

2021 Earnings Conference

Edimax Technology (3047)

2021 法人說明會
訊舟科技 (3047)



November 26, 2021

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**
- 2021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\$1,894M (US\$68.0M)

Employees: 858

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**

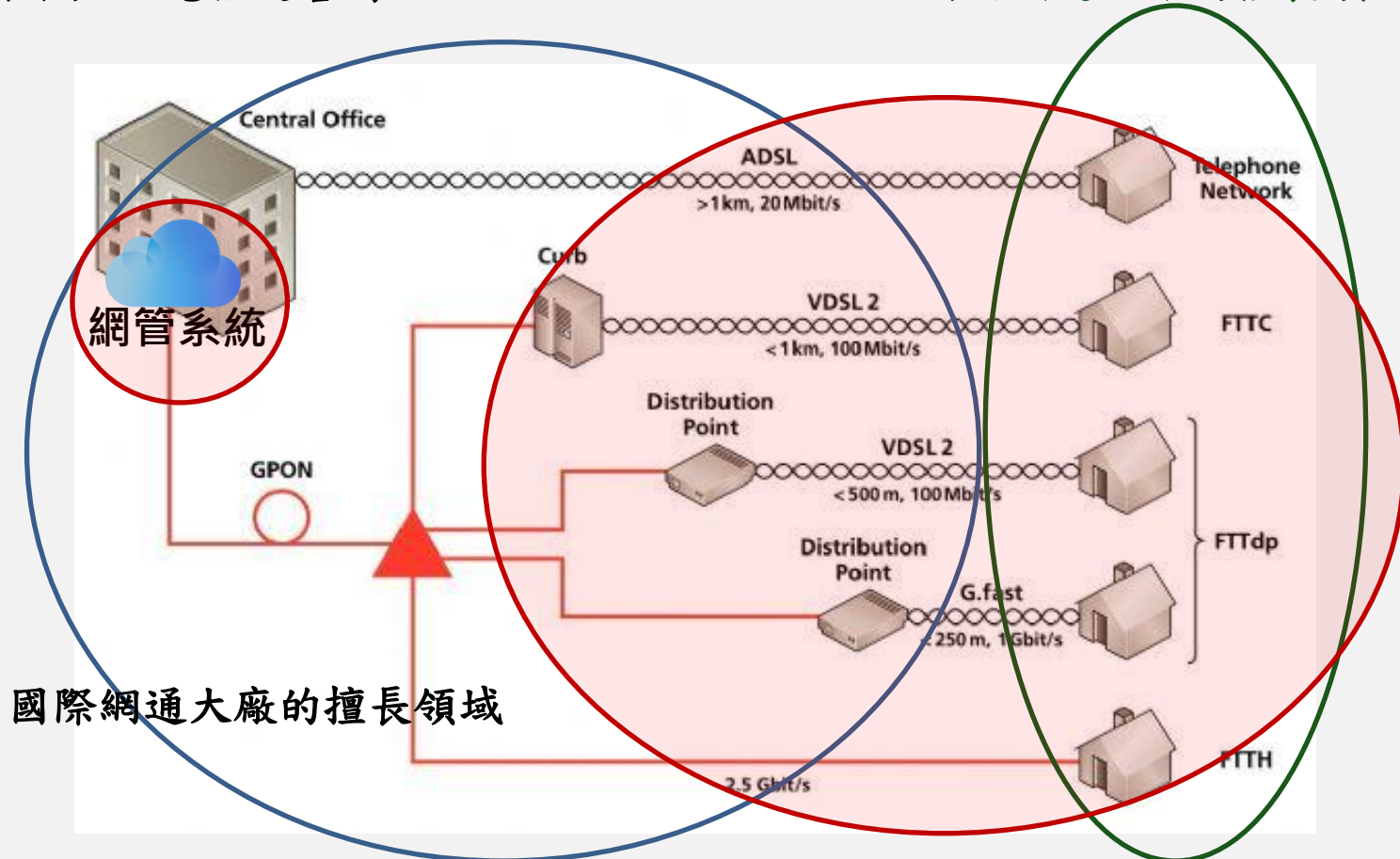
成立時間	1990年4月
董事長	任冠生
總經理	邱裕昌
實收資本額	NT\$572M
員工人數	≈ 202人
研發人員比例	≈ 45%
營業項目	中繼接取設備 高速寬頻用戶端設備 家庭網路設備



