凌華科技股份有限公司
-法人座談會

2019年3月25日

ADLINK
Leading EDGE COMPUTING

會議議程

財報資料	陳淑芬 財務協理
營運概況及展望	鄒大智 CFO全球財務長
Q&A	

Disclaimer

These presentations and discussions contain certain forward-looking statements with respect to the results of operation, financial condition and current expectation about future events. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future.

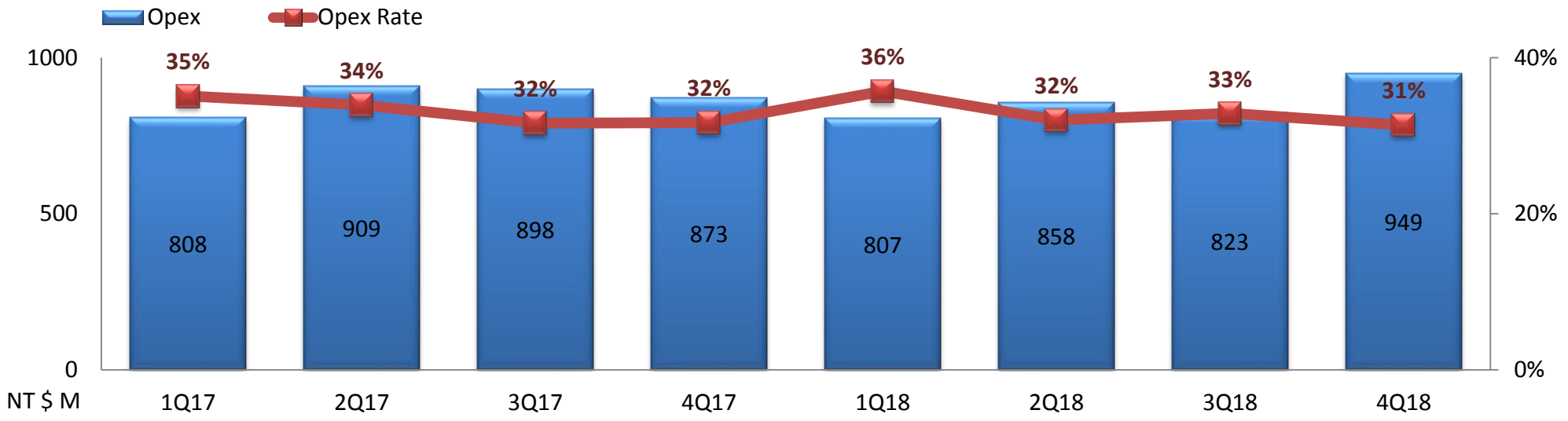
We undertake no obligation to publicly update or revise any forward looking statements whether as a result of new information, future events or otherwise. The actual result could differ materially from those anticipated in these forward looking statements.

合併綜合損益表

單位：新台幣百萬元，惟每股盈餘為元

	1Q'18	2Q'18	3Q'18	4Q'18	2018	2017	YoY
	金額	金額	金額	金額	金額	金額	%
銷貨收入淨額	**2,260**	**2,683**	**2,506**	**3,028**	**10,477**	**10,668**	-2
銷貨毛利	**811**	**928**	**905**	**1,083**	**3,727**	**3,963**	-6
銷貨毛利率	*36%*	*35%*	*36%*	*36%*	*36%*	*37%*	
營業費用	807	858	823	949	3,437	3,488	-1
營業淨利	**5**	**70**	**82**	**133**	**290**	**475**	-39
營業淨利率	*0.2%*	*3%*	*3%*	*4%*	*3%*	*5%*	
營業外收入及支出	13	-11	-6	16	12	31	-60
稅前淨利	**17**	**59**	**76**	**150**	**302**	**506**	-40
本期淨利	**22**	**47**	**58**	**118**	**245**	**390**	-37
每股盈餘(NT$)	**0.10**	**0.22**	**0.27**	**0.53**	**1.12**	**1.79**	-37

營業費用明細



單位：新台幣百萬元	1Q'18	2Q'18	3Q'18	4Q'18	2018		2017		YoY
	金額	金額	金額	金額	金額	%	金額	%	%
推銷費用	246	274	266	309	1,096	10	1,027	9	7
管理費用	189	203	188	236	817	8	890	8	-8
研究費用	371	380	369	404	1524	15	1572	15	-3
營業費用	**807**	**858**	**823**	**949**	**3,437**	**33**	**3,488**	**32**	**-1**

