



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

2019年11月29日

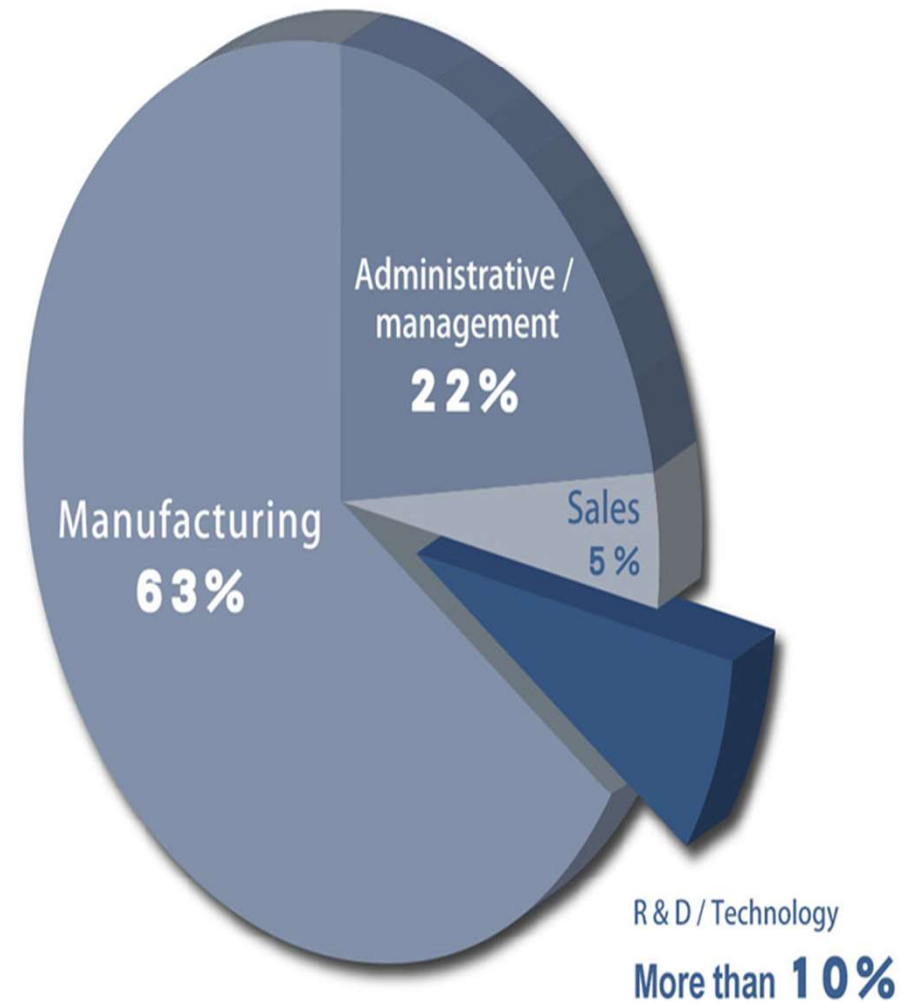
Fast Facts

- Established in 1986
- Public company listed on TSEC since 1999
- Headquarters in Taipei, Taiwan
- 39,000 employees worldwide (updated: 2019/7)

Key Numbers

33 years Outstanding Growth Performance

16 % Compound Annual Growth Rate



Foxlink staff ratio

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



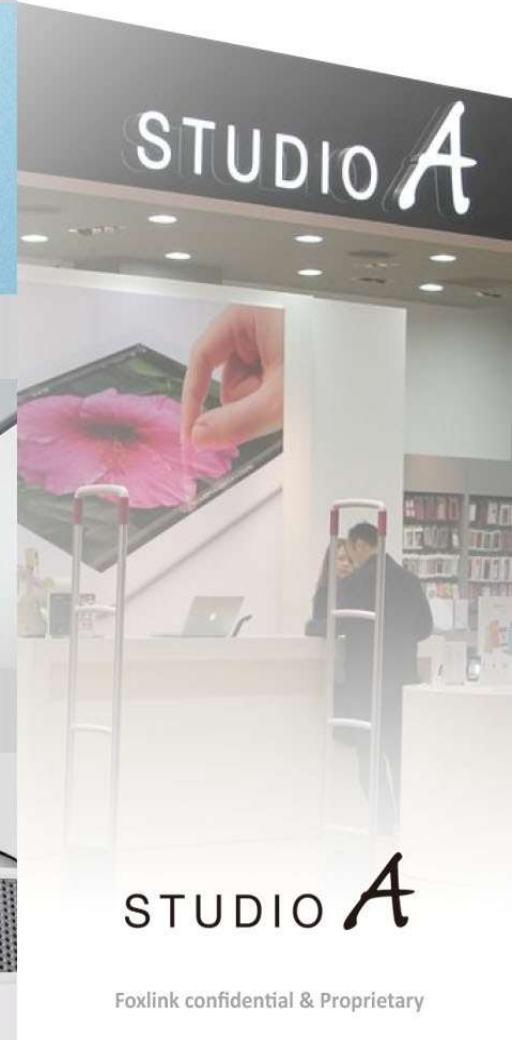
Accessories

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/ Power adapter/ CLA/ Wireless charging pad/ Portable power bank



