



Unizyx Holding Corporation(3704)

2018 Third Quarter Earnings Conference

November 23, 2018



Safe Harbor Notice

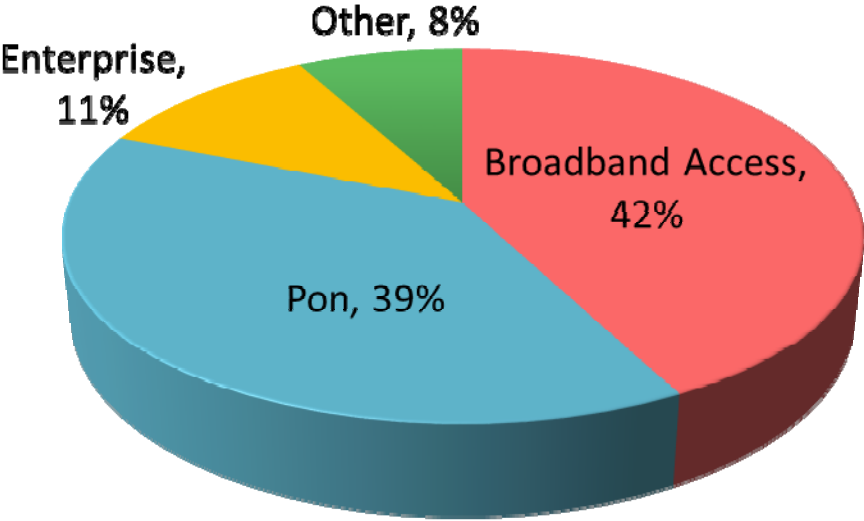
- **The statements contains historical information and forward-looking statements.**
- **Such forward-looking statements involve unknown risks and uncertainties , which may cause the actual performance, financial condition or results of forecast of Unizyx Holding Corporation to be materially different from any future performance, financial condition or results of operations implied by such forward-looking statements.**

3Q18 Statements of Comprehensive Income

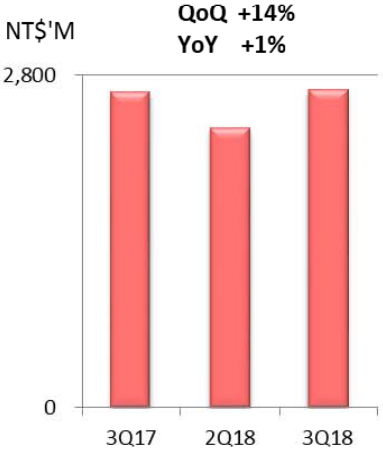
Unit: NT\$ Million	3Q18	%	2Q18	%	3Q17	%	QoQ%	YoY%
Net Sales	6,297	100.0%	4,800	100.0%	5,016	100.0%	31.2%	25.5%
Cost of Goods Sold	5,291	84.0%	3,956	82.4%	3,767	75.1%	33.7%	40.5%
Gross Profit	1,006	16.0%	844	17.6%	1,249	24.9%	19.1%	-19.5%
Operating Expenses	1,215	19.3%	1,219	25.4%	1,210	24.1%	-0.4%	0.4%
Operating Income (Loss)	(209)	-3.3%	(375)	-7.8%	39	0.8%		
Non-Operating Income (Loss)	51	0.8%	64	1.3%	21	0.4%		
Income (Loss) before Tax	(158)	-2.5%	(311)	-6.5%	60	1.2%		
Income Tax (Gain)	5	0.1%	(14)	-0.3%	32	0.6%		
Net Income (Loss)	(163)	-2.6%	(297)	-6.2%	28	0.6%		
Net Income (Loss) to Shareholders of the Parent Company	(165)	-2.6%	(298)	-6.2%	26	0.5%		
EPS (NT Dollar)	(0.38)		(0.69)		0.06			



