

The logo for COMTrend, featuring the word "COMTrend" in a bold, white, sans-serif font. The letter "C" is stylized with three horizontal lines to its left, and the letter "T" has three horizontal lines to its right. The background is a dark blue gradient with abstract, lighter blue curved shapes on the left side.

COMTrend

康全電訊股份有限公司 (8089)

2018 – 興櫃前法人說明會

● Kenny Chiu
● 22st August 2018

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- 04. 未來展望 FUTURE PROSPECTS

01

公司簡介 COMPANY INTRODUCTION

- 公司基本資料 COMPANY INFORMATION
- 公司沿革 KEY MILESTONES
- 集團組織 GROUP ORGANIZATION
- 供應鏈 SUPPLY CHAIN

公司基本資料 COMPANY INFORMATION

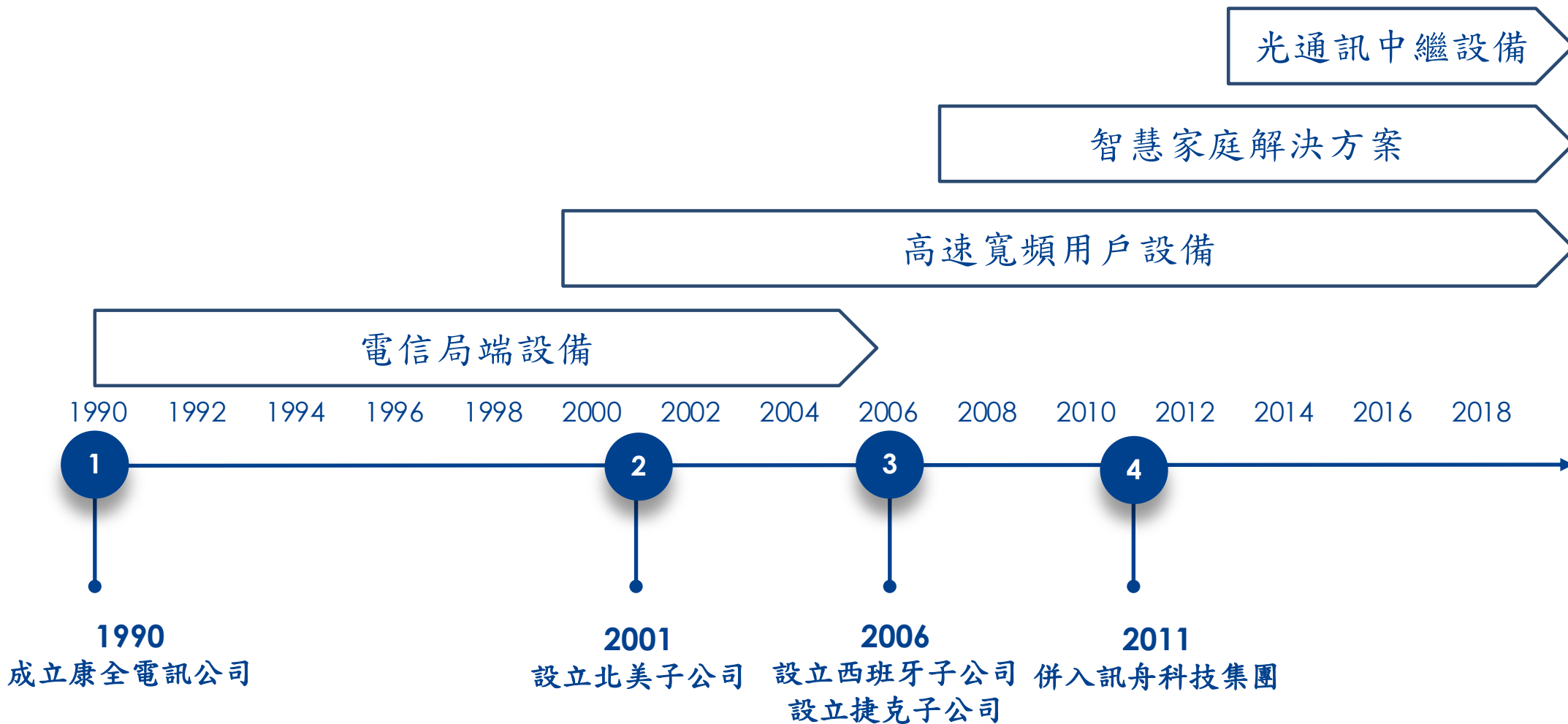
成立時間	1990年4月
董事長	任冠生
總經理	邱裕昌
實收資本額	NT\$422,824,580
員工人數	≈ 208人
研發人員比例	≈ 50%
營業項目	光通訊中繼設備 高速寬頻用戶設備 智慧家庭解決方案
公司地址	新北市三重區重新路5段609巷10號3樓之1



