

聯德控股集團簡介

...領先的工程與製造技術



摘要

- 公司簡介
- 核心業務
 - 模具設計製造能力
 - 手機沖壓業務
 - 汽車業務
 - **3C**產品散熱業務
 - 伺服器領域新技術研發
 - 伺服器滑軌業務開發
- 尊貴的客戶群
- 財務報告

公司簡介

- Global Provider of Choice for :
Precision Tooling, Metal Stamping, Electro- Mechanical & Custom Sub Assy Solutions; with expertise in Thermal Solutions, Metal Hinges & Slide Rails for the Computing, Consumer, Automotive & Infrastructure Industry
- Manufacturing sites/offices in 4 countries
- Listed on the Taiwan Stock Exchange in 2011
- Group revenue of USD75 million for FY13
- ISO9001:2000, ISO/TS16949, ISO14001:2004 certified





• **TAIWAN**
★ Taipei (HQ)

• **CHINA**
• Kunshan
• Hong Kong

• **THAILAND**
• Ayutthaya

• **USA**
• San Jose, CA

- **5 Manufacturing Sites/Offices**
- ~ Total Floor Space: 500,000 sqft
- ~ Total Headcount 1,200

核 心 業 務

模具設計製造能力

Product Design Platforms

3D : Solidworks/pro-E

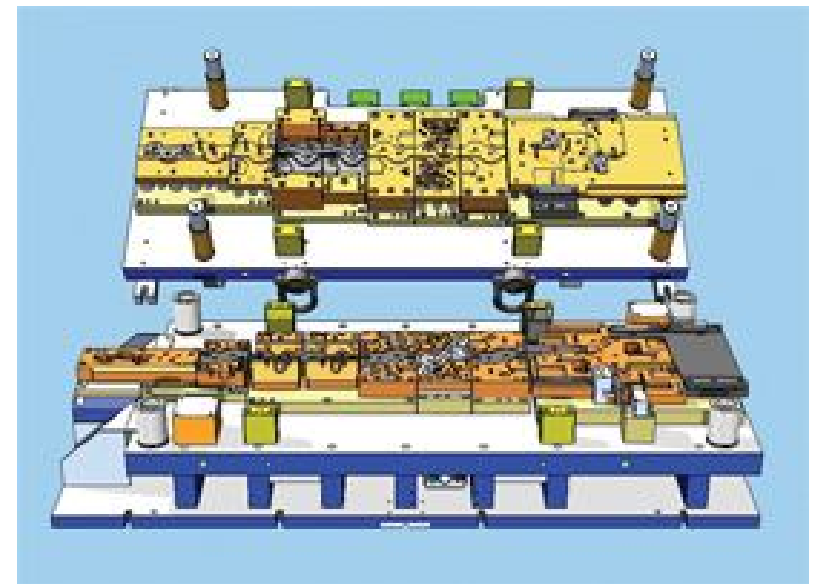
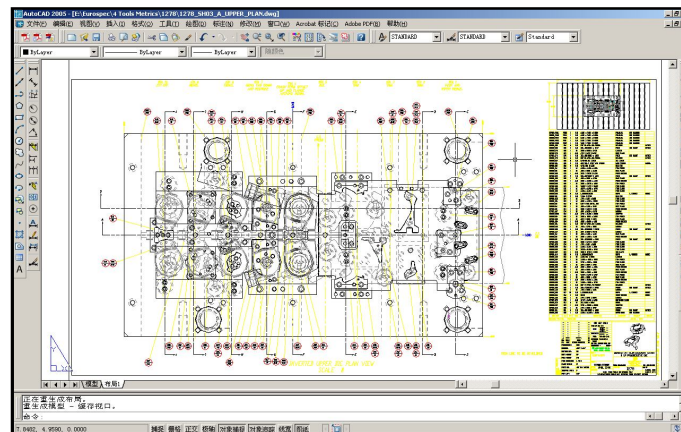
2D : AutoCad



