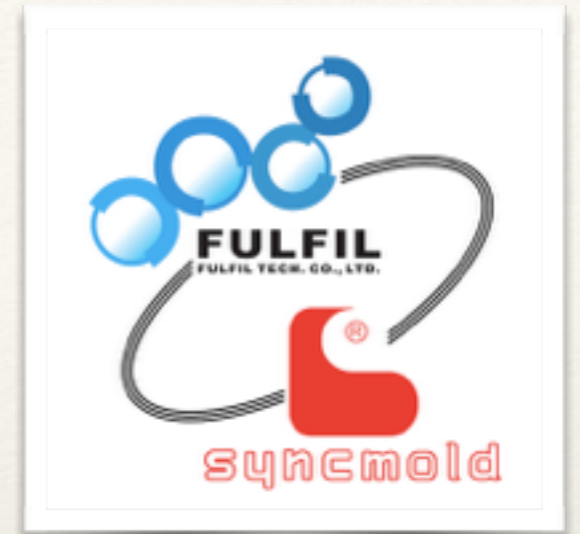


International Professional Excellent



信錦企業股份有限公司

Syncmold Enterprise Corp

2015/3

信錦- 軸承與底座的領導廠商

- ❖ 我們是軸承與底座的世界級領導廠商
Leadership in Hinge and Stand products
- ❖ 擁有機構技術、模具設計製作及產品研發能力，提供世界級一流客戶具競爭力之服務及產品
Serve tier 1 customers with own masterly technology, molding design, product development and total solutions
- ❖ 歷年營運績效優良、財務結構健全、優於同業的ROE
Deliver good business results, sound financial structure and outstanding ROE
- ❖ 持續領導地位並擴展產品應用領域，創造更大的股東利益
Keep ahead in current position and explore new apps for growth and create value for all shareholders

大綱 Outline

- ❖ 公司概况 Company Profile
- ❖ 經營成果 Financial Results
- ❖ 優勢、策略及展望 Strength, Strategy & Outlook

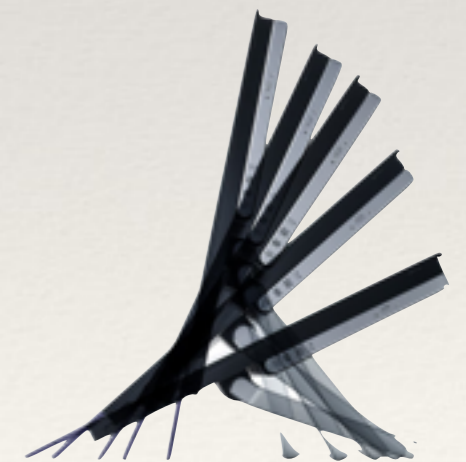
公司概況

Company Profile

公司簡介 Company Introduction

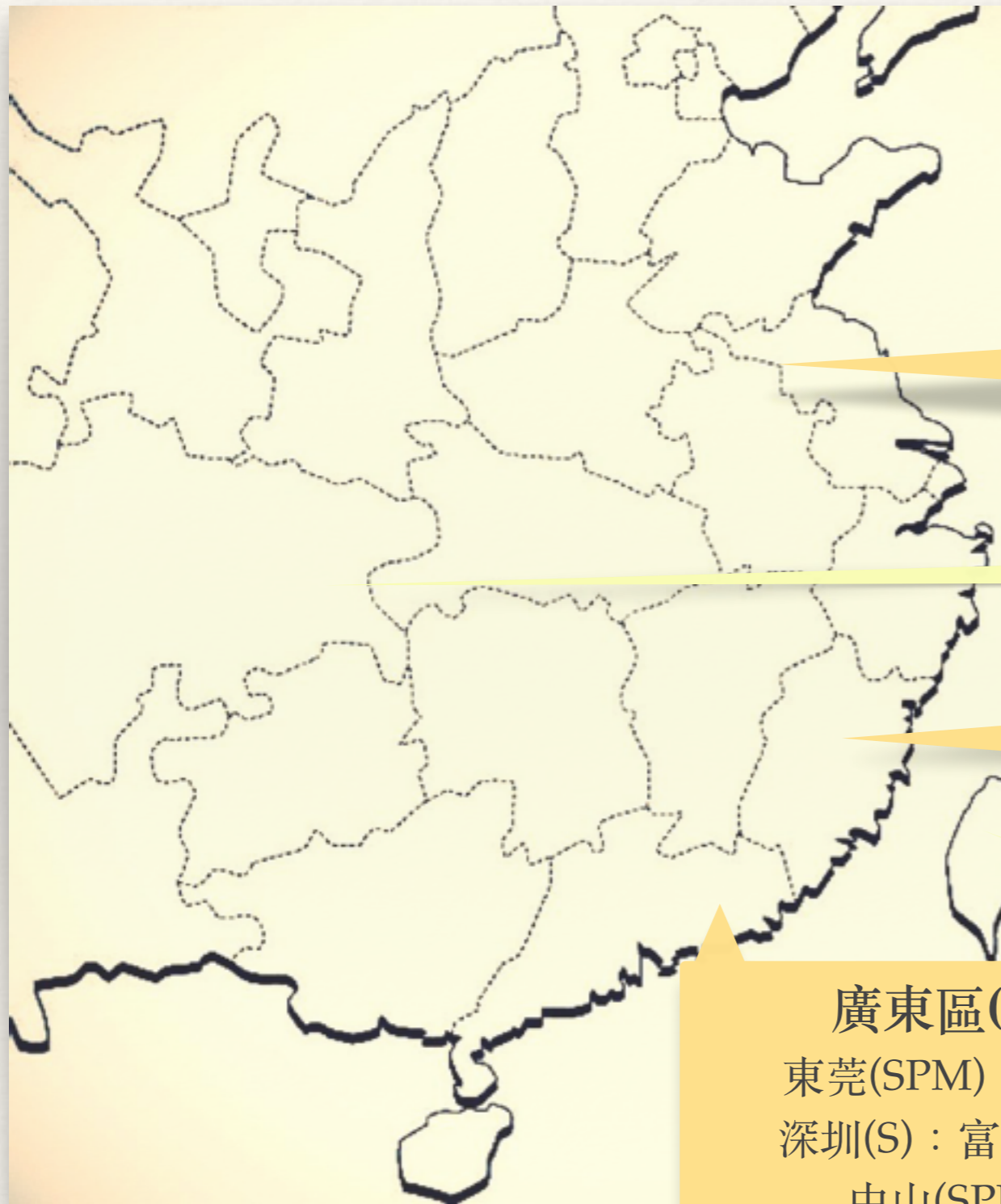
Syncmold, a worldwide hinge / stand leading provider, established in 1979 and listed on TWSE in 2009(code:1582)

