

International Professional Excellent



信錦企業股份有限公司

Syncmold Enterprise Corp

2014/11

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, solid 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
- ❖ 產業概況 Industry Overview
- ❖ 經營成果 Financial Results
- ❖ 優勢、策略及展望 Strength, Strategy & Outlook

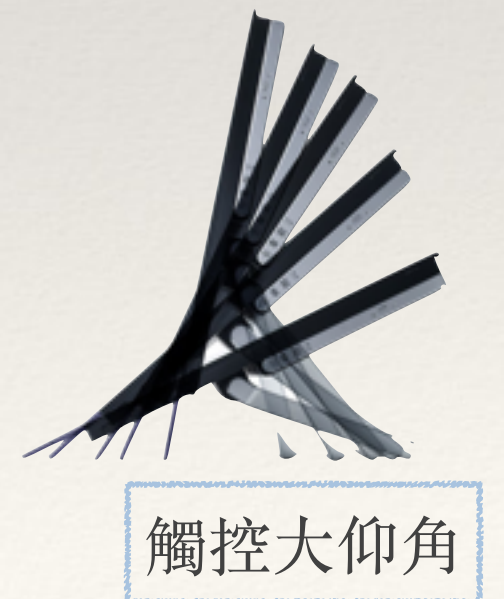
公司概況

Company Profile

公司簡介 Company Introduction

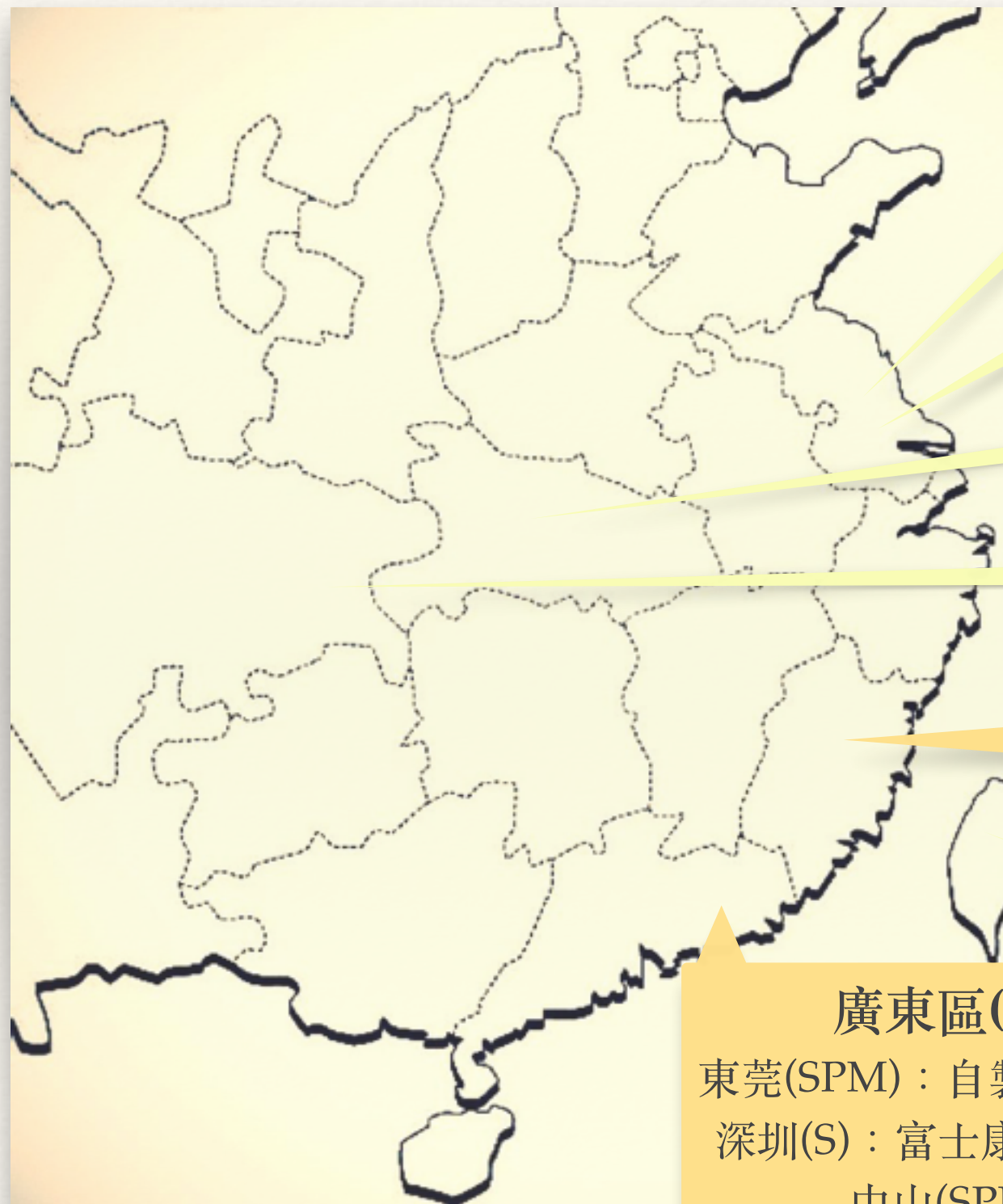
Syncmold, a worldwide hinge / stand leading provider, established in 1979 and listed on TWSE in 2009(code:1582)

- ❖ 總部Headquarter: 新北市 New Taipei City
- ❖ 董事長Chairman: 陳秋郎 Mr. Chen
- ❖ 員工人數Employees: 約6,000 (Y2014/10)
- ❖ 3Q14 資本額Capital: NT\$1.498B; 資產Total Assets: NT\$9.24B
- ❖ 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



