

歐格電子工業股份有限公司  
AHOKU Electronic Company

法人說明會  
Investor Conference



*Date: Nov. 26, 2020*

# 簡報大綱 Agenda



公司簡介 Company Profile

財務報告 Financial Results

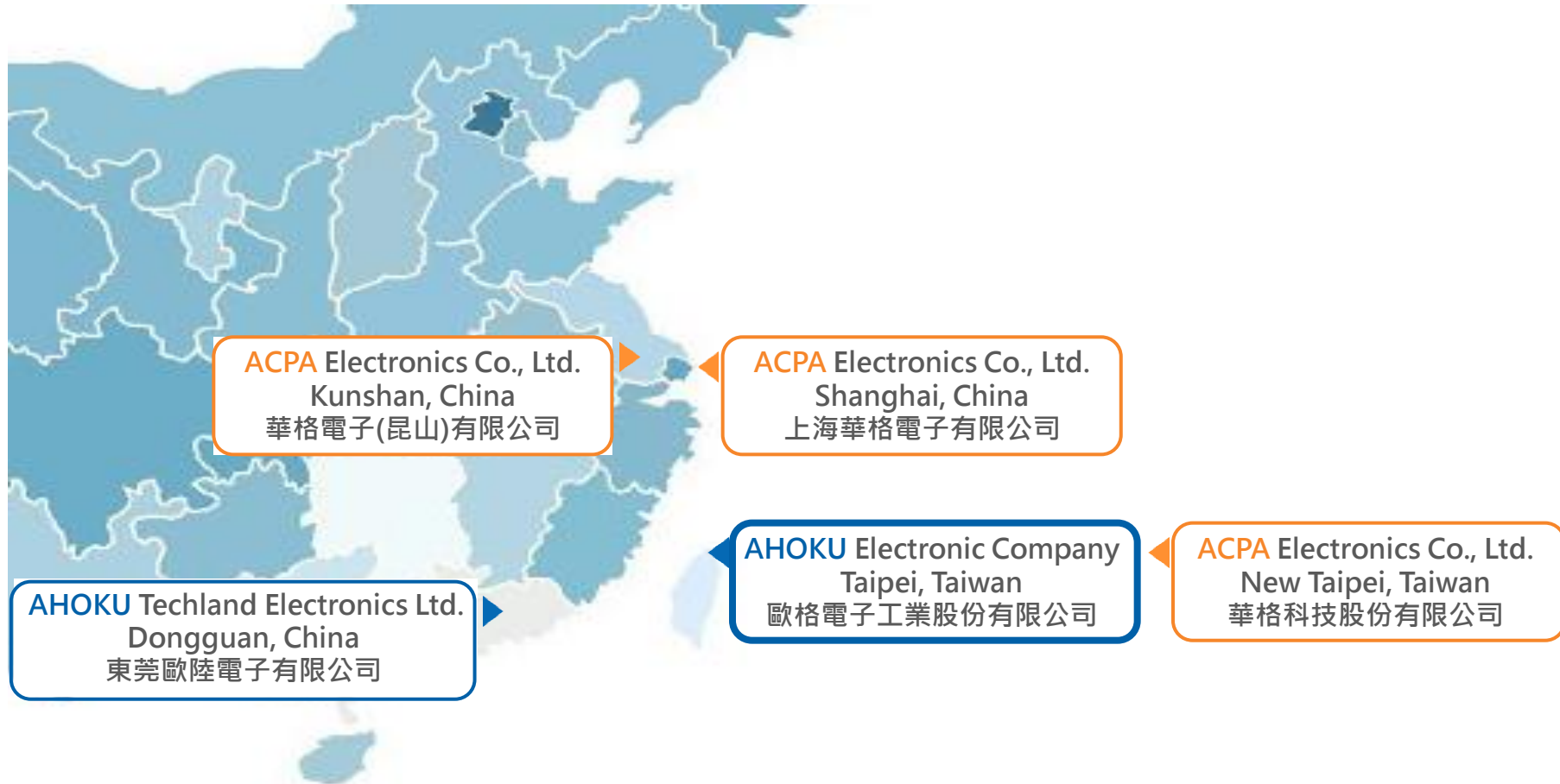
產品銷售 Products Marketing

研發佈局 R&D Roadmap

意見交流 Q&A

## 集團組織

## Group Organization





AHOKU Group	歐格電子 AHOKU Electronic	東莞歐陸 AHOKU Techland
公司設立 Established	Aug. 1, 1983	Jul. 15, 1997
營運據點 Location	Taipei, Taiwan	Dongguan, China
集團定位 Position	Head Office Sales Center R&D Center	Manufacturing Center Engineering Center
資本額 Capital	NT\$ 1,020,000 Thousand	HK\$ 50,000 Thousand
上市日期 IPO	TWSE in Jan. 23, 2002	-----
工廠認證 Certification	-----	ISO 9001
主要產品 Core Products	Smart Power Management Devices Touch Display and Peripherals of Arcade Games	

