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# CONCRAFT HOLDING CO., LTD.

(Stock Symbols:4943.TW.)

Chiao-Sheng Huang, CFO

Innovation Creates the Value !

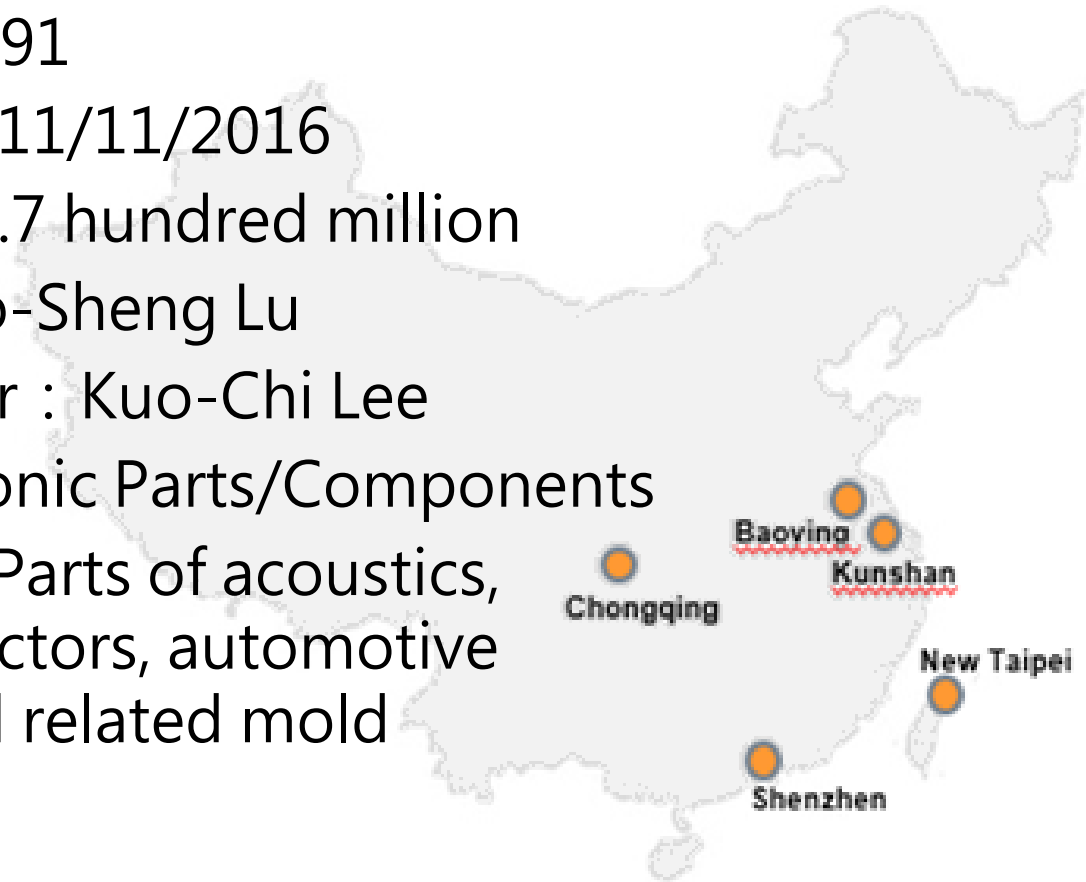
# Agenda

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- ❑ Company Overview
- ❑ Quarterly Sales Revenue/ Gross Profit
- ❑ Operating Performance
- ❑ Top 10 Customers
- ❑ Dividend Policy
- ❑ Conclusions & Prospects

