國巨股份有限公司

2024 年 03 月

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Group Statement

Our Vision:
Innovative Service Around the Globe

Our Mission:
Empowering the Future with Innovative Component Solutions

營運策略

A 提供完整解決方案 with broad product selections (resistors, capacitors, inductors, and wireless/power components) across all market segments with focus on new technologies (5G, automotive(EV), industrial, and IoT)

E 持續成長動能 organically and through M&A and become a passive component powerhouse

B 提供創新及客製化服務 such as design-in, EDI, JIT, VMI, and online B2B services to our clients

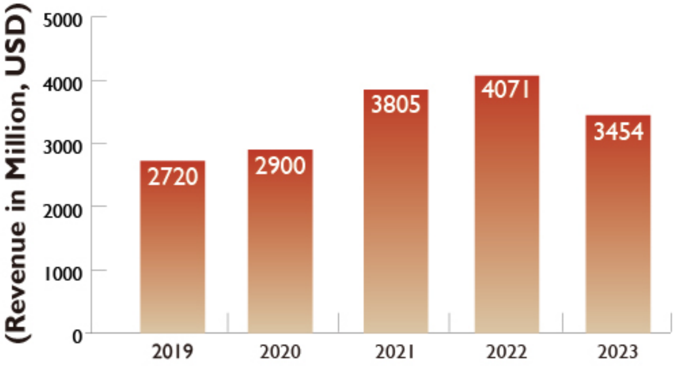
D 管理財與技術財並重 Continue to enhance our expertise in both manufacturing craft and technologies advancement

C 全球化完整佈局 through our global sales and network, distributors, and blue-chip focused customers

公司簡介

國巨公司成立於1977年，並於1993年起在台灣證券交易所上市。

- 為全球領先的被動元件完整服務供應商，其生產及銷售據點涵蓋亞洲、歐洲及美洲。國巨公司為提供客戶「一次購足服務」，供應完整的電阻、電容、磁性功率及無線元件等被動元件，以滿足客戶各種不同領域應用的需求。
  - 晶片電阻 全球第一大
  - 鉭質電容 全球第一大
  - 陶瓷電容 全球第三大
  - 電感元件 全球第三大
- 截至2024年2月29日，總市值約新台幣2,361億元。
- 目前為MSCI全球標準型台灣指數、英國富時台灣50指數、銳聯臺灣就業創造99指數的成份股。



US$4.1 billion
Revenue

40,000
Employee Worldwide

53
Manufacturing Sites

20
R&D Centers

35
Sales Offices

世界級的被動元件領導供應商

- 國巨公司是全球唯一一家同時擁有全球被動元件前三大領先地位的產品—電阻、電容、電感的電子零組件及全方位服務的供應商，此外，國巨亦將產品組合擴展到保護元件、無線組件和感測器等。經過多年的國際性購併及產品組合優化，國巨已轉型為一家具有高度設計能力、廣度佈局利基型應用市場的全方位零組件服務解決方案供應商。。
- 國巨在全球有廣大的經銷點及廠區 - 目前在全球32個國家裡，設立35個行銷/服務據點、53座生產基地及20個研發中心。
- 國巨多元化的產品都瞄準在關鍵的垂直市場，包括汽車應用、工業規格、AI/5G/IoT、醫療、航太、智慧型手機、個人電腦、電源管理、綠電能等。主要客戶群包括全球領先的品牌客戶、EMS/ODM/OEM和經銷商等。

世界級的被動元件領導供應商

- 為進一步擴充產品組合、提供全球客戶一站式服務，國巨於2018年度併購保護元件廠-君耀公司及美國功率/無線元件廠-普思(Pulse)，於2020年6月購併美國基美(KEMET)，於2022年1月5日完成股權轉換整併奇力新(Chilisin)，並於2022年10月宣布現金收購德國賀利氏工業集團高階溫度感測器事業部 Heraeus Nexensos及法國施耐德高階工業感測器事業部 Telemecanique Sensors，並於2023年4月及11月陸續完成交割，增添未來集團營運成長動能及發揮綜效。