Tool Design Platforms

3D : Key creator

2D : PressCad



Tool Room Equipment



CNC Wire EDM Area



AgieCharmilles - Wire EDM



Surface Grinders



Horizontal CNC Machining Center



Vertical CNC Machining Center

Tool Room Overview



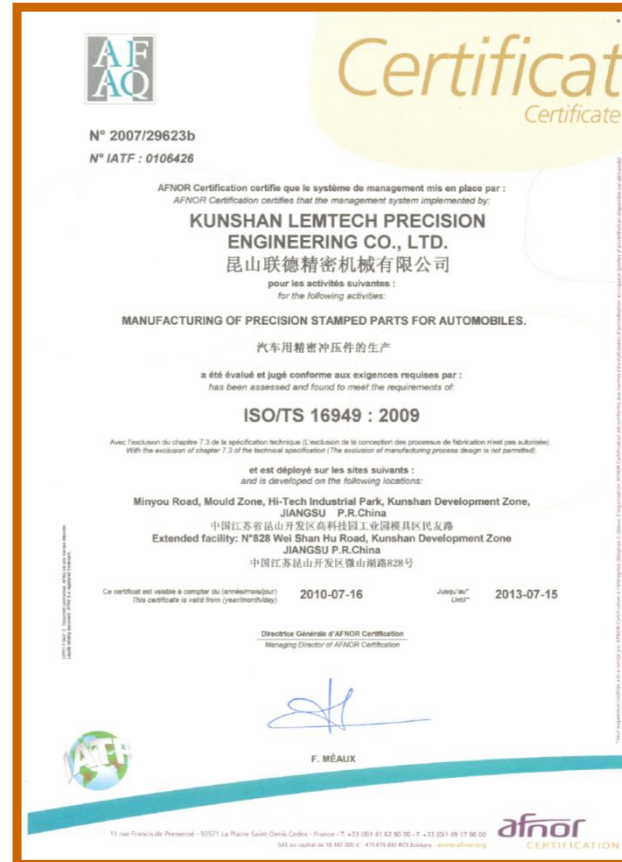
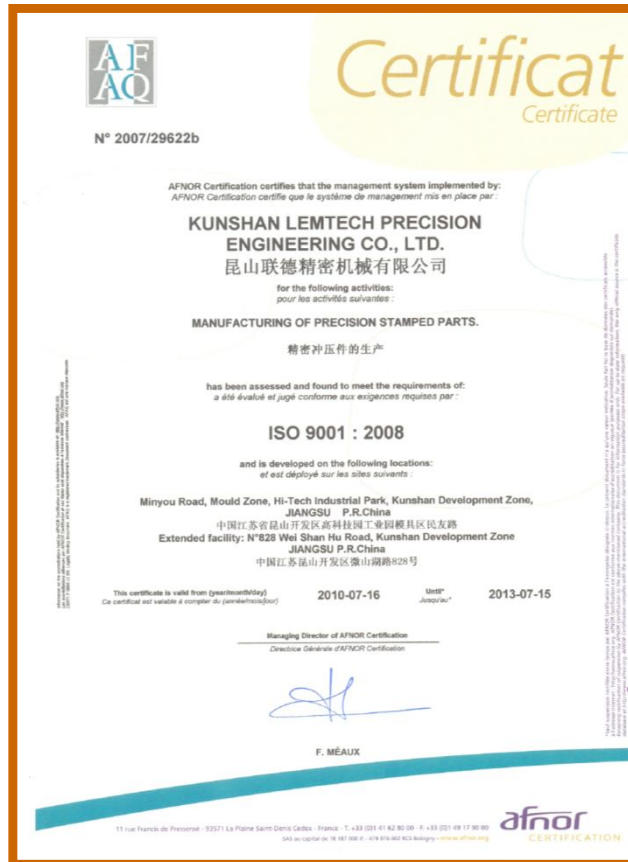
Stamping Presses from 25 Tons to 800 Tons (120 units)



Secondary Processes: Robotic Welding, Staking & Tapping

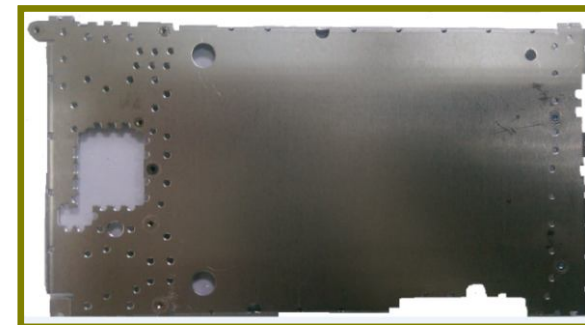
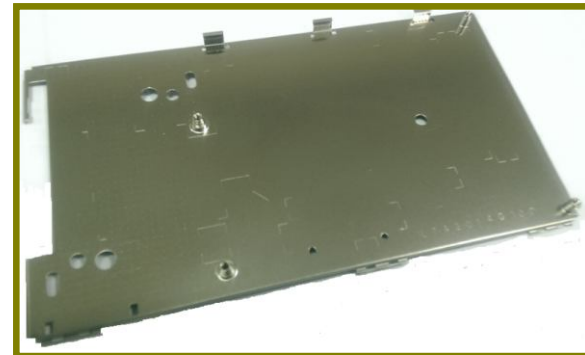
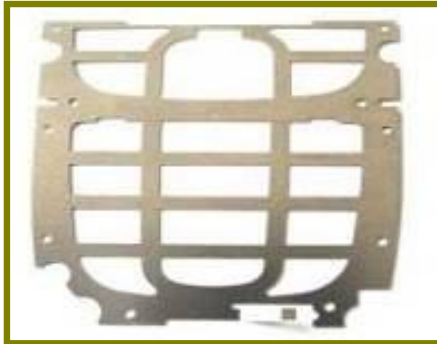
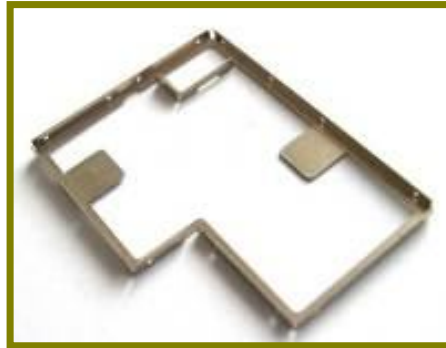


