

Stock Code 8047



Great Computer Corporation

Corporate Presentation

Date: 22 December, 2022

Presented by: President and CEO Liang Shih

■ Disclaimer

The information provided in this presentation contains all forward-looking statements and will not be updated as a result of any new information, future events, or circumstances that may arise. Great Computer Corp. (GCC) assumes no responsibility to update or correct the content of the presentation data.

The information provided in the data in this presentation does not express or imply any representation or warranty of accuracy, completeness or reliability, nor does it represent a complete statement of the Company, the state of the industry or subsequent material developments.

Presentation Outline

- I Company profile 03
- II Products and Services 06
- III Overview of Operation and Finance 15
- IV Future Outlook Strategy 19
- V Questions and Answers (Q & A) 20



I Company Profile

Company name: Great Computer Corporation (stock code: 8047)

Date of incorporation: 20 April 78, 1989

Amount of paid-up capital: NT\$416,663,430

Date of OTCBB: 9 Feb., 2004

Chairman: Chin Sen Lai

Taiwan Headquarters: 4F-1., No.236, Fude 2nd Rd., Xizhi Dist., New Taipei City 22151, Taiwan

Factory Location: Xizhi Factory: 5F-1., No.236, Fude 2nd Rd., Xizhi Dist., New Taipei City 22151, Taiwan

Kunshan Factory: No.1, Chen Feng Road, Yushan, Kunshan, Jiangsu, China

Business Philosophy

Our company is dedicated to pragmatic management attitude, through high quality to improve the added value of products, and indeed implement the values of "integrity, customer-oriented, quality, innovation - execution", to play the "GCC people" unity and harmony, common prosperity and sharing of the whole management concept.

Contact Info



GCC Headquarters Inc.
4F-1., No.236, Fude 2nd Rd., Xizhi Dist.,
New Taipei City 22151, Taiwan
Tel : +886-2-26946687
Fax : +886-2-26946875
sales@gccworld.com



GCC USA, Inc.
20453 E Valley Blvd. Walnut, CA 91789
Tel : +1-909-718-0248
Fax : +1-909-718-0251
sales@gccamerica.com



GCC China
No.1, Chen Feng Road, Yushan, Kunshan,
Jiangsu, China
Tel : +86 512 5726-1515
Fax : +86 512 5726-1518
marketing@gcc-china.com



GCC Europe
Eglantierbaan 43-45, 2908 LV,
Capelle ann den IJssel, The Netherlands
Tel : +31-(0)10-4589367
eusales@gccworld.com

Company History

April, 1989



GCC was established

January, 1991

The factory was relocated to the current site in Xizhi, covering an area of approximately 2,000 square meters, in order to expand the business.

March, 1995

Development of the first generation of vinyl cutter transformed from platform plotters.

August, 1996

Development of the second generation of vinyl cutter.

1996, December

First ever won Taiwan Excellence Award for recognition.

October, 1997

GCC opened a freight forwarding centre in the Netherlands, Europe.

July, 2000

Launch of the Neptune, a large format laser engraving machine for industrial use.

April, 2000

Launch of Venus, the lightest and smallest laser engraving machine in the world

October, 1999

Successful launch of GCC LaserPro® new generation of laser engraving machines - the Mercury series

January, 1999

The GCC LaserPro Mercury series won the Taiwan Excellence Award.

July, 1998

Development of the first generation of laser engraving machines.

October, 2000

Established Great Computer (Kunshan) Co., Ltd.

March, 2001

GCC America, Inc. is located in California, USA.

August, 2002

Launched the first fully self-developed large format thermal transfer color printer in the country.

October, 2002

Winner of the 5th Rising Start Award.

June, 2003

GCC Europe is based in the Netherlands.

October, 2003

Winner of the 12th National Award of Outstanding SMEs.

Feb., 2004

Listed on OTCBB

December, 2004

In partnership with the Digital Inkjet Printing R&D Consortium, GCC became the fourth company team in the world to successfully develop a fully automated system for inkjet printing.

February, 2005

GCC's Kunshan plant was ISO 9001:2000 certified.

October, 2005

New product launch in Asia - StellarJET 250UV digital inkjet printer.

March, 2006

New product launch for Asia and the Americas, the Sable vinyl cutter.

November, 2022



Winner of the Taiwan Excellence Award for 25 consecutive years.

April, 2019

GCC 30th Anniversary.

