DIVA displays better.

鈺緯科技開發股份有限公司

股票代號: 4153

1. 公司介紹
2. 財務數字
3. 營收分析
4. 營運策略及未來展望
5. Q&A

1 公司介紹

DIVA displays better.

公司介紹

鈺緯科技專注于提供高品質精密顯示器有超過二十年的時間，滿足全球OEM及ODM客戶嚴格的產品需求．

創立於1995年

廠房面積：7,511.5 平方米

生產年產量: 70K*

2018年資本額: 743,666(仟元)

2017年營收: 730,363(仟元)

員工人數: 156人

於2013年3正式掛牌上櫃，國內唯一一家以生技業掛牌的醫療顯示器公司

2007年衛生署醫療器材GMP 認證，2016年FDA認證工廠通過

研發及生產團隊

30%+

研發及產品管理成員

- 占全體員工三成
- 技術導向
- 擁有20幾項專利技術

70K+

客製化生產能力

- 8″ 至 65″
- 醫療/工控

0.35%

品質團隊

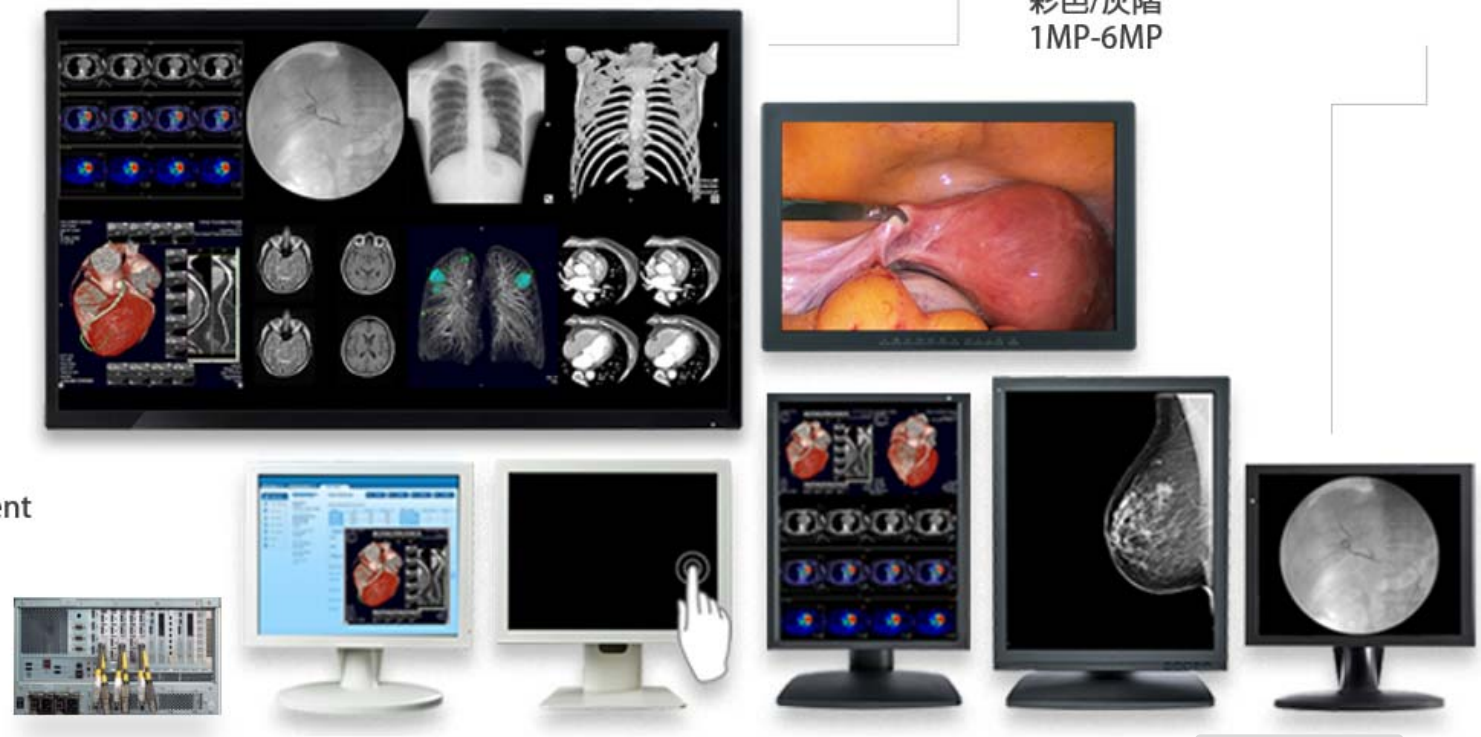
- 低維修率(Field Return Rate) 平均 0.35%，約為4個標準差

DIVA displays better.

