

2023 Earnings Conference
Edimax Technology (3047)

2023 法人說明會
訊舟科技 (3047)

EDIMAX

NOV. 23, 2023

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.

- **集團簡介 Introduction to Edimax Group**
- **2023年前3季財務概況 Financial Result**
- **營運狀況摘要 Summary of Operations**
- **問與答 Q&A**

Group Overview

Communication



carrier grade
solutions

networking
application &
cloud-based solutions

system integration
in communication
& AIoT solutions

Manufacturing
networking
products

訊舟科技公司簡介 COMPANY INFORMATION **EDIMAX**



Founded: 1986

IPO: 2001

Capital: ≈ NT\$2,130M (US\$66.5M)

Employees: 850

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 **ΣDIMAX**

Consumer
Connectivity

all things connected



Enterprise
Solution

total solution for
various type of biz &
locations



AIoT
Service & Security

security from boot to
cloud to app



- Cloud management service
- Omnipresent security

康全電訊公司簡介 COMPANY INFORMATION **NDIMAX**

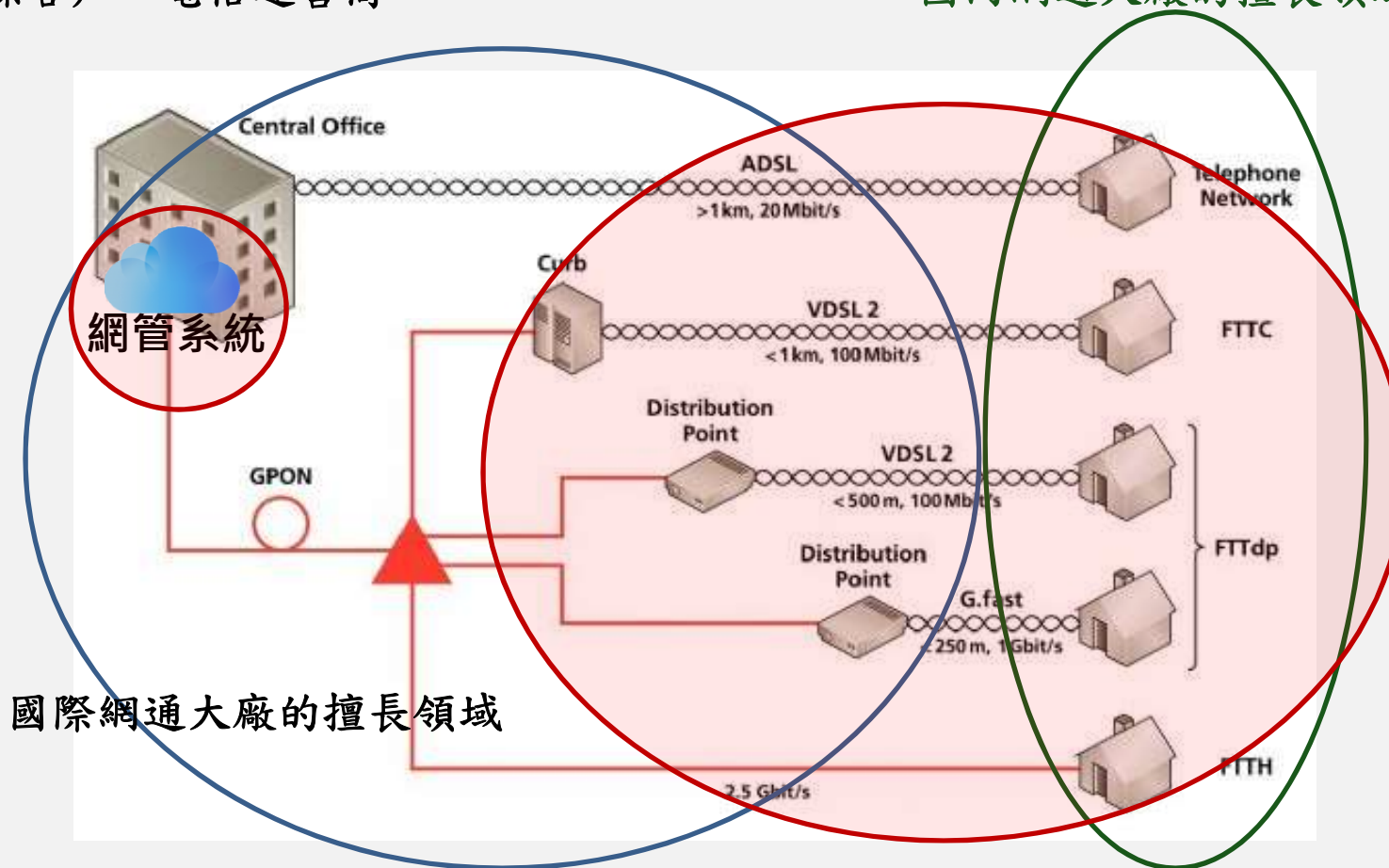
成立時間	1990年4月
董事長	任冠生
總經理	洪榮隆
實收資本額	NT\$587M
員工人數	≈ 197人
研發人員比例	≈ 40%
主要產品	中繼接取設備 高速寬頻用戶端設備 家庭網路設備



