

聯德電子股份有限公司

111年法人說明會

股票代號：3308

2022年12月28日

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公司簡介

Company Profile

A white banner with the 'Bestec' logo and the Chinese characters '聯德集團' (Liantide Group) in black.

公司基本資料 Company Profile

成立日期 Founded Date	1988年2月2日 Feb 02, 1988
創辦人 Founder	陳銘智先生 Mike Chen
總公司 Headquarters	桃園市 Taoyuan , TW
海外據點 Oversea Branch	洛杉磯 LA
生產據點 Manufacture Center	中國東莞 China, Dongguan
實收資本 Paid-in capital	新台幣7.06億元 NT\$706, 290, 260

集團經營項目 Business Territory

- ◆ 電子業—電源供應器研發、
生產與銷售
(Power Supply Manufacture & Sales)
- ◆ 生物科技業
(Biotechnology)
- ◆ 建築業
(Construction Business)

廠區介紹

營運總部：
聯德電子股份有限公司
地點：林口華亞科技園區



廠區介紹

生產基地：

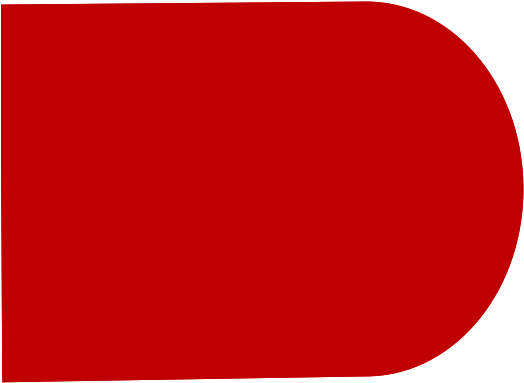
東莞市萬霖電子有限公司

地點：廣東省東莞石碣



財報說明與未來展望

Financial Statements & Business Outlook

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財報説明

Financial Statement

經營績效—合併綜合損益表

Consolidated Income Statement



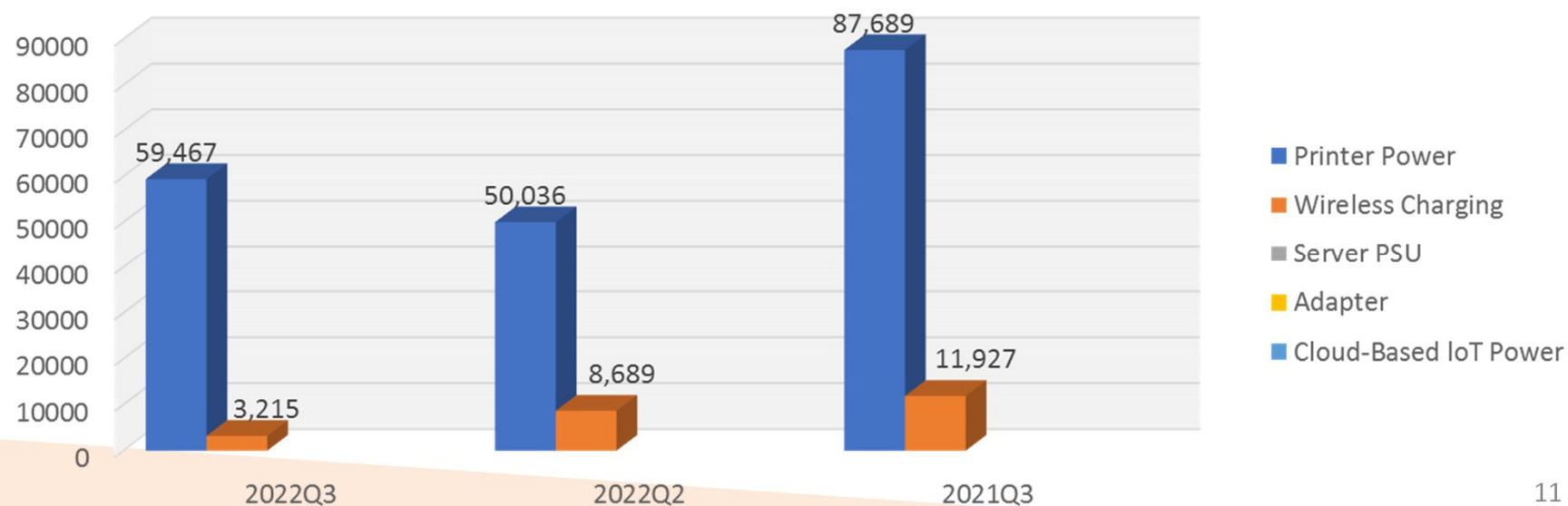
	Q322		Q222		Q321		QoQ	YoY
單位：新台幣/仟元 (NT\$000)	金額 (AMT)	%	金額 (AMT)	%	金額 (AMT)	%	%	%
營業收入淨額 Net Revenues	62,682	100%	58,725	100%	99,616	100%	6.7%	-37.1%
銷貨成本 COGS	57,682	92%	54,097	92.1%	91,665	92%	6.6%	-37.1%
營業毛利 Gross Profit	5,000	8%	4,628	7.9%	7,951	8%	8%	-37.1%
營業費用 Operating Expense	10,254	16.4%	12,925	22%	15,677	15.7%	-20.7%	-34.6%
營業淨利 Operating Profit	(5,254)	-8.4%	(8,297)	-14.1%	(7,726)	-7.7%	-36.7%	-32%
營業外收入及支出 Non-Operating Profit	23,281	37.1%	8,494	14.5%	(24)	-0%	174.1%	97104.2%
繼續營業單位稅前淨利 Profit (loss) from continuing operations before tax	18,027	28.7%	197	0.4%	(7,750)	-7.7%	9050.8%	332.6%
所得稅費用 Income Tax Expense	(1,230)	-2%	(771)	-1.3%	(160)	-0.2%	229.0%	668.8%
繼續營業單位淨利 Profit (loss) from continuing operations	16,797	26.7%	(574)	-0.9%	(7,910)	-7.9%	3026.3%	312.4%
停業部門利益(損失) Profit (loss) from discontinued operations, net of tax	1,331	2.1%	(7,759)	-13.2%	4,024	4%	117.2%	-66.9%
稅後純益 Net Profit	18,128	28.8%	(8,333)	-14.1%	(3,886)	-3.9%	317.5%	366.5%
每股盈餘 EPS(NTD)	0.26		(0.12)		(0.05)			

