



股票代號:6417

韋僑科技股份有限公司 2024年法人說明會

江鴻佑 | 韋僑科技總經理

Nov. 19th, 2024

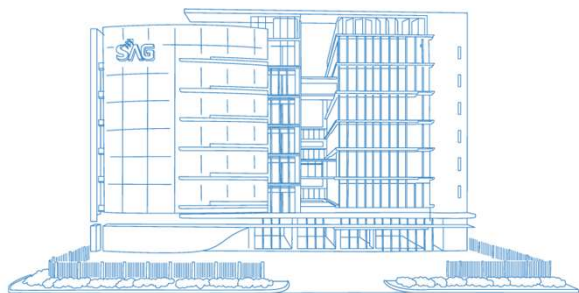
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簡報大綱

- 發展策略及核心優勢
- 經營實績
- RFID 趨勢及應用
- 永續經營





發展策略及核心優勢



25
Anniversary



董事長:曾穎堂
總經理:江鴻佑



資本額
\$422,740仟元



營運總部
台中,台灣



子公司
SAG Japan



員工人數
約 450人



經營項目
RFID Transponder

發展策略

01

Innovative 聚焦高技術價值客製服務

- 佈局高端產業應用
- 彈性客製解決方案
- 超前部署目標產業營運解決方案

02

Resilient 挑戰RFID痛點

- 以專業技術解決客戶痛點 加速成案
- 聚焦產業應用 累積專案經驗
- 專注複雜嚴峻環境應用 提供專業顧問式銷售諮詢
建立產業價值

03

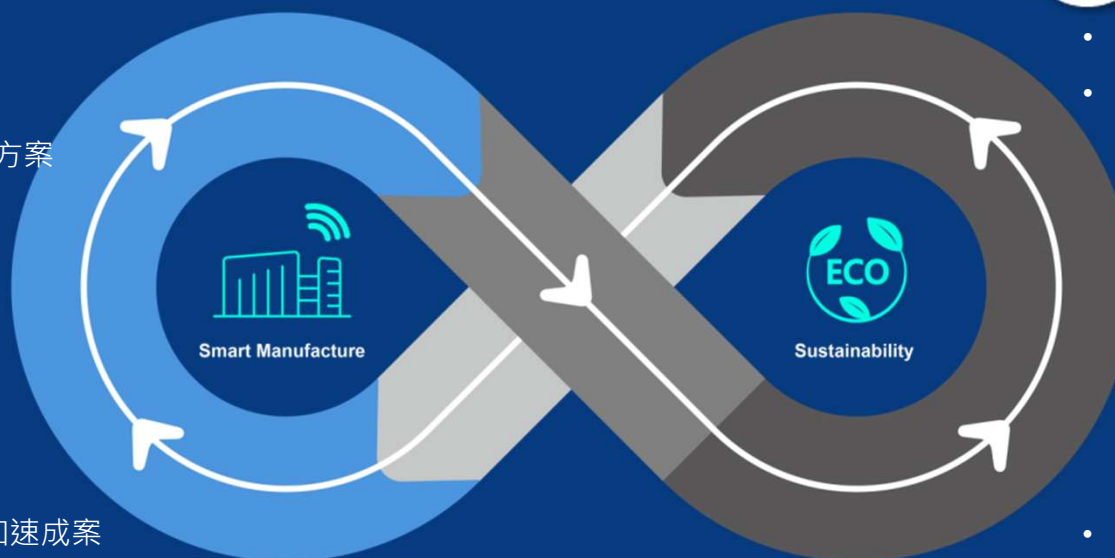
Data-powered 佈建數據導向智動化工廠

- 目標數據導向的智慧製造自動化工廠
- 大數據優化 強化營運效率及獲利能力

04

Sustainable 推動綠化永續發展

- 實施節能減排措施 使用可再生能源
推動減少污染之製程技術
- 協助客戶推動使用RFID循環經濟的之創新應用



核心優勢



延伸整合 RF · 提供完整軟硬體服務



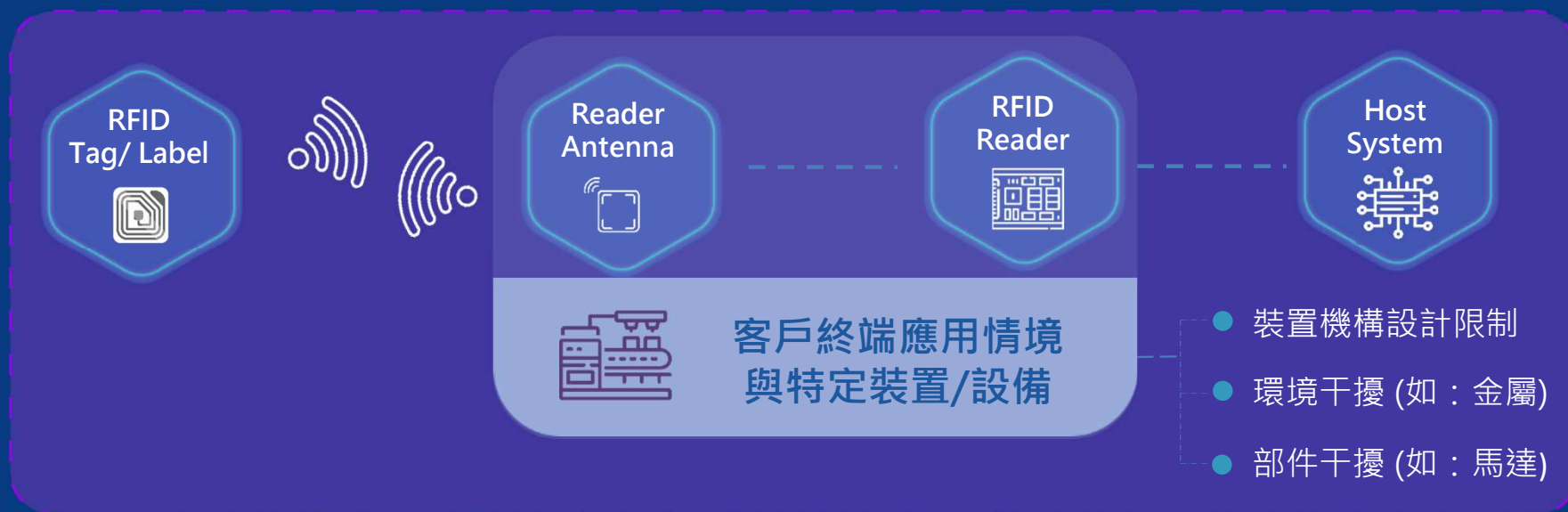
延伸整合 RF · 提供完整軟硬體服務



整合軟硬體
解決客戶痛點



- 客製化Reader Module
- 整合RF測試
- 優化系統間相容

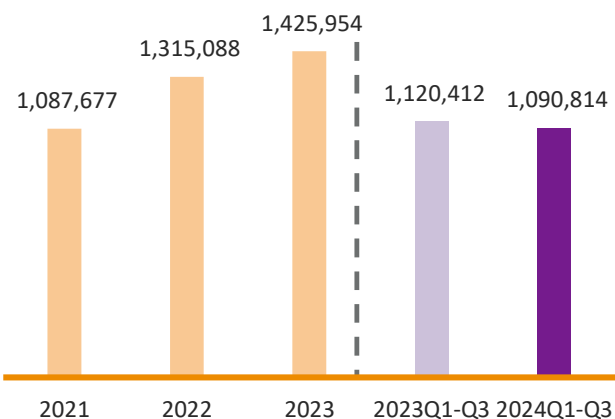




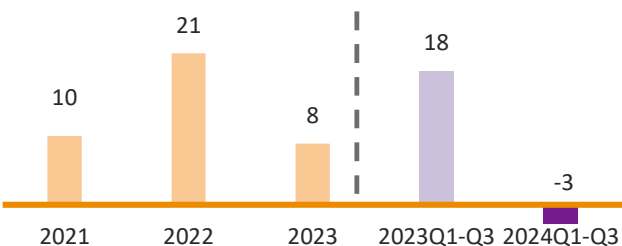
經營實績

24Q3營業收入

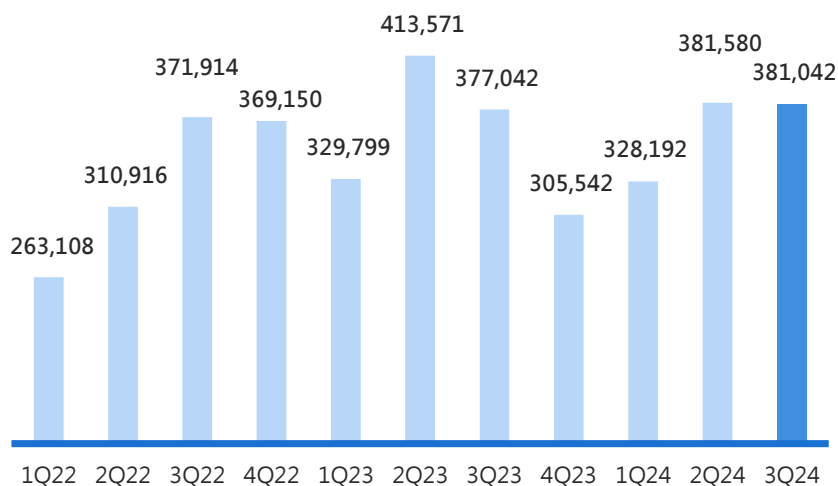
年營收(仟元)



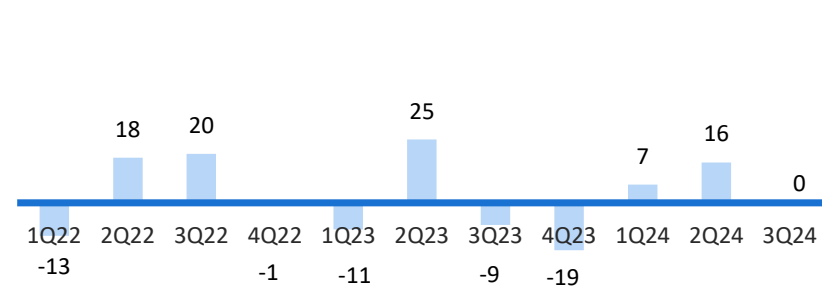
年營收成長(%)



季營收(仟元)



季營收季成長(%)

