



Innovative Technology Touch Your Heart

更多信息

和鑫光電

2020年 法說會

25.11.2020

貴公司於法人說明會中發言應注意事項

敬啟者：

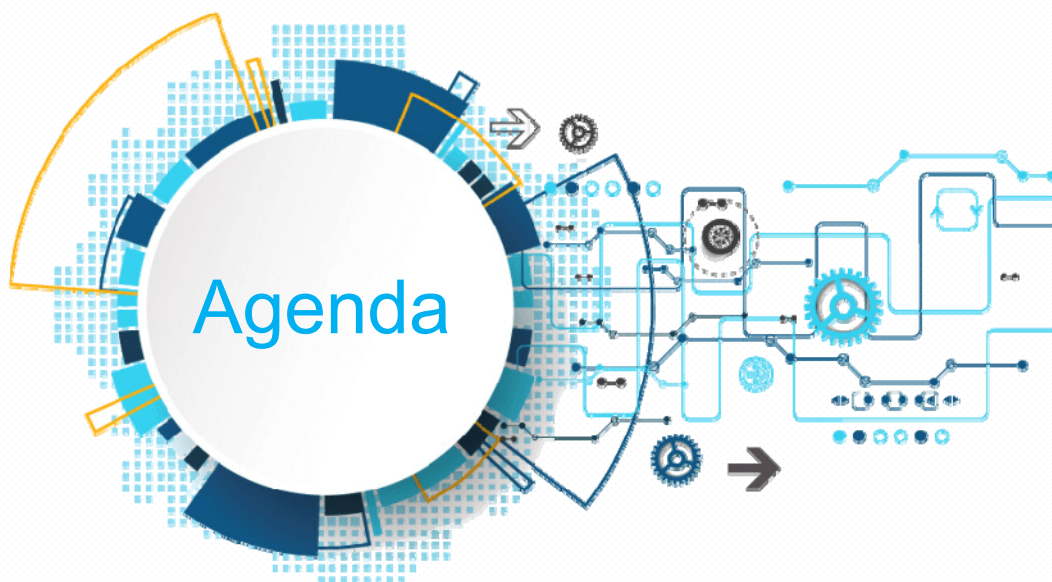
於法人說明會中，應注意預測性營業收入或獲利資訊之發言，且會中所揭露資訊（含簡報檔及口頭說明），不得有誇耀性或類似廣告宣傳之文字，不應任意發布尚未確定之消息或公開與事實不符之資料等，敬請落實轉達貴公司高層發言人員，以免違反本公司「對有價證券上市公司重大訊息之查證暨公開處理程序」第15條第1項第2款及第3款規定，或「對上市公司應公開完整式財務預測之認定標準」規定，致有編製財務預測之虞。

Safe Harbor Notice

We have made forward-looking statements in this presentation. Our forward-looking statements contain information regarding, among other things, our financial condition, future expansion plans and business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties and assumptions about us.

We undertake no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events discussed in this conference might not occur and our actual results could differ materially from those anticipated in these forward-looking statements.

The information contained herein shall also not constitute an offer to sell or a solicitation of an offer to buy the company's securities nor shall there be any sale of such securities in any state or country in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or country.