公司介紹

手術/內視鏡手術用顯示器
Full HD/ 4k2k Resolutions
19″ -65″

診斷用顯示器
彩色/灰階
1MP-6MP

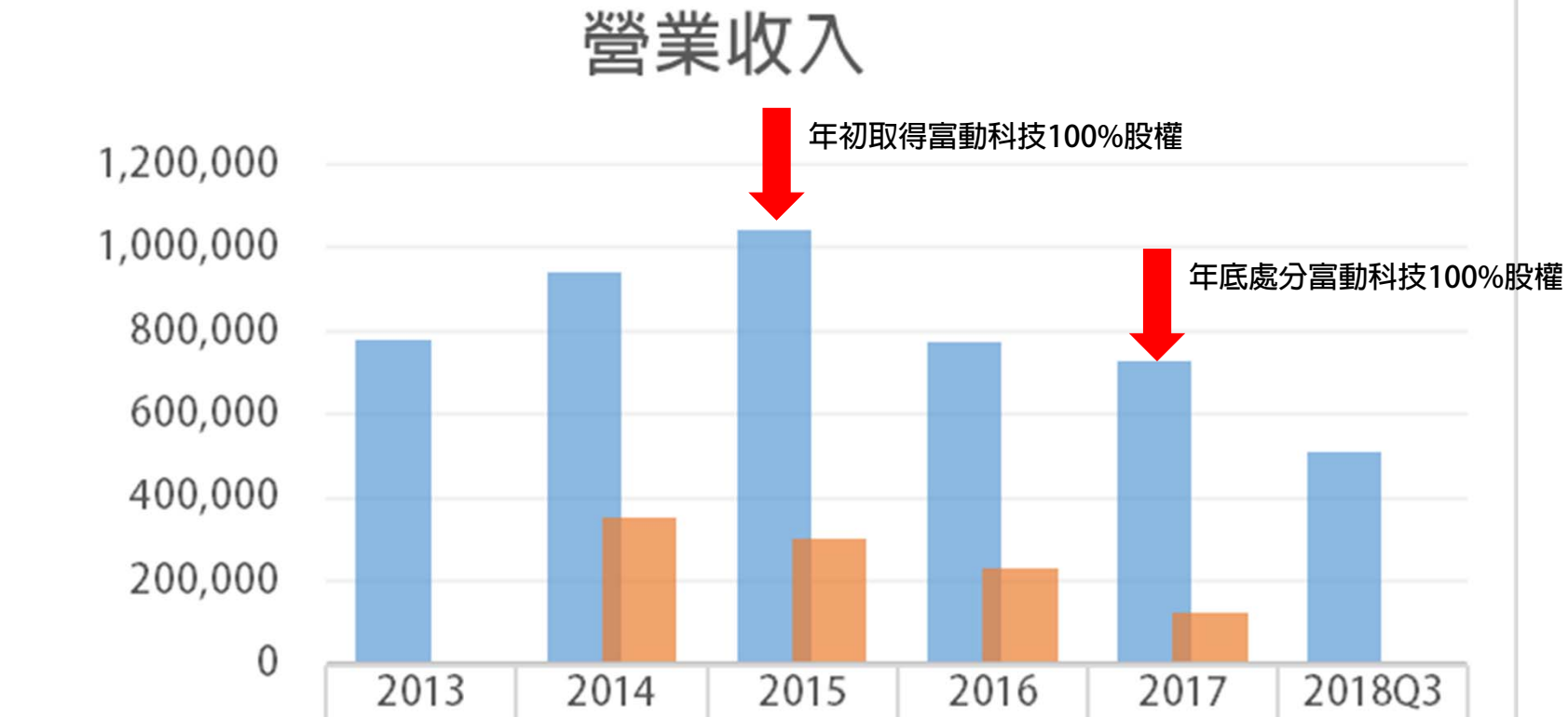


MDM系統
Multi-Display Management

人機介面/觸控用顯示器

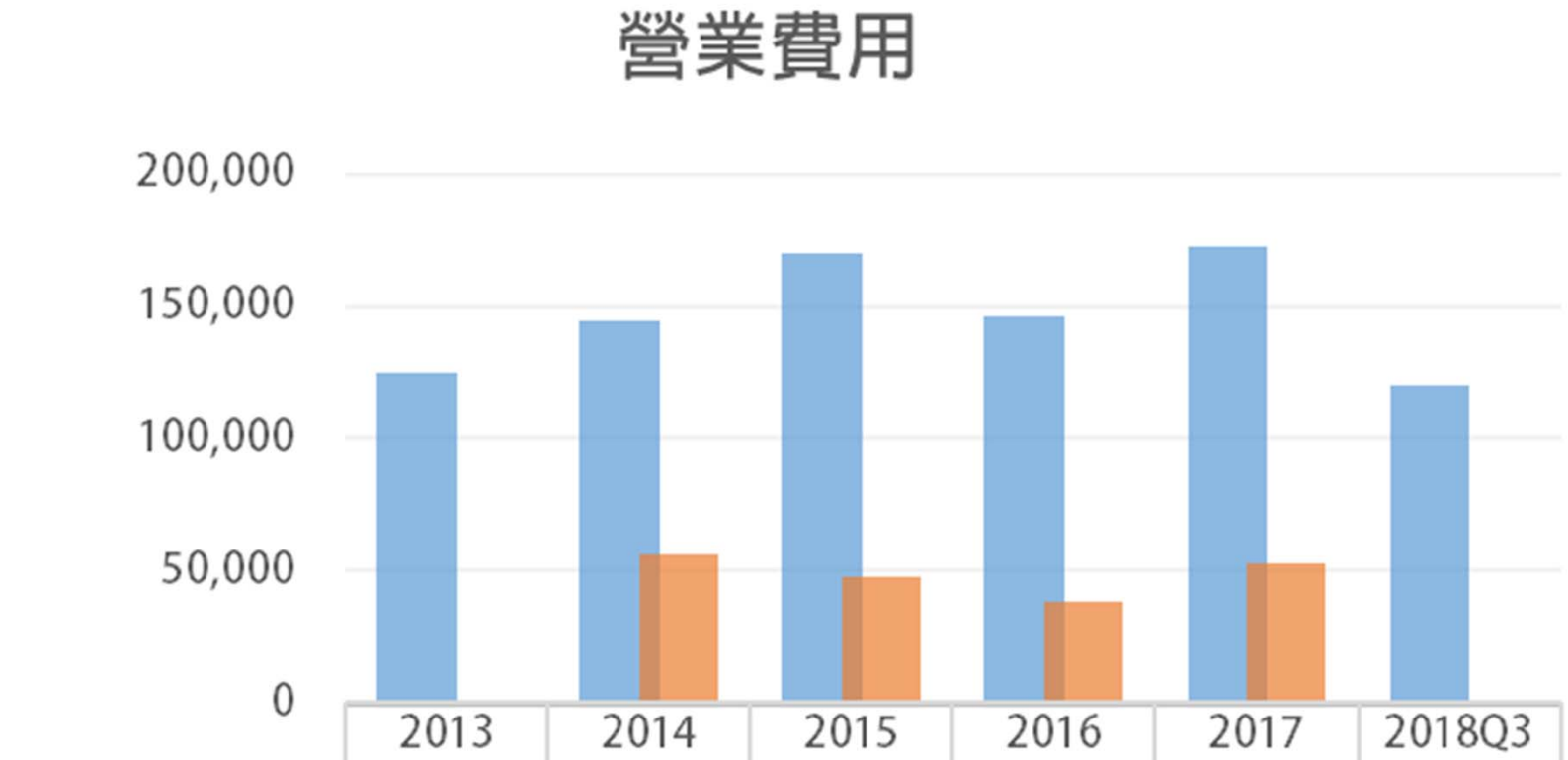
2 財務數字

財務數字



	2013	2014	2015	2016	2017	2018Q3
營業收入-DIVA	777,146	939,285	1,041,656	775,096	730,363	508,377
營業收入-GT	0	351,169	304,261	229,005	126,636	

