



Motech Industries Inc.

股票代碼: 6244.TWO

2013 第一季法人說明會

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The financial statements included were prepared and published in accordance with IFRS as issued by the IASB

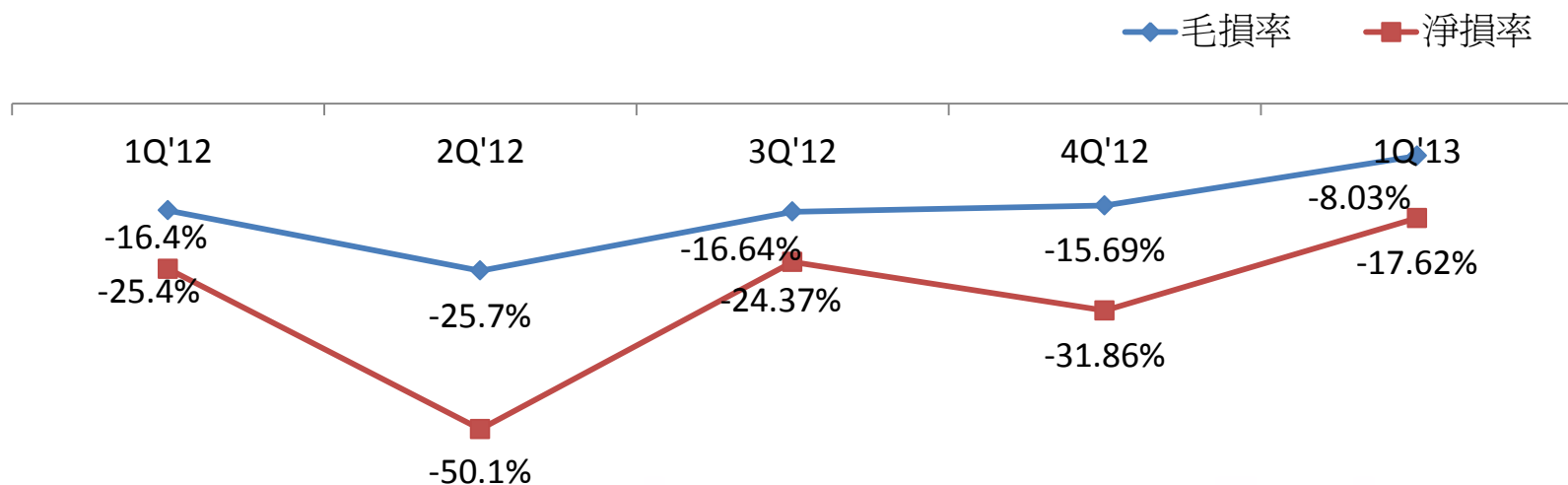
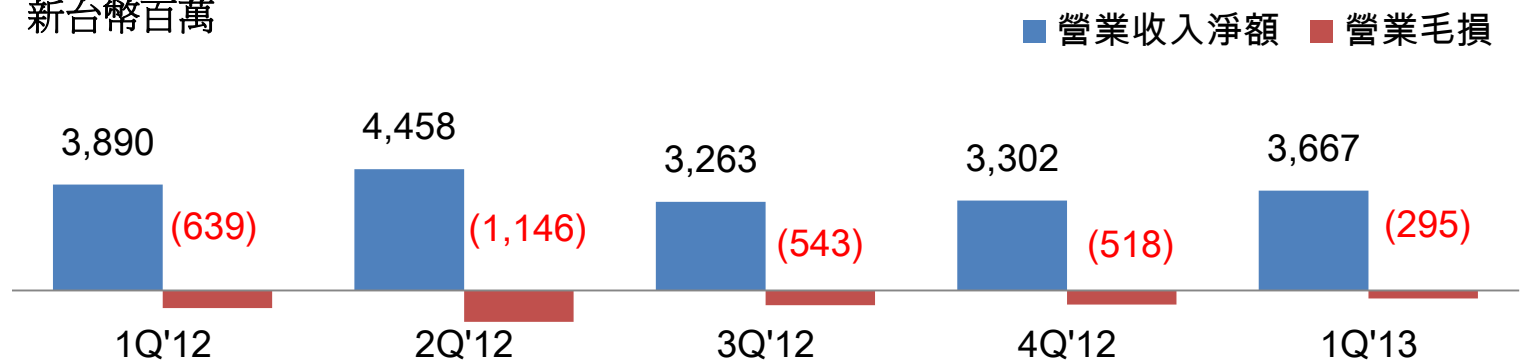
The financial forecasts and forward-looking statements in this release reflect the current belief of Motech as of the date of this release and Motech undertakes no obligation to update these forecasts and forward-looking statements for events or circumstances that occur subsequent to such date.

