

# 合勤投資控股股份有限公司(3704)

## 110年第三季營運報告

110年11月04日

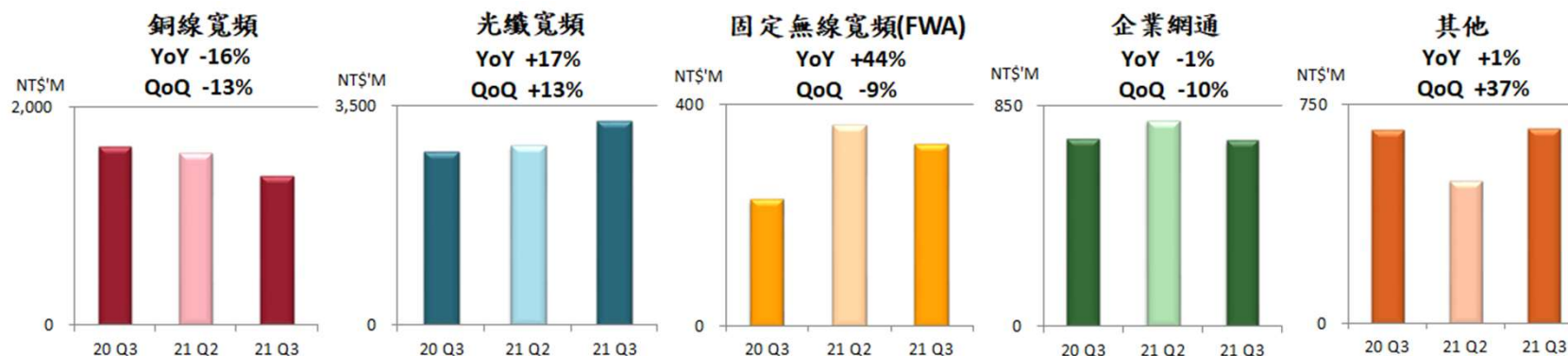
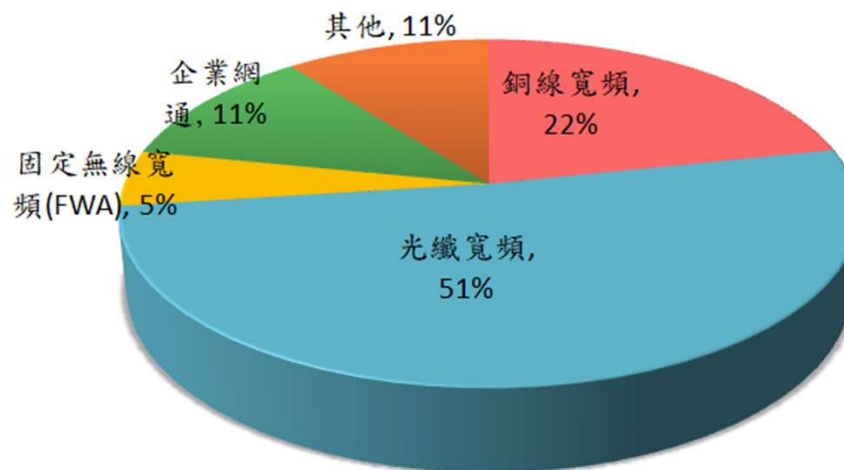
# 投資安全聲明

