



**Motech Industries Inc.**

**股票代碼: 6244 TWO**

**2015第三季法人說明會**

# Safe Harbor Notice

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Except for statements in respect of historical matters, the statements in this presentation are “forward-looking statements”. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual performance, financial condition or results of operations of Motech Industries, Inc. (Motech) to be materially different from any future such matters implied by such forward-looking statements. Investors are cautioned that actual events and results could differ materially from these statements as a result of a variety of factors, including conditions in the overall market and economy, acceptance and demand for products, and technological and development risks.

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.

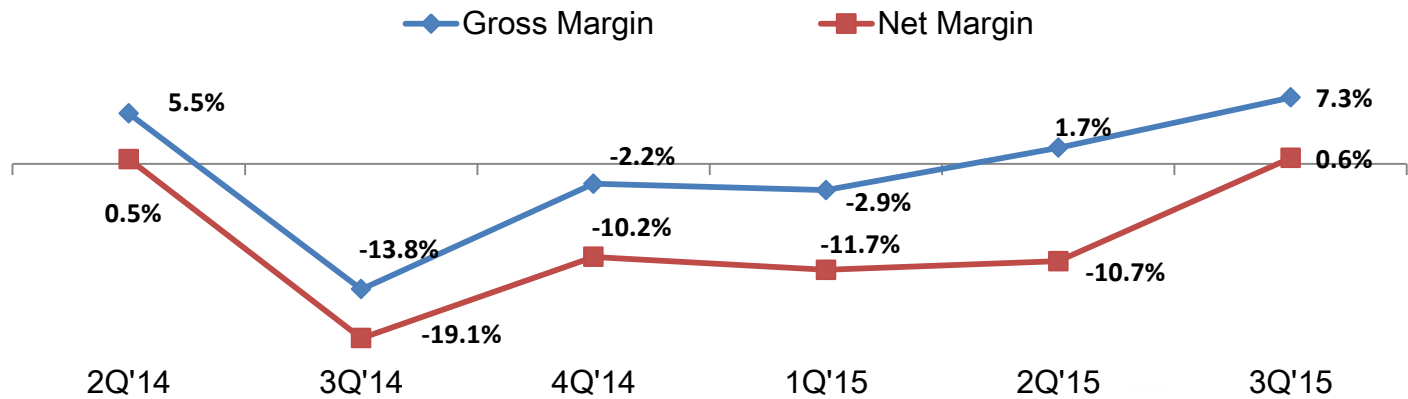
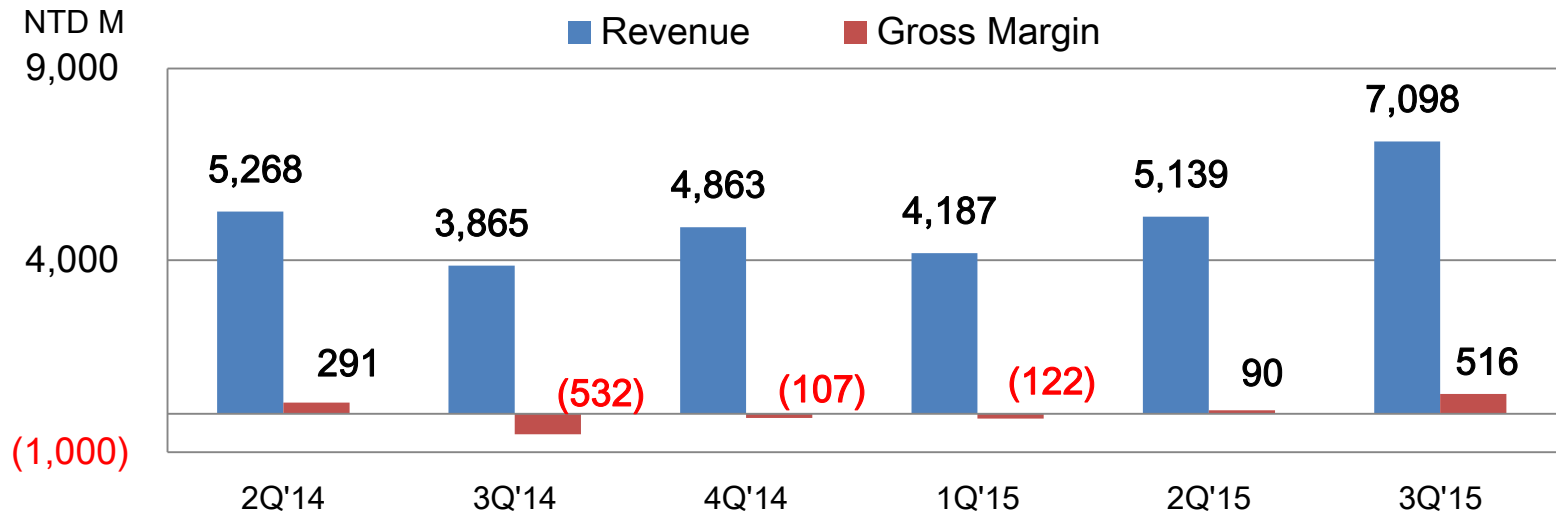