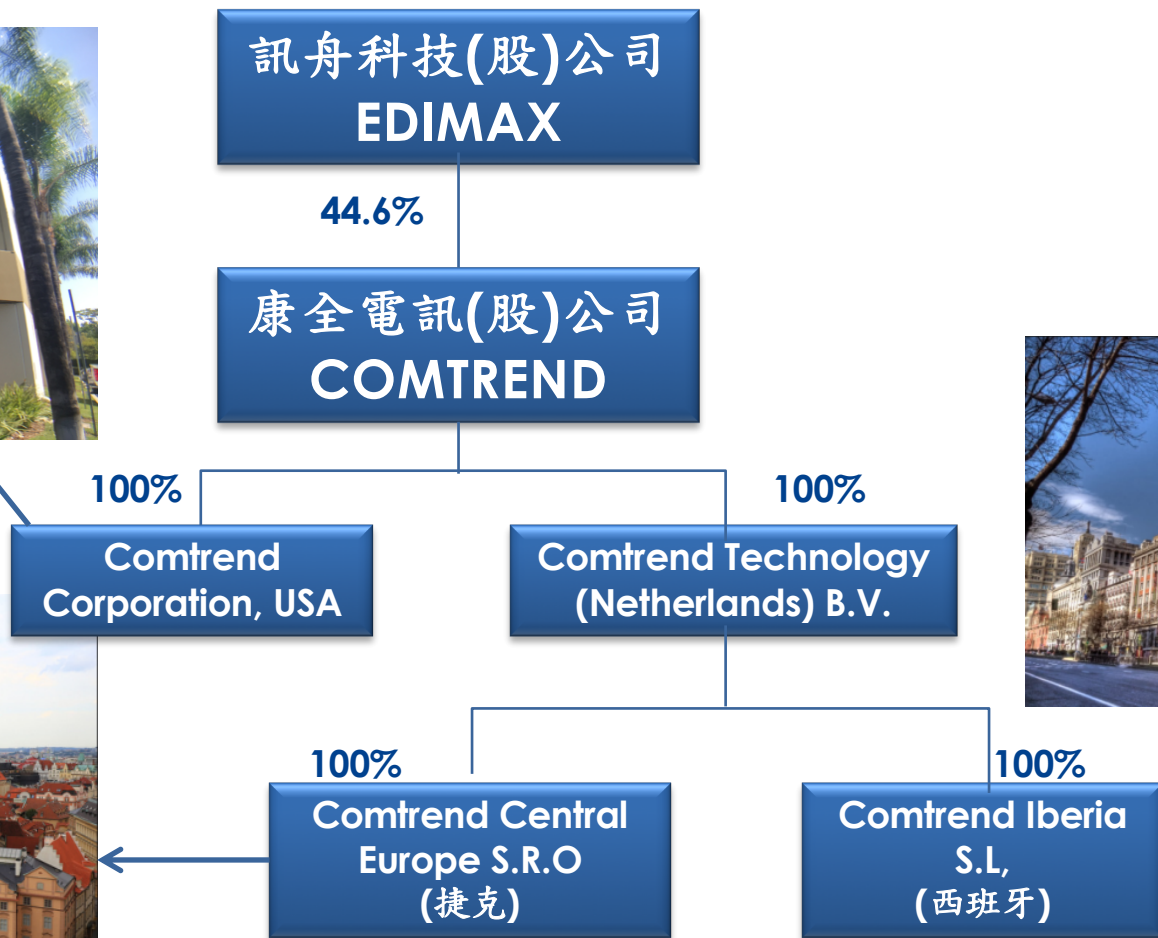
01

公司簡介 COMPANY INTRODUCTION

公司沿革 KEY MILESTONES



集團組織 GROUP ORGANIZATION



01

公司簡介 COMPANY INTRODUCTION

供應鏈 SUPPLY CHAIN

例如: Broadcom, Intel, Maxlinear, 聯發科, 國巨, 模具廠, ...等

上游

晶片商、電子元件

例如: 國內: 智易、中磊 ...等
國外: Nokia, ADTRAN, Calix, ...等

中游

康全電訊

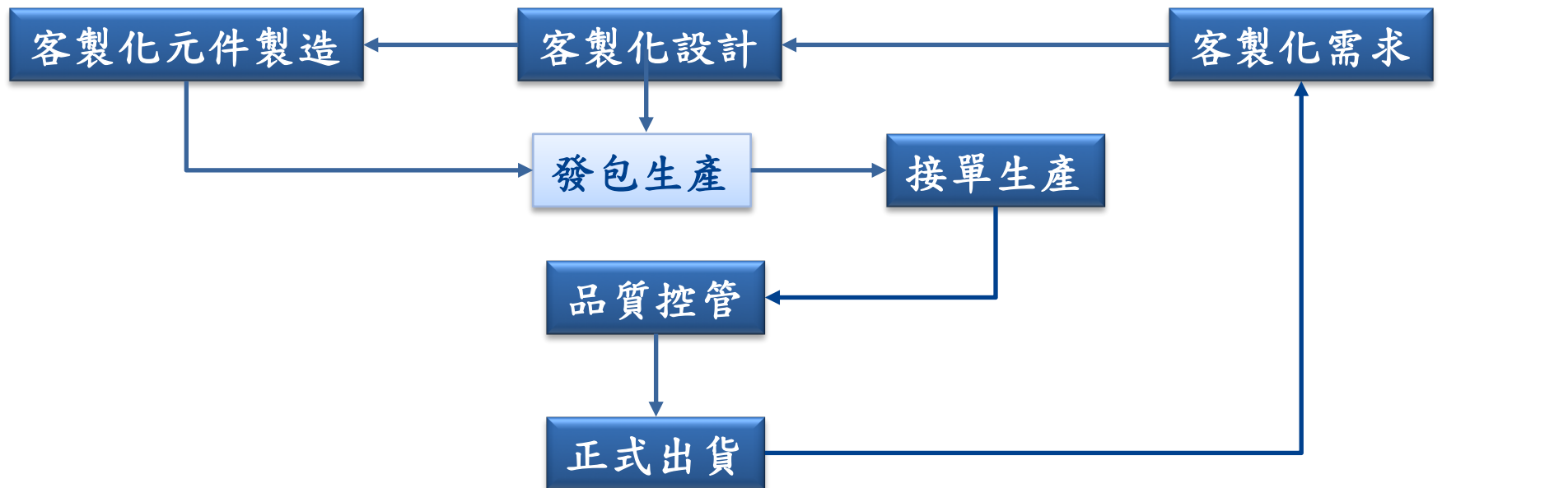
下游

生產廠商

例如: 國內: 中華電信, 等
國外: AT&T, SingTel, Telefonica, ...等

市場

大型電信業者、ISP



02

市場趨勢與定位 INDUSTRY OVERVIEW

- 有線寬頻市場 FIXED BROADBAND MARKET
- 光纖與銅導線網路 OPTICAL & COPPER NETWORK
- 公司定位 COMPANY POSITIONING
- 家庭網路 HOME NETWORK
- 產品領域 PRODUCT PORTFOLIO

