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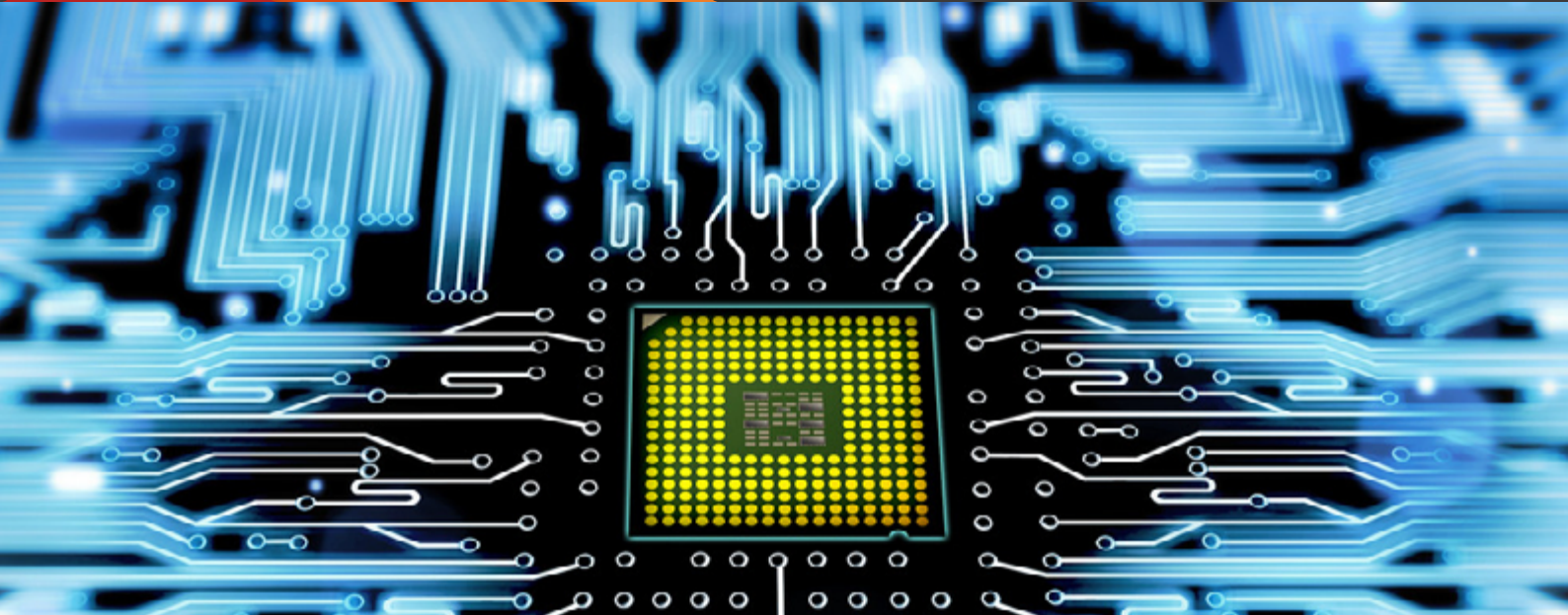
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DRAM market is not expected to rally until the fourth quarter.

DRAM Market Rally Looks Unlikely Until Q4

By KEN LIU

Retailers feel that a market rally is not likely to materialize in the dynamic random access memory (DRAM) industry until the fourth quarter in light of the 15-percent fall in the price of the memory chips in a week, which dipped below US\$3 per DDR4 4Gb chip, the mainstream DRAM.

To shore up the market, Samsung Electronics Co., Ltd., reportedly the world's No.1 DRAM chipmaker, has announced cutting production of the chips used in PCs and shifting the idle capacity to production of the memory chips used in mobile phones.


Industry executives blame the price slump on weak demand rather than oversupply. Originally, they expected the demand to pick up in the third quarter, normally a high season for electronic products. However, the seasonal surge has failed to materialize due to weak demand for smartphones and laptop PCs coupled with gloomy business forecast

from Micron Technology Inc., the world's No.3 DRAM chipmaker.

According to market consultant TrendForce Corp., in the second quarter Samsung bagged 45.1 percent of the global market for DRAM chips, up from 43.1 percent in the first quarter; SK Hynix Semiconductor Inc. had a 27.7 percent share, increasing from 27.3 percent; and Micron controlled 20.6 percent, down from 22.5 percent.

The market consultant ascribes Micron's share reduction mostly to the company's lagging pace to migrate to the 20-nanometer process.

The consultant estimates the market to remain harsh for DRAM makers in the quarters ahead, albeit a temporary rebound may come in the Christmas shopping season in the fourth quarter. CENS



ITRI Showcases Spate of Display & Touch Panel Technologies at Touch Taiwan 2015

New technologies expected to further drive Taiwan's touch panel and display industry

By QUINCY LIANG

ITRI-developed triple-foldable AMOLED technology.

This year's International Touch Panel & Optical Film Expo (Touch Taiwan) 2015, billed as the world's largest touch-panel and optical film exhibition that was held August 26-28 in Taipei, capital of Taiwan, saw the domestic exhibitor Industrial Technology Research Institute (ITRI), a government-backed industrial-technology R&D hub on the island, unveil a total of 23 innovative display and touch-panel technologies that ranged from materials and equipment to manufacturing processes, modules and applications.

Co-organized by the Taiwan Display Union Association (TDUA), Taiwan TFT LCD Association (TTLA), Taiwan Flat Panel Display Materials and Devices Association (TDMDA), Taiwan Electronic Equipment Industry Association (TEEIA) and Chan Chao Int'l Co., Ltd., Touch Taiwan combines the strength of

various trade associations and the efforts of the entire display panel industry in Taiwan to have become the most influential global touch panel and optical film exhibition. The exhibition brings together prominent manufacturers from Taiwan, China, Hong Kong, Macau, Europe and the US, all leading regions in the global touch panel and display industry.

Focusing on the theme "Innovating a Better Future," ITRI's innovative exhibits at the show included on-cell touch active matrix organic light-emit diode (AMOLED), out-cell touch AMOLED, Z-fold AMOLED, rollable AMOLED, etc. ITRI's advanced display technologies help the Taiwan industry remain at the forefront of new trends in mobile device technology to create application opportunities for next-generation displays.

In addition to its innovative products and technologies showcased, Dr. Chen Jang-lin, ITRI's vice president and general director of the Display Technology Center (DTC), was singled out for the "Outstanding Contribution Award" of the 2015 Gold Panel Awards. For 15 years since the "Outstanding Contribution Award" was introduced, all the winners have been top corporate executives from the industry, with the only exception, Dr. Chen, from a domestic research institute.

