



仲琦科技法人說明會

股票代號：2419

主講人：邱培舜 總經理

12/9/2019

會議摘要



2019年第三季財務成果



越南新廠報告



新產品和市場開發和雲端平台整合應用



Q&A

免責聲明

此文所載之內容僅供一般參考。本文亦為仲琦科技團隊依照現有市場所做的假設和預測觀點，但對於該等資料在眾多因素及未知的風險下，皆能導致未來實際發展結果與本文內容有所差異，因此仲琦並不作出任何保證或擔保，亦對於該等資料不承擔任何責任或法律責任。

2019 第三季合併綜合損益表

季度合併綜合損益表

新台幣(佰萬元)

	2019		2018		變動
	第三季	%	第三季	%	%
營業收入	2,450	100.0%	2,998	100.0%	-18%
營業成本	1,916	78.2%	2,543	84.8%	-25%
營業毛利	534	21.8%	455	15.2%	18%
營業費用	398	16.3%	377	12.6%	6%
營業淨利	136	5.6%	78	2.6%	74%
營業外收(支)淨額	(28)	-1.1%	28	1.0%	-199%
本期淨利	97	3.9%	63	2.1%	54%
歸屬母公司本期淨利	65	2.7%	39	1.3%	65%
基本每股盈餘(元)	0.29		0.16		81%

2019年度合併綜合損益表

年度合併綜合損益表

新台幣(佰萬元)

	2019		2018		變動
	前三季	%	前三季	%	%
營業收入	7,853	100.0%	6,601	100.0%	19%
營業成本	6,331	80.6%	5,303	80.3%	19%
營業毛利	1,522	19.4%	1,298	19.7%	17%
營業費用	1,170	14.9%	1,047	15.9%	12%
營業淨利	352	4.5%	251	3.8%	40%
營業外收(支)淨額	(59)	-0.7%	(9)	-0.1%	523%
本期淨利	249	3.2%	164	2.5%	52%
歸屬母公司本期淨利	148	1.9%	98	1.5%	51%
基本每股盈餘(元)	0.67		0.41		63%

2019 第三季合併資產負債表

合併資產負債表

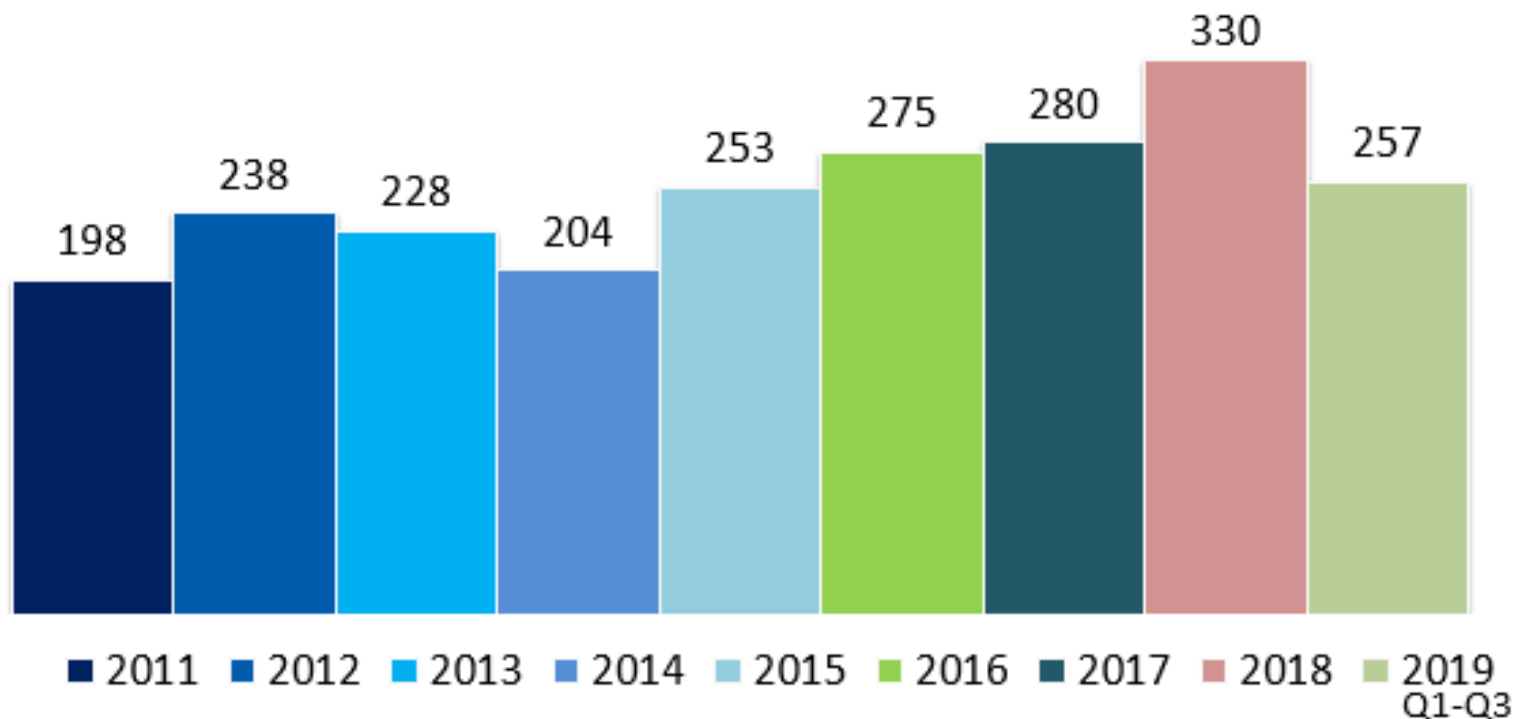
新台幣(佰萬元)

