



Results & Prospects

8103.TT
2018.11.21

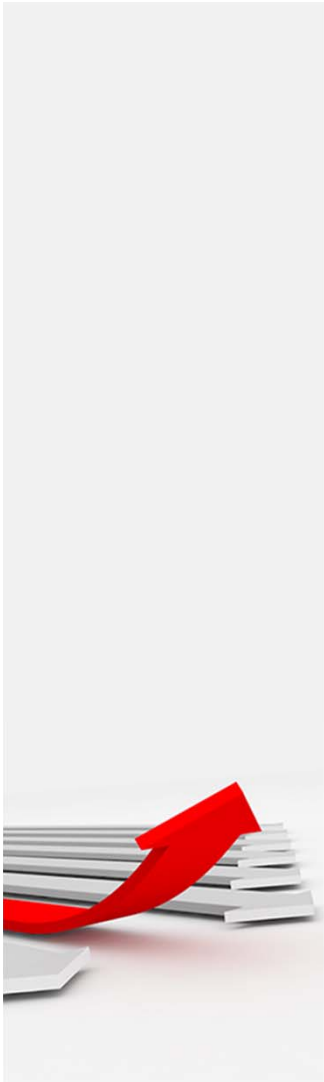
Safe Harbor Notice



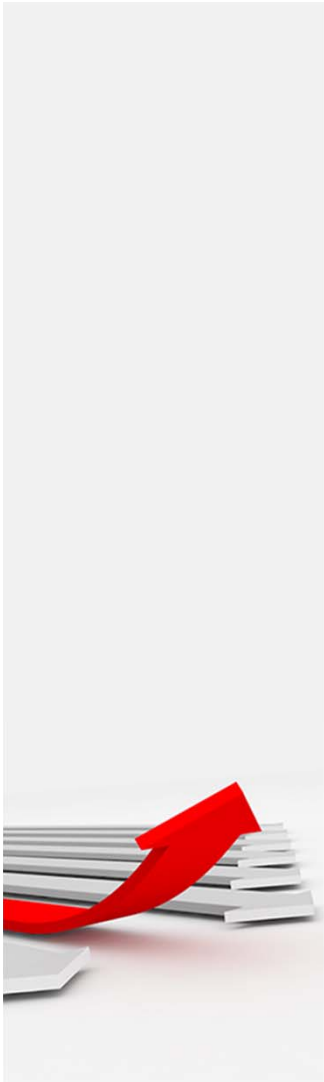
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- This presentation contains forward looking statements and is subject to significant risks and uncertainties. Actual results may differ materially from those in the forward looking statements.
- In addition to the statutory requirements, the company has no obligation to spontaneously update the statements because of new info or events in the future.

Agenda

- ◆ Operating Results
- ◆ Company Introduction
- ◆ Status of the Connector Industry
- ◆ Forward Looking
- ◆ Q & A



Operating Results



Quarters Result Highlight

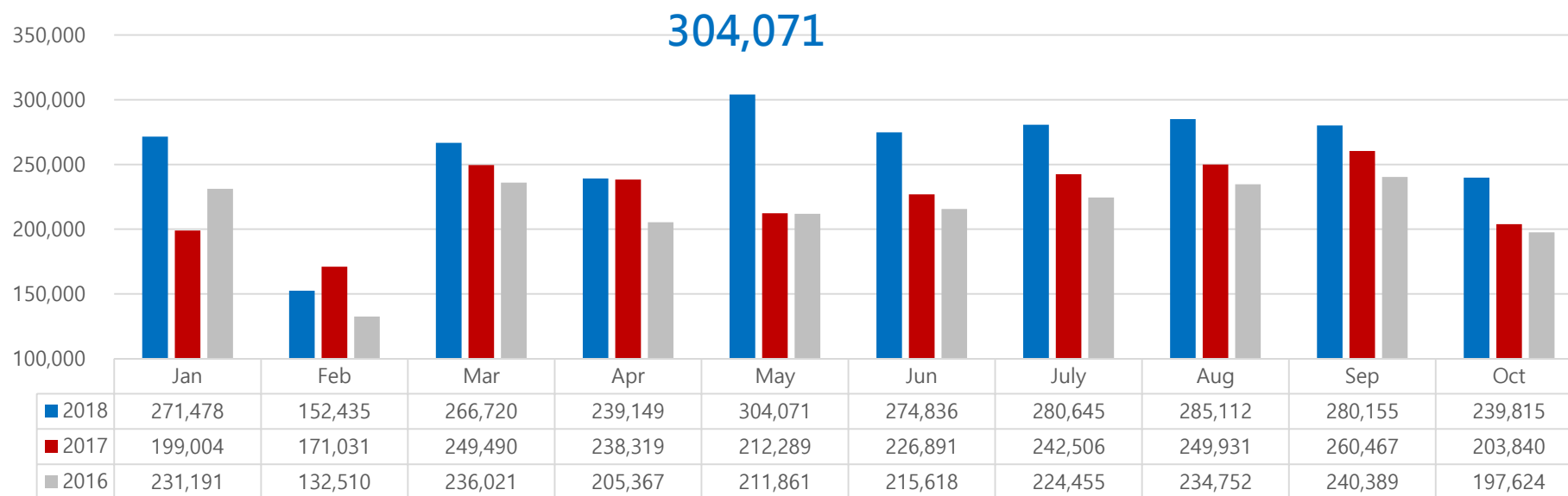
(NTD in thousand)



