



NEXCOM International Co. Ltd.(8234)

2025/Q3 Investor Conference

Disclaimer

This presentation may contain forward-looking information based on current assumptions and evaluations. The actual result in the future may differ from these forward-looking information materially, subject to uncertainties and risks that we could not control. Nexcom is not obliged to update any information mentioned above. And we are not responsible to any loss occurred by citing or using the information of this presentation.

Outline

- Overview
- Financial Results
- Status in Robotic

Overview

General Information

- Established by chairman Mr. Clement Lin in 1992
- Listed in Teipei Exchange in 2007 (Stock Code:8234)
- Capital is about NTD \$1.412 billion
- Market value is about NTD \$9.4billion (share price of 11/21 is \$66.6)
- Employees all over the world: 1,227(at the end of 3rd quarter)
- One of the leading company domain in industrial computer

Major Business

Network & Communication



IoT Automation



Smart City



Mobile Computing



Intelligent Video Surveillance



other developing business

Healthcare



Medical &

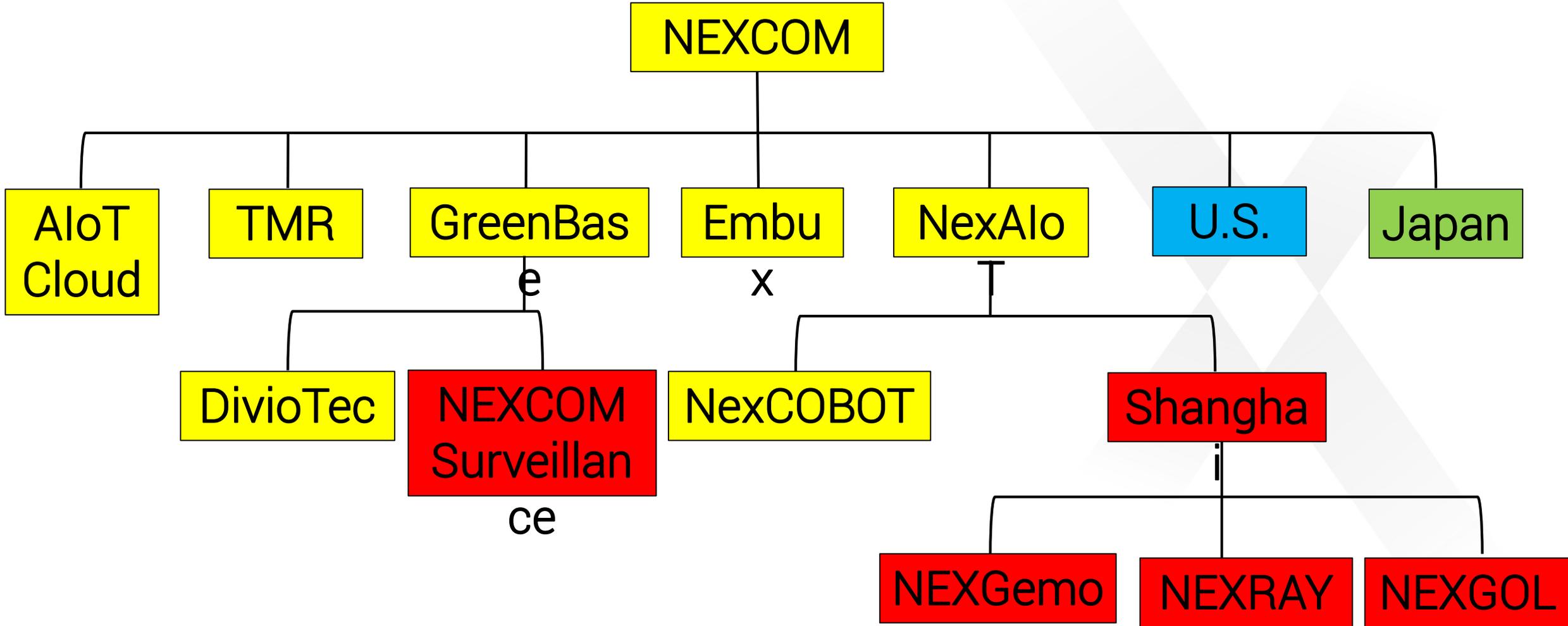
IoT Security Solution



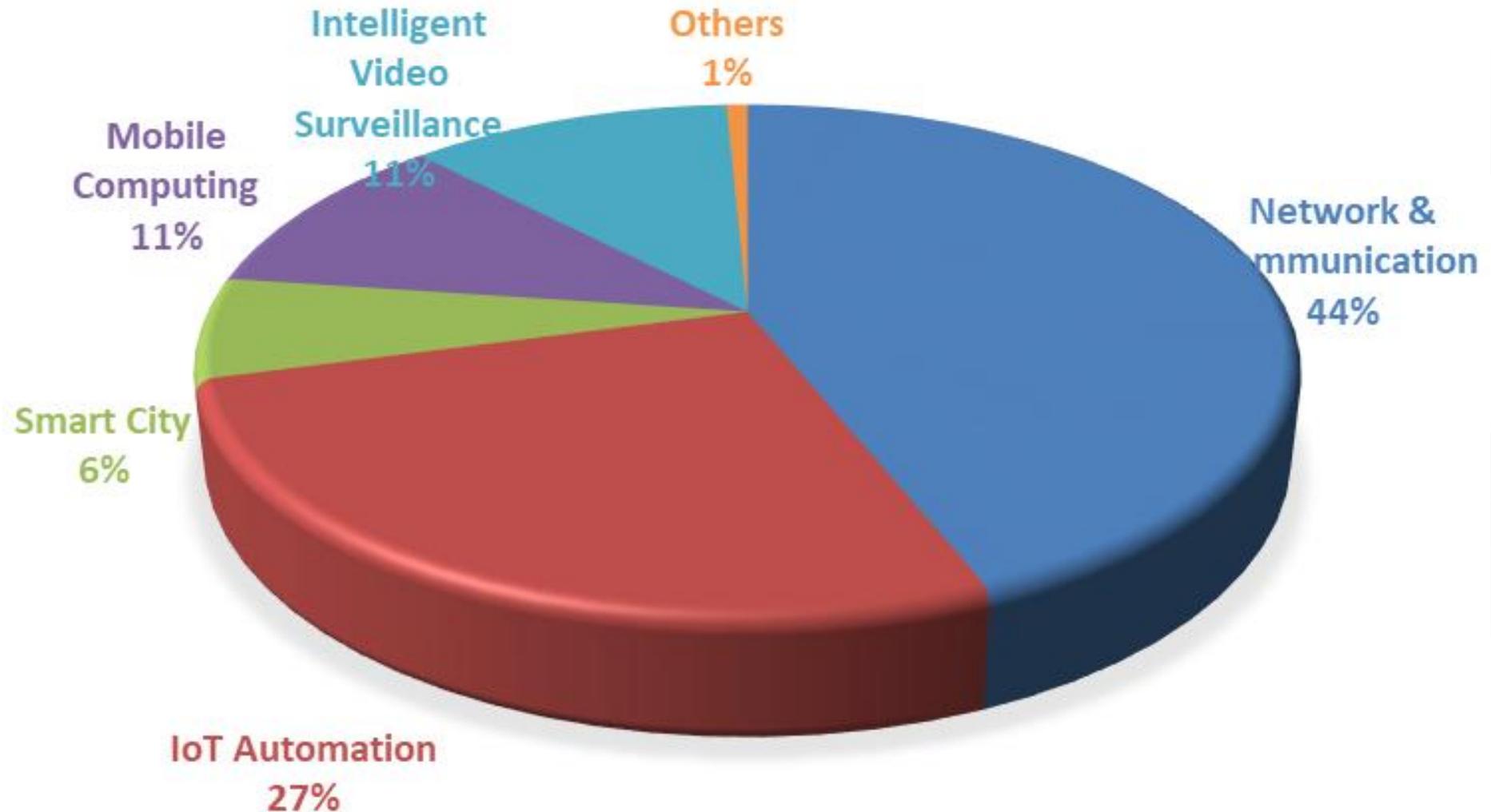
AIoT Cloud



Major Operating Units