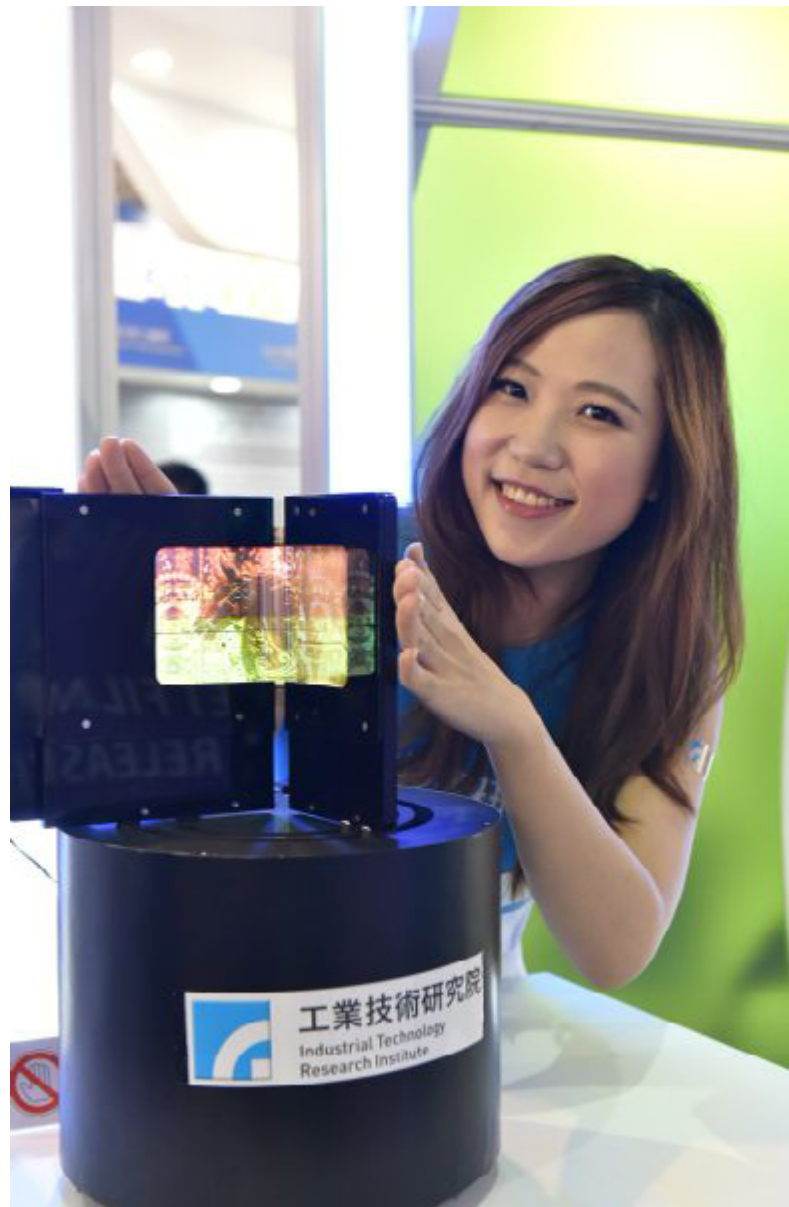
Under the leadership of Dr. Chen and support from the Department of Industrial Technology (DoIT) under the Ministry of Economic Affairs (MOEA), ITRI's DTC has been continually developing and innovating advanced technologies that have garnered worldwide attention, and won the R&D 100 Awards and Wall Street Journal Technology Innovation Awards for its FlexUPTM, i2R, and foldable AMOLED technologies. Various startups have been founded with ITRI's technological transfer to the private sector, which continue to commercialize products based on such technologies.

Dr. Chen stated that the thriving growth of mobile handheld devices in recent years has driven the vigorous development of light, thin, shatter-resistant, and foldable applications. The increasing popularity of wearable devices has made flexible display technology one of the most critical, with attention especially focused on flexible AMOLED; while ITRI's development of manufacturing technology for flexible AMOLED panels precisely meets the needs of the market, he added.

On-cell Touch AMOLED

Among ITRI's eye-catching exhibits at Touch Taiwan 2015, the FlexUPTM technology is used in the production of foldable OLED and thin film transistor (TFT) back panels, as well

as flexible upper cover plates featuring gas barrier and touch functions.



A 7-inch foldable AMOLED with Full HD (FHD) resolution.

Integrating the unique upper and lower plate technology with the packaging materials of Japan's LINTEC, ITRI has eliminated the interference between the touch screen and AMOLED driver to successfully develop sub-0.1mm thick, on-cell touch AMOLED back panels. Such achievement, the institute stressed, will foster the development of foldable tablets and other next-generation handheld devices.

In early August, ITRI signed an agreement to transfer its foldable AMOLED technology

to Taiwanese flat panel maker, Chunghwa Picture Tubes Ltd. (CPT), which is scheduled to gradually introduce increasingly mature technologies of this type to its 4.5- generation production line, to provide customers with a more diversified range of flat-panel products.

Opportunities in Wearable Devices

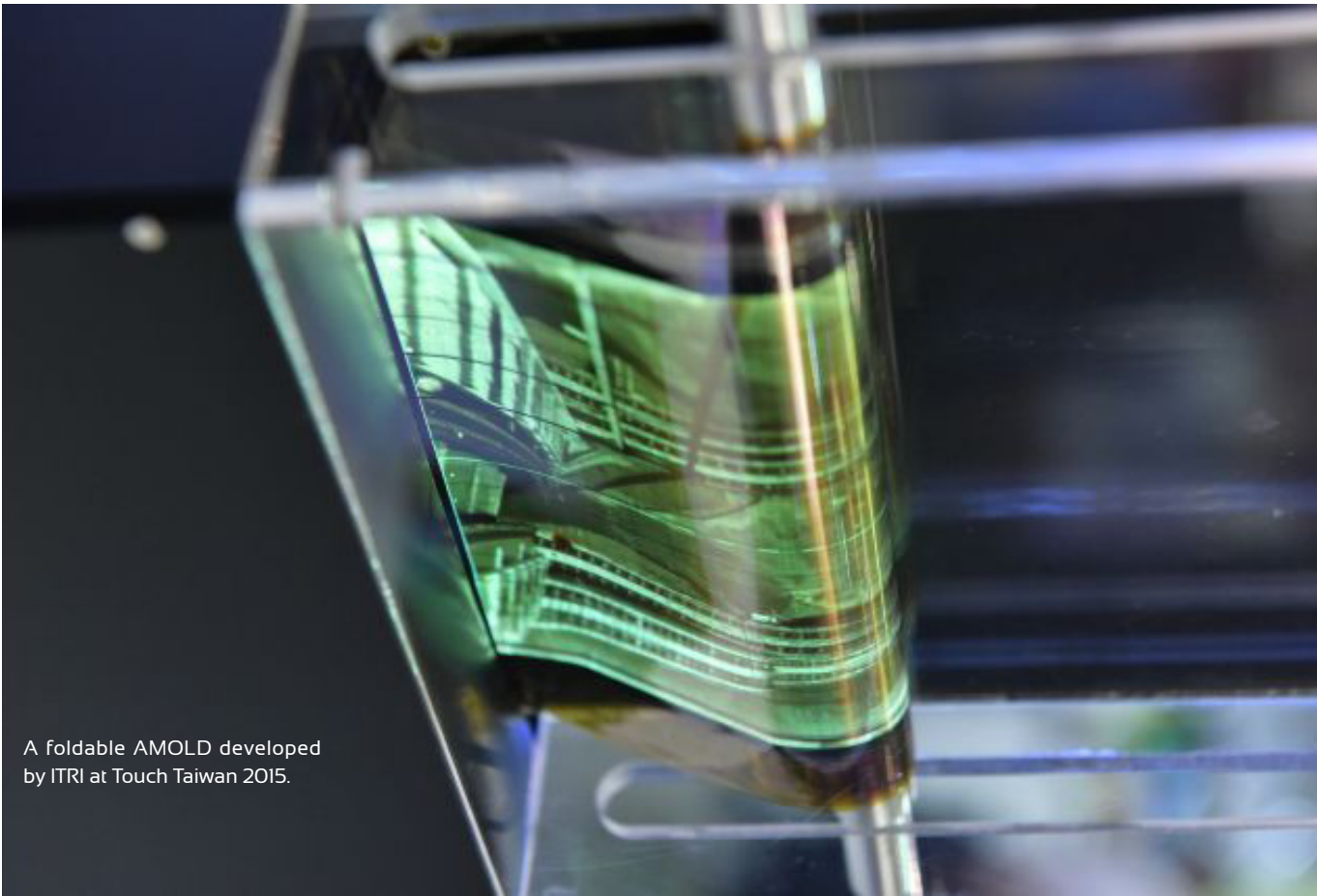
ITRI collaborated with Germany's Heraeus to develop a flexible AMOLED based on its own FlexUPTM technology and Heraeus' transparent PEDOT materials, which features a flexible touch panel and a bend-resistant bonding process, to have resulted in a flexible, lightweight, and thin out-cell touch AMOLED with potential applications in wearable devices, thereby enhancing user experience.

