



# Results & Prospects

8103.TT  
2020.08

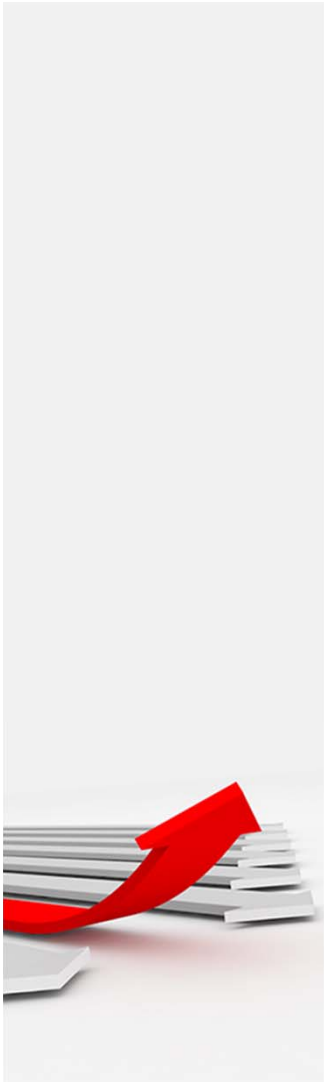
# Safe Harbor Notice



- The information contained in this presentation, including all forward-looking statements, is subject to significant risks and uncertainties and actual results may differ materially and may change without notice, whether as a result of new information, future events or otherwise, and CviLux Corporation (the “Company ” ) undertakes no obligation to update or revise the information contained in this presentation.
- Investors are cautioned not to place undue reliance on these forward-looking statements, which are made as of the date of this presentation, and Company assume no obligation to update or revise any forward-looking statements.

# Agenda

- ◆ Operating Results
- ◆ Company Introduction
- ◆ Forward Looking
- ◆ Q & A



# Income Statement

Jan-Jun,2020  
(NTD in thousand)



	2019 Q2	2019 1-6	2020 Q2	2020 1-6	1-6月 YOY
營業收入 Net Sales	838,155	1,522,867	866,636	1,462,597	-2.96%
營業成本 Cost Of Goods Sold	(598,395)	(1,105,656)	(552,136)	(992,107)	-10%
營業毛利 Gross Profit	239,760	417,211	314,500	470,490	+13%
毛利率 %	29%	27%	36%	32%	
營業費用 Operating Expenses	(168,468)	(304,070)	(173,595)	(308,849)	+1.6%
費用率 %	20%	19%	20%	21%	
營業利益 Operating Profit	71,292	113,141	140,905	161,641	+42%
營益率%	9%	8%	16%	11%	
業外收支 Total Non-Op. Inc & Exp.	28,733	22,602	1,145	11,197	
所得稅 Income Tax Expenses	(39,605)	(54,376)	(48,457)	(60,090)	+10%
稅後淨利 Net Profit	60,420	81,367	93,593	112,748	+38%
每股盈餘 Earnings Per Share	0.74	1	1.16	1.4	

# Balance Sheet

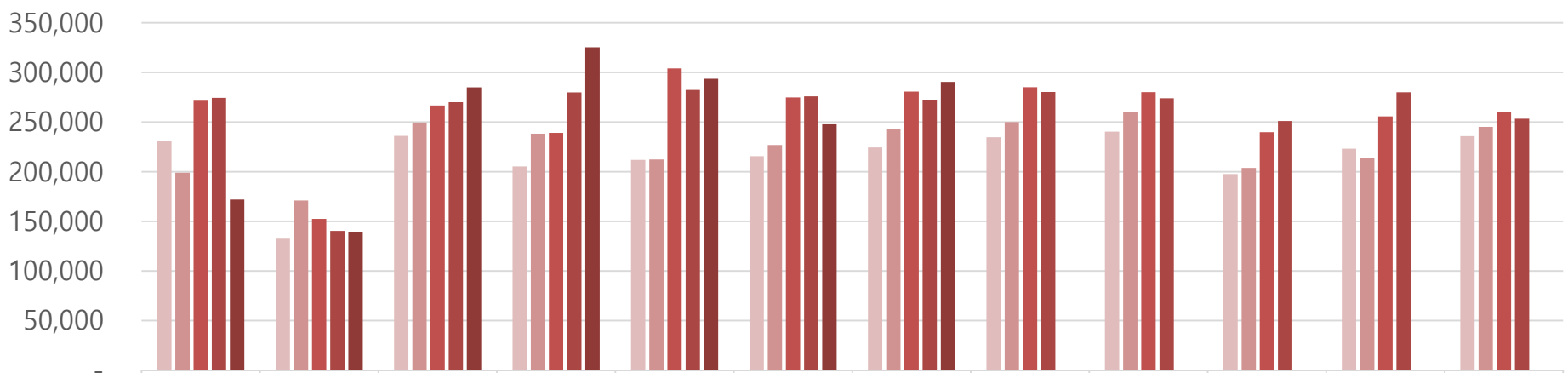
(NTD in thousand)

