



歡迎蒞臨
(Welcome to)

歐格電子工業股份有限公司

AHOKU Electronic Company

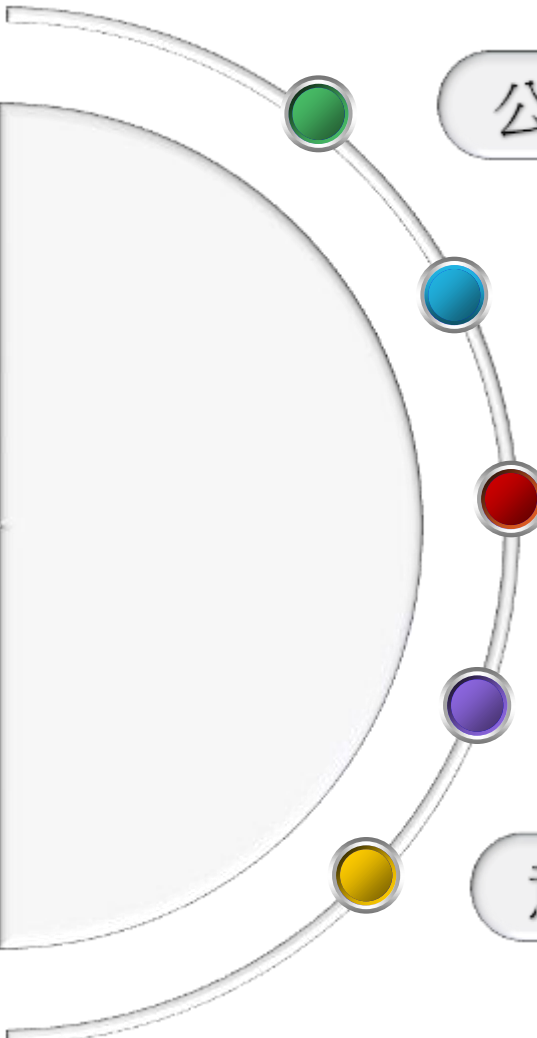
法人說明會

Investor Conference



Date: Nov. 23, 2017

簡報大綱 Agenda



公司簡介 Company Profile

產品銷售 Products Marketing

財務報告 Financial Results

營運展望 Business Outlook

意見交流 Q&A

經營理念 Business Philosophy



THE BUSINESS PHILOSOPHY OF AHOKU

Active, Honor, Organic, Knowledge, and Unique.

Active

Active, positive, and flexibility are AHOKU's attitude to customers.

Honor

Honor and reliability to customers, employees, and share holders.

Organic

Well organized AHOKU team will be the guarantee of our promise to customers.

Knowledge

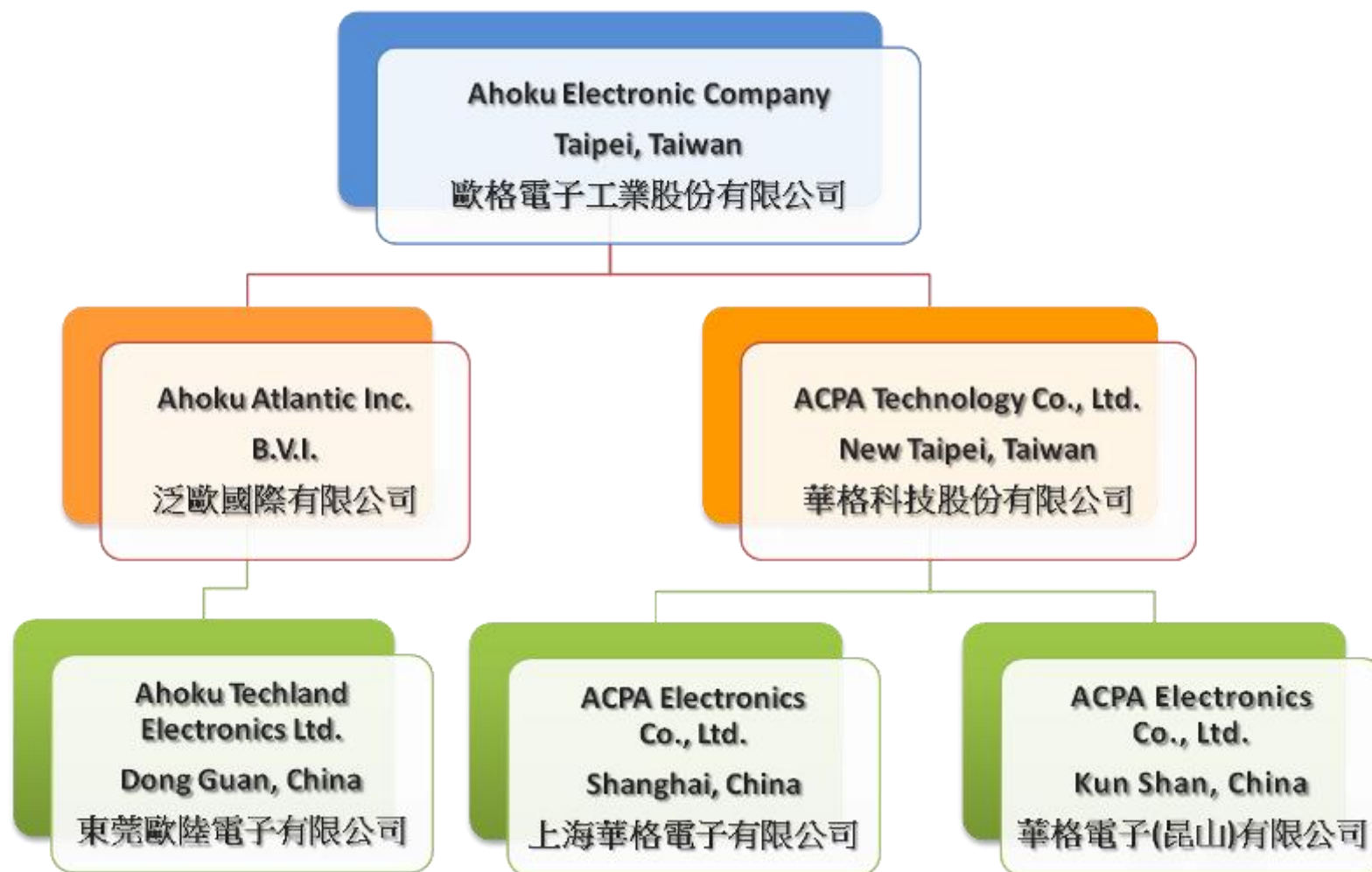
Knowledge is AHOKU's main power of innovation & creation.

