

2024 Earnings Conference
Edimax Technology (3047)

2024 法人說明會
訊舟科技 (3047)



SEP. 24, 2024

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**
- 2024年前2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
& IoT solutions

Manufacturing
networking
products

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



Founded: 1986

IPO: 2001

Capital: $\approx$ NT\$2,235M (US\$69.8M)

Employees: 670

R&D Engineers: 150+

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**

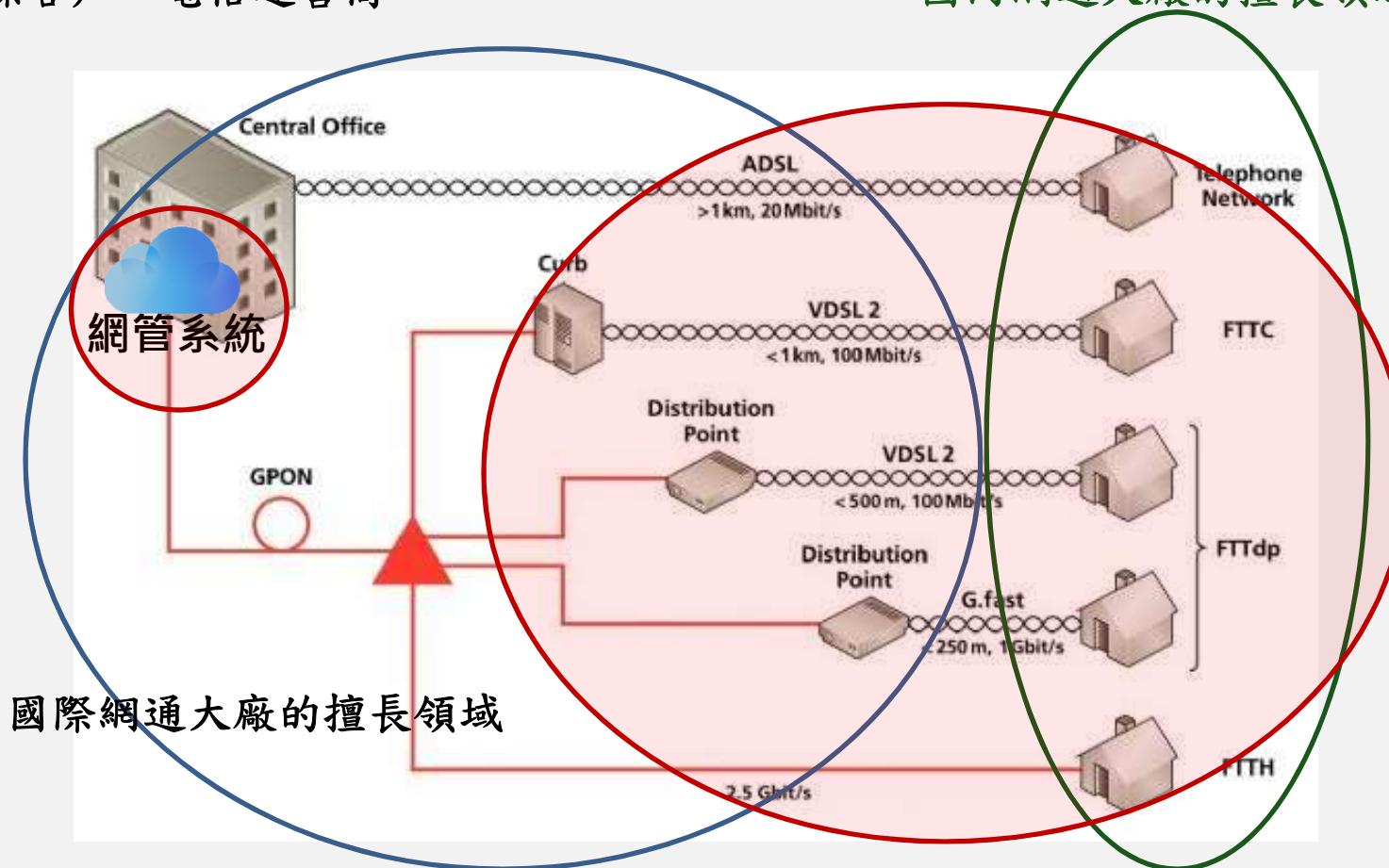
成立時間	1990年4月
董事長	任冠生
總經理	洪榮隆
實收資本額	NT\$587M
員工人數	≈ 178人
研發人員比例	≈ 40%
主要產品	中繼接取設備 高速寬頻用戶端設備 家庭網路設備



