



東碩訊資(股)公司法說會

股票代號: 3272

2021年4月12日(MON 14:00~15:00)



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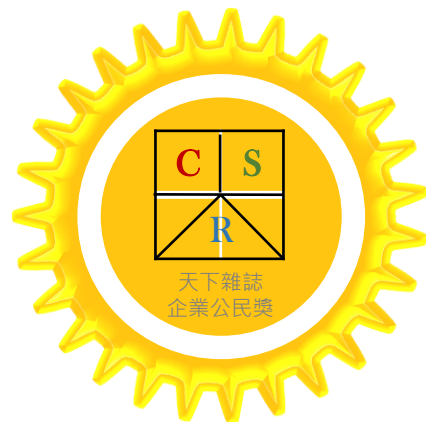
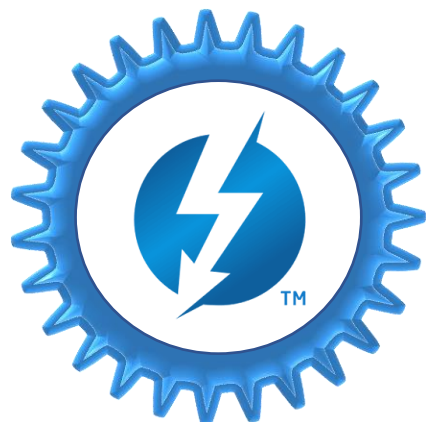
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2020 Highlights



1 公司介紹

2 產品概述

3 績效簡介

4 產業前景

5 技術與策略

6 Q&A

1 公司介紹


2 產品概述

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4 產業前景

5 技術與策略

6 Q&A

Inception Date	February 1993 (TPEX Listing: Aug. 2014: 3272.TT)
Paid in Capital	NTD546mn
Chairman & CEO	Mr. Robert Tsao 
2020 Revenue	NTD5.1bn
ISO Certificates	9001 / 14001 (Preparing for 45001 & 50001)
Membership	HDMI/HDCP, VESA, USB, PCI, UL, TUV, VCCI, MFi, Z-Wave, TBT

We are being Recognized Globally

We are an extremely innovative ODM company



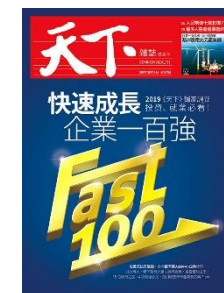
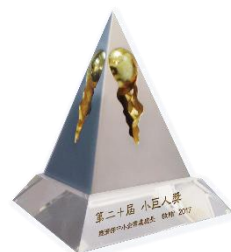
d&i Award



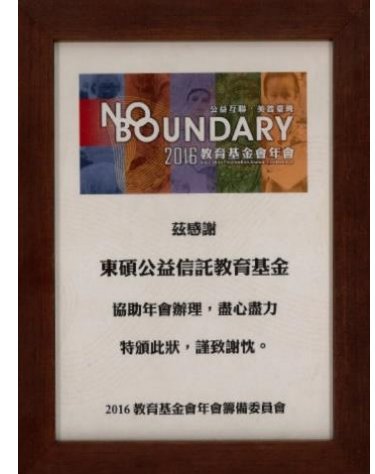
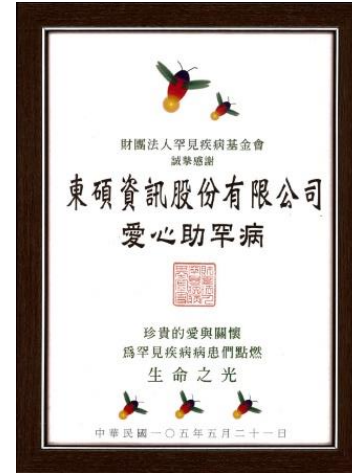
Computex



TAIWAN EXCELLENCE



We are a Highly Social Responsible Company



Our Whereabouts



China Factory

China Factory

- Relocation Date: May 2019
- Employees : 800
- Area : 750,000 ft² (21,082 ping)
- Location : Kun Shan City, Jiangsu Province, China



Good Way Kunshan Factory

東碩資訊 (股代: 3272)
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21,082 坪

Office Building and Factory Sites



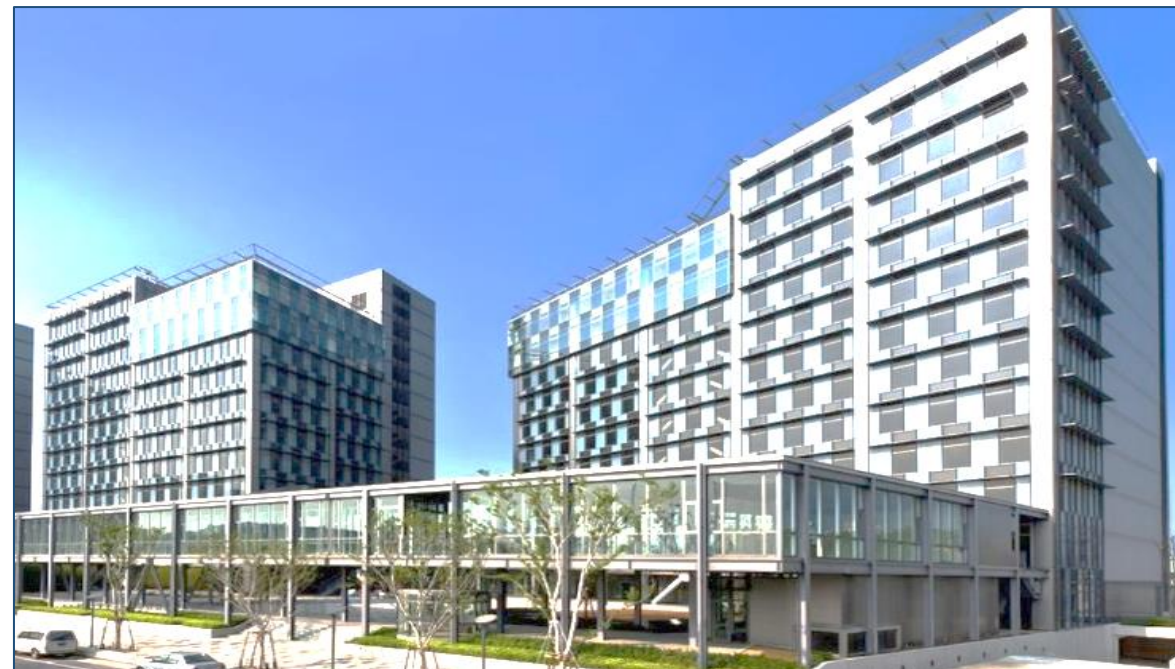
Staff Dormitories



Taiwan Factory

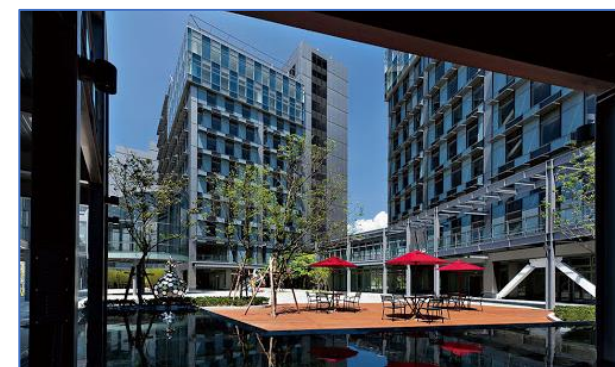
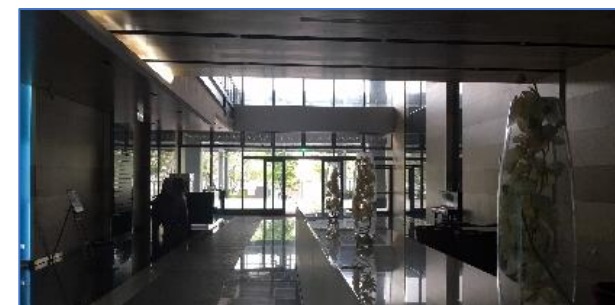
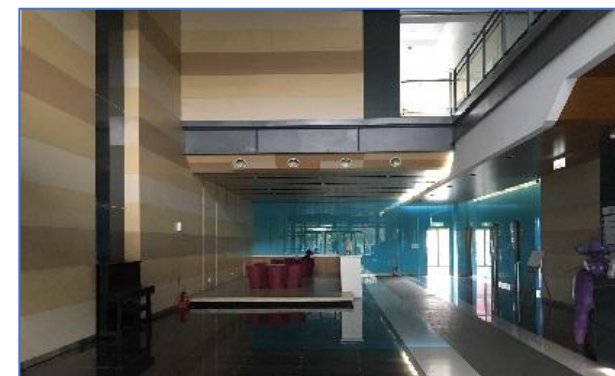
Taiwan Factory

- Establishment Date : Jan 2020
- Employees : 165
- Area : 60,477 ft² (1,700 ping)
- Location : Xizhi, New Taipei City, Taiwan

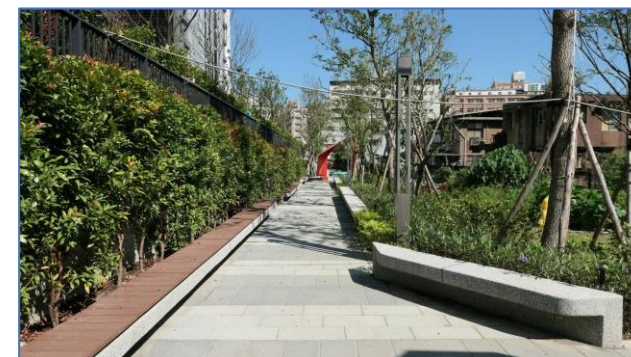


Good Way Taipei Factory

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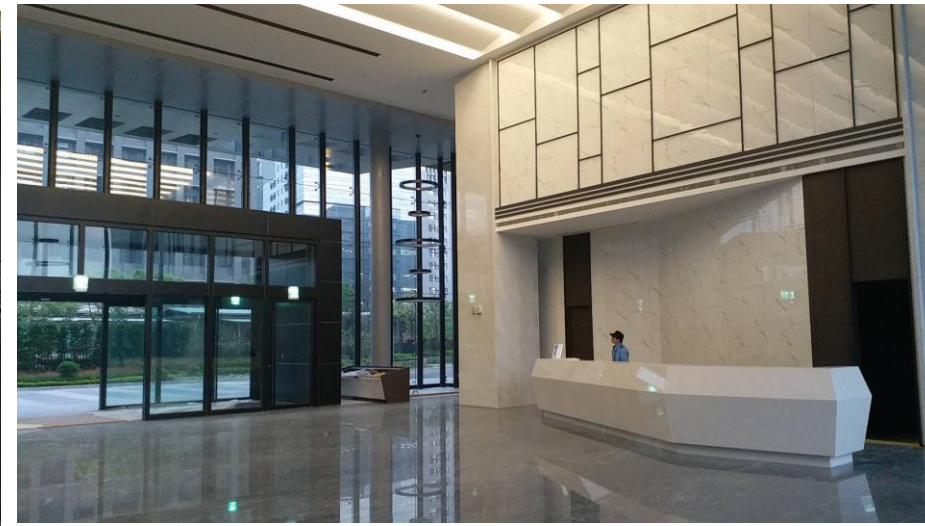


Debuting our new investment



2,172坪

Moving in this Summer...



3F+4F = 77,348 square feet (2,172 ping)

1 公司介紹

2 產品概述

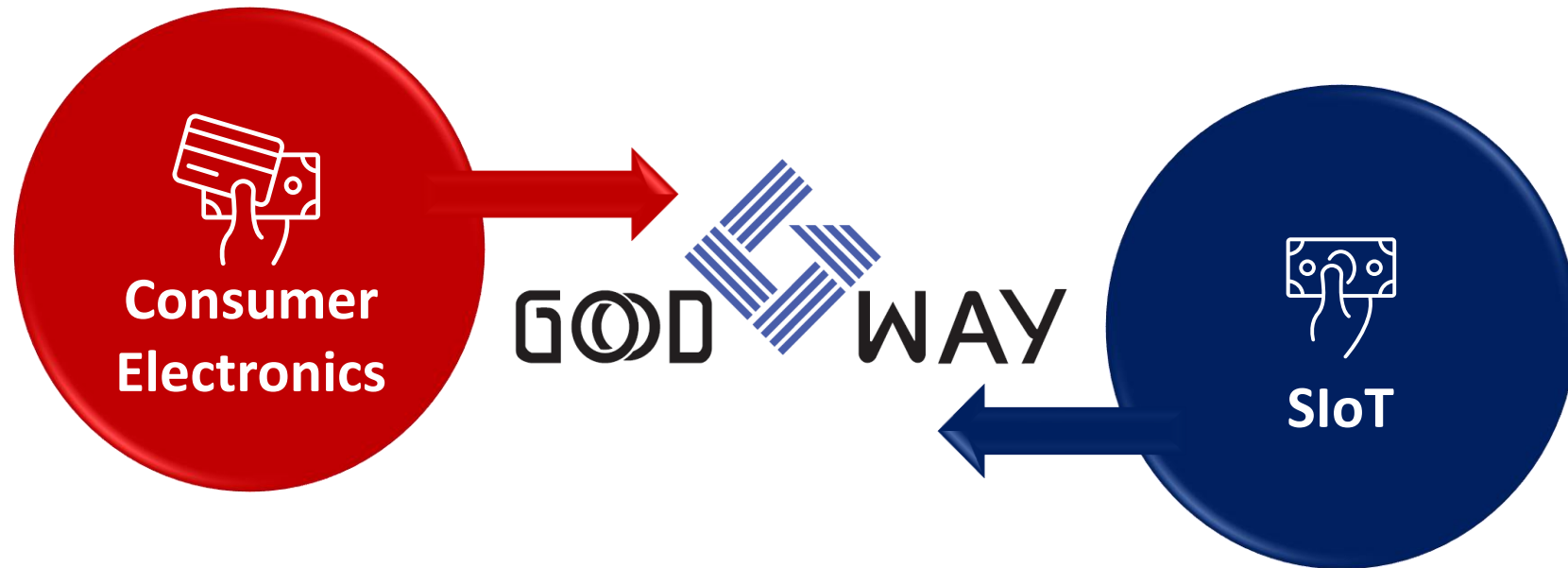
3 績效簡介

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Two Business Lines



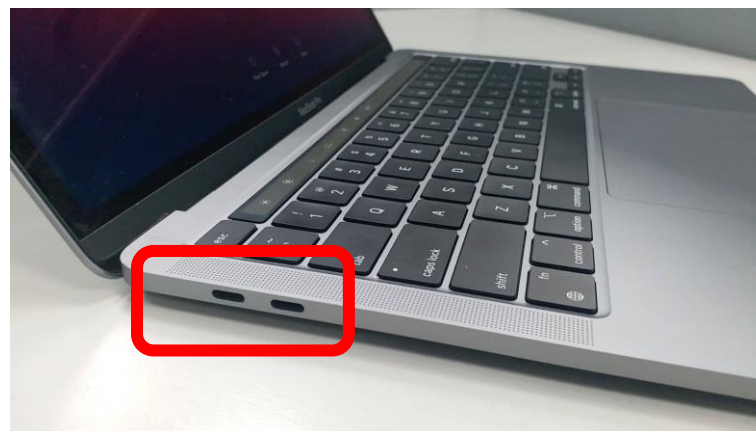
Good Way Consumer Electronics Division



Why Docking Stations?

