

# Acula Technology Corp.

Stock Code : 3434

## INVESTOR CONFERENCE

by S.S. Jian / Vice President

2024-08-14

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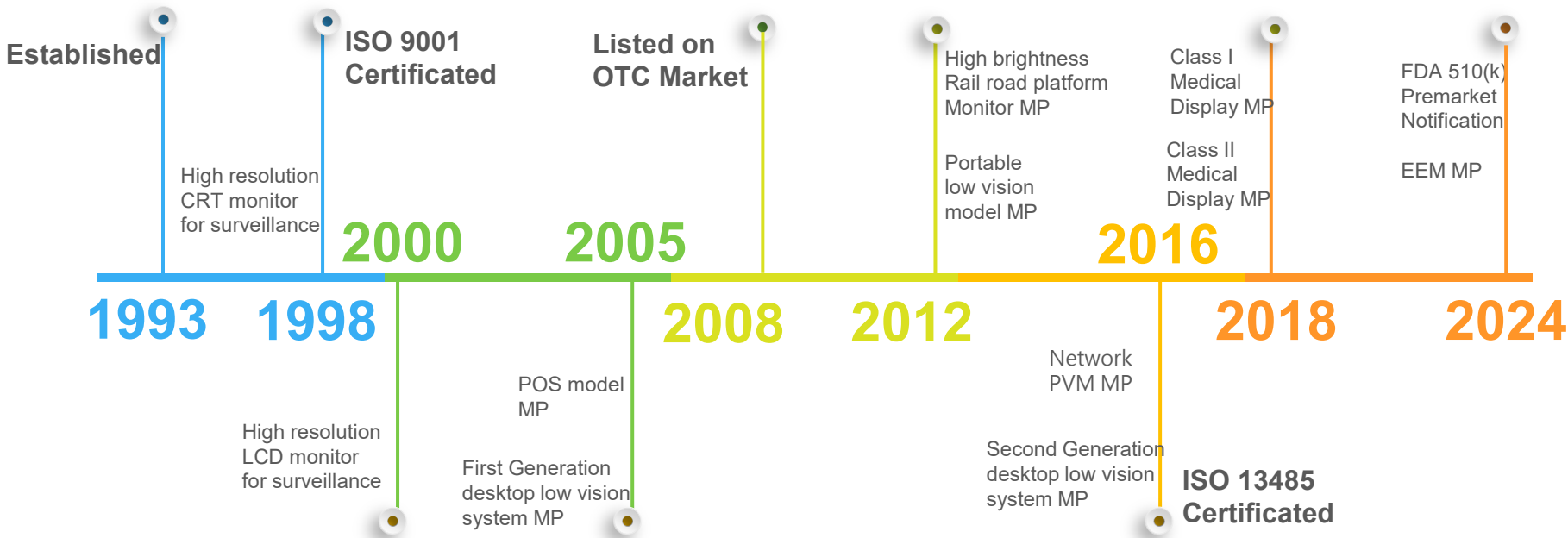
# 1. Company Overview

- **Established:** May 05, 1993
- **Company Listed:** Jan 28, 2008
- **Chairman and General Manager:** Louis Jean
- **Capital:** 270.8 Million NTD
- **Main Products:** Surveillance Application Series, Industrial Application Series, and Healthcare Application Series
- **Quality Certified:** ISO 9001 / 14001 / 13485 / QMS
- **Address:** 11, Alley 21, Lane 20, Dashing Rd., Luchu Dist.,  
Taoyuan City 338024, Taiwan
- **Employees :** 113 persons

## 2. Recap of Recent Milestones

- **2016. 12 – ISO 13485 : 2003 Certified**
  - Mass-produced healthcare application series – clinical use
- **2018. 11 – Pharmacist Manufacturing License**
  - Medical Device License (Class 1)
- **2019. 02 – ISO 13485 : 2016 Certified**
  - 2019. 09 – Medical Device License (Class 2)
  - 2019. 11 – Medical Device GMP Certificate
- **2022. 09 – QMS Certified**
- **2024. 06 – FDA 510(k) Premarket Notification of PGY (Display, Diagnostic Radiology)**

