



東碩資訊(股)公司

法人說明會

2023年12月



法律聲明和免責聲明

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公司簡介

數拾年的領導地位



成立時間: 1983



掛牌時間: 2014 (3272)



總部地點: 新店, 台灣



工廠地點: 昆山, 汐止, 越南



業務據點: 台北、上海、加州



實收股本: NTD6.12億



員工人數: 1100



負責人: 曹賜正董事長



主產品: 擴充基座、IoT、
電腦周邊



認證: ISO 認證的企業



國際佈局: HDMI/ HDCP,
VESA, USB, PCI, UL, TUV,
VCCI, MFi, TBT, Wirepas,
WiFi, 5G, Bluetooth, Matter



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全球佈局

中國辦公室 上海市
2008年成立



中國工廠 昆山市
2019年成立



企業總部 新店區
1993年成立



台灣工廠 汐止區
2022年成立



北美辦公室 加州
1990年成立



汐止區 舊廠(租賃)
2020年成立

越南工廠 太平省
2023年成立中



昆山市 舊廠區
2001年成立



東莞 舊廠區
1996年成立



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東碩資訊是一家極具創新研發的 ODM 公司



d&i Award



Computex



qualified device
Amazon FreeRTOS



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為什麼會有擴充基座的需求?

Common Computer Port



您還記得這個時代嗎?



時代及流行快速改變

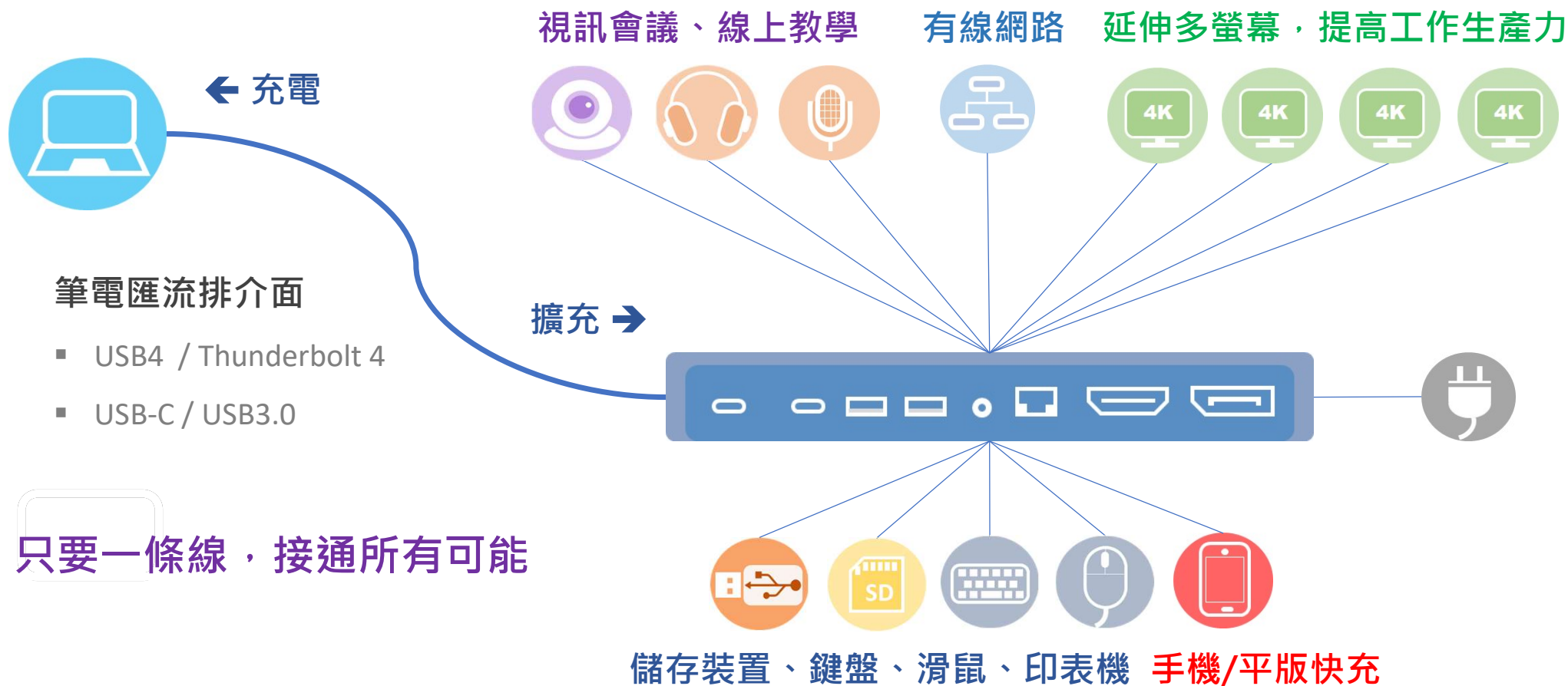


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成為筆電擴充必需的產品之一



主力：擴充基座 (Docking Station)



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使用擴充基座能使工作效率大幅提昇 42%



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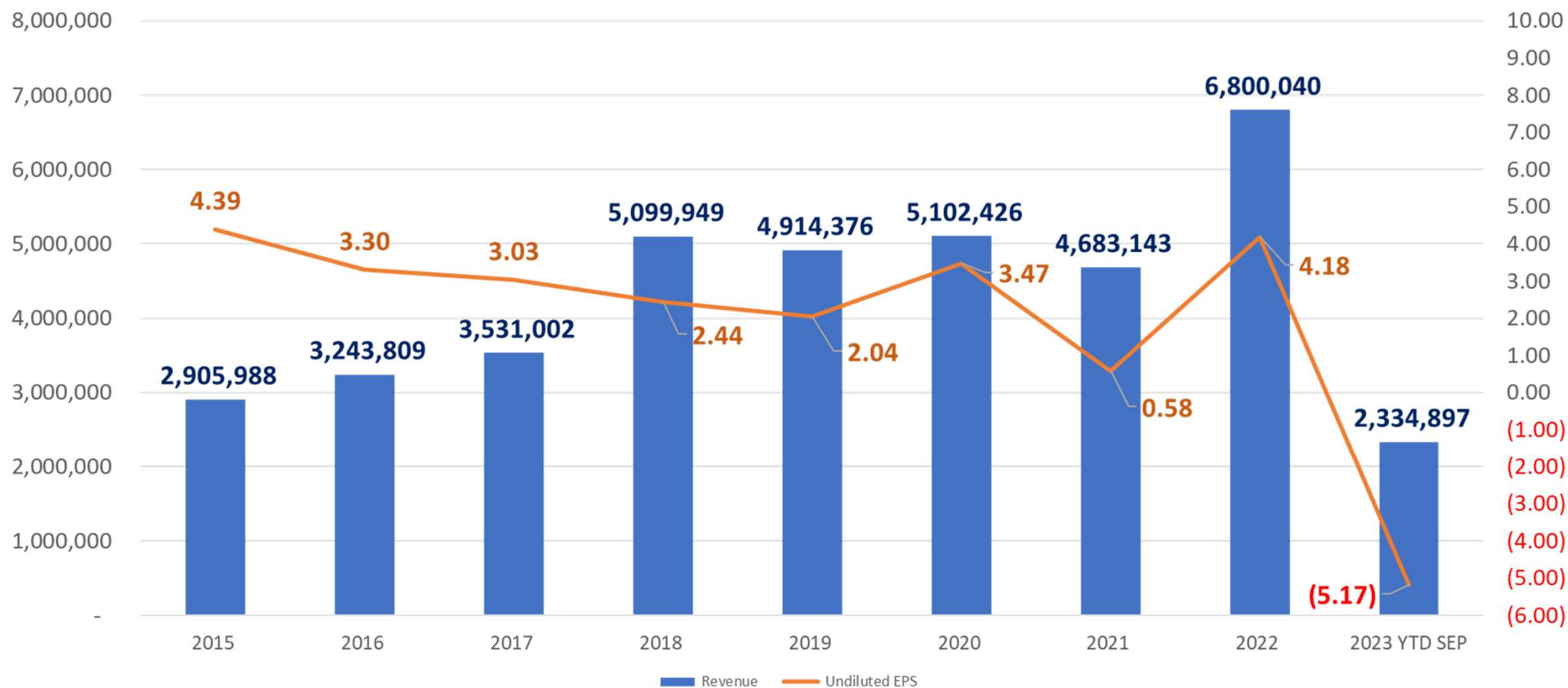
東碩資訊 營運績效





