



CONCRAFT HOLDING CO., LTD.

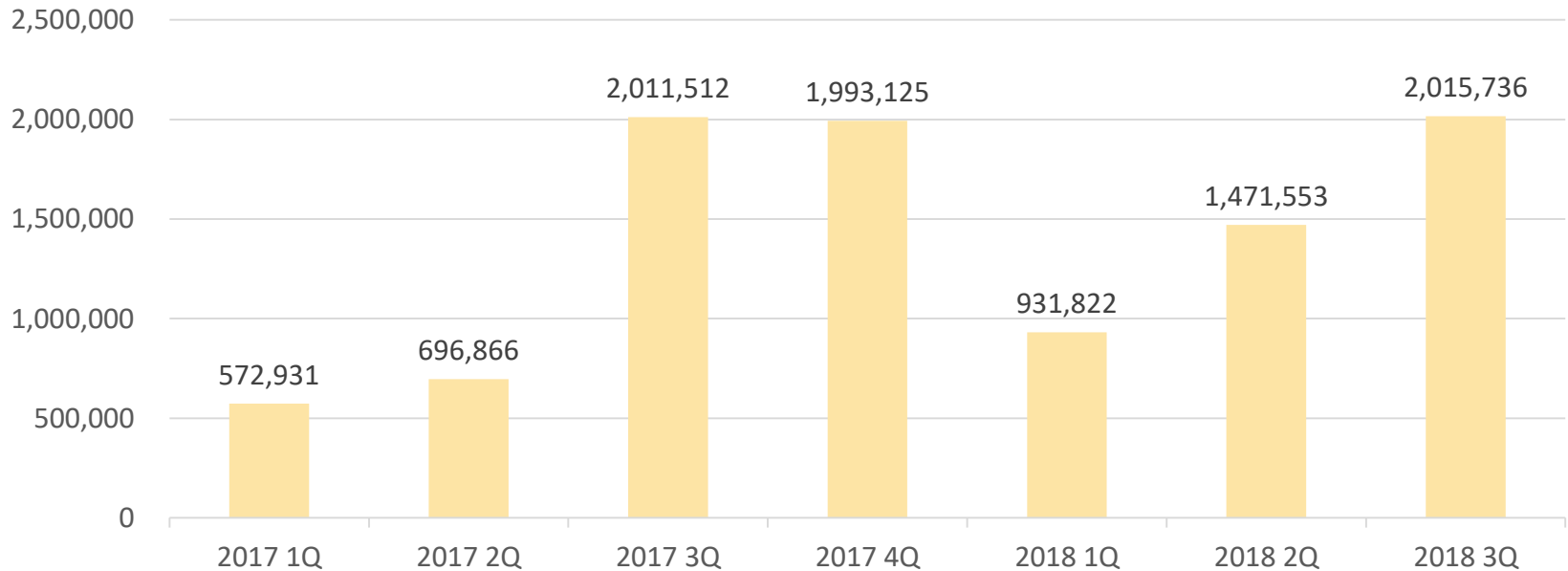
(Stock Symbols:4943.TW.)

Chiao-Sheng Huang, CFO

Innovation Creates the Value !

Quarterly Sales Revenue

NTD thousand



	2017 1Q	2017 2Q	2017 3Q	2017 4Q	2018 1Q	2018 2Q	2018 3Q
Revenue	572,931	696,866	2,011,512	1,993,125	931,822	1,471,553	2,015,736
2018 3Q Revenue Growth Rate	251.83%	189.26%	0.21%	1.13%	116.32%	36.98%	-

Interpretation of external problems

□ Prospects revenue in 4Q 2018

Revenue to be between NTD\$ 18 billion and NTD\$ 22 billion.

