



# 法人說明會

2013/ 05/ 14



# 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.

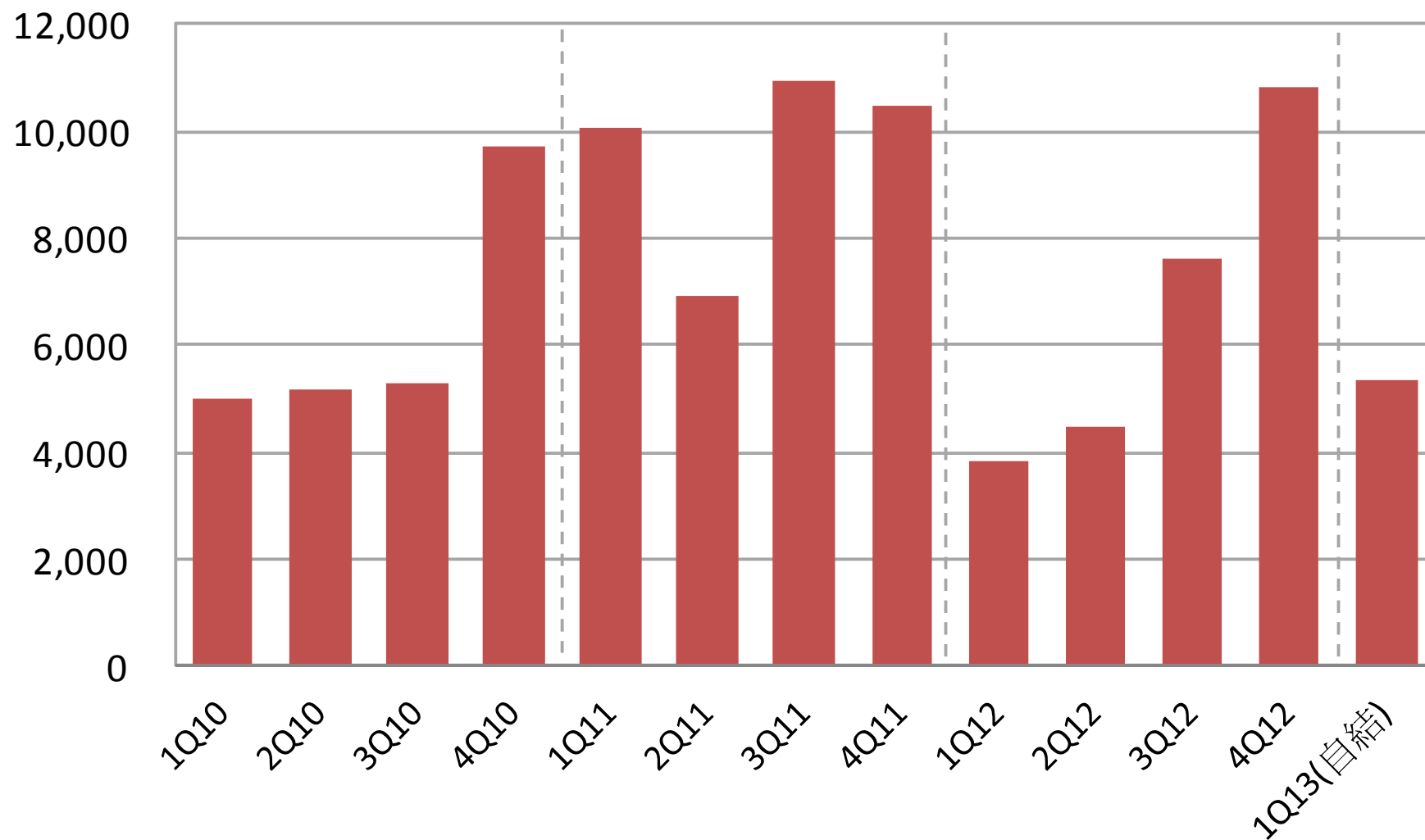
# 2013 Q1 合併損益表

(NT\$百萬元)	1Q12		4Q12		1Q13 (自結)	
銷貨淨額	3,836	100.0%	10,796	100.0%	5,378	100.0%
銷貨毛利	39	1.0%	2,355	21.8%	268	5.0%
營業費用	924	24.1%	1,279	11.8%	1,028	19.1%
研究費用	354	9.2%	491	4.5%	344	6.4%
營業利益	(885)	-23.1%	1,076	10.0%	(760)	-14.1%
營業外收支	86	2.2%	295	2.7%	226	4.2%
合併稅前淨利	(799)	-20.8%	1,371	12.7%	(534)	-9.9%
所得稅費用	39	1.0%	361	3.3%	50	0.9%
少數股權	(51)	-1.3%	(79)	-0.7%	(92)	-1.7%
合併淨利 (母公司)	(787)	-20.5%	1,089	10.1%	(492)	-9.1%
EPS (稅後) *	(0.73)		1.01		(0.46)	