## 生產基地 Production Base



Office Building and Factory Area of AHOKU Techland

## 生產基地 Production Base



Semi-automatic  
Production Machines  
of AHOKU Techland

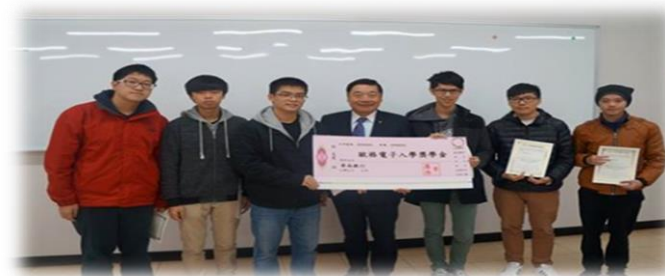


## 公司治理與企業社會責任 Corporate Governance and Social Responsibility

### ■ 電信聯盟企業社會責任論壇 JAC CSR Forum



### ■ 贊助公益活動/提供獎助學金 Sponsor Public Welfare Activity/Student Scholarship



### ■ 幸福員工企業獎 Happy Employee Enterprise Award





ACPA Group	華格科技 ACPA Technology	上海華格 ACPA Shanghai	昆山華格 ACPA Kunshan
公司設立 Established	Nov. 26, 2001	Nov. 8, 2001	Nov. 7, 2006
營運據點 Location	New Taipei, Taiwan	Shanghai, China	Kunshan, China
集團定位 Position	Head Office Sales Center Customer Service	Sales Office Customer Service	Manufacturing Center R&D Center Engineering Center
資本額 Capital	NT\$ 231,312 Thousand	US\$ 320 Thousand	US\$ 4,200 Thousand
工廠認證 Certification	-----	-----	ISO 9001 ; ISO 14001
主要產品 Core Products	Circuit Protection Components		



生產基地  
Production Base



Factory Area of ACPA Kunshan

## 生產基地 Production Base



Production Lines of **Protection Components** at ACPA Kunshan  
Specifications and production quantities of **Gas Discharge Tube** rank second in this industry

## 生產基地 Production Base



Production Lines of [Semiconductor Components](#) at ACPA Kunshan

As passing customer's testing certification, the sales of Semiconductor Components will continue to increase

## 生產基地 Production Base



Overall QC & QA Inspection at ACPA Kunshan  
Impulse Current Test Lab. (IEC 61643-311 / UL 1449) at ACPA Kunshan, providing circuit design assistance  
and products test service

