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Chief Company Introduction

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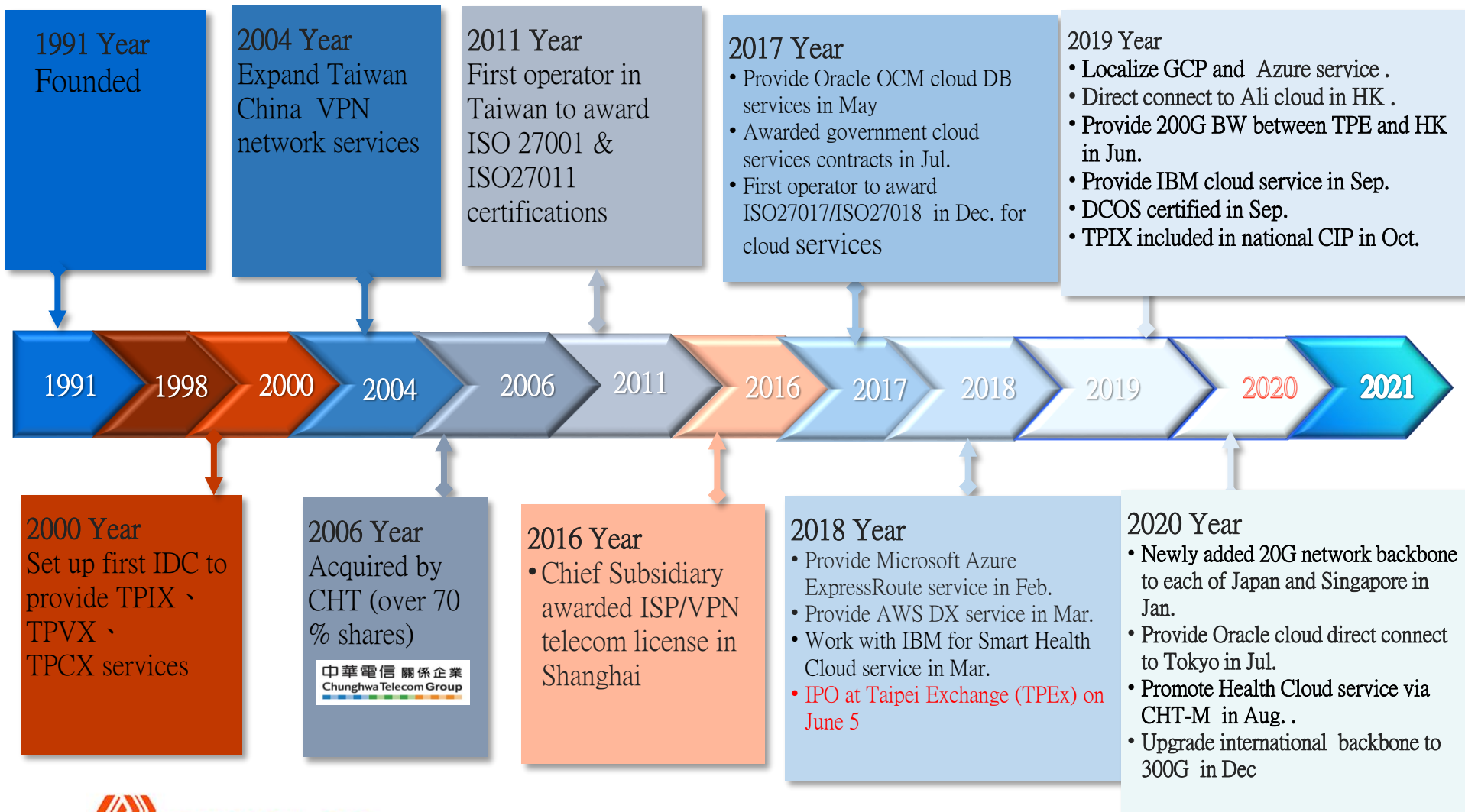
I. Company Profile

1. Chief Profile

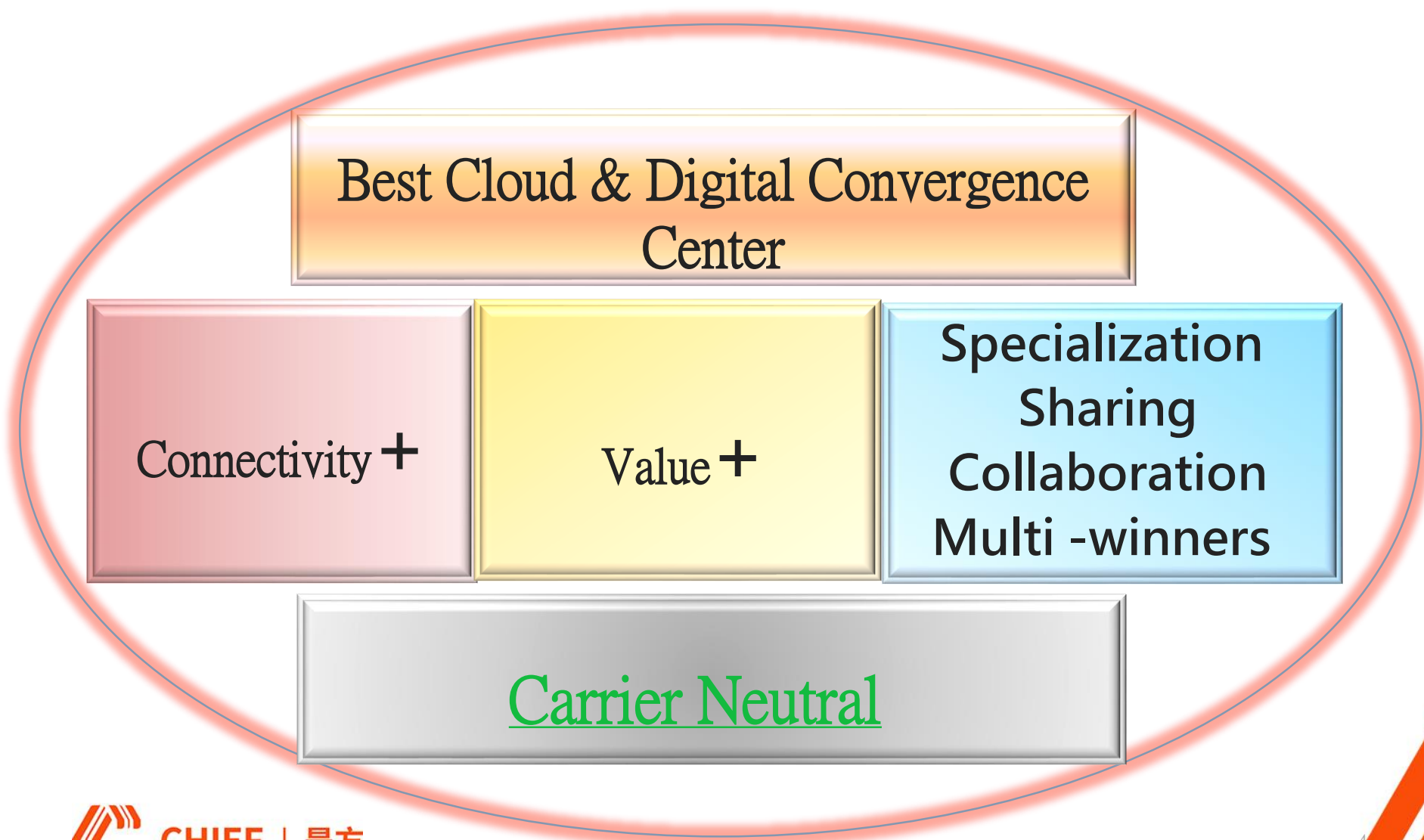
- Founded in 1991
- Capital NT\$704,596,310
- Major Products: IDC, Cloud, Data, Voice services
- Type II Telecom Licenses issued by NCC, and became Telecom operator in Aug. 2021 based on NCC new Telecom Act. The services include ISP、VPN、Internet、ISR、070 VoIP、bandwidth B&S, etc.
- Carrier Neutral IDC：Existing LY、HD、TF three buildings with 30,000 square meters, 4th IDC building expected to be in service in 2023.
- Included in MSCI Global Small Cap Index



2. Company History

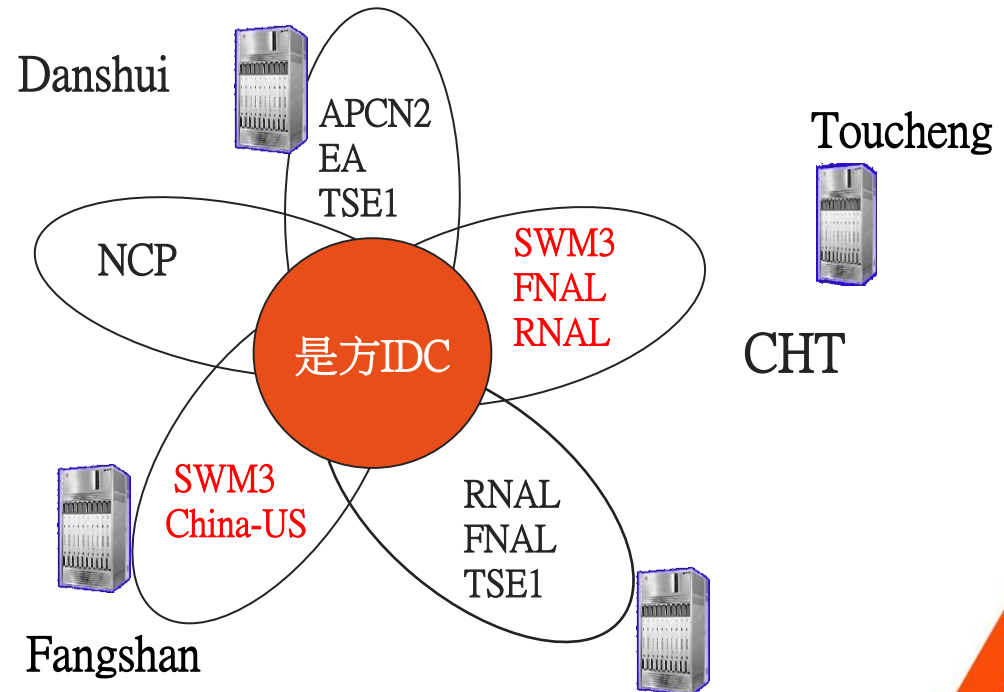
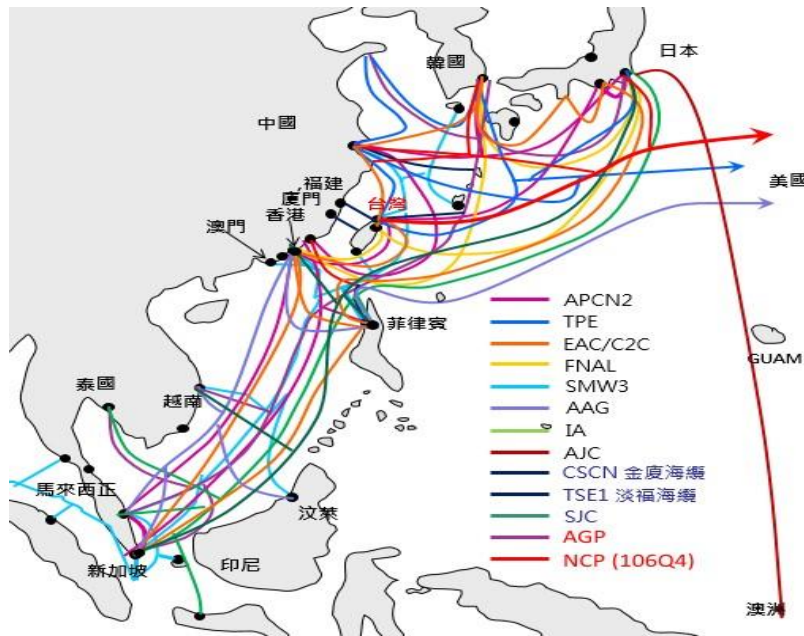


