



Motech Industries Inc.

股票代碼: 6244 TWO

2016第一季法人說明會

Safe Harbor Notice

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

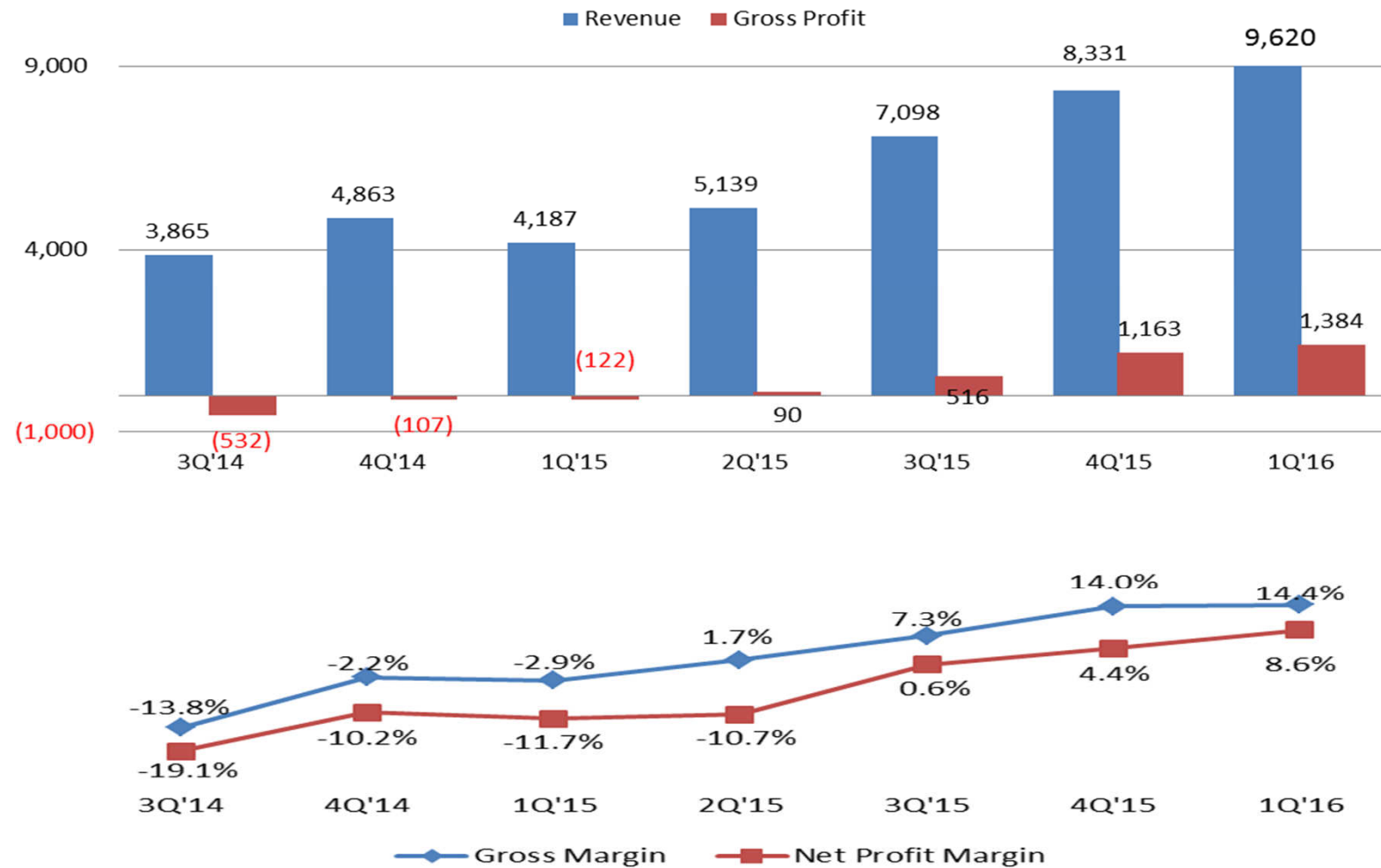
The financial forecasts and forward-looking statements in this release reflect the current belief of Motech as of the date of this release and Motech undertakes no obligation to update these forecasts and forward-looking statements for events or circumstances that occur subsequent to such date.



