



希華法人說明會 2023

SIWARD Company Presentation



願景：成為~全球製造高階頻率控制元件的先驅者

使命：成為~一個創造股東最大權益，照顧員工，善盡社會責任的好公司。

Agenda

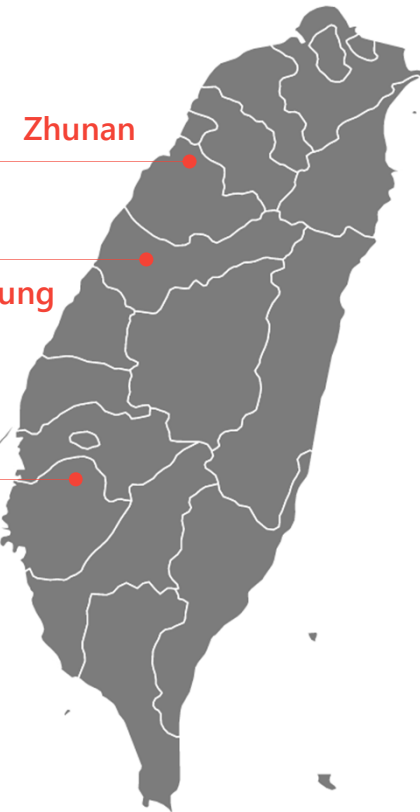
主 講 人

- ▶ 開場引言 總經理 曾榮孟
- ▶ 2023 營運暨財務報告 業務副總 張佑安
- ▶ Q&A 業務副總 張佑安

- **2023營運報告**

Major

Production Sites



Photolithography - Zhunan

- Photolithography process wafer design center
- Manufacturing site (Photolithography wafer for 32.768 kHz, small size & high freq. crystal and OSC)



HQs - Taichung

- RD center
- Major manufacturing site
- Sales office



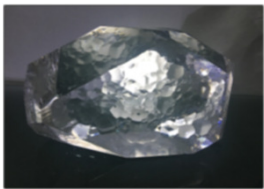
Quartz Bar - Tainan

- Synthetic quartz bar growing
- Manufacturing site (KHz)

Product Portfolio

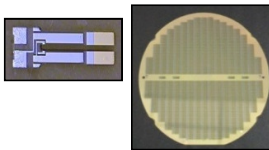
Quartz & Wafer

Synthetic Quartz



Tuning Fork Wafer

3" MEMS Wafer Processing



Crystal

Seam Seal



Tuning Fork
(32.768 KHz)



Thermistor (TSX)