	2019/9/30		2018/12/31		變動	2018/9/30		變動
	金額	%	金額	%	%	金額	%	%
現金及約當現金	1,888	24.6%	2,241	22.5%	-16%	1,858	19.6%	2%
應收帳款淨額	1,697	22.1%	1,973	19.8%	-14%	2,028	21.3%	-16%
存貨	2,029	26.5%	3,310	33.2%	-39%	3,172	33.4%	-36%
不動產、廠房及設備	1,142	14.9%	959	9.6%	19%	985	10.4%	16%
其他資產	915	11.9%	1,478	14.9%	-38%	1,454	15.3%	-37%
資產總計	7,672	100.0%	9,961	100.0%	-23%	9,498	100.0%	-19%
流動負債	3,687	48.1%	5,885	59.0%	-37%	5,261	55.4%	-30%
其他負債	167	2.2%	195	2.0%	-15%	496	5.2%	-66%
負債合計	3,854	50.2%	6,080	61.0%	-37%	5,757	60.6%	-33%
股本	2,290	29.8%	2,243	22.5%	2%	2,243	23.6%	2%
其他權益	1,528	19.9%	1,638	16.5%	-6.7%	1,498	15.8%	2%
股東權益合計	3,818	49.8%	3,881	39.0%	-2%	3,741	39.4%	2%
負債及股東權益總計	7,672	100.0%	9,961	100.0%	-23%	9,498	100.0%	-19%