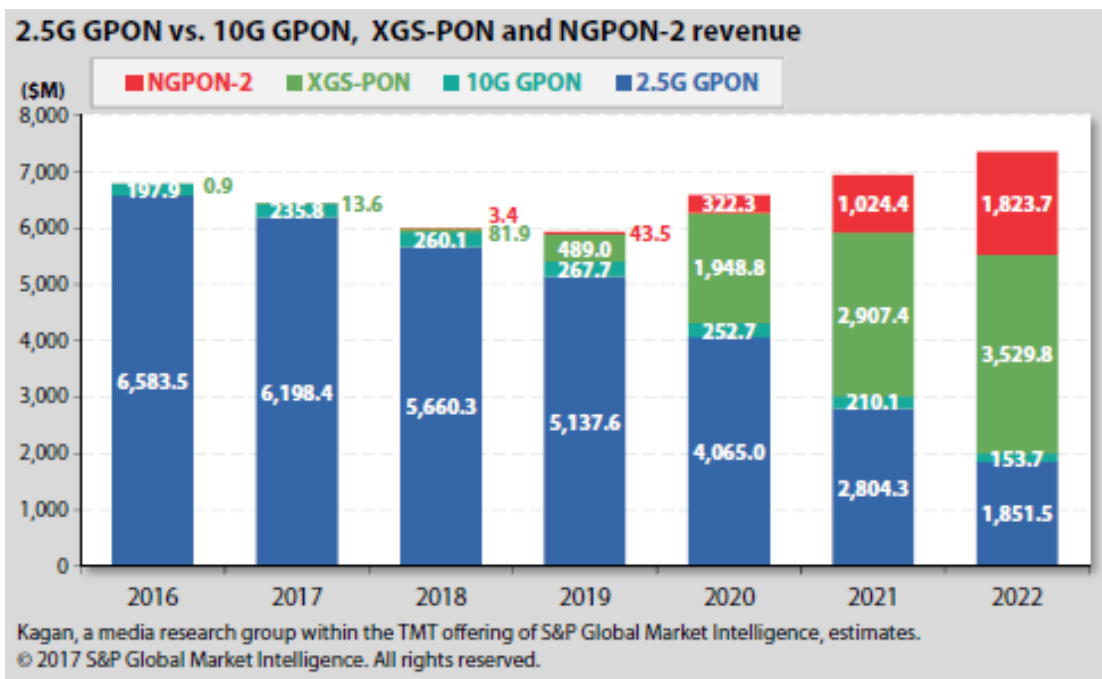
有線寬頻市場 FIXED BROADBAND MARKET

Global Fixed Broadband Subscriber Growth Trends

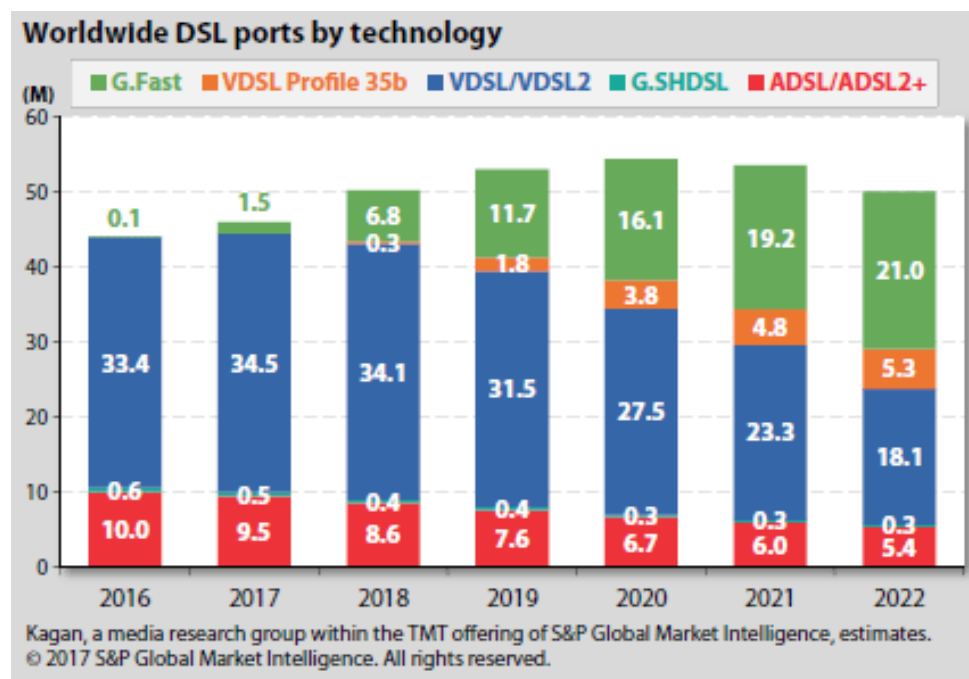


光纖網路與銅導線網路 OPTICAL & COPPER NETWORK

光接入新興技術: XGS-PON, NG-PON2



銅導線新興技術: V.35b, G.fast



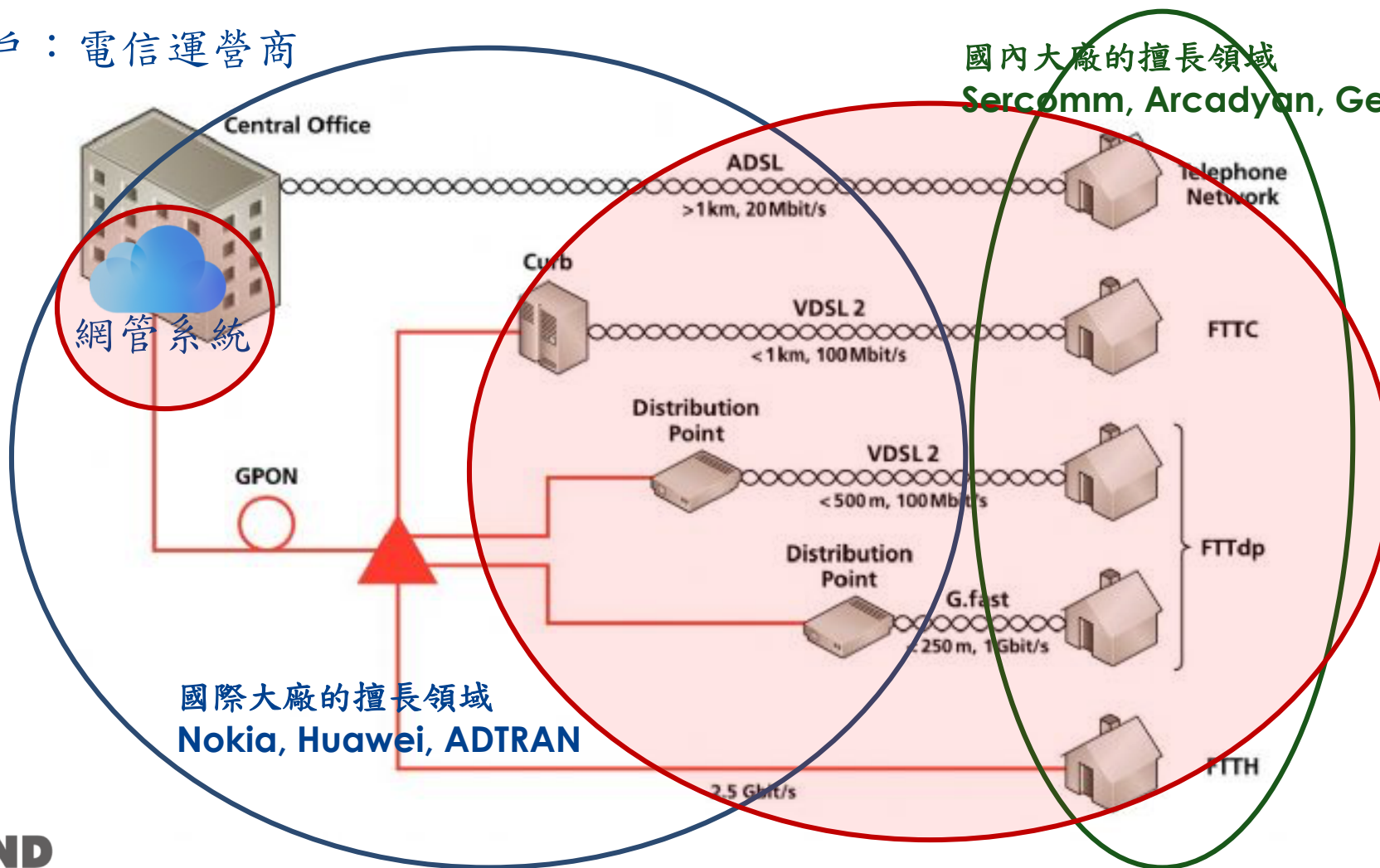
02

市場趨勢與定位 INDUSTRY OVERVIEW

公司定位 COMPANY POSITIONING

目標客戶：電信運營商

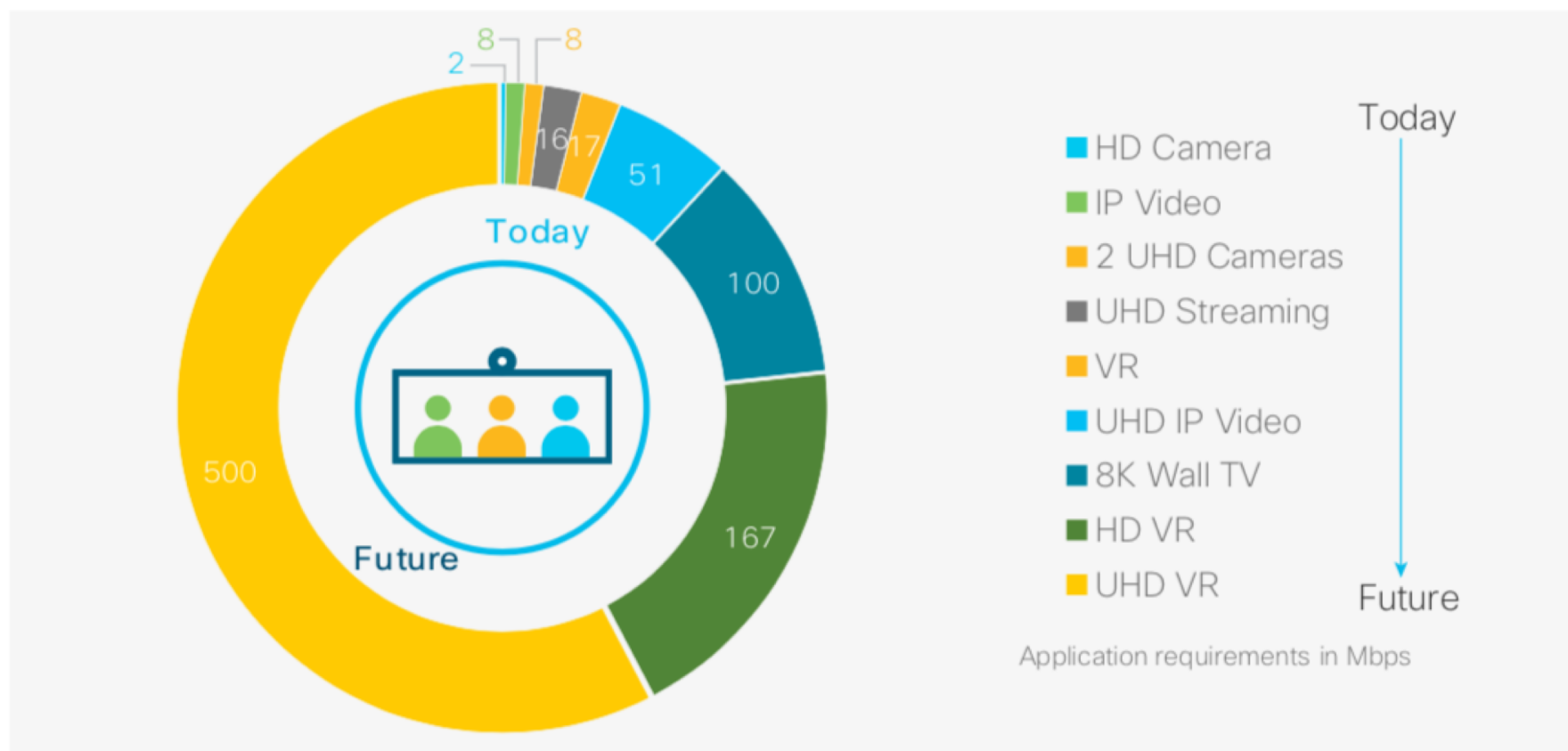
國內大廠的擅長領域
Sercomm, Arcadyan, Gemtek



家庭網路 HOME NETWORK

高階影像應用 → 未來的家庭網路需求：更高速、更穩定

Figure 21. Significant demand for video in the home of the future



02

市場趨勢與定位 INDUSTRY OVERVIEW