# 營運績效與財務表現

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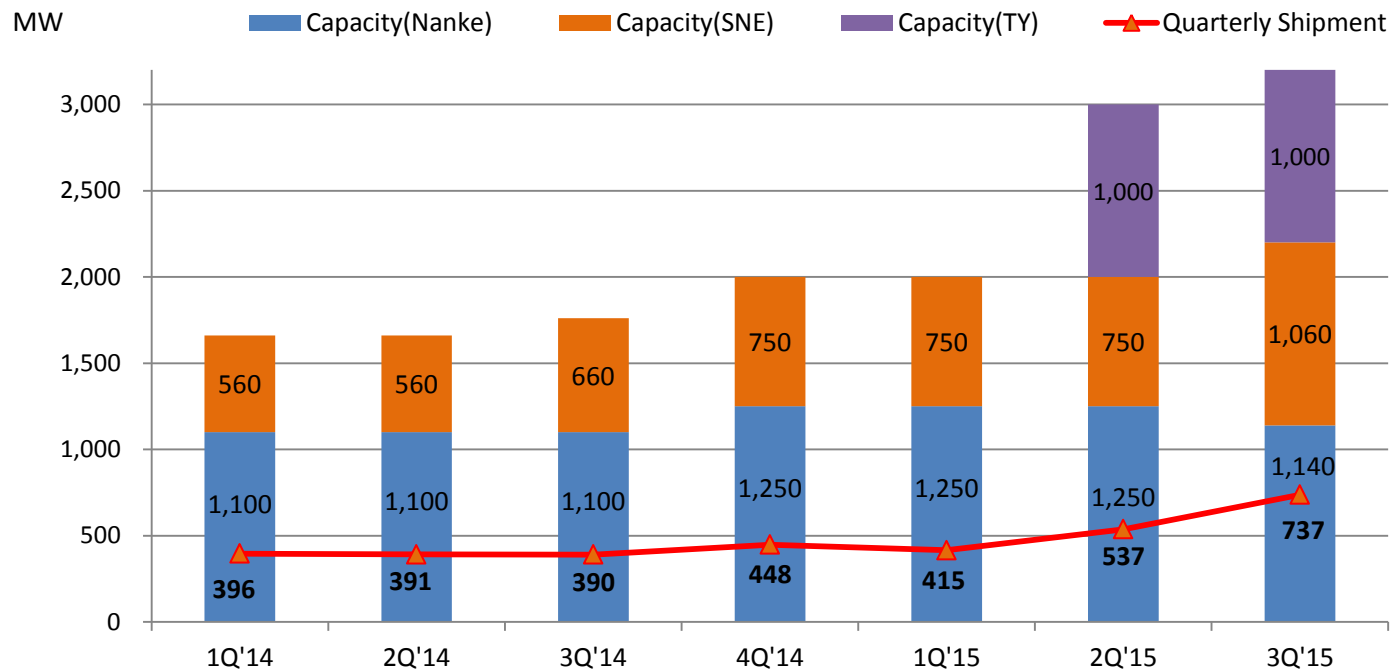
# 季營收與利潤率表現



