

# 茂達電子股份有限公司

## 2024年第三季法人說明會

2024.11.20

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# 免責聲明

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# 目錄

公司概況

產品 & 策略

營運成果

Q & A

**公司概況**

產品 & 策略

營運成果

Q & A

# 公司簡介

 創立：10/1997

 資本額：NT\$7.5億

 員工人數：400人(Worldwide)

 台灣上櫃公司 股票代碼：6138

 類比與混合訊號IC設計公司

 總部：台灣新竹科學園區

 辦事處：  
台灣－新北市、高雄市  
中國－深圳、蘇州  
美國－洛杉磯  
韓國－盆唐區



# 全球駐點



## NA

Los Angeles, USA

## ASIA

### Hsinchu, Taiwan

Taipei, Taiwan

Kaohsiung, Taiwan

Shenzhen, China

Suzhou, China

Bundang, Korea

Tokyo, Japan

## EU / ASIA

Petah Tikva, Israel

**01** 3 companies within ANPEC group

**02** 7 sales offices/disti/ reps in 5 countries

**03** 400 employees worldwide

**04** 60 % employees in R&D

## ANPEC Electronics Corporation



ANPEC Owned (Taiwan)

Stock symbol: 6435

### Discrete Device

MOSFET  
IGBT



(Taiwan)

Stock symbol: 6138

### IC Solution

Power Management  
Motor Driver  
LED Driver  
Audio  
Sensor



ANPEC Owned (China)

### IC Solution

China Service

# 願景與理念

## Vision

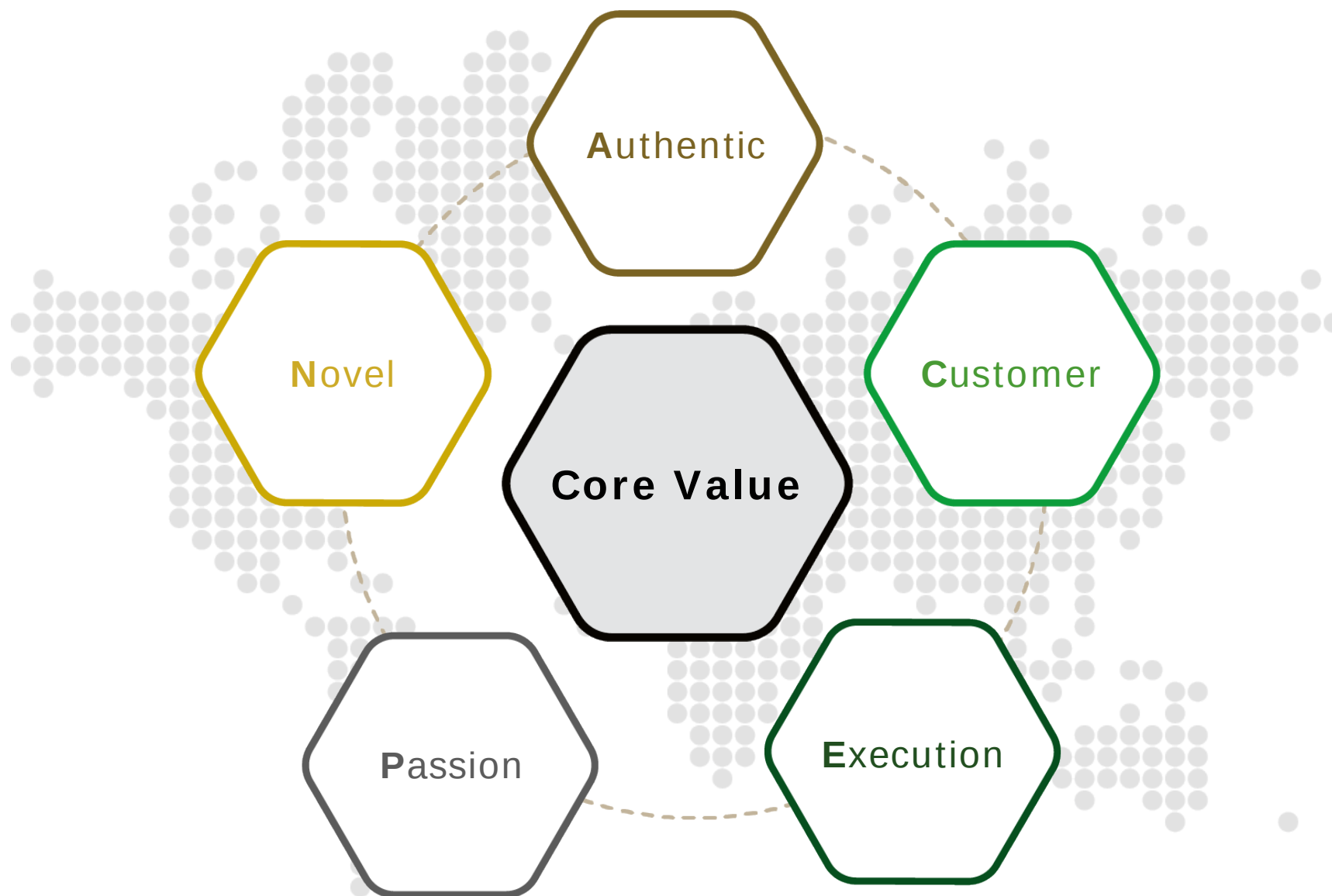
- To be the **leader** in analog & mix-signal IC industry, and the major provider in the global market
- Enhance the analog & mix-signal IC design capability of Taiwan IC Industry
- Establish a better working environment for employees