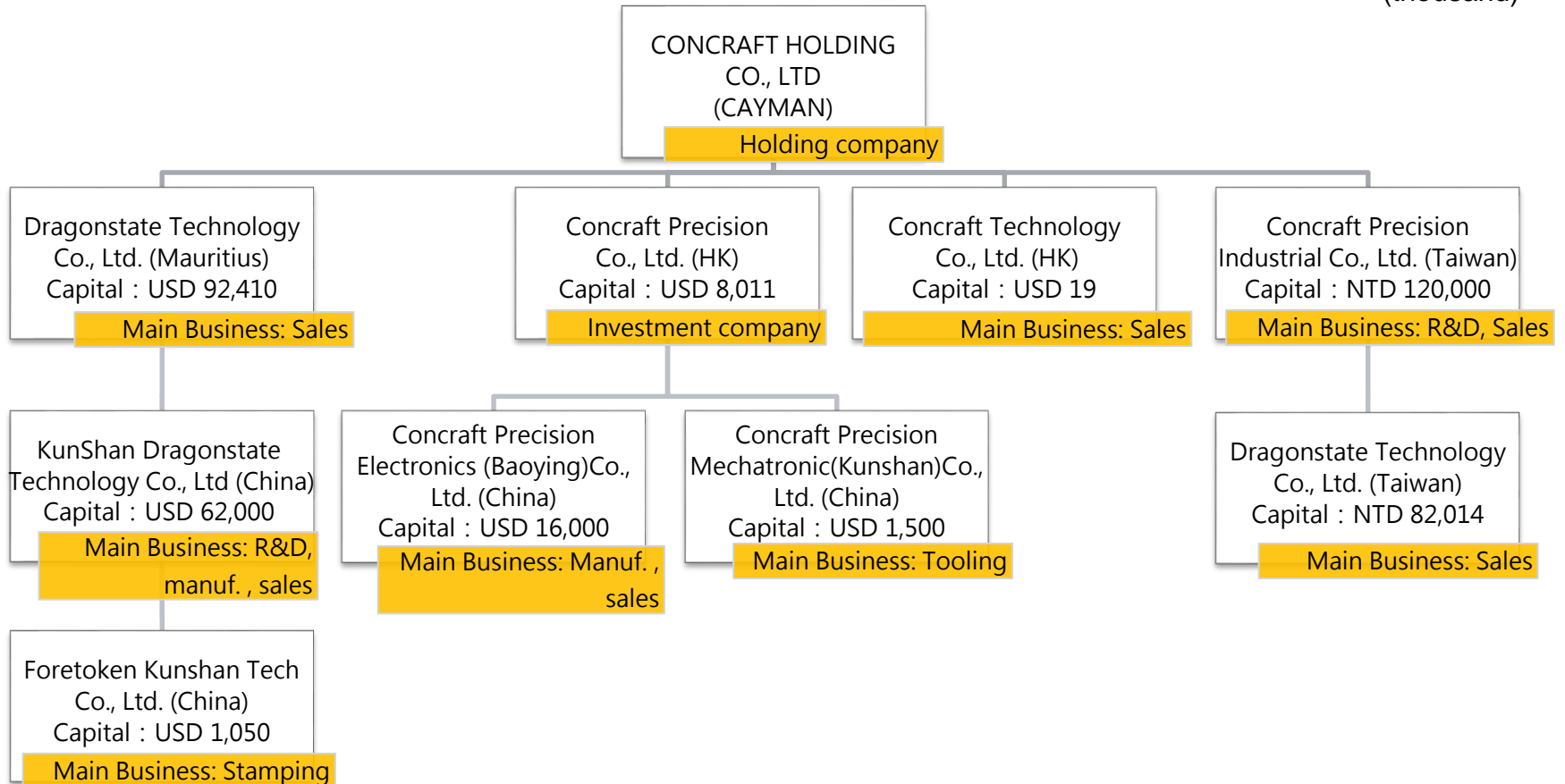
# Company Overview

- ❑ 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



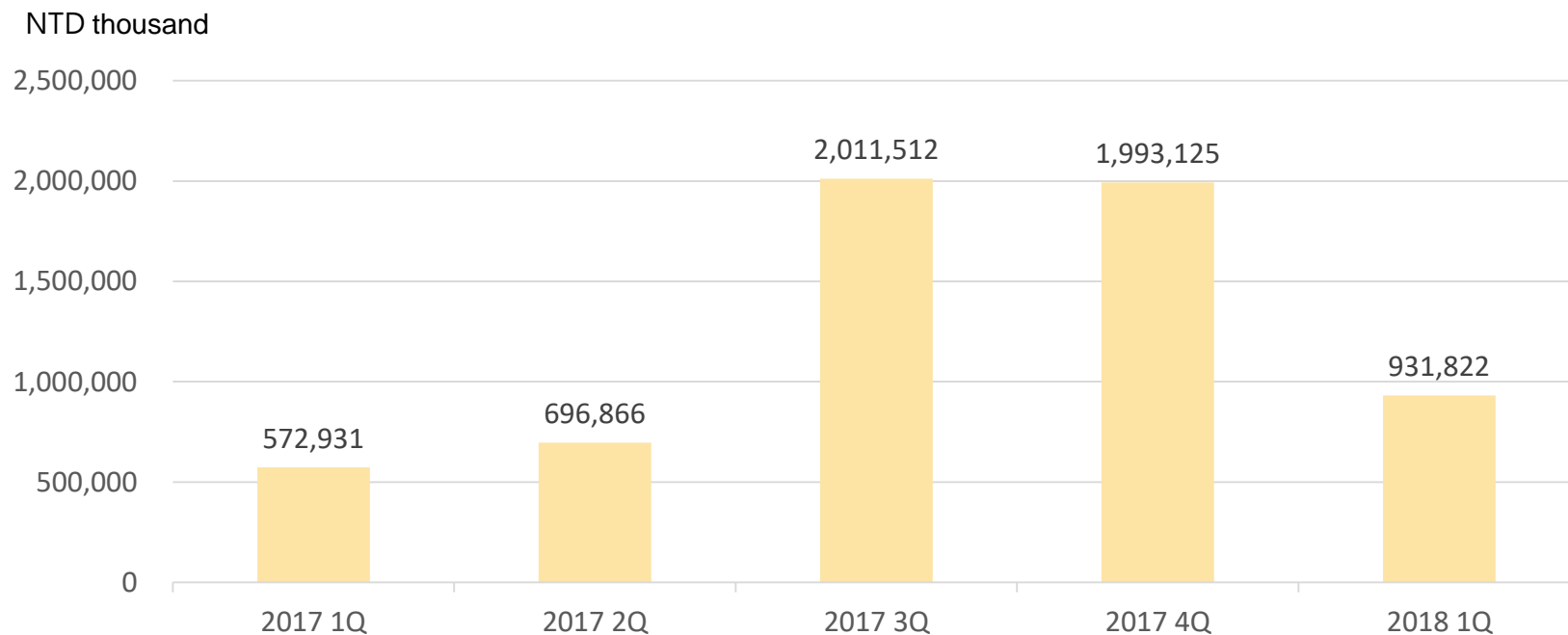