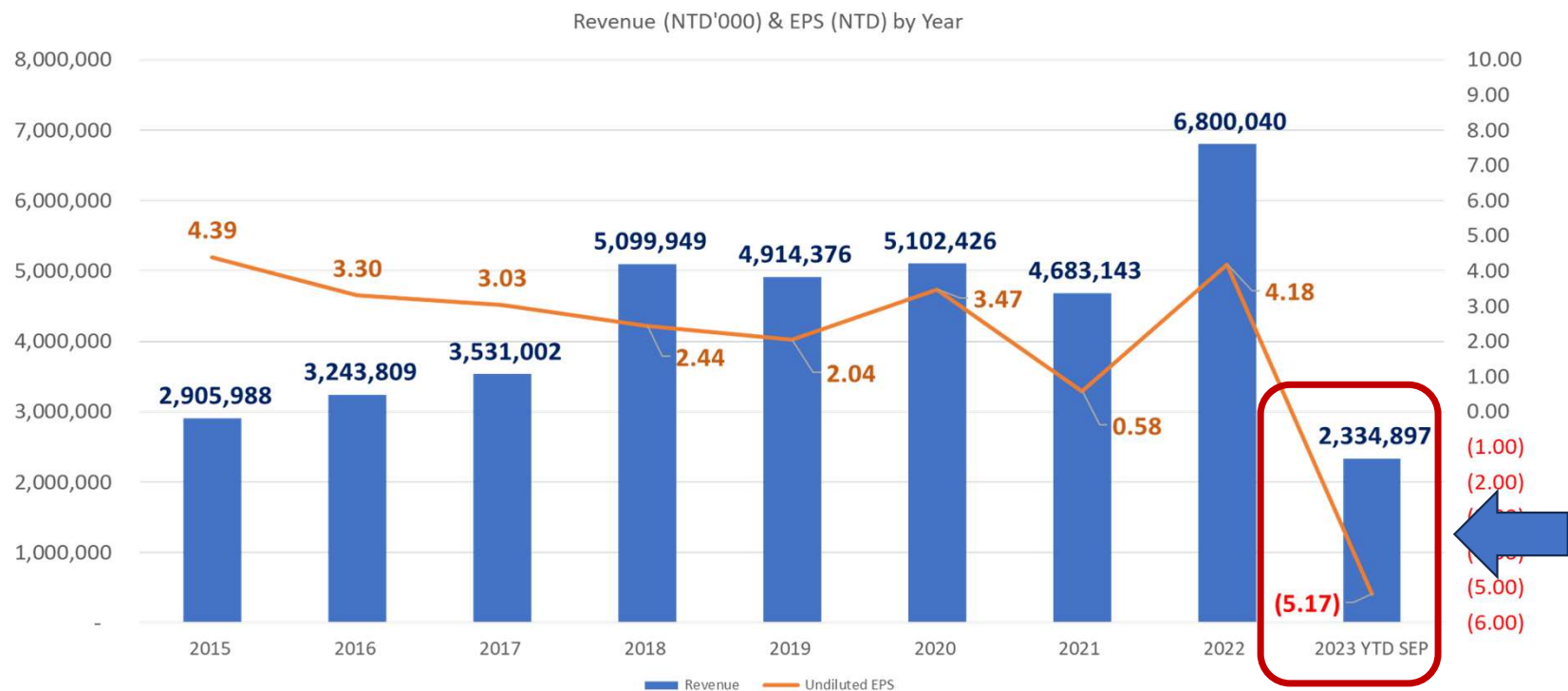
2015-2023 YTD 營收及淨利(損)

Revenue (NTD'000) & EPS (NTD) by Year



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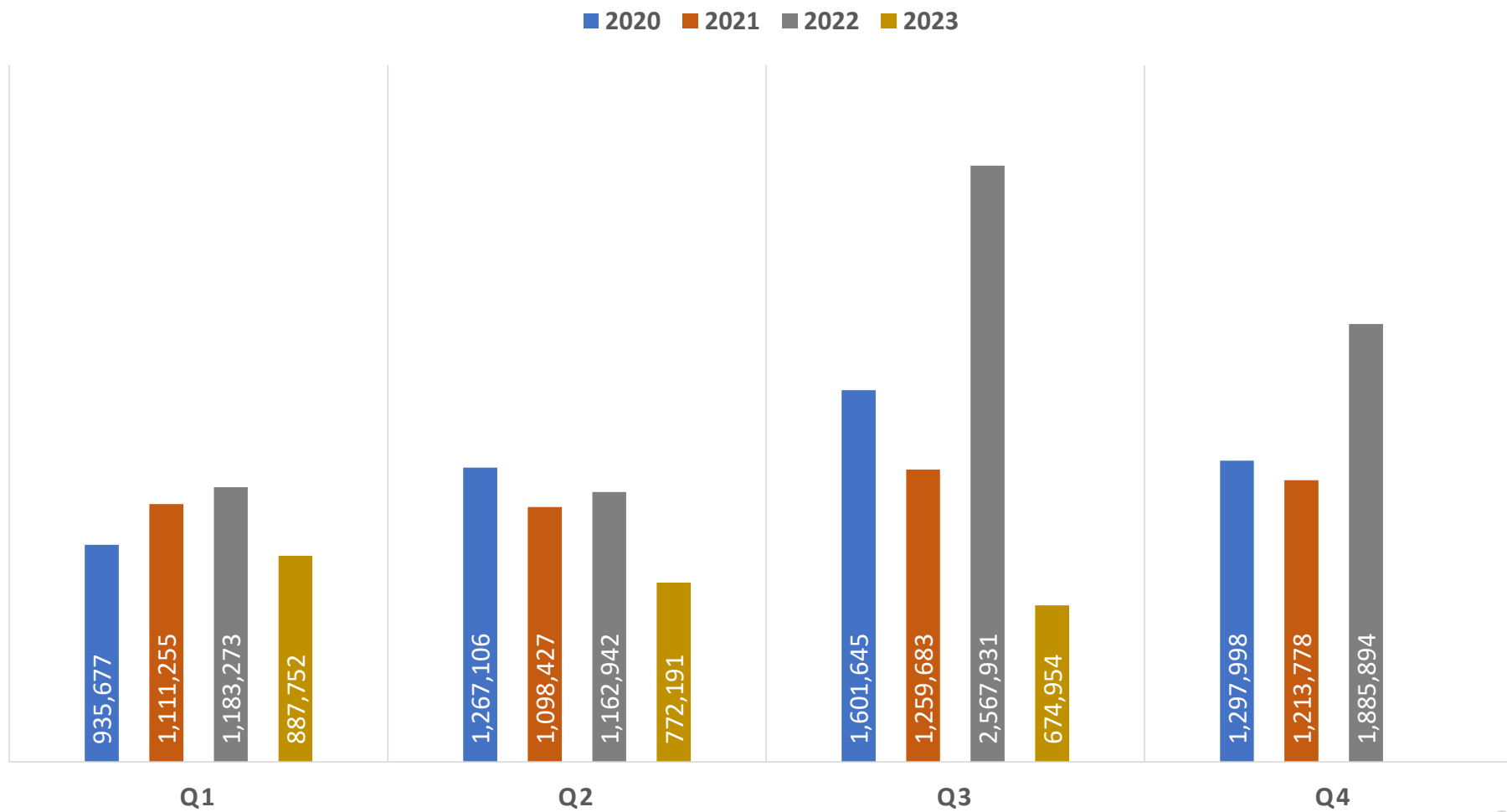
COVID時期供應 → 庫存進入備抵 → 再出貨回沖



