



# 百一電子

## 法人說明會

### 股票代號:6152

[WWW.PBI-CHINA.COM](http://WWW.PBI-CHINA.COM)

中華民國106年11月15日

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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

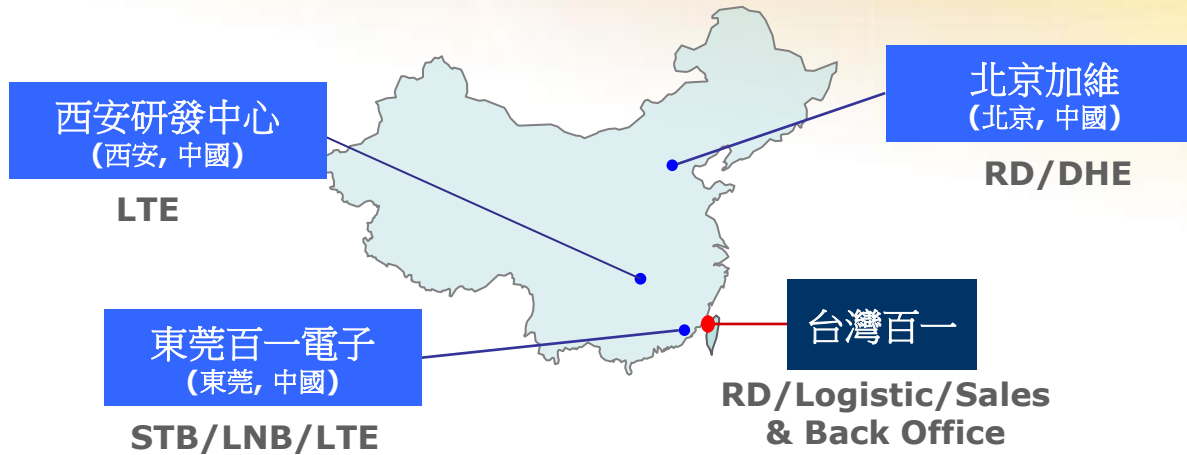
*Company profile*

# 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
  - 接收終端(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<br>LTE CPE, Access, IP Phone | Analog & Digital<br>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 : NT仟元

|            | 1-3Q, 2017 |       | 1-3Q, 2016 |       | YoY       |       |
|------------|------------|-------|------------|-------|-----------|-------|
| 營業收入淨額     | 6,068,793  | 100%  | 6,394,092  | 100%  | (325,299) | -5%   |
| 營業毛利       | 752,933    | 12.4% | 804,655    | 12.6% | (51,722)  | -6%   |
| 營業費用       | 811,999    | 13.4% | 902,864    | 14.1% | (90,865)  | -10%  |
| 銷售費用       | 183,165    | 3.0%  | 203,386    | 3.2%  | (20,221)  | -10%  |
| 管理費用       | 364,458    | 6.0%  | 426,822    | 6.7%  | (62,364)  | -15%  |
| 研發費用       | 264,376    | 4.4%  | 272,656    | 4.3%  | (8,280)   | -3%   |
| 營業淨利 ( 損 ) | (59,066)   | -1.0% | (98,209)   | -1.5% | 39,143    | -40%  |
| 營業外收支      | (17,954)   | -0.3% | 29,029     | 0.5%  | (46,983)  | -162% |
| 本期淨利       | (59,803)   | -1.0% | (79,512)   | -1.2% | 19,709    | -25%  |
| 母公司股東淨利    | (55,769)   | -0.9% | (81,196)   | -1.3% | 25,427    | -31%  |
| EPS        | (0.34)     |       | (0.49)     |       |           |       |