## Mission

- Provide **diversified product mix** & **total solutions** to fulfill customer demands
- Establish win-win model with customers, shareholders, employees and suppliers through **continual improvement** & **value-added** growth



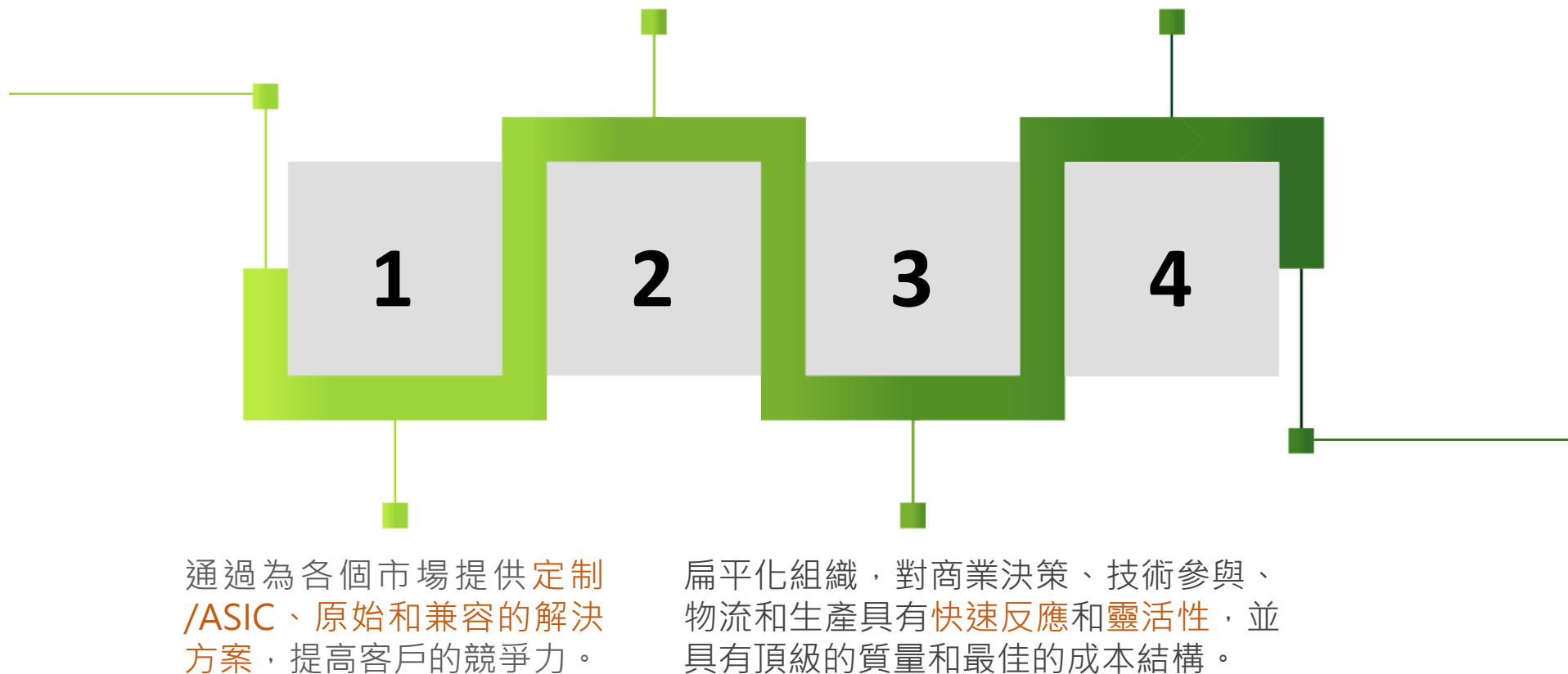
# 核心價值



# 核心競爭優勢

提供電源管理、馬達驅動器、音頻編解碼器和放大器、LED驅動器、傳感器和離散功率器件。提供全面解決方案和一站式購物。

