



百一電子

Investor Conference Code:6152

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November 15, 2017



PBI Pro Broadband Inc.

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簡報大綱 Briefing outline



一、公司簡介 Company profile

二、營運概況 Operational review

三、產品概況 Product description



公司簡介

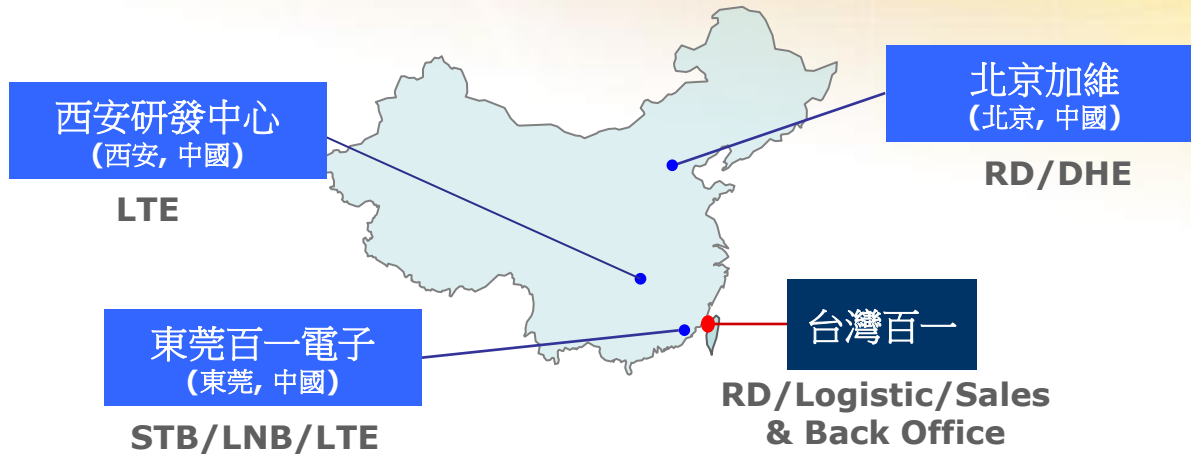
Company profile

公司簡介 Company profile

- 成立(Established) : Jun 12, 1995
- 資本額(Capital) : NT\$1,724,004,630
- 員工人數(Number of employees) :
合計 約4,000人(Total about 4,000)
- 董事長(Chairman) : 許錦輝(HSU, CHING-HUI)
- 總經理(General Manager) : 謝德崇(HSIEH, TE-CHUNG)
- 股票代號(Code) : 6152
- 主要產品 (Product items):
 - 機上盒(STB)
 - 衛星傳輸(LNB & Multi-Switch)
 - 頭端系統(Head-end System)
 - LTE CPE
 - 接取終端(Access Terminal)
 - 可視電話(Voice IP Phone)



廠區分布 Factory Distribution



百一電子(中壢)	東莞百一電子	北京加維通訊電子技術	東莞百一西安分公司
土地 1200坪	土地 100畝	土地 10畝	粵漢國際6樓
Office 2000坪	廠房 72,650平米	廠房 9,500平米	Office 393平米
員工225人	員工3500+人	員工265人	員工20人
RD/Logistic/Sales & Back Office	STB, LNB, Multi-Switch LTE CPE, Access, IP Phone	Analog & Digital Head-End Equipment	LTE RD & Test



營運概況

Operational review

1-3Q,17 合併綜合損益表

1-3Q,17 Comprehensive I/S

Unit : NTD thousand

	1-3Q, 2017		1-3Q, 2016		YoY	
Net Sales	6,068,793	100.0%	6,394,092	100.0%	(325,299)	-5%
Gross Profit	752,933	12.4%	804,655	12.6%	(51,722)	-6%
Operating Expense	811,999	13.4%	902,864	14.1%	(90,865)	-10%
Sales & Marketing Exp.	183,165	3.0%	203,386	3.2%	(20,221)	-10%
General & Admin. Exp.	364,458	6.0%	426,822	6.7%	(62,364)	-15%
R & D Exp.	264,376	4.4%	272,656	4.3%	(8,280)	-3%
Operating Income(Loss)	(59,066)	-1.0%	(98,209)	-1.5%	39,143	-40%
Non-operating Income	(17,954)	-0.3%	29,029	0.5%	(46,983)	-162%
Net Income(Loss)	(59,803)	-1.0%	(79,512)	-1.2%	19,709	-25%
Income(Loss) for the owners of parent	(55,769)	-0.9%	(81,196)	-1.3%	25,427	-31%

EPS

(0.34)

(0.49)

