

智邦科技 2022 法人說明會

ACCTON 2022 INVESTOR CONFERENCE

2022/11/18



AGENDA

1 Financial Review
FANNY CHEN, CFO

2 Corporate Highlights
EDGAR MASRI, CEO

3 Solutions & New Trends
MICHAEL LEE, Sr. VP of RD

4 Q&A
EDWARD LIN, Spokesperson



PRESENTERS



Edgar Masri
CEO



Michael Lee
Sr. VP of RD



Fanny Chen
CFO



Edward Lin
Spokesman

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FINANCIAL REVIEW



CONSOLIDATED COMPREHENSIVE INCOME (IFRS)

in millions of New Taiwan Dollars

	2022 Q3	2022 Q2	QoQ	2022 Q1-Q3	2021 Q1-Q3	YoY
Operating Revenue	20,581	18,696	10%	55,007	42,455	30%
Gross Margin	22.0%	21.8%	1%	21.1%	18.5%	14%
Operating Expenses	1,912	1,627	18%	5,010	4,168	20%
Operating Margin	12.7%	13.1%	-3%	12.0%	8.6%	40%
Non-Operating Income & Expenses	652	185	252%	918	223	312%
Net Income	2,461	2,073	19%	5,821	3,178	83%
Net Income Margin	12.0%	11.1%	8%	10.6%	7.5%	41%
EPS (NTD)	4.41	3.72	19%	10.44	5.70	83%



CONSOLIDATED BALANCE SHEET (IFRS)

in millions of New Taiwan Dollars

	2022.09.30		2022.06.30		QoQ	2021.09.30		YoY
	Amount	%	Amount	%		Amount	%	
Cash and cash equivalents	13,578	32%	6,896	18%	97%	5,375	17%	153%
Notes and trade receivables, net	11,390	27%	11,999	31%	-5%	8,874	27%	28%
Inventories	12,427	29%	14,153	37%	-12%	12,387	38%	0%
Property, plant and equipment	1,409	3%	1,442	4%	-2%	1,462	5%	-4%
Total Assets	42,264	100%	38,141	100%	11%	32,272	100%	31%
Current Liabilities	19,398	46%	20,464	54%	-5%	16,355	51%	19%
Total Liabilities	24,108	57%	22,523	59%	7%	18,300	57%	32%
Capital	5,601	13%	5,600	15%	0%	5,598	17%	0%
Total Equity	18,156	43%	15,618	41%	16%	13,972	43%	30%
Total Liabilities and Equity	42,264	100%	38,141	100%	11%	32,272	100%	31%
Debt Ratio (%)	57%		59%			57%		
Current Ratio (%)	200%		169%			179%		
Inventory Turnover (days)	81		91			81		
Cash Turnover (days)	62		77			66		



REVENUE BY SEGMENT

in millions of New Taiwan Dollars

	2022 Q1-Q3	%	2021 Q1-Q3	%	YoY
Switch	31,972	58%	26,862	63%	19%
Network Application	14,188	26%	7,988	19%	78%
Metro Access Switch	5,691	10%	5,695	13%	0%
Wireless	882	2%	698	2%	26%
Broadband Access and Others	2,274	4%	1,212	3%	88%
Subtotal	55,007	100%	42,455	100%	30%



REVENUE BY REGION

in millions of New Taiwan Dollars

	2022 Q1-Q3	%	2021 Q1-Q3	%	YoY
America	35,114	64%	25,202	59%	39%
Europe	10,632	19%	9,690	23%	10%
Asia	8,707	16%	7,002	17%	24%
Taiwan	534	1%	535	1%	0%
Others	20	0%	26	0%	-23%
Subtotal	55,007	100%	42,455	100%	30%





CORPORATE HIGHLIGHTS



CORPORATE HIGHLIGHTS (2022)



