



# 希華法人說明會 2022

## 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

- ▶ 開場引言
- ▶ 財務報告
- ▶ 產品銷售
- ▶ 總結 Q&A

主 講 人

總經理 曾榮孟

業務副總 張佑安

- **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	2021.9.30	2021.12.31	2022.9.30
流動資產	2,417,596	2,586,533	2,908,776
資產總額	5,400,881	5,896,090	5,732,300
流動負債	767,393	735,968	743,583
負債總額	1,794,935	1,891,489	1,713,105
權益總額	3,605,946	4,004,601	4,019,195
負債比率	33%	32%	30%
流動比率	315%	351%	391%
速動比率	214%	235%	153%
每股淨值	22.58	25.08	25.17

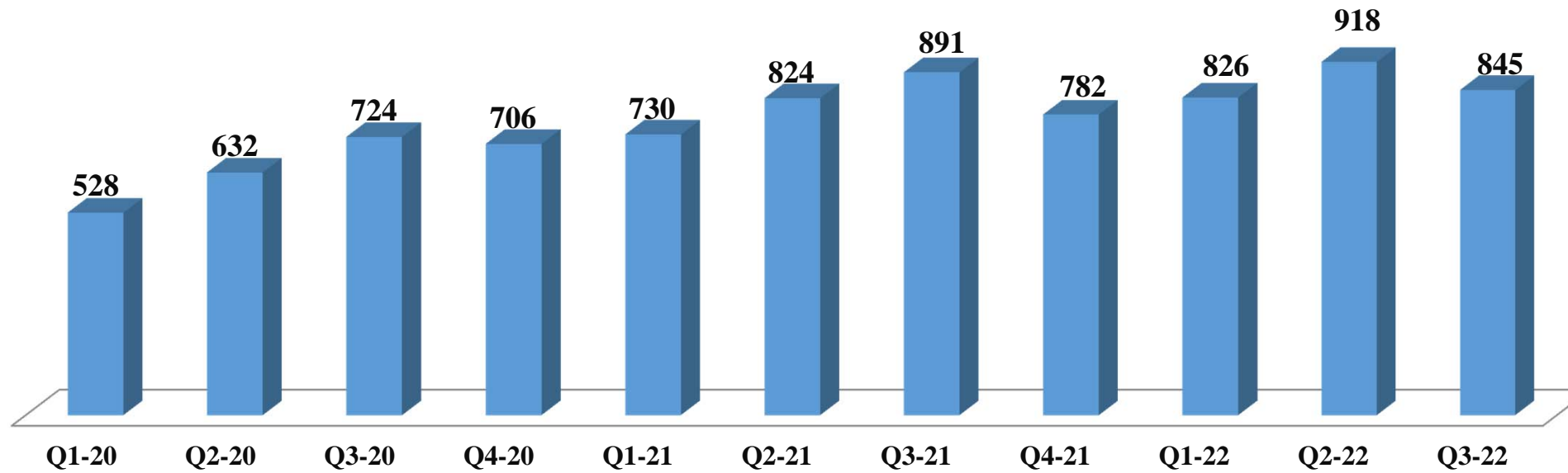
# 綜合損益表

單位:新台幣仟元	2021.1.1 ~ 2021.9.30	2022.1.1 ~ 2022.9.30	成長率(%)	2020	2021	成長率(%)
營業收入	2,444,494	2,590,003	6.0%	2,590,872	3,226,200	24.5%
營業毛利	662,089	993,652	50.1%	532,342	923,421	73.5%
營業淨利	366,143	643,268	75.7%	201,628	514,452	155.1%
稅前淨利	370,086	866,873	134.2%	206,023	519,062	151.9%
稅後淨利	292,394	678,289	132.0%	161,803	405,283	150.5%
毛利率(%)	27.1%	38.4%	41.6%	20.5%	28.6%	39.3%
營業利率(%)	15.0%	24.8%	65.8%	7.8%	15.9%	104.9%
淨利率(%)	12.0%	26.2%	118.9%	6.2%	12.6%	101.2%
權益報酬率	8.7%	16.9%	95.0%	5.3%	11.3%	114.1%
每股盈餘	1.84	4.26	131.5%	1.02	2.54	149.0%

