

# CONCRAFT HOLDING CO., LTD.

(Stock Symbols:4943.TW.)

Chiao-Sheng Huang, CFO

Innovation Creates the Value !

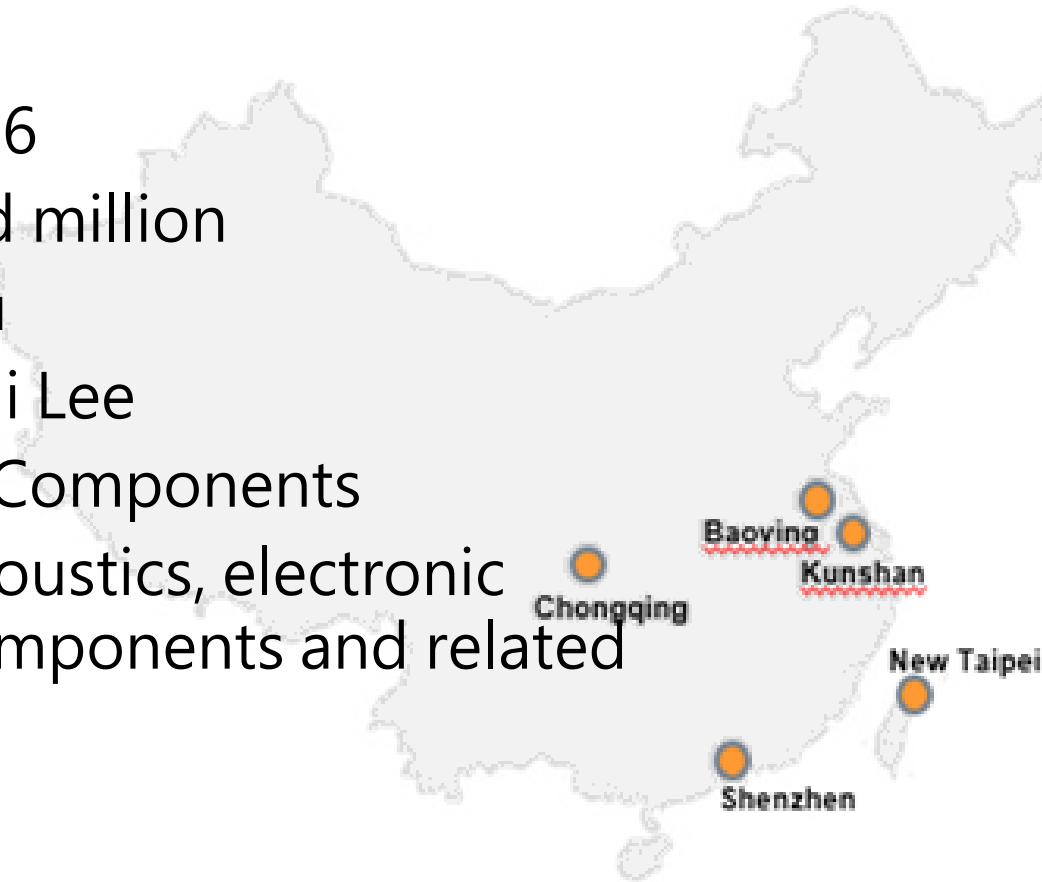
# Agenda

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- ❑ Company Overview
- ❑ Quarterly Sales Revenue/ Gross Profit
- ❑ Operating Performance
- ❑ Top 10 Customers
- ❑ Dividend Policy
- ❑ Recent Major Events