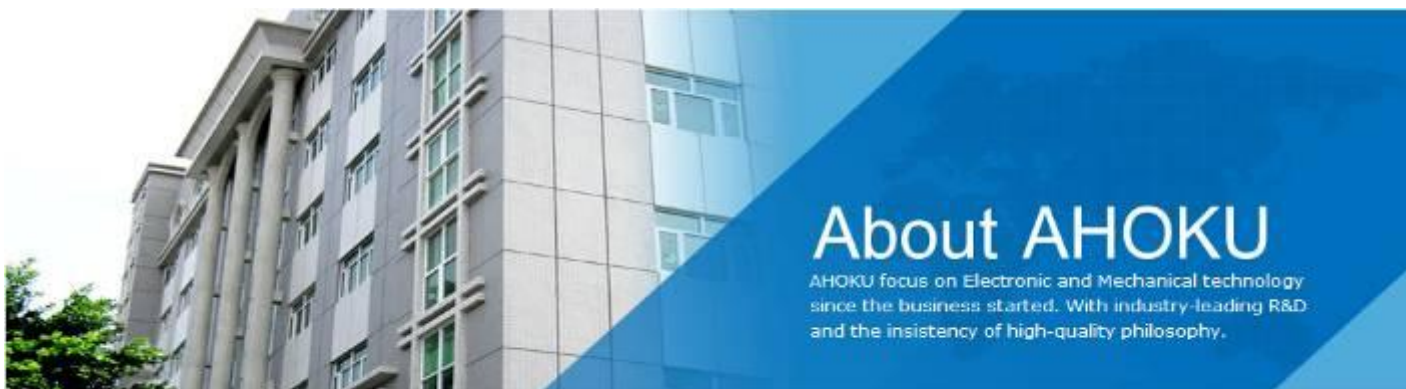
Unique

Pursuit technological, product , business model and service innovations, to support customers' success.

集團架構

Group Organization





AHOKU Group	歐格電子 AHOKU Electronic	東莞歐陸 AHOKU Techland
公司設立 Established	Aug. 1, 1983	Jul. 15, 1997
營運據點 Location	Taipei, Taiwan	Dong Guan, China
集團定位 Position	Head Office R&D and Sales Center	Manufacturing Center Engineering Center
資 本 額 Capital	NT\$ 1,020 Million	HK\$ 50 Million
上市日期 IPO	TWSE in Jan. 23, 2002	-----
員工人數 Employees	40	520
工廠認證 Certification	-----	ISO 9001
主要產品 Core Products	Power Devices: Surge Protectors, Power Socket, PDU (Rack Mount Power), Travel Adapter/Converter/USB Charger Digital Video Devices: WiFi Video Camera, Advertisement Screen	

生產基地 Production Base



New Office Building and Factory



生產基地 Production Base



Factory Photos

生產基地 Production Base



Employees Dormitory



Leisure Place



Employees Training



專利證書牆 Patents Wall

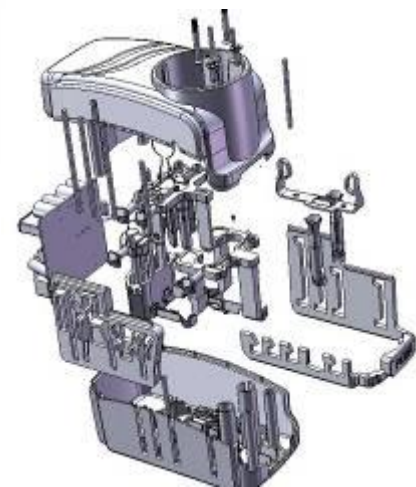
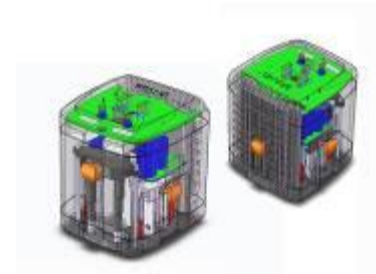


專利證書 Patents



專利試點企業

Patent Trial Enterprise



設計獎項

Design Award



reddot award 2014
honourable mention



台灣精品 2014
TAIWAN EXCELLENCE



第五屆台灣國際創意設計大賽
2008 Taiwan International Design Competition

安規實驗室 Safety Lab.

TUV Witness Test Lab.



TUV Certificate



公司治理與企業社會責任

Corporate Governance and Social Responsibility

● 電信聯盟企業社會責任論壇 JAC CSR FORUM



● 幸福員工企業獎 Happy Employee Enterprise Award





ACPA Group	華格科技 ACPA Technology	上海華格 ACPA Shanghai	昆山華格 ACPA Kun Shan
公司設立 Established	Nov. 26, 2001	Nov. 8, 2001	Nov. 7, 2006
營運據點 Location	New Taipei, Taiwan	Shanghai, China	Kun Shan, China
集團定位 Position	Sales Center Customer Service	Sales Office Customer Service	Manufacturing Center R&D Center Engineering Center
資 本 額 Capital	NT\$ 226,776,600	US\$ 320,000	US\$ 2,100,000
員工人數 Employees	20	15	200
工廠認證 Certification	-----	-----	ISO 9001 ; ISO 14001
主要產品 Core Products	Electronic Circuit Components: Gas Discharge Tube (GDT) 、 Metal Oxide Varistor (MOV) 、 Polymeric Positive Temperature Coefficient (PPTC)		

生產基地
Production Base



ACPA Kun Shan

生產基地 Production Base



Factory Photos of ACPA Kun Shan

生產基地 Production Base



Factory Photos of ACPA Kun Shan

The WORLD-CLASS

Professional Supplier Of Electronic Products



產品銷售 Products Marketing



主要產品

Core Products

電源裝置

Power Devices

- Surge Protectors
- PDU (Rack Mount Power)
- Travel Adapter/Converter/USB Charger

數位影像產品

Digital Video Devices

- WiFi Video Camera
- Advertisement Screen

電子電路元件

Electronic Circuit Components

- Gas Discharge Tube (GDT)
- Metal Oxide Varistor (MOV)
- Polymeric Positive Temperature Coefficient (PPTC)

Surge Protectors



Modern Power Outlet

Today's power outlet not only the power distributor, but also the power management & communication port. It can be fashion & stylish!