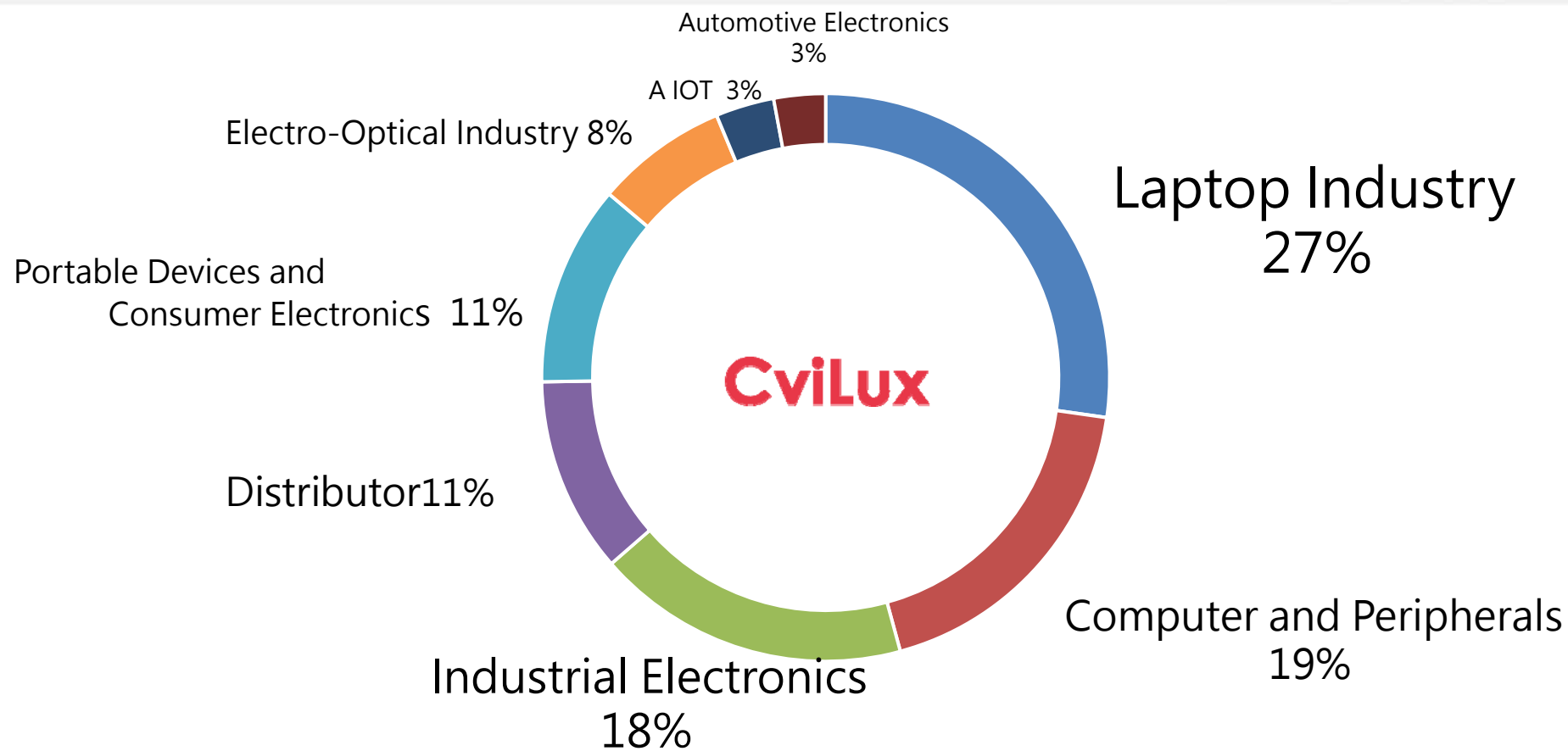
| | 2018 Q1 | 2018 Q2 | 2018 Q3 | 2017 Q3 | YOY | 2018 Q1~Q3 |
|----------------------------------|-----------|------------|-----------|------------|--|-------------|
| 營業收入 Net Sales | 692,404 | 816,367 | 846,135 | 753,589 | 12% | 2,354,906 |
| 營業成本 Cost Of Goods Sold | (514,170) | (608,240) | (595,776) | (515,171) | 16% | - 1,718,186 |
| 營業毛利 Gross Profit | 178,234 | 208,127 | 250,359 | 238,418 | 5% | 636,720 |
| 毛利率 Gross Profit margin % | 26% | 25% | 30% | 32% | | 27% |
| 營業費用 Operating Expenses | (131,494) | (149,119) | (149,721) | (133,891) | 12% | 430,334 |
| 費用率 Operating Expense Ratio % | -19% | -18% | -18% | -18% | | -18% |
| 營業淨利 Operating Income | 46,740 | 59,008 | 100,638 | 104,527 | -4% | 206,386 |
| 營益率 Operating Profit Margin % | 7% | 7% | 12% | 14% | | 9% |
| 業外收支 Total Non-Op. Inc & Exp. | (27,446) | 64,159 | 23,429 | (2,395) | Non-Op. Inc 108% higher than Q3 of last year | 60,142 |
| 所得稅 Income Tax Expenses | (6,704) | (49,809) | (49,955) | (29,490) | 69% | (106,468) |
| 稅後淨利 Net Income | 12,590 | 73,358 | 74,112 | 72,642 | 2% | 160,060 |
| 每股盈餘 Earnings Per Share | 0.16 | 0.9 | 0.91 | 0.89 | 2% | 1.97 |

2018 Revenue

(NTD in thousand)



