大聯大投資控股股份有限公司
(3702.TT/3702.TW)
業績說明會

2013年11月28日

wpg 大聯大控股
WPG Holdings Ltd.
Winning Partner Grouping

Safe Harbor Notice

- **These forward-looking statements, which may include statements regarding WPG' future results of operations, financial condition or business prospects, are subject to significant risks and uncertainties and are based on WPG' current expectations.**

- **Actual results may differ materially from those expressed or implied in these forward-looking statements for a variety of reasons, including, among other things: the cyclical nature of our industry; our dependence on introducing new products on a timely basis; our dependence on growth in the demand for our products; our ability to compete effectively; our ability to successfully expand our capacity; our dependence on key personnel; general economic and political conditions, including those related to the IC industry; possible disruptions in commercial activities caused by natural and human-induced disasters, including terrorist activity and armed conflict; and fluctuations in foreign currency exchange rates.**

- **In addition, beginning on January 1, 2013, any financial information contained here within is presented in conformity with TIFRS (International Financial Reporting Standards as endorsed for use in R.O.C.). We have historically presented our consolidated financial statements in accordance with ROC GAAP, including our consolidated financial statements for the year ended December 31, 2012. Consequently, the selected comparison financial information to be included in our quarterly earning releases in 2013 may differ materially from those released historically.**

- **Our release of financial forecasts and forward-looking statements at any particular time does not create any duty of disclosure beyond that which is imposed by law, and we expressly disclaim any obligation to publicly update or revise any forecasts or forward-looking statements, whether as a result of new information, future events or otherwise.**

市場佔有率達25%...

(US$)	2007	2008	2009	2010	2011	2012
WW Semi Market Sales	270B	249B	228B	298B	300B	292B
WW Semi Market Sales in APAC.	148B	124B	119B	160B	164B	163B
30% of Market Sales available for Distributors in APAC.	44B	37B	36B	48B	49B	49B
WPG's Sales	4.3B	4.54B	5.96B	8.2B	11.3B	12.2B
WPG's Market Share in APAC	10%	12%	17%	17%	23%	25%

Source: Gartner, Inc., WSTS (World Semiconductor Trade Statistics), Jun. 2013 Update

提供一站式購足...

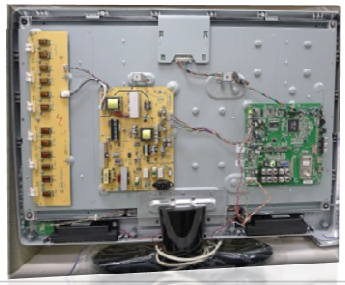
■大聯大集團代理約250條產線(以字母排序)

AcSiP
ANALOG DEVICES
ALi
ALPHA & OMEGA SEMICONDUCTOR
Aptina
Qualcomm ATHEROS
Atmel
AVAGO TECHNOLOGIES
AzureWave Technologies, Inc.
BOSCH
CAPELLA MICROSYSTEMS, INC.
CONEXANT
CREE LED Light
CSR Push every boundary.
DIODES INCORPORATED
EVERLIGHT LIGHTING FOREVER
FAIRCHILD SEMICONDUCTOR
freescale semiconductor
HUAWEI
IDT
ILITEK Enrich visual experience
infineon
intel Authorized Distributor
intersil
InvenSense
LITEON
Littelfuse Expertise Applied | Answers Delivered
MARVELL
mCube
MEDIATEK
MICROCHIP
Micron
molex one company › a world of innovation
MPS Monolithic Power Systems
NOVATEK
nuvoTon
NXP
ON Semiconductor
OSRAM Opto Semiconductors
OmniVision
POI
REALTEK
RICHTEK
Rockchip 瑞芯微电子
SAMSUNG
SETi
SiTime It's about time
SK hynix
SEMTECH INTERNATIONAL AG
SPREADTRUM
ST
SUMMIT MICROELECTRONICS, Inc.
SKYWORKS
Telechips
TEXAS INSTRUMENTS Authorized Distributor
TOSHIBA
TXC 台灣晶技 TXC CORPORATION
μPi micro POWER INTELLECT
VISHAY
VIMICRO
VOLTERRA
winbond
wolfson microelectronics

