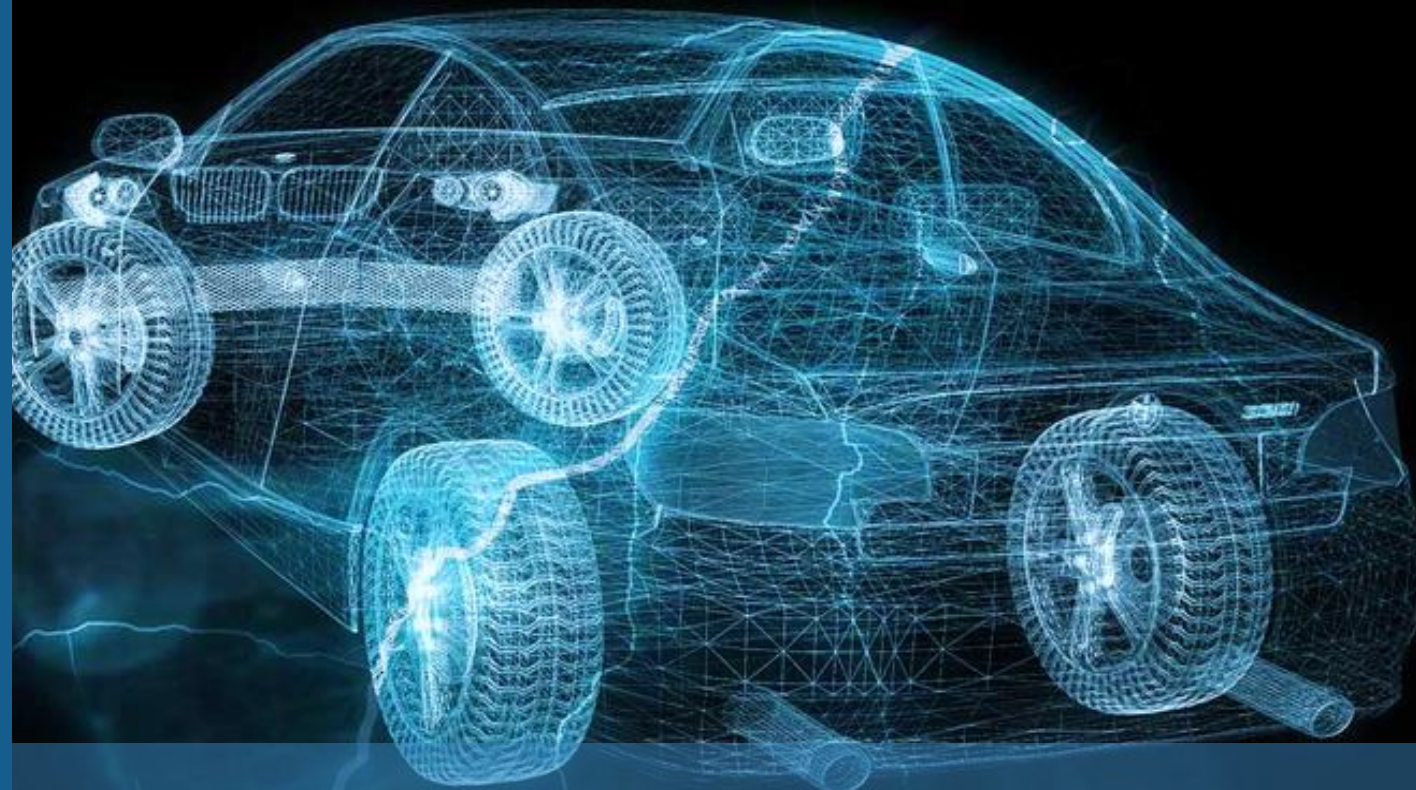


巧新科技工業 股份有限公司 (1563 TT)

