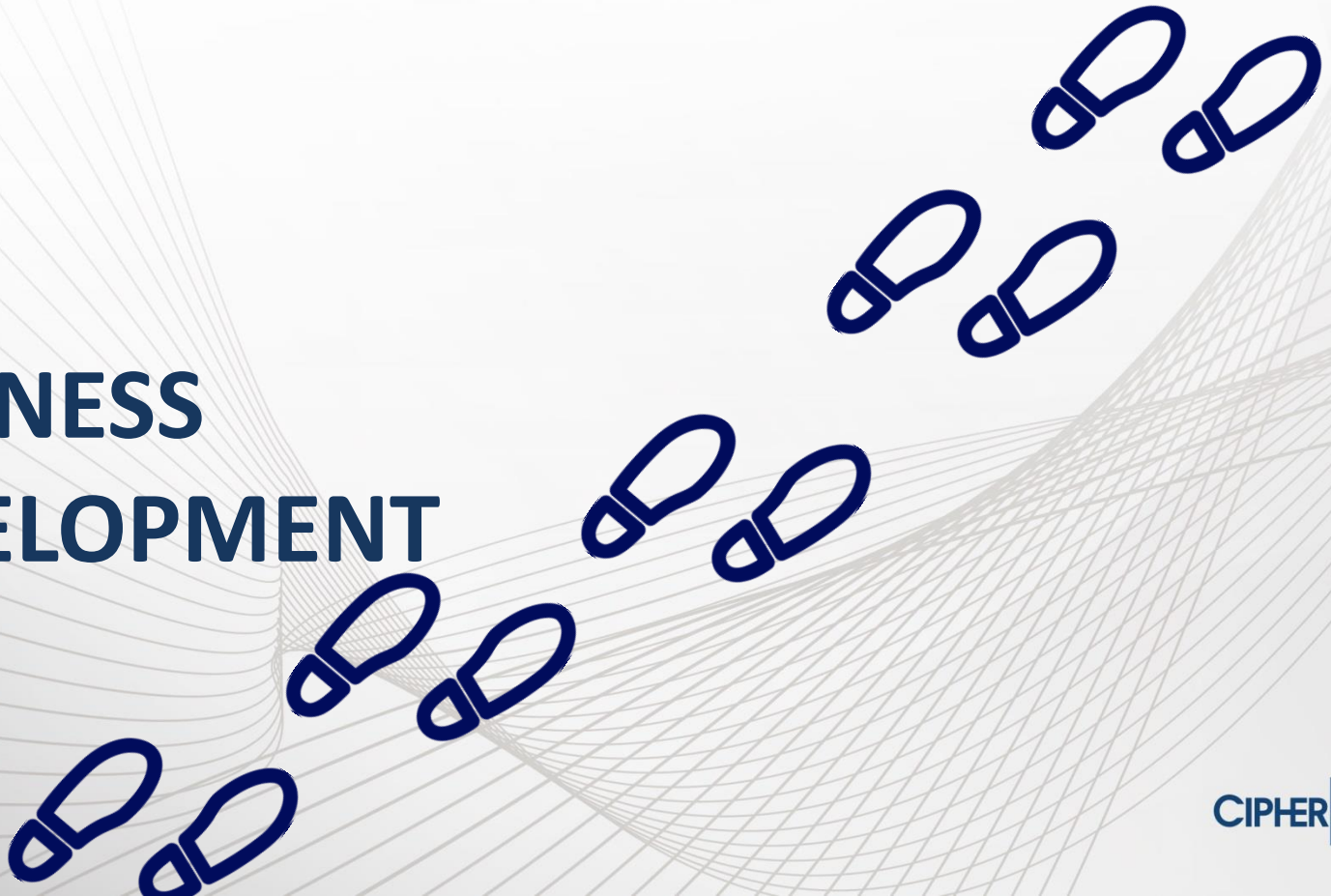
Digitization



Digitalization



BUSINESS DEVELOPMENT





Link User's Purpose and Value with User Case

CipherLab + Partners' Case

ISV
SI
VAR
Alliance
Ecosystem
(供-infrastructure)



用戶團隊



數位化目的/價值：

1. 營運效能提升.
2. 消費者/顧客體驗提升.
3. Business model / content 擴展/轉型.
4. Ecosystem(行)建立,連結.

