



THE DISPLAY CHOICE  
OF PROFESSIONALS™

# 2018 年法說會

Date: 27 June 2018

Presented by: 偉聯科技股份有限公司

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# 報告大綱



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AG Neovo Way

## 財務面－最近五年合併綜合損益表

單位：新台幣千元	2013	2014	2015	2016	2017
營業收入淨額	625,078	684,372	681,116	757,963	744,271
營業成本	(462,411)	(480,050)	(529,055)	(554,011)	(530,228)
營業毛利	162,667	204,322	152,061	203,952	214,043
營業費用	(194,991)	(196,496)	(210,872)	(210,553)	(201,841)
營業利益(損失)	(32,324)	7,826	(58,811)	(6,601)	12,202
營業外利益(損失)	35,519	(6,384)	2,675	(1,946)	2,315
稅前利益(損失)	3,195	1,442	(56,136)	(8,547)	14,517
所得稅費用	(21,279)	(829)	(307)	292	(5,923)
本期淨利(損)	(18,084)	613	(56,443)	(8,255)	8,594
每股盈餘(損)	(0.35)	0.01	(1.08)	(0.16)	0.16

## 財務面－合併綜合損益表

單位：新台幣千元	1Q 2018		4Q 2017		QoQ	1Q 2017		YoY
	金額	%	金額	%	%	金額	%	%
營業收入淨額	183,359	100	207,834	100	(12)	160,858	100	14
營業成本	(125,552)	(69)	(145,748)	(70)	(14)	(113,065)	(70)	11
營業毛利	57,807	31	62,086	30	(7)	47,793	30	21
營業費用	(53,398)	(29)	(50,981)	(25)	5	(47,851)	(30)	12
營業利益(損失)	4,409	2	11,105	5	(60)	(58)	0	(7,702)
營業外利益(損失)	(720)	0	435	0	(266)	1,253	1	(157)
稅前利益(損失)	3,689	2	11,540	6	(68)	1,195	1	209
所得稅費用	(918)	(1)	(4,680)	(2)	(80)	(323)	0	184
本期淨利(損)	2,771	1	6,860	3	(60)	872	1	218
每股盈餘(損)	0.05		0.13			0.02		

