

5G FWA

XGS-PON

LEO

WiFi 7

Gemtek Earning Call

2022/12/29

XGS-PON

WiFi 7

LEO

5G Small Cell E2E System

5G FWA

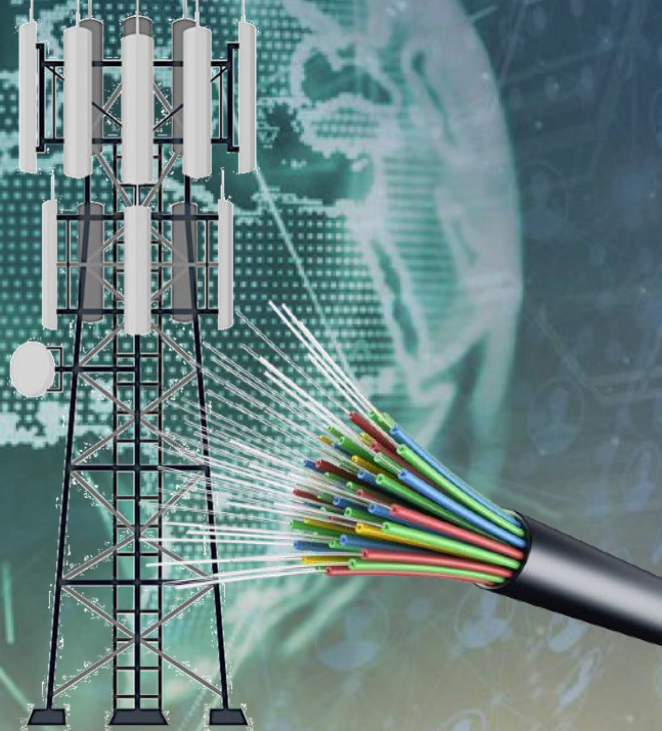
Agenda

- 1 Opening- The Current & Future of the Industry
- 2 Operation Report
- 3 Market Trend
- 4 Q & A
- 5 Live Demo and Refreshment Time

