

# 法人說明會

3/22/2022

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(5309)

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# Outline

**01 經營策略方向**

**Mark Lee**

**02 2021營運績效摘要**

**Sam Lee**

**03 營運成長動力**

**Sam Lee**

**04 Q&A**

經營策略方向

## CORE VALUES

1

INTEGRITY 誠信

感知

Exhibit Honesty and Ethicality at all time

2

PASSION 熱情

感動

Fuels our work and guides what we do

3

COMMITMENT 合作

感恩

Dedicated to the success of our customers, employee and shareholders

4

INNOVATION 創新

感性

That makes a difference

# 營運方向與技術優勢

## 車用工業電子應用 Automotive Solutions

## 能源儲能管理應用 Power and Energy Management



Tire Pressure Monitoring Systems

### 電動車 Electric Vehicle

1. TPMS CAGR >9%
2. Expected 6 million EVs in 2021
3. Bluetooth Patents

1  
EV

3  
ESS



Head-Mount AR Device

### 元宇宙/工業車聯網 Metaverse/IoV

1. Metaverse CAGR >70%
2. IoV CAGR >15%
3. IPC rugged design for harsh environment

2  
Metaverse

4  
LEOs



Industrial PC

### 儲能系統 Energy Storage System

1. ESS CAGR >45%
2. Global Power Shortage
3. Renewable Low Carbon Energy
4. 40-50 Patents



Li-Ion Based Energy Brick

### 低軌衛星 Low Earth Orbit Satellites

1. LEO CAGR >20%
2. LEO Satellite Communication
3. Millimeter Wave Transceiver
4. Datacenter Server Power



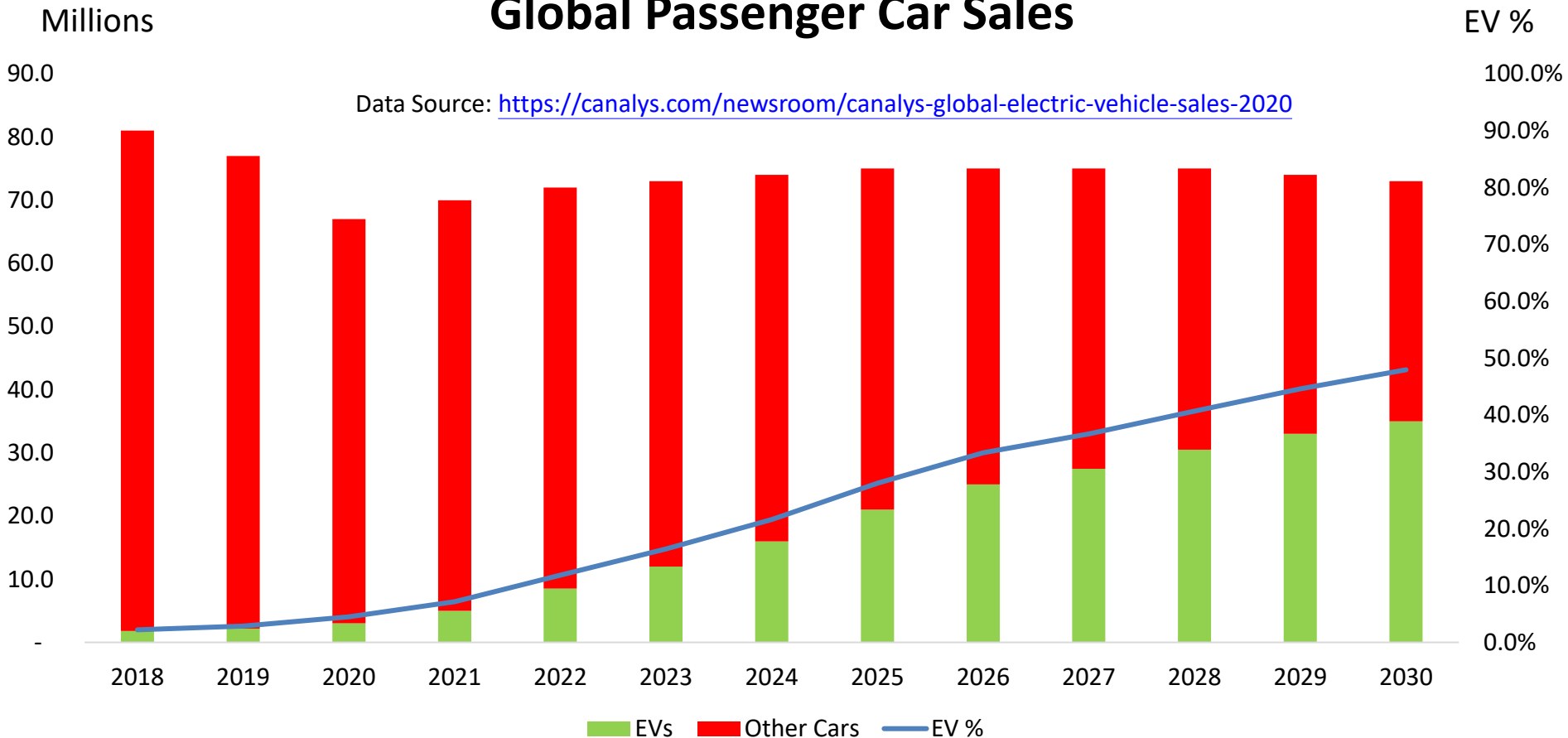
Satellite Communication



Datacenter Server Power (PSS+BBS)

## Global Passenger Car Sales

Data Source: <https://canalys.com/newsroom/canalys-global-electric-vehicle-sales-2020>



# 工業車聯網應用



建設機械 **CAGR: 4.2%**  
Construction Equipment



強固車用電腦  
**Rugged Vehicle Terminal**



車身控制器  
**Body Control Module(BCM)  
Vehicle Gateway**



全地形車 **CAGR: 16.83%**  
Off Road ATV/UTV



強固平板  
**Mobile Device Terminal**



無線車用鏡頭  
**Vehicle Surveillance  
ADAS System**



精準農業 **CAGR: 13.1%**  
Agriculture Precision Farming



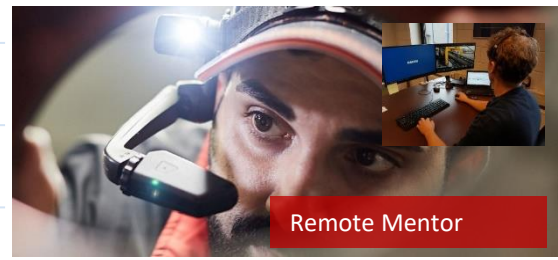
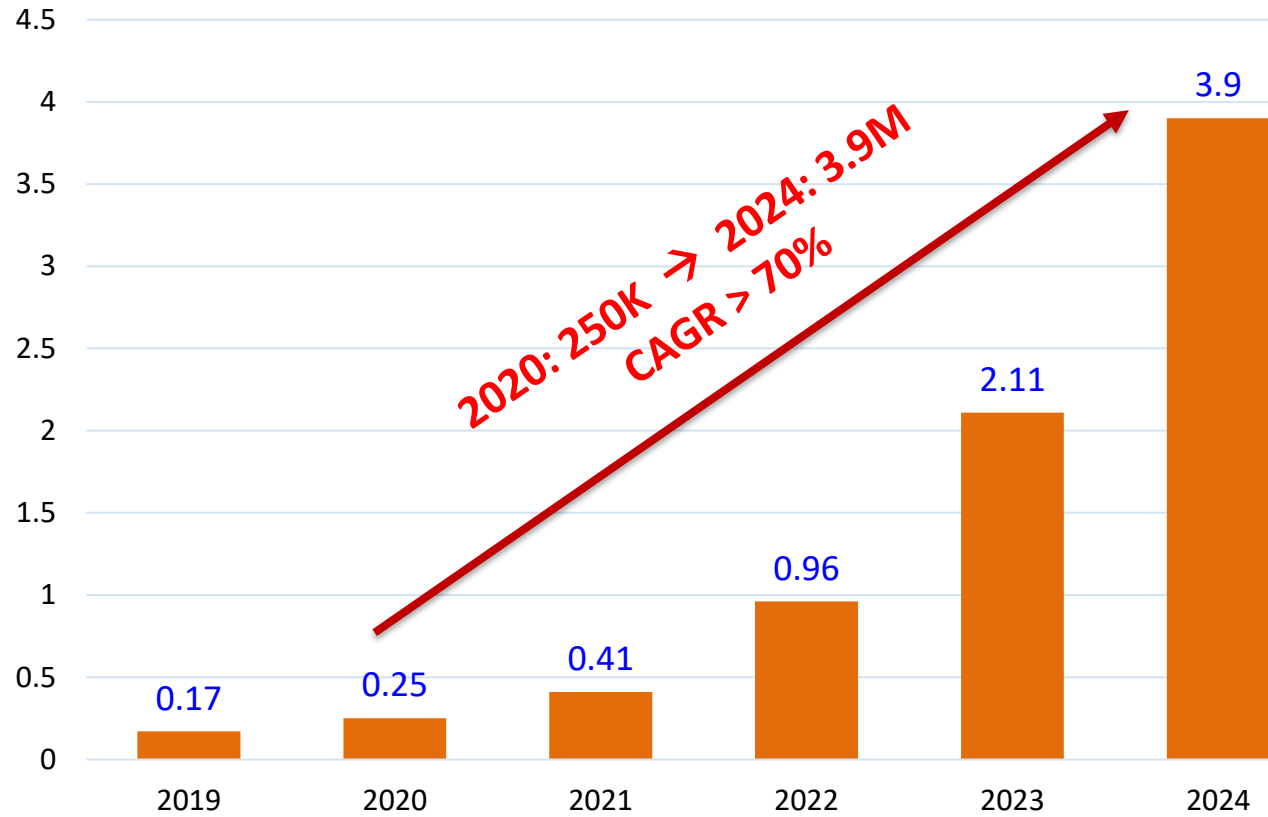
露營車 **CAGR: 10.3%**  
Recreation Vehicle



