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# Solomon Technology Corporation(2359)
# Investor Presentation

SOLOMON Technology Corporation

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# Disclaimer

The following presentation and its associated contents contain forward-looking statements regarding operational strategy, financial results and business forecasts, which are based on internal information of the Company and observations of the overall external environment.

Forward-looking statements should not be understood or construed as guarantees of future performance, as such projections involve factors including but not limited to market demand, price fluctuations, competitive situation, global economic activity, foreign exchange rates, and other uncertainties beyond the control of the Company that may cause actual results to differ.

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# Agenda

- Company Profile
- Financial Results
- Outlook & Strategy
- Q&A

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- **Company Profile**
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# Company Profile

- **Established**: 1973 (Solomon Enterprise)
- **Publicly Listed**: 1996 (TWSE 2359)
- **Capital**: NT$1.715 billion
- **Core Businesses**:
  - Self-Developed Solutions: AI Vision, Optoelectronic Display, and other solutions
  - Agency Solutions: Robotic Arm Applications, Automation Control Systems, Energy Equipment, and other solutions

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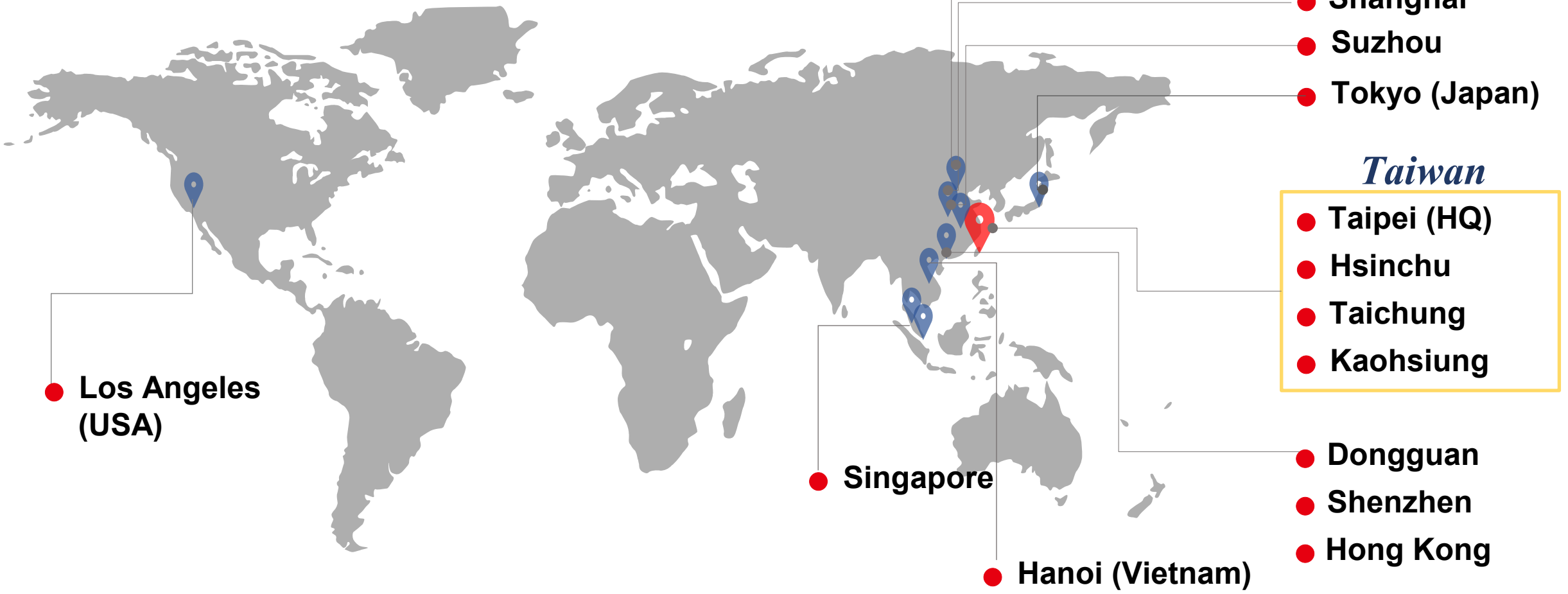
# Global Network



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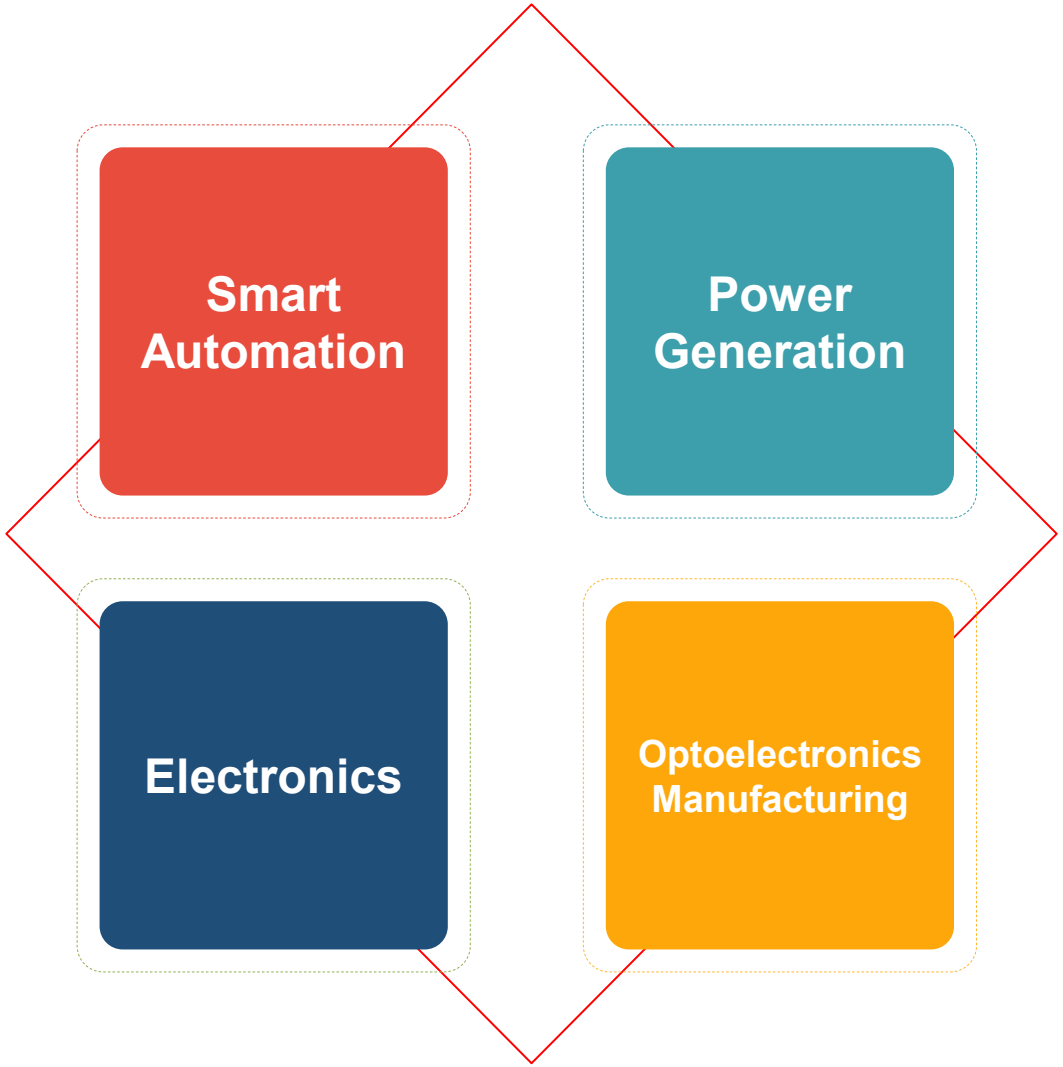
# Solomon Group Core Structure