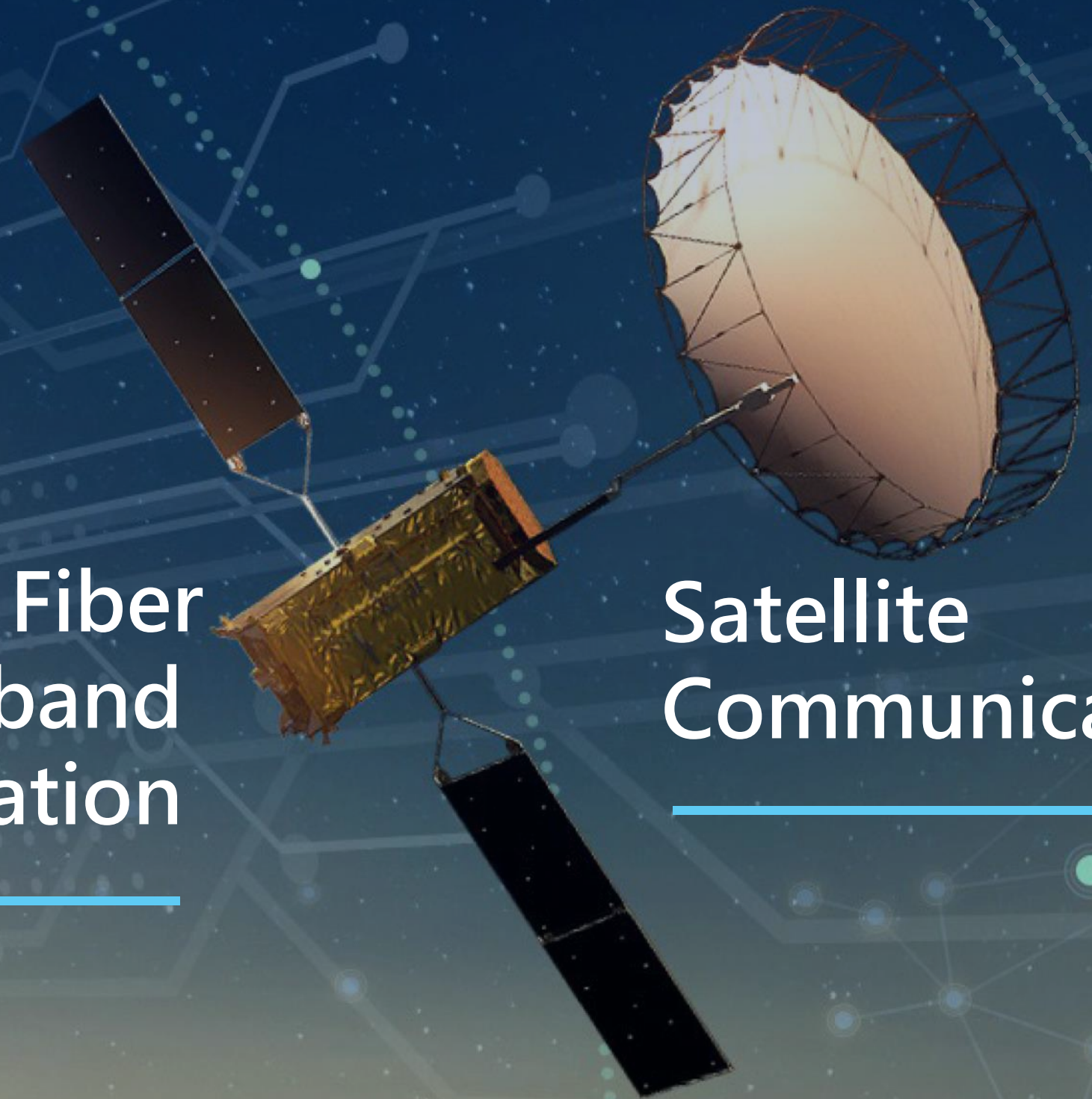
The Current & Future of the Industry



Wi-Fi 7 Networking



5G FWA / Fiber Broadband Communication



Satellite Communication

Telecom & Internet device market is dividing