康全電訊市場定位 COMPANY POSITIONING **ΣDIMAX**

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 **ΣDIMAX**

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
- **2024年前2季財務概況 Financial Result**
- 營運狀況摘要 Summary of Operations
- 問與答 Q&A

2024Q2

綜合損益表 Income Statements



Unit: NT\$'000

科目/Subjects	2023Q2	2024Q2	2024Q1	YoY Diff	QoQ Diff
營收淨額 Revenue	1,054,049	2,098,891	959,261	1,044,842	1,139,630
營業毛利 Gross Profit	258,454	646,835	142,572	388,381	504,263
營業毛利率 Gross Profit %	24.5%	30.8%	14.9%	6.3%	15.9%
營業費用 Expenses	320,045	383,700	348,560	63,655	35,140
營業利益 Op. Profit	(61,591)	263,135	(205,988)	324,726	469,123
業外收支 Non-op Income	29,632	37,606	38,114	7,974	(508)
稅前利益 PBT	(31,959)	300,741	(167,874)	332,700	468,615
所得稅&停業 Income Tax	(8,213)	(30,399)	15,563	(22,186)	(45,962)
稅後純益 PAT	(40,172)	270,342	(152,311)	310,514	422,653
認列損益 Income to Owner	19,469	88,091	(61,767)	68,622	149,858

2024Q2YTD

綜合損益表 Income Statements



Unit: NT\$'000

科 目	2024Q2YTD	2023Q2YTD	YoY Diff
營收淨額 Revenue	3,058,152	2,197,545	860,607
營業毛利 Gross Profit	789,407	515,090	274,317
營業毛利率 Gross Profit %	25.8%	23.4%	2.4%
營業費用 Expenses	732,260	630,709	101,551
營業利益 Operating Profit	57,147	(115,619)	172,766
業外收支 Non-op Income or loss	75,720	16,751	58,969
稅前利益 PBT	132,867	(98,868)	231,735
所得稅&停業 Income Tax	(14,836)	(8,513)	(6,323)
稅後純益 PAT	118,031	(107,381)	225,412
認列損益 Income Attributable to Owner	26,324	23,354	2,970
每股盈餘 EPS (in NT\$)	0.12	0.11	—

2024/06/30

簡易資產負債表 Balance Sheets



Unit: NT\$'000

科目 Subjects	2024/6/30	%	2023/12/31	%	2023/6/30	%
現金及約當現金 Cash & cash equivalents	1,847,951	22%	1,135,479	18%	1,480,257	22%
應收票據/帳款 Accounts/Notes receivable	1,401,744	17%	758,181	12%	850,796	13%
存貨 Inventories	2,074,408	24%	1,443,277	22%	1,352,591	20%
不動產/廠房/設備 Property, plant & equipments	2,399,346	28%	2,459,584	38%	2,475,843	36%
其他資產 Other assets	733,443	9%	632,783	10%	635,338	9%
合併資產總額 Total assets	8,456,892	100	6,429,304	100	6,794,825	100

