



瀚荃集團
CviLux Group

Connect the world, Connect the future.

#8103.TT



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Agenda

- ◆ 2023 Q3 Results
- ◆ Business Outlook
- ◆ ESG Realization
- ◆ Q & A



2023 Q3 Income Statement



(NTD in thousand)

	2022 Q3	2023 Q3	YOY
營業收入 Net Sales	917,871	821,298	-11%
營業成本 Cost Of Goods Sold	659,236	520,189	-21%
營業毛利 Gross Profit	258,635	301,109	16%
毛利率 %	28%	37%	
營業費用 Operating Expenses	190,233	186,728	-2%
費用率 %	21%	23%	
營業利益 Operating Profit	68,402	114,381	67%
營益率 %	7%	14%	
業外收支 Total Non-Op. Inc & Exp.	81,843	36,660	-55%
所得稅 Income Tax Expenses	47,043	41,184	-12%
稅後淨利 Net Profit	103,202	109,857	6%
每股盈餘 Earnings Per Share	1.32	1.4	6%

2023 Q1-Q3 Income Statement



(NTD in thousand)

	2022 1-9	2023 1-9	YOY
營業收入 Net Sales	2,977,140	2,247,793	-24%
營業成本 Cost Of Goods Sold	2,108,597	1,487,972	-29%
營業毛利 Gross Profit	868,543	759,821	-13%
毛利率 %	29%	34%	
營業費用 Operating Expenses	549,070	536,971	-2%
費用率 %	18%	24%	
營業利益 Operating Profit	319,473	222,850	-30%
營益率 %	11%	10%	
業外收支 Total Non-Op. Inc & Exp.	158,816	92,080	-42%
所得稅 Income Tax Expenses	167,179	112,121	-33%
稅後淨利 Net Profit	311,110	202,809	-35%
每股盈餘 Earnings Per Share	3.97	2.6	-35%

2023 Q3 Products Mix

(quarterly)



	2022 Q3	2023 Q3	YOY
Server & Communication	27%	29%	-6%
Note Book	26%	28%	-7%
Industrial Application	28%	19%	-38%
Devices & Consumer	8%	10%	+18%
Electro-optical	4%	7%	+7%
Automotive	5%	5%	-20%
AIOT	1%	2%	+24%

2023 Jan-Sep Products Mix



	2023 Jan-Sep	2023 Jan-Sep	YOY
Server & Communication	24%	28%	-14%
Note Book	28%	27%	-29%
Industrial Application	26%	20%	-42%
Devices & Consumer	9%	10%	-13%
Electro-optical	6%	8%	0%
Automotive	2%	5%	+2%
AIOT	2%	2%	+3%

