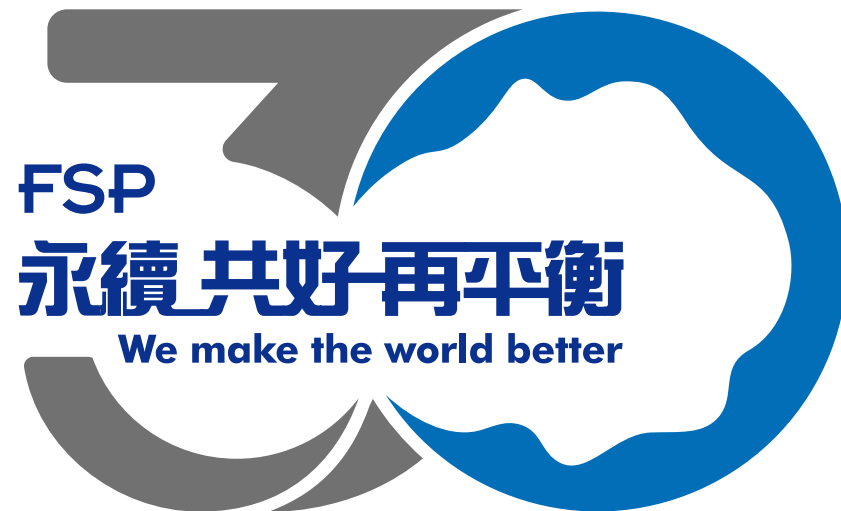




全漢企業股份有限公司  
2023第三季經營績效法人說明會  
FSP Technology Inc.  
3Q 2023 Results Analyst Meeting



# 免責聲明 Disclaimer

本公司並未發佈財務預測，但本簡報所作有關本公司財務上、業務上、Q&A之說明，若涉及本公司對未來公司經營與產業發展上之見解，可能與未來實際結果存有差異。此差異其造成之原因可能包括市場需求變化、價格波動、競爭行為、國際經濟狀況、匯率波動、上下游供應鏈等其他各種本公司所不能掌握之風險因素。

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# 公司概況 About Us

全漢企業股份有限公司

(FSP Group)

創立於1993年4月

(Established April, 1993)

西元2002年在台灣股票上市

(Listed on Taiwan Stock Exchange in 2002)

全球第十大交換式電源供應器廠商

(Position Worldwide Top 10 switching power supplier)

員工人數 全球約6,200名員工

(Employee Worldwide Over 6200 persons )

### 願景

成為全球綠色能源解決方案領導者，深入每個人的生活，為環境做出貢獻。

### Vision

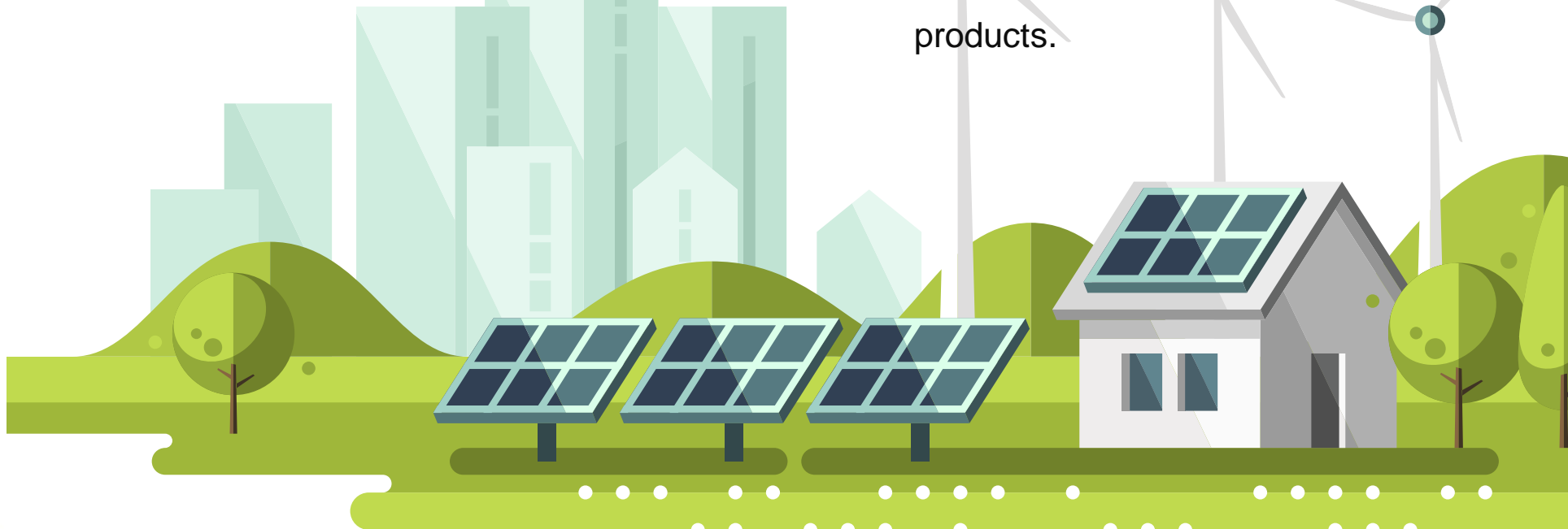
To be the global leading provider of green energy solutions , touch people's life, contribute to the better environment.

