



## 特力公司民國 94 年第一季營收報告暨 94 年營運展望

發佈單位：特力股份有限公司

發佈日期：2005/04/15

特力（股）公司與特力和樂（股）公司今(15)日下午二時三十分共同舉辦法人說明會公佈九十三年財務報告、九十四年第一季自結財務報告及未來營運展望。

特力（股）公司九十三年營收達 173 億 1 仟 1 佰萬元，較九十二年成長 11%，以美金數計算成長 15.5%，成長來源主要是新產品的銷售，稅後純益為 8 億 3 仟 2 佰萬元，稅後每股盈餘為新台幣 2.26 元。今天公司董事會也通過今年將發放 2 元股利，其中含現金股利 1.8 元，股票股利 0.2 元。

特力九十四年財測，營收達到 180 億 3 佰萬元，稅後純益為 8 億 2 仟萬元，稅後每股盈餘預估為 2.12 元。展望 94 年營收將較去年微幅成長 4%，主要是因為美金貶值，若以美金數計算，成長率為 10%，成長來源主要為新客戶。稅後純益成長不高，主要是因為九十三年出售不動產利益 1 億 2 仟萬元，及九十四年將認列大陸和樂損失 1 億 1 仟萬元及台灣特力事務損失 5 仟萬元。根據該公司九十四年第一季自結財務報告，營收為 41 億 3 仟 2 佰萬元，較去年同期成長 8%，若以美金計算，則較去年同期成長 14.9%，第一季營業毛利 15.3%，較去年同期 14.9% 及前年 13.8% 表現佳；稅後純益為 1 億 8 仟 8 佰萬元，今年第一季稅後每股盈餘為新台幣 0.51 元，達成第一季財測 121%，第一季稅後純益較去年微幅下降，主要是去年第一季有認列 4 仟 8 佰萬元的不動產銷售利益。

(單位:新台幣佰萬元)	1Q 04	1Q 05	% YOY	1Q A%
營業收入	3,841	4,132	8%	97%
營業毛利	573	634	11%	96%
	14.9%	15.3%		
營業費用	471	514	9%	98%
營業利益	102	120	18%	88%
	2.7%	2.9%		
營業外損益	121	90	-26%	188%
稅前利益	223	210	-6%	114%
本期純益	197	188	-5%	121%
本期純益率(%)	5.1%	4.5%		
每股盈餘(稅前)/元	0.60	0.56	-7%	114%
每股盈餘 (稅後)/元	0.53	0.51	-4%	121%

展望轉投資事業特力屋業績穩定成長，九十三年營收達 97 億 1 佰萬元，較九十二年成長 13.7%，稅後純益為 5 億 2 佰萬元，稅後每股盈餘為新台幣 5.02 元，較九十二年成長 17.8%。九十四年第一季營收達 28 億 4 仟 4 佰萬元，較去年同期成長 14%，達成第一季財測 106%，稅前純益為 2 億 7 仟 4 佰萬元，較去年同期成長 13%，達成第一季財測 118%，九十四年度預估營收將達 110 億元，每股盈餘預估為 5.49 元，今年度預計將展店 2 家，總店數將達 20 家。

特力和樂將於年底上櫃，可望為特力創造更大的貢獻，目前已於興櫃交易，成交參考價為 44.5 元，九十三年營收達 21 億 6 仟 6 佰萬元，較去年同期成長 38.5%，稅後純益為 1 億 4 仟 3 佰萬元，稅前每股盈餘為新台幣 2.46 元，較去年同期成長 11.8%，減資後，每股盈餘可達 4.92 元，今年預計配發 3.5 元股利，其中含 3 元現金股利，及 0.5 元股票股利。九十四年第一季自結財務報告，營收為 7 億 7 佰萬元，較去年同期成長 35.1%，達成今年度財測 23.88%，稅前純益為 5 仟 6 佰萬元，第一季稅前每股盈餘為新台幣 1.54 元，較去年同期成長 38.2%，達成今年度財測 42.48%，由第一季超出預期的表現來看，今年營收與獲利是可被期待的。今年度預計將展店 2 家，總店數將達 9 家。

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Company: Test Rite International Co., Ltd. (2908 TT)

Date: 2005/4/15

Subject: Earning Reports of 2004 and 2005Q1

Test Rite (2908) and affiliated Hola Home Furnishings Co., Ltd. (2921) jointly presented in an investor conference in Taipei on 2:30 pm, April 15, to release their earning results of 2004 and 2005Q1.