- 2023年度的合併營收為新台幣1,076億元，毛利率為33.5%，營業淨利率為19%，每股稅後盈餘(EPS)為新台幣41.8元，股東權益報酬率為13.6%。

- 國巨為MSCI全球標準型台灣指數的成份股、英國富時(FTSE/TWSE)台灣50指數成份股、銳聯台灣就業創造99指數成份股。

Innovative Service Around the Globe YAGEO

完整產品線滿足各產業應用所需

Automotive

Alternative Energy

Industrial

Monitoring/Power

IoT/
Communications

Medical/
High Reliability

Consumer

Computer Related

Telecom

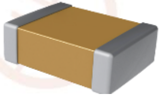
Aerospace/ Defense

High Voltage

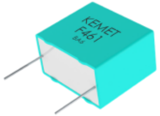
Portable Devices


Chip Resistors


Leaded Resistors


MLCC


Tantalum Capacitor


Film Capacitor


Aluminum ECap


METCOM Inductors


Wireless Antenna


RF filters


Inductor


Circuit Protection

客戶涵蓋全球領導廠商 – 多元客戶群

品牌客戶:

BOSCH Invented for life
Continental
BorgWarner
DENSO
HELLA
HIRSCHMANN
MAGNETI MARELLI
Valeo
NVIDIA
intel
hp
DELL
IBM
WD Western Digital
Microsoft
CISCO
NOKIA
SIEMENS
PHILIPS
BOSE
SONY
Panasonic
TOSHIBA
Alcatel·Lucent
ERICSSON
ZF
SAMSUNG ELECTRONICS
LG
HITACHI Inspire the Next
MITSUBISHI ELECTRIC
DAIKIN
HORIBA Explore the future
OSRAM
Danfoss
zollner
Vehicle power and data solutions YAZAKI All Systems Go.™
HYUNDAI MOBIS
Hanon SYSTEMS
KOSTAL
MAGNA
TERUMO PHARMACEUTICAL SOLUTIONS
solaredge
ARRIS
HUAWEI
ZTE
Lenovo
mi
Skyworth
Haier
Medtronic
motorola

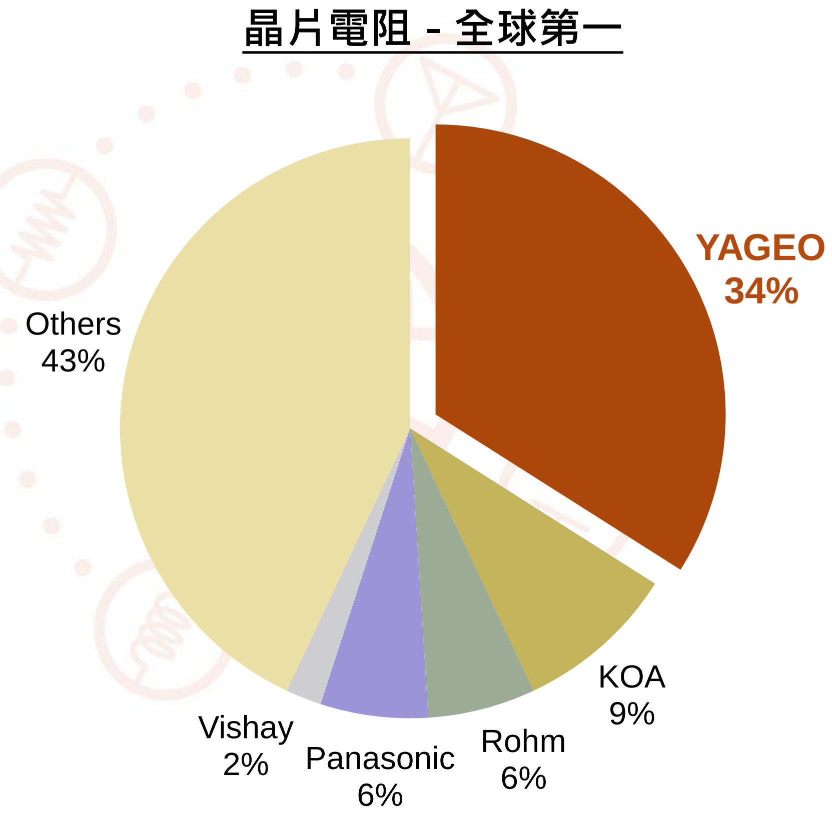
組裝代工客戶:

FOXCONN
PEGATRON
Quanta Computer
COMPAL
Inventec
flex
JABIL
SANMINA-SCI
Celestica
wistron