Contribution of Major Business



Financial Results

Income Statement

NTD ,000	2025/Q1~3	2024/Q1~3	YOY
Sales	4,379,594	3,827,262	14.43%
Costs	(3,271,469)	(2,902,703)	12.70%
Gross Margin	1,108,125	924,559	19.85%
Margin Rate	25%	24%	4.74%
Selling Exp.	(499,835)	(498,499)	0.27%
Admin. Exp.	(128,574)	(115,730)	11.10%
R & D Exp.	(422,949)	(450,666)	-6.15%
Credit Impairment Loss	17,104	(33,778)	-150.64%
Total Exp.	(1,034,254)	(1,098,673)	-5.86%
Exp. Rate	24%	29%	-17.74%
Operating Profit	73,871	(174,114)	-142.43%
Non-operating Items	(25,053)	110,169	-122.74%
Income before Tax	48,818	(63,945)	-176.34%
Tax	(8,766)	54,193	-116.18%
Net Income	40,052	(9,752)	-510.71%
Minority Interest	(5,821)	(25,769)	-77.41%
Profit Attributable to Owner of Parent	45,873	16,017	186.40%
EPS	0.32	0.12	166.67%

Balance Sheet - Assets

NTD ,000	2025/9/30	2024/9/30	YOY
Cash	939,885	1,391,158	-32%
Accounts Receivable	821,053	1,152,245	-29%
Other Receivable	55,185	78,157	-29%
Inventories	1,621,403	1,556,023	4%
Other Current Assets	72,622	85,555	-15%
Current Assets	3,510,148	4,263,138	-18%
Financial Assets/Equity Investment	63,040	54,861	15%
Fixed / Right-of-use Assets	1,827,227	1,758,271	4%
Investment Property	184,446	169,895	9%
Other Assets	291,870	232,031	26%
Total Assets	5,876,731	6,478,196	-9%