蘇州(100%)(S)：佳世達、和碩、仁寶、廣達

昆山(100%)：沖壓、自製

武漢(100%)(S)：冠捷

重慶(100%)(S)：富士康、廣達、英業達

福州區(100%)：

冠華(PM)：自製、冠捷、捷星

福州(S)：冠捷、捷星

福清：自製

廣東區(100%)：

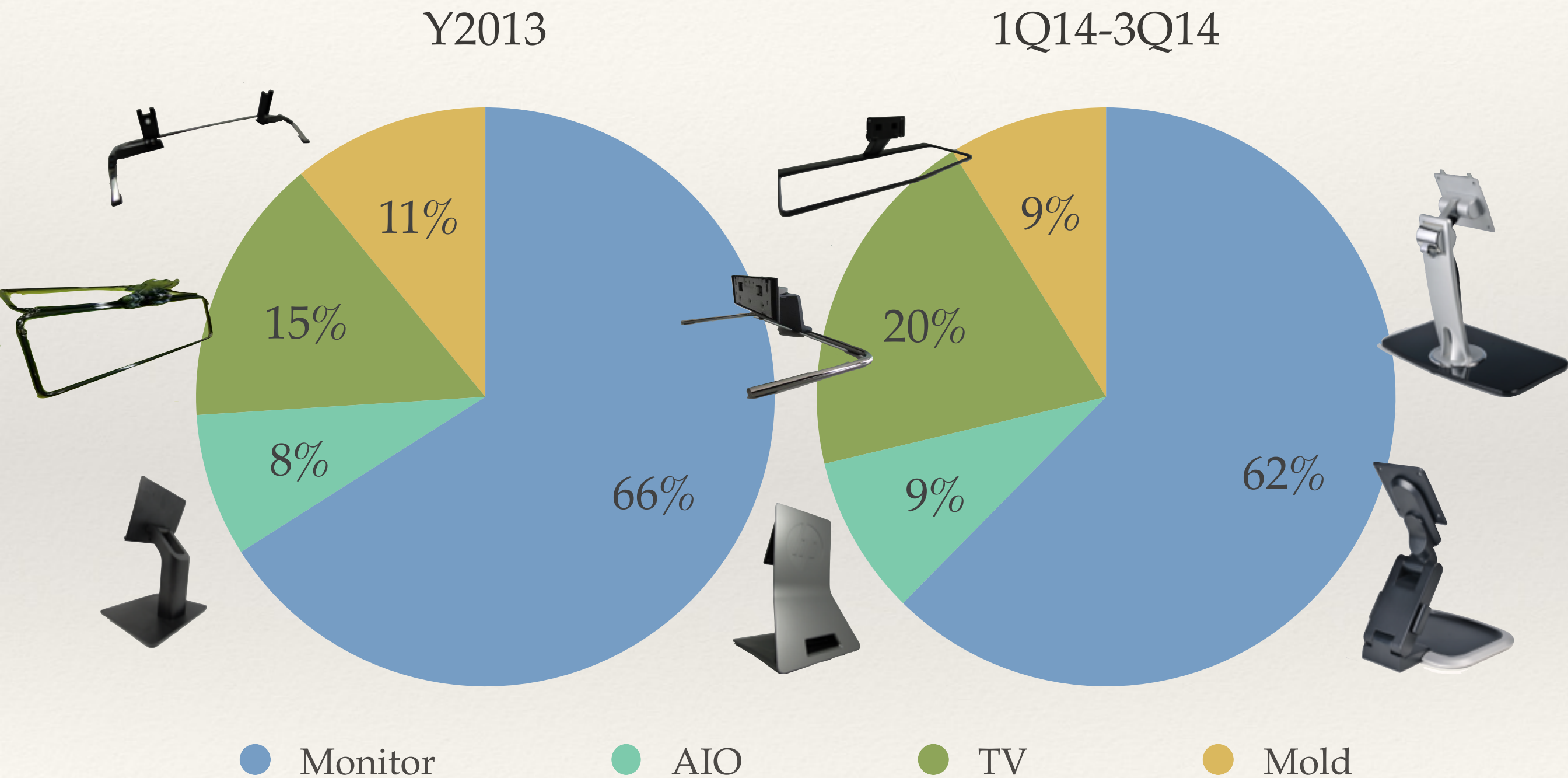
東莞(SPM)：自製、富士康、船井

深圳(S)：富士康、SONY、聯想

