

TWSE:8103



瀚荃集團

CviLux Group

2014上市公司業績說明會



簡報主題

- 基本資料
- 產業地位
- 經營績效
- 營運策略
- Q & A

有關瀚荃

成立日期	1990
負責人	楊超群
地址	台灣新北市淡水區中正東路一段3巷9號9樓
登記資本額	NT\$10億元 (US\$33M)
2013 營收	NT\$25億2千萬元 (US\$84M)
員工總人數	2500 +

中華徵信所 **2013 TOP 5000 製造業經營績效排名第146名**



產品線

產品別

Connector , Fiber Optical 、 FFC , Wire Harness , Cable Assemblies and PCBA

Electronic Components Distribution

產業應用

Networking, NB, electro-optical, Industrial, Automotive and Consumer electronic

新產品線

Mobile electronic Devices & Accessories for Cloud Intelligent life and IOT applications

國際品質系統認證

■ ISO14001:2004



■ ISO14064



■ ISO9001:2008



■ TS16949



■ IECQ QC080000



■ OHSAS18001:2007



工廠據點

■ 瀚荃營運總部 - Taiwan (CCT)

- 面積: 3,500M²
- 員工: 170+



■ 瀚荃東莞一廠 1 -China (CED-1)

- 面積: 24,000M²
- 員工: 750+



■ 瀚荃蘇州廠 - China (HBC)

- 面積: 18,000M²
- 員工: 700+



■ 瀚荃東莞二廠 -China (CED-2)

- 面積: 4,000M²
- 員工: 120+



■ Chong Qing Plant - China (CQC)

- 面積: 42,000 M²
- 員工: 200+
- 建造中



■ 群翰東莞廠 - China (DQH)

- 面積: 11,000M²
- 員工: 400+

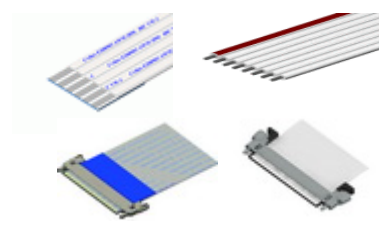


Connector



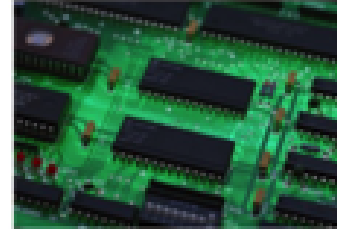
- FFC/FPC
- eDP/LVDS
- Wire to Board
- Board to Board
- Power
- IDC
- Headers
- D-Sub
- IO
- RF
- Fiber Optical

FFC / Cable Assemblies



- eDP / LVDS Assembly
- IDC Cable
- Flat Flexible Cable
- Cable Assemblies
- Customized Wiring harnesses
- RF Cable
- Cable accessories for handheld devices

PCBA



- Bluetooth Module
- Motor Control Board
- Automotive
- Smart charger
- Bluetooth Phone
- Customized PCBA

I.C. / Discrete Components



- Capacitor
- MOSFETs
- Fuse
- Electronic
- Parts & IC
- Led Driver

全球行銷網路



- 銷售國家 & 地區: **80+**

- 國際經銷商: **50+**

[International Sales & Marketing Company](#)



產業地位

全球主要筆電和平板品牌或代工廠合格供應廠

全球主要面板和品牌電視或代工廠合格供應廠

全球前十大電源供應器製造廠之合格供應廠

全球主要品牌多功能印表機製造廠之合格供應廠

全球前五大EMS代工廠之合格供應廠

More than 60 Global Accounts

The collage is divided into two main sections. The top section features a collage of electronic components, including a green circuit board, a white plastic housing, and a person working on a machine. The bottom section features a collage of a silver convertible car and a person working on a machine. The text 'The Good Life' is written in a stylized font across the top of the collage.

