

International Professional Excellent

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# 信錦企業股份有限公司

# Syncmold Enterprise Corp

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2015/12

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# 信錦- 軸承與底座的領導廠商

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- ❖ 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

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# 大綱 Outline

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



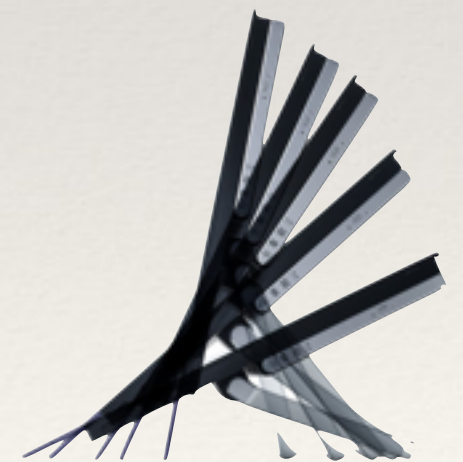
公司概況

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)

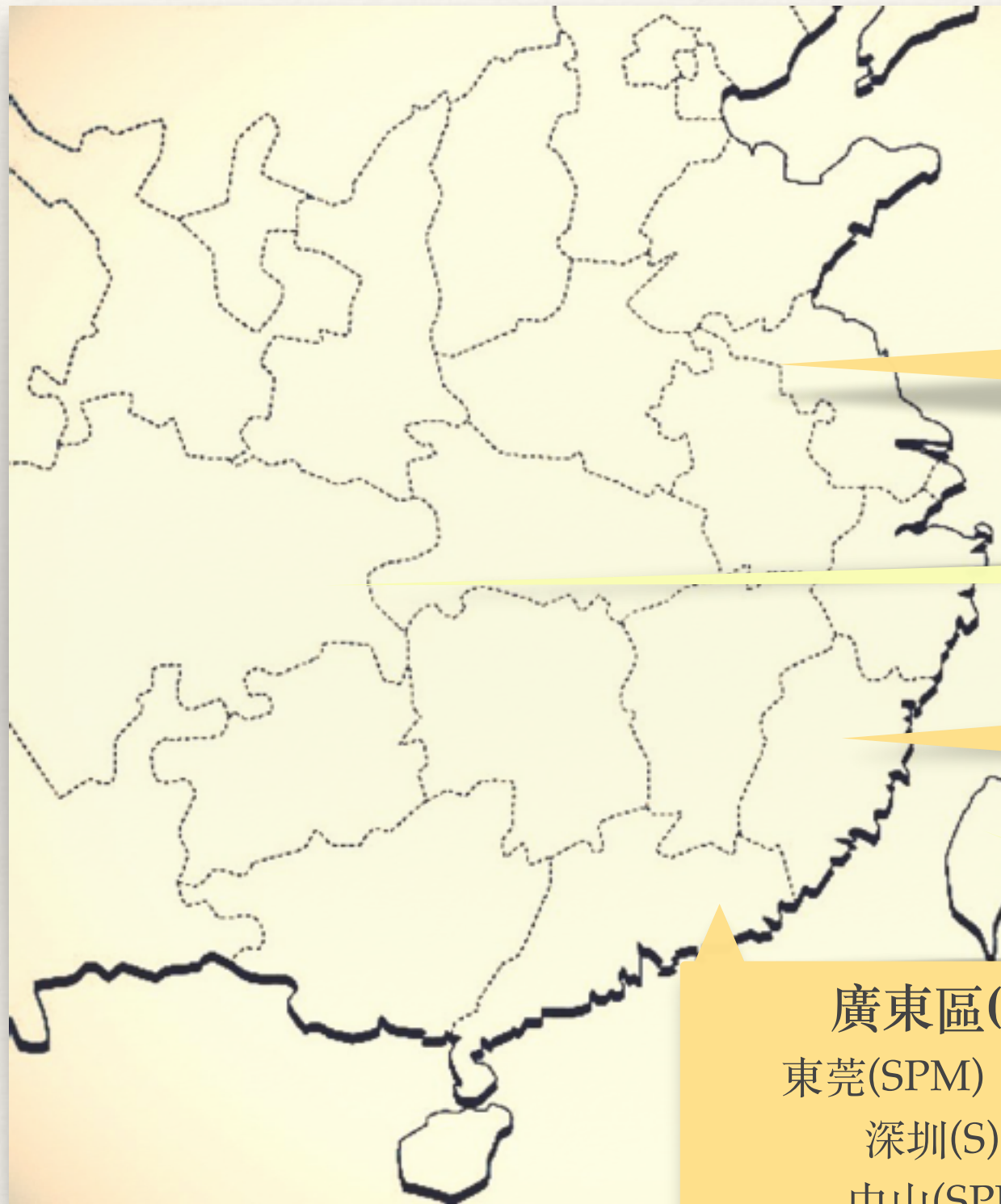
- ❖ 總部Headquarter: 新北市 New Taipei City
- ❖ 董事長Chairman: 陳秋郎 Mr. Chen
- ❖ 員工人數Employees: 約5,500(3Q15)
- ❖ 3Q15 資本額Capital: NT\$1.498B; 資產Total Assets: NT\$9.56B
- ❖ Y2015 Q1~Q3營收Revenue: NT\$7.15B; 每股盈餘EPS: NT\$4.06
- ❖ Y2014 營收Revenue: NT\$10.06B; 每股盈餘EPS: NT\$5.71
- ❖ Y2013 營收Revenue: NT\$9.07B; 每股盈餘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) : SONY  
中山(SPM) : 緯創

