Introduction of HannStar Board

2010/03

Contents

- Market Position
- Company Overview
- Business Analysis
- Financial Analysis
- Core Competence
- Future Plans

Market Position

2008 WW Top 20 PCB Makers

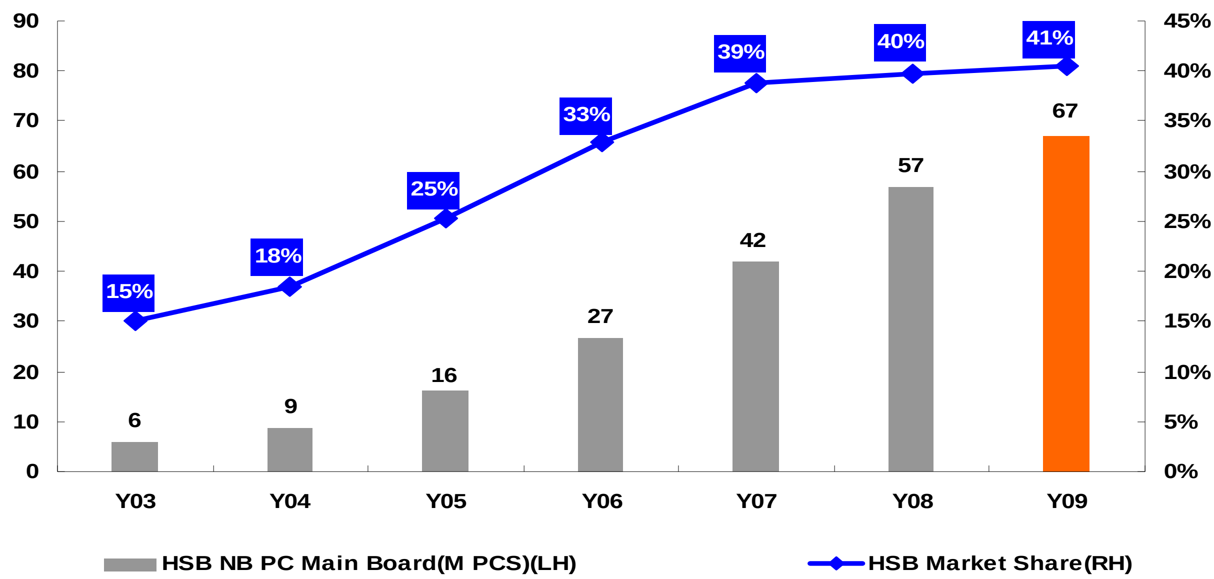
Ranking 2008	Makers	Nationality	Ranking 2007	Ranking 2006	Ranking 2005	Ranking 2004	Revenue (US$ Million) 2008	2007	2006	2005	2004
1	Nippon Mektron	Japan	3	4	2	2	1,790	1,555	1,174	1,135	1,205
2	Ibiden	Japan	1	1	1	1	1,750	1,820	1,783	1,444	1,226
3	UMTC	Taiwan	2	2	6	5	1,550	1,540	1,250	930	767
4	SEMCO	Korea	4	3	5	4	1,235	1,280	1,187	1,034	850
5	CMK	Japan	6	5	3	3	1,205	1,185	1,115	1,036	1,105
6	Nan Ya	Taiwan	5	6	7	10	1,190	1,180	1,099	839	565
7	Tripod	Taiwan	8	12	16	28	965	830	632	466	302
8	Kingboard	HK	7	8	9	8	950	980	760	694	600
9	Fujikura	Japan	9	13	11	12	850	820	626	623	540
10	Young poong	Korea	12	19	8	40	845	790	535	700	220
11	Flextronics-Multek	US	11	10	12	13	810	780	695	625	535
12	Shinko	Japan	10	7	4	6	780	795	1,037	967	715
13	Compeq	Taiwan	15	9	13	14	740	640	732	606	513
14	Meiko	Japan	16	20	23	25	735	610	516	367	335
15	AT&S	Europe	13	15	20	18	670	675	584	440	432
16	Meadville Group	HK	23	34	35	31	665	520	350	268	260
17	Hannstar	Taiwan	19	27	38	63	660	565	400	261	163
18	LG Electronics	Korea	14	17	15	19	635	630	574	486	410
19	TTM	US	18	18	27	21	590	580	565	500	375
20	Gold Circuit	Taiwan	17	23	24	22	590	615	480	365	353

Source: Prismark & N,T. Information & TPCA

Market Position

HSB is the largest global provider of PCBs for the notebook industry, with 41% market share in 2009.