卡車/車隊管理 **CAGR: 15%**  
Truck/Long Haul Truck  
Fleet Management

# 元宇宙趨勢商機

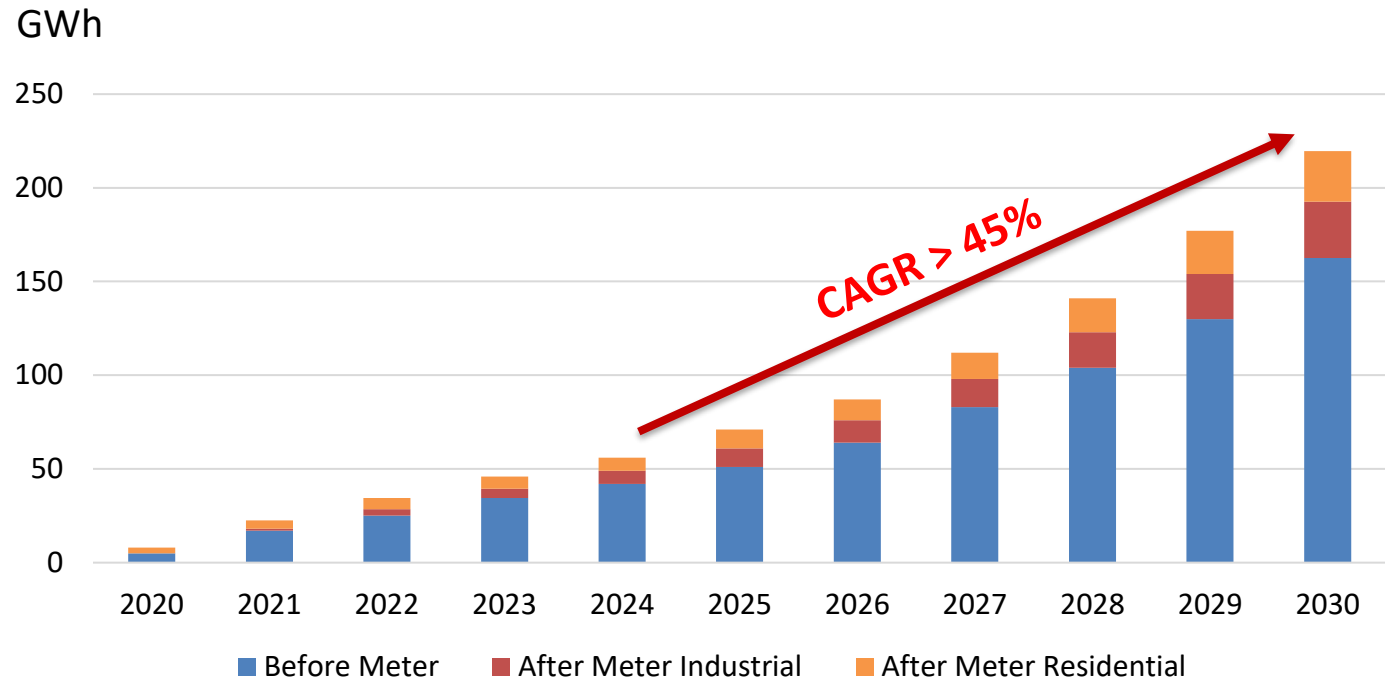
Millions



Source: Statista 2021



# 全球儲能市場成長趨勢



2020 10GWh → 2021 25GWh → 2025 70GWh → 2030 200GWh



不斷電系統  
UPS ESS



分散式儲能  
Distributed  
ESS

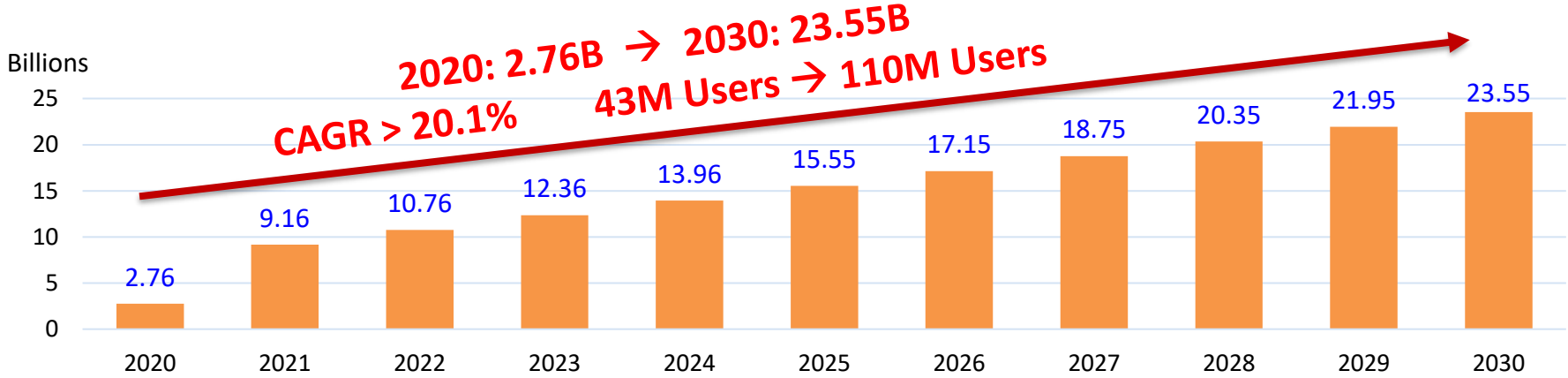


貨櫃式儲能  
Container ESS

Source: Statista InfoLink

# 低軌道衛星通訊趨勢

	SpaceX Starlink	OneWeb	Telesat Lightspeed	Amazon Project Kuiper
Launched	1,445	146	1	0
Planned	12,000 (FCC Approved) 30,000 (Pending)	2,000	1,600	3,236
Service Start	2020	2021	2023	2026
Orbit (Frequency)	560 km (Ku-band)	1,200 km (Ku-band)	1,000 km (Ka-band)	590-630 km (Ka-band)
Required Capital	\$10 billion	\$2.4 billion	\$5 billion	\$10 billion
Target Market	Consumer, Mobility	Government, Enterprise, Mobility	Government, Mobility	Consumer, Enterprise, Government



