



T STRATEGY ALLIANCE

## 善意的動機 引領事業走向成功

不論是在開創事業，或是在挑戰新任務時，我會先思考：  
這是不是對世人有利？是不是利他的行為？  
凡是能確信是基於利他、發自「善意動機」的事業，  
最後無一例外，都能獲得好結果。

--- 摘自《心》稻盛和夫 ---

SINCE 1966

***c sun* 志聖**

**2467**

Investor Conference

**法人說明會**

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# G2C+ 聯盟策略

T STRATEGY ALLIANCE

志聖  
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創峰  
tcf

均豪  
GPM

均華  
GMM

祁昌  
UTRON

視動  


市場第一

貼近領先客戶

技術創新

『管理即整合』 --司徒達賢--

『經營典範的轉移在於：

競爭導向 → 共榮共生

阻絕屏蔽 → 串連相通

產品服務 → 生態系鏈

一己之力 → 借力使力』

--邱奕嘉--



# 長期指標



## 兩千大 300名 製造業排名

2020 2021 2022

590

519

545



1,558

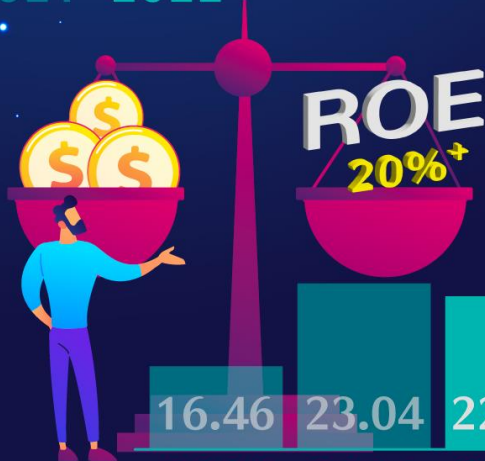
2,006

1,793

2020

2021

2022



16.46

23.04

22.03

2020

2021

2022

## 配息3元





- 志聖 Q3營運成果
- 市場趨勢與機會掌握
  - > AI與HPC應用擴大
  - > 其他商機
- 區域布局
- 未來展望
- Q&A





Q3

營運成果

# 2023 Q3 營運成果

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in TWD millions

|  | 2023Q3累計 |       | 2022Q3累計 |       | 2022   |       | 2021   |       | 2020   |       | 2019   |       | 2018   |       |
|--|----------|-------|----------|-------|--------|-------|--------|-------|--------|-------|--------|-------|--------|-------|
|  |          | %     |          | %     |        | %     |        | %     |        | %     |        | %     |        | %     |
| Revenue-Consolidated                     | 2,600    | 100%  | 4,094    | 100%  | 5,367  | 100%  | 5,723  | 100%  | 4,086  | 100%  | 4,438  | 100%  | 5,700  | 100%  |
| COGS                                     |          |       | 2,635    | 64.4% | 3,459  | 64.4% | 3,781  | 66.1% | 2,538  | 62.1% | 3,170  | 71.4% | 3,902  | 68.5% |
| Gross Margin                             |          |       | 1,459    | 35.6% | 1,908  | 35.6% | 1,942  | 33.9% | 1,547  | 37.9% | 1,268  | 28.6% | 1,798  | 31.5% |
| Operating Expense                        |          |       | 935      | 22.8% | 1,178  | 22.0% | 1,202  | 21.0% | 1,017  | 24.9% | 954    | 21.5% | 1,119  | 19.6% |
| Operating Income                         |          |       | 524      | 12.8% | 730    | 13.6% | 740    | 12.9% | 531    | 13.0% | 314    | 7.1%  | 679    | 11.9% |
| Net Non-Op. Profit                       |          |       | 244      | 6.0%  | 231    | 4.3%  | 135    | 2.4%  | 75     | 1.8%  | 104    | 2.3%  | 106    | 1.9%  |
| Net Income before tax                    |          |       | 768      | 18.8% | 961    | 17.9% | 875    | 15.3% | 606    | 14.8% | 418    | 9.4%  | 785    | 13.8% |
| Net Income after tax                     |          |       | 630      | 15.4% | 783    | 14.6% | 716    | 12.5% | 475    | 11.6% | 338    | 7.6%  | 598    | 10.5% |
| Attribute to stockholder's of the parent | 376      | 14.5% | 582      | 14.2% | 719    | 13.4% | 660    | 11.5% | 439    | 10.7% | 312    | 7.0%  | 556    | 9.8%  |
| ROE                                      |          |       | 18.25%   |       | 22.03% |       | 23.04% |       | 16.46% |       | 11.64% |       | 21.83% |       |
| EPS (NT\$/after tax)                     | \$2.40   |       | \$3.72   |       | \$4.59 |       | \$4.35 |       | \$2.94 |       | \$2.09 |       | \$3.73 |       |
| Debt Ratio                               |          |       | 60.30%   |       | 57.52% |       | 58.44% |       | 60.26% |       | 58.66% |       | 58.23% |       |