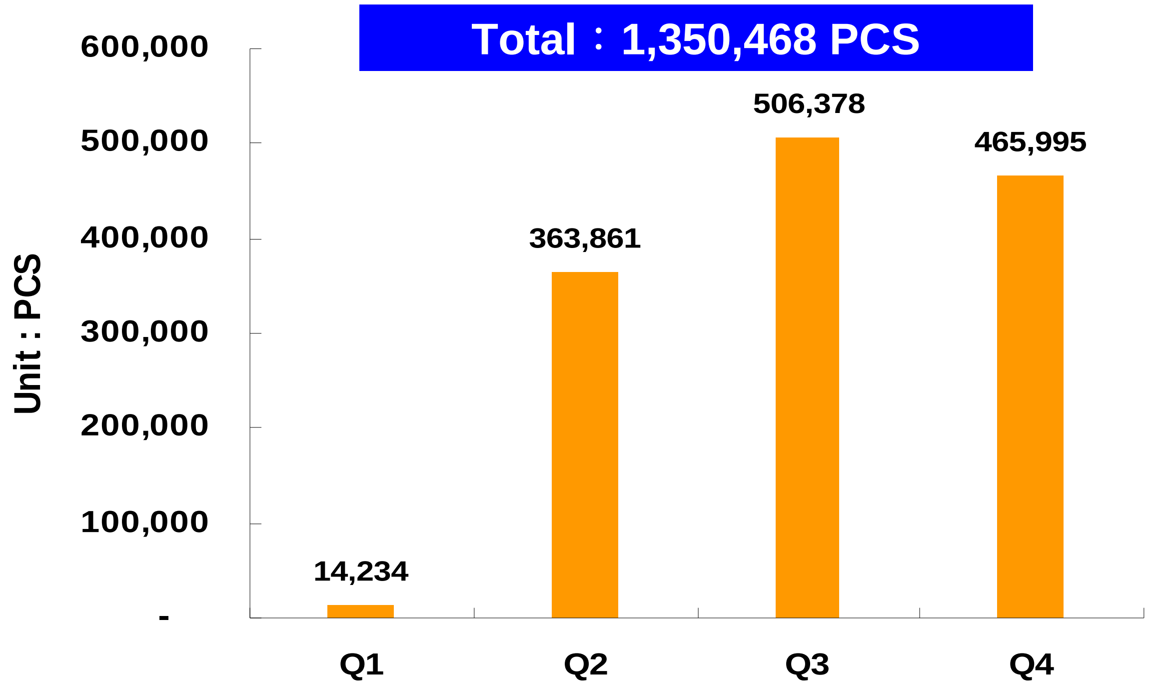
Market Share of NB PCB



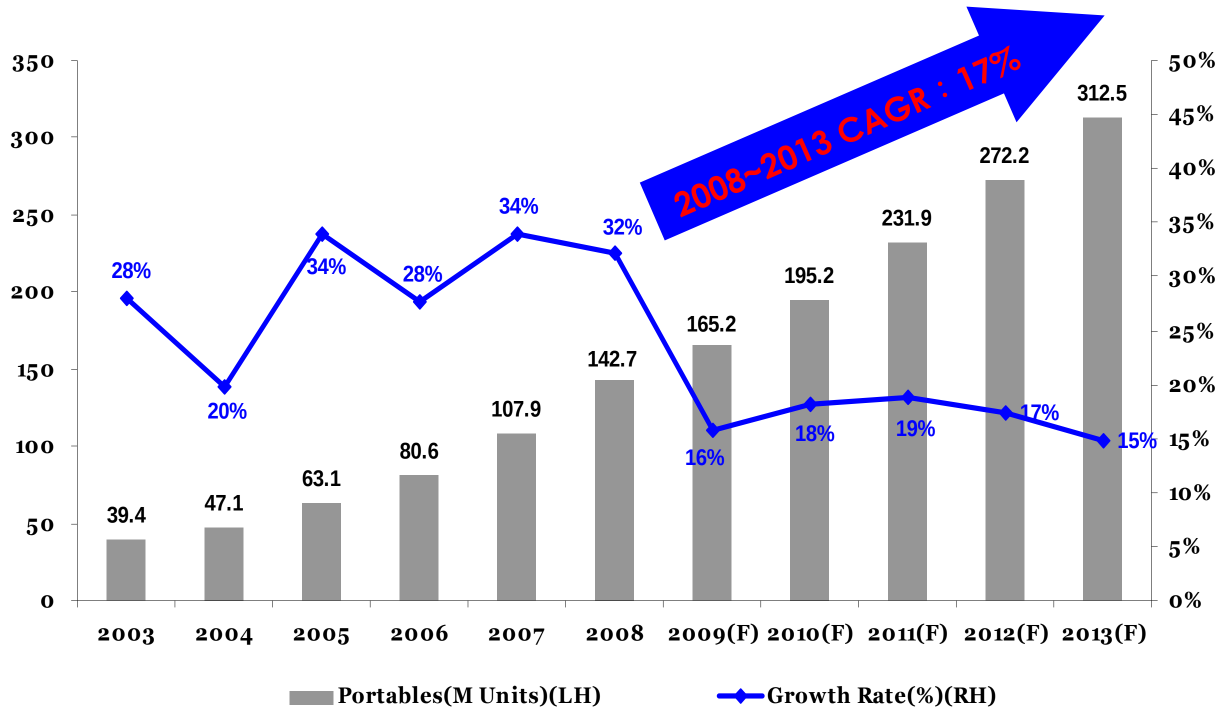
WW NB Shipments (M unit)	Y03	Y04	Y05	Y06	Y07	Y08	Y09
	39.4	47.1	63.1	80.6	107.9	142.7	165.2

Source: IDC 2010/01 & HSB

2009 HSB HDI NB Shipment



Worldwide Shipments of NB



Source: IDC 2010/01

Company Overview

Milestone

Milestone

- Founded in 1989
- Acquired by Walsin Group in 1998 and renamed as HannStar Board Corp
- Kuanyin Facility began operation in 2000
- HSB listed on OTC in 2001
- Transferred to list on TSE in 2003
- Jiangyin Facility began operation in 2003
- HBI listed on HKEx in 2006
- Became the largest global provider of NB PCBs in 2006
- The market share of NB PCBs was above 40% in 2008

Shareholding Structure

HannStar Board
(incorpated in Taiwan)
(5469 TT)

↓ 100%

HannStar BVI
(incorporated in the British Virgin Islands) — 74.99%

Public Shareholders — 25.01%

↓

HannStar Board Int'l
(incorporated in the Cayman Islands)
(667 HK)

↓ 100%

HannStar Hong Kong
(incorporated in Hong Kong)

↓ 100%

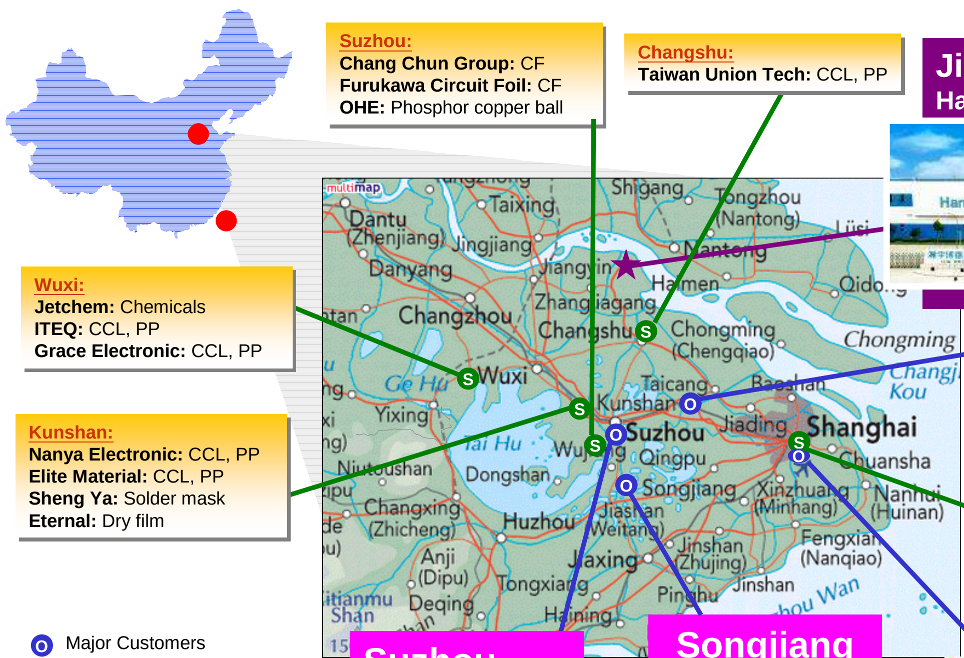
HannStar Jiangyin
(established in the PRC)

Strategic Location

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

Changshu:
Taiwan Union Tech: CCL, PP

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

Suzhou

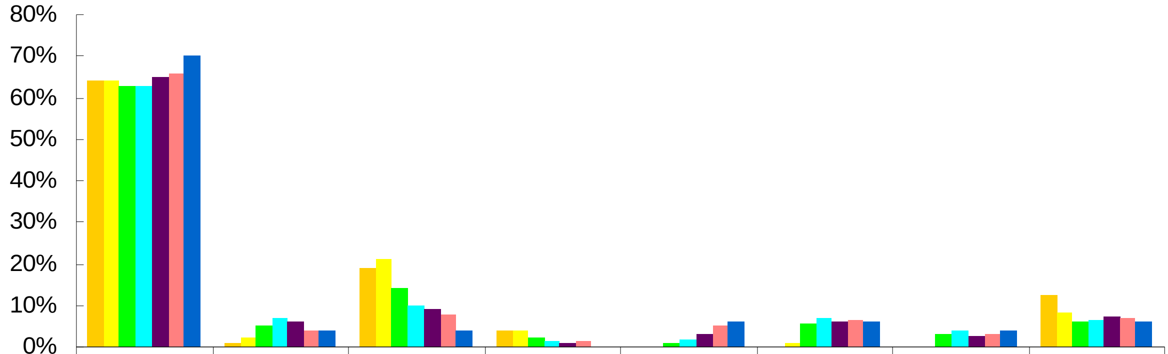
Songjiang

Shanghai

O Major Customers
S Major Suppliers
CCL : Copper Clad Laminate
CF : Copper Foil
PP : Prepreg

