



Innovative Technology Touch Your Heart

更多信息

HannsTouch Solution Inc.

2020 Investor Conference

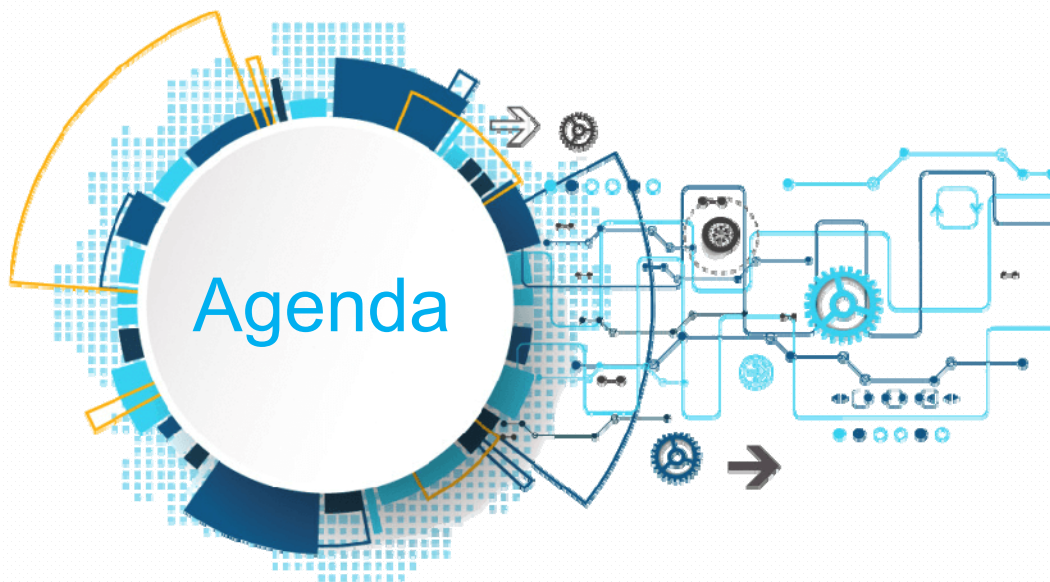
25.11.2020

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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.

