



# 大眾投控

**2018**年第三季法人說明會



# 免責聲明

本簡報中所提及之預測性資訊包括營運展望、財務狀況以及業務預測等內容，乃是建立在本公司從內部與外部來源所取得的資訊基礎。

本公司未來實際所可能發生的財務狀況以及經營成果，可能與這些明示或暗示的預測性資訊有所差異。其原因可能來自於各種因素，包括但不限於市場風險、供應鏈、市場需求，以及本公司持續推出高品質產品與服務之能力等因素。

本簡報中對未來的展望，反應本公司截至目前為止對於未來的看法。對於這些看法，未來若有任何變更或調整時，本公司並不負責隨時再度提醒或更新。

此簡報及其內容未經本公司書面許可，任何第三者不得任意取用。



# 公司簡介

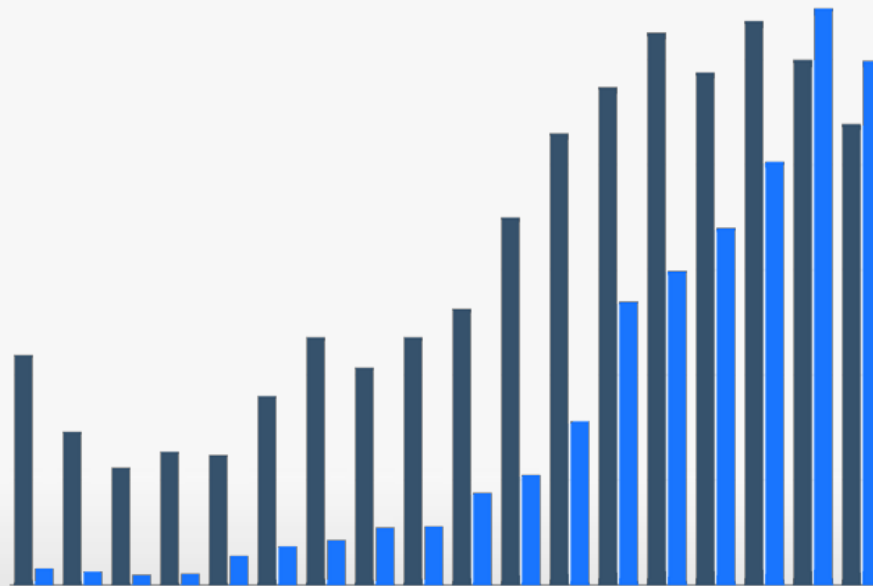


# 公司簡介

- 設立日期：2004年8月
- 資本額：新台幣38億
- 董事長：簡明仁
- 總經理：簡民智
- 股票代碼：3701
- 集團總部：台北市內湖科技園區
- 員工人數：5,000人



# 營運成果



# 合併資產負債表摘要

單位：新台幣仟元

	2018.6.30	%	2017.6.30	%
現金及約當現金	1,307,081	18.3	1,264,594	14.7
存貨	1,323,115	18.5	1,340,791	15.6
待出售非流動資產	383,813	5.4	794,523	9.2
基金及投資	201,681	2.8	267,795	3.1
不動產、廠房及設備	948,074	13.3	832,407	9.7
投資性不動產	992,836	13.9	1,141,506	13.2
總資產	7,154,485	100.0	8,616,954	100.0
總負債	3,666,012	51.2	5,116,384	59.4
股東權益	3,488,473	48.8	3,500,570	40.6

# 合併綜合損益表摘要

單位：新台幣仟元

	2018Q1~Q2	%	2017Q1~Q2	%
營業收入淨額	2,700,068	100.0	3,582,952	100.0
營業成本	(2,491,753)	(92.3)	(3,230,039)	(90.2)
營業毛利	208,315	7.7	352,913	9.8
營業費用	(601,590)	(22.3)	(591,067)	(16.5)
營業利益（損失）	(393,275)	(14.6)	(238,154)	(6.6)
營業外收入及支出	693,940	25.7	413,549	11.5
所得稅費用	(3,122)	(0.1)	(20,980)	(0.6)
本期淨利	297,543	11.0	154,415	4.3
歸屬母公司淨利	139,526	5.2	151,067	4.2
普通股每股盈餘（元）	0.37		0.40	



# 產品&策略



# What We Do

- FIC makes i.MX a solution but a Chip
  - Linux: 3.0.35 – 4.1.15
  - Android: 2.3/3.0/4.3/4.4/5.1/6.0/8.0
  - QNX: Automotive
  - CRANK: Storyboard for UI
- Specialized in:
  - Automotive
  - Automation
  - Medical
- Field Experience:
  - Driving schools with 9000 cars
  - 2-din for 1<sup>st</sup> tier Auto maker
  - Digital Cluster for 1<sup>st</sup> tier Auto maker
  - Truck Fleet & Cloud management
  - Automation Gateway for #1 BA Company
  - POS, Kiosk
  - Medical Gateway



# Value Add

- Connectivity:
  - Versatile Peripheral Devices porting
  - NFC,RFID, Transferjet, GPS/GNSS/Beidou, WiFi/BT, 4G/3G
  - NBIOT
- Security
  - Powered by pre-certified, strong cryptographic ARM9 processor module
  - Dynamic Key Security on WAN
- Virtualization/Integrity (with Partners)
  - Hypervisor/Virtualization
- Algorithms Integration (with Partners)
  - Recognition: Handwriting, Facial, License Plate
  - Fingerprint
- Certification:
  - Carrier: AT&T
  - Car Parts & Automaker Certification
  - FCC, CE, UL.....
- Customization service
  - Provide specific API sets by customer demand
  - Provide GUI customization by customer demand



# Certification



***ISO 9001-2000***

***ISO 14001:2004***

***ISO 13485 - Medical***

***ISO/IEC 17025 - Laboratory***

***TL-9000 - Communication***

***IATF-16949 Automotive***

***26262 Approved***

***QC-080000***

***UL, CCC & CE Approved***



# FIC Automotive Introduction



# Proven Record

- ✓ 2014 : Tablet for driving school ( in China )
- ✓ 2016 : Tablet for truck fleet management ( in US)
- ✓ 2017 : Digital cluster (in China / Taiwan)
- ✓ 2017 : IVI ( in Taiwan)



# Product Planning (I)

## ■ AR HUD



Standard HUD



Navigation with AR-HUD



LDW with AR-HUD



# Product Planning (II)

## ■ Connected Car

Vehicle connecting ...



# Product Planning (III)

## ■ EV charging station Management

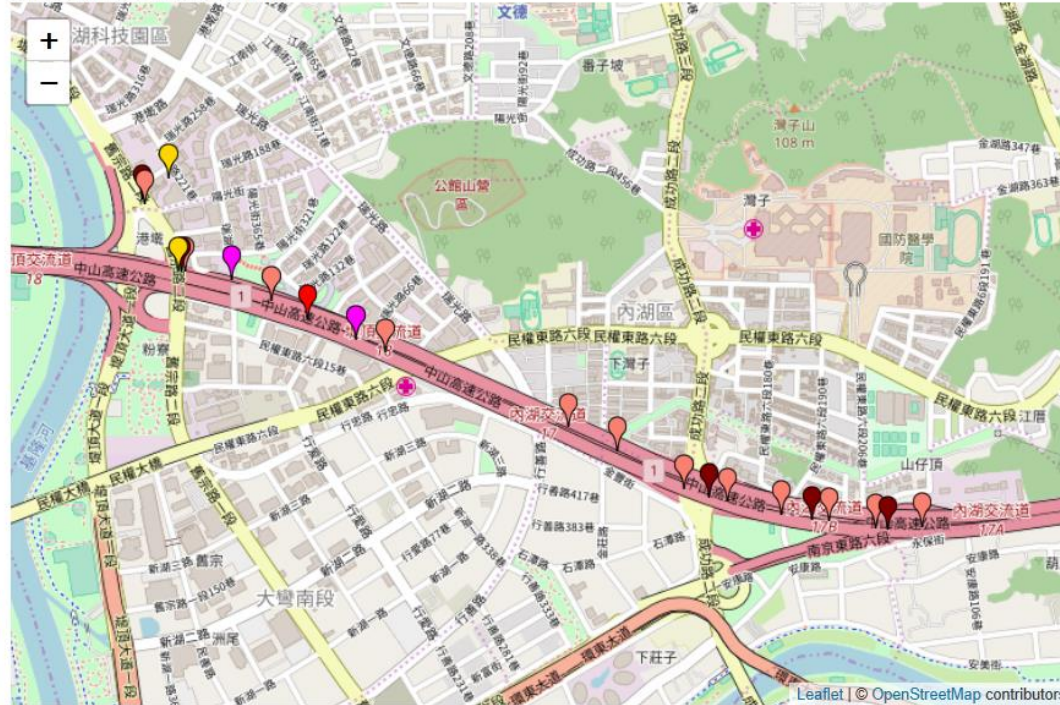
- Locating charging station
- Account / billing management through Ethernet
- Protection : Leakage / over- voltage / under-voltage / anti-light
- Maintenance task requesting



# Product Planning (IV)

Event Locations (no of events: 26)

Click on pins to view video links



Trip Incidents (26)

Incident Type	Video Link
PANIC	[2018-07-19-02-48-36-922]
PANIC	[2018-07-19-02-55-26-248]
Cornering	[2018-07-19-03-43-14-792]
Cornering	[2018-07-19-03-41-26-484]
Tail-Gating-Voice-Notification	[2018-07-19-03-44-51-024]
Tail-Gating-Detected	[2018-07-19-03-44-56-513]
Tail-Gating-Voice-Notification	[2018-07-19-03-44-58-803]
Tail-Gating-Voice-Notification	[2018-07-19-03-05-26-056]

Video Playback



# FIC Automation Introduction



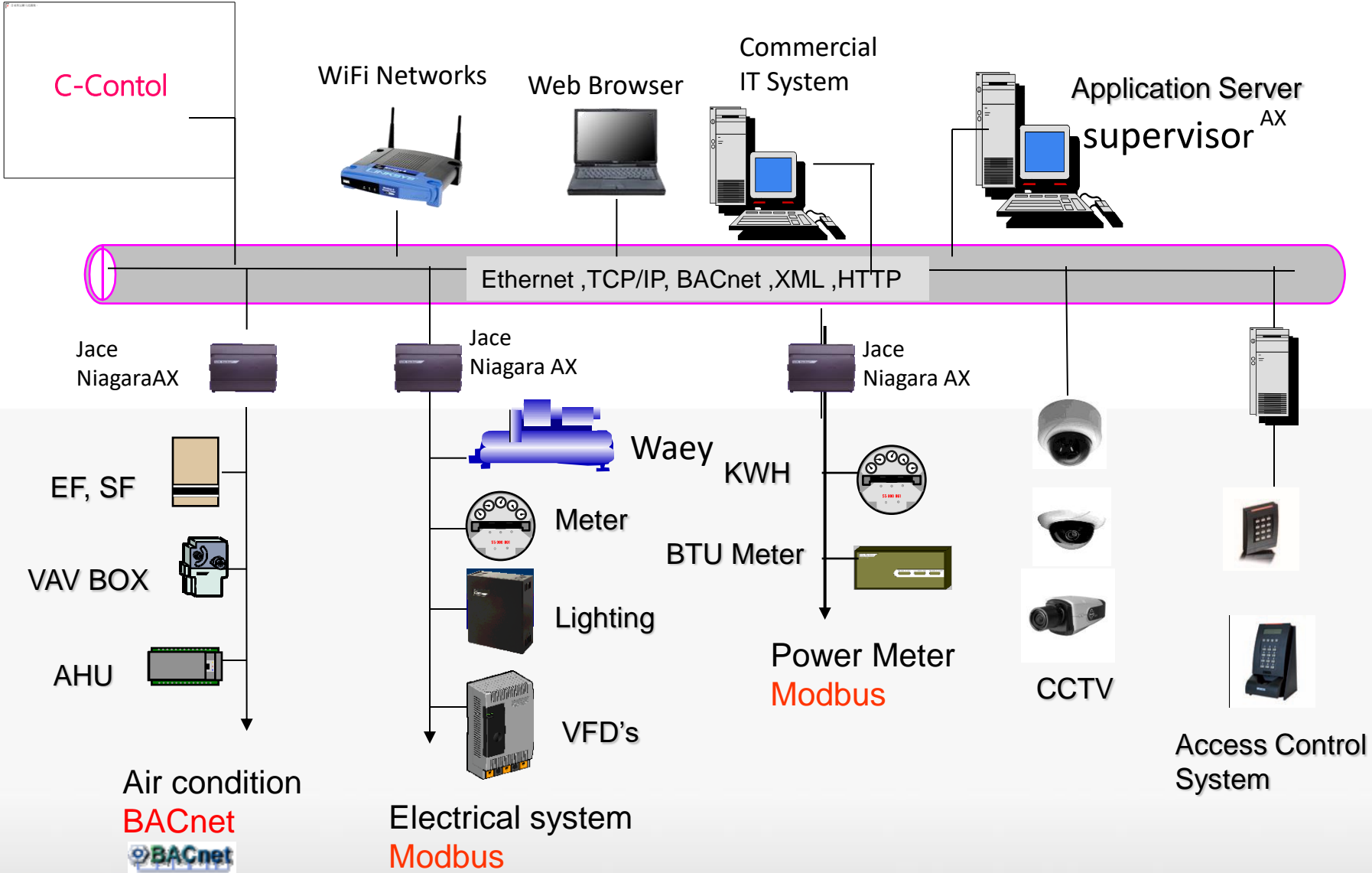
# Tridium

## Tridium

- **Founded 1996**
  - Headquartered in Richmond
  - Offices in London & Singapore
- **Markets**
  - **Intelligent Buildings**
  - Access Control
  - Intelligent Device Management
  - Energy Management
  - Alarm Management
- **Penetration**
  - Roughly **200,000 systems** operational
  - Over 13,000 certified professionals
  - 44 countries
- **Products**
  - Niagara
  - Sedona



# Tridium System Structure



# Success Story

## Case Study: MGM Grand Macau

### About Customer

- The MGM Grand Hotel and Casino occupies prime water front land in Macau's central Nam Van gaming district. Macau's gaming revenue now surpasses that of the Las Vegas strip.



### Customer Needs

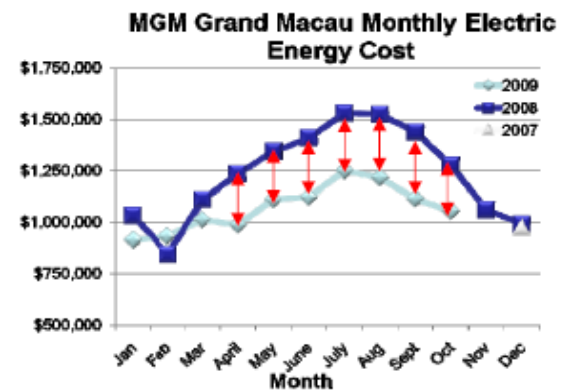
- A chiller plant control system bypassed due to failure, Inefficient chillers due to maintenance and operational issues
- Ineffective water treatment contributing to the chiller issues, Poor primary and secondary water distribution and balance, and lack of control.
- Replace the Chiller Plant Chiller and Monitoring Efficiency System
- Upgrade the water treatment and Rebalance Primary and Secondary chilled water systems.

### Tridium Provides

- Chiller Monitoring System based on a NiagaraAX platform and analyses chiller running efficiency and identifies target areas for remedial action
- Targeted repairs and maintenance activities including re-commissioning and water balancing
- Upgrade of the chiller control systems based on the NiagaraAX platform with Sedona field devices

### Benefits

- Savings to December 2009 in excess of \$3.1M
- Over 25 Million kWh's saved
- Reduction in CO2 emissions of over 35,000 Tons



**TRIDIUM**



# Niagara Pico Site Applications

# FIC MF0230 IoT Box Introduction

FIC MF0230 is equipped with High Performance Core- NXP i.MX6 Quad-core solution. Powerful embedded system and ideal for projects needing larger resources in processor performance and capacity.

1. NXP i.MX6 Quad-Core 1.0 Ghz
2. DDR3 1GB
3. Storage 8GB
4. 10/100/1000M Ethernet ports x 2
5. RS485 x1 and UART x 1



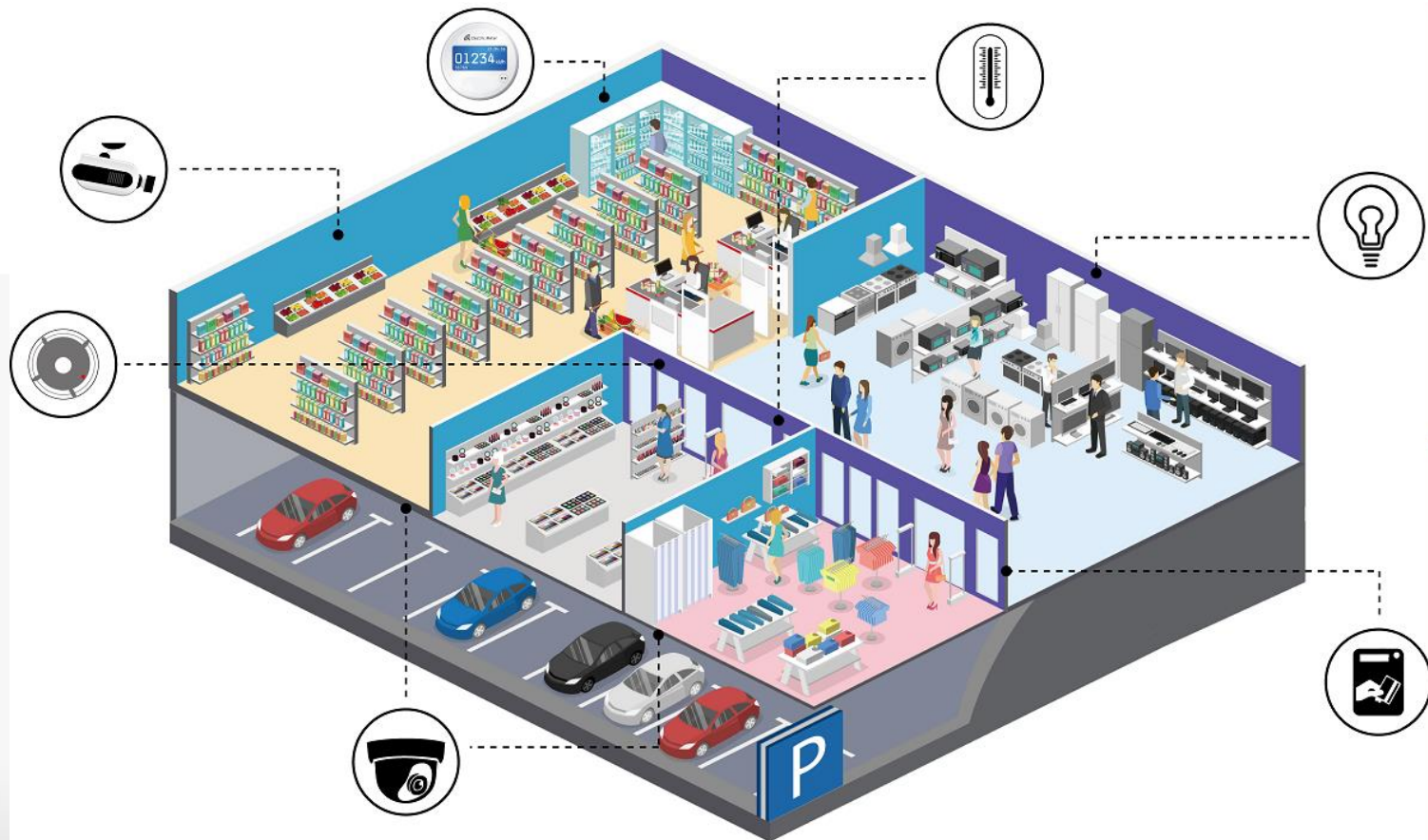
# 1. Intelligent Traffic Analytics

- Traffic flow analytics based on Niagara Lite
- Smart Traffic Light Control to dilute Traffic Jam
- Abnormal state alarm
- Consecutive Cross Road Traffic Control



## 2. Smart Retail & SMB

- Surveillance System : Door Sensor, Motion detection, Glass breaker detector
- Alarm System: Smoke sensor, Temperature sensor, Light Sensor
- Energy Management: Air conditioner, Lighting, Fridge, Energy conservation
- Digital Signage: Easy content management



# 3. Intelligent Electric Field for School

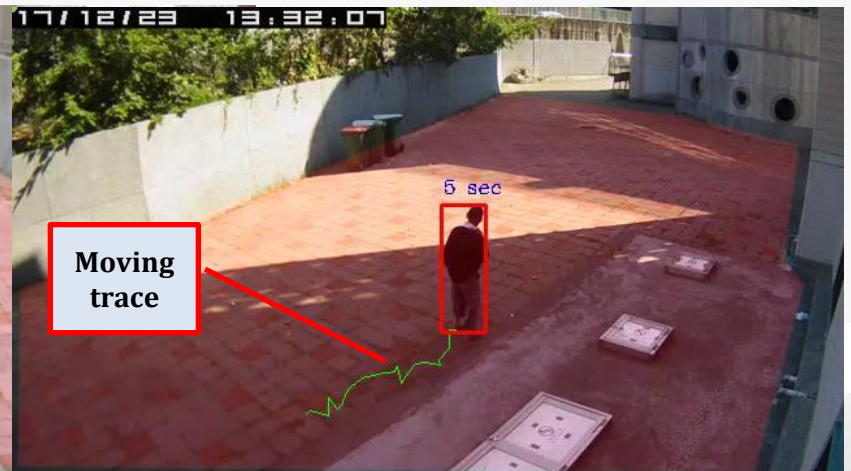
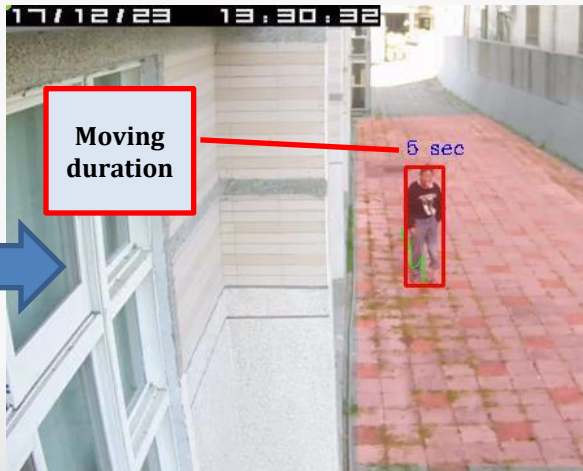
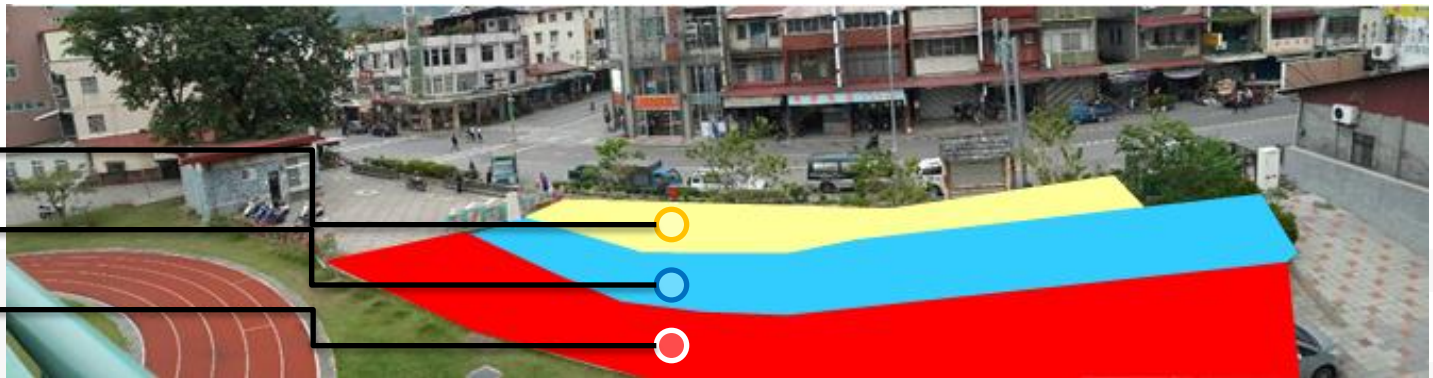
## Intelligence Video Surveillance System:

The use of a three-tiered electronic fence alert can solve the problem of open irregularities that may cross over; the alert and delivery methods can be changed by the user on the system itself.

Alert level: Low

Alert level: Mid

Alert level: High

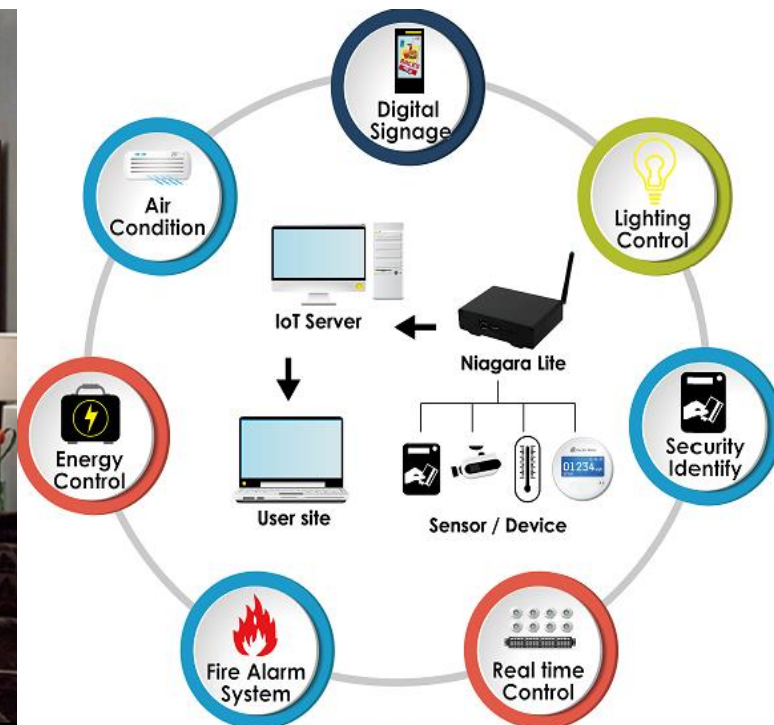


Case Study :  
Electronic fence  
alert results



# 4. Lobby Management

- Facial recognition for VIP Attendance, Line Traffic Efficiency
- Surveillance System : Door Sensor, Motion detection ,Glass breaker detector
- Alarm System: Smoke sensor, Temperature sensor, Light Sensor
- Energy Management: Air conditioner, Lighting, Energy conservation
- Digital Signage: Easy content management



# 5. Swimming Pool Equipment Management

- Temperature Control: On/Off, High/Low
- Pumping System Control
- Light control: On/Off, Scheduling
- Water Treatment Control: Water Purity, Sanitization Control
- Maintenance : Remote monitoring and management



# Big Data (AI)

- Data Collection
- Data Statistics
- Data Analytics
- Decision/Suggestion

**Q&A**

