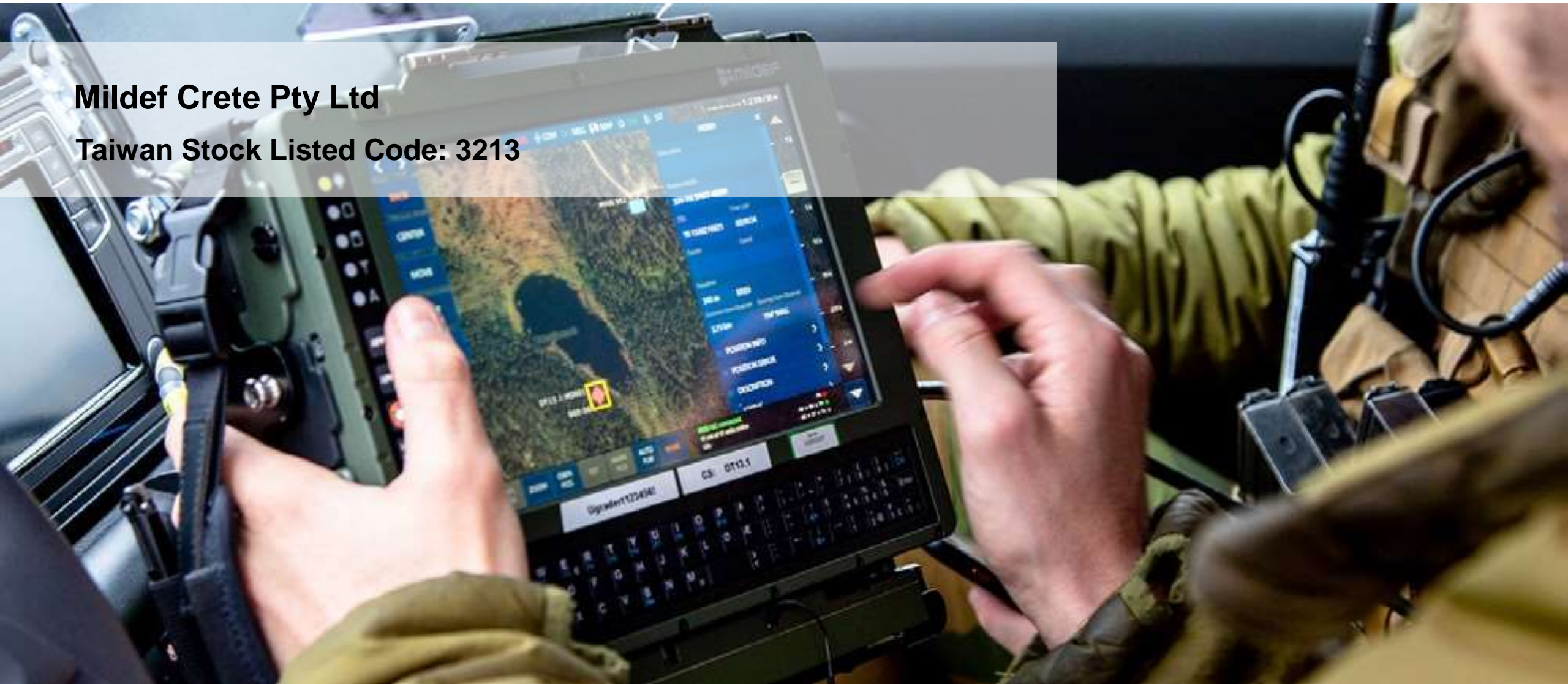# Mildef Crete Pty Ltd

Taiwan Stock Listed Code: 3213

mildef

CUSTOM SOLUTIONS IN RUGGED ELECTRONICS

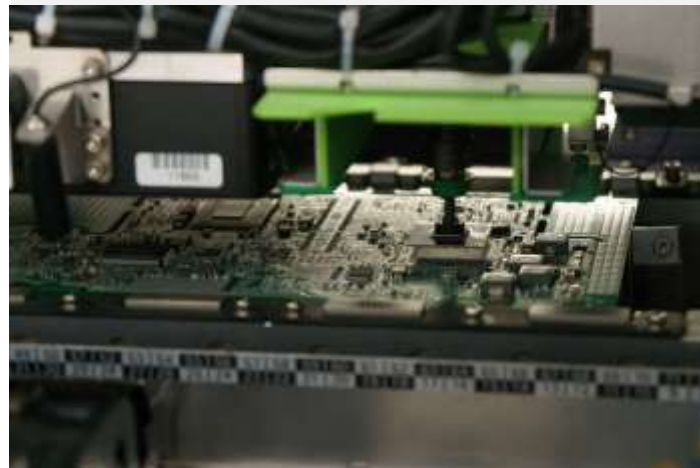Enhancing Communications in Harsh Environments

About Mildef Crete

Founded in 1990, Mildef is an international company at the forefront of designing, developing and manufacturing rugged computers and special electronics for communication in extreme environments where reliability, robustness and high performance are crucial.