Another exhibit by the ITRI for wearable devices was the Z-fold AMOLED display. With a resolution of full HD (310 ppi), the Z-fold can be folded above and below a single plane at a bending radius of 5 mm. This will pave the way for novel applications such as foldable tablets and mobile phones, the inventor said.



A foldable AMOLED panel produced with ITRI-developed on-cell touch AMOLED technology.

The ITRI has also developed a lightweight and thin rollable AMOLED based on its FlexUPTM technology. The unique design of substrate and materials has made it possible for this rollable AMOLED to have a bending radius of 5 mm and thickness of about 0.06 mm. The rollable AMOLED may have future applications in rollable notebooks and rollable screens. [CENS](#)



A foldable AMOLD developed by ITRI at Touch Taiwan 2015.



Asus' new Zenfone 2 smartphones are expected to be a hit in major emerging markets such as India and Brazil.

Taiwanese PC Vendors Acer and Asus Develop Smartphone Biz

The vendors focus on savvy pricing strategy to secure sustained growth in the competitive landscape

By QUINCY LIANG

Two of the best known Taiwanese personal computer (PC) vendors, Acer Inc. and Asustek Computer Inc. (Asus), are aggressively targeting the mobile-device market, especially the smartphone segment, by launching several new cellphone models in August and September.

Industry sources say that the two Taiwanese companies are trying to gain higher market shares in the mobile-device market, in which their major Chinese rival Lenovo are facing some challenges.

Lenovo has been the world's top-five cellphone vendor in the past three years, probably due to its home advantage of China being a massive market. However, the rapid

market changes with more and more brands joining the arena, rising inventory level, and underselling competition, have forced the Chinese vendor to adjust its tactics in the highly competitive market by streamlining workforce and product lines, as well as adjusting its existing supply chain, so as to cut costs.

Without as much burden and likely noting the growth downtrend in the PC market, Taiwanese vendors Acer and Asus have been gradually expanding their reach into the mobile-device market, with top priorities being stable business development, upgrading profit margins, and development of boutique products.

Asus

Asus debuted its new Zenfone 2 smartphone series in Brazil in late August, and the Taiwanese company's goal is to duplicate the successful mouth-to-mouth marketing strategy in the targeted emerging market. Asus' new Zenfone 2 model will directly challenge Chinese vendor Xiaomi's new products; while Brazil is a major overseas market for Lenovo's smartphone sales. Currently, Lenovo is the No. 2 smartphone vendor in Brazil by accounting for a market share of 21 percent, trailing only Samsung.

Industry insiders say that Asus is enjoying stable profitability and sales expansion in Brazil's smartphone market, and the Taiwanese vendor's first-generation Zenfone models once set a sales record of 40,000 units in four days. This year, Asus is aiming to challenge annual sales volume of about one million units in the emerging market, doubled the volume of last year's.

Asus CEO Jerry Shen said previously that

his company's cellphone business is on the right and healthy track, with the final goal being to achieve similar or higher profitability from smartphones than notebook PCs. The smartphone, in fact, is also a major part of Asus' ongoing "Giant Lion" business expansion project.

Acer

Acer just launched its Liquid series smartphones, including the Jade Z and Z410 models, in Canada in August. The new models feature higher portability and extra thickness and lightweight. Acer's CEO Jason Chen has stressed several times that his company will not invest too much money to develop smartphone sales, but leverage its existing advantages to become an increasingly important player in the reshuffling global smartphone market.

Acer's internal statistics show that smartphone sales accounted for 2 percent of the firm's overall revenue in the first half, during which the business had not turned profitable. Industry sources say, however, that the new Liquid series are the driving force behind Acer to see profits from its smartphone business.

Precise Pricing Strategy

For their mobile-device business development, both Acer and Asus opt to adopt the "precise-pricing" and "once-pricing" strategy for products, so as to circumvent the persistent downtrend in prices encountered by many cellphone vendors. Coupled with high-speed new-product development and innovation, such precise- and once-pricing strategy is expected to create more stable profitability.



Acer just launched the Liquid series, including the Jade Z, as it strives to turn its smartphone operation profitable in the fourth quarter.

Drawing many lessons from difficulties encountered during the global recession, industry analysts say, major PC vendors have accumulated abundant experience in pricing strategies when they ventured into the mobile-device market, especially in the US\$99, US\$199 and US\$299 price ranges. However, product development speed is also critical. Lenovo's management recently admitted that its smartphone products, such as the Moto G, took a development period as long as about 10 months, and thus lagged counterparts in competitiveness.

Another stinging phenomenon, industry sources say, is that many flagship smartphone models launched by international brands typically follow a steep price decline curve quickly after demonstrations that do not meet warm market response. Regarding such trend, Asus CEO Shen said previously that one of the biggest difficulties in smartphone marketing is right pricing, which must be precisely positioned at once to secure the maker's profitability.