大聯大參考方案-消費電子

IP Camera

19”-42” LED TV

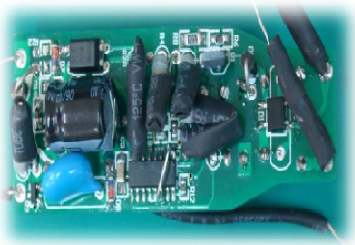


Google TV

Building Interphone

Capacitive Touch panel

LED Lighting with Dimming



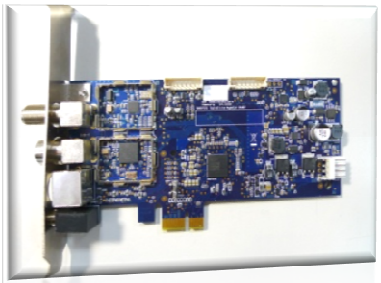
Flash MP4 Solution

DSC

大聯大參考方案-
電腦(含平板電腦)、手機和通訊

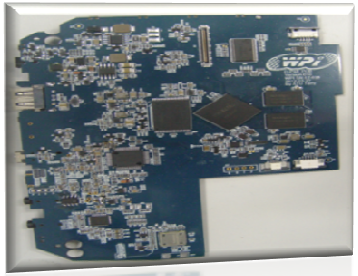
POS

Video Capture

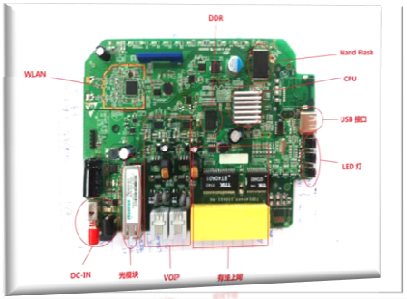


LCD Monitor with Video Input controller board

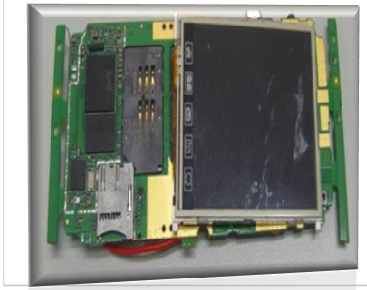
MID



GPON



Mobile

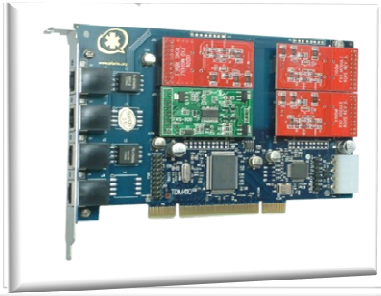


CMMB

STB Solution

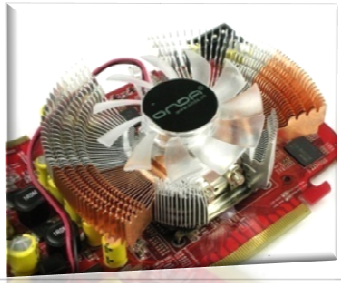
大聯大參考方案- 工業電子

Low Standby Power IR Remote Controller



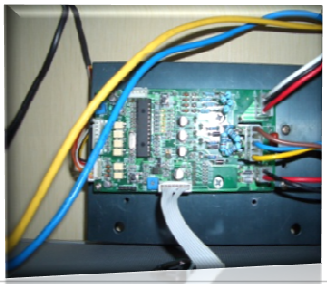
Moto Driver

Cooling Fan Control



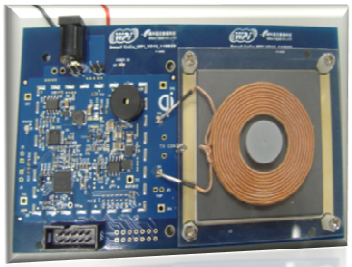
e-Bike

I.P.M. for A/C



Power Adaptor

Wireless Charger

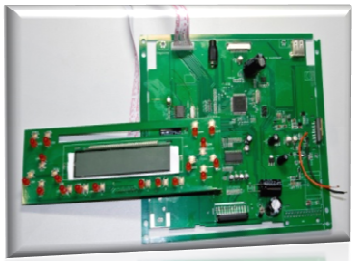


Surveillance

大聯大參考方案-車用電子

Car-CD MP3 Solution

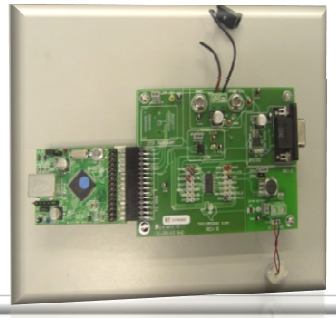
Car CD MCU Host Control Solution



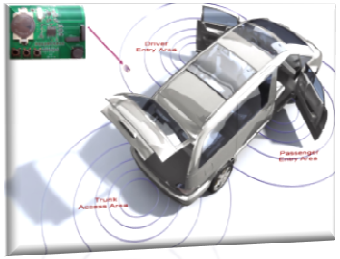
Car Infotainment

Car TV

Reverse Radar



Keyless Entry



GPS

倉儲整合—台灣倉(林口)

倉儲整合—香港倉 (屯門)

近期重要參考方案...

■ 2013年第三季推出51個解決方案：

▶ 推出多品牌 LED 照明產品解決方案	2013-07-17
▶ 推出四個產線 LED 驅動方案及多款 LED & ERP 模组照明方案	2013-07-17
▶ 力推電源驅動 LED 方案提高電源能效，改善照明品質，延長使用壽命	2013-07-17
▶ 推出 LED 照明(Lighting)解決方案	2013-07-17
▶ 推出新世代 Vero LED 陣列提供 LED 照明解決方案	2013-07-17
▶ 力推適用 LED 照明應用裝置方案	2013-07-17

(含平板電腦)

▶ 推出於平板電腦的設計參考方案	2013-09-11
▶ 推出多重選擇電容式觸控式螢幕平板電腦解決方案	2013-09-11
▶ 力推平板電腦周邊應用方案	2013-09-11
▶ 推出多種主被動元件平板電腦解決方案	2013-09-11
▶ 推出應用於平板電腦解決方案	2013-09-11
▶ 力推平板電腦 WIFI 解決方案	2013-09-11
▶ 推出應用於平板電腦解決方案	2013-09-11
▶ 力推平板电脑解决方案	2013-09-11