Our offer includes defence and mining required form factors that saves space and enables more functionality in the harshest environments. We develop customised communication devices and special electronics based on our customers' specifications and specific requirements

Listed in Taiwan Stock Exchange in 2004, code 3213, **100% owned Taiwan manufacturer** with solid financial support.

Y2021 Operating Income	Y2021 Net Profit	Y2021 R&D Investment
US$100M	**$22M**	**$2.2M**

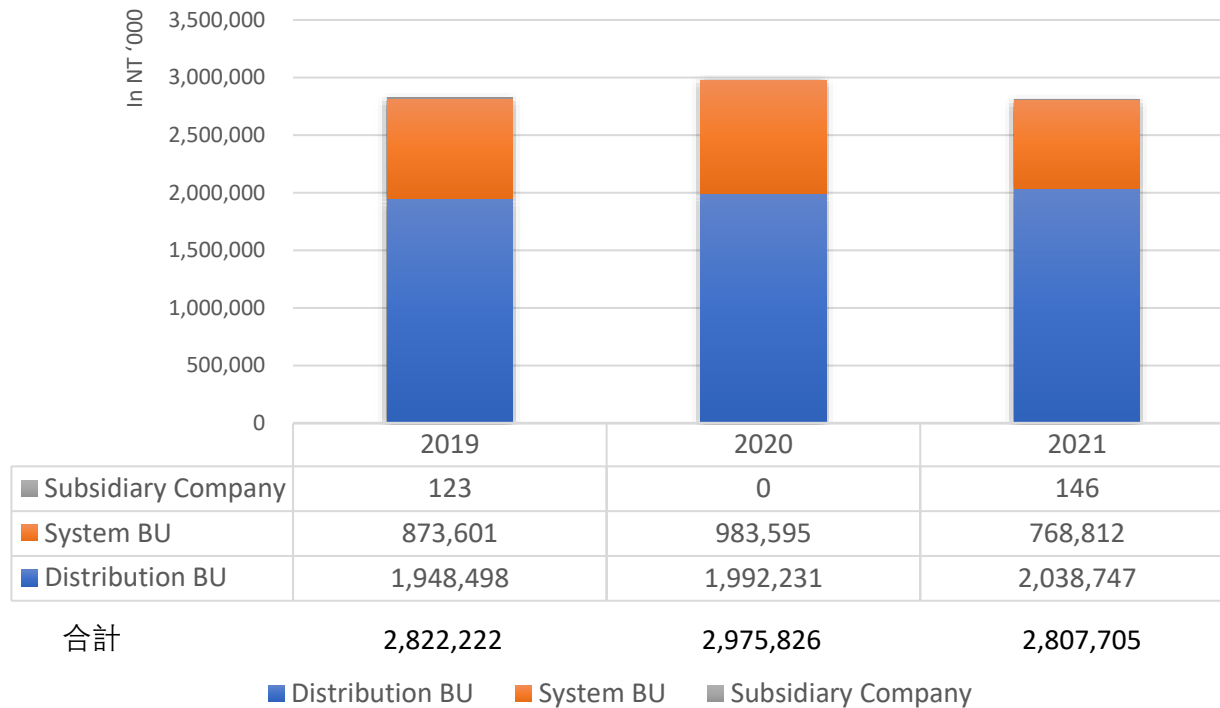| **Y1990**	**300+**	**2 (Taiwan)**	**5** Worldwide partners
Founded	Global Employees	Manufacturing Base	Offices

# Mildef Crete Pty Ltd - Strong Financial Health

Since its founding in 1990, Mildef Crete has consistently prioritized strong financial health and stability. The company is prudent in mitigating financial risks and is able adapt to market changes. **Mildef Crete is a public listed company in the Taiwan Stock Exchange since 2004**

Mildef Crete Computer 3 years consolidated financial report

In NT '000

	2019	2020	2021
■ Subsidiary Company	123	0	146
■ System BU	873,601	983,595	768,812
■ Distribution BU	1,948,498	1,992,231	2,038,747
合計	2,822,222	2,975,826	2,807,705

