



Results & Prospects

8103.TT
2017/11/30

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Agenda

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



Operating Results



Quarters Result Highlight

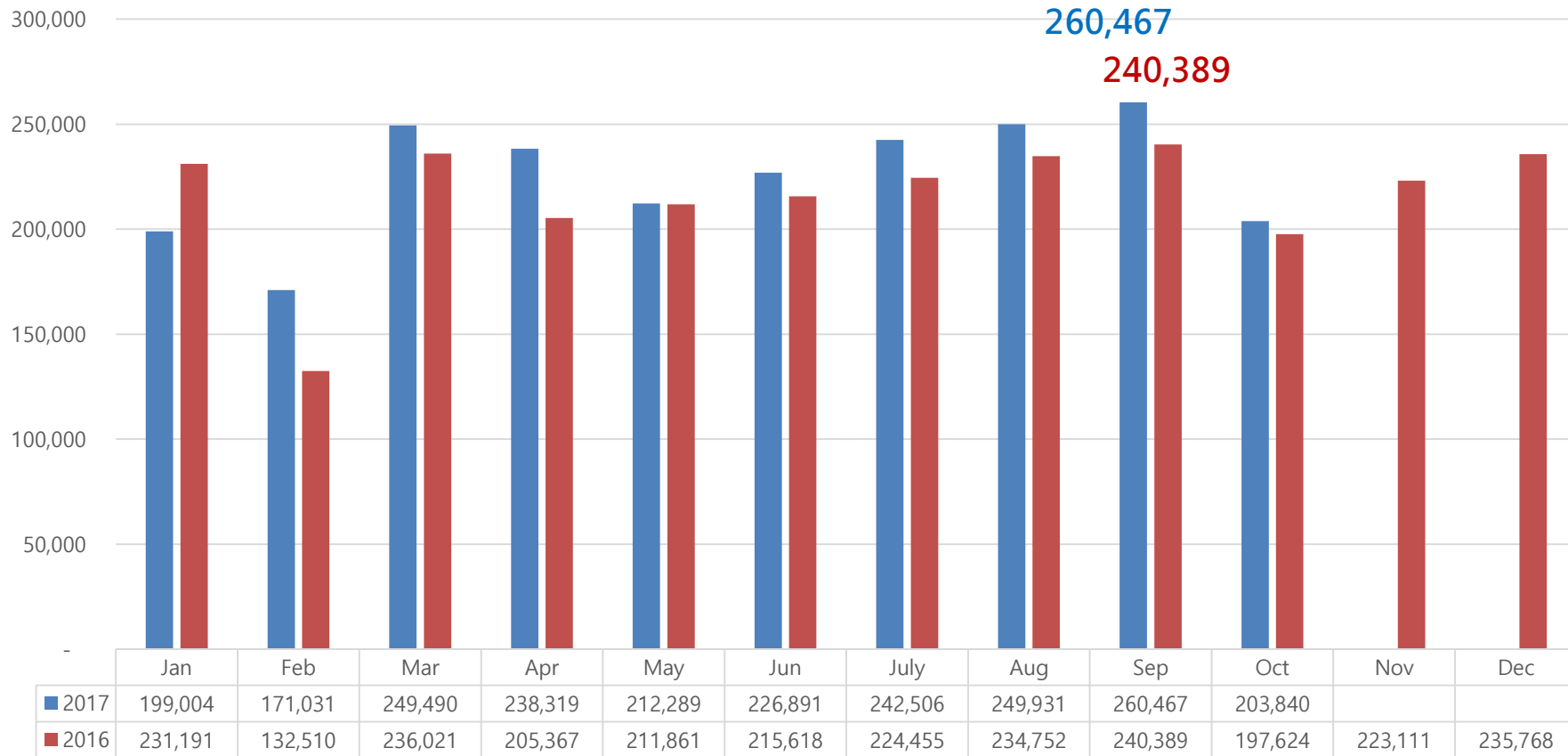
(NTD in thousand)



