



Motech Industries Inc.

股票代碼: 6244 TWO

2015第四季法人說明會

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

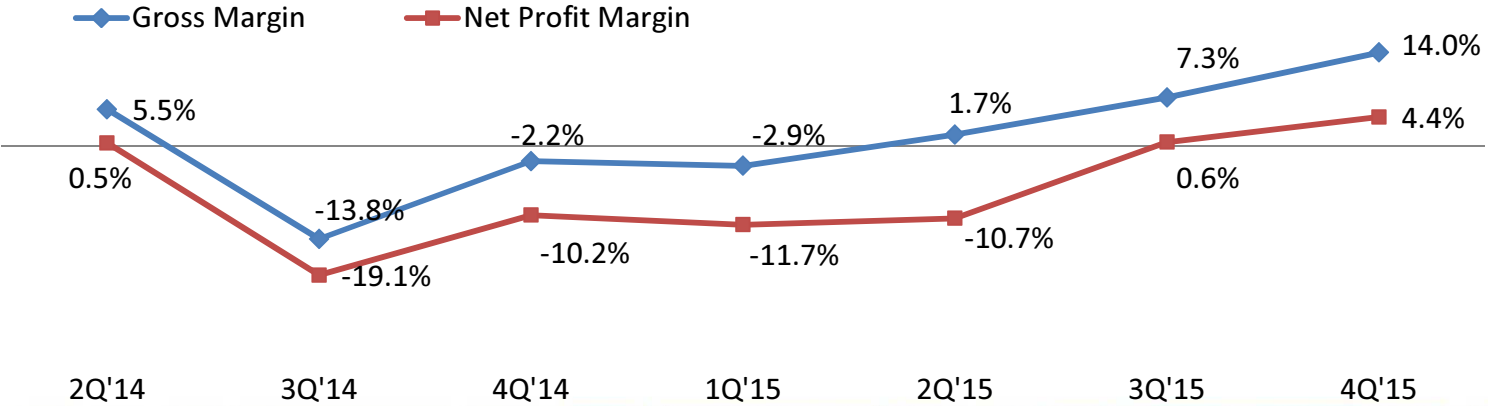
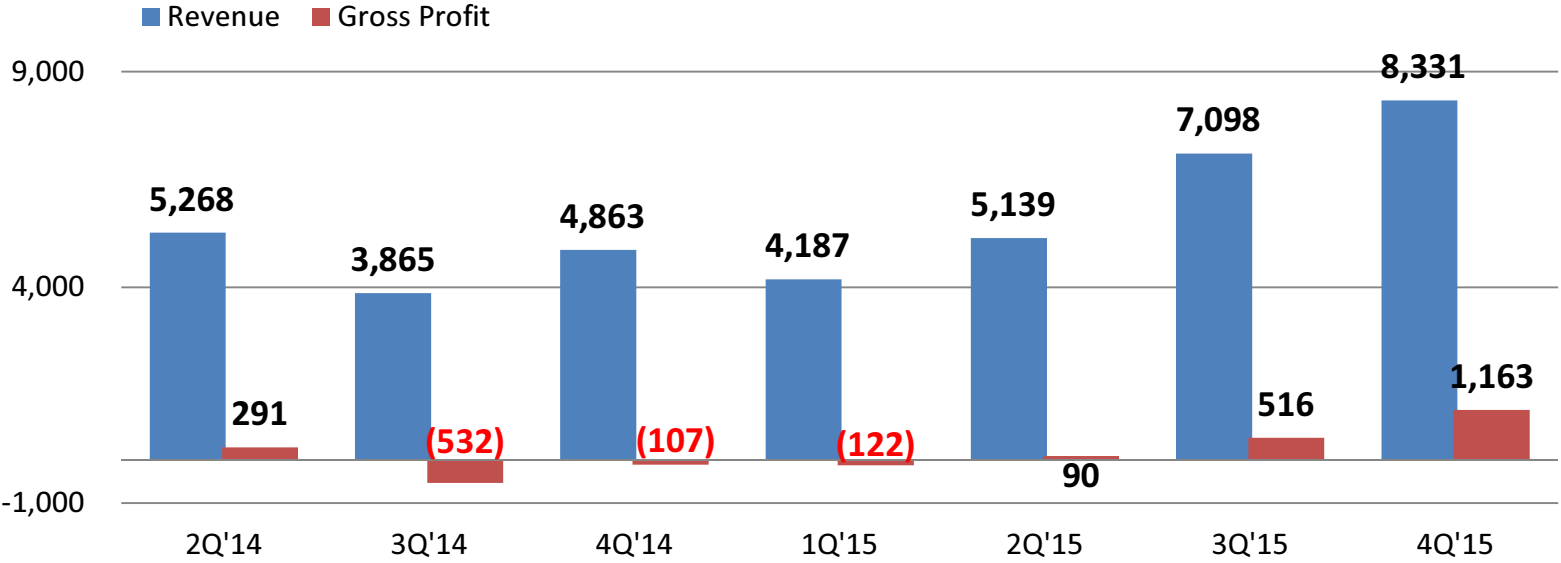
The financial forecasts and forward-looking statements in this release reflect the current belief of Motech as of the date of this release and Motech undertakes no obligation to update these forecasts and forward-looking statements for events or circumstances that occur subsequent to such date.