產品領域 PRODUCT PORTFOLIO

光通訊中繼設備



Outdoor Distribution Unit



Distribution Unit - Coax



Distribution Unit - Rack mount

高速寬頻用戶設備



G.fast Gateway



10GPON ONU



SFP Gateway

智慧家庭解決方案



G.hn PLC+WiFi



G.hn Coax Adapter



Home Router

HARM((•))NY

Whole Home Coverage Solution

雲端解決方案



Auto Configuration Server

Telecom Grade Cloud Management Platform

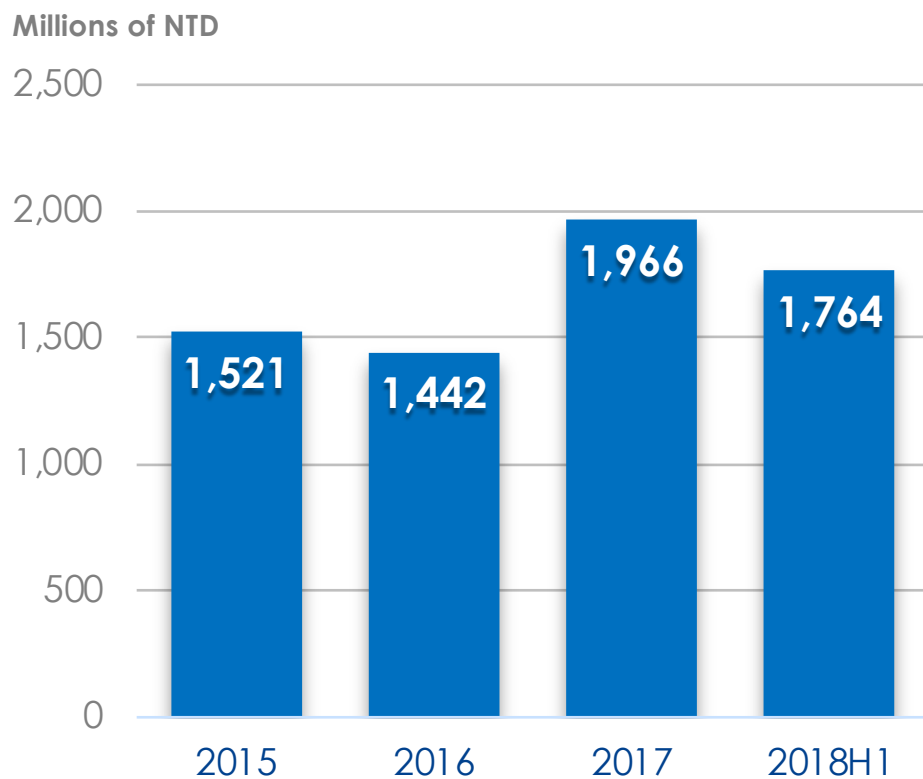
03

營運現況 BUSINESS OVERVIEW

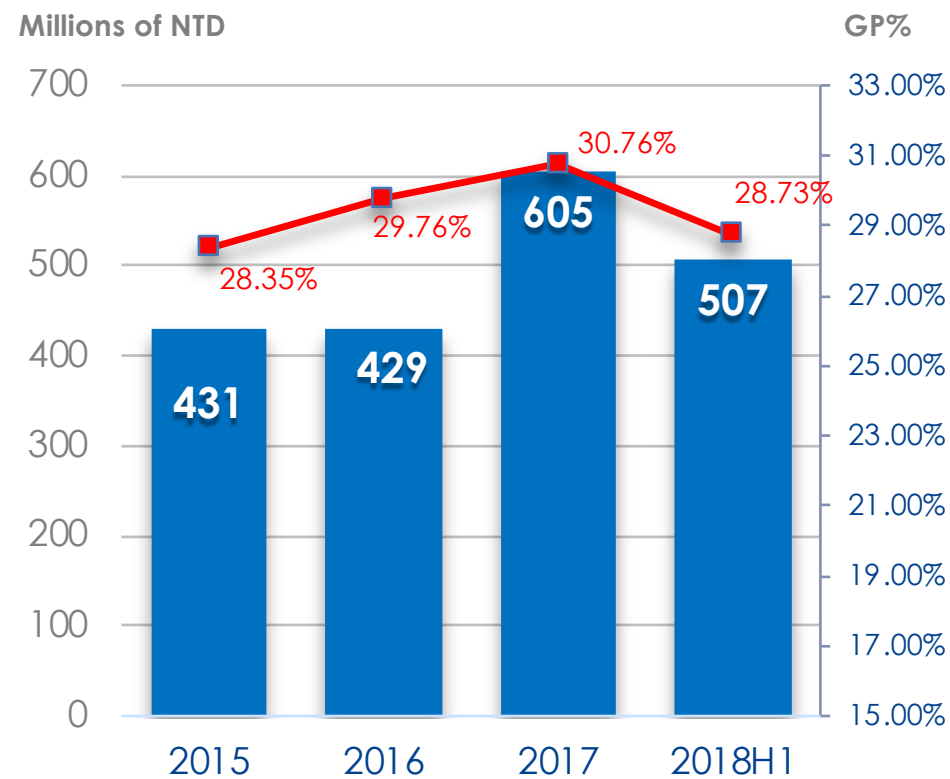
- 經營成果 OPERATING RESULT
- 同業比較 COMPARATIVE ANALYSIS WITH PEERS
- 競爭分析 COMPETITIVE ANALYSIS
- 競爭優勢 COMPETITIVE ADVANTAGES