## Smart Automation

AI & 3D Vision
Robotics
Industrial Control




## Power Generation

Fuel Equipment and Engineering
Gas Power Generation and Engineering
Uninterruptible Power Supply (UPS) Systems
Smart Solar Solutions
Solar System Integration

## Electronics

Optoelectronic Products
Passive Components
Active Components
Protective Components

## Optoelectronics Manufacturing

STN-LCD
STN-LCM
TFT-LCM

# Agenda

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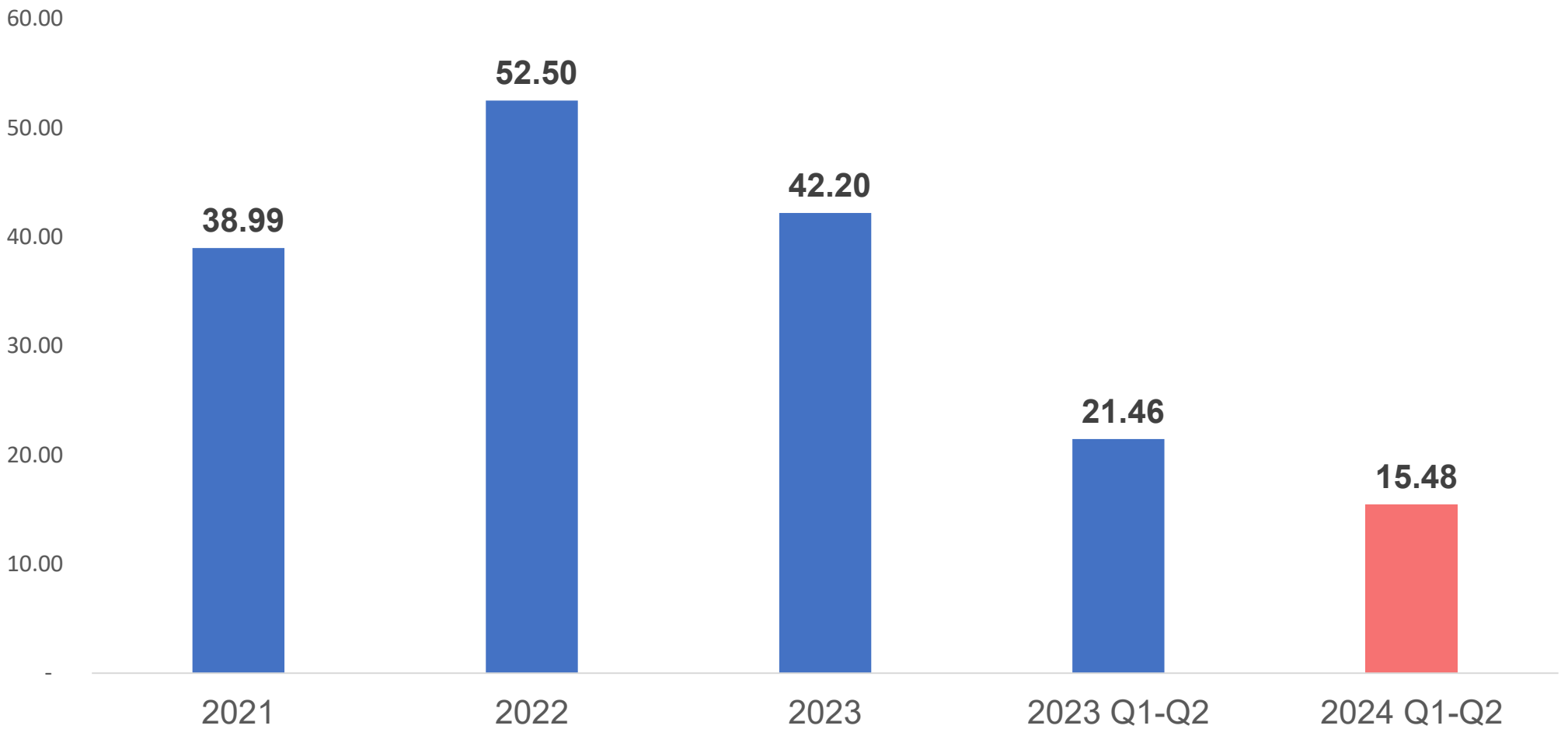
# Consolidated Revenue

