



# Grand-tek Technology Investor conference

**2021/11/19**

**Stock no. : 3684**



Emergency Communication



Wireless & Outdoor Industrial Subsystem  
Design, Integration & Optimization



Testing/Certification



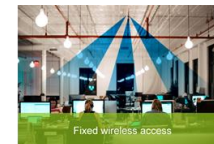
Utility



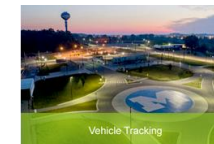
Smart Transportation



Capacity augmentation



Fixed wireless access



Vehicle Tracking



Smart Grid



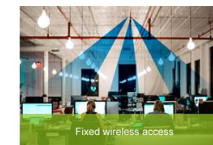
5G Router Outdoor/Indoor

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These forward-looking statements are not guarantees of future performance, and actual operating results may differ substantially due to the risk and factors above.

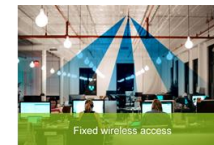
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# Agenda



- **Company Profile**
- **Financial Statement**
- **Growing Strategy & Market**
- **Q&A**





# About Grand-tek Technology, Ltd.

Established : 1995/June/12

Head Quarter : New Taipei City, Taiwan R.O.C.

Capital : NTD 245,915,360

(Thousand NTD)

Product	2017	2018	2019	2020	2021Q3	2021/1~10*
RF/Coaxial Connection	116,974	121,477	110,926	99,629	130,965	149,224
Wireless communication integration subsystem	485,790	323,681	346,140	410,438	468,917	535,955
Others / NRE	22,415	10,294	13,675	11,933	16,790	19,913
<b>Total</b>	<b>625,179</b>	<b>455,452</b>	<b>470,741</b>	<b>522,000</b>	<b>616,672</b>	<b>705,092</b>

\*2021/OCT reference only, non-audited

## Grand-tek Technology, Ltd.

8F, No 233-2, Bao Ciao Rd., Sin Dian Dist,  
New Taipei City, 231, Taiwan (R.O.C.)