Financial Performance

# 3Q'15電池產能與出貨概況

- 3Q'15 電池出貨量為737 MW
- 自6月份起已包含聯景之出貨量



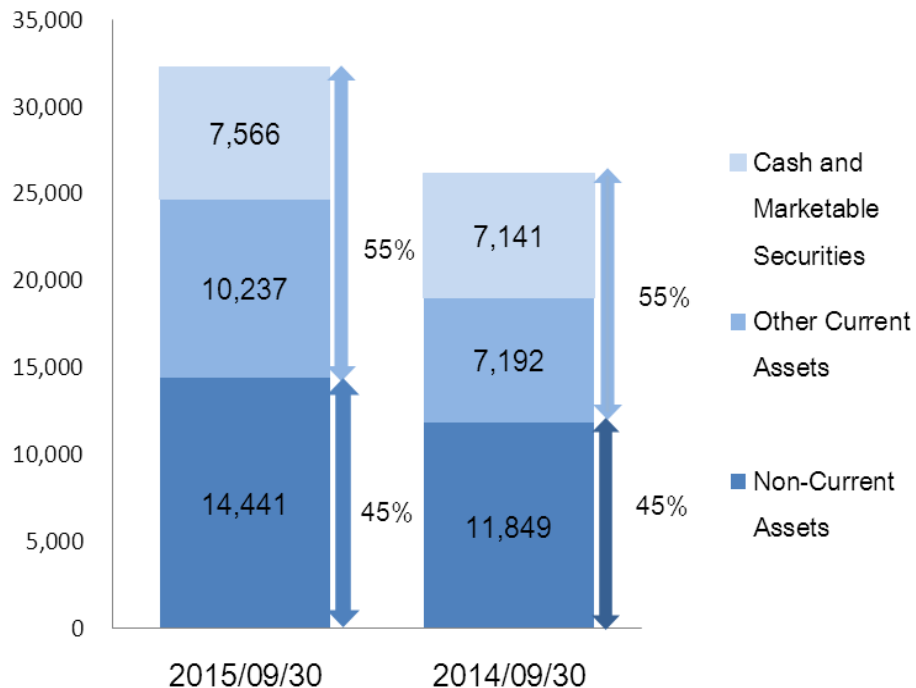
# 合併損益表- 單季

(新台幣 百萬元)	3Q'15	QoQ	2Q'15	YoY	3Q'14
營業收入淨額	7,098	38%	5,139	84%	3,865
營業毛利	516	474%	90	N/A	(532)
營業毛利率	7.3%	6	1.7%	21	-13.8%
營業費用	382	1%	379	45%	264
營業淨利	134	N/A	(289)	N/A	(795)
營業淨利率	1.9%	8	-5.6%	22	-20.6%
營業外收入及支出	(6)	N/A	(10)	N/A	51
稅前淨利	128	N/A	(300)	N/A	(745)
所得稅利益(支出)	(84)	N/A	(250)	N/A	5
本期淨利	44	N/A	(549)	N/A	(739)
淨利率	0.6%	11	-10.7%	20	-19.1%
其他綜合損益	172	N/A	(47)	94%	89
本期綜合損益總額	216	N/A	(596)	N/A	(650)
EBITDA	801	336%	184	35%	594
EBITDA / Sales (%)	11.3%	8	3.6%	-4	15.4%