- 本簡報內容包含歷史資訊及未來性預估。
- 未來性預估受到風險及不確定性因素影響，可能造成公司實際業績及成果與預估有顯著差異。

## 季度綜合損益表

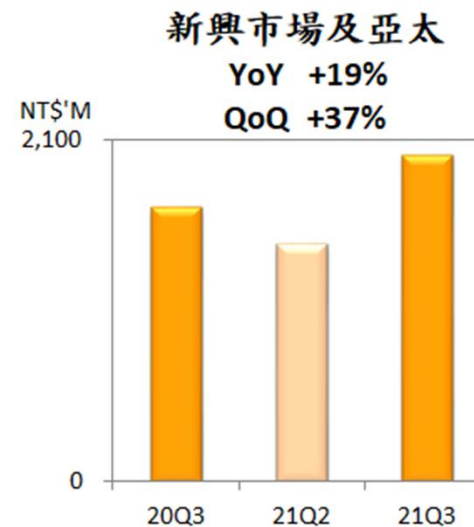
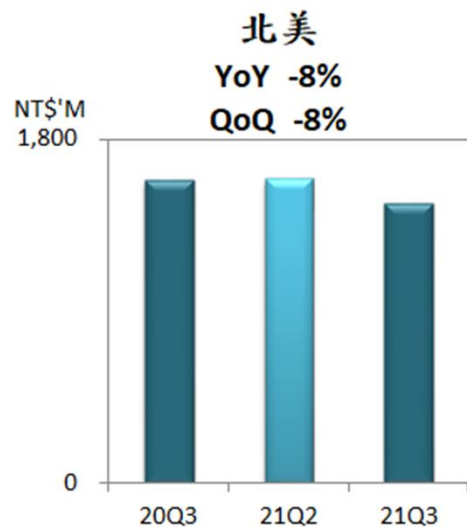
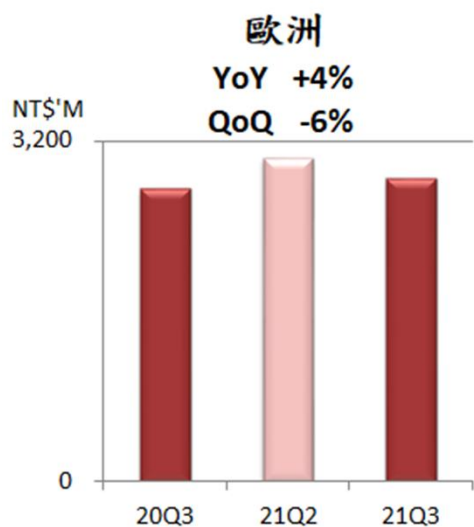
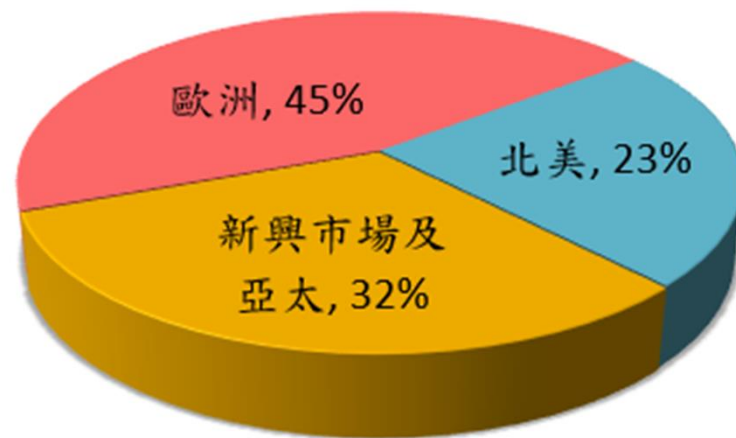
單位:新台幣百萬元	<u>21Q3</u>	<u>%</u>	<u>21Q2</u>	<u>%</u>	<u>20Q3</u>	<u>%</u>	<u>QoQ%</u>	<u>YoY%</u>
營業收入淨額	6,325	100.0%	6,084	100.0%	6,021	100.0%	3.9%	5.0%
營業成本	4,522	71.5%	4,659	76.6%	4,447	73.9%	-2.9%	1.7%
<b>營業毛利</b>	<b>1,803</b>	<b>28.5%</b>	<b>1,425</b>	<b>23.4%</b>	<b>1,574</b>	<b>26.1%</b>	<b>26.5%</b>	<b>14.5%</b>
營業費用	1,148	18.2%	1,084	17.8%	1,076	17.9%	5.9%	6.8%
<b>營業淨利(損)</b>	<b>655</b>	<b>10.4%</b>	<b>341</b>	<b>5.6%</b>	<b>498</b>	<b>8.3%</b>		
營業外收入及支出	(32)	-0.5%	85	1.4%	(15)	-0.3%		
稅前淨利(損)	623	9.8%	426	7.0%	483	8.0%		
所得稅費用(利益)	196	3.1%	59	1.0%	107	1.8%		
稅後淨利(損)	427	6.7%	367	6.0%	376	6.3%		
<b>歸屬予母公司業主 之本期淨利(損)</b>	<b>428</b>	<b>6.8%</b>	<b>367</b>	<b>6.0%</b>	<b>376</b>	<b>6.3%</b>		
每股盈餘(新台幣)	0.97		0.84		0.87			