Source: Next Move Strategy & SpaceWatch.Global

2021  
營運績效摘要

# 2021 年營運成果

NT\$ K

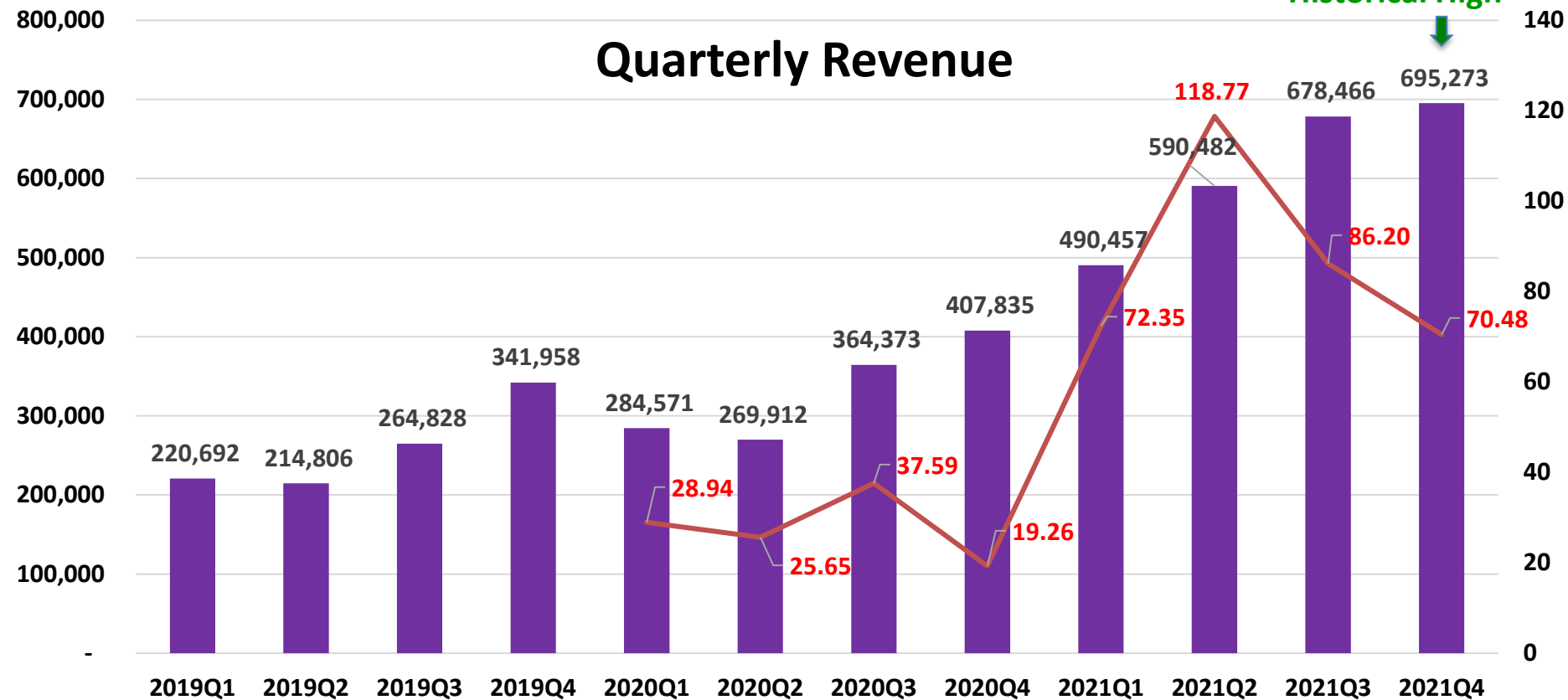
項目	年度/季度	2021									
		第一季		第二季		第三季		第四季		合計	
		金額	%	金額	%	金額	%	金額	%	金額	%
營業收入		490,457	100.0	590,482	100.0	678,466	100.0	695,273	100.0	2,454,678	100.0
營業成本		402,973	82.2	486,481	82.4	551,402	81.3	525,297	75.6	1,966,153	80.1
營業毛利		87,484	17.8	104,001	17.6	127,064	18.7	169,976	24.4	488,525	19.9
營業費用		86,731	17.7	95,597	16.2	94,668	14.0	127,968	18.4	404,964	16.5
營業利益(損失)		753	0.2	8,404	1.4	32,396	4.8	42,008	6.0	83,561	3.4
營業外收入及支出		9,851	2.0	(1,730)	(0.3)	2,780	0.4	885	0.1	11,786	0.5
稅前淨利(損)		10,604	2.2	6,674	1.1	35,176	5.2	42,893	6.2	95,347	3.9
淨利(損)歸屬於母公司業主		9,717	2.0	6,679	1.1	33,845	5.0	45,106	6.5	95,347	3.9
基本每股盈餘(元)		0.06		0.04		0.22		0.29		0.62	

