

SolidWizard Technology

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



Paul Yang Vice President



Dec. 17th 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

 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



2021



2022



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.



Main Product – 3D Software

Cloud Subscription

3DEXPERIENCE® Works
-Exclusive-



SOLIDWORKS

SIMULIA WORKS



Desktop Perpetual/Subs

SOLIDWORKS
-Exclusive-



SOLIDWORKS

DraftSight

SW Electrical

SW Simulation/
Flow/Plastics



SW Composer

SW Visualize

SW Inspection

SW MBD



SW CAM

SW PDM

SW Manage



Design

Simulation

Collaboration

Manage

Marketing

MFG



SOLIDWORKS Premium



3D Sculptor (XFO)



3D Creator (XWD)



3D Structure Creator (XSU)



3D Sheet Metal Creator (XBT)



3D Mold Creator (XMO)



Manufacturing Definition Creator (XMB)

SW Cloud



SOLIDWORKS Simulation Designer (XSM)



SOLIDWORKS Motion



3D Motion Creator (XMD)



Structural Designer (SRD)



3DSwymer (IFW)



Project Planner (XPP)



Lean Team Player (LTR)



Collaborative Industry Innovator (CSV)



Product Release Engineer (XEN)



3D Product Architect (PAU)



SOLIDWORKS Visualize



3D Render (DPA)



Product Communicator (XPR)



3D Demonstrator (OCD)



NC Shop Floor Programmer (NSR)

From Desktop to Cloud - Cloud Connected CAD



3DEXPERIENCE
SOLIDWORKS

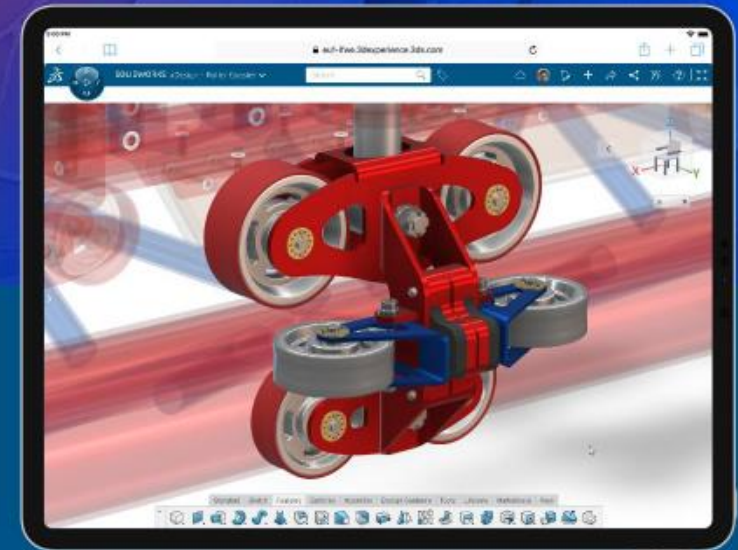
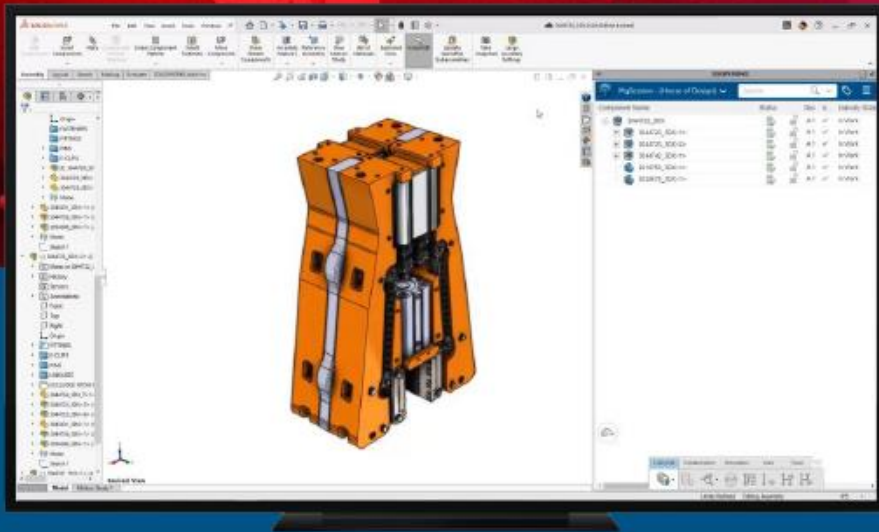
SOLIDWORKS Desktop
with Cloud Services