PART 01 營運回顧與展望

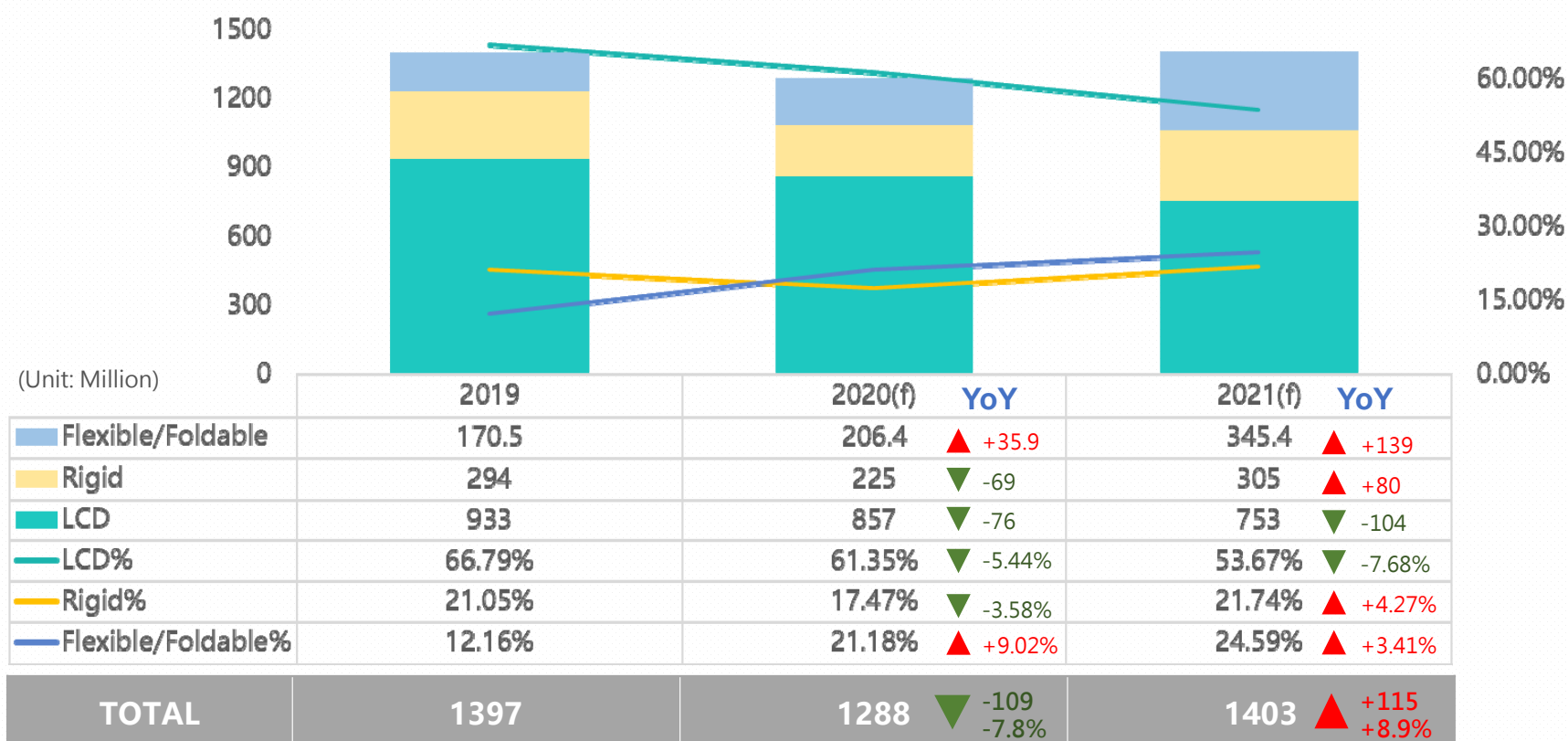


PART 02 財務報告

PART 03 Q & A

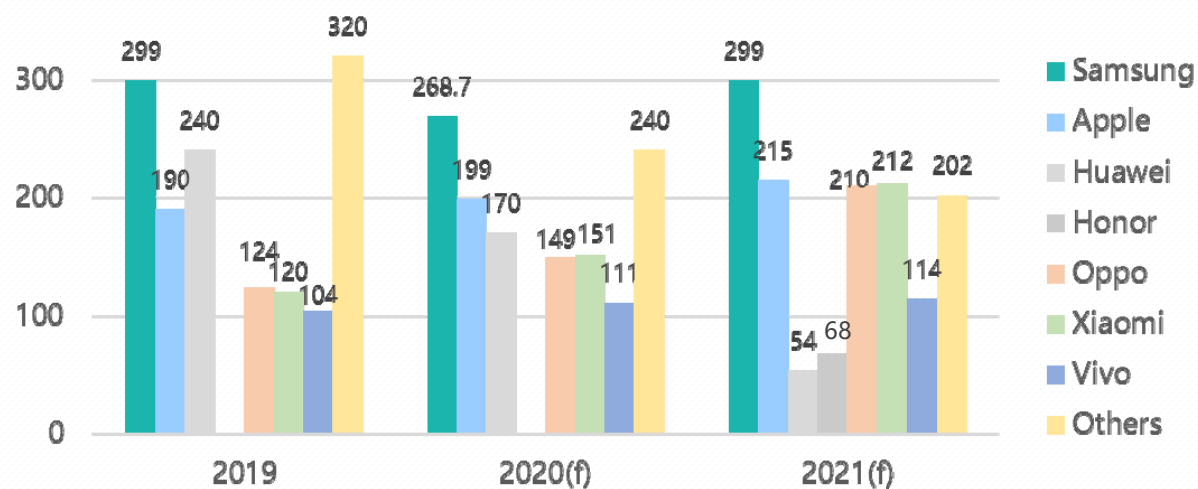
Smart Phone Marketing

Worldwide Mobile phone Annual Shipment and Forecast



source : STONE partners

Smart Phone Display



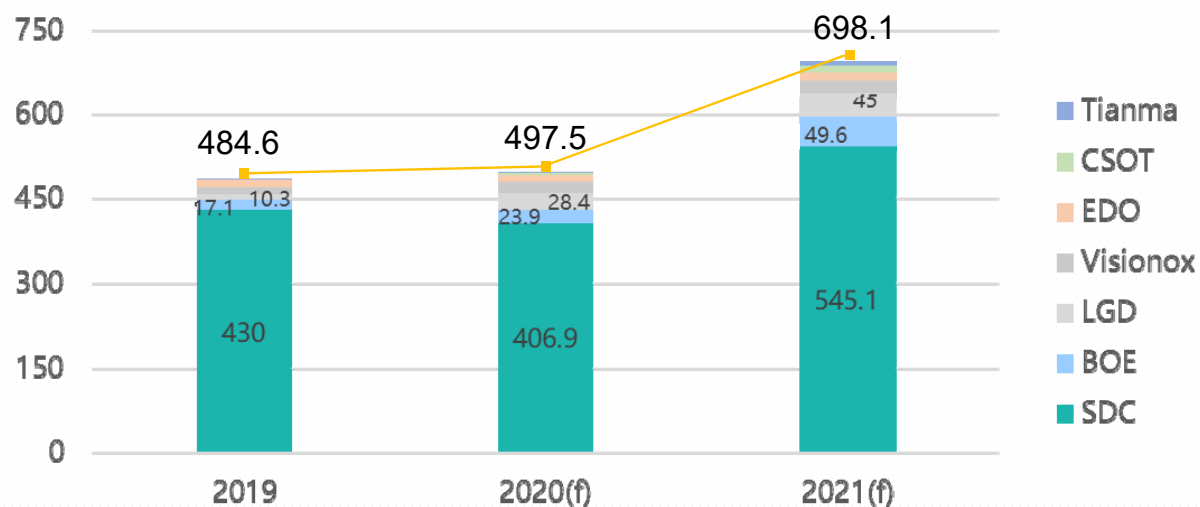
Brand	Rigid			Flexible			Foldable			LCD			Smartphone Total		
Unit: M	2019	2020(f)	2021(f)	2019	2020(f)	2021(f)	2019	2020(f)	2021(f)	2019	2020(f)	2021(f)	2019	2020(f)	2021(f)
Samsung	140	96	114	62	49	80	0.4	3.7	9	97	120	96	299	268.7	299
Apple				69	91	170				121	108	45	190	199	215
Huawei	45	19	5	23	28	8	0.1	0.2	0.5	172	123	40	240	170	54
Honor			9			19.2				-	-	40	-	-	68
Oppo	35	49	59	6	12	18			0.1	83	88	133	124	149	210
Xiaomi	20	25	63	1	8	19			0.2	99	118	130	120	151	212
vivo	38	27	43	1	8	12				65	76	89	104	111	114
Others	16	9	12	8	7	9		0.5	0.6	296	224	180	320	240	202
Total	294	225	305	170	202	335	0.5	4.4	10.4	933	857	753	1,397	1,288	1,403
YoY		-23.5%	35.6%		19.2%	65.8%		780.0%	136.4%		-8.1%	-12.1%		-7.8%	8.9%