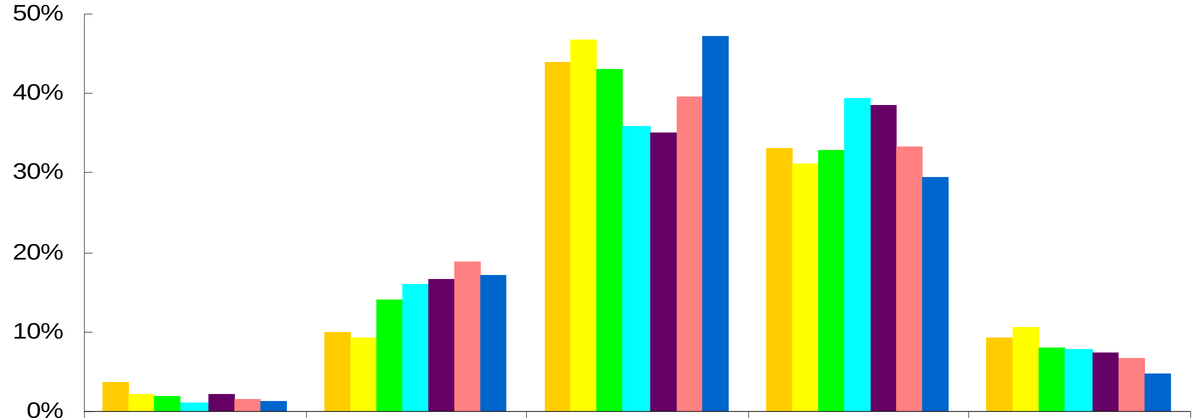
Business Analysis

Breakdown by Application



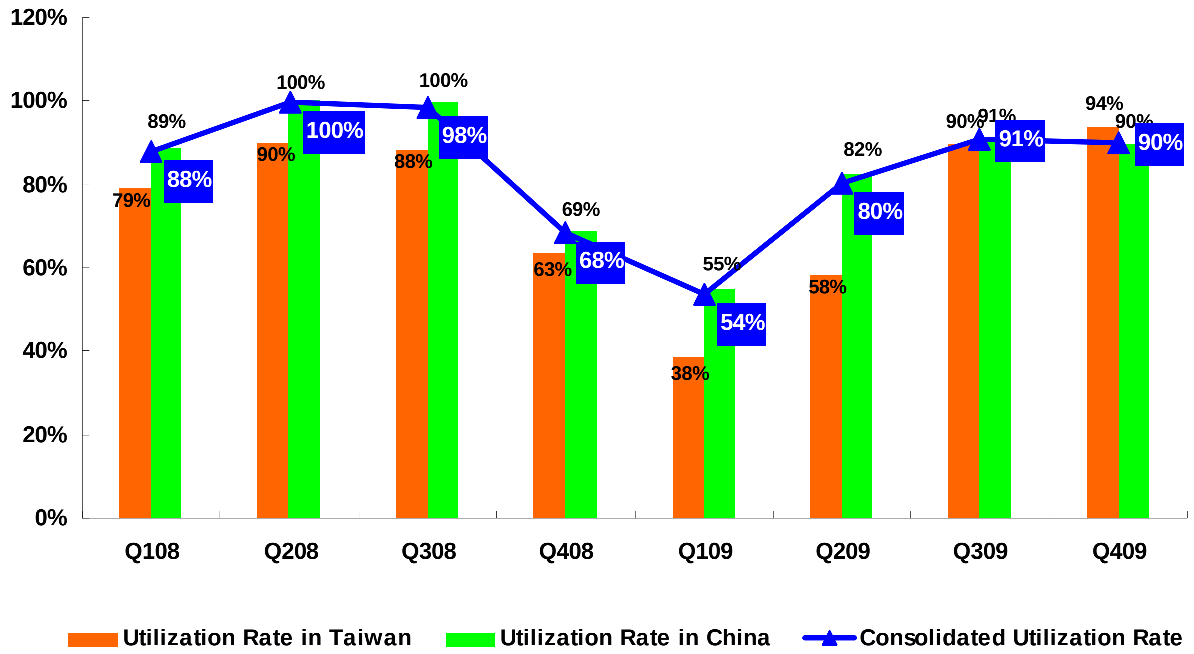
	NB	Server	Telecom & Networking	Cell Phone	Flat TV	STB	Game Console	Others
Y03	64%	1%	19%	4%	0%	0%	0%	12%
Y04	64%	2%	21%	4%	0%	1%	0%	8%
Y05	63%	5%	14%	2%	1%	6%	3%	6%
Y06	63%	7%	10%	1%	2%	7%	4%	6%
Y07	65%	6%	9%	1%	3%	6%	3%	7%
Y08	66%	4%	8%	1%	5%	6%	3%	7%
Y09	70%	4%	4%	0%	6%	6%	4%	6%

Breakdown by Technology

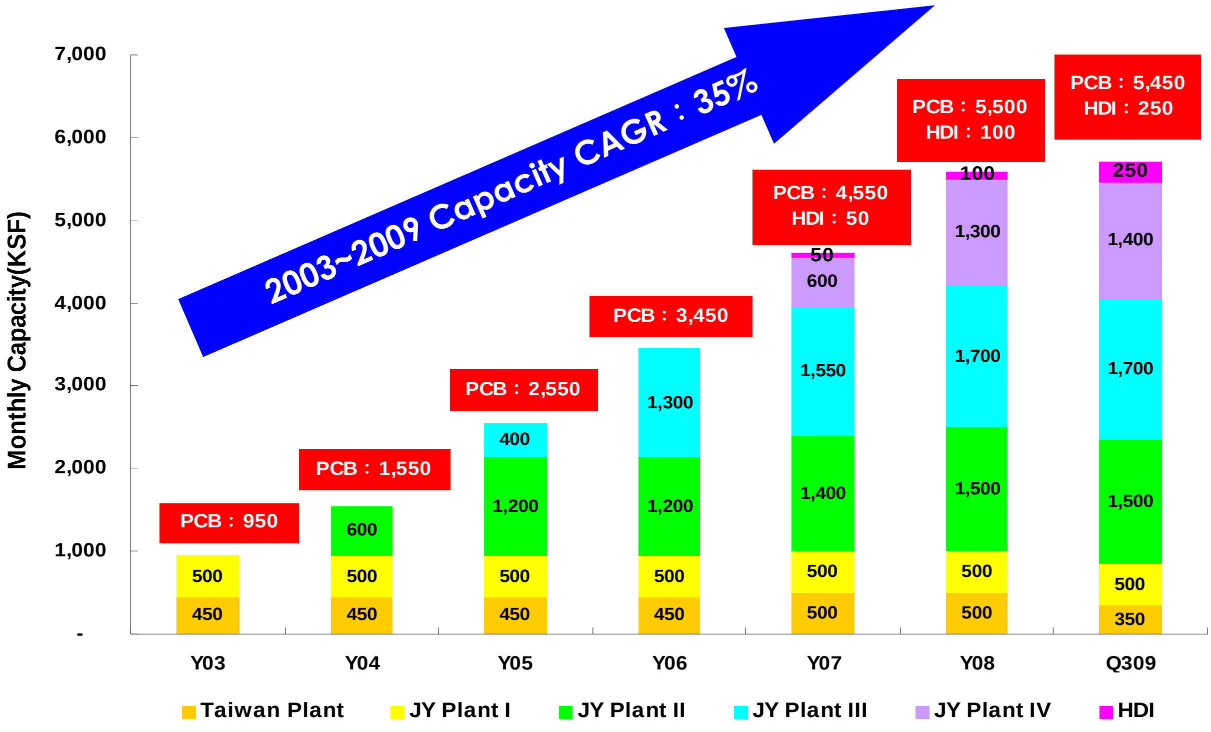


	2L	4L	6L	8L	10L ↑
Y03	4%	10%	44%	33%	9%
Y04	2%	9%	47%	31%	11%
Y05	2%	14%	43%	33%	8%
Y06	1%	16%	36%	39%	8%
Y07	2%	17%	35%	39%	7%
Y08	1%	19%	40%	33%	7%
Y09	1%	17%	47%	30%	5%