Citing a successful example, Shen continued to say that all Asus' first-generation Zenfone models were sold at the same price one year after demonstration, which is savvy pricing that has helped the company achieve better profitability.

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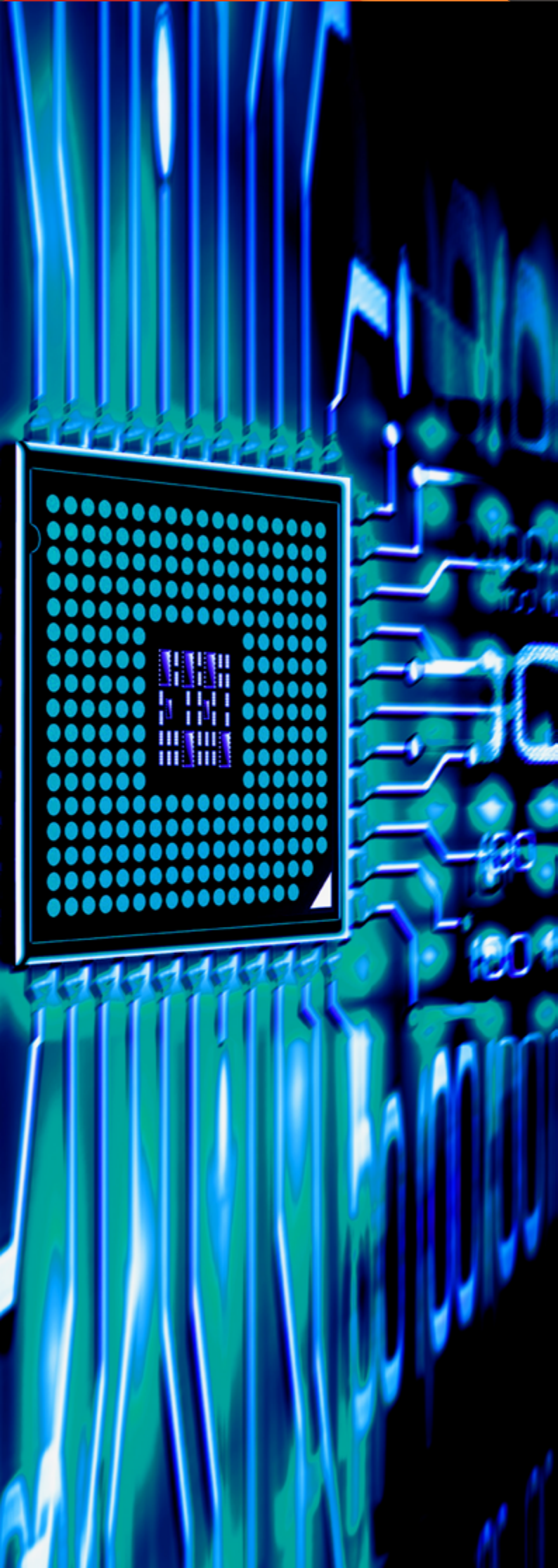
As part of its aggressive smartphone business development, Asus in August announced that it had chosen Taiwanese EMS (electronics manufacturing services) provider Hon Hai as its contract smartphone assembler in India. Currently, India is one of the largest emerging markets for Asus smartphones, and Hon Hai plays a key role in helping the Taiwanese smartphone brand rapidly expand shipment volume in the overseas market.

In India, Asus tied up with telecom company Flipkart and demand for Zenfone models has been outstripping supply. With Hon Hai's role as local assembler, Asus forecasts that its shipments in India will outstrip that in Brazil by 2016.

Industry sources say that many international PC and mobile-device vendors have chosen to locally produce products in Brazil, including Apple, Asus and Acer; while such local production mode has just begun in India.

While Acer has not announced its Indian local-production plans, the Taiwanese vendor said that local production is not a problem, with a potential snag being to minimize the impacts from key-parts supply shortage.

Asus targets to ship some three million smartphones in India in 2015, almost double from 1.6 million to 1.7 million units sold in 2014 in the country. The vendor's long-term goal is to locally source over 70 percent of smartphones sold in the nation, and the most important contract supplier undoubtedly will be Hon Hai, also a local contract maker for Asus in Brazil. [CENS](#)



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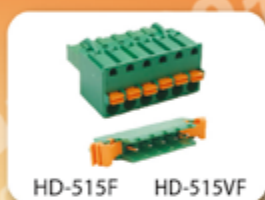
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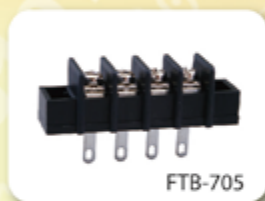


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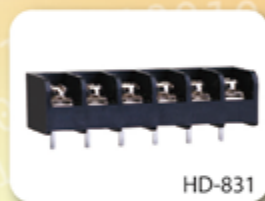
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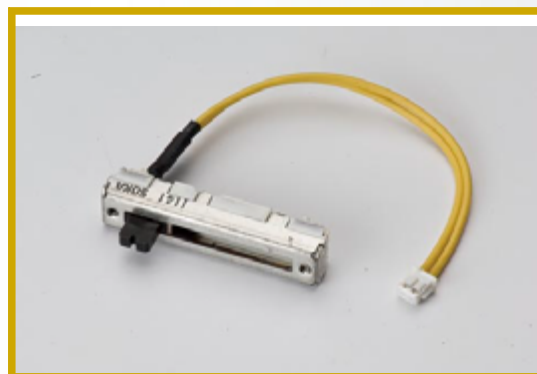
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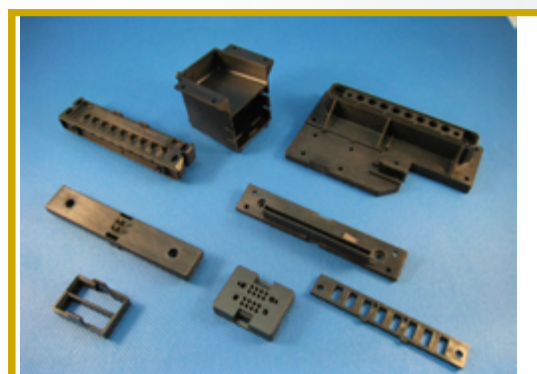
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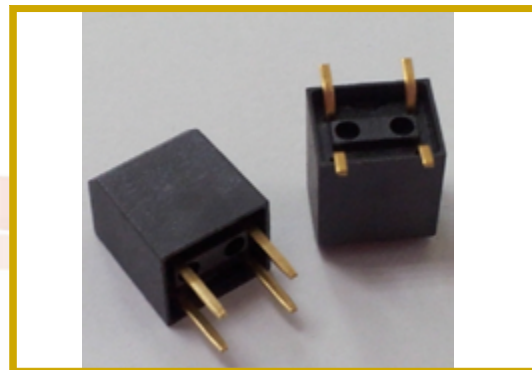