Foldable
Power Strip



Single plug
Surge Protectors



Patented US
Shutter Design



Patented UFO

PDU (Rack Mount Power)

0U-VERTICAL POWER DISTRIBUTION UNIT



Available Model: US 15 / 20A
Outlet Number Available: 18/24/30

1U-19" POWER DISTRIBUTION UNIT

Plastic Housing



Metal Housing



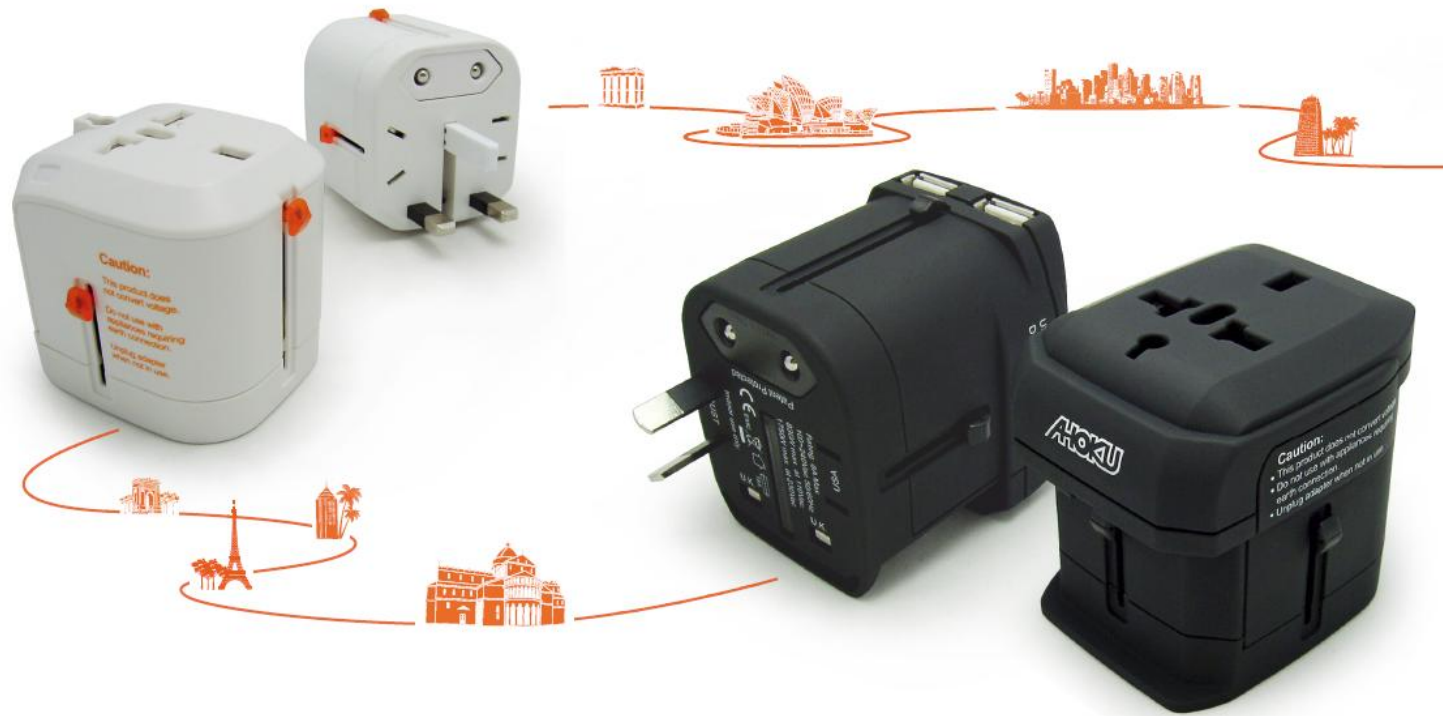
Front



Rear



Travel Series



UK



US



AU



EU



Travel Series



AU



US



EU



UK

Digital Video Devices



OCAM-WiFi Video
Camera_M3



ocam

OCAM-WiFi Video
Camera_APPLE



OCAM-WiFi Video
Camera_S1

Digital Video Devices

ocam Series



● Attractively packaged

● Easily set up



華格主要產品

ACPA Core Products

● Gas Discharge Tube (GDT) 氣體放電管

Application :

Facsimiles and Modems, Telephone network, Mobile telecommunication base stations, Cable Television (CATV)

應用於傳真機、數據機、電話網路系統、行動通訊基地台、有線電視系統.....



● Metal Oxide Varistor (MOV) 壓敏電阻

Application :

Consumer Electronics 、Automotive Electronics 、UPS System 、Streetlamp Control System 、Railroad Control System.....

應用於消費性電子、汽車電子、UPS不斷電系統、路燈控制系統、鐵道控制系統.....



● Polymeric Positive Temperature Coefficient (PPTC) 自恢復保險絲

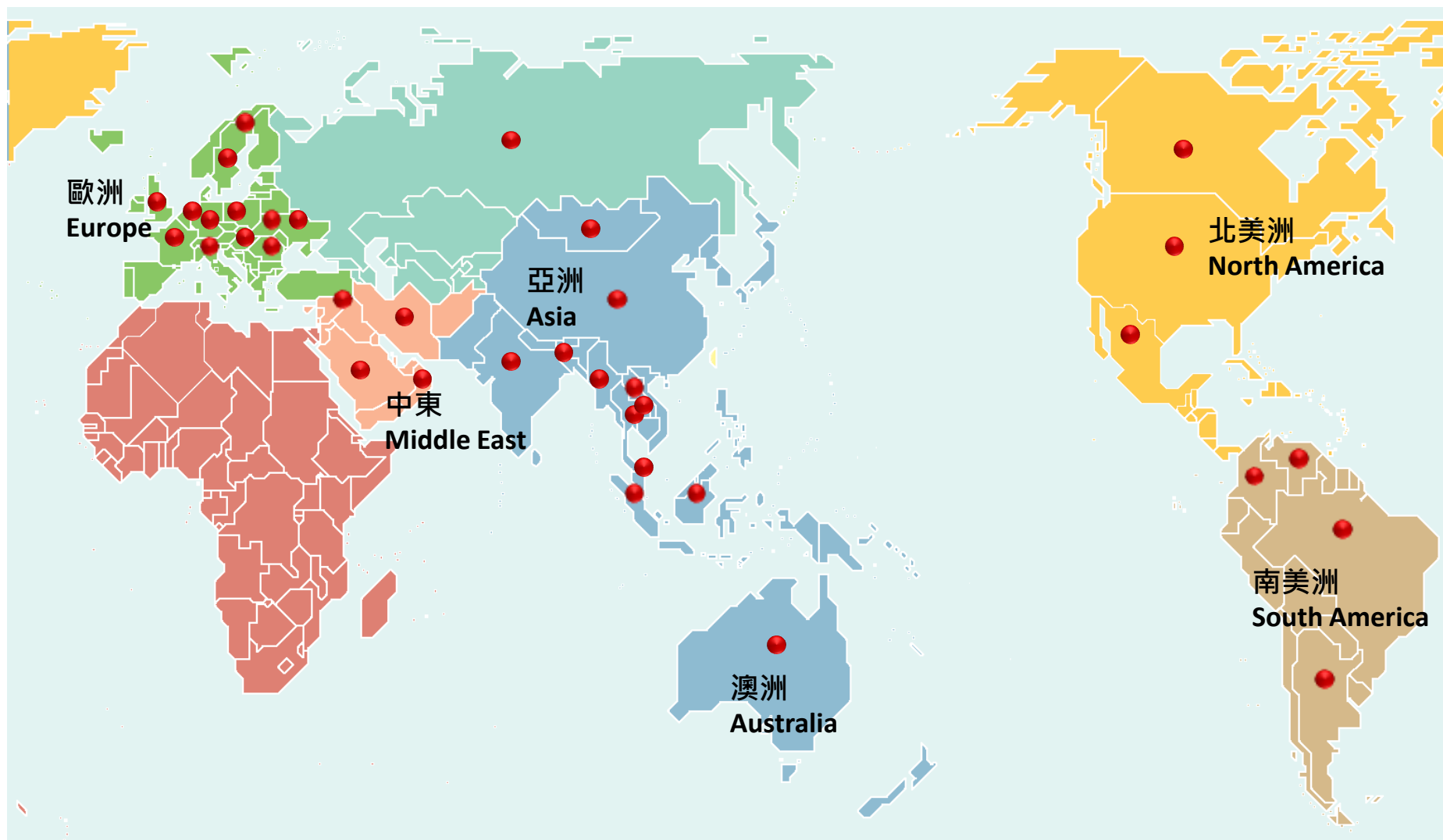
Application :