WITH the Platform

ON the Platform

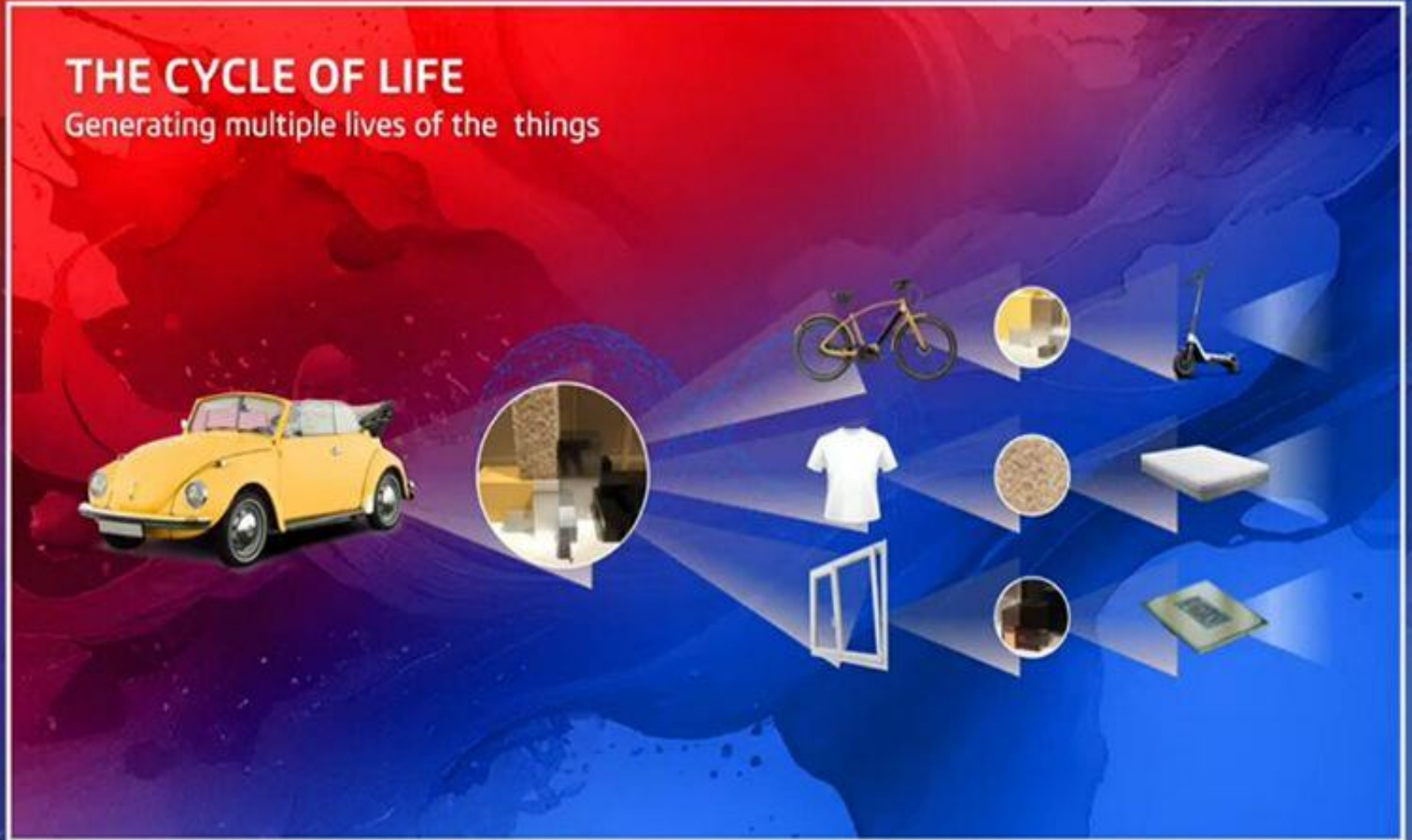


- a) SOLIDWORKS with Cloud Services
- b) 3DEXPERIENCE SOLIDWORKS



3DEXPERIENCE SOLIDWORKS CLOUD

3DEXPERIENCE® PLATFORM



主要產品 – 3D軟體



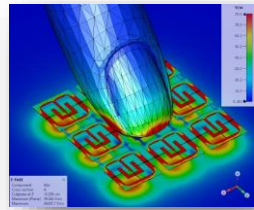
Desktop
Perpetual/Subs

DS SIMULIA

DS SIMULIA
ABAQUS



CST 



Desktop
Perpetual

DS ENOVIA



Main Product – Machines / Robot

3D列印

 **Markforged**

formlabs 


3DSYSTEMS

UnionTech

3D掃描

SCANTECH

 **Artec 3D**

協作機器人 /3D視覺&AI

 **UNIVERSAL ROBOTS**


MECH MIND
(3D視覺&AI)