▶ 推出產品線於車用娛樂解決方案	2013-07-03
▶ 推出車載資訊娛樂主機解決方案	2013-07-03
▶ 力推於汽車多媒體解決方案增強用戶體驗、簡化方案設計	2013-07-03
▶ 推出車用娛樂主、被動整合解決方案	2013-07-03
▶ 推出車用娛樂應用解決方案	2013-07-03
▶ 推出適用車載娛樂系統之完整解決方案	2013-07-03
▶ 推出车载娱乐影音及行车记录仪整体解决方案	2013-07-03
▶ 力推 Car Radio Tuner 解決方案	2013-07-03
▶ 力推 SiRFprimaII™平台，将顶级的导航与信息娱乐系统功能带入汽车市场	2013-07-03

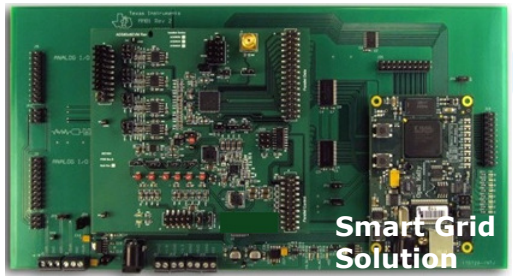
LED Solution

近期重要參考方案...

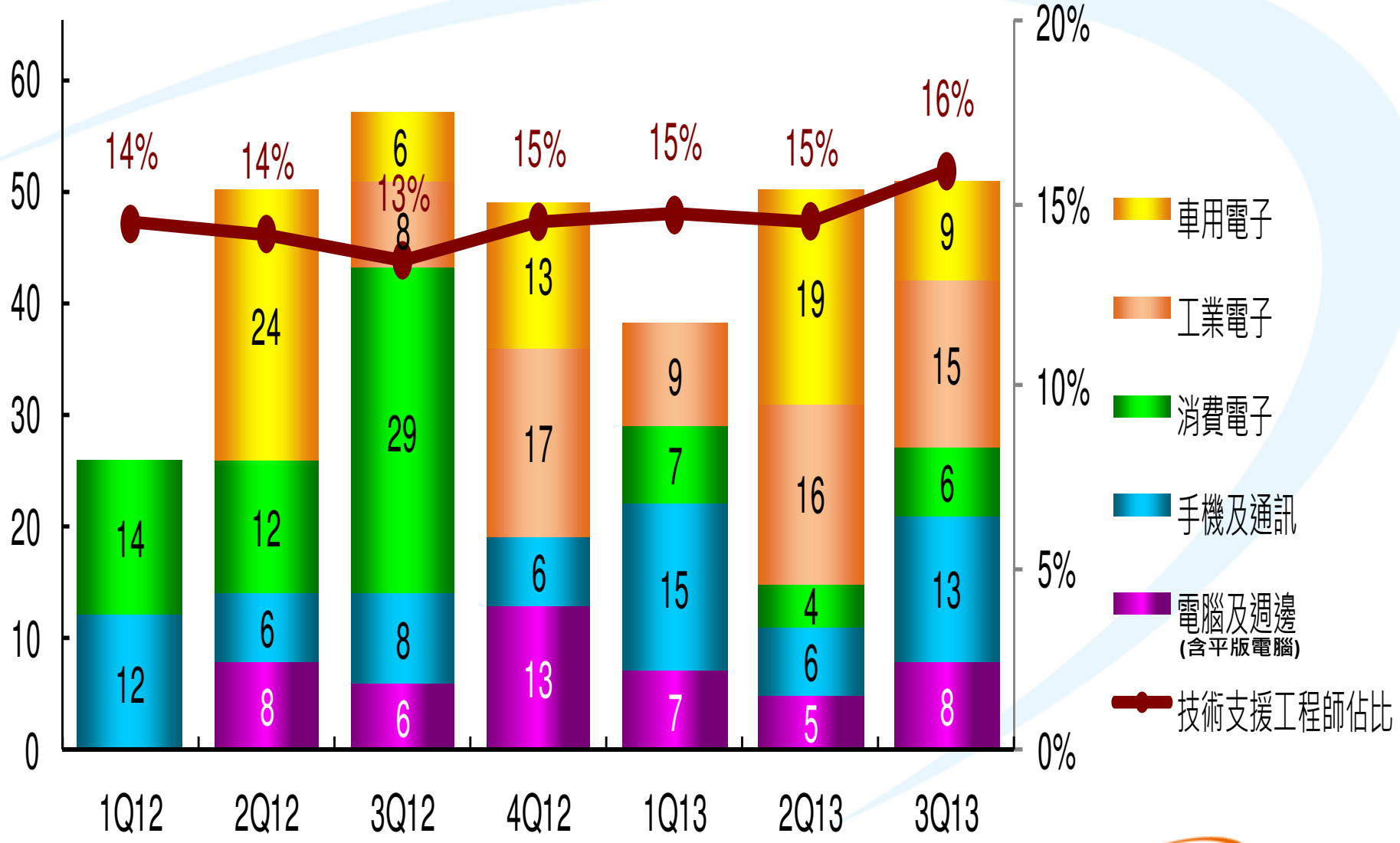
■ 2013年第三季推出51個解決方案：

▶ 力推產品應用於安全監控的完整方案	2013-09-25
▶ 推出安全監控解決方案	2013-09-25
▶ 提出安全監控系統解決方案	2013-09-25
▶ 推出安全監控解決方案	2013-09-25
▶ 推出安全監控應用解決方案	2013-09-25
▶ 推出安全監控整合解決方案	2013-09-25
▶ 推出适用安全监控之完整解决方案	2013-09-25
▶ 联合多家 IDH，重磅推出广义安全监控整合方案	2013-09-25
▶ 力推高清视频监控方案：提供高达 1080P 每秒 65 帧的高画面的分辨率和流畅度	2013-09-25
▶ 推出品牌智慧電錶解決方案	2013-08-28
▶ 推出電力自動化繼電保護方案	2013-08-28
▶ 推出智能電網 IEEE802.15.4/ ZigBee 解決方案	2013-08-28
▶ 推出智慧電網之主、被動組件解決方案	2013-08-28
▶ 力推適用智能電表之完整解決方案	2013-08-28
▶ 推出一系列智能电网解决方案为智能电网用户提供丰富和灵活的半导体器件解决方案	2013-08-28