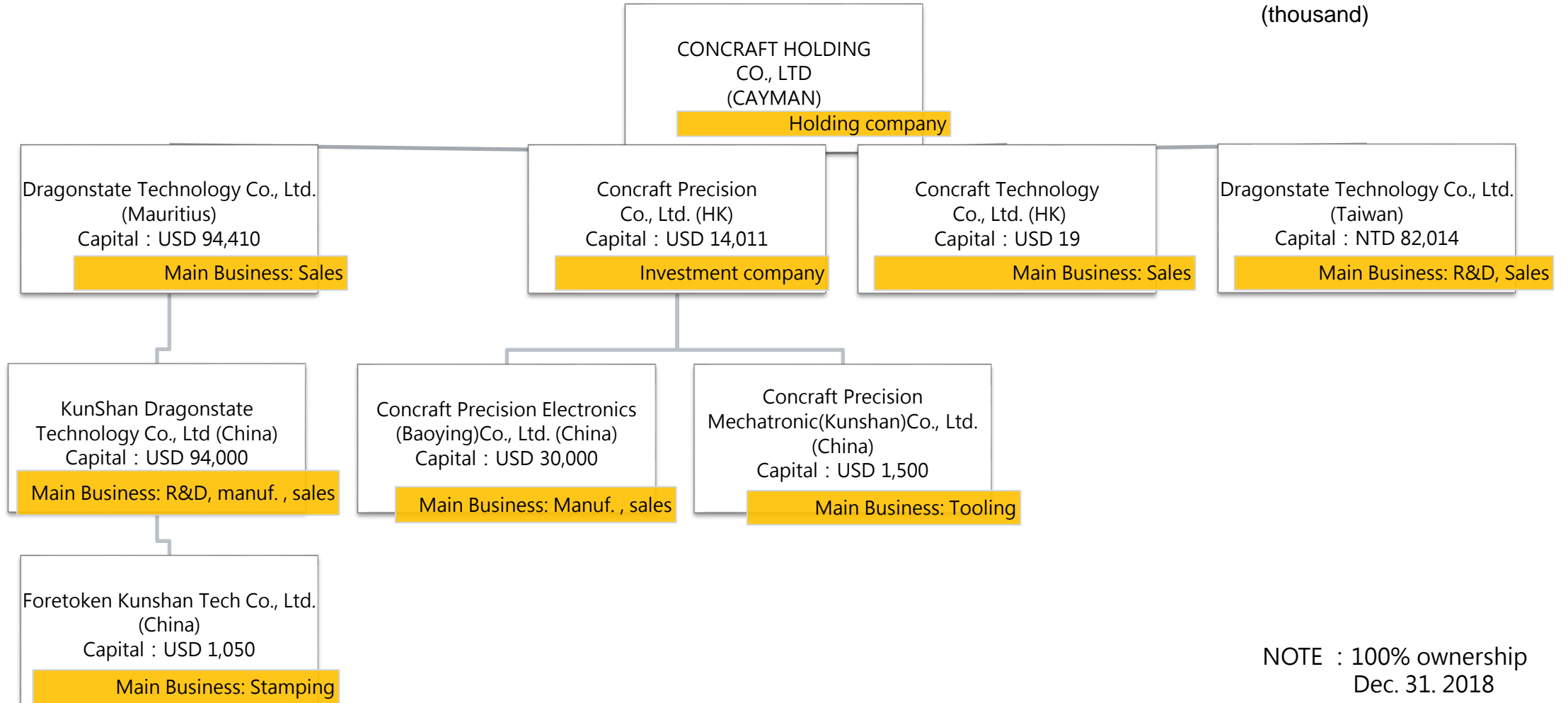
# Company Overview

- ❑ Established in 1991
- ❑ Date of Listing : 11/11/2016
- ❑ Capital : NTD 10.7 hundred million
- ❑ Chairman : Chao-Sheng Lu
- ❑ General Manager : Kuo-Chi Lee
- ❑ Industry : Electronic Parts/Components
- ❑ Main Business : Parts of acoustics, electronic connectors, automotive components and related mold components