November, 2009

Awarded the 17th Excellent Corporate Innovation Award under Industrial Technology Advancement Award.

April, 2008

GCC LaserPro S290 laser engraving machine, winner of the Outstanding Photonics Product Award 2008.

April, 2006

GCC LaserPro Spirit laser engraving machine, winner of the Outstanding Photonics Product Award 2006.

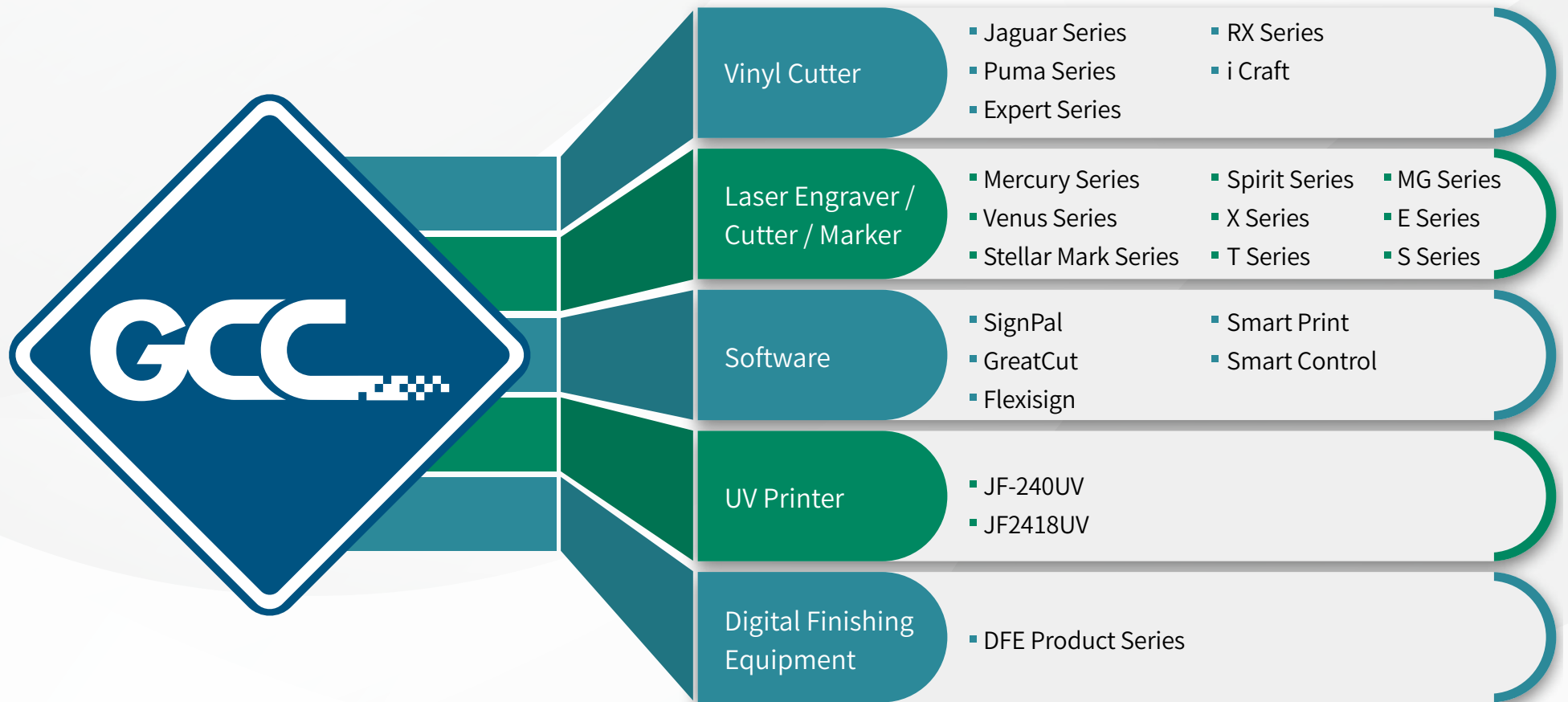


II Products and Services

✦ Main Business Items

- 01** Research and development, manufacture, sales and maintenance of vinyl cutters.
- 02** Research and development, manufacture, sales and maintenance services for laser engravers, cutters and markers.
- 03** Research and development, manufacture, sales and maintenance of UV digital inkjet printers.
- 04** Research, development and sale of application software
- 05** Research, development, manufacturing, sale and maintenance service of digital finishing equipment.

