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cbn 鈹寶科技股份有限公司

上市前業績發表會

主辦承銷商



凱基證券
KGI SECURITIES

中華民國證券
期貨業

PRE-LISTING PERFORMANCE PREPARATION





Agenda

1. Company Overview
2. Industry Trend
3. Operation & Financial Results
4. Strategy for Growth
5. Corporate Governance and Corporate Social Responsibility





Company Overview



Headend

MSO

CMTS



Distribution Network

Fiber

Fiber Node



Coaxial Cable

CPE

CBN Current Focus

Smart Cable Gateway



WiFi Extender



UHD IP STB



Smart Home device

Telco

OLT



Fiber



Splitter

Fiber

FTTH



ONT

DPU

FTTdp



G.Fast



MDU

FTTC



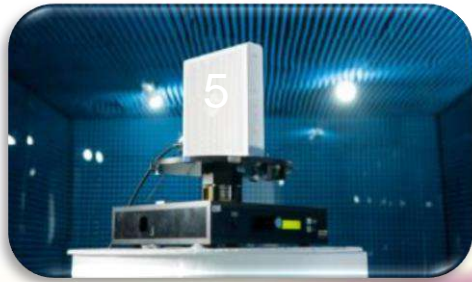
VDSL2



Company Introduction



Established	August 19 th , 2009
Chairman of Board	Mr. Martin Wong
Chief Executive Officer	Mr. Alex Wang
Headquarter	13F-1, No.1, Taiyuan 1st St., Zhubei City, Hsinchu County 302, Taiwan (R.O.C.)
Capital	NT\$ 607,023,810
Main Product Line	Smart cable gateway, Wi-Fi extenders , UHD IP-STB (4K/8K), Smart home devices
Number of Employees	161 Headcounts (as September 2018)



Company Milestone



CBN Established



1. CBN first DOCSIS3.0 8x4 Wi-Fi Smart cable gateway launched
2. Setup Netherland logistics center



1. Established call center in Turkey
2. Launched DBC DOCSIS3.0 8x4 Wi-Fi smart cable gateway in Germany



1. Awarded by global No.1 MSO DOCSIS3.0 24x8 Wi-Fi Smart Cable Gateway project



1. Launched DOCSIS3.0 24x8 Wi-Fi Smart cable gateway for global No.1 MSO
2. Established CBN Belgium BVBA
3. Start in Branding Company

1. CBN DOCSIS3.1 Smart cable gateway Cablelabs CW121 certified
2. 2018/08/24 IPO approved by TSEC

2009 2010 2011 2012 2013 2014 2015 2016 2017 2018

1. CBN acquired Motorola EMEA Cable CPE business
2. "CBN" brand launched to EMEA MSO



1. First in market CBN DOCSIS3.0 8x4 DBC Wi-Fi smart cable gateway in Belgium
2. TL9000 certified



Launched worldwide smallest DOCSIS3.0 16x4 Wi-Fi Smart cable gateway in Sweden



1. Developed DOCSIS3.1 8x8 11ac Wi-Fi Smart Cable Gateway
2. Setup CBN office in USA
3. Setup EU repair center in Poland



1. Successfully launched Wi-Fi Extender and residential gateway
2. Dec 1st, 2017 IPO
3. Dec 29th, 2017 Listed at Emerging Stock Market

MSO'S Smart Home Ecosystem



Smart Home Domains:

- High Speed Broadband Networking: Smart Cable Gateway, RGW, 5G Gateway, PON
- Home Networking: Wi-Fi Extender
- Media Sharing: UHD IP-STB (4K/8K) with OTT support
- Home Automation & Security: smart speaker, smart home sensors, IP-Camr dx



#1

EU cable CPE market



40%

EU cable CPE market share



23Mu

Shipment worldwide



25

Country footprints



30%

2015 – 2017 revenue
YOY growth



NT\$3

EPS over NT\$3
2010 – 2017



Brussels, Belgium
CBN Belgium BVBA
Import and export
Trading, FAE,
Customer service

Zhubei, Taiwan
CBN Headquarter
Sales, Marketing, Engineering,
Operation, Quality, Finance, HR



Philadelphia, USA
CBN US Region Office
Pre sales



Amsterdam, Netherlands
CBN Multi-function Hub
Warehouse, Logistics,
Configuration,
Re-work