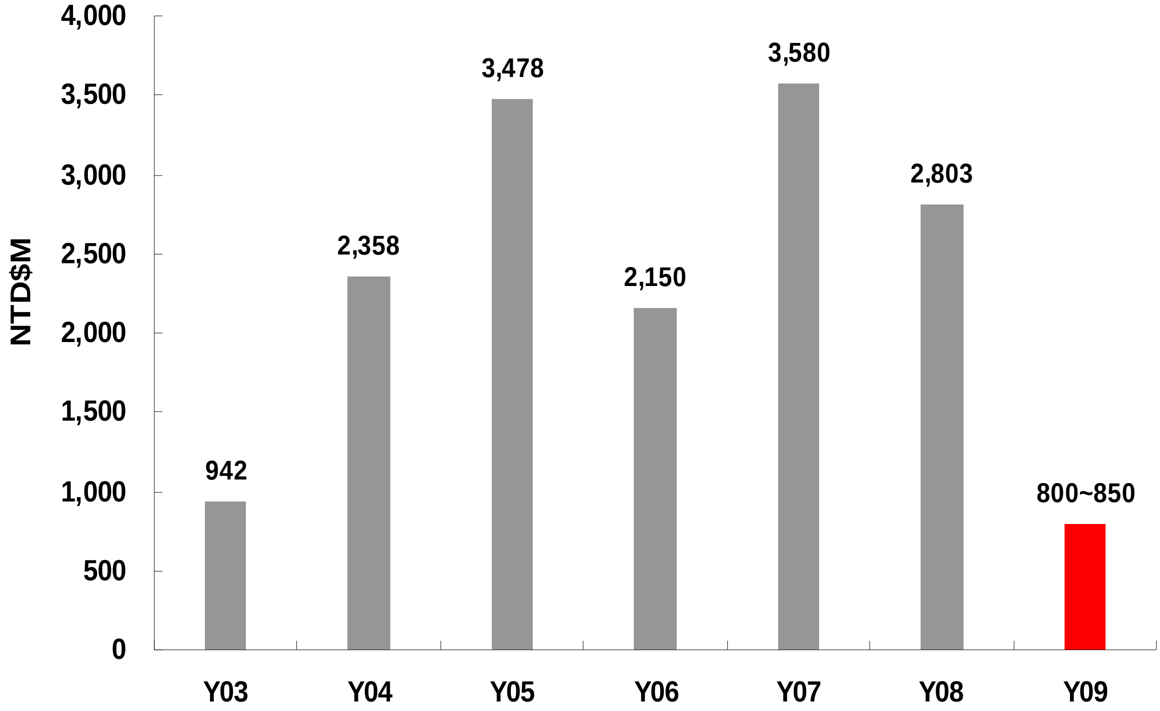
Utilization Analysis



Capacity Expansion Analysis

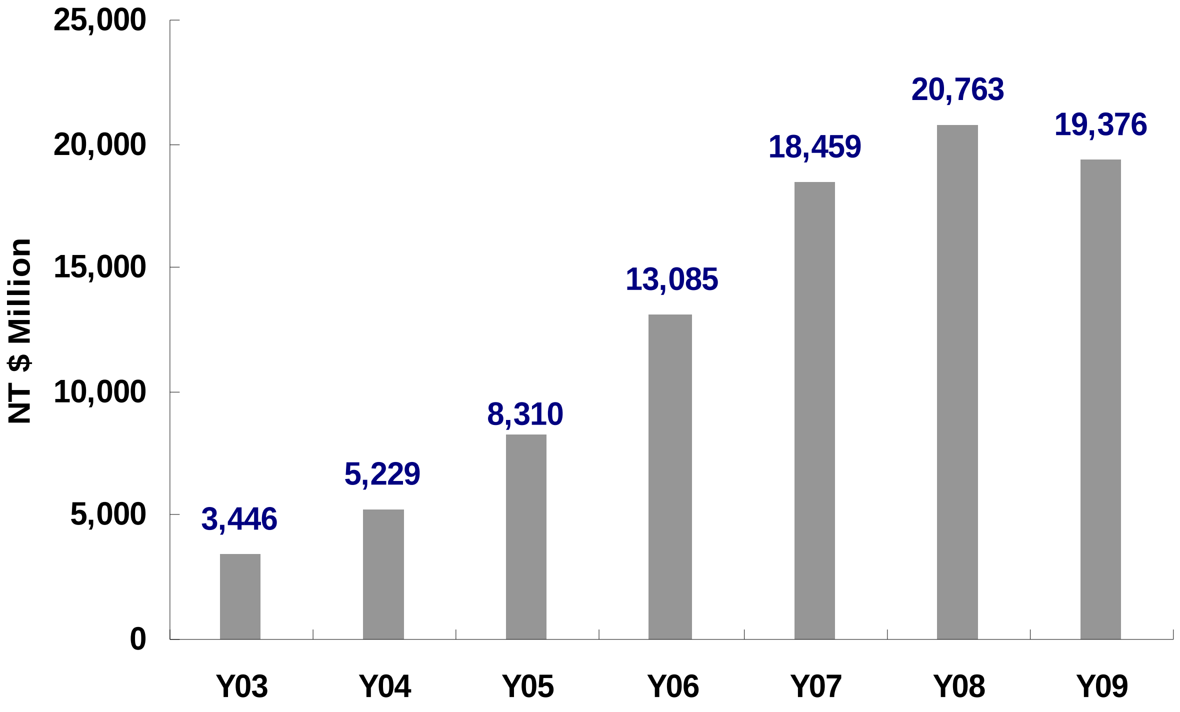


Capex Analysis



Financial Analysis

The Trend of Sales



PSA

P&L Analysis(1/2)

NT $ Million	2003	2004	2005	2006	2007	2008	1H09	1Q-3Q09
Consolidated Net Sales	3,446	5,229	8,310	13,085	18,459	20,763	8,353	13,988
Gross Profit	654	1,094	1,509	2,238	2,728	3,014	1,385	2,393
Operating Profit	389	683	819	1,363	1,600	1,596	782	1,426
Profit before Tax	302	631	769	1,021	1,890	1,409	626	1,250
Profit after Tax	274	604	759	945	1,841	997	605	1,177
Consolidated Basic EPS(NTD)(＊)	0.69	1.52	1.91	2.38	4.64	2.52	1.54	2.98
Gross Margin (%)	18.98%	20.92%	18.16%	17.10%	14.78%	14.52%	16.58%	17.11%
Operating Margin (%)	11.29%	13.06%	9.86%	10.42%	8.67%	7.69%	9.36%	10.19%
Net Margin (%)	7.95%	11.55%	9.13%	7.22%	9.97%	4.80%	7.24%	8.41%
Consolidated net income attributable to parent company	274	604	759	851	1,354	577	425	840
Basic EPS(NTD)(＊)	0.69	1.52	1.91	2.14	3.41	1.46	1.08	2.13

＊EPS have been adjusted according to current outstanding shares

PSA

P&L Analysis(2/2)

NT $ Million	1Q-3Q09	1Q-3Q08	YoY
Consolidated Net Sales	13,988	16,360	-14.5%
Gross Profit	2,393	2,769	-13.6%
Operating Profit	1,426	1,629	-12.5%
Profit before Tax	1,250	1,462	-14.5%
Profit after Tax	1,177	931	26.4%
Consolidated Basic EPS(NTD)(＊)	2.98	2.35	
Gross Margin (%)	17.11%	16.93%	
Operating Margin (%)	10.19%	9.96%	
Net Margin (%)	8.41%	5.69%	
Consolidated net income attributable to parent company	840	596	41.0%
Basic EPS(NTD)(＊)	2.13	1.50	

＊EPS have been adjusted according to current outstanding shares

Balance Sheet Analysis

NT $ Million	2003	2004	2005	2006	2007	2008	3Q09
Current Assets	2,798	4,310	6,371	11,359	12,583	12,852	12,766
Non-Current Assets	3,118	4,938	7,983	9,359	12,618	13,494	12,372
Total Assets	5,916	9,248	14,354	20,718	25,201	26,346	25,138
Current Liabilities	2,074	3,784	5,068	8,364	12,040	8,570	8,758
Non-Current Liabilities	1,476	1,510	3,814	3,640	2,766	6,520	4,408
Total Liabilities	3,550	5,294	8,882	12,004	14,806	15,090	13,166
Owners' Equities	2,366	3,954	5,472	8,714	10,395	11,256	11,972

Key Financial Ratio & Net Debt

Key Financial Ratio	2003	2004	2005	2006	2007	2008	3Q09
ROE	12%	19%	16%	13%	19%	9%	14%
ROA	6%	9%	7%	7%	9%	5%	6%
Gearing Ratio (=Total Debt/Equities)	48%	55%	90%	72%	70%	90%	64%
Net Gearing Ratio (=Net Debt/Equities)	17%	11%	58%	42%	48%	50%	37%
Debt Ratio(1) (=Total Debt/Assets)	19%	23%	34%	30%	29%	38%	31%
Debt Ratio(2) (=Liabilities/Assests)	60%	57%	62%	58%	59%	57%	52%

NT $ Million	2003	2004	2005	2006	2007	2008	3Q09
Total Debt	(1,134)	(2,170)	(4,948)	(6,288)	(7,321)	(10,140)	(7,685)
Cash & Equivalents	722	1,741	1,763	2,648	2,350	4,462	3,210
Net Debt(= Total Debt - Cash)	(412)	(429)	(3,185)	(3,640)	(4,971)	(5,678)	(4,475)

