

昆盈公司113年第一季營運簡報 KYE 2024 Q1 Review

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- 營運面亮點 Operation Highlight
- 財務概況 Financial Overview
 - ✓ 合併綜合損益 Consolidated Comprehensive P/L
 - ✓ 合併資產負債 Consolidated B/S
 - ✓ 財務韌性指標 Financial Resilience Index
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- 核心技術與產品應用 Core Technology and Products
- 產品別銷售組合 Products Portfolio
- 營運策略 Business strategy
- Q&A

- 第一季合併營收NT\$2.24億(季增13.5% / 年增27.7%)
Net Sales NT\$224Mn in Q1 2024 (QOQ+13.5% / YOY+27.7%)
- 營業利益率5.5% 本業獲利較去年同期大幅成長 52.7倍
Operating Profit Ratio 5.5% Operating Profit YOY+5,271%
- 稅後淨利歸屬母公司年增87% Net Profit to Equity Owner YOY+87%

毛利率38.2%
Gross Margin Rate
38.2%

營業利益率5.5%
Operating Profit Rate
5.5%

稅後淨利率15.6%
Rate of Net Profit
after Tax 15.6%

- 改善的獲利能力 Improving Profitability

資產報酬率
(ROA) 1.0%

股東權益報酬率
(ROE) 1.2%

EPS \$0.16

合併綜合損益 Consolidated Comprehensive P/L



新台幣百萬元in millions of NT\$

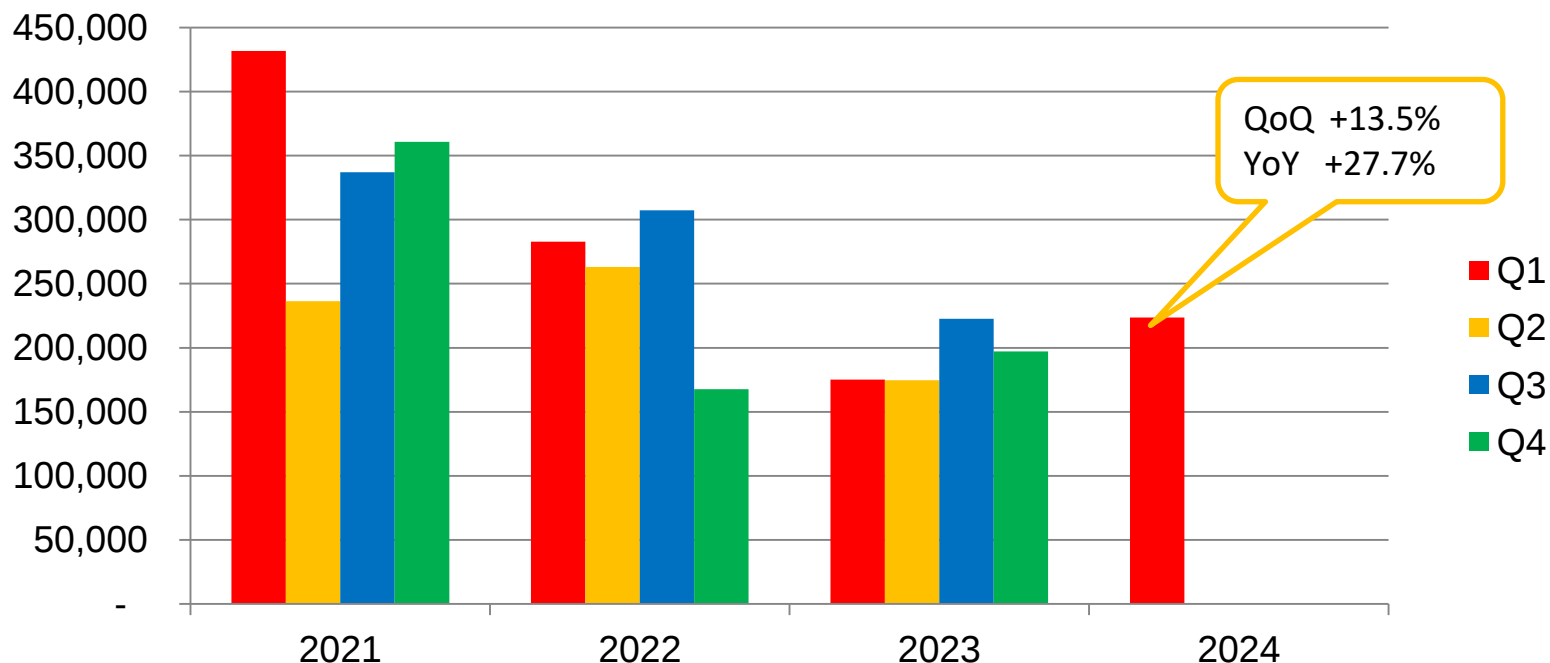
項目 Items	2024Q1		2023Q1		YOY%
營業收入 Net Sales	224	100%	175	100%	27.7%
營業成本 COGS	138	61.8%	105	60.1%	31.3%
營業毛利 Gross Profit	85	38.2%	70	39.9%	22.2%
營業費用 Operating Expense	73	32.7%	70	40.0%	4.3%
營業利益 Operating Income	12	5.5%	(0)	(0.0%)	5,271%
營業外收支 Non-Operating	32	14.3%	23	12.9%	41.5%
稅前淨利 Income before Tax	44	19.8%	22	12.8%	98.1%
稅後淨利歸屬母公司業主 Net Income Attributable to Owner	35	15.6%	19	10.6%	87.4%
每股淨利 EPS (After-tax)*	0.16		0.08		

