



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

WINMATE

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 損益表

項目/年度	2018	%	2019	%	YoY
營業收入	1,565,353	100.00%	1,665,595	100.00%	6.40%
營業毛利	553,156	35.34%	615,115	36.93%	11.20%
營業費用	350,525	22.39%	343,195	20.60%	-2.09%
營業利益	202,631	12.94%	271,920	16.33%	34.19%
營業外收支	39,208	2.50%	15,378	0.92%	-60.78%
稅前利益	241,839	15.45%	287,298	17.25%	18.80%
本期淨利	205,026	13.10%	241,211	14.48%	17.65%
EPS (元)	2.84		3.34		

合併報表;台幣仟元



財務比率 - Cash Rich and Good Payout

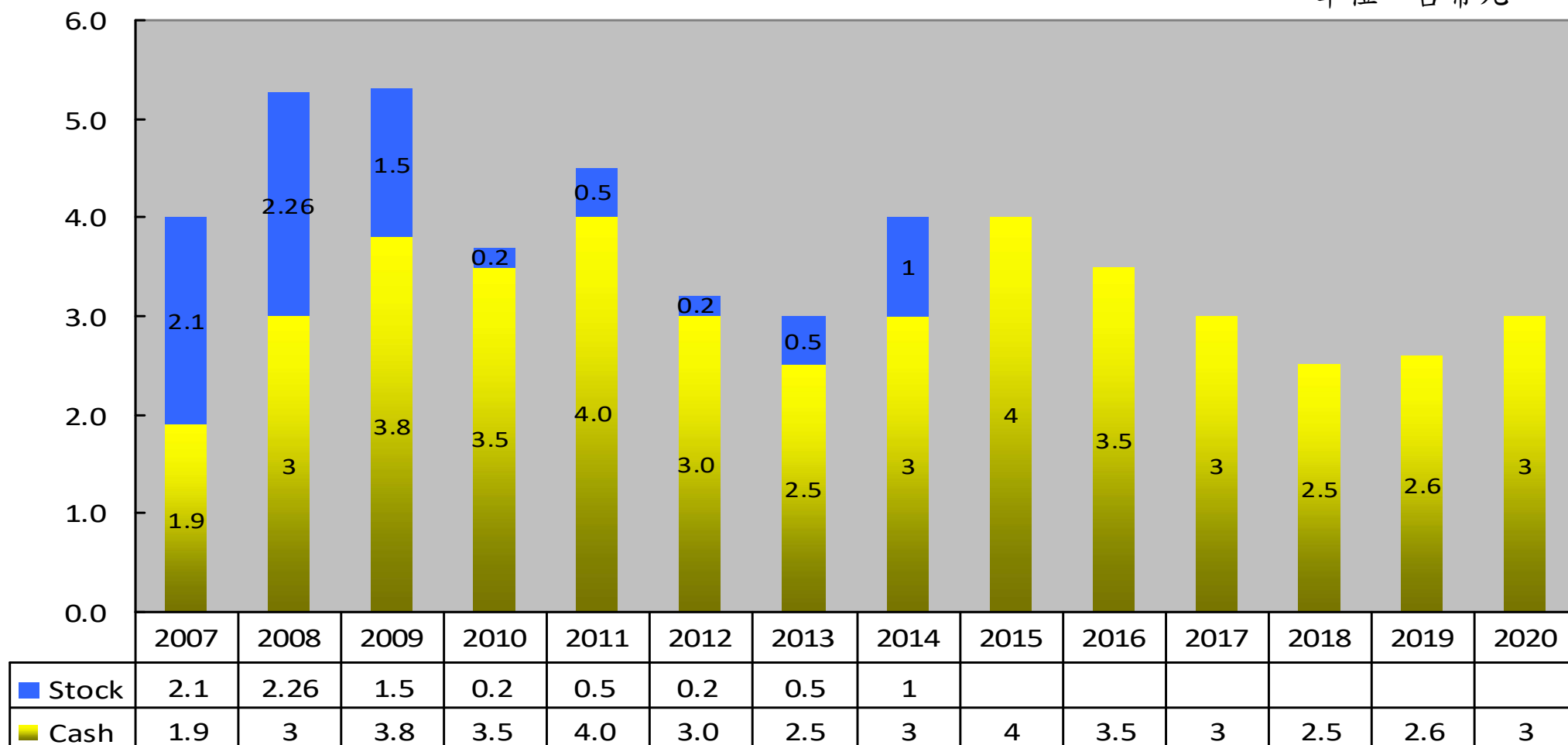


台幣 仟元	2017 Year end	2018 Year end	2019 Year end
約當現金加定存	1,393,606	1,278,669	*837,388
負債比率	14.82%	16.2%	13.12
應收帳款	156,868	210,040	193,626
收現天數	36	43	44
存貨	280,570	289,289	254,498
存貨週轉天數	102	103	103
應付帳款	196,835	182,255	84,285
應付週轉天數	68	68	46
稅後淨利率	9.51%	13.10%	14.48%
股利分配率	114.68%	91.55%	89.82%

