

系統電子營運說明會

2022/12/8

Sysgration Ltd.
(5309)

Investor Relationship: Angel Dai
sys5309@sysgration.com
+886(2)2790-0088



Outline

01 **1** 經營策略方向

李益仁

02 **2** 2022/Q3 營運績效摘要

李承翰

03 **3** 2023 未來展望

李承翰

04 **4** Q&A



經營策略方向



社會 Social

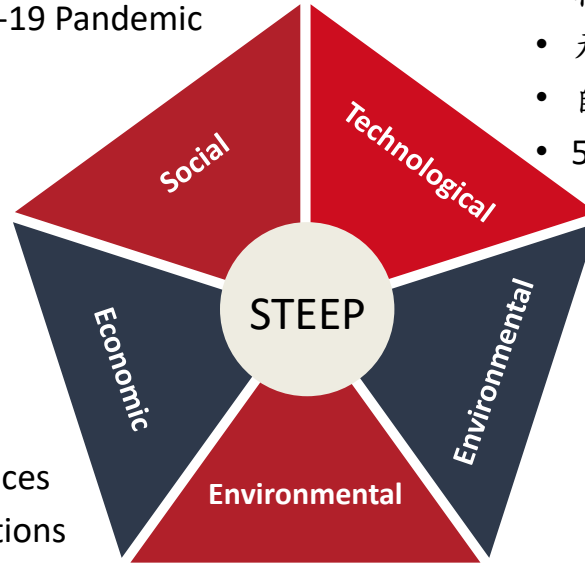
- 新冠病毒影響 COVID-19 Pandemic
- 缺工 Labor Shortage

必要產業影響較小

經濟 Economic

- 通膨 Inflation
- 升息 Rising Interest Rates
- 能源價格波動 Volatile Energy Prices
- 供應鏈中斷 Supply Chain Disruptions

全球化生產規劃



科技 Technological

- 物聯網&車聯網 AIoT & AIoV
- 元宇宙 Metaverse(AR/MR/VR)
- 自動駕駛 Autonomous
- 5G

產品研發方向符合產業趨勢

環境 Environmental

- 氣候問題 Climate issue
- 能源和食物短缺 Energy & Food Shortage

政治 Political

- 地緣政治不穩定 Geopolitical Instability
- 貿易限制 Trade Restriction
- 去全球化 De-Globalization

營運方向與技術優勢

車用工業電子應用 Automotive Solutions



Tire Pressure Monitoring Systems

電動車 Electric Vehicle

1. TPMS CAGR >9%
2. EV CAGR >80%
3. 100-110 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
Datacenter



Industrial PC

能源儲能管理應用 Power and Energy Management

儲能系統 Energy Storage System

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



Container ESS



Energy Brick

資料中心電源 Datacenter BBU/BBS

1. Datacenter PSU CAGR >9%
2. Battery Back-Up System
3. Datacenter Server Power



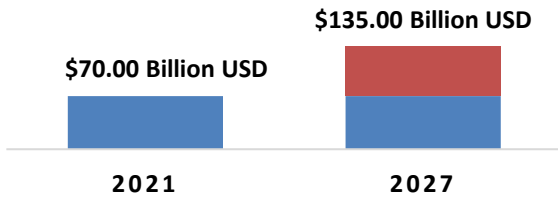
Datacenter BBU

全球工業車聯網趨勢

商用車電腦



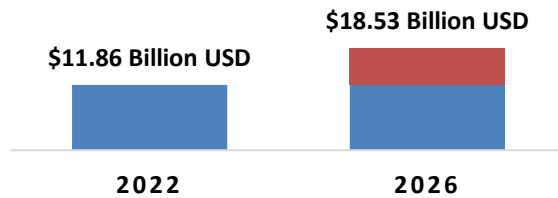
RECREATIONAL VEHICLE
CAGR = 11.6%



強固車用電腦



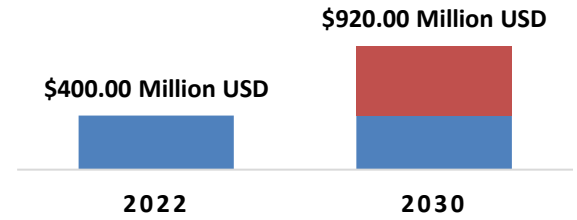
AUTONOMOUS CONSTRUCTION
CAGR = 11.8%



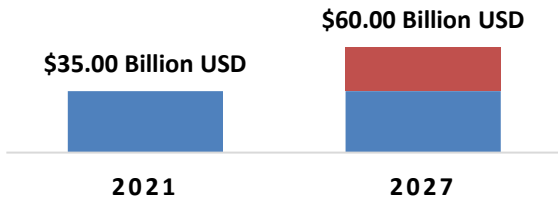
強固平板電腦



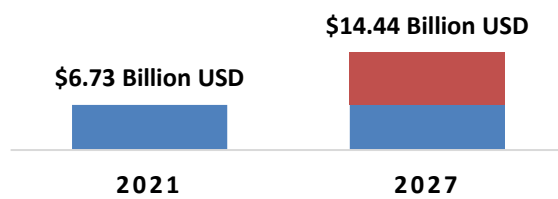
ULTRA RUGGED TABLET
CAGR = 11.0%



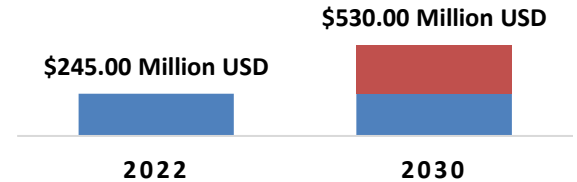
RECREATIONAL BOATING
CAGR = 6.0%



PRECISION FARMING MARKET
CAGR = 13.6%



FULLY RUGGED TABLET
CAGR = 10.1%



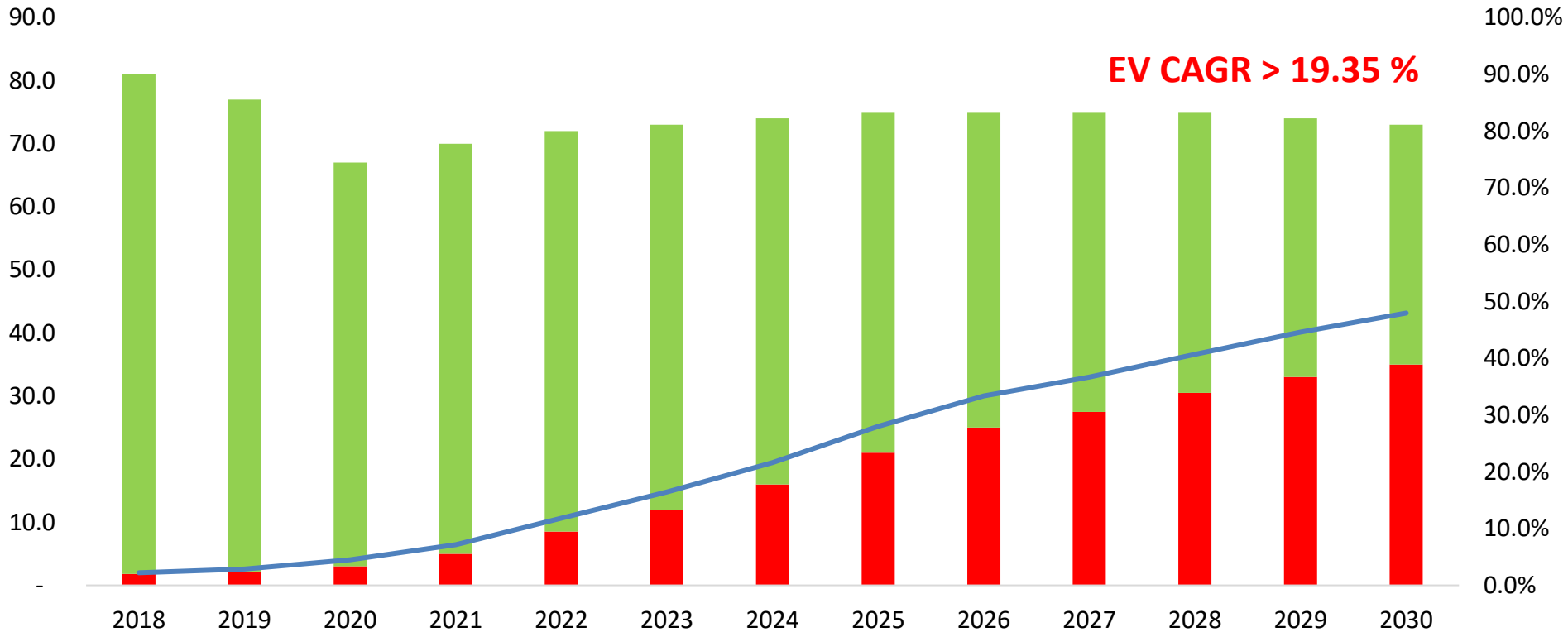
Source: Global Market Insights, Research and Markets, Reports and Data