財務數字

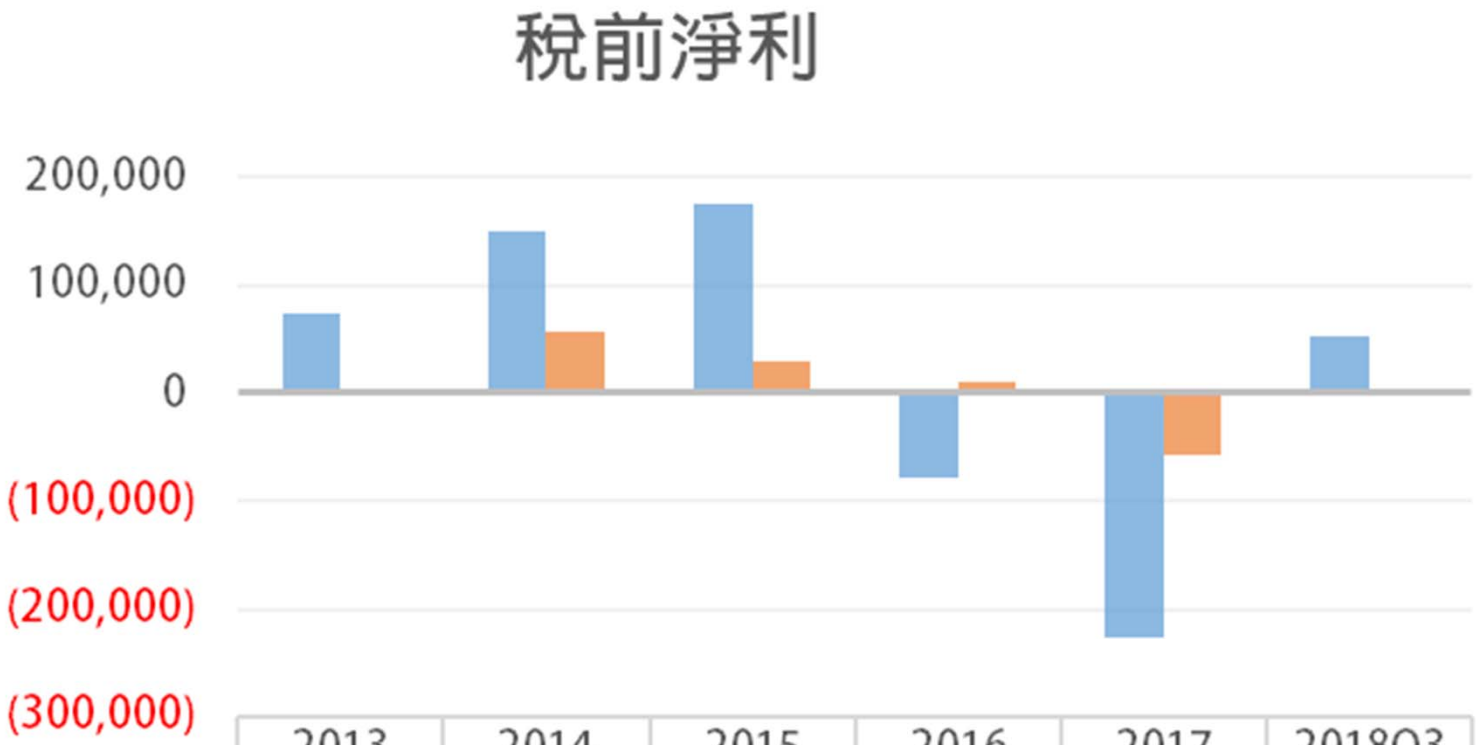


	2013	2014	2015	2016	2017	2018Q3
營業費用-DIVA	125,308	144,929	170,197	146,087	172,390	120,243
營業費用-GT	0	55,969	47,311	38,596	52,751	

	2018Q3金額	百分比
銷售	30,670	6%
管理	35,270	7%
研發	48,910	10%

DIVA displays better.