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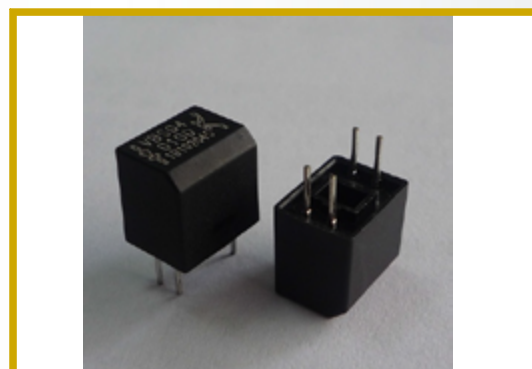
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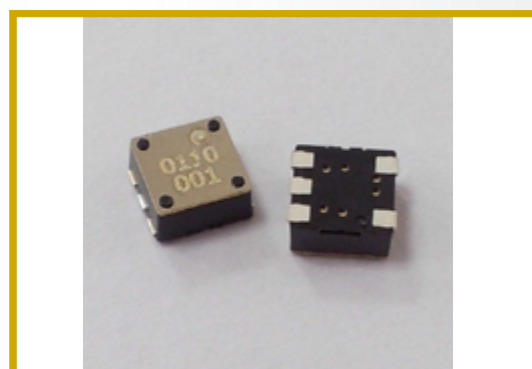
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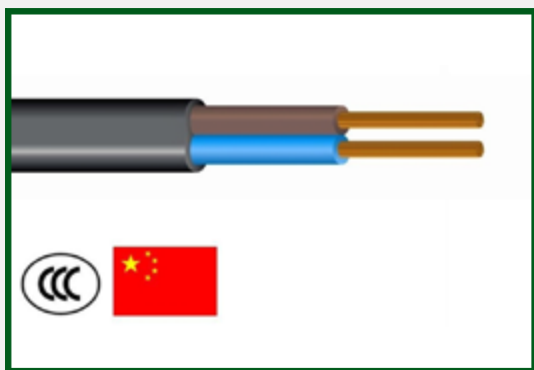
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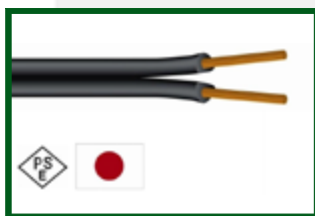
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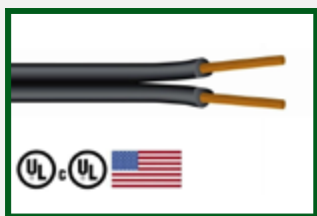


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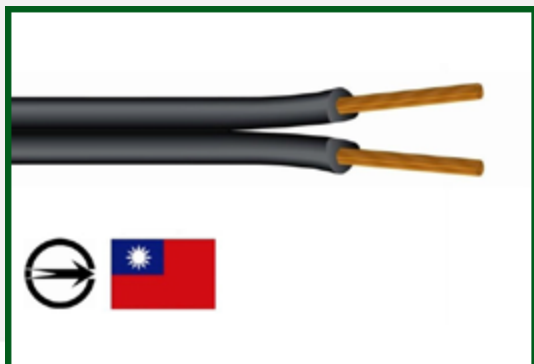
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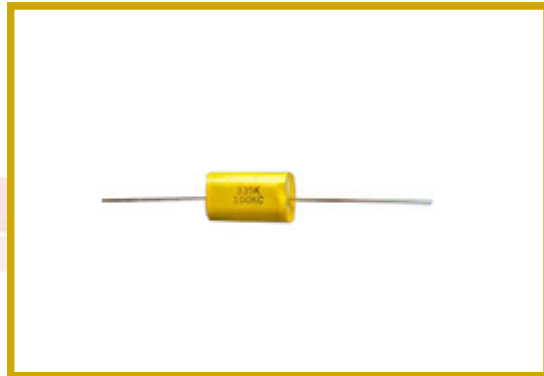
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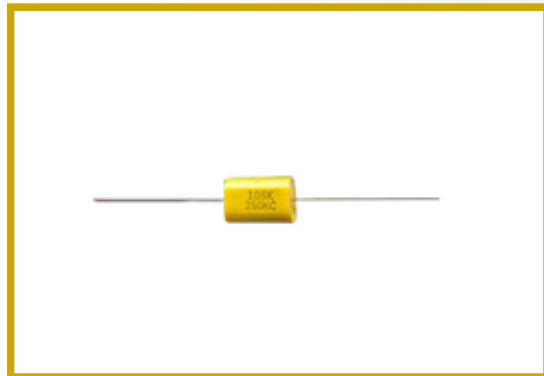
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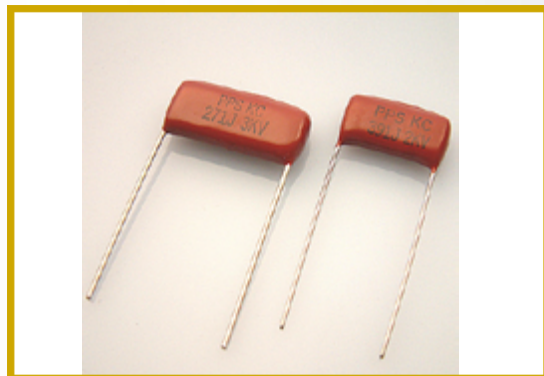
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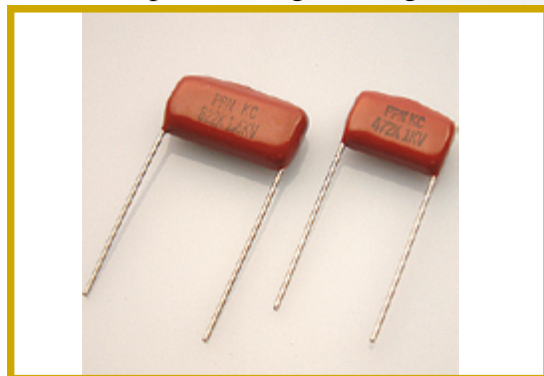
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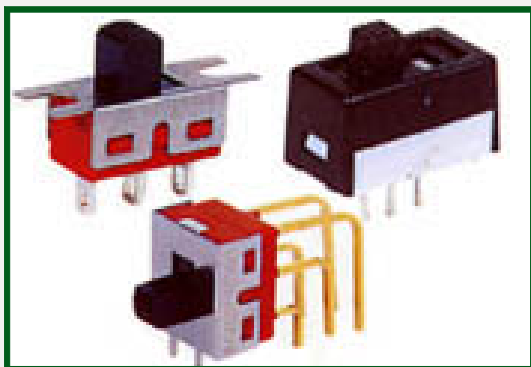
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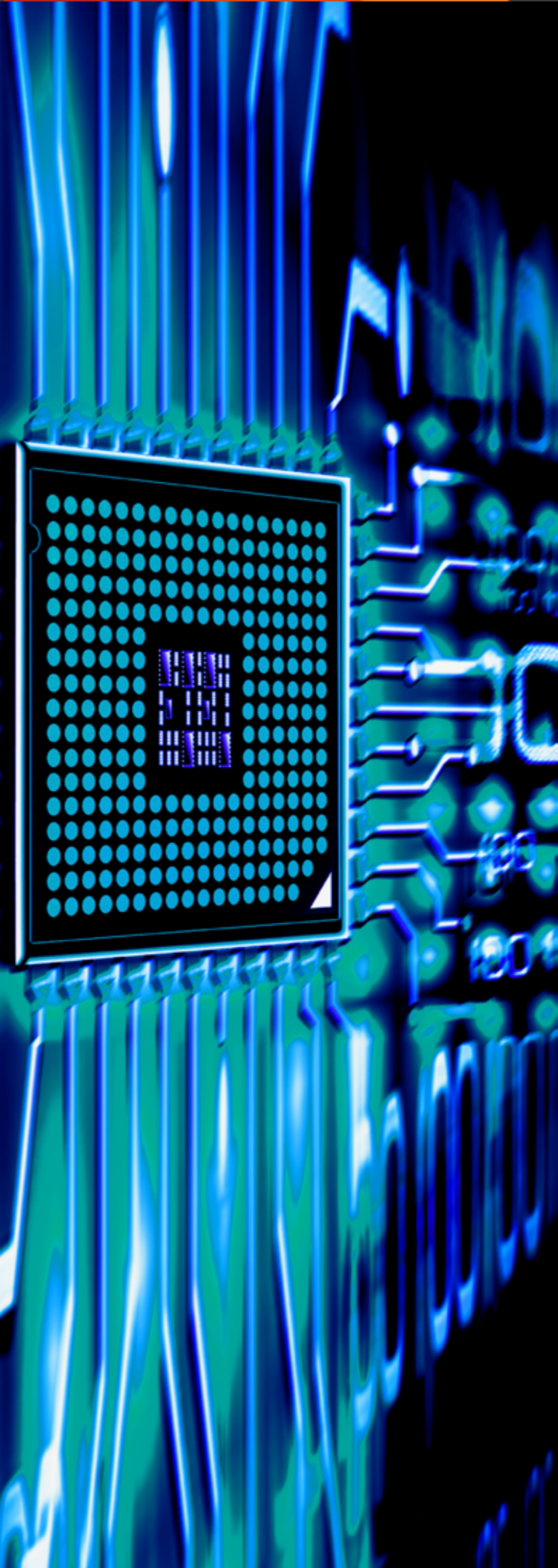
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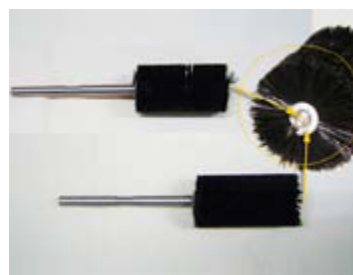
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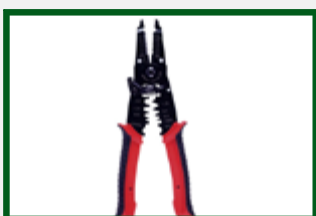