Why  acquiring  Symantec enterprise security business with \$10.7 billion USD in 2019?

vmware[®] with \$61 billion USD in 2019?

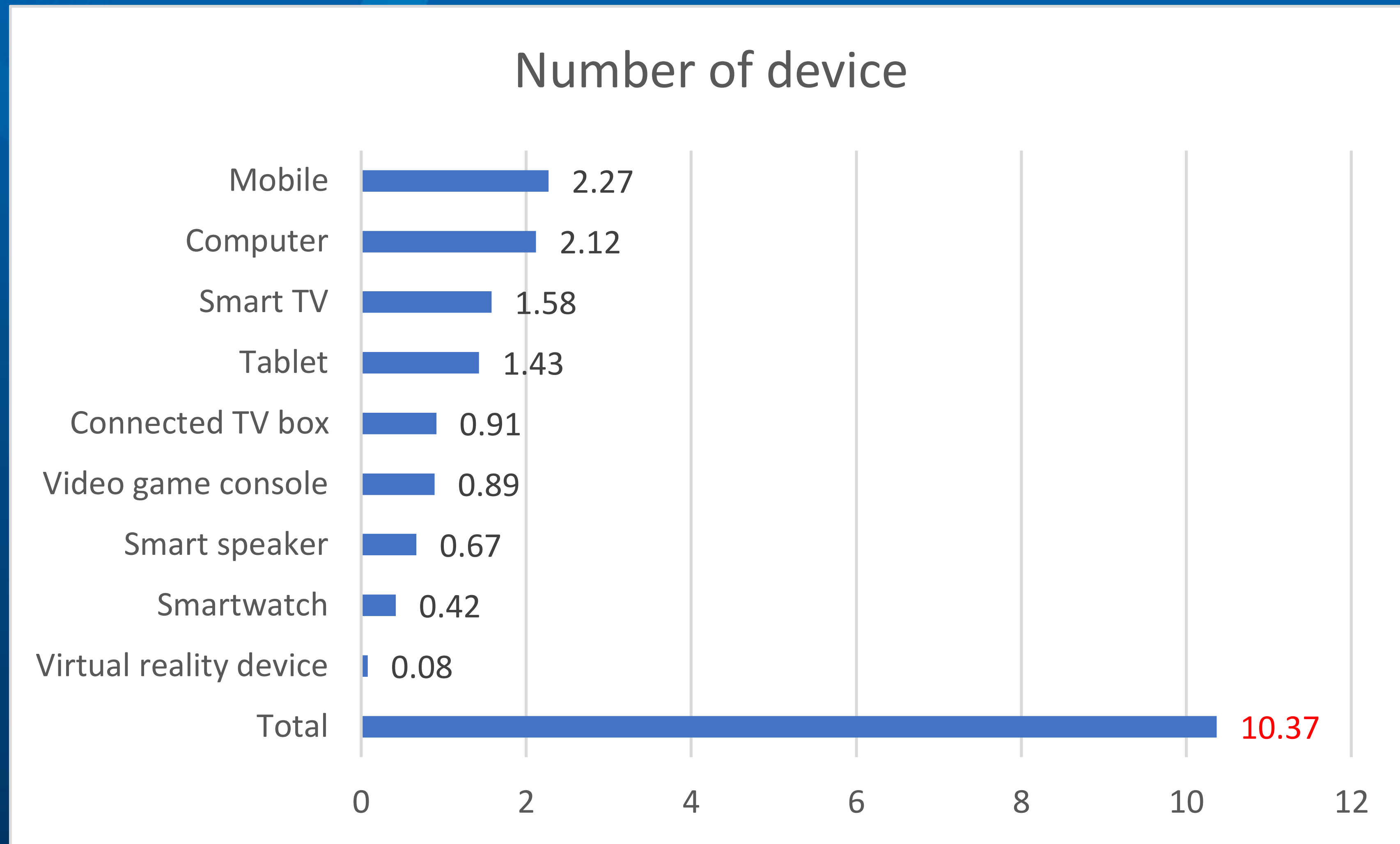
Internet Service is more than
Hardware performance and connectivity.