經營實績-合併營收-產品別

Consolidated Revenues



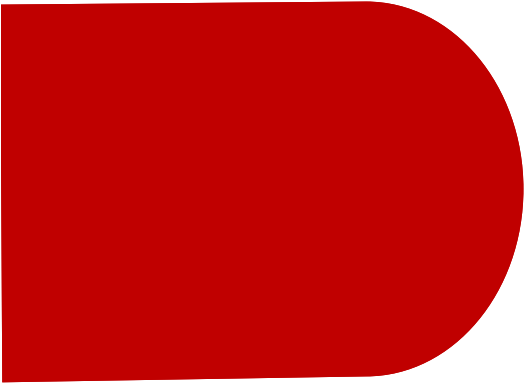
單位：新台幣/仟元 (NT\$000)	2022Q3	%	2022Q2	%	2021Q3	%	QoQ	YoY
Printer Power	59,467	95%	50,036	85%	87,689	88%	19%	-32%
Wireless Charging	3,215	5%	8,689	15%	11,927	12%	-63%	-73%
Server PSU	-	0%	-	0%	-	0%	-	-
Adapter	-	0%	-	0%	-	0%	-	-
Cloud-Based IoT Power	-	0%	-	0%	-	0%	-	-
Total	62,682	100%	58,725	100%	99,616	100%	7%	-37%