有-3.52 的 EPS
在備抵，若出
貨就會回沖。

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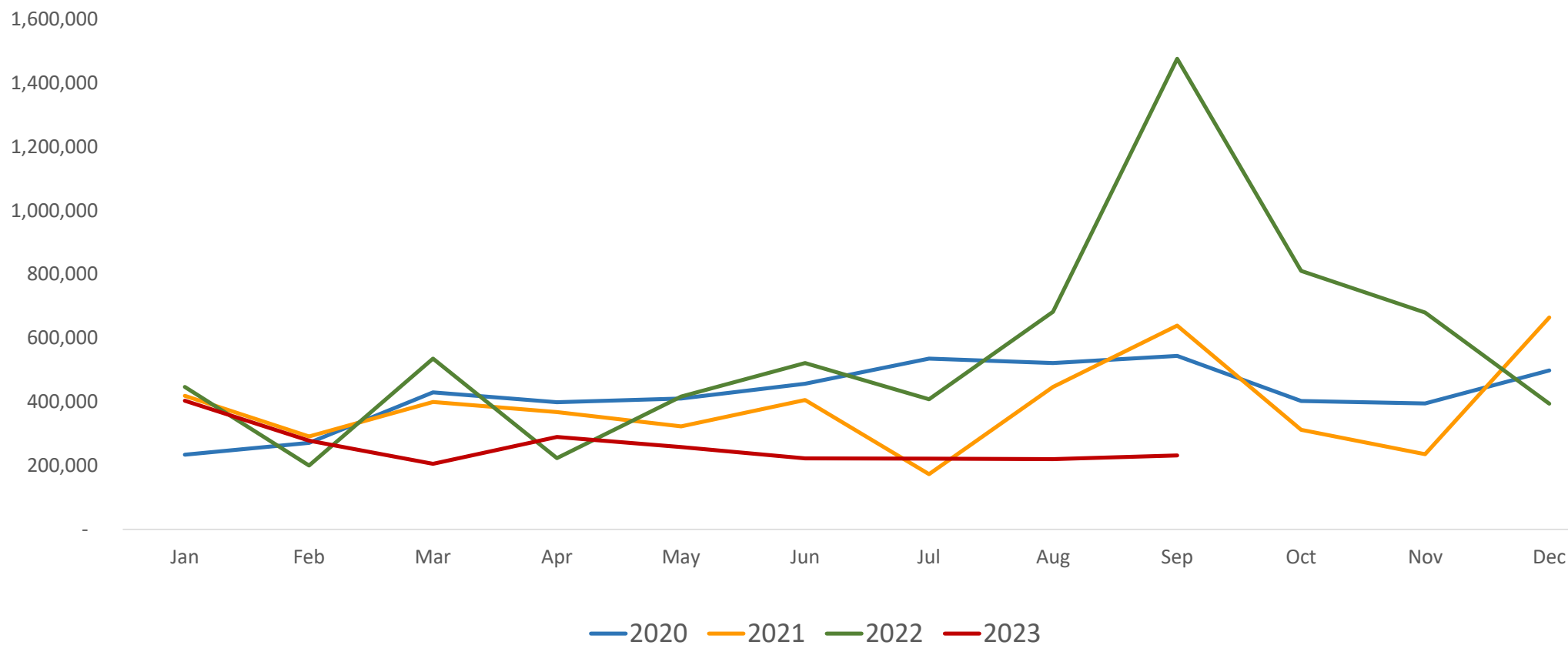
每季營收(新台幣仟元)



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2020-2023 每月營收(至第三季)

Revenue by Month (NTD'000)



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損益表YoY 比較

單位:新台幣仟元

項 目	2023Q3 YTD	%	2022Q3 YTD	%	差異	%
營業收入	2,340,179	100	4,914,146	100	(2,573,967)	(52)
營業毛利	31,344	1	462,049	10	(430,705)	(93)
營業費用	379,006	16	384,584	8	(5,578)	(1)
營業損益	(347,662)	(15)	77,465	2	(425,127)	(549)
營業外收(支)合計	3,965	1	(32,407)	(1)	36,372	(112)
稅前淨利	(343,697)	(14)	45,058	1	(388,755)	(863)
本期淨利	(313,652)	(13)	28,401	1	(342,053)	(1,204)
每股盈餘(元)	(5.17)		0.47		(5.64)	

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損益表QoQ 比較 (單季)

單位: 新台幣仟元

項目	2023年Q3	%	2023年Q2	%	差異金額	%
營業收入	680,236	100%	772,191	100%	(91,955)	(12%)
營業毛利	39,545	6%	(48,584)	(6%)	88,129	(181%)
營業費用	(119,496)	(18%)	(116,183)	(15%)	3,313	3%
營業損益	(79,951)	(12%)	(164,767)	(21%)	84,816	(51%)
營業外收(支)合計	(5,823)	(1%)	21,858	3%	(27,681)	(127%)
稅前淨利	(85,774)	(13%)	(142,909)	(19%)	57,135	(40%)
本期淨利	(56,510)	(8%)	(148,585)	(19%)	92,075	(62%)

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資產負債表比較 (資產)

單位:新台幣仟元

項目	2023/9/30		2022/12/31		變動數
現金及約當現金	1,107,538	24	563,950	9	543,588
應收帳款	826,978	18	2,357,295	37	(1,530,317)
存貨	879,095	19	1,704,018	26	(824,923)
其他流動資產	73,495	2	89,238	1	(15,743)
流動資產合計	2,887,106	63	4,714,501	73	(1,827,395)
不動產、廠房及設備	1,563,680	34	1,640,760	26	(77,080)
其他非流動資產	131,891	3	67,485	1	64,406
非流動資產合計	1,695,571	37	1,708,245	27	(12,674)
資產總計	4,582,677	100	6,422,746	100	(1,840,069)

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資產負債表比較 (負責+股東權益)

單位:新台幣仟元

項目	2023/9/30		2022/12/31		變動數
短期借款	995,890	22	1,199,328	19	(203,438)
應付帳款	1,097,220	24	2,249,938	35	(1,152,718)
一年或一營業週期內到期長期負債	99,094	2	74,430	1	24,664
其他流動負債	104,901	2	185,489	3	(80,588)
流動負債合計	2,297,105	50	3,709,185	58	(1,412,080)
長期借款	553,548	12	675,492	11	(121,944)
其他非流動負債	12,185	0	16,180	0	(3,995)
非流動負債合計	565,733	12	691,672	11	(125,939)
負債總計	2,862,838	62	4,400,857	69	(1,538,019)
股東權益	1,719,839	38	2,021,889	31	(302,050)
股東權益總計	1,719,839	38	2,021,889	31	(302,050)
負債及權益總計	4,582,677	100	6,422,746	100	(1,840,069)