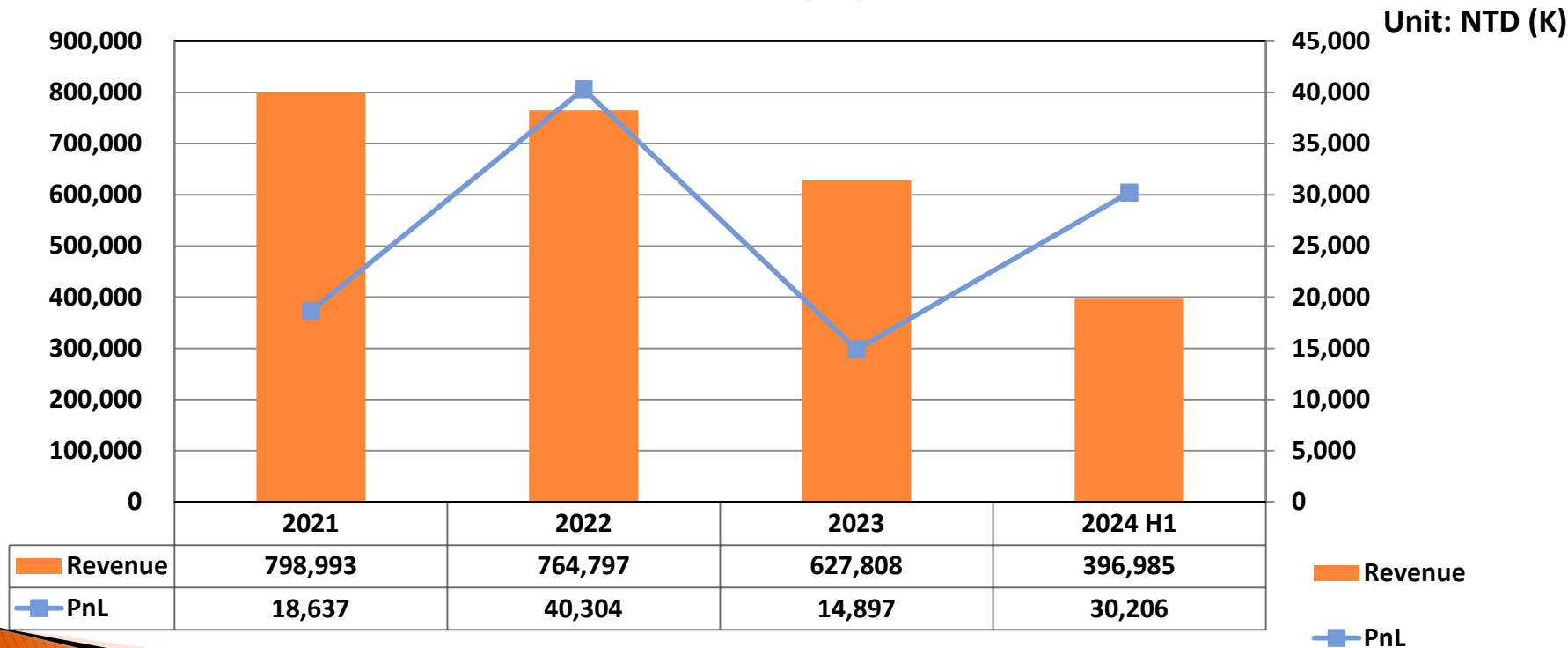
## Product Milestone



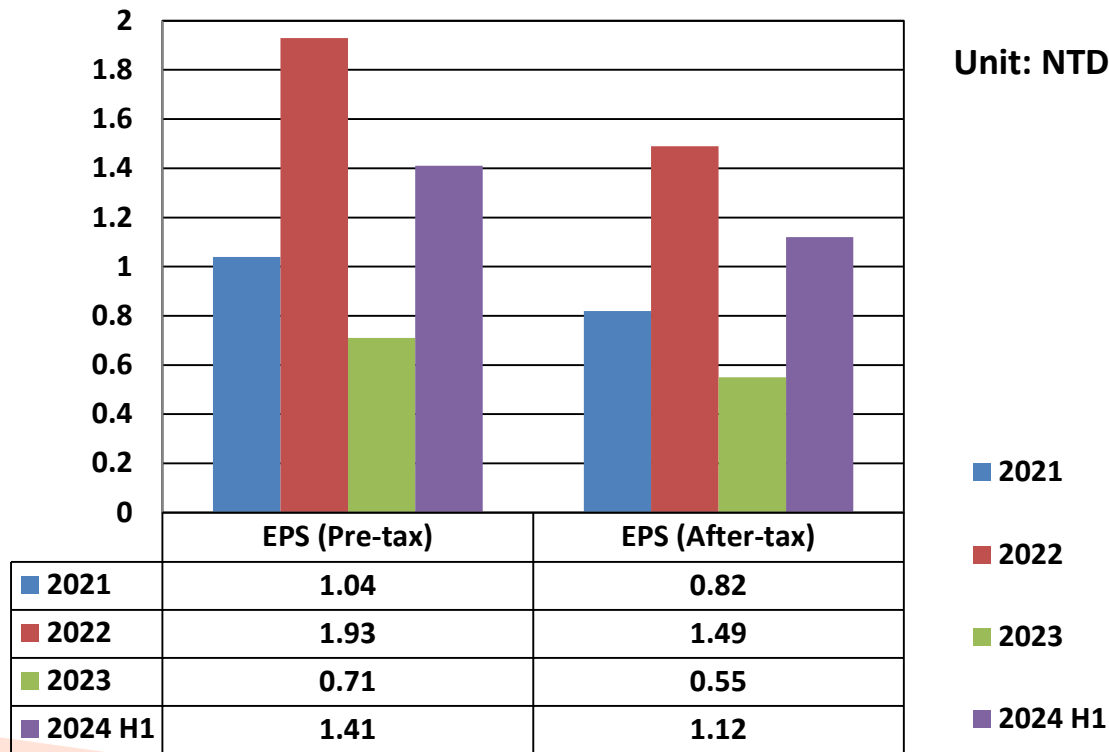
## 3. Business Philosophy

- ◆ Create value for customers, shareholders, employees and suppliers
- ◆ Specialize in ODM/ OEM business
- ◆ Integrity, Enthusiasm, Professionalism, Innovation

## 4. Operational Overview (1): Revenue & PnL since 2021



## 4. Operational Overview (2): EPS since 2021





## 4. Operational Overview (3): Income Statement

				Unit: NTD K	
		2023 H1	%	2024 H1	%
4110	Net Revenue	351,270	100%	396,985	100%
5110	Operating costs	294,228	84%	318,372	80%
5900	Gross Profit	57,042	16%	78,613	20%
6000	Operating expenses	( 47,301)	-13%	( 52,194)	-13%
6900	Operating income	9,741	3%	26,419	7%
7000	Non-operating income	3,305	1%	11,758	3%
7900	Net income before tax	13,046	4%	38,177	10%
7951	Tax expense	( 2,858)	-1%	( 7,971)	-2%
	Net income	10,188	3%	30,206	8%
	EPS	0.38		1.12	

## 5. Main Product (1-1) Healthcare Application Series

### ◆ EEM-034A Handheld Electronic Magnifier (NEW)

#### ■ Features

- EEM-034A handheld E-magnifier, with 5 MP camera & 3.4" rounded screen and