擁有先進的IP數據庫和強大的研發能力，並具有快速的產品開發時效，以協助客戶產品即時上市。



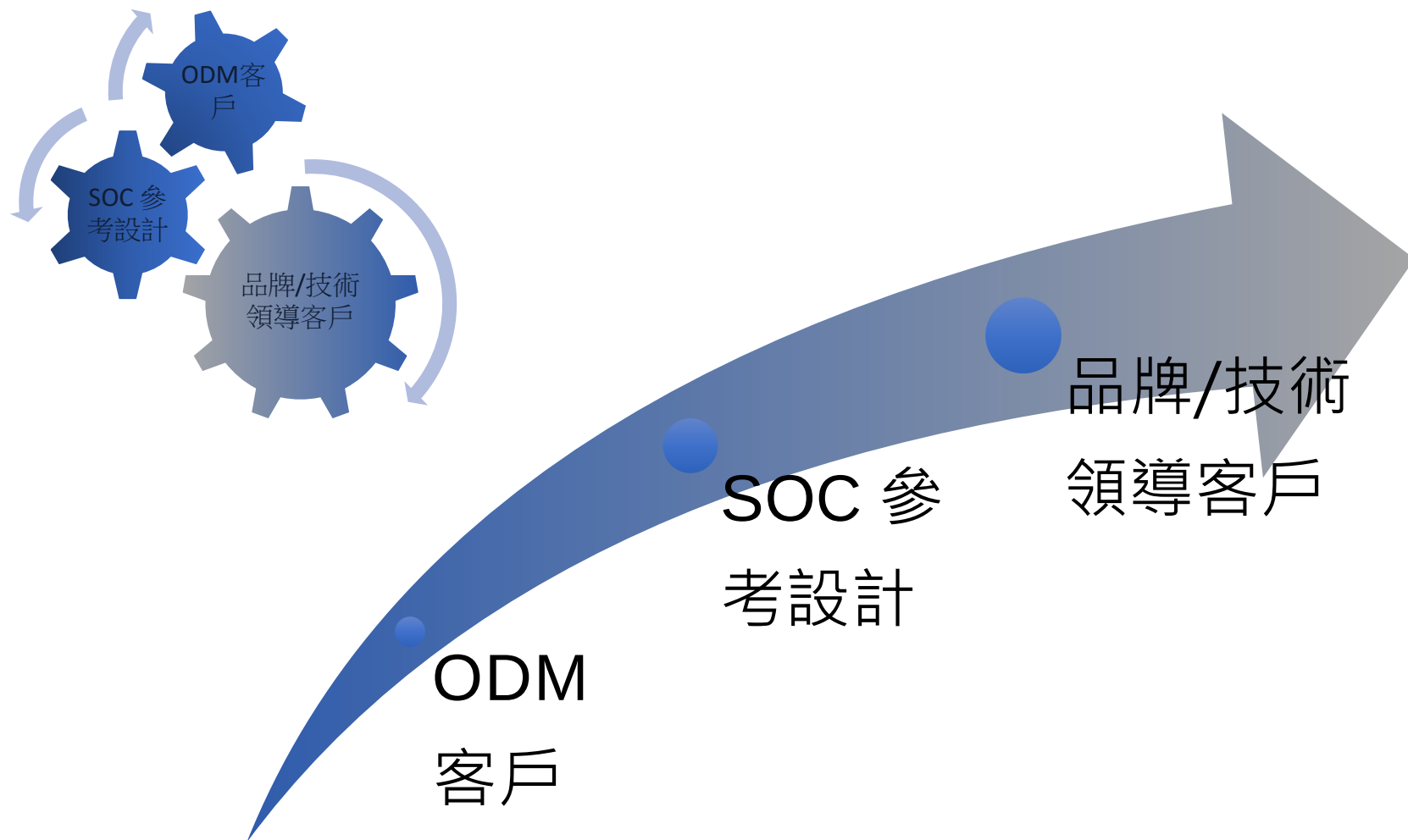
公司概況

**產品 & 策略**

營運成果

Q & A

# 客戶策略



# 主要產品

## 馬達驅動晶片

- Fan Motor Driver
- BLDC Motor Driver
- Intelligent Motor Driver (uP embedded)
- Hall-effect Sensor

## 電源管理晶片

- Highly Integrated PMIC
- Low-Noise/ EMI PMIC
- Battery Charger
- Wireless Charger
- UHD Converter
- Dr.MOS
- Multi-phase Core Power

