

2019 年法說會

Date: 26 June 2019

Presented by: 偉聯科技股份有限公司

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財務面－最近五年合併綜合損益表

單位：新台幣千元	2014	2015	2016	2017	2018
營業收入淨額	684,372	681,116	757,963	744,271	746,609
營業成本	(480,050)	(529,055)	(554,011)	(530,228)	(505,447)
營業毛利	204,322	152,061	203,952	214,043	241,162
營業費用	(196,496)	(210,872)	(210,553)	(201,841)	(218,264)
營業利益(損失)	7,826	(58,811)	(6,601)	12,202	22,898
營業外利益(損失)	(6,384)	2,675	(1,946)	2,315	(5,804)
稅前利益(損失)	1,442	(56,136)	(8,547)	14,517	17,094
所得稅費用	(829)	(307)	292	(5,923)	(4,998)
本期淨利(損)	613	(56,443)	(8,255)	8,594	12,096
每股盈餘(損)	0.01	(1.08)	(0.16)	0.16	0.23

財務面－最近五年合併資產負債表

單位：新台幣千元	2014/12/31	2015/12/31	2016/12/31	2017/12/31	2018/12/31
現金及約當現金	171,885	96,716	94,787	108,369	100,314
應收帳款淨額	62,056	81,366	89,378	86,269	98,560
其他應收款	2,006	937	222	406	419
存貨	211,809	278,384	184,064	210,915	205,082
預付款項	28,408	10,655	7,238	6,045	5,431
其他流動資產	1,154	883	1,167	1,705	1,173
流動資產總計	477,318	468,941	376,856	413,709	410,979
非流動資產	379,587	397,324	383,790	378,283	406,929
資產總計	856,905	866,265	760,646	791,992	817,908
短期借款	40,000	173,528	89,729	88,299	117,448
應付帳款	66,840	63,716	63,762	66,681	42,852
其他應付款	53,908	48,309	46,024	61,113	65,979
負債準備	4,807	7,678	5,024	4,108	2,413
其他流動負債	3,788	3,222	3,472	4,169	3,007
流動負債總計	169,343	296,453	208,011	224,370	231,699
非流動負債	945	945	945	945	945
負債總計	170,288	297,398	208,956	225,315	232,644
股東權益總計	686,617	568,867	551,690	566,677	585,264

Vision/Mission

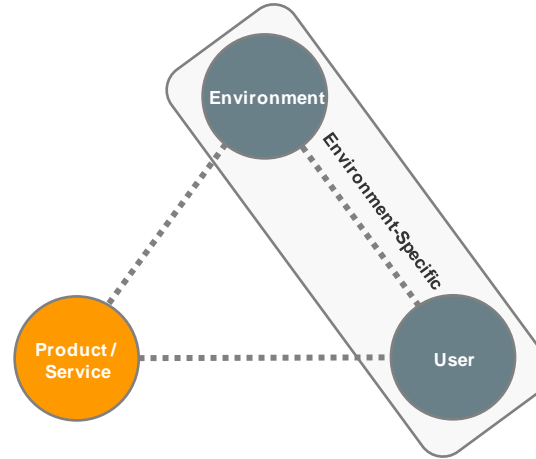
- **Vision:** 成為能充分彰顯AG Neovo價值鏈中所有關係人價值的商業平台.
- **Mission:** 建立有效連結前端客戶需求與後端產品廠商優勢的服務平台, 與平台上所有關係人共創並共享利潤.

*The Facilitator and Accelator between the
First mile and the Last mile*

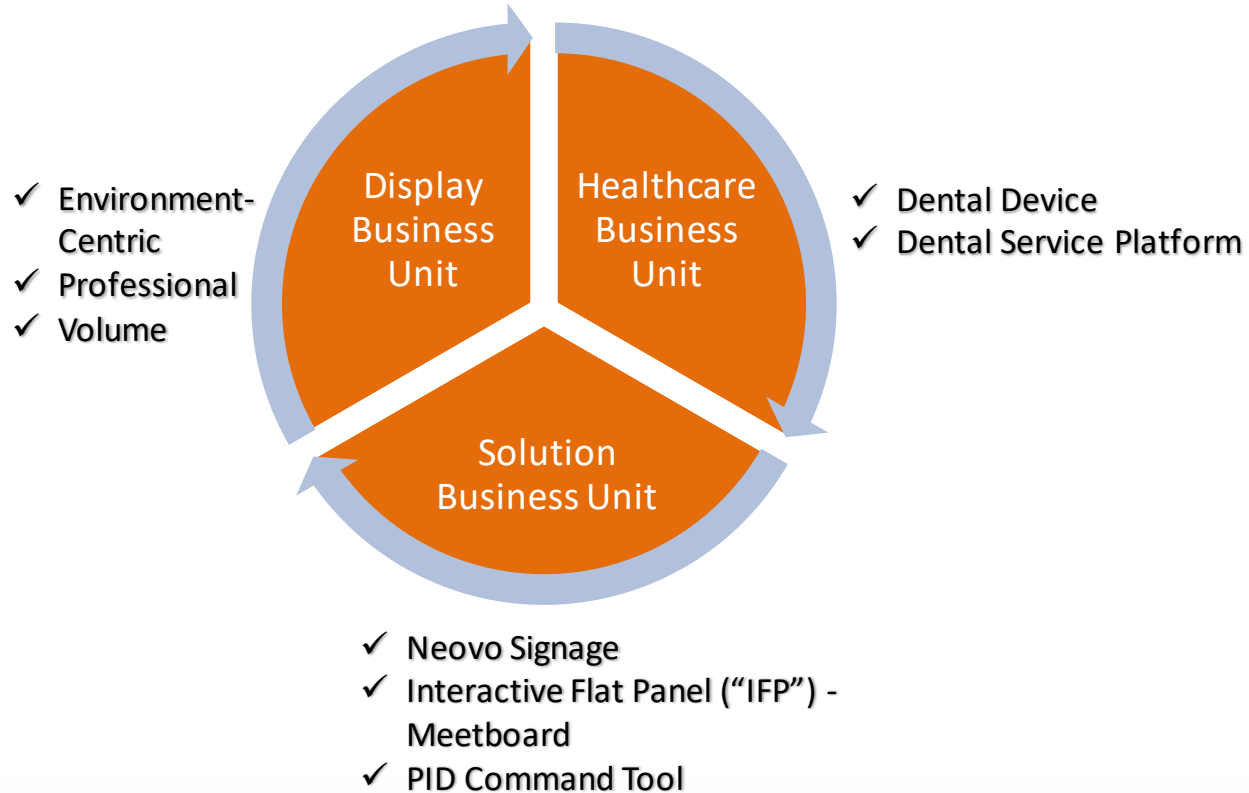
AG Neovo Brand Concept: Environment-Specific