Investor Presentation



鍛造移動產業的綠色未來

Forging the
GREEN FUTURE of Mobility



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巧新是最佳的投資選擇

我們的目標是從綠色投資中獲得持續性的回報



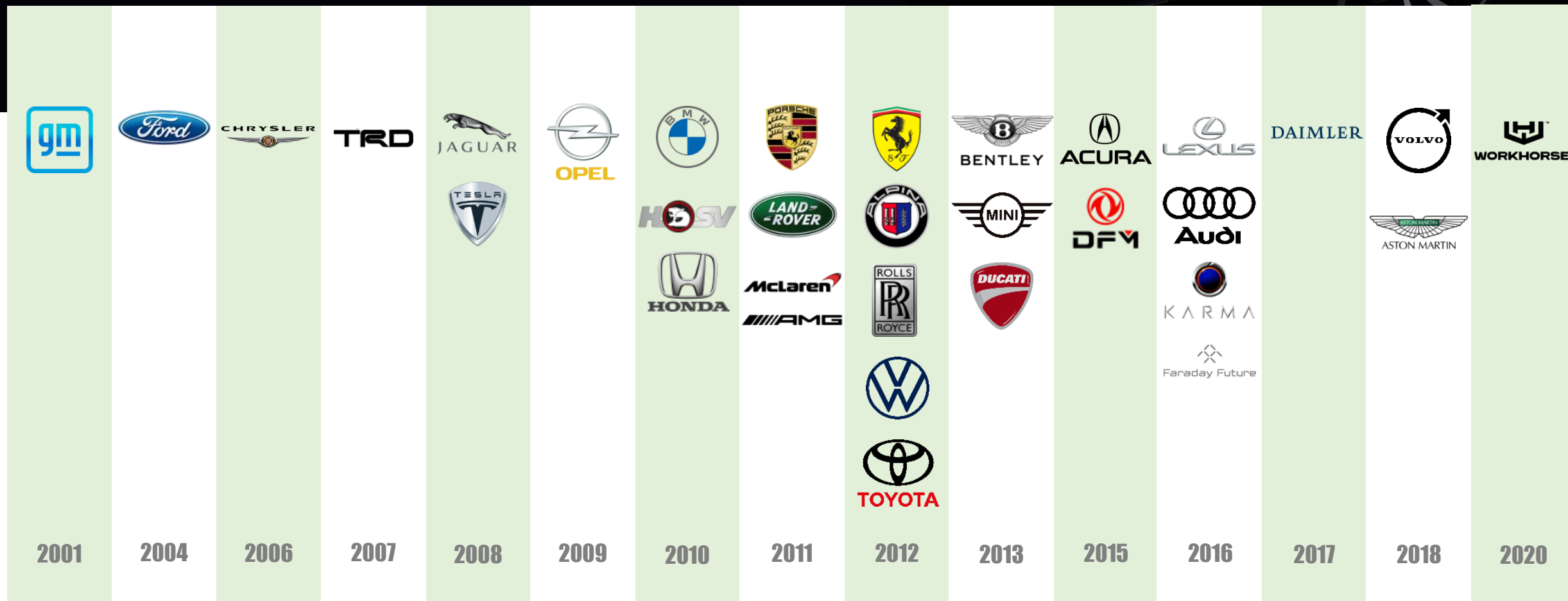
- 巧新是全球排名前 2 的鍛造鋁圈供應商，專精於為移動產業製造輕量化鋁合金產品。在超豪華車鍛造鋁圈市場中，SAI 是全球排名第一的供應商，與Ferrari, McLaren 與Rolls Royce...等世界知名汽車品牌車廠為長期合作夥伴關係。
- 為了提前實現客戶的碳中和目標，巧新已投資逾 2 億美元於打造綠色工廠，以回收鋁佔總產量 50% 的綠色里程碑為主要目標。我們將產品組合從全機加工擴展到淨成型鍛造車輪與其他鍛造鋁製產品，以擴大我們的潛在市場，並獲得包括Porsche、Mercedes、BMW、JLR等高端品牌的肯定。
- 產業趨勢發展對巧新有益，包括 1) 超級、豪華和高級汽車品牌的快速增長；2) 汽車的鋁含量正在增加，特別是在高端及以上細分市場；3) 電動車的興起需要更多的鋁製部件，以提高能效、安全性和操控性。
- 在未來十年，我們的目標是實現中期銷售額複合年增長率(CAGR)、20% 的淨資產收益率(ROE)和 50% 的配息率(payout ratio)，我們的綠色投資為長期股東帶來可持續性的回報，並計劃在 1H24 期間申請 IPO。

全球頂級品牌車廠的一階供應商

巧新是全球排名前 2 的鍛造鋁圈供應商；在超豪華車鍛造鋁圈市場中，SAI 是全球排名第一的供應商，

前五大客戶: Mercedes-Benz、Porsche、BMW、JLR and Lexus(Toyota)

SAI



*SAI's capacity market share is 14.3% (100/700) vs. Otto Fuchs's 35.7% (250/700) and others 50%.