## 財務面－最近五年合併資產負債表

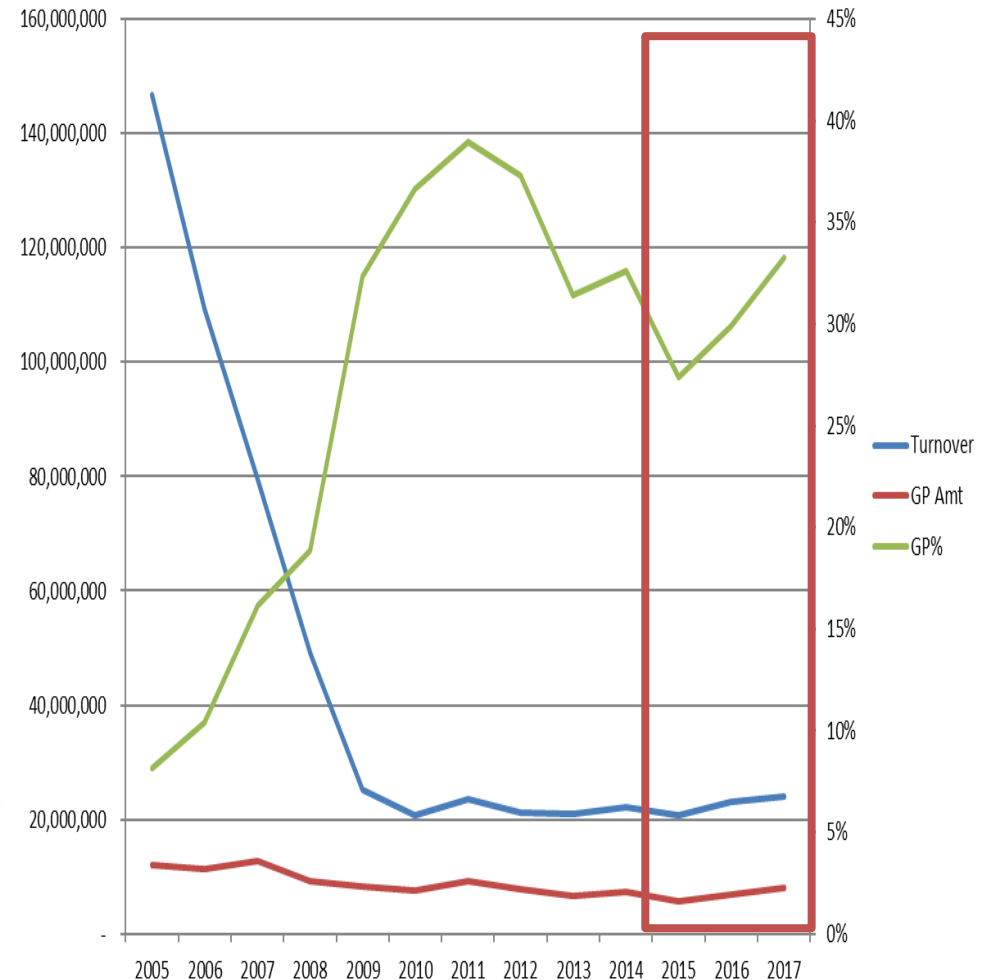
單位：新台幣千元	2013/12/31	2014/12/31	2015/12/31	2016/12/31	2017/12/31
現金及約當現金	487,711	171,885	96,716	94,787	108,369
應收帳款淨額	85,831	62,056	81,366	89,378	86,269
其他應收款	407	2,006	937	222	406
存貨	186,815	211,809	278,384	184,064	210,915
預付款項	16,068	28,408	10,655	7,238	6,045
其他流動資產	2,621	1,154	883	1,167	1,705
流動資產總計	779,453	477,318	468,941	376,856	413,709
非流動資產	135,699	379,587	397,324	383,790	378,283
資產總計	915,152	856,905	866,265	760,646	791,992
短期借款	0	40,000	173,528	89,729	88,299
應付帳款	90,299	66,840	63,716	63,762	66,681
其他應付款	78,550	53,908	48,309	46,024	61,113
負債準備	6,214	4,807	7,678	5,024	4,108
其他流動負債	4,943	3,788	3,222	3,472	4,169
流動負債總計	180,006	169,343	296,453	208,011	224,370
非流動負債	35	945	945	945	945
負債總計	180,041	170,288	297,398	208,956	225,315
股東權益總計	735,111	686,617	568,867	551,690	566,677

## 財務面－合併資產負債表

單位：新台幣千元	2018/03/31		2017/12/31		2017/03/31	
	金額	%	金額	%	金額	%
現金及約當現金	106,285	12	108,369	14	79,146	10
應收帳款淨額	92,120	10	86,269	11	76,758	10
其他應收款	461	0	406	0	231	0
存貨	261,066	29	210,915	27	213,516	28
預付款項	11,630	2	6,045	1	10,663	2
其他流動資產	2,390	0	1,705	0	3,062	0
流動資產	473,952	53	413,709	53	383,376	50
非流動資產	427,903	47	378,283	47	380,196	50
資產總計	901,855	100	791,992	100	763,572	100
短期借款	85,837	10	88,299	11	95,673	13
應付帳款	130,929	15	66,681	8	77,111	10
其他應付款	65,401	7	61,113	7	39,546	5
負債準備	2,589	0	4,108	1	3,991	1
其他流動負債	1,664	0	4,169	1	3,214	0
流動負債	286,420	32	224,370	28	219,535	29
非流動負債	945	0	945	0	945	0
負債總計	287,365	32	225,315	28	220,480	29
股東權益總計	614,490	68	566,677	72	543,092	71

# 回顧 (2002~2018/3/31)

- 3,077,958 Units sold
  1. 244 SKU in Display, 75 SKU in accessory
  2. 84 Countries
  3. 2,051 Customers
  4. Users: 1,200,000 ~ 1,300,000
  5. **Viewers: 無法估算 (Public Environment 公開展示環境)**
- USD 770,565,197 in Turnover
- USD 656,344,002 in Procurement