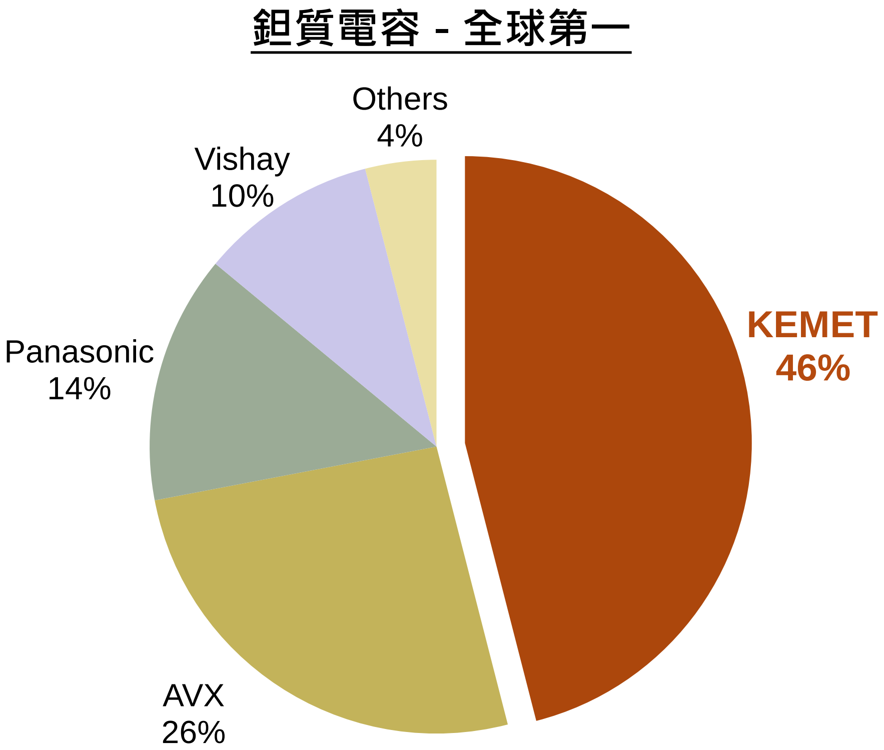
經銷代理商:

tti
ARROW
AVNET Reach Further
FUTURE ELECTRONICS
RUTRONIK ELECTRONICS WORLDWIDE
Digi-Key ELECTRONICS
MOUSER ELECTRONICS

產量位居全球前三大



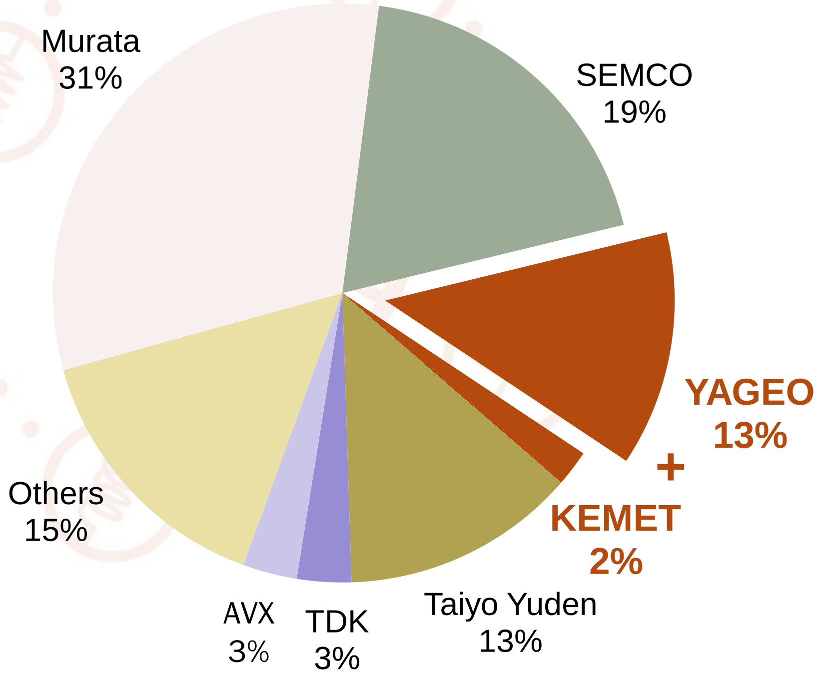
晶片電阻 - 全球第一
YAGEO
34%
KOA
9%
Rohm
6%
Panasonic
6%
Vishay
2%
Others
43%