 **robot**
(電動夾爪)

逆向/ 檢測軟體

 **Geomagic® Design X™**

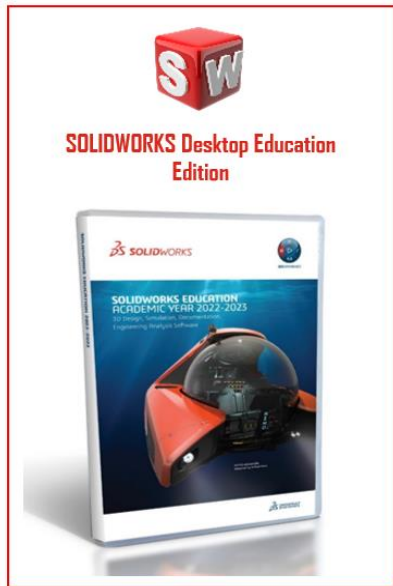
 **Geomagic® Control X™**

Main Product – Academia Software

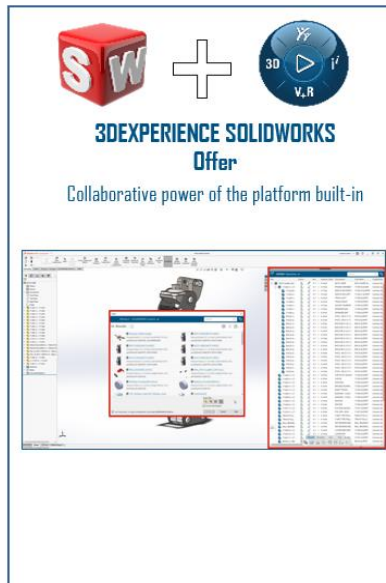
SOLIDWORKS

SOLIDWORKS
Education

Desktop



Cloud Connected



Full Cloud



3DEXPERIENCE WORKS

3DEXPERIENCE® Edu

SIMULIA

SIMULIA
ABAQUS CST 



Product Applications

Aerospace

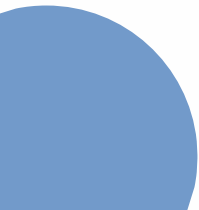
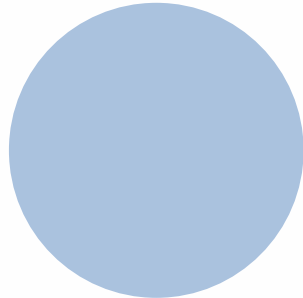
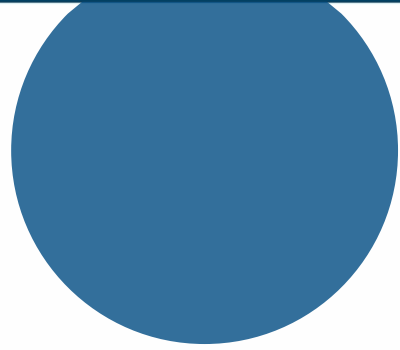
Assist in product development, increase production capacity, and fully leverage market opportunities for innovative aircraft. °



產品應用

Automotive

SOLIDWORKS helps the automotive industry expand production and drive growth.



產品應用

Life Science

Develop new medical devices to meet revised regulatory compliance requirements for medical equipment.



產品應用

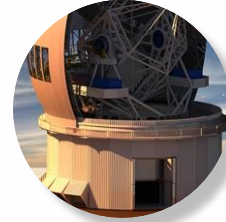
Hi-Tech Electronics

Elevate robotic development to new heights by creating advanced, engaging, and enjoyable robots



產品應用

Consumer
SOLIDWORKS helps a wide range of
consumer industries enhance
productivity and reduce costs.

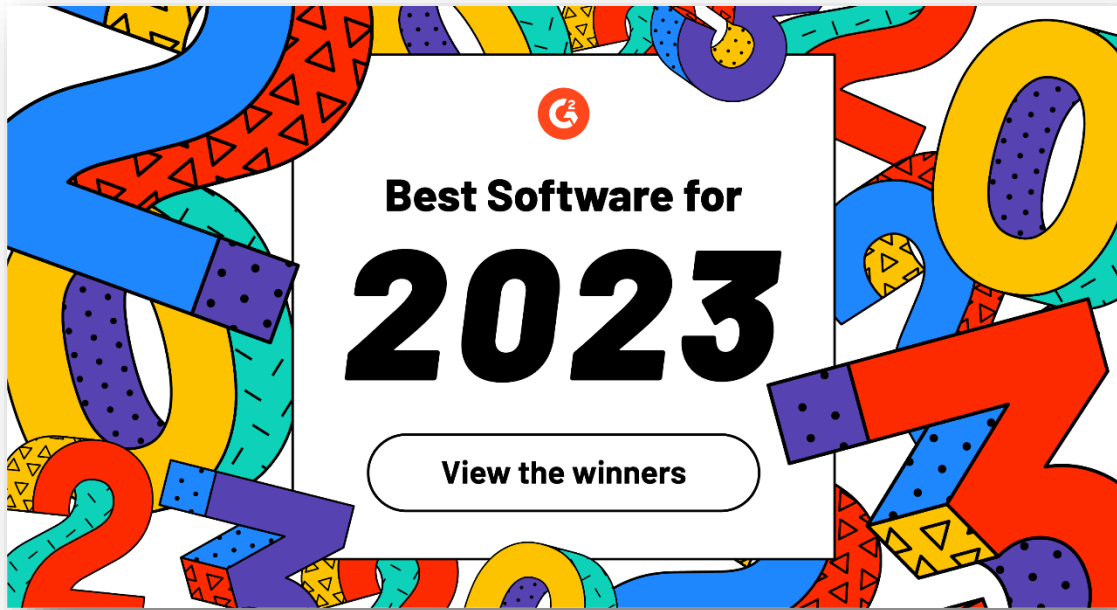




Business strategy



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 profile section for SolidWorks, including a 'View profile' link and a brief description of the software. The 'Main Category' is listed as 'Mechanical Computer-aided Design (MCAD)'. Under the 'G2 Awards' section, there are three award badges for 'Leader' in the 'Summer 2023' period, each with the SolidWorks logo and the text 'SOLIDWORKS Summer 2023'. Navigation arrows are visible on the left and right sides of the award section.