Many users choose a display based on the environment in which the display will be used, relying on both function and form to make their decisions.

Therefore, AG Neovo Product / Service are created to deliver a “environment-specific” solution, which has shaped the uniqueness of the AG Neovo brand.



AG Neovo Business Units

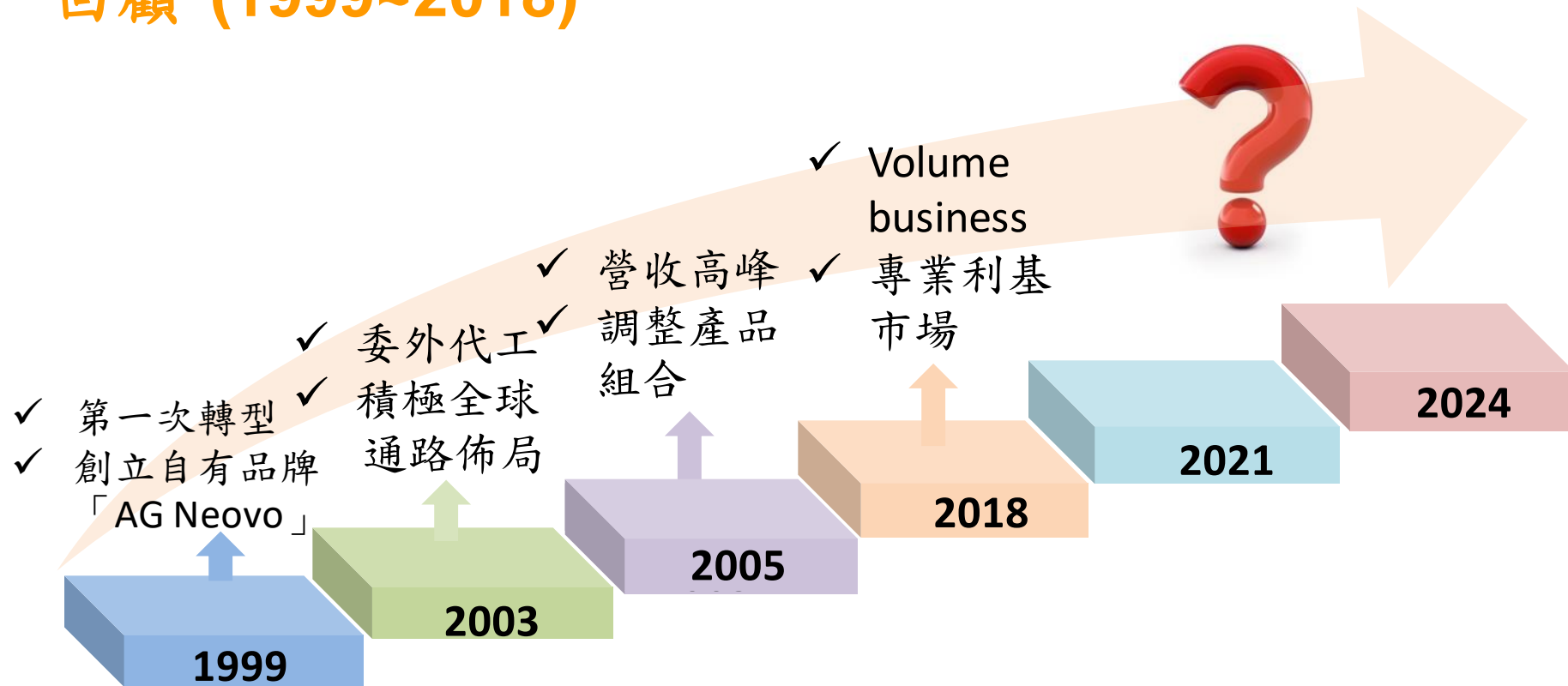




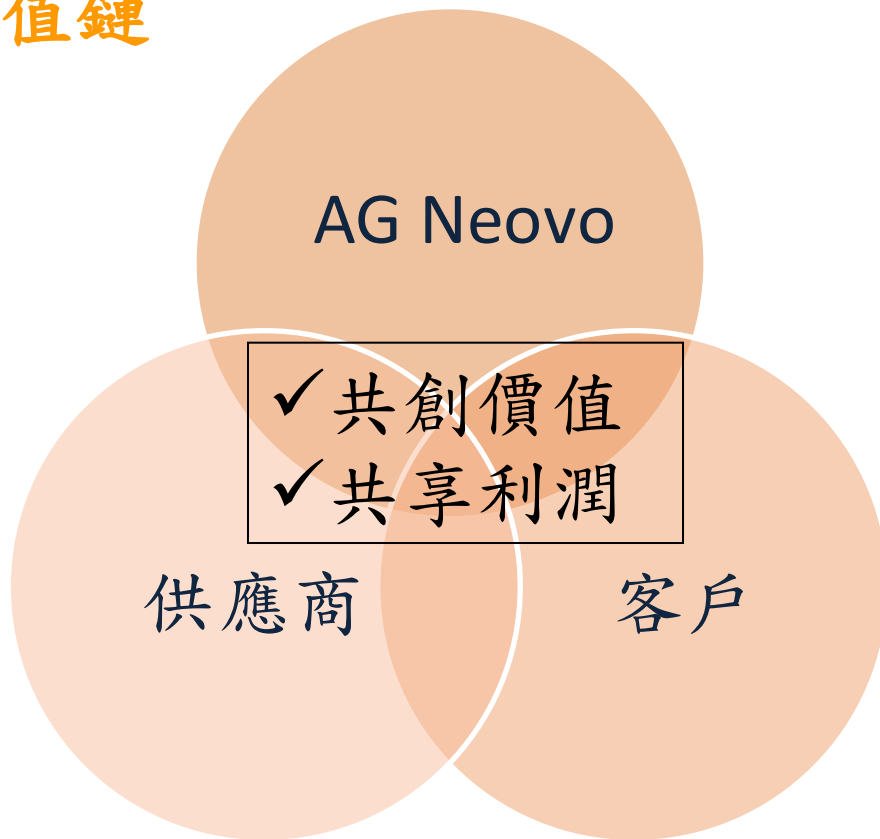
THE DISPLAY CHOICE
OF PROFESSIONALS™

AG Neovo Display

回顧 (1999~2018)



AG Neovo價值鏈



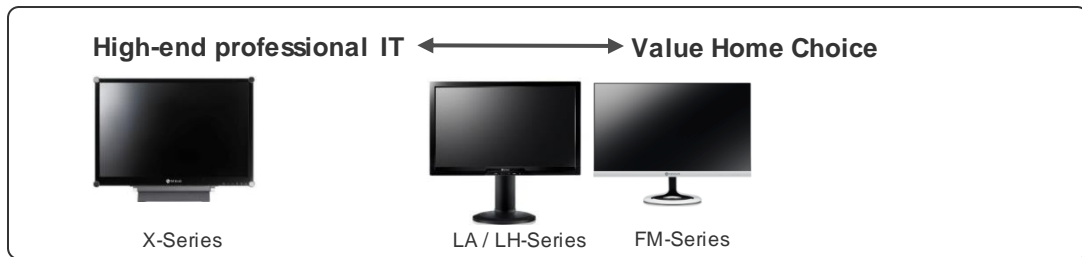
發展策略(方向)



