

The background features a series of concentric circles centered on the page. Scattered across these circles are numerous squares of varying sizes and shades of blue, ranging from light blue to dark navy. The overall effect is a dynamic, digital, or data-oriented pattern.

ABOCOM
SYSTEMS, INC.

兆勁科技股份有限公司

2023 法人說明會

2023/12/05



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活動致詞

Activities Address

- 主講人：資深副總 李大彰



2

公司簡介及財務概況

Introduction

Financial overview

- 主講人：財務長 賴博文

本公司原名友旺科技成立於民國84年，以研發銷售PCMCIA介面的乙太網路卡 (Ethernet)及數據卡(Modem)為主要業務，而後先後跨足寬頻網路、無線網路、微型電腦、Android 電視棒、電視盒、智能插座、智慧家庭與其雲端服務產品等，並同時接受客戶端ODM與OEM的委任。民國89年12月8日起於台灣證券交易所股份有限公司上市買賣；並自民國107年5月經股東會決議及同年6月經濟部核准更名為兆勁科技股份有限公司。

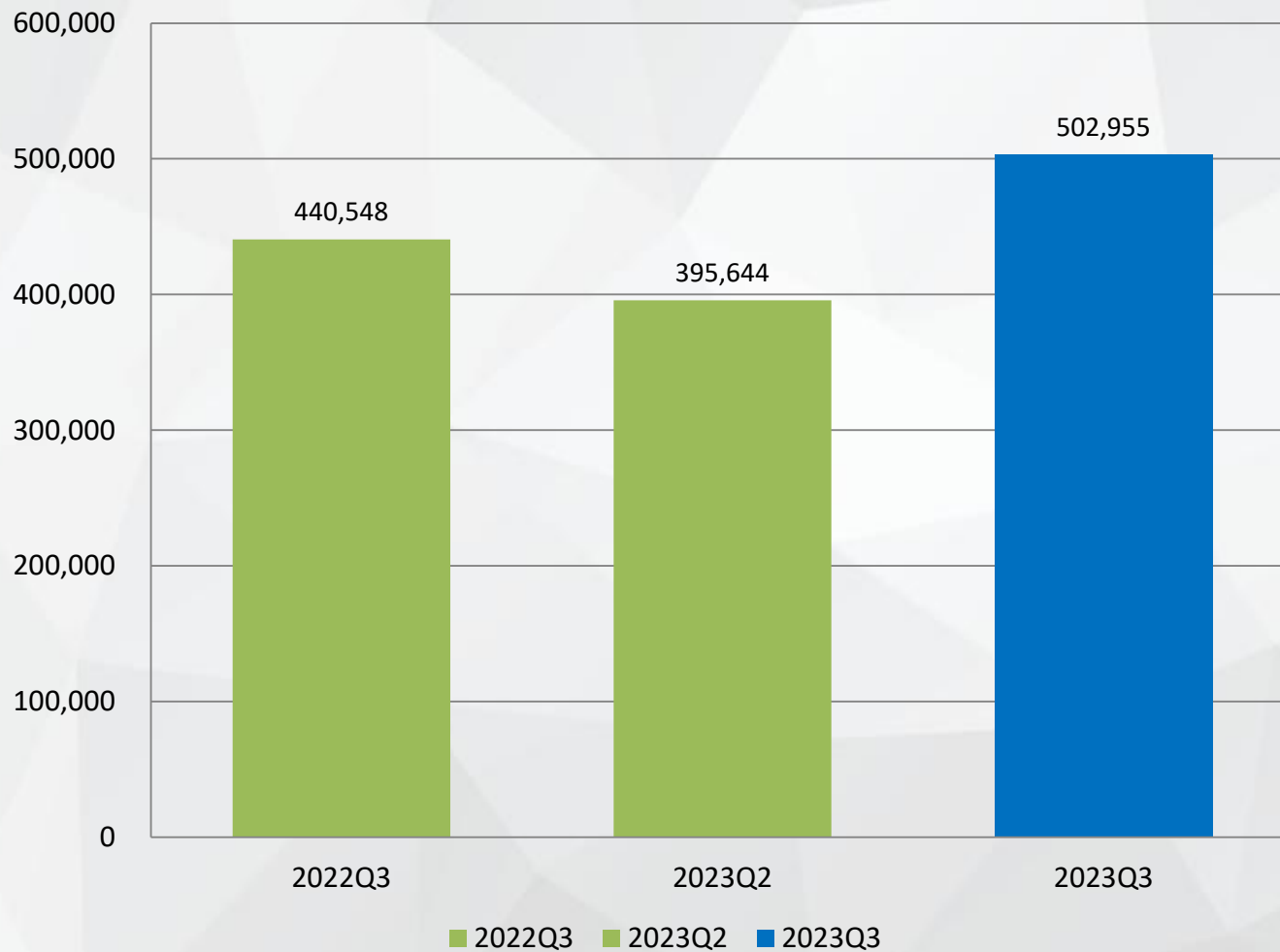
AboCom Systems Inc. started in 1995 with the foundation of developing and producing ethernet cards with PCMCIA interfaces and modems. It then entered the market of broadband devices, wireless devices, microcomputers, Android Miracasts, set-top boxes, Smart plug, Smart Home and related application service provider, also sub-contracts. AboCom was listed on TWSE in December 2000.