Quality System



手機沖壓業務

Stamping for Consumer Electronics



Power/Volume/Ear Key of Mobile Phone series



Cellphone Earphone Ring



Cellphone Volume Key



Cellphone Power Key

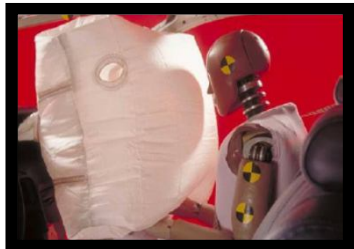


Cellphone Volume Key

汽 車 業 務

Parts For Various Automotive Applications

Airbag Systems



Seatbelt Systems



Door Hinges



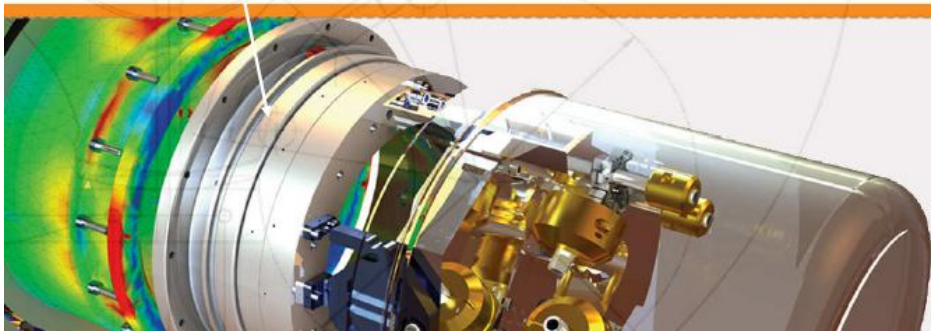
Sunroof and Others



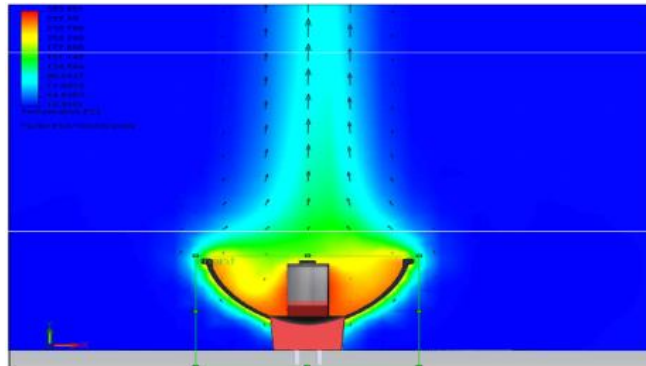
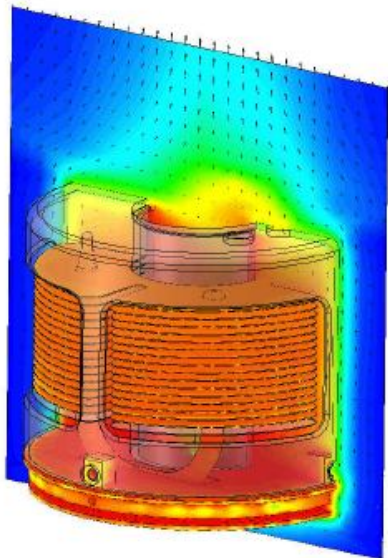
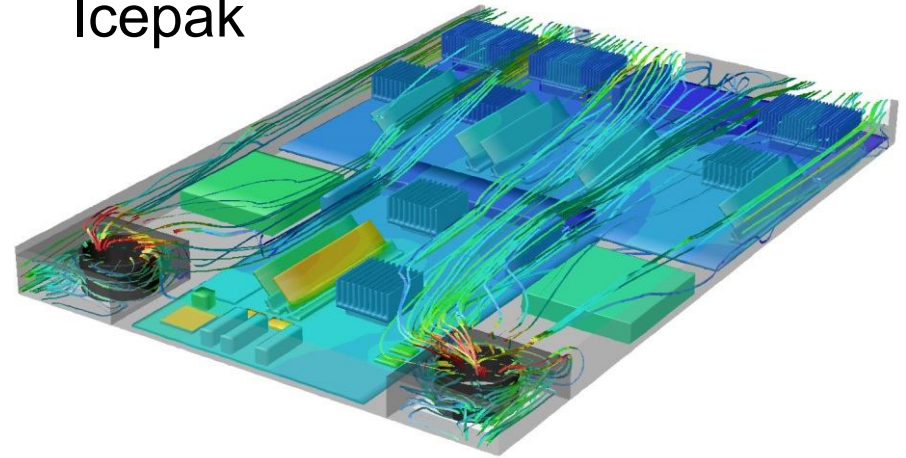
3C 產品 散熱 業務