\*使用平均流通在外股數

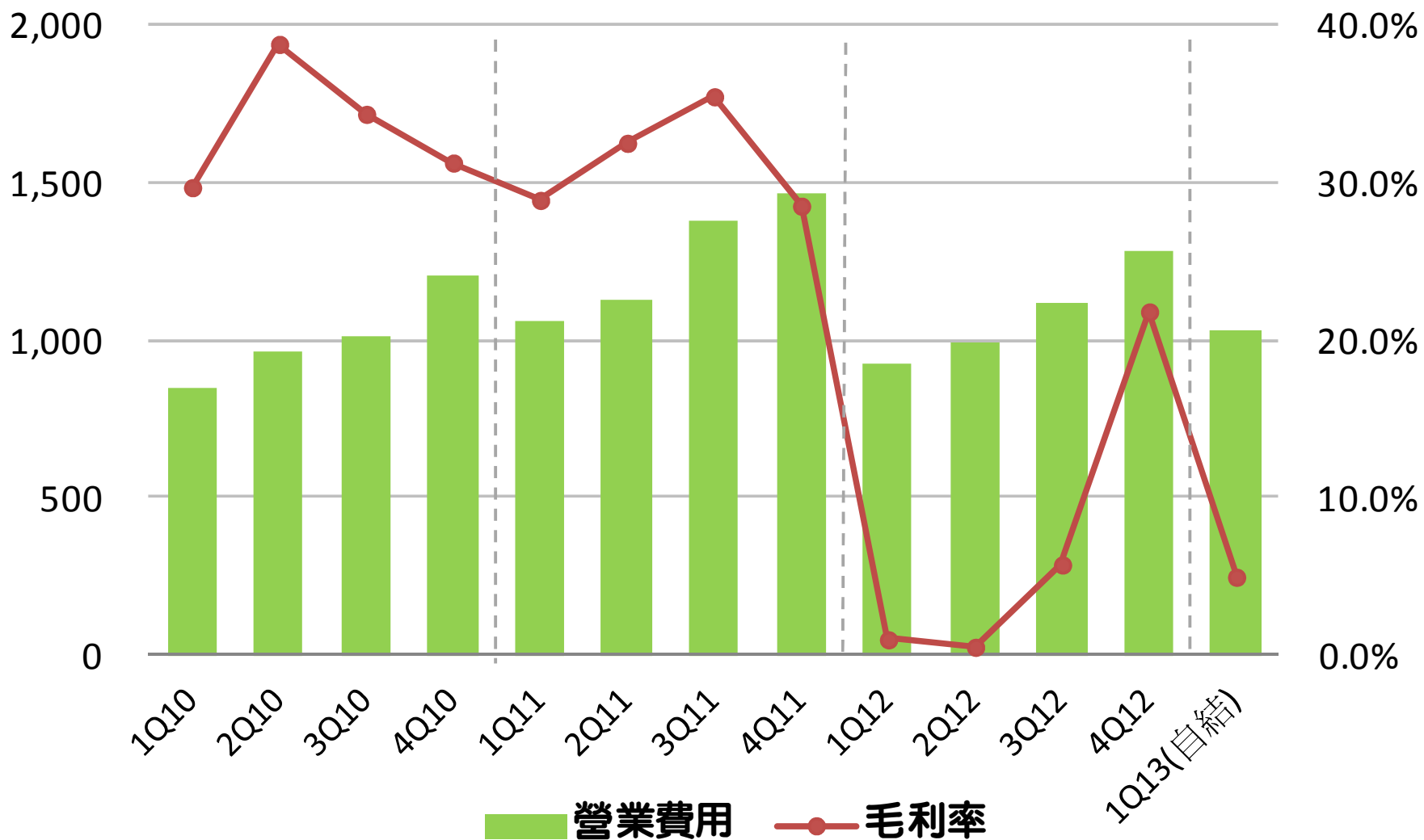
# 合併營收：歷史趨勢

(NT\$百萬)



# 營運效率：歷史趨勢

(NT\$百萬)



# 2013 Q1 合併資產負債表

(NT\$百萬元)	4Q12	1Q13 (自結)
現金	6,890	7,577
存貨 (淨額)	3,399	3,044
固定資產	10,194	10,252
無形資產	10,267	10,160
<b>總資產</b>	<b>45,916</b>	<b>41,535</b>
短期借款	6,995	5,157
長期借款	6,136	6,104
<b>總負債</b>	<b>22,133</b>	<b>17,667</b>
<b>本公司業主權益</b>	<b>23,842</b>	<b>24,016</b>

# 2013 第一季營運成果

- Q1單季合併營收 53.78 億元，較去年同期增加約四成
- Q1單季合併毛利率為 5.0%
- Q1營業費用較上一季減少約兩成
- Q1營業虧損為 7.6 億元，營業外收入與上一季相當
- Q1合併稅前淨損 5.34 億元，較去年同期虧損減少約三成
- Q1合併稅後淨損 4.92 億元，稅後每股淨損為 0.46 元

# 電子書市場概況

- 電子書及閱讀器銷售穩定成長

- 根據美國出版協會(AAP)統計，電子書市場佔整體出版業收入的比重持續增加，從 2011 年的 16.98%增加至 2012 年的 22.55%
- 根據美國消費電子協會(CEA)統計，電子書閱讀器的家庭普及率從 2012 年的 19% 跳增至 2013 年的 29%