Action Plan

Security & Surveillance

- 優化產品組合



Security & Surveillance

- 供應鏈的調整



Security & Surveillance

- 客製化服務



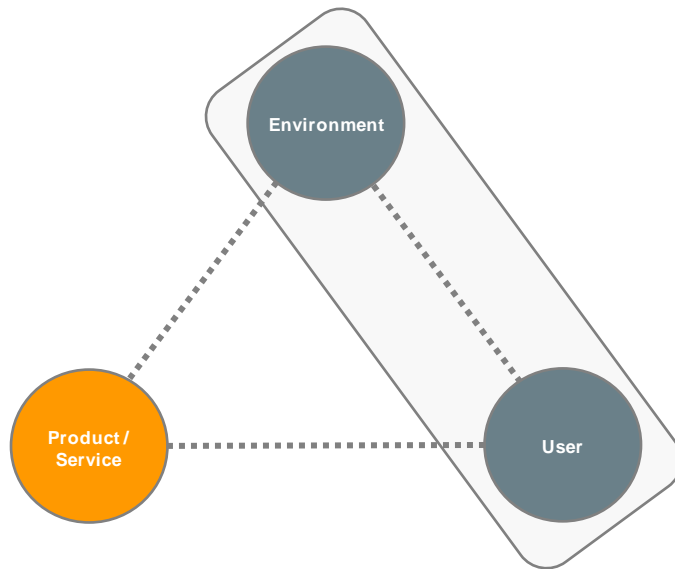
Security & Surveillance

- 深耕市場



Professional/Niche Market

- 以Environment-Centric為核心價值



Professional/Niche Market

- 與外部專業團隊聯盟, 加速專業市場產品上市



Professional/Niche Market

- 佈建通路與售後服務系統

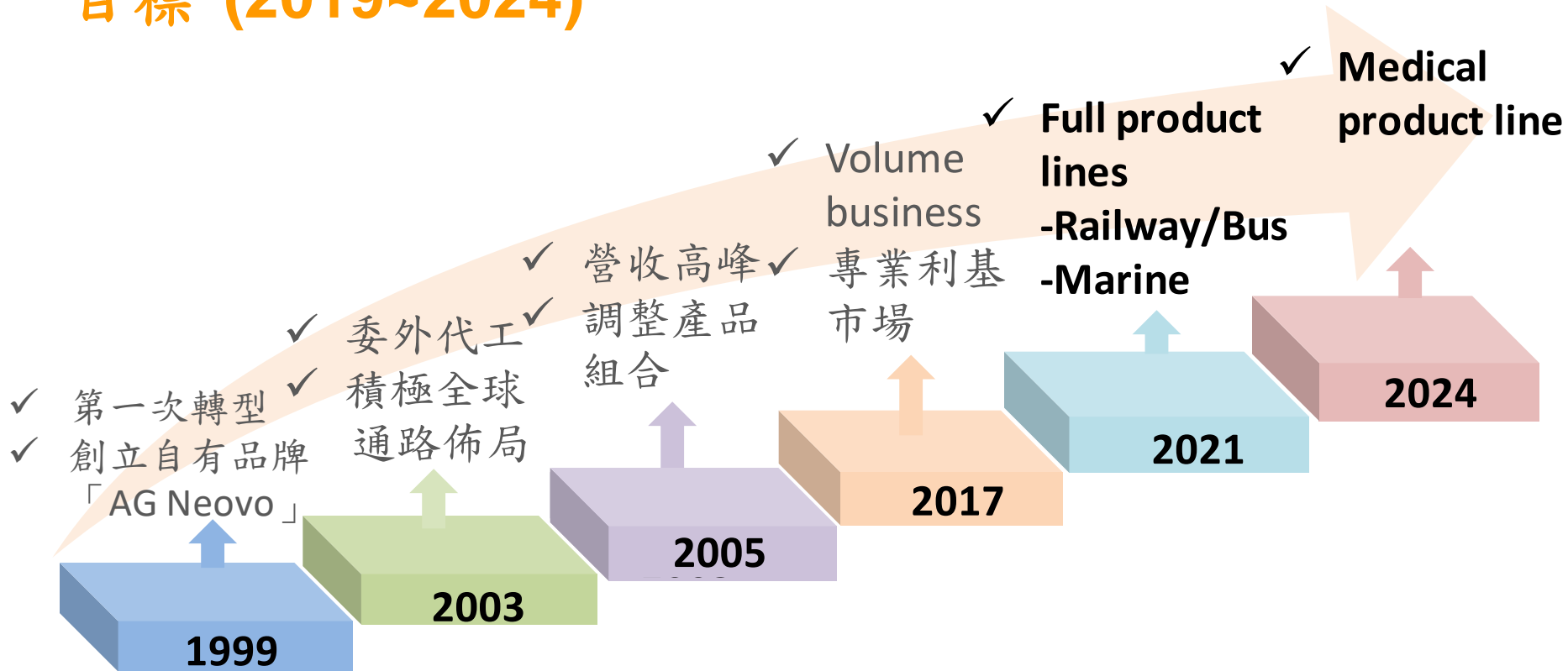


Professional/Niche Market

- 技術支援中心



目標 (2019~2024)



AG Neovo Solutions

AG Neovo Transformation

Where To Go?

In past 10 years, AG Neovo learnt market needs from many business partners around the world, including distributors, system integrators, resellers and even end users.

Creating specific products or solutions to fit specific environment and application is always the AG Neovo spirit.

Providing not only professional displays but **displaycentric solutions** will be one of the new direction for AG Neovo.

Know customers' pain points, thoughtful and provide flexible solutions will be the key differentiation of AG Neovo Solutions.