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現金流量表YoY

單位: 新台幣仟元	2023/9/30	2022/9/30
營業活動之淨現金流入(流出)	991,879	(368,290)
投資活動之淨現金流入(流出)	(61,185)	(108,239)
籌資活動之淨現金(流出)流入	(409,651)	372,130
匯率變動對現金及約當現金之影響	36,129	34,871
本期現金及約當現金增加(減少)數	557,172	(69,528)
期初現金及約當現金餘額	550,366	317,948
期末現金及約當現金餘額	\$ 1,107,538	\$ 248,420

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擴充基座前景看好

1. **Grand View Research**: The docking station market size was valued at USD 1,518.9 million in 2022 and is expected to grow at a compound annual growth rate (CAGR) of 6.1% from 2023 to 2030.
2. **Transparency Market Research**: The global docking station market is projected to flourish at a CAGR of 6.2% from 2022 (USD1.8bn) to 2031 (USD3.0bn).
3. **Verified Market Research**: Docking Station Market size was valued at USD 1.10 Billion in 2020 and is projected to reach USD 1.65 Billion by 2028, growing at a CAGR of 5.22% from 2021 to 2028.
4. **Maximize Market Research**: Docking Station Market size was valued at US\$ 1.78 Bn. in 2022 and the total revenue is expected to grow at 5.7 % CAGR through 2023 to 2029, reaching nearly US\$ 2.63 Bn.
5. **ECON Market Research**: The Global Docking Station Market is predicted to reach approximately USD 2,842 million by 2031, at a CAGR of 6.87% from 2022 to 2031.

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備好有效的生產力

台灣廠: 新北汐止



越南廠: 太平省太瑞縣



中國廠: 昆山周市鎮

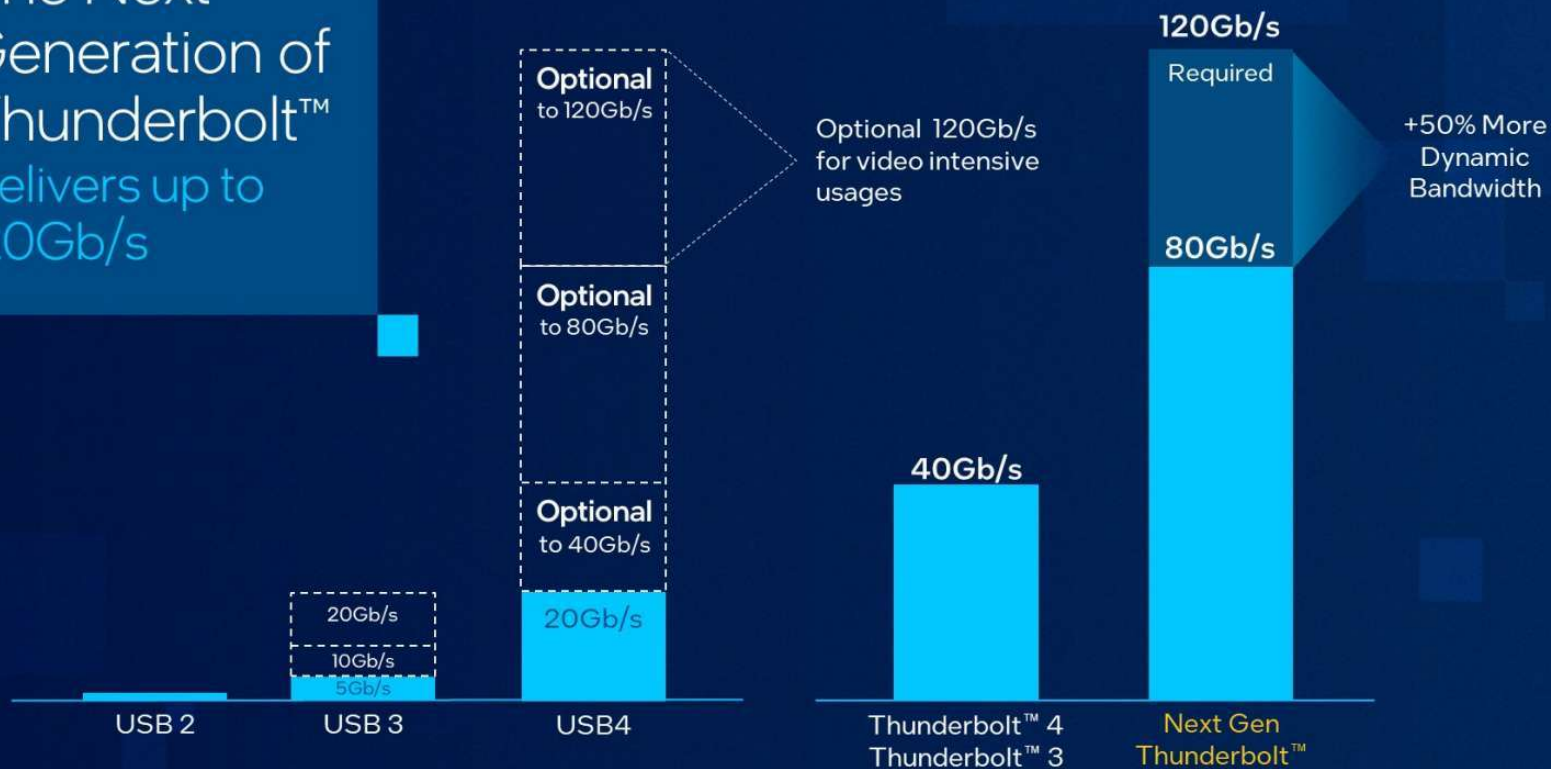


即將來臨
預估Q4 2024

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東碩資訊開發了下一代雷電5的產品

The Next
Generation of
Thunderbolt™
Delivers up to
120Gb/s



intel

<https://www.intel.com/content/www/us/en/newsroom/news/intel-leads-industry-next-generation-thunderbolt.html>

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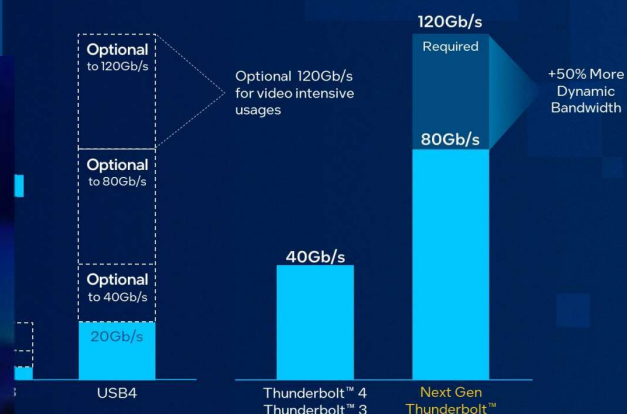
東碩資訊走在產業前面



