



# Results & Prospects

8103.TT  
2020.09

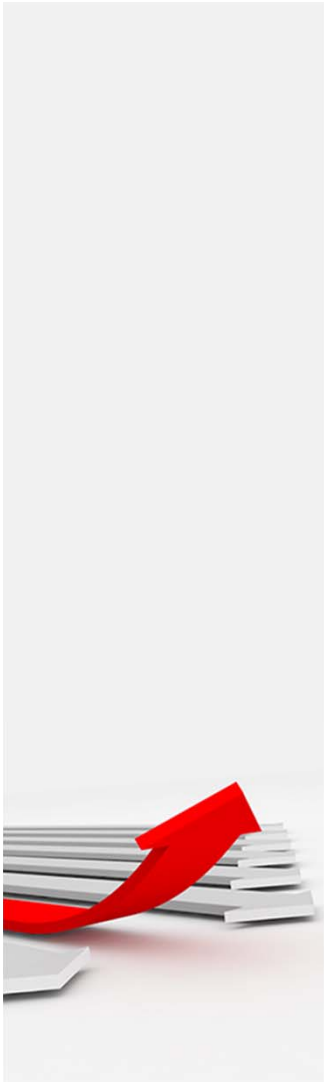
# Safe Harbor Notice



- 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

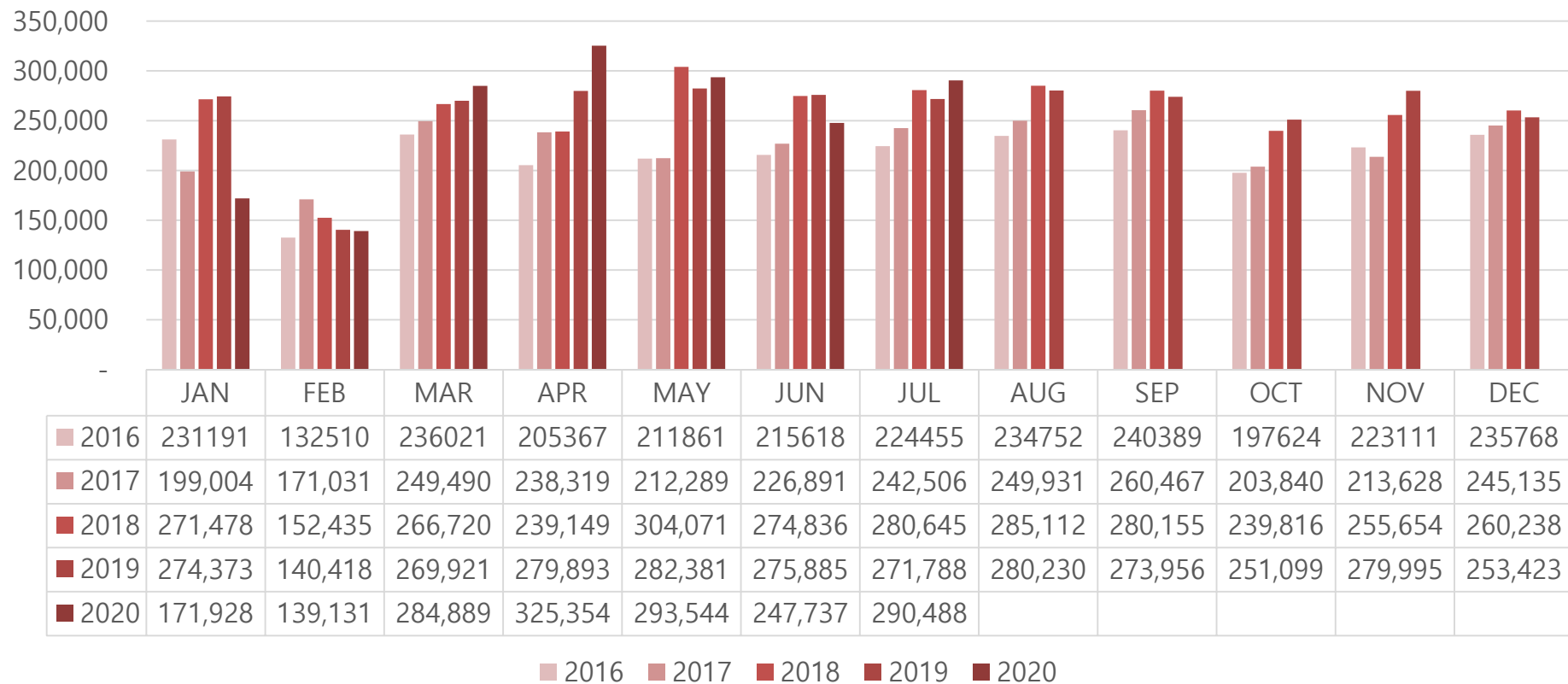
(NTD in thousand)