中山(SPM)：緯創

高誠(38%)：TV壁掛架

產品組合 Product Mix



註：base on revenue breakdown 以營收為基準分類

世界級客戶 Major Customers

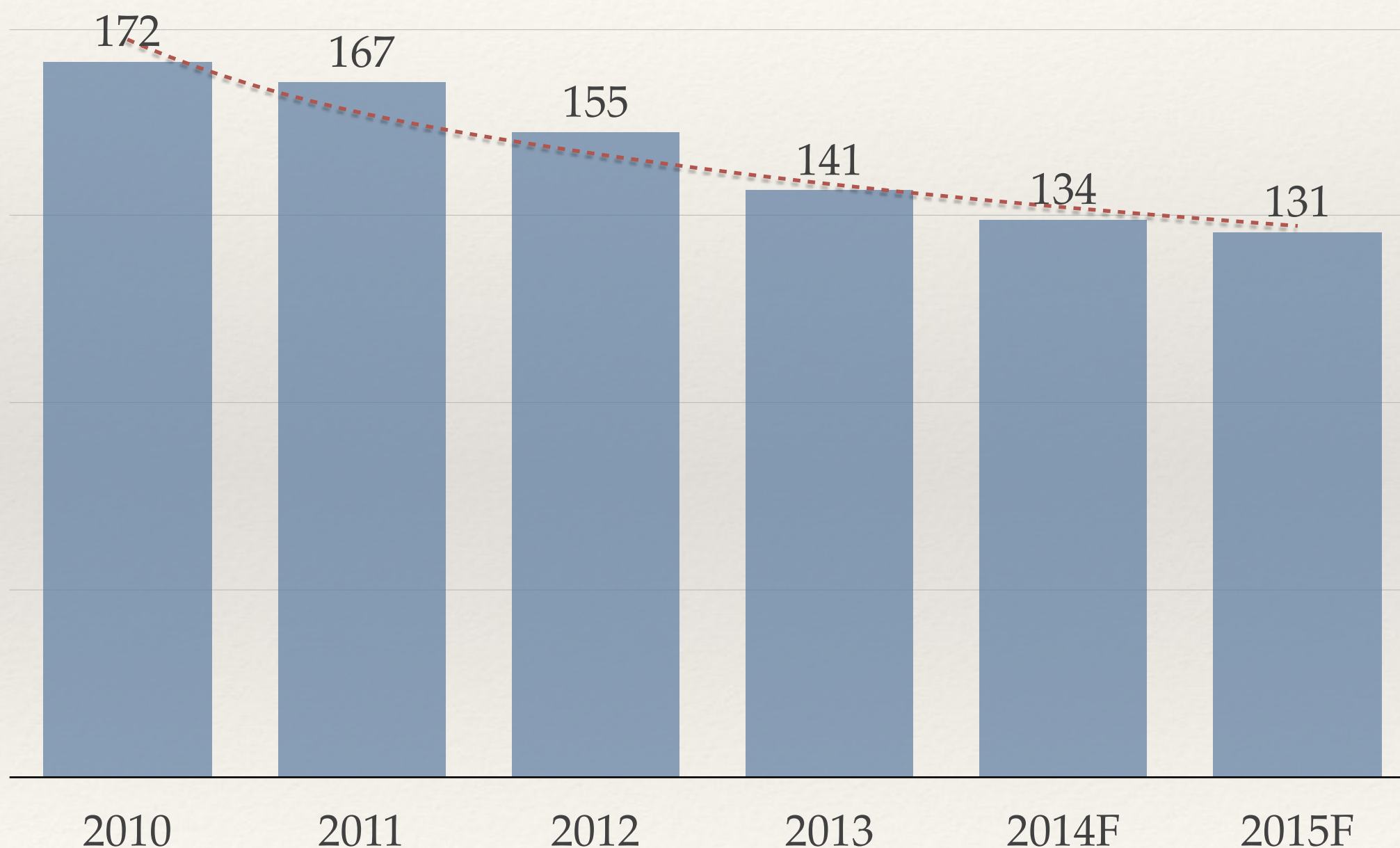


産業概況

Industry Overview

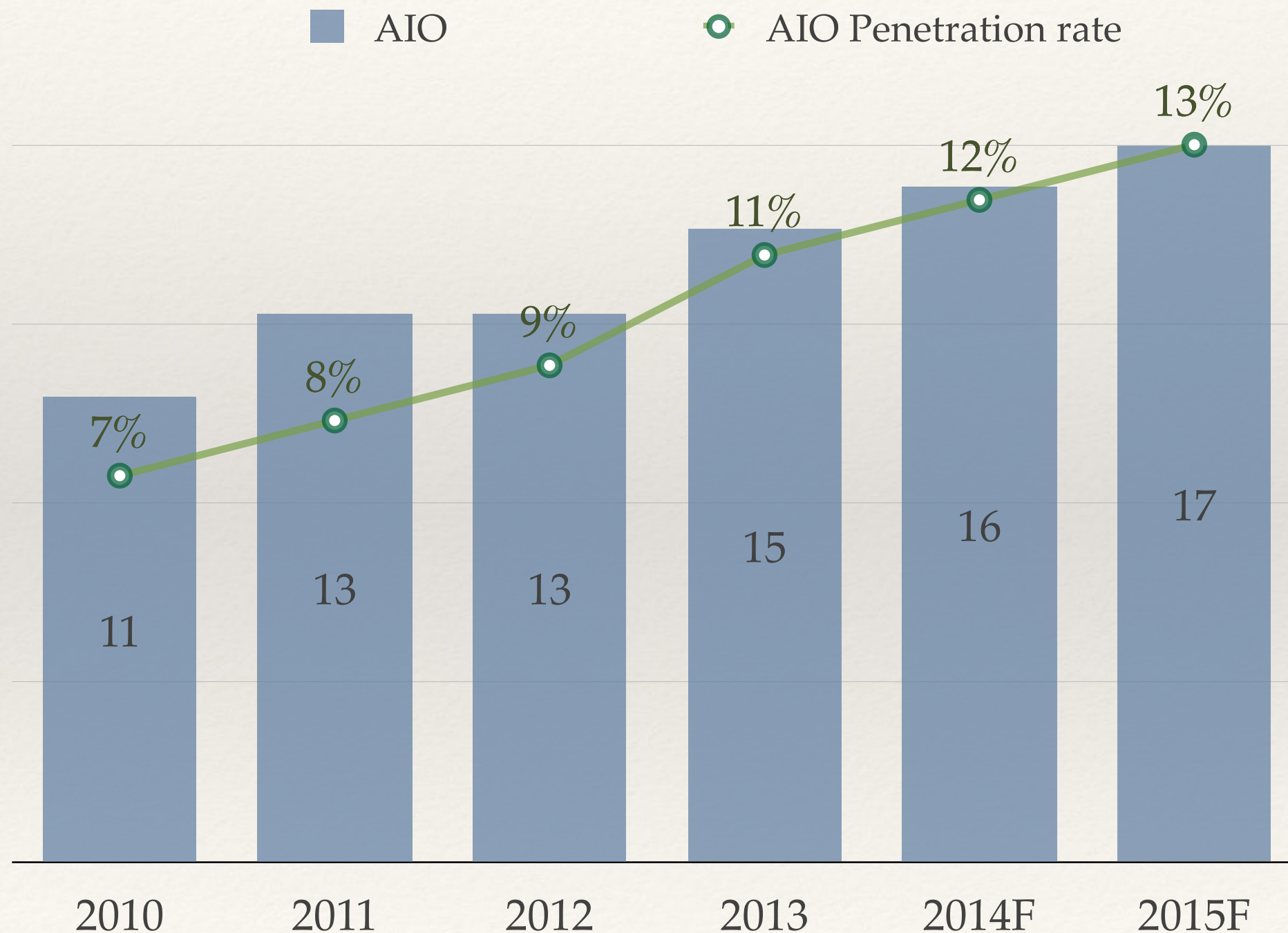