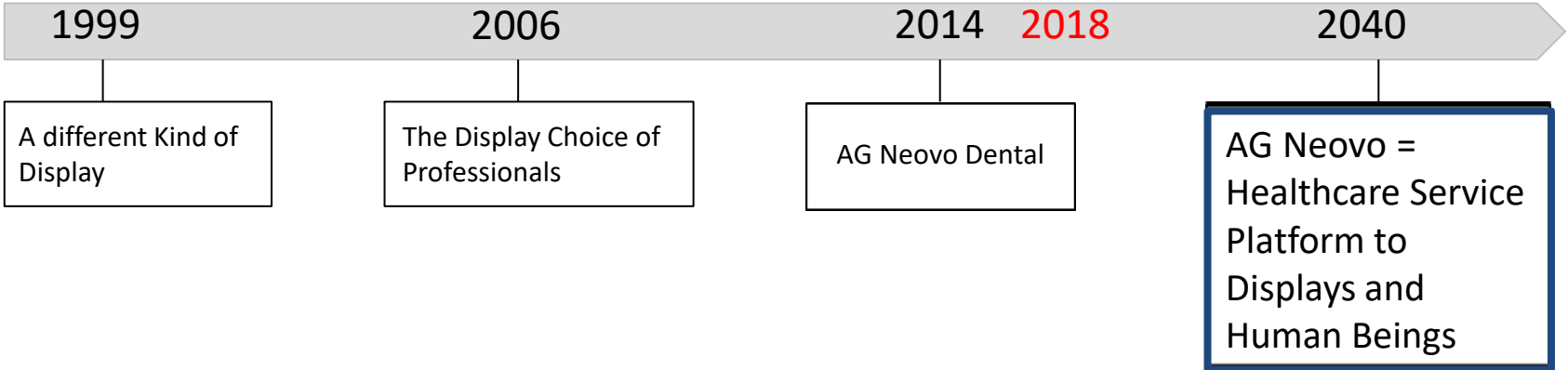


# 偉聯科技股份有限公司(1978.5.18設立登記)



子曰：“吾十有五而志於學，三十而立，四十而不惑，五十而知天命，六十而耳順，七十而從心所欲，不踰矩。”