來自客戶的肯定

OVERVIEW SUPPLIER EVALUATION

Supplier: SuperAlloy Industrial Co. Ltd. (62170)
Supplying plant(s): Lossburg/Betzweiler, Germany (621701),



1. SECURITY OF SUPPLY 100,0%



DELIVERY RELIABILITY

100,0%² | 0 x¹



SPECIAL TRANSPORTS

100,0%² | 0 x³



WRONG PARTS DELIVERIES

100,0%² | 0 x³



MISSING PARTS

100,0%² | 0 x³



SUPPLY CRITICAL TIME

100,0%² | 0,0⁴

2. DELIVERY DATA QUALITY 100,0%



ASN ERRORS

100,0%² | 0 x³



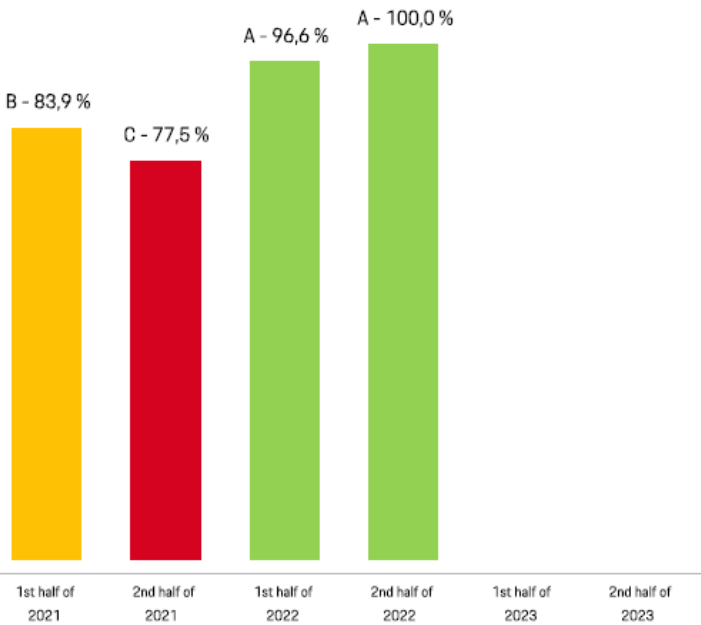
INCORRECT DELIVERY DOCUMENTS

100,0%² | 0 x³

3. FLEXIBILITY & RESPONSE 100,0%

