



綠能科技股份有限公司



October 2010

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大中華地區太陽能矽晶圓之領導廠商


公司簡介

- 綠能科技為大中華地區太陽能晶圓之領導廠商
 - 管理總部設立於台灣桃園
 - 生產工廠座落於台灣與大陸
- 大同集團於2004年6月轉投資設立

晶片事業部

產品	主要特點
 矽晶錠	● 專業技術回收使用多晶矽
 矽晶片	● 平均轉換率已達16.6% ● 推出超級矽晶圓最高轉換率突破17.0%

薄膜事業部

產品	主要特點
 薄膜太陽能 模組	● 美商應用材料技術轉移

¹ Data as of May 2010

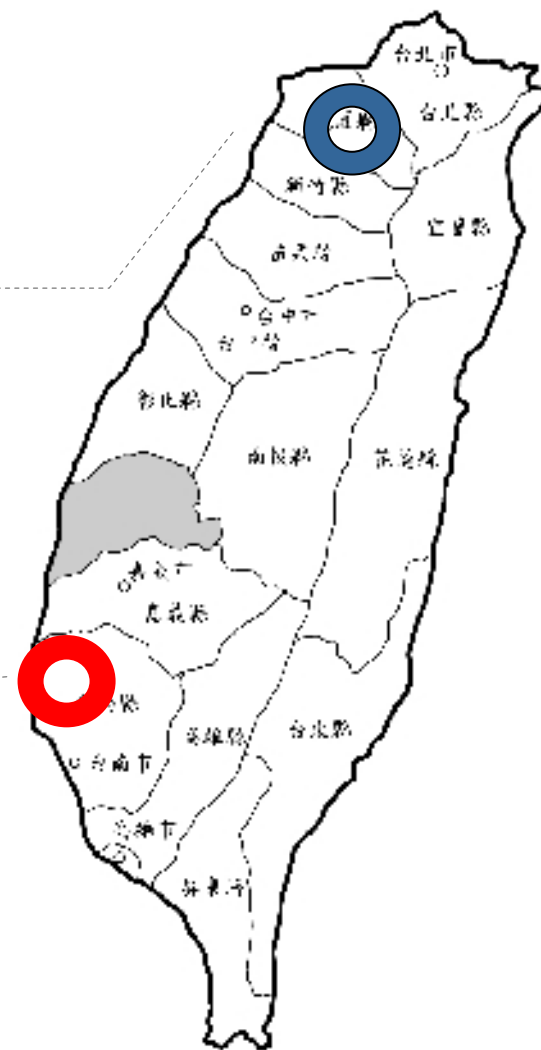
GET生產產能概況

為接近南部Cell / Module廠，