NT\$ K

## Quarterly Revenue

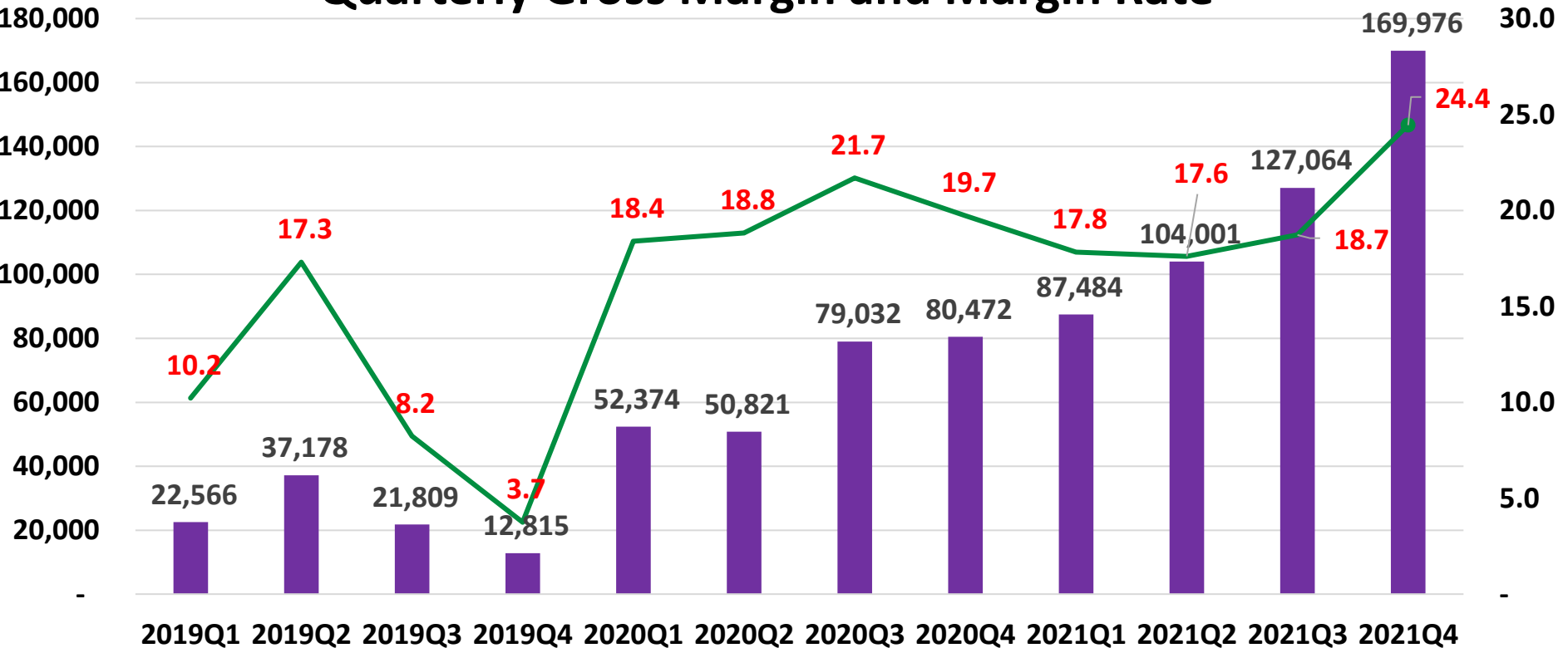
Historical High

YOY %



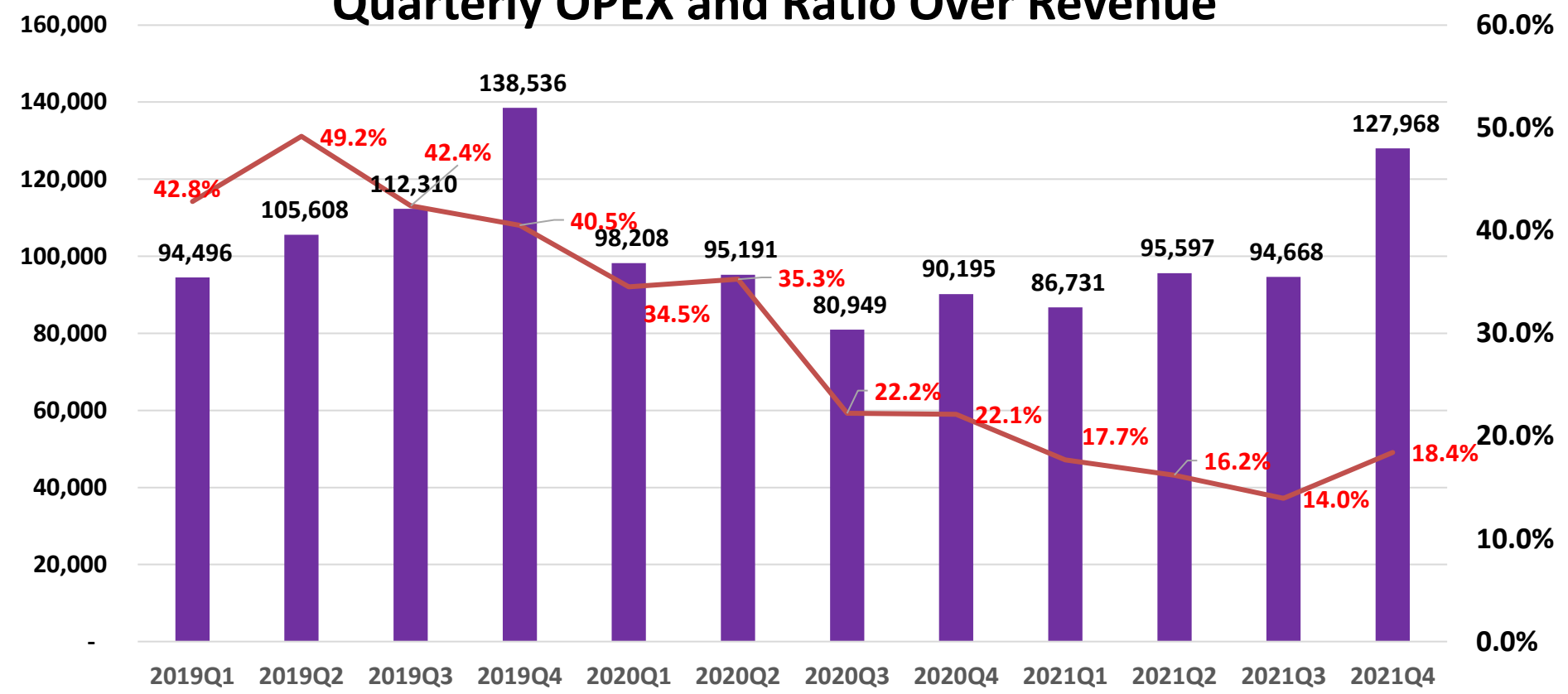
NT\$ K

## Quarterly Gross Margin and Margin Rate



NT\$ K

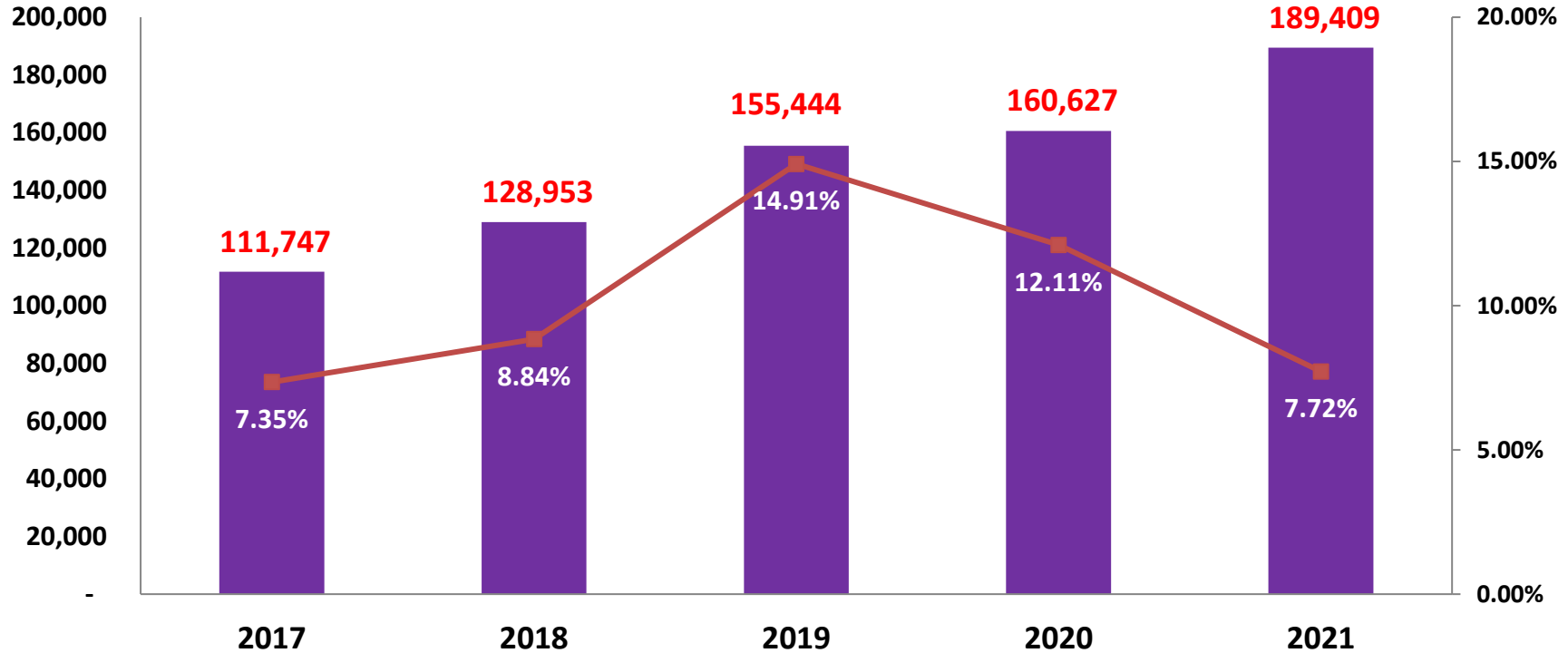
## Quarterly OPEX and Ratio Over Revenue