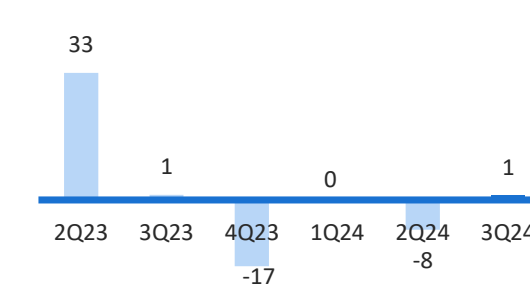


醫療耗材專案，受客戶調節庫存影響，銷售金額減少



工業應用客戶需求較前一年度成長，銷售金額增加

季營收年成長(%)



24Q3利益

營業毛利：110,104仟元 毛利率28.90%
 營業利益：54,695仟元 利益率14.35%
 稅後淨利：44,447仟元 淨利率11.66%

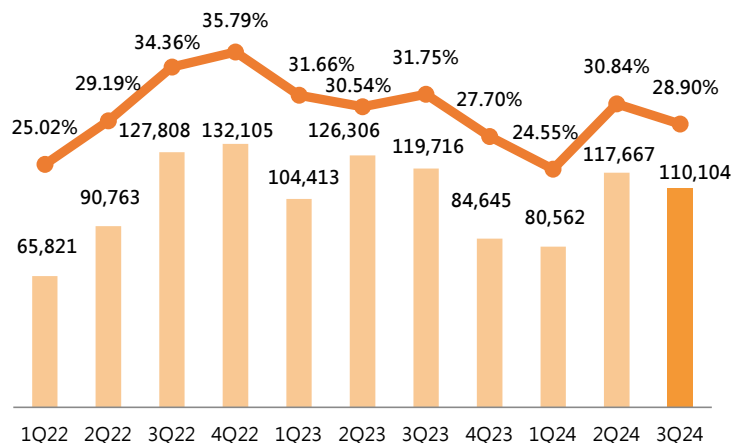
YoY

營業毛利：-8.03%
 營業利益：-2.17%
 稅後淨利：-18.12%

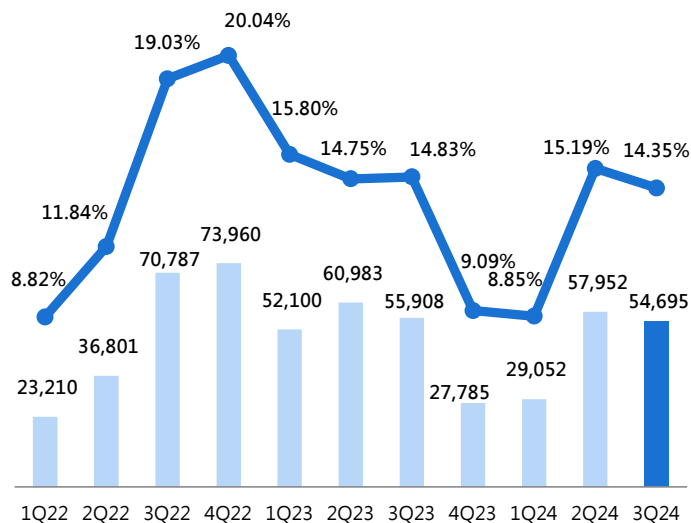
QoQ

營業毛利：-6.43%
 營業利益：-5.62%
 稅後淨利：-11.94%

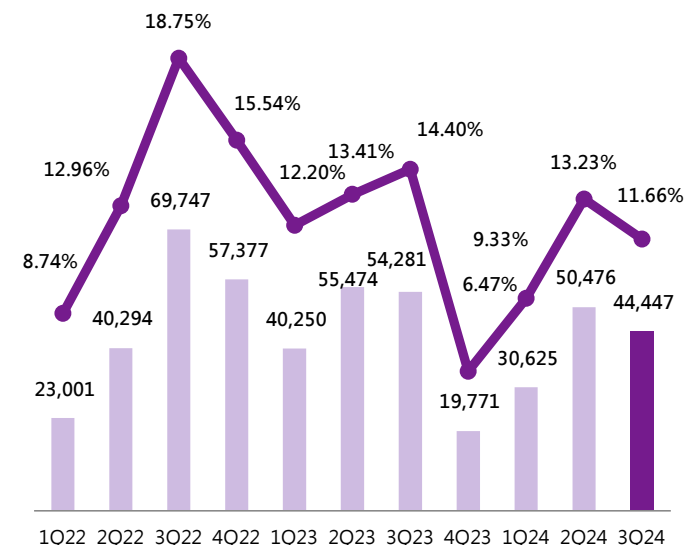
營業毛利(仟元)



營業淨利(仟元)



稅後淨利(仟元)



產業別年營收占比

36%

Access Control

成熟市場；其中包覆型Keyfob具市場獨特性，需求穩定

26%

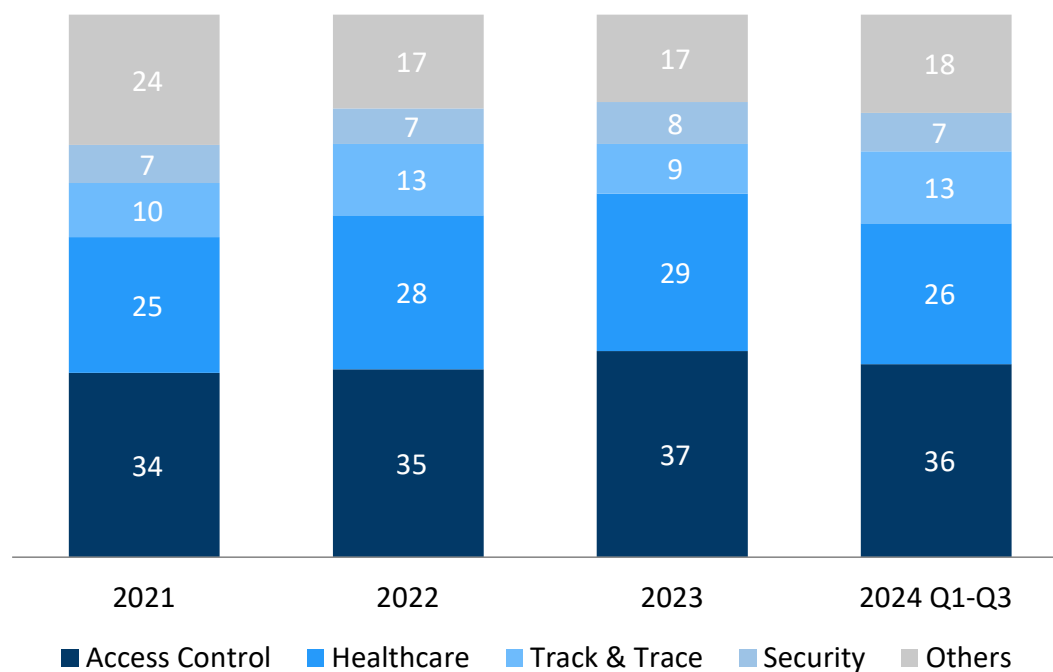
Healthcare

主要目標市場；醫療耗材專案，目前客戶調節庫存，未來可望成長

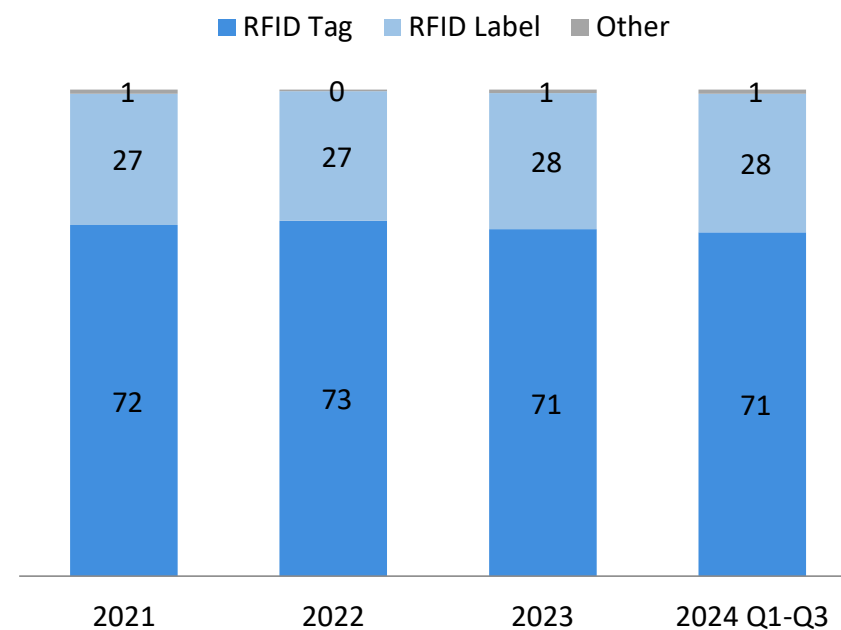
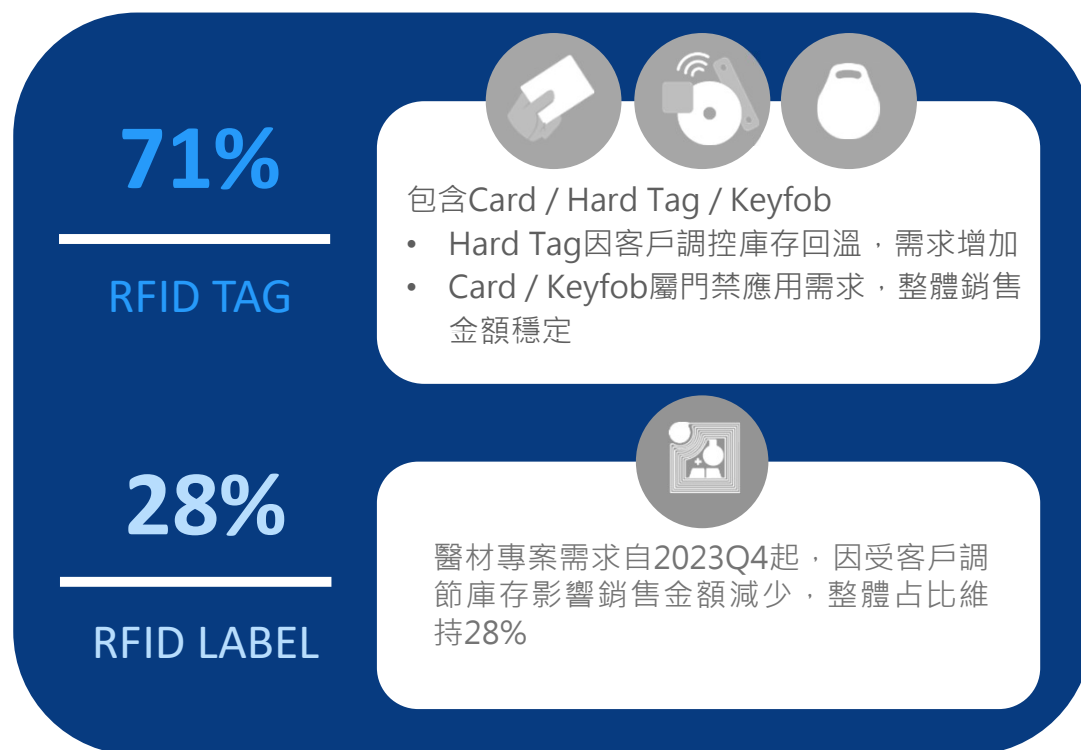
13%

