



# 法人說明會

2014/ 11/ 13

# Safe Harbor Statement

Statements in this presentation that are not strictly historical, including the statements regarding the market, economy, the Company's e Paper, LCD and other business, the Company's future product launches, the Company's positioning and expectations for 2014 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 the securities 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.

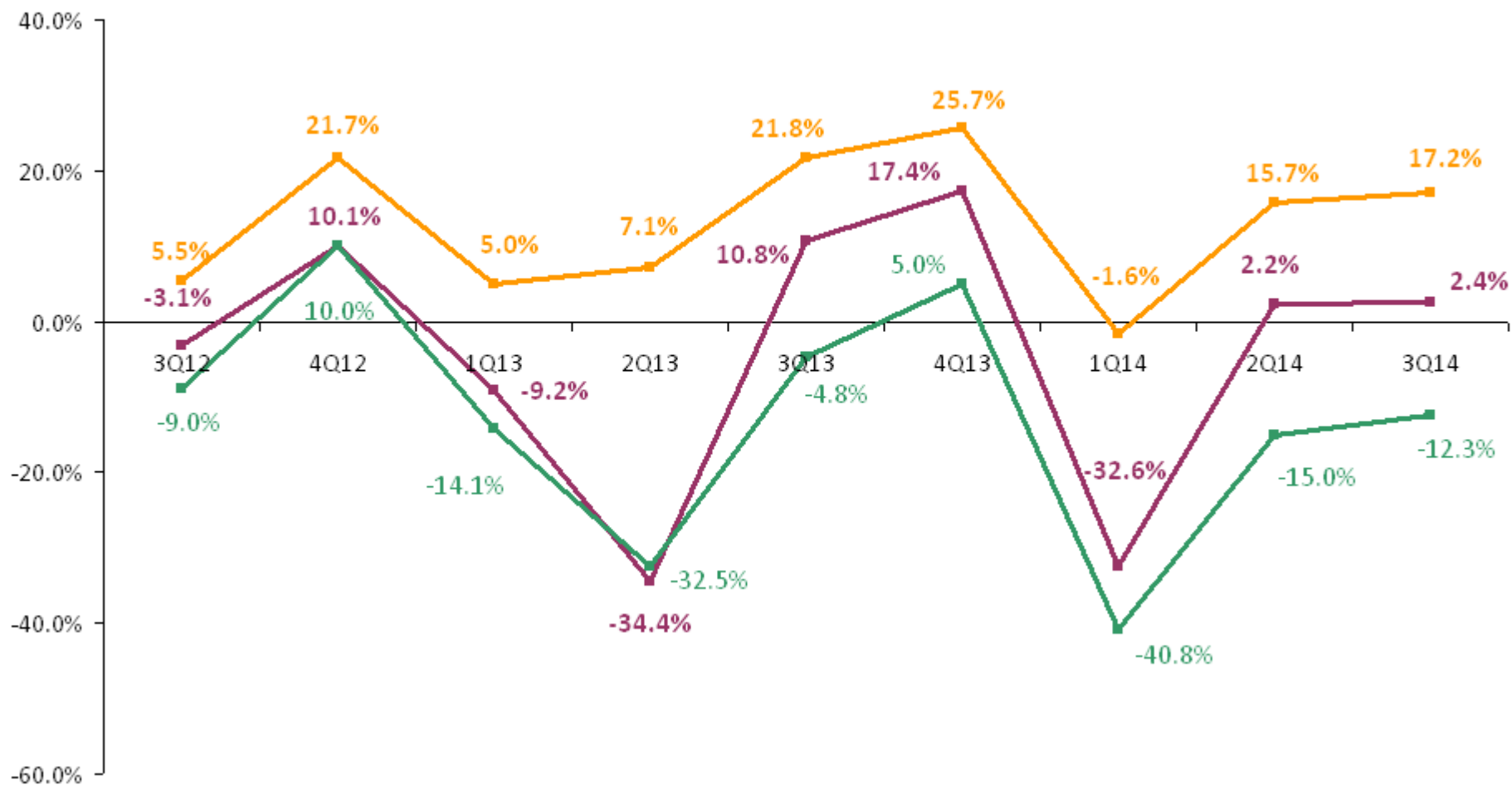
# 2014 Q3 合併損益表

台幣,佰萬元	14Q3	14Q2	QoQ	13Q3	YoY
銷貨收入淨額	4,069	3,823	6.4%	4,732	-14.0%
銷貨毛利	700	602	16.3%	1,031	-32.2%
營業費用	1,202	1,175	2.3%	1,259	-4.6%
營業利益	(502)	(573)	-12.4%	(228)	120.4%
營業外收支	196	827	-76.3%	459	-57.2%
稅前利益	(306)	254		231	
所得稅利益	393	161	144.4%	413	-4.9%
合併淨利-母公司	100	85		510	
少數股權	(13)	8		134	
每股盈餘(稅後)*	0.09	0.07		0.45	