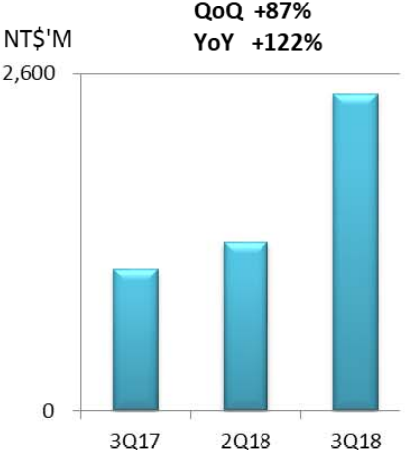
3Q18 Revenue by Product



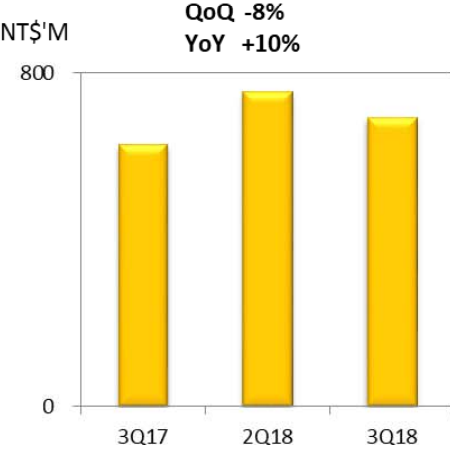
Broadband Access



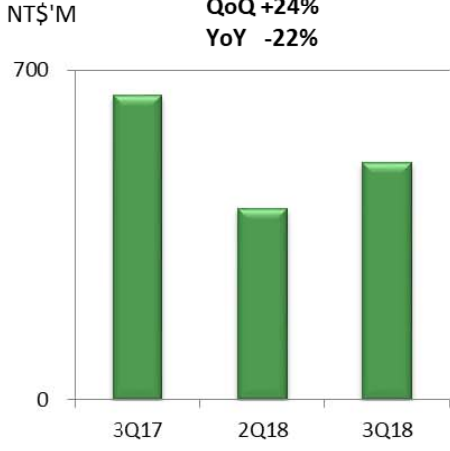
Pon



Enterprise

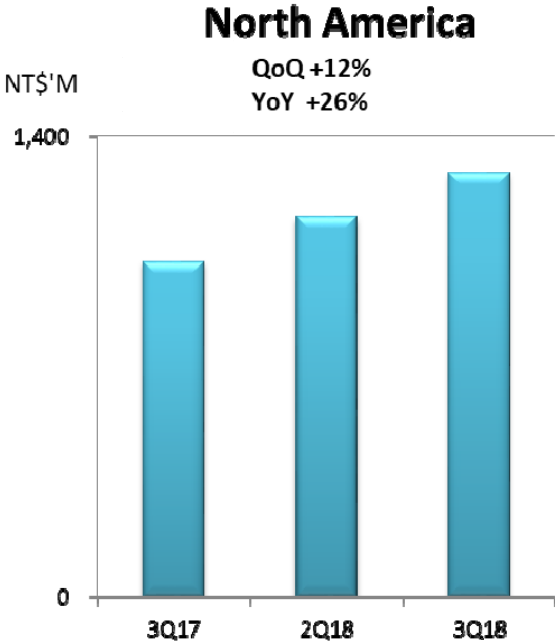
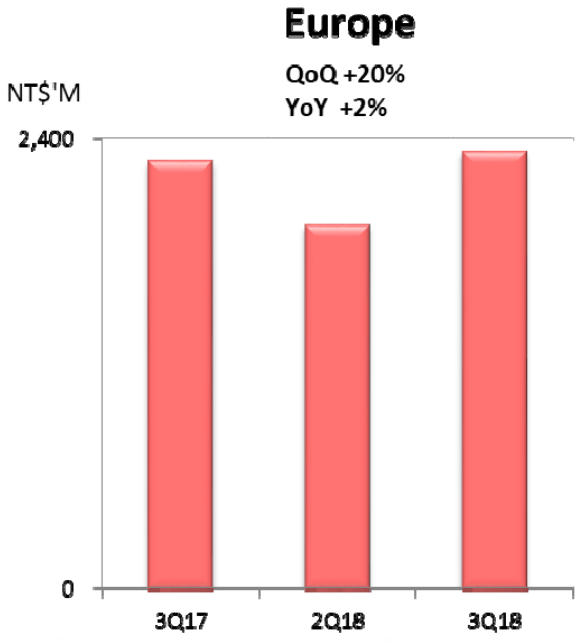
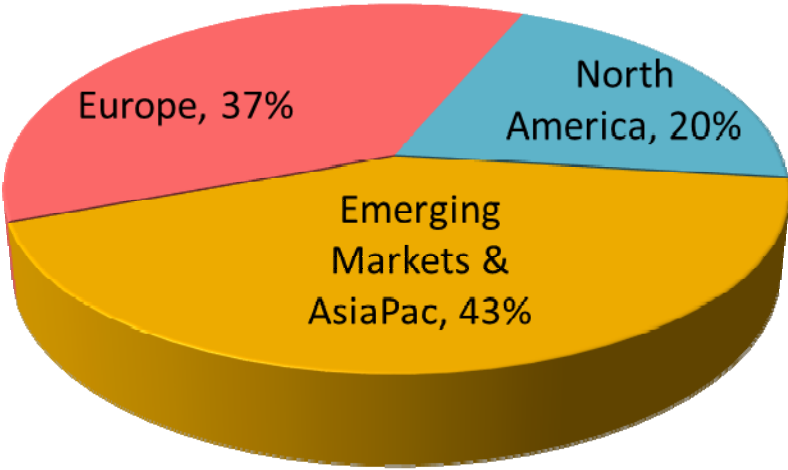