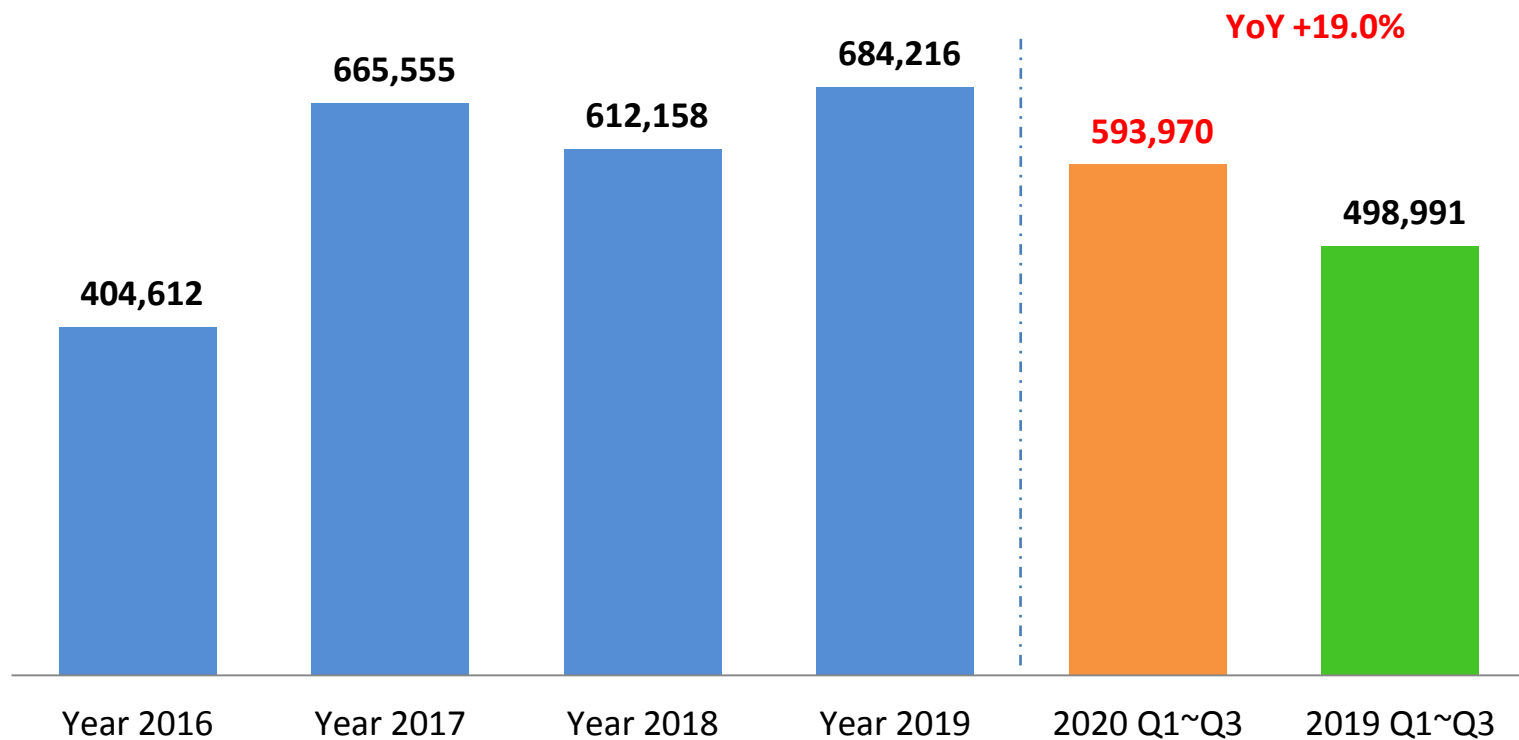
# 財務報告

## Financial Results



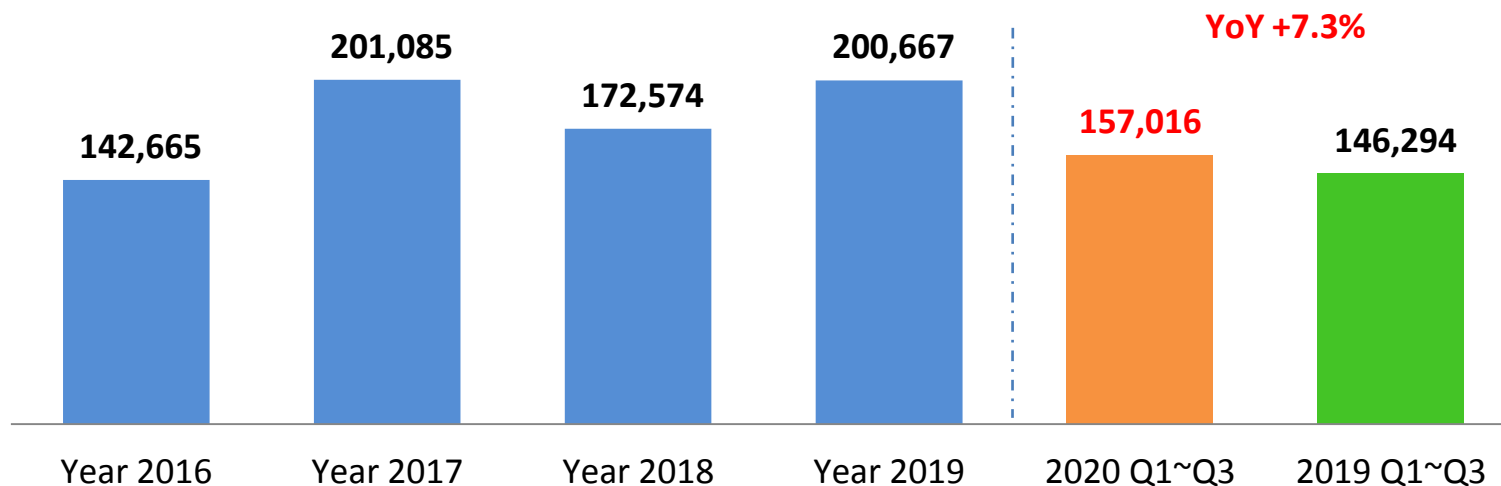
## 合併營業收入 Net Revenue

單位：新台幣仟元  
Unit in NT\$ thousand

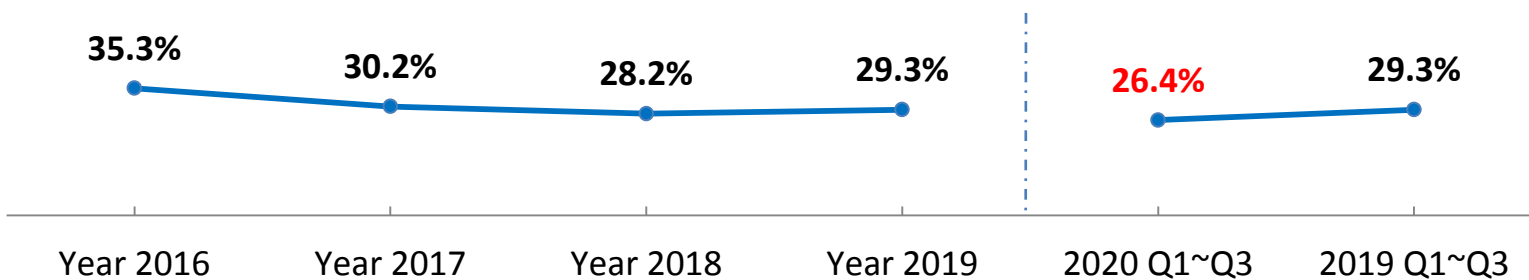


## 營業毛利 Gross Profit

單位：新台幣仟元  
Unit in NT\$ thousand

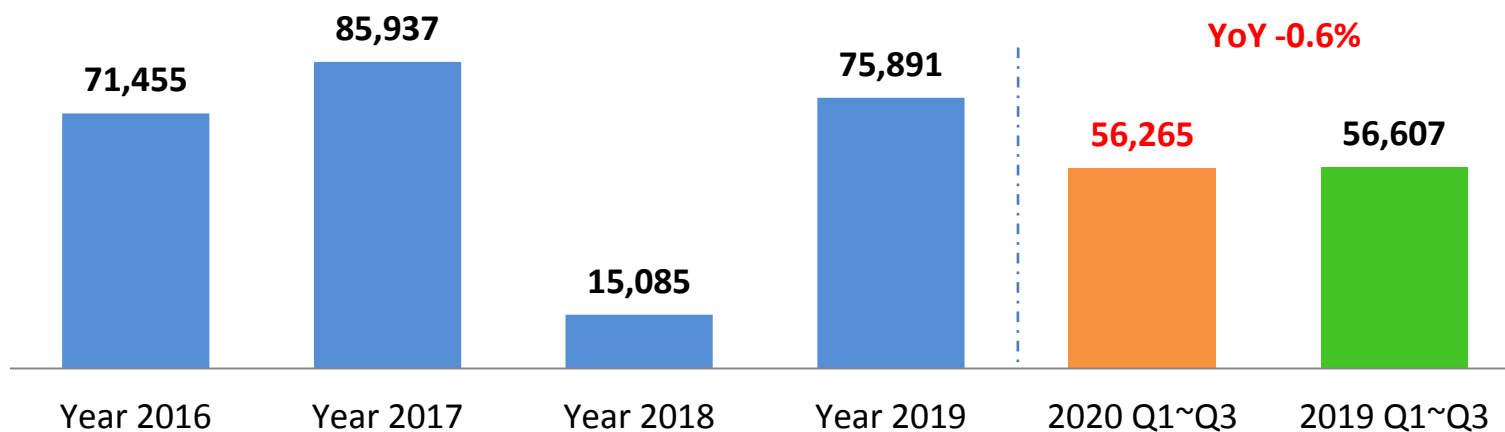


## 營業毛利率 Gross Profit Margin(%)

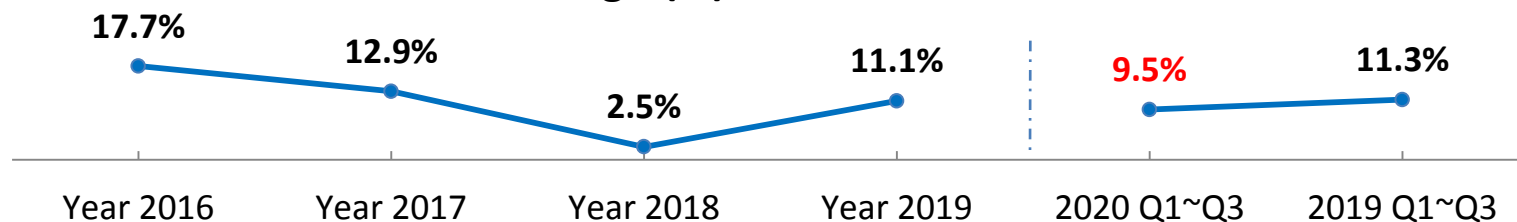


## 稅前淨利 Pre-Tax Income

單位：新台幣仟元  
Unit in NT\$ thousand



## 稅前淨利率 Pre-Tax Income Margin(%)



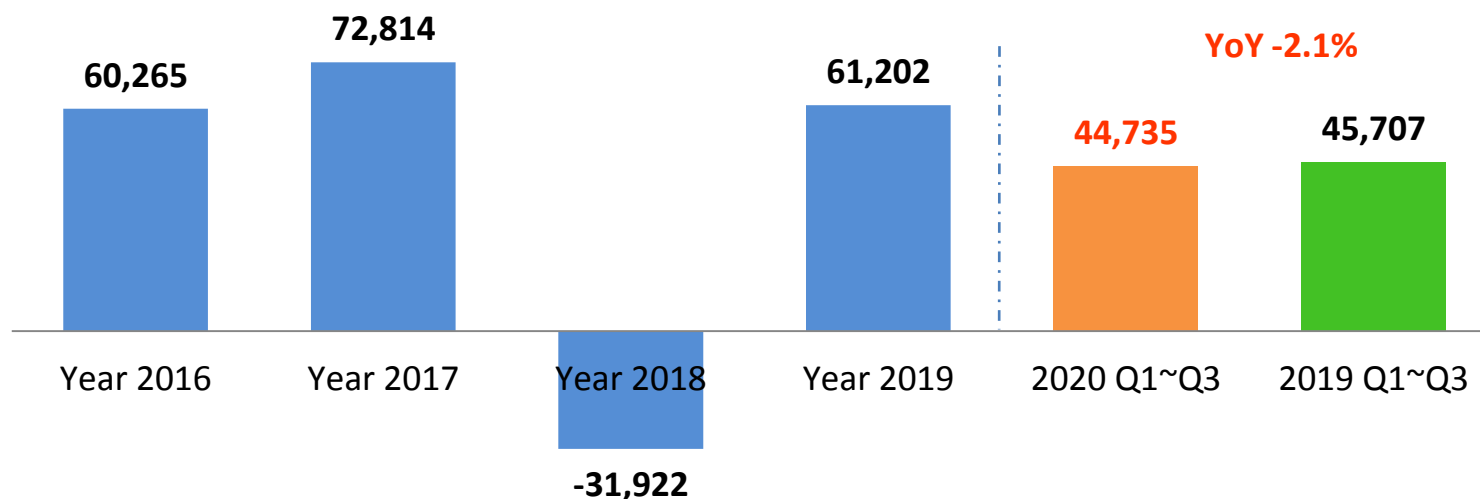
109年第3季稅前淨利新台幣40,942仟元

Pre-Tax Income for the third quarter of 2020 was NT\$ 40,942 thousand

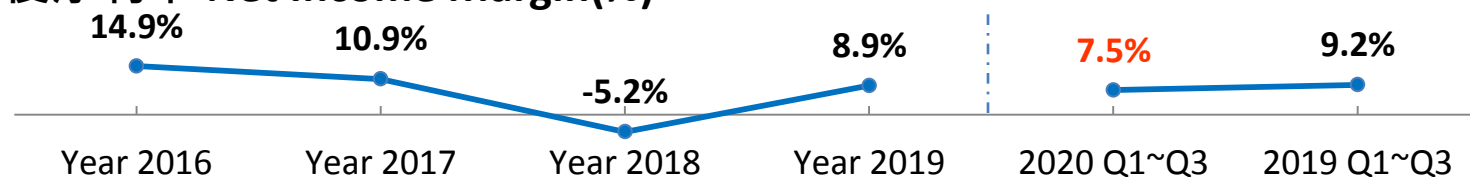


## 稅後淨利 Net Income

單位：新台幣仟元  
Unit in NT\$ thousand



## 稅後淨利率 Net Income Margin(%)



109年第3季稅後淨利新台幣33,481仟元

Net Income for the third quarter of 2020 was NT\$ 33,481 thousand

## 合併資產負債表 Consolidated Balance Sheet

單位：新台幣仟元 Unit in NT\$ thousand	2016.12.31		2017.12.31		2018.12.31		2019.12.31		2020.09.30	
