

# Acula Technology Corp.

Stock Code : 3434

## INVESTOR CONFERENCE

by S.S. Jian / Vice President

2024-12-12

# Disclaimer

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# 1. Company Overview

- **Established:** May 05, 1993
- **Company Listed:** Jan 28, 2008
- **Chairman and General Manager:** Louis Jean
- **Capital:** 280.3 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 :** 112 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)**

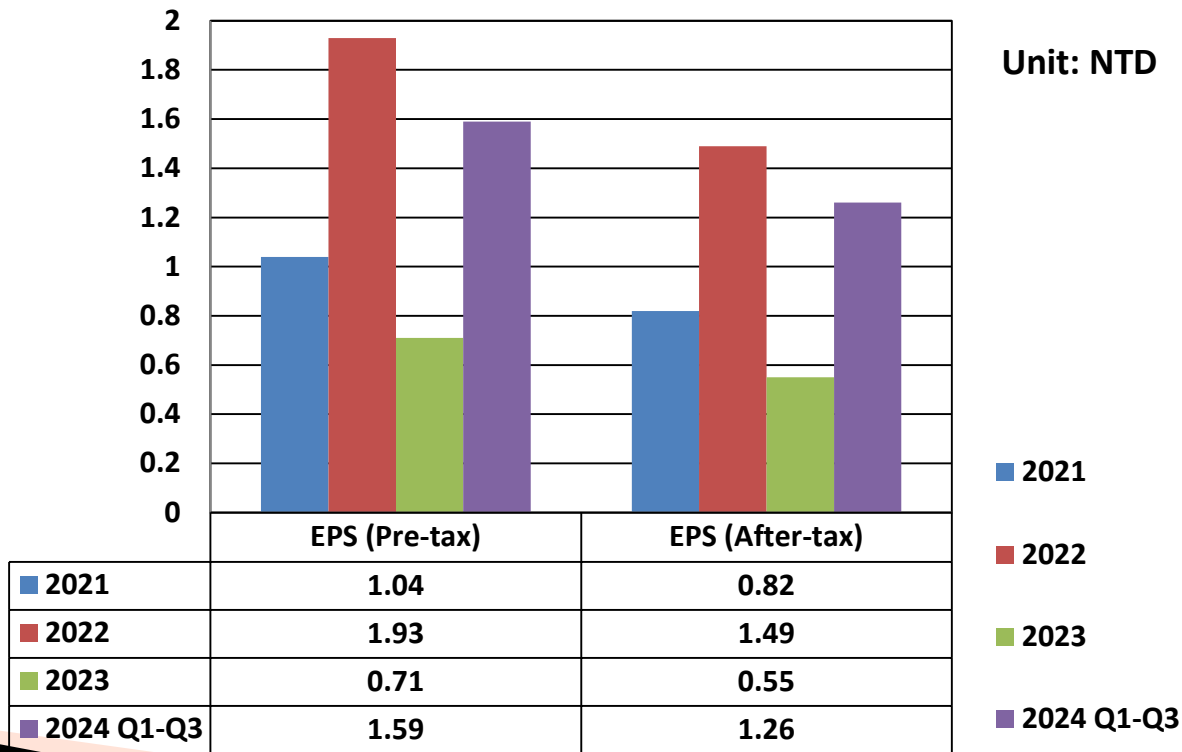
## 3. Business Philosophy

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

## 4. Operational Overview (1): Income Statement

		Unit: NTD K			
		2023 Q1-Q3	%	2024 Q1-Q3	%
4110	Net Revenue	498,259	100%	546,821	100%
5110	Operating costs	414,137	83%	434,626	79.5%
5900	Gross Profit	84,122	17%	112,195	20.5%
6000	Operating expenses	(71,087)	-14%	(76,154)	-13.9%
6900	Operating income	13,035	3%	36,041	6.6%
7000	Non-operating items	9,905	2%	8,570	1.6%
7900	Net income before tax	22,940	5%	44,611	8.2%
7951	Tax expense	(4,820)	-1%	(9,283)	-1.7%
	Net income	18,120	4%	35,328	6.5%
	EPS	0.65		1.26	