# AG Neovo

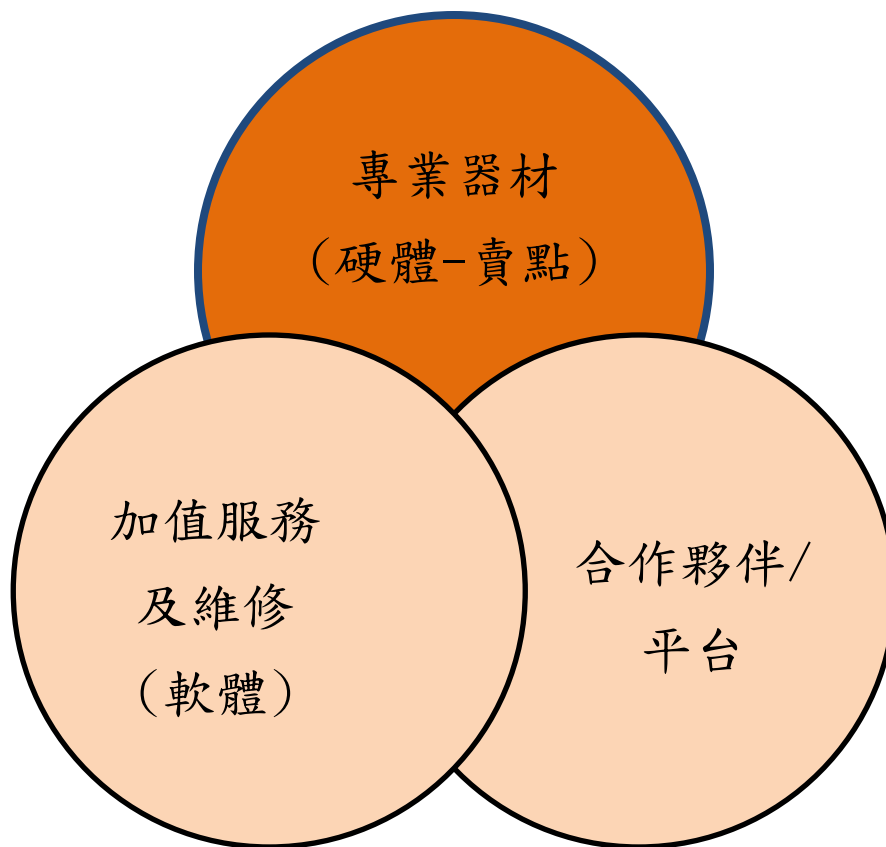


## 願景/使命

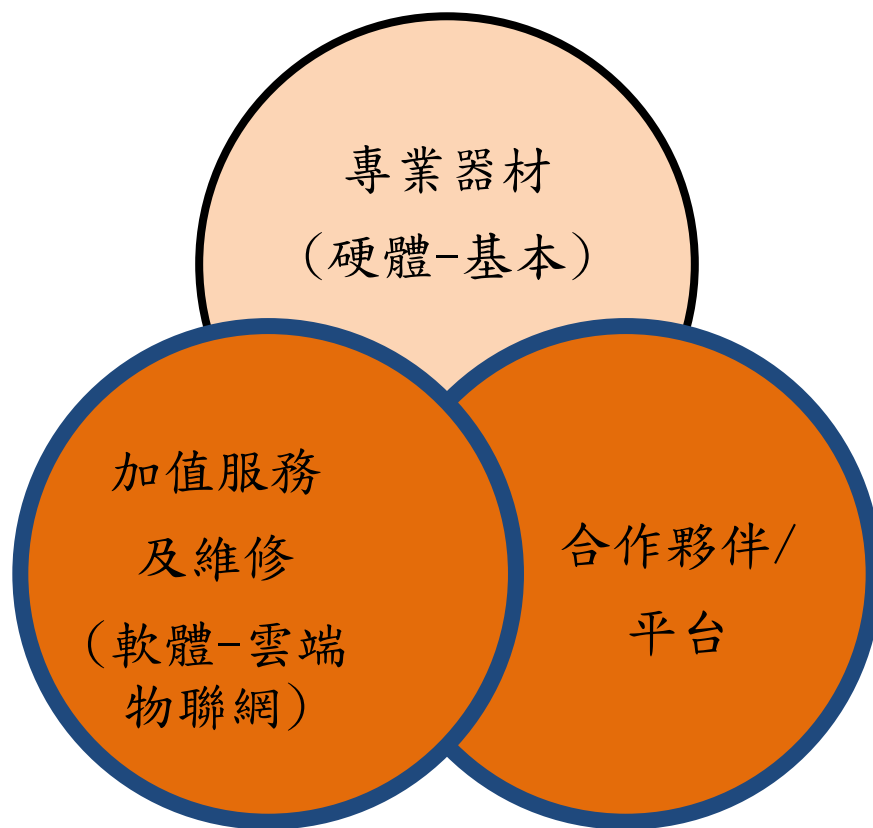
- **Vision:** 成為能充分彰顯AG Neovo價值鏈中所有關係人價值的商業平台。
- **Mission:** 建立有效連結前端需求與後端供給的服務平台，與平台上所有關係人共創並共享利潤。

