

Castles Technology

Code (5258)

Investor Conference

2025/08/14

www.castlestech.com



Agenda

1. Company Overview and Operational Performance
2. Product Portfolio and Market Trend
3. Growth Strategies and Future Outlook

1. Company Overview & Operational Performance



Delivering
Innovation
and **Trust.**

Company Overview

Establishment

Over 30 years of industry experience since 1993

Headquarters

New Taipei City, with global presence in over 50 countries

Technological Position

Leading brand in Android smart payment devices, with cloud integration advantages

Core Business

IC chip card readers, POS terminals, and self-service payment solutions

Technological Position & Core Business



Cloud Service & Software Integrations

Provides comprehensive SDK, Remote Management, and Security Modules



SoftPOS Payment Solution

Transaction processing without dedicated hardware, supporting small merchants



Unattended Payment Terminals

Used in parking lots, vending machines, charging stations, and more



Android / POS Terminals

Compliant with the latest global payment standards (PCI PTS 6.x / 7.0)



Operational Performance & Financial Overview

3.489B

Consolidated Revenue

NT\$ 3.598 billion in 2024H1, down 3% YoY

Stable

Cost Control

Proactively adjusting the cost structure to enhance operational efficiency

Enhancement

Software and Cloud Ratio

Increased ratio of high-margin services to optimize overall profitability

Diversify

Global Presence

Reduced single market risk and enhance operational stability

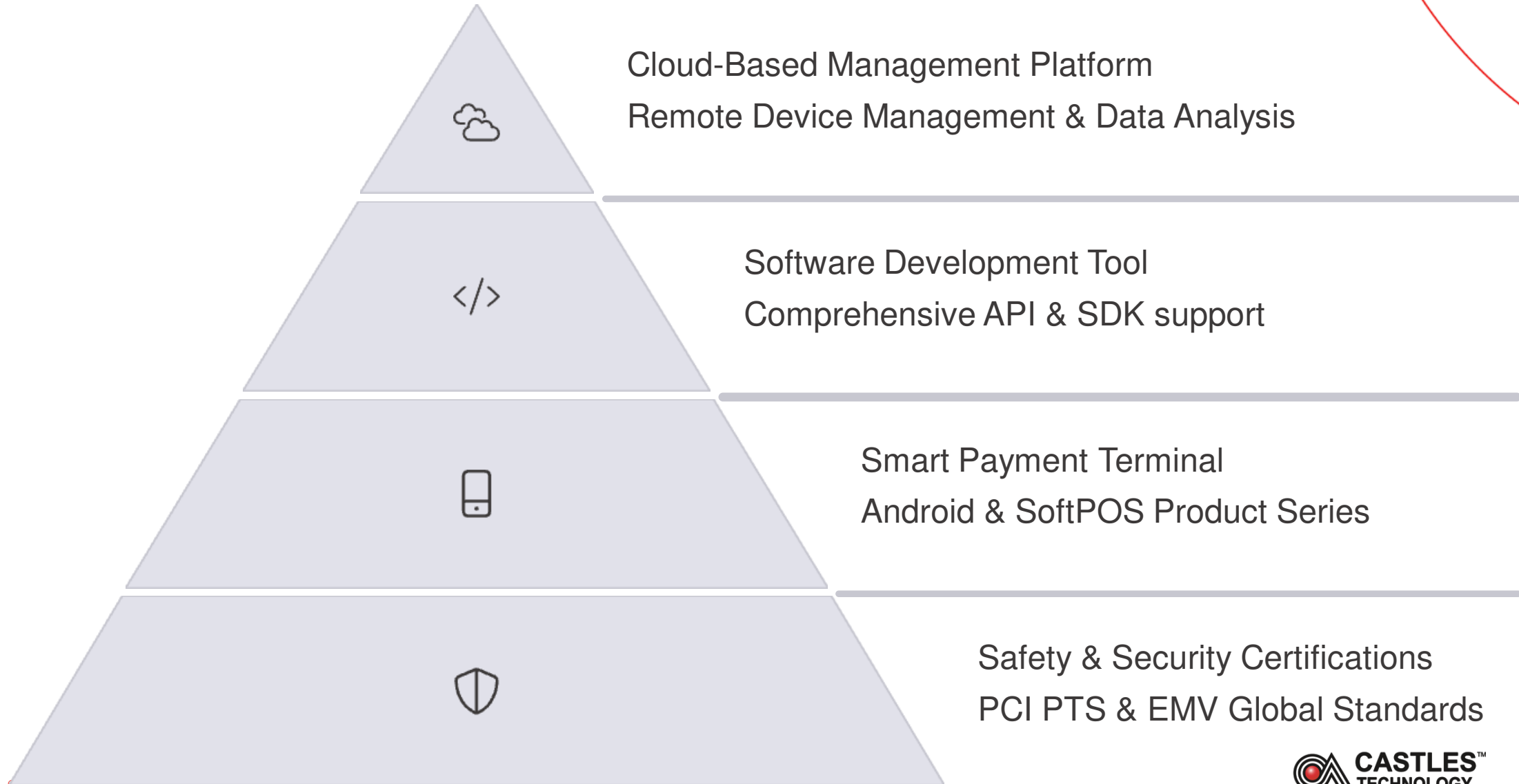
Operational Performance & Financial Overview

