



智歲資訊科技股份有限公司
(5263)

MAKE DREAM COME TRUE

智崴資訊科技股份有限公司(5263)

成立時間: 2001 2017



員工人數: 6 220



資本額: 0.1 億 4.4 億





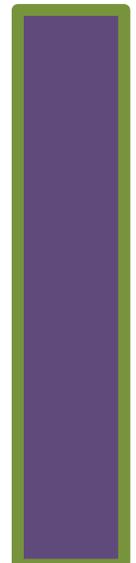
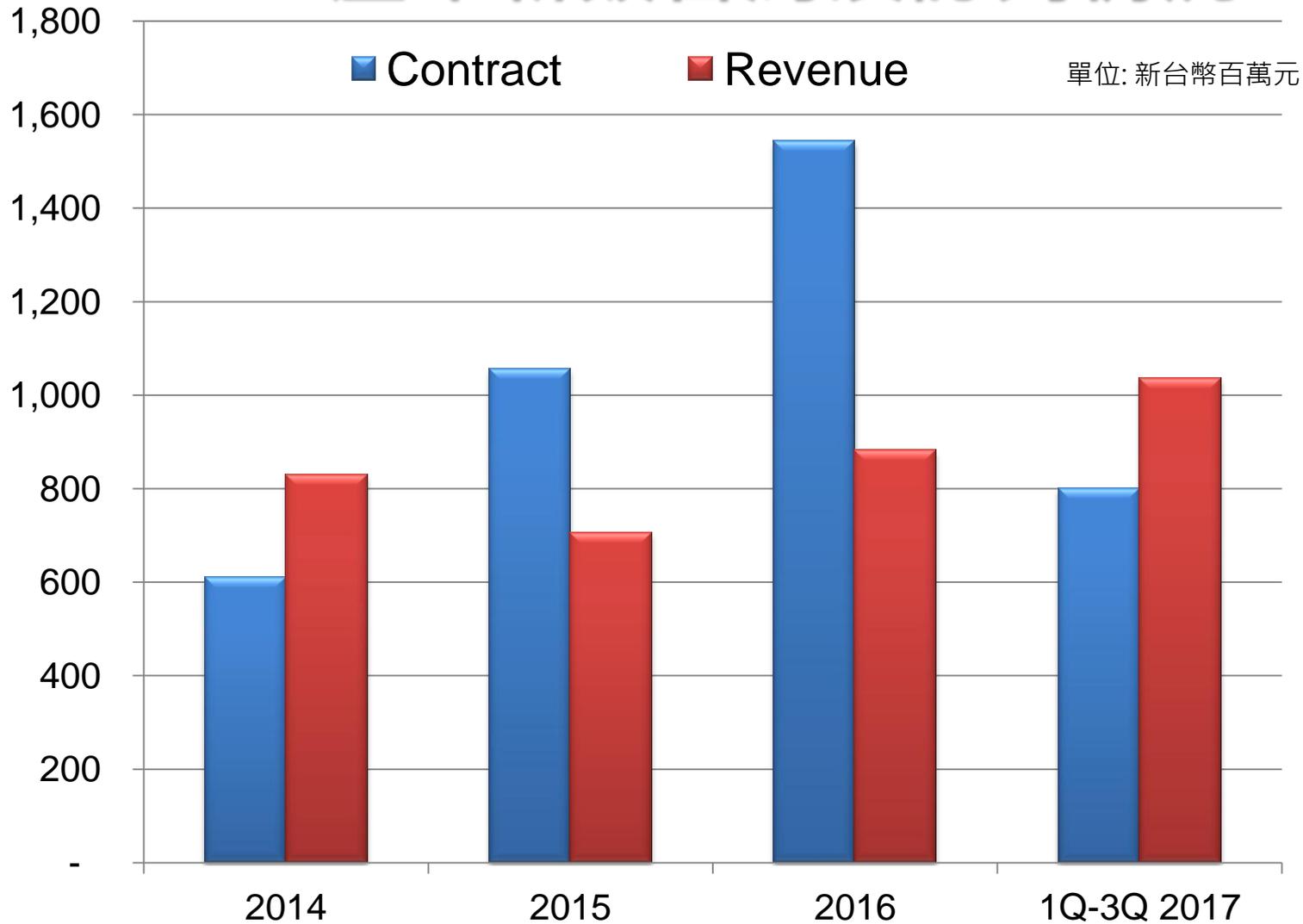
Financial Result