- ❖ 總部Headquarter: 新北市 New Taipei City
- ❖ 董事長Chairman: 陳秋郎 Mr. Chen
- ❖ 員工人數Employees: 約5,900 (Y2015 / 2)
- ❖ 4Q14 資本額Capital: NT\$1.498B; 資產Total Assets: NT\$9.87B
- ❖ Y2014 營收Revenue: NT\$10.06B; 每股盈餘EPS: NT\$5.71
- ❖ Y2013 營收Revenue: NT\$9.07B; 每股盈餘EPS: NT\$4.43
- ❖ 主要產品Major products:
 - ❖ 零組件產品component products(Monitor / TV / AIO hinge & stand)
 - ❖ 塑膠產品plastic products(plastic mold / plastic injection)



生產據點 Manufacturing Sites

Note: S: Stand Assembly M: Mold P: Plastic Injection



華東區(100%) :

蘇州(100%)(S) : 佳世達、和碩、仁寶、廣達
昆山、武漢(100%) : 自製

重慶(100%)(S) : 富士康、廣達、英業達

福州區(100%) :

福州(S) : 冠捷、捷星
冠華(PM) : 自製、冠捷、捷星
福清 : 自製

廣東區(100%) :

東莞(SPM) : 自製、船井
深圳(S) : 富士康、SONY
中山(SPM) : 緯創

高誠(38%) : TV壁掛架

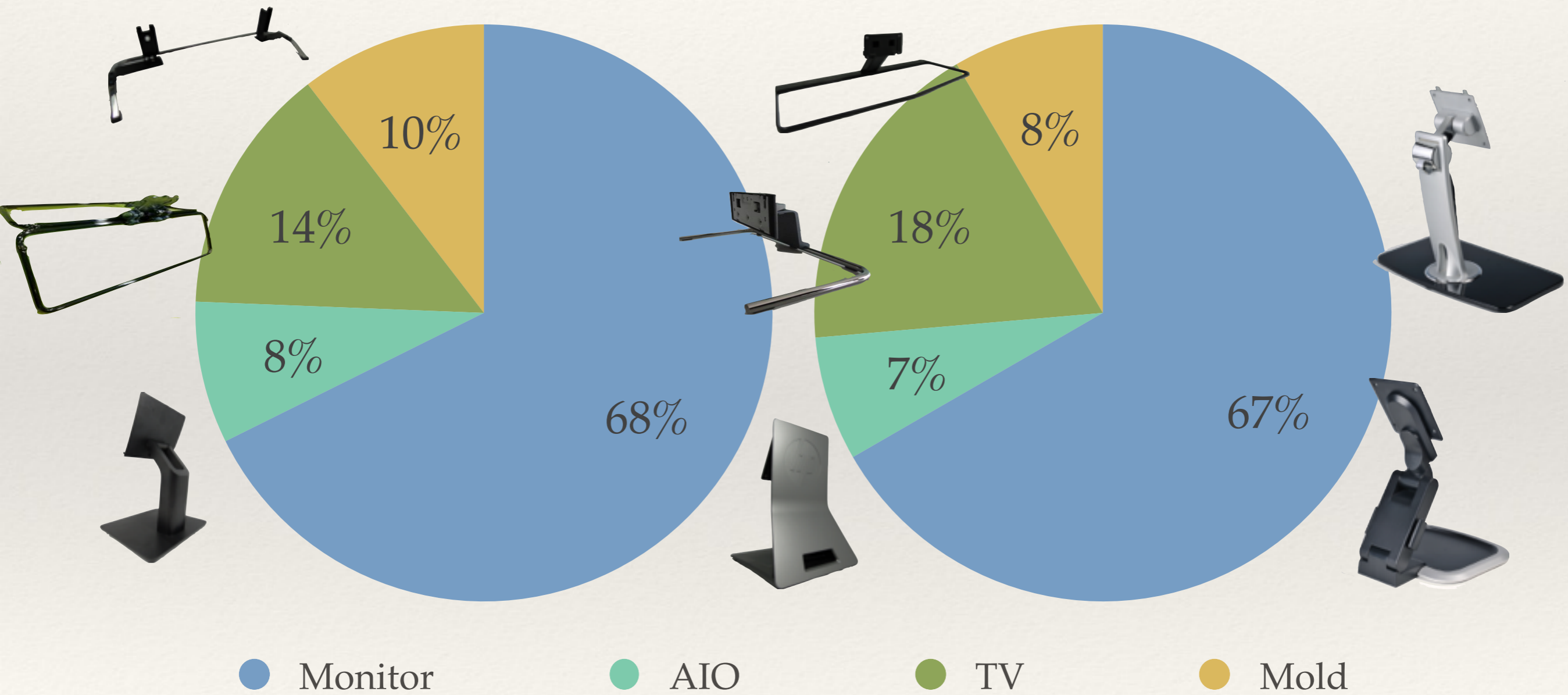
專注於中高階產品 High-End Model