- 至今共有 **【110個】** Users' Case & Partners' Case
- 行業別區分：運輸物流：**34**，製造：**21**，零售：**33**，其它：**22**
- Users' Case 1.0：**66** / 2.0：**25** / 3.0：**2** / Simulation：**1** / Partners' Case：**16**



Cultivate Partnership and Replicate Success User Cases

供應鏈管理



自動化和控制



醫療資產管理



倉儲管理



娛樂業門票管理



車隊管理





Domestic Enterprise User Cases

TMS Fleet Mgmt



富邦MOMO

Warehouse Mgmt



長榮航勤
EGAS

長榮航勤



LOUISA
COFFEE

路易莎咖啡

Cold Chain Mgmt



全台物流

Logistic& Warehouse Mgmt

杏一 medFirst

杏一物流

PChome ONLINE 24h 購物

PCHOME



Develop Joint Enterprise Users through Global Alliance

Come Visit CIPHERLAB at Computex 2023



CIPHERLAB Smarter **AS/** Powered On Site /

May 30 » June 2, 2023
Taipei Nangang Exhibition Center Hall 1
1st Floor, Booth# **J 1230**

COMPUTEX TAIPEI

Meet us at SITL 2023!

28 TUE. — 30 THU. March
Paris Porte de Versailles - Pav. 1
Stand **E101**



CIPHERLAB Smarter **AS/** Powered On Site /



2564ER
Rugged Handheld Scanner



RK25
Rugged Mobile Computer



RS35
Touch Mobile Computer



PW4NX
Mobile Label Printer



CL6NX Plus
Industrial Printer



FX3-LY
Standalone

Meet us at LogiMAT 2023!

From 25 » 27 April 2023
Messe Stuttgart, Germany Hall 2, Stand **2D31**

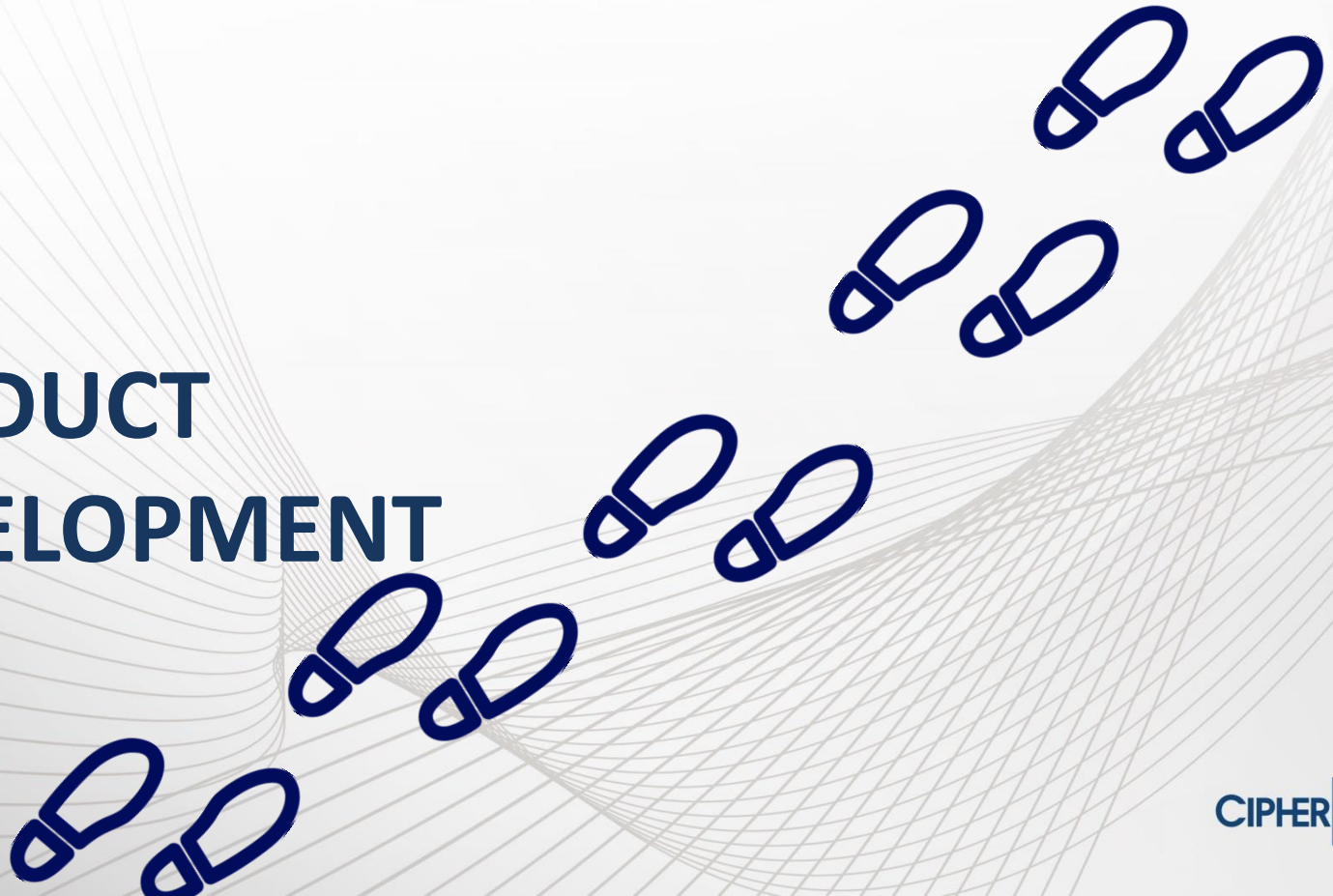
Solution Partners
AS/ Powered On Site / **AS/**

