



# 112年第三季昆盈公司 營運概況報告 KYE Review 2023 Q3

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- 第三季合併營收NT\$2.23億(季增27.5%)

Net Sales NT\$223Mn in Q3 2023 (QOQ+27.5%)

- 三率三升

Rising Rates of GP/OP/Profit before Tax in Q3 2023

毛利率41.4%  
Gross Margin Rate  
41.4%

營業利益率8.9%  
Operating Profit Rate  
8.9%

稅前淨利率17.6%  
Rate of Net Income  
before Tax 17.6%

- 改善的獲利能力 Improving Profitability

前三季資產報酬率  
(ROA) 2.3%

前三季股東權益報酬率  
(ROE) 2.6%

前三季  
EPS \$0.35

# 合併綜合損益 Consolidated Comprehensive P/L



新台幣百萬元in millions of NT\$

項目 Items	2023Q3		2022Q3		QOQ%	YOY%	2023 Q1-Q3		YOY%
營業收入Net Sales	223	100%	307	100%	27.5%	(27.6%)	572	100%	(32.9%)
營業成本COGS	130	58.6%	232	75.5%	15.0%	(43.8%)	349	61.0%	(42.6%)
營業毛利Gross Profit	92	41.4%	75	24.5%	50.6%	22.3%	223	39.0%	(8.8%)
營業費用 Operating Expense	72	32.5%	73	23.6%	13.8%	(0.3%)	206	36.0%	(3.0%)
營業利益 Operating Income	20	8.9%	3	0.9%	949%	595%	17	3.0%	(46.5%)
營業外收支 Non-Operating	19	8.7%	25	8.3%	(37.4%)	(23.8%)	73	12.7%	119%
稅前淨利 Income before Tax	39	17.6%	28	9.2%	37.5%	39.0%	90	15.7%	37.4%
稅後淨利歸屬母公司 Net Income	31	13.9%	39	12.6%	10.9%	(20.0%)	77	13.5%	21.4%
每股淨利 EPS (After-tax)*	0.14		0.17				0.35		

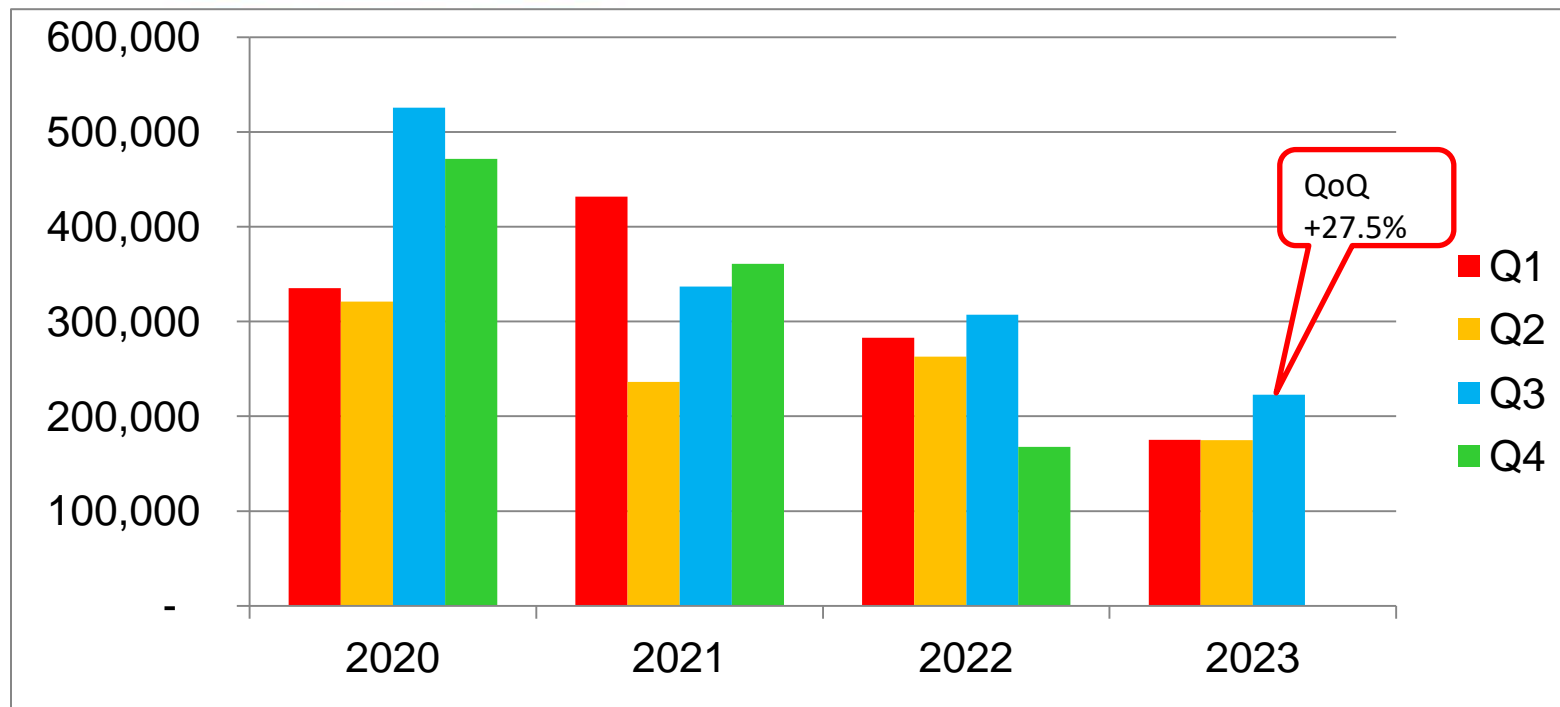
\*Note : EPS are based on the weighted average shares outstanding of 221.5mn in Q1-Q3 2023 .