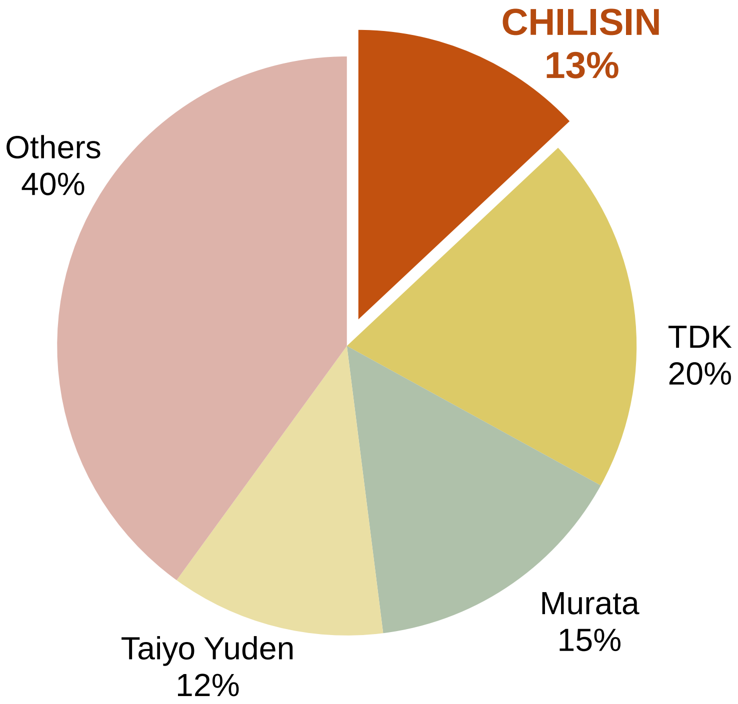
鉭質電容 - 全球第一
KEMET
46%
AVX
26%
Panasonic
14%
Vishay
10%
Others
4%