財務數字

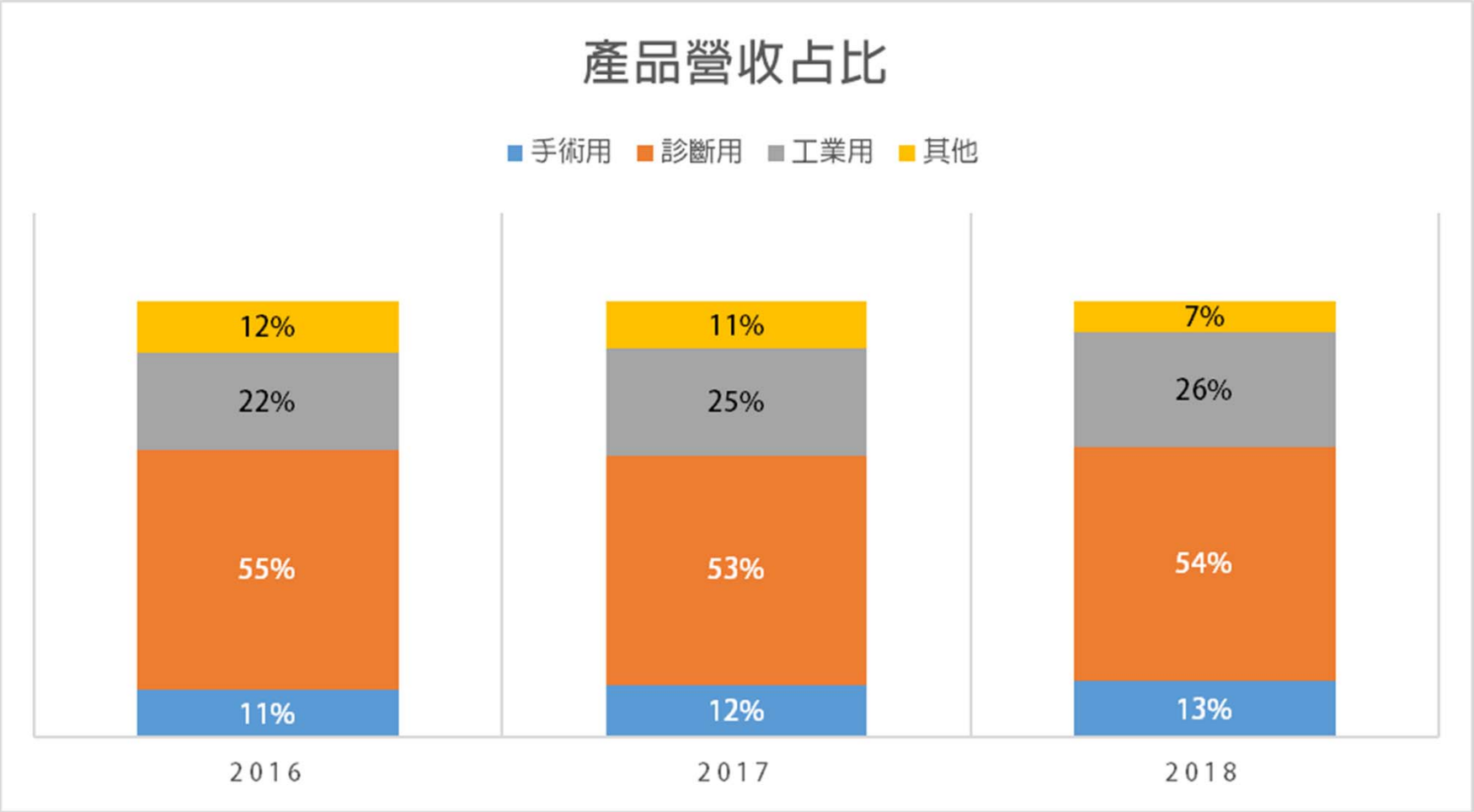


	2013	2014	2015	2016	2017	2018Q3
稅前淨利-DIVA	74,007	150,098	174,434	(77,537)	(227,091)	53,151
稅前淨利-GT	0	56,116	28,691	11,384	(56,964)	0

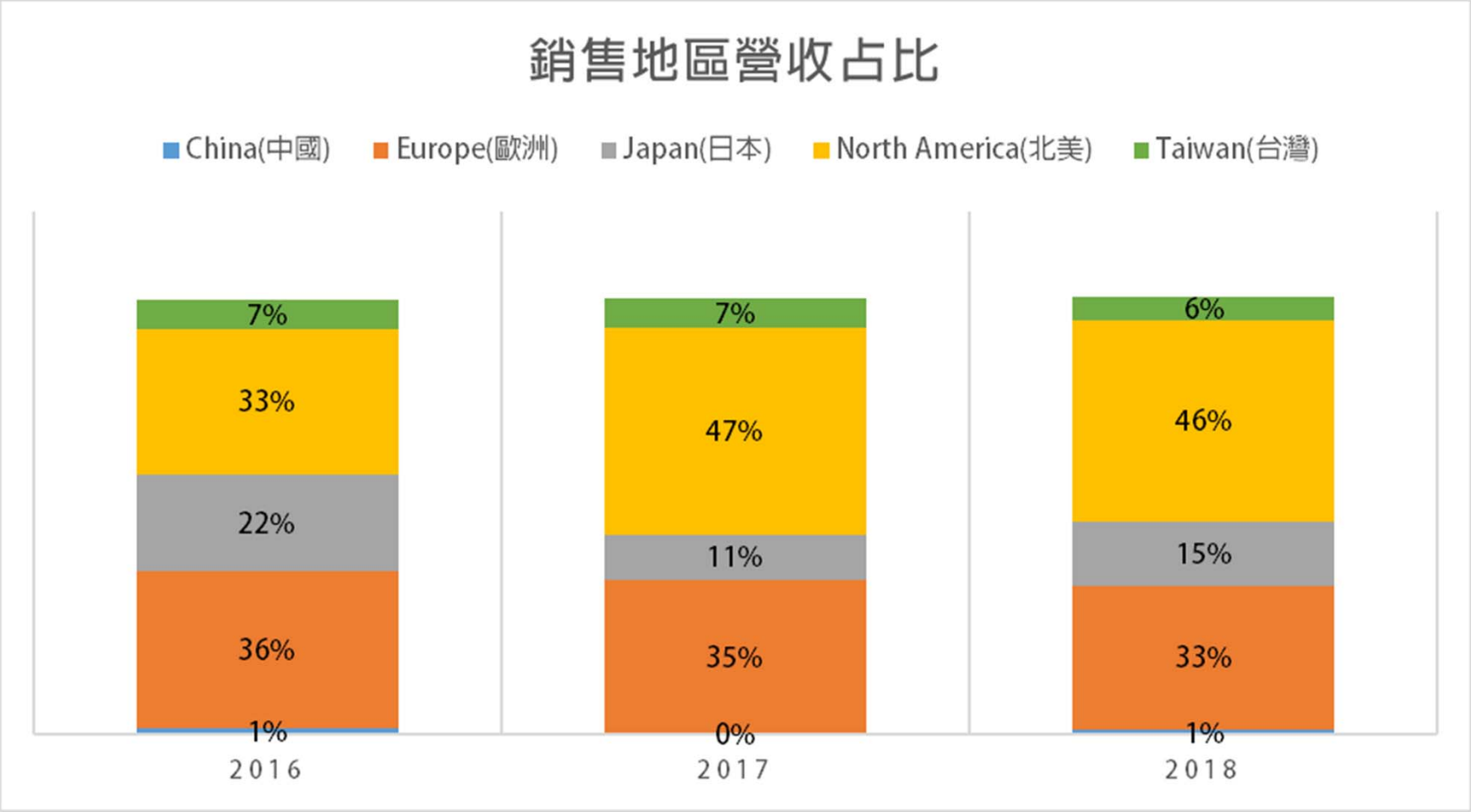
2018Q3 稅後淨利: 48,167。EPS: 0.67
平均毛利率為: 32%