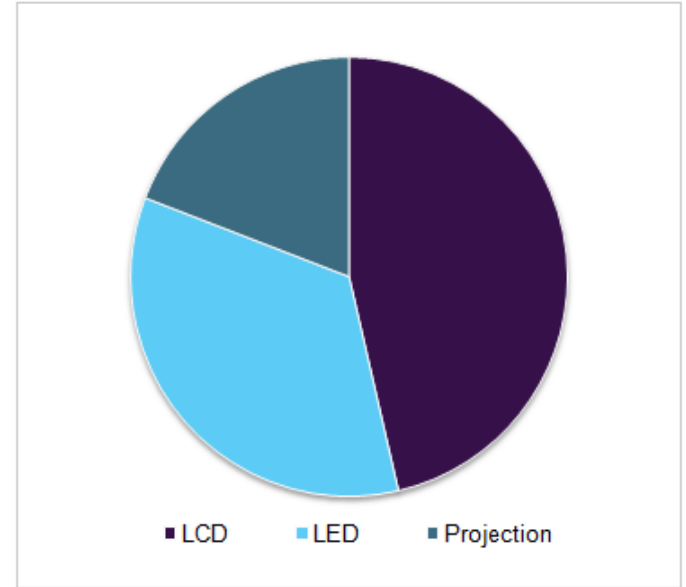
Trends

Digital Signage Market Trends

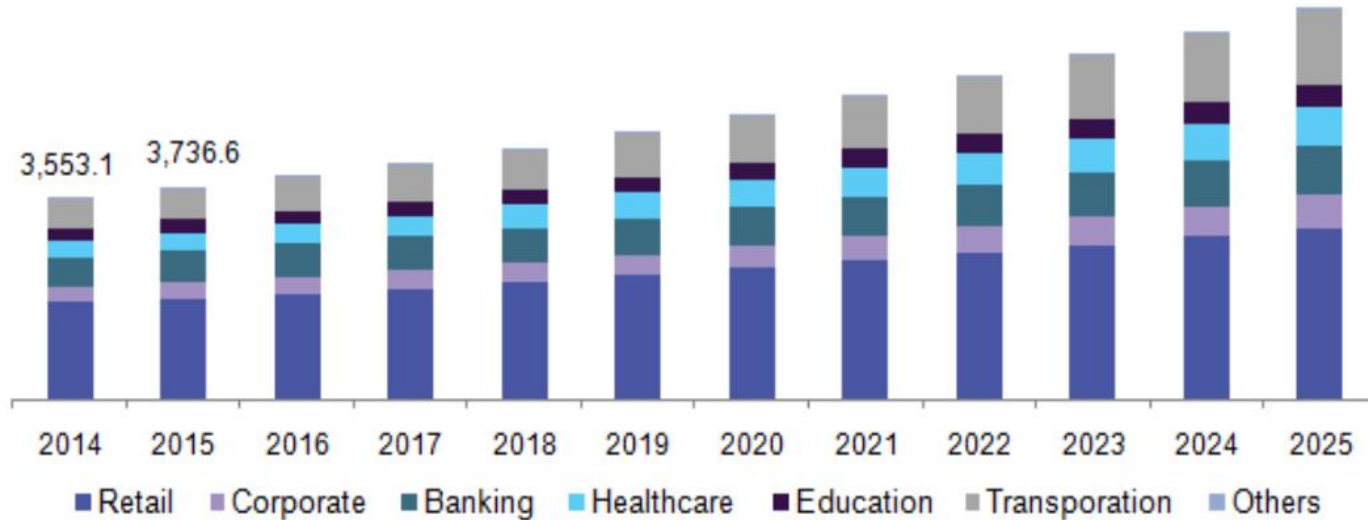
The increasing demand for digital signage in public and commercial sectors, advancements in technology offerings and rising infrastructure are the key driving factors for the digital signage market.

There is an increasing demand for **customized solutions** and **software** used in the commercial sector; it makes the system **interactive and user-friendly**. This