# 3Q17 合併綜合損益表

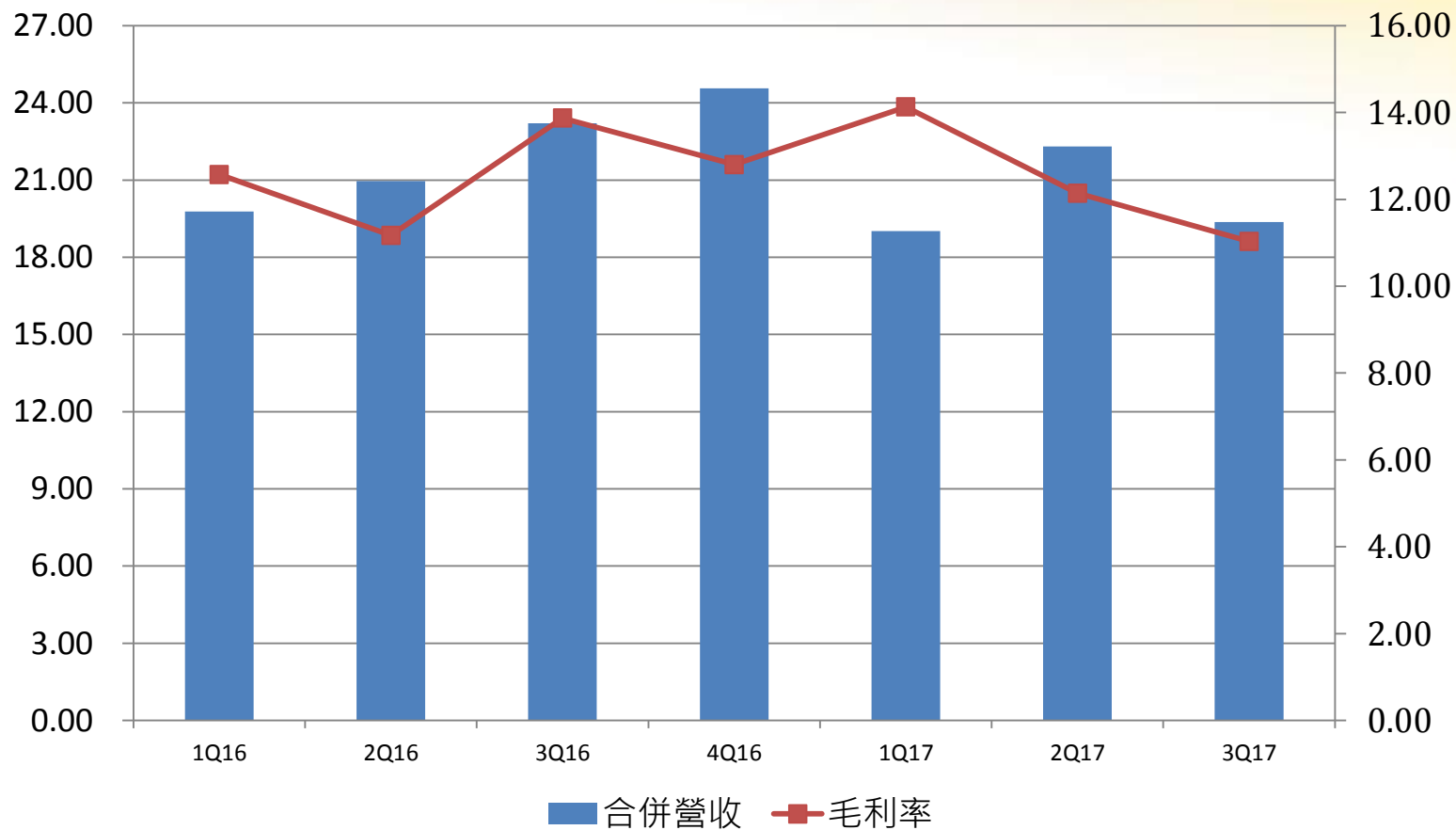
## 3Q17 Comprehensive I/S

| Unit : NT仟元 | 3Q17          | 2Q17          | 3Q16          | QoQ        | YoY         |
|-------------|---------------|---------------|---------------|------------|-------------|
| 營收淨額        | 1,936,821     | 2,229,677     | 2,320,606     | -13%       | -17%        |
| 營業毛利        | 213,542       | 270,613       | 321,878       | -21%       | -34%        |
| <i>毛利率</i>  | <i>11.03%</i> | <i>12.14%</i> | <i>13.87%</i> | <i>-9%</i> | <i>-21%</i> |
| 營業費用        | 274,276       | 275,208       | 299,235       | 0%         | -8%         |
| 推銷費用        | 60,070        | 62,722        | 78,067        | -4%        | -23%        |
| 管理費用        | 123,322       | 125,382       | 127,851       | -2%        | -4%         |
| 研發費用        | 90,884        | 87,104        | 93,317        | 4%         | -3%         |
| 營業淨利(損)     | (60,734)      | (4,595)       | 22,643        | 1222%      | -368%       |
| 營業外收支       | (16,464)      | 1,491         | (4,939)       | -1204%     | 233%        |
| 本期淨利(損)     | (69,109)      | 6,076         | 16,310        | -1237%     | -524%       |
| 母公司股東淨利     | (67,552)      | 7,925         | 14,673        | (952)      | (560)       |
| EPS(元)      | (0.41)        | 0.05          | 0.09          |            |             |