*Note : EPS are based on the weighted average shares outstanding of 221.5mn in Q1 2024 .

每股盈餘係以2024 第一季加權平均股本\$22.15億計算

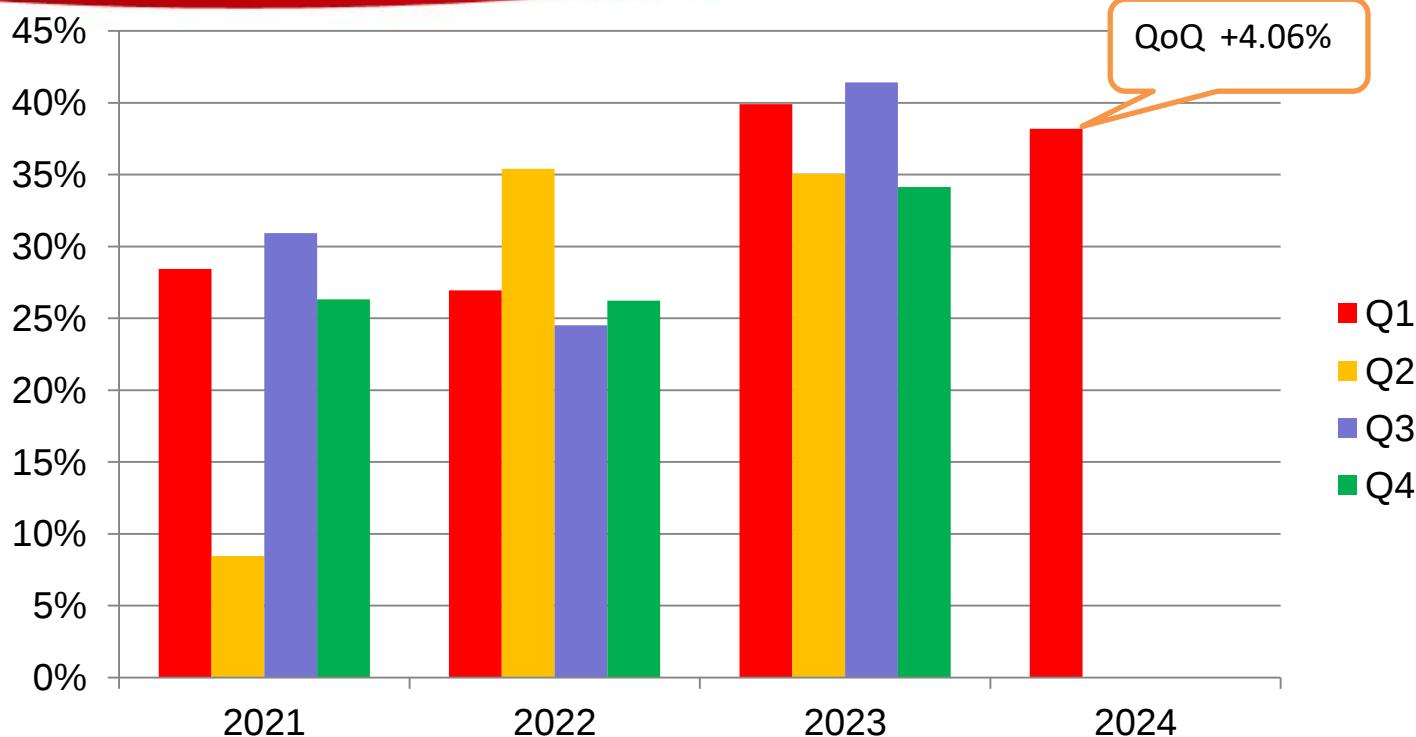
季營收 Quarterly Revenues

新台幣千元 in thousand NT\$



營收	Q1	Q2	Q3	Q4
2021	431,782	236,360	337,042	360,729
2022	282,811	262,992	307,283	167,589