Other





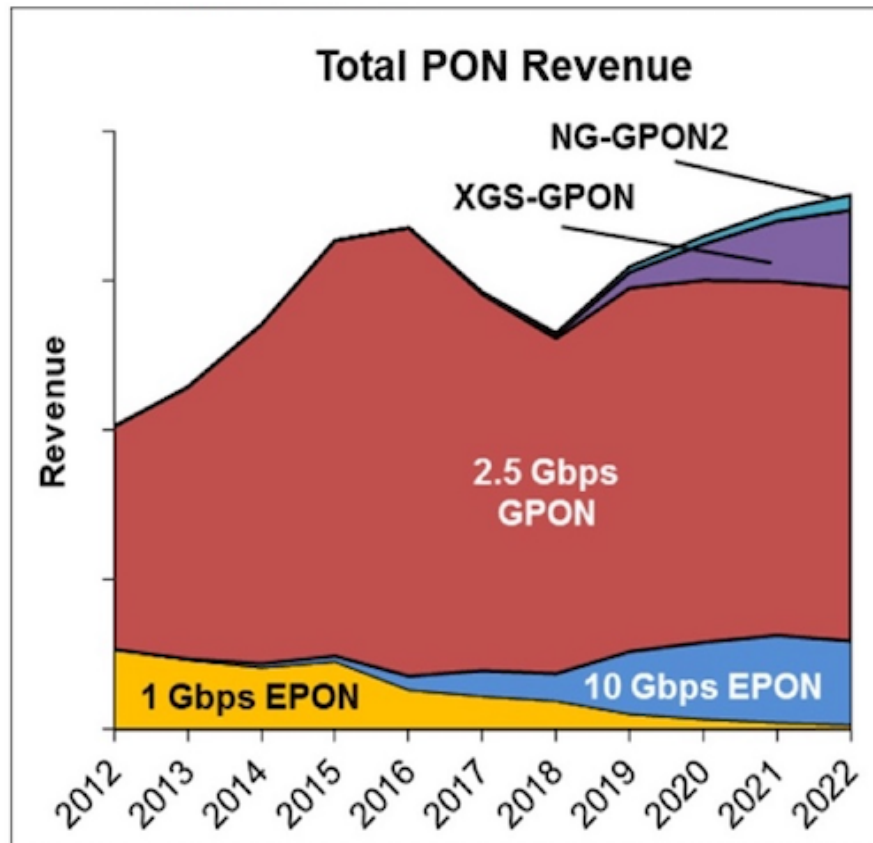
3Q18 Revenue by Region



Balance Sheets & Key Indices

Unit: NT\$ Million	<u>3Q18</u>	<u>%</u>	<u>2Q18</u>	<u>%</u>	<u>3Q17</u>	<u>%</u>
Cash and Cash Equivalents	2,228	13%	2,501	16%	3,205	21%
Accounts Receivable	6,037	35%	4,786	31%	4,897	32%
Inventories	4,980	29%	3,867	25%	3,681	24%
Long-term Investments	91	1%	97	1%	93	1%
Property, Plant and Equipment	1,767	10%	1,841	12%	1,908	13%
Other Assets	2,192	13%	2,124	14%	1,315	9%
Total Assets	17,295	100%	15,216	100%	15,099	100%
Current Liabilities	9,761	56%	7,414	49%	6,698	44%
Non-Current Liabilities	215	1%	228	1%	223	1%
Total Liabilities	9,976	58%	7,641	50%	6,921	46%
Total Equity	7,320	42%	7,575	50%	8,178	54%
Key Indices						
AR Turnover Days	79		86		84	
Inventory Turnover Days	82		86		85	
Current Ration (X)	1.5		1.7		1.9	