• R & D Design Software - Simulation

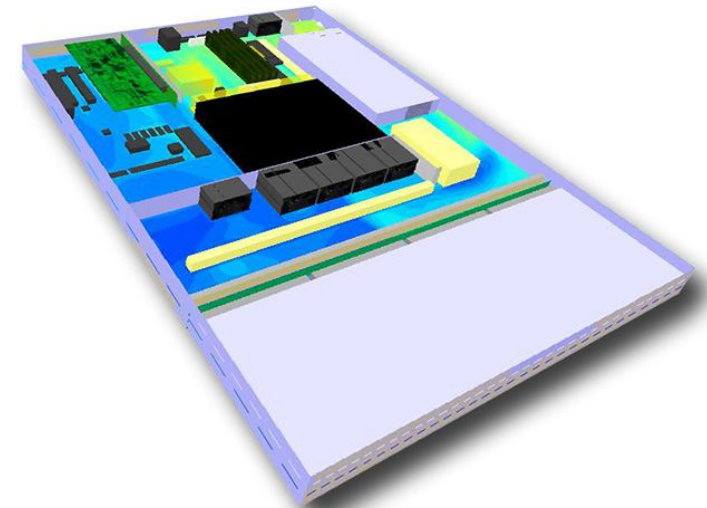
SolidWorks Flow Simulation



Icepak



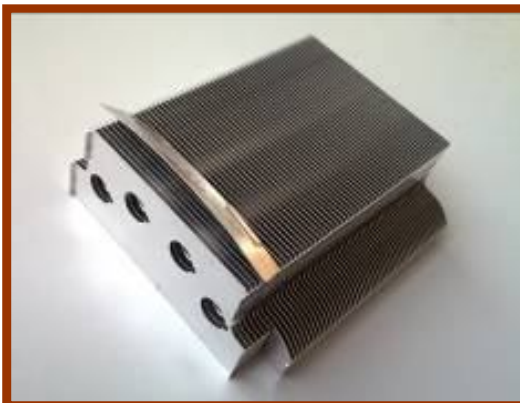
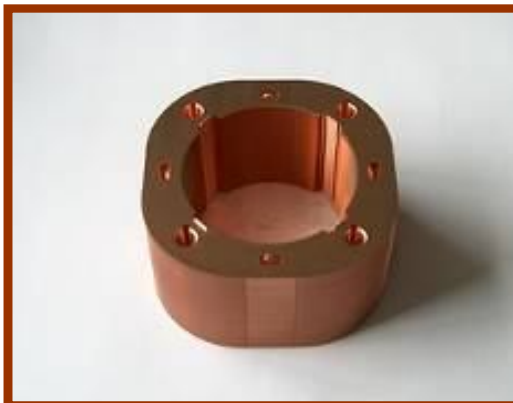
Flotherm



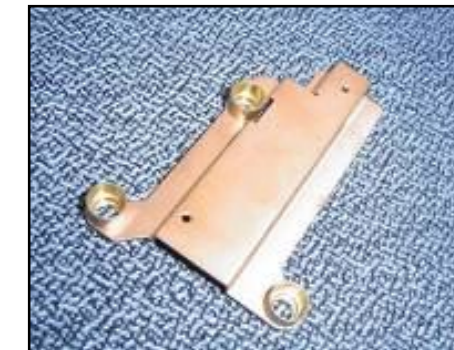
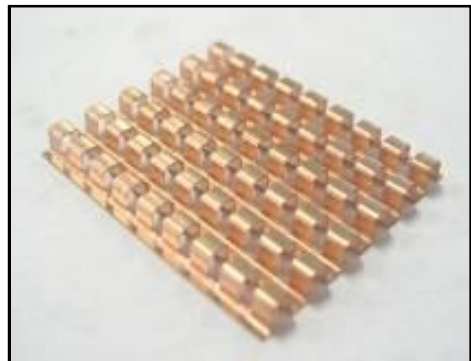
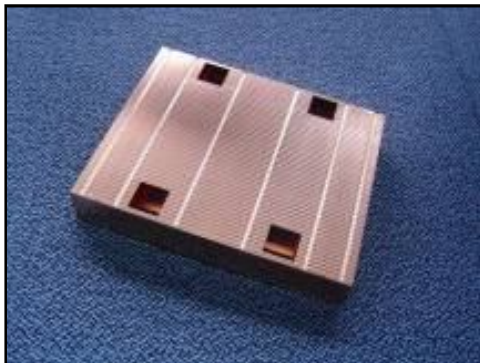
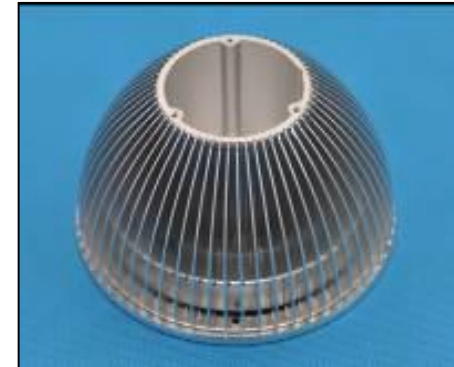
Thermal Module Assembly & Test Equipment



