

中国电子半导体 China (A-share) Technology Semiconductor

菜宝高科 MED 电子纸及面板级玻璃封装载板样品发布,新业务蓄势待发 Laibao Hi-Tech MED E-Paper and Glass PLP Samples Released, Awaiting Ramp up

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热点速评 Flash Analysis

(Please see APPENDIX 1 for English summary)

事件

我们与其他投资者于 11 月 18 日一同调研了位于深圳的菜宝高科 (002106 CH),参观了公司 MED 电子纸及面板级玻璃封装载板两项新业务的最新产品,投资者普遍反馈积极,认为公司新产品竞争力优秀,未来发展空间广阔。

点评

公司简介:公司当前主要业务是电容式触控屏及 TFT-LCD 面板/导电玻璃/彩色滤光片等。根据公司 2023 年报,电容式触控屏占收入 92.3%。当前公司基于传统业务积累的经验、技术和设备展开新业务投资和转型,开展了 MED 电子纸和面板级玻璃封装载板两项新业务并已生产出样品展出。

MED 电子纸应用前景广阔,产品力优异: 2022 年建立中尺寸 MED 模组的中试线,已制作出多款样品正在进行客户验证推广使用。公司预计项目量产后年均营收可达 91.6 亿元。MED 样品在色彩饱和度上显著优于当前行业主流的电子纸产品,未来在电子书等产品的应用前景广阔。

面板级玻璃封装载板:玻璃基板由于更好的稳定性、导热性、平整度及通孔密度等,有望代替目前主流有机载板(如 ABF 载板),成为 CPU/GPU 的先进封装载板材料。根据 Yole 预测,FOPLP(扇出型面板级封装)市场规模可从2023 年 USD50m 增长到 2028 年 USD250m,CAGR 达 38%。公司基于 2.5 代 TFT-LCD 面板线和采购必要设备,已经自主/合作设计并制作出多款玻璃封装载板的测试样品,其中包括可应用于 Mini/MicroLED 显示的玻璃封装载板(MIP)以及可与 CPU/GPU 等芯片配套的具有 TGV 的面板级玻璃封装载板(PLP)。量产后有望广泛运用于 AI GPU 的先进封装

估值:公司公告 2024 年前 3 季度收入为 RMB44.14 亿元,同比+4.5%,净利润 3.09 亿元,同比+2%。目前公司股价对应约 1.5x 2024 PB,处于面板同业合理估值水平,如京东方(000725 CH)1.3x 2024 PB,维信诺(002387 CH)2.3x 2024 PB。另外公司股价对应约 21x 2024 PE,对比电子纸同业如元太(8069 TT)40x 2024 PE 估值水平较低。我们认为公司当前新业务进展顺利,产品竞争力优异,未来新产品放量后盈利和估值水平或将显著提升,估值或可高于同业水平。

风险

1) 新产品研发进展不及预期。2) 客户推广验证情况不及预期。3) 市场竞争激烈。

公司简介:

深圳菜宝高科技股份有限公司成立于 1992 年 7 月 21 日,是专业研发和生产平板显示上游材料及触控器件的龙头厂商,2007 年 1 月 12 日在深圳证券交易所上市(002106)。公司主导产品包括中小尺寸(10 英寸以下为主)平板显示器件用 ITO 导电玻璃、彩色滤光片(CF)、TFT-LCD 面板和电容式触摸屏(目前以中大尺寸产品为主,10-27 英寸)。此外,公司 2023 年已实现多款中尺寸彩色微电腔电子纸显示器件(MED)的样品制造,并开始在整机品牌客户验证推广销售。另外公司也完成了面板级玻璃封装载板的样品制造,业务未来发展空间广阔。

图1 公司发展历程



资料来源:莱宝高科,HTI

主营业务:

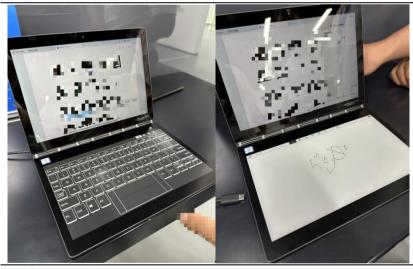
- 1. 电容式触摸屏(占 FY23 营收 92.3%): 公司拥有国内目前唯一一条批量生产的第5代触摸屏生产线,包括全贴合电容式触摸屏(中大尺寸 10-27 英寸为主)以及一体化电容式触摸屏(单体),研发并量产采用多种柔性载板的 SFM 结构、AOFT 结构的触摸屏新产品。触摸屏产品最终用于平板电脑、触控笔记本电脑等(如联想YOGA Book 9i 双屏笔记本,下屏可模拟键盘及手写触控板)新兴消费类电子产品及车载触摸屏。
- 2. ITO 导电玻璃与 TFT-LCD 产品 (占 FY23 营收 2.2%): 在中高档液晶显示器件用 ITO 导电玻璃 (10 英寸以下为主)方面处于市场领先地位。TFT-LCD 面板仅有一条 2.5 代线,主要以满足多品种、小批量的定制化订单,市占率有限。
- 3. 彩色滤光片、触摸屏面板与盖板玻璃(占 FY23 营收 2.6%): 彩色滤光片以自用为主。
- 4. 中尺寸 TFT-LCM (占 FY23 营收 1.3%)
- 5. 其他:一体化计算机(AIO PC)用触摸屏产品

图2 公司主要产品

传统业务 中容式触摸屏 一体化电容式 触摸屏 (OGS) 微腔电子纸显示器件 (MED) TFT-LCD面板 ITO号电玻璃 面板级封装 (玻璃基板) 彩色波光片

资料来源:莱宝高科,HTI

图3 联想 YOGA Book 9i 双屏笔记本



资料来源:莱宝高科,HTI

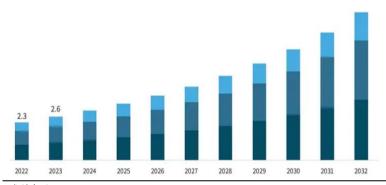
未来空间一: 电子纸产品

1. 电子纸行业概况

电子纸是一种显示技术,也称为电子墨水(E-ink),不需要背光源而是利用环境光 「反射」 (reflective),相较于一般背光模组或自体发光的显示器,具有轻薄、护眼、高对比度、可视角广等特性;此外,其「双稳态」(Bi-stability)特性让面板只有在更换 影像资讯时才需耗电,因此耗电量非常低、待机时间特长,电子纸现在已广泛被应用在电子书、电子看板、数位标签、公车站牌等地方。

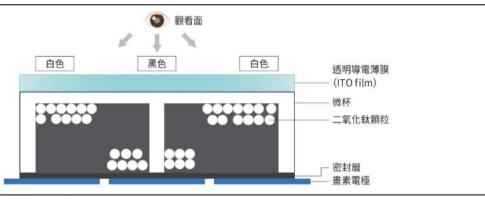
电子纸主要的应用产品可分为电子显示器和电子标签(Electronic Shelf Labels, ESL),其中,电子书阅读器市场稳定,年销量略超千万台,近期增长来自于主流的黑白两色阅读器转换为彩色阅读器,受惠于彩色电子纸的解决方案越趋成熟。另一方面,电子标签则受益于商家及工厂端的渗透率逐步提升。值得注意的是,电子货架标签前几年受大型零售业者的青睐,除能够更清晰的显示商品名称、价格外,也方便产品资讯更新并节省人力成本及纸张浪费。电子纸显示器的市场规模正快速增长,根据研究机构GMI预估,电子纸 2032 年将增至 90 亿美元,期间 CAGR 为 14.5%。

图4 电子纸市场规模预测



资料来源: Global Market Insights

图5 微杯电泳式电子纸成像原理



资料来源:科学月刊

市场目前以电泳式电子纸(electrophoretic display, EPD)为主流,原理是依据被施加的电场,带电颗粒/胶囊便会根据电极的正负而向上或向下移动,使像素显示出白色或黑色,再搭配黏滞系数较高的胶体,使染料粒子在介质中不易移动,达到断电时保持原画面的特性。电子墨水会涂布在一层塑胶薄膜上,再贴覆上薄膜电晶体(TFT)电路,经由驱动IC控制,形成像素图形,而彩色电子纸需要更多颜色粒子/胶囊或使用彩色滤光

海通國際 HAITONG 片成像,需开发更精密的电场控制呈现不同的颜色。显示器搭配 TFT 主动式矩阵驱动的电子纸系统架构,是将薄膜贴合在 TFT 背板上。背板提供电路,快闪记忆体用于储存驱动波形对照表与影像,协助开机时将资料载入到 RAM 中,并将讯号推送至驱动 IC 使影像呈现出来。