Co-exhibit at
PROGLOVE
Hall 4, Stand 4C65





PRODUCT DEVELOPMENT





Product Development Strategy



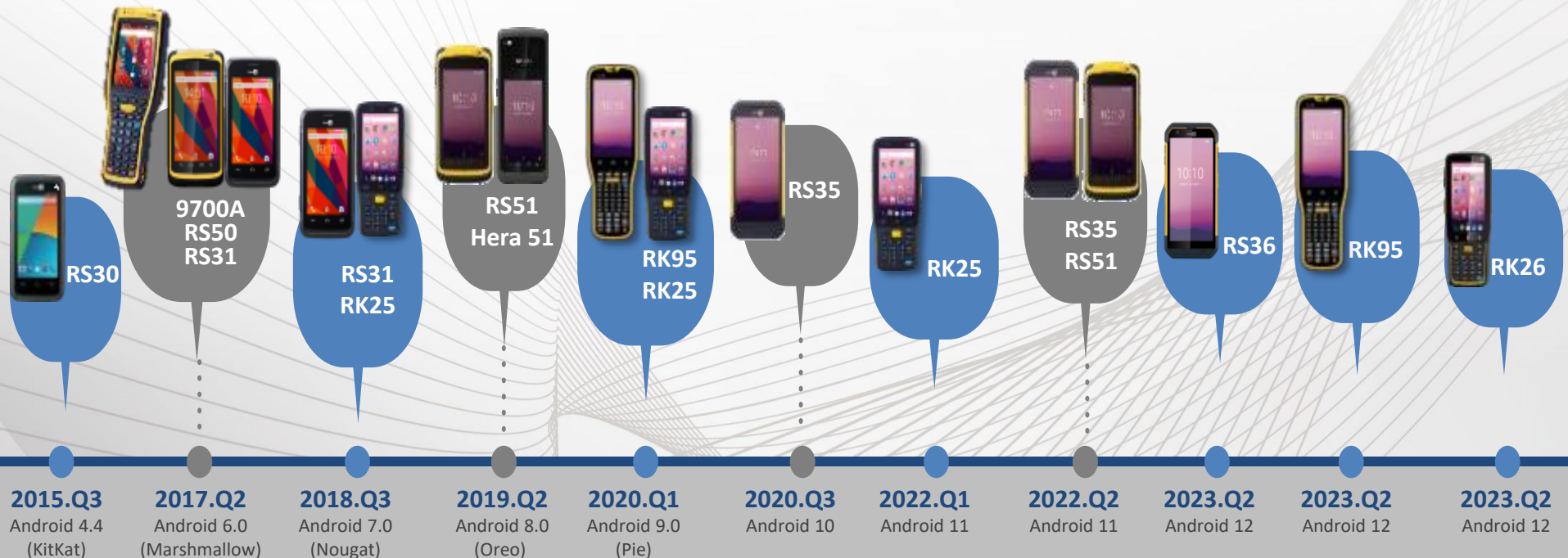


Leverage Rich Experiences in Android System Development

8 Year
8 OS version

11 models
650K+ Units

50+ countries
2000+ happy users





Add Value to User Experience with Google Certification

Enterprise Mobility Management

Device deployment and management

Google certified **ReMoCloud®**
Non-GMS solution **EnDeCloud®**

Enterprise Device Licensing Agreement

Partnership & Experiences

Direct partnership with Google since 2015



Google Mobile Service

GMS certified Lineup

Fully test with GMS compatibility test requirement
(over 23K+ test items)