	2020 Q2	%	2019 Q2	%	YOY
現金及約當現金 Cash & Cash equivalents	1,231,797	28%	1,154,586	27%	7%
應收帳款淨額 NET account receivable	1,024,191	24%	1,068,169	25%	-4%
存貨 Merchandise inventory	582,373	14%	551,079	13%	6%
不動產廠房及設備 Property, plant, equipment	1,026,076	23%	1,040,081	24%	-1%
資產總計 Total Assets	4,393,905	100%	4,319,807	100%	2%
短期借款 Short-term borrowing	385,670	9%	326,500	7%	18%
應付帳款 NET Accounts payable	499,482	11%	472,605	11%	6%
負債總計 Total Liabilities	1,951,861	44%	1,789,075	41%	9%
股本 Equity	813,994	19%	813,994	19%	0%
權益總計 Total Equity	2,442,044	56%	2,530,732	59%	-4%

# Monthly Revenue



(NTD in thousand)

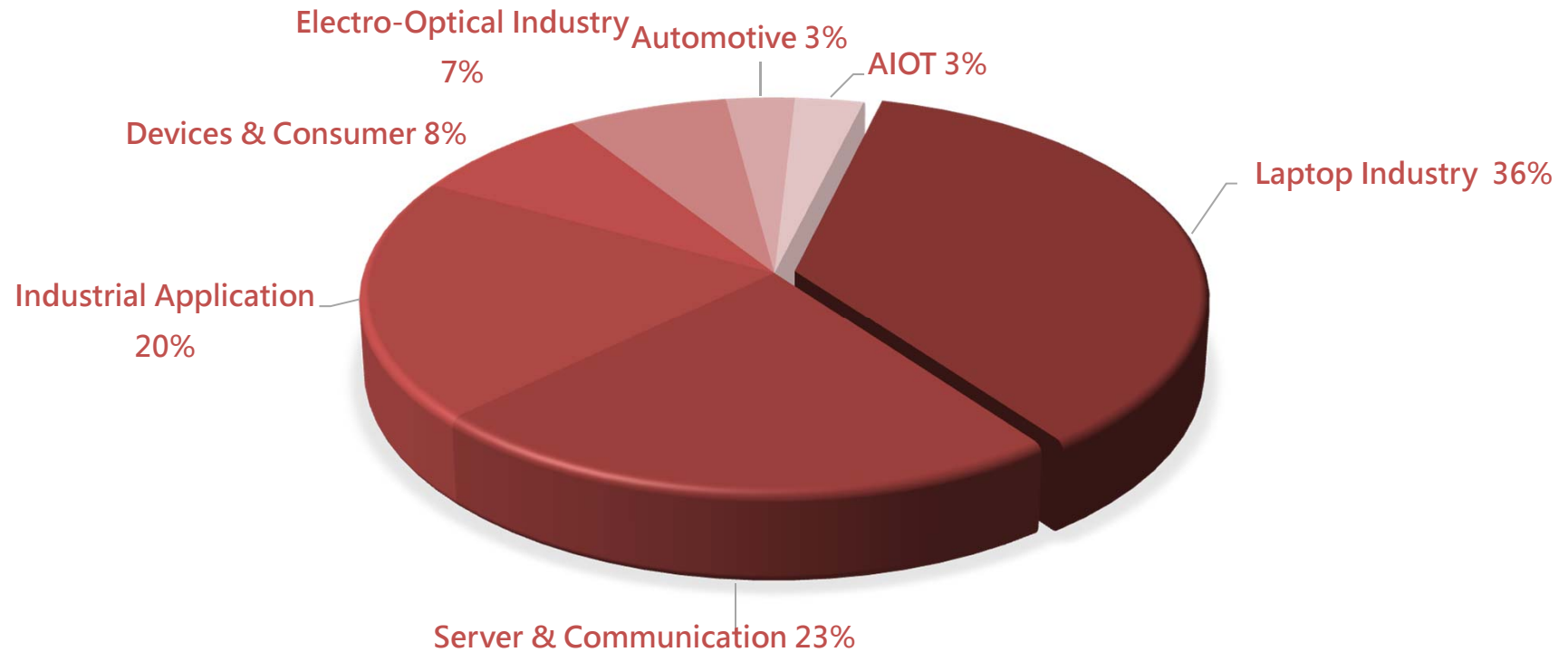


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	231191	132510	236021	205367	211861	215618	224455	234752	240389	197624	223111	235768
2017	199,004	171,031	249,490	238,319	212,289	226,891	242,506	249,931	260,467	203,840	213,628	245,135
2018	271,478	152,435	266,720	239,149	304,071	274,836	280,645	285,112	280,155	239,816	255,654	260,238
2019	274,373	140,418	269,921	279,893	282,381	275,885	271,788	280,230	273,956	251,099	279,995	253,423
2020	171,928	139,131	284,889	325,354	293,544	247,737	290,488					