	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

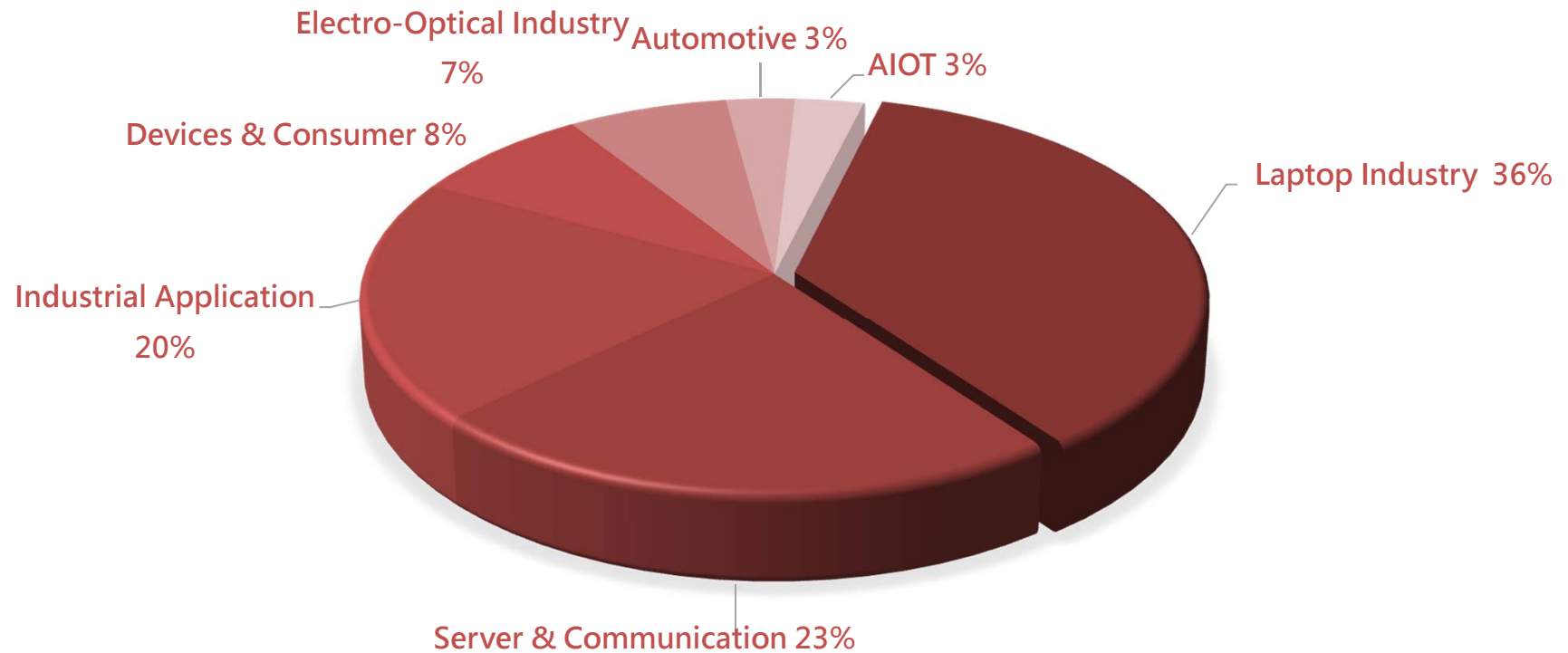


(NTD in thousand)