Global Passenger Car Sales

Millions

EV %

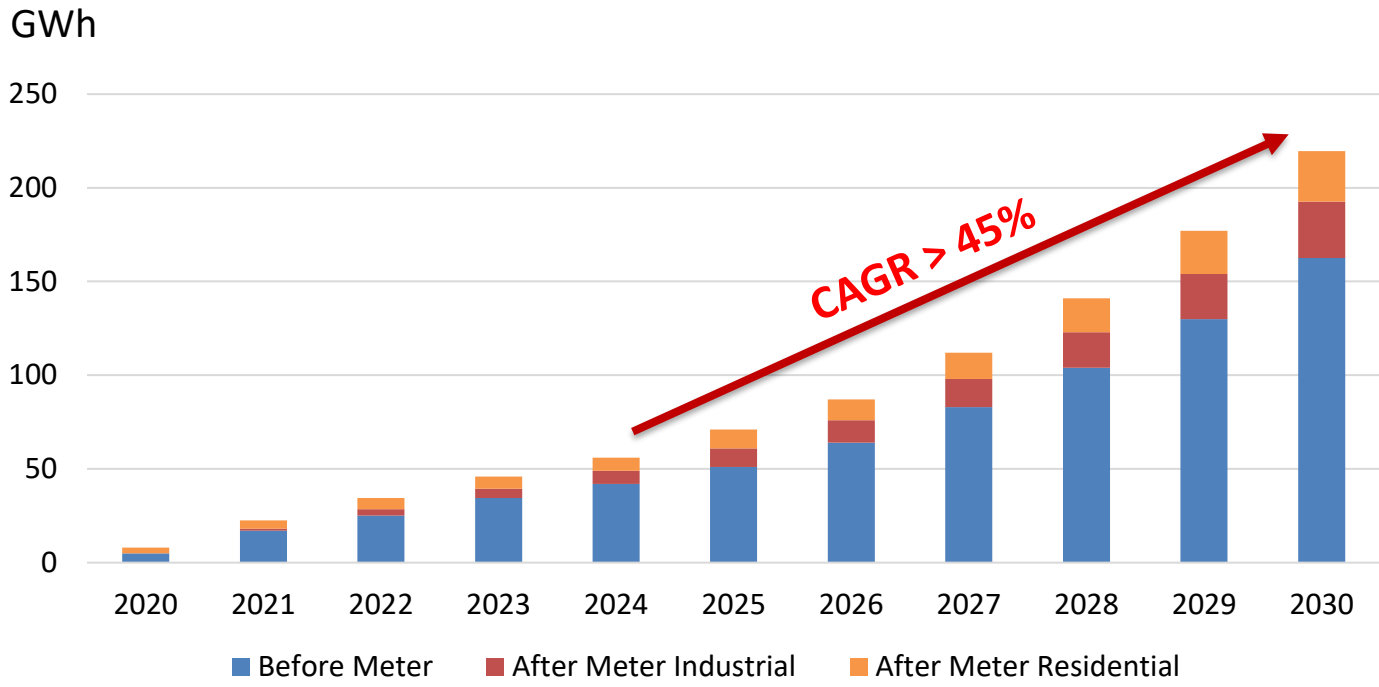
EV CAGR > 19.35 %



Data Source: Canalys

EVs Other Cars EV %

全球儲能市場成長趨勢



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



不斷電系統
UPS ESS

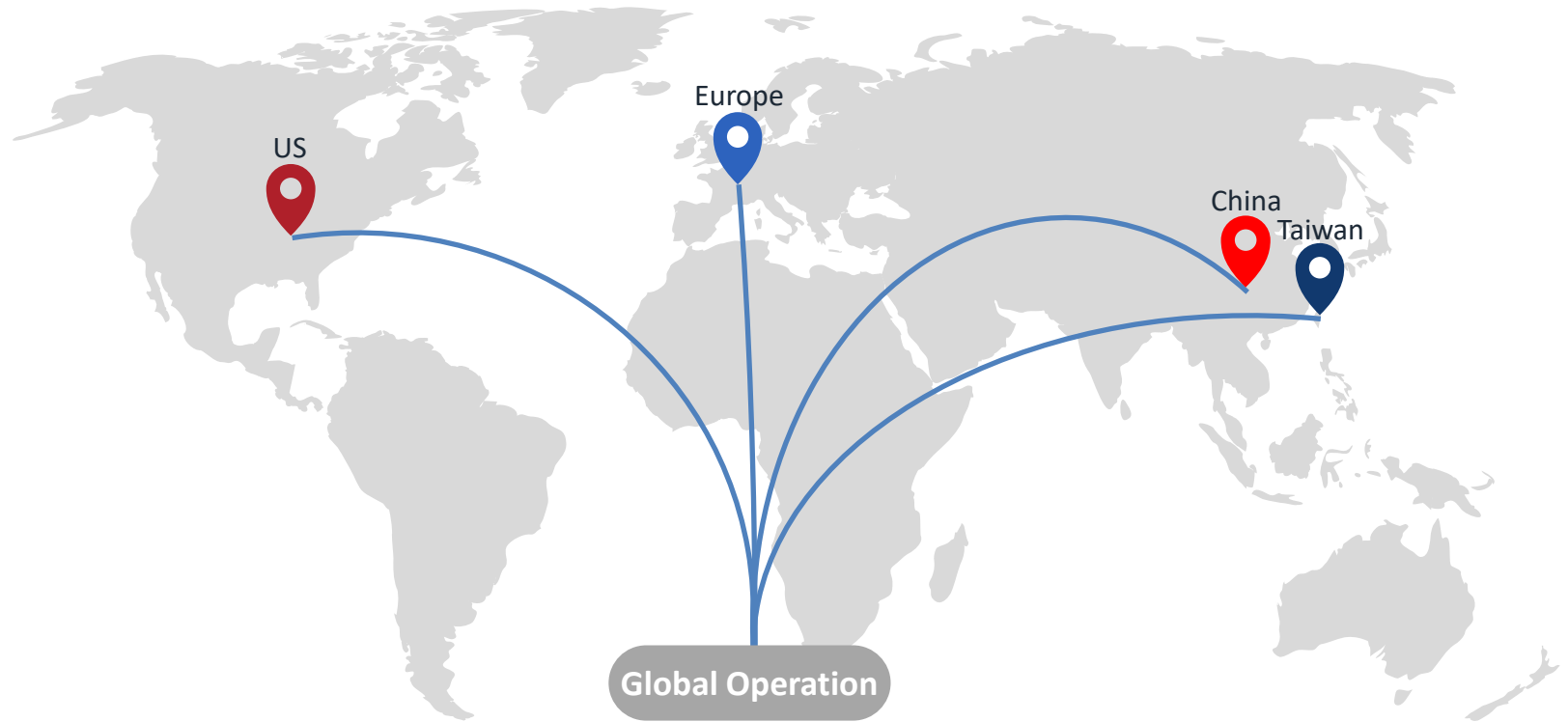


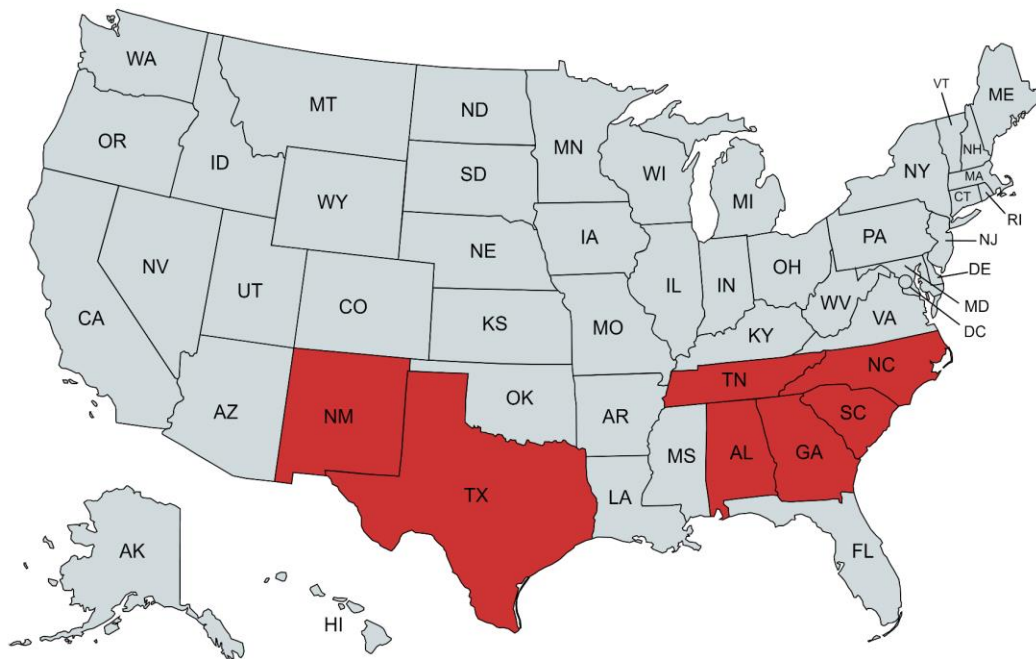
分散式儲能
Distributed ESS



貨櫃式儲能
Container ESS

Source: Statista InfoLink





- 投資金額: US\$15M
- 建築面積:
200,000~300,000 sqft
- 產線規劃:
PCBA & Automation Assembly
- 產品線:
TPMS 2023, IPC & ESS 2024

未來事業展望

- ◆ 俄烏戰爭和疫情影響比較舒緩，對公司業績和營運影響小。
- ◆ 通膨針對消費電子產品影響較大；營運方向將持續專注在車用電子、工業電腦及儲能管理等高成長市場發展。
- ◆ 明年展望：
 - ◆ 雖然儲能Q1受影響，但是車用胎壓和工業電腦成長動能強勁，全年仍有雙位數成長。
 - ◆ 三大產品線持續擴大經營歐美國際級大客戶。
- ◆ 地緣政治影響帶動美國供應鏈設廠計畫。
- ◆ 公司財務結構更加健全，未來獲利展望樂觀。

