

MOBILETRON ELECTRONICS

Business Performance

Presented by:

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Safe Harbor Notice

Except for historical information contained herein, the matters set forth in this presentation are forward looking statements that are subject to risks and uncertainties that could cause actual results to differ materially. These forward looking statements are not based on historical facts but rather on management's expectations regarding future growth, results of operations, performance, future capital and other expenditures, competitive advantages, business prospects and opportunities. Statements in this presentation about our future plans and intentions, results, level of activities, performance, goals or achievements or other future events constitute forward looking statements. Wherever possible, words such as "anticipate", "believe", "expect", "may", "could", "will", "potential", "intend", "estimate", "should", "plan", "predict", or the negative or other variations of statements reflect management's current beliefs and assumptions and are based on the information currently available to our management.

Investors are cautioned not to place undue reliance on these forward looking statements, which are made as of the date of this presentation, and we assume no obligation to update or revise any forward looking statements.



Group Briefing

- ❑ Founded : July, 1982
- ❑ Employees : 1,500~2,000
- ❑ Listed in TWSE : April 6, 2001
- ❑ Marketing: 100+ Countries Worldwide
- ❑ Major Products :
 - Automotive Electronics
 - Commercial EV Energy & Electric Control System
 - Automotive & Industrial Li-ion Power Tools
 - EV Bus



Outline

MOBILETRON™

Global Deployment & Industry Transformation

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)

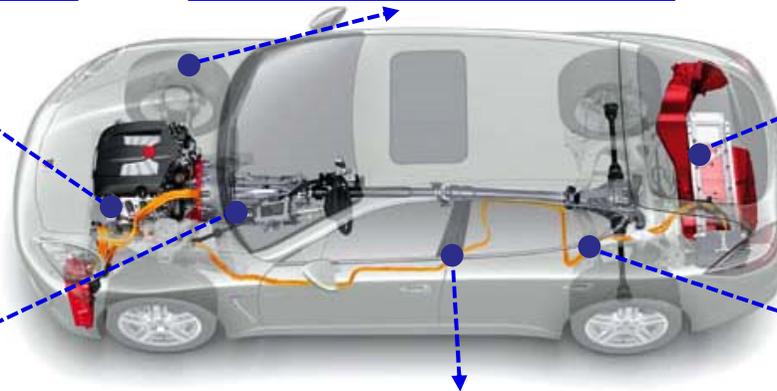
2018 Merged RAC Electric Vehicles (Taiwan)

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



60V
BRUSHLESS
JUMBO IMPACT TOOLS

2000's



12V
LI-ION TOOLS

NI-CD TOOLS

1990's



AC TOOLS

1980's



2010's



MOBILE APP





- *The only local e-bus maker with “in-house R&D capability” certified by VSCC (Vehicle Safety Certification Center) in Taiwan*
- *The only local e-bus maker own IP rights, capable of exporting system and technology overseas*
- *First commercial EV manufacturer with VIN code registration in Taiwan (RAC: RK0)*
- *Operated in 12 cities in Taiwan*



Revenue by Quarter (Consolidated)

Unit: 1,000 NTD

	1Q	2Q	3Q	4Q	合計
Year 2019	658,762	795,316	684,707	662,275	2,802,773
Year 2020	588,472	512,506	691,646	1,073,568	2,866,192
Year 2021	572,110				

Note :

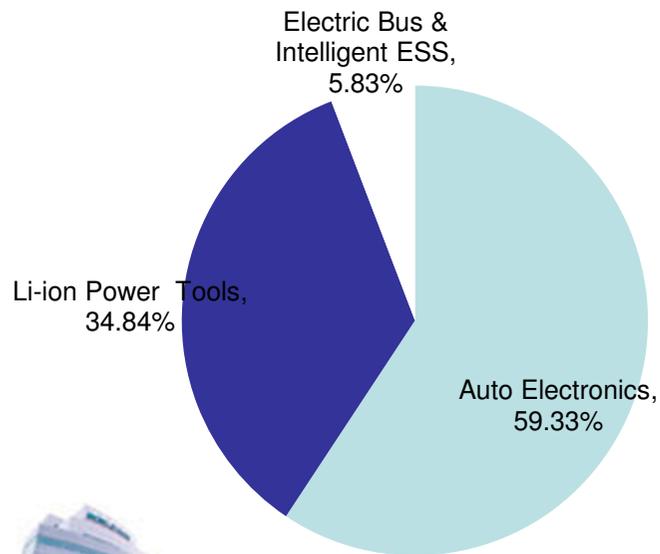
The decline in 2021 Q1 was mainly due to the extended delivery period of automotive chips, lithium-ion batteries and other materials, as well as the impact of the pandemic from European customers.