# 第三季銷售分析-產品別



Note：因Ethernet gateway與wireless extender 以光纖寬頻應用為主，故從銅線寬頻重分類至光纖寬頻。

# 第三季銷售分析-地區別



# 資產負債表及重要財務指標

單位:新台幣百萬元	<u>21Q3</u>	<u>%</u>	<u>21Q2</u>	<u>%</u>	<u>20Q3</u>	<u>%</u>
現金及約當現金	4,508	22%	3,444	19%	3,381	19%
應收帳款	5,668	28%	5,925	32%	5,076	28%
存貨	5,684	28%	4,903	26%	4,738	26%
長期投資	153	1%	174	1%	82	0%
不動產、廠房及設備	1,693	8%	1,653	9%	1,562	9%
其它	2,343	12%	2,412	13%	3,053	17%
<b>資產總計</b>	<b>20,049</b>	<b>100%</b>	<b>18,511</b>	<b>100%</b>	<b>17,892</b>	<b>100%</b>
流動負債	8,507	42%	9,304	50%	9,558	53%
非流動負債	2,557	13%	672	4%	596	3%
<b>負債總計</b>	<b>11,064</b>	<b>55%</b>	<b>9,976</b>	<b>54%</b>	<b>10,154</b>	<b>57%</b>
<b>股東權益總計</b>	<b>8,985</b>	<b>45%</b>	<b>8,535</b>	<b>46%</b>	<b>7,738</b>	<b>43%</b>
每股淨值	20		19		18	
<b>重要財務指標</b>						
平均收現日數	84		91		71	
平均銷貨日數	108		92		85	
流動比例 (倍)	2.0		1.6		1.3	

# Service Providers Mesh WiFi 6 Series

## Flagship

Dual-Band Wireless AX6000  
Gigabit Ethernet IAD



○ **Model:**  
EX5501

○ **Key features:**

- 4x4 + 4x4 11ax
- EasyMesh standards compliant
- 2.5GbE WAN + 2.5GbE LAN
- TR-069/TR-181
- ZyEE containers
- OPAL

## Premium

Dual-Band Wireless AX6000  
VDSL2/Ethernet IAD



○ **Models:**  
DX5401/EX5401 Series

○ **Key features:**

- 4x4 + 4x4 11ax
- EasyMesh standards compliant
- SFP cage
- TR-069/TR-181
- OPAL

