

融程電訊(3416)Winmate Inc. Investor Conference Report



May 14, 2019

Disclaimer

The following presentation contains projections and statements related to future business performance developments involving Winmate Inc. that may be seen as forward-looking statements. Actual events and results may differ materially from what is projected in the forward-looking statements and are subject to several risks and uncertainties what are beyond Winmate's control.

The forward-looking statements in this report reflect the views of Winmate as of the date they are made. Winmate Inc. does not intend, nor are obligated to revise or update these forward-looking statements in light of new events or information.

Winnate Financial Reports available at:
www.winnate.com/investor_main_en.asp

2019 Q1 損益表

項目\年度	2019/Q1	%	2018/Q1	%	YoY
營業收入	401,343	100.00%	389,209	100.00%	3.12%
營業毛利	146,175	36.42%	130,499	33.53%	12.01%
營業費用	81,117	20.21%	80,274	20.62%	1.05%
營業利益	65,058	16.21%	50,225	12.90%	29.53%
營業外收支	7,954	1.98%	2,806	0.72%	183.46%
稅前利益	73,012	18.19%	53,031	13.63%	37.68%
本期淨利	57,394	14.30%	43,365	11.14%	32.35%
EPS (元)	0.8		0.6		

合併營收；NT\$ 仟元
Consolidated Revenue ; NTD thousand



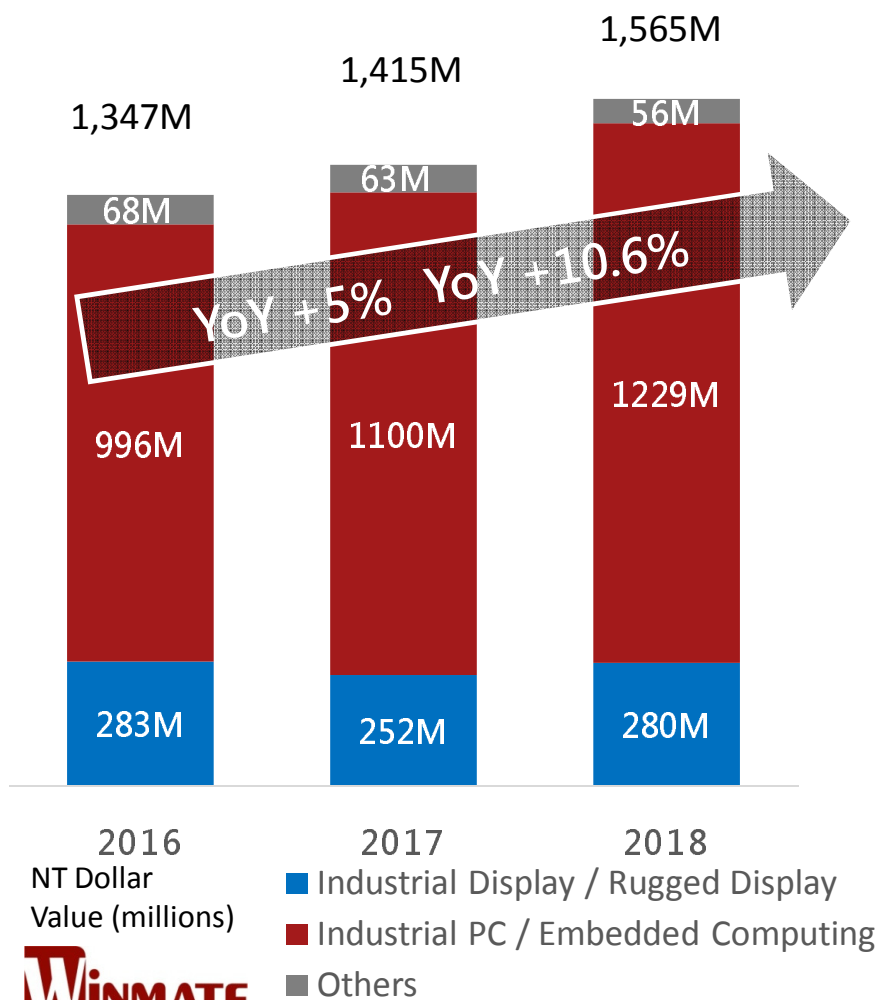
財務比率 - Cash Rich and Good Payout



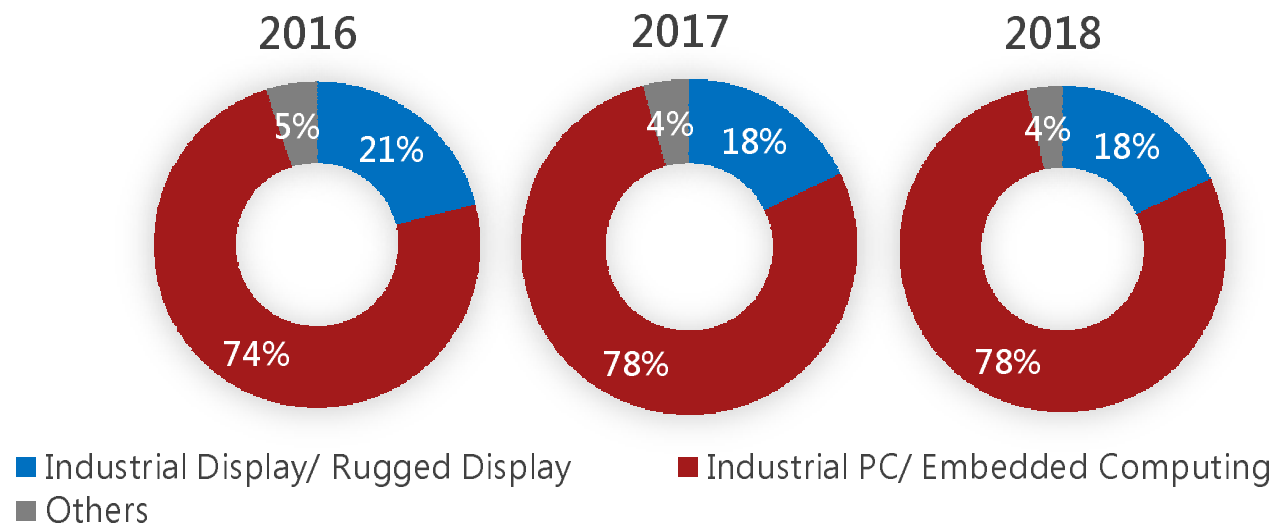
	2017	2018	2019
NT\$ 仟元	Year end	Year end	3/31
約當現金加定存	1,393,606	1,278,669	1,399,245
負債比率	14.82%	16.2%	16.01%
應收帳款	156,868	210,040	205,917
DSO(days)	36	43	47
存貨	280,570	289,289	280,440
DOH(days)	102	103	102
應付帳款	196,835	182,255	174,888
Days	68	68	64
稅後淨利率	9.51%	13.10%	14.30%
Payout ratio	114.68%	91.55%	n/a

主要產品銷售比重 Sales by Product Type

Winmate Yearly Sales Revenue by Product Type



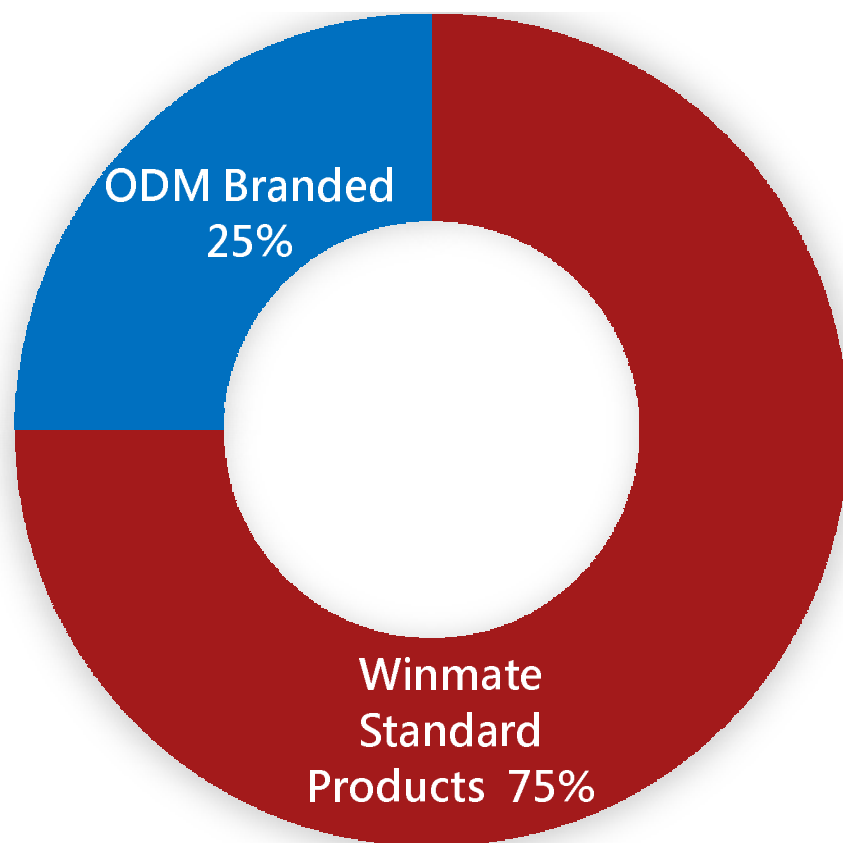
Product Sales Category by Percentage of Total Sales