每股盈餘係以2023 前三季加權平均股本\$22.15億計算

# 季營收 Quarterly Revenues

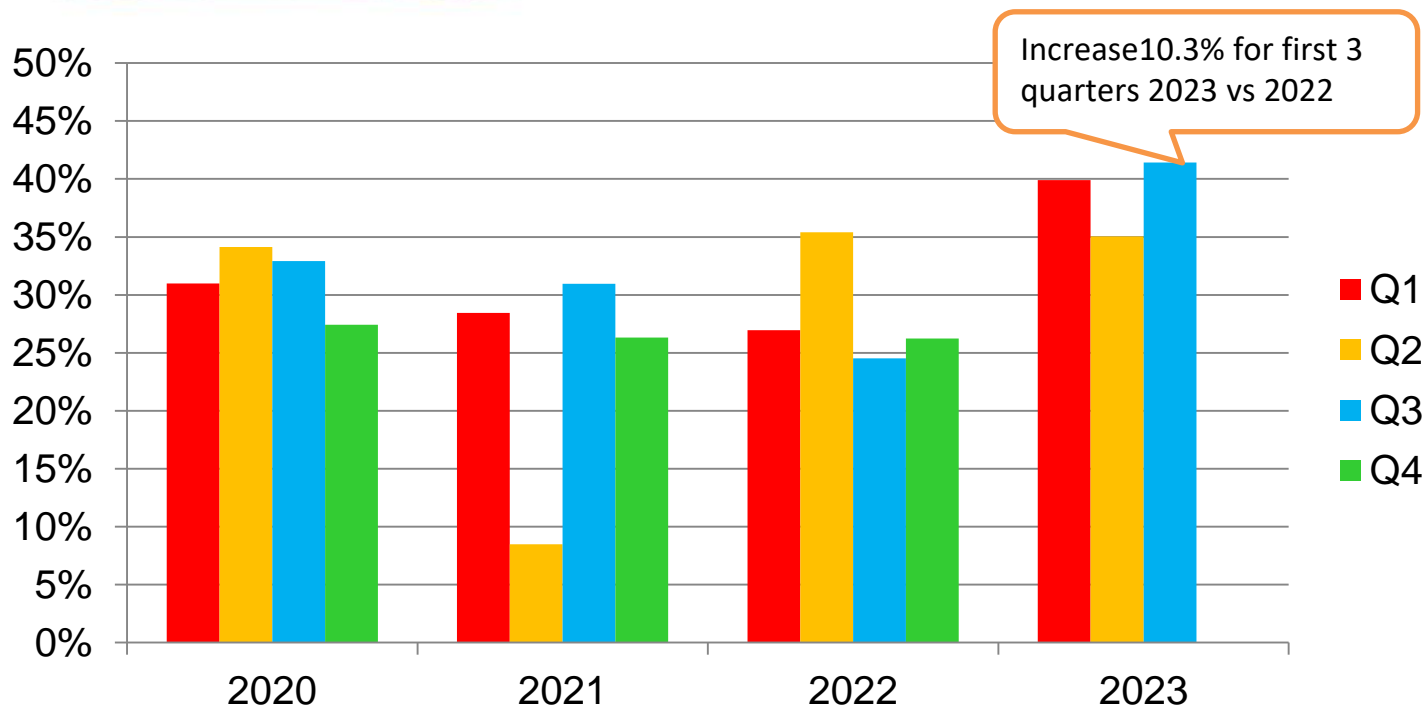


新台幣千元 in thousand NT\$



營收	Q1	Q2	Q3	Q4
2020	335,058	320,868	525,725	471,618
2021	431,782	236,360	337,042	360,729
2022	282,811	262,992	307,283	167,589
2023	175,149	174,667	222,623	