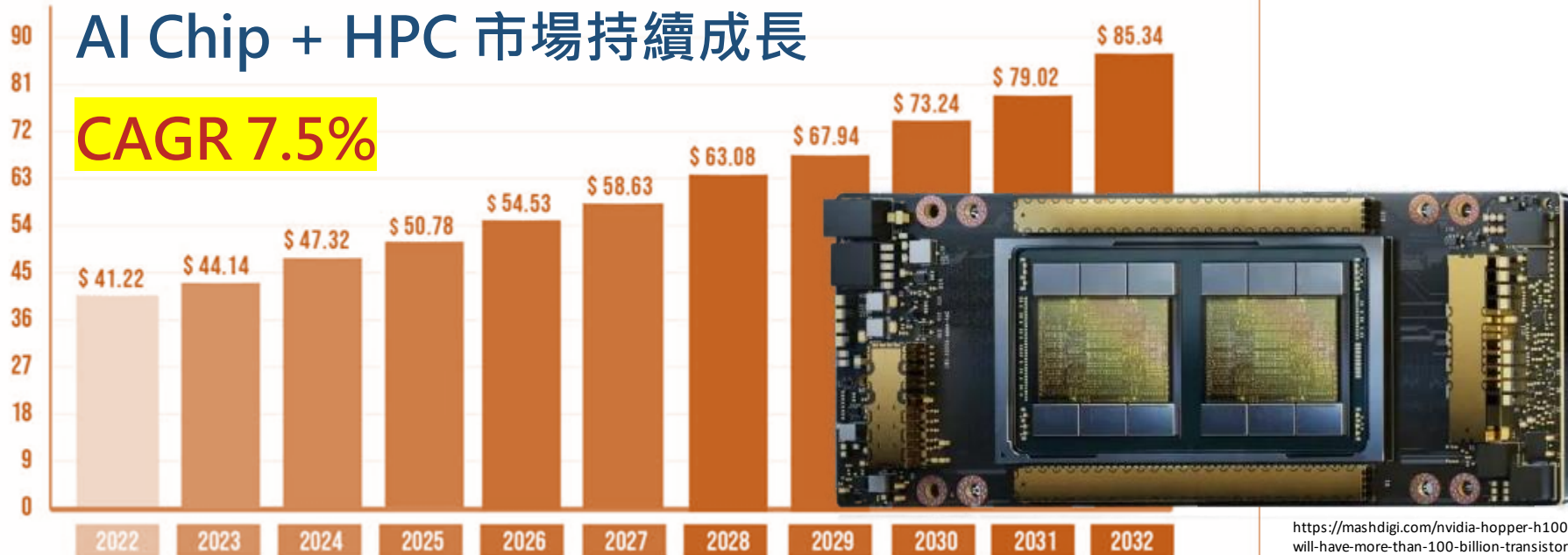


# 市場趨勢與 機會掌握

# 市場趨勢 - AI+HPC

PRECEDENCE  
RESEARCH

