

# MOBILETRON ELECTRONICS

## Business Performance

Presented by:

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## Group Briefing

- ❑ Founded : July, 1982
- ❑ Employees : 1,500~2,000
- ❑ Listed in TWSE : April 6, 2001
- ❑ Marketing: 100+ Countries Worldwide
- ❑ Major Products :
  - Automotive Electronics
    - ✓ Power Electronics for Automotive Engine
    - ✓ Automotive Safety System
    - ✓ Battery Management and Energy Storage System
  - Professional Intelligent Industrial Li-battery Tools
  - Electric Bus



# Outline



## Global Deployment & Industry Transformation



### Mini Start-Up

- Founded : 1982
- Location : Nangang, Taipei
- Factory : 70 square meters
- Capital : 40,000 USD
- Employees : 5

### Intermediate Enterprise

- Employees : 1,500~2,000
- Listed in TWSE : April 6, 2001
- Marketing: 100+ Countries Worldwide

### Deploy globally, Invest in Taiwan

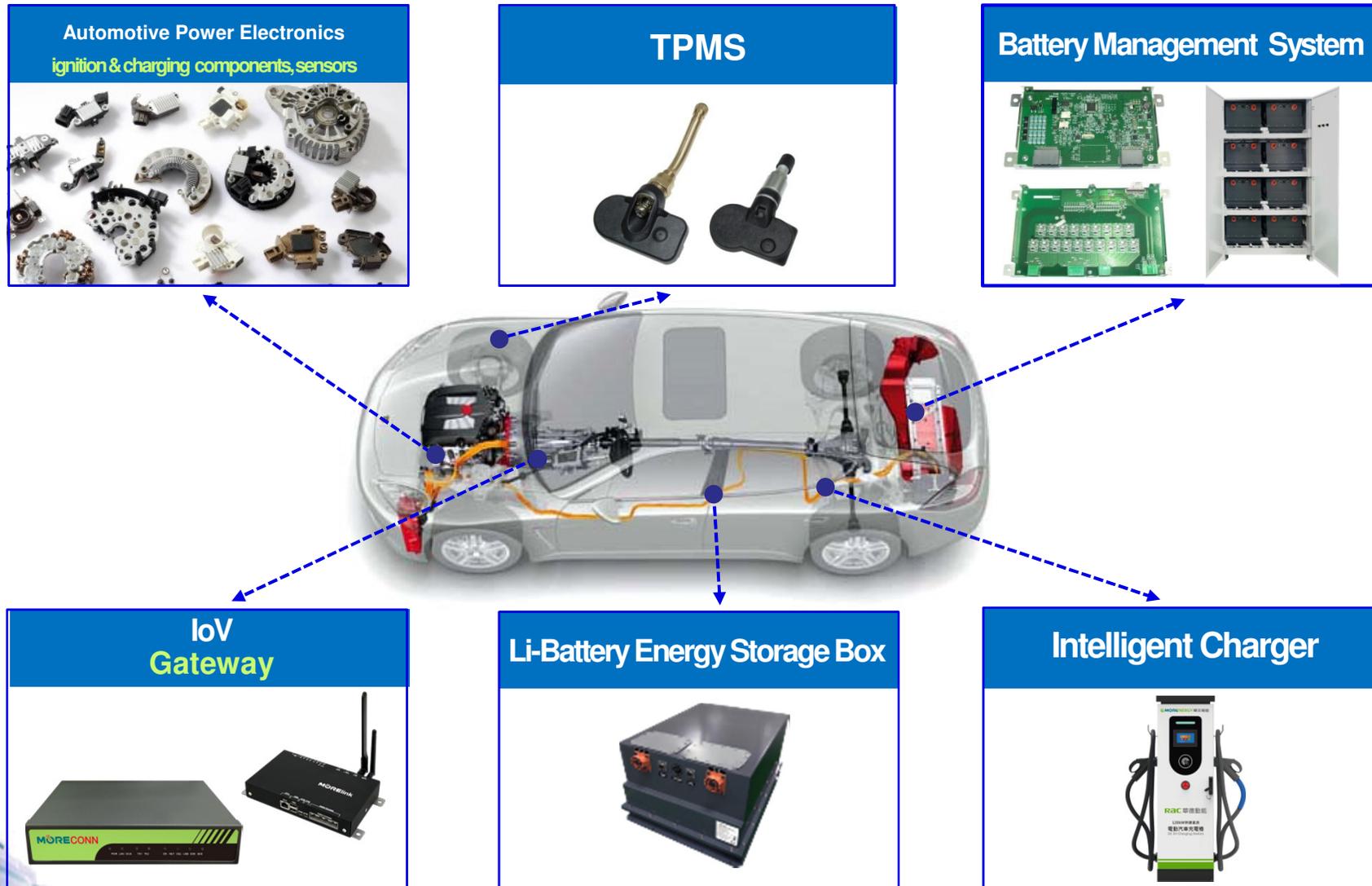
- 1988 Established Regitar USA
- 1995 Set up Mobiletron Ningbo (China)
- 2000 Established Mobiletron UK Limited
- 2009 Set up Durofix, Inc. (California, USA)
- 2018 Merged RAC Electric Vehicles (Taiwan)
- 2021 Finish Chungkang Plant Construction