Unit: NT$ 100 million



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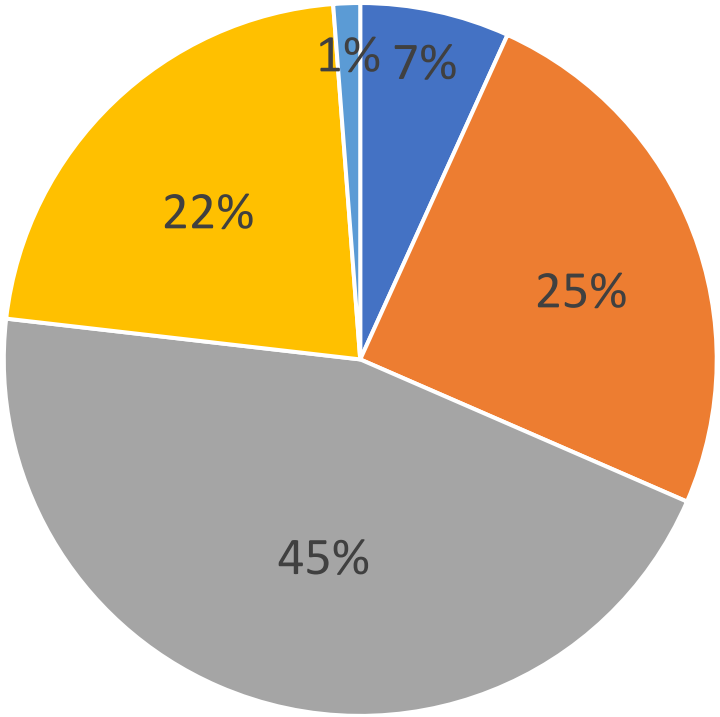
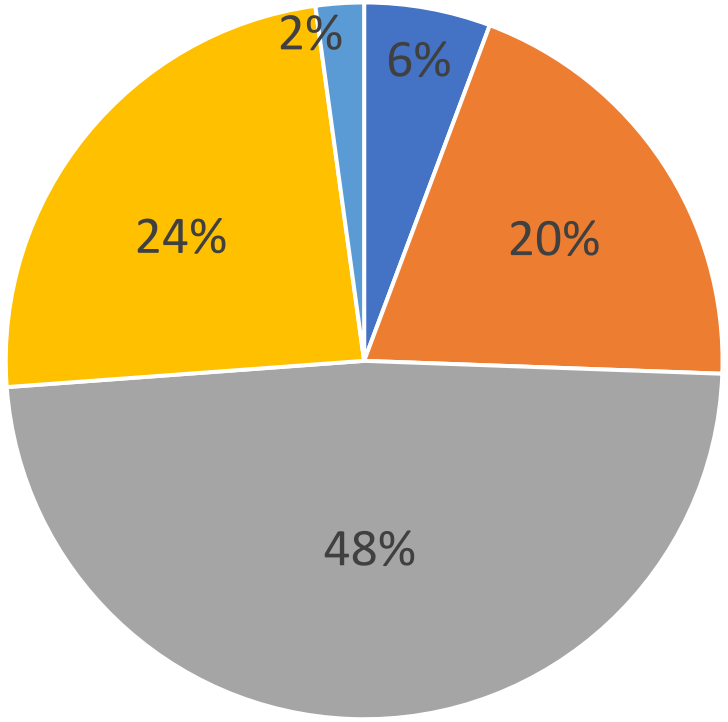
# Sales Breakdown (by BU)

2024 Q2




2023




Electronics Optoelectronics Energy & Power Automation Others

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# Consolidated Income Statement

Unit: NT$'000

| | 2024 Q1-Q2 | | 2023 Q1-Q2 | | YoY | 2023 | |
|---|---|---|---|---|---|---|---|
| | $ | % | $ | % | % | $ | % |
| **Revenue** | **1,548,386** | **100.00** | **2,146,475** | **100.00** | **(27.86)** | **4,219,903** | **100.00** |
| Gross profit | 349,346 | 22.56 | 483,185 | 22.51 | (27.70) | 968,719 | 22.96 |
| Operating expenses | (402,643) | (26.00) | (420,889) | (19.61) | (4.34) | (825,574) | (19.56) |
| **Operating income** | **(53,297)** | **(3.44)** | **62,296** | **2.90** | **(185.55)** | **143,145** | **3.39** |
| Interest income | 83,120 | 5.37 | 79,256 | 3.69 | 4.88 | 155,228 | 3.68 |
| Other income | 38,437 | 2.48 | 69,782 | 3.25 | (44.92) | 123,395 | 2.92 |
| Finance costs | (10,955) | (0.71) | (8,485) | (0.40) | 29.11 | (16,767) | (0.40) |
| Other gains and losses | 60,078 | 3.88 | 224,031 | 10.44 | (73.18) | 223,411 | 5.29 |
| Share of profit accounted for using equity method | 422 | 0.03 | (1,626) | (0.08) | (125.95) | 10,112 | 0.24 |
| **Total non-operating income and expenses** | **171,102** | **11.05** | **362,958** | **16.90** | **(52.86)** | **495,379** | **11.74** |
| Earnings before tax | 117,805 | 7.61 | 425,254 | 19.80 | (72.30) | 638,524 | 15.13 |
| Income tax | (50,530) | (3.26) | (35,940) | (1.67) | 40.60 | (80,737) | (1.91) |
| Net income | 67,275 | 4.35 | 389,314 | 18.13 | (82.72) | 557,787 | 13.22 |
| **Profit (loss),attributable to owners of parent** | **59,573** | **3.85** | **376,064** | **17.52** | **(84.16)** | **532,241** | **12.61** |
| EPS (NT$) | 0.35 | | 2.19 | | (84.02) | 3.11 | |

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# Consolidated Balance Sheet

