

偉聯科技股份有限公司
2017 法人說明會



Date: JUN. 20, 2017

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報告大綱



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一、公司簡介



1978

公司設立

1992

掛牌上市

1999

電子事業部成立

2014

生醫事業部成立

一、公司簡介

營運模式：『品牌經營』

了解客戶的環境與需求

應用與技術的連結

與合作夥伴的利潤共享



二、財務面 – 最近五年合併綜合損益表

| 單位：新台幣千元 | 2012 | 2013 | 2014 | 2015 | 2016 |
|-----------|-----------|-----------|-----------|-----------|-----------|
| 營業收入淨額 | 640,916 | 625,078 | 684,372 | 681,116 | 757,963 |
| 營業成本 | (426,727) | (462,411) | (480,050) | (529,055) | (554,011) |
| 營業毛利 | 214,189 | 162,667 | 204,322 | 152,061 | 203,952 |
| 營業費用 | (249,762) | (194,991) | (196,496) | (210,872) | (210,553) |
| 營業利益(損失) | (35,573) | (32,324) | 7,826 | (58,811) | (6,601) |
| 營業外利益(損失) | 542,973 | 35,519 | (6,384) | 2,675 | (1,946) |
| 稅前利益(損失) | 507,400 | 3,195 | 1,442 | (56,136) | (8,547) |
| 所得稅費用 | (33,547) | (21,279) | (829) | (307) | 292 |
| 本期淨利(損) | 473,853 | (18,084) | 613 | (56,443) | (8,255) |
| 每股盈餘(損) | 9.79 | (0.35) | 0.01 | (1.08) | (0.16) |

二、財務面 – 合併綜合損益表

| 單位：新台幣千元 | 1Q 2017 | | 4Q 2016 | | QoQ | 1Q 2016 | | YoY |
|-----------|-----------|------|-----------|------|-------|-----------|------|-------|
| | 金額 | % | 金額 | % | % | 金額 | % | % |
| 營業收入淨額 | 160,858 | 100 | 187,459 | 100 | (14) | 187,121 | 100 | (14) |
| 營業成本 | (113,065) | (70) | (142,270) | (76) | (21) | (138,473) | (74) | (18) |
| 營業毛利 | 47,793 | 30 | 45,189 | 24 | 6 | 48,648 | 26 | (2) |
| 營業費用 | (47,851) | (30) | (47,476) | (25) | 1 | (56,058) | (30) | (15) |
| 營業利益(損失) | (58) | - | (2,287) | (1) | (97) | (7,410) | (4) | (99) |
| 營業外利益(損失) | 1,253 | 1 | 1,210 | - | 4 | (933) | - | (234) |
| 稅前利益(損失) | 1,195 | 1 | (1,077) | (1) | (211) | (8,343) | (4) | (114) |
| 所得稅費用 | (323) | - | 1,294 | 1 | (125) | (355) | - | (9) |
| 本期淨利(損) | 872 | 1 | 217 | - | 302 | (8,698) | (4) | (110) |
| 每股盈餘(損) | 0.02 | | 0.004 | | | (0.17) | | |