現金及有價金融商品投資 Cash & Marketable Securities	885,488	54%	838,319	45%	771,238	42%	803,466	42%	805,636	43%
應收帳款 Accounts Receivable	68,586	4%	194,288	10%	168,040	9%	172,021	9%	199,947	10%
存貨 Inventories	86,913	6%	121,618	7%	144,754	8%	191,220	10%	221,533	12%
不動產、廠房及設備 Property, Plant and Equipment	196,800	12%	321,678	17%	306,646	17%	288,788	15%	276,200	15%
其他資產 Other Assets	388,217	24%	396,592	21%	439,096	24%	472,078	24%	389,093	20%
<b>資產總計 Total Assets</b>	<b>1,626,004</b>	<b>100%</b>	<b>1,872,495</b>	<b>100%</b>	<b>1,829,774</b>	<b>100%</b>	<b>1,927,573</b>	<b>100%</b>	<b>1,892,409</b>	<b>100%</b>
流動負債 Current Liabilities	85,877	5%	183,236	10%	152,856	8%	189,398	10%	189,760	10%
非流動負債 Non-Current Liabilities	244,843	15%	265,455	14%	311,736	17%	325,280	17%	338,123	18%
<b>負債總計 Total Liabilities</b>	<b>330,720</b>	<b>20%</b>	<b>448,691</b>	<b>24%</b>	<b>464,592</b>	<b>25%</b>	<b>514,678</b>	<b>27%</b>	<b>527,883</b>	<b>28%</b>