Continued Revenue Growth and Improving Margin



Managing Supply Chain and Inventory



Construction of New Facilities Underway



R&D Full Steam on Next-Generation Networks

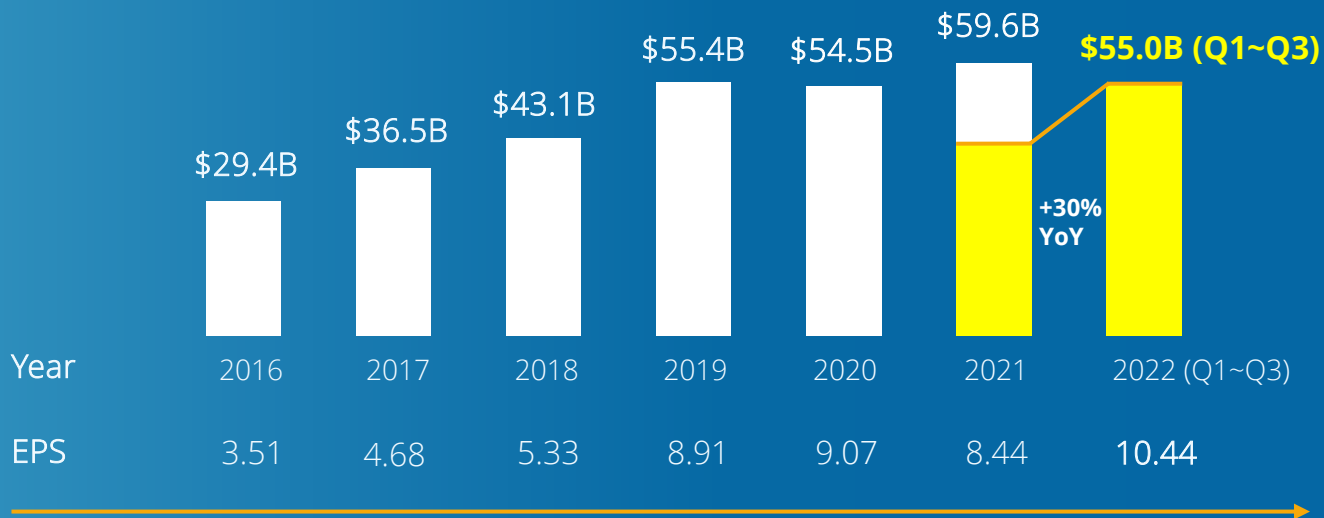


Taking Leadership Action in ESG Initiatives

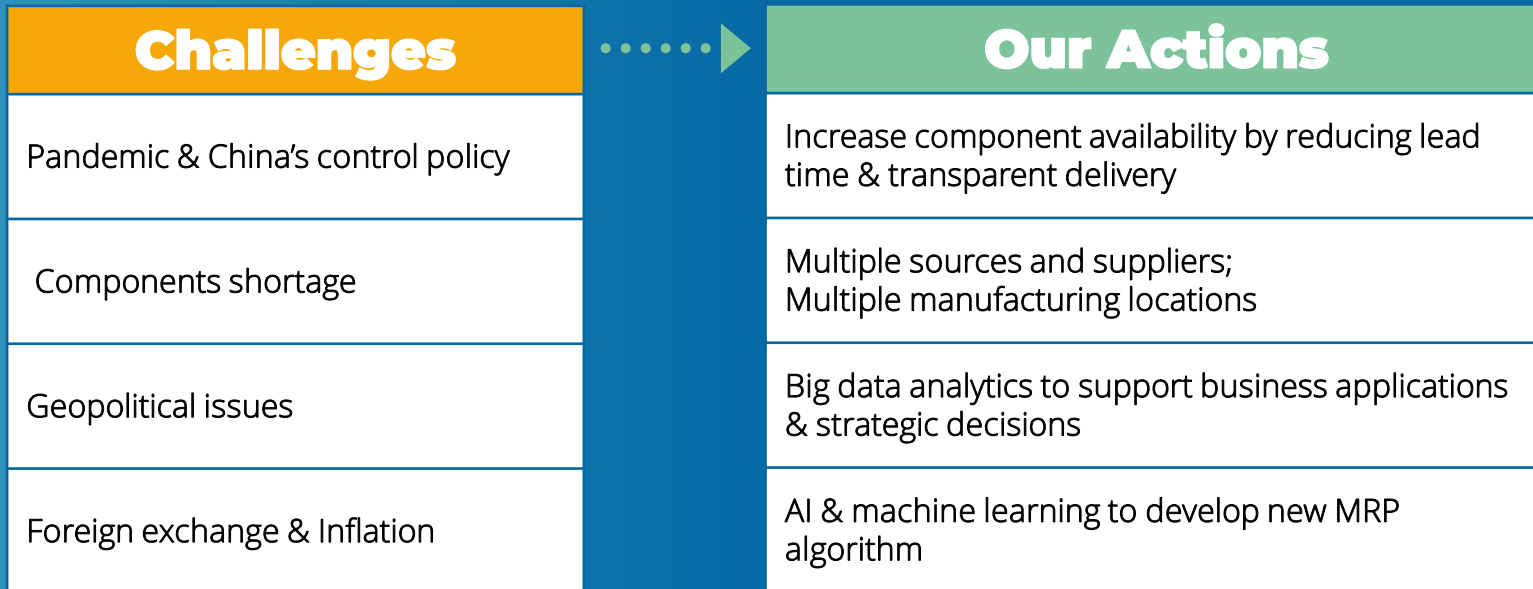


GROWTH AND PROFITABILITY

in New Taiwan Dollars



MANAGING SUPPLY CHAIN & INVENTORY





CONSTRUCTION OF NEW FACILITIES UNDERWAY

- 
- **Align with Strategy**
Geographic Positioning

- 
- **Streamline Production**
Processes and automation

- 
- **Increase Capacity**
Fulfill growing demand

FACTORY EXPANSION PLAN

Shenzhen, CN

Zhunan, TW

Vihn Phuc , VN

Irvine, US

Zhubei, TW

2005

2019

2023'Q1

2023'Q3