歷年全球營業額

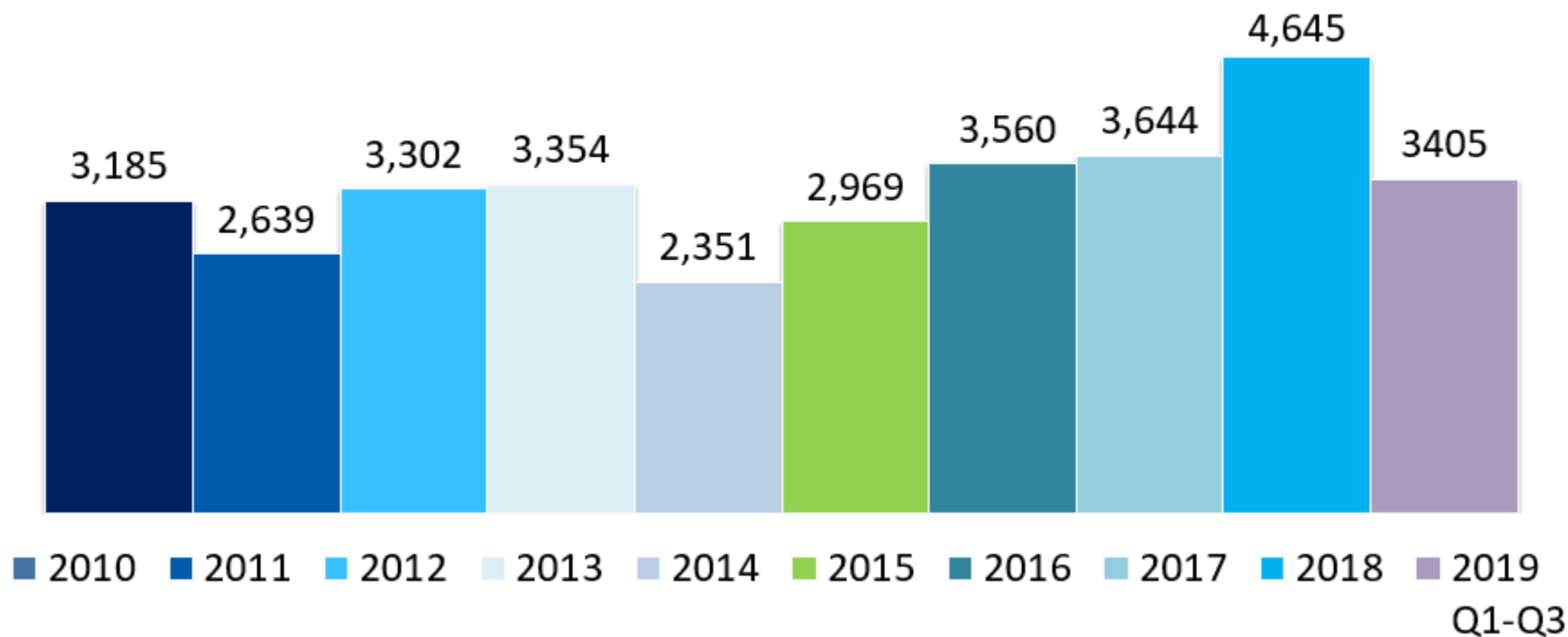
全球合併營業額

美金:佰萬元



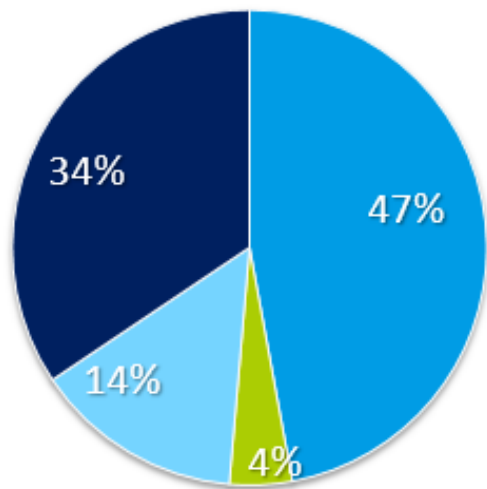
歷年全球出貨量

單位 (千)

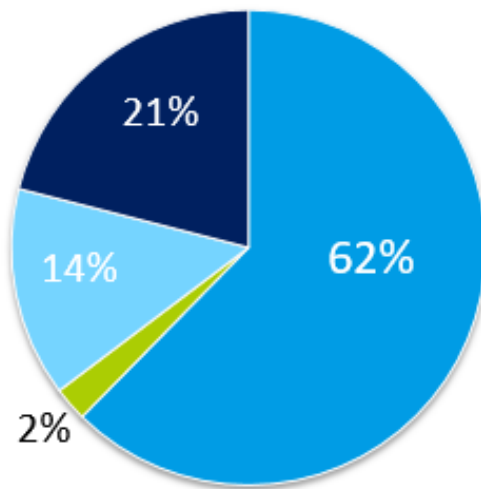


Cable Modem 區域出貨量

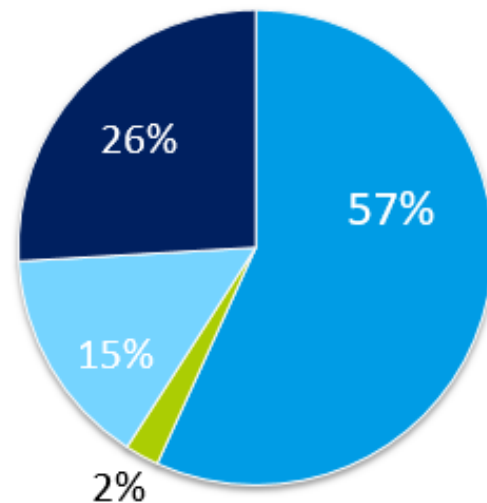
2017



2018



2019 Q3



亞太

美洲

南美洲

歐洲



仲琦生產基地



工廠拓展計劃與時程

	2019	2020	2021
規劃 生產產能	68萬/月	108 萬 /月	132萬/月
工廠地點	中國,台灣	中國,台灣, 越南	中國,台灣, 越南

仲琦蘇州廠地理位置



Hitrontech Suzhou Factory

Shanghai Hongqiao Airport

Shanghai Pudong Airport

2 hours to drive (121.5 KM)