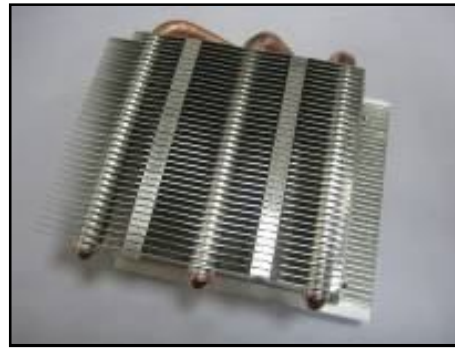
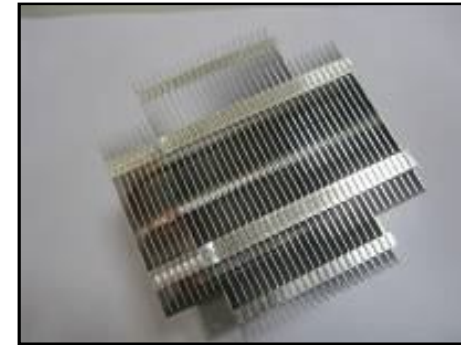
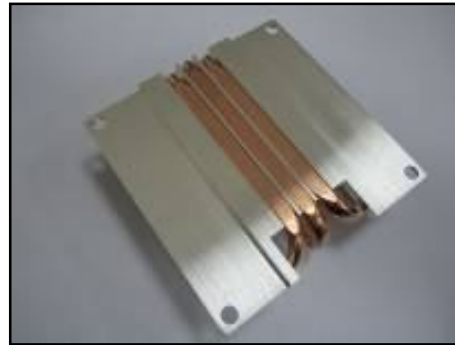
Our Products – Heat Sinks for Consumer Electronics



Heat Sinks and Stampings for Consumer Electronics



SOLDER-FREE Heat Sink Solution for Enterprise Computing



伺服器領域新技術研發

The cooling system plays a crucial role in a data center system. It dominates the concept of construction, facility/operation cost and efficiency.