Balance Sheet – Liabilities & Equities

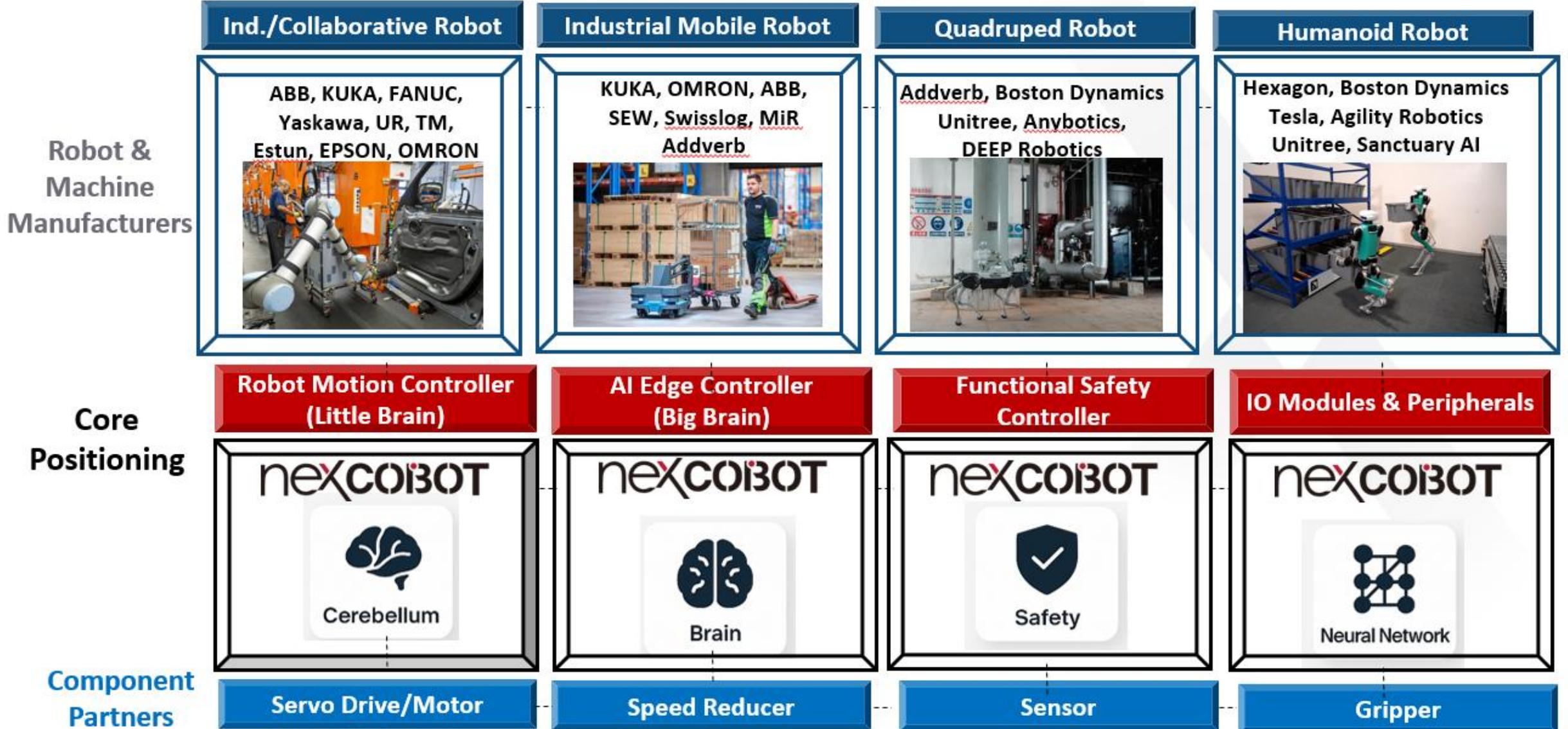
NTD ,000	2025/9/30	2024/9/30	YOY
Short-term Bank Loan	833,560	1,341,500	-38%
Accounts Payable	831,926	760,563	9%
Other Payable	430,546	505,489	-15%
Other Current Lia.	241,747	281,508	-14%
Current Lia.	2,337,779	2,889,060	-19%
Other Lia.	412,500	441,391	-7%
Total Liabilities	2,750,279	3,330,451	-17%
Common Stock	1,412,265	1,412,265	0%
Capital Surplus	375,545	375,545	0%
Legal/Special Reserve	454,898	467,035	-3%
Retained Earnings	871,961	828,440	5%
Other Equities	(31,494)	(6,123)	414%
Minority Interest	43,178	70,583	-39%
Total Equities	3,126,353	3,147,745	-1%

Key Financial Ratio

	2025/Q3	2024
AR Turnover Days	72	82
Inventory Turnover	167	185
Current Ratio	1.50	1.43
Quick Ratio	0.78	0.91
Debt Ratio	0.47	0.47

Status in Robotic

NexCOBOT delivers the most essential and modular controllers for robotics — the Brain, the Cerebellum, the Neural Network, and the Safety Controller — empowering intelligent and secure automation