Track & Trace

工業應用需求穩健；客戶調節庫存結束，需求回溫，出貨較前一年度提高



產品別年營收占比



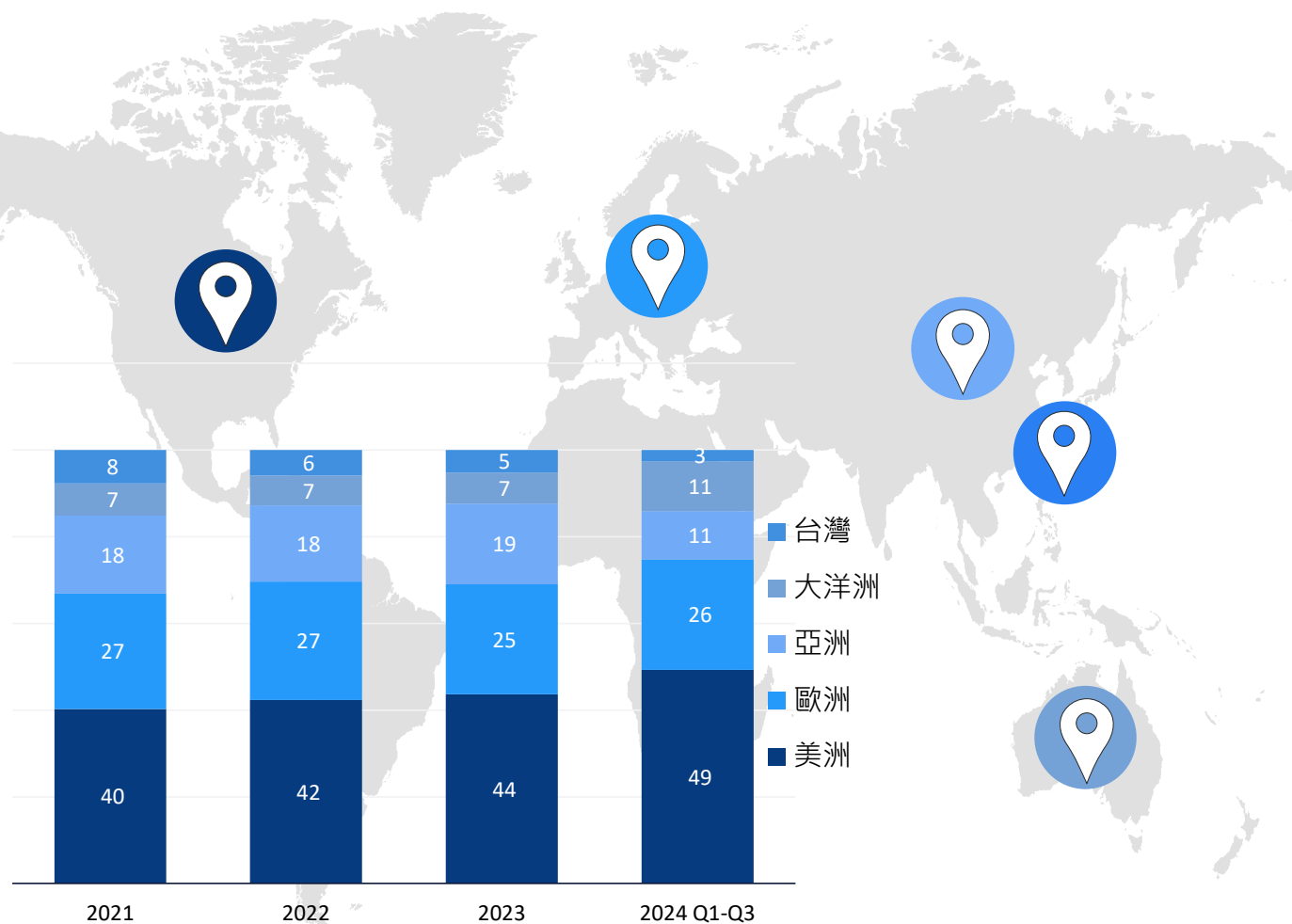
區域別年營收占比

外銷占比97%

以外銷為主，歐美為主要銷售區域；
內銷占比下滑主係原內銷客戶將其
外銷客戶轉由本公司服務所致。

美洲占比49%

美洲占比最高，同前段所述本年度
占比增加。目前單一最大工業/門禁
/醫療客戶均來自美洲。



資產負債表重要財務指標

營運週轉天數(日)

28⁺¹

應收帳款
收現天數

應收帳款天數與2023年底相當，顯示本年度應收款項收款效率良好

65⁻⁴

應付帳款
付款天數

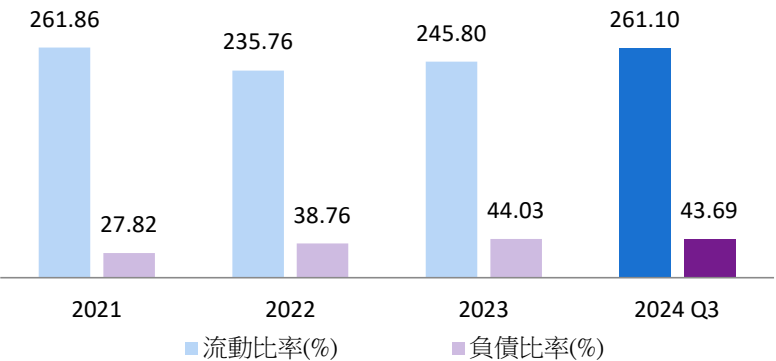
應付帳款天數較2023年底縮短4天，係因本期去化庫存，並減少進貨所致

153⁻¹⁹

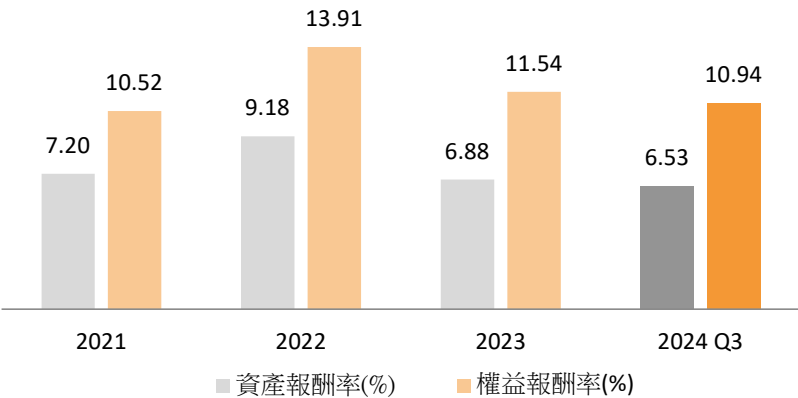
存貨週轉
天數

存貨週轉天數減少，顯示備庫減少，係因專案耗用及原物料管控得宜所致

流動及負債比率(%)



資產及股東權益報酬率(%)



RFID 趨勢及應用

數位產品護照 DPP (Digital Product Passport)

RFID –實現永續與循環經濟的催化劑



- 歐盟法規(ESPR)規範 – **第一個影響全球供應鏈的綠色法規**

2027年起強制規範在歐洲銷售的各類商品須符合**數位產品護照 DPP**

提供終端客戶有關產品生命週期（從原材料開採到製造、使用以及最終的回收）

如材料組成、碳足跡、能源使用、可維修性、環保標準合規性及回收指引等資訊。

- **紡織類產品將於2027年第二季生效**，其他受規範產業包含鋼鐵、塑膠、家具、建築相關、化學、電子等產品將陸續生效

- **DPP的特性：**

- ① 可追溯性 Traceability
- ② 達成循環經濟 Circularity
- ③ 資訊透明化 Transparency
- ④ 永續供應鏈 Ethical Supply Chains