Unit: NT$ '000

| | June 30, 2024 | | December 31, 2023 | | June 30, 2023 | |
|---|---|---|---|---|---|---|
| | $ | % | $ | % | $ | % |
| Cash and cash equivalents | 1,656,083 | 17.09 | 1,255,387 | 14.03 | 1,525,890 | 17.37 |
| Current financial assets | 1,116,412 | 11.52 | 895,051 | 10.00 | 1,147,999 | 13.07 |
| Accounts and notes receivable, net | 876,194 | 9.04 | 1,003,064 | 11.21 | 791,539 | 9.01 |
| Current inventories | 1,797,033 | 18.55 | 1,892,638 | 21.15 | 1,124,064 | 12.80 |
| Other current assets | 762,620 | 7.88 | 400,218 | 4.47 | 985,436 | 11.22 |
| Non-current financial assets at amortised cost | 1,501,229 | 15.49 | 1,389,834 | 15.53 | 1,409,396 | 16.04 |
| Property, plant and equipment | 436,629 | 4.51 | 433,387 | 4.84 | 426,611 | 4.86 |
| Investment property, net | 865,960 | 8.94 | 871,320 | 9.74 | 876,861 | 9.98 |
| Other non-current assets | 677,598 | 6.98 | 807,193 | 9.03 | 497,101 | 5.65 |
| **Total assets** | **9,689,758** | **100.00** | **8,948,092** | **100.00** | **8,784,897** | **100.00** |
| Current borrowings | 718,857 | 7.42 | 673,000 | 7.52 | 778,000 | 8.86 |
| Current contract liabilities | 1,375,812 | 14.21 | 1,131,473 | 12.64 | 1,371,303 | 15.61 |
| Accounts payable | 922,622 | 9.52 | 885,710 | 9.90 | 585,931 | 6.67 |
| Other payables | 492,389 | 5.08 | 193,111 | 2.17 | 465,640 | 5.30 |
| Other current liabilities | 74,025 | 0.76 | 127,950 | 1.43 | 105,574 | 1.20 |
| **Other liabilities** | 303,358 | 3.13 | 278,444 | 3.10 | 51,369 | 0.58 |
| **Total liabilities** | **3,887,063** | **40.12** | **3,289,688** | **36.76** | **3,357,817** | **38.22** |
| Total equity | **5,802,695** | **59.88** | **5,658,404** | **63.24** | **5,427,080** | **61.78** |
| Total liabilities and equity | 9,689,758 | 100.00 | 8,948,092 | 100.00 | 8,784,897 | 100.00 |
| Financial indicators | | | | | | |
| Current ratio | | 173% | | 181% | | 169% |
| Debt ratio | | 40% | | 37% | | 38% |
| Debt to equity ratio | | 67% | | 58% | | 62% |

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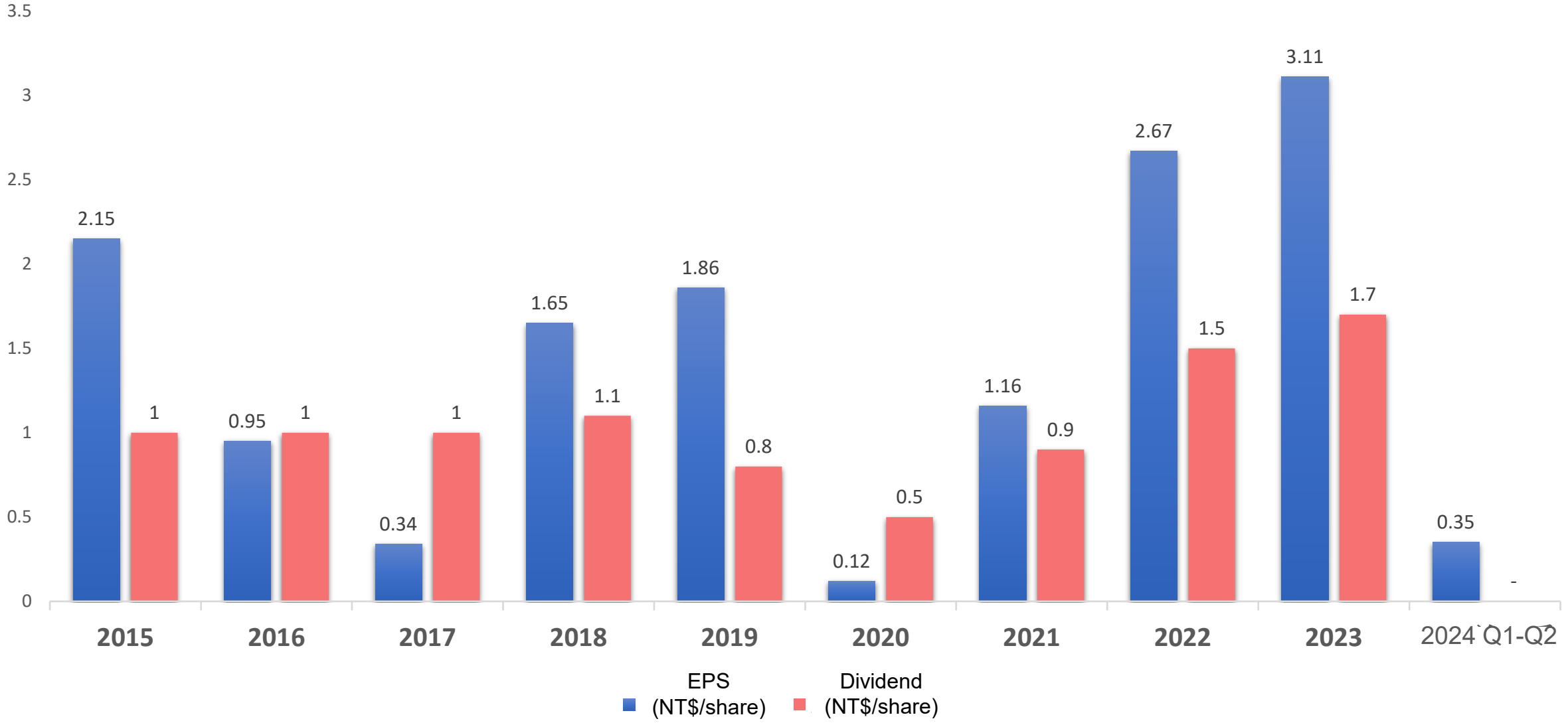
# EPS & Dividend Policy



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# Energy Equipment

## Product

| | | |
|---|---|---|
| **Agent** | **Current Product Line** | Diesel Generator、Gas-Turbine Generator、Dynamic UPS、Busbar、Static UPS、DC Charging System、Smart Cabinet、Solar Inverter |
| | **2023-2025 Key Product Line** | System Engineering |
| | | Continue to promote current product line and develop Energy Storage System, BMS, and EMS |
| **Own Brands** | **SOLOMON** Diesel Generator | |

## Application

### Technology Sector

- Semiconductor
- Panel
- PCB
- Substrate
- CoWoS

### Public Infrastructure

- MRT
- Power Plants
- Water Resources
- Datacenter
- Hospital

### Green Energy

- Biogas power generation
- Waste heat power generation
- Natural Gas Power Generation

### Real Estates

- High-end office buildings
- Logistics center
- Cold Chain Logistics
- Urban renewal
- IDC
- Hotels
- Shopping centers

