

正文科技公司介紹



Nov, 2019

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- **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.**

關於正文

- 建立: 1988
- 總部: Hsinchu Industrial Park, Hsinchu, Taiwan(Headquater)
- 全球員工人數:≈ 4,000 (TWN: 1,000)
- 資本額: NT\$35.1 億元 (US\$104.13 百萬元)



正文越南廠

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

Land : 36,000 m²

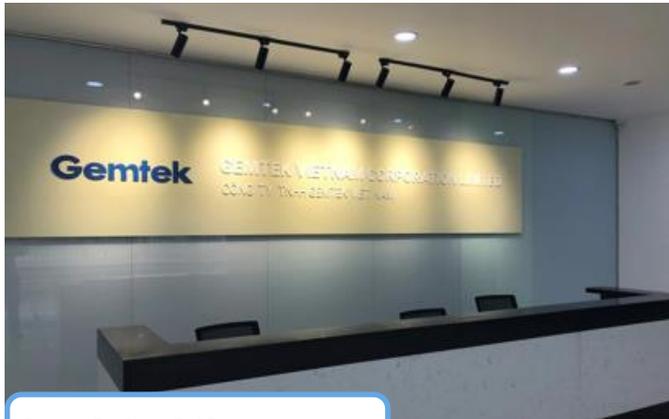
Building : 26,000 m²



正文越南廠



Front Door View



Inside View



Front View

2019 Q3 財務報表

2019 截至 Q3 損益表

Units: NT\$ Thousands; Consolidated

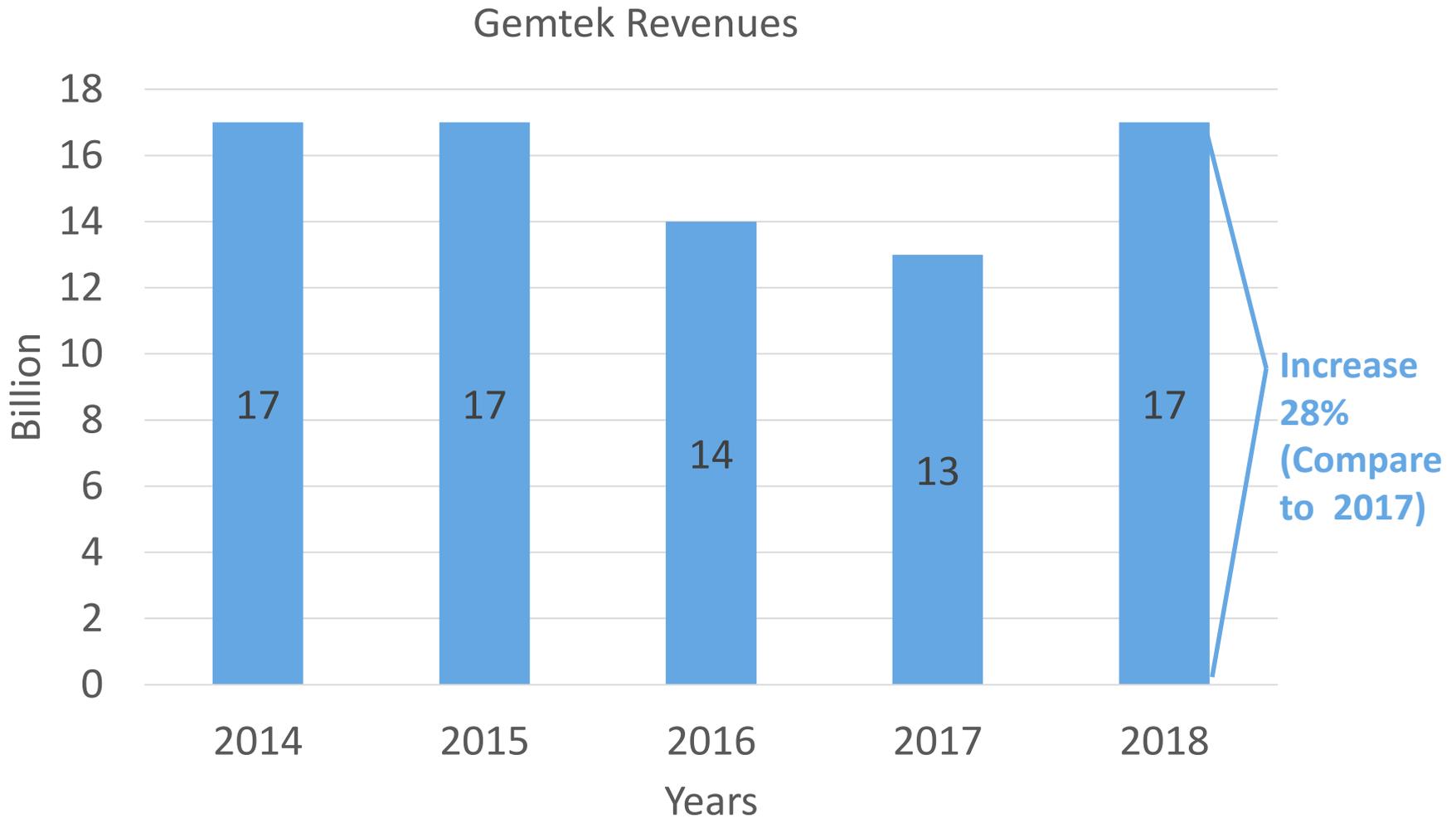
	Sep 30 2019		Sep 30 2018	
	Amount	%	Amount	%
Sales Revenue (k)-	14,429,289	100%	12,225,996	100%
Gross Profit(K)	1,359,382	9%	1,097,784	9%
Operating Income	73,631	0.51%	(133,601)	(1%)
Non-Operating income and expense	302,098	2%	148,114	1%
Net Profit After Tax (k)	286,903	2%	(35,890)	(0.3%)
EPS after tax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