**Poland, Romania
Hungary, Spain**
CBN After Service
Refurbishment and
Board level repair

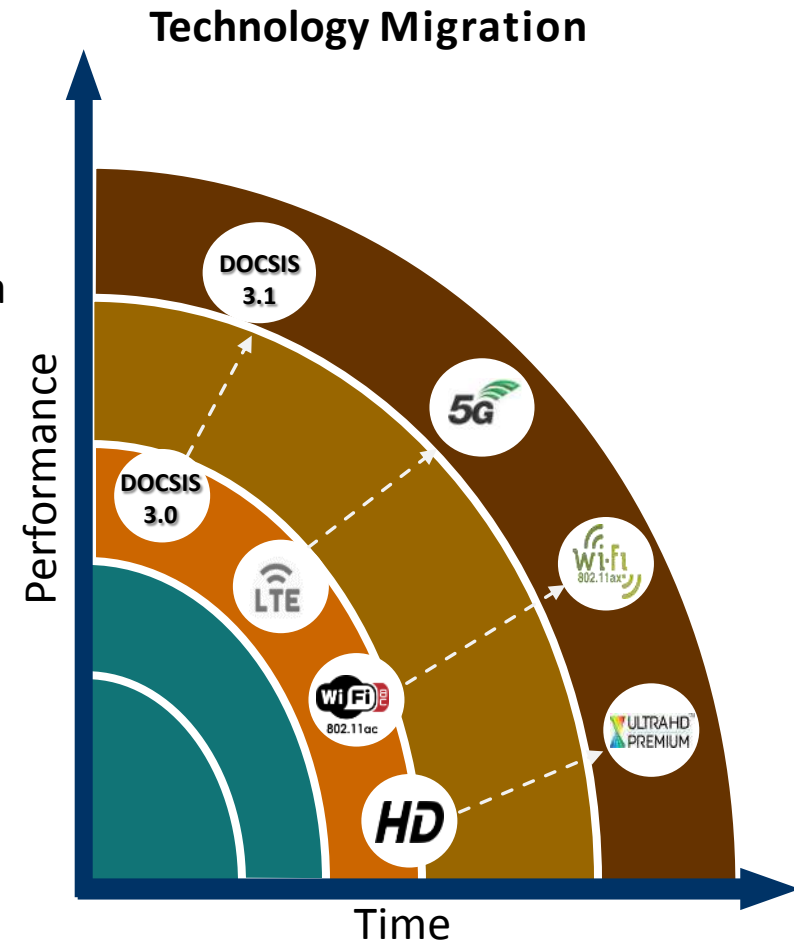
Istanbul, Turkey
CBN Call Center/ TAC
Hot line Service,
Region tech-Support
Customer feedback
collecting



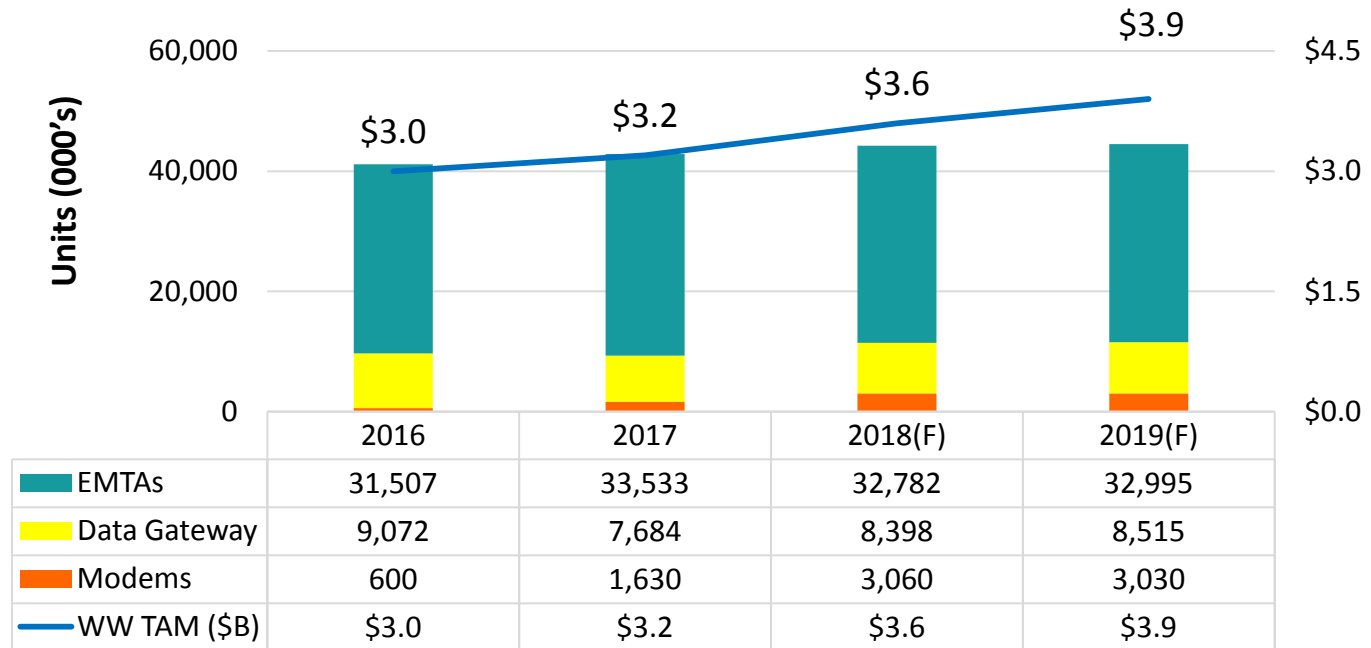
Industry Trend



- Market driven by technology migration period
 - Global operators increase investment in broadband & video
 - Demand for gigabit-capable broadband services accelerating
 - Wi-Fi refresh from 802.11ac to 802.11ax
 - UHD IP-STB -shift underway incorporating greater OTT options



