

元太科技工業股份有限公司

2008年第二季法人說明會

報告人:劉思誠董事長

2008/04/14



2007年營運績效

2008年第一季營運績效

2008年與2007年各季比較

歷年第一季營業績效比較

EPD發展近況



2007年營運績效

單位:仟元

| | 2007年 | 2006年 | 差異 | % |
|-------------|------------|-----------|-----------|--------|
| 營業收入 | 10,737,161 | 9,770,536 | 966,625 | 9.9% |
| 銷貨毛利 | 1,953,682 | 760,123 | 1,193,559 | 157.0% |
| 銷貨毛利率 | 18.2% | 7.8% | | |
| 營業費用 | 663,369 | 630,071 | 33,298 | 5.3% |
| 營業利益 | 1,290,313 | 130,052 | 1,160,261 | 892.2% |
| 營業利益率 | 12.0% | 1.3% | | |
| 營業外收支 | 264,240 | 135,668 | 128,572 | 94.8% |
| 稅前利益 | 1,554,553 | 265,720 | 1,288,833 | 485.0% |
| 會計原則變動累積影響數 | | 328 | -328 | |
| 稅前利益率 | 14.5% | 2.7% | | |

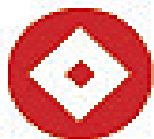


2008年第一季營運績效

單位:仟元

| | 2008Q1 | 2007Q1 | 差異 | % |
|-----------|-----------|-----------|---------|--------|
| 營業收入 | 2,603,545 | 1,810,531 | 793,014 | 43.8% |
| 銷貨毛利 | 592,927 | 274,743 | 318,184 | 115.8% |
| 銷貨毛利率 | 22.8% | 15.2% | | |
| 營業費用 | 189,099 | 151,979 | 37,120 | 24.4% |
| 營業利益 | 403,828 | 122,764 | 281,064 | 228.9% |
| 營業利益率 | 15.5% | 6.8% | | |
| 營業外收支 | 8,430 | 19,861 | -11,431 | -57.6% |
| 稅前利益 | 412,258 | 142,625 | 269,633 | 189.1% |
| 稅前利益率 | 15.8% | 7.9% | | |
| 員工分紅費用預估數 | 30,000 | | | |
| 調整後稅前利益 | 382,258 | | | |
| 調整後稅前利益率 | 14.7% | | | |

