



# Q2 2021 Results Phihong Technology Institutional Investor Conference



V1.0

To respond responsibility with our specialty. To improve the society with our heart.  
Phihong Technology will be staying with you.

World Class, International Standard

This presentation contains forward-looking statements which are subject to risks, uncertainties, and assumptions, some of which are beyond our control. Actual results may differ materially from those expressed or implied by these forward-looking statements. Please refer to the information on the MOPS website as the main basis for any adjustments that have been made. (<http://mops.twse.com.tw/mops/web/index>)

The financial numbers hereby are based on International Financial Reporting Standards (IFRS) and reviewed.

- Company Profile
- Financial Performance
- Future Challenges & Outlook
- Q & A

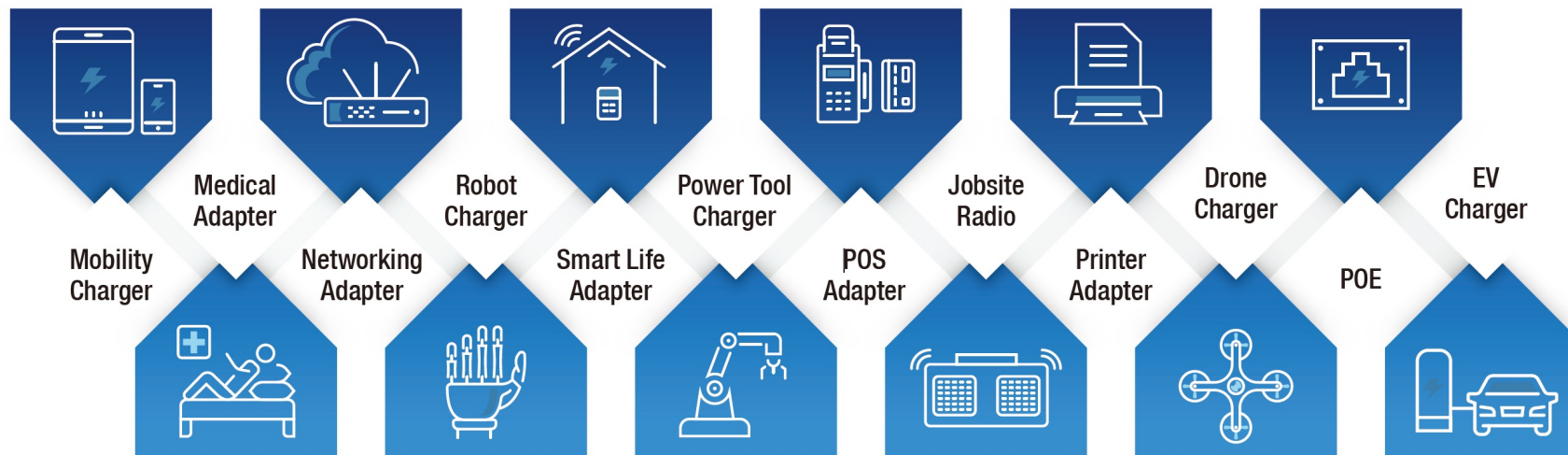
# Company Profile

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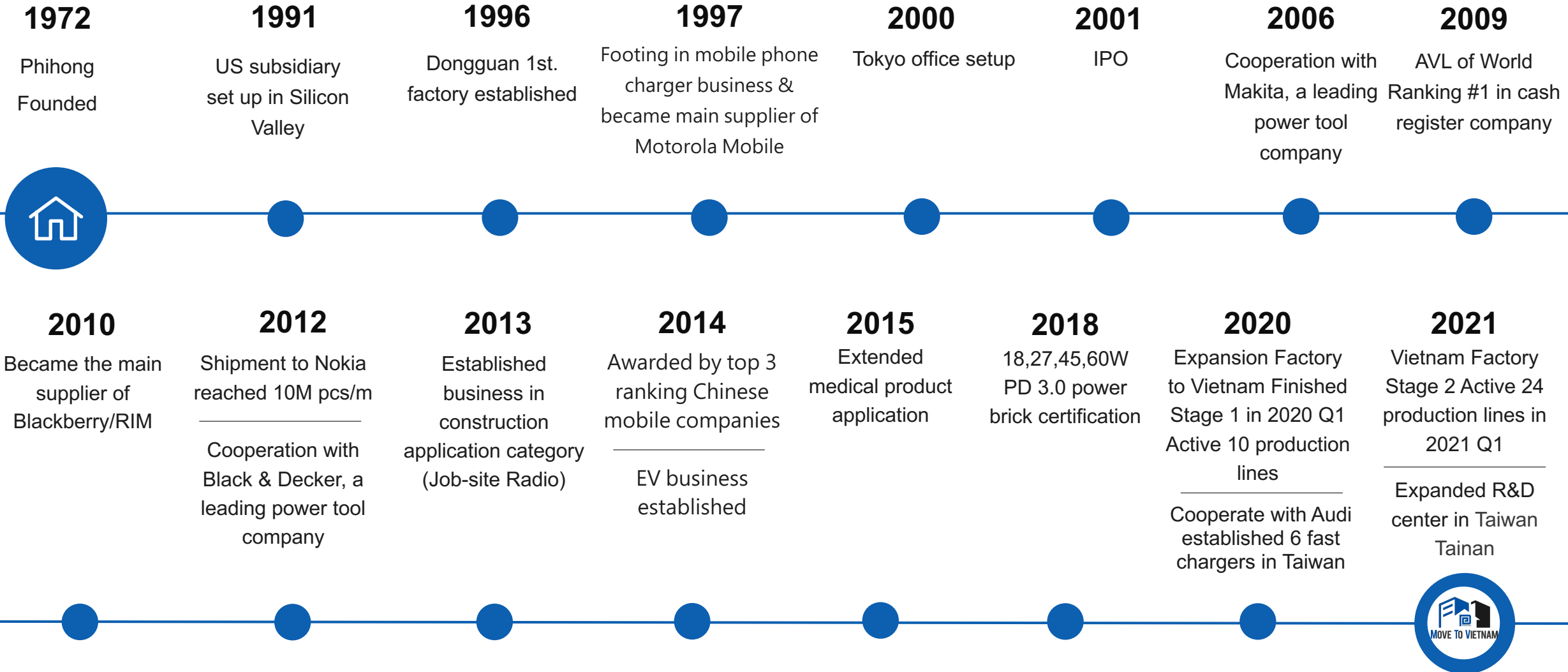
Phihong Technology was founded in 1972. At the beginning, introducing technological-related equipment was our major business operation. We have been produced autotransformers and linear power supplies since 1973, our product lines covered various power supplies and adapters. By devoting time and effort in the power supply field, Phihong Technology has become one of the top 10 power suppliers in the world.

Our major business operation is to develop and manufacture power-related products. In recent years, we have been gradually expanded our product line into other field, including power adapter, mobile product, battery charger, PoE, EV charging pile and job-site radio. To expand the size of our business, we have been provided our services even for various field such as consumer electronics, networking, intelligent home use, POS machine, household medical equipment, e-bike charger, construction and industrial application.





# Milestones



# Our Products



**PoE**

**IEEE802.3af/at/bt  
Active & Passive injector  
Midspan  
Splitter  
Extender**

IEC 60950-1    UL 60950-1  
IEC 62368-1    UL 62368-1



**SMPS**

**1W-1KW**

IEC 60950-1    UL 60950-1  
IEC 62368-1    UL 62368-1  
IEC 60601        UL 1012  
IEC 60335        UL 1310  
                    61558        FCC Class B  
EN 55035  
EN 55032



**3Wx2-20Wx2  
FM(RDS)/AM  
DAB/DAB+**  
IEC 60065



**Jobsite  
Radio**

**15KW-360KW**  
CE, UL, cUL  
GB/T, CNS



**EV**

# Financial Performance

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# Consolidated Revenue 2020-2021 YoY

