



AUO Corporation 2Q24 Results

July 31, 2024



Safe Harbor Notice

- The statements included in this presentation that are not historical in nature are “forward-looking statements”. These forward-looking statements, which may include statements regarding AUO Corporation’s future results of operations, financial condition or business prospects, are subject to significant risks and uncertainties and are based on AUO Corporation’s 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 TFT-LCD 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.
- Our 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 forward-looking statements, whether as a result of new information, future events or otherwise.

綜合損益表摘要

單位: 新台幣百萬元

	2Q24	1Q24	QoQ	2Q23	YoY
銷貨淨額	74,328	59,477	25.0%	63,321	17.4%
營業毛利(損)	8,355 11.2%	1,962 3.3%	325.9%	1,992 3.1%	319.4%
營業淨利(損)	107 0.1%	(4,940) (8.3%)	-	(4,424) (7.0%)	-
本期淨利 歸屬於母公司業主	(231)	(3,527)	93.4%	(4,807)	95.2%
營業淨利 + 折舊攤銷	9,229 12.4%	3,455 5.8%	167.1%	3,552 5.6%	159.8%

資產負債表摘要

單位: 新台幣百萬元

	2Q24	1Q24	QoQ	2Q23
現金及約當現金	71,961	87,674	(17.9%)	90,531
存貨	33,164	29,402	12.8%	28,409
短期借款 ^(a)	8,813	7,799	13.0%	14,529
長期借款	113,783	110,339	3.1%	99,815
權益總額	157,028	156,663	0.2%	168,669
資產總額	399,430	382,666	4.4%	397,293
存貨週轉天數 ^(b)	43	46		42
淨負債淨值比率 ^(c)	32.2%	19.4%		14.1%

- a) 短期借款係指一年內到期之附息借款。
b) 推算全年之營業成本除以當季平均存貨，再以365天除算而得。
c) (短期借款+長期借款-現金及約當現金) / 權益總額。

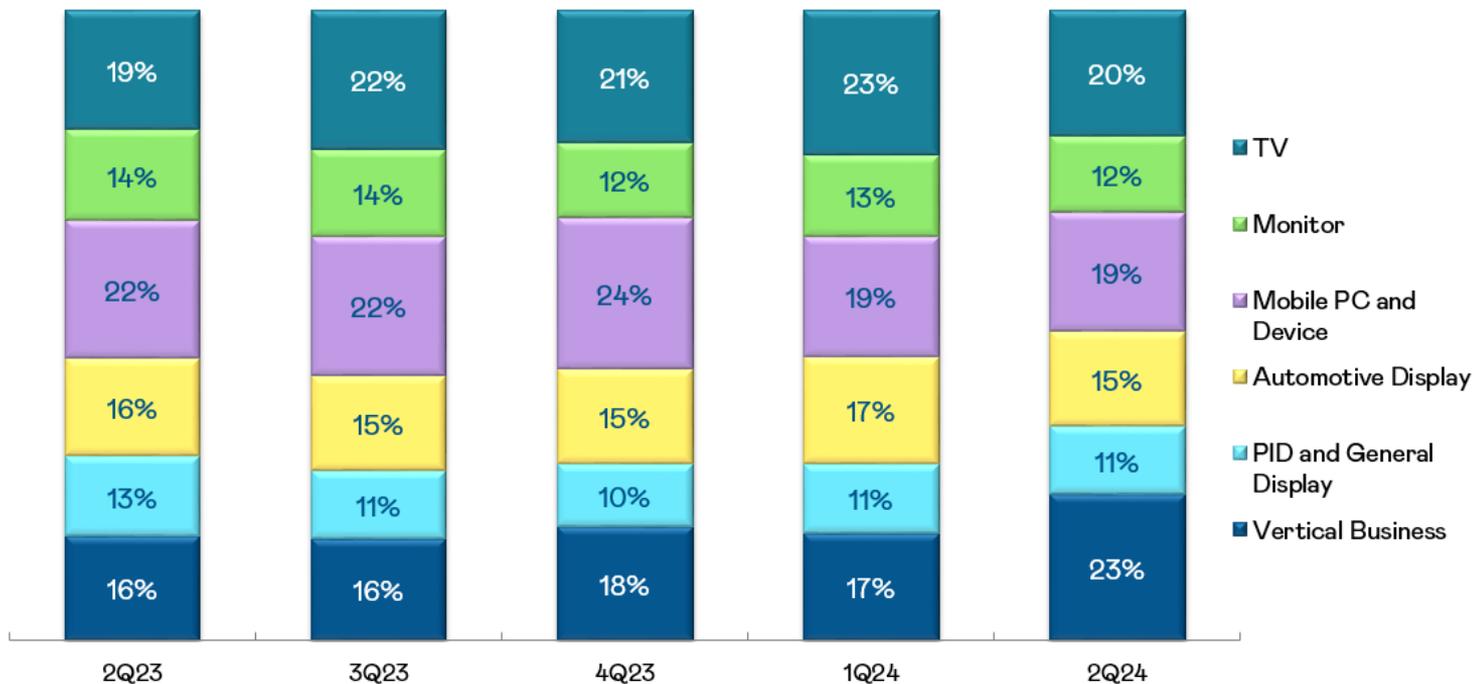
現金流量表摘要

單位: 新台幣百萬元

	2Q24	1Q24	QoQ
營業活動之現金流入(出)	3,378	1,553	1,825
稅前淨利(損)	286	(3,315)	3,601
折舊及攤銷	9,122	8,395	726
營運資金變動	(5,571)	(1,891)	(3,679)
投資活動之現金流入(出)	(18,158)	(5,126)	(13,032)
資本支出	(5,691)	(8,250)	2,560
對子公司之收購	(12,556)	-	(12,556)
籌資活動之現金流入(出)	(1,224)	5,885	(7,109)
銀行借款淨變動	(969)	6,041	(7,010)
現金及約當現金增加(減少)數^(a)	(15,713)	3,704	(19,417)