# 每季財務績效-營業收入

## Revenue

Unit: NTD Million



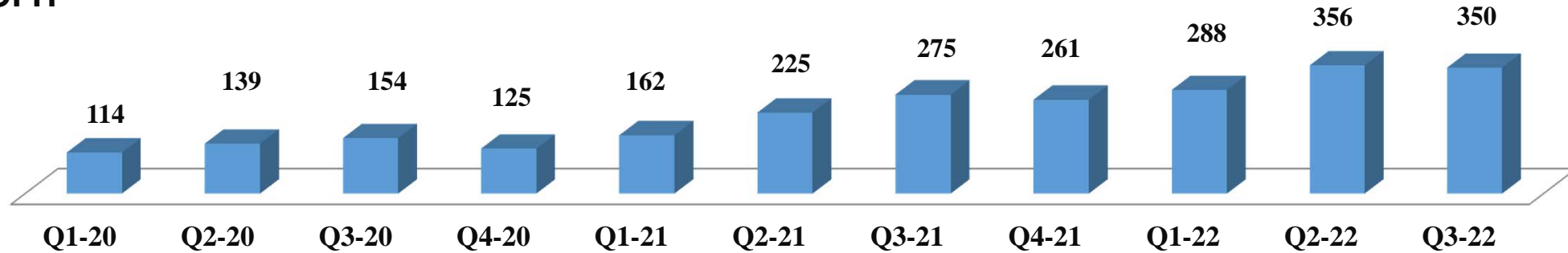
	Q1-20	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22
<b>Revenue(QoQ)</b>	-7%	20%	15%	-3%	3%	13%	8%	-12.2%	5.6%	11.1%	-8.0%
<b>Revenue(YoY)</b>	-4%	14%	16%	24%	38%	30%	23%	10.8%	13.2%	11.4%	-5.2%

# 每季財務績效-營業毛利

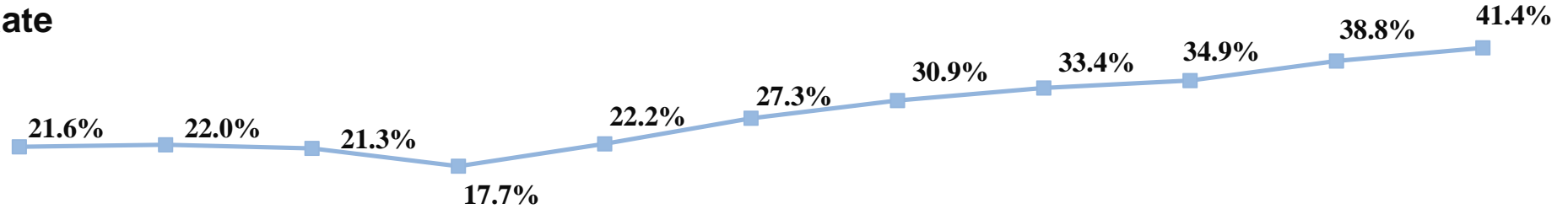


Unit: NTD Million

## GROSS PROFIT



## Gross Profit Rate



	Q1-20	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22
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Gross Profit (QoQ)