2024/06/30

簡易資產負債表 Balance Sheets



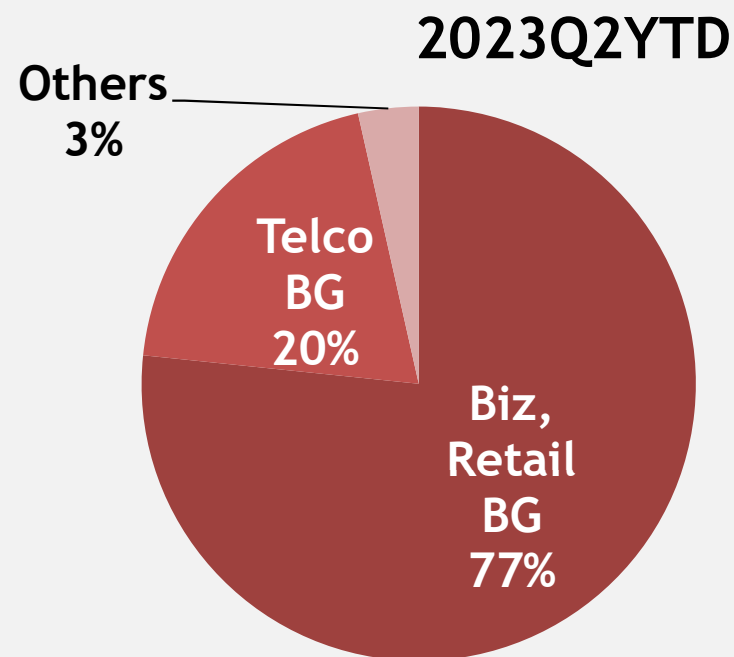
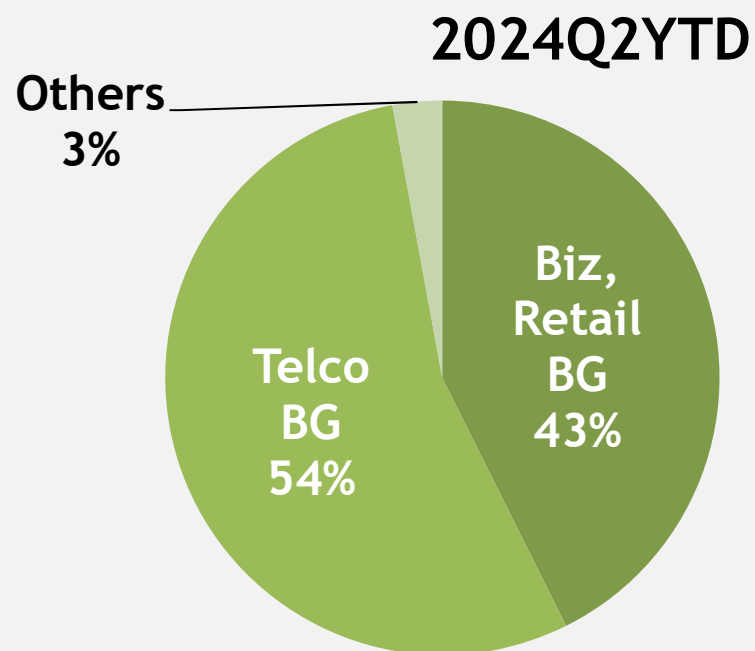
Unit: NT\$'000

科目 Subjects	2024/6/30	%	2023/12/31	%	2023/6/30	%
短期借款 Short-term borrowings	504,997	6%	198,000	3%	190,286	3%
應付票據/帳款 Accounts/Notes payable	2,075,310	25%	774,896	12%	757,806	11%
長期借款 Long-term borrowings	1,571,914	19%	1,580,314	24%	1,558,713	23%
應付公司債 Bonds payable	8,840	0.1%	126,690	2%	140,149	2%
其他負債 Other liabilities	1,039,316	12%	751,882	12%	1,019,353	15%
負債總額 Total liabilities	5,200,377	62	3,431,782	53	3,666,307	54
權益總額 Total equity	3,256,515	38	2,997,522	47	3,128,518	46