a) 現金及約當現金增加(減少)數包含營業活動、投資活動、籌資活動之現金流入(出)，以及匯率影響數。

營收分類

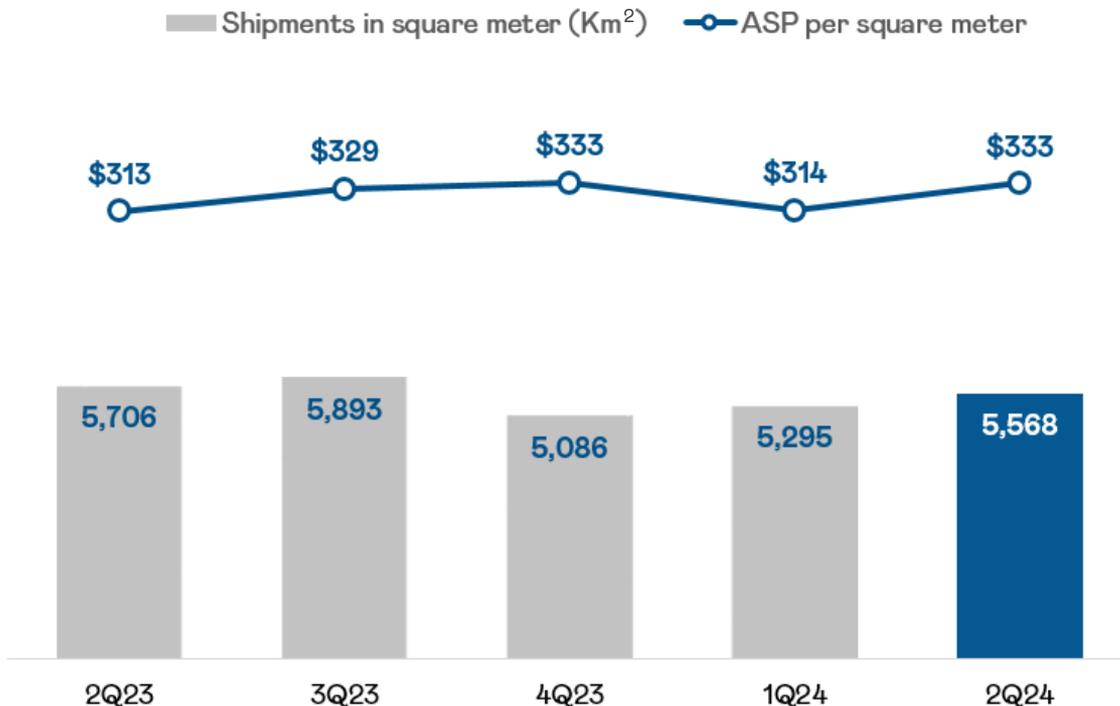


- Mobile PC and Device : 包含筆記型電腦、平板電腦及手機。
- PID and General Display : 包含公用訊息顯示器、工業電腦、自動櫃員機、銷售時點情報系統、大型遊戲機台、醫療設備等產品。
- Vertical Business : 包含能源事業、系統設計製造服務、人機介面顯示方案、LED顯屏、Smart Vertical、BHTC及其他。

合併出貨量及平均售價

(以玻璃基板米平方單位換算)