2019 Q3 資產負債表

Units: NT\$ Thousands; Consolidated

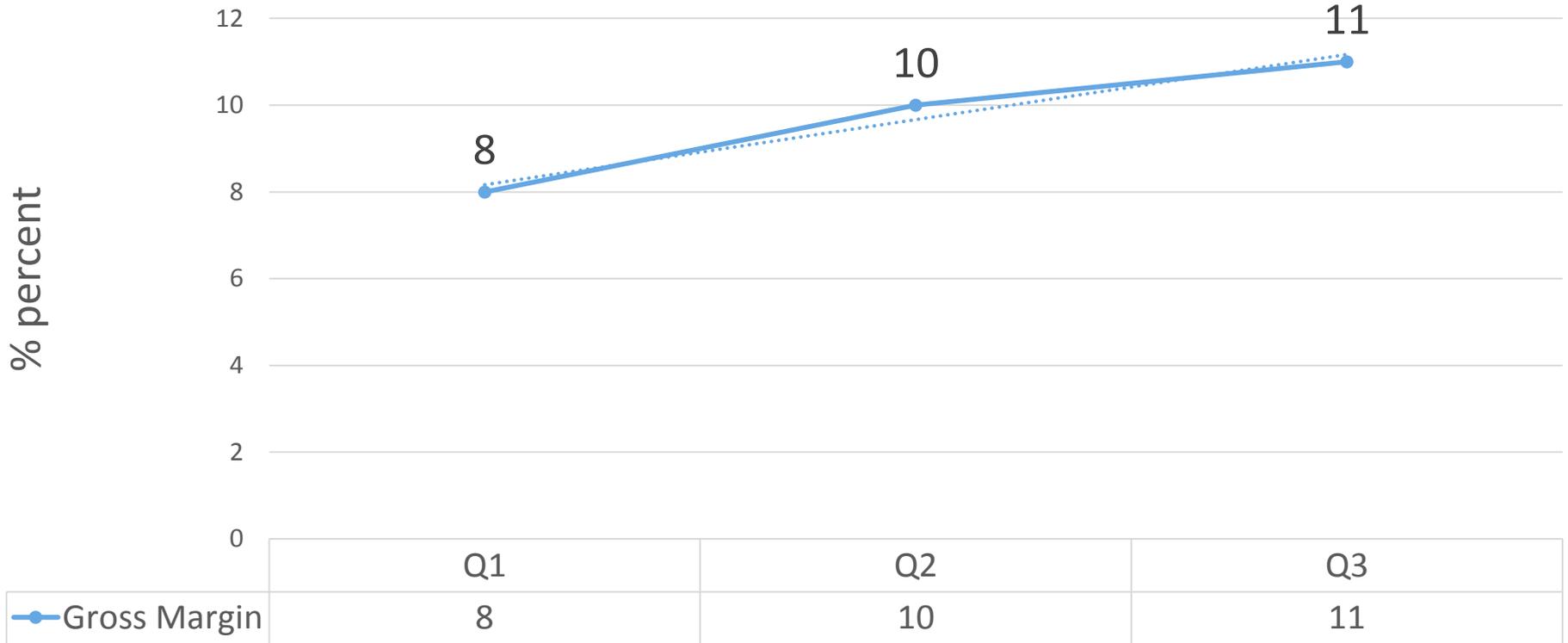
Asset	Sep 30 2019		Liability and Equity	Sep 30 2019	
	Amount	%		Amount	%
Cash and Cash Equivalents	2,028,722	13%	Short-term borrowing	558,360	4%
A/R	5,289,136	34%	A/P	3,881,258	25%
Inventory	2,375,249	15%	Other Current Liabilities	55,421	0.4%
Other Current Assets	184,768	1%	Non-current Liabilities	1,388,001	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%