1

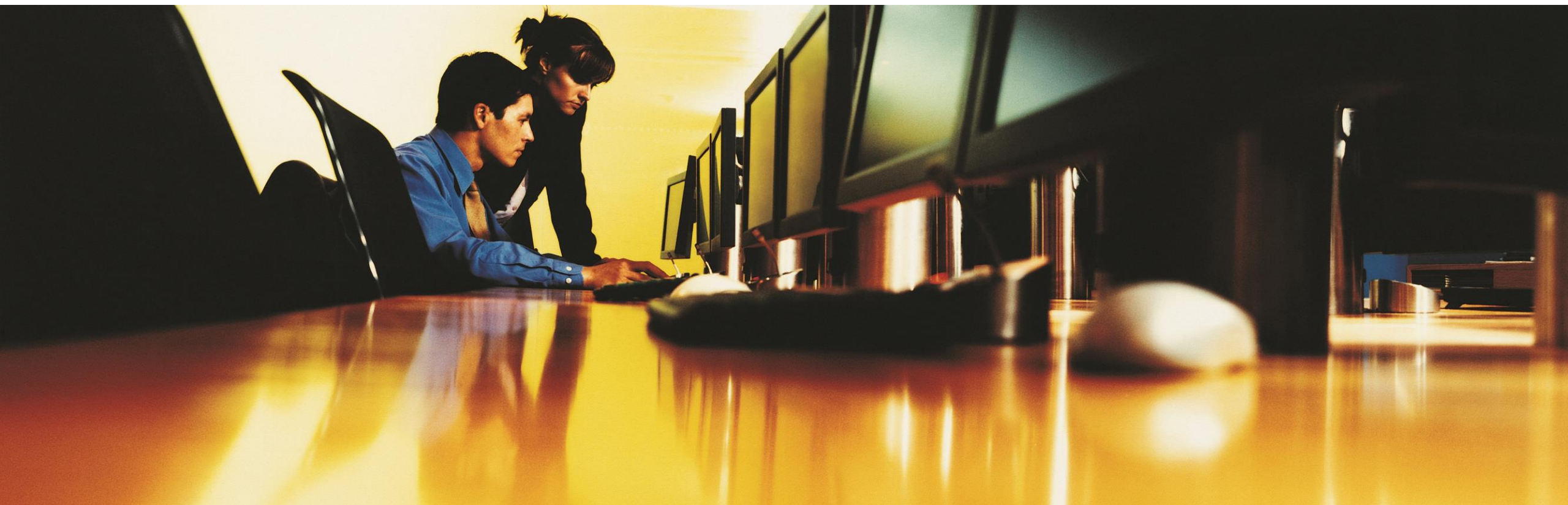
When Laptops become slimmer and simpler, the complicated connectivity goes to the Docks.



Why Docking Stations?

2

Hot-desking is the new trend. Arrive, plug-in, and everything is connected. Disconnect and go. No hassles.



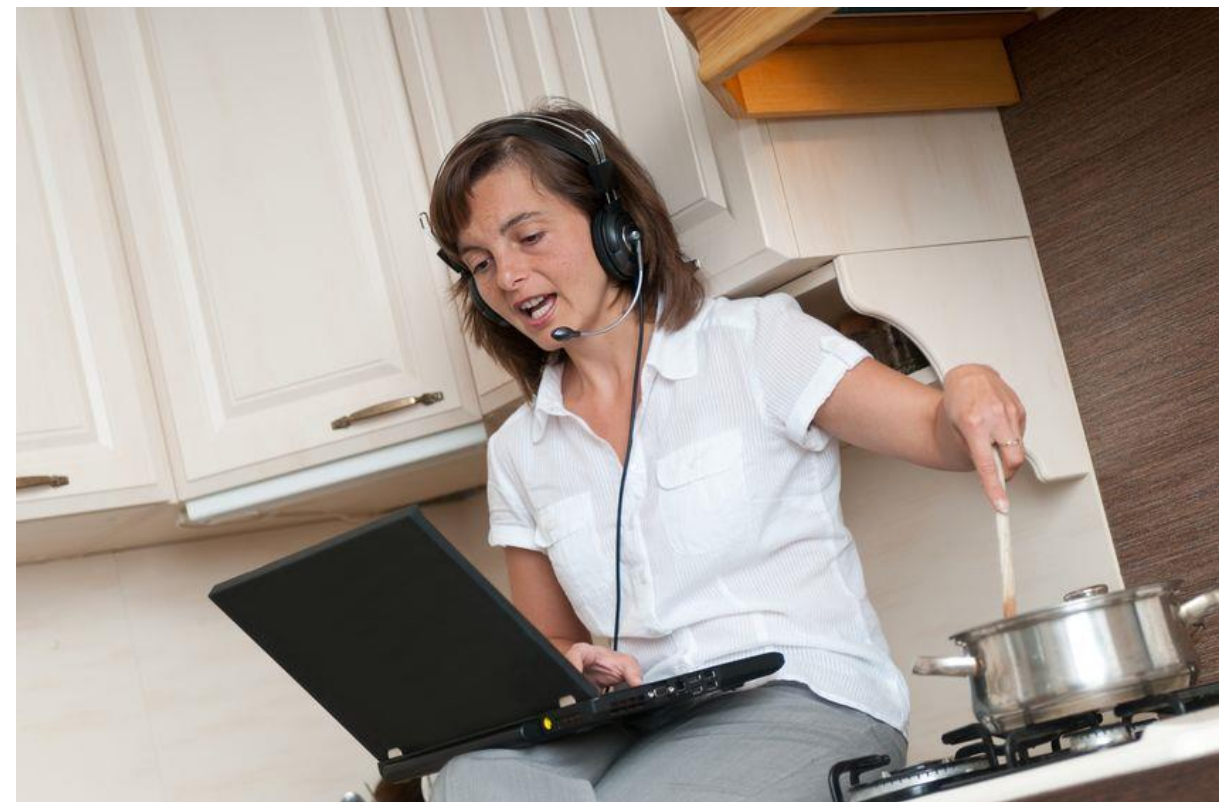
Why Docking Stations?

3 Productivity is up by **42%** with multiple screens. Jon Peddie Research (Duration: 2002~2017)



Why Docking Stations?

4 Working from home, at home, on the go. Extra connectivity is a must.

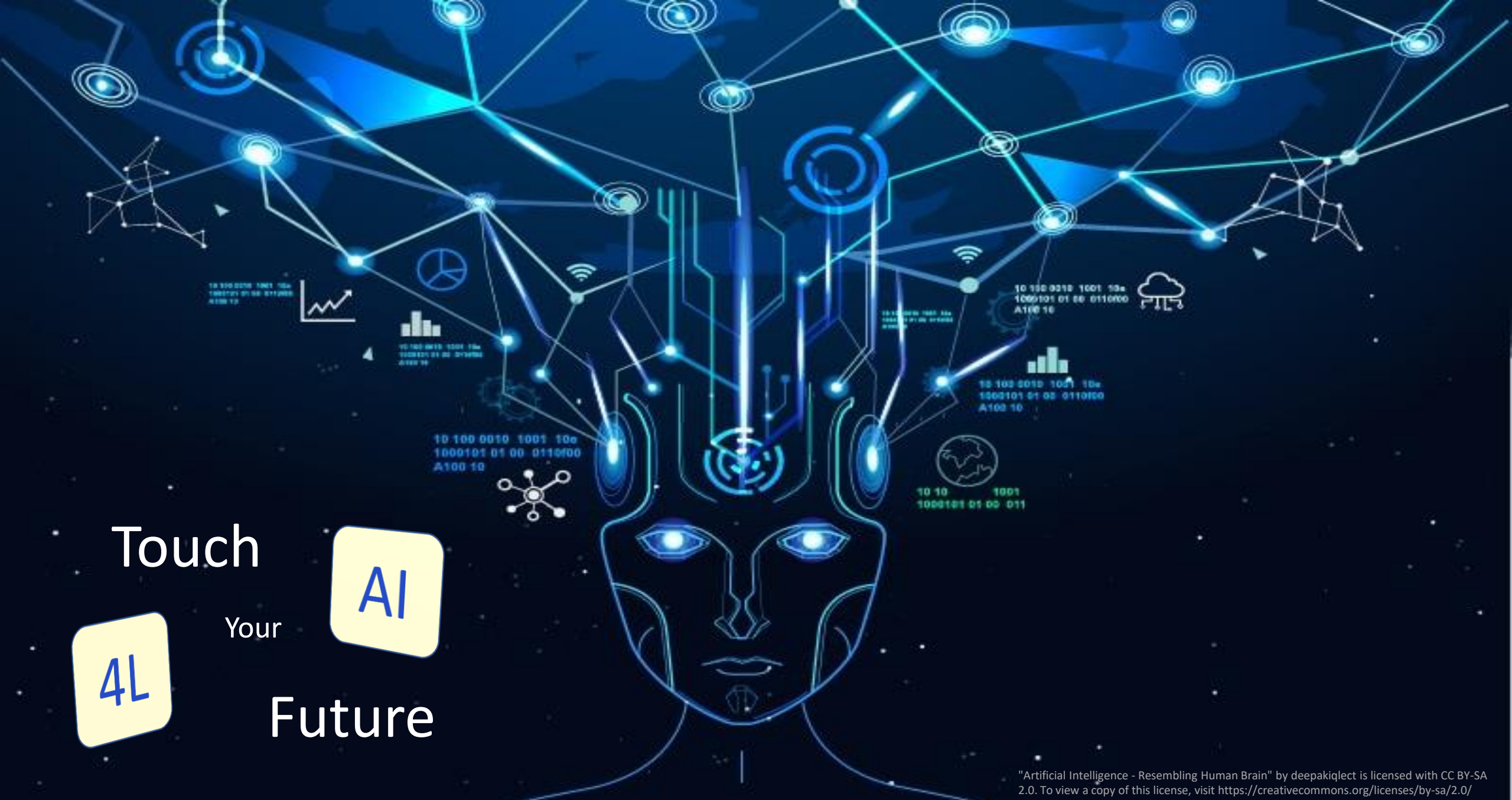


Why Docking Stations?

5

Clean desk tops are required at office, home, and outside.





