

# Investor Conference

5/31/2022

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(5309)

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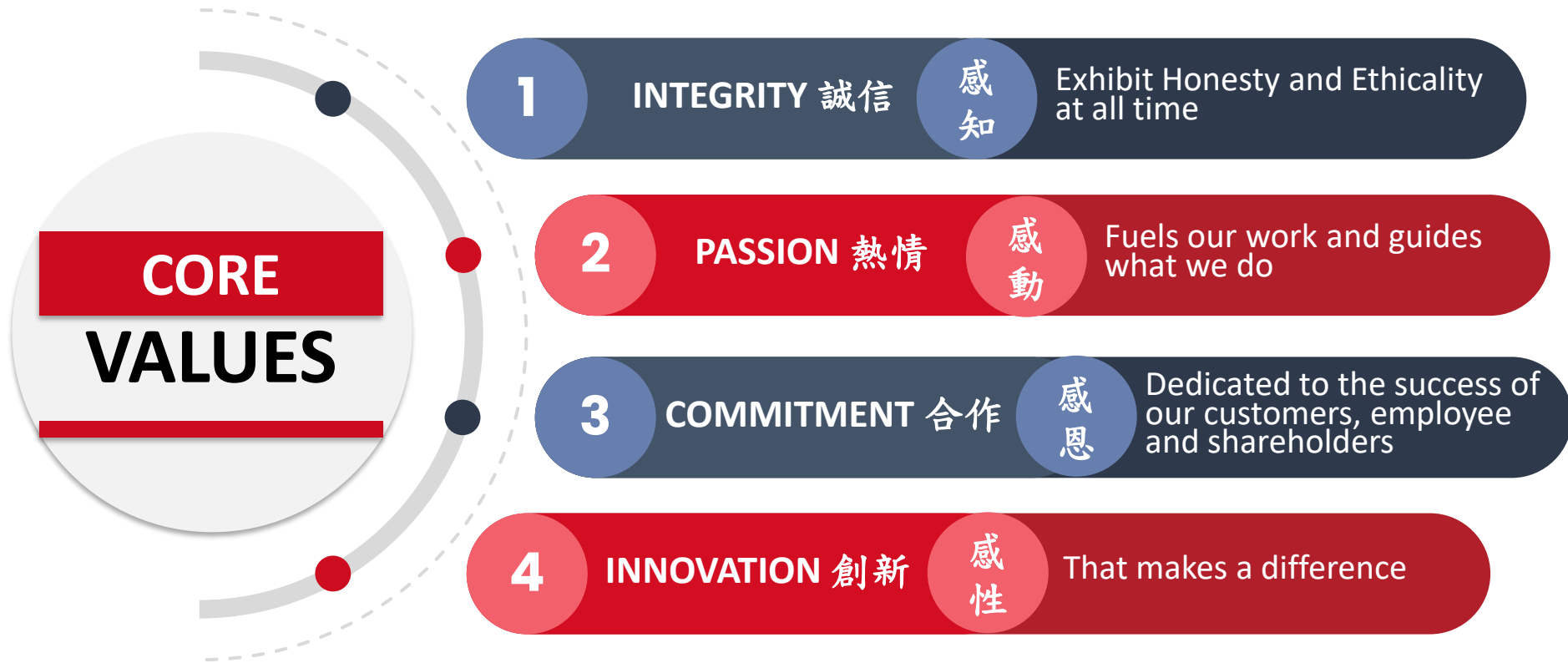


# Outline

- 01 1** Corporate Strategies and ESG Update **TF Hsieh**
- 02 2** 2022/Q1 Operation Highlights **TF Hsieh**
- 03 3** Business Growth Drivers **Sam Lee**
- 04 4** Q&A



Corporate  
Strategies and  
ESG Update



## Automotive Solutions



Tire Pressure Monitoring Systems

### Electric Vehicle

1. TPMS CAGR >9%
2. EV CAGR >80%
3. Bluetooth Patents



### Energy Storage System

1. ESS CAGR >45%
2. Global Power Shortage
3. Renewable Low Carbon Energy
4. 40-50 Patents



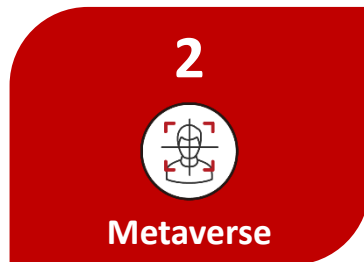
Li-Ion Based Energy Brick



Head-Mount AR Device

### Metaverse/loV

1. Metaverse CAGR >70%
2. loV CAGR >15%
3. IPC rugged design for harsh environment



### Low Earth Orbit Satellites

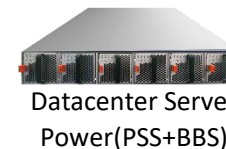
1. LEO CAGR >20%
2. LEO Satellite Communication
3. Millimeter Wave Transceiver
4. Datacenter Server Power



Satellite Communication



Industrial PC

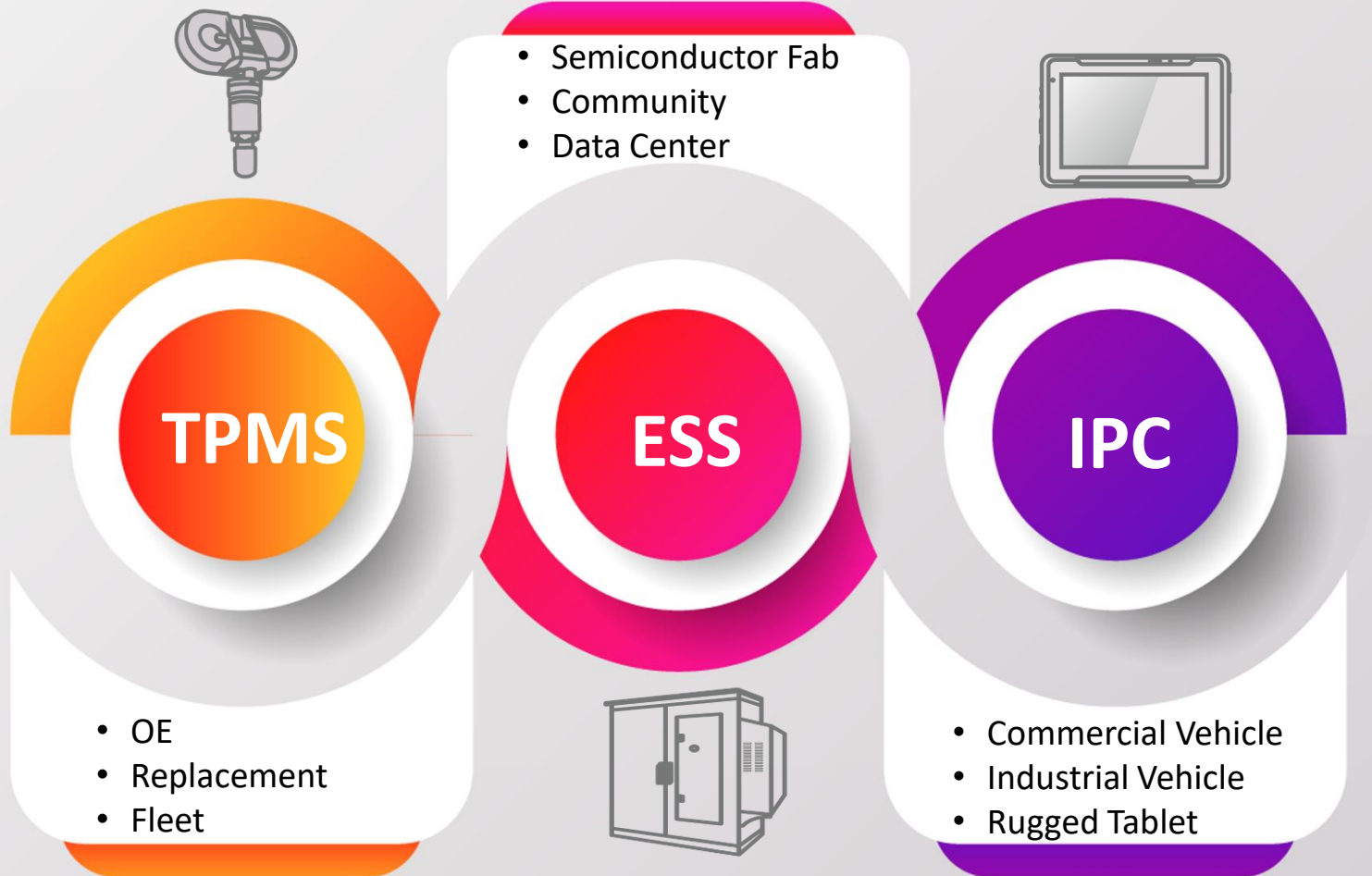


Datacenter Server Power(PSS+BBS)