WW Smart Cable Gateway

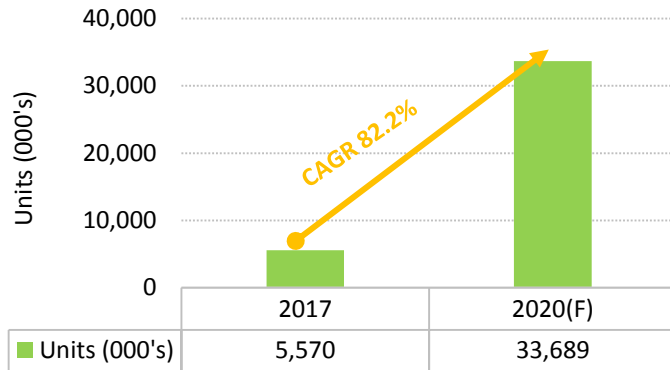


Source: IHS 1Q17



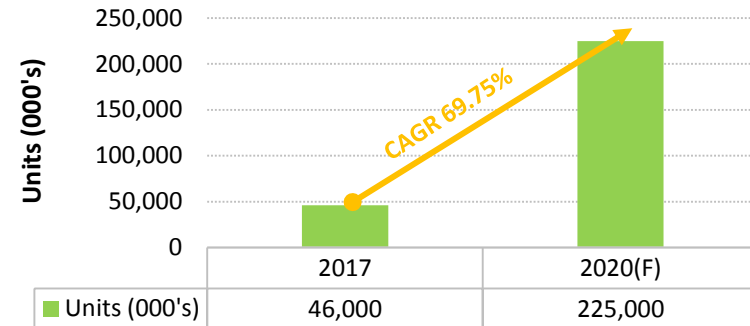
DOCSIS CPE market steady growth (CY16: \$3.0B CY19(F): \$3.9B)
 CBN Products shipping to 25 countries,
 WW Cable CPE market share 10%

DOCSIS 3.1



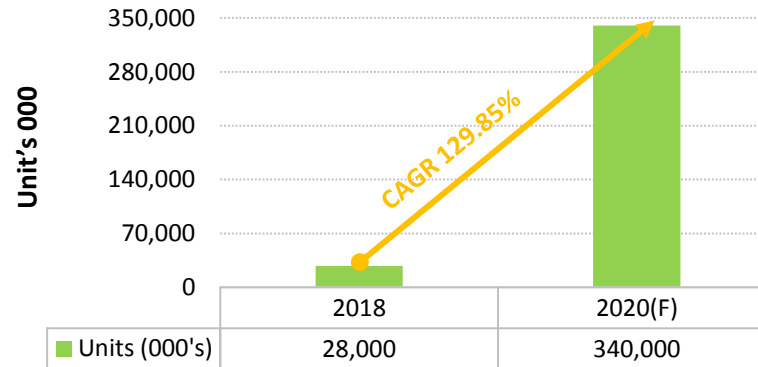
Source: HIS, SNL Kagan, F&S, ABI, Ovum, and TBR