經營成果 OPERATING RESULT

營業收入 (Revenue)

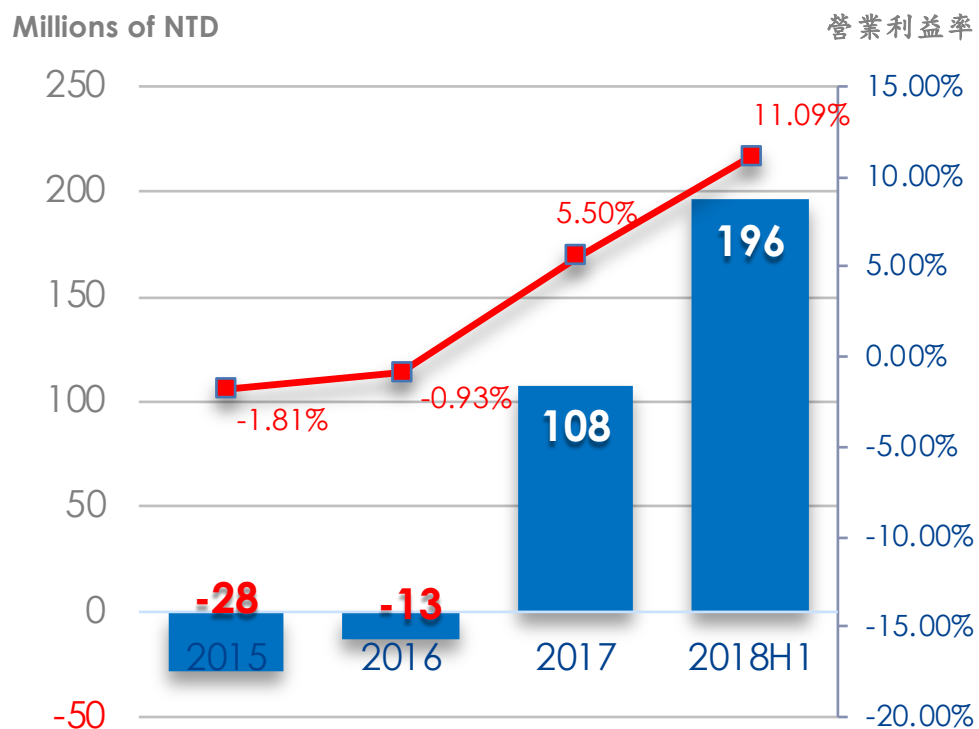


營業毛利 (Gross Profit)

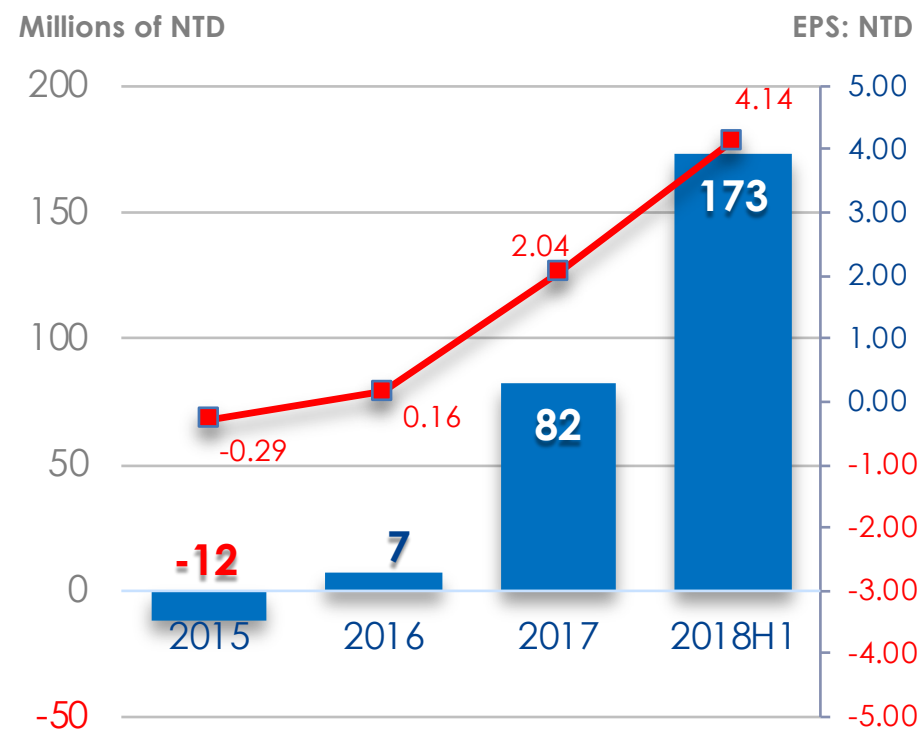


經營成果 OPERATING RESULT

營業利益 (Operating Profit)



本期淨利 (Net Profit)