康全電訊市場定位 COMPANY POSITIONING

目標客戶：電信運營商

國內網通大廠的擅長領域



康全電訊主要產品 PRODUCT PORTFOLIO

中繼接取設備



Dense DPU



Single Port DPU



EOC DPU



Robust MDU

寬頻用戶端設備



Phoneline: Bonding Gateway



COAX: EOC Gateway



Fiber: XGS-PON Gateway

家庭網路設備



G.hn PLC + WiFi



G.hn Coax Adapter



Whole Home Wireless Solution

雲端管理系統



Auto Configuration Server



Telecom Grade Cloud Management System

- 集團簡介 Introduction to Edimax Group
- 2023年前3季財務概況 **Financial Result**
- 營運狀況摘要 Summary of Operations
- 問與答 Q&A

2023Q3

綜合損益表 Income Statements



Unit: NT\$'000

科目/Subjects	2022Q3	2023Q3	2023Q2	YoY Diff	QoQ Diff
營收淨額 Revenue	1,619,753	1,071,144	1,054,049	(548,609)	17,095
營業毛利 Gross Profit	431,008	295,267	258,454	(135,741)	36,813
營業毛利率 Gross Profit %	26.6%	27.6%	24.5%	1.0%	3.1%
營業費用 Expenses	374,366	333,721	320,045	(40,645)	13,676
營業利益 Op. Profit	56,642	(38,454)	(61,591)	(95,096)	23,137
業外收支 Non-op Income	92,733	34,786	29,632	(57,947)	5,154
稅前利益 PBT	149,375	(3,668)	(31,959)	(153,043)	28,291
所得稅&停業 Income Tax	(8,869)	(17,080)	(8,213)	(8,211)	(8,867)
稅後純益 PAT	140,506	(20,748)	(40,172)	(161,254)	19,424
認列損益 Income to Owner	122,079	4,177	43,947	(117,902)	(39,770)

2023Q3YTD

綜合損益表 Income Statements



Unit: NT\$'000

科目	2023Q3YTD	2022Q3YTD	YoY Diff
營收淨額 Revenue	3,268,689	4,513,780	(1,245,091)
營業毛利 Gross Profit	810,357	1,120,259	(309,902)
營業毛利率 Gross Profit %	24.8%	24.8%	-0.03%
營業費用 Expenses	964,430	1,020,846	(56,416)
營業利益 Operating Profit	(154,073)	99,413	(253,486)
業外收支 Non-op Income or loss	51,537	177,226	(125,689)
稅前利益 PBT	(102,536)	276,639	(379,175)
所得稅&停業 Income Tax	(25,593)	(26,434)	841
稅後純益 PAT	(128,129)	250,205	(378,334)
認列損益 Income Attributable to Owner	27,531	239,238	(211,707)
每股盈餘 EPS (in NT\$)	0.13	1.26	—

2023/09/30

簡易資產負債表 Balance Sheets



Unit: NT\$'000

科目 Subjects	2023/9/30	%	2022/12/31	%	2022/9/30	%
現金及約當現金 Cash & cash equivalents	1,388,109	20%	1,692,999	22%	1,471,356	19%
應收票據/帳款 Accounts/Notes receivable	1,049,667	15%	1,259,126	17%	1,437,069	18%
存貨 Inventories	1,413,172	20%	1,721,919	23%	1,951,673	25%
不動產/廠房/設備 Property, plant & equipments	2,461,143	36%	2,483,468	32%	2,493,883	32%
其他資產 Other assets	642,406	9%	474,853	6%	475,165	6%
合併資產總額 Total assets	6,954,497	100	7,632,365	100	7,829,146	100