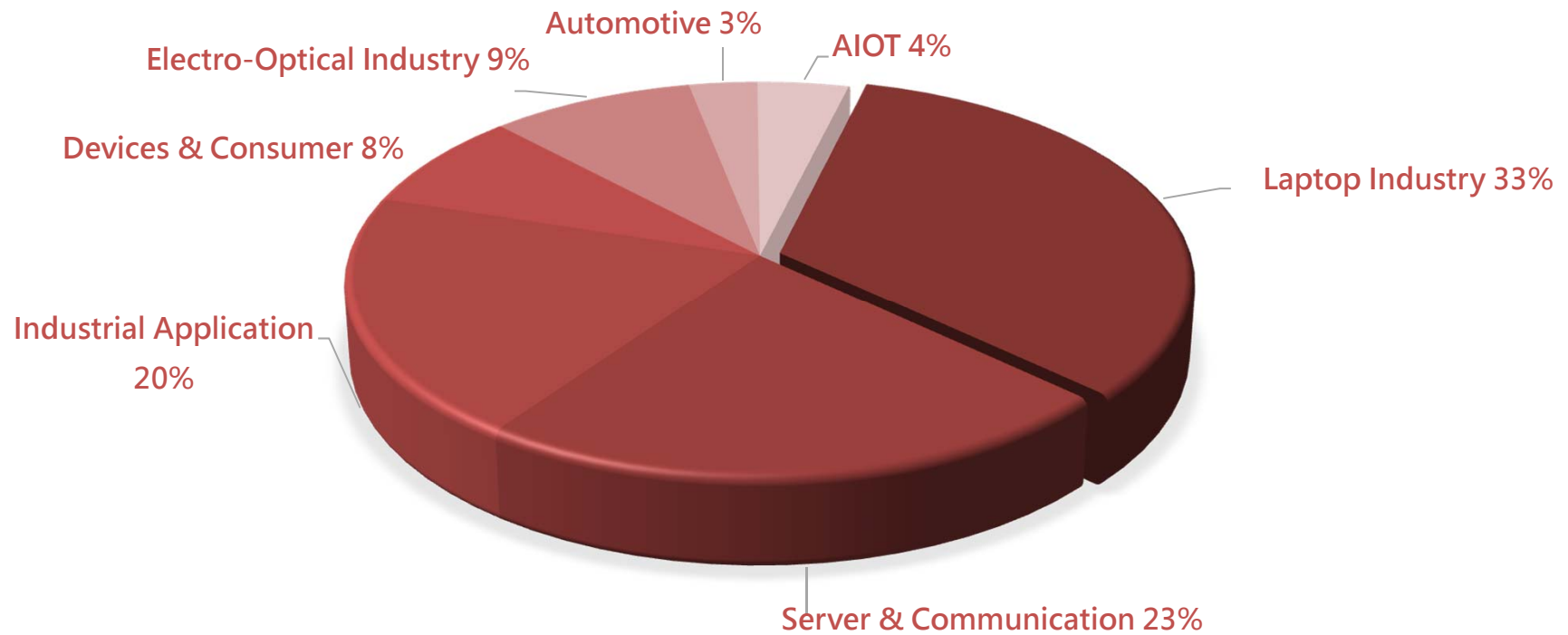
# Revenues By Market Segment

Jan-Jun,2020



# Revenues By Market Segment

July, 2020





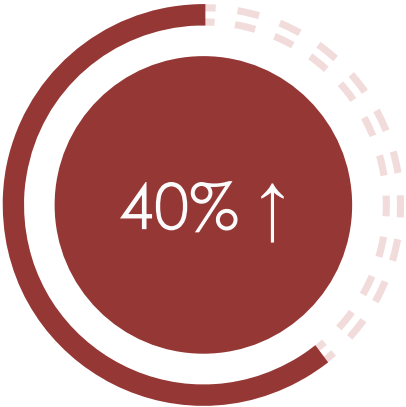
# Revenues By Market Segment

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

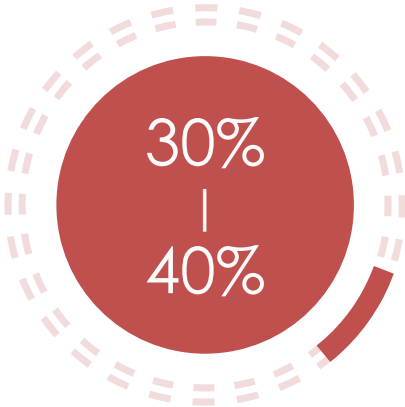


2020 1-6		2019 1-6	
Note book	36%	Note book	32%
Server & Communication	23%	Server & Communication	25%
Industrial Application	20%	Industrial Application	22%
Devices & Consumer	8%	Devices & Consumer	9%
Electro-Optical Industry	7%	Electro-Optical Industry	7%
Automotive	3%	Automotive	4%
A IoT	3%	A IoT	1%

