

弘塑科技股份有限公司

Grand Plastic Technology Corporation

弘塑科技股份有限公司 公司簡報

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報告日期：2013年1月



綱要

- 二年前說了什麼
- 二年間做了什麼
- 未來要做什麼

二年前說了什麼

我們的設備應該能賣到全世界

這個世界應該知道我們的存在

二年前說了什麼

1. 專注 (專利、技術、品牌、服務)

- 參與客戶製程開發
- IP 發展與管理
- 系統整合
- 市場與服務

2. 分散

- 外包製造分散
- 物料來源分散
- 客戶來源分散

二年間做了什麼

開發不同的設備

- － 玻璃薄化系統至LCD市場
- － 玻璃強化系統至觸控市場
- － Laser Debond Clean至3D IC封裝市場

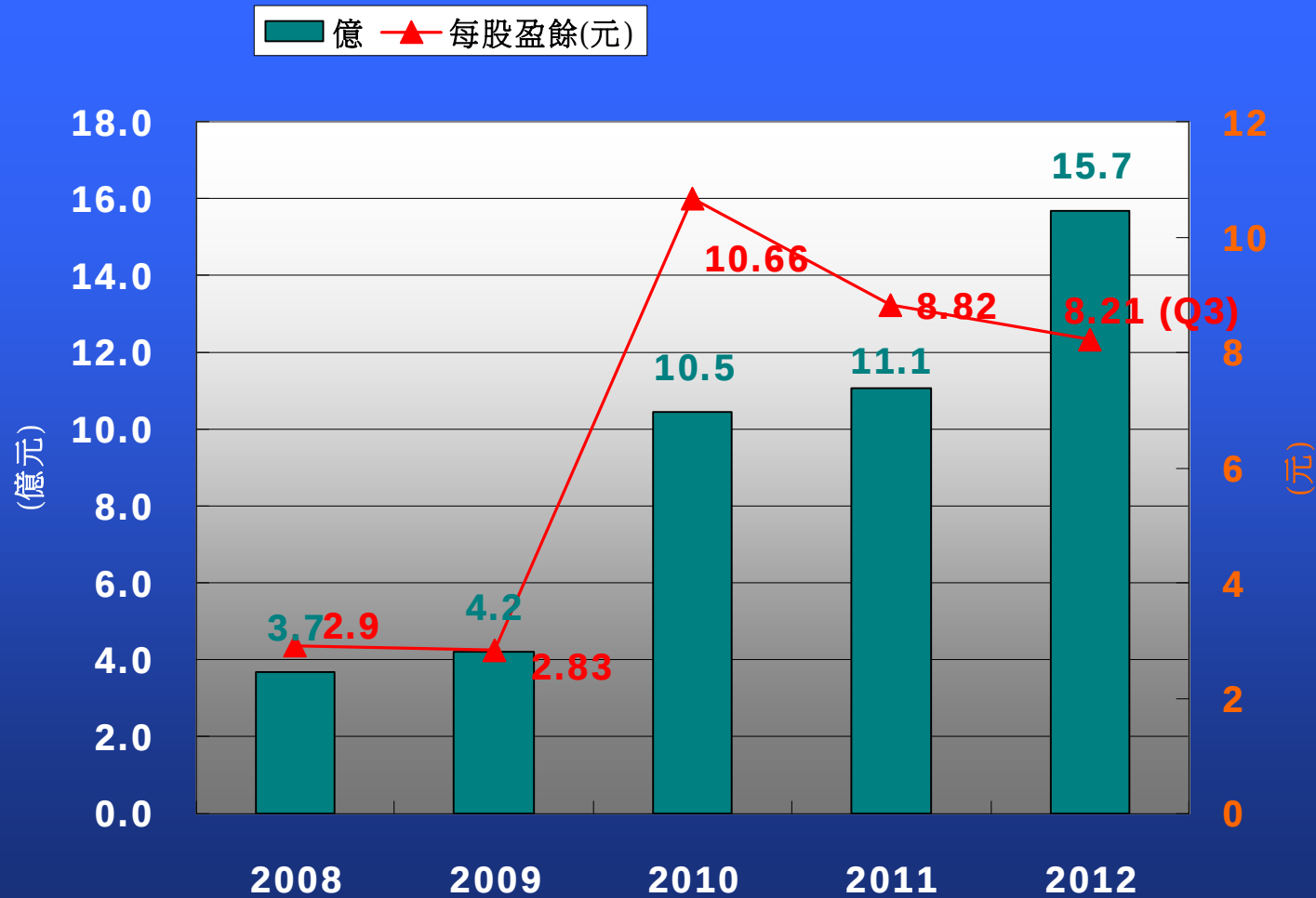
賣到不同的區域

- － 星科金朋新加坡

