



百一電子

2018法人說明會

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中華民國107年11月20日

免責聲明

- 本公司並未發佈財務預測，但本簡報所作有關本公司業務面及財務面之說明，若涉及本公司對未來公司經營與產業發展上之見解，可能與未來實際結果存有差距。此差距其造成之原因可能包括市場需求變化、價格波動、競爭行為、國際經濟狀況、匯率波動、上下游供應鏈等其他各種本公司所不能掌握之風險因素。
- 本簡報是建立於本公司從各項來源所取得之資訊。未來若有變更或調整時，請以公開資訊觀測站公告資訊為主要依據。



營運概況

Operation review

3Q18 合併綜合損益表-QoQ



Unit : NT仟元

	3Q18		2Q18		QoQ	
營收淨額	1,648,764	100%	2,022,412	100%	(373,648)	-18%
營業毛利	170,108	10.3%	147,725	7.3%	22,383	15%
營業費用	223,079	13.5%	258,340	12.8%	(35,261)	-14%
營業淨利(損)	(52,971)	-3.2%	(110,615)	-5.5%	57,644	-52%
營業外收入及支出	10,823	0.7%	949	0.1%	9,874	1040%
本期淨利(損)	(40,830)	-2.5%	(112,080)	-5.5%	71,250	-64%
母公司股東淨利	(38,946)	-2.4%	(108,874)	-5.4%	69,928	-64%
EPS(元)	(0.23)		(0.65)			

3Q18 合併綜合損益表-YoY



Unit : NT仟元

	3Q18	3Q17	YoY
營收淨額	1,648,764 100%	1,936,821 100%	(288,057) -15%
營業毛利	170,108 10.3%	213,542 11.0%	(43,434) -20%
營業費用	223,079 13.5%	274,276 14.2%	(51,197) -19%
營業淨利(損)	(52,971) -3.2%	(60,734) -3.1%	7,763 -13%
營業外收入及支出	10,823 0.7%	(16,464) -0.9%	27,287 -166%
本期淨利(損)	(40,830) -2.5%	(69,109) -3.6%	28,279 -41%
母公司股東淨利	(38,946) -2.4%	(67,552) -3.5%	28,606 -42%
EPS(元)	(0.23)	(0.41)	

1-3Q,18 合併綜合損益表

Unit : NT仟元

	1-3Q, 2018		1-3Q, 2017		YoY	
營業收入淨額	5,155,378	100.0%	6,068,793	100.0%	(913,415)	-15%
營業毛利	413,323	8.0%	752,933	12.4%	(339,610)	-45%
營業費用	737,917	14.3%	811,999	13.4%	(74,082)	-9%
營業淨利 (損)	(324,594)	-6.3%	(59,066)	-1.0%	(265,528)	450%
營業外收支	(1,838)	0.0%	(17,954)	-0.3%	16,116	-90%
稅前淨利	(326,432)	-6.3%	(77,020)	-1.3%	(249,412)	324%
本期淨利	(327,468)	-6.4%	(59,803)	-1.0%	(267,665)	448%
母公司股東淨利	(319,861)	-6.2%	(55,769)	-0.9%	(264,092)	474%
EPS	(1.91)		(0.34)			