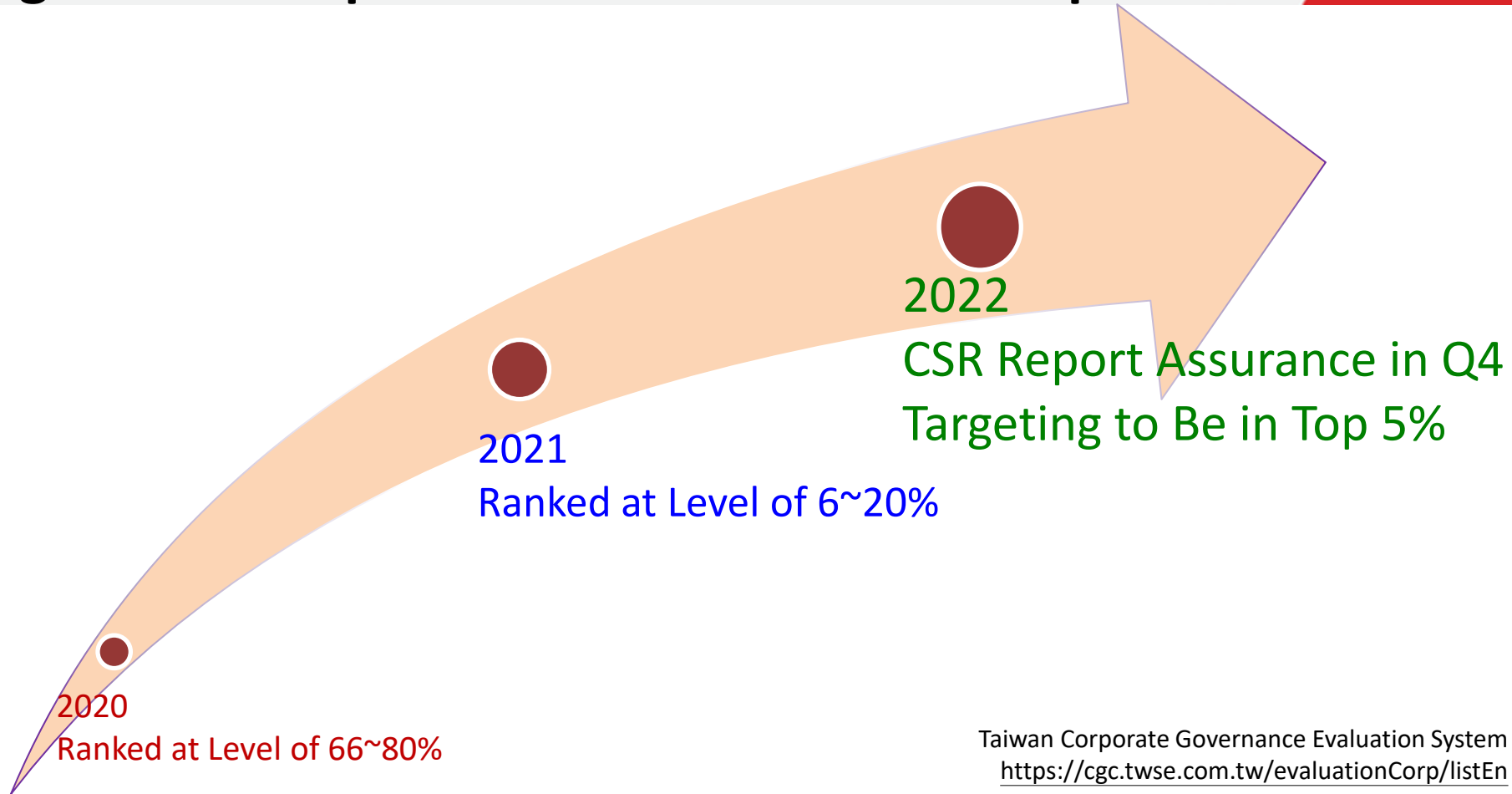
# Corporate Business Growth Drivers



- OE
- Replacement
- Fleet

- Semiconductor Fab
- Community
- Data Center

- Commercial Vehicle
- Industrial Vehicle
- Rugged Tablet






## ◆ Commonwealth Magazine 2022/5/18 Top 2,000 Companies Survey Most Rapid Growing Companies

- #42 Manufacturing Industries
- #19 Electronic Manufacturing Industries



[https://campaign.cw.com.tw/cwpage/2022\\_2000-266#event](https://campaign.cw.com.tw/cwpage/2022_2000-266#event)