Location Suzhou Industrial Park

Surface 20000 M^2

Capacity 800K/mo

Certificate ISO 9001, ISO 14001, TL9000, ISO 14064-1, OHSAS 18000



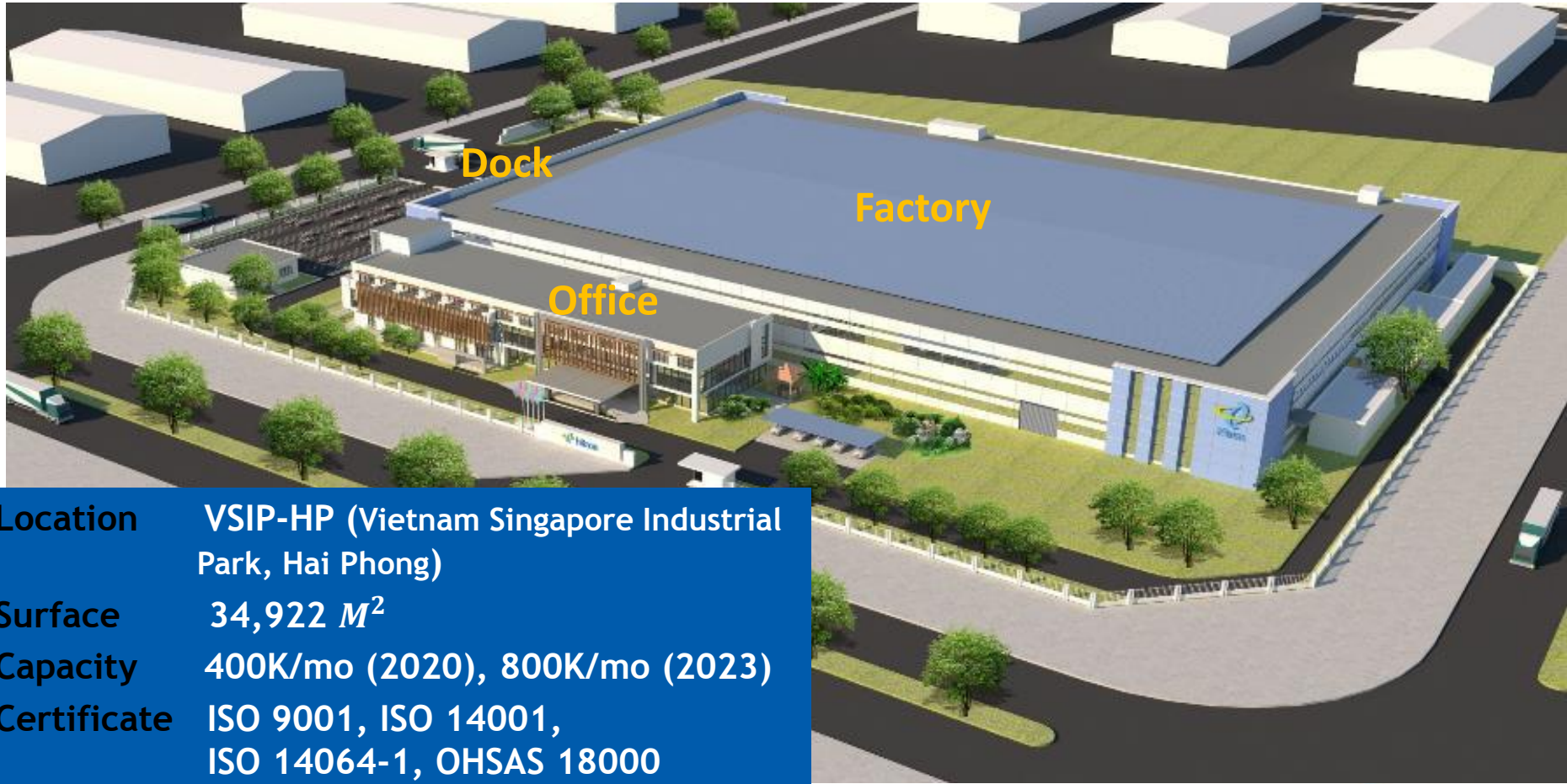
仲琦越南廠地理位置



仲琦越南廠目標

- 滿足2020～2025年的產能需求
- 保存關稅以對抗中美貿易戰
- 維持或減少生產週期時間
- 減少潛在的風險
- 控制費用

仲琦越南廠



Location	VSIP-HP (Vietnam Singapore Industrial Park, Hai Phong)
Surface	34,922 M^2
Capacity	400K/mo (2020), 800K/mo (2023)
Certificate	ISO 9001, ISO 14001, ISO 14064-1, OHSAS 18000