項目	2025 Jan-June	%	2024 Jan-June	%	YoY
Revenue	3,489.81	100%	3,598.57	100%	(3%)
Gross profit	1,185.35	34%	1,176.72	33%	1%
Operating expenses					
Selling expenses	282.31	8%	252.16	7%	12%
Administrative expenses	258.75	7%	241.93	7%	7%
Research and development expenses	376.12	11%	353.08	10%	7%
Impairment loss (reversal of impairment loss)	67.76	2%	20.56	0%	230%
Total operating expenses	984.94	28%	867.73	24%	14%
Net operating income	200.41	6%	308.99	8%	(35%)
Profit before income tax	105.28	3%	477.82	13%	(78%)
Comprehensive income	49.89	2%	341.07	9%	(85%)
EPS (NTD)	0.30	100%	3.06	100%	(90%)

Unit : NT\$ Million
(except EPS)

2. Product Portfolio & Market Trend

Product Portfolio & Core Advantages



Market Trends & Industry Dynamics



- Android POS becomes mainstream
- Penetration growth continues, replacing traditional systems



- 5G Terminal replacement wave
- Global telecom 2G/3G phase-out, driving terminal upgrades



- Fusion of AI & edge computing
- Lifting user experience & operational performance



- Rise of ESG & data security standards
- Promote high-security payment terminal designs

3. Growth Strategies & Future Outlook

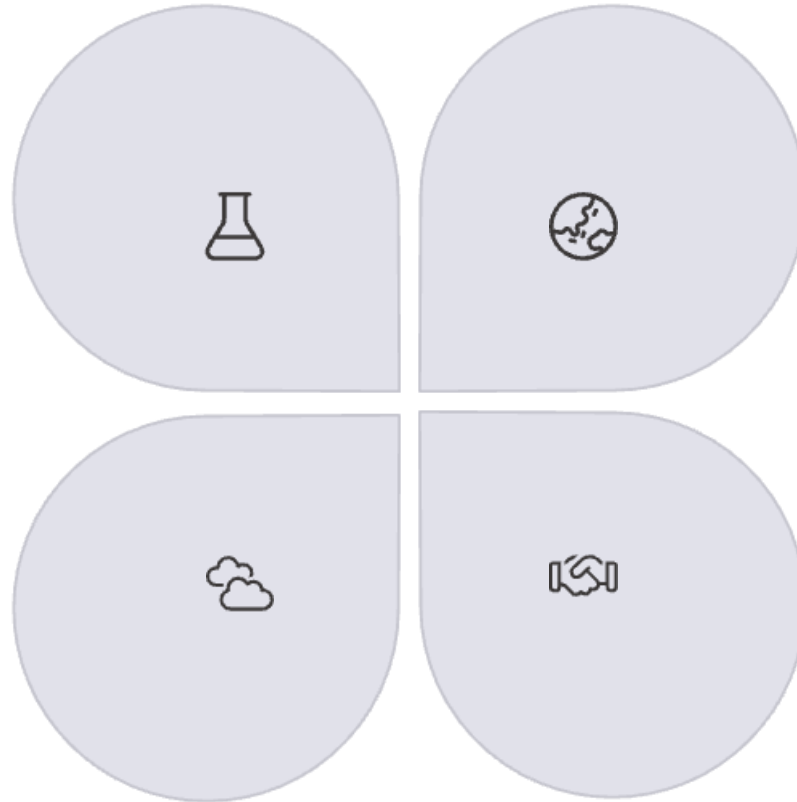
Growth Strategies & Future Outlook

R&D Investment

- Accelerate new product launch
 - Focusing Android, SoftPOS
 - AI application

Cloud Service Investment

- Improve solution values
- Increase customer dependencies



Global Market Expansion

- Deepen Middle East and Asia-Pacific presence
- Focus Expansion on Europe, America and emerging markets

Strategic Co-operation

- Enhance SI cooperation
- Integrate acquirer partnership

Opportunities & Challenges

□ Growth Momentum

- Long-term benefits from payment digitalization and unattended self-service.
- Global certification capabilities to seize new specification opportunities.

□ Profit Improvement

- Enhance product value with Software services and cloud deployment.
- Improve profit structure by raising service proportion.

□ Risk Management

- Proactively managing geopolitical and supply chain risks.
- Maintain flexible production to enhance competitiveness.

Thank You