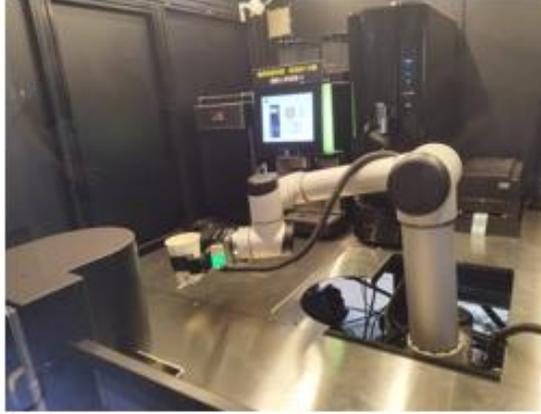


Diverse Applications with NexCOBOT Controllers

7-Axes Dual Arm Robot



Coffee Making Cobot



Humanoid Robot



Recycling Robot



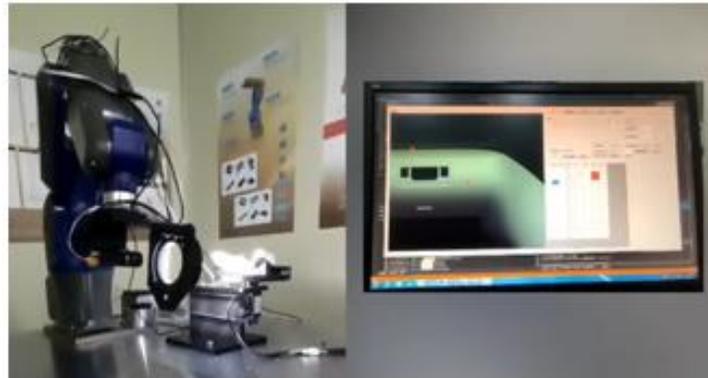
Automated Screwing



Glue Dispensing Robot



AI Defect Inspection Robot



Wafer Cassette Moving AMR



We Make Building Smart & Safe Robots Easy

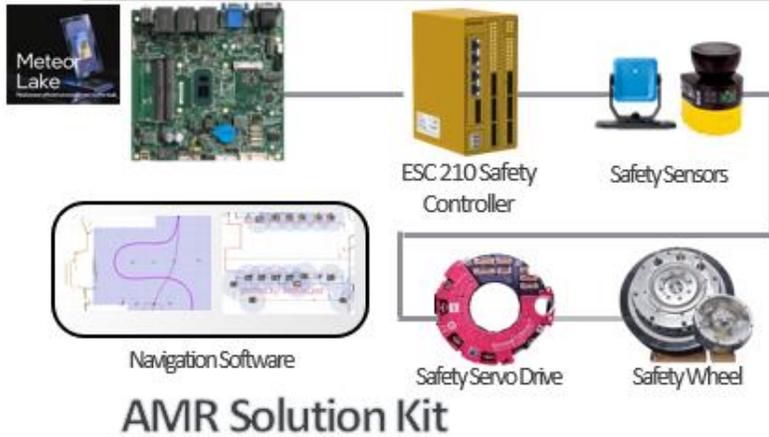
Functional Safety



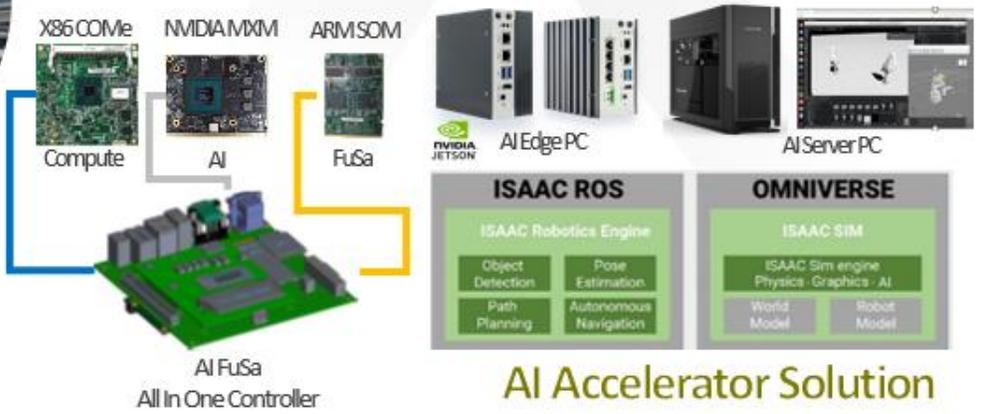
Safety over EtherCAT



Robot Control



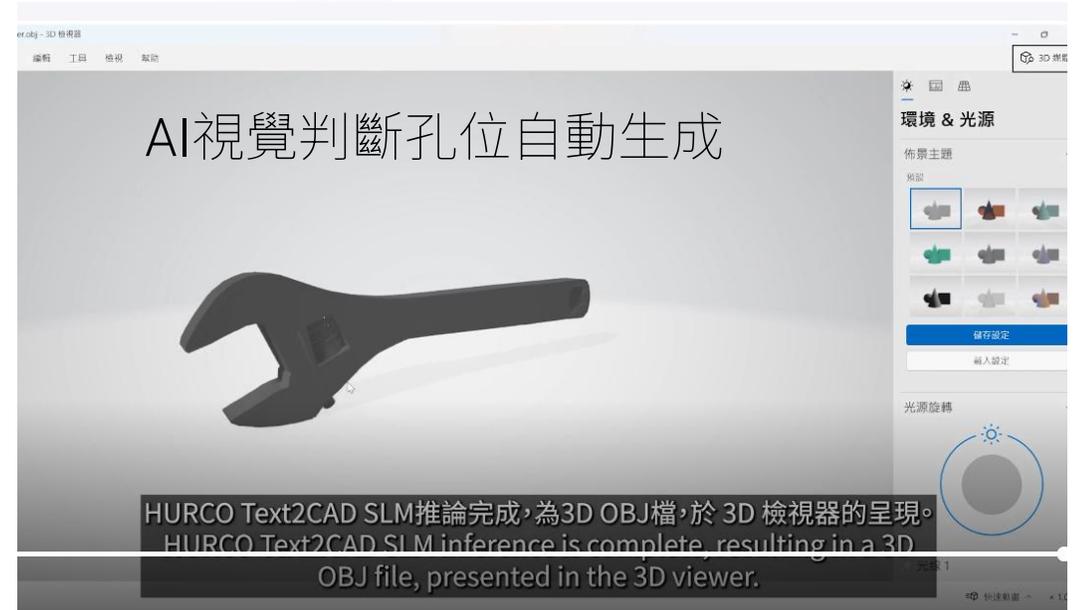
Smart Robot Solution
Building Blocks
for Manufacturing & Integration