18%	22%	11%	-19%	30%	39%	22%	-5.1%	10.3%	23.6%	-1.7%
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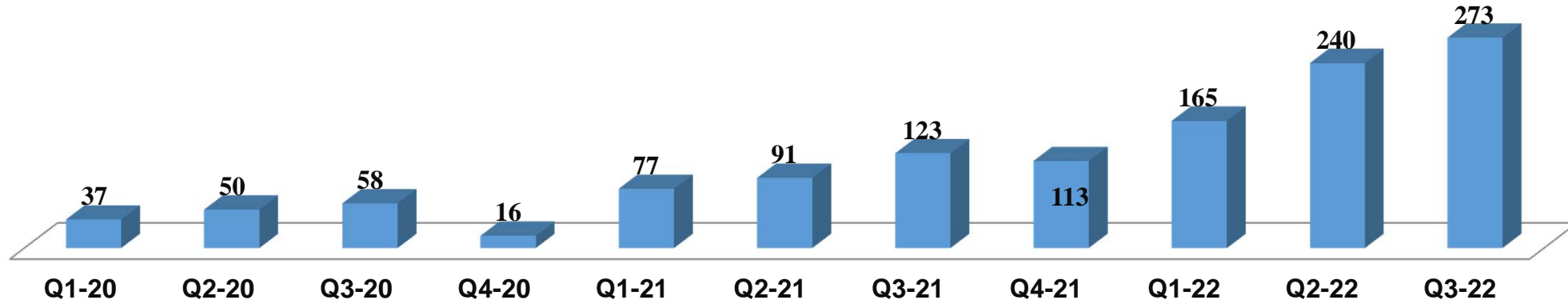
Gross Profit (YoY)

8%	18%	9%	29%	42%	62%	79%	108.8%	77.8%	58.2%	27.3%
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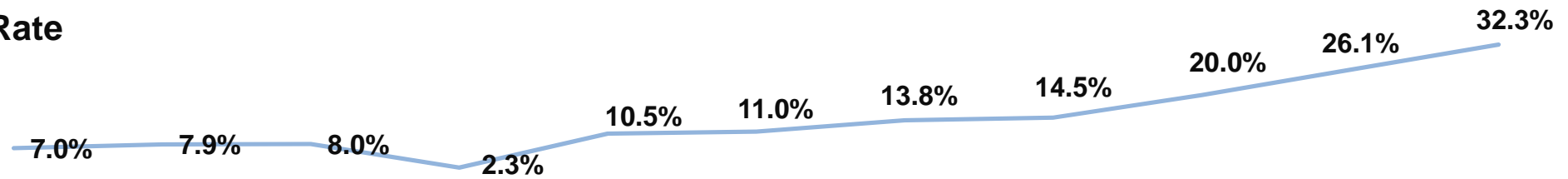
# 每季財務績效-稅後利益

## Net Profit

Unit: NTD Million



## Net Profit Rate



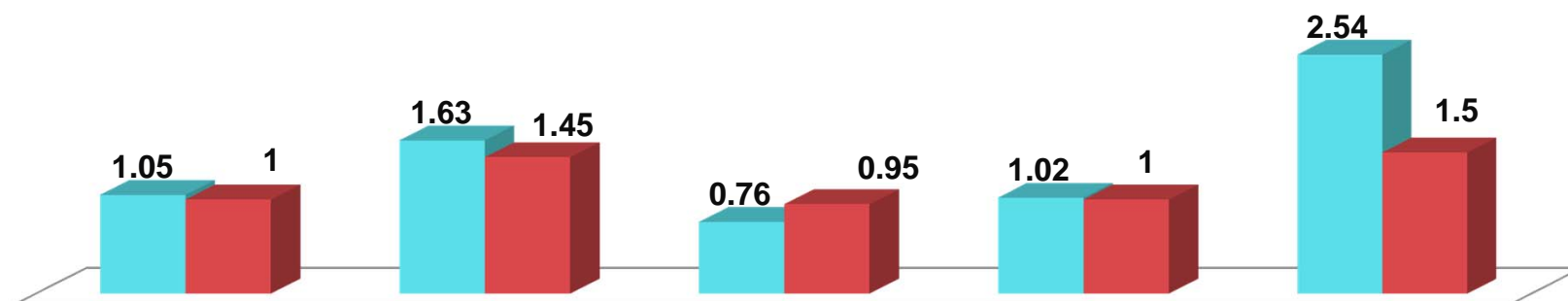
	Q1-20	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22
Net Profit (QoQ)	-628%	35%	16%	-72%	381%	18%	35%	-8.1%	46.0%	45.5%	13.8%
Net Profit (YoY)	19%	16%	7.4%	-328%	108%	82%	112%	606.3%	114.3%	163.7%	122.0%