註：電池數位產品護照將於2027Q1始生效，相關規範已趨近完成

數位產品護照 DPP – 數位身分證



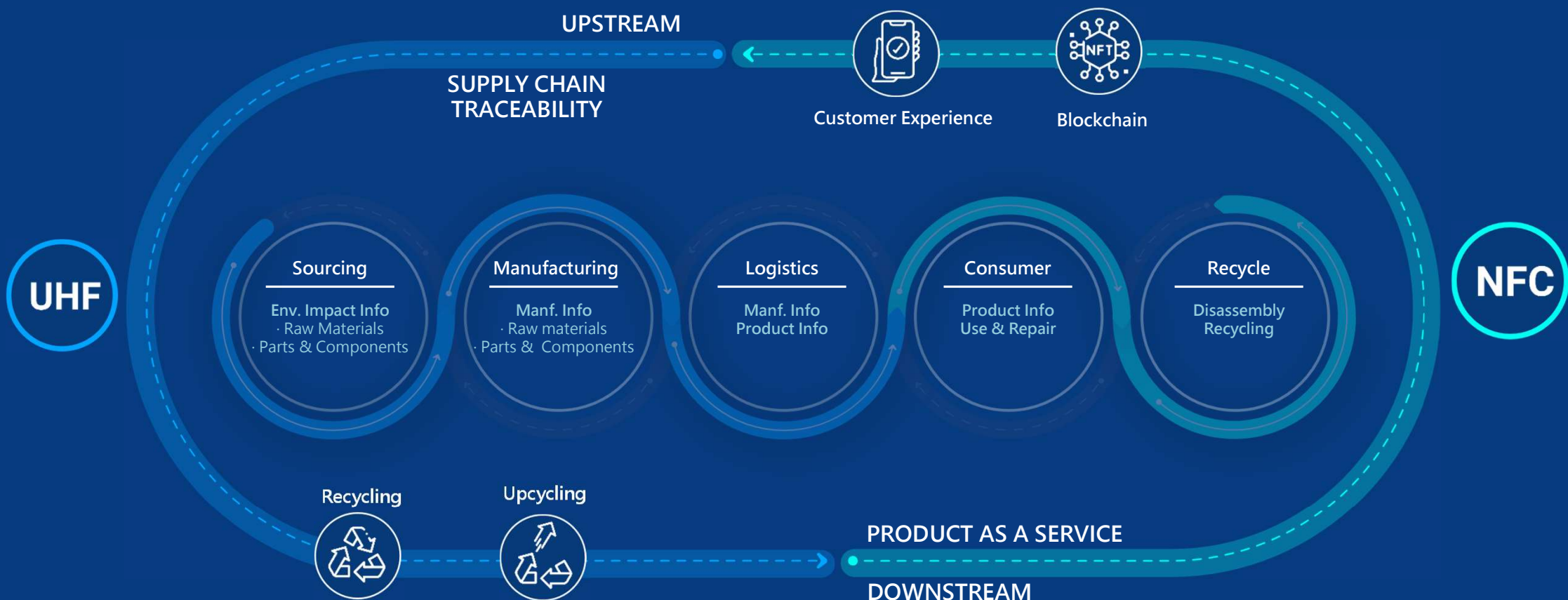
數位產品護照 DPP (Digital Product Passport)

RFID –實現永續與循環經濟的催化劑



數位產品護照 DPP (Digital Product Passport)

RFID – 實現永續與循環經濟的催化劑



RFID全球市場產業趨勢：

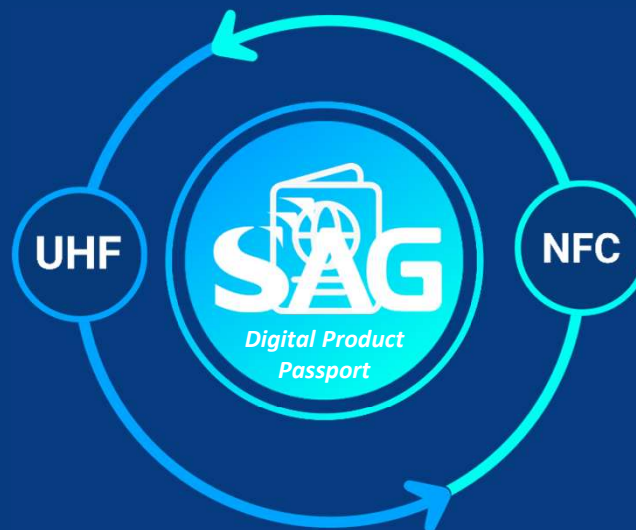


- 2024 UHF RFID標籤出貨量約達550億顆
- 預計於2027-2028將突破1000億顆
(VDC research, 2024)

2023-2028 CAGRs

Units: 20.4%

Revenues: 14.9%



全球每年生產約1,000億件服飾
2030預計創造約 625億件
紡織數位產品護照 (ABI research, 2024)



- 全球贗品總價值超過\$5,000億美元/年
60%是時尚精品
- RFID被麥肯錫報告定義是未來五年內
實現品牌供應鏈透明化的首要技術
(McKinsey & Company, 2021)



- 每年精品品牌贗品佔全球貿易總值25%以上
約佔\$1.2萬億美元 (Harvard Business Review, 2019)



- NFC更是品牌打擊贗品&
強化數位互動的關鍵技術 (McKinsey & Company, 2021)
- 2022年共出貨10億台支援NFC的智慧型手機
你的手機就是NFC讀取器 (NFC forum, 2023)



Oceanix | Nex | Pro

Eco-Core 串聯數位產品護照(DPP)

整合產品生命週期的標籤解決方案



耐輾壓

ISO 7854
≥1000 cycles



工業耐洗

AATCC135
≥ 100 cycles
Industrial laundry
≥ 200 cycles



耐高溫

FTTS-YA-186
210 °C



耐化學性

FTTS-YA-186
pH4.0
pH12.0

ECORE Oceanix

由海洋再生材料製成 – SEAWOOL

ECORE Nex

由海洋廢棄物製成 – 使用後回收的漁網

全球回收標準認證 – 透過 TC 證書確保供應鏈可追溯性

海洋廢棄物的循環經濟



減少



重複利用



回收



重新製造

數位產品護照DPP

使紡織品更加耐用、可修復、可重複使用和可回收，以解決快時尚、紡織品浪費和未售出紡織品銷毀問題，並確保供應鏈透明化，低碳永續發展。



耐用性



修復性



重複性



回收性



可靠性



改造性



Temp Tracker

NFC 標籤類型冷鏈解決方案

Temp Tracker：支援 NFC 且支援應用程式的標籤，可測量疫苗或化學膠等溫度敏感物質在運輸過程的溫度。



IoT趨勢技術整合-客製專案開發

整合RTLS 即時定位之應用
BLE的技術，即時低溫監控

- 可即時收集和傳輸環境監測數據
- 精確定位且連續的數據化資訊
- 為物流運輸提供點到點的可視化供應鏈管理



App Ready



Roll-to-roll



Printable



Scalable



Locate



Temp Tracker APP

Tap to Read

Data Export



Temp Tracker



Temperature



NFC Temp Tracker



- NFC Chip
- Arm-based MCU
- Thin-Film battery
- ISO/IEC 15693



UHF Temp Tracker



- UHF Chip
- Arm-based MCU
- Thin-Film battery
- UHF EPC Gen2



永續經營



永續經營



環境保護

- 採用TCFD氣候相關財務資訊揭露
- 2024導入ISO 50001能源管理系統/EnMS能源管理系統
- 2024導入ISO 14067產品碳足跡 / ISO 14064-1組織溫室氣體



社會責任

- 社會關懷活動累積604人次參與
- ○起失能傷害件數/100%落實各廠區環安保護措施
- 取得「人才發展品質管理系統(TTQS)」評核銅牌



公司治理

- 公司治理評鑑位於前6%-20%
- 2024/8月出具2023年ESG永續報告書
- 通過「台灣智慧財產管理規範 (TIPS)」之A級認證



Connect Forward

Thank you

25
Anniversary



Securitag Assembly Group(6417)

2024 Investor Conference

Terry Chiang | CEO

Nov. 19th, 2024

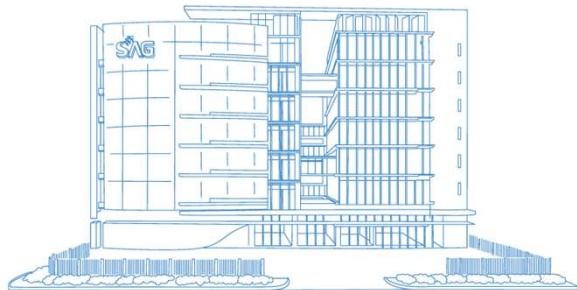
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Agenda

- Development Strategies and Core Competencies
- Operational Performance
- RFID Trends & Applications
- Sustainable Development





Development Strategies and Core Competencies



25
Anniversary



Chairman : Tony Tseng
CEO : Terry Chiang



Capital amount
NT \$422M



Headquartered in
Taichung, TAIWAN



Subsidiary
SAG Japan



Employees Globally
460



Business Operation
RFID Transponder

Development Strategies

01

Innovative

Deliver a value proposition for a competitive advantage that focuses on applications requiring high-end technologies.

02

Resilient

Pinpoint customers problems to answer challenges, mitigate hiccups, and facilitate RFID tagging connectivity.

03

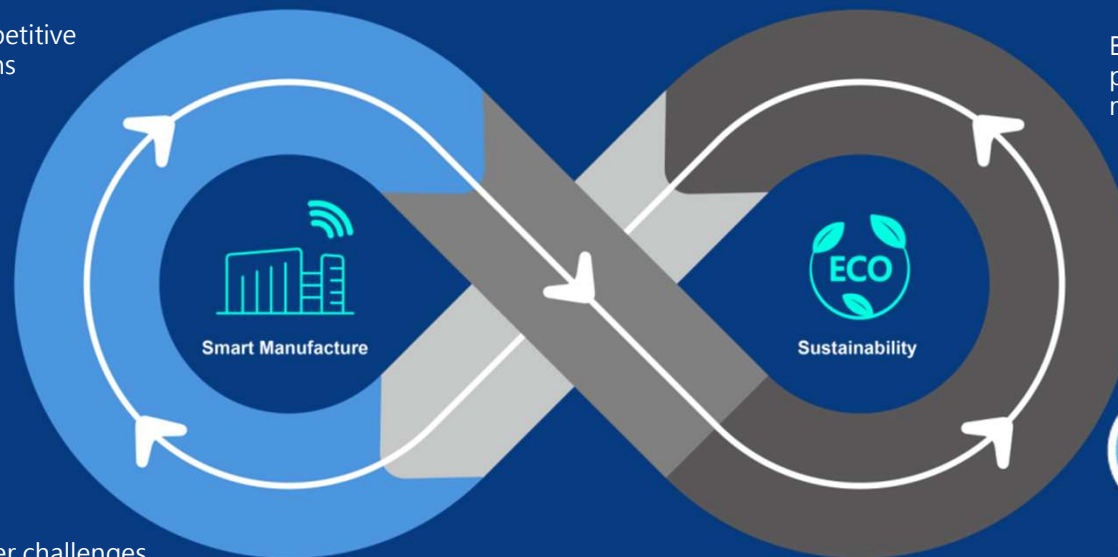
Data-powered

Build a data-powered automation factory that propels resilience and aids in real-time decision-making for tomorrow's connectivity.