■ Distribution BU   ■ System BU   ■ Subsidiary Company

3 YEARS EARNING REPORT

■ Net Profit After Tax   ■ Earning Per Share After Tax

	2019	2020	2021
Net Profit After Tax	278,214	323,272	638,192
Earning Per Share After Tax	4.74	5.51	10.87

IN NT '000
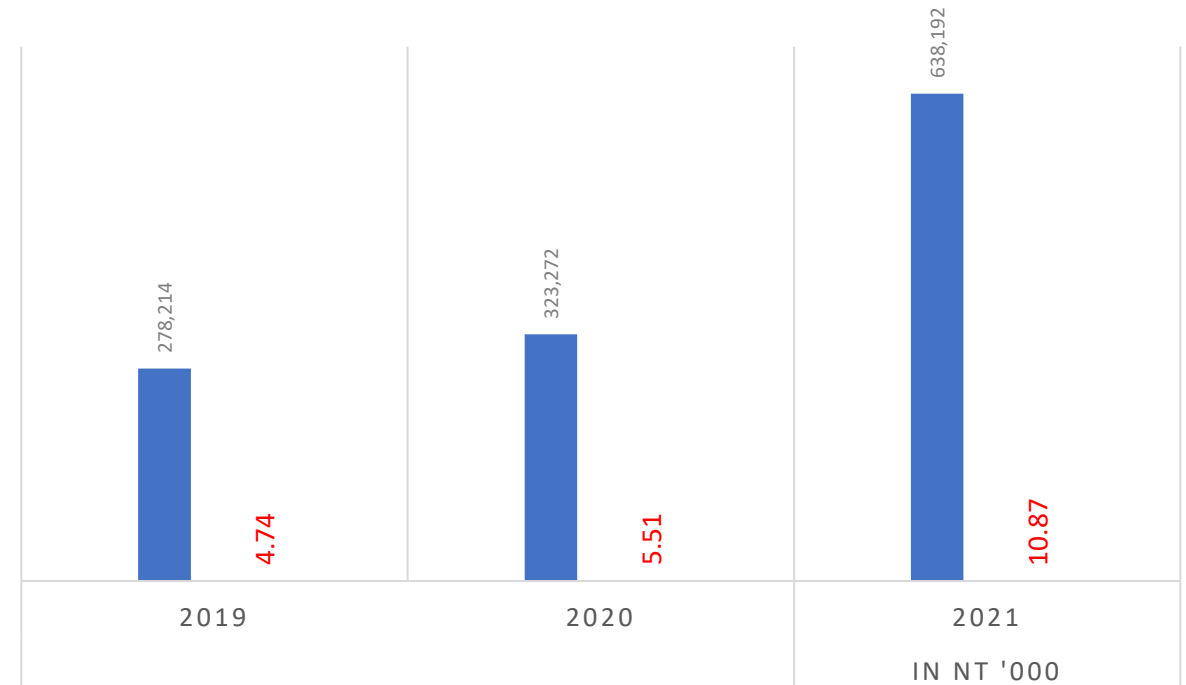
Computer Distribution BU

Your Most Professional Laptops Specialist

Distribution BU

Established：1999
Business Operation：Laptop Retail and Repair Services
Retail Shops：18
Retail location：Taiwan Key Computer Districts (Guanghua Computer District, NOVA Computer Plaza etc)

（TaiPei：7　TaoYuan：1　Zhongli：1　Xinzhu：1　TaiZhong：2　Tainan：2　GaoXiuong：4）

No of employee：128

Distribution BU - Continue

Competitive Advantage

➤ **Management and sales expenses are lower than competitions**
Excellent information Management System：Internal MIS development
Customization to suit Mildef distribution business model
■ Good inventory management（Aver Inv turn-around days 31.36）

➤ **Average unit price (ASP) higher than peers**
Professional sales team with recommendation to high ASP and high margin peripheral products
■ Gross profit has also grown year by year

➤ **The country's largest laptop chain store**
■ Large sales volume, with the advantage of price negotiation.

