

# G2C+

## 聯合業績發表會

志聖  
*c sun*

均豪  
GPM

均華  
GMM



# G2C贊助臺大學術勵進獎



# G2C+

合力共創 同行致遠

## 2022 Semicon Taiwan全場最大攤位



# 2022 Semicon Taiwan全場最大攤位



# 免責聲明

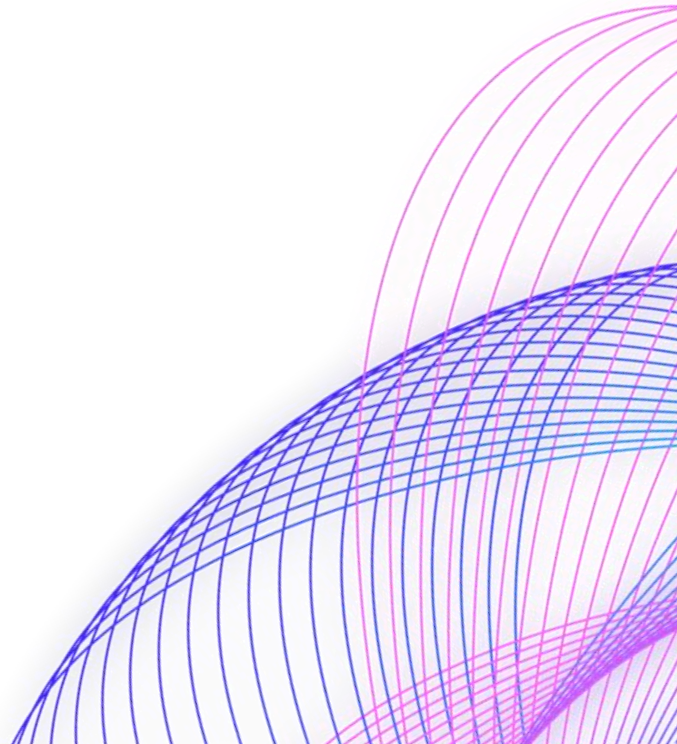


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# Agenda

- 志聖 Q3營運成果
- 市場機會
- 因應策略
- T型策略與展望
- Q&A





# Q3

## 營運成果

# 2022 Q3 營運成果



in TWD millions

	2022Q3累計	2021Q3累計	2021	2020	2019	2018
	%	%	%	%	%	%
Revenue-Consolidated	4,094	4,235	5,723	4,086	4,438	5,700
COGS		2,792 65.9%	3,781 66.1%	2,538 62.1%	3,170 71.4%	3,902 68.5%
Gross Margin		1,443 34.1%	1,942 33.9%	1,547 37.9%	1,268 28.6%	1,798 31.5%
Operating Expense		896 21.2%	1,202 21.0%	1,017 24.9%	954 21.5%	1,119 19.6%
Operating Income		547 12.9%	740 12.9%	531 13.0%	314 7.1%	679 11.9%
Net Non-Op. Profit		124 2.9%	135 2.4%	75 1.8%	104 2.3%	106 1.9%
Net Income before tax		671 15.8%	875 15.3%	606 14.8%	418 9.4%	785 13.8%
Net Income after tax		544 12.9%	716 12.5%	475 11.6%	338 7.6%	598 10.5%
Attribute to stockholder's of the parent	582	492 11.6%	660 11.5%	439 10.7%	312 7.0%	556 9.8%
ROE		17.94%	23.04%	16.46%	11.64%	21.83%
EPS (NT\$/after tax)	\$3.72	\$3.24	\$4.35	\$2.94	\$2.09	\$3.73
Debt Ratio		62.05%	58.44%	60.26%	58.66%	58.23%

市場機會



# SEMI

PLP、SoIC、CoWoS、InFo、SiP  
車用電子、HPC、AIoT、手機

# PCB

BT、ABF、HDI、RCC  
車載板、伺服板、IC載板

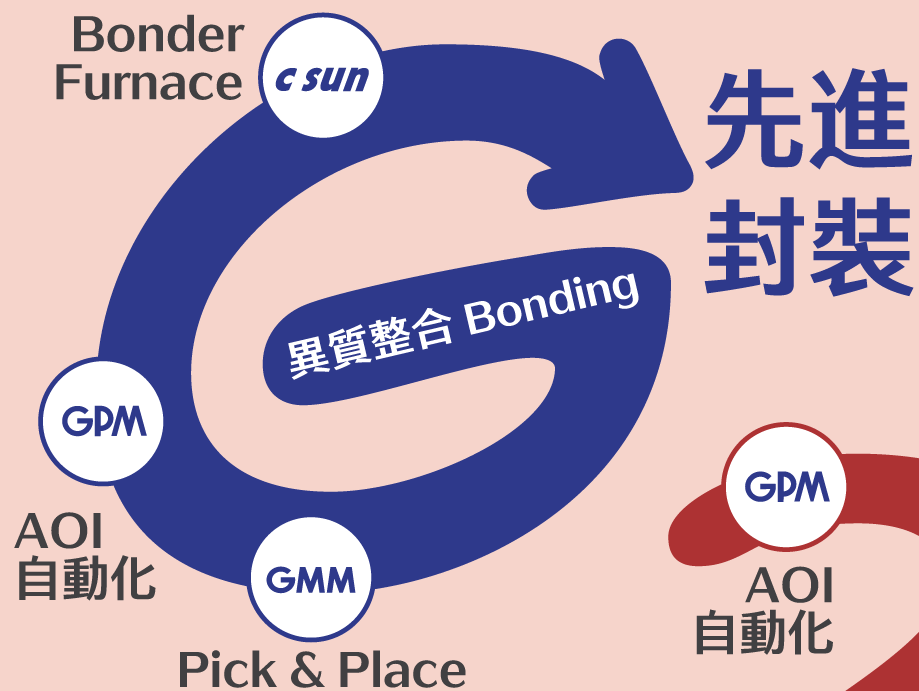
# 電子應用

鏡頭、射頻模組  
AR/VR、5G天線

# FPD

Mini LED、OLED、Micro LED  
車用面板、PID、透明顯示器、AR/VR

# 因應策略



壓膜、熱固化  
脫泡、電漿

*c sun*

Molding

Micro  
LED

AOI  
研磨  
自動化

GPM

GMM

巨量轉移

GPM

AOI  
自動化

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壓膜、貼合  
熱固化

Sorter  
精密取放

GMM

模組貼合

電測

GMM

GPM

AOI

*c sun*

壓膜、貼合  
熱固化、退火

鏡頭、模組貼合

穿戴  
裝置

車用  
面板



# T型策略

The background features several overlapping geometric shapes. A large, tilted pink rectangle dominates the upper left. Below it, a darker purple shape is visible. To the right, a blue shape is partially seen. In the bottom left corner, a small cyan square is present. The overall composition is modern and abstract.

# T型策略

志聖  
*C SUN*

創峰  
*tcf*

均豪  
GPM

均華  
GMM

祁昌  
UTRON

視動  


## G2C+ 聯盟策略

### 市場第一

### 貼近領先客戶

### 技術創新

隱形冠軍策略



『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--

經營理念  
皆大歡喜



**G2C+**

合力共創 同行致遠

## 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 ---



Q & A