AI Machine Controller Solution



控制器 + AI小語言模型



1. 設計自動編程：

客戶設計-->AI 生成 3D CAD→控制器自動執行,免工程師手寫，快速又省力

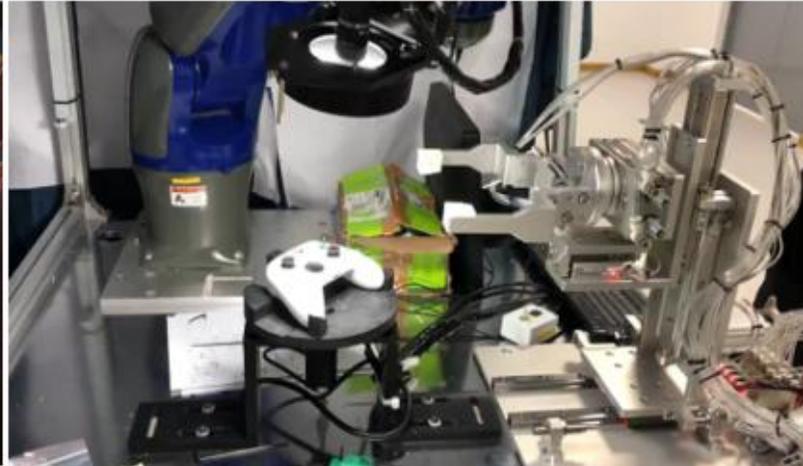
2. 模具視覺判斷：

AI視覺自動判斷孔位調整，取代老師傅經驗，精準高效

AI Industrial Robot Controller for Smart Manufacturing



Conveyor Tracking
Integration of AI Vision, Motion Control,
Encoder Sensor

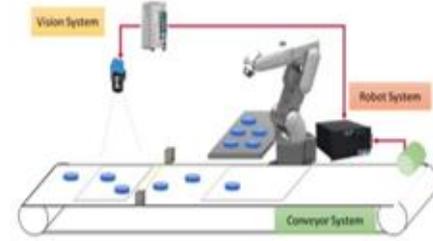


CAD to Motion
AI Defect Inspection

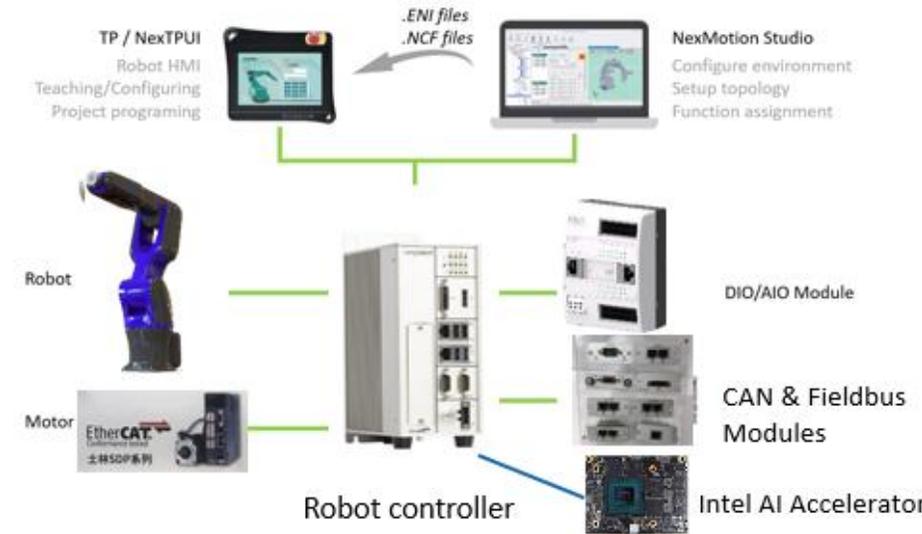
AI Robot controller



CAD to Motion Inspection SW

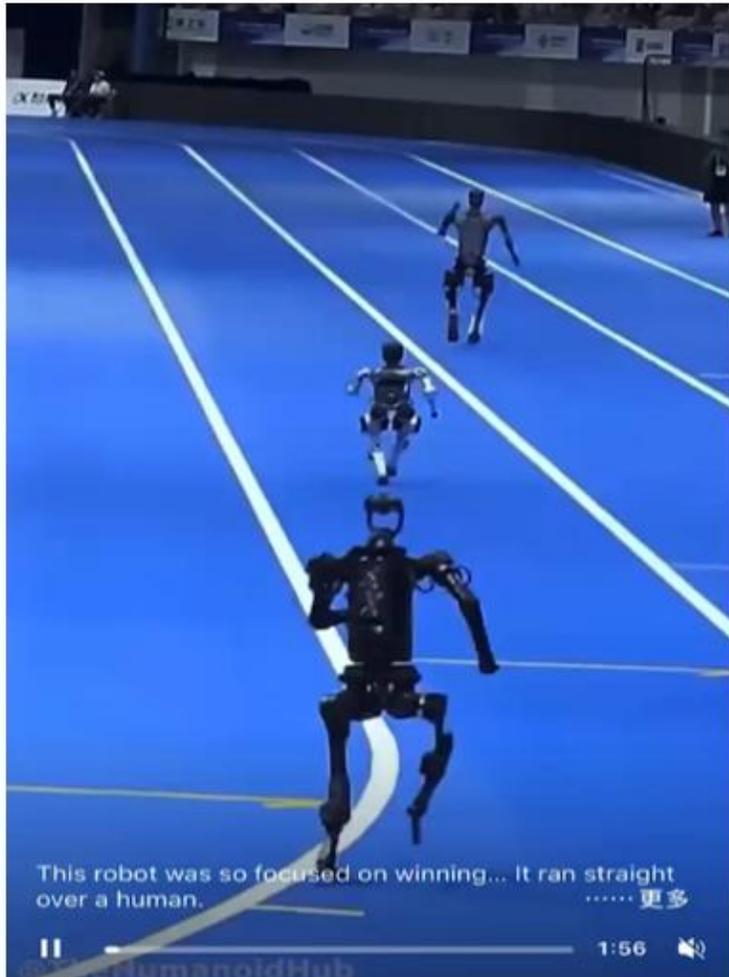


Conveyor tracking Software



Physical AI Starts to Boom

- ✓ VLA, VLM Advancements
- ✓ **Integrate Safety from Day 1**
- ✓ Competitive Cost
- ✓ **Modular and Open Architecture**



Importance of Functional Safety

The new ISO 10218-1:2025 and ISO 10218-2:2025 standards were released in February 2025, replacing the previous 2011 editions. These standards respectively define the safety requirements for industrial robots (Part 1), and the safety requirements for robot systems, robot applications, and the integration of robot cells (Part 2).