leads to improved customer retention by providing an enhanced experience for customers through **interactive screens**. **Content management system** is widely used in the market for effective management of content to be displayed on digital signage systems.

Digital signage market by technology, 2016

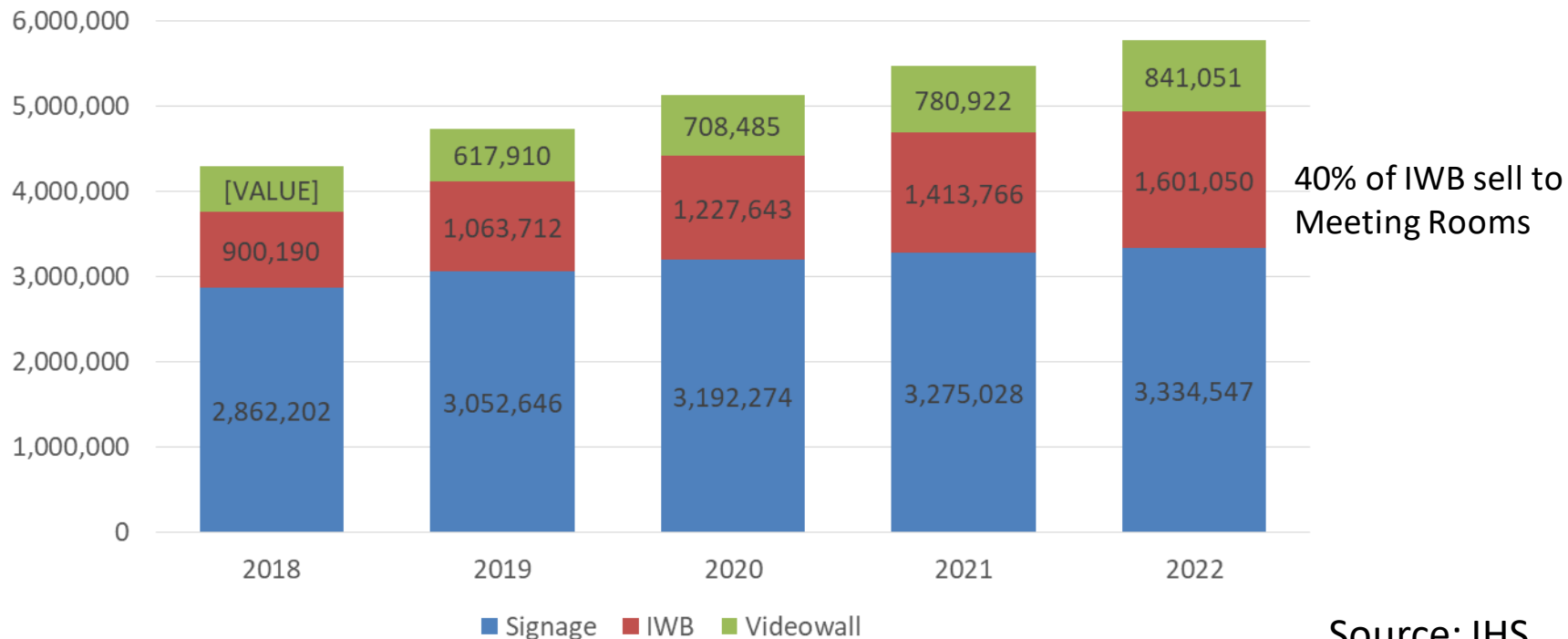


Digital Signage Market Trends



The digital signage market is expected to grow to **USD 32.84 Billion by 2023**, at a CAGR of 7.4%