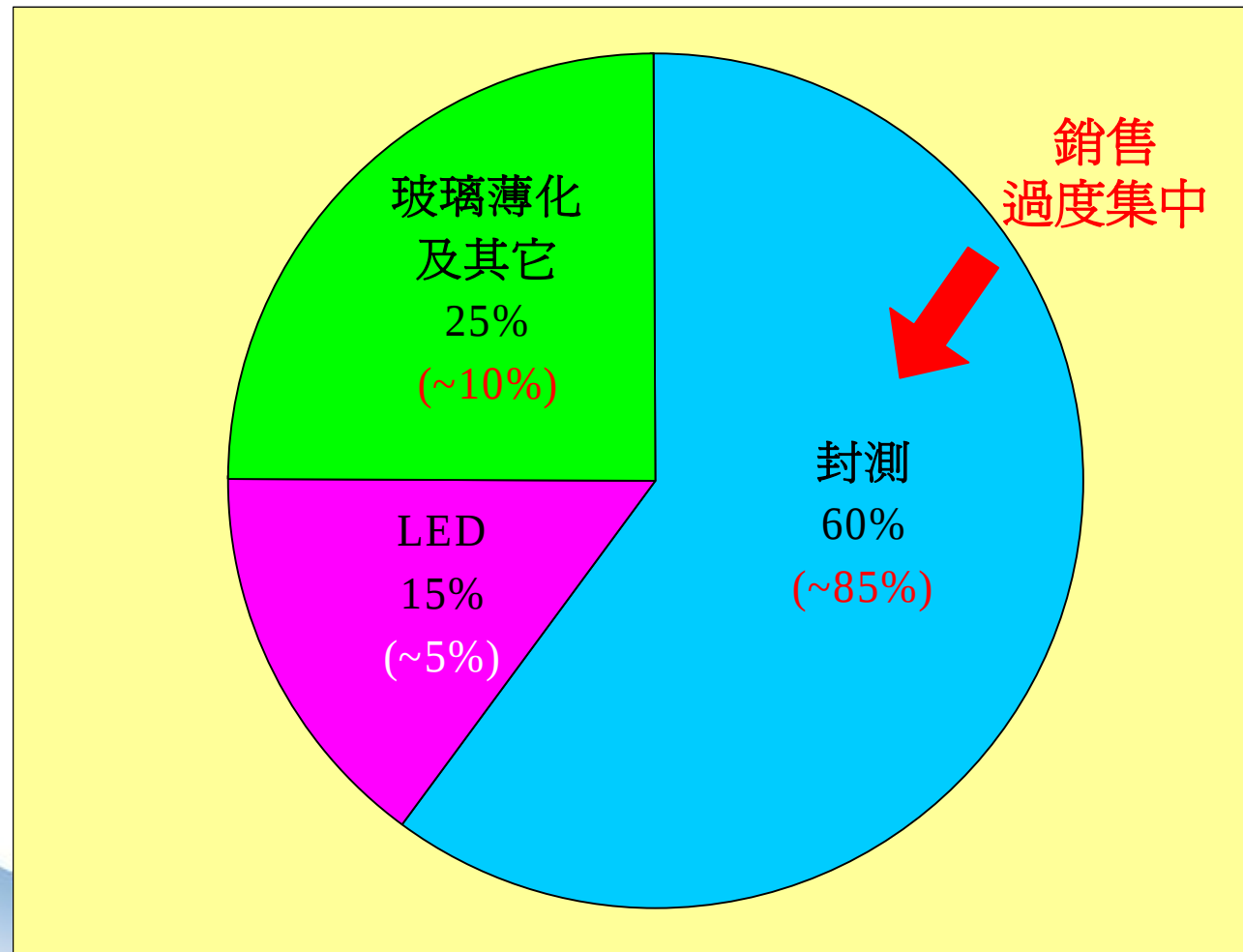
整合不同的專業

- － 添鴻

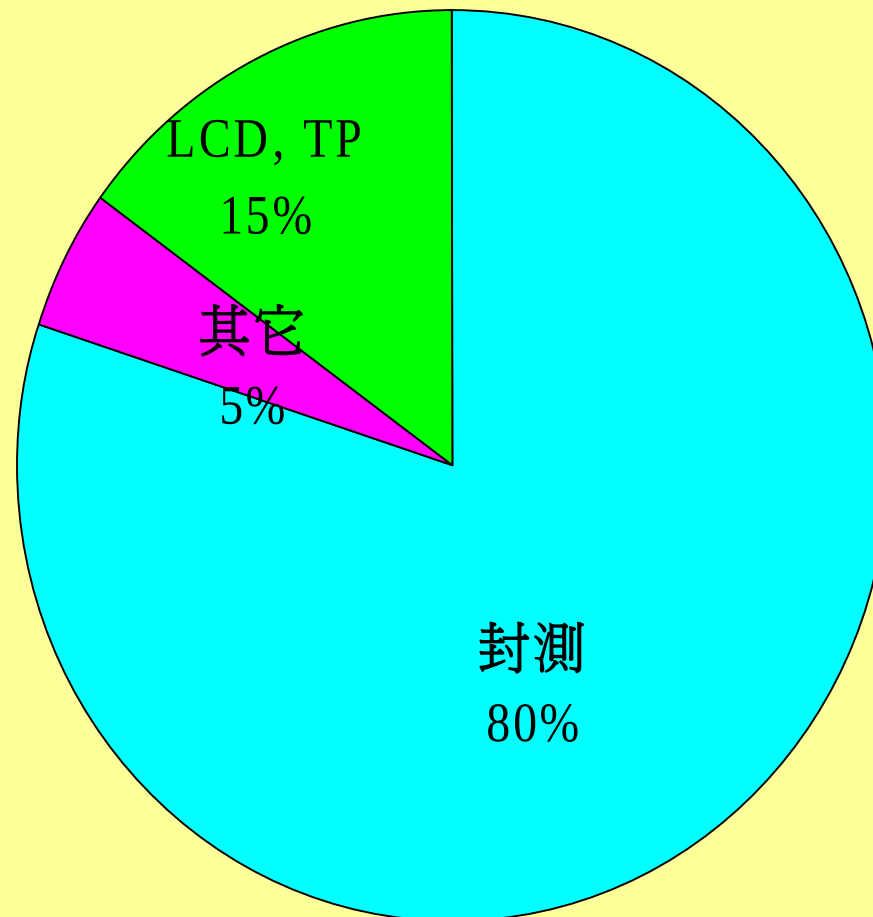
二年間做了什麼



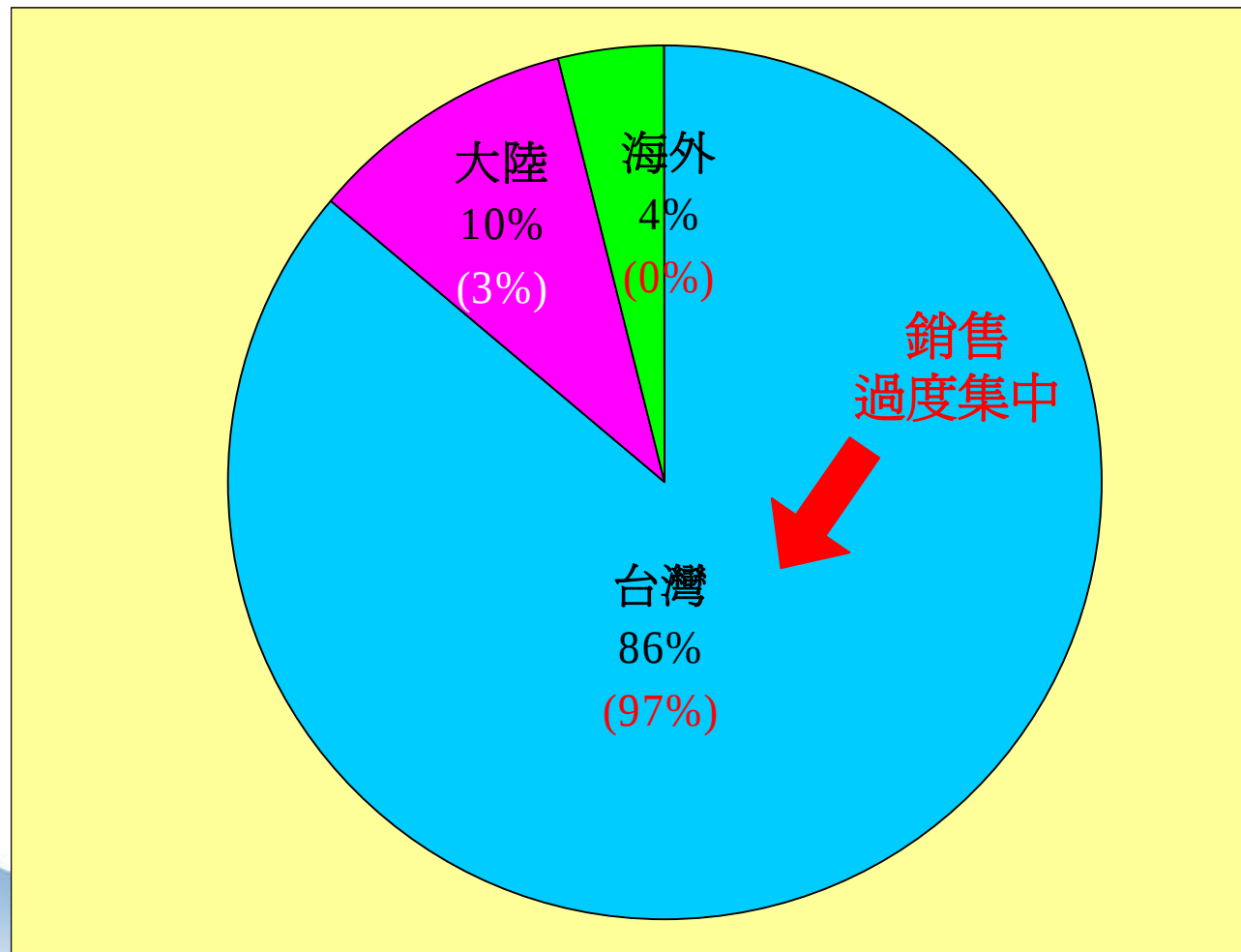
依產業別市場分佈(2010)