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

3D CAD Perpetual / Subscription Solutions

 **SOLIDWORKS**

3D CAD軟體 業界唯一

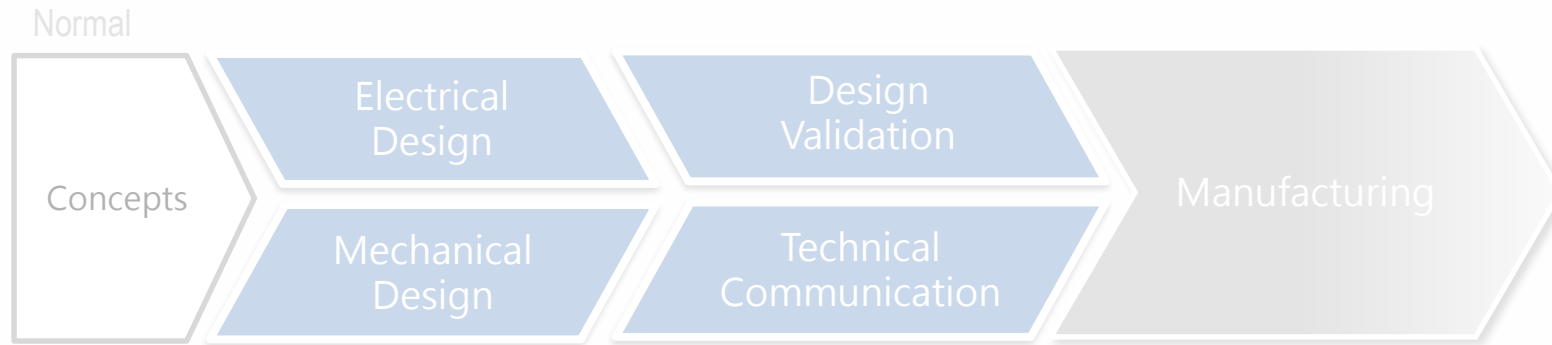
永久授權



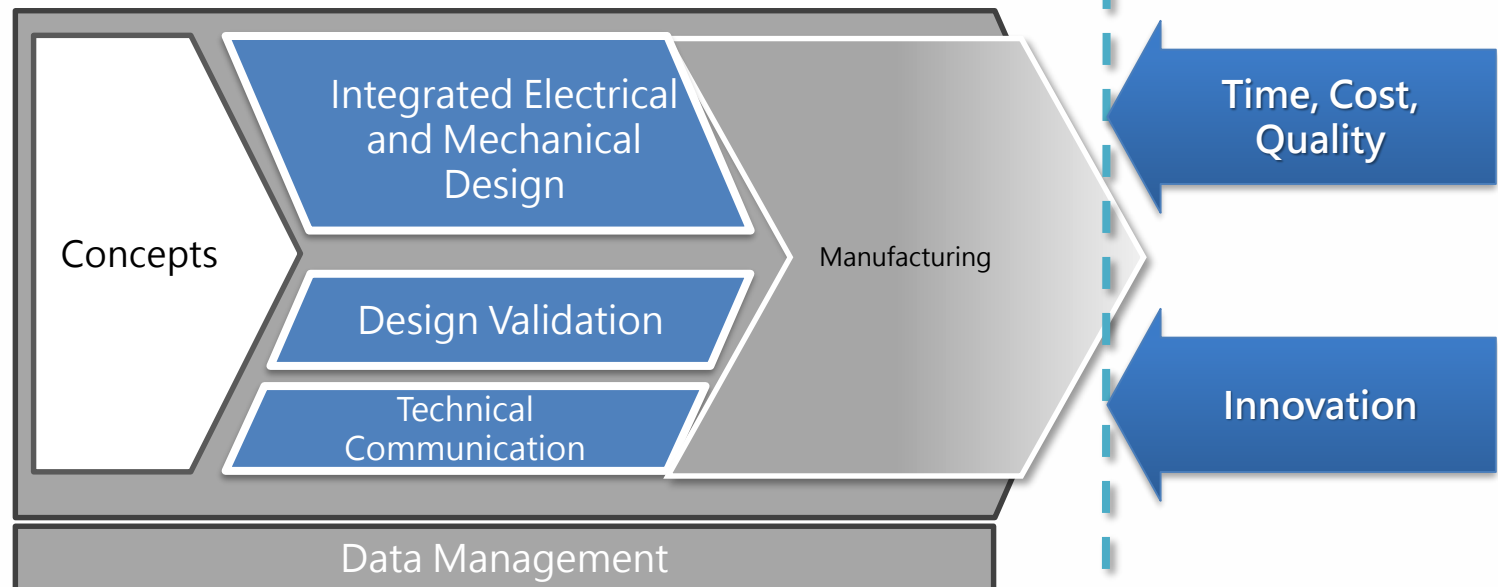
自由選擇

訂閱方案

