達運光電股份有限公司

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企業沿革

1992 年　成立達運有限公司
1996 年　開始建設臺灣全島有線電視網路
1999 年　成立美國品牌子公司 ACI 行銷全球
2002 年　臺灣有線電視頭端光化建設
2007 年　更名達運光電股份有限公司，進軍歐洲市場
2009 年　取得「利用同軸線的乙太網傳輸器整合結構」、「線上信號混合器」、「網路擷取盒」之新型專利
2010 年　成立印尼、越南、泰國、菲律賓子公司
2014 年　於美國成立北美軟體研發團隊，轉型 IoT 物聯網服務
2017 年　核准登錄為興櫃股票公司
2018 年　經濟部智慧城鄉發展計畫優良廠商
2020 年　子公司達運通訊更名為艾斯特物聯科技
2022 年　獲選深具領先創新臺灣優秀傑出的中小企業

主要產品

- 傳輸網路設備：自主研製，廣用於有線電視及寬頻網路基礎建設
- GPON 相關設備：代理國際廠牌，掌握光放大器核心技術，強化光纖網路應用
- 物聯網、軍工規設備：影像辨識工規伺服器、熱顯像設備模組、監控模組等
- 智慧管理平台：車牌辨識、人臉 / 影像辨識、智慧社區、智慧交通管理

企業簡介

達運光電致力於有線電視及通訊產業三十餘年，專注室內外射頻與光傳輸設備的研發與製造，是美國大型運營商主要設備供應商之一。1999 年成立美國子公司 ACI Communications, Inc.，並以 ACI 自有品牌行銷全世界，銷售市場包括北美，中南美洲，歐洲，亞洲，

與全球多國區域經銷伙伴緊密合作，提升服務品質以滿足客戶各種不同的需求。

腳踏實地持續研發廣域寬頻網路設備，讓產品經得住嚴酷的環境考驗，持續穩定擴大市佔率。並同步開發工規及軍規的監控安防設備，發展 IoT 物聯服務整合平台，套用上多年網路基礎建設經驗， 在既有的產品線上進一步提供客戶所需的加值整合服務，並在客戶群中建立起 Made in Taiwan 的高品質企業形象。

出口實績及國際競爭力

1. 北美洲：DSIM 全美普及化，ACI 獨有技術占有全北美 40% 以上的 AGC(全球自動發電控制) 市場，2023 年晉升為大型業者主要放大器供應商之一，市占率大幅提升約 10%。
2. 亞洲：印尼唯一有線電視於 2018 年後全面使用 ACI 產品，目前 HFC 產品市佔率約 60%，菲律賓產品市佔率約 40%，泰國產品市佔率約 40%。

營運管理與績效

1. 公司自 2010 年便朝向數位化經營管理，導入及精進企業資源規劃系統，結合生產、行銷、研發、薪資、人資及財會等發展規劃，整合各部門管理效能及競爭力。其核心研發單位，每年投入約 8~10% 營業額為研發經費，主導開發完成關鍵產品。更布局數位轉型 AIoT 軟硬體系統等，將大幅提升公司整體競爭力。
2. 人力資源管理依照勞基法相關法規並遵循國際人權公約，訂有工作規則及人事管理規章，內容涵蓋禁用童工、性別平等、加班條例、工作權及嚴禁任何歧視、霸凌，保障職員工作環境，推動淨零碳排之低碳轉型。

永續經營

1. 我們致力於實現企業 ESG 目標，並將其作為永續經營的重要指標，關於公司治理，我們確保公司決策過程公正和透明，並建立有效的內部控制和風險管理，為股東、員工、客戶創造長期雙贏價值。
2. 達運致力於減少碳排放和資源浪費，推動能源效率和可再生能源的使用，建立綠色供應鏈，優化產品生命週期，並推動循環經濟的實踐。我們提供安全和健康的工作環境，促進工作與生活的平衡，並建立有效的內部控制和監督機制，積極參與社會回饋和公益活動。

綜合評語

1. 專注射頻與光傳輸設備的研發與製造，唯一一家通過北美大型營運商射頻放大器認證之亞洲供應商。
2. 以自有品牌 ACI 行銷，為全世界前三大寬頻設備品牌，主要出口國家為美國，以「全球跨境物流、在地及時服務」提供客製化服務。
3. 重視環境永續，在辦公場所及廠區推動減碳策略，推廣綠色消費，於新竹新豐鄉設立企業農園，致力於建立良好的勞動條件和多元文化。

TWOWAY COMMUNICATIONS INC.