Product Application

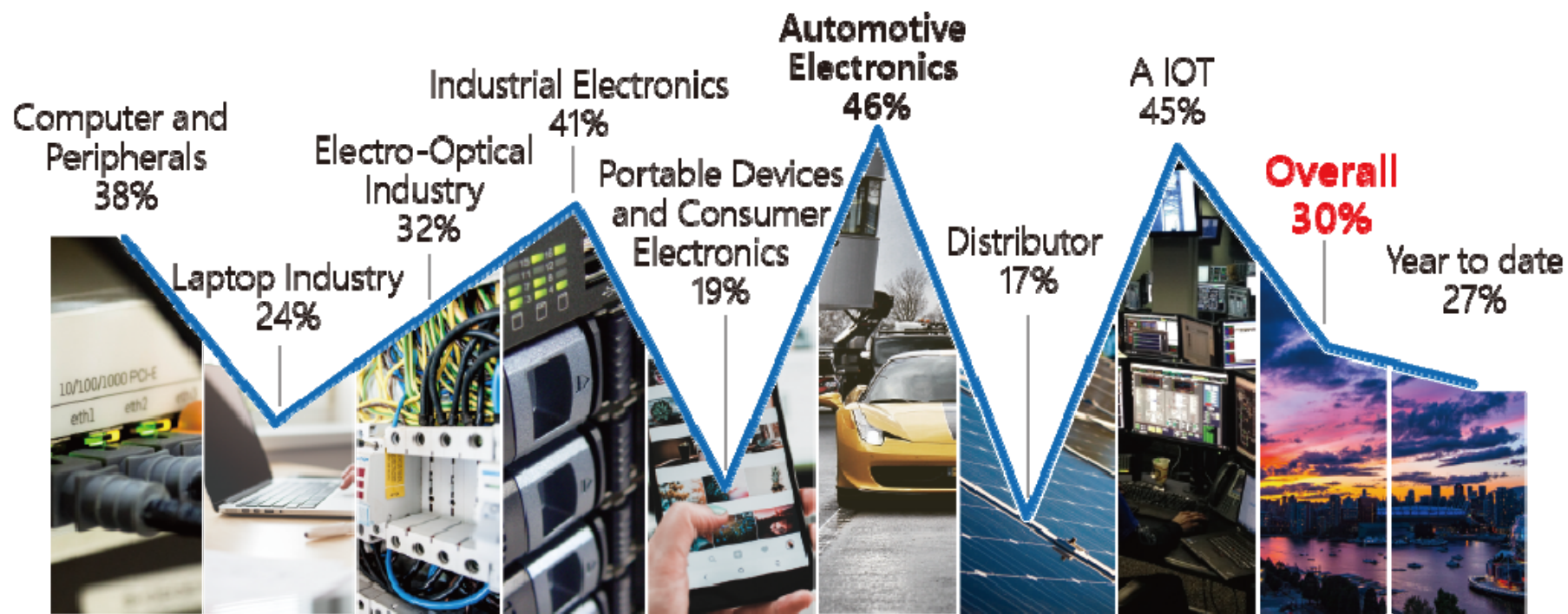


Product Application

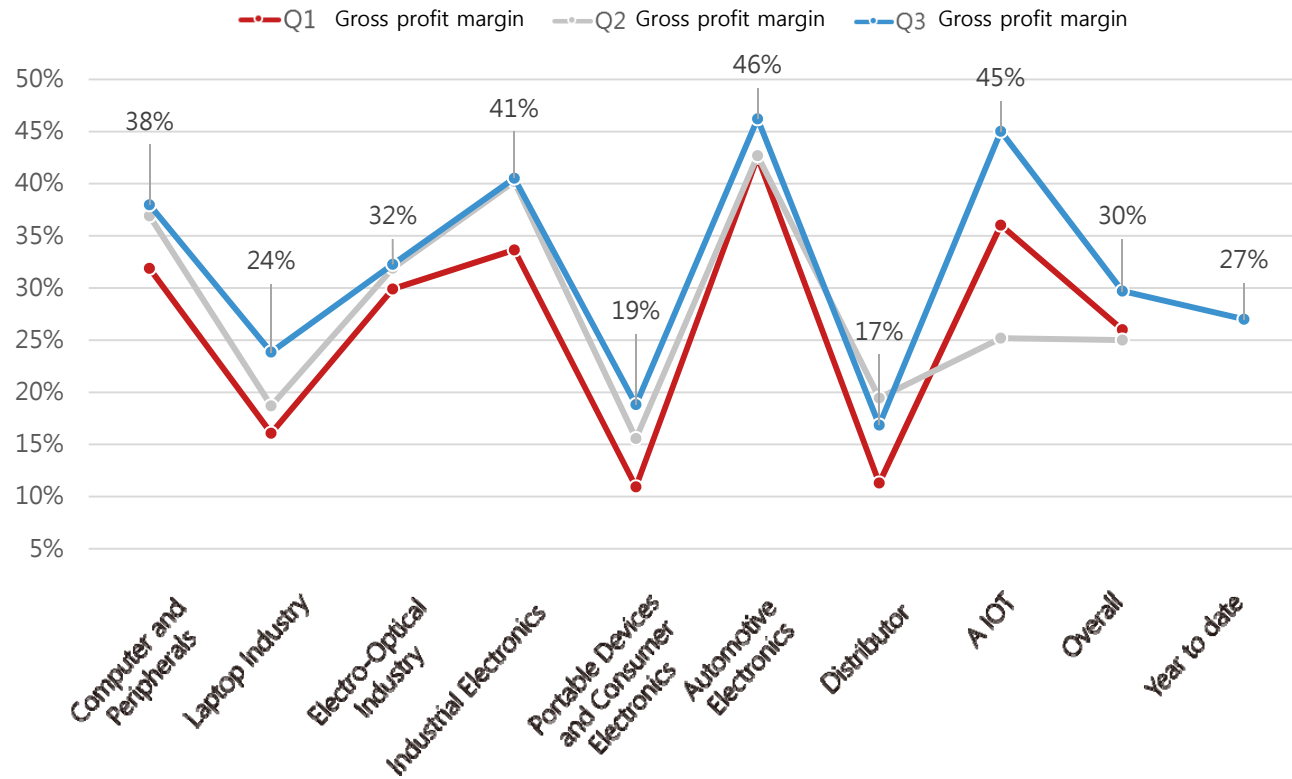


| | 2018Cumulative ratio | Annual increase (minus) |
|--|----------------------|-------------------------|
| Computer and Peripherals | 19% | 7% |
| Laptop Industry | 27% | 17% |
| Electro-Optical Industry | 8% | 17% |
| Industrial Electronics | 18% | 9% |
| Portable Devices and Consumer Electronic | 11% | 8% |
| Automotive Electronics | 3% | -4% |
| Distributor | 11% | 20% |
| A IOT | 3% | 723% |

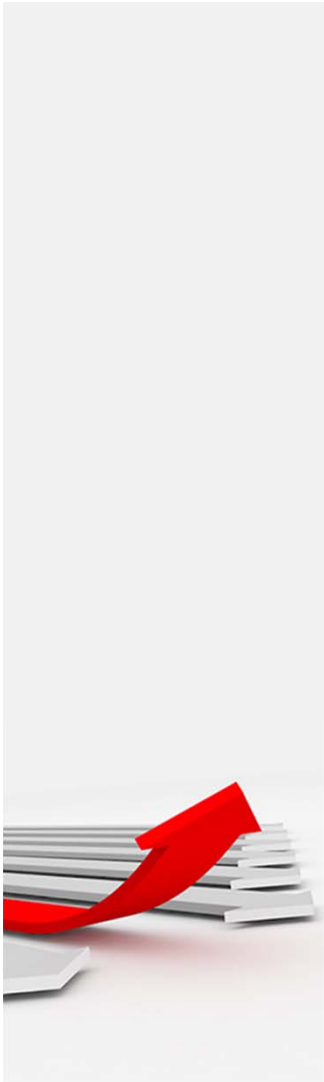
Margin Distribution by Product Application