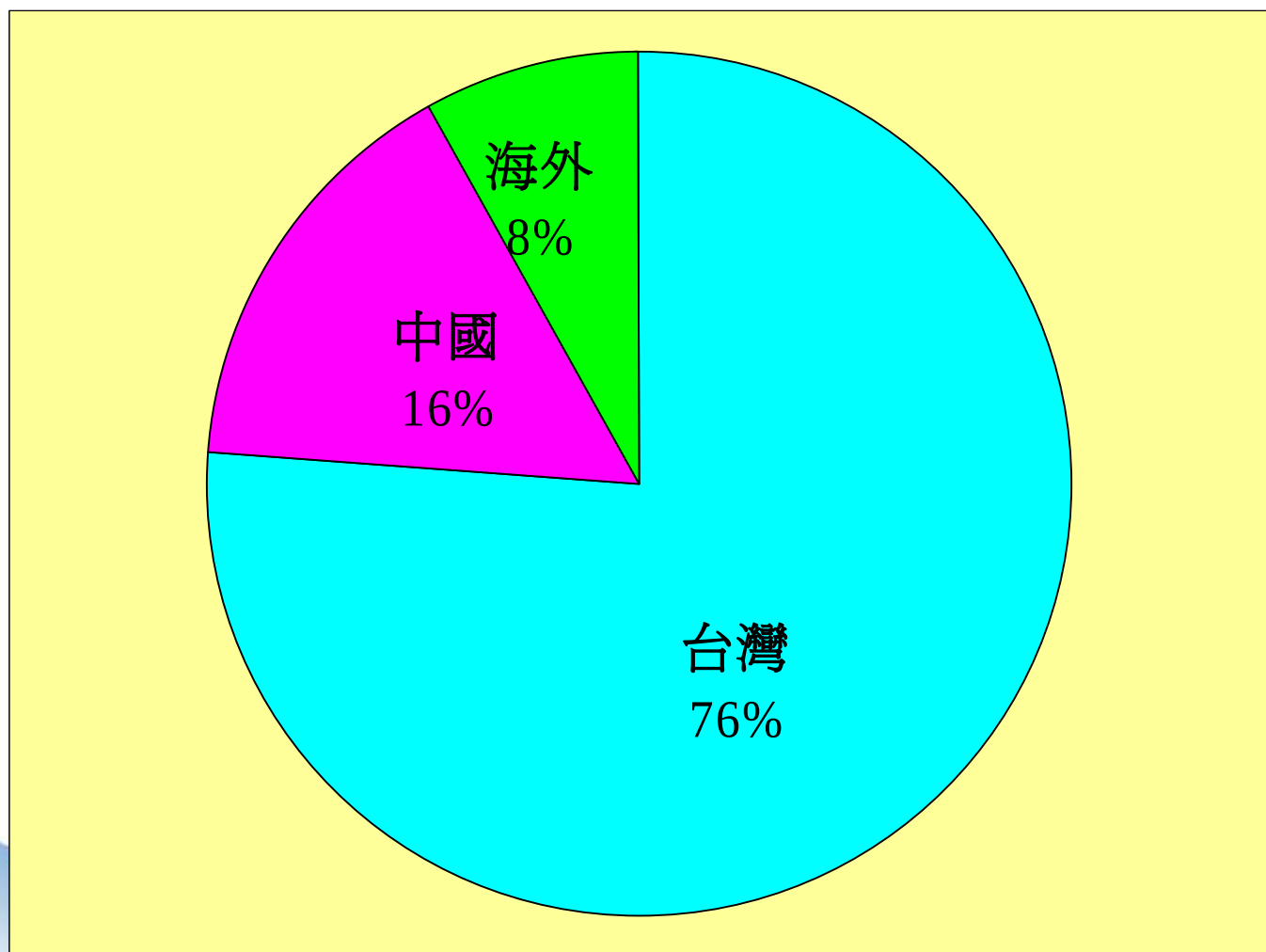
依產業別市場分佈(2012)



依地區別(2010)



依地區別(2012)



未來要做什麼——封測市場

開發不同的設備

- Flux Clean

- Metal Lift off

化學品

- Metal etching chemical

- PR stripper

未來要做什麼—LCD / Touch Panel

設備

- Glass Slimming
- Glass Strengthen

化學品

- Non-F Etching Chemical

未來要做什麼

1. 專注 (專利、技術、品牌、服務)

