



SolidWizard

實威國際

驅動設計 · 引領製造

# SolidWizard Technology

## The Best 3D digital innovation platform for R&D design and manufacturing



Paul Yang Vice President

May 14<sup>th</sup> 2024





# About SolidWizard





# SolidWizard

- ✓ SolidWizard (8416) founded in 1997, headquarter in Taipei, Taiwan
- ✓ 11 offices and 370 employees in Greater China
- ✓ Providing the best industry 3D Design, Simulation, Manufacturing and governance solution, consulting services
- ✓ Over 27 years of consulting experience with over 10000 customers



 [www.swtc.com](http://www.swtc.com)  
 0800-868-358  
 0800@swtc.com

# Company History



1997  
Founded in  
Taipei, 5 people



2004  
Founded in  
Shanghai



2012  
Listed(8416)



2013  
Markforged



2016  
Rev.>NT\$1B



2019  
SCANTECH



2021  
SIMULIA



2022  
ENOVIA formlabs

2023



**For 27 years, we still maintain the entrepreneurial spirit and continue to grow steadily**



# Vision

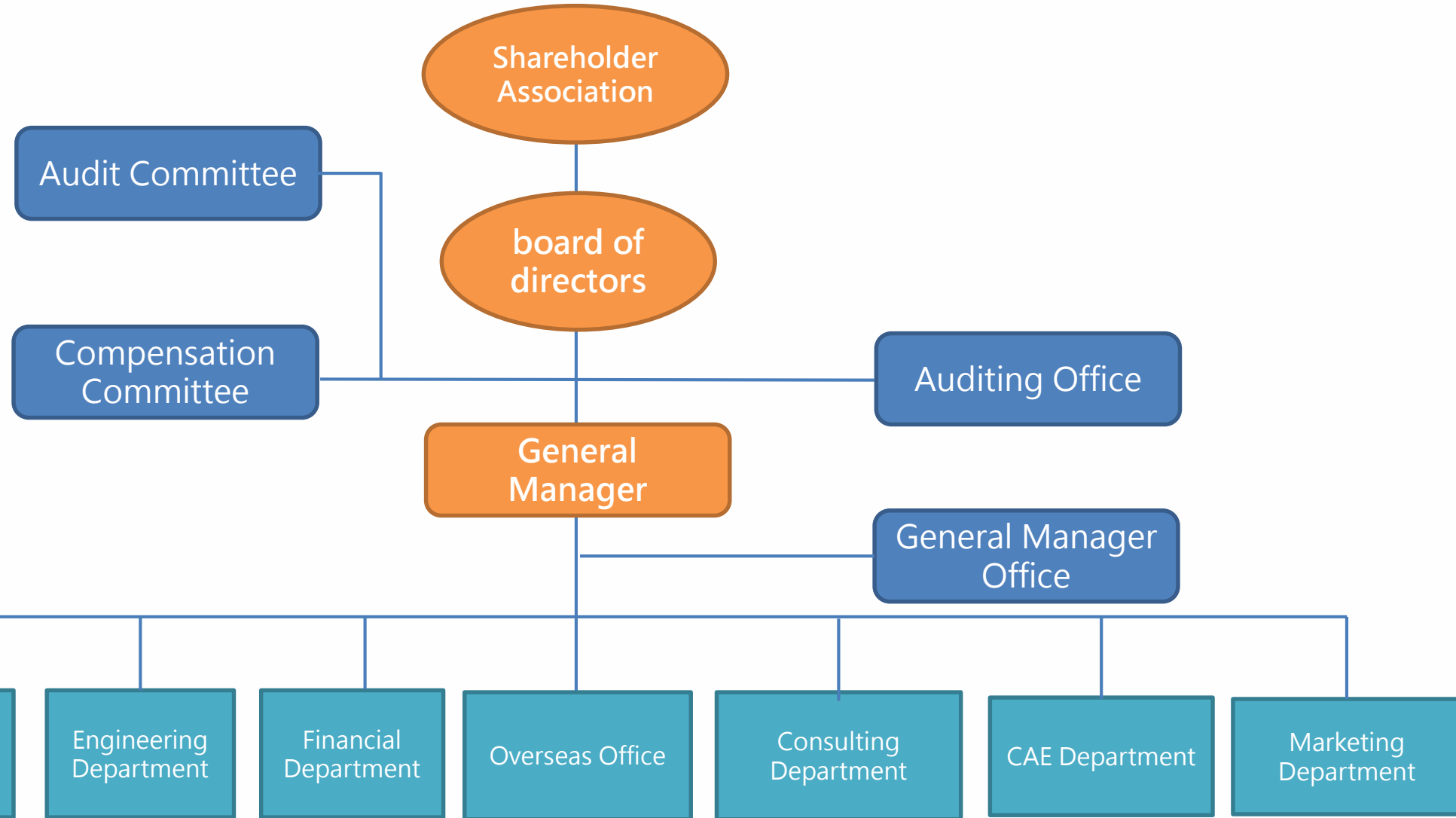
Becoming the McKinsey Consultant Like  
for Manufacturing in Asia Pacific

## Smart Digital Transformation

With data as the core, to establish a single digital platform, and intelligent shortcuts from design to manufacturing, marketing and sales are connected in series. On the road of enterprise transformation to intelligent manufacturing, SolidWizard can help.



