

Introduction of HannStar Board

2008/09

- *Market Position*
- *Company Profile*
- *Business Analysis*
- *Financial Analysis*
- *Future Plans*
- *Investment Highlights*

Market Position

***HSB** is the largest global provider of PCBs for the notebook industry, with 40% market share in 2007.*

2007 WW Top 20 PCB Makers

<u>Unit: Million USD</u>	<u>Makers</u>	<u>Nationality</u>	<u>2007</u>	<u>2006</u>	<u>2005</u>	<u>2004</u>
1	Ibiden	Japan	1,820 (1)	1,783 (1)	1,444 (1)	1,226 (1)
2	UMTC	Taiwan	1,550 (2)	1,250 (2)	930 (6)	767 (5)
3	Nippon Mektron	Japan	1,530 (3)	1,174 (4)	1,135 (2)	1,205 (2)
4	SEMCO	Korea	1,270 (4)	1,187 (3)	1,034 (5)	850 (4)
5	Nan Ya	Taiwan	1,240 (5)	1,099 (6)	839 (7)	565 (10)
6	CMK	Japan	1,165 (6)	1,115 (5)	1,036 (3)	1,105 (3)
7	Kingboard (E&E)	China / HK	900 (7)	760 (8)	694 (9)	600 (8)
8	Tripod	Taiwan	830 (8)	632 (12)	466 (16)	302 (28)
9	Fujikura	Japan	825 (9)	626 (13)	623 (11)	540 (12)
10	Shinko	Japan	795 (10)	1,037 (7)	967 (4)	715 (6)
11	Flextronics-Multek	US	780 (11)	695 (10)	625 (12)	535 (13)
12	Young poong	Korea	715 (12)	535 (19)	700 (8)	220 (40)
13	AT&S	Europe	675 (13)	584 (15)	440 (20)	432 (18)
14	LG Electronics	Korea	660 (14)	574 (17)	486 (15)	410 (19)
15	Compeq	Taiwan	640 (15)	732 (9)	606 (13)	513 (14)
16	Daeduck Group	Korea	620 (16)	651 (11)	637 (10)	585 (9)
17	Gold Circuit	Taiwan	615 (17)	480 (23)	365 (24)	353 (22)
18	TTM(Tyco)	US	580 (18)	565 (18)	500 (27)	375 (21)
19	Hannstar	Taiwan	570 (19)	400 (27)	261 (38)	163 (63)
20	WUS PCB Group	Taiwan	558 (20)	580 (16)	454 (19)	496 (15)

Source: Prismark & N.T. Information; () : Ranking in that year

Company Profile

Company Profile

Milestone

- Founded in 1989
- Acquired by Walsin Group in 1998 and renamed as HannStar Board Corp
- Listed on TSE in 2003
- Jiangyin Facility began operation in 2003
- HBI listed on HKEx in 2006

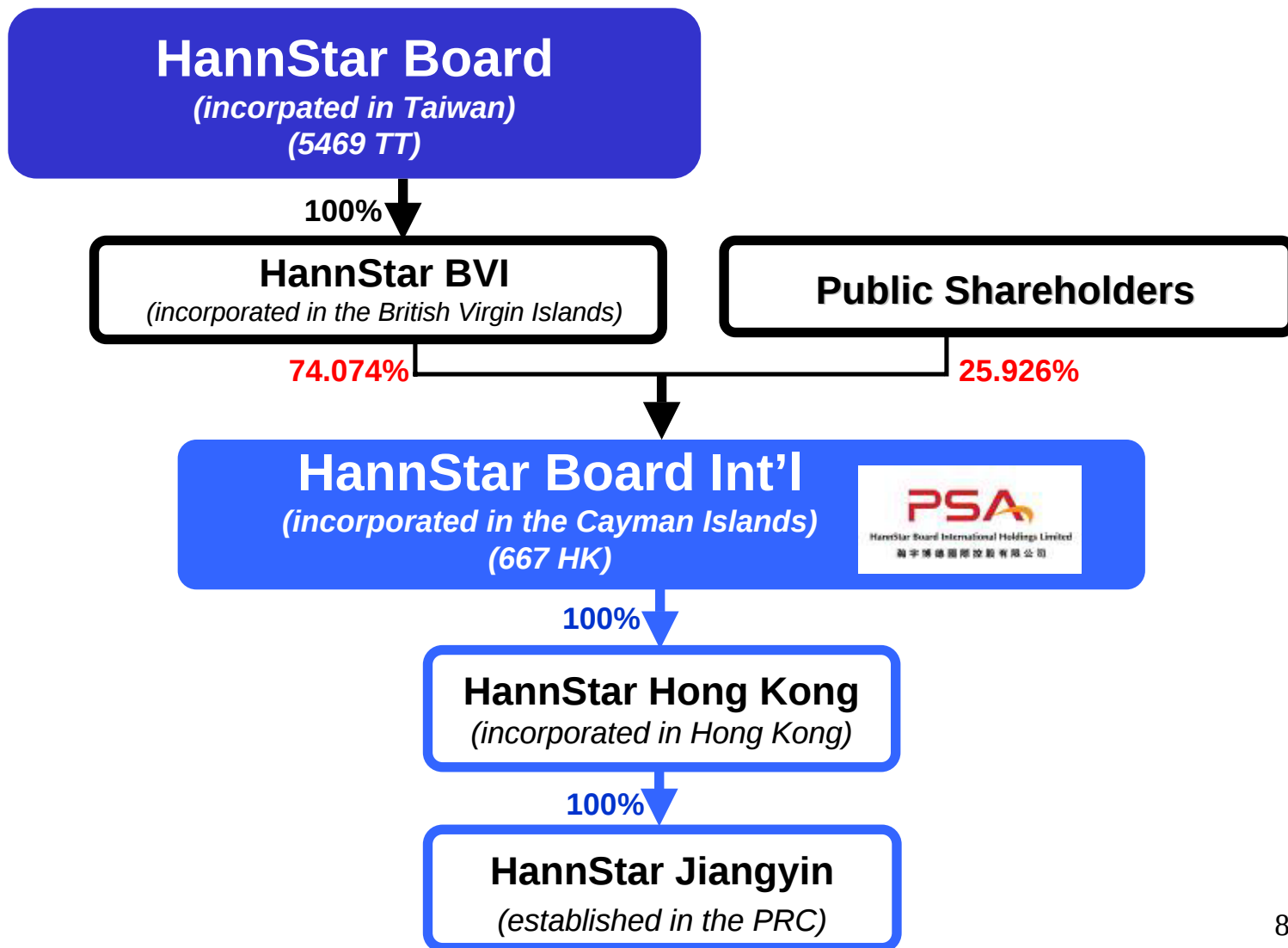
Monthly Capacity

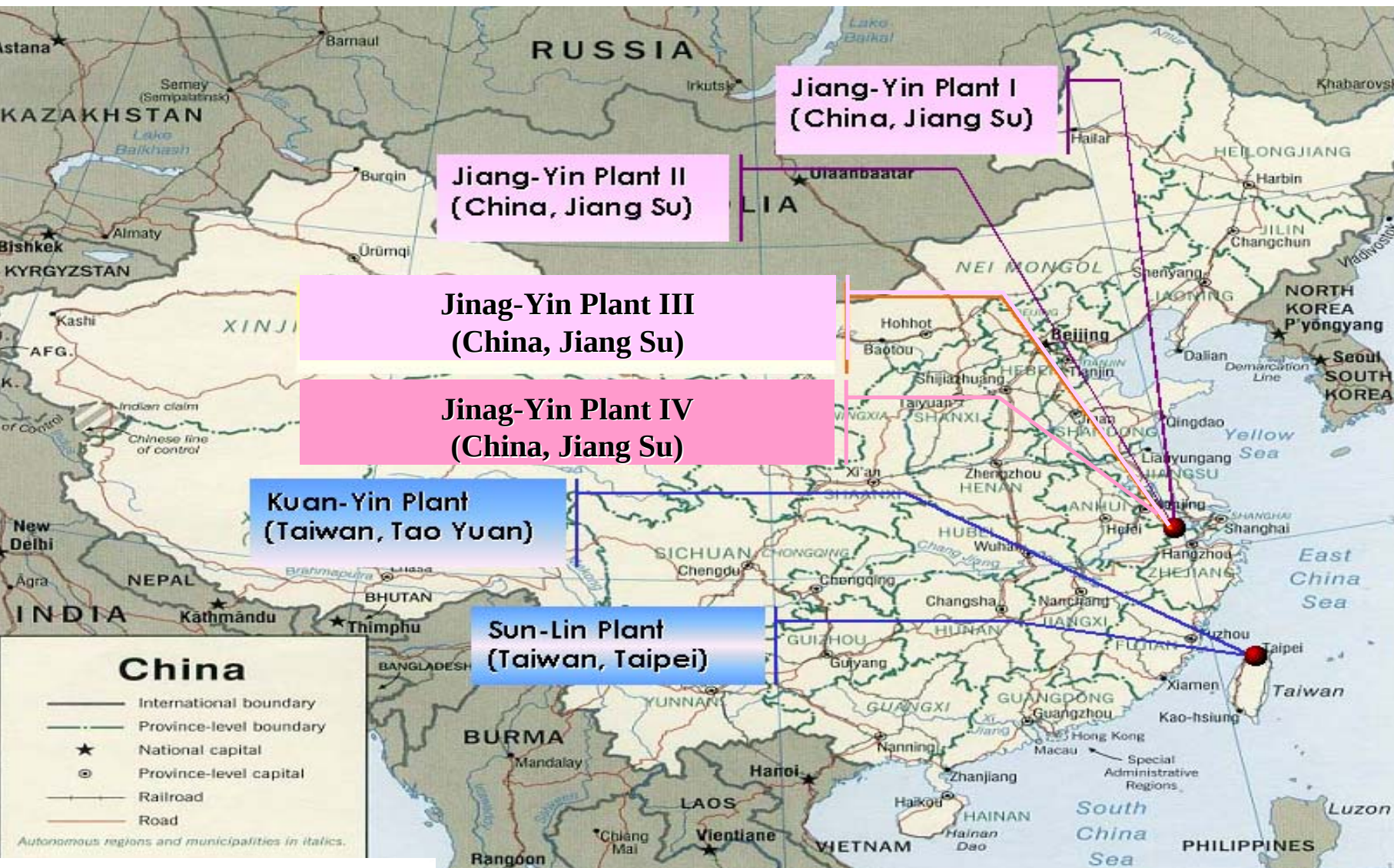
- PCB : Taiwan--500,000SF
Jianguin--4,050,000SF → 4,650,000SF(Q3'08)
- HDI : 50,000SF → 100,000SF(Q3'08)

Employee

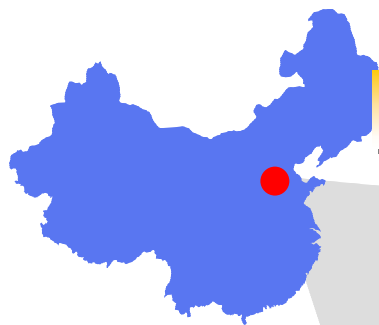
- Taiwan : 1,000 persons
- Jiangyin : 7,500persons → 8,500persons(Q3'08)

Shareholding Structure





Strategic Location



Changshu:
Taiwan Union Tech: CCL, PP

Suzhou:
Chang Chun Group: CF
Furukawa Circuit Foil: CF
OHE: Phosphor copper ball

Jiangyin
HannStar Board Int'l (HBI)



Wuxi:
Jetchem: Chemicals
ITEQ: CCL, PP
Grace Electronic: CCL, PP

Kunshan:
Nanya Electronic: CCL, PP
Elite Material: CCL, PP
Sheng Ya: Solder mask
Eternal: Dry film