# 股利政策

## EPS and DPS

- Earnings Per Share
- Cash Dividends Per Share



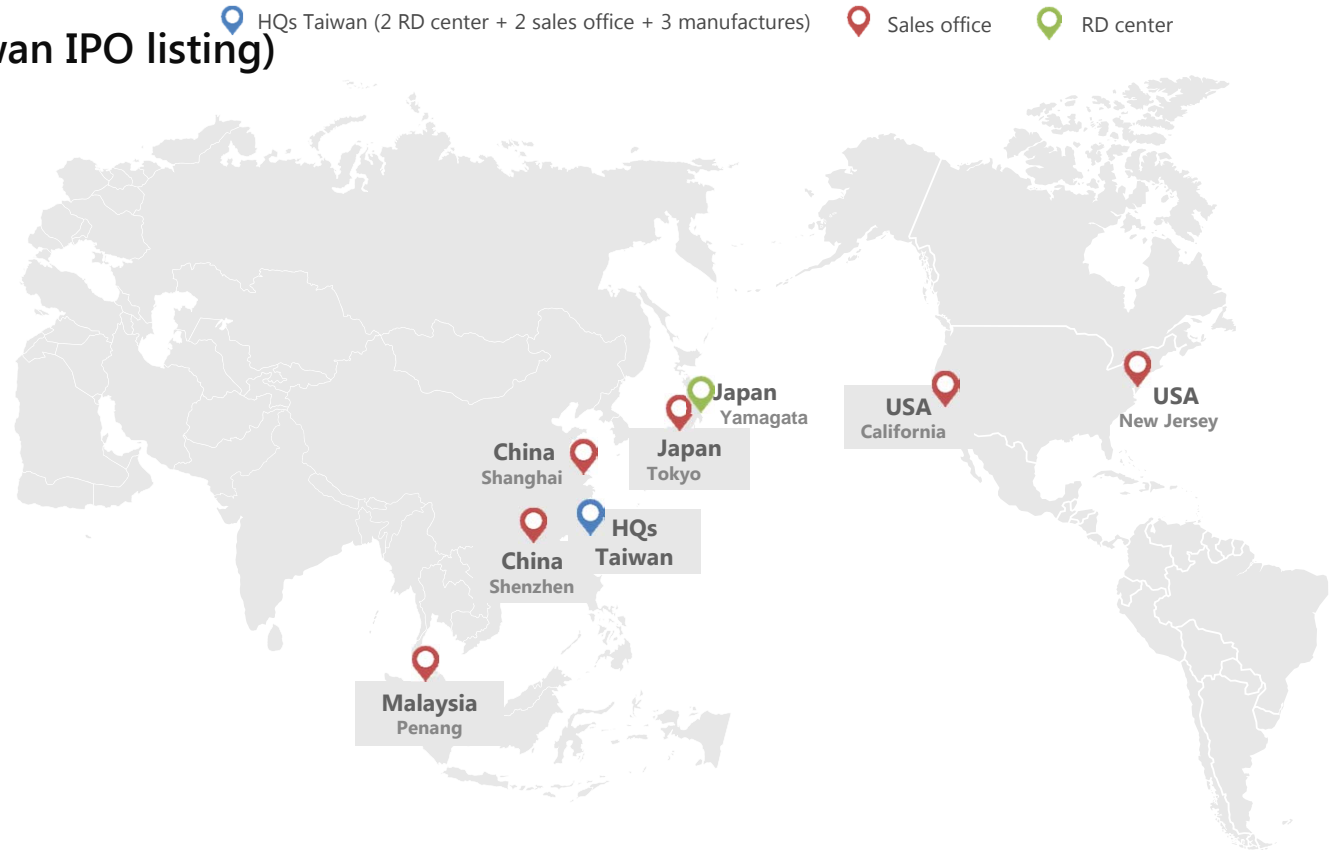
單位:元	2017	2018	2019	2020	2021
每股盈餘	1.05	1.63	0.76	1.02	2.54
每股股利	1	1.45	0.95	1	1.5
當年度平均收盤價	20.9	19.59	20.06	20.84	31.37
股息發放率(%)	95.24	88.96	125.00	98.04	59.06
殖利率(%)	4.78	7.40	4.74	4.80	4.78