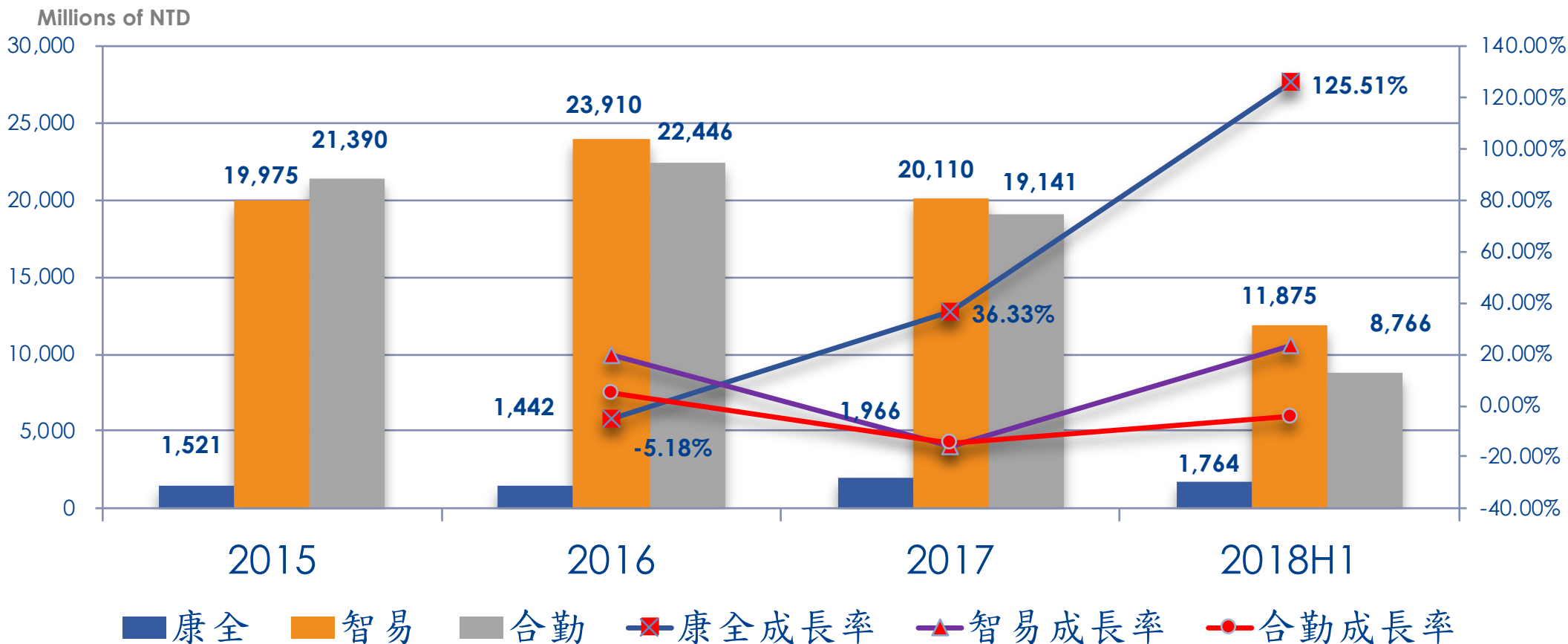


03

營運現況 BUSINESS OVERVIEW

同業比較 COMPARATIVE ANALYSIS WITH PEERS

營業收入(Revenue)/成長率

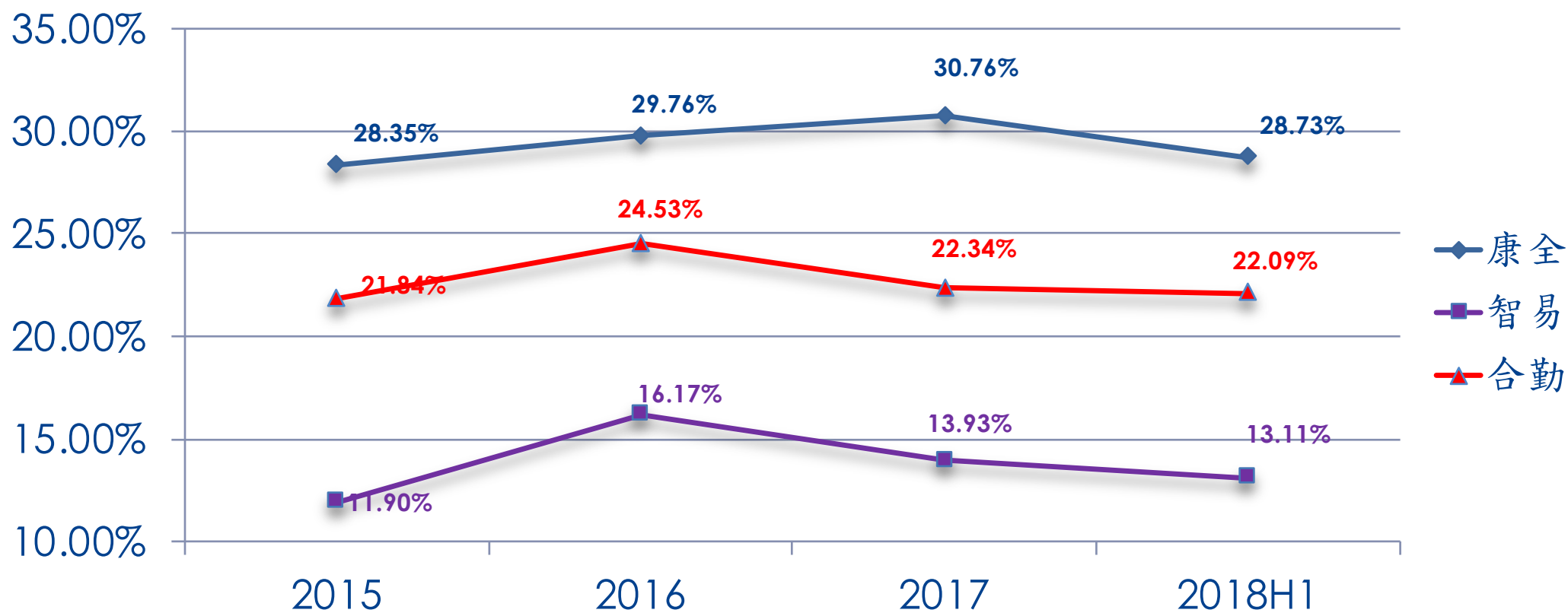


03

營運現況 BUSINESS OVERVIEW

同業比較 COMPARATIVE ANALYSIS WITH PEERS

營業毛利率 (Gross Profit%)

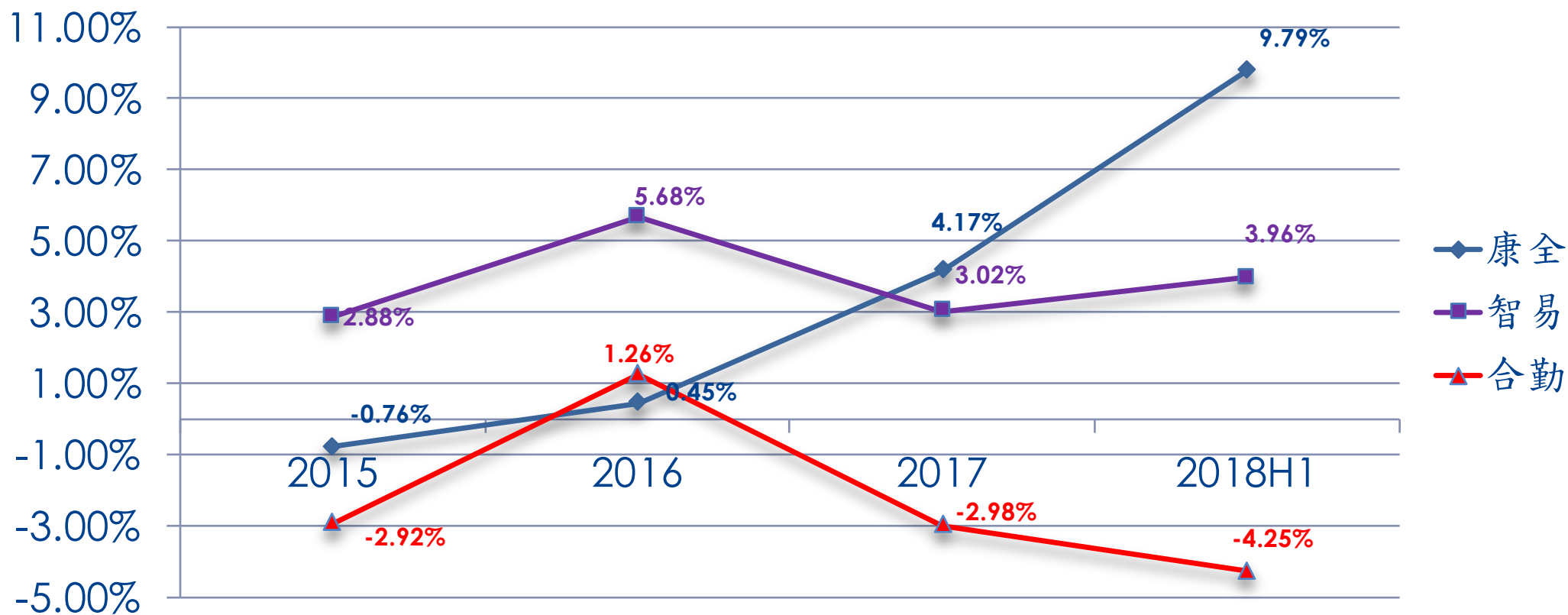


03

營運現況 BUSINESS OVERVIEW

同業比較 COMPARATIVE ANALYSIS WITH PEERS

淨利率 (Net Profit %)