結合設備及化學品的研發能力
繼續整合更多不同的專業

2. 分散

外包製造、物料來源、市場風險

未來要做什麼

這個世界應該知道我們的存在





CHEM LEADER CORPORATION

CLC 添鴻科技

添鴻科技股份有限公司

CHEMLEADER CORPORATION



Company Profile

- ò Established Date : October, 2002
- ò Capital : NTD 68,000,000
- ò Chairman : Jesse Chan
- ò General Manager : Benjamin Lin
- ò Key Products : Specialty Chemicals
- ò Total Employee : 45 persons
- ò RD Manpower : 8 persons

Factory Area

Ø Facility area: About 2000 m³

Ø Total factory floor area: About 2850 m³

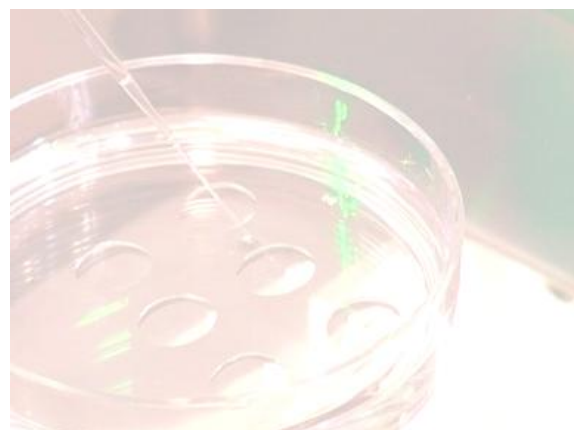
Ø Manufactory area

® Class: clean room

® Area: About 1000 m³



Product Classification



Etchants

Strippers

General
Chemicals

Other
Applications

Customer Distribution



Competition Advantages

- ❖ Customize product performances to meet every individual customer's requirements.
- ❖ Allocate company resources to respond quickly in accordance with customer's demands.
- ❖ Satisfy customers' production needs in both quantity and quality.
- ❖ Provide cost-competitiveness and long term cooperation to create win-win situation.
- ❖ Keep innovation momentum to follow industrial technology roadmap.

QA/RD Facilities



**Karl Fischer
Moisture Titrator**



GC



Microscope



**Auto Titrator
Potentiometric**



FTIR



ICP



IC



Liquid Particle Counter



SEM

ISO-9001 Certification



- Ø Continuously improve SOP and strictly follow SOP to reduce factory's MO rates.
- Ø Measure and record each production batch characteristics to ensure high-efficient quality.
- Ø Separate reaction tanks for different products to eliminate the risks of chemicals cross contamination.
- Ø Keep small-amount batch production for easily controlling batch-to-batch quality.
- Ø Follow up customers' inventory status regularly, and provide the freshest products always.