經營回顧

單位：新台幣仟元
(除每股盈餘為新台幣元外)

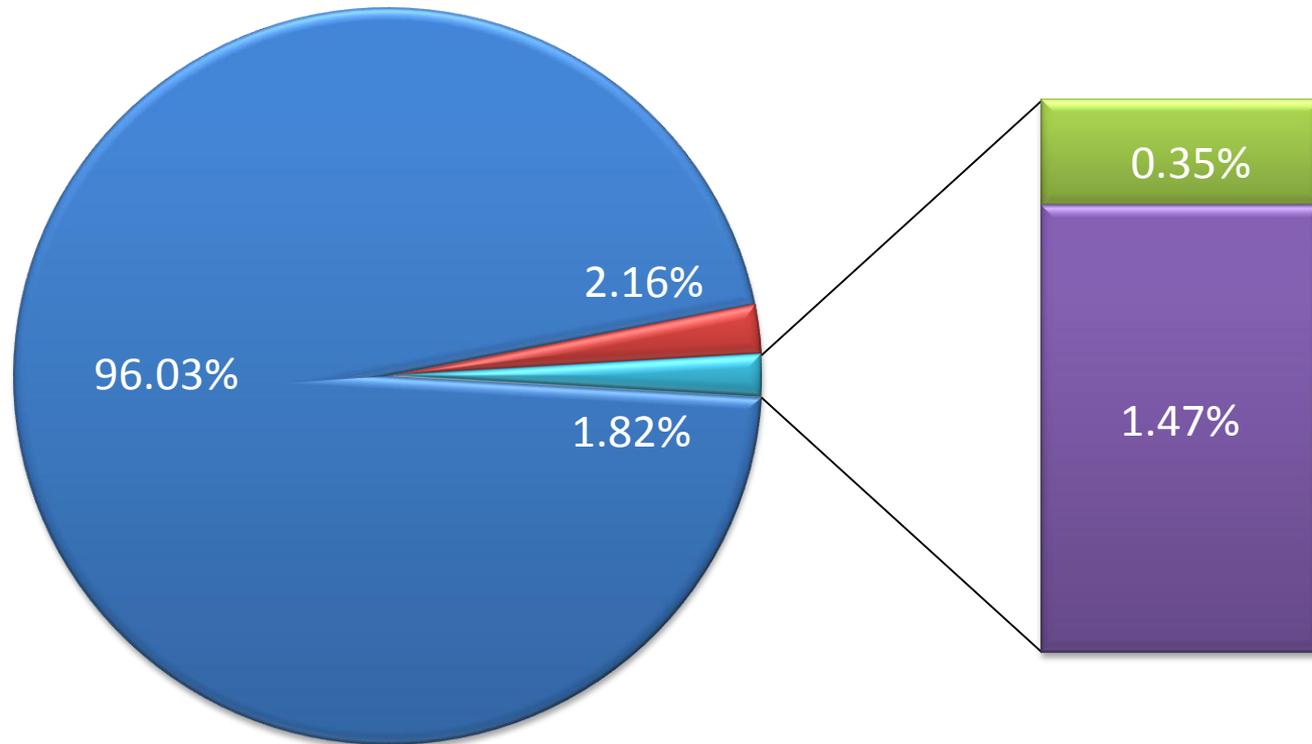
項目	1Q-3Q2017	2016	2015	2014
營業收入	1,036,676	881,670	705,424	829,511
營業成本	(568,606)	(436,733)	(371,463)	(402,596)
營業毛利	468,070	444,937	333,916	426,915
營業費用	(253,685)	(336,429)	(203,549)	(195,665)
營業利益	214,385	108,508	130,412	231,250
營業外收益及費損	(20,821)	21,076	21,815	38,492
稅前淨利	193,564	129,584	152,227	269,742
所得稅利益(費用)	(32,389)	(23,472)	(32,458)	(45,310)
本期其他綜合損益	(1,573)	(1,810)	619	(686)
本期淨利(淨損)	159,602	104,302	120,338	223,746
每股盈餘(虧損)	3.65	2.30	2.57	6.22