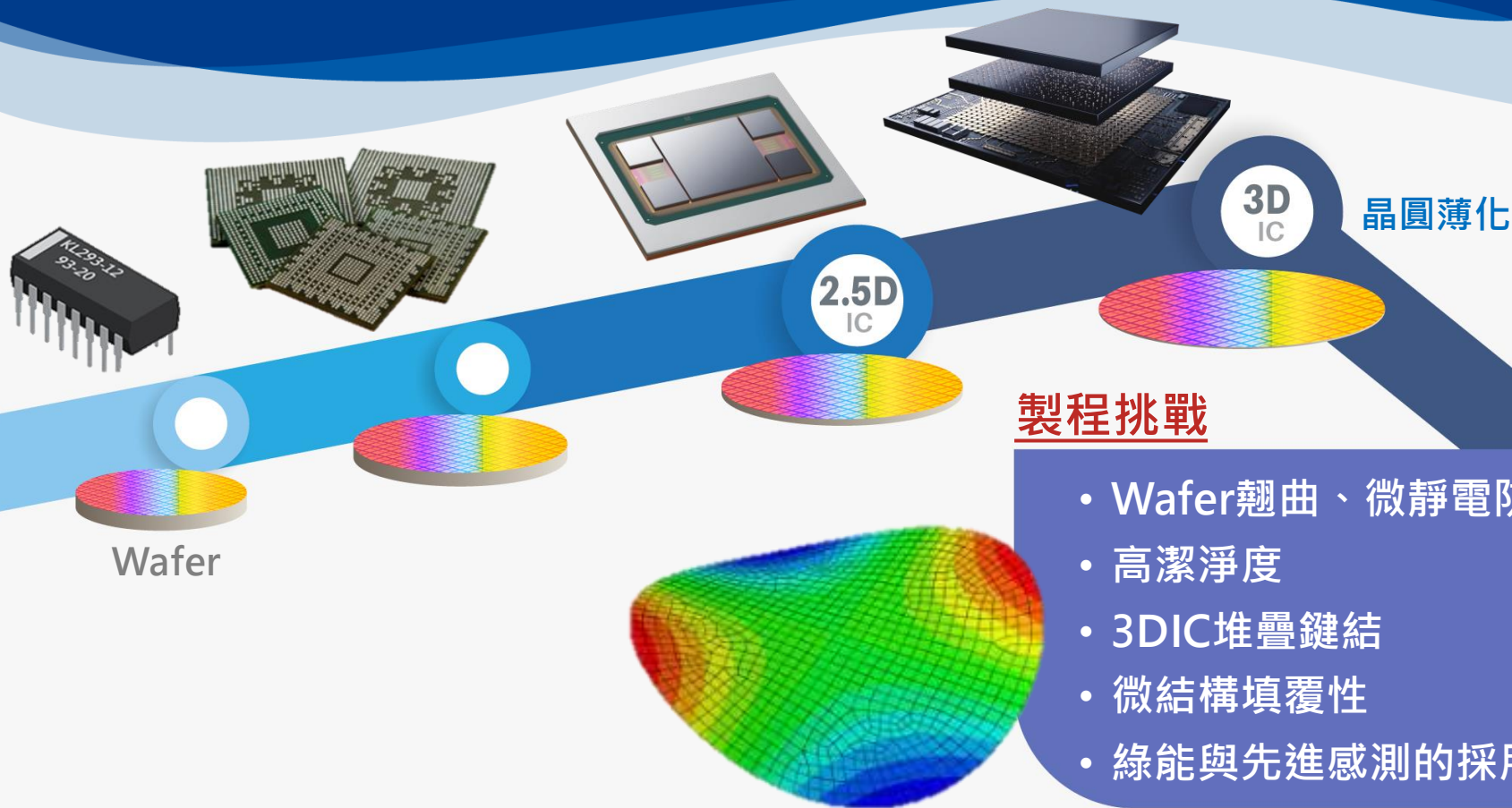
HIGH PERFORMANCE COMPUTING MARKET SIZE, 2022 TO 2032 (USD BILLION)