加權平均流通在外股數(千股)：52,471

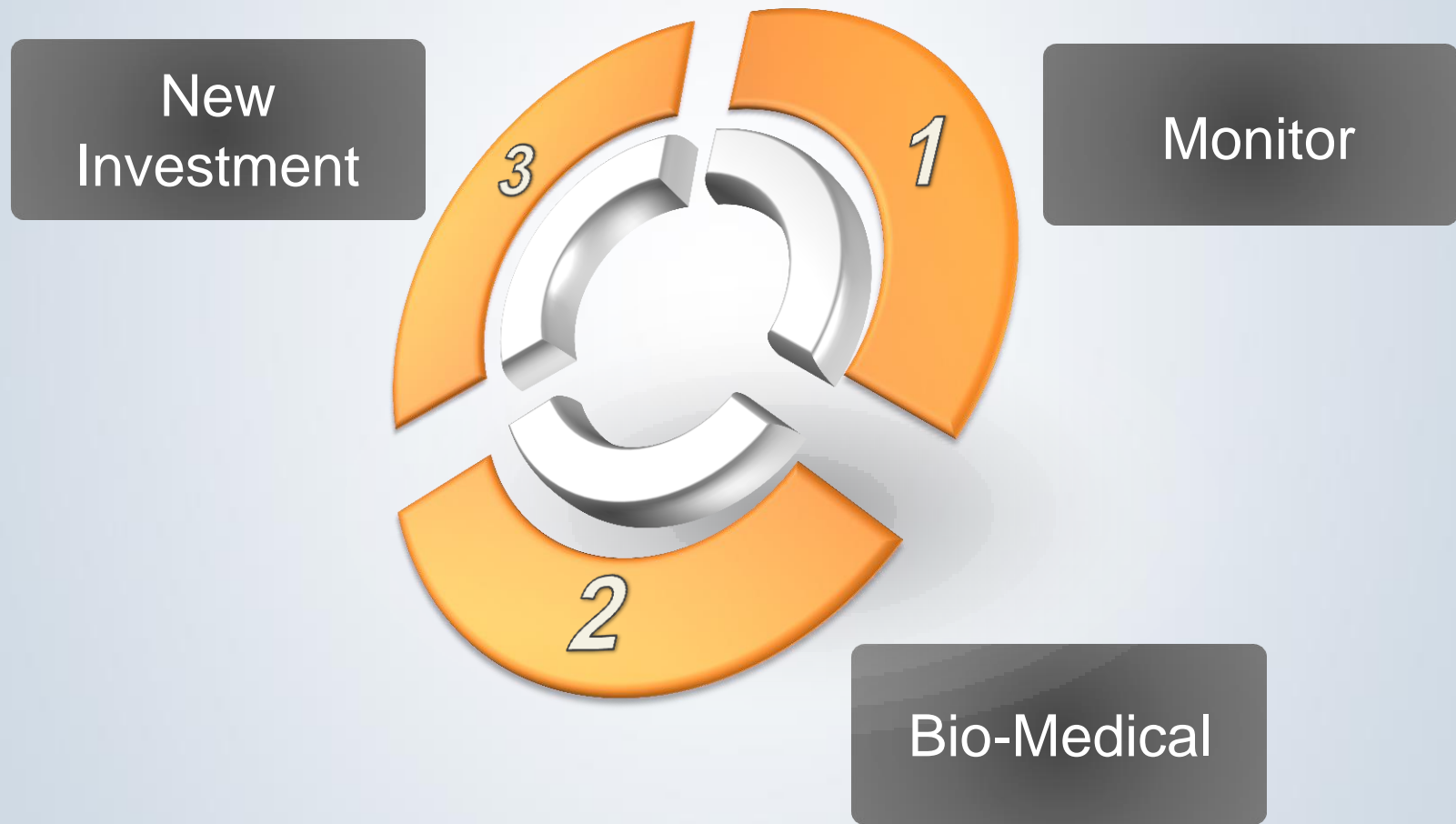
二、財務面 – 最近五年合併資產負債表

| 單位：新台幣千元 | 2012/12/31 | 2013/12/31 | 2014/12/31 | 2015/12/31 | 2016/12/31 |
|----------|------------|------------|------------|------------|------------|
| 現金及約當現金 | 837,643 | 487,711 | 171,885 | 96,716 | 94,787 |
| 應收帳款淨額 | 62,447 | 85,831 | 62,056 | 81,366 | 89,378 |
| 其他應收款 | 1,118 | 407 | 2,006 | 937 | 222 |
| 存貨 | 158,636 | 186,815 | 211,809 | 278,384 | 184,064 |
| 預付款項 | 12,529 | 16,068 | 28,408 | 10,655 | 7,238 |
| 其他流動資產 | 582 | 2,621 | 1,154 | 883 | 1,167 |
| 流動資產總計 | 1,072,955 | 779,453 | 477,318 | 468,941 | 376,856 |
| 非流動資產 | 38,858 | 135,699 | 379,587 | 397,324 | 383,790 |
| 資產總計 | 1,111,813 | 915,152 | 856,905 | 866,265 | 760,646 |
| 短期借款 | 0 | 0 | 40,000 | 173,528 | 89,729 |
| 應付帳款 | 83,005 | 90,299 | 66,840 | 63,716 | 63,762 |
| 其他應付款 | 100,758 | 78,550 | 53,908 | 48,309 | 46,024 |
| 負債準備 | 4,155 | 6,214 | 4,807 | 7,678 | 5,024 |
| 其他流動負債 | 2,574 | 4,943 | 3,788 | 3,222 | 3,472 |
| 流動負債總計 | 190,492 | 180,006 | 169,343 | 296,453 | 208,011 |
| 非流動負債 | 258 | 35 | 945 | 945 | 945 |
| 負債總計 | 190,750 | 180,041 | 170,288 | 297,398 | 208,956 |
| 股東權益總計 | 921,063 | 735,111 | 686,617 | 568,867 | 551,690 |