# Organization Chart



# Main Product – 3D Software

**DESKTOP**  
Perpetual/Subscription



TAIWAN  
Exclusive

**CLOUD**  
Subscription



SOLIDWORKS



DraftSight



SW Electrical



SW Simulation  
/ Flow / Plastics



SW Composer



SW Visualize



SW Inspection



SW MBD



SW CAM



SW PDM / Manage



DelmiaWorks

## 3DEXPERIENCE® WORKS

The 3DEXPERIENCE WORKS ecosystem is represented by a central circular play button icon with '3D' and 'V.R.' labels. Surrounding this central icon are six product categories, each with its own logo and name:

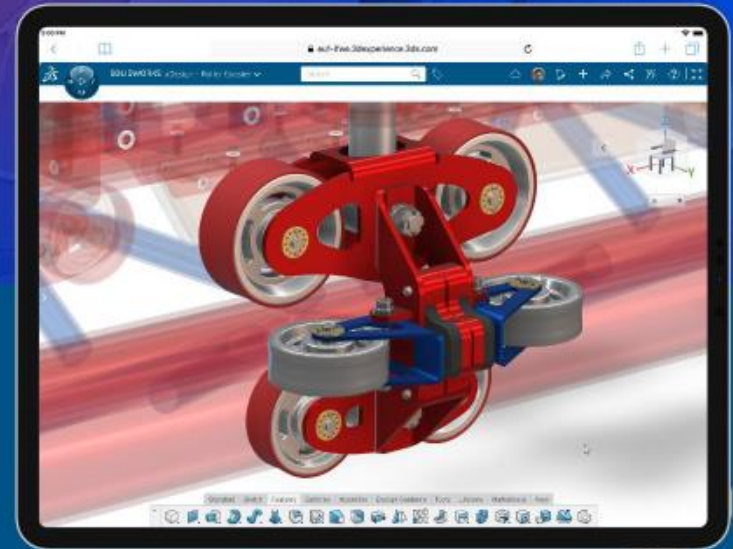
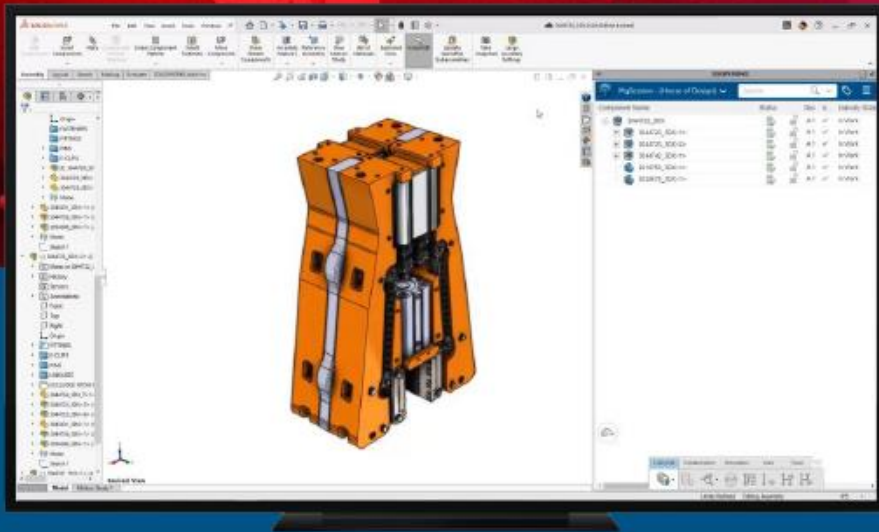
- MANUFACTURE**: DELMIA WORKS (yellow logo)
- MANAGE**: ENOVIA WORKS (orange logo)
- SIMULATE**: SIMULIA WORKS (blue logo)
- DESIGN**: SOLIDWORKS (red logo)





WITH the Platform

ON the Platform



- a) SOLIDWORKS with Cloud Services
- b) 3DEXPERIENCE SOLIDWORKS



3DEXPERIENCE SOLIDWORKS CLOUD

3DEXPERIENCE® PLATFORM





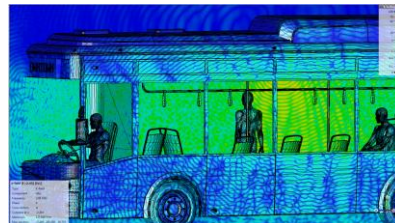
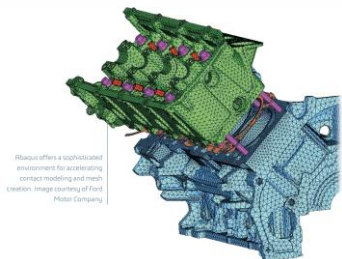