2023	175,149	174,667	222,622	197,111
2024	223,651			

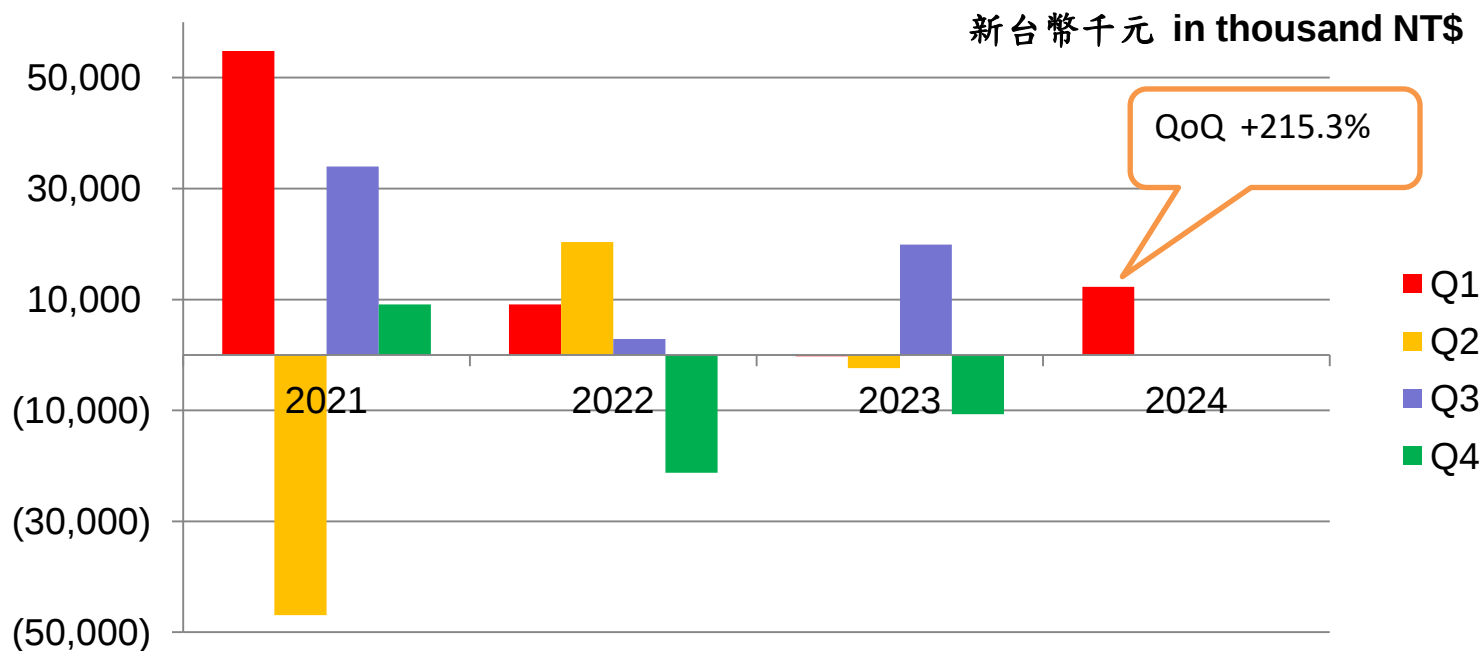
季毛利率 Gross Margin Rate Rises 4% from Q4 2023



毛利率	Q1	Q2	Q3	Q4
2021	28.45%	8.47%	30.94%	26.33%
2022	26.96%	35.41%	24.53%	26.23%
2023	39.91%	35.05%	41.42%	34.14%
2024	38.20%			