✦ Products and Services



➤ Important uses for GCC products

Vinyl cutters

Cut from a variety of vinyls and papers, can be used for advertising signs, signs, posters, promotions, shop fronts, window displays, car detailing, cards, artwork, etc.

Laser engravers / cutters

Metal materials: iron, copper, aluminum, etc. can be used for metal signs, jewellery, sheet cutting, etc.

Non-metallic materials: wood, acrylic, leather and various stones can be used for advertising signs, advertising signs, gifts, stationery, souvenirs, handicrafts and artwork production.

UV digital inkjet printer

Vinyl, acrylic, metal, paper, canvas and plastic tiles for signage, advertising signs, posters and shop fronts. The output of glass, aluminum and tiles can be used for interior decoration, building materials and other customized applications as well as personalized gift items.

➤ Overview of industrial applications

➤ Vinyl cutters

Nowadays the industry related to vinyl cutters is a mature industry, mainly for advertising-related business as a tool for the production of outdoor advertising (such as billboards, traffic signs, posters, etc.). At present, there are two groups of customers for which vinyl cutters continue to grow; firstly, entry-level hobby users and DIY customers, and secondly, professional and unique applications that require high-quality and high-performance vinyl cutters, such as the use of reflective film, while new applications come from the use of car wrapping, and the demand in this area is growing quite strongly.

➤ Laser engravers, cutters and markers

Laser machines are used for non-contact engraving, cutting or marking of various materials by laser beam, and are part of the optoelectronic industry. Laser processing machines are growing in scale and output value, in addition to engraving, cutting and marking, there are other applications such as micromachining, drilling and welding in the material processing field. The global laser engraving and marking market, in which laser engravers and laser markers are located, accounts for approximately 12% of the overall laser processing market; Laser Focus World magazine also estimates that the global laser processing market will continue to grow by 10% in 2022, but this figure may be revised downwards due to the impact of COVID-19 and the Russian-Ukrainian war.

With the economic take-off and development of emerging countries such as India, Eastern Europe and China, the demand for laser cutters and markers continues to grow. The need to maximize the quality of the product and the cost/performance ratio is a necessary condition for competition.

It is also important to make high value-added products with sufficient product differentiation and not to engage in a price war with Chinese machines.

➤ UV digital inkjet printers

The market size and production value of UV digital inkjet printers is growing year on year, and they can be applied to materials other than traditional rolls such as paper and canvas, which are commonly used in the advertising signage industry, and can also be printed directly on polypropylene hollow board, foam board and other boards, eliminating the need for a transfer process. This makes it very attractive to the high wage regions of Europe and the USA.

In addition to the traditional advertising sign industry, it can be directly applied to various printing materials such as glass, acrylic and metal, as well as to clothing materials, allowing the application industry to extend to interior decoration, building materials and clothing and personalized gift items.

This product is a developmental and forward-looking alternative to traditional printing processes, with its ability to create customized products and cross-industry applications.



➤ Upstream, midstream and downstream industry linkages

➤ Vinyl cutters

The upstream industries for vinyl cutters are motors, rollers, steel plates, aluminum extrusion, moulds, electronic materials and motherboards. All of these industries are mature and there is no shortage of upstream components.

The midstream industry is the manufacturing and supply industry for vinyl cutters and adhesive vinyl.

The downstream industries are advertising signs, traffic facilities, marketing companies, printing, clothing, art design and production, art supplies, car beauty, etc. - even extending to the general DIY clientele, there is still high growth potential.

➤ Laser engravers and cutters

The upstream industries of laser engravers and cutters are optical components, motors, laser tubes, steel plates, moulds, software, electronic materials and motherboards. With the exception of laser tubes, which are in the hands of a few well-known international manufacturers, all other industries are very mature and have a wide range of upstream parts and accessories.

Midstream industries are laser engraving machines, mechanical engraving machines, grinding machines, cutting machines, agents for CNC machines or value added system integration industries. Downstream industries are advertising signs and displays, marketing companies, gift industry, handicraft industry, electronic parts manufacturing, printing industry, stationery industry, trophy and award industry, textile industry, garment industry, art design and production industry, art supplies industry and hobby users and DIY customers.

➤ Laser markers

The upstream industries of laser marking machines are optical components, motors, laser tubes, steel plates, moulds, software, electronic materials and motherboards. With the exception of laser tubes, which are in the hands of a few well-known international manufacturers, all other industries are very mature - with a wide range of upstream parts and accessories.

