

# Gemtek Company Profile



Nov, 2019

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# Safe Harbor Notice

- **The following presentation may contain forward-looking statements regarding, among other things, our financial condition, future expansion plans and business strategies based on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties and assumptions.**
- **The company undertakes no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. The actual results could differ materially from those contained in these forward-looking statements.**

# About Gemtek

- Established: 1988
- Location office: Hsinchu Industrial Park, Hsinchu, Taiwan(Headquater)
- Global Total Employees:~ 4,000 (TWN: 1,000 )
- Capital: NT\$35.1 億元 (US\$104.13 百萬元)



# About Gemtek Vietnam Factory

- Opening date: 2019/02/20
- Location : Dong Van II Industrial Park, Bach Thuong Commune, Duy Tien District, Ha Nam Province, Vietnam

Land : 36,000 m<sup>2</sup>

Building : 26,000 m<sup>2</sup>





# Vietnam Factory View



Front Door View



Inside View



Front View

# 2019 Q3 Financial Results

# 2019 Until Q3 Income Statement

*Units: NT\$ Thousands; Consolidated*

	Sep 30 2019		Sep 30 2018	
	Amount	%	Amount	%
Sales Revenue (k)-	14,429,289	100%	12,225,996	100%
Gross Profit(K)	1,359,382	9%	1,097,784	9%
Operating Income	73,631	0.51%	(133,601)	(1%)
Non-Operating income and expense	302,098	2%	148,114	1%
Net Profit After Tax (k)	286,903	2%	(35,890)	(0.3%)
EPS after tax	0.8		(0.11)	