3Q17 合併綜合損益表

3Q17 Comprehensive I/S



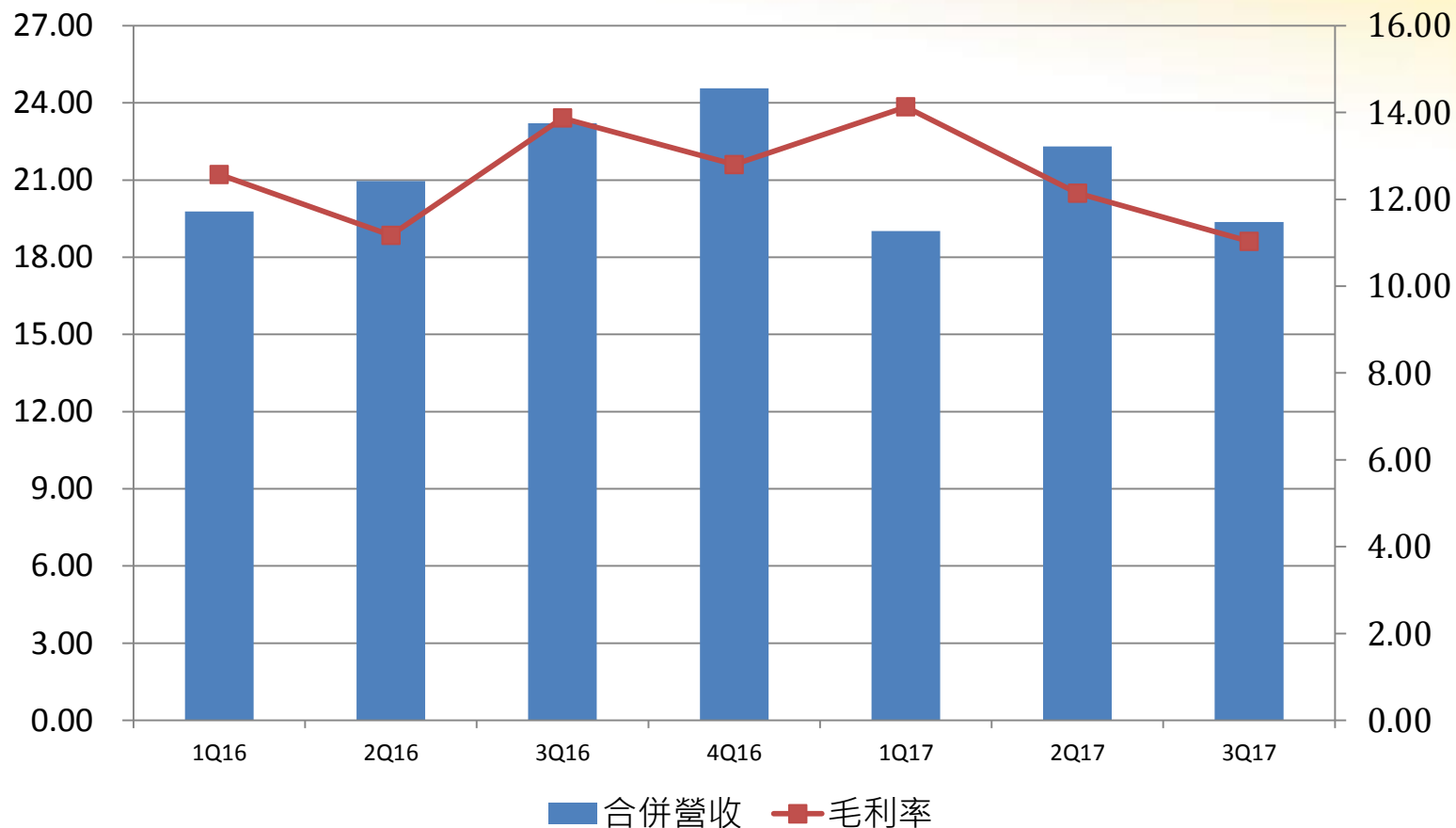
Unit : NTD thousand

	3Q17	2Q17	3Q16	QoQ	YoY
Net Sales	1,936,821	2,229,677	2,320,606	-13%	-17%
Gross Profit	213,542	270,613	321,878	-21%	-34%
<i>Gross Margin</i>	<i>11.03%</i>	<i>12.14%</i>	<i>13.87%</i>	<i>-9%</i>	<i>-21%</i>
Operating Expense	274,276	275,208	299,235	0%	-8%
Selling & Marketing Exp.	60,070	62,722	78,067	-4%	-23%
General & Admin. Exp.	123,322	125,382	127,851	-2%	-4%
R & D Exp.	90,884	87,104	93,317	4%	-3%
Operating Income(Loss)	(60,734)	(4,595)	22,643	1222%	-368%
Non-operating Income and Exp.	(16,464)	1,491	(4,939)	-1204%	233%
Net Income(Loss)	(69,109)	6,076	16,310	-1237%	-524%
Income(Loss) for the owners of parent	(67,552)	7,925	14,673	(952)	(560)
EPS(NT\$)	(0.41)	0.05	0.09		