全球監視器出貨量 Global Monitor Shipments

M units / source: MIC, WitsView, Digitimes



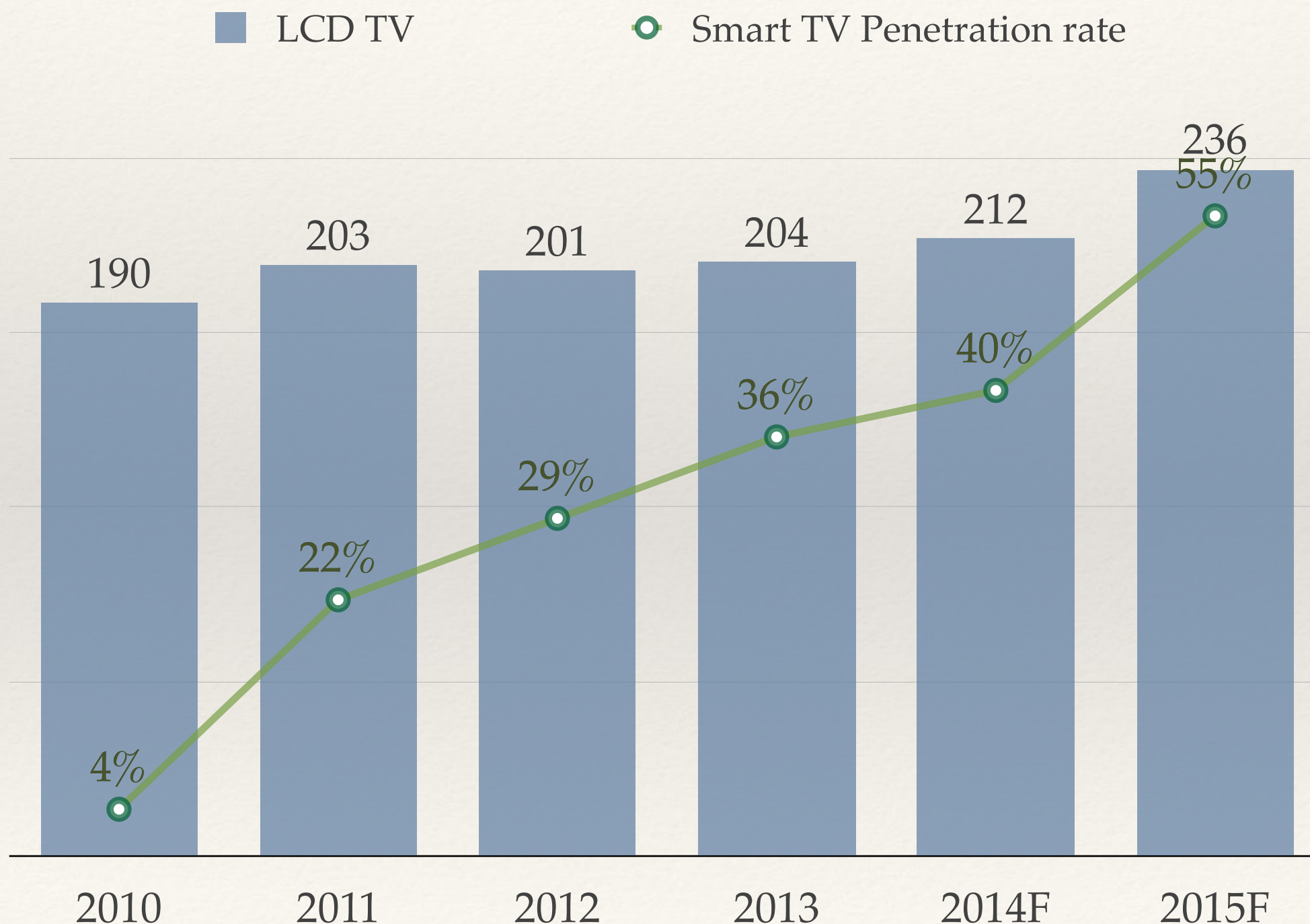
全球AIO出貨量 Global AIO Shipment

M units / source: Digitimes, IDC



全球電視出貨量 Global TV Shipments