\*使用平均流通外股數

# 毛利率,營業利益率,淨利率趨勢

Gross Margin    Net Margin    Operating margin



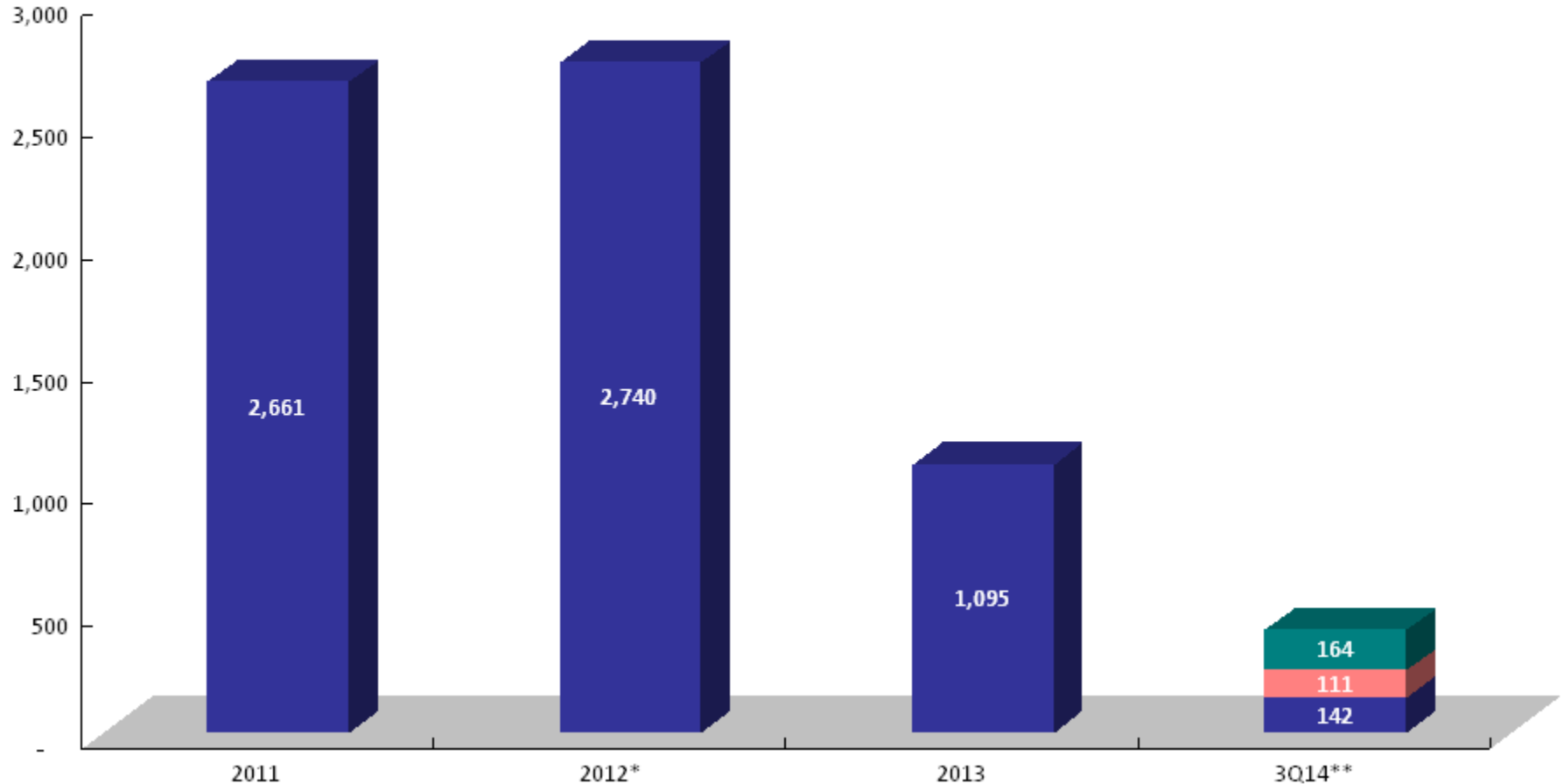
# 2014 Q3 合併現金流量

台幣,佰萬元	14Q3	14Q2	13Q3
營業活動現金流量	732	308	(38)
投資活動現金流量	313	538	(63)
財務活動現金流量	(1,141)	327	297
匯率影響數	130	(231)	(129)
現金淨增加	34	942	66
期末現金	6,439	6,405	5,119
折舊與攤銷	476	482	505
資本支出	164	111	253
自由現金流量*	568	197	(291)