# 營收與毛利率

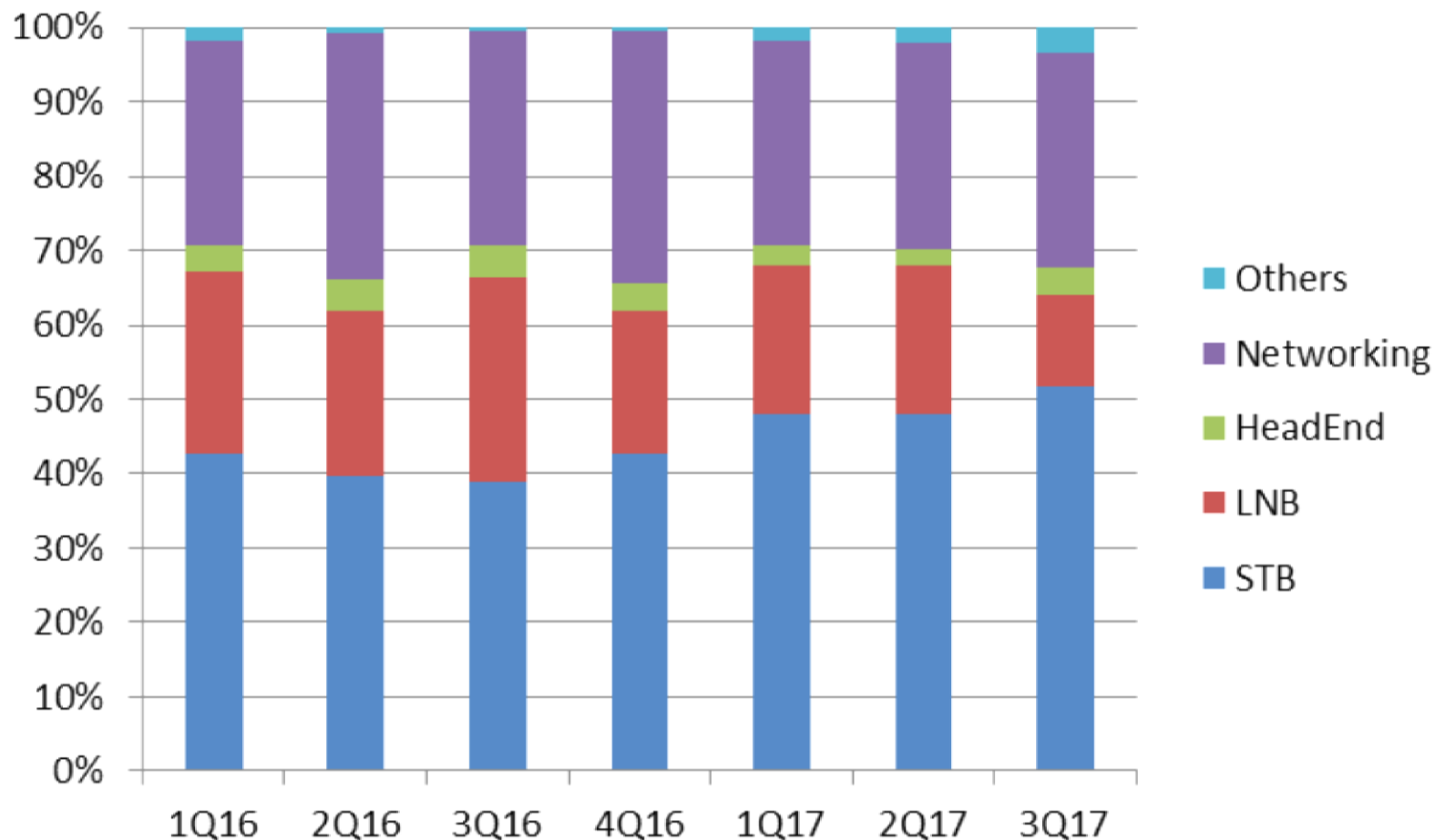
## Revenue & Gross margin

Unit:億元(hundreds of Millions) ; %



# 主要產品營收

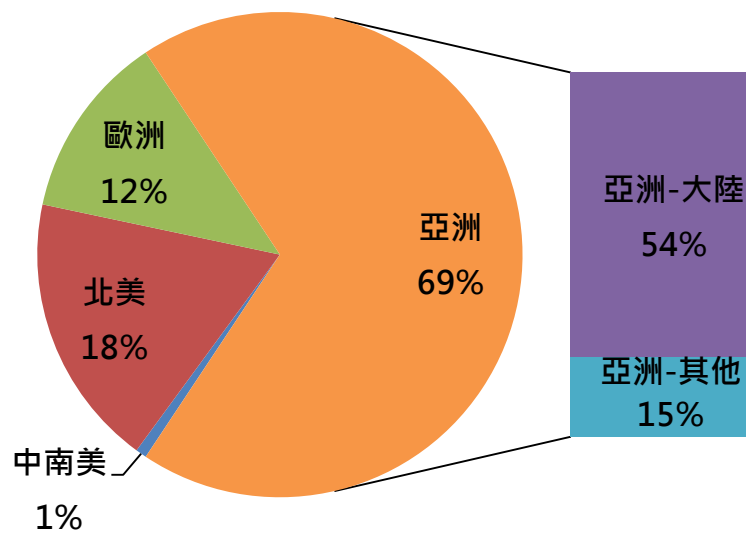
## Revenue by segment



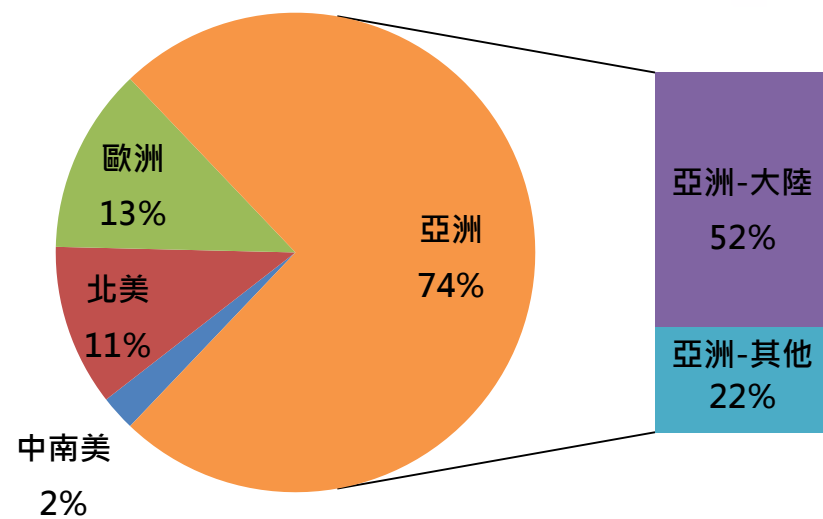
# 銷售地區 Sales Area



2016



2017 1-3Q



# 合併資產負債表



## Consolidated Balance Sheet

| Selected Item | NTD:K | 9/30, 2017       |             | 6/30, 2017       |             | 9/30, 2016       |             |
|---------------|-------|------------------|-------------|------------------|-------------|------------------|-------------|
| 現金&約當現金及投資    |       | 1,169,415        | 18%         | 1,234,217        | 19%         | 1,543,256        | 23%         |
| 應收帳款淨額        |       | 2,310,662        | 36%         | 2,245,119        | 35%         | 2,133,929        | 32%         |
| 存貨淨額          |       | 1,511,327        | 24%         | 1,410,192        | 22%         | 1,278,219        | 19%         |
| 流動資產合計        |       | 5,153,122        | 80%         | 5,197,559        | 80%         | 5,186,800        | 78%         |
| 不動產、廠房及設備     |       | 1,131,008        | 18%         | 1,136,071        | 18%         | 1,280,528        | 19%         |
| <b>資產總計</b>   |       | <b>6,424,283</b> | <b>100%</b> | <b>6,474,714</b> | <b>100%</b> | <b>6,630,370</b> | <b>100%</b> |
| 短期借款          |       | 1,562,758        | 24%         | 1,555,571        | 24%         | 1,470,355        | 22%         |
| 應付帳款及票據       |       | 2,026,490        | 32%         | 2,035,063        | 31%         | 2,031,056        | 31%         |
| <b>負債合計</b>   |       | <b>4,346,045</b> | <b>68%</b>  | <b>4,309,606</b> | <b>67%</b>  | <b>4,444,322</b> | <b>67%</b>  |