➤ **High customer satisfaction**
■ Club Members exceeded 260 thousands, provide members after sales service enquiries（268,842）

Mildef Crete

Market Share：16.13%

Distribution Chain Info
Rank: Number 1 (Internal multiple brands Share Information)

Distribution BU– 18 sales and service locations

- TP：7
- TY：1
- ZL：1
- XZ：1
- TZ：2
- TN：2
- GX：4
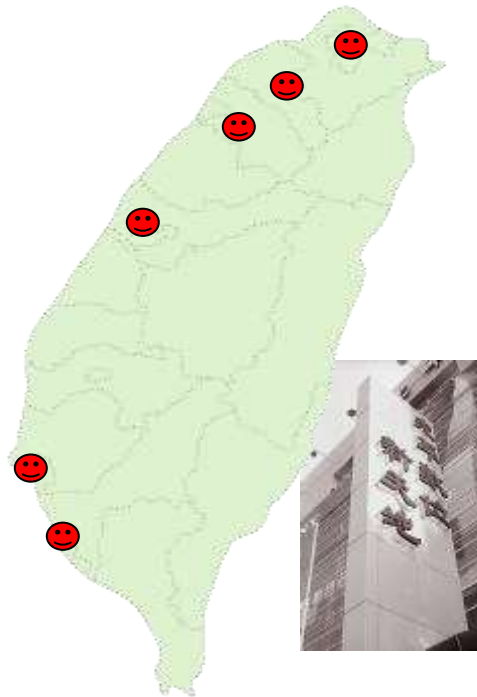
CUSTOM SOLUTIONS IN RUGGED ELECTRONICS

Enhancing Communications in Harsh Environments

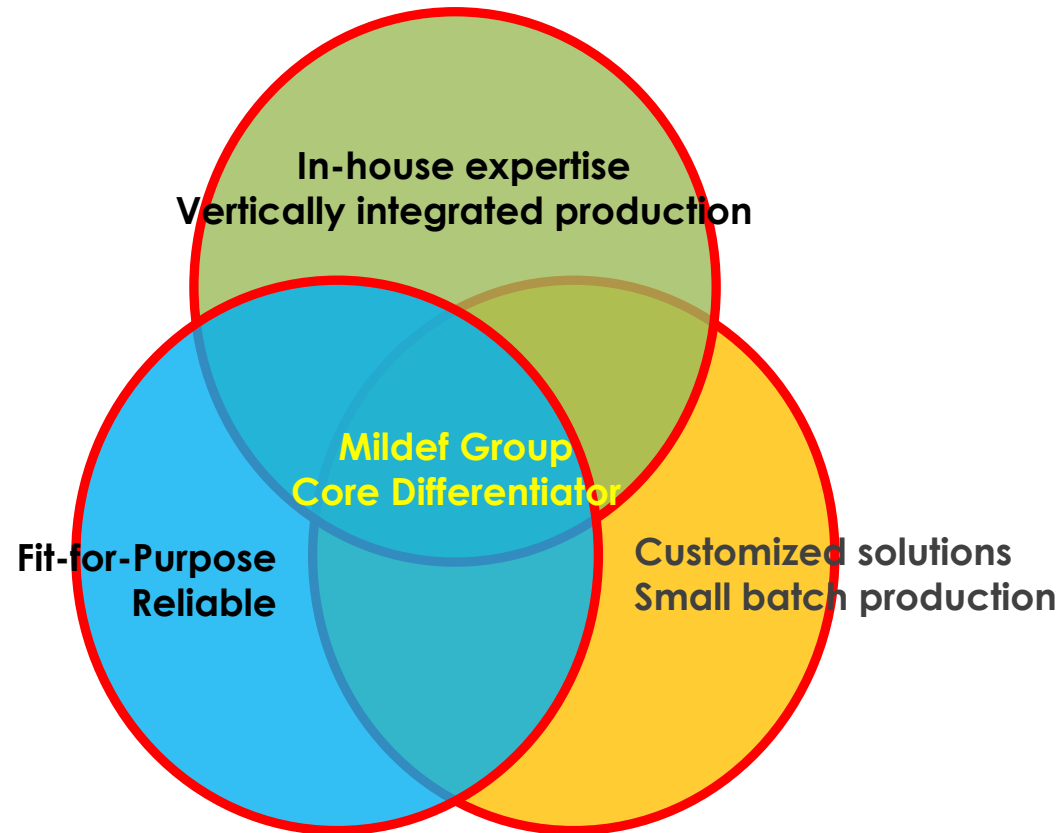# Mildef Group - Offices and Manufacturing

Strong Worldwide Service Support

20 Years Experience in Defense

Sweden
Muskötgatan, Sweden

UK

Germany
Frankfurt, Germany

USA
Brea, CA, USA

Israel

Mildef Taiwan
Head office
R&D
Product Design
Product Test & Certification
Manufacturing

Headquarters
Taiwan

Singapore

Australia
Sydney, Australia

⬤ Office   ⬤ Manufacturing Base   ⬤ Partner's Office

Midef Group - Core Strengths and Differentiators

**In-house expertise
Vertically integrated production**

**Mildef Group
Core Differentiator**

**Fit-for-Purpose
Reliable**

**Customized solutions
Small batch production**

MilDef Group offers a portfolio of products and services with a complete range of rugged electronics, software solutions, and services.