Kunshan



Shanghai:
Tamura: Solder mask
Rohm and Hass: Chemicals

○ Major Customers

● Major Suppliers

CCL : Copper Clad Laminate
CF : Copper Foil
PP : Prepreg



Suzhou



Songjiang

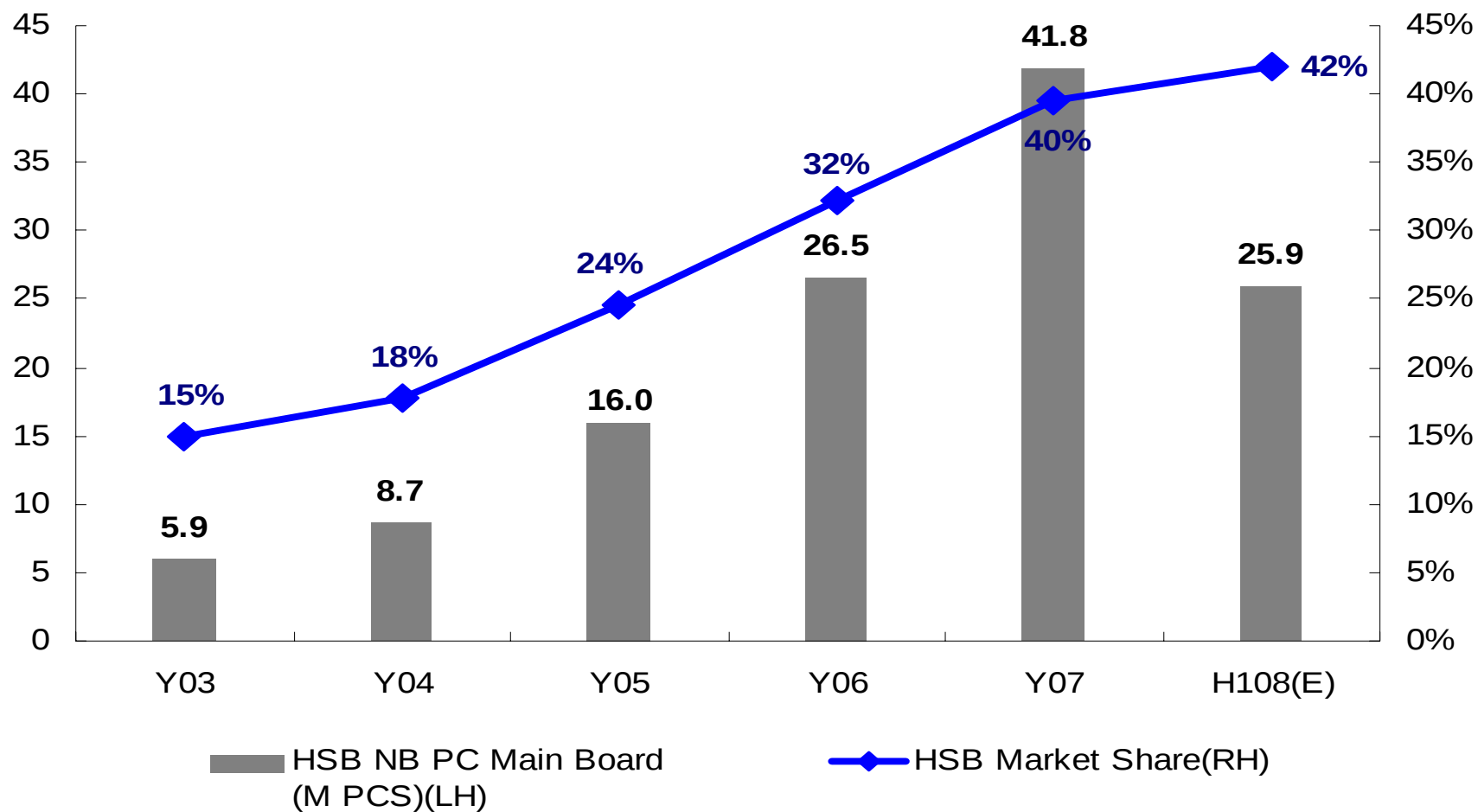


Shanghai

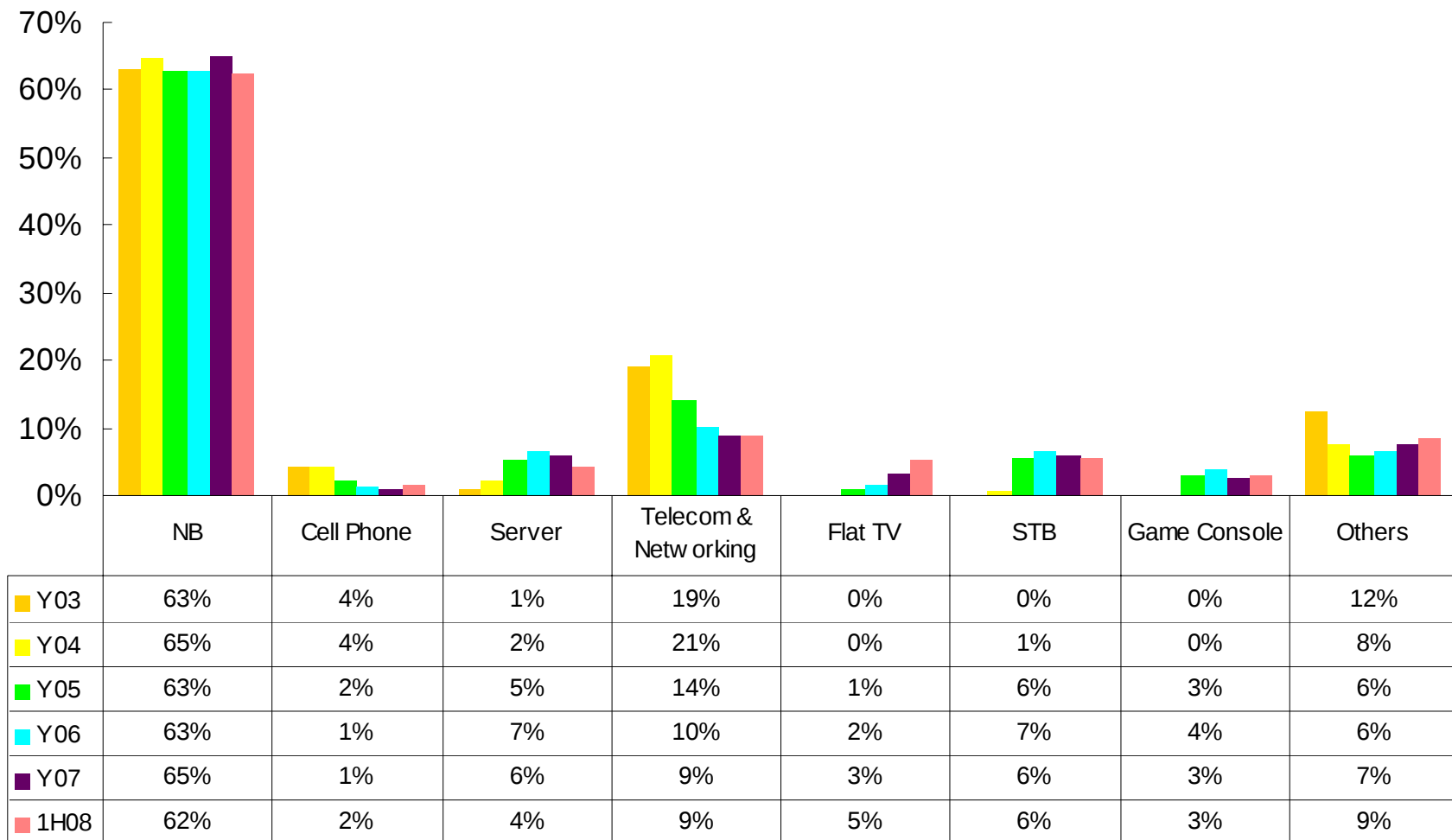


Business Analysis

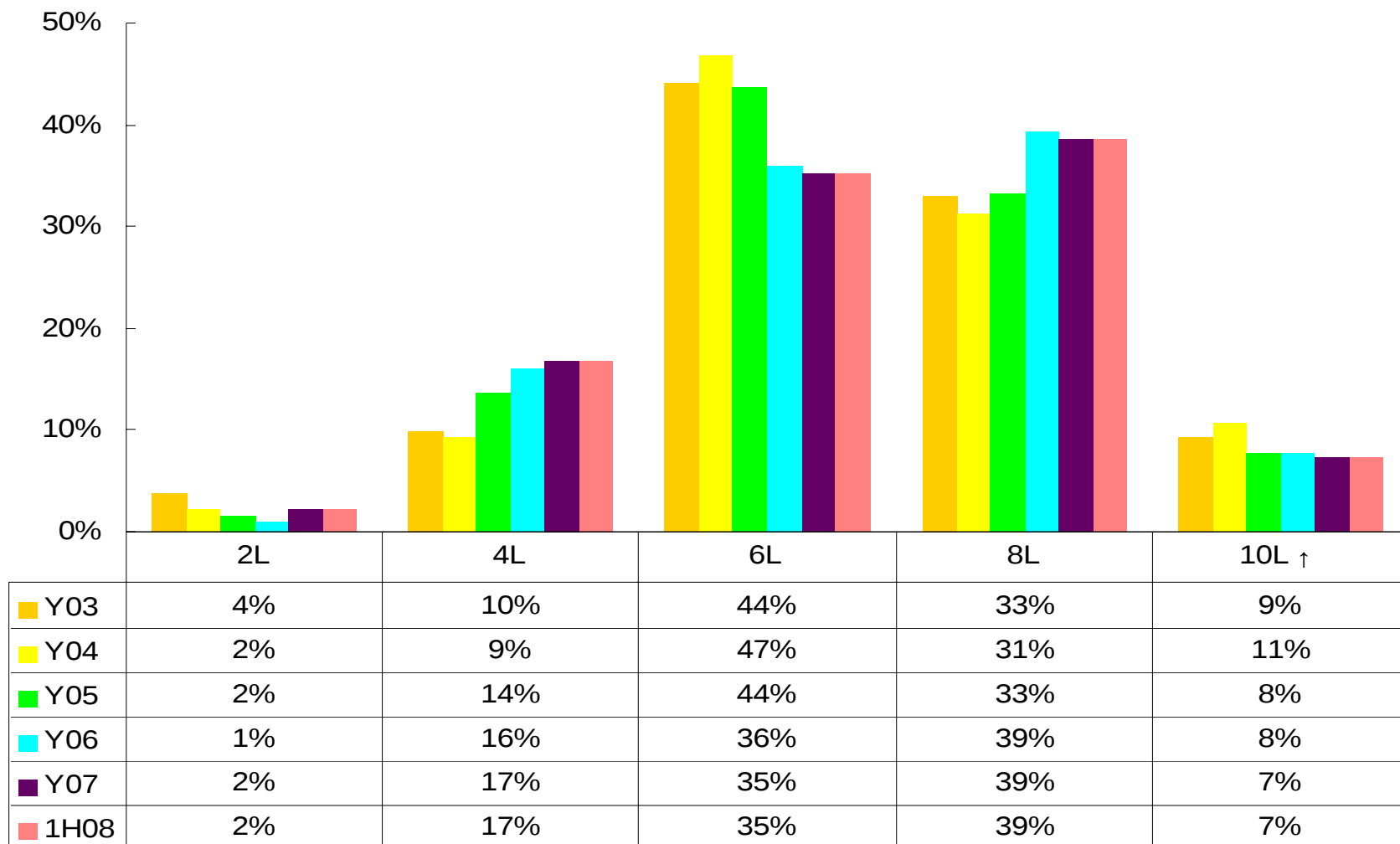