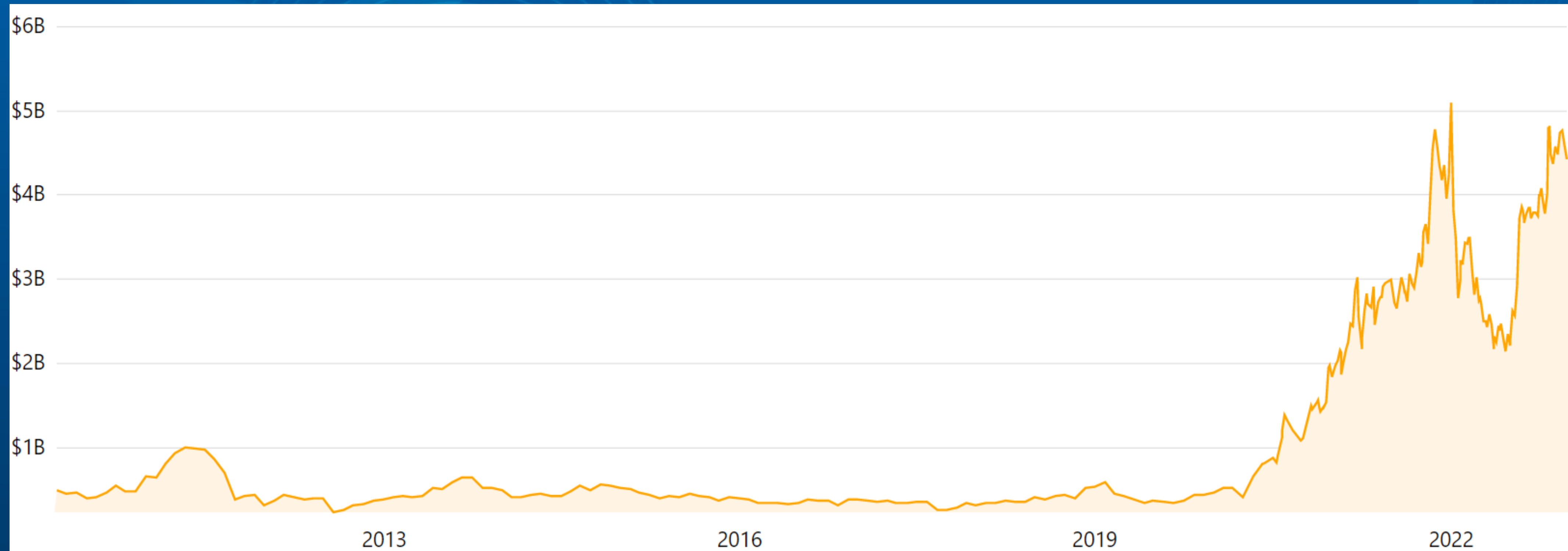
Create a Better user experience

- ✓ Easy to install
- ✓ Devices/ Network Management
- ✓ Reliability
- ✓ Security

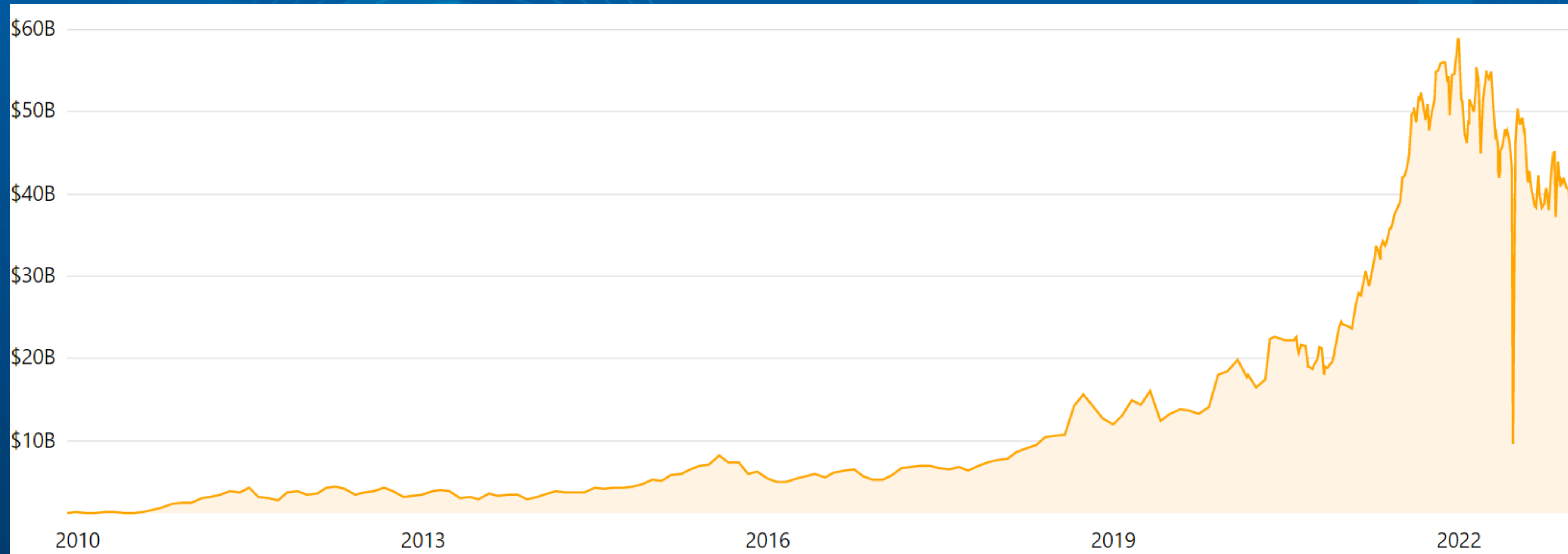
Average number of connected devices residents have access to in U.S. households