# 季毛利率 Gross Margin Rate Rises to the Highest Level in past 15 quarters



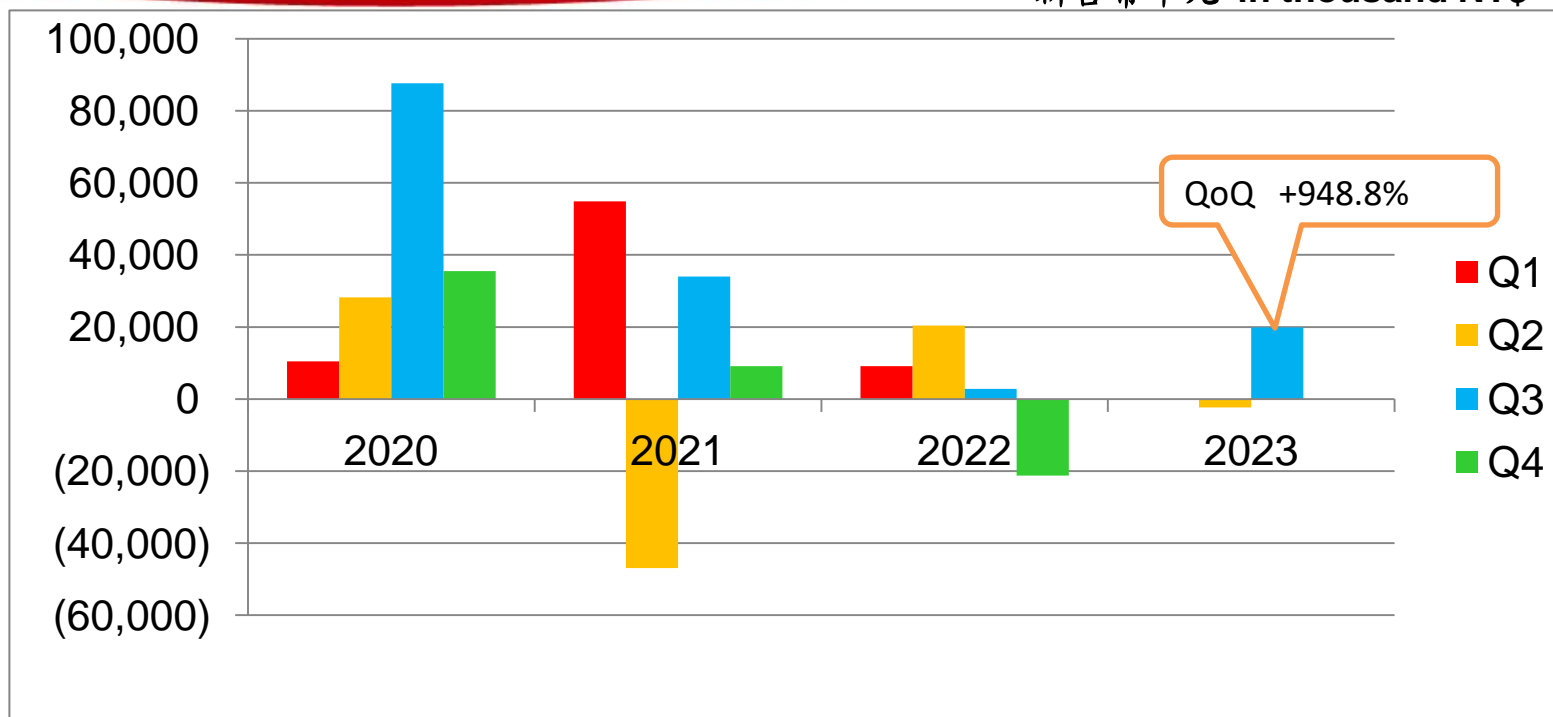
毛利率	Q1	Q2	Q3	Q4
2020	30.97%	34.12%	32.90%	27.42%
2021	28.45%	8.47%	30.94%	26.33%
2022	26.96%	35.41%	24.53%	26.23%
2023	39.91%	35.05%	41.42%	