Touch

Your

Future

AI

4L

"Artificial Intelligence - Resembling Human Brain" by deepakiqlect is licensed with CC BY-SA 2.0. To view a copy of this license, visit <https://creativecommons.org/licenses/by-sa/2.0/>

Core Values: Converged IT & OT Solutions

Smart Dock

- Fast massive deployment
- Remote firmware update
- Real-time monitor
- Active notification

Learn more



Smart Office



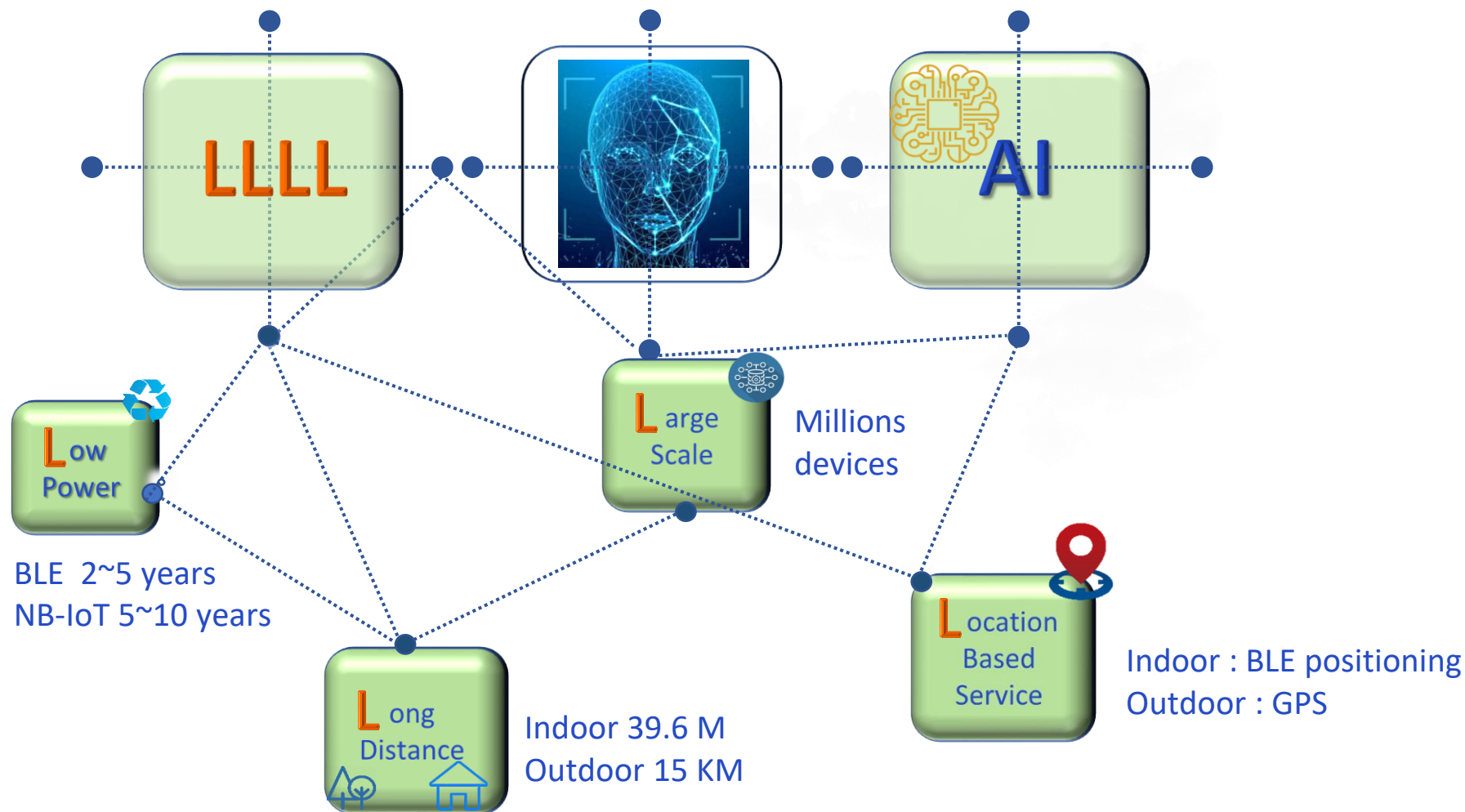
Smart Workspace

Smart City

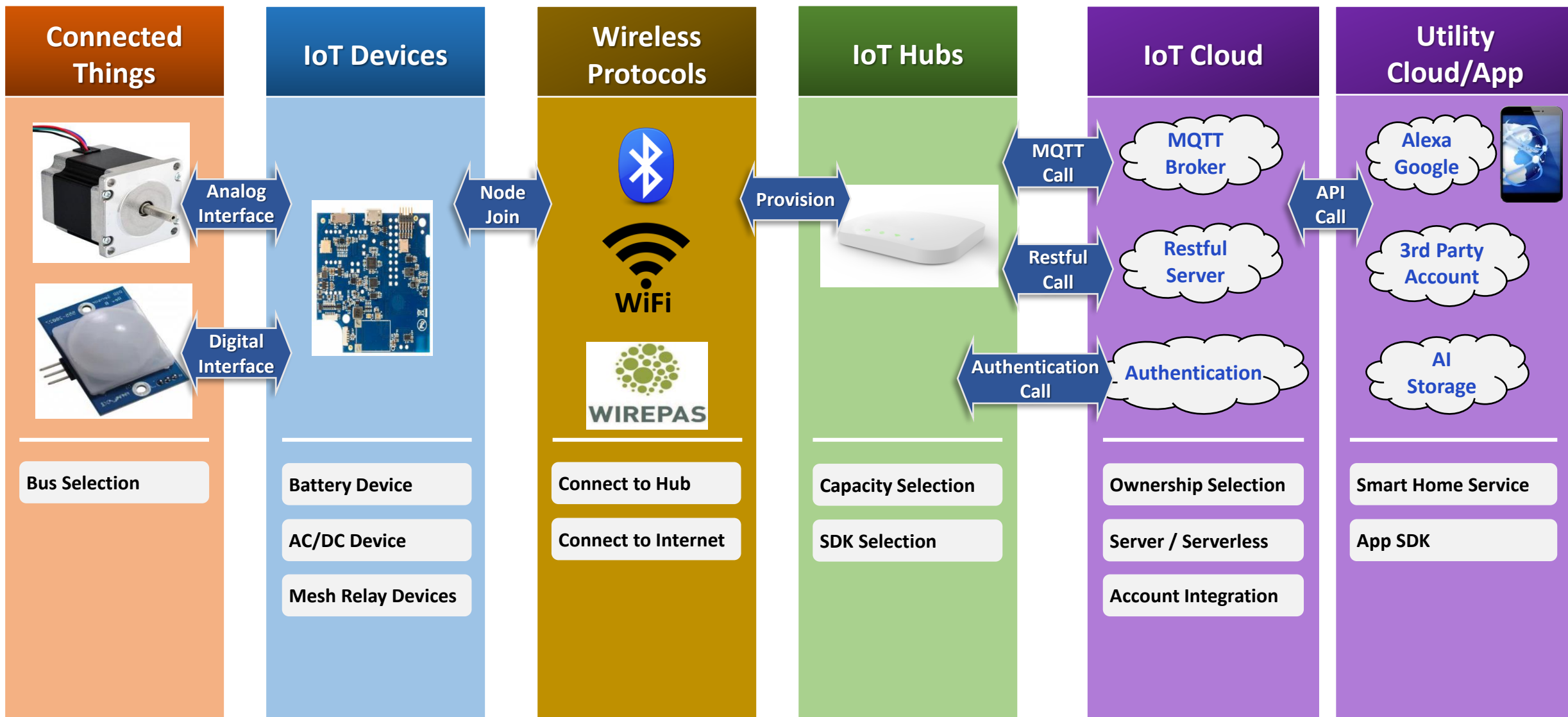


Core Technology & Team Experience

- 20 years in developing network devices and services
- 10 years average working experience for our hardware and software engineers
- 6 layers for vertical technology integration
- 5 network protocols we are familiar with



IoT Digitalization



Industry's 1st IoT Docking Station x Cloud Services



Low Powered Positioning Sensors and Cloud Services



AWS Certified IoT Module & BLE Mesh Management System



Our Customers are Tier 1 Players

NB Brands

Our Quality Wins

Accessory Brands

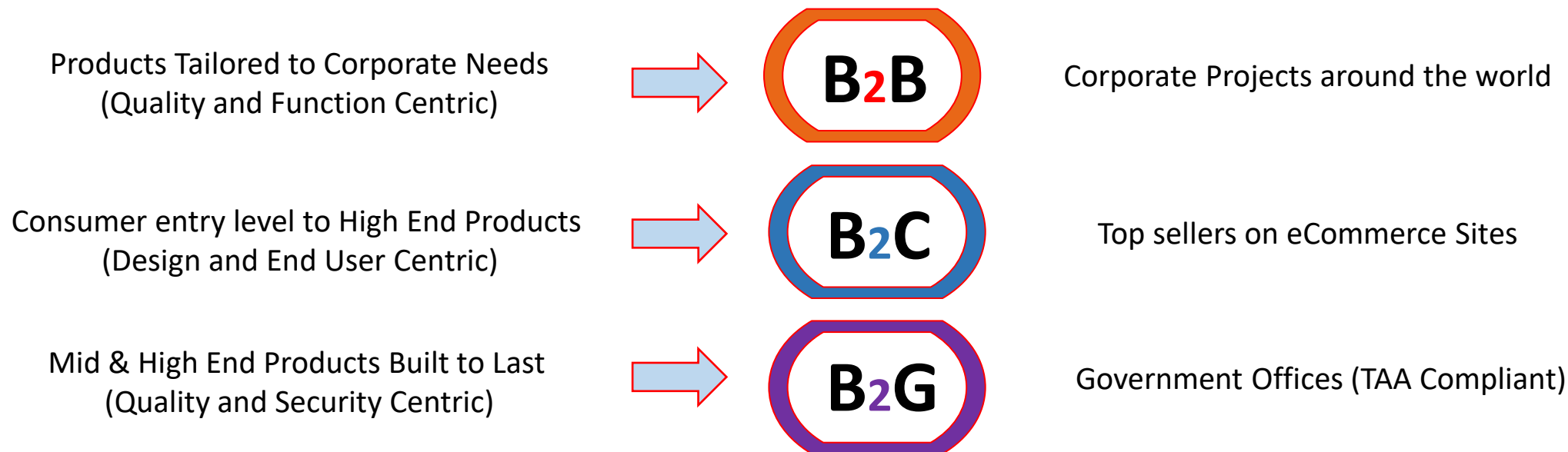
Our Designs Win

Channel Brands

Our Product Portfolio Wins

We Have a Full Range of Designs Proven in Market Verticals

Examples



Our Quality & Compliance Wins













Our Designs are Consumer Centric and Market Proven

Good Way's products (with our customer's brands) account for **35** of Amazon's top 100 best sellers

Amazon Best Sellers

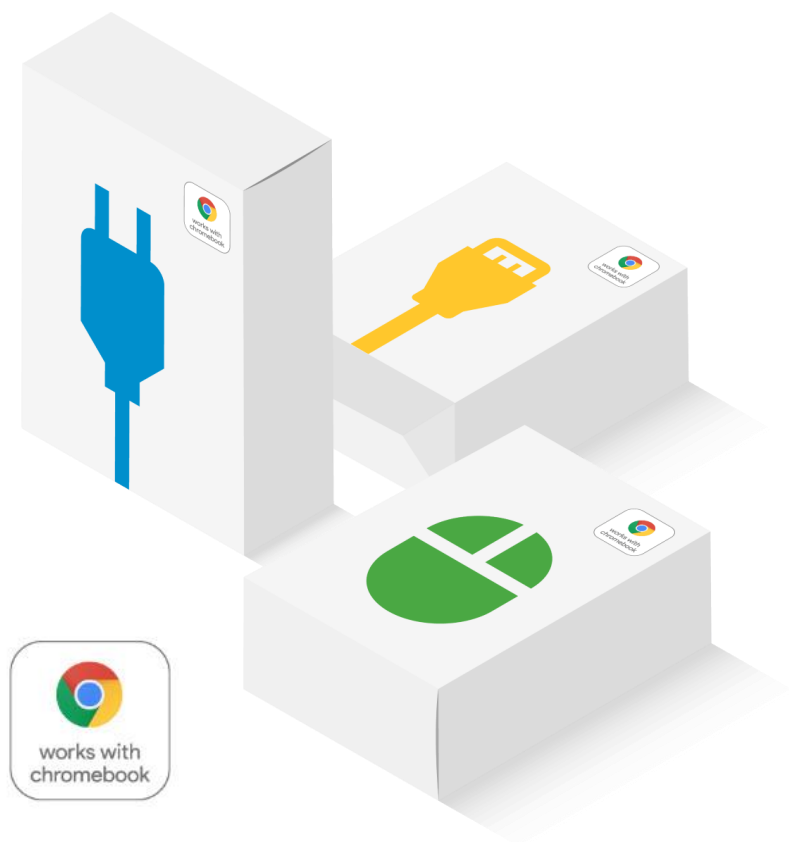
Our most popular products based on sales. Updated hourly.

Best Sellers in Laptop Docking Stations

<p>#1</p>  <p>Plugable USB 3.0 Universal Laptop Docking Station for Windows (Dual Video HDMI and DVI/VGA,...</p> <p>★★★★★ 4,194 \$109.00</p>	<p>#2</p>  <p>Dell USB 3.0 Ultra HD/4K Triple Display Docking Station (D3100)</p> <p>★★★★☆ 2,121 32 offers from \$108.96</p>	<p>#3</p>  <p>Dell WD19 180W Docking Station (130W Power Delivery) USB-C, HDMI, Dual DisplayPort, Black</p> <p>★★★★★ 140 \$161.29</p>	<p>#4</p>  <p>CalDigit TS3 Plus Thunderbolt 3 Dock - 87W Charging, 7X USB 3.1 Ports, USB-C Gen 2,...</p> <p>★★★★★ 662 \$249.95</p>	<p>#5</p>  <p>Hiiercool USB C Hub, USB-C Laptop Docking Station, 11 in 1 Triple Display Type C Adapter...</p> <p>★★★★★ 862 \$79.99</p>
<p>#6</p>  <p>Lenovo USA Lenovo ThinkPad USB-C Dock Gen 2 (40AS0090US)</p> <p>★★★★★ 111</p>	<p>#7</p>  <p>USB C Hub, UtechSmart Triple Display USB Type C Adapter Docking Station with 2 HDMI, VGA,...</p> <p>★★★★★ 801</p>	<p>#8</p>  <p>Lenovo USA ThinkPad Thunderbolt 3 Dock Gen 2 135W (40AN0135US) Dual UHD 4K Display...</p> <p>★★★★★ 108</p>	<p>#9</p>  <p>Microsoft Surface Dock (Pd9-00003), Black</p> <p>★★★★★ 2,094 9 offers from \$199.99</p>	<p>#10</p>  <p>Lenovo ThinkPad USA Ultra Dock With 90W 2 Prong AC Adapter (40A20090US, Retail Packaged)</p> <p>★★★★★ 612</p>

We Lead the Market with Innovation & Compatibility

Works With Chromebook



Good Way has been selected by tier 1 technology companies as their strategic partner for next generation reference designs and specification verification.