# Company Overview

(thousand)



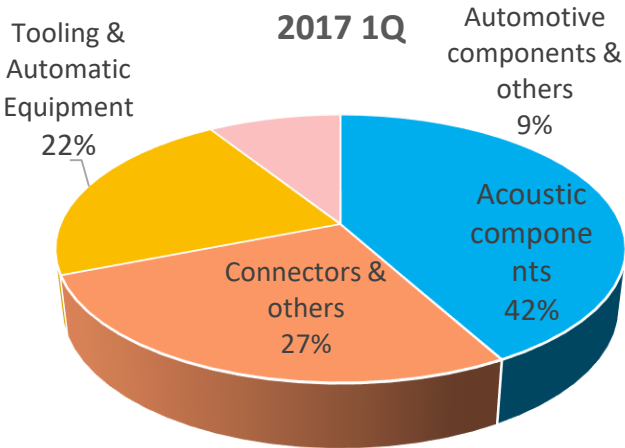
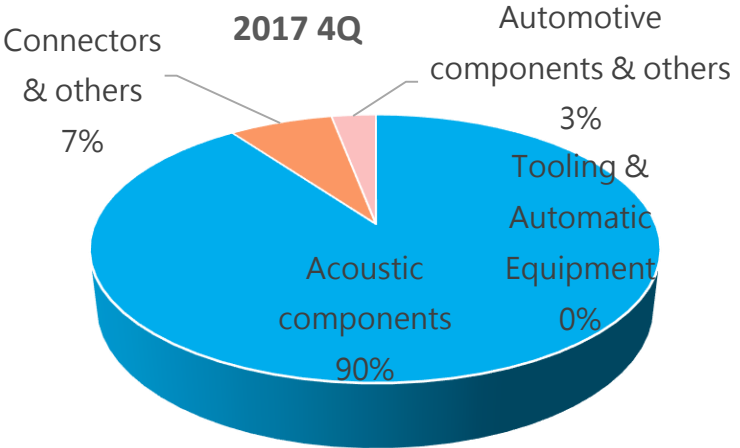
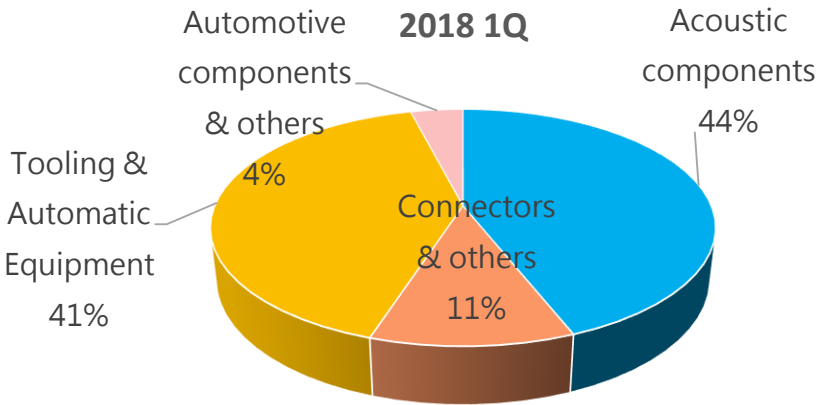
NOTE : 100% ownership  
Mar. 31. 2018