▶ 推出電子錢包方案	2013-08-14
▶ 推出基於技術的電子錢包方案	2013-08-14
▶ 力推在行動裝置付費的應用	2013-08-14
▶ 推出近距離無線通訊器材整合解決方案	2013-08-14
▶ 力推近距離無線傳輸技術解決方案	2013-08-14
▶ 推出產品於智慧手機上的解決方案	2013-07-31
▶ 推出智慧手機方案 & Slimport 高清數字顯示介面周邊應用	2013-07-31
▶ 力推新款閃光燈及紅外線感測器於智能手機方案應用	2013-07-31
▶ 推出智慧型手機主被動元件解決方案	2013-07-31
▶ 推出智慧手機解決方案	2013-07-31
▶ 力推產品於智慧手機的解決方案	2013-07-31
▶ 力推智能手机方案	2013-07-31
▶ 力推适用智能手机之完整解决方案	2013-07-31



近期重要參考方案...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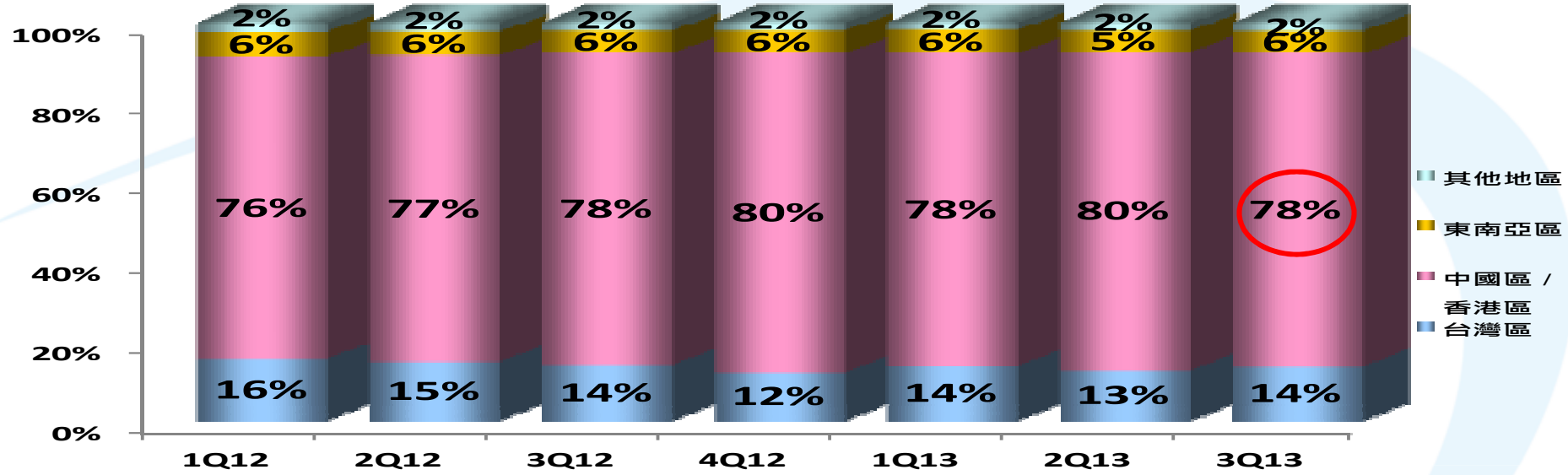
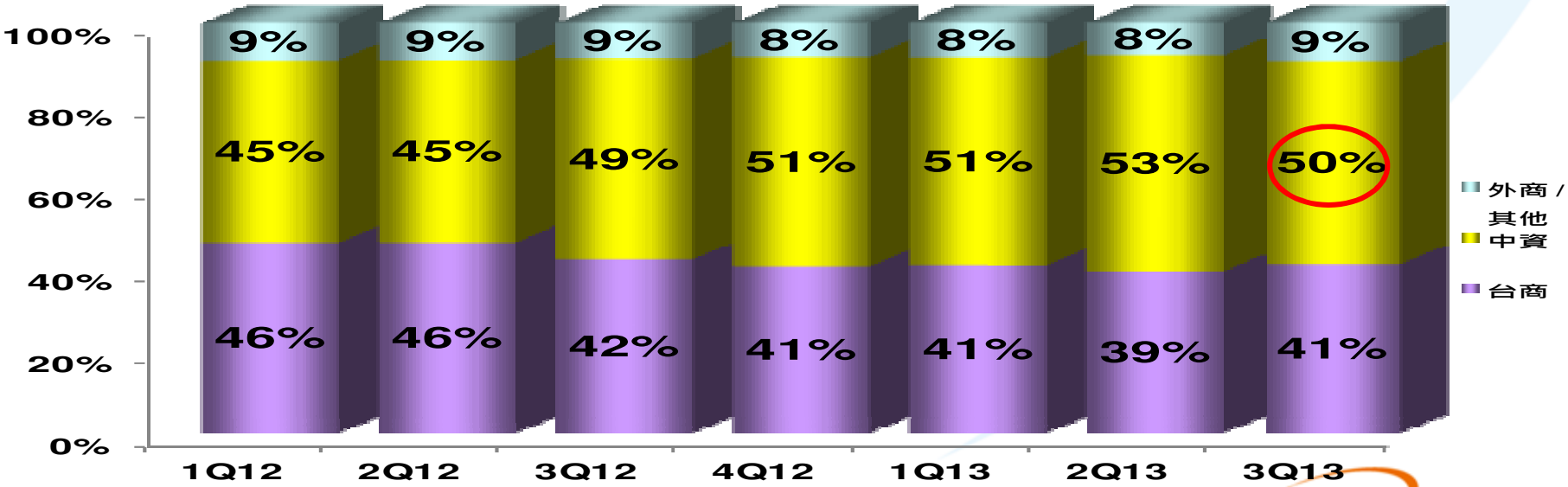
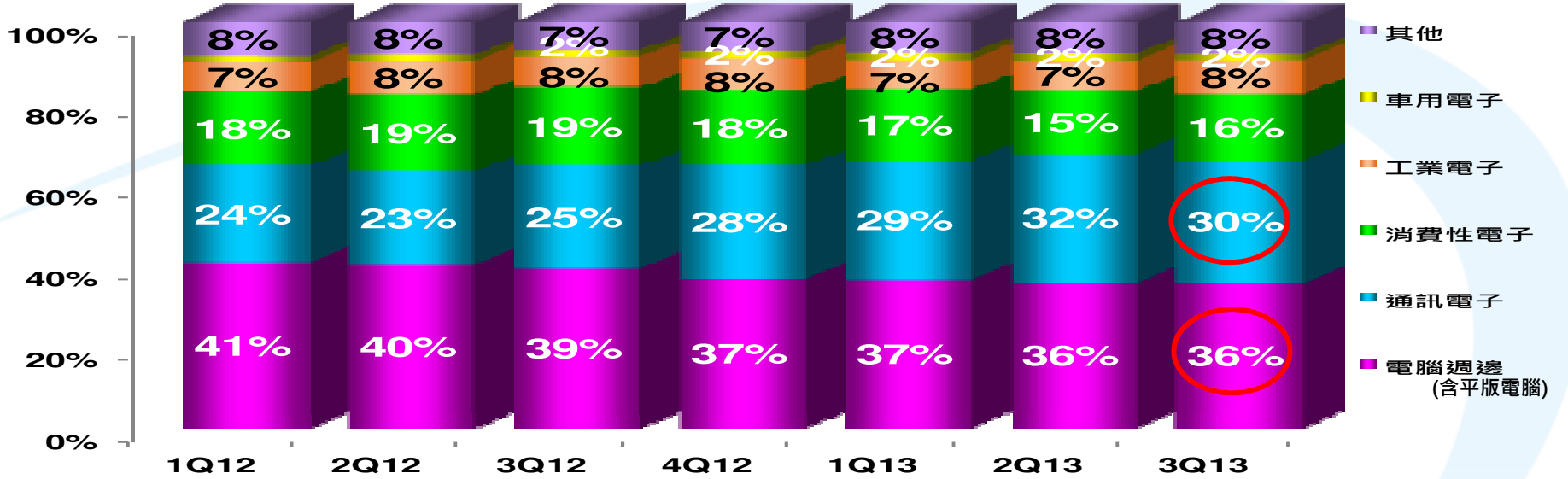
車用電子
工業電子
消費電子
手機及通訊
電腦及週邊
(含平版電腦)
技術支援工程師佔比
1Q12
2Q12
3Q12
4Q12
1Q13
2Q13
3Q13