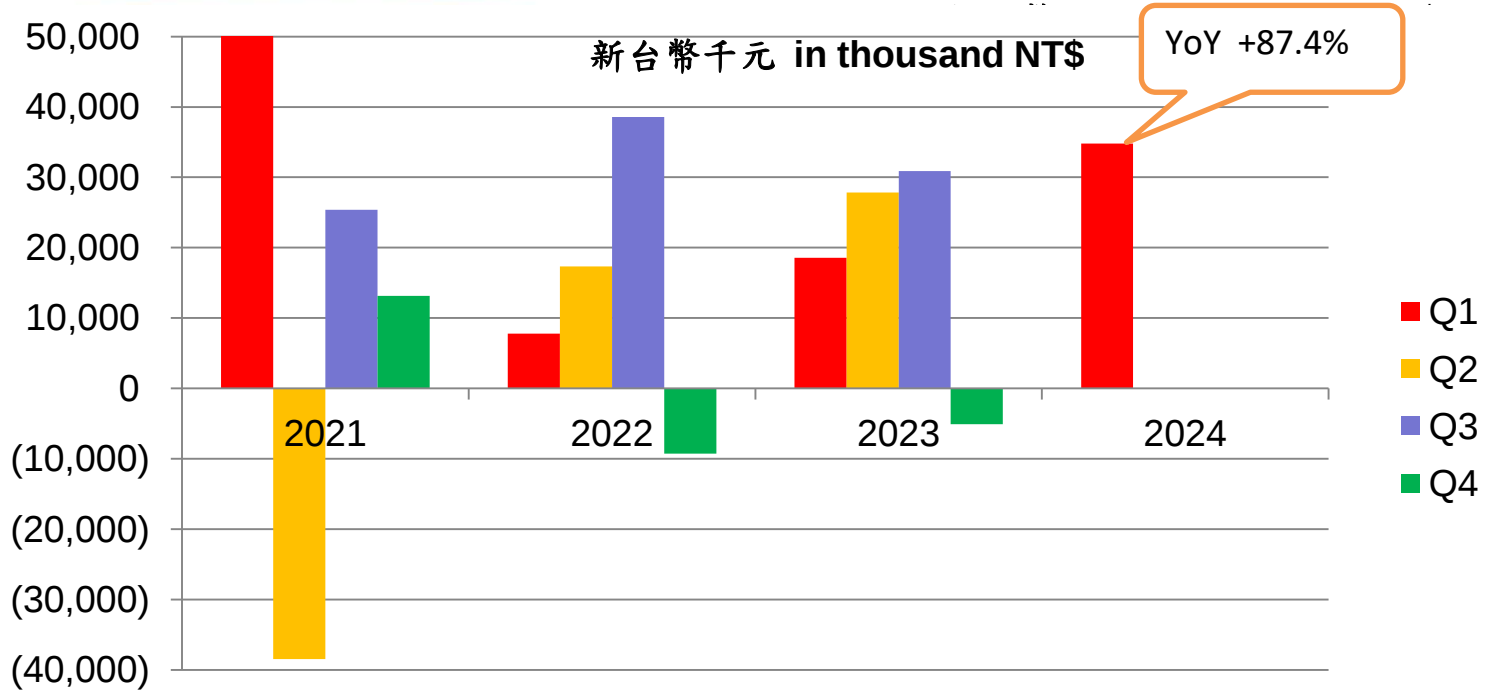
季營業利益 Quarterly Operating Profit

本業轉盈 Turning to Profit



營業淨利	Q1	Q2	Q3	Q4
2021	54,839	(46,928)	33,996	9,098
2022	9,104	20,362	2,860	(21,210)
2023	(238)	(2,343)	19,888	(10,675)
2024	12,308			

季稅後淨利 歸屬母公司業主Quarterly Net Income after Tax Attributable to Owner of the company



稅後淨利	Q1	Q2	Q3	Q4
2021	50,446	(38,446)	25,360	13,152
2022	7,771	17,334	38,574	(9,271)
2023	18,564	27,844	30,870	(5,077)
2024	34,783			