04

Sustainable

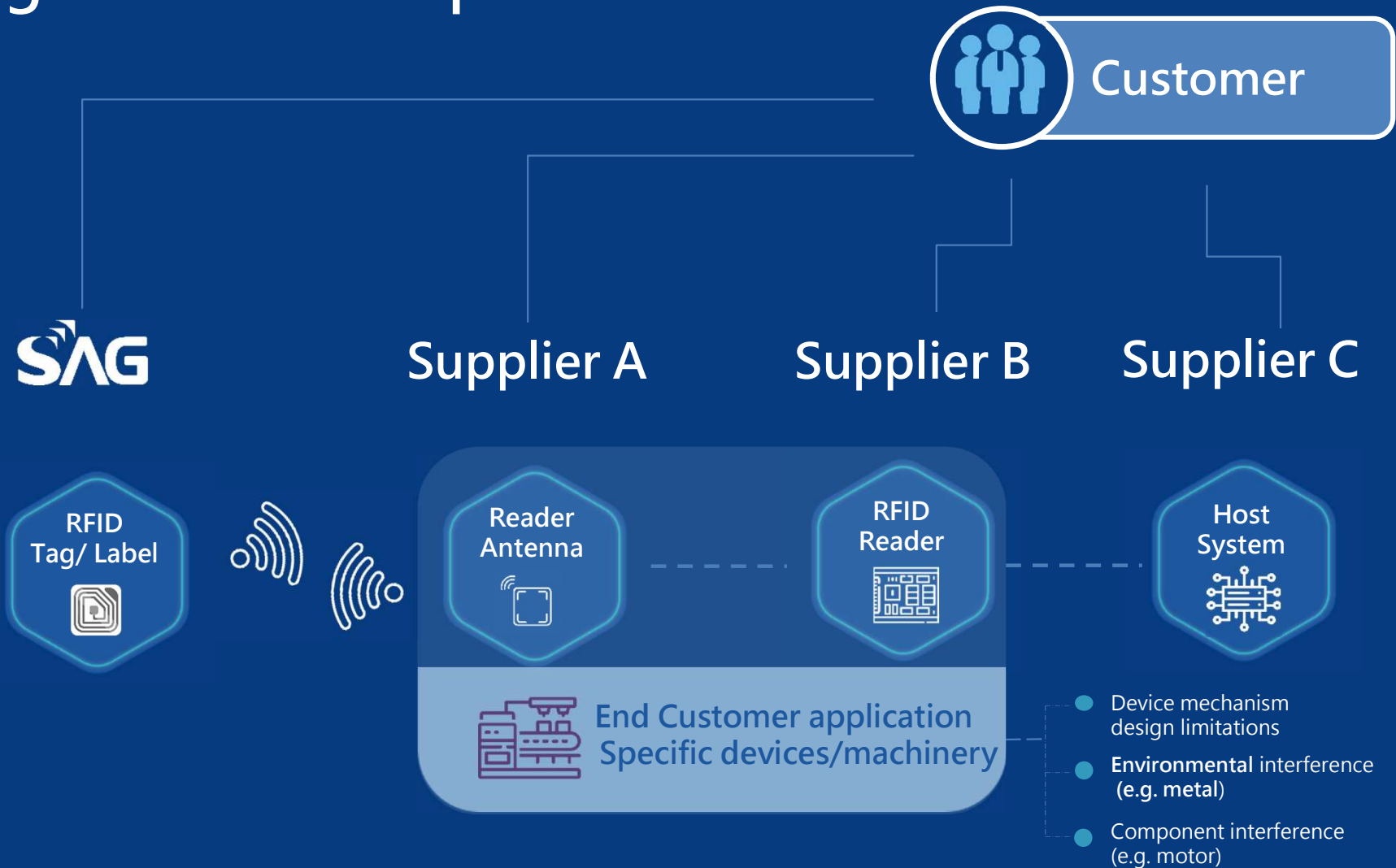
Create a set of principles that emphasize customer focus and waste elimination for a better, sustainable future.



Core Competencies



Extend Integrate RF · Complete services



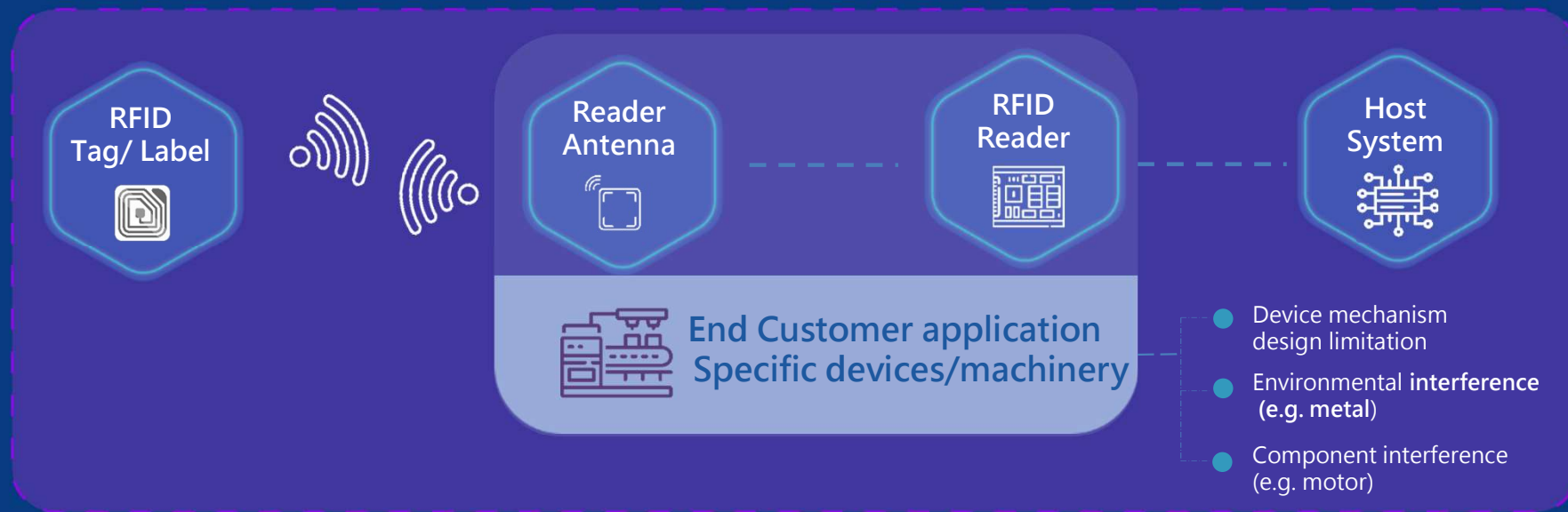
Extend Integrate RF ·Complete services



Integrate hardware and software
Solve customer pain points



- Customization Reader Module
- Integrate RF Test
- Optimize System compatibility



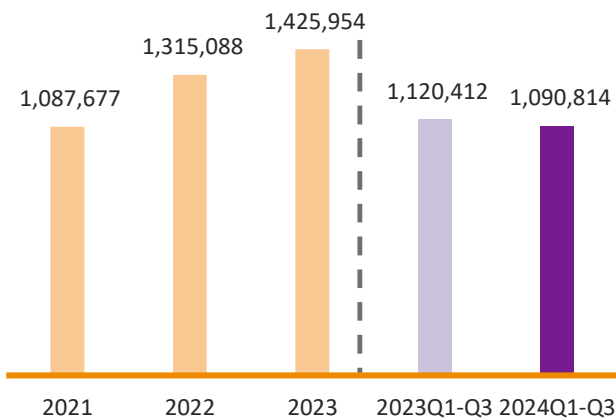


Operational Performance

24Q3 Financial Overview

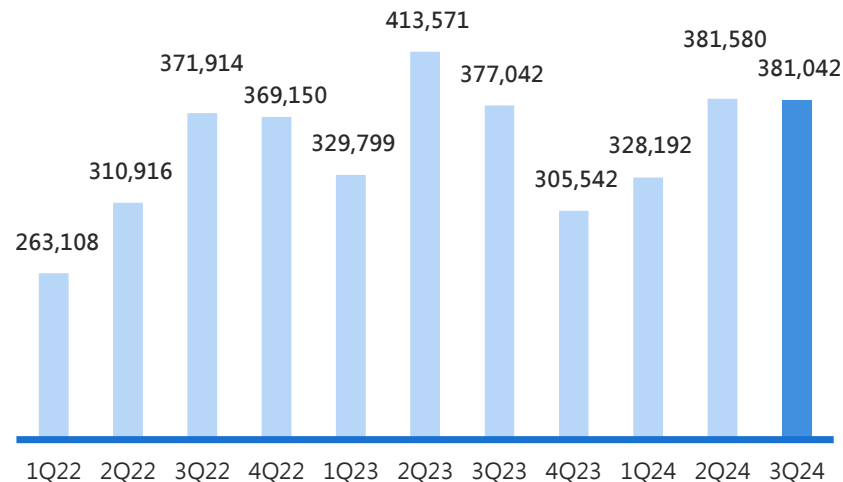
Sales by Year

(NT\$ thousand)



Sales by Quarter

(NT\$ thousand)

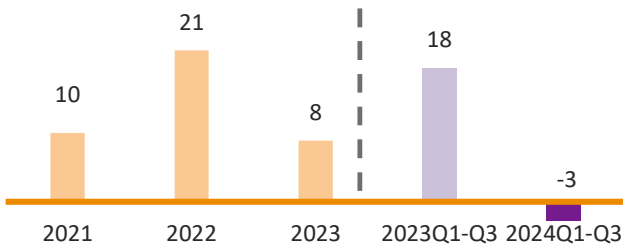


The medical consumables project experienced a decline in sales revenue due to customer inventory adjustments.

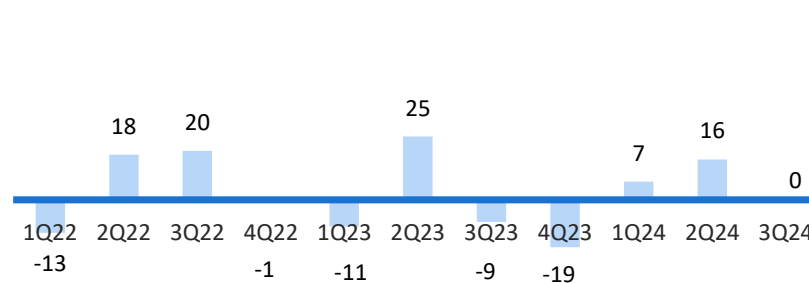


Customer demand for industrial applications increased compared to the previous year, sales increased.