# 季營業利益 Quarterly Operating Profit

## 本業轉盈 Turning to Profit



新台幣千元 in thousand NT\$



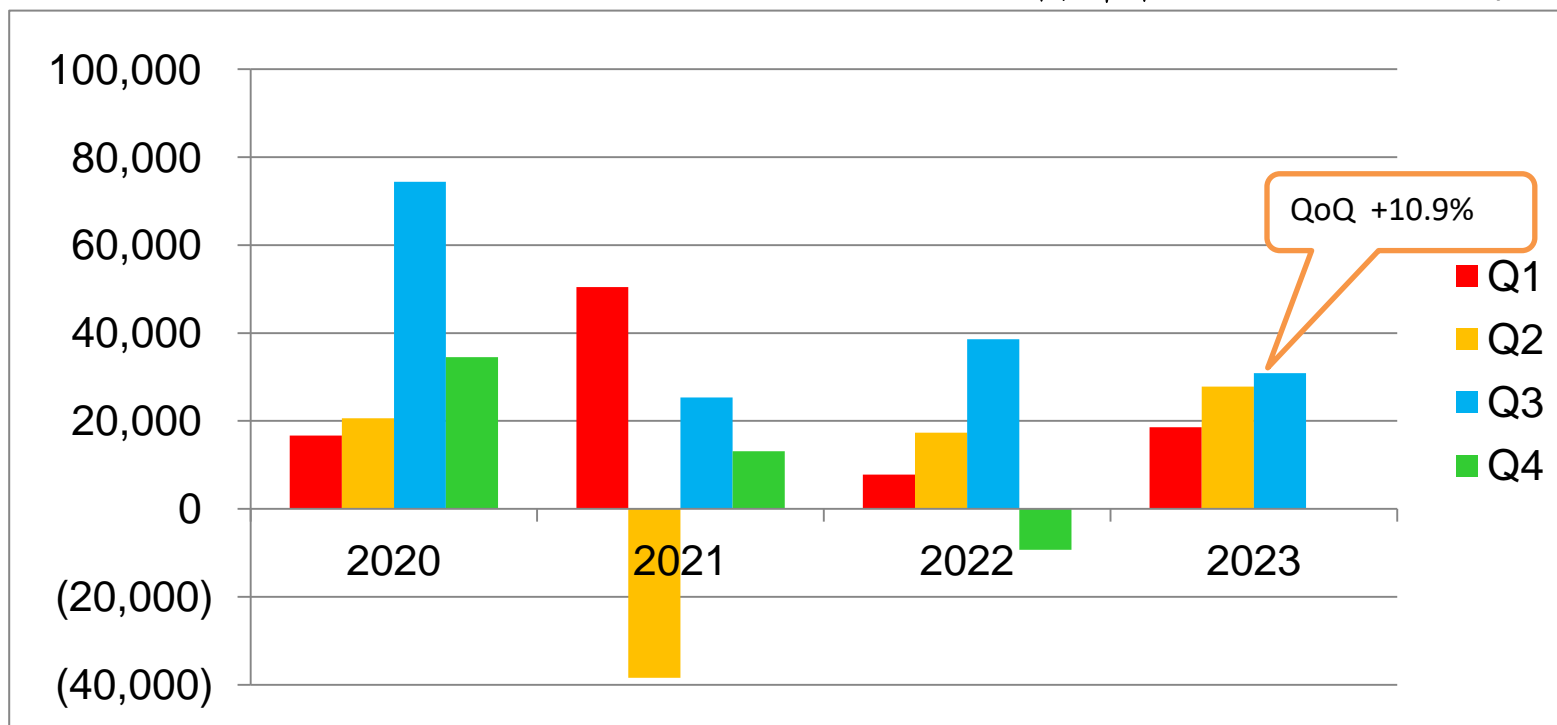
營業淨利	Q1	Q2	Q3	Q4
2020	10,417	28,193	87,656	35,529
2021	54,839	(46,928)	33,996	9,098
2022	9,104	20,362	2,860	(21,210)
2023	(238)	(2,344)	19,889	



# 季稅後淨利 歸屬母公司業主 Quarterly Net Income after Tax Attributable to Owner of the company



新台幣千元 in thousand NT\$



稅後淨利	Q1	Q2	Q3	Q4
2020	16,684	20,649	74,408	34,495
2021	50,446	(38,446)	25,360	13,152
2022	7,771	17,334	38,573	(9,271)
2023	18,564	27,844	30,870	

# 合併資產負債 Consolidated B/S



in millions of NT\$

項目 items & 比較 Comparison	2023 Q3		2022 Q4		2022 Q3	
	現金/約當現金/3個月以上定存 Cash & Equiv./Time deposit	1,287	35.7%	1,102	31.6%	1,094
金融資產 Financial Assets	36	1.0%	38	1.1%	137	3.9%
應收帳款/票據 Net AR/NR	74	2.1%	60	1.7%	48	1.9%
存貨 Inventories	181	5.0%	229	6.6%	247	7.1%
非流動資產 Non current Asset	1,967	54.6%	1,981	56.8%	1,983	56.9%
長短期銀行借款 Bank Loan	319	8.8%	334	9.6%	336	9.7%
應付帳款及票據 Net AP/NP	35	1.0%	46	1.3%	32	0.9%
股東權益 Equity	3,008	83.4%	2,940	84.3%	2,913	83.5%
每股淨值 NAV/share	NT\$13.6		NT\$13.3		NT\$13.1	
資產總計 Total Assets	3,606	100%	3,488	100%	3,487	100%

✓改善的營運動能、毛利率與獲利 Improving Momentum and Profitability

✓庫存水位 Reduction Inventories Level

較去年底降NT\$48百萬(-21%)  
Reducing NT\$48mn(-21%)

較去年同期下降NT\$65.8百萬  
Reducing NT\$65.8mn(YoY-26.6%)