## 離散功率元件

*\*Subsidiary - Sinopower Semi.*

- MOSFET
- UHV MOSFET
- Low-QR MOSFET
- Split-gate MOSFET
- IGBT

## 光學晶片

- Ambient-light Sensor
- Proximity Sensor
- Spectrum Sensor
- Optical Isolator

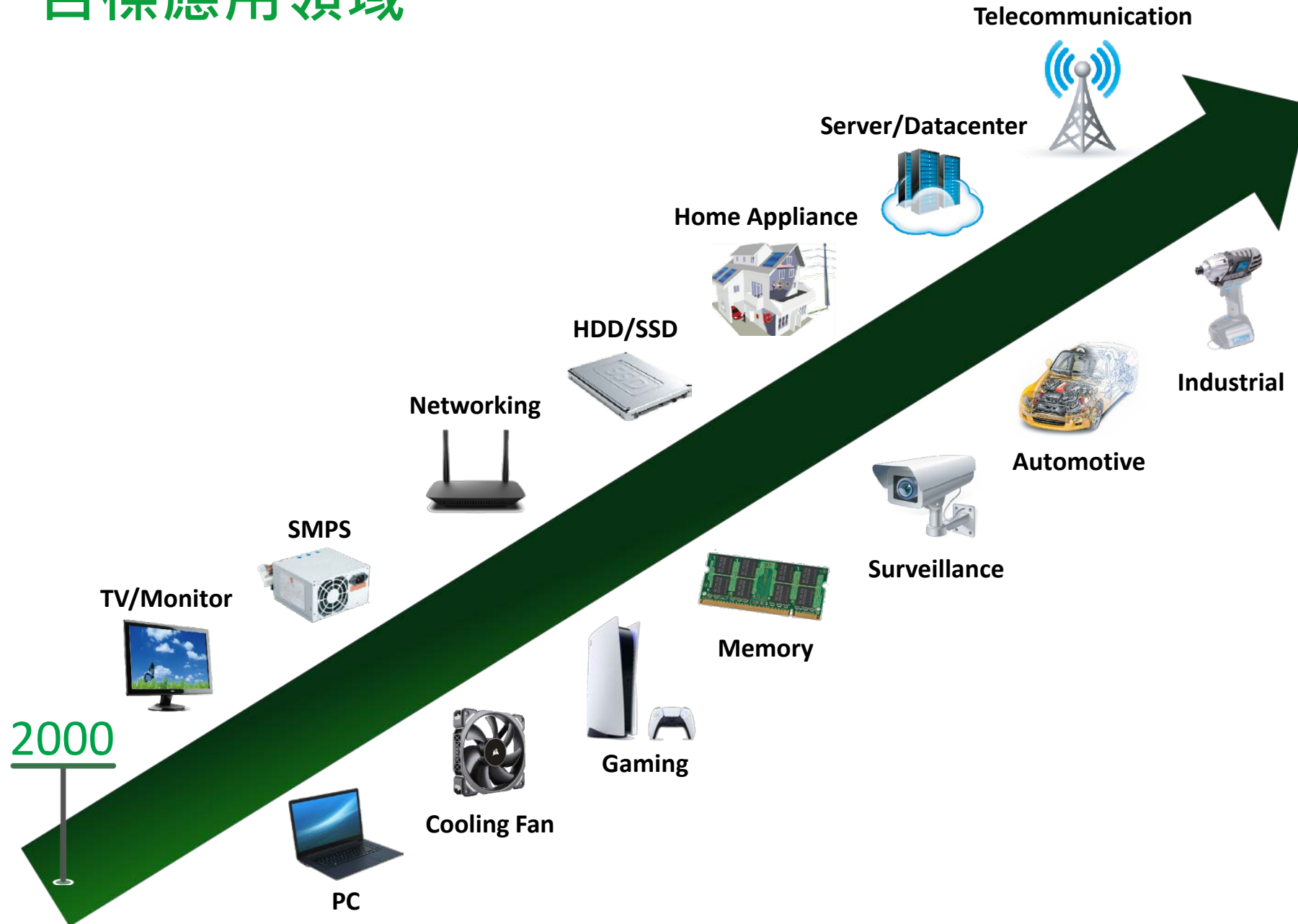
## LED驅動晶片

- Local-dimming MiniLED Driver
- Intelligent Local-dimming Driver (uP embedded)
- LCD backlight LED Driver
- VCSEL/ IR LED Driver