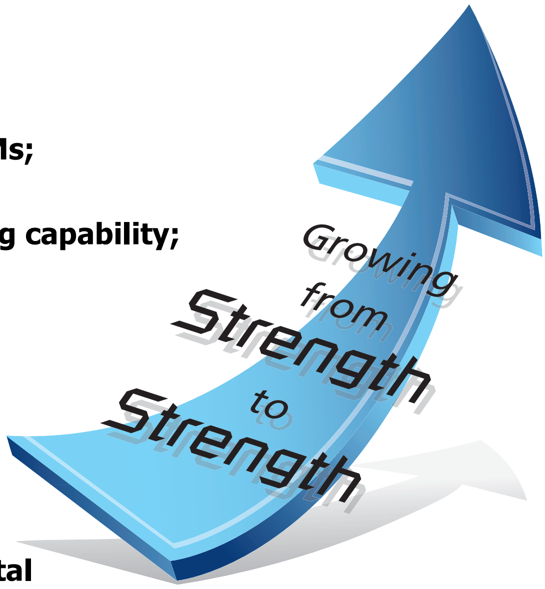
Cash Flow Analysis

NT $ Million	2003	2004	2005	2006	2007	2008	1Q-3Q09
Operating Cash Flow	359	1,411	688	(303)	3,318	2,685	2,160
Investing Cash Flow	(916)	(2,091)	(3,356)	(2,236)	(4,016)	(2,800)	(559)
Financing Cash Flow	1,083	1,788	2,786	3,496	962	1,993	(2,694)
Foreign exchange adjustments	20	(89)	(96)	(72)	(562)	234	(158)
Change in Cash Flow	546	1,019	22	885	(298)	2,112	(1,251)
At the beginning of year／period	176	722	1,741	1,763	2,648	2,350	4,462
At the end of year／period	722	1,741	1,763	2,648	2,350	4,462	3,211

Core Competence

Core Competence

- A leading position of NB PCB in the world;
- Focus on High Growth NB Market ;
- Strong partnership with worldwide NB ODMs;
- Outstanding engineering and manufacturing capability;
- Flexibility;
- Solid plan to expand production capacity;
- Economies of Scale and Cost Effectives ;
- Outstanding at Energy Saving, Environmental Management & Safety Control and Waste Recycling ;
- Professional Team and Simplified Organization Structure ;



Future Plans

Future Plans

Maintain a leading position in the global NB PCB market

Keep long-term relationships with the global NB ODMs

Continue to expand capacity to meet Customers Demand

Develop China-based Customers

Products Diversification through Technology Upgrade

瀚宇博德
公司簡介

2009/10

內容

- 市場定位
- 公司概況
- 經營分析
- 財務分析
- 核心能力
- 未來發展重點

市場地位

2008全球前二十大PCB製造商

Ranking 2008	Makers	Nationality	Ranking 2007	2006	2005	2004	Revenue (US$ Million) 2008	2007	2006	2005	2004
1	Nippon Mektron	Japan	3	4	2	2	1,790	1,555	1,174	1,135	1,205
2	Ibiden	Japan	1	1	1	1	1,750	1,820	1,783	1,444	1,226
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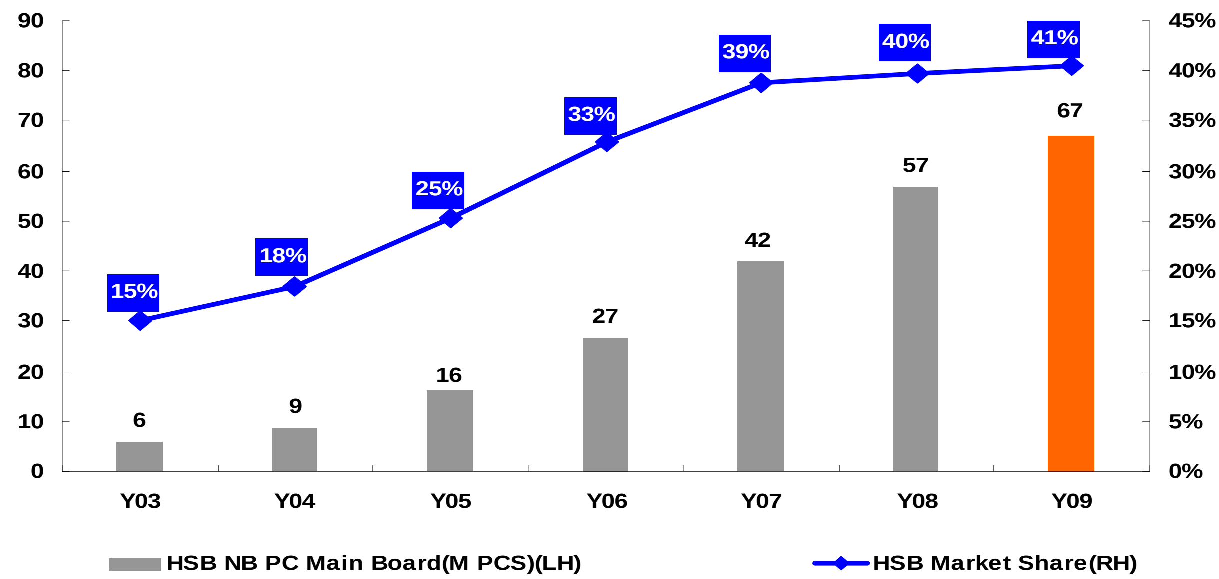
Source: Prismark & N,T. Information & TPCA

市場定位

HSB為全球最大的NB PCB供應商

2009年的全球市佔率達41%

NB PCB 全球市佔率



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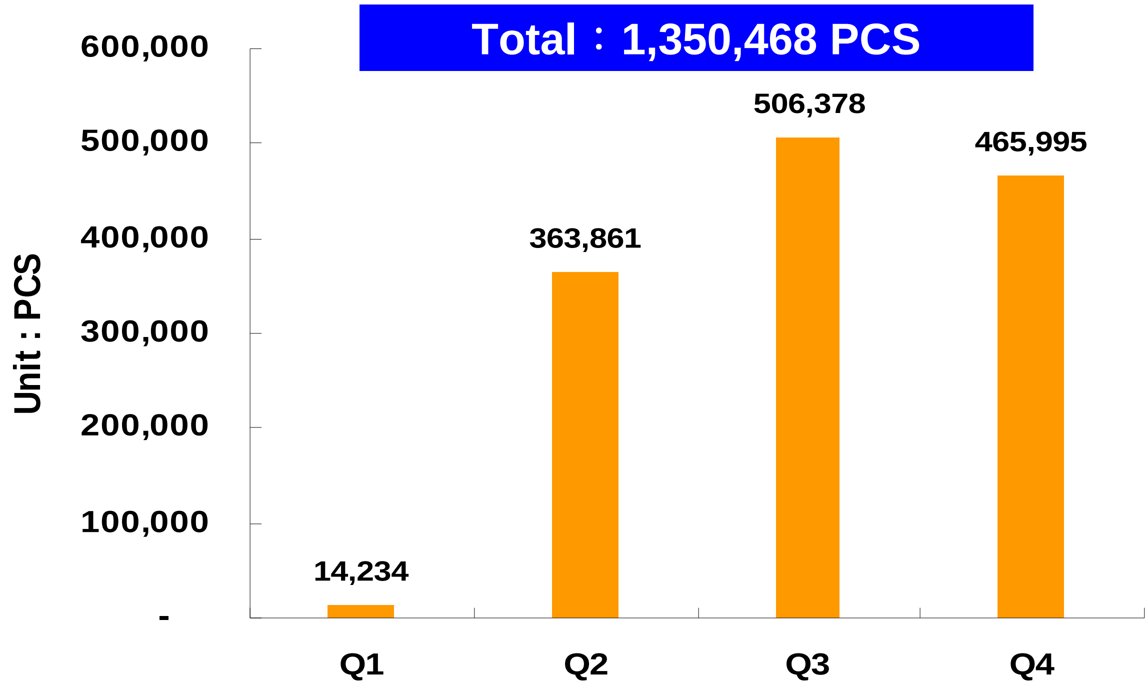
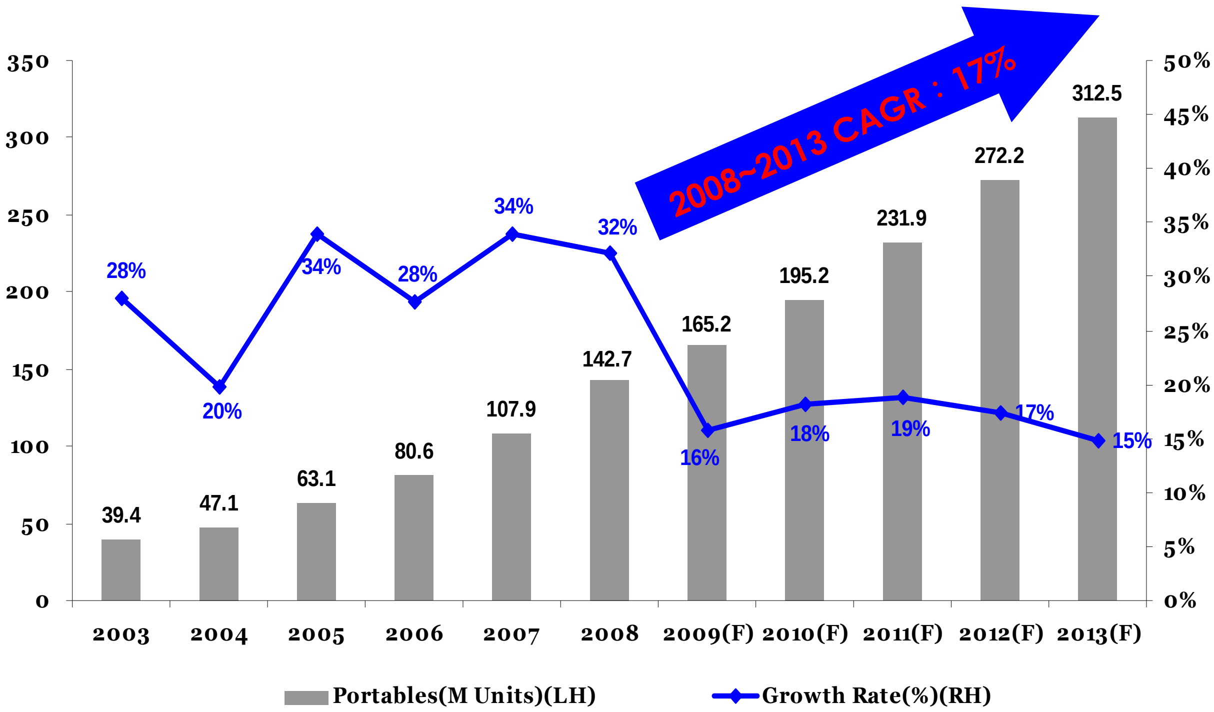
	39.4	47.1	63.1	80.6	107.9	142.7	165.2