ISO9001: 2015



## Dongguan Gtan Grand-Tek Precision Technology Ltd

Bai-shi Gang, Chang-ping, Dong Guan,  
Guandong Prov., 523559, China

Established : 2001/Jul

ISO9001: 2015/ ISO14000: 2015

QC080000: 2017/ IATF16949:2019



## GTT USA, Inc.

358 Fairview Way, Milpitas, CA 95035

Established : 2021/3





# Grand-tek at a glance



**1995** Grand-tek founded  
In 12/June/1995



**2009** Growth and expansion  
Move to Sing-Dian for a New  
Production Facility



**2019** Automation & expansion  
Cleanroom equipment &  
automatic production team



**2021** Enforce R&D resource  
Software & hardware upgrade



**2001** Chang-ping Gtand-tek  
setup & ISO9001  
Production Base for  
Worldwide Market



**2014** TT: 3684  
Became Listed in Taiwan Stock  
Exchange



**2020** Production automation  
In-house automation capacity  
to enhance the efficiency

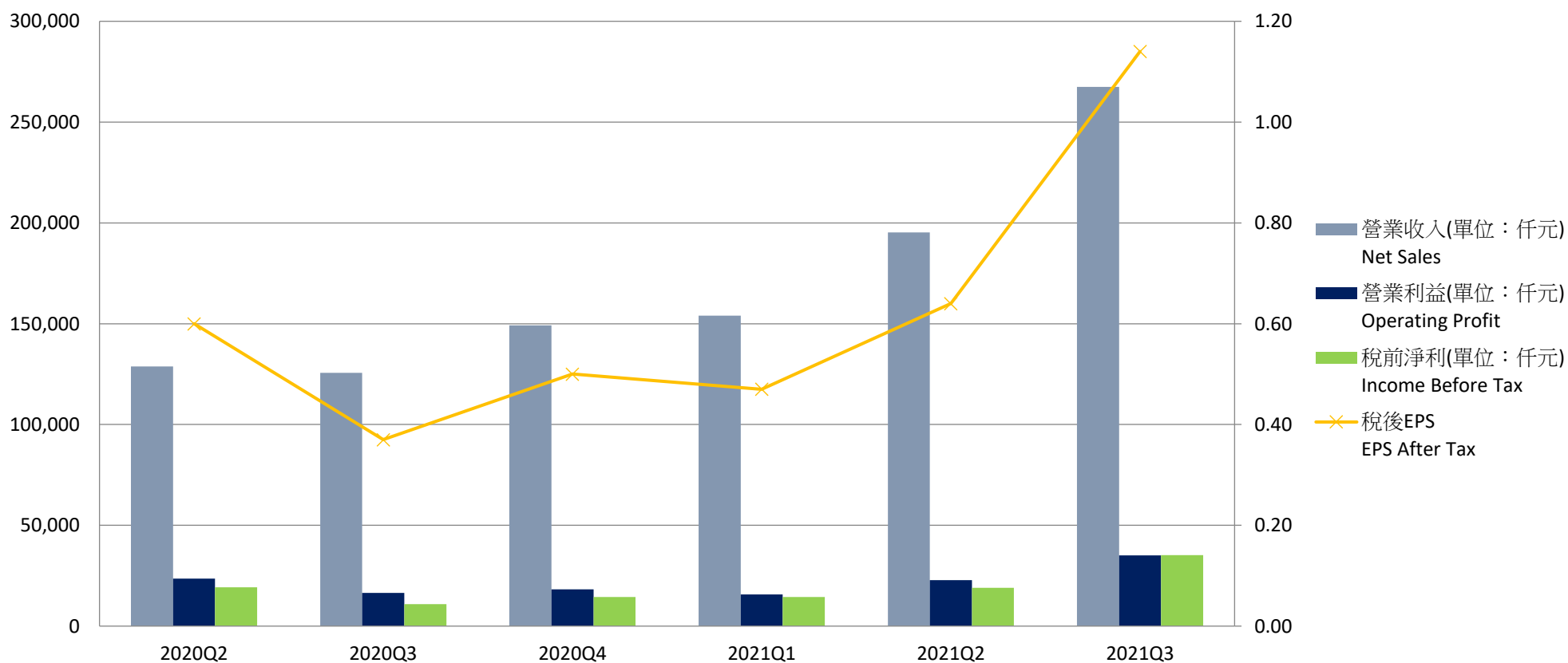


**2021** Setup USA office  
Target USA startups for  
expedite new opportunities



# Recent Financial Result

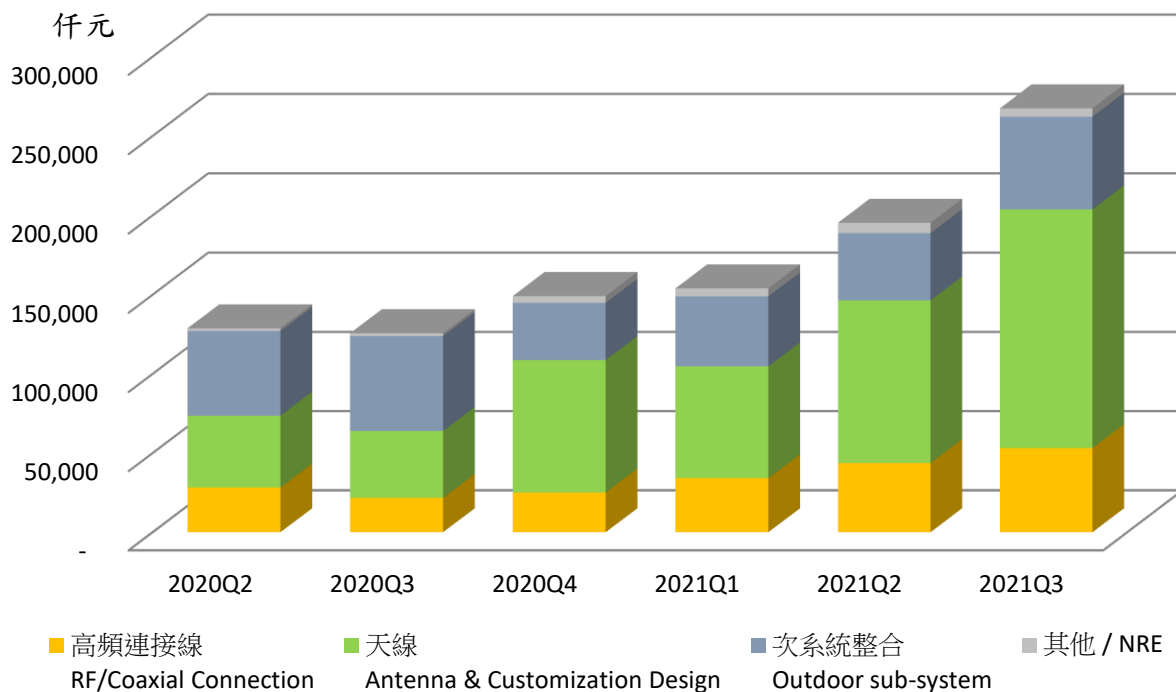
	2020Q2	2020Q3	2020Q4	2021Q1	2021Q2	2021Q3
Net Sales (Thousand NTD)	128,766	125,667	149,140	153,962	195,312	267,398
Gross Profit (%)	39.09%	34.91%	32.97%	31.59%	32.55%	28.58%
Operating Profit (Thousand NTD)	23,510	16,481	18,192	15,682	22,785	35,017
Income Before Tax (Thousand NTD)	19,221	10,933	14,422	14,460	19,013	35,169
EPS After Tax	0.60	0.37	0.50	0.47	0.64	1.14