Unit: K m², USD/m²



– 每米平方平均售價係根據主要往來銀行之匯率轉換為美金數。

AUO Transformation

2nd Wave to Reduce Volatility

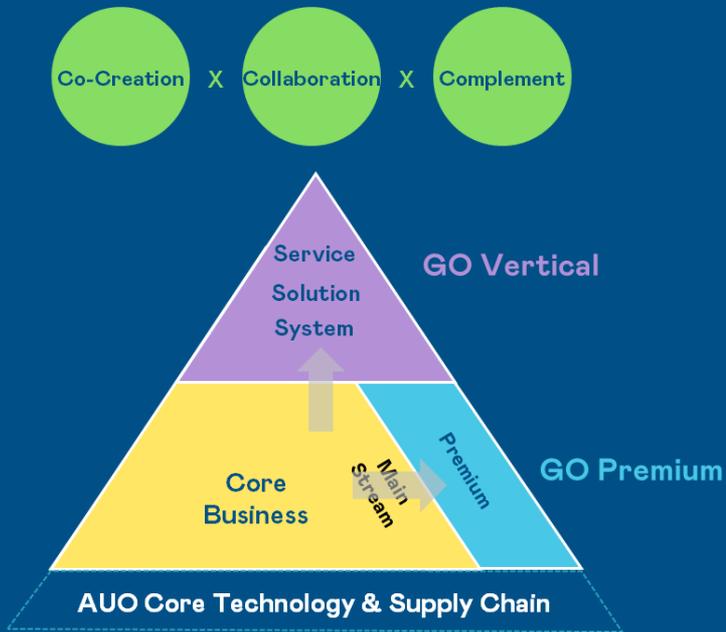
Go Premium



Go Vertical

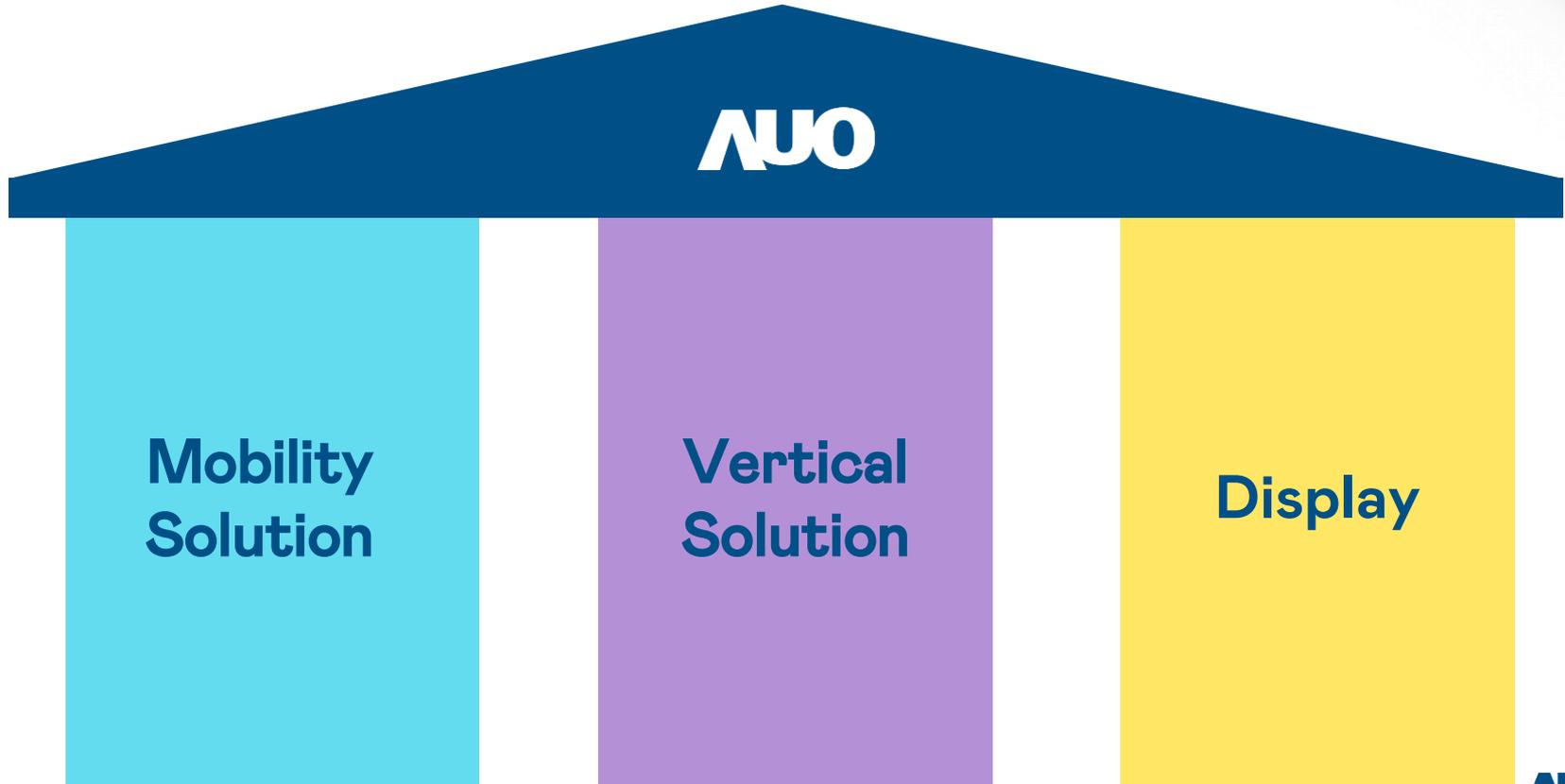


Go Premium and Go Vertical

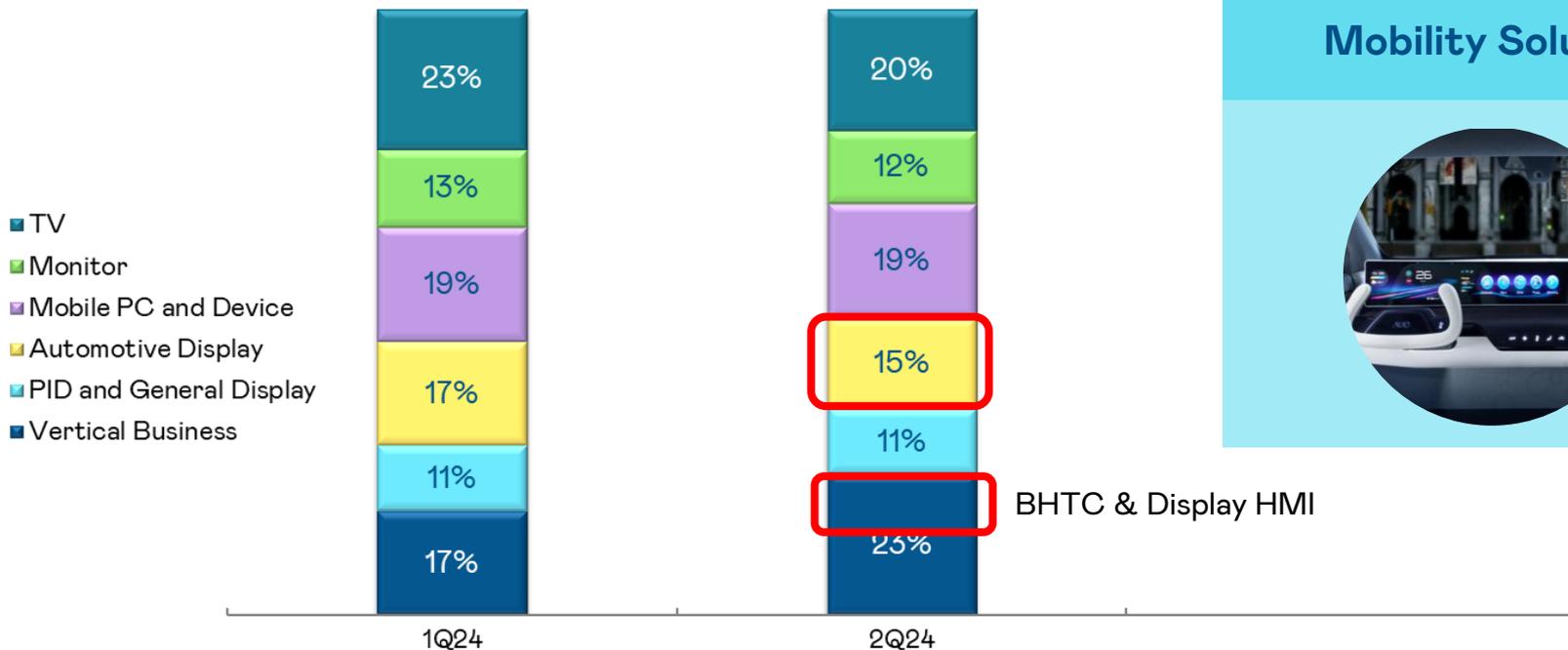


- Ecosystem and partner engagement
- Expanding light asset business
 - Less CAPEX
 - Lower power consumption
- Integrating ESG into business