The midstream industry is the distributor of laser marking machines and laser engraving machines or the value-added system integration industry.

The downstream industries are IC packaging and testing, PCB/SMT manufacturing, 3C shell processing, touch panel, metal parts manufacturing, packaging and other industries.

➤ UV digital inkjet printers

The main key components are: print heads, inks and UV lamps. Apart from the print heads, which are held by the major international manufacturers, other components such as inks, UV lamps, motors, sheet metal parts and electronics are sourced from a variety of sources.

The midstream industry is the distributor or manufacturer of inkjet output printers including UV, aqueous and solvent-based inks, and other consumables such as cardboard, pearl board, plastic tile board, acrylic, glass and textile materials.

The downstream industries are advertising companies, outdoor poster output centers, various output centers, customized interior building design, pad printing, screen printing, post-printing, garments, embroidery and gift items.

➤ Product trends

➤ Vinyl cutters

Vinyl cutters are already a mature product, with mature technology and high stability, and are mainly used as production equipment. As the markets of advanced countries such as Europe, the USA and Japan have always valued quality, there is a stable market for high precision, multifunctional and high quality products, while the emerging markets value price and durability. The future development of products will be polarized. In the long term, due to the rapid growth of modern technology and information, there are a large number of potential consumer groups for vinyl cutters, such as those for electronic film materials and car wrappings. These consumer groups can be divided into industrial users and commercial users. The effective exploration of the specific applications of these potential consumer groups will be the focus of new product development in the future. We are always aware of the feedback from the market, our customers and consumers, so that we can provide competitive products that the market really needs.

➤ UV digital inkjet printers

Digital inkjet printers can be printed and dried directly on the surface of the printed material, expanding their range of applications. Unlike screen printing, digital printing without plate making is more attractive and environmentally friendly for print-on-demand customized applications and personalized gift items. With the diversification of printing materials and the development of more inks and primers with different properties, Digital inkjet printers can be used to replace glossy glass or curved surfaces such as car wrapping or clothing materials.

➤ Laser engravers and cutters

Although the use of laser engraving and cutting has been around for a long time, the United States was the first country to develop such products, but the growth rate has slowed down. Since the launch of its innovative laser machine in 1998, GCC has led the industry with a number of technologies that have become the standard, such as 3D engraving technology, due to its user-friendly interface and many innovative designs and patents. In the future, laser engraving machines will continue to develop in the direction of ease of operation, versatility and high speed. Due to the wide range of applications of laser engravers, new applications are constantly being developed, such as in the apparel market, jewellery market, keyboard manufacturing, semiconductor processes, touch panels, engraving material supply industry, trophy and award industry, customized gift industry, etc., contributing to the development of the laser engraver industry and replacing many conventional machines and equipment.

➤ Product competition scenario

➤ Vinyl cutters

The current market distribution in developed countries such as Europe, America and Japan still accounts for 70% of the market. China, India and Central and South America are emerging markets and the future is promising. After years of strong competition from our company, there are only four to five major foreign competitors left (Graphtec, Roland, Mimaki, Summa, etc.) - China has many low-cost stepper motor cutters interfering with the market. Because they occupy the lowest end of the market, their quality and market price are too far apart from GCC's to pose much of a threat. GCC is now the world's second large seller of servo-motor vinyl cutters and is expected to become number one soon.

➤ Laser engravers and cutters

In the past ten years, this kind of laser engraver was exclusively owned by ULS of the United States, and Epiolg of the United States joined the competition five years later. However, since our company joined in 1998, with the X-Y axis control and DC servo motor control technology and new unique innovation patents, it has been ranked among the best in the industry in terms of the number of installed machines and growth rate in the world. In the product review of American professional magazine - GraphicsPro, GCC's laser engravers are listed in the A+ rating. As GCC continues to invest in the development of laser related models, and has enjoyed high brand popularity by operating its own brand GCC LaserPro for many years, the market has entered a diversified growth period after development and education. This trend is extremely conducive to the growth of the company's future performance. At present, GCC's market share is among the top three in the world.

➤ UV digital inkjet printers

At present, in addition to European and American countries, Japan has a large market in solvent printer. In addition, HP has acquired three companies since 2006, expanding its product line from desktop to commercial and industrial. Well-known brand entry into niche markets, especially in the use of UV and Latex inks, might be a trend in the future.

Another opportunity is the development of niche products, such as the flatbed UV inkjet printers launched in 2016, which are designed for the customized gift industry and can be used in conjunction with laser models to great effect.