*A Platform, A Service Provider*

## 策略重心 – 2018.6 以前



# 策略重心 -- 2040



# 產品及服務的變革－物



Effectiveness, Efficiency, and Total Cost considerations

AG Neovo PID Control Command Tool

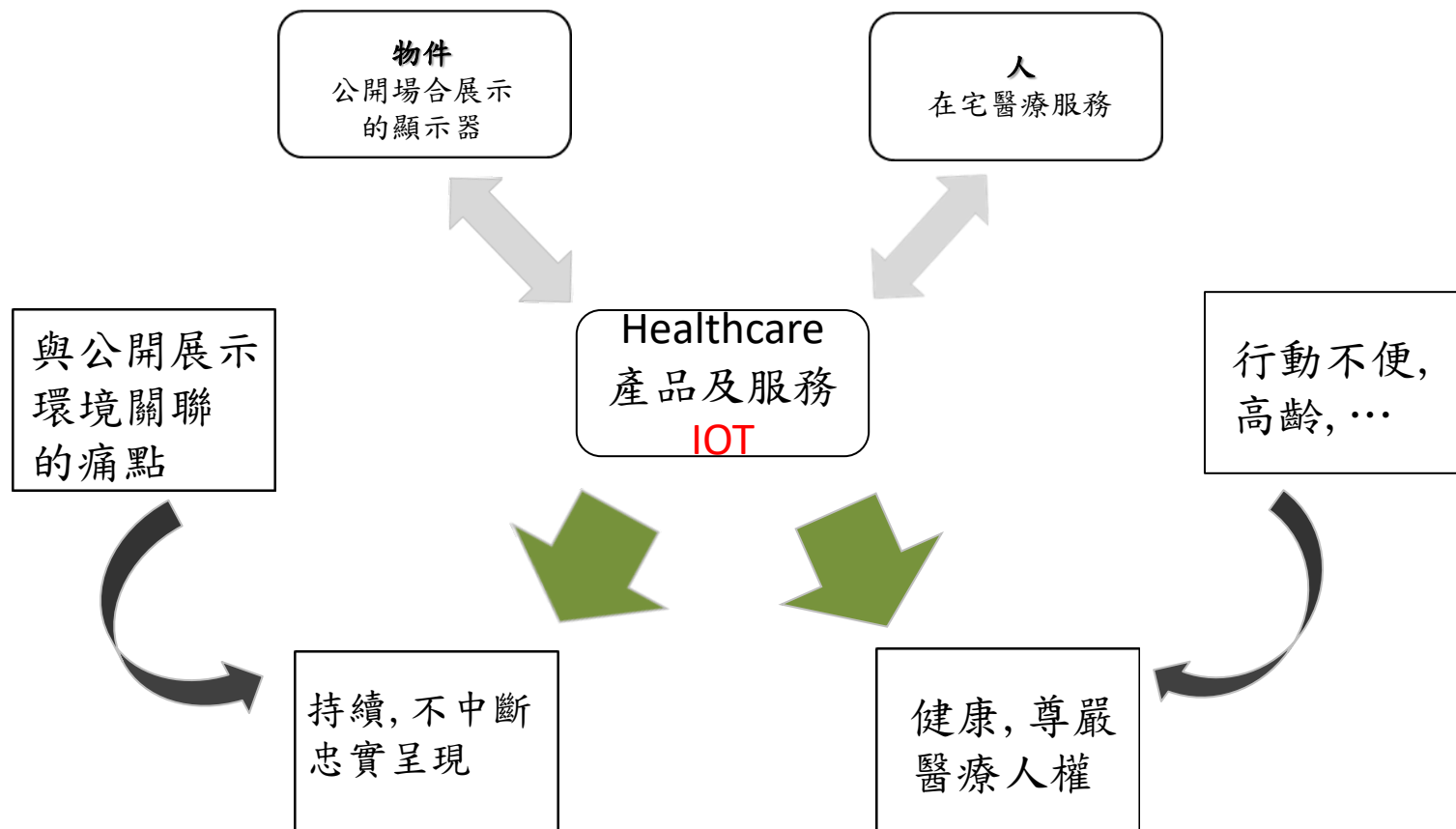


國際線到站航班即時資訊(Arrival Schedule) 14 59

航空公司	班次	起飛地	預定到站	實際到站	狀態
Airlines	Flight	From	STA	ETA	Status
華信航空	AE996	杭州 Hang Zhou	13:00	13:00	抵達Arrived
HO1316	上海 Shanghai	13:50	13:46	抵達Arrived	
DRAGONAIR 龍運航空	KA436	香港			抵達Arrived
CATHAY PACIFIC 国泰航空	CX6754	香港			抵達Arrived
EVA AIR 長榮航空	BR830	澳門 Macau	14:30	14:26	抵達Arrived
春秋航空	9C8877	上海 Shanghai	14:30	14:32	抵達Arrived
Vietnam Airlines	VN582	胡志明 HoChiMinh	14:30	14:30	取消Cancelled
CHINA AIRLINES 華航	CI167	關西 Kansai	14:55	14:51	抵達Arrived
EVA AIR 長榮航空	BR795	寧波 Ningbo	15:00	15:00	準時On Time
EVA AIR 長榮航空	BR107	成田 Narita	15:45	15:30	準時On Time

祝您旅途愉快HAVE A NICE TRIP歡迎免

# 未來的策略(方向)



But We have a Dream...  
因著熱血、勇氣及  
夢想，想要改變世界...