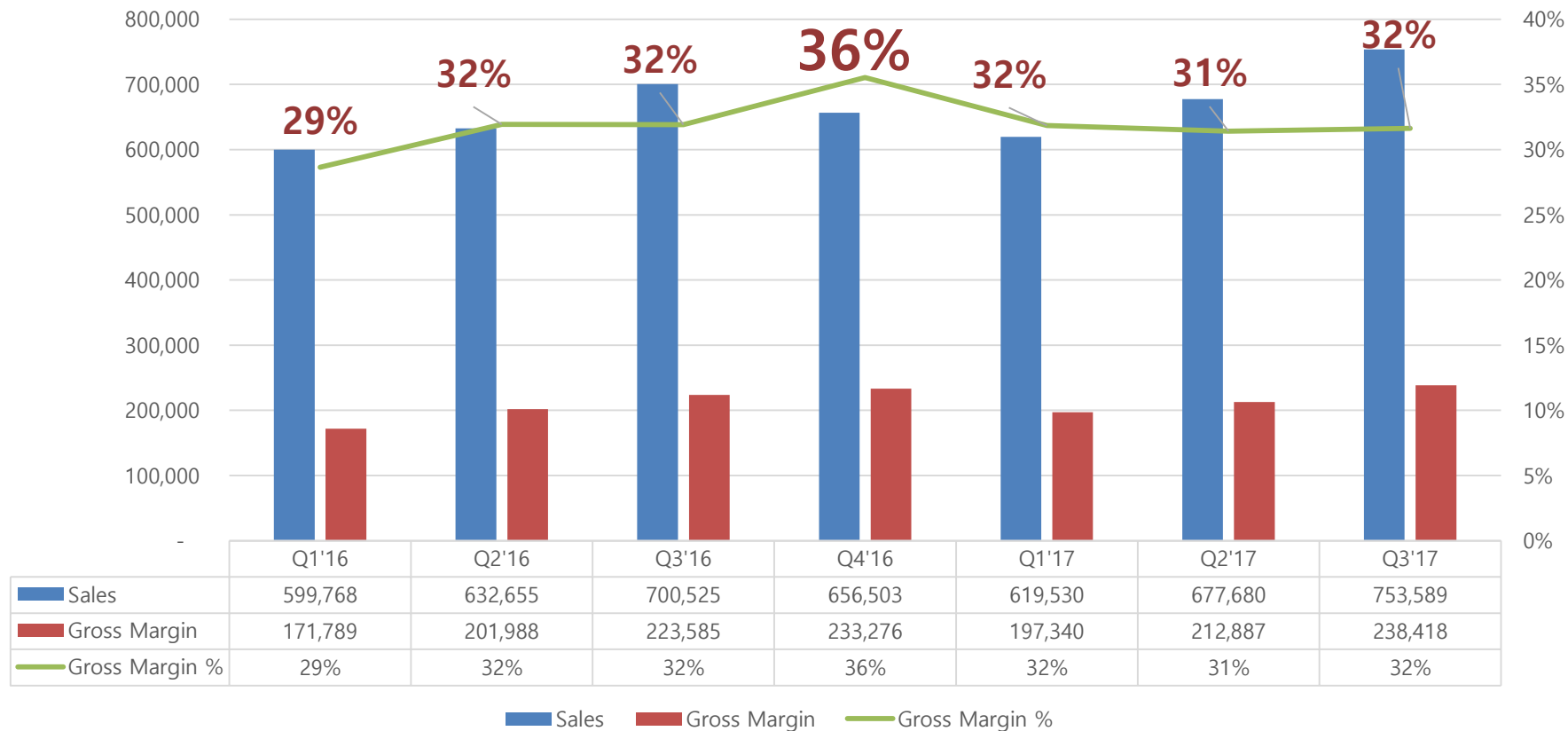
	2017 Q1	2017 Q2	2017 Q3	2016 Q3	YOY	QOQ
營業收入 Net Sales	619,530	677,680	753,589	700,525	8%	11%
營業成本 Cost Of Goods Sold	422,190	464,793	515,171	476,940	8%	11%
營業毛利 Gross Profit	197,340	212,887	238,418	223,585	7%	12%
毛利率 %	31.85%	31.41%	31.64%	31.92%		
營業費用 Operating Expenses	114,322	124,663	133,891	113,120	18%	7%
費用率 %	18.45%	18.40%	17.77%	16.15%		
營業淨利 Operating Income	83,018	88,224	104,527	110,465	-5%	18%
營益率%	13.40%	13.02%	13.87%	15.77%		
業外收支 Total Non-Op. Inc & Exp.	(38436)	7,582	(2395)	(8945)	業外損失 -73%	業外損失 +132%
所得稅 Income Tax Expenses	(17544)	(34598)	(29490)	(36711)	-20%	-15%
稅後淨利 Net Income	27,038	61,208	72,642	64,809	12%	19%
每股盈餘 Earnings Per Share	0.33	0.76	0.89	0.79	13%	17%

Revenue

(NTD in thousand)



Q4 16' Margin Highlight



Q3 Status



- Comparison to Q2:

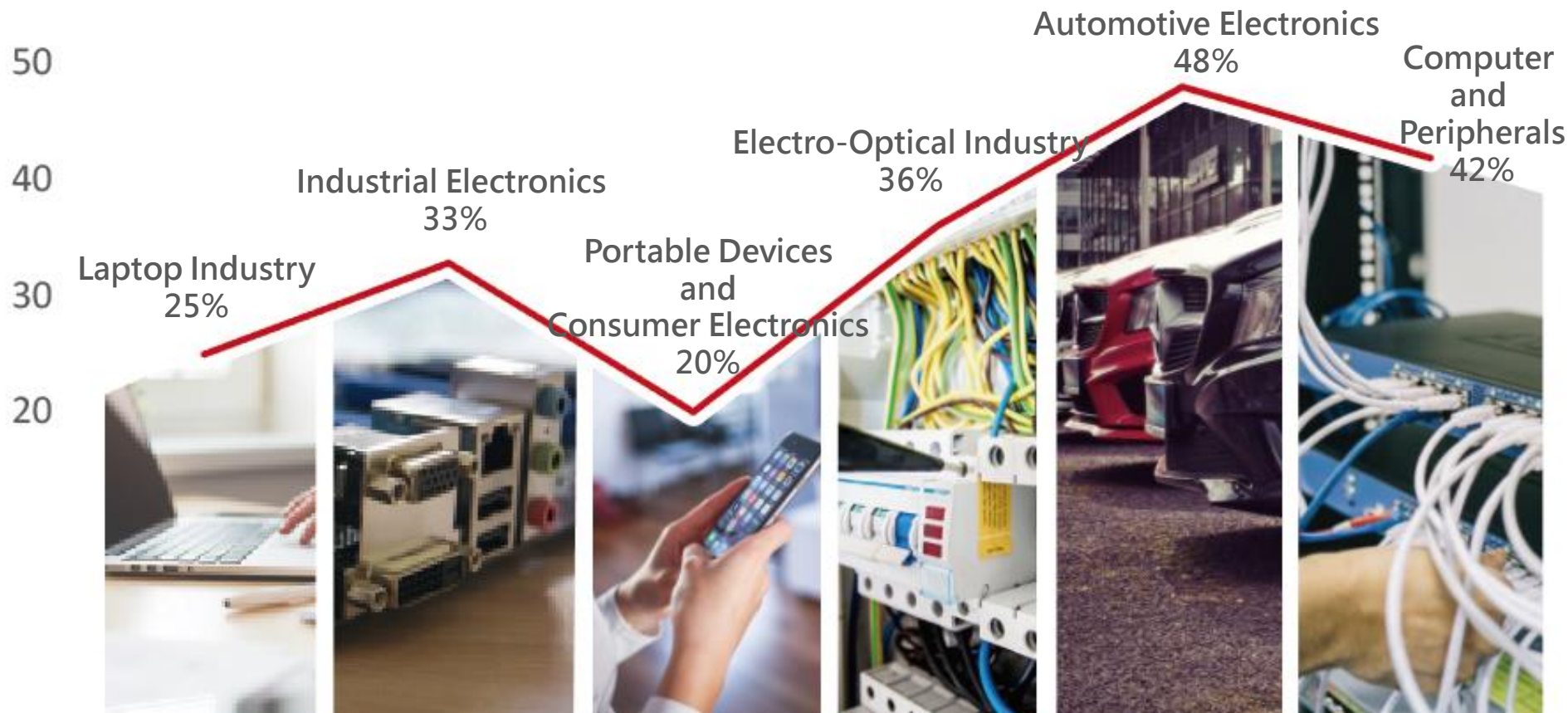
Industrial and Consumer Electronics grow in double digits. Benefit from the growth of Industrial Auto Control, Home Appliance, Wearable Device and Video Game Console.

Q3	Revenue
2017	753,589
2016	700,525
+ - %	8%

- Next Two Seasons:

Q1 will be affected by working days.(Chinese New Year)
Network Communication will rise gradually.

Margin Distribution by Product Application (till Q3)



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:

179

Capital:

NTD 810 M

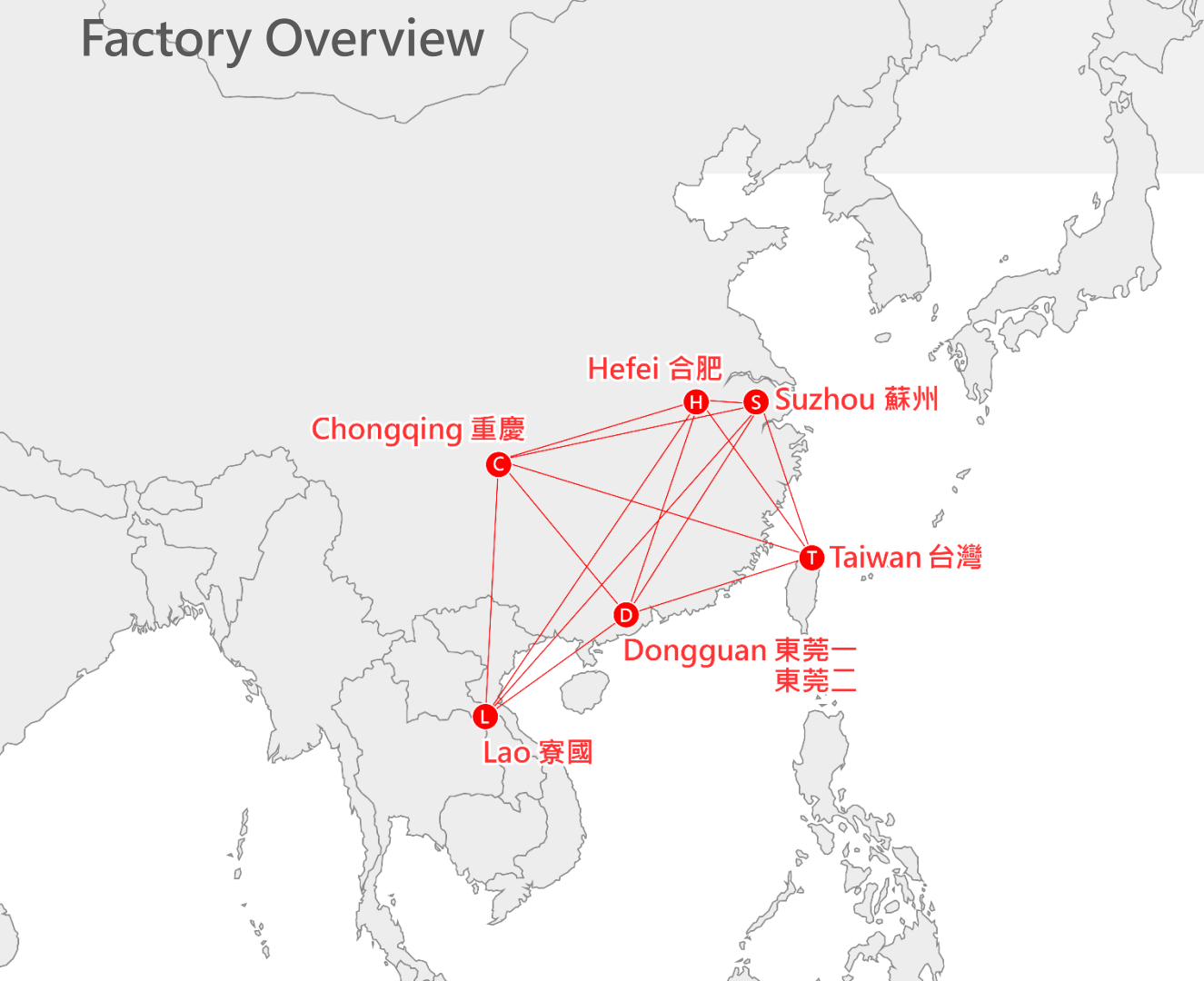
Sales:
(2016)