Margin



Company Introduction



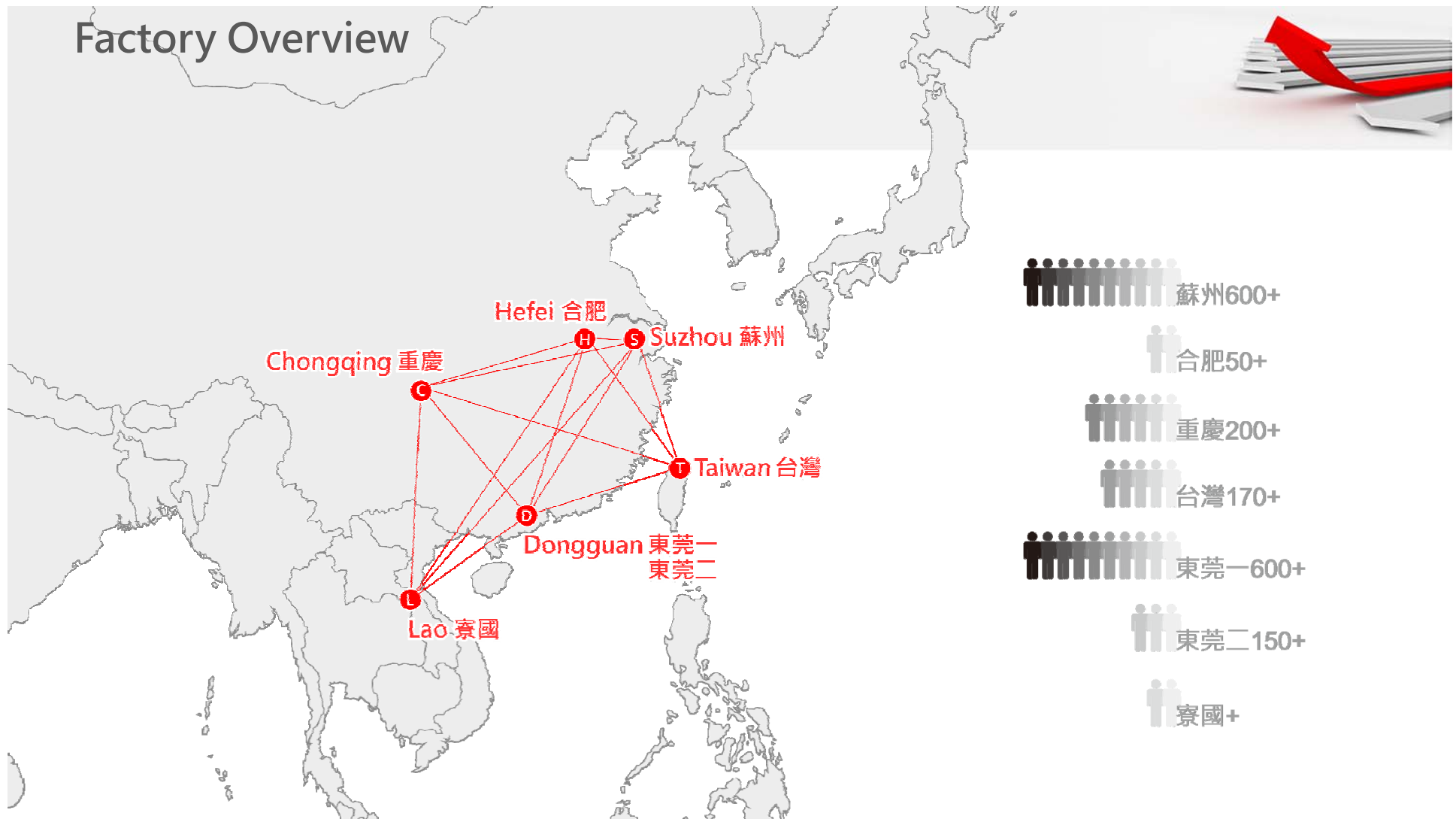
Company Info



CviLux Corporation (8103:TT)

| | | | |
|-------------------------|--|----------------------|----------|
| Year of Establishment : | 1990 | Year of Listing : | 2004 |
| President: | Steve Yang | General Manager: | Glen Chu |
| Headquarter Location: | Tamsui,Taiwan | Number of Employees: | 180 |
| Capital: | NTD 810 M | Sales: (2017) | NTD 27 B |
| Main Products: | Connectors & PCBA Cable&Harness 3C Electronic Accessories A IOT | | |