- **寬頻接取 Broadband Access**
 - 10G PON
 - WiFi EasyMesh
- **企業用戶 Cloud Networking**
 - SD-WAN
 - ATP Firewall



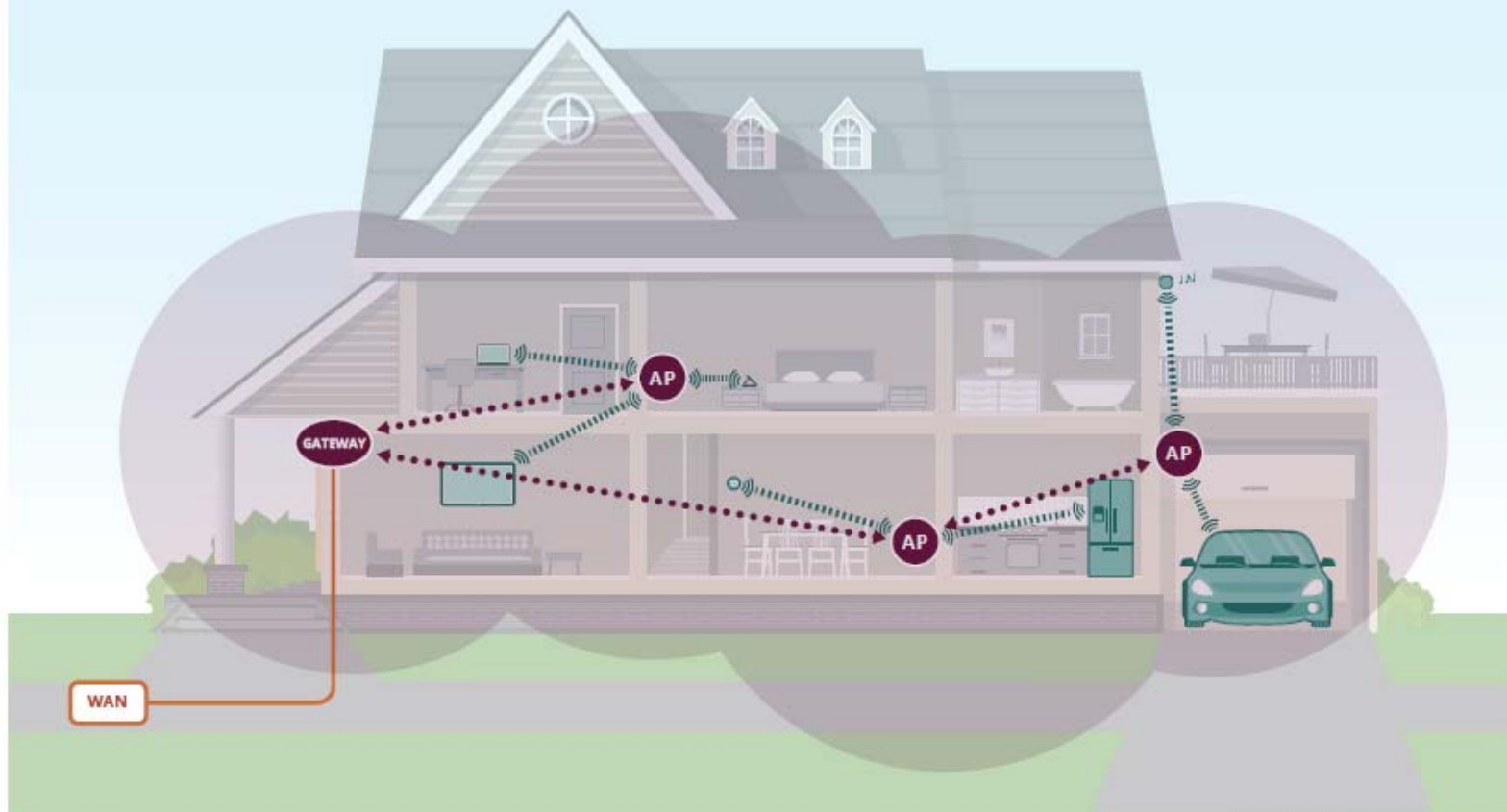
XGS-PON and 10 Gbit/s EPON, with some help from NG-PON2, slowly take share away from 2.5 Gbit/s EPON, according to Dell'Oro Group's "Broadband Access 5-Year Forecast."

