MiRLE 盟立集團

法人說明會

Investor Conference

Intelligent Automation Leader

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01 經營績效Operation Performance

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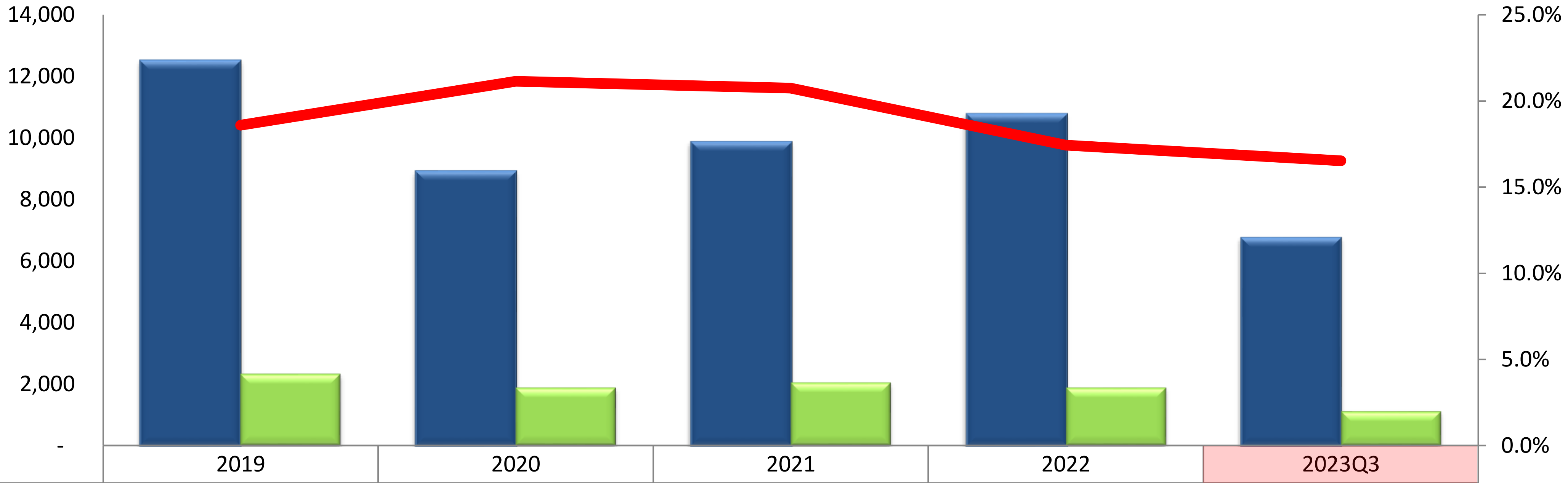
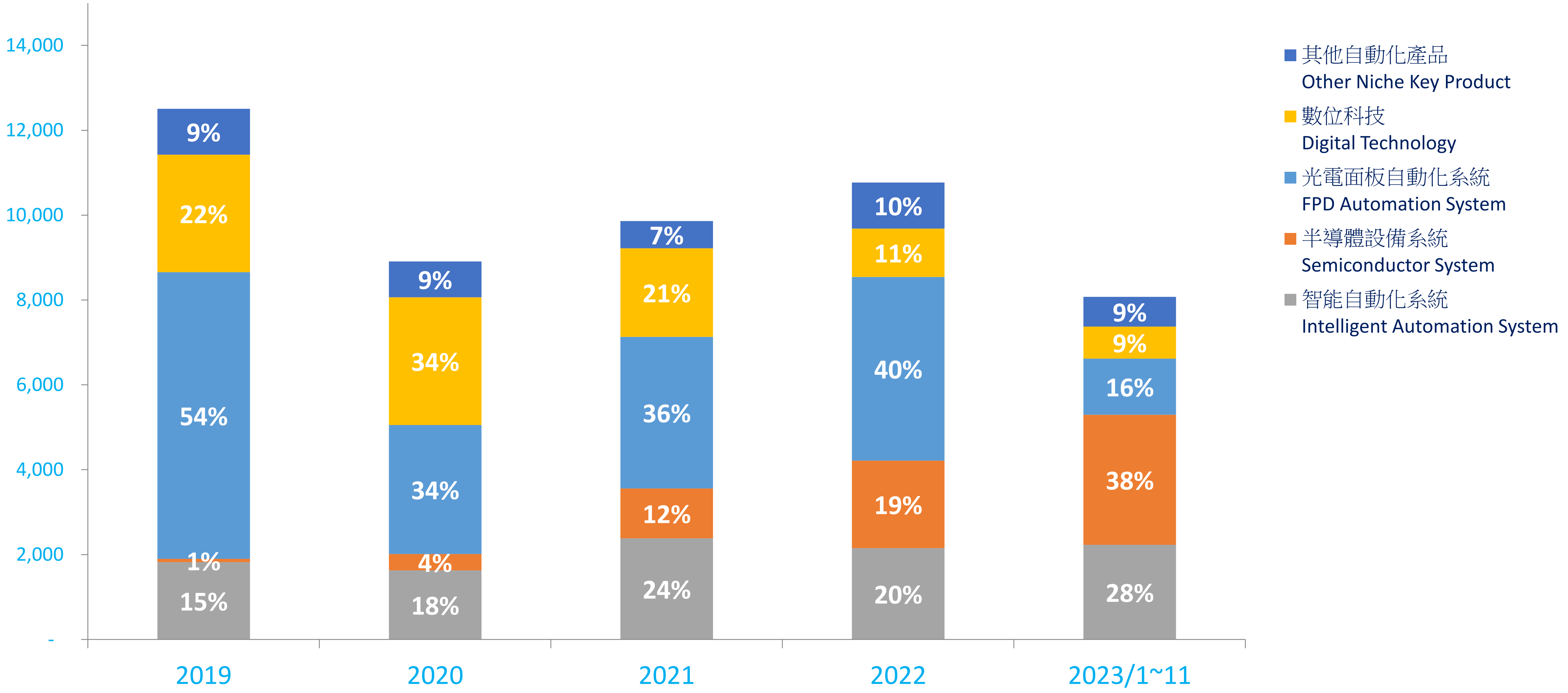
年營收及毛利 Revenue & Gross Profit by Year