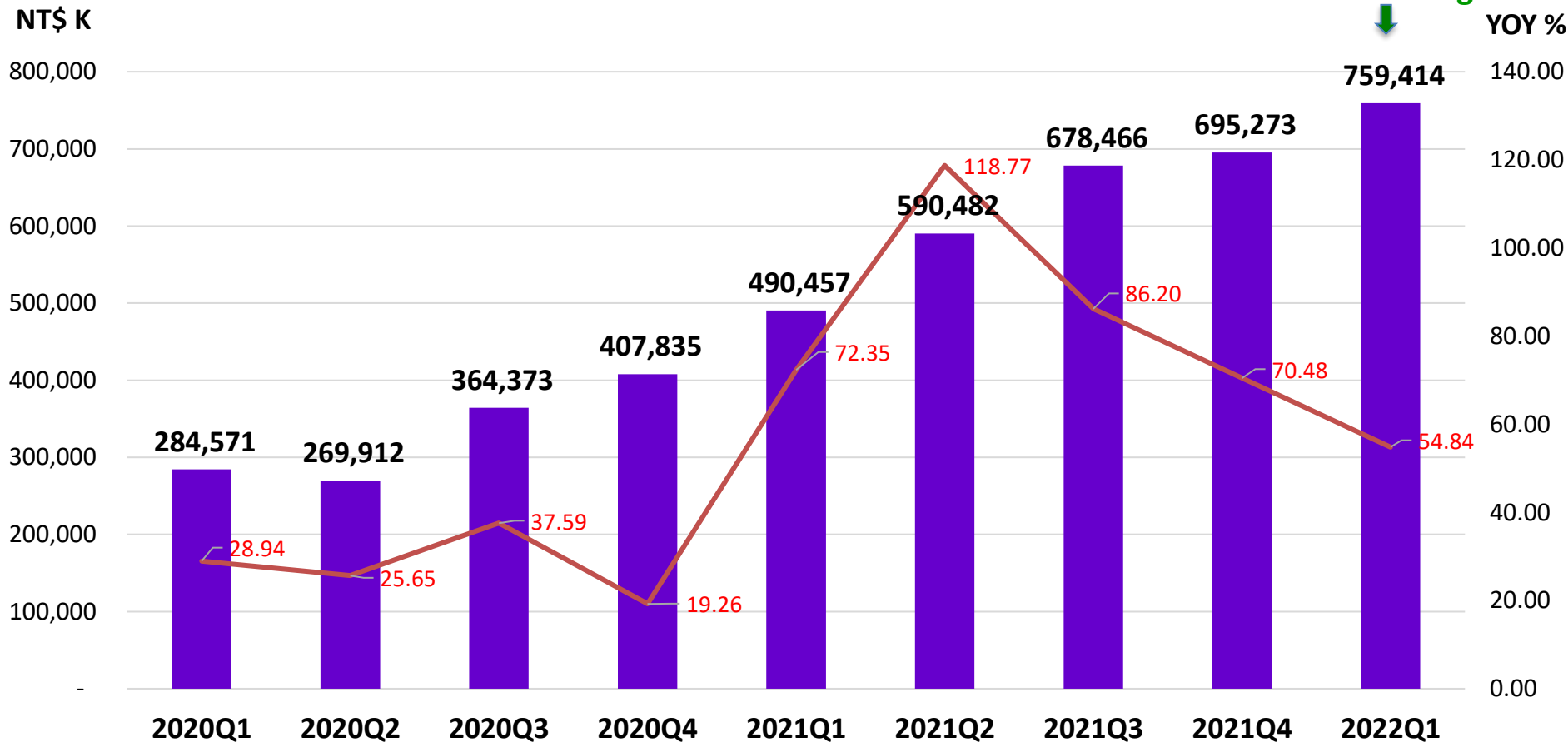


2022/Q1  
Operation  
Highlights

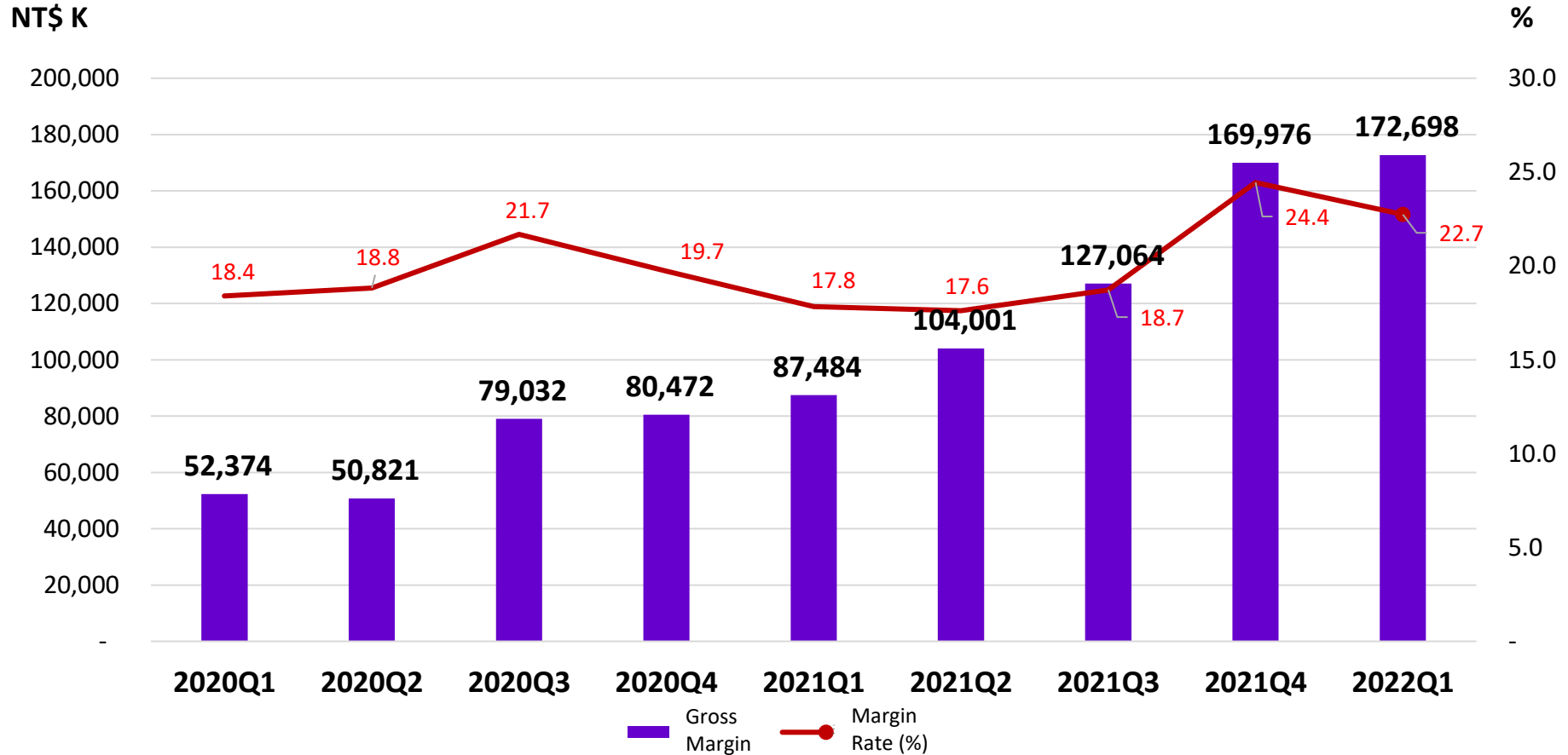
# 2022 Q1 Operation Result

in thousands of NTD except per share data	2021								2022		YOY
	2021Q1		2021Q2		2021Q3		2021Q4		2022Q1		
ITEM	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	%
Revenue	490,457	100.0	590,482	100.0	678,466	100.0	695,273	100.0	759,414	100.0	54.8
Cost of Goods Sold	402,973	82.2	486,481	82.4	551,402	81.3	525,297	75.6	586,716	77.3	45.6
Gross Profit	87,484	17.8	104,001	17.6	127,064	18.7	169,976	24.4	172,698	22.7	97.4
Operating Expenses	86,731	17.7	95,597	16.2	94,668	14.0	127,968	18.4	106,047	14.0	22.3
Operating Gain ( Loss )	753	0.2	8,404	1.4	32,396	4.8	42,008	6.0	66,651	8.8	8,751.4
Other Income/Expenses	9,851	2.0	(1,730)	(0.3)	2,780	0.4	885	0.1	7,026	0.9	(28.7)
Pretax Gain(Loss)	10,604	2.2	6,674	1.1	35,176	5.2	42,893	6.2	73,677	9.7	594.8
Gain (Loss) Attributable to Parent Company	9,717	2.0	6,679	1.1	33,845	5.0	45,106	6.5	73,464	9.7	656.0
Basic EPS (dollar/share)	0.06		0.04		0.22		0.29		0.48		700.0

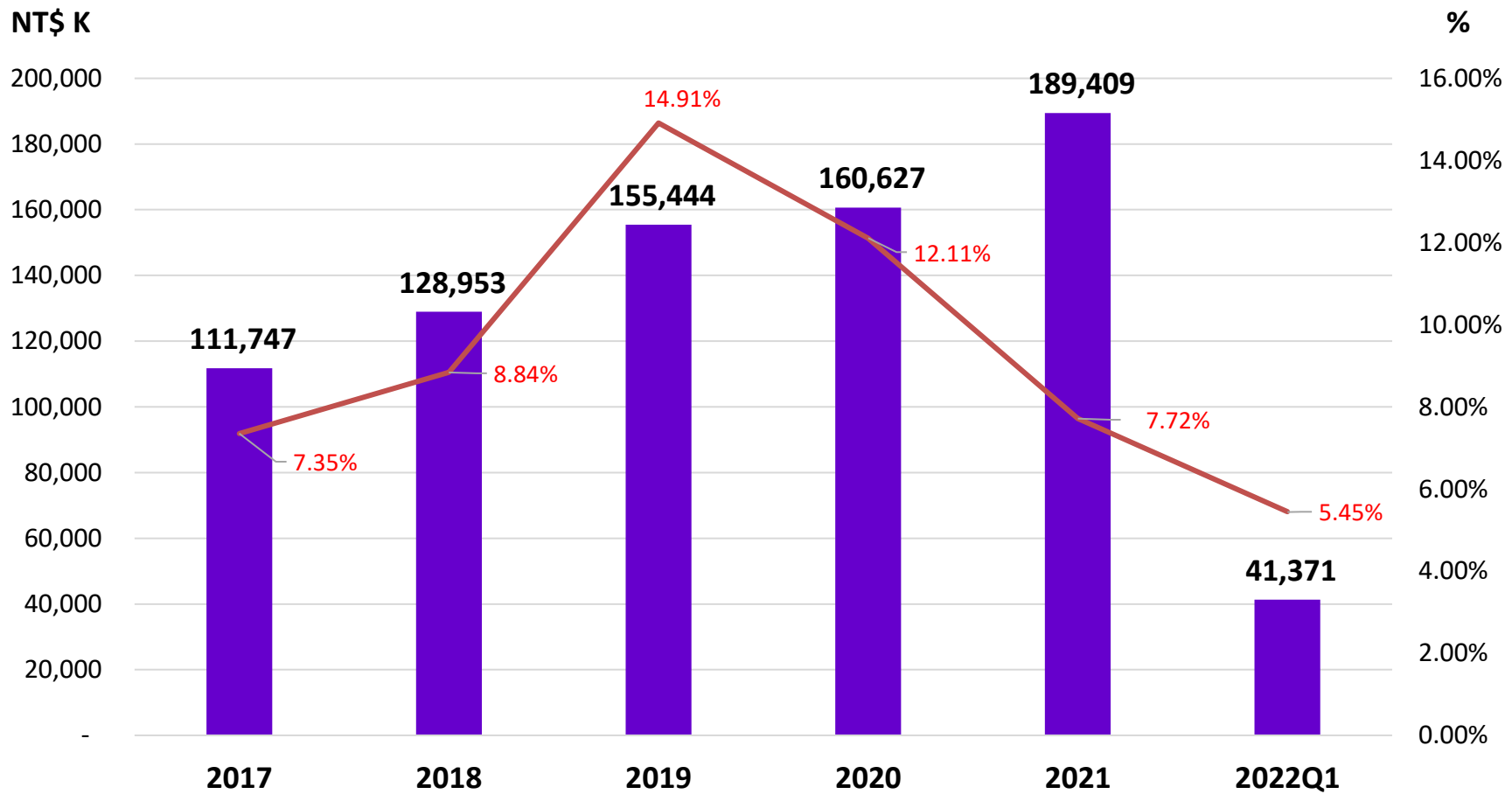
# Quarterly Revenue



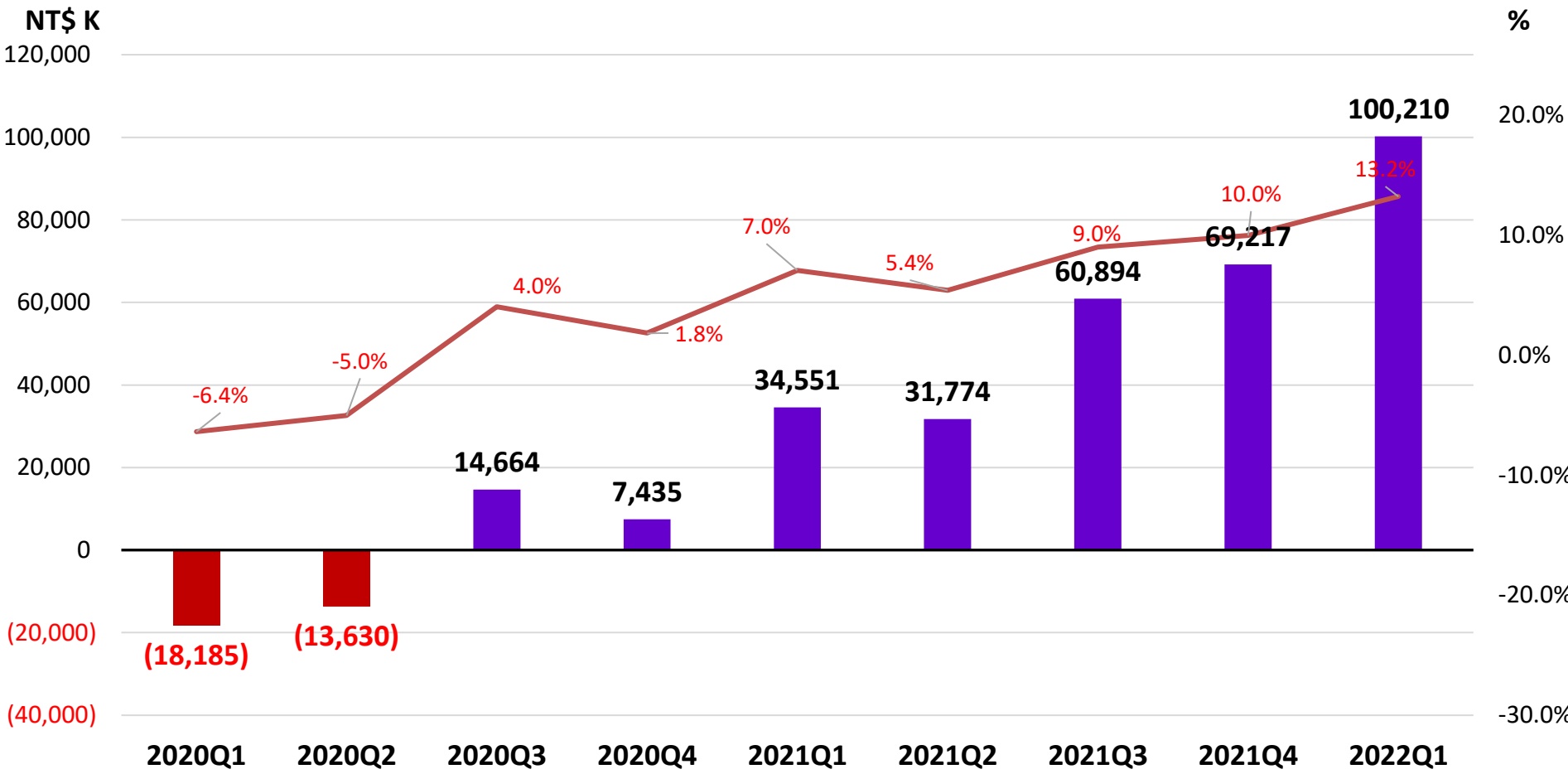
# Quarterly Gross Margin and Margin Rate