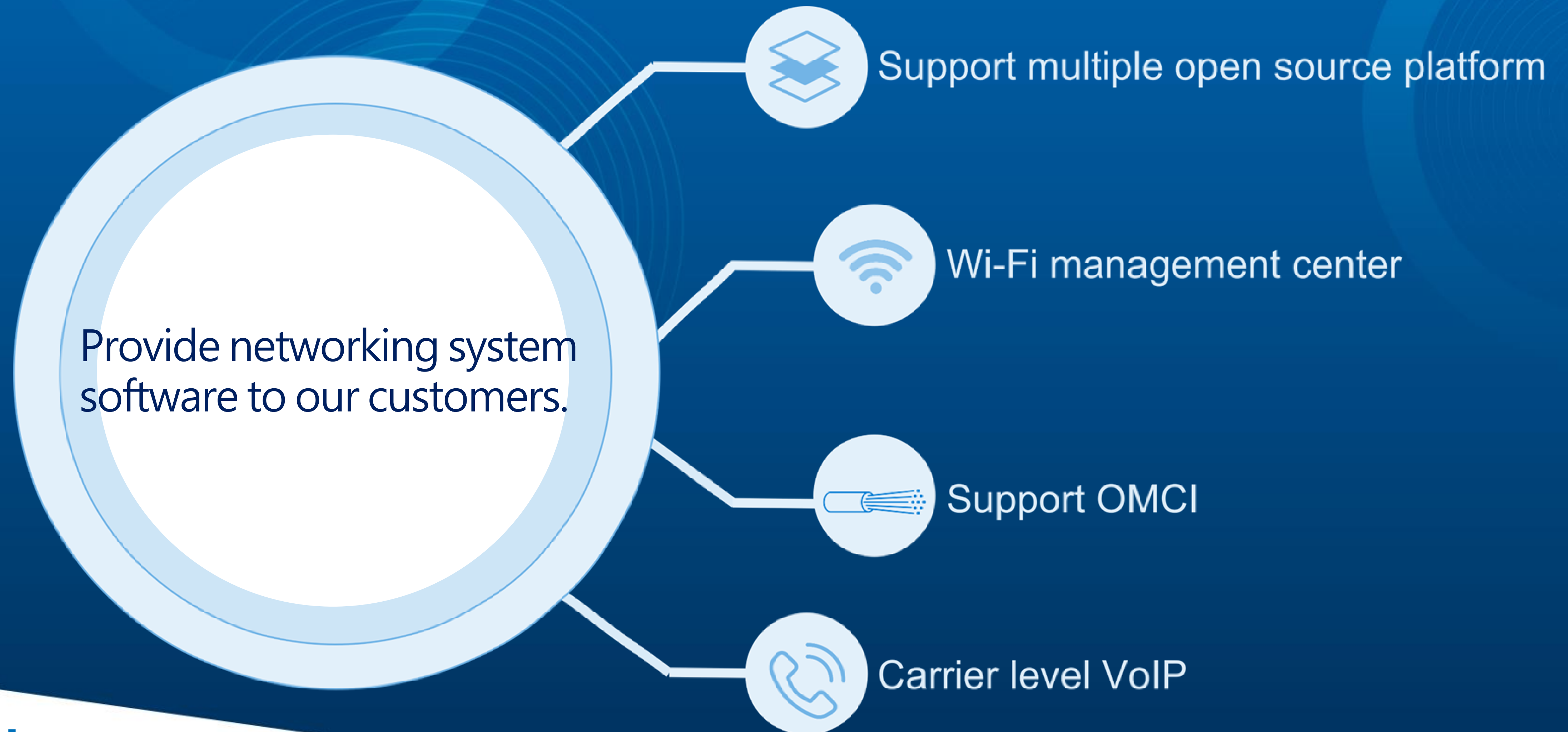
Market cap of Calix 10X growth from 2020 to 2022