## Cost-effective

Dual-band Wireless AX1800  
VDSL2/Ethernet IAD/Gateway



○ **Models:**  
EX3301/DX3300/EX3301/EX3300 Series

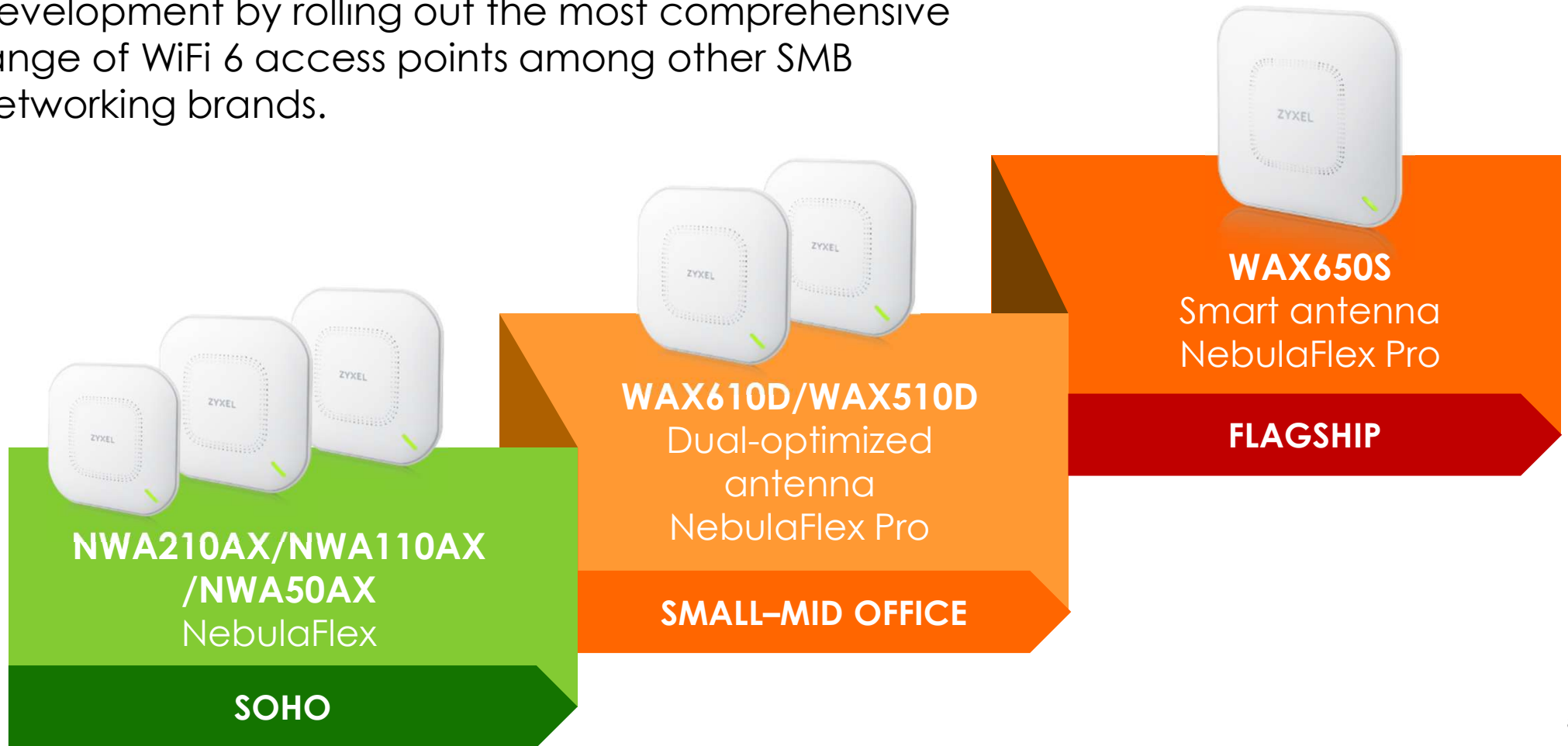
○ **Key features:**

- 2x2 + 2x2 11ax
- EasyMesh standards compliant
- Comprehensive QoS
- TR-069/TR-181
- OPAL



# Commercial WiFi 6 Lineup Time to Market

In 2020, Zyxel led the competition in WiFi 6 product development by rolling out the most comprehensive range of WiFi 6 access points among other SMB networking brands.