✓低負債比及強短期流動能力 Low Debt Ratio and Solid Short-term Liquidity

負債比Debt Ratio 15.7%

流動比率Current Ratio 614.3%  
速動比率Quick Ratio 540.2%

✓充足資金 Adequate Cash Flows

現金水位 Cash Level NT\$12.9億

每股現金 \$5.8/Share

# 財務韌性指標 Financial Resilience Index



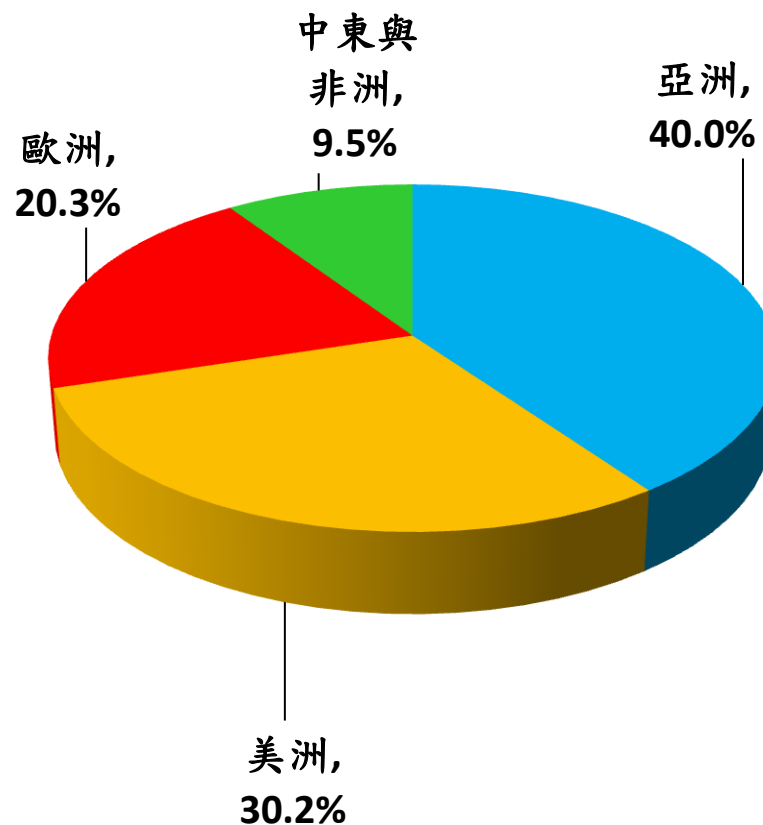
項目 Items	Financial Ratio/Year	20	21	22	23 Q3
資本結構 Capital Structure	負債比率 Debts to Assets ratio(%)	18.8	17.8	14.8	15.7
流動性分析 Liquidity Analysis	流動比率 Current ratio(%)	524.5	698.5	851.6	614.3
	速動比率 Quick ratio(%)	443.0	533.1	708.8	540.2
經營效能 Operating performance	帳款回收天數 AR collection days	25	32	31	32
	銷貨天數 Inventory Turnover days	78	108	142	161
	付款天數 AP Payment days	50	37	39	79
獲利能力 Profitability	資產報酬率 ROA(%)	3.97%	1.50%	1.67%	2.31%
	股東權益報酬率 ROE(%)	4.72%	1.72%	1.86%	2.60%
	每股淨利 EPS(NT\$/share)	0.64	0.23	0.25	0.35
現金流量	現金流量比率 Cash Flows Ratio	42.8%	-40.2%	149.9%	64.6%

# 區域銷售分佈 Regional Sales Allocation 2023 Q3



	<b>% of Sales</b>
歐洲Europe	<b>20.3%</b>
拉丁美洲 Latin America	<b>30.2%</b>
亞洲Asia	<b>40.0%</b>
中東非M.E.A	<b>9.5%</b>