汽車電子客製品

德國汽車供應鏈客戶:

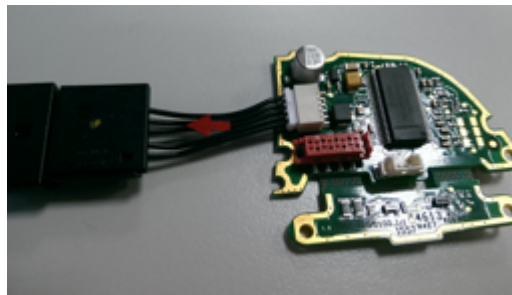
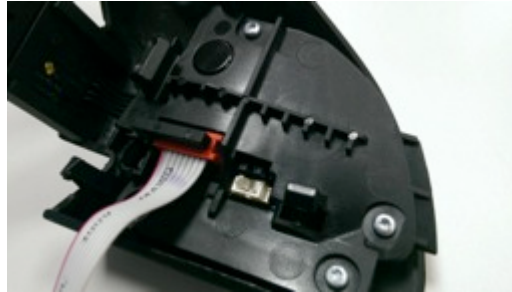
Preh
Kostal

車載電子應用:

Driver Controls
Car Central Control
Steering Wheel Control
Shift Gear
Overhead Console

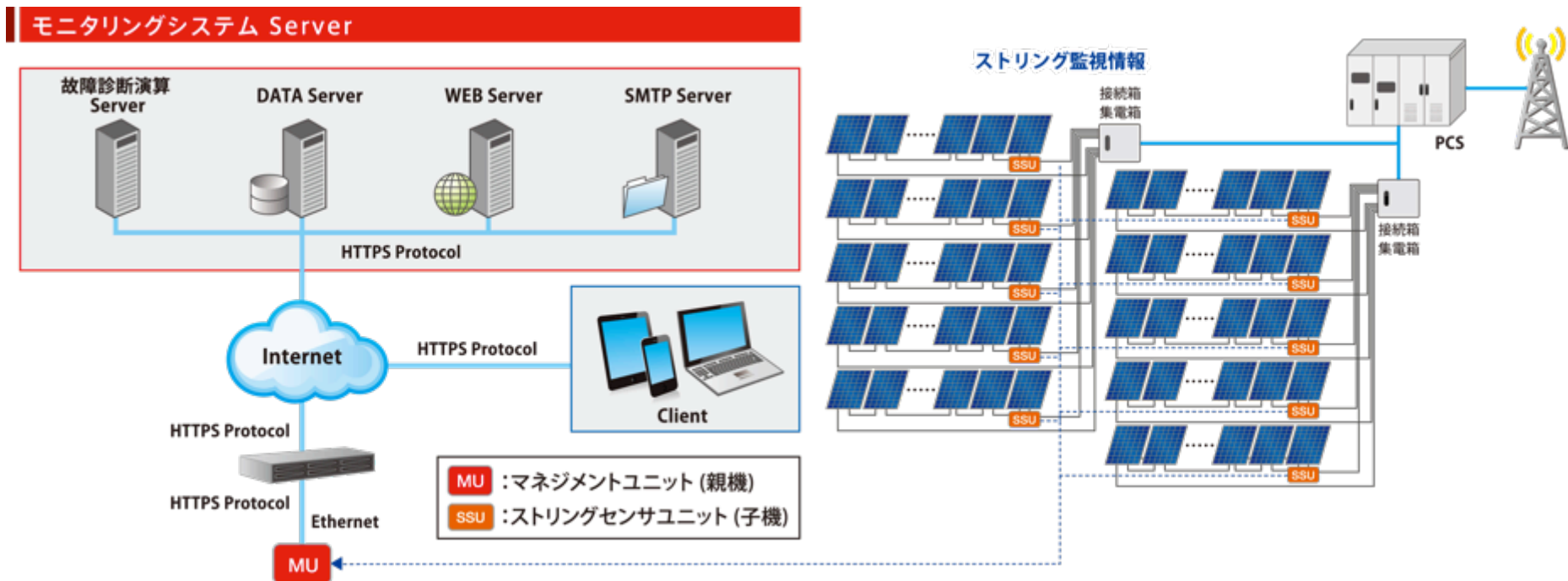
終端客戶:

Benz
BMW
Audi
VW
OPEL



太陽能客製集電箱

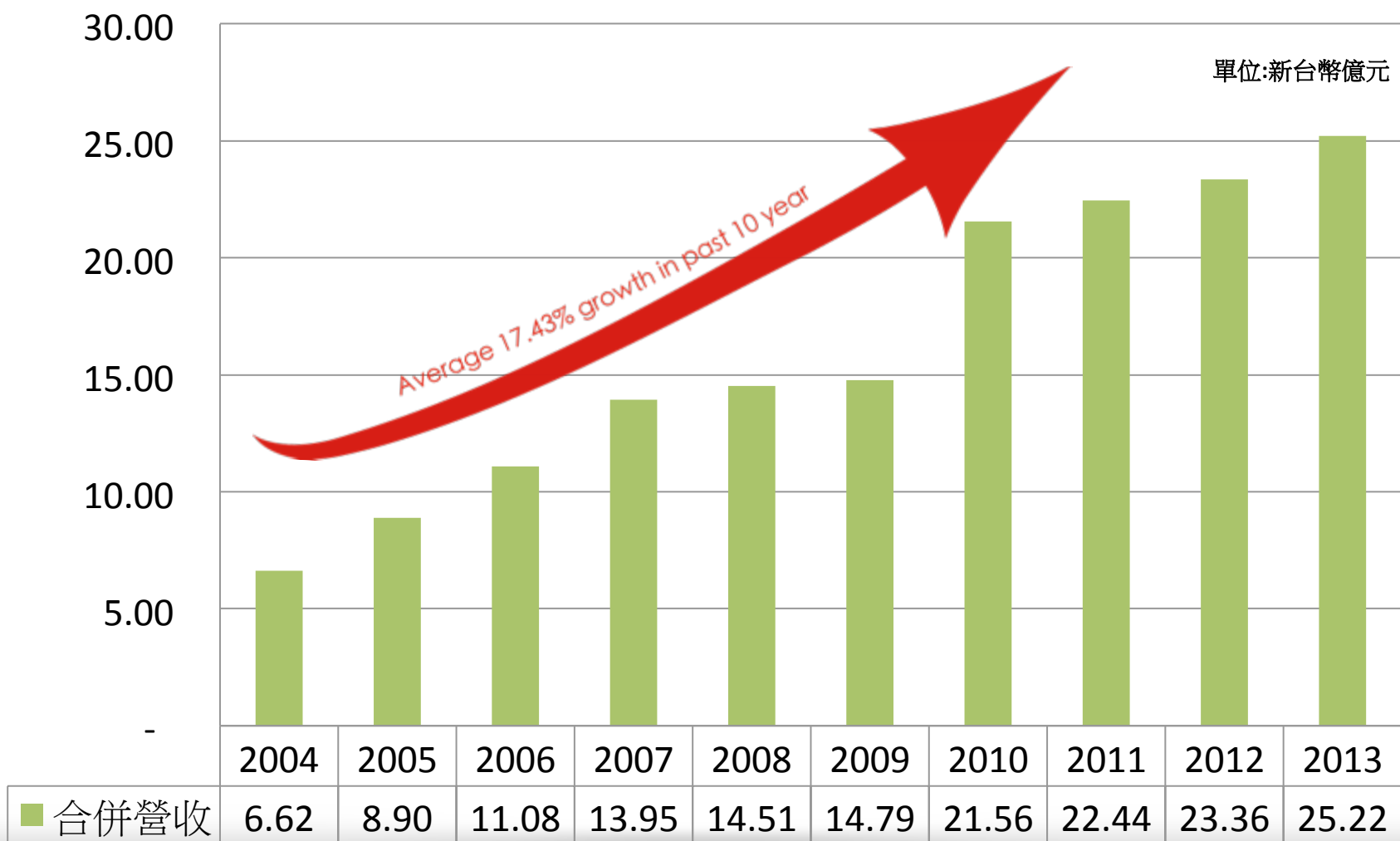
三洋集電箱最終客戶為松下



各產業代表客戶



過去十年營收



2013 vs 2014同期營收比較

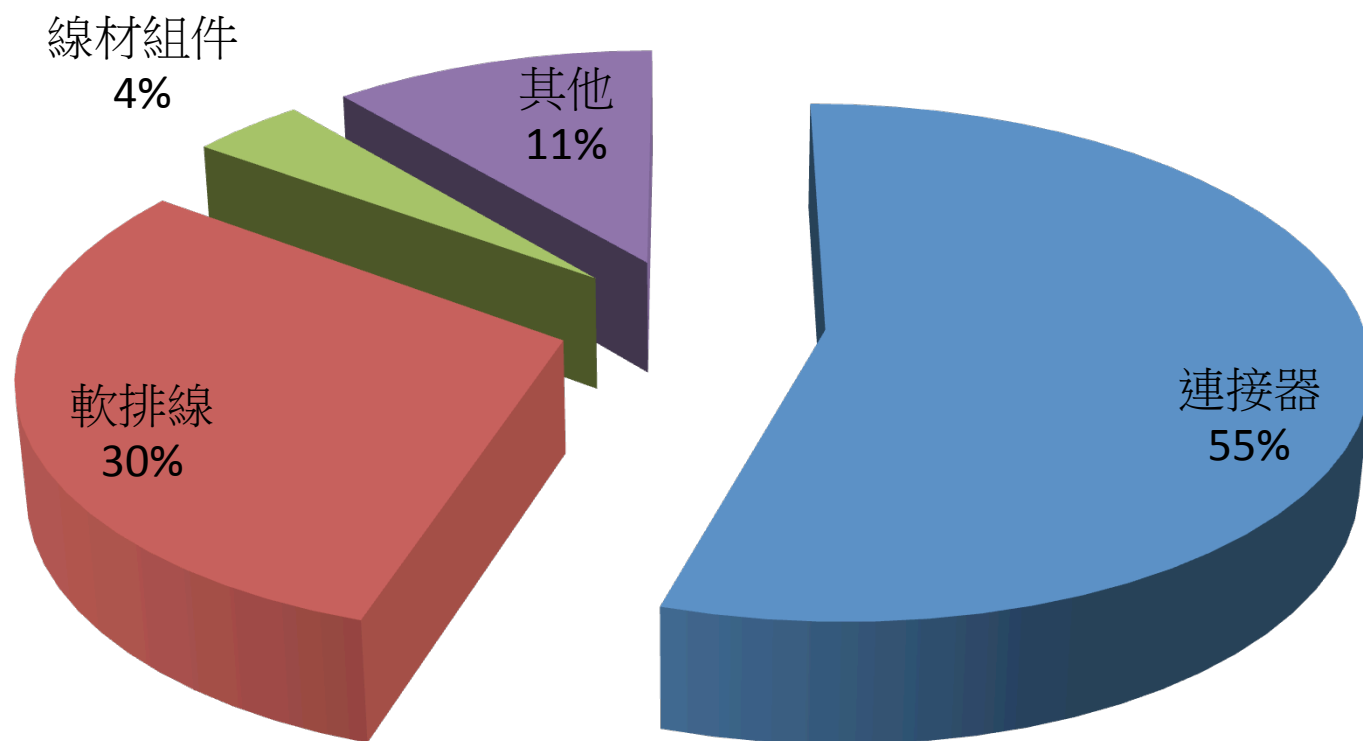


財報

單位：新台幣千元

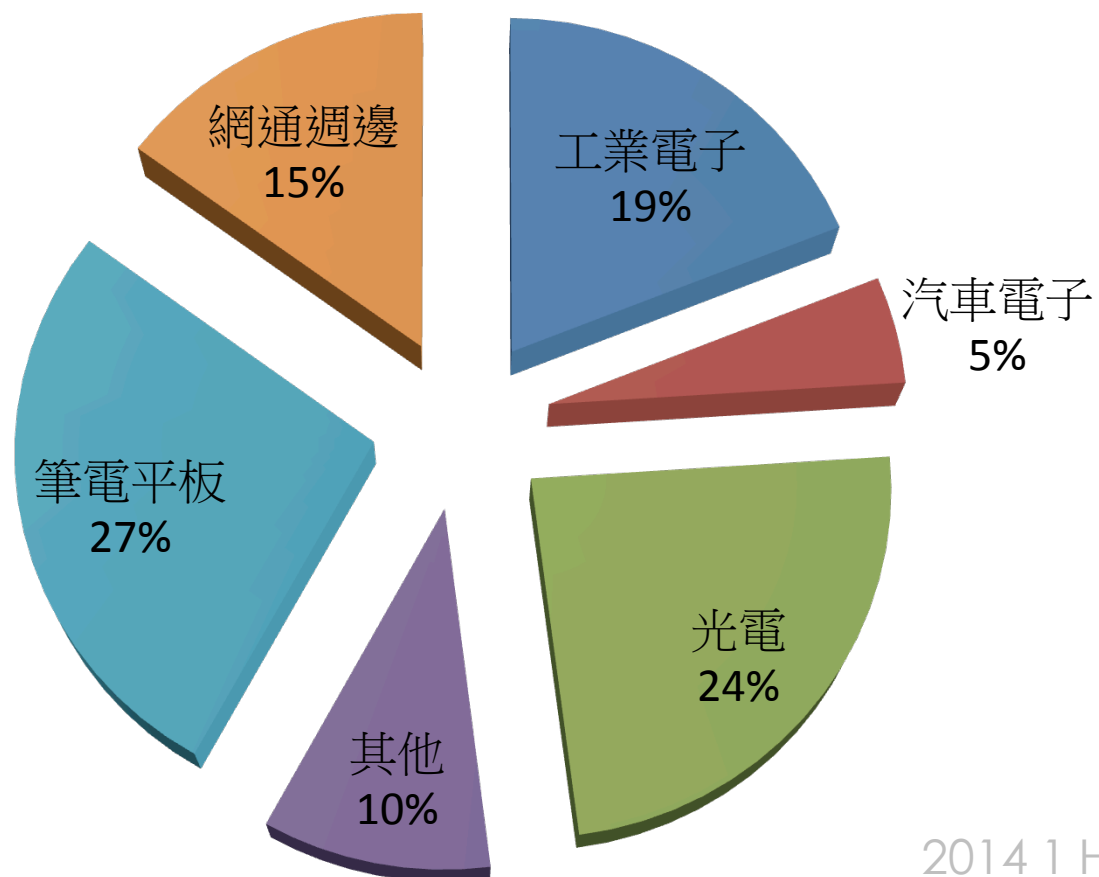
期間	2014 / Q2	2014 / Q1	QOQ %	2014 / 1-6	2013 / 1-6	YOY %
營收淨額	774,595	606,735	27.67%	1,381,330	1,160,394	19.04%
營業毛利	255,342	193,780	31.77%	449,122	356,660	25.92%
本期淨利	85,013	79,916	6.38%	164,929	118,662	38.99%
每股盈餘(元)	1.13	1.06	6.60%	2.19	1.59	37.74%
淨值(元)	28.47	29.41	-3.19%	28.47	26.06	9.24%

產品別營收比重



2014 1 H

產業別營收比重



2014 1 H

願景

產品策略：

元件->模組->成品->系統整合->應用服務
垂直或水平整合提升產品附加價值

新產品線：

Apple MFI iSafeFile - for iPhone5 and above version
Bluetooth / Wi-Fi 模組
雲端智慧生活及物流網周邊產品, wireless + sensor + APP

營銷策略：

OBM/ODM產銷一條龍, 實體和虛擬通路整合行銷

經營策略：

開源節流用小資本支出創造最大效益
跨領域異業結合共同開發新創產品提升產品附加價值

願景：

連接器本業持續調整產業比重以提升營收並挹注營利
新產品線預定於2014 Q4開始挹注營收

集團自有品牌



Connectors &
Cable
Assemblies



Mobile Electronic
for Cloud
Intelligent Life



Cloud V.D.I.