營收與毛利率

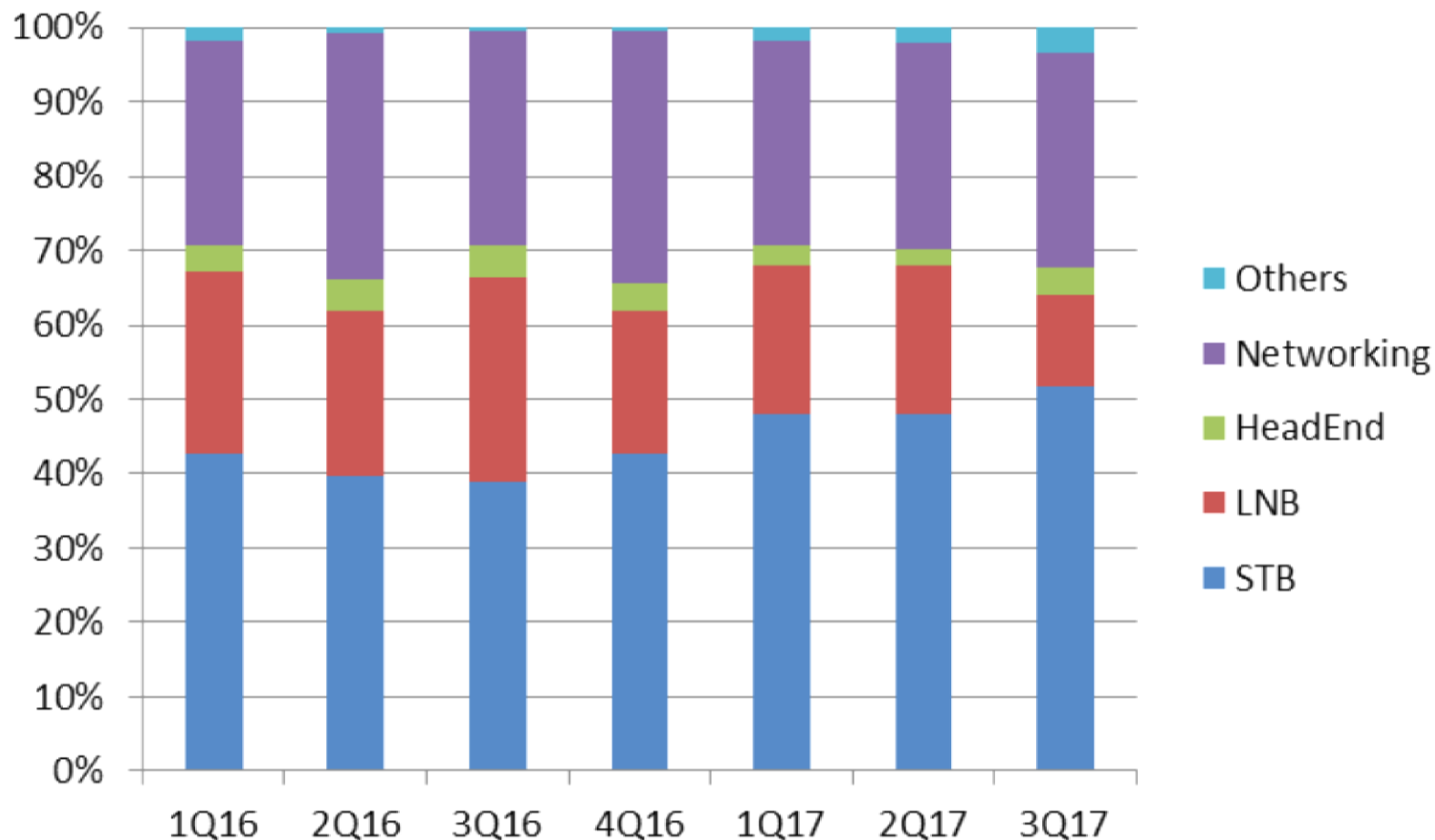
Revenue & Gross margin

Unit:億元(hundreds of Millions) ; %



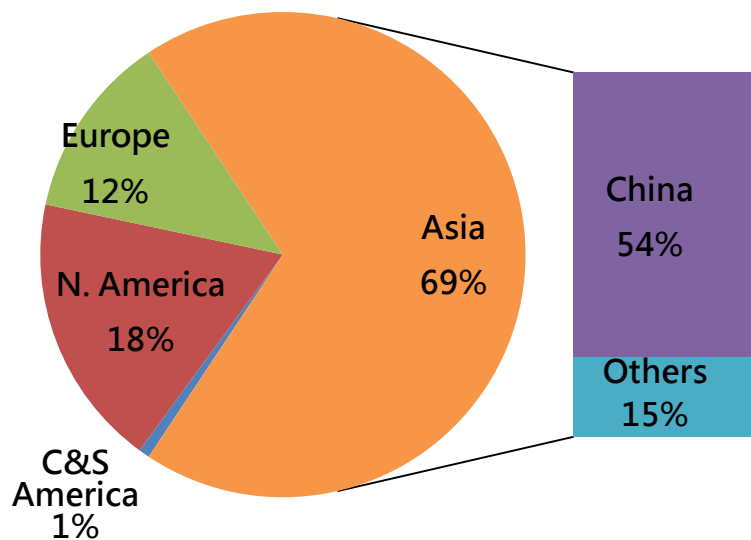
主要產品營收

Revenue by segment

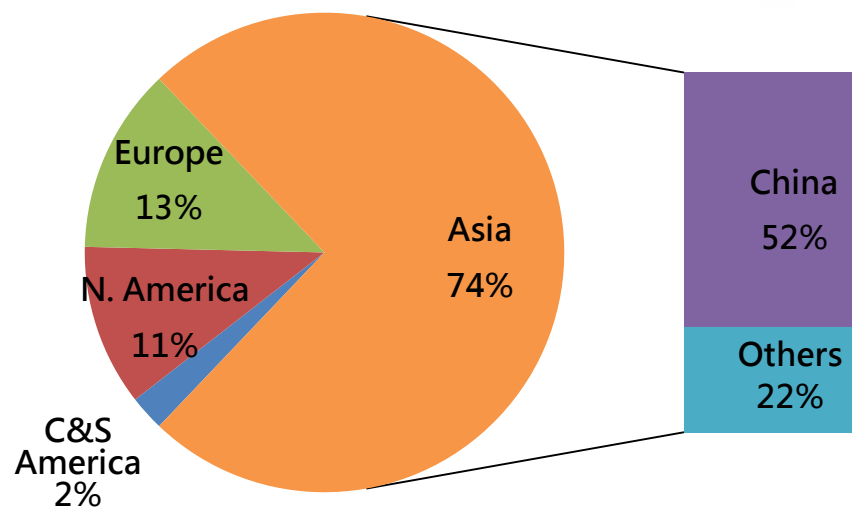


銷售地區 Sales Area

2016



2017 1-3Q



合併資產負債表



Consolidated Balance Sheet

Selected Items Unit:NTD K	9/30, 2017		6/30, 2017		9/30, 2016	
Cash and Cash equivalents	1,169,415	18%	1,234,217	19%	1,543,256	23%
Accounts Receivable, net	2,310,662	36%	2,245,119	35%	2,133,929	32%
Inventories	1,511,327	24%	1,410,192	22%	1,278,219	19%
Total Current Assets	5,153,122	80%	5,197,559	80%	5,186,800	78%
PP&E	1,131,008	18%	1,136,071	18%	1,280,528	19%
Total Assets	6,424,283	100%	6,474,714	100%	6,630,370	100%
Short & Long borrowings	1,562,758	24%	1,555,571	24%	1,470,355	22%
Accounts & Notes Payable	2,026,490	32%	2,035,063	31%	2,031,056	31%
Total Liabilities	4,346,045	68%	4,309,606	67%	4,444,322	67%
Capital Stock	1,724,005	27%	1,724,005	27%	1,724,005	26%
Capital Surplus	541,667	8%	541,640	8%	540,242	8%
Retained Earnings	(108,926)	-2%	(41,374)	-1%	(81,196)	-1%
Total Shareholders' Equity	2,078,238	32%	2,165,108	33%	2,186,048	33%

合併現金流量表