- **產品銷售**

Who we are

# Established in 1988

- HQs: Taichung, Taiwan (Taiwan IPO listing)
- \$53.5M capital
- 800+ employees worldwide
- 50+ R&D engineers
- 3 R&D centers
- 3 manufacturing sites
- 8 sales offices in global



## Wafer - Zhunan, Taiwan

Wafer MEMS  
Manufacturing site (MEMS wafer for KHz)



## HQs - Taichung, Taiwan

RD center  
Major manufacturing site  
Sales office



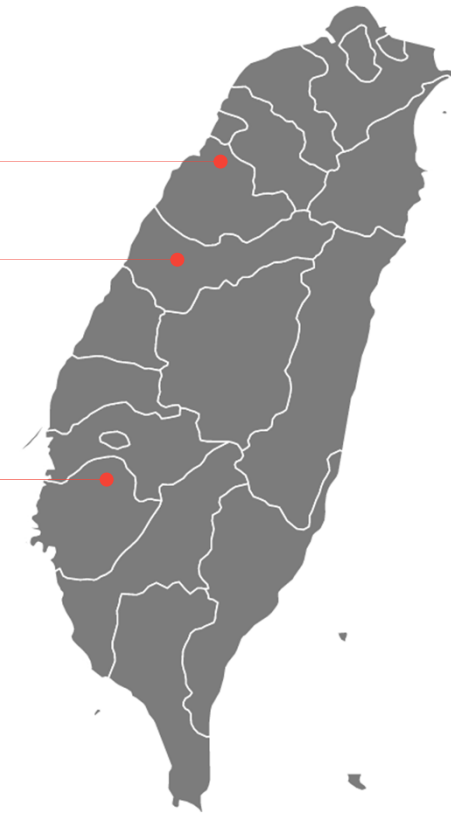
## Tainan, Taiwan

Synthetic Quartz Bar  
Manufacturing site (KHz)