Oscillator

OSC



VCXO



TCXO



(VC)TCXO



Key Application



Networking

Wi-Fi router, Switch, Gateway, FWA, Smart Home devices

IoT & Wearable

IoT, wearables, BT, TWS, GPS/GNSS, Modules

Mobile

4G LTE, 5G mobile phone

PC & Consumers

NB, retail, gaming, server, consumer electronics

Automotive

EV, TPMS, Infotainment

Application
 in

Networking & Smart Home

Wi-Fi Router / CPE

BRCM & MTK & Intel AVL



Smart Bell / Security



Smart Speaker



Others

Smart TV
 Set-top Box
 BT/BLE
 NFC



Crystal

1.2x1.0x0.30 mm

TSX

1.6x1.2x0.65 mm

Tuning Fork

3.2x1.5x0.80 mm

Oscillator

2.0x1.6x0.85 mm
 Phase Jitter@12K-20MHz 1.0 ps



Application
in

IoT & Wearable

TWS



Wearables



Medical



GPS/GNSS



Crystal

1.2x1.0x0.30 mm

TSX

1.6x1.2x0.65 mm

TCXO/VCTCXO

1.6x1.2x0.55 mm

High stability ± 0.5 ppm

Oscillator

2.0x1.6x0.85 mm

Phase Jitter@12K-20MHz 1.0 ps

Application
in

Mobile

Mobile

MTK & QCOM AVL

MEDIATEK

Qualcomm