營運績效與財務表現



Quarterly Revenue and Margin Trend

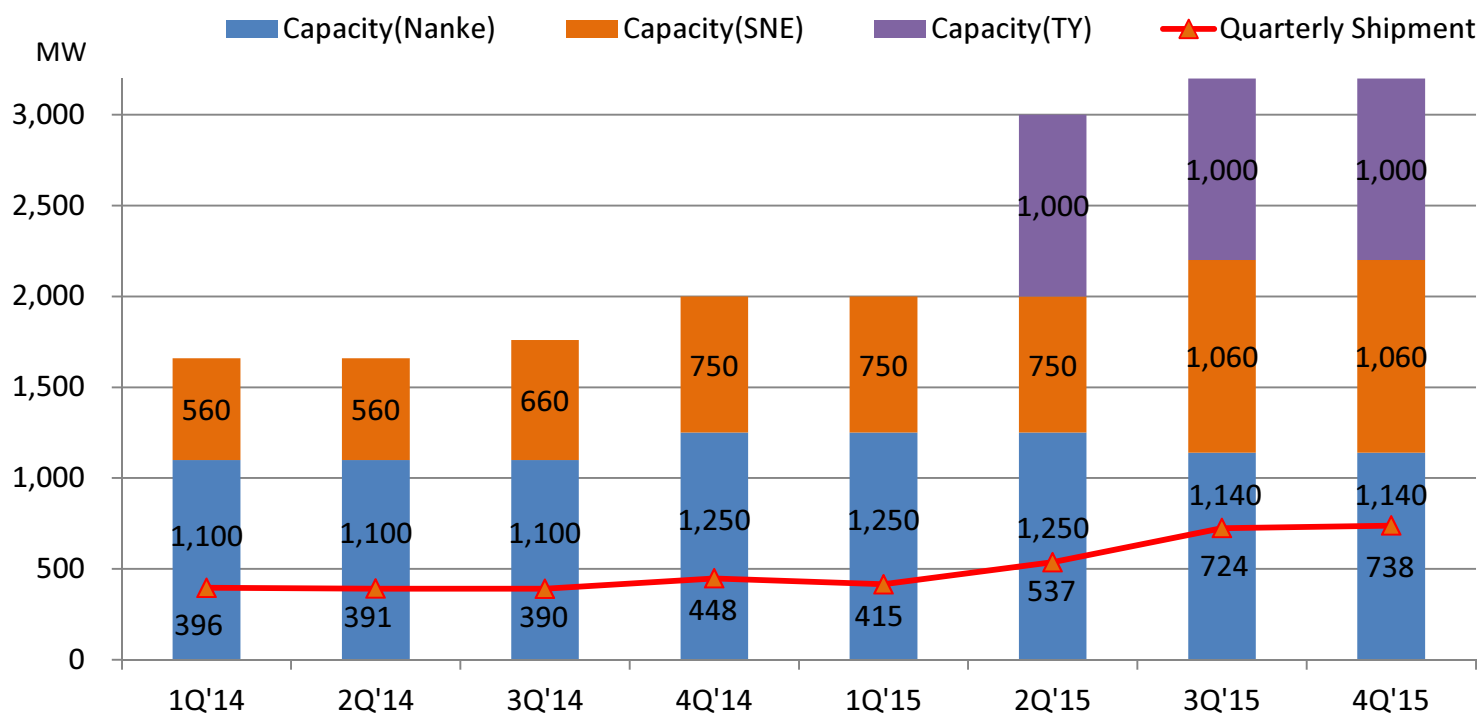


Financial Performance



4Q'15電池產能與出貨概況

- 4Q'15 電池出貨量為738 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



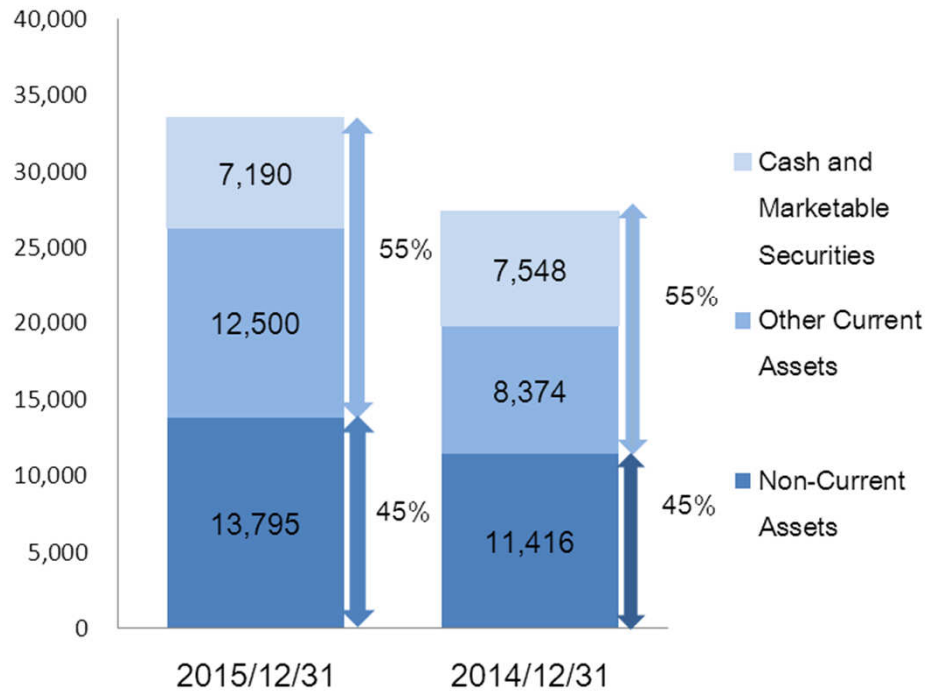
合併損益表- 單季

(新台幣 百萬元)	4Q'15	QoQ	3Q'15	YoY	4Q'14
營業收入淨額	8,331	17%	7,098	71%	4,863
營業毛利	1,163	125%	516	N/A	(107)
營業毛利率	14.0%	7	7.3%	16	-2.2%
營業費用	434	14%	382	41%	308
營業淨利	729	444%	134	N/A	(415)
營業淨利率	8.7%	7	1.9%	17	-8.5%
營業外收入及支出	(266)	N/A	(6)	N/A	(26)
稅前淨利	463	261%	128	N/A	(441)
所得稅利益(支出)	(100)	N/A	(84)	N/A	(56)
本期淨利	363	725%	44	N/A	(497)
淨利率	4.4%	4	0.6%	15	-10.2%
其他綜合損益	(110)	N/A	172	N/A	94
本期綜合損益總額	254	17%	216	N/A	(403)
EBITDA	1,129	41%	801	N/A	(55)
EBITDA / Sales (%)	13.5%	2	11.3%	15	-1.1%