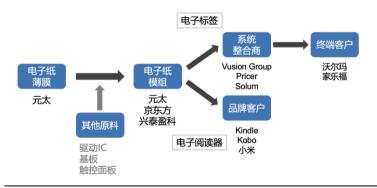
除了电泳显示技术外、还有胆固醇液晶(CH-LCD)、电湿润(EFD)、电浆显示(DES)等技术路线,其中友达转投资的虹彩光电致力开发胆固醇液晶的电子纸,受益于其大尺寸应用中明显的高刷新率及动态显示优势;另一方面,菜宝高科选择无锡威峰的电浆显示(DES)路线,而后改名微腔电子纸显示器(MED)项目,持续取信资本市场并努力拓展客户。

然而,考量显示稳定度及系统整合等实务方面,我们预计短期内电泳式阵营将持续成为市场主流。其一,元太的专利布局及策略,成为其护城河及市场壁垒,此外,元太不断扩大的技术联盟阵营及策略伙伴,持续推动其商业上的整合,产品导入更加顺利,元太已扩大技术联盟阵营至 BOE 京东方、TCL 华星、DKE 东方科脉、群创等一线面板大厂,合作推广彩色电子纸应用;最后,更大的终端产量也反应其定价权及获利能力上,元大的降本提效也将为后进者带来重重挑战。因此,新进者在进入市场时,除了需要拥有丰沛的财务资源协助市场份额取得,也需要与下游系统整合商通力合作,才有机会在寡占的电子纸市场开拓新的技术流派。

元太(8069 TT)成立于 1992 年,总部位于新价。 2004 年挂牌上柜,2023 年营收 271 亿新台币,营收组合:消费性电子(电子书阅读器、电子纸笔记本)46%、物联网应用及其他(电子货架标签)54%。元太不断透过并购合作伙伴及竞争对手达成供应链整合,并逐步垄断电子纸中上游,从 2005 年飞利浦电子纸部门开始,接着 2009 年并购 E-INK 开始量产电子墨水、2012 年收购同业达意(SiPix) 取得微杯技术,因此手上握有电子纸核心专利,包括微胶囊、微杯、黑白墨水等,使其能够持续技术研发以拓展多元的市场应用,如三/四色电子墨水、彩色电子纸等。元太由于近乎垄断的行业地位,而享有约50%的毛利率,除电子薄膜、电子墨水及模组的本业销售外,公司也有固定的业外权利金收入。元太持续运用其行业地位协助推展新规格及新产品导入,如彩色阅读器、四色电子标签,也持续发展大尺寸数位看板业务。

元太现阶段掌握绝大部分客源与业务,产品开发多元,供应链完整且达到经济规模的量产,对手短时间难突围。然而,微腔电子纸显示器(MED)将以另一技术路线持续挑战,其简单的制程较微胶囊与微杯所需的复杂制程具有成本优势,但关键在于元太驱动黑白粒子的方法专利有效期限及未来的专利竞争,且目前技术发展尚未成熟。市场期待未来元太原先非主要的面板提供商,会考虑转向新阵营,并让电子纸薄膜的生产移转到面板厂一条龙式生产,进而逐步打破由元太一手垄断的行业格局。

图6 元太电子纸供应链



资料来源: HTI



2. 菜宝高科 MED 电子纸项目

微电腔显示(Micro Electric-Chamber Display,简称"MED",又称"电浆显示")属于微腔电子纸显示器件的类别,为电子纸的类型之一,是一种依靠反射环境光实现信息显示的反射式显示器件,无需背光源和偏光片,可实现双稳态(显示静态画面不耗电,仅在切换画面瞬间耗电)、纯反射、全彩色化电子纸、类纸张、高对比度、高分辨率、窄边框显示具有本质护眼、超低功耗、轻薄、户外观阅舒适等显著优点,但彩色显示画质不如 TFT-LCD 和 AMOLED 等主流显示面板,产品主要定位于彩色电子纸市场,涵盖大、中、小全尺寸系列,可应用于电子标签、彩色电子书包、彩色电子书阅读器、电子纸平板、扩展显示器、护眼显示器、电子看板、电子公交站牌、电子信息牌、电子白板、公共显示等多种终端应用领域。