營運績效與財務表現



季營收與利潤率表現

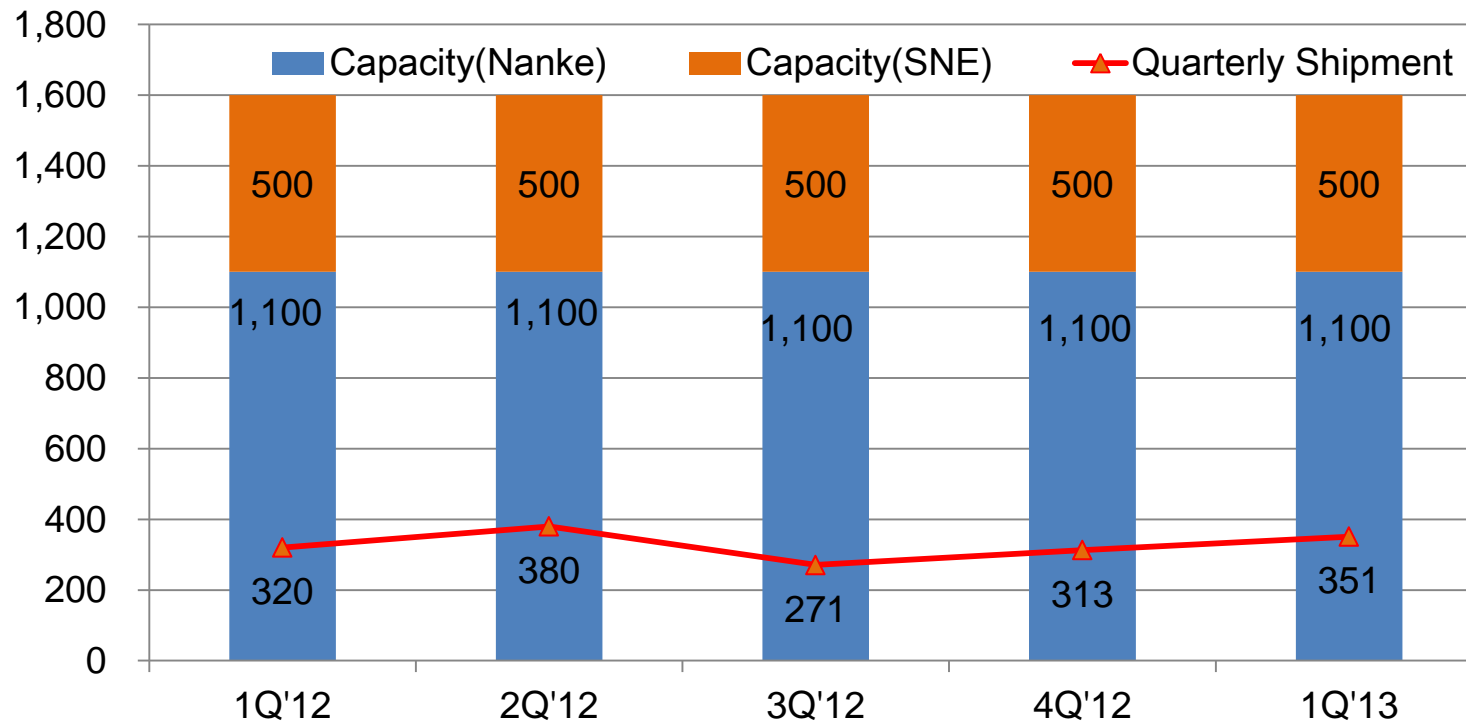
新台幣百萬



Financial Performance

1Q'13 產能與出貨概況

- 2013第一季出貨量為351MW



合併損益表- 單季

(新台幣 百萬元)	1Q'13	QoQ	4Q'12
營業收入淨額	3,667	11%	3,302
營業毛損	(295)	N/A	(518)
營業毛損率	-8.0%	7.7 bp	-15.7%
營業費用	306	-56%	689
營業淨損	(601)	N/A	(1,207)
營業淨損率	-16.4%	20.2 bp	-36.5%
營業外收入及支出	(35)	N/A	(35)
稅前淨損	(636)	N/A	(1,242)
所得稅利益(支出)	(11)	-106%	189
本期淨損	(646)	N/A	(1,053)
淨損率	-17.6%	14.3 bp	-31.9%
歸屬於母公司業主淨損	(636)	N/A	(1,042)
其他綜合損益	83	N/A	-
本期綜合損益總額	(563)	N/A	-
綜合損益總額歸屬於母公司	(552)	N/A	-
EBITDA	(61)	N/A	(647)
EBITDA / Sales (%)	-1.7%	N/A	-19.6%