歷年新簽合約及認列情況



尚未認列
工程餘額

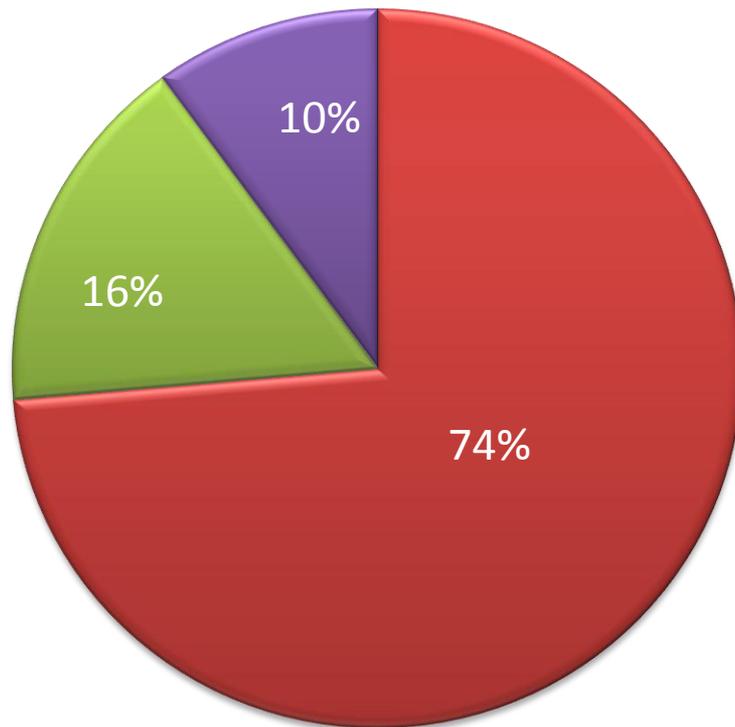
1Q-3Q 2017 營業收入分布情況



■ 建造合約收入
 ■ 勞務收入及維修收入
 ■ 銷貨收入
 ■ 門票分潤收入

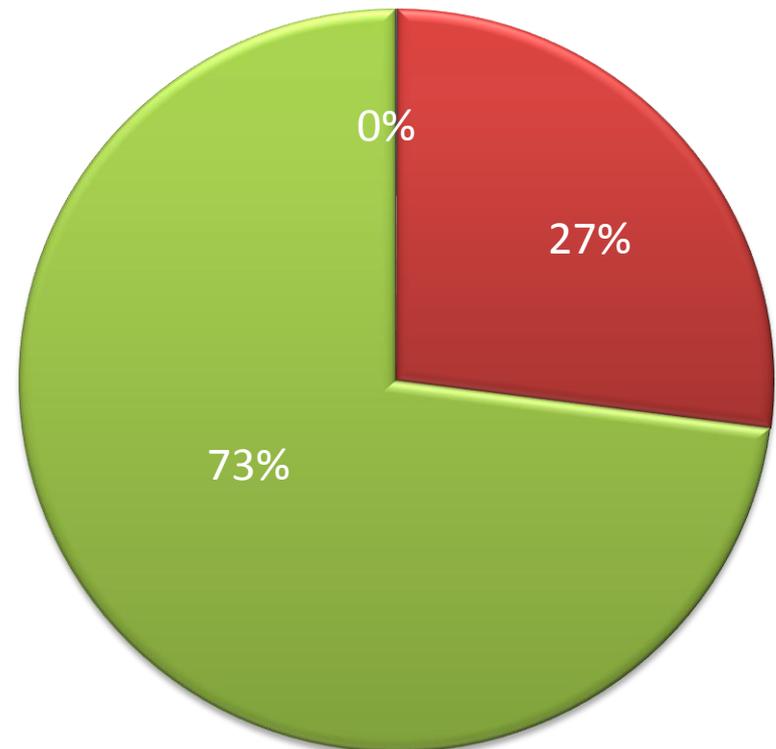
2017 設備銷售分布情況預估

Contracts by Regions



- Asia
- America
- EAME

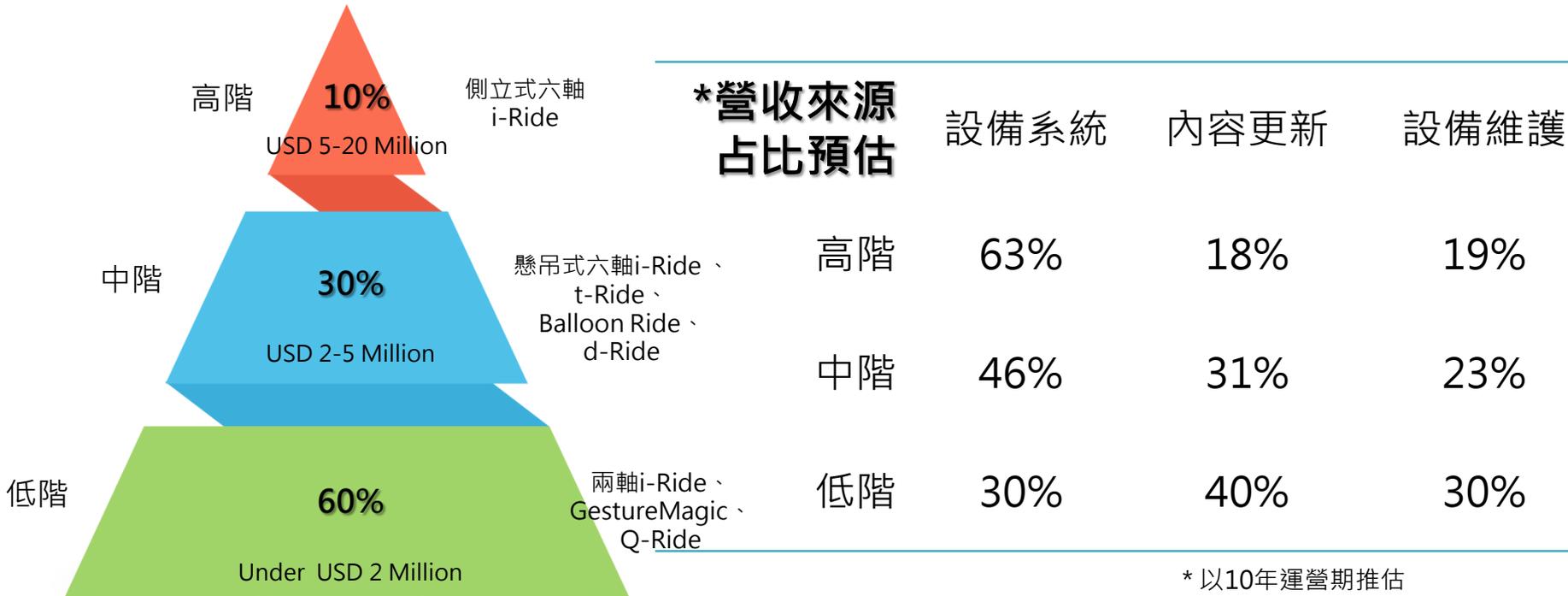
Contracts by Products



- Under USD 2 Million
- USD 2-5 Million
- USD 5-20 Million



Our Strategies



主題樂園市場

全世界約4,000 **家具規模主題樂園

體感模擬遊樂設備覆蓋率約6%

智歲在高階市場占有率約 **41%**

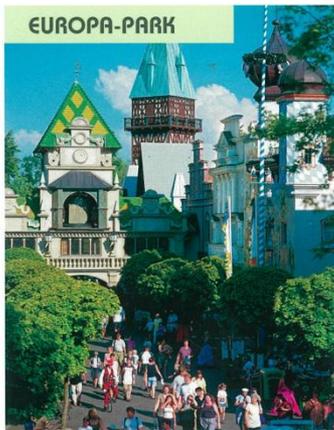
**已購買大型雲霄飛車之主題樂園

智歲攻進2017年歐洲第一、二名主題樂園

EUROPEAN STAR AWARD 2017