二、財務面 – 合併資產負債表

| 單位：新台幣千元 | 2017/03/31 | | 2016/12/31 | | 2016/03/31 | |
|----------|------------|-----|------------|-----|------------|-----|
| | 金額 | % | 金額 | % | 金額 | % |
| 現金及約當現金 | 79,146 | 10 | 94,787 | 13 | 61,864 | 7 |
| 應收帳款淨額 | 76,758 | 10 | 89,378 | 12 | 82,751 | 10 |
| 其他應收款 | 231 | - | 222 | - | 781 | - |
| 存貨 | 213,516 | 28 | 184,064 | 24 | 303,928 | 35 |
| 預付款項 | 10,663 | 2 | 7,238 | 1 | 15,094 | 2 |
| 其他流動資產 | 3,062 | - | 1,167 | - | 873 | - |
| 流動資產 | 383,376 | 50 | 376,856 | 50 | 465,291 | 54 |
| 非流動資產 | 380,196 | 50 | 383,790 | 50 | 396,783 | 46 |
| 資產總計 | 763,572 | 100 | 760,646 | 100 | 862,074 | 100 |
| 短期借款 | 95,673 | 13 | 89,729 | 12 | 143,045 | 17 |
| 應付帳款 | 77,111 | 10 | 63,762 | 8 | 95,138 | 11 |
| 其他應付款 | 39,546 | 5 | 46,024 | 6 | 47,660 | 6 |
| 負債準備 | 3,991 | 1 | 5,024 | 1 | 7,114 | 1 |
| 其他流動負債 | 3,214 | - | 3,472 | - | 4,447 | - |
| 流動負債 | 219,535 | 29 | 208,011 | 27 | 297,404 | 35 |
| 非流動負債 | 945 | - | 945 | - | 945 | - |
| 負債總計 | 220,480 | 29 | 208,956 | 27 | 298,349 | 35 |
| 股東權益總計 | 543,092 | 71 | 551,690 | 73 | 563,725 | 65 |