Factory Overview



Group Company

CviLux Group 瀚荃集團

Since 1990



瀚荃



Professional Connector &
Cable Assembly Supplier
專業線材連接器供應商



Automated



Ecologize



Mobilize



Modularized



Connected



Minimized



瀚雲 IOT System Integrator
物聯網系統整合商

Group Company



Smart Home



Smart Vehicle



Health Care



Accessories



Internet Security



CviMall

瀚柔 E-Commerce Platform
電子商務平台



Convenience



Commitment



E-Commerce



ALLSOR

Electronic Parts Agent
電子零組件總代理
大中華區總代理

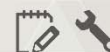


Marketing & Production
Integration
產銷一貫作業



Opron

OBM
自有品牌



ODM / OEM
設計研發製造



朵芮迷
Dreamhound

Skin Care
保養品



ODM / OEM
設計研發製造

生產廠
Production Sites



營運總部
台灣



華南一廠
東莞一廠



華南二廠
東莞二廠



華南三廠
群倫廠



華東廠
蘇州廠



華西廠
重慶廠



華中廠
合肥廠

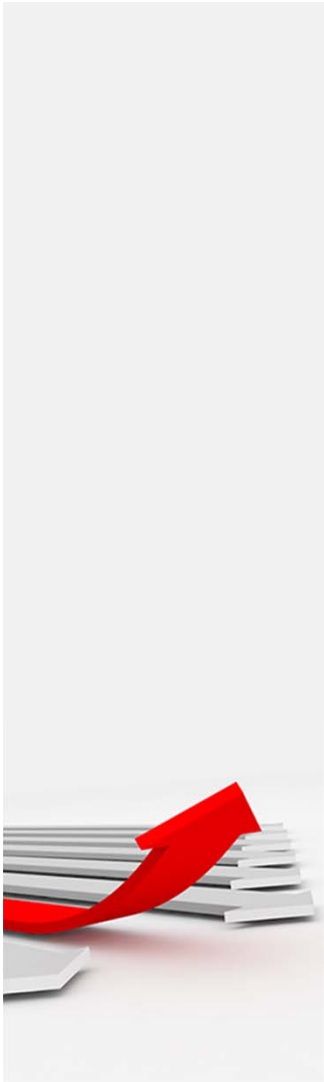


泰國廠



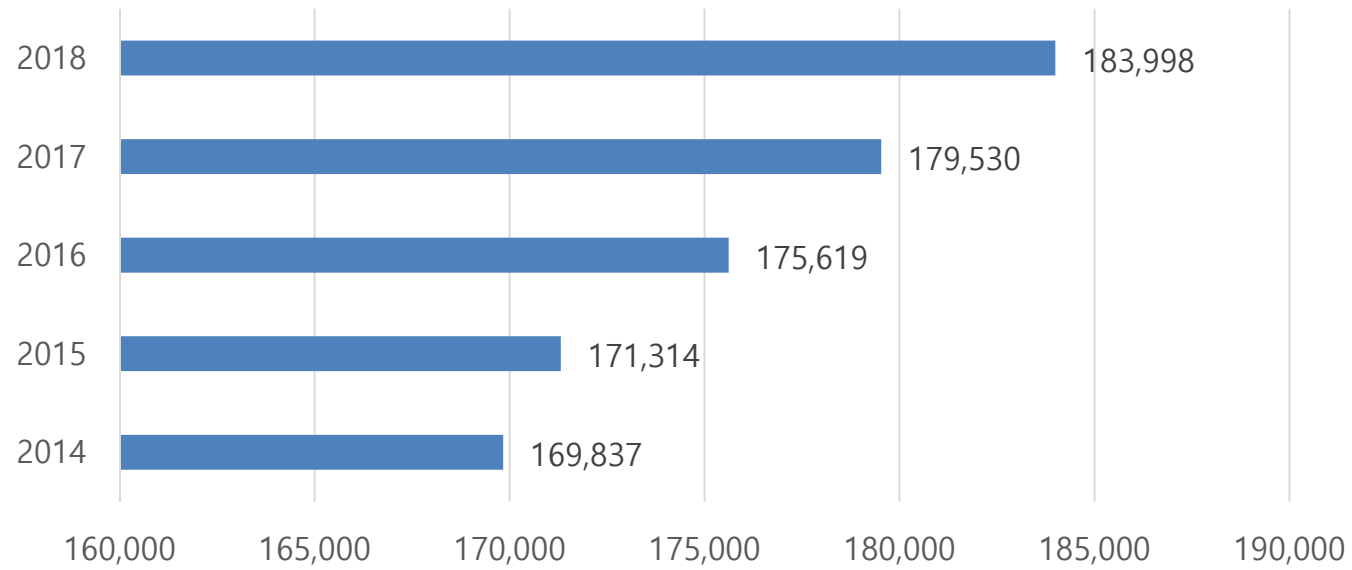
www.cvilux-group.com

Status of the Connector Industry



Taiwan connector output value

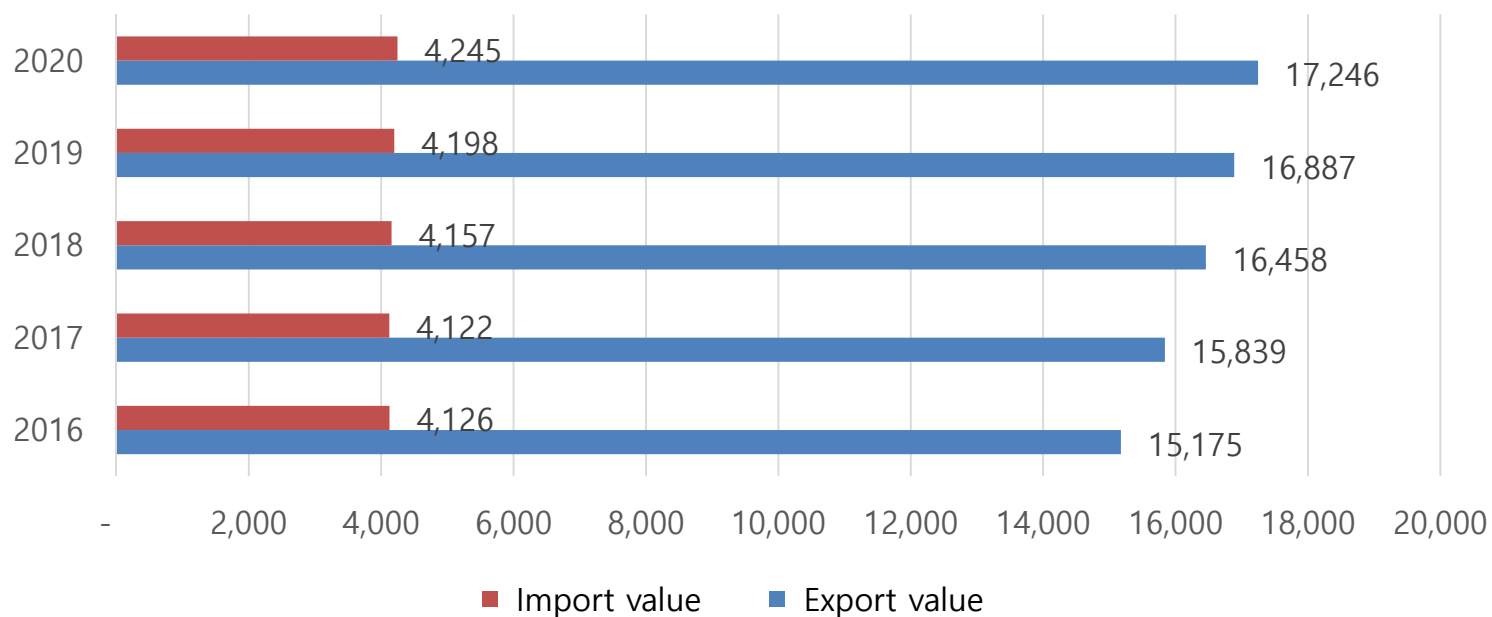
Unit: NT\$ million



from : IEK (2018/8)

Taiwan's connector industry import and export value and future trends

Unit: NT\$ million



from : IEK (2018/8)

The growing peak of NB/PC has gone
The new moment in our industry is to upgrade specification

- 3C 、electric vehicle
 - High frequency computing
 - IOT
 - Sensing technology integration
 - Smart textiles
- Drive new demand for soft electronic connectors



3C Application

Continuous drive connector market

Info from IEK

Gaming PC/NB/Server



Gaming PC/NB built-in I/O connection port multiplication of quantity

Server Purley platform derived DDR4/CPU Socket demand.