M units / source: TRI, isuppli, Digitimes



經營成果

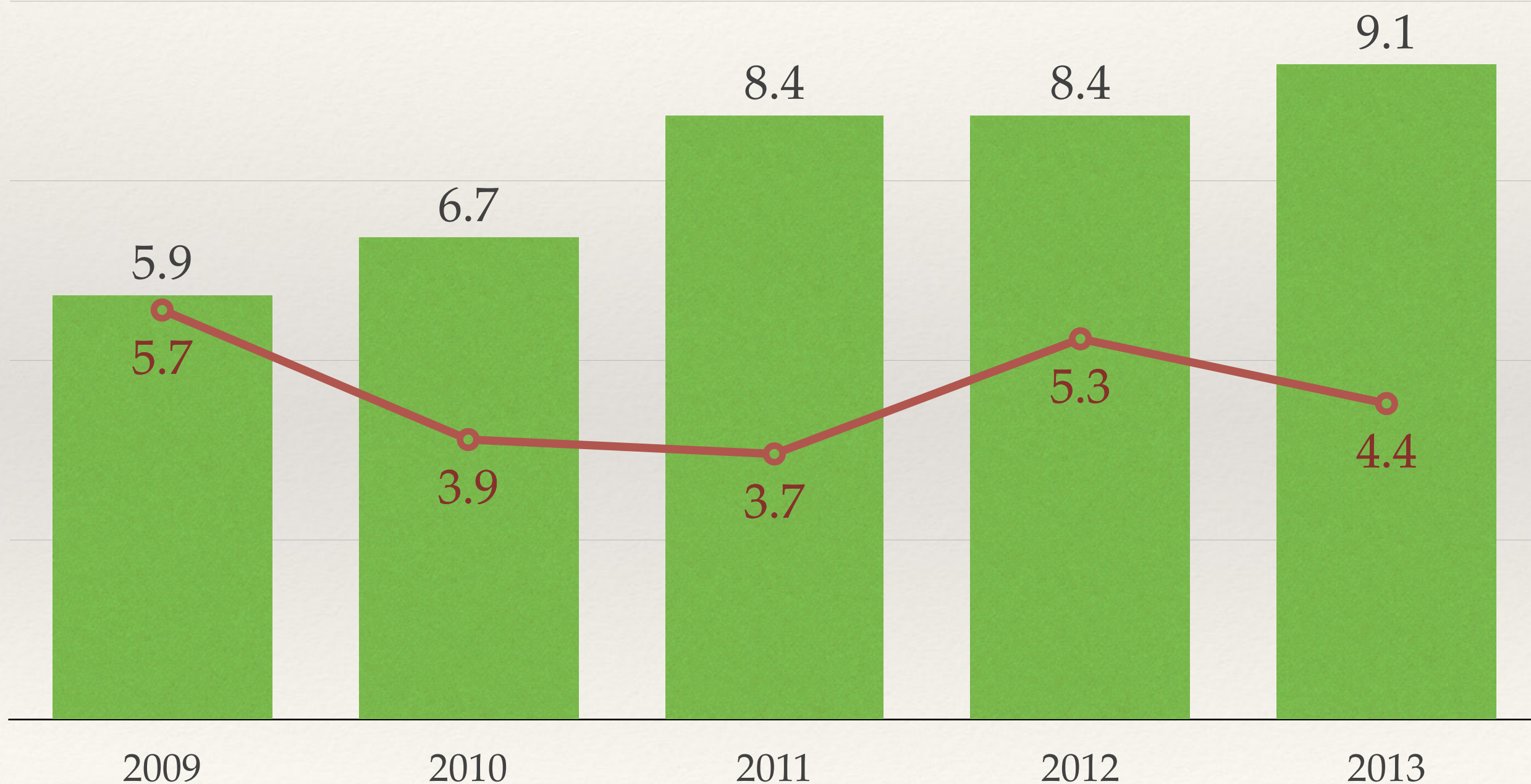
Financial Results

2009-2013 營收狀況 Annual Results

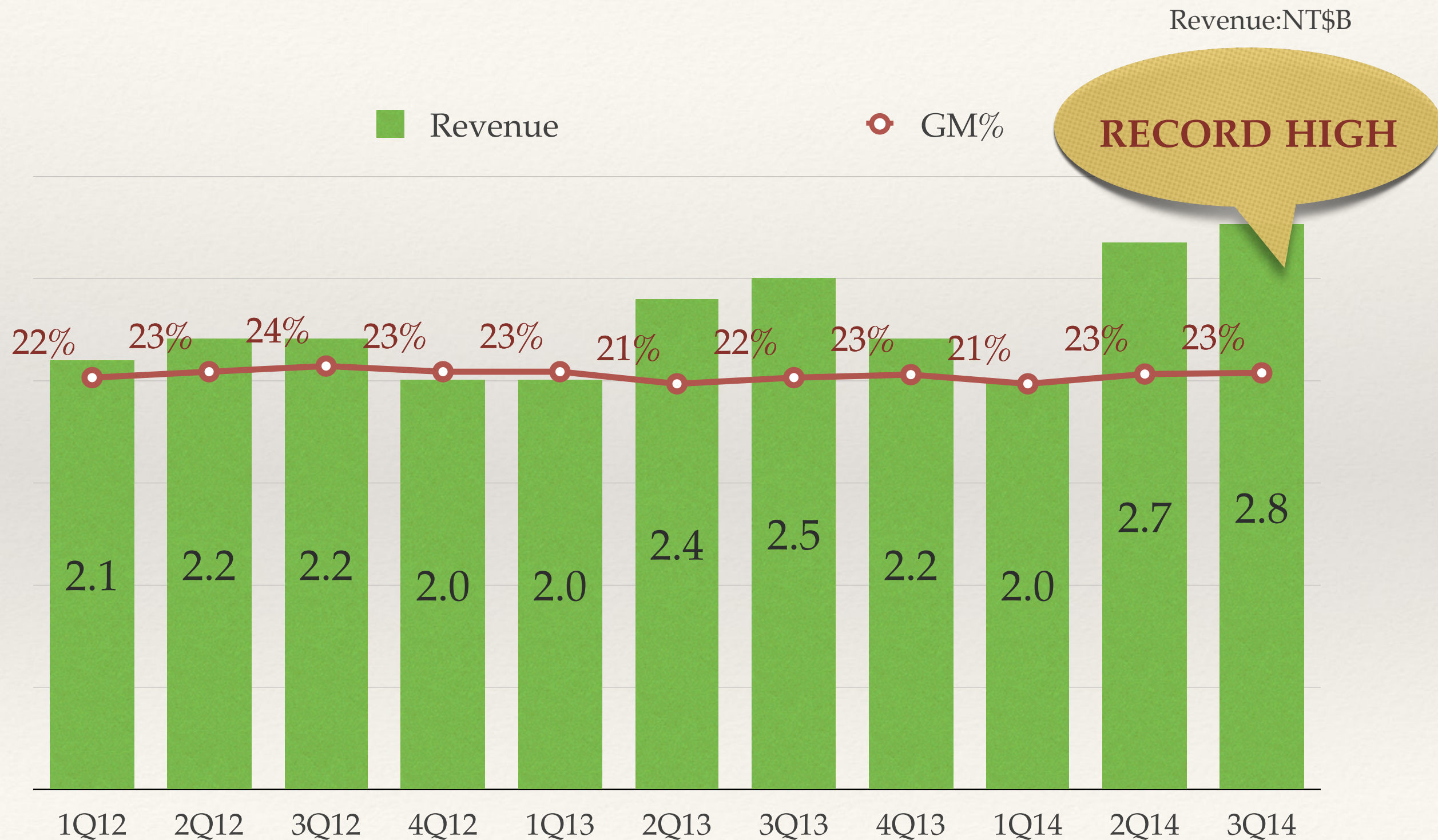
Revenue:NT\$B/ EPS: NT\$

○ EPS

■ Revenue