高誠(38%) : TV壁掛架

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# 專注於中高階產品 High-End Model

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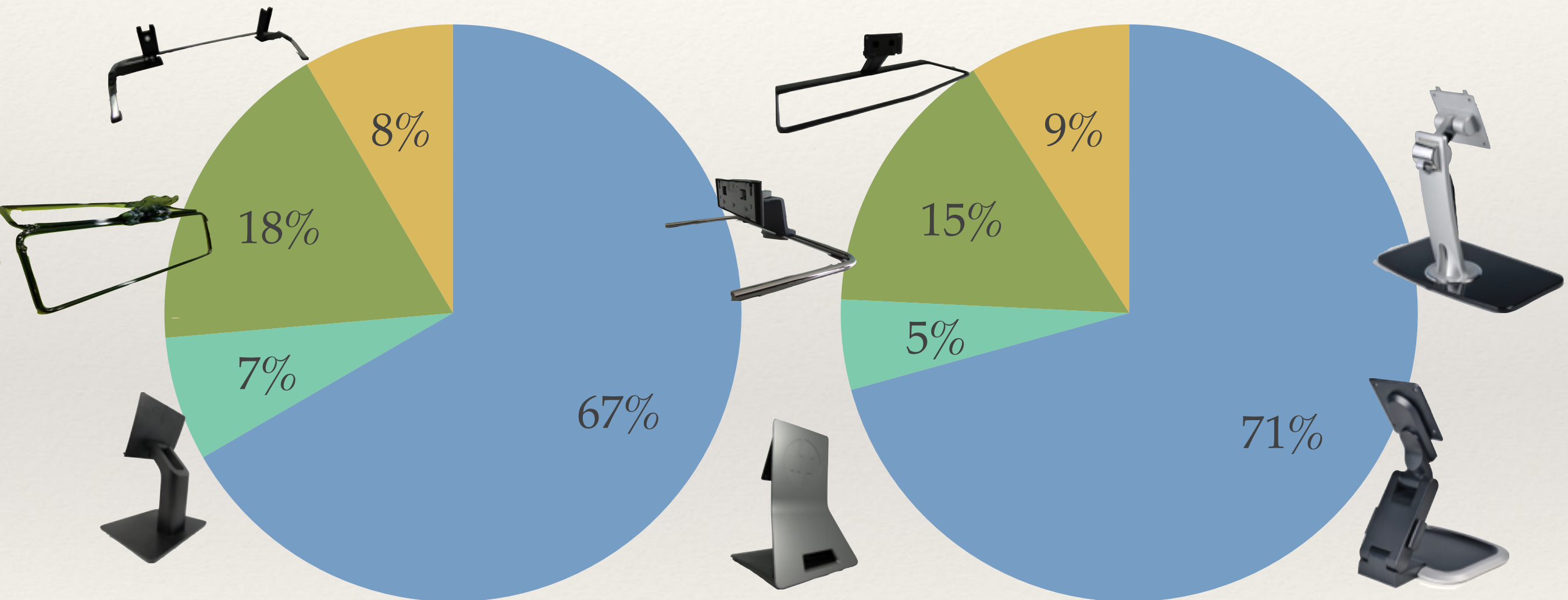