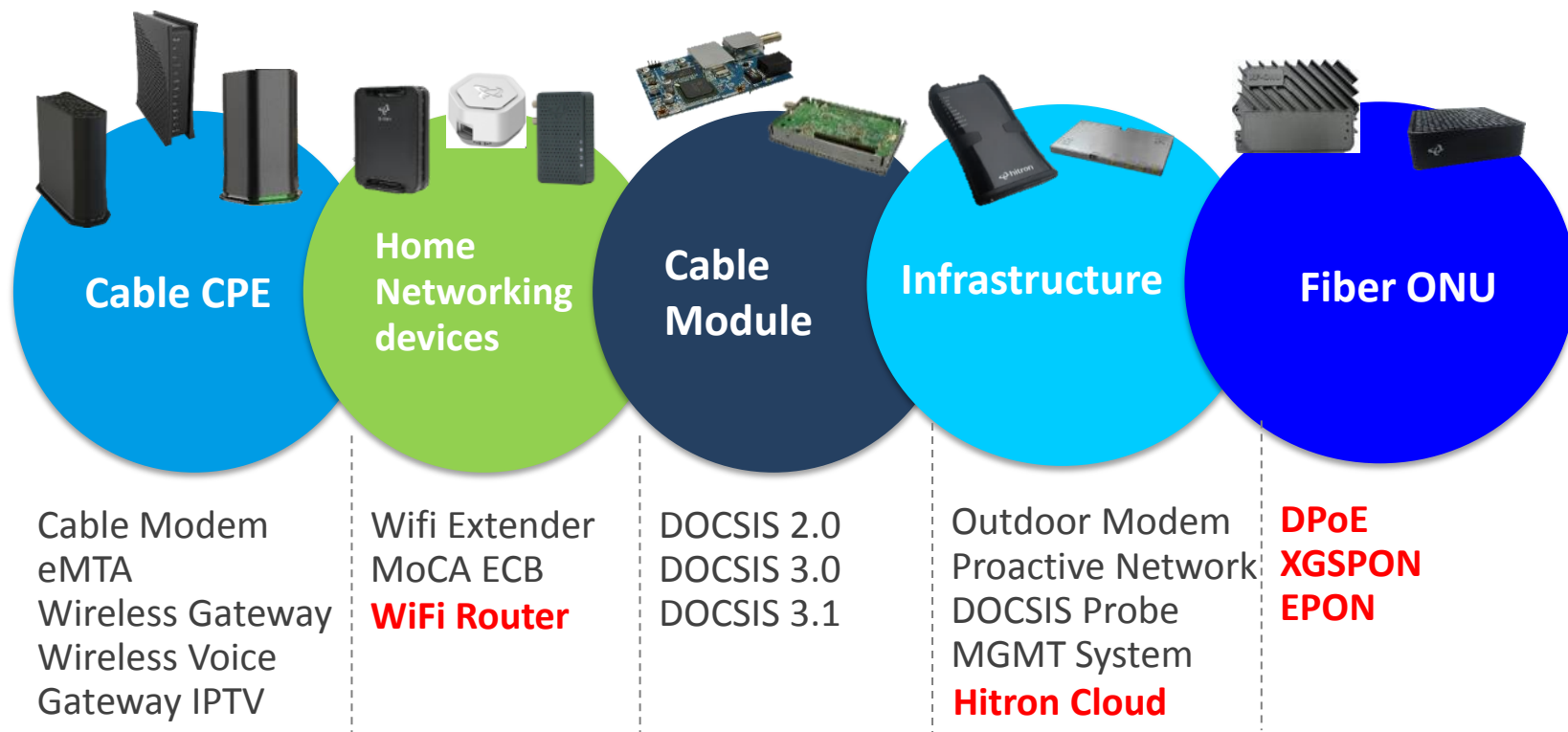
仲琦越南廠產能計劃

	2020	2023 After
Building Surface	21,430 M2	38,480 M2
SMT equipment and Capacity	9 high speed lines 400~450K set	16 high speed line Target: 800 K set
DIP equipment and Capacity	4 automatic lines+ 1 Rework Line + 5 automatic solder 400-460K set	4 automatic lines+ 2 Rework Line +8 automatic solder 800K set
Test+ Assembly+ Packing	11 Long lines +22Test cell Lines 400-460 K set	18 Long lines + 32 Test Cell Lines 800 K set