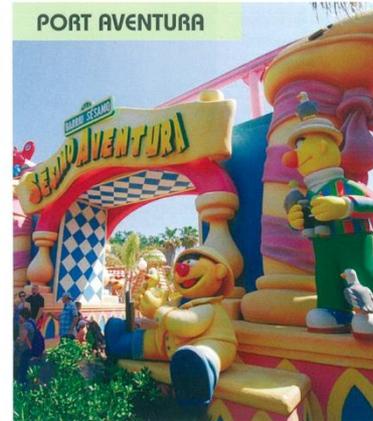
	Name	Country	Opening	Owner
1	Europa-Park	Germany	1975	Mack Family
2	PortAventura Park	Spain	1995	Investindustrial / KKR
3	Disneyland Park Paris	France	1992	Euro Disney Associés S.C.A.
4	Liseberg	Sweden	1923	Göteborgs Stad
5	Efteling	Netherlands	1952	Stichting Natuurpark de Efteling
6	Phantasialand	Germany	1967	Löffelhardt Family
7	Parc Astérix	France	1989	CDA Parks
8	Heide-Park	Germany	1978	Merlin Entertainments Group
8	Vialand Tema Park	Turkey	2013	Gürsoy Grup
10	Walibi Holland	Netherlands	1971	CDA Parks