產品組合 Product Mix

Y2013

Y2014



註：base on revenue breakdown 以營收為基準分類

世界級客戶 Major Customers

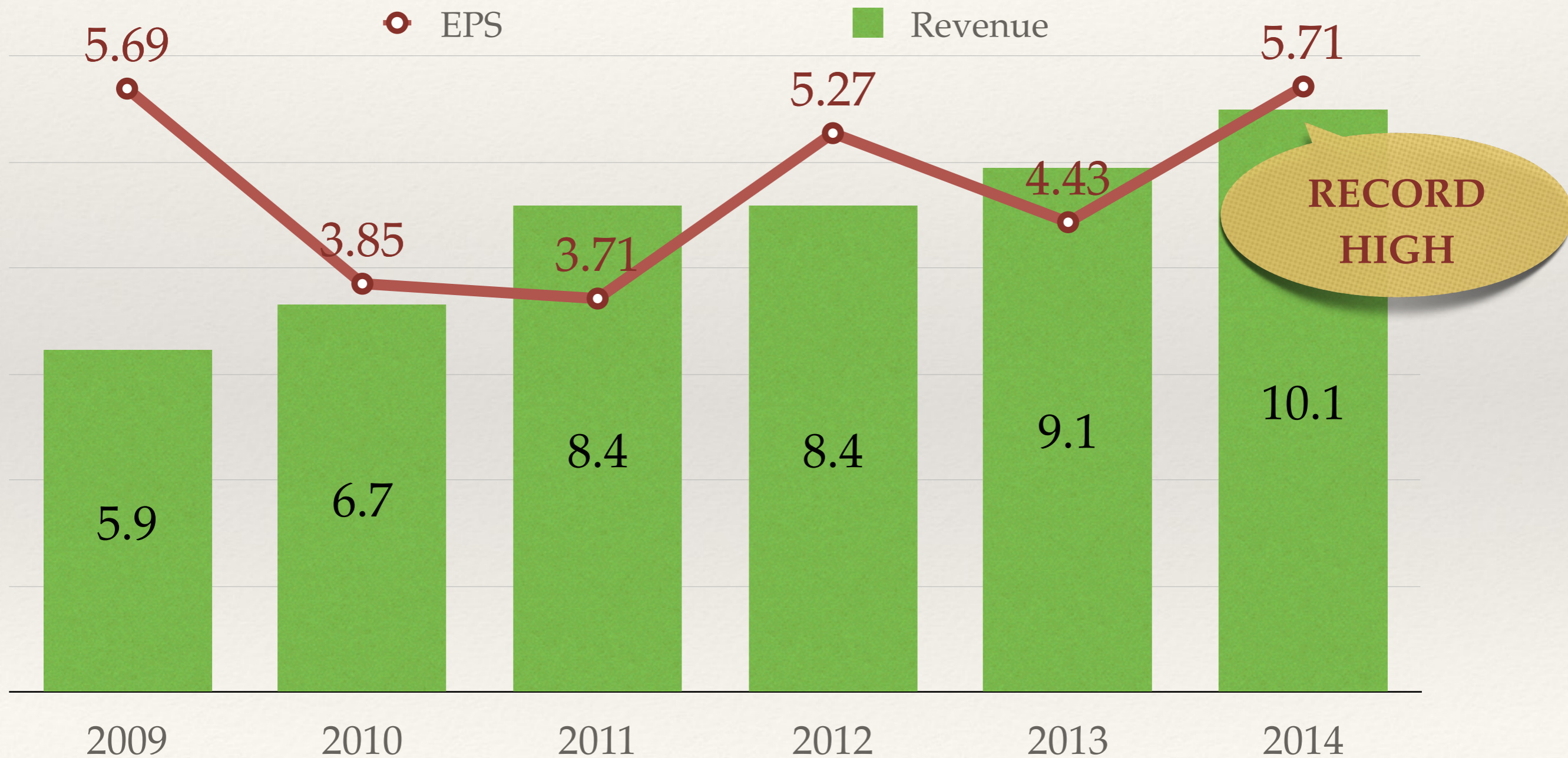


經營成果

Financial Results

2009-2014 營收狀況 Annual Results

Revenue:NT\$B/ EPS: NT\$



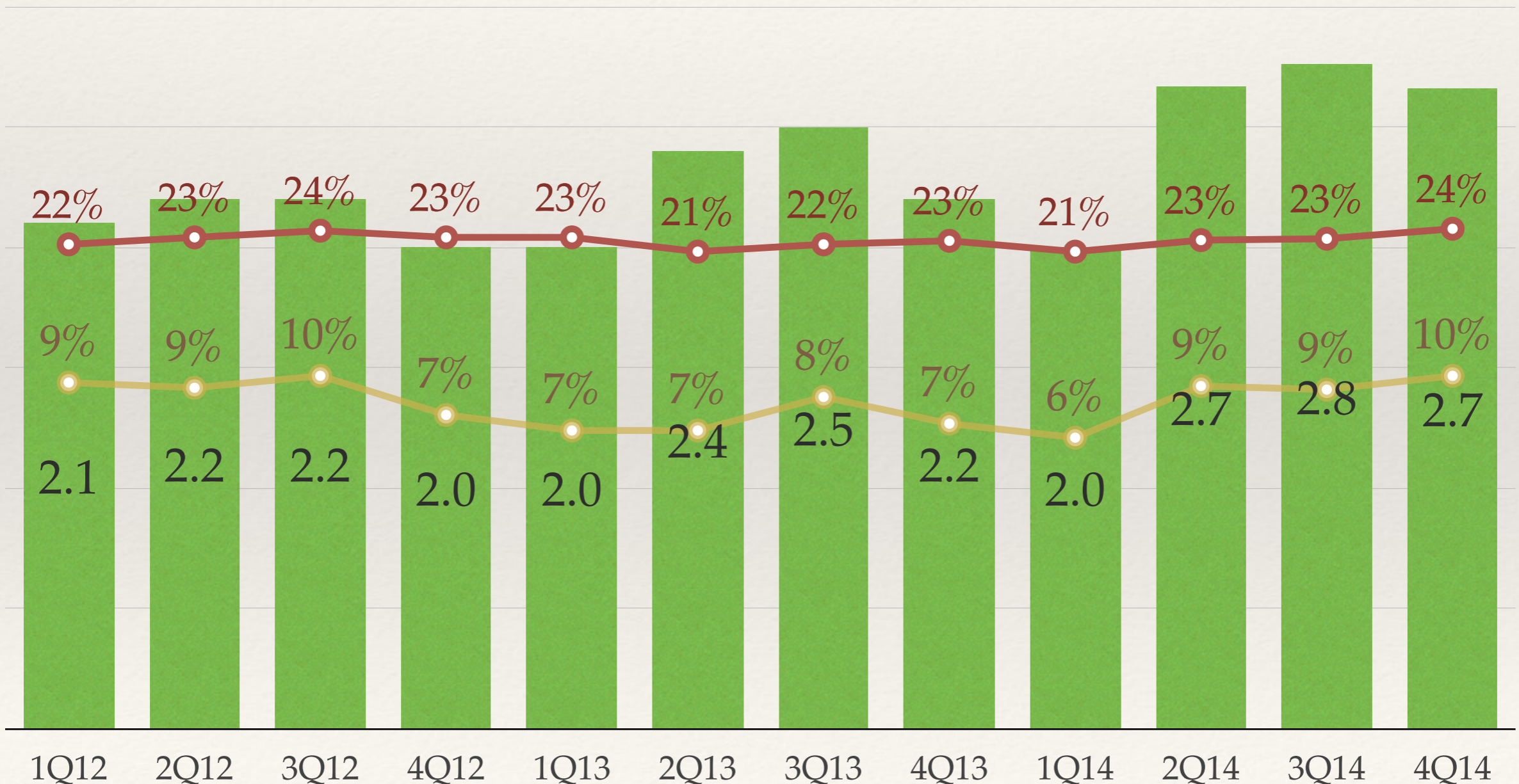