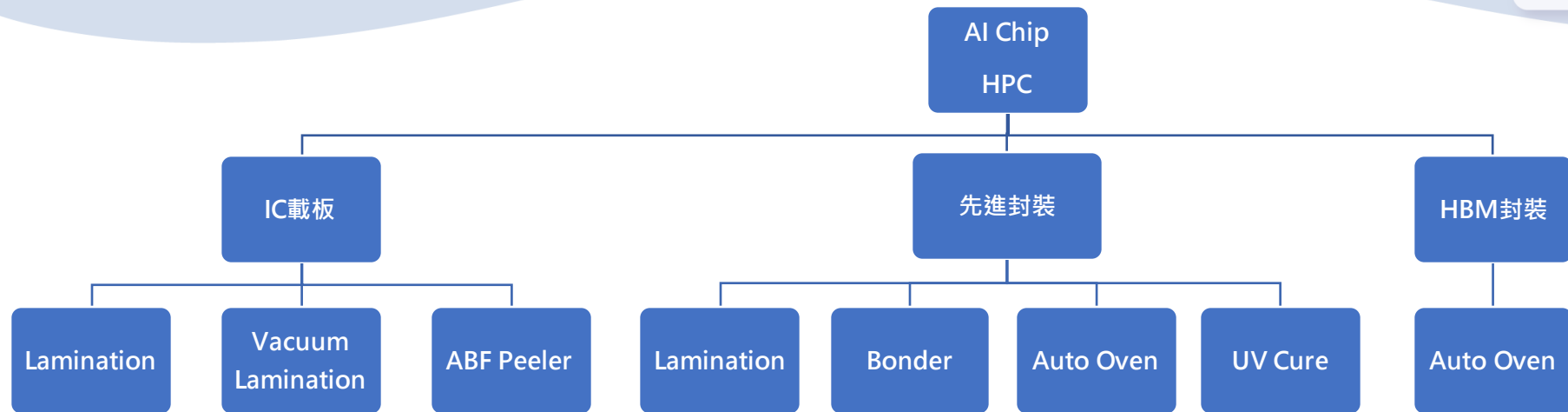


# 產品趨勢 - 晶片微縮 異質整合

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## 因應面板客戶的新策略: 雙軸/雙軌轉型

- 車用面板新市場
- Micro LED 技術
- 跨足PLP 面板級封裝

## 低軌衛星美國客戶:

- 陣列天線生產製程設備

## 高頻通訊市場趨勢: WiFi 7/6G

- 高頻元件世界領導廠商合作開發新製程設備



# 區域布局

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## 泰國

IDM自有封測服務：

恩智浦  
安森美

功率元件製造：

ROHM

印刷電路板製造：

競國、華通  
欣興、耀華  
泰鼎、定穎  
敬鵬、臻鼎  
金像、滬電  
四會富仕  