该 MED 项目于 2023 年 10 月启动,预计建设期 24 个月。总投资 90 亿元其中注册资本为 55 亿元由菜宝高科出资 30 亿元及浙江湖州南浔地方政府出资 25 亿元,另 35 亿元来自银团贷款。新建玻璃载板月投片量 18 万平方米,制作产品尺寸涵盖 7.8 英寸至 55 英寸的微电腔显示屏(含触控显示一体化产品,属于微腔电子纸显示器件的类别,以代表尺寸 12.3 英寸折合月产 320 万块或以代表尺寸 31.2 英寸折合月产 50 万块)的生产线。公司利用现有 2.5 代 TFT-LCD 面板产线已自主掌握 MED 的驱动背板、反射式彩膜、灌浆、成盒、模组组装等全制程制作工艺技术并具备小尺寸 MED 产品量产能力。公司 2022 年建立中尺寸微电腔显示(MED)模组的中试线,已制作出多款微电腔显示屏的产品,正在进行客户验证推广使用。MED 产品中的关键材料电浆已取得无锡威峰科技 20 年 MED 专利长期授权许可和电浆材料长期供应保障。公司预计项目量产后年均营收可达 91.6 亿元。

图7 元太科技电子纸 (左)与菜宝高科电子纸 (右)对比



资料来源:莱宝高科,HTI

公司中尺寸 MED 产品已成功制作出多款样品, 2025 年将小批量生产。如上图所示, 公司 MED 样品在色彩饱和度上显著优于元太电子纸产品,提供了更好的显示视觉效 果,未来量产后可大范围运用于电子书等产品。

未来空间二:面板级玻璃封装载板(PLP)

1. 扇出型面板级封装 (FOPLP) 行业概况:

伴随人工智能、高性能计算的发展,未来封装工艺的发展方向正在转向 FOPLP (Fanout panel-level packaging,扇出型面板级封装)。其中,扇入型(Fan-in)封装将芯片 的 I/O 引脚控制在 die 的面积区域内,扇出型 (Fan-out) 封装将芯片的 I/O 口向外引 出。我们认为,针对多引脚、高密度封装,扇出是最好的解决方法之一。晶圆级封装 (WLP, Wafer-level packaging) 一直用直径为 200mm 或 300mm 晶圆片作为 Carrier 进 行封装,但由于最后的封装体是矩形的,圆形硅片不能提供最高的加工效率和最有效 的面密度,而越大的芯片面积,圆形基板的使用效率越低。因此直接在更大面积的矩 形面板上进行 FOPLP 将在性能的基础上有效降低成本。根据 Yole 数据,FOWLP (Fanout wafer-level packaging, 扇出型晶圆级封装)的面积利用率<85%, 而 FOPLP 的面积 使用率>95%。当晶圆级封装从 200mm 过渡到 300mm, 节省成本约 25%; 而从 300mm 晶圆过度到面板级封装,则能节约66%成本。

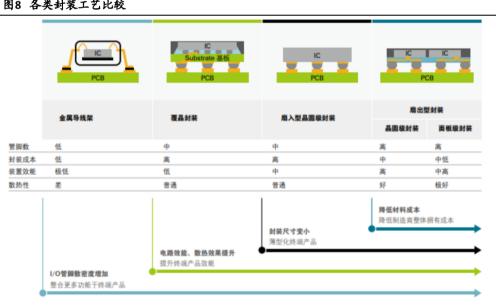


图8 各类封装工艺比较

资料来源:亚智科技官网,HTI

600 x 600 mm Panel 500 x 500 mm Panel 300 x 300 mm Panel

图9 晶圆级 vs 面板级封装的比较

资料来源:亚智科技官网,HTI

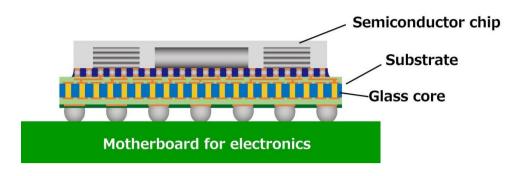
1.1 玻璃载板的优势

玻璃载板由于其优越的电气性能和机械性能开始代替传统的有机材料载板。玻璃载板 拥有比传统载板更高的尺寸稳定性、表面平整度、和温度稳定性,使其有更高的通孔 密度 (是传统有机载板的 10 倍),更好的 RDL 布线,并且能更好的保障封装内元件的 长期稳定性;玻璃材料拥有低介电常数与高电阻率,能带来更快的信号传输并减少传输损耗。

