



法人說明會  
*Investor Conference*

2018年12月22日

永歲投資控股股份有限公司

*FIT Holding Co., Ltd.*

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## 公司簡介 Company Information



- Merger of Foxlink Image 、Glorytek and PQI into FIT Holding Co., Ltd.
- Public listing on October 1<sup>st</sup>, 2018.



## 主要產品 Main Products



pqi

勁永國際

自有品牌  
PQI Products



Apple 經銷  
Apple Retail



能源服務  
Energy Services



金門金湖水庫 1494 kWp

類型：浮力式

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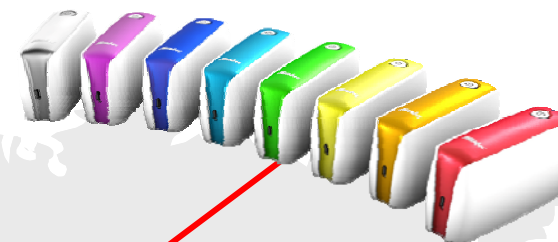
## 主要產品 Main Products



歲強科技

系統產品  
System Product

SAFE FEED™



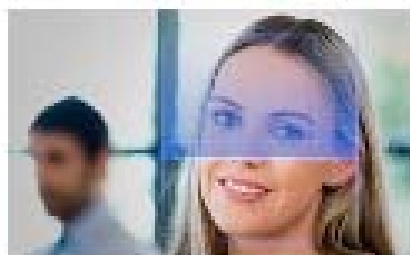
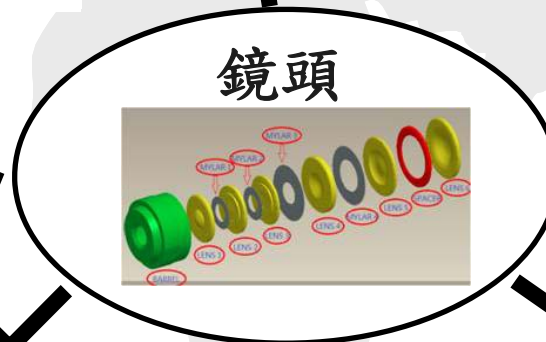
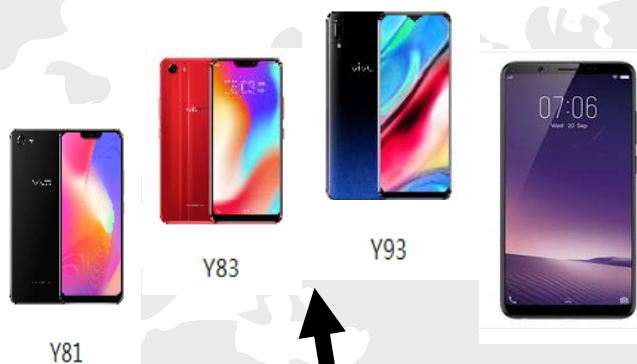