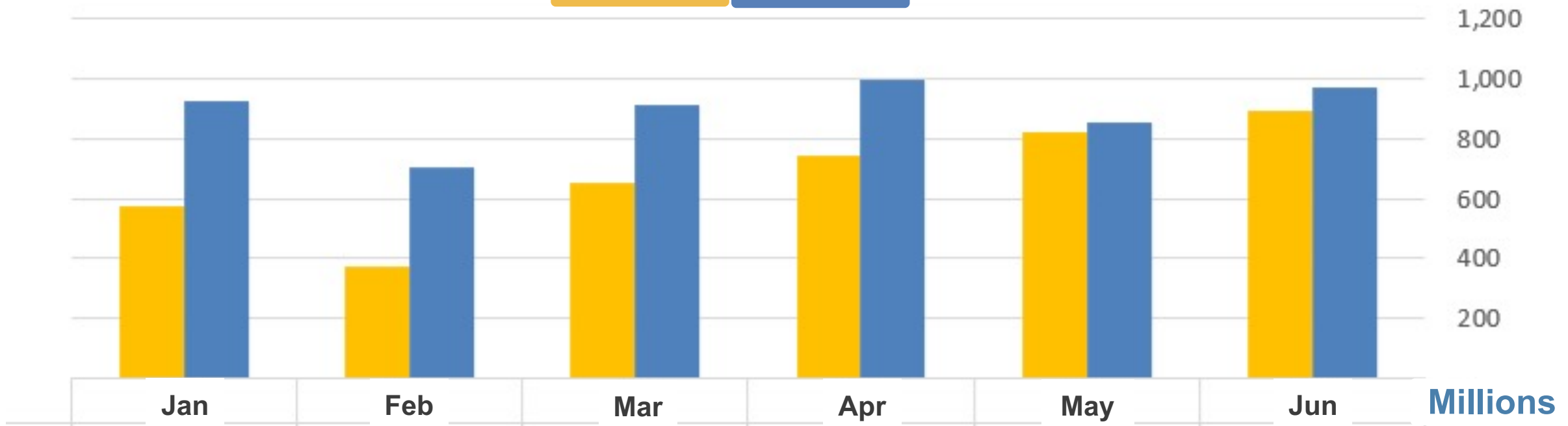
2020H1  
NTD 4,056 Millions

2021H1  
NTD 5,366 Millions

Y2020

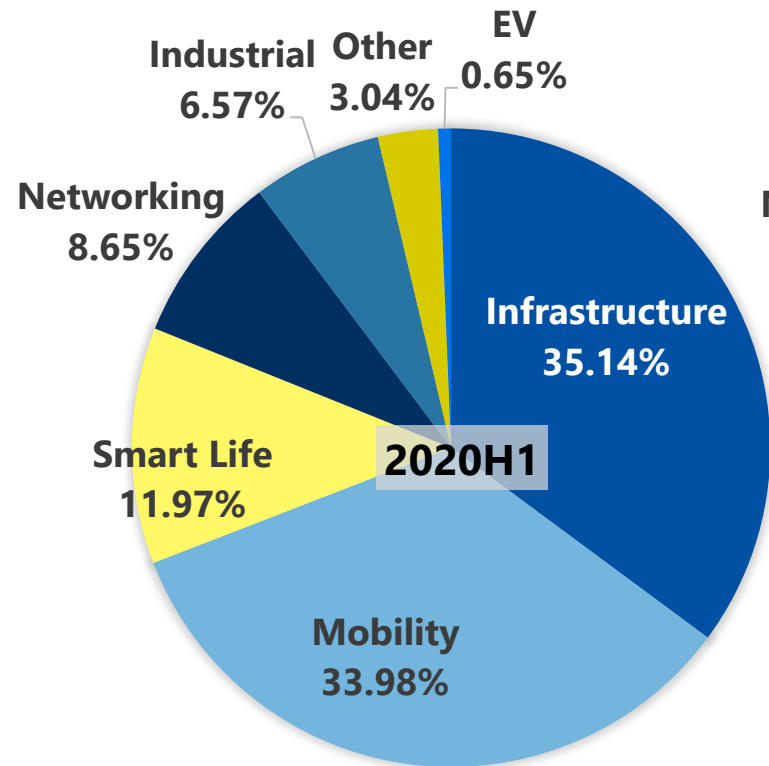
Y2021

2021H1 YoY 32% ↑

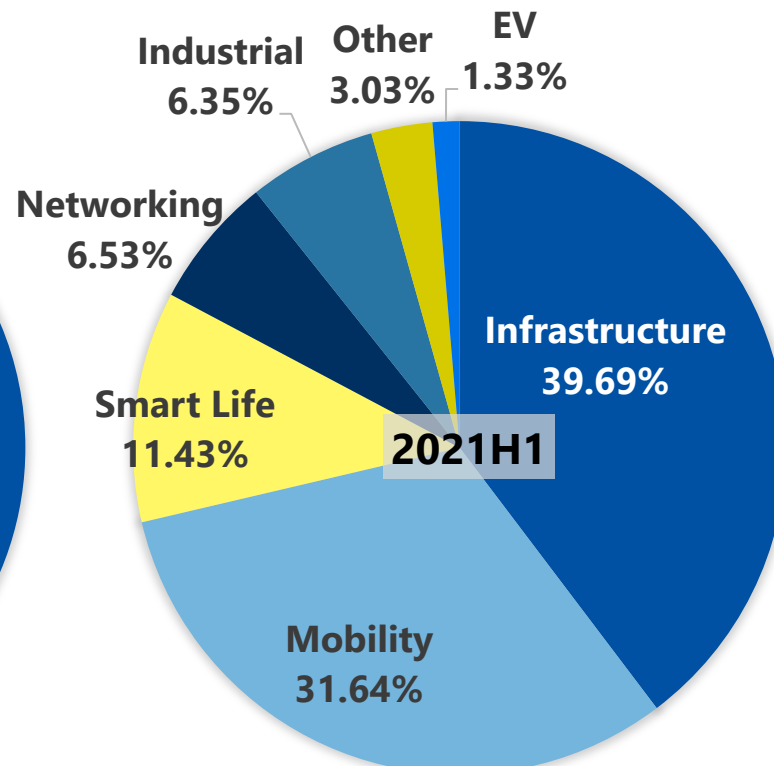


# 2020H1 vs 2021H1 Sales Categories

- Sales Revenue by Product Mix / Regions



NT\$ 4,056 Millions



NT\$ 5,366 Millions

## Infrastructure

Radio + Power tools

## Mobility

Mobile phone + Tablet

## Industrial

E-bike + IPC + Printer

## Networking

PoE + POS machines

## Smart life

Home application + AR/VR + Medical device

## EV

EV charger

# 2021 Q2 Results

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# 2021 Q2 Financial Results

Unit : Million NT\$, except for EPS

項目Item	2021Q2		2021Q1		較前季比 QoQ %	2020Q2		較去年同 季比 YoY %
	金額Amount	%	金額Amount	%		金額Amount	%	
營業收入 Operating Revenue	2,823	100.0	2,543	100.0	11.0	2,457	100.0	14.9
營業成本 Operating Costs	2,503	88.7	2,301	90.5	8.8	2,139	87.1	17.0
營業毛利 Gross Profit (loss)	320	11.3	242	9.5	32.2	318	12.9	0.6
營業費用 Operating Expenses	427	15.1	417	16.4	2.4	391	15.9	9.2
