



正歲精密工業股份有限公司

*Cheng Uei Precision Industry Co., Ltd.*

法人說明會

*Investor Conference*

*2018/12/22*

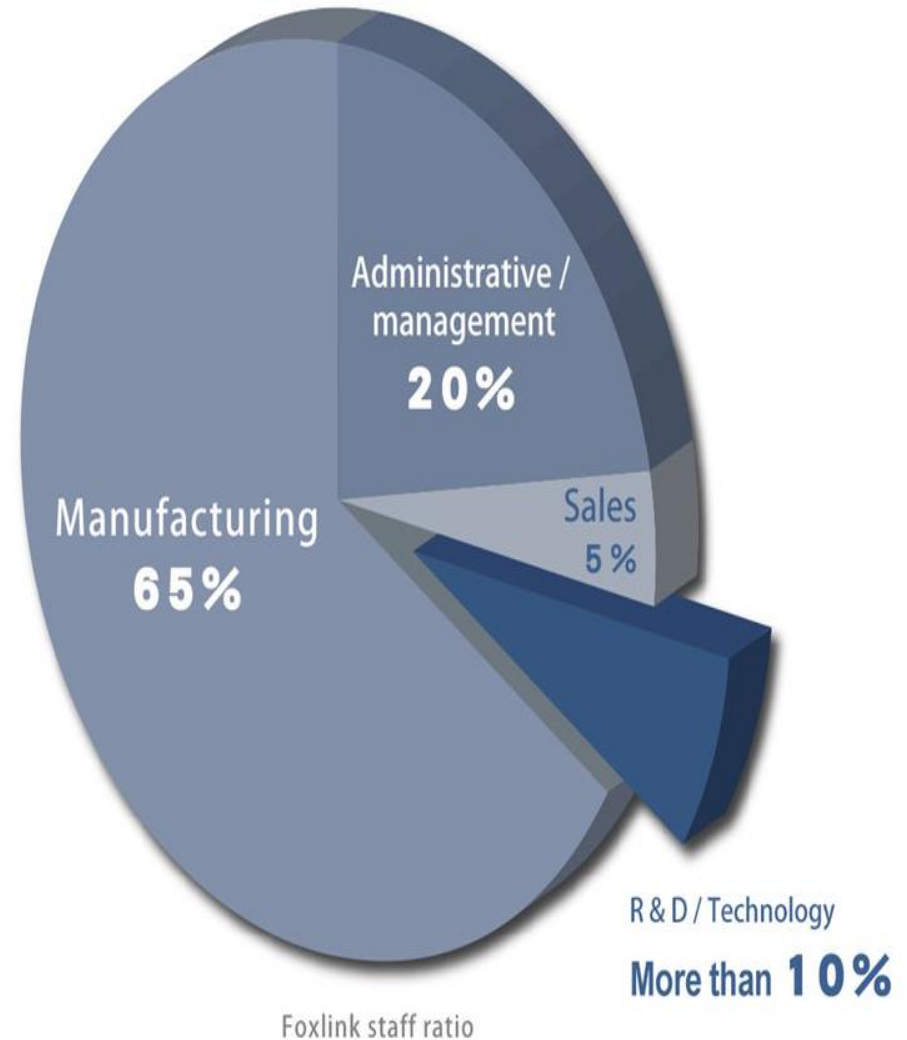
## Fast Facts

- Established in 1986
- Public company listed on TSEC since 1999
- Headquarters in Taipei, Taiwan
- 46,000 employees worldwide (updated: 2018/11)

## Key Numbers

**32** years Outstanding Growth Performance

**16** % Compound Annual Growth Rate





# Main Products

Linking your future



## Components

- Connector
- FPC/rigid-flex board/FPCBA
- Antenna module/ Bluetooth module/ wifi module
- Compact camera module/3D camera module
- 360 degree camera module/thermal camera module
- Electronics control unit/EV battery pack



## Accessories

- High-speed cable
- Bluetooth headset/ Over-ear headset
- Wireless speaker
- Bluetooth USB adapter/ Bluetooth music receiver
- SD card reader/ Credit card reader
- Bluetooth mouse/ Gaming controller/ Stylus pen
- Sport sensor
- Webcam
- Power adapter/ CLA/ Wireless charging pad
- Form-fitting battery case/ Portable power bank