Market Share of NB PCB



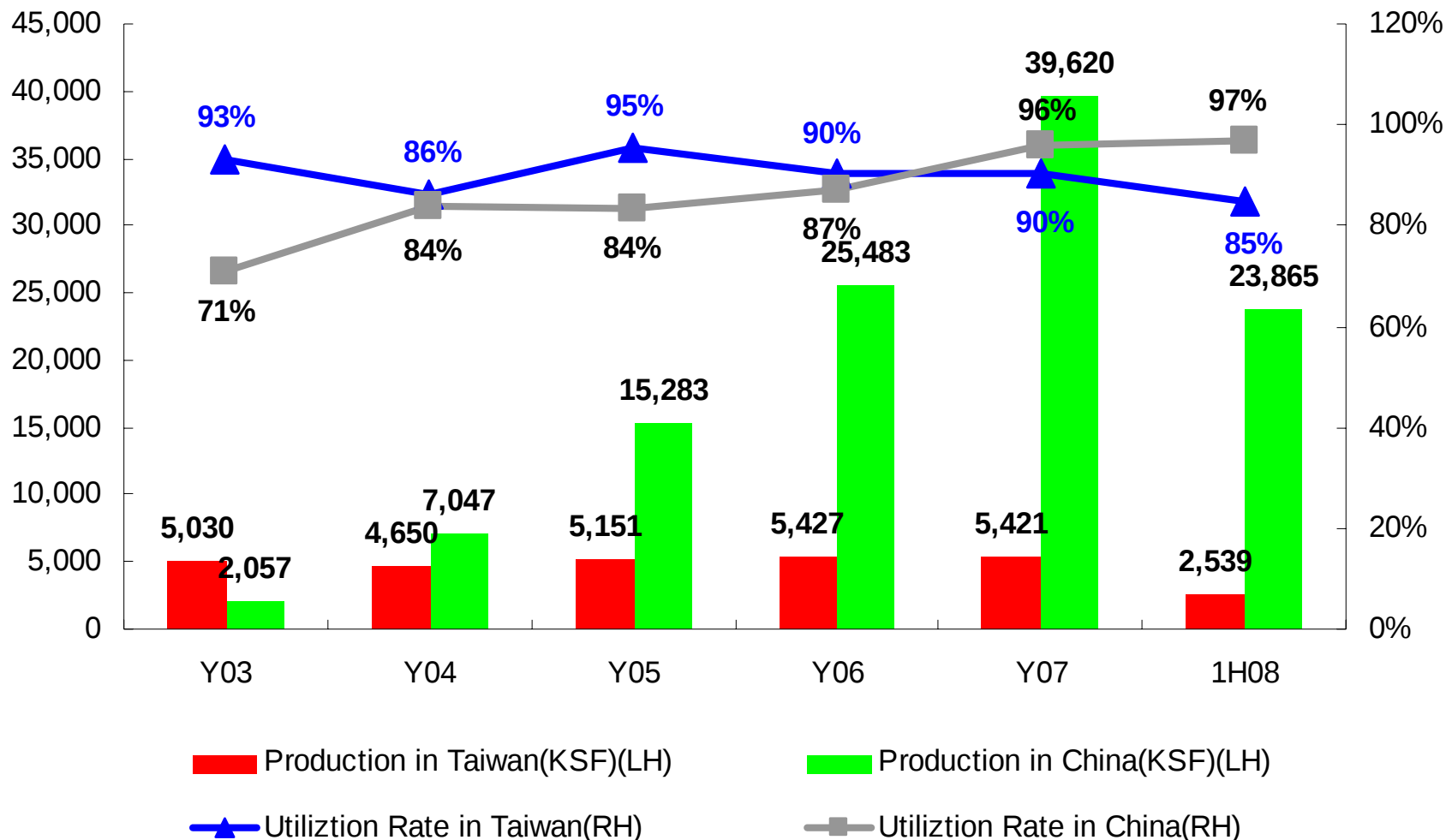
Breakdown by Application



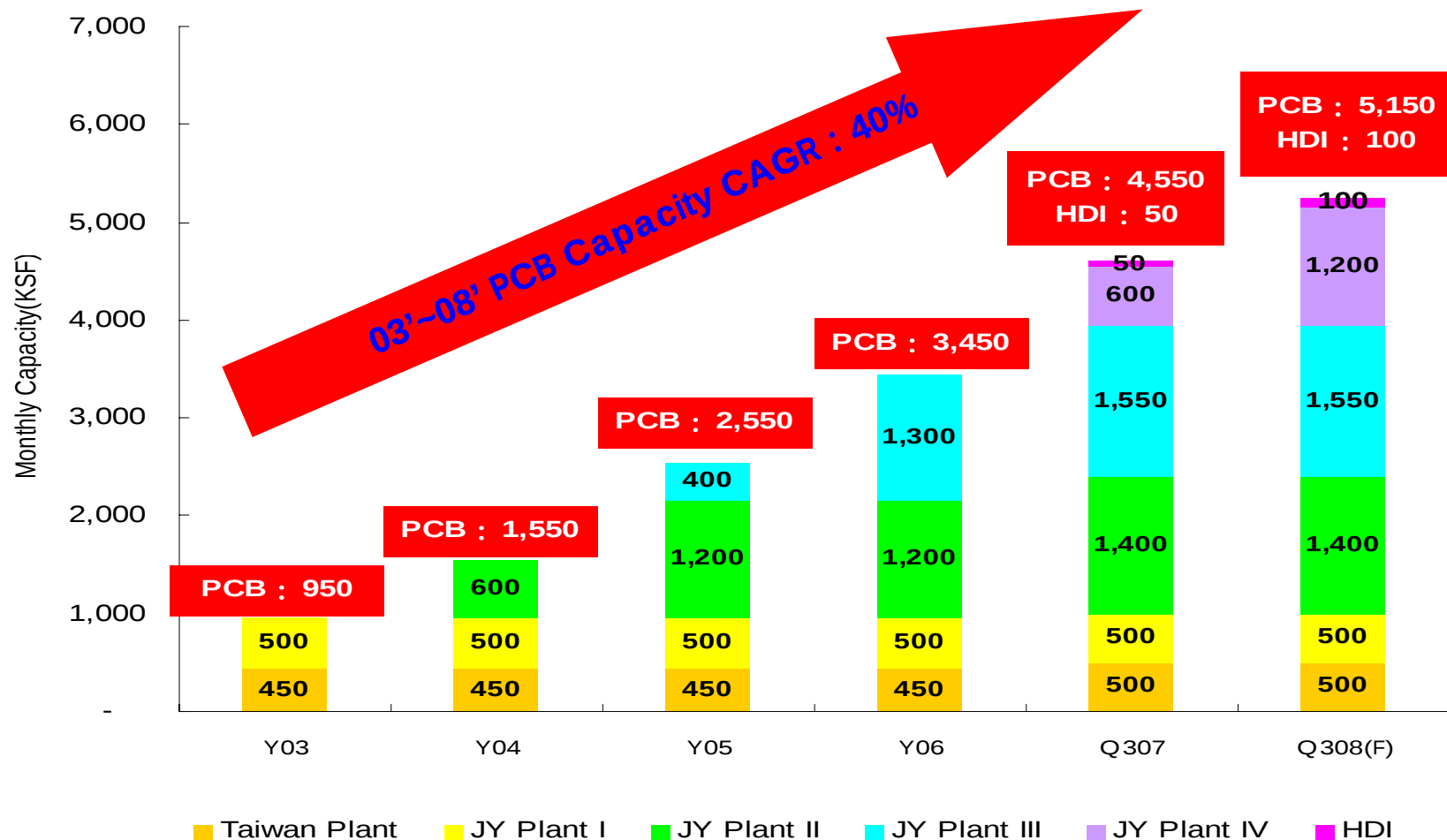
Breakdown by Technology



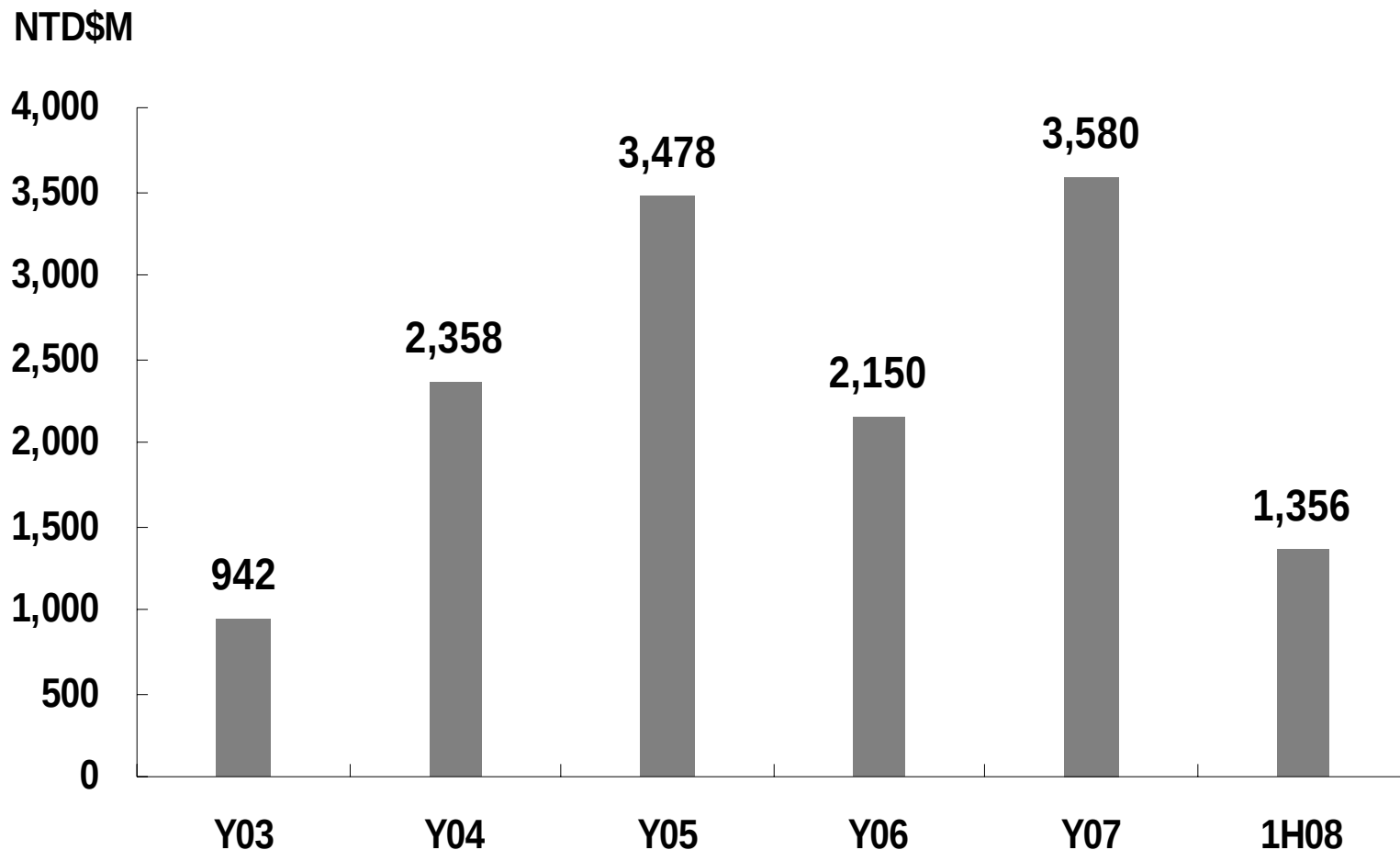
Utilization Rate Analysis



Capacity Expansion Plan



The Trend of Capex



Financial Analysis

Income Statement Analysis(1/3)