# Comprehensive 5G portfolio

## 5G Indoor IAD



**Model:**  
NR5103

**Key features:**

- Sub-6 NSA & SA
- Gigabit LTE DL 1.6 Gbps
- 2.5GbE WLAN + 2.5GbE LAN
- 4x4 + 4x4 11ax
- TR-069/TR-181/TR-143
- FR1 NR 2CC
- Zyxel Air app

## 5G Outdoor IAD



**Models:**  
NR7101/7102/7103 Series

**Key features:**

- Sub-6, NSA & SA
- Support DL up to 5 Gbps
- 802.3af/at 1GE PoE
- TR-069/TR-181/TR-143
- IP68
- Zyxel Air

## 5G Portable Router



**Models:**  
NR2101

**Key features:**

- WiFi 6 11ax
- GbE LAN
- USB 3.1 type C gen. 2
- Quick charge 2.0
- 10 working hours
- 2.4" touch screen

# XGS-PON ONT portfolio

## One-box Solutions



**Model:**  
AX7501

**Key features:**

- 4x4+4x4 11ax
- EasyMesh standards compliant
- SFP+ for active and passive fiber
- TR-069/OMCI/PLOAM
- ZyEE containers
- OPAL

## Two-box Solutions



**Models:**  
PM7300

**Key features:**

- 10GbE LAN
- Multiple deployment scenarios
- Compact design
- TR-069/OMCI
- Comprehensive QoS
- OPAL

# All-in-One PON OLT

SDA3016SS

## 10G

1U Pizza Box 16-port AIO  
PON SDN Access OLT

SDN/NFV-based open,  
programmable interfaces



Disaggregated white-box OLT



Temperature-hardened for  
flexible installation



x86 architecture commercial-  
off-the-shelf (COTS) CPU



Carrier-class compact  
design for ETSI-rack



Support GPON/XGS-PON/Combo-PON

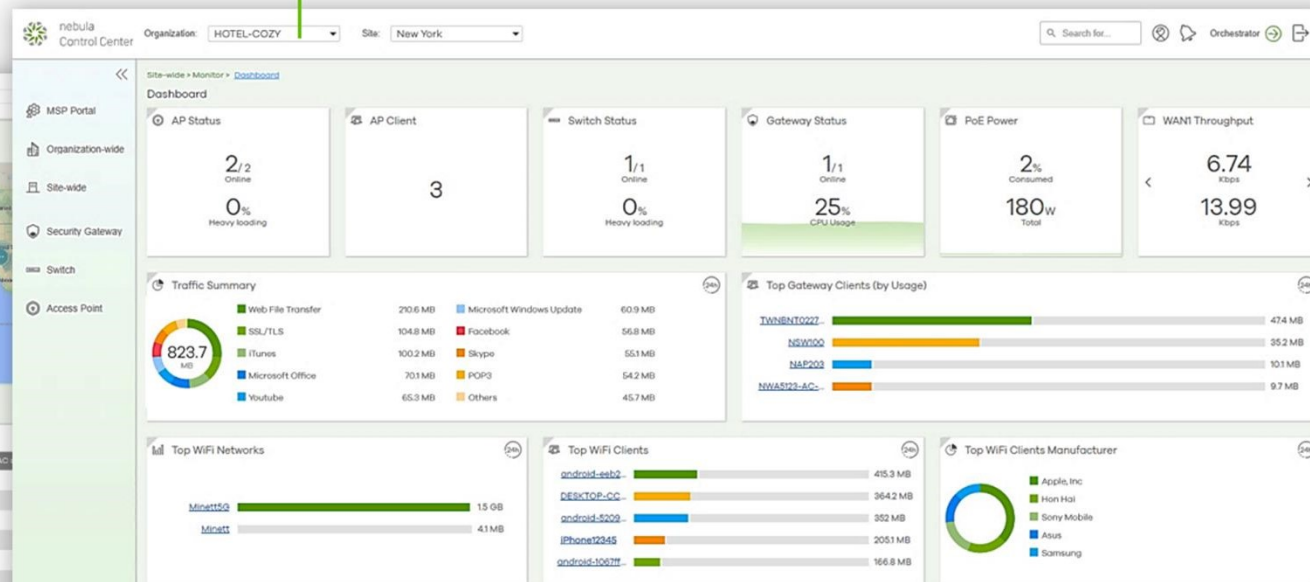


\*Currently not available when managed under Nebula

# Zyxel Networks Portfolio



Nebula Control Center (NCC)