營業淨利(損) Net Operating Income (loss)	(107)	(3.8)	(175)	(6.9)	38.9	(73)	(3.0)	(46.6)
營業外收入與支出 Non-operating Income and Expenses	5	0.2	5	0.2	0.0	51	2.1	(90.2)
稅前淨利(損) Profit (loss) Before Tax	(102)	(3.6)	(170)	(6.7)	40.0	(22)	(0.9)	(363.6)
所得稅利益(費用) Income Tax Benefit (Expense)	(9)	(0.3)	(1)	(0.0)	(800.0)	(12)	(0.5)	25.0
本期淨利(損) Profit (loss)	(111)	(3.9)	(171)	(6.7)	35.1	(34)	(1.4)	(226.5)
每股盈餘(虧損) EPS NT\$	(NT\$0.33)		(NT\$0.51)			(NT\$0.10)		

# 2021 H1 Financial Results

Unit : Million NT\$, except for EPS

項目 Item	2021H1		2020H1		YOY %
	金額 Amount	%	金額 Amount	%	
營業收入 Operating Revenue	5,366	100.0	4,056	100.0	32.3
營業成本 Operating Costs	4,804	89.5	3,554	87.6	35.2
營業毛利 Gross Profit (loss)	562	10.5	502	12.4	12.0
營業費用 Operating Expenses	844	15.7	754	18.6	11.9
營業淨利(損) Net Operating Income (loss)	(282)	(5.3)	(252)	(6.2)	(11.9)
營業外收入與支出 Non-operating Income and Expenses	11	0.2	83	2.0	(86.7)
稅前淨利(損) Profit (loss) Before Tax	(271)	(5.1)	(169)	(4.2)	(60.4)
所得稅利益(費用) Income Tax Benefit (Expense)	(11)	(0.2)	(27)	(0.7)	59.3
本期淨利(損) Profit (loss)	(282)	(5.3)	(196)	(4.8)	(43.9)
每股盈餘(虧損) EPS NT\$	(NT\$0.84)		(NT\$0.58)		