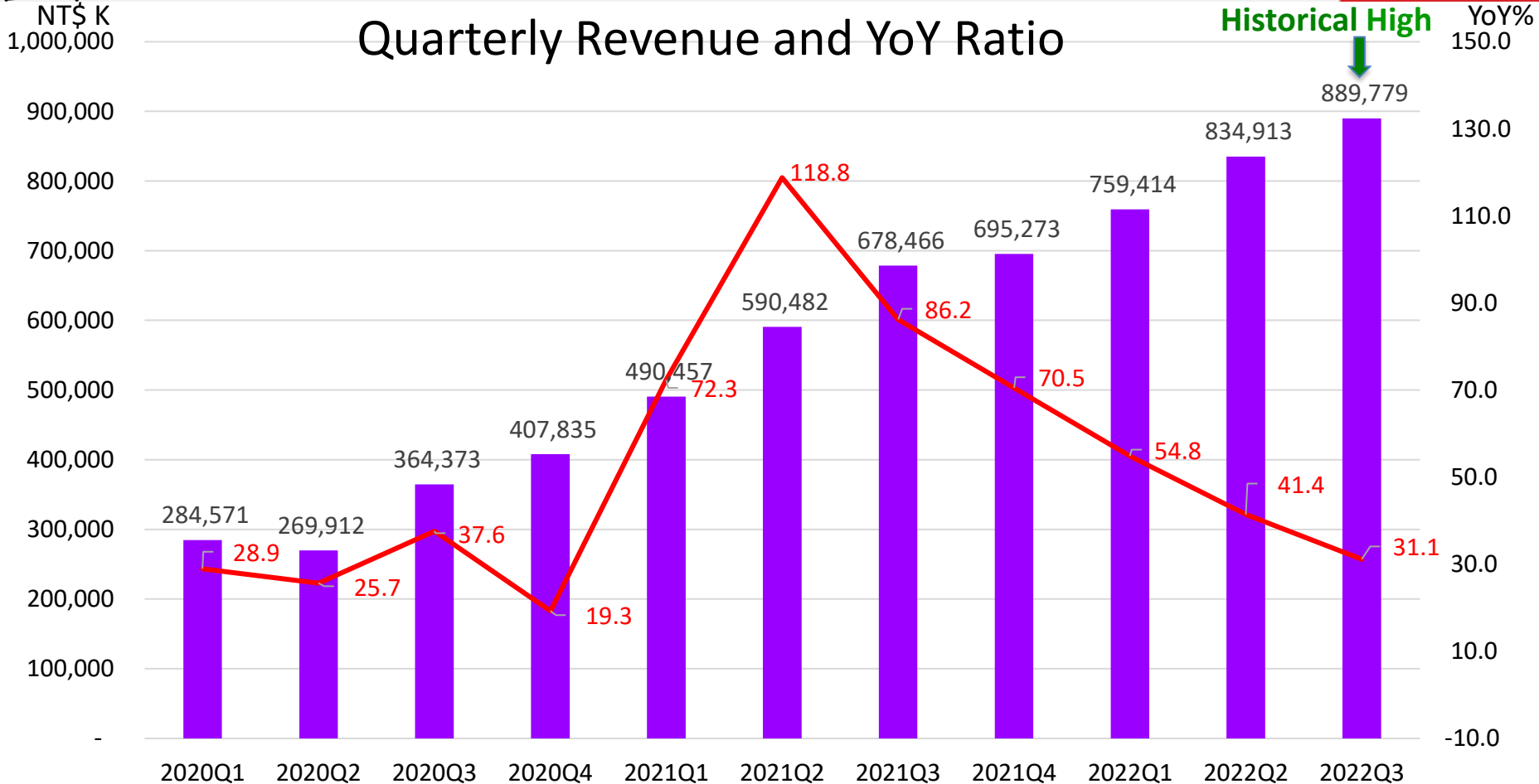


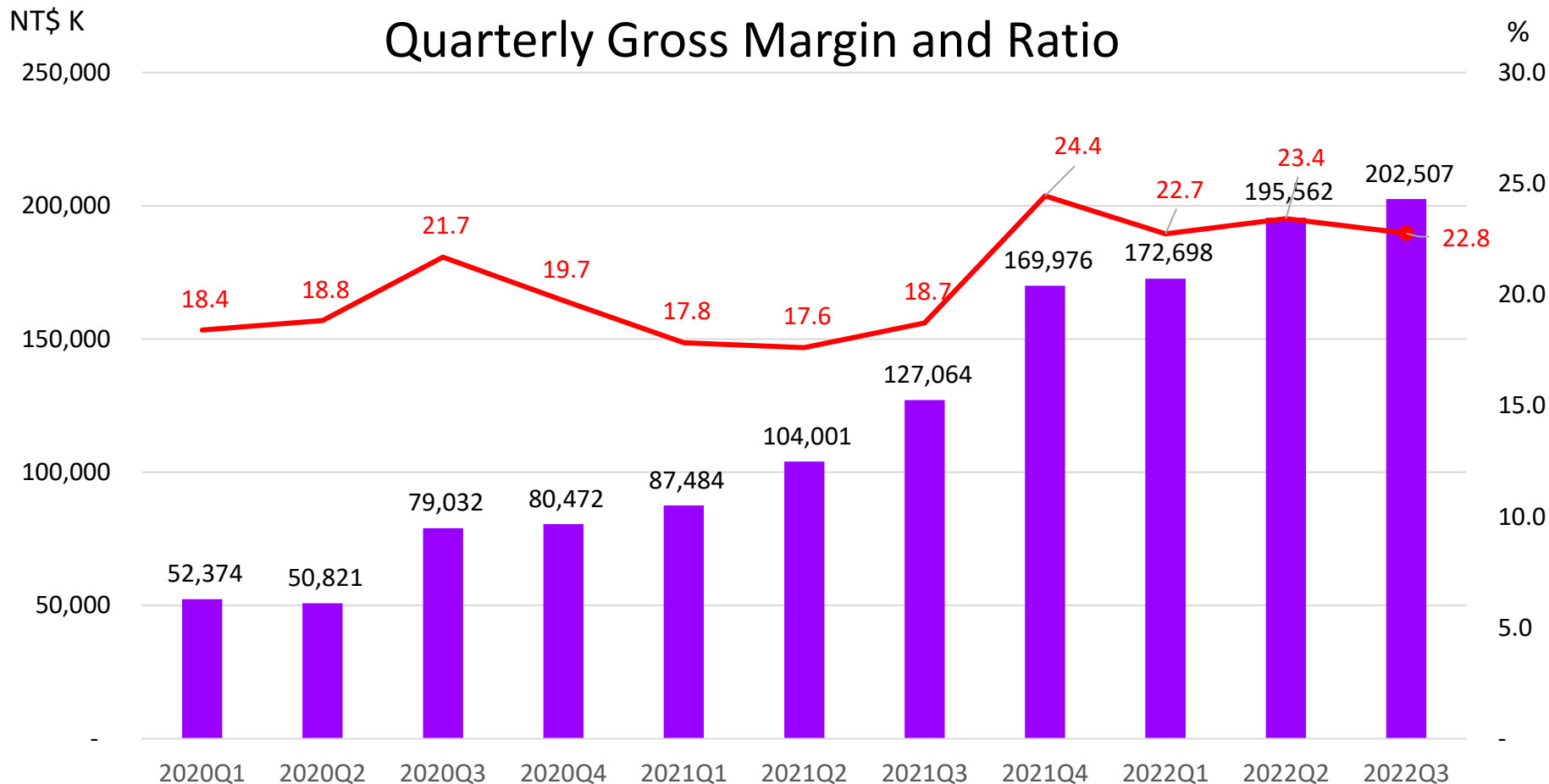
2022/Q3

營運績效摘要

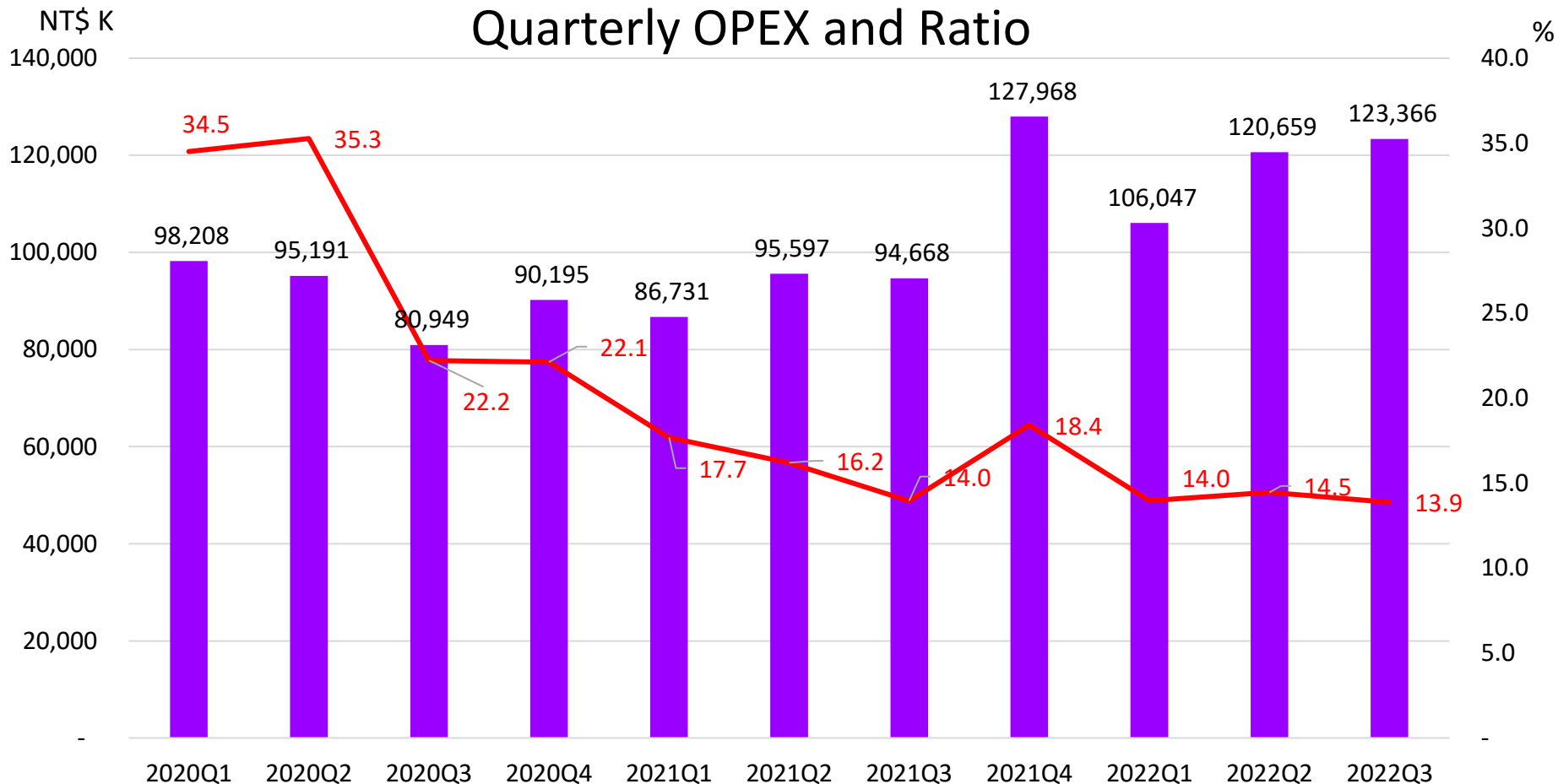
營業收入

Quarterly Revenue and YoY Ratio

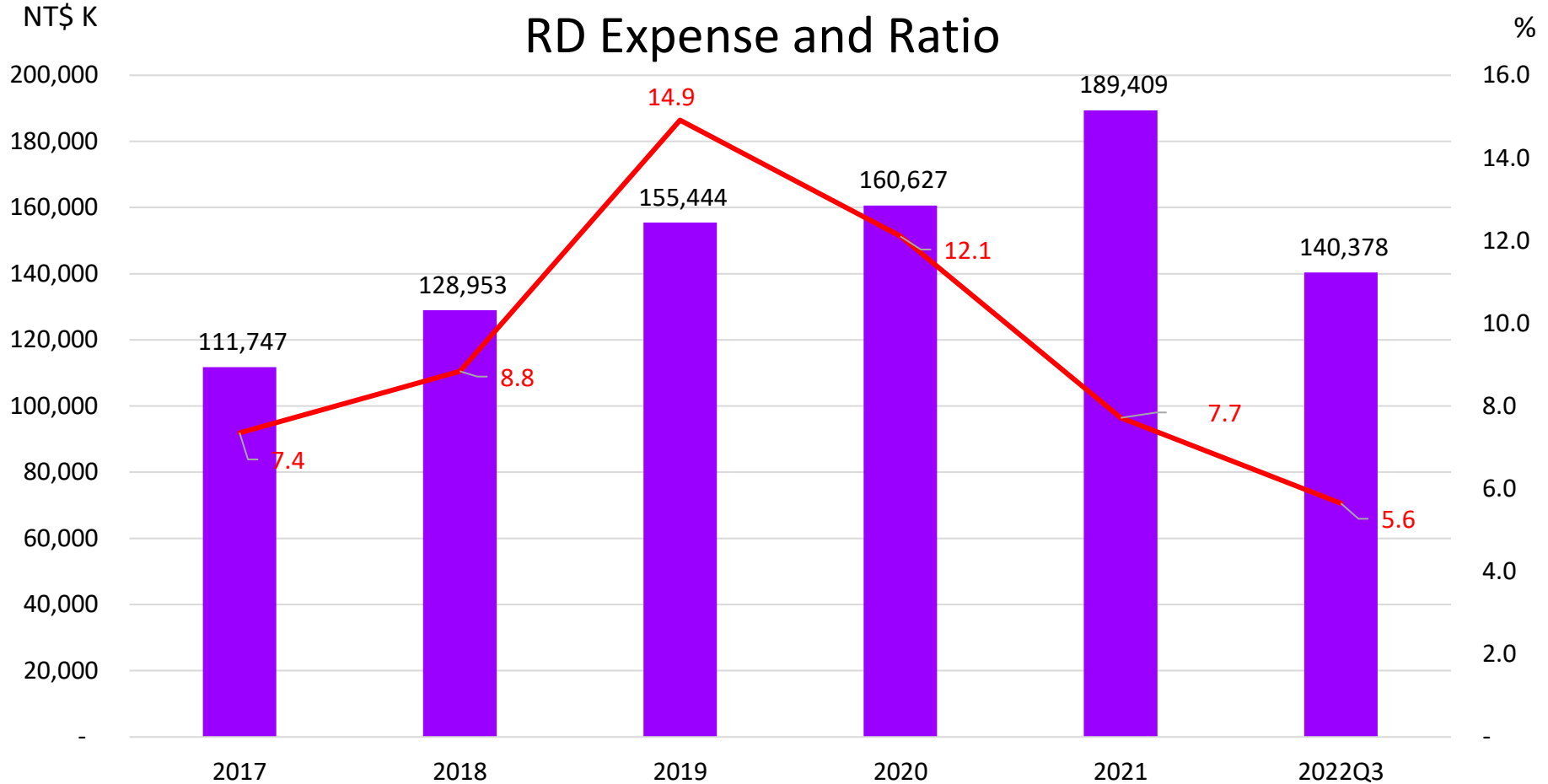




Quarterly OPEX and Ratio

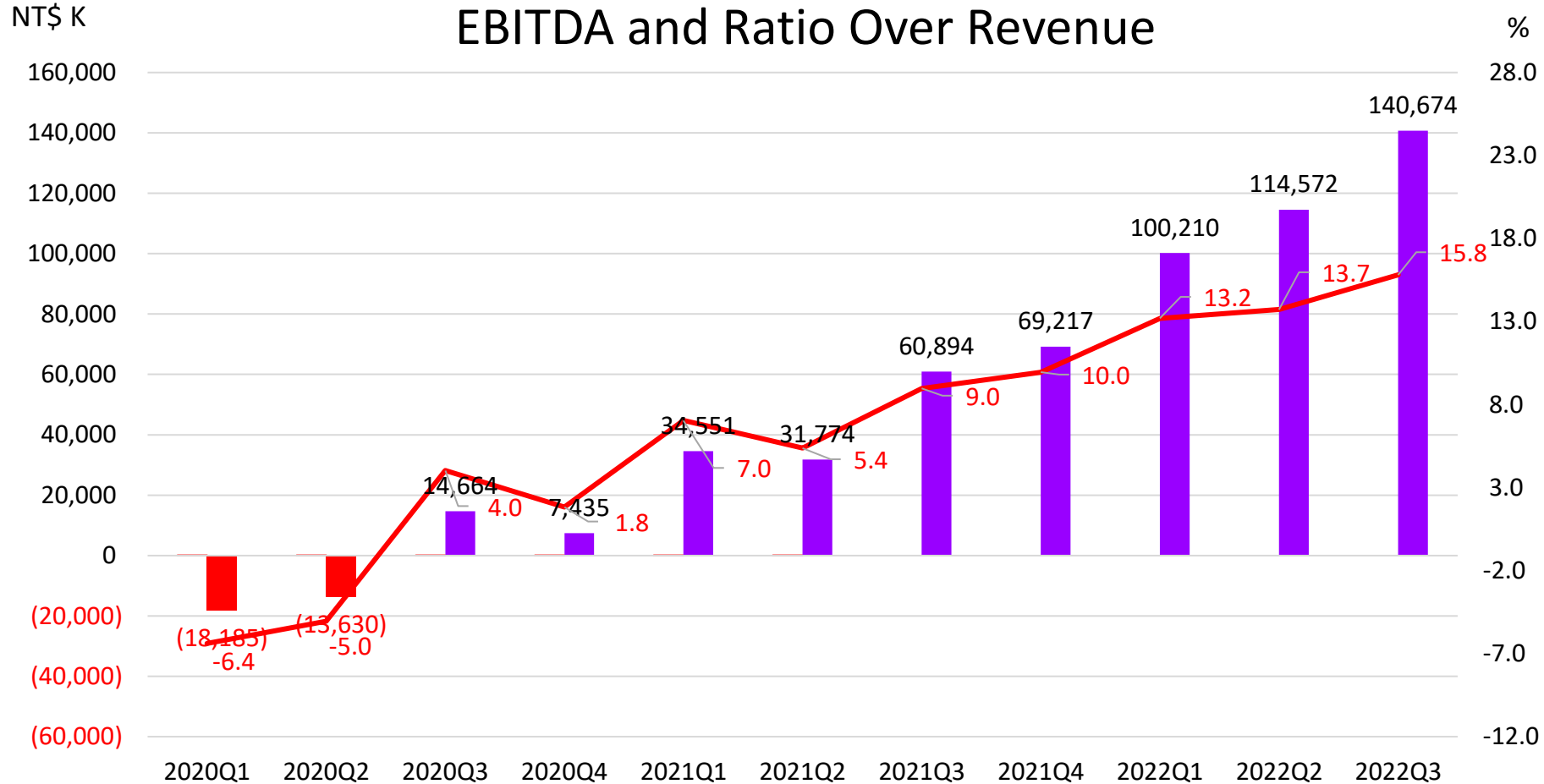


RD Expense and Ratio



稅息折舊及攤銷前利潤 EBITDA