<https://www.youtube.com/watch?v=YWlud6uGcLA>



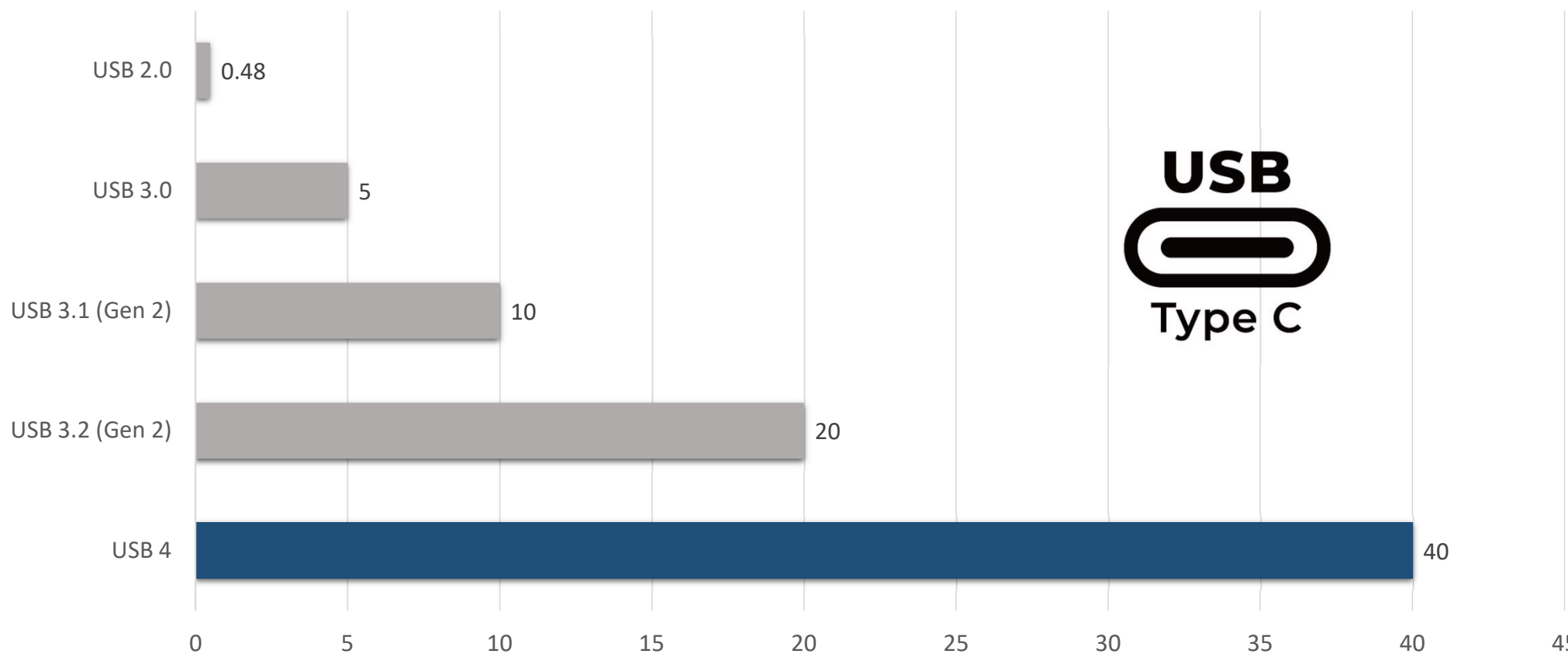
The Next
Generation of



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USB 4.0 也是重點開發項目

Transfer Speed (Gbps)