# Quarterly Sales Revenue



	2017 1Q	2017 2Q	2017 3Q	2017 4Q	2018 1Q
Revenue	572,931	696,866	2,011,512	1,993,125	931,822
2018 1Q Revenue Growth Rate	62.64%	33.72%	-53.68%	-53.25%	-

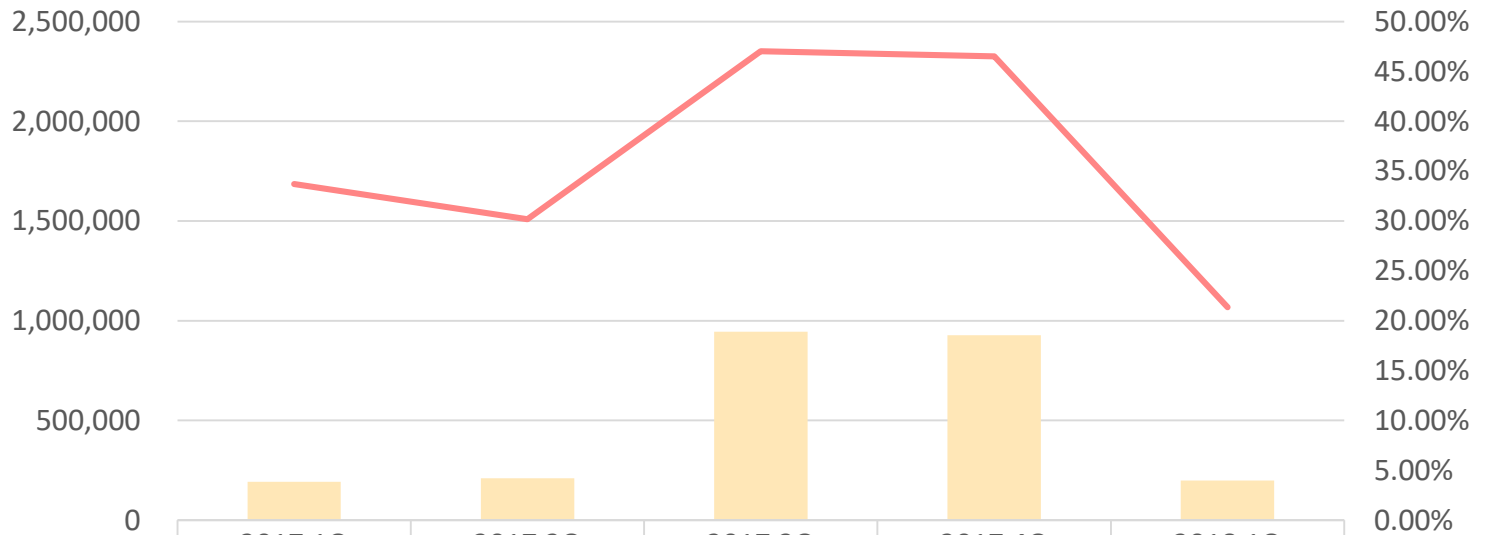
# Major Products and Sales Contents (Quarter)