單位:佰萬元；%
Unit：In Millions of NTD，%



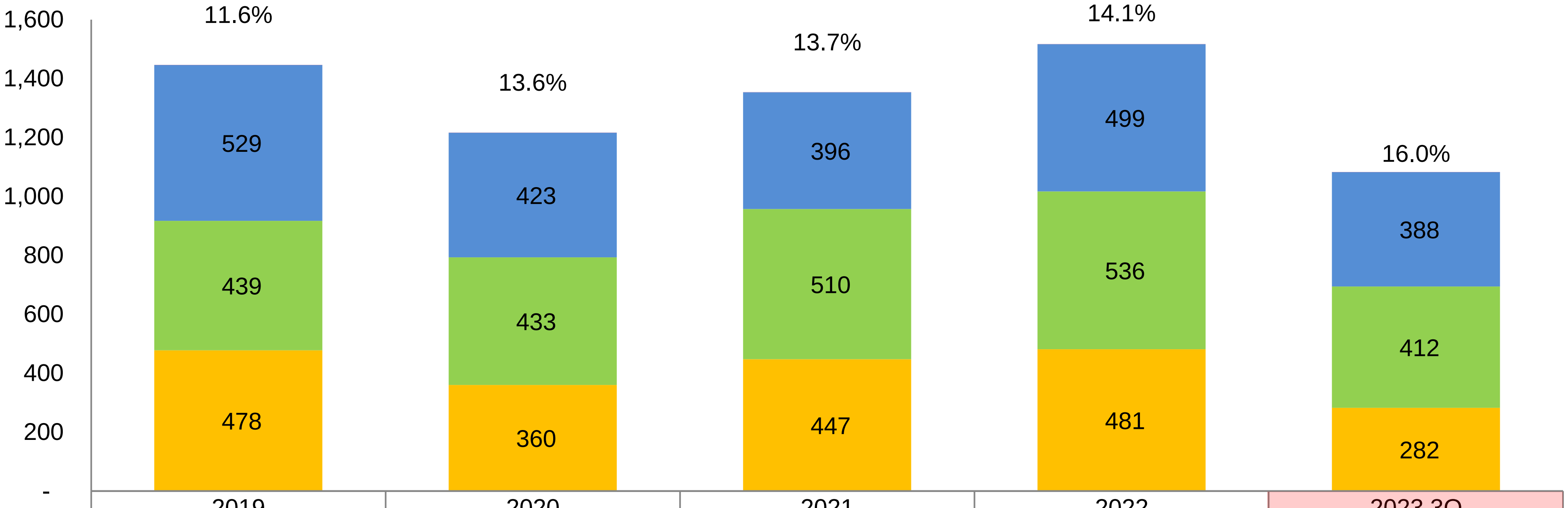
	2019	2020	2021	2022	2023Q3
合併營收 Revenue	12,507	8,909	9,861	10,769	6,748
營業毛利 Gross profit	2,326	1,883	2,045	1,877	1,115
營業毛利率 GP %	18.6%	21.1%	20.7%	17.4%	16.5%

產品別營收 Revenue by Product Category



營業費用 Operating Expenses

單位：佰萬元；%
Unit：In Millions of NTD，%



	2019	2020	2021	2022	2023 3Q
佔營收比	11.6%	13.6%	13.7%	14.1%	16.0%
研發費用 R&D	529	423	396	499	388
管理費用 General & administrative	439	433	510	536	412
銷售費用 Sales & marketing	478	360	447	481	282