各季營運狀況 Quarterly Results

Revenue:NT\$B

■ Revenue

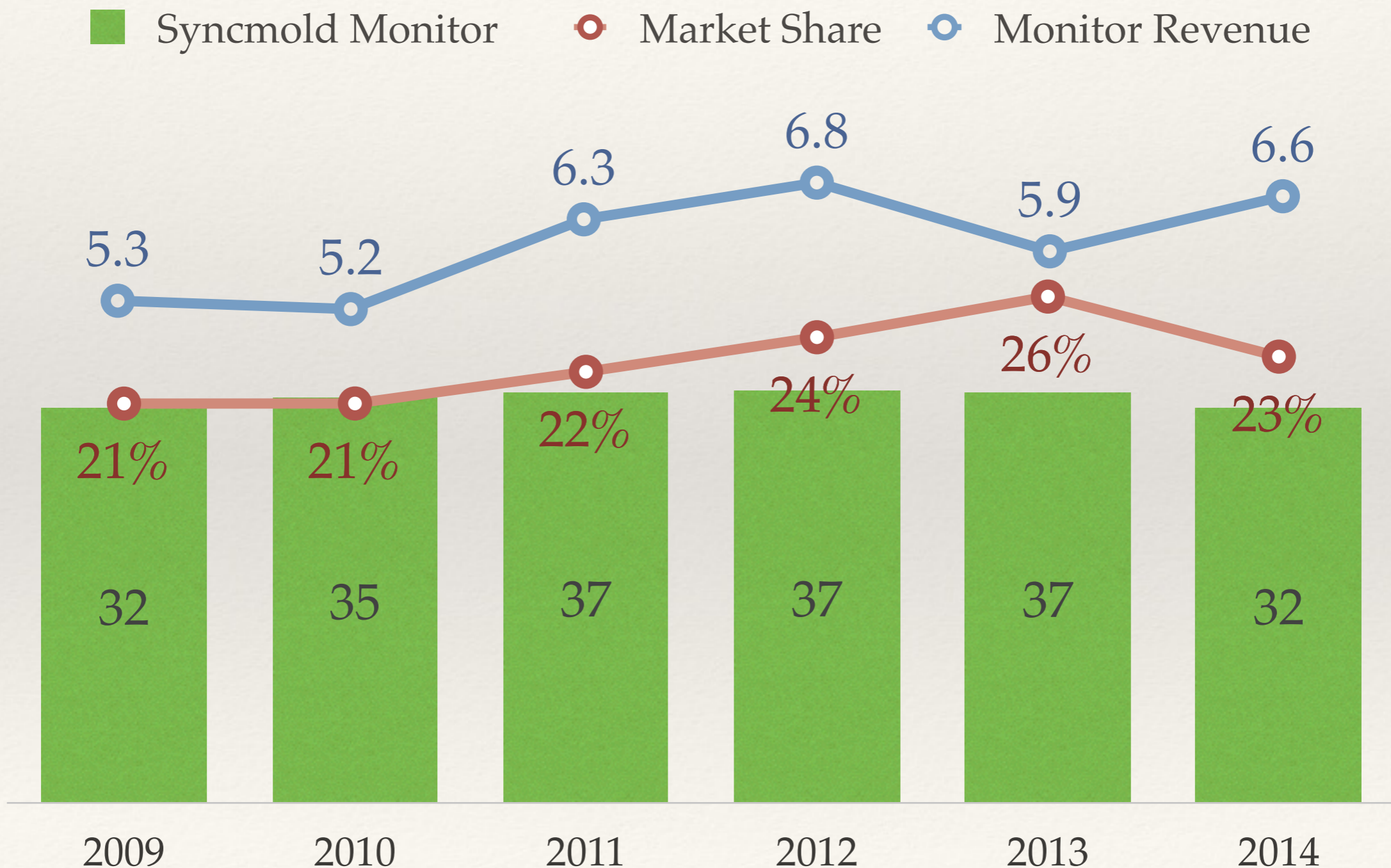
○ GM%

○ Net profit ratio

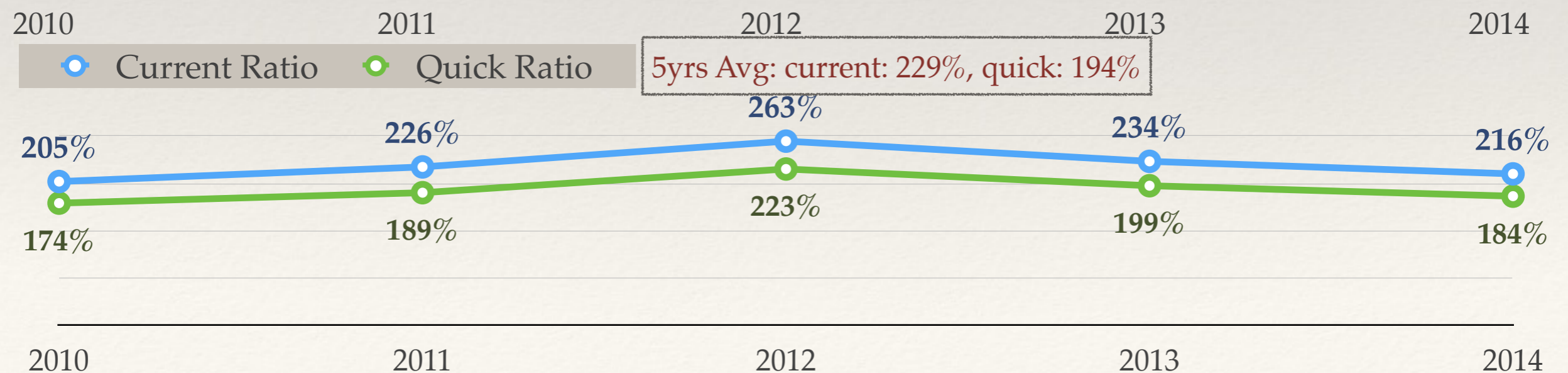
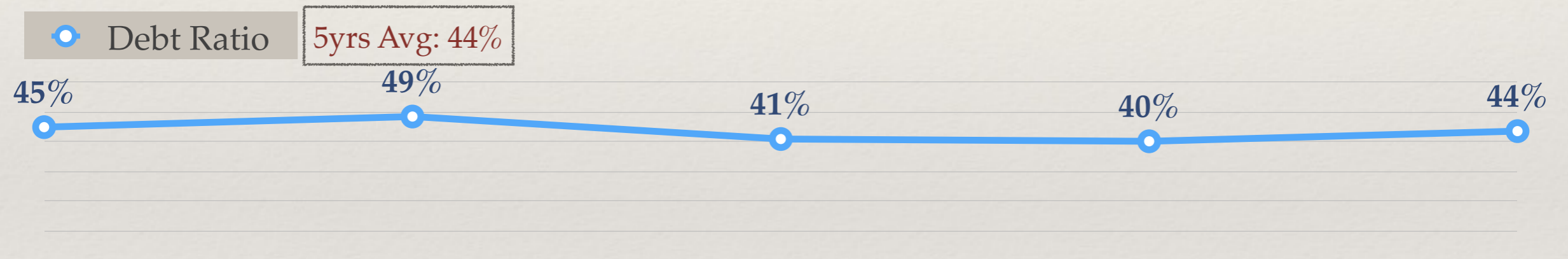
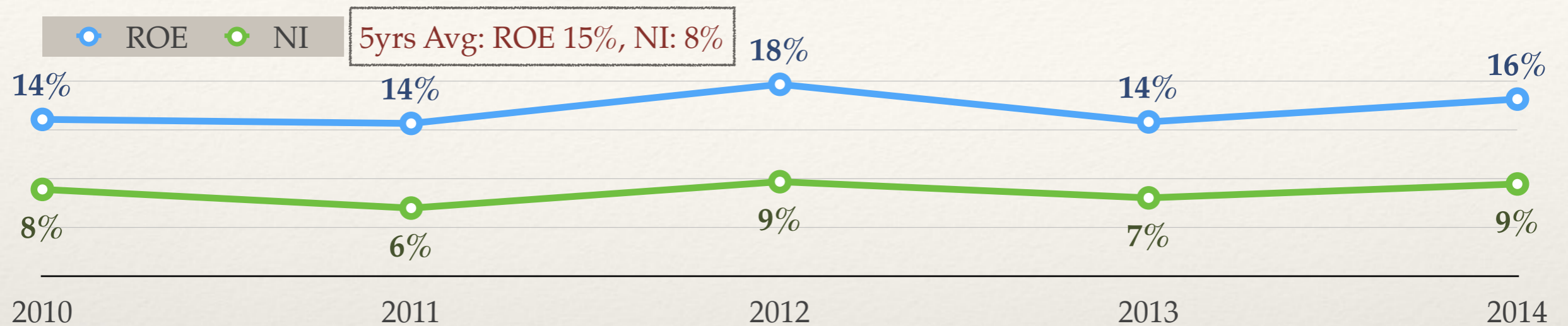