財務概況 / Accounting Report

兆勁
科技

NTD千元

營業收入 / Sales revenue

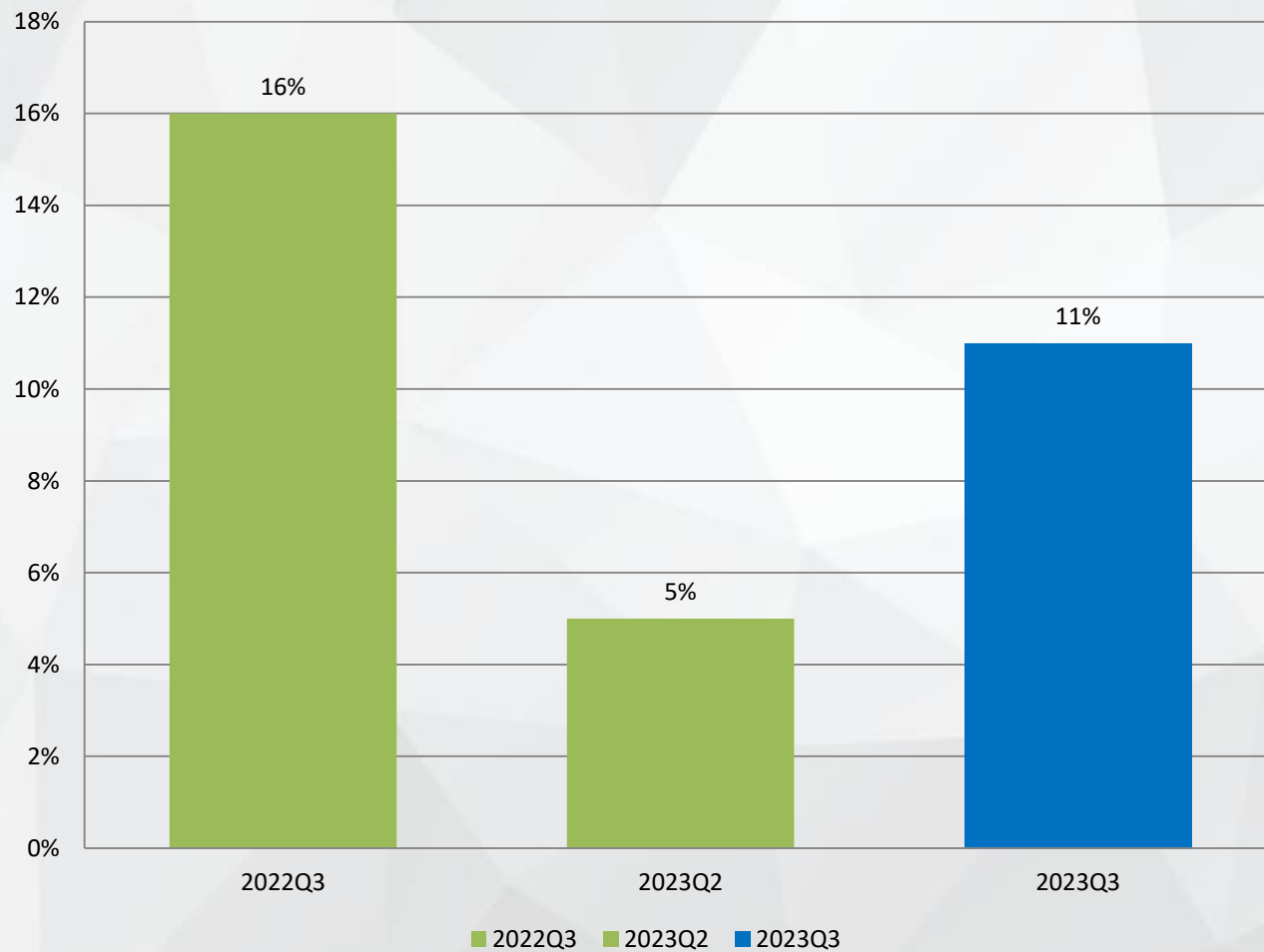


QoQ	YoY
27%	24%

財務概況 / Accounting Report

兆勁
科技

營業毛利率 / Gross margin rate



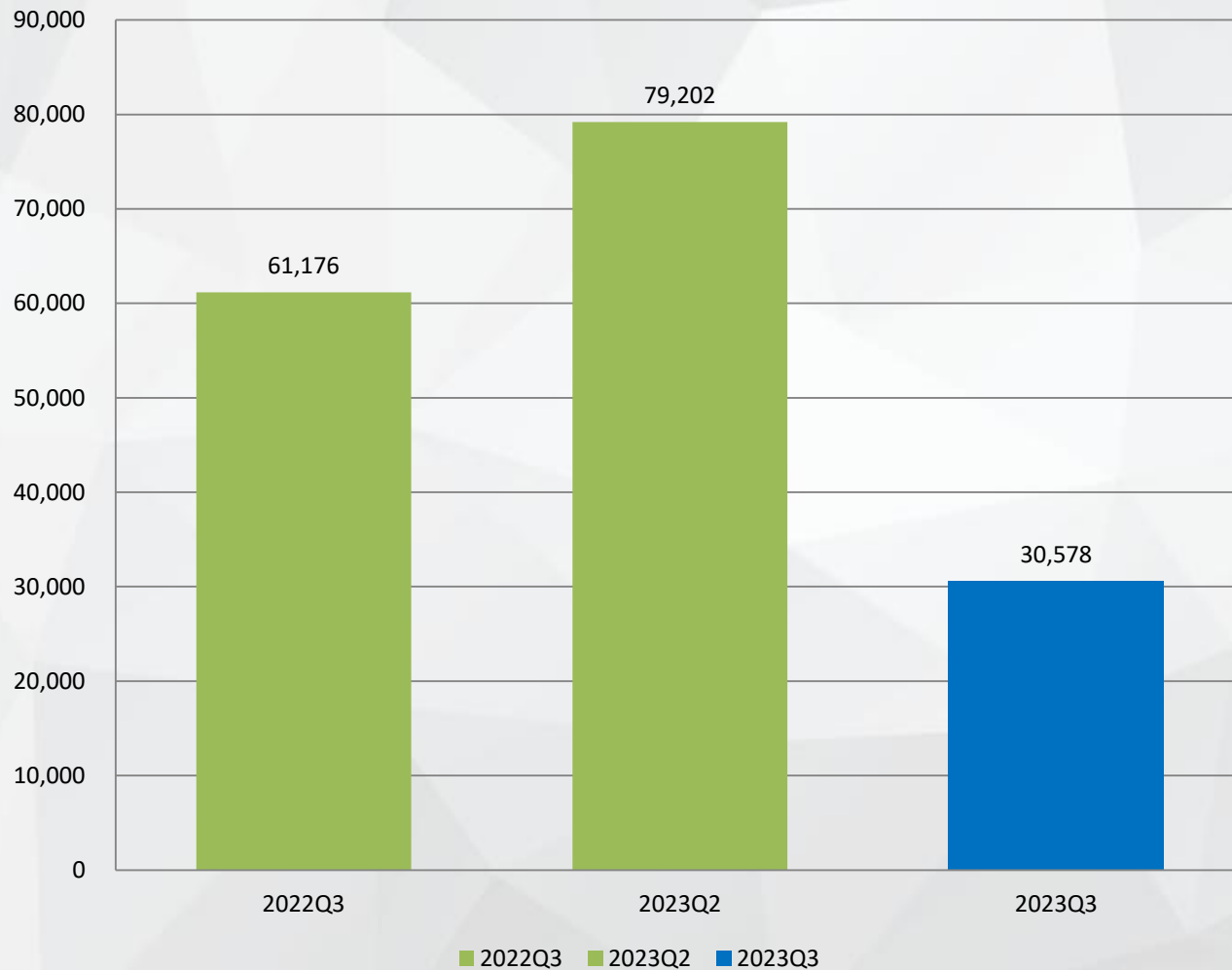
QoQ	YoY
120%	-31%

財務概況/Accounting Report

兆勁
科技

NTD仟元

營業費用 / Operating expenses