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

目標客戶：電信運營商

國內網通大廠的擅長領域



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2021Q3

綜合損益表 Income Statements



Unit: NT\$'000

科目/Subjects	2020Q3	2021Q3	2021Q2	YoY Diff	QoQ Diff
營收淨額 Revenue	1,890,579	1,344,939	1,312,432	(545,640)	32,507
營業毛利 Gross Profit	489,612	327,086	281,933	(162,526)	45,153
營業毛利率 Gross Profit %	25.9%	24.3%	21.5%	-1.6%	2.8%
營業費用 Expenses	309,781	307,354	290,209	(2,427)	17,145
營業利益 Op. Profit	179,831	19,732	(8,276)	(160,099)	28,008
業外收支 Non-op Income	(32,321)	4,300	(25,884)	36,621	30,184
稅前利益 PBT	147,510	24,032	(34,160)	(123,478)	58,192
所得稅&停業 Income Tax	(20,779)	(10,100)	2,146	10,679	(12,246)
稅後純益 PAT	126,731	13,932	(32,014)	(112,799)	45,946
認列損益 Income to Owner	84,960	11,725	(32,451)	(73,235)	44,176

2021Q3YTD

綜合損益表 Income Statements



Unit: NT\$'000

科 目	2021Q3YTD	2020Q3YTD	YoY Diff
營收淨額 Revenue	3,867,447	4,721,644	(854,197)
營業毛利 Gross Profit	869,657	1,252,502	(382,845)
營業毛利率 Gross Profit %	22.5%	26.5%	-4.0%
營業費用 Expenses	888,923	930,397	(41,474)
營業利益 Operating Profit	(19,266)	322,105	(341,371)
業外收支 Non-op Income or loss	(25,898)	(57,933)	32,035
稅前利益 PBT	(45,164)	264,172	(309,336)
所得稅&停業 Income Tax	(9,950)	(53,220)	43,270
稅後純益 PAT	(55,114)	210,952	(266,066)
認列損益 Income Attributable to Owner	(51,080)	103,548	(154,628)
每股盈餘 EPS (in NT\$)	(0.27)	0.56	—

2021/09/30

簡易資產負債表 Balance Sheets



Unit: NT\$'000

科目 Subjects	2021/9/30	%	2020/12/31	%	2020/9/30	%
現金及約當現金 Cash & cash equivalents	1,453,458	20	2,070,594	27	1,959,784	25
應收票據/帳款 Accounts/Notes receivable	1,106,835	15	1,235,026	16	1,522,588	20
存貨 Inventories	2,025,669	27	1,500,293	20	1,426,371	18
不動產/廠房/設備 Property, plant & equipments	2,283,984	31	2,317,465	31	2,313,068	30
其他資產 Other assets	527,968	7	488,913	6	521,495	7
合併資產總額 Total assets	7,397,914	100	7,612,291	100	7,743,306	100

2021/09/30

簡易資產負債表 Balance Sheets

EDIMAX

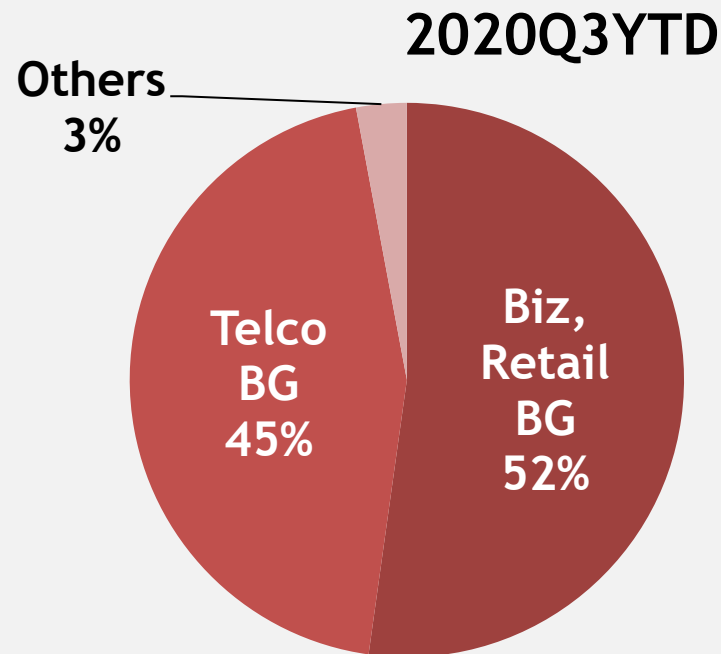
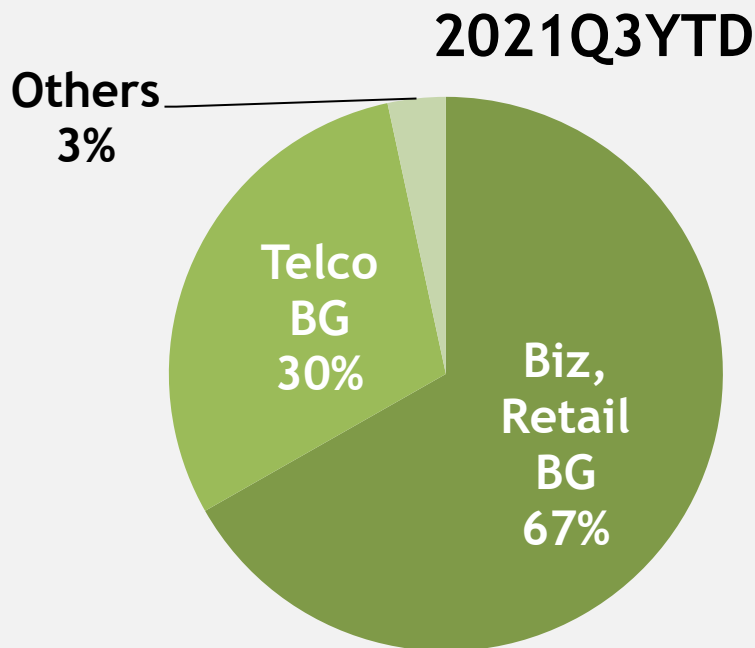
Unit: NT\$'000

