

Utechzone

We Serve with Vision

Taiwan OTC Code - 3455

www.utechzone.com.tw

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Utechzone Management Team



CEO
Joseph Tzou



GM
Jack Chang



CTO
Frank Fang



CFO/ Spokesman
Fahren Lin

Executive Summary

Utechzone, founded in 1992, is the first public listed AOI (Automatic Optical Inspection) company and the highest revenue holder for more than 10 consecutive years in greater China .

Our service covers 3 main IT sectors

(1) Printed Circuit Board (2) Semiconductor (3) Display

Our vision and edge originate from

- (1) **A quality call**—Tolerance for product defect is minimizing
- (2) **An aging demographics**—Defect inspector is hard to recruit
- (3) **An empathy link**—Made in China, geographical and cultural convenience
- (4) **A milestone list**—Top customers, first listed, largest AI project
- (5) **A clear focus**—Eyes & Inspection for 25 more years

Our goal and plan orient toward

- (1) **Expansion in PCB**—From high end processes into general processes which has a much bigger demand.
- (2) **Exponential in SEMI**—Leverage Taiwan's semi position & semi rush in China, to substitute and surpass.
- (3) **Enhancement in Display**—Maintain momentum for cyclic new fab & consistent upgrade demand.
- (4) **Essential in Industry 4.0**—AOI finds problem, AI finds why.



Company Background

Market Overview

Highlights

ESG

U+UTECHZONE

自動光學檢測設備領導廠商



Company Background

Utechzone at a Glance



2018 Revenue

US\$ 100.4 million



Revenue CAGR
(2015~2018)

30.04%



Gross Margin
(12 months)

45.2%



Earning per Share
(12 months)

8.04

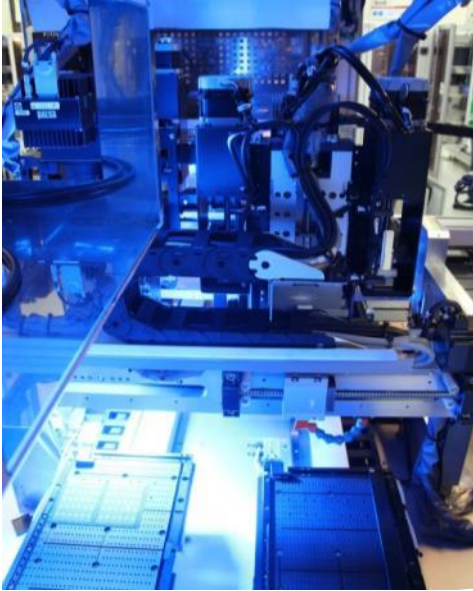


Employees
(Worldwide)

477

Established in 1992 ; Listed on Taiwan OTC market in 2007.

Core Competence



Machine Vision



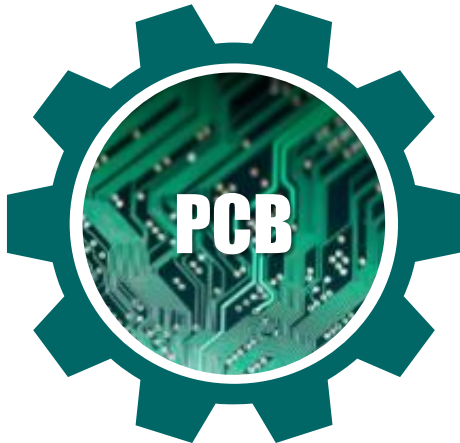
Automation



Big Data

Target Markets

Apply machine vision, along with AI, to develop
AOI and autonomous production line for multiple industries.