營收成長曲線



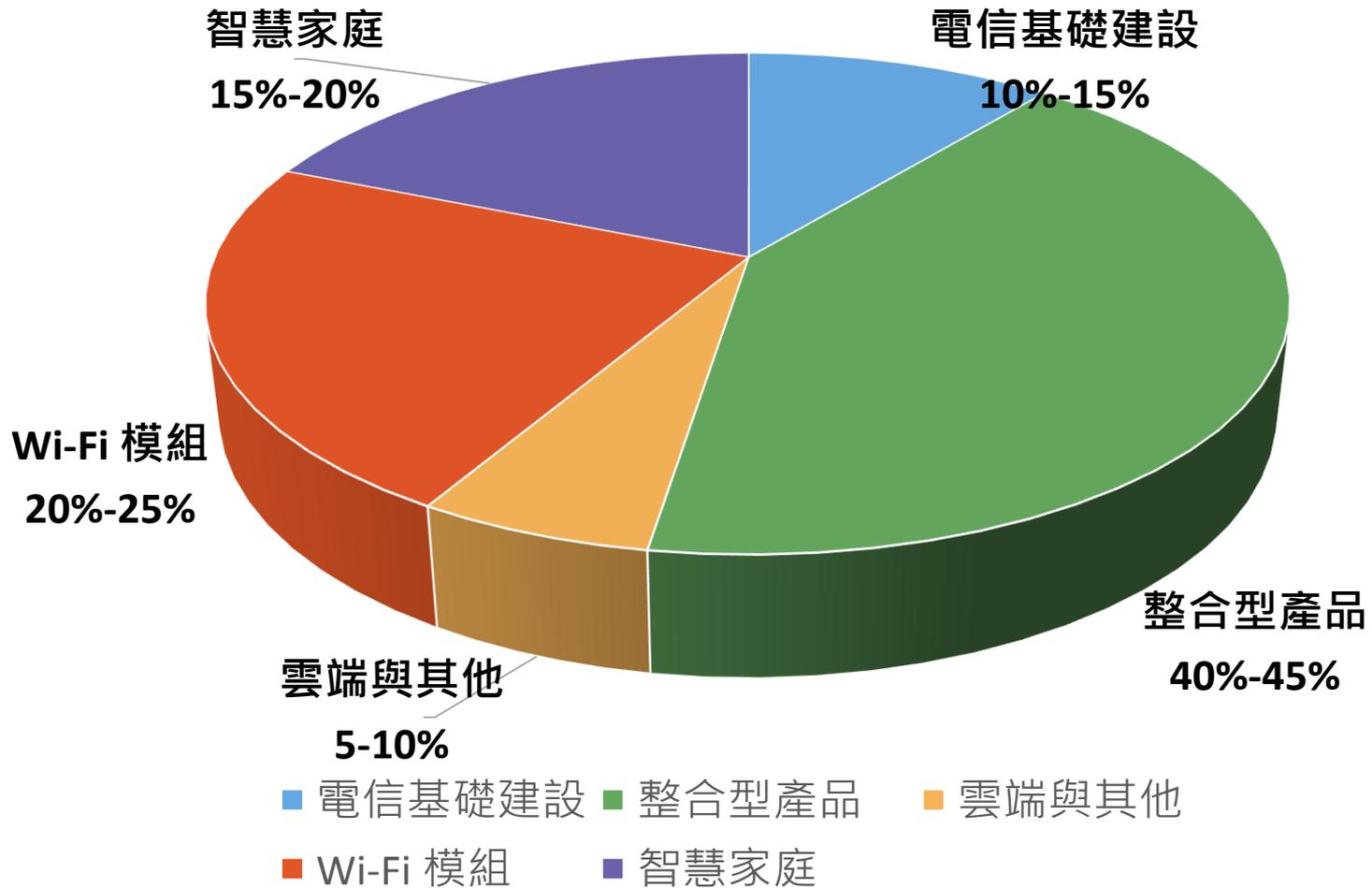
2019 每季毛利變化

Gross Profit Margin



—●— Gross Margin 線性(Gross Margin)

