



Dynamic Electronics Co., Ltd.

2018 Quarter Three Investor Conference

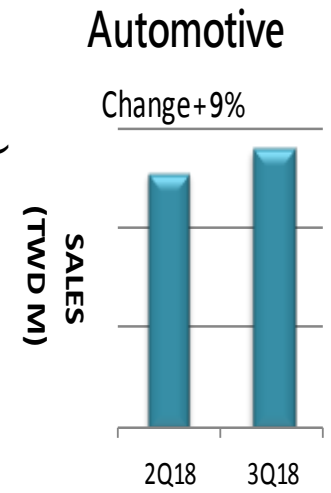
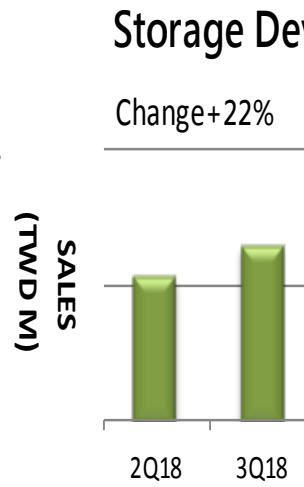
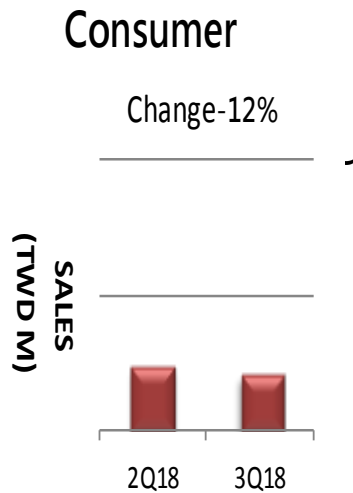