3 營收分析

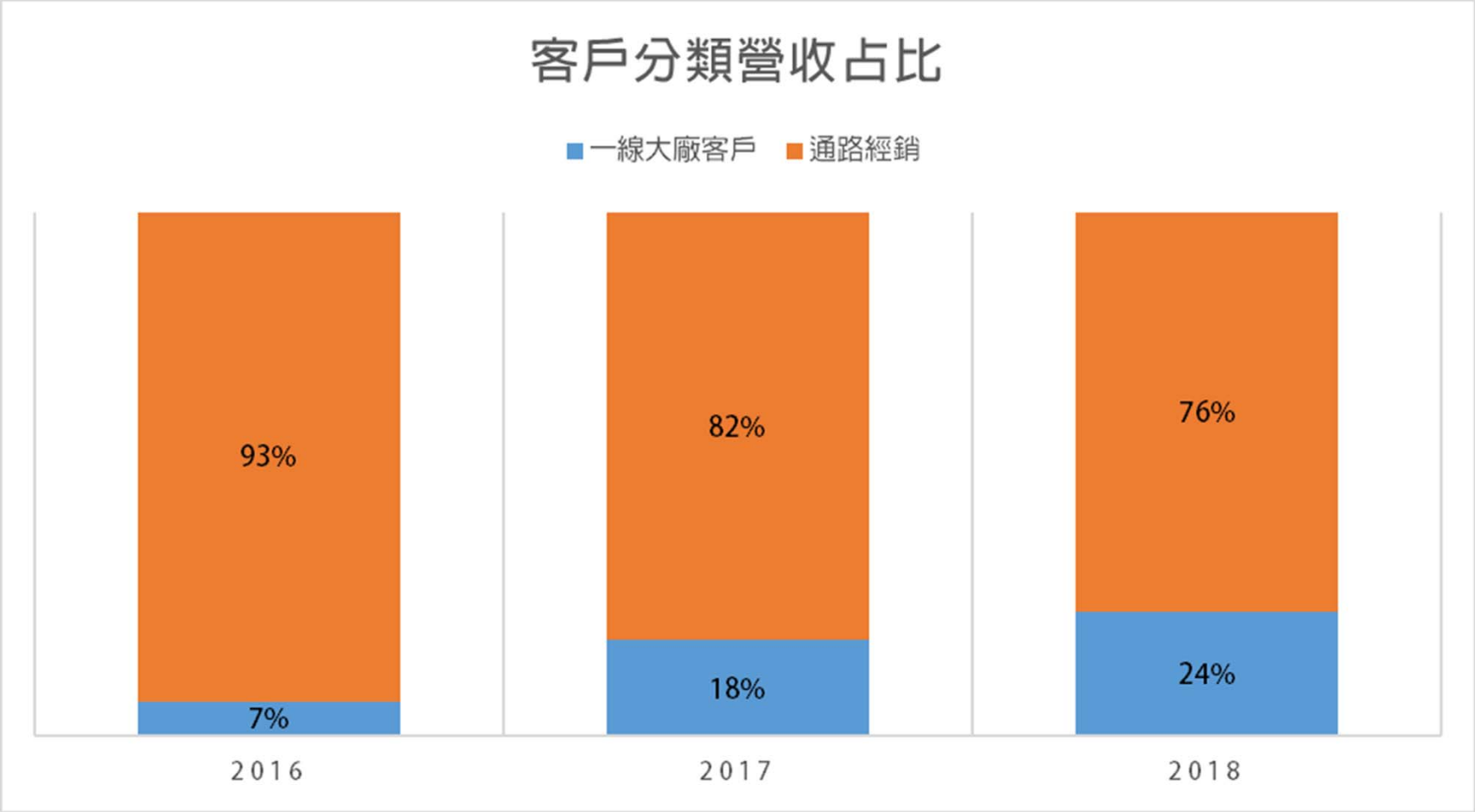
營收占比分析


產品營收占比
手術用
診斷用
工業用
其他
12%
22%
55%
11%
11%
25%
53%
12%
7%
26%
54%
13%
2016
2017
2018

