

偉訓科技股份有限公司 2022 法人說明會簡報

The leading provider of PC Cases, PSUs and Rackmount
Chassis serving customers around the world.

股票代號 3032

2022.11.23



聲明 Disclaimer

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公司基本資料 About HEC

成立時間

(Established)

1979.2.16

實收資本

(Capital)

NTD1,132,856,260

員工人數

(Staffs)

3,000

總公司

(Headquarter)

台南市安南區安和路二段54巷225號

225 LANE 54 AN HO ROAD SEC.2 TAINAN TAIWAN

工廠據點

(Factory location)

台南、東莞、惠州、江西永豐、江西安遠

TAINAN、DONGGUAN、Hui-Zhou、Young-Fon、An-Yuan

主要產品

(Main product)

工業電腦機殼、電腦機殼、PC電源供應器、
醫療床及家居床

Server case、PC case、PC Power、Medical bed

The leading provider of PC Cases, PSUs, Rackmount Chassis and home care beds serving customers around the world.

40年

致力於機電
整合經驗

公司里程碑 Milestone

公司成立
Established

1979

於深圳設立電腦機殼
專業製造廠
通過 ISO-9002 認證
Establish professional
case manufactory in
Shenzhen.

1996

深圳設立電源供應器專
業製造廠
通過 ISO-9001 認證
Establish professional
PSU manufactory in
Shenzhen.

1998-99

江西成立變壓器專業製
造廠
通過 ISO-14001 認證
Establish professional
transformer manufactory
in Jiangxi.

2010

東莞設立第二電源
供應器專業製造廠
Establish second
professional PSU
manufactory in
Dongguan.

2015

深圳遷廠至東莞東驛
於江西安遠設立電源供
應器組裝廠-偉嘉電子
Moving the plant from
Shenzhen to Dongguan
To Establish professional
PSU manufactory in
Jiangxi.

2018

成立安遠偉昌豐
電子有限公司
Establish WCF in
Jiangxi.

2020

1980

1989

引進電腦機殼
開發設計技術
Import computer
case design and
development
technology.

1997

深圳設立電腦機殼
專業製造廠
通過 ISO-9002 認證
Import PSU design
and development
technology.

2000

2001-02

股票正式上櫃、上市
listed company at OTC
and TWSE.

2010

2012

通過 OHSAS18001認證

取得力韓公司 60% 股權
取得富驊企業 50.48% 股權
Acquired Optima Ltd., 60%
stock in April.
Acquired LFE Ltd., 50.48%
stock in June.

2016

2019

因應美中貿易戰成立MIT生
產線
Establish professional case
and PSU manufactory in
Taiwan.

2020

偉訓集團 HEC GROUP



偉訓科技



伺服器機殼、
資料庫機櫃
Server Chassis



電源供應器
Power Supply



電競機殼
Gaming Chassis



電競自有
品牌
Gaming Own Brand



富驊企業



雲端儲存
器設備
Storage



伺服器機殼
Server Chassis



CNC製程



POS機殼

OPTIMA
CREATIVE • HEALTH • QUALITY

力韓



醫療床
Medical Bed



長照床
醫療椅
Long-Term Care Bed



輪椅床
Robotic Care Bed & Wheelchair



長照床
Long-Term Care Bed

集團綜效 Group Synergy



機殼事業處核心優勢 Case

全球進入5G數位時代，高速運算、大數據傳輸及儲存需求增加，近年來雲端需求不僅沒有受到疫情及通膨壓力影響並且以大幅成長。偉訓在伺服器機殼領域已經營超過20年，其 Thermal 能力及機構專利遠遠領先於同業，最近一年取得全球雲端一線大廠大案合作，營收穩定成長。

HEC has been operating in server market with extensive experience and far ahead of competitors on thermal capability and structural patents. In recent years HEC has obtained cooperation opportunities with first-tier Cloud manufacturers, which will bring stable revenue growth.