Financial Performance

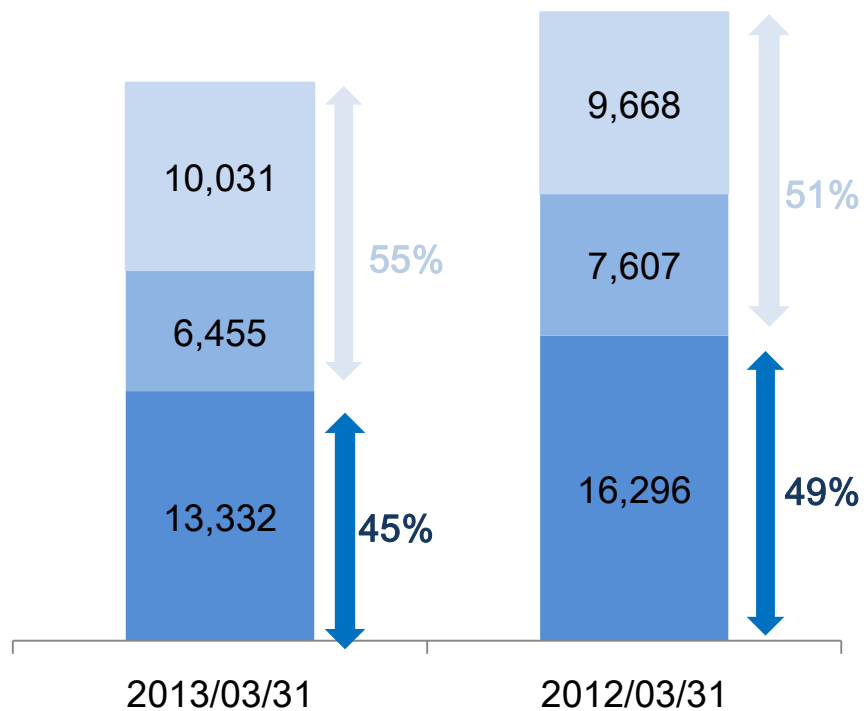
合併損益表- YTD

(新台幣 百萬元)	1Q'13	YoY	1Q'12
營業收入淨額	3,667	-6%	3,890
營業毛損	(295)	N/A	(639)
營業毛損率	-8.0%	8.4 bp	-16.4%
營業費用	306	7%	286
營業淨損	(601)	N/A	(924)
營業淨損率	-16.4%	7.4 bp	-23.8%
營業外收入及支出	(35)	N/A	(199)
稅前淨損	(636)	N/A	(1,123)
所得稅利益(支出)	(11)	-107%	144
本期淨損	(646)	N/A	(979)
淨損率	-17.6%	7.5 bp	-25.2%
歸屬於母公司業主淨損	(636)	N/A	(972)
其他綜合損益	83	N/A	(117)
本期綜合損益總額	(563)	N/A	(1,096)
綜合損益總額歸屬於母公司	(552)	N/A	(1,088)
EBITDA	(61)	N/A	(482)
EPS(NTD)	(1.45)	N/A	(2.22)
ROE(Annualized)	-19.39%	2.4 bp	-21.76%
ROA(Annualized)	-8.67%	3.0 bp	-11.67%