綜合損益表 Statements of Comprehensive Income

單位：仟元；%
Unit：In Thousands of NTD，%

	2023Q1~Q3	2022	2021
營業收入淨額 Net Revenue	6,748,408	10,769,016	9,861,403
營業毛利率 Gross Margin	16.52%	17.43%	20.74%
營業費用 Operating Expense	1,082,115	1,516,533	1,353,096
營業費用率 Operating Expense Ratio	16.04%	14.08%	13.72%
營業淨利 Operating Margin	31,374	356,942	691,398
營業淨利率 Operating Margin	0.46%	3.31%	7.01%
營業外收入及支出 Non-Operating Items	21,072	237,358	(74,798)
本期淨利 Net Income	31,979	522,073	531,402
每股盈餘（元） EPS(NT Dollar)	0.14	2.63	2.70

綜合損益表 Statements of Comprehensive Income

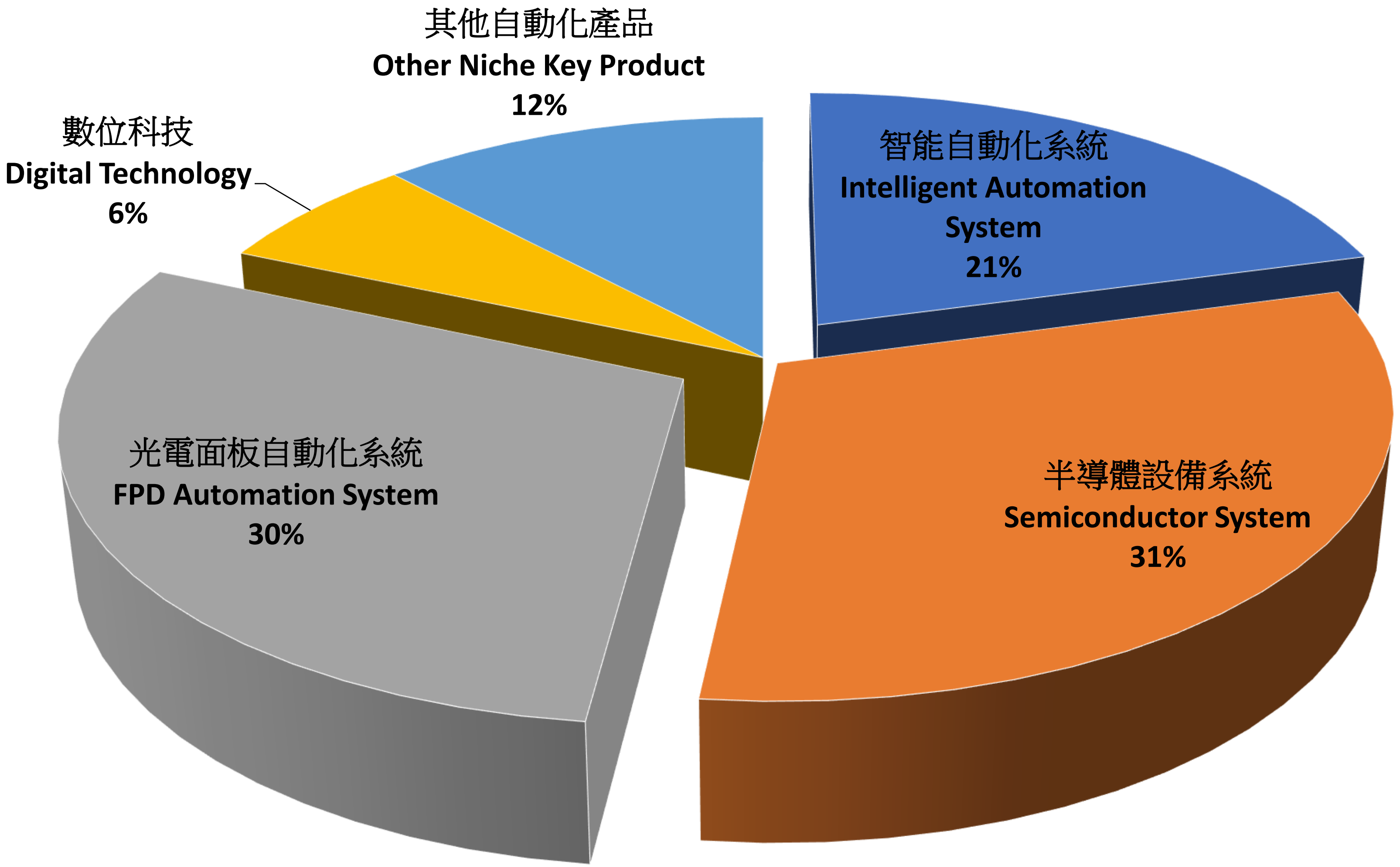
單位：仟元；%
Unit：In Thousands of NTD，%

	3Q/2023	2Q/2023	3Q/2022	年變化	季變化
營業收入淨額 Net Revenue	2,404,189	2,000,865	2,812,361	-14.5%	20.2%
營業毛利率 Gross Margin	15.3%	18.7%	17.7%	-2.4%	-3.4%
營業費用 Operating Expense	366,185	383,110	446,967	-18.1%	-4.4%
營業費用率 Operating Expense Ratio	15.2%	19.1%	15.9%	-0.7%	-3.9%
營業淨利 Operating Margin	846	(10,831)	49,423	-98.3%	-107.8%
營業淨利率 Operating Margin	0.0%	-0.5%	1.8%	-1.7%	0.6%
營業外收入及支出 Non-Operating Items	19,820	26,922	110,704	-82.1%	-26.4%
本期淨利 Net Income	4,176	15,427	140,025	-97.0%	-72.9%
每股盈餘（元） EPS(NT Dollar)	0.02	0.08	0.71	(0.69)	(0.06)

02

營運展望 Business Outlook

在手訂單 Order in Hand



Business Outlook (Perspective Expansion)

Innovation

Product, Technology and Business Model

❖Innovation is the sum of product value, technology value and business model.

❖Only valuable innovations are meaningful.

Value Addition

Reducing Costs and Adding Value

❖Add value to customers.

❖Services, products and technology can help customers increase their revenue and profit.

Joint Venture

Complementarity and Foresight

❖Expand the range and resources of cooperation in various markets and achieve and create R&D investment results and product application performance.

Service

Fee Based, Knowledge-Based and Subscription Based

❖Strengthen and highlight more knowledge-based services, provide customers with comprehensive automated planning, installation, testing, system integration and automatic control services and create sustainable value.

Business Outlook

Semiconductors

- Provide a factory wide automated logistics system with OHT, Foup/ZIP Stocker, AGV, EFEM and related automatic control systems (such as MCS) as the core.
- The new generation of semiconductor equipment has been developed, and is expected to be launched in the market in the second half of 2024.
- We have successfully switched to the front-end process of third-generation semiconductors and received orders, which is expected to contribute revenue in 2024.
- Our automation system of the semiconductor back-end process continues to receive orders from customers after addition of the new production capacity, and the front-end wafer factory also continues to receive orders for automated logistics systems with special applications.
