



**2019 法人說明會
訊舟科技 (3047)**

**2019 Earnings Conference
Edimax Technology (3047)**

November 15, 2019

投資安全聲明 Safe Harbor Notice



本簡報及同時發佈之相關訊息內容，除簡報內之歷史資訊外，簡報事項係屬前瞻性說明。前瞻性說明受到風險及不確定性因素影響，可能造成公司實際業績及成果與前瞻性說明有顯著差異。這些風險及不確定性因素包括國際經濟狀況、市場需求變化、商業環境、上下游供應鏈、競爭行為、獲取和開發特殊項目的能力、資金運作能力、消費者變化、商業消費習慣、匯率波動、及其他各種本公司不能完全控制或根本不能控制的風險因素。

Edimax Technology's statements of its current expectations are forward-looking statements which are subject to significant risks and uncertainties. Actual results may differ materially from those contained in any forward-looking statements.



報告大綱

- **集團簡介 Introduction to Edimax Group**
- 2019年前3季財務概況 Financial Result
- 營運狀況摘要 Operations by Segment
- 問與答 Q&A



Group Overview



Communication



carrier grade solutions

networking
Application &
cloud-based solutions

system integration
in communication
& IoT solutions

Manufacturing
networking
products





訊舟科技公司簡介 COMPANY INFORMATION



Founded: 1986

IPO: 2001

Capital: NT\$1,865M (US\$61.1M)

Employees: 1,057

R&D Engineers: 180+

Headquarters: Taipei, Taiwan

Service Centers : 17 worldwide

R&D Center: Taipei, Hsin-Chu(TW)

Dong Guan(CN)