# Main Product – 3D Software



DESKTOP  
Perpetual/Subscription

DESKTOP  
Perpetual





# Main Product – Machines / Robot

3D Printer

 **Markforged**

**formlabs** 

  
3DSYSTEMS®

**UnionTech**

3D Scanner

**SCANTECH**

 **Artec 3D**

Co-Robot  
/3D Camera/AI

 **UNIVERSAL ROBOTS**

  
**MECH MIND**

 **on robot**

RE/Inspection

 **Geomagic® Design X™**

 **Geomagic® Control X™**

# Main Product – Academia Software

SOLIDWORKS

3DEXPERIENCE WORKS

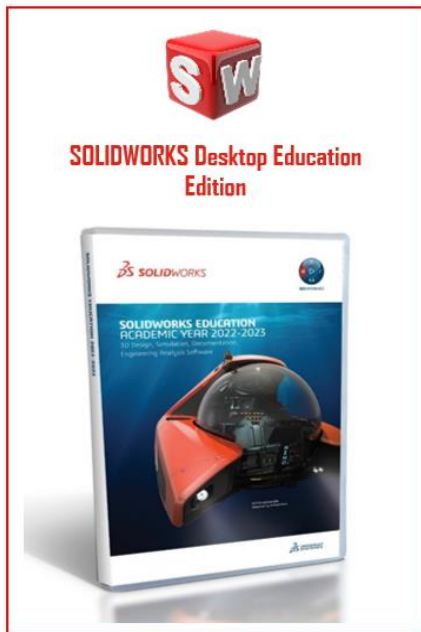
SIMULIA

**SOLIDWORKS**  
Education

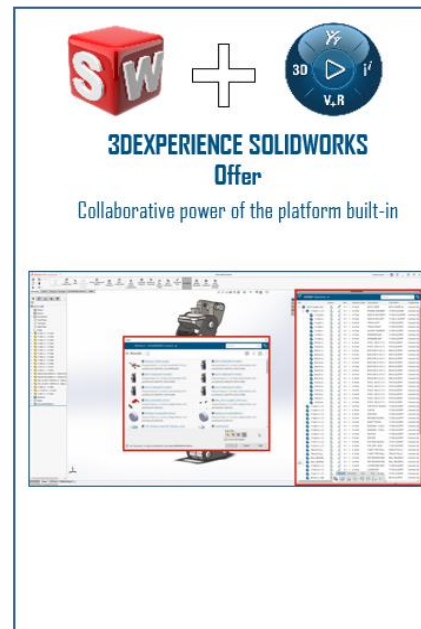
3DEXPERIENCE® **Edu**

**SIMULIA**  
**ABAQUS** **CST**

Desktop



Cloud Connected



Full Cloud



# Product Applications



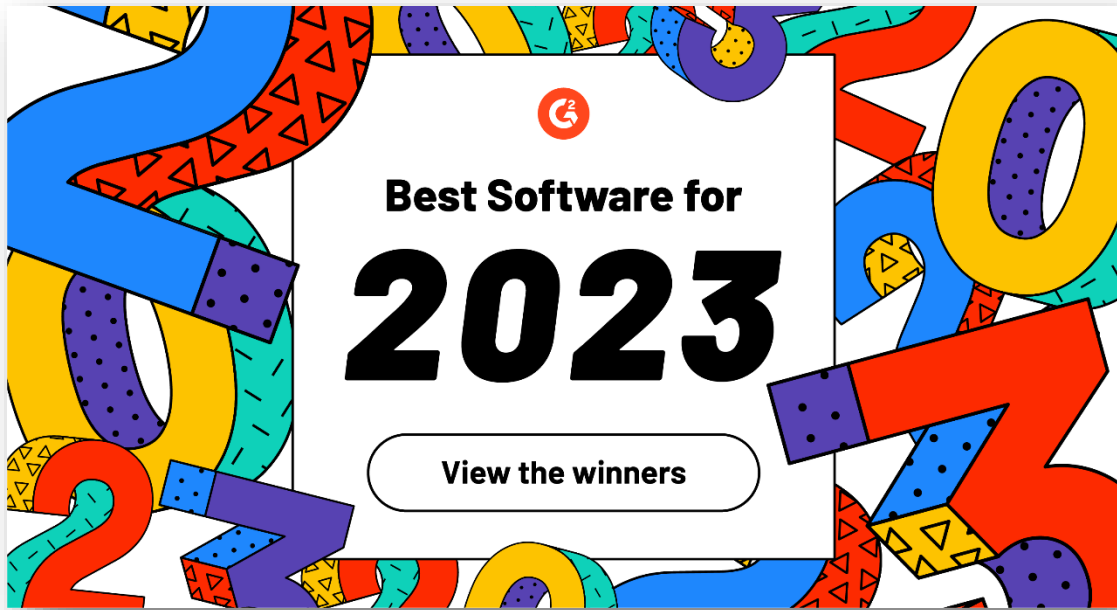




# Business strategy



# 2023 Global Best CAD&PLM -OLIDWORKS



G2 announced the best CAD&PLM software product in 2023 is  
**SOLIDWORKS**

**G2.com** Global largest on-line software evaluation website

Best Software by Function / CAD and PLM Products

The screenshot shows the G2.com product page for SolidWorks. At the top, it displays the rank '1' and the SolidWorks logo. Below this, there is a section for the product name 'SOLIDWORKS' with a 'View profile' link. A brief description follows: 'SOLIDWORKS offers complete 3D software tools that let you create, simulate, publish, and manage your data. SOLIDWORKS products are easy to learn and use, and help you design products better.' The 'Main Category' is listed as 'Mechanical Computer-aided Design (MCAD)'. Under 'G2 Awards', there are three 'Leader' badges for 'SUMMER 2023', each with the SolidWorks logo and the text 'SOLIDWORKS Summer 2023'. Navigation arrows and a series of dots are visible at the bottom of the awards section.

資料來源：<https://www.g2.com/best-software-companies/top-cad-and-plm>

# 3D CAD Perpetual / Subscription Solutions

The logo for SOLIDWORKS, featuring a stylized red 'S' icon followed by the word 'SOLIDWORKS' in a red, sans-serif font.