Consolidated Cash Flow

Selected Item Unit : NTD K	1-3Q, 2017	3Q,2017	2Q,2017	3Q,2016
Net Income before tax	(77,020)	(77,198)	(3,104)	17,704
Depreciation & Amortization	120,248	40,282	39,352	44,872
Net A/R (Increase)/Decrease	30,432	(100,091)	(120,122)	(122,543)
Inventories (Increase)/Decrease	(234,717)	(79,583)	29,951	(45,513)
A/P Increase/(Decrease)	(299,723)	(12,941)	(73,125)	104,836
From Operation	(394,590)	(86,538)	(93,075)	52,187
From Investment	(76,139)	(15,059)	(55,274)	9,738
From Financing	39,555	11,316	(114,962)	54,485
exchange influence	(19,056)	(30,575)	5,622	28,708
Net Cash Position Change	(450,230)	(120,856)	(257,689)	145,118
Ending Cash Balance	1,039,867	1,039,867	1,160,723	1,520,940



產品概況

Product description

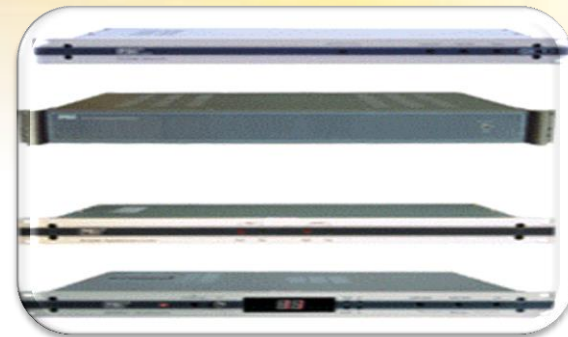
產品範圍 Product Categories



數位機上盒
Set-Top-Box



衛星傳輸產品
LNB & MS



頭端系統
Head-end



LTE CPE



接取終端產品
Access Terminal



可視電話
Voice IP Phone

機上盒產品 Set-Top-Box

- ✓ **H.264 AVC SD/HD: Zapper/Hybrid**
- ✓ **H.265 HEVC : Zapper/Hybrid (+ WiFi)**
- ✓ **OTT/4K (HDR): Android IP (+WiFi)/Hybrid (+ DVB)**
- ✓ **HEVC/4K DVR: Media Server (HDD+WiFi)**
- ✓ **DOCSIS Cable Gateway (DOCSIS 2.0/3.0)**