Market cap of Fortinet 10X growth from 2018 to 2022



Gemtek Strategy



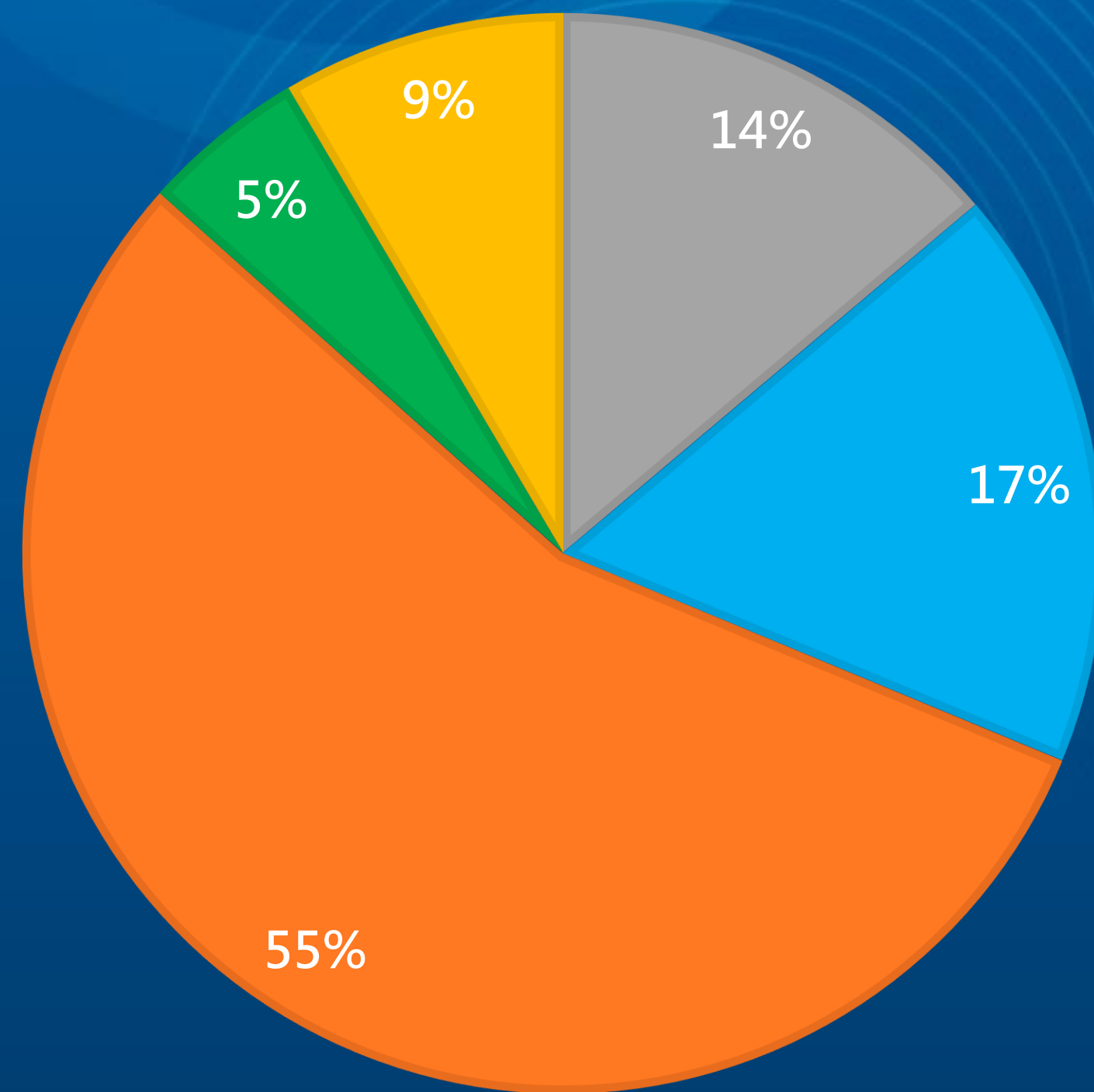
Operation Report

Consolidated comprehensive Income (IFRS)