### 使命

以創新的服務和優質的產品，為客戶、員工與股東創造最大價值。

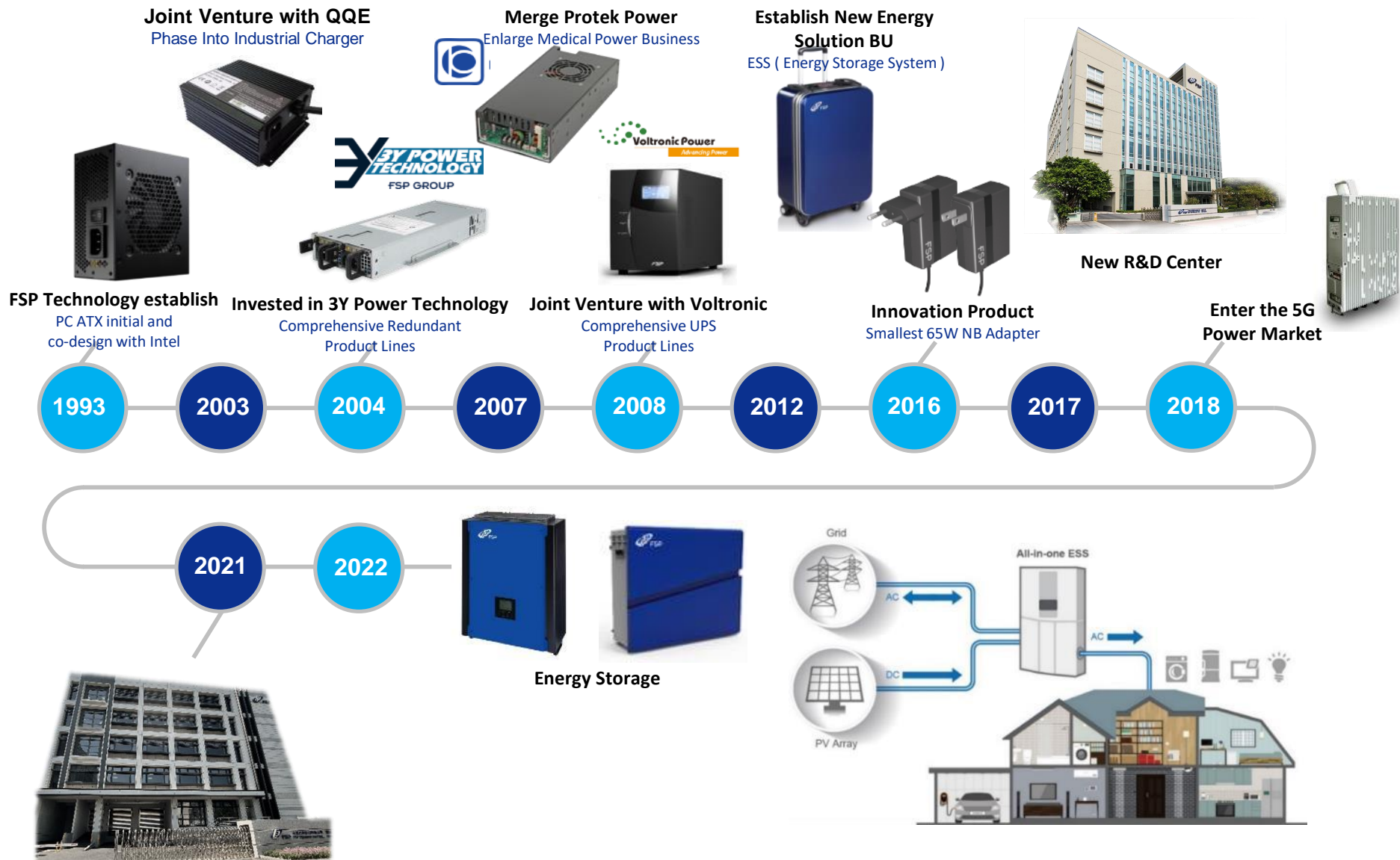
### Mission

Providing the best value to customers, employees and shareholders by our innovative service and high quality products.