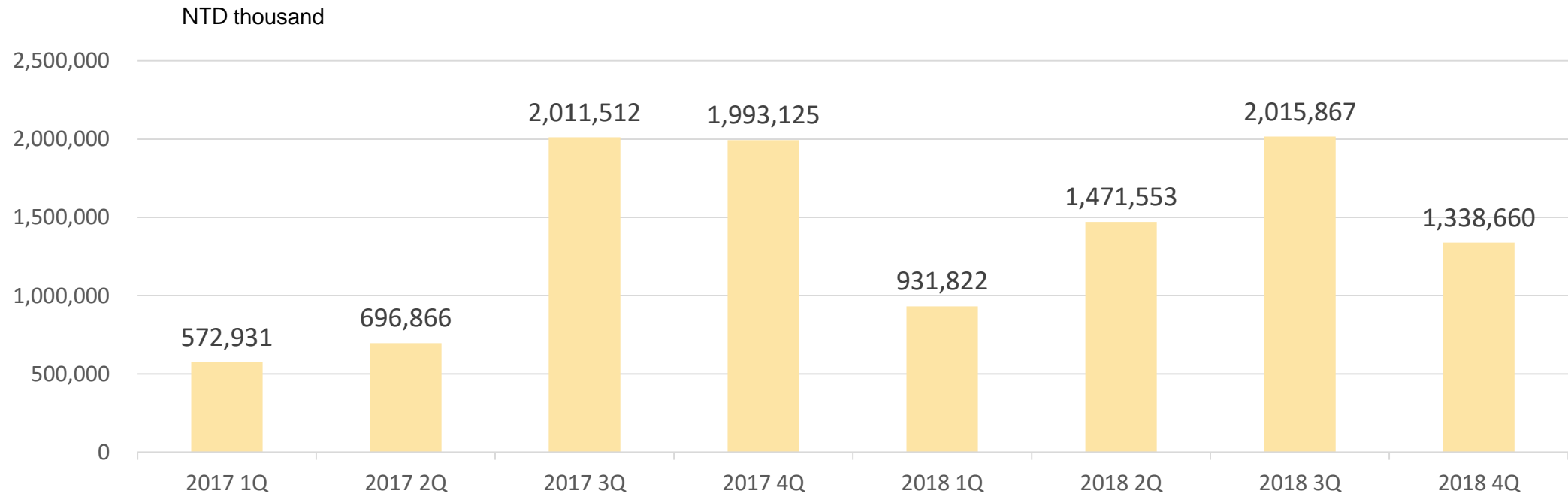
# Company Overview

(thousand)



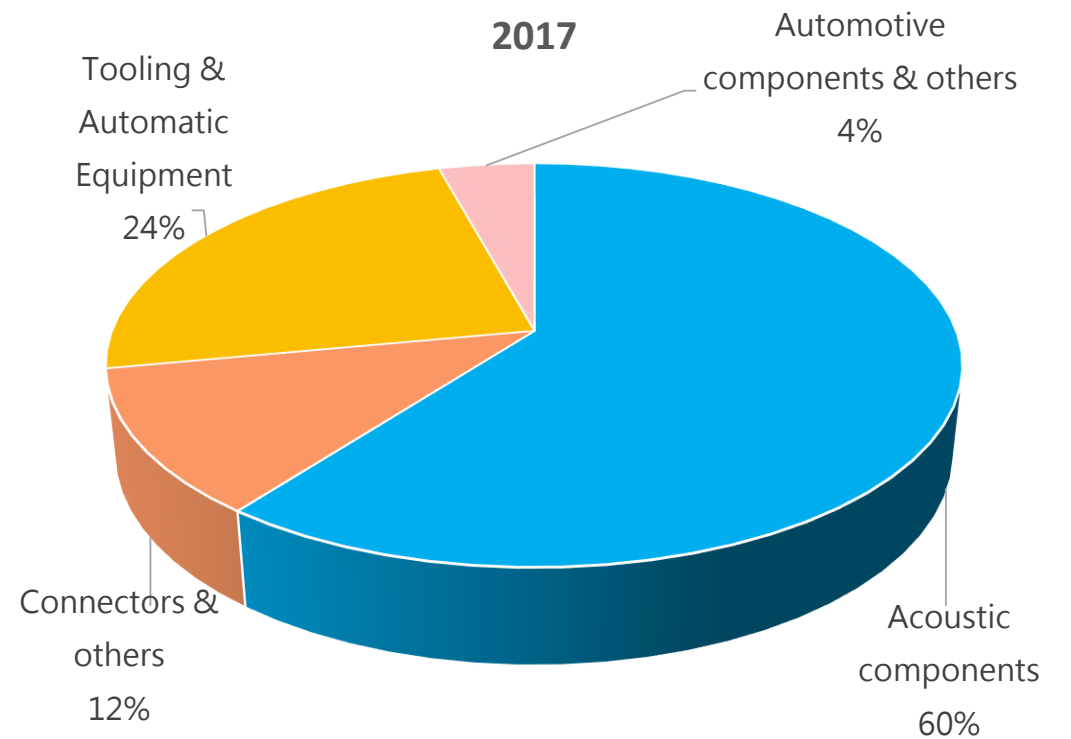
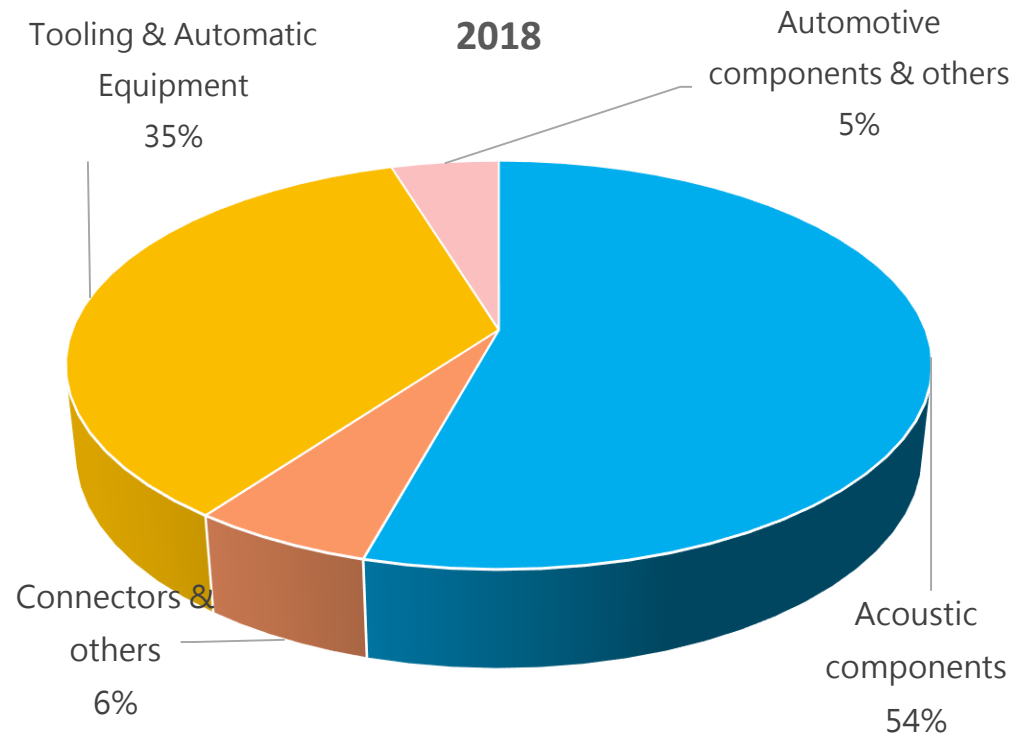
NOTE : 100% ownership  
Dec. 31. 2018