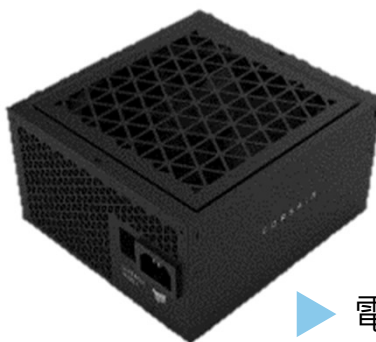
電源供應器事業處核心優勢 Power

偉訓長期耕耘安控電源，電競電源及PC系統電源等各領域電源產品發展，三大領域佈局有成，尤其在電競電源的五大要求(極靜音/高效率/低紋波/電壓精準度高/高速動態負載變動)有獨特研發設計優勢，獲得客戶高度肯定，預期未來在白金及鈦金等高毛利領域將為出貨主流，對於獲利有非常顯著的貢獻。同時，因應產業發展趨勢，偉訓未來也會投入安控電源領域，拉高營收比重。

HEC concentrated working on power supply fields (Gaming/PC System/ SVR) with our professional technology and unique advantage. Also, benefit from high-margin model (80 Plus platinum/Titanium) became mainstream of shipment, it will increase revenue and profitability. At the same time, HEC will more focus on SVR power supply field to increase the proportion of revenue.



