CipherLab Co., Ltd.

Stock Code: 6160 (since 2002)

2024.12.27

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COMPANY OVERVIEW

Company Profile

Established
36 years
(since 1988)

OTC listed
22 years
(since 2002)

Headquarters staff **243**

R&D 90
Technical Support 14
Sales & Marketing 56

Overseas staff **49**

USA China Germany France
UK EE Switzerland Austria
Spain Italy Nordic CIS Japan
Thailand India Singapore
Australia

CIPHER LAB

Core Value

敏捷的團隊
Agile Team

學習的創新
Learning Innovation

優質的體驗
Premium Experience

連結的信任
Connected Trust

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Corporate Objective

企業數位化最佳體驗的協作團隊
Collaborate best experience for digitalization

敏捷行動團隊提供優質體驗
Agile team delivers premium experience.

Main Vertical Markets

Warehousing	Manufacturing	Retail	Transportation & Logistics	Healthcare
WAREHOUSING	MANUFACTURING	RETAIL	T&L	HEALTHCARE
RK95	RS35	RK25	RS51	RS38H
Inventory Management	Material Management	Fast Checkout	Shipment Tracking	Quality Care

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Core Business Value
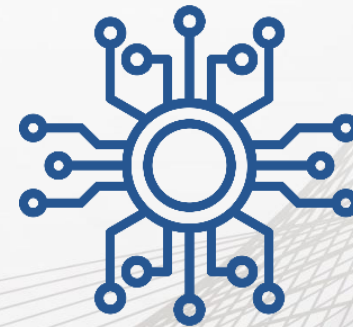
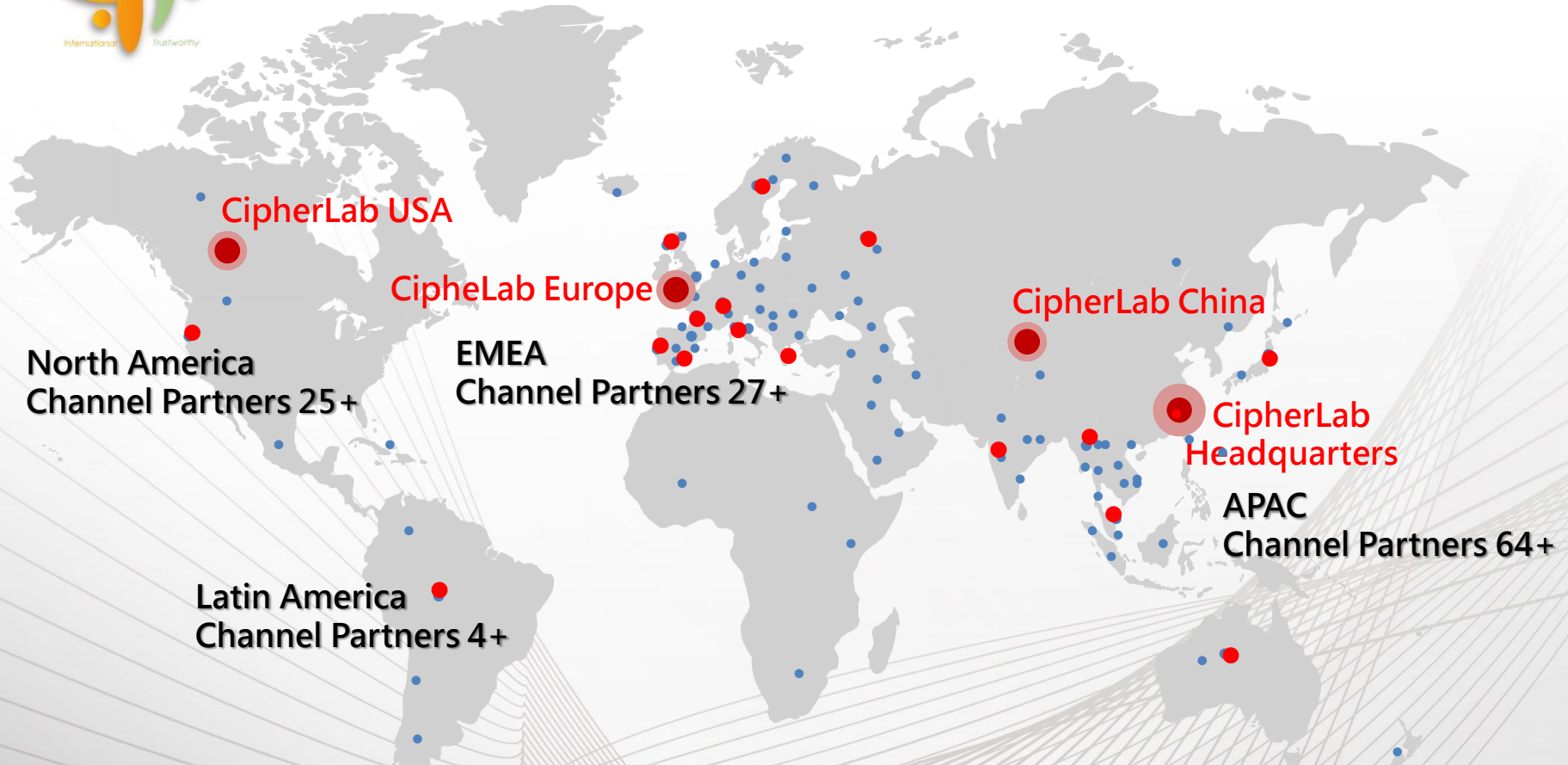Efficiency Improvement