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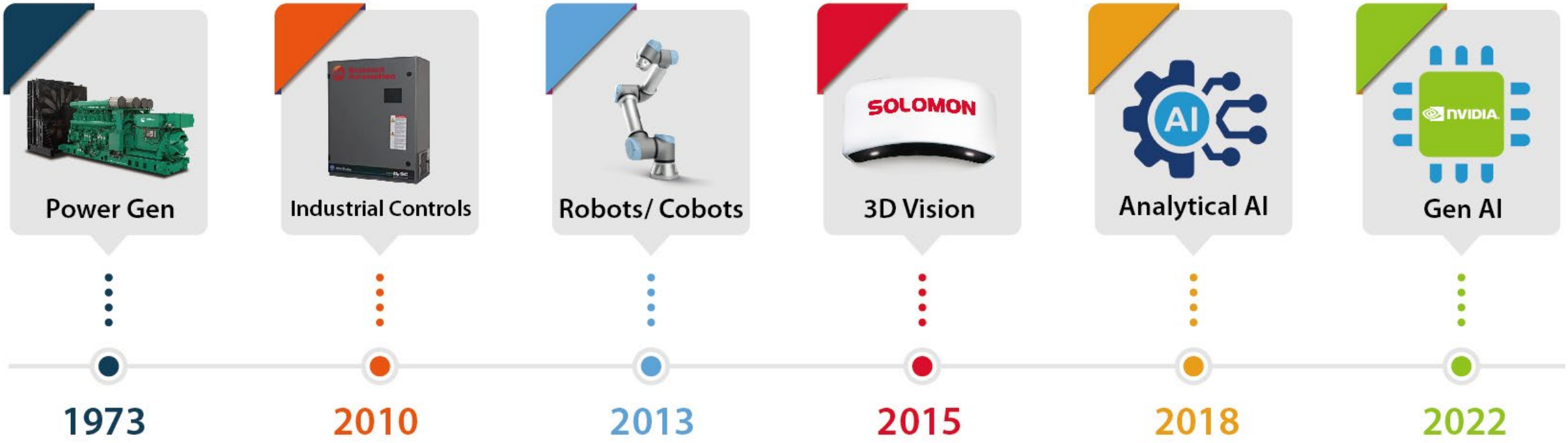
# AI · 3D Vision · AR

## Timeline of Vision Business



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# Accolades

Vision Systems DESIGN 2019 Innovators Awards GOLD

AccuPick

reddot winner 2020
best of the best interface design

AI Service Organization

dun & bradstreet
D-U-N-S® CERTIFIED
65-601-9619

TAIWAN EXCELLENCE 2019

2019
AccuPick&3D Scanner

TAIWAN EXCELLENCE 2020

2020
Solvision

TAIWAN EXCELLENCE 2021
Everyday Excellence

2021
JustPick

TAIWAN EXCELLENCE 2023
Everyday Excellence

2023
META-aivi

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# Customize & Deploy AI Rapidly with Ease

## Hardware Integrations

- PLCs
- Robots
- Cameras
- AMR
- Drones

## Software Optimization

- AI
- Gen AI
- AOI
- Others

## SOLOMON AI

No-Code
Vision Application
Development Platform

## Material Handling

- Bin Picking
- Depalletization
- Kitting
- Packing

## VGR

- Welding
- Polishing
- Grinding
- Assembly
- Inspection

## Inspection

- Defect Identification
- Classification
- OCR
- Pattern Recognition
- Measurement (+AOI)

## AR+AI

- Surveillance
- Counting
- SOP Validation
- Time Study
- Classification

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# Vision products

**Intelligent Automation Solutions | Augmented Intelligence Solutions**

Industrial 3D Camera | Deep Learning Software | AR-Powered AI Platform

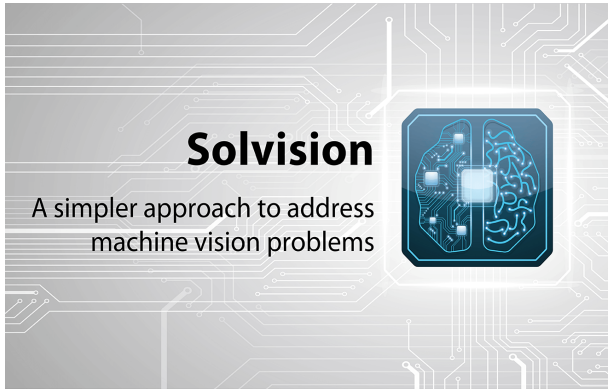
## AccuPick

**RANDOM BIN PICKING**

## SolMotion

**VISION GUIDED ROBOT**

## SolVision




**DEEP LEARNING FOR INSPECTION**

## META-aivi

**AR+AI SOLUTIONS**

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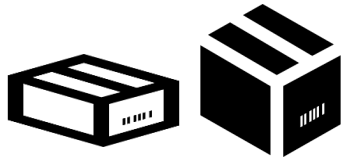
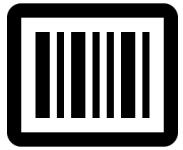
# AccuPick

## 3 PL Application



Recognizing and picking materials without specifying the size, shape, or quantity of the boxes.



Identifying the center of the box and applying the label.

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# AccuPick

## Picking of Semi-Transparent Objects

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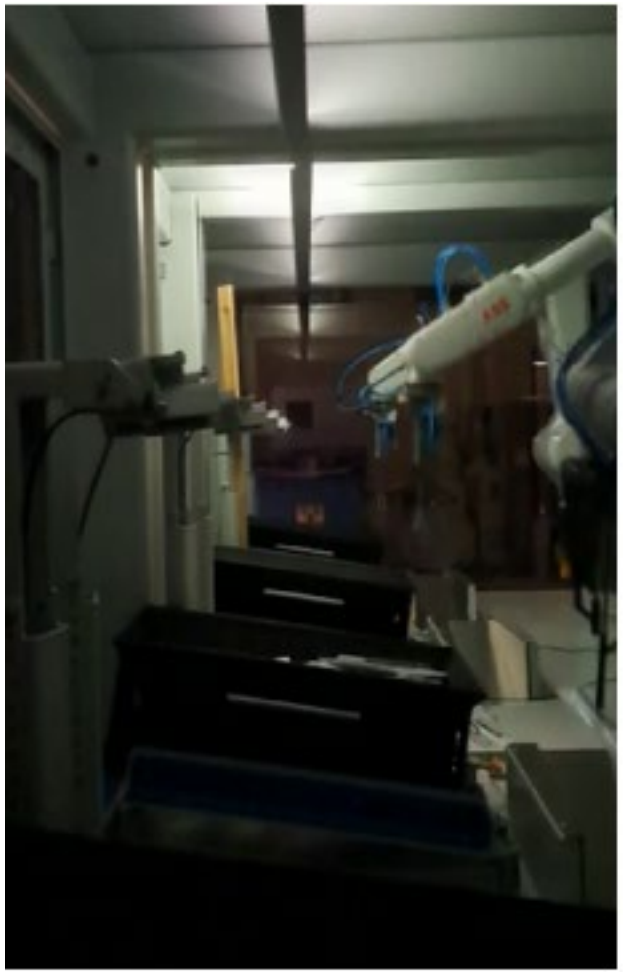
# AccuPick