- 根據英國出版者協會(The Publishers Association)統計，英國於 2012年電子書銷售成長 66%
- 根據中國新聞出版研究院第10次調查結果，2012年人均閱讀電子書的數量，較2011年成長65%

- 客戶陸續於新市場推出新產品



# 電子書閱讀器：新市場，新產品

## Tolino Shine



- 德國電信(Deutsche Telekom) 於3月7日推出
- 規格：6" + 觸控 + 前光  
1024 x 758 pixel
- 特色：結合德國的出版社與書商  
提供30萬套德文電子書
- 售價：€99 (USD 128)
- 市場：德國

## Kobo Aura HD



- 樂天Kobo於4月15日推出
- 規格：6.8" + 觸控 + 前光  
1440 x 1080 pixel (265ppi)
- 特色：具備高解析度(265ppi)  
被WSJ評為史上最佳的eReader
- 售價：USD 169.99
- 市場：加拿大、英國

# 電子書閱讀器：新市場，新產品

## BookPlace Mono



- 東芝(Toshiba)於4月16日推出
- 規格：6" + 觸控  
1024 x 758 pixel
- 特色：支援 text-to-speech功能
- 售價：約USD 100
- 市場：日本

## Pocketbook Color Lux



- PocketBook於4月24日推出
- 規格：8" + 觸控 + 前光  
800 x 600 pixel
- 特色：Triton 2 彩色電子紙技術
- 售價：約USD 317
- 市場：俄羅斯