合併資產負債 Consolidated B/S



in millions of NT\$

項目 items& 比較 Comparison	2024 Q1		2023 Q4		2023 Q1	
現金/約當現金/3個月以上定存 Cash & Equiv./Time deposit	1,361	37.4%	1,260	35.4%	1,153	33.4%
金融資產 Financial Assets	42	1.2%	38	1.1%	41	1.2%
應收帳款/票據 Net AR/NR	76	2.1%	83	2.3%	69	2.0%
存貨 Inventories	145	4.0%	159	4.5%	200	5.8%
非流動資產 Non current Asset	1,782	48.9%	1,952	54.9%	1,913	55.4%
長短期銀行借款 Bank Loan	308	8.5%	314	8.8%	330	9.6%
應付帳款及票據 Net AP/NP	39	1.1%	20	1.0%	31	0.9%
股東權益 Equity	3,047	83.7%	2,985	84.0%	2,953	85.5%
每股淨值 NAV/share	NT\$13.8		NT\$13.5		NT\$13.3	
資產總計 Total Assets	3,641	100%	3,556	100%	3,453	100%

✓改善的營運動能、毛利率與獲利 Improving Momentum and Profitability

✓庫存水位 Reduction Inventories Level

較去年底降NT\$13.6百萬(降8.6%)
Reducing NT\$13.6mn(QOQ-8.6%)

較去年同期 降NT\$55.3百萬(減27.6%)
Reducing NT\$55.3mn(YoY-27.6%)