▶ 安控電源



▶ 電競電源

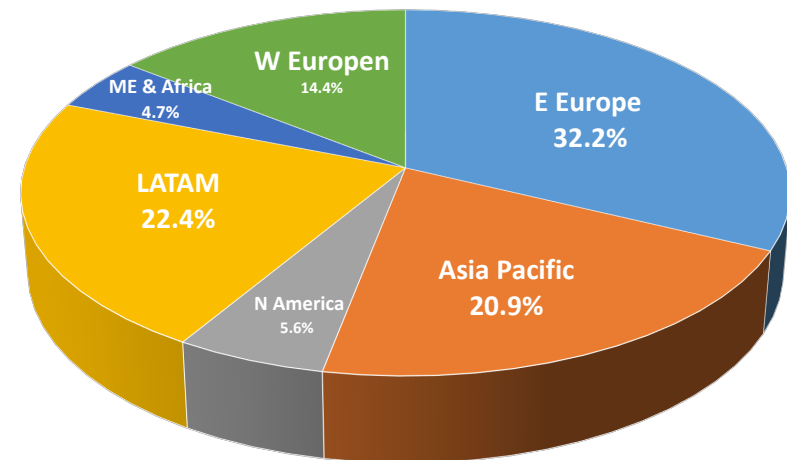


▶ PC系統電源

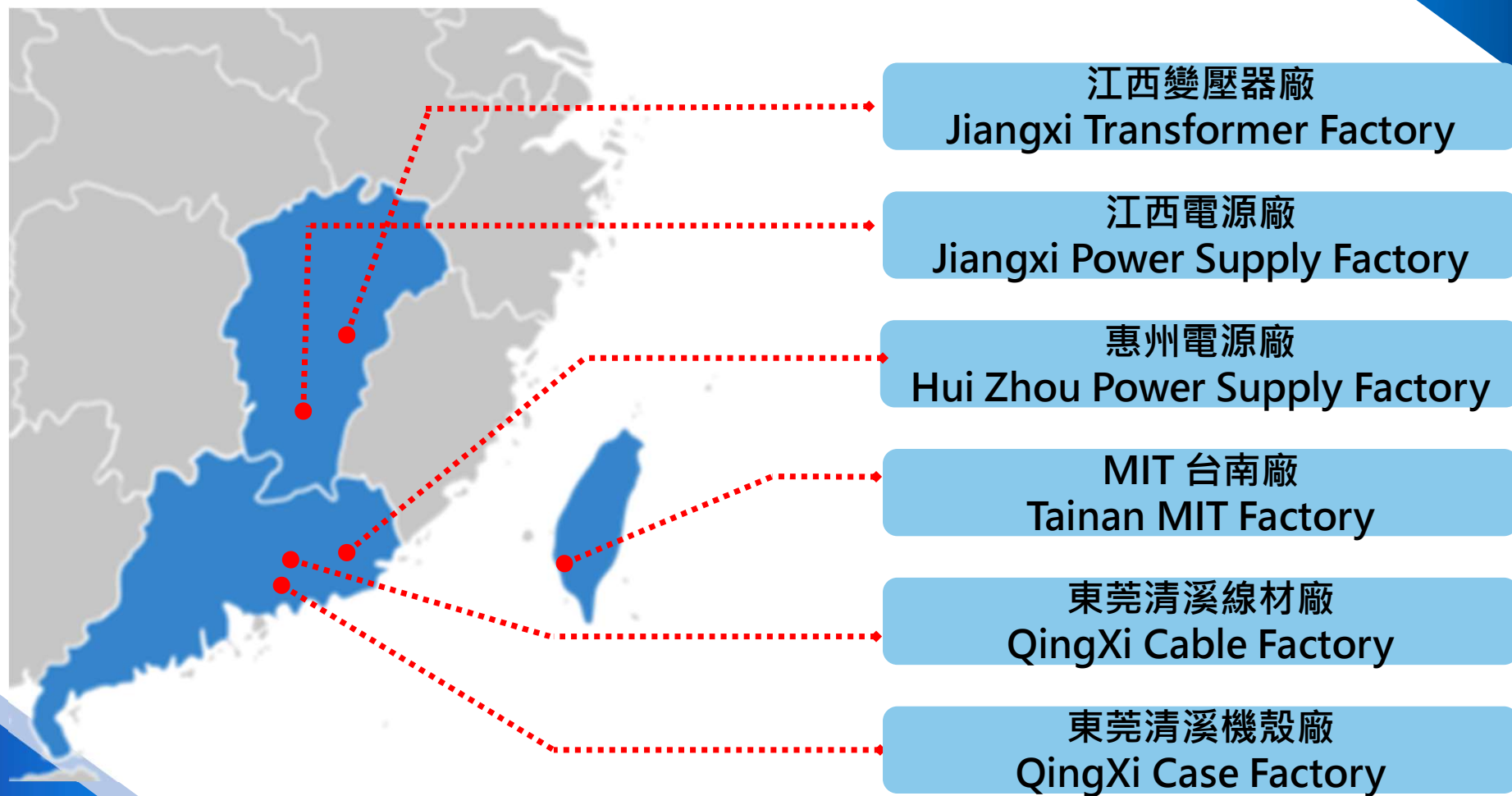
COUGAR 品牌核心優勢 COUGAR Brand

COUGAR 品牌在全球的代理商數量於2022年已達到85家，銷售據點涵蓋83個國家，COUGAR 已成功進入主要電競市場。而銷售據點完整均衡的佈局，提供 COUGAR 在歐洲、美洲、和亞太各市場的銷售均衡成長，各區銷售比例皆在20%以上，而中東及非洲的銷售也將穩定發展，COUGAR 已成為國際電競品牌。