# 主要產品 Main Products



## 光耀科技

光學鏡頭  
Optical Lens



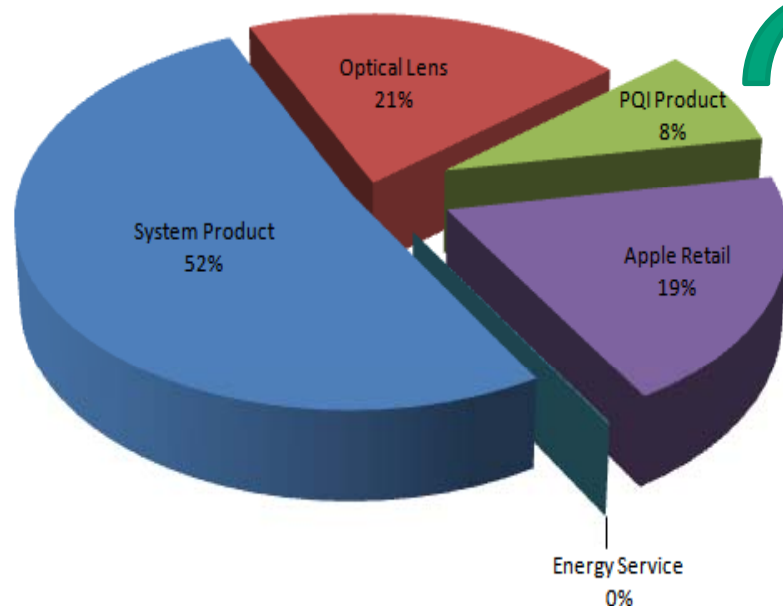
# 營運概況說明 Operation Status



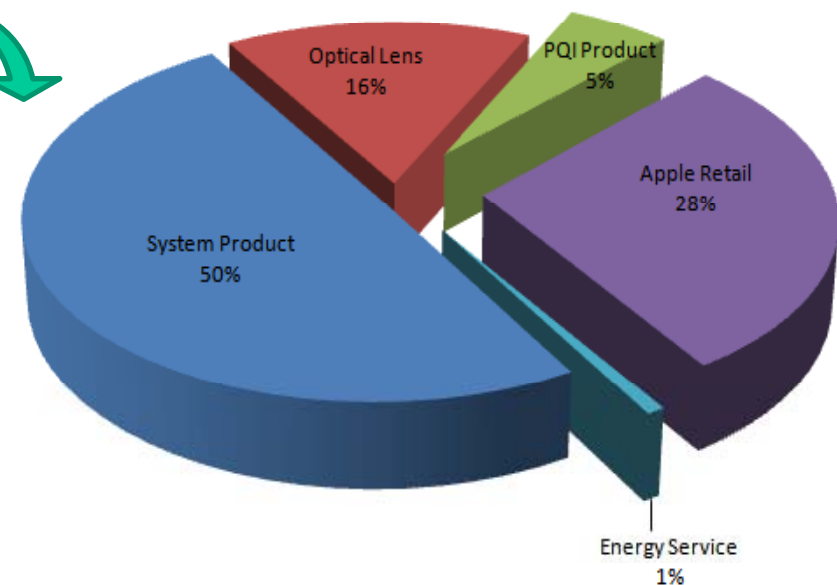
## 主要產品別營收 Segment information

ITEM	巖強-系統產品 System Product		光耀-光學鏡頭 Optical Lens		PQI-自有品牌 PQI Product		PQI-Apple 經銷 Apple Retail		PQI-能源服務 Energy Service		Total	
	NTS'000	%	NTS'000	%	NTS'000	%	NTS'000	%	NTS'000	%	NTS'000	%
Jan.~Nov. 2017	4,114,017	52%	1,642,584	21%	661,177	8%	1,549,353	19%	4,135	0%	7,971,266	100%
Jan.~Nov. 2018	3,980,000	50%	1,255,261	16%	449,931	5%	2,313,067	28%	24,583	1%	8,022,842	100%
YoY %	-3%		-31%		-47%		33%		83%		1%	

Jan.~Nov. 2017



Jan.~Nov. 2018



# 財務狀況報告 Financial Status



## 合併資產負債表 CONSOLIDATED BALANCE SHEETS

Items	September 30, 2016		September 30, 2017		September 30, 2018	
	NTS'000	%	NTS'000	%	NTS'000	%
現金及約當現金 Cash and cash equivalents	2,873,064	19%	3,747,598	21%	3,437,498	22%
應收帳款 Accounts receivable	1,777,483	11%	1,678,252	10%	1,465,571	9%
存貨 Inventories	925,612	6%	1,111,068	6%	1,171,341	7%
流動資產合計 Total Current assets	6,919,661	45%	7,356,236	42%	7,930,716	51%
非流動資產合計 Total non-current assets	8,555,758	55%	10,238,406	58%	7,727,452	49%
資產總計 TOTAL ASSETS	15,475,419	100%	17,594,642	100%	15,658,168	100%
短期借款 Short-term borrowings	2,302,003	15%	2,422,560	14%	2,150,851	14%
應付帳款 Accounts payable	1,607,844	10%	1,452,566	8%	1,309,823	8%
流動負債合計 Total current liabilities	5,318,806	34%	5,784,207	33%	6,132,172	39%
長期借款 Long-term borrowings	433,333	3%	934,771	5%	1,634,217	10%
非流動負債合計 Total non-current liabilities	587,091	4%	1,985,471	11%	2,680,537	17%
負債總計 TOTAL LIABILITIES	5,905,897	38%	7,769,678	44%	8,812,709	56%
權益合計 TOTAL EQUITY	9,569,522	62%	9,824,964	56%	6,845,459	44%
負債及權益總計 TOTAL LIABILITIES AND EQUITY	15,475,419	100%	17,594,642	100%	15,658,168	100%



# 財務狀況報告 Financial Status



## 合併損益表 CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Items	Jan.~Jun. 2018		Jul.~Sep. 2018		Jan.~Sep. 2018	
	NTS'000	%	NTS'000	%	NTS'000	%
營業收入 Operating revenue	4,233,857	100%	2,306,238	100%	6,540,095	100%
營業成本 Operating cost	(3,643,544)	-86%	(1,989,920)	-86%	(5,633,464)	-86%
營業毛利 Gross Profit	590,313	14%	316,318	14%	906,631	14%
營業費用 Operating expenses	(523,461)	-12%	(269,190)	-12%	(792,651)	-12%
營業利益 Operating income	66,852	2%	47,128	2%	113,980	2%
營業外收入及支出合計 Non-Operating income and expenses	132,789	3%	155,209	7%	287,998	4%
所得稅費用 Income tax expenses	(51,521)	-1%	(26,483)	-1%	(78,004)	-1%
本期淨利 Net income	148,120	3%	175,854	8%	323,974	5%
每股盈餘(元) EPS(in dollars)	0.60		0.71		1.32	



## • PQI

PQI products =>

- ✓ Strengthen the development and sales of mobile power products.
- ✓ Develop the US and Japan markets .
- ✓ Develop telecommunication channels.

Apple retail markets =>

- ✓ Expand customized services for commercial and educational markets
- ✓ Strengthen member services and marketing.
- ✓ Develop APP products.

Energy Services =>

- ✓ The solar power generation equipment is 6.8MW under operation, and another 12.7MW is under construction. With the estimated developing capacity of 11.7MW by the end of next year, the total solar power generation capacity will reach 31.2MW.
- ✓ Wind power capacity contracted and under construction is 28.8MW.
- ✓ Total capacity of solar and wind power generation will be reaching 60MW.



## • Foxlinkimage

- ✓ Develop higher-end document scanners and paper feeding modules.
- ✓ Increase customers.
- ✓ Develop line scanning modules with AI algorithm for industrial inspection.

## • Glorytek

- ✓ Develop optical lenses for 16M pixels or higher resolution, and enhance manufacturing capability by yield rate improvement.
- ✓ Develop VR related products.



### • Conclusion

The integration of manpower, procurement and financial resources in the early 3-in-1 merger stage is planned to be completed by the end of this year, and the created benefits are expected to be reflected in the first quarter of next year. The mid-term stage is aiming to integrate products and technologies, such as the developing AOI solutions, which are integrated from Foxlinkimage's AI based image processing and Glorytek's optical lens design capabilities. Long-term strategy is to develop private branded products based on the advantages of key modules and components, and to market through the existing channels and sales platforms for establishing a complete sales and supply Eco system.



簡報結束  
*Thank you*