3. Company Positioning



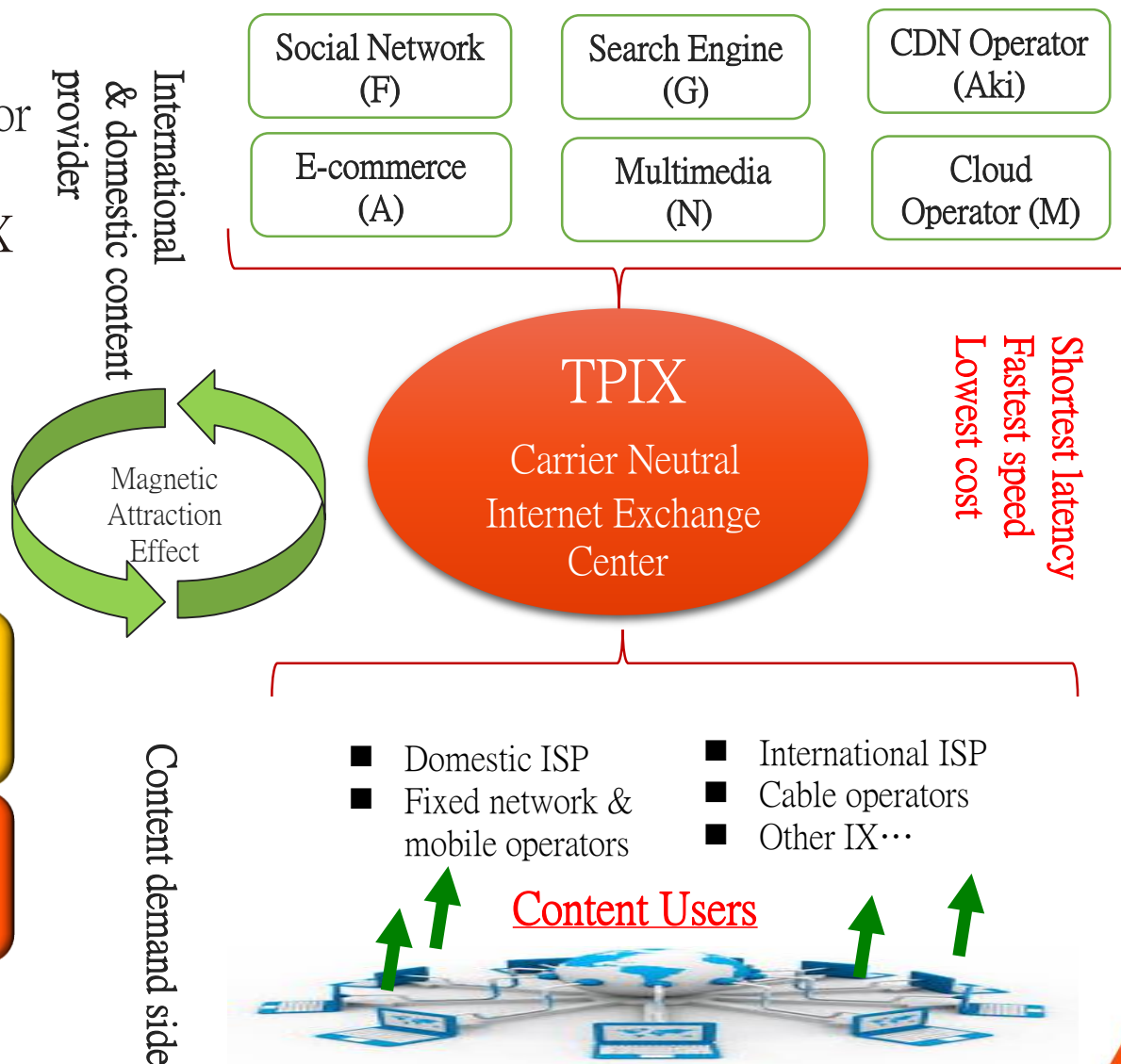
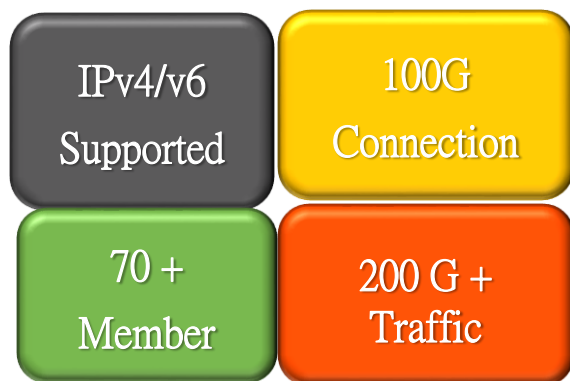
4 . TPCX Taipei Cable Exchange Center

- Private cables (NCC licensed Pacnet/Telstra, TIGC, Reach, GCX) and consortium cables are connected in Chief IDC site, most of fixed network operators in Taiwan all set up PoPs in Chief IDC site for submarine cable interconnection.
- Chief TPCX is only one place to leverage Consortium cables and private cables in Taiwan .
- International 、 domestic operators and enterprise customers can get high cost performance network services from Chief.



5. Taipei Internet Exchange Center(TPIX)

- TPIX provides internet traffic exchange service for both international and domestic customers. TPIX is an Internet exchange hub. www.tpix.com.tw



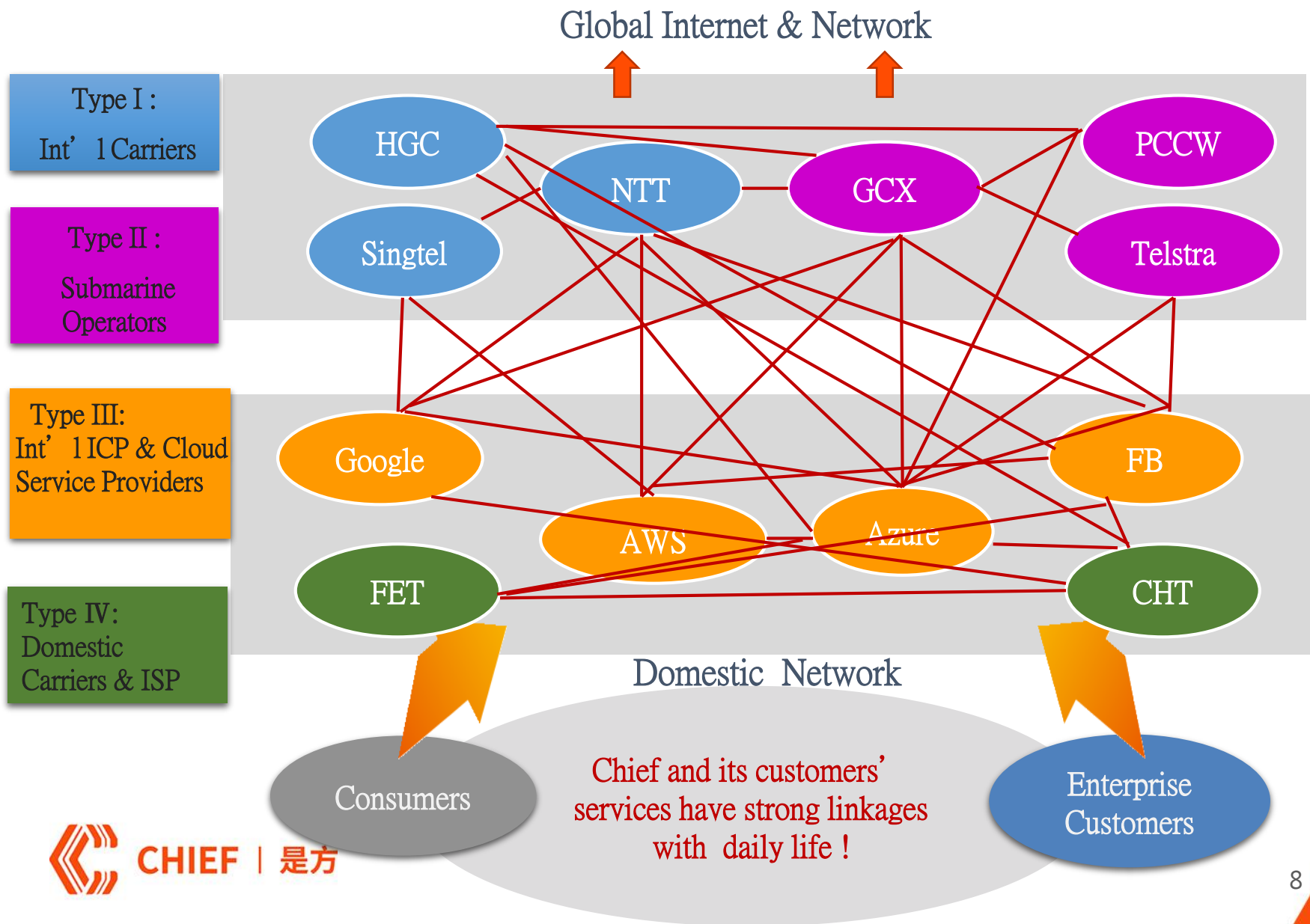
6. Chief Cloud Exchange (CCX)

CCX provides direct connect to global cloud service platform with high security, high speed, and low latency of the private connection quality.