合併資產負債表摘要及財務指標

單位：新台幣百萬元	2018.12.31	2017.12.31
現金及金融資產	1,421	1,404
應收款項	2,029	1,794
存貨	2,596	2,275
應付款項	1,676	1,452
銀行借款	818	526
負債總額	**3,711**	**3,174**
權益總額	**4,568**	**4,626**
資產總額	**8,279**	**7,800**

應收帳款週轉天數	66.6	64.3
存貨週轉天數	131.7	108.9
應付帳款週轉天數	84.6	79.8
現金轉換循環天數	113.7	93.5
負債佔資產比率	44.8%	40.7%
股東權益報酬率	5.3%	8.4%
每股淨值	21.0	21.3

合併現金流量表

單位：新台幣百萬元

	2018	2017	YoY($)
營業活動之淨現金流入	**162**	**406**	**-245**
稅前淨利	302	506	-204
折舊及攤銷	278	298	-20
營運資產及負債淨變動	-407	-555	148
投資活動之淨現金流入(出)	**-159**	**125**	**-284**
無活絡市場之債務工具投資淨變動	0	310	-310
資本支出淨變動	-147	-174	27
籌資活動之淨現金流出	**-13**	**-580**	**567**
發放現金股利	-326	-393	66
銀行借款淨變動	303	-189	491
匯率變動影響數	27	-75	103
現金及約當現金淨增加(減少)數	**17**	**-124**	**141**

Business Outlook

Jeff Chou

CFO

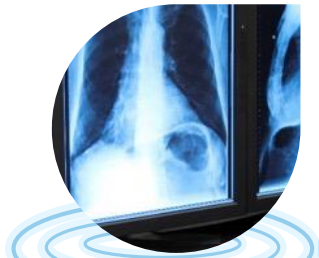
Business Units & Capabilities

Addressing Domain-specific and COTS Requirements

IoT Applications

Machine Vision

Gaming


Medical Imaging

Telecom Core

Military

IST : IoT Solutions & Technologies

- Open Instr. : Data Acquisition, Module Instr.
- Smart Factory : Motion, Vision and Industry IO
- Connected Factories : Machine Condition Monitoring, AOI

EPM: Embedded Platforms & Modules

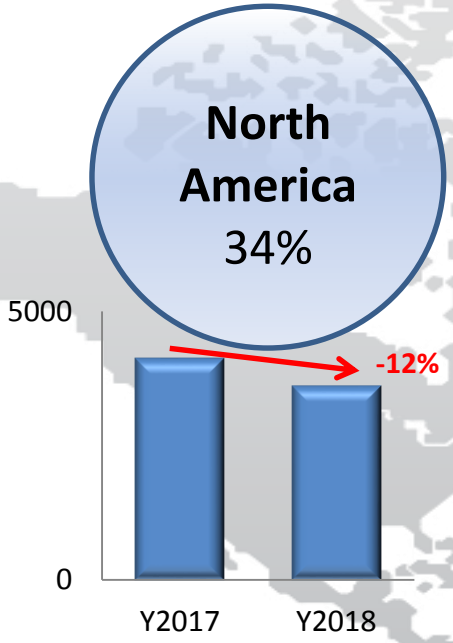
- IoT gateways for brownfield & greenfield connections
- Application-ready building blocks for faster TTM
- Intelligent Modules : CPU, GPGPU, VPU and FPGA

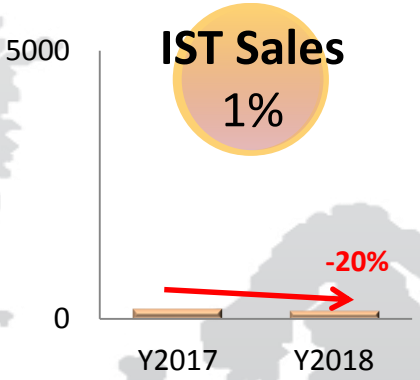
NCP : Networking, Communications, Public

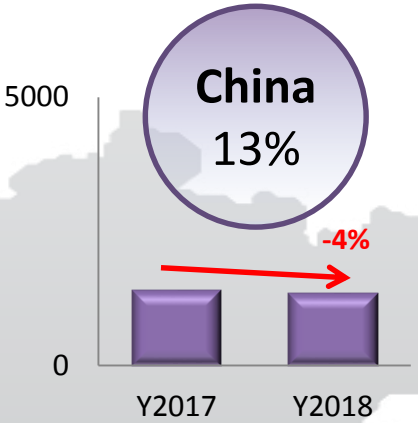
- Extreme rugged systems for harsh environments
- High performance computing for telecom/Mobile Edge
- Modular architecture for flexibility, dynamic expansion