4K IP-STB



Source: OVUM, 2017

802.11ax Wi-Fi



Source: Strategy Analytics, Wi-Fi Alliance, ABI Research, 2018



Technology upgrades drive the market growth



Operation & Financial Results





2009 – 2015

EMS/OEM/ODM

Designs manufactures product

2015 – 2018

CBN Branding

Smart Cable Gateway

Footprint 25 countries

2018

NEXT Generation

Gigabit Broadband
Smart home

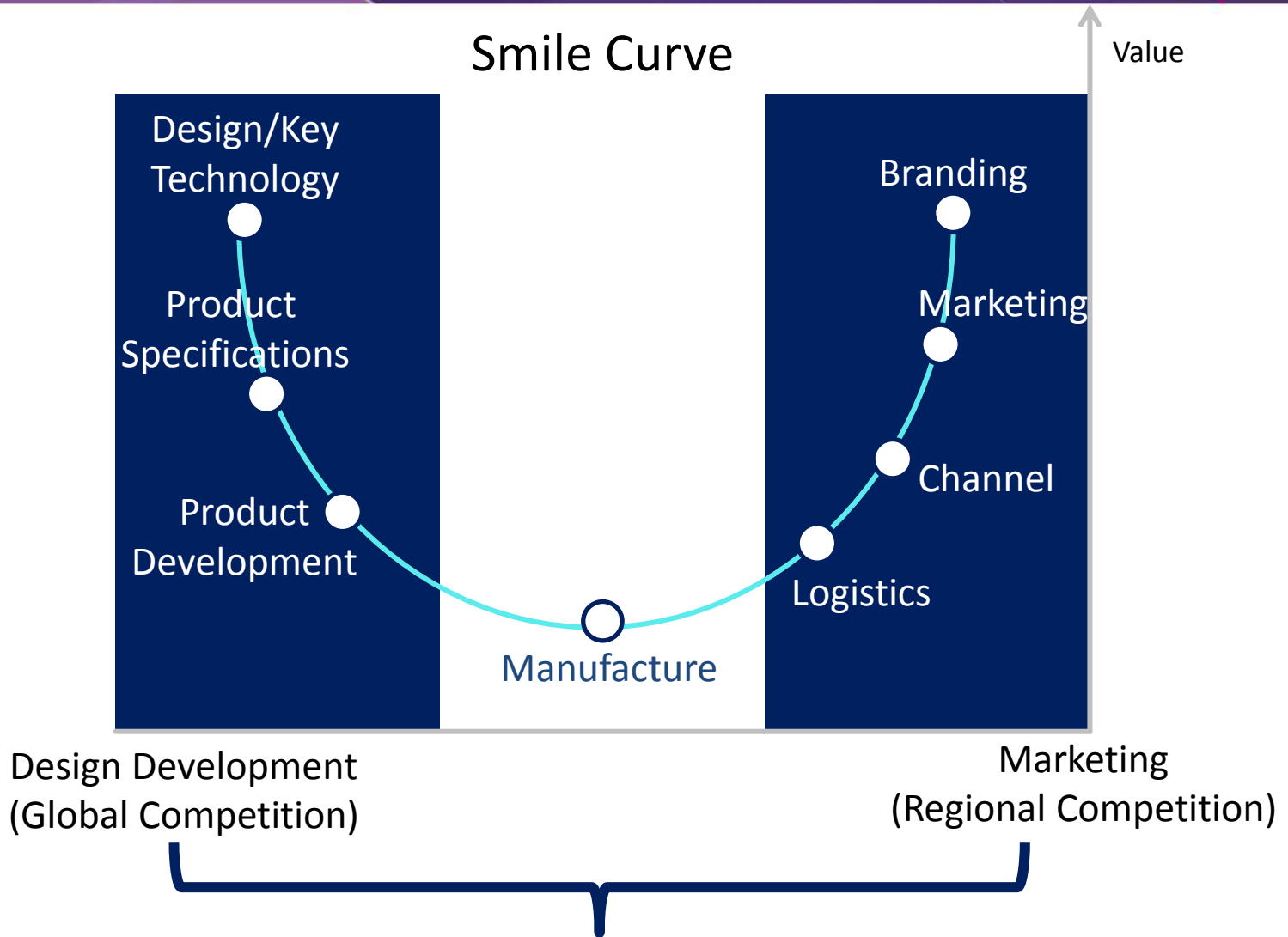


Transform to Branding Company Successfully

- Start from smart cable gateway to diversify into smart devices
- Europe market leading position (>40% market share)
- WW No.1 MSO award of Best Product & Service Quality