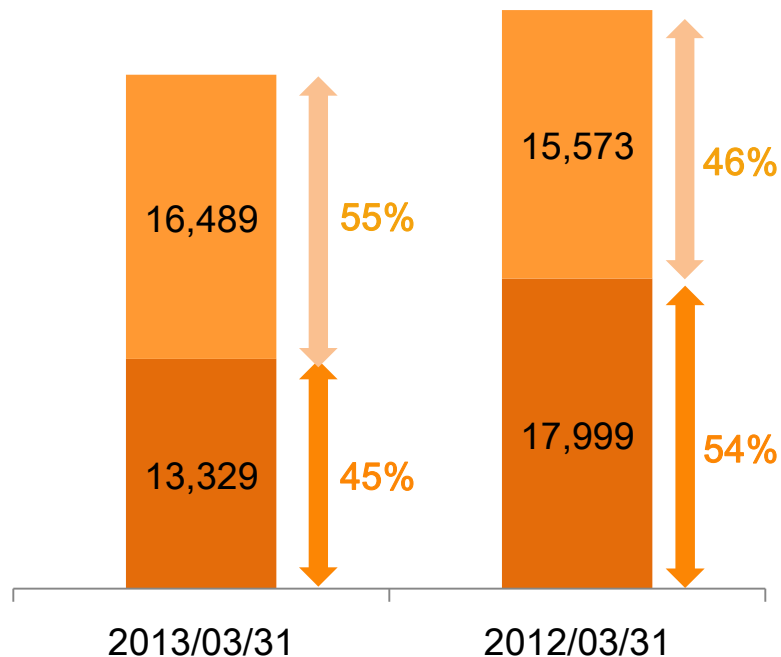
Financial Performance

資本結構

資產 (新台幣百萬元)



權益及負債(新台幣百萬元)



■ 非流動資產 ■ 其他流動資產 ■ 現金及有價證券

■ 股東權益 ■ 總負債

Financial Performance

合併資產負債表

(新台幣 百萬元)	31-Mar-13	YoY	31-Mar-12
現金及有價金融商品投資	10,031	4%	9,668
應收帳款	3,773	-9%	4,169
存貨	1,694	-32%	2,501
不動產、廠房及設備	9,755	-15%	11,531
其他資產	4,564	-20%	5,702
資產總計	29,818	-11%	33,572
流動負債	7,682	14%	6,718
長期借款	8,575	-1%	8,659
其他負債	232	18%	197
負債總計	16,489	6%	15,573
股東權益總計	13,329	-26%	17,999

合併現金流量表- YTD

(新台幣 百萬元)	1Q'13	1Q'12
營業活動現金流量	83	(276)
稅前淨損	(636)	(1,123)
折舊與攤銷	522	599
營業資產及負債淨變動	131	67
其他	65	182
投資活動現金流量	(456)	(1,663)
取得備供出售金融資產	(400)	(1,410)
資本支出	(72)	(303)
其他項	16	51
籌資活動現金流量	1,885	(263)
銀行借款	1,920	(211)
其他項	(35)	(52)
其他調整數	39	15
淨現金流量	1,550	(2,186)
期初現金餘額	7,875	9,856
期末現金餘額	9,425	7,669
自由現金流量	11	(579)

合併公司重要財務比率

	1Q'13	1Q'12
獲利能力:		
總資產報酬率(季)	-2.2%	-2.9%
股東權益報酬率(季)	-4.8%	-5.4%
毛利率	-8.0%	-16.4%
純益率	-17.6%	-25.2%
槓桿程度:		
總負債占總資產比率	55.3%	46.4%
資金流動性:		
流動比率 (x)	2.1	2.6
速動比率 (x)	1.9	2.2

本公司近況與產業資訊更新



4Q'12 / 1Q'13 重點摘要

- 受新興市場需求快速成長助益，1Q'13營收較上季成長11.1%，產能利用率亦維持在高檔，連帶使得1Q'13營業毛損率有所改善
- 電池價格在4Q'12維持平穩；在1Q'13緩步回升
- 預計今年推出新世代高效電池片，採Virgo製程，效率 >17.6%之電池佔營收比率約 50%
- 4Q'12模組事業出貨強勁；1Q'13日本子公司成長動能持續

市場展望

- 歐洲雙反事件對於台灣太陽能業者有利，台灣廠商產能更顯珍貴
- 市調機構預計2013年全球市場需求將達30GW~ 35GW：
 - 美國、日本及中國預期將成為主要成長地區
 - 新興市場需求漸增，成長力道不容小覷
 - 歐洲因補貼減少，市場需求漸緩，市場仍有一定基本需求，故歐洲客戶有回籠現象
- 2Q'13台灣廠商產能利用率仍維持高檔
- 電池價格在2Q'13持續上升



MOve the Future

Capture the Sun

For a brighter future, a jar of solar energy a day keeps the pollution away - think **MOTECH**.

Thanks for your attention

Spokesperson :

Jack T. U. Hsieh

jack_hsieh@motech.com.tw

Deputy Spokesperson:

Concord H. H. Chen

concord_chen@motech.com.tw