Thunderbolt 1 -> Thunderbolt 2 -> Thunderbolt 3 -> Thunderbolt 4

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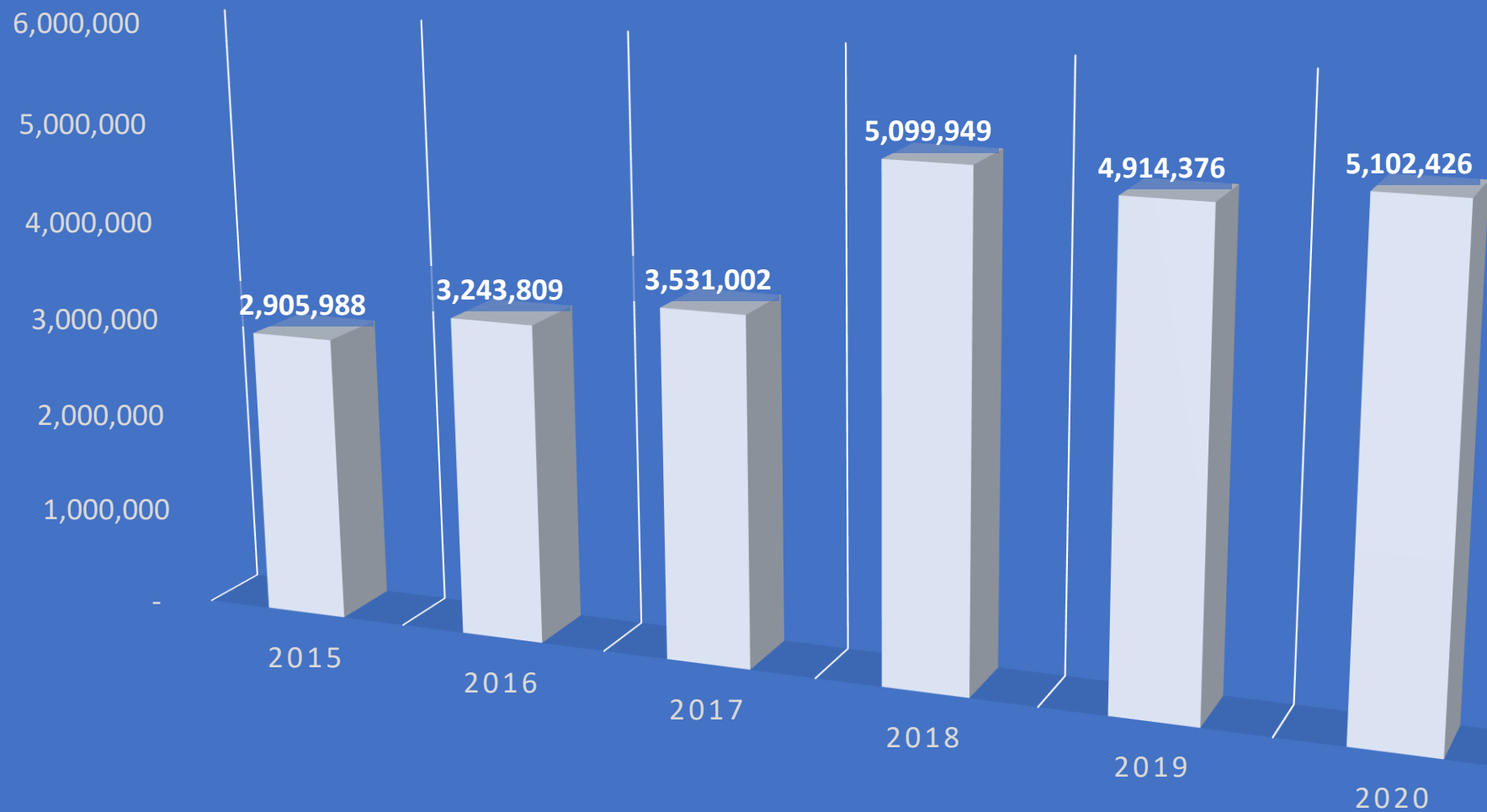
4 產業前景

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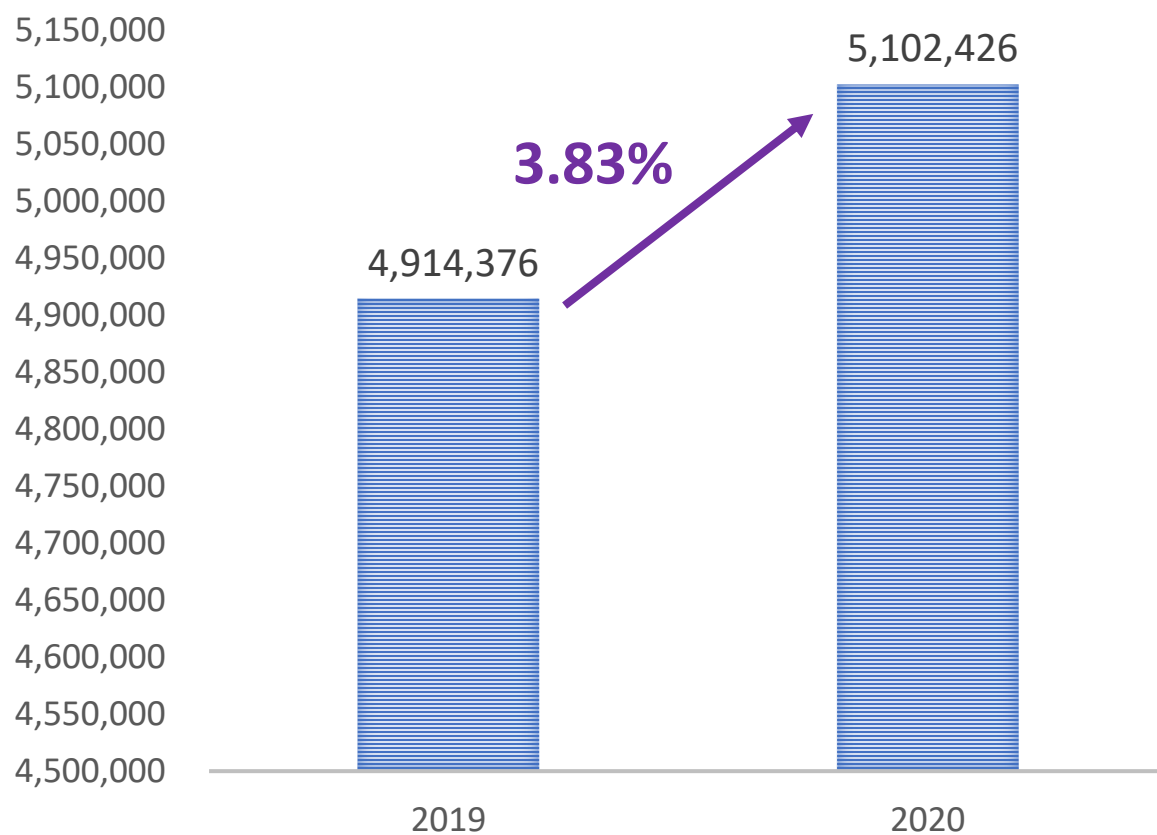
We Have a Healthy Growth Momentum

SALES (NTD '000)

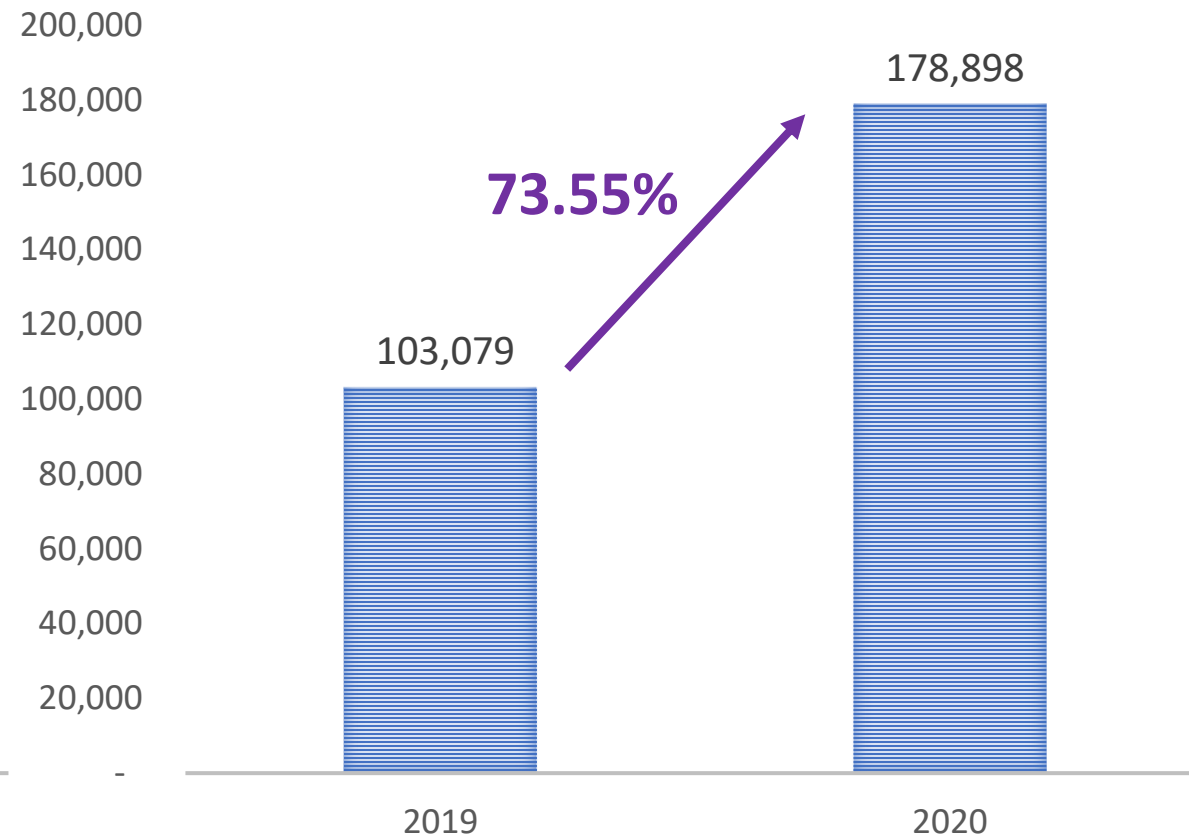


YOY Performance (1)