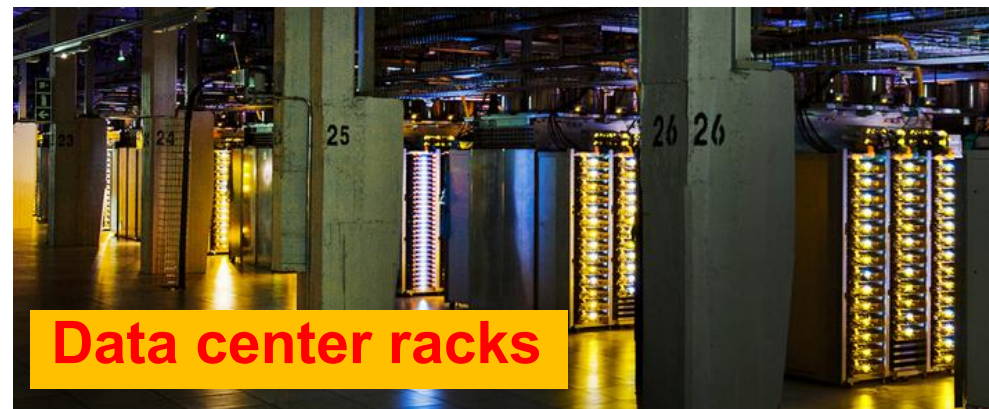
Cooling tower



Chiller



Hot Aisle

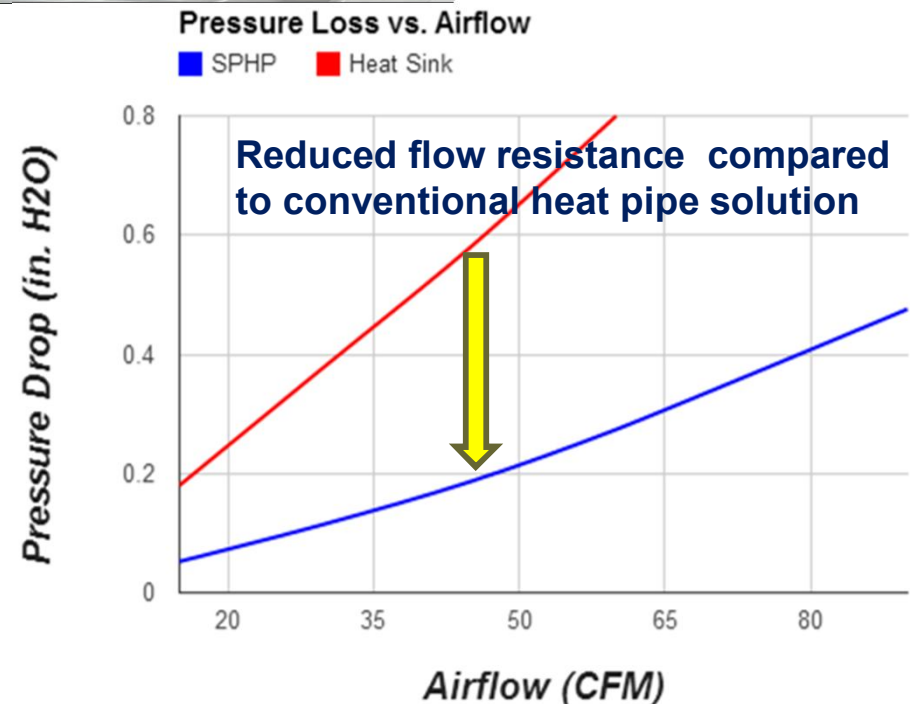
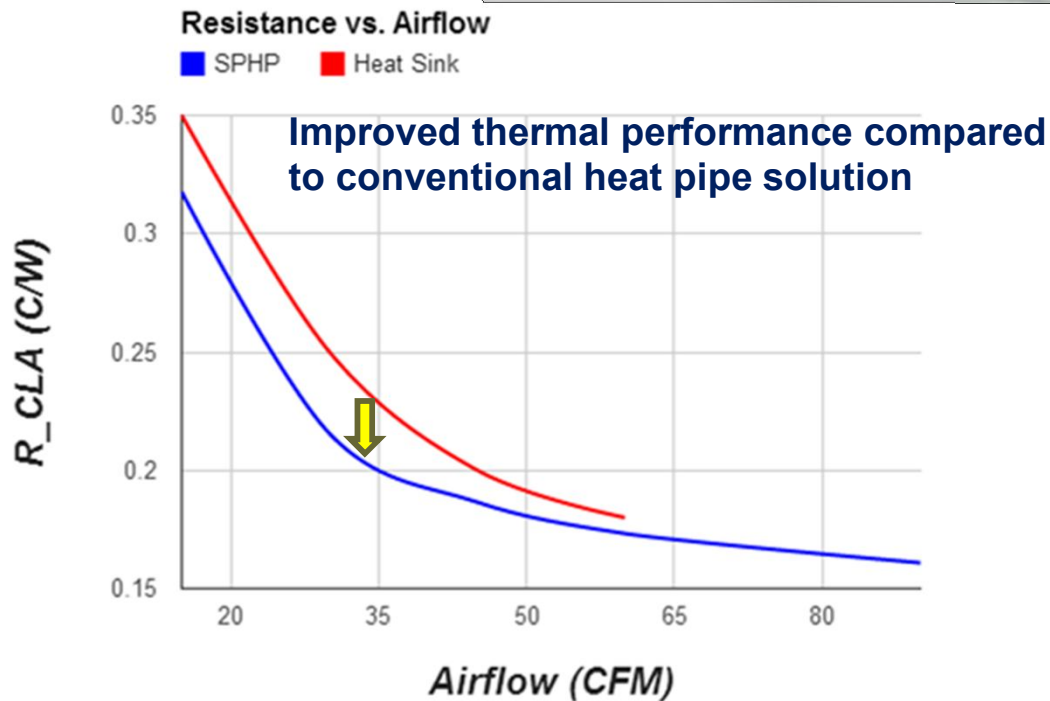


Data center racks

•Source: <http://www.google.com/about/datacenters/>

- Cost of data center scales nearly proportional to the server's **airflow/KW**
- Cooling systems utilize as much as 40% of total **facility power**

- **Innovative design to increase performance and reduce cost**
 - Passive, two-phase device with remote condenser
 - Minimize gravity impact at performance
 - Allows for compliance on evaporators(alleviates co-planarity issues)
 - Flexible placement of evaporators and condenser
 - Higher thermal performance that can enable use of high power CPUs
 - Low profile implementation to reduce server flow resistance significantly
 - More fin area(bigger condenser) for better heat transfer



- **MarketsandMarkets research** : Global data center cooling market will come in **10.4%** annual growth over the next four years.
- **Intel's financial statements for Data Center Group** : 2013 revenues were \$11.2 billion and about 19 million CPUs (and heat sinks) sold.
- **DCD Intelligence** : data center market will grow at **15%** per year
- Data Center hardware spend is expected to surpass \$106 billion in 2014 and \$126 billion in 2015 and about **\$10 billion** of this spend is on thermal/mechanical systems

Potential customers include:

HP, Amazon, IBM, Google, Dell, Facebook, Oracle, Cisco, Twitter, Rackspace, Lenovo, NEC, Huawei, Fujitsu, Hitachi

Lemtech superiority

*Skilled manufacture – AL
Braze Technology*

*Advanced Design &
Technology*

*Excellent customer service
and relationship*

**Leverage the next generation technology to affect
any potential markets and bring up profit !**

伺服器滑軌業務開發

Slide Rails for Enterprise Enclosures *(inc Tool-Less Design Options)*

Wide View



Front Mounting

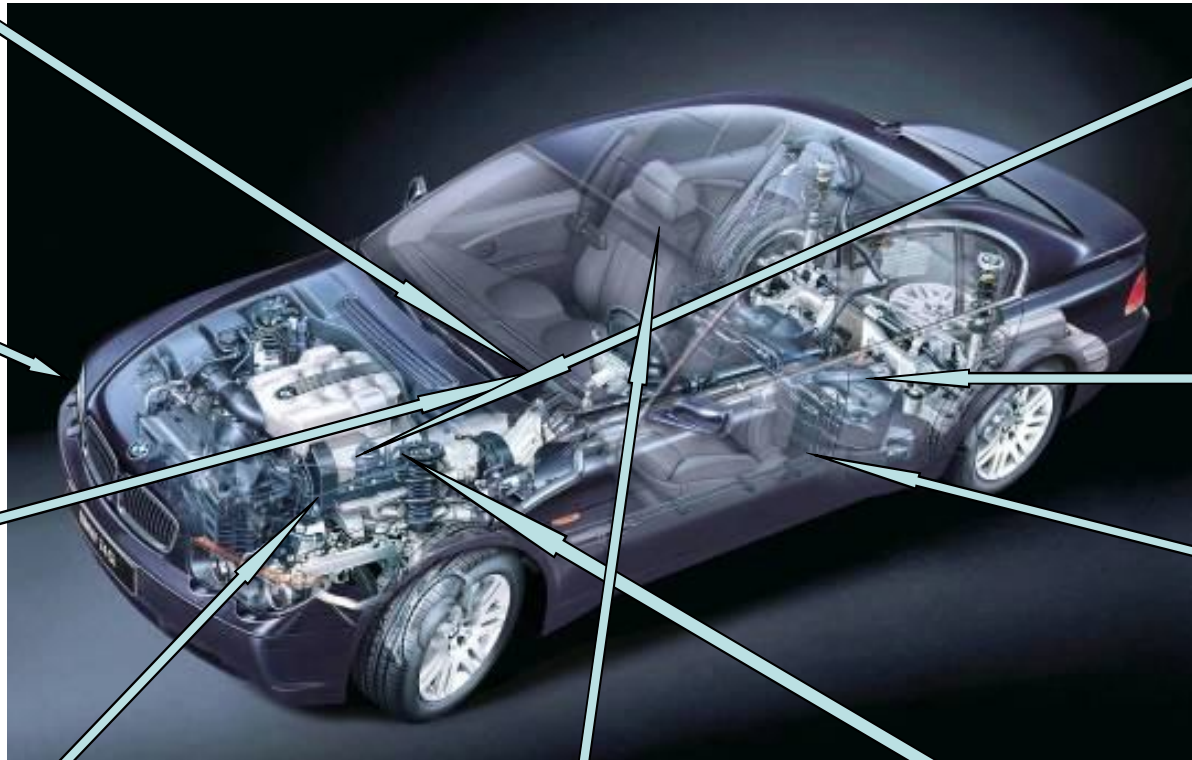


Rear Mounting



尊貴的客戶群

Automotive



Computing & Consumer Electronics



財 務 報 告

單位：新台幣仟元

	2013Q1	2013Q2	2013Q3	2013Q4	2014Q1	2014Q2	2014Q3
合併營收	420,642	459,201	639,526	595,522	616,858	689,635	877,866
銷貨毛利	90,606	99,207	145,507	136,132	121,620	155,980	205,361
營業淨利	33,118	32,734	69,056	36,763	31,299	73,932	111,108
稅後淨利	26,340	22,260	59,376	23,257	28,535	53,172	45,544
EPS	0.80	0.68	1.8	0.71	0.87	1.62	1.39