新產品和市場開發和雲端平台整合應用

仲琦產品類別



DOCSIS 3.1 Product Roadmap

E31N2V1-RES



32x8+OFDM DOCSIS 3.1

Ports 1*1Gig
2*Voice SIP or MGCP

Power External Battery (Option)

EN2251



32x8+OFDM DOCSIS 3.1

Ports 1*2.5Gig
2*Voice SIP or MGCP

Power External Battery (Option)

CODA-5519 CODA-5X19



32x8+OFDM DOCSIS 3.1
Dual-Band .11ax Wi-Fi 6

Wi-Fi 4x4 .11ax 2.4GHz
4x4 .11ax 5Ghz

Ports 1*2.5GigE + 2*1GigE
2*Voice SIP or MGCP

Power External Battery (Option)

MoCA 2.0 bonding (Option)

CODA-5510 & 5512 CODA-5X10 & 5X12



32x8+OFDM DOCSIS 3.1
Dual-Band .11ax Wi-Fi 6

Wi-Fi 4x4 .11ax 2.4GHz
4x4 .11ax 5Ghz

Ports 1*2.5GigE + 2*1GigE

MoCA 2.0 bonding (Option)

CODA-553X



32x8+OFDM DOCSIS3.1
Tri-Band .11ax Wi-Fi 6

4x4 2.4GHz .11ax
Wi-Fi 4x4 5GHz .11ax
4x4 6Ghz .11ax

Ports 1*2.5GigE + 4*1GigE
2*Voice (Option)

Power Battery back-up (Option)

MoCA Bonding 2.0 (Option)

2nd Half - 2019

1st Half - 2020

2nd Half - 2020



Router, Fiber and Extender Product Roadmap

CODA	DOCSIS Cable Solution
NOVA	PON Fiber Solution
ARIA	Wi-Fi Router with ETH WAN

HIVE-2100

Mesh Wi-Fi extender



Wi-Fi	2x2.11n 2x2.11ac Bluetooth LP
Ports	1*GigE
SON	EasyMesh, Multi-AP, AutoSync, Cloud, APP, Optimy

HIVE-3411

Mesh Wi-Fi extender



Wi-Fi	4x4 .11ax Backhaul 2x2.11ax 2x2.11ax
Ports	1*GigE + 1*2.5GigE
SON	EasyMesh, Multi-AP, AutoSync, Cloud, APP, Optimy

ARIA-2411

Standalone Router



Wi-Fi	4x4 .11ax 2.4GHz 4x4 .11ax 5 GHz 4x4 .11ax 6GHz (Optional 2021)
Ports	1*2.5Gbps + 4*1Gbps 2*Voice (Option)
MoCA	2.5 Bonding (Option)
Power	External Battery (Option)

ARIA-CTR

Charter case design

Wi-Fi	4x4 .11ax 2.4GHz 4x4 .11ax 5 GHz
Ports	1*2.5Gbps + 4*1Gbps
IOT	BLE (?), Z-Wave, Zigbee
Power	3-4AMP, 12V supply

HIVE-2114

Mesh Wi-Fi extender



Wi-Fi	2x2.11ax 2x2.11ax
SON	EasyMesh, Multi-AP, AutoSync, Cloud, APP, Optimy

NOVA-200X

10G EPON



Ports	1*GigE 1*10GigE
WAN	10G EPON

NOVA-210X

10G XG/XGSPON



Ports	1*GigE 1*10GigE
WAN	10G XG/XGSPON

2nd Half - 2019

1st Half - 2020

2nd Half - 2020



Products - Longer-Term Planning

12-36 Months Strategy

CODA-57



32x8+OFDM DOCSIS 3.1	
Ports	2*2.5Gbps
Upstream	5-85/204MHz Switchable

CHITA-DOS

D3.1 Voice GW	
4x4 DB .11ac/.11N	
1* 2.5Gbps	
Ports	2*Voice
External BBU option	

NOVA-1102

SFP for E/GPON or 10Gig ETH



Ports	2*1GigE
	1*2.5GigE
	1*10GigE
	2 ports Voice
MoCA	2.0 Bonding
WAN	SFP for 10G EPON or GPON
BBU	Optional External Battery Backup