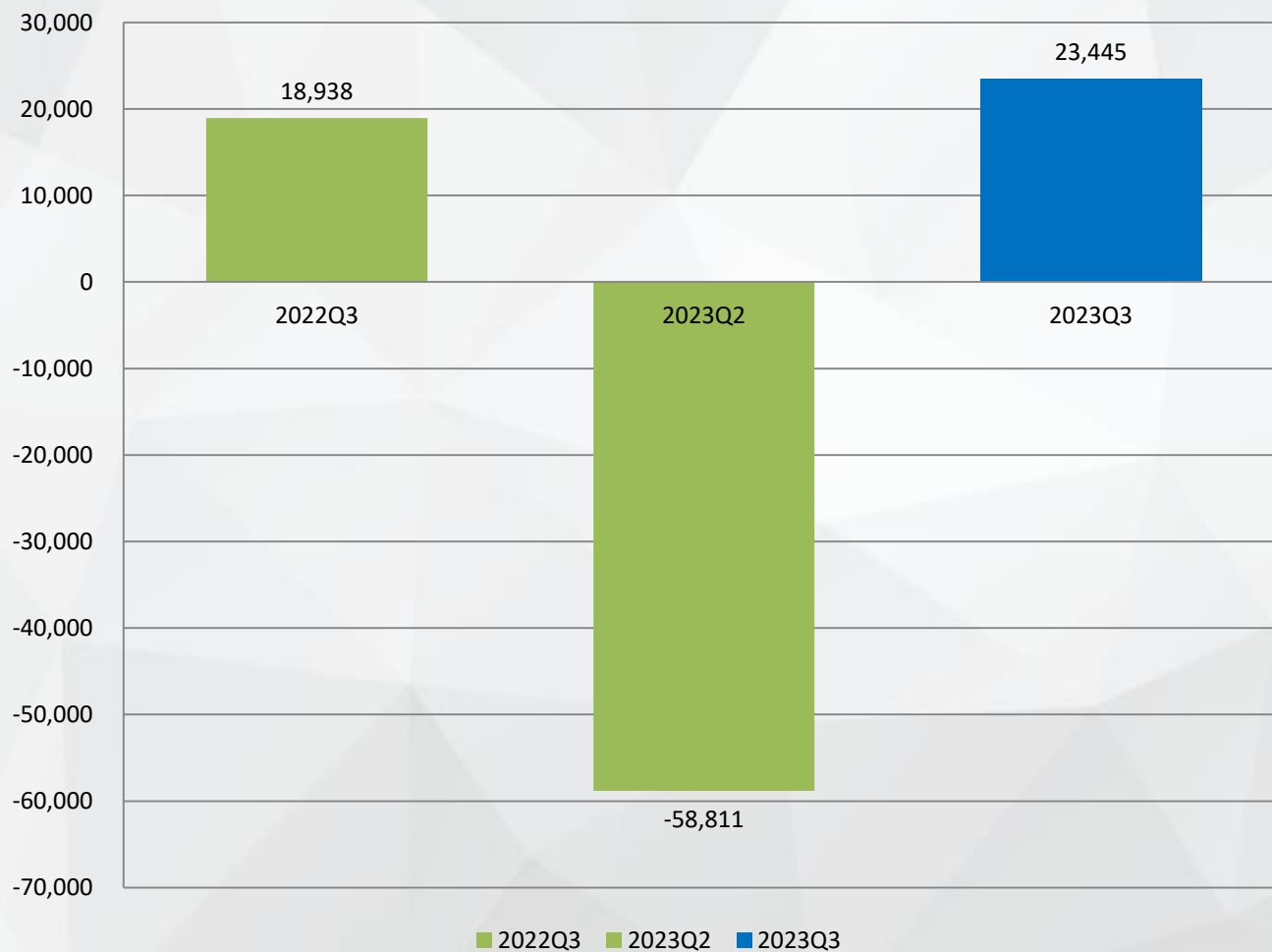
QoQ	YoY
-61%	-50%

財務概況/Accounting Report

兆勁
科技

NTD千元

營業利益 /Operating income

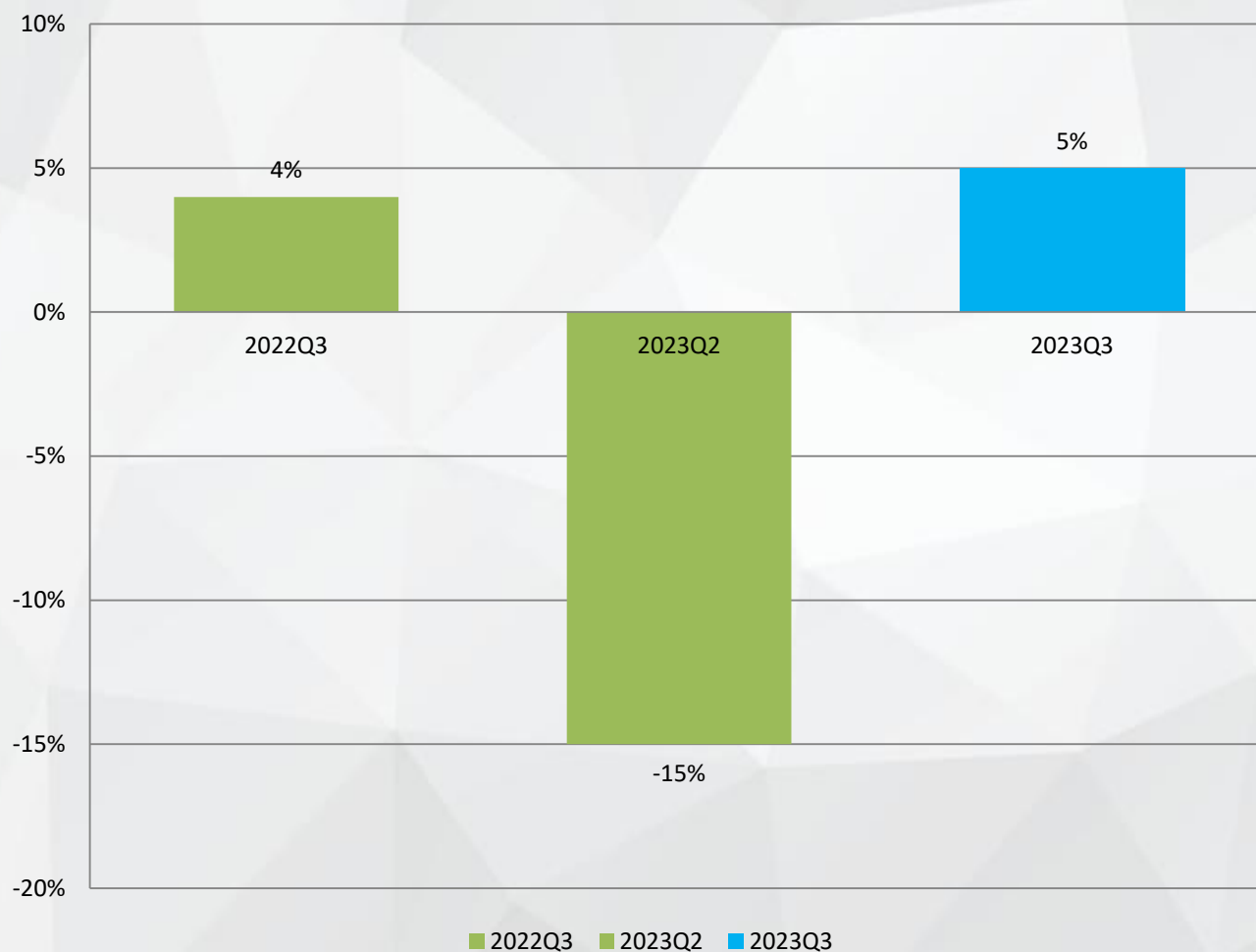


QoQ	YoY
140%	24%

財務概況/Accounting Report

兆勁
科技

營業利益率 /Rate of operating income



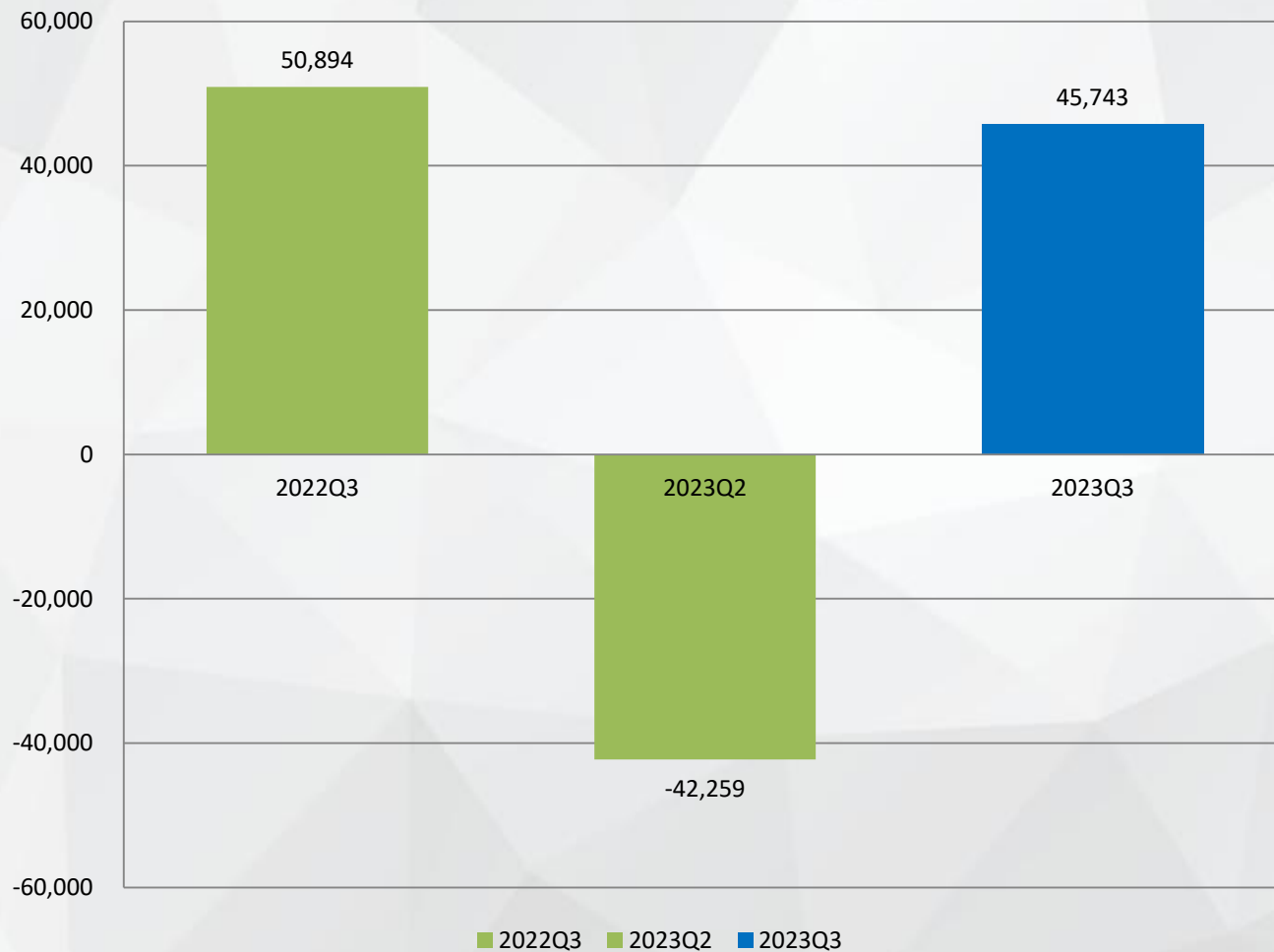
QoQ	YoY