<b>權益總計 Total Equity</b>	<b>1,295,284</b>	<b>80%</b>	<b>1,423,804</b>	<b>76%</b>	<b>1,365,182</b>	<b>75%</b>	<b>1,412,895</b>	<b>73%</b>	<b>1,364,526</b>	<b>72%</b>

## 財務指標 Financial Indicators

	2016.12.31	2017.12.31	2018.12.31	2019.12.31	2020.09.30
負債比率 Debt Ratio(%)	20.3%	24.0%	25.4%	26.7%	27.9%
流動比率 Current Ratio(%)	1,533.5%	823.1%	968.5%	844.1%	830.6%
速動比率 Quick Ratio(%)	1,420.6%	745.6%	865.2%	733.3%	704.4%
資產報酬率 Return On Asset(%)	3.7%	4.3%	-1.5%	3.5%	3.5%
權益報酬率 Return On Equity(%)	4.6%	5.8%	-2.3%	5.2%	5.2%
每股淨值 Equity Per Share (NT\$)	12.20	12.49	11.97	12.51	12.08

The WORLD-CLASS

Professional Supplier Of Electronic Products

AHOKU



產品銷售

Products Marketing



## 主要產品

## Core Products



### 電源及雲端智慧管理裝置

#### Smart Power Management Devices

- Surge Protectors
- Smart Power Management
- Travel Adapter/Converter



### 博弈機觸控螢幕及周邊設備

#### Touch Display and Peripherals of Arcade Games

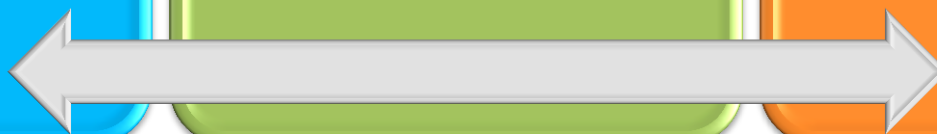
- Touch Display of Arcade Games
- Peripheral Equipments