NT\$ K

## RD Expenses and Ratio over Revenue

%

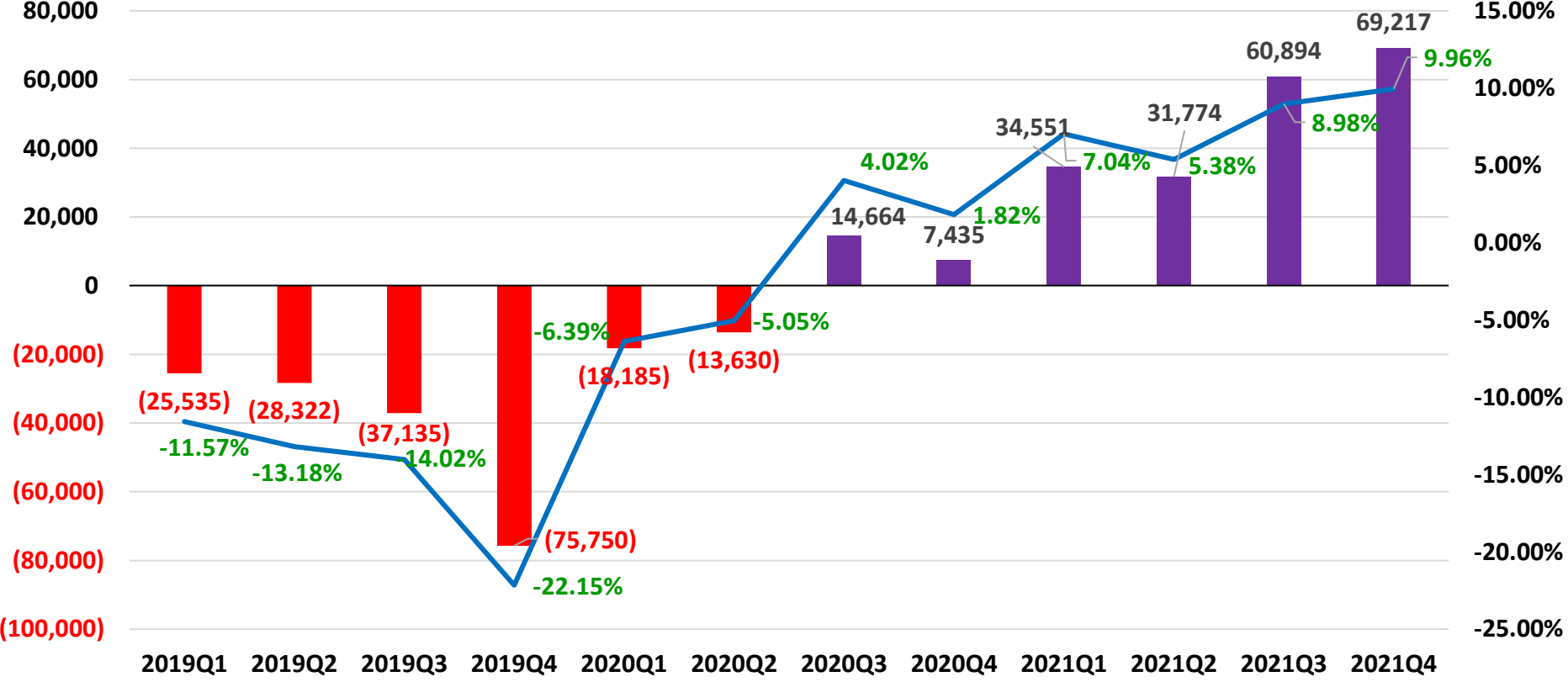




# 稅息折舊及攤銷前利潤 EBITDA

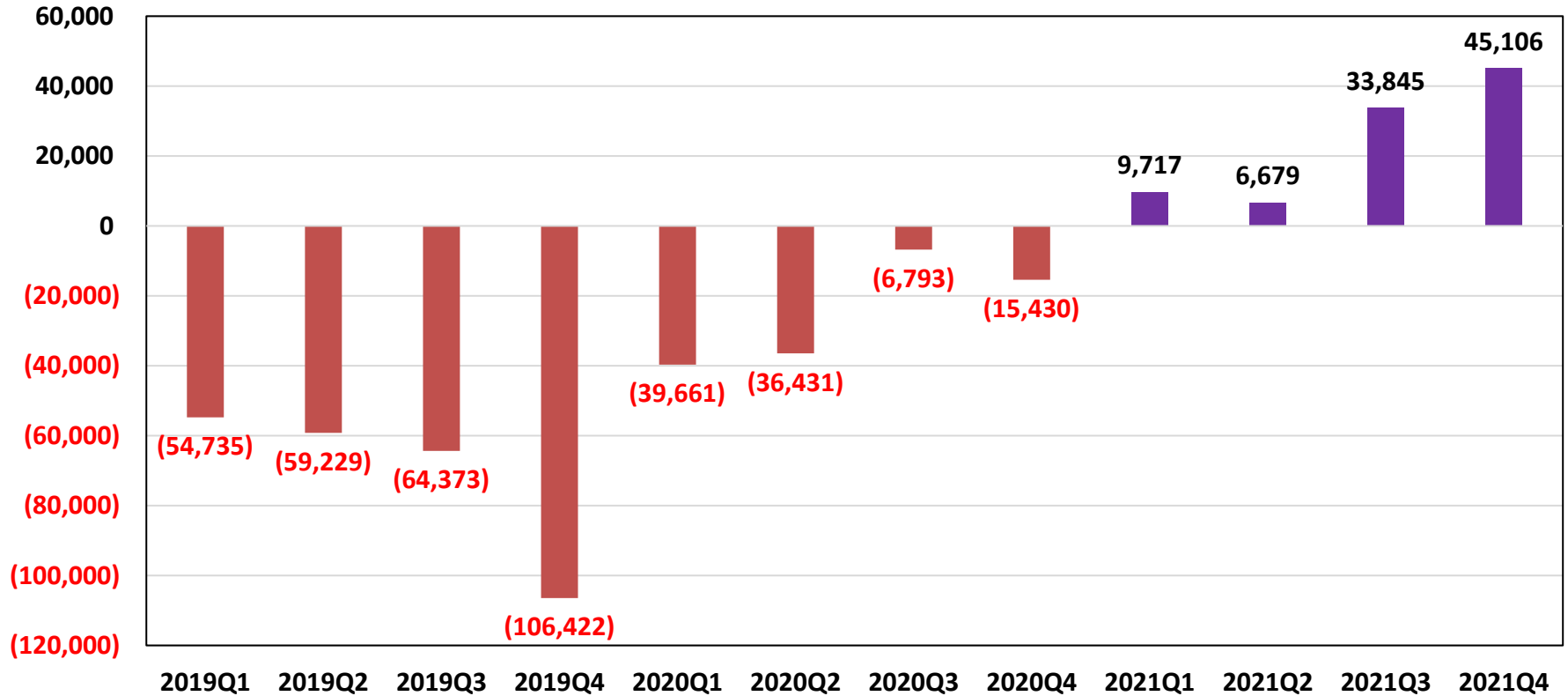
NT\$ K

## Quarterly EBITDA & Ratio over Revenue



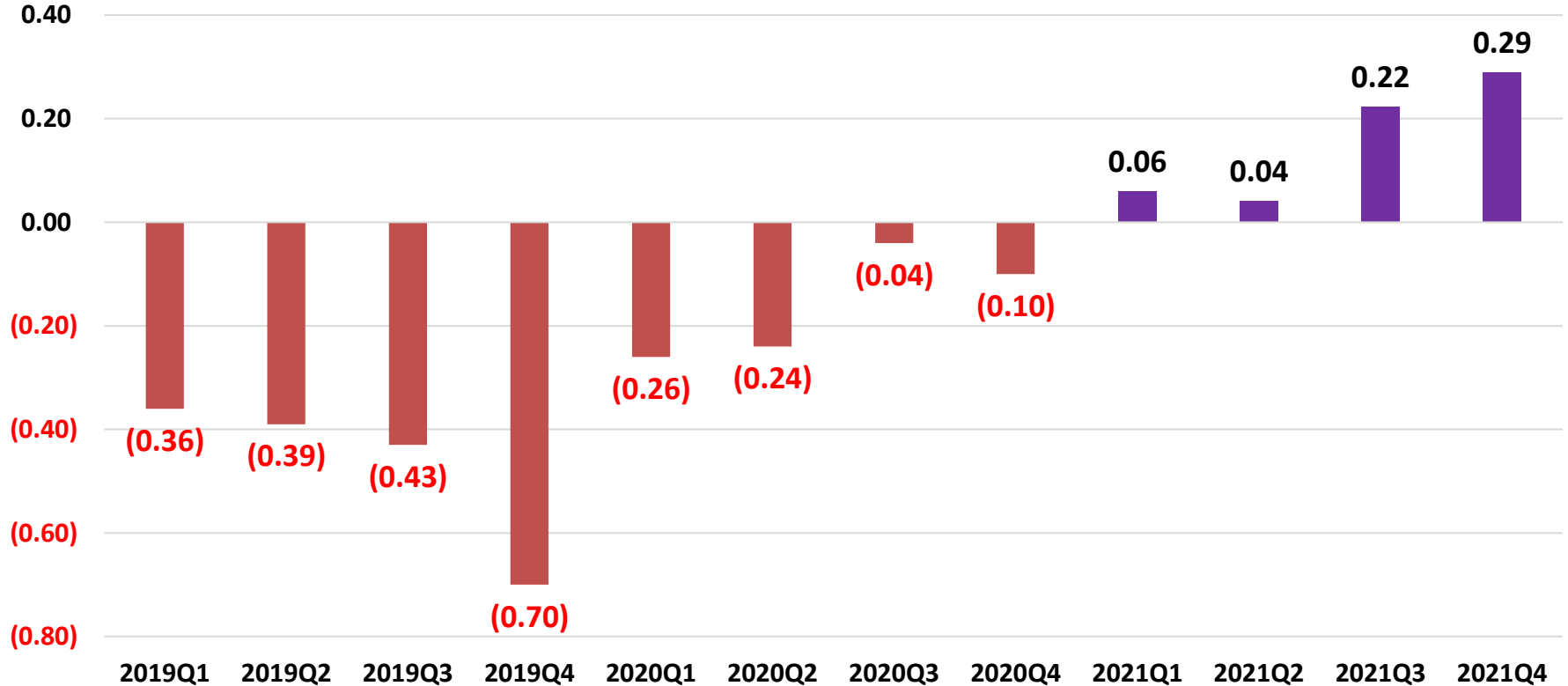
NT\$ K

## Quarterly Profit (Loss) After Tax



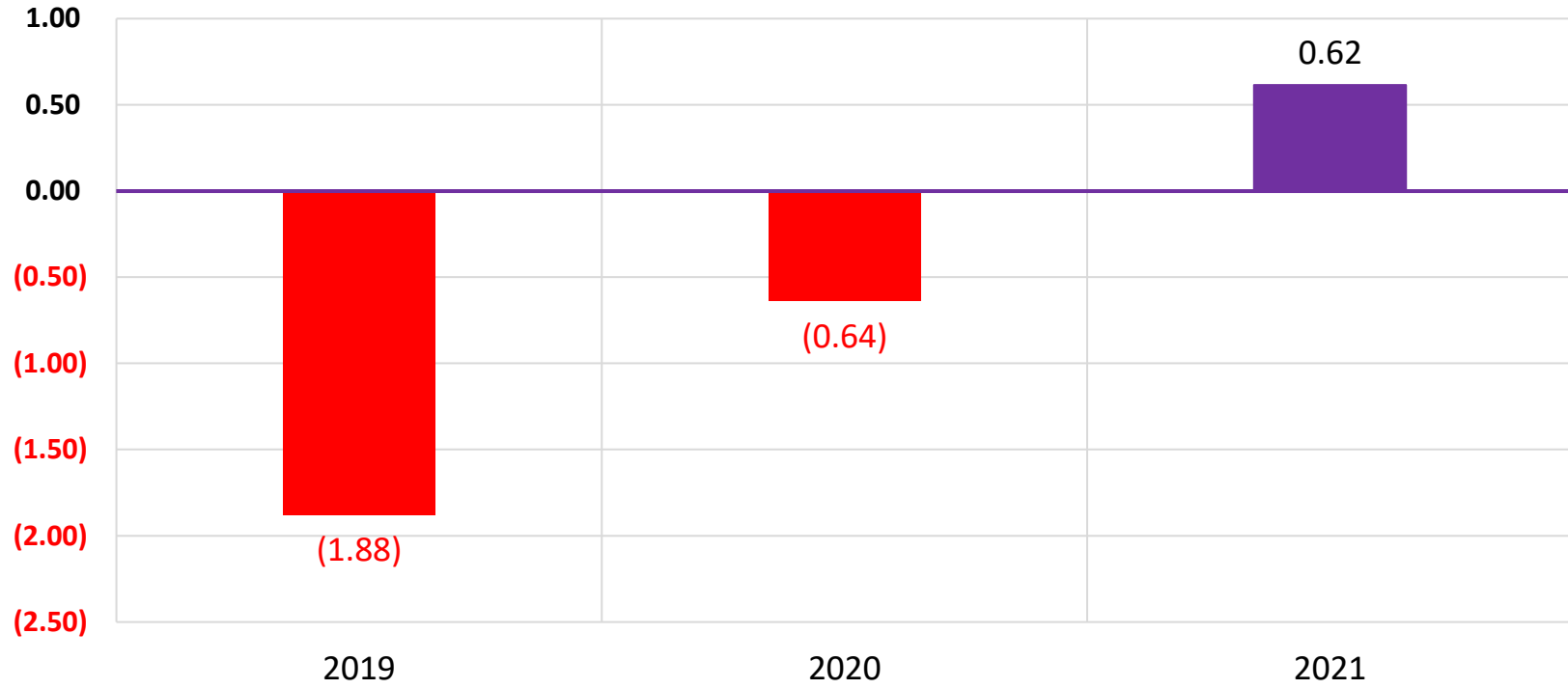
NT\$ / Share

## Quarterly EPS

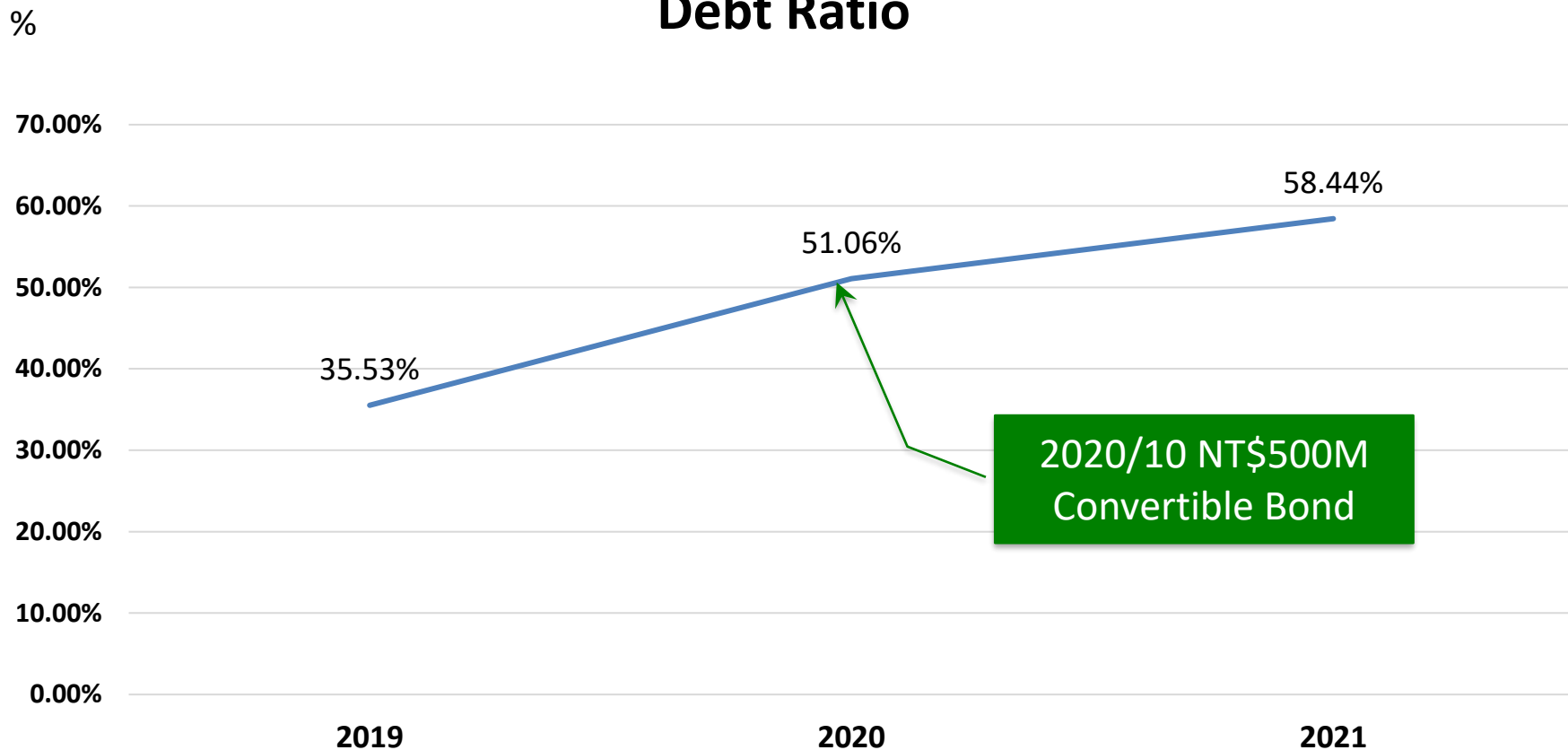


NT\$ / Share

## 2019 – 2021 EPS



## Debt Ratio

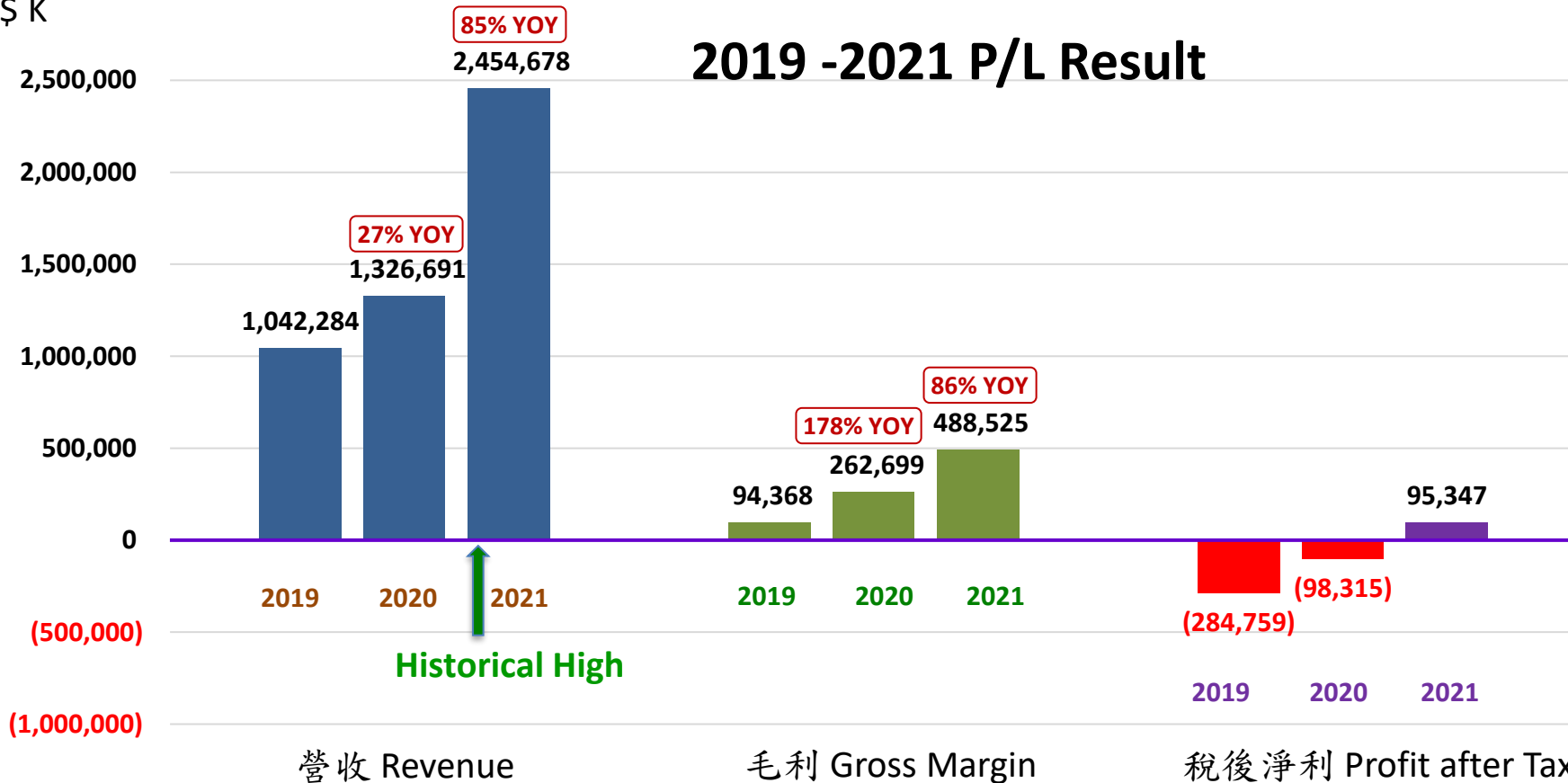


2020/10 NT\$500M  
Convertible Bond

# 近三年營運趨勢

NT\$ K

## 2019 -2021 P/L Result



營運成長動力

# 系統電子綜觀



**1977**

Founded



**500+**

Worldwide  
Employees



**40+**

Years  
Design &  
Manufacturing  
Service Experiences



**4**

Locations  
Taiwan - Taipei/NanKang  
China - Huizhou/ZhenJiang



**5309**

TW Stock  
Publicly Trade  
Capital: NT\$1.5 B  
Market Value NT\$6.5 B

- Sysgration  
Founded in Taipei,  
Taiwan

- TS-16949 Certificated
- Tier-One Supplier of  
Germany OE Customer
- Rear-Seat Infotainment  
System to Japan  