(TWS\$'000)	Y03	Y04	Y05	Y06	Y07	1H08
Net Sales	3,446,326	5,228,966	8,309,550	13,085,281	18,459,371	10,339,865
Gross Profit	653,570	1,094,461	1,508,838	2,237,945	2,728,192	1,504,317
Operating Expense	(264,310)	(411,135)	(689,660)	(875,026)	(1,128,213)	(713,831)
Operating Profit	389,260	683,326	819,178	1,362,919	1,599,979	790,486
Net Non-Operating Income(Losses)	(87,357)	(52,786)	(50,632)	(342,255)	290,175	65,154
Profit before Tax	301,903	630,540	768,546	1,020,664	1,890,154	855,640
Income Tax Expense	(27,800)	(26,690)	(9,491)	(79,680)	(49,071)	(305,388)
Cumulative effect of changes in accounting principle	0	0	0	4,234	0	0
Profit after Tax	274,103	603,850	759,055	945,218	1,841,083	550,252
Minority interest income	0	0	0	93,769	487,137	201,849
Consolidated net income attributable to parent company	274,103	603,850	759,055	851,449	1,353,946	348,403
EPS	2.55	4.18	3.27	3.03	4.09	1.05
	Y03	Y04	Y05	Y06	Y07	1H08
Gross Margin	19.0%	20.9%	18.2%	17.1%	14.8%	14.5%
Opex Rate	-7.7%	-7.9%	-8.3%	-6.7%	-6.1%	-6.9%
Operating Margin	11.3%	13.1%	9.9%	10.4%	8.7%	7.6%
Pretax Margin	8.8%	12.1%	9.2%	7.8%	10.2%	8.3%
Net Margin	8.0%	11.5%	9.1%	7.2%	10.0%	5.3%
Net Margin(to parent)	8.0%	11.5%	9.1%	6.5%	7.3%	3.4%

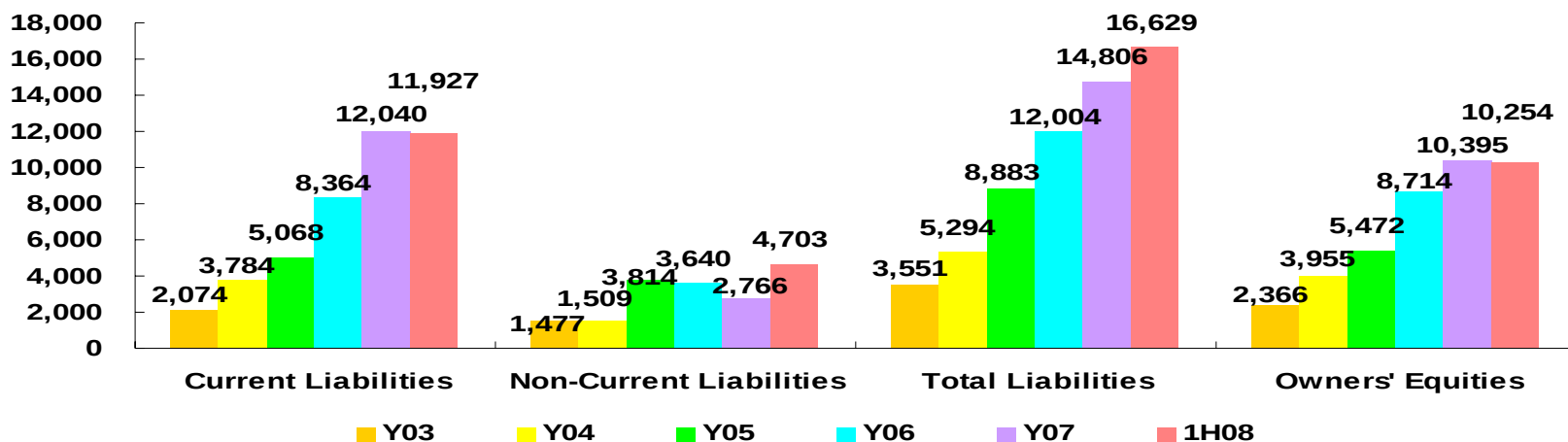
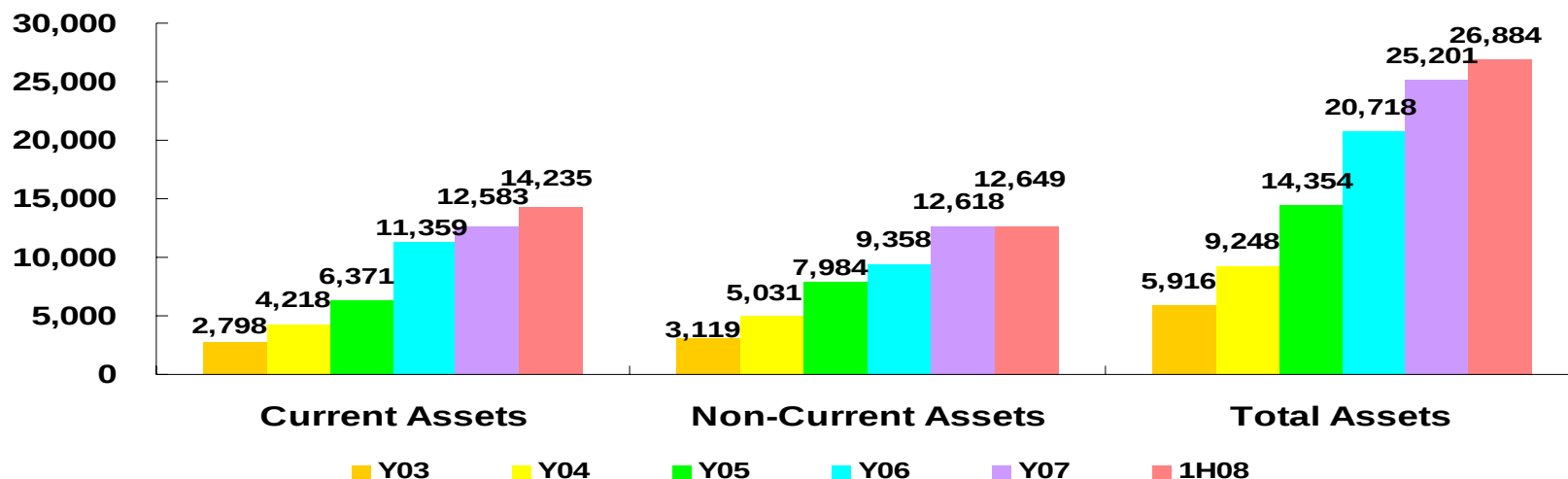
Income Statement Analysis(2/3)

NT : Millions	1H07	%	1H08	%	YOY%
Net Sales	7,944	100.00	10,340	100.00	30.16
Operating Cost	6,724	84.64	8,836	85.45	31.40
Gross Profit	1,220	15.35	1,504	14.54	23.32
Operating Expense	533	6.70	714	6.90	33.97
Operating Income	687	8.64	790	7.64	15.06
Interest Income	81	1.02	35	0.34	(56.57)
Gains on Sale of Fixed Assets	0	0.00	1	0.01	1217.20
Foreign exchange gains	83	1.04	178	1.72	114.07
Income from Sale of Scrap and Waste	68	0.85	160	1.54	135.40
Gains on Inventory Value Recoveries	51	0.63	15	0.14	(70.35)
Revaluation gain on financial assets	69	0.86	68	0.66	(0.38)
Miscellaneous Income	2	0.01	4	0.03	156.01
Non-operating Income	353	4.44	462	4.46	30.75
Interest Expense	202	2.53	205	1.98	1.49
Losses on Sale of Fixed Assets	3	0.03	18	0.17	615.43
Losses on Depreciation and Valuation	3	0.03	82	0.79	2803.92
Miscellaneous Disbursements	97	1.22	92	0.88	(5.54)
Non-operating Losses	304	3.82	397	3.83	30.43
Net Non-operating Income and Losses	49	0.62	65	0.63	32.72
Income before Income Tax	736	9.26	856	8.27	16.24
Income Tax	(43)	(0.53)	(305)	(2.95)	618.29
Net Income	694	8.73	550	5.32	(20.67)
Attributable to :					
Minority Interest	201	2.53	202	1.95	0.26
Parent Company	492	6.19	348	3.36	(29.22)
Diluted EPS	1.48		1.05		

Income Statement Analysis(3/3)

NT : Millions	1Q08	%	2Q08	%	QOQ%
Net Sales	5,063	100.00	5,277	100.00	4.24
Operating Cost	4,387	86.65	4,449	84.30	1.42
Gross Profit	676	13.35	828	15.70	22.54
Operating Expense	384	7.58	330	6.25	(14.07)
Operating Income	292	5.77	498	9.44	70.66
Interest Income	15	0.29	20	0.39	36.49
Gains on Sale of Fixed Assets	0	0.00	1	0.02	484.36
Foreign exchange gains	115	2.28	63	1.19	(45.52)
Income from Sale of Scrap and Waste	57	1.13	102	1.94	78.00
Gains on Inventory Value Recoveries	0	0.00	15	0.28	
Revaluation gain on financial assets	153	3.02	(84)	(1.60)	(155.30)
Miscellaneous Income	2	0.04	2	0.04	7.92
Non-operating Income	343	6.77	119	2.26	(65.22)
Interest Expense	111	2.19	94	1.78	(15.00)
Losses on Sale of Fixed Assets	16	0.32	1	0.03	(91.13)
Losses on Inventory Valuation Loss and Obsolescence	1	0.02	(1)	(0.02)	(200.00)
Losses on Depreciation and Valuation Loss form Idle Assets	45	0.89	38	0.71	(16.34)
Miscellaneous Disbursements	59	1.16	33	0.62	(43.90)
Non-operating Losses	232	4.58	165	3.13	(28.81)
Net Non-operating Income and Losses	111	2.19	(46)	(0.87)	(141.26)
Income before Income Tax	403	7.96	453	8.58	12.33
Income Tax	(102)	(2.01)	(204)	(3.86)	100.74
Net Income	301	5.95	249	4.71	(17.46)
Attributable to :					
Minority Interest	108	2.13	94	1.78	(13.20)
Parent Company	193	3.82	155	2.94	(19.84)
Diluted EPS	0.58		0.47		

Balance Sheet Analysis



Cash Flow Statement Analysis

(NTD\$M)	Y03	Y04	Y05	Y06	Y07	1H08
Operating Cash Flow	359	1,411	661	(303)	3,318	1,359
Investing Cash Flow	(917)	(2,091)	(3,356)	(2,236)	(4,016)	(1,346)
Financing Cash Flow	1,083	1,788	2,787	3,496	1,058	1,915
Foreign exchange adjustments	20	(89)	(96)	(72)	(659)	(295)
Change in Cash Flow	546	1,019	(5)	884	(298)	1,632
At the beginning of year/period	176	722	1,741	1,763	2,648	2,350
At the end of year/period	722	1,741	1,736	2,648	2,350	3,983