Systems

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



STUDIO A

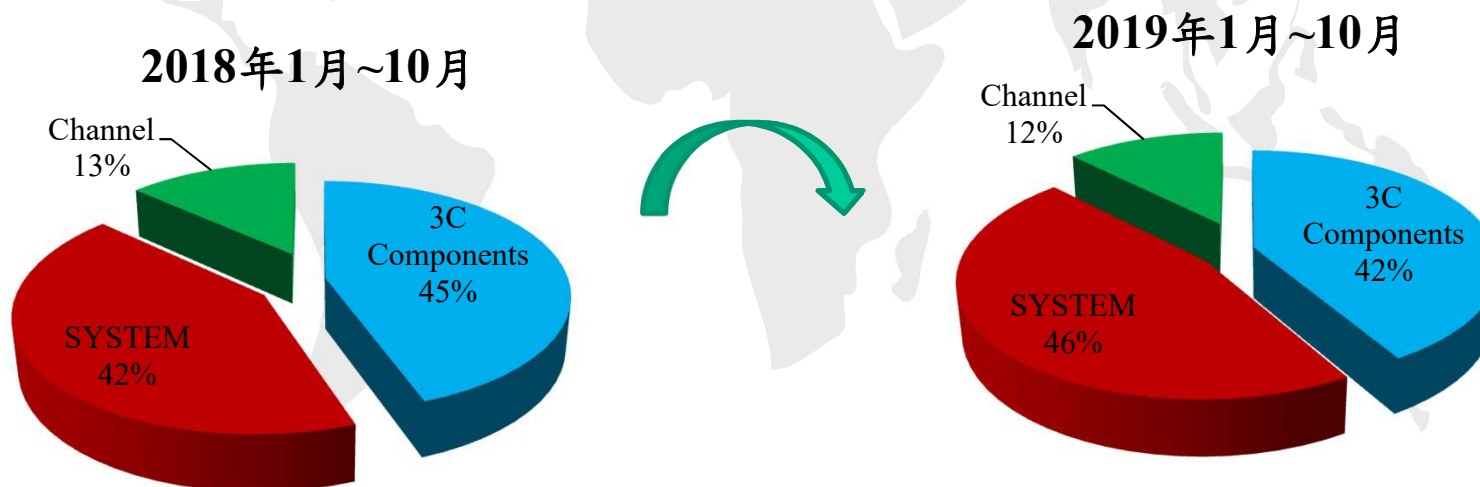
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財務狀況報告 Financial status



主要產品別營收 Segment information

ITEM	3C Components		System		Channel		Total	
	NTS'000	%	NTS'000	%	NTS'000	%	NTS'000	%
Jan.~Otc. 2018	31,798,580	44%	30,275,068	42%	9,518,370	13%	71,592,018	100%
Jan.~Otc. 2019	33,406,464	41%	37,157,295	46%	9,996,929	12%	80,560,688	100%
YoY %	5%		23%		5%		13%	