EUROPE'S BEST THEME PARKS



Since the Star Award was first bestowed in 2012, Europa-Park has been voted continuously to first place. Undoubtedly the park's consistent theming is responsible, which is extended from the both family-friendly and

spectacular attractions through to the five on-site hotels, creating an integrated multiple day resort. The family run destination is testimony to honesty and integrity in management, and a great willingness to invest. It also has one other great advantage: no other park has the good fortune that the operating family is also a major international manufacturer of rides. ■



Also home to one of the best theme parks on the continent is the Spanish resort PortAventura World. Visitors to the Costa Dorada destination find a convincingly themed property, which thanks to

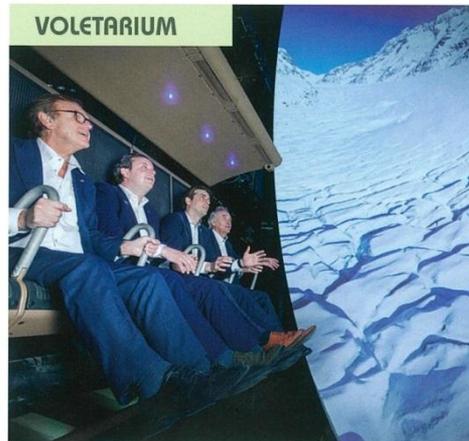
the five park-owned hotels and easy access to the sea, can also be described as a holiday destination. Europe's only Sesame Street themed area and lavish vegetation make PortAventura an experience for both young and old. Together with the new Ferrari Land, water park, golf course, and its own beach club, PortAventura World offers an extensive experience, which cannot be found in another park in the world, let alone Europe. ■

智歲飛行劇院2017年歐洲最佳新設備大獎

EUROPEAN STAR AWARD 2017

EUROPE'S BEST NEW RIDES 2017

	Name	Park	Country	Opening	Manufacturer
1	Voletarium	Europa-Park	Germany	2017	Brogent
2	Symbolica	Efteling	Netherlands	2017	ETF
3	Ninjago The Ride	Legoland Deutschland	Germany	2017	Triotech / ART Engineering
4	Golden Driller	Fraispertuis City	France	2017	Intamin
5	Viking Voyage	Tayto Park	Ireland	2017	Interlink
5	Ikaros	Gröna Lund	Sweden	2017	Intamin
7	L'Extraordinaire Voyage	Futuroscope	France	2017	Dynamic Attractions
8	Ghostbusters 5D	Heide-Park	Germany	2017	Triotech / Zierer
8	Flying Dreams	Ferrari Land	Spain	2017	Brogent
10	Thrill Towers	Ferrari Land	Spain	2017	S&S-Sansei



At long last the spectacular Flying Theatres that are located at Northern American Disney Parks have entered Europe. The largest and best themed is the "Voletarium" at Europa-Park. In the two theatres from Brogent, 1,400 passengers per hour can experience a flight over Europe – naturally with Europa-Park as the start and destination. The expensive film was produced by Mack Media. ■

獲選2017年European Star Awards歐洲地區主題樂園
最佳新設備獎 (**Europe's Best New Ride**)