# Outline

MOBILETRON™

## Product Profile for Automotive Electronics



# Outline

MOBILETRON™

## Automotive & Industrial Tools

### SMART INDUSTRIAL TOOLS

CONNECTED TO INDUSTRY 4.0  
Product Innovation - Unit Price Raised 30 Times



2020's



2010's



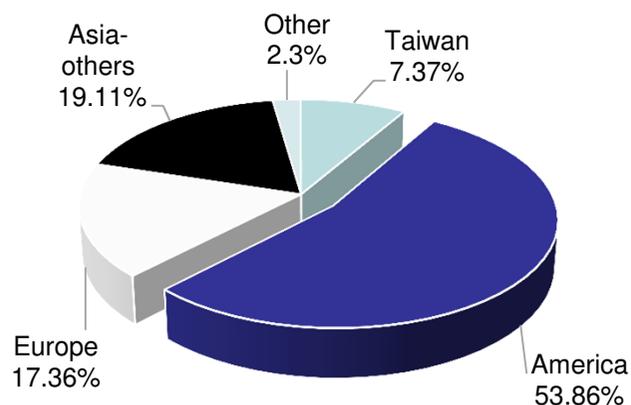
### MOBILE APP



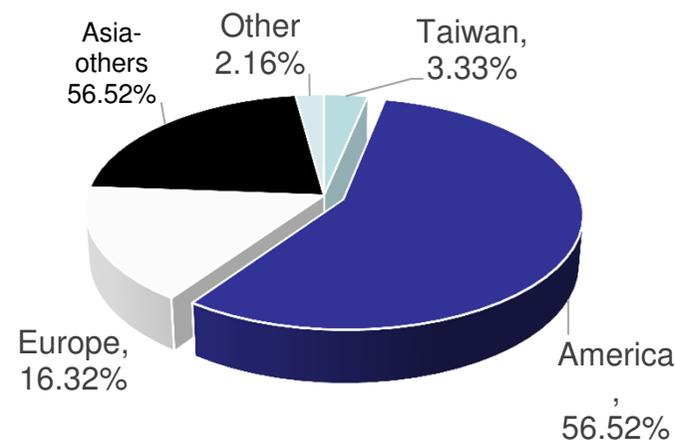
## Sales Performance Review

	Taiwan	America	Europe	Asia-others	Other	Total
2019 Year	206,580	1,510,705	486,857	536,036	64,631	2,804,809
%	7.37%	53.86%	17.36%	19.11%	2.30%	100.00%
Jan-Nov 2020	74,982	1,273,751	367,809	488,407	48,708	2,253,657
%	3.33%	56.52%	16.32%	21.67%	2.16%	100.00%