**3D CAD軟體 業界唯一**

**永久授權**

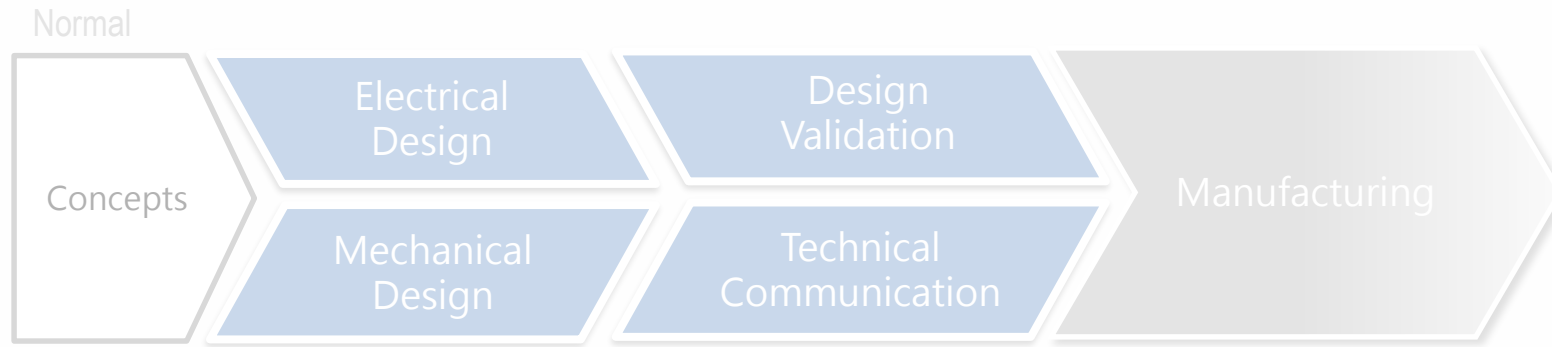


**自由選擇**

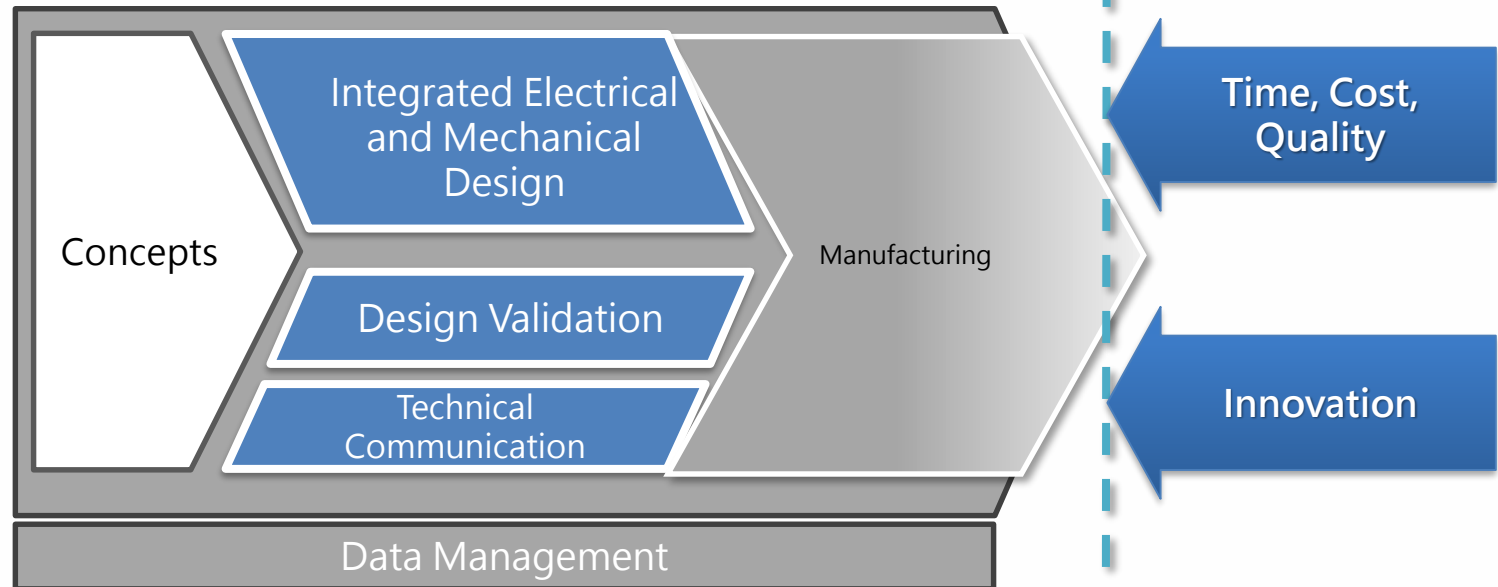
**訂閱方案**



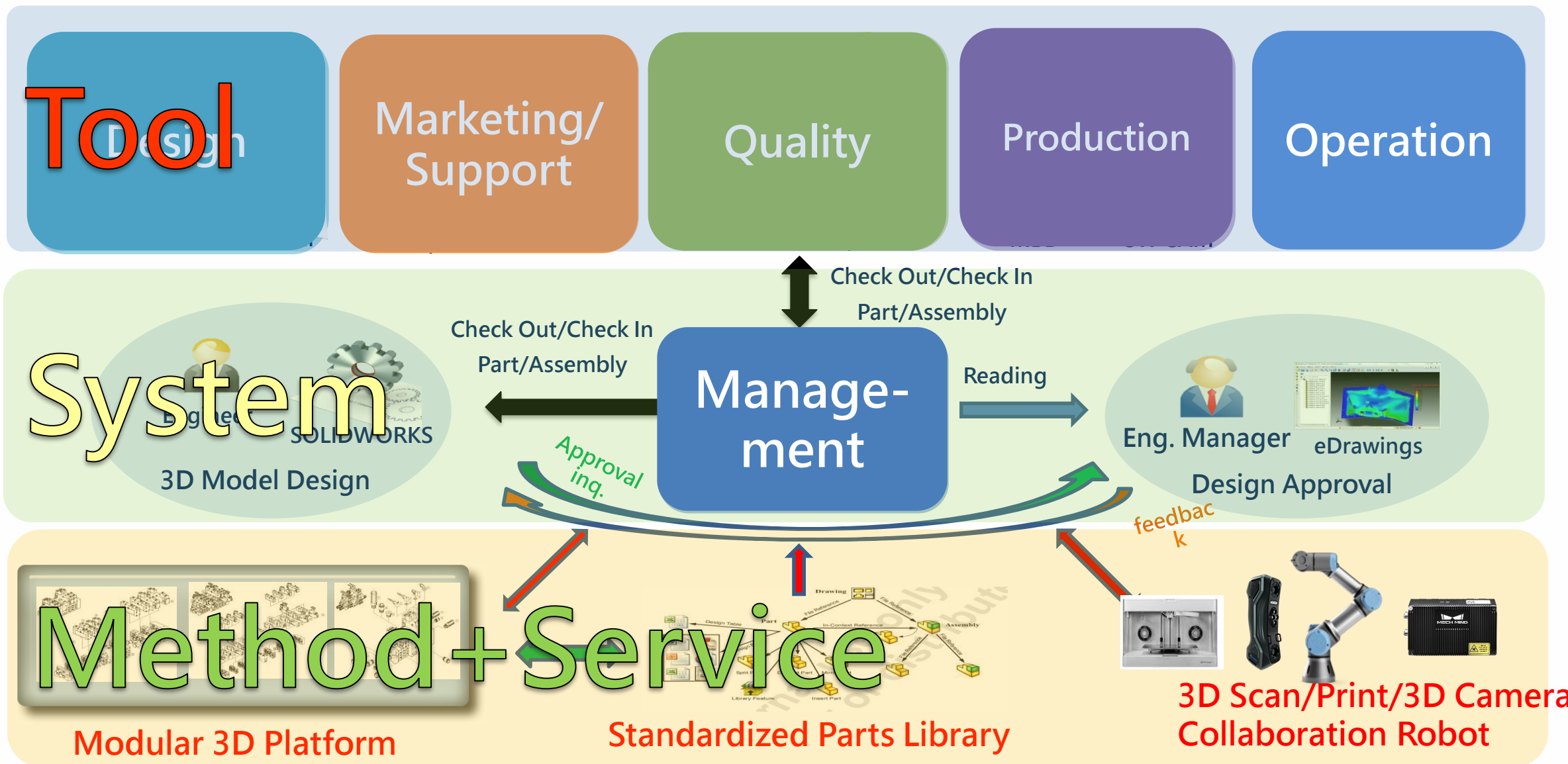