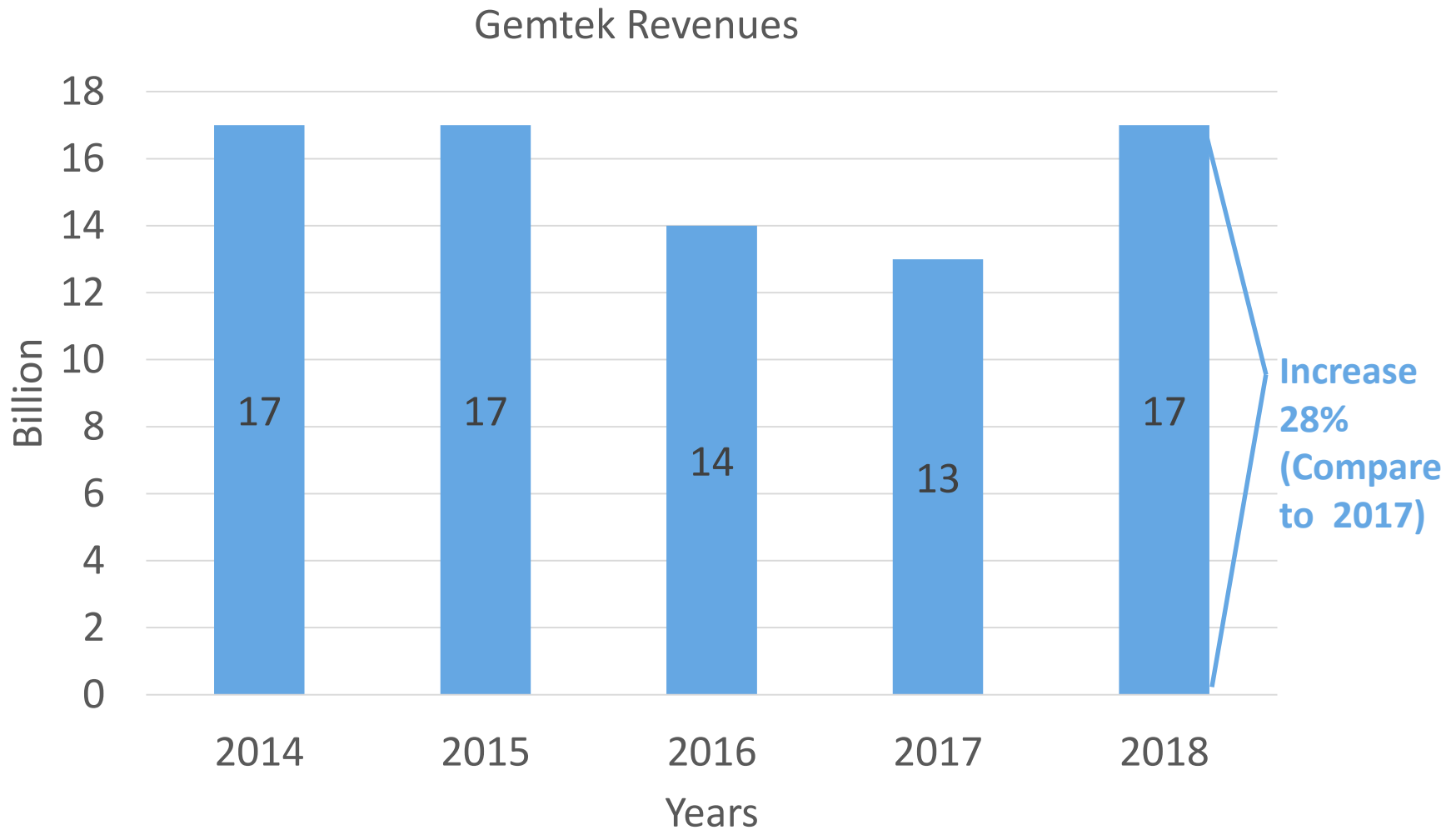
# 2019 Q3 Balance Sheet

*Units: NT\$ Thousands; Consolidated*

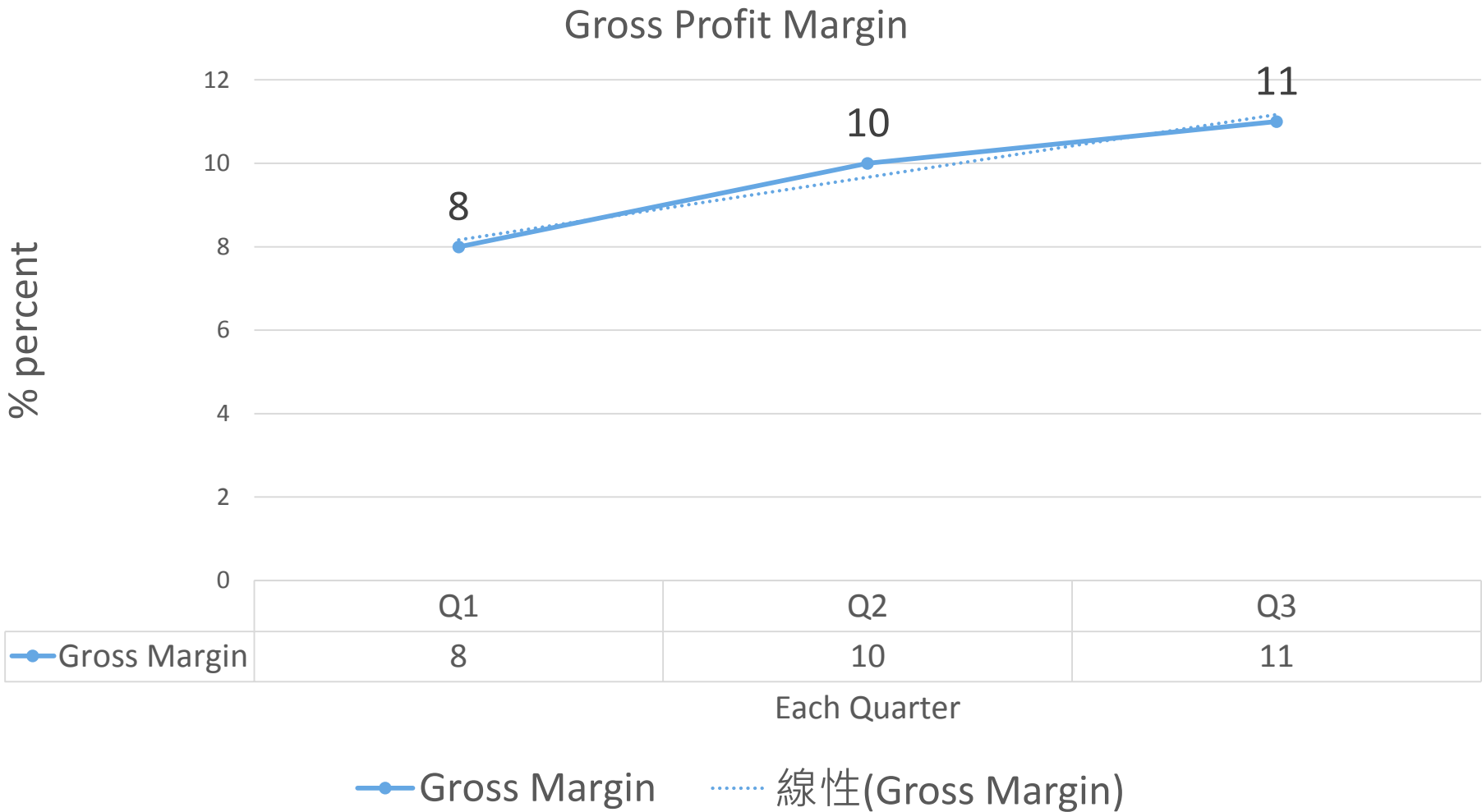
Asset	Sep 30 2019		Liability and Equity	Sep 30 2019	
	Amount	%		Amount	%
Cash and Cash Equivalents	2,028,722	13%	Short-term borrowing	558,360	4%
A/R	5,289,136	34%	A/P	3,881,258	25%
Inventory	2,375,249	15%	Other Current Liabilities	55,421	0.4%
Other Current Assets	184,768	1%	Non-current Liabilities	1,388,001	9%
Non-current Asset	5,146,595	33%	Total Liabilities	6,770,448	44%
Total Assets	15,493,769	100%	Total Equity	8,723,321	56%
			Total Liabilities & Equity	15,493,769	100%