- 集團簡介 Introduction to Edimax Group
- 2024年前2季財務概況 Financial Result
- 營運狀況摘要 Summary of Operations
- 問與答 Q&A

2024Q2YTD

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

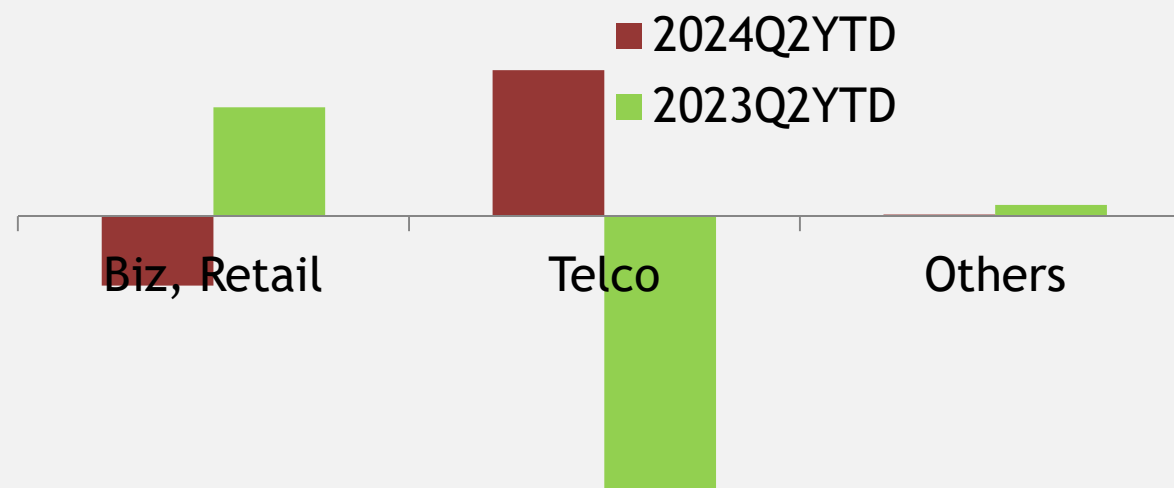


Unit: NT\$'000

	2024Q2YTD	2023Q2YTD	Growth%
Biz, Retail BG	1,303,707	1,684,080	-22.6%
Telco BG	1,666,109	436,147	282.0%
Others	88,336	77,318	14.3%
Total	3,058,152	2,197,545	39.2%

2024Q2YTD

營運部門別營業損益 OP by Business Group



Unit: NT\$'000

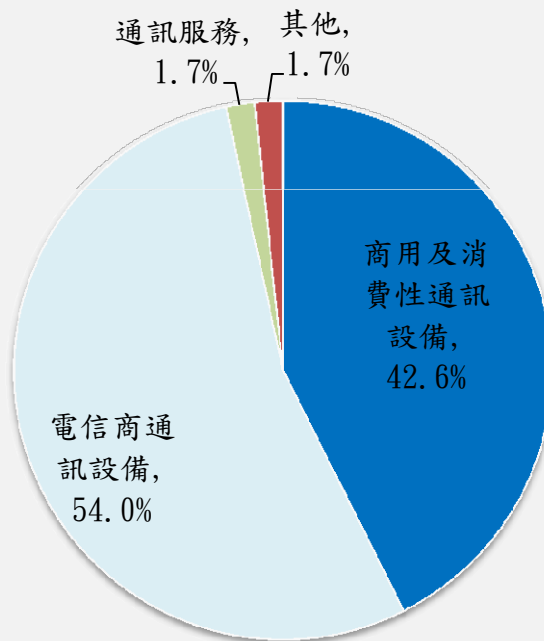
	2024Q2YTD	2023Q2YTD	Growth%
Biz, Retail BG	(50,749)	79,644	-163.7%
Telco BG	106,672	(203,533)	152.4%
Others	1,224	8,270	-85.2%
Total	57,147	(115,619)	-149.4%