# Quarterly Gross Profit

NTD thousand

### Gross Profit & Gross Profit Margin

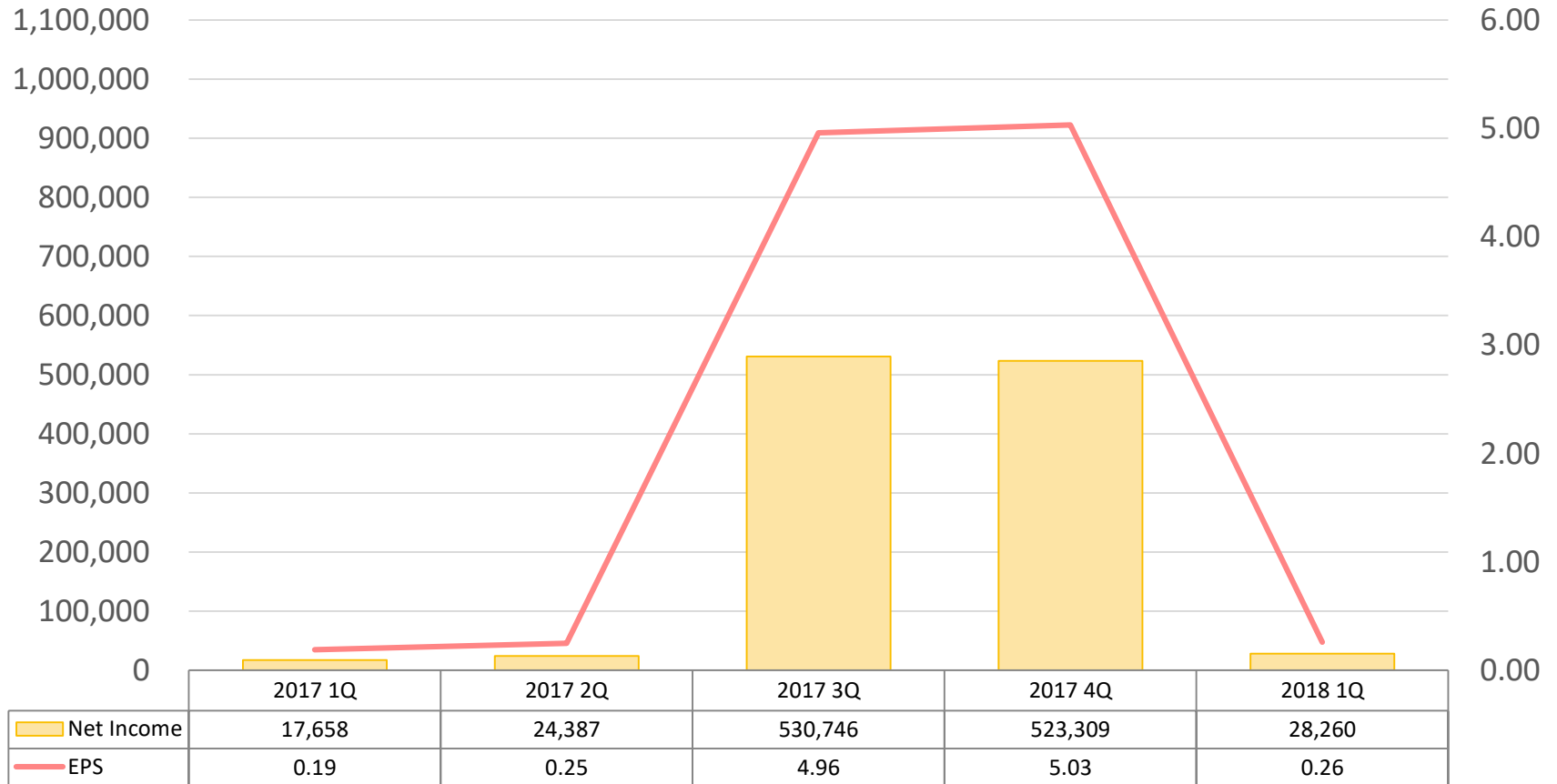


	2017 1Q	2017 2Q	2017 3Q	2017 4Q	2018 1Q
Gross Profit	193,066	210,324	945,637	926,883	198,936
Gross Profit Margin	33.70%	30.18%	47.01%	46.50%	21.35%