Three Pillars For Sustainable Business

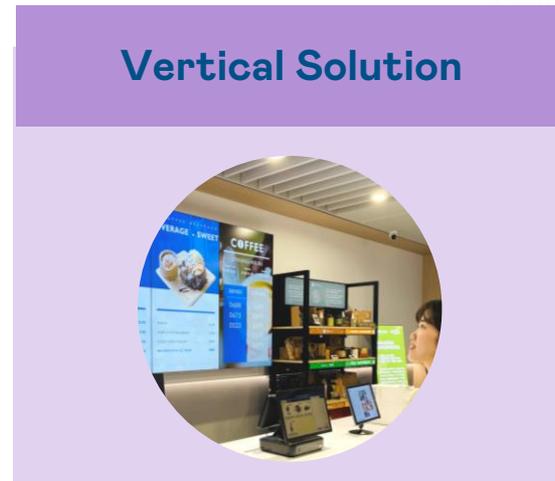
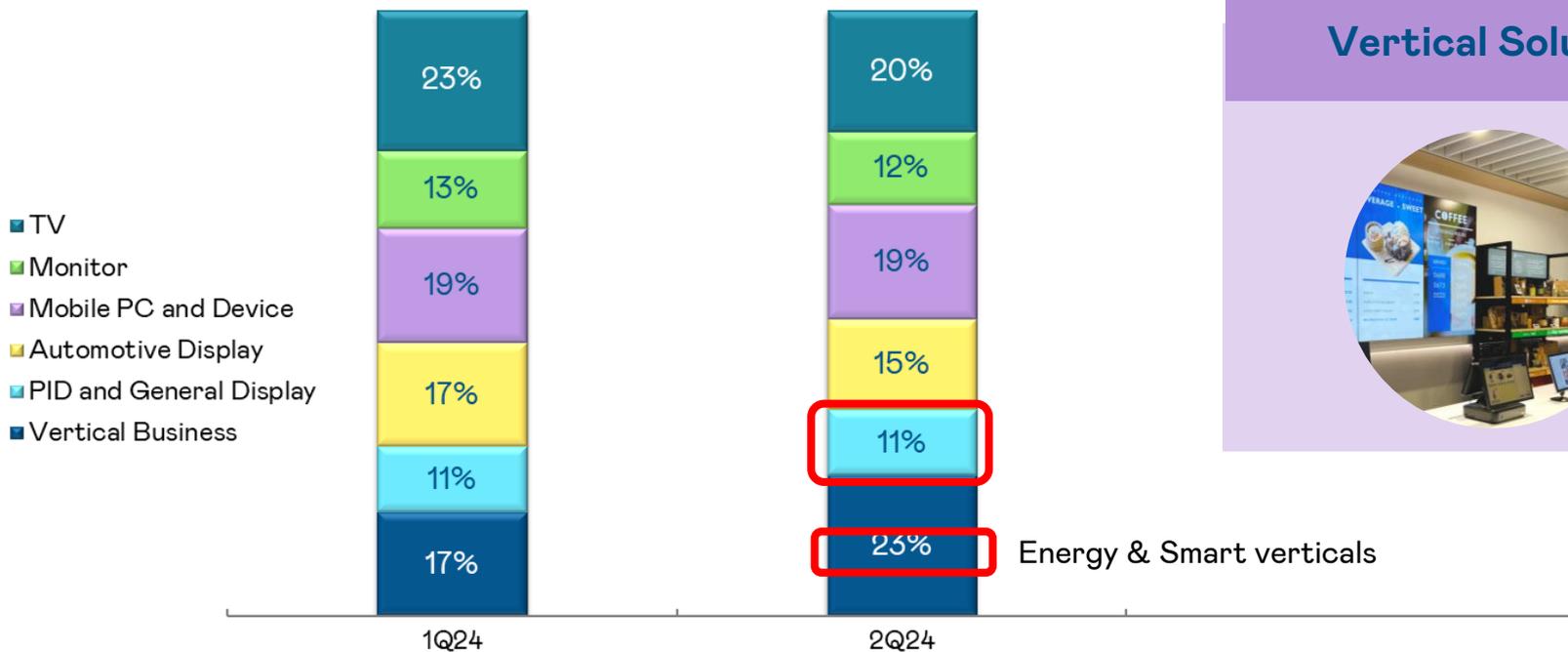


Definition of New Business Segments



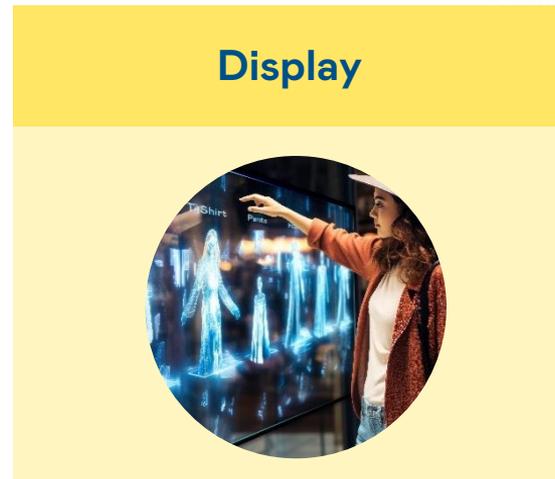
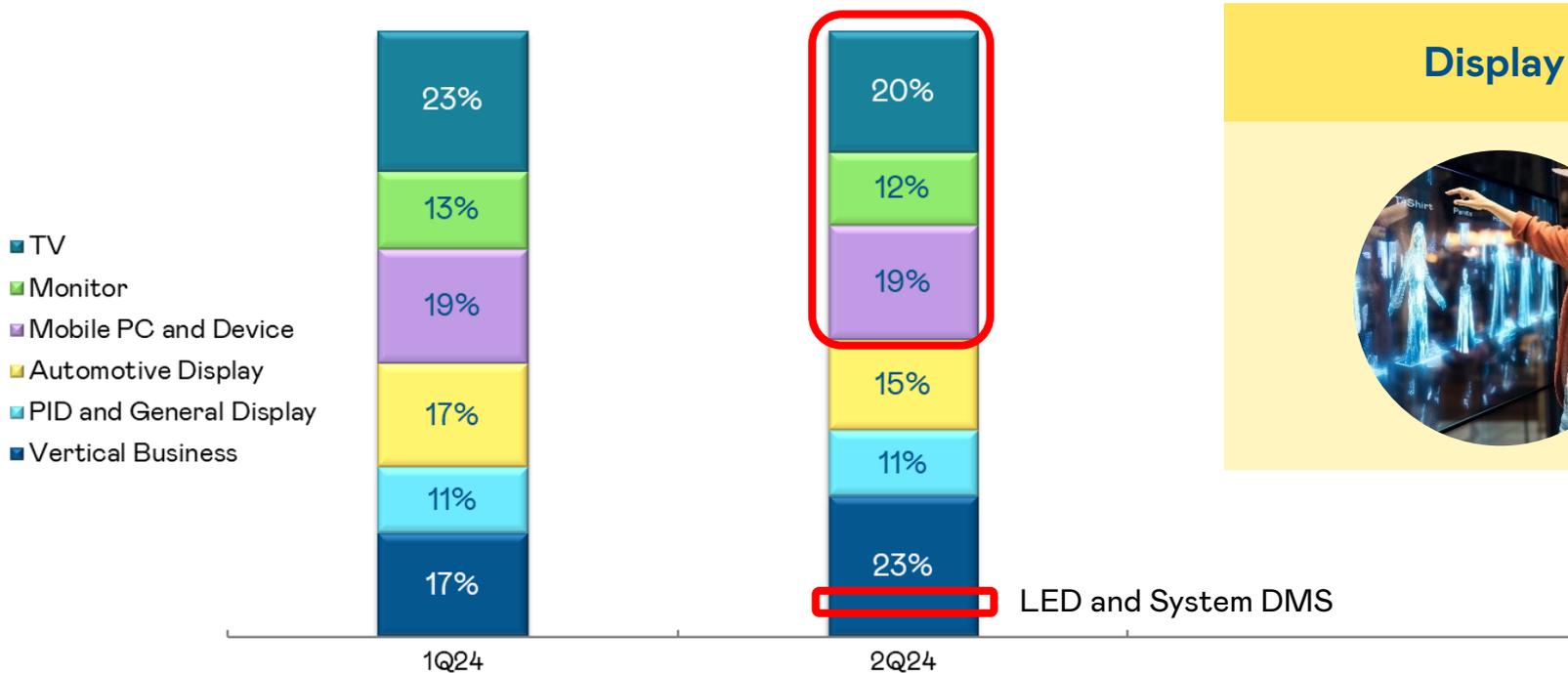
BHTC & Display HMI