# 產品組合 Product Mix

Y2014

1Q15~3Q15



● Monitor

● AIO

● TV

● Mold&Electronic

註：base on revenue breakdown 以營收為基準分類



# 世界級客戶 Major Customers



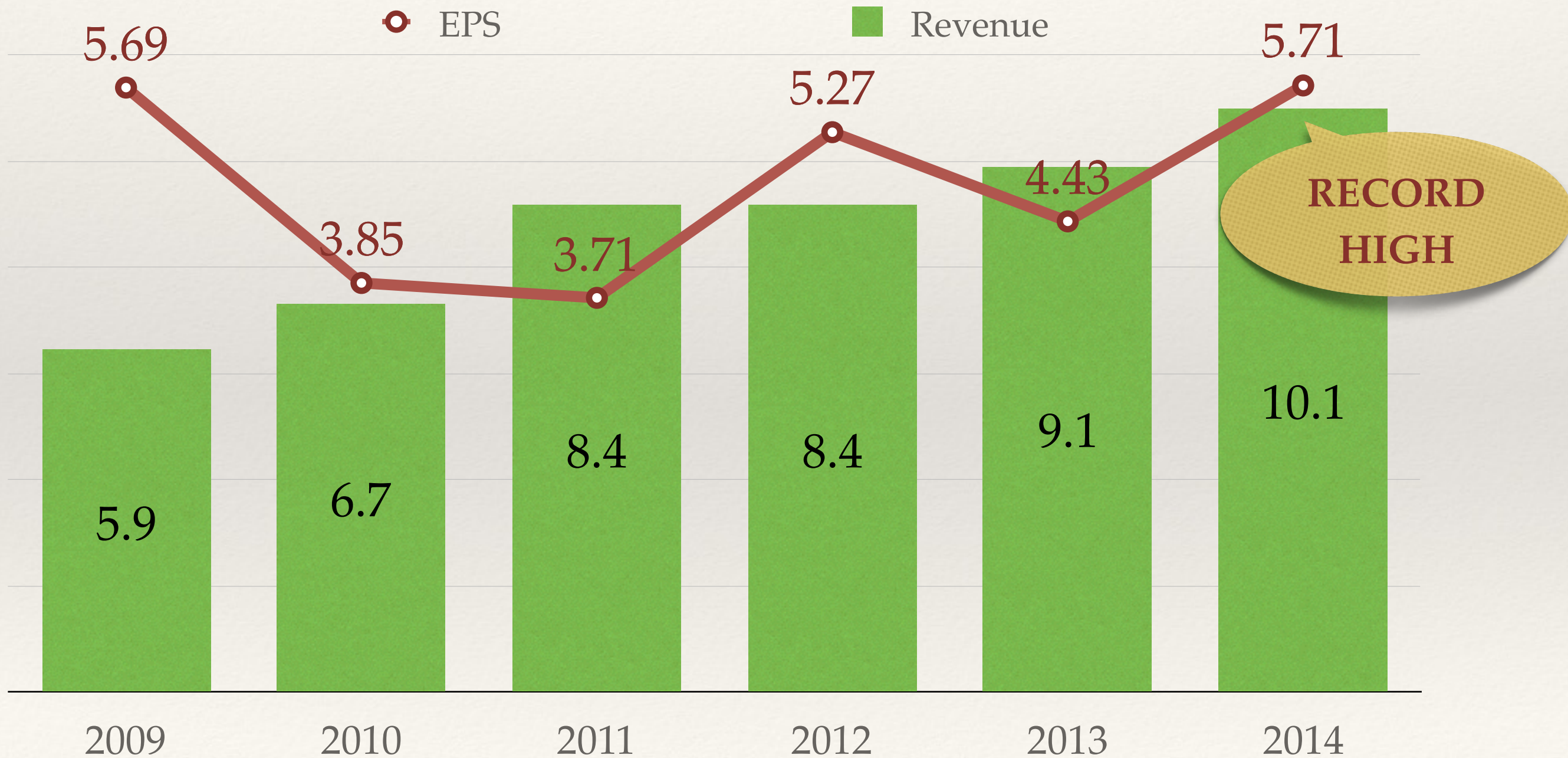