Source: IDC 2010/01 & HSB

2009 HSB HDI NB 出貨量



全球NB(預估)出貨量



Source: IDC 2010/01

公司概況

公司里程碑

里程碑	
	- 1989年創立
	- 1998年由華新集團收購並更名為瀚宇博德
	- 2000年台灣觀音廠開始量產
	- 2001年台灣公司成為上櫃公司
里程碑	- 2003年台灣公司由上櫃公司轉上市公司
	- 2003年大陸江陰廠開始量產
	- 2006年瀚宇博德國際控股於香港上市
	- 2006年成為全球最大的筆記型電腦印刷電路板供應商
	- 2008年全球筆記型電腦用印刷電路板市占率達40%以上

股權結構

瀚宇博德(台灣)
(5469 TT)

↓ 100%

瀚宇博德(BVI) — 74.99%
投資大眾 — 25.01%

↓

瀚宇博德國際控股(開曼)
(667 HK)

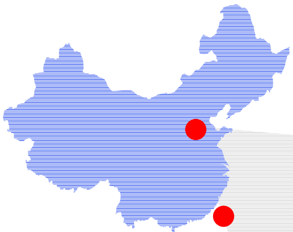
↓ 100%

瀚宇博德(HK)

↓ 100%

瀚宇博德(江陰)

策略位置



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

Changshu:
Taiwan Union Tech: CCL, PP

瀚宇博德科技(江陰)

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

Suzhou

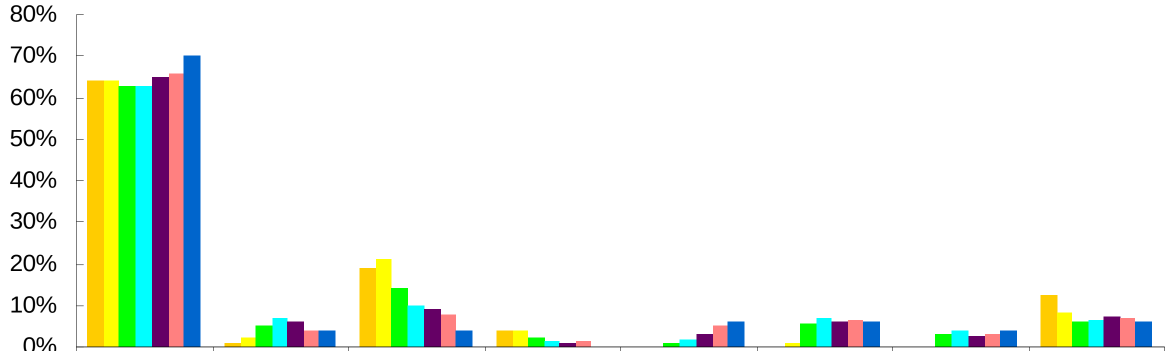
Songjiang

Shanghai

O Major Customers
S Major Suppliers
CCL : Copper Clad Laminate
CF : Copper Foil
PP : Prepreg

營運分析

產品種類分析



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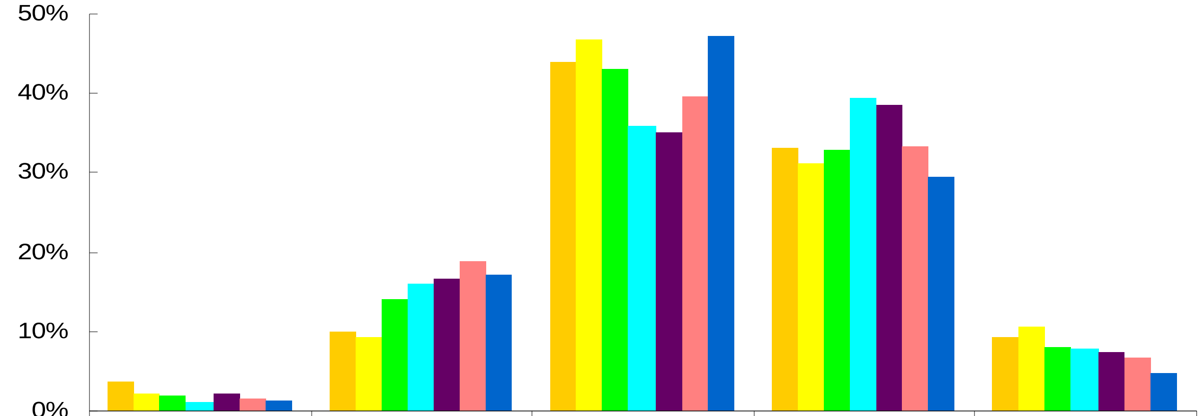
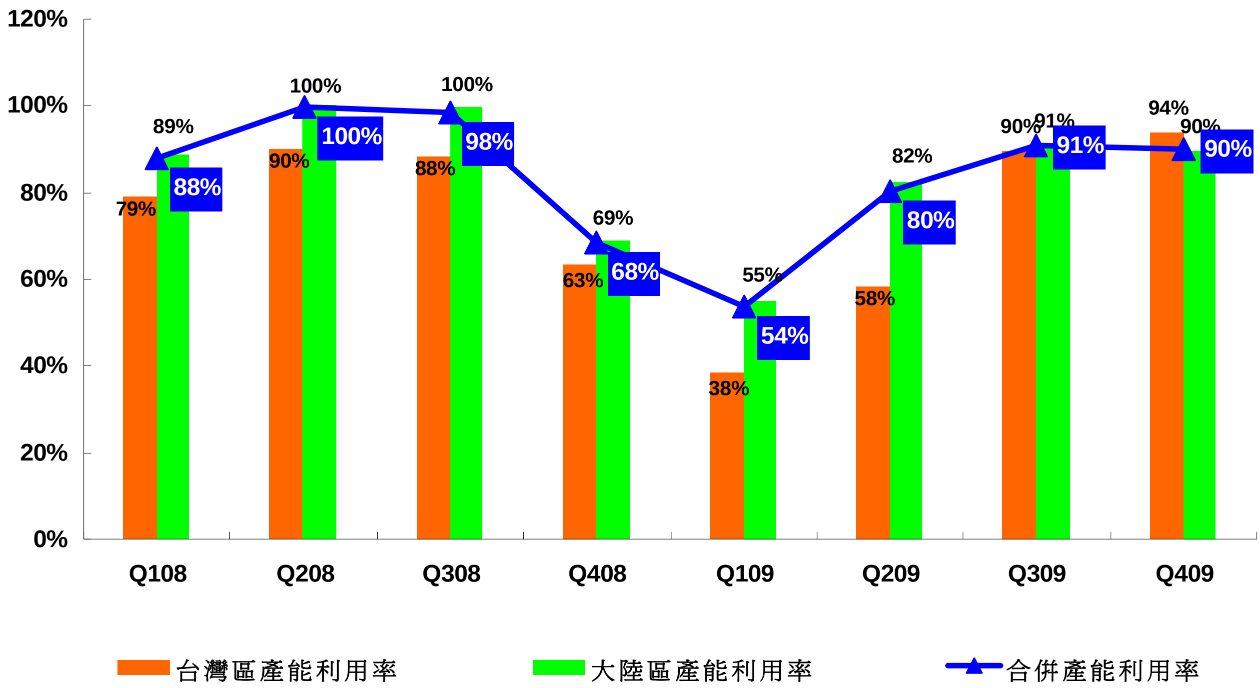
Y06	63%	7%	10%	1%	2%	7%	4%	6%
Y07	65%	6%	9%	1%	3%	6%	3%	7%
Y08	66%	4%	8%	1%	5%	6%	3%	7%
Y09	70%	4%	4%	0%	6%	6%	4%	6%

