



## 汎瑋材料科技股份有限公司

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### 企業沿革

- 1992 年** 創立汎瑋企業有限公司。
- 2006 年** 更名為汎瑋企業股份有限公司；公司營業地址遷移至臺中市西屯區工業區 42 路 9 號。
- 2018 年** 通過 ISO90001:2015(CNS12681:2016) 認證。
- 2020 年** 機台取得「一種雙面膠帶加工用彩色檢驗機」取得實用新型專利授權。
- 2020 年** 更名為汎瑋材料科技股份有限公司。
- 2021 年** 設立汎瑋越南子公司。
- 2021 年** 開發製程技術亦取得「一種斜切機構」實用新型專利授權。
- 2021 年** 通過 ISO90001:2015 認證。
- 2021 年** 擴大營業規模，公司營業地址遷移至臺中市西屯區工業區 38 路 185-2 號。
- 2022 年** 製作工藝取得「一種銅箔二段式折彎 90 度治具」實用新型專利授權。
- 2023 年** 正式公開發行股票代號 (6967)。
- 2023 年** 2023 年 9 月 28 日登錄興櫃市場掛牌。

### 主要產品

- 電子功能材料解決方案
- 3M 經銷業務

### 企業簡介

汎瑋材料成立於民國 81 年 3 月，汎瑋材料主要產品電子功能性材料是各式電子產品及其元件實現特定功能所需的元器件，應用範圍非常廣泛，包括手機、平板電腦、筆記型電腦、穿戴式裝置、電動車及醫療等。這些材料主要用於電子產品狹小內部空間實現黏貼、固定、防震、密封、電磁遮罩、導電、絕緣等功能，或在電子產品表面實現防刮、防塵、防水、標識等功能。

### 出口實績及國際競爭力

1. 從傳統模切產業升級為功能性材料：隨著新科技產業如醫療儀器 AR/VR、電動汽車、低軌衛星等產業的興起，對模切產的「機能化」、「精確度」要

求也越來越高，汎瑋材料結合現代廠房、自動化設備的規模量產，創造差異性與競爭力，汎瑋材料目前生產的功能性材料包含如吸波材、導電材、絕緣材、緩衝材、散熱材，可依各科技客戶各種產品特性，達到精確和快速、多樣量產的目標。

2. 積極切入電子組裝大廠供應鏈：臺灣中小企業廠商而言，站在巨人肩膀上加快國際化腳步及策略性業務拓張可以省下更多時間、精力，重新整隊以最少的成本，借力使力，藉著切入電子 5 哥供應鏈，快速立足海外市場拓展國際市場或進行轉型，透過利他共榮的方式建立異中求同、同中存異的雁型團隊。
3. 擴展新興領域，持續擴增海外版圖：高價值的功能性材料汎瑋材料業務價值與長力道來源。主要海外版圖擴增有三略：
  - ① 功能性產品附加值提升，既有供應鏈客戶新產品的拓銷。
  - ② 與既有品牌供應鏈客戶海外共同設廠，就近服務。
  - ③ 透過客戶切入客戶等多元戰略，切入高速成長的智慧穿戴式產品、AR/VR 設備、電動汽車三個領域。

#### 營運管理與績效

1. 汎瑋材料主要生產模切及高附加功能性產品為主，產業發展隨下游電子 3C 產業供應鏈的轉移與擴增、快速成長的新科技產業應用等有直接相關。因應產業趨勢和汎瑋材料現行的資源與能量，企業發展策略主要有三：
  - ① 既有客戶之新品項業務開發。
  - ② 配合客戶產能佈局，貼近客戶新生產聚點，再擴大海外生產佈局。

#### 綜合評語

1. 為機能性材料專業代理商，其產品應用廣泛，垂直整合轉型成功切入國際科技產業供應鏈，具外銷競爭力。
2. 在海外設立 5 家子公司，母子公司以靈活的方式，滿足國際大客戶不同的生產產品需求，創造國際競爭力。
3. 重視員工福利，每年提撥公司獲利金額的 2% 予員工酬勞、全廠空調廠房，落實 5S 活動優化作業環境，推行「無災害工時活動」落實全方位安全衛生管理，消弭職災。

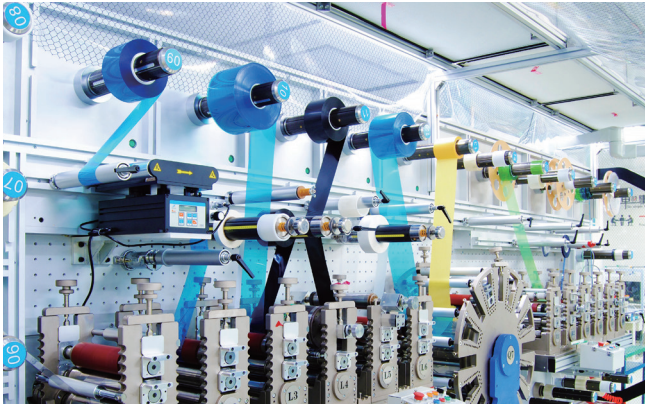
- ③ 切入新科技產業應用領域，主要以穿戴式設備、AR/VR 設備、電動汽車三領域。