http://www.broadbandworldnews.com/author.asp?section_id=548&doc_id=745018

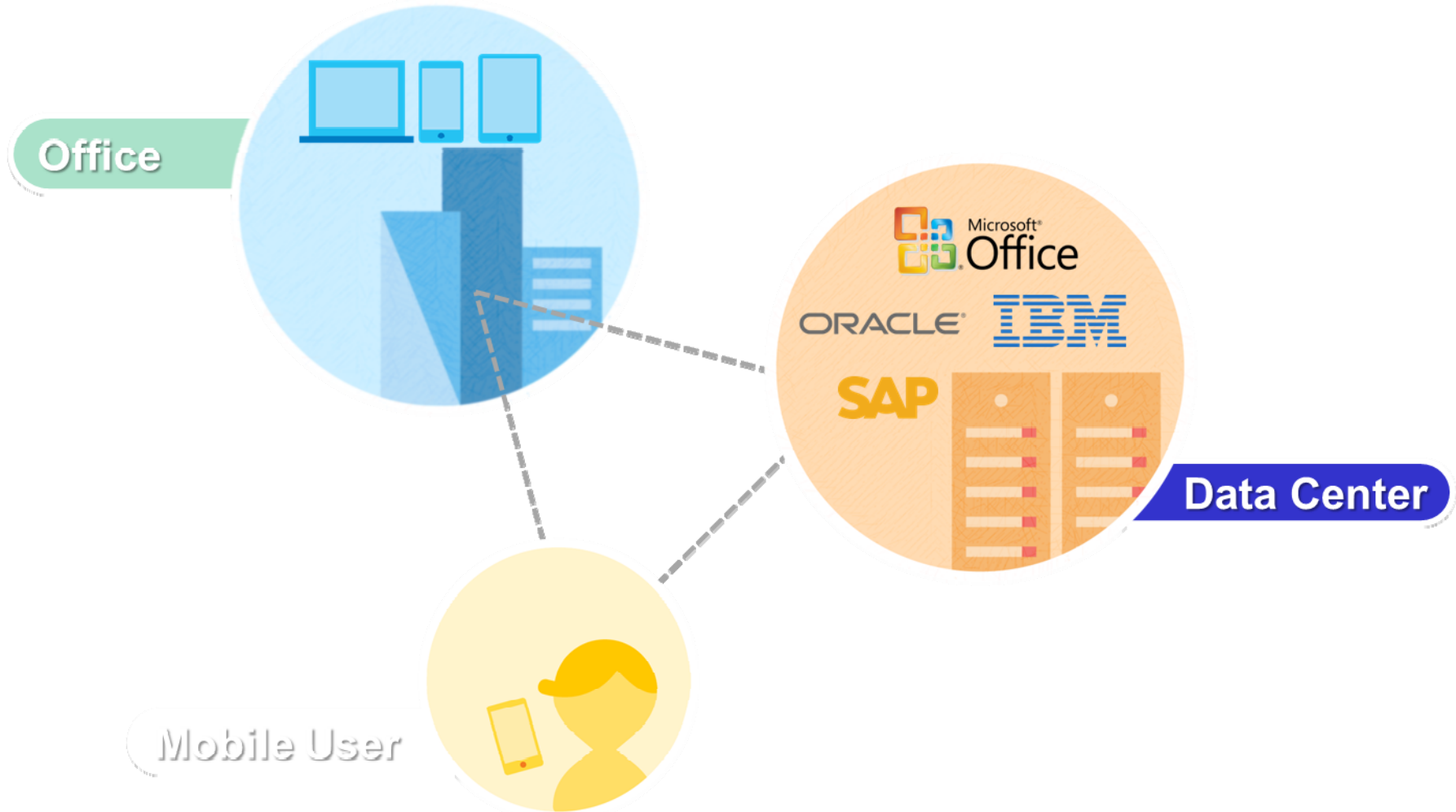
- 依據市調公司 Dello'ro 的預測, 全球PON 市場到 2020年 將達到70億美元的規模
- 下世代寬頻接取技術, 包含10GPON, XGS-PON 以及 NG-PON2 三種. 到2022年, XGS-PON 的市占預估將會有10億美元; NG-PON2 也預估會有2億美元的市場金額