經營成果

Financial Results



# 2009-2014 營收狀況 Annual Results

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





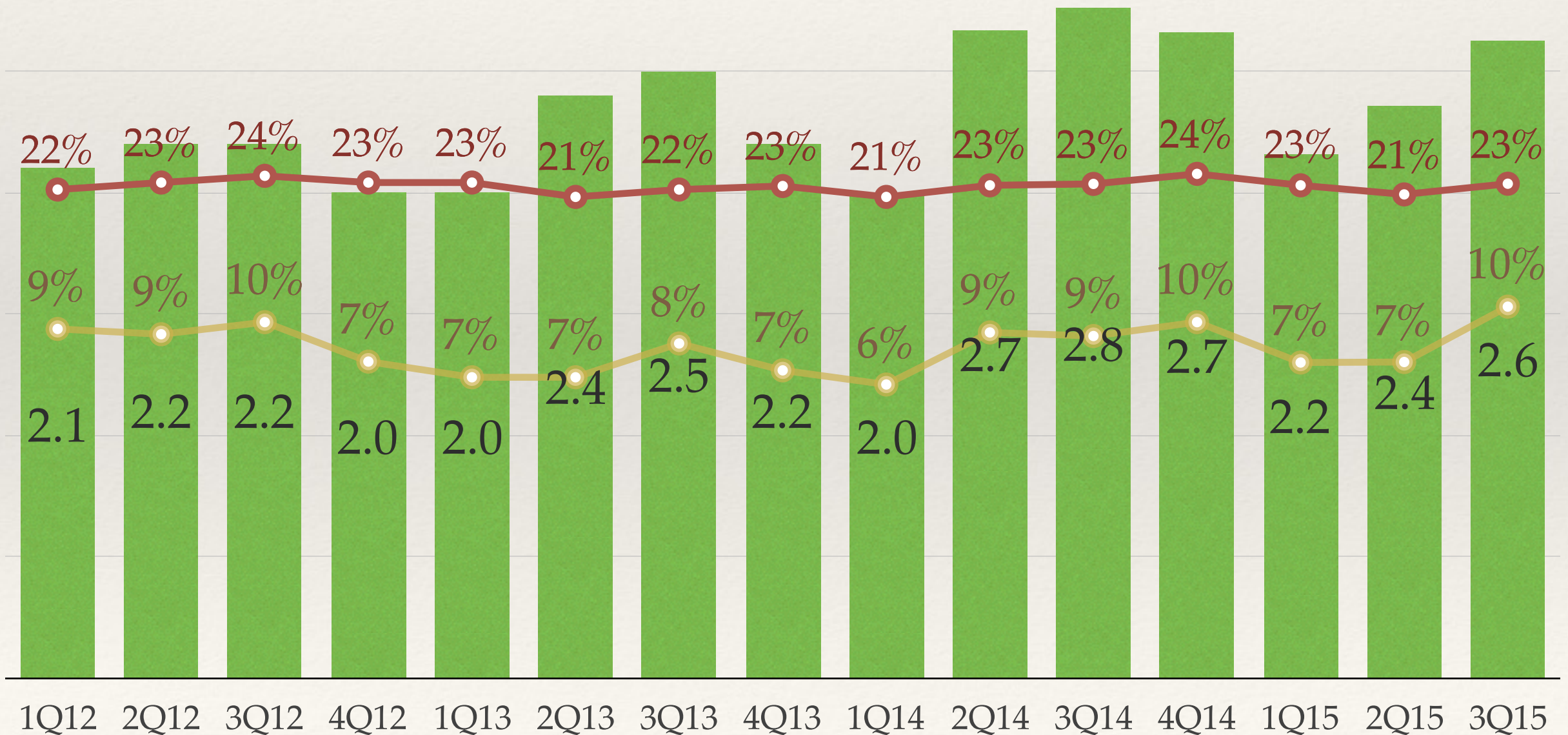