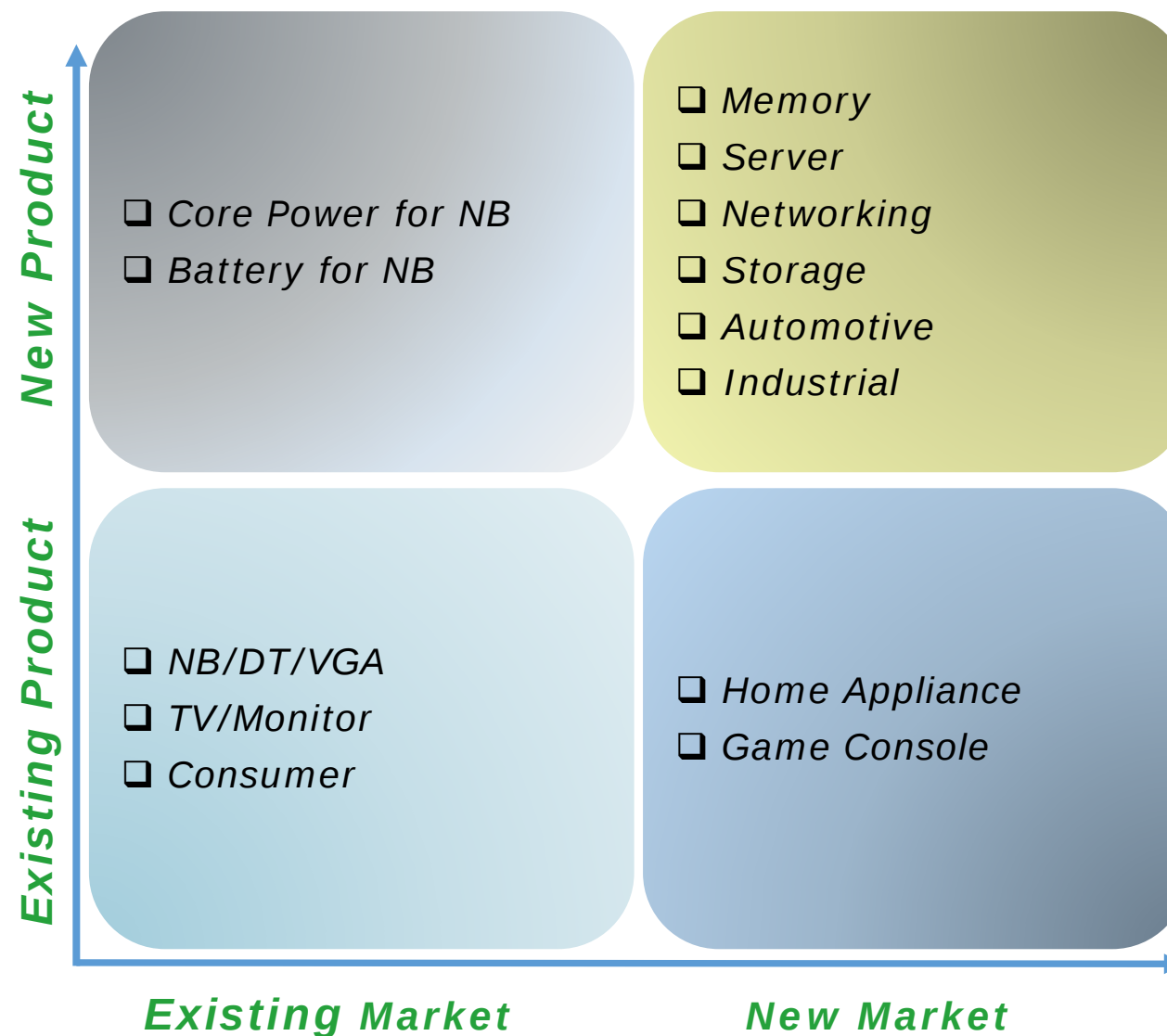
## 音訊晶片

- High-power Digital Amp
- Codec
- Audio Sub-system
- Low-noise Headphone Amp

# 目標應用領域



# 成長動能



公司概況  
產品 & 策略  
**營運成果**  
Q & A

# 合併資產負債表及重要財務指標

單位:新台幣仟元 Unit:NT\$ thousand

| 資產負債表項目 Selected Items from BS              | 2024/09/30 |           | 2023/12/31 |    | 2023/09/30 |      |    |           |      |
|---------------------------------------------|------------|-----------|------------|----|------------|------|----|-----------|------|
|                                             | 金額         | Amount    | %          | 金額 | Amount     | %    | 金額 | Amount    | %    |
| 現金及有價金融商品投資<br>Cash & Marketable Securities |            | 1,900,559 | 33%        |    | 2,117,216  | 35%  |    | 1,856,155 | 32%  |
| 應收款項 Accounts Receivable                    |            | 1,179,382 | 20%        |    | 1,015,142  | 17%  |    | 1,177,039 | 20%  |
| 存貨 Inventories                              |            | 1,074,684 | 19%        |    | 1,126,705  | 19%  |    | 1,242,738 | 21%  |
| 不動產、廠房及設備 Net PP&E                          |            | 733,260   | 13%        |    | 745,315    | 12%  |    | 740,645   | 13%  |
| 資產總計 Total Assets                           |            | 5,808,569 | 100%       |    | 5,997,565  | 100% |    | 5,880,250 | 100% |
| 應付款項 Accounts Payable                       |            | 500,695   | 9%         |    | 520,382    | 9%   |    | 573,176   | 10%  |
| 負債總計 Total Liabilities                      |            | 1,523,224 | 26%        |    | 1,941,505  | 32%  |    | 2,010,618 | 34%  |
| 權益總計 Total Shareholders' Equity             |            | 4,285,345 | 74%        |    | 4,056,060  | 68%  |    | 3,869,632 | 66%  |