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PART 01 Update & Outlook

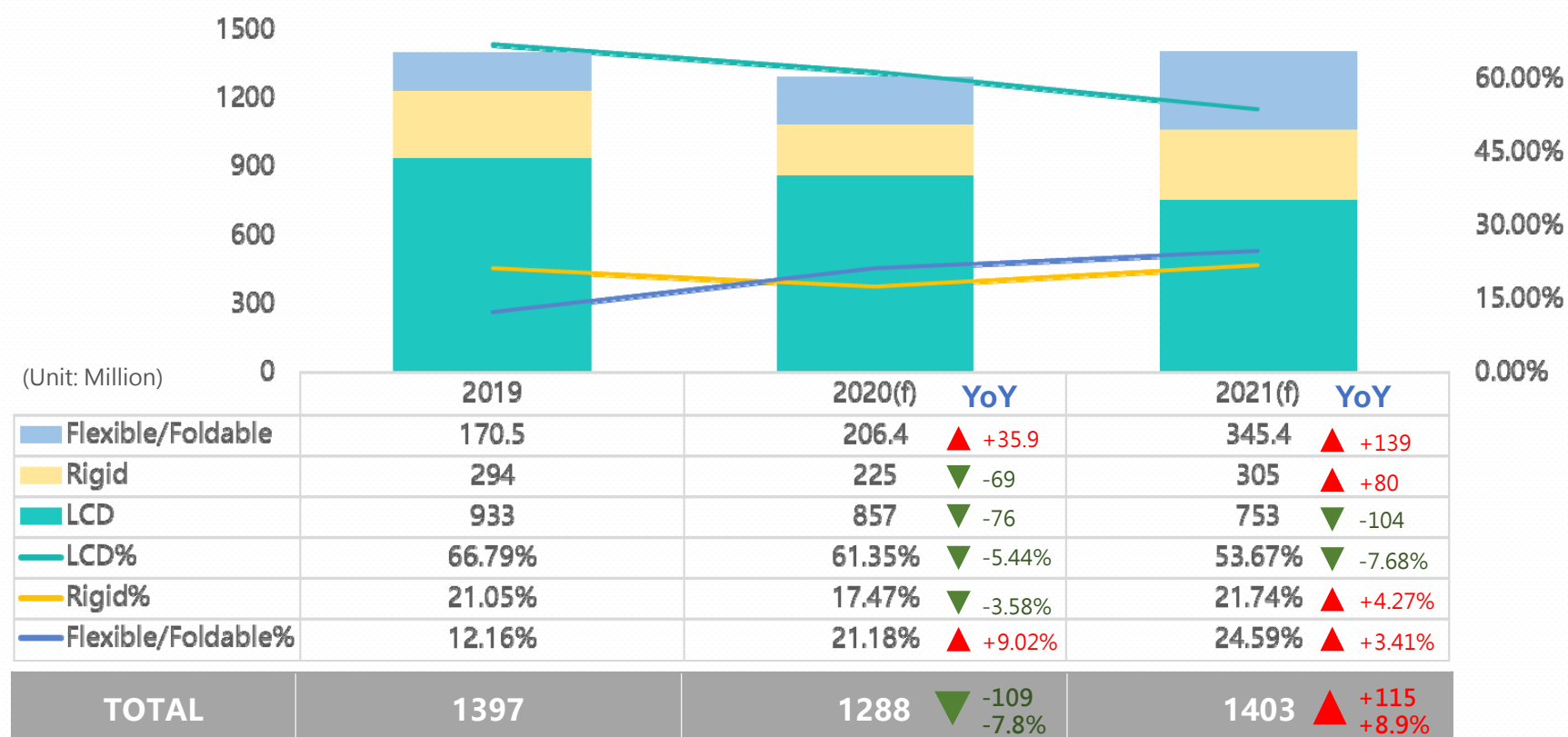


PART 02 Financial Results

PART 03 Q & A

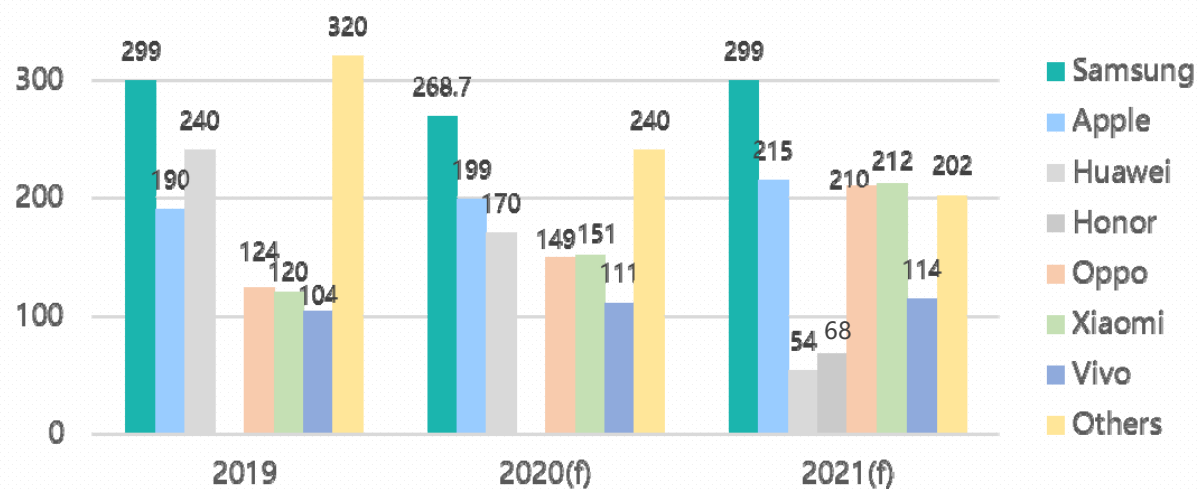
Smart Phone Marketing

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

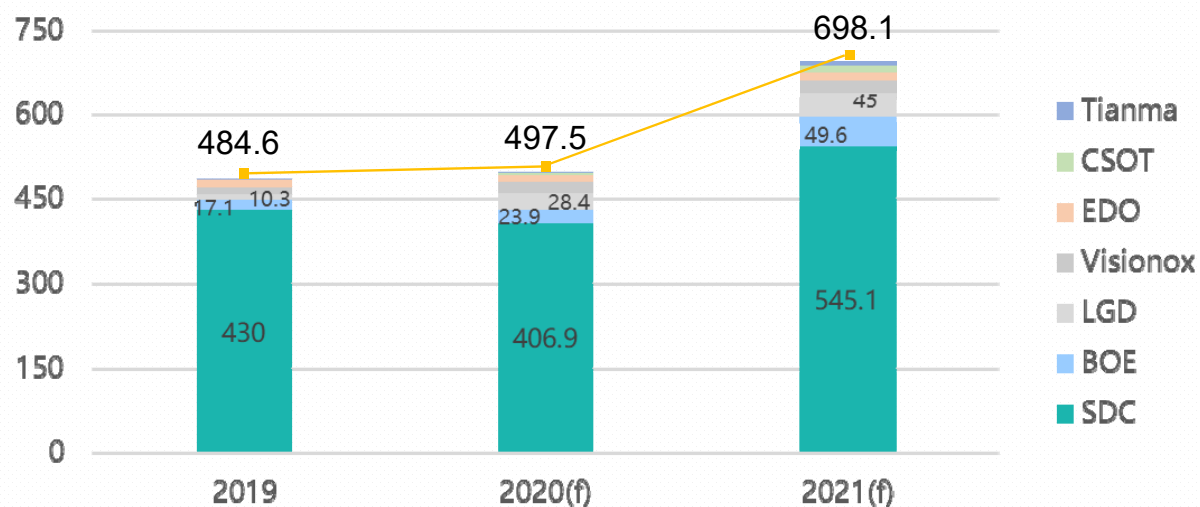
▲ +61

▼ -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%

- ▲ +34%
- ▲ +107.5%
- ▲ +59.9%
- ▲ +10.4%
- ▲ +41.2%
- ▲ +145.7%
- ▲ +620%

source : **STONE** partners

Design Trend with Longer Aspect Ratio

- ◆ The screen size is shifting to longer screens (aspect ratio 19:9 to 21:9).
- ◆ The shipment volume of 6" or larger exceeded 75% in '19, and the size is further shifting to 6.5" or larger screens.
 - ▶ Hole display led the premium phone design in '19; pop up camera enables the full screen design; curved and longer phone designs maximize the display.
- ◆ In the long term, foldable display designs (book type or clamshell type) will also impact this trend.