Consumer NB/Tablet device/Smart phone



Inte/AMD CPU platform native support USB3.1, Type C connector import

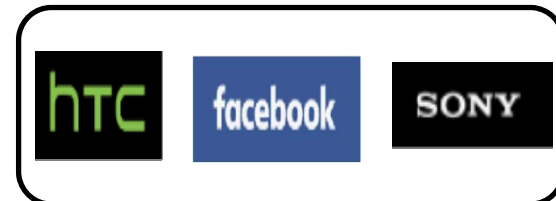
Apple promote USB Type C to Lightning cable



AR/VR



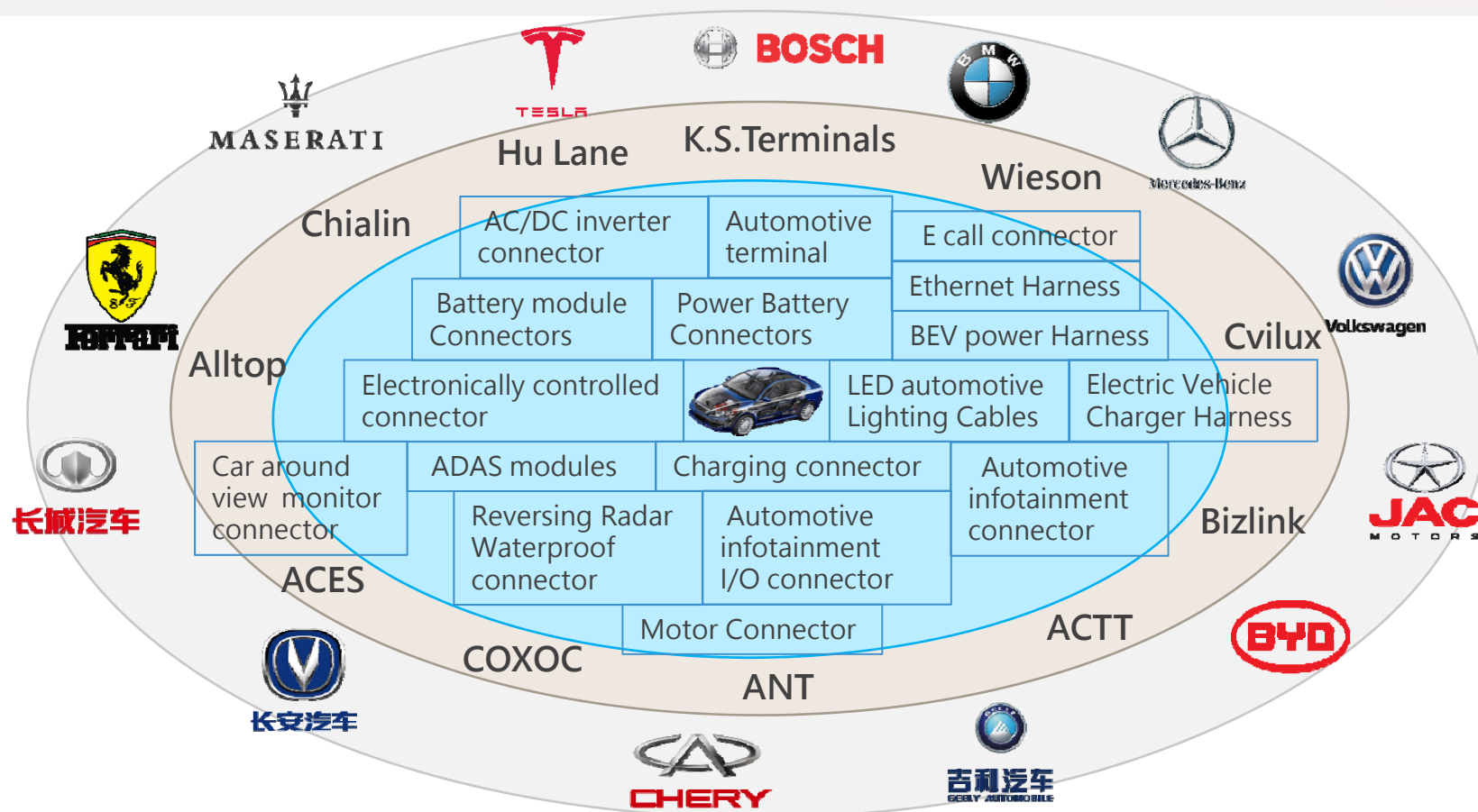
FPC Connector 、B2B Connector...