<https://www.wi-fi.org/discover-wi-fi/wi-fi-easymesh>

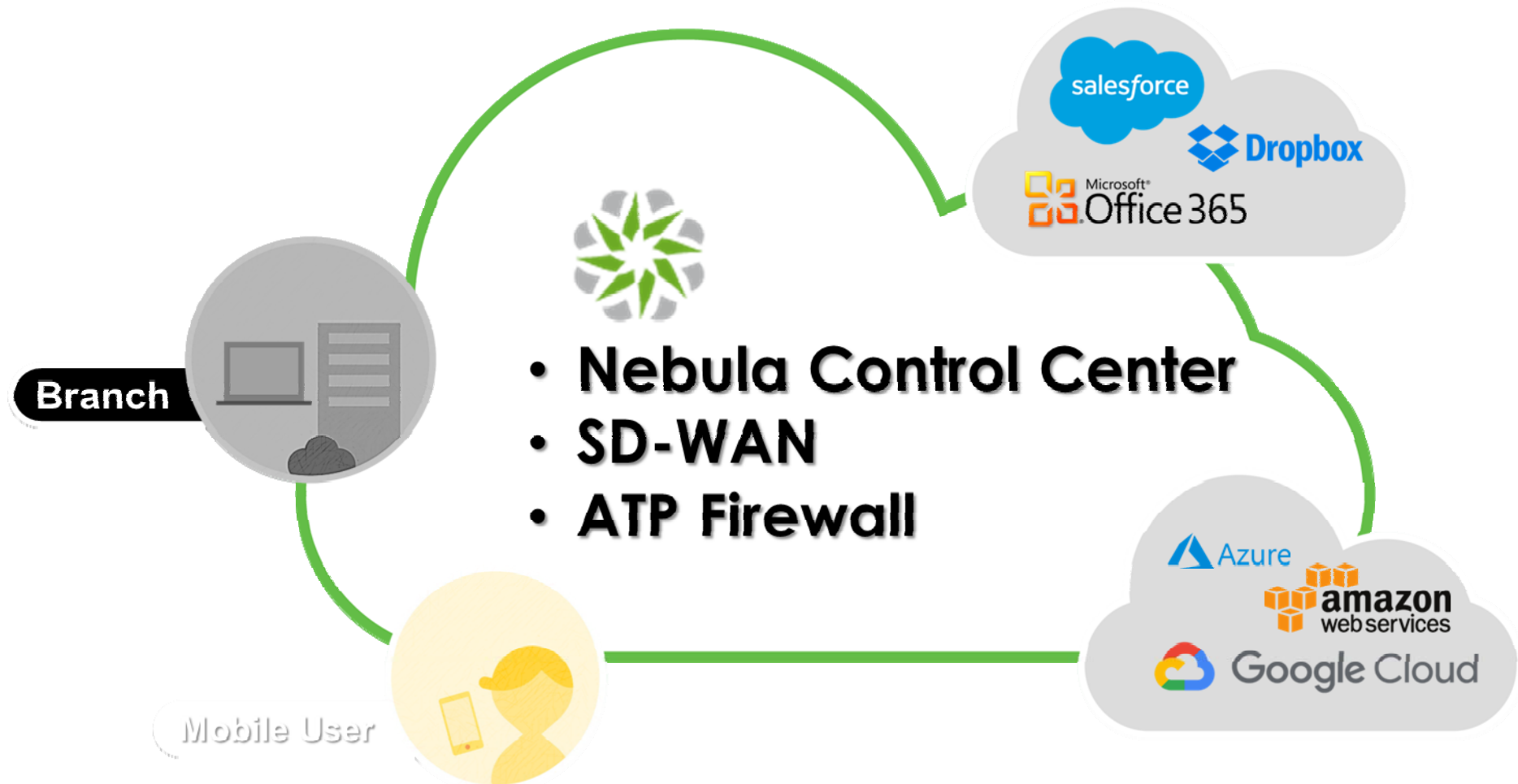
Wi-Fi CERTIFIED EasyMesh™:
Smart, extended coverage home Wi-Fi®