Financial Status



* 2012/H1 EPS only

2013 Business Strategies

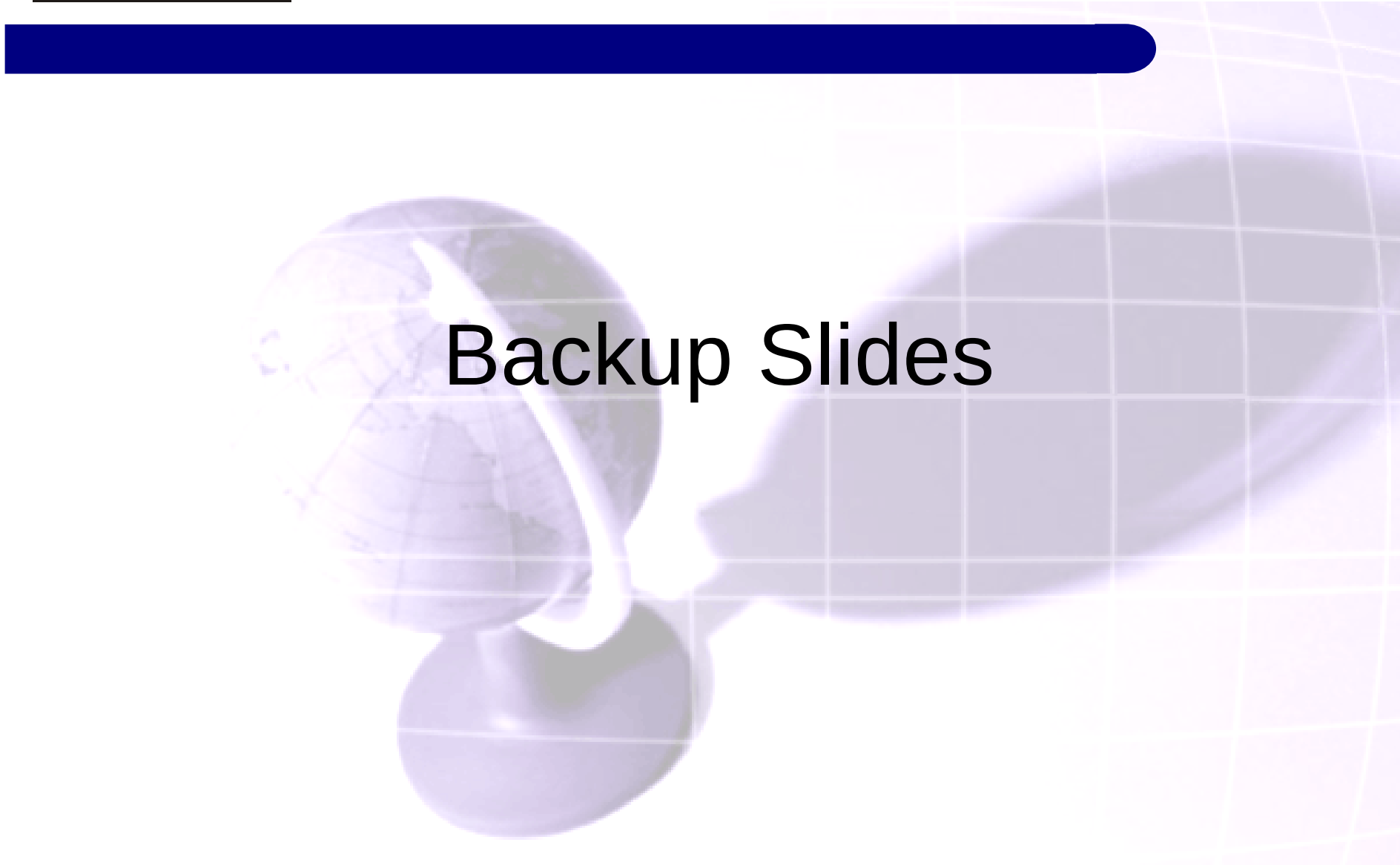
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- A faint, light gray world map is visible in the background of the slide, centered behind the list of business strategies.
- Maintain market shares and gross margins at key customers by continuing quality and cost improvement
 - Penetrate new markets by delivering new customized products and fulfilling customers' requirements
 - Expand manufacturing capacity by completing new fab facilities
 - Improve product qualities by tightly controlling raw materials IQA / process SPC / product OQA
 - Create environment-friendly way of working by introducing ISO-14000
 - Probe potential business opportunities by closely co-working with GPTC and customers

Conclusions

- Provide the best service and varieties of etching solutions with excellent and continuous improving quality to LED and semiconductor industry
- Fully utilize CLC/GPTC resources to help customers with optimizing products/process to solve customers' problems in short time
- Provide cost-effective technology and in-time materials supplement to customers



**Thank you for your
attentions!**



Backup Slides

Product Classification