### 電路保護元件

#### Circuit Protection Components

- Protection Components
- Semiconductor Components



## Surge Protectors



Foldable  
Power Strip



Single Plug  
Surge Protectors



US Outlets  
Wireless Charger



Patented UFO

## Rack PDU 電源分配器

### 0U-VERTICAL POWER DISTRIBUTION UNIT



Available Model: US 15 / 20A  
Outlet Number Available: 18/24/30

### 1U-19" POWER DISTRIBUTION UNIT

#### Plastic Housing



#### Metal Housing



Front



Rear



Basic PDU



Metered PDU



Smart PDU



Europe PDU

## Travel Series

### 萬國旅行轉換器 Travel Adapter



18W/30W/45W Type-C PD/QC3.0快速充電，  
可支援最新行動充電設備並同時使用5~6款行動裝置。

Type C PD Travel Adapter  
USB-C PD旅行快充轉換器

25W/1875W雙瓦旅行自動變壓器  
專利自動切換及USB-C PD快速充電



**變壓器模式 Converter Mode:**  
電壓轉換 220V 轉 110V



**轉換器模式 Adapter Mode:**  
適用電壓100V-240V 旅行插頭轉換



**充電器模式 PD & USB Charger:**  
USB-C PD & USB輸出，快速充電





## Touch Display and Peripherals of Arcade Games

博奕機觸控螢幕  
Touch Display of Arcade Games



博奕機週邊設備組件  
Peripheral Equipments



Speaker



LED Strip



Protection  
Components

## 華格-保護元件

## ACPA – Protection Components



- 氣體放電管  
Gas Discharge Tube (GDT)
- 壓敏電阻  
Metal Oxide Varistor (MOV)
- 高分子正溫度係數熱敏電阻  
Polymeric Positive Temperature Coefficient (PPTC)

Semiconductor  
Components

## 華格-半導體元件

## ACPA - Semiconductor Components



- 瞬態電壓抑制二極體  
Transient Voltage Suppressors (TVS)
- 靜電保護器  
ESD Protector
- 穩壓二極體  
Zener Diode
- 肖特基整流二極體  
Schottky Barrier Rectifier
- 電晶體  
Transistor

## 保護/半導體元件應用：

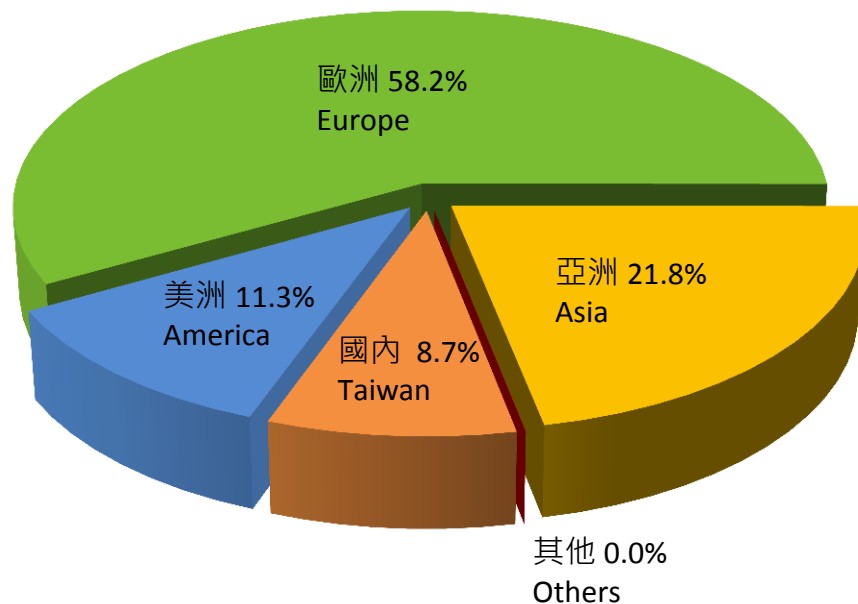
通訊設備、通訊基地台、電源、消費電子、安全防護、智慧家居、汽車電子、再生能源、照明、醫療等。

## Protection/Semiconductor Components Applications:

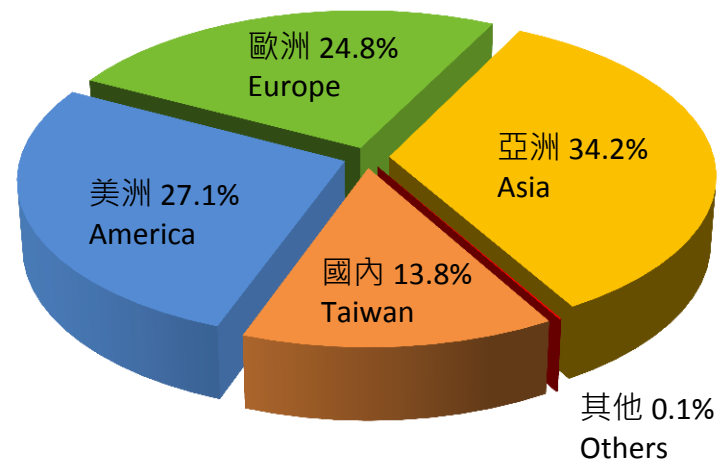
Telecom Equipment、Telecom Base Station、Power Supply、Consumer Electronics、Security System、Smart Home、Automotive Electronics、Renewable Energy、Lighting、Medical Care etc.