At present, the main competitor is the Japanese M brand, other Chinese low-cost models also due to poor quality and stability, and cannot enter Europe and the United States and other advanced countries, the company's products are mainly embossed and gold foil printing as the demand, in the tactile printing ahead of competitors, such as the use of blind braille, etc.

||||||| Vinyl cutters ||||||

||||||| Laser engravers and cutters ||||||

UV digital inkjet printers ||||||

✦ Long and short term business development plans

➤ Short-term plans

A Marketing Strategy

- (1) We will continue to expand our market share and accelerate our growth by our own branding and ODM strategies and moving towards manufacturing services to provide the best quality of service to our customers.
- (2) In the past, our products have held a leading position in specialized markets. In the future, we will continue to expand our core technologies to differentiate ourselves from our competitors.

B Production policy

In addition to our production line in Taiwan, we have also set up a production line in Kunshan, China, to manufacture and supply to the global market on the one hand and to meet the needs of the China market on the other. The production strategy is to produce a small number of vinyl cutters and laser engravers with basic volume and stability in the China factory, while a small number of laser engravers and inkjet printers are manufactured in the Taiwan factory.

C Product development direction

One of our competitive advantages is the cost effectiveness of our product line. We will continue to extend our product range and develop toward the integration of automation systems while seeking opportunities to cooperate with different companies (including machines, software, and consumables), in order to provide our customers with unique and profitable equipment and a successful business model. On the other hand, the company is moving towards the middle and lower end of the market, providing the best equipment for Makers, workshops and small and medium-sized enterprises to make money.



➤ Long-term plan

A Marketing Strategy

We will continue with our short-term strategy, but will invest more resources in channel and online marketing and move towards ODM services.

B Production policy

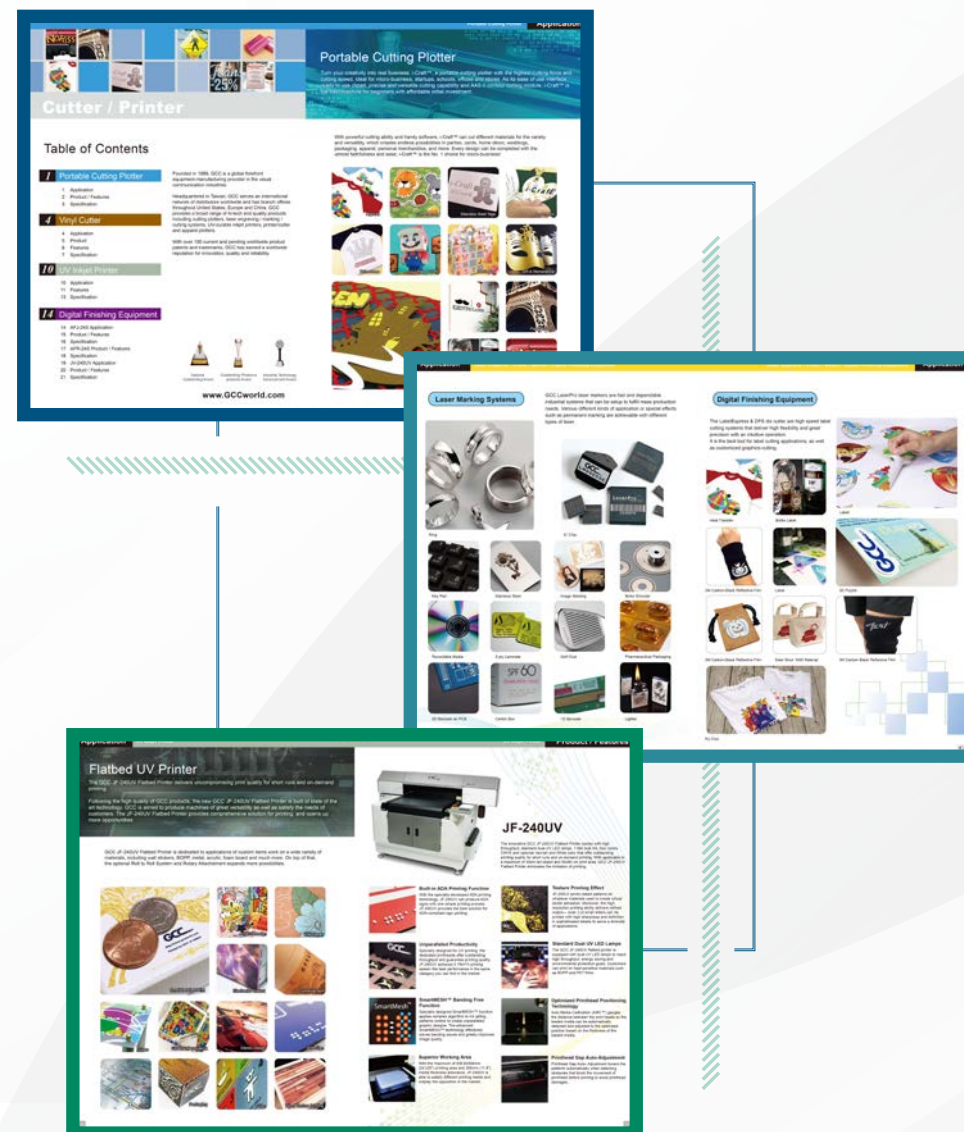
GCC will continue to follow short-term strategy and it will be necessary to expand production facilities and capacity utilization in Kunshan, China in the future.