## Random Bin Picking of 500 SKUs



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# Digital Twins

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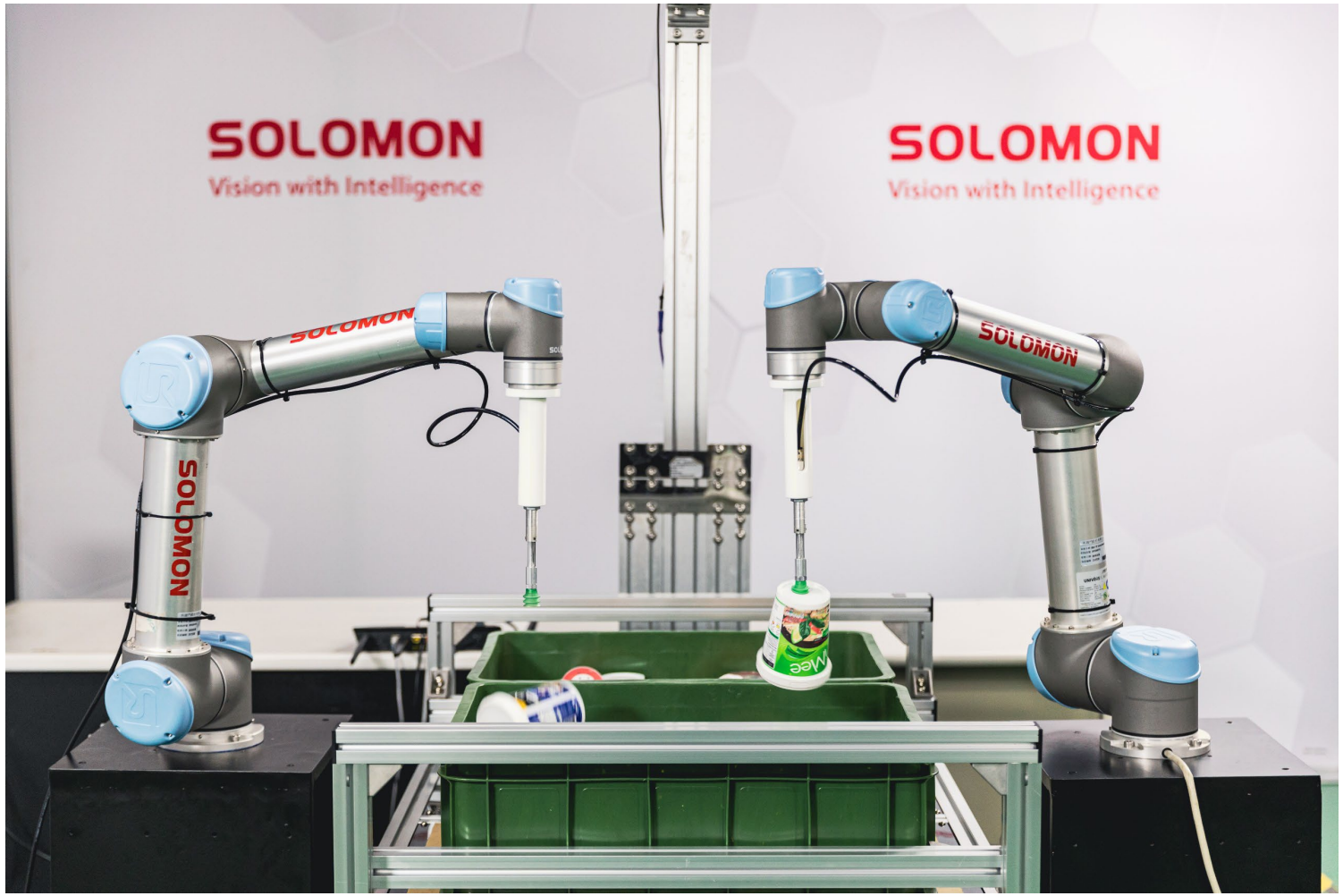
# AccuPick