Telecommunications equipment, Computers and Peripherals, Power supplies, Instrumentation and Controls.....

應用於電信設備、電腦及週邊設備、電源供應、工業控制.....



銷售網絡圖 Sales Distribution



Travel Series



- 航空公司機上免稅購物
Duty Free on the airplane
- 銷售市場遍及全球主要航空公司
Sales market throughout the world's major airlines



Travel Series



國際機場免稅店 上海、北京、香港、日本、新加坡、泰國等
Duty Free Shop of international airport in Shanghai 、 Beijing 、 Hong Kong 、 Japan 、 Singapore 、 Thailand etc.

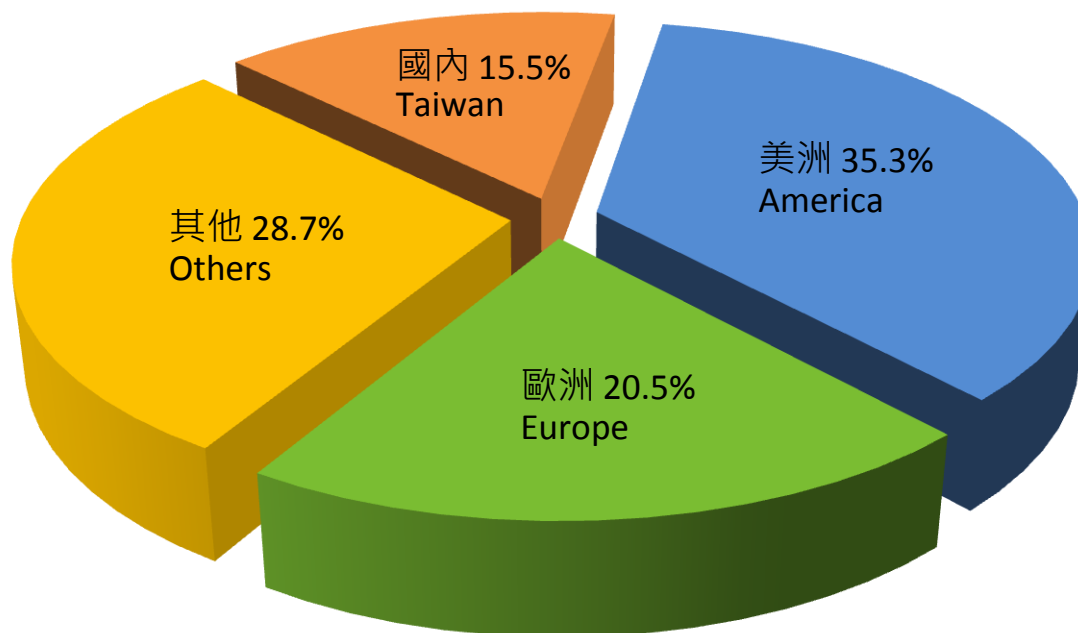


Travel Series



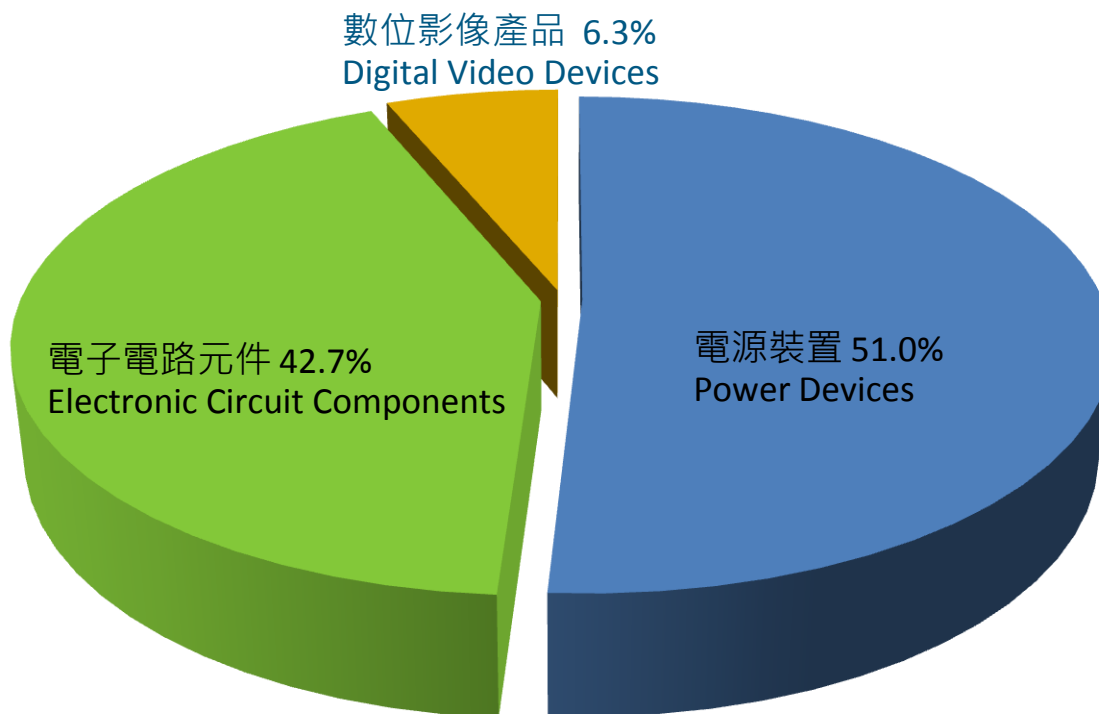
區域營收分析 Revenue by Regions

2017 Q1~Q3



產品營收分析 Revenue by Products

2017年Q1~Q3



展覽會 Exhibition



展覽會 Exhibition

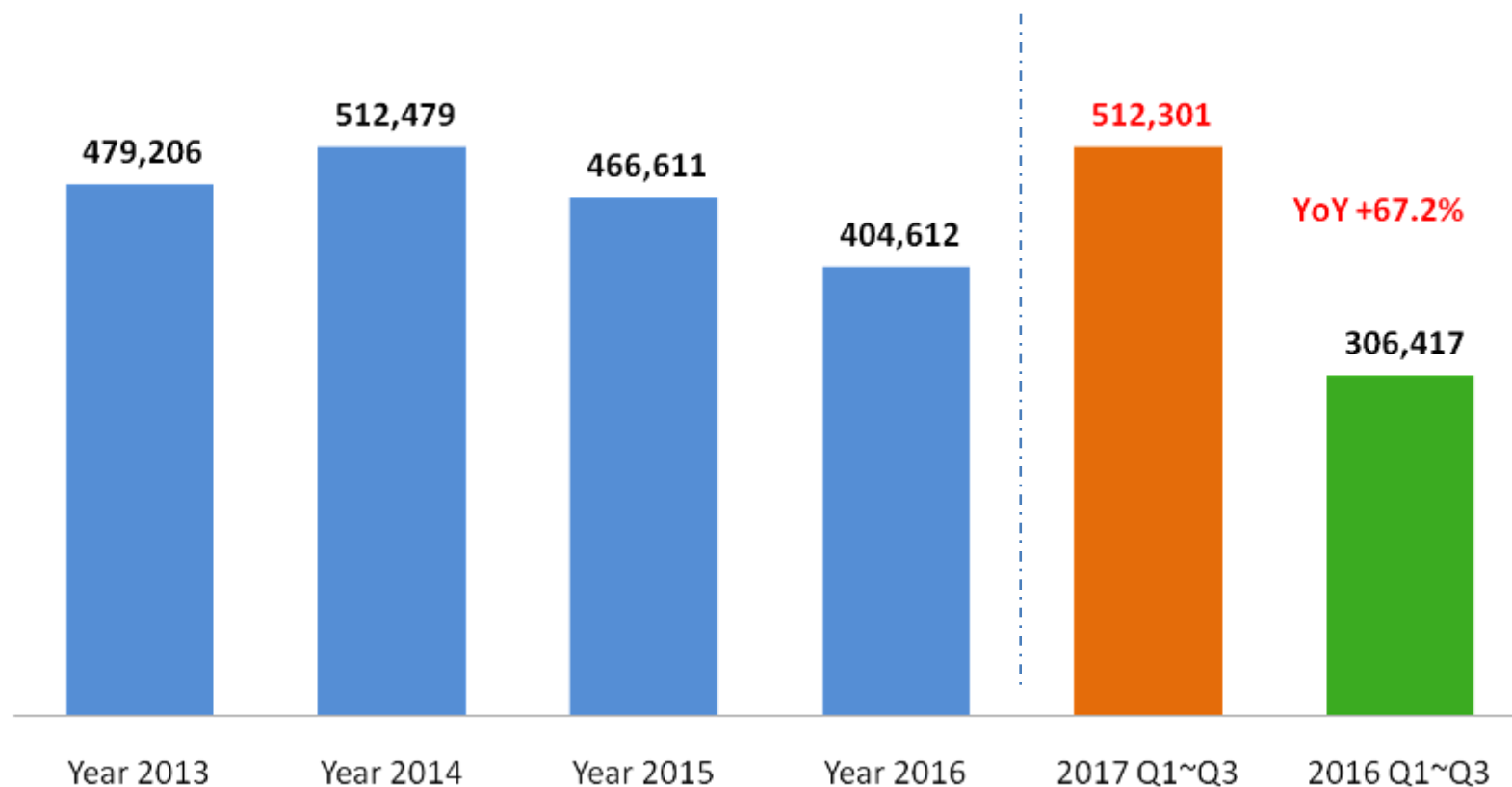


財務報告 Financial Results