穩定的市佔率 Monitor Market Share

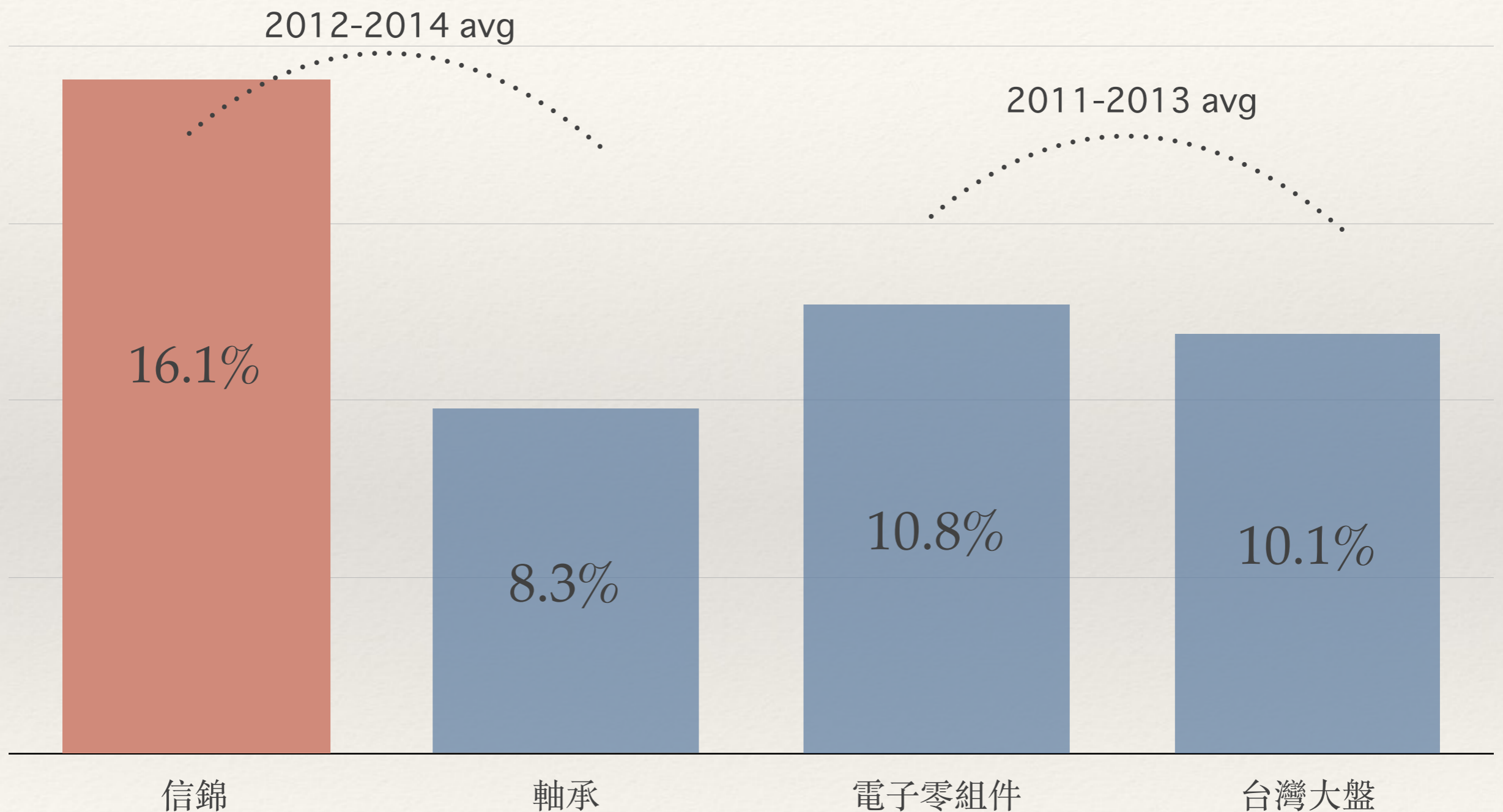
unit: M; rev:NT\$B / source: MIC, WitsView, 市佔率為公司估算



