

The world leader in human machine interface solutions



# FocalTech 敦泰電子(Ticker 3545TT) Investor Conference法人說明會 2016/08/03

### 2Q 16' Income Statement 105年第2季損益表

Unit in NT\$ Million /單位: 新台幣佰萬元

	16' Q2	16' Q1	QoQ	15' Q2	YoY
Revenue/ 營業收入	2,960	2,309	28%	3,202	-8%
Gross Profit/ 營業毛利	580	432	34%	552	5%
Gross Margin/ 營業毛利率	19.6%	18.7%	↑90 bps	17.2%	↑240 bps
	500	522	404	522	40
Operating Expense/營業費用	500	522	-4%	523	-4%
Operating Income (Loss)/ 營業淨利(損)	80	(90)	_	29	180%
Non Operating Income (Loss)/ 營業外收入(支出)	(2)	(12)	-84%	27	_
Profit (Loss) before Tax/ 稅前淨利(損)	78	(102)	_	56	40%
Profit (Loss) after Tax/ 稅後淨利(損)	66	(97)	_	63	5%
EPS(Basic)/ 每股盈餘(基本)	0.23	(0.33)		0.15	



### 1H 16' Income Statement 105年上半年度損益表

Unit in NT\$ Million /單位: 新台幣佰萬元

16' 1H	15' 1H	YoY
5,269	5,632	-6%
1,012	928	9%
19.2%	16.5%	↑270 bps
1,022	1,045	-2%
(10)	(117)	-91%
(14)	123	_
(24)	6	_
(31)	7	_
(0.10)	0.02	
	5,269 1,012 19.2% 1,022 (10) (14) (24) (31)	5,269 5,632 1,012 928 19.2% 16.5%  1,022 1,045 (10) (117) (14) 123  (24) 6 (31) 7



#### Balance Sheet 資產負債表

Unit in NT\$ Million /單位: 新台幣佰萬元

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2016.6.30	2016.3.31	QoQ	
6,219	7,328	-15%	
1,436	1,118	28%	
2,737	2,355	16%	
180	116	55%	
3,844	3,787	2%	
14,416	14,704	-2%	
2,920	3,015	-3%	
398	319	25%	
11,098	11,370	-2%	
14,416	14,704	-2%	
37.71	38.65		
44	53		
109	119		
	6,219 1,436 2,737 180 3,844 14,416 2,920 398 11,098 14,416 37.71 44	6,2197,3281,4361,1182,7372,3551801163,8443,78714,41614,7042,9203,01539831911,09811,37014,41614,70437.7138.654453	



#### Q2 16' Results Summary 第2季總結

➤ Revenue in Q2 16' was NT\$ 2,960M, up 28% qoq and down 8% yoy. The yoy decline is due to the operational adjustment on the product mix. The qoq sequential increase indicates the worse quarter of 2016 is over.

第2季營收29.6億元,較上季增加28%,顯示已度過谷底;至於年減8%則是反映產品組合調整,減少低獲利產品比重的結果。

➤ Gross profit increased 34% qoq to NT\$ 580M due to higher revenue and higher margin %. More significantly, this represents 5% growth in profit with a 8% less revenue on yoy basis. Gross margin in Q2 16' was 19.6%, marking 6 quarters of consecutive improvement.

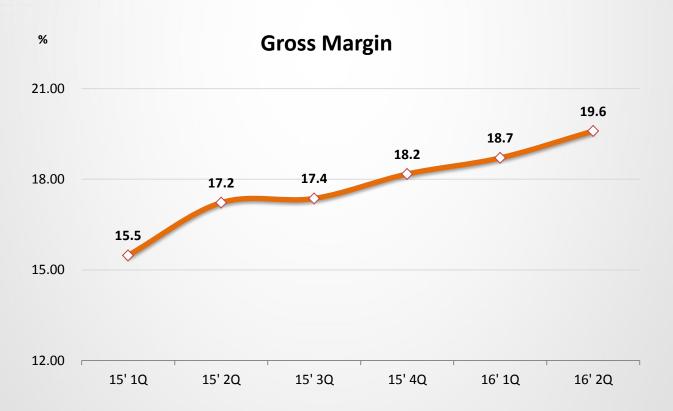
較高的營收與毛利率使毛利金額季增34%達5.8億元;即便營收年減8%, 毛利總金額依舊年增5%。第2季毛利率19.6%,呈現第6個季度的連續增 長。

➤ Net income before tax in Q2 was NT\$ 78M, up 40% yoy, mainly attributed to more efficient operations.

第2季稅前淨利因營運效率提升而年增4成至7仟8佰萬元。



#### Gross Margin毛利率





#### Q3 16' Outlook 第3季展望

➤ Q3 is typically a strong season for smartphones, we expect to see the same situation this year. Therefore, the Q3 business is expected to be better than Q2.

第3季是智慧型手機傳統旺季,今年的季節性表現與往年相似。因此預期第3季營運將比第2季為好。

➤ Gross margin will stay on an upward trend as product mix continues to improve. Favorable contribution mainly comes from growth in mid to highend product shipment.

預期中高階產品出貨成長,使產品組合持續改善,並帶動毛利率保持向上趨勢。

➤ On the product mix improvement, the increase in shipment of IDC product is an important contribution. Another important contribution comes from On-cell touch solution. Both IDC and On-cell products will continue to play a noticeable role for the entire 2H of 2016.

IDC與on-cell觸控方案是促使產品組合改善的主要因子,將在105年下半年營運中扮演重要角色。



## Thank you!

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