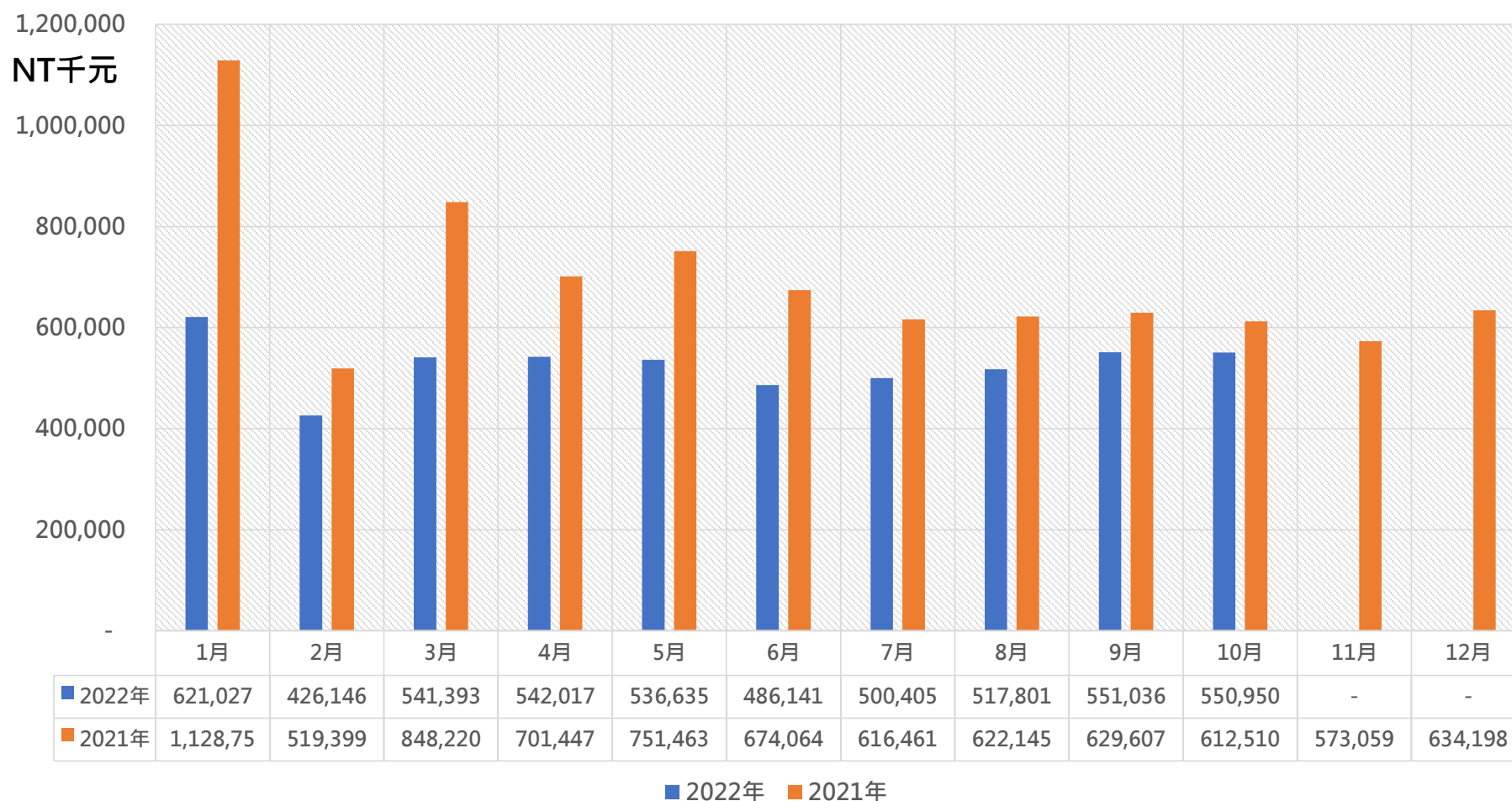
By now, global distributor of the COUGAR brand are reaching 85 and coverage is up to 83 countries. The global marketing channel also with above 20% growth of sales ratio in each region. COUGAR has become an international Gaming brand.



偉訓工廠位置 Factory Location



月營收表現-偉訓合併 Monthly Sales



獲利表現-偉訓合併 Profit

NT\$K	2022 1-3Q	2021 1-3Q	YoY%
營業收入 Net Revenue	4,735,598	6,518,142	-27.35%
營業成本 COGS	3,792,263	5,351,567	-29.14%
營業毛利 Gross Profit	943,335	1,166,575	-19.14%
營業淨利 Operating Profit	302,616	308,820	-2.01%
稅後淨利 Net Income after tax	397,734	315,639	26.01%
母公司業主稅後淨利 Attributable to Shareholders of the Parent	279,775	244,860	14.26%
每股盈餘(單位:元) EPS after Tax	2.48	2.17	14.28%
毛利率 GPM	20%	18%	
營業淨利率 Operating Profit ratio	6%	5%	
稅後淨利率 Net Profit after Tax ratio	8%	5%	