*註 2019購買土地支出4.68億元

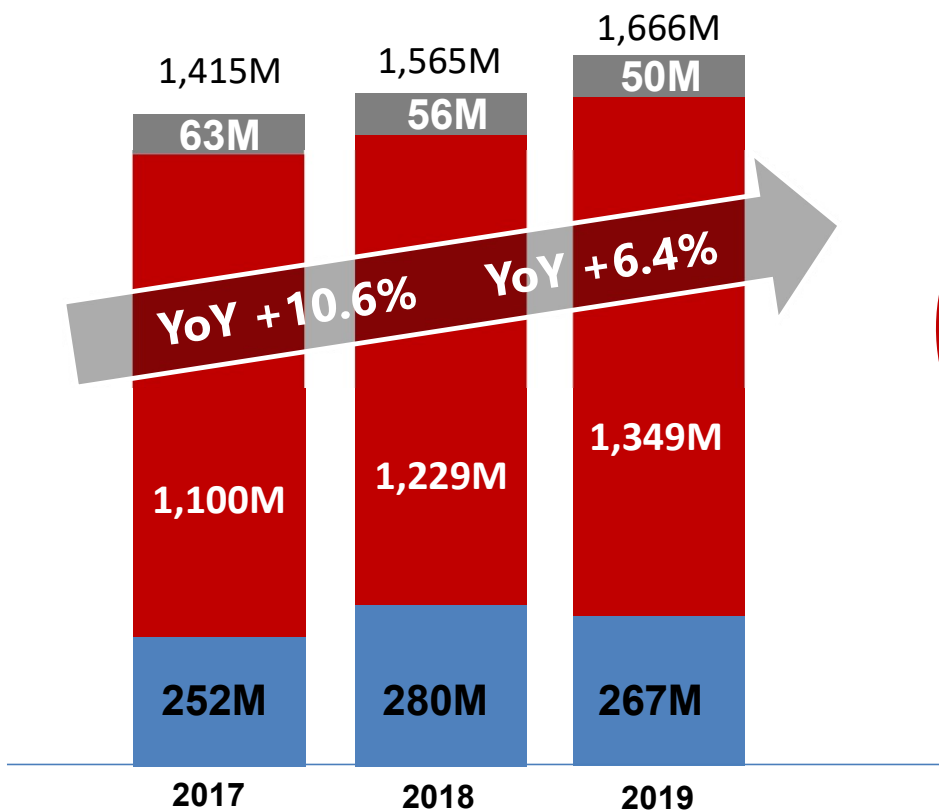
歷年股利政策

單位：台幣元



主要產品銷售比重 Sales by Product Type

Winmate Yearly Sales Revenue by Product Type

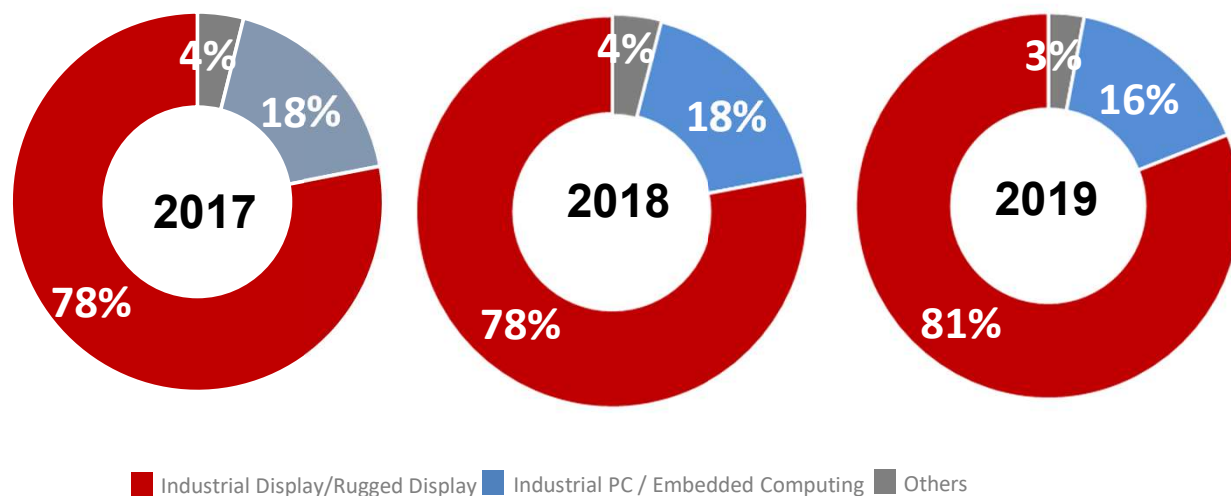