## Dual-Arm Robot Piece Picking



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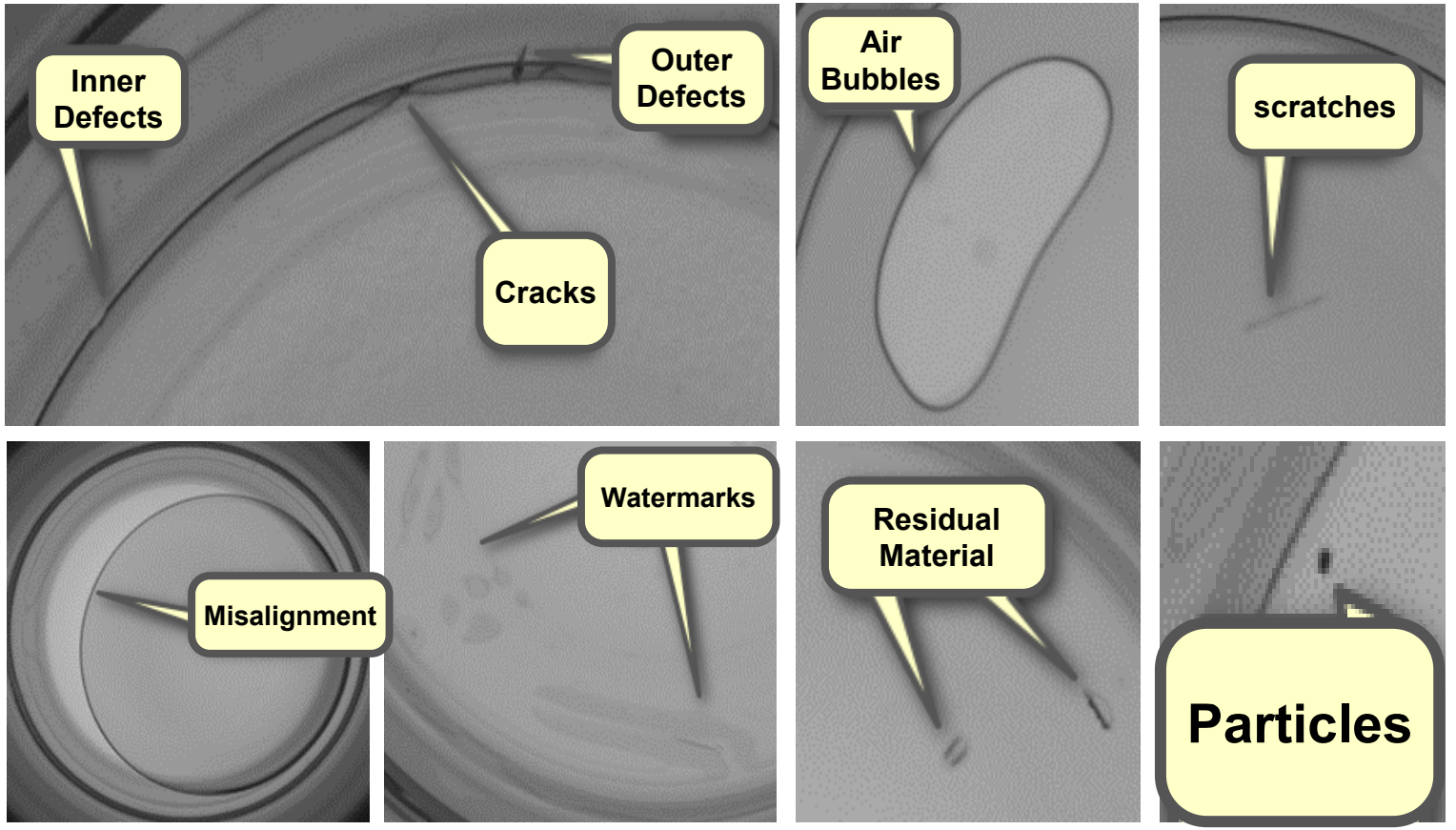
# Solvision

## Contact Lens Defect Inspection

- **Types of Contact Lens Defects**
  - Inner and outer defects, air bubbles, cracks, scratches, misalignment, watermarks, residual material, particles
- **Benefits of the SOLOMON Solution**
  - Expands the range of defect detection, overcoming traditional inspection challenges.
  - Improves screening yield by 5-6%, saving product recall costs and enhancing brand reputation.
  - Traditionally, 70% of manpower is dedicated to inspection on production lines; our solution helps clients reduce labor costs.



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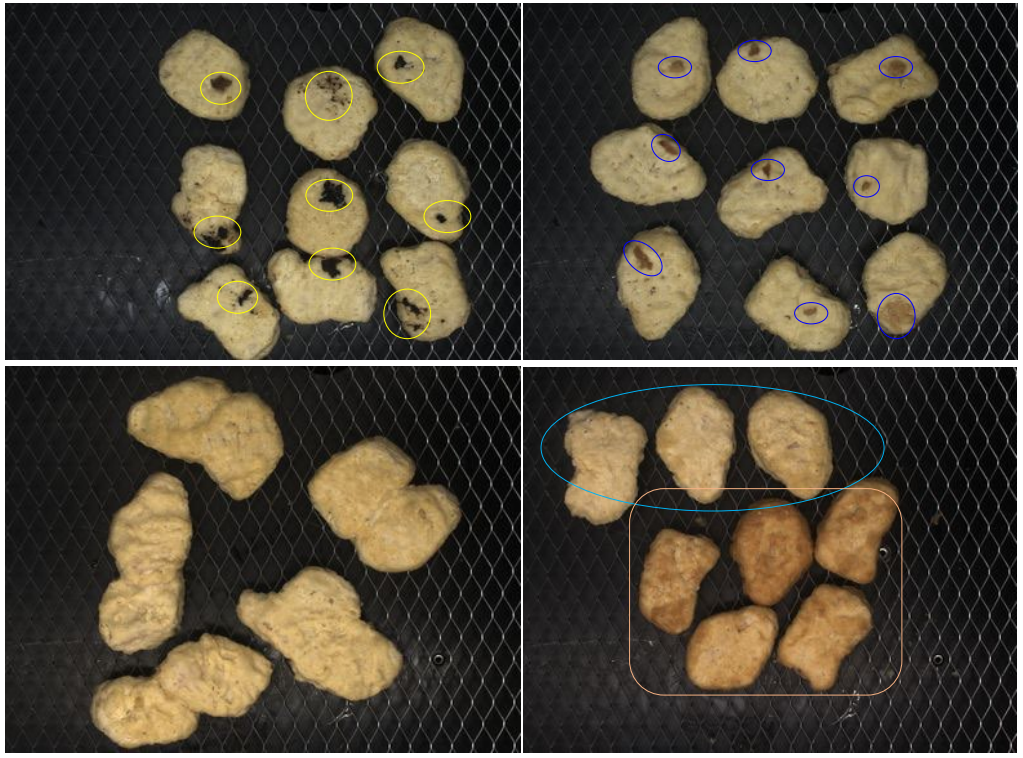
# Solvision

## Chicken Nugget Defect Inspection

- Simultaneously distinguishes defects in different orientations and types (black or brown oil residues, overlapping connections, dark surfaces).
- Combines AOI (Automated Optical Inspection) for precise positioning and uses robotic arms for sorting and removal.