Unizyx 企業網路趨勢



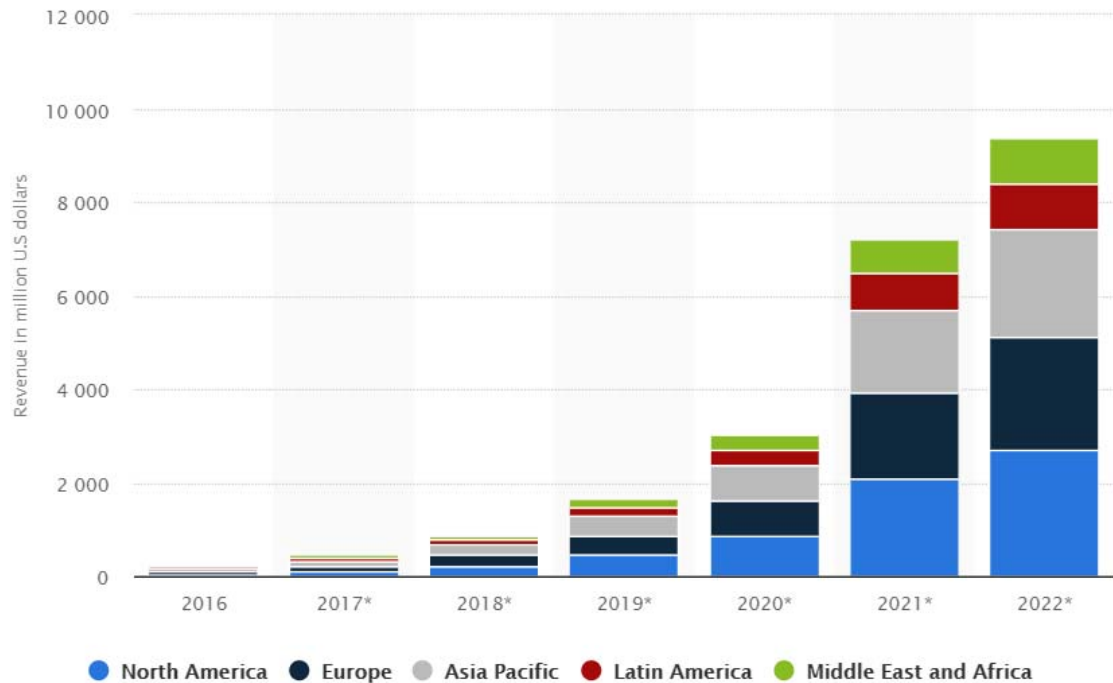
Unizyx 企業網路趨勢





軟體定義廣域網路 (SD-WAN) 市場前景可期

Software-defined wide area network (SD-WAN) market size worldwide from 2016 to 2022, by geography
(in million, U.S. dollars)



而根據 IDC 最新針對 SD-WAN 所做的市場趨勢報告，2017 SD-WAN 全球營收已達 8 億三千多萬美元，預計在 2020 年以年複合成長率 40.4% 的速度達到 45 億美元的產值。