Humanoid Safety new safety standard: ISO/AWI 25785-1

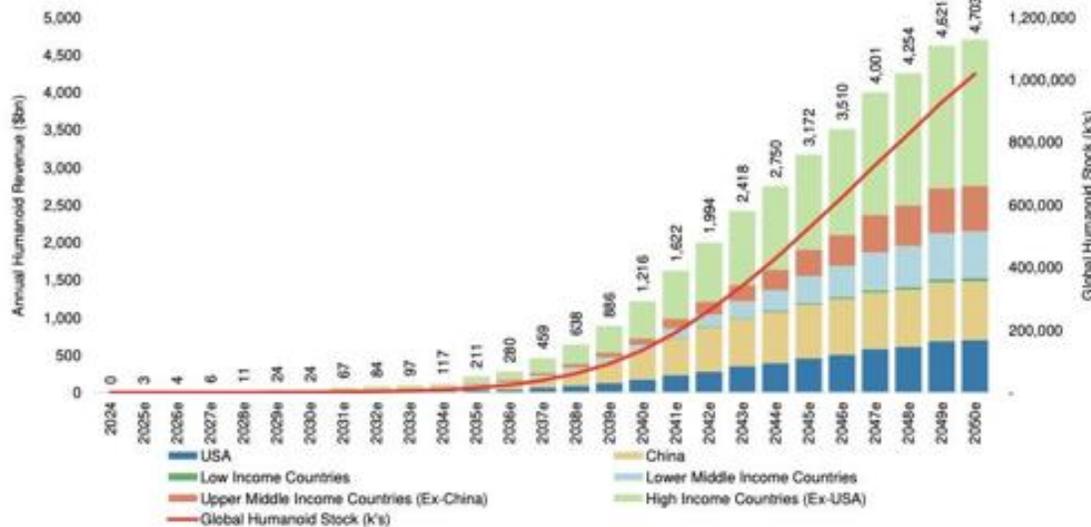
⚠️🚫 Tip-overs and motion safety

🔒🔑 Cybersecurity

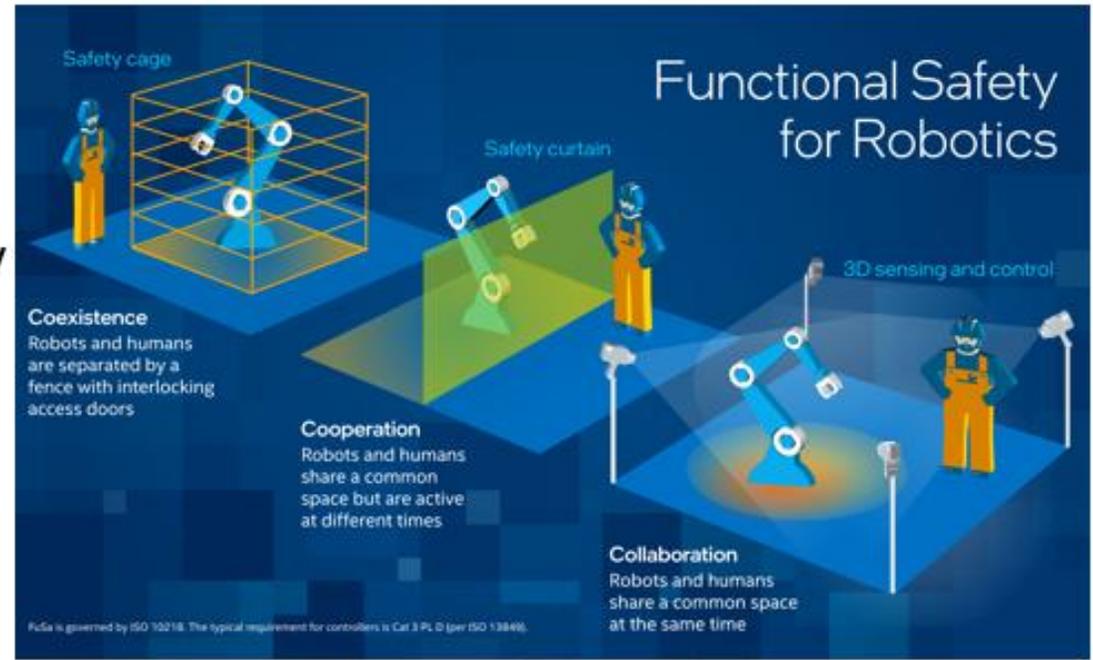
⚙️📦 Reliability/ Stability

🤖 AI Technology: VLA & VLM

Exhibit 1: Estimated Global Humanoid Revenue by Year



Source: Morgan Stanley Research estimates



ISO 10218-1, -2: adopted or used...

- Europe: Harmonized EN standards
EN ISO 10218-1:2011, EN ISO 10218-2:2011
- Australia: AS 4024.3301 & 4024.3302:2017
- Brazil: reference only
- Canada*: CSA Z434-14 (Part 1 and Part 2)
Part 2 deviations: mostly added USER requirements
- China: GB 11291.1-2011 & GB 11291.2:2013
- India: Intended adoption