經營實績—合併資產負債表



Consolidated Balance Sheet					
	Q322	Q222	Q321	QoQ	YoY
單位：新台幣/仟元 (NT\$000)	金額 Amount	金額 Amount	金額 Amount	金額 Amount	金額 Amount
現金及約當現金 Cash and cash equivalents	440,472	407,711	502,668	32,761	(62,196)
應收帳款淨額 Accounts receivable	49,219	41,353	84,107	7,866	(34,888)
存貨淨額 Inventories	8,195	62	45,636	8,133	(37,441)
流動資產總計 Total Current assets	1,005,413	1,197,179	1,008,645	(191,766)	(3,232)
不動產、廠房及設備 Property, plant and equipment	474,260	251,779	388,207	222,481	86,053
總資產 Total assets	1,501,143	1,455,888	1,425,289	45,255	75,854
短期借款 Short-term borrowings	184,000	352,000	186,000	(168,000)	(2,000)
應付帳款 Accounts payable	21,813	2,000	147,675	19,813	(125,862)
流動負債 Total current liabilities	594,999	496,702	431,385	98,297	163,614
長期借款 Long-term borrowings	225,926	301,050	327,181	(75,124)	(101,255)
總負債 Total liabilities	830,863	806,041	762,251	24,822	68,612
總股東權益 Total equity	670,280	649,847	663,038	20,433	7,242

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未來展望

Future Outlook

2023 Customer Map



Networking



Swiss Brand



Japan Printer Brand



Gaming 80 Plus PSU

wholesaler



Energy storage system

新產品開發佈局

New Product Development

➤ **Gaming Market**



120W

- * DIM :135*66*22mm
- * IEC62368
- * COC tier2
- * UL / CE / BSMI
- * MP: Q2 / 2023

150W/180W

- * DIM :145*75*23mm
- * IEC62368
- * COC tier2
- * UL / CE / BSMI
- * MP: Q2 / 2023

230W

- * DIM :155*75*30mm
- * IEC62368
- * COC tier2
- * UL / CE / BSMI
- * MP: Q2 / 2023

➤ Gaming Market – Desktop PC



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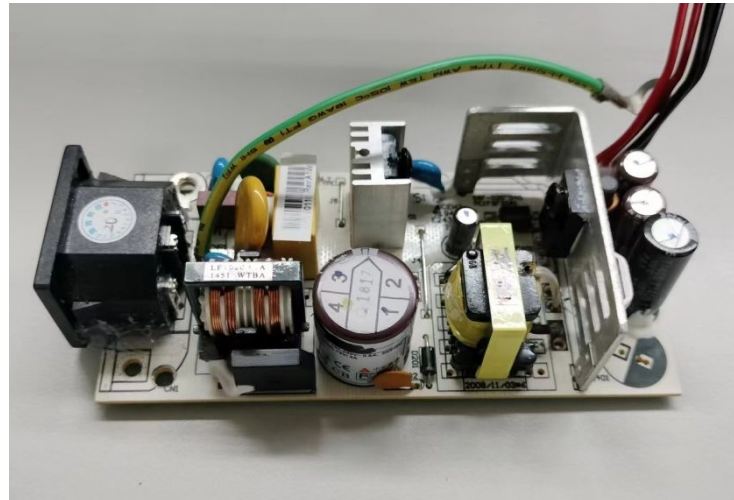
PC power			
	850W	1000W	1250W
80 plus	GOLD	GOLD	GOLD
safety	UL / CE	UL / CE	UL / CE
MP	2023 Q2	2023 Q4	2024 Q2

➤ Networking marking (POE power)



POE power (networking)						
	300W	480W	600W	900W		
12V	■	■	■	■		
54V						
M P	2023 Q 2	2023 Q 4	2024 Q 2	2024 Q 3		

