

# 昆盈公司113年第三季營運簡報 KYE 2024 Q3 Review

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- 第三季合併營收NT\$2.65億 (年增18.9%)  
Net Sales NT\$265Mn in Q3 2024 ( YOY+18.9%)
- 營業利益率升至10.1% 本業獲利較去年同期成長 34.3%  
Operating Profit Ratio advanced to 10.1% OP YOY+34.3%
- 稅後淨利歸屬母公司年增54.6% Net Profit to Equity Owner YOY+54.6%

毛利率41.6%  
Gross Margin Rate  
41.6%

營業利益率10.1%  
Operating Profit Rate  
10.1%

稅後淨利率18%  
Rate of Net Profit  
after Tax 18%

- 改善的獲利能力 Improving Profitability

資產報酬率  
(ROA) 3.5%

股東權益報酬率  
(ROE) 4.0%

Q3 EPS \$0.22  
Q1-Q3 EPS\$0.55

# 合併綜合損益 Consolidated Comprehensive P/L



新台幣百萬元in millions of NT\$

項目 Items	2024Q3		2023Q3		QOQ%	YOY%	2024 Q1-Q3		YOY%
營業收入Net Sales	265	100%	223	100%	0.4%	18.9%	752	100%	31.4%
營業成本COGS	154	58.4%	130	58.6%	0.4%	18.4%	447	59.4%	27.9%
營業毛利Gross Profit	110	41.6%	92	41.4%	0.5%	19.5%	305	40.6%	36.7%
營業費用 Operating Expense	84	31.6%	72	32.5%	(0.8%)	15.5%	241	32.0%	16.9%
營業利益 Operating Income	27	10.1%	20	8.9%	4.9%	34.3%	64	8.6%	273%
營業外收支 Non-Operating	36	13.5%	19	8.7%	54.1%	84.9%	91	12.1%	24.8%
稅前淨利 Income before Tax	62	23.6%	39	17.6%	28.3%	59.2%	155	20.6%	72.4%
稅後淨利歸屬母公司 Net Income	48	18.0%	31	13.9%	21.2%	54.6%	122	16.2%	57.7%
每股淨利 EPS (After-tax)*	0.22		0.14				0.55		

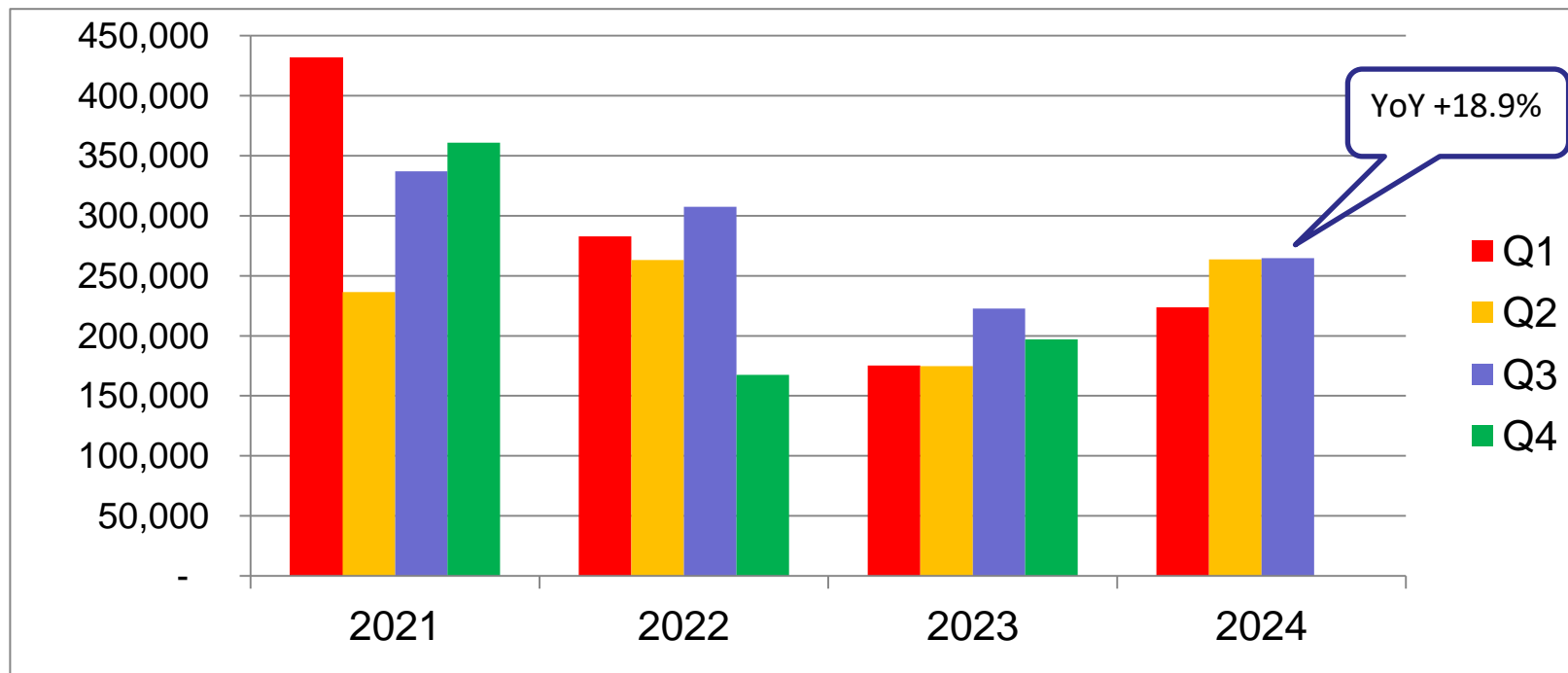
\*Note : EPS are based on the weighted average shares outstanding of 221.5mn in Q3 2024 .