- Japan*: JIS B 8433-1:2015 & JIS B 8433-2:2015
- Korea: KS B ISO10218-1 & KS B ISO10218-2
- Mexico: Intended adoption
- Russia: GOSH R 60.1.2.1-2016 & GOSH R 60.1.2-2016
- Singapore: SS ISO 10218-1:2015 & SS ISO 10218-2:2015
- UK: BS EN ISO 10218-1:2011 & BS EN ISO 10218-2:2011
- USA: ANSI/RIA R15.06-2012 (includes Part 1 and Part 2)



Source: ISO/DIS 10218-1,2, -2 ballot responses with added research 3 Sept 2022

MARS400 T10 NVIDIA® Jetson Thor™ Humanoid Robot Controller



Exceptional AI Performance in
a Compact Design



Modular Expansion I/Os and
Enclosure Options



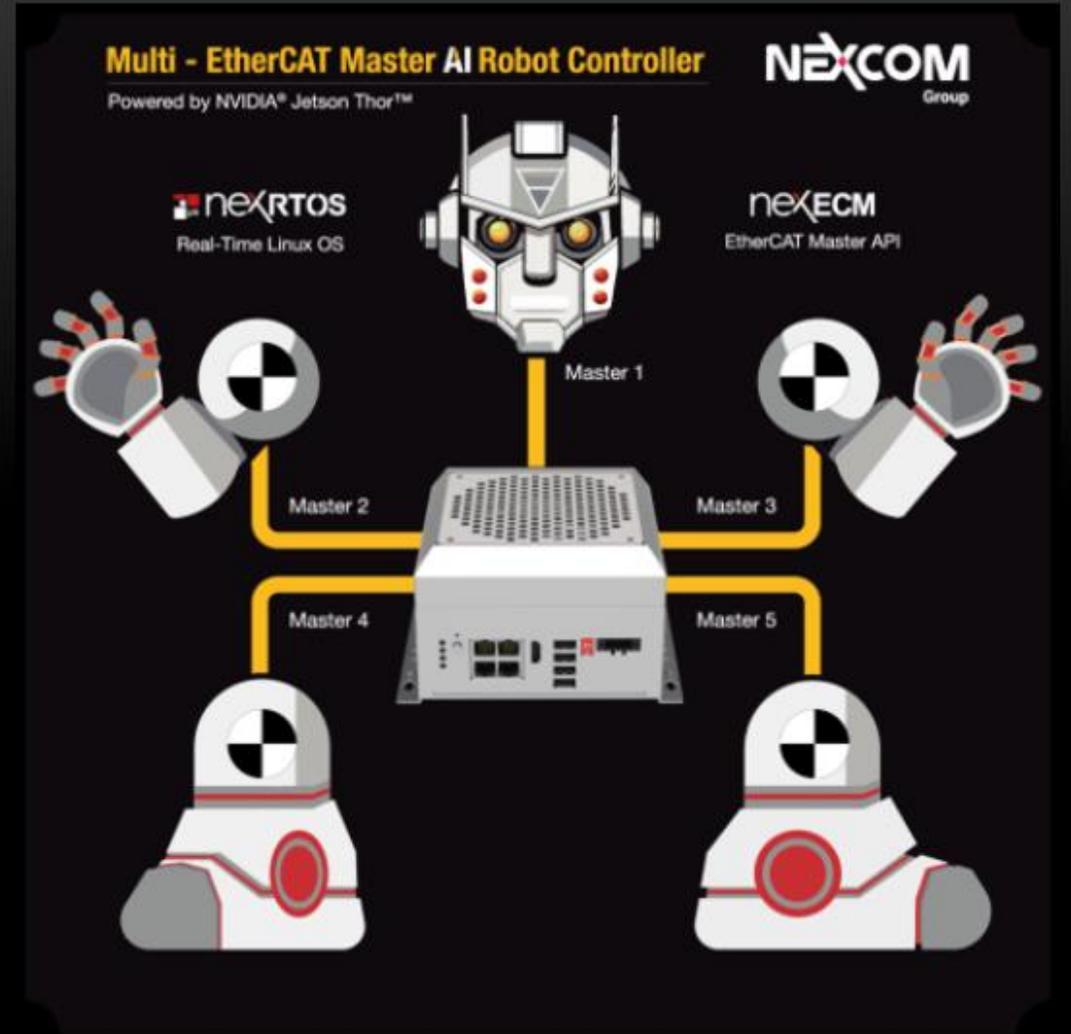
Integrates Optional Functional Safety
Control Module