PCB, HDI, IC Substrate,
Flip Chip, FPC, COF Tape



COF Chip,
FOPLP, FOWLP

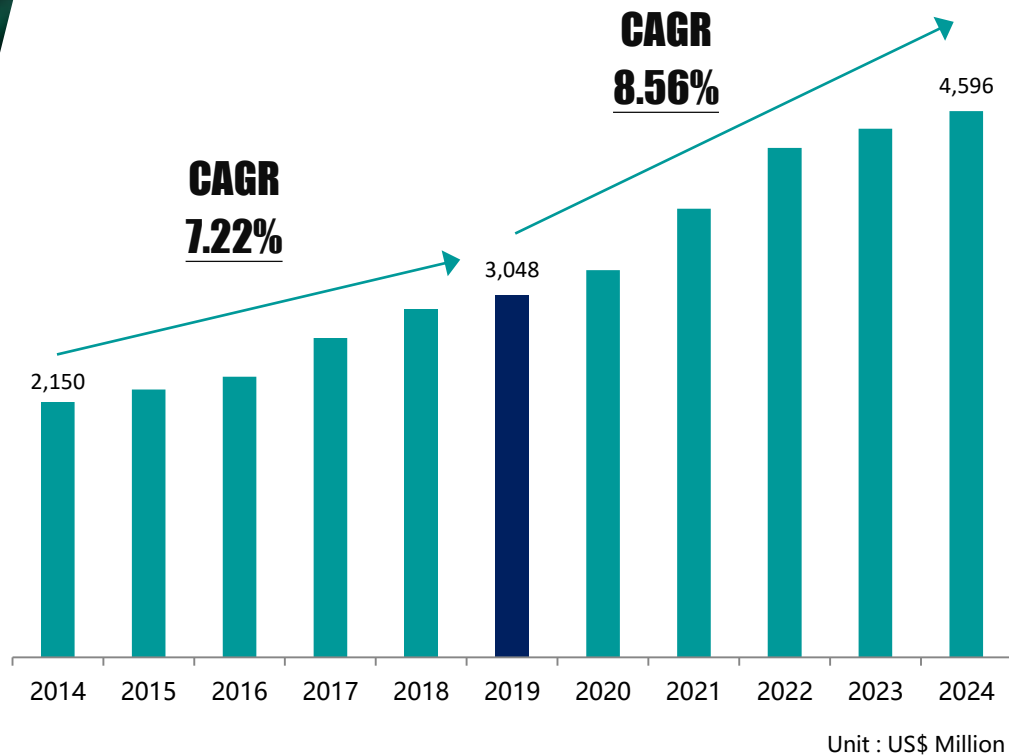


TFT LCD, OLED, Touch Panel



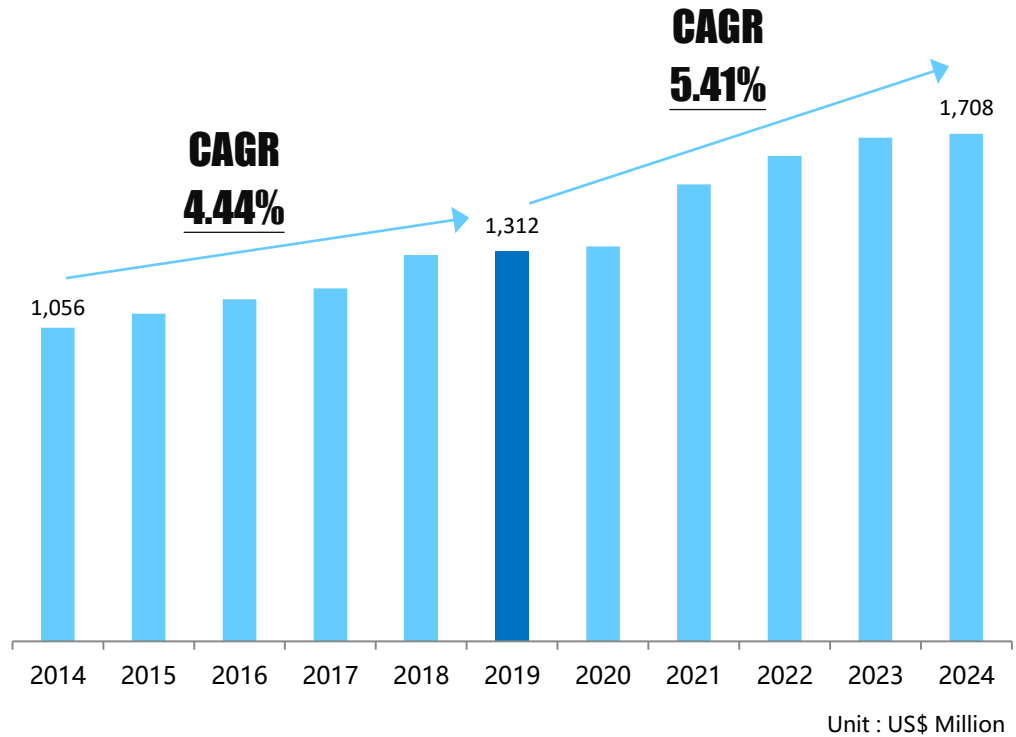
Market Overview

Global PCB AOI Market is expected to experience a CAGR of 8.56% (2019~2024)