每股盈餘係以2024 第三季加權平均股本\$22.15億計算

# 季營收逐季升 Quarterly Revenues rise

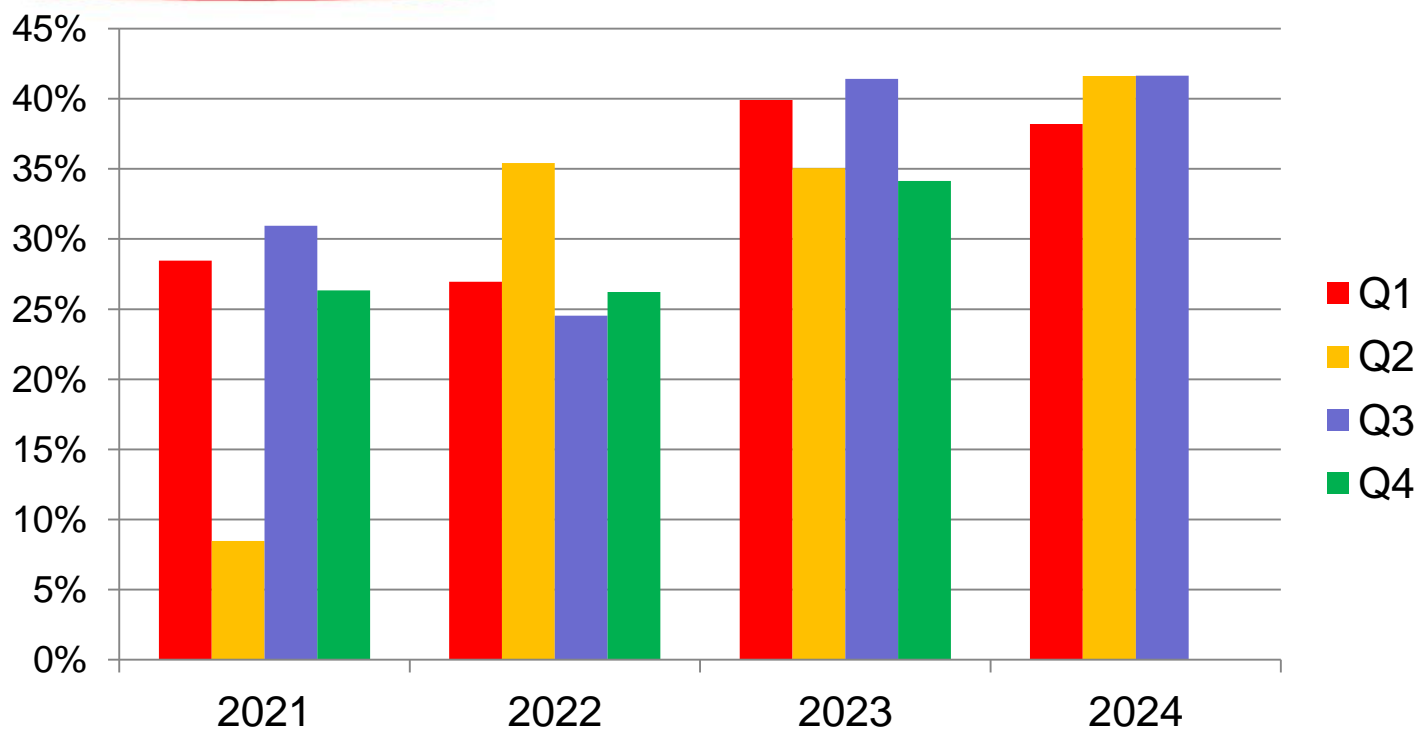


新台幣千元 in thousand NT\$



營收	Q1	Q2	Q3	Q4
2021	431,782	236,360	337,042	360,729
2022	282,811	262,992	307,283	167,589
2023	175,149	174,667	222,622	197,111
2024	223,651	263,528	264,701	