科目 Subjects	2021/9/30	%	2020/12/31	%	2020/9/30	%
短期借款 Short-term borrowings	519,329	7	887,702	12	901,698	12
應付票據/帳款 Accounts/Notes payable	1,404,921	19	1,437,406	19	1,591,974	21
長期借款 Long-term borrowings	1,777,937	24	1,400,714	18	1,421,101	18
其他負債 Other liabilities	825,461	11	840,173	11	808,291	10
負債總額 Total liabilities	4,527,648	61	4,565,995	60	4,723,064	61
權益總額 Total equity	2,870,266	39	3,046,296	40	3,020,242	39

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2021Q3YTD

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

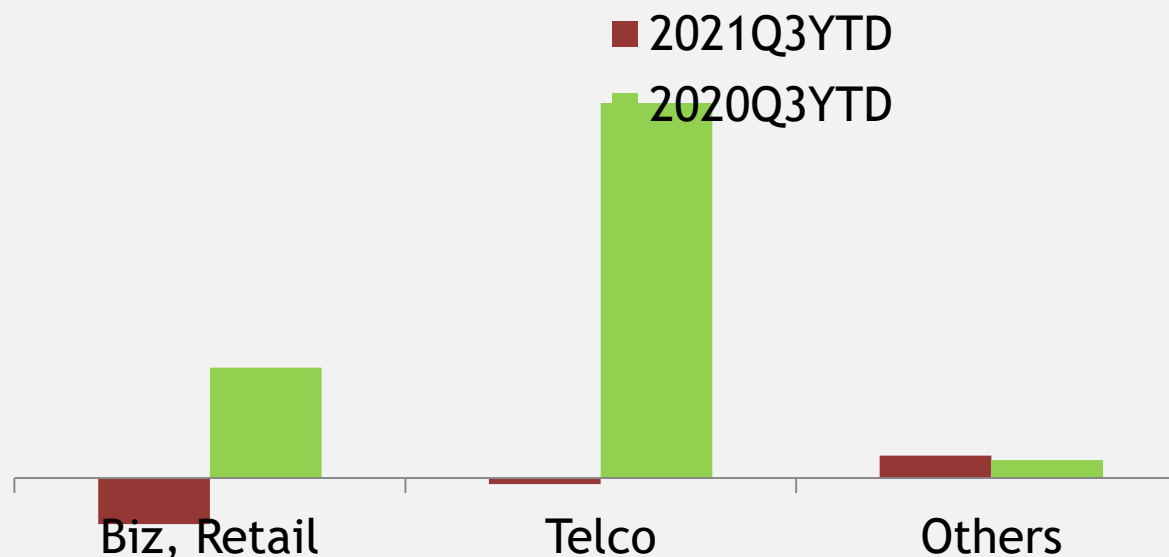


Unit: NT\$'000

	2021Q3YTD	2020Q3YTD	Growth%
Biz, Retail BG	2,582,347	2,465,072	4.8%
Telco BG	1,154,296	2,117,495	-45.5%
Others	130,804	139,077	-6.0%
Total	3,867,447	4,721,644	-18.1%

2021Q3YTD

營運部門別營業損益 OP by Business Group



Unit: NT\$'000

	2021Q3YTD	2020Q3YTD	Growth%
Biz, Retail BG	(29,609)	70,669	-141.9%
Telco BG	(3,982)	240,005	-101.7%
Others	14,325	11,431	25.3%
Total	(19,266)	322,105	-106.0%

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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

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