成立南科分公司，加以掌握產
能需求。



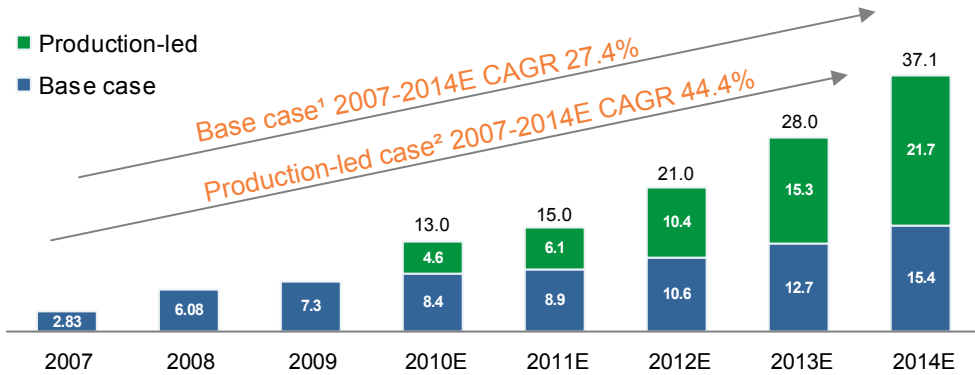
觀音、
大園廠

南科分公司
2011年4月
長晶及切片產能達
500MW



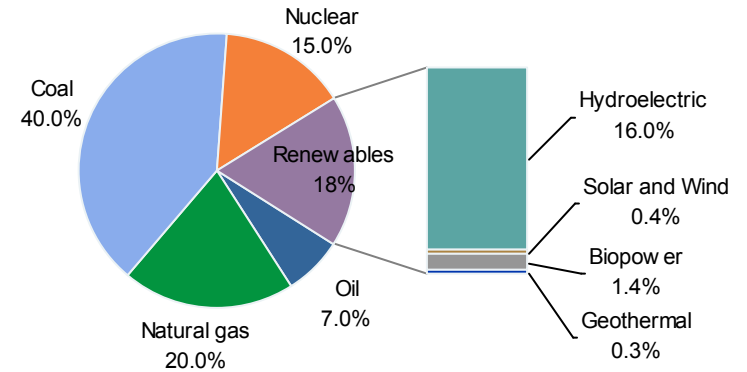
全球太陽能產業龐大商機與持續成長

全球太陽能產業發展迅速



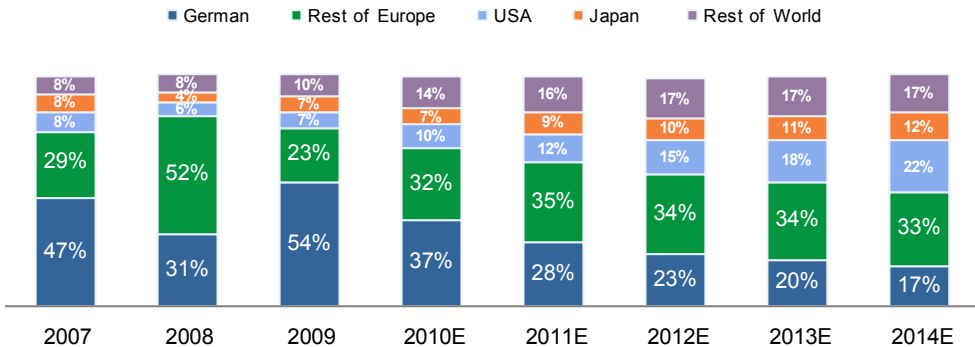
Source: Solarbuzz (Mar., 2010)

太陽能發電佔全球發電比例仍極低



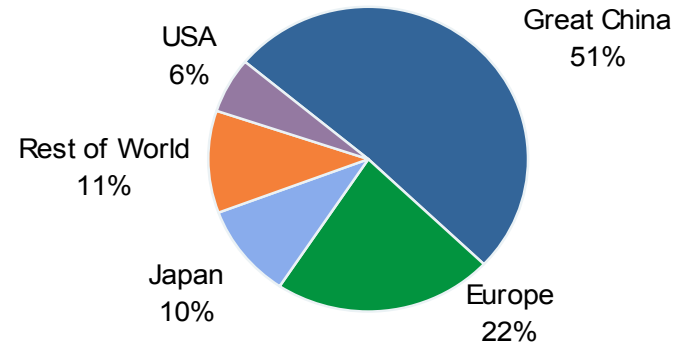
Source: EIA, Broker research

來自美國與亞洲的需求與日俱增



Source: Solarbuzz (Mar., 2010)