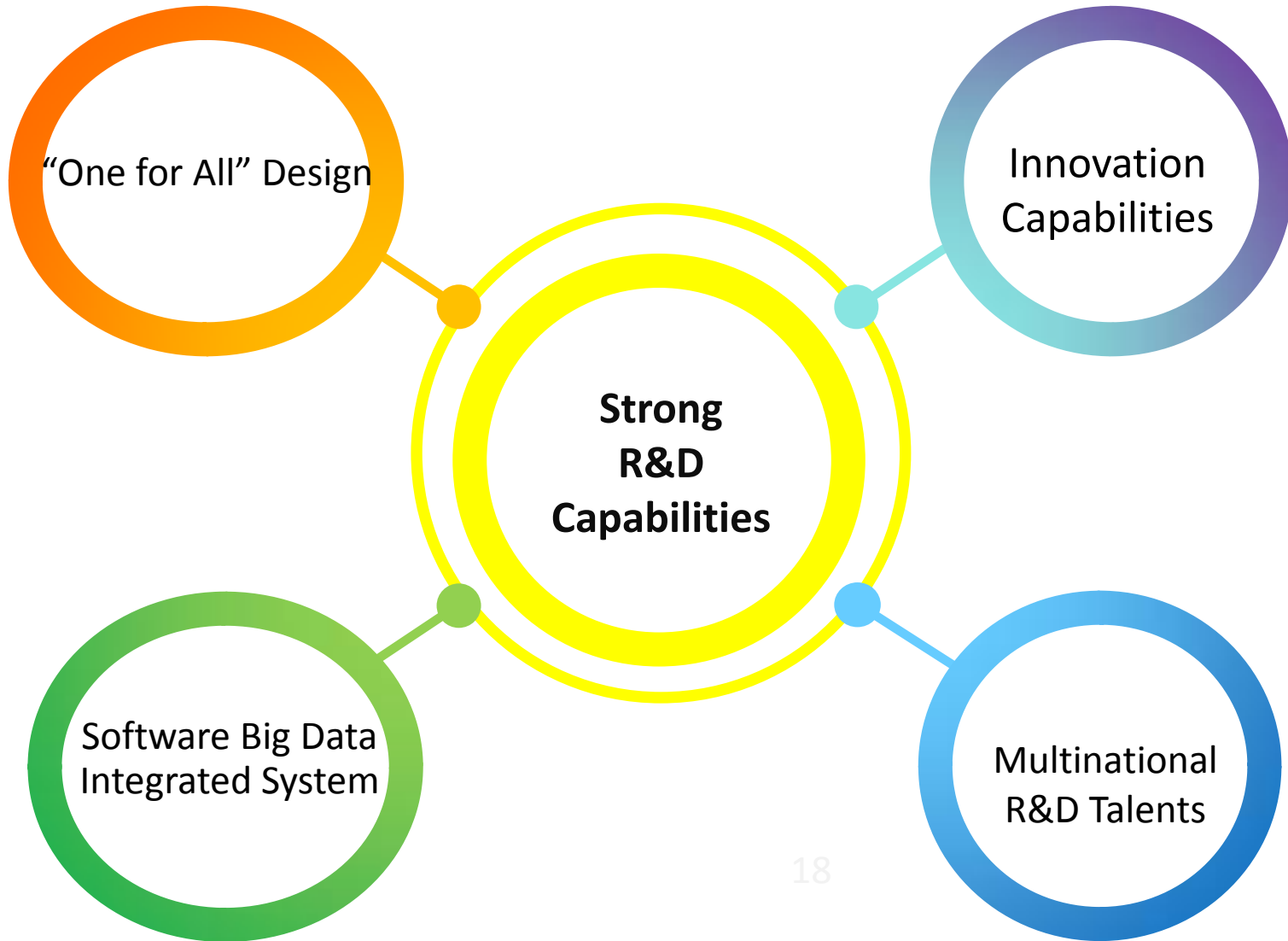
2018 - beyond :

- Continue market expanding
- Focus on Gigabit Broadband & Smart Home markets



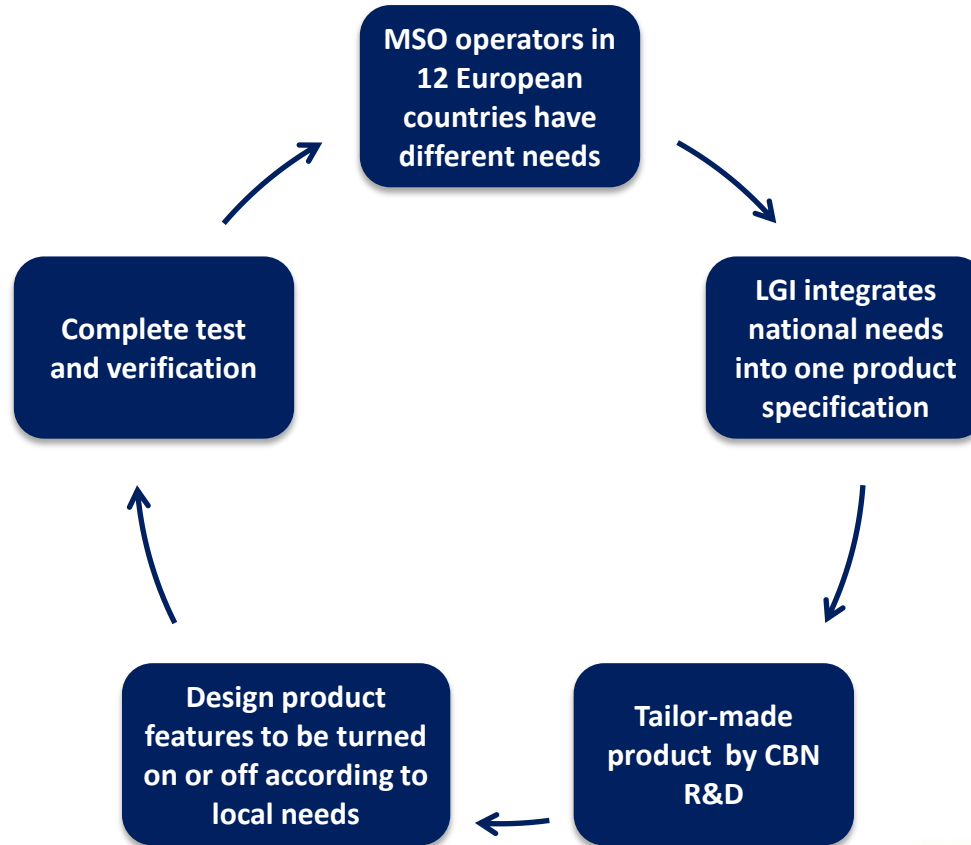


- Direct support and total solution
- Eliminating the inefficiencies & costs of traditional EMS/ODM/OEM models