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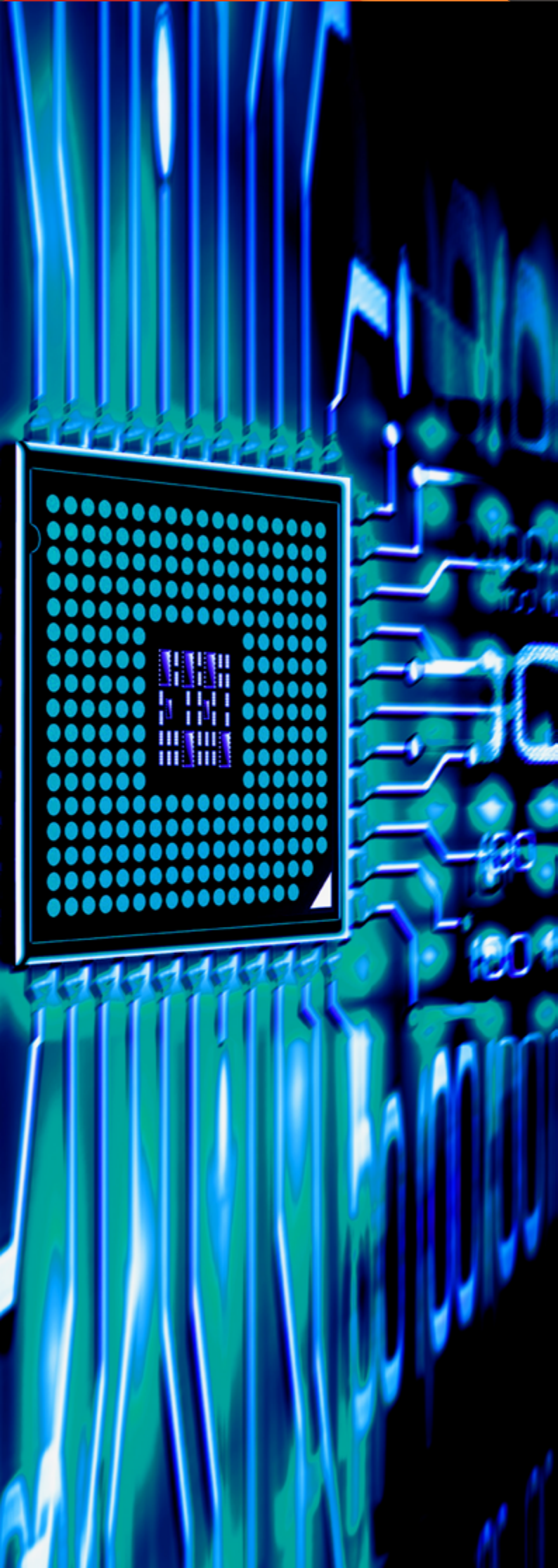
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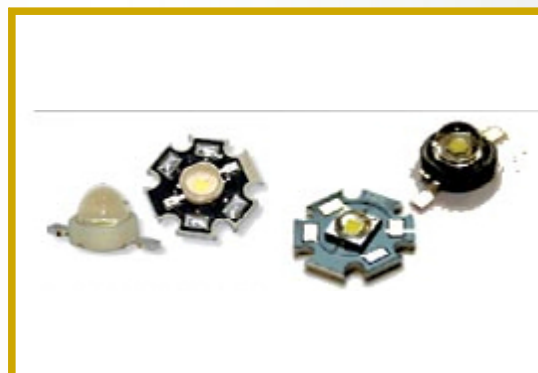
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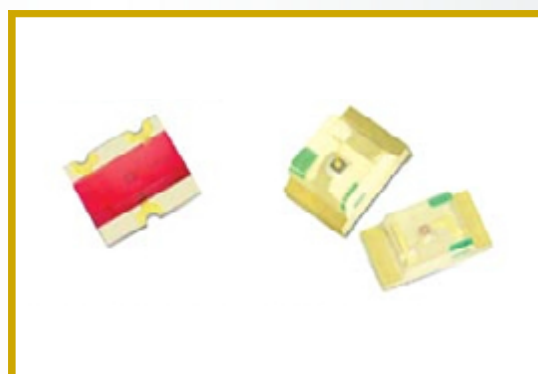
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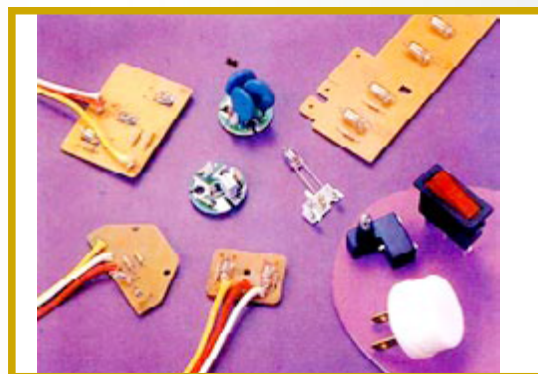
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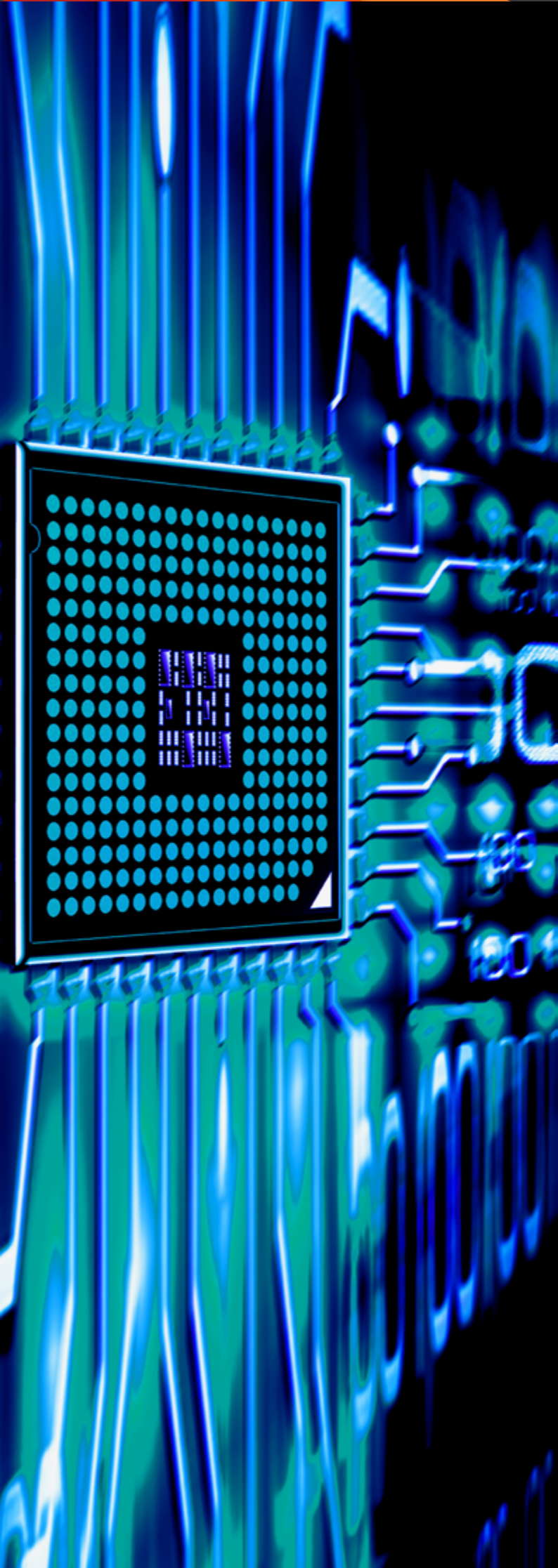
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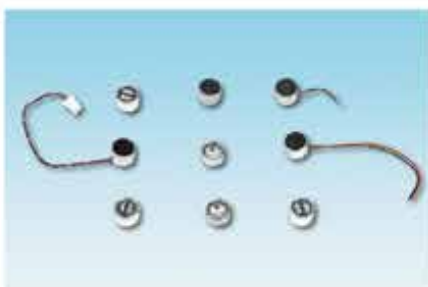