- Transnational 、multi-cloud 、hybrid-cloud high speed direct connect.
- Service POPs include Taipei 、Hong Kong 、Japan 、and Singapore.
- Provides 500M above bandwidth with AWS direct connect.
- IDC provides direct connect to dual GCP zones.
- Direct connect to global 5 major cloud platforms. The most complete multi-cloud exchange platform (AWS 、Azure 、GCP 、IBM 、ORACLE).
- Provide public cloud high-speed upload service: massive data migration, high-speed transmission without traffic jams.



7. Tele Market Place (Platform+Connectivity)



8. Clustering Magnetic Attraction Effect



- Chief Telecom is based on **carrier neutral position** to attract **domestic and international carriers, submarine cable operators, content providers and cloud service providers** for colocation in Chief IDC buildings. With the business development model of platform economy and member economy co-prosperity and coexistence, combined with the tele-market and the cloud industry chain, it naturally **forms a customer cluster magnetism effect**.

9. Major Customers

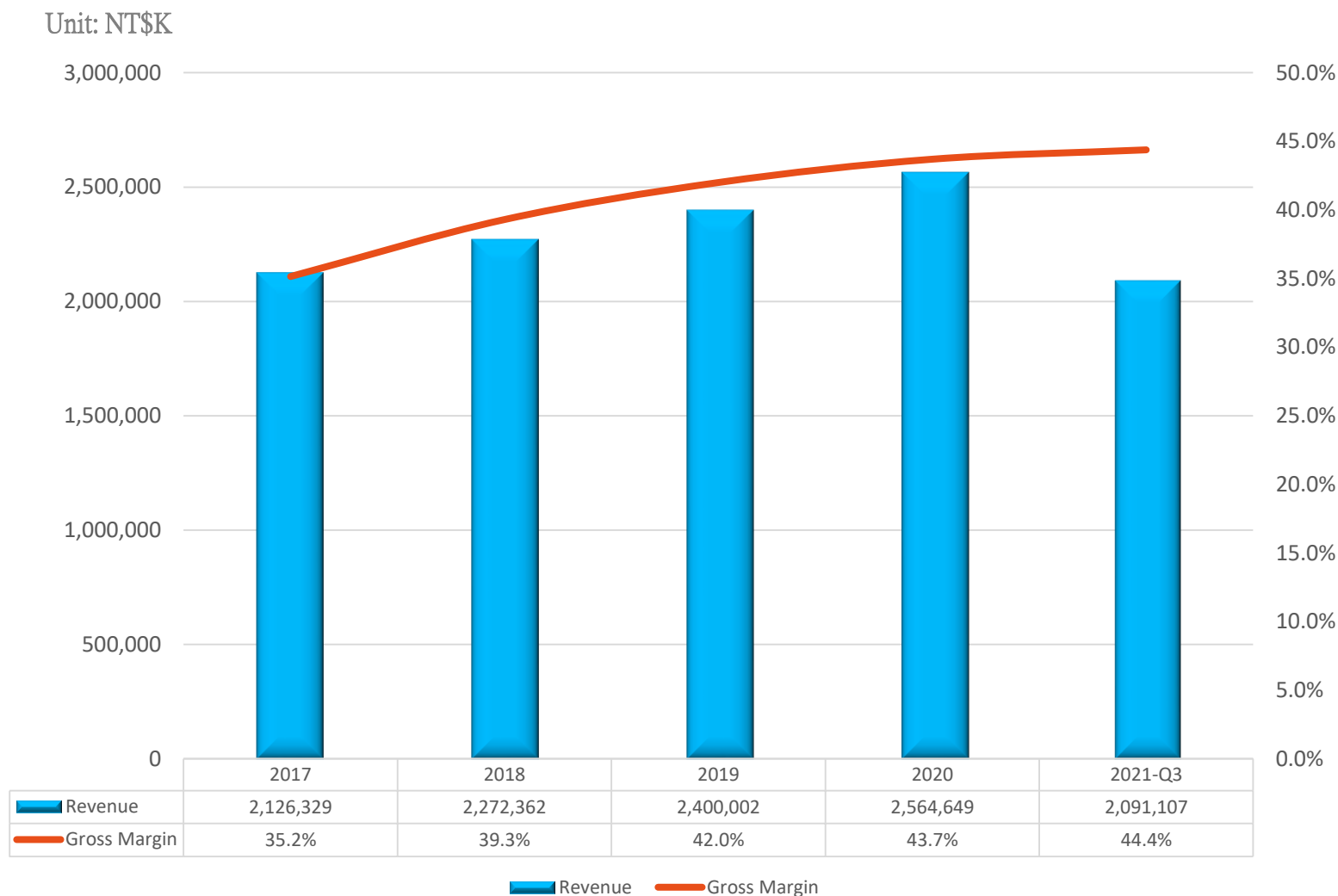


II 、 Recent Years Finance Performance

- Revenue & Gross Margin
- Net Margin & EPS
- Percentage of Cash Dividends
- Product Service Revenue Percentage