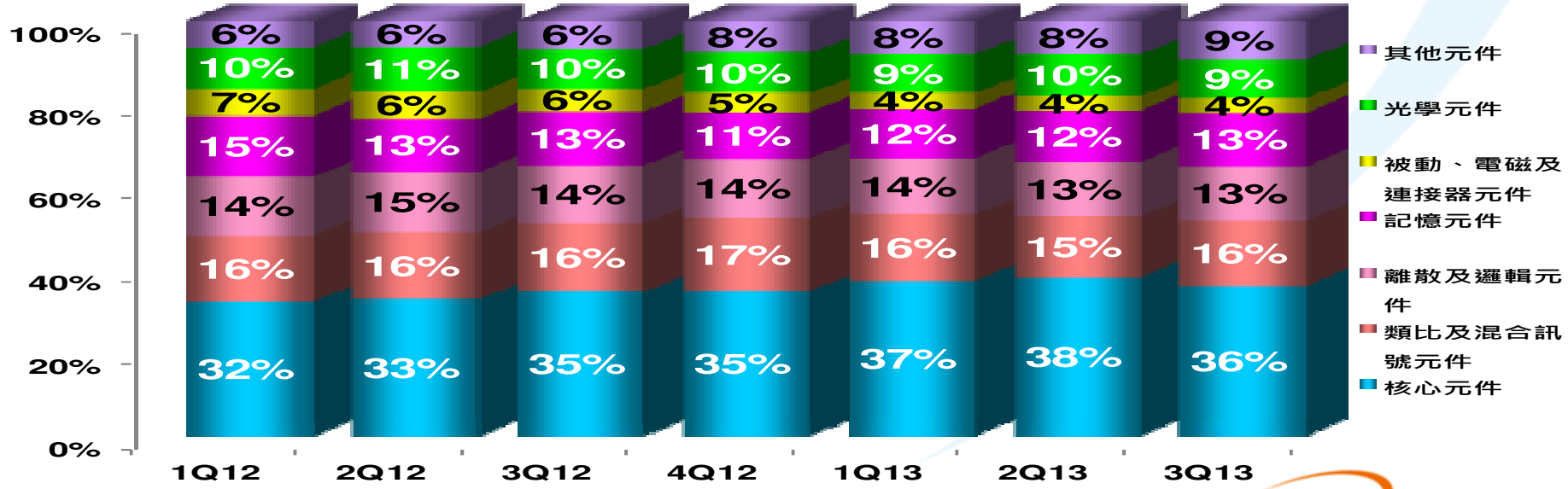
2013年第三季營收比重-銷售區域別 與 客戶別





2013年第三季營收比重-產品應用別 與 產品別





歷年營運成果

單位：新台幣百萬元

項目	2009	2010	2011	2012	Ytd13
營業收入	196,774	257,217	332,323	360,614	294,971
毛利率	5.64%	5.68%	5.43%	5.02%	4.76%
營業費用	(6,652)	(8,565)	(11,374)	(11,858)	(9,186)
營業淨利	4,455	6,042	6,654	6,237	4,847
營業利益率	2.26%	2.35%	2.00%	1.73%	1.64%
稅後純益	3,473	4,965	5,080	4,556	3,751
稀釋每股盈餘 (新台幣元)(1)	3.33	4.11	3.20	2.77	2.26
現金股利 (新台幣元)	2.00	2.10	2.60	2.40	
每股淨值 (新台幣元)(1)	19.32	28.02	23.41	22.96	23.26
資產總計	59,912	93,427	109,021	119,886	137,454
負債總計	39,668	59,517	71,208	81,803	98,872
股東權益總計	20,244	33,910	37,813	38,083	38,581
淨營運資產	27,118	40,536	52,647	59,676	68,740
借款	16,838	26,908	35,918	42,550	51,950
淨營運現金流量	3,041	2,342	(6,278)	233	(6,133)
關鍵指標(2)					
營運資產報酬率	*16.4%*	*19.7%*	*11.1%*	*10.5%*	*9.4%*
營運資產佔營收比率	*0.14*	*0.12*	*0.16*	*0.17*	*0.17*
營業費用佔毛利比率	*0.60*	*0.59*	*0.63*	*0.66*	*0.65*
股東權益報酬率	*20.0%*	*18.4%*	*14.3%*	*12.2%*	*13.1%*
財務槓桿比例	0.44	0.46	0.66	0.84	1.11