# 各季營運狀況 Quarterly Results

Revenue:NT\$B

■ Revenue

○ GM%

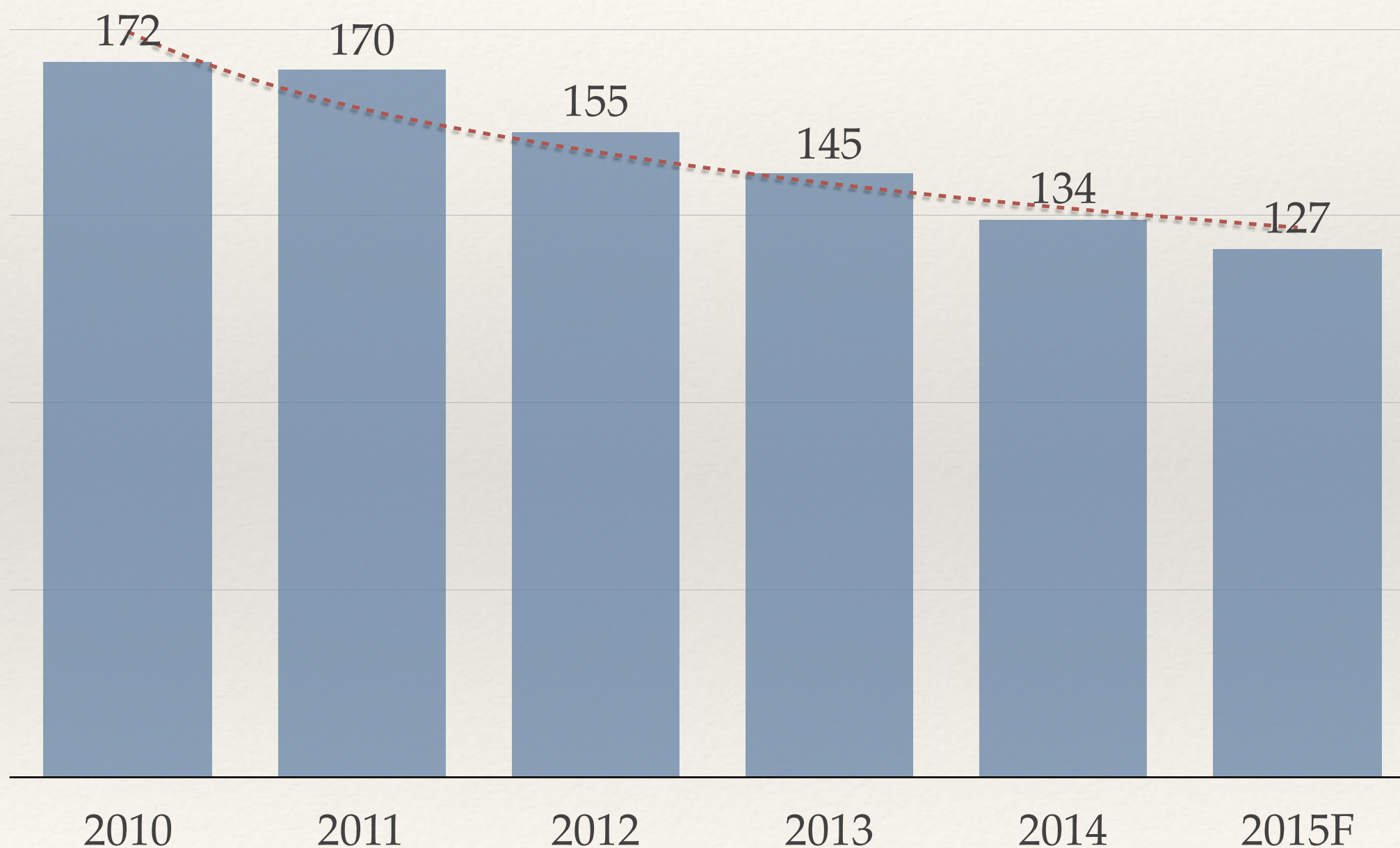
○ Net profit ratio





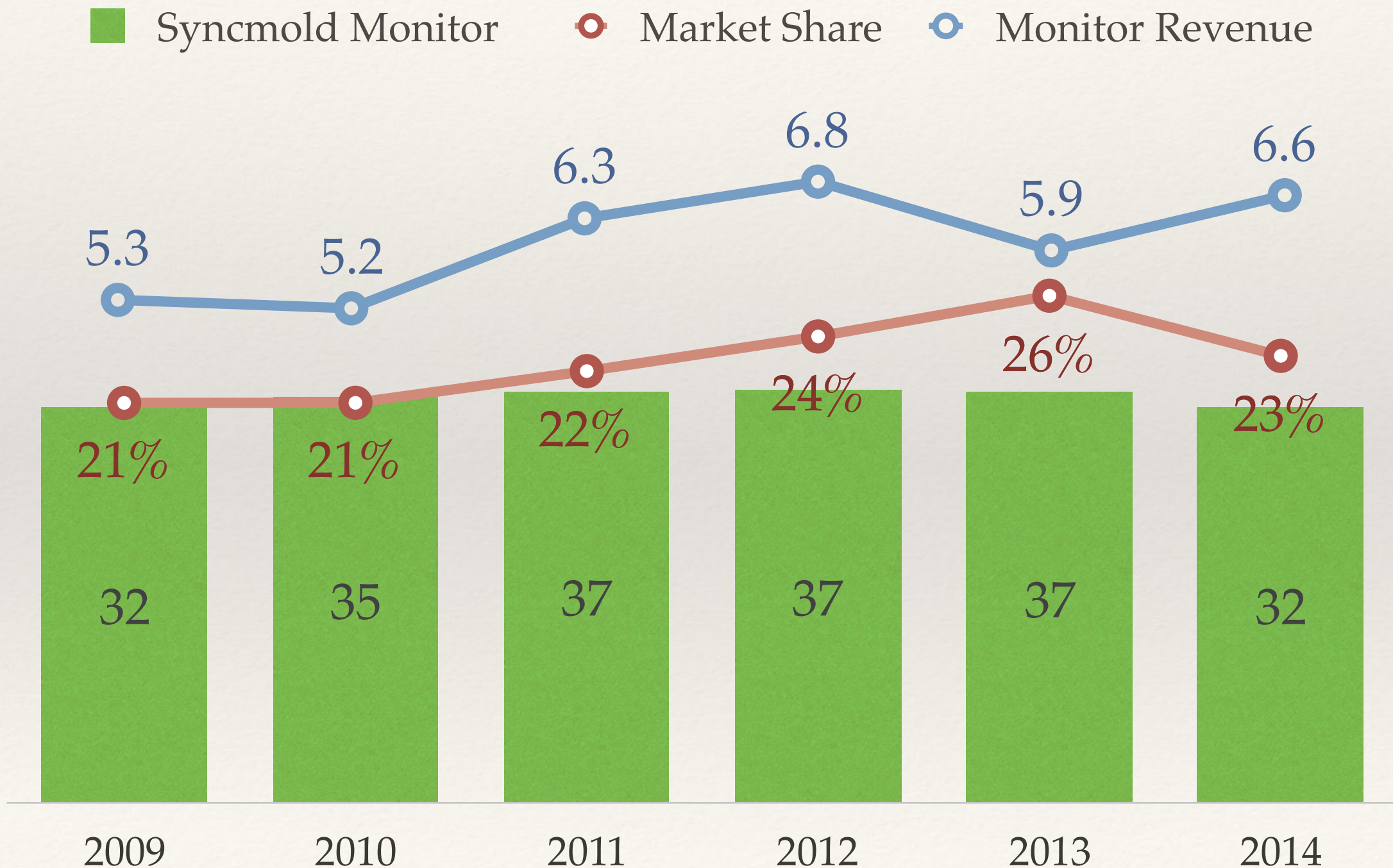
# 全球監視器出貨量 Global Monitor Shipments

M