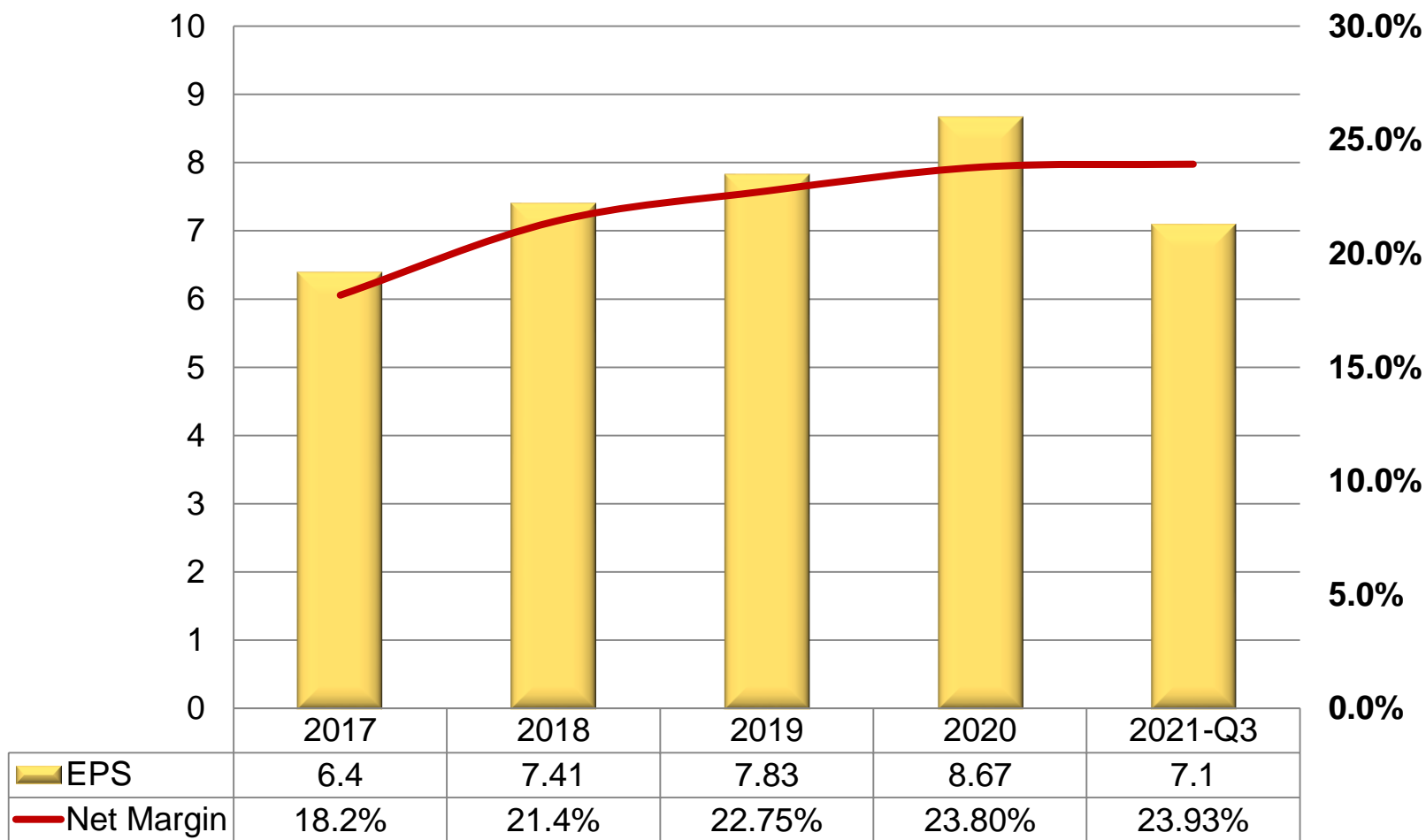


1. Revenue & Gross Margin

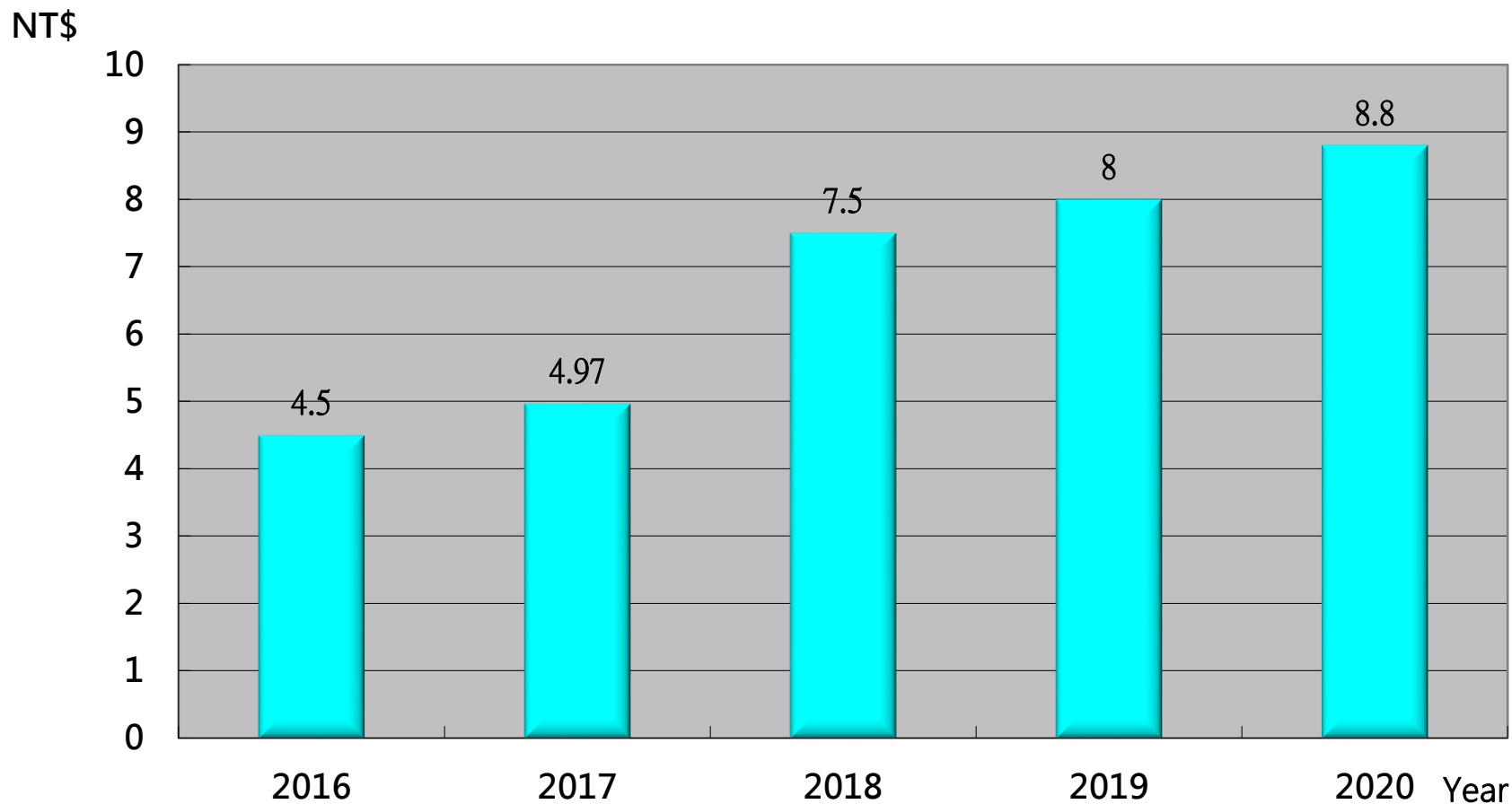


2. Net Margin & EPS

Unit : NT\$

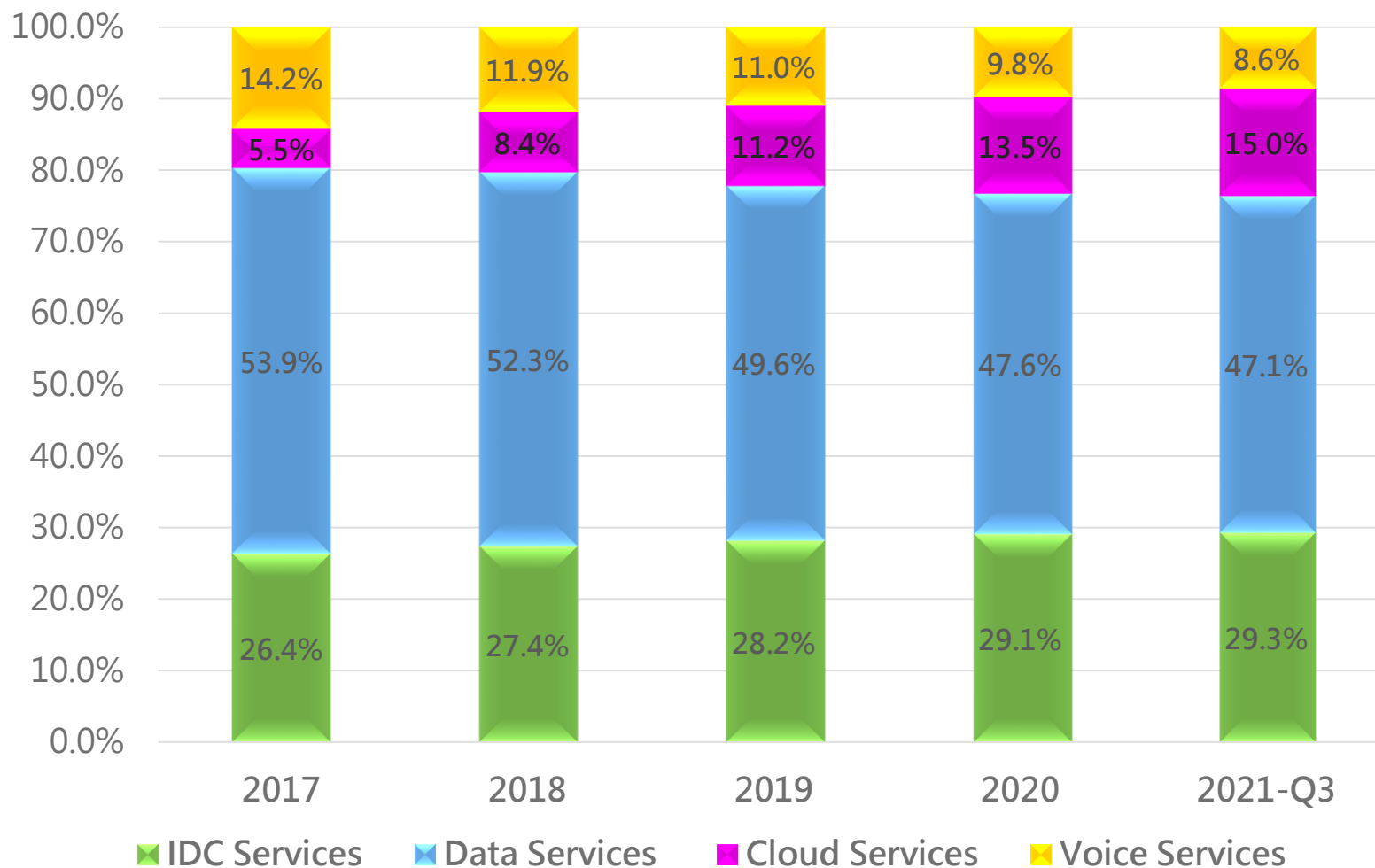


3. Percentage of Cash Dividends



Note : Year 2020 with NT\$8.8 cash dividend including NT\$1 additional paid in capital

4. Product Revenue Percentage



III 、 Product Line Introduction

- Company Introduction: https://www.youtube.com/watch?v=3Mnji-3_d6Q



- ISO Information Security Quadruple Certification (27001, 27011, 27017, 27018) , DCOS-4 Certification



1. IDC Colocation Services – Carrier Neutral

- **World-class carrier neutral IDC to provide high quality IDC services**

- World-class IDC SLA
- Customized design and deployment
- 99.999% power system design
- Dual-loop UPS system and cooling system
- Fire detection and suppression system
- 7X24hrs NMC
- ISO & DCOS certified

- **Rich domestic/international network & internet resources – 1st choice of PoP site set up for vender**

- Fiber ring around three buildings to provide ultrahigh speed bandwidth
- TPCX Cable Exchange Center
- Richest resources for local loop access
- Global VPN services
- Taiwan largest TPIX Internet Exchange Center
- CCX Cloud Exchange Center

- **Similar foreign IDC service providers:**

- Equinix, Coresite, Qts, Sakura, 21Vianet, Digital Realty, GDS



L.Y.

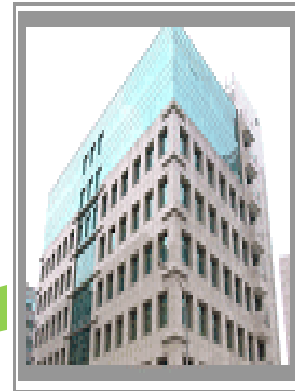


T.F.