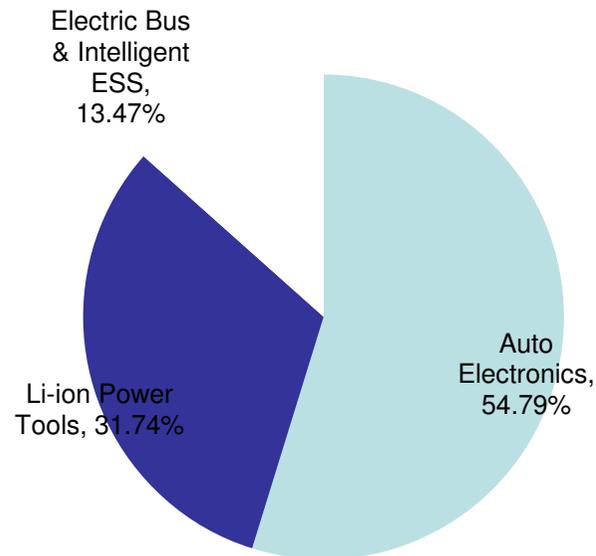
Sales Analysis by Product

Product	Year 2019(%)	Year 2020(%)	Year 2021Q1(%)
Auto Electronics	59.33%	54.79%	69.39%
Li-ion Power Tools	34.84%	31.74%	29.75%
Electric Bus & Intelligent ESS	5.83%	13.47%	0.86%

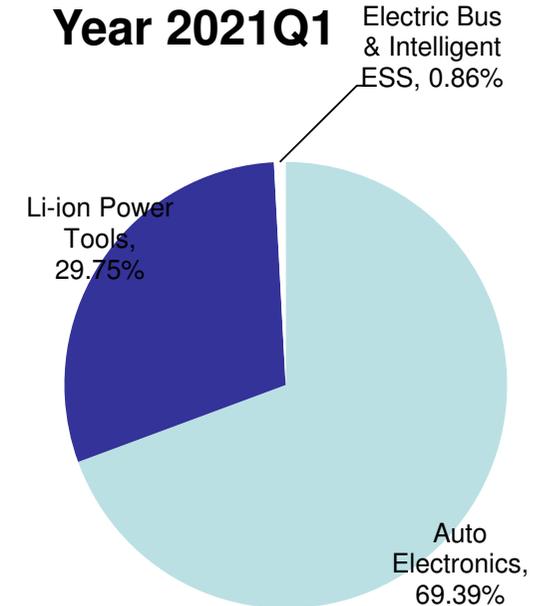
Year 2019



Year 2020



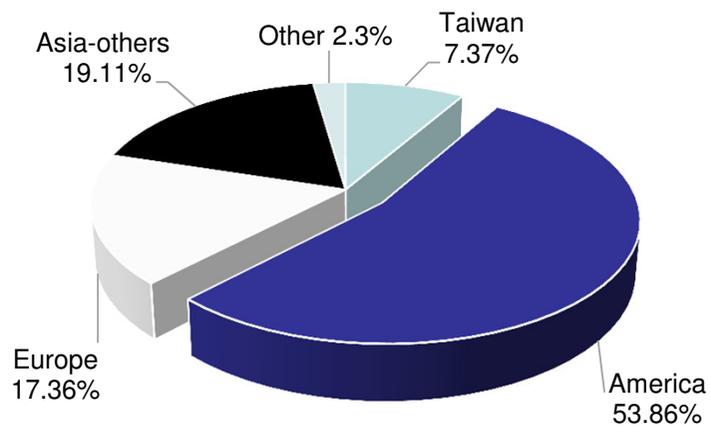
Year 2021Q1



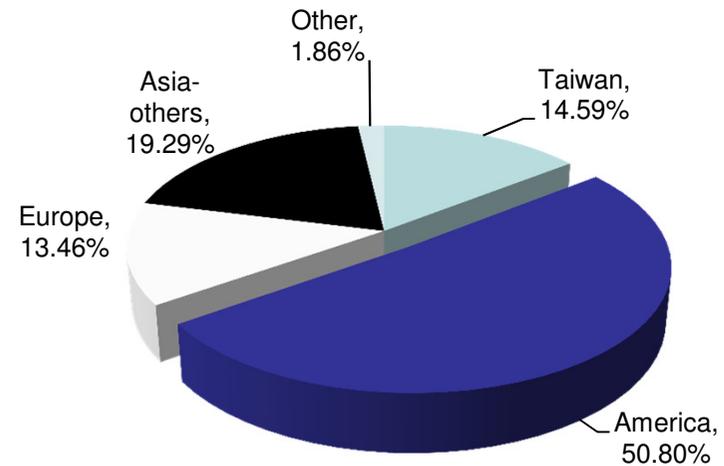
Sales Performance Review

	Taiwan	America	Europe	Asia-others	Other
2019 Year	7.37%	53.86%	17.36%	19.11%	2.30%
2020 Year	14.59%	50.80%	13.46%	19.29%	1.86%

Year 2019



Year 2020



Product Performance

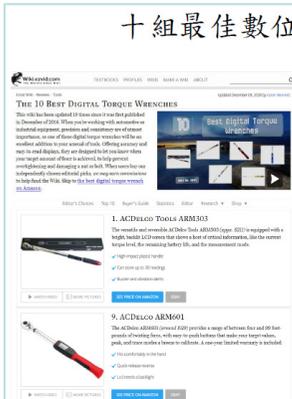
- Digital Torque Wrenches – No.1 (ARM303) & No.9 (ARM601) at “The 10 Best Digital Torque Wrenches Online” Review in US
- Foldable Screwdriver RV439 – TOP 1 Rank at T-Mall in China
- TPMS Products – No.1 Pick at DWYM Review on Amazon
- e-Bus – RAC has qualified as one of the first batch of electric bus demonstration manufacturers by the Ministry of Transportation and Communications R.O.C.

