



# 法人說明會

2013/ 11/ 13



# Safe Harbor Statement

Statements in this presentation that are not strictly historical, including the statements regarding the market, economy, the Company's ePaper, LCD and other business, the Company's future product launches, the Company's positioning and expectations for 2013 and future periods, and any other statements regarding events or developments that we believe or anticipate will or may occur in the future, may be "forward-looking" statements within the meaning of thesecurities laws in Taiwan. There are a number of important factors that could cause actual events to differ materially from those suggested or indicated by such forward-looking statements and you should not place undue reliance on any such forward-looking statements. These factors include, among other things, the uncertainty in the economy, contractions or growth rates and cyclicity of markets we serve, competition, our ability to develop and successfully market new products and technologies and expand into new markets, our ability to successfully identify, consummate and integrate appropriate acquisitions, contingent liabilities relating to acquisitions, risks relating to potential impairment of goodwill and other long-lived assets, currency exchange rates, our compliance with applicable laws and regulations and changes in applicable laws and regulations, tax audits and changes in our tax rate and income tax liabilities, litigation and other contingent liabilities including intellectual property and environmental matters, risks relating to product defects and recalls, the impact of our debt obligations on our operations, raw material costs, our ability to adjust purchases and manufacturing capacity to reflect market conditions, legislative reforms and other changes in industry, labor matters, our relationships with and the performance of our customers and partners, risks relating to man-made and natural disasters, our ability to achieve projected cost reductions and growth, and international economic, political, legal and business factors. These forward-looking statements speak only as of the date of this presentation and the Company does not assume any obligation to update or revise any forward-looking statement, whether as a result of new information, future events and developments or otherwise.

# 2013 Q3合併損益表

(NT\$百萬元)	3Q13		2Q13		QoQ	3Q12		YoY
銷貨淨額	4,732	100.0%	2,928	100.0%	62%	7,595	100.0%	-38%
銷貨毛利	1,031	21.8%	209	7.1%	393%	417	5.5%	148%
營業費用	1,259	26.6%	1,162	39.7%	8%	1,099	14.5%	15%
研究費用	422	8.9%	398	13.6%	6%	458	6.0%	-8%
營業利益	(228)	-4.8%	(953)	-32.5%	-76%	(682)	-9.0%	-67%
營業外收支	459	9.7%	(68)	-2.3%	--	255	3.4%	80.0%
合併稅前淨利	231	4.9%	(1,021)	-34.9%	--	(428)	-5.6%	--
所得稅費用	(413)	-8.7%	126	4.3%	--	(61)	-0.8%	580%
少數股權	134	2.8%	(139)	-4.7%	--	(133)	-1.8%	--
合併淨利(母公司)	511	10.8%	(1,008)	-34.4%	--	(234)	-3.1%	--
EPS(稅後)*	0.45		(1.39)			(0.21)		

\*使用平均流通在外股數

# 2013 Q3 合併資產負債表

(NT\$百萬元)	3Q13	2Q13
現金	5,119	5,053
存貨(淨額)	3,793	3,013
固定資產	10,014	10,102
無形資產	9,898	9,998
<b>總資產</b>	<b>40,542</b>	<b>37,888</b>
短期借款	4,913	5,460
長期借款	4,871	4,900
<b>總負債</b>	<b>16,195</b>	<b>15,133</b>
股本	11,410	10,810
<b>本公司業主權益</b>	<b>24,604</b>	<b>23,140</b>