# 季毛利率持續高檔 Gross Margin Rate Goes Higher to 41.6% in Q3 2024

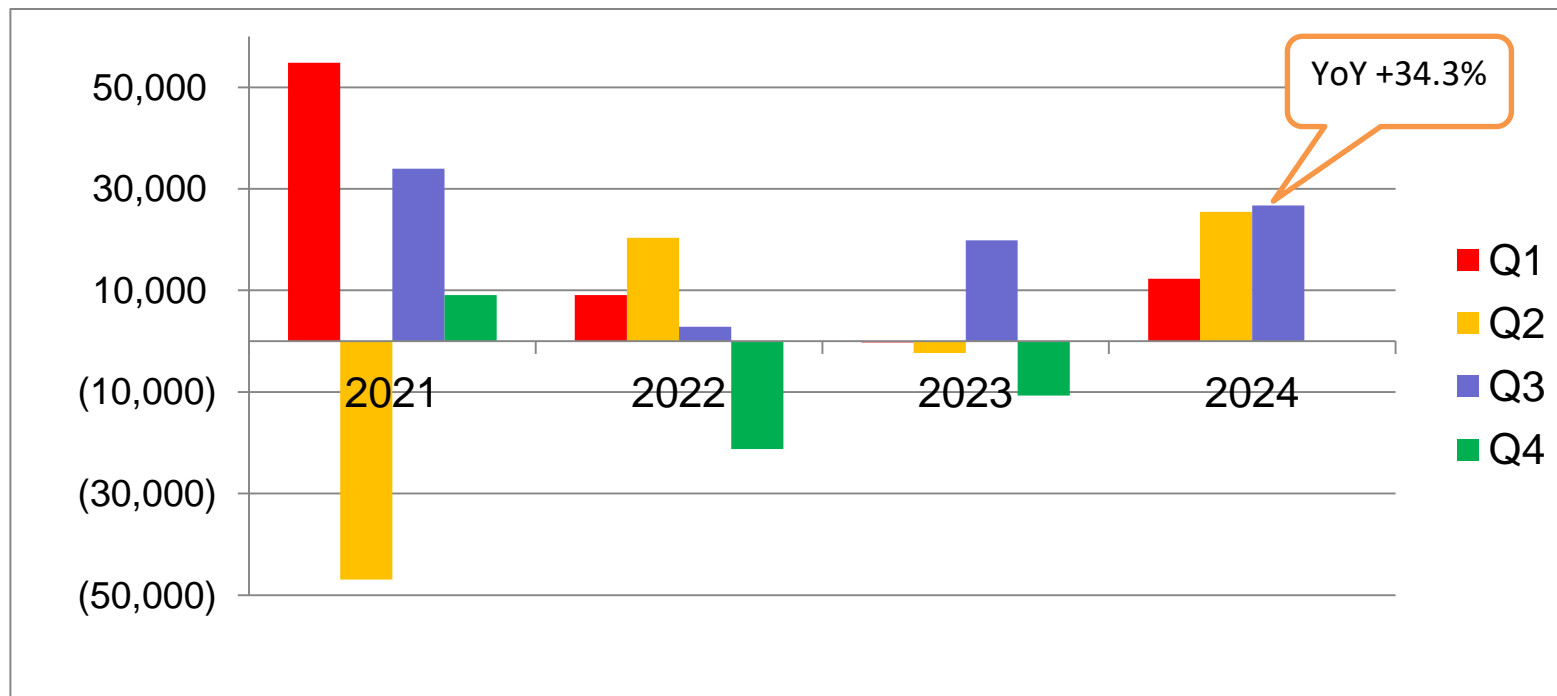


毛利率	Q1	Q2	Q3	Q4
2021	28.45%	8.47%	30.94%	26.33%
2022	26.96%	35.41%	24.53%	26.23%
2023	39.91%	35.05%	41.42%	34.14%
2024	38.20%	41.62%	41.64%	