Cost Control

Real-time Tracking

Data Accuracy

Digital Transformation Support

AIDC technology has become a critical tool for modern enterprises to enhance productivity and competitiveness.

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Global Sales & Service Networks

CipherLab USA

CipheLab Europe

CipherLab China

CipherLab Headquarters

North America
Channel Partners 25+

EMEA
Channel Partners 27+

Latin America
Channel Partners 4+

APAC
Channel Partners 64+

Taiwan Headquarters	**3** Subsidiary	**16** Overseas Station	**70+** Authorized Service Center	**120+** Channel Partner

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Core Business
AIDC & Digitalization Equipment

Mobile Computers (Android)

- Google AER Certification
- Ruggedness & Ingress Protection
- Various Barcode Engines
- UHF RFID, NFC, OCR
- 4G /5G, WiFi, Bluetooth

Data Terminal (DOS)

- Mature & Stable System
- High Durability
- Diversified Serial Interface

Reading & Scanning Peripherals

- Bluetooth, Corded
- Pocket-sized
- Hand-held, Hands-free
- EAS anti-theft
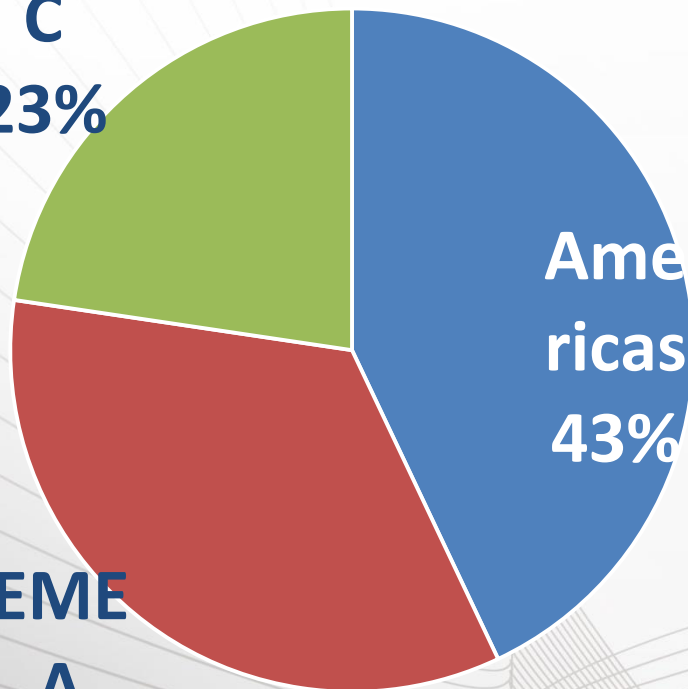- UHF RFID + · · ·

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INDUSTRY OVERVIEW AND MARKET TRENDS

Global Market Regional Distribution

APAC
23%

Americas
43%

EMEA
34%

【Mature Markets】

Americas (North America) 、 **EMEA (**Western Europe) 、 **APAC (**Japan 、 South Korea 、 Australia)

Comprehensive technology adoption, high standards.

【Emerging Markets】

Americas (Latin America) 、 **EMEA** (Middle East 、 Eastern Europe) 、 **APAC** (China 、 India 、 Southeast Asia)

High growth potential driven by infrastructure development and policy support for AIDC demand.

【Untapped Markets】

EMEA (certain regions in Africa)

Limited current demand but potential for long-term opportunities.

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Digitalization and Transformation Driving AIDC Industry Demand

- **Real-Time Data Collection and Analysis**

  - As digitalization progresses, businesses require faster and more accurate data collection to support real-time decision-making.

  - Needs: High-performance barcode scanners, RFID readers, and other data capture tools.

- **Supply Chain Transparency**

  - Digital transformation demands end-to-end supply chain visibility to enhance efficiency and mitigate risks.