禮運大同篇

「使老有所終，壯有所用，幼有所長，  
矜、寡、孤、獨、廢疾者，皆有所養」

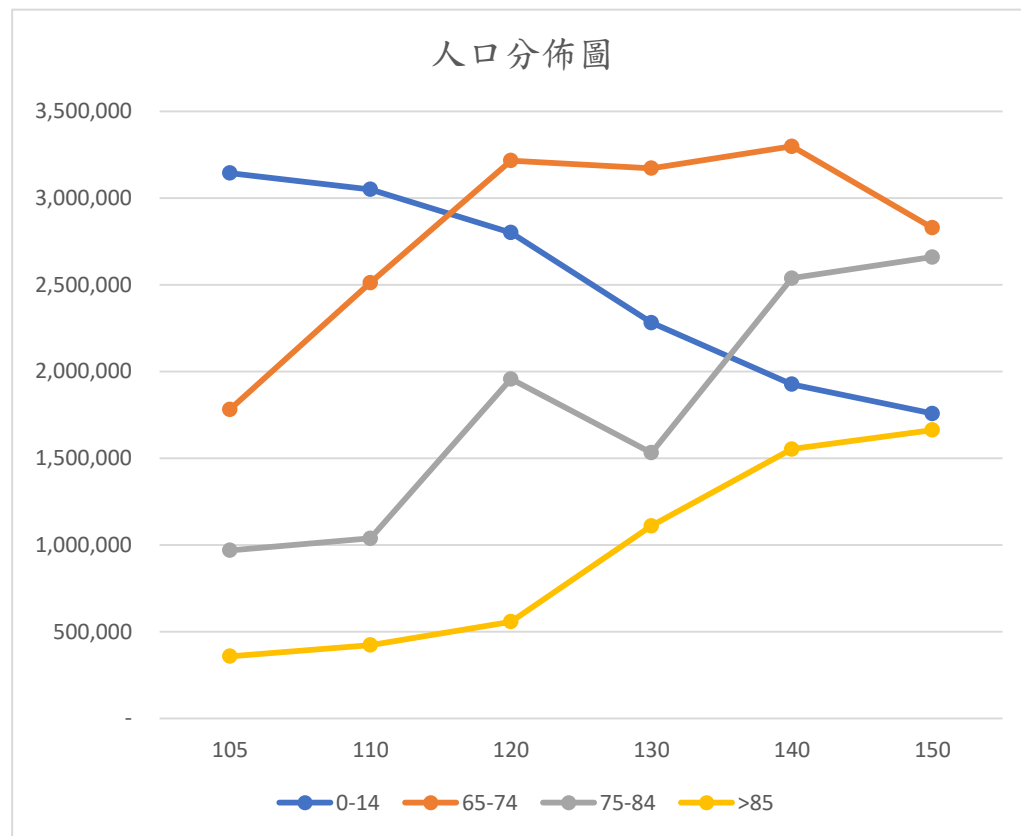
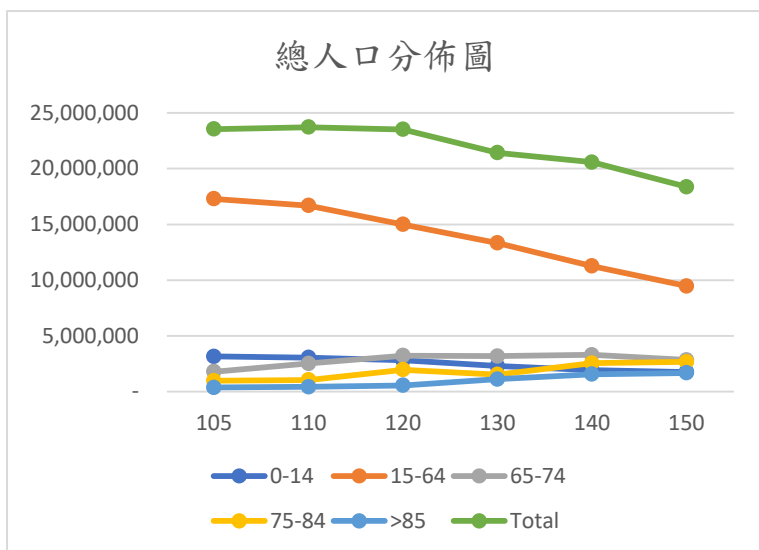




# 策略重心 - 人



# 中華民國人口結構趨勢



民國	幼年人口		青壯年人口		老年人口		合計
	(0-14歲)	(15-64歲)	65-74歲	75-84歲	85歲以上	小計	
105	13%	73%	8%	4%	2%	13%	100%
110	13%	70%	11%	4%	2%	17%	100%
120	12%	64%	14%	8%	2%	24%	100%
130	11%	62%	15%	7%	5%	27%	100%
140	9%	55%	16%	12%	8%	36%	100%
150	10%	52%	15%	14%	9%	39%	100%