# 2021 Q2 Consolidated Balance Sheet Highlights & Financial Ratio

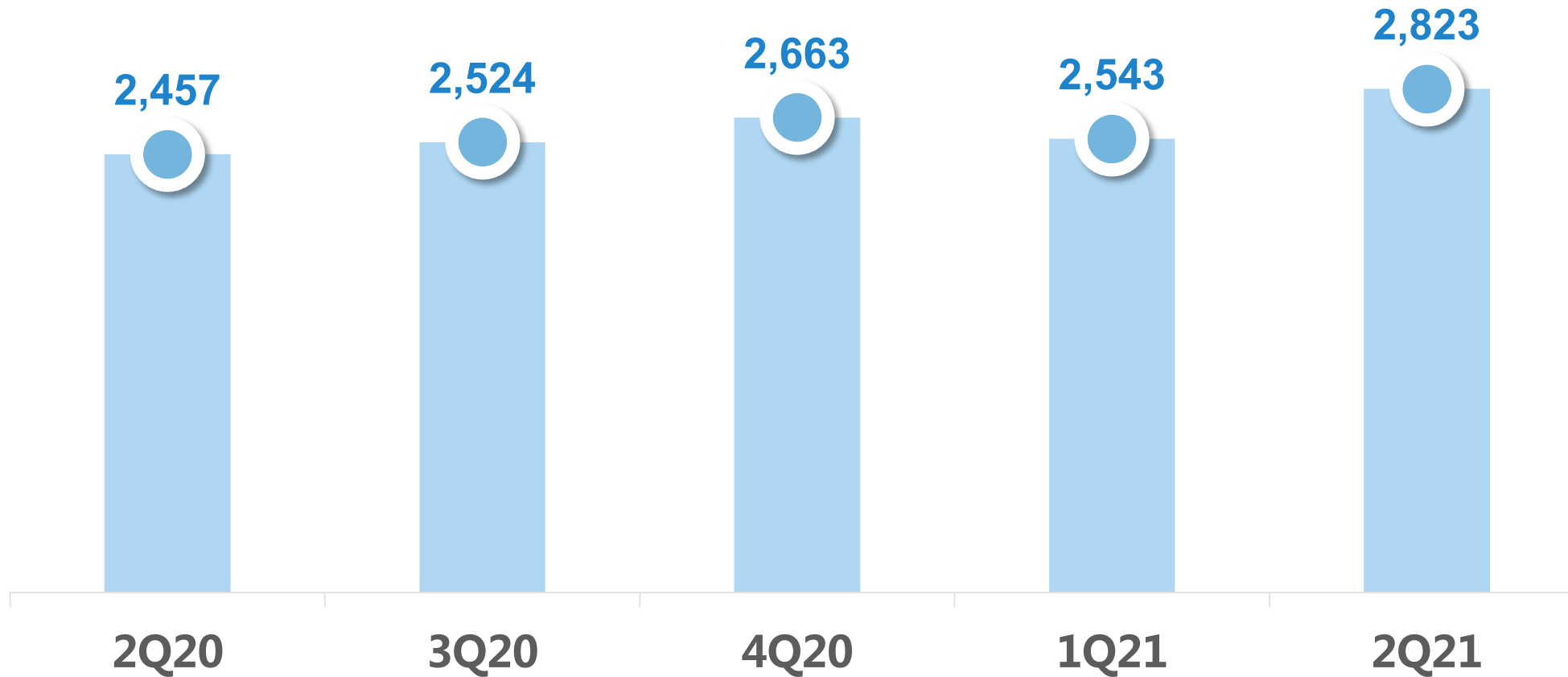
Unit : Million NT\$

項目 Item	2021.6.30		2020.12.31		2020.6.30	
	金額 Amount	%	金額 Amount	%	金額 Amount	%
現金及約當現金 Cash and Cash Equivalents	2,419	20.7	2,546	24.6	1,920	20.9
應收帳款 Accounts Receivable, Net	2,183	18.7	2,020	19.5	2,014	22.0
存貨 Inventories	2,729	23.3	2,015	19.4	1,247	13.6
流動負債 Current Liabilities	5,448	46.6	5,139	49.6	4,075	44.4
非流動負債 Non-current Liabilities	1,859	15.9	479	4.6	452	4.9
<b>權益總計 Total Equity</b>	<b>4,381</b>	<b>37.5</b>	<b>4,745</b>	<b>45.8</b>	<b>4,644</b>	<b>50.6</b>
<b>負債總計 Total Liabilities</b>	<b>7,307</b>	<b>62.5</b>	<b>5,618</b>	<b>54.2</b>	<b>4,528</b>	<b>49.4</b>
<b>資產總計 Total Assets</b>	<b>11,688</b>	<b>100.0</b>	<b>10,363</b>	<b>100.0</b>	<b>9,172</b>	<b>100.0</b>
平均銷貨天數 Inventory Turnover(Day)	90		76		67	
平均收現天數 AR Turnover(Day)	71		80		91	
平均付款天數 AP Turnover(Day)	112		118		111	