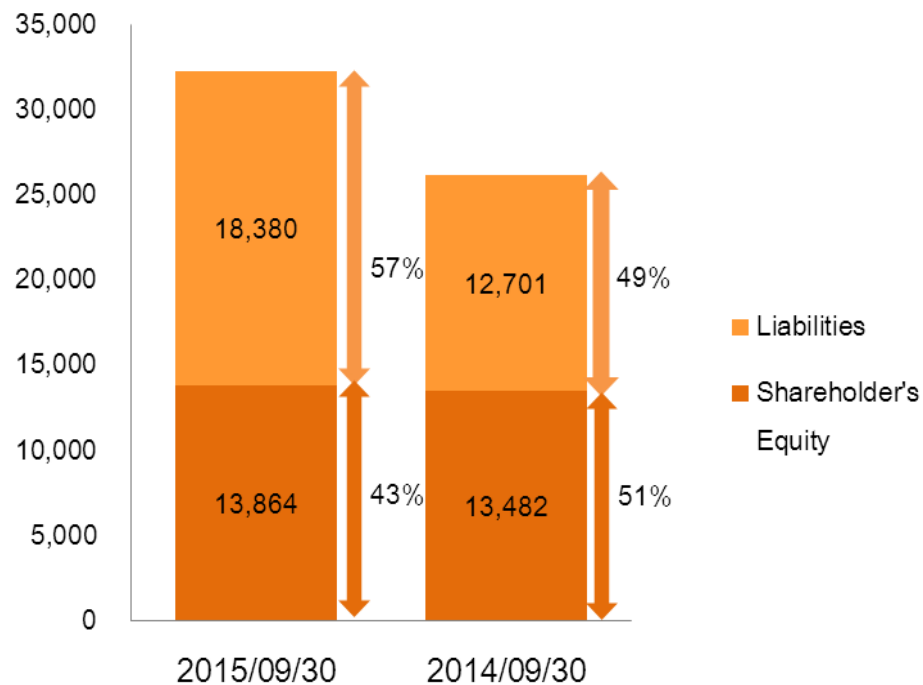
Financial Performance

# 資本結構

## Assets (NTD M)



## Equity and Liabilities (NTD M)



Financial Performance

# 合併資產負債表

(新台幣 百萬元)	30-Sep-15	QoQ	30-Jun-15	YoY	30-Sep-14
現金及有價金融商品投資	7,566	-9%	8,307	6%	7,141
應收帳款	5,978	5%	5,719	83%	3,271
存貨	2,600	-9%	2,857	10%	2,357
不動產、廠房及設備	11,608	-2%	11,786	42%	8,173
其他資產	4,491	-2%	4,593	-14%	5,240
<b>資產總計</b>	<b>32,244</b>	<b>-3%</b>	<b>33,261</b>	<b>23%</b>	<b>26,183</b>
短借	3,943	-21%	4,991	106%	1,916
<b>流動負債</b>	<b>11,836</b>	<b>-33%</b>	<b>17,677</b>	<b>52%</b>	<b>7,791</b>
長期借款	6,377	256%	1,790	33%	4,785
其他負債	168	6%	158	35%	124
<b>負債總計</b>	<b>18,380</b>	<b>-6%</b>	<b>19,624</b>	<b>45%</b>	<b>12,701</b>
<b>股東權益總計</b>	<b>13,864</b>	<b>2%</b>	<b>13,637</b>	<b>3%</b>	<b>13,482</b>

Financial Performance



# 合併現金流量表- 單季

(新台幣 百萬元)	3Q'15	2Q'15	1Q-3Q'15
<b>營業活動現金流量</b>	1,161	1,025	1,646
稅前淨利(損)	128	(300)	(635)
折舊與攤銷	605	441	1,403
營業資產及負債淨變動	281	837	695
其他	147	47	183
<b>投資活動現金流量</b>	(230)	1,003	717
取得備供出售金融資產	0	0	0
資本支出	(225)	(242)	(708)
其他項	(5)	1,245	1,425
<b>籌資活動現金流量</b>	(1,705)	507	(2,356)
銀行借款	(1,623)	545	(2,196)
其他項	(82)	(38)	(160)
其他調整數	32	(4)	11
<b>淨現金流量</b>	(741)	2,531	18
期初現金餘額	8,307	5,776	7,548
期末現金餘額	7,566	8,307	7,566
自由現金流量	936	783	938

Financial Performance

# 合併公司重要財務比率

	3Q'15	2Q'15	3Q'14
<b>獲利能力:</b>			
總資產報酬率(季)	0.1%	-1.9%	-2.8%
股東權益報酬率(季)	0.3%	-4.2%	-5.4%
毛利率	7.3%	1.7%	-13.8%
純益率	0.6%	-10.7%	-19.1%
<b>槓桿程度:</b>			
總負債占總資產比率	57.0%	59.0%	48.5%
<b>資金流動性:</b>			
流動比率 (x)	1.50	1.05	1.84
速動比率 (x)	1.28	0.89	1.54

# 營運及市場策略

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## 全球領先專業太陽能電池製造商

### 科技 品質 服務

- 透過先進技術的導入，拓展客戶版圖
- 合併綜效有益降低生產成本及改善費用率
- 2016年持續藉以各項優勢，擴大客戶組合
- 2016年需求動能仍來自於中國及美國，部分新興市場崛起，如印度及中南美洲
- 持續評估海外擴廠計畫，尋找合適之策略夥伴



## 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

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