產量位居全球前三大

陶瓷電容 - 全球第三



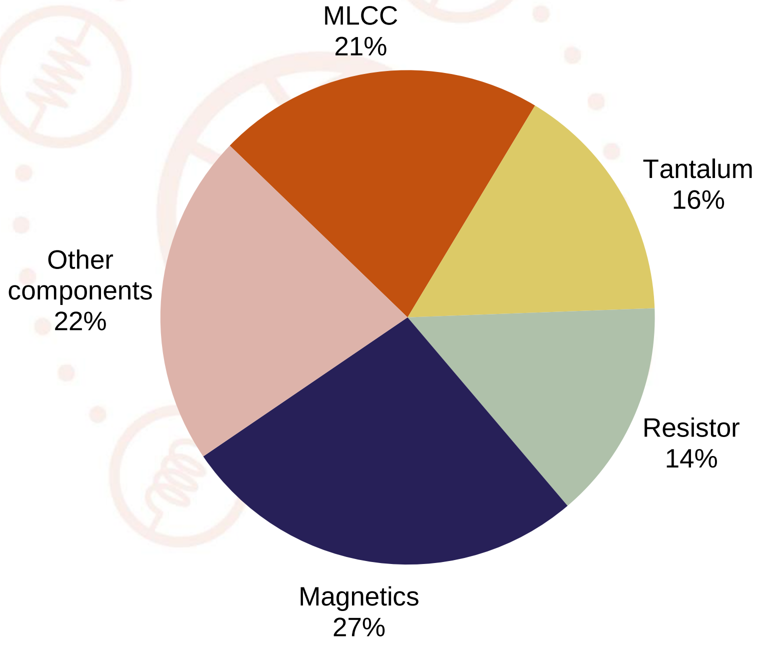
電感元件 - 全球第三



Innovative Service Around the Globe
YAGEO

4Q2023 合併營收比重

By Product

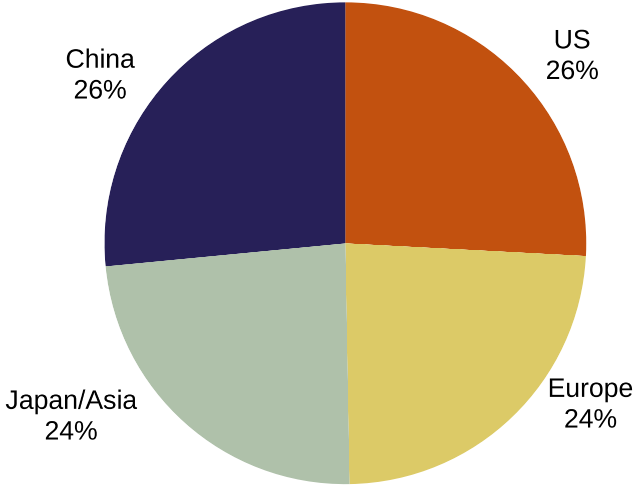


NT$ 27,361 M

QoQ -0.1%

YoY -5.1%

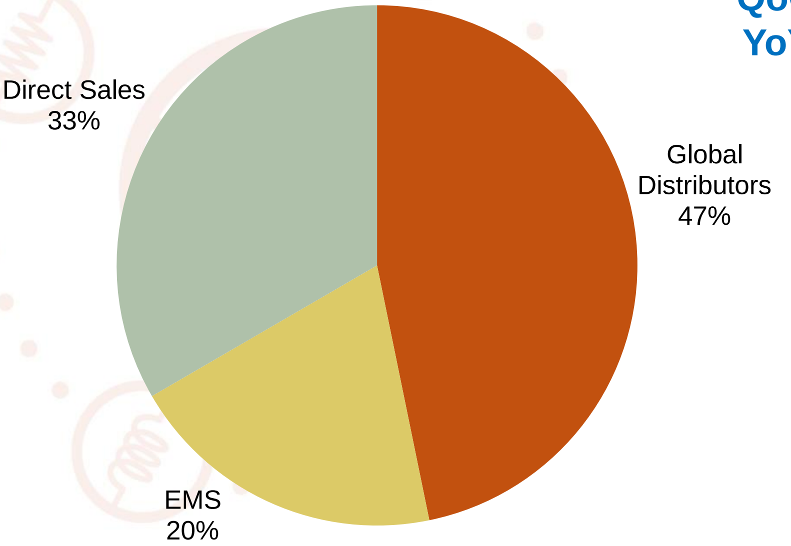
By Region*



* By Customer HQ

4Q2023 合併營收比重

By Channel

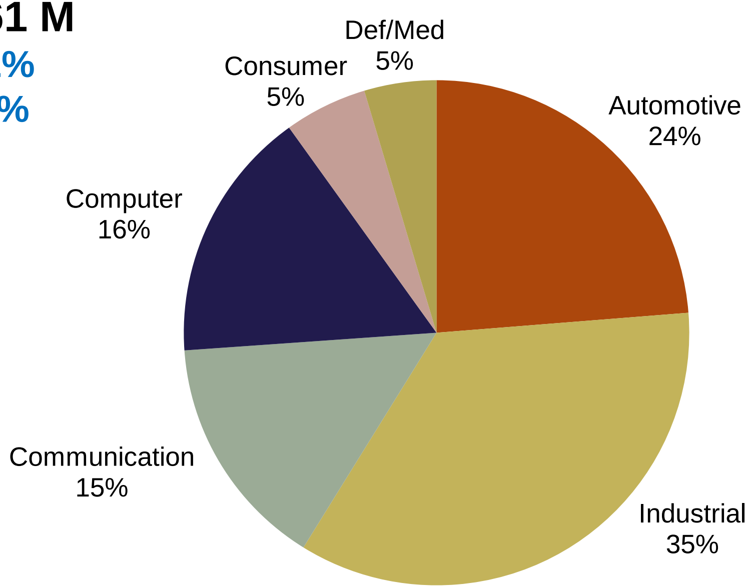


NT$ 27,361 M

QoQ -0.1%