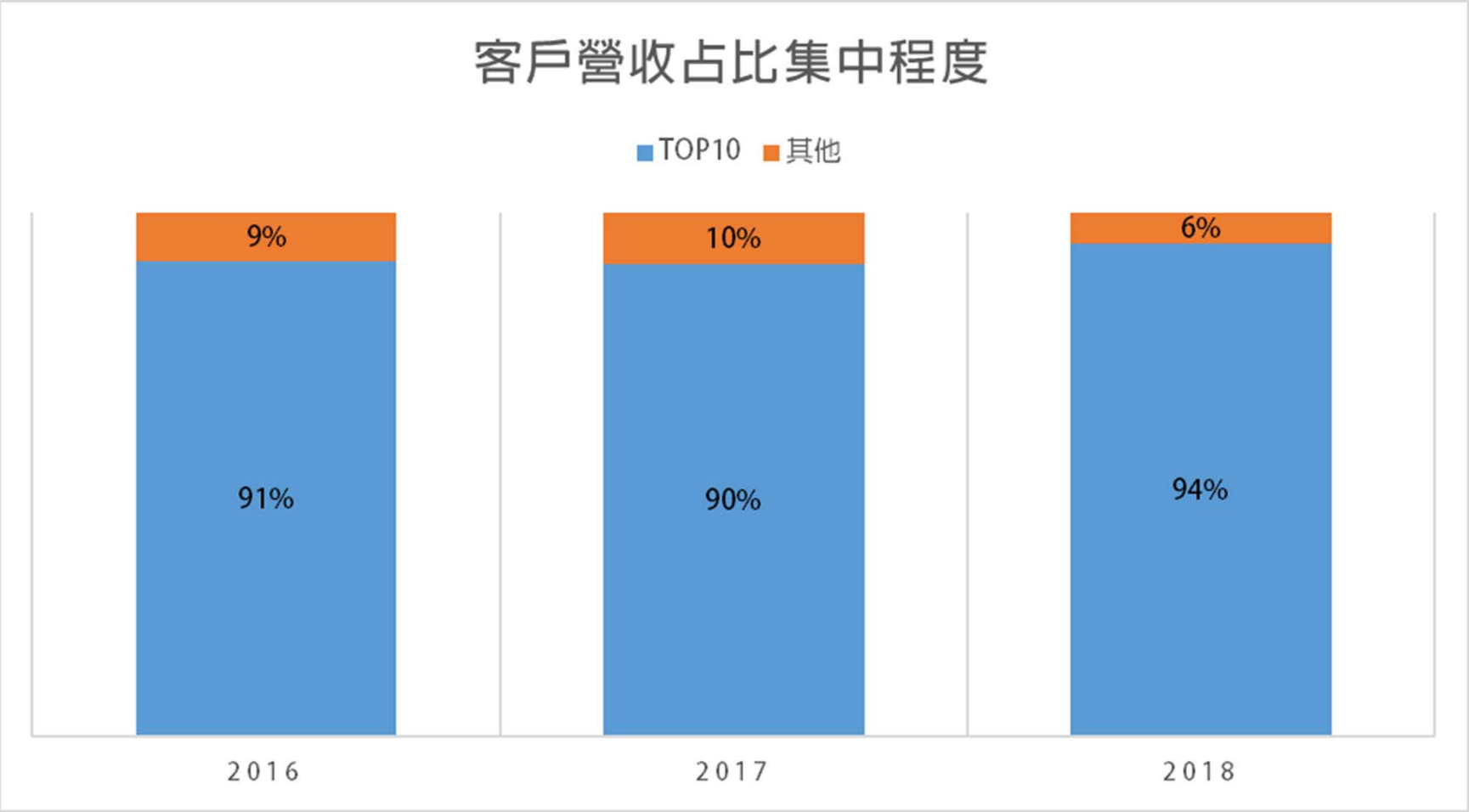
營收占比分析


銷售地區營收占比
China(中國)
Europe(歐洲)
Japan(日本)
North America(北美)
Taiwan(台灣)
7%
33%
22%
36%
1%
2016
7%
47%
11%
35%
0%
2017
6%
46%
15%
33%
1%
2018