| 股本            |       | 1,724,005        | 27%         | 1,724,005        | 27%         | 1,724,005        | 26%         |
| 資本公積          |       | 541,667          | 8%          | 541,640          | 8%          | 540,242          | 8%          |
| 保留盈餘小計        |       | (108,926)        | -2%         | (41,374)         | -1%         | (81,196)         | -1%         |
| <b>股東權益合計</b> |       | <b>2,078,238</b> | <b>32%</b>  | <b>2,165,108</b> | <b>33%</b>  | <b>2,186,048</b> | <b>33%</b>  |

# 合併現金流量表

## Consolidated Cash Flow

| Selected Item Unit : NT仟元 | 1-3Q, 2017 | 3Q,2017   | 2Q,2017   | 3Q,2016   |
|---------------------------|------------|-----------|-----------|-----------|
| 本期稅前淨利(損)                 | (77,020)   | (77,198)  | (3,104)   | 17,704    |
| 折舊及攤提                     | 120,248    | 40,282    | 39,352    | 44,872    |
| 應收帳款及票據(增加)減少             | 30,432     | (100,091) | (120,122) | (122,543) |
| 存貨淨額(增加)減少                | (234,717)  | (79,583)  | 29,951    | (45,513)  |
| 應付帳款及票據增加(減少)             | (299,723)  | (12,941)  | (73,125)  | 104,836   |
| 營業活動之淨現金流入(出)             | (394,590)  | (86,538)  | (93,075)  | 52,187    |
| 投資活動之淨現金流入(出)             | (76,139)   | (15,059)  | (55,274)  | 9,738     |
| 籌資活動之淨現金流入(出)             | 39,555     | 11,316    | (114,962) | 54,485    |
| 匯率影響數                     | (19,056)   | (30,575)  | 5,622     | 28,708    |
| 本期現金增加(減少)數               | (450,230)  | (120,856) | (257,689) | 145,118   |
| 期末現金餘額                    | 1,039,867  | 1,039,867 | 1,160,723 | 1,520,940 |