雲端智慧生活周邊產品

Security Storage Series

Cloud Security Cable
Cloud Security Key
Cloud Security Adaptor
File Protector Storage



Wireless Series

BlueDocker
3 in 1 Wi-Fi Storage
IP Camera

Cable Accessories

Smart travel pack
CviLux Apple cable accessories
CviLux handheld cable accessories



Mobile Accessories

iPhone back cover & Accessories

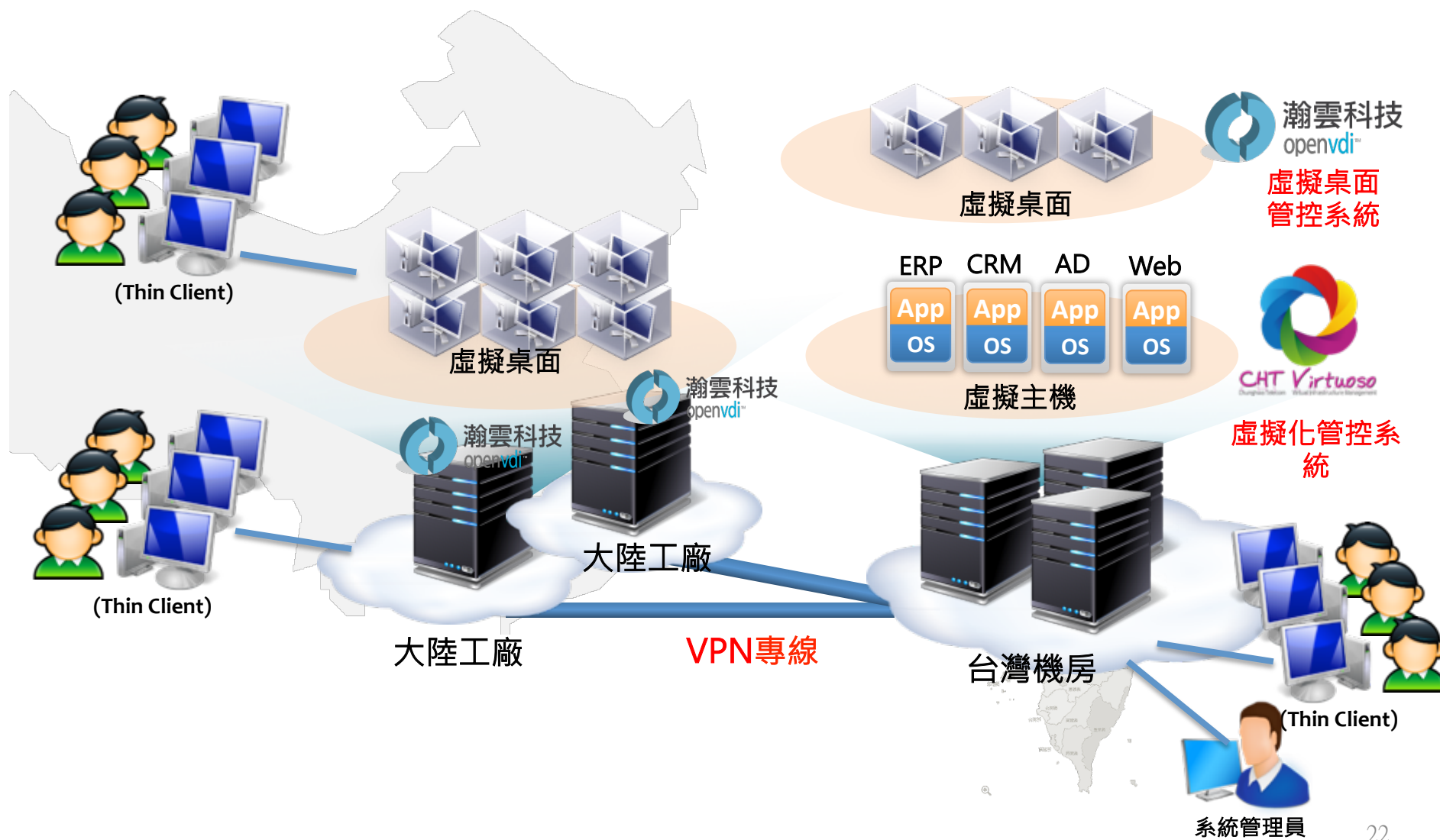


Mobile Power Bank

Power Bank



雲端虛擬桌面整合系統



A 3D rendered white figure wearing a black necktie, leaning its right arm on a large white rectangular sign. The figure is standing on a light gray surface.

Thank You !