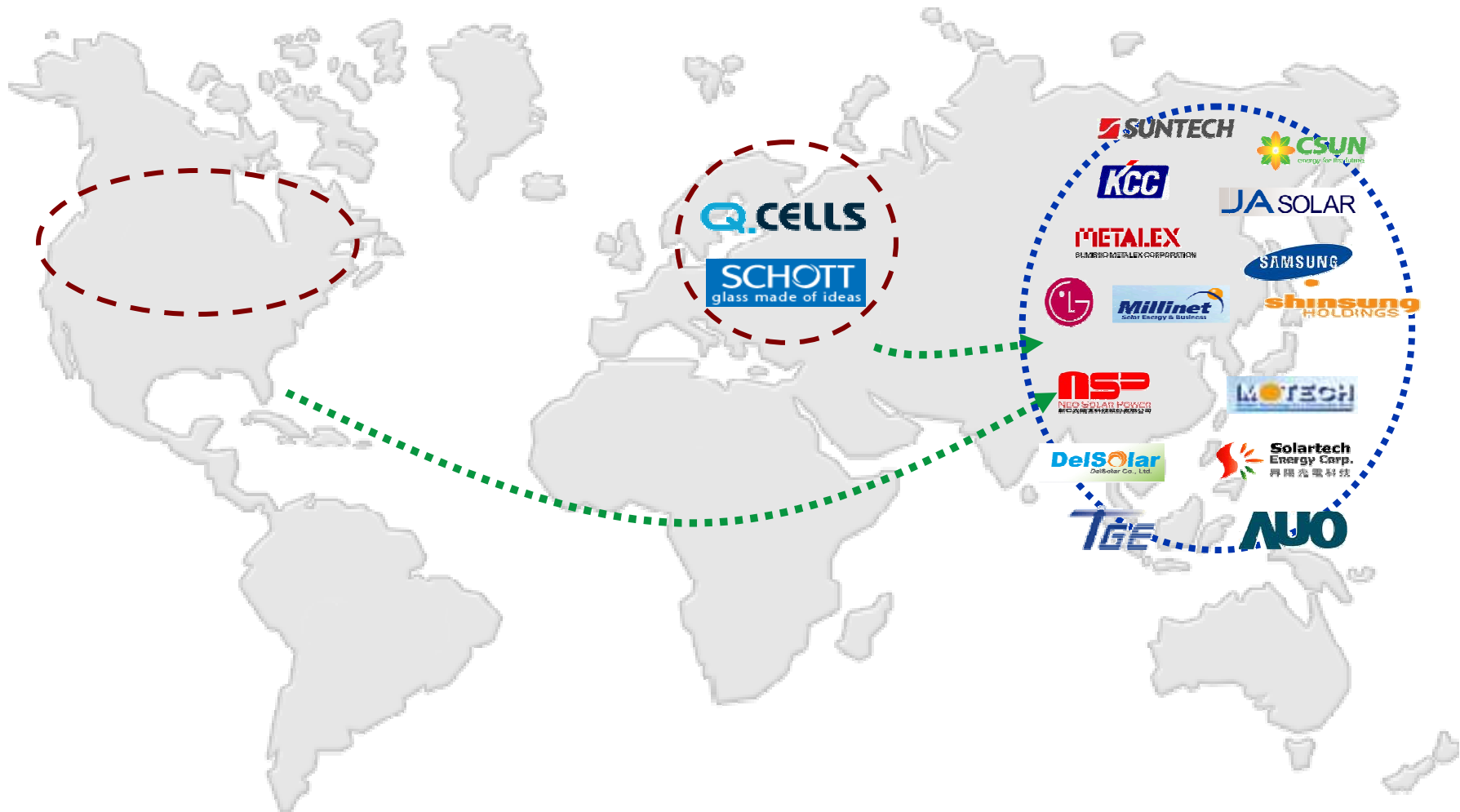
大中華地區為全球最大的太陽能電池供應商



Source: Solarbuzz (Mar., 2010); data as of 2009

¹ Base case (balanced energy scenario): Slowest global market growth; Crystalline silicon cell capacity utilization to fall from 54% in 2009 to 41% in 2014; Factory-gate pricing falls to US\$1.52/W driven by a highly competitive supply environment
² Production-led case: Fastest global market growth; Crystalline silicon cell capacity utilization to increase from 54% in 2009 to 70% in 2014; Factory-gate pricing falls to US\$1.10/W in 2014; Installed crystalline silicon PV system prices breach \$3/W by 2013