4G LTE/5G NR



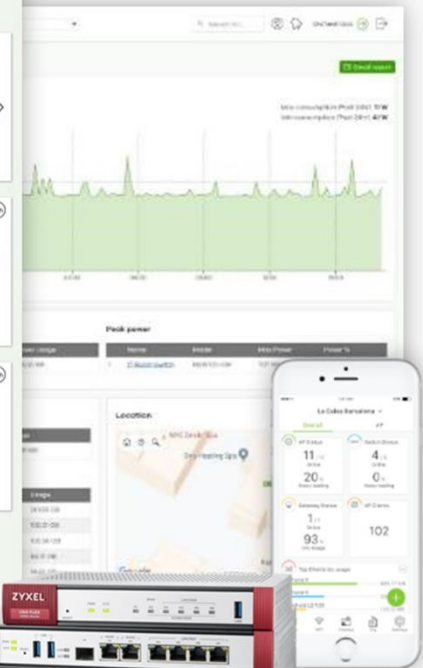
Switch



Access Point



UTM Firewall



# Nebula- First Cloud Solution Customized for SMB



100% cloud,  
achieve true  
ease of use.

Launched in  
2016.



Completed products  
from Security,  
Switch, WLAN to 5G.



80  
products  
supported.

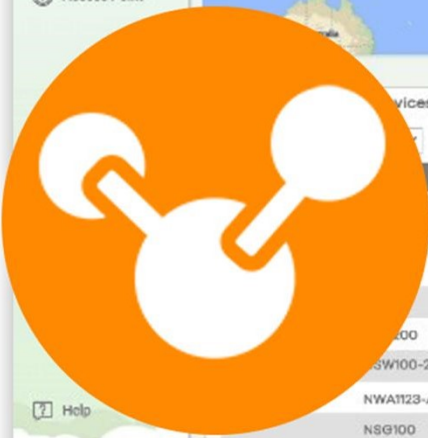




# Nebula Focus Services



- MSP Portal
- Organization-wide
- Site-wide
- Security Gateway
- Switch
- Access Point



Site	MAC address	Tag	number	Configuration st...	Cor
Taipei		50		Not up to date (Re...	
Taipei				Up to date	
Taipei				Up to date	
Taipei				Up to date	
Frankfurt				Up to date	
Frankfurt		LED On		Up to date	
Frankfurt				Up to date	
New York				Not up to date (Re...	
New York			822.20 MB	Up to date	NAP203
New York			650.85 MB	Up to date	NAP102

**MSP**  
**(Managed Service Provider)**

**E-Commerce**  
**Zyxel Circle**

**Zero-Trust**  
**Network Security**

A professional headshot of two individuals against a plain grey background. On the left is a woman with dark hair, wearing a blue patterned top and a pearl necklace. On the right is a man with grey hair, wearing a dark suit jacket over a white shirt and a blue patterned tie. Both are looking directly at the camera.

**Chief Operating  
Officer 營運長**  
林錦蘭 Denise Lin

**President 總經理**  
柯思騰 Karsten Gewecke



「我的目標是帶領合勤團隊對準運營商市場未來對產品的需求。透過完善的中長期技術規劃，將企業資源重新聚焦在高附加值可以重複利用平台的開發，有效的市場行銷把這些平台推出到海外市場，再利用我們熟悉的銷售漏斗管理流程來確定業務能夠確實達到我們成長的目標。

針對一級電信營運商之大型採購案，我們在組織上也會因應作調整：聚焦於提供客戶端對端解決方案，快速回應並滿足大客戶的需求，提高我們面對大型專案的競爭優勢。」

我有信心能夠讓公司的成長動能和歐洲一致，並超越市場對我們的期待。



**President 總經理**  
柯思騰 Karsten Gewecke

展望





Q & A



*Thank you*

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