图10 英特尔玻璃载板 vs 有机载板

资料来源:英特尔,HTI

图11 DNP 玻璃載板



资料来源: DNP, HTI

TGV (玻璃通孔)是玻璃载板封装中的关键技术。相比传统 TSV,目前 TGV 的深刻蚀工艺不够成熟,主要难点有:1)玻璃刻蚀的精度/速率问题,传统激光、干、湿法刻蚀在平整度、垂直度、宽深比等表现各有其优劣;2)玻璃衬底上沉积/电镀工艺的难度,玻璃的表面相比硅等更不容易被金属粘附,容易导致金属层分层、卷曲等。

图12 玻璃载板/TGV 重要厂商研发生产进度

厂商	国家	进度	
康宁	美国	拥有成熟的玻璃载板和 TGV 技术, 能够为下游 IC 生产商提供 4-12 英寸、厚度 100-700μm, 以及最大面积 500mm² 的玻璃显示载板; TGV 孔径范围在 20-100μm,深宽比可以达到 10:1	
肖特	德国	可以提供 Hermes 玻璃晶圆载板,采用 TGV 技术,可实现晶圆级芯片尺寸(WLCSP)的超小型化、全密封传感器和 MEMS 器件的封装	
Mosaic Microsystems	美国	微电子和光子封装的 TGV 玻璃厂商,公司可在厚度小于 100µm 玻璃上实现直径 15-35µm 的定制 TGV 图案、填充、过孔和金属化	
LPKF	德国	用于刻蚀 TGV 的激光诱导深度蚀刻技术 LPKF LIDE 已成功用于半导体行业玻璃载板量产	
Samtec	美国	拥有超高密度 TGV 金属化和气密密封工艺,通孔直径最小为40μm,通过位置精度为误差 5μm,总厚度变化为 15μm	
群创光电	中国台湾	拥有丰富的处理玻璃和防止其破损经验,可以生产 TGV 玻璃厚度 范围为 100-200μm,孔径范围为 50-100μm,通孔间距为 100-300μm	

资料来源:公司公开信息整理,HTI



2. 菜宝高科面板级玻璃封装载板:

公司利用已有的 2.5 代 TFT-LCD 面板线及采购必要设备,已自主/合作设计并制作出多款玻璃封装载板的测试样品,其中包括可应用于 Mini/MicroLED 显示的玻璃封装载板 (MIP)以及可与 CPU/GPU 等芯片配套的具有 TGV 的面板级玻璃封装载板 (PLP),目前尚未量产。莱宝玻璃载板有望用于 CPU/GPU 领域,替代目前主流的有机载板(如ABF 载板)。其中每块载板含 6.7 万个 TGV 玻璃通孔,能够链接上层的芯片和下方的PCB 板,相比传统有机载板有更好的稳定性、导热性、平整度及通孔密度,芯片容量更大。

图13 菜宝高科玻璃封装载板 (含 TGV)



资料来源:莱宝高科,HTI

同时公司也生产出玻璃材质的 FCBGA 封装基板样品也可用于 CPU/GPU 芯片封装。

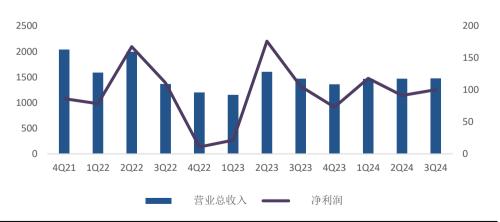
图14 菜宝高科 FCBGA 封装基板

资料来源:莱宝高科,HTI

财务分析:

公司 FY23 营收 55.86 亿元,净利润 3.76 亿。3Q24 营收 14.77 亿,+0.5% QoQ/+0.4% YoY,净利润 0.98 亿,+5% QoQ/-7% YoY。 FY24 前三季度累计营收 44.14 亿元,净利润 3.09 亿元。公司目前处于业务转型阶段,传统电容屏及 TFT-LCD 面板业务销量和单价 承压,MED 电子纸和面板级玻璃封装载板等新业务仍处于样品阶段等待放量。目前公司 FY24/25 在 Wind 未有一致预测,3Q24 BPS 7.7 元对应 1.5x PB,处于同业合理估值水平,如京东方(000725 CH)1.3x 2024 PB,维信诺(002387 CH)2.3x 2024 PB。另外假设 4Q 净利润与 3Q 持平则 FY24 全年净利润约 4 亿元,对应 21x 2024 PE,对比电子纸同行如元太(8069 TT)40x 2024 PE 估值水平较低。我们认为公司当前新业务进展顺利,产品竞争力优异,未来新产品放量后盈利和估值水平或将显著提升,估值或可高于同业水平。

图15 菜宝高科营收及净利润情况 (单位: 百万元)



资料来源:莱宝高科,HTI

海通國際 HAITONG

APPENDIX 1

Summary

Event: We conducted a field trip to Laibao Hi-Tech (002106 CH) in Shenzhen on November 18th with investors, where we visited the company's latest products in two new business areas: MED electronic paper and panel-level glass substrates. Investors feedback was positive, agreeing that company's new products are highly competitive and have huge potential.