133%	25%

財務概況/Accounting Report

兆勁
科技

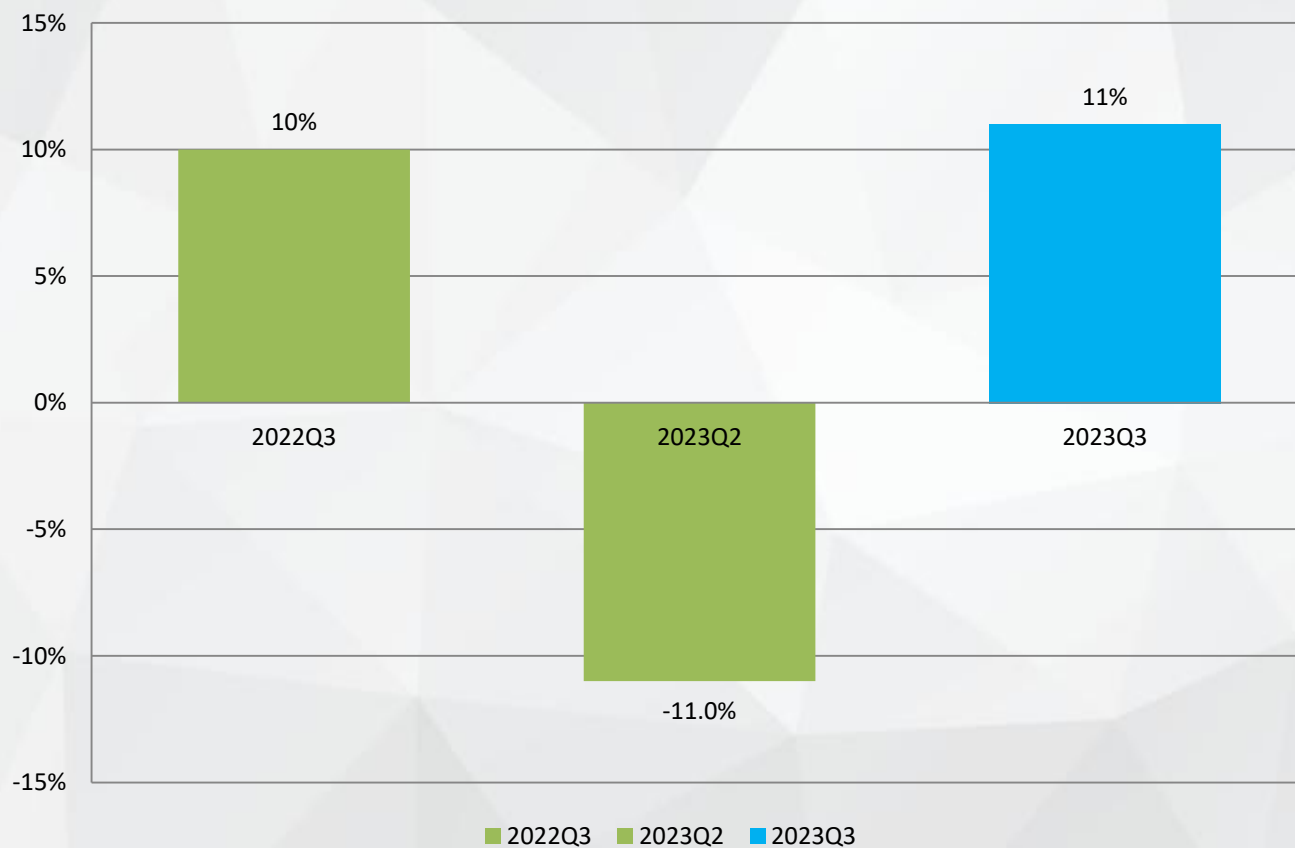
NTD仟元

本期淨利 /Net income



QoQ	YoY
208%	-10%

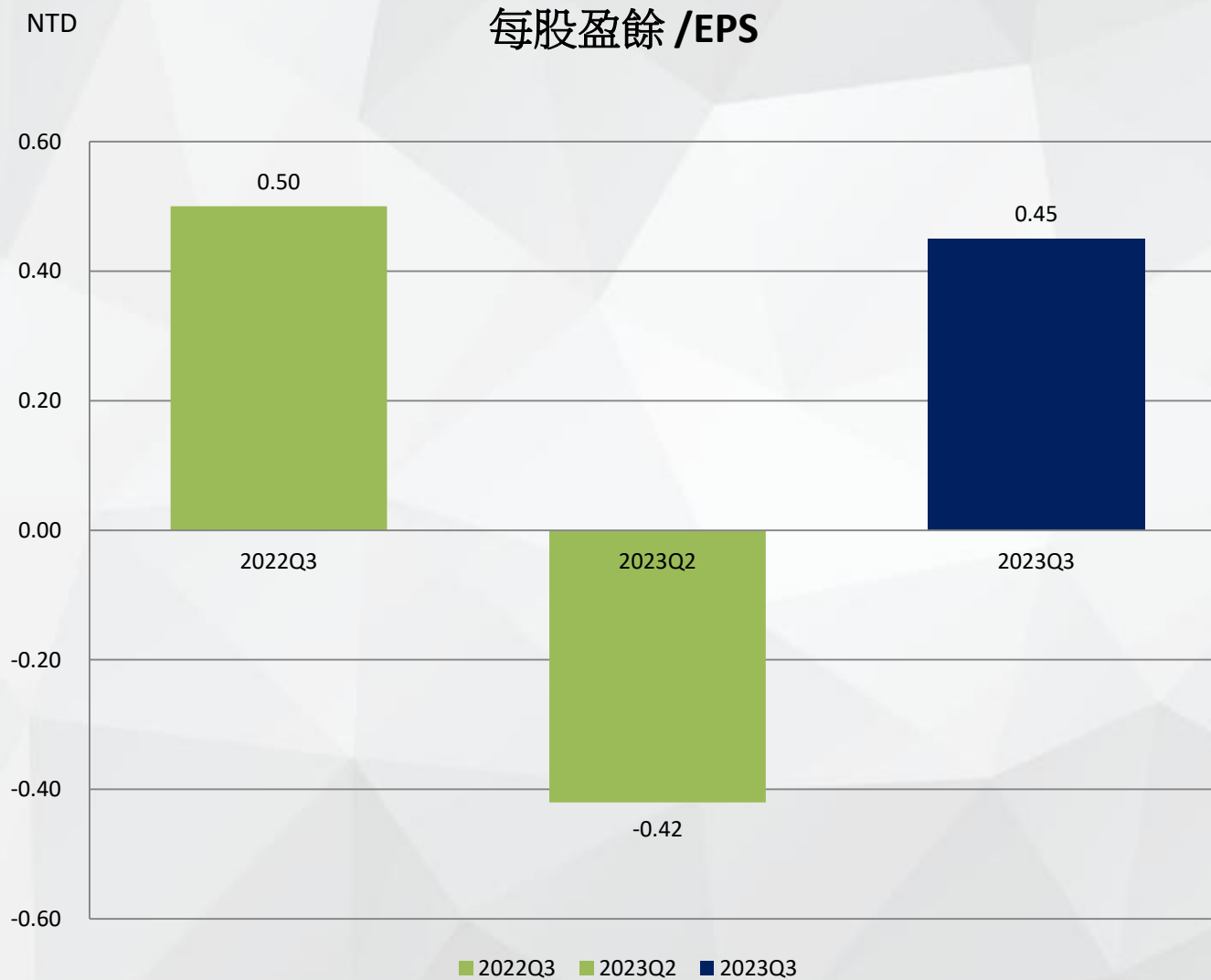
本期淨利率 /Rate of net income



QoQ	YoY
200%	10%

財務概況/Accounting Report

兆勁
科技



QoQ	YoY
207%	-10%



網通業務概況

Communication
Network Manufacturing