產品結構分析

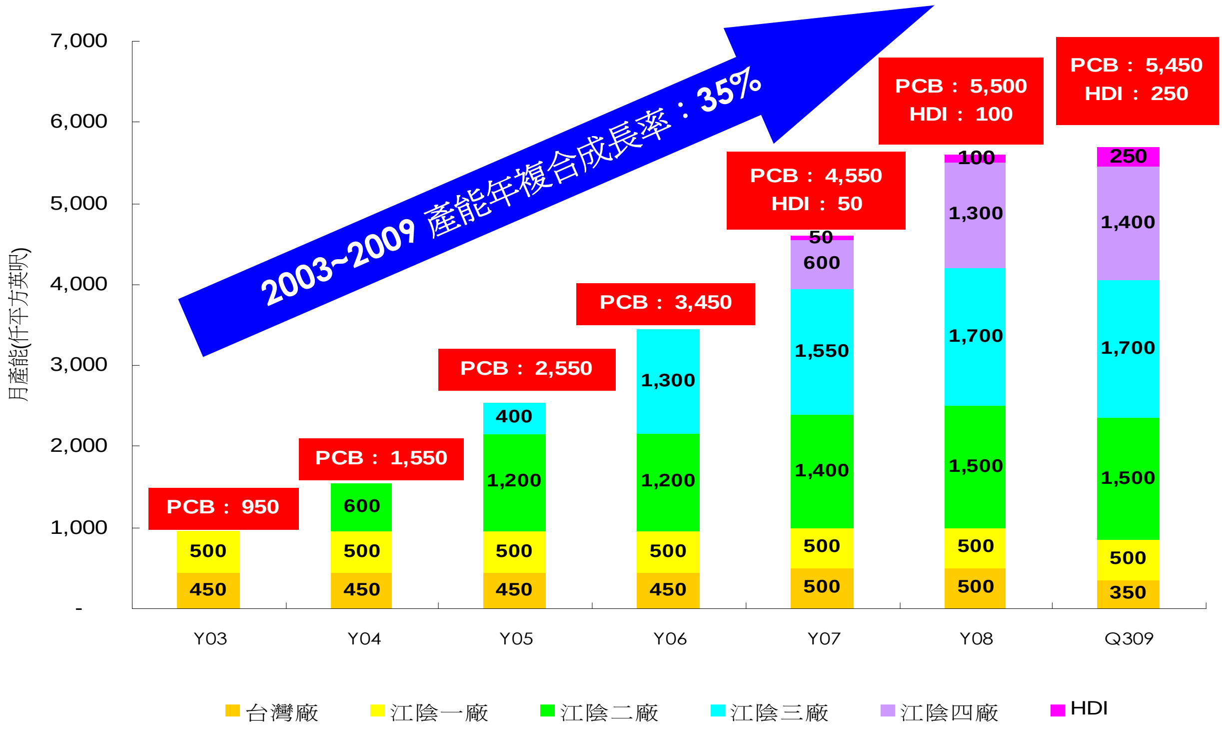


	2L	4L	6L	8L	10L ↑
Y03	4%	10%	44%	33%	9%
Y04	2%	9%	47%	31%	11%
Y05	2%	14%	43%	33%	8%
Y06	1%	16%	36%	39%	8%
Y07	2%	17%	35%	39%	7%
Y08	1%	19%	40%	33%	7%
Y09	1%	17%	47%	30%	5%