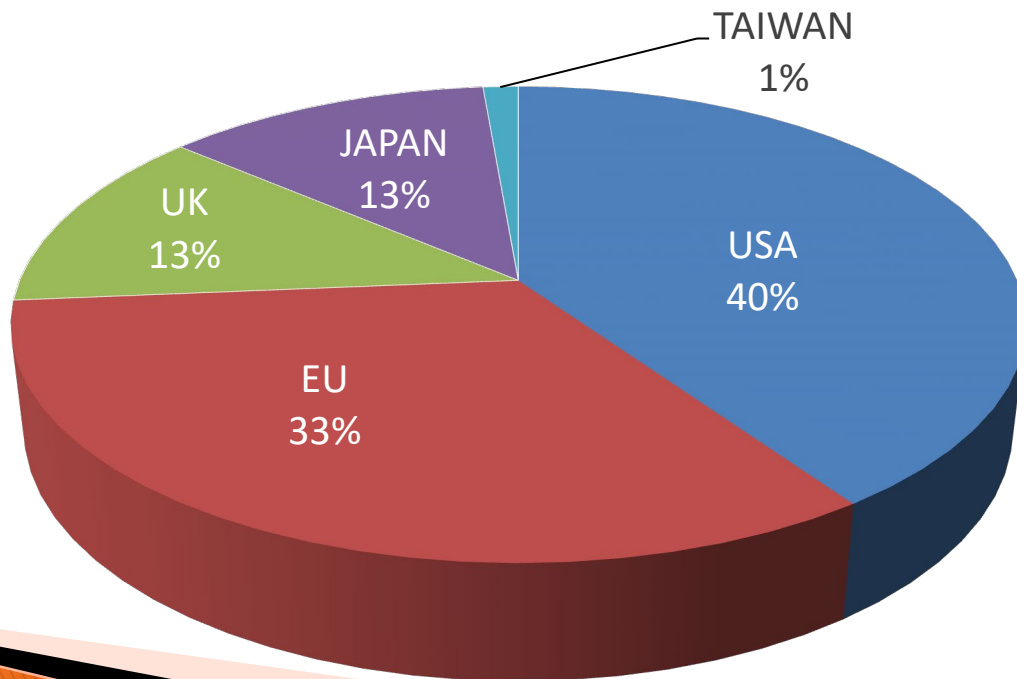
## 4. Operational Overview (2): EPS since 2021



## 5. Revenue (1) by Area

Revenue by Area

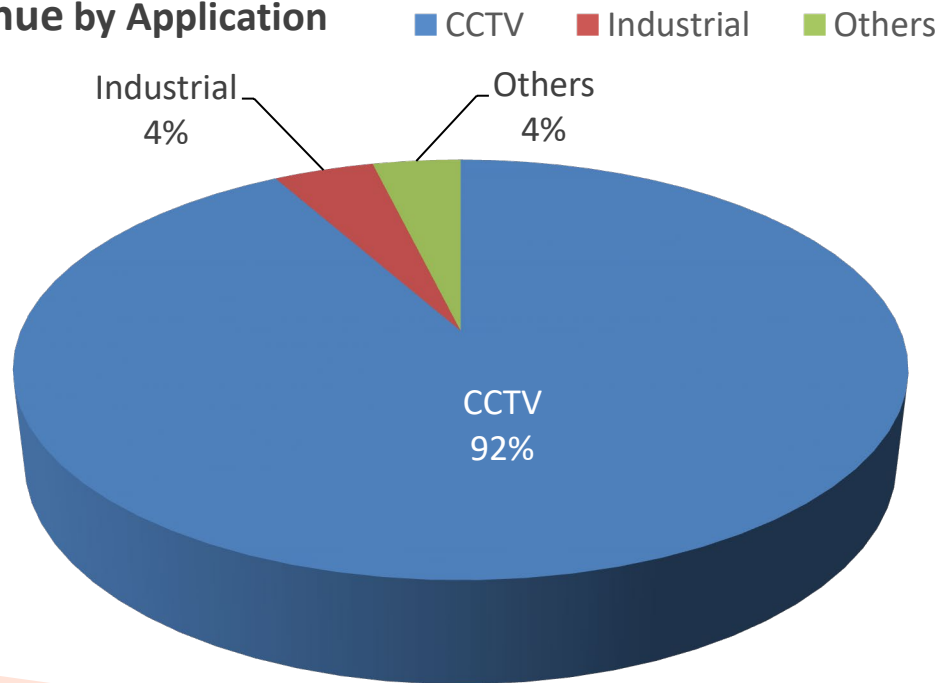
■ USA ■ EU ■ UK ■ JAPAN ■ TAIWAN





## 5. Revenue (2) by Application

Revenue by Application



## 6. 4Q24 Guidance

### ■ R&D

- 2 CCTV models for low vision application enter mass production
- Medical grade 23.8" display proposal for medical equipment
- 23.8" clinical review (plus) medical display development
- New generation CCTV for low vision application development
- Next generation CCTV network camera development
- Portable diagnostic display development evaluation

### ■ Business

- Expect revenue to be grown compared with 4Q23
- Expect gross profit margin almost equal to 3Q24

## 7. Recap of Recent Major Events

- The board of directors approved the issuance of CB (Convertible Bond)
- Complete ISO 13485 certificate renewal on 12/6

## 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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