NTD 25.89 B

Main Products:

Connectors & PCBA
Cable&Harness
3C Electronic Accessories
Car Pre-Delivery Inspection

Factory Overview



蘇州600+



合肥50+



重慶200+



台灣170+



東莞一600+

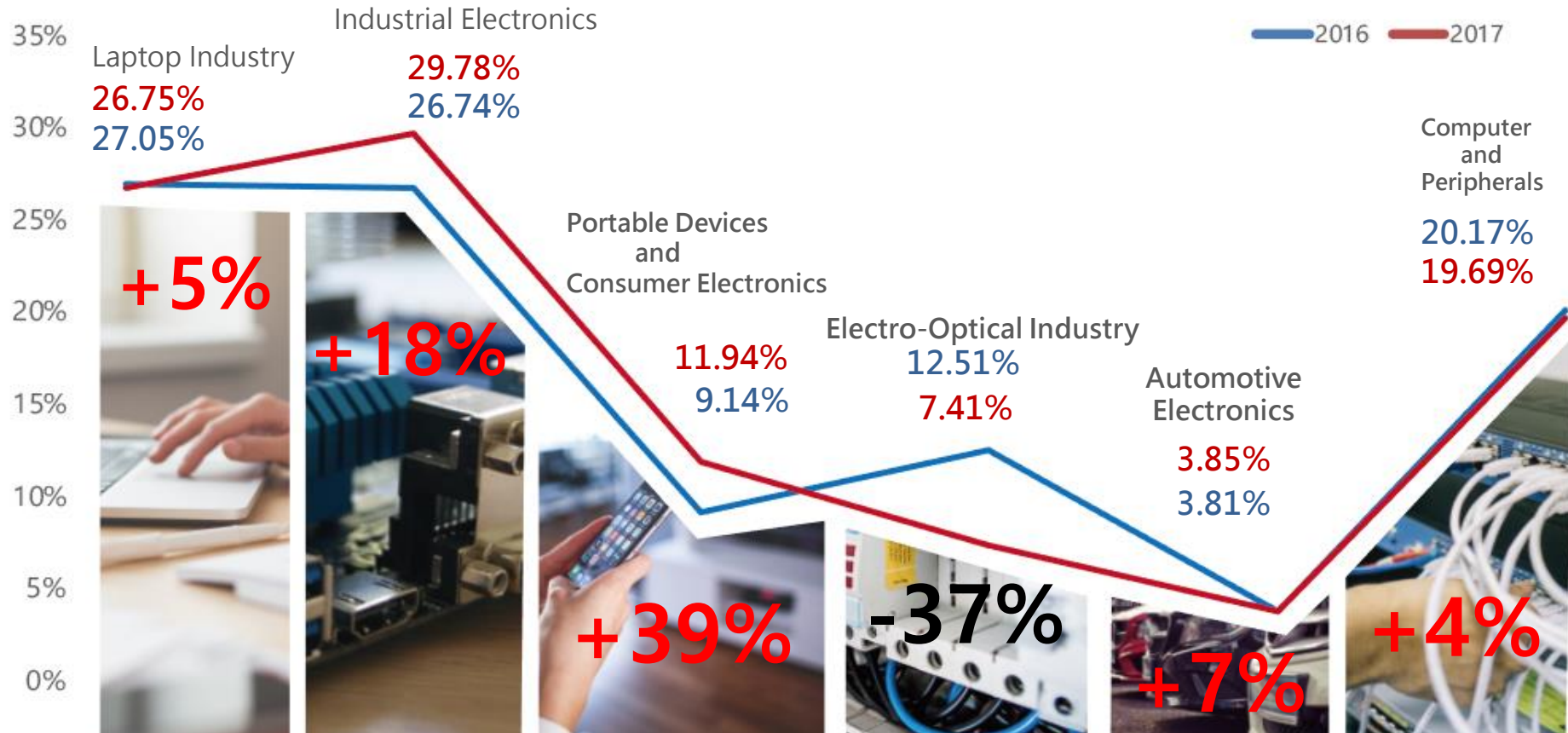


東莞二150+



寮國+

Product Ratio: Industry, Portable Devices Achieve a Double-Digit Growth (till Q3 17')