Future Plans

Future Plans

Maintain a leading position in the global NB PCB market

Keep long-term relationships with the global NB ODM

Continue to expand to commit our customers

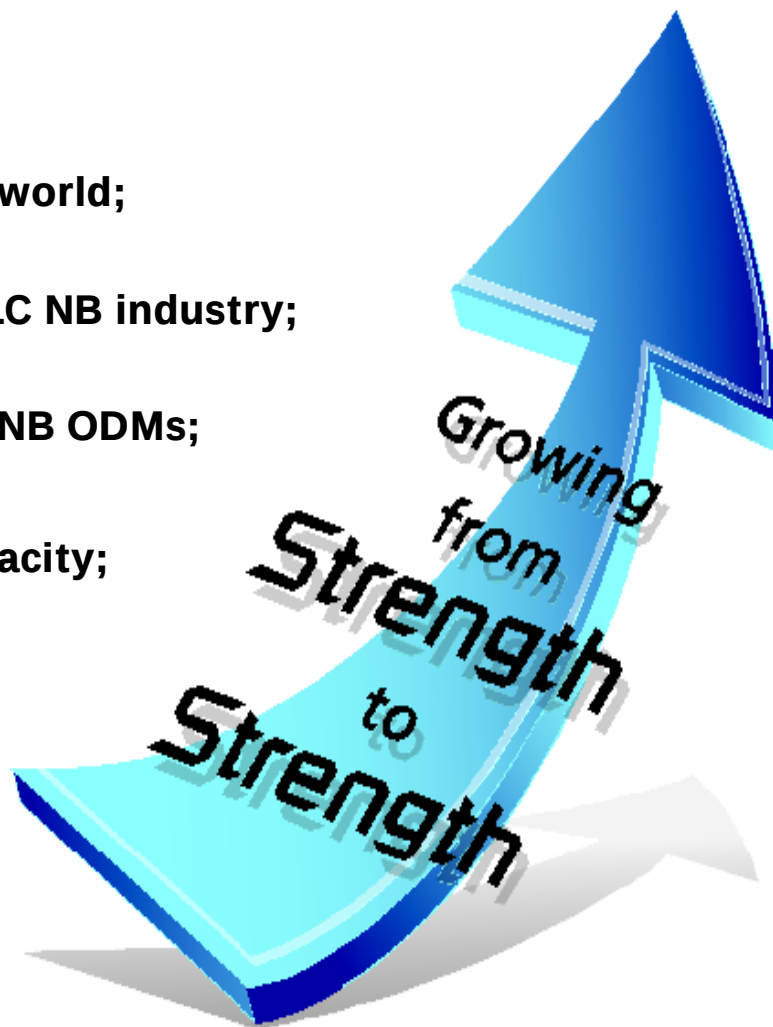
**Build HDI process to meet customers' diversification
and to enhance our profitability**

Be the largest ULC NB PCB supplier in the world

Investment Highlights

Investment Highlights

- Proven record for rapid growing;
- A leading position of NB PCB in the world;
- Well positioned to take off in the ULC NB industry;
- Strong partnership with worldwide NB ODMs;
- Solid plan to expand production capacity;
- Outstanding engineering and manufacturing capability;
- Strategic location in Eastern China;
- First Class management team;



Thank You.

中文補充說明

瀚宇博德 公司簡介

2008/06

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- 市場地位
- 公司概况
- 經營分析
- 財務分析
- 未來計劃
- 投資亮點

市場地位

**HSB為全球最大的NB PCB
供應商，2007年的全球市佔率
已達40%。**

2007全球前二十大PCB製造商

<u>Unit: Million USD</u>	<u>Makers</u>	<u>Nationality</u>	<u>2007</u>	<u>2006</u>	<u>2005</u>	<u>2004</u>
1	Ibiden	Japan	1,820 (1)	1,783 (1)	1,444 (1)	1,226 (1)
2	UMTC	Taiwan	1,550 (2)	1,250 (2)	930 (6)	767 (5)
3	Nippon Mektron	Japan	1,530 (3)	1,174 (4)	1,135 (2)	1,205 (2)
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19	Hannstar	Taiwan	570 (19)	400 (27)	261 (38)	163 (63)
20	WUS PCB Group	Taiwan	558 (20)	580 (16)	454 (19)	496 (15)

Source: Prismark & N.T. Information; () : Ranking in that year

公司概況

里程碑

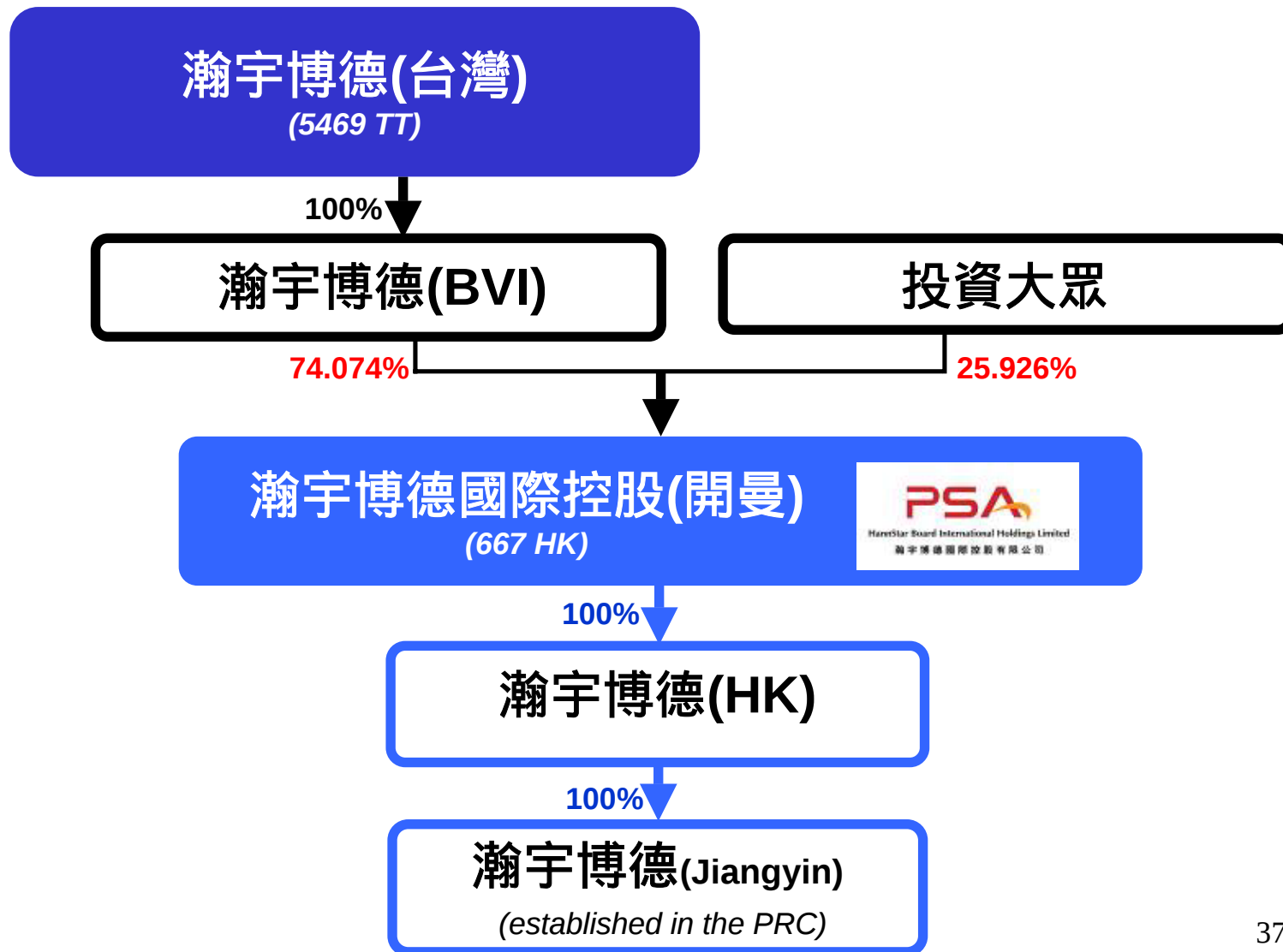
- 1989年創立
- 1998年由華新集團收購並更名為瀚宇博德
- 2003年於台灣上市
- 2003年江陰廠開始量產
- 2006年瀚宇博德國際控股於香港上市

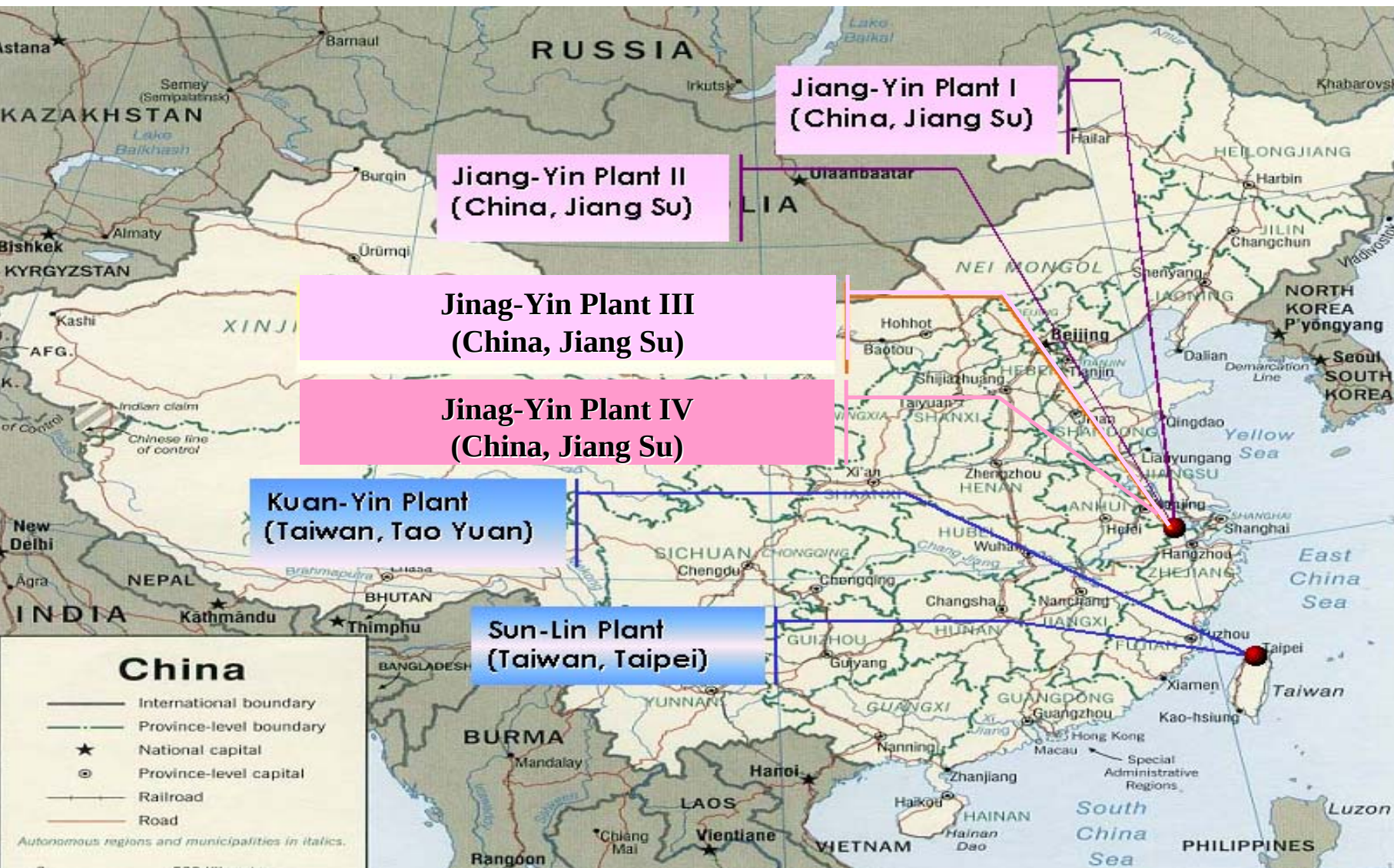
月產能

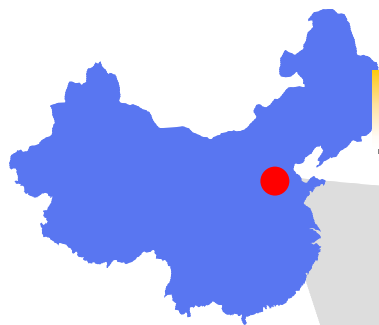
- PCB：台灣50萬平方英呎
江陰405萬平方英呎 → 465萬平方英呎(Q3'08)
- HDI：江陰5萬平方英呎 → 10萬平方英呎(Q3'08)