➤ **Networking marking (Open frame power)**



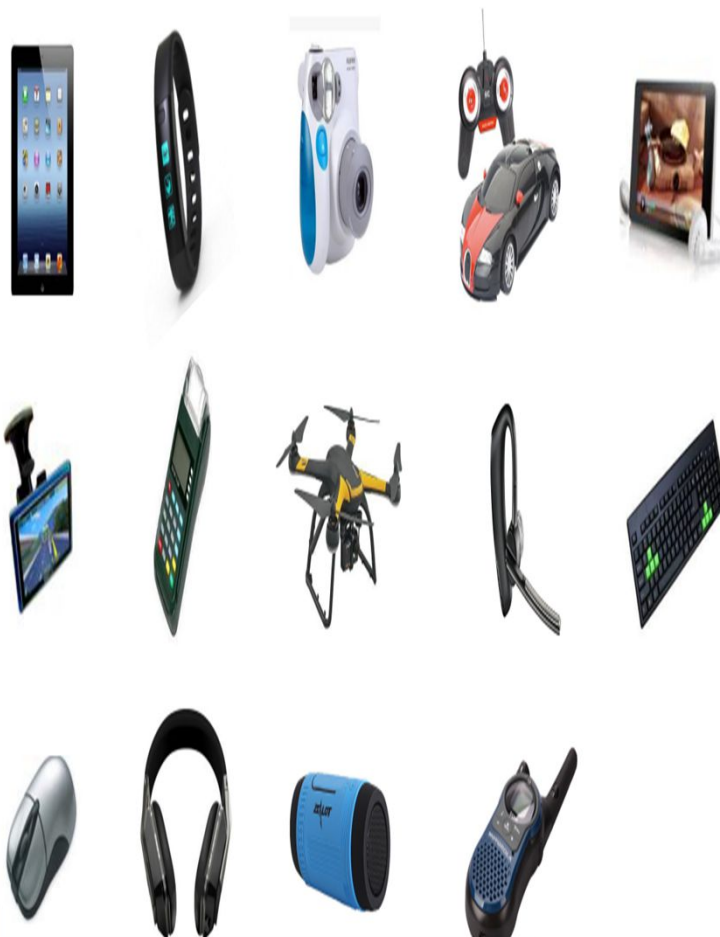
open frame standard (networking / industrial use)						
	10W	20W	65W	100W	150W	200W
5V	■	■				
12V	■	■	■	■	■	■
24V			■	■	■	■
M P	2023 Q 2	2023 Q 2	2023 Q 4	2023 Q 4	2024 Q 2	2024 Q 2

Polymer lithium-ion battery Module

鋰聚合物充電電池模組



運用 Application



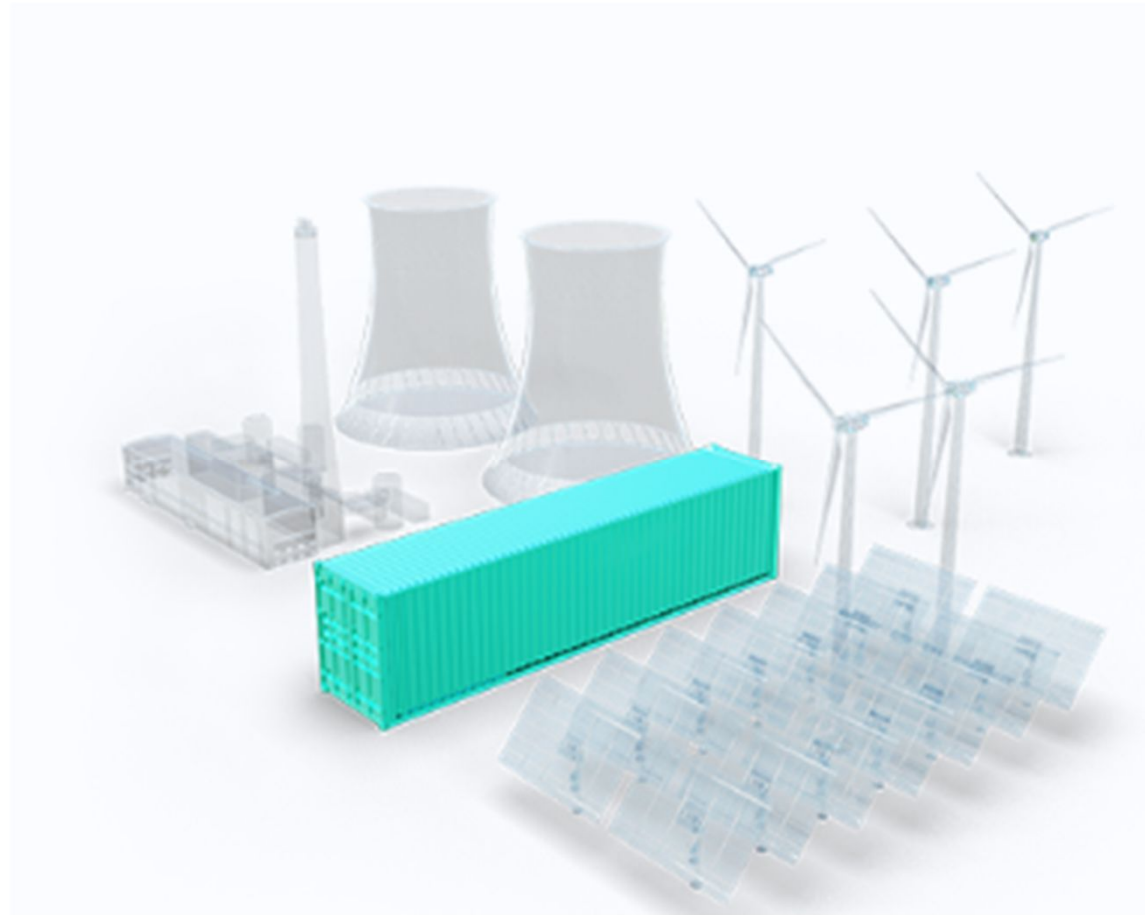
- 1, 小型系列: 藍牙耳機, 藍牙小音響, 無線鼠標等
- 2, 中型系列: GPS導航, 手機, 行車記錄儀, 數碼相框, 無線監控儀, 條碼儀, PSP, 對講機, 醫護設備, 照相機, 攝像機等
- 3, 大型系列: 便攜式DVD, 電子書, 平板, 手提電腦, 移動電源等
- 4, 高倍率系列: 電動工具, 電子玩具等
- 5, 彎折系列: 運動手環, 手錶, 3D眼鏡等
- 6, 特殊系列: 高溫電池, 低溫電池等