## 區域營收分析 Revenue by Regions

2020 Q1~Q3



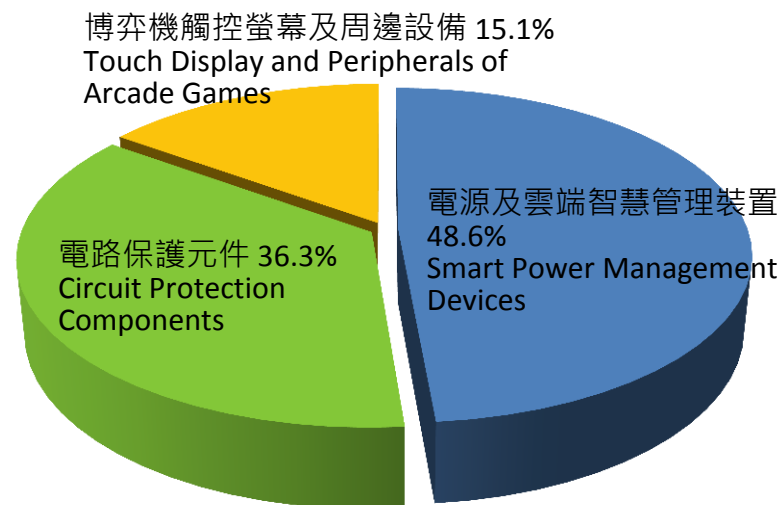
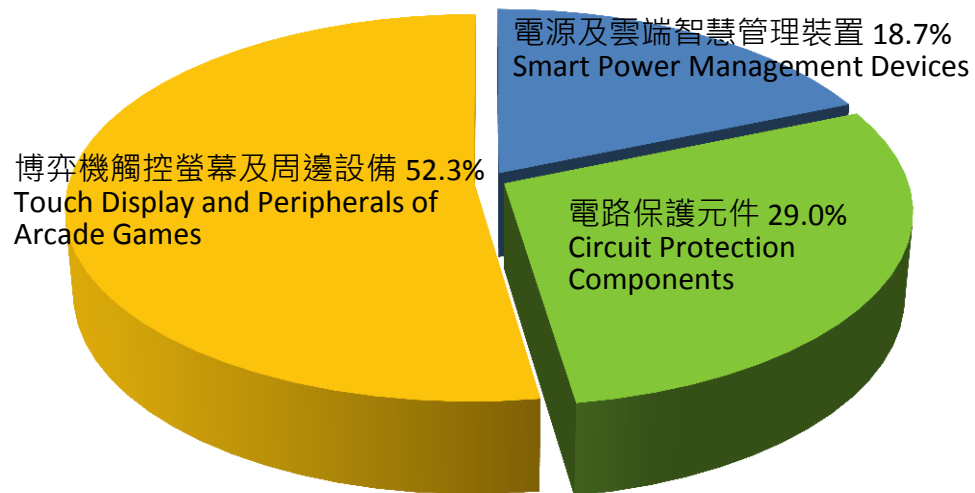
Year 2019



## 產品營收分析 Revenue by Products

Year 2019

2020 Q1~Q3



# 研發佈局

## R&D Roadmap



## 研發能力 R&D Capabilities



研發團隊具備以下人才  
以及六大核心技術：  
R&D team possesses six  
core technologies:

- ID產品美學設計  
ID aesthetics design
- ME機構設計  
Mechanical design
- EE電路設計  
Electronic circuit design
- FW韌體驅動設計  
Firmware drive technology
- APP軟體開發應用技術  
APP development technology
- IoT智能系統整合技術  
IoT integration technology

我們能夠獨立及相互整合，因應各種開發需求，提供最佳設計服務及解決方案  
Extensive R&D capabilities, providing the best design services and solutions

## 專利及獎項

## Patents and Awards



reddot award  
honourable mention



product  
design  
award



DiD Award  
(东莞杯) 国际工业设计大赛  
DiD Award (Dongguan Cup)  
International Industrial Design Competition





## 安規實驗室 Safety Lab.

TUV Witness Test Lab.



TUV Certificate



全面性安規測試項目 Comprehensive safety test  
USB /Type C/PD充電性能測試 USB/Type C/PD charging performance test  
禁用有害物質檢測 Hazardous substance inspection

## 產品佈局 Products Roadmap

### 持續深耕核心電源插座產品開發

Continuously devoting to development of core surge protectors

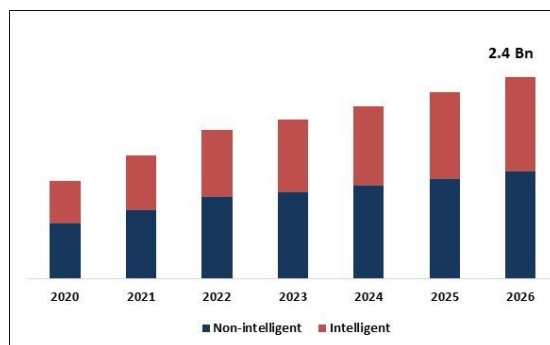


## 遠端智能電源管理系統 Remote Smart Power Management System



數據中心機架配電單元(PDU)市場規模預計複合年增長率為12.8%至2026年  
The Global Data Center Rack Power Distribution Unit (PDU) market size is estimated growth of 12.8% CAGR by 2026