MFG Center: Dong Guan(CN) I & II

訊舟科技產品領域 PRODUCT PORTFOLIO

Home
Connectivity

Enterprise
Solution

IoT
Service & Security

all things connected



total solution for
various type of biz &
locations



security from boot to
cloud to app



- Cloud management service
- Omnipresent security

康全電訊公司簡介 COMPANY INFORMATION

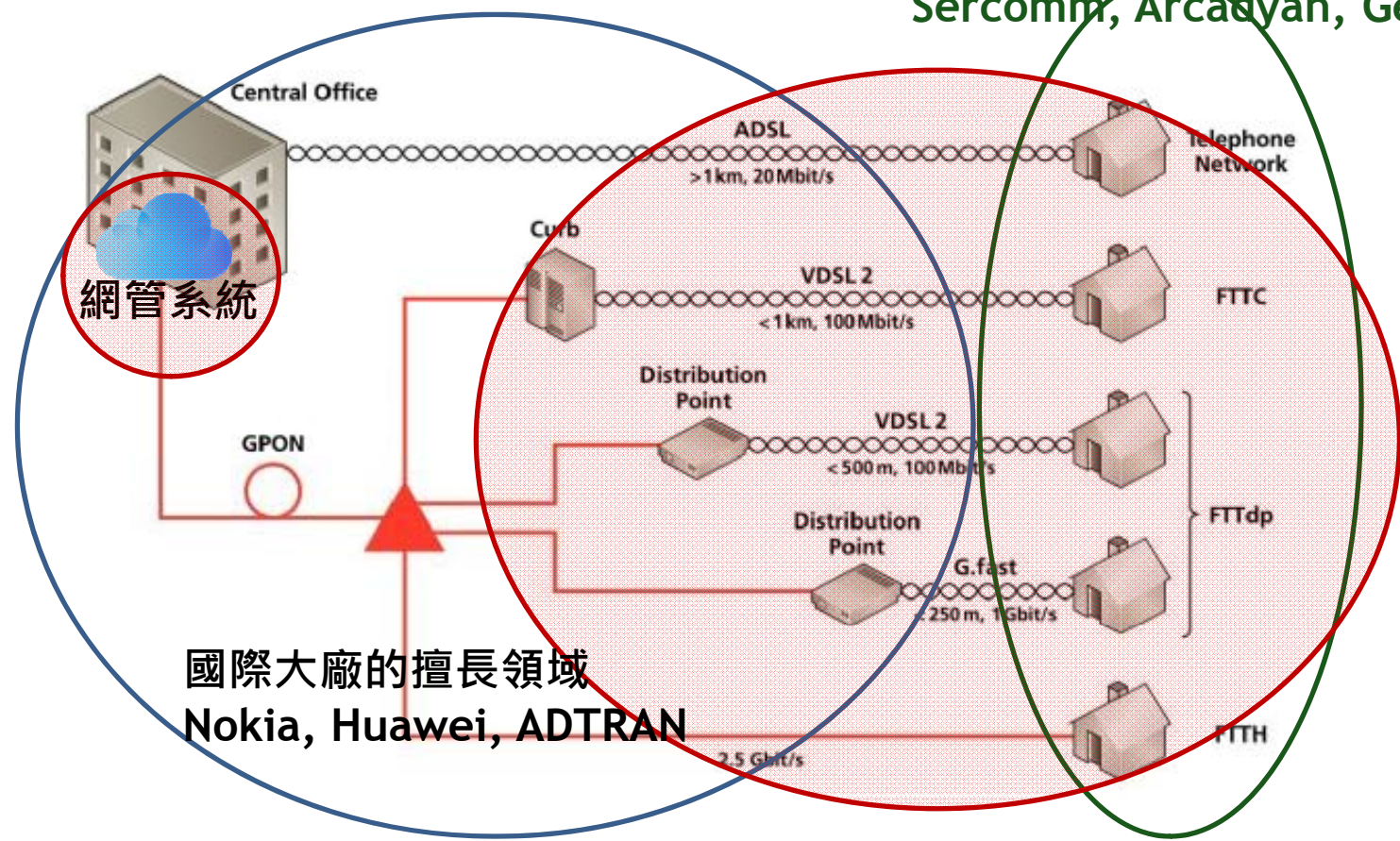
成立時間	1990年4月
董事長	任冠生
總經理	邱裕昌
實收資本額	NT\$486M
員工人數	≈ 201人
研發人員比例	≈ 50%
營業項目	光通訊中繼設備 高速寬頻用戶設備 智慧家庭解決方案



康全電訊市場定位 COMPANY POSITIONING

目標客戶：電信運營商

國內大廠的擅長領域
Sercomm, Arcadyan, Gemtek



國際大廠的擅長領域
Nokia, Huawei, ADTRAN



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2019Q3



綜合損益表 Income Statement

Unit: NT\$'000

科目/Subjects	2018Q3	2019Q3	2019Q2	YoY Diff	QoQ Diff
營收淨額 Revenue	1,876,667	1,181,036	1,283,657	(695,631)	(102,621)
營業毛利 Gross Profit	470,465	307,123	323,872	(163,342)	(16,749)
營業毛利率 Gross Profit %	25.1%	26.0%	25.3%		
營業費用 Expenses	359,713	308,910	313,805	(50,803)	(4,895)
營業利益 Op. Profit	110,752	(1,787)	10,067	(112,539)	(11,854)
業外收支 Non-op Income	(37,455)	(11,681)	23,889	25,774	(35,570)
稅前利益 PBT	73,297	(13,468)	33,956	(86,765)	(47,424)
所得稅&停業 Income Tax	(20,245)	(9,691)	(10,750)	10,554	1,059
稅後純益 PAT	53,052	(23,159)	23,206	(76,211)	(46,365)
認列損益 Income to Owner	18,653	(31,614)	10,751	(50,267)	(42,365)

2019Q3YTD



綜合損益表 Income Statement

Unit: NT\$'000

科目	2019Q3YTD	2018Q3YTD	YoY Diff
營收淨額 Revenue	4,025,891	5,089,547	(1,063,656)
營業毛利 Gross Profit	1,016,071	1,203,103	(187,032)
營業毛利率 Gross Profit %	25.2%	23.6%	
營業費用 Expenses	957,453	1,072,506	(115,053)
營業利益 Operating Profit	58,618	130,597	(71,979)
業外收支 Non-op Income	109,286	(16,192)	125,478
稅前利益 PBT	167,904	114,405	53,499
所得稅&停業 Income Tax	(60,020)	(62,046)	2,026
稅後純益 PAT	107,884	52,359	55,525
認列損益 Income Attributable to Owner	57,213	(77,277)	134,490
每股盈餘 EPS (in NT\$)	0.31	-0.42	—