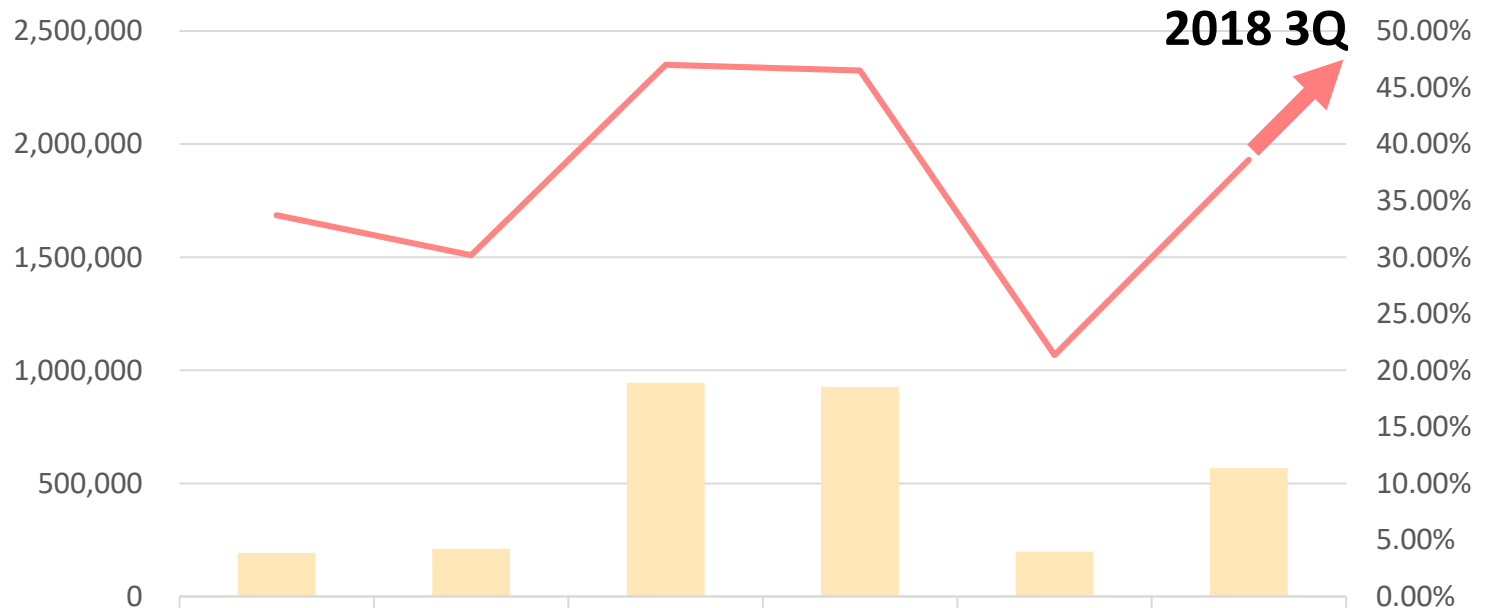
□ The revenue share of various products in 4Q 2018



Products	Percentage
Acoustic components	60%-70%
Automotive components & others	15%-10%
Connectors & others	15%-10%
Tooling	About 5%
Others	About 5%

Quarterly Gross Profit

NTD thousand

Gross Profit & Gross Profit Margin



 Gross Profit	193,066	210,324	945,637	926,883	198,936	568,163
 Gross Profit Margin	33.70%	30.18%	47.01%	46.50%	21.35%	38.61%