2023/09/30

簡易資產負債表 Balance Sheets



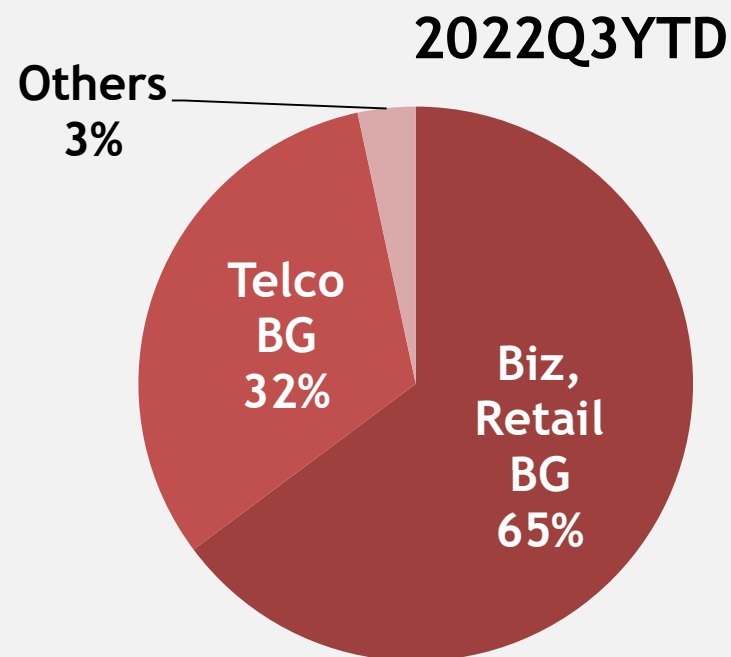
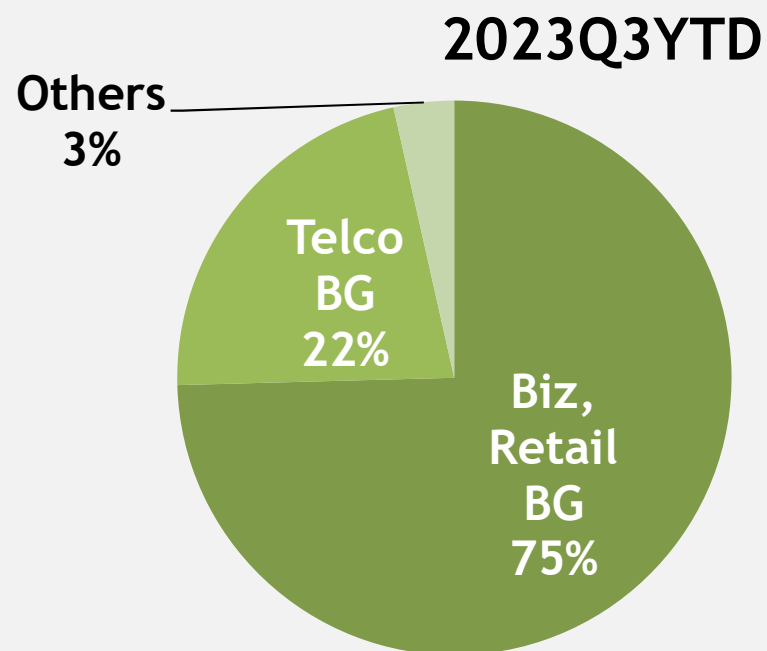
Unit: NT\$'000

科目 Subjects	2023/9/30	%	2022/12/31	%	2022/9/30	%
短期借款 Short-term borrowings	230,346	3%	769,601	10%	933,144	12%
應付票據/帳款 Accounts/Notes payable	879,323	13%	1,040,499	14%	1,096,375	14%
長期借款 Long-term borrowings	1,584,514	23%	1,567,114	21%	1,571,314	20%
應付公司債 Bonds payable	134,626	2%	185,143	2%	200,314	3%
其他負債 Other liabilities	991,422	14%	710,025	9%	701,124	9%
負債總額 Total liabilities	3,820,231	55	4,272,382	56	4,502,271	58
權益總額 Total equity	3,134,266	45	3,359,983	44	3,326,875	42

- 集團簡介 Introduction to Edimax Group
- 2023年前3季財務概況 Financial Result
- 營運狀況摘要 Summary of Operations
- 問與答 Q&A