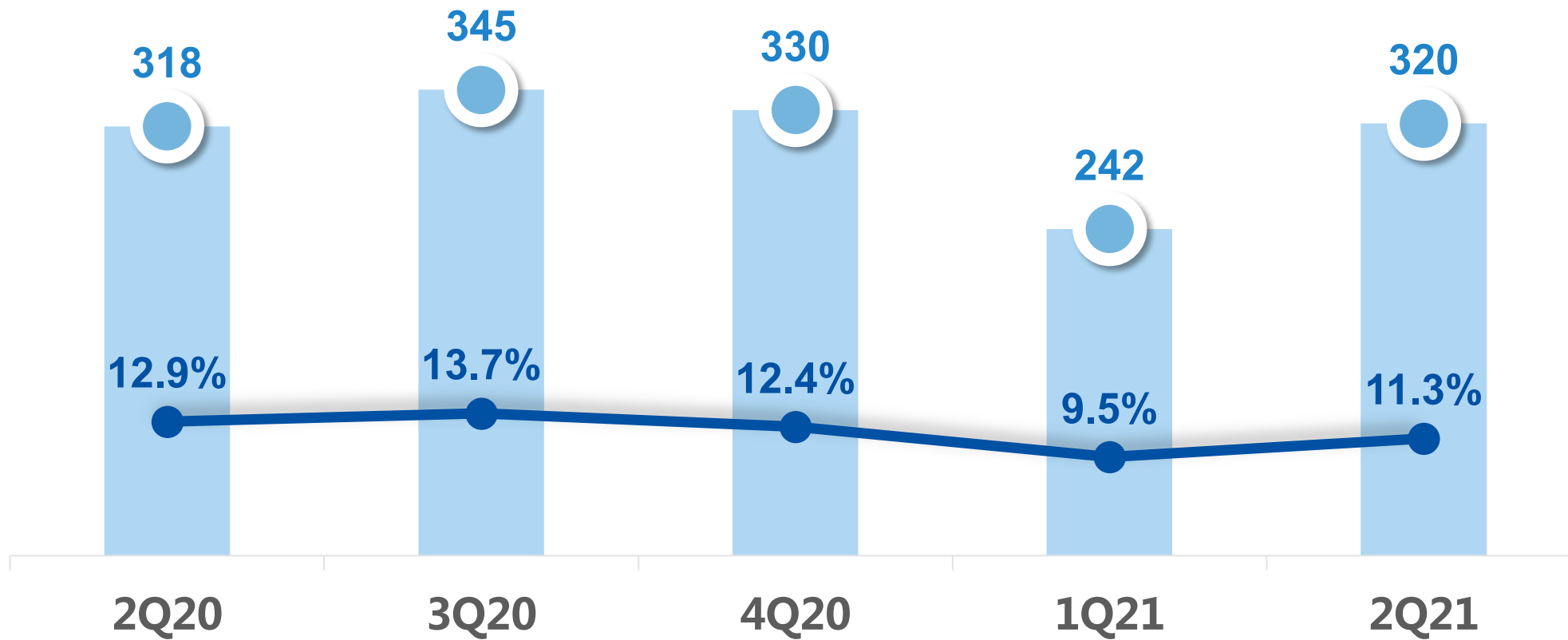
# Revenue

Unit: NT\$ Million



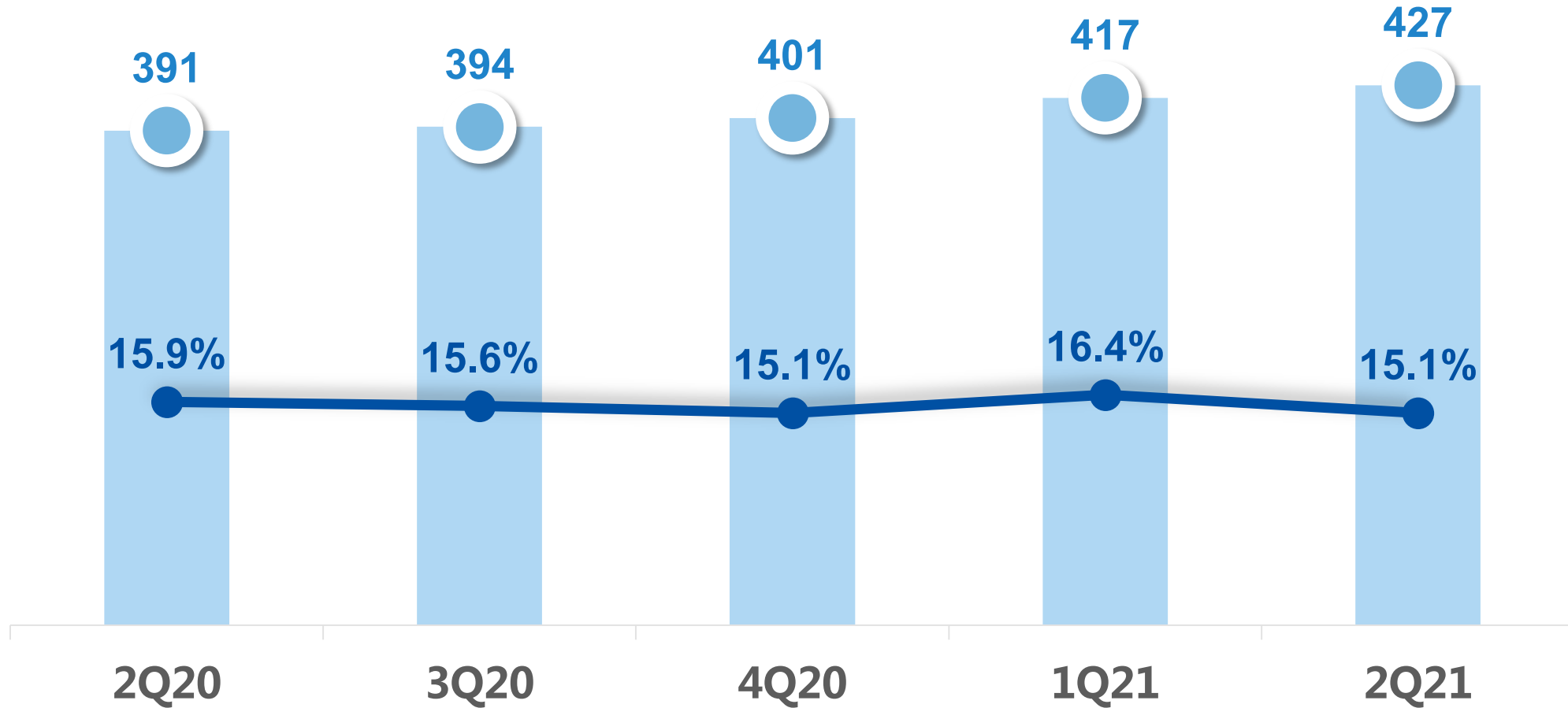
# Gross Profit

Unit: NT\$ Million & of Sales



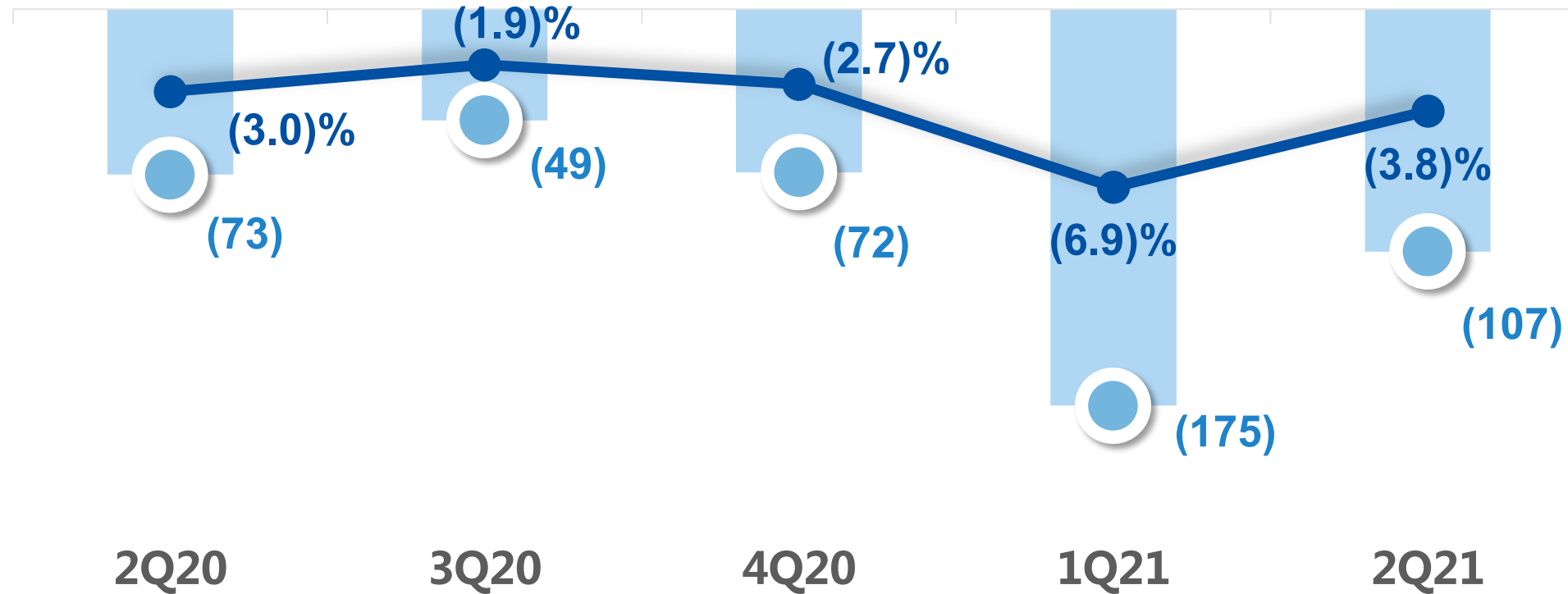
# Operating Expense

Unit: NT\$ Million & of Sales



# Operating Profit(Loss)

Unit: NT\$ Million & of Sales