The company is in the business of customised rugged digital electronics solutions, based upon handhelds, tablets, laptops and accessories, for use in the most demanding environments.

Financially robust and strong, Mildef has is the only manufacturer that has in-house end-to-end solution from product design, verification, test certifications and final delivery.

Mildef's strength are its in-house expertise and vertically integrated production that enables customized design for reliable and fit-for purpose products to our customers' requirements. Mildef is the only rugged electronics supplier that is able to offer small batch, customized production.

Customized Rugged product solutions for Mining and Defense

Our **Mining solutions** help customers to meet their communication challenges in harsh undergound environments and enable to set new benchmarks in rugged electronics applications in the mining industry.

Our **Defence solutions** meets military standard certifications and are built to survive and performance under the most demanding situations in air, sea and land.

It's essential that our clients are aided by the technology, rather than hampered by it. Ruggedness, reliability and usability are vital factors.

Built Tough from the Start

Customized, purpose-built, tested for fit-for-purpose according to the most demanding specifications
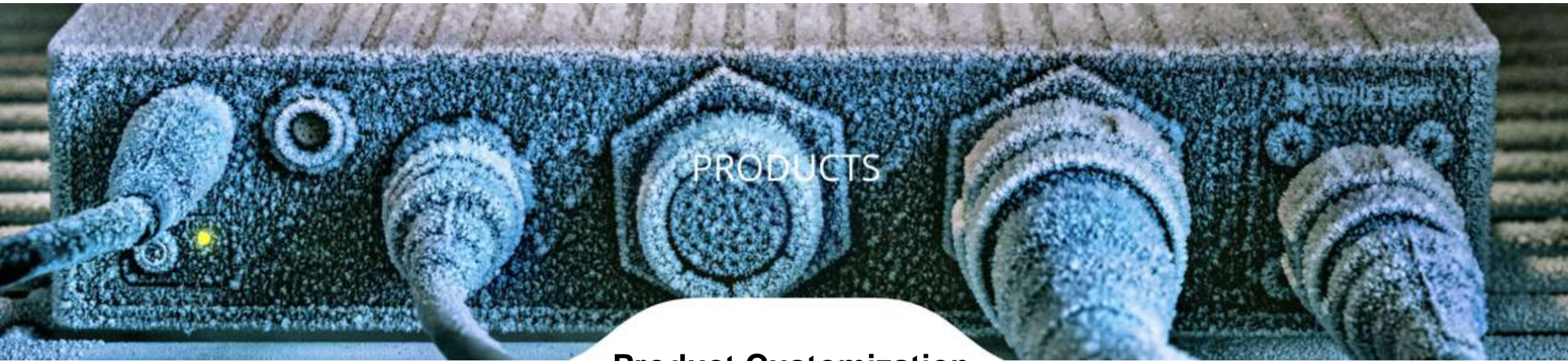
PRODUCTS

Product Customization

Our strength lies in the supply of customized products for harsh and hostile environments, where reliability and resistance to outside influences (such as temperature, shock, vibration, water, dust, etc.) are paramount.

If you can't find what you are looking for, we will design, customize and build the right product for your needs.

All our products are designed with customization in mind. If you have unique requirements for connectors, pin assignment, I/O, or other parameters of specification, we can meet your needs.