✓低負債比及強短期流動能力 Low Debt Ratio and Solid Short-term Liquidity

負債比Debt Ratio 15.4%

流動比率Current Ratio 722.3%
速動比率Quick Ratio 659.4%

✓充足資金 Adequate Cash Flows

現金&三個月以上定存 Cash & Time Deposit
NT\$13.6億

每股現金 \$6.1/Share

財務韌性指標 Financial Resilience Index

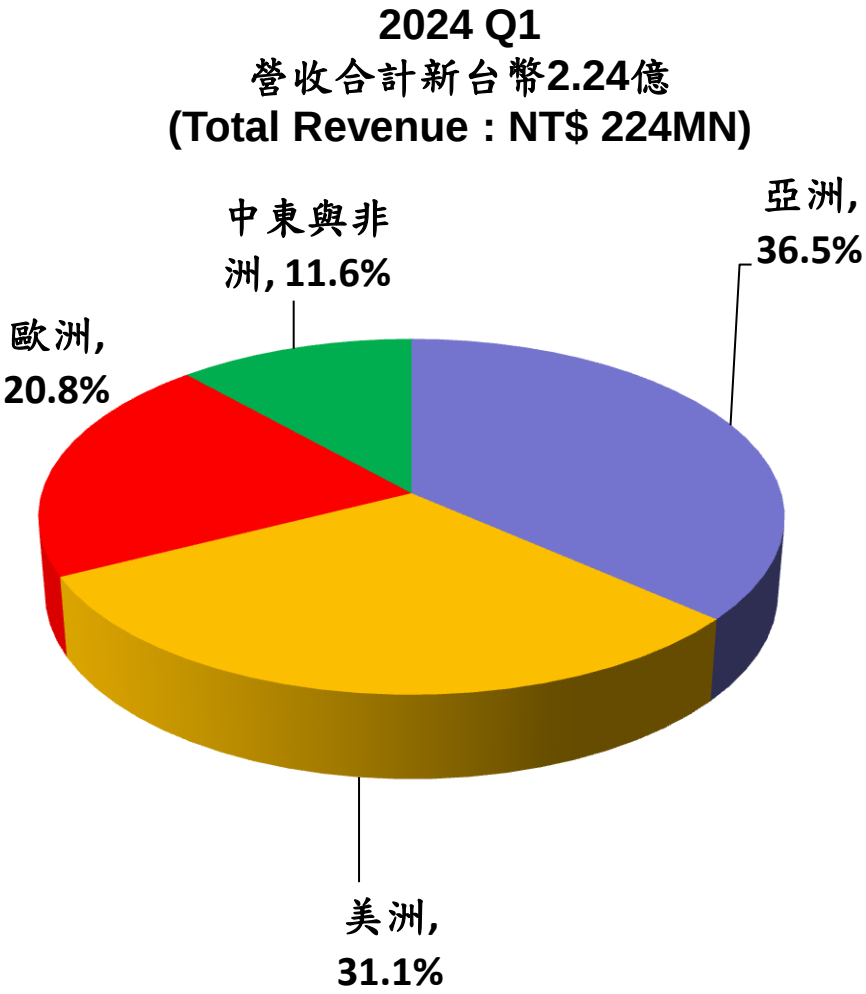


項目 Items	Financial Ratio/Year	21	22	23	24 Q1
資本結構 Capital Structure	負債比率 Debts to Assets ratio(%)	17.8	14.8	15.2	15.5
流動性分析 Liquidity Analysis	流動比率 Current ratio(%)	698.5	851.6	624.5	722.3
	速動比率 Quick ratio(%)	533.1	708.8	554.5	659.4
經營效能 Operating performance	帳款回收天數 AR collection days	32	31	34	33
	銷貨天數 Inventory Turnover days	108	142	148	100
	付款天數 AP Payment days	37	39	73	56
獲利能力 Profitability	資產報酬率 ROA(%)	1.50%	1.67%	2.23%	1.02%
	股東權益報酬率 ROE(%)	1.72%	1.86%	2.44%	1.15%
	每股淨利 EPS(NT\$/share)	0.23	0.25	0.33	0.16
現金流量	現金流量比率 Cash Flows Ratio	-40.2%	149.9%	68.0%	32.8%

區域銷售分佈 Regional Sales Allocation 2024 Q1



	% of Sales
歐洲Europe	20.8%
拉丁美洲Latin America	31.1%
亞洲Asia	36.5%
中東非M.E.A	11.6%



- 輸入裝置 Input Device : 滑鼠 Mice, 鍵盤 K/B, 手寫數位板 Tablet (Digitizer)
- 影像 Image : 網路相機 Web Cam, 行車記錄器 DVR
- 聲音輸出 Acoustic: 喇叭 Speakers, 耳機麥克風 Headsets/Headphones
- 藍牙 Blue Tooth : BT 滑鼠、喇叭, 耳麥



人體工學/雙模/靜音/環保節能/AI
Ergonomic/ BT+2.4G / Silent /
Rechargeable / USB-C
AI Copilot Key Voice typing



智能/AI鍵盤 Smart /AI Key Boards



Multimedia FN keys
Fast access to frequent-used audio playback or Internet, email


Quiet Typing with less noise
More silent typing experience with improved structure and keycapemail

Low Battery Indicator

Foldable feet 
Adjust comfortable angle



  **Copilot Key**
Enable AI Copilot on Windows 11 or above

Multimedia FN keys
Fast access to frequent-used audio playback or Internet, email


Quiet Typing with less noise
More silent typing experience with improved structure and keycapemail

Low Battery Indicator

Foldable feet 
Adjust comfortable angle



Wireless Optical mouse with silent click
Easy to silent click, move, drag or scroll during web page browsing or document editing