C Product development direction

- (1) GCC will continue to develop our products on a short-term basis and further develop strategic alliances with customers and suppliers to develop unique, innovative or irreplaceable technologies in response to market needs, leading to the development of revolutionary new products.
- (2) Further development of high value-added products and automated systems.

D Scale of Operation and Financial Cooperation

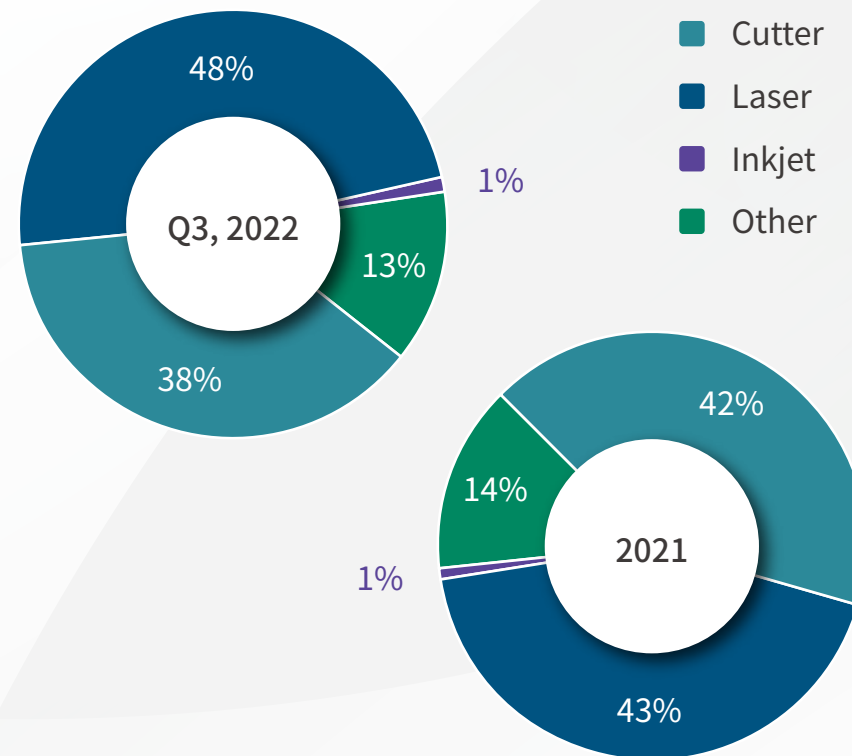
- (1) Through long-term and close internal communication and staff training, we cultivate the professionalism and moral quality of our staff to build up a good corporate culture and enhance the company's image in the market.
- (2) Continued strengthening of financial expertise - robust preparation and planning for international partnerships and overseas investments.
- (3) Enhancing ESG performance through sustainable investment while building a low-carbon operating model.