- 主講人：副總經理 賈漢榮

網通事業部門銷售業績:

Sales Revenue of Communication Networking Products

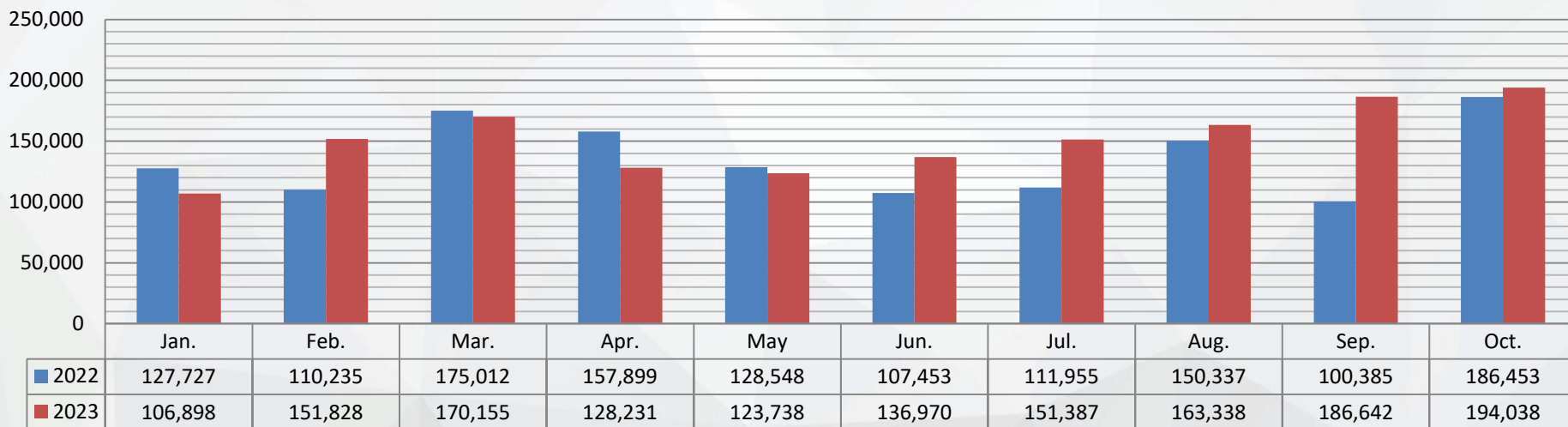
- 2023年Q1~Q3銷售金額略為上升(與2022, Q1~Q3比較), Q4預估較2022年Q4低

2023 Q1~Q3 Sales Revenue is better then 2022 · Q4 Estimated Sales Revenue is lower then 2022 Q4

- 2023年預估銷售金額與2022年持平