2024Q2YTD

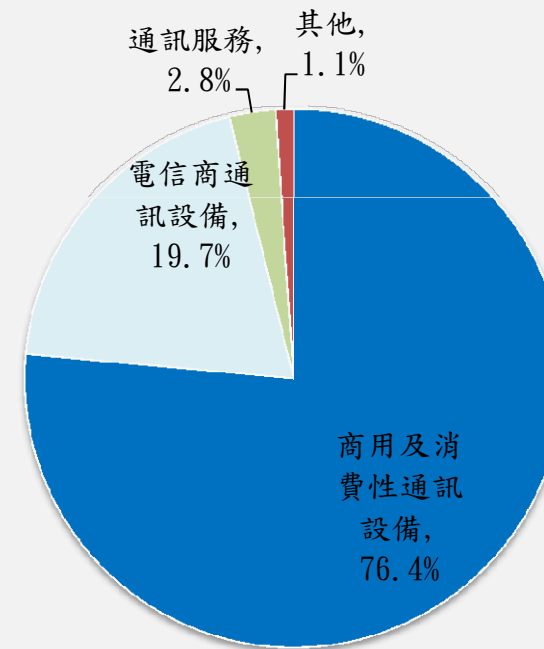
產品別營收 Revenue by Product



2024Q2



2023Q2

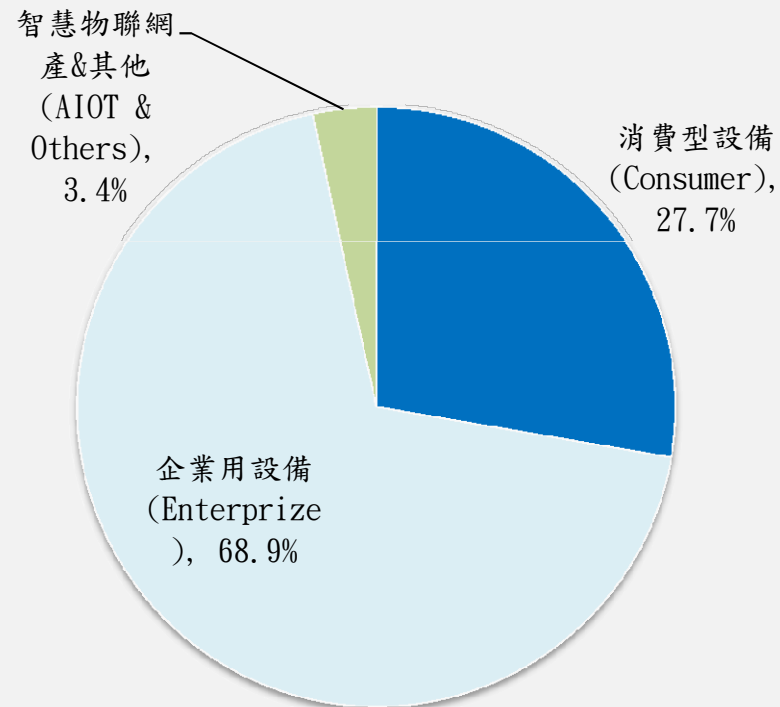


2024Q2YTD – Retail Business Group

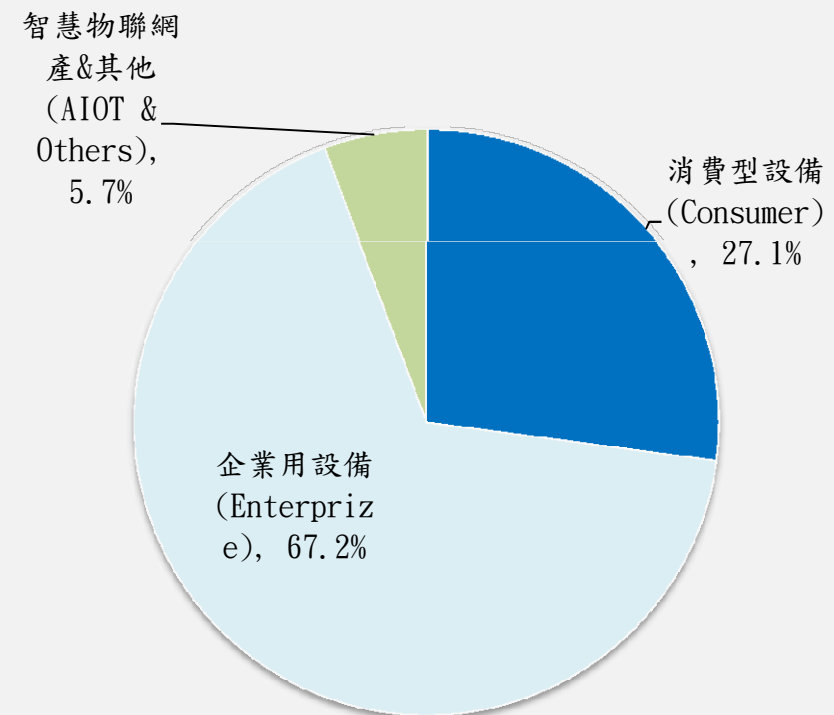