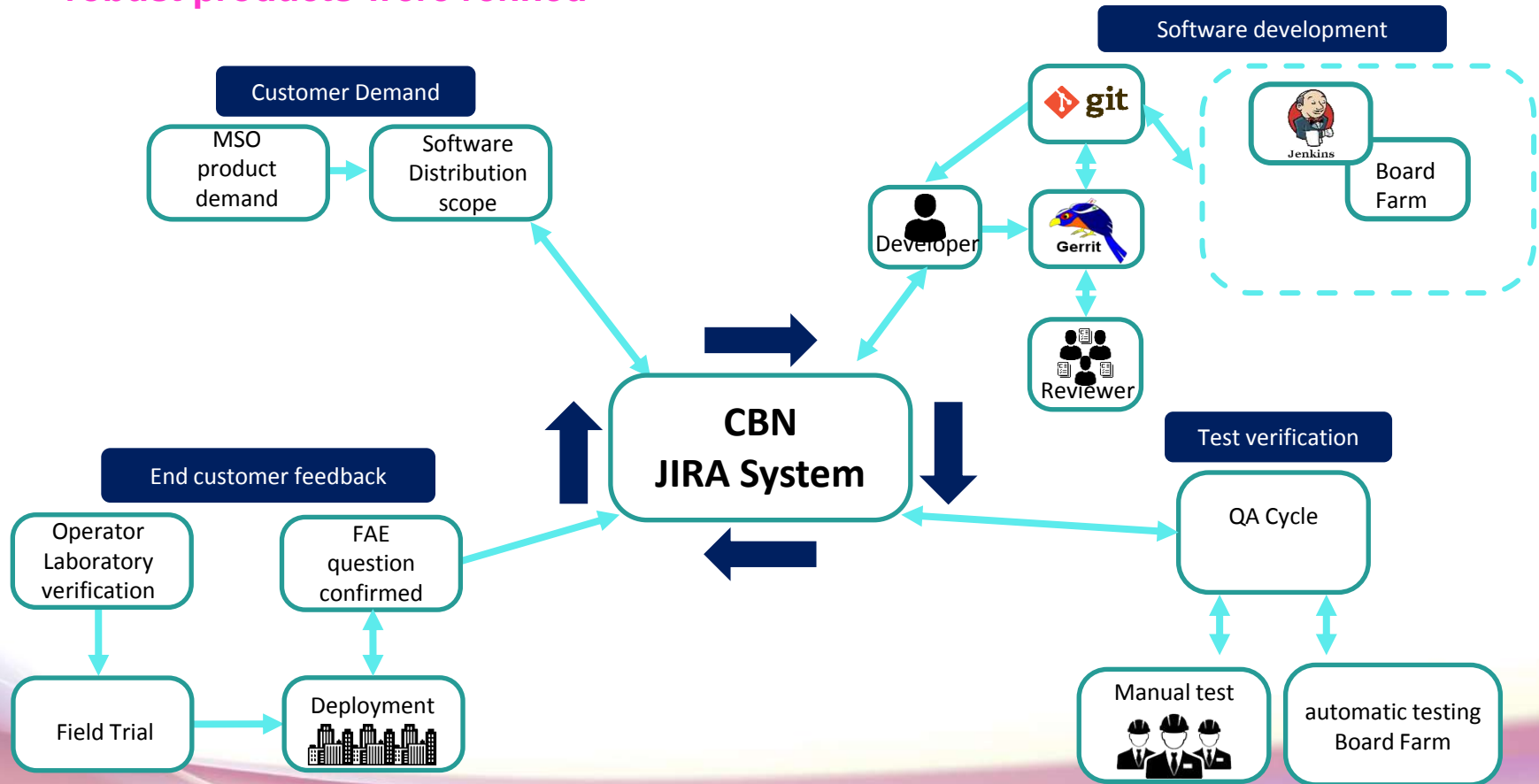


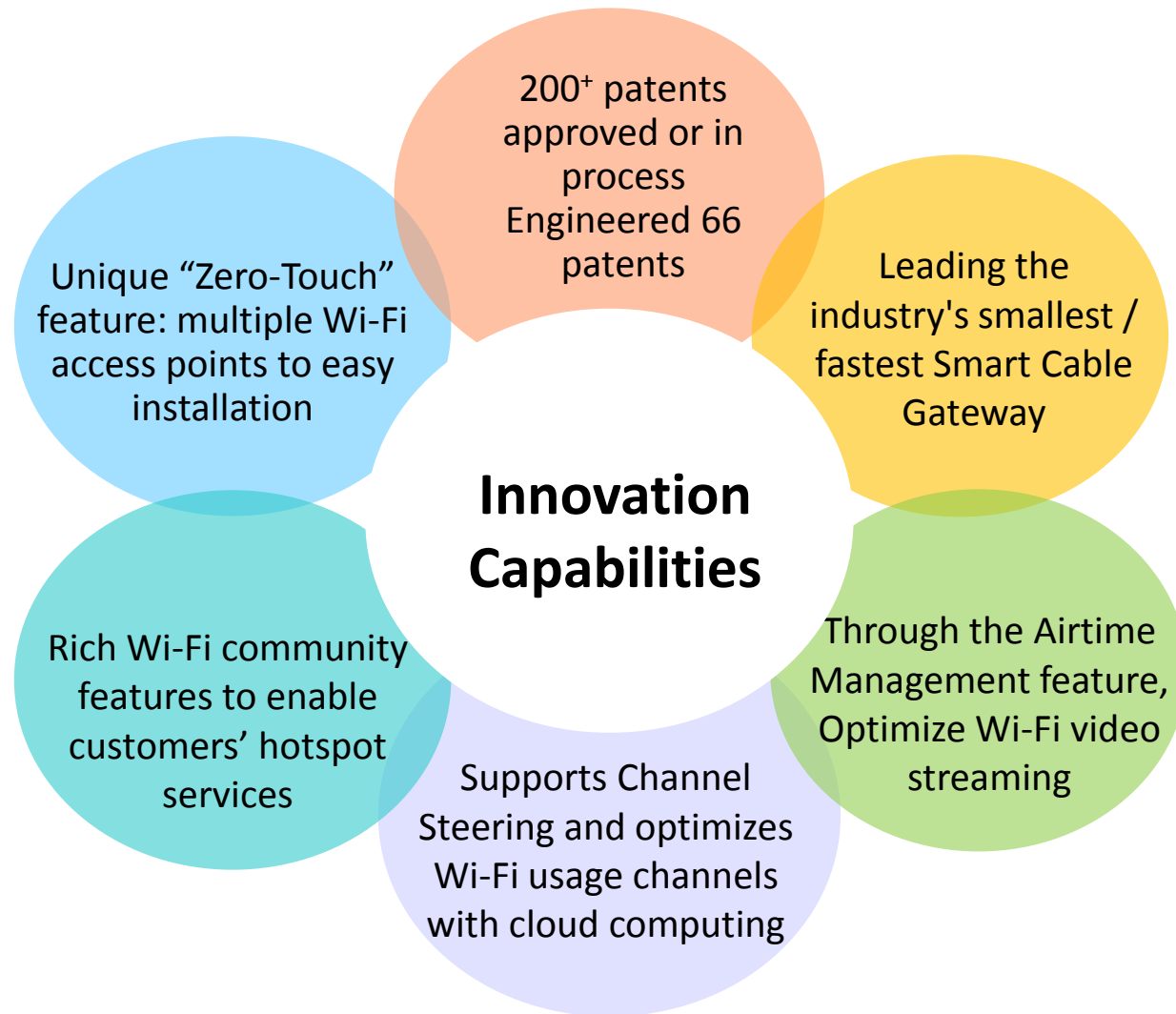
Competitive Advantage – One for All Design

- Launched the first and only Smart Cable Gateway on the market that meets the needs of 12 European countries
- One Smart Cable Gateway can be sold to 12 countries, providing MSO economies of scale and significantly reducing MSO operating costs
- **Tailor-made product service to deepen the customer's adhesion to CBN and establish the entry barrier**