產品概況

*Product description*



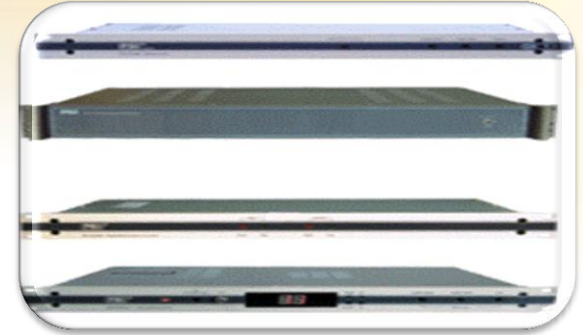
# 產品範圍 Product Categories



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

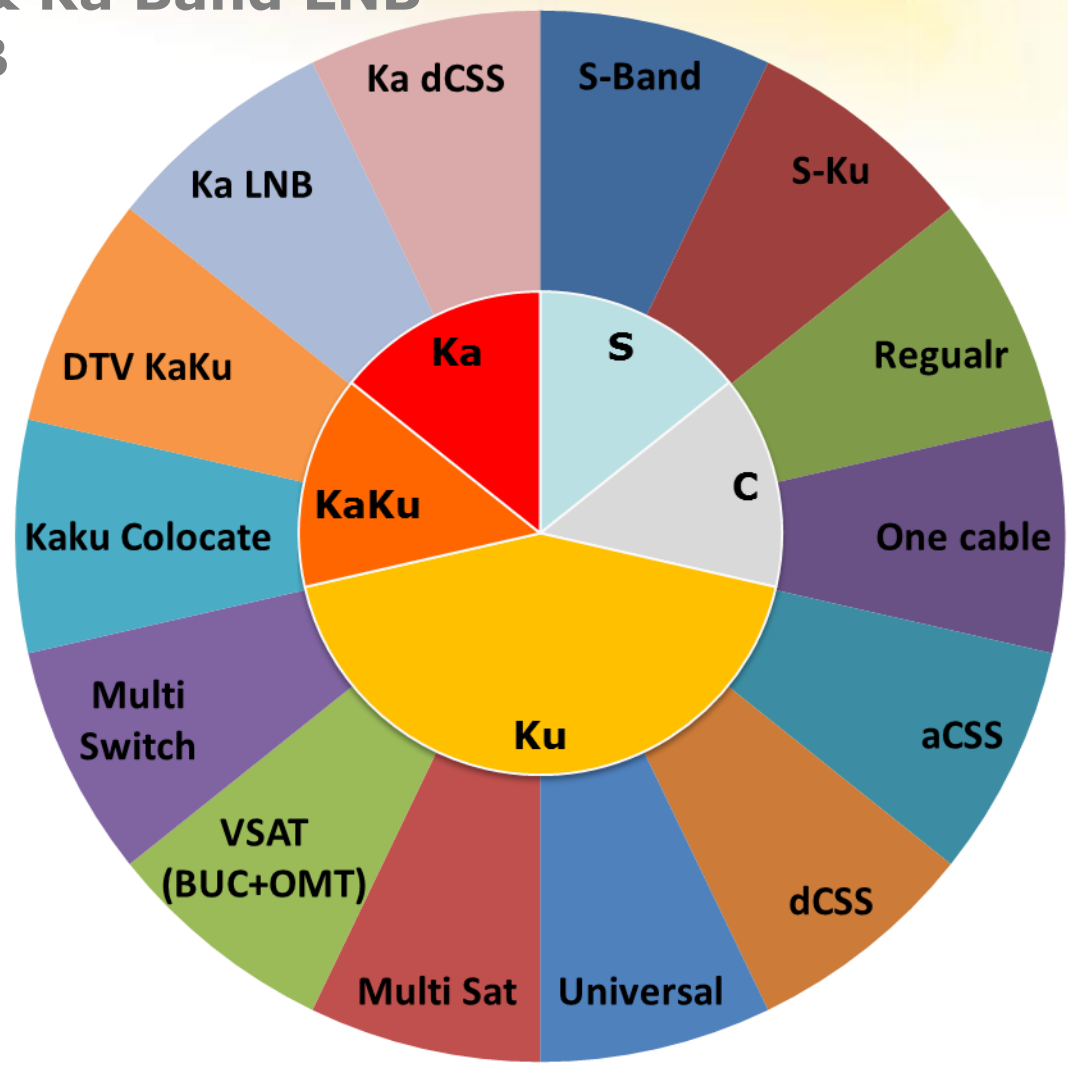
android