# 里程碑 FSP Product line Milestones



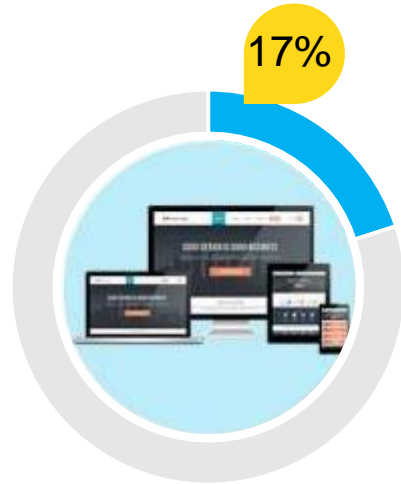


# 全方位能源解決方案供應商

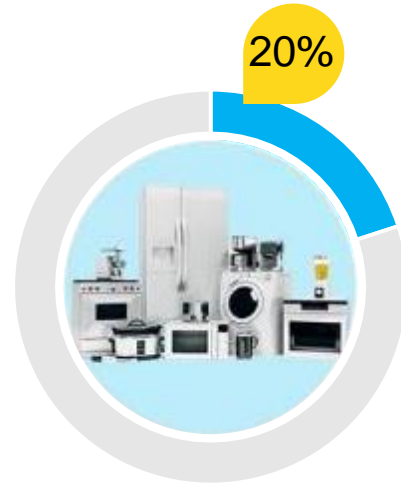
## Power Supply Total Solution Provider

				
5G PSU	Charger	DIN Rail	Retail Product	UPS
				
PV Inverter	Energy Storage System	TV PSU	PC PSU	SSL
				
Medical PSU	IPC PSU	Redundant	Open Frame	Adapter

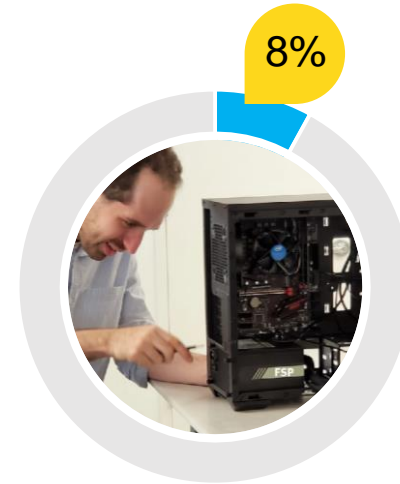
# Application Categories



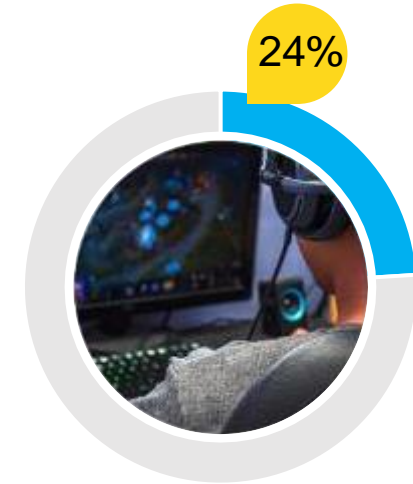
**Networking**  
Telcom & Networking



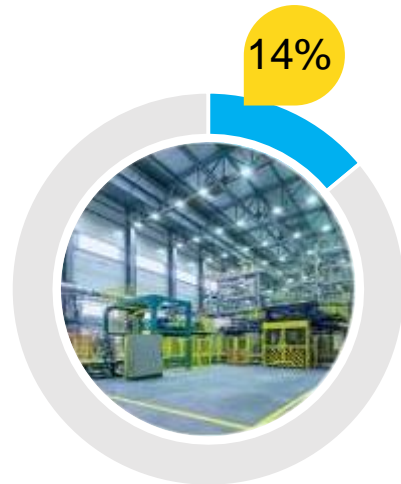
**General Purpose**  
IPC



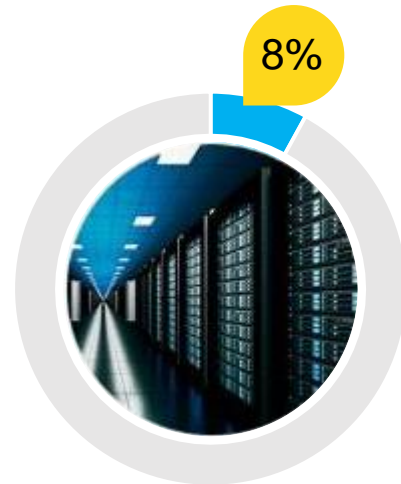
**PC**  
Commercial PC



**Gaming**  
e-Sport



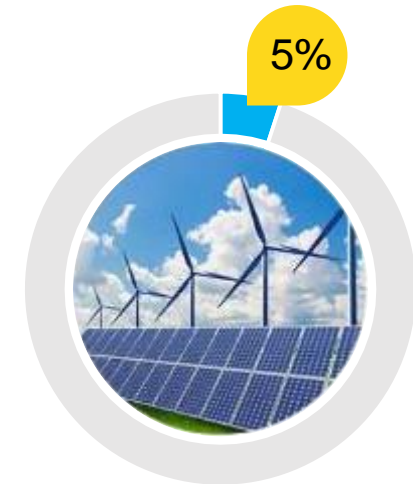
**Others**  
Industry



**Cloud & Edge Computing**  
Cloud & Edge



**Medical**  
Medical



**Smart Energy**  
ESS & Charger

# 合併綜合損益表

## Consolidated Statements of Comprehensive Income

單位：新台幣仟元  
Unit: NT\$ thousand

	2023/3rd	2022/3rd 重編後 (Restated)	2023/01/01 To 2023/09/30	2022/01/01 To 2022/09/30 重編後 (Restated)	YoY
營業收入淨額 (Net Sales revenue)	3,456,543	3,774,356	10,284,506	10,676,174	-4%
營業毛利 (Gross profit from operations)	711,386	647,979	1,888,635	1,759,800	7%
營業淨利(損) (Net operating income (loss))	144,249	149,487	376,319	393,726	-4%
營業外收入及支出 (Non-operating income and expenses)	294,943	258,519	364,120	420,813	-13%
稅前淨利(損) (Profit (loss) from continuing operations before tax)	439,192	408,006	740,439	814,539	-9%
所得稅費用 (Tax expense)	53,795	64,990	127,979	150,297	-15%
淨利歸屬於母公司業主 (Profit attributable to owners of parent)	371,616	319,500	580,512	605,017	-4%
基本每股盈餘 (元) (Basic earnings per share)	1.98	1.71	3.10	3.23	-4%



# 合併財務比率 Financial Ratio

財務比率(%) financial ratio	2023/3rd	2022/3rd 重編後 (Restated)	2023/01/01 To 2023/09/30	2022/01/01 To 2022/09/30 重編後 (Restated)