營收與毛利率



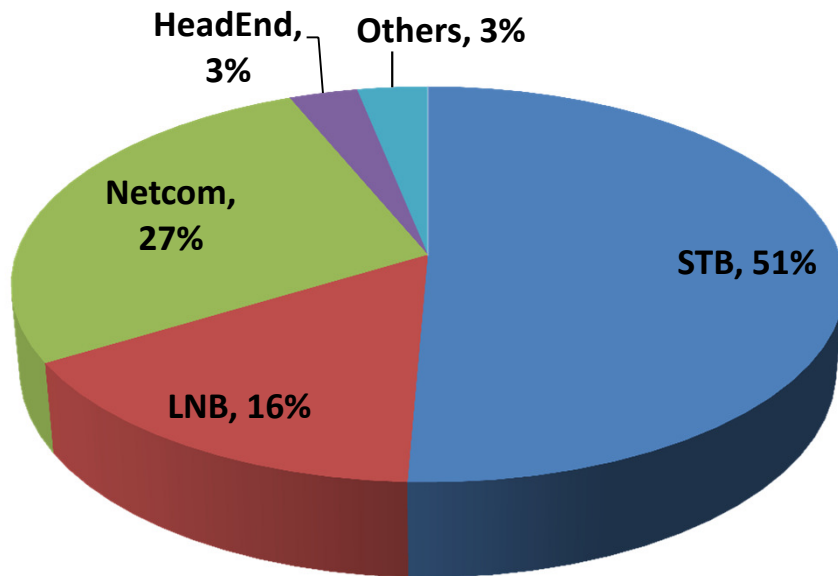
Unit:億元；%



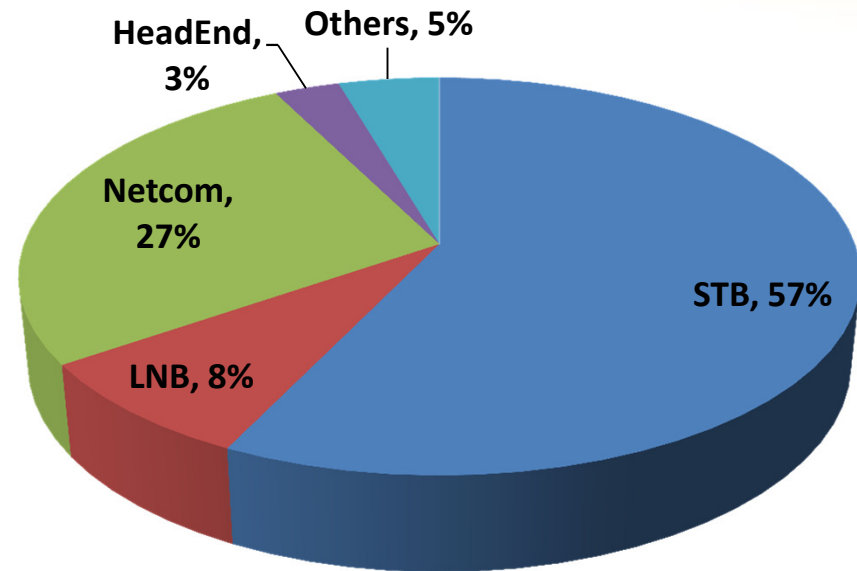
主要產品營收



2017



1-3Q, 2018



合併資產負債表



Selected Item	NTD:K	9/30, 2018		9/30, 2017		YoY	%
現金及約當現金		724,447	14%	1,039,867	16%	(315,420)	-30%
合約資產		126,105	2%	0	0%	126,105	-
應收帳款		2,059,299	39%	2,315,307	36%	(256,008)	-11%
存貨淨額		1,045,416	20%	1,511,327	24%	(465,911)	-31%
流動資產合計		4,151,262	79%	5,153,122	80%	(1,001,860)	-19%
不動產、廠房及設備		978,238	19%	1,131,008	18%	(152,770)	-14%
資產總計		5,238,336	100%	6,424,283	100%	(1,185,947)	-18%
短期借款		1,354,991	26%	1,562,758	24%	(207,767)	-13%
應付帳款和票據		1,559,405	30%	2,026,490	32%	(467,085)	-23%
流動負債合計		3,514,904	67%	4,216,146	66%	(701,242)	-17%
負債合計		3,586,946	68%	4,346,045	68%	(759,099)	-17%
股東權益		1,651,390	32%	2,078,238	32%	(426,848)	-21%