2024'1H



Joytech

TW 1

VN

Modularized line

TW 2

Asian Market

NPI
High Value
High Technology
TAA

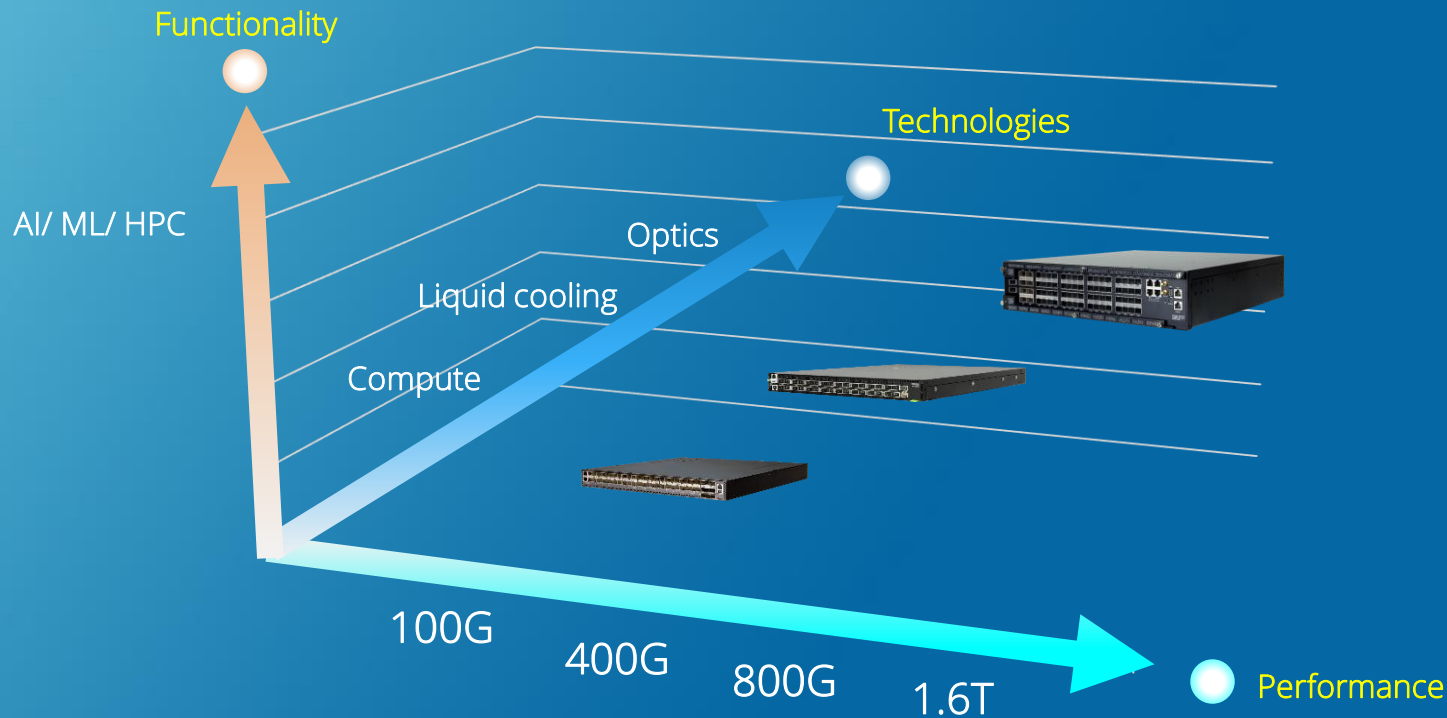
High volume
Single Site Customer
Backup Site

Engineering Verification
High Value SKD
Low Quantity

NPI
High Value
High Technology
TAA



LEADING EVOLUTION TO NEXT GENERATION DATA CENTERS



2022 ESG ACHIEVEMENT AWARDS



Digital Climate Action Award

Jul 2022



Asia-Pacific Sustainability Action Award

Aug 2022



Emerging Market Contribution Award

Oct 2022



SOLUTIONS & NEW TRENDS



ACCTON SOLUTIONS

Broadest Connectivity Solutions In Network Infrastructure

Accton

Telecommunications

Innovative Carrier Access Platforms
and Disaggregated Open Solutions

Edge Computing

Network Appliance, ex
SD-WAN, Edge Router
Edge Server
AI Training/Inferencing

Data Center/Cloud Infra

High-Performance, High Port Density, &
Standardized OCP-compliant Platforms

Enterprise/SMB

Feature Rich, High Value &
Best Price-Performance Platforms

Campus Network

Wired, wireless network
appliance solutions for the
connected campus



PLANNING FOR THE FUTURE



Talent and
Equipment
Investment



Training and
Continuous Process
Improvement



New Technology
Engagement and
Innovation

TALENT INVESTMENT



Expanding R&D Teams
Closer to Customers



Collaboration with
Universities



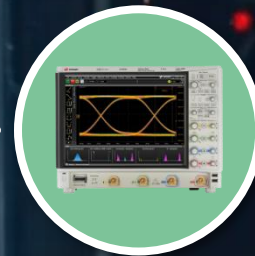
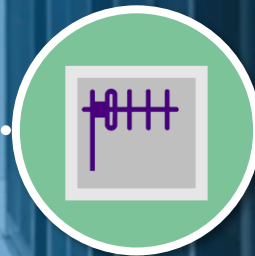
EQUIPMENT INVESTMENT