YOY

▲ +30.3
▲ +16
▼ -116
▲ +68
▲ +61
▲ +61
▼ -3
▼ -38

source : STONE partners

Smart Phone OLED



Unit: M	Rigid			Flexible			Foldable			Total		
Brand	2019	2020(f)	2021(f)	2019	2020(f)	2021(f)	2019	2020(f)	2021(f)	2019	2020(f)	2021(f)
SDC	288.6	241.6	296.2	140.2	161.5	238.5	1.2	3.9	10.5	430.0	406.9	545.1
BOE				17.0	23.4	48.7	0.1	0.5	0.9	17.1	23.9	49.6
LGD				10.3	28.4	45.4				10.3	28.4	45.4
Visionox	11.3	15.1	14.3	2.1	6.1	9.1				13.4	21.2	23.4
EDO	11.6	11.4	16.1							11.6	11.4	16.1
CSOT				0.1	4.4	11.0		0.2	0.3	0.1	4.6	11.3
Tianma	1.9	0.8		0.2	0.2	7.2				2.1	1.0	7.2
Royole							0.0	0.0	0.0	0.0	0.0	0.0
Total	313.4	268.4	326.6	169.9	224.0	359.8	1.4	4.6	11.7	484.6	497.5	698.1
YoY	17.7%	-14.2%	21.4%	13.2%	31.9%	60.6%	67550.0%	226.6%	156.2%	16.4%	2.6%	40.3%

YOY

▲ +34%

▲ +107.5%

▲ +59.9%

▲ +10.4%

▲ +41.2%

▲ +145.7%

▲ +620%

source : **STONE** partners

Design Trend with Longer Aspect Ratio

- ◆ 手機螢幕尺寸也「越來越長」(aspect ratio 19:9 to 21:9)。
- ◆ 在2019年，大於6吋的手機全球出貨已超越75%，螢幕尺寸朝6.5吋及逼近7吋的趨勢。
- ◆ 螢幕方面，全螢幕的設計將以「挖孔」為主流，帶來比「瀏海」、「水滴」更高的螢幕佔比。
- ◆ 許多設計升降鏡頭的手機，藉以讓手機能夠擁有真正的全螢幕體驗
- ◆ 曲面與拉長的手機設計也試圖讓顯示器最大化。
- ◆ 2020 年的智慧型手機發展除了圍繞在 5G 外，依舊延續著全螢幕、多鏡頭、折疊機的趨勢。



Source: Omdia

Foldable and Dual Screen Products at CES 2020

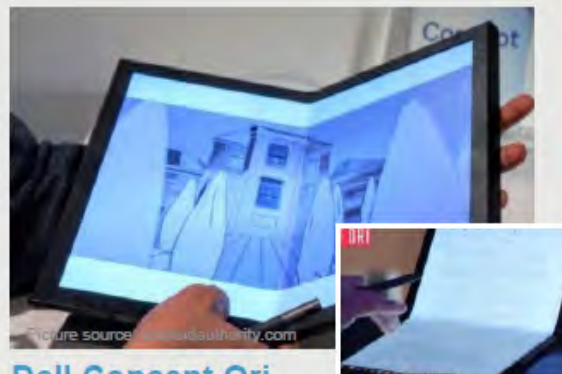


Picture source: wired.com



Picture source: wired.com

**Lenovo
ThinkPad X1 Fold**
13.3" 4:3 Notebook, world
1st foldable window device



Dell Concept Ori
~13" QHD+



Dell Dual Screen Concept Duet
13.4-inch FHD LCD panels x 2



Picture source: androidauthority.com

Intel all-in-one desktop PC
17.3" Horseshoe Bend prototype

Galaxy S20FE 6.5"



Galaxy A71 6.7"



Galaxy A51 6.5"