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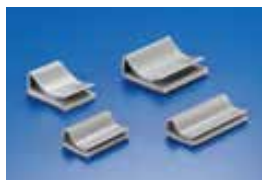
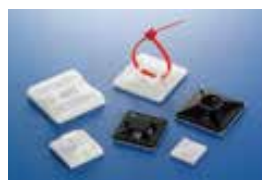
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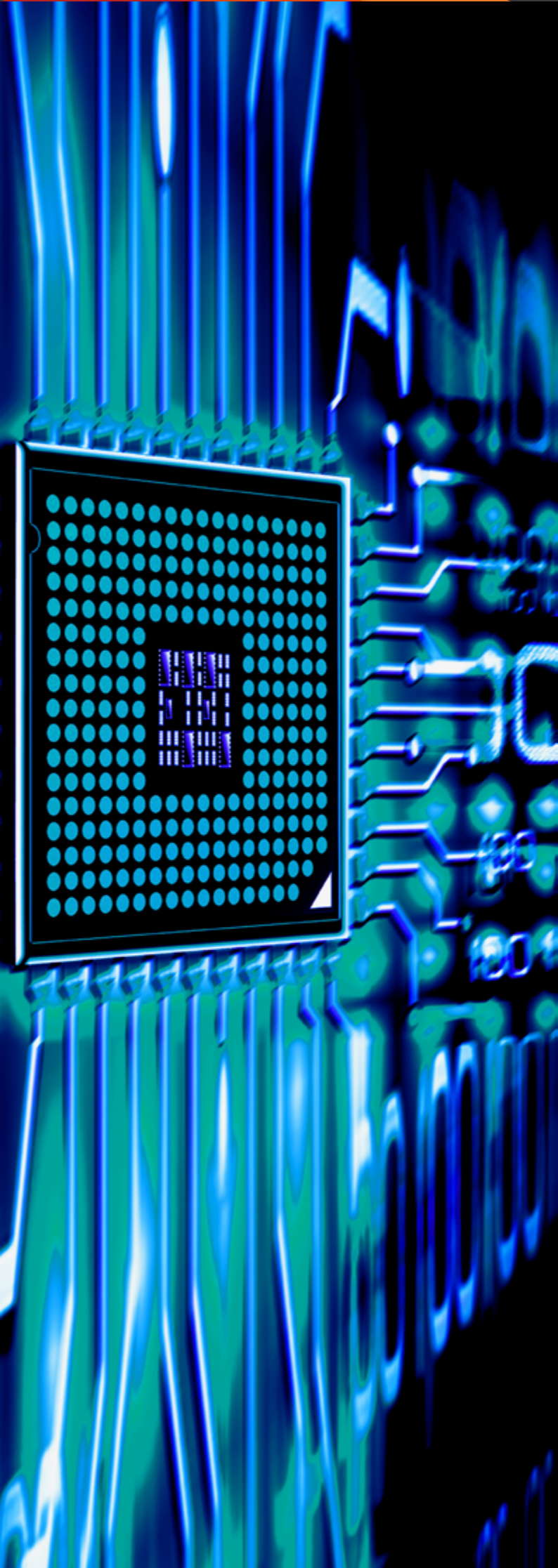
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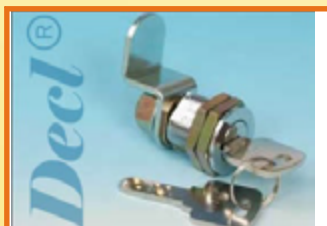
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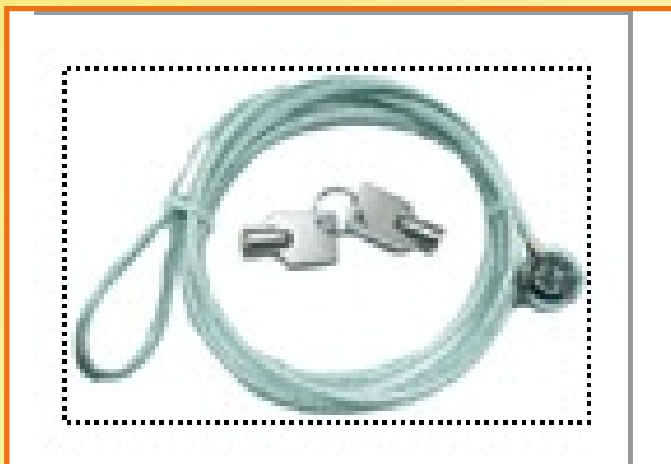
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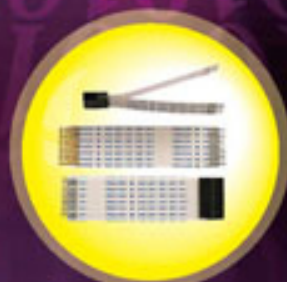