Fiber Ring



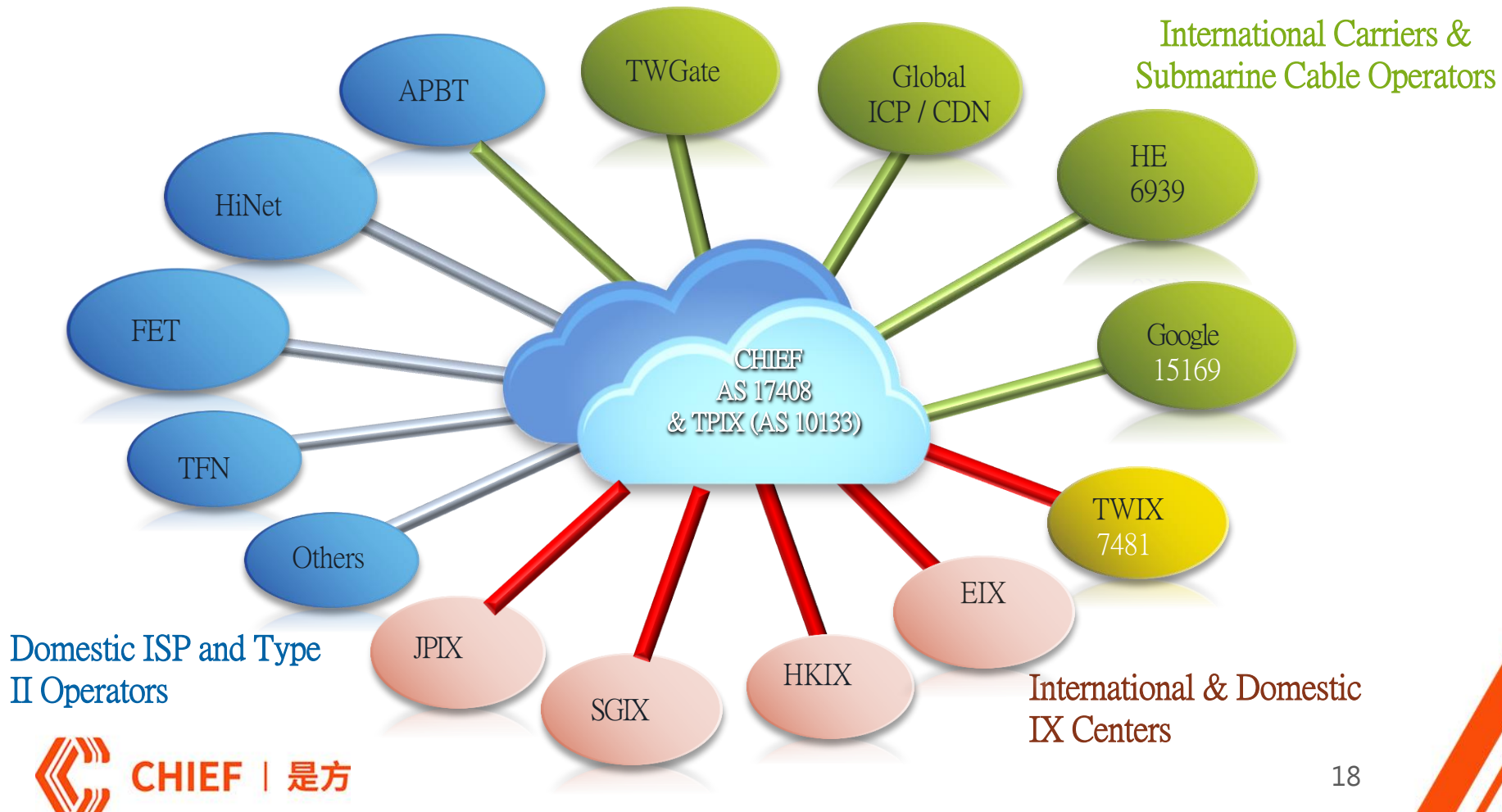
4th IDC (LY2 ;Y2023 H2)



H.D.

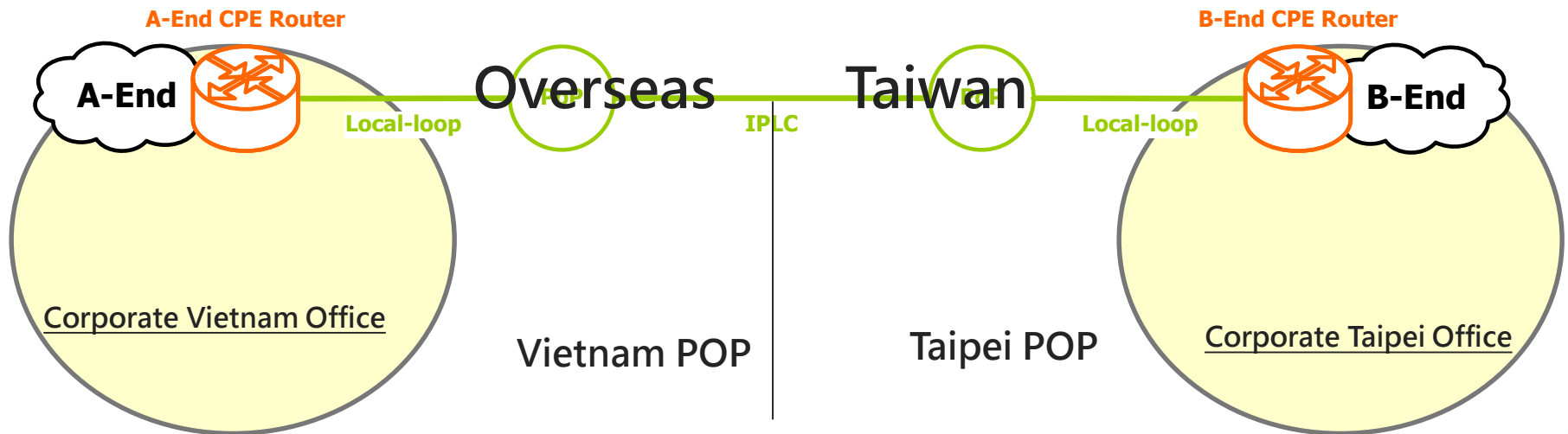
2.1 Data Service – Global Internet Services

- Important Internet service hub in Taiwan with complete Internet resource, including diverse domestic ISP connections and international bandwidth.



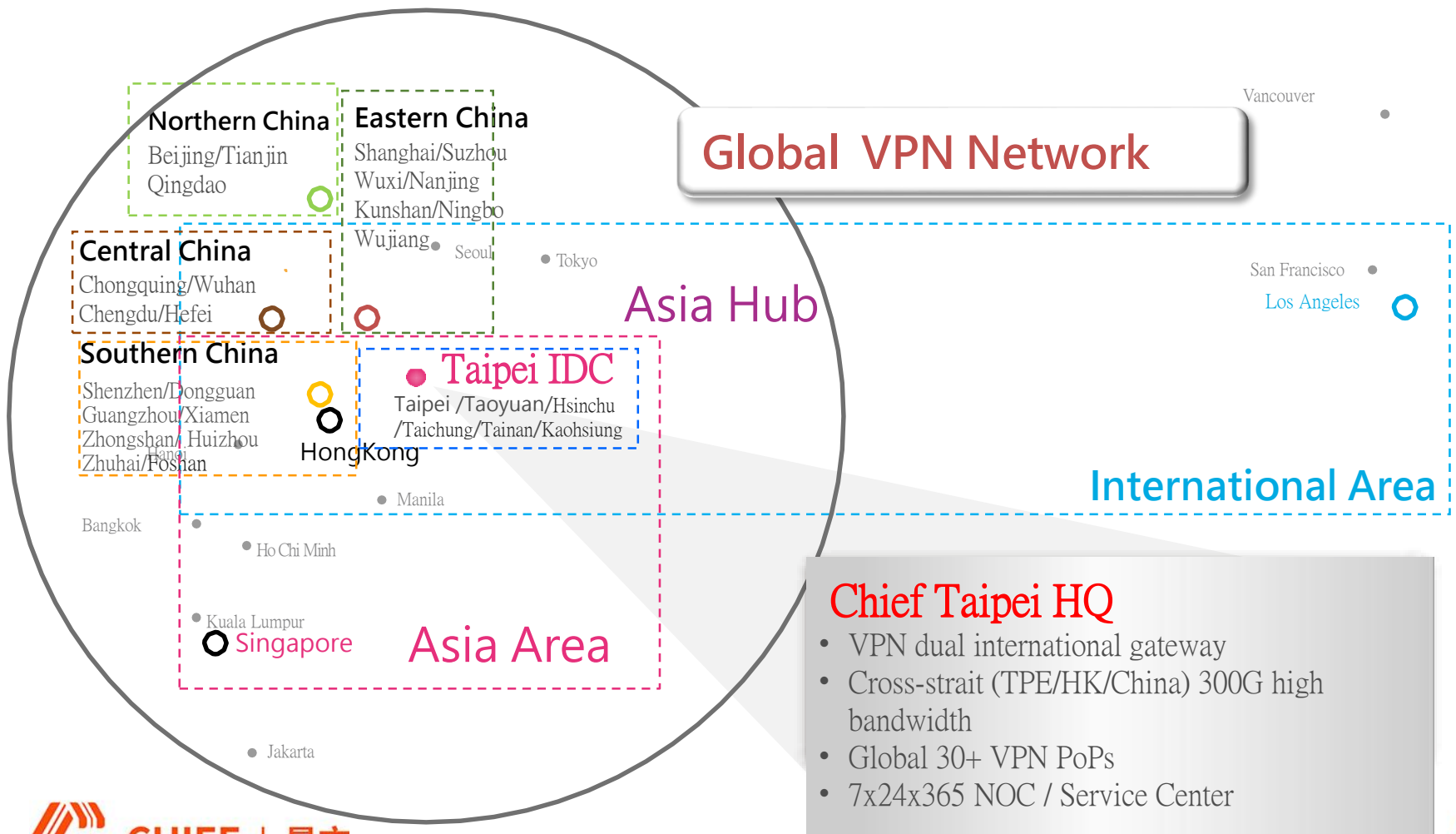
2.2 Data Service_ IPLC

- IPLC can be used as an **end-to-end physical transmission path** for important branches of multinational enterprises.
- With stable and high-performance **dedicated fixed bandwidth services** to provide customers with various commercial applications of the actual transmission requirement.
- Suitable for applications with **high sensitivity of transmission delay** (video/voice), or applications with **high transmission security**.



2.3 Global VPN (virtual private network) Service

With forward-looking network deployment and complete enterprise solutions to expand global VPN services.



3.1 Comprehensive Cloud Solutions

■ IaaS (Infrastructure as a Service) Solution

■ CCX (Chief Cloud Exchange) service & Hybrid Cloud Solutions

■ Common Cloud Applications

Security 、 syslog analysis and management 、 email box and audit 、 e-form 、 file storage and sharing 、 CRM 、 HRM

■ Industry Type Cloud Applications

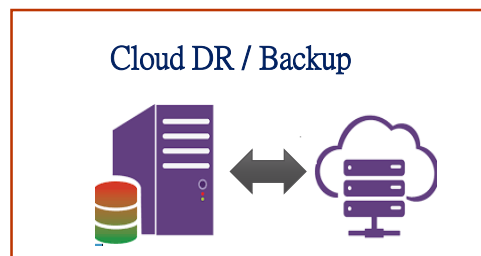
Intelligent manufacturing 、 warehousing and supply chain management 、 IoT 、 B2B 、 O2O marketing 、 social media big data analysis 、 VR/AR applications



Enterprise CCX Multi-cloud / Hybrid Cloud



Enterprise Cloud Backup



Customer Service Portal



3.2 Cloud IaaS Solution

- Cloud data are stored in country and meet the requirements of information security and auditing (cloud data landing principle)
- Passed ISO27017/27018 cloud information security and public cloud personal information protection international certification

PaaS Level

Integrate Oracle 、
Azure etc. external
public cloud resources

SaaS Level



Industrial Applications

- Enterprise Business Applications
- Big Data 、 EC
- IoT Applications
- VR/AR Computing Applications
- Digital Content Hosting, Cloud Multimedia Convergence

IaaS Level

Cloud
Computing
VM

Cloud
Storage
Data
Sharing

Cloud
Security
Detection
& Defense

Network
Integration
SLB

Customer Self-
management
Service

Cloud Application Service Deployment System

Cloud Resource and Service Management System

Cloud OS

System Platform
Software

Cloud Storage System



Chief Cloud Data Center
L.Y. / H.D.