# RD Expense and Ratio Over Revenue

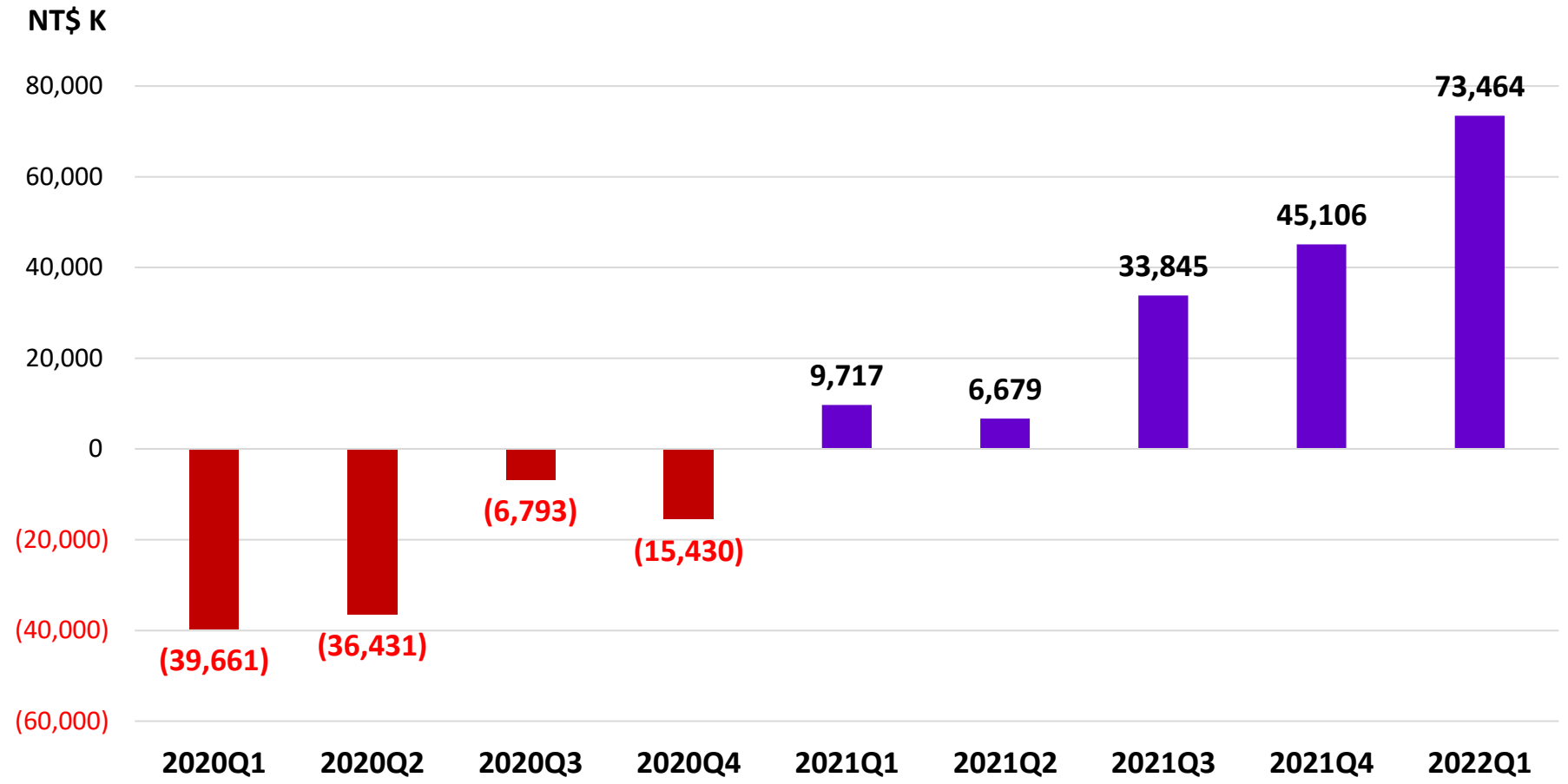


# EBITDA and Ratio Over Revenue

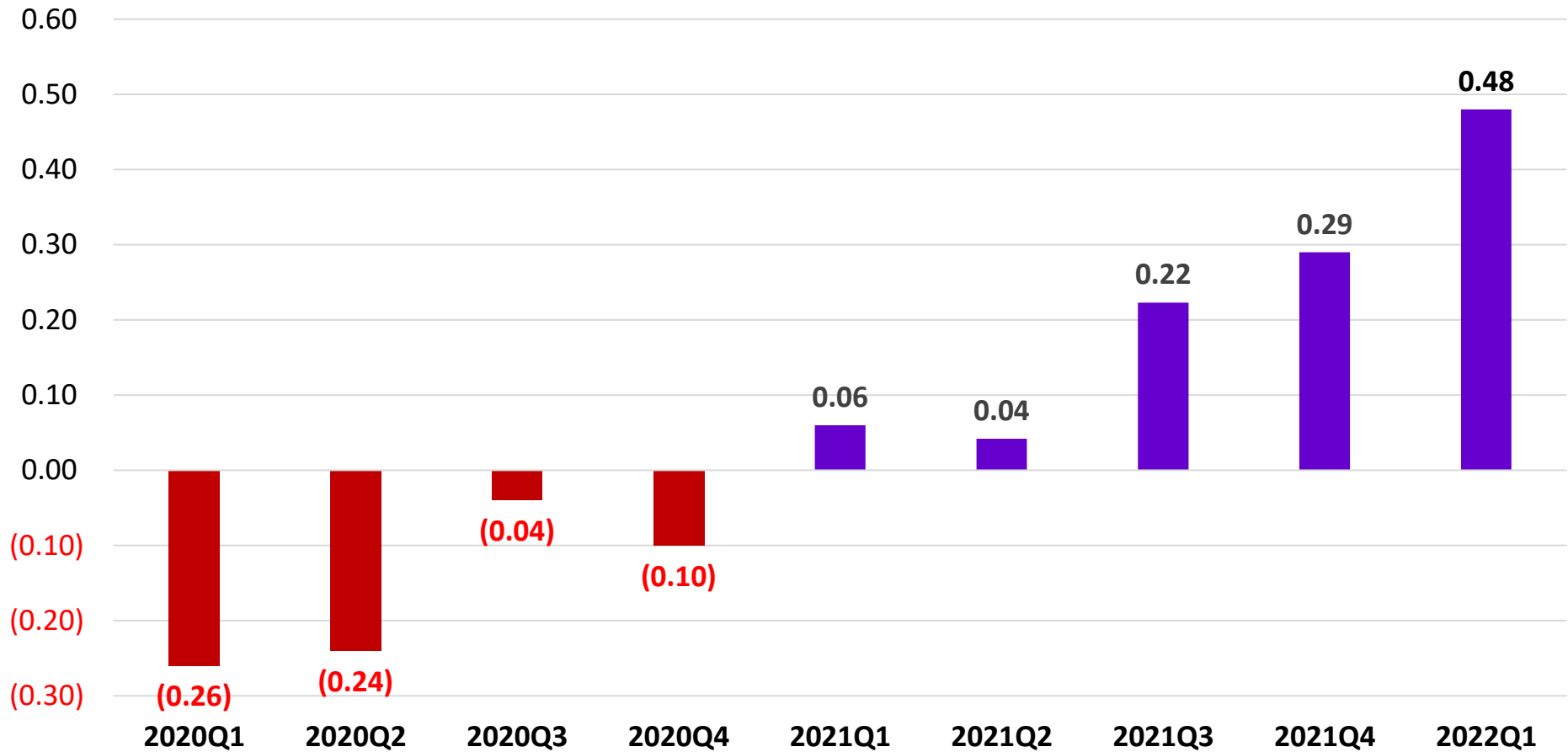




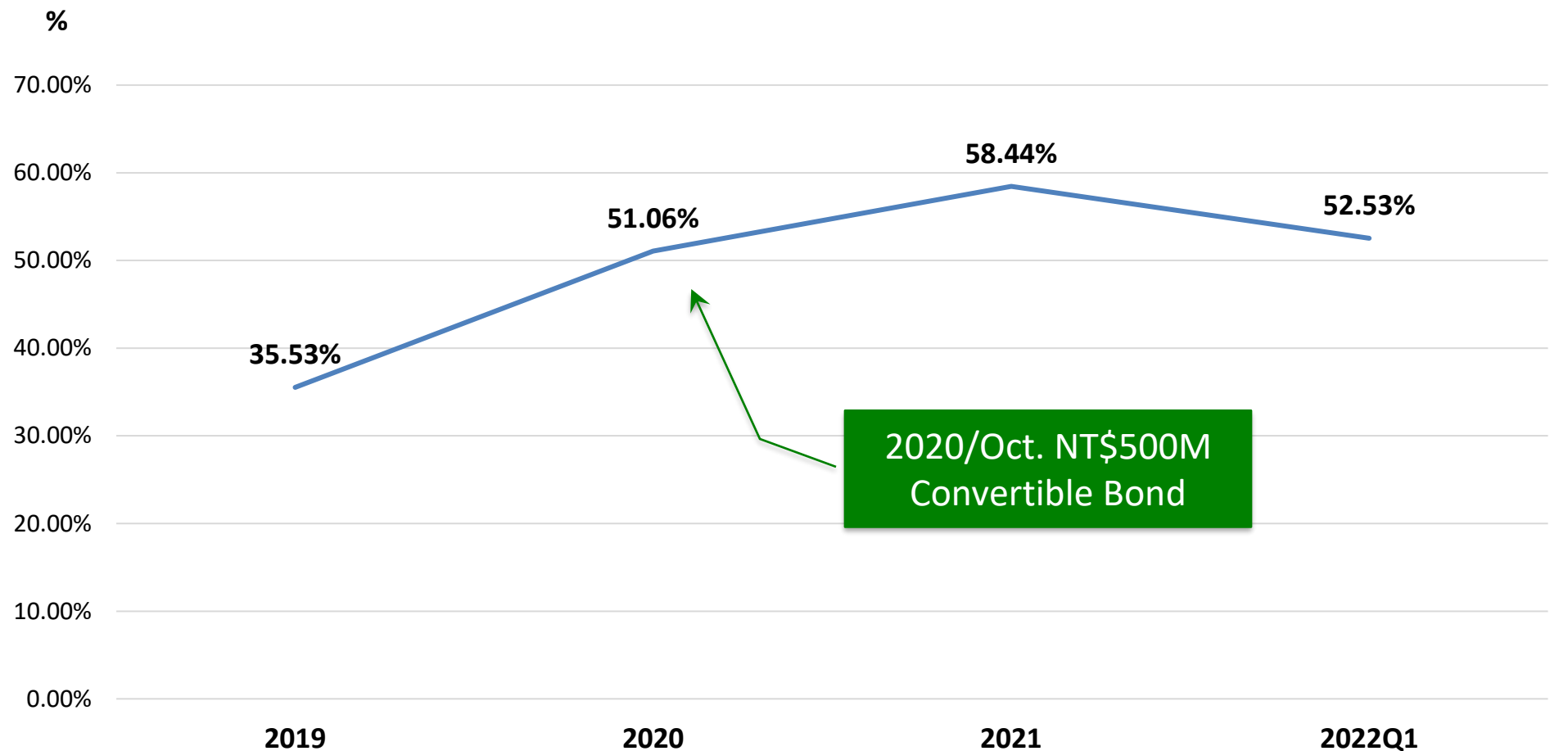
# Quarterly Profit (Loss) after Tax



# Quarterly EPS



# Debt Ratio





Business  
Growth  
Drivers

# Sysgration at a Glance



**1977**

*Founded*



**500+**

*Worldwide  
Employees*



**40+**

*Years  
Design &  
Manufacturing  
Service Experiences*



**4**

*Locations  
Taiwan - Taipei/NanKang  
China - Huizhou/ZhenJiang*



**5309**

*TW Stock  
Publicly Trade  
Capital: NT\$1.5 B  
Market Value NT\$6.5 B*

• Sysgration  
Founded in Taipei,  
Taiwan

• IPO in Taiwan  
(TPEX #5309)

• Rear-Seat  
Infotainment System  
to Germany and  
Spain OE Customers

• BLE TPMS ODM for  
Tire Brand Customer  
• Li-Ion Battery Pack to  
China EV Customer

• RF Dual-Band  
Universal TPMS ODM  
for US Wheel Channel

• BLE TPMS for OE  
Customer  
• PSU for Satellite  
Ground Systems

1977

1988

1996

2009

2011

2011

2015

2016

2017

2018

2020

2022

2023

• Taiwan Factory  
Established  
• Started Mouse  
ODM/OEM Business

• TS-16949 Certificated  
• Tier-One Supplier of  
Germany OE Customer  
• Rear-Seat Infotainment  
System to Japan Customer



• BLE TPMS ODM for  
China OE Brand  
• RV Control System  
ODM for USA Tier-  
One Customer

• UPS Li-Ion Battery  
Pack for  
Semiconductor Fab  
• Smart Marine Control  
System MP

• Rugged Vehicle  
Terminal for  