毛利率 (Gross margin)	21	17	19	16
營業利益率 (Operation income margin)	5	4	4	3
稅前淨利率 (Per-tax income margin)	13	11	7	7
淨利率 (Profit Margin)	11	9	6	6

# 合併業外收支細項

## Non-Operating Profit Breakdown

單位：新台幣仟元  
Unit: NT\$ thousand

	2023/3rd	2022/3rd	2023/01/01 To 2023/09/30	2022/01/01 To 2022/09/30
利息收入 (Interest revenue)	18,430	5,550	57,898	15,733
股利收入 (Dividend revenue)	192,002	126,328	192,097	126,383
政府補助款 (Government grants)	5,200	6,040	12,520	27,446
外幣兌換(損)益淨額 (Foreign exchange (loss) gain)	77,580	119,863	88,089	235,476
其他 (Others)	1,731	738	13,516	15,775
合計 (Total)	294,943	258,519	364,120	420,813



# 合併資產負債表

## Consolidated Balance Sheet

單位：新台幣百萬元  
Unit: NT\$ million

	2023/9/30	2022/9/30 重編後 (Restated)
現金及約當現金 (Cash and cash equivalents)	3,956	3,280
應收帳款淨額 (Accounts receivable, net)	3,369	3,611
存貨 (Current inventories)	2,589	2,962
流動資產合計 (Total current assets)	11,490	11,569
透過其他綜合損益按公允價值衡量之金融資產-非流動 ( Non-current financial assets at fair value through other comprehensive income)	6,581	6,008
不動產、廠房及設備 ( Property, plant and equipment)	1,463	1,506
非流動資產合計 (Total non-current assets)	9,060	8,634
<b>資產總計 (Total assets)</b>	<b>20,550</b>	<b>20,202</b>
應付帳款 (Accounts payable)	3,789	4,213
流動負債合計 (Total current liabilities)	5,884	6,384
非流動負債合計 (Total non-current liabilities)	500	750
<b>負債總計 (Total liabilities)</b>	<b>6,384</b>	<b>7,135</b>
股本 (Total capital stock)	1,873	1,873
保留盈餘合計 (Total retained earnings)	5,296	4,580
透過其他綜合損益按公允價值衡量之金融資產未實現評價損益 (Unrealised gains (losses) from financial assets measured at fair value through other comprehensive income)	5,812	5,259
歸屬於母公司業主之權益合計 (Total equity attributable to owners of parent)	13,769	12,681
<b>權益總計 (Total equity)</b>	<b>14,166</b>	<b>13,068</b>
每股淨值(元) ( Book Value Per Share)	73.53	67.69