Large Format Displays Market Trends



Goals

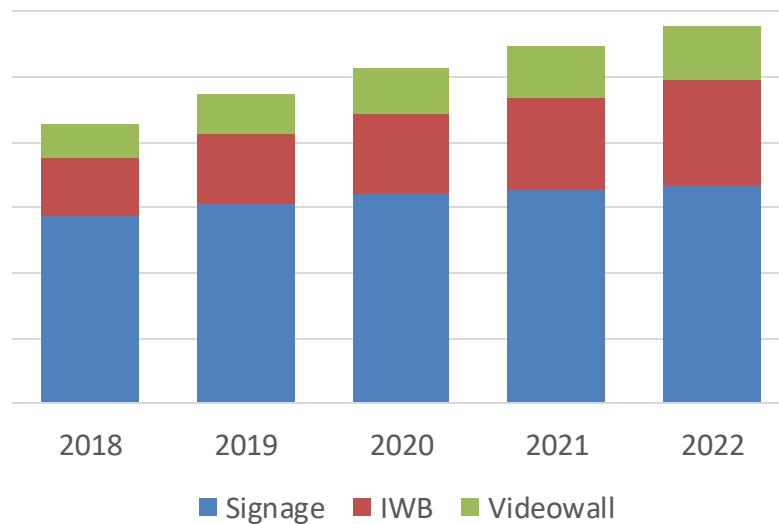
Goals for Large Format Displays market share by 2021

0.5% market share of **Digital Signage** and **Video Wall displays**.

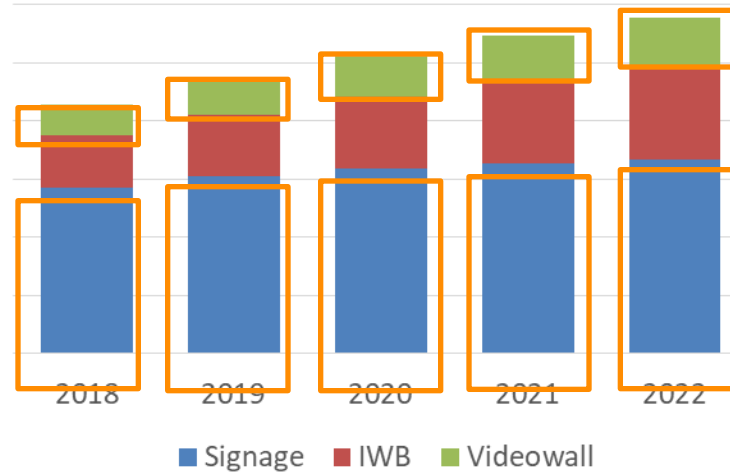
1.5% market share of **Meeting Room AIO**.