2019/9/30



簡易資產負債表 Balance Sheet

Unit: NT\$'000

科目 Subjects	2019/9/30	%	2018/12/31	%	2018/9/30	%
現金及約當現金 Cash & cash equivalents	1,229,186	19	881,854	13	960,686	13
應收票據/帳款 Accounts/Notes receivable	1,066,057	16	1,426,348	20	1,515,597	21
存貨 Inventories	1,402,306	21	1,890,820	27	2,038,484	28
不動產/廠房/設備 Property, plant & equipments	2,351,061	36	2,407,578	35	2,412,734	33
其他資產 Other assets	548,309	8	361,722	5	357,381	5
合併資產總額 Total assets	6,596,919	100	6,968,322	100	7,284,882	100

2019/9/30



簡易資產負債表 Balance Sheet

Unit: NT\$'000

科目	2019/9/30	%	2018/12/31	%	2018/9/30	%
短期借款 Short-term borrowings	876,509	13	1,037,297	15	1,125,213	15
應付票據/帳款 Accounts/Notes payable	874,874	13	1,240,400	18	1,500,499	21
長期借款 Long-term borrowings	1,421,714	22	1,434,314	20	1,455,202	20
其他負債 Other liabilities	918,468	14	835,691	12	856,017	12
負債總額 Total liabilities	4,091,565	62	4,547,702	65	4,936,931	68
權益總額 Total equity	2,505,354	38	2,420,620	35	2,347,951	32

報告大綱

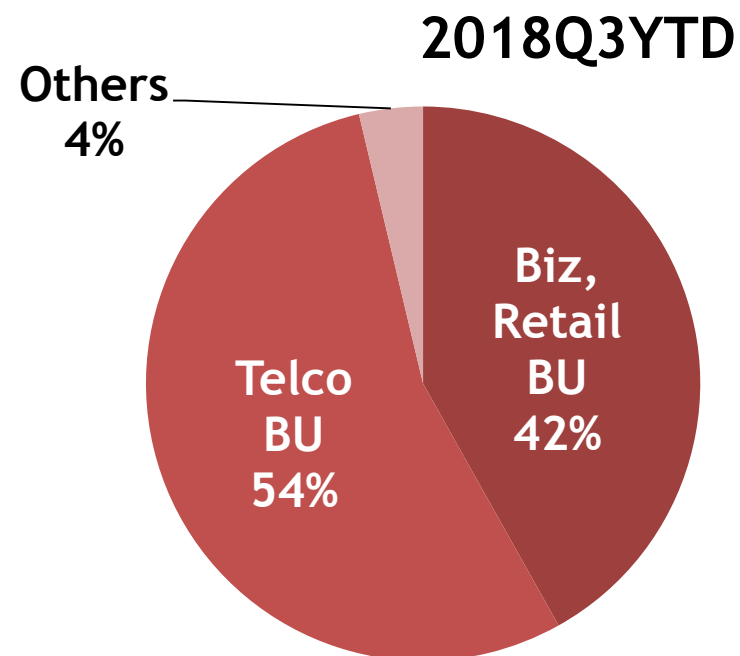
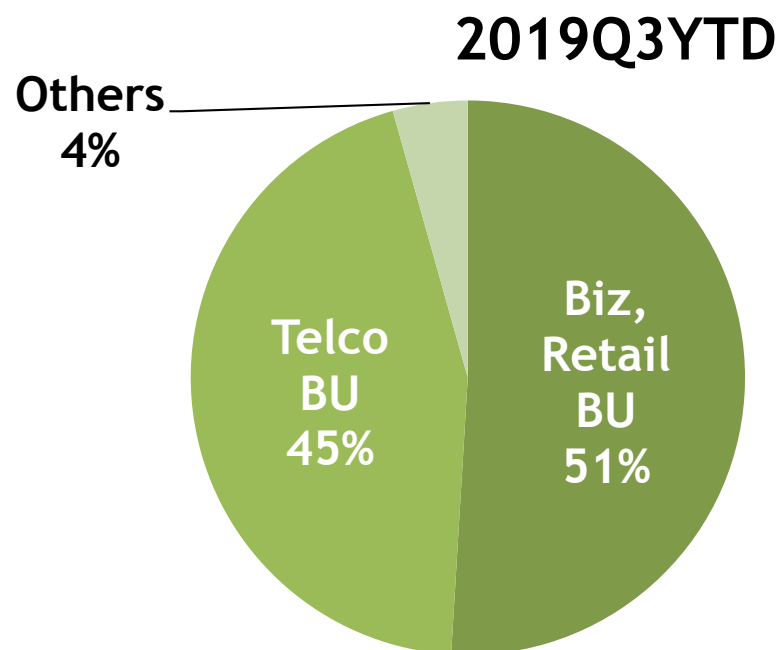
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2019Q3YTD