	201801	201802	201803
Gross Profit Margin	25%	-48%	38%

# Net Income & EPS

NTD thousand





# Free Cash Flow

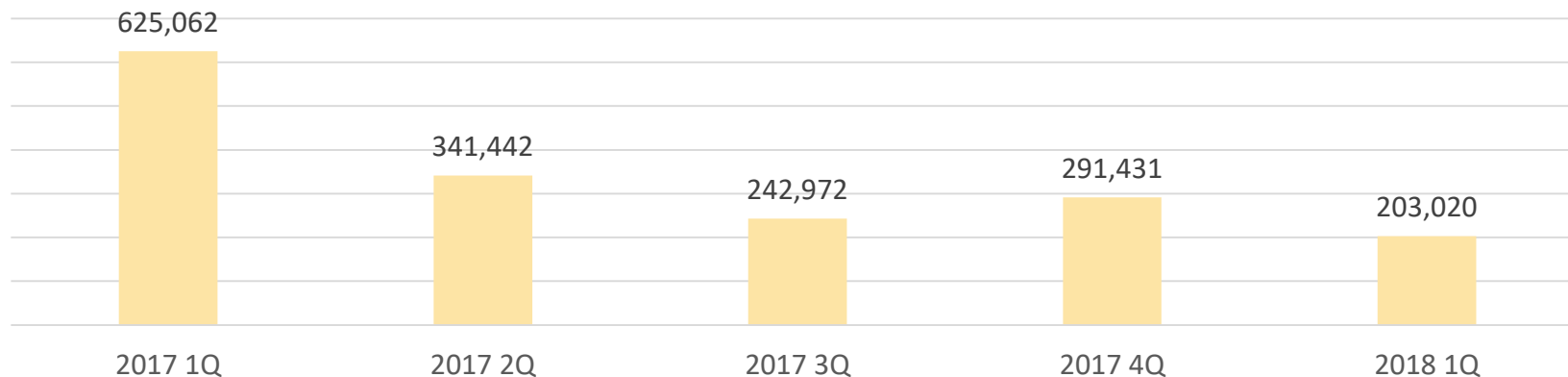
NTD thousand

	2017-10	2017-11	2017-12	2018-01	2018-02	2018-03
Pre-Tax Income	248,208	349,599	40,065	48,875	(128,361)	170,653
Net Cash provided by (used in) operating activities	(90,232)	35,888	340,460	299,473	(47,654)	574,705
CapEx	(163,133)	(158,242)	(101,023)	(90,100)	(49,442)	(93,239)
FCF	(253,365)	(122,354)	239,437	209,373	(97,096)	481,466