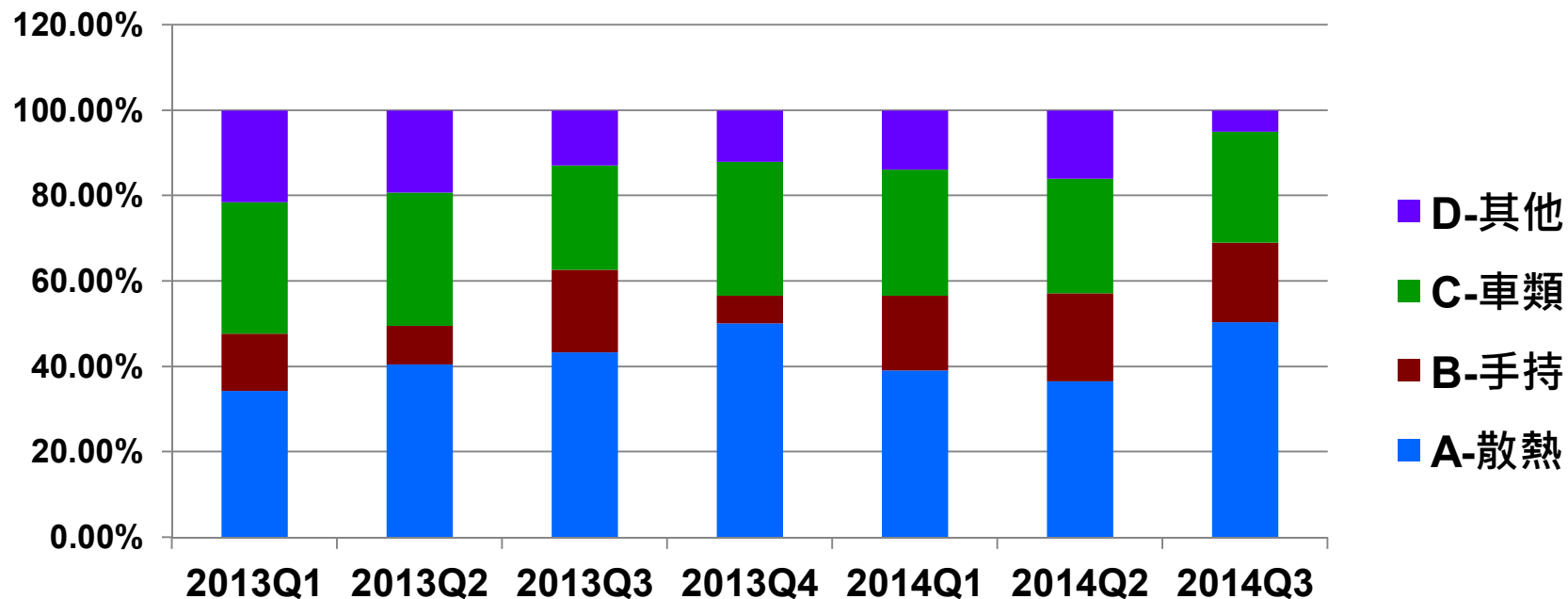
近六季財務比率表

		2013Q1	2013Q2	2013Q3	2013Q4	2014Q1	2014Q2	2014Q3
獲力能力	毛利率(%)	21.54	21.6	22.75	22.86	19.72	22.62	23.39
	費用率(%)	13.67	14.48	11.95	16.69	14.64	11.90	10.74
	營業利益率(%)	7.87	7.13	10.8	6.17	5.07	10.72	12.66
財務結構	負債比率(%)	32.71	46.14	47.16	52.68	48.66	57.16	59.53
	現金與約當現金 (仟元)	120,260	188,198	193,396	378,673	244,879	286,488	440,413
償債能力	流動比率(%)	212.03	145.71	142.43	132.75	139.31	164.75	156.56
	速動比率(%)	171.37	120.15	118.32	111.53	110.49	138.1	135.07
經營績效	應收款項週轉天數	116	112	108	115	95	99	95
	存貨週轉天數	48	44	41	44	45	42	38
	應付款項週轉天數	108	97	99	129	110	108	109

近六季簡明資產負債表

	2013Q1	2013Q2	2013Q3	2013Q4	2014Q1	2014Q2	2014Q3
流動資產	1,064,783	1,134,586	1,219,381	1,475,767	1,345,217	1,589,113	1,950,860
不動產、廠房 及設備	408,671	449,803	483,252	569,940	618,253	601,074	602,758
其他資產	105,402	147,316	156,493	111,849	74,437	104,225	115,717
資產總額	1,578,856	1,731,705	1,859,126	2,157,556	2,037,907	2,294,412	2,669,335
流動負債	502,192	778,679	856,138	1,111,704	965,663	964,548	1,246,052
非流動負債	14,216	20,248	20,574	24,867	26,028	346,860	343,018
負債總額	516,408	798,927	876,712	1,136,571	991,691	1,311,408	1,589,070
權益總額	1,062,448	932,778	982,414	1,020,985	1,046,216	983,004	1,080,265

	2013Q1	2013Q2	2013Q3	2013Q4	2014Q1	2014Q2	2014Q3
A-散熱	34.27%	40.57%	43.31%	50.14%	39.11%	36.52%	50.39%
B-手持	13.47%	9.02%	19.38%	6.44%	17.51%	20.72%	18.64%
C-車類	30.71%	31.19%	24.43%	31.34%	29.57%	26.73%	26.06%
D-其他	21.55%	19.22%	12.88%	12.08%	13.81%	16.04%	4.92%



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