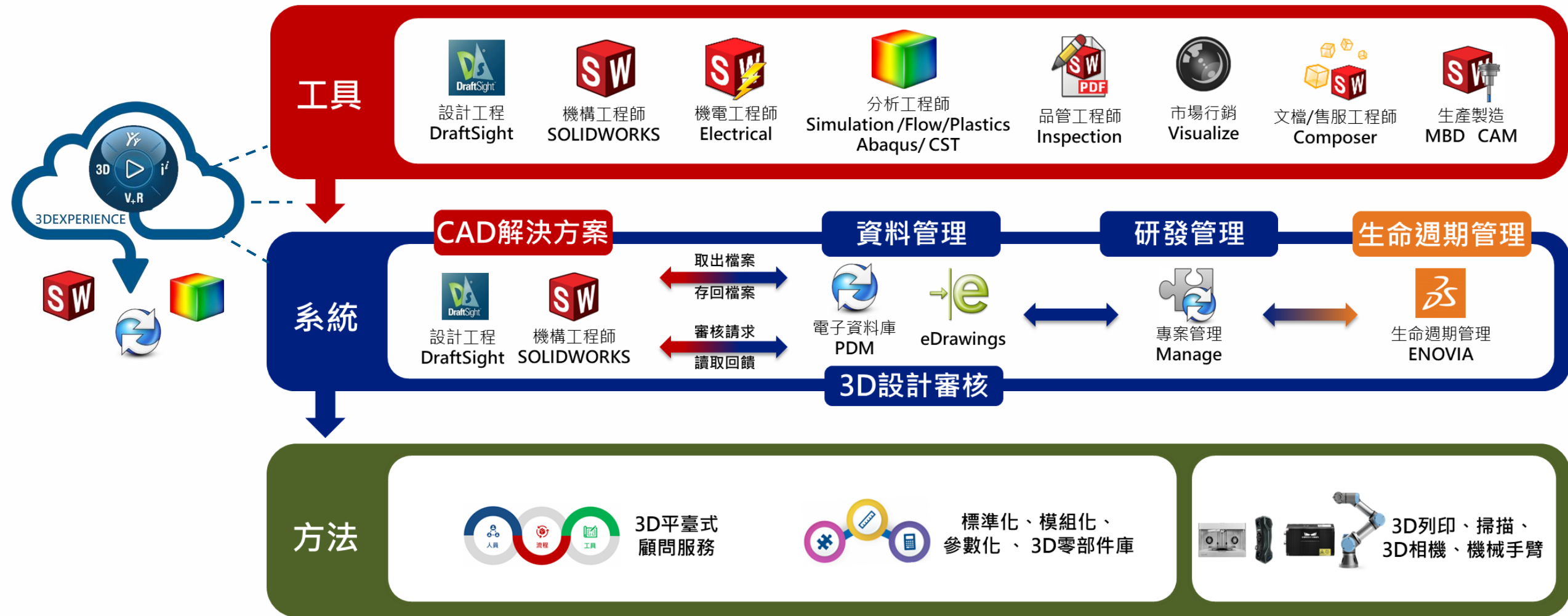
Accelerate Development Lifecycle



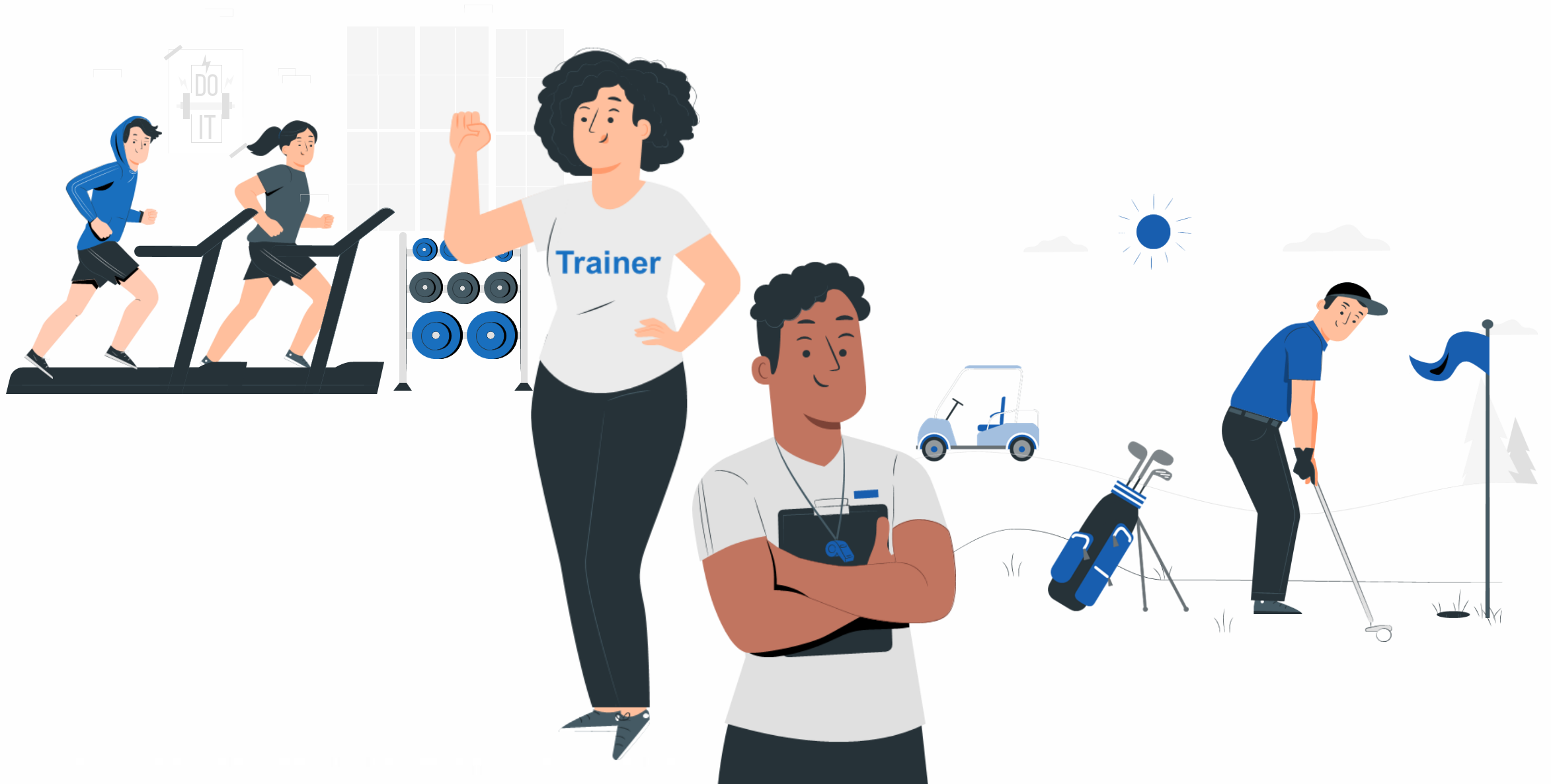
What SolidWizard Offering – Integration 3D Design Platform



SolidWizard 3D Innovation Developing Platform