合併現金流量表



Selected Item Unit : NT仟元

	<u>1-3Q, 2018</u>	<u>1-3Q, 2017</u>
本期稅前淨利(損)	(326,432)	(77,020)
折舊及攤提	120,050	120,248
應收帳款,票據,合約資產(增)減	179,590	30,432
存貨淨額(增加)減少	102,075	(234,717)
應付帳款及票據增加(減少)	(389,662)	(299,723)
營業活動之淨現金流入(出)	(225,789)	(394,590)
投資活動之淨現金流入(出)	108,285	(76,139)
舉借(償還)長短期借款	(75,454)	29,328
籌資活動之淨現金流入(出)	(59,638)	39,555
匯率影響數	23,482	(19,056)
本期現金增加(減少)數	(153,660)	(450,230)
期末現金餘額	<u>724,447</u>	<u>1,039,867</u>

營運現況與展望

- 17Q3-18Q2零組件缺料與漲價，對營收與毛利有很大挑戰，第三季在產品接單與成本調整下，毛利率已較上半年回升
 - ◆ 生產線集中到東莞廠，調整最適規模
 - ◆ 考量OEM代工生產訂單利潤微薄，勞動成本上漲，減少OEM代工業務訂單，以ODM機種產品為主，發揮完整CA優勢與軟體客製實力
 - ◆ 精簡各廠人力組織
 - ◆ 工廠資產活化，子公司北京加維廠房整體出租、東莞廠房部分出租

營運現況與展望

- 提供完整產品線(Total solution) , 從頭端產品到STB和網路通訊產品
- 深耕STB高階機種市場 , 並擴大智慧家庭網路通訊產品市場 , 積極爭取營收成長機會
 - ◆ 百一設計(complete CA+ H/W + S/W), 爭取與歐洲一線營運商合作
 - ◆ 專注在高附加價值市場產品 , 增加Android TV STB Hybrid
 - ◆ 整合STB與網路通訊產品+AI Smart device
- 持續組織優化 , 降低營運費用 ; 釋放廠房空間 , 活化資產



產品概況與營運說明
Product description

機上盒產品 Set-Top-Box

- HEVC/UltraHD Zapper & Hybrid
- AndroidTV OTT IP & Hybrid
- DOCSIS Cable Gateway
- UltraHD Media Hub (Media Server / IoT)
- MoCA/WiFi Connected Devices



機上盒技術能力STB Coverage

- **New Technologies & Product Portfolio:**
 - IP/S2/Cable/T2/ISDB-T
 - **HEVC/UltraHD/HDR**
 - Zapper(Client)/Connected OTT Hybrid
 - **AI/Machine Learning/Edge computing/Gateway-Server**
- **OS / Middleware:**
 - Linux / NDS CDI Evo, Prime MW, 3rd party
 - **AndroidTV/NDS IVP, Prime MW, 3rd party**
- **Conditional Access(s)/DRMs**
 - NDS/Nagra/VMX Ultra/Irdeto/Conax/**Widevine CAS**
 - **PlayReady / Widevine DRM**
- **Multi-room Distribution:**
 - **MOCA 2.5 (ECB/WECB)**
 - **WiFi 11ac/4x4**

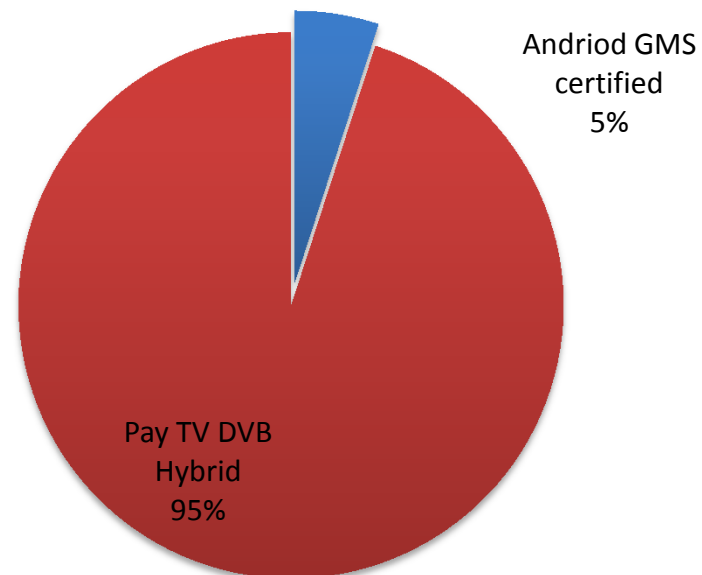


STB Biz & Product Portfolio

Biz Model with Customers:

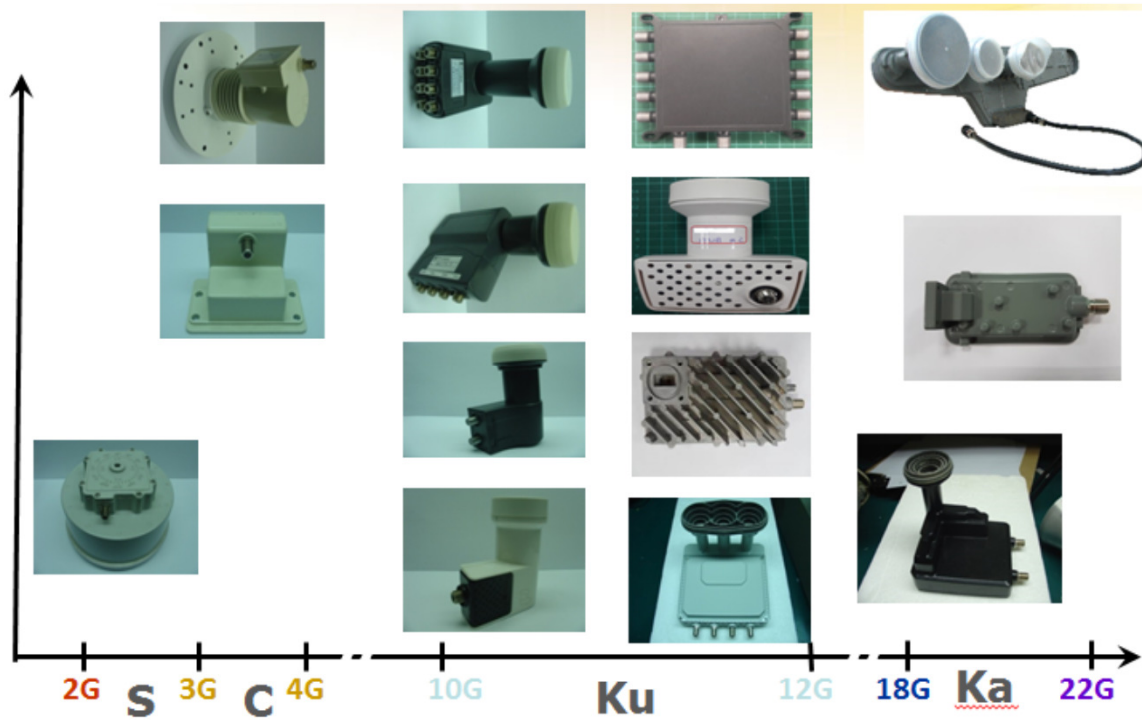
- **I**: Prime's design (complete H/W + S/W)
- **II**: Prime's H/W + 3rd Party SW/MW
 - ◆ Customers specify their own or 3rd party Software or Middleware
 - ◆ Prime's HW platform drivers + CA porting + Integration (opt)
- **III**: Pure Design service (local CKD)
- **IV**: Pure OEM: Customers' H/W and S/W designs

Application Portfolio:



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



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**



LTE Product

- **ODU + IDU**
 - For weak signal area, or long distance coverage
- **Indoor CPE**
 - For home user – Access Internet through Ethernet or WiFi interface & Voice service through VoIP or VoLTE.
- **Smart Home solution- LTE Gateway**
 - ZigBee/WiFi solution
 - Blue tooth/WiFi solution



ODU

IDU



DAB Product



Kitchen Radio



Car Adaptor



Photo Album



Mobile Phone

Car Stereo

Bluetooth DAB Headset



Set-Top Box

Handheld Radio





Thank you !