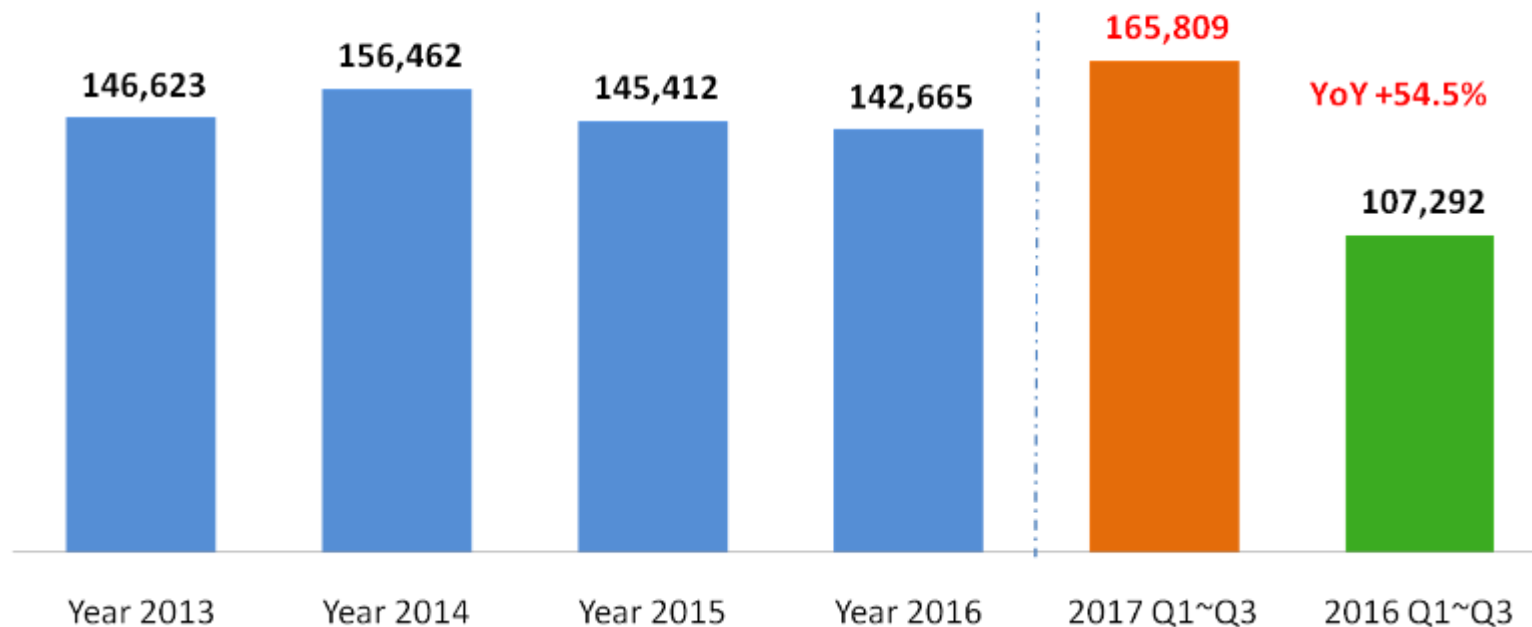
合併營業收入 Net Revenue

單位：新台幣仟元
Unit in NT\$ thousand

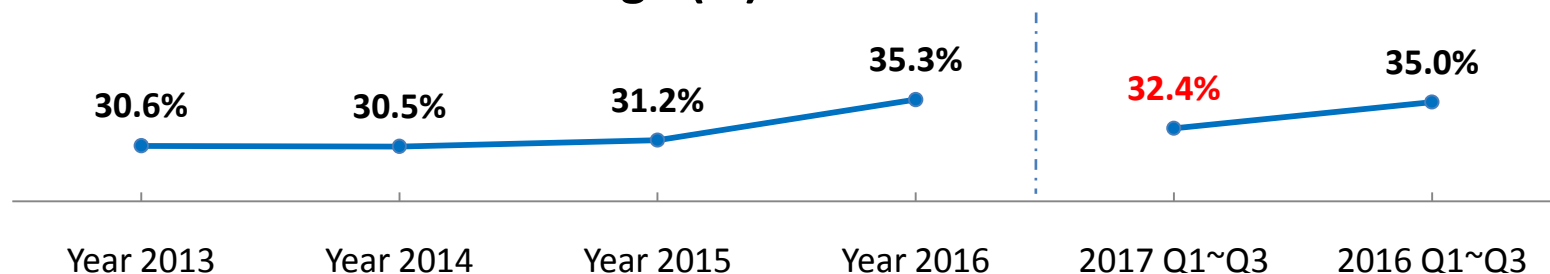


營業毛利 Gross Profit

單位：新台幣仟元
Unit in NT\$ thousand

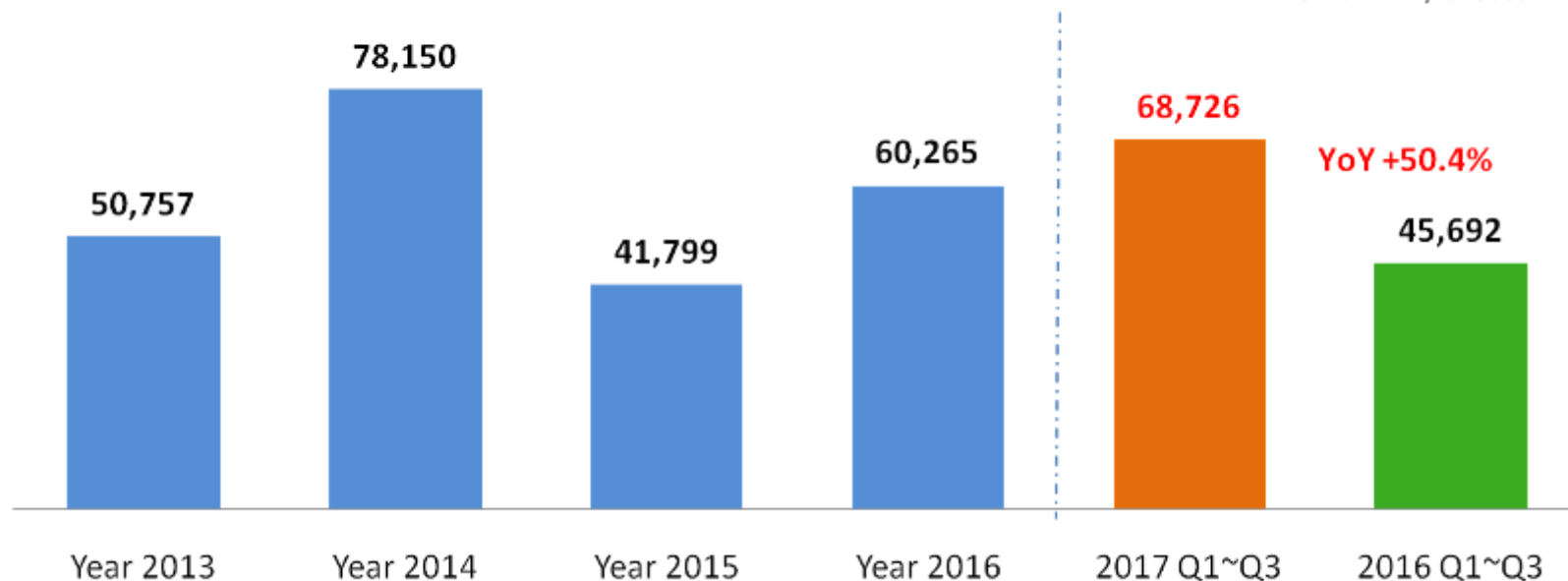


營業毛利率 Gross Profit Margin(%)

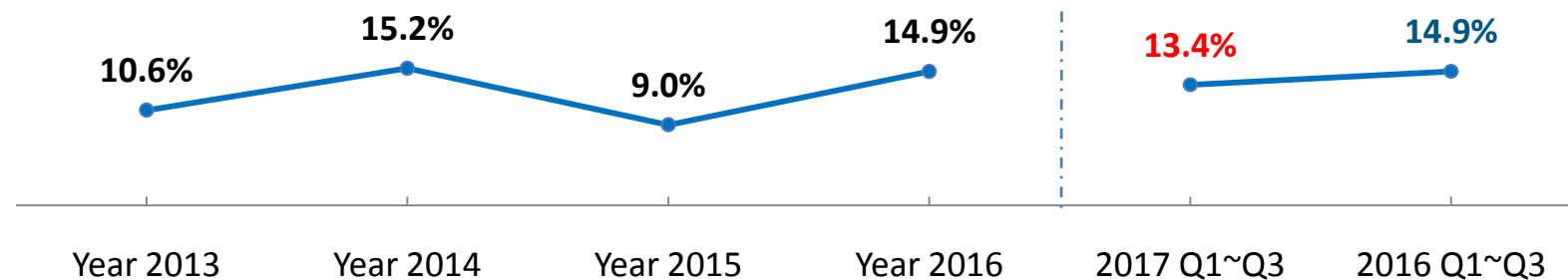


稅後淨利 Net Income

單位：新台幣仟元
Unit in NT\$ thousand



稅後淨利率 Net Income Margin(%)