Trends:

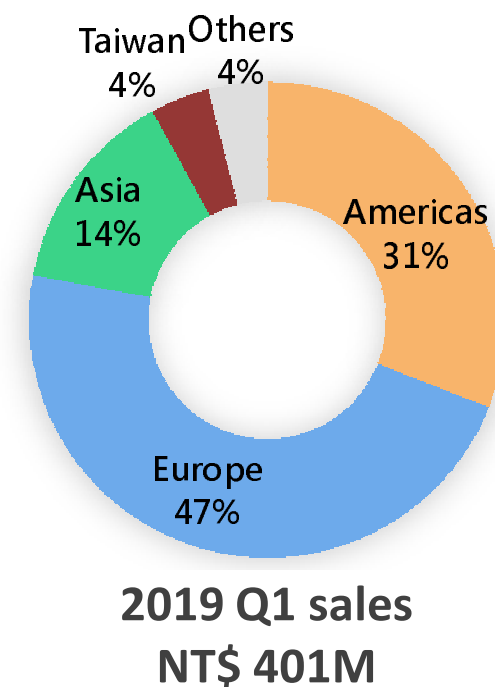
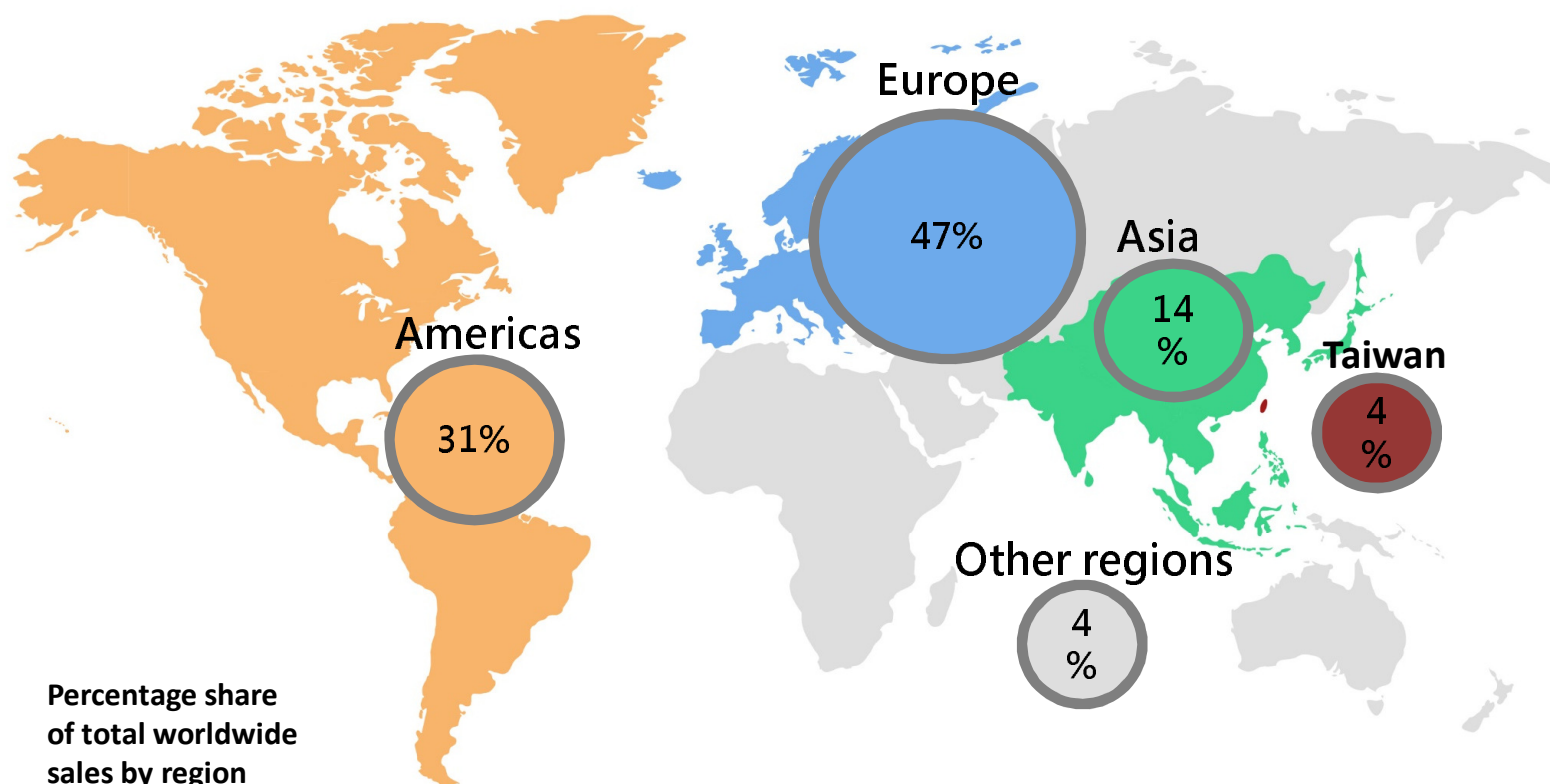
Increased revenue for computer based products.
Industrial Displays remain a stable revenue base.