Fully Vertically Integrated In-House Manufacturing

Your Concept → Project assignment → Product design → Product prototype → Product Manufacture → Product support → Your poduct
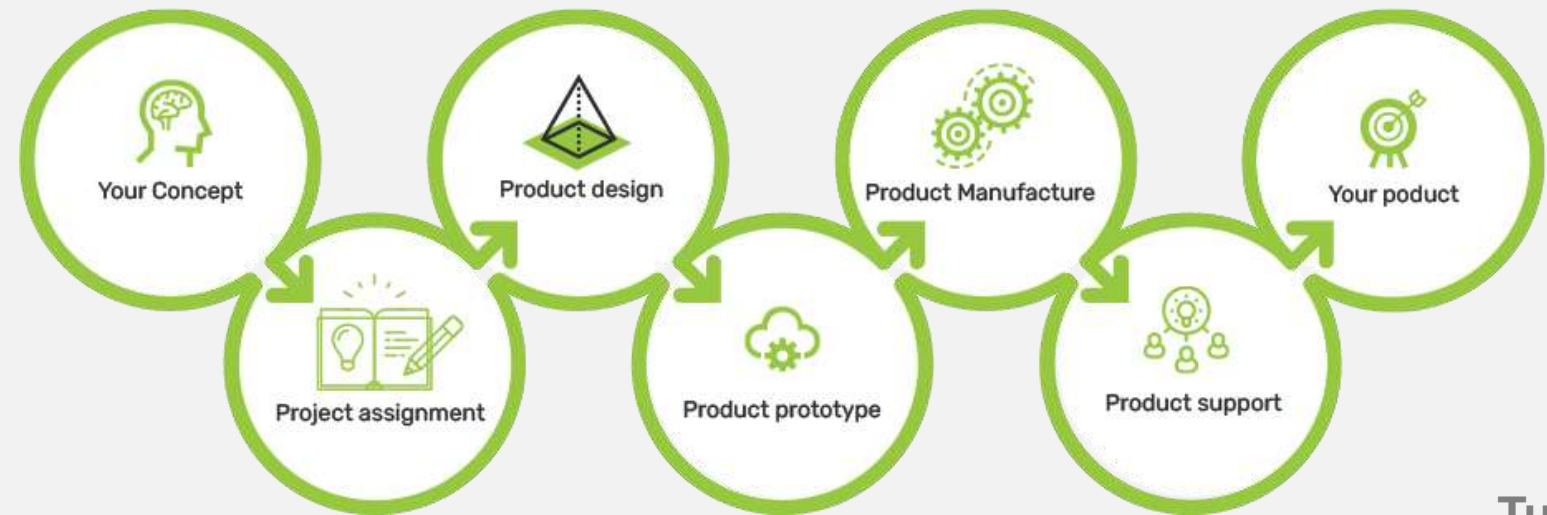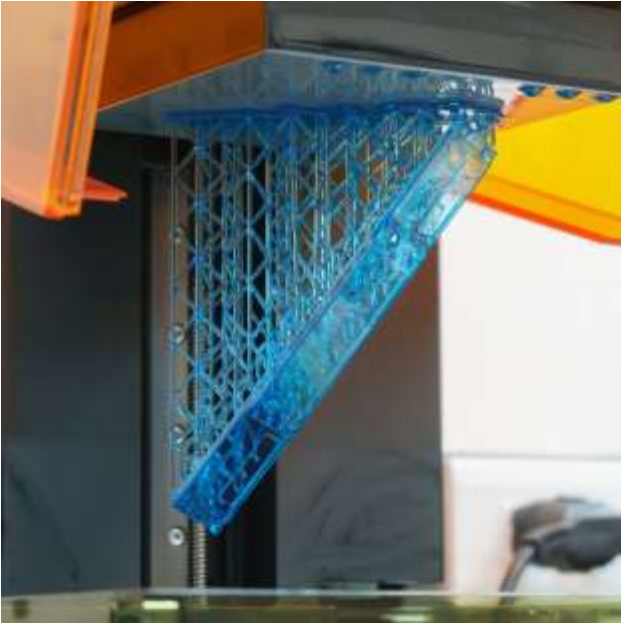
Turnkey

Product Portfolio

Handhelds, Tablets and Laptops – Purpose built, test and fit-for purpose for use in the most demanding environments

mildef

Products

Maintaining high performance and robustness in the harshest and most demanding environment

Products

Extensive range
We offer an extensive range of rugged computers and accessories for use in harsh environments.

Mobile solutions
Our products ensure maintaining high situational awareness and tactical advantage in fast moving dynamic situations. Our products are built for applications in harsh conditions and can be customized to meet customers' requirements.

Customized
MilDef is a flexible and service-minded company. We can rapidly customize units to exacting standards, whether it is a few tailored products or hundreds of units. Computers can be modified and equipment connectors changed to suit your complete system. In addition, our accessories enhance the performance of our computer equipment. Naturally, they are designed for tight integration with our products.

Our development department uses the latest technology in the design, development and manufacture of our product range and in customizing computers for our customers. We have our own EMI chamber where we can test products and verify their performance.

Compliance and Military Standards
All our units are built to comply with tough military standards to further ensure their high performance over long equipment lifecycles. They are, at a minimum, true IP54 products and fulfils MIL- STD-810 and MIL-STD-461.