Global

## Production Sites



# Product Portfolio

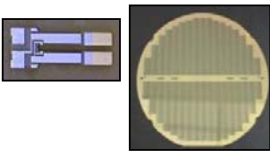
## Quartz & Wafer

### Synthetic Quartz



### Tuning Fork Wafer

3" MEMS Wafer Processing



## Crystal

### Seam Seal



### Tuning Fork (32.768 KHz)



### Thermistor (TSX)



## Oscillator

### OSC



### VCXO



### TCXO

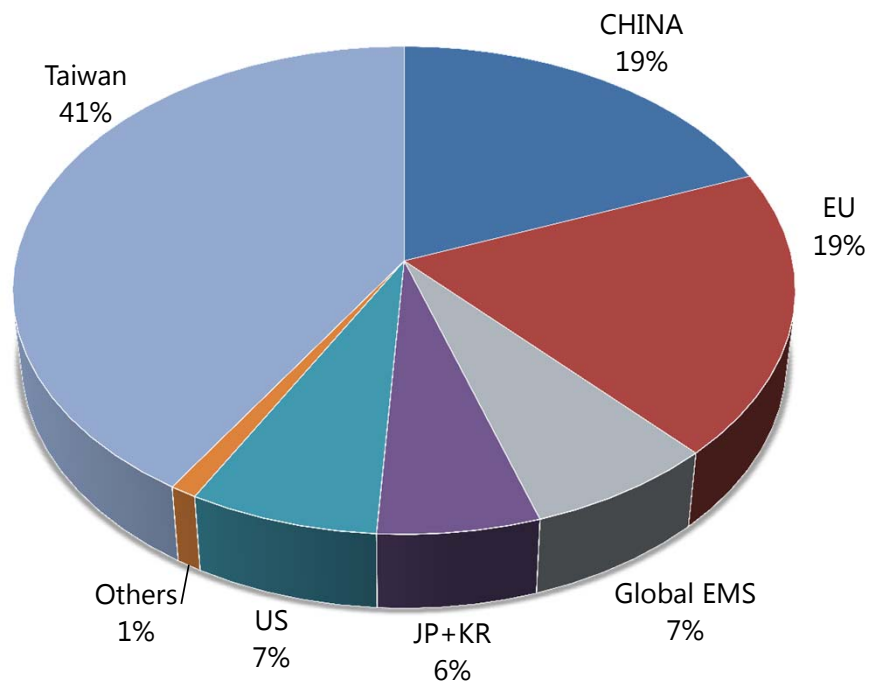