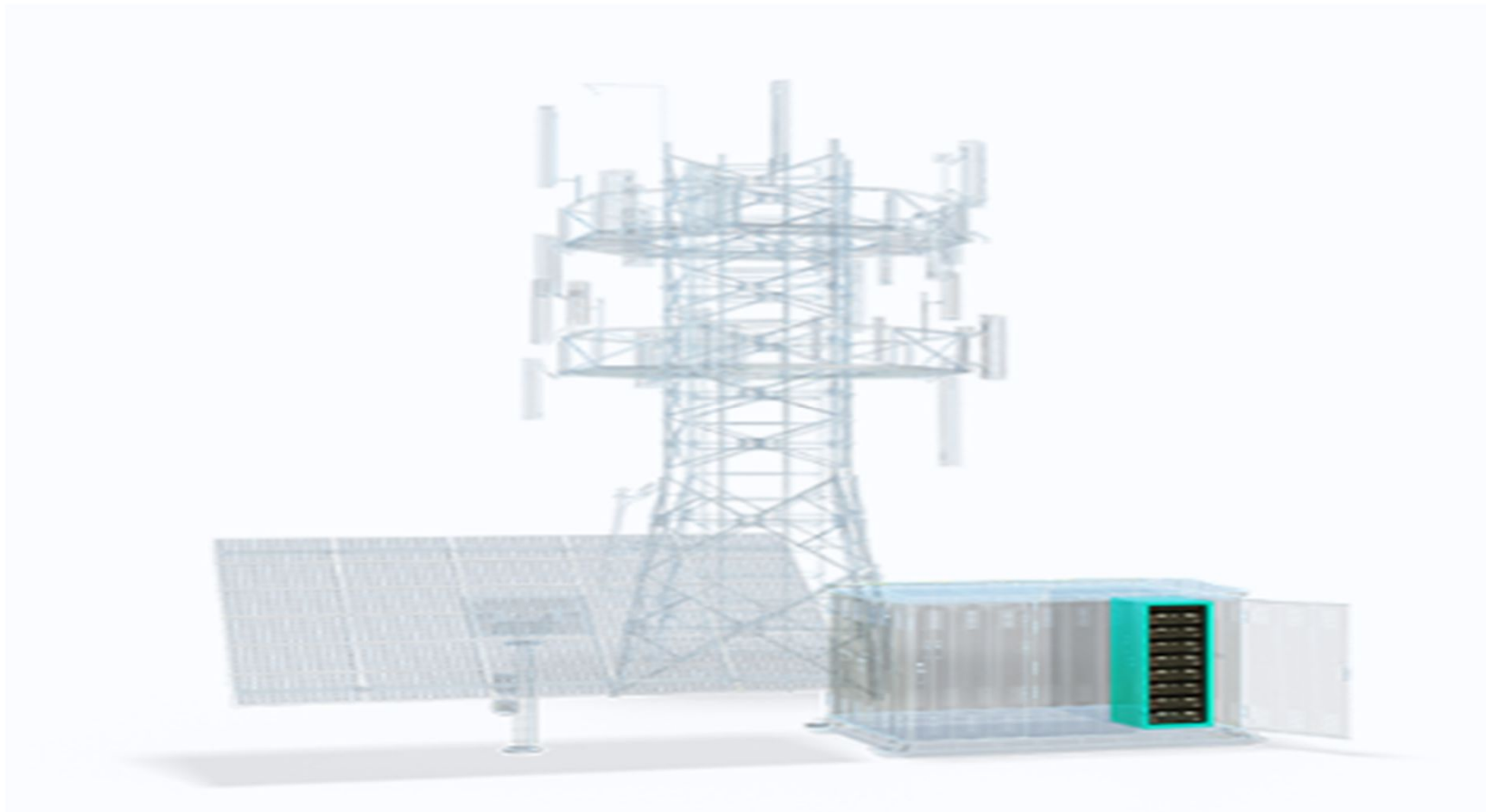
Agent Energy Storage System 代理儲能系統



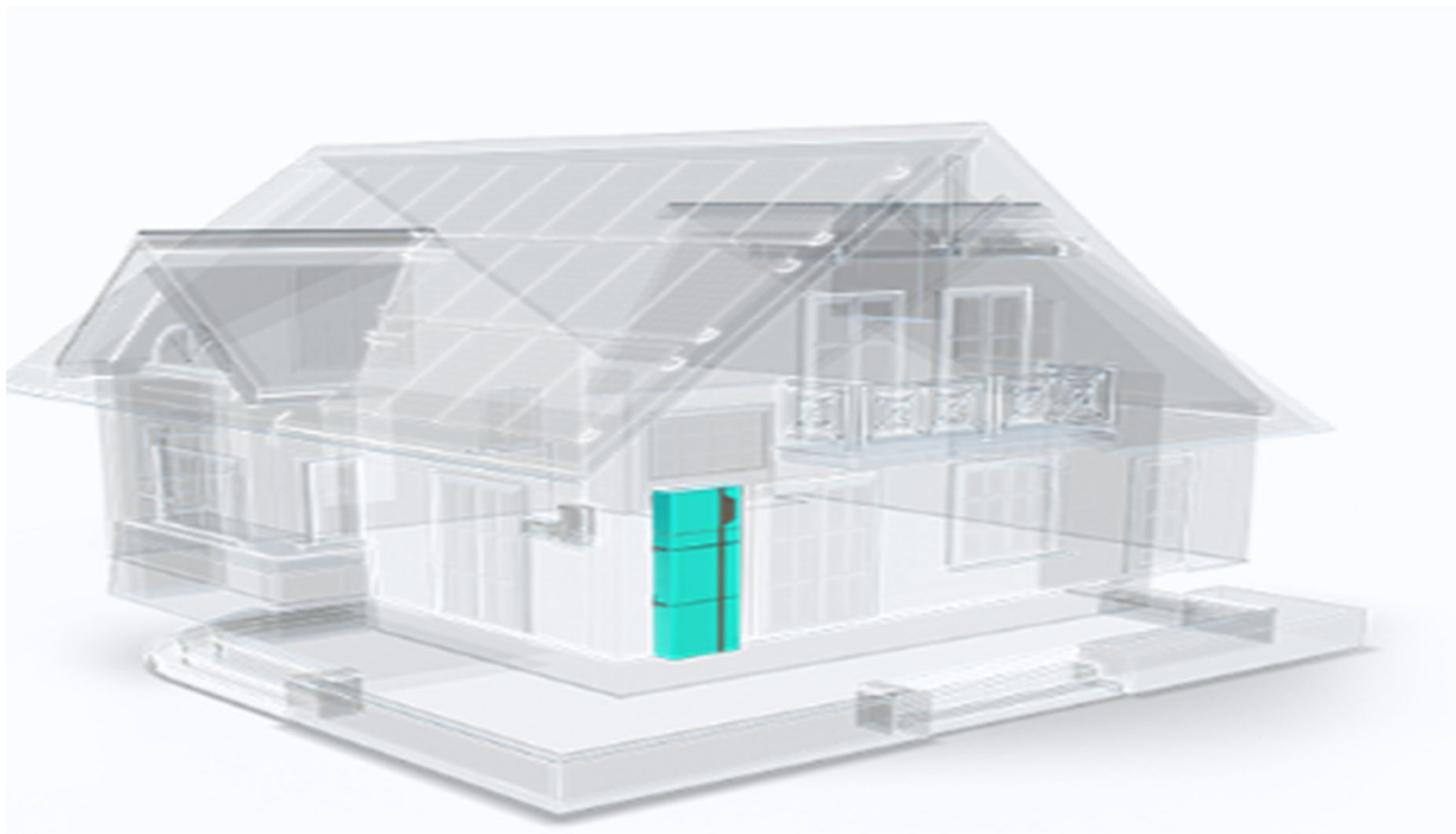
Grid Ess 電力儲能



Telecom Ess 通信儲能



Household Ess 家用儲能



目標客戶與市場

Target Customer And Market

Gaming 市場展望

- 根據專業遊戲和電競研究機構Newzoo報告指出，過去兩年疫情推升居家娛樂需求，全球遊戲市場收入遠優於預期，不過，隨著全球各國陸續解封，今年進入調整修正期，預估今年全球遊戲市場收入將達1844億美元，年減4.3%，將是近15年來首度出現衰退，但PC用遊戲市場，受惠電競熱潮加持，預估市場規模年增0.5%、達405億美元，其中，以中國和亞洲地區的市場規模保持增長情形，可見長期來看電競市場仍維持一定成長趨勢
- According to the report of Newzoo, a professional game and e-sports research institution, the epidemic has boosted the demand for home entertainment in the past two years, and the revenue of the global game market has been far better than expected. The global game market revenue will reach 184.4 billion US dollars, an annual decrease of 4.3%, which will be the first recession in the past 15 years. However, the PC game market, benefiting from the e-sports boom, is expected to increase by 0.5% annually to reach 40.5 billion. Among