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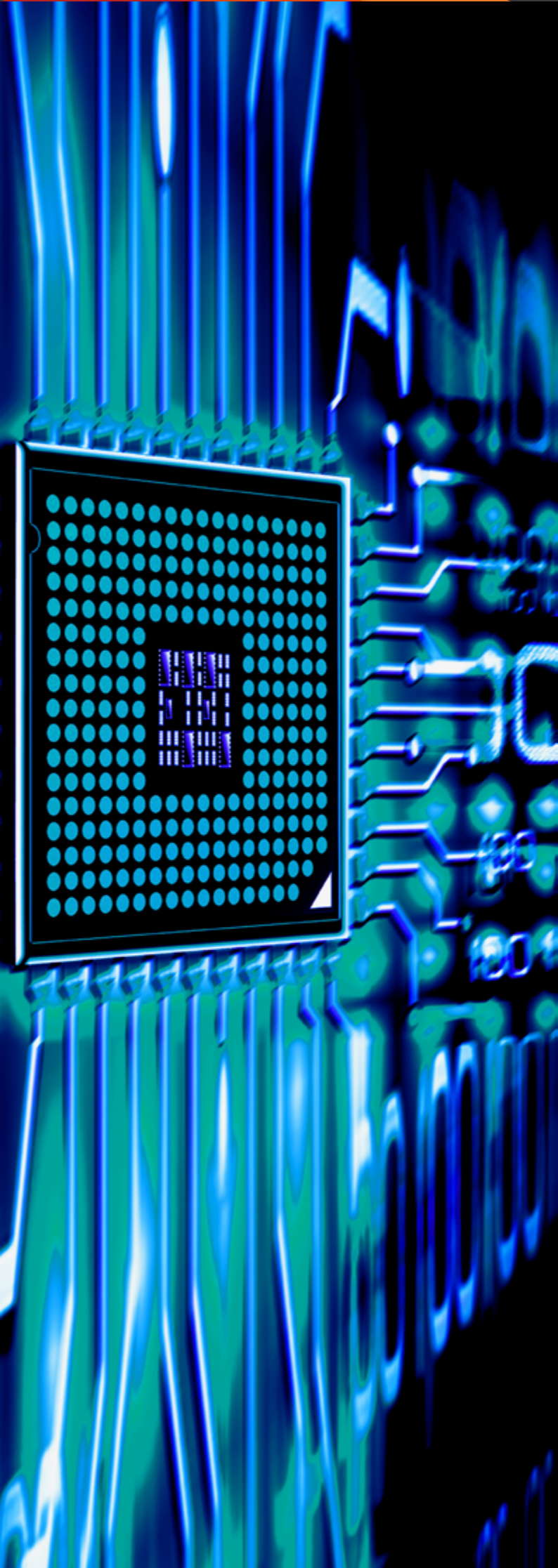
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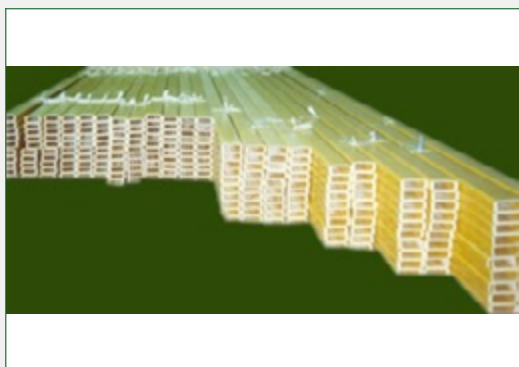
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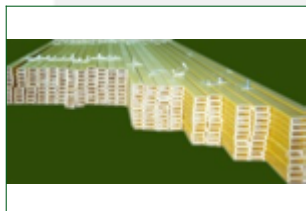
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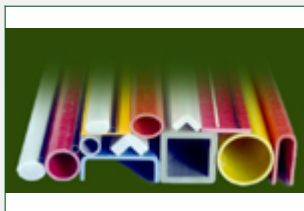
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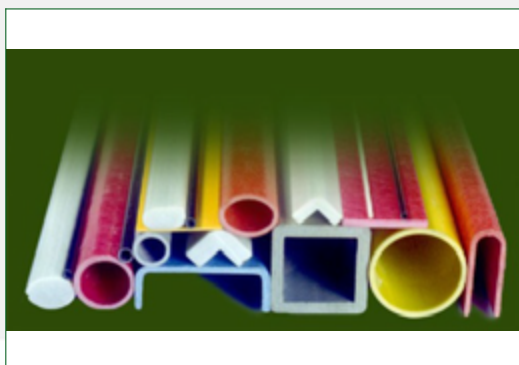
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