# 季營業利益表現勝營收增幅 Quarterly OP Grows more than sales increase



新台幣千元 in thousand NT\$



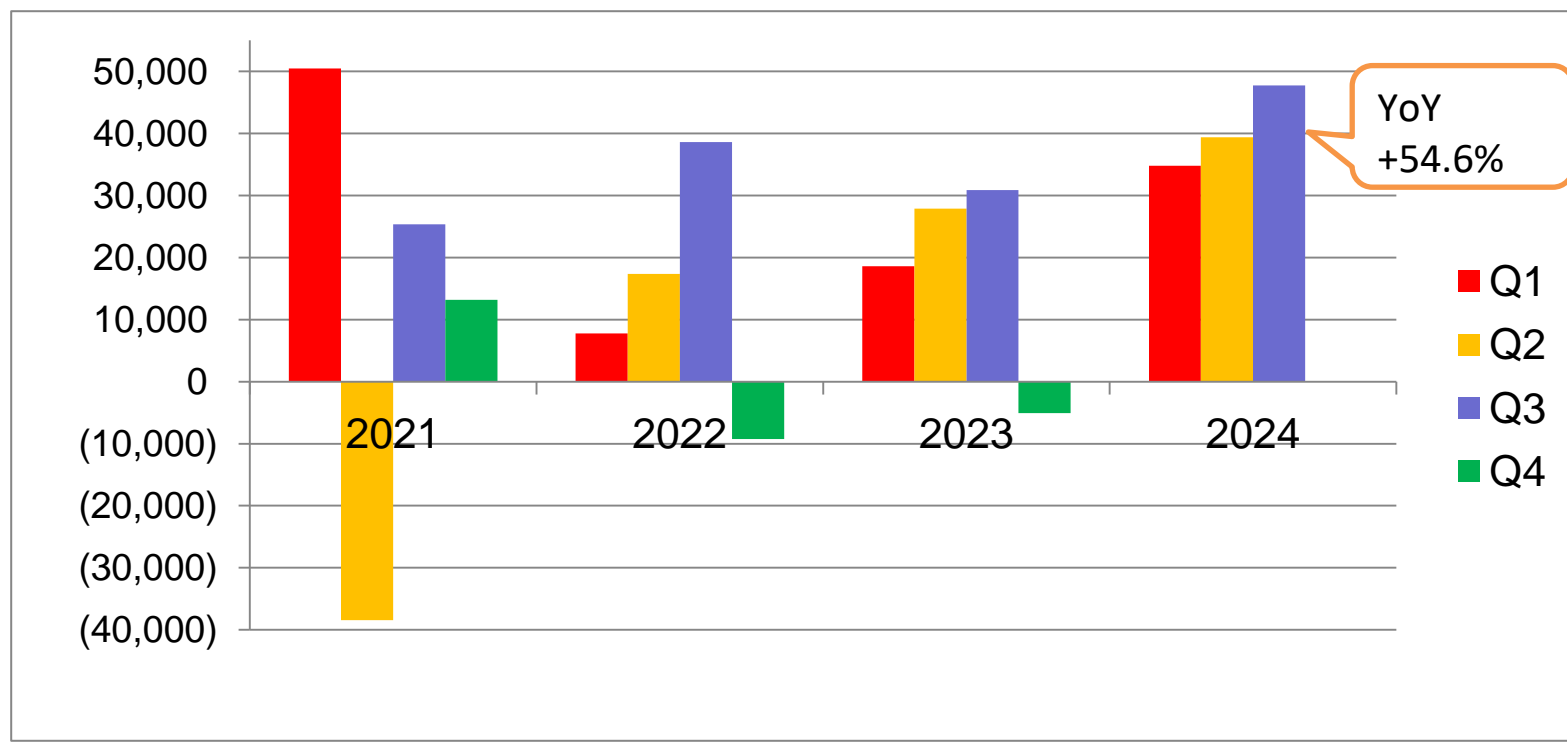
營業淨利	Q1	Q2	Q3	Q4
2021	54,839	(46,928)	33,996	9,098
2022	9,104	20,362	2,860	(21,210)
2023	(238)	(2,343)	19,888	(10,675)
2024	12,308	25,463	26,700	