YoY -5.1%

By Segment

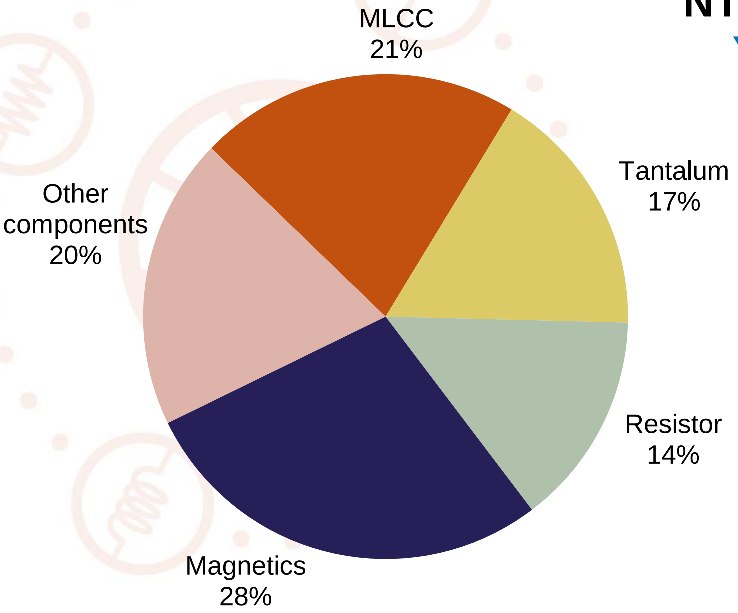


FY2023 合併營收比重

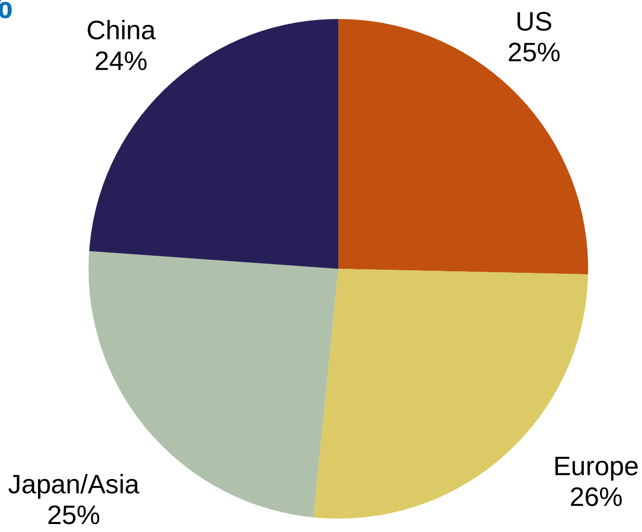
NT$ 107,609 M

YoY -11.1%

By Product



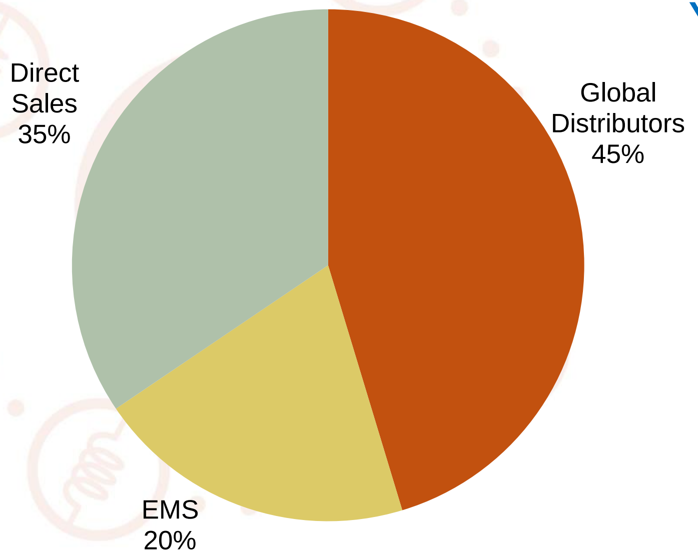
By Region*



* By Customer HQ

FY2023 合併營收比重

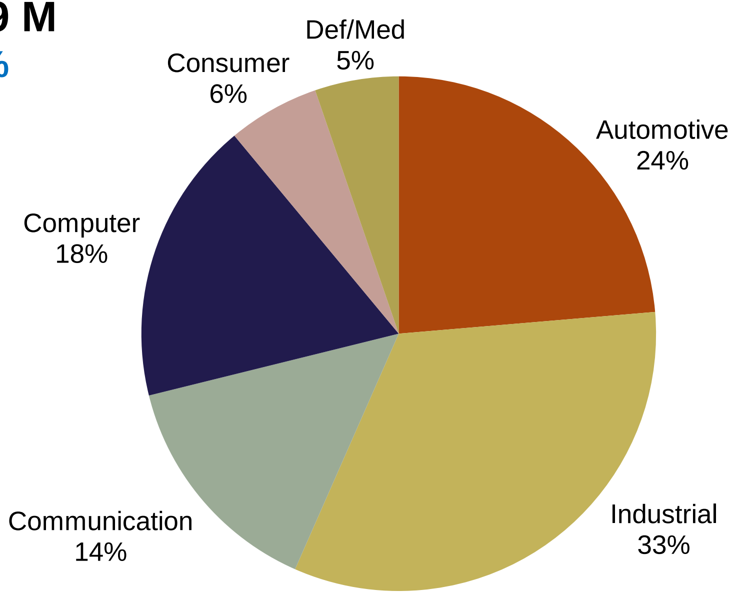
By Channel



NT$ 107,609 M

YoY -11.1%

By Segment



4Q2023 合併損益表

YAGEO Consolidation (audited)