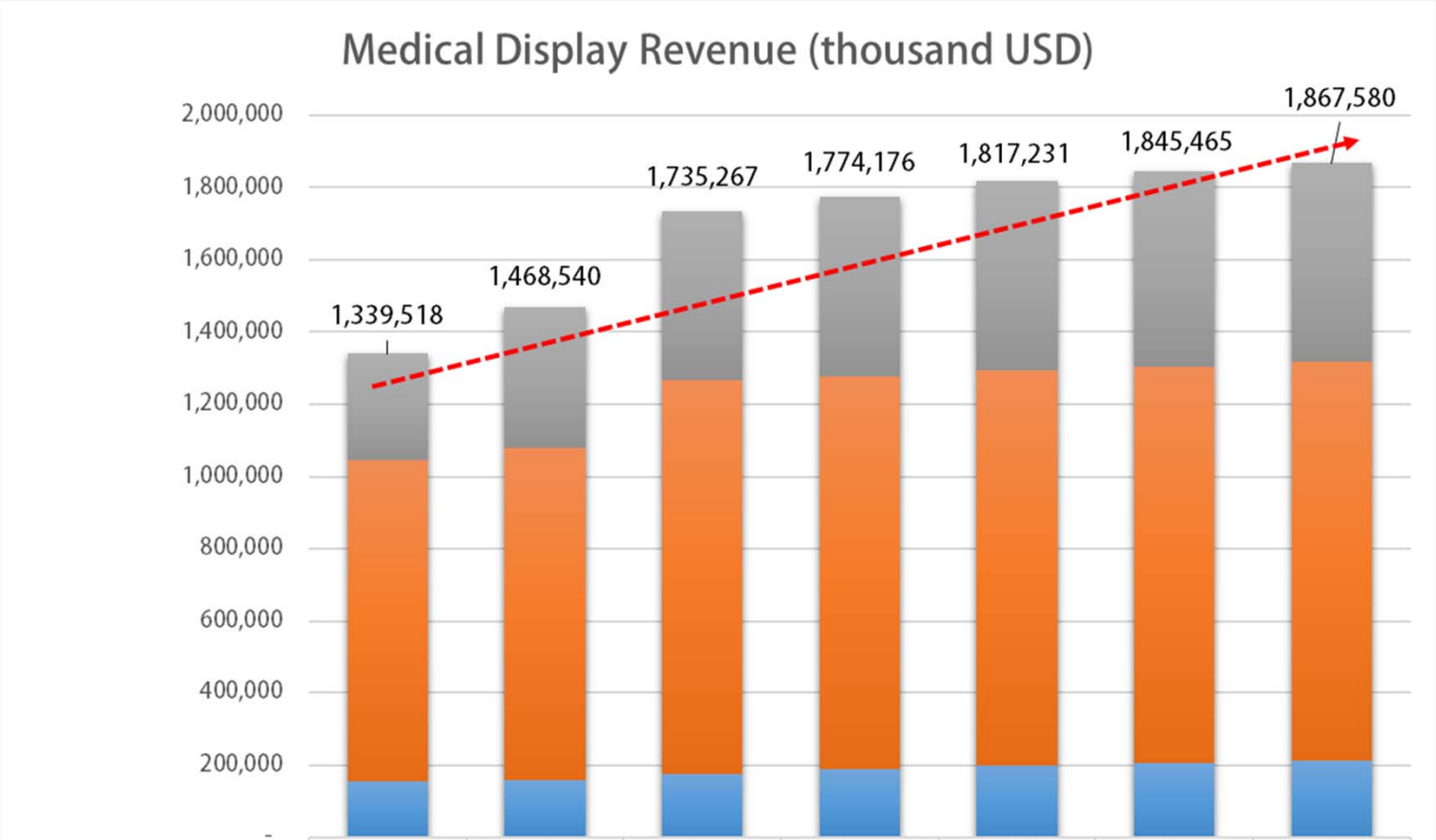
營收占比分析



營收占比分析

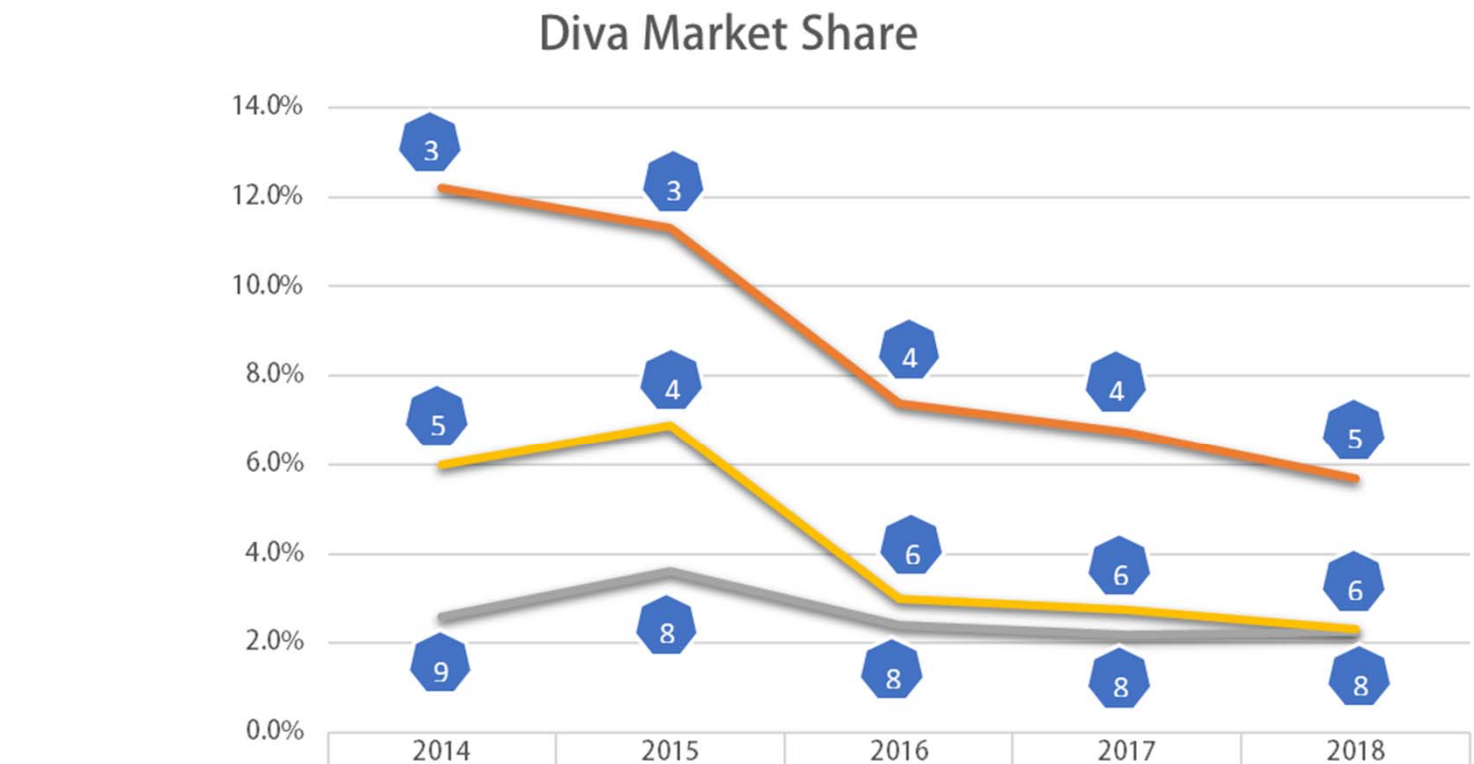


市場規模及市占率



	2014	2015	2016	2017	2018	2019	2020
Surgical Display	294,179	389,715	469,487	495,793	522,114	539,739	551,624
Diagnostic Display	890,659	920,891	1,089,862	1,088,778	1,096,218	1,099,304	1,103,150
Clinical Review Display	154,680	157,934	175,918	189,605	198,899	206,422	212,806

市場規模及市占率



	2014	2015	2016	2017	2018
Overall Shipment	12.2%	11.3%	7.4%	6.7%	5.7%
Surgical Shipment	2.6%	3.6%	2.4%	2.2%	2.3%
Diagnostic Shipment	6.0%	6.9%	3.0%	2.7%	2.3%

Overall Shipment	
Barco	1st
Eizo	2nd
Beacon	3rd
Jusha	4th

Surgical Shipment	
Sony	1st
Jusha	2nd
Beacon	3rd
NDS	4th
Panasonic	5th
Barco	6th
Foreseeson	7th

4 營運策略及未來展望

DIVA displays better.

營運方向

Vison

To be A
Leading Medical & Industrial Visualization Solution Provider

Value

- Component Quality Watchdog
  元件品質監控
- Revision and Inventory Control Management
  元件的版本與存貨管理
- Medical/Industrial LCD Manufacturer/ Designer
  醫療/工業用液晶顯示器設計與製造
- Engineering Service for ODM /OEM
  ODM/OEM 服務
- Specialty System Integrator
  客製化系統整合

Focus Area

- Standard
- Customization
- New Product Development

Strategy

- Implement a Global Sales & Marketing Approach
- Expanded Market Presence

Products/ Services

- Monitors
  - 4K Displays
  - Smart Monitors
  - Ubiquitous Calibration
- AIO
- Peripherals
  - Wireless Connection
  - Video to Fiber
  - Video to Ethernet
  - Analog to Digital
- Solutions
  - Engineering Services
  - Switch Matrix System
  - M. Displays Management
  - Recording System

營運戰略

Direct Sale to Tier 1 customers; Align with strategical partners.