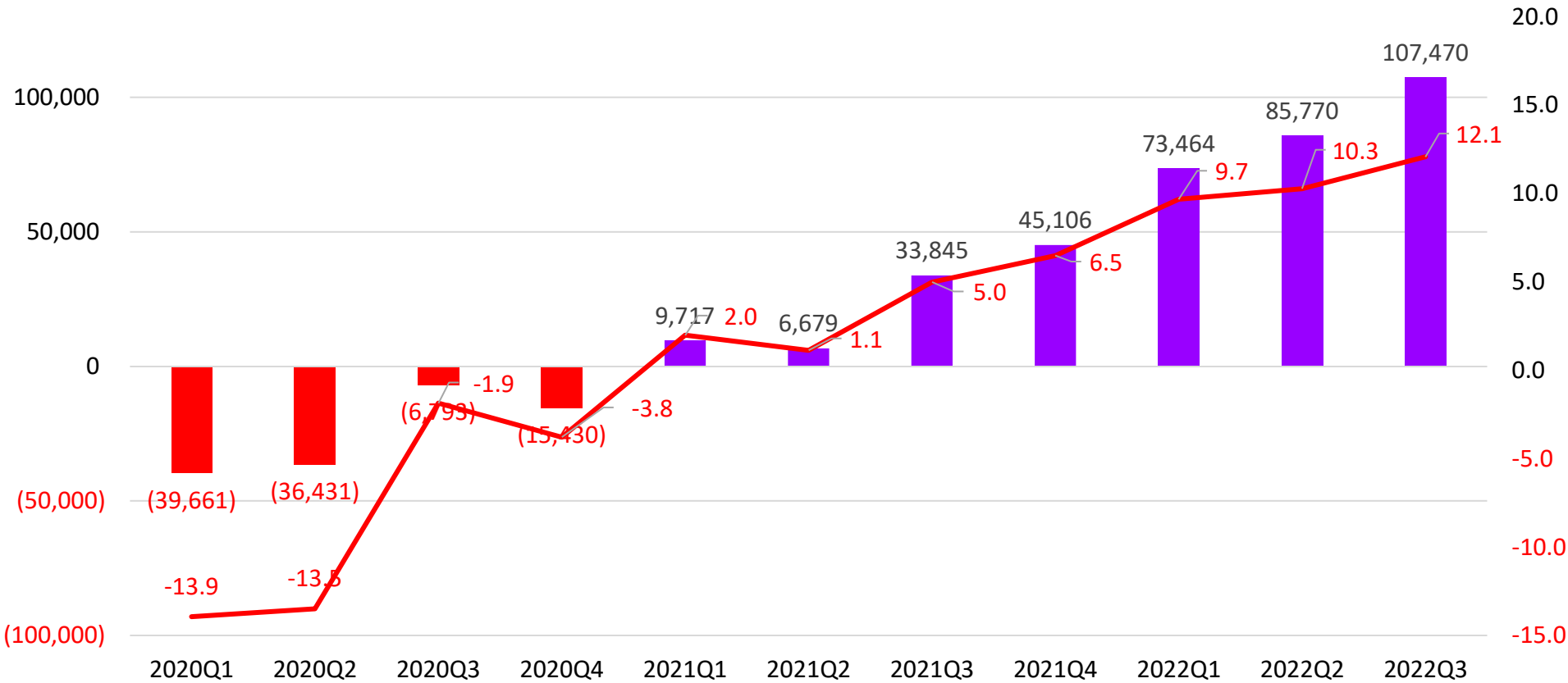
EBITDA and Ratio Over Revenue



NT\$ K

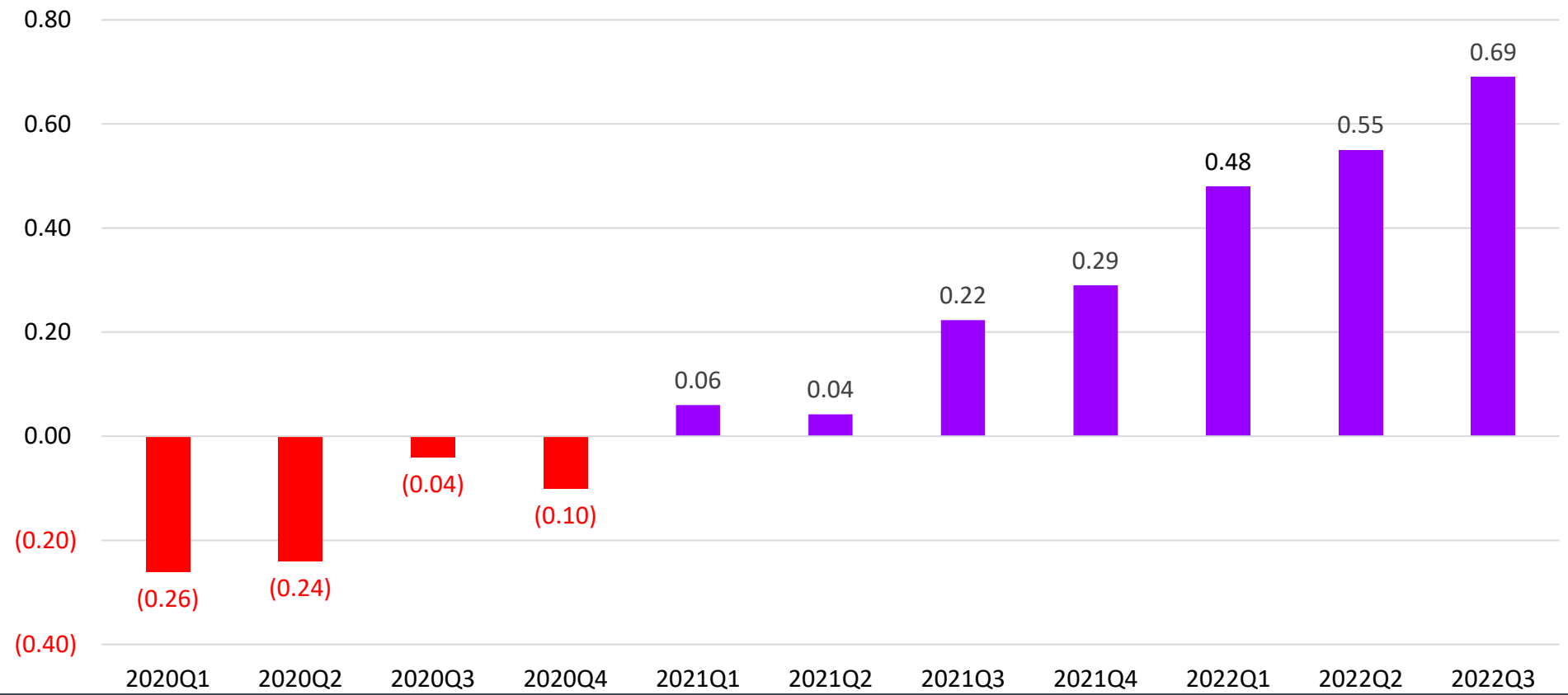
Quarterly P/L after Tax and Ratio

%

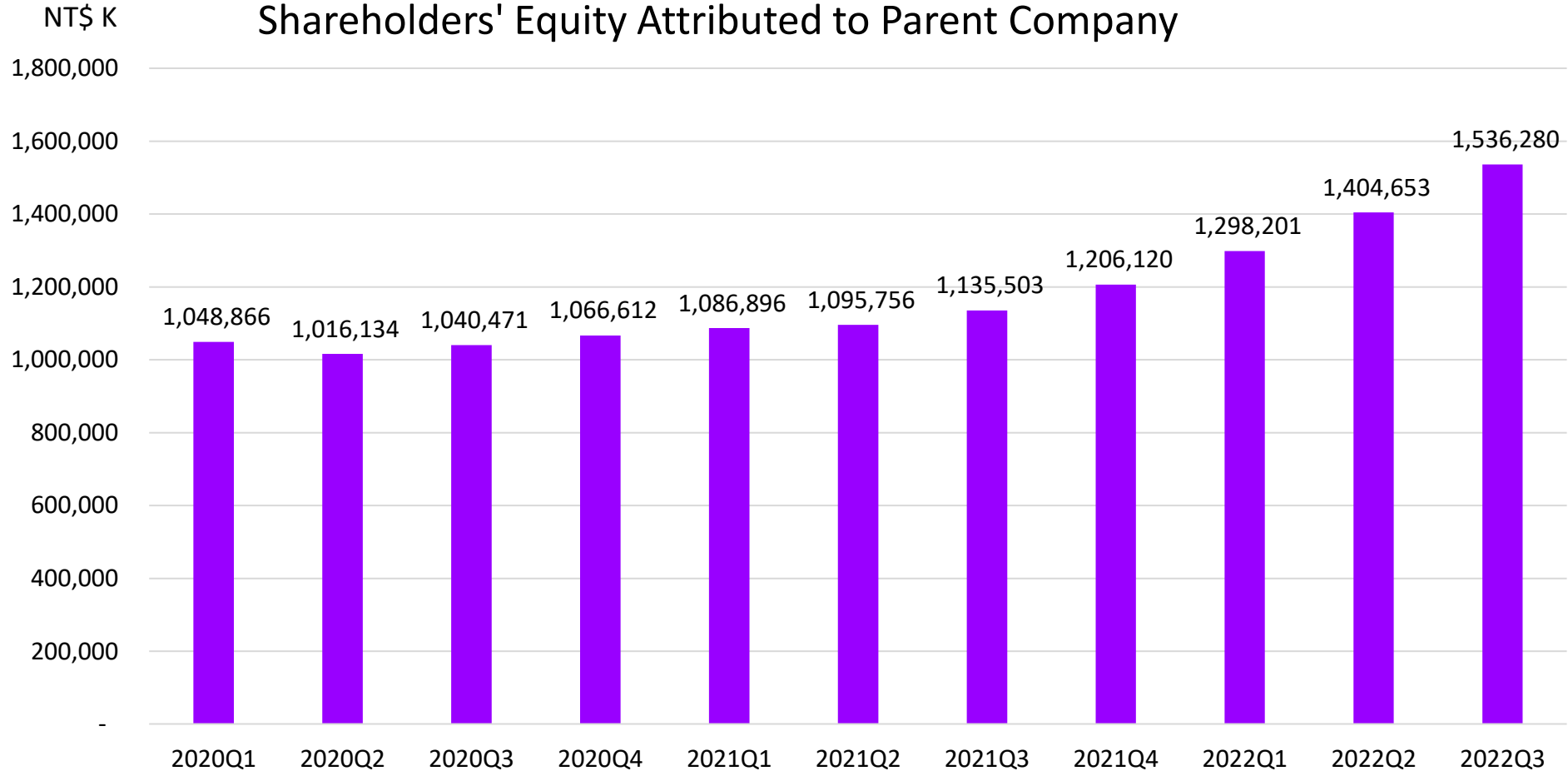


NT\$/Share

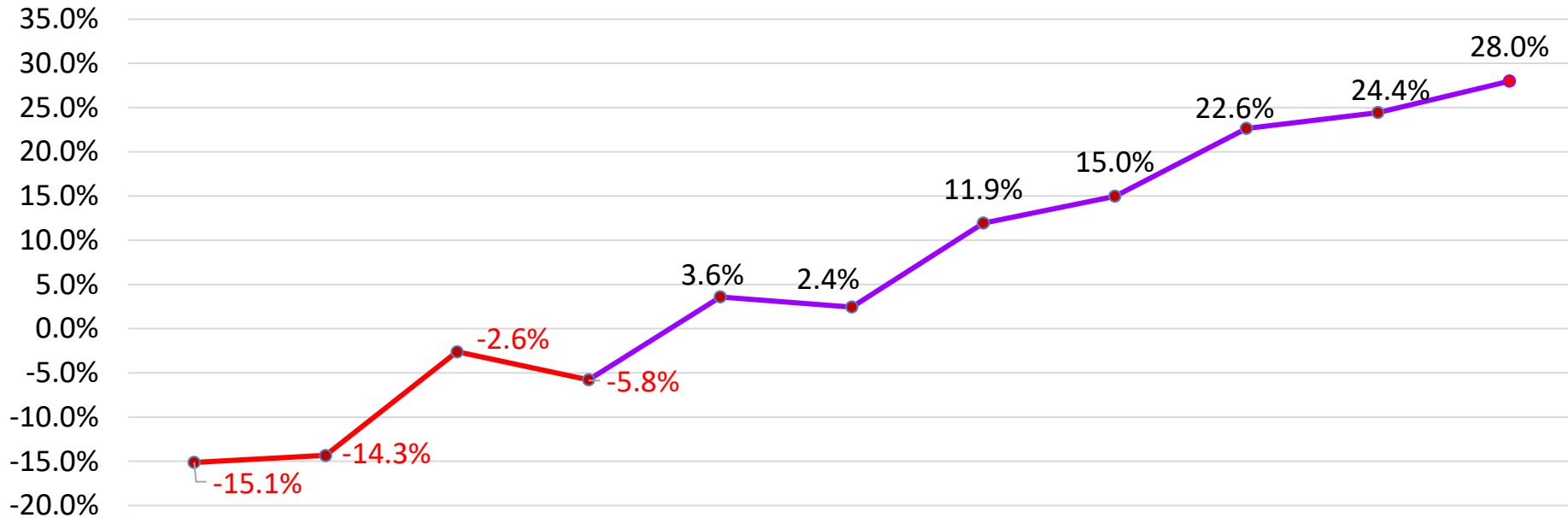
Quarterly EPS



Shareholders' Equity Attributed to Parent Company