## Systems

- Smart watch/smart band
- Air quality monitor
- Bike power assist control unit



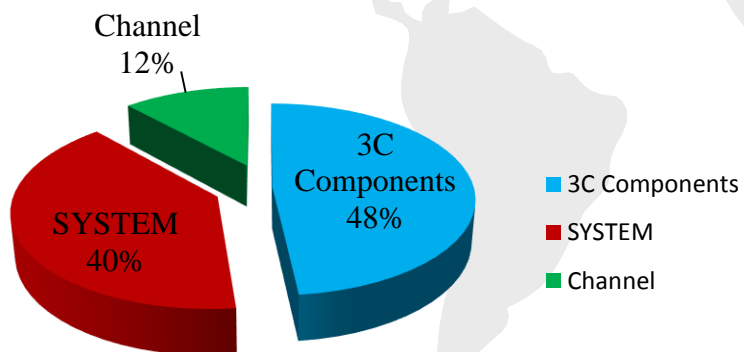
# 財務狀況報告 Financial status



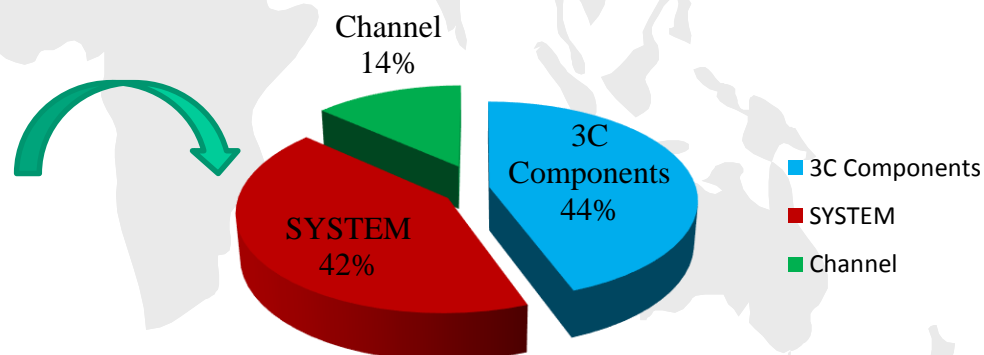
## 主要產品別營收 Segment information

ITEM	3C Components		System		Channel		Total	
	NT\$'000	%	NT\$'000	%	NT\$'000	%	NT\$'000	%
Jan.~Nov. 2017	40,717,864	48%	33,738,360	39%	9,933,451	12%	84,389,675	100%
Jan.~Nov. 2018	35,400,427	44%	33,788,438	42%	10,734,524	13%	79,923,389	100%
YoY %	<b>-13%</b>		<b>0%</b>		<b>8%</b>		<b>-5%</b>	

2017年1月~11月



2018年1月~11月



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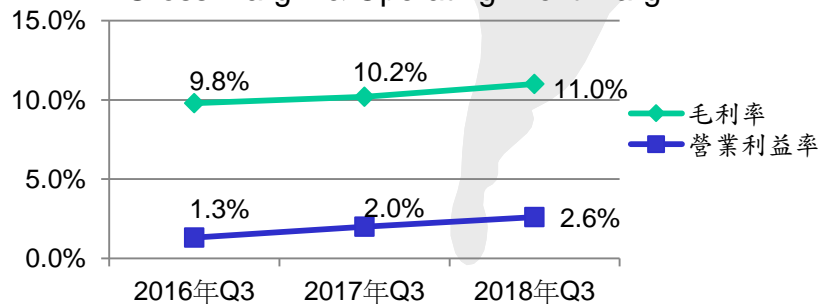