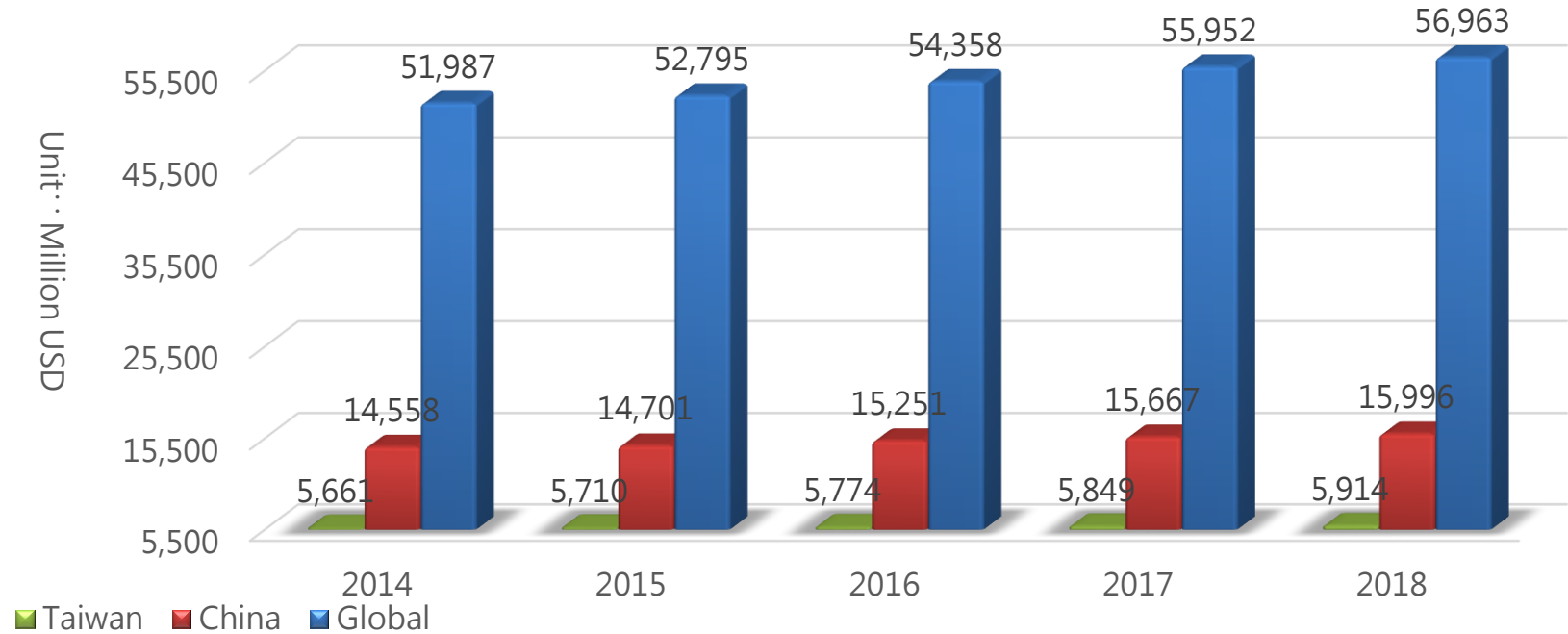
Status of the Connector Industry



Global Connector Market Analysis

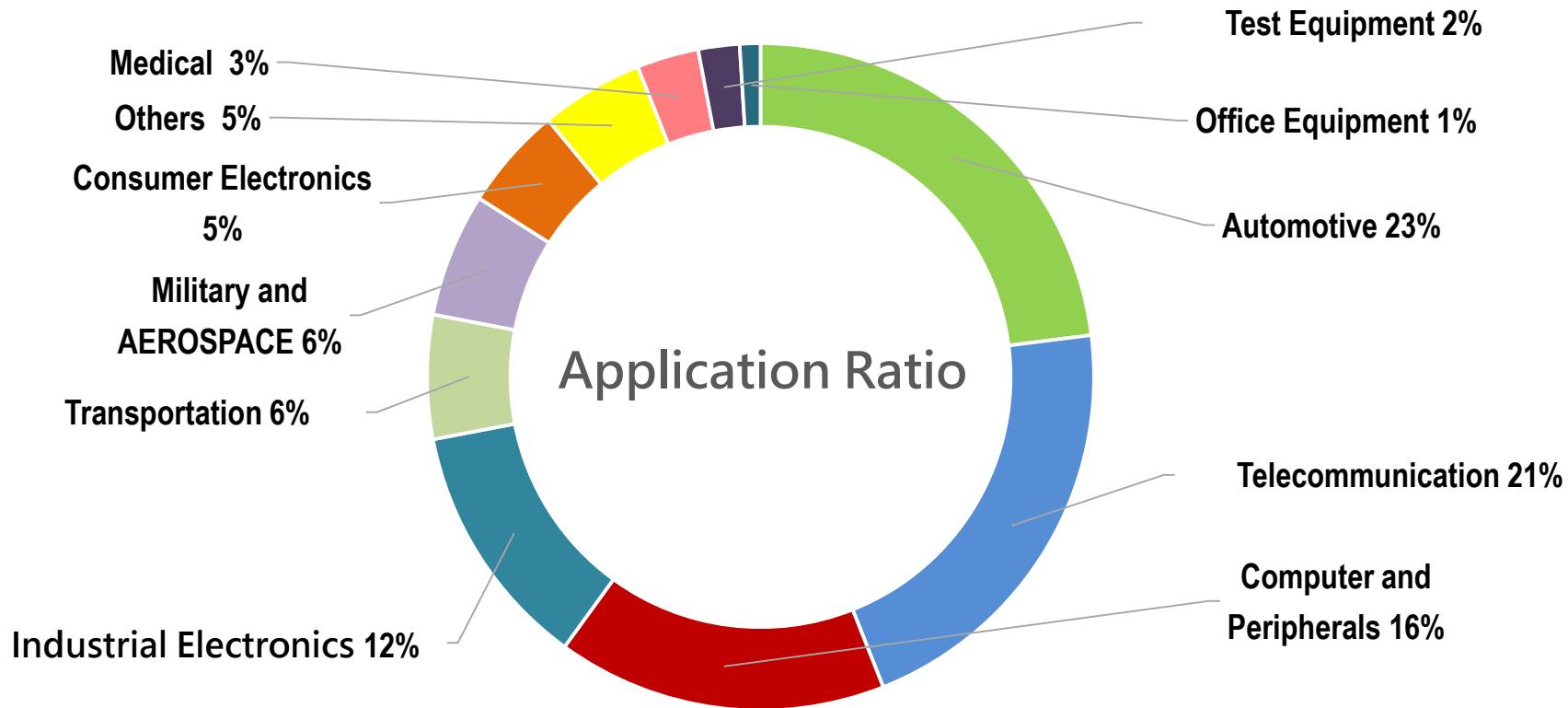


Global Connector Market Analysis from 2014 to 2018



Source : IEK (2016/5)

Application Ration



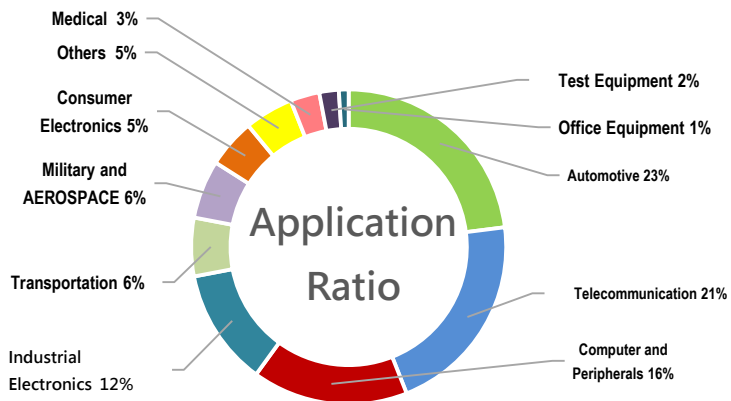
Source : Bishop & Associates, INC.

The New Stimulation of Connector Industry

- Pass Laptop/PC Peak.
- Elevate spec and activate revolution to stimulate the market.

The New Stimulation

- Type-C 、Electrical Car and Platform Transform.



Forward Looking



Product Trends

Energy Storage, Server and Automotive



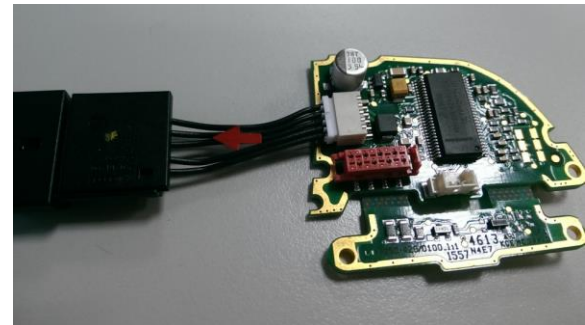
Boosting Data Transmission

