



Motech Industries Inc.

股票代碼: 6244 TWO

2017第三季法人說明會

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

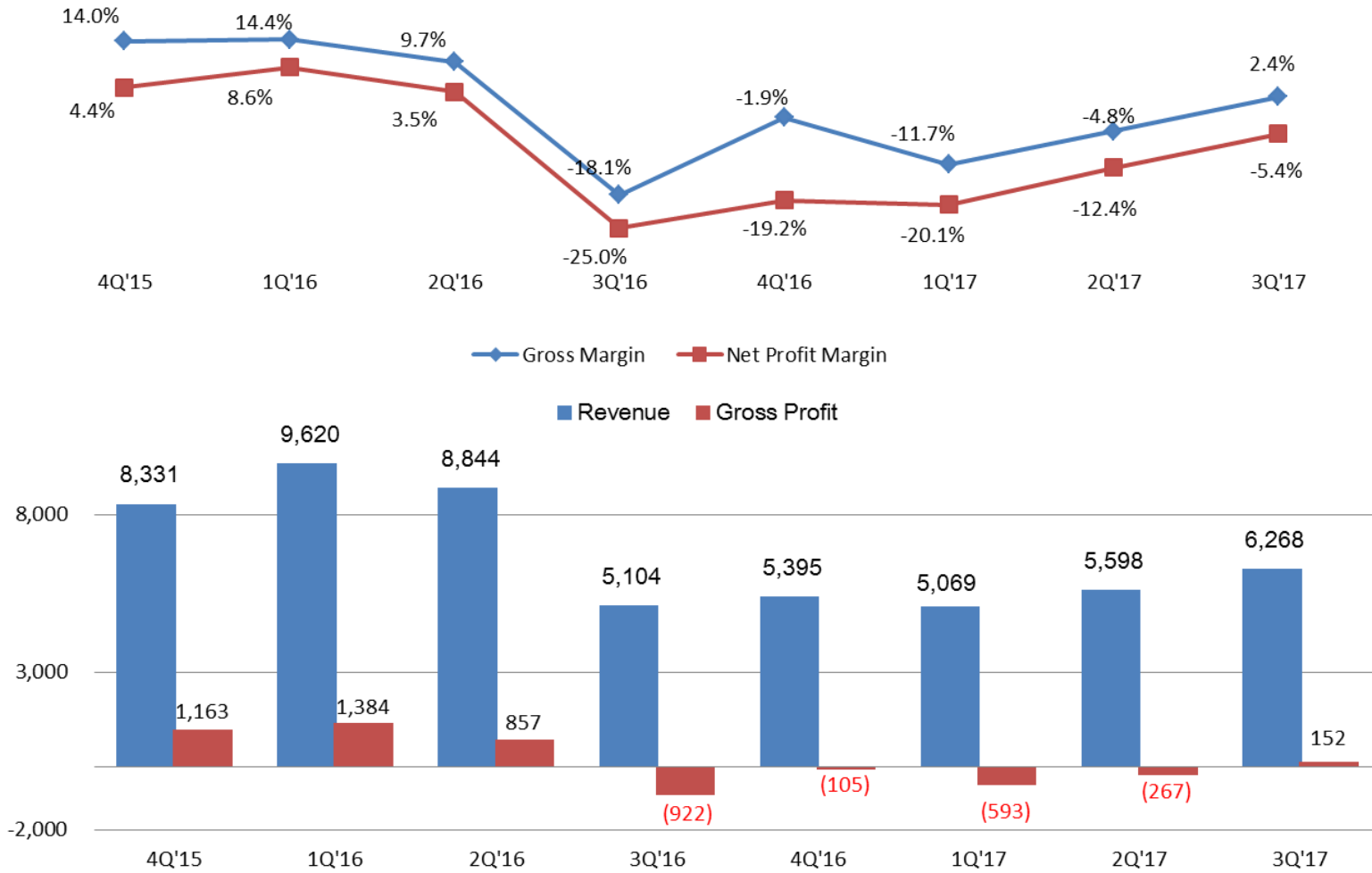
The financial forecasts and forward-looking statements in this release reflect the current belief of Motech as of the date of this release and Motech undertakes no obligation to update these forecasts and forward-looking statements for events or circumstances that occur subsequent to such date.