2023 Estimated Sales Revenue will be Same as 2022.

單位: 仟元 / 新台幣



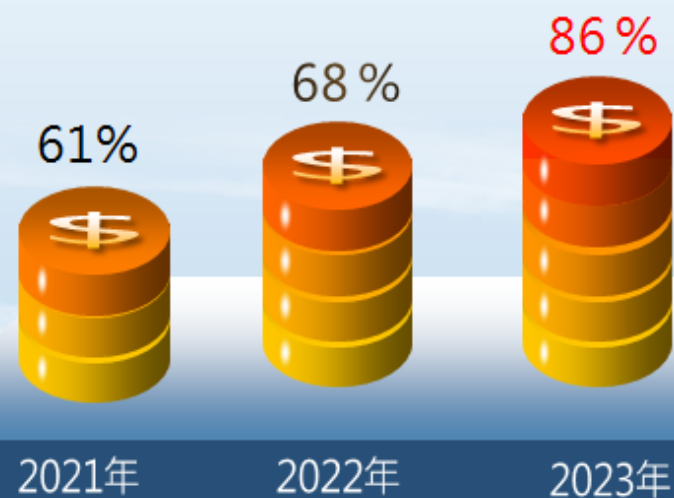
兩年同期出貨金額比較

歐美市場佔比

新冠疫情解封及經濟逐漸活絡的影響，
零件缺料問題亦逐漸趨緩，
主力客戶前三季度出貨量大增
累計金額已達11.01億,佔營收86%

COVID-19 epidemic is easing and the economy gradual revitalization, material shortage problem has gradually eased.