# 2013 第三季營運成果

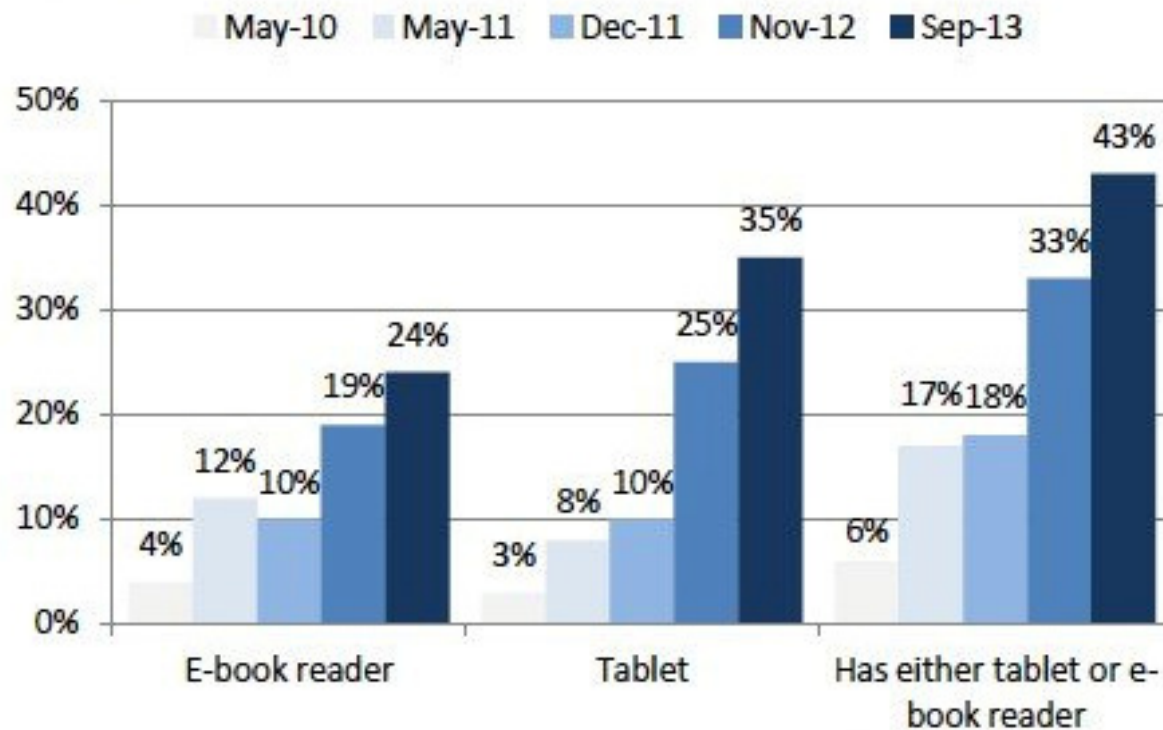
- Q3單季合併營收 47.32億元，較上一季增加 62%
- Q3單季合併毛利率為 21.8%
- Q3營業費用僅較上一季增加約8%，營業費用率下降至26.6%
- Q3合併稅前淨利 2.31 億元
- Q3合併稅後淨利 5.11億元，稅後每股淨利為 0.45 元

# 電子書市場概況

- 美國 : eReader 與平板電腦 的滲透率 , 在2013年均有成長
- eReader 的滲透率從19% 成長至 24% ; 平板電腦的滲透率從 25% 成長至 35%
- 擁有至少其中一項產品的人口比率從 33% 成長至 43%

## Tablet and e-reader ownership

*% of Americans ages 16+ who own e-book readers, tablet computers, and at least one of those devices*