  - Needs: Logistics tracking solutions powered by AIDC technology.

- **Automation and Intelligent Operations**

  - Reducing manual tasks enhances efficiency and accuracy while facilitating data exchange between devices.

  - Needs: Automated scanners, intelligent handheld terminals, and AI-powered data processing devices.

- **Data Integration and Interoperability**

  - Digitalization requires seamless integration of AIDC devices into existing Enterprise Resource Planning (ERP) or supply chain management systems.

  - Needs: High-compatibility and multifunctional AIDC devices.

- **Industry-Specific Solutions**

  - Different industries (e.g., retail, manufacturing, healthcare) demand customized AIDC solutions to meet their unique requirements.

  - Needs: Tailored applications designed to address specific operational challenges.

Technological Applications of AIDC Driven by Digitalization and Transformation

- **RFID and Internet of Things (IoT)**
- The combination of RFID technology with IoT enables applications in asset management, logistics tracking, and smart warehousing, achieving real-time data sharing and visualization.

- **Barcode Technology Advancement**
- The evolution from 1D barcodes to 2D codes and QR codes enhances information capacity and reading efficiency, supporting use cases in logistics, retail, and healthcare.

- **Mobile Data Terminals**
- Industrial-grade smartphones and handheld terminals are utilized in warehouse management and logistics delivery, facilitating fast data processing and synchronization.

- **Cloud Data Management**
- The integration of AIDC devices with cloud platforms enables centralized data management, supporting remote monitoring and real-time reporting.

- **AI and Machine Learning**
- AI analyzes data captured by AIDC devices to deliver predictive analytics, operational optimization, and decision-making support.

- **Enhanced Security**
- In digital transformation, AIDC devices are applied for user authentication and data encryption, improving enterprise information security.

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Technological Applications in AIDC Driven by Digitalization and Transformation

Digitalization and transformation have not only accelerated the development of AIDC technology but also significantly expanded its application scenarios. We will continue to emphasize the demand for **real-time data**, **efficient management**, and **data security**, establishing AIDC as a critical driving force in the digitalization process.

FUTURE OPPORTUNITIES AND COMPETITIVE ADVANTAGES

Competitive Strategy
Building Competitive Advantage and Ensuring Sustainable Growth

- **Technological Innovation and New Product Development**

  - Continuous R&D Investment: Develop AIDC devices integrating AI and IoT technologies.

  - Tailored Solutions: Design solutions adaptable to various use cases, catering to businesses of different scales.

- **Focusing on Niche Markets and Emerging Opportunities**

  - Expand into High-Growth Industries: Target industries such as healthcare, cold chain logistics, and e-commerce.

  - Enhance Vertical Applications: Deepen industry-specific solutions for optimized performance.

  - Establish Partnerships in Emerging Markets: Build distribution networks to increase global market share.

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User-Centric Core Products

Industrial Ruggedness

RK95CC

RK95

RS51

RS38

RS38H

Keypad

Full Touch

UHF RFID

UHF RFID

RK26

Enterprise Durability

RS36

NUHF RFID

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Product Design Standards Aim at Winning Global Awards

GOOD DESIGN AWARD 2024 WINNER

RS38
Touch Mobile Computer

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Smarter

台灣精品 2025
TAIWAN EXCELLENCE
WINNER

RS38
Touch Mobile Computer

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Smarter

in progress

iF DESIGN AWARD 2025

reddot

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Core Value-Added Elements for Enhancing Industry Applications