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率先推出5顯的擴充基座



Universal Dock

- (4K120 Hz x 4) + (4K60 Hz x 1)
- Upstream PD100W
- Downstream PD20W

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氮化鎵擴充基座



Universal Dock

- 120W
- 150W



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開發無線充電技術的產品

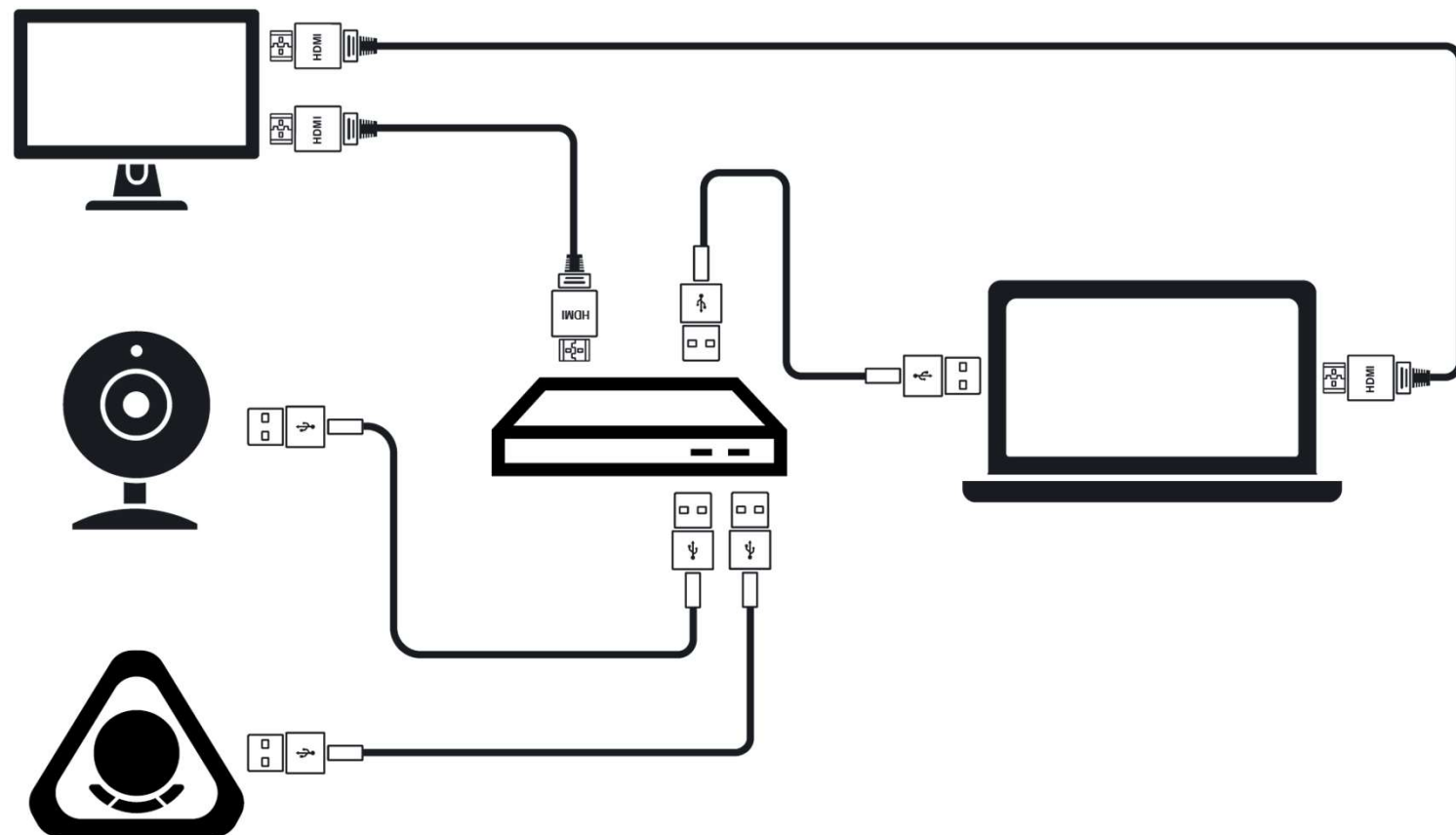
無線充電

- 筆電
- 手機
- 平板
- 耳機



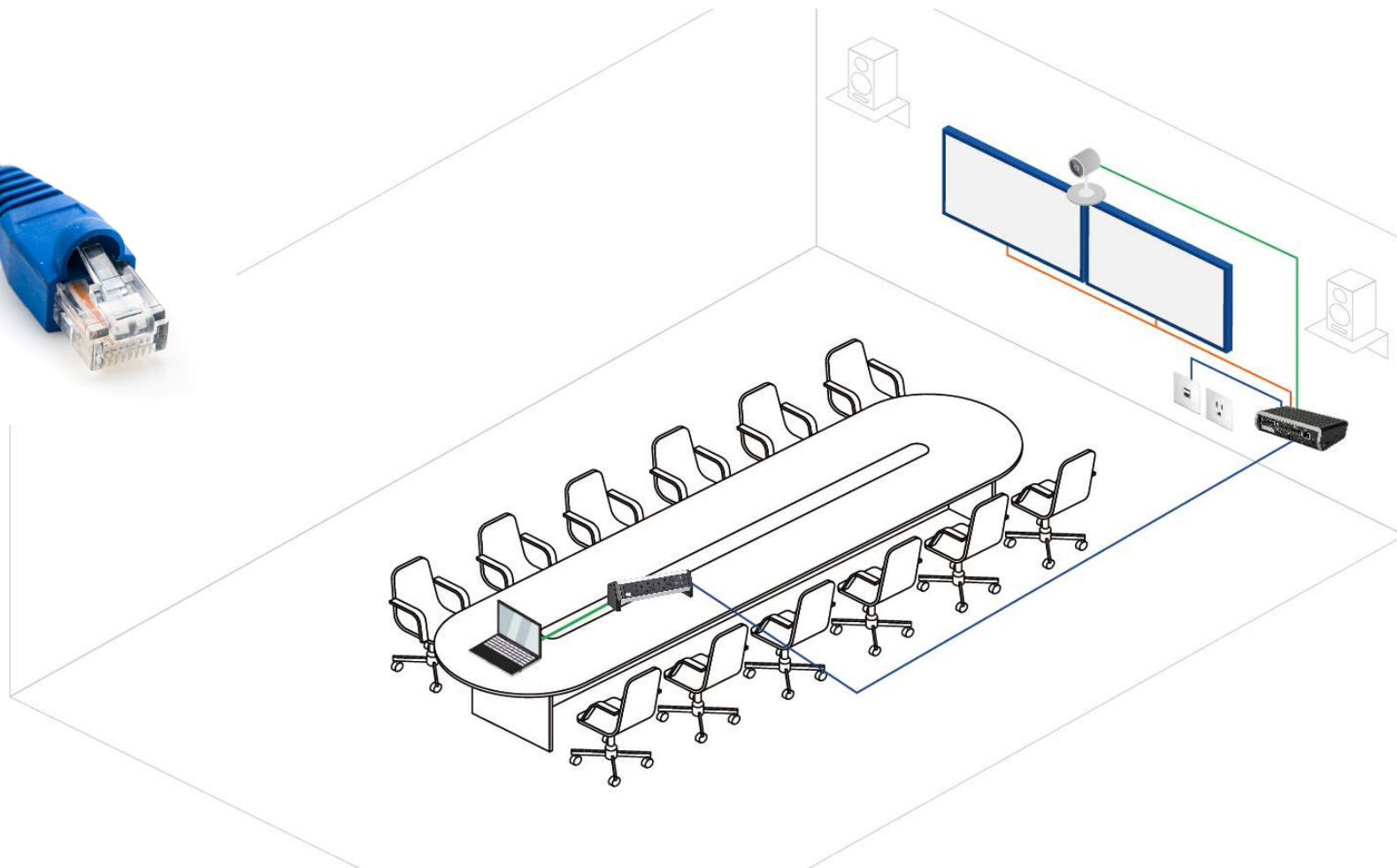
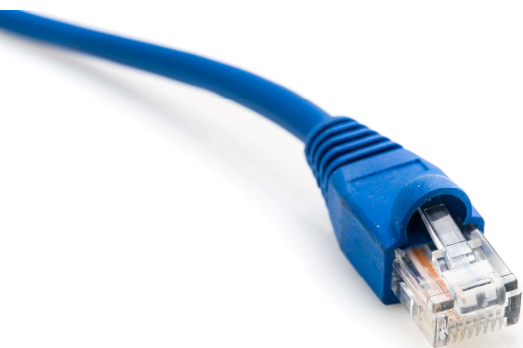
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推出會議室專屬的擴充基座



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建立使用乙太網路為傳輸介面的基座



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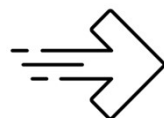
各種技術仍在換代中：不斷創造新商機