銷售模式2018 Sales by Brand



- Several key projects with Tier 1 industry Partners
- Winmate Branded products continue to lead sales market application

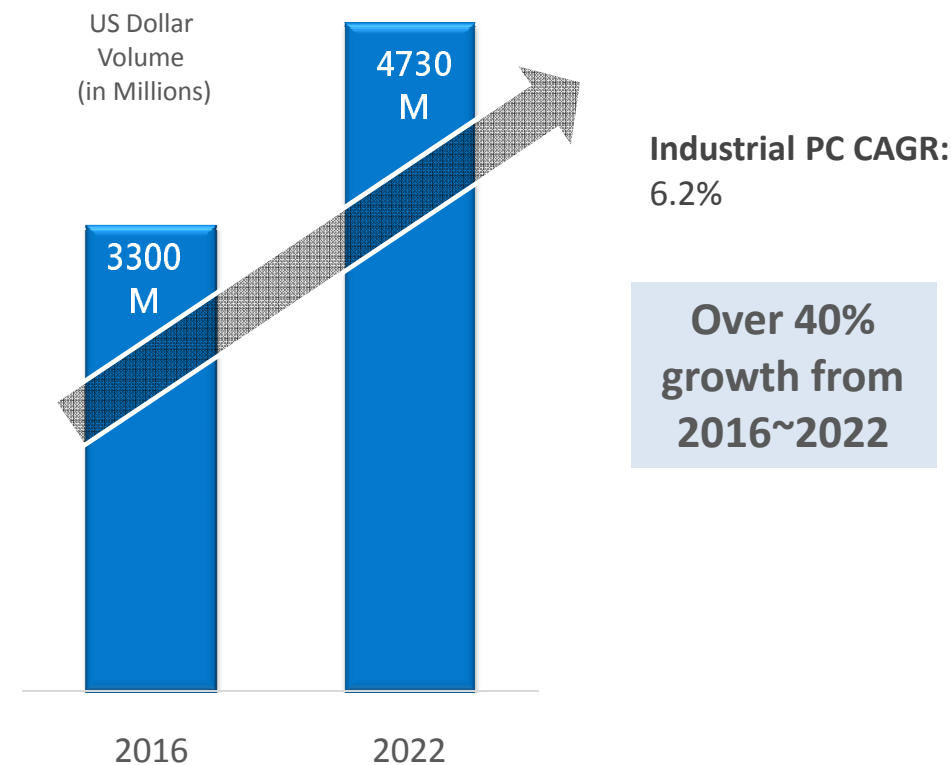
銷售地區比重 2019 Q1



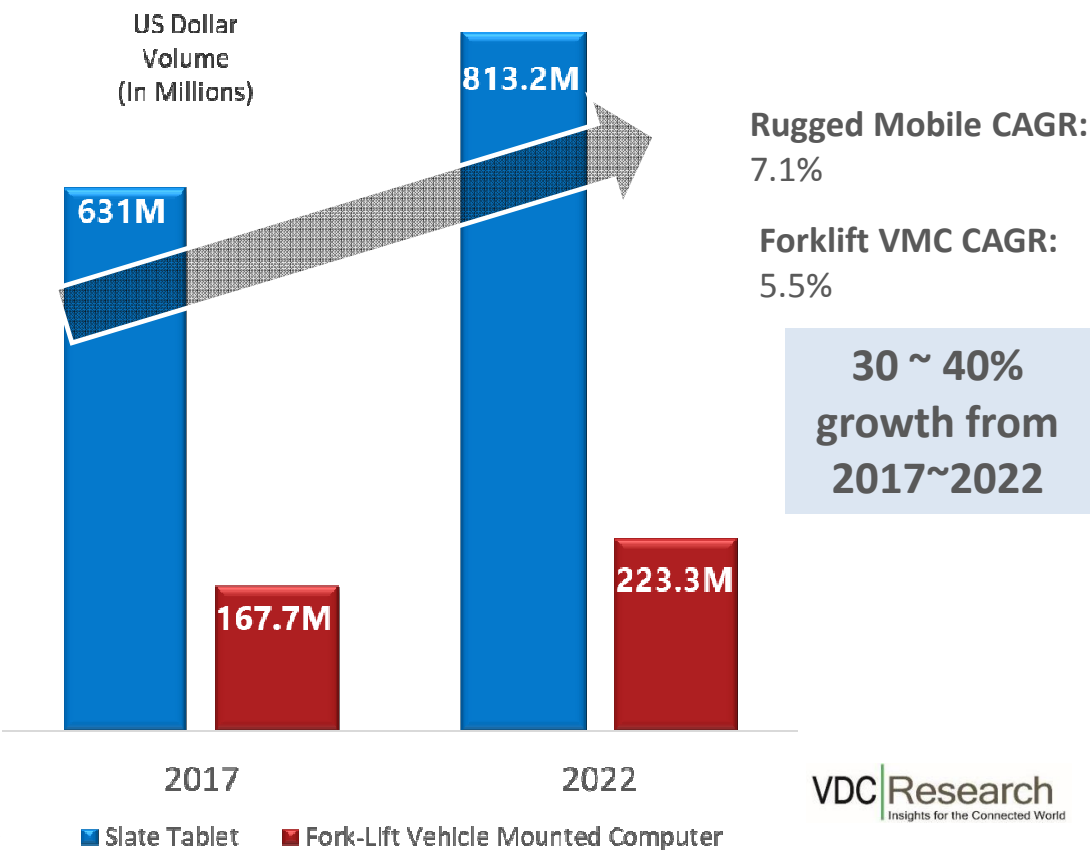
Europe and Americas continue to be Winmate key focus markets

Industrial and Mobile Computers市場穩定成長

Worldwide Sales Forecast for Industrial PCs



Worldwide Sales Forecasts for Rugged Form Factor Mobile Computers



Research and Markets, February 2017

2019 Focus Industries & Markets 聚焦產業及應用比重



Mission Critical Industries and Product Offering 產品與應用實例



Transportation



8" ~10.1"
Rugged Tablet Series



Warehouse & Logistics



7" ~10.1"
Vehicle Mounted
Computer Series



Vehicle Diagnostics



11.6" ~13.3"
Ultra Rugged Tablet
Series

Mission Critical Industries and Product Offering 產品與應用實例



**Food, Beverage &
Chemical Industry**



**IP69K/IP65 P-Cap Stainless
PPCs and Displays**
10.4"~23.8"
Intel® Core™ i5-7200U /
Windows 10 IoT



Healthcare



M101P-ME
10.1" Rugged Tablet
Intel® Pentium® N4200
IEC 60601-1-2 Certified



Public Safety



FG-100
Personal Alarm Safety System
Provides position
information, wireless critical
signal, alarm



Oil & Gas



EACIL20-EX
IoT Gateway with Explosion
Proof Enclosure
Intel® Pentium® N3350/N4200
ATEX Zone 1

Winmate Global Support and Service Network全球佈局



Germany Service
Center



Beijing Office



Taiwan HQ



Winmate USA



TTX Canada

Q & A