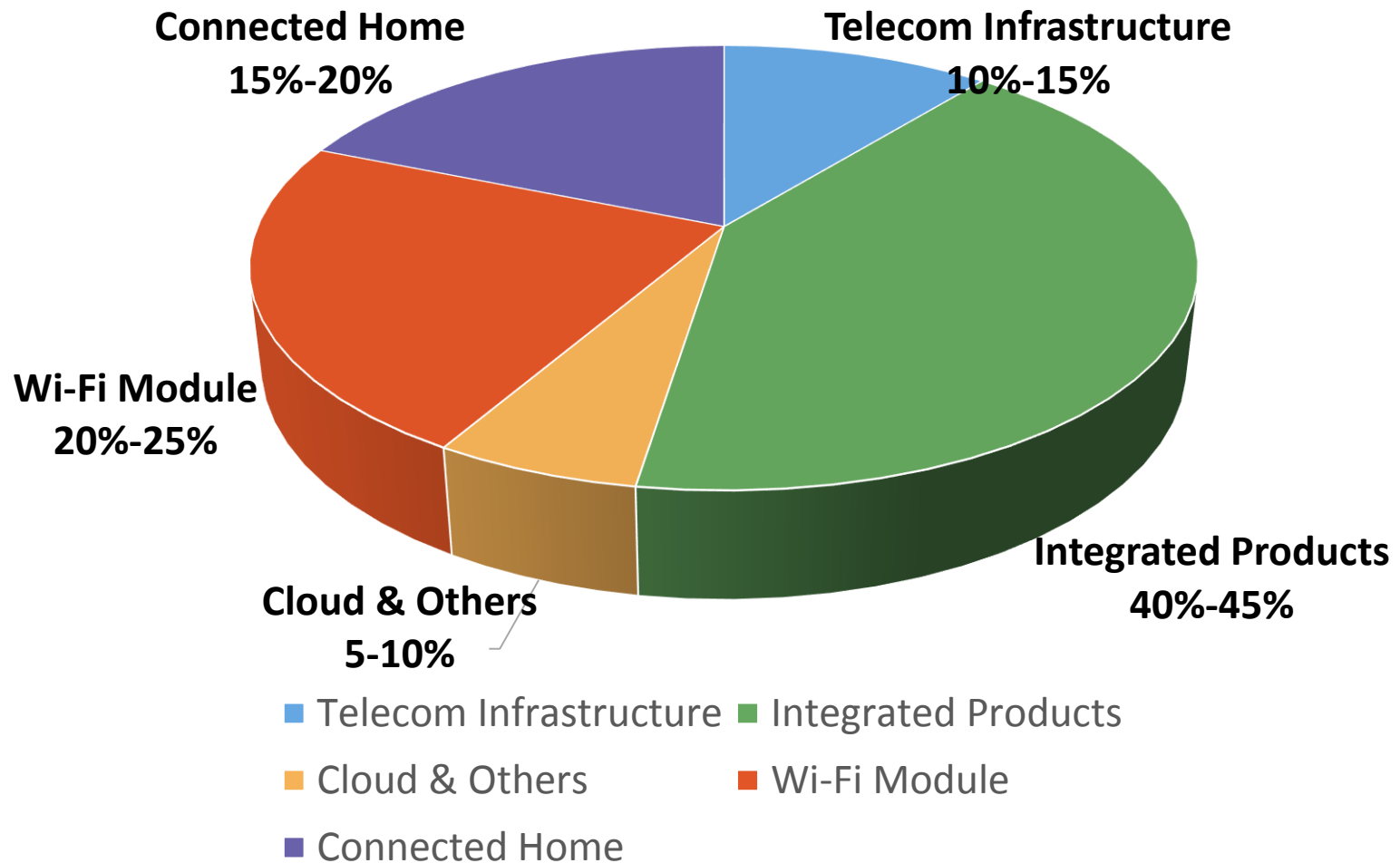
# Revenue Increase



# 2019 Gross Margin by Quarter



# 2019 Q3 Breakdown by Product



# Future Outlook and New Technology

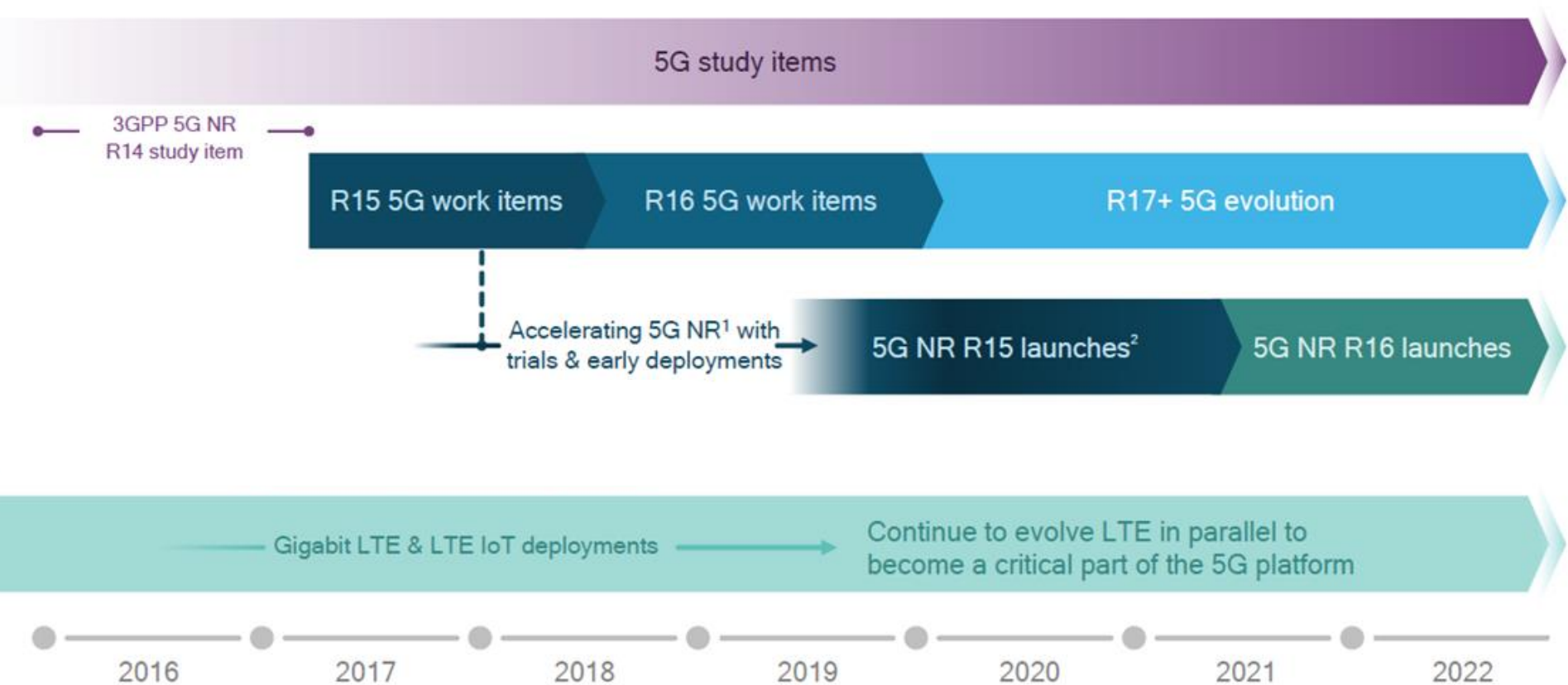
## Wireless Access

- Cooperate with Chip Vendors and provide time to market solution of WiFi service platform
- Target market: Mesh AP system, gaming router, wireless streaming, Enterprise Market (Carrier Provider)
- Focus on the product of Telecom infrastructure Ex: LTE CPE, small cell, 5G product

## Fixed Broadband

- Targeting at the next generation broadband access technology, 10GPON, to fulfill Telco and Cable MSO business needs and migration, as well as supporting 5G infrastructure
- Developing continuously on copper technologies (G.fast) to provide a compliment FTTx service demands
- Increase production lines utilization rate and seize opportunity to increase revenue