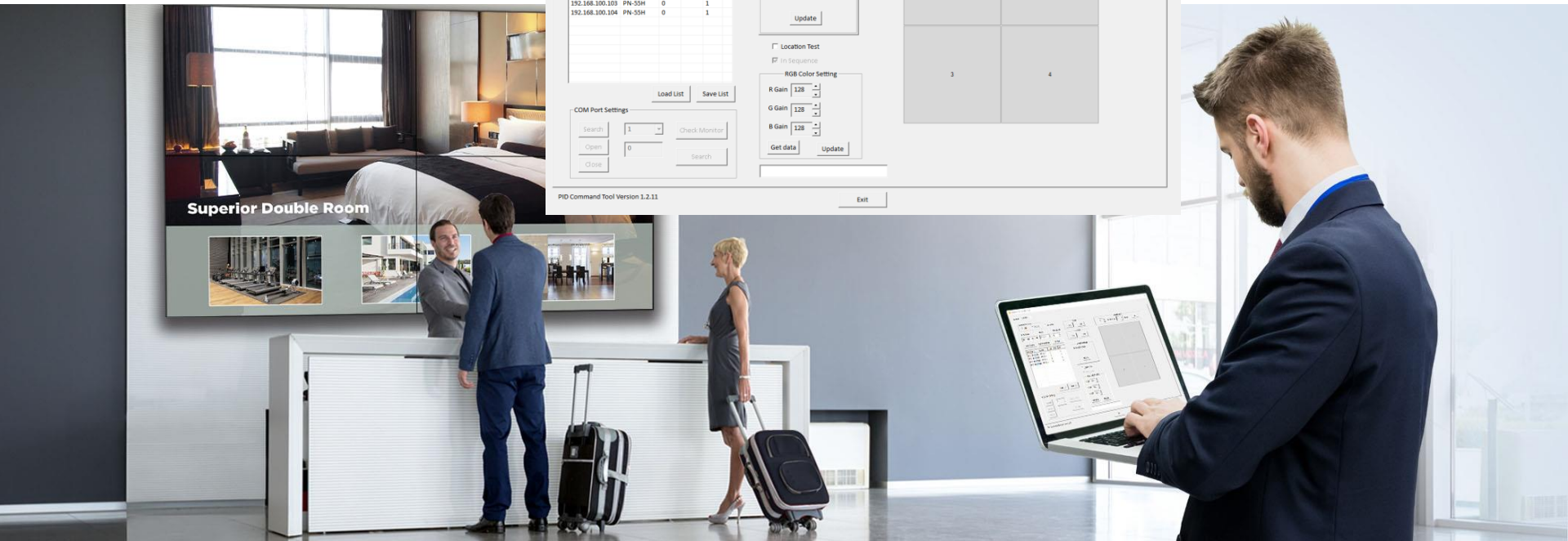
AG Neovo Solutions Focuses

Three Focuses



PID Command & Control Software





AG Neovo PID Command Tool

Control UniWall

Comms Interface
☒ LAN ☐ RS-232 Lock Model

IP Address: 192.168.100.104 Model: PN-SSH Monitor ID: 1

Add Device Remove Device IP Scan

IP Address	Model	LINK	Pos	ID
192.168.100.101	PN-SSH	0	1	1
192.168.100.102	PN-SSH	0	1	1
192.168.100.103	PN-SSH	0	1	1
192.168.100.104	PN-SSH	0	1	1

Load List Save List

COM Port Settings
Search: 1 Check Monitor
Open: 0 Search
Close

Power
On Off

UniWall
On Off

UniWall Settings
☒ Enable UniWall
Update

Location Test
☒ In Sequence

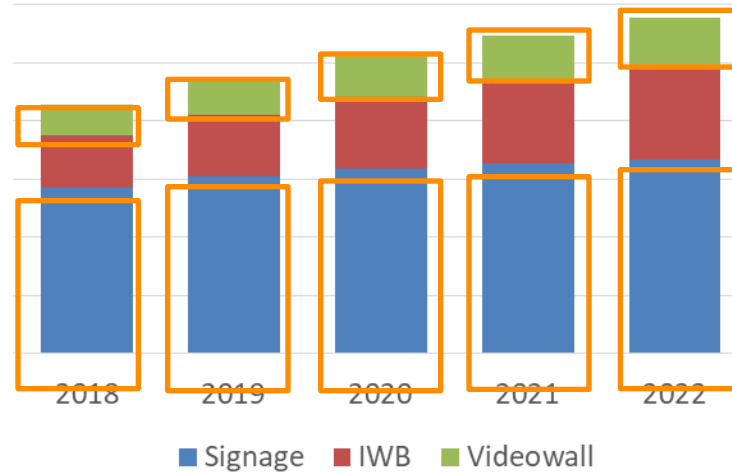
RGB Color Setting
R Gain: 128
G Gain: 128
B Gain: 128
Get data Update

UniWall Matrix
Columns by: 2 Rows: 2 Set

1	2
3	4

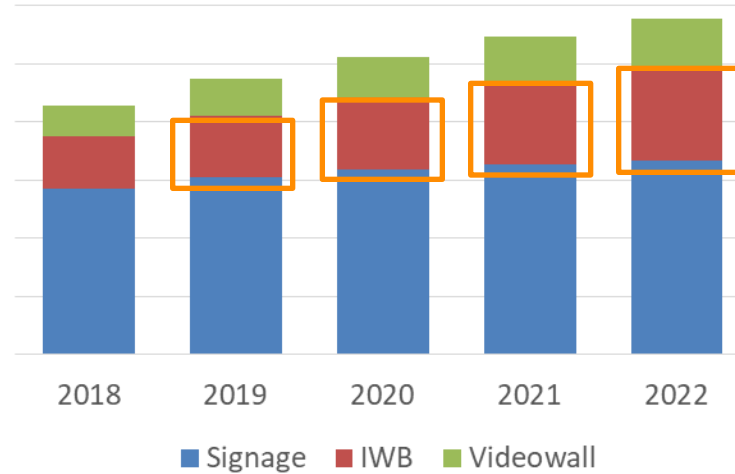
PID Command Tool Version 1.2.11 Exit

Cloud and LAN Based Digital Signage CMS





Meeting & Collaboration Solutions



Meetboard. 