# Future Challenges & Outlook

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# Green Energy

## Europe



## U.S.



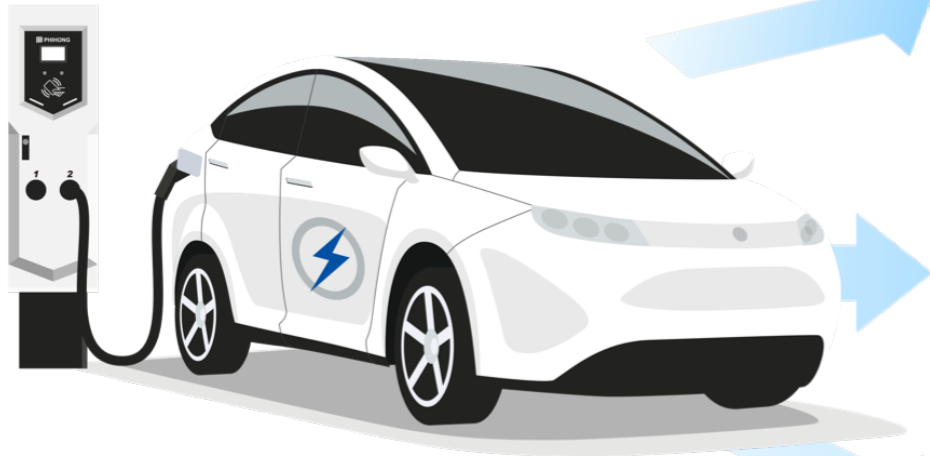
## Expand the revenue and profit in the EV industry

With complete planning and strategic arrangements, Pihong actively devoted herself to EV-related industries, having a comprehensive deployment in the EV industry globally.