# Quarterly Sales Revenue



	2017 1Q	2017 2Q	2017 3Q	2017 4Q	2018 1Q	2018 2Q	2018 3Q	2018 4Q
Revenue	572,931	696,866	2,011,512	1,993,125	931,822	1,471,553	2,015,867	1,338,660
2018 4Q Revenue Growth Rate	133.65%	92.1%	-33.45%	-32.84%	43.66%	-9.03%	-33.59%	-

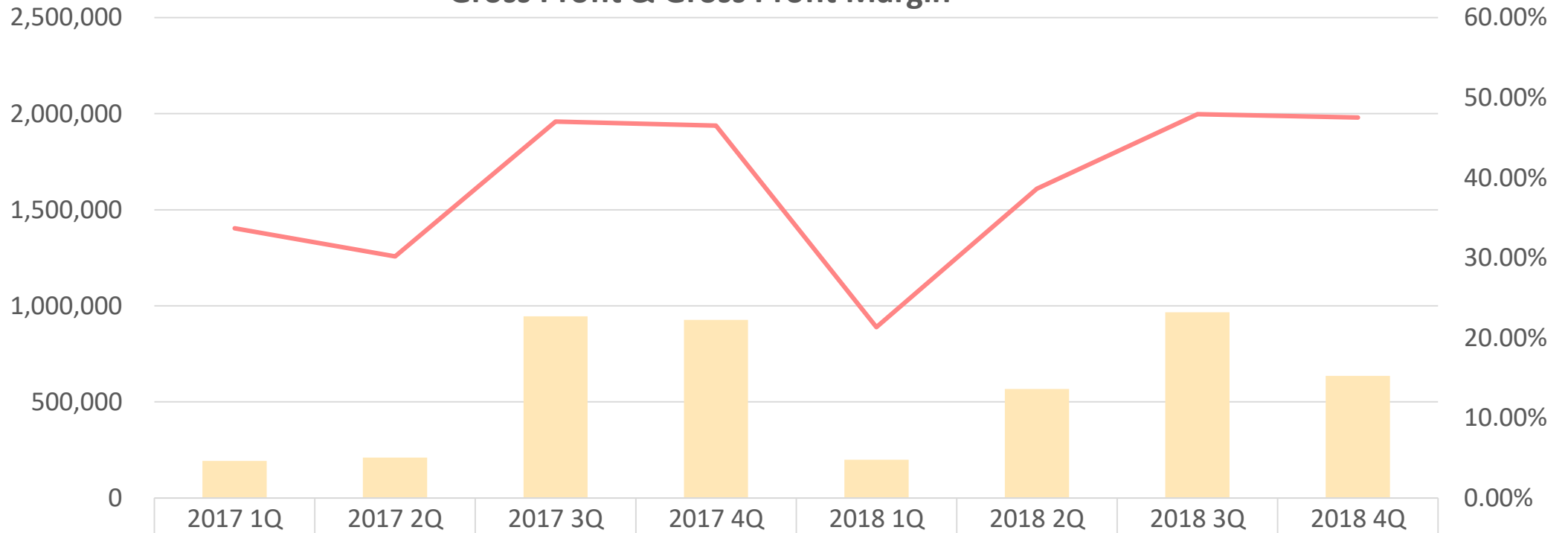
# Major Products and Sales Contents (Year)