註：因IAS12影響，2023年第一季重編2022年度合併資產負債表。

## Networking (ICT) Platform



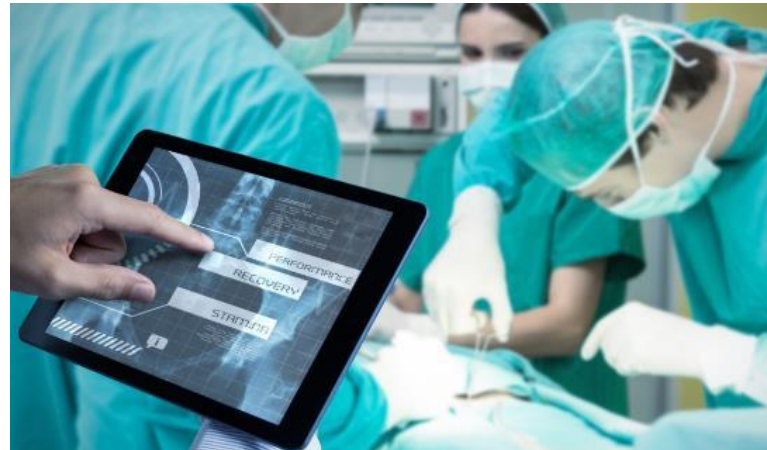
## IoT / Edge Computing Platform



## Gaming (E-Sport) Platform



## Medical Platform



## IPC: Digital Manufacturing Platform



## PC Platform

## Gaming PC



全塔式

ATX High Wattage  
750~2000W



Mini-iTX

SFX High Wattage  
550~850W



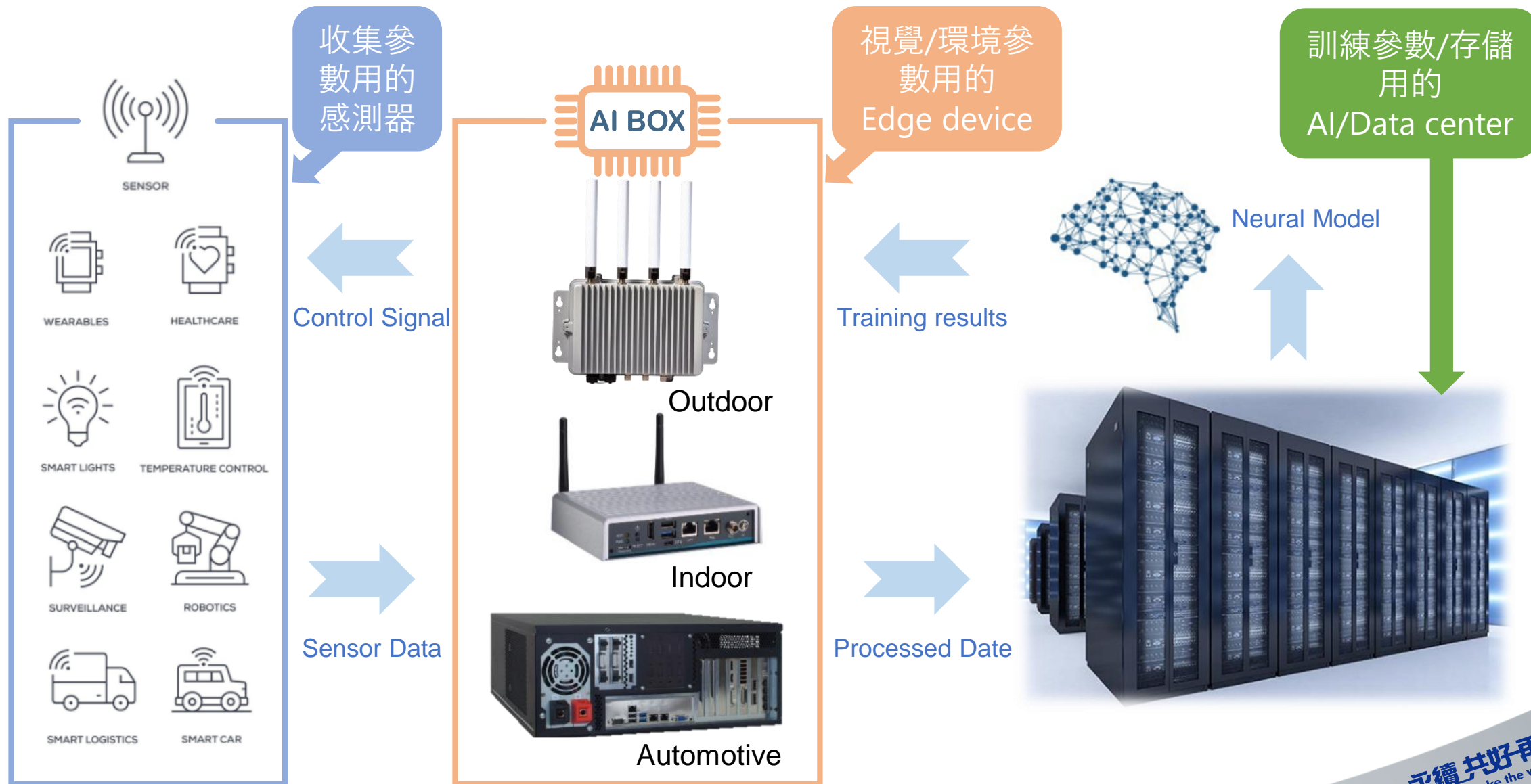
Adapter High Wattage  
120~330W



建置規模	客戶	產業專精度	安裝方式	應用	電源
大 雲端 AI Center	Amazon, Google, MS...etc.	低	Building & Training	生成式 AI	Custom/客制
中 白牌 · 企業用戶	Meta, Anthropic, MosaicML, Falcon...etc.	中	Open source (Third party)	繪圖、音樂、娛樂及金融產業	Slim/CRPS Redundant
小 AI BOX	Cisco, 西門子, 工控產業...等	高	On-premises (單機)	零售、製告、儲能、醫護及網通產業	Adapter, IPC, O/F, Redundant