4. COMMUNICATION BEHAVIOR & RELIABILITY 100,0%

DEVELOPMENT



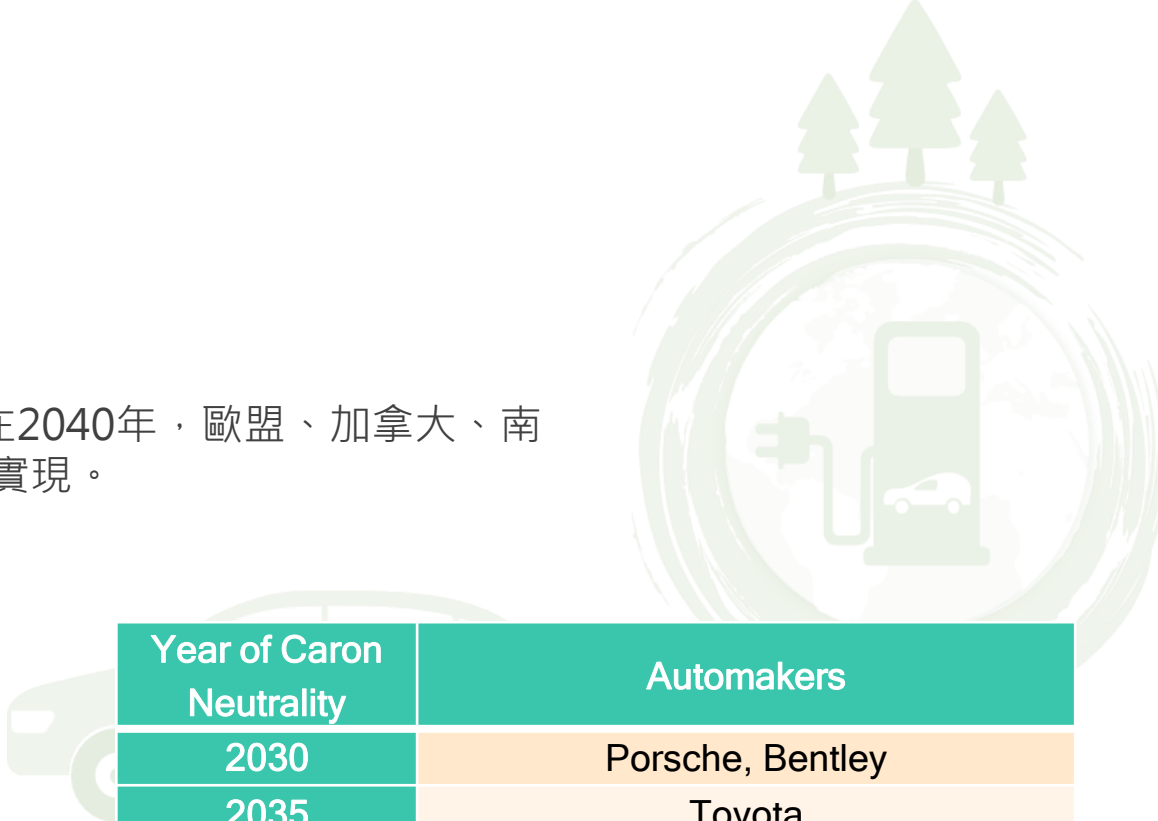
碳中和宣言與再生鋁

各國的碳中和承諾

全球各國紛紛發表碳中和承諾。芬蘭設在2035年，奧地利及冰島設在2040年，歐盟、加拿大、南非、日本、英國、法國、丹麥等國承諾2050年，中國宣布2060年前實現。

車廠將導入更多再生鋁件減少碳排放量

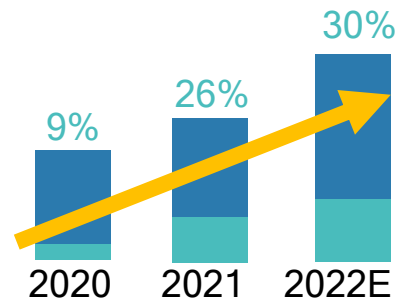
BMW要求供應商2025年使用超過50%的再生鋁；JLR提高使用再生鋁的比重，數年內可減少生產流程碳排放量26%。Audi、Toyota、VW都展開了再生鋁使用計畫。與原生鋁相比，使用再生鋁最多可以減少95%的排放。



Year of Caron Neutrality	Automakers
2030	Porsche, Bentley
2035	Toyota
2039	Daimler, JLR
2040	GM, Volvo
2045	Hyundai
2050	VW, Audi, Ford, RR, Nissan