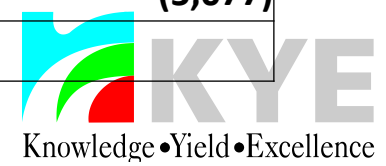
# 季稅後淨利 歸屬母公司業主 Quarterly Net Income after Tax Attributable to Owner of the company



新台幣千元 in thousand NT\$



稅後淨利	Q1	Q2	Q3	Q4
2021	50,446	(38,446)	25,360	13,152
2022	7,771	17,334	38,574	(9,271)
2023	18,564	27,844	30,870	(5,077)
2024	34,783	39,361	47,718	



# 合併資產負債 Consolidated B/S



in millions of NT\$

項目 items & 比較 Comparison	2024 Q3		2023 Q4		2023 Q3	
現金/約當現金/3個月以上定存 Cash & Equiv./Time deposit	1,497	41.3%	1,260	35.4%	1,287	35.7%
金融資產 Financial Assets	46	1.3%	38	1.1%	36	1.0%
應收帳款/票據 Net AR/NR	113	3.1%	83	2.3%	74	2.1%
存貨 Inventories	133	3.7%	159	4.5%	181	5.0%
非流動資產 Non current Asset	1,766	48.8%	1,952	54.9%	1,967	54.6%
長短期銀行借款 Bank Loan	229	6.3%	314	8.8%	319	8.8%
應付帳款及票據 Net AP/NP	43	1.2%	20	1.0%	35	1.0%
股東權益 Equity	3,090	85.3%	2,985	84.0%	3,008	83.4%
每股淨值 NAV/share	NT\$14.0		NT\$13.5		NT\$13.6	
資產總計 Total Assets	3,621	100%	3,556	100%	3,606	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\$25.8百萬(降16.3%)  
Reducing NT\$25.8mn from Q4 2023  
(-16.3%)

較去年同期降NT\$48.3百萬(減26.7%)  
Reducing NT\$48.3mn from Q3 2023  
(YoY-26.7%)

✓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 13.7%

流動比率Current Ratio 902.8%  
速動比率Quick Ratio 827.6%

✓充足資金 Adequate Cash Flows

現金&三個月以上定存 NT\$15億(Cash & Time  
Deposit NT\$1.5Bn)