Webcam and Speakers
for videoconference



Wi-Fi Adapter for
wireless communication



Slot-in PC for diverse
application needs



External Storage for
easy files access

AG Neovo Healthcare

AG Neovo Healthcare 的初心



台灣人口老化、在宅醫療、偏鄉醫療

65歲以上人口比例

12%
2014年



44%
2060年

在宅牙醫服務人數

30人
2011年

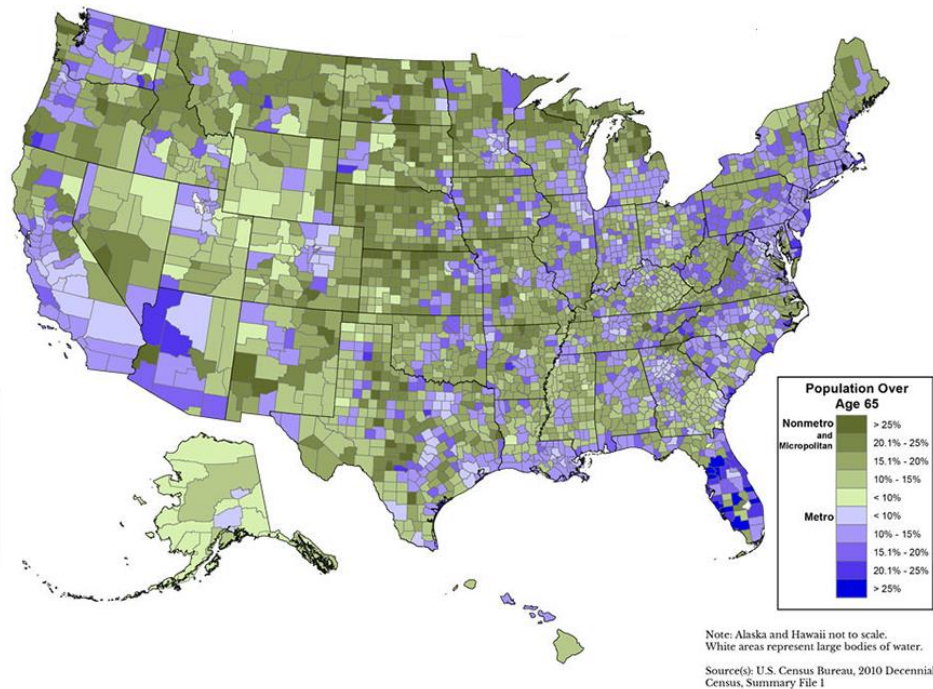
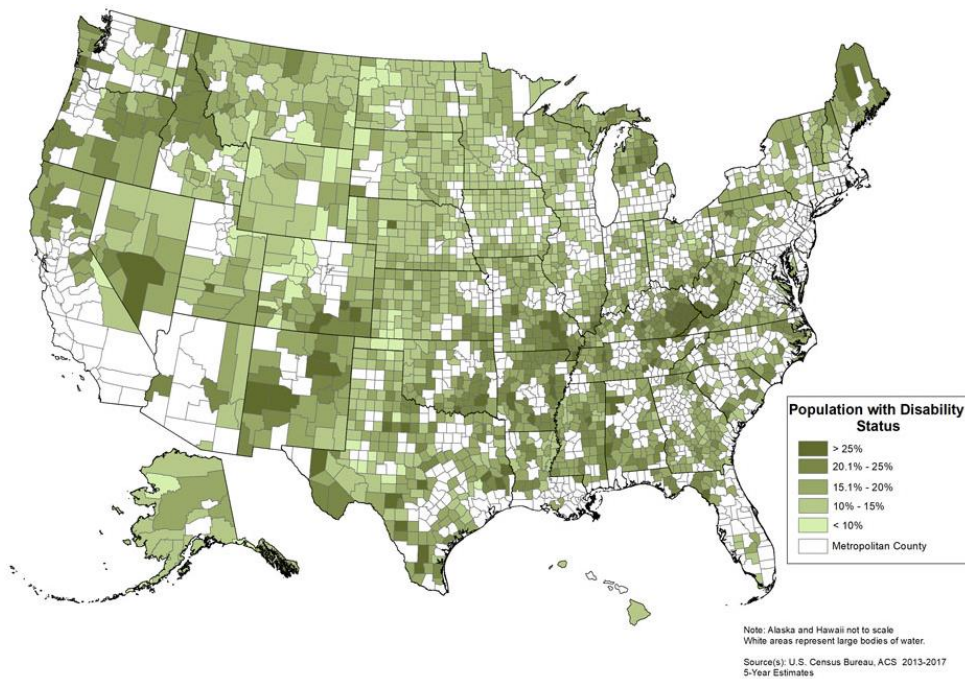


超過460人
2017年



<https://ppt.cc/fE37Ox>

USA 偏鄉地區行動不便及人口老化分佈



<https://ppt.cc/fTeifx> <https://ppt.cc/f3SUZx>

AG Neovo Healthcare 願景

醫療服務網

商業平台



AG Neovo Dental

2012

AG neovo
DENTAL

2016

成功打入全美第前三
大經銷商並擴充經銷
管道

2019

AG neovo
HEALTHCARE

2014

AG Neovo美國
開始銷售並積極
參加牙材展

2018

-取得ISO 13485認證
-增加策略合作夥伴

■ 0-9%
■ 10-19%
■ 20-24%
■ 25-29%
■ 30+%
■ No data

<https://ppt.cc/f62L5x>

AG neovo

USA



AG Neovo
||
Product Brand
+
Service Brand



USA規劃-Sales Rep & 通路增加



未來規劃-銷售對象調整



未來規劃-豐富產品線



未來規劃-銷售方式調整



未來規劃-增加經銷商產品上線

1

STRATEGIC FIT.

Patterson strives to provide products that align closely with, or work in conjunction with, existing product categories.

2

FINANCIAL VIABILITY.

Our business model requires industry-standard gross profit margins, while maintaining competitive price points.

3

COMPETITIVE ADVANTAGE.

Our sales force is energized by unique, exclusive products that provide strong value to customers. Product differentiation is crucial, and emotional appeal is also important, especially when tied to a rapidly expanding business opportunity implied by the product.

4

PARTNER VIABILITY.

The ideal situation exists when the potential business partner relationships will be healthy, all parties are capable of meeting long-term obligations and win-win relationships can be established.




PATTERSON[®]
DENTAL

BencoDental



 **HENRY SCHEIN[®]**
SOLUTIONS FOR HEALTH CARE PROFESSIONALS

未來規劃-經銷商Marketing Program



EXAMPLE SPREAD

PACKAGE STUFFER PROGRAM



未來規劃-Dental Exhibition



目標走向全世界





Thank You

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