High-Precision Motion Control &
Real-Time Performance



Supports Multiple EtherCAT Masters
for Humanoid Robots



Humanoid and Quadruped Controllers



Functional Safety Controller ESC 210



Safety Software, Certification
Engineering Service

- Safety Document
- Safety App
- Safety Protocol
- Safety Diagnose
- Safety Kernel
- Safety ...
- Safety ...
- Safety ...



SIL3/HFT=1

Actuators



AI Edge Controller MARS400

NVIDIA Jetson Thor

- Robot Big Brain
- Robot Little Brain
- Robot Vision



Real-time Motion Control
Software

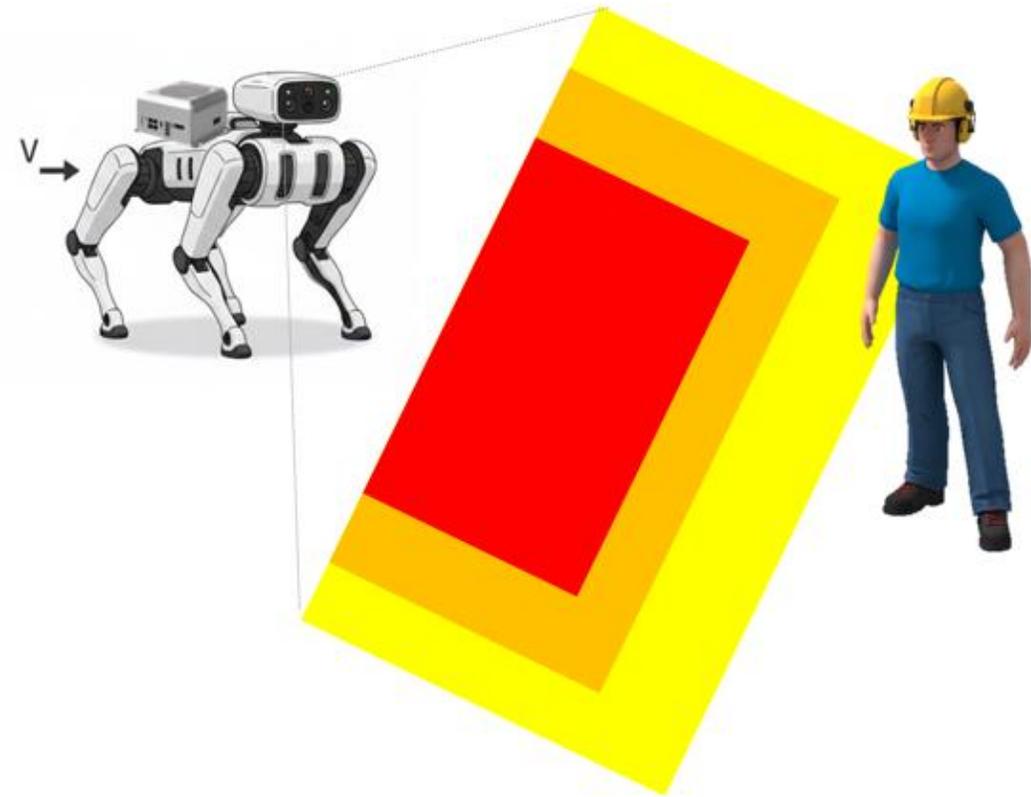


NVIDIA Software Stack

- NVIDIA JetPack
- NVIDIA Isaac Manipulator
- NVIDIA Jetson Services
- ...

Embodied AI & Safety Applications

Human detection and velocity limiting



Behavior
Stability
Motion

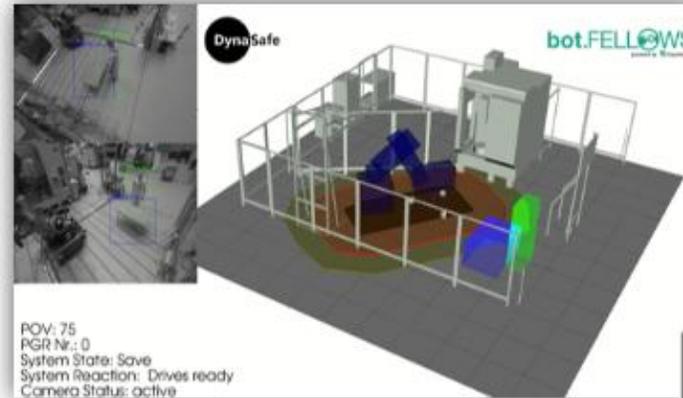
AI BEHAVIORAL SAFETY

+

SAFE HUMAN DETECTION

+

MULTI-AXIS SAFE MOTION



POV: 75
PGR Nr.: 0
System State: Save
System Reaction: Drives ready
Camera Status: active

Human detection, tracking
Real-time system reaction
Dynamic object classification
Dynamic safety zones

Is a human exposed to danger?



NEXCOM

THANK YOU

NEXCOM

Q & A