FSP 所在市場區域

# AI structure for IoT



## Embedded AI



## Edge AI (NVIDIA® Jetson)



## Cloud: AI Center



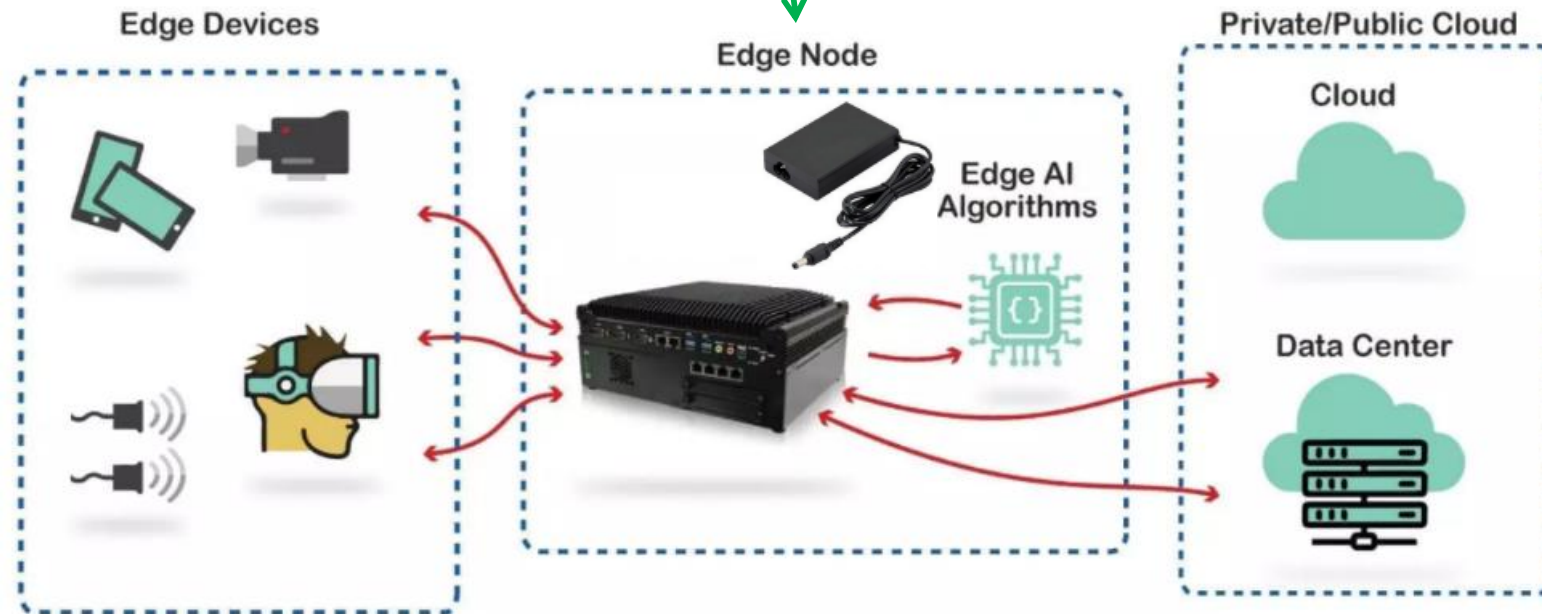


# Example of Embedded AI

- Edge device

Edge AI:

1. Tiny AI < 10W < 10 Tops
2. Embedded AI < 60W < 20 Tops
3. GPU Accelerated AI > 60W > 3.5 TFLOPS

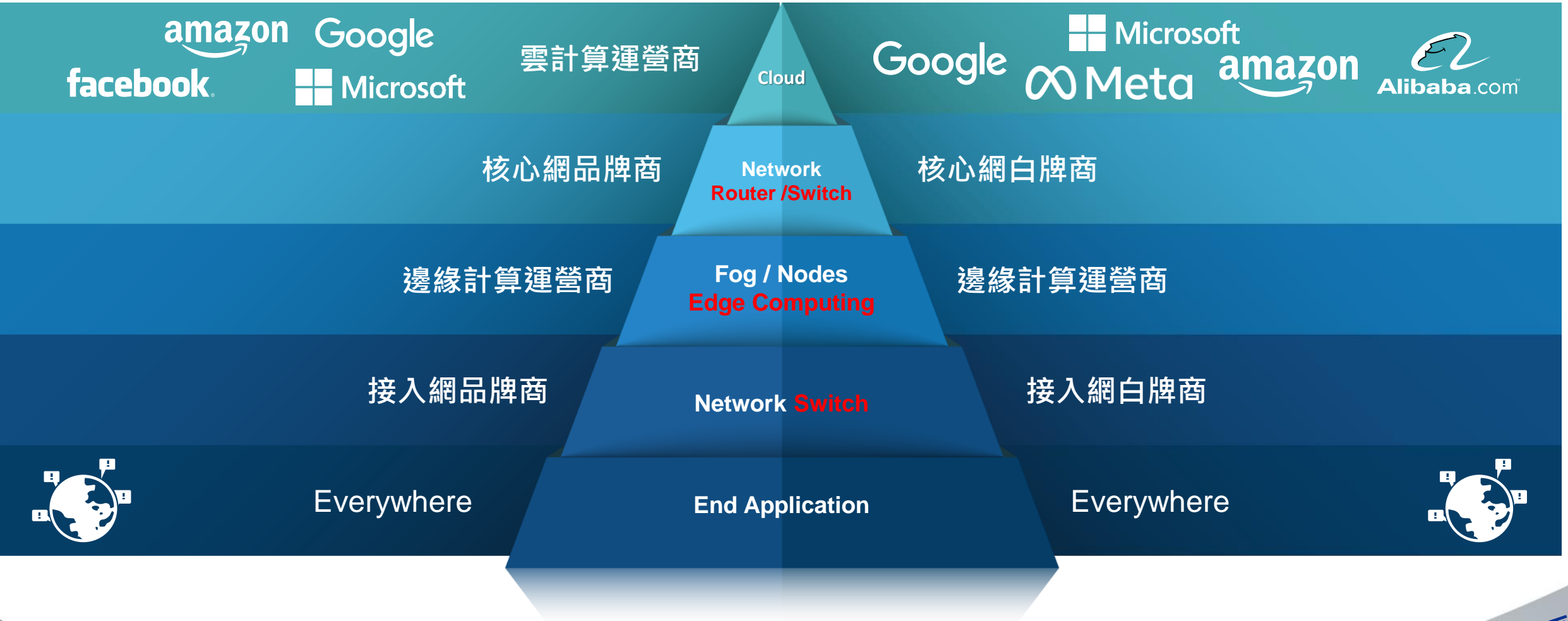


\*TOPS是Tera Operations Per Second的縮寫，1TOPS代表處理器每秒鐘可進行一兆次 (  $10^{12}$  ) 操作。

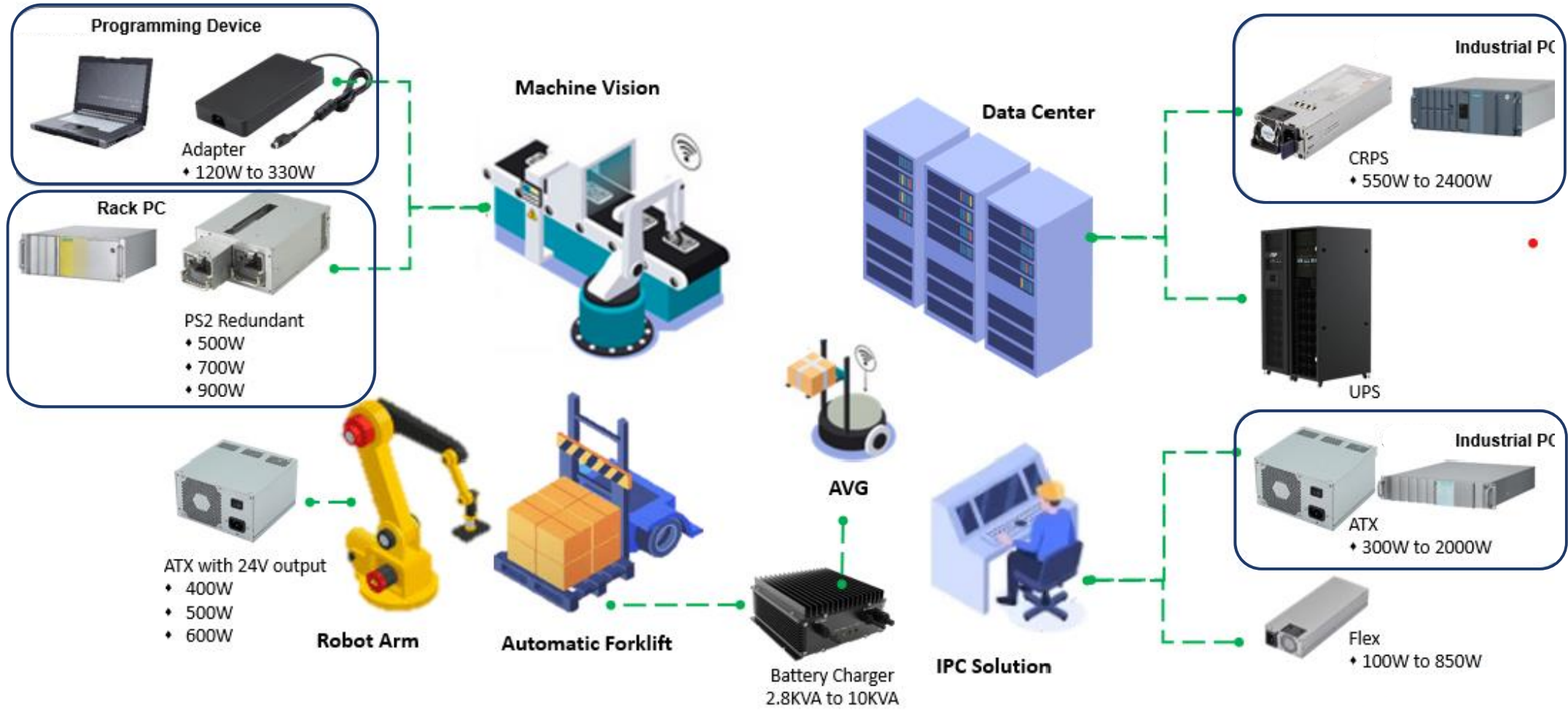
\*TFLOPS ( Tera FLOPS ) 等於每秒一兆次 (  $10^{12}$  ) 的浮點運算