Construction  
Vehicle MP

# Focused Market and Product Portfolio

## Automotive Solutions

## Power and Energy Management



Wireless Camera  
Around-View System



Tire Pressure  
Monitoring Systems



Rugged Head-Mount  
AR Device



Li-Ion Battery Pack  
for Semiconductor Fab



Li-Ion Based  
Energy Storage Systems



**80 Patents**

**40 Patents**



Body Control Module



Industrial PC



Infotainment  
System



EV Battery Pack



Li-Ion Based  
Energy Brick



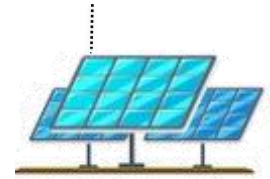
Construction/Agriculture Vehicles  
CAGR ~12% by 2025



Electric Vehicles  
CAGR ~80% by 2025



Semiconductors  
CAGR ~25% by 2025



Renewable Energy Storage  
CAGR ~28% by 2025



WW 2<sup>nd</sup>

## Multi-Band Universal RF TPMS



Efficient Inventory Management



Sensor Programmable

WW 1<sup>st</sup> & #1

## BLE TPMS



Internal TPMS



External TPMS



Tire Mounted Sensor (TMS)



Voice Receiver



Display Voice Receiver



Truck Repeater



Trigger Tool for Truck

WW 1<sup>st</sup>

## Tri-Band TPMS





# TPMS Legislation and Worldwide Demands

Country	Car Sales	Subtotal	TPMS Legislation
China	25,769,000	56,092,077	O
USA	17,038,617		O
Canada	1,928,468		O
Germany	3,905,597		O
France	2,677,830		O
UK	2,676,885		O
Italy	2,095,680		O
Japan	5,119,652	11,247,347	X
India	3,464,125		X
Brazil	2,663,570		X
<b>Subtotal</b>	<b>67,339,424</b>		

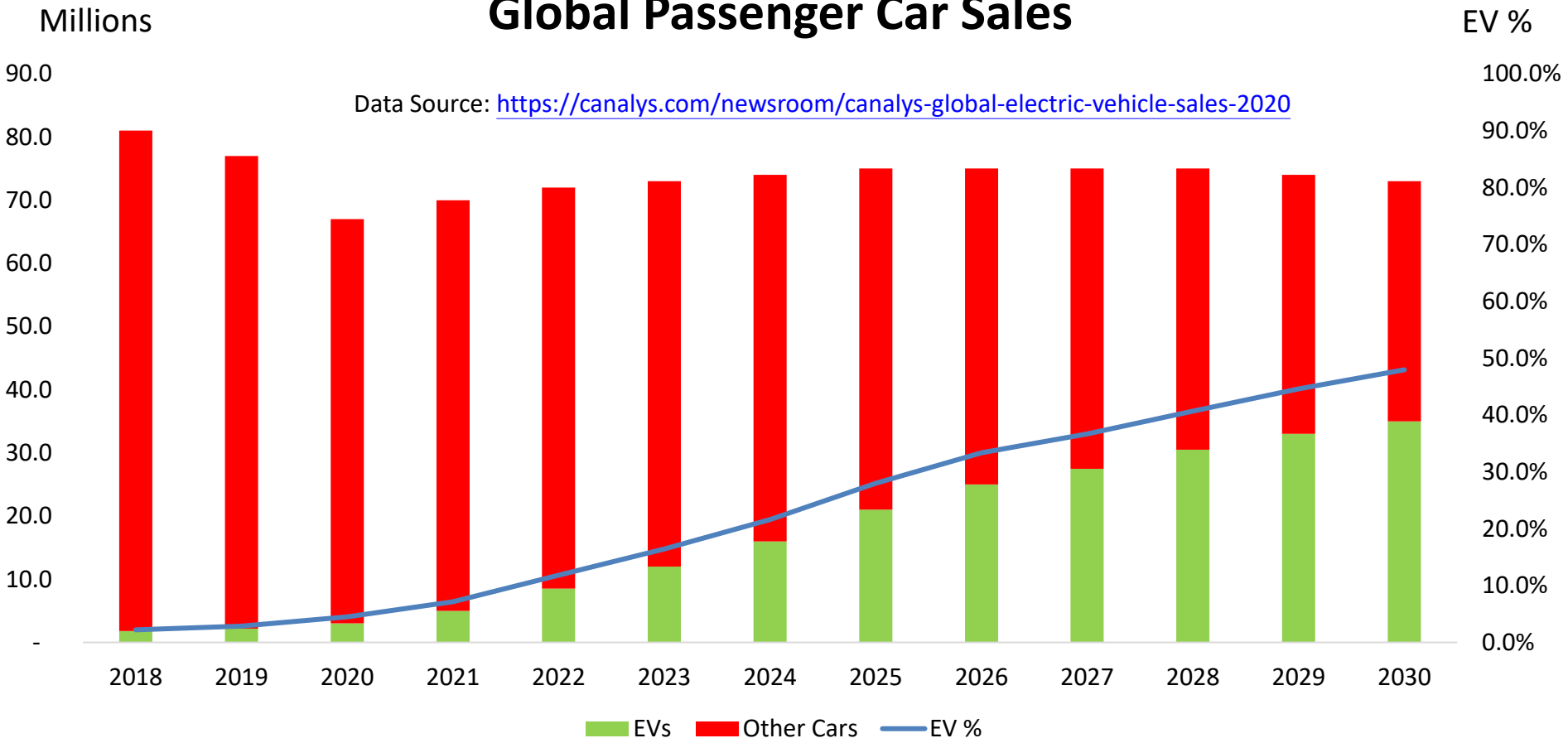
Annual **300M** Pcs OE Demands plus **100M** Aftermarket Demands