每股現金 \$6.75/Share

# 財務韌性指標 Financial Resilience Index



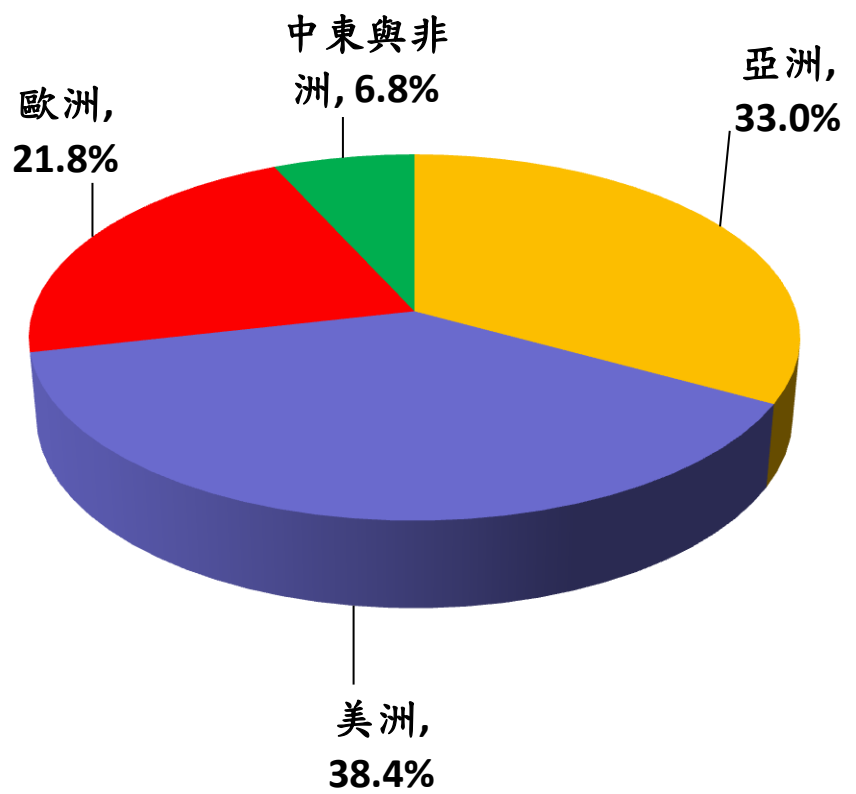
項目 Items	Financial Ratio/Year	21	22	23	24 Q3
資本結構 Capital Structure	負債比率 Debts to Assets ratio(%)	17.8	14.8	15.2	13.7
流動性分析 Liquidity Analysis	流動比率 Current ratio(%)	698.5	851.6	624.5	902.8
	速動比率 Quick ratio(%)	533.1	708.8	554.5	827.6
經營效能 Operating performance	帳款回收天數 AR collection days	32	31	34	36
	銷貨天數 Inventory Turnover days	108	142	148	89
	付款天數 AP Payment days	37	39	73	58
獲利能力 Profitability	資產報酬率 ROA(%)	1.50%	1.67%	2.23%	3.53%
	股東權益報酬率 ROE(%)	1.72%	1.86%	2.44%	4.01%
	每股淨利 EPS(NT\$/share)	0.23	0.25	0.33	0.55
現金流量	現金流量比率 Cash Flows Ratio	-40.2%	149.9%	68.0%	78.6%