各季營運狀況 Quarterly Results

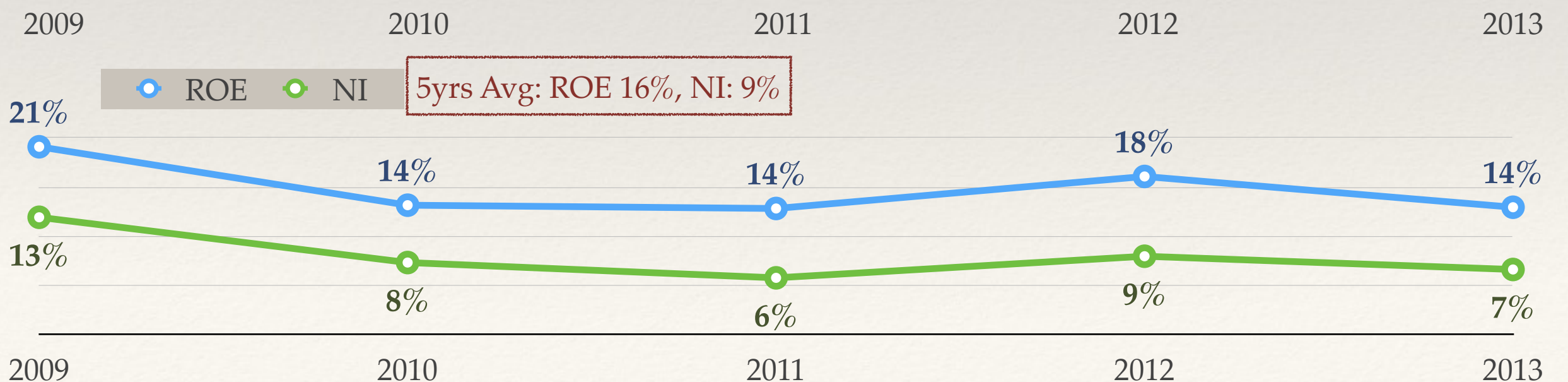
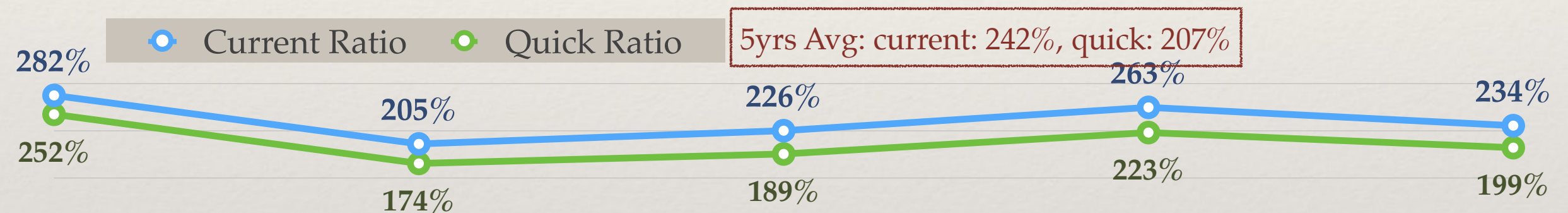


市佔率逐年增加 Monitor Market Share

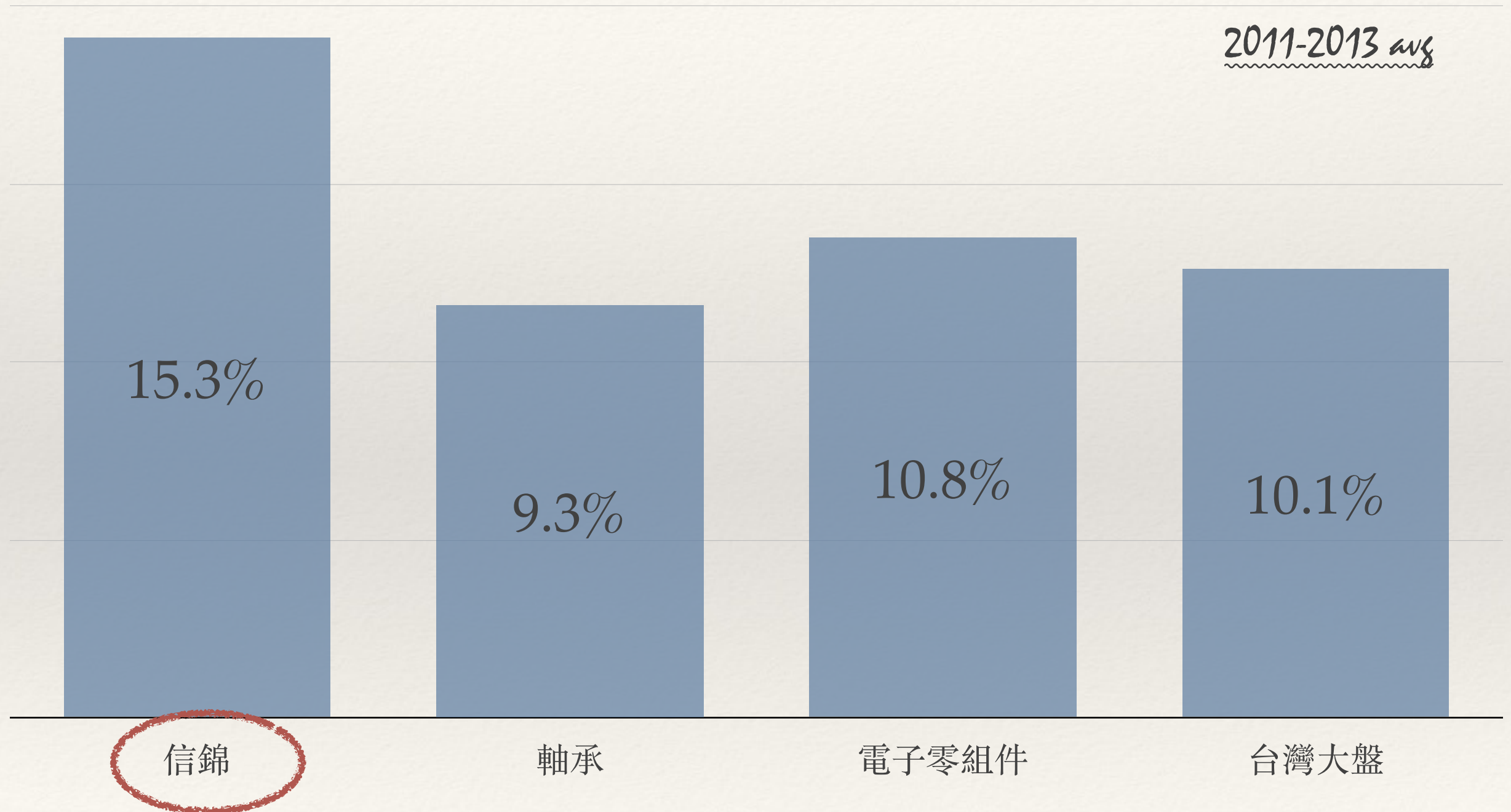
M units/ source: MIC, WitsView, 市佔率為公司估算