Europa Park 六月開幕至今累積搭乘人數接近**200萬人**
營業時間延長至 **午夜 02:00**



挾高階市場品牌優勢 進攻中低階市場

25% Clients

2017年智歲在中、低階主題樂園市場，客戶來自美洲、亞洲及中國

400 %

中、低階市場整體規模約為高階市場之四倍大

> 10%

影片授權及設備保養每年的收益，高於設備售價的10%

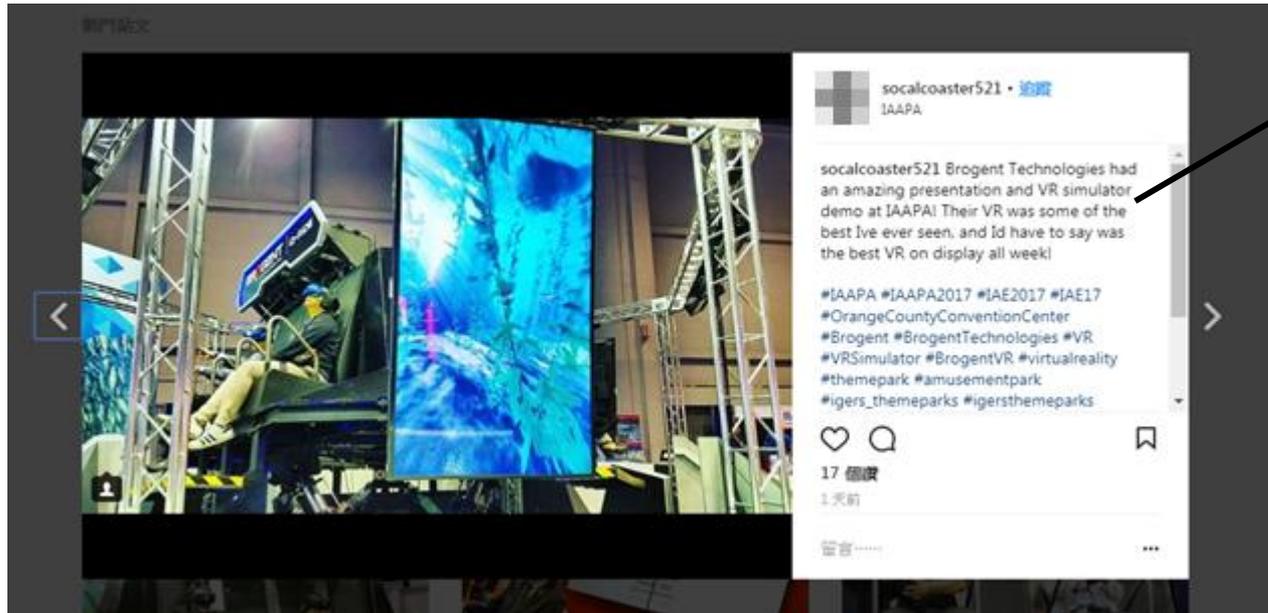


VR結合體感模擬設備 – 新市場的拓展

將大型主題樂園的體驗拓展至未被開發、未被滿足的市場



VR產品Q-Ride在2017 IAAPA 深獲好評



“Their VR was some of the best I’ve ever seen”

“more natural nautical textures and lighting than any of SeaWorld’s CGI attractions”

資料來源: Instagram @socialcoaster521



At IAAPA 2017, there were hints that trends are leaning away from high-tech and back toward high-touch

By Seth Kubersky

Brogent VR

Virtual Reality went from the next big thing to old news in the space of three IAAPA expos, and while you could still find VR offerings in every price range (and even a robot to clean the goggles), I only saw one this year that sparked my imagination. Brogent's Q-Ride uses an Acer 3K headset with sharper visuals and less lag than most, paired with an unusual triangular motion platform. But what really grabbed me was the content: no aliens or explosions, just a spectacular underwater safari through schools of fish and pods of whales, with more natural nautical textures and lighting than any of SeaWorld's CGI attractions.

資料來源:Orlando Weekly



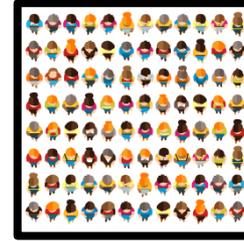
智崴VR體感模擬設備 Q-Ride

	日本新宿VR Zone	智崴Q-Ride
每日人次/ 單位面積	1,000人/3,500m ²	500人/100m ²
營運人員	200人	10人
體感效果	較低	高
可移動性	較低	高
內容替換性	僅能同質性	可更換非同質性