Customer

- Rear-Seat  
Infotainment System  
to Germany and  
Spain OE Customers

- BLE TPMS ODM for  
China OE Brand
- RV Control System  
ODM for USA Tier-  
One Customer

- UPS Li-Ion Battery Pack for  
Semiconductor Fab
- Smart Marine Control  
System MP

1977

1988

1995

1996

2009

2010

2011

2015

2016

2017

2018

2020

2021

- Taiwan Factory  
Established
- Started Mouse  
ODM/OEM Business

- IPO in Taiwan  
(TPEX #5309)

- BLE TPMS ODM for  
Tire Brand Customer
- Li-Ion Battery Pack to  
China EV Customer

- RF Dual-Band  
Universal TPMS ODM  
for US Wheel Channel

- BLE TPMS for OE  
Customer
- PSU for Satellite  
Ground Systems





# 經營市場與主要產品

## 車用電子

### Automotive Solutions



Wireless Camera  
Around-View System



Tire Pressure  
Monitoring Systems



Rugged Head-Mount  
AR Device



Body Control Module



Industrial PC



Infotainment  
System



EV Battery Pack

## 能源管理

### Power and Energy Management



Li-Ion Battery Pack  
for Semiconductor Fab



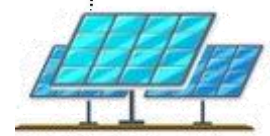
Li-Ion Based  