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# Meta-aivi

## Core Structure

Training

Detection

USB / Wi-Fi

5G / Wi-Fi

Data input

AR Glasses

IP Cam

Tablet/Phone

Drones

AGV

SOLOMON *inside*

[Capturing]

Solomon AI

SOLOMON *inside*

[Annotation]

Feed result

Transmit image

Model Configuration

Server

SOLOMON *inside*

[Inferencing]

API

1. JSON
2. SQL
3. Excel (csv)

PLC Dashboard CMS Email Resume

SI

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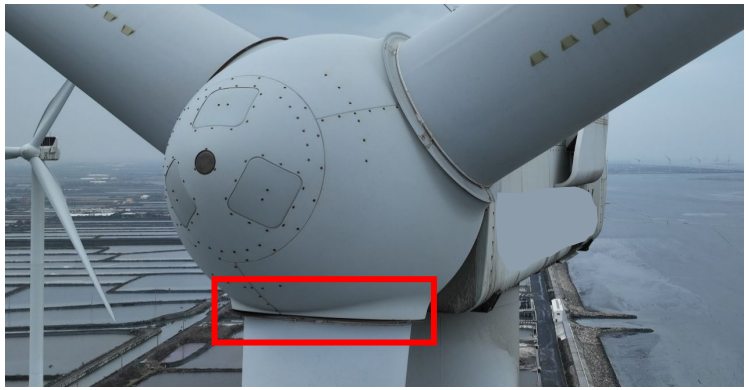
# Meta-aivi

## Energy Industry

**Wind turbine blade component detachment detection**

Inspection



It is possible to use drone photography combined with Solomon AI recognition to detect whether **components of wind turbine blades have detached**.

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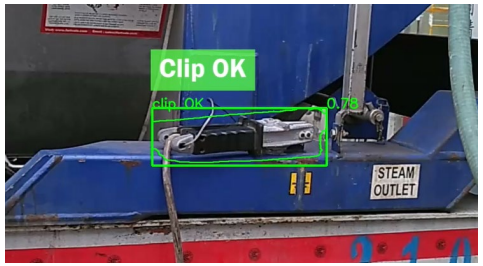
# Meta-aivi

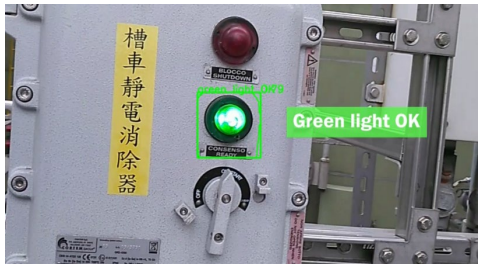
## Petrochemistry Chemical Tank Injection SOP Validation

Inspection

1. Verify if **sleepers** are in correct place




2. Confirm the **ground wire** position




3. Confirm the grounding box has **green light on**

Solomon AI employs a **multi-stage safety validation process** across various sections of the factory, in line with the current trend of digital checklists that integrates an electronic internal system.

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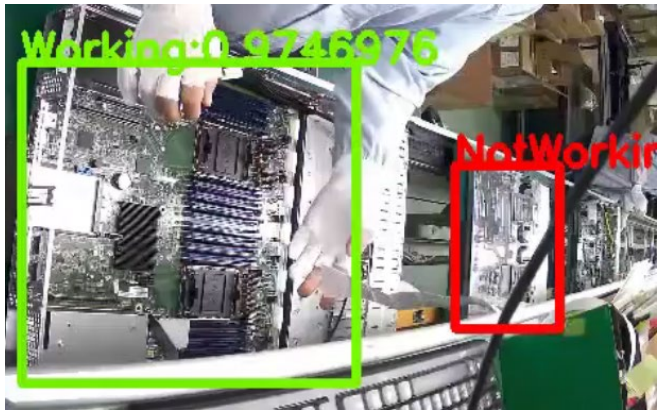
# Meta-aivi

## 電子製造業　組裝站時間偵測

檢測




SOLOMON AI檢測伺服器各組裝站工作時間，確保工作效率與追蹤產品狀態。

SOLOMON AI檢測伺服器各組裝站工作時間，確保工作效率與追蹤產品狀態，同時保留組裝紀錄。

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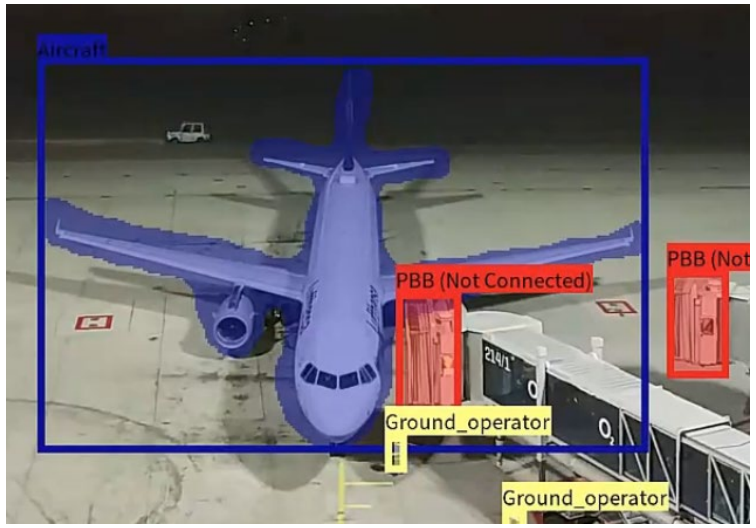
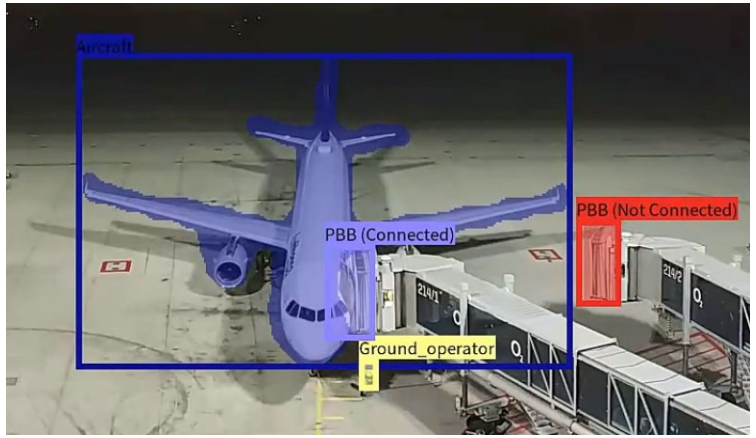
# Meta-aivi

## Airport Apron Management

Inspection



Solomon **AI tracks the duration of operations** such as landing, baggage handling, refueling, air bridge connection, catering replenishment, and others, providing management with data for work efficiency analysis.

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# Meta-aivi

## Pet Grooming

**Translates to "recognizing the body size and coat length of dogs.**

Inspection

Using Solomon AI to recognize the body size and coat length of dogs can indeed help standardize grooming fees and record pet image information, **improving operational efficiency** and customer experience in the pet industry.

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