# Accelerate Development Lifecycle



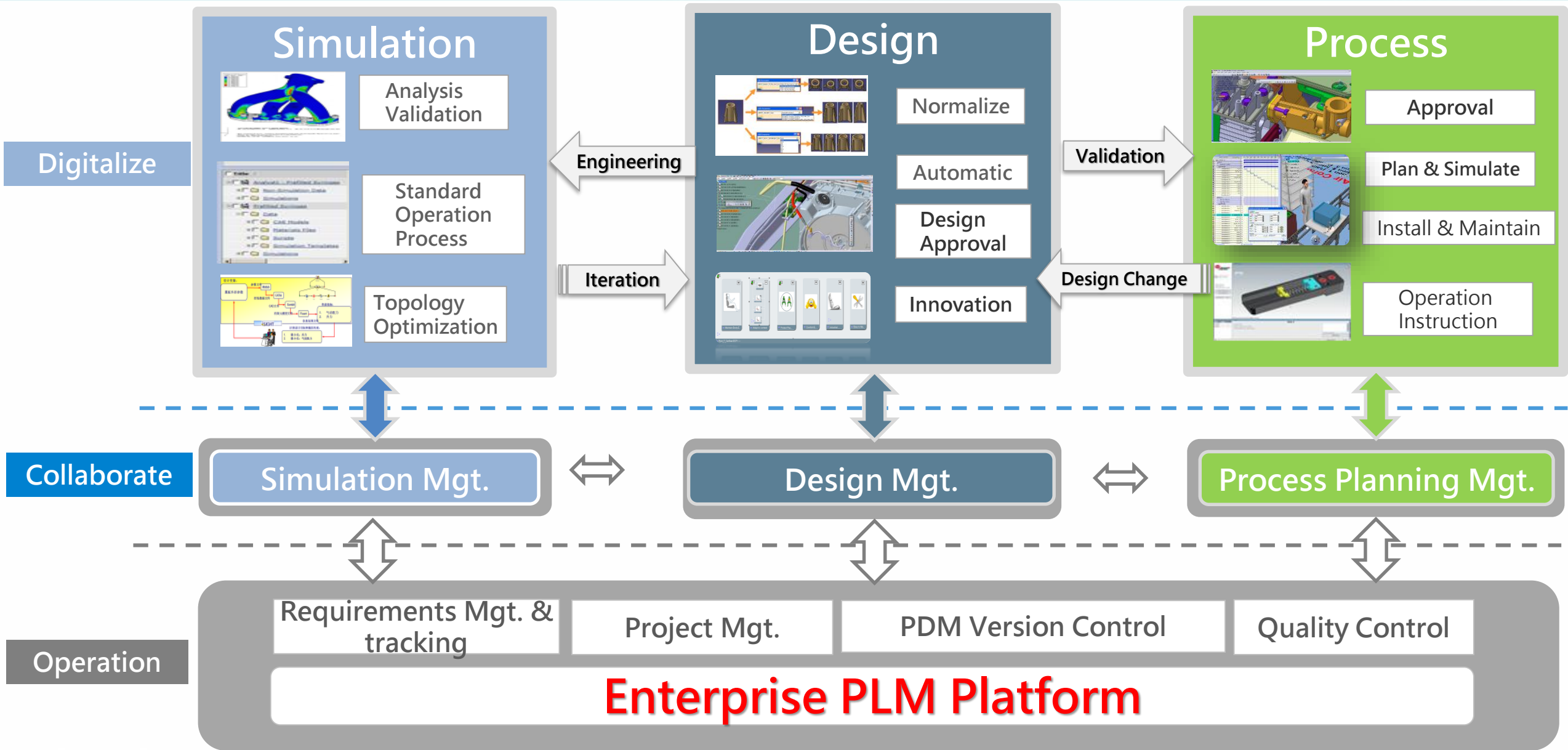
## What SolidWizard Offering – Integration 3D Design Platform