## 重要財務指標 Key Indices

|                                |     |     |     |
|--------------------------------|-----|-----|-----|
| 平均收現日數 A/R Turnover Days       | 66  | 59  | 67  |
| 平均銷貨日數 Inventory Turnover Days | 114 | 149 | 159 |

# 合併綜合損益表 - YoY

單位:新台幣仟元 Unit:NT\$ thousand

|                                               | 2024. Q1~Q3 |      | 2023. Q1~Q3 |      | Y o Y |
|-----------------------------------------------|-------------|------|-------------|------|-------|
|                                               | Amount      | %    | Amount      | %    |       |
| 銷貨收入 Net Sales                                | 4,581,180   | 100% | 3,904,703   | 100% | 17%   |
| 毛利 Gross Margin                               | 1,631,652   | 36%  | 1,227,183   | 31%  | 33%   |
| 營業費用 Operating Exp.                           | 943,154     | 21%  | 791,216     | 20%  | 19%   |
| 營業利益 Operating Income                         | 688,498     | 15%  | 435,967     | 11%  | 58%   |
| 稅前淨利 Income Before Income Tax                 | 783,449     | 17%  | 510,265     | 13%  | 54%   |
| 稅後淨利 Net Income                               | 639,855     | 14%  | 419,114     | 11%  | 53%   |
| 淨利(損)歸屬於 NET INCOME (LOSS) ATTRIBUTABLE TO:   |             |      |             |      |       |
| --本公司業主淨利 -Shareholders of the Parent Company | 546,411     | 85%  | 355,912     | 85%  | 54%   |
| --非控制權益淨利 -Noncontrolling interests           | 93,444      | 15%  | 63,202      | 15%  |       |
| 每股盈餘 EPS                                      | 7.51        |      | 4.88        |      |       |

# 合併綜合損益表 - QoQ

單位:新台幣仟元 Unit:NT\$ thousand

|                                               | 2024 Q3   |      | 2024 Q2   |      | Q o Q | 2023 Q3   |      | Y o Y |
|-----------------------------------------------|-----------|------|-----------|------|-------|-----------|------|-------|
|                                               | Amount    | %    | Amount    | %    | %     | Amount    | %    | %     |
| 銷貨收入 Net Sales                                | 1,607,188 | 100% | 1,460,150 | 100% | 10%   | 1,478,510 | 100% | 9%    |
| 毛利 Gross Margin                               | 578,423   | 36%  | 534,199   | 37%  | 8%    | 478,668   | 32%  | 21%   |
| 營業費用 Operating Exp.                           | 317,254   | 20%  | 308,246   | 21%  | 3%    | 293,247   | 20%  | 8%    |
| 營業利益 Operating Income                         | 261,169   | 16%  | 225,953   | 16%  | 16%   | 185,421   | 13%  | 41%   |
| 稅前淨利 Income Before Income Tax                 | 269,135   | 17%  | 260,622   | 18%  | 3%    | 228,319   | 15%  | 18%   |
| 稅後淨利 Net Income                               | 225,781   | 14%  | 210,819   | 14%  | 7%    | 190,310   | 13%  | 19%   |
| 淨利(損)歸屬於 NET INCOME (LOSS) ATTRIBUTABLE TO:   |           |      |           |      |       |           |      |       |
| --本公司業主淨利 -Shareholders of the Parent Company | 196,418   | 87%  | 179,815   | 85%  | 9%    | 160,640   | 84%  | 22%   |
| --非控制權益淨利 -Noncontrolling interests           | 29,363    | 13%  | 31,004    | 15%  |       | 29,670    | 16%  |       |
| 每股盈餘 EPS                                      | 2.70      |      | 2.47      |      |       | 2.20      |      |       |

公司概況

產品 & 策略

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**Q & A**



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