產品別營收 Revenue by Product



2024Q2



2023Q2

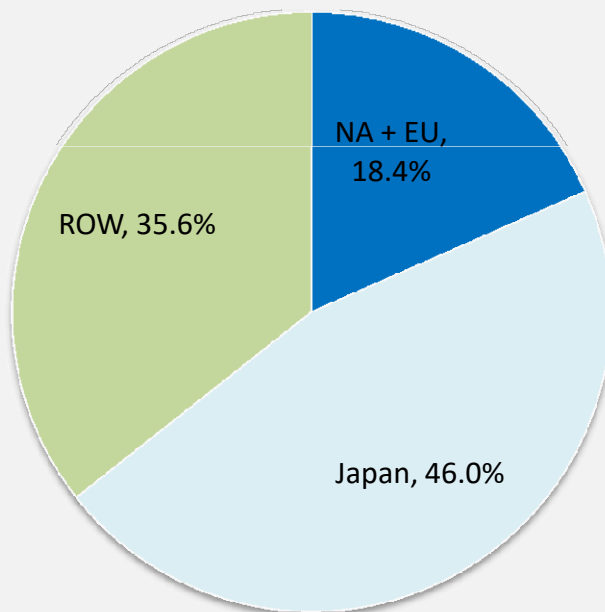


2024Q2YTD – Retail Business Group

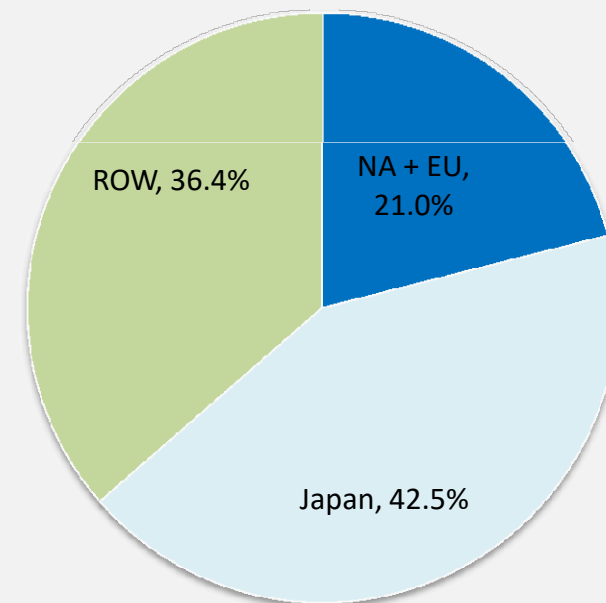
地區別營收 Revenue by Region



2024Q2



2023Q2