# SolidWizard 3D Innovation Developing Platform



# Consultative enterprise digital platform planning





# 335 Consultative service

5 years strategic cooperation

3 years of excellence

Now



Level 0

2D  
DRAFTSIGHT

Level 1

2D TO 3D  
SOLIDWORKS

Level 2

SOLIDWORKS  
/SIMULAITON  
/ELECTRICAL

Level 3

MBD/COMPOSER  
/SWI/SWV  
/SWCAM

Level 4

PDM

Level 5

MANAGE/EOP  
/DELMIAWORKS

Level 6

ENOVIA

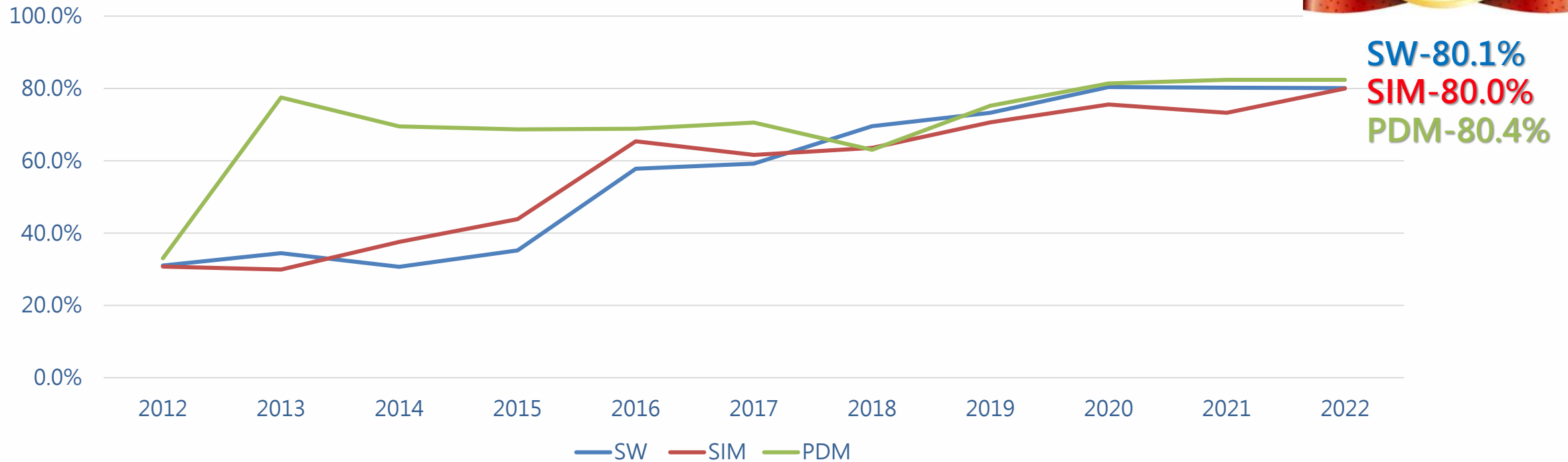


# SOLIDWORKS Consulting Service Performance

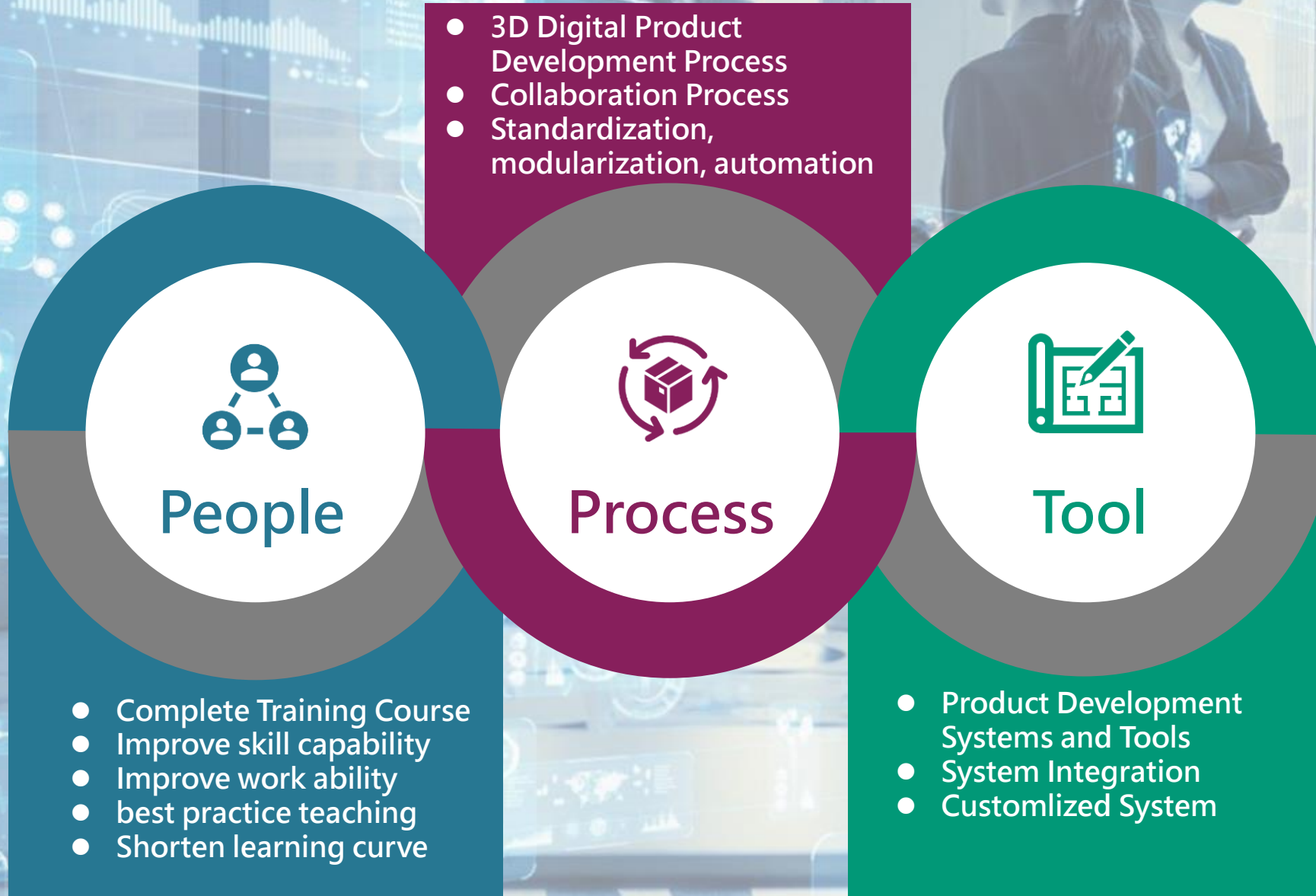
- **SOLIDWORKS Consulting Services on time rate ranking No.1 in Greater China**
- **McKinsey Consulting Service revenue share over 60%**