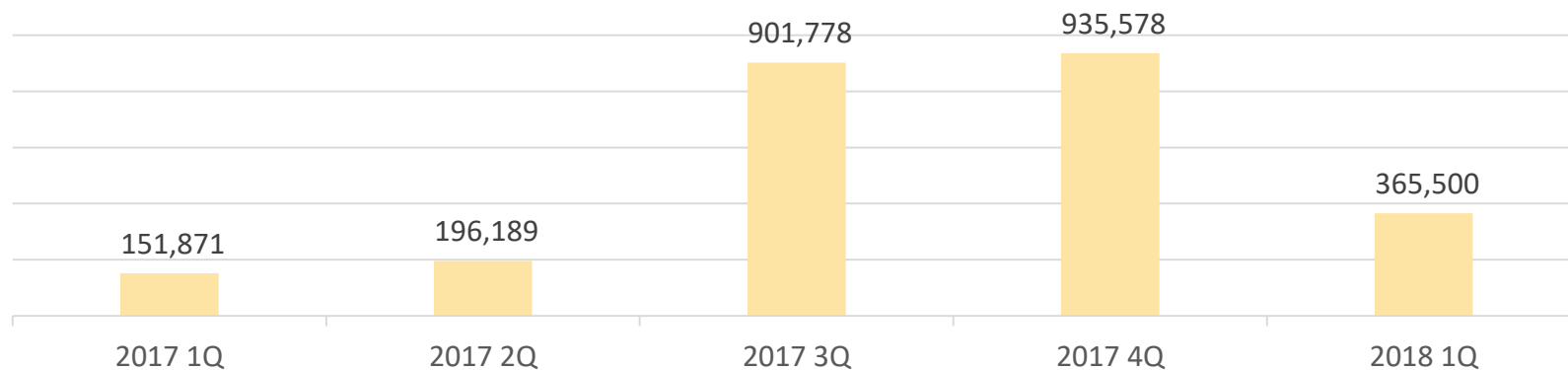
# CAPEX&EBITDA

NTD thousand

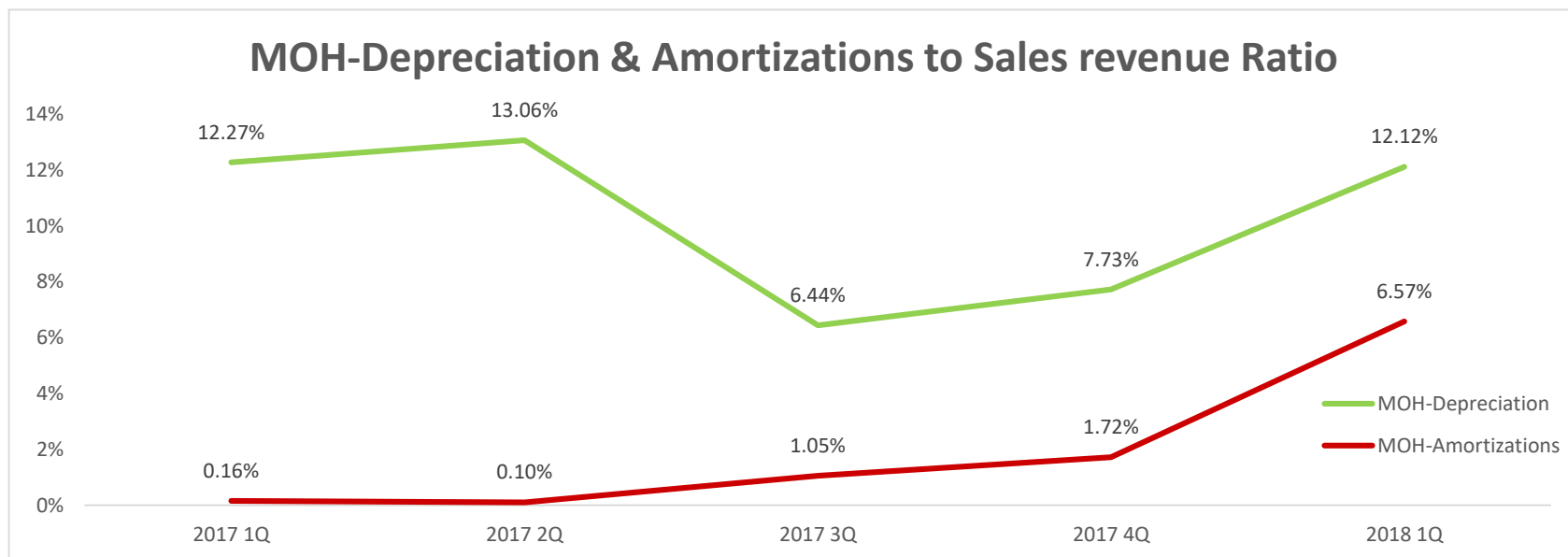
## Capital Expenditure



## EBITDA

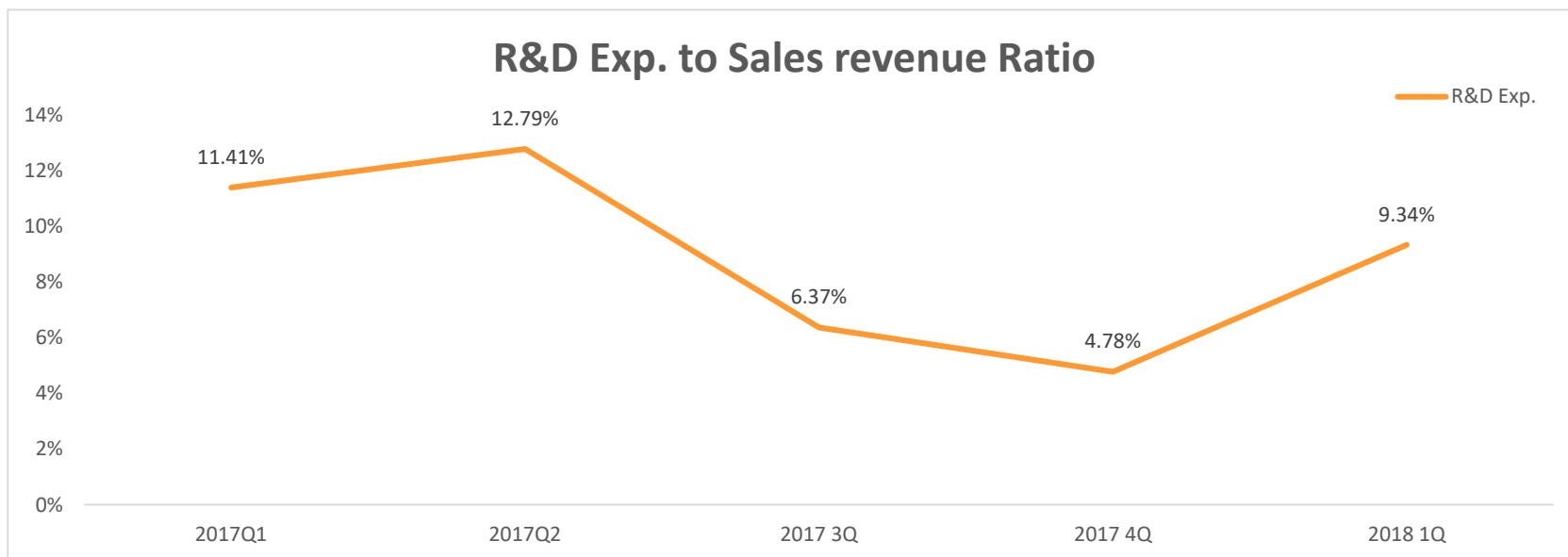


# Cost Composition (Depreciation & Amortizations)



* Manufacturing Overhead-Depreciation & Amortizations to COGS Ratio										NTD thousand	
	2017 1Q		2017 2Q		2017 3Q		2017 4Q		2018 1Q		
MOH-Depreciation	70,324	12.27%	91,044	13.06%	129,533	6.44%	154,020	7.73%	112,911	12.12%	
MOH-Amortizations	904	0.16%	716	0.10%	21,093	1.05%	34,255	1.72%	61,266	6.57%	
Revenue	572,931		696,866		2,011,512		1,993,125		931,822		

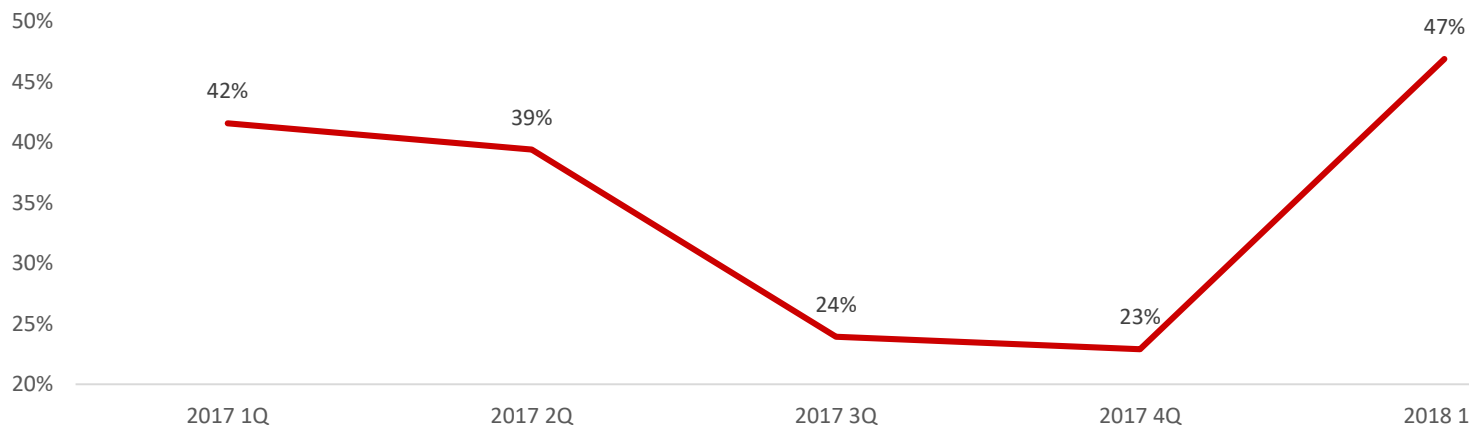
# Cost Composition



* R&D Expenses to Sales revenue Ratio										NTD thousand		
	2017 1Q		2017 2Q		2017 3Q		2017 4Q		2018 1Q			
R&D Exp.	65,353	11.41%	89,160	12.79%	128,113	6.37%	95,290	4.78%	87,033	9.34%		
Revenue	572,931		696,866		2,011,512		1,993,125		931,822			

# Income Tax Rate

Income Tax Rate



NTD thousand

	2017 1Q	2017 2Q	2017 3Q	2017 4Q	2018 1Q
Earnings Before Income Taxes	30,214	40,231	697,629	678,750	53,195
Income Taxes	12,556	15,844	166,883	155,441	24,935
Net Income	17,658	24,387	530,746	523,309	28,260
Income Tax Rate	42%	39%	24%	23%	47%

# Top 10 Customers

	2014		2015		2016		2017		2018 1Q	
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	85%
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 Arris others	11%
Automotive components & others	others	0%	TDK others	2%	others	2%	others	4%	others	4%

# 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

# Conclusions & Prospects

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- ❑ The main reason for loss of gross profit in 1Q 2018.
- ❑ Current situation in 2Q 2018 and Prospects in 2018.
- ❑ The latest progress for automotive and optical components.



THANK YOU