2016 2017 2018 2019 2020

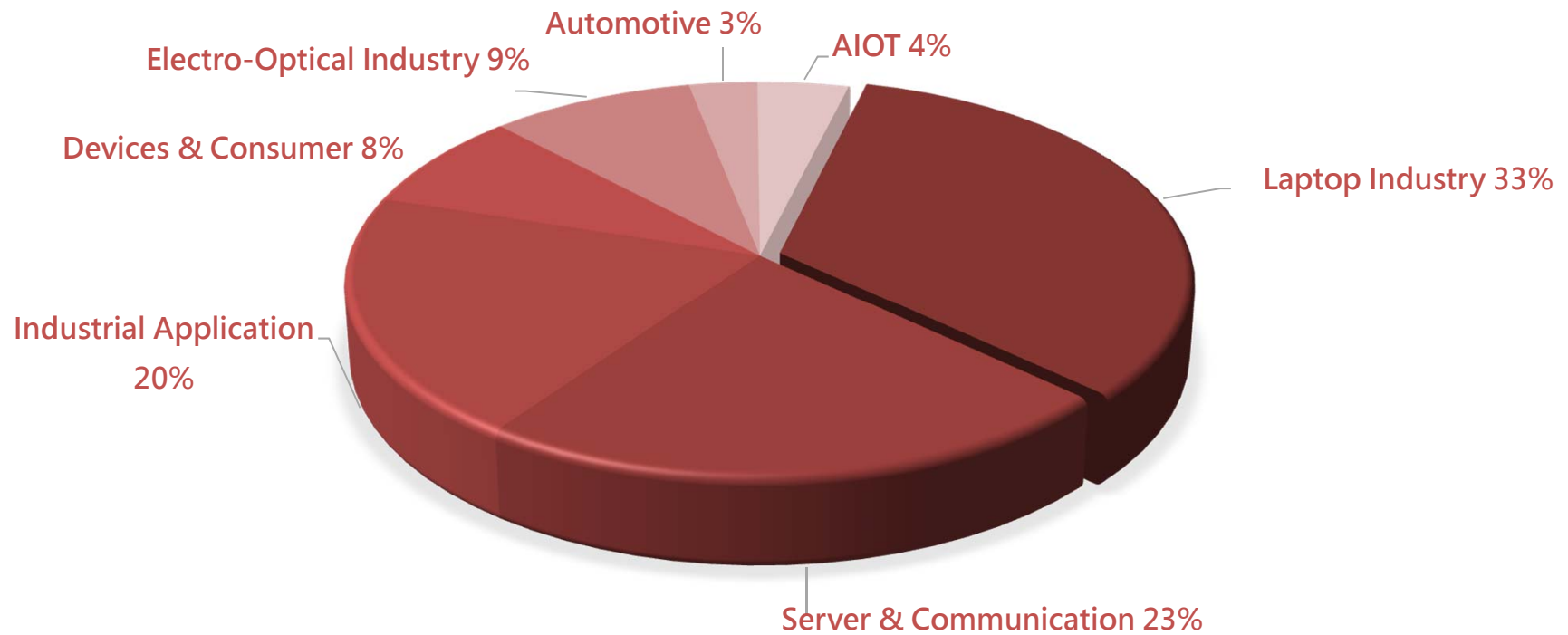
# Revenues By Market Segment

Jan-Jun,2020



# Revenues By Market Segment

July, 2020





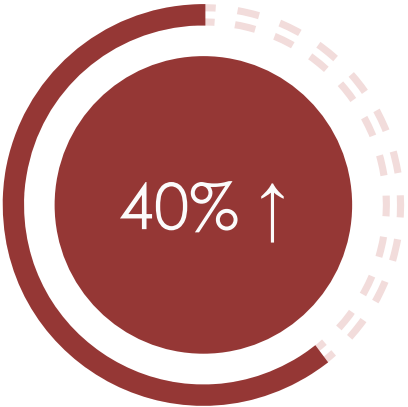
# Revenues By Market Segment

Jan-Jun,2020 VS. Jan-Jun,2019

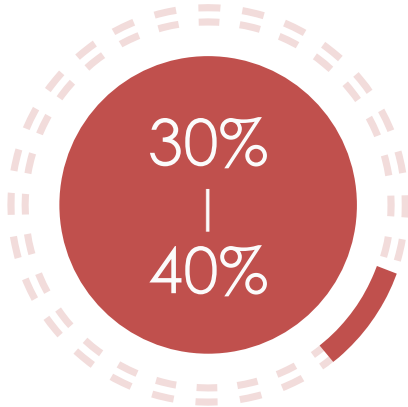


2020 1-6		2019 1-6	
Note book	36%	Note book	32%
Server & Communication	23%	Server & Communication	25%
Industrial Application	20%	Industrial Application	22%
Devices & Consumer	8%	Devices & Consumer	9%
Electro-Optical Industry	7%	Electro-Optical Industry	7%
Automotive	3%	Automotive	4%
A IoT	3%	A IoT	1%

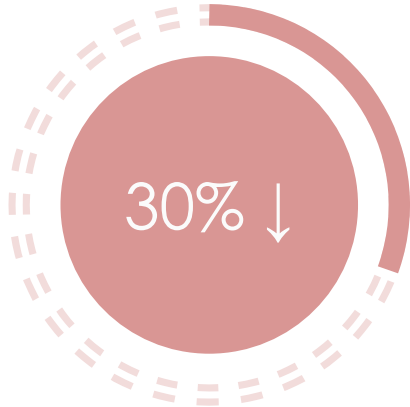
# Margin by Product Application



- Industrial Application
  - Automotive



- Server & Communication
  - Electro-Optical Industry
    - Note Book



- Devices & Consumer
  - AiOT

# 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 :	200
Capital :	NTD 810 M	Sales (2019) :	NTD 31 B
Main Products :	Connectors & PCBA / Cable&Harness 3C Electronic Accessories /A IOT		