## PocketBook Touch 2



- PocketBook於4月24日推出
- 規格：6" + 觸控 + 前光  
1024 x 768 pixel
- 特色：與Paperwhite 同級之 Pearl 電子紙技術
- 售價：約USD 220
- 市場：俄羅斯

# E Ink Mobius : 大尺寸電子紙閱讀器

- E Ink Mobius 為全球運用軟性顯示技術，**量產大尺寸的數位類紙產品**的領先技術，採用 E Ink Pearl 電子紙，並結合 SONY 特製的塑膠材質TFT基板，藉此達到**量輕與可撓**的效果。
- 元太科技已經獲得SONY的技術轉移，今年將可量產全球首批的13.3”軟性電子紙顯示器 (顯示區域約為A4大小)
- 13.3”的 Mobius 顯示屏僅重60g，**約為同尺寸之其他顯示屏的一半**
- SONY的裝置厚約6.8mm，總重約358g，使用電磁筆式觸控，單次充電可持續約三週，預計在今年量產
- SONY的裝置首批主打教育市場，並將在2013年第二學期與日本的三所大學 (早稻田大学、立命館大学、法政大学) 合作試驗推行



正面



側面



# New York Times報導E INK手錶 : CST-01

The New York Times

April 24, 2013

## World's Thinnest Wristwatch Finds Backers on the Net

By ARTHUR TOUCHOT

Watchmakers enjoy racing each other in search of new extremes of ingenuity and refinement. Earlier this year, Jaeger-LeCoultre introduced its Master Ultra Thin Jubilee model, which it claims is the “flattest manually winding mechanical wristwatch in the world.”

Elegant and slender as the Jubilee may be, it is still five times as fat as the watch that claims to be the world’s thinnest, which was introduced by a duo of American designers in February.

That watch is called the CST-01, and it measures just 0.8 millimeters, or 0.031 inch from back to face, compared with the 4.05 millimeters of the Jaeger-LeCoultre design.

The idea for the CST-01 emerged in December 2011, when the designer Dave Vondle taped an electrophoretic, or e-ink, display sheet — the kind of thin-film screen used in e-readers like the Kindle — around his wrist.

Mr. Vondle and a longtime colleague, Jerry O’Leary, who had been working with electronic ink for the global design and innovation consulting firm IDEO, thought the technology’s potential had not yet been fully explored.

“There were plenty of projects that started with a design and later added e-ink into the display. None of the devices showcased the thinness and flexibility,” Mr. O’Leary said.

The two teamed up with E Ink, a manufacturer of electrophoretic displays that was spun off the parent company in Taiwan. Working backward, they derived the CST-01 from the display technology.

Finding backers for the unconventional project was a challenge — solved by suitably unconventional means: a Kickstarter online platform Jan. 8, giving themselves six weeks to raise \$200,000.

They reached their funding target in less than two days. By their target deadline, more than 7,000 backers had pledged \$1,000 or more to be part of the beta test group.

Most backers chose to pledge the watch’s proposed retail price, \$129, against a promise of a black leather strap.

Carleton Torpin, a regular Kickstarter backer, pledged a token \$1 toward the project to keep tabs on the progress. “It seems that there is a large demand for wearable tech these days, and this was a nice entry into the field,” he said.

Mr. Torpin, who has backed several projects at the \$1 level, said he was “interested in it enough to want to see it succeed.”

The CST-01 is assembled by laminating an e-ink display, a micro-energy cell, and a Seiko Epson Corp. piece of flexible stainless steel.

The result is a 12-gram, or 0.4-ounce, strip the thickness of a credit card that looks like a 1990s-era wristwatch.

The design does away with bulky time-setting buttons and knobs. Instead, its external dock is used to set the time and date for a month.



資料來源 : [http://www.nytimes.com/2013/04/25/fashion/25iht-acaw-thin25.html?\\_r=0](http://www.nytimes.com/2013/04/25/fashion/25iht-acaw-thin25.html?_r=0)

**Thank You**