集團產品營收佔比 Revenue Share

NT\$K	2022 1-3Q	佔比	2021 1-3Q	佔比
伺服器機殼及其零組件 Server Chassis	2,233,085	47%	2,183,747	34%
電源供應器 Power Supply	1,067,915	23%	1,894,551	29%
電競自有品牌電競週邊產品 Private Brand	655,490	14%	1,414,654	22%
醫療床及長照床 Medical and Long-term Care Bed	237,473	5%	538,561	8%
其他 Others	541,635	11%	486,629	7%
合計 Total	4,735,598	100%	6,518,142	100%

股利政策 Dividend Policy

年度 YEAR	每股盈餘 (NT元) EPS	現金股利 (NT元) Cash Div.	股利發放率 Div. Payout Ratio
2021	2.63	2	76%
2020	4.21	3.1	74%
2019	2.50	2	80%
2018	3.70	2.25	61%
2017	2.15	2	93%



營運展望 Prospect

- 機殼事業處 Case -

- ✓ 取得北美及歐洲兩家雲端大廠認證，雲端機櫃第二條產線已經建置完成，明年訂單將可倍數成長。
 - ✓ 偉訓機箱的 ODM 能力及安規技術能力均領先同業，相繼得到兩家 1st tier 大客戶青睞，並取得2023年系統機箱合作案，機箱將會有30%的成長。
-
- ✓ Get the certification of two top cloud companies in North America and Europe. Completed the second production line and expect to at least double the increase in orders in 2023.
 - ✓ With an advantage in ODM and product safety certification, HEC's case wins favor with top companies and has the cooperation of system case in 2023. It is expected to have a 30% increase in case.



營運展望 Prospect

- 電源供應器事業處 Power -

- ✓ 對應 nVIDIA 40 顯卡部分已經完成布局，並且重磅上市。
 - ✓ 明年將針對諧振電源架構進行多項發明專利申請，專利將能有效縮小電源供應器的設計尺寸，提高效率與降低紋波，是領先業界的創新，未來將應用在偉訓客戶的高階產品，為下一個世代做準備。
-
- ✓ HEC Power supply launched new generation for the NVIDIA RTX 40 series successfully.
 - ✓ The patent application for the power supply design in LLC Resonant Converter will be submitted in 2023. It is an industry-leading technology and helps reduce the size of the PSU to improve efficiency and reduce the ripple. The technology will be applied to the HEC's high-end products.



營運展望 Prospect

- 自有品牌 COUGAR -

- ✓ 2022年Q4歐洲及北美新代理商增加，擴大市場渠道，結合2023年參展及行銷活動的投入，提升歐洲及北美市場品牌力，預估2023年可達25%以上年成長。
- ✓ 持續深耕電競產品領域，今年Q4與明年Q1將陸續推出以下重點產品，為 2023 注入新的成長動能。
 - 電競桌椅：COUGAR 已成為電競桌椅領先品牌之一，除持續推出具設計特點的電競桌椅外，同時切入新市場，以人體工學為主軸，推出電動升降桌、人體工學椅及周邊產品，滿足專業人士或個人日常工作所需的“健康”及“效率”需求。目前已預計推出 4-5 款具有市場領先設計機種，強化產品線完整度。
 - 機箱：旗艦級 Cratus 與 Panzer 800 將於 11、12月陸續上市，持續奠定 COUGAR 高端電競品牌形象。
 - 電源：對應最新 ATX3.0 與 PCI-E5.0 規格的電源已完成布局，將於12月開始量產上市，滿足最新 Nvidia 40 顯卡需求。
 - 散熱：因應目前 Intel/AMD CPU 不再附帶散熱風扇，推出空冷產品搶占市場。
- ✓ Increase channel partners and marketing campaigns to expand the European and North American markets. It is expected to have a 25% sales growth in 2023. More key products will be launched in the near future, including gaming chairs, cases, PSUs, CPU coolers, etc.



感謝聆聽

 偉訓科技股份有限公司