- ◆ HDMI 、 USB PD 、 USB 3.1 Type-C
- ◆ From Mbps to Gbps
- ◆ High Voltage/Frequency Wire to Board Application
- ◆ Auto IDC Cable Assembly

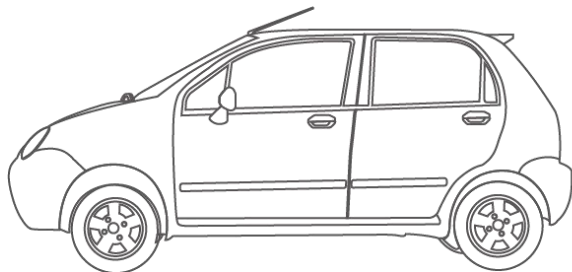
Internal Combustion Engine Fading

- ◆ Electronic Devices in Car
- ◆ Water Proof Connector for Automotive
- ◆ ADAS System
- ◆ Central Control System

Storage, Server and Automotive Electronics



Automotive Electronics



FFC/FPC Connector



Board to Board



USB



Wire Cable



Power Connector



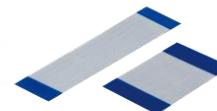
Header



Wire to Board



FFC Cable



IDC Connector & Cable



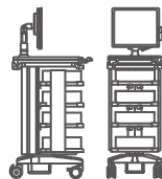
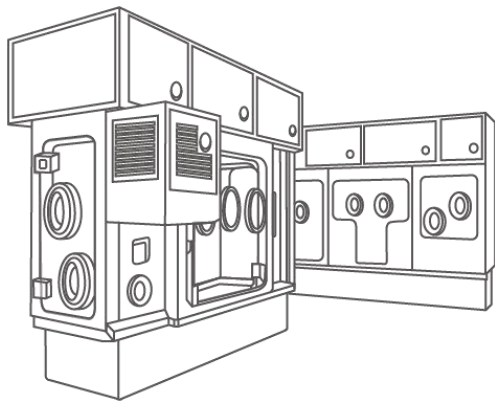
TYPE C