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各種技術仍在換代中：不斷有新商機

HDMI
HIGH-DEFINITION MULTIMEDIA INTERFACE
2.0



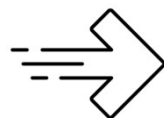
HDMI™ 2.1

SUPER SPEED+
CERTIFIED **USB**
10Gbps



CERTIFIED
USB 40™
Gbps

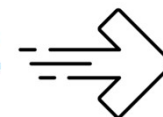
D
1.4



DisplayPort 2.1

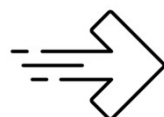


THUNDERBOLT™
4



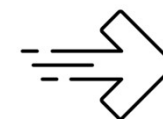
THUNDERBOLT™

Wi-Fi®
CERTIFIED **5**



Wi-Fi®
CERTIFIED **6**

PD 3.0

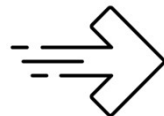


PD 3.1

720p
HD

1080p
FULL HD

2K
QUAD HD

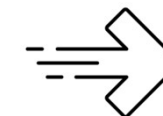


4K
ULTRA HD

6K
ULTRA HD

8K
ULTRA HD

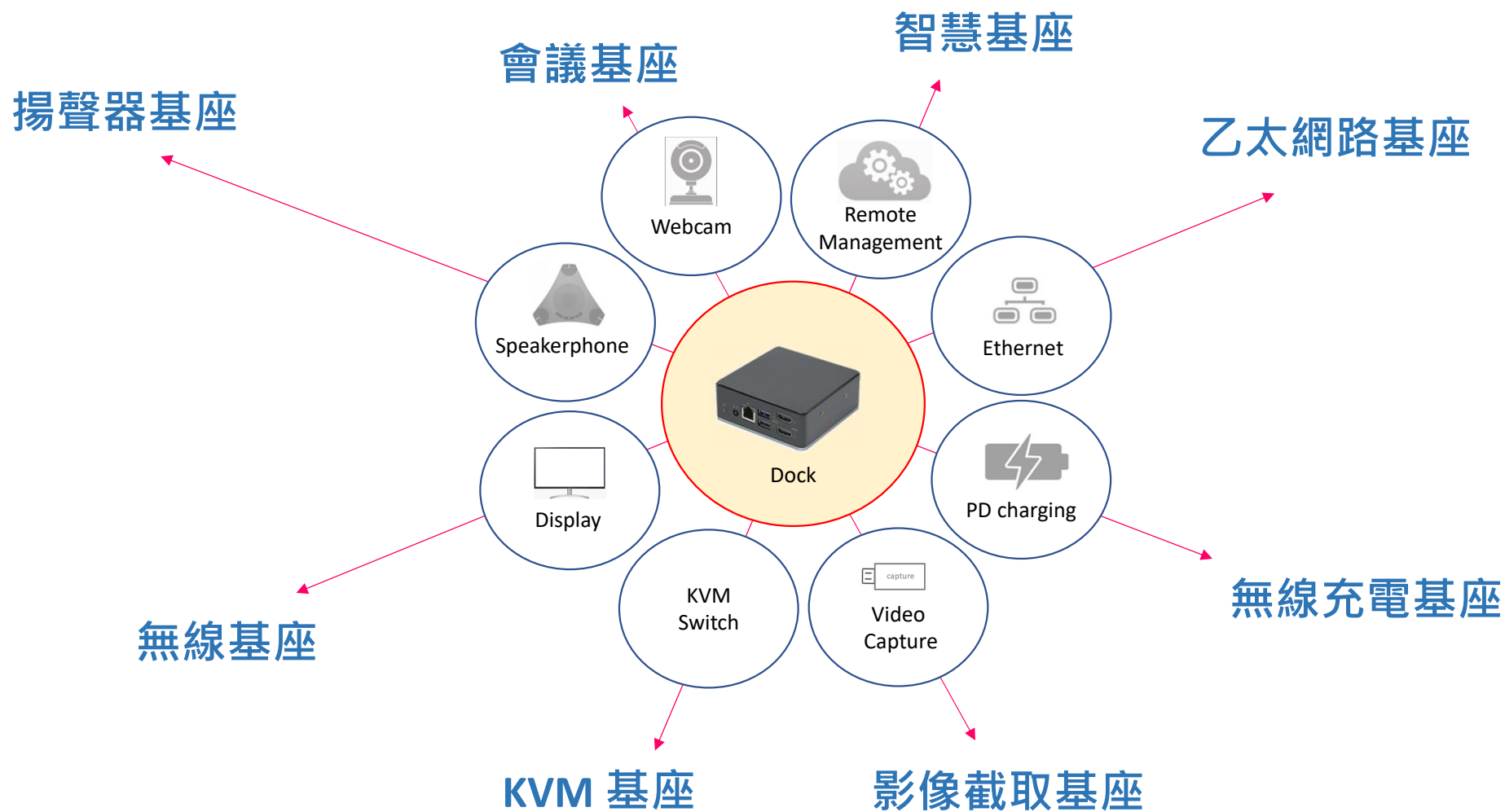
1 Gbps



2.5G

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各種應用增加中，市場變大



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東碩資訊 永續篇



東碩資訊是一家高度重視社會責任感的公司



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東碩資訊是一家幸福企業



GOOD WAY

東碩資訊
東碩資訊股份有限公司

[看更多職缺](#)

2022得獎名單				人才永續	幸福文章	幸福
2022幸福企業 得獎名單						
 東碩資訊 東碩資訊股份有限公司 看更多職缺	 台灣松下多層材料 台灣松下多層材料股份... 看更多職缺	 力晶積成電子 力晶積成電子製造 力晶積成電子製造股份... 看更多職缺	 智慧生活 亞太電信 亞太電信股份有限公司 看更多職缺			
 廣達電腦 廣達電腦股份有限公司 看更多職缺	 英格露科技 英格露科技股份有限公司 看更多職缺	 大江生醫 大江生醫股份有限公司 看更多職缺	 中華電信 中華電信股份有限公司 看更多職缺			
 京元電子 京元電子股份有限公司 看更多職缺	 FUNDAY英語教育 智學數位科技股份有限... 看更多職缺	 光寶科技 光寶科技股份有限公司 看更多職缺	 金車生物科技 金車生物科技股份有限公司... 看更多職缺			



東碩資訊的CSR及永續報告



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東碩資訊不斷投入社會活動



三次獲得運動企業認證

愛心跳蚤市場，
為獨居長輩募款



春節送愛獨居長輩



學童英語播種計畫



清理海灘活動



馬拉松英雄認證

光點圓夢計畫



60天健康減重做公益，送愛喜憨兒



氣候變遷課程

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東碩: ISO 9001 / 14001

ISO 9001



CERTIFICATE

Management system as per
ISO 9001: 2015

The Certification Body TUV NORD CERT GmbH hereby confirms as a result of the audit, assessment and certification decision according to ISO/IEC 17021-1:2015, that the organization

GOOD WAY TECHNOLOGY CO., LTD.

3F, No. 135, Lane 235, Baociao Rd., Sindian Dist.,
New Taipei City 231, Taiwan



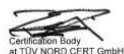
with the locations according to the annex

operates a management system in accordance with the requirements of ISO 9001:2015 and will be assessed for conformity within the 3 year term of validity of the certificate.

Design and Manufacturing of Computer Cables and Adaptors, KVM Switches, Lan Products and Thunderbolt, USB & IEEE 1394 Peripheral Products (Adaptors, Dockings), Internet of Things (Controllers, Sensors, Switches) and Electronic Products (Audio/Video)

Certificate Registration No. 44 100 092010
Audit Report No. 2.5-0342/2020

Valid from 2020-12-29
Valid until 2023-12-28
Initial Certification 2009-01-02



TUV ASIA PACIFIC LIMITED
Taiwan Branch
Room A1, 9F, No.333, Sec.2,
Tun Hua S. Rd.,
Taipei 10669 Taiwan, R.O.C.
2022-01-12

TUV NORD CERT GmbH Langemarckstrasse 20 45141 Essen www.tuev-nord-cert.com



ISO 14001



CERTIFICATE

Management system as per
ISO 14001: 2015

The Certification Body TUV NORD CERT GmbH hereby confirms as a result of the audit, assessment and certification decision according to ISO/IEC 17021-1:2015, that the organization

GOOD WAY TECHNOLOGY CO., LTD.

3F, No. 135, Lane 235, Baociao Rd., Sindian Dist.,
New Taipei City 231, Taiwan



with the locations according to the annex

operates a management system in accordance with the requirements of ISO 14001:2015 and will be assessed for conformity within the 3 year term of validity of the certificate.

Design and Manufacturing of Computer Cables and Adaptors, KVM Switches, Lan Products and Thunderbolt, USB & IEEE 1394 Peripheral Products (Adaptors, Dockings), Internet of Things (Controllers, Sensors, Switches) and Electronic Products (Audio/Video)

Certificate Registration No. 44 104 082611
Audit Report No. 2.5-0342/2020

Valid from 2020-12-29
Valid until 2023-12-28
Initial Certification 2008-12-29



TUV ASIA PACIFIC LIMITED
Taiwan Branch
Room A1, 9F, No.333, Sec.2,
Tun Hua S. Rd.,
Taipei 10669 Taiwan, R.O.C.
2022-01-12

TUV NORD CERT GmbH Langemarckstrasse 20 45141 Essen www.tuev-nord-cert.com



to Certificate Registration No. 44 100 092010
ISO 9001: 2015

GOOD WAY TECHNOLOGY CO., LTD.

3F, No. 135, Lane 235, Baociao Rd., Sindian Dist.,
New Taipei City 231, Taiwan

Certificate Registration No.	Location	Scope
44 100 092010-001	Good Way Technology Co., Ltd. 3F, No. 135, Lane 235, Baociao Rd., Sindian Dist., New Taipei City 231, Taiwan	Design Process
44 100 092010-002	Good Way Electronic (KunShan) Co., Ltd. No. 101, Hengchangjing Road, Zhoushi Town, Kunshan City 215337, Jiangsu, China	Design and Manufacturing Processes
44 100 092010-003	Good Way Technology Co., Ltd. 3F, 4F, No. 43, Zhongxing Rd., Xizhi Dist., New Taipei City 221, Taiwan	Design and Manufacturing Processes

to Certificate Registration No. 44 104 082611
ISO 14001: 2015

GOOD WAY TECHNOLOGY CO., LTD.