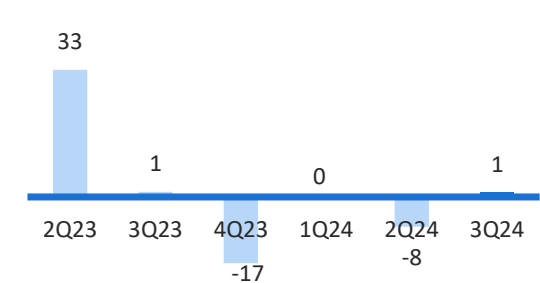
Grate (YoY%) on yearly sales



Grate (QoQ%) on quarterly sales



Grate (QoQ%) on yearly sales



Financial Overview

24Q3

(NT\$ thousand)

Gross profit : 110,104

Operating income : 54,695

Net income : 44,447

GPM 28.90%

OPM 14.35%

NPM 11.66%

YoY

Gross profit : -8.03%

Operating income : -2.17%

Net income : -18.12%

QoQ

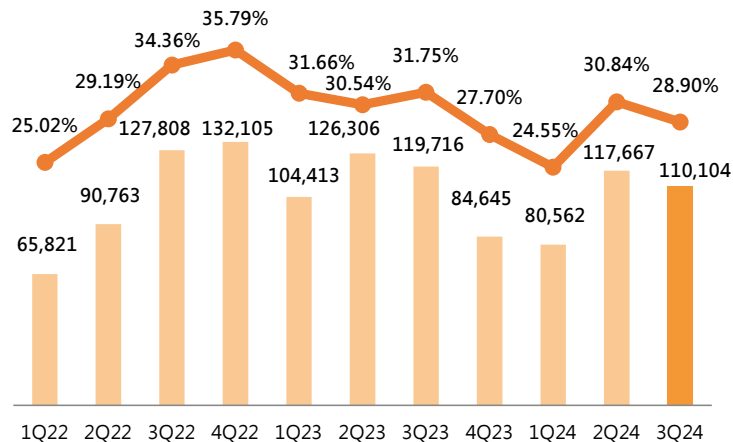
Gross profit : -6.43%

Operating income : -5.62%

Net income : -11.94%

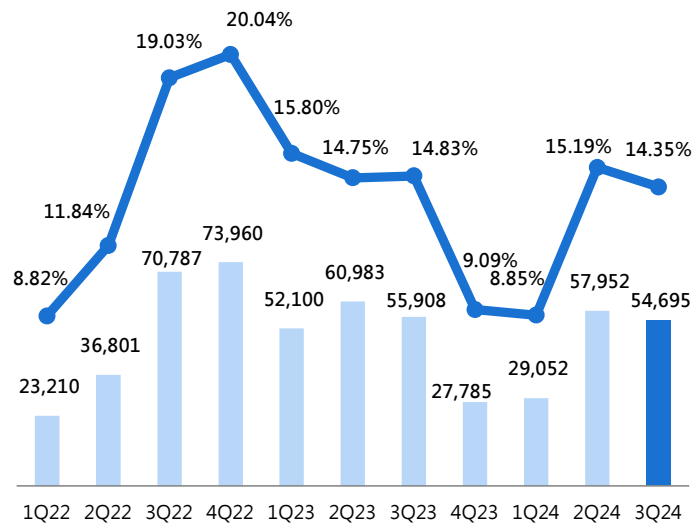
Gross profit

(NT\$ thousand)



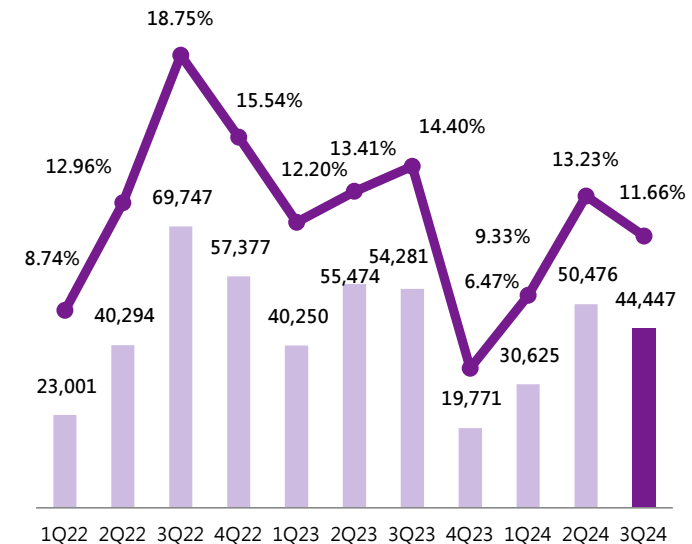
operating income

(NT\$ thousand)



Net Income

(NT\$ thousand)



Revenue by Industry

36%

Access Control

Mature market. One of the product, the Overmolded Keyfob is unique in the market, demand is stable.

26%

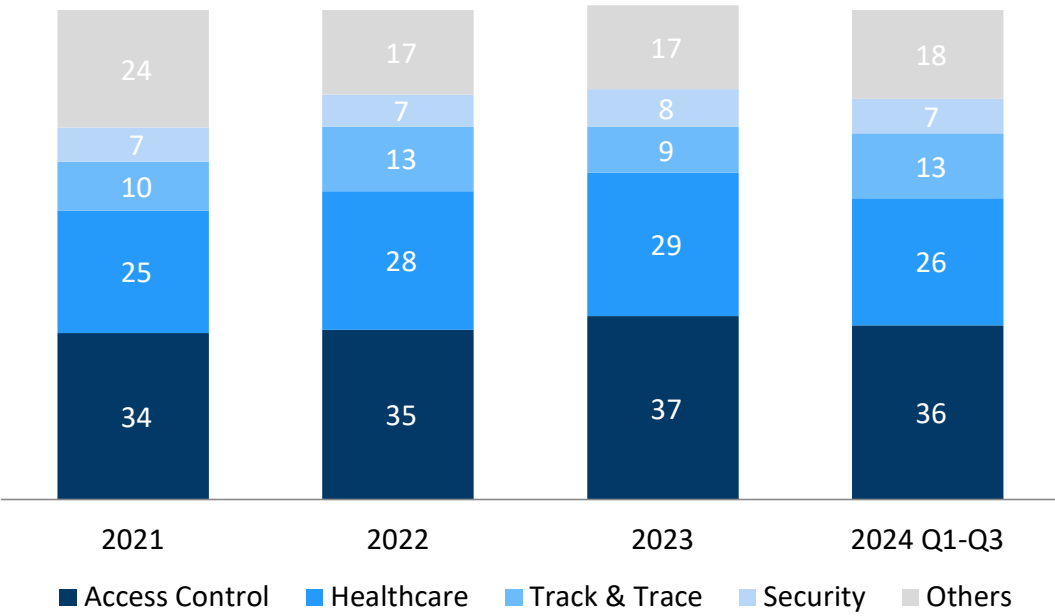
Healthcare

Main target market. Medical consumables project, current customers adjust inventory, expected to grow in the future.

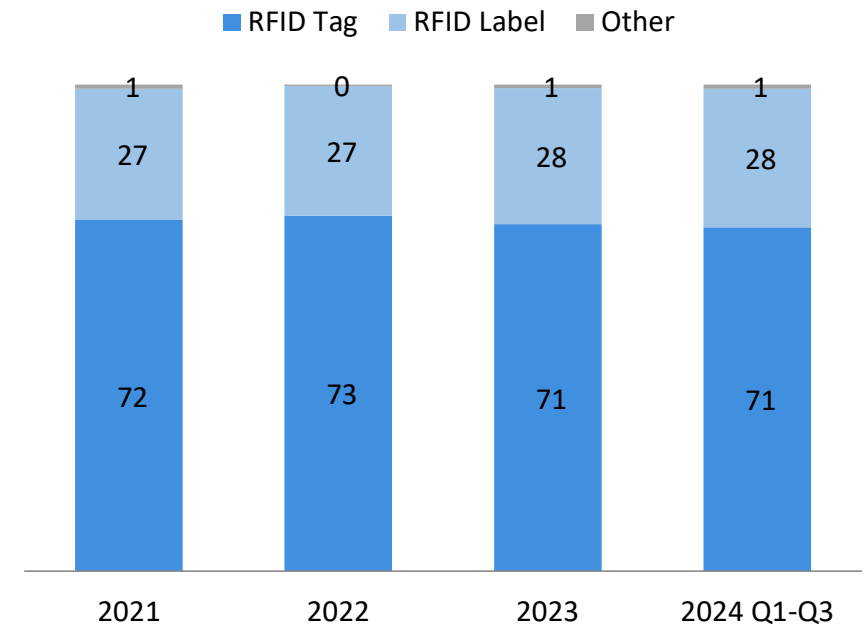
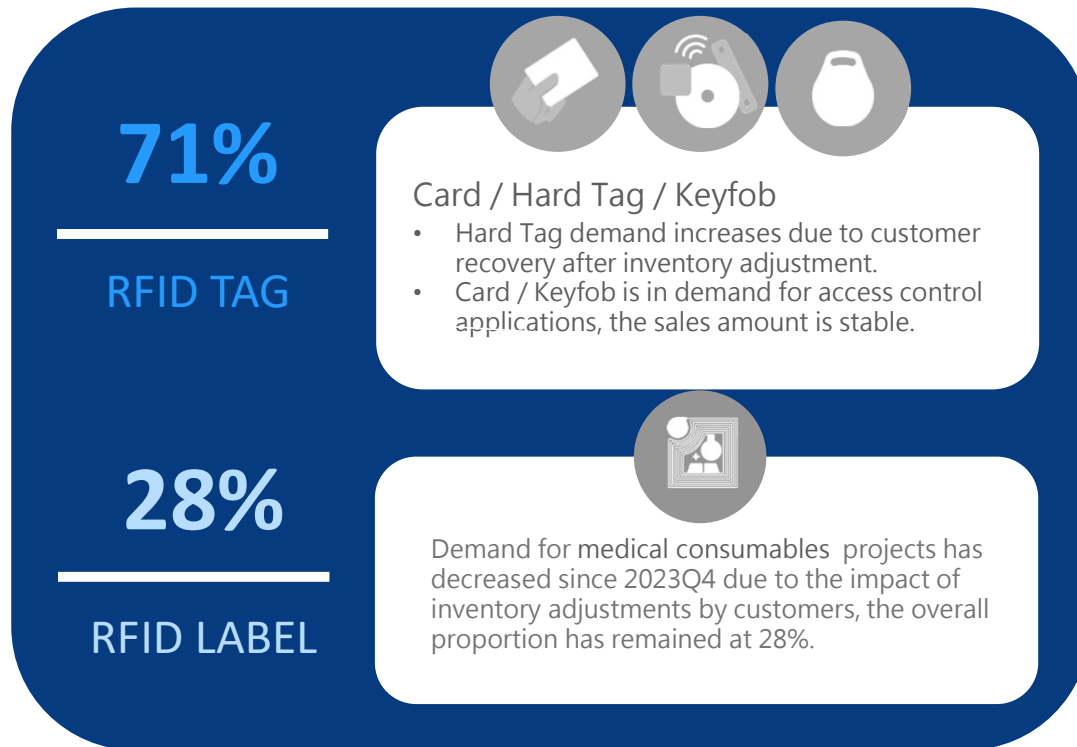
13%

Track & Trace

Industrial application demand is stable. Customer adjustment of inventory ends, demand increase compared with the previous year.