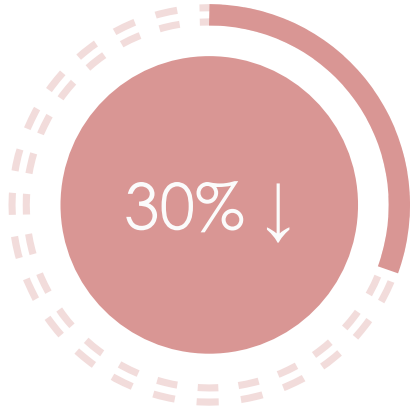
# Margin by Product Application



- 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



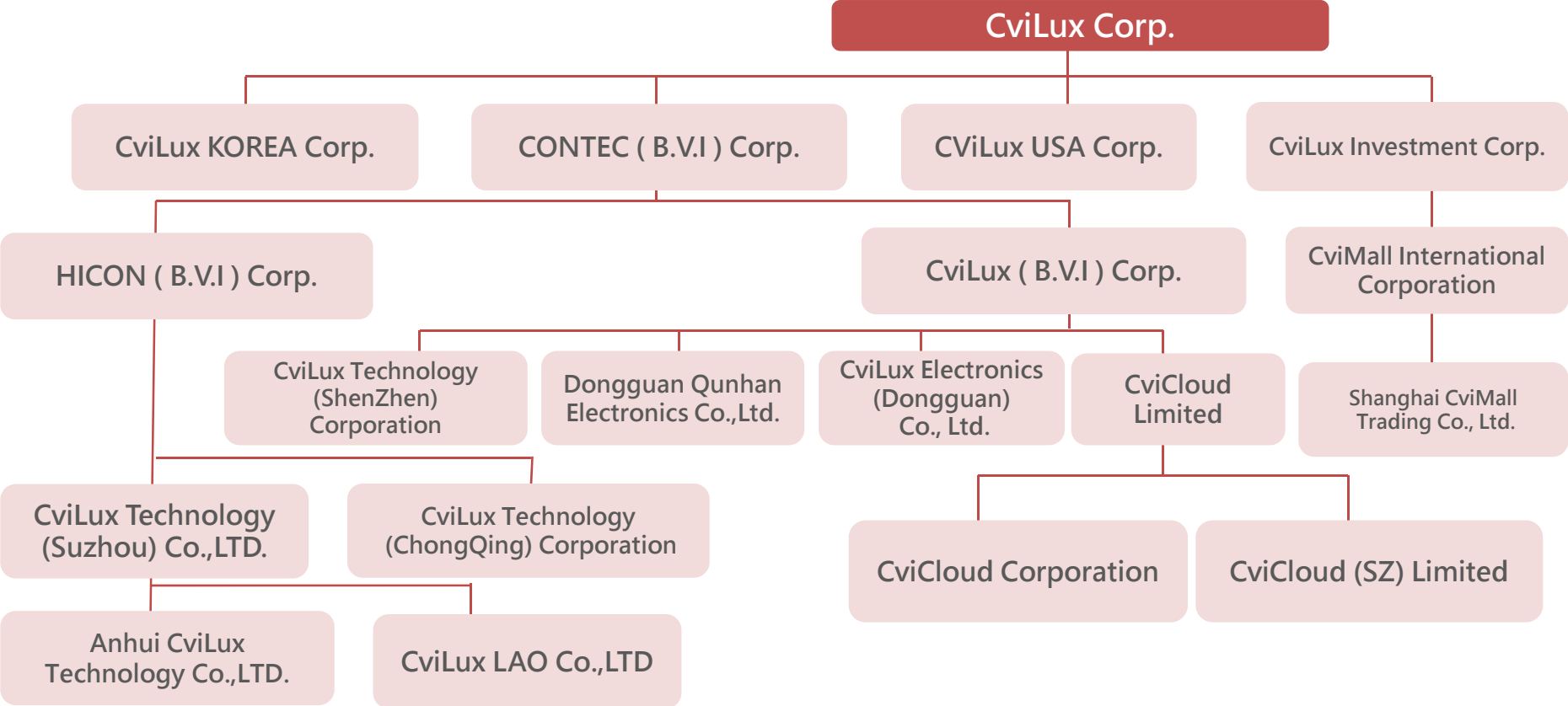
EMS



BRAND



# CviGroup's Organization Chart



# Business Prospects



NOTEBOOK



SERVER &  