2020 VS 2019 SALES REVENUE (NTD'000)

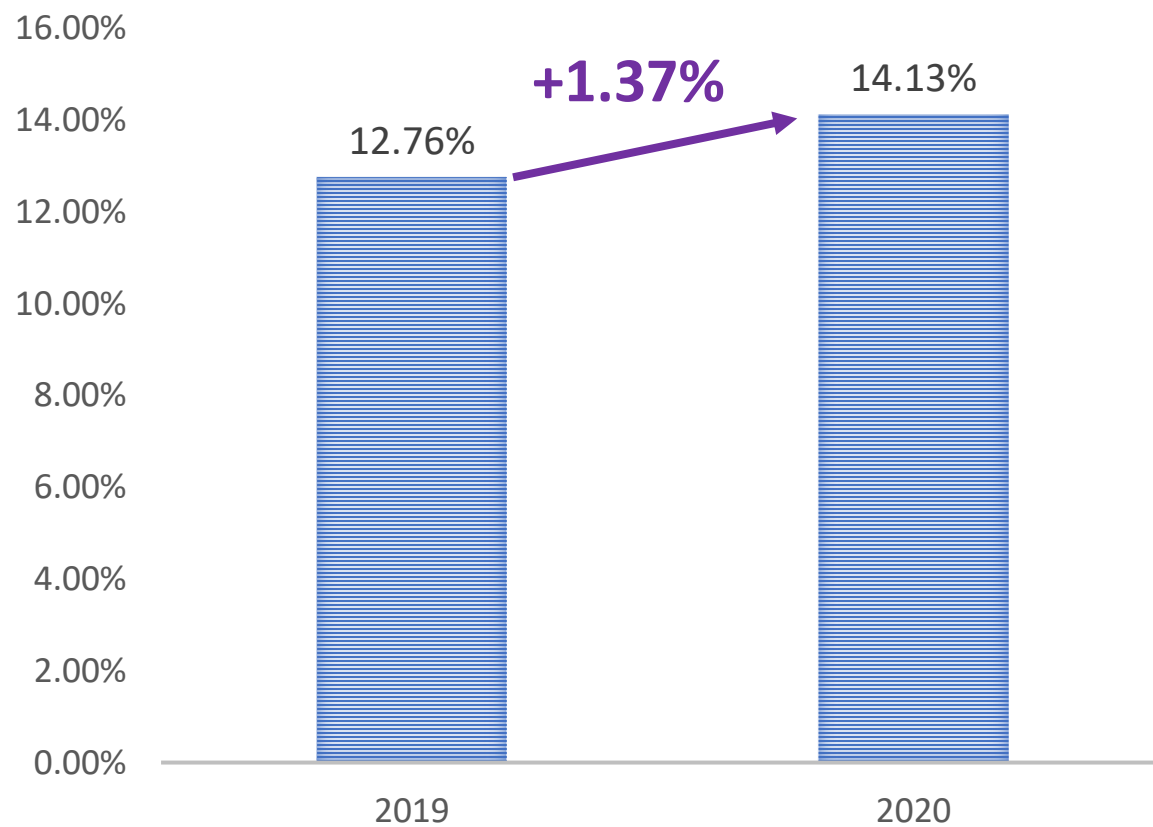


2020 VS 2019 NET PROFIT (NTD'000)

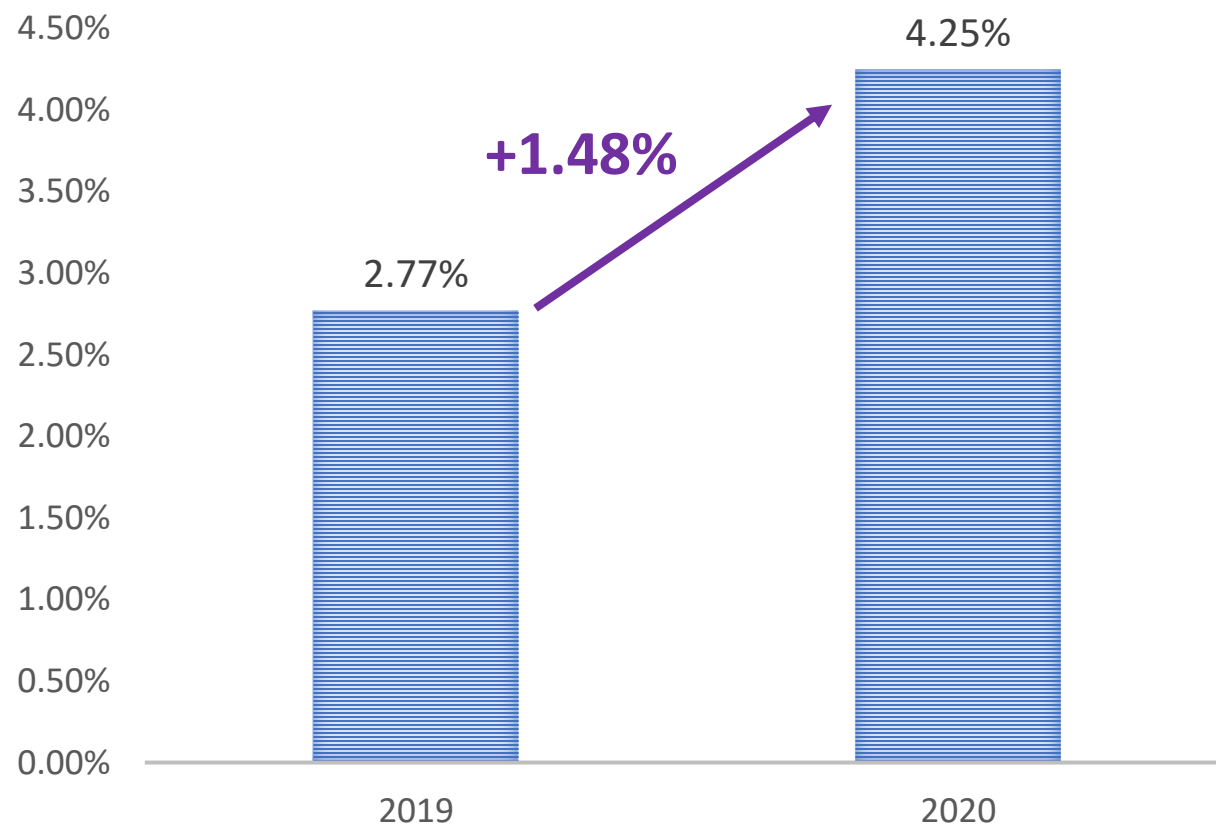


YOY Performance (2)

2020 VS 2019 GROSS MARGIN RATE

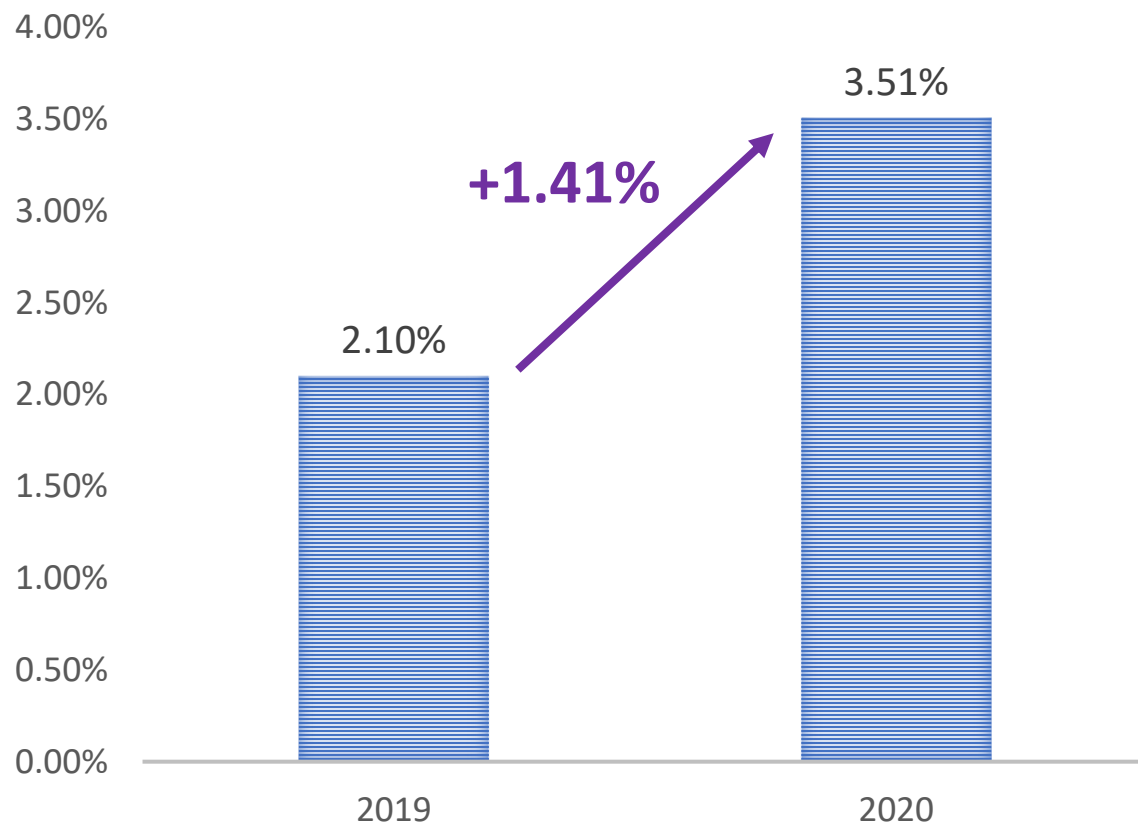


OP. PROFIT RATE

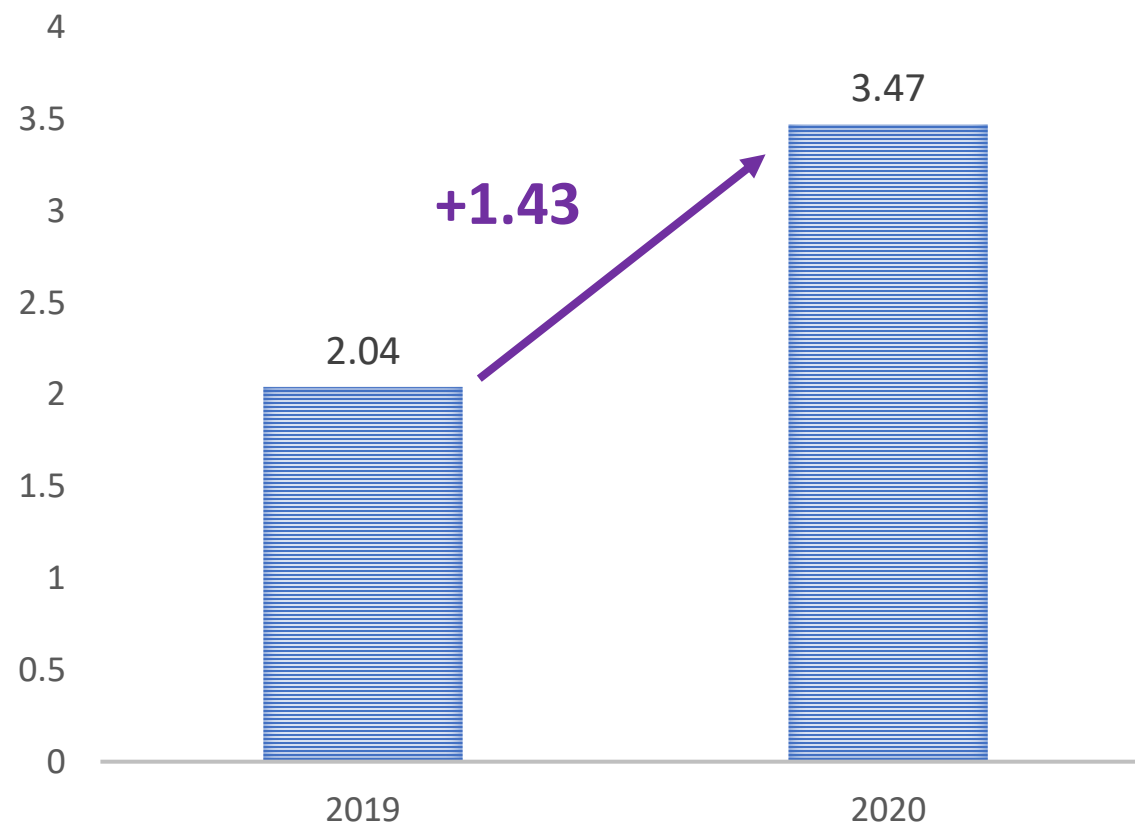


YOY Performance (3)