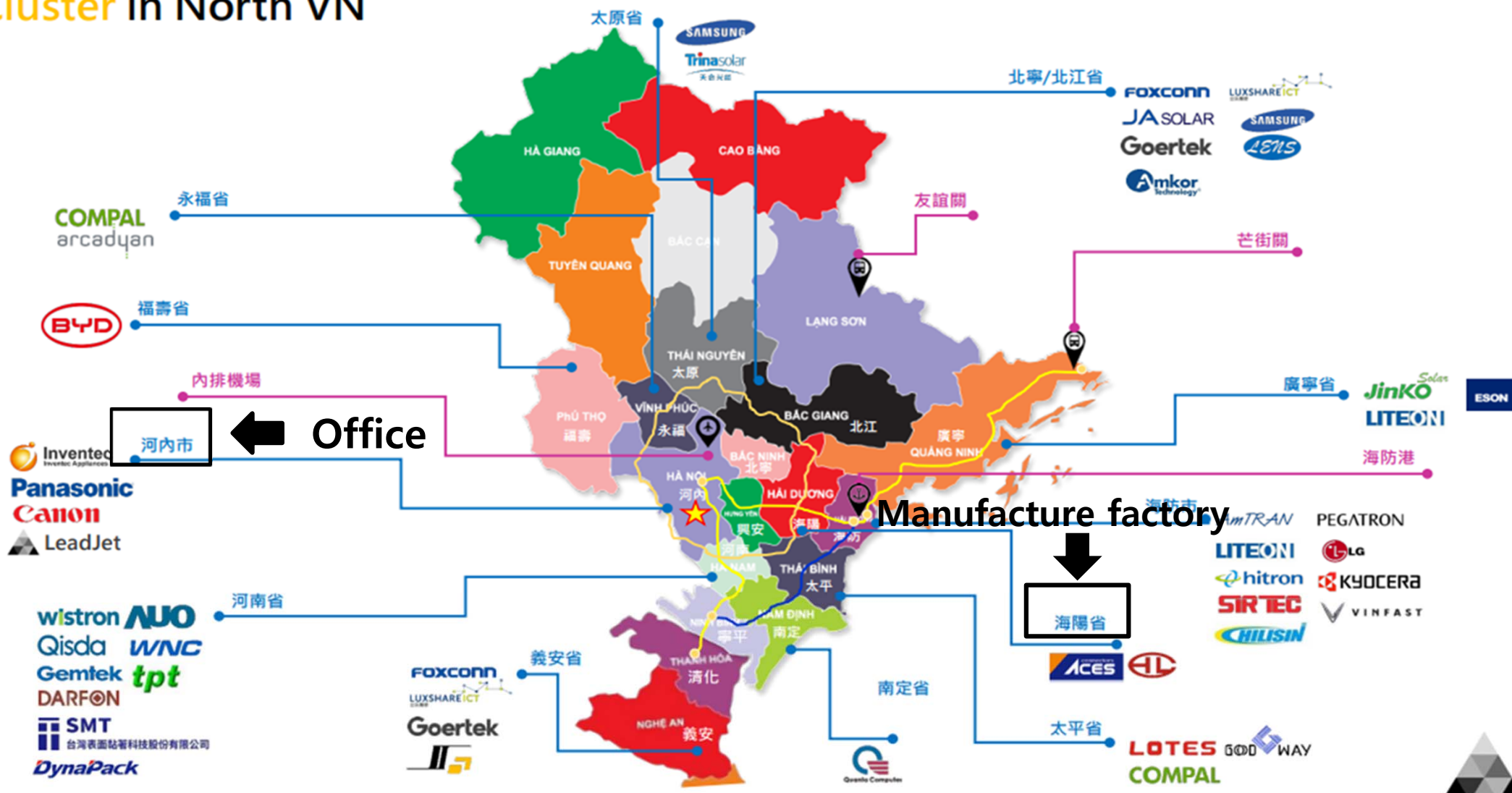
Business Outlook

- ◆ The road to recovery in 2023 will be slow, and the recovery of demand after inventory depletion will return to the pre-epidemic off-peak season operation model.
- ◆ The visibility of H1 in 2024 is uncertain, and there is a consensus among customers and the industry on H2 recovery ◦
- ◆ Momentum: The increase in upstream capital expenditure in the industry, the increase in policy-driven charging and green energy construction, the demand for NB replacement, and the increase in the demand for AI server or traditional server construction.
- ◆ Client demand trend: high-speed transmission, high current, non-Chinese production capacity is preferred!



Vietnam layout

E-Cluster in North VN



Production line planning in Vietnam

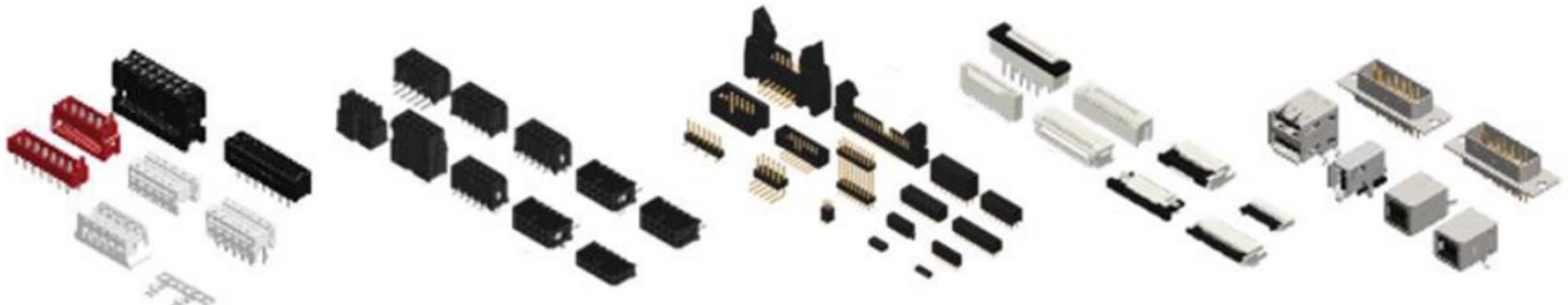


• 預計產品 Type C 線端 第一階段

序號		试产	手工线	自动机	送料方式	訂單	备注
CU3024 長短體		OK	OK	機台验收	连续	優先降低成本	高檔
CU31P002 夾板式		OK	OK	機台验收	连续	優先降低成本	戰鬥版

• Housing 第二階段

• Terminal



ESG Realization



2003

• Earned SONY's Green Partner certification

2005

• Obtained **ISO 14001** Environmental Management Systems

2005

• Earned Canon's Green Partner certification

2007

• SONY verified our Suzhou Factory as their Green Partner

2008

• Earned Pegatron's Green Partner certification

2008

• Promote non-halogenated products, reduce the use of halogen barriers in response to green product design

2010

• Carrying out ISO 14067's Carbon Footprint Verification

2011

• **Reached QC 080000** Hazardous Substance Process Management System Requirements

2012

• Verified by **ISO 14064** Greenhouse gases inventory

2012

Cvilux Chongqing(CQC) reached **ISO 14001 and QC 080000 requirements**

2013

• Suzhou Factory verified by **ISO 14064** Greenhouse gases inventory

2020

• Earned Swisscom's Sustainable development Program (**SDP Award-Grade Silver**)

2021

• **Self-composed ESG Report accomplished**
• Complete Greenhouse gases inventory

2022

• **CviLux Lao Reached QC 080000** Hazardous Substance Process Management System Requirements

2023

• **CviluxTamsui Obtained RBA Silver Certificate** , **Issue ESG report**

From AI manufacturing to Green manufacturing



低碳智能製造

驅動綠色智能制造

ESG目標

提升員工效率及客戶滿意度

強化供應鏈協作

碳管家

碳盤查

企業組織整體概盤

能源管理 組織活動碳排管理
上游下游排放管理

碳履歷

碳足跡

產品生命週期細盤

原物料 製程
供應鏈 廢棄物

綠色智造

碳中和

低碳減排運營

節能減碳生產
低碳智能採購

收集

紀錄

報告

ESG 數位平台

監控

改善

研發

採購

設備

生產製造

銷售

物流配送

售後服務

產品設計 / 原物料採購 / 生產排程 /
品質管理 / 物流運輸 / 報廢管理/SMB+MES

能源效率分析
減碳成果分析

原料碳紀錄 / 產品碳紀錄

提效



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降成



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Q&A Connect the world, Connect the future.