穩健財務結構 Solid Financial Structure

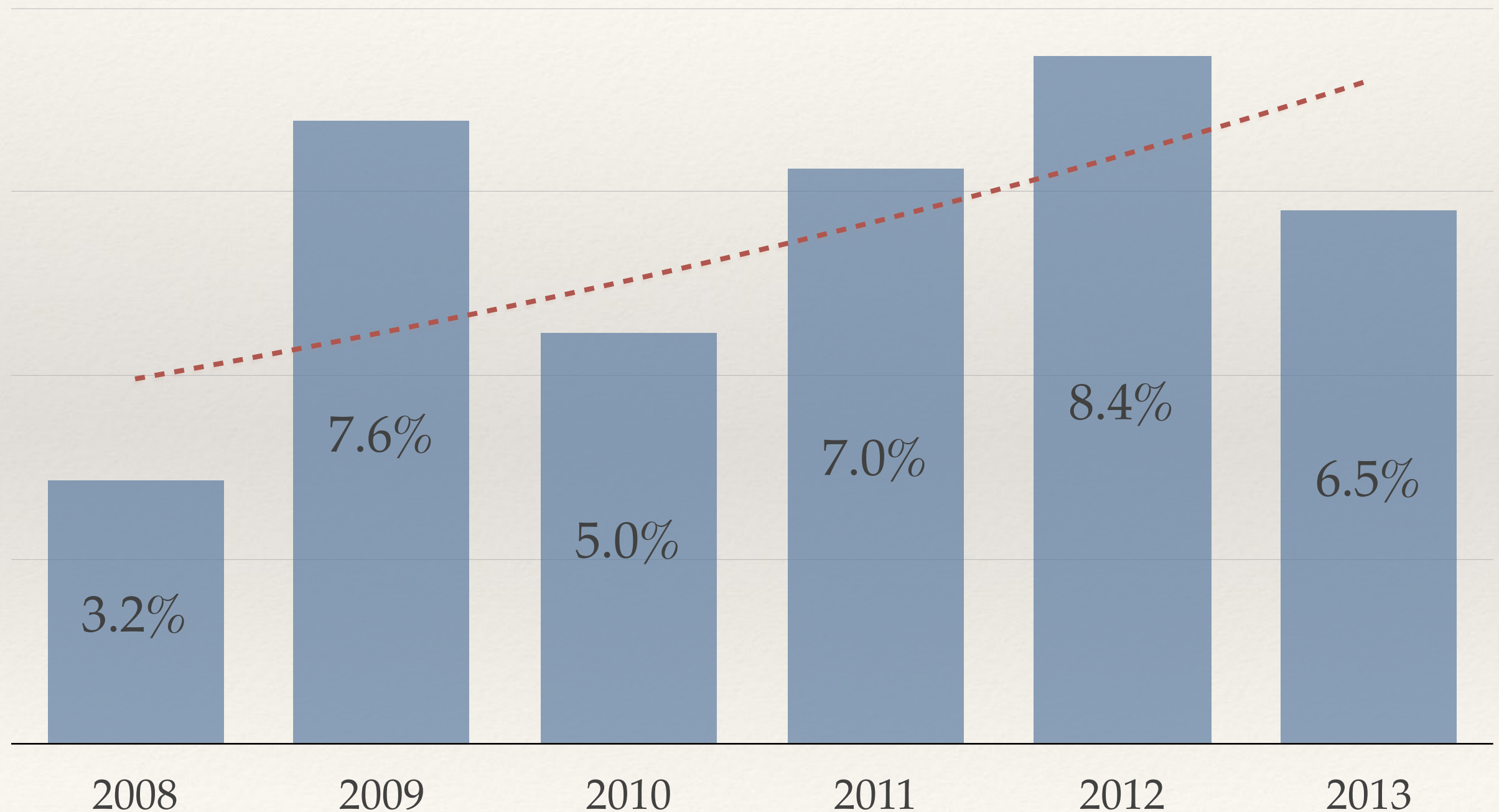


重視股東利益 Deliver Higher ROE



註：資料區間為2011-2013年平均，軸承廠數據包括信錦、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。