十組最佳數位扭力扳手

美國網路數位扭力扳手
綜合評比

No. 1: ARM303
No. 9: ARM601

更詳盡內容請參閱原始出處：
<https://wiki.ezvid.com/best-digital-torque-wrenches>



DON'T WASTE YOUR MONEY

Product Reviews > Tools > Tire Pressure Sensors > MOBILETRON 315MHz TPMS Tire Pressure Sensor, 4-Pack

Last updated date: August 26, 2023
DWYM SCORE: 9.6

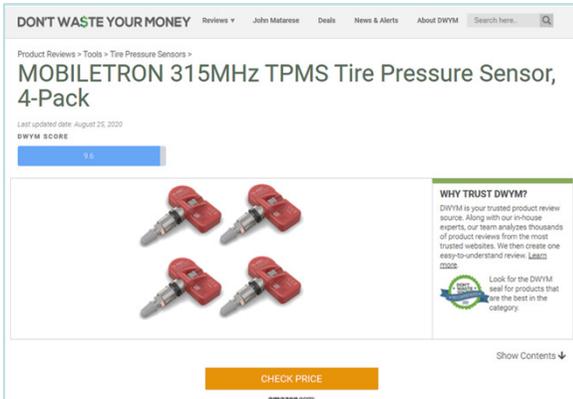


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Income Statement (Consolidated)

Unit: NTD 1,000

Item	2018		2019		2020	
	The Group		The Group		The Group	
	Amount	%	Amount	%	Amount	%
Operating Revenue	2,887,948	100.0	2,804,809	100.0	2,866,192	100.0
Gross Profit	943,189	32.7	938,427	33.5	803,978	28.1
Operating expenses	719,567	24.9	773,517	27.6	739,976	25.8
Operating Income	223,621	7.7	164,910	5.9	64,002	2.2
Non-operating Income & Expenses	87,262	3.0	5,792	0.2	(3,860)	(0.1)
Pre-Tax Income	310,863	10.8	170,702	6.1	60,142	2.1
Net Income	209,461	7.3	121,216	4.3	(5,000)	(0.2)
Net profit of the current period belongs to Headquarters	267,439		201,666		85,187	
Capital	982,500		982,500		982,500	
Earnings per Share	2.71		2.05		0.86	



Income Statement (Consolidated)

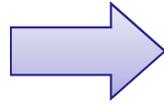
Unit: NTD 1,000

Item	2018		2019		2020	
	(Excl.RAC)		(Excl.RAC)		(Excl.RAC)	
	Amount	%	Amount	%	Amount	%
Operating Revenue	2,749,491	100.0	2,678,894	95.5	2,554,433	89.1
Gross Profit	995,660	36.2	1,003,781	35.8	884,690	30.9
Operating expenses	665,185	24.2	688,590	24.6	637,737	22.3
Operating Income	330,475	12.0	315,191	11.2	246,953	8.6
Non-operating Income & Expenses	41,263	1.5	(60,202)	(2.1)	(92,788)	(3.2)
Pre-Tax Income	371,738	13.5	254,989	9.1	154,165	5.4
Net Income	267,439	9.7	201,666	7.2	85,187	3.0
Net profit of the current period belongs to Headquarters	267,439		201,666		85,187	
Capital	982,500		982,500		982,500	
Earnings per Share	2.71		2.05		0.86	



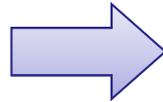
Performance Growth Direction in 2021

Auto
Electronics



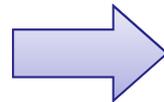
- OES for Big Accounts on Alternator System
- Significantly increase TPMS sales

Commercial EV
Energy & Electric
Control System



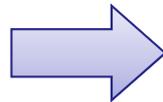
- Orders from Foreign EV Makers for BMS
- Li-ion Energy Storage System for International Market
- Intelligent Charging System

Industry 4.0
Li-ion
Power Tools



- Industrial Precision Tools
- Intelligent Tools for Robotic Arms

EV Bus



- Domestic & International Markets
- Cooperation of System Software & Hardware
- EV Charging Infrastructure



Future Prospects

1. DEVELOPMENT OF COMMERCIAL EV & SYSTEM
2. STRATEGY OF GLOBAL TECHNOLOGY LOCALIZATION PARTNERS
3. INTELLIGENT SCHEDULING CHARGING SYSTEM & INFRASTRUCTURE SERVICE



Construction Progress for New Chungkang Plant
– 3D Chart



CONSTRUCTION PROGRESS FOR NEW CHUNGKANG PLANT

- 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