全球太陽能製造供應鏈移轉至亞洲及大中華地區



多晶矽價格風險對GET營運影響漸微

單位：%

	OBM	OEM
2009	98%	2%
2010 - 1Q	92%	8%
2010 - 2Q	86%	14%
2010 - 3Q	65%	35%
2010 - 4Q	55%	45%
2011 - 1Q	50%	50%

平衡OBM及OEM
生產比例，降低因
Poly-Silicon
價格波動所帶來的
產能風險

* OBM : Own Branding and Manufacturing

* OEM : Original Equipment Manufacturing

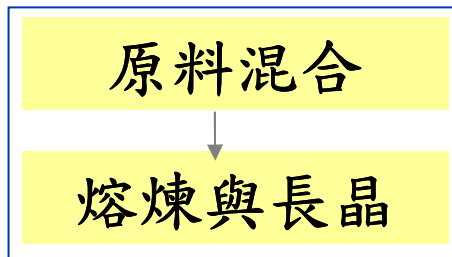
高品質矽晶圓轉換效率與技術

- 晶圓平均轉換效率與輸出效能
- 高品質矽晶片
- 提供更高的平均轉換效率
- 破片率

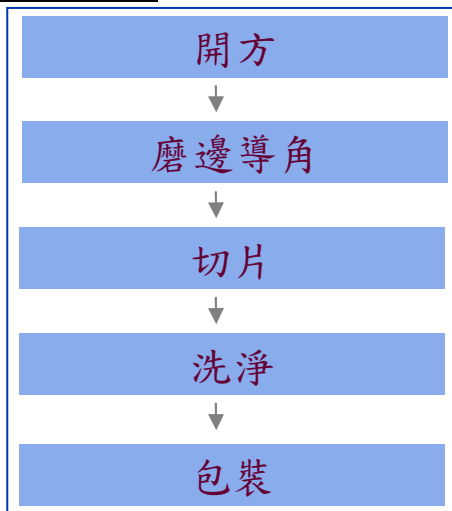
專業技術降低製造成本

綠能的競爭優勢：研發能力與材料專業經驗降低成本提升品質

矽晶錠



矽晶圓



多晶矽回收技術



- 專業科學材料經驗
→ 30多年對矽材料處理經驗
- 多晶矽廢料供應
- 篩選使用確保高性能產品

先進的長晶過程

- 最佳”配方”混合回收多晶矽廢料與多晶矽
- 高生產率 98-99%
- 設計內部熱區提供長晶最佳固化配方
- 產能最大化與最小資本支出

高精準度與成本效益的切片技術



- 不斷改善矽晶圓厚度與降低成本
- 推出新的切削液回收技術

保持全球晶圓生產領導品牌經營策略

1

大中華地區擴大產能

- 取得中國較低生產成本優勢，於太陽能供應鏈中快速成長發展
- 進入中國太陽能模組製造商供應鏈，並奠定中國市場地位

2

建立太陽能供應鏈策略合作夥伴關係

- 建立太陽能供應鏈策略合作夥伴關係
- 聚焦於專業長晶切片領域，加強對上游多晶矽供應商及下游電池廠商之合作關係，以提昇對供給需求能見度之掌握

3

持續研發，創新與成本效益

- 持續研發、創新方案、改善生產製程，提高產量、毛利率、降低成本
- 與客戶、廠商共同研發進行策略合作
- 降低目標成本20%

4

OEM代工客戶開發

- OEM代工客戶開發
- 著重OEM代工業務，推動銷售業績成長，提高利潤與產能應用率，擴大客戶群並降低集中性風險

5

積極的採購策略

- 多元化、靈活的採購策略，降低風險
- 簽訂長期供應合約與價格

大同集團支持產生綜效



Thank You