Handhelds and Tablets

DE13
Specifications:
CPU: Intel® Core™ i7-7Y75

DH8 (available in Q1, 2023)
Specifications:
CPU: Intel® Atom™ x6211E

DS13
Specifications:
CPU: Intel® Core™ i7-7Y75

DK13
Specifications:
CPU: Intel® Core™ i7-7500U

DF10 (available in Q2, 2023)
Specifications:
CPU: MEDIATEK G50 (MT8788)

DR13
Specifications:
CPU: Intel® Core™ i7-7600U

Laptops

RS13

RK15 (available in Q2, 2023)

RW14

RB14

Flex Bay

Available for all notebooks
(RT, RK and RF Series)

Specifications:
2× Gbit LAN
2× COM-ports
1× Full RS232/RS485
1× Tx / Rx
USB
PCIe
SATA
Power in/out
2nd HDD/SSD: SATA & Heater
2nd Batery:
7200 mAh
Lithium Ion
DVD±RW: 3.5"
CD/DVD SATA

Accessories – Keyboards and Docking Stations

IP54 Keyboard

Specifications:
89 key layout (emulates 101 /102 keys)
Windows keys, Elastomer keys (backlight)
Operating force: 60 +/−20 g
Full travel: 2 mm
Life: > 1 million times
Weight: 1.2 kg (2.6 lb), 1.7 kg (3.7 lb) with rubber plate (option)
Size of the key caps part: 275×100 mm (10.8×3.9 in)
Size of the keyboard:
325×172 mm (12.8×6.7 in) (W×D)
Designed to meet: IP54,
MIL-STD-461D (option)
Temp operating: −20 to +50 °C (−4°F to +122°F)
Temp storage: −30 to +70 °C (−22°F to +158°F)

Mini KBD

Specifications:
USB, 66 keys, backlight, right/left click, stickpointer,
Magnesium
Designed to meet: IP54
Certifications: CE/FCC
Temp operating: −20 to +50°C (−4°F to +122°F)
Temp storage: −40 to +70°C (−40°F to +158°F)
Dimensions: 190×90×12 mm (7.5×3.5 ×0.5 in) (W×D×H)
Weight: 170 g (0.4 lb)

DockLite (DL 10)
(option for DK & DR Series Tablets)

Connections:
1 × RJ45 GigaLAN
2 × USB 2.0
2 × Sealed MIL USB 2.0
1 × VGA (DB15)
2 × RS232(DB9)
1 × MIL DC in with surge protection
1 × Audio Out
1 × Mic

DockLite (DLDS)
(option for DS Series Tablet)

Connections:
1 × VGA (DB15)
1 × MLAN
2 × USB 2.0
1 × RS232(DB9)
1 × MIL DC in with surge protection

Ext. DC-DC Adapter (EVA 1275)
(option for all computers)

Specifications:
DC Input Range: 12 – 32V
DC Output Voltage: 19V
Output Current: 5A (at 28V Input Voltage)
Ripple Voltage: 200 mA
Temp operating: −20 to +50°C (−4°F to +122°F)
Temp storage: −40 to +70°C (−40°F to +158°F)
Dimensions*: 137(L) x 64(W) x 39.2(H)
*Length without cables
Weight: 600g (1.4 lb)

Stand Unit (DR/DK)
(option for DR Series Tablets)

Specifications:
Adjustable in all directions.
Dimensions: 270×300×160 mm
(10.6×11.8×6.3 in) (W×H×D)
Weight: 2 kg (4.4 lb)

Stand Unit (DS)
(option for DS Series Tablets)

Specifications:
Adjustable in all directions.
Dimensions: 250×331×150 mm
(9.84×13.03 ×5.9 inch) (W×H×D)
Weight: 2 kg (4.4 lb)

Docking Station (DURS)
(option for RS Series Laptop)