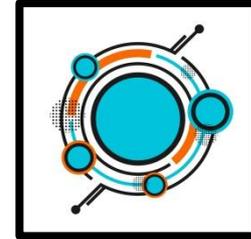




Q-Ride特性



高承載量



內容多樣性



高移動性



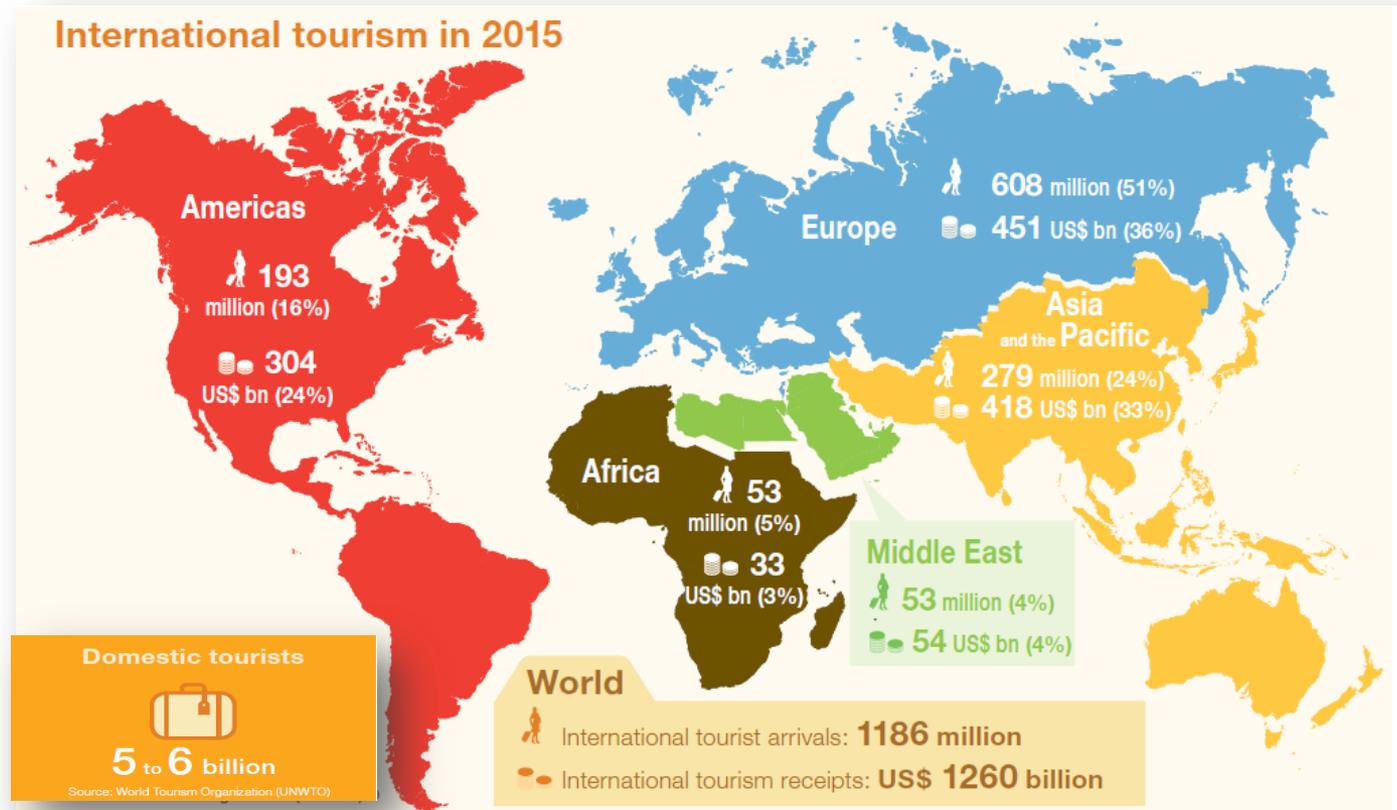
高擬真動作



高成本效益

國際旅遊市場

全球國際觀光人次達**11.8億**、國內觀光人次約50-60億人次
其中國際觀光客貢獻也達**1.26兆美元**



UNWTO預估全球國際觀光人次將於2030年達**18億**

旅遊市場策略

亞太地區

為主要自營據點

亞太地區國際遊客數呈現驚人增長

全球國際觀光客達2.79億人次

觀光客貢獻度達4,180億美元

UNWTO預估亞太地區國際遊客

2030年將成長至5.35億人次

約佔全球市場30%

(歐洲41%，美洲14%)

第一階段: 3-5年投資約10個自營據點

第二階段: 投資約20-30個自營據點





自營點投資策略

投資客戶設備地點

IRR : 15% - 35%

投資額: USD 8 – 20 Millions



THIS IS HOLLAND

“Best experience in Amsterdam!!!”

Review of THIS IS HOLLAND

“Great life experience and real”

Review of THIS IS HOLLAND

“Great flight! Super experience”

Review of THIS IS HOLLAND



2017.10.12 開幕

票價：14 歐元

年度來客數預估：300,000人次



高雄 i-Ride 體驗中心

2017年11月正式開幕

已超過7,000位深受感動的搭乘者



評論了 i-Ride體驗中心 — 5★
11月6日 22:06 · 🌐

看完感覺真的...很棒很棒..
螢幕超級大還能這麼清晰.椅子動作無比流暢.
在美國環球影城有類似的遊樂設施..但沒有這個精彩.
再加上看到自己住的城市.美的讓我感動的快哭了..
來高雄玩一定要去看.