穩健財務結構 Solid Financial Structure



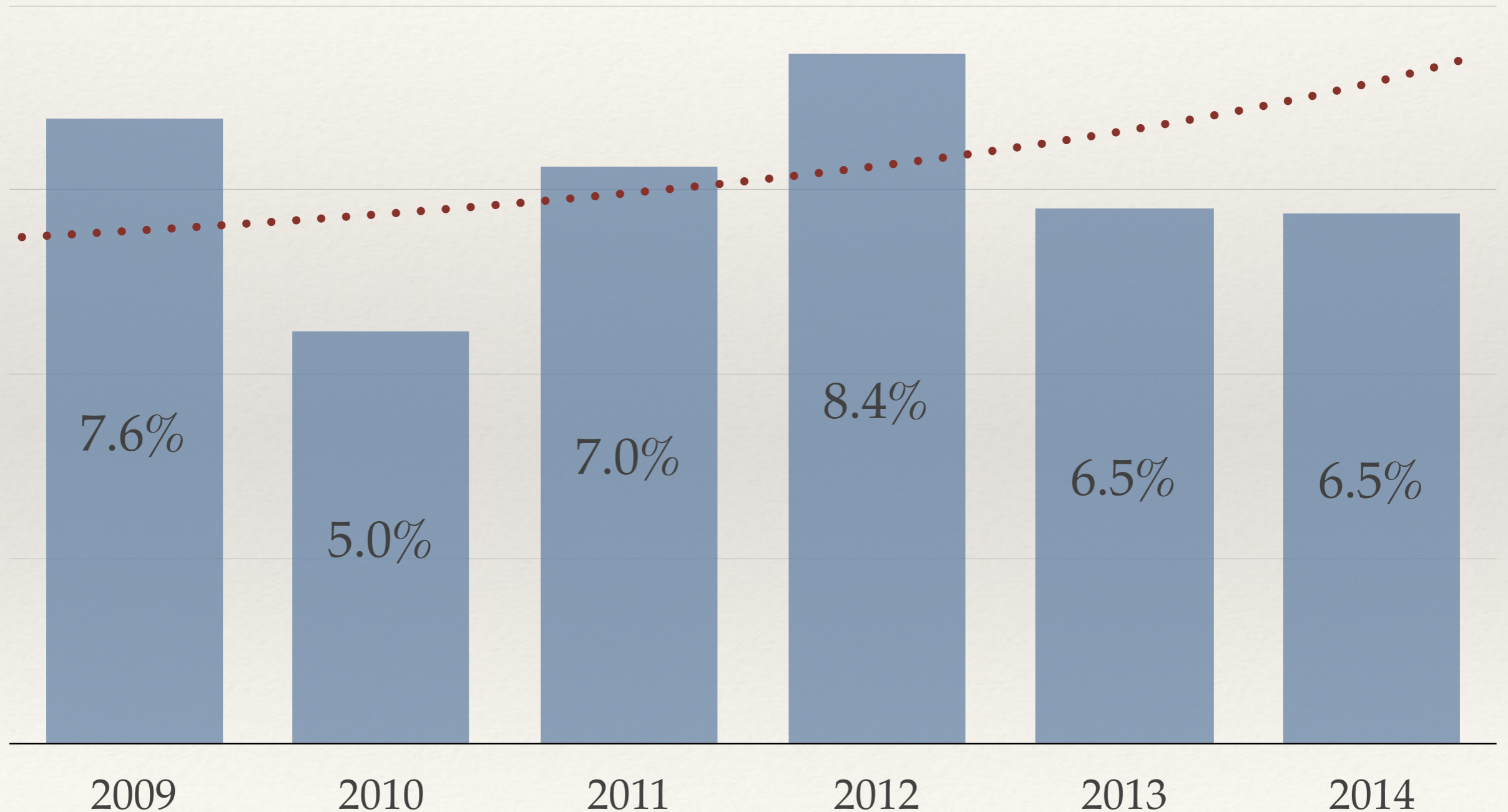
重視股東利益 Deliver Higher ROE



註：資料區間為2011-2013年平均，軸承廠數據包括新日興、兆利；而大盤，電子零組件產業採證交所資料

註：ROE為稅後淨利/股東權益，並使用簡單平均數計算而成，電子零組件與大盤受限於資料，採用稅前淨利/淨值

歷年殖利率佳 Good Dividend Yield



註：以除息日前一天股價為基準; 2014股價以董事會通過股利發放日2015/3/20為基準

優勢、策略及展望

Strength, Strategy & Outlook

經營優勢 Strength

- ❖ 軸承與底座技術、顯示器專利領先同業 Technology ahead of peers
長期與世界級大廠合作，提供具競爭力的底座製造技術及成本結構
- ❖ 專業研發服務、垂直整合 innovative and experienced R&D, vertical integration and one stop shopping
長期與客戶共同開發產品，主導與制定產業規格, 從ID檢討到機構設計、模具製造，零件生產及組裝，完整服務
- ❖ 生產據點貼近客戶，提供靈活應對能力及穩定供應鏈 production location close to clients, provide prompt solutions and reliable supply chain
貼近客戶、跨區服務、相互支援，與客戶建立長期合作關係
- ❖ 正直的經營團隊、穩健的財務結構 Sound financial structure with well integrity management

經營策略 Strategy

- ❖ 提升自製 in house production
 - ▶ 強化服務品質 upgrade service quality
 - ▶ 降低採購成本 cost down
 - ▶ 掌控零組件生產及供貨能力 enhance component production and supply capability
- ❖ 提升生產效率 improve production efficiency
 - ▶ 零組件規格標準化 standardized component/ parts spec
 - ▶ 生產自動化 automatically in production
- ❖ 擴展高階產品市佔率 expand market share on higher end products
 - ▶ 朝向輕、薄、環保及設計難度高之產品研發及生產
focus on higher value-added products, i.e., light, thin, eco-friendly & high quality

營運展望 Outlook

❖ 提升產品附加價值

Design and upgrade products with higher value

▶ 產品組合往高階發展

high -end product portfolio keeps penetrating

▶ 整合電子事業提高產品附加價值

integrate with electronic business to improve products value

▶ 智慧型螢幕與新型底座

smart display & new model stands

▶ POS產品與相關零組件

POS products & peripheral components



營運展望 Outlook

- ❖ 三大產品線穩定出貨
stable growth of Monitor, AIO and TV products
 - ▶ Monitor：既有客戶高階產品成長
high end products increase from regular clients
 - ▶ AIO：既有客戶預期出貨增長，公司出貨佔比增加
shipments growth driven by good demand and penetration increase
 - ▶ TV：穩定出貨並不斷開發新客戶
steady delivery and new customers development
 - ▶ 持續佈局新事業，創造公司穩健成長
explore new business to enhance company growth

信錦企業股份有限公司 (1582)

Syncmold Enterprise Corp

謝謝您

Q & A

Thank You for Listening