- Cooperated with European car manufacturers to establish extremely fast-charging stations, and participated in electric bus cases required by the government for localization.
- Carrying out product development and testing of charging equipment with large-scale brand car manufacturers and charging station operators in the United States. Through these cooperation, we have the opportunity to discuss the trend of future product requirements and specifications with car manufacturers, understand the mainstream products in the future market, and strengthen the new generation of products' market competitiveness.



# 2021 – 2024 Strategies



**Phihong's EV charger station Focus on customer exp. & market orientation**

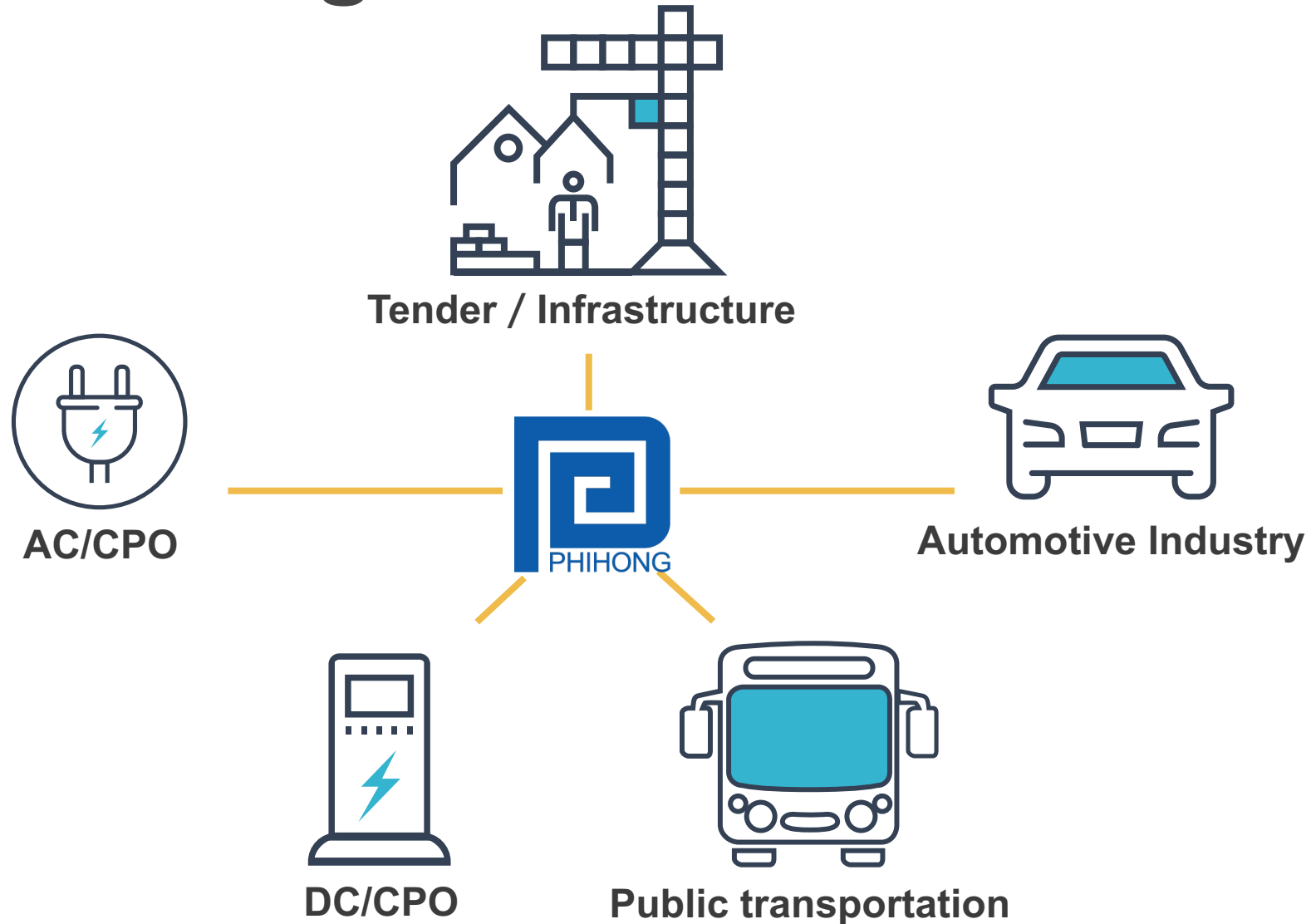
**EV industry chain / Win Win situation  
Strategic Alliance (Country, industry, service - Vertical & Horizontal integration)**

**Total Solution  
Green energy + Energy storage + Smart energy (AI)+  
Electricity (EV Charger)**

**Localization**

**Sales - Subscription**

# 2021 – 2024 Target Markets



# Q & A

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Thanks for coming and we kindly appreciate your support.

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