營運部門別營收 Sales by Segment



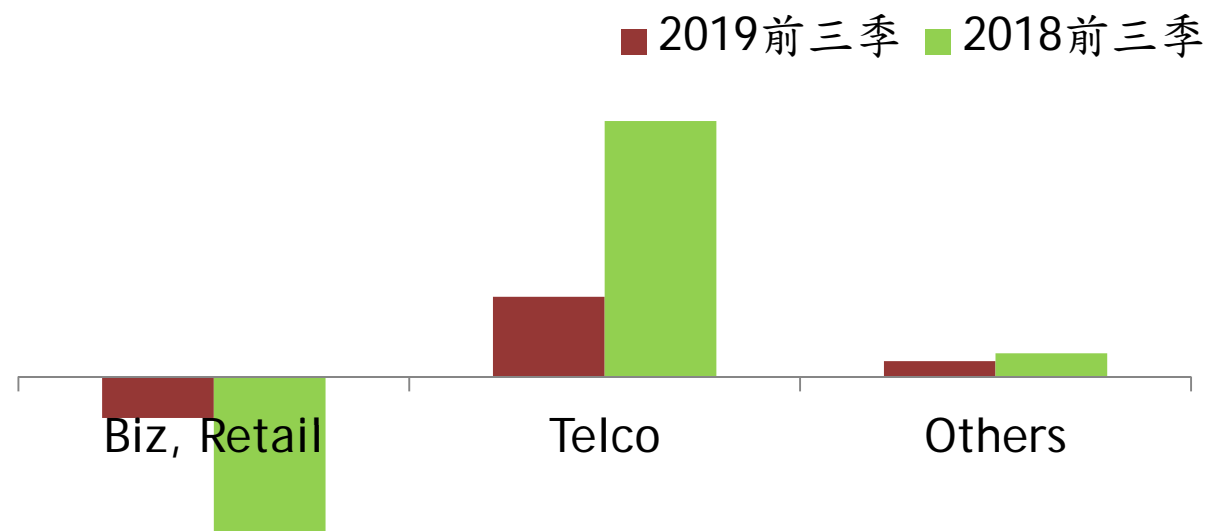
Unit: NT\$'000

	2019Q3YTD	2018Q3YTD	Growth%
Biz, Retail BU	2,051,655	2,131,227	-3.7%
Telco BU	1,798,273	2,769,009	-35.1%
Others	175,963	189,311	-7.1%
Total	4,025,891	5,089,547	-20.9%

2019Q3YTD



營運部門別營業損益 OP by Segment



Unit: NT\$'000

	2019Q3YTD	2018Q3YTD	Growth%
Biz, Retail BU	(45,510)	(174,984)	74.0%
Telco BU	87,341	280,197	-68.8%
Others	16,787	25,384	-33.9%
Total	58,618	130,597	-55.1%

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For more information regarding Edimax, please visit
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Thank you