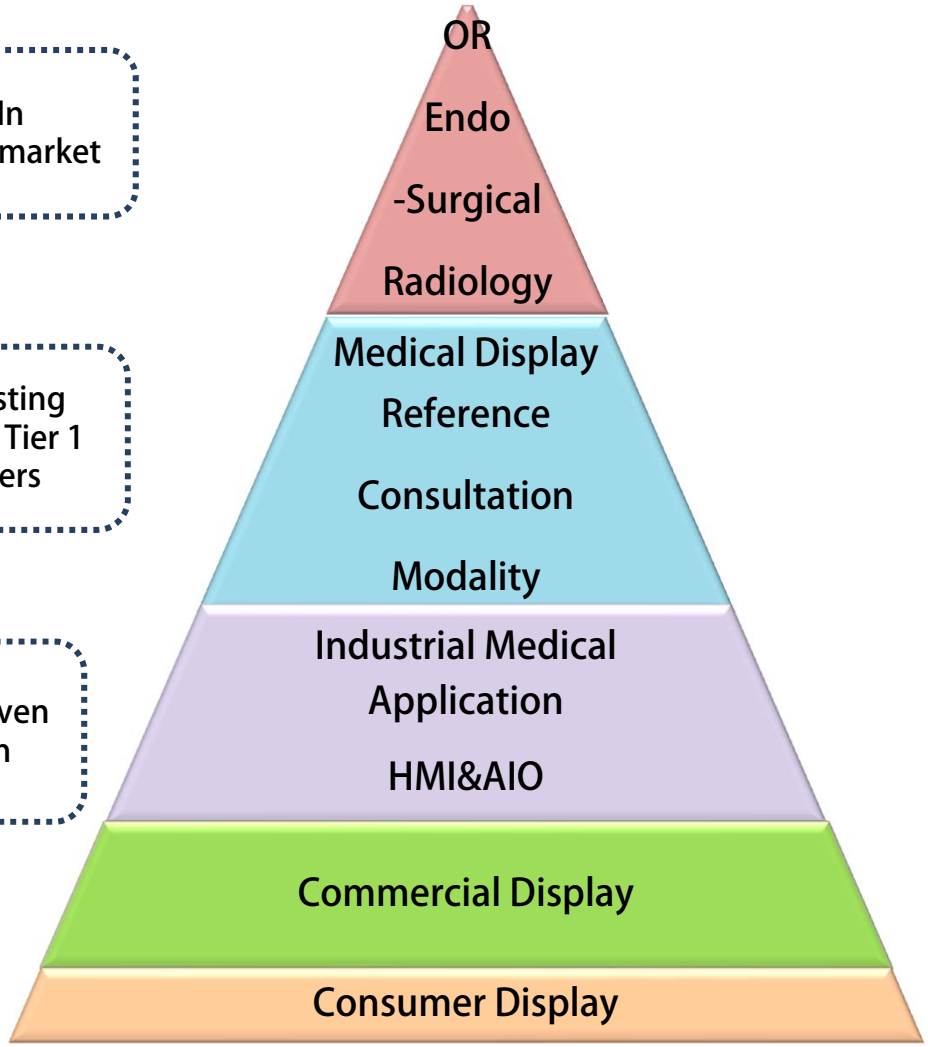
Local and global timely service system

New ID & Better performance; I PC supported.

Penetrate In High-End market

Grow Existing with more Tier 1 customers

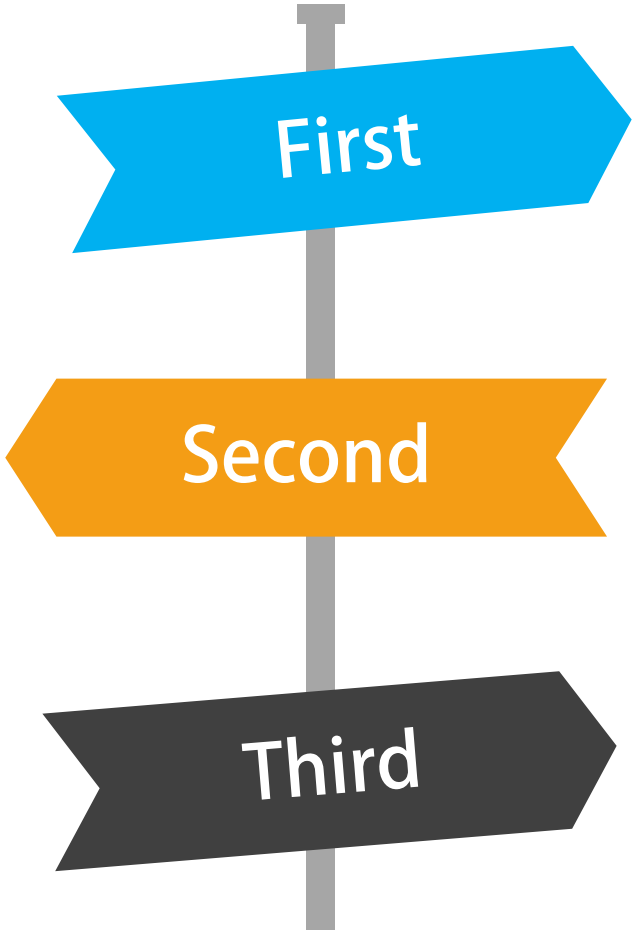
Market driven solution



營運戰術

◆ 擴大First-tier 客戶的滲透率

- ✓ 目前已經獲得 SSRP(策略性供應商)認證，可以擁有新開發案的優先詢價權利
- ✓ 每年營收占比以1-2%的比例增加



◆ 透過 M & A及策略聯盟完成合縱連橫

- ✓ 採購原物料之成本優勢
- ✓ 製造成本之優勢
- ✓ 產品垂直整合
- ✓ 擴大客戶範圍
- ✓ 資金活化

◆ 與經銷商維持關係，共榮共享

DIVA displays better.

未來展望

手術用顯示器營收比例從13%提高到20%以上

研發各式周邊設備，提升產品滿意度及營收利基

透過M&A進入技術安裝領域，提供一條龍之服務，朝Total Solution Provider前進

大陸基地2019Q1首批開始生產

2019年營業額預計成長??%

5 Q&A

Thank You