easy to use zoom in/out patented dial wheel, user can adjust between 2x ~ 16x easily. Embedded Li-ion rechargeable battery support 3.5 hours reading (LED off) straight, the auxiliary LED could help the tiny text been read clearly under dimmed conditions. The protective rubber sleeve prevent damage from accidentally drop. The auto-off function can extend battery stamina by detect non-moving contents for one minute.

R.O.C. Patent# : M655597



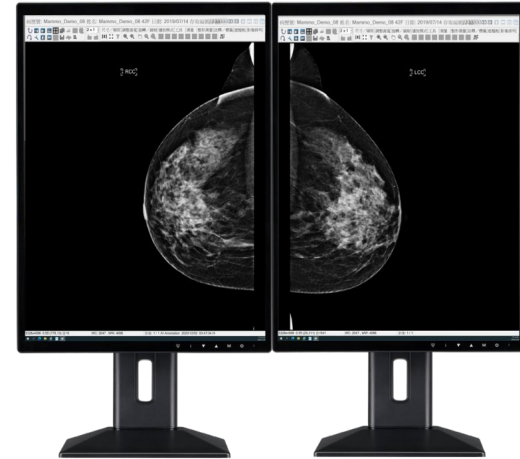
## 5. Main Product (1-2) Healthcare Application Series

- ◆ Diagnostic & Radiology Imaging Display (FDA)
- ◆ Clinical Review & Medical Imaging Display
- ◆ Modality & Surgical Imaging Display

U.S. FDA 510(k) Premarket Notification  
(K233336 , K241499)

### ■ Features

- DICOM 3.14 GSDF
- Backlight Stabilization/Embedded calibration
- High Brightness LCD / 1.7 Billion color
- CE EN/IEC 60601-1 & 60601-1-2
- UL ANSI/AAMI ES 60601-1 ed3.2
- Warranty: 3 or 5 Years



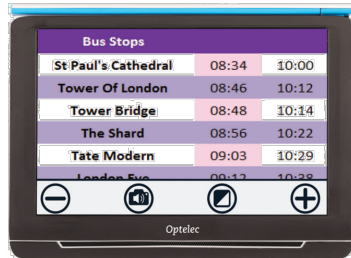
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## 5. Main Product (1-3) Healthcare Application Series