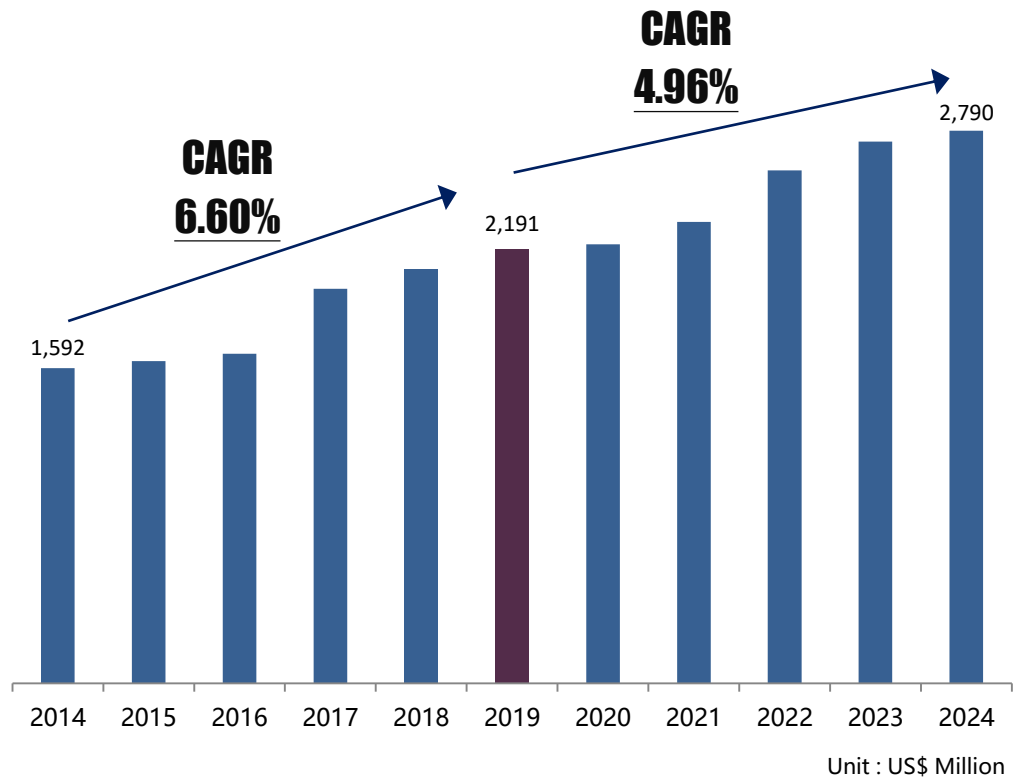
PCB Firms : Worldwide – 2400, China – 1300
Top 117 : TW – 26, China – 49

Global Semi AOI Market will keep growth with a CAGR of 5.41% (2019~2024)



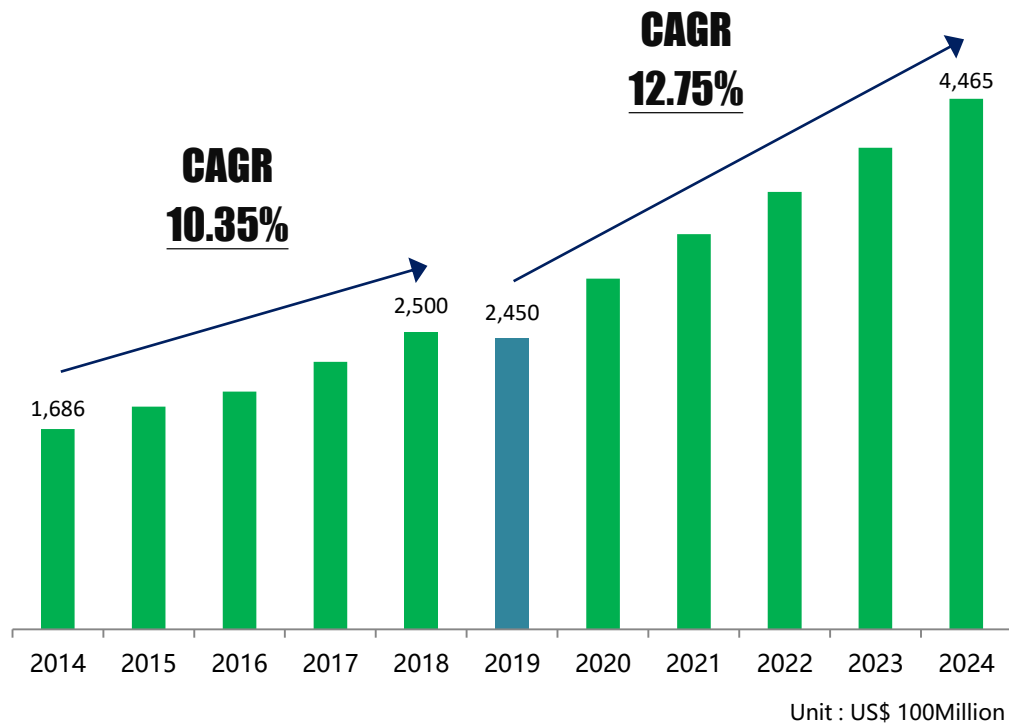
Source : Research in China/ Research And Markets/ Forward Intelligence; data summarized and predicted by UTECHZONE