Company Overview: The company's current main business is capacitive touch screens and TFT-LCD panels/conductive glass/color filters, etc. According to the company's 2023 annual report, capacitive touch screens account for 92.3% of revenue. Currently, the company is transitioning to new businesses based on the experience, technology, and equipment accumulated from traditional businesses, developed samples of MED electronic paper and panel-level glass packaging substrates as two new businesses.

MED Electronic Paper with Broad Application Prospects and Excellent Performance: In 2022, the company established a pilot line for medium-sized MED modules and has produced several samples that are currently undergoing customer validation and promotion. The company estimates that after MP, the project can achieve an annual run rate of 9.16 billion yuan. The MED samples significantly outperform the current mainstream electronic paper products in color saturation, indicating broad application prospects in products such as e-books.

Panel-Level Glass Packaging Substrates: Glass substrates, due to their better stability, thermal conductivity, flatness, and via density, are expected to replace the current mainstream organic substrates (such as ABF substrates) and become advanced packaging substrate materials for CPUs/GPUs. According to Yole's forecast, the FOPLP (Fan-Out Panel-Level Packaging) market size could grow from USD 50 million in 2023 to USD 250 million in 2028, with a CAGR of 38%. The company, based on its 2.5-generation TFT-LCD panel line and the purchase of necessary equipment, has independently/cooperatively designed and produced several test samples of glass packaging substrates, including glass packaging substrates for Mini/MicroLED displays (MIP) and panel-level glass packaging substrates (PLP) with TGV that can be matched with CPUs/GPUs and other chips. After MP, it is expected to be widely used in advanced packaging of AI GPUs.

Valuation: The company announced a revenue of RMB 4.414 billion for the first three quarters of 2024, an increase of 4.5% YoY, and a net profit of 309 million yuan, an increase of 2% YoY. Currently, the company's stock price trades at 1.5x 2024 PB at a reasonable valuation level compared to its panel industry peers, such as BOE Technology (000725.CH) at 1.3x 2024 PB and Visionox (002387 CH) at 2.3x 2024 PB. Additionally, the company's stock price trades at 21x 2024 PE lower than its electronic paper peers such as E Ink (8069 TT) at 40x 2024 PE. We believe that the company's current new business is progressing smoothly, with excellent product competitiveness, and profitability and valuation may significantly improve or even exceed peers' valuations after the new products ramp up.

Risks: 1) The progress of new product development is not as expected. 2) Customer promotion and validation do not meet expectations. 3) Intense market competition.

附录 APPENDIX

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中性,未来 12-18 个月内预期相对基准指数变化不大,基准定义如下。根据FINRA/NYSE 的评级分布规则,我们会将中性评级划入持有这一类别。

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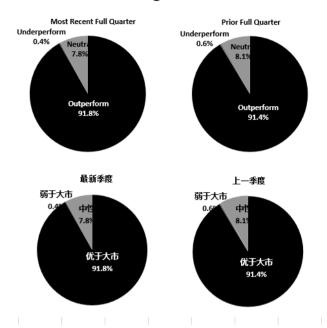
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Neutral: The stock's total return over the next 12-18 months is expected to be in line with the return of its relevant broad market benchmark, as indicated below. For purposes only of FINRA/NYSE ratings distribution rules, our Neutral rating falls into a hold rating category.

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Ratings Distribution



截至 2024 年 9 月 30 日海通国际股票研究评级分布

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投资银行客户*	3.5%	4.4%	0.0%

^{*}在每个评级类别里投资银行客户所占的百分比。

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中性,未来12-18个月内预期相对基准指数变化不大,基准定义如下。根据 FINRA/NYSE 的评级分布规则,我们会将中性评级划入持有这一类别。

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	Outperform	Neutral	Underperform
		(hold)	
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^{*}Percentage of investment banking clients in each rating category.

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