機上盒技術能力STB Coverage

- **Technologies:**
 - DVB-S/S2 ; DVB-T/T2; DVB-C; IP;
 - SD(MPEG2)/HDTV(MPEG4)/HEVC(H.265)/4K(Ultra HD)
- **Configurations:**
 - Zapper/PVR/Combo/Hybrid/**Gateway-Client**
- **Middleware:**
 - Open TV light/MHP/HBBTV/Web portal(Proprietary)
- **Conditional Access(s)/DRMs**
 - NDS(Cisco)/Nagra/Irdeto/Conax/Verimatrix/STV(China)/CTi(China)/Safeview(Spain)
 - **PlayReady**
 - **CTS/GMS (Android)**
- **Broadband/Multi-room connection:**
 - DOCSIS/MOCA ECB/Wifi-Client

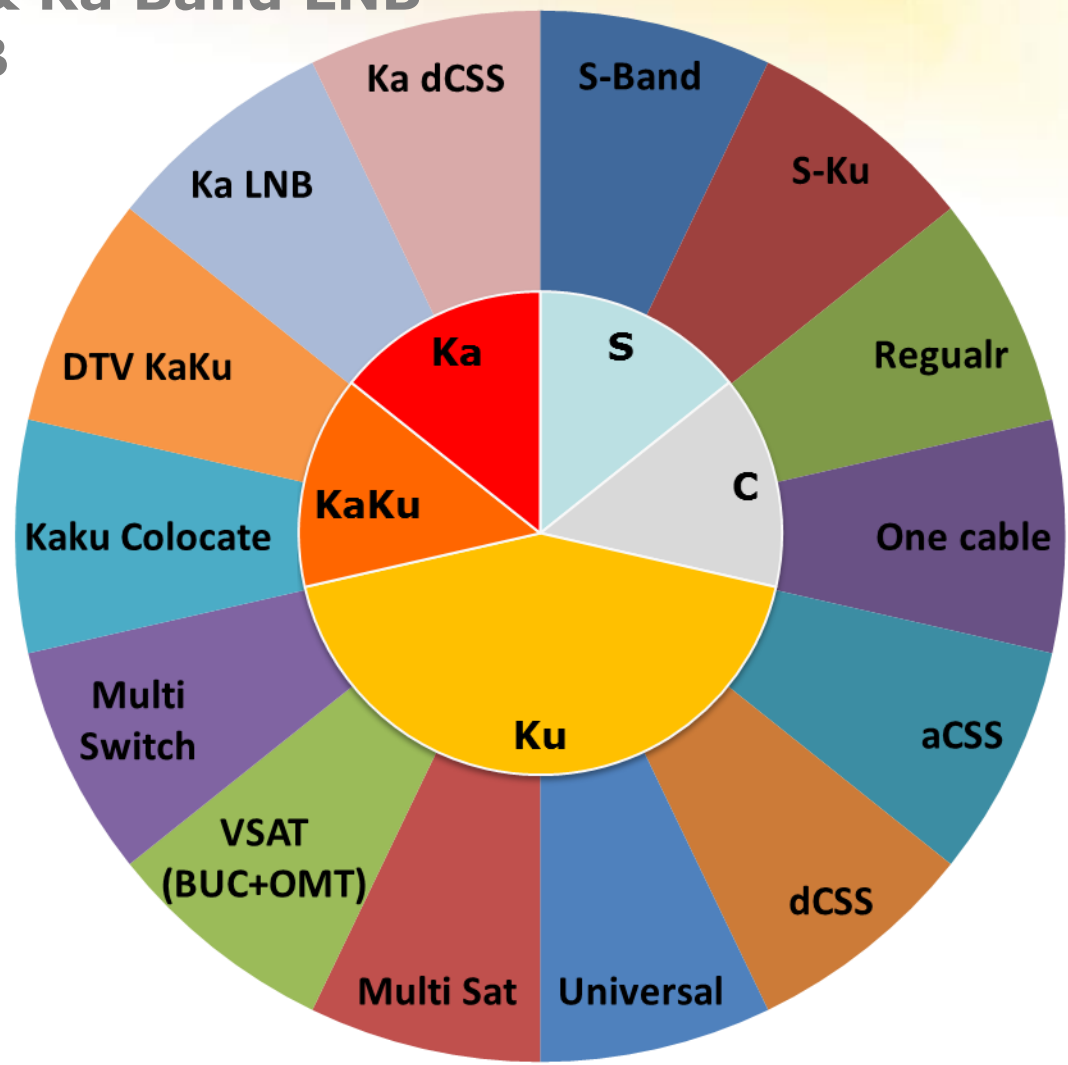
android

Microsoft PlayReady 

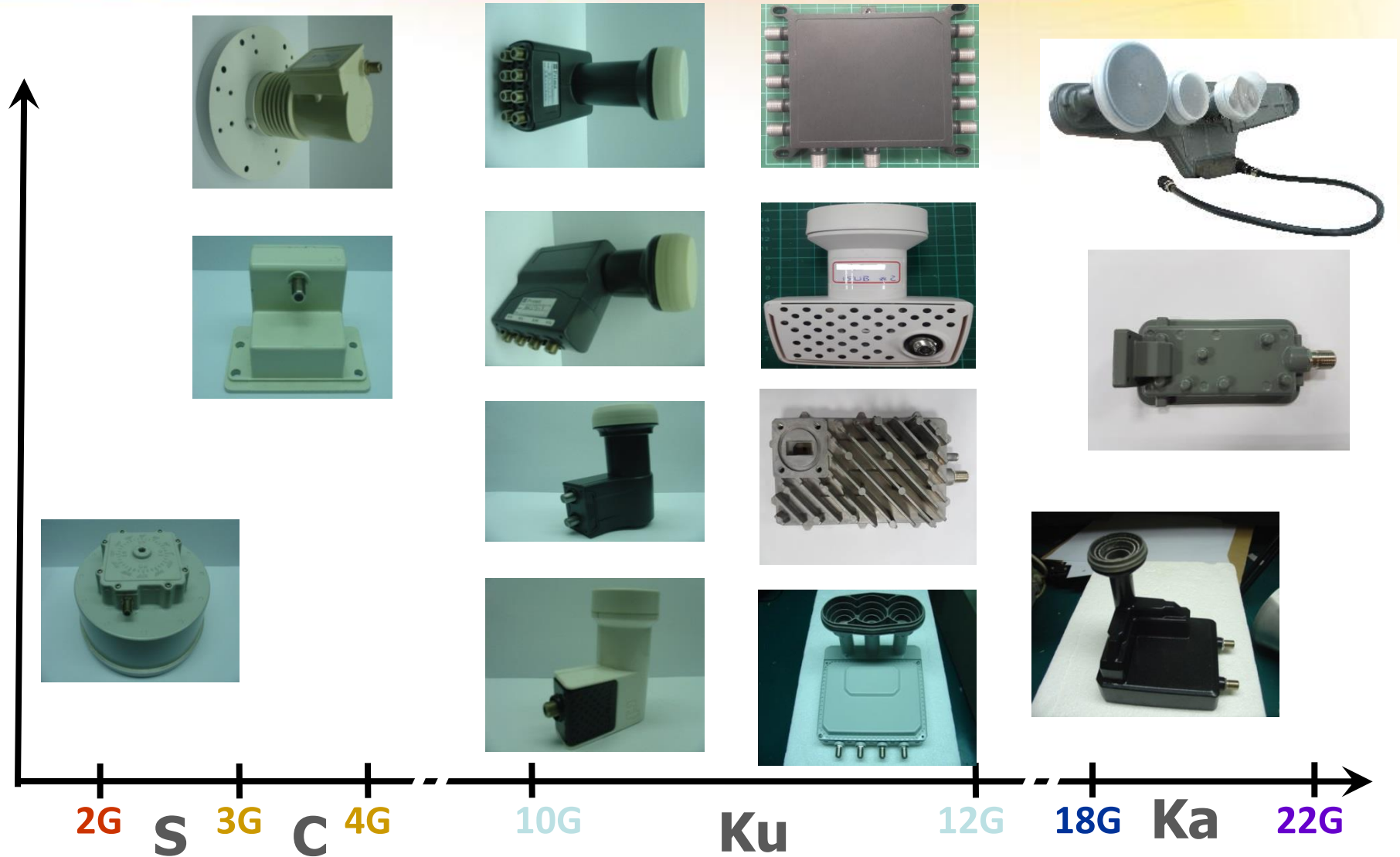


衛星傳輸產品LNB & Multi Switch

- N. & S. American Ku & Ka Band LNB
- KU/KA Co-Locate LNB
- S/C/Ku/Ka Band LNB
- aCSS(One-Cable)
- dCSS(one cable)
- VSAT LNB & BUC