NET PROFIT RATE

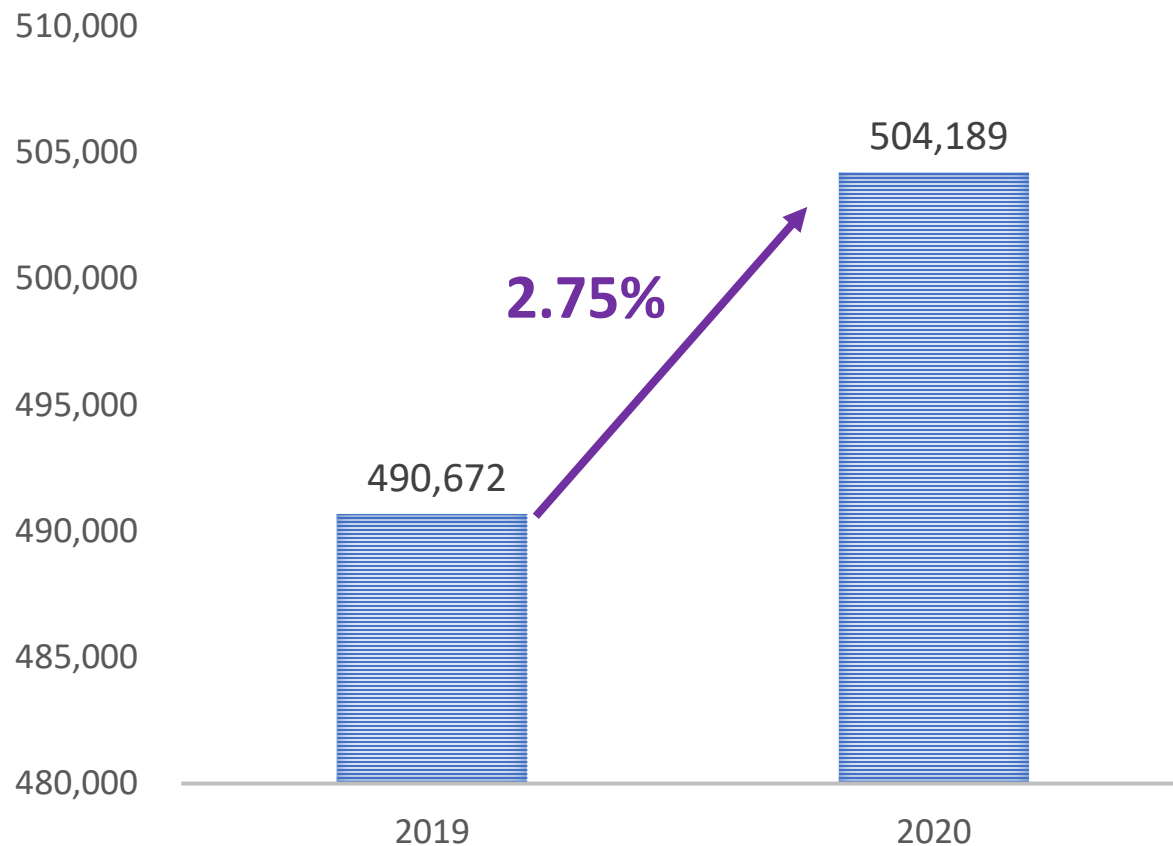


2020 VS 2019 EPS

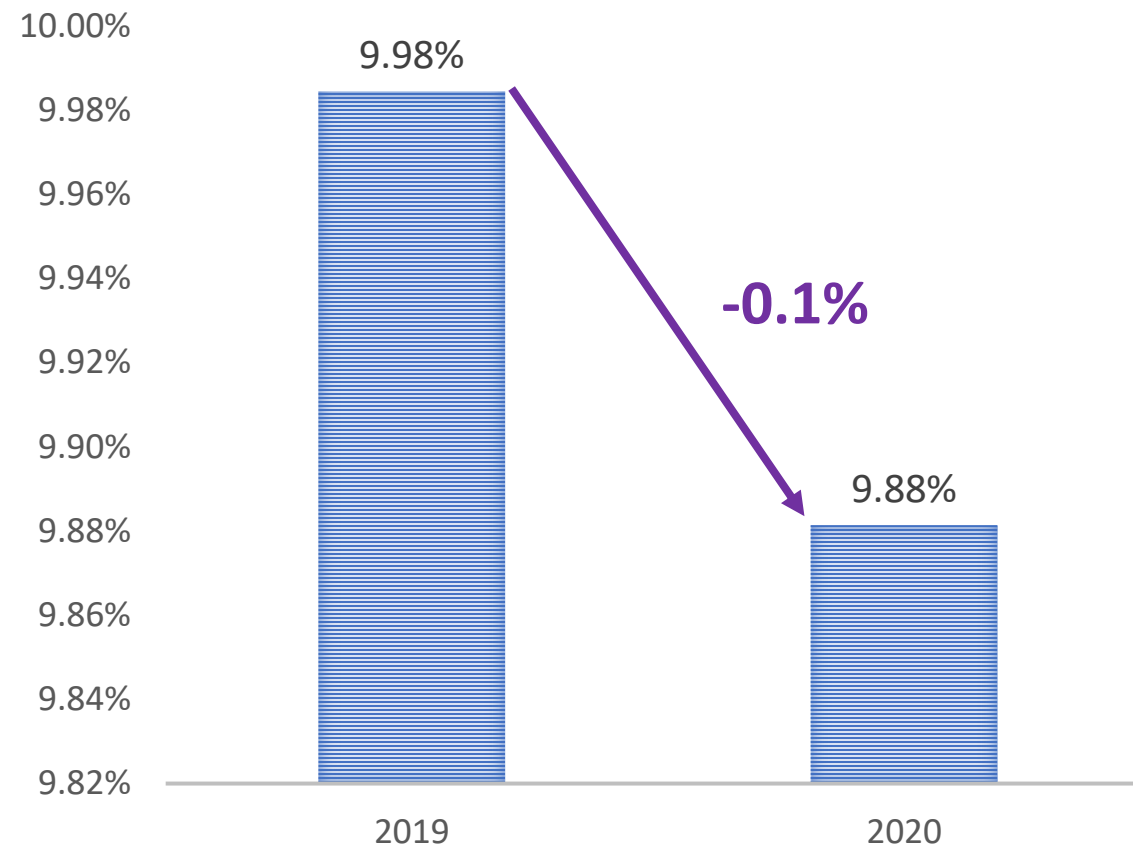


YOY Performance (4)

OPERATING EXPENSES



OP. EXPENSE RATE

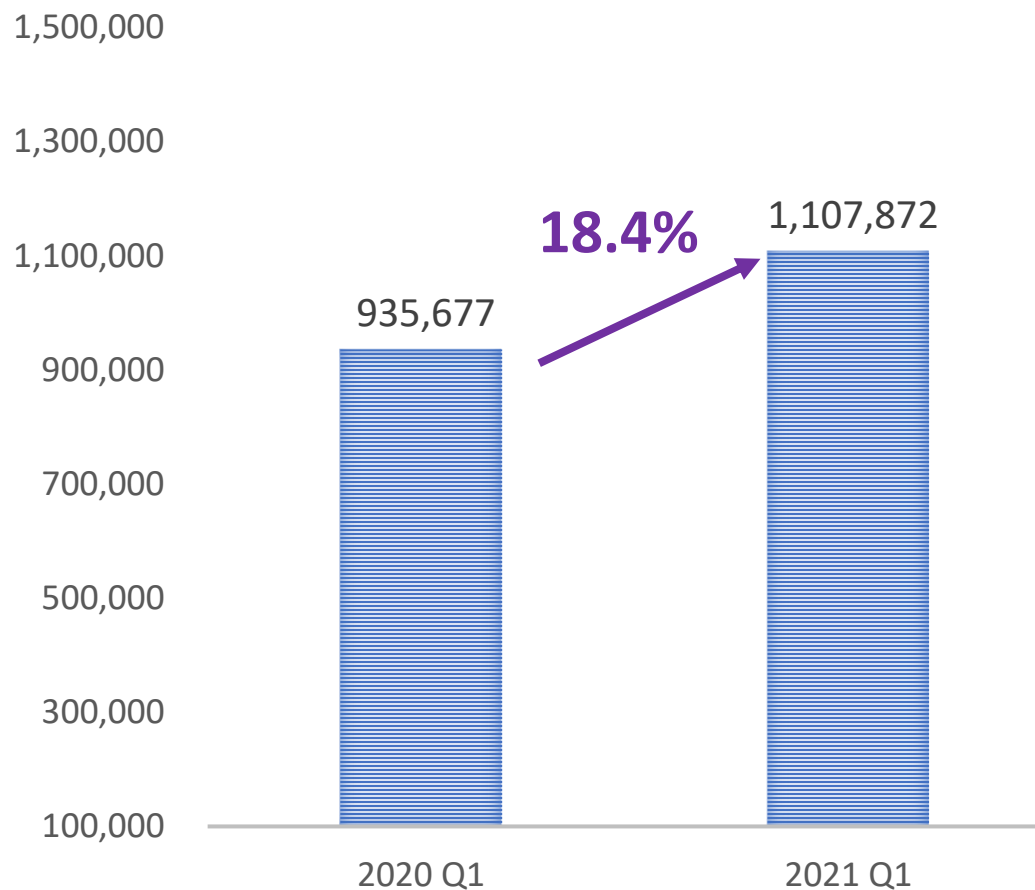


YOY Performance (5)

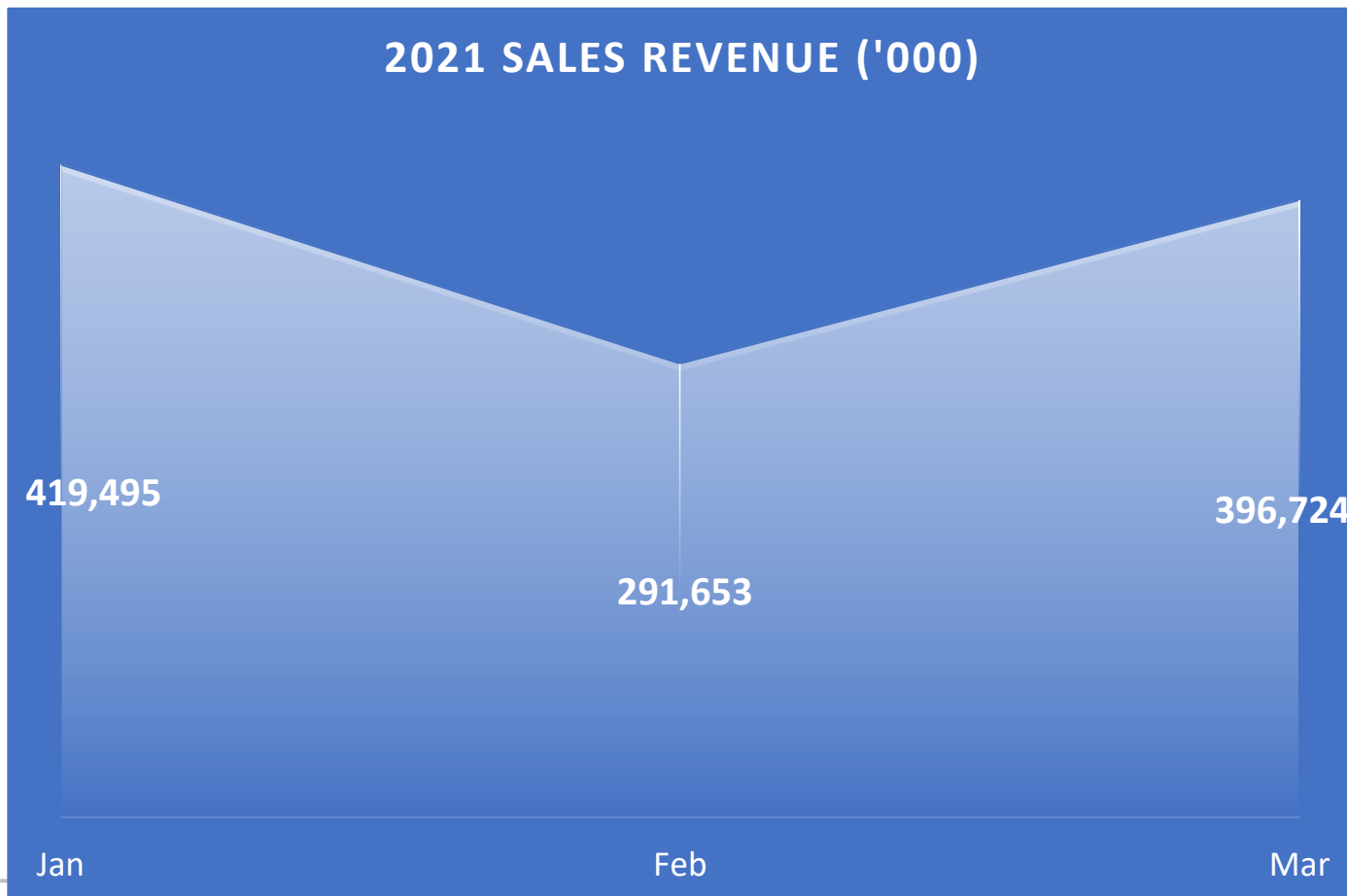
單位：新台幣仟元	2019年	2020年
營業收入	4,914,376	5,102,426
營業毛利	626,838	720,890
毛利率	12.76%	14.13%
營業費用	490,672	504,189
費用率	9.98%	9.88%
營業利益	136,166	216,701
營業外收(支)合計	7,868	(1,126)
稅前淨利	144,034	215,575
稅後淨利	103,079	178,898
淨利率	2.10%	3.51%
EPS(NTD元)	2.04	3.47

YOY Q1 Performance

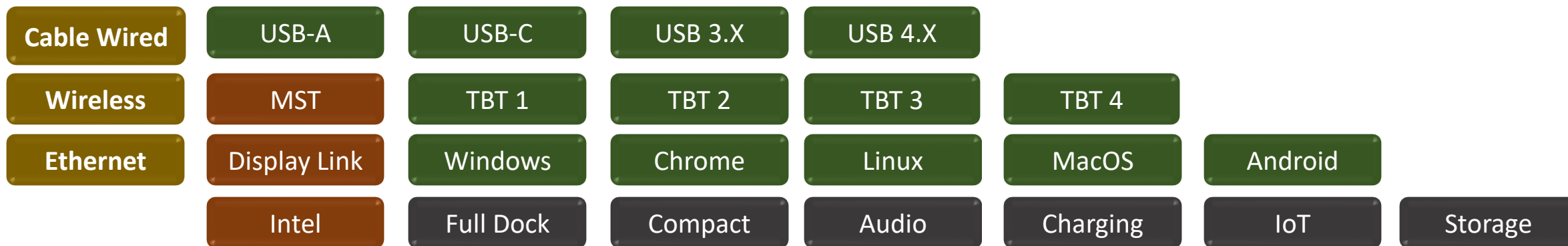
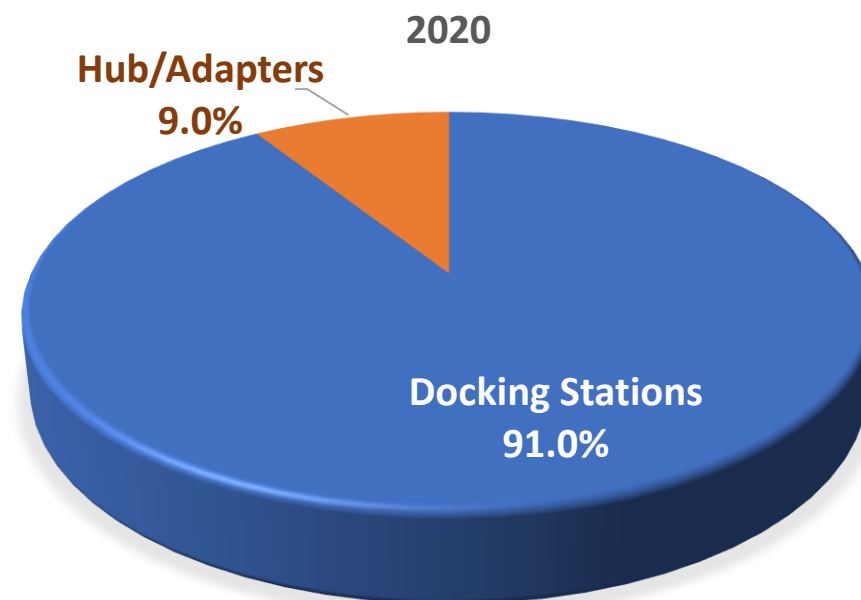
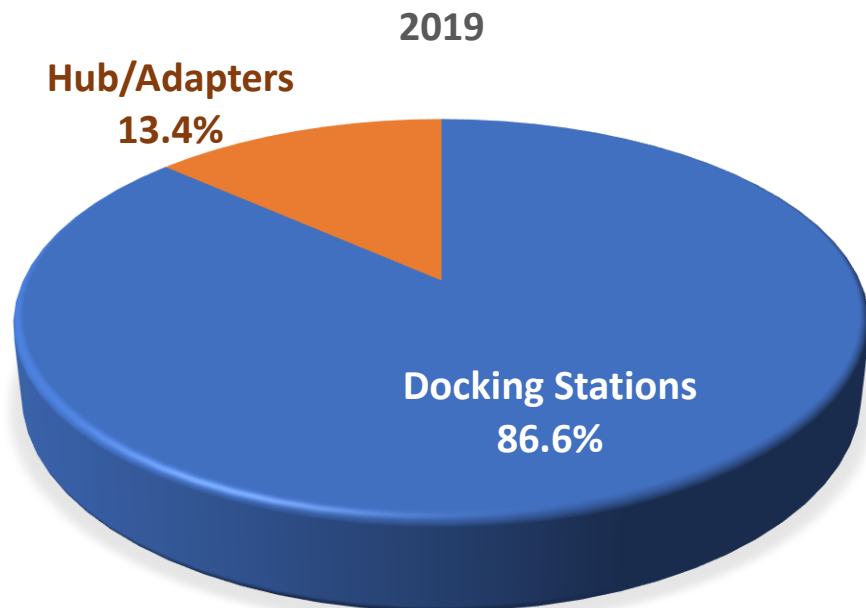
2020 Q1 VS 2021 Q1 SALES REVENUE (NTD'000)



2021 SALES REVENUE ('000)



Good Way Product Mix



1 公司介紹

2 產品概述

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Docking Station Market Outlook

Impact Analysis of COVID-19

Information Technology

The Information Technology sector will see MIXED impact due to COVID-19 outbreak and is expected to register at Par growth rate compared to the global GDP growth



Market Impact

This market will have **NEUTRAL IMPACT** due to the spread of COVID-19

Pandemic Impact on Market

DIRECT

Global Docking Station Market 2020-2024

Market growth will **ACCELERATE** at a CAGR of almost

3%



Incremental growth



USD 762.68 mn

Growth for 2020

2.32%

IMPACT



Market growth in 2020 likely to **INCREASE** compared to 2019

Expected time by when the impact on market will normalize



Q3-2021 [Best Case]



Q1-2022 [Worst Case]



Market estimates to be revisited and updated in Q3-2020, based on the revaluation of the impact as the pandemic spread plateaus. The update will be available free of cost to all customers.