2019 Q3 產品組合佔比



展望與新技術

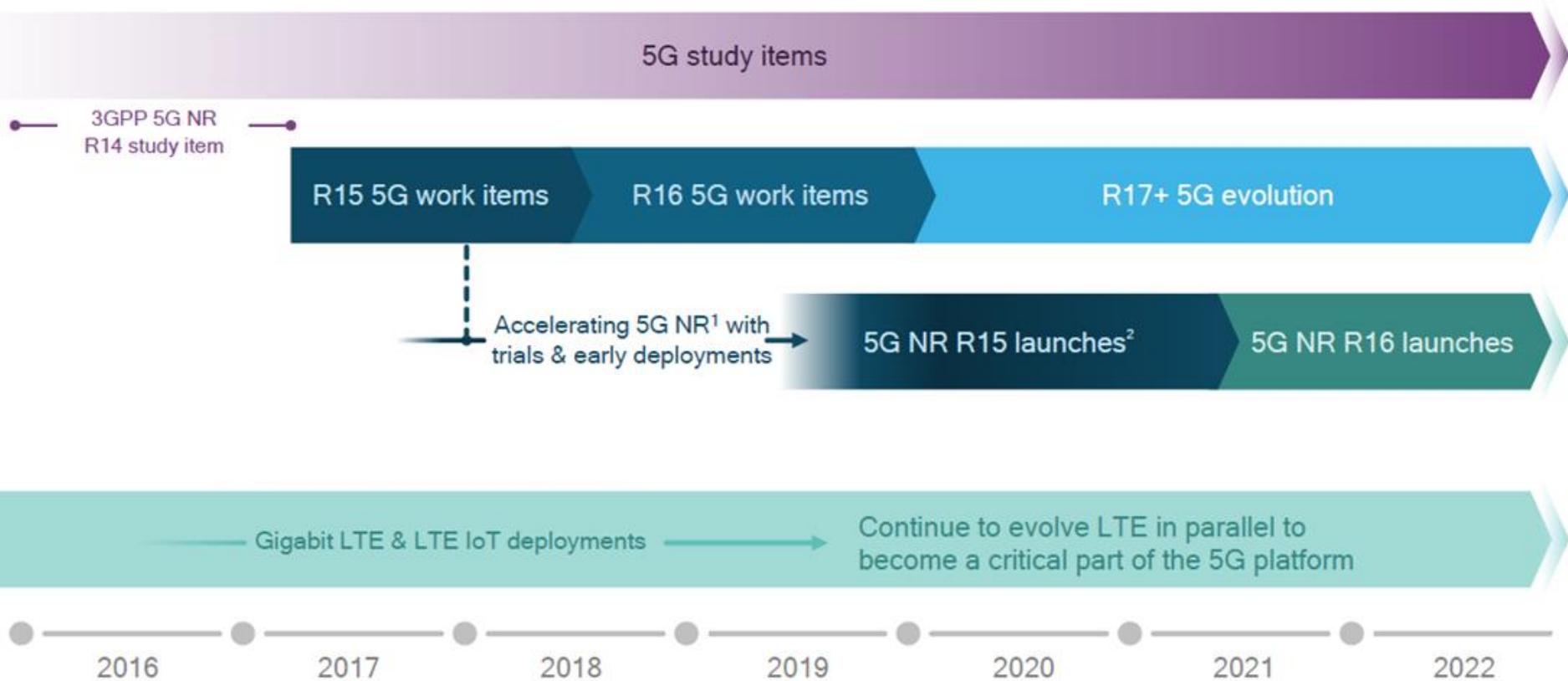
Wireless Access

- 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

5G 進程



Source: Qualcomm

- **Small Cell**

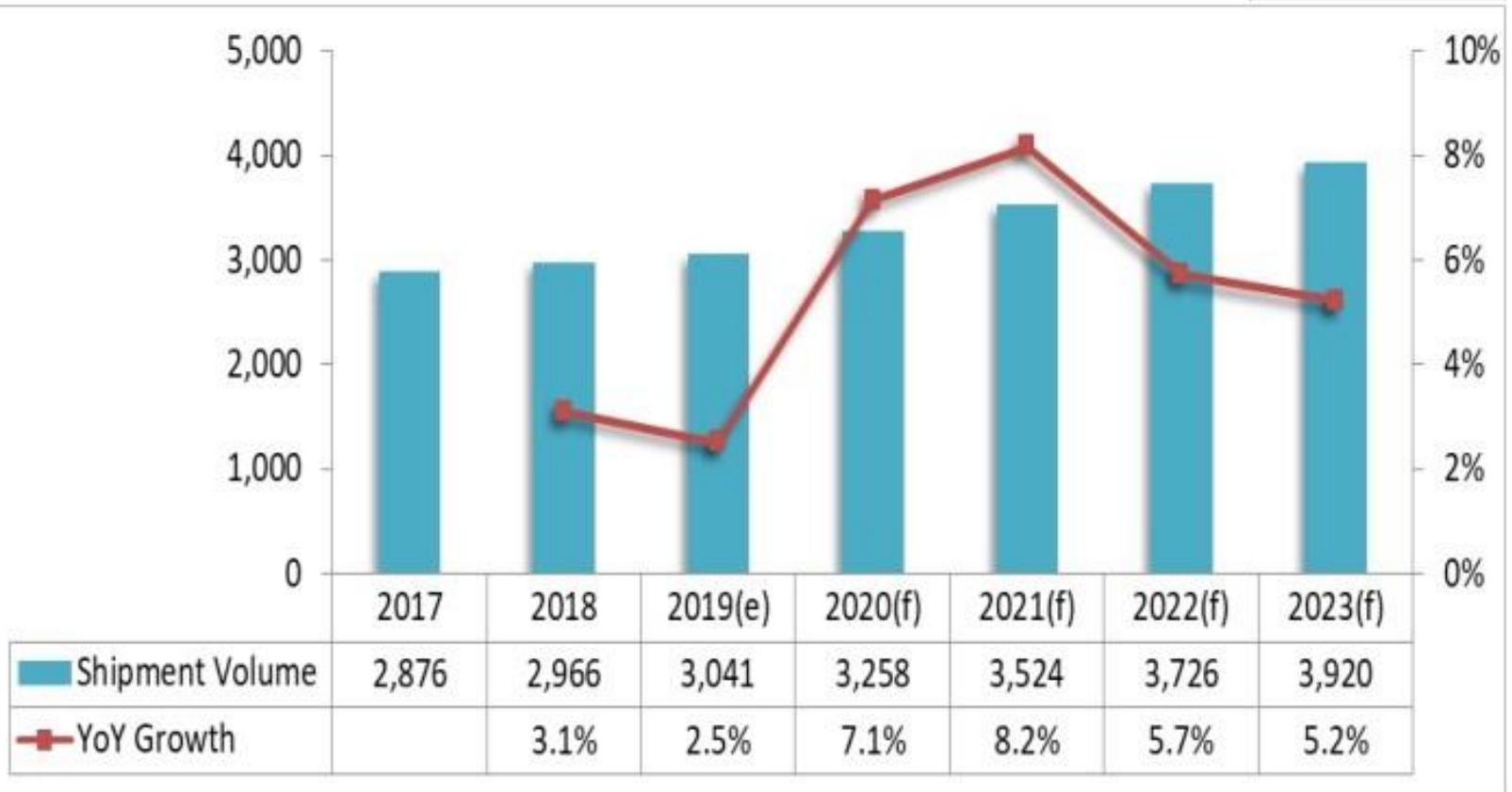
- Sign agreement /contract with platform vendors (Base Band and Remote Radio Head) to develop hardware (on going)
- Working with protocol Stack vendors to develop 5G product (on going)
- Working with mmWave partners for outdoor small cell (on going)
- Develop customers oriented features for vertical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