Products are the foundation, service is the guarantee



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

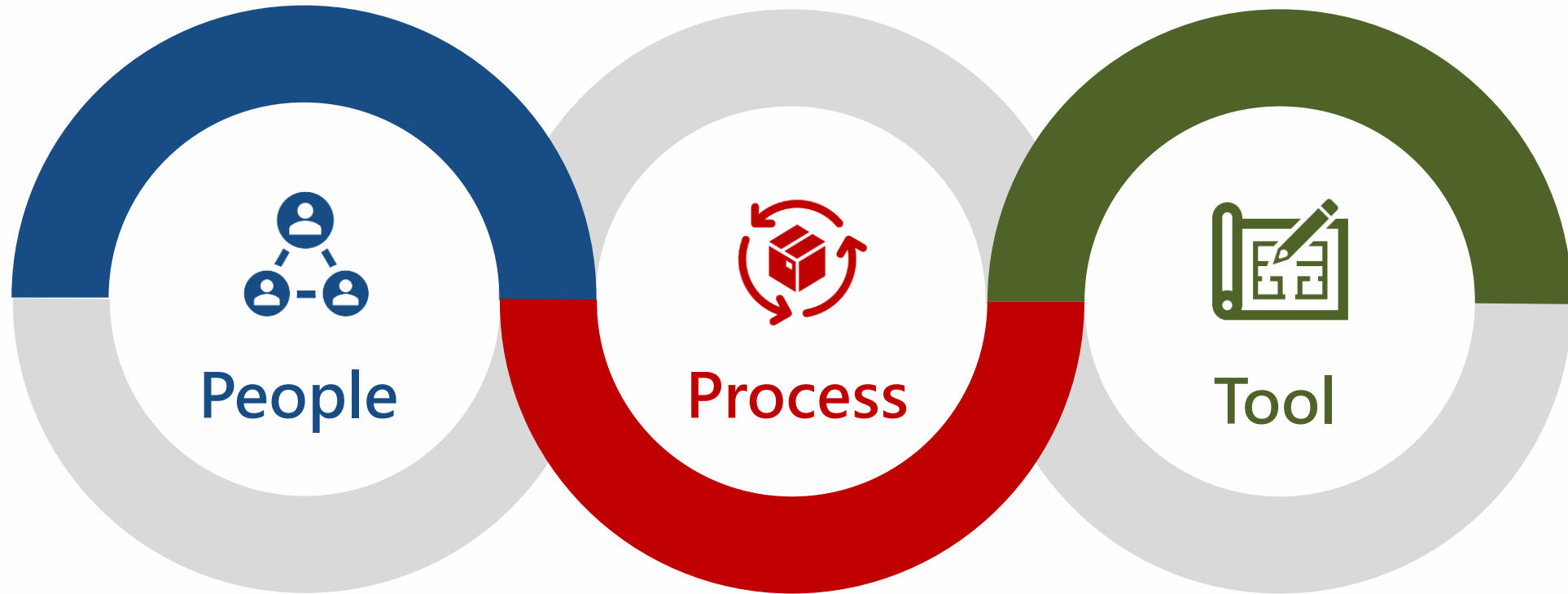
Level 6

ENOVIA



American National Committee on Standards and Technology proposed 3D enterprise level model