Laptop Industry



Industrial Electronics



Fiber Optical



Plastic Circular Connector



Metal Circular Connector



RF Connector & Cable



FFC/FPC connector



Wire to Board



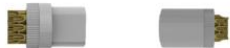
IDC Connector



Wire Cable



Actual Connector



D-Sub Connector



Electro-Optical Industry



FFC / FPC Connector



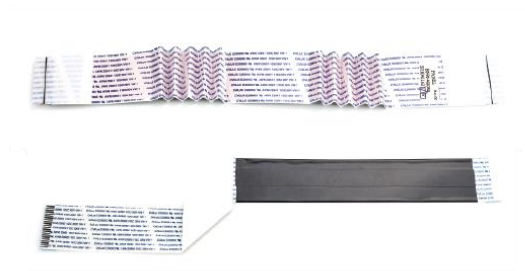
USB



Header



LVDS FFC Cable

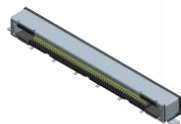


Wire to Board

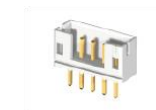
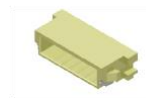
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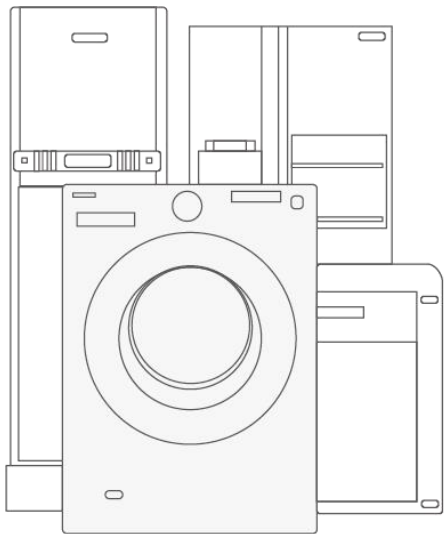
LVDS



TYPE C & Cable



Consumer/Computer Peripherals



FFC/FPC Connector



Header



Wire Cable



SATA Connector



IDC Connector & Cable



Wire to Board



Power Connector



Socket



TYPE C



Big Data Adoption to Upgrade Management Quality



Equipment Reliability

- Just-in-time analysis to realize and fix potential malfunction of equipment to prevent accidental power failure and production interruption.

Energy Consumption

- Smart Energy Management: to build integrated energy and environmental monitoring platform to reduce energy consumption.

Active Manufacturing

- Quick response to customer' s request & demand, and well control on production cost as well.
- Reduce the cost, improve production efficiency and level up the product quality.