## 合併損益表 CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

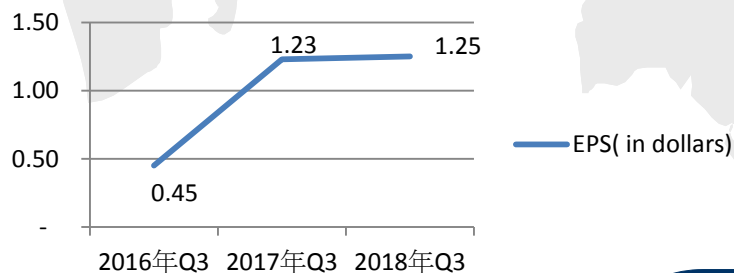
Items	Jan.~Jun. 2018		Jul.~Sep. 2018		Jan.~Sep. 2018	
	NT\$'000	%	NT\$'000	%	NT\$'000	%
營業收入 Operating revenue	39,748,612	100.0%	22,700,790	100.0%	62,449,402	100.0%
營業成本 Operating cost	(37,172,991)	-93.5%	(20,212,258)	-89.0%	(57,385,249)	-91.9%
營業毛利 Gross Profit	2,575,621	6.5%	2,488,532	11.0%	5,064,153	8.1%
營業費用 Operating expenses	(3,797,682)	-9.6%	(1,899,484)	-8.4%	(5,697,166)	-9.1%
營業利益 Operating income	(1,222,061)	-3.1%	589,048	2.6%	(633,013)	-1.0%
營業外收入及支出合計 Non-Operating income and expenses	261,669	0.7%	245,722	1.1%	507,391	0.8%
所得稅費用 Income tax expenses	8,702	0.0%	(170,658)	-0.8%	(161,956)	-0.3%
本期淨利 Net income	(951,690)	-2.4%	664,112	2.9%	(287,578)	-0.5%
每股盈餘(元) EPS (in dollars)	(1.81)		1.25		(0.56)	

### 毛利率及營業利益率變化

Gross margin & Operating Profit Margin



### EPS (in dollars)



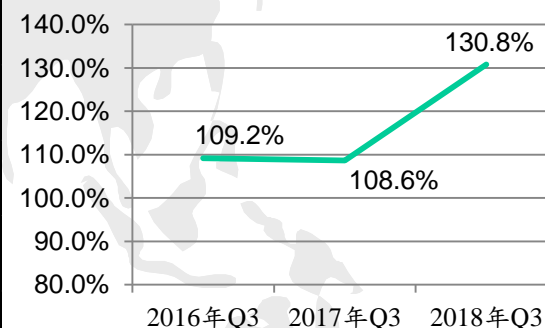
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## 合併資產負債表 CONSOLIDATED BALANCE SHEETS

Items	September 30, 2016		September 30, 2017		September 30, 2018	
	NT\$'000	%	NT\$'000	%	NT\$'000	%
現金及約當現金 Cash and cash equivalents	6,895,362	10%	7,207,644	10%	3,800,218	6%
應收帳款 Accounts receivable	19,428,536	27%	17,357,944	24%	12,964,208	20%
存貨 Inventories	10,429,098	15%	12,279,535	17%	13,681,517	21%
流動資產合計 Total Current assets	38,862,747	54%	38,952,155	54%	32,730,000	51%
非流動資產合計 Total non-current assets	32,809,887	46%	33,124,561	46%	30,984,563	49%
資產總計 TOTAL ASSETS	71,672,634	100%	72,076,716	100%	63,714,563	100%
短期借款 Short-term borrowings	12,884,267	18%	8,554,617	12%	628,213	1%
應付帳款 Accounts payable	21,534,013	30%	26,146,740	36%	23,051,560	36%
流動負債合計 Total current liabilities	35,589,334	50%	35,853,356	50%	25,024,405	39%
長期借款 Long-term borrowings	7,034,113	10%	6,009,643	8%	12,475,713	20%
非流動負債合計 Total non-current liabilities	9,548,256	13%	9,362,088	13%	15,166,140	24%
負債總計 TOTAL LIABILITIES	45,137,590	63%	45,215,444	63%	40,190,545	63%
權益合計 TOTAL EQUITY	26,535,044	37%	26,861,272	37%	23,524,018	37%
負債及權益總計 TOTAL LIABILITIES AND EQUITY	71,672,634	100%	72,076,716	100%	63,714,563	100%

### 流動比率 Current Ratio



# Future Outlook



## 3C Component

- *Develop and Expand Flexible Printed Circuit products for Electric Vehicles and PC.*
- *TYPE C connector have strong growth momentum and will develop the market of connector products for electric vehicle.*
- *Develop products of battery module for electric vehicle, electric locomotive and Scooter.*

## System

- *Cooperate with customers to develop various types of electric scooters.*
- *To cooperate with eSports customers to develop products such as VR, game controller and speaker.*
- *Developing High Speed Transmission Module for Cloud Server*

## Channel

- *Expand project business to corporations and educational institutions*
- *Enhance member services and marketing*
- *Develop APP products*



簡報結束  
*Thank you*