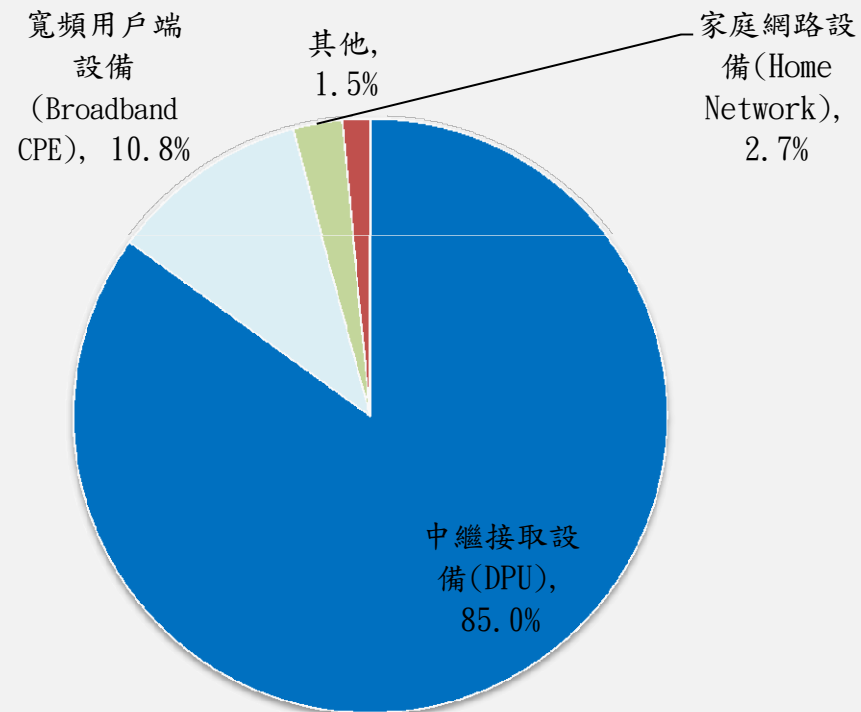


2024Q2YTD – Telco Business Group

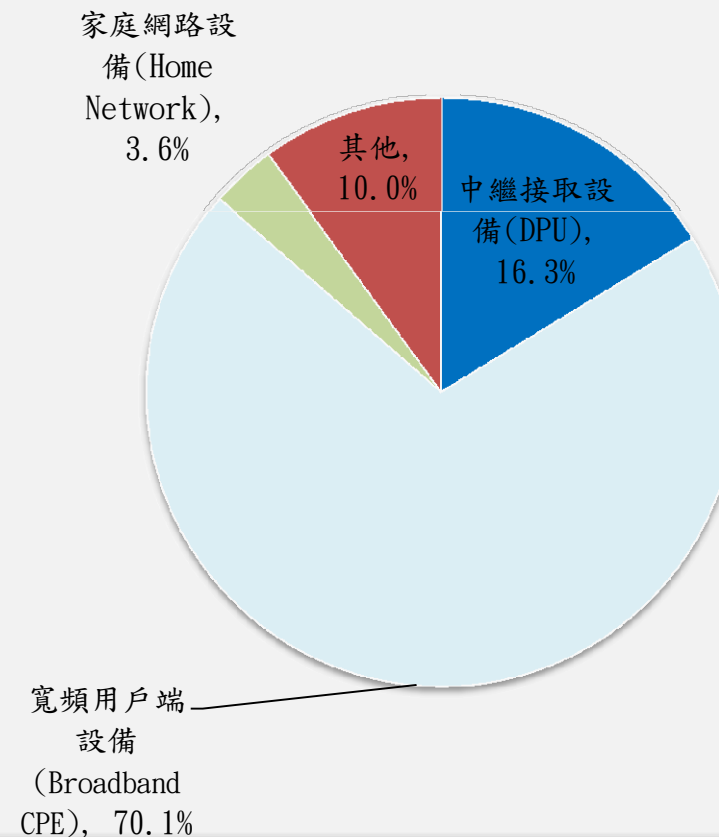
產品別營收 Revenue by Product



2024Q2



2023Q2

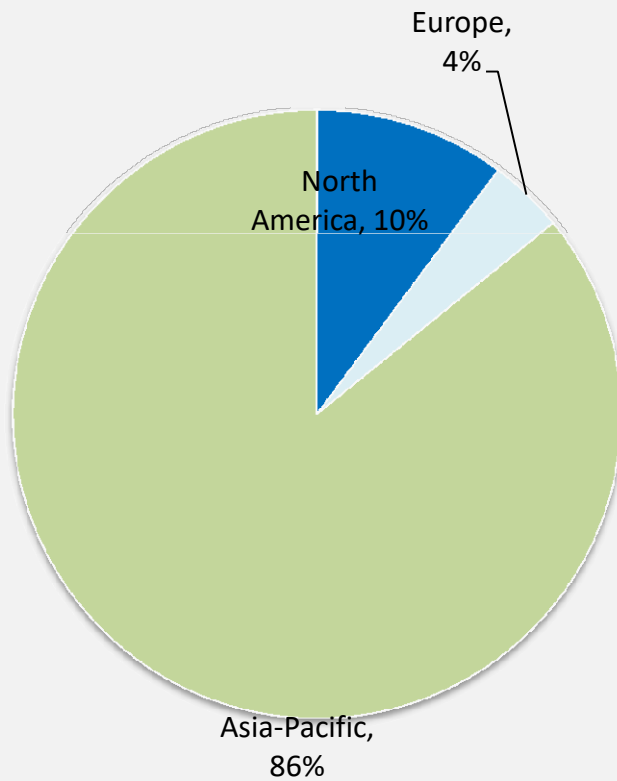