Definition of New Business Segments

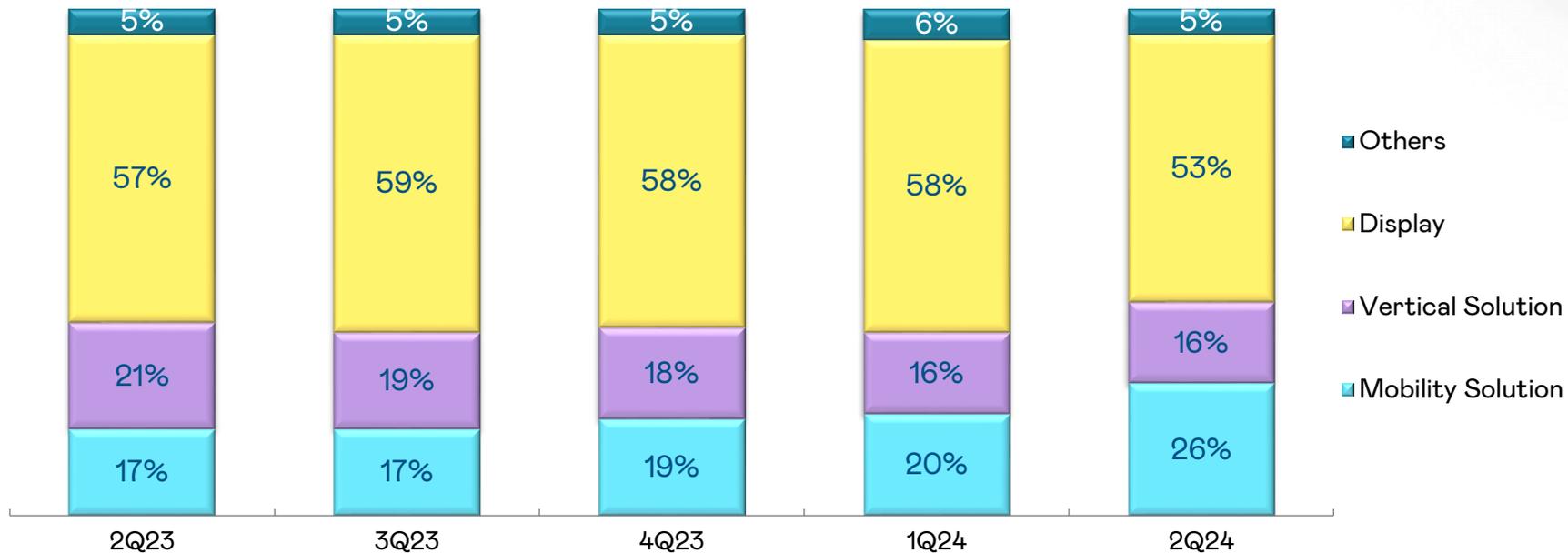


Energy & Smart verticals

Definition of New Business Segments

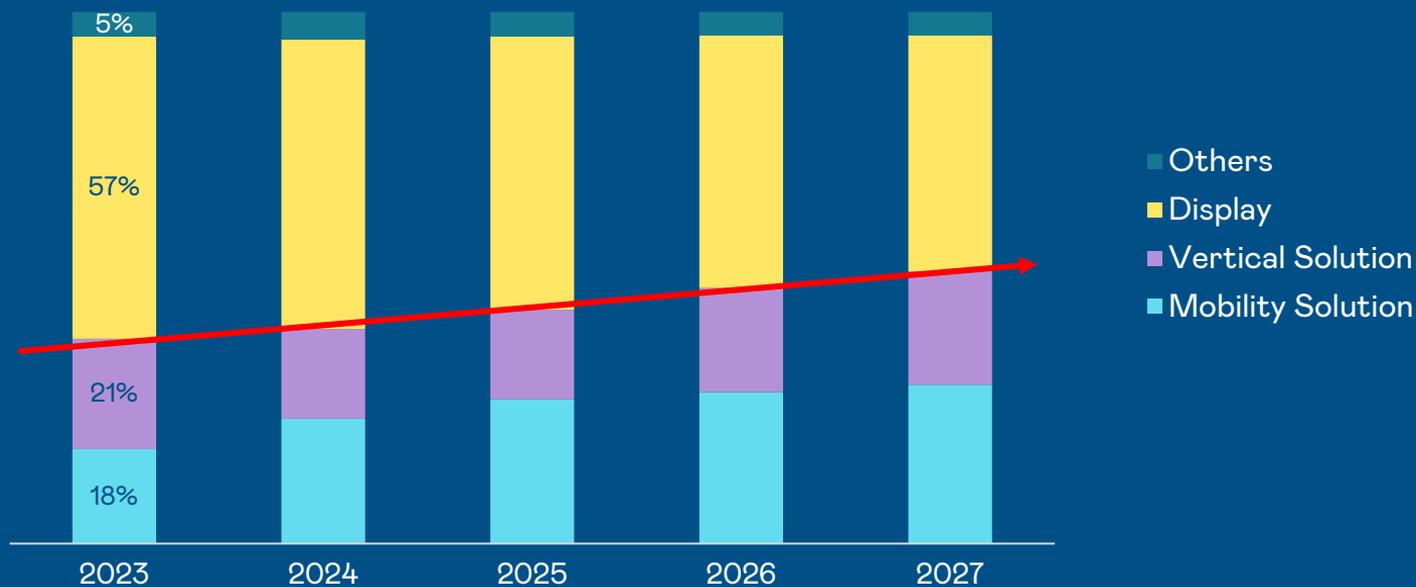


Revenue Breakdown under Three Pillars



- Mobility Solution: Primarily including integrated solutions in automotive business
- Vertical Solution: Primarily including integrated solutions in various fields, such as Smart Retail, Smart Healthcare, Education and Enterprise, other industrial and public displays, Intelligent Service and Energy
- Display: Primarily including displays for TV, monitor and notebook, as well as LED display
- Others: Primarily including Darwin

Reduce Volatility from Display



3Q2024 Business Outlook

Based on our current business outlook, the Company expects:

Mobility Solution

- Flattish QoQ

Vertical Solution

- Decrease low to mid-single % QoQ

Display

- Slight increase QoQ

– The above is our current best forecast based on current business outlook and may vary depending on the actual end market conditions.