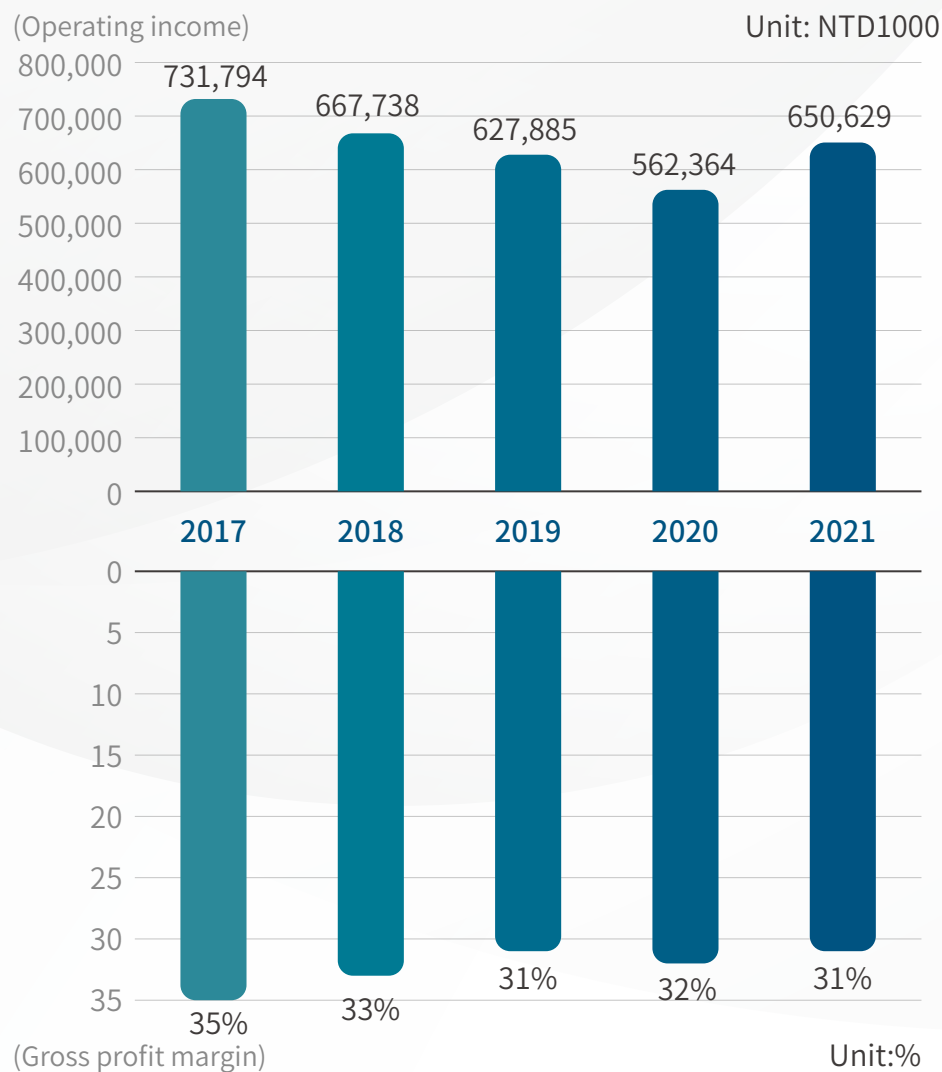
III Operation and financial position

✦ Operation Overview

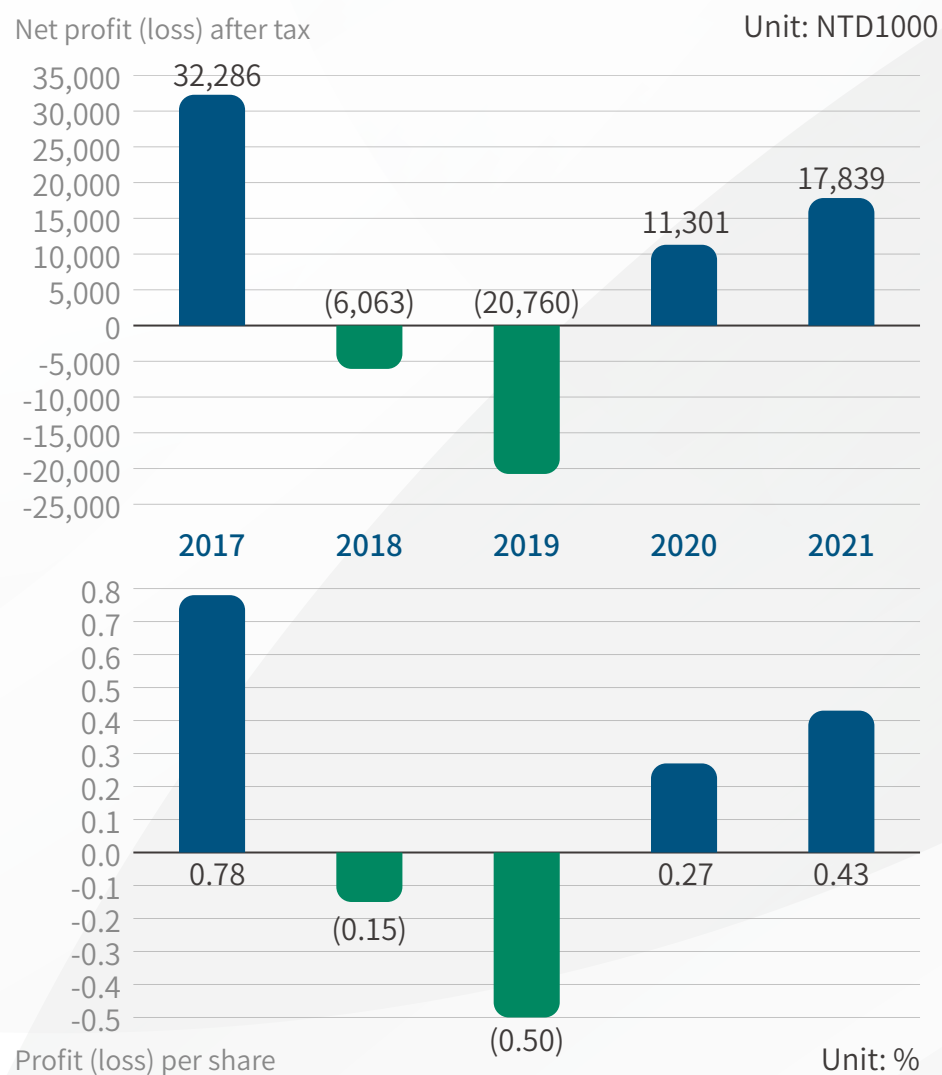
➤ Revenue share by products



➤ Operating income and gross margin for the last 5 years



➤ Profit or loss after tax and earnings per share for the last 5 years



✦ Significant consolidated financial information (historical review)

➤ Consolidated Balance Sheet

Unit: NTD1000

Item	Year	2019	2020	2021
Current assets		415,585	478,083	498,937
Property, plant and equipment		103,727	93,151	86,137
Intangible assets		2,965	1,637	1,676
Other assets		97,356	29,697	74,399
Total assets		619,633	602,568	661,149
Current liabilities	Pre-distribution	115,638	120,594	174,513
	After distribution	115,638	126,844	184,930
Non-current liabilities		11,415	1,432	146
Total liabilities	Pre-distribution	127,053	122,026	174,659
	After distribution	127,053	128,126	185,076
Equity attributable to owners of the parent company		492,580	480,542	486,490
Share capital		416,663	416,663	416,663
Capital surplus		8,839	8,839	8,839
Retained surpluses	Pre-distribution	94,508	103,441	116,710
	After distribution	94,508	97,190	106,293
Other equity		(27,430)	(48,401)	(55,722)
Treasury stock		0	0	0
Non-controlling equity		0	0	0
Total equity	Pre-distribution	492,580	480,542	486,490