### ◆ Low Vision Medical Video Magnifier

#### ■ Features

- High Quality Camera
- Display, touch glass
- High contrast, background color and foreground text color selection
- OCR reading function
- Desktop: Home, Library, Nursing home
- Portable (Battery)
- Handheld (Battery)





## 5. Main Product (2-1) Surveillance Application Series

■ **Product:** PVM (Public View Monitor) (New Generation)

10.1"/21.5"/32"/43"

■ **Application:** Chain Stores and Retail Stores,  
Self Check-out Area,  
Loss Prevention Equipment

■ **Features :**

Professional ONVIF IP Camera

Facing Detection (New)

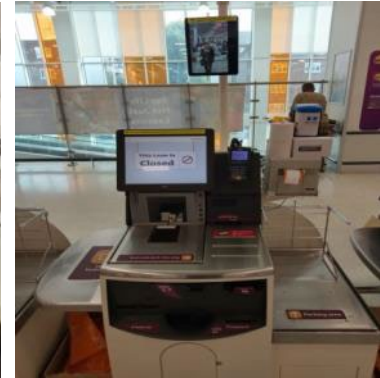
Editable Warning Message

Motion Detection

Support DC & PoE

Multi-Media Player

Protective Glass



## 5. Main Product (2-2) Surveillance Application Series

### ■ Product: Surveillance display

15"/17"/19"/21.5"/23.8"/27"/32"/43"/55"(4K)

### ■ Application: Security monitoring, TV wall, central control room, Rail Road Platform

### ■ Features :

High-resolution/ Ultra-high-resolution

Excellent Picture Quality

24/7 Operation

Long Life Cycle / Wide temperature

Durable Metal Case / Plastic Case

High Brightness / Frequent & continuous on/off switching



## 5. Main Product (3-1) Industrial Application Series

- **Product:** **Touch Monitor Series**

PCAP 15.6"/21.5"/23.8"/27"

Resistive 15"/17"/19"

- **Application:** Semiconductor Equipment, ATM, Clinical, HMI, & POS

- **Features:**

5-wire Resistive touch or P-CAP Multi-touch

Signal Input: VGA, DVI, HDMI

Operating Temperature up to 40°C

Durable Metal Case / Plastic Case



## 5. Main Product (3-2) Industrial Application Series

■ **Product:** All in One (AIO) Touch Computer  
15.6"/ 21.5"

■ **Application:** Medical Cart,  
Automatic Labeling Systems

■ **Features:**

All in one - x86 or ARM architecture  
FHD High-brightness Panel  
IP64 Waterproof Front Surface  
P-CAP Multi-touch  
Operating Temperature up to 50 °C  
Durable Metal Case





## 5. Main Product Development Trend

### ■ Healthcare

- Medical grade LCD touch display for modality (medical device): 15.6 “/ 23.8” /27”
- 4K ultra-high quality digital signal interface for long distance display application (within 100 meter)
- New generation desktop low vision system

### ■ Video Surveillance

- New design for network public view monitor
- Combine surveillance equipment, such as camera/recorder, with monitor and **AI recognition** of human, vehicle, animal

### ■ Industrial

- IP65 (entire unit, front and rear) AIO

## 6. Competitive Advantage(1)

### ◆ Strong R&D strength

- **Personnel:** approx. 24 persons, about 21.2% of NOE
- **Expenses:** annual expenses about 5% of revenue
- **Strengths:** Analog and digital circuit design  
Network circuit design  
Firmware/ Software programming  
ID/ Mechanical design  
Medical grade product design

## 6. Competitive Advantage(2)

- ◆ Professional Marketing Ability
- ◆ Solid Manufacturing Capabilities
- ◆ Strict Quality System
- ◆ On-time Delivery Capability
- ◆ Strong and Reliable Customer Base

## 7. Future development strategy (1): Operation

- ◆ **Maintain existing customers**
- ◆ **Develop new first-tier international customers**
- ◆ **Endeavour to develop customer groups in emerging markets**
- ◆ **Establish more complete and diverse product lines**

## **7. Future development strategy (2): R & D**

- **Continuously research and develop health and medical product series**
- **Provide a wide range of security monitoring products**
- **Develop new products with the design concept of high performance and reasonable price**

## 8. Company Vision

### \* ACULA Vision \*

**SECURE LIFE**

**IMPROVE LIFE**

**ENJOY LIFE**

### \* ACULA Goal \*

**A Leading Video Solution Provider**



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<http://www.acula.com.tw>

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