AUO Next with 3 Pillars

AUO

Maximizing Display Technology Value and Transform to Provide Solutions

Mobility Solution



Vertical Solution



Display



Green Technology Applied to Empower Sustainability Goal

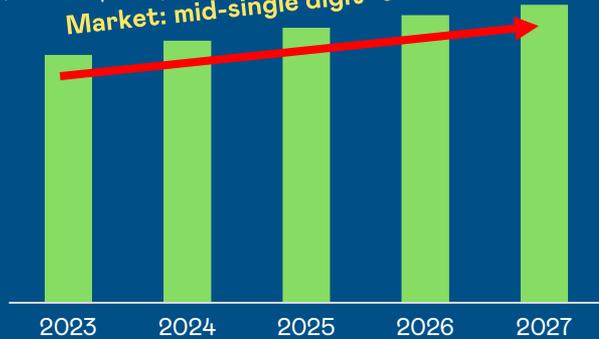
Mobility Solution

Positioned as a Growth Engine (Rev. >10% CAGR)

Automotive Display Market Growth

(In unit shipment)

Market: mid-single digit % CAGR



Source: Omdia

Digital (Display) + Analog (Knob)

Together,
We Redefine In-Vehicle
Experience



From automotive panel supplier to be smart cockpit solution provider

- Reposition the value proposition:
 - ➔ More than traditional tier 1 & tier 2
- Ecosystem engagement
 - Panel multi-sourcing & HW/SW integrated solutions
- Display-centric HMI + Climate control + micro-LED
 - Integration at Core Products + New Technology
 - Drive the synergy with BHTC
- Global Operation
 - R&D: Taiwan, Mainland China, Germany, Finland, India
 - Manuf.: Taiwan, Mainland China, Bulgaria, India, Mexico

Innovate beyond Display through Partnerships

Smart Cockpit



Smart Cockpit for P.V.



Smart Cockpit for C.V.

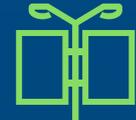
Smart Cockpit CAGR ~9%

AUO × BHTC A PART OF AUO

Mobility Service



Passenger Information System



Digital Out-of-Home

Passenger information system CAGR ~10%

Climate Control

+Sensors

HMI



Display



Computing Software

Telematics

Display x Design x Experience

Vertical Solution

Reduce Volatility, Create Green Opportunities

Smart Retail



Smart Education



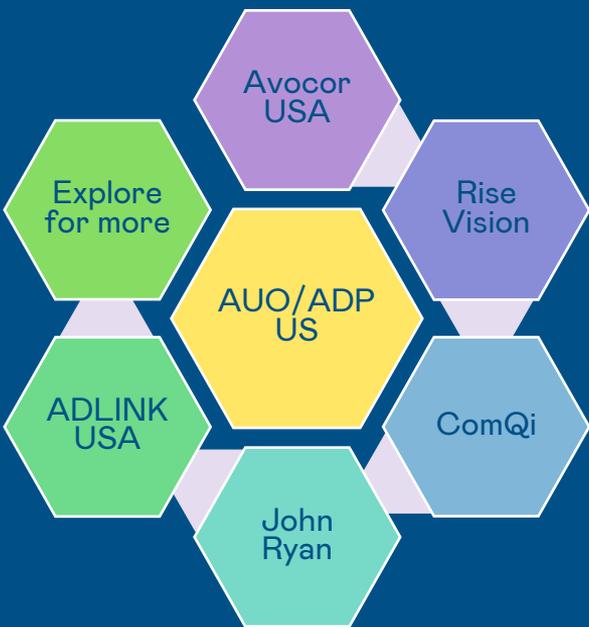
Stable profit from both Smart Verticals and Energy: Gateway to Smart Living

- Display Centric Total Solution Provider (H/W + S/W)
 - Smart Retail
 - Smart Healthcare
 - Smart Enterprise and Education
- Ecosystem & Partners Engagement
- Global Operation and Hyper Growth Opportunities

Green Opportunities

- Energy
 - To build a sustainable business
 - Support RE100 commitment
- Intelligent Service
- Digital x Green, Carbon Solution

Success Story in the US: Unleashing the Power of our Ecosystem



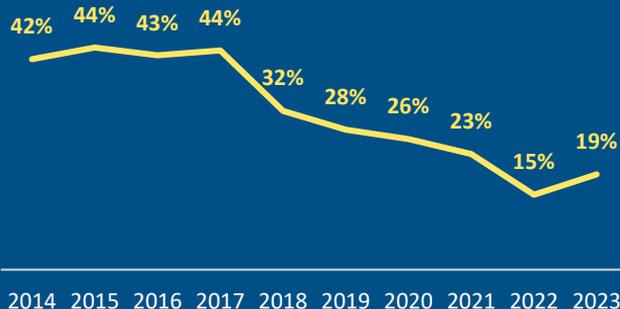
- ✓ 230 + professionals
- ✓ 50 + **accessible** active partner network
- ✓ 2,000 + channel companies
- ✓ 10,000 + direct, paying customers
- ✓ US\$230million + current sales revenue
- ✓ **Full capability** from components all the way to end customers. Collaborative business model

Co-creation of products and services through ecosystem

Display Business

Sustainable Cash Generation

Optimizing TV Revenue Mix



Improving Supply & Demand



Source: Market research

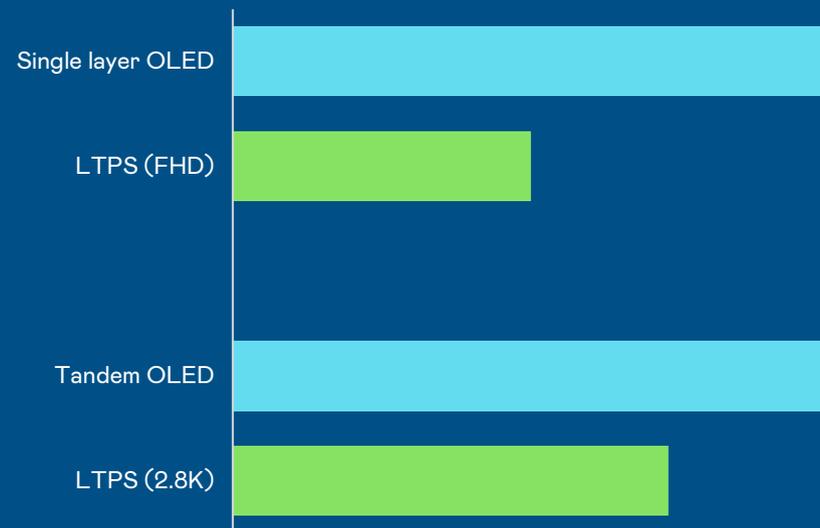
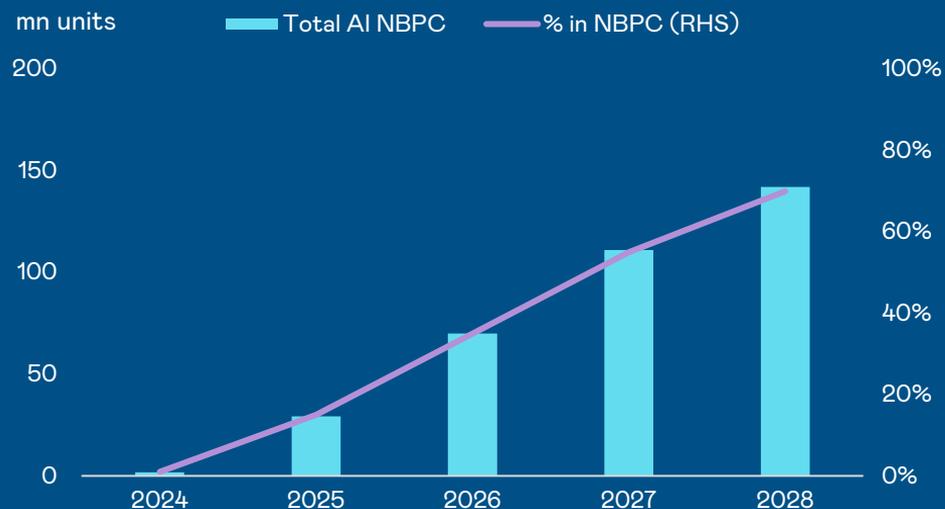
Display Industry Becomes More Disciplined