Galaxy A90 6.7"



Galaxy A90 5G

OPPO RENO 4 6.57"



Redmi K30 Pro 6.67"



HUAWEI Nova 7 6.53"



HONOR 30 Pro 6.53"



10.2" ESL Module



2.15" ESL Module

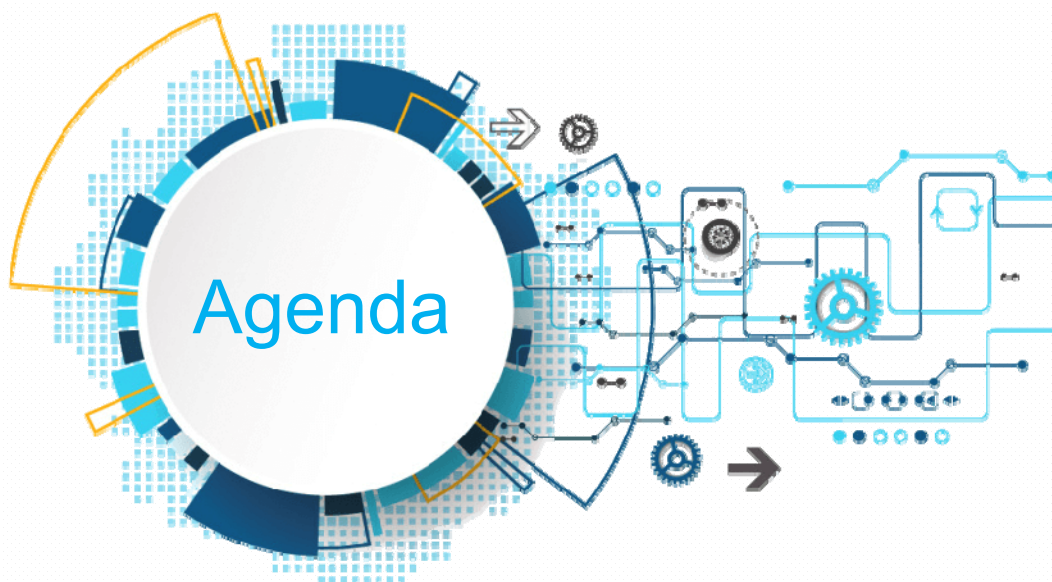


4.3" ESL Module



產品運用展示範例





PART 01 營運回顧與展望

PART 02 財務報告



PART 03 Q & A

綜合損益表

新台幣(佰萬)	2020 前三季		2019 前三季	
營業收入	2,152	100%	3,279	100%
營業毛利	412	19%	1,203	37%
營業利益	172	8%	985	30%
本期淨利	140	7%	784	24%
EBITDA	1,040		1,798	
EPS (NT\$)	0.17		1.08	