HIVE-XXXX

Mesh Wi-Fi extender



Wi-Fi	4x4 .11ax 6Ghz Backhaul
	2x2.11ax 5GHz
	2x2 .11ax 2.4GHz
Ports	1*GigE + 1*2.5GigE
SON	EasyMesh, Multi-AP,
	AutoSync, Cloud, APP, Optimy

HIVE-XXXX

Mesh Wi-Fi extender



Wi-Fi	4x4 .11ax 6Ghz 4x4 .11ax 2.4/5GHz switch
Ports	1*GigE + 1*2.5GigE
SON	EasyMesh, Multi-AP, AutoSync, Cloud, APP, Optimy

NOVA-XXXX

10Gig E/XG/XGS PON

Tri-Band .11ax Wi-Fi 6



Wi-Fi	4x4 2.4GHz .11ax
	4x4 5GHz .11ax
	4x4 6Ghz .11ax
Ports	1*2.5GigE + 4*1GigE 2*Voice (Option)
Power	Battery back-up (Option)
MoCA	Bonding 2.5 (Option)

HT-EMX1

MoCA 2.5 + Mesh Wi-Fi extender

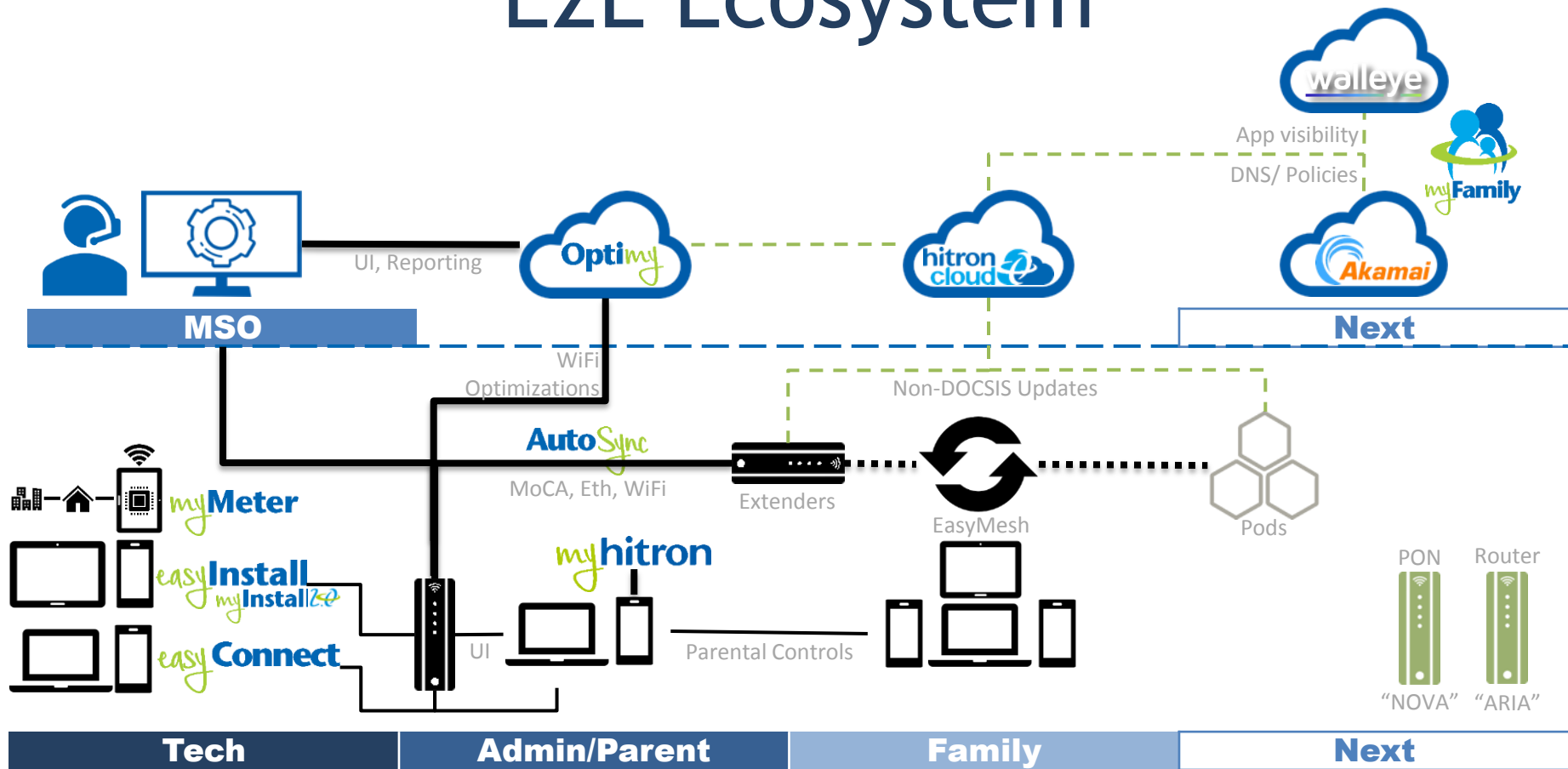


Wi-Fi	2x2 .11ax 2.4GHz 2x2 .11ax 5GHz
Ports	1*2.5GigE
TR-069	Available
UPnP	Gateway AutoSync
SON	EasyMesh, Multi-AP, AutoSync, Cloud, APP, Optimy
	MoCA <->Wi-Fi Extender ETH <->Wi-Fi Extender MoCA <->ETH Wi-Fi <->Wi-Fi EasyMesh

2021-2022



E2E Ecosystem





Data driven approach to solving problems!