MOVING INTO GREEN

- Green Milestone



- 我們正計畫將我們的再生鋁年產能自40K擴大，維持我們產量的 30%。



巧新正在被認證為 Performance Standard ASI 供應商，並將於 2024 年獲得認證。

95%

通過使用再生鋁減少 95% 的碳排放

加速我們的可持續發展

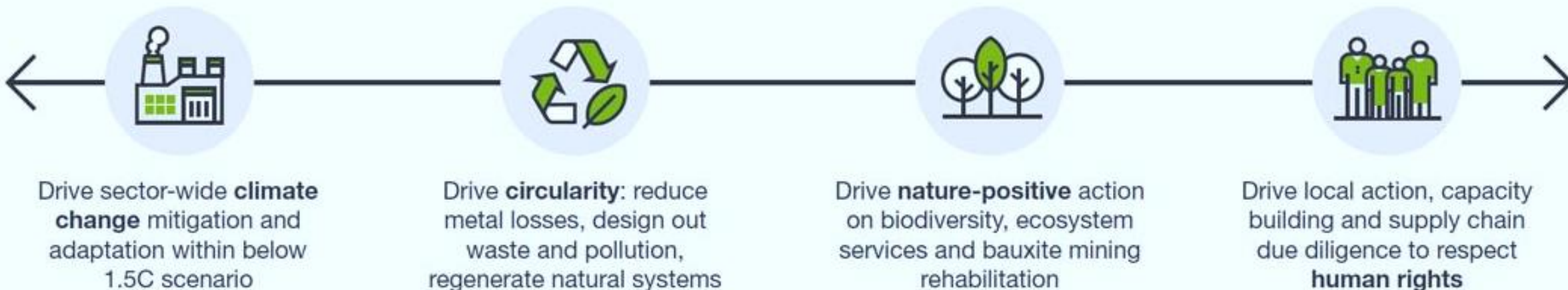
我們加入 ASI 共同促進負責任的鋁生產。

ASI'S VISION AND MISSION

Our vision is to maximise the contribution of aluminium to a sustainable society.

Our mission is to recognise and collaboratively foster responsible production, sourcing and stewardship of aluminium.

2030 SUSTAINABILITY PRIORITIES



回收鋁打造我們的世界級生產

- 供應來源的多元化和汽車製造商的碳中和目標都需要 SAI 的回收鋁工藝



鍛造

7,000 & 8,000 Ton Forging
Flow Forming



機械加工

Turning & Milling
Diamond-Cutting
Dot Marking
Laser Etching



拋光

Manual & Auto
Grinding
Vibration & Mechanical
Polishing



塗裝

Manual & Auto
Painting
Powder & Liquid
Painting



70% 下腳料



SAI 回收鋁

使用100%綠能

全球知名車廠認證

STELLANTIS

PSA GROUPE FCA FIAT CHRYSLER AUTOMOBILES

持續認證中...

淨成形 vs. 全機加 輪圈

- ◆ 我們的淨成形利用精密鍛造來縮短鍛造後的工序
簡化生產流程，降低生產成本
- ◆ 淨成形最適合高端品牌的大批量訂單
更高的訂單量會增加工廠的產能利用率，從而提高資產周轉率



	全機加鍛造 Fully-Machined Forging	淨成形與(近)淨成形 Net & Near Net Shape Forging
適合類別 Rim type	超級與豪華車 Super and luxury car	高端車 Premium
鍛造過程 Forging process	更短、更便宜、精準度一般的模具 Shorter, cheaper and less exact mold	模具成本較高、更精準的模具 More exact mold with higher tooling costs
CNC加工時間 CNC machining time	最長且需要最多的 CNC 機器廠房面積 Longest and requires the most plant floor area for CNC machines	降低機械加工需求 Reduced need for machining
材料費用 Material costs	高 High	少 Less
優點 Advantages	多樣化設計的選項 最精美的外觀 適合小批量訂單 Enhanced design options Best Appearance and precision Small volume orders	降低生產成本質量穩定 自動化程度高 適合大批量訂單 Lower production costs Stable quality with high automation Large volume orders

屏東綠色工廠 產能規劃

屏東廠產能規劃	2022E 產能	2025E 產能	2027E 產能
鍛造 Forging	300,000	600,000	900,000
機械加工 Machining	300,000	600,000	900,000
拋光 Polishing	300,000	600,000	900,000
塗裝 Painting	600,000	600,000	600,000
回收鋁Recycle Aluminum	40,000 ton	規劃中	

(Based on no. of net shaped forged wheels)



邁向成功



中期 Revenue CAGR



規劃 IPO in 1H24

可持續性的回報

- 目標為產生可持續的 ROE 20%
- 50% 的配息率

規模經濟

- 5年營收目標台幣150億
- 10年營收目標台幣300億

擴大
潛在市場

- 全機加工、淨成形輪圈及其他產品以增加市場份額。

綠色工廠

- 減少材料成本和現金轉換週期。
- 提高效率 and 盈利能力。