三、營運面 – 3 Business Unit



三、營運面 – (1) Monitor

Anti-Burn-in™影像防烙印技術



AG Neovo的專利 NeoV™防護光學玻璃

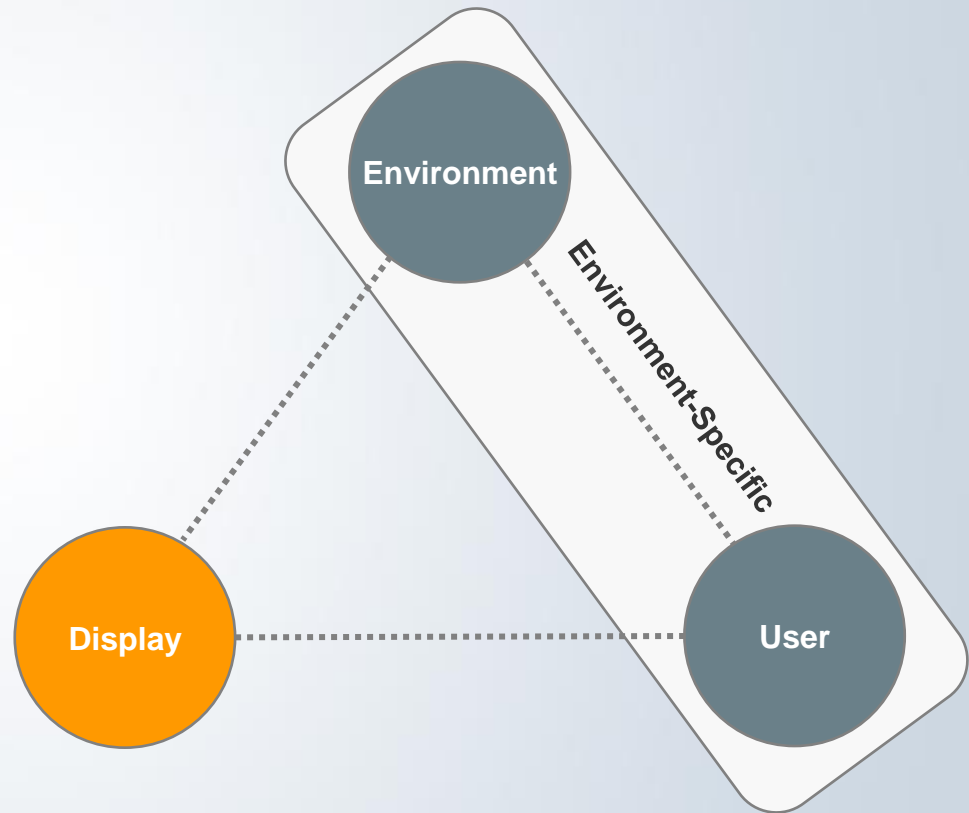
Advanced Image Platform™影像處理

三、營運面 – (1) Monitor

超越傳統螢幕

最高等級的防護玻璃

不同的環境
不同的需求



三、營運面 – (1) Monitor



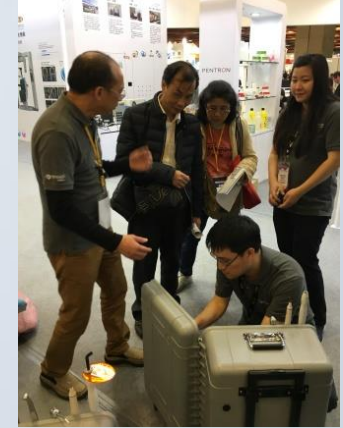
三、營運面 – (2) Bio-Medical



三、營運面 – (2) Bio-Medical



三、營運面 – (2) Bio-Medical



三、營運面 – (2) Bio-Medical

| 日期 | 地點 | 主辦單位 | 服務對象 |
|----------------------------------|---------------------------|-------------------------|--------------------------------|
| 2016/ 05/28 | 新竹創世基金會安養院 | 創世基金會&人醫會 | 安養院植物人 住民口腔診療服務 |
| 2016/ 12/11 | 台北火車站 西一門 | 台北市勞動力 重建運用處&人 醫會 | 台北市外籍勞工健 康關懷 |
| 2016/ 12/17 | 台北市立法院 群賢樓 | 台灣社會福利 總盟 | 關心老人醫療與長 期照顧的人員、醫 事及社福團體 |
| 2017/ 01/22 2017/ 04/23 | 新北市政府西 門 | 新北市勞動局& 人醫會 | 新北市外籍勞工健 康關懷 |
| 2017/ 03/14 2017/ 03/22 | 台北市文山區 伊甸基金會一 壽養護中心 | 一壽養護中心& 人醫會 | 養護中心住民口腔 診療服務 |