HitronCloud Features

	Phase-1 (Launched in 2018)
	Phase-2 (Q2 2020)
	Phase-3 (Q4 2020)

Cloud services that take a data driven approach to solving problems in the home

Whole Home Features

OptiMy

(Wi-Fi diagnostics & optimization)

MyHitron App Remote Management

Birth Certificate

Intelligent Self Installation

Operator Tools

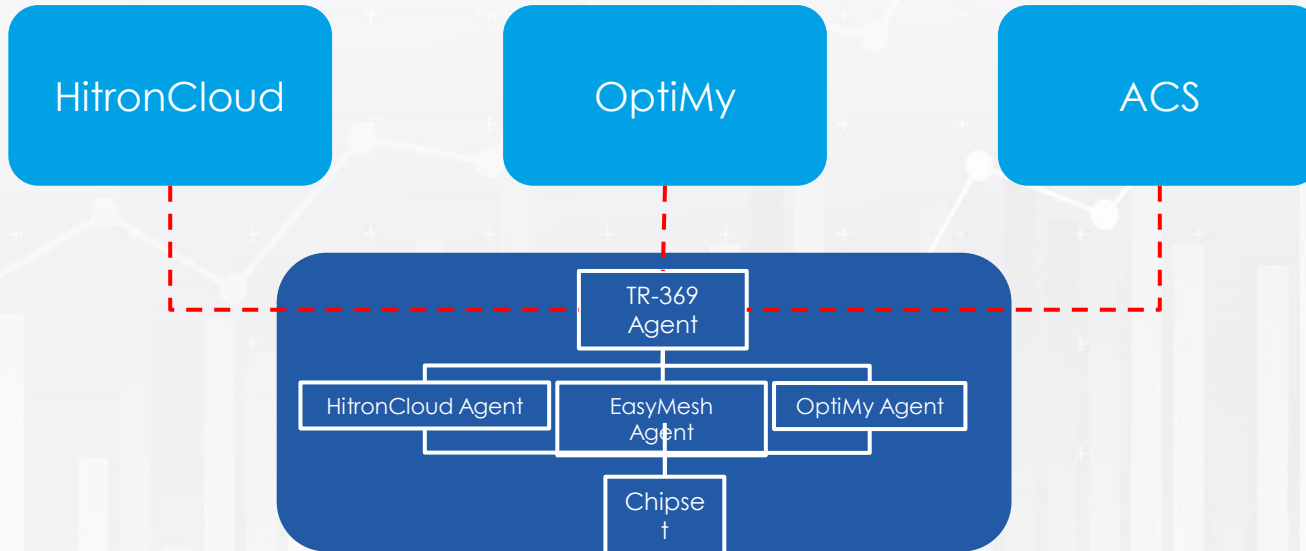
Restore RG config from backup

Advanced support capabilities

Firmware Management System

Action-based CSR GUI

Standardization Plan



Today

- Proprietary agents
- EasyMesh integration
- Aligned cloud architecture w/ TR-369

Mid Term

- TR-369 adoption
- Wi-Fi Alliance Data Elements
- Proprietary agents
- EasyMesh evolution

Long Term

Complete move towards standardization once the specs are ready to support the requirements of the industry



Gracias

Merci

Grazie

謝謝

Danke

Obrigado

Thank you

고맙습니다

ありがとうございます