Data Source: Autocar <https://www.autocarindia.com/industry/global-car-sales-2019-an-in-depth-analysis-416557>

## Global Passenger Car Sales

Data Source: <https://canalys.com/newsroom/canalys-global-electric-vehicle-sales-2020>

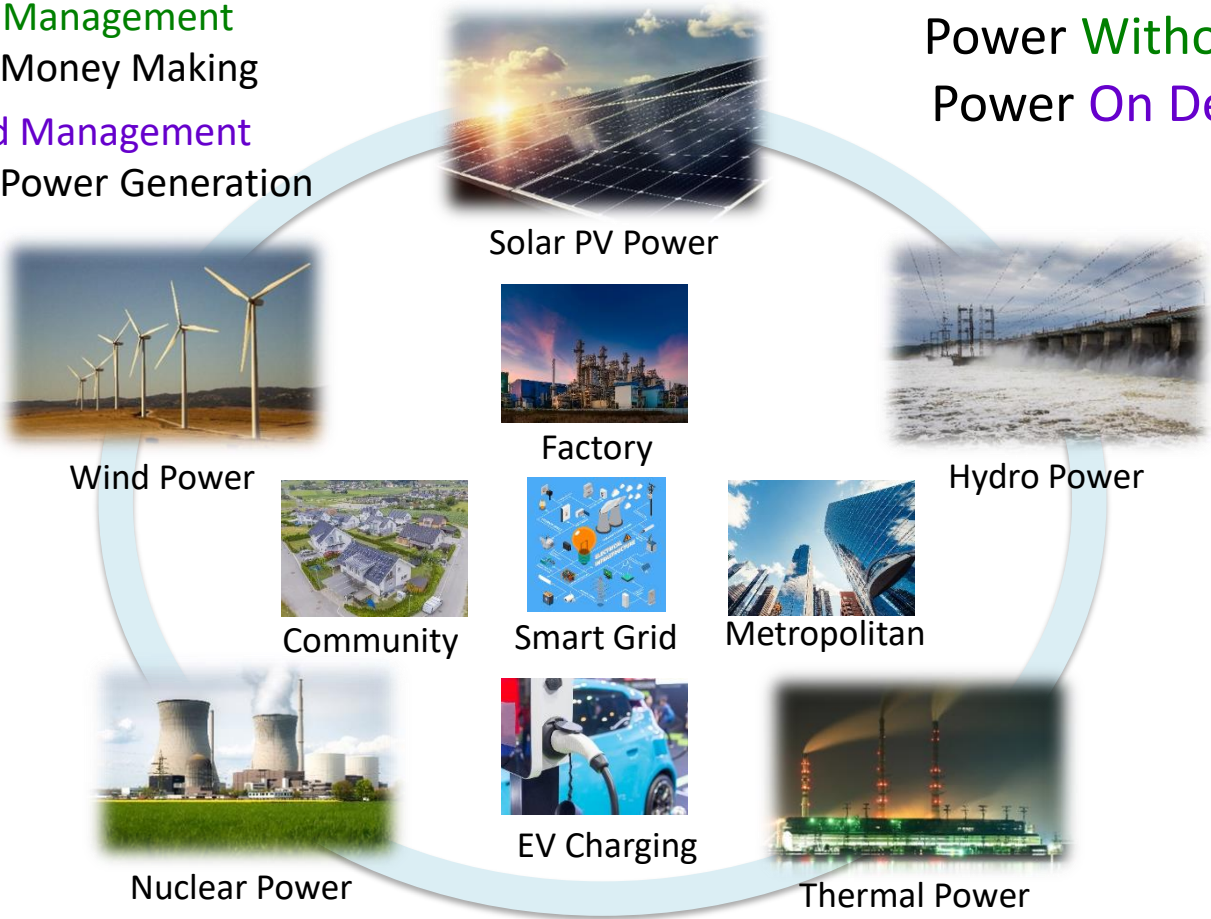


# Energy Storage in Smart Grid

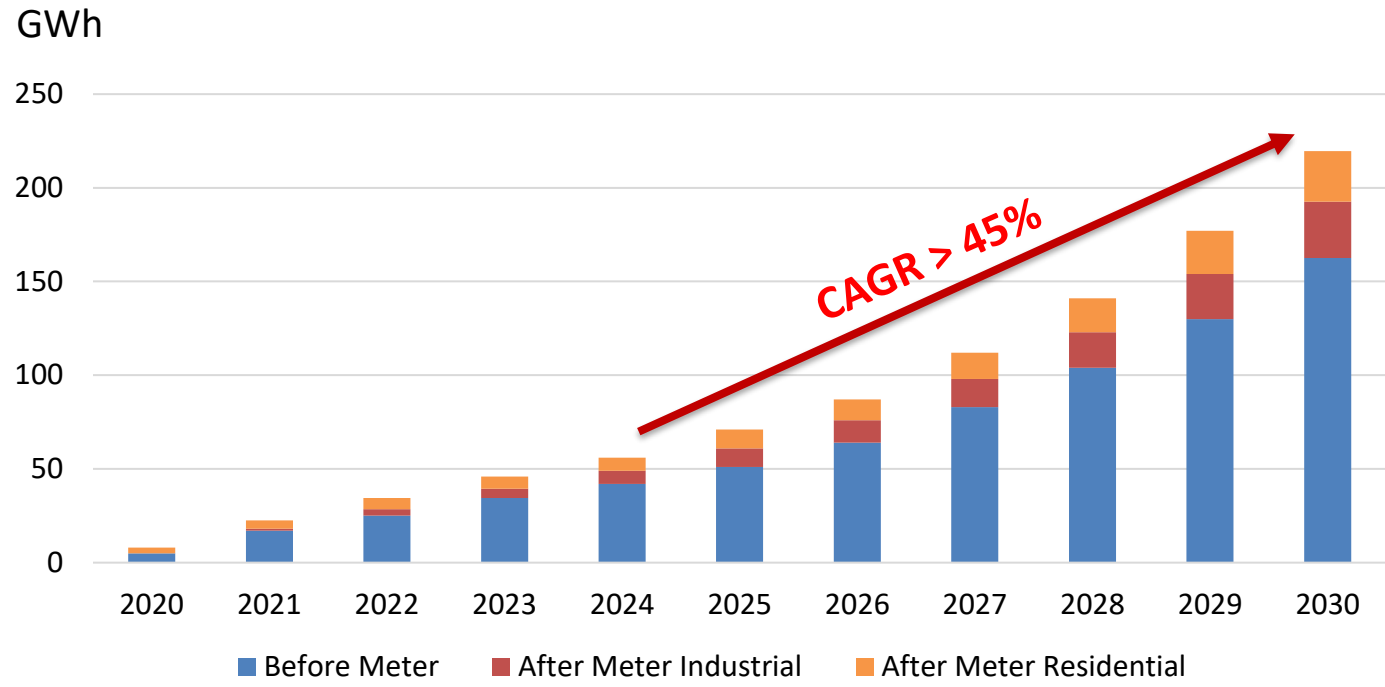
Money Saving and Management  
Is As Important As Money Making

Energy Storage and Management  
Is As Important As Power Generation

Power Without End  
Power On Demand



# Global Energy Storage Market



2020 → 2021 → 2025 → 2030  
 10GWh → 25GWh → 70GWh → 200GWh



UPS ESS



Distributed ESS








Container ESS

Source: Statista InfoLink

# Energy Storage Market Segments

Grid Level

<b>Before Meter</b>	<p>Automatic Frequency Control (AFC)</p> 	<p>Frequency Restoration Reserve (FRR)</p> 	<p>Time Shift Peak Shaving</p> 
<b>After Meter Industry</b>	<p>Uninterruptible Power Supply (UPS)</p> 	<p>Energy-Heavy Industry Load Management Peak Shaving</p> 	<p>Wind/Solar Energy Storage</p> 
<b>After Meter Residential</b>			<p>Residential Energy Storage</p> 

**Power Type**

**Hybrid Type**

**Energy Type**

# Energy Storage Product

## Uninterruptible Power Supply

- 5~30 minutes immediate power supply in the event of power outage to avoid equipment damage
- Suitable for semiconductor factories
- Stabilized electricity supply

## Distributed Energy Brick 100~200KWh

- Provides 2 hours of electricity for 10 households
- Replaces diesel generators for emergency power
- Maintenance-free, no need to store diesel
- No noise and air pollution
- Peak load shaving and smoothing electricity consumption

## Container Energy Storage 500~3000KWh

- Suitable for large facility energy storage for 2 hours
- Peak load shaving and reduce contract power load capacity