them, the market size of China and Asia keeps growing, which shows that the e-sports market will still maintain a certain growth trend in the long run.

儲能系統市場展望

Energy Storage System Market expectation

- 進入21世紀後掀起的電業自由化風潮，儲能系統廣泛應用於輸配電端頻率調節需求。2010年開始節能減碳成為全球趨勢，越來越多國家推出獎勵政策而促使再生能源發電占比持續增加，進而帶動儲能需求穩定成長。2022年來隨著歐美國家疫情逐步受到控制，部分國家政府將綠色經濟作為疫後復甦之政策工具，2020年全球電池儲能系統累積安裝量為17 GW/34 GWh，預估至2030年將增長至385 GW/1028 GWh。
- After entering the 21st century, with the wave of liberalization of the electricity industry, energy storage systems are widely used in the frequency adjustment needs of transmission and distribution terminals. Since 2010, energy conservation and carbon reduction have become a global trend, and more and more countries have introduced incentive policies to promote the continuous increase in the proportion of renewable energy power generation, which in turn drives the steady growth of energy storage demand. Since 2022, as the epidemic situation in European and American countries has been gradually brought under control, some governments have adopted the green economy as a policy tool for post-epidemic recovery. 385 GW/1028 GWh.

- 經濟部責成台電於2025年達成設置1GW儲能容量目標；且在2022年303大停電引發各界撻伐缺電聲浪，於是經濟部將儲能目標量提升至1.5GW，新增500MW將建置與太陽光電案場結合的儲能系統。其中160MW由台電自建，剩餘840MW將釋出給民間業者，台電再透過電力交易市場採購、調度其儲能電力。
- The Ministry of Economic Affairs instructs Taipower to achieve the goal of setting 1GW of energy storage capacity in 2025; and in 2022, the 303 major power outages caused criticism from all walks of life, so the Ministry of Economic Affairs raised the energy storage target to 1.5GW, and an additional 500MW will be built with solar. An energy storage system combined with photovoltaicity and field. Among them, 160MW will be built by Taipower itself, and the remaining 840MW will be released to private operators. Taipower will purchase and dispatch its energy storage power through the power trading market.

Q&A

Thank you