2023Q3YTD

營運部門別營收 Revenue by Business Group **DIMAX**

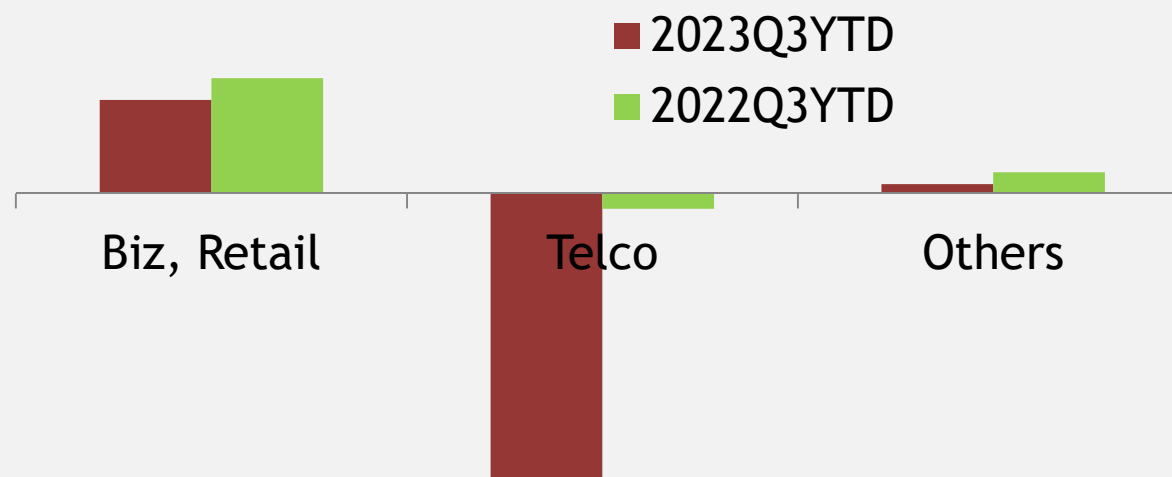


Unit: NT\$'000

	2023Q3YTD	2022Q3YTD	Growth%
Biz, Retail BG	2,437,589	2,924,248	-16.6%
Telco BG	715,617	1,437,452	-50.2%
Others	115,483	152,080	-24.1%
Total	3,268,689	4,513,780	-27.6%

2023Q3YTD

營運部門別營業損益 OP by Business Group **ΣDIMAX**



Unit: NT\$'000

	2023Q3YTD	2022Q3YTD	Growth%
Biz, Retail BG	76,805	94,726	-18.9%
Telco BG	(238,305)	(12,726)	-1772.6%
Others	7,427	17,413	-57.4%
Total	(154,073)	99,413	-255.0%

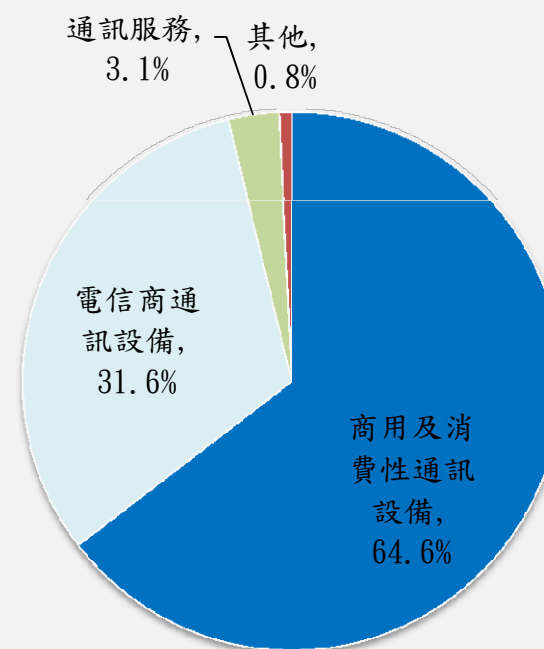
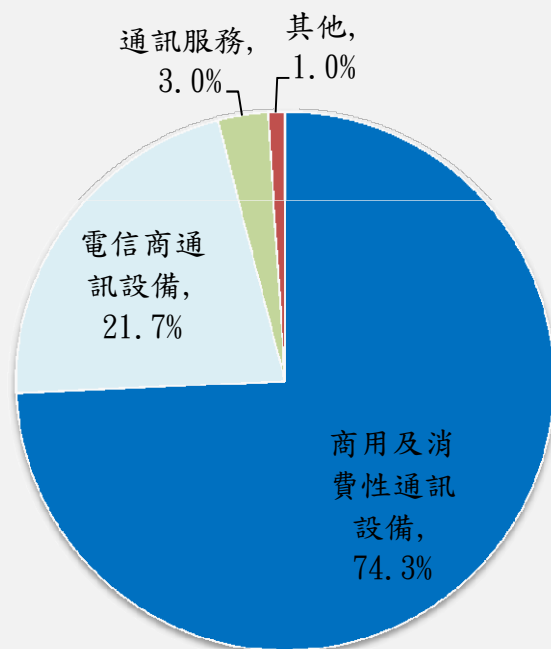
2023Q3YTD

產品別營收 Revenue by Product



2023Q3

2022Q3



- 集團簡介 Introduction to Edimax Group
- 2023年前3季財務概況 Financial Result
- 營運狀況摘要 Summary of Operations
- 問與答 Q&A

For more information regarding Edimax, please visit
www.edimax.com.tw

For all inquiries, suggestions and comments, please write to
ir@edimax.com.tw



Thank you

Thank you

ΣDⁱMAX