Revenue by Product



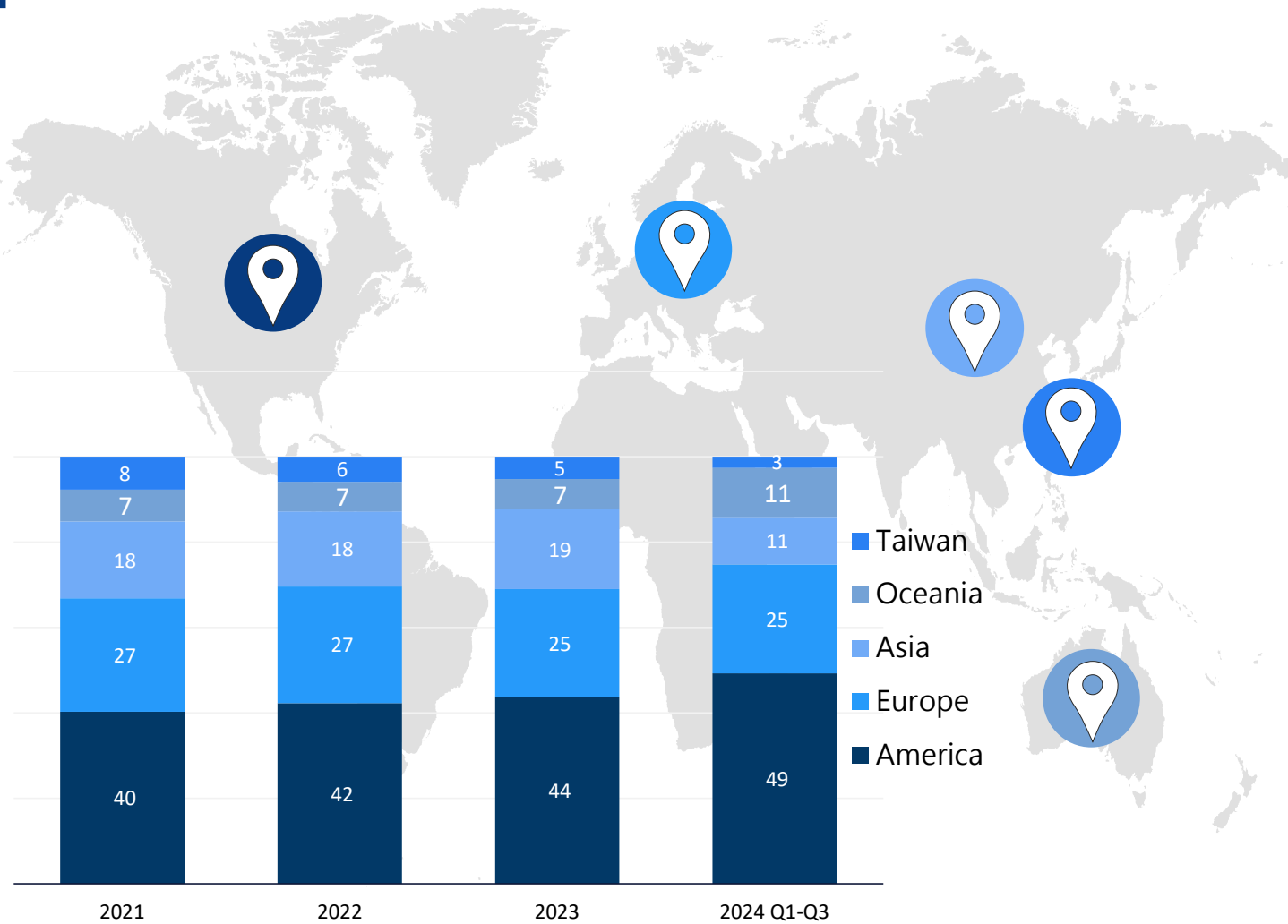
Revenue By Region

Export sales 97%

Mainly exported. Europe, America are the main sales areas. The decrease in the proportion of domestic sales was mainly caused by domestic customers switching to export sales.

America 49%

America for the highest proportion, and the proportion increased this year as mentioned in the previous paragraph. The largest Industrial/Access control/Healthcare application customers are all from the America.



Financial Index

Operating Turnover ratio (in day)

28 ⁺¹
DSO

DSO is similar to that at the end of 2023, indicating that the collection efficiency of accounts receivable this year is good.

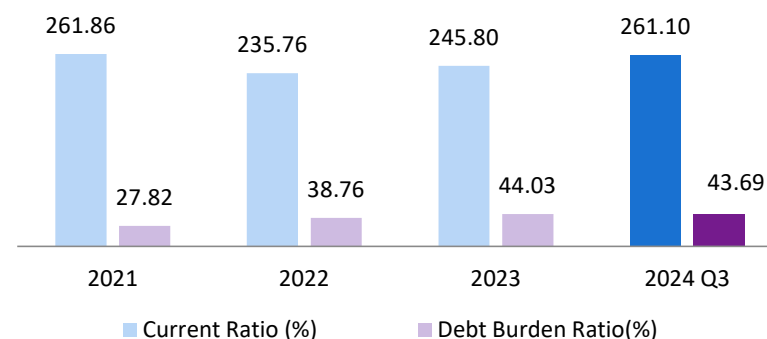
65 ⁻⁴
DPO

DPO is 4 days shorter than that at the end of 2023, which is due to the destocking and reduction of purchases in this period.

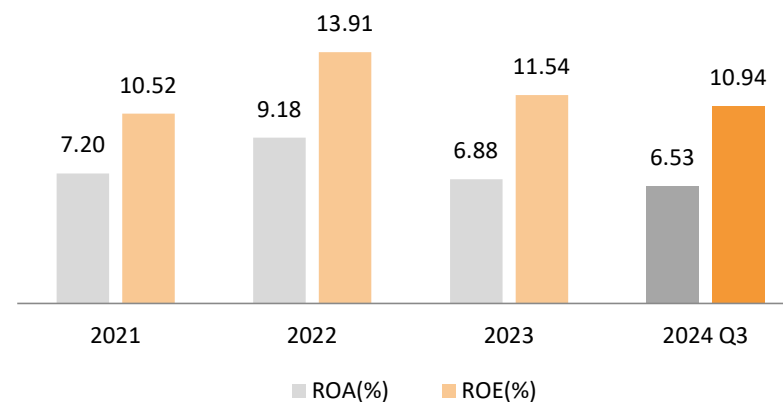
153 ⁻¹⁹
DSI

DSI decrease indicates a decrease in inventory preparation, which is due to project consumption and proper control of raw materials.

Current Ratio & Debt Burden Ratio (%)



ROA & ROE (%)





RFID Trends & Applications

Digital Product Passport (DPP)

RFID – the catalyst for realizing sustainability and circular economy



- The ESPR from EU is the first mandatory green regulation with global impact on supply chains. Starting in 2027, all products sold in Europe must comply with the Digital Product Passport (DPP) regulations. Product without a DPP will not be allowed to enter the EU market, making a significant step towards circularity and sustainability on a global scale.
- DPP is regulated to provide end customers with information on a product's lifecycle—from raw material extraction to manufacturing, use, and recycling. It includes details on material composition, carbon footprint, energy usage, repairability, environmental compliance, and recycling guidelines.
- Textile will be subject to the regulation starting in Q2 2027, with other regulated industries—including steel, plastics, furniture, construction-related products, chemicals, and electronics—following in succession.

*. The DPP for batteries will take effect in Q1 of 2027, with the relevant regulations nearing completion.

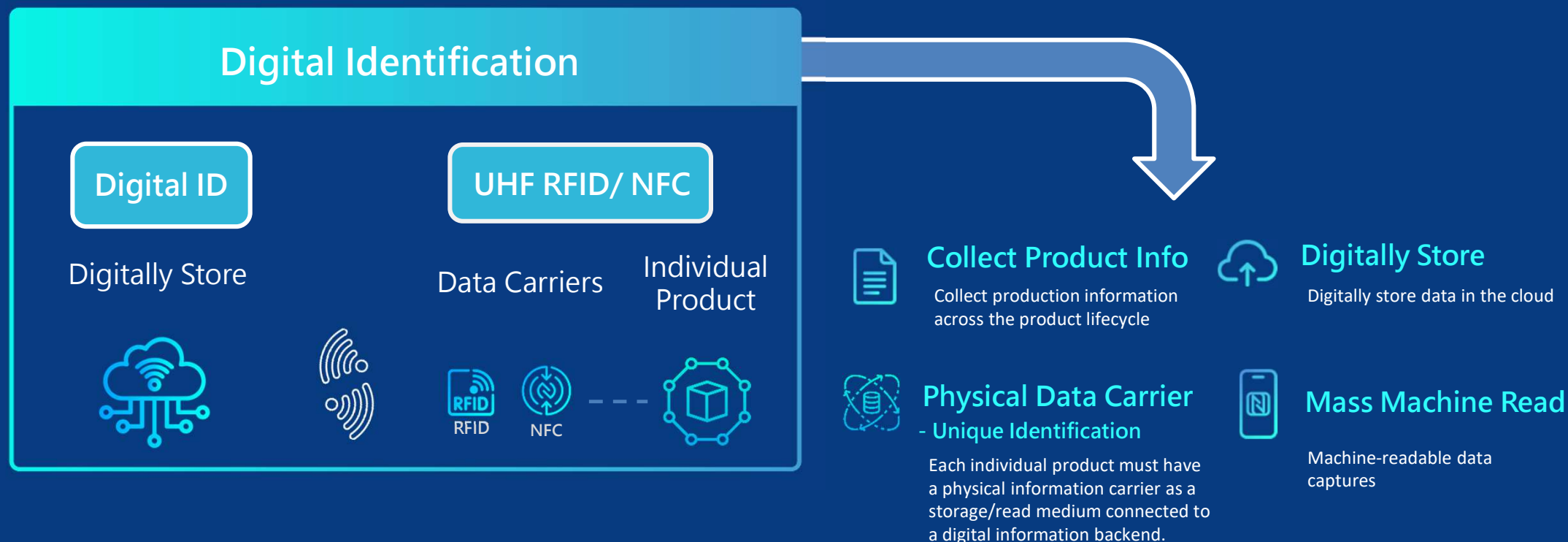
Digital Product Passport (DPP)