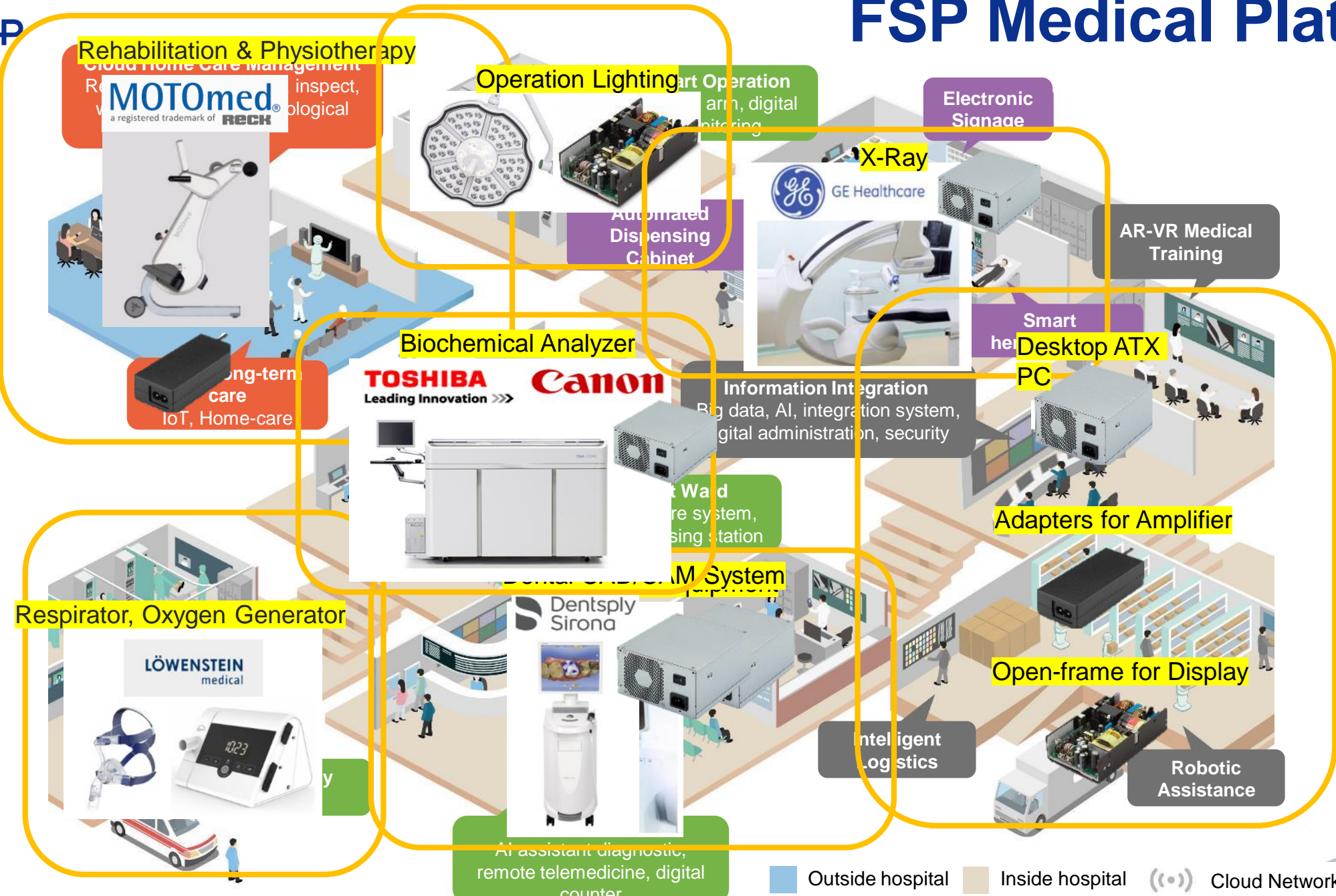
## 4G

## 5G



# FSP Digital Manufacturing Platform





# FSP PC Platform

WorkStation ----- ATX High Wattage  
850~1650W



Gaming PC ----- ATX High Wattage  
750~2000W



AI Server ----- ATX 1650-2500W



AIO System ----- TFX 300-500W



Commercial PC -----



TFX 300-500W  
ATX 250-500W

NUC ----- SFX 12Vo 650-750



Type C Adapter  
65-180W

## Platform Solution Provider

Experienced with Medical, IoT, Industrial  
From access point to entire infrastructure



## Dedicated KAM Team

Fully responsible account managers in both  
Germany and HQ in Taiwan.  
Global after sales service and operations.

## Comprehensive Products

Medical, ITE, Networking, Industrial, Gamir  
IPC, ADA, CRPS, REDU, Open-frame



# FSP



## Resilience Productivity

Flexible MOQ and lead-time.  
Warehouse in FSP Germany.

## Strong R&D Capability

Over 400 R&D engineers worldwide  
High developing capability and quality  
Over 600 registered patents  
Over 500 product 80+ certified



## Grow with Customer

ESG for environment, society and company  
governance.  
Mission and vision, power never ends. .

**POWER**  
NEVER ENDS