合併資產負債表 Consolidated Balance Sheet

單位：新台幣仟元

Unit in NT\$ thousand

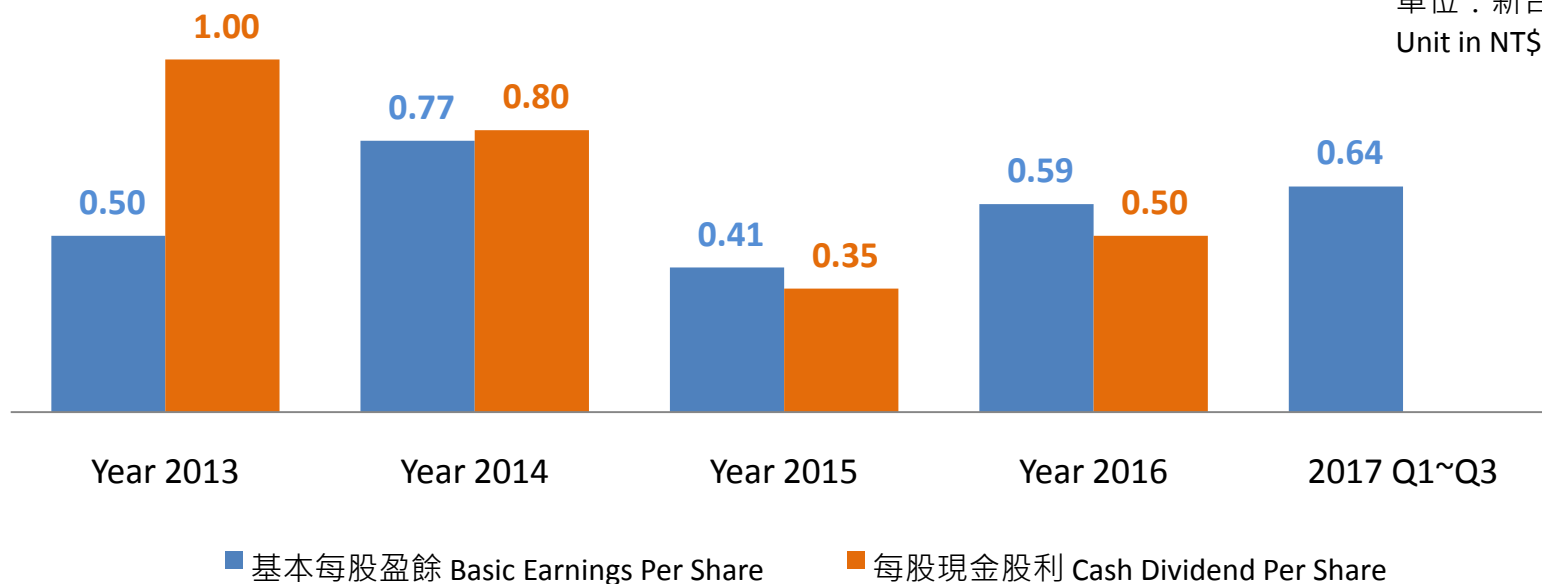
	2013.12.31		2014.12.31		2015.12.31		2016.12.31		2017.09.30	
現金及備供出售金融資產 Cash & Available-for-Sale Financial Assets	941,907	56%	923,070	54%	918,864	55%	885,488	54%	819,284	44%
應收帳款 Accounts Receivable	73,245	4%	91,790	5%	78,833	4%	68,586	4%	205,420	11%
存貨 Inventories	113,874	7%	109,262	6%	95,727	6%	86,913	6%	118,159	6%
不動產、廠房及設備 Property, Plant and Equipment	221,796	13%	220,041	13%	212,789	13%	196,800	12%	339,210	18%
其他資產 Other Assets	331,132	20%	373,742	22%	368,786	22%	388,217	24%	384,306	21%
資產總計 Total Assets	1,681,954	100%	1,717,905	100%	1,674,999	100%	1,626,004	100%	1,866,379	100%
流動負債 Current Liabilities	111,202	6%	112,443	6%	93,349	5%	85,877	5%	170,484	9%
非流動負債 Non-Current Liabilities	230,548	14%	237,078	14%	244,589	15%	244,843	15%	262,908	14%
負債總計 Total Liabilities	341,750	20%	349,521	20%	337,938	20%	330,720	20%	433,392	23%
權益總計 Total Equity	1,340,204	80%	1,368,384	80%	1,337,061	80%	1,295,284	80%	1,432,987	77%

財務指標 Financial Indicators

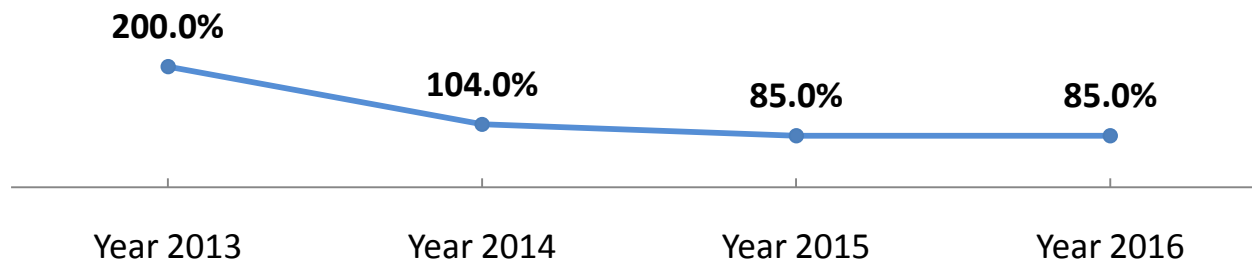
	2013.12.31	2014.12.31	2015.12.31	2016.12.31	2017.09.30
負債比率 Debt Ratio(%)	20.3%	20.4%	20.2%	20.3%	23.2%
流動比率 Current Ratio(%)	1,210.5%	1,222.8%	1,437.3%	1,533.5%	881.1%
速動比率 Quick Ratio(%)	1,098.8%	1,114.8%	1,323.7%	1,420.6%	801.7%
資產報酬率 Return On Asset(%)	3.1%	4.6%	2.5%	3.7%	5.3%
權益報酬率 Return On Equity(%)	3.9%	5.8%	3.1%	4.6%	6.7%

穩定股利政策 Stable Dividend Policy

單位：新台幣元
Unit in NT\$



現金股利發放率 Cash Dividend Payout Ratio(%)