RFID – the catalyst for realizing sustainability and circular economy



- Features of DPP :
 - ① Traceability
 - ② Circularity
 - ③ Transparency
 - ④ Ethical Supply Chains

Digital Product Passport (DPP) – Digital Identification



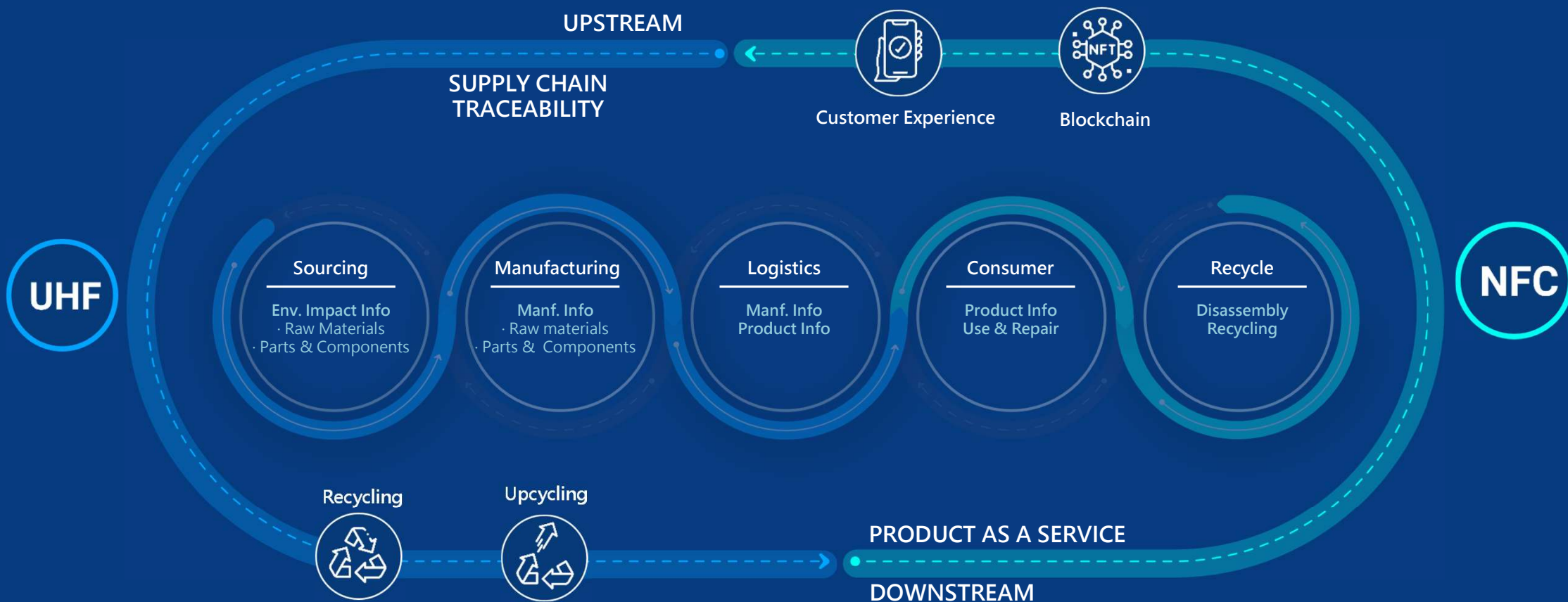
Digital Product Passport (DPP)

RFID – the catalyst for realizing sustainability and circular economy



Digital Product Passport (DPP)

RFID – the catalyst for realizing sustainability and circular economy

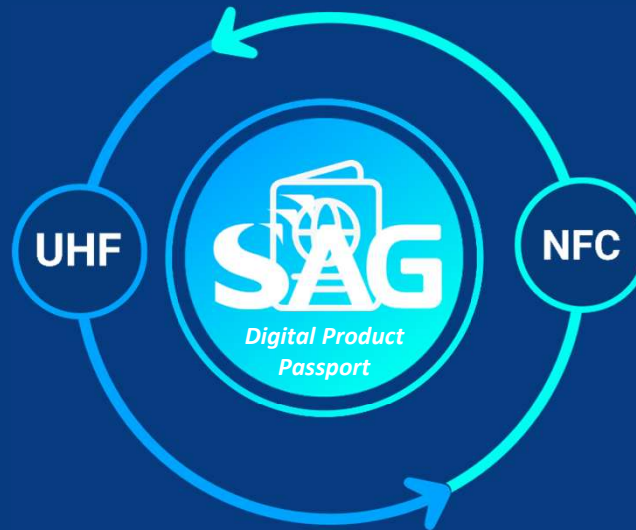
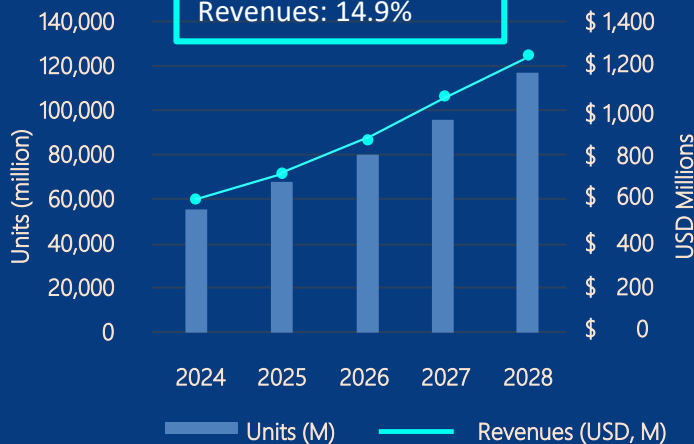


Global Market Trend of RFID



- In 2024, shipment forecast of UHF RFID are expected to achieve 55 billion units.
- They are expected to surpass 100 billion units by 2027–2028. *(VDC research, 2024)*

2023-2028 CAGRs
Units: 20.4%
Revenues: 14.9%



- Approximately 100 billion apparels are produced globally each year. By 2030, an estimated 6.25 billion Digital Product Passports for textiles are expected to be generated.



- Global counterfeit goods exceeds \$500 billion per year, luxury fashion accounts for 60%.
- RFID is identified as the leading technology in the next 5 years for achieving brand supply chain transparency. *(McKinsey & Company, 2021)*



- Counterfeit luxury goods account for over 25% of global trade, with an estimated value of approximately \$1.2 trillion each year. *(Harvard Business Review, 2019)*



- NFC is a key technology for brands in combating counterfeits and enhancing digital interactions. *(McKinsey & Company, 2021)*
- In 2022, 1 billion NFC-enabled smartphones were shipped. Your phone is an NFC reader. *(NFC forum, 2023)*

ECORE

Oceanix | Nex | Pro

Eco-Core for Digital Product Passport Connectivity
Integrated tagging solution throughout product lifecycle



Flexible
ISO 7854
≥1000 cycles



Industrial laundry-resistant
AATCC135
≥ 100 cycles
Industrial laundry
≥ 200 cycles



High Temp Resistance
FTTS-YA-186
210 °C



Chemical Resistance
FTTS-YA-186
pH4.0
pH12.0

ECORE Oceanix

Made of Ocean Recycled Material - SEAWOOL

ECORE Nex

Made of Ocean Waste Material – Recycled Post-Consumer Fishing Net
Global Recycled Standard Certified - Ensured with TC Certificate for Supply Chain Traceability

From Ocean to Closet: Transforming Waste into Value



REDUCE



REUSE



RECYCLE



REMAKE

KEY ATTRIBUTES FOR DPP

Make textiles more **durable, repairable, reusable and recyclable**, to tackle fast fashion, textile waste and the destruction of unsold textiles, and to ensure their production takes place in full respect of social rights



Durability



Repairability



Reusability



Recyclability



Reliability



Retrofittability



Temp Tracker

NFC Label-type Cold Chain Solution

SAG Temp Tracker, an NFC-enabled label with app support, measures temperature for the transport of temperature-sensitive substances such as vaccines, or chemical glue.

IoT Trend Technology Integration Customized Development Project

Integrate RTLS Real-Time Location Applications
BLE Technology, Real-time cold chain monitoring

- Instant collection transmission of environmental monitoring data
- Accurately located continuous information
- Provide end-to-end visual supply chain management



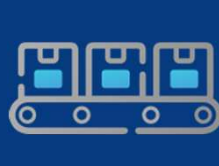
App Ready



Roll-to-roll



Printable



Scalable



Locate



Temp Tracker APP

Tap to Read

Data Export



Temp Tracker



Temperature



NFC Temp Tracker



- NFC Chip
- Arm-based MCU
- Thin-Film battery
- ISO/IEC 15693



UHF Temp Tracker



- UHF Chip
- Arm-based MCU
- Thin-Film battery
- UHF EPC Gen2



Sustainable Development



Sustainable Development



Environment

- Adoption of Climate-related Financial Disclosures (TCFD)
- Advancement of ISO 50001 Energy Management System and EnMS in 2024
- Advancement of ISO 14067 Product Carbon Footprint and ISO 14064-1 Greenhouse Gas Standards in 2024



Social Responsibility

- A total of 604 individuals participated in social care activities
- 0 cases of disability injuries / 100% implementation of environmental safety protection measures
- Obtained a bronze medal in the 「Talent Quality–Management System (TTQS)」 Assessment



Governance

- Top 6–20% at the Corporate Governance Evaluation
- The 2023 ESG Sustainability Report Issued in August 2024
- Passed the Class A certification for the "Taiwan Intellectual Property Management Standards (TIPS)"



Connect Forward

Thank you

25
Anniversary