2008年第一季係自結數



2008年與2007年各季比較

單位:仟元

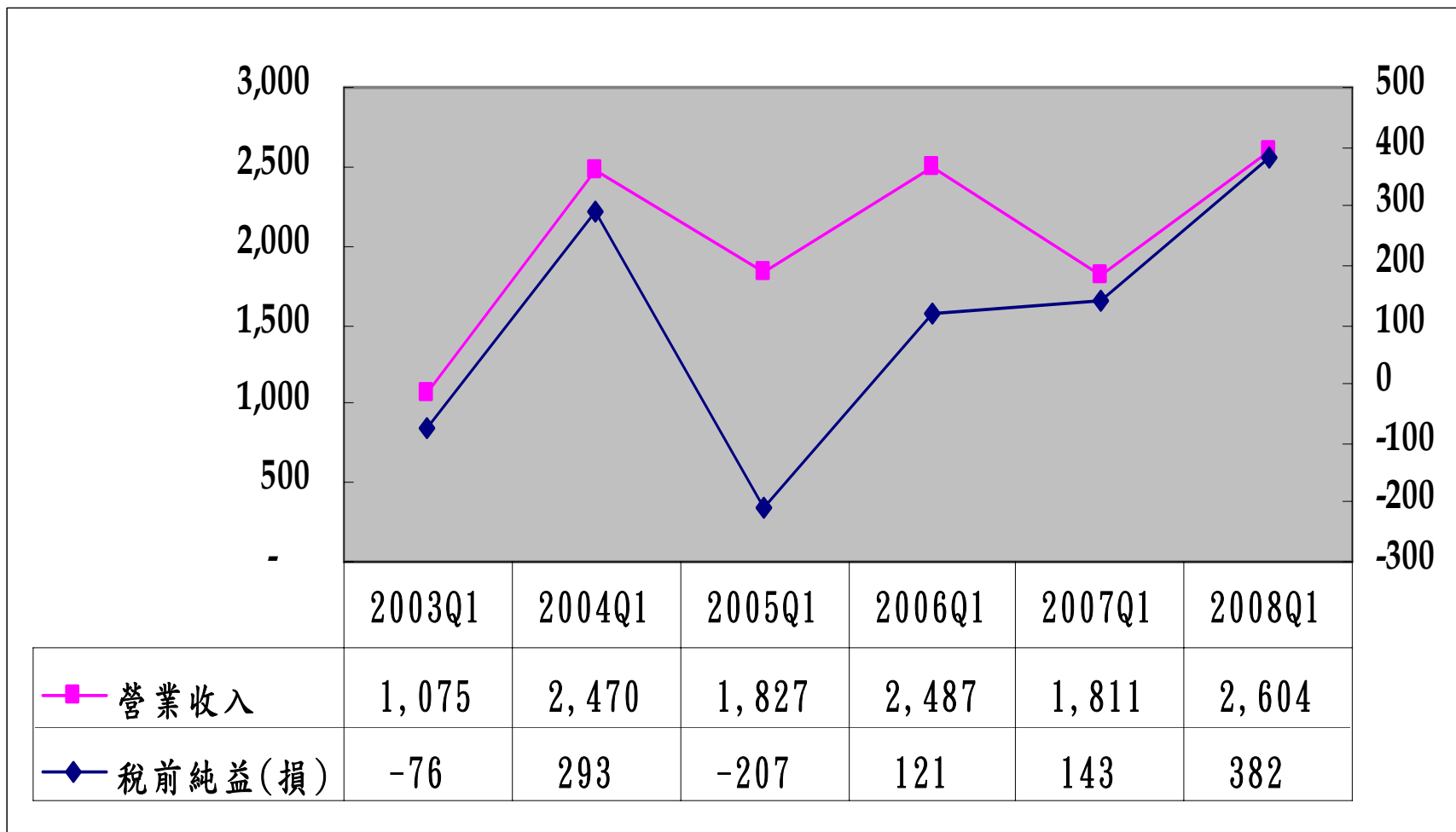
| | 2008Q1 | 2007Q4 | 2007Q3 | 2007Q2 | 2007Q1 |
|-----------|-----------|-----------|-----------|-----------|-----------|
| 營業收入 | 2,603,545 | 3,206,820 | 3,231,827 | 2,487,984 | 1,810,531 |
| 銷貨毛利 | 592,927 | 694,073 | 577,970 | 406,896 | 274,743 |
| 銷貨毛利率 | 22.8% | 21.6% | 17.9% | 16.4% | 15.2% |
| 營業費用 | 189,099 | 196,501 | 163,143 | 151,746 | 151,979 |
| 營業利益 | 403,828 | 497,572 | 414,827 | 255,150 | 122,764 |
| 營業利益率 | 15.5% | 15.5% | 12.8% | 10.3% | 6.8% |
| 營業外收支 | 8,430 | 154,034 | 66,061 | 24,284 | 19,861 |
| 稅前利益 | 412,258 | 651,606 | 480,888 | 279,434 | 142,625 |
| 稅前利益率 | 15.8% | 20.3% | 14.9% | 11.2% | 7.9% |
| 員工分紅費用預估數 | 30,000 | | | | |
| 調整後稅前利益 | 382,258 | | | | |
| 調整後稅前利益率 | 14.7% | | | | |