資料來源: 國家發展委員會於民國105年8月發行「中華民國人口推估」

# Vision - From the perspective of a Social Enterprise (從社會企業的觀點)

Build up a platform to efficiently and effectively provide the oral-health care

From our Dentist members (2,000 Dentists)



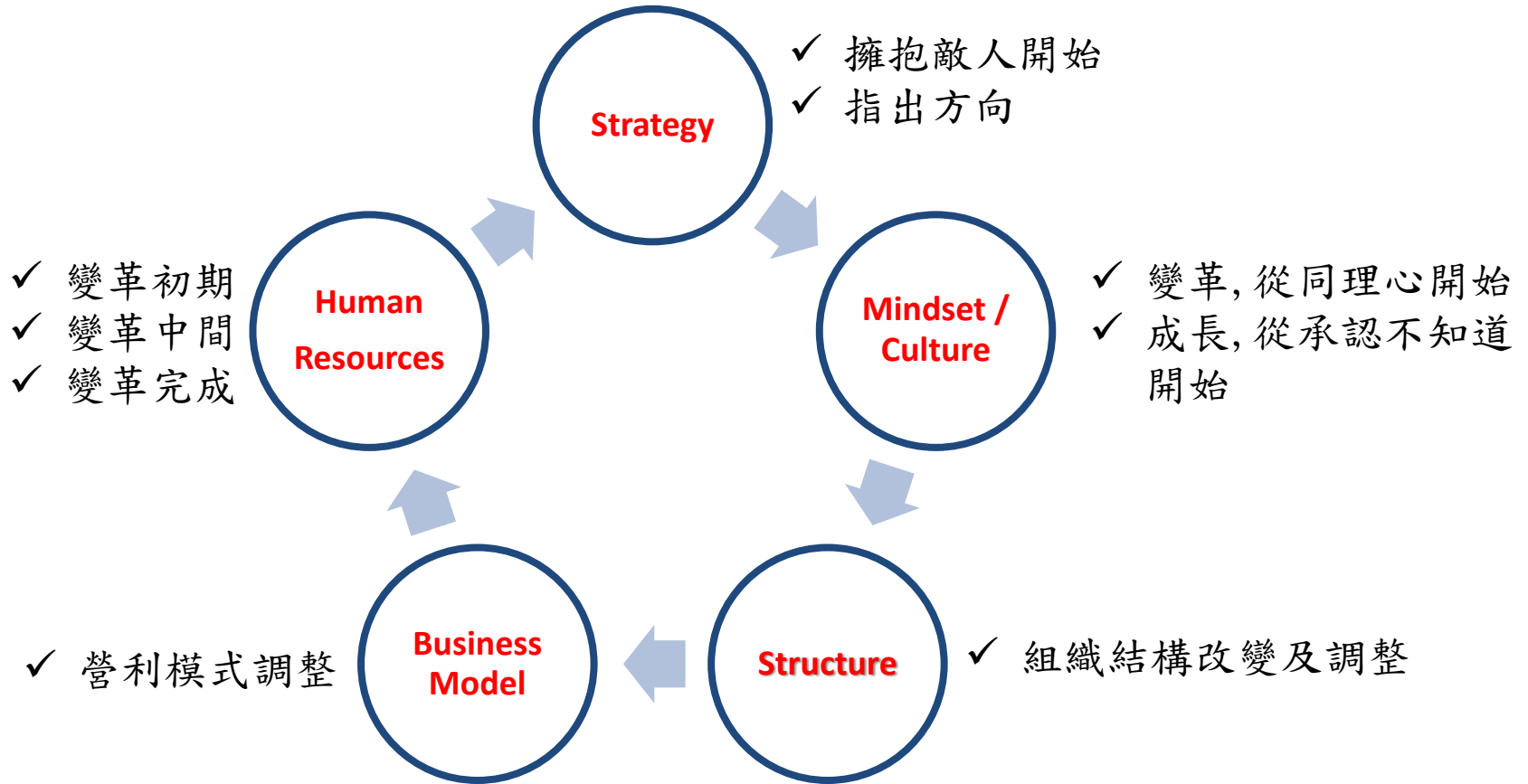
To the people at their residential locations (homes)