# The 3GPP Release Schedule for 5G



Source: Qualcomm



- **Small Cell**

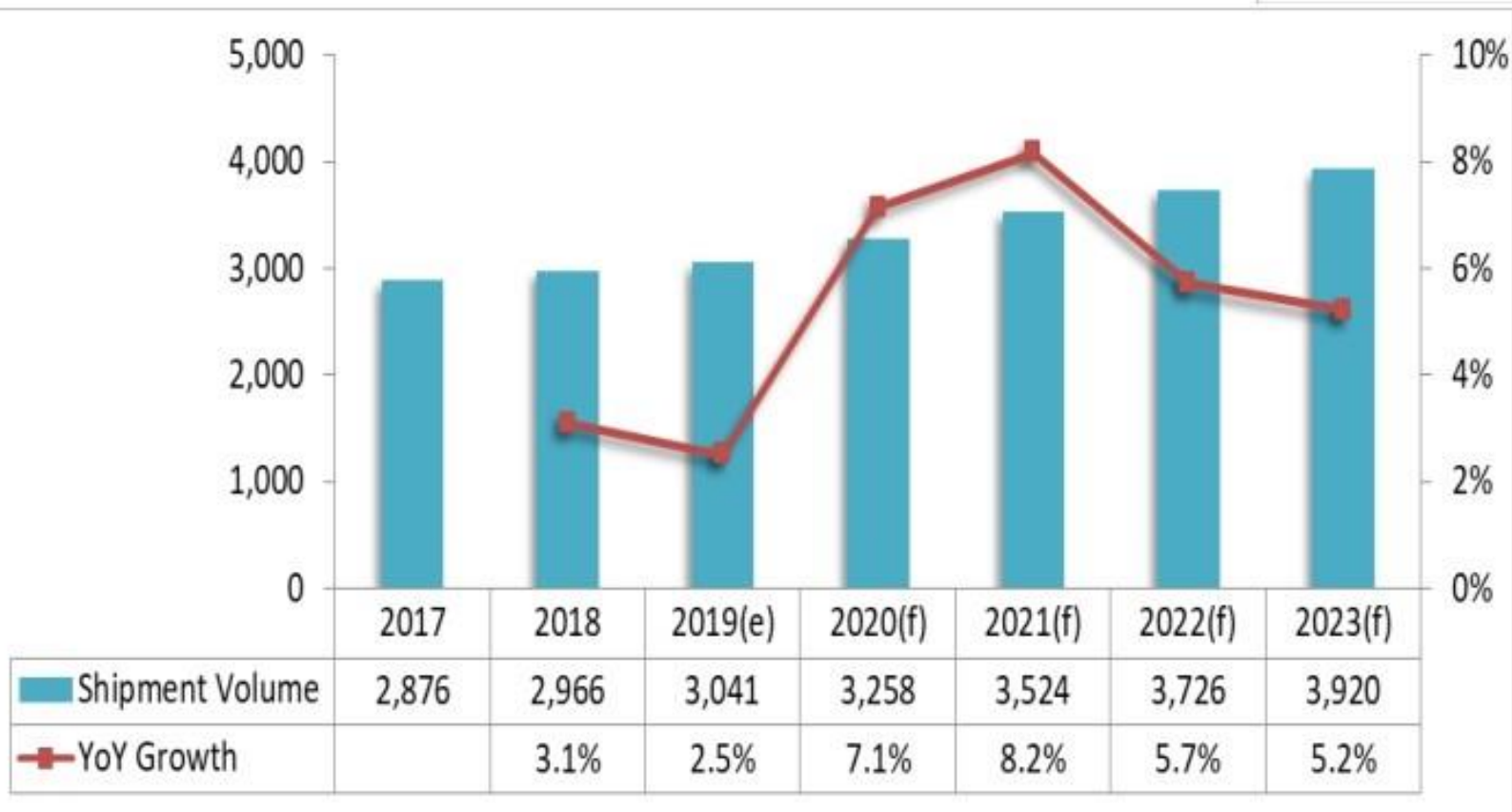
- Sign agreement /contract with platform vendors (Base Band and Remote Radio Head) to develop hardware (on going)
- Working with protocol Stack vendors to develop 5G product (on going)
- Working with mmWave partners for outdoor small cell (on going)
- Develop customers oriented features for vertical and enterprise business. Product will be ready in 2020

- **UE (CPE and other fixed devices)**
  - Working with chip set vendors to develop CPE in Sub 6G (2019)
  - Sign agreement with Fibocom ( Intel module provider) using Intel Sub 6G chipset XMM 8160 for CPE development.  
Developed with Intel and release in 2019 MWC
  - Add mmWave features on CPE ,Outdoor devices (2020)
  - Provide dual mode (LTE and 5G NR) CPE to current LTE customers (2020)