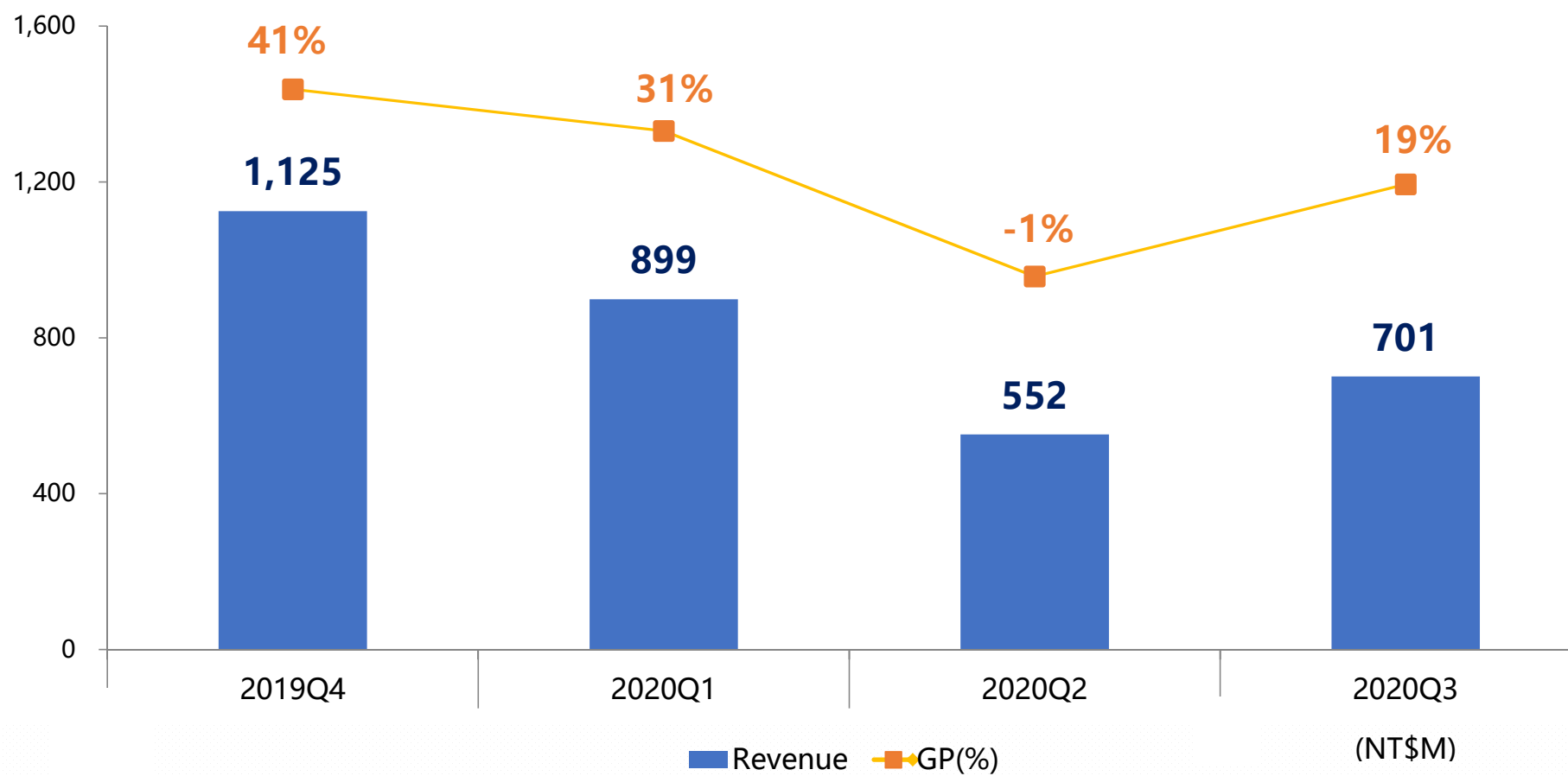
資產負債表

新台幣(佰萬)	2020.09.30		2019.09.30	
現金及約當現金	809	5%	849	5%
應收帳款淨額	280	2%	438	2%
存貨	186	1%	181	1%
其他流動資產	357	2%	376	2%
流動資產	1,632	10%	1,844	10%
不動產、廠房及設備	13,616	85%	8,520	48%
投資性不動產淨額	0	0%	5,717	32%
其他資產	756	5%	1,673	9%
資產總額	16,004	100%	17,754	100%
短期借款	147	1%	750	4%
其他流動負債	500	3%	725	4%
流動負債	647	4%	1,475	8%
長期借款	5,513	34%	5,860	33%
其他負債	346	3%	981	6%
負債總額	6,506	41%	8,316	47%
股東權益總額	9,497	59%	9,438	53%
流動比率		252%		125%
負債/股東權益比率		69%		88%

現金流量表

新台幣(佰萬)	2020	2019
期初現金餘額	402	319
稅前淨利(損)	202	922
攤銷與折舊	763	759
其他項目	21	(91)
營業活動現金流量	986	1,590
投資活動現金流量	(218)	(102)
籌資活動現金流量	(361)	(958)
期末現金餘額	809	849

營業收入與毛利



PART 03 Q & A



HannsTouch Solution Inc.
Innovative Technology
Touch Your Heart



THANKS