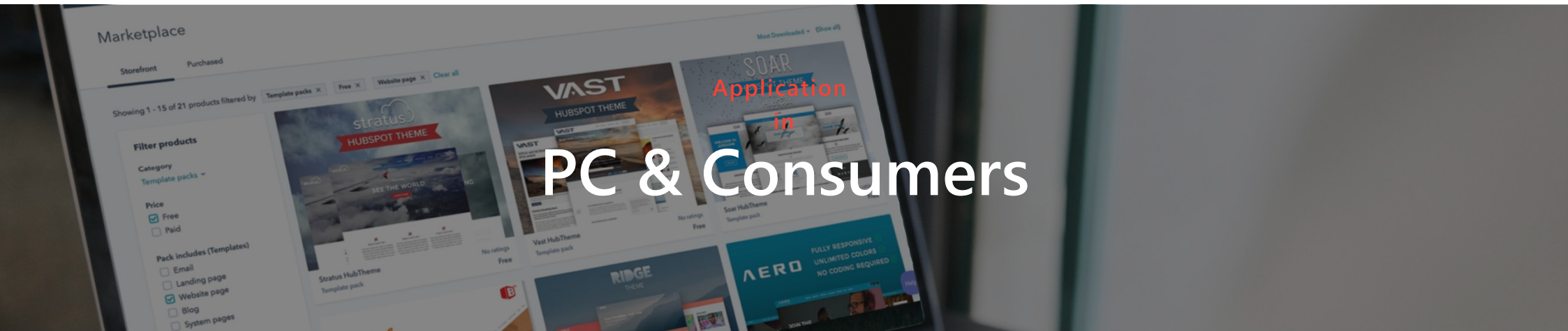


Crystal

1.2x1.0x0.30 mm

TSX

1.6x1.2x0.65 mm



PC & Consumers

Laptop



Electronic Shelf Labels



Gaming Controller



POS



Crystal

1.2x1.0x0.30 mm

Oscillator

2.0x1.6x0.85 mm
Phase Jitter@12K-20MHz 0.8 ps

TCXO/VCTCXO

1.6x1.2x0.55 mm
High stability ± 0.5 ppm

Application in Automotive



Crystal Usage

Electric Vehicle	Gasoline Vehicle
60~100 pcs	30~50 pcs



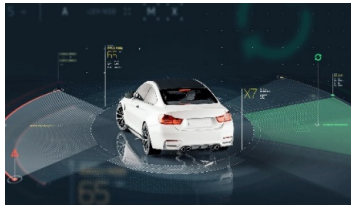
Infotainment

- Digital cockpit
- In-vehicle infotainment



Communication

- Communication system (Wi-Fi, BT, 5G/LTE, UWB)
- GPS/GNSS



ADAS

- Camera, radar, LIDAR
- HUD
- AVM



EV

- Charging station
- Battery management system (BMS)



TPMS

- TPMS



Security

- Smart key (Keyless)

Automotive grade with AEC-Q100/200 reliability qualified

Crystal

1.6x1.0x0.35 mm

TSX

1.6x1.2x0.65 mm

TCXO/VCTCXO

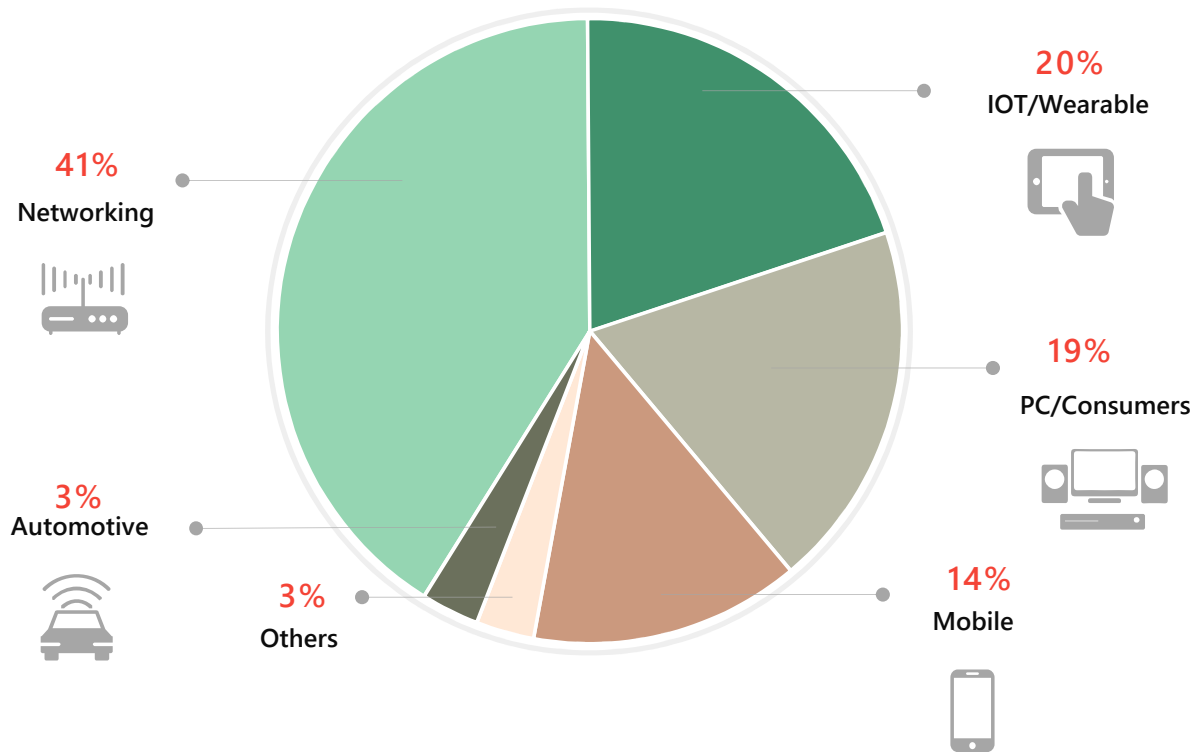
1.6x1.2x0.55 mm
High stability $\pm 0.5\text{ppm}$