Energy Storage Systems



Li-Ion Based  
Energy Brick



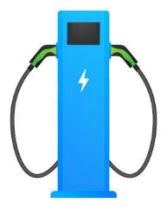
Semiconductors  
CAGR ~25% by 2025



Renewable Energy Storage  
CAGR ~28% by 2025



Recreation Vehicles  
CAGR ~10.3% by 2025



Electric Vehicles  
CAGR ~80% by 2025

# 系統電子高價值差異化創新

WW 2<sup>nd</sup>

## Multi-Band Universal RF TPMS



Efficient Inventory Management



Sensor Programmable

WW 1<sup>st</sup> & #1

## BLE TPMS



Internal TPMS



External TPMS



Tire Mounted Sensor (TMS)



Voice Receiver



Display Voice Receiver



Truck Repeater



Trigger Tool for Truck

WW 1<sup>st</sup>

## Tri-Band TPMS



# 全球胎壓偵測器法規與需求

Country	Car Sales	Subtotal	TPMS Legislation
China	25,769,000	56,092,077	O
USA	17,038,617		O
Canada	1,928,468		O
Germany	3,905,597		O
France	2,677,830		O
UK	2,676,885		O
Italy	2,095,680		O
Japan	5,119,652	11,247,347	X
India	3,464,125		X
Brazil	2,663,570		X
<b>Subtotal</b>	<b>67,339,424</b>		

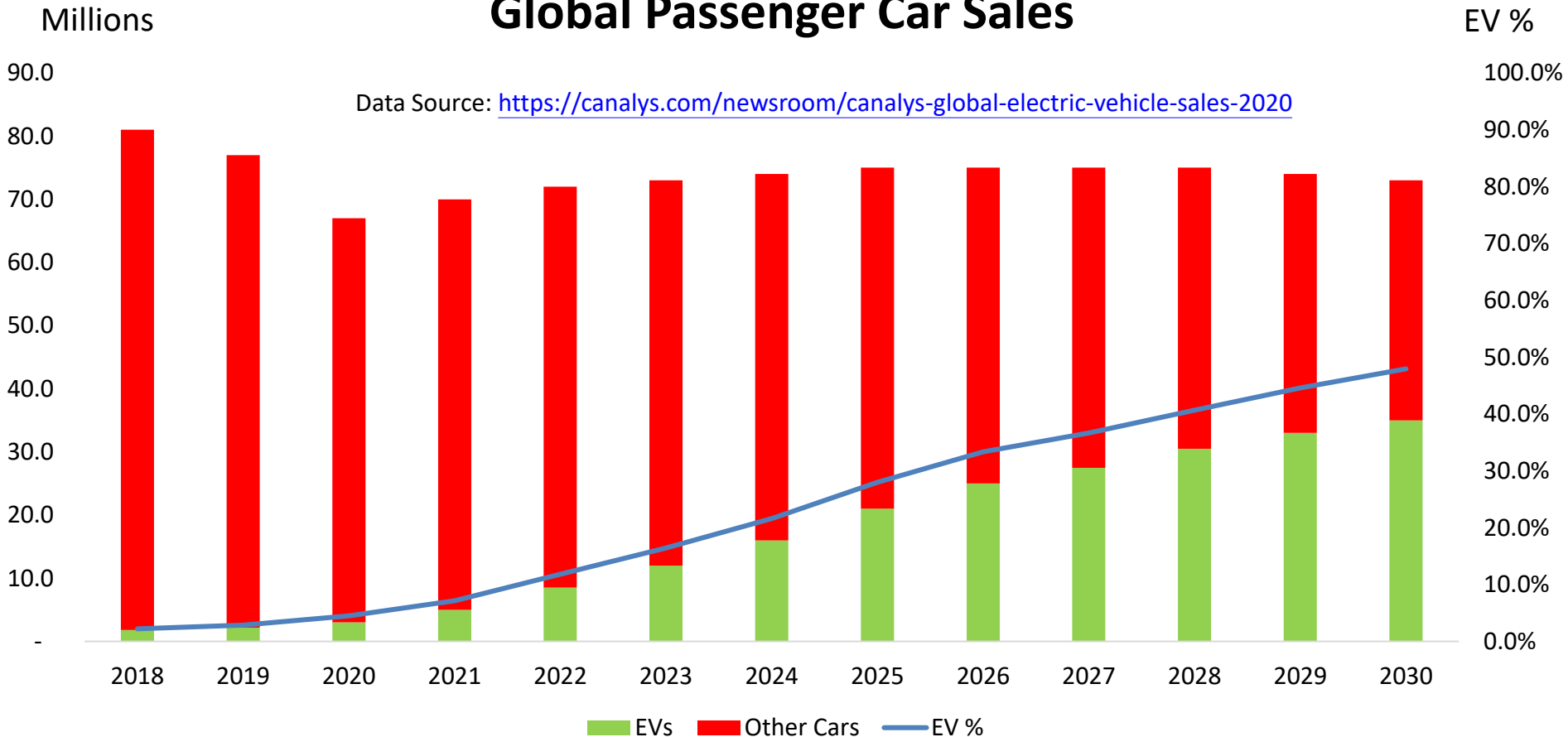
Annual **300M** Pcs OE Demands  
plus **100M** Aftermarket Demands