單位：台幣百萬元

■ Others
■ Industrial PC / Embedded Computing
■ Industrial Display/Rugged Display



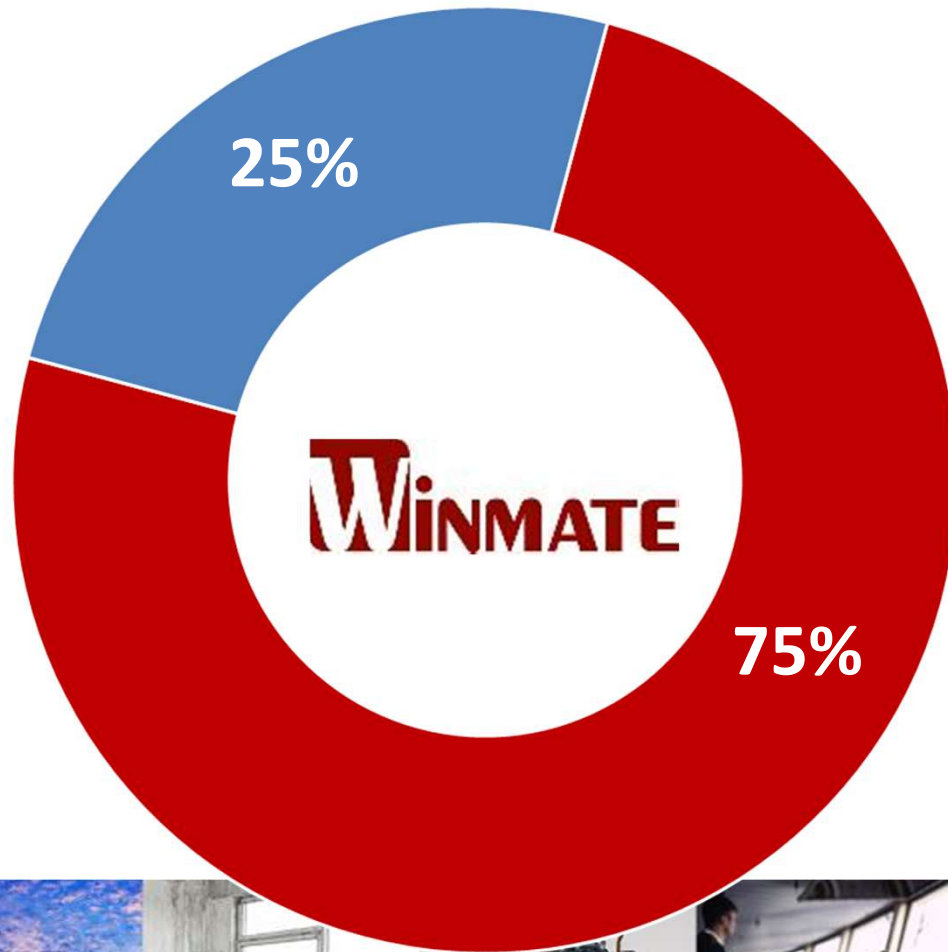
Product Sales Category by Percentage of Total Sales



Trends:

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

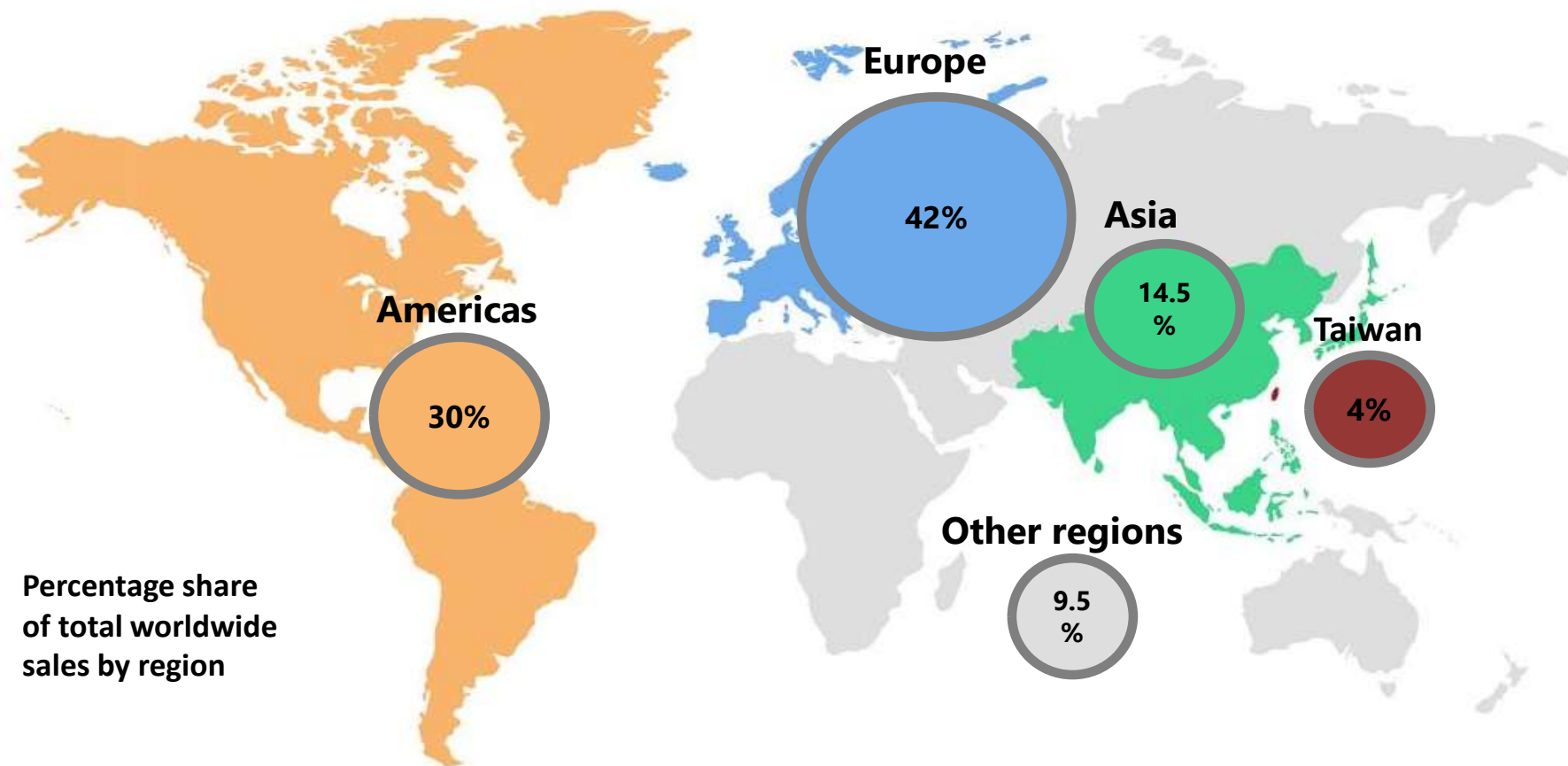
2019銷售模式 Sales by Brand



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



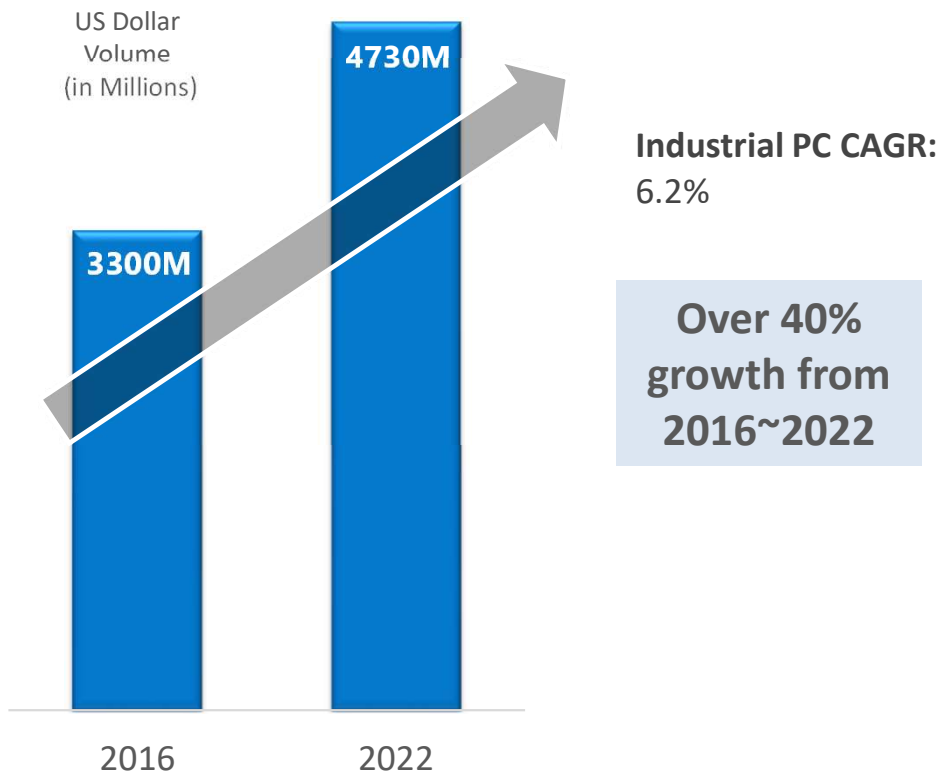
2019銷售地區比重 Sales by Region



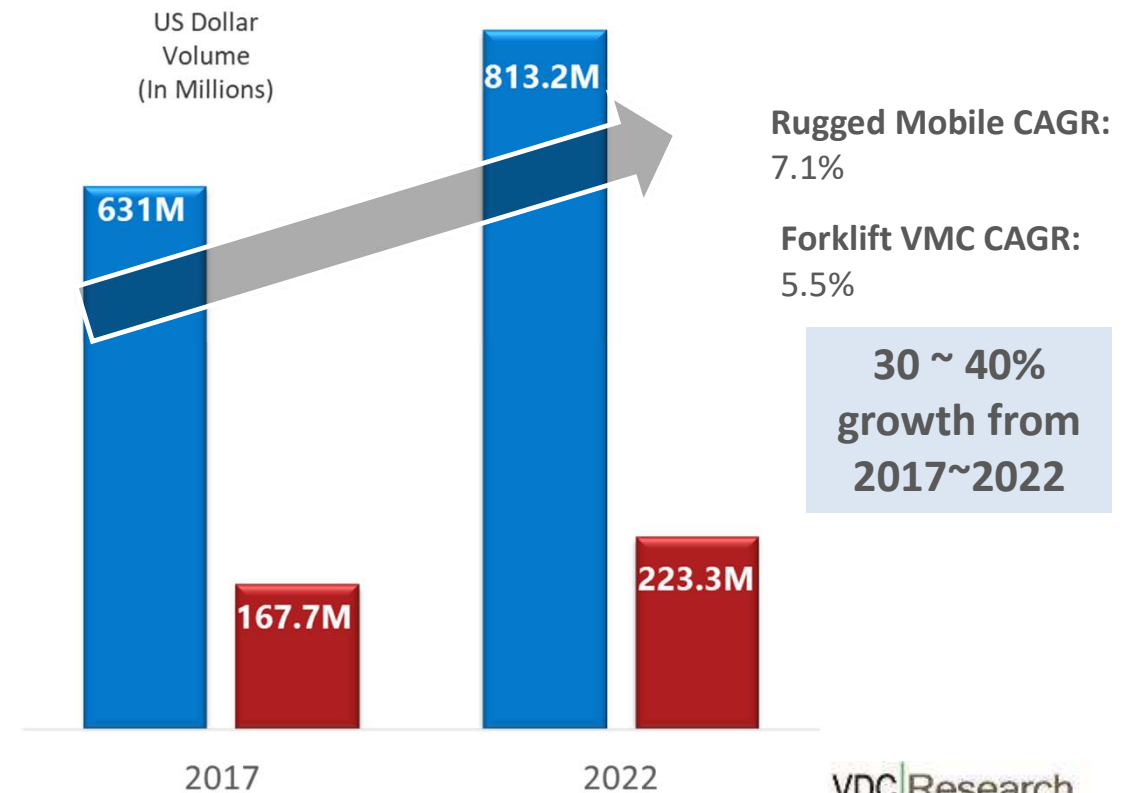
Europe and Americas continue to be Winmate key focus markets

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



2020 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



Warehouse & Logistics



Vehicle Diagnostics



8"~10.1"
Rugged Tablet Series



7"~10.1"
Vehicle Mounted Computer Series



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

Healthcare



Healthcare
Rugged Tablet

Public Safety



Personal Alarm
Safety System

Oil & Gas



IIOT 4.0 Getaway

Winmate Global Support and Service Network 全球佈局



Q & A