Source: Technavio November 26, 2020

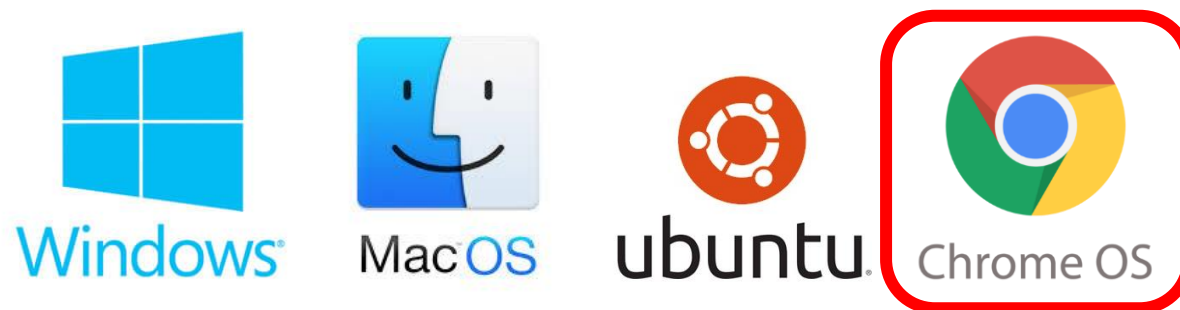


More Platforms

2020 and Before

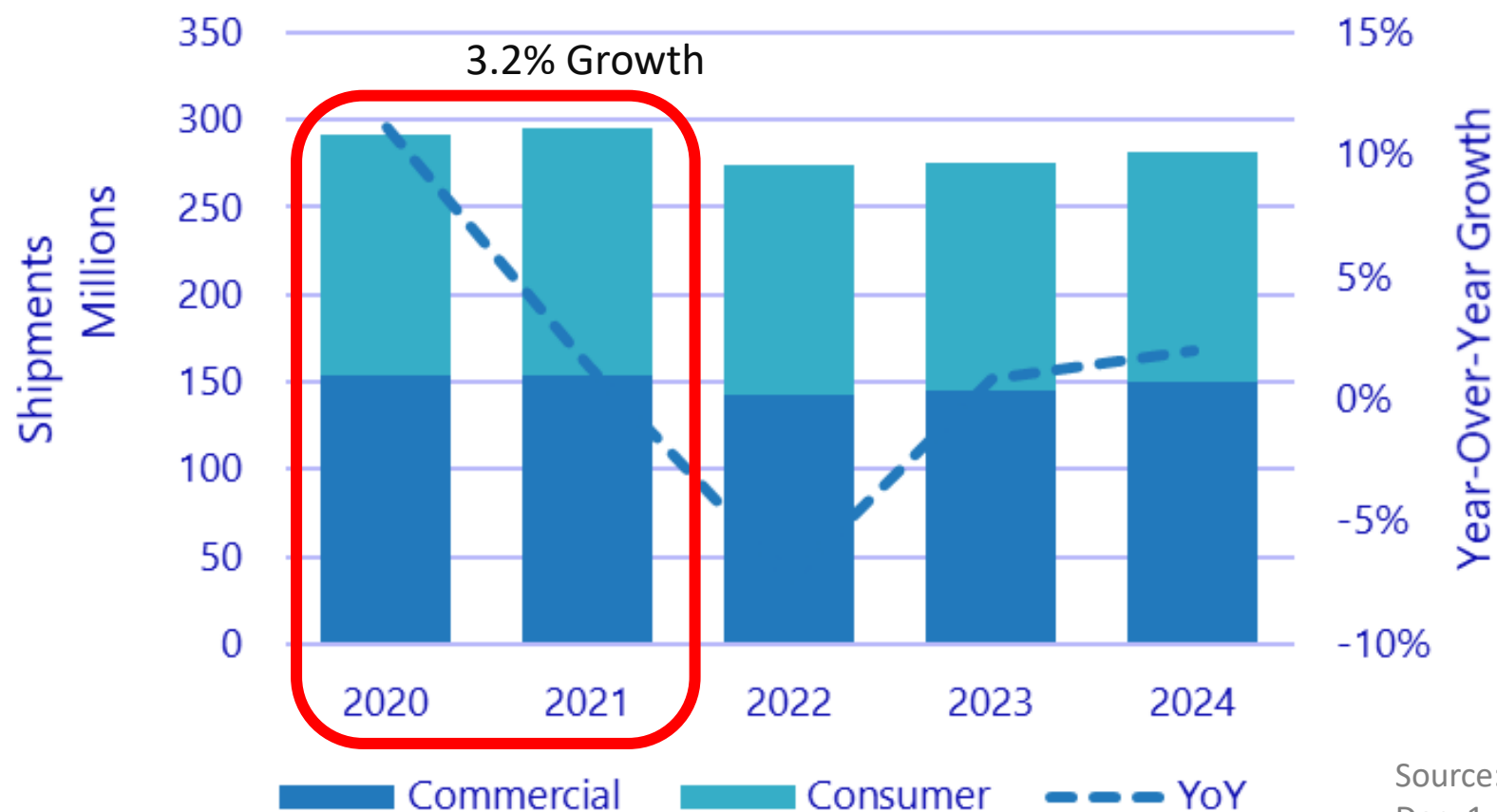


2021 and After



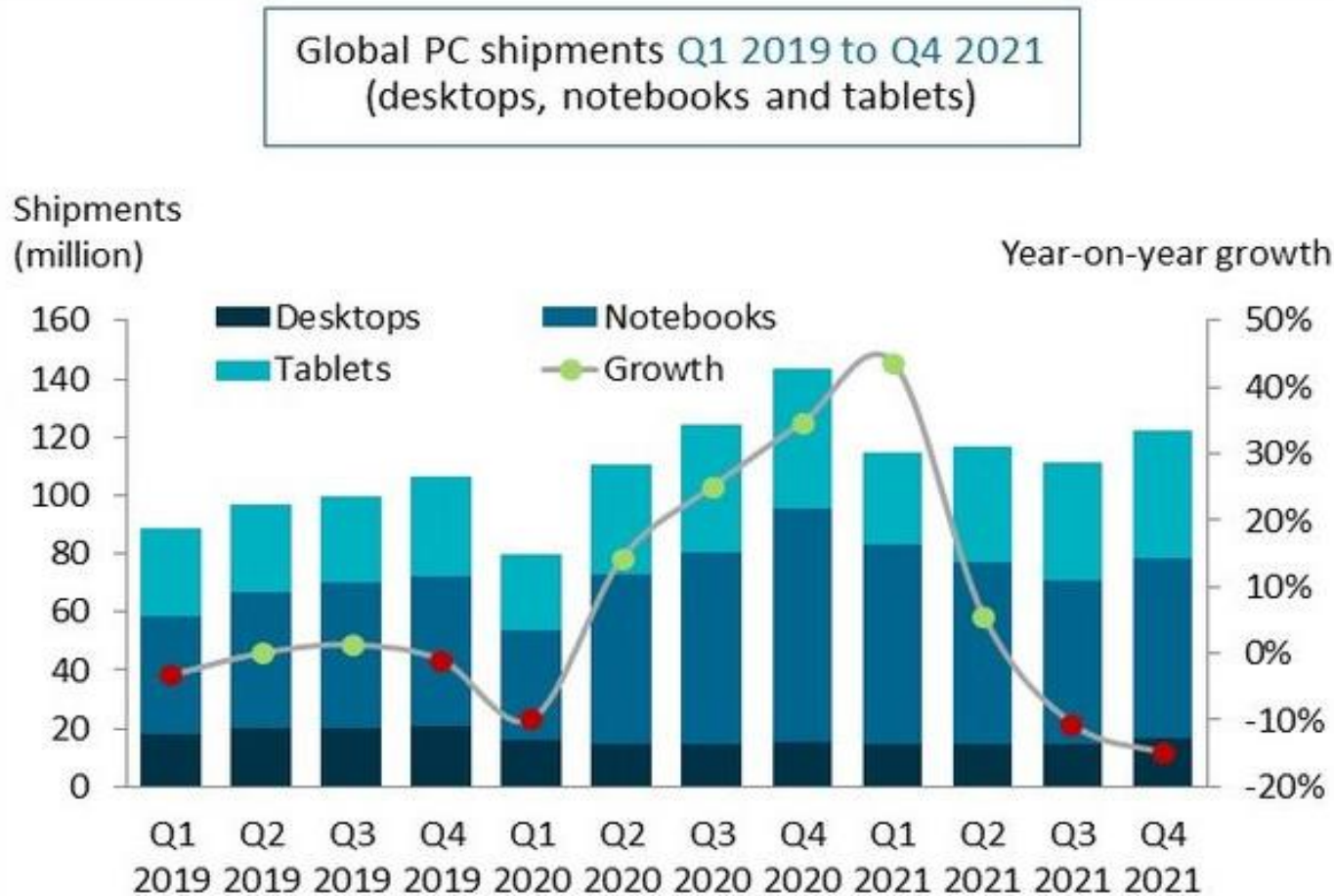
PC Market Forecasted to look Positive

Worldwide Desktop and Notebook Forecast, 2020Q3



Source: IDC
Dec. 1, 2020

PC Type Forecast Breakdown



Note: desktops and notebooks include desktop workstations and mobile workstations respectively
Source: Canalis estimates and forecasts, PCAnalysis, November 2020

Strong demand and order backlogs for notebooks and tablets will sustain growth through to Q2 2021

The Canalis logo is located at the bottom right of the slide, featuring a stylized globe icon followed by the word "canalis" in a lowercase, sans-serif font.

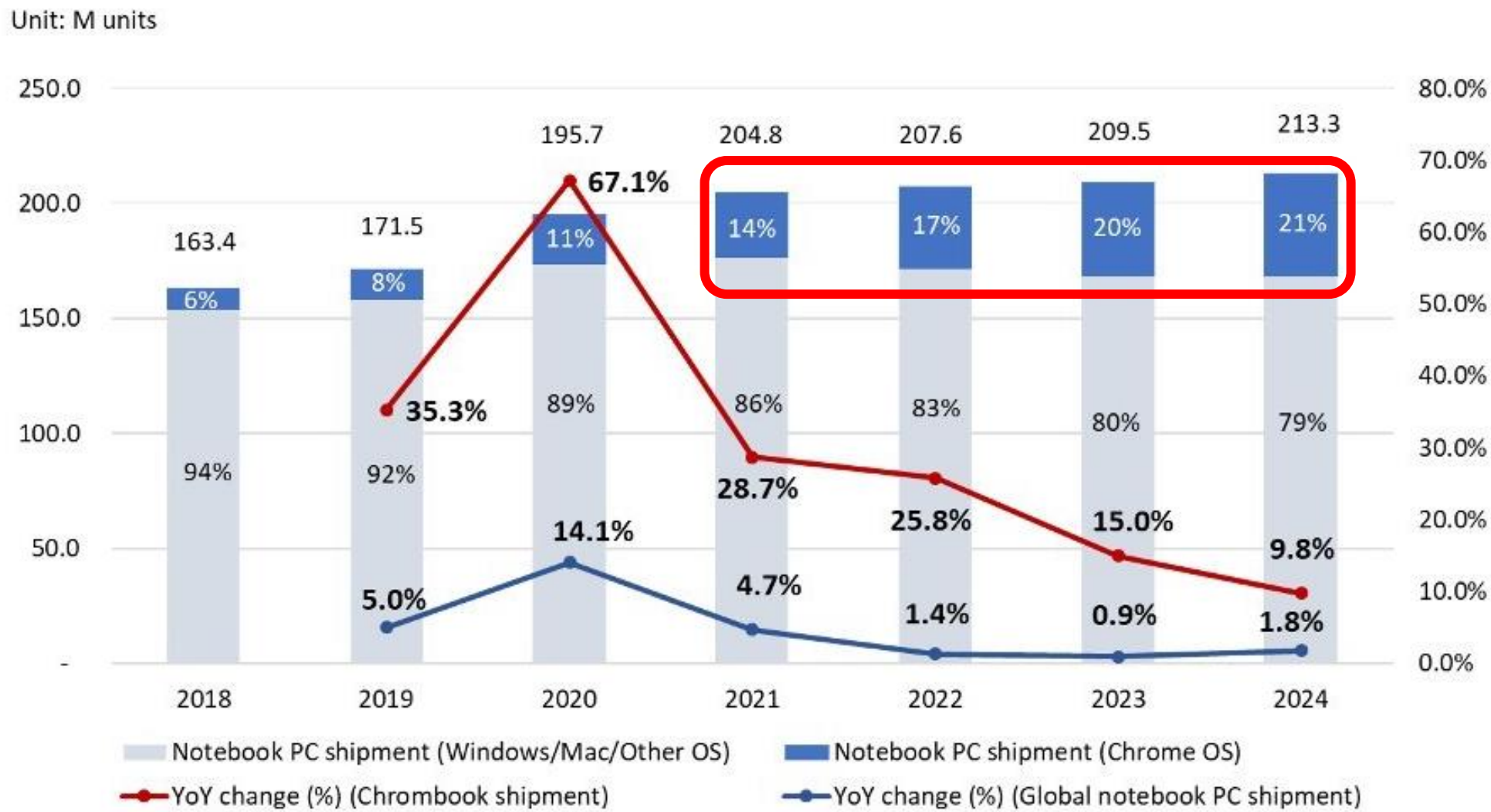
NB Forecasted to Continue Growth

Worldwide PC forecasts (shipment volume and annual growth)