# WiFi Device Market

全球Wi-Fi連網裝置出貨量預測 2017-2023年

單位：百萬台



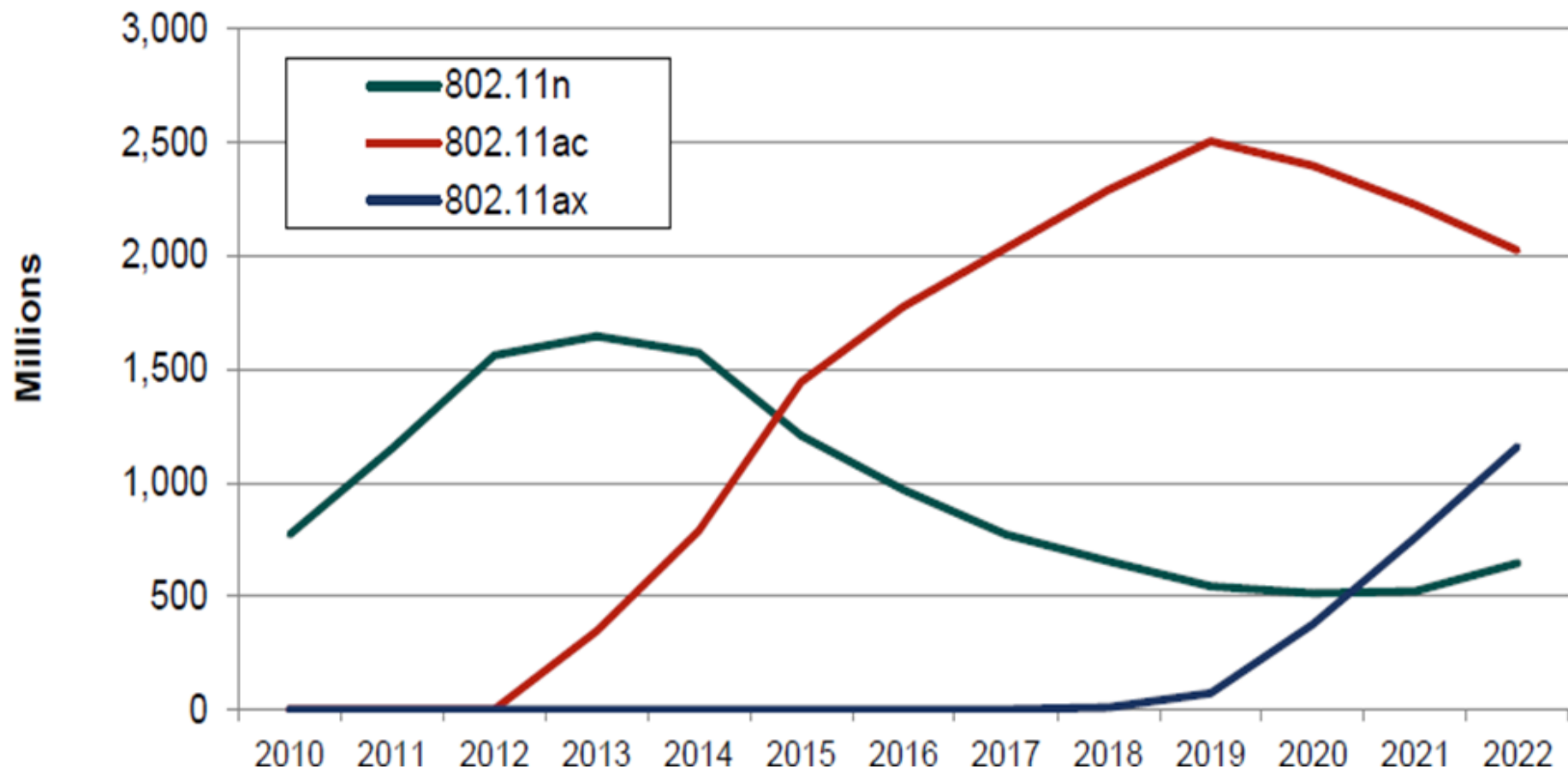
資料來源：MIC · 2019 年 8 月

# WiFi Device Market



2.4GHz and 5 GHz Wi-Fi Protocol  
World Market, Forecast: 2010 to 2022

(Source: ABI Research)



# State of Operation and 2019 Outlook

## ● Revenue and Margin Challenge

- Impact of The US – China Trade War.
- The uncertainty of external economic environment

## ● 2019 outlook

- Cooperating with worldwide System Integrators, increasing telco market share.
- Launching 5G related products.
- 5G main focus: Small cell , CPE and other fixed devices.
- Launching WiFi-6 related products.
- Focus on high value-added market.
- Seize opportunity to increase revenue and reduce the cost



**THANK YOU**





## Q & A