# Industrial IoV Application



**CAGR: 4.2%**

**Construction Equipment**



**Rugged Vehicle Terminal**



**Body Control Module(BCM)  
Vehicle Gateway**



**CAGR: 4.8%**

**Marine**



**Mobile Device Terminal**



**Vehicle Surveillance  
ADAS System**



**CAGR: 10.3%**

**Recreation Vehicle**



**CAGR: 13.1%**

**Agriculture Precision Farming**



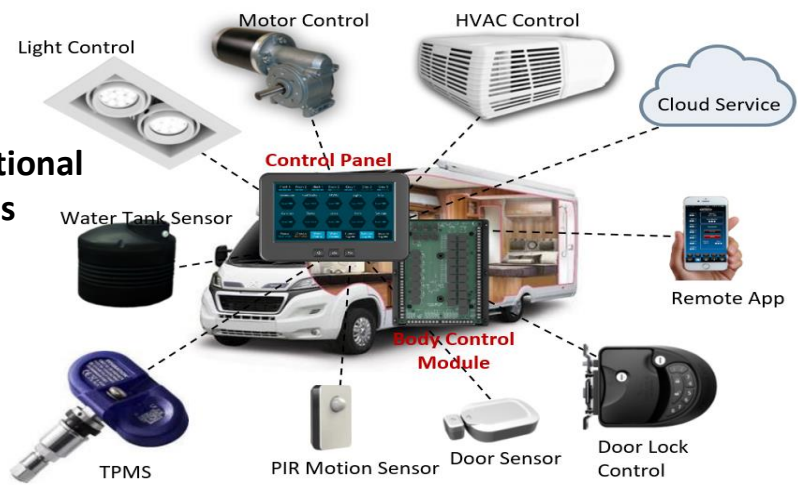
**CAGR: 15%**

**Truck Fleet Management**

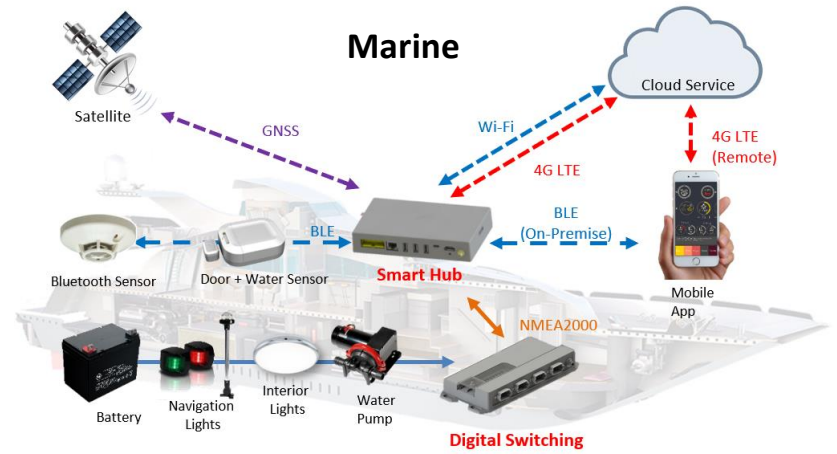


# Target Domain Solution

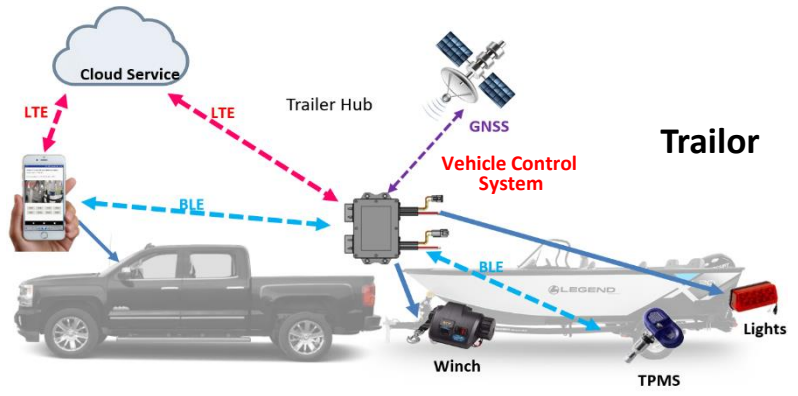
## Recreational Vehicles



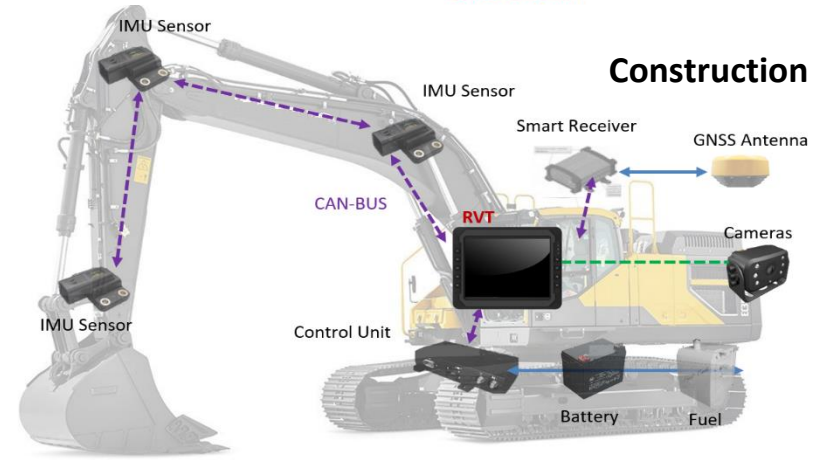
## Marine



## Trailer



## Construction



# Technology & Capability Upgrade

## Industrial Terminal



## Ruggedized Vehicle Terminal



## Ruggedized Tablet



Industrial NXP Processor with Android



Powerful NXP Processor with Android



Powerful Qualcomm Processor with Android



-20~70° Wide Temp



-30~70° Wide Temp



-20~60° Wide Temp



9~36V Wide Voltage with Load Dump protection



9~36V Wide Voltage with Load Dump protection



Full day Hot-Swappable Battery with fast charge



BT & Wi-Fi Integration



BT, Wi-Fi, GNSS Integration



BT, Wi-Fi, GNSS & 5G Integration



High Brightness Display with UV Protection & Wet and Glove Touch Mode



High Brightness & Transflective Display with UV Protection & Wet and Glove Touch Mode

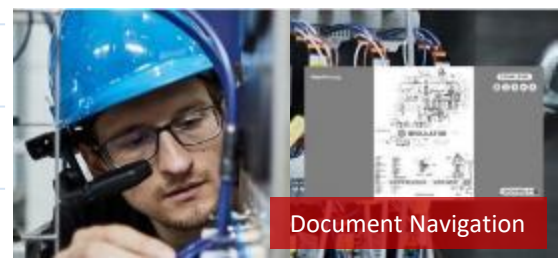
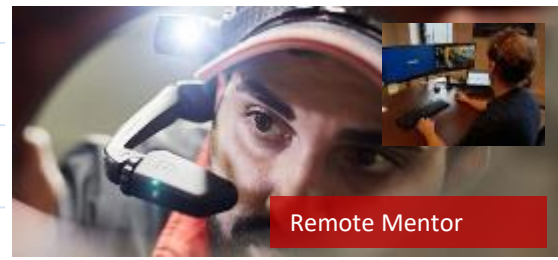
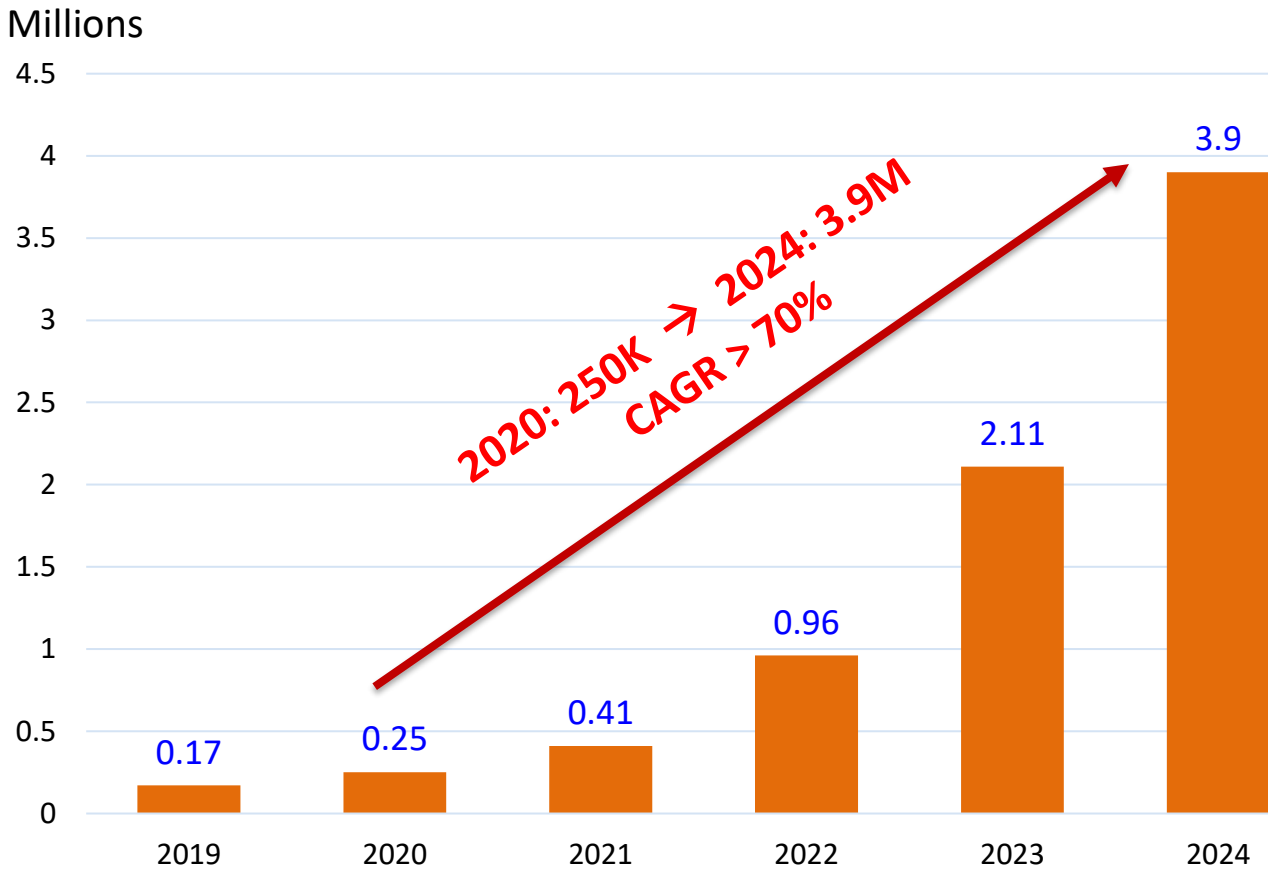