營運績效與財務表現



Quarterly Revenue and Margin Trend

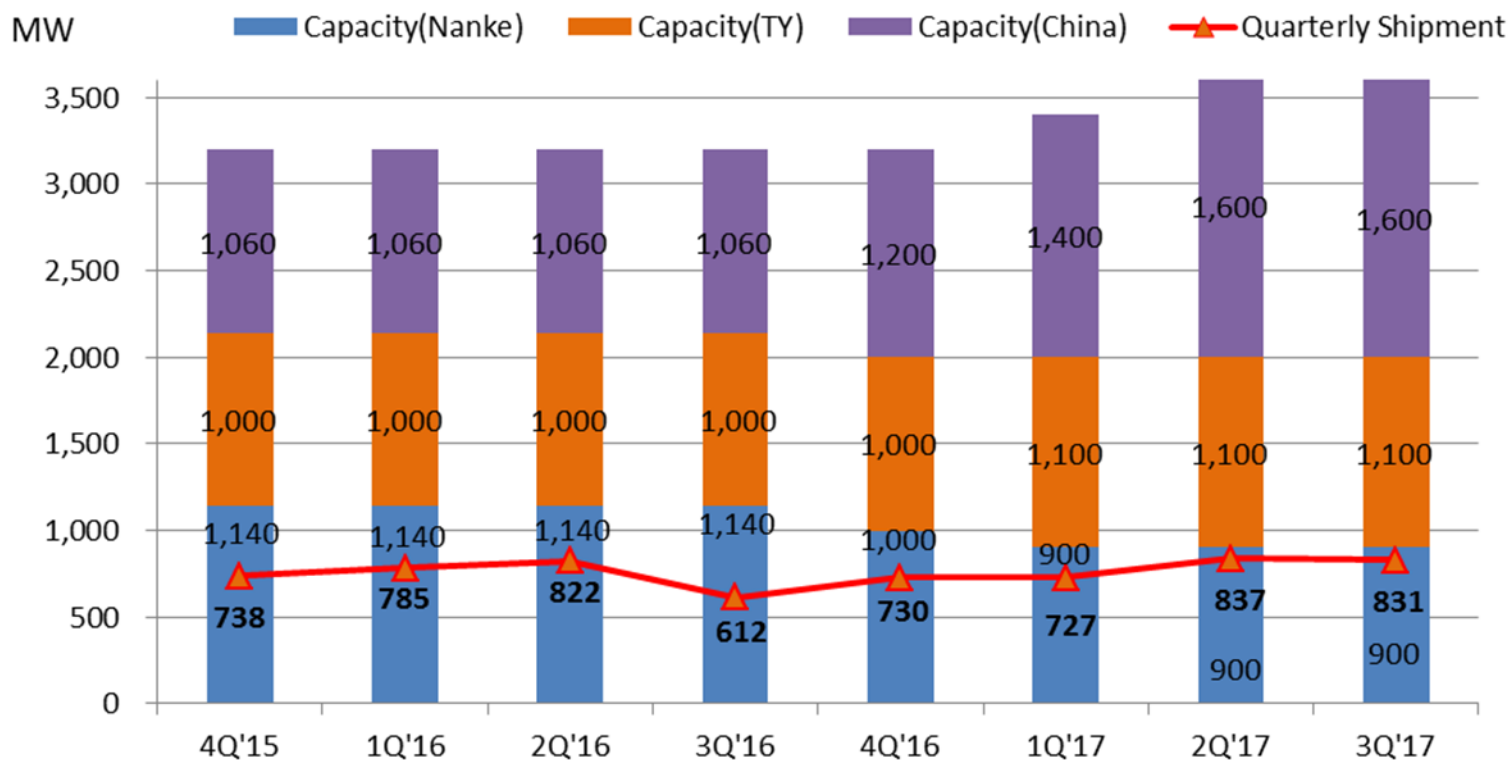


Financial Performance



3Q'17電池產能與出貨概況

- 3Q'17 電池出貨量為831 MW
- 1Q-3Q'17電池出貨量為2,394MW
- 2017年產能達3,600MW



Market and Company Update



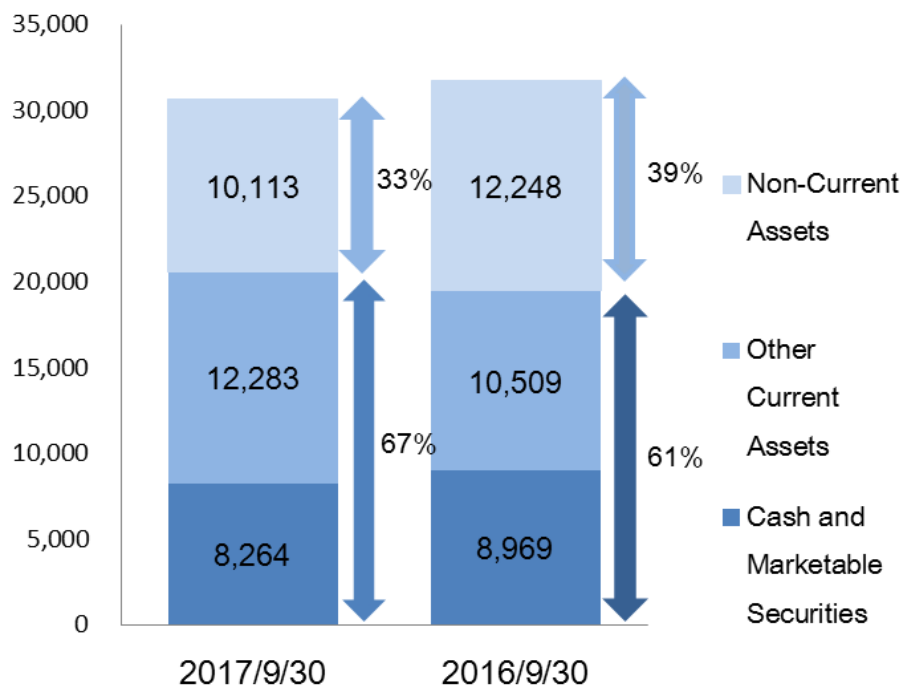
合併損益表- 單季

(NTD M)	3Q'17	QoQ	2Q'17	YoY	3Q'16
銷貨收入淨額	6,268	12%	5,598	23%	5,104
銷貨毛利	152		(267)		(922)
銷貨毛利率	2.7%		-4.8%		-18.1%
營業費用	456	12%	408	39%	329
營業利益	(304)		(674)		(1,251)
營業利益率	-4.9%		-12.0%		-24.5%
營業外收支	(32)		(19)		187
稅前淨利	(337)		(693)		(1,064)
所得稅利益(支出)	0		0		52
稅後淨利	(337)		(693)		(1,012)
純益率	-5.4%		-12.4%		-19.8%
其他綜合損益	48		35		(138)
本期綜合損益總額	(289)		(658)		(1,150)
EBITDA	840		(74)		(407)
EBITDA / Sales (%)	13.4%		-1.3%		-8.0%