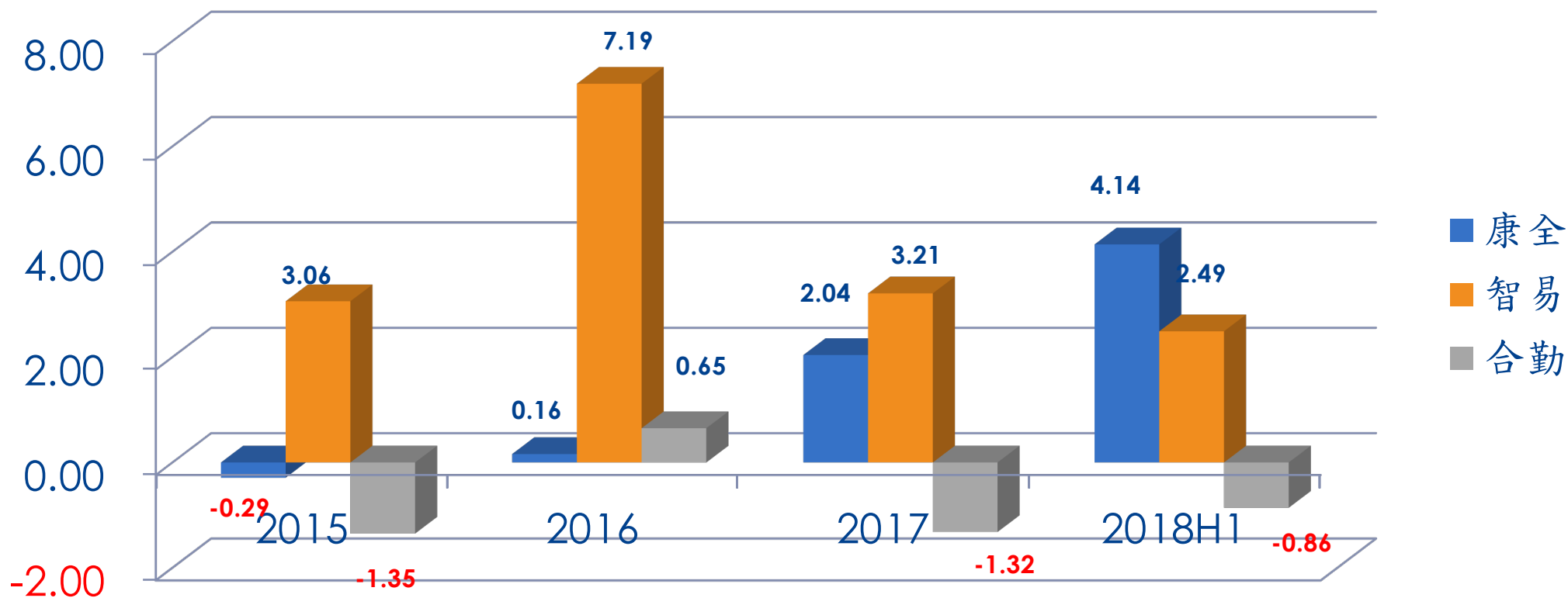
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營運現況 BUSINESS OVERVIEW

同業比較 COMPARATIVE ANALYSIS WITH PEERS

每股盈餘 EPS

In NTD



競爭分析 COMPETITIVE ANALYSIS

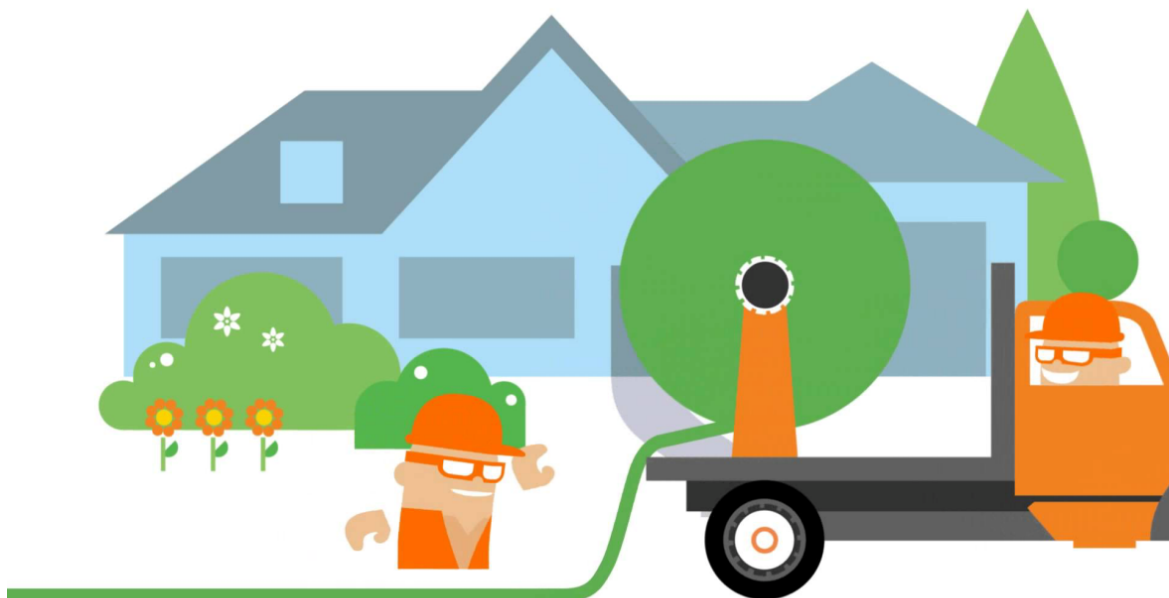
光通訊中繼設備主要廠商

	NOKIA (ALU)	ADTRAN	COMTREND
網管系統	○	○	○
OLT & DSLAM	○	○	X
MDU	○	○	X
DPU	○	○	○
CPE	X	○	○
Home Networking Solutions	○	X	○

03

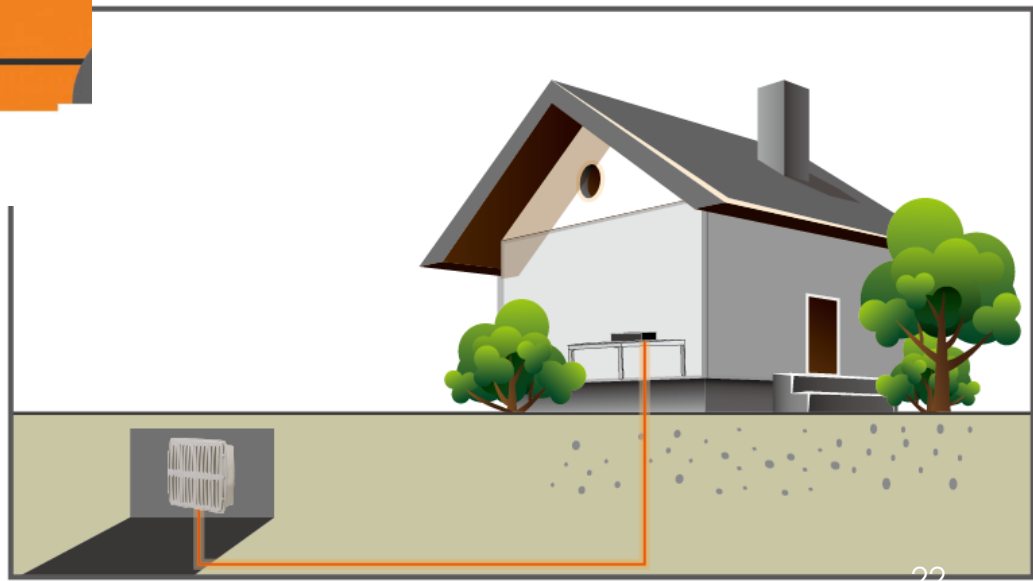
營運現況 BUSINESS OVERVIEW

競爭優勢 COMPETITIVE ADVANTAGES



當FTTH遇到美麗的花園、忙碌的住戶
與古老的建物 ...