Quarterly ROE

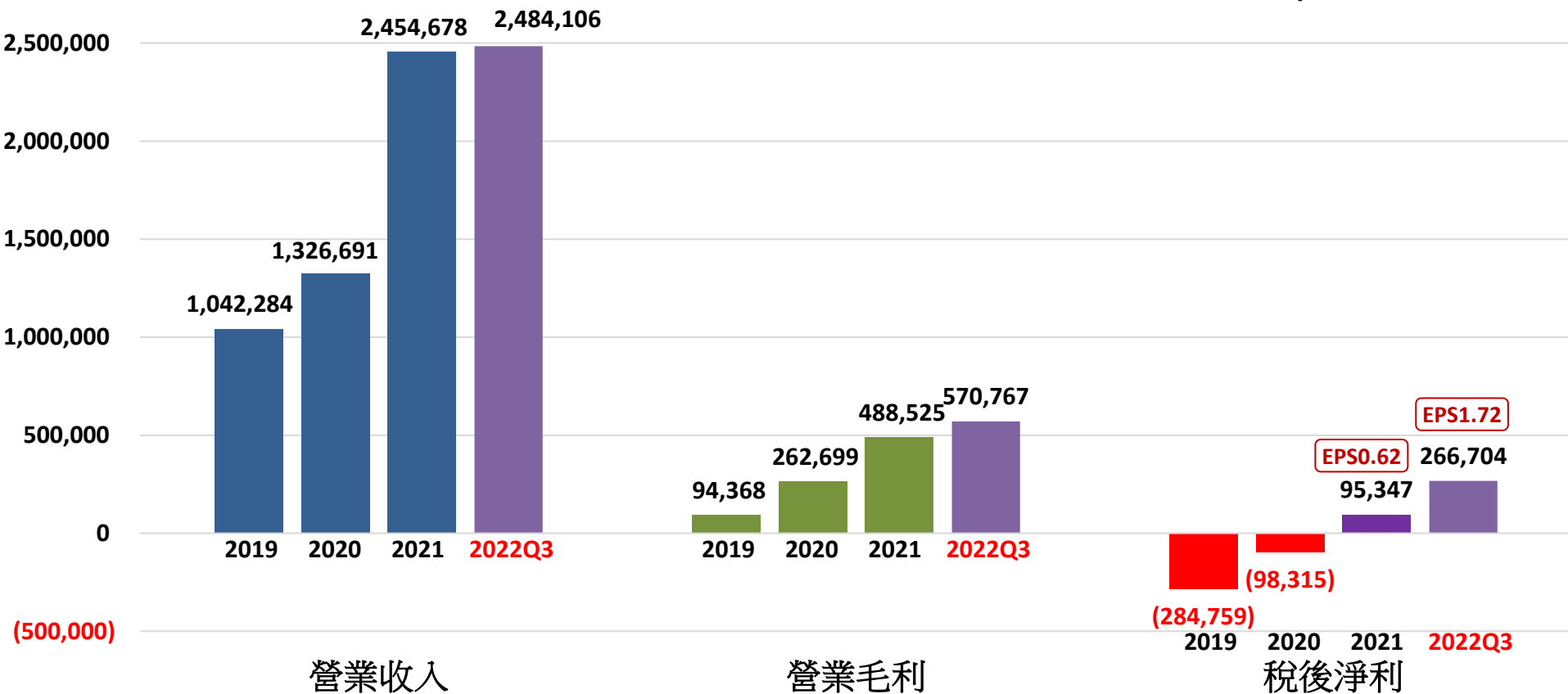


Dupont Analysis	2020Q1	2020Q2	2020Q3	2020Q4	2021Q1	2021Q2	2021Q3	2021Q4	2022Q1	2022Q2	2022Q3
ROE	-15.1%	-14.3%	-2.6%	-5.8%	3.6%	2.4%	11.9%	15.0%	22.6%	24.4%	28.0%
Net Margin	-13.9%	-13.5%	-1.9%	-3.8%	2.0%	1.1%	5.0%	6.5%	9.7%	10.3%	12.1%
Asset Turnover*	0.71	0.69	0.91	0.75	0.85	0.94	1.01	0.96	1.11	1.10	1.11
Equity Multiplier	1.52	1.54	1.55	2.04	2.11	2.29	2.36	2.41	2.11	2.16	2.09

*Annualized Quarterly Number

3,000,000 NT\$ K

2019 -2022Q3 P/L Results





2023

未來展望



集團未來成長動力



TPMS

- OE
- Replacement
- Fleet

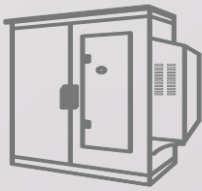
- Semiconductor Fab
- Community
- Data Center