3.3 CCX_Multi Cloud、Hybrid Cloud Direct Connect

High Speed、Safety、Compliance



3.4 Cloud SaaS (Software as a Service)

- Smart Manufacturing
- Green environmental protection factory cloud

Smart Manufacturing

- Sentiment Monitoring System
- O2O Sales Marketing

Sales Marketing

Smart Health



企業商務BI



- Commercial E-Approval forms
- Cloud file management
- Cloud secured mail box



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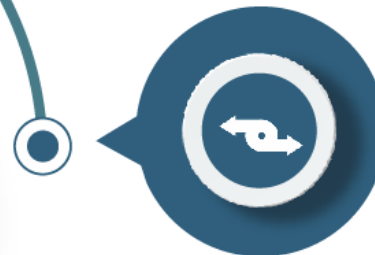


AR/VR



- Cloud Computing Farm
- AR/VR Applications

IOT



- Logistics warehousing management



4. 070 Cloud PBX UC Services

070 VoIP: 1st choice for Cloud PBX Service

Cross-Operator/Network/Platform/Device

- NCC E.164 Numbers for worldwide use
- Support PC 、NB 、Pad 、Mobil phone
- Support mobile 、ADSL 、VPN 、Wi-Fi



Cloud IP-Centrex

Provide IP-Centrex services

Business Applications

070 business applications, UC services, 100-party video conference, recording, whiteboard, file sharing, etc.

Management Center

Customer web portal to manage voice services and check CDR

System Integration

Work with service providers to provide integrated solutions, such as Microsoft Teams, car parking management services, etc.

Chief 070 Applications

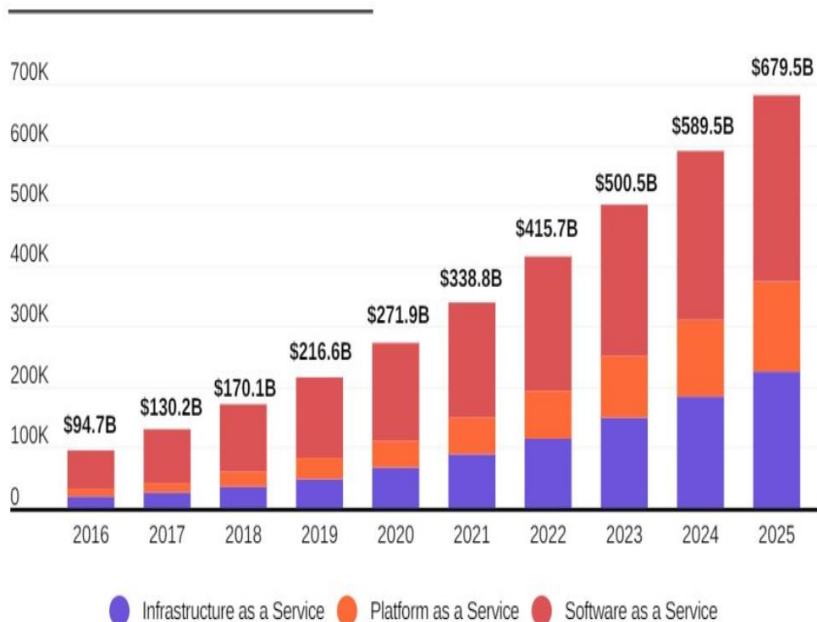
IV 、 Industry Trend & Future Business Focus

1. Industry Trend
2. Future Business Focus

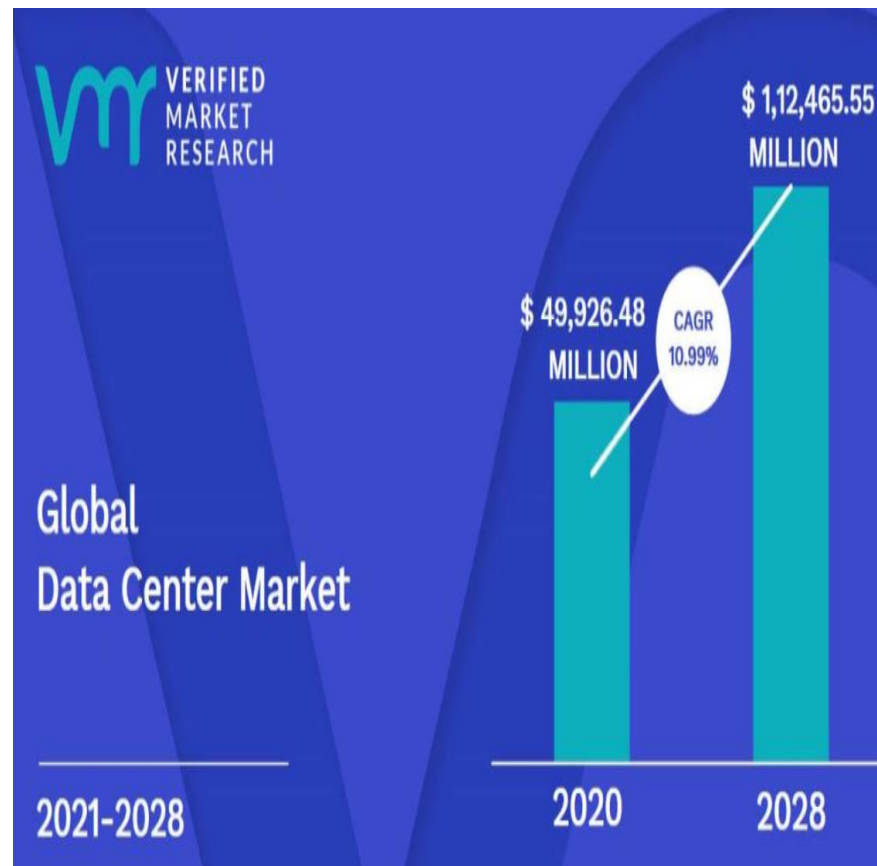


1.1 Global Cloud Service and IDC Service Market Trend

Public cloud revenues by segment, from 2016 to 2025 (in million U.S. dollars)



Source: Statista (Forecast adjusted for the expected impact of COVID-19), January 2021



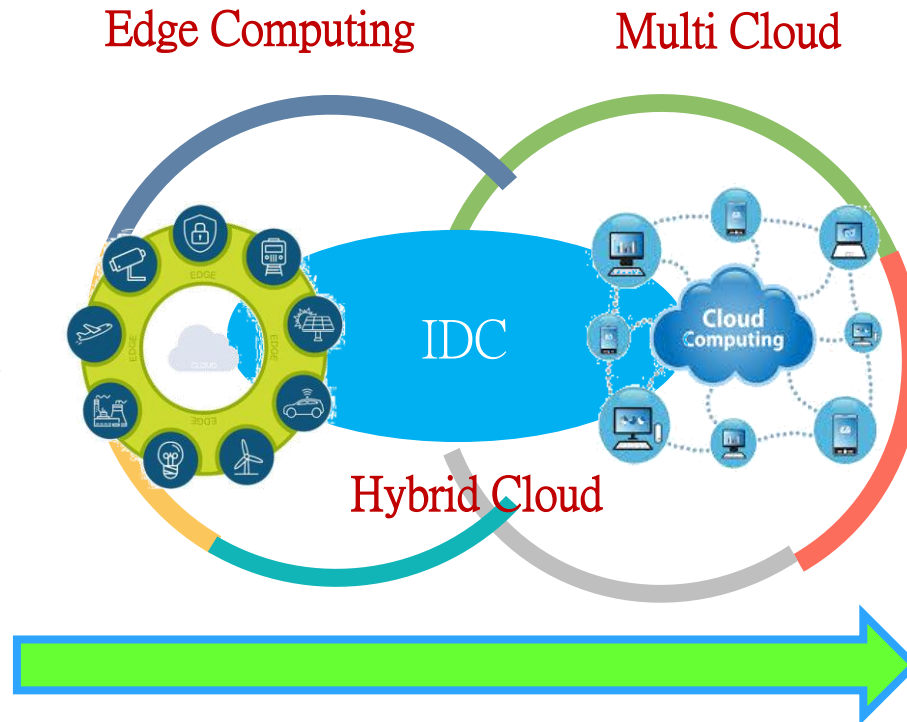
Note 1: Amazon(32%)/Microsoft(18%)/Google(6%)/IBM(5%)/Alibaba top 5 CSPs account for 2/3 public cloud market.

2020~2025 CAGR 20% for global cloud market in 2020~2025.

Note 2: CAGR 11% for global IDC market in 2020~2028.