Efficiency improve -3D Platform consulting service



- Comprehensive training programs
- Enhance personnel skills and efficiency
- Share best practices
- Reduce learning time

- **3D Digital Product Development Process**
- **Collaborative Product Development Process**
- **Standardization, Modularization, and Automation**

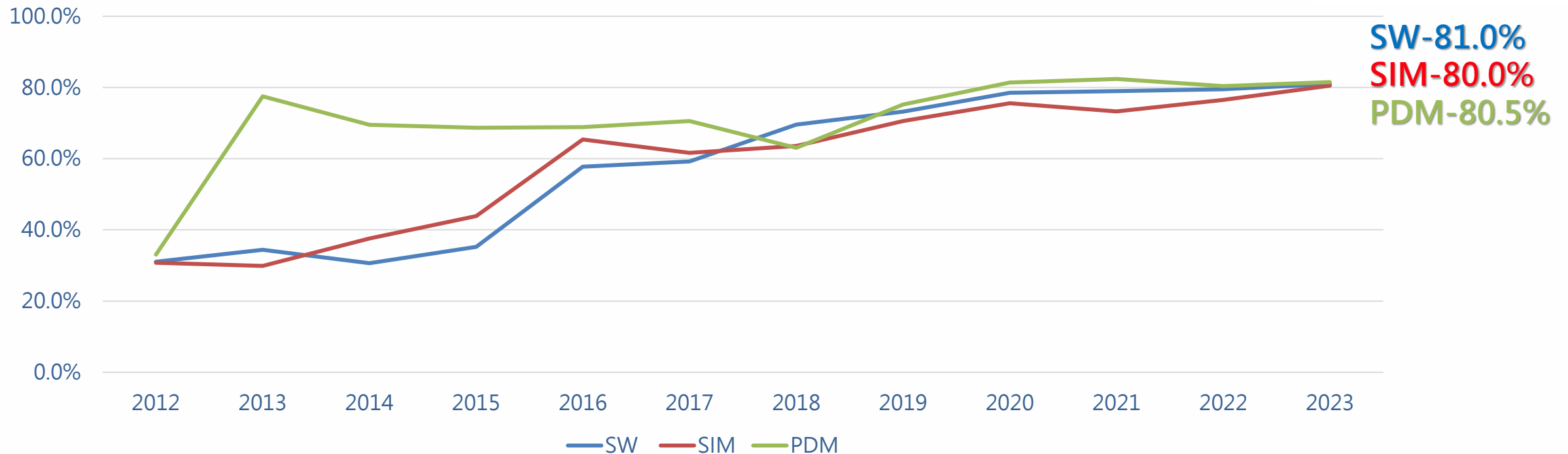
- **Product development system and tool**
- **System integration**
- **Customization system**