units / source: MIC, WitsView



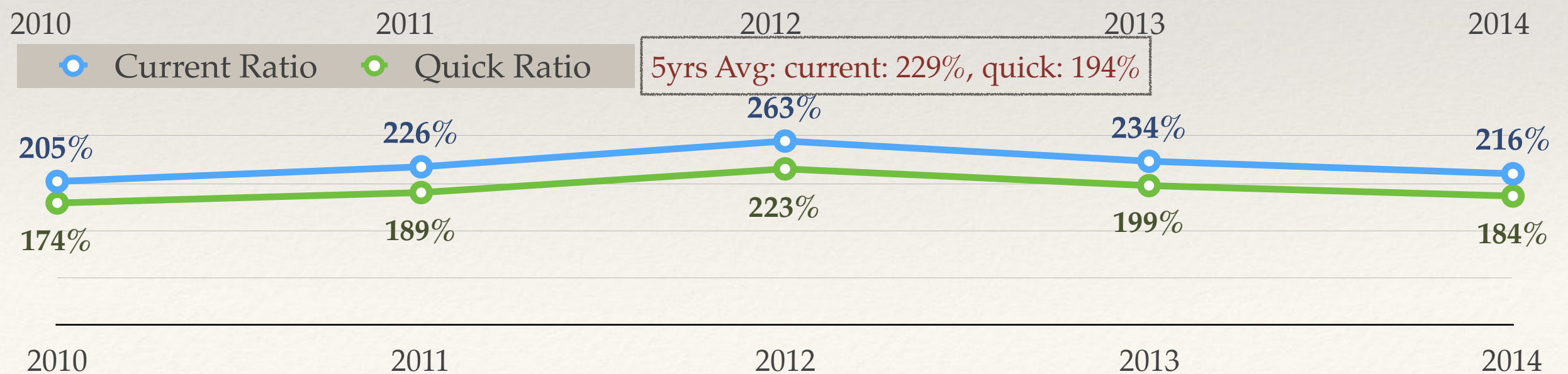
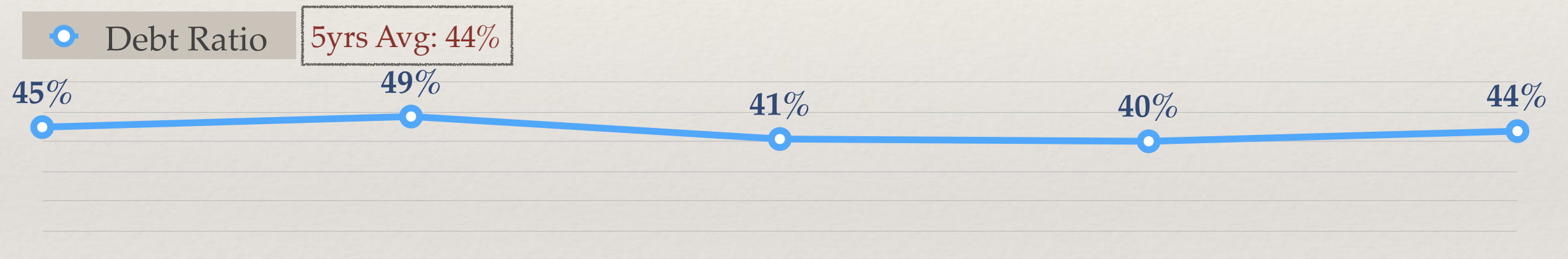
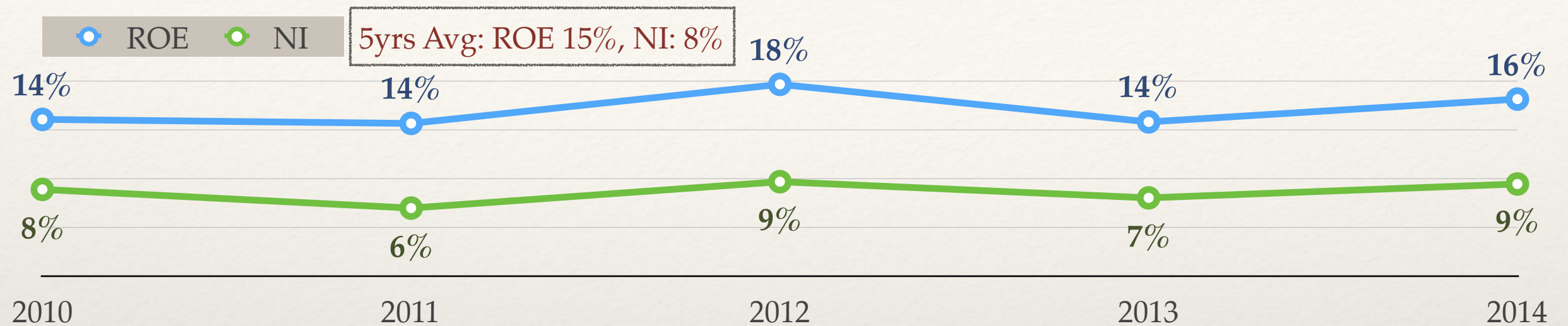
# 穩定的市佔率 Monitor Market Share