Year 2019



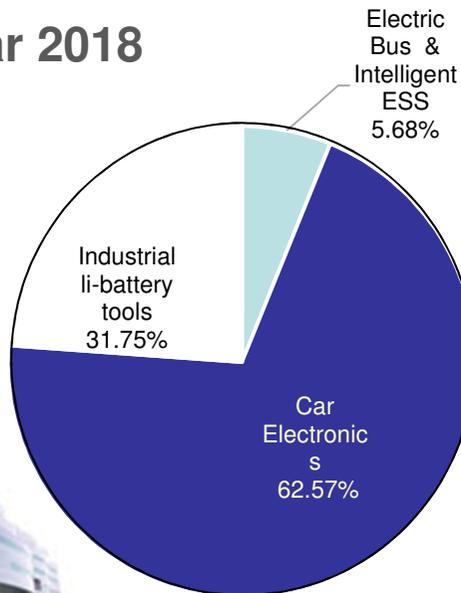
Jan-Nov 2020



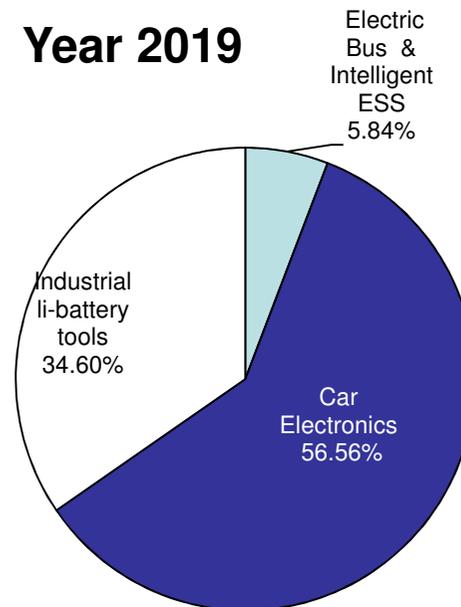
## Sales Analysis by Product

Product	Year 2018(%)	Year 2019(%)	Jan-Nov 2020
Electric Bus & Intelligent ESS	5.68%	5.84%	2.31%
Car Electronics	62.57%	59.56%	61.18%
Industrial li-battery tools	31.75%	34.60%	36.50%
Total	100%	100%	100%

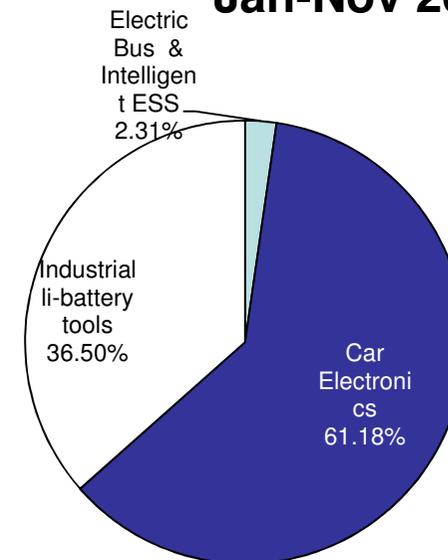
Year 2018



Year 2019



Jan-Nov 2020



# Operation Results



## Sales Comparison for 2020 & 2019

Unit: 1,000 NTD

	1Q	2Q	3Q	Oct	Nov	Jan-Nov
Year 2019	658,762	795,316	684,707	231,806	204,162	2,574,753
Year 2020	588,472	512,506	691,646	249,473	211,559	2,253,657
Variance %	(11%)	(36%)	1%	8%	4%	(12%)

REMARK: SHIPMENT DELAY FOR JAN-JUN 2020, RESULTED BY COVID-19 PANDEMIC, CAUSED SALES DECLINE AND GRADUALLY RETURNED TO GROWTH FROM 3Q 2020.

## Sales Results for E-Commerce

Unit: 1,000 NTD

	Year 2017	Year 2018	Year 2019	Jan-Nov 2020
Amount	1,252,903	1,634,543	4,205,584	5,543,589
% of consolidated sales	1.5%	1.7%	4.6%	7.3%



REMARK: TPMS IS RATED AS THE BEST PRODUCT IN AMAZON AND OTHER E-COMMERCE PLATFORMS.