Data Source: Autocar <https://www.autocarindia.com/industry/global-car-sales-2019-an-in-depth-analysis-416557>

## Global Passenger Car Sales

Data Source: <https://canalys.com/newsroom/canalys-global-electric-vehicle-sales-2020>



# 工業車聯網應用



建設機械 **CAGR: 4.2%**  
Construction Equipment



強固車用電腦  
**Rugged Vehicle Terminal**



車身控制器  
**Body Control Module(BCM)  
Vehicle Gateway**



全地形車 **CAGR: 16.83%**  
Off Road ATV/UTV



強固平板  
**Mobile Device Terminal**



無線車用鏡頭  
**Vehicle Surveillance  
ADAS System**



精準農業 **CAGR: 13.1%**  
Agriculture Precision Farming



露營車 **CAGR: 10.3%**  
Recreation Vehicle



卡車/車隊管理 **CAGR: 15%**  
Truck/Long Haul Truck  
Fleet Management

# 元宇宙應用和市場



石化  
Petrochemical



遠程協作 Remote Assist



視覺檢貨 Vision Picking



物流倉儲  
Logistic & Warehousing



能源  
Energy



擴增實境作業書 AR SOP



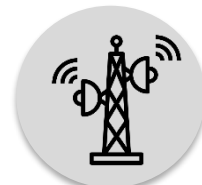
遠距醫療 Telehealth



醫療  
Medical

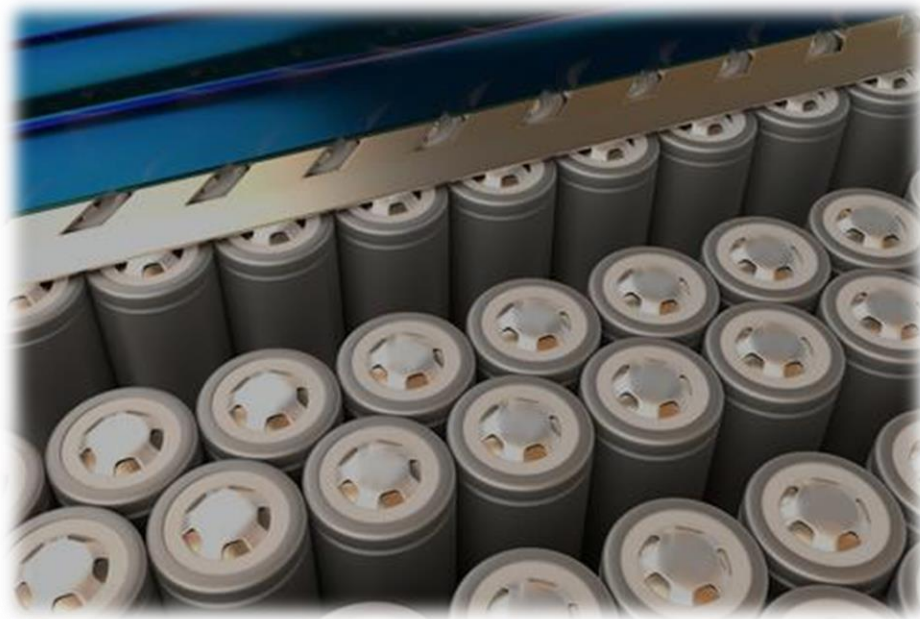


智慧製造  
Smart Manufacturing



電信業者  
Telecom

- ◆ 更環保
- ◆ 減少有害物質
- ◆ 更高的能量密度
- ◆ 更高的功率密度
- ◆ 體積更小
- ◆ 更長的生命週期
- ◆ 降低維護成本
- ◆ 降低空調成本



電網位階  
Grid Level

電網側  
Before Meter

調頻服務  
AFC



需量反映  
FRR



削峰填谷  
Time Shift



工商錶後  
After Meter  
Industry

不斷電  
UPS



用電大戶  
Load Management  
Peak Shaving



風/光儲能



家用錶後  
After Meter  
Residential

家用儲能



動力  
Power Type

混合  
Hybrid Type

能量  
Energy Type



# 儲能產品

## UPS 不斷電系統

- 停電時可立即供電5~30分鐘，避免設備造成損害
- 適用於半導體廠
- 穩定電源供電

## 分散式儲能 200度電 / 100KW

- 提供十戶家庭二小時用電
- 取代柴油發電機，緊急供電
- 免保養，無須儲存柴油
- 無噪音，無空污
- 夜間離峰充電，舒緩用電

## 貨櫃式儲能 500~3000度電

- 適用於大型案廠儲能二小時用電
- 提供消峰填谷、降低契約容量及節電等效益



# 系統電結論及展望

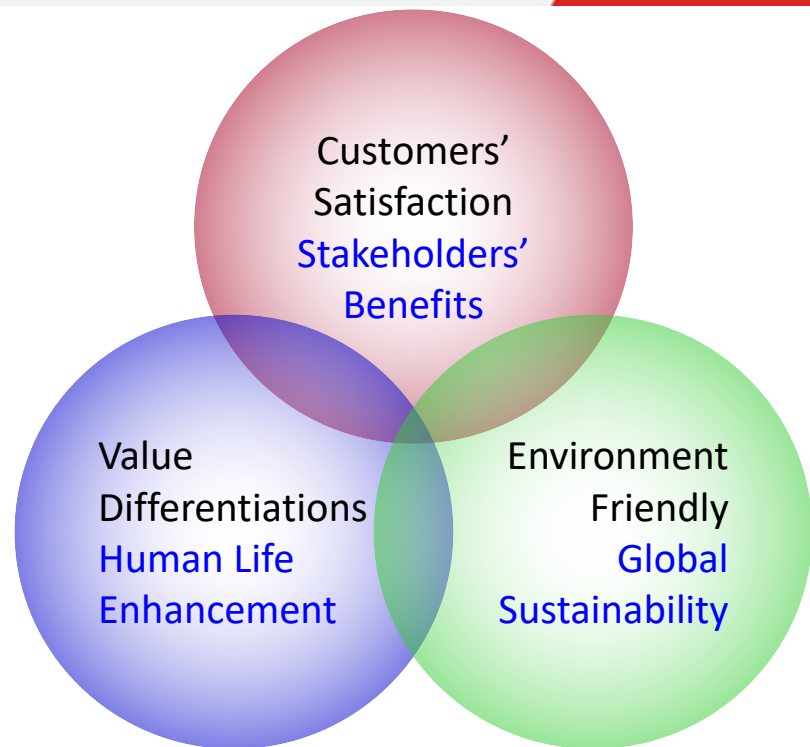
◆ 俄烏戰爭對系統電營運暫無重大影響

◆ 產業前景展望

1. 電動車TPMS市場需求強勁
2. 半導體廠設備鋰鐵電池為綠能趨勢
3. 農耕機強固型工業電腦動能持續成長

◆ 產能持續擴充、營運獲利逐季增長

◆ 強化ESG公司治理、儲能碳中和政策



Sysgration integrates sustainability into business practices for human life enhancement, that will benefit profitability of the company.



Q&A



Q&A



Thank You