歷年殖利率佳 Good Dividend Yield



註：以除息日前一天股價為基準

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

▶ 市場需求往高階發展

high end TV(Smart, UHD, large size) keeps penetrating

▶ 智慧型螢幕的演進

smart display with peripherals & operating system

▶ 與電子事業產品整合發展新型底座

integration with electronic peripherals and pad

Fuhu Nabi Big Tab



Clover station high-end POS

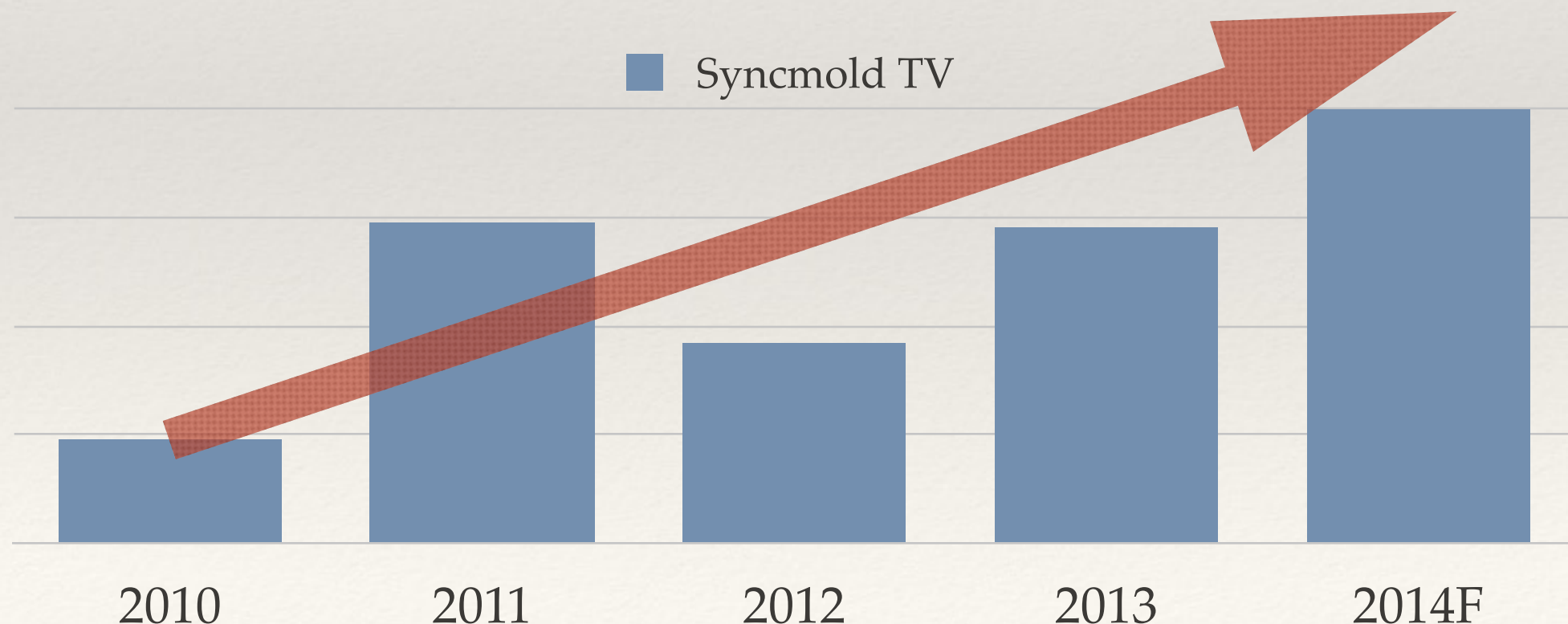


營運展望 Outlook

❖ TV 底座出貨逐年增長

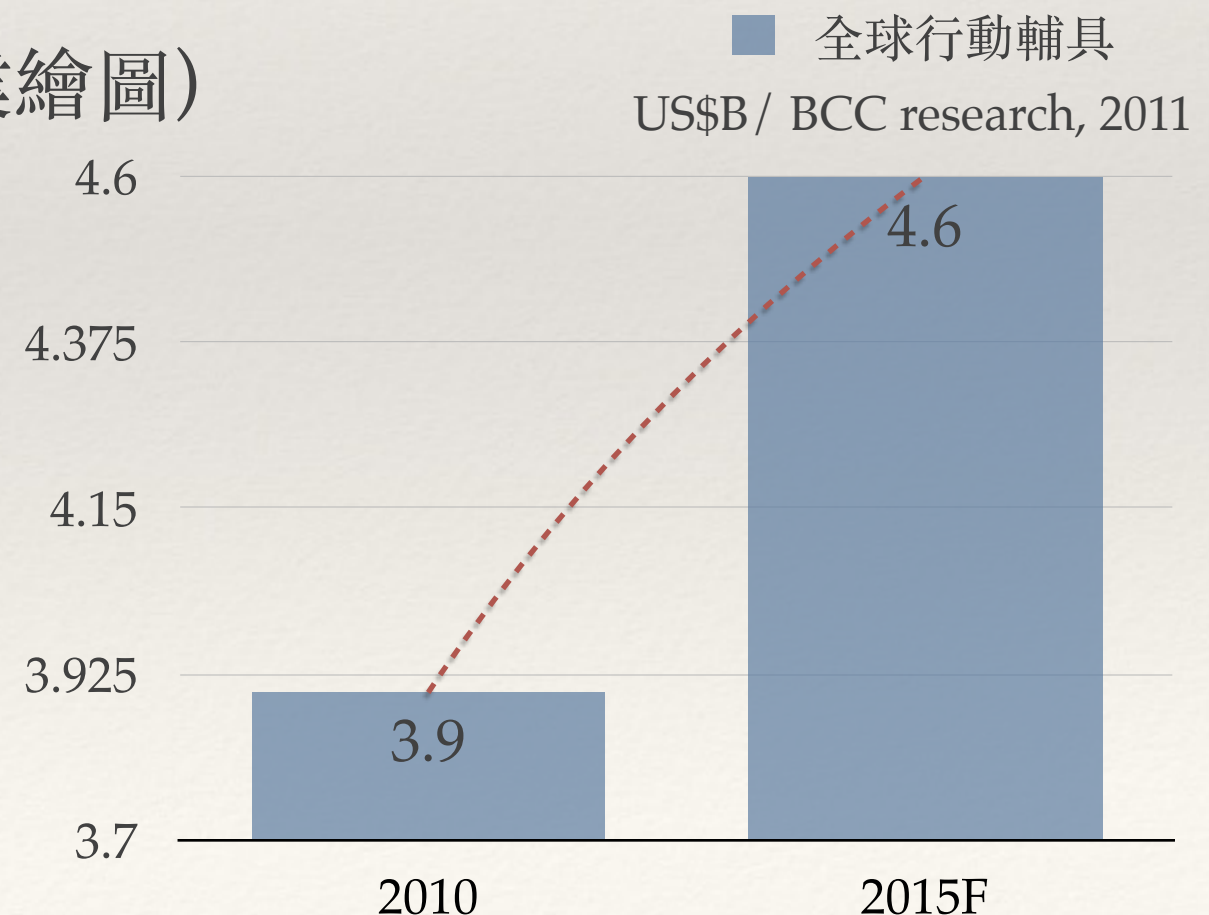
TV stand shipments grow in next few years

- ▶ 切入中國品牌，2015電視出貨可望呈現雙位數增長
double digit growth in 2015 by China brand shipment
- ▶ 憑藉金屬底座的技術優勢，帶領塑膠底座汰換潮 lead metal stand replacement



營運展望 Outlook

- ❖ 拓展新事業 explore new business
 - ▶ 跨入醫療器材與輔具(如雙臂血壓計、智慧助行器、防跌倒警示裝置)
develop medical and assistive products
 - ▶ 特殊顯示器週邊產品(例如醫療、專業繪圖)
Special display products



信錦企業股份有限公司 (1582)

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謝謝您

Q & A

Thank You for Listening