# Factory Overview



	營運總部 (CCT)	瀚荃股份有限公司 (台北)	200	Automatic assembly machine Software Center
	華南廠一廠 (CED)	瀚荃電子東莞 (東莞)	600	Power Connector、Harness、FFC、 Wireless、Module / Sensor
	華南二廠 (DQH)	東莞群翰電子 (東莞)	300	Lightning / Type C、I/O connector Insert molding
	華東廠 (HBC)	瀚荃電子科技 (蘇州)	600	Fine Pitch Connector FFC / FFC LVDS
	華西廠 (CQC)	瀚荃電子科技 (重慶)	250	FFC / FFC LVDS
	華中廠 (AHC)	瀚荃電子科技 (安徽)	100	Hotbar FFC board
	寮國廠 (LAO)	瀚荃寮國廠區 (老撾)	60	Wire Drawing Type C cable

# Notable Clients



POWER SOLUTION



PANEL MODULE



TV / MONITOR



AUTOMOBILE



# Notable Clients



LIGHTING



INDUSTRIAL  
MEDICAL



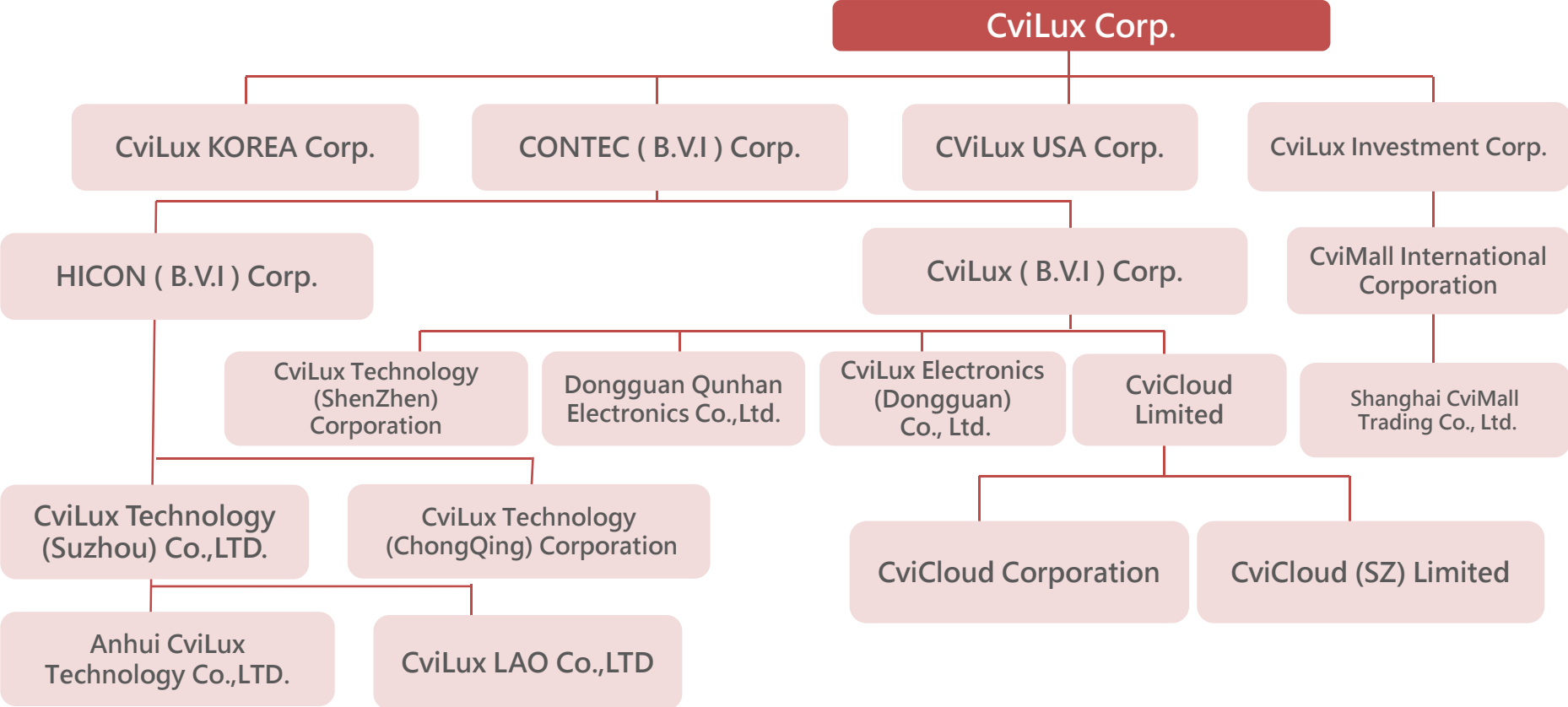
EMS



BRAND



# CviGroup's Organization Chart



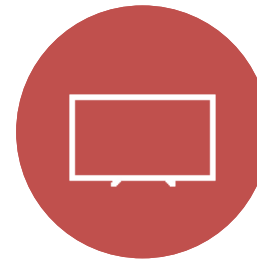
# Business Prospects



NOTEBOOK



SERVER &  
COMMUNICATION



TV / MONITOR



INDUSTRIAL  
MEDICAL



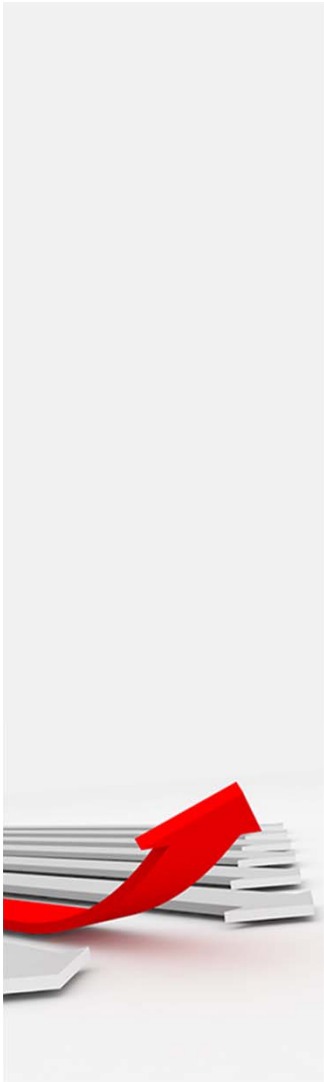
BRAND