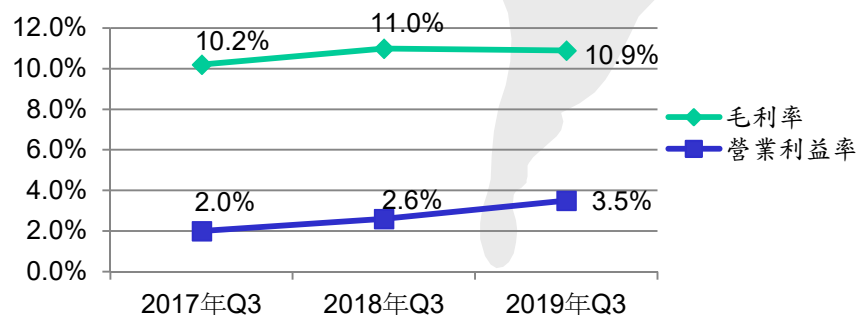
財務狀況報告 Financial status



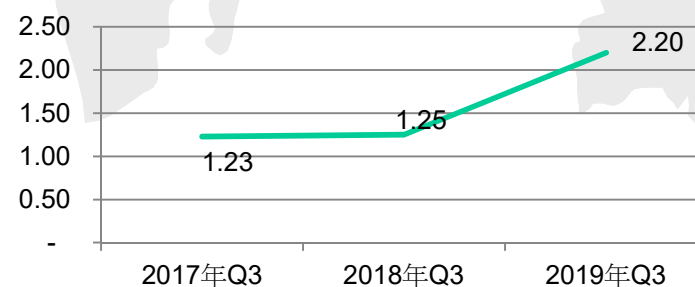
合併損益表 CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Items	Jan.~Sep. 2018		Jan.~Sep. 2019		YoY
	NTS'000	%	NTS'000	%	%
營業收入 Operating revenue	62,449,402	100.0%	69,322,603	100.0%	11.0%
營業成本 Operating cost	(57,385,249)	91.9%	(62,433,638)	90.1%	
營業毛利 Gross Profit	5,064,153	8.1%	6,888,965	9.9%	36.0%
營業費用 Operating expenses	(5,697,166)	9.1%	(5,750,947)	8.3%	
營業利益 Operating income	(633,013)	-1.0%	1,138,018	1.6%	279.8%
營業外收入及支出合計 Non-Operating income and expenses	507,391	0.8%	520,277	0.8%	2.5%
所得稅費用 Income tax expenses	(161,956)	-0.3%	(399,176)	-0.6%	
本期淨利 Net income	(287,578)	-0.5%	1,259,119	1.8%	537.8%
每股盈餘(元) EPS (in dollars)	(0.56)		2.80		

Gross margin & Operating Profit Margin



EPS (in dollars)

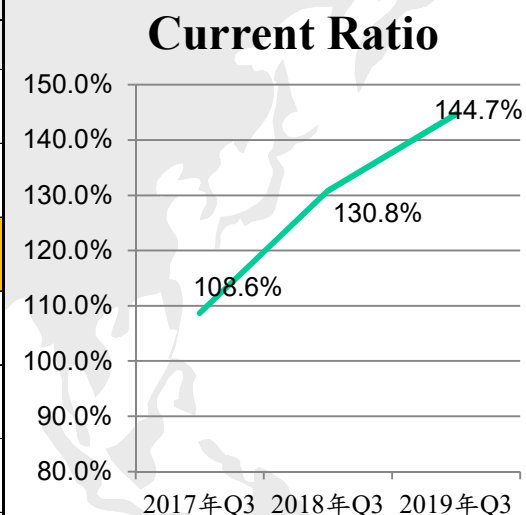


財務狀況報告 Financial status



合併資產負債表 CONSOLIDATED BALANCE SHEETS

Items	September 30, 2017		September 30, 2018		September 30, 2019	
	NTS'000	%	NTS'000	%	NTS'000	%
現金及約當現金 Cash and cash equivalents	7,207,644	10%	3,800,218	6%	7,747,422	10%
應收帳款 Accounts receivable	17,357,944	24%	12,964,208	20%	20,445,358	25%
存貨 Inventories	12,279,535	17%	13,681,517	21%	13,917,098	17%
流動資產合計 Total Current assets	38,952,155	54%	32,730,000	51%	45,095,081	56%
非流動資產合計 Total non-current assets	33,124,561	46%	30,984,563	49%	36,047,715	44%
資產總計 TOTAL ASSETS	72,076,716	100%	63,714,563	100%	81,142,796	100%
短期借款 Short-term borrowings	8,554,617	12%	628,213	1%	3,040,433	4%
應付帳款 Accounts payable	26,146,740	36%	23,051,560	36%	25,230,521	31%
流動負債合計 Total current liabilities	35,853,356	50%	25,024,405	39%	31,170,268	38%
長期借款 Long-term borrowings	6,009,643	8%	12,475,713	20%	15,236,781	19%
非流動負債合計 Total non-current liabilities	9,362,088	13%	15,166,140	24%	21,950,149	27%
負債總計 TOTAL LIABILITIES	45,215,444	63%	40,190,545	63%	53,120,417	65%
權益合計 TOTAL EQUITY	26,861,272	37%	23,524,018	37%	28,022,379	35%
負債及權益總計 TOTAL LIABILITIES AND EQUITY	72,076,716	100%	63,714,563	100%	81,142,796	100%



Future Outlook



3C Component

- *To develop and expand wireless headset and medical component products.*
- *To collaborate with China brand mobile customers in expanding the Indian component market.*
- *To develop the module of electric vehicle, electric locomotive, electric bicycle and eScooter.*
- *To Develop and expand the NB and car use of flexible printed circuit and connector products.*

System

- *To collaborate with customers, developing various types of electric scooters.*
- *To collaborate with eSports and gaming customers in developing game controller, speaker and peripheral products.*
- *To developing 5G high speed transmission module of cloud server.*
- *To develop and expand wireless charger.*

Channel

- *To expand business and educational institutions projects.*
- *To enhance member services and marketing.*
- *To develop APPs products.*



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Thank you