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



Focus on WW No.1 UR Robot



40-50%

50,000+

CoRobot
MKT Share

CoRobot
Shipping Qty

Plastic Injection
Molding,
Machining

1,100+

UR+ Ecosystem

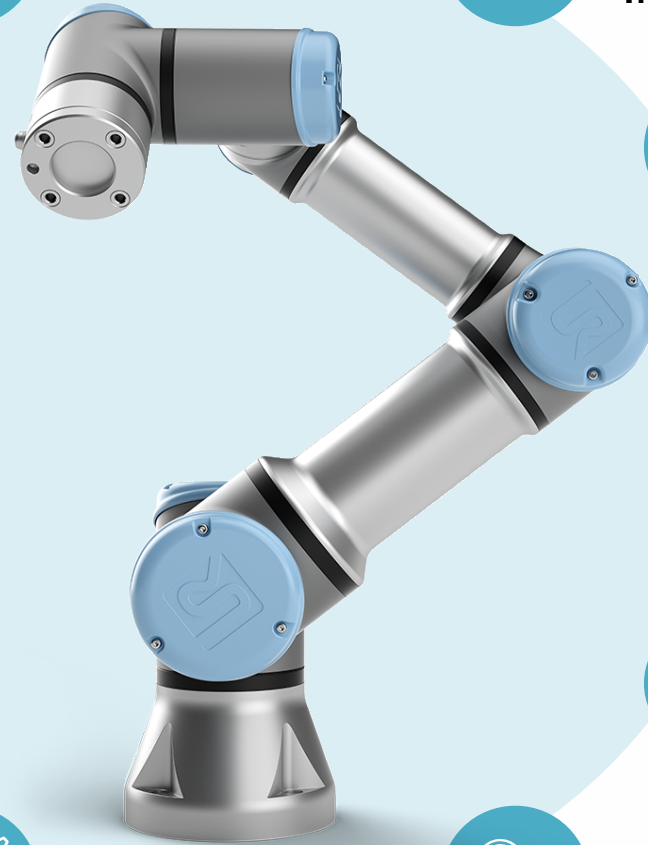
Dispensing,
Welding



Packaging,
Stacking



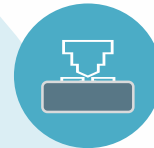
Screw fastening



Laboratories,
Research
Institutes



Polishing,
Sanding



Assem
bly



Pick Place



Quality Inspection

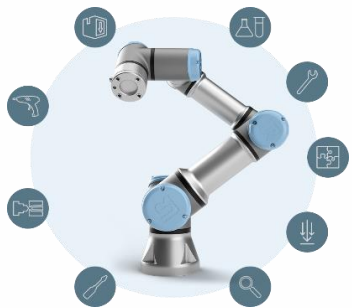


UR Applications

Packaging,
Stacking



- American-style Superstore
- Product Packaging

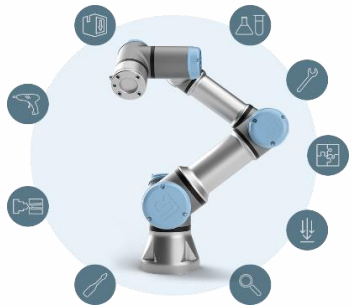


UR Applications

Packaging,
Stacking



Factory Carton Stacking

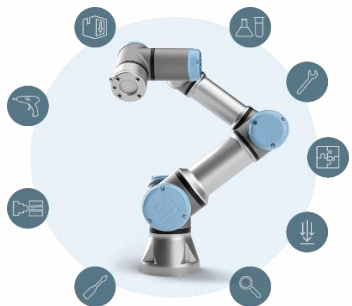


UR Applications

Dispensing,
Welding



Sheet Metal Welding

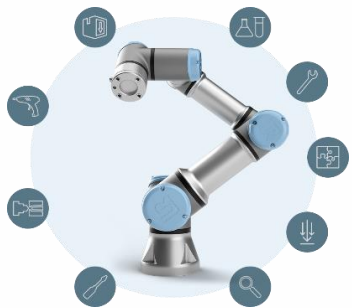


UR Applications

Plastic Injection Molding,
Machining

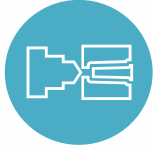


- **One-to-Two** Lathe Loading and Unloading

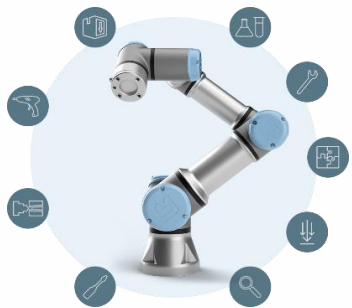


UR Applications

Plastic Injection Molding,
Machining



Injection
Molding
Equipment



UR + NVIDIA Drive the AI Accelerator

AI Accelerator

powered by PolyScope X

AI Object
Detection

AI Path
Planning

AI Machine Tool
Tooling
Inspection

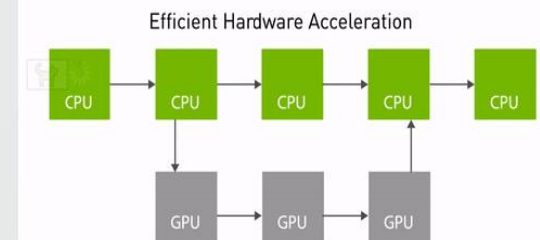
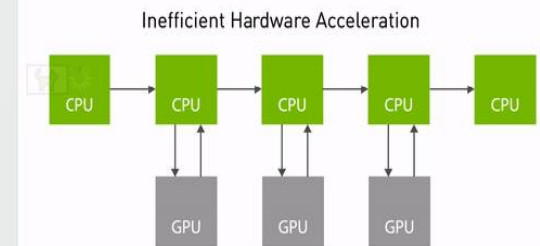
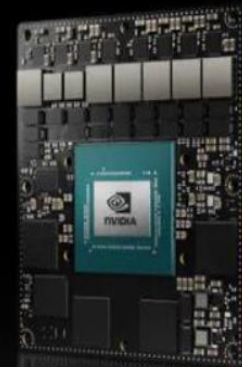
AI Workspace
Relocation

- Boost Customer Confidence
- Automation Anywhere
- Save Programming Time
- Unmatched Integration Capability



NVIDIA Jetson AGX Orin

Next-level AI performance
for next-gen robotics



Image

Ticket



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		2024Q3	
Item	金額	%	金額	%	金額	%
Gross Sales	1,394,365	100	1,447,163	100	1,026,651	100
Cost Of Goods Sold	646,555	46	690,593	48	512,517	50
Gross Profit	747,810	54	756,570	52	514,134	50
Operating Income	369,900	27	340,382	23	203,606	20
Net Income	306,094	22	288,608	20	188,370	18
Capital	282,107		282,107		282,107	
EPS	10.85		10.23		6.67	

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