Foldable and Dual Screen Products at CES 2020

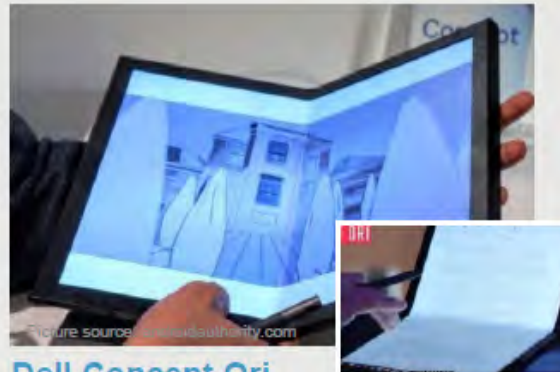


Picture source: wired.com

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



Picture source: wired.com



Picture source: androidauthority.com

Dell Concept Ori
~13" QHD+



Picture source: androidauthority.com

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

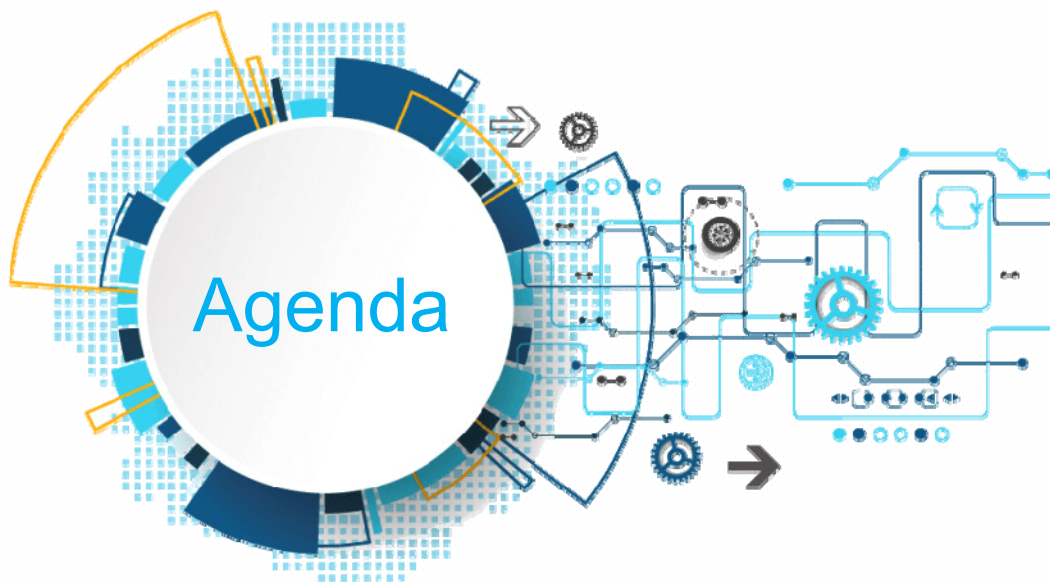


2.15" ESL Module



4.3" ESL Module





PART 01 Update & Outlook

PART 02 Financial Results



PART 03 Q & A

Statement of Comprehensive Income

NT\$ Million	Nine Months Ended September 30, 2020		Nine Months Ended September 30, 2019	
Sales	2,152	100%	3,279	100%
Gross profit	412	19%	1,203	37%
Operating income	172	8%	985	30%
Net income	140	7%	784	24%
EBITDA	1,040		1,798	
EPS (NT\$)	0.17		1.08	