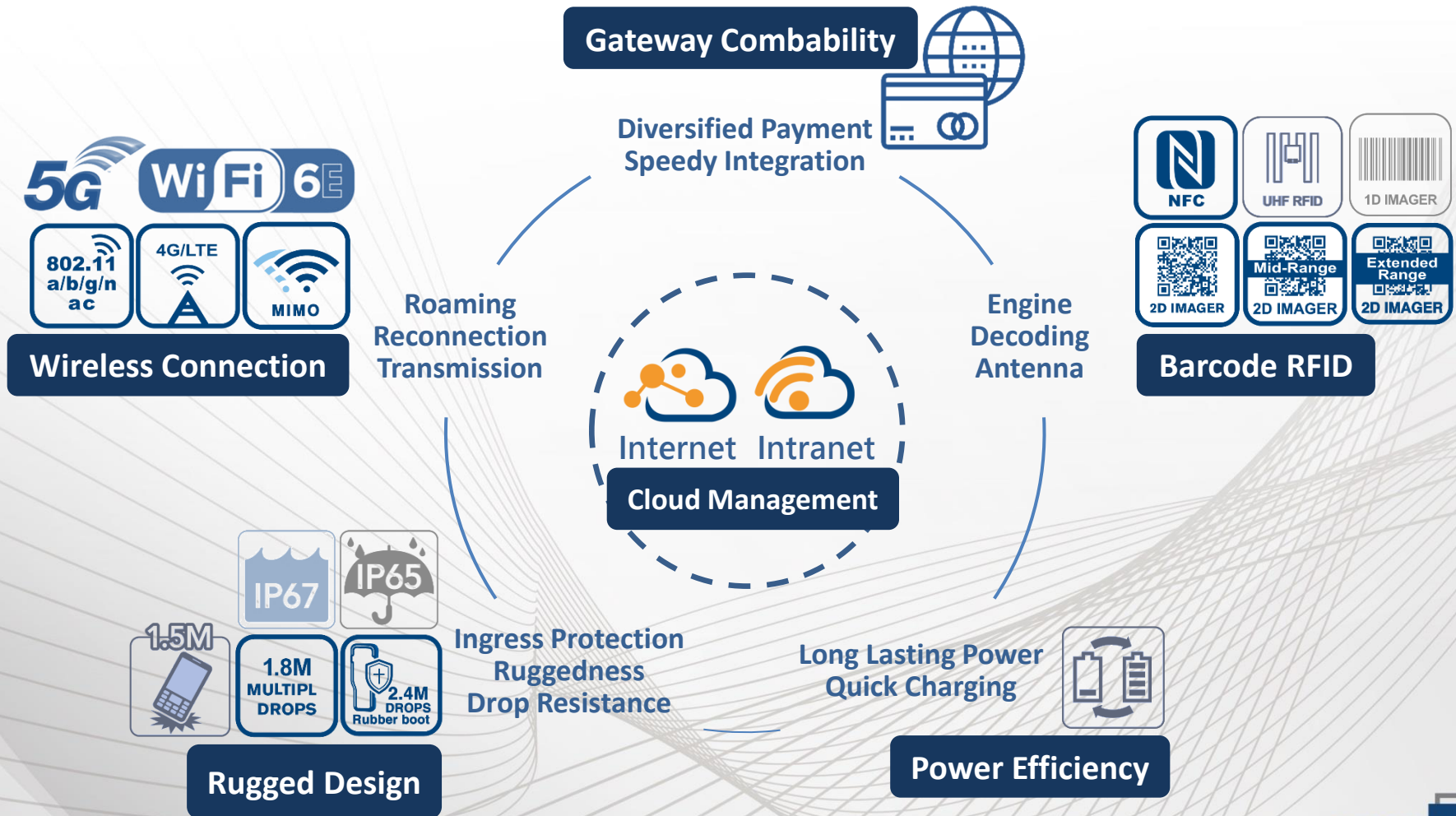
Android Enterprise Recommended

Google AER Award

Cipherlab's Android product line are built rugged with long product life cycle and risk-free OS/security patch upgrade