**2023 Q3**  
 營收合計新台幣2.23億  
 (Total Revenue : NT\$ 223MN)

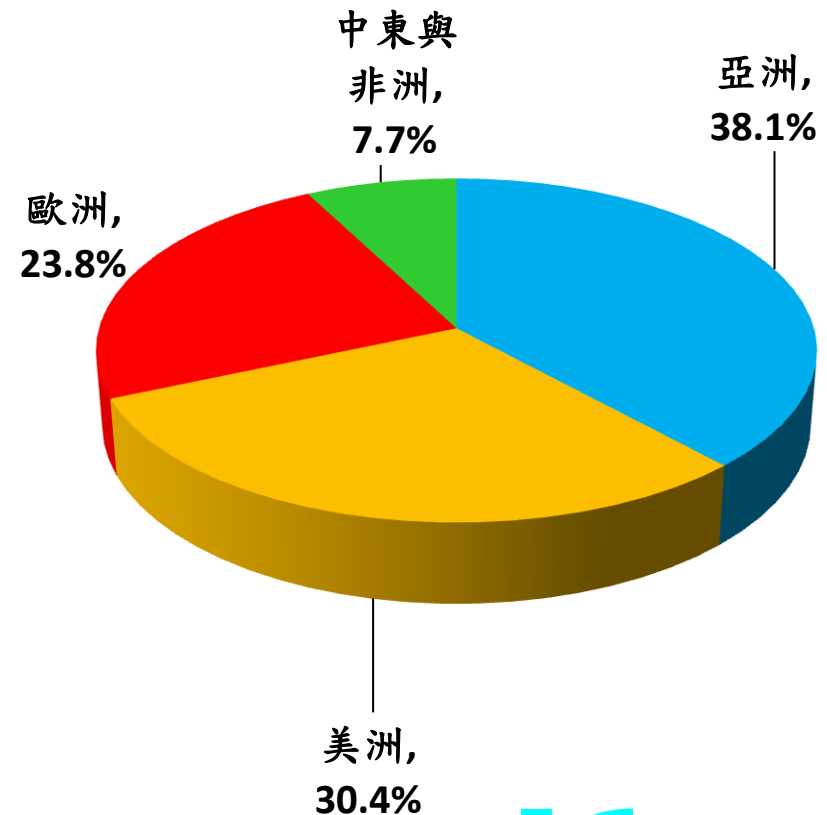


# 區域銷售分佈 Regional Sales Allocation 2023 Q1-Q3



2023 Q1-Q3  
 營收合計新台幣5.72億  
 (Total Revenue : NT\$ 572MN)

	% of Sales
歐洲Europe	23.8%
拉丁美洲 Latin America	30.4%
亞洲Asia	38.1%
中東非M.E.A	7.7%



- 輸入裝置 Input Device : 滑鼠 Mice, 鍵盤 K/B, 手寫數位板 Tablet (Digitizer)
- 影像 Image : 網路相機 Web Cam, 行車記錄器 DVR
- 聲音輸出 Acoustic: 喇叭 Speakers, 耳機麥克風 Headsets/Headphones
- 藍牙 Blue Tooth : BT 滑鼠、喇叭, 耳麥



# 無線滑鼠 Wireless Mouse NX Series



**NX-7015**  
**Luxury metallic paint with chic hairline finish**

- Stylish slim hairline design with soft touch materials
- Equipped with convenient click-n-scroll to zoom in and zoom out
- Value-added smartgenius software supported

## Wireless Mice - NX Series

**NX-7010**

**NX-7005**

**NX-7000**



## 事半功倍 Type less but do more

Save 50% or more on keyboard typing time with your common daily tasks

## 較實體更多擴充鍵 Has more keys than the keyboard shows

Smart keys are uniquely set and assigned for each application

## 自動化 It's all automatic

When switch from one app to another, the smart keys will automatically be re-mapped..



# 視訊影像網路相機 Genius Webcam Series



遠距需求的熱銷產品 Hot selling webcam for remote working/education thru conference



Webcams



## QCam 6000



**QCam 6000**  
 • 1080P Full HD recording up to 30fps  
 • Built-in digital mic with noise reduction  
 • Universal clip fits laptops, LCD or CRT monitors



## ECam 8000



**ECam 8000**  
 • 1080P Full HD recording up to 30fps  
 • Built-in digital mic with noise reduction  
 • Universal clip fits laptops, LCD or CRT monitors



**WideCam F100**  
 Amazing view angle provides an excellent video conference experience

- 120° ultra wide angle lens
- Built-in high sensitive stereo microphone
- 1080P Full HD recording up to 30fps
- Manual Focus



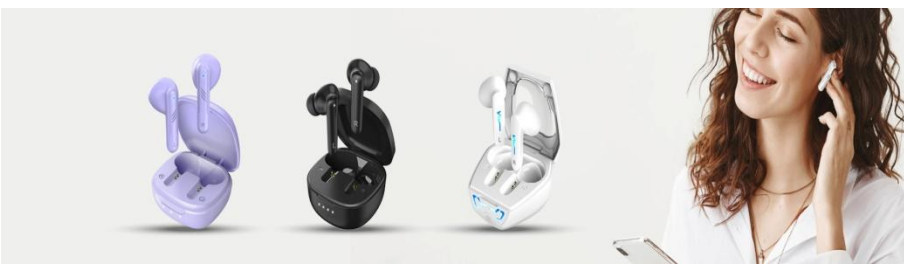
**FaceCam 1000X**  
 • 720P HD resolution  
 • Built-in sensitive microphone