2024Q2YTD – Telco Business Group

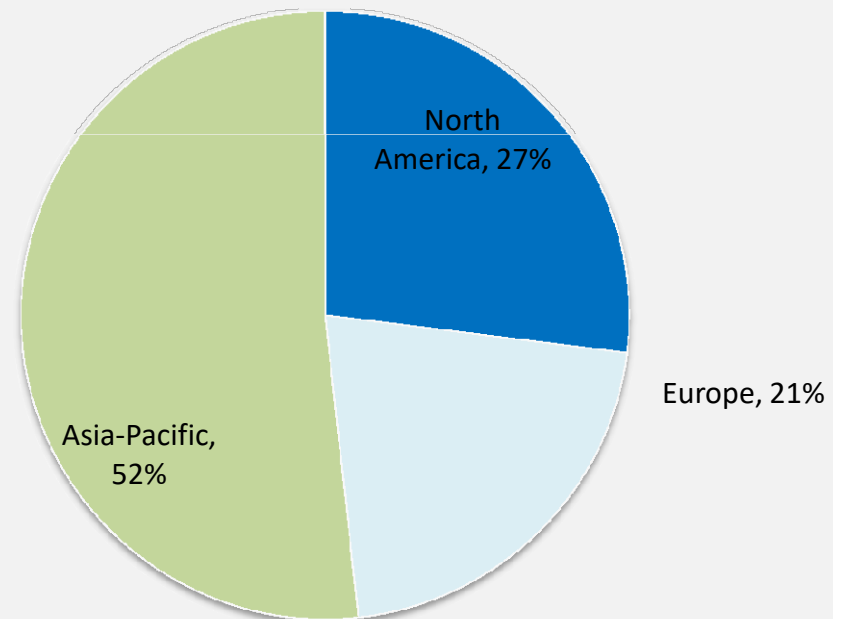
地區別營收 Revenue by Region



2024Q2



2023Q2



- 集團簡介 Introduction to Edimax Group
- 2024年前2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

ΣDİMAX