Internet of Vehicles/ Advanced Driver Assistance Systems/New Energy Vehicle

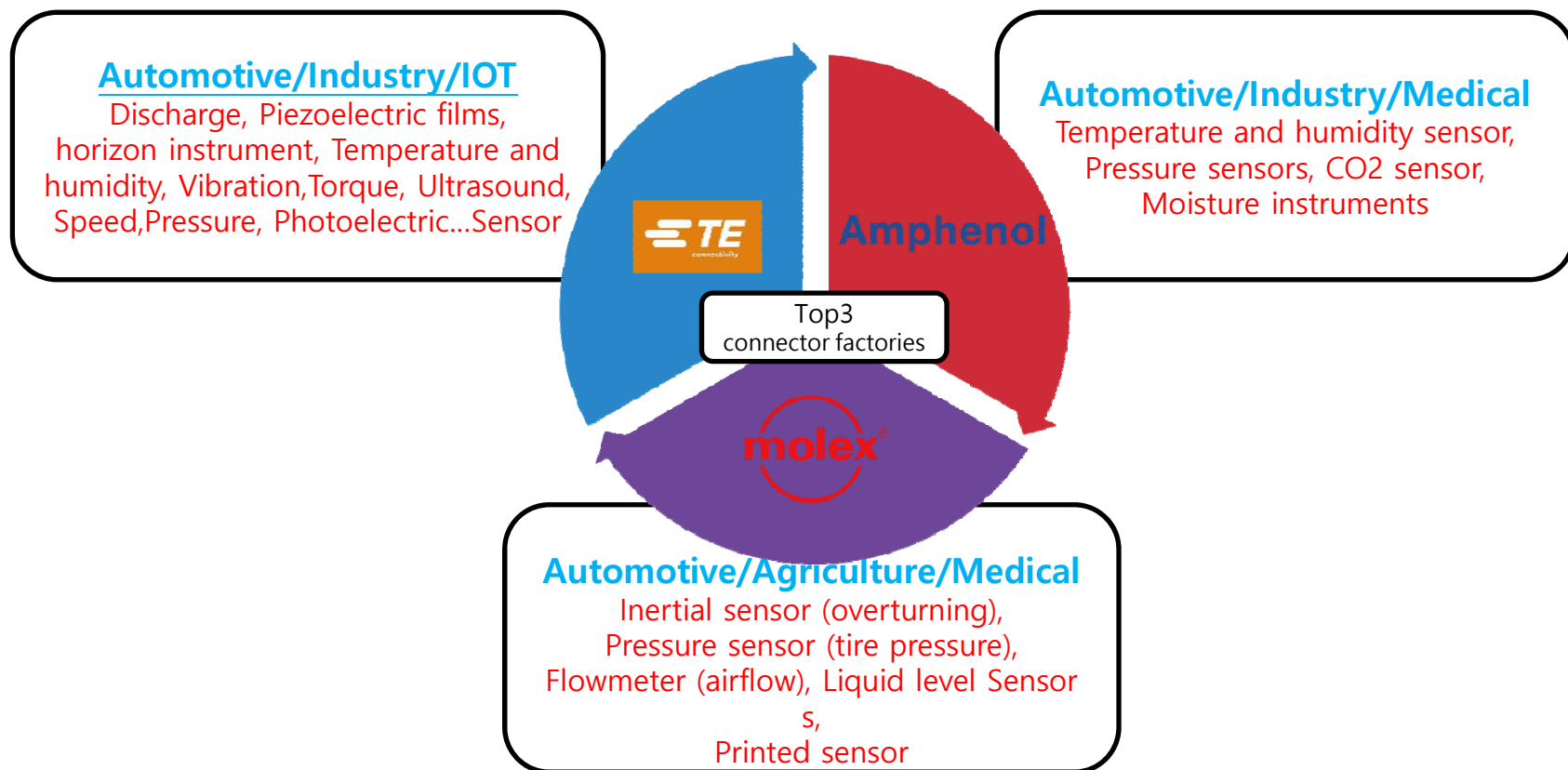
" improve the development of automotive connectors, cable and electronic module

Info from IEK



New IoT applications Demand has emerged

Info from IEK



High-frequency transmission interface specification evolution

Connector replacement update

Info from IEK



M2



Pci-e4.0/5.0

M2: Intel promotional interface, can be support both SATA and PCI-e, Bandwidth values up to 32Gbps, have a chance to replace miniPCI.
PCI-e 4.0/5.0: Link transfer rate increase to 16GT/s, 32GT/s, in response to future data center high-speed networks/AI strong application requirements.

Thunderbolt+USB Type C



Thunderbolt 3+Type C: Using USB-C miniaturized port, Intel increases Display Port1.4 support capabilities.
USB3.2: Intel, AMD, Apple co-supports, transmission string up to 20Gbps, support for existing Type C interfaces.



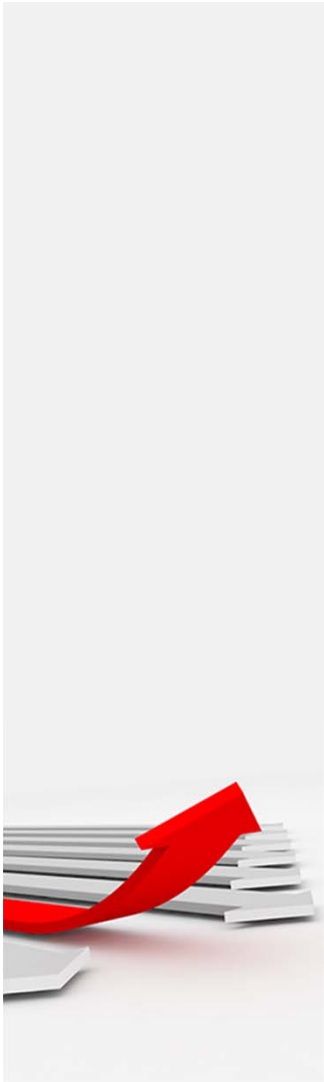
MIPI



DP/HDMI

MIPI: Standard Alliance participants include Intel, Qualcomm, Samsung, TOSHIBA, Mediatek, Phison, suitable for mobile devices and automotive applications high-speed transmission interface. (In response to the surge in capacity of the 2025 car flash memory)
DP/HDMI: Interface fusion through USB Alt Mode for unified and complete audio and video output.