- The demand for semiconductor industry automation systems in the Southeast Asian region is expected to rebound in 2024.

New Panel Applications

- For existing orders, production and assembly will continue until the third quarter of 2024.
- The demand for equipment renewal and production line upgrade in the Taiwan and mainland China markets will continue, but the short-term demand for new large-scale automation systems is not yet clear.
- The 2024 plan to build new panel factories in emerging markets in Asia will have the opportunity to drive overall order acquisition.

Business Outlook

Intelligent Logistics

- With Shuttle Cart and AGV as the core equipment, combined with the logistics control system, combat room system and digital twin virtual-real integration technology, we assist customers in achieving intelligent logistics for the entire factory.
- The whole-factory system integration orders for the intelligent logistics of EMS manufacturing plants in the Southeast Asian market are expected to gradually recover.
- The joint venture effect between the mainland China market and Maersk Logistics will emerge, and the expected orders for automation systems in the logistics industry and manufacturing logistics systems will gradually rebound and expand further.

New Energy Applications

- The development and integration of the immersion cooling automation system have received orders from target semiconductor customers. The applications of related systems include (1) production and manufacturing, and (2) server users. The demand of such customers for cooling systems will gradually become clear and will expand. It is expected that there will be an opportunity to expand the actual performance of applications in 2024.
- Mirle has officially invested in the development of the main production equipment required for the calcium titanium ore industry. Currently, equipment optimization and process stability improvement are underway; it is expected that the first set of customer validated lead wires will be officially set up in 2024, and the development of equipment technology will be gradually promoted.

Business Outlook

Challenge

- The US-China trade dispute has not come to a stop, and the majority of customer capital expenditure decisions are still pending. It is expected that the overall demand will warm up after the second quarter of 2024.
- The impact of the wars between Ukraine and Russia, and the war between Israel and Palestine has led to significant changes in the global political and economic situation, which may have an adverse effect on the overall economic recovery in 2024 and continuous attention is required.
- It is expected that there will be a significant increase in overseas large-scale automation system integration cases in 2024, and planning, manpower integration, equipment and resources development, and supply chain scheduling will become more important.

盟立集團
MIRLE GROUP

Q&A