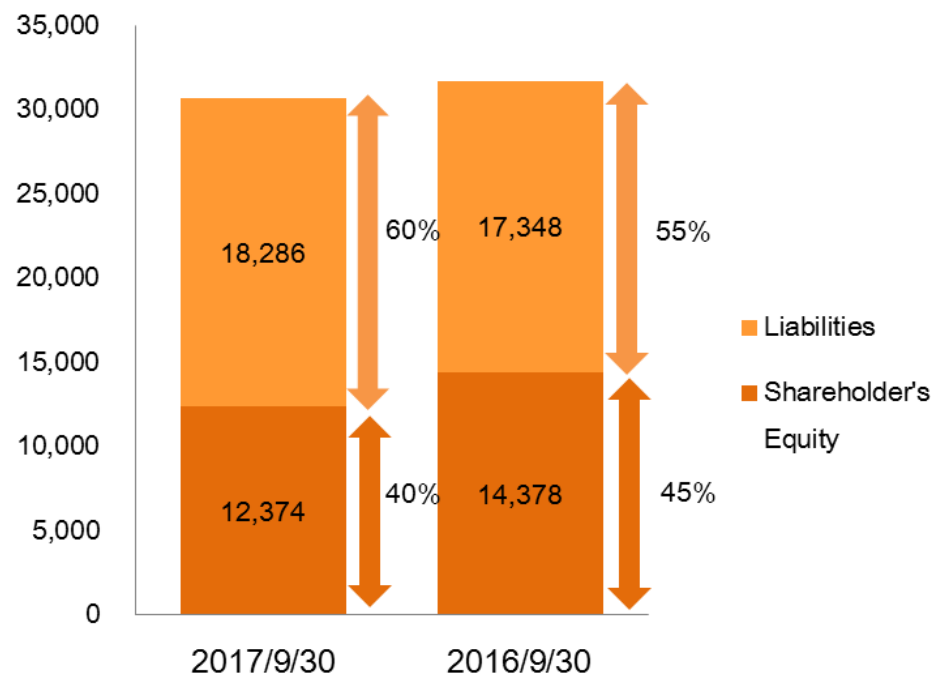
Financial Performance

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)	30-Sep-17	QoQ	30-June-17	YoY	30-Sep-16
現金及有價金融商品投資	8,264	-8%	8,937	-8%	8,973
應收帳款	8,161	4%	7,865	10%	7,414
存貨	1,952	52%	1,285	22%	1,601
不動產、廠房及設備	8,304	-2%	8,486	-14%	9,662
其他資產	3,979	8%	3,687	-2%	4,076
資產總計	30,660	1%	30,260	-3%	31,726
短期借款	7,570	-15%	8,867	35%	5,609
一年到期之長借	2,975	249%	852	80%	1,652
應付帳款	6,021	32%	4,568	19%	5,067
長期借款	-	-100%	2,669	-100%	3,156
其他負債	1,720	-7%	1,840	-51%	3,516
負債總計	18,286	-3%	18,796	5%	17,348
股東權益總計	12,374	8%	11,464	-14%	14,378

Financial Performance

合併現金流量表- 單季

(新台幣 百萬元)

	3Q'17	2Q'17	3Q'16
營業活動現金流量	448	(650)	766
稅前淨損	(337)	(693)	(1,063)
折舊與攤銷	548	544	597
利息費用	85	76	60
營業資產及負債淨變動(資產變動+負債變動)	159	(648)	1,203
其他	(9)	73	(31)
投資活動現金流量	(337)	(239)	(525)
資本支出(取得不動產、廠房及設備+預付設備款增加)	(337)	(150)	(707)
其他項	0	(89)	182
籌資活動現金流量	(793)	1,739	339
銀行借款(短借、長借變化)	(1,895)	1,794	401
其他項	1,103	(55)	(62)
其他調整數(匯率變動對現金及約當現金之影響)	9	12	239
淨現金流量	(673)	863	819
期初現金餘額	8,937	8,074	8,149
期末現金餘額	8,264	8,937	8,969
自由現金流量	111	(800)	59

Financial Performance

合併公司重要財務比率

	3Q'17	2Q'17	3Q'16
獲利能力:			
總資產報酬率(季)	-1.1%	-2.3%	-3.2%
股東權益報酬率(季)	-2.7%	-6.0%	-7.0%
毛利率	2.4%	-4.8%	-18.1%
純益率	-5.4%	-12.4%	-19.8%
槓桿程度:			
總負債占總資產比率	59.6%	62.1%	54.7%
資金流動性:			
流動比率 (x)	1.1	1.3	1.4
速動比率 (x)	1.0	1.1	1.2

Financial Performance

營運及市場策略

全球領先專業太陽能電池製造商

技術 品質 服務

- 透過先進技術的導入，拓展客戶版圖
- 持續有效降低生產成本及改善費用率
- 2018年持續藉以各項優勢，擴大客戶組合
- 2018年需求動能仍來自於中國、美國及印度，部分新興市場崛起，如中南美洲
- 美國雙反稅率影響有限
- 積極拓展台灣本土系統市場並擴增模組規模
- 強化產能配置，提升營運效率



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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