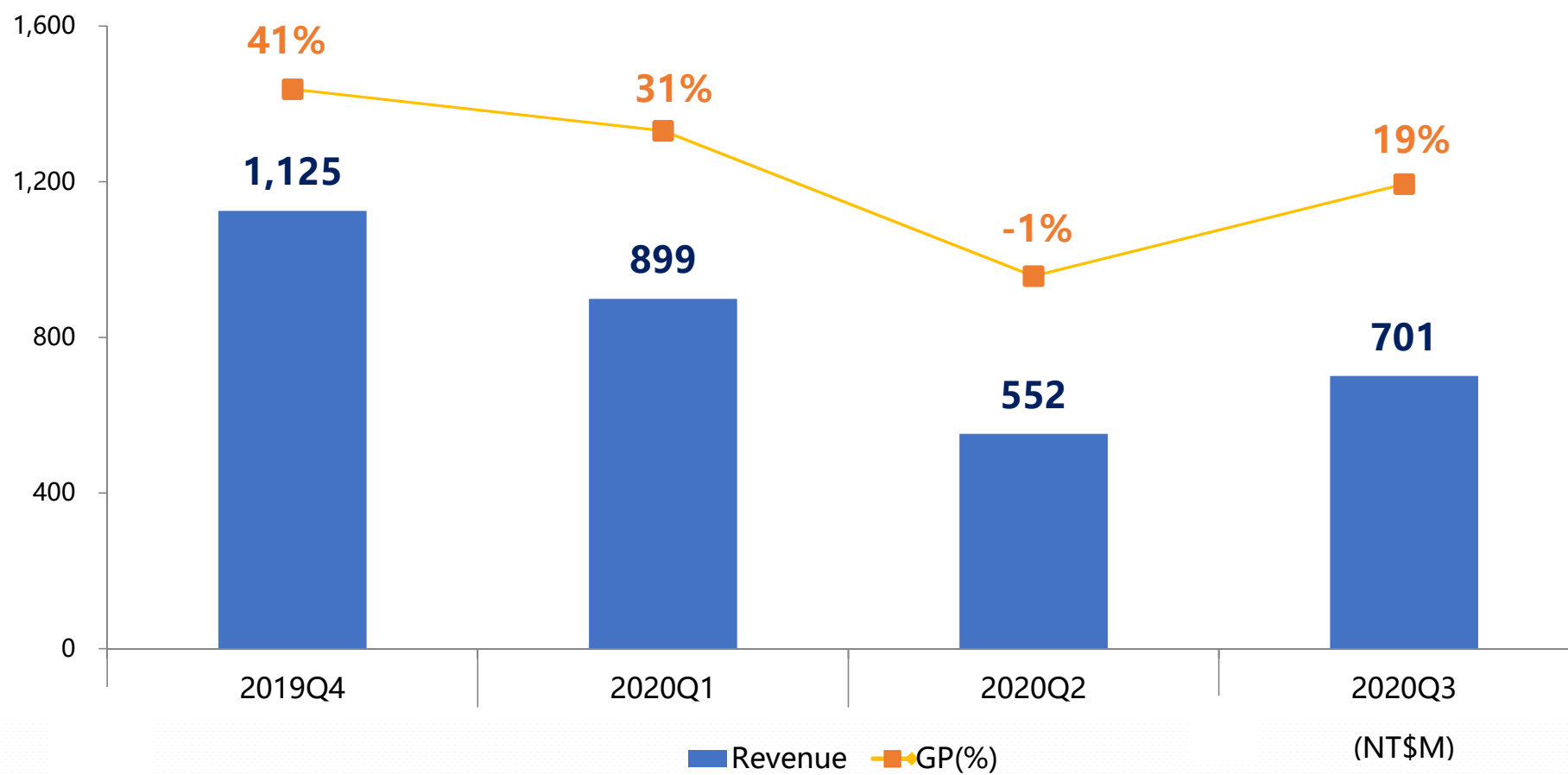
Statement of Balance Sheet

NT\$ Million	2020.09.30		2019.09.30	
Cash and cash equivalents	809	5%	849	5%
Accounts receivable(net)	280	2%	438	2%
Inventories	186	1%	181	1%
Other Current assets	357	2%	376	2%
Current assets	1,632	10%	1,844	10%
Property,plant and equipment	13,616	85%	8,520	48%
Investment property	0	0%	5,717	32%
Other assets	756	5%	1,673	9%
Total Assets	16,004	100%	17,754	100%
Short-term loans	147	1%	750	4%
Other current liabilities	500	3%	725	4%
Current liabilities	647	4%	1,475	8%
Long-term loans	5,513	34%	5,860	33%
Other liabilities	346	3%	981	6%
Total Liabilities	6,506	41%	8,316	47%
Total Equity	9,497	59%	9,438	53%
Current Ratio(%)		252%		125%
Debt/Equity Ratio(%)		69%		88%

Statement of Cash Flows

NT\$ Million	2020	2019
Cash and cash equivalents(Beg)	402	319
Income before income tax	202	922
Depreciation & Amortization	763	759
Others	21	(91)
Operating Cash Flow	986	1,590
Investing Cash Flow	(218)	(102)
Financing Cash Flow	(361)	(958)
Cash and cash equivalents(End)	809	849

Revenue & GP (%) Trend



PART 03 Q & A



HannsTouch Solution Inc.
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THANKS