COMMUNICATION



TV / MONITOR



INDUSTRIAL  
MEDICAL



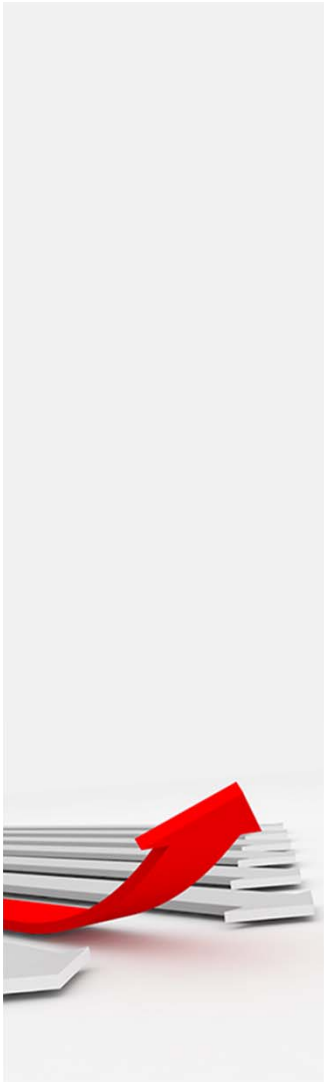
BRAND



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



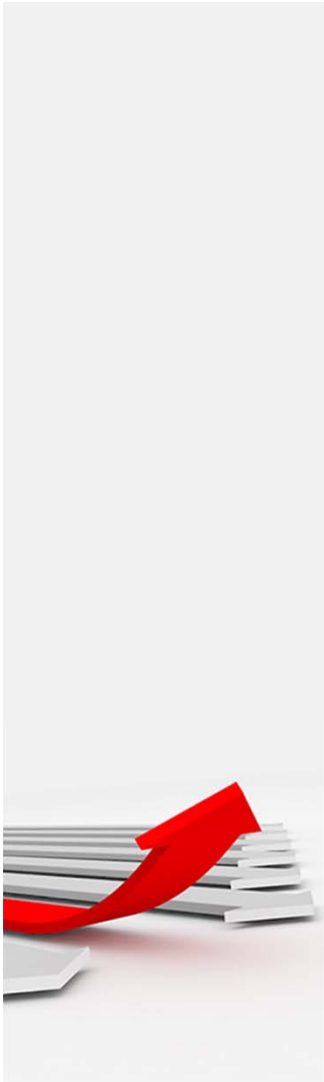
 **ZEBRA**

 **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.