Forward Looking





Product Application

CONNECT
THE WORLD
CONNECT
THE FUTURE

Industrial Electronics



Wire to Board & Cable Assembly



Power Connectors



Pin Headers



FFC/FFPC Connectors



RF Connectors



D-SUB Connectors



FFC

USB Type C Connectors & Cable



Networking



Wire to Board & Cable Assembly



Pin Headers



RF Connectors



USB Type C Connectors & Cable



M4 PCI-E

Optoelectronics



Wire to Board Connectors & Harness Cable



FFC/FFPC Connectors



Power Connectors



LED Module



FFC & LVDS FFC



USB Type C Connectors & Cable





Laptop Industry



Automotive Electronics



IOC Connectors & Cable



FFC / FPC Connectors & FPC



Power Connectors



Pico Header



BTB Connectors



D-SUB



USB Type C Connectors & Cable



USB



IC socket



Jumper



Wire to Board Connectors



FFC / FPC Connectors



BTB Connectors



LVDS Connectors



USB Type C Connectors



SD Connectors



Consumer Electronics



Wire to Board Connectors



FFC / FPC Connectors & FPC



BTB Connectors



SD Connectors



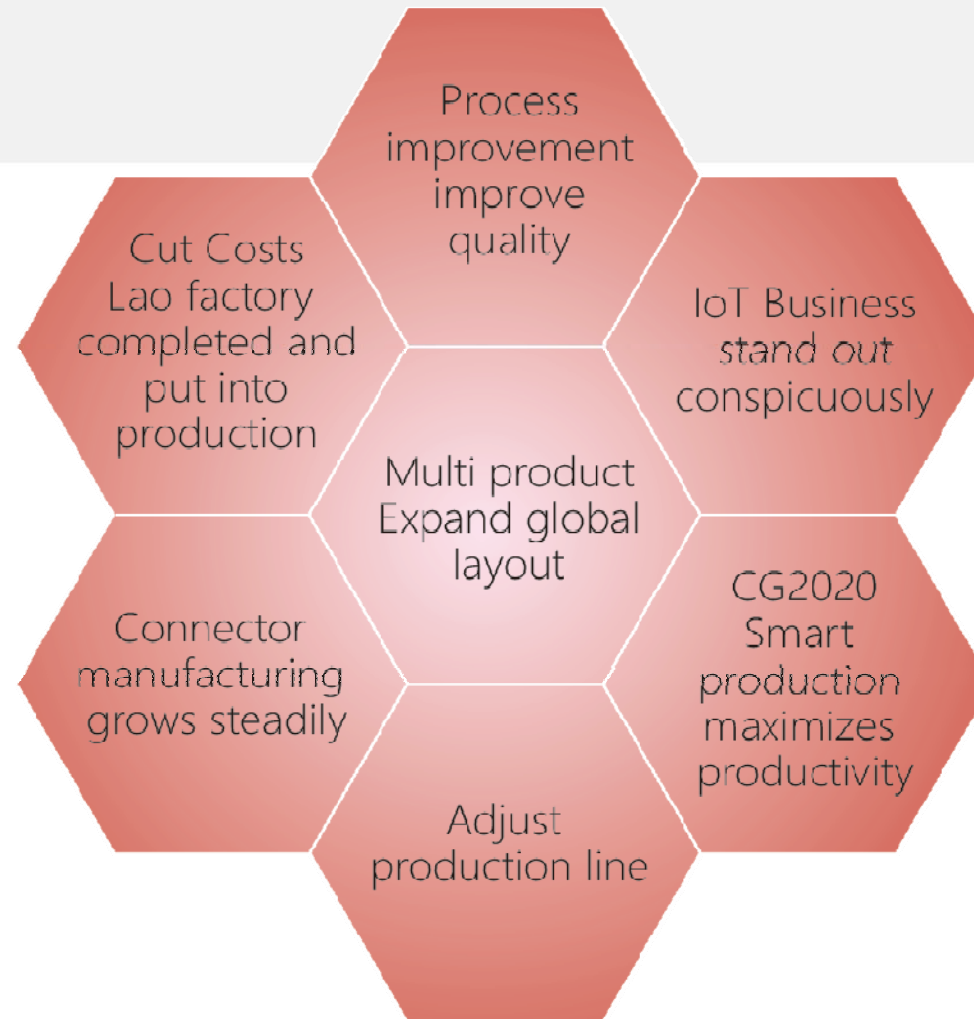
USB Type C Connectors



USB Type C Cable



Looking to 2019

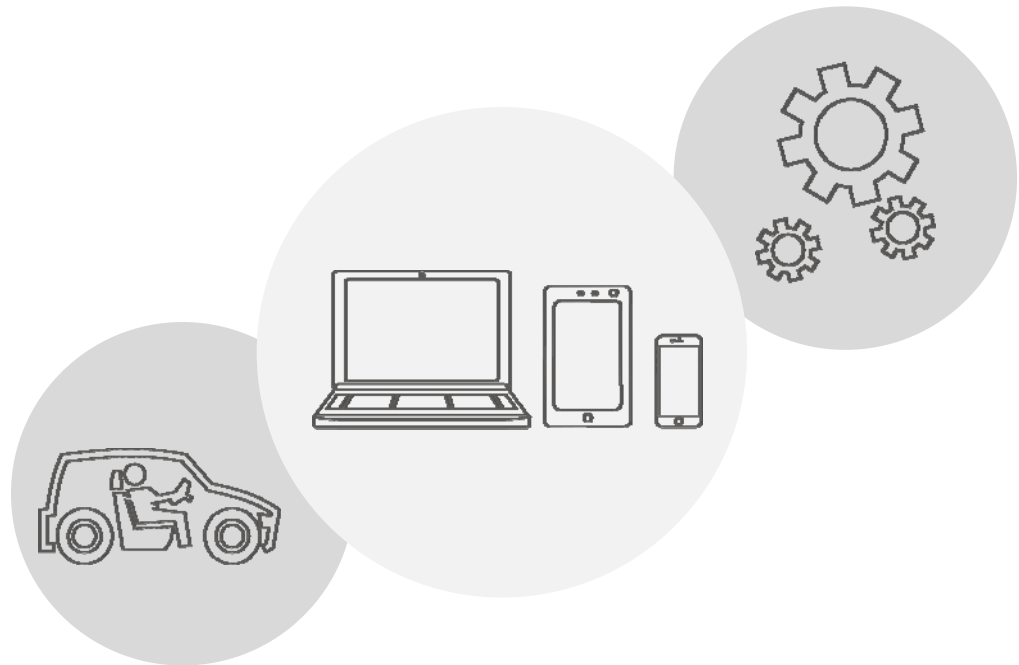


Customized Connector/Cable Assembly Supplier



CvILux Advantage

- ◆ Global EMS 46/100
- ◆ Less than 10% sales on the biggest customers
- ◆ Global Sales Network.
- ◆ Nearly 2000 Customers
- ◆ Direct and Distribution Sales to increase the global market share.



CVICLOUD

IOT Total Solution



Smart Home



Smart Vehicle



Health Care



Accessories



Internet Security

硬體



Device

韌體



Firmware

APP



Software

WEB



Cloud

Apple MFi
Manufacturer

Works with
Apple HomeKit

Download on the
App Store

GET IT ON
Google Play



瀚荃集團
CviLux Group

Q&A Connect the world, Connect the future.