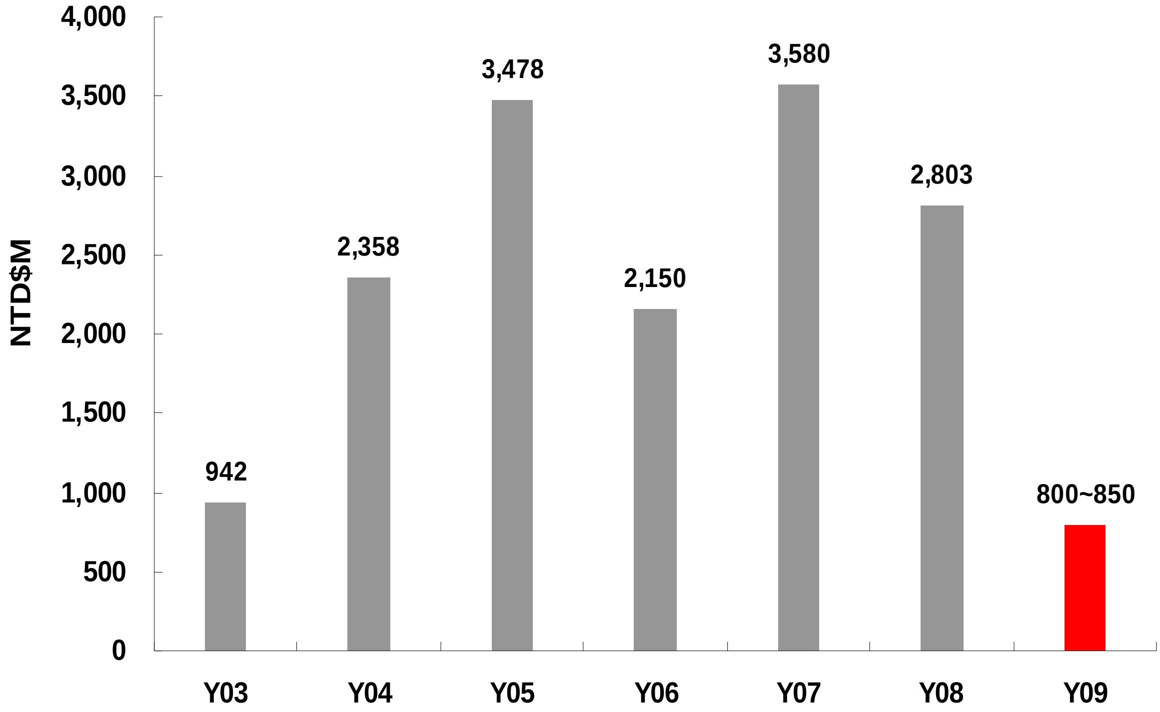
產能利用率分析



產能擴充計劃

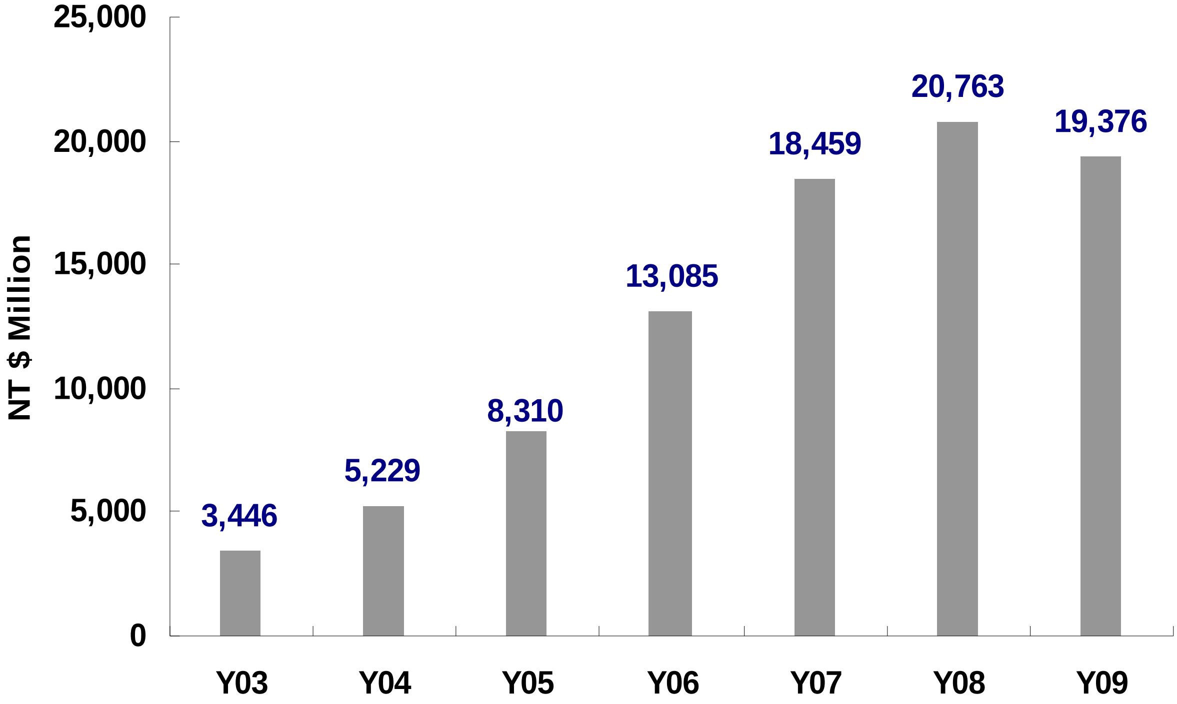


資本支出分析



財務分析

合併營收趨勢


NT $ Million
25,000
20,000
15,000
10,000
5,000
0
3,446
5,229
8,310
13,085
18,459
20,763
19,376
Y03
Y04
Y05
Y06
Y07
Y08
Y09

合併損益表分析(1/2)

新台幣：百萬	2003	2004	2005	2006	2007	2008	1Q-3Q09
合併營業收入	3,446	5,229	8,310	13,085	18,459	20,763	13,988
營業毛利	654	1,094	1,509	2,238	2,728	3,014	2,393
營業淨利	389	683	819	1,363	1,600	1,596	1,426
稅前淨利	302	631	769	1,021	1,890	1,409	1,250
稅後淨利	274	604	759	945	1,841	997	1,177
合併基本每股盈餘(NTD)(＊)	0.69	1.52	1.91	2.38	4.64	2.52	2.98
營業毛利率(%)	18.98%	20.92%	18.16%	17.10%	14.78%	14.52%	17.11%
營業淨利率(%)	11.29%	13.06%	9.86%	10.42%	8.67%	7.69%	10.19%
稅後淨利率(%)	7.95%	11.55%	9.13%	7.22%	9.97%	4.80%	8.41%
稅後淨利-歸屬母公司	274	604	759	851	1,354	577	840
母公司基本每股盈餘(NTD)(＊)	0.69	1.52	1.91	2.14	3.41	1.46	2.13

＊EPS 已依流通外在股數進行調整

合併損益表分析(2/2)

新台幣：百萬	1Q-3Q09	1Q-3Q08	YoY
合併營業收入	13,988	16,360	-14.5%
營業毛利	2,393	2,769	-13.6%
營業淨利	1,426	1,629	-12.5%
稅前淨利	1,250	1,462	-14.5%
稅後淨利	1,177	931	26.4%
合併基本每股盈餘(NTD)(＊)	2.98	2.35	
營業毛利率(%)	17.11%	16.93%	
營業淨利率(%)	10.19%	9.96%	
稅後淨利率(%)	8.41%	5.69%	
稅後淨利-歸屬母公司	840	596	41.0%
母公司基本每股盈餘(NTD)(＊)	2.13	1.50	

＊EPS 已依流通外在股數進行調整

合併資產負債表分析

新台幣：百萬	2003	2004	2005	2006	2007	2008	3Q09
流動資產	2,798	4,310	6,371	11,359	12,583	12,852	12,766
非流動資產	3,118	4,938	7,983	9,359	12,618	13,494	12,372
總資產	5,916	9,248	14,354	20,718	25,201	26,346	25,138
流動負債	2,074	3,784	5,068	8,364	12,040	8,570	8,758
非流動負債	1,476	1,510	3,814	3,640	2,766	6,520	4,408
總負債	3,550	5,294	8,882	12,004	14,806	15,090	13,166
股東權益	2,366	3,954	5,472	8,714	10,395	11,256	11,972

重要財務比率及淨負債

重要財務比率	2003	2004	2005	2006	2007	2008	3Q09
股東權益報酬率	12%	19%	16%	13%	19%	9%	14%
資產報酬率	6%	9%	7%	7%	9%	5%	6%
負債淨值比率 (=總借款/股東權益)	48%	55%	90%	72%	70%	90%	64%
淨負債淨值比率 (=淨借款/股東權益)	17%	11%	58%	42%	48%	50%	37%
負債比率(1) (=總借款/總資產)	19%	23%	34%	30%	29%	38%	31%
負債比率(2) (=總負債/總資產)	60%	57%	62%	58%	59%	57%	52%
新台幣：百萬	2003	2004	2005	2006	2007	2008	3Q09
總借款	(1,134)	(2,170)	(4,948)	(6,288)	(7,321)	(10,140)	(8,152)
現金及約當現金	722	1,741	1,763	2,648	2,350	4,462	3,450
淨借款(總借款-現金及約當現金)	(412)	(429)	(3,185)	(3,640)	(4,971)	(5,678)	(4,702)

合併現金流量分析

新台幣：百萬

	2003	2004	2005	2006	2007	2008	1Q-3Q09
營業活動現金流量	359	1,411	688	(303)	3,318	2,685	2,160
投資活動現金流量	(916)	(2,091)	(3,356)	(2,236)	(4,016)	(2,800)	(559)
融資活動現金流量	1,083	1,788	2,786	3,496	962	1,993	(2,694)
匯率影響數	20	(89)	(96)	(72)	(562)	234	(158)
本期現金變動數	546	1,019	22	885	(298)	2,112	(1,251)
期初現金餘額	176	722	1,741	1,763	2,648	2,350	4,462
期末現金餘額	722	1,741	1,763	2,648	2,350	4,462	3,211

核心能力

核心能力

- 在NB PCB的全球領導地位
- 專注高成長NB產業
- 牢固的顧客關係
- 傑出的工程與製造能力
- 彈性
- 堅實的產能擴充計劃
- 經濟規模效益及成本優勢
- 節能、環安及廢棄物回收的優異管理能力
- 專業團隊及精簡的組織結構

未來發展重點

未來發展重點

- 維持全球筆記型電腦用板供應商的領導地位
- 與全球筆記型電腦ODMs保持長期夥伴關係
- 持續擴充產能以滿足客戶需求
- 開發中國當地客源
- 藉由技術提昇實現產品多角化目標