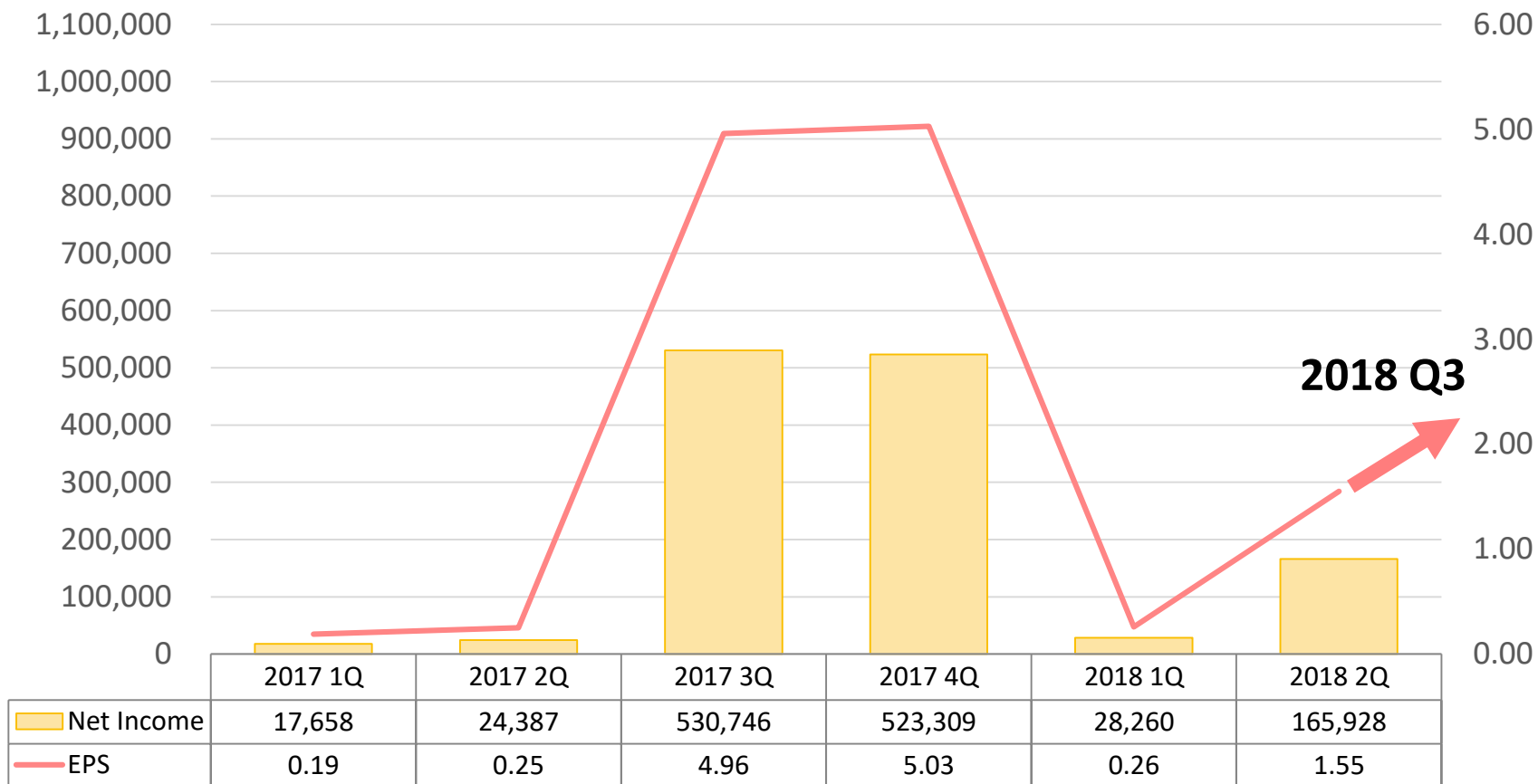
Interpretation of external problems

- Prospects gross profit margin in 4Q 2018.
Gross profit margin to be between 40% and 50%.
- Prospects gross profit margin of various products in 4Q 2018.

Major Products	Prospects gross profit margin in 4Q 2018
Acoustic components	Maintain 2018 3Q gross profit margin
Automotive components & others	Maintain 10 to 15% gross profit margin

Net Income & EPS

NTD thousand



Interpretation of external problems

- Prospects Operating profit margin in 4Q 2018.
Operating profit margin to be between 20% and 25%.
- The interpretation of the research report from Tianfeng Securities Co.,Ltd.

Regarding the customer's self-made and reducing the dependence of our control , we believe that this is the customer operation policy and we will not comment it. This part will not affect our company's acoustic development strategy for the next three years.

Interpretation of external problems

- The interpretation of our company's plan to develop appearance parts.

Our company has accepted the development of consumer electronics and automotive customers and plans to expand the appearance parts products.

- Prospects optical components.

Our optical components products have been commissioned by the automotive customer development and are scheduled to be mass-produced between 1Q and 2Q 2019.

THANK YOU