社區參與

社會貢獻

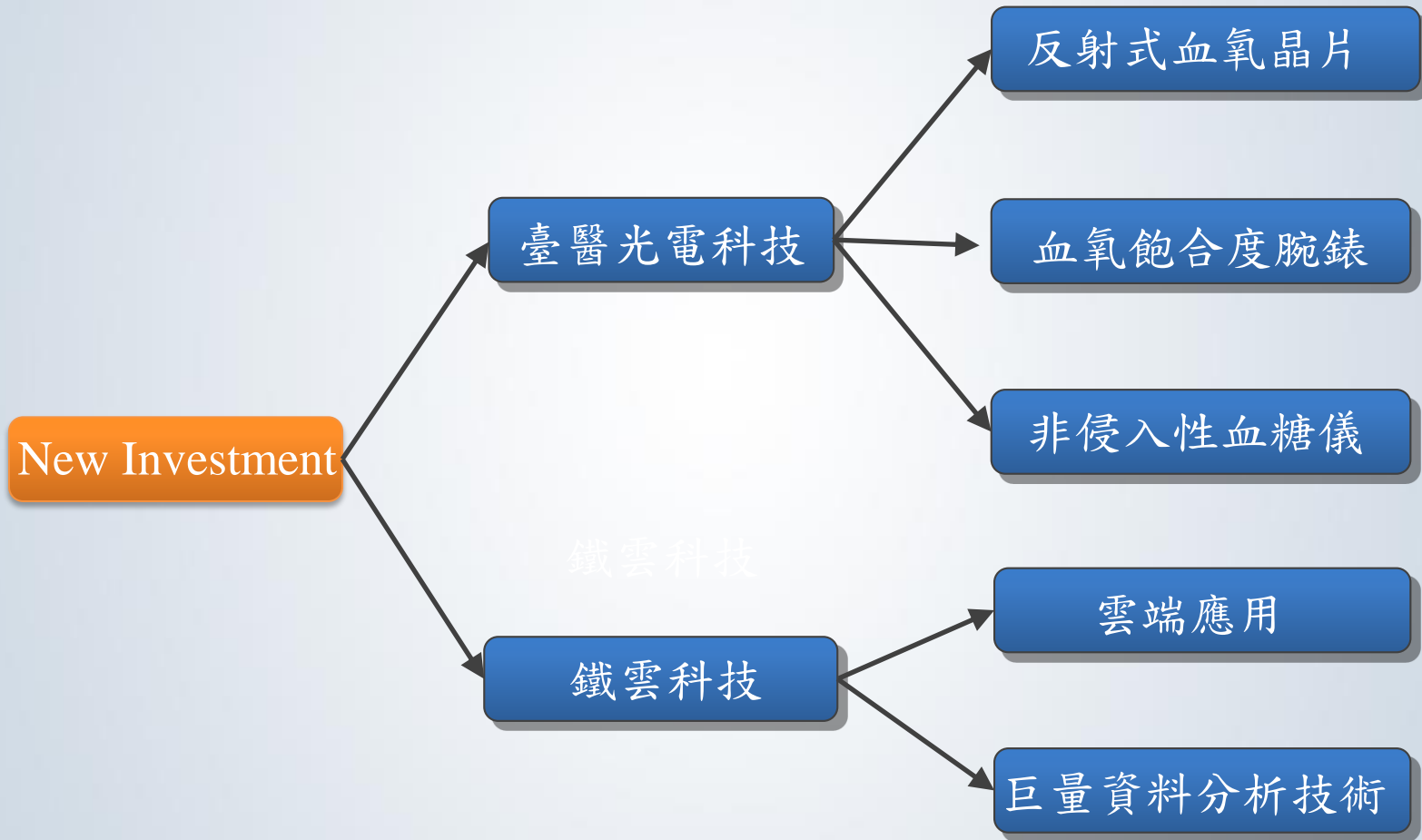
社會服務

社會公益

三、營運面 – (2) Bio-Medical



三、營運面 – (3) New Investment



三、營運面 – (3) New Investment

臺醫光電科技股份有限公司

穿戴式醫療器材及品質系統已通過臺灣衛福部醫療器材GMP工廠認證，已取得歐盟ISO9001及ISO13485國際認證，並已完成註冊美國FDA醫療器材工廠。



ISO 9001:2008



ISO 13485:2003
EN ISO 13485:2012



US FDA
Establishment
Registration

三、營運面 – (3) New Investment

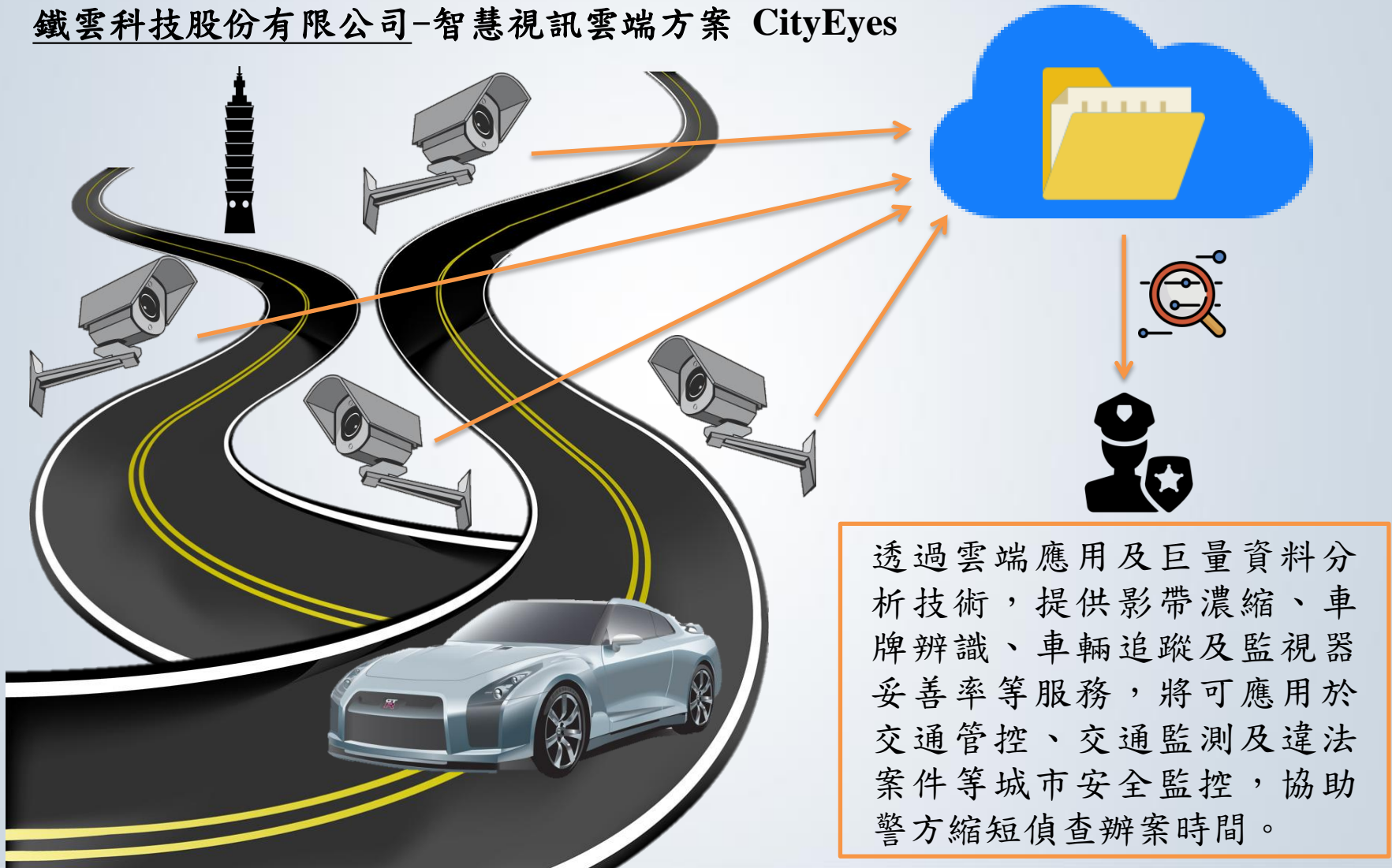
鐵雲科技股份有限公司-雲端應用及巨量資料分析技術

- 新時代「Web 4.0」將是一個 Web 與非 Web 輕易互聯的新時代，它可以了解使用者偏好進而分析資訊，自動提供當前最適合的資訊，生活中無所不在。
- 具備了 IaaS、PaaS、SaaS及Big Data Analytics 的核心技術，將複雜的物聯網系統整合，集雲端管理、儲存、分析、高速運算及垂直領域應用為一體。
- 拓展相關市場的商業應用包含銀行金融、教育學校、飯店餐旅、國際機場、公共安全、工廠製造、零售業與商家等等，讓智慧影像成為人類生活不可缺少的一環。



三、營運面 – (3) New Investment

鐵雲科技股份有限公司-智慧視訊雲端方案 CityEyes



四、策略與展望 - Key Success Factors



顯示器的功能只有「訊息展示」？！



四、策略與展望 - Key Success Factors

專業市場

- 穩定性
- 可靠度
- 服務



消費者市場

- 價錢

Key Success Factors :