ESS



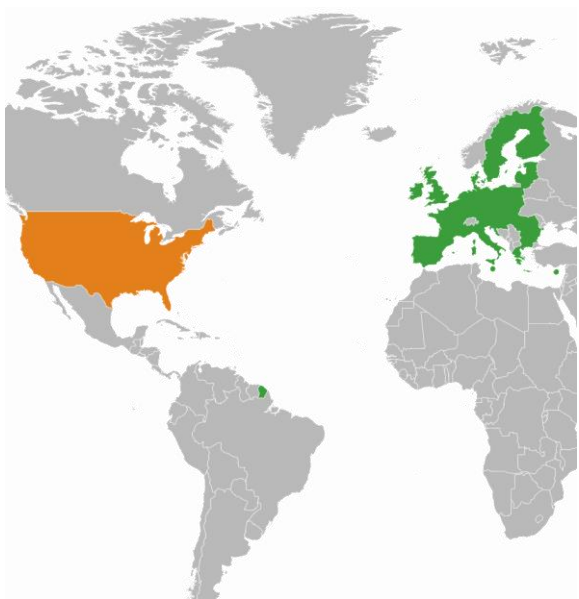
IPC

- Commercial Vehicle
- Industrial Vehicle
- Rugged Tablet

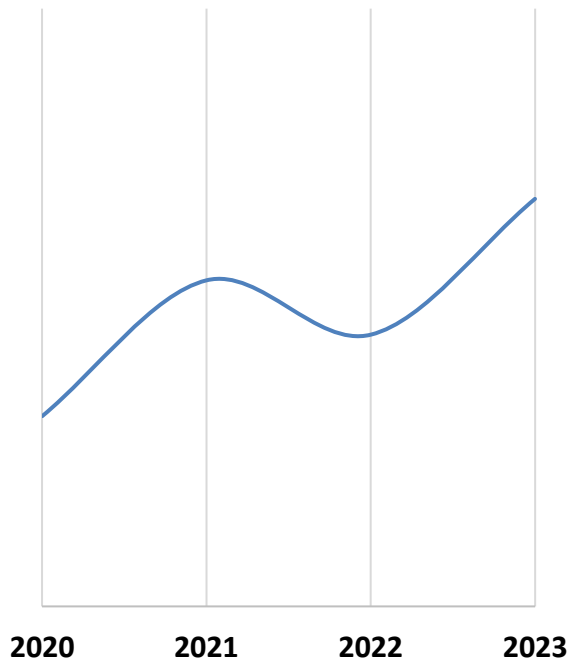


胎壓偵測器發展方向

OE



Replacement



Fleet/Tire

Top 10 Most Valuable Tire Bands

- | | |
|----------------|---------|
| 1. Michelin | France |
| 2. Bridgestone | Japan |
| 3. Continental | Germany |
| 4. Dunlop | US |
| 5. Goodyear | US |
| 6. Pirelli | Italy |
| 7. Hankook | Korea |
| 8. Yokohama | Japan |
| 9. Sumitomo | Japan |
| 10. Linglong | China |

商用車電腦



RV CAGR = 11.6%

強固車用電腦



Construction CAGR = 11.8%

強固平板電腦



Surveying CAGR = 11.0%



Marine CAGR = 6.0%



Agriculture CAGR = 13.6%



Diagnostic CAGR = 10.1%

風光儲能應用

Energy Storage Solutions

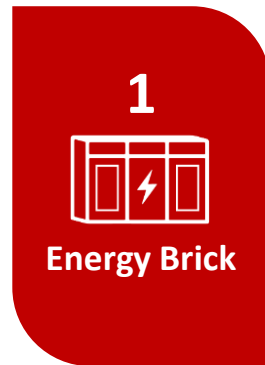
分散式儲能

Distributed Energy Brick



Energy Brick

- 100/200度電
- 提供十戶家庭二小時用電
- 取代柴油發電機緊急供電
- 無噪音、無空污、免保養
- 夜間離峰充電，舒緩用電
- 調節充電樁用電需求
- 戶外機櫃內建消防與空調



Energy Brick

貨櫃式儲能

Container ESS



Container ESS

- 500-4,500度電
- 適用大型電力案場
- 削峰填谷、降低契約容量及節電效益
- 升級消防架構提升安全性



Container ESS

資料中心應用

Data Center Solutions



9540A



UL 1973



IEC 62619

UN38.3 PASSED
Transport Safety Certified

RoHS compliant



UL \$20 million liability

不斷電系統UPS

- 集中式19"機櫃運用
- 適用於半導體廠/資料中心
- 高放電倍率C-Rate
- 熱管理機制
- 穩定電源供電



UPS



UPS

資料中心電源

Datacenter BBU/BBS

- 分散式19"機櫃運用
- 支援電源彈性擴充設計包含熱插拔/插櫃式快速安裝
- 高放電倍率C-Rate
- 熱管理機制
- 汰役電池回春再利用
- 整合電源及備援設計BBU/BBS

Datacenter
BBU/BBS

Data Center

儲能應用架構

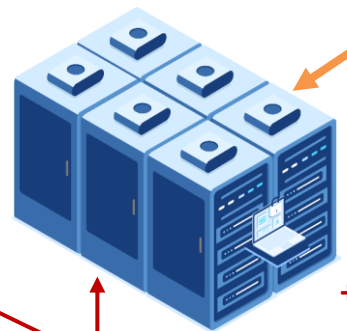
能量管理系統

EMS(Energy Management System)



功率調節器

PCS(Power Conversion System)



電池管理系統

BMS (Battery Management System)



儲能貨櫃

Container ESS

- 環控系統 (偵測/空調)
- 消防系統
- 防火隔間



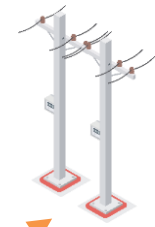
電池櫃

Battery Rack

再生能源
Renewable Energy



電網
Power Grid



用電大戶
Energy-Heavy Industries

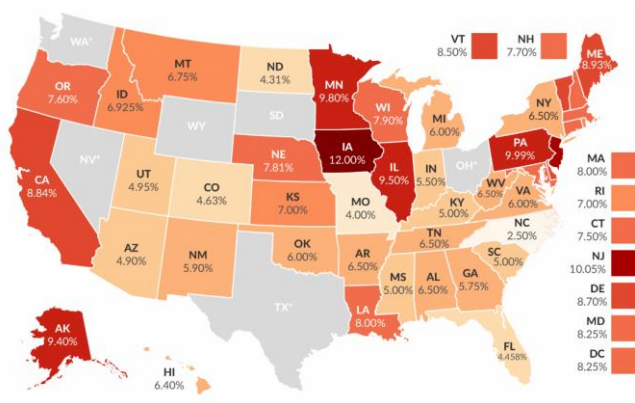
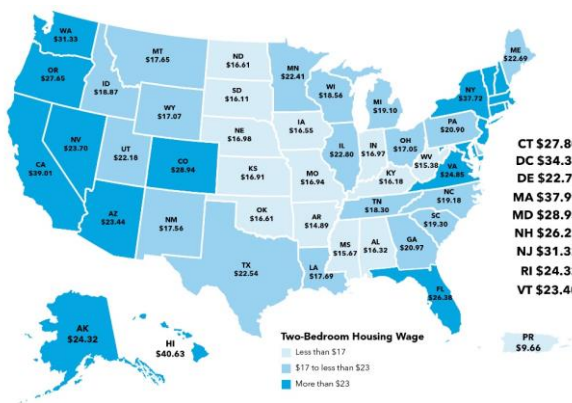
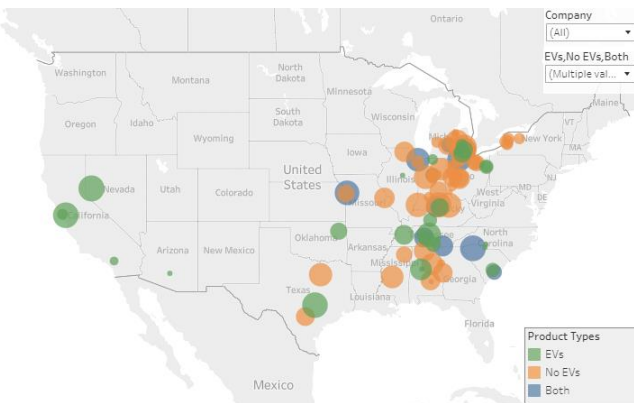
電池模組
Battery Pack



電芯
Battery Cell



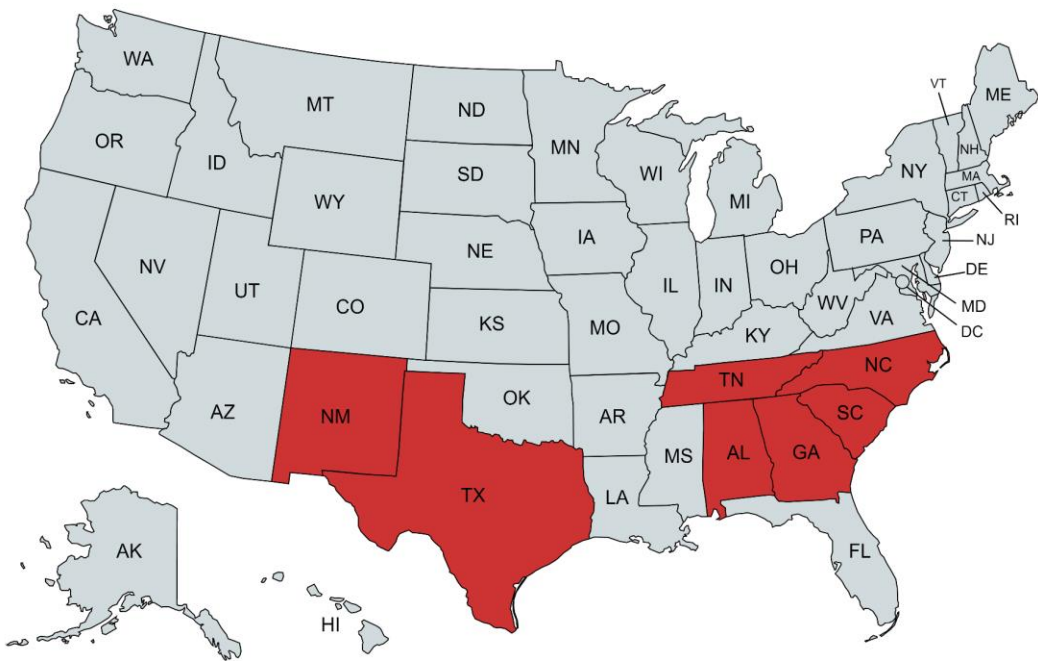
美國運營設置



CT \$27.80
DC \$34.33
DE \$22.76
MA \$37.97
MD \$28.93
NH \$26.29
NJ \$31.32
RI \$24.32
VT \$23.40

State	Hourly wage (\$USD)	Average Annual wage, Entry Level (\$USD)	Average Annual wage, Experienced (\$USD)	Income tax rates (%)	Electricity Cost (cents per kWh)
Georgia	19.42	25,700	40,500	5.8	12.97
North Carolina	18.46	26,000	40,900	2.5	6.92
South Carolina	18.08	26,100	41,700	5.0	7.68
Tennessee	17.59	26,100	43,700	6.5	7.10
Alabama	15.80	24,900	43,800	6.5	8.59
New Mexico	17.22	25,600	41,200	5.9	6.48