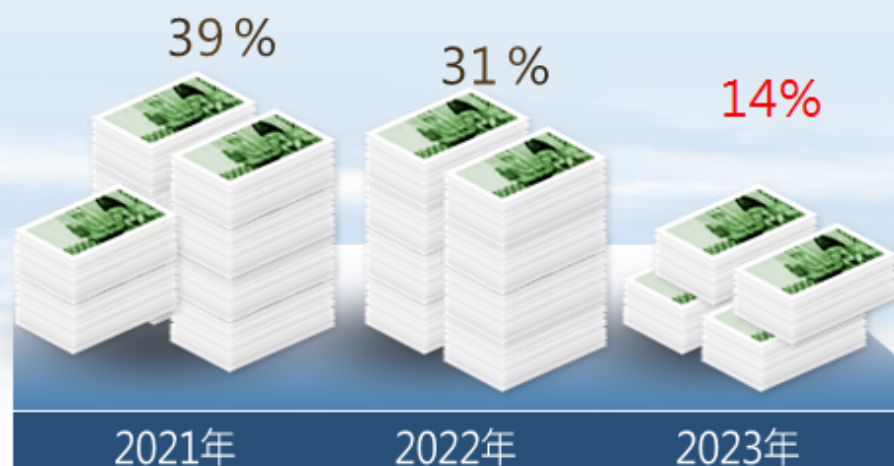
Major customers shipments increased significantly in the first three quarters, with the cumulative amount reaching NTD\$1.101 billion, accounting for 86% of revenue.



其他市場佔比

因自身產品定位以及供應鏈差異，
在疫情期間本就取料困難，而在忽
熱忽冷的大環境影響下，更要面臨
同業削價競爭和利基市場需求疲軟
等影響，出貨量受到嚴重打擊。

Due to differences in product positioning and supply chain, it was already difficult to obtain materials during the epidemic. Under the influence of the hot and cold environment, it also faced price-cutting competition from peers and weak demand in niche markets. Shipments were seriously affected.



Open RAN

Radio Unit



醫療器材 Medical Equipment



IoT 智能應用產品 IoT Application Products

展望2024年:

OEM代工業務(OEM customer):

- 與美國、以色列客戶合作開發高階醫療無線產品並計畫於2024第一季量產
Co-develop with USA & Israel customer for wireless Medical device , MP schedule is 2024, Q1
- 英國客戶(第一大)第二代機種已完成驗證與試做，將挹注新訂單
For UK customer , the second-generation model have been completed and it will bring high sales revenues.
- 亞洲市場的經濟與需求復甦，客戶預估的銷售數量逐漸上升
The economy and demand in the Asian market have recovered, customer's FC have gradually increased

新產品業務(New Products):

- Open RAN Radio Unit的協同開發與生產，預計於明年第一季量產
Development and production of Open-RAN Radio Unit, mass production expected in 2024, Q1
- 工業用及家用 藍芽IoT Solution 產品的研發與生產
R&D and production of Industrial & household Bluetooth IoT Solution products.

The background features a large, semi-transparent padlock on the left side, set against a backdrop of faint, scattered binary code (0s and 1s) and hexadecimal characters (A-F). A diagonal blue band runs across the image. The right side of the slide has a light gray geometric pattern.

4 子公司-兆通光電

- 主講人：協理 林志遠

建廠進度甘特圖 /Progress of Construction

[illegible]