- 「客製能力」
- 「前端應用」
- 「後端技術」
- 「洞悉市場」

四、策略與展望 - Key Success Factors

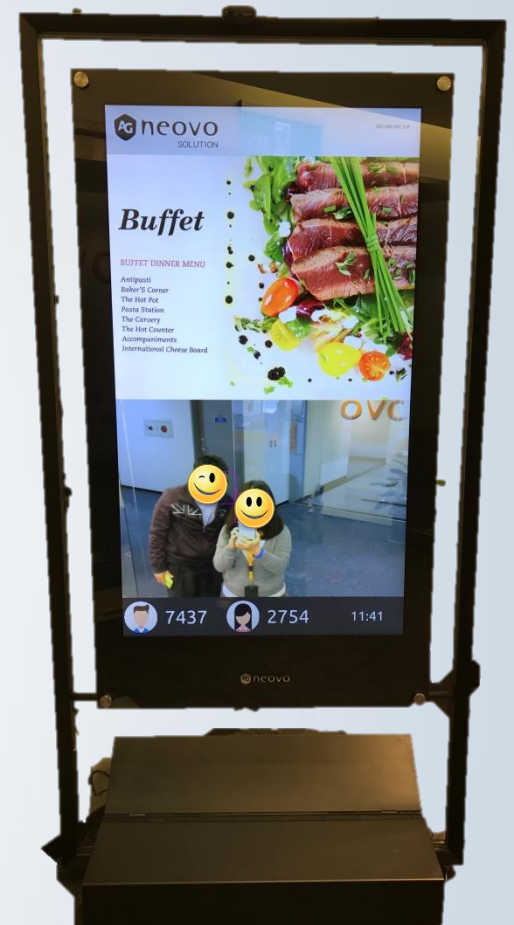
案例：數位看板整合監控



- 訊息展示
- 監控功能
- 智慧辨識



- 大數據分析
- 適時推播商家客製化訊息



四、策略與展望

You are at : Home > News > News Content

AG Neovo makes the move from hardware to solution

Source: Emily Lin Date: 2017/04/12 Related tags: AG Neovo, Secutech, IoT

Taiwan-based manufacturer of display devices such as monitors, [AG Neovo](#), is one of the exhibitors at Secutech 2017.

Shannon Wu, Marketing Supervisor for AG Neovo, said that one of the major focus for the show is its SX & RX series displays, which is ideal for security and public surveillance applications due to its strong glass surface and metal casing. Tailored for 24/7 operation, the displays feature technology that prevents overheating, and Anti-Burn in technology that prevents ghosting.



Along with multi-touch systems, AG Neovo also featured a dual-side display that is part of its retail solution offering. Working with Rapid Signage, AG Neovo incorporated facial recognition software into the display, allowing retailers to use information such as age and sex to, for example, tailor advertisements shown on the screen

In order to stay competitive and to differentiate themselves in a slowing security market, AG Neovo is making the move from merely making displays to creating solutions, such as that for retail. According to Allan Hsu, Sales Manager for Asia Pacific at the company, "We are developing into a complete solution provider -- we have hardware, our own software, and developed a platform that can be used to integrate third-party software."

Sharon Huang, Supervisor of Project Management at AG Neovo, mentioned that the company has also taken steps towards the Internet of Things (IoT) and big data, saying "We have already invested in a company, Ironyun, that does facial recognition, license plate recognition and big data analysis." She added that the company is now focusing on how to incorporate these technologies into the displays, connecting this to the cloud and developing a good control over all the different layers of this solution.

Share to:



四、策略與展望

長照2.0納入口腔照護 關心口腔衛生保健避免病從口入

記者陳宜婷 / 台北報導 © 2016-10-30 17:12



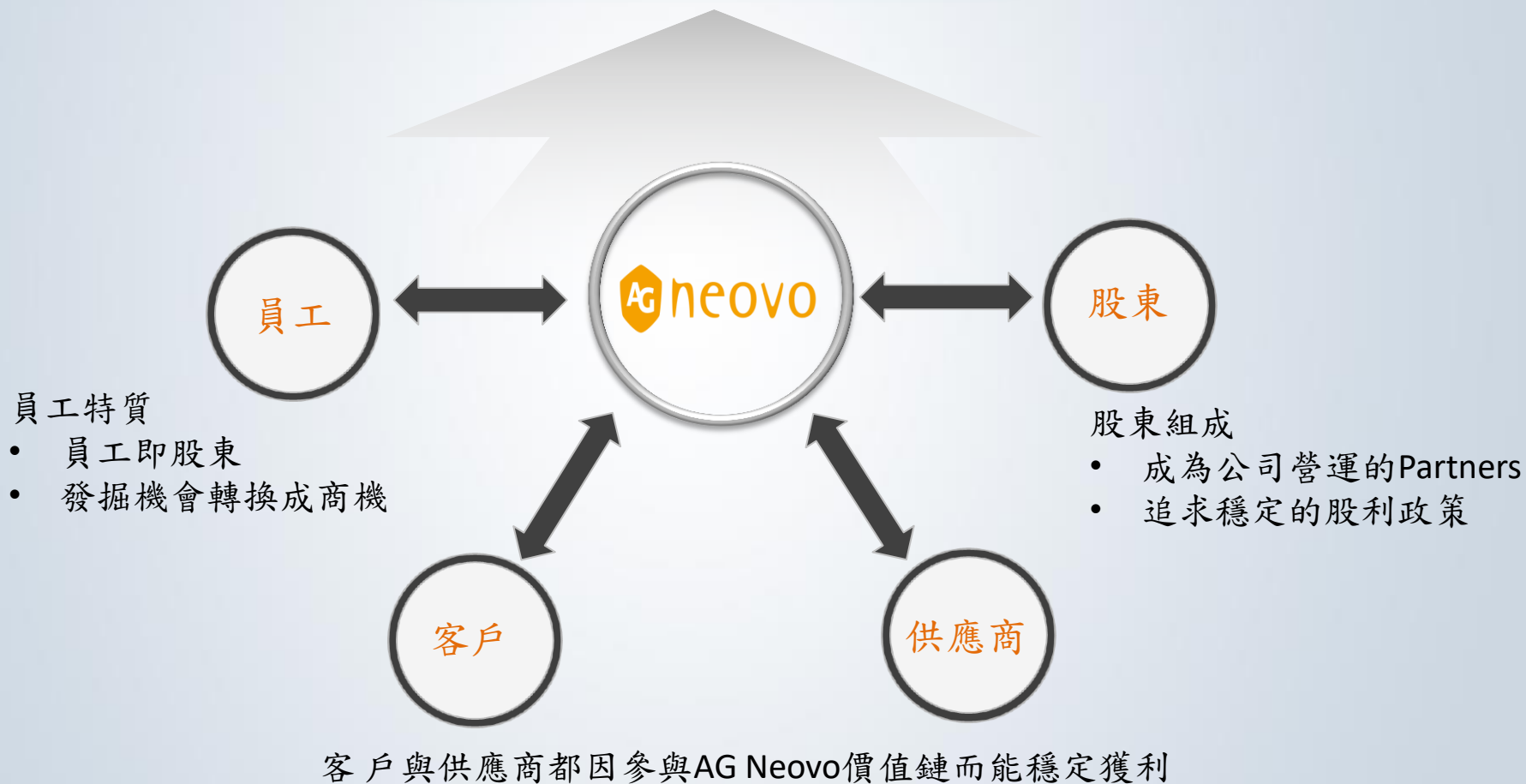
「病從口入」一旦細菌從嘴巴進入血液，它就能進入身體的任何地方，都可能造成感染。口腔與牙齒是人體的重要器官，隨著年齡增加，口腔機能也會逐漸下降，根據國內研究調查顯示，定期洗牙與降低腦中風、心肌梗塞、以及食道癌的風險有顯著相關！足見口腔保健已是目前國人不可輕忽的重要議題。

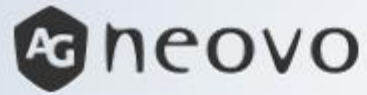
根據我國國家發展委員會於2015年所做的統計，預估2018年我國65歲以上人口會佔14%，台灣將成為「高齡社會」，其中60萬人需要長期照護，有鑑於此，最新長照2.0政策已將口腔照護正式納入服務範圍，長照需求者若無法順利的咀嚼、吞嚥，將會增加罹患慢性病的風險，對健康和生命都有嚴重的威脅！社團法人中華牙醫學會林俊彬理事長表示：「我們需要加強長照服務需求者在日常生活裡的口腔衛生保健與定期檢查，因為早期發現、早期治療，可以降低罹患較嚴重的口腔疾病的機率。」



四、策略與展望

安全與穩定的社會





Thank You

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