員工

- 台灣：1,000人
- 江陰：7,500人 → 8,500人(Q3'08)







常熟:

Taiwan Union Tech: CCL, PP

蘇洲:

Chang Chun Group: CF
Furukawa Circuit Foil: CF
OHE: Phosphor copper ball

江陰

HannStar Board Int'l (HBI)



無錫:

Jetchem: Chemicals
ITEQ: CCL, PP
Grace Electronic: CCL, PP

昆山:

Nanya Electronic: CCL, PP
Elite Material: CCL, PP
Sheng Ya: Solder mask
Eternal: Dry film



昆山



上海:

Tamura: Solder mask
Rohm and Hass: Chemicals

上海

Inventec

蘇洲

ASUS

松江



○ 主要客戶

● 主要供應商

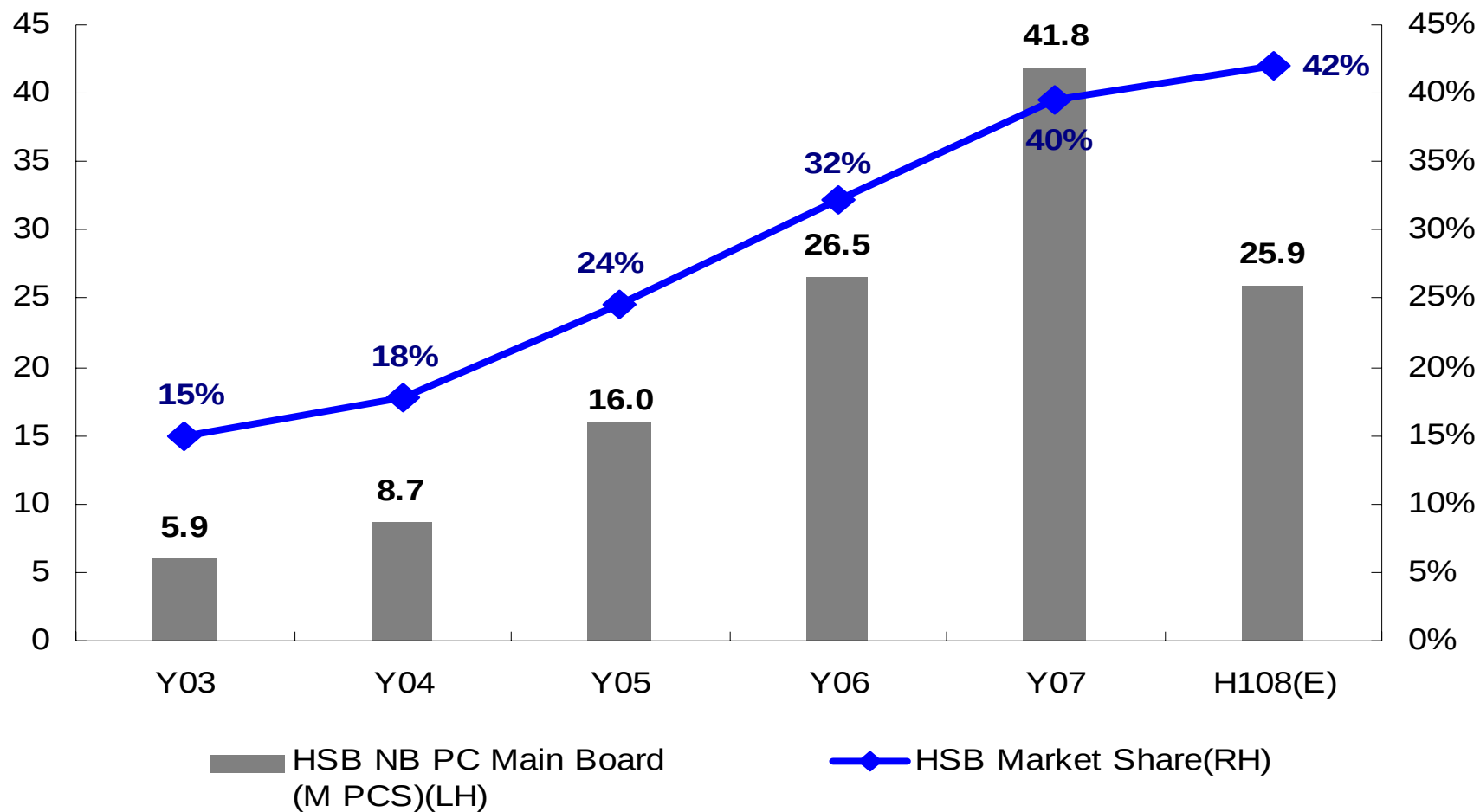
CCL: 銅箔基板

CF: 銅箔

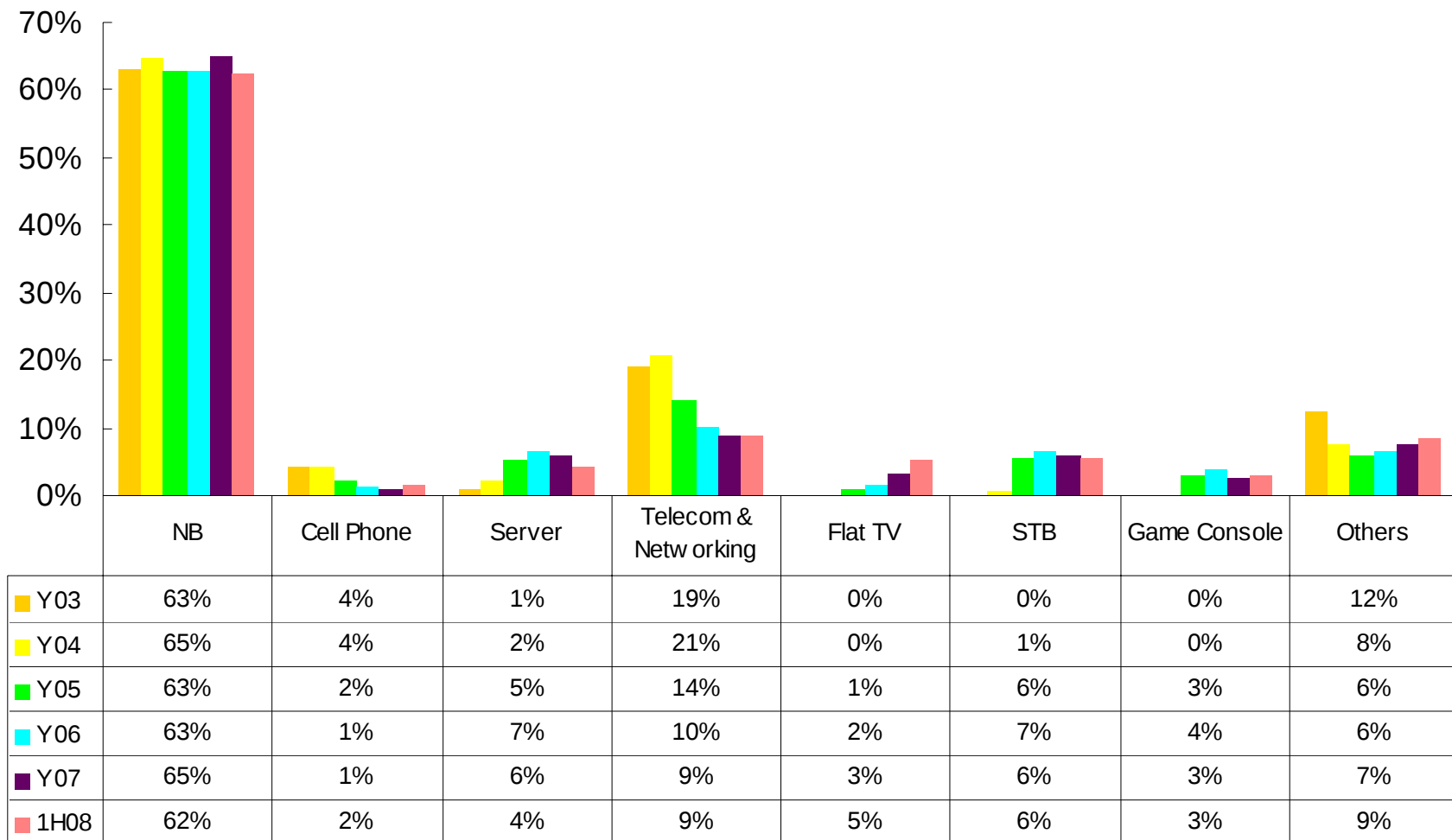
PP: 膠片

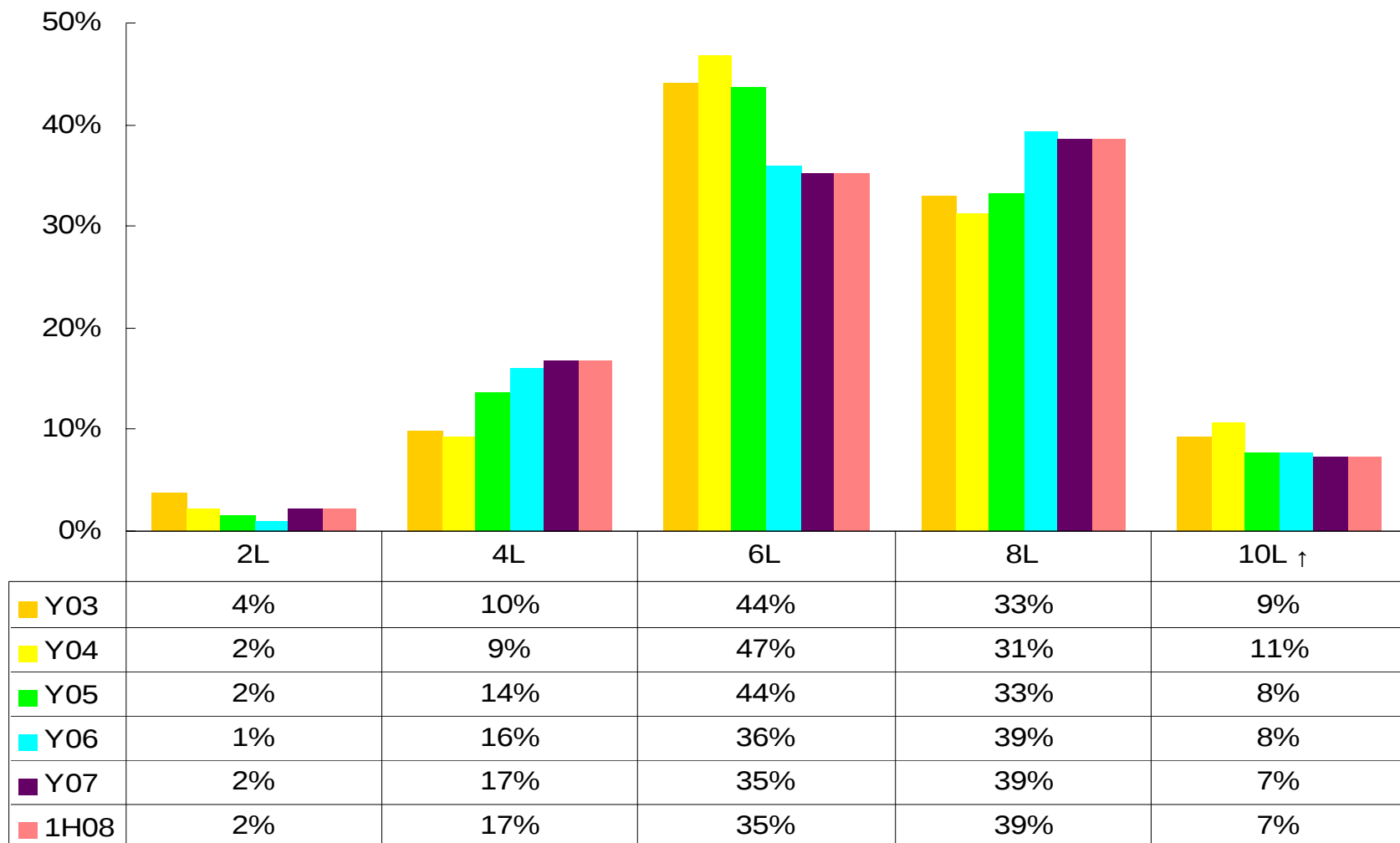
營運分析

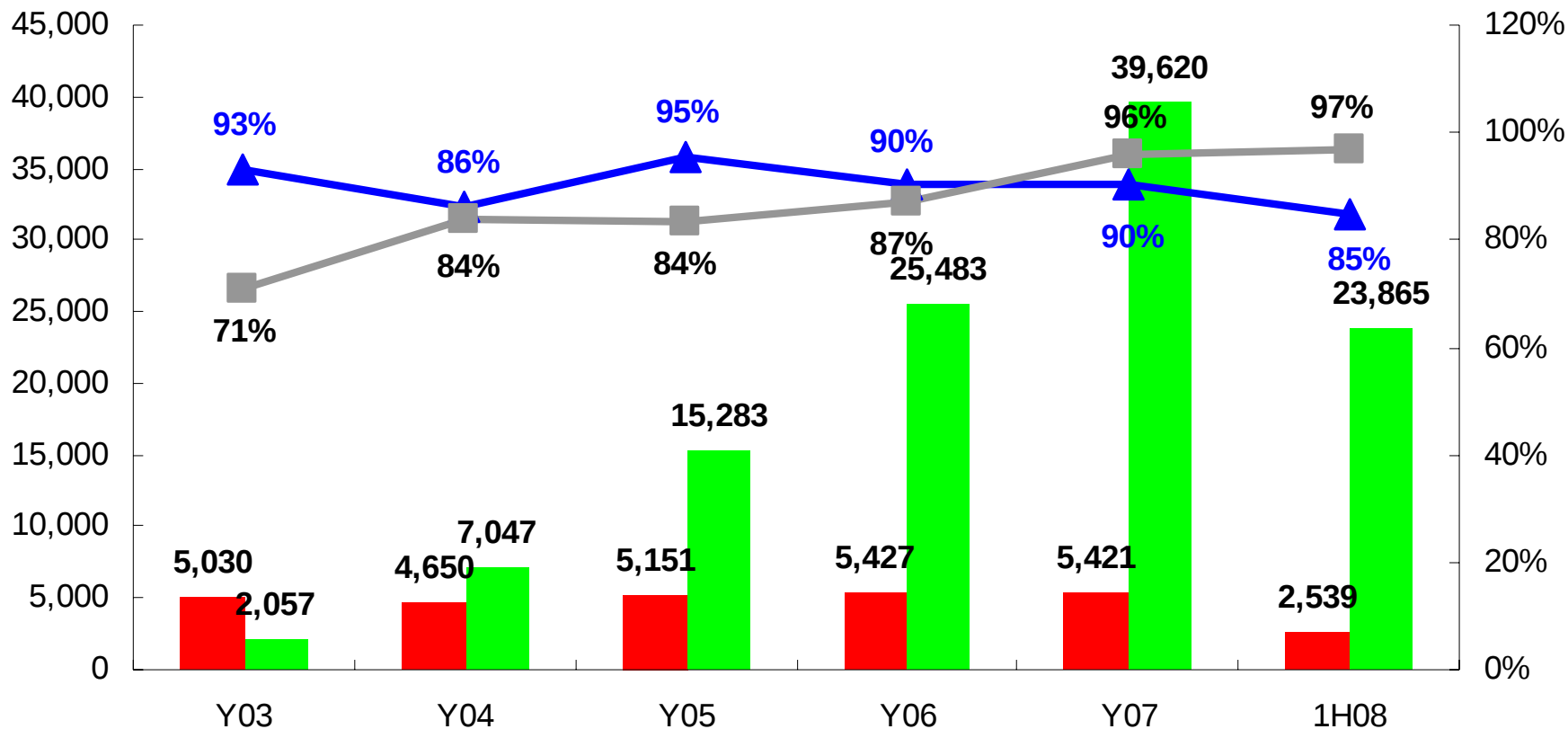
NB PCB全球市佔率



Source: IDC 2008/Q2 & HSB







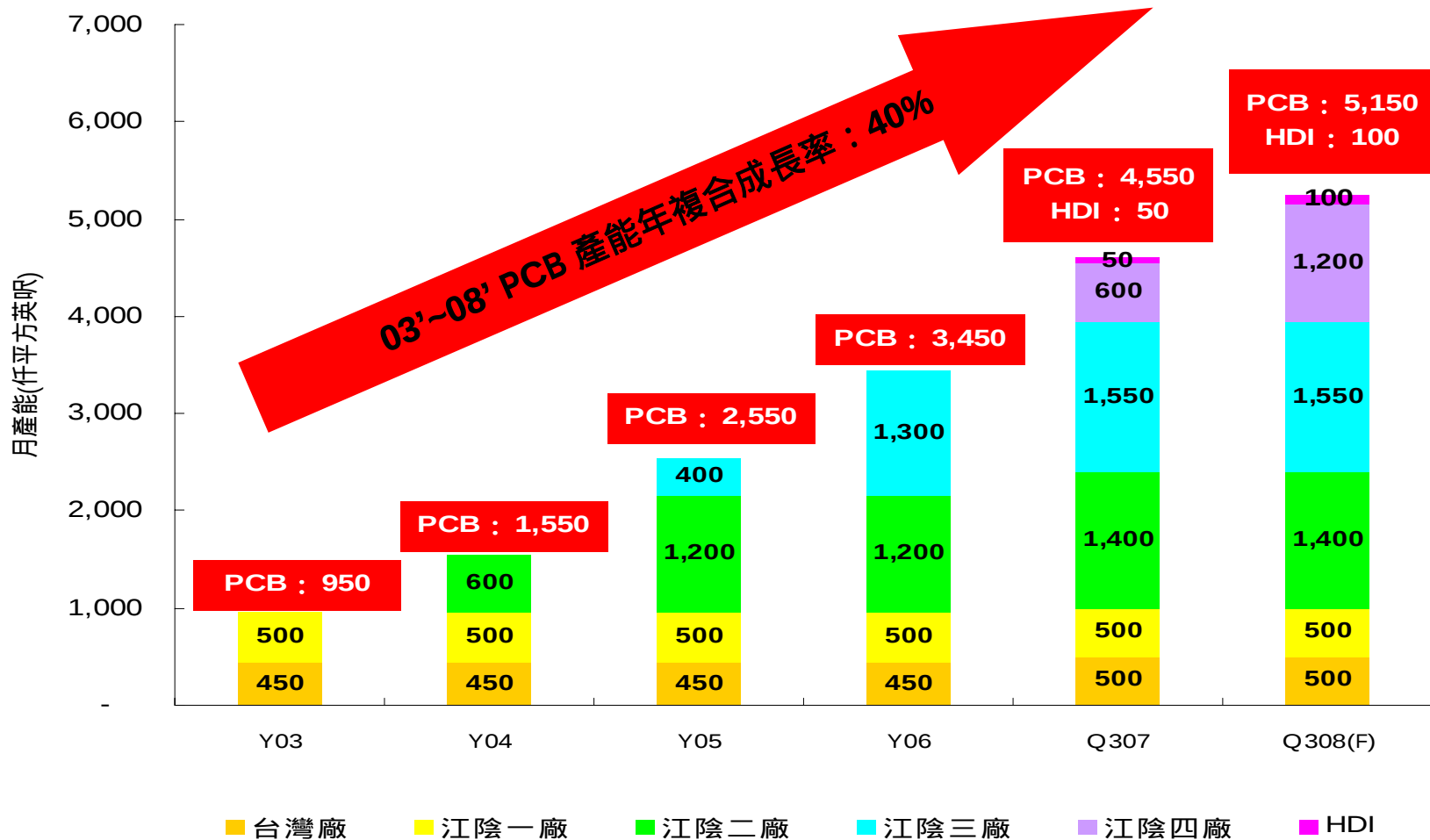
■ 台灣區生產面積(千平方英尺)(左軸)

■ 大陸區生產面積(千平方英尺)(右軸)

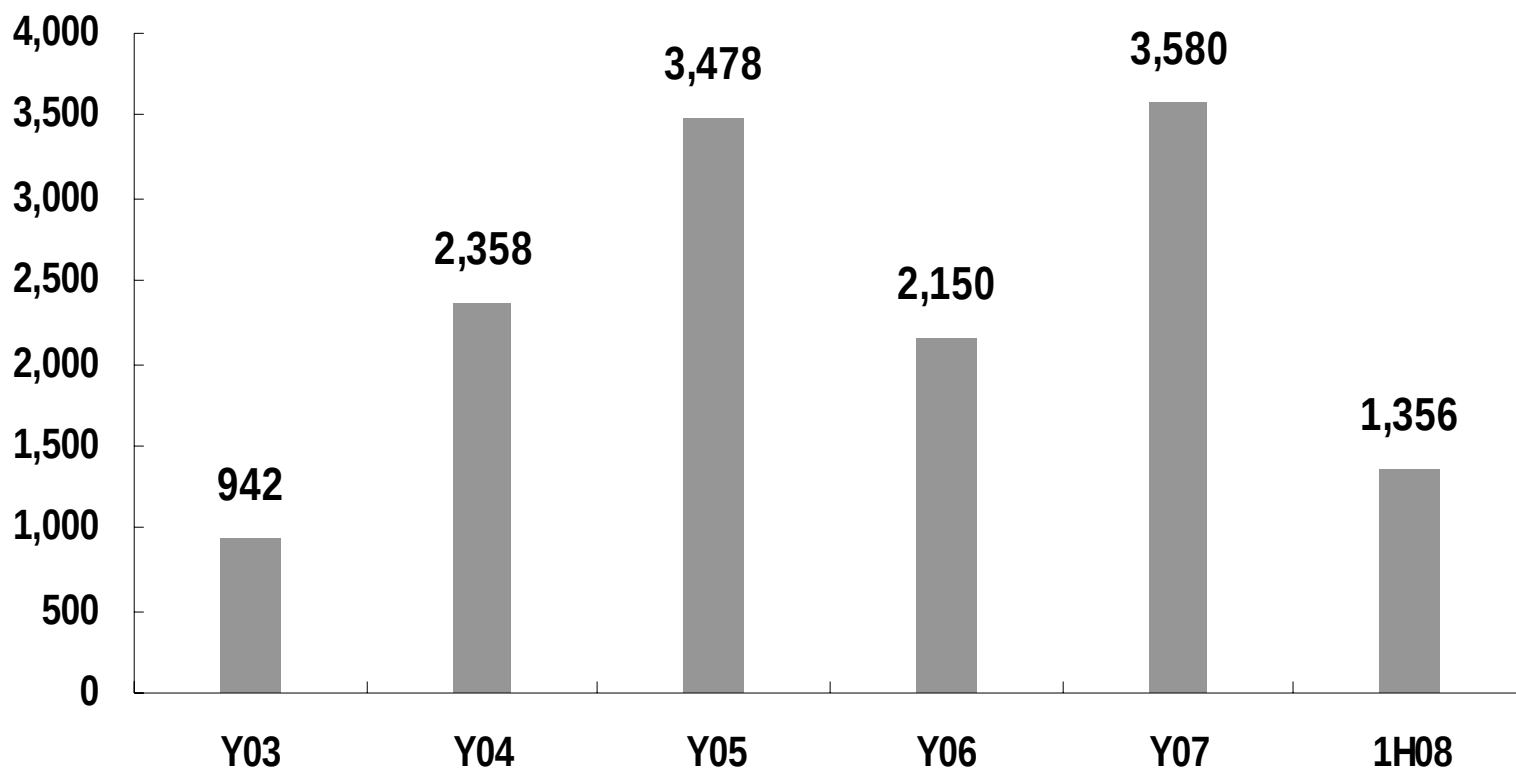
▲ 台灣區產能利用率(左軸)