	After distribution	492,580	474,291	476,073

➤ Consolidated Statement of Comprehensive Income

Unit: NTD1000

Except NTD for (loss) earnings per share

Item	Year	2019	2020	2021
Operating income		627,885	562,364	650,629
Gross operating profit		193,485	179,462	202,334
Operating profit and loss		(21,822)	(11,231)	6,426
Non-operating income and expenses		2,083	22,941	12,404
Net profit before tax		(19,739)	11,710	11,710
Net profit for the period from continuing business units		(20,760)	11,301	17,839
Gain or loss on discontinued operations		0	0	0
Net profit (loss) for the period		(20,760)	11,301	17,839
Other comprehensive income or loss for the period (net of tax)		(9,654)	(23,339)	(5,641)
Total comprehensive profit or loss for the period		(30,414)	(12,038)	12,198
Net profit attributable to owners of the parent company		(20,760)	11,301	17,839
Net profit attributable to non-controlling equity		0	0	0
Total comprehensive profit or loss attributable to owners of the parent company		(30,414)	(12,038)	12,198
Total comprehensive profit or loss attributable to non-controlling equity		0	0	0
Earnings per share (NTD)	Before retrospective adjustment	(0.50)	0.27	0.43
	After retrospective adjustment	(0.50)	0.27	0.43

IV Future Development Strategy



V | Q&A

Q & A



THANK YOU!