1.2 Cloud 、 AI 、 VR/AR Industry Trend

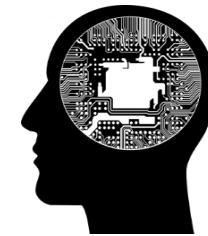
IT Infrastructure
Digital Transformation



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Big Data
Machine learning
Modeling 、 Tagging



AI

VR/AR



Popularization of 5G (speed is more than 10 times faster than 4G)

Optical fiber high-speed access is getting more popular

2.1 Future Business Focus



投資興建第四棟IDC機房

Investing in building the fourth IDC



擴大國際骨幹海纜頻寬

Expanding Submarine Cable Backbone



深耕東亞網路業者之合作

Cultivating the partnership with network service providers in East Asia



建置環島高速寬頻網路

Building island-wide high-speed broadband network



推展智慧健康雲服務

Promoting smart health cloud services



充實是方應用雲平台

Enriching Chief App Cloud



延伸CCX功能

Extending CCX functions



東亞服務超過10個國家

Partnering over 10 countries in East Asia

2.2 L.Y.2 IDC – Digital Convergence Center (Connectivity Hub)



L.Y.2 Data Center 內湖舊宗路



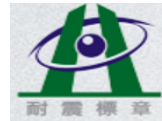
2023 H2 Commercial Service



16,500 sqm Floor Area



20 MW Power Capacity



LRB Seismic Isolation Design
(A series magnitude 7.0
earthquakes)



Floor Loading 2,000 kg/m²



Green/Smart Building Design



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2.3 Attract Global Service Providers to Set up Regional Data Service Center at L.Y.2

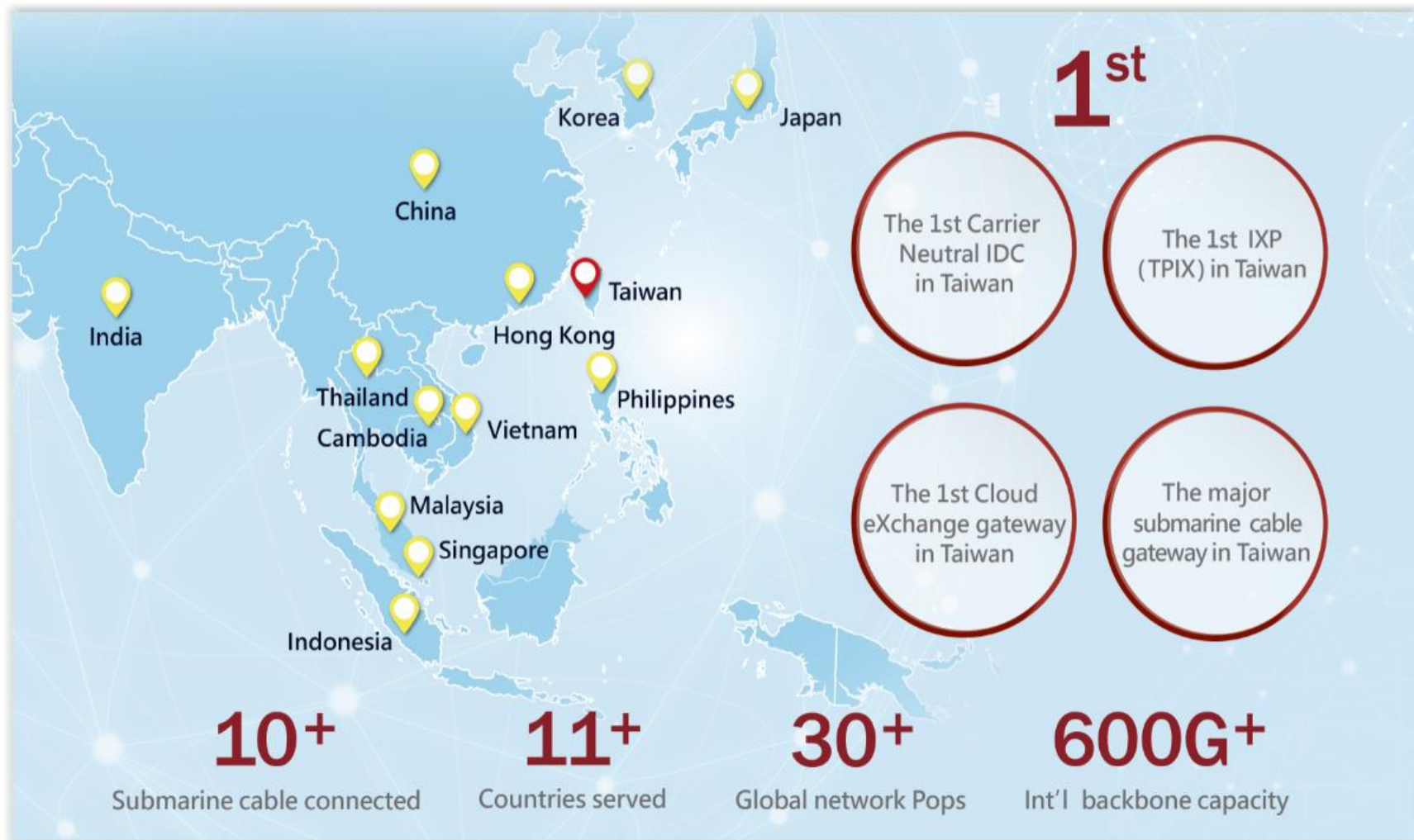


Google & Microsoft
already Set up Regional
Data Centers in Taiwan



Attract Global Service
Providers to Set up
Regional Data Service
Centers at L.Y.2

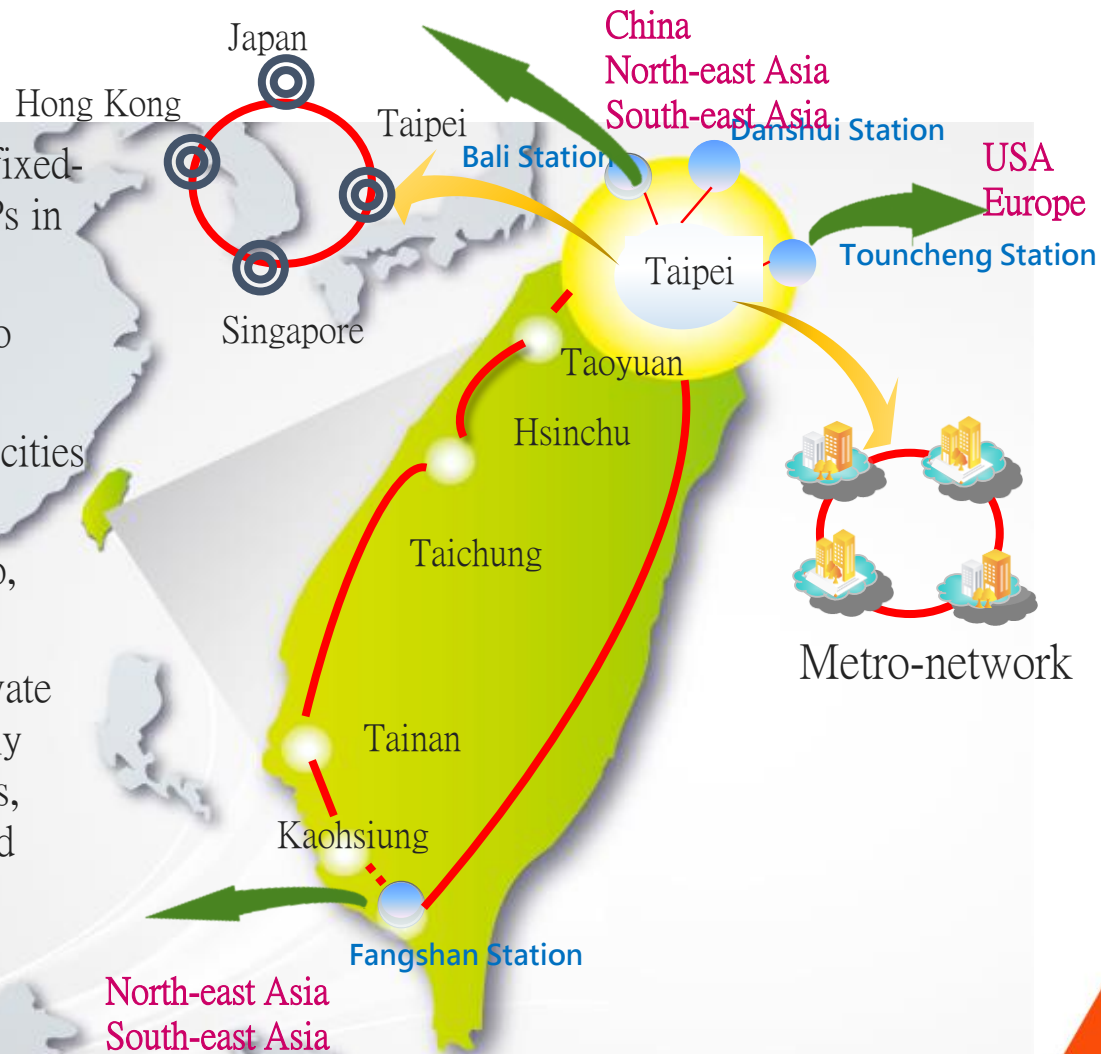
2.4 Expand International Backbone and Corporate with East Asia Countries Operators



2.5 Three Rings for Service MAP

(Sufficient Domestic and Foreign Fiber Optic Cable Resources)

- Carrier Neutral IDC: All major domestic fixed-network operators have set up service PoPs in the IDC buildings.
- Optical fiber connecting 4 IDC buildings to support ultra speed bandwidth.
- Optical fiber connecting domestic 6 major cities to support ultra speed bandwidth.
- Ultra speed bandwidth to connect to Tokyo, Hong Kong and Singapore.
- Main ITMC: Taiwan's consortium and private cables Telecom building, which can directly connect to various submarine cable stations, connecting the USA, Europe, East Asia and China.