Product category	2019	2020	2021	2024	Annual growth 2019-2020	Annual growth 2020-2021	CAGR 2020-2024
Desktops	79.0m	60.8m	60.7m	66.8m	-23.1%	0.0%	2.4%
Notebooks	188.6m	241.1m	249.0m	244.3m	27.9%	3.3%	0.3%
Tablets	123.5m	156.1m	154.6m	150.9m	26.5%	-1.0%	0.8%
Total	391.0m	458.0m	464.4m	461.9m	17.1%	1.4%	0.2%

Source: Canalis forecasts / Nov. 2020

Watch Out for Chromebooks

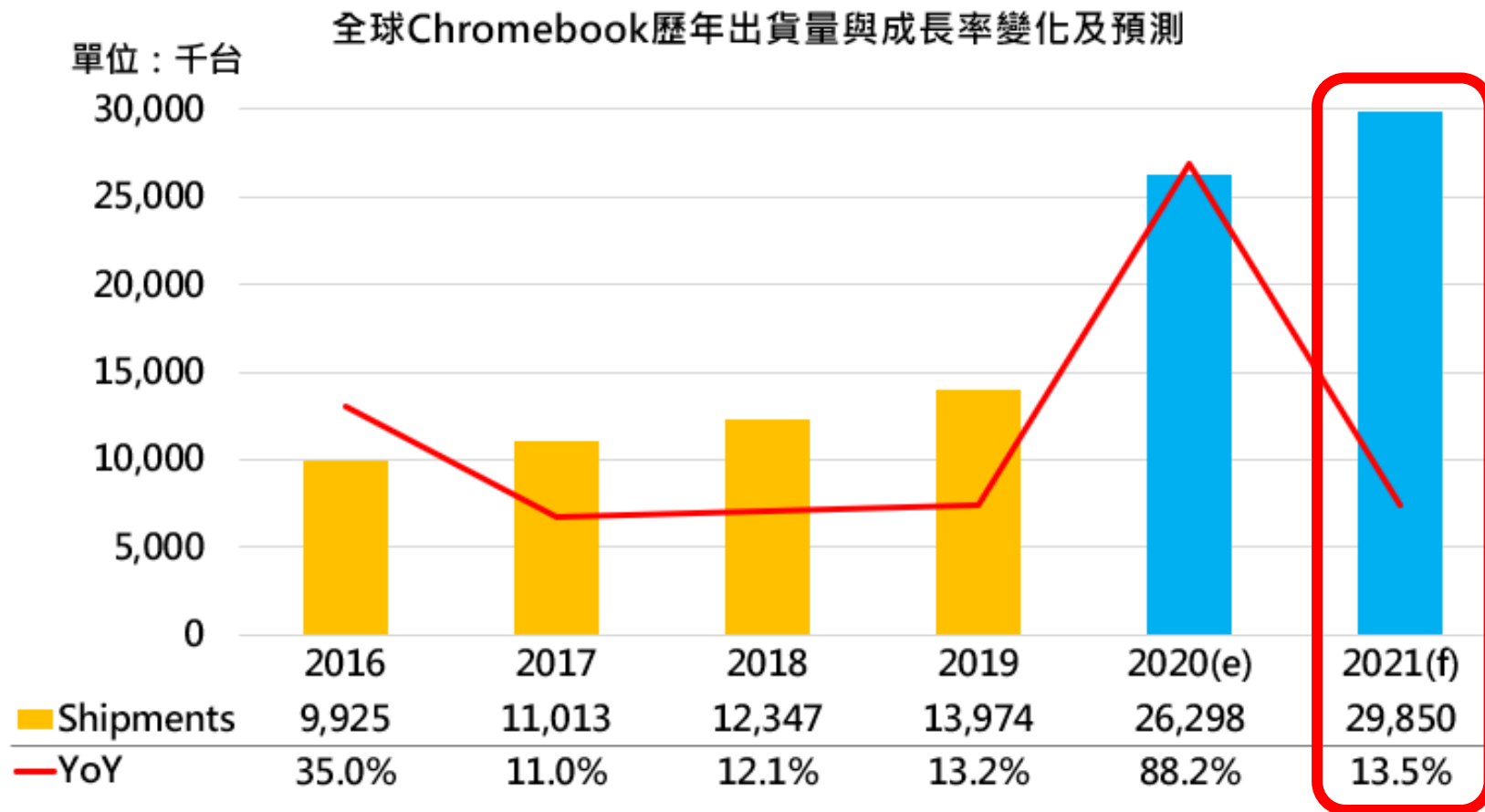


Source: Omdia Mobile PC Market Tracker Source: Omdia research ; Oct. 13, 2020

@ 2020 Omdia

Chromebooks, the New Kid in Town

2021年Chromebook出貨將接近3,000萬台



3,000
萬台

註：DIGITIMES Research將可拆卸機種歸類為Tablet，故在此NB出貨量統計未計入該類產品。
資料來源：DIGITIMES Research，2020/9

And Watch out for the Fruit Company...

9TO5Mac

Exclusives

Guides

Mac

iPhone

Watch

iP



JANUARY 6

M1 Macs market share 0.8%; will be 7% by summer
– TrendForce

Ben Lovejoy - Jan. 6th 2021 7:29 am PT @benlovejoy



So, Is That All?

More Platforms


2020 and Before



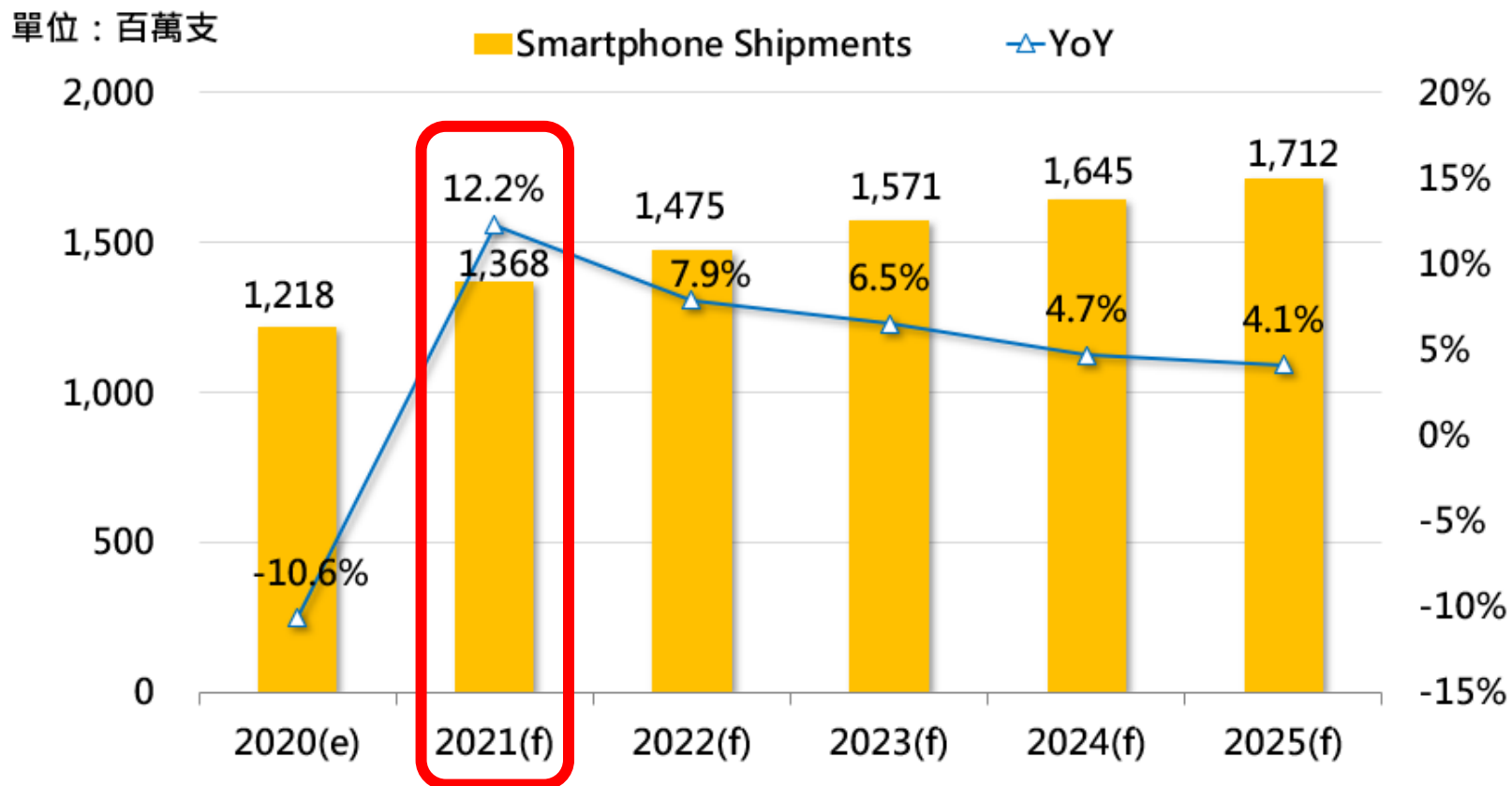
2021 and After



Mobile Computing

 5G手機換機潮啟動、低價機款持續滲透下
2025年智慧型手機出貨可望成長突破17億支

13.6億台



資料來源：DIGITIMES Research，2020/9

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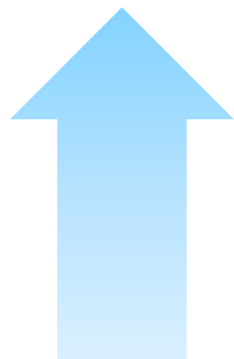
4 產業前景

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We Know What the Market Wants & Where the Trends Move

Technology Trends



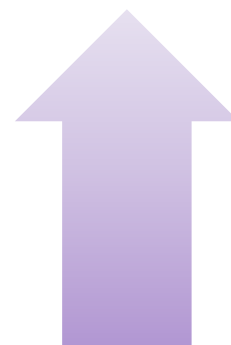
- **Leading**
- **Advanced Technology**
- **Better Compatibility**

Mainstream

Development based on the latest IT technologies to provide the revolutionary product with high speed and best performance, as well as better compatibility.

Make Something New.

Market Trends



- **Smart Office**
- **Value-added Features**
- **Better user experience**

Innovation

Innovative product design to provide better user experience, revolutionary features, and add-on value for the new market applications in smart office.

Make Something Different.

Product Roadmap

From Wired to Wireless ●

Advanced Resolution (HDMI / Display Port) ●

Faster (Thunderbolt 4 / USB4) ●

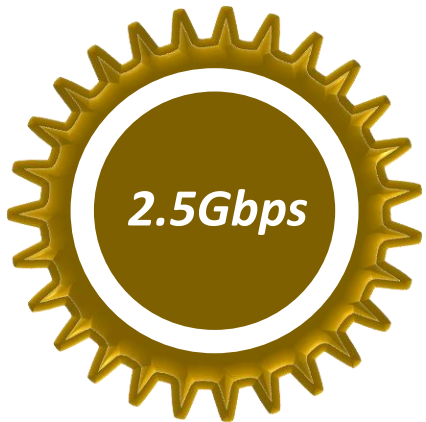
Broader Connectivity (Ethernet) ●

Higher Power (Passthrough / GaN) ●

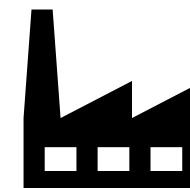
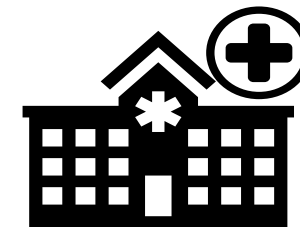
Multiple Variations (Audio / Storage) ●



2021 Potentials



Market Potentials



Growth Strategies



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תודה
Dankie **Gracias**
Спасибо **شكرًا**
Köszönjük **Merci** **Takk**
Grazie **Terima kasih**
Dziękujemy **Dėkojame**
Ďakujeme **Vielen Dank** **Paldies**
Kiitos **Tänne teid** 谢谢
Thank You Tak
感謝您 **Obrigado** Teşekkür Ederiz
Σας ευχαριστούμε **감사합니다**
Bedankt **Děkujeme vám**
ありがとうございます
Tack