# 新平台週邊配件 New Platform Peripherals & Accessories



## ✓ 藍牙應用週邊 BT Peripherals



## ✓ 電競週邊 Gaming Peripherals

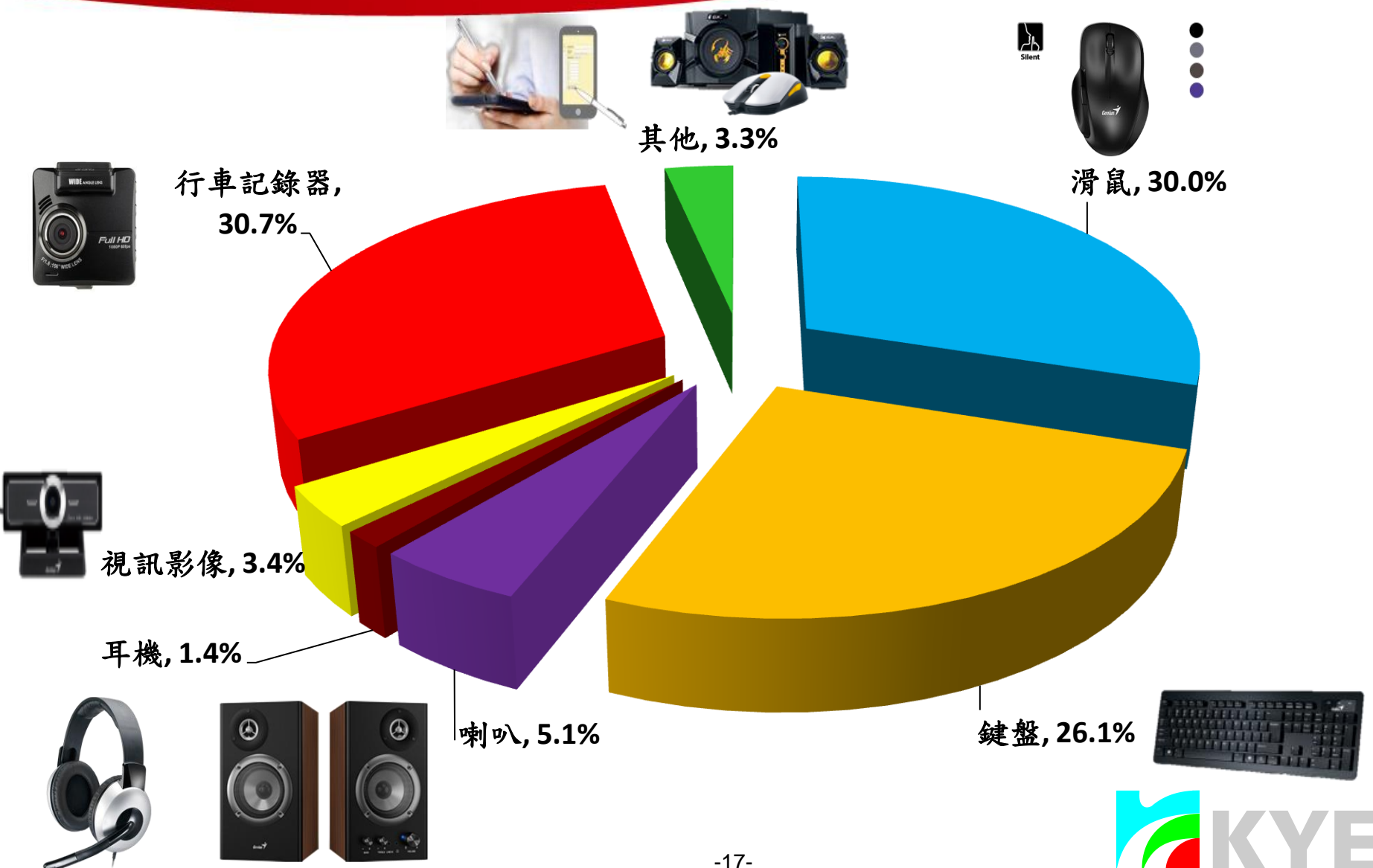


## ✓ 週邊配件 Accessories



# 產品別銷售組合 Products Portfolio

## 2023 Q3



# 產品別銷售組合 Products Portfolio

## 2023 Q1-Q3



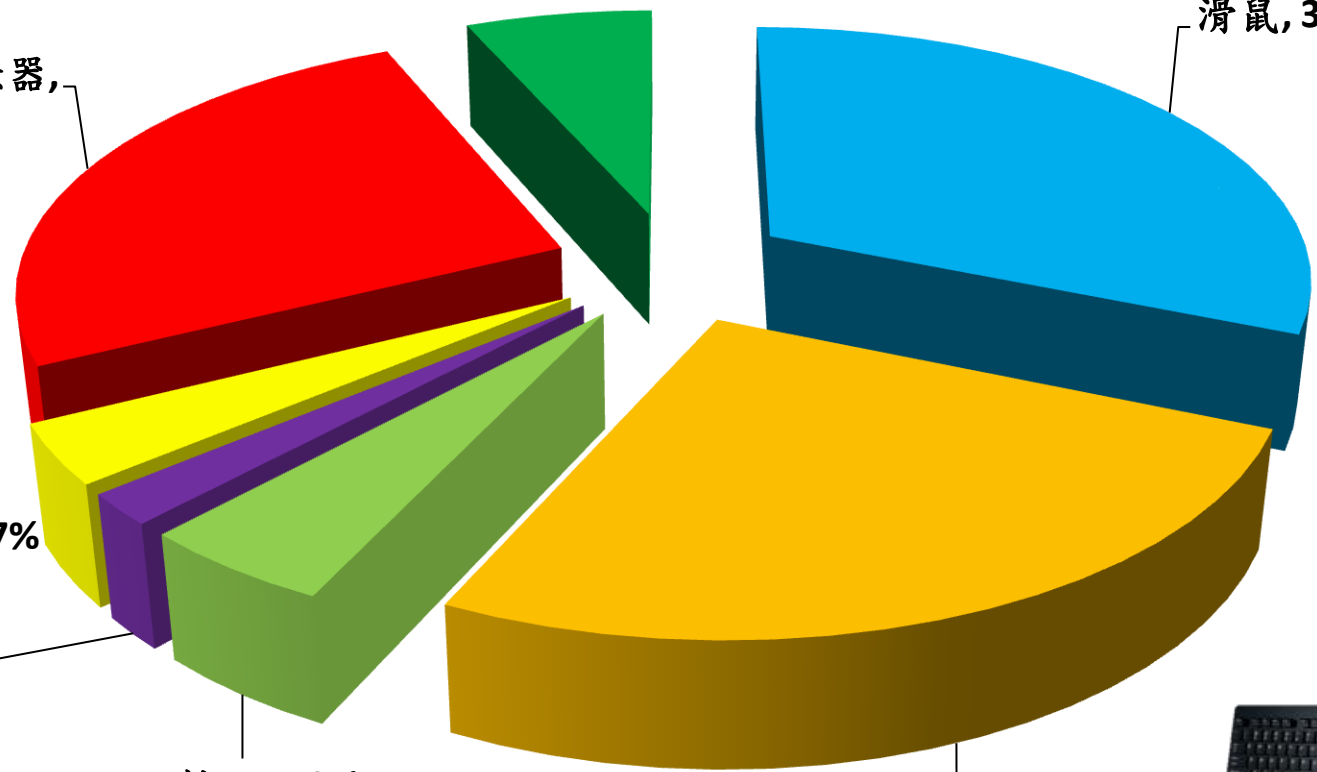
行車記錄器, 25.8%



其他, 6.6%



滑鼠, 31.3%



視訊影像, 3.7%

耳機, 1.9%



喇叭, 5.0%



鍵盤, 25.7%



# 產品別銷售彙總 Sales by products 2023 Q1-Q3



	2023 Q3	2023 Q3	2023 Q1-Q3	2023 Q1-Q3
產品PRODUCTS	數量Units yoy	金額Revenues yoy	數量Units yoy	金額Revenues yoy
滑鼠Mouse	7.1%	10.7%	4.3%	11.4%
鍵盤 KB	26.4%	23.6%	7.4%	7.4%
喇叭 Speaker	-17.9%	-20.5%	-37.8%	-34.8%
耳機麥克風Headset	-40.7%	-47.4%	-28.0%	-31.9%
視訊影像產品 Image	-73.5%	-37.1%	-38.4%	-56.1%
行車紀錄器Headset	-67.5%	-58.6%	-71.1%	-61.7%

## ■ 成長策略 Growth Strategies

- 數位時代連結 Living in Digital Age
- 物超所值：方便、好用、高品質  
Value for Money：Convenient,  
Easy to Use, High Quality
- 專注品牌



Focus on Genius/GX Gaming brand

- 靈活給力的行銷策略與資源  
Marketing Resources Support
- 實虛通路並行  
Real & e-commerce

## ■ 產品策略 Products Strategy

- 無線靜音滑鼠 Ergo Quiet Wireless Mouse
- 節能充電式環保滑鼠 ECO mouse
- 智能鍵盤 Smart KB
- 藍牙降噪耳機 Noise Reduction BT HS
- 藍牙喇叭 BT Speaker
- 電競週邊 Gaming Devices
- Type C 週邊/配件 Type C Accessory

## 競爭優勢 Strength

- ✓ 完整產品線及搭售組合 Products Portfolio and Combo Mix
- ✓ 新興市場品牌知名度、客戶及綿密銷售網  
Brand Awareness, Customer Base & Sales Channel thru Emerging Markets