3F, No. 135, Lane 235, Baociao Rd., Sindian Dist.,
New Taipei City 231, Taiwan

Certificate Registration No.	Location	Scope
44 104 082611-001	Good Way Technology Co., Ltd. 3F, No. 135, Lane 235, Baociao Rd., Sindian Dist., New Taipei City 231, Taiwan	Design Process
44 104 082611-002	Good Way Electronic (KunShan) Co., Ltd. No. 101, Hengchangjing Road, Zhoushi Town, Kunshan City 215337, Jiangsu, China	Design and Manufacturing Processes
44 104 082611-003	Good Way Technology Co., Ltd. 3F, 4F, No. 43, Zhongxing Rd., Xizhi Dist., New Taipei City 221, Taiwan	Design and Manufacturing Processes

兩廠均得 RBA 認可



Responsible Business Alliance

Advancing Sustainability Globally

Recognition that

Good Way Electronic (KunShan) Co., Ltd.

No.101, Hengchangjing Rd., Kunshan, Jiangsu,
3F, No.135, Ln.235, Baociao Rd., Sindian Dist., New,
Suzhou, Jiangsu, 215314
China

*Completed the RBA Validated Audit Process, achieving SILVER
Status without any priority findings, earning a score of 174.1*

Validated Audit Report: VAR-20221212-CN-02A01-1

Audit date: December 12, 2022

Certificate issue date: December 24, 2022

Expiration date: December 14, 2024

Robert F. Lederer
CEO, RBA



Responsible Business Alliance

Advancing Sustainability Globally

Recognition that

**GOOD WAY ELECTRONIC
(TAIPEI FACTORY)**

4F, No. 43, Zhongxing Rd., Xizhi Dist., New Taipei City, 221012,
Chinese Taipei

*Completed the RBA Validated Audit Process, achieving SILVER
Status without any priority findings, earning a score of 171.9*

Validated Audit Report: VAR-20230904-TW-01A01-1

Audit date: September 04, 2023

Certificate issue date: September 18, 2023

Expiration date: September 04, 2025

Robert F. Lederer
CEO, RBA

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昆山廠: ISO 14064 / 50001 / 45001

ISO 14064

Certificate No: 04122GHG0022



VERIFICATION STATEMENT OF GHG EMISSIONS AT THE ORGANIZATION LEVEL

GOOD WAY ELECTRONIC(KUNSHAN)CO.,LTD.

Verification criteria : ISO 14064-1:2018

Venue / boundary : No.101, Hengchangjing Road, Zhoushi Town, Kunshan City, Jiangsu Province

Inspection coverage time : January 1, 2021- December 31, 2021

Total emissions : 3,718 tCO₂e

Cover the following activities : All production and operation activities under the operational control approach related to greenhouse gas emissions of GOOD WAY ELECTRONIC(KUNSHAN)CO.,LTD., located at No.101, Hengchangjing Road, Zhoushi Town, Kunshan City, Jiangsu Province.

Greenhouse gas Category : Category 1, Category 2

Release date of verification statement : August 22, 2022.

CTI **CNAS** 中国认可 国际互认 审定核查 CNAS C041-V

Shenzhen CTI International Certification Co., LTD
Zone A 8F CTI Building, No.4 Liu Xian San Road, Xin'an Street, Bao'an District, Shen Zhen, China.

General manager

ISO 50001

Certificate No: 04121En20062R0



ENERGY MANAGEMENT SYSTEM CERTIFICATE

This is to certify that
GOOD WAY ELECTRONIC (KUNSHAN) CO., LTD
Unified Credit Record: 91320583729004831W
Registration Address: No.101, Hengchangjing Road, Zhoushi Town, Kunshan City, Jiangsu Province

Has been awarded this certificate for compliance with the standard
GB/T 23331-2020/ISO50001:2018 ; RB/T101-2013
Production/Business Address: No.101, Hengchangjing Road, Zhoushi Town, Kunshan City, Jiangsu Province

The places of energy conversion storage distribution and use within the scope of certification: No.101, Hengchangjing Road, Zhoushi Town, Kunshan City, Jiangsu Province
Scope: Goodway Electronics (Kunshan) Co., Ltd., located at No.101, Hengchangjing Road, Zhoushi Town, Kunshan City, Jiangsu Province, Major energy activities in the design and production of computer converters, adapters and USB wires, Mainly divided into Production systems related to SMT, DIP, ASSY and Packaging, Auxiliary production systems related to power transformation & distribution system, air compression system, central air conditioning system, Others also involve office, dormitory and other ancillary production systems

Energy performance and energy management system boundary see annex

Issue	Expiry	Initial Issue	Recertification
2021/11/23	2024/11/22	*****	*****

The scope of certification under this certificate shall be used together with the effective regulatory and statutory requirements involved, which shall include but not be limited to administrative license, qualification scope and mandatory certification requirements, etc.
Surveillance conformity label should be pasted below for continual effectiveness of this certificate.

第一次监督 合格标志 第二次监督 合格标志

CTI **CNAS** 中国认可 国际互认 管理体系 认证证书 CNAS C041-M

Shenzhen CTI International Certification Co., LTD
Zone A 8F CTI Building, No.4 Liu Xian San Road, Xin'an Street, Bao'an District, Shen Zhen, China.
You can seek the certificate details which are both on the CTI official website (www.cti-cert.org) and the Certification and Accreditation Administration of the People's Republic of China official website (www.cnca.gov.cn)

General manager

ISO 45001

Certificate No: 04121S30133R0M



OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT SYSTEM CERTIFICATE

This is to certify that
GOODWAY ELECTRONIC(KUNSHAN) CO.,LTD
Unified Credit Record: 91320583729004831W
Registration Address: No.101 Hengchangjing Road Zhoushi Town Kunshan City Jiangsu province

Has been awarded this certificate for compliance with the standard
GB/T45001-2020/ISO45001:2018
Production/Business Address: No.101 Hengchangjing Road Zhoushi Town Kunshan City Jiangsu province (Phase 1)

Range of Products and Process: Design and production of computer converter, adapter and USB wire

Issue	Expiry	Initial Issue	Recertification
2021/08/20	2024/08/19	*****	*****

The scope of certification under this certificate shall be used together with the effective regulatory and statutory requirements involved, which shall include but not be limited to administrative license, qualification scope and mandatory certification requirements, etc.
Surveillance conformity label should be pasted below for continual effectiveness of this certificate.

第一次监督 合格标志 第二次监督 合格标志

CTI **IAF** **CNAS** 中国认可 国际互认 管理体系 认证证书 CNAS C041-M

Shenzhen CTI International Certification Co., LTD
Zone A 8F CTI Building, No.4 Liu Xian San Road, Xin'an Street, Bao'an District, Shen Zhen, China.
You can seek the certificate details which are both on the CTI official website (www.cti-cert.org) and the Certification and Accreditation Administration of the People's Republic of China official website (www.cnca.gov.cn)

General manager



2022 太陽能狀態

- 產出: 1.26GWh
- 佔用電量 34%
- 省下733噸CO2



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CDP 刊登



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Name	Response	Year	Status	Score
Good Way Technology Co., Ltd	Climate Change 2022	2022	Submitted	Not Available
Good Way Technology Co., Ltd	Water Security 2022	2022	Submitted	Not Available

Note: Not all companies requested to respond to CDP do so. Companies who are requested to disclose their data and fail to do so, or fail to provide sufficient information to CDP to be evaluated will receive an F. An F does not indicate a failure in environmental stewardship.

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1 公司介紹

2 產品概述

3 績效簡介

4 營運方向

5 社會責任

6 Q&A

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Thank You.