Source: Third Way Org, NLIHC, Tax Foundation



- 投資金額: US\$15M
- 建築面積:
200,000~300,000 sqft
- 產線規劃:
PCBA & Automation Assembly
- 產品線:
TPMS 2023, IPC & ESS 2024

調查規劃

工廠設置

生產線設置

開始生產

2023

2024

管理階段

2021-2022

強化基礎建置

1. 永續主軸定錨
2. 建立內部共識
3. 盤點範疇
4. 製定願景及目標
5. ESG報導

轉型階段

2023-2024

提昇永續績效

1. 推動改善ESG指標
2. 審視ESG績效
3. 參與國內ESG評比

戰略階段

2025-2026

擴大影響力

1. 參與國外ESG評比
2. 永續形象建立



逐步達成系統
ESG願景與目標

2021 ESG 報告



Message from the Chairman

In the face of drastic changes of global climate change, social development, and market competition, all have caused major social responsibilities and address weather phenomena. Sysgration is deeply aware that when an enterprise pursues growth and performance, besides improving its own competitiveness in operations and market status, it is also necessary to fulfil its corporate social responsibilities and seek harmonious development and balance of interests among corporate governance, environmental protection and social participation.

Since the establishment, Sysgration has adhered to the corporate core values of "Integrity, Passion, Commitment, and Innovation". We have invested in the field of innovative electronic products and energy storage equipment, accumulated professional professional technical experience and customer base, and we continue to provide excellent quality products to meet the market with high quality and professional services. Particularly, our products in the field of energy storage equipment can provide complete solutions for the entire climate change products currently facing globally 200+ new year full challenges for Sysgration. The CO2PP standards, carbon tax, and the economic and business environment is difficult. Under such circumstances, we have conducted a high level of meeting with the joint efforts of the Company's management and all employees, consolidated operating revenue of Sysgration in our 10th anniversary high 2021.

Good corporate governance is the foundation of sustainable development of an enterprise. Sysgration implements the principle of corporate governance and transparently discloses the Company's operating information to protect the rights and interests of shareholders. In 2021, Sysgration was named with the top 4-5th of annual companies in the "Sustainable Governance Champion" of the Nasdaq Climate Change Performance. Sysgration has established the name for ethical Corporate Management and Ethical Code of Conduct. By proposing annual training programs and requiring all employees and suppliers to sign the integrity commitments, we ensure all colleagues of Sysgration and suppliers can comply with the principles of integrity and ethics. We will continue to follow up corporate governance optimization, promote sustainable development strategies that protect the rights and interests of important stakeholders including employees, customers, communities, and shareholders by pursuing sustainable development and continuous growth of corporate operations.

In terms of environmental protection, Sysgration has been obtaining the trend of the international energy industry for a long time. After the establishment of the Energy Storage Business Division in 2021, Sysgration has developed and strengthened the energy storage benefits of products, and developed innovative products with low energy consumption, safety

and health, in order to cope with the challenges and opportunities of climate change. We have 2021 on the base year to implement energy saving programs in the factories of each operating unit, through a series of environment protection energy saving, and carbon reduction actions, to gradually improve the energy efficiency of industrial consumption, lower the Company's greenhouse gas emissions, and reduce the occurrence of the greenhouse effect.

While pursuing sustainable operation, Sysgration also pretends to provide employees with a safe working environment and proper training and benefits, actively implement talent training and development, and create a diverse, inclusive, and friendly workplace. In terms of social participation, Sysgration contributes to the society through three aspects of industry-academia collaboration, internship education, and emergency relief. We provide the same collaborative or charitable support groups with the assistance they need.

In the future with the thinking of looking through the current situation, Sysgration will continue to improve ESG performance, and actively respond to the various challenges on the ESG actions. We will actively implement all good performance between the economic, environmental, and social, and create long-term and contribute sustainable value for the Company's colleagues and reported external stakeholders.

Chairman of Sysgration
Lee, Wen Bin




Milestones and Prospects

- 2011: Founded Sysgration USA in Japan
- 2012: ISO 14001 certified for the Automotive Industry Quality Management System, became the Top 1 Supplier for Garmin OEM customers, and developed the Passenger Car Run-Safe Infrastment System to Japan customers
- 2013: Gradually set up factories in Thailand, and started the OEM/ODM business of Computer peripheral products
- 2014: The Company's stock officially listed on the Taiwan Stock Exchange
- 2015: Provided OEM service of Bluetooth (BT) for Tri Brand Customers, and sold Electric Vehicle (EV) Run-Battery pack products for National Grid
- 2016: Provided OEM service of Bluetooth (BT) for Tri Brand Customers, and sold Electric Vehicle (EV) Run-Battery pack products for National Grid
- 2017: Developed the Passenger Car Run-Safe Infrastment System to Japan customers
- 2018: Developed new USA customers of BT Fuel-Cell based on EVMS
- 2019: Developed new USA customers of Bluetooth (BT), developed Power Supply Unit for Satellite Ground System
- 2020: Completed the R&D of Energy Infrastment Vehicle
- 2021: Completed the R&D of Energy Infrastment Vehicle
- 2022: Completed the R&D of Energy Infrastment Vehicle

Contents

1	About the Report	2
3	Message from the Chairman	3
3	Sustainable Management	49
5	11 About Sysgration	50
11	12 Sustainable Practices	51
13	13 Materiality Analysis	52
14	14 Stakeholder Engagement	56
2	Corporate Governance	56
21	Management Approach of Material Topics	56
24	21 Corporate Governance	57
26	22 Economic Performance	61
29	23 Ethical Corporate Management	62
34	24 Risk Management and Development	65
36	25 Regulatory Compliance	69
38	26 Customer Relationship Management	71
38	27 Supplier Sustainability Management	71
42	28 Supplier Sustainability Management	73
4	Environmental Sustainability	82
49	Management Approach of Material Topics	82
50	31 Responses to Climate Change	82
51	32 Greenhouse Gas Emissions	87
52	33 Energy Management	87
56	34 Waste Management	87
56	35 Water Resource Management	87
56	36 Green Products	87
4	Employee Care and Social Co-prosperity	87
41	Management Approach of Material Topics	87
42	41 Labor-Management Relation	87
45	42 Friendly Workplace	87
49	43 Talent Learning and Development	87
71	44 Talent Management	87
71	45 Occupational Health and Safety	87
73	46 Social Participation	87
82	Appendix	87
82	ISO Certification	87
87	GR Index	87
87	Summary of Information Assured and Independent Auditor's Limited Assurance Report	87

Sustainable Management

- 1.1 Global Perspective
- 1.2 Sustainable Practices
- 1.3 Materiality Analysis
- 1.4 Sustainable Management

4 Products, Services and Patent Application

Sysgration offers for customized and diversified device and industrial related PCs for the automotive electronics industry from design of product design to product concept, feasibility study, manufacturing design, circuit board printing and testing, to stages of product production including supply chain management, logistics and maintenance. Sysgration provides customers with solutions for the full product development cycle, besides in solving problems early in the product development process, from customer consulting and testing, and manages the supply chain chain.

- Design
 - Concept Feasibility Study
 - Industrial Design
 - Engineering Services
 - Participation Design
 - Supply Chain Management
 - Production Management
- Manufacturing
 - Client's Best of Best
 - Working Prototype
 - System Assembly and Test
 - Multiple Locations
- Service
 - Supply Chain Management
 - Logistics/Program
 - Logistics/After-Maintenance Center

Number of patent applications over the years:

Year	Patent Applications
2019	1
2020	10
2021	45

成為更好的公司 - ESG焦點



幸福職場

- 員工福利
- 員工身心健康照護
- 安全工作環境
- 進修及訓練
- 男女平權



溫室氣體管理

- 溫室氣體/用水量/廢棄物政策
- 減量目標
- 具體推動措施
- 達成情形

企業誠實經營



- 具體推動措施
- 教育訓練



社會關懷

- 社會及社區參與
- 利害關係人溝通
- 保障人權政策及訓練



供應商夥伴

- 環保/職業安全衛生
- 勞動人權遵循具體要求
- 輔導推動ESG具體措施
- 教育訓練
- 定期稽核措施



◆ TPMS

- ◆ 第三條TPMS自動化產線準備量產，緊接著設立第四條。
- ◆ 眾多北美和歐洲車廠潛在機會商討中。
- ◆ 售後市場替代件市場需求反彈。
- ◆ 眾多知名輪胎品牌持續開發導入中。

◆ IPC

- ◆ IPC專案2022 Q4開始量產，2023將有整年需求。
- ◆ 新專案開始進行，預計2024量產。

◆ ESS

- ◆ 半導體不斷電系統需求下降，影響2023 Q1。
- ◆ 資料中心電源和集中式儲能產品開發中，2023開始貢獻業績。

◆ 美國設廠

- ◆ 1,500萬美金投資計畫架設完整自動化產線。預計2023年底開始生產。

◆ ESG

- ◆ 持續加強公司治理評鑑，聚焦ESG行動計劃，實現ESG願景



Q&A





Thank You