  **Copilot Key**
Enable AI Copilot on Windows 11 or above

遠距需求的熱銷產品 Hot selling webcam for remote working/education thru conference



新平台週邊配件 New Platform Peripherals & Accessories

✓ 藍牙應用週邊 BT Peripherals



✓ 電競週邊 Gaming Peripherals

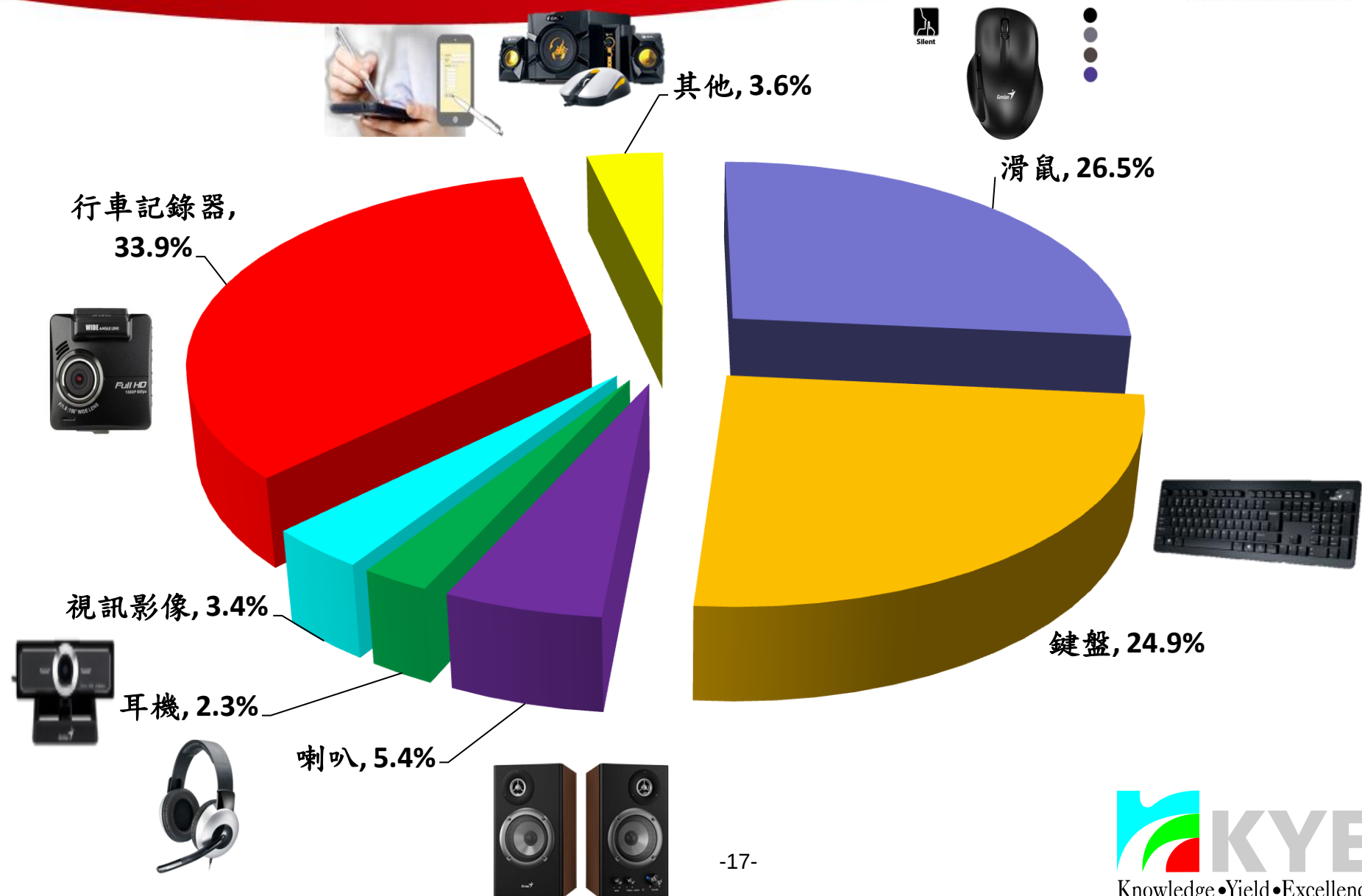


✓ 週邊配件 Accessories



產品別銷售組合 Products Portfolio

2024 Q1



產品別銷售彙總 Sales by products 2024Q1

	2024 Q1	2024 Q1
產品PRODUCTS	數量Units yoy	金額Revenues yoy
滑鼠Mouse	-2.4%	-1.3%
鍵盤 KB	6.5%	14.1%
喇叭 Speaker	64.6%	41.9%
耳機麥克風Headset	56.5%	50.9%
視訊影像產品 Image	254.1%	12.9%
行車紀錄器Headset	89.8%	68.5%

2024 營運策略：建構成長引擎

2024 Business Strategy: Build up Growth Engine

5

新

新產品



新國家



新客戶



新行銷



新工廠



3

低

降低成本



降低庫存



降低呆滯與損耗



01

主要客戶成長

- 捷克CZ
- 哥倫比亞CO
- 阿根廷AR

02

新客戶開發

- 拉丁美洲：智利CL、秘魯PERU、巴西BR、墨西哥MX
- 亞太地區：印尼ID、印度IN、沙烏地阿拉伯SA
- 歐盟國家：西班牙SP、義大利IL

03

策略產品銷售

- 靜音Silence
- Ergo
- Gaming
- 藍牙耳機BT HS
- Type-C

- ✓ 四大構面符合指標數 67/80 得分90.62，較111年77.42分進步
67 indices qualified out of total 80s of four aspects, scored 90.62 advanced from 77.42 of evaluation in 2022
- ✓ 除推動永續發展仍需精進改善，其餘維護股東權益及平等對待股東、強化董事會結構與運作及提升資訊透明度等指標已多數滿足
except some indices of sustainability development need to improve, most items in other 3 aspects are satisfied.
- ✓ 在全體上市公司排名級距列前21%-35% (333/1,000)，較111年前36%-50% 提升，得分90.62 亦高於同級距平均87.81 ranked top 21%-35% among all TWSE listed companies with higher than average scores among same level.
- ✓ 在市值未達50億之全部上市櫃小型企業中排名級距列前2%-10% (82/816) ranked top 2%-10% among all smaller size listed companies of market cap less than NT\$5 Bn