- Focus on stable profitability & customer synergy
 - Optimize product mix
 - Maximize LTPS adoption for AIPC and automotive

Maximize AUO's Display Expertise

- Go Premium
 - Micro-LED
 - ✓ Superior display quality, transparency, and better reliability
 - Integrated solutions: Touch, Privacy, A.R.T.
 - Leveraging AUO's glass know-how in new applications
- Go Green
 - Green manufacturing
 - Eco-friendly products/solution

AI-NB Penetration to Increase



Source: Market research and AUO estimate

Note: AI NBPC refers to NBs with NPU of at least 40 TOPS

Source: AUO internal study.

Note: LTPS vs Single layer OLED is based on 13.3" FHD NB panel at OPR 50%

LTPS vs Tandem OLED is based on 13.5" 2.8K NB panel at OPR 50%

AUO Around the Globe



Q&A

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友達光電股份有限公司及子公司

合併綜合損益表

民國一百一十三年第二季、第一季及民國一百一十二年第二季

(單位：百萬元新台幣(NTD)，每股盈餘及在外流通股數除外)

	113年第二季		113年第一季	112年第二季	季成長%	年成長%
	NTD	%	NTD	NTD		
銷貨淨額	74,328	100.0	59,477	63,321	25.0	17.4
營業成本	65,973	88.8	57,516	61,329	14.7	7.6
營業毛利(損)	8,355	11.2	1,962	1,992	325.9	319.4
營業費用	8,248	11.1	6,902	6,416	19.5	28.5
營業淨利(損)	107	0.1	(4,940)	(4,424)	—	—
營業外收入及支出合計	179	0.2	1,625	160	(89.0)	11.4
稅前淨利(損)	286	0.4	(3,315)	(4,264)	—	—
所得稅利益(費用)	(520)	(0.7)	(260)	(469)	(100.3)	(10.7)
本期淨利(損)	(234)	(0.3)	(3,574)	(4,734)	93.5	95.1
其他綜合損益	526	0.7	1,492	(1,459)	(64.7)	—
本期綜合損益總額	292	0.4	(2,082)	(6,192)	—	—
本期淨利(損)歸屬於：						
母公司業主	(231)	(0.3)	(3,527)	(4,807)	93.4	95.2
非控制權益	(3)	(0.0)	(48)	74	94.2	—
本期淨利(損)	(234)	(0.3)	(3,574)	(4,734)	93.5	95.1
本期綜合損益總額歸屬於：						
母公司業主	246	0.3	(2,105)	(6,148)	—	—
非控制權益	47	0.1	23	(44)	99.9	—
本期綜合損益總額	292	0.4	(2,082)	(6,192)	—	—
基本每股盈餘	(0.03)		(0.46)	(0.63)		
加權平均流動在外股數(百萬股)	7,668		7,668	7,668		

友達光電股份有限公司及子公司
合併綜合損益表
 民國一百一十三年及一百一十二年一月一日至六月三十日
 (單位：百萬元新台幣(NTD)，每股盈餘及在外流通股數除外)

	年度比較			
	113年度上半年		112年度上半年	
	NTD	%	NTD	年成長%
銷貨淨額	133,805	100.0	114,509	16.9
營業成本	123,489	92.3	117,374	5.2
營業毛利(損)	10,316	7.7	(2,865)	—
營業費用	15,149	11.3	12,697	19.3
營業淨利(損)	(4,833)	(3.6)	(15,562)	68.9
營業外收入及支出合計	1,804	1.3	5	38,486.4
稅前淨利(損)	(3,029)	(2.3)	(15,557)	80.5
所得稅利益(費用)	(779)	(0.6)	(263)	195.8
本期淨利(損)	(3,808)	(2.8)	(15,821)	75.9
其他綜合損益	2,019	1.5	(798)	—
本期綜合損益總額	(1,790)	(1.3)	(16,619)	89.2
本期淨利(損)歸屬於：				
母公司業主	(3,758)	(2.8)	(15,718)	76.1
非控制權益	(51)	(0.0)	(103)	50.8
本期淨利(損)	(3,808)	(2.8)	(15,821)	75.9
本期綜合損益總額歸屬於：				
母公司業主	(1,860)	(1.4)	(16,418)	88.7
非控制權益	70	0.1	(201)	—
本期綜合損益總額	(1,790)	(1.3)	(16,619)	89.2
基本每股盈餘	(0.49)		(2.05)	
加權平均流動在外股數(百萬股)	7,668		7,665	

友達光電股份有限公司及子公司
合併資產負債表
 民國一百一十三年及一百一十二年六月三十日
 (單位：百萬元新台幣(NTD))

	113.06.30		112.06.30		年成長	
	NTD	%	NTD	%	NTD	%
資產						
現金及約當現金	71,961	18.0	90,531	22.8	(18,570)	(20.5)
應收票據及帳款淨額	30,738	7.7	22,624	5.7	8,114	35.9
其他金融資產-流動	5,218	1.3	5,630	1.4	(413)	(7.3)
存貨淨額	33,164	8.3	28,409	7.2	4,755	16.7
其他流動資產	3,896	1.0	3,512	0.9	384	10.9
流動資產合計	144,977	36.3	150,706	37.9	(5,729)	(3.8)
長期投資	27,652	6.9	32,655	8.2	(5,004)	(15.3)
固定資產淨額	170,843	42.8	179,653	45.2	(8,810)	(4.9)
使用權資產淨額	10,121	2.5	9,597	2.4	524	5.5
其他非流動資產	45,838	11.5	24,682	6.2	21,156	85.7
非流動資產合計	254,453	63.7	246,587	62.1	7,866	3.2
資產總計	399,430	100.0	397,293	100.0	2,137	0.5
負債						
短期借款	731	0.2	97	0.0	634	655.7
應付票據及帳款	54,099	13.5	50,379	12.7	3,720	7.4
一年內到期之長期負債	8,082	2.0	14,432	3.6	(6,350)	(44.0)
金融負債-流動	67	0.0	454	0.1	(387)	(85.2)
應付費用及其他流動負債	37,665	9.4	32,036	8.1	5,628	17.6
應付設備及工程款	3,988	1.0	7,708	1.9	(3,720)	(48.3)
流動負債合計	104,632	26.2	105,106	26.5	(474)	(0.5)
長期借款	113,783	28.5	99,815	25.1	13,968	14.0
其他非流動負債	23,987	6.0	23,702	6.0	284	1.2
非流動負債合計	137,770	34.5	123,517	31.1	14,253	11.5
負債總計	242,402	60.7	228,624	57.5	13,778	6.0
權益						
股本	76,994	19.3	76,994	19.4	0	0.0
資本公積	48,411	12.1	55,874	14.1	(7,463)	(13.4)
保留盈餘	27,905	7.0	34,398	8.7	(6,493)	(18.9)
其他權益	(2,350)	(0.6)	(4,357)	(1.1)	2,007	46.1
庫藏股票	(240)	(0.1)	(240)	(0.1)	0	0.0
非控制權益	6,308	1.6	6,001	1.5	307	5.1
權益總計	157,028	39.3	168,669	42.5	(11,641)	(6.9)
負債及權益總計	399,430	100.0	397,293	100.0	2,137	0.5