營運績效與財務表現



Quarterly Revenue and Margin Trend

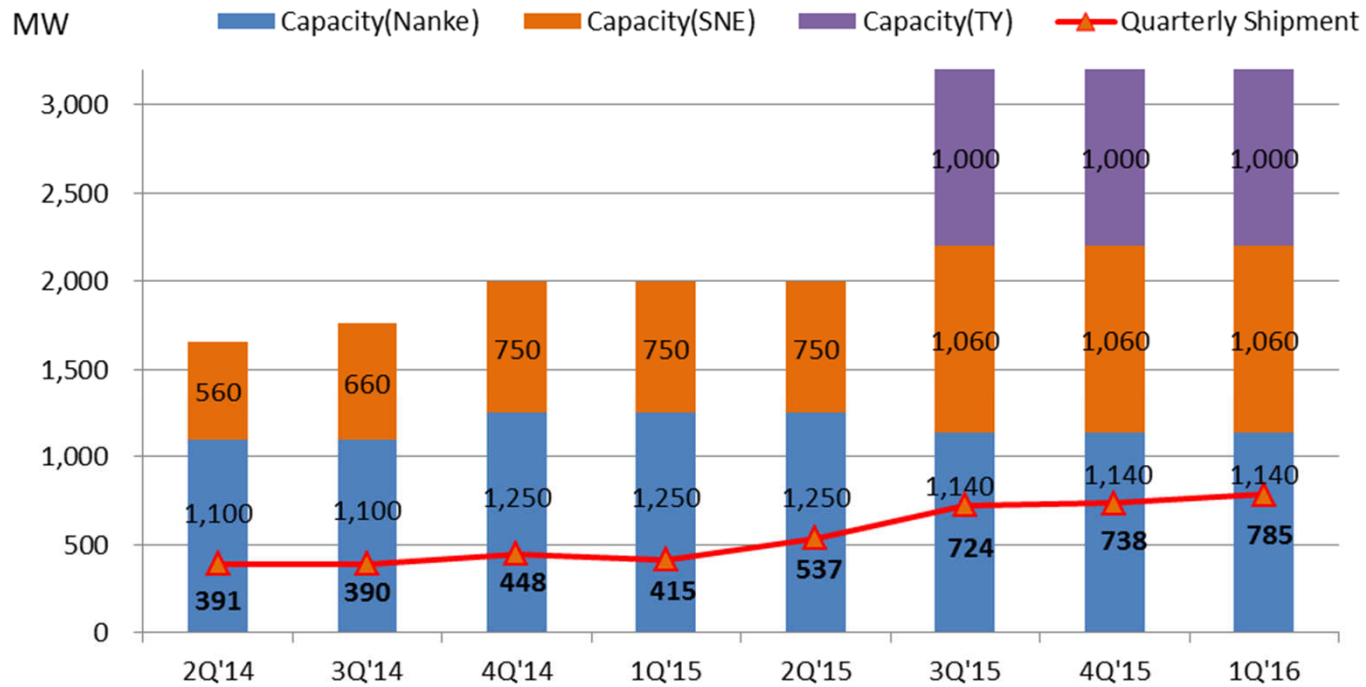


Financial Performance



1Q'16電池產能與出貨概況

- 1Q'16 電池出貨量為785 MW
- 2015年電池出貨量為2,415MW
- 自2015年6月份起已包含聯景之出貨量



Market and Company Update

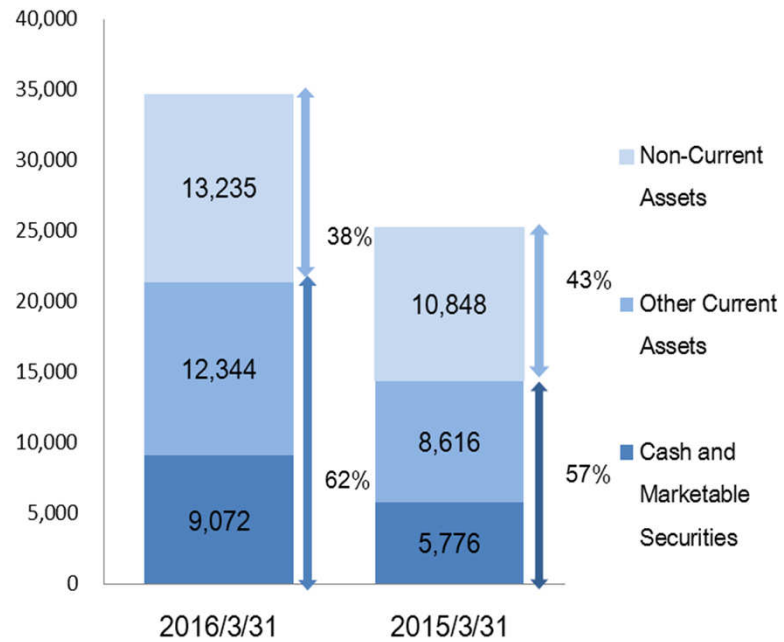
合併損益表- 單季

(NTD M)	1Q'16	QoQ	4Q'15	YoY	1Q'15
銷貨收入淨額	9,620	15%	8,331	130%	4,187
銷貨毛利	1,384	19%	1,163	N/A	(122)
銷貨毛利率	14.4%	0.4	14.0%	N/A	-2.9%
營業費用	419	-3%	434	33%	315
營業利益	965	32%	729	N/A	(437)
營業利益率	10.0%	1.3	8.7%	N/A	-10.4%
營業外收支	(10)	-96%	(266)	(1)	(26)
稅前淨利	955	106%	463	N/A	(463)
所得稅利益(支出)	(130)	30%	(100)	420%	(25)
稅後淨利	825	127%	363	N/A	(488)
純益率	8.6%	4.2	4.4%	N/A	-11.7%
其他綜合損益	(47)	-57%	(110)	20%	(39)
本期綜合損益總額	778	207%	254	N/A	(527)
EBITDA	1,645	46%	1,129	N/A	(65)
EBITDA / Sales (%)	17.1%	3.6	13.5%	N/A	-1.6%