Specifications:
2x RS232* (DB9) *optional RS422 & RS485
1x USB2.0
1x USB3.0.
1x VGA (DB15)
1x Megabit LAN (RJ45)
1x Gigabit LAN (RJ45)
Temp operating: −20 to +55°C (−4°F to +131°F)
Temp storage: −40 to +70°C (−40°F to +158°F)
Dimensions: 386×329.5×54.2 mm
(15.2×13.0 ×2.1 inch) (W×H×D)
Weight: 3.15 kg (6.95 lb)
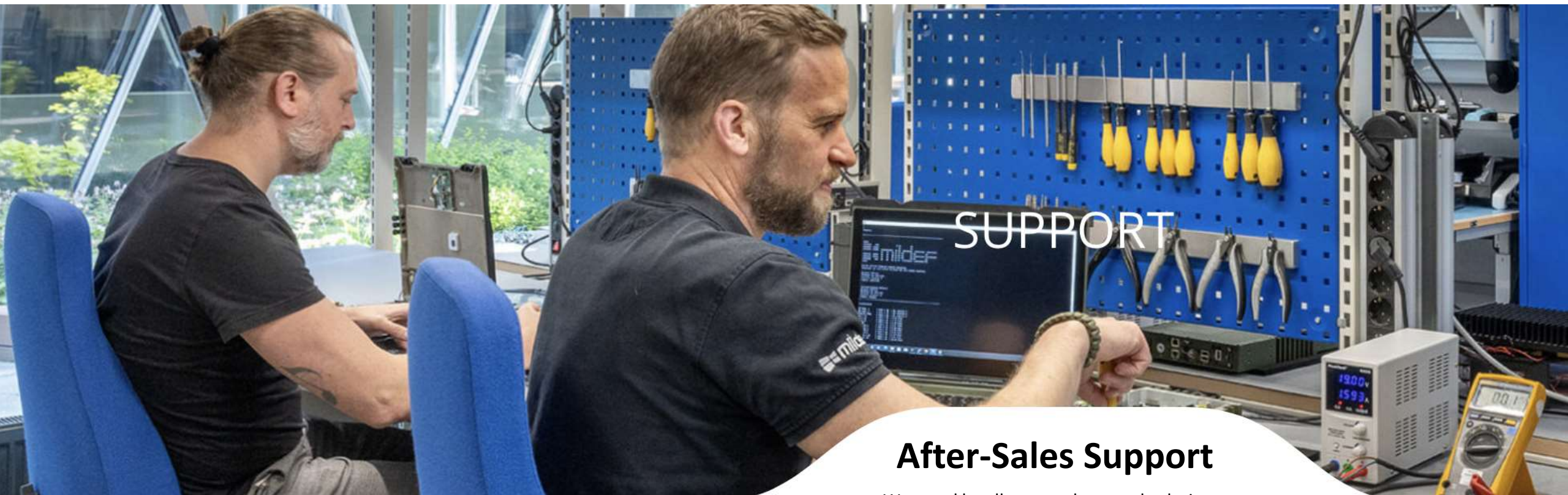
After-Sales Support

We stand by all our products and solutions.

We know that after-sales service and support with a sense of urgency are top priorities for our customers

All our products come with standard 5-year warranty + 5-year spare parts

Sustainable

MilDef's sustainability work is conducted from multiple perspectives, considering Environmental, Social and Governance (ESG)

We strives to maintain a good **ESG** balance that is crucial to meeting the needs of the present without jeopardizing the ability of future generations to meet their needs.

MilDef operates in compliance with mandatory requirements, such as applicable laws and regulations, applicable organizational and industry standards, contractual requirements and any codes of conduct.

MilDef strives to maintain a sustainable strategy to ensure responsible investment

We are **ISO 14001:2015** certified, and our care for the natural environment forms an important part of our business strategy.

Environmental Certifications
- ISO 14001
- RoHS
- REACH
- WEEE
- Battery Directive
- Packaging Directive

MilDef became a signatory to the UN Global Compact in 2021.

Quality

MilDef's products are proven around the world, in extremely demanding environments. We use only the high-quality design and materials to maintain long-term functionality and reliability. We are certified to **ISO 9001:2015** regarding design, development and production

1. Design
Comprehensive analysis of product design based on application scenarios

2. Material
Material properties that meet reliability certifications

3. Plan
Product and Material Standards

Quality Management
ISO 9001
CE / UKCE
FCC
TÜV
UL

4. Reliability Tests
- In-house certification laboratory
- Recognized by third parties
- Use of in third-party labs where

5. Manufacture
- Small batch production
- Quality assurance

6. Product Performance
- Performance and reliability are verified through certifications and field performance

Future Outlooks and Challenges

Outlooks

I.   New industries opportunities and digital AI transformation

II. Military defense industry products expansion and upgrades

III. The international geopolitical situation tension increased, therefore the demand has increased

Challenges

I.   The supply of upstream raw materials is cut off, and the supply chain continues to be tight

II. Inventory management remains a challenge

III. Exchange rate instability in the euro region, high international freight rates

Thanks for your Attention !