AUTOMATIVEO



AIOT





# Scaling Momentum



 **COMPAL**

 廣達電腦  
Quanta Computer

**Inventec** *lenovo*



**Schneider**  
Electric

 **DELTA**

 **swisscom**

 **NKG**  
NEW KINPO GROUP



**SPACE X**

*Danfoss*

**Vestas**

**LINAK**   
WE IMPROVE YOUR LIFE



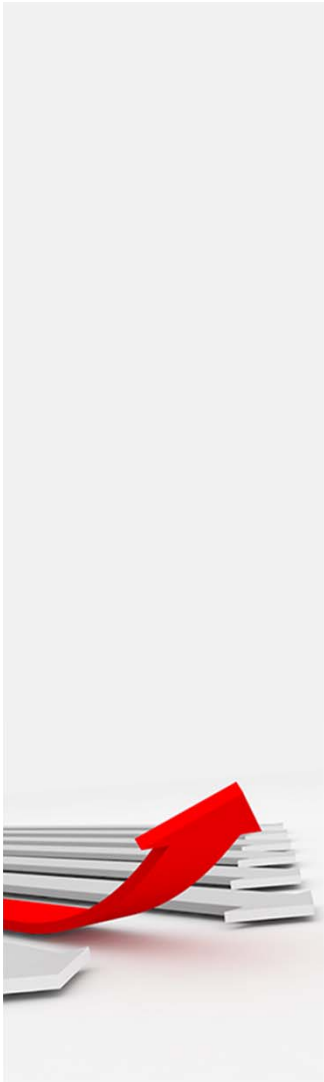
 **ZEBRA**

 **NCR**



# Quarter Updates & Prospects

- ◆ Post-pandemic changes :  
Remote office and teaching needs ramp up the sales growth on the Laptop Industry throughout the year.
- ◆ Server-related applications mixed, and data center requirements have yet to be revised.
- ◆ Industrial applications appears to favor small quantities with high gross profit and long life cycle products.
- ◆ Adjusting the product lines to fix the need of niche products, which are applicable in wind power, aerospace/ military industry, and medical care.





Q&A Connect the world, Connect the future.