



CipherLab Co., Ltd.

Stock Code : 6160

Solutions
EFFICIENCY, ACCURACY



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Company Overview: Solid Foundations & Global Presence



37 years since
establishment
(1988)

23 years listed
on OTC market
(2002)

HQ Staff
244

Overseas Staff
49

Taiwan
Headquarters

3
Subsidiaries

16
Overseas
Stations

70+
Authorized
Repair Centers

120+
Channel
Partners



Our core values - Agility, Innovation, Trust, and Exceptional Experience - drive us to continuously deliver enterprise-grade, highly reliable products and services.



Industry Outlook:

Digital Transformation Driving Mid- to Long-Term Demand



Market Size Forecast

The global AIDC industry is estimated to reach USD 66–69.8 billion in 2024 and is expected to maintain double-digit growth from 2025 to 2030.

Industry Expansion

The rapid development of smart retail, e-commerce logistics, smart manufacturing, and healthcare has increased market demand for data accuracy, automation, and process visibility.

Widespread Adoption of Applied Technologies

The widespread adoption of technologies such as 2D barcodes, optical recognition, RFID, IoT, and Edge-AI mobile operations is further accelerating enterprises' shift toward intelligent operating models, creating long-term structural growth momentum.



Pic'n Fill



Competitive Landscape:

Positioning Through Stable Quality and Flexibility

International Brands

Zebra, Honeywell, Datalogic

- Strong channel and brand advantages
- Higher prices with lower flexibility

CipherLab

- Positioned in the market with stable quality, reasonable cost, and high flexibility targeting the mid-value segment
- Differentiating through reliability and localized support

China Brands

Urovo, NewLand....

- Cost advantages
- Challenges remain in international certifications, data security, and long-term reliability



Mobile Computers
(Android)

80%



Data Terminals (DOS)

10%



Reading & Scanning

10%

Product and Technology Highlights:

Continuous Investment in Core Technical Capabilities



- Investment in Industrial-Grade Mobile Devices
Multiple products have been recognized for their durability, performance, and integration, receiving international awards such as the 2025/2026 Taiwan Excellence Award and the Japan Good Design Award.



- OCR Module
Pic 'n Fill® is an optical character recognition (OCR) module independently developed by CipherLab through AI training. Integrated into the company's mobile computers, it can instantly recognize text, numbers, and labels within images and automatically populate designated fields. This helps enterprises quickly digitize data on-site, significantly improving operational efficiency and data accuracy.



Logistics Document Management



Container Transportation Management



Tire Serial Number Recognition



Food Expiration Date Management

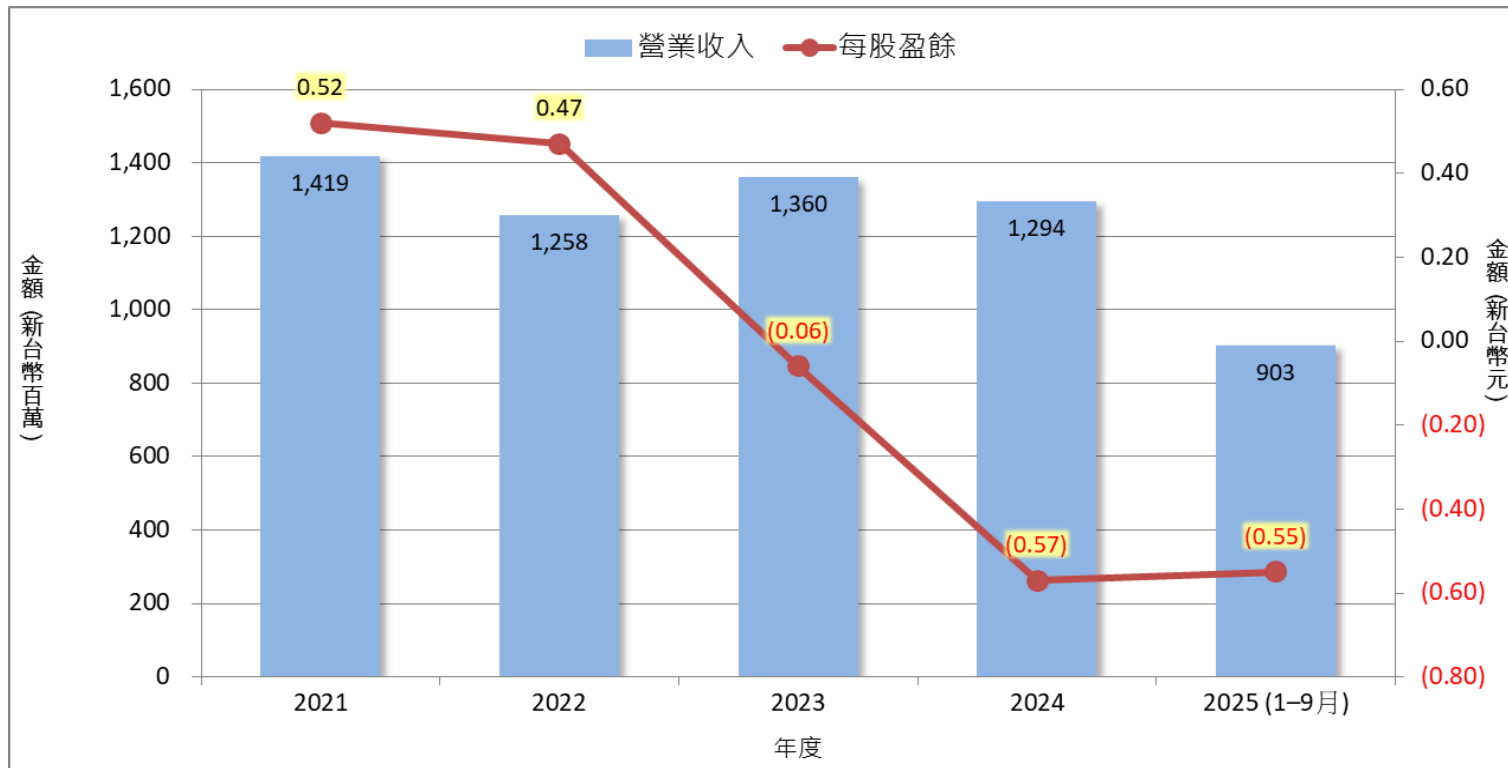


Product Traceability Management



Seven-Segment Number Reading

Facing Challenges Pragmatically with Continued, Steady Management



- Global market demand has been affected by multiple external factors, including project schedule delays, uneven recovery in Europe and the United States, and price competition in emerging markets, resulting in shipments being postponed more than originally expected.
- The product mix of high-margin items has not yet reached optimal levels, and prolonged channel inventory turnover has placed pressure on gross margins and operational efficiency.

Response Strategy:

Strategic Partnerships and a Focus on Value Enhancement

Deepening Global Strategic
Collaboration with Key Partners

Rebuilding and Realigning
Sales Resources

Strategy

Driving Integrated Maintenance
& Operations and Digital
Services

Enhance OPEX Control
Improve Inventory
Efficiency Strengthen
Project Margin Review

Focusing on enhancing product portfolio value, delivering a better user experience, and deepening applications in vertical sectors such as smart retail, cold-chain operations, e-commerce logistics, and healthcare.



Thank you for Your Attention