# Quarterly Gross Profit

NTD thousand

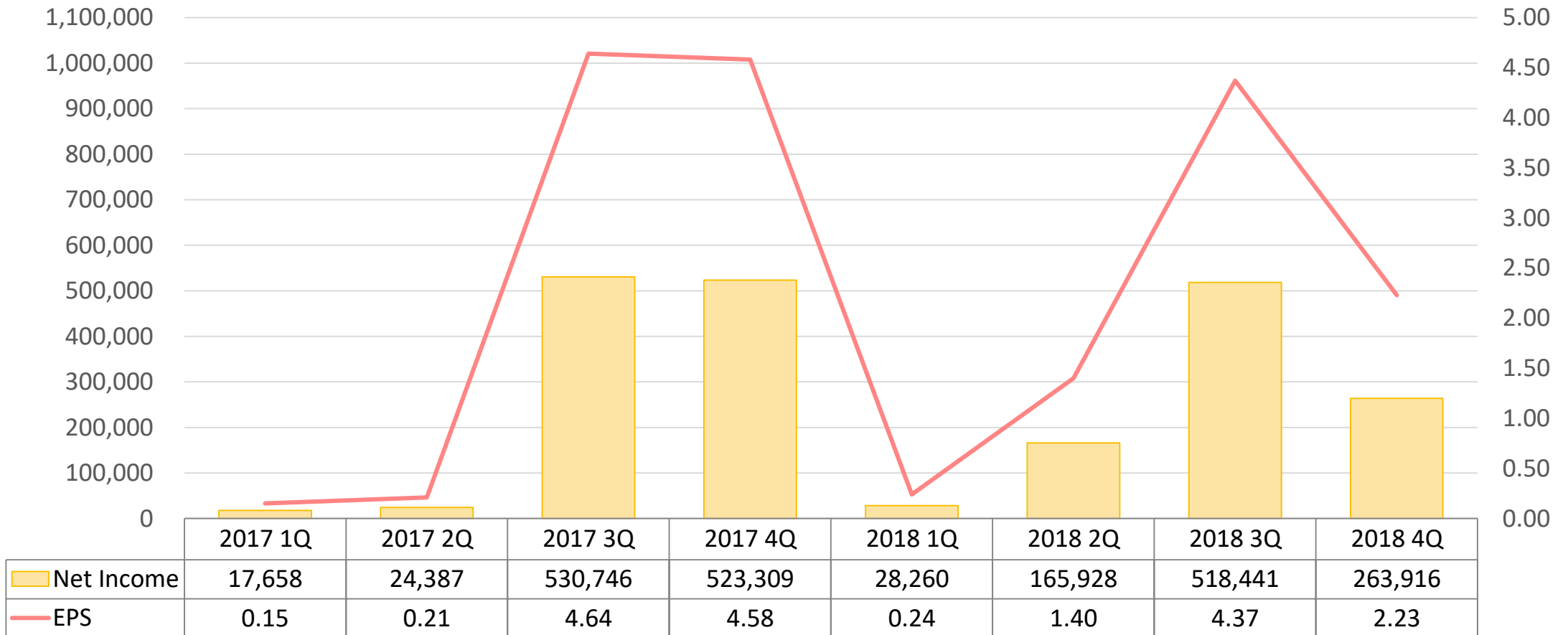
## Gross Profit & Gross Profit Margin



Gross Profit	193,066	210,324	945,637	926,883	198,936	568,163	966,176	635,974
Gross Profit Margin	33.70%	30.18%	47.01%	46.50%	21.35%	38.61%	47.93%	47.51%