Growth of Global Display AOI Market will be slightly flattened (2019~2024)



Source : Research in China/ Research And Markets/ Forward Intelligence; data summarized and predicted by UTECHZONE

Global Smart Manufacturing Market



Source : Institute for information industry/ Topology Research Institute



Highlights

UT Footholds

Clients Advanced Targets

PCB 70%↑ of Top 10 manufacturers

Display 80%↑ of the biggest clients

Semi Co-work with the most advanced clients



Services Widespread Professionals

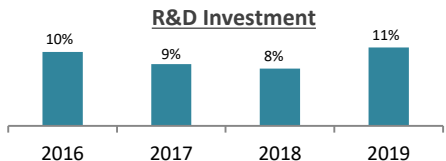
9 countries, 50 cities,
near 3,000 installations



R&D Experienced Expertise

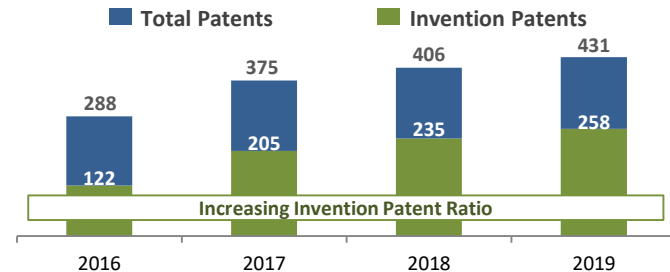


First successful substitution of PCB & Display AVI system in Greater China and keep leading for more than 20 years.