各頻段衛星產品LNB by Frequency

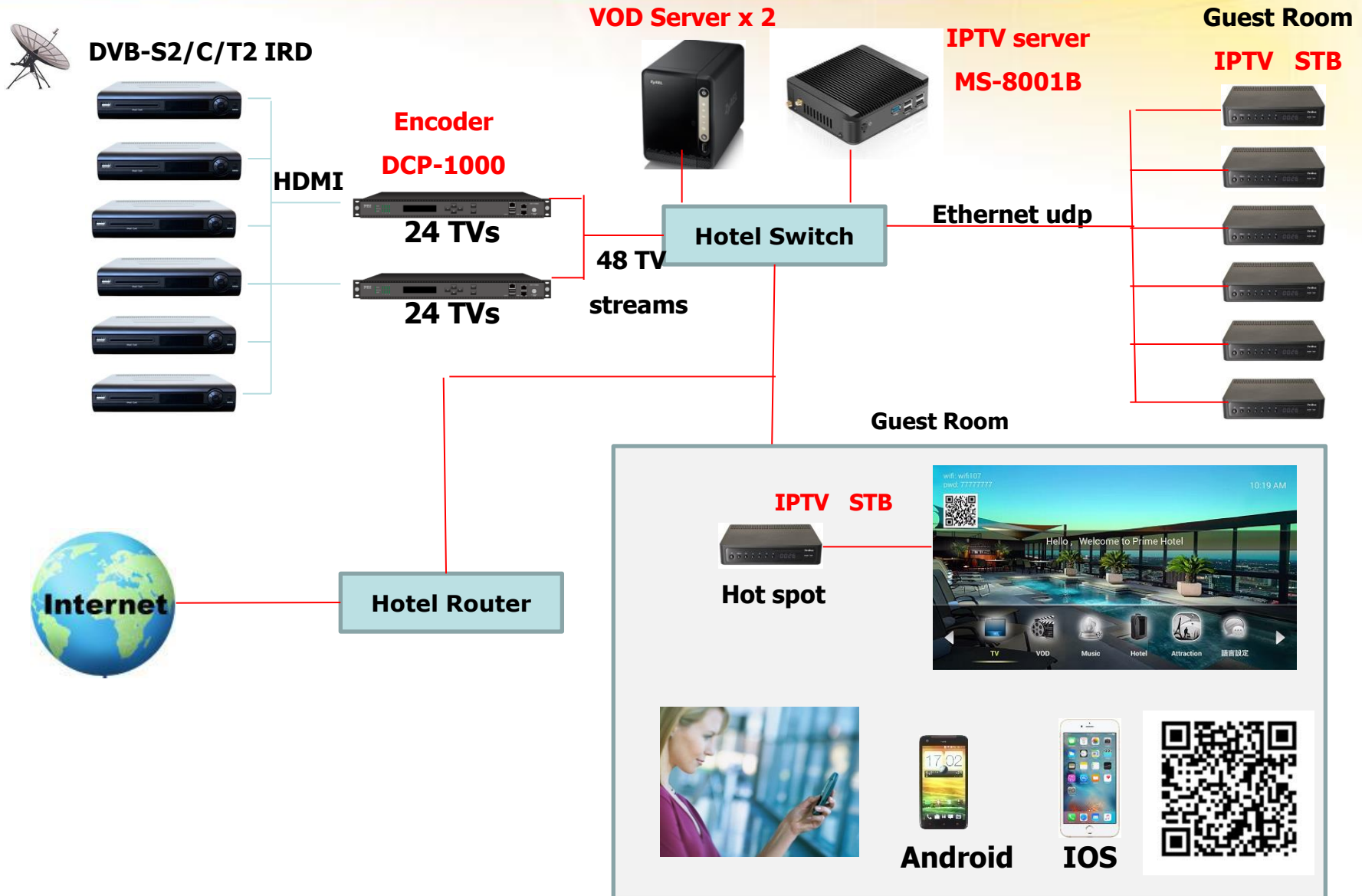


頭端系統產品 Head-end System

- **SMATV Main Frame & Modules**
- **Digital Head-end System**
 - **IRD and Demodulator**
 - Support DVB-S/S2,C,T/T2,DTMB,ABS-S
 - Support MPEG-2/4,H.264/265,AVS+,HEVC/4K
 - Support CI (Irdeto, Viaccess, Nagra, Conax,...)
 - **Encoder and Transcoder**
 - Support MPEG-2/4,H.264/265,HEVC/4K
 - **Multiplexer and Scrambler**
 - **Digital Modulator/Trans-modulator**
 - Support QAM/COFDM/T2/DTMB
 - **Digital TV Processor & Gateway**
 - Digital TV Headend in 1 RU Rack
 - High Density
- **IPTV/OTT Streaming and Management System**



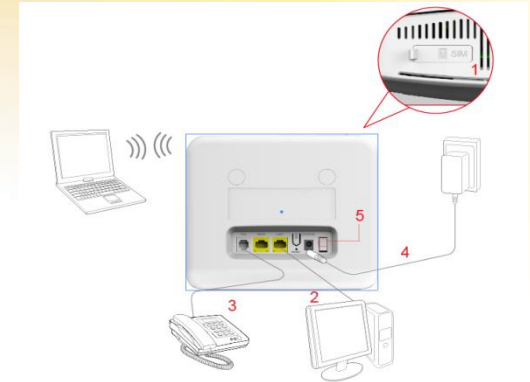
智能旅館系統 Smart Hotel System



LTE Product

- **Indoor CPE**

- For home user – Access Internet through Ethernet or WiFi interface & Voice service through VoIP or VoLTE.