# Net Income & EPS

NTD thousand

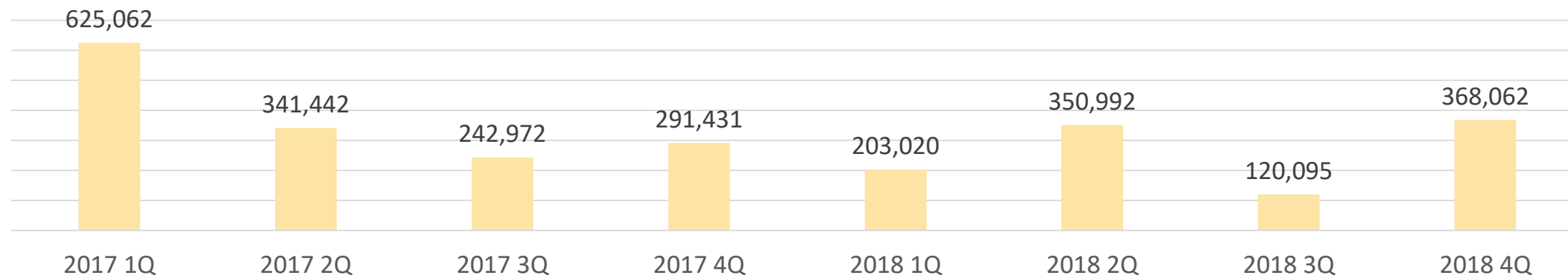




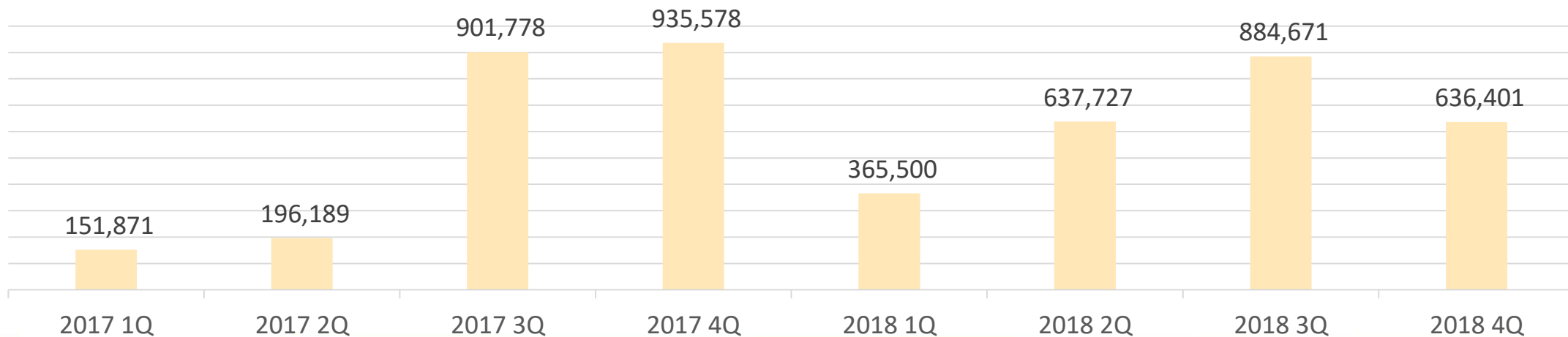
# CAPEX&EBITDA

Capital Expenditure

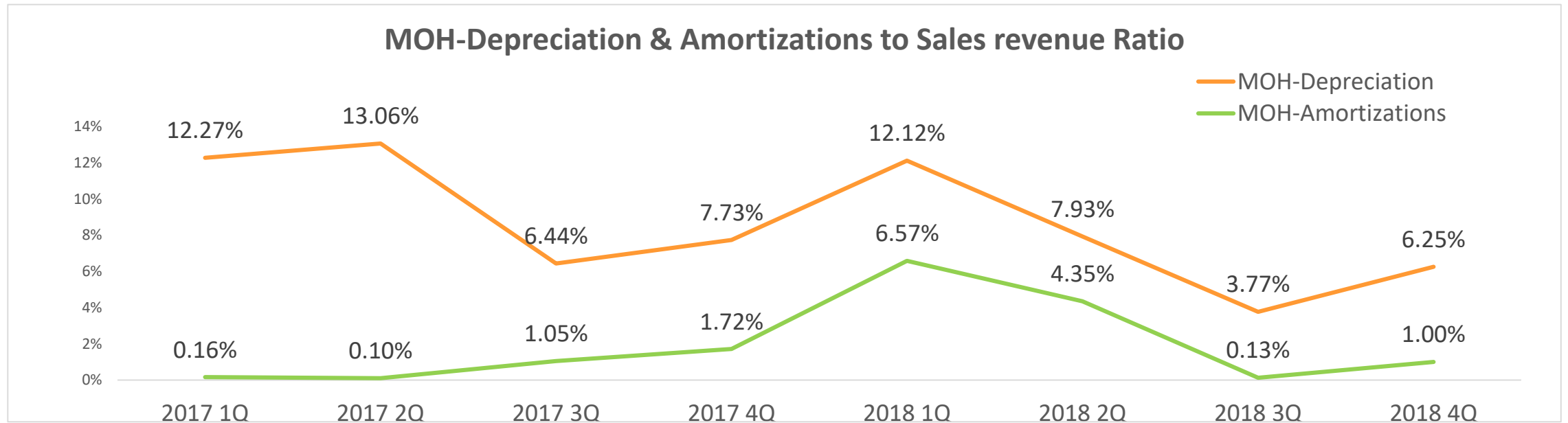
NTD thousand



EBITDA



# Cost Composition (Depreciation & Amortizations)



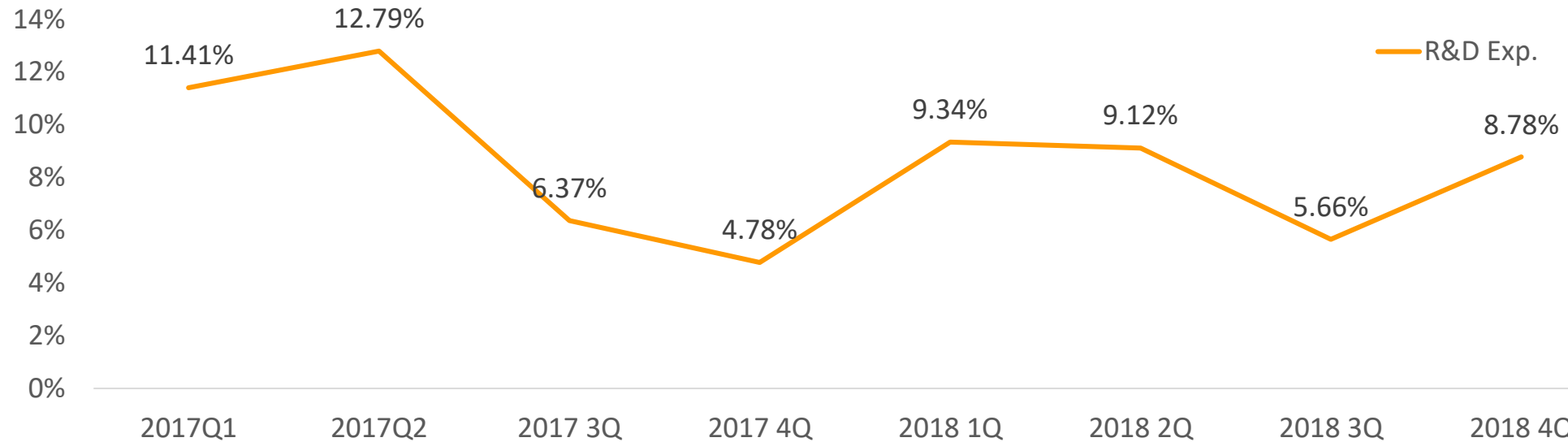
**\* Manufacturing Overhead-Depreciation & Amortizations to COGS Ratio**

NTD thousand

	2017 1Q		2017 2Q		2017 3Q		2017 4Q		2018 1Q		2018 2Q		2018 3Q		2018 4Q	
MOH-Depreciation	70,324	12.27%	91,044	13.06%	129,533	6.44%	154,020	7.73%	112,911	12.12%	116,641	7.93%	76,004	3.77%	83,680	6.25%
MOH-Amortizations	904	0.16%	716	0.10%	21,093	1.05%	34,255	1.72%	61,266	6.57%	63,939	4.35%	2,590	0.13%	13,368	1.00%
Revenue	572,931		696,866		2,011,512		1,993,125		931,822		1,471,553		2,015,867		1,338,660	