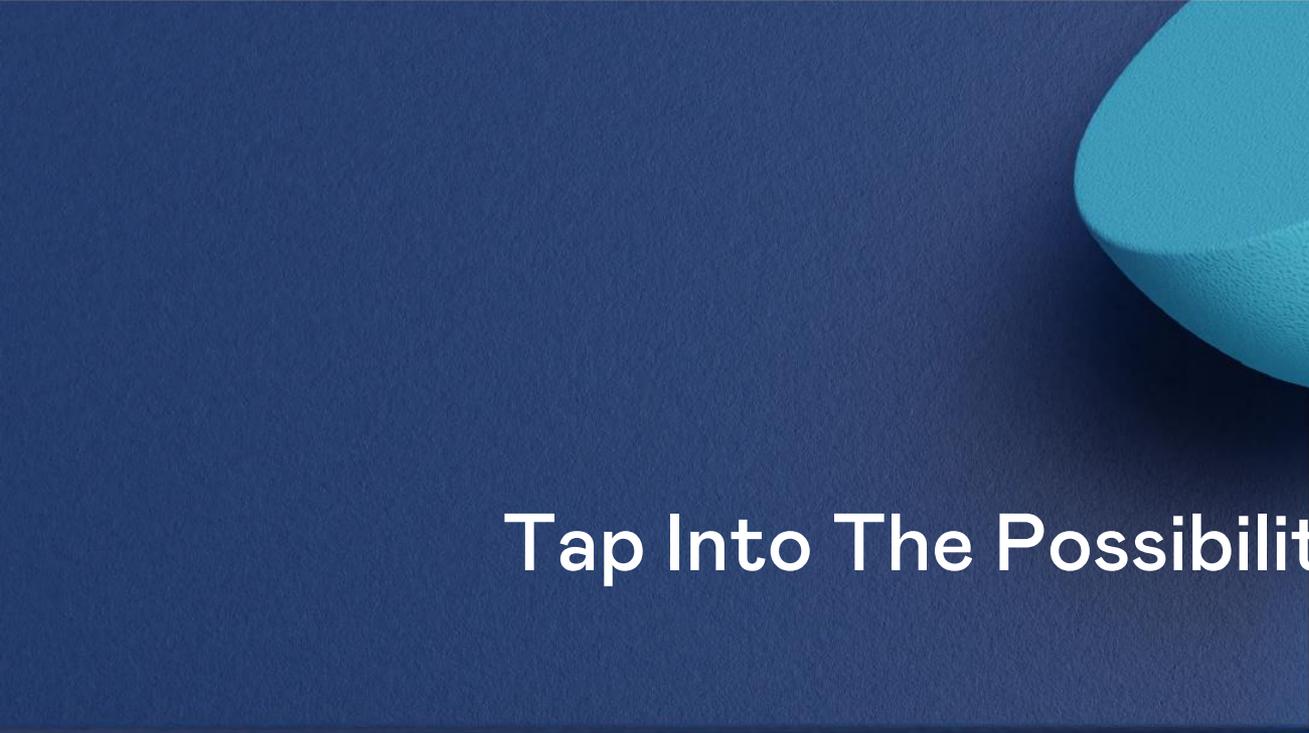
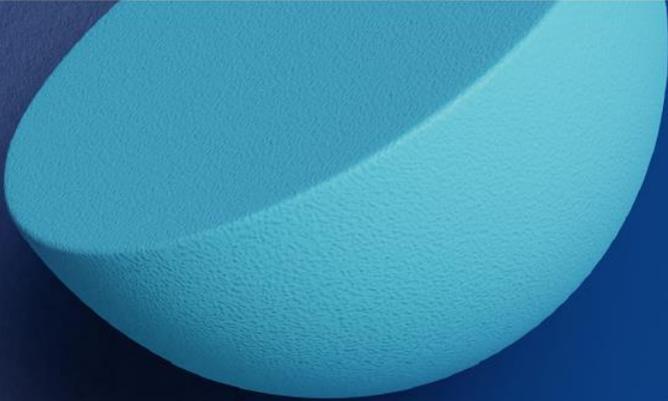
友達光電股份有限公司及子公司

合併現金流量表

民國一百一十三年及一百一十二年一月一日至六月三十日

(單位：百萬元新台幣(NTD))

	113年度上半年	112年度上半年
	NTD	NTD
營業活動之現金流量：		
本期稅前淨利(損)	(3,029)	(15,557)
折舊及攤銷	17,517	15,645
權益法認列之投資損益	(3)	147
營運資金變動	(7,462)	(1,490)
其它變動	(2,092)	(903)
營業活動之淨現金流入(出)	4,931	(2,158)
投資活動之現金流量：		
取得按公允價值衡量之金融資產	0	(93)
處分按公允價值衡量之金融資產	0	54
取得按攤銷後成本衡量之金融資產	(264)	(342)
處分按攤銷後成本衡量之金融資產	300	0
處分採用權益法之投資	4,218	0
取得固定資產	(13,941)	(17,517)
對子公司之收購	(12,556)	(7)
其它變動	(1,042)	3,086
投資活動之淨現金流入(出)	(23,284)	(14,820)
籌資活動之現金流量：		
短期借款增加(減少)	(628)	(29)
長期借款增加(減少)	5,699	27,691
租賃負債本金償還	(376)	(293)
其它變動	(34)	90
籌資活動之淨現金流入(出)	4,661	27,459
匯率影響數		
	1,684	(563)
本期現金及約當現金增加(減少)數	(12,008)	9,918
期初現金及約當現金餘額	83,969	80,613
期末現金及約當現金餘額	71,961	90,531



Tap Into The Possibilities



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