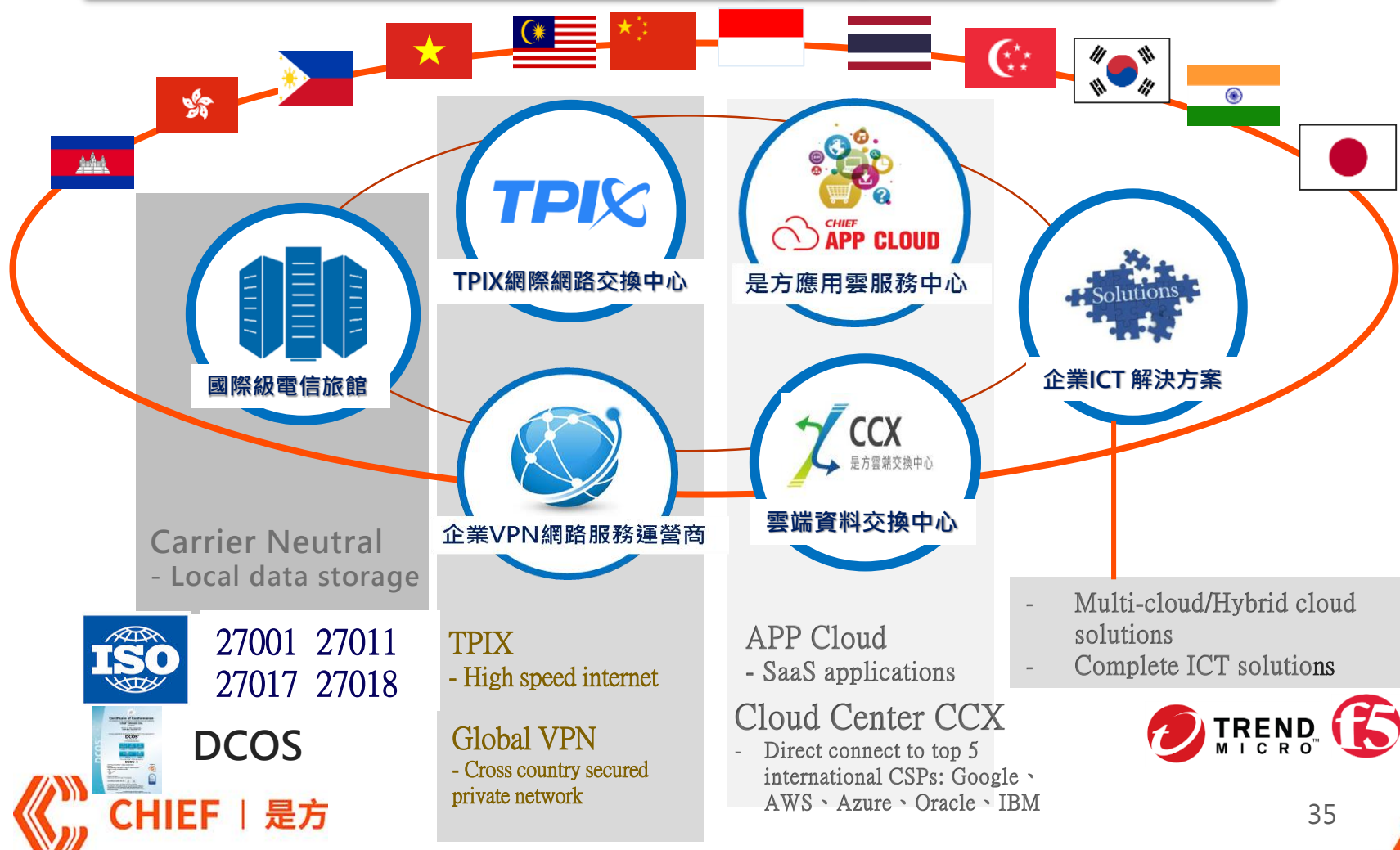


2.6 Smart Health Service 「Chief i Health App」

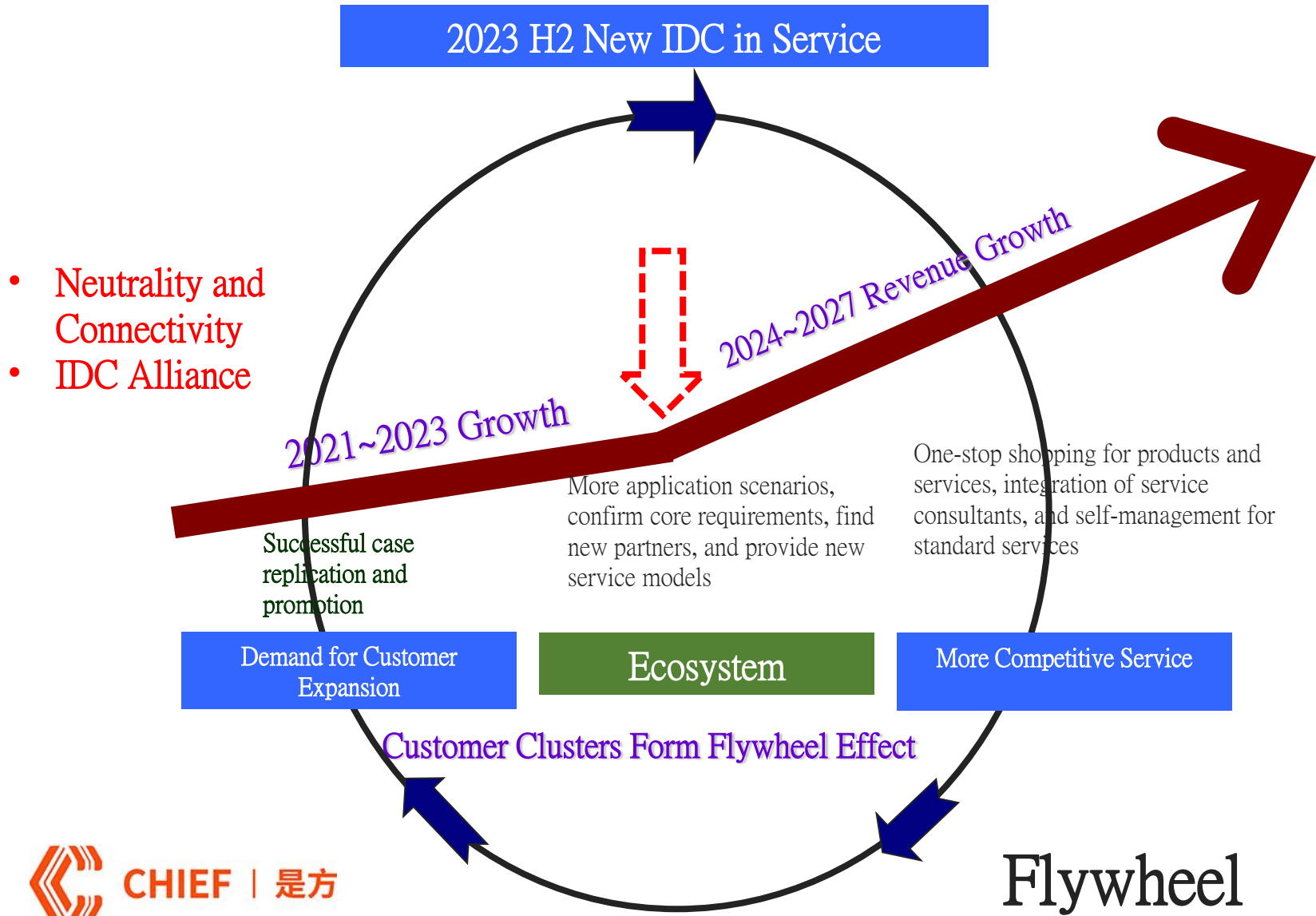


2.7 Four Product Lines to Drive Growth Curve

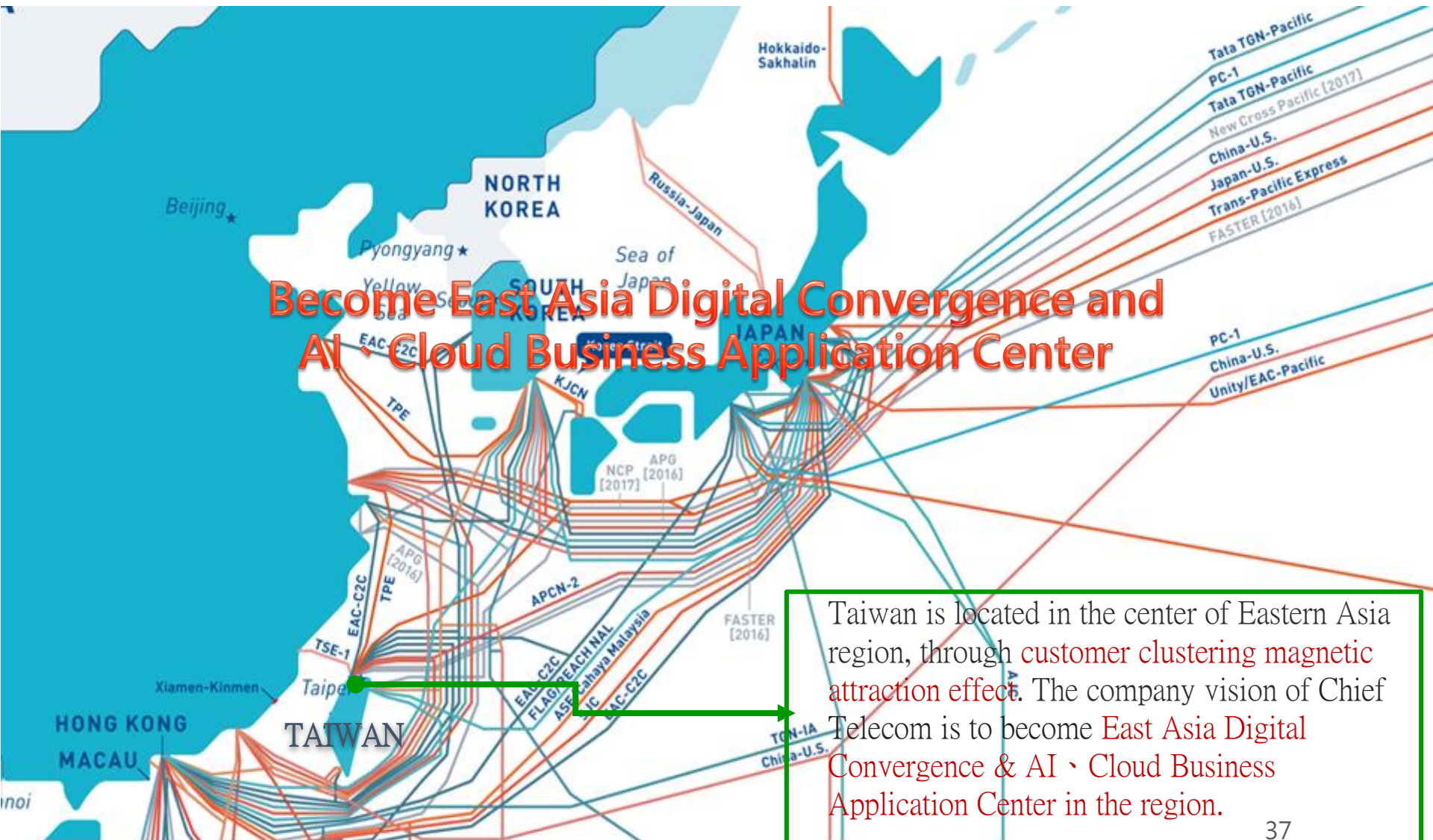
Vertically Enrich Product Lines, Horizontally Multi-Platform, and Cross-border Strategic Layout



2.8 Chief Telecom Flywheel



V、East Asia Digital Convergence and AI、Cloud Business Application Center



Taiwan is located in the center of Eastern Asia region, through customer clustering magnetic attraction effect. The company vision of Chief Telecom is to become East Asia Digital Convergence & AI、Cloud Business Application Center in the region.



Thank You

<https://www.chief.com.tw>