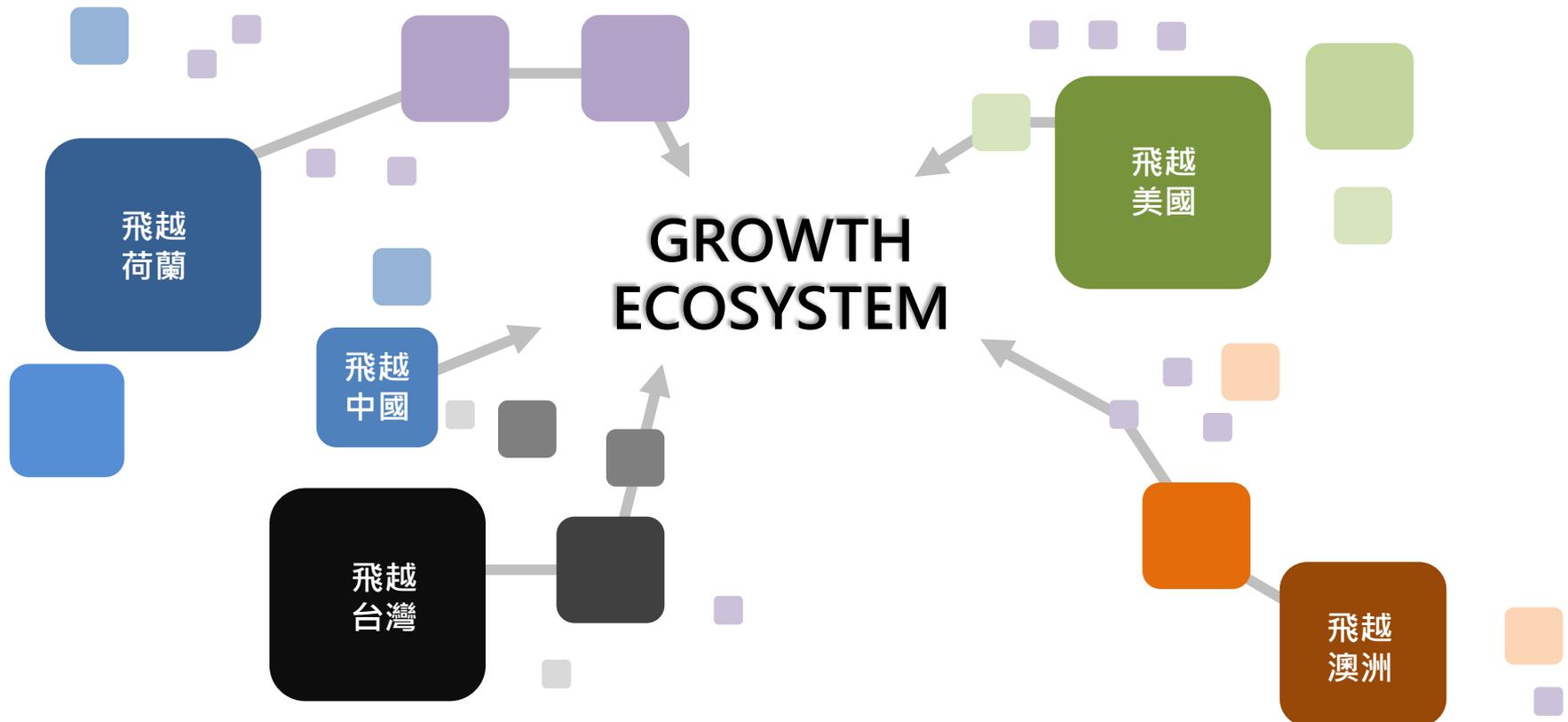
評論了 i-Ride體驗中心 — 5★
11月13日 8:16 · 🌐

超棒的感官體驗,彷彿翱翔空中俯瞰、又像身歷其境探索。視覺、聽覺、觸覺、味覺都感覺到了。棒棒der~



飛行劇院產業生態鏈

隨著飛行劇院的增加
進而形成具規模化的內容市場





全球佈局情形



Q & A