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History

1992 Twoway Co., Ltd. was established
1996 Construction of Taiwan's island-wide cable TV network
1999 Establishment of the ACI brand for global marketing
2002 Optical construction of Taiwan cable TV head-end
2007 Name changed to Twoway Communications Co., Ltd. and entered the European market.
2009 Acquisition of multiple new patents for coaxial network transmission
2010 Established subsidiaries in Indonesia, Vietnam, Thailand, and the Philippines
2014 Established a North American software R&D team to transform IoT services
2017 Register and approved as an emerging stock company
2018 Awarded excellent manufacturer of smart urban and rural development plan of the Ministry of Economic Affairs
2020 Subsidiary Twoway Communications changed its name to ASTER Technology Co., Ltd.
2022 Selected as one of Taiwan's outstanding small and medium-sized enterprises with leading innovation

Business Items

- Network Transmission Equipment: Independently researched and developed. Widely used in cable television and broadband network infrastructure.
- GPON FTTx Equipment: Agent for well-known international brands and possesses core technology in optical amplifiers, further strengthens the application of optical fiber networks.
- IoT and equipment that meets Military regulations: Image recognition servers, thermal imaging equipment modules, monitoring module, etc.
- Smart Management Platform: License plate recognition, facial/image recognition, smart community, smart traffic management.

Introduction

Twoway Group has been dedicated to the cable television and communication industry for over three decades, specializing in the research and manufacturing of indoor and outdoor RF and optical transmission equipment. We are one of the major equipment suppliers to large operators in the United

States. In 1999, we established the ACI brand for global marketing, steadily expanding our market share. We have also ventured into the development of surveillance and security equipment compliant with industrial and military standards, as well as the development of AIoT solutions, establishing a high-quality 'Made in Taiwan' corporate image.

Export Competitiveness

1. North America: DSIM has achieved nationwide popularity in the United States, with ACI technology capturing over 40% of the AGC market. In 2023, ACI has become a major amplifier supplier to large operators, increasing its market share by 10%.
2. Asia: In Indonesia, ACI products have been adopted exclusively for cable television since 2018, with an HFC product market share of 60%. In the Philippines, the product market share stands at approximately 40%, and in Thailand, it is also around 40%.

Operation Performance Management

1. Digitalized business management, integrating ERP to enhance the efficiency and competitiveness of various departments. We allocate approximately 8-10% of annual revenue as R&D expenditure, primarily focused on developing key products. We are strategically positioned for AIoT digital transformation, which will significantly enhance the overall competitiveness of the company.
2. We adhere to international human rights conventions and have established work rules and personnel management regulations. These guidelines cover the prohibition of child labor, gender equality, overtime regulations, labor rights, and strict prohibitions against any form of discrimination or bullying. We ensure a safe working environment for our employees and promote a low-carbon transition towards achieving net-zero carbon emissions.

Sustainable Management

1. We are committed to achieving our corporate ESG goals and consider them essential indicators of sustainable business practices. We ensure that the decision-making process within the company is fair and transparent. We establish effective internal controls and risk management systems to create long-term win-win value for shareholders, employees, and customers.
2. Twoway is dedicated to reducing carbon emissions and resource wastage. We promote energy efficiency and the use of renewable energy, establish green supply chains, optimize product life cycles, and drive the practice of a circular economy. We provide a safe and healthy work environment, encourage work-life balance, and establish effective internal controls and oversight mechanisms. We actively engage in social contributions and philanthropic activities.