高附加價值的產品總能額外
提供便利且可靠的選擇



03

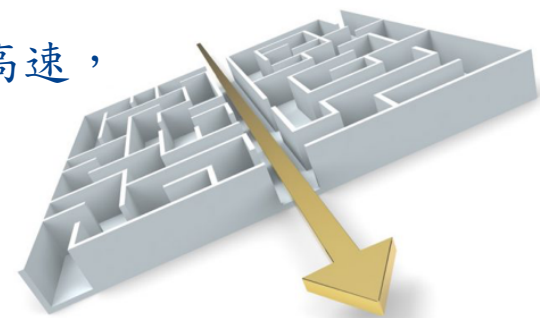
營運現況 BUSINESS OVERVIEW

競爭優勢 COMPETITIVE ADVANTAGES

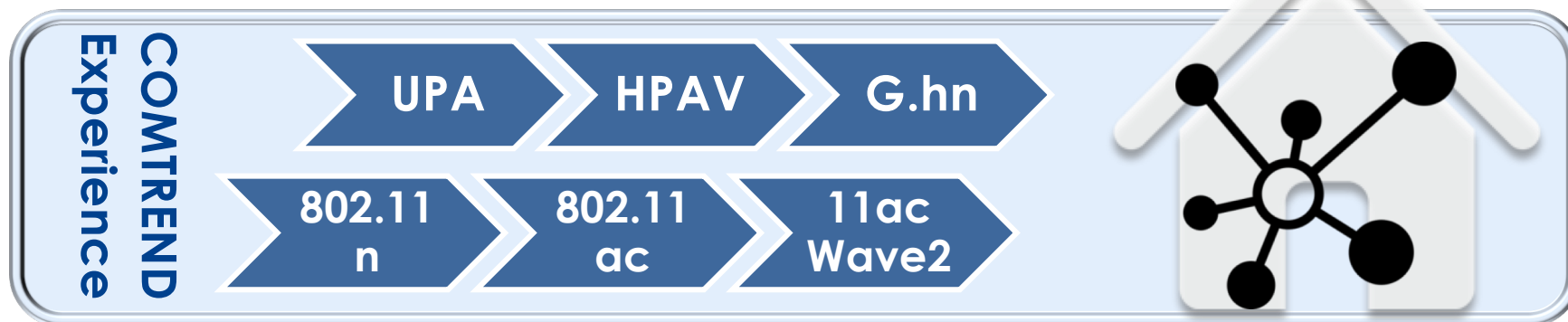
高速不能只到家門口...



能穿牆且無處不在的高速，
才讓生活更自在～



Reliable Wired Backbone +
Convenient Wireless



競爭優勢 COMPETITIVE ADVANTAGES

我們發現 ...
唯有滿意的客戶，
樂意不斷的買單～

**We Are a Telco's
Total Solution Provider**

創新服務：

- ✓ 增加附加價值
- ✓ 提高進入障礙
- ✓ 遠離價格競爭



04

未來展望 FUTURE PROSPECTS

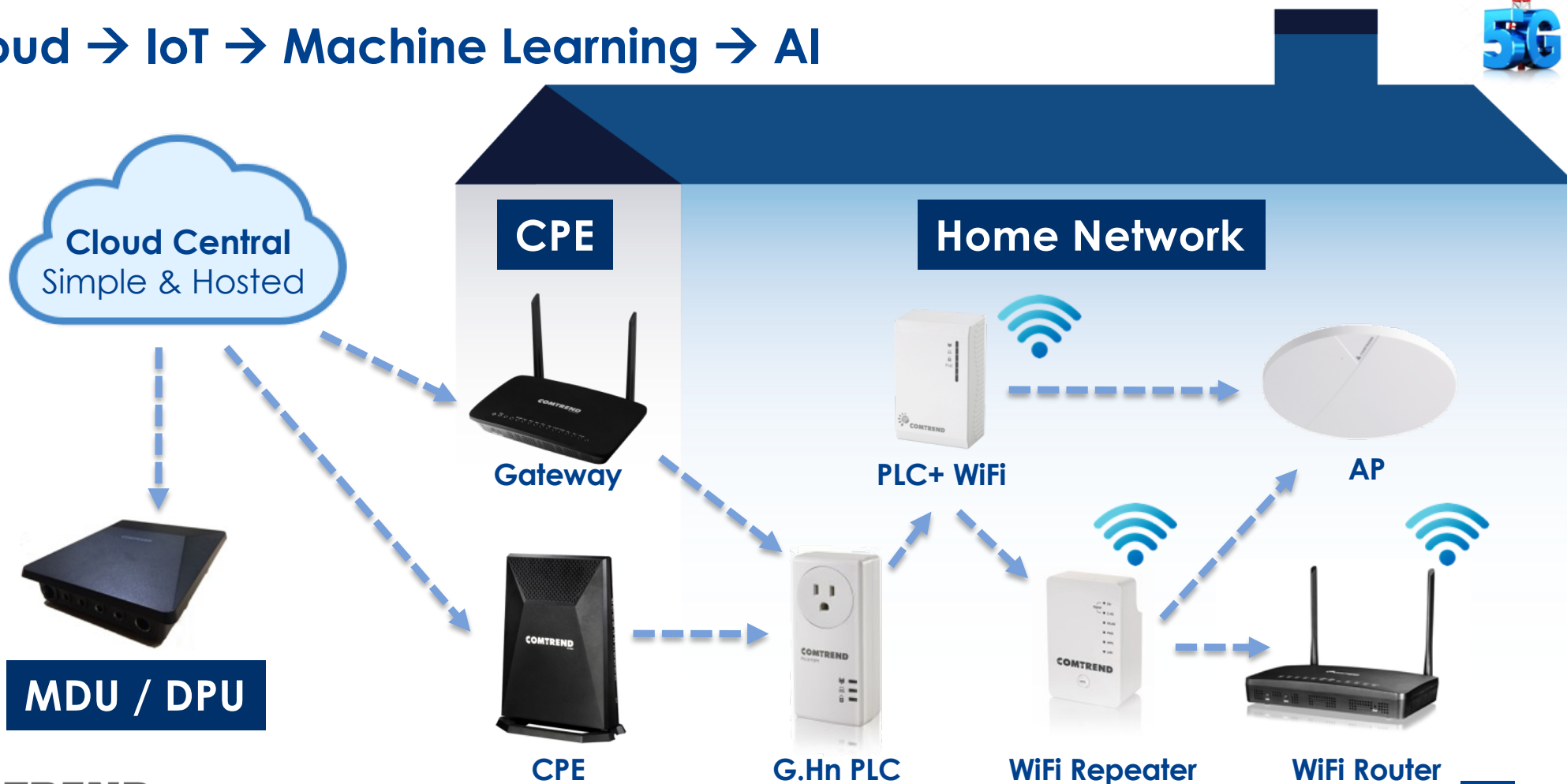
- 未來營運發展策略 STRATEGY FOR THE FUTURE

04

營運展望 FUTURE PROSPECTS

未來營運發展策略 STRATEGY FOR THE FUTURE

Cloud → IoT → Machine Learning → AI





COMTREN

THANK YOU FOR
ATTENTION