Enhance Core Value-added Elements in Vertical Applications





Enhance Warranty Policy to Improve 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):

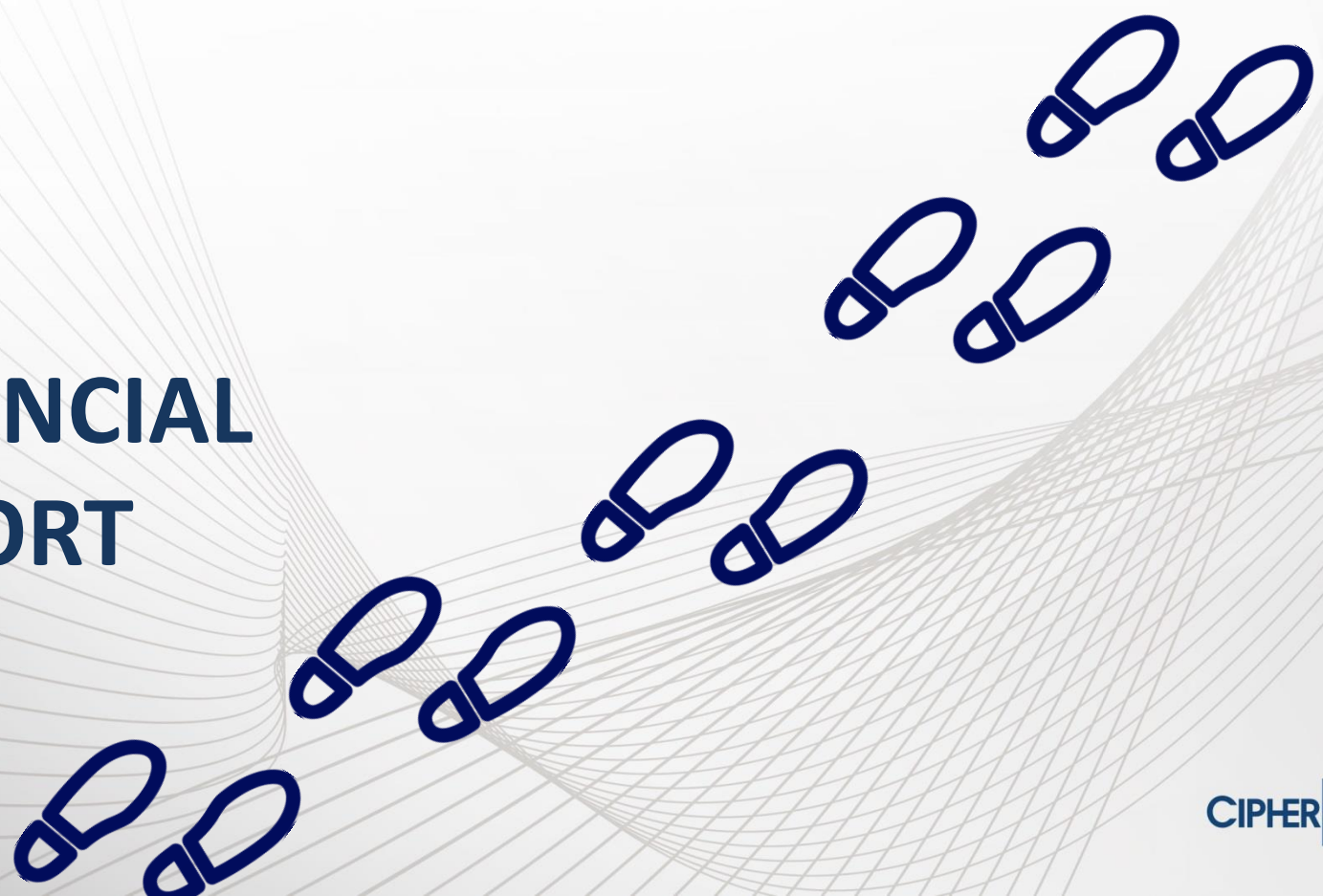
Hong Kong, Indonesia, Malaysia, Philippines, Singapore, Thailand