# 未來「在宅醫療-牙醫」需求

民國(年)	全台灣總人口數	五歲以上失能人數總計	%	牙齒總檢查數 (每年2次)	健保給付額	每年所需牙醫數 79人次 /每月	40人次 /每月
100	23,000,000	668,933	2.91%	1,337,866	NT\$7,625,836,200	1,411	2,787
104	23,548,000	754,800	3.21%	1,509,600	NT\$8,604,720,000	1,592	3,145
109	23,718,000	863,566	3.64%	1,727,132	NT\$9,844,652,400	1,822	3,598
119	23,530,000	1,174,071	4.99%	2,348,142	NT\$13,384,409,400	2,477	4,892
129	21,422,000	1,600,774	7.47%	3,201,548	NT\$18,248,823,600	3,377	6,670
139	20,578,000	1,908,798	9.28%	3,817,596	NT\$21,760,297,200	4,027	7,953
149	18,373,000	1,966,339	10.70%	3,932,678	NT\$22,416,264,600	4,148	8,193
資料來源：經建會99-149年台灣人口推計					市場/金額越來越大? 牙醫師供給足夠嗎?		
Note 1: 每年2次							
Note 2: 每次NTD5,700							
Note 3: 每位牙醫師每個月最多不超過80人, 暫不考慮健保給付折扣的限制							

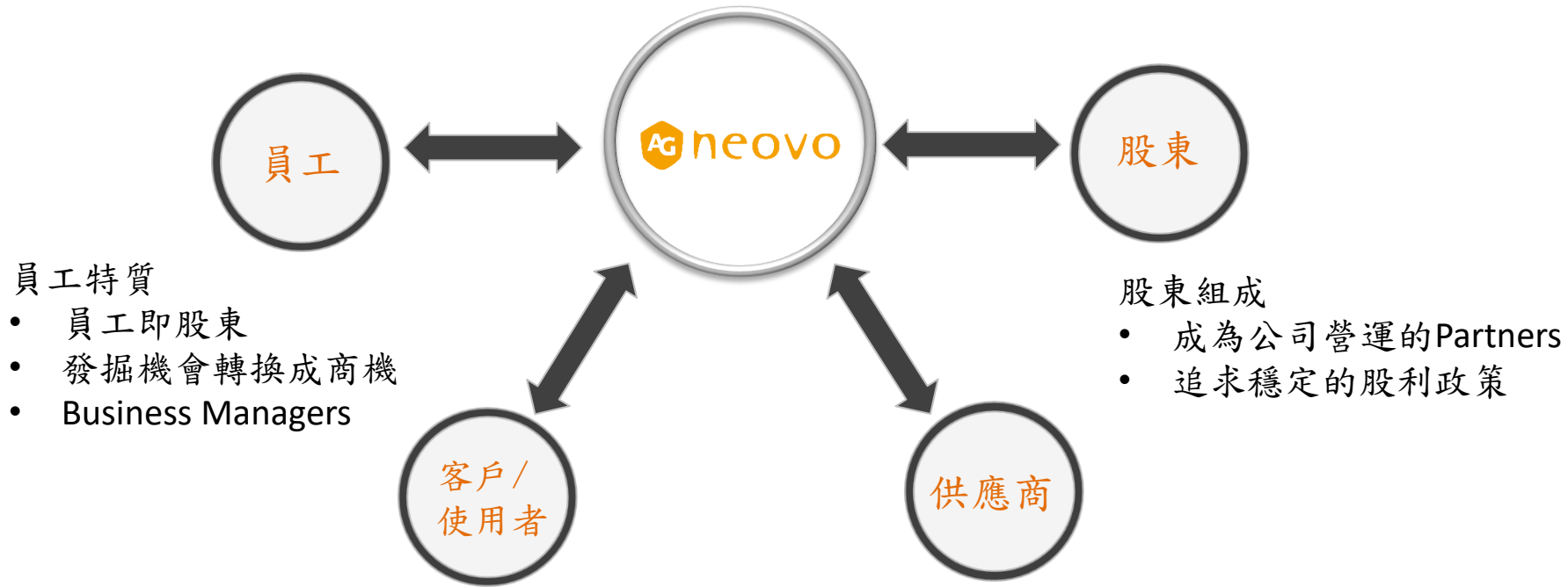
# 策略性變革的要素



Software (Mindset, 文化, 價值觀) > Hardware (產品, 技術)

# AG Neovo Way

It is you who make AG Neovo turn to be a better business organization;  
It is AG Neovo that assure your benefits to be optimized.



客戶(使用者)與供應商都因參與AG Neovo價值鏈而能穩定獲利



## Thank You

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