2008年第一季係自結數



歷年第一季營業績效比較

單位:佰萬元



2008年第一季係自結數



EPD發展近況



EPD 客戶已發表之產品

| Brand Name | HanLin eBook | HanLin eBook | Sony Portable Reader | Sony Portable Reader | iRex Liad | Amazon Kindle | STAReBOOK | Bookeen |
|--------------------------|--|--|---|--|---|--|--|--|
| Image | | | | | | | | |
| Model | V2 | V3 | PRS-500 | PRS-505 | ER-0100 | D00111 | STK-101 | Cybook Gen3 |
| Manufacturer | Jinke Electronics | Jinke Electronics | Sony | Sony | iRex Technologies | Hon Hai Precision Industries / Lab 126 | eREAD | eREAD |
| Screen Technology | E Ink Vizplex | E Ink / Vizplex available | E Ink Vizplex | E Ink Vizplex | E Ink Vizplex | E Ink Vizplex | E Ink Vizplex | E Ink Vizplex |
| Primary Display | (90mm by 120mm) 6-inch SVGA 800x600 4 grey scales, 166.7 ppi | (90mm by 120mm) 6-inch SVGA 800x600 4 grey scales, 166.7 ppi | (90mm by 120mm) 6-inch SVGA 800x600 4 grey scales, 166.7 ppi | (90mm by 120mm) 6-inch SVGA 800x600 8 grey scales, 166.7 ppi | (122mm by 163mm) 8.1-inch XGA 1024x768 16 grey scales, 158ppi | (90mm by 120mm) 6-inch SVGA 800x600 4 grey scales, 166.7 ppi | (90mm by 120mm) 6-inch SVGA 800x600 4 grey scales, 166.7 ppi | (90mm by 120mm) 6-inch SVGA 800x600 4 grey scales, 166.7 ppi |
| Secondary Display | 25x96 LCD FSTN | n.a. | n.a. | n.a. | n.a. | segmented PNLCD | n.a. | n.a. |
| Input Device | Resistive touch on secondary display | n.a. | n.a. | n.a. | Inductive pen (Wacom) | keyboard | n.a. | n.a. |
| Full-screen Refresh Rate | 0.9s | 0.9s | 1.0s (0.5s in 2 gray scales mode) | 1.0s (0.5s in 2 gray scales mode) | 0.95s | .95s | 0.9s | .95s |
| Power | Li-ion 760mAh | Li-ion 950mAh (Uses widely available Nokia Phone batteries) | Li-ion | Li-ion | Li-ion 1100mAh; 2nd Edition ~20% larger | Li-ion 1530mAh | Li-ion 800mAh | Li-ion 1000mAh |
| Battery Life | 10,000 pages | 9,000 pages | 7,500 pages | 7,500 pages | claimed 15hrs with larger battery | with EVDO: "one day", without "a week or more" | 8,000-10,000 pages | 8,000 pages |
| Weight | 300g (10.6oz) | 200g | 250g (8.8oz) | 9oz. without soft cover | 388g (13.7oz) | 289g (10.2oz) | 176g (6.2oz) | 6.13 ounces -174g |
| OS | Linux | Linux | Linux | Linux | Linux | Linux 2.6.10 | Linux | Linux |
| Boot Time | 15s | n.a. | ~1:25 for full boot, ~4s for return from suspend | n.a. | 44s (with software v2.8) | 30s; 5s from standby | 15s | 20s |
| SDK | yes | yes | an SDK is reportedly planned, plan to open specs for BBkB | an SDK is reportedly planned, plan to open specs for BBkB | yes; many Linux apps have been ported | n.a. | n.a. | ? |
| CPU | Samsung Arm 9 200MHz | Samsung Arm 9 200MHz | FreeScale Dragonball, MC9328MXL (ARM920T core, 200MHz) | FreeScale Dragonball, MC9328MXL (ARM920T core, 200MHz) | Intel X-Scale 400MHz | Intel PXA250 400 MHz | Samsung Arm 250MHz (S3C2410A core) | Samsung® S3C2410 ARM920T 200MHz |
| Memory | 64MB Ram + 64MB Flash, 512MB SD Card included | 512MB, Internal 2M NOR FLASH, 512MB SD Card included | 64MB RAM, 2MB(NOR) + 128MB(NAND) Flash (91.9MB user accessible) | n.a. | 64MB Ram + 128MB free Flash | 256MB Flash (180MB user accessible) | 64MB Ram | 16MB Ram, 8MB Rom. + 64MB Flash |



ricavision
discover digital



iriver



南開津科
CREATIVE & WEALTHY
walkbook



已完成或即將完成量產準備之EPD

MECHANICAL / DIMENSIONAL SPECS

| | 9.7" | 8" | 6" | 5" |
|--------------------------|--|---|---|---|
| Pixel Count: | 1200 x 825 | 1024 x 768 | 800 x 600 | 800 x 600 |
| Active Area: | 142.1 x 205.5 mm 252.4 mm (9.7") diagonal | 164.5 x 127.9 mm 208.8 (8") diagonal | 90.6 x 122.4 mm 152.3 mm (6") diagonal | 82.5 x 104.3 mm 133.3 mm (5") diagonal |
| Display Thickness | 1.2 mm | 1.2 mm | 1.2 mm | 1.2 mm |

意即，6" EPD以外其餘尺寸之終端產品即將問世



EPD出貨數



客戶強烈要求元太不可以透露任何相關訊息，
所以元太只能告知外界.....

元太已有擴產需求及計劃



Q & A