營運展望

Business Outlook



旅用快速充電器

Travel Adapter integrates Quick Charge



導入Type-C/
lightning等
USB接口

加強專利
產品研發

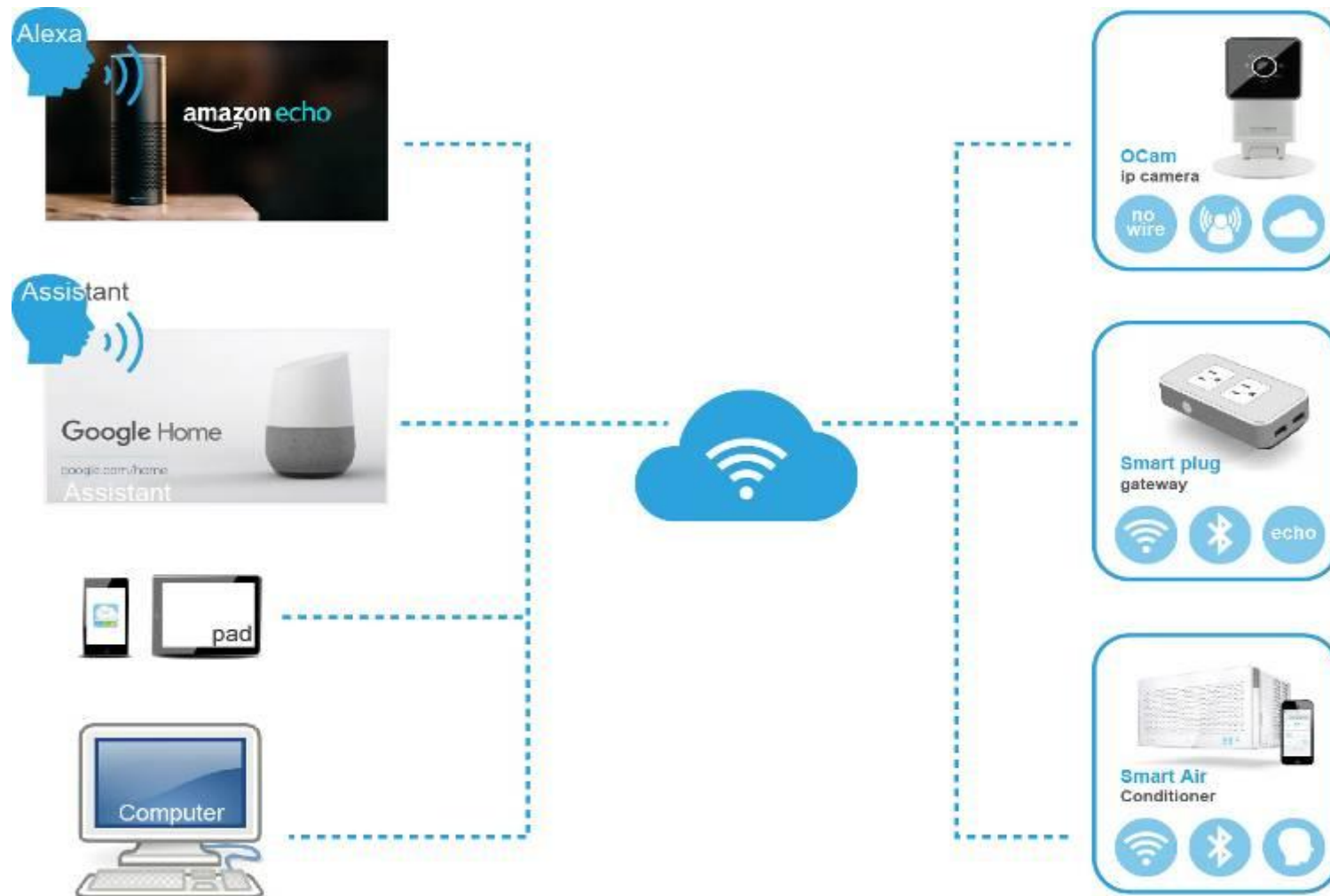
創新設計
領先市場

更小更薄
便於攜帶



智慧家庭監控系統

Smart Home Monitoring System



遠端智慧電源管理系統

Remote Smart Power Management System



0U-VERTICAL POWER DISTRIBUTION UNIT



Available Model: US 15 / 20A
Outlet Number Available: 18/24/30

1U-19" POWER DISTRIBUTION UNIT

Plastic Housing



Metal Housing



電動車充電轉接器 Electric Vehicle Power Adapter

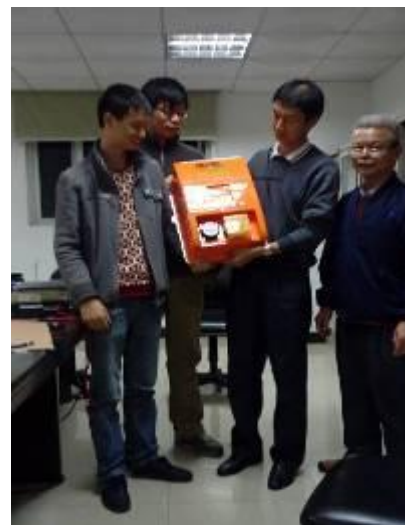


電動車領域：

與美國軍用設備廠商合作開發電動車充電轉接器，已成功打入歐美汽車大廠。

Electric Vehicle field:

With the military equipment manufacturers in U.S. to develop Electric Vehicle Power Adapter, has successfully entered the European and American automobile manufacturers.



建立直接銷售通路，貼近消費者

Build direct sales channels, close to customers

The screenshot displays three Amazon product listings side-by-side, illustrating direct sales channels. Each listing includes a product image, title, price, and customer reviews.

- Left Listing:** Mobimann 4 USB Rose SWEETIE. Universal Inter Travel Adapter 3.4A Powerful Charge UK,US,Europe All in One Plug Adapter for iPhone,Android,by MOBIMANN. Price: \$23.95. In Stock. This item ships to Taiwan, Republic of China. Want it Monday within 15 hrs 26 mins and choose AmazonGlobal Priority!
- Middle Listing:** OCam+ S1 Wi-Fi Baby Monitor Security Video Camera Android. Price: \$23.95. In Stock. This item ships to Taiwan, Republic of China. Want it Monday within 15 hrs 26 mins and choose AmazonGlobal Priority!
- Right Listing:** Mobimann 4 USB Rose SWEETIE. Universal Inter Travel Adapter 3.4A Powerful Charge UK,US,Europe All in One Plug Adapter for iPhone,Android,by MOBIMANN. Price: \$23.95. In Stock. This item ships to Taiwan, Republic of China. Want it Monday within 15 hrs 26 mins and choose AmazonGlobal Priority!

●過電壓及過電流保護元件專業製造廠

Over-voltage and over-current protection components of world-class manufacturer



子公司-半導體元件

ACPA - Semiconductor Components

● **Transient Voltage Suppressors 瞬態電壓抑制二極體**

Zener Diode 穩壓二極體

Rectifier 整流器

Schottky Barrier Rectifier 肖特基整流二極體

Transistor 電晶體

廣泛應用於敏感電子零件過壓保護，包括電腦、通訊、工業產品、消費性電子及汽車電子市場。
Extensively used in over-voltage protection of sensitive electronic components, including computers, telecom ,industrial ,consumer electronics and automotive electronics markets.

- **保護元件規格齊全，滿足客戶One Stop Shopping 需求**，提供全面、專業之線路保護解決方案
Complete specifications to meet customers need – One Stop Shopping, provide comprehensive, professional power protection solutions

意見交流

Q&A