- ✓ 無線、觸控、數位影像與聲音輸出核心技術與產品開發能力，品牌延伸力  
Strong Core Technology, Products Development and Brand Extension
- ✓ 堅強財務面及資金轉換能力 Solid Financial & Cash Conversion Ability

## 競爭劣勢 Weakness

- ✓ 非實體通路發展欠缺 Less Development of Off-Line Channel
- ✓ 供應鏈與製造過度集中 Concentrate Supply Chain and Manufacturing
- ✓ 勞工及生產成本持續上揚 Rising Labor Cost & Production Cost
- ✓ 既有客戶財務能力較弱侷限成長 Weak Financial Capability of Existing Customers  
Constrains Overall Growth.
- ✓ 產品與機種多元增加運籌管理難度，多數機種未具經濟規模 Complicate Products  
SKU Raising Logistic & Management Difficulty. Most Items are Under Economic Scale.



## 機會 Opportunity

- ✓ 跨入非電腦週邊領域，增加遊戲、藍牙與Type-C接頭產品  
Non-PC Peripheral Devices and Accessories such as Gaming, New Generation BT and Type-C connector Products.
- ✓ 智能裝置、應用程式及內容提供更佳的用戶體驗及更高生產力  
Smart Devices, Apps and Contents in Faster Ways to Provide Higher Productivity and with Better User Experience.

## 威脅 Threats

- ✓ 中美對抗全面性升級對全球貿易自由化的衝擊 USA-China Escalating Confrontation Badly Influence Global Trade liberalization.
- ✓ 美元緊縮升息及走強對終端需求的衝擊 US Monetary Tightening, Rising Interest Rate and Strong USD Caused Negative Impact to End-User Demand.
- ✓ 長期的俄烏戰爭造成歐洲訂單觀望 Long Lasting War between Russia and Ukraine Threatened European Customers Confidence and Orders Pending.
- ✓ 中東以哈戰爭影響區域客戶訂單 Israel Hamas Conflict Impacts Middle-East Orders.
- ✓ 新興國家因應匯率波動與美元存底之進口與外匯支付管制措施 Import Permit and USD Payment Control and Longer Payment Term