■ 大陸區產能利用率(右軸)

產能擴充計劃



新台幣百萬元



財務分析

損益分析(1/3)

新台幣仟元	Y03	Y04	Y05	Y06	Y07	1H08
營業收入	3,446,326	5,228,966	8,309,550	13,085,281	18,459,371	10,339,865
毛利	653,570	1,094,461	1,508,838	2,237,945	2,728,192	1,504,317
營業費用	(264,310)	(411,135)	(689,660)	(875,026)	(1,128,213)	(713,831)
營業利益	389,260	683,326	819,178	1,362,919	1,599,979	790,486
淨營業外收益 (損失)	(87,357)	(52,786)	(50,632)	(342,255)	290,175	65,154
稅前利益	301,903	630,540	768,546	1,020,664	1,890,154	855,640
所得稅	(27,800)	(26,690)	(9,491)	(79,680)	(49,071)	(305,388)
會計原則變動影響數	0	0	0	4,234	0	0
合併總純益	274,103	603,850	759,055	945,218	1,841,083	550,252
歸屬少數股權純益	0	0	0	93,769	487,137	201,849
歸屬母公司股東純益	274,103	603,850	759,055	851,449	1,353,946	348,403
每股盈餘	2.55	4.18	3.27	3.03	4.09	1.05
	Y03	Y04	Y05	Y06	Y07	1H08
毛利率	19.0%	20.9%	18.2%	17.1%	14.8%	14.5%
營業費用率	-7.7%	-7.9%	-8.3%	-6.7%	-6.1%	-6.9%
營業利益率	11.3%	13.1%	9.9%	10.4%	8.7%	7.6%
稅前利益率	8.8%	12.1%	9.2%	7.8%	10.2%	8.3%
淨利率	8.0%	11.5%	9.1%	7.2%	10.0%	5.3%
淨利率(歸屬母公司股東純益)	8.0%	11.5%	9.1%	6.5%	7.3%	3.4%

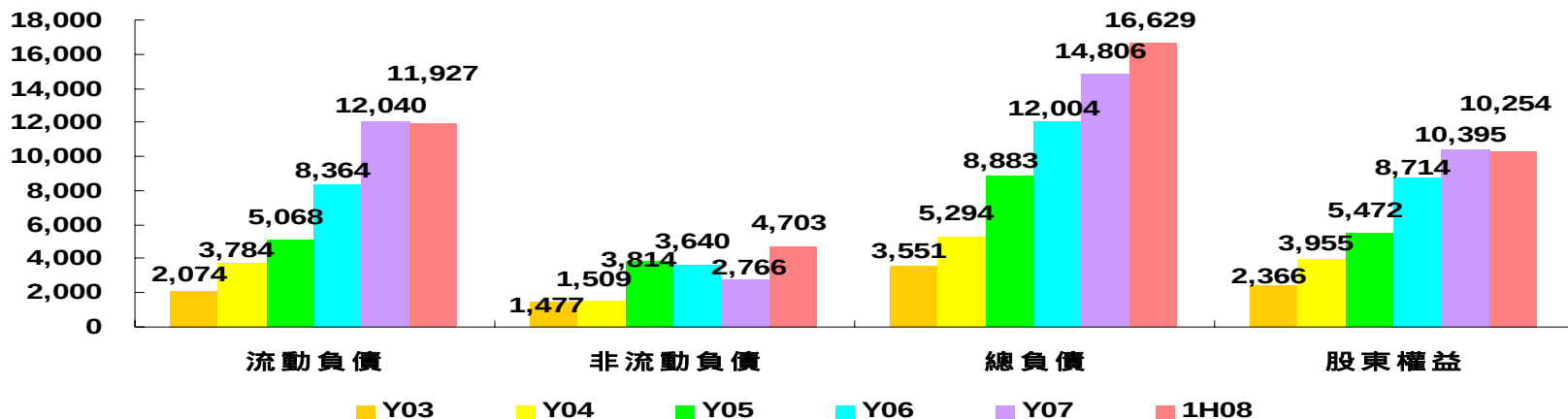
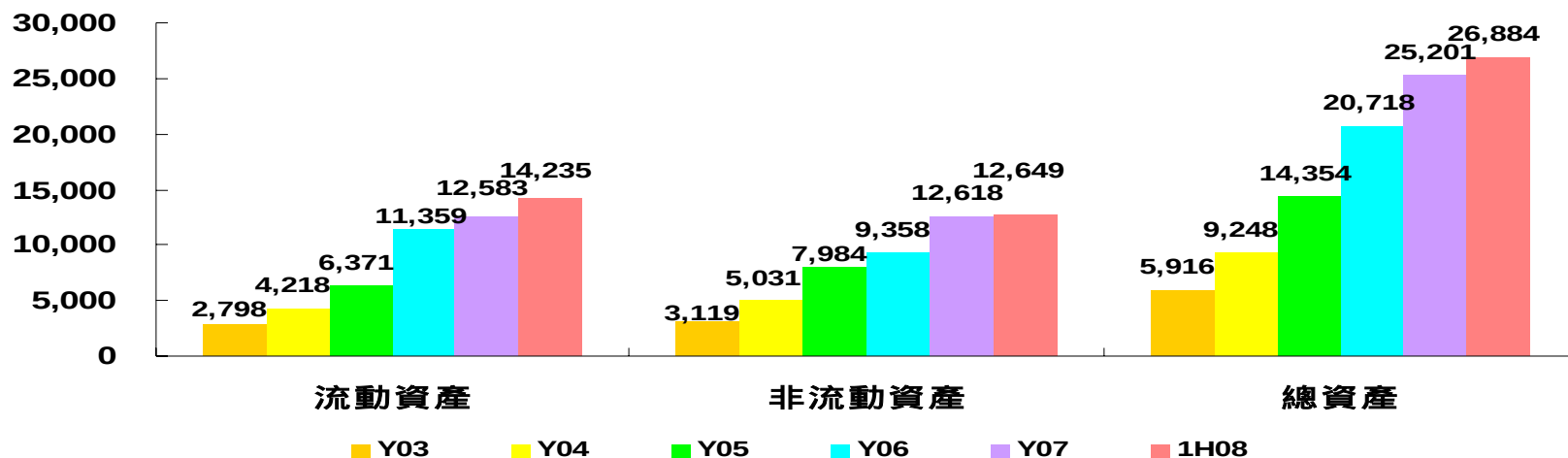
損益分析(2/3)

台幣：百萬元	1H07	%	1H08	%	YOY%
營業收入	7,944	100.00	10,340	100.00	30.16
營業成本	6,724	84.64	8,836	85.45	31.40
營業毛利	1,220	15.35	1,504	14.54	23.32
營業費用	533	6.70	714	6.90	33.97
營業淨利	687	8.64	790	7.64	15.06
利息收入	81	1.02	35	0.34	(56.57)
處分固定資產利益	0	0.00	1	0.01	1217.20
兌換利益	83	1.04	178	1.72	114.07
出售下腳及廢料收入	68	0.85	160	1.54	135.40
存貨跌價回升利益	51	0.63	15	0.14	(70.35)
金融資產評價利益	69	0.86	68	0.66	(0.38)
什項收入	2	0.01	4	0.03	156.01
營業外收入合計	353	4.44	462	4.46	30.75
利息費用	202	2.53	205	1.98	1.49
處分固定資產損失	3	0.03	18	0.17	615.43
閒置資產折舊	3	0.03	82	0.79	2803.92
什項支出	97	1.22	92	0.88	(5.54)
營業外支出合計	304	3.82	397	3.83	30.43
淨營業外收入及支出	49	0.62	65	0.63	32.72
繼續營業單位稅前淨利	736	9.26	856	8.27	16.24
所得稅費用	(43)	(0.53)	(305)	(2.95)	618.29
繼續營業單位淨利	694	8.73	550	5.32	(20.67)
淨利分配：					
少數股權損益	201	2.53	202	1.95	0.26
母公司淨損益	492	6.19	348	3.36	(29.22)
稀釋每股盈餘	1.48		1.05		

損益分析(3/3)

台幣：百萬元

	1Q08	%	2Q08	%	QOQ%
營業收入	5,063	100.00	5,277	100.00	4.24
營業成本	4,387	86.65	4,449	84.30	1.42
營業毛利	676	13.35	828	15.70	22.54
營業費用	384	7.58	330	6.25	(14.07)
營業淨利	292	5.77	498	9.44	70.66
利息收入	15	0.29	20	0.39	36.49
處分固定資產利益	0	0.00	1	0.02	484.36
兌換利益	115	2.28	63	1.19	(45.52)
出售下腳及廢料收入	57	1.13	102	1.94	78.00
存貨跌價回升利益	0	0.00	15	0.28	
金融資產評價利益	153	3.02	(84)	(1.60)	(155.30)
什項收入	2	0.04	2	0.04	7.92
營業外收入合計	343	6.77	119	2.26	(65.22)
利息費用	111	2.19	94	1.78	(15.00)
處分固定資產損失	16	0.32	1	0.03	(91.13)
存貨跌價及呆滯損失	1	0.02	(1)	(0.02)	(200.00)
閒置資產折舊	45	0.89	38	0.71	(16.34)
什項支出	59	1.16	33	0.62	(43.90)
營業外支出合計	232	4.58	165	3.13	(28.81)
淨營業外收入及支出	111	2.19	(46)	(0.87)	(141.26)
繼續營業單位稅前淨利	403	7.96	453	8.58	12.33
所得稅費用	(102)	(2.01)	(204)	(3.86)	100.74
繼續營業單位淨利	301	5.95	249	4.71	(17.46)
淨利分配：					
少數股權損益	108	2.13	94	1.78	(13.20)
母公司淨損益	193	3.82	155	2.94	(19.84)
稀釋每股盈餘	0.58		0.47		



現金流量分析

(新台幣百萬元)	Y03	Y04	Y05	Y06	Y07	1H08
營業活動的現金流量	359	1,411	661	(303)	3,318	1,359
投資活動的現金流量	(917)	(2,091)	(3,356)	(2,236)	(4,016)	(1,346)
融資活動的現金流量	1,083	1,788	2,787	3,496	1,058	1,915
匯率影響數	20	(89)	(96)	(72)	(659)	(295)
淨現金流量	546	1,019	(5)	884	(298)	1,632
期初現金及約當現金	176	722	1,741	1,763	2,648	2,350
期末現金及約當現金	722	1,741	1,736	2,648	2,350	3,983

未來計劃

維持在全球筆記型電腦用板領域的領導地位

與全球筆記型電腦ODM保持長期伙伴關係

持續擴充以實現對客戶的承諾

建置HDI製程以滿足客戶多角化的需求並提昇公司獲利率

成為最大的超低價電腦用板供應商

投資亮點

- 快速成長;
- 在全球筆記型電腦用板領域的領導地位;
- 在超低價電腦領域的良好起跑點;
- 與 NB ODMs的強有力伙伴關係;
- 堅實的擴充計劃;
- 優越的工程及製造能力;
- 在華東的策略生產基地;
- 一流的管理團隊;



謝謝.