(1).加權平均流通在外股數
(2).年化

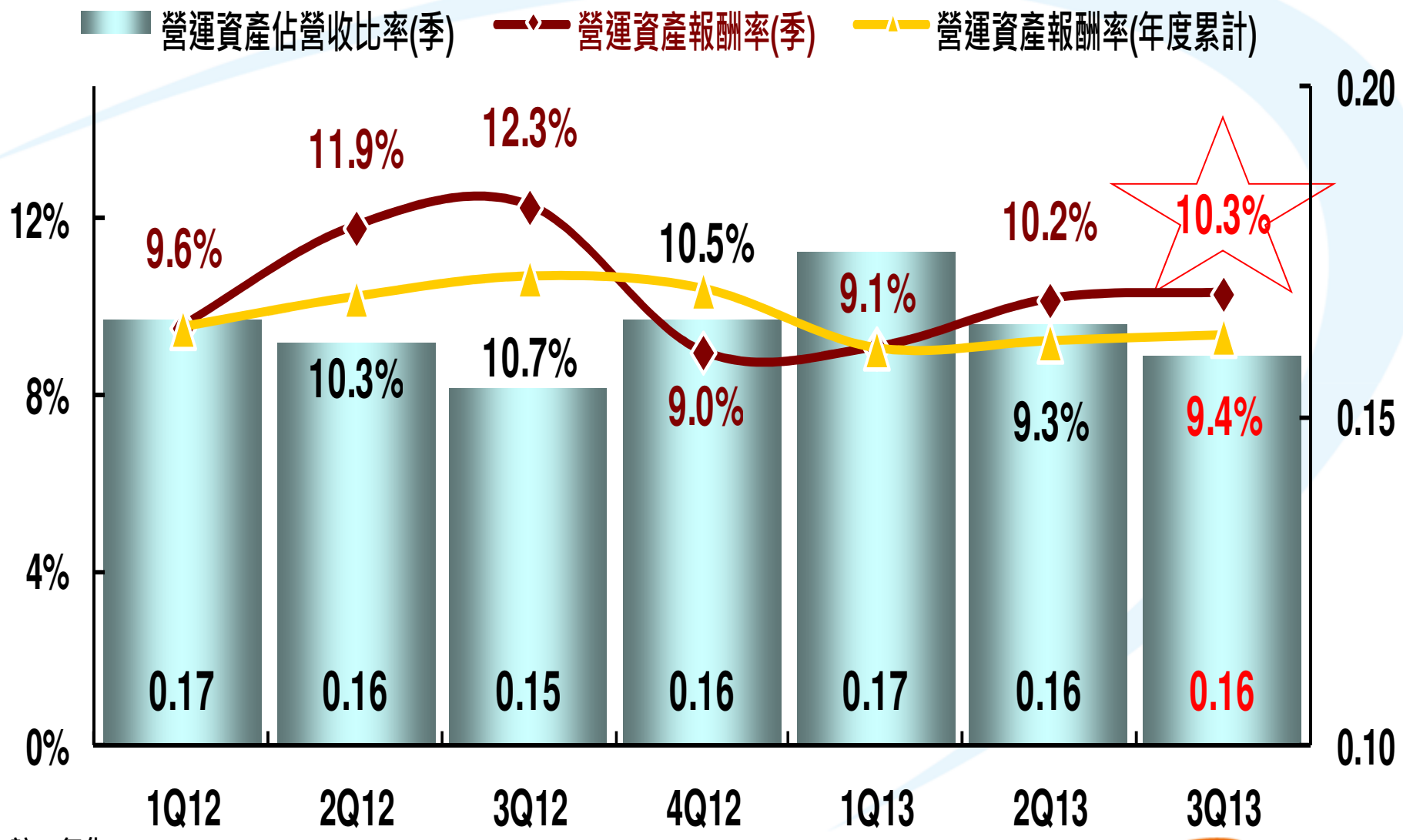
2013年第三季營運成果

單位：新台幣百萬元

項目	3Q13	3Q13 業績展望	2Q13	3Q12	與前期比較	與去年比較
營業收入	107,757	105~110B	100,651	98,340	7.1	9.6
毛利率	4.65%	*4.6% ~ 4.8%*	4.78%	5.00%	-13 bp	-35 bp
營業費用	(3,229)		(3,122)	(3,042)	3.4	6.1
營業淨利	1,779		1,689	1,874	5.3	(5.1)
營業利益率	1.65%	*1.65% ~ 1.85%*	1.68%	1.91%	-3 bp	-26 bp
稅後純益	1,334		1,377	1,394	(3.2)	(4.3)
稀釋每股盈餘 (新台幣元)(1)	0.81		0.83	0.84		
每股淨值 (新台幣元)(1)	23.26					
資產總計	137,454		132,239	125,642		
負債總計	98,872		94,469	88,154		
股東權益總計	38,581		37,770	37,488		
淨營運資產	68,740		66,191	60,811		
淨營運現金流量	(1,638)		(3,259)	(661)		
關鍵指標(2)						
營運資產報酬率	*10.3%*		*10.2%*	*12.3%*	+14 bp	-198 bp
營運資產佔營收比率	*0.16*		*0.16*	*0.15*		
股東權益報酬率	*13.9%*		*14.5%*	*15.0%*	-61 bp	-105 bp
財務槓桿比例	1.11		0.97	0.92		