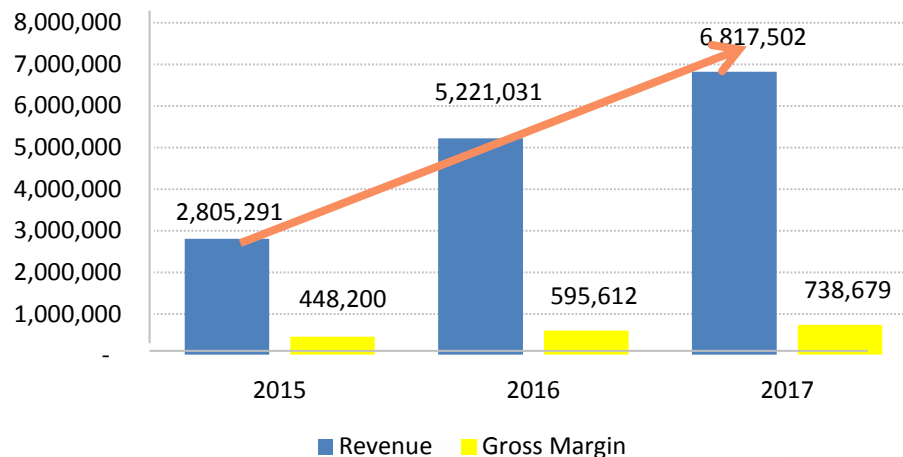


- Integrating JIRA, Git, Gerrit, Jenkins, Board Farm and other tools and Agile development methods, CBN has established a smooth software design and platform to quickly develop, verify and distribute software according to customer needs
- Through the collection of questions from millions of user-side product feedback, a complete and valuable big data database was built on the JIRA system, and the more robust products were refined