### (VC)TCXO

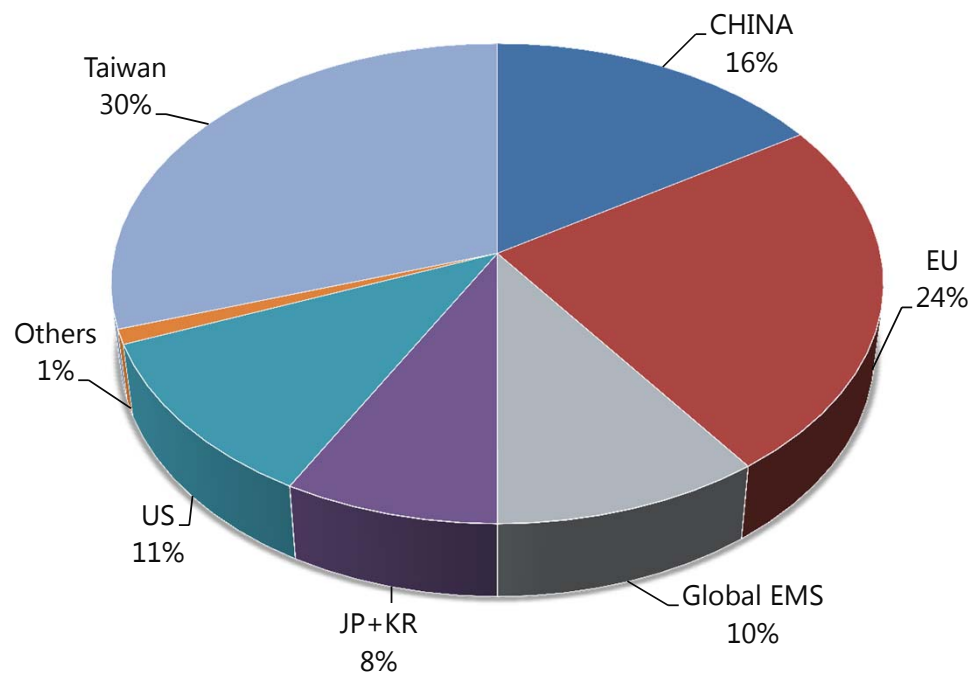


# Market Insight

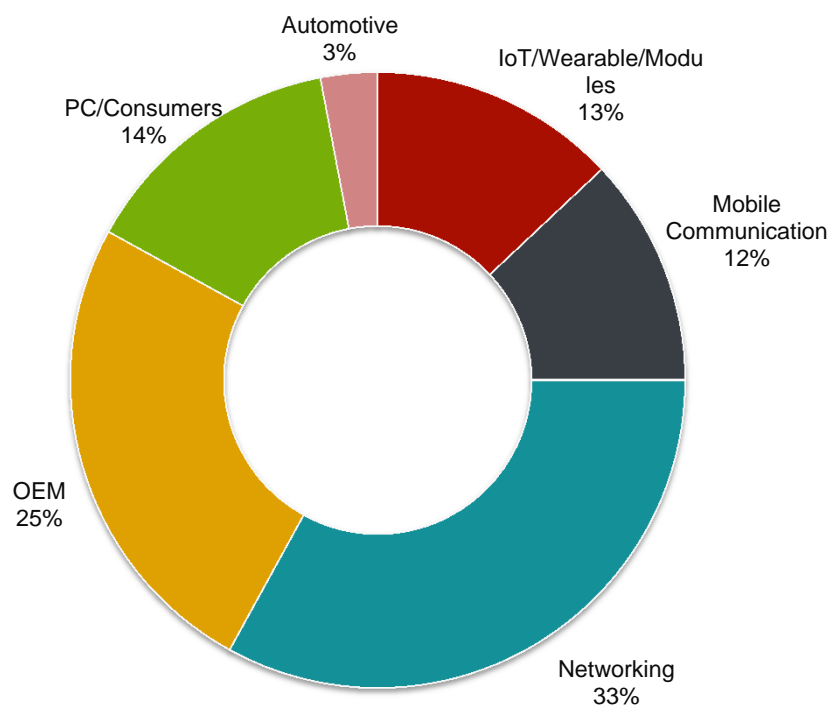
2021.1.1~9.30 銷售額比例 地區別



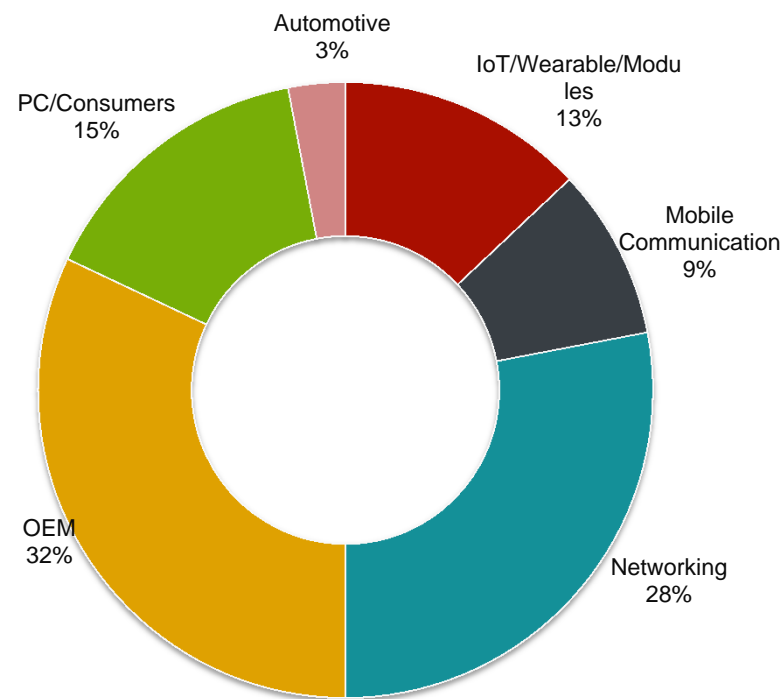
2022.1.1~9.30 銷售額比例 地區別



## 2021.1.1~9.30 銷售額比例 產品應用別



## 2022.1.1~9.30 銷售額比例 產品應用別



- 總結 Q&A



**Thank You**  
for your attention!

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