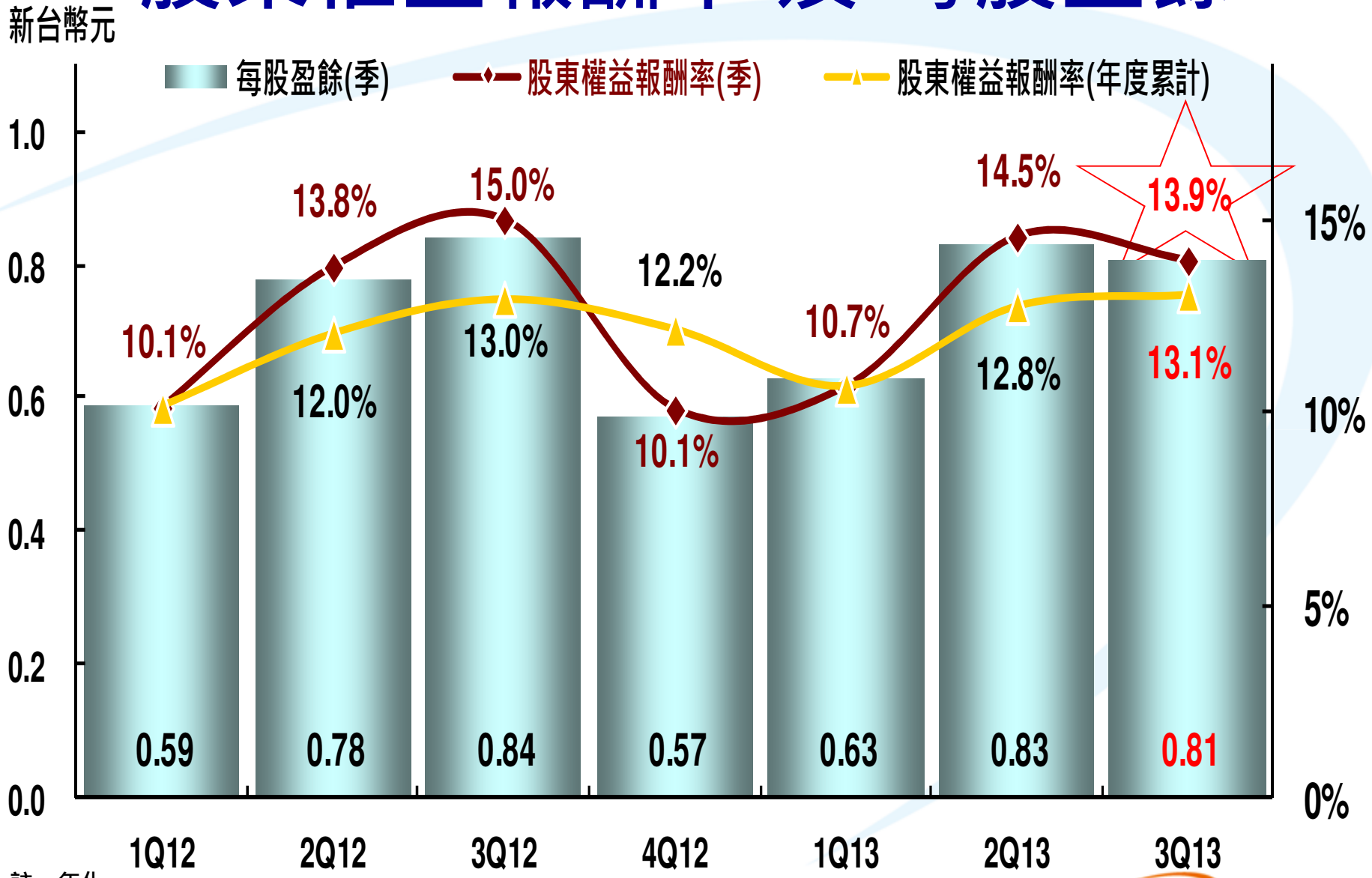
(1).加權平均流通在外股數
(2).年化

營運資產報酬率 及 營運資產佔營收比率



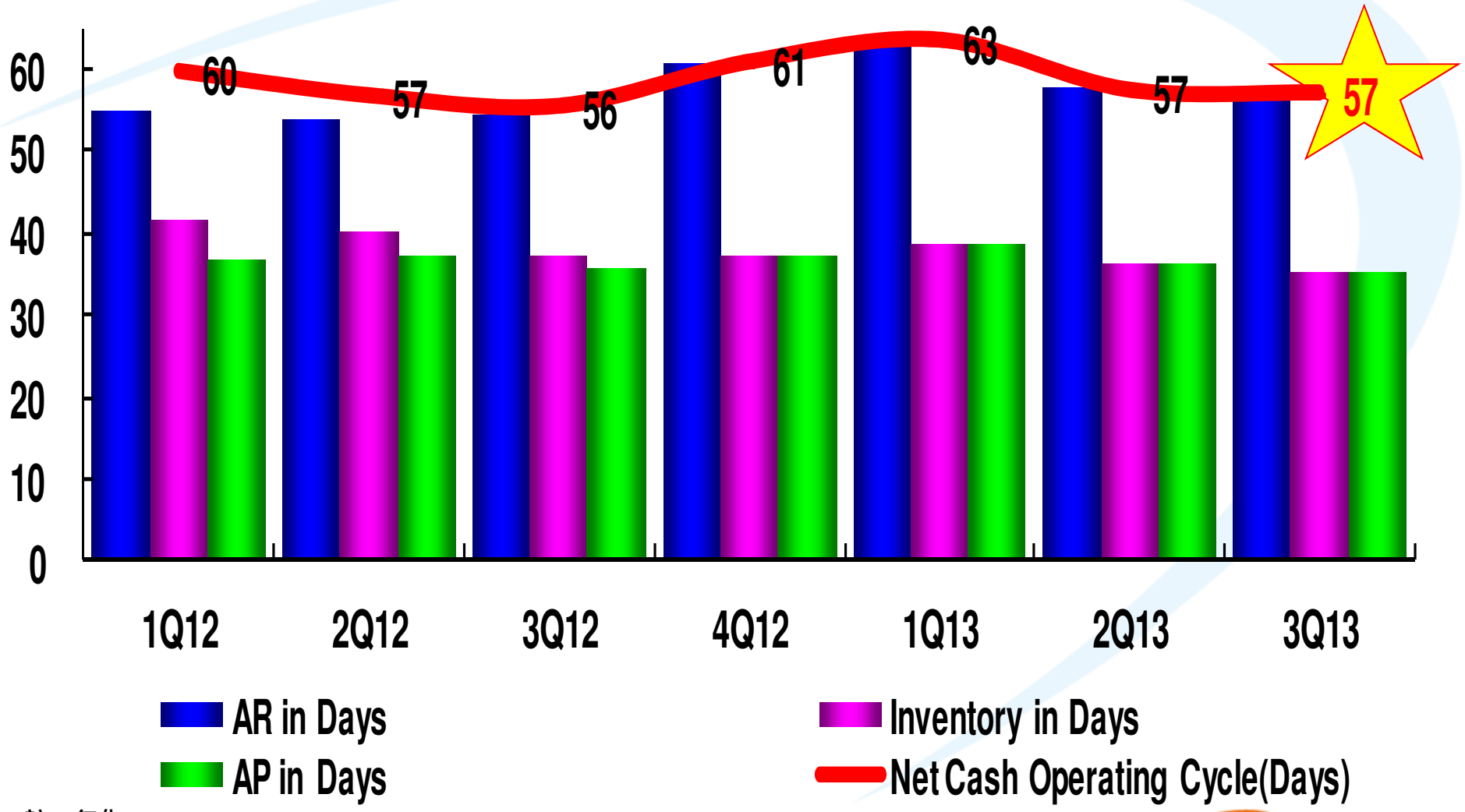
註：年化

股東權益報酬率 及 每股盈餘



註：年化

營運現金週期



註：年化

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2013年第四季業績展望

基於目前對營運的展望及匯率的假設，本公司預期：

- 假設2013年第四季平均匯率為**29.55**，合併營收約介於新台幣**950**億到**1,000**億之間。
- 毛利率約介於**4.5%**到**4.7%**之間。
- 營業利益率約介於**1.35%**到**1.55%**之間。

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