\*自由現金流量: 營業活動現金流量-資本支出

# 合併資本支出與長期投資

purchases of property and equipment



\* 2012 包括台幣12.7億元購買達意科技

\*\* 1Q14-NTD\$142M , 2Q14-NTD\$111M , 3Q14-NTD\$164M

# 2014 Q3 資產負債摘要

台幣,佰萬元	3Q14	2Q14	3Q13
資產項目			
現金	6,439	6,405	5,119
存貨 (淨額)	2,724	3,049	3,793
固定資產	9,134	9,312	10,014
無形資產	9,572	9,592	9,898
總資產	39,396	39,147	40,542
負債項目			
短期借款	4,648	5,427	4,913
長期借款	3,843	4,031	4,871
總負債	14,516	14,541	16,195
股本	11,405	11,405	11,405
股東權益	24,880	24,607	24,347
淨借款*/股東權益	8.25%	12.41%	19.16%

\*淨借款 = (短期借款+長期借款)-現金

# Amazon Launches the Kindle Voyage

*"Amazon's Kindle is a tech-industry miracle. That sounds over-the-top; it's not."*

-Farhad Manjoo, New York Times

## New Product Feature

- E Ink Carta Display
- Ultra-High 300ppi resolution
- Adaptive Frontlight
- Flush bezel design
- Pressure sensitive page-turn buttons
- Haptic feedback



## Voyage's Stellar



Amazon Kindle Voyage review:

**Amazon's best e-reader yet**



**Review: Avid Readers Will Love Kindle Voyage**

GRAPEVINE, Texas — Oct 27, 2014, 3:16 PM ET  
By ANICK JESDANUN AP Technology Writer



STATE OF THE ART

**Amazon Kindle Voyage, a High-End E-Reader That Beats Hardcovers**

By FARHAD MANJOO OCTOBER 20, 2014 9:00 AM 400 Comments



# The World' s First Waterproof eReader



Source: [http://urbanmoms.ca/wp-content/uploads/2014/08/10610498\\_10152303676782592\\_1777802003923875000\\_n.jpg](http://urbanmoms.ca/wp-content/uploads/2014/08/10610498_10152303676782592_1777802003923875000_n.jpg)

**Kobo' s New Aura H2O is IP67 Certified.**

*Waterproof for up to 30 minutes in 1M of water with port cover closed.*

# Curved Display Wearable Applications



*Featuring:*

**E Ink Mobius Flexible Display**

Geometry: 1.4" , Curved

Resolution: 296x128, 192 ppi

**SONY**

SmartBand Talk SWR30

<https://www.youtube.com/watch?v=tPCKzkrIVbw>



# Always On SmartPhone Display

E Ink' s Secondary Display is an Smartphone App Game changer



## You can always count on me

You can always count on the always-on display, even if the battery is drained. Save a map or a boarding pass. Place your theatre tickets there. Use it the way you want.

## YOTAPHONE2

# Global Leaders Experience YotaPhone 2



Putin presented the president of the People's Republic of China with a set of Russian [YotaPhone 2 smartphones](#) at the Asia-Pacific Economic Cooperation summit in Beijing

Source: RIA Novosti / Michael Klimentyev

# Checkout Divider Point-of-Purchase Displays

## Simple and Effective




Launching the Motion e-bar™

*Motion*  
DISPLAY

E Ink Segmented Display  
Enables an Attractive In-Store Advertising Opportunity

# E Ink Products on Kickstarter & Makuake

FES Watch on  Makuake

24の表情をもつ  
FES Watch



InkCase Plus on **KICKSTARTER**



**1,513**  
backers  
**\$206,743**  
pledged of \$100,000 goal  
**0**  
seconds to go

ClockOne on **KICKSTARTER**



**125**  
Backers  
**\$51,792**  
pledged of \$200,000 goal  
**27**  
days to go

# Q&A

# Thank You