Amount in NT$ Million

	4Q23 Amount	4Q23 %	3Q23 Amount	3Q23 %	Q-Q Change %	4Q22 Amount	4Q22 %	Y-Y Change %
Net Sales	27,361	100.0	27,396	100.0	(0.1)	28,835	100.0	(5.1)
Cost of Sales	(17,930)	(65.5)	(18,290)	(66.8)	(2.0)	(18,310)	(63.5)	(2.1)
Gross Margin	9,431	34.5	9,106	33.2	1.3 ppts	10,525	36.5	(2.0) ppts
Operating Expenses	(4,356)	(15.9)	(3,715)	(13.6)	(2.3) ppts	(4,588)	(15.9)	0.0 ppts
Operating Profit	5,075	18.5	5,391	19.7	(1.2) ppts	5,937	20.6	(2.1) ppts
Non-operating Items	1,160	4.2	893	3.3	0.9 ppts	506	1.8	2.4 ppts
Income Before Tax	6,235	22.8	6,284	22.9	(0.8)	6,443	22.3	(3.2)
Income Tax	(1,461)	(5.3)	(1,346)	(4.9)	(0.4) ppts	(2,275)	(7.9)	2.6 ppts
Net Income	4,775	17.5	4,939	18.0	(3.3)	4,168	14.5	14.6
Noncontrolling Interests	(18)	(0.1)	(88)	(0.3)	0.3	(4)	(0.0)	(0.0)
Net Income (attributable to the parent)	4,757	17.4	4,851	17.7	(1.9)	4,163	14.4	14.3
EPS (NT$ Dollar)	11.38		11.60		(1.9)	9.18		23.9
EBITDA	7,223	26.4	7,436	27.1	(2.9)	7,901	27.4	(8.6)

- Q-Q/Y-Y Change of Net Sales, Cost of Sales, Income Before Tax, Net Income, EPS, and EBITDA is in %, the rest of Changes is in percentage point.
- The financial data is based on T-IFRS

FY2023 合併損益表

YAGEO Consolidation (audited)

Amount in NT$ Million

	2023 Amount	2023 %	2022 Amount	2022 %	Y-Y Change %
Net Sales	107,609	100.0	121,087	100.0	(11.1)
Cost of Sales	(71,584)	(66.5)	(75,068)	(62.0)	(4.6)
Gross Margin	36,026	33.5	46,019	38.0	(4.5) ppts
Operating Expenses	(15,554)	(14.5)	(17,031)	(14.1)	(0.4) ppts
Operating Profit	20,472	19.0	28,988	23.9	(4.9) ppts
Non-operating Items	3,927	3.6	2,140	1.8	1.8 ppts
Income Before Tax	24,399	22.7	31,128	25.7	(21.6)
Income Tax	(6,838)	(6.4)	(8,358)	(6.9)	0.5 ppts
Net Income	17,561	16.3	22,770	18.8	(22.9)
Noncontrolling Interests	(92)	(0.1)	(38)	(0.0)	(0.1)
Net Income (attributable to the parent)	17,469	16.2	22,732	18.8	(23.2)
EPS (NT$ Dollar)	41.80		44.22		(5.5)
EBITDA	28,760	26.7	36,663	30.3	(21.6)

- Y-Y Change of Net Sales, Cost of Sales, Income Before Tax, Net Income, EPS, and EBITDA is in %, the rest of Changes is in percentage point.
- The financial data is based on T-IFRS

4Q2023 營業外收入及支出

YAGEO Consolidation (audited)

Amount in NT$ Million

	4Q23	3Q23	Q-Q Change %	4Q22	Y-Y Change %
Foreign Exchange Gain (Loss)	442	179	147.4	355	24.6
Net Interest Income (Expense)	478	503	(4.9)	136	250.5
Investment Income on Equity-Method	33	80	(58.7)	11	186.8
Others	206	131	57.6	3	7,886.5
Total	1,160	893	29.9	506	129.4

- The financial data is based on T-IFRS

合併資產負債表摘要

YAGEO Consolidation (audited)