# 區域銷售分佈 Regional Sales Allocation 2024 Q3



	% of Sales
歐洲 Europe	21.8%
拉丁美洲 Latin America	38.4%
亞洲 Asia	33.0%
中東非 M.E.A	6.8%

2024 Q3  
 營收合計新台幣2.65億  
 (Total Revenue : NT\$ 265MN)

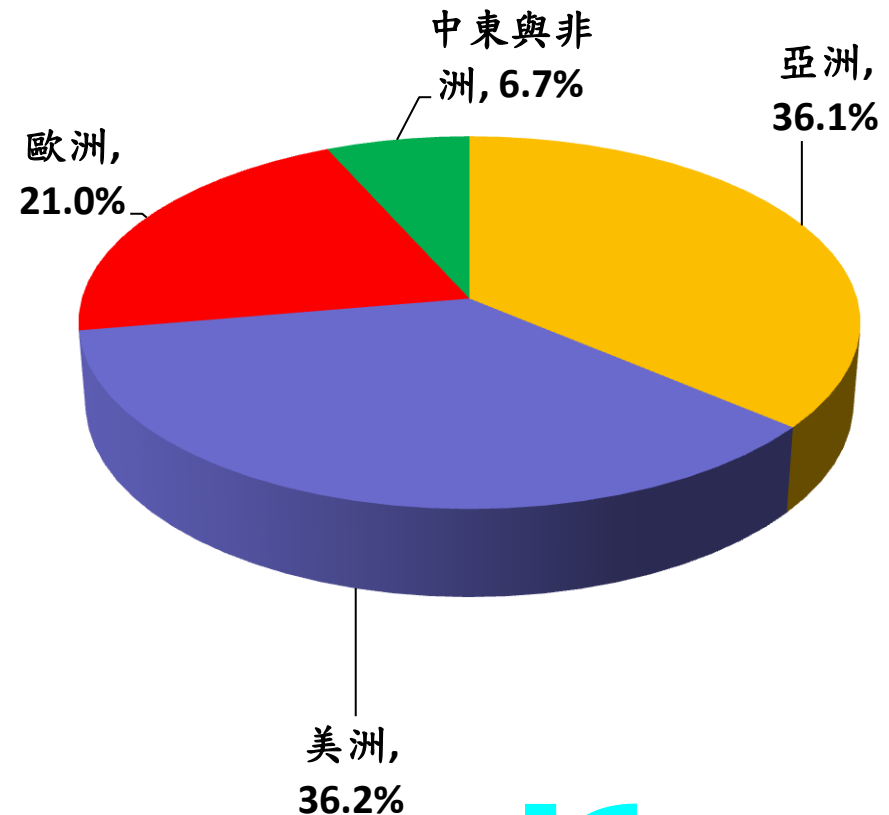


# 區域銷售分佈 Regional Sales Allocation 2024 Q1-Q3



2024 Q1-Q3  
 營收合計新台幣7.52億  
 (Total Revenue : NT\$ 752MN)

	% of Sales
歐洲Europe	21.0%
拉丁美洲 Latin America	36.2%
亞洲Asia	36.1%
中東非M.E.A	6.7%



- 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





人體工學/雙模/靜音/環保節能/AI  
Ergonomic/ BT+2.4G / Silent /  
Rechargeable / USB-C  
AI Copilot Key Voice typing





# 智能/AI鍵盤 Smart /AI Key Boards



### Multimedia FN keys

Fast access to frequent-used audio playback or Internet, email



### Quiet Typing with less noise

More silent typing experience with improved structure and keycapemail

### Low Battery Indicator



### Foldable feet

Adjust comfortable angle



### Copilot Key

Enable AI Copilot on Windows 11 or above

### Multimedia FN keys

Fast access to frequent-used audio playback or Internet, email



### Quiet Typing with less noise

More silent typing experience with improved structure and keycapemail

### Low Battery Indicator



### Foldable feet

Adjust comfortable angle



### Wireless Optical mouse with silent click

Easy to silent click, move, drag or scroll during web page browsing or document editing



### Copilot Key

Enable AI Copilot on Windows 11 or above



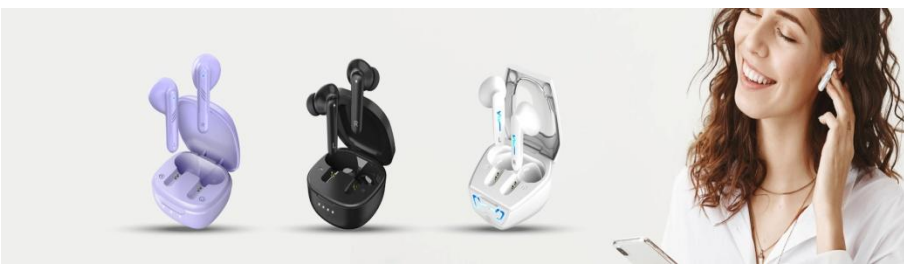
遠距需求的熱銷產品 Hot selling webcam for remote working/education thru conference