# 電子書市場概況

## 歐洲

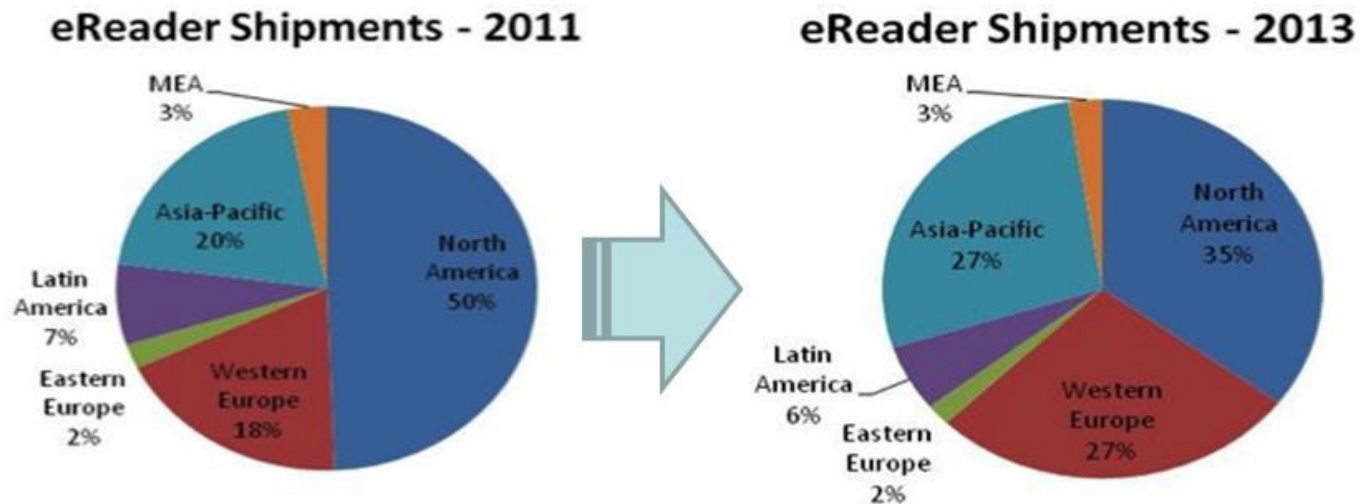
- 英國：市場穩定成長
- 德國：約有 21% 的人閱讀電子書，有 50% 的書籍銷售是電子書版本  
(資料來源：Aris)

## 拉丁美洲

- 巴西：電子書籍銷售在2012年成長350%

## 亞太地區

- 紐西蘭：實體書籍的銷售下跌 15%，而電子書的銷售持續成長



# eReader 新產品、新市場

- 主要客戶持續積極推銷 eReader 作為節慶禮物



「敝公司計畫持續的設計與研發最頂尖的黑白及彩色的 Nook 裝置。我們會以最合理的價格，繼續販售獲得好評的 Nook 系列產品。」

-Michael Huseby,  
Pres. of Barnes & Noble, Inc., & CEO of NOOK Media LLC

## 主要品牌推出新款 eReader

- Amazon: 新款 Kindle Paperwhite, 使用 E Ink Carta 顯示屏. CNN Money 評價為「有史以來最棒的 eReader」
- 樂天: Kobo Aura
- SONY: PRS-T3
- 邦諾: 新款 Nook



## 拓展至新市場

- Kobo eReaders 在菲律賓、義大利、印度及愛爾蘭銷售
- SONY PRS-T3 在日本開賣
- 新款 Kindle Paperwhite 在澳洲販售



# 電子紙的其他應用



# 電子貨架標籤

## Electronic Shelf Labels



Electronic shelf edge labels

**TESCO**



**Nebraska Furniture Mart**

# 行動裝置應用



**TCL 5.17" Flip-cover for Smartphone**



**Yota 4.34" Dual-screen Smartphone**



**Onyx 4.3" Reader Phone**



**(Left) Gajah's Inkcase for smartphone  
(Right) popSLATE, Netronix**

# 軟性 (Flexible) 應用



**CST-01 Watch**



**Sonostar Smart Watch**



**IATA Permanent Bag Tag  
(Right) ViewTag**



**SONY 13" DPS-T1**

# Q&A

依據相關法規、客戶及合作廠商的保密協議、以及公司政策，我們將無法回答或評論以下項目：

- 財務預測/預估數字
- 產品單價及出貨數量
- 產品組合及客戶貢獻比例
- 客戶及合作廠商未來的產品計畫，包含時程表、規格、價錢、成本等
- 客戶之供應鏈內的其他廠商與元件等

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