Artificial Intelligence

Data Processing
Workflow Optimization

5G WiFi 6E

802.11 a/b/g/n ac   4G/LTE   MIMO

Wireless Connection

Roaming
Reconnection
Transmission

NFC   UHF RFID   1D IMAGER

2D IMAGER   Mid-Range 2D IMAGER   Extended Range 2D IMAGER

Engine
Decoding
Antenna

Barcode RFID

Internet Intranet

Cloud Management

IP67   IP65

1.5M

1.8M MULTIPL DROPS   2.4M DROPS Rubber boot

Ingress Protection
Ruggedness
Drop Resistance

Rugged Design

Real Time
Correction
Customization

OCR

Long Lasting Power
Quick Charging

Power Efficiency

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FINANCIAL REPORT

2024Q3
Consolidated Income Statement

（'000 NTD）	2024 H1	%	2024 Q3	%	2024 1-9	%	2023 1-9	%	YoY%
Revenue	571,420	100	330,559	100	901,979	100	1,055,016	100	(15)
COGS	350,270	61	207,767	63	558,037	62	680,407	64	(18)
Gross Profit	221,150	39	122,792	37	343,942	38	374,609	36	(8)
Operating Expenses	266,069	47	139,045	42	405,114	45	375,359	36	8
Operating Profit (Loss)	(44,919)	(8)	(16,253)	(5)	(61,172)	(7)	(750)	0	8056
Non-operating Income & Expenses	9,687	2	(2,339)	(1)	7,348	1	13,651	1	(46)
Profit (Loss) Before Tax	(35,232)	(6)	(18,592)	(6)	(53,824)	(6)	12,901	1	(517)
Net Profit (Loss) for the Period	(28,189)	(5)	(14,870)	(5)	(43,059)	(5)	10,674	1	(503)
Net Profit (Loss) Attributable to Owners of the Parent	(28,135)	(5)	(14,806)	(5)	(42,941)	(5)	10,939	1	(493)
EPS	(0.41)		(0.22)		(0.63)		0.16		

2024.1-9 Consolidated Operating Revenue

Oceania 6%

Asia 35%

Europe 36%

America 21%

Africa 2%
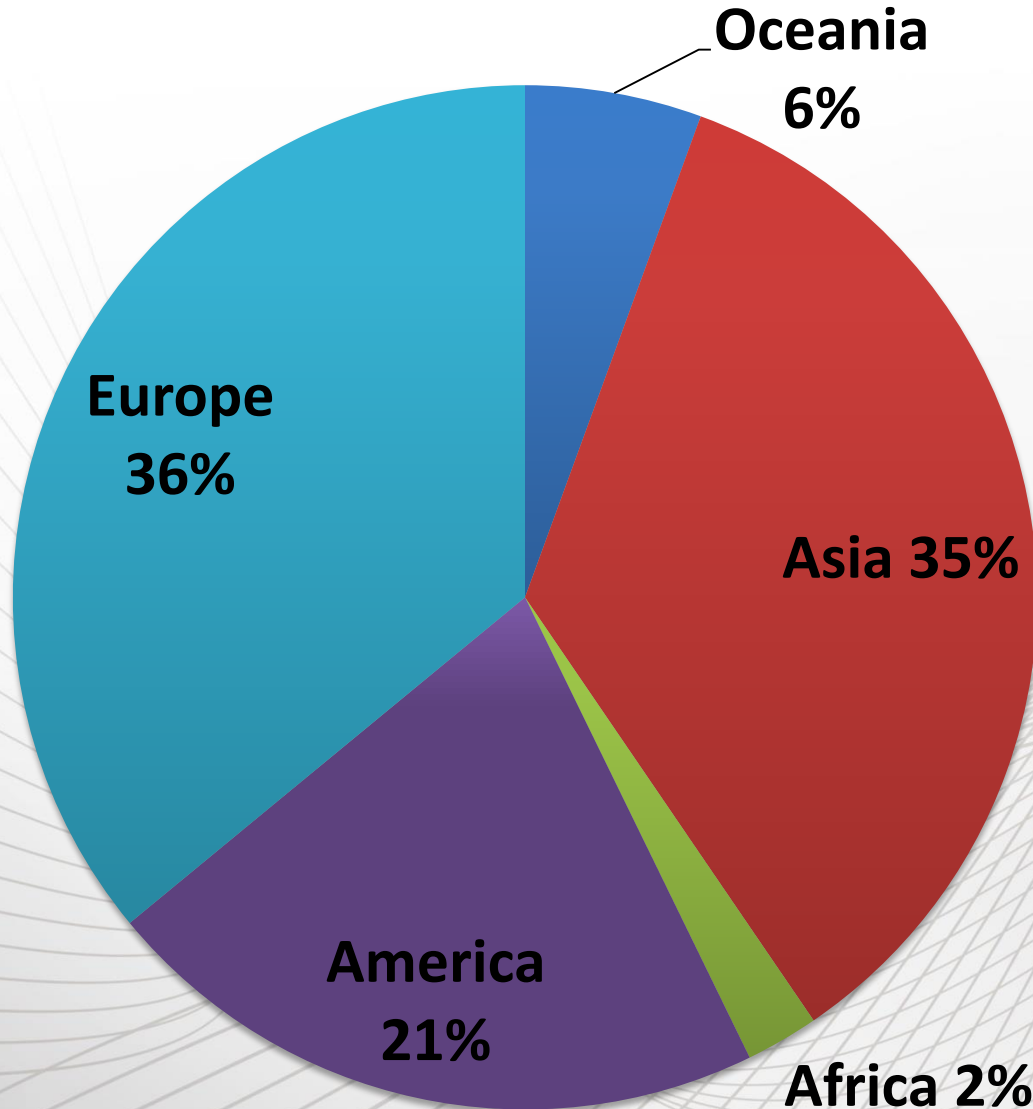
Thank you for your attention