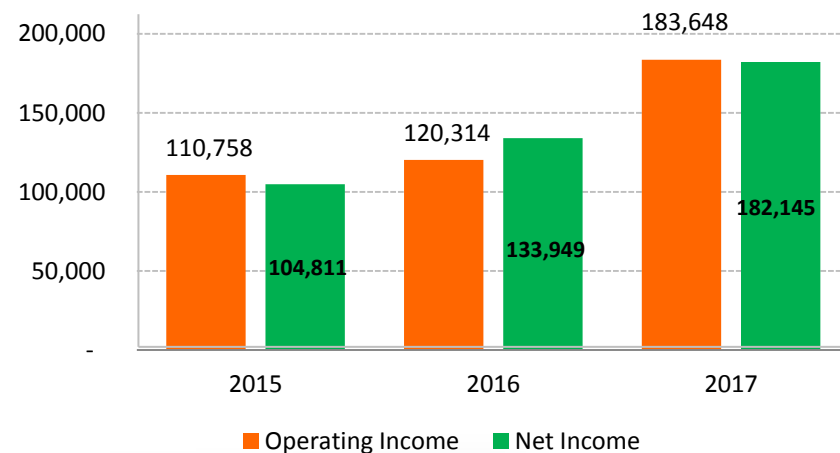




Revenue & Gross margin growth



Net Profit growth



30% YOY revenue growth rate in 2015 – 2017

Year	Capital (NT\$ K)	Dividend policy(NT\$)			
		EPS	Cash Dividend	Stock Dividend	Total Dividend
2015	330,033	3.18	2	0	2
2016	532,525	4.01(Nota)	0.5	1	1.5
2017	603,513	3.03	1.8	0	1.8
2018 1H	604,897	1.80	—	—	—

Note: CBN processed a capital increased by cash of 20,000 shares at the end of December 2016, and basic earnings per share was NT\$ 4.01; if the capital increased by cash to be at the beginning of 2016, the earnings per share will be NT\$ 2.52



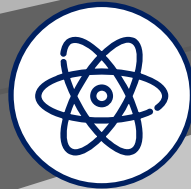
Strategy for Growth





Continue the Smart Gateway momentum

- Deepening the leading position in the EU market
- Accelerate the expansion into the Americas and other markets
- Enhance technical capabilities and value-added services to solid CBN's values in the customer ecosystem



Product portfolio expansion to grow the addressable markets

- 802.11ax Wi-Fi Extender
- UHD IP STB (4K/8K)
- Smart Home Device
- 5G Gateway



Strengthen competitive advantage through vertical integration

- Cloud platform
- Smart Home Ecosystem Solution

Smart CPE Devices



Technology Solutions

DOCSIS 3.0				
DOCSIS 3.1				NB-IOT
FDX DOCSIS 3.1				
PacketCable 2.0				

Software

	EasyMesh				



Corporate Governance and Corporate Social Responsibility



Maintenance of shareholders' equity

- Dividends determined by the shareholders' meeting, issued within 30 days after the ex-dividend date
- Dividends are distributed annually since 2012

Equal treatment of shareholders

- The shareholders' meeting did not change the agenda 7 days before the meeting.
- The director of the board and the shareholder holding 10% of the company's total shares shall declare during the legal transfer period.

Strengthen the structure and operation of the board of directors

- Liability insurance for all directors
- The audit supervisor attends the board meeting and submits an internal audit report to the independent director
- Setting audit committee and payroll committee

Improve information transparency

- The website provides relevant information of the shareholders' meeting: the annual report, notice of the meeting, the handbook and the proceedings.
- The annual report and website list major shareholders, including the top ten shareholder names, shareholdings and proportions.

Implement corporate social responsibility

- Annual report and website expose employee welfare and retirement policy
- Establish ethical code of conduct, code of good faith, integrity management procedures and behavior guidelines, code of practice for corporate social responsibility

- Directors and managers follow the rules and systems of various laws and regulations
- Provide sufficient information for board members to know about the company's operations for effective governance



歲暮寒冬, 暖暖心



華光埔心關懷活動

*Taken from society /
Give back to society*



香山淨灘



公益路跑



cbn

COMPAL BROADBAND NETWORKS

THANK YOU