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



## ✓ 藍牙應用週邊 & 耳機 BT Peripherals & Headsets



## ✓ 電競週邊 Gaming Peripherals



## ✓ 週邊配件 Accessories



# 產品別銷售組合 Products Portfolio

## 2024 Q3



行車記錄器,  
29.7%

其他, 6.0%

滑鼠, 27.3%



視訊影像,  
3.3%



耳機, 2.3%



喇叭, 5.8%



鍵盤, 25.7%



# 產品別銷售組合 Products Portfolio

## 2024 Q1-Q3

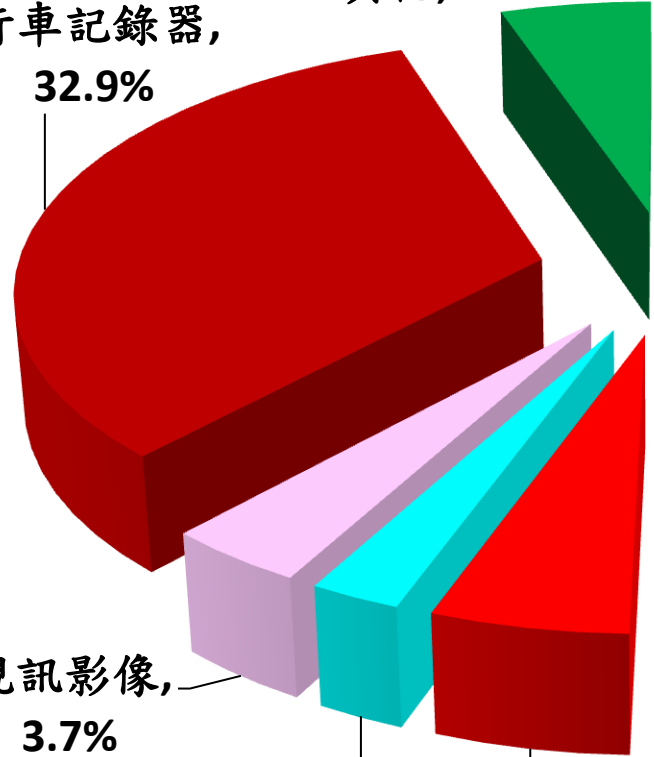


行車記錄器,  
32.9%

其他, 5.3%



滑鼠, 26.2%



視訊影像,  
3.7%



耳機, 2.5%

喇叭, 5.3%



鍵盤, 24.1%





# 產品別銷售彙總 Sales by products 2024Q1-Q3



	2024 Q3	2024 Q3	2024 Q1-Q3	2024 Q1-Q3
產品PRODUCTS	數量Units yoy	金額Revenues yoy	數量Units yoy	金額Revenues yoy
滑鼠Mouse	7.3%	8.6%	2.3%	5.2%
鍵盤 KB	14.8%	17.7%	9.2%	17.6%
喇叭 Speaker	33.2%	35.4%	44.4%	34.1%
耳機麥克風Headset	65.2%	49.1%	28.7%	34.7%
視訊影像產品 Image	90.3%	32.2%	-45.8%	42.1%
行車紀錄器Headset	37.8%	15.5%	81.9%	59.7%

01

## 主要客戶成長

- 捷克CZ
- 哥倫比亞CO
- 阿根廷AR
- 中美洲 Central America

02

## 新客戶開發

- 拉丁美洲LA：哥斯大黎加Costa Rica、智利CL、阿根廷AR、巴西BR、墨西哥MX
- 亞太地區：沙烏地阿拉伯SA、越南VN、菲律賓PH、斯里蘭卡LK、以色列IL
- 歐洲國家：賽普路斯CY、義大利IL

03

## 策略產品銷售

- 靜音Silence
- 人體工學Ergo
- 電競Gaming
- 藍牙耳機BT HS
- Type-C
- AI 週邊Peripheral

- AI興起的產品升級及應用趨勢 AI Application
- 美國下屆總統川普的政策(貿易保護、移民、氣候與減稅)與對產業、總體政經及國際金融的影響 Trump's Policy
- 美中戰略對抗 US China Confrontation
- 地緣政治衝突與戰爭 Geopolitical Conflicts & War
- 反全球化/自由化極端貿易保護主義 Trade Protectionism
- 中南美洲進口復甦力道與續航力 Latin America Recovery
- 總體經濟如景氣、利率、通膨、物價、匯率 Global Macro Economy