Microsoft  
PlayReady 

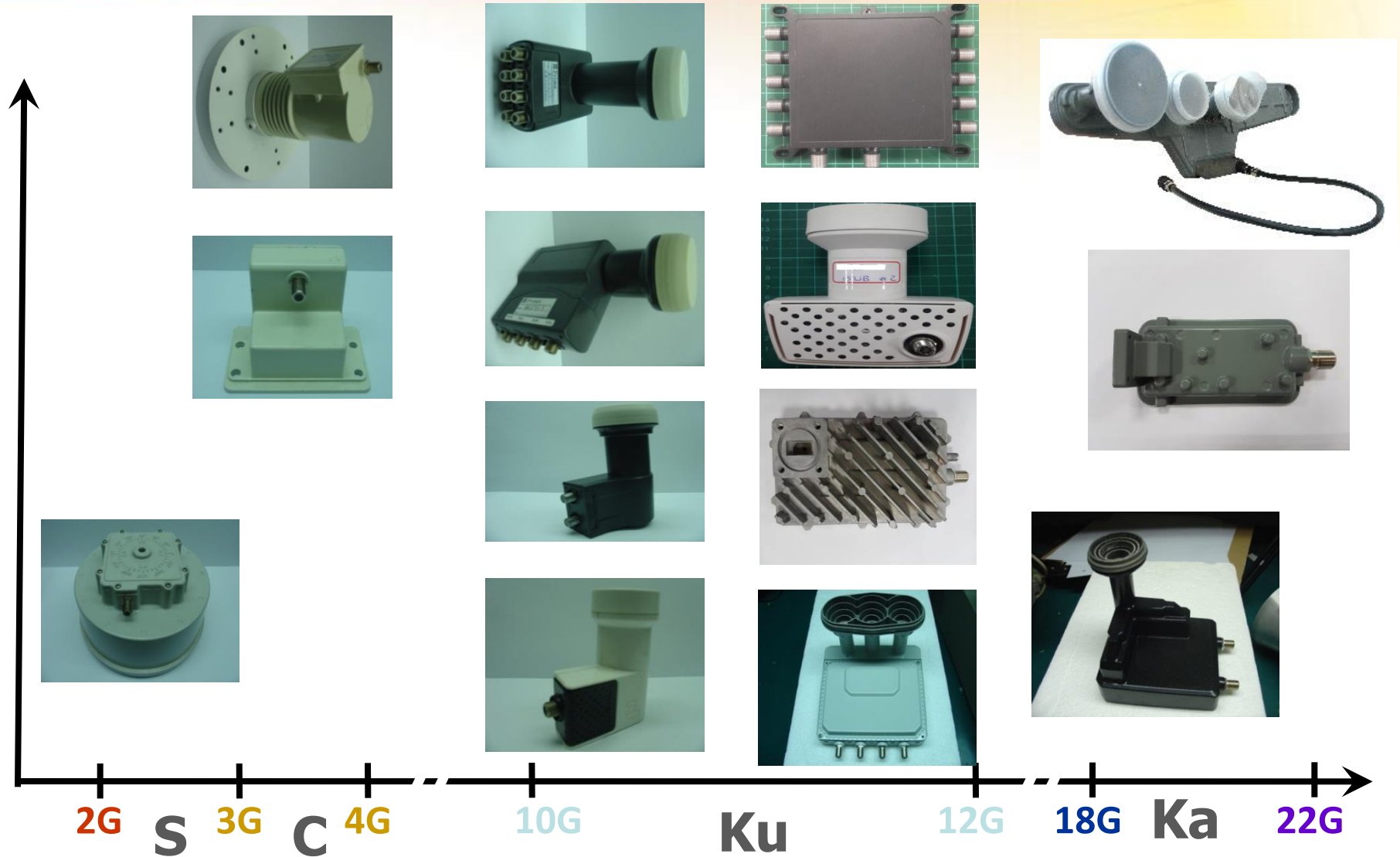


# 衛星傳輸產品LNB & Multi Switch

- 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

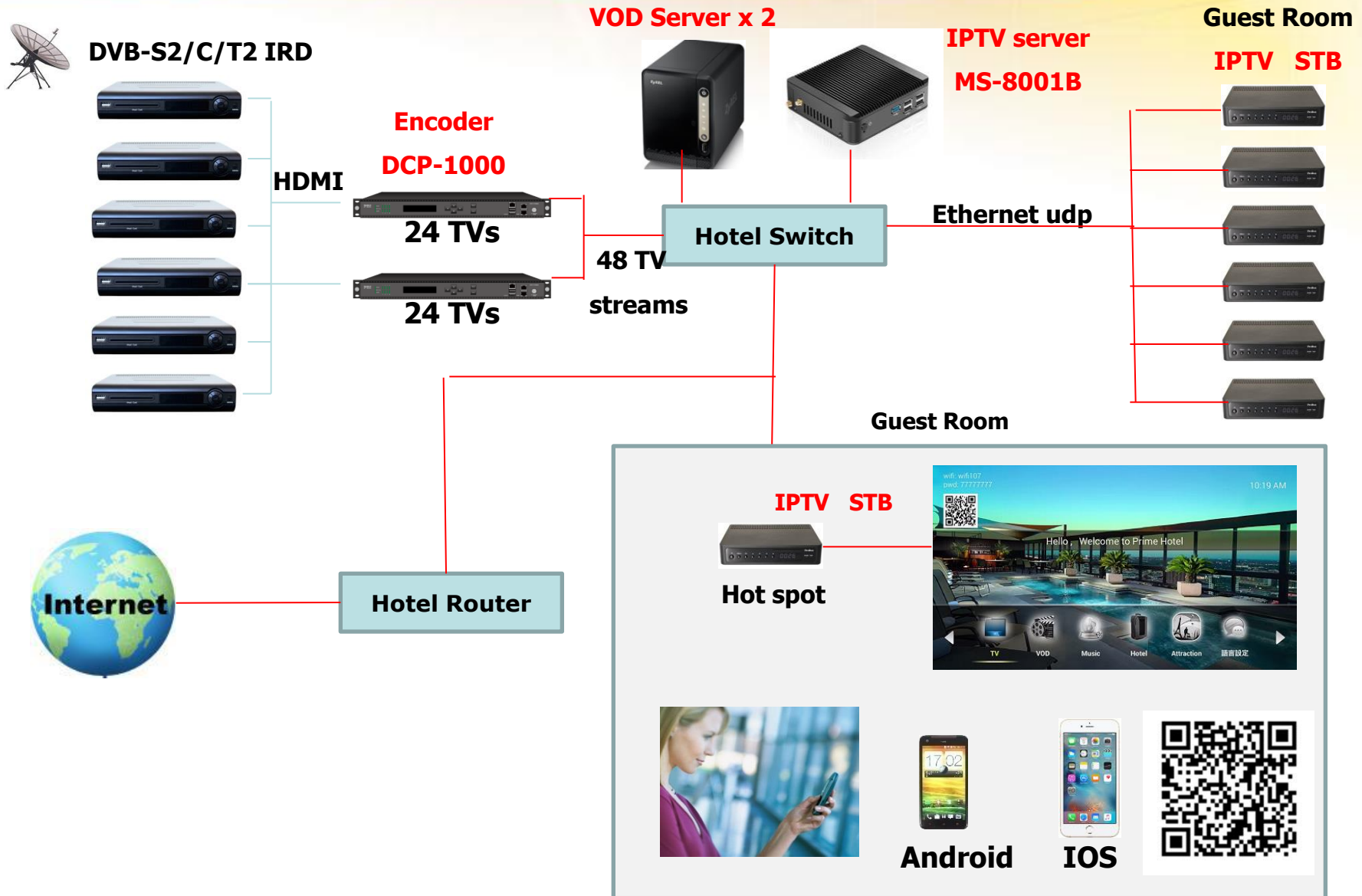


# 頭端系統產品 Head-end System

- **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/DTMB
  - **Digital TV Processor & Gateway**
    - Digital TV Headend in 1 RU Rack
    - High Density
- **IPTV/OTT Streaming and Management System**