Authorized Partners for Repair (Others):

South Africa



FINANCIAL REPORT





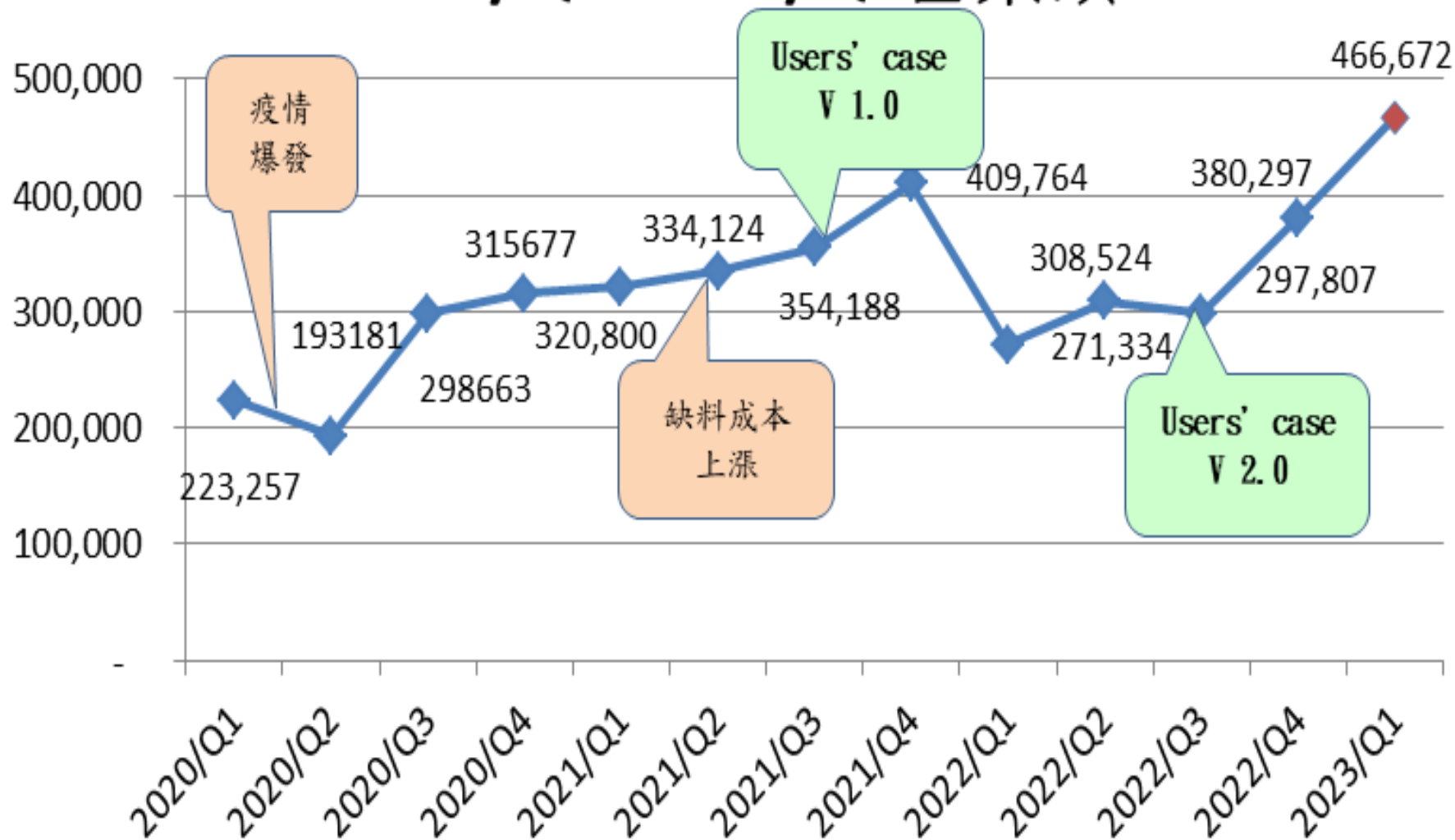
2023 Q1

Consolidated Income Statement

(Unit: NTD in Thousand)	H2, 2022	%	2022	%	Q1, 2022	%	Q1, 2023	%	YoY%
Revenue	678,104	100	1,257,962	100	271,334	100	466,672	100	72
Operating Costs	425,908	63	785,885	63	166,917	61	305,277	66	83
Gross Profit	252,196	37	472,077	37	104,417	39	161,395	34	55
Operating Expenses	233,744	34	445,553	35	103,280	38	118,167	25	14
Operating Net Profit (Loss)	18,452	3	26,524	2	1,137	1	43,228	9	3702
Non-operating Income & Expenses	4,031	-	10,446	1	3,460	1	(606)	-	-