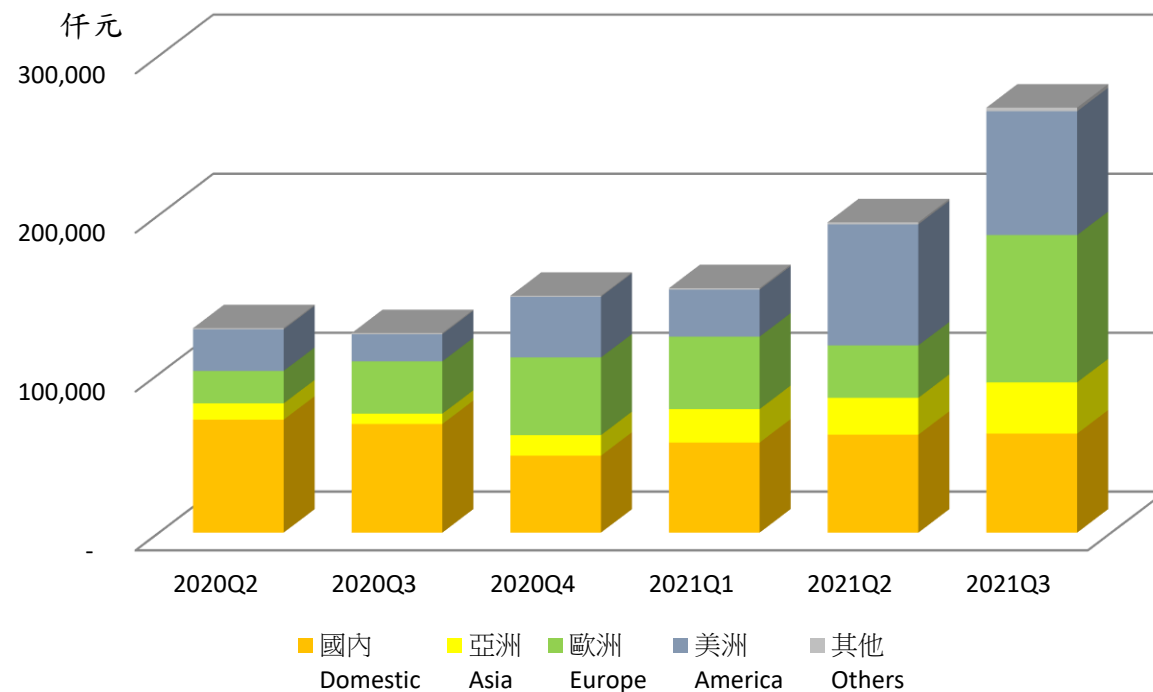


# Product Portfolio by Category & Area

## Product Category 2020Q2~2021Q3



## Area 2020Q2 ~ 2021Q3



# Revenue breakdown by Industry Segments



## Industry Segments Application and Industry applications

WiFi applications/網通產業:

WiFi6 and WiFi6e integration solution

4G/5G applications/通訊產業:

Sub-6G embedded/External/High gain antenna solution

IIoT applications/工業物聯網:

LORA/CAT1/NB-IOT Sensor integration

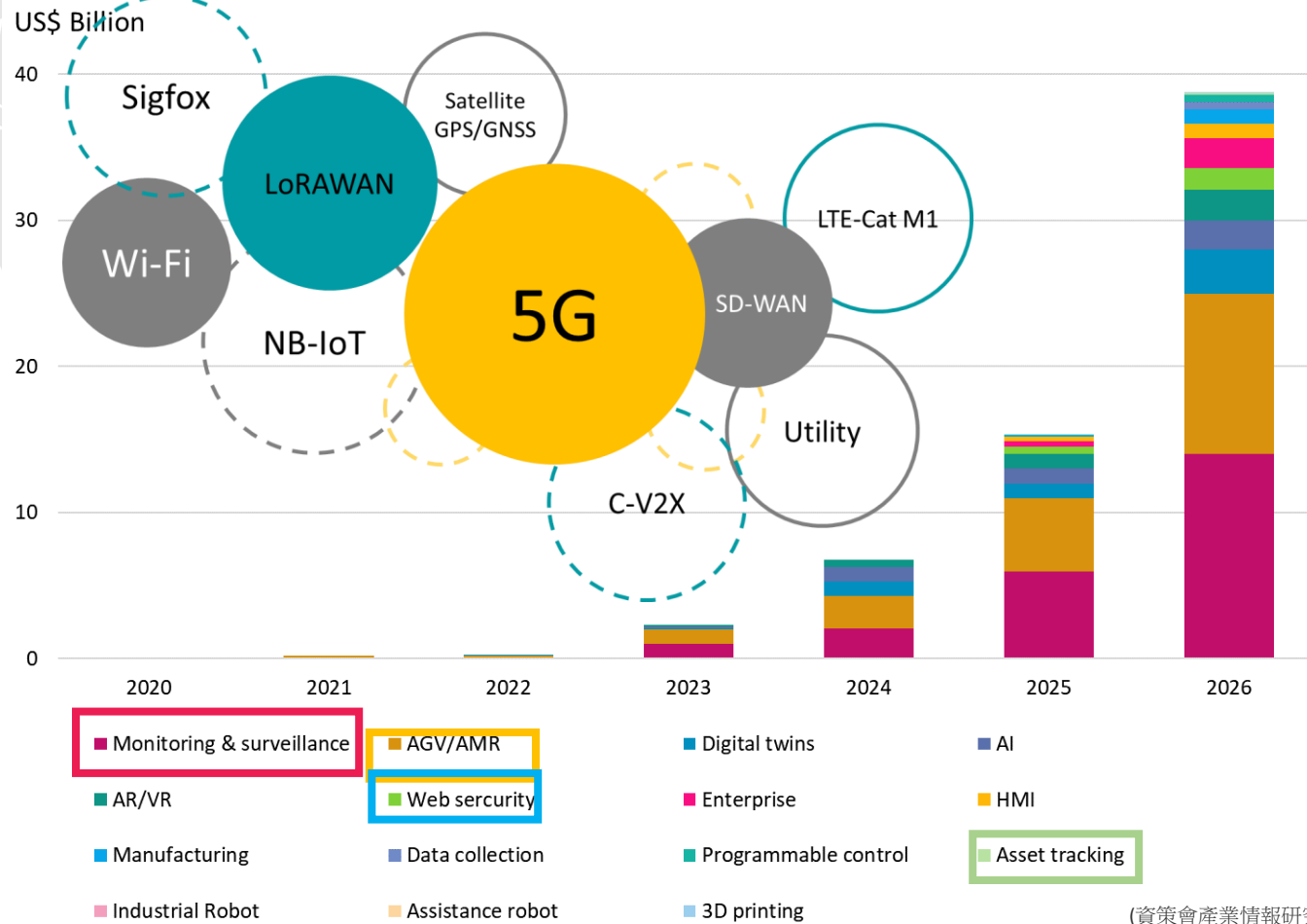
Subsystem/机件整合專案(通訊次系統):

Industrial satellite, C-V2X, OpenRAN

	2016	2017	2018	2019	2020	2021*
WIFI applications/網通產業	44%	46%	47%	46%	48%	48%
4G/5G applications/通訊產業	21%	19%	20%	18%	18%	21%
IIoT applications/工業物聯網	15%	18%	19%	20%	17%	18%
Sub-system/机件整合專案(通訊次系統)	7%	8%	9%	8%	9%	12%
Others	13%	9%	5%	8%	8%	1%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>



# 2022 5G Market trend & Overview



(資策會產業情報研究所)





# 2022 Target Market & Growth momentum



Monitoring & surveillance

Dynamic installation  
Smart Transportation

AMR/AVG



AR/VR

5G is hot but 4G is busy



Asset tracking



Smart Sensor  
Utility infrastructures

Industrial IoT  
Remote monitoring & surveillance



V2X Communication



5G Router Outdoor/Indoor

SD-WAN



Smart Grid



Remote Monitoring / Surveillance



Smart Agriculture



Vehicle Tracking



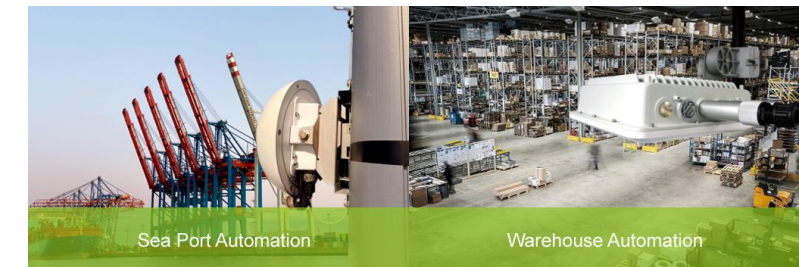
LTE / CBRS FWA



Emergency Communication



Utility



Sea Port Automation

Warehouse Automation

# Current Market & future path

## 2021-2022

- IIot/4G/5G/WIFI6/WIFI6E
- OPEN RAN MAT (Industrial grade)**
- **Satellite router (Industrial grade)**
- 2021/2022-continue delivery



## 2022-NPI

- IIot/5G/WIFI6E
- SDWAN Multiantenna integration
- AR/VR-5G low latency application
- Industrial satellite router & OPEN RAN per different application



Outside-in R&D core strengthen is the most important asset for Grand-tek Technology



Q&A

Thank you !