#### 永續經營

1. 公司治理：董事會結構多元化。掌握風險與機會提升企業價值
2. 永續經營：減少碳排放，積極推動綠色永續。規劃環保活動，為地球永續盡份心力。
3. 勞資關係：定期召開勞資會議，保障勞工權益。定期舉辦員工健康檢查及落實職業安全衛生。
4. 社會責任：企業核心資源轉化為對社會弱勢團體的實質援助。捐助獎學金實際行動，善盡社會公民的責任。





# TRANS-SUN MATERIALS TECHNOLOGY CO.,LTD.

Owner: Chia-Wang Lee

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## History

- 1992** Established Trans-Sun Materials Technology Co., Ltd.
- 2006** Renamed to Trans-Sun International Co., Ltd., and the company's business address relocated to No. 9, Gongyequ 42nd Rd., Xitun Dist., Taichung City.
- 2018** Passed the ISO90001: 2015 (CNS12681:2016) certification.
- 2020** Our machines obtained the utility model patent authorization for "a type of color inspection machine for the processing of double-sided tape".
- 2020** Renamed to Trans-Sun Materials Technology Co., Ltd.
- 2021** Established a Trans-Sun subsidiary in Vietnam
- 2021** The processing technology developed by us also obtained the utility model patent authorization for "a type of beveling mechanism".
- 2021** Passed the ISO90001: 2015 certification.
- 2021** Expanded the business scale, and the business address of the company relocated to No. 185-2, Gongyequ 38th Rd., Xitun Dist., Taichung City.
- 2022** Our craftsmanship obtained the utility model patent authorization for "a type of copper foil two-stage bending 90-degree fixture".
- 2023** Officially announced the offering stock symbol (6967).

**2023** Got listed on Taiwan's OTC stock market on September 28, 2023.

## Business Items

- Electronic functional materials
- 3M distribution business

## Introduction

Trans-Sun Materials was established in March 1992, specializing in the production of electronic functional materials. These materials serve as essential components enabling various electronic products and their constituents to perform specific functions. They span a wide spectrum, encompassing devices such as mobile phones, tablets, laptops, wearable devices, electric vehicles, and medical equipment, etc. These materials primarily find their purpose within the confined spaces of electronic products, where they facilitate functions such as adhesion, fixation, shock proofing, sealing, electromagnetic shielding, conductivity, and insulation. They are also employed on the surfaces of electronic products to provide functions such as scratch-proofing, dustproofing, waterproofing and labeling.

## Export Competitiveness

1. Trans-sun has transitioned from traditional die cutting industry to functional materials. With the emergence of new technology sectors such as medical instruments, AR/VR, electric vehicles and low orbit satellites, the demands for "functionality" and "accuracy" of die cutting products are on the rise. The company has harnessed the power of modern factories and large-scale automated production equipment to establish a unique competitive edge. The range of functional materials produced by Trans-Sun Materials include absorber, conductive, insulating, buffer and heat dissipation materials. Leveraging the distinctive product features required by various customers, Trans-Sun is committed to achieving precise, rapid, and versatile mass production to meet their diverse needs.
2. Trans-sun actively integrates itself within the supply chain of prominent electronics assembly factories. For small and medium-sized businesses (SMBs) in Taiwan, harnessing the strengths of larger enterprises can accelerate their internationalization efforts, and significantly save more time and energy on strategic business expansion. Additionally, restructuring the team to integrate into the supply chains of the 5 major electronics companies at minimal expense allows for rapid market penetration overseas, international expansion, transformative endeavors. This reorganization fosters the formation of a collaborative team that actively seeks areas of agreement amidst diversity, while also preserving differences within shared interests through altruistic and mutually beneficial approaches.
3. Venturing into emerging fields and continually expanding overseas territories: High-valued functional materials are the source of business value and long-term strength of Trans-Sun Materials. There are three main strategies for expanding overseas territories:
  - ① Increasing the added-value of functional products, and expanding the sales of new products to existing supply chain customers.
  - ② Establishing overseas plants with existing brand supply chain customers to provide local services.
  - ③ Implementing various strategies such as engaging with customers or entering customer markets to penetrate three rapidly growing fields: smart wearable products, AR/VR equipment and electric vehicles.

## Sustainable Operation

1. Trans-Sun Materials primarily manufactures die cutting products and items with enhanced functionalities. The company's industrial progress is directly related to the evolution and expansion of the downstream 3C industry supply chain, as well as the adoption of the rapidly growing new technology sectors. Aligned with industrial trends and drawing upon the existing resources of Trans-Sun Materials, the enterprise has three main development strategies:
  - ① The development of new products for current clients.
  - ② Aligning with customers to optimize production capacity and establish proximity to their new production hubs, thereby expanding overseas production layout.
  - ③ Entry to the application field of emerging technology industries, particularly focusing on wearable devices, AR/VR equipment and electric vehicles.



## Sustainable Management

1. Company governance: Diversified structure of the board of directors Grasp risks and opportunities to increase corporate value
2. Sustainable operation: Reduce carbon emissions, actively promote green sustainability. Plan environmental protection activities, contribute towards the sustainability of the earth.
3. Labor relations: Conduct regular labor-management meetings to protect the rights and interests of workers. Conduct regular employee health-checks and implement occupational safety and health.
4. Social responsibility: Convert the core resources of the enterprise into substantial assistance to the disadvantaged groups in society. Take concrete actions to donate scholarships and fulfill the responsibilities of a social citizen.