Amount in NT$ Million

	As of Dec 31 2023	As of Sep 30 2023	Q-Q Change %	As of Dec 31 2022	Y-Y Change %
Cash and cash equivalents	75,927	82,644	(8.1)	**57,123**	32.9
Receivables	20,460	21,219	(3.6)	**22,263**	(8.1)
Inventory	27,093	25,017	8.3	**26,945**	0.6
Total Assets	**331,353**	**314,382**	5.4	**277,186**	19.5
Payables	15,354	14,856	3.4	**14,354**	7.0
Net financial debts	33,280	11,518	188.9	**17,015**	95.6
Total Liabilities	**194,735**	**175,638**	10.9	**155,636**	25.1
Total Equity	**136,619**	**138,744**	(1.5)	**121,549**	12.4
Total Liabilities & Equity	**331,353**	**314,382**	5.4	**277,186**	19.5
Net Financial Debt / Equity	**24.7%**	**8.3%**	**16.4 ppts**	**14.0%**	**10.7 ppts**
Net Financial Debt / EBITDA	**115.7%**	**39.2%**	**76.5 ppts**	**46.4%**	**69.3 ppts**
ROE (Quarterly)	**3.5%**	**3.7%**	**(0.2) ppts**	**3.5%**	**0.0 ppts**
ROE (Annual)	**13.6%**			**20.6%**	**(6.9) ppts**

- *The financial data is based on T-IFRS*

4Q2023 合併現金流量表

YAGEO Consolidation (audited)

Amount in NT$ Million

	4Q23 Amount	3Q23 Amount	Q-Q Change %	4Q22 Amount	Y-Y Change %
Net Cash Provided by (Used in) Operating Activities	7,559	9,654	(21.7)	9,015	(16.2)
Net Cash Provided by (Used in) Investing Activities	(32,477)	(3,514)	824.2	(6,107)	431.8
Net Cash Provided by (Used in) Financing Activities	19,046	2,205	763.8	(2,500)	(861.7)
FX Difference	(825)	456	(281.0)	(352)	134.8
Net Increase (Decrease) in Cash and Cash Equivalents	(6,697)	8,801	(176.1)	56	(12,067.1)
Cash and Cash Equivalents , Beginning of Period	82,624	73,823	11.9	57,067	44.8
Cash and Cash Equivalents , End of Period	75,927	82,624	(8.1)	57,123	32.9

- The financial data is based on T-IFRS

Innovative Service Around the Globe YAGEO

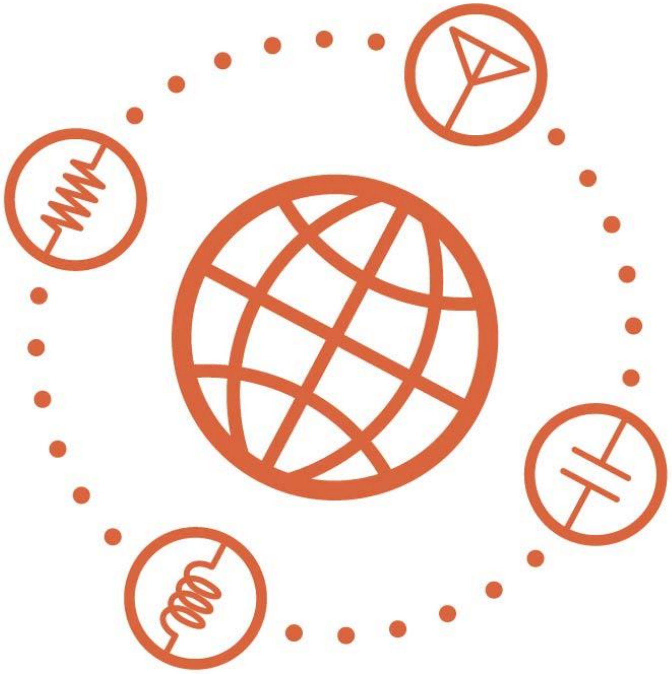
4Q2023 營運資金管理

YAGEO Consolidation (audited)

Amount in NT$ Million

	4Q23	3Q23	Q-Q Change %	4Q22	Y-Y Change %
Accounts Receivable	20,460	21,219	(3.6)	22,263	(8.1)
DSO	70	69	0.7	74	(5.5)
Inventory	27,093	25,017	8.3	26,945	0.6
DOH-Total Company (Amt)	133	126	5.5	139	(4.5)
Accounts Payable	15,354	14,856	3.4	14,354	7.0
DPO	77	71	8.7	80	(4.4)
Net Working Capital	32,200	31,381	2.6	34,854	(7.6)

- The financial data is based on T-IFRS



Thank you!