### Global Data Center Rack Power Distribution Unit (PDU) Market Size



## 產品佈局 Products Roadmap

### 因應資料中心發展趨勢及客戶端對電源管理智慧化需求 開發具備雲端監控之智能PDU系列產品

Considering the development trend of data centers and customer requirements for smart power management, we develop intelligent PDU series with remote power monitoring and networked iPDU system



## 產品佈局 Products Roadmap

運用博弈機觸控螢幕開發設計優勢，拓展歐洲博弈市場，提高產品市占率

Based on our advantages of product development and design for the touch display of arcade games, increasing our market share in the European gaming market



## 產品佈局 Products Roadmap

### 持續開發博弈機觸控螢幕及週邊設備，擴大產品線佈局

Continuously develop touch display of arcade games and peripherals equipments, expanding the development of product lines



## 產品佈局 Products Roadmap

### 遠端智慧居家照顧系統 Remote Smart Home Care System

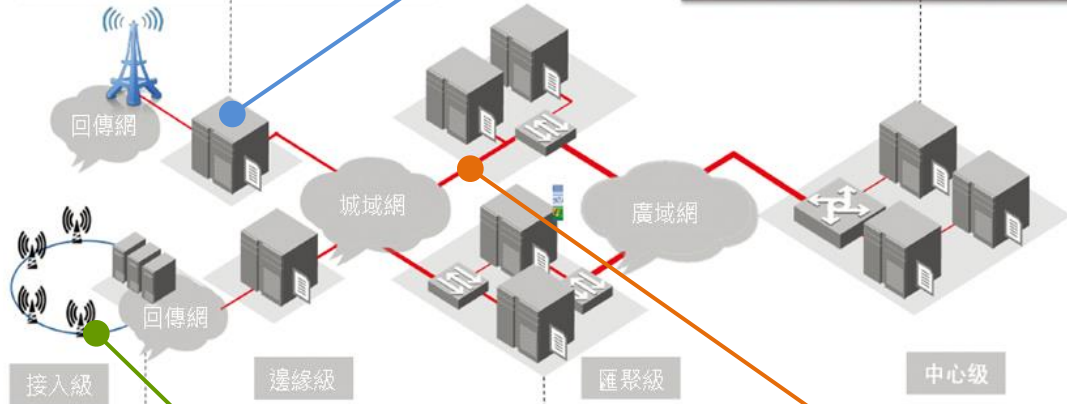
高齡化社會來臨，應用資訊及通訊科技之遠距照護，已成為老人照護服務的趨勢  
In response to an aging society, using electronic information and telecommunication technologies for telehealth, which has become a trend in telehealth service



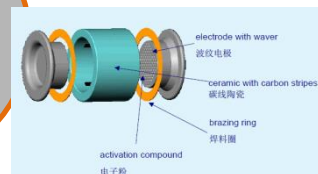
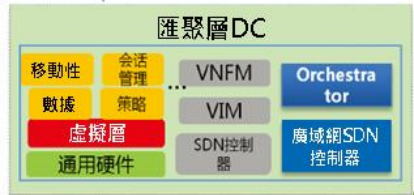
## 保護元件-5G 市場佈局

Protection components-future deployment of 5G market

## 產品佈局 Products Roadmap



SPD防雷模組  
SPD lightning protection module



多間隙高能GDT  
Multi-gap high voltage GDT



高頻GDT  
High frequency GDT



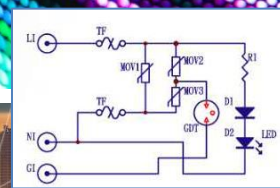
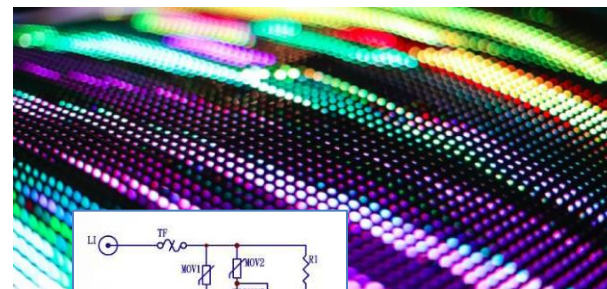
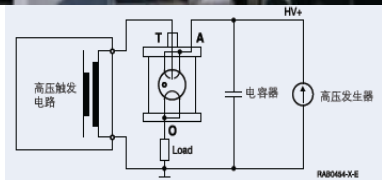
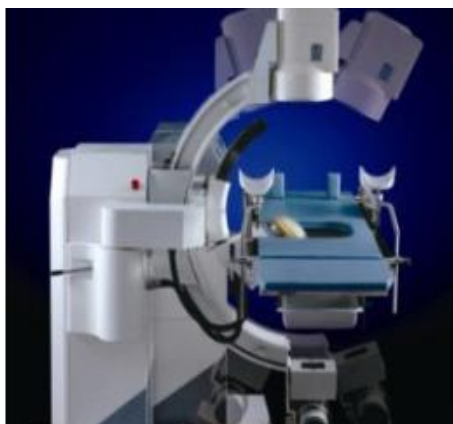


## 產品佈局

## Products Roadmap

### 保護元件-應用趨勢 (醫療、電動車、電池管理、安防系統、LED照明等)

Protection components-application trends (medical, electric vehicle, battery management, security system, LED lighting etc.)



# 意見交流

Q&A

*Thank you for kind attention!*