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



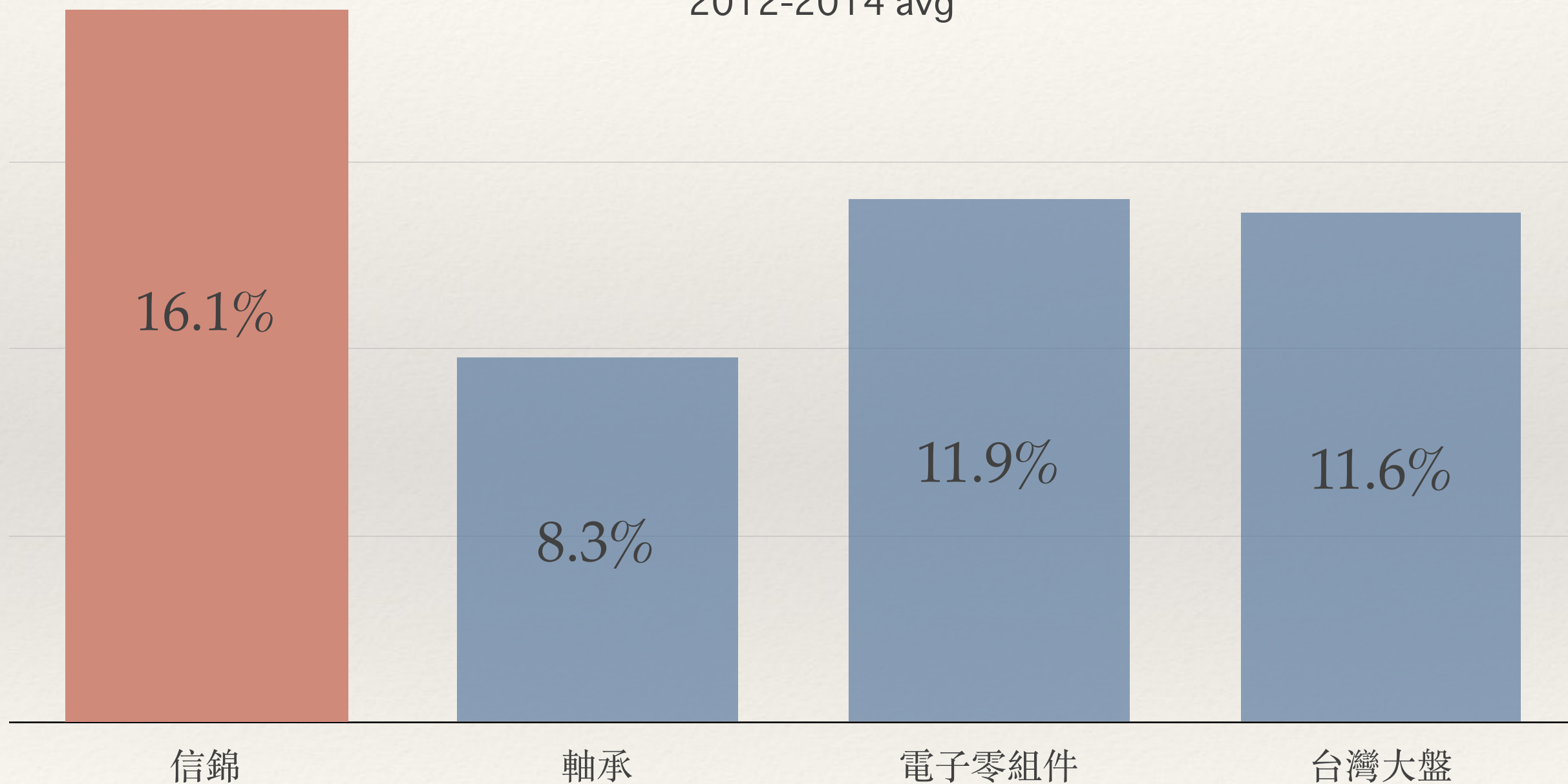


# 穩健財務結構 Solid Financial Structure



# 重視股東利益 Deliver Higher ROE

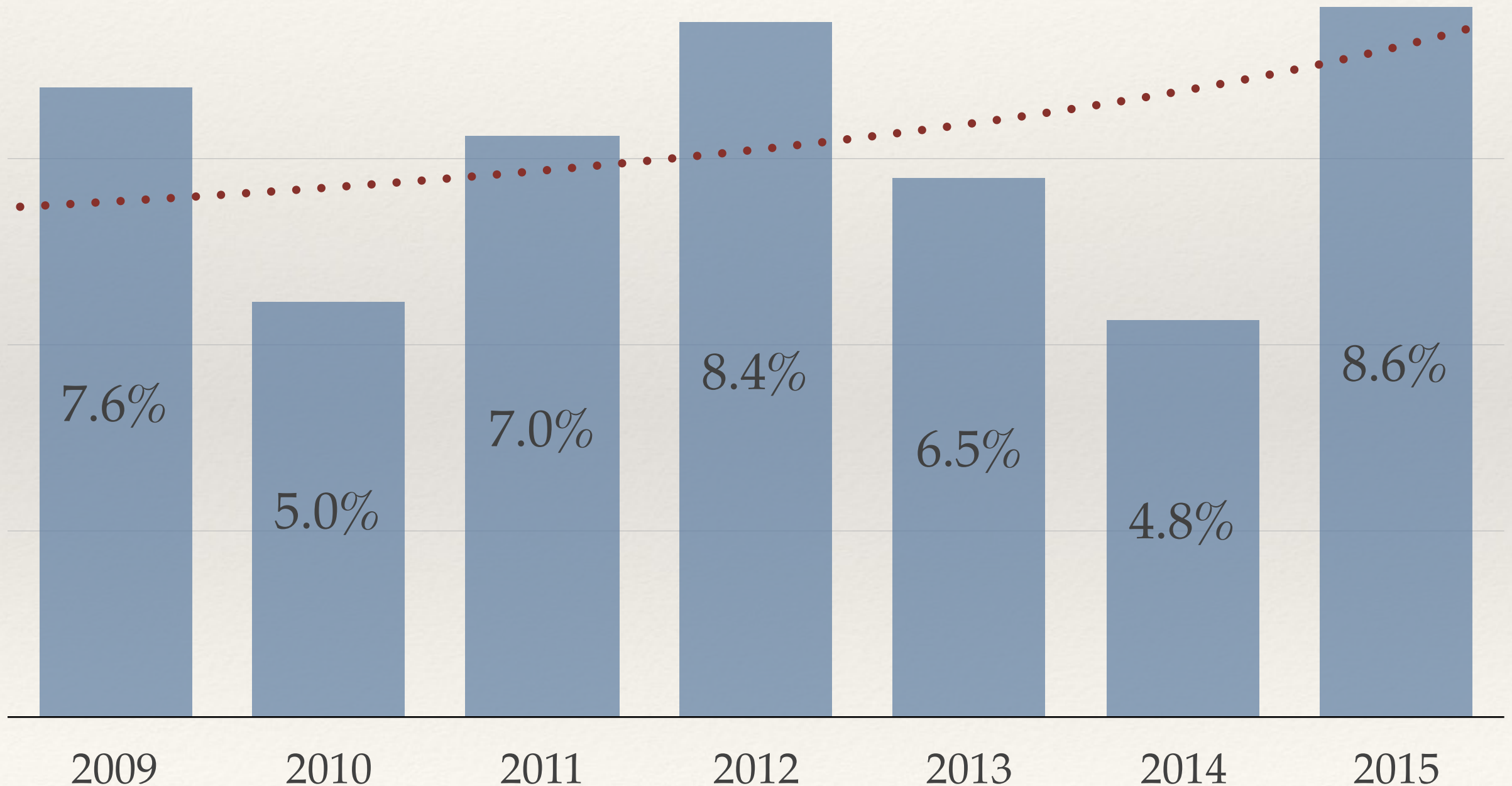
2012-2014 avg



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。今年配息4.5/除息日前股價52.5= 8.6%

優勢、策略及展望

Strength, Strategy & Outlook



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# 經營優勢 Strength

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- ❖ 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

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# 經營策略 Strategy

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- ❖ 自製與外購的彈性策略 in house production and procurement policy
  - ▶ 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



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# 營運展望 Outlook

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## ❖ 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

## ❖ 快速因應景氣變化，強化公司營運體質

Enhance business fundamental and competitiveness thru. quick react to industry change



信錦企業股份有限公司 (1582)

*Syncmold Enterprise Corp*

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謝謝您

Q & A

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Thank You for Listening