廠房狀態 / Presentation of Factory



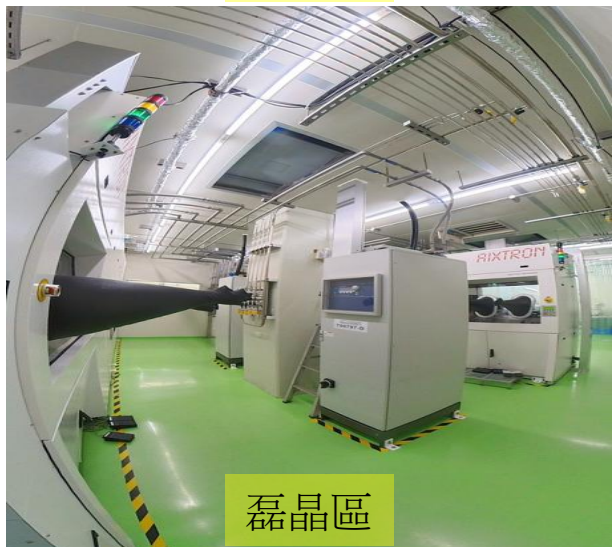
廠房狀態/ Presentation of Factory



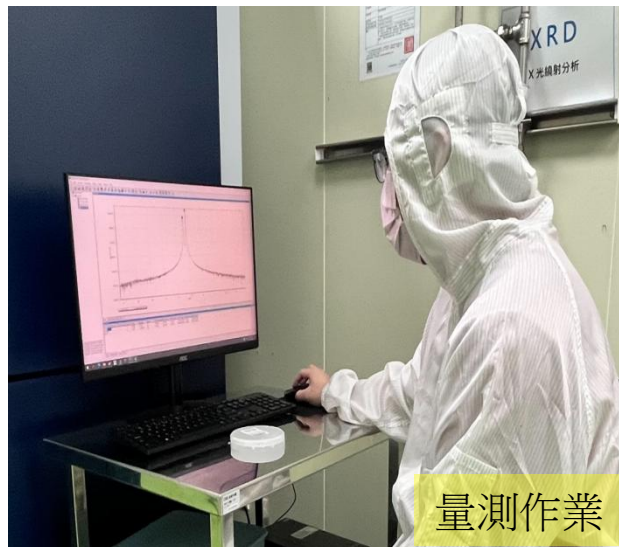
磊晶區



控制室



磊晶區



量測作業



廠房狀態/ Presentation of Factory



MOCVD 作業

廠房狀態/ Presentation of Factory



黃光區

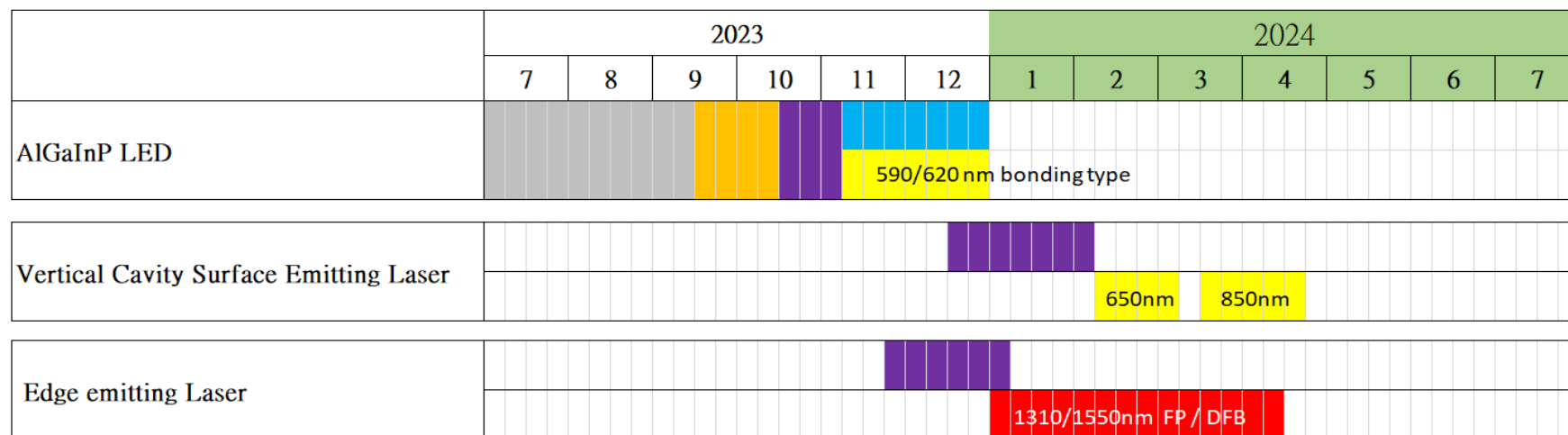
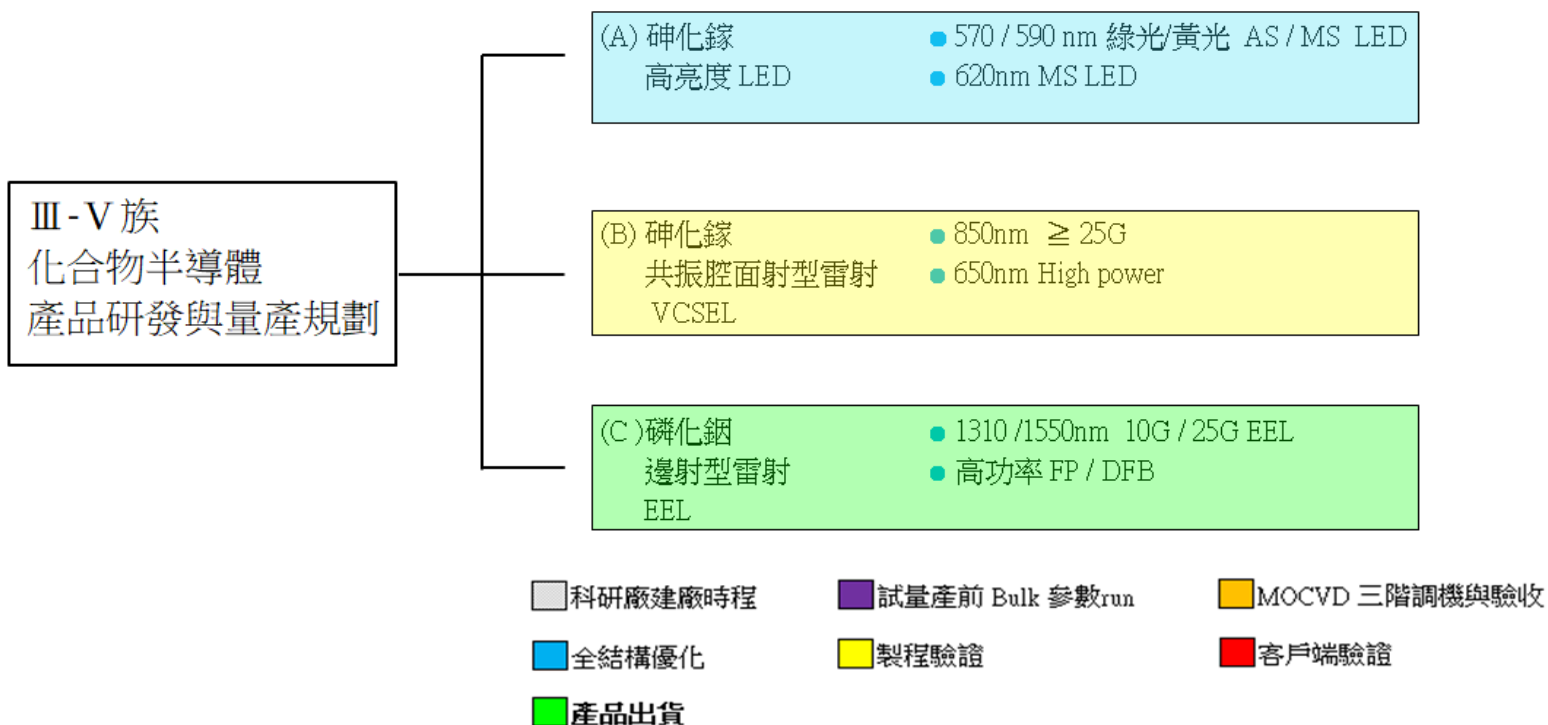


化學清洗區



烘烤區

產品規劃與開發時程 /Planning of Products development





活動交流 Q&A



THANK YOU.