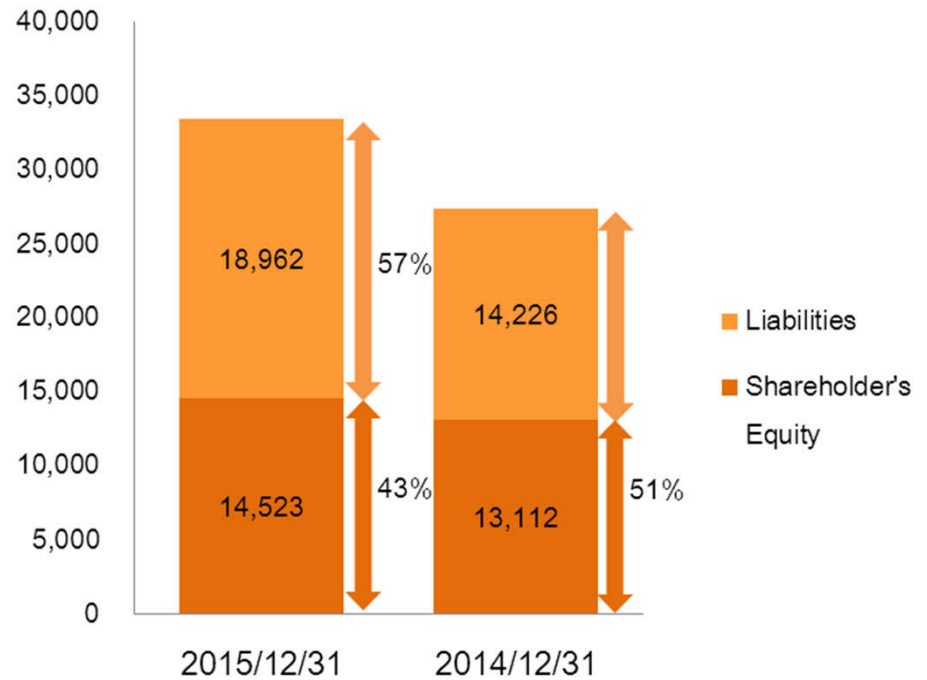
Financial Performance

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-Dec-15	QoQ	30-Sep-15	YoY	31-Dec-14
現金及有價金融商品投資	7,190	-5%	7,566	-5%	7,548
應收帳款	7,021	17%	5,978	50%	4,679
存貨	2,913	12%	2,600	24%	2,346
不動產、廠房及設備	11,189	-4%	11,608	35%	8,266
其他資產	5,173	15%	4,491	15%	4,499
資產總計	33,485	4%	32,244	22%	27,338
短借	4,652	18%	3,943	99%	2,340
流動負債	13,119	11%	11,836	-7%	14,077
長期借款	5,660	-11%	6,377	N/A	-
其他負債	182	9%	168	23%	149
負債總計	18,962	3%	18,380	33%	14,226
股東權益總計	14,523	5%	13,864	11%	13,112

Financial Performance

合併現金流量表- 單季

(新台幣 百萬元)	4Q'15	3Q'15	1Q-4Q'15
營業活動現金流量	146	1,161	1,792
稅前淨利(損)	463	128	(171)
折舊與攤銷	600	605	2,003
營業資產及負債淨變動	(1,174)	281	(479)
其他	256	147	439
投資活動現金流量	(480)	(230)	238
取得備供出售金融資產	(58)	0	(58)
資本支出	(283)	(225)	(991)
其他項	(139)	(5)	1,286
籌資活動現金流量	(17)	(1,705)	(2,373)
銀行借款	45	(1,623)	(2,151)
其他項	(61)	(82)	(222)
其他調整數	(26)	32	(15)
淨現金流量	(376)	(741)	(358)
期初現金餘額	7,566	8,307	7,548
期末現金餘額	7,190	7,566	7,190
自由現金流量	(138)	936	801

Financial Performance

合併公司重要財務比率

	4Q'15	3Q'15	4Q'14
獲利能力:			
總資產報酬率(季)	1.1%	0.1%	-1.9%
股東權益報酬率(季)	2.5%	0.3%	-3.7%
毛利率	14.0%	7.3%	-2.2%
純益率	4.4%	0.6%	-10.2%
槓桿程度:			
總負債占總資產比率	56.6%	57.0%	52.0%
資金流動性:			
流動比率 (x)	1.5	1.5	1.1
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

- 效率持續提升，技術導入
- 合併綜效有益降低生產成本及改善費用率
- 擴大日本及美國客戶組合
- 需求季節性變動，能見度及漸增
- 持續評估海外擴廠計畫
- 雙反情勢無重大變化





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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