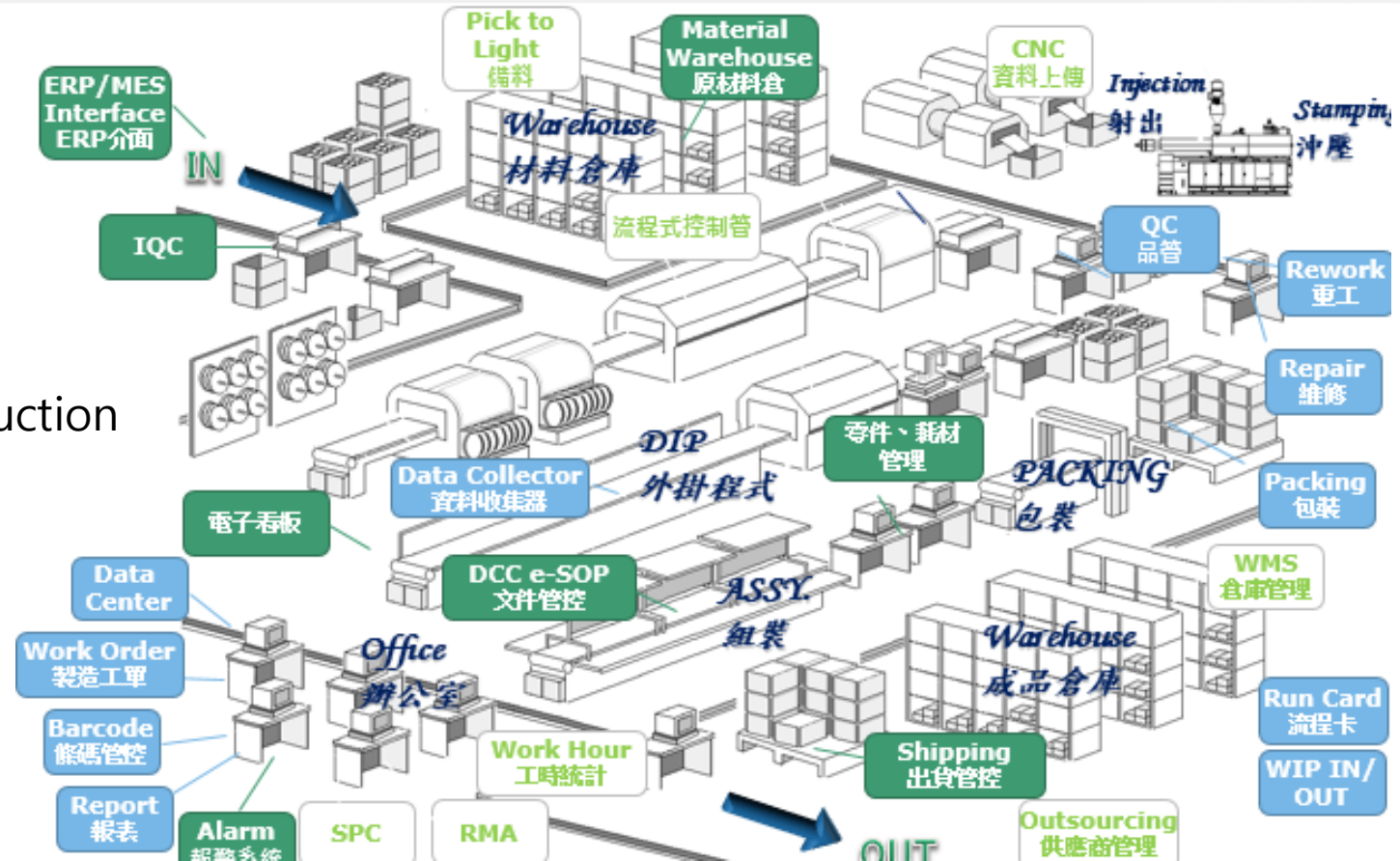
Big Data Analysis

- Analyze the accumulated data during production to manage cost efficiency, productivity and energy consumption, which would enhance decision quality.

Focusing on Automotive Supply Chains



Smart Production
Blue Print



Production Strategy

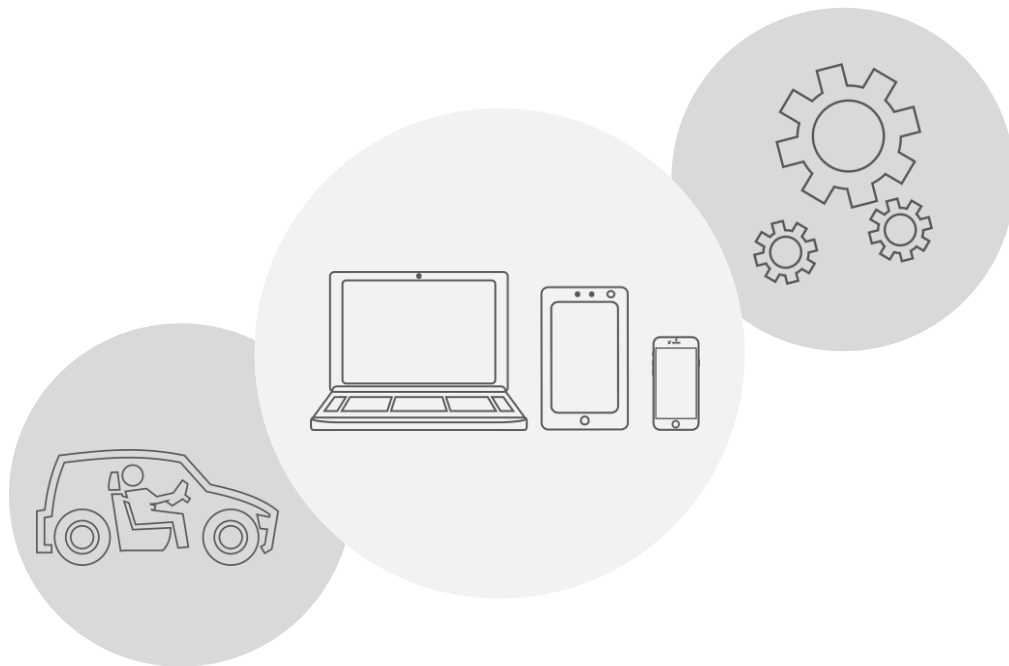


Customized Connector/Cable Assembly Supplier



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



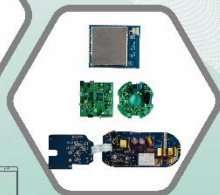
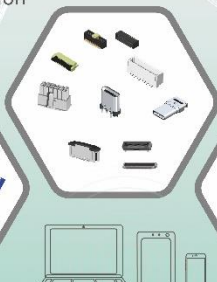
GET IT ON
Google Play

CviLux Group 瀚荃集團

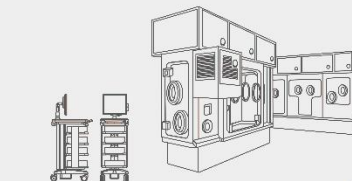


Professional Wire Connector Supplier
專業線材連接器供應商

Marketing & Production
Integration
產銷一貫作業



Since 1990



工業4.0

瀚動數位、荃釋未來
Connect the World, Connect the Future



IOT System Integrator
物聯網系統整合商

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設計研發製造

O'pro9



營運總部
台灣

越南一廠
東莞一廠

越南二廠
東莞二廠

越南三廠
越南廠

華東廠
蘇州廠

華西廠
重慶廠

華中廠
合肥廠

泰國廠



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Manufacturer

Works with
Apple HomeKit

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For Your Intelligent Life



Q&A Connect the world, Connect the future.