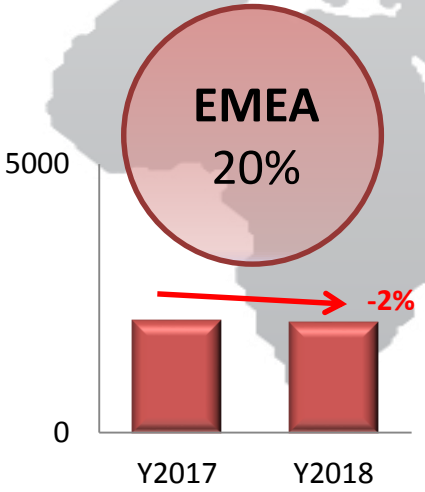
地區別銷貨表及2018年New DW

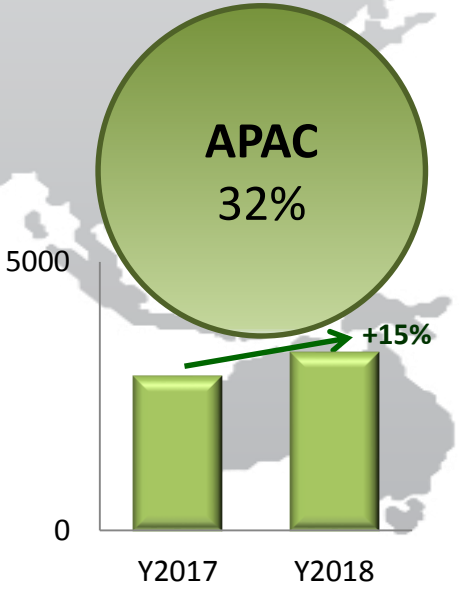
單位: 新台幣百萬元









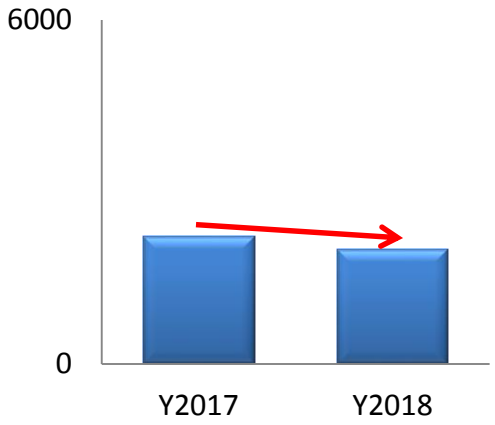


RBU	Y2018 DW
AATI	28
EMEA	18
CHN	24
APAC	26

產品別銷貨表

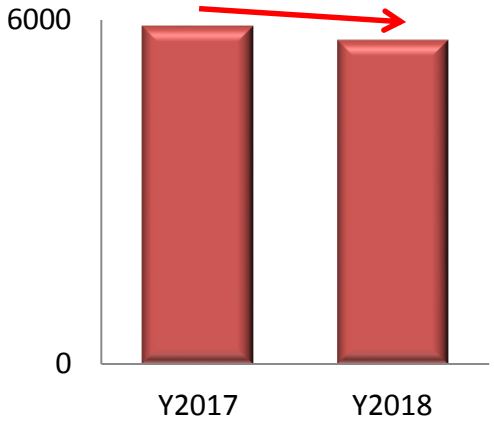
IST, 19%

YOY -10%



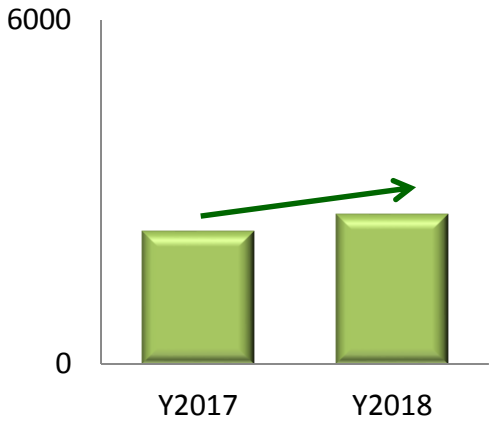
EPM, 54%

YOY -4%



NCP, 25%

YOY +13%



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Q&A

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