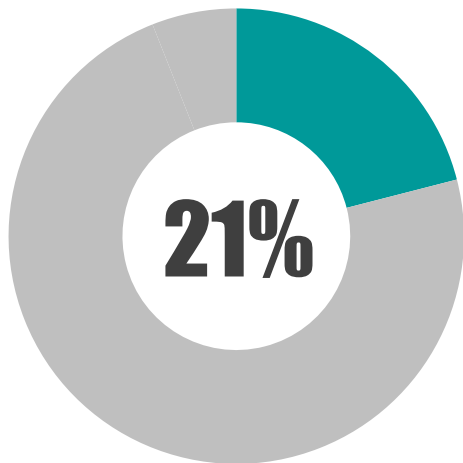
Investment Ratio =
RD Expense/Revenue

Patents Dynamic Innovation



UT PCB AOI Highlight

Share of 2018 UT Sales



Revenue

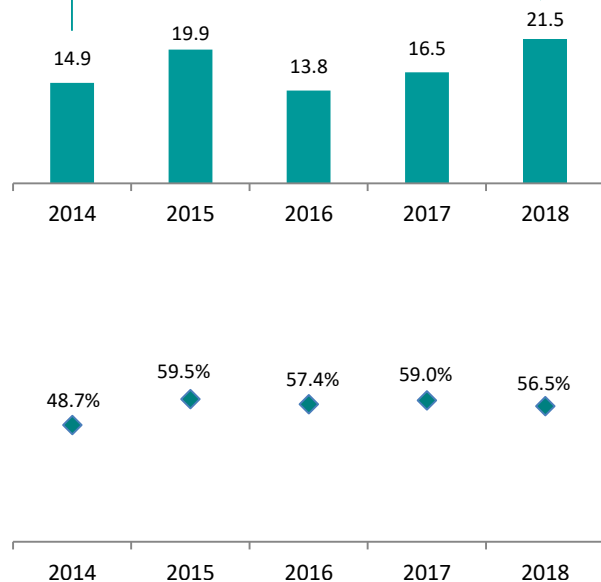


Unit : US\$ Million

Margin

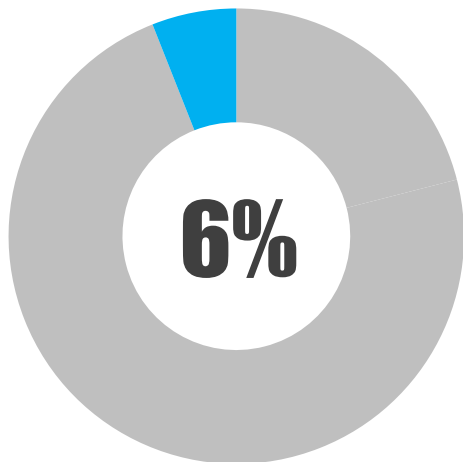


CAGR 9.53%



UT Semi AOl Highlight

Share of 2018 UT Sales



Revenue

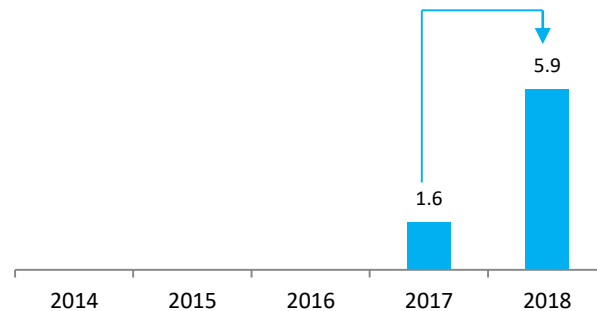


Unit : US\$ Million

Margin

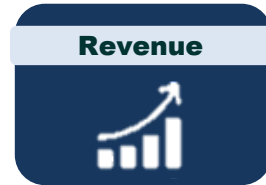
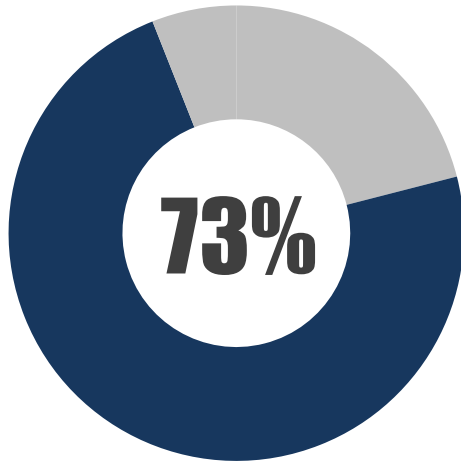


Growth Rate 281%

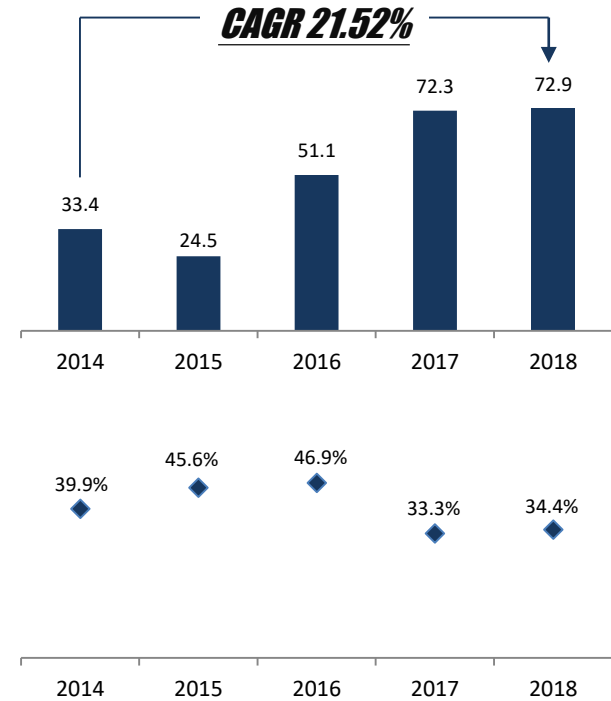


UT Display AOI Highlight

Share of 2018 UT Sales



Unit : US\$ Million





ESG

Environmental, Social, and Governance

Sustainable Development

- Reduce waste and carbon emission
- Energy and water resource management
- All products are compliant with RoHS directive
- Supplier management to assure in line with environmental protection standards

Corporate Governance

- Corporate governance evaluation : 6~20%
 - Implement integrity of operation



Social Welfare

- Learning projects for disadvantaged students
- Subsidies for low income families
- Assistive communication device for patients

Employee Relation

- Smooth communication channel
- Safe and health working environment
- Competitive salary and benefit package
- Sexual harassment prevention
- Motivated education training



Thank You

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