- **ODU + IDU**

- For weak signal area, or long distance coverage



ODU

IDU

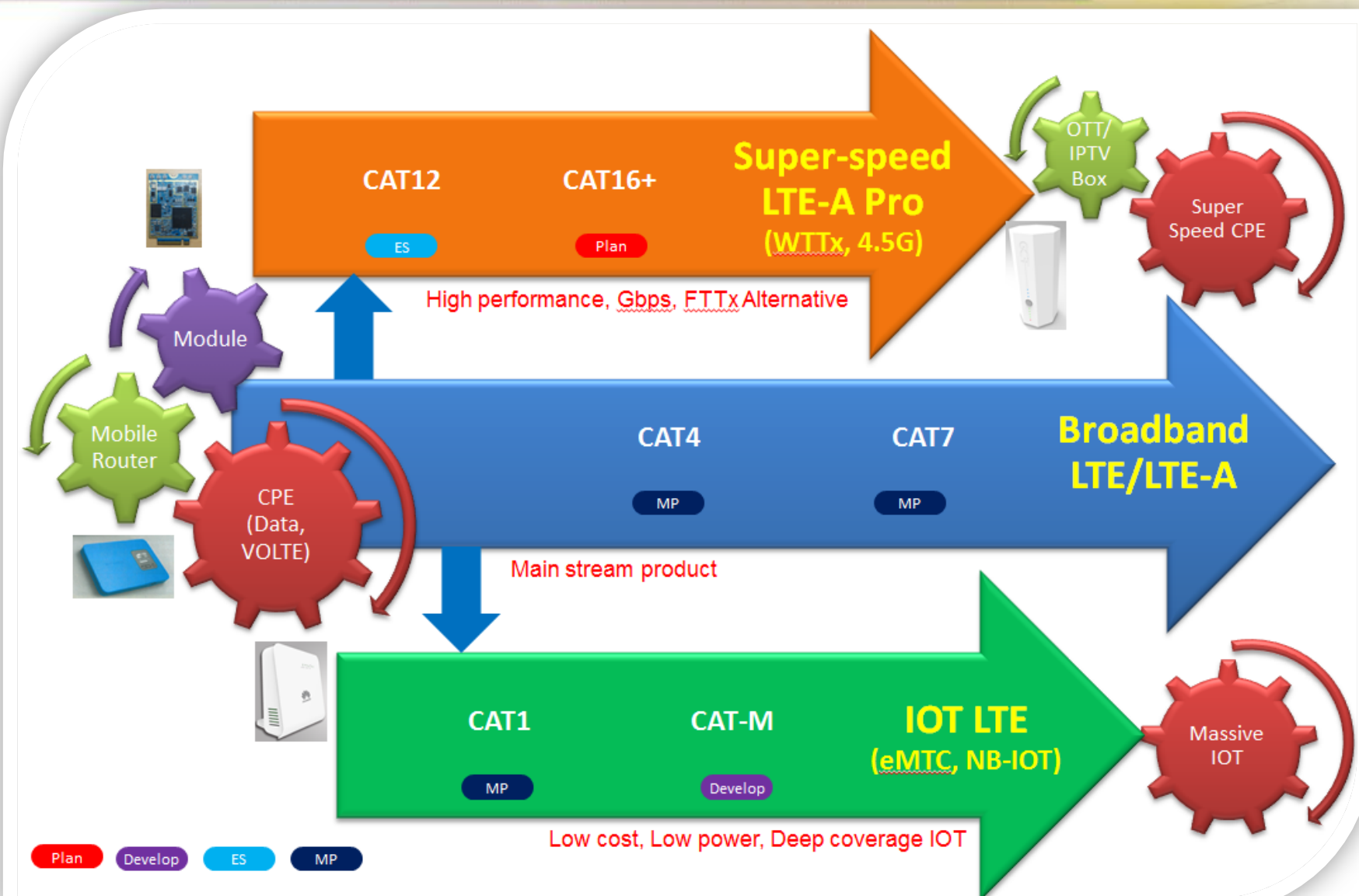
module

- **LTE Module**

- For monitor system (Smart meter, Cooling system, and Smart Home app.), tablet, USB dongle, or other devices like STBs need LTE services/connections



LTE Target



接取終端產品Access Terminal

- **WS322/WS323 : Repeater/AP/Client, WiFi 11n 2.4G/5G**
- **HG532s : ADSL/ADSL2/ADSL2+,WiFi 11n 2*2 2.4G,USB2.0**
- **HG630a : ADSL2+/VDSL, Wi-Fi : 11n 2x2**
- **MT130U : Cable modem(DOCSIS3.0)**
- **WS851: 11n 2*2, 11ac 2*2,USB2.0**
- **WS852: 11n 2*2, 11ac 2*2,USB2.0**
- **WS826: 11n 2*2, 11ac 2*2,USB2.0**

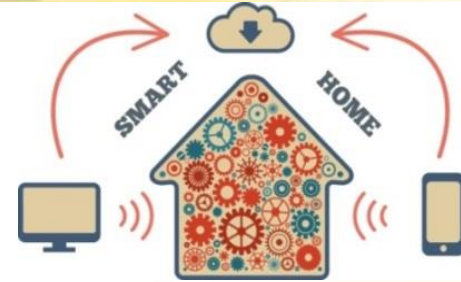


可視電話Voice IP Phone

- **Communication Standard: SIP 2.0**
- **Video Standard: H.264**
- **Audio Standard: G711-A/U**
- **Network Standards: TCP/IP, UDP, RTP, RTCP, DHCP, Telnet, NDS, PPPoE, HTTP, SNTP, RTSP**



產品應用布局 Application Coverage



	Reception	Distribution	Head End	Client
SAT	LNB	Switch Splitter	SMATV	DVB-S
Cable			SMATV	DVB-C (DOCSIS)
Ter			SMATV	DVB-T ISDB
IP		Network adaptors	SMATV/ Hotel system	IPTV OTT
DAB/+				Radio Module
LTE	ODU	IDU/CPE		



展望未來 Focus Highlight

- STB
 - ◆ IPTV/OTT Hybrid (mixed mode)
 - Linux + Android applications
 - HD→HEVC/UHD 4K (HDR)
 - ◆ Gateway
 - Home automation/security/ DOCSIS 3.0/4G CPE
 - ◆ Market
 - China market → IPTV/OTT
 - Add → Southeast Tier 1 operator/ Europe & America high-end product/Emerging market-India, Africa & Central South America
- 4G LTE:
 - ◆ ODU+IDU ; China + South East
- Head-end
 - ◆ System Application ; China + South East



Thank you !