<https://www.statista.com/help/#52a7448029f8d06f6a00000f>



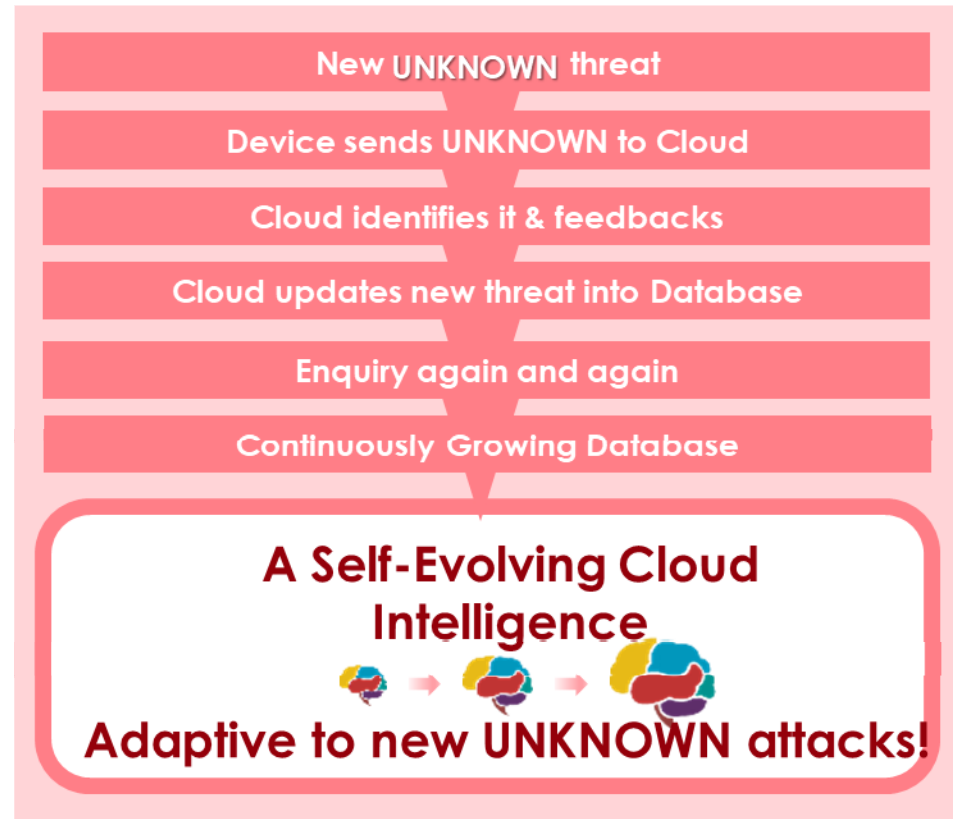
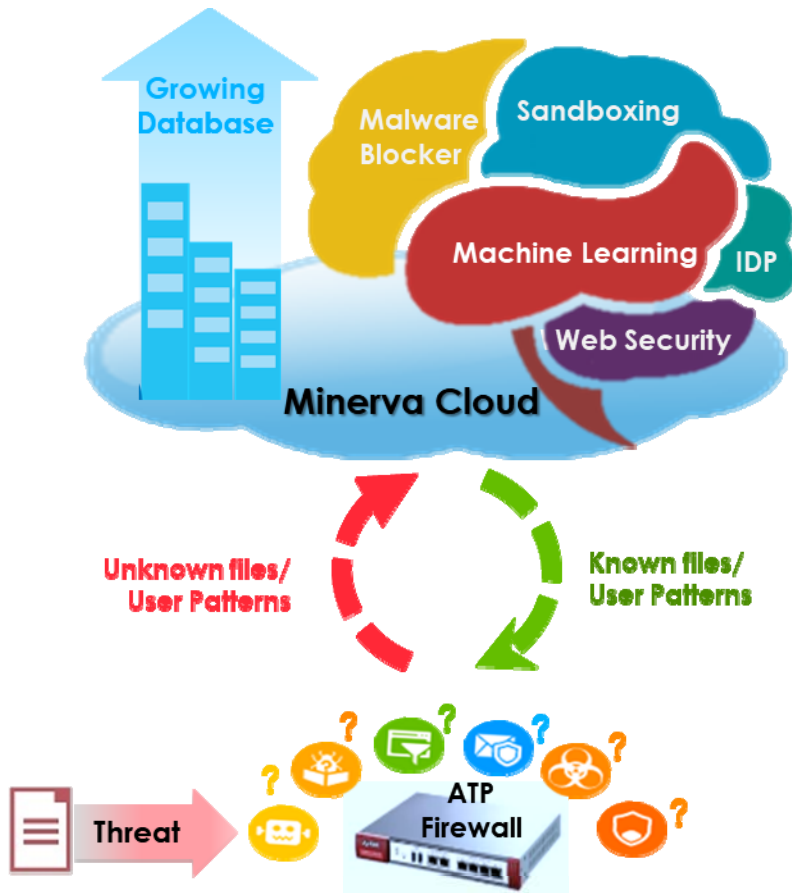
<https://www.idc.com/getdoc.jsp?containerId=prUS44203118>





Cloud Intelligence: ATP NextGen Firewall

ATP: Advanced Threat Protection



Unizyx

Thank you

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