Tuning Fork

2.0x1.2x0.6 mm

2023 Market Insight

Global sales by application



- **財務報告**

財務指標、財務績效、股利政策

資產負債表

單位:新台幣仟元	2022.9.30	2022.12.31	2023.9.30
流動資產	2,908,776	2,928,580	2,683,304
資產總額	5,732,300	5,679,464	5,121,945
流動負債	743,583	758,651	720,632
負債總額	1,713,105	1,576,366	1,268,416
權益總額	4,019,195	4,103,098	3,853,529
負債比率	30%	28%	25%
流動比率	391%	386%	372%
速動比率	153%	257%	282%
每股淨值	25.17	25.70	24.13

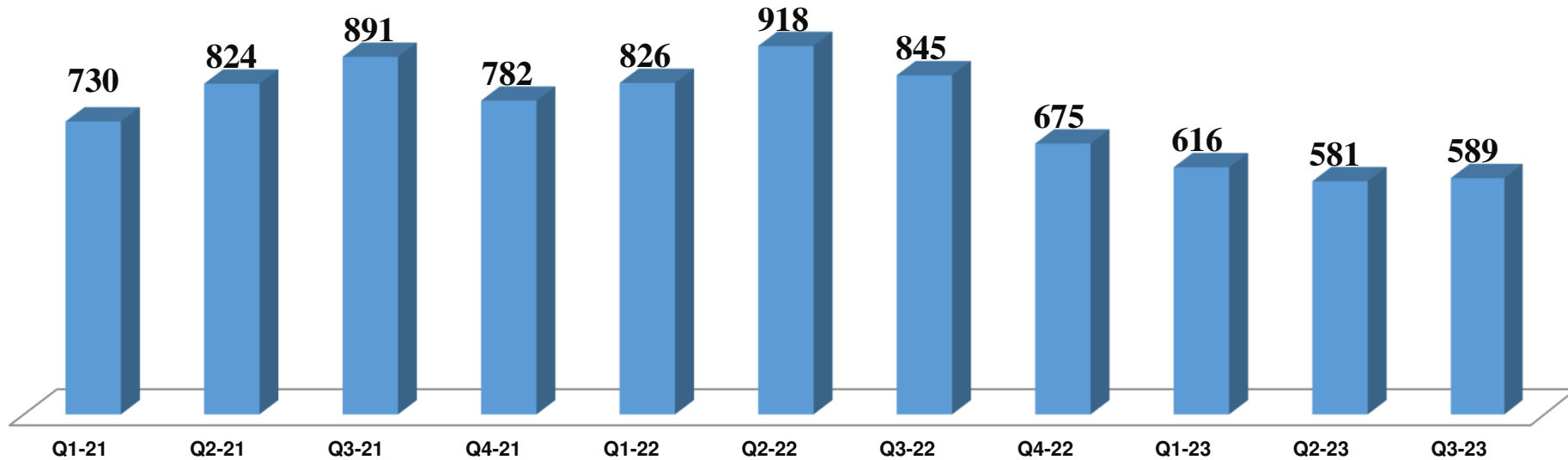
綜合損益表

單位:新台幣仟元	2022.1.1 ~ 2022.9.30	2023.1.1 ~ 2023.9.30	成長率(%)	2021	2022	成長率(%)
營業收入	2,590,003	1,786,298	-31.0%	3,226,200	3,263,584	1.2%
營業毛利	993,652	510,363	-48.6%	923,421	1,250,672	35.4%
營業淨利	643,268	237,145	-63.1%	514,452	799,556	55.4%
稅前淨利	866,873	331,775	-61.7%	519,062	983,342	89.4%
稅後淨利	678,289	252,251	-62.8%	405,283	768,073	89.5%
毛利率(%)	38.4%	28.6%	-25.5%	28.6%	38.3%	33.9%
營業利率(%)	24.8%	13.3%	-46.5%	15.9%	24.5%	53.6%
淨利率(%)	26.2%	14.1%	-46.1%	12.6%	23.5%	87.3%
權益報酬率	16.9%	6.3%	-62.5%	11.3%	18.9%	67.0%
每股盈餘	4.26	1.58	-62.9%	2.54	4.82	89.8%

每季財務績效-營業收入

Revenue

Unit: NTD Million



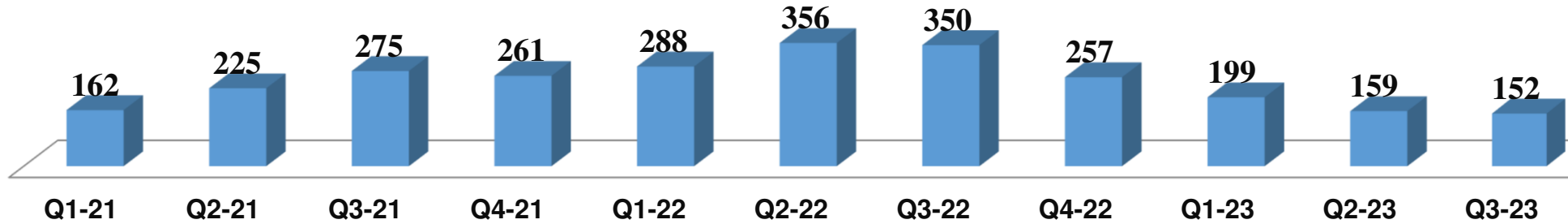
	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23
Revenue(QoQ)	3%	13%	8%	-12.2%	5.6%	11.1%	-8.0%	-20.1%	-8.7%	-5.7%	1.4%
Revenue(YoY)	38%	30%	23%	10.8%	13.2%	11.4%	-5.2%	-13.7%	-25.4%	-36.7%	-30.3%