# Cost Composition

R&D Exp. to Sales revenue Ratio

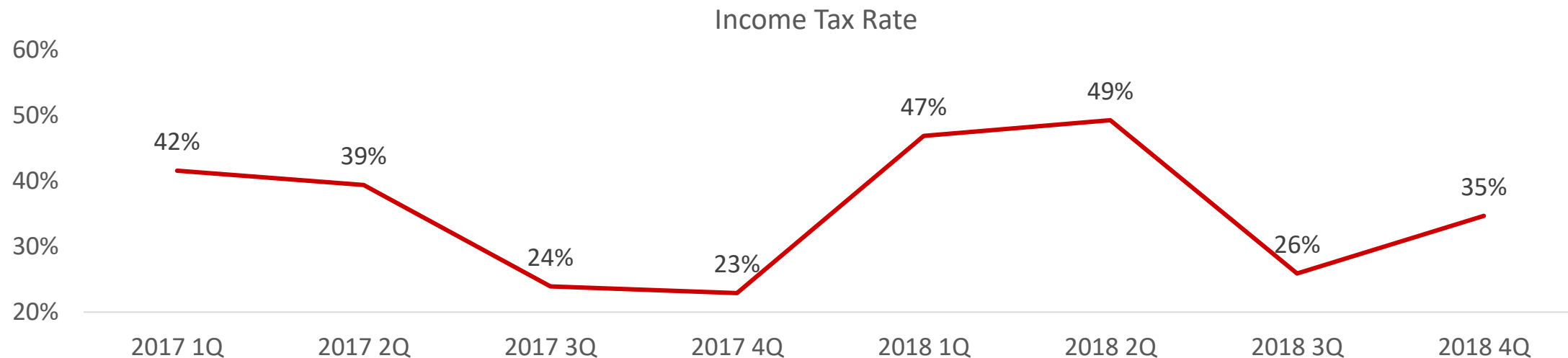


\* R&D Expenses to Sales revenue Ratio

NTD thousand

	2017 1Q		2017 2Q		2017 3Q		2017 4Q		2018 1Q		2018 2Q		2018 3Q		2018 4Q	
R&D Exp.	65,353	11.41%	89,160	12.79%	128,113	6.37%	95,290	4.78%	87,033	9.34%	134,236	9.12%	114,020	5.66%	117,516	8.78%
Revenue	572,931		696,866		2,011,512		1,993,125		931,822		1,471,553		2,015,867		1,338,660	

# Income Tax Rate



NTD thousand

	2017 1Q	2017 2Q	2017 3Q	2017 4Q	2018 1Q	2018 2Q	2018 3Q	2018 4Q
Earnings Before Income Taxes	30,214	40,231	697,629	678,750	53,195	326,976	699,453	403,911
Income Taxes	12,556	15,844	166,883	155,441	24,935	161,048	181,012	139,995
Net Income	17,658	24,387	530,746	523,309	28,260	165,928	518,441	263,916
Income Tax Rate	42%	39%	24%	23%	47%	49%	26%	35%

# Top 10 Customers

	2014		2015		2016		2017		2018	
Acoustic components & Tooling	OO Customer OO Customer	34%	OO Customer OO Customer Others	51%	OO Customer OO Customer others	56%	OO Customer OO Customer OO Customer Others	84%	OO Customer OO Customer OO Customer others	89%
Connectors	COMPAL SPG PEGATRON INVENTEC GENESIS HON HAI SAMSUNG PANASONIC others	66%	SPG COMPAL PEGATRON INVENTEC HON HAI CALCOMP ASUS Others	47%	SPG COMPAL PEGATRON INVENTEC ASUS LITEON SAMSUNG CALCOMP Others	42%	SPG COMPAL INVENTEC PEGATRON SAMSUNG HON HAI ASUS Others	12%	SPG INVENTEC PEGATRON SAMSUNG HON HAI CALCOMP Others	6%
Automotive components & others	others	0%	TDK others	2%	others	2%	others	4%	BOSCH others	5%

# Dividend Policy

- Subject to Cayman Islands law, the amount of dividends shall be at least 50% of the net profit after the deduction of regulations. Cash dividends shall comprise a minimum of 10% and a maximum of 100% of the total dividends allocated to Shareholders.

Distribution Table	Profit Distribution				APIC Distribution			
	Cash Dividend		Stock Dividend		Cash Dividend		Stock Dividend	
	Per value Per share (NTD)	Total Amount (NTD thousand)	Per value Per share (NTD)	Total Amount (NTD thousand)	Per value Per share (NTD)	Total Amount (NTD thousand)	Per value Per share (NTD)	Total Amount (NTD thousand)
2010	2	72,630	-	-	-	-	2	72,630
2011	1	43,578	-	-	-	-	1	43,578
2012	0.5	24,968	-	-	-	-	0.5	24,968
2013	0.5	26,216	-	-	-	-	1	52,433
2014	0.5	33,838	0.5	33,838	-	-	0.5	33,838
2015	1	79,443	-	-	-	-	-	-
2016	1.54	153,103	-	-	-	-	0.5	51,034
2017	5	535,859	-	-	-	-	1	107,172
2018	5.5	647,834	-	-	-	-	0.5	58,894

# Recent Major Events

1. Estimated to investment Dragonstate will be US\$10 million in response to future operations.
2. The first domestic unsecured corporate bond for the amount of NT\$1.5 billion has been raised.
3. Expected distribute 2018 cash dividends of NT\$647,834,237, and capital surplus transferred to common stock 5,889,403 shares.

THANK YOU