中富、奧士康  
中京、建滔  
威爾高、澳弘  
CMK、KCE

## 馬來西亞

IDM自有封測服務：

英特爾  
德州儀器  
恩智浦  
英飛凌  
意法半導體  
瑞薩電子  
安森美  
美光

委外封裝測試服務：

日月光  
功率元件製造：  
ROHM

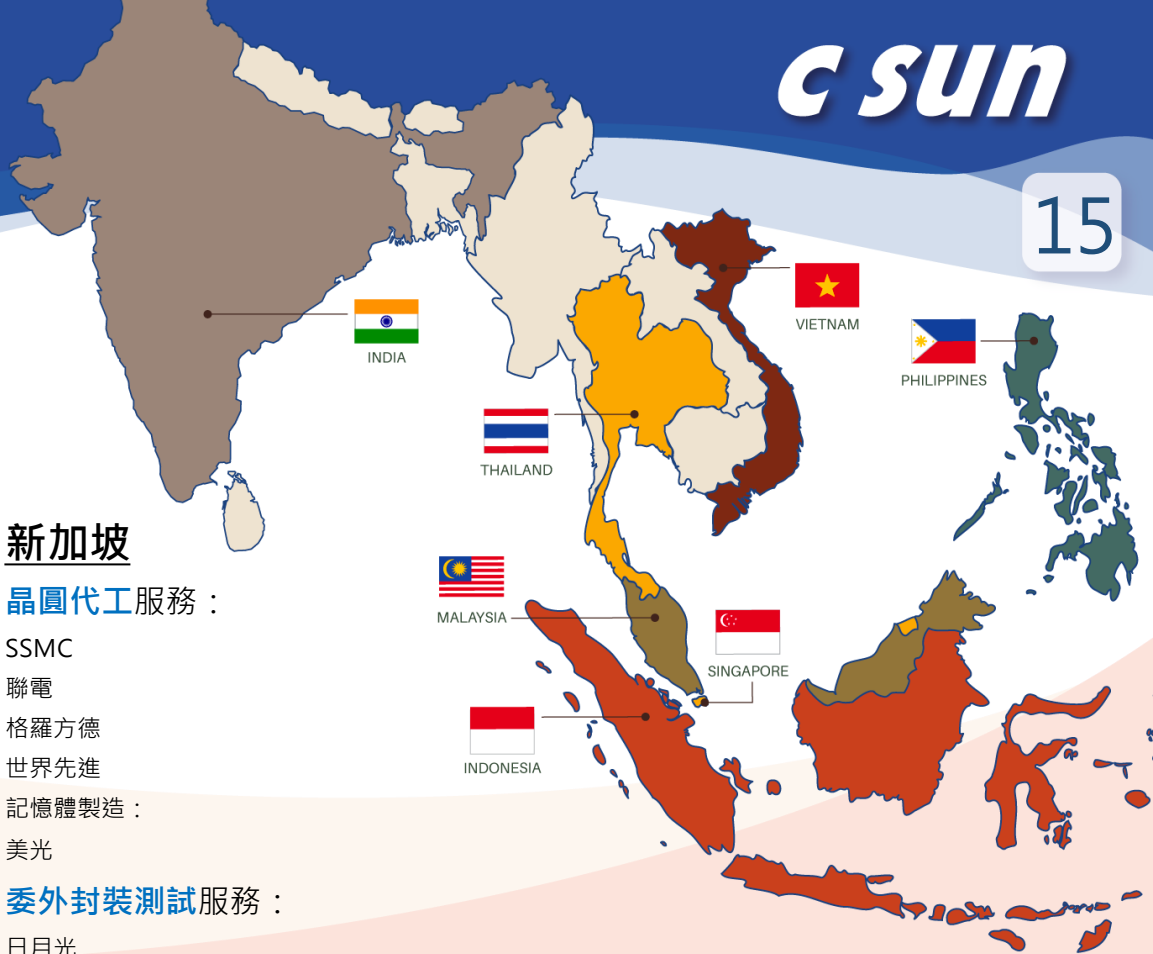
## 新加坡

晶圓代工服務：

SSMC  
聯電  
格羅方德  
世界先進  
記憶體製造：  
美光

委外封裝測試服務：

日月光  
艾克爾



# 未來展望



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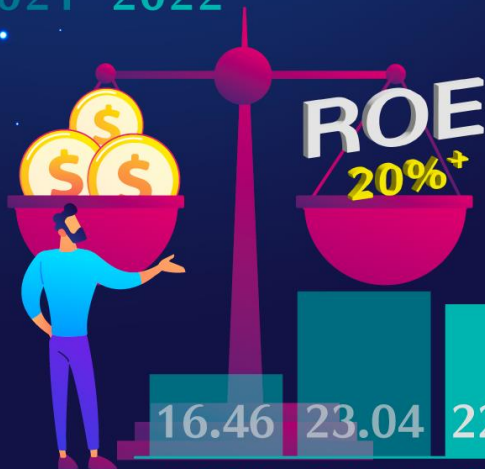
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