For 2004, Test Rite posted Sales of NT\$17,311 million, 11% yoy growth denominated in NT\$, 15.5% in US\$ and which was mainly attributed to new product sales, and Net Profit of NT\$832 million or EPS of NT\$ 2.26. Test Rite Board also resolves today over 2004 earnings distribution in cash of NT\$ 1.8 and stock of NT\$ 0.2 per share. Test Rite projects its 2005 financial goals in Sales of NT\$ 18,003 million, 4% yoy growth in NT\$ , 10% in US\$ and mainly driven by contribution of new accounts, and Net Profit of NT\$ 820 million, -1.4% yoy growth, or EPS of NT\$ 2.12 considering an one-off property disposal gain of NT\$ 120 million in 2004 and start-up loss on new ventures of HOLA China (NT\$ 110 million) and Test Rite Office Supply (NT\$ 50 million) in 2005.

For 2005Q1, Test Rite registered Sales of NT\$4,132 million, 8% yoy growth in NT\$ and 14.9% yoy growth in US\$. The Gross Margin improved to 15.3% from 14.9%, 13.8%, same time one and two years previously. The Net Profit turns to be NT\$188 million or EPS of 0.51 and 21% outperformed in budget. The little sliding net profit in 2005Q1 is attributed to a higher base in the previously year due to a property disposal gain of NT\$48 million.

(in NT\$ million, except  
per share data)

	1Q 04	1Q 05	% YOY	1Q A%
Sales	3,841	4,132	8%	97%
Gross Profit	573	634	11%	96%
	14.9%	15.3%		
SG&A	471	514	9%	98%
Operating Profit	102	120	18%	88%
	2.7%	2.9%		
Non-op Profit	121	90	-26%	188%
Pretax Profit	223	210	-6%	114%

Net Profit	197	188	-5%	121%
Net Margin (%)	5.1%	4.5%		
EPS (before tax)/NT\$	0.60	0.56	-7%	114%
EPS (net)/NT\$	0.53	0.51	-4%	121%

B&Q Taiwan released its 2004 results in Sales of NT\$9,710 million, 13.7% yoy growth, and Net Profit of NT\$520 million, 17.8% yoy growth, or EPS of NT\$ 5.02. For 2005Q1 results, B&Q Taiwan reported Sales of NT\$2,844 million, 14% yoy growth and 6% outperformed in budget, and Pretax Profit of NT\$ 274 million, 13% yoy growth and 18% outperformed in budget. B&Q Taiwan projects its 2005 Sales of NT\$ 11,000 million and EPS of NT\$ 5.49 and plans to add two new stores to 20 in total.

HOLA Home Furnishings (2921) is on the way to OTC listing in December this year and currently is quoted NT\$ 44.5per share in “Emerging Market” post 50% share deduction completed in Q1. HOLA generated 2004 Sales of NT2,166 million, 38.5% yoy growth, and Net Profit of NT\$ 143 million, 11.8% yoy growth, or EPS of NT\$ 2.46 which is equivalent to NT\$4.92 adjusted by 50% paid-in capital deduction in Q1. HOLA 's Board resolves to distribute 2004 earnings in cash of NT\$ 3.0 and stock of NT\$ 0.5 to be approved in shareholders meeting on May 31.

HOLA released it 2005Q1 results in Sales of NT\$770 million, 35.1% yoy growth and 23.9% achieved amid annual budget, in Pretax Profit of NT\$56 million, 38.2% yoy growth and 42.5% achieved amid annual budget, or EPS (before tax) of NT\$1.54. HOLA plans to add two new stores to 9 in total in 2005.

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