TPMS, THE NO.1 PRODUCT RECOMMENDED & RATED BY DWYM, AMAZON

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# MOBILETRON 315MHz TPMS Tire Pressure Sensor, 4-Pack

Last updated date: August 25, 2020

**DWYM SCORE**

9.6



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## Income Statement (Consolidated)

Unit: NTD 1,000

Item	2017		2018				2019				2020Q3			
	The Group		(Excl.RAC)		(Incl. RAC)		(Excl.RAC)		(Incl. RAC)		(Excl.RAC)		(Incl. RAC)	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Operating Revenue	2,488,225	100	2,749,491	100	2,887,948	100	2,678,894	100	2,804,809	100	1,796,823	100	1,792,624	100
Gross Profit	941,536	37.8	995,660	36.2	943,189	32.7	1,003,781	37.5	938,427	33.5	618,796	34.4	546,603	30.5
Operating expenses	636,124	25.6	665,185	24.2	719,567	24.9	688,590	25.7	773,517	27.6	459,608	25.6	532,785	29.7
Operating Income	305,412	12.3	330,475	12	223,621	7.7	315,191	11.8	164,910	5.9	159,188	8.9	13,818	0.8
Non-operating Income & Expenses	(118,271)	(4.8)	41,263	1.5	87,262	3	(60,202)	(2.2)	5,792	0.2	(84,031)	(4.7)	(15,568)	(0.9)
Pre-Tax Income	187,141	7.5	371,738	13.5	310,863	10.8	254,989	9.5	170,702	6.1	75,157	4.2	(1,751)	(0.1)
Net Income	113,143	4.5	267,439	9.7	209,461	7.3	201,666	7.5	121,216	4.3	24,204	1.3	(49,826)	(2.8)
Net profit of the current period belongs to Headquarters	113,143		267,439				201,666				24,204			
Capital	98,500		98,500				98,500				98,500			
Earnings per Share	1.15		2.71				2.05				0.25			



Construction Progress for New Chungkang Plant  
– 3D Chart



## CONSTRUCTION PROGRESS FOR NEW CHUNGKANG PLANT -CONSTRUCTION PHOTO & INTRODUCTION



- Base: Chungkang Export Processing Zone
- Base Area: 2.1 ha., Total Construction Area : 4.2 ha.
- Construction Ratio: 67.84%, Floor Area Ratio: 195.75%
- Floors: farcade-4 (rooftop solar energy panels) , north-4, south-1 (rooftop parking lot & solar energy panels)
- Self-built solar energy panels: following decrees for sunshade and lowering temperature of parking lot and plant
- Budget: 2.5 billion NTD
- **Annual Capacity: 1,700 whole electric buses, 7,000 sets of driving chassis**

Key Items	Ground Breaking	Beam Raising	Building Use Permit Acquisition & Equipment Installation	Pilot/Trial Run	Start Operation
Schedule	2019.11	2020.8	2021.07	Q4	2021.12



## Future Prospects

1. CONTINUE GROWTH FOR AUTOMOTIVE PRODUCTS.
2. RAISE SALES OF ELECTRIC VEHICLE MODULE THROUGH ELECTRIC VEHICLE PLATFORM.
3. KEEP DEVELOPING INTELLIGENT LI-BATTERY TOOLS TO FIT WITH THE TREND OF INDUSTRY 4.0 AND INTELLIGENT MANUFACTURING.
4. RAC ELECTRIC VEHICLES IS THE FIRST COMPANY IN TAIWAN TO OBTAIN THE QUALIFICATION OF INDEPENDENT DESIGN FOR ELECTRIC BUS. NEW CHUNGKANG PLANT WILL START MASS PRODUCTION FROM 3 Q 2021. RAC WITH ALL ITS STRENGTH WILL PARTICIPATE IN THE GOVERNMENTAL SUBSIDY PROGRAMS FOR DEMO-TYPE AND PROJECT-TYPE ELECTRIC BUSES AND WILL ALSO DO ITS BEST TO EXPAND DOMESTIC MARKET SHARE AND EXPORT SALES OF BATTERY, MOTOR, AND ELECTRIC CONTROL SYSTEMS.