SW/SIM/PDM Consulting Service On Time Renewal Rate



# Efficiency improve - 3D Platform consulting service







ESG



Environmental  
Social  
Governance



# Sustainable Ecological Challenges

- Doing whatever others do
- EG: Charity, Wastewater Recycling  
    , Energy Conservation and Carbon Reduction

2012 ————— 2019

研究四千家企業  
他們的 ESG 策略沒有差異化

哈佛商業評論

Harvard  
Business  
Review

全球繁體中文版

台灣聚焦

HBR CEO 100強系列

44 神基科技董事長黃明漢

79 金管會主委黃天牧談台灣公司治理3.0

84 開發自己的領導風格

94 活用隨選人力大軍

104 行銷的關鍵下一步

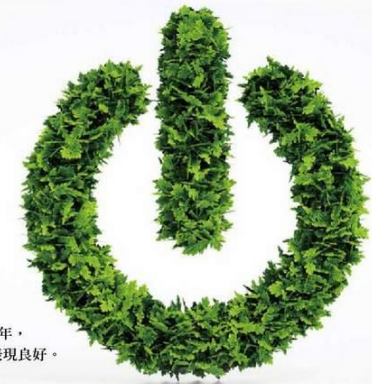
114 領導人拔擢流程大改造



新創第172期  
2020年12月號  
www.  
hbrtaiwan.com

除了營收與獲利，企業還需要重視環境、社會與治理

ESG  
永續新浪潮



2020年已是台灣的ESG元年，  
大部分ESG基金的績效都表現良好。  
從領導人到董事會，  
該如何聚焦在有財務意義的ESG議題上，  
為企業製造差異化，取得競爭優勢？



www.hbrtaiwan.com



# Using PLM to Assist in Sustainable Ecological Environmental Challenges

## From the Perspective of Product Design, Integrating Measurable Sustainable Indicators



accenture **DASSAULT SYSTEMES**

Digital Twin Can Help Reduce Carbon Emissions

by 7.5 Gt CO<sub>2</sub>e

Using 5 use cases only



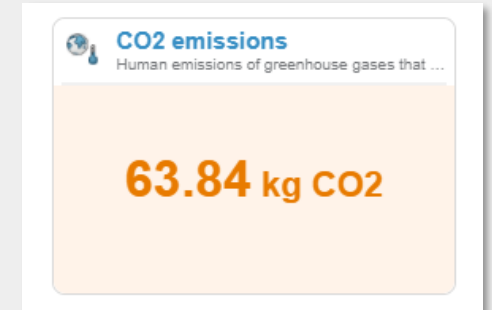
300 senior execs surveyed by the FT

Execs are considering **how to start** integrating sustainability principles generally into product and service development

**36%**

**Technology/digital department** have made sustainable product and service innovation a priority in

**68%** of cases



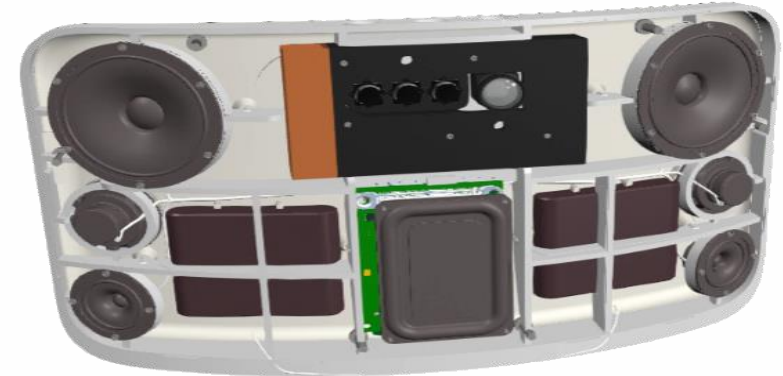
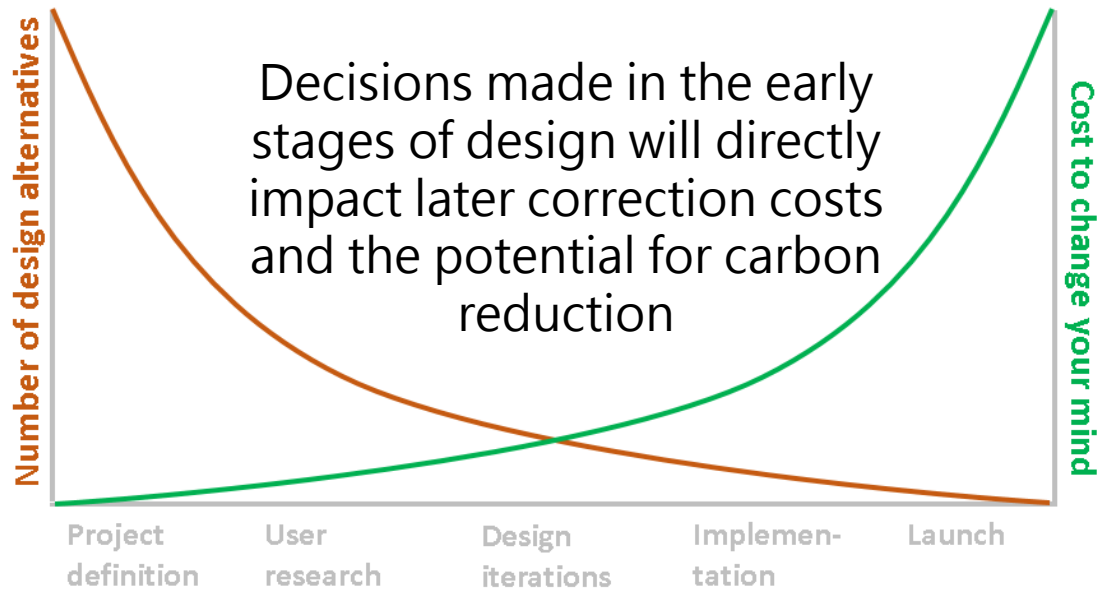
New **LCA** Evaluation Tool Assists Clients in Guiding and Integrating Sustainable Ecological Design Concepts into **PLM**