每季財務績效-營業毛利

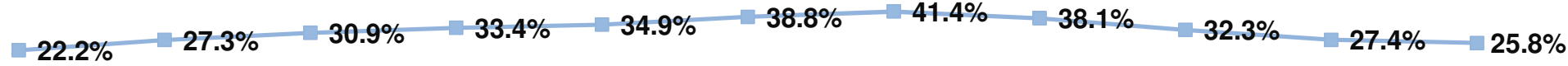


Unit: NTD Million

GROSS PROFIT



Gross Profit Rate

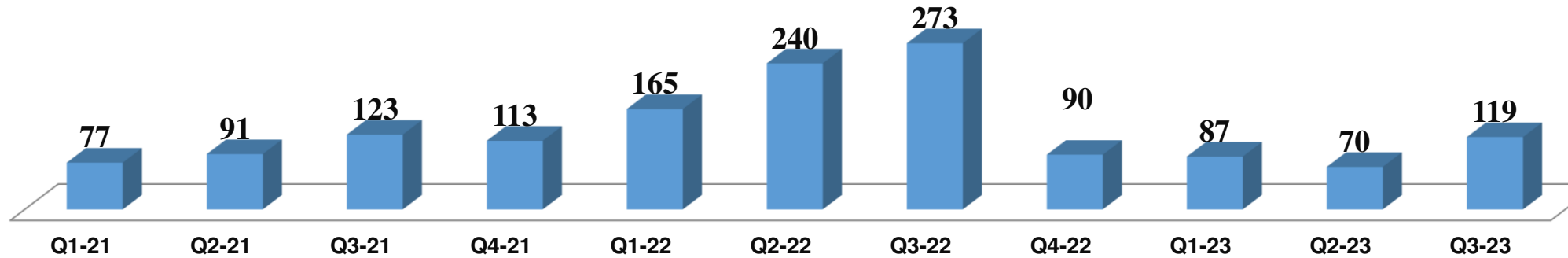


	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23
Gross Profit (QoQ)	30%	39%	22%	-5.1%	10.3%	23.6%	-1.7%	-26.6%	-22.6%	-20.1%	-4.4%
Gross Profit (YoY)	42%	62%	79%	108.8%	77.8%	58.2%	27.3%	-1.5%	-30.9%	-55.3%	-56.6%

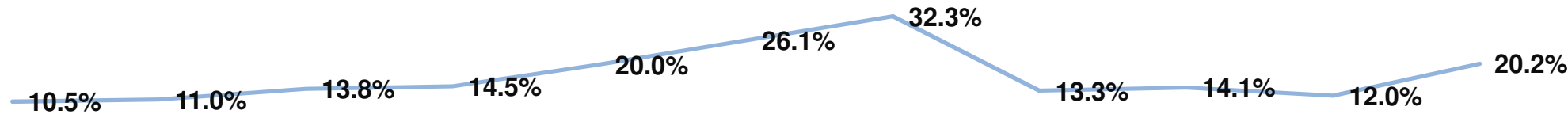
每季財務績效-稅後利益

Net Profit

Unit: NTD Million



Net Profit Rate



	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	Q4-22	Q1-23	Q2-23	Q3-23
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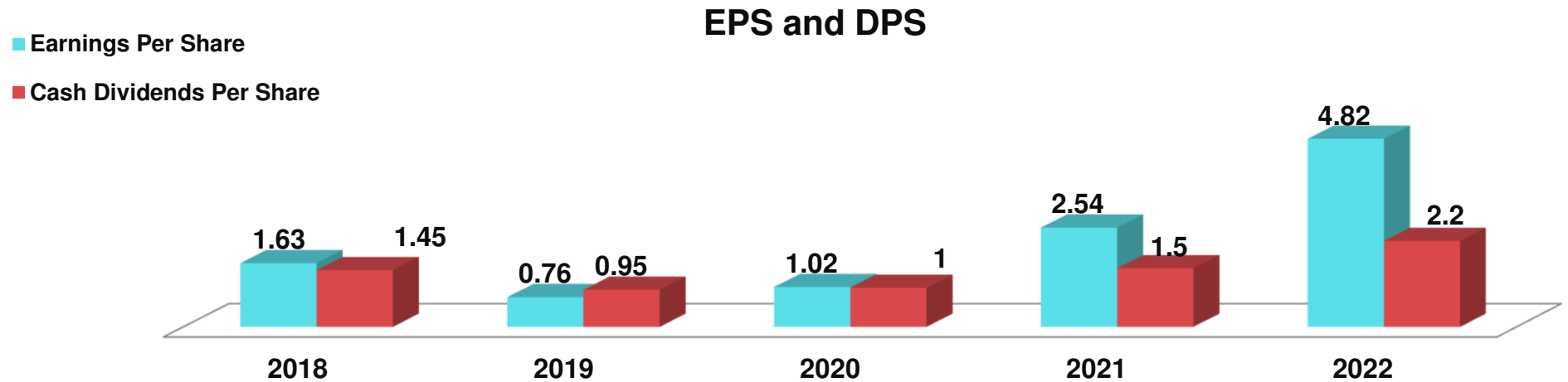
Net Profit (QoQ)

	381.3%	18.2%	35.2%	-8.1%	46.0%	45.5%	13.8%	-67.0%	-3.3%	-19.5%	70.0%
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Net Profit (YoY)

	108.1%	82.0%	112.1%	606.3%	114.3%	163.7%	122.0%	-20.4%	-47.3%	-70.8%	-56.4%
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股利政策



單位:元	2018	2019	2020	2021	2022
每股盈餘	1.63	0.76	1.02	2.54	4.82
每股股利	1.45	0.95	1	1.5	2.2
當年度平均收盤價	19.59	20.06	20.84	31.37	35.36
股息發放率(%)	88.96	125.00	98.04	59.06	45.64
殖利率(%)	7.40	4.74	4.80	4.78	6.22

- Q&A

Thank You
for your attention!

www.seward.com