1.2M Drop, Shock and Vibration Proof & IP66 Waterproof



1.8M Drop, Shock and Vibration Proof & IP65 Waterproof

# Metaverse AR Devices Market



Source: Statista 2021

# Metaverse Application and Focus Industry



Petrochemical



Remote Assist



Vision Picking



Logistic & Warehousing



Energy



AR SOP



Telehealth



Medical



Smart Manufacturing



Telecom

# Technology & Design Capability



Rugged Vehicle Terminal (RVT)



Mobile Data Terminal (MDT)



Rugged Tablet



Vehicle Body Control Module



Vehicle Control Gateway



Vehicle Surveillance System



Vehicle Temperature



Vehicle Power Protection



Sunlight Readable



CAN BUS



Vibration Proof



E-Mark



ATEX



Explosion Proof



Drop



MIL-STD 810 G/H



IP65/66/67 /68/69K

### Vehicle Ready

### Ruggedization



Linux



Android



QUALCOMM®  
ARM NXP



GNSS



WiFi 802.11 ax/ac/a/b/g/n



Bluetooth



4G LTE



5G



Hot Swap Battery

### Platform & OS

### RF Technologies & Power

ODM / DMS





# Rugged Tablet Design Entry Barrier



**Android 12 GMS  
Qualcomm SD6490**



**FHD/1,000nits  
Sunlight Readable**



**IP65; 1.8M Drop  
-20~60°C**

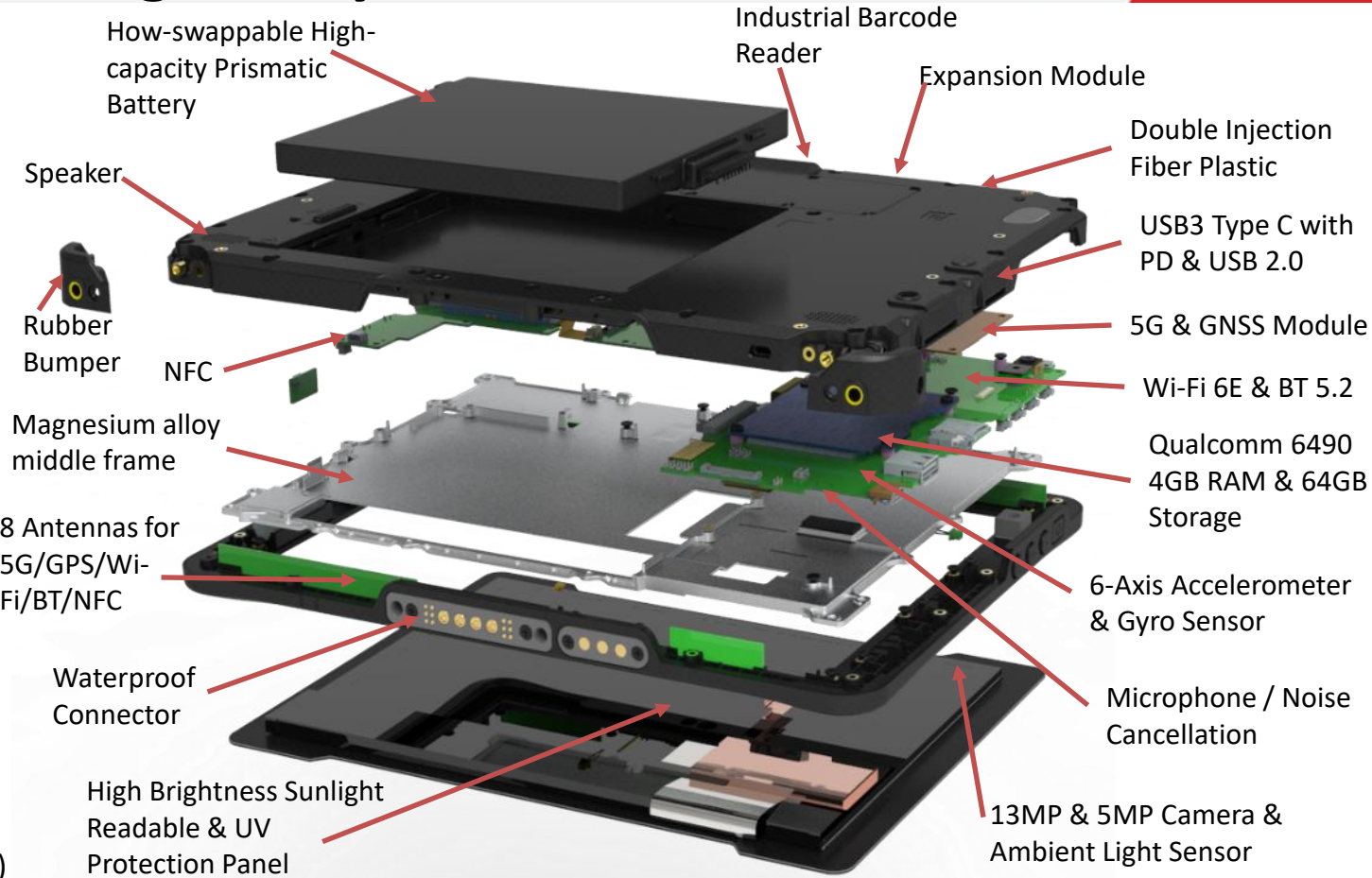


**Hot-Swap Battery  
for 8 Hours**



**5G, GNSS, Wi-Fi,  
BT Integration**

System Parts: 1,077 parts  
(150 ME parts, 727 EE parts)



## Automotive Design

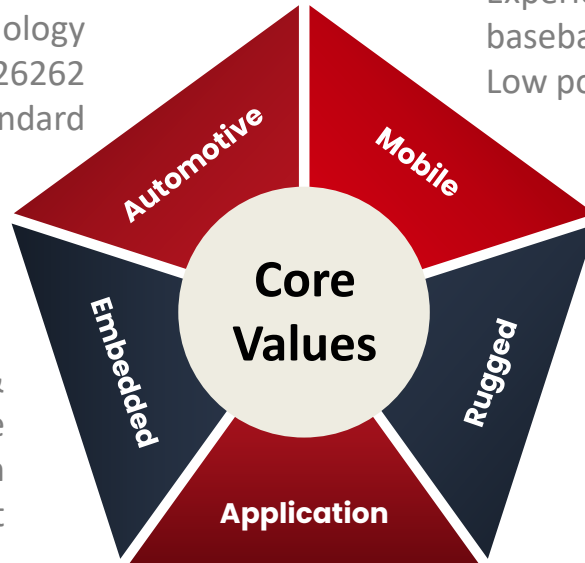
High quality design and manufacturing methodology following IATF-16949 & ISO26262 Automotive Standard

## Mobile Design

Experienced 5G, Wi-Fi, BT & NFC baseband and RF design with PTCRB. Low power and full-day battery design.

## Embedded Design

Best-in-class industrial & automotive grade embedded design with longevity support



## Rugged Design

Military standard with wide-temperature, drop & shock resistance and water & dust proofing

## Application Focus

Deep integration, know-how and certification with highly flexible and customizable hardware and software design

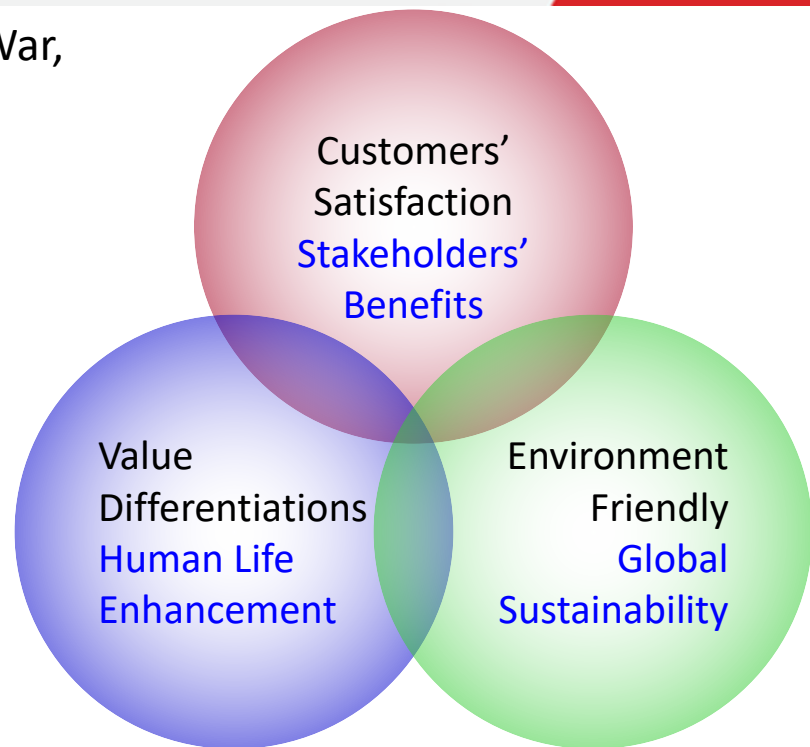




Conclusion  
and  
Prospect

# Conclusion and Prospect

- ◆ No Direct/Immediate Impact from Russo-Ukrainian War, Mainland China and Taiwan Covid outbreaks.
- ◆ Industry Prospects:
  - Strong growth in TPMS driven by strong EV market.
  - Strong demand in ESS from green energy trend.
  - Strong Rugged Vehicle and Industrial Computer growth.
- ◆ Continuous production capacity expansion and quarter-to-quarter growth in business operations.
- ◆ Strengthen ESG guideline and energy storage carbon neutral policy.



Sysgration integrates sustainability into business practices for human life enhancement, that will benefit profitability of the company.



Q&A



Q&A



Thank You