Pre-tax Net Profit	22,483	3	36,970	3	4,597	2	42,622	9	827
Net Profit	20,216	3	31,194	2	3,638	1	34,190	7	840
Net Profit (Loss) attributable to Parent Company	20,755	3	32,254	2	3,851	1	34,259	7	790
EPS	0.30	-	0.47	-	0.06	-	0.50	-	-

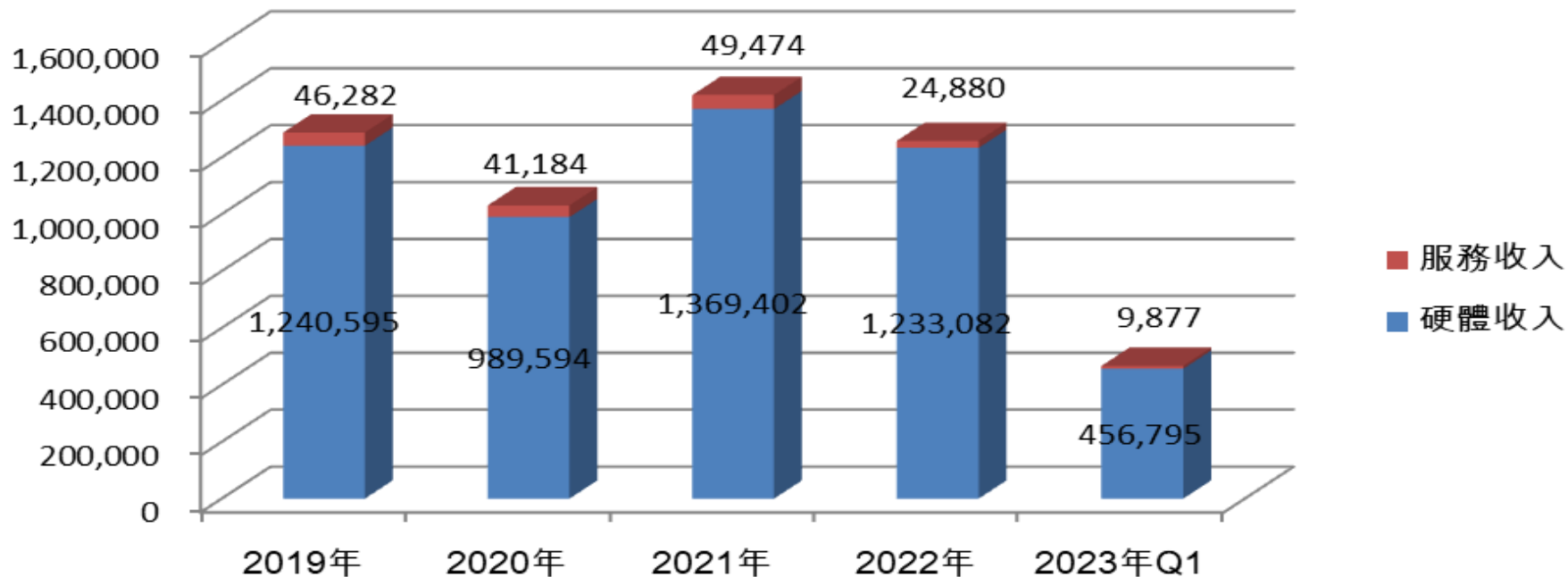
(Unit: NTD in
Thousand)

2020/Q1~2023/Q1營業額



2019-2023 Q1

Proportion of Service & Sales Revenue



NTD : 千元

項目	2019年	2020年	2021年	2022年	2023年Q1
硬體收入	1,240,595	989,594	1,369,402	1,233,082	456,795
服務收入	46,282	41,184	49,474	24,880	9,877
預收服務訂單金額	-	-	13,431	63,758	70,422



THANK YOU FOR YOUR ATTENTION