Wi-Fi 設備市場

全球Wi-Fi連網裝置出貨量預測 2017-2023年

單位：百萬台



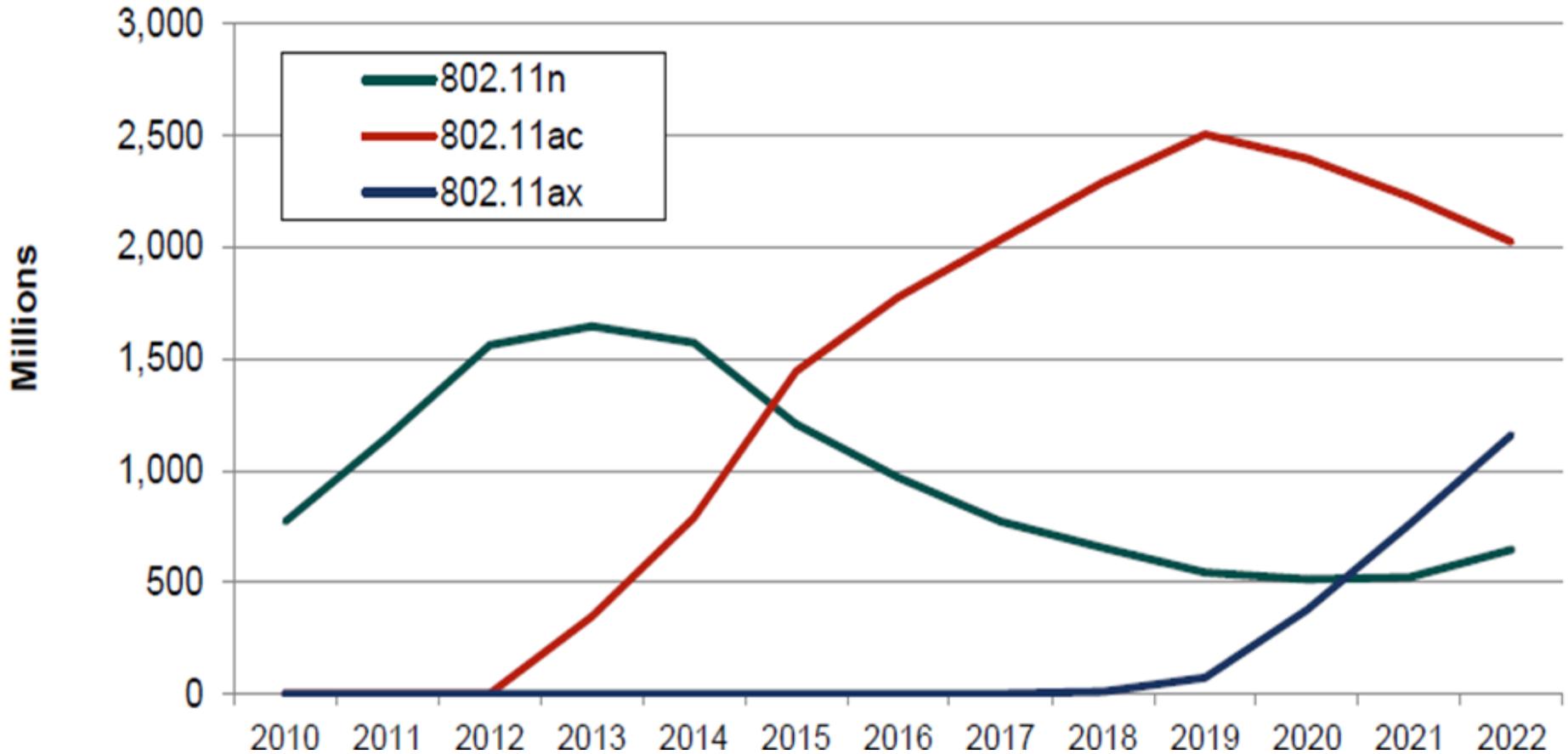
資料來源：MIC · 2019年8月

Wi-Fi 設備市場



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

(Source: ABI Research)



● 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