A year long lead up to this moment!



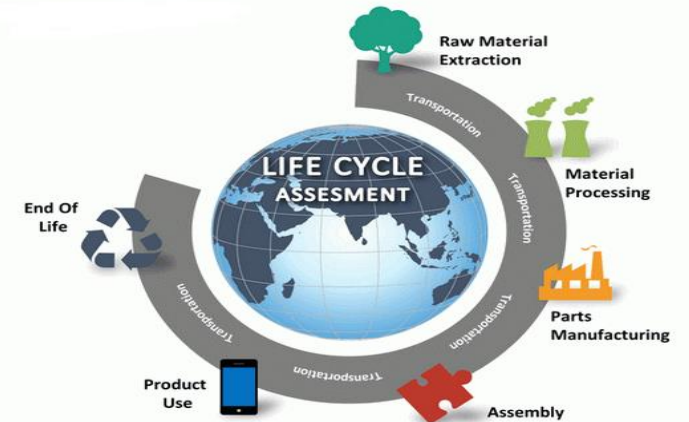
# Starting from the Product Design Stage

**Accurate estimation of carbon footprint** calculations will become a crucial decision indicator in the product design process, with **80%** of a product's environmental impact already formed during the **design stage**



**Product ecological assessment must be involved early on and continuously planned until completion**

## LIFE CYCLE ASSESMENT





# Corporate Social Responsibility

新聞稿

## 為花蓮震災復興添磚加瓦，實威國際購買當地名產支持觀光業

2024-04-26





# Charity Sponsorship and Employee Marathon Events







# Business Performance and Prospects



# Business Performance in the Last Two Years

Year	2022		2023		2024(Q1)	
Item	Amount	%	Amount	%	Amount	%
Gross Sales	1,394,365	100	1,447,163	100	390,583	100
Cost Of Goods Sold	646,555	46	690,593	48	213,646	55
Gross Profit	747,810	54	756,570	52	176,937	45
Operating Income	369,900	27	340,382	23	74,250	19
Net Income	306,094	22	288,608	20	62,980	16
Capital	282,107		282,107		282,107	
EPS	10.85		10.23		2.23	

Unit : NTD \$K

# Competitive Advantages

## Asia-Pacific Layout: Local Purchases, On-site Services

- There are 5 locations in Taiwan, including Taipei, Hsinchu, Taichung, Tainan, and Kaohsiung. In Mainland China, there are 6 locations, including Shanghai, Suzhou, Dongguan, Ningbo, Tianjin, and Xiamen, making a total of 11 locations.
- Over 100 experienced engineers and consultants are available to provide clients with consultative guidance and technical support

## 3D Digitalization McKinsey Consultant: Exclusive 3D software and hardware integration capability in Greater China region

- 3D Mechanical Design, Electrical Design, Structural/Fluid/Electromagnetic Analysis Simulation, Product Data/Project/Lifecycle Management, Smart Manufacturing, 3D Printing, Scanning, and Robotic Arms

## Customer Affirmation: Over 10,000 instances of counseling experience with clients

- In the Greater China region, SWOLIDWORKS has achieved the top position in both on-time contract renewal rates and customer satisfaction



# Competitive Advantages

**Brand Image: Solid international presence with a high-quality image for both proprietary and affiliated brands**

- Growing Together with Clients, Providing Comprehensive 3D Software and Hardware Integration Solutions, and Services

**Cloud/Advanced Analytics/Digital Manufacturing Layout: A new market, new customers, a new engine for performance growth**

- Providing customers with cutting-edge deployment of 3D cloud collaborative design and production-grade 3D printing digital manufacturing solutions
- Offering high-end structural, fluid, and electromagnetic analysis solutions for the defense, aerospace, electric vehicle, and network communication markets



# Future Development Directions-3DEXPERIENCE®

## 3D Consultative Experience - Driving our 13 brand applications



# Future Development Direction - Achieving a 3D Digitalization Ecosystem



## 3D Ecosystem

Achieving a digitalized workflow for design, analysis, manufacturing, testing, and management



The key points of transformation





# Future vision



## Short-term goals

Establishing a proprietary brand in Greater China



## Medium-term goals

Enhancing brand awareness in the Asia-Pacific region



## Long-term goals

Nurturing a research and development team, establishing proprietary software brands, and global marketing

# Q&A

Q&A





SolidWizard

實威國際

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