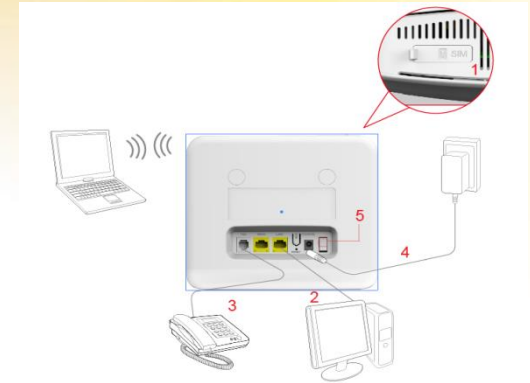
# 智能旅館系統Smart Hotel System



# 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

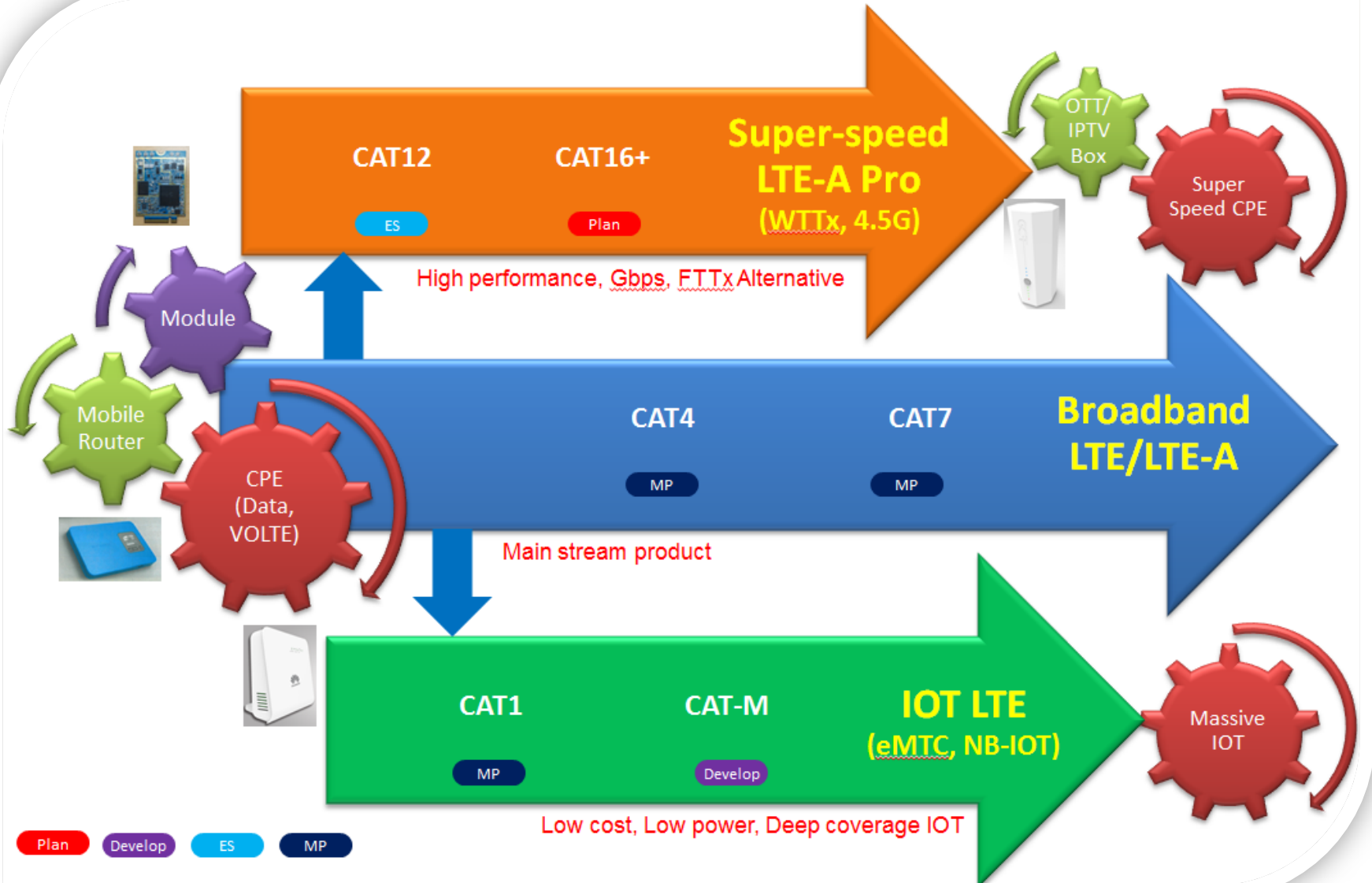
- **LTE Module**

- 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

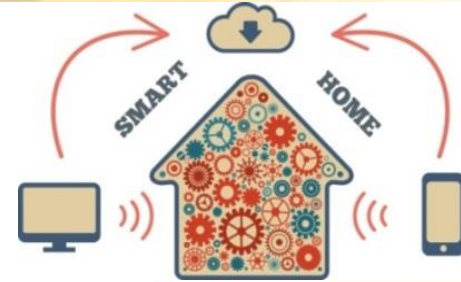


# 可視電話Voice IP Phone

- **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<br>Splitter  | SMATV                     | DVB-S             |
| Cable |           |                     | SMATV                     | DVB-C<br>(DOCSIS) |
| Ter   |           |                     | SMATV                     | DVB-T<br>ISDB     |
| IP    |           | Network<br>adaptors | SMATV/<br>Hotel<br>system | IPTV<br>OTT       |
| DAB/+ |           |                     |                           | Radio<br>Module   |
| LTE   | ODU       | IDU/CPE             |                           |                   |



# 展望未來 Focus Highlight

- STB
  - ◆ IPTV/OTT Hybrid (mixed mode)
    - Linux + Android applications
    - HD→UHD 4K (HDR)
  - ◆ Gateway
    - Home automation/security/ DOCSIS 3.0/4G CPE
  - ◆ Market
    - 中國市場→ IPTV/OTT
    - 東南亞 Tier 1 operator/ 歐美市場高階機種/非洲, 印度 & 中南美洲市場
- 4G LTE:
  - ◆ ODU+IDU ; China + South East, ODM機種明年正式進入市場
- Head-end
  - ◆ System Application ; China + South East



***Thank you !***