New Labs

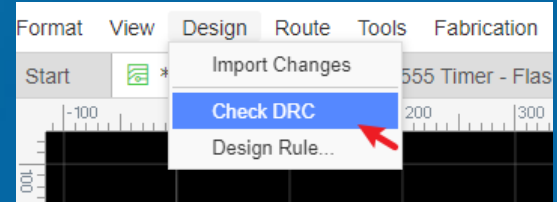
New Equipment

Accton

Automation to improve Test Cycle



TRAINING AND CONTINUOUS PROCESS IMPROVEMENT



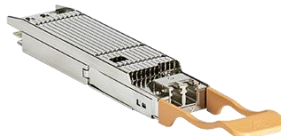
Training and Continuous Process Improvement
to reduce design cycle time

800G Solutions

Improve system reliability at the
best performance/cost ratio



Next-gen 800G Data Center
Switch System Concept

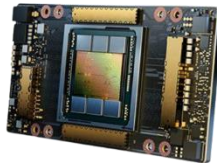


800G Interconnect Solutions

Embed intelligence in the cloud, network,
edge and every other of computing device

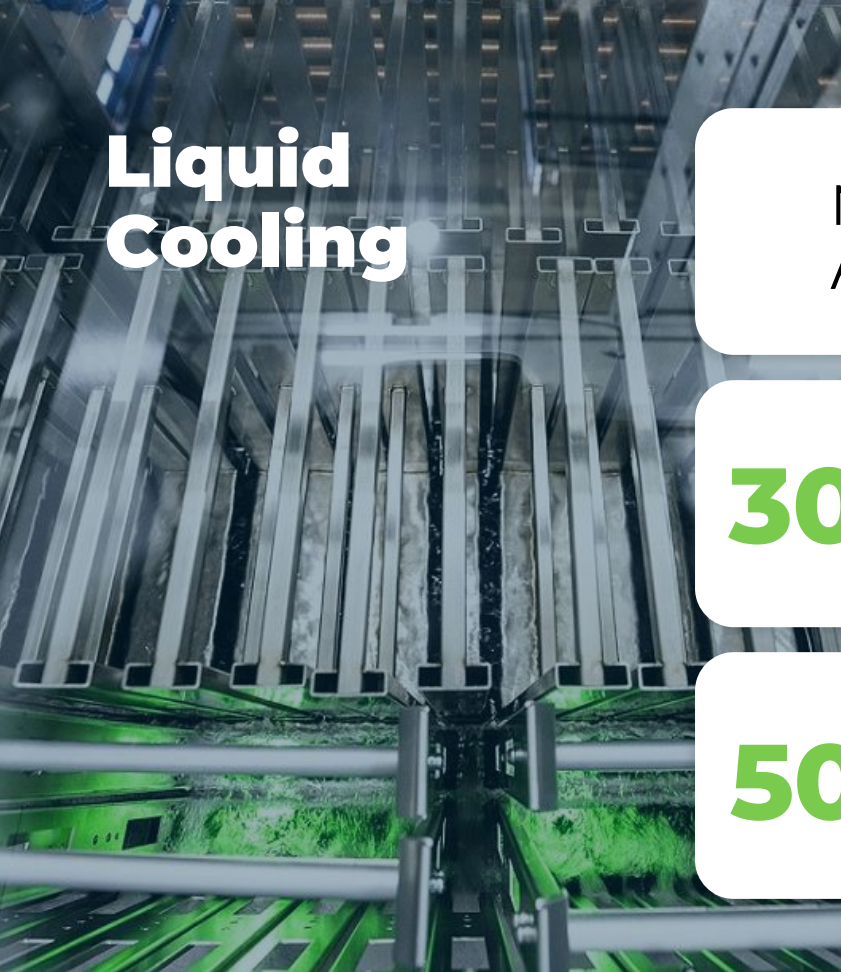
AI and Edge Compute

Deep Learning Smart NIC



AI/ML System





Liquid Cooling

Next-generation HPC Data Centers
Aiming for long-term sustainability

30% Energy saving

50% Waste reduction

R&D STRENGTH vs. PEERS



More Balanced Design
Expertise



More Stringent Qual
Process on Product
Quality



More Agile to Adapt
New Technologies



Q&A



Thank you

We look forward to working with you