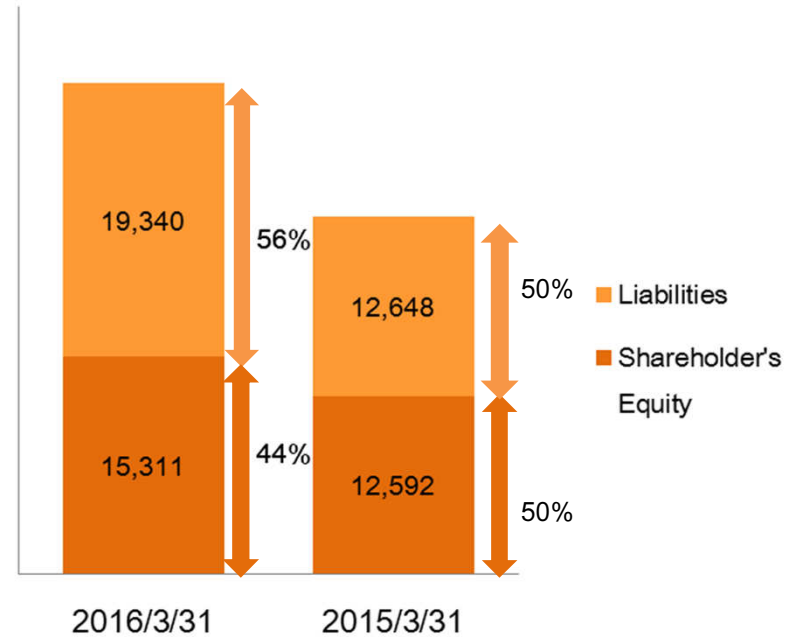
Financial Performance

資本架構

Assets (NTD M)



Equity and Liabilities (NTD M)



Financial Performance

合併資產負債表

(新台幣 百萬元)	31-Mar-16	QoQ	31-Dec-15	YoY	31-Mar-15
現金及有價金融商品	9,072	26%	7,190	57%	5,776
投資					
應收帳款	8,093	15%	7,021	61%	5,032
存貨	2,527	-13%	2,913	27%	1,987
不動產、廠房及設備	10,635	-5%	11,189	28%	8,305
其他資產	4,324	-16%	5,173	4%	4,141
資產總計	34,651	3%	33,485	37%	25,240
短期借款	5,049	9%	4,652	90%	2,654
應付帳款	5,968	9%	5,485	63%	3,658
長期借款	4,719	-17%	5,660	-	-
其他負債	3,604	14%	3,165	-43%	6,336
負債總計	19,340	2%	18,962	53%	12,648
股東權益總計	15,311	5%	14,523	22%	12,592

Financial Performance

合併現金流量表- 單季

(新台幣 百萬元)	1Q'16	Q-4Q'15	4Q'15
營業活動現金流量	2,414	1,792	146
稅前淨損	955	(171)	463
折舊與攤銷	627	2,003	600
利息費用	63	218	66
營業資產及負債淨變動(資產變動+負債變動)	908	(479)	(1,174)
其他	(139)	221	190
投資活動現金流量	(476)	238	(480)
取得備供出售金融資產	0	(58)	(58)
資本支出(取得不動產、廠房及設備+預付設備款增加)	(231)	(995)	(287)
其他項	(245)	1,290	(135)
籌資活動現金流量	(52)	(2,373)	(17)
銀行借款(短借、長借變化)	8	(2,151)	45
其他項	(60)	(222)	(61)
其他調整數(匯率變動對現金及約當現金之影響)	(3)	(15)	(26)
淨現金流量	1,883	(358)	(376)
期初現金餘額	7,190	7,548	7,566
期末現金餘額	9,072	7,190	7,190
自由現金流量	2,183	797	(141)

Financial Performance

合併公司重要財務比率

	1Q'16	4Q'15	1Q'15
獲利能力:			
總資產報酬率(季)	2.4%	1.1%	-1.9%
股東權益報酬率(季)	5.4%	2.5%	-3.9%
毛利率	14.4%	14.0%	-2.9%
純益率	8.6%	4.4%	-11.7%
槓桿程度:			
總負債占總資產比率	55.8%	56.6%	50.1%
資金流動性:			
流動比率 (x)	1.5	1.5	1.2
速動比率 (x)	1.3	1.3	1.0

Financial Performance

營運及市場策略

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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