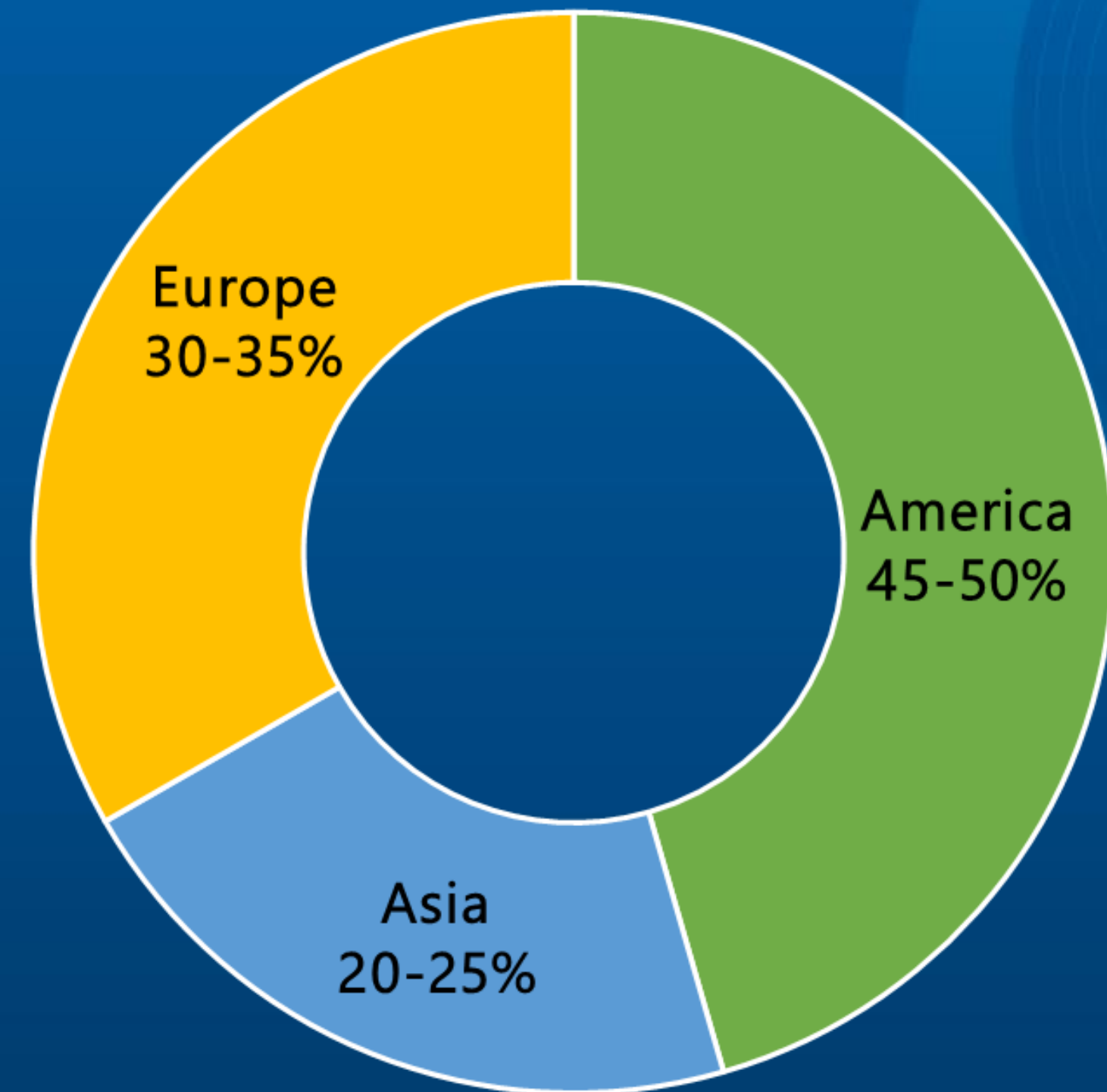
In NTD (thousand)	1Q 2022	2Q 2022	3Q 2022	1Q-3Q 2022	1Q-3Q 2021
Operating Revenue	5,172,589	6,492,947	7,703,717	19,369,253	17,302,318
Operating Cost	4,692,727	5,881,773	7,045,481	17,619,981	15,716,044
Gross Profit	479,862	611,174	658,236	1,749,272	1,586,274
Operating Expenses	478,269	514,173	543,914	1,536,356	1,224,544
Operating profit	1,593	97,001	114,322	212,916	361,730
Non-Operating Income and Expenses	146,091	41,695	181,641	369,427	123,646
Pre-Tax Profit	147,684	138,696	295,963	582,343	485,376
Net Income	126,663	89,423	231,283	447,369	410,512
Basic EPS (NTD)	0.17	0.14	0.57	0.88	1.14

In NTD (thousand)	Oct. 2022	Nov. 2022
Operating Revenue	2,943,618	3,033,007

Product Breakdown By Revenue 1Q-3Q



■ Wi Fi Module
■ Integrated product
■ Infrastructure
■ Connected Home/SMB
■ others



Global Footprint



Manufacturing Capacity



	Hsinchu, Taiwan		Ha Nam, Vietnam		Kunshan & Changshu, China	
	2022	2023	2022	2023	2022	2023
Capacity (by product)	≈ 12%	≈ 5%	≈ 38%	≈ 50%	≈ 50%	≈ 45%
Capacity (by revenue)	≈ 5%	≈ 5%	≈ 45%	≈ 60%	≈ 60%	≈ 30%
SMT	5	4	12	15	22	18

Key Technology Focus



Fixed Broadband

GPON / EPON

XGS-PON / 10G EPON/ DPoE 2.0

NGPON2 / 25G PON / 50G PON



Wi-Fi

Wi-Fi 5 IEEE802.11ac

Wi-Fi 6/6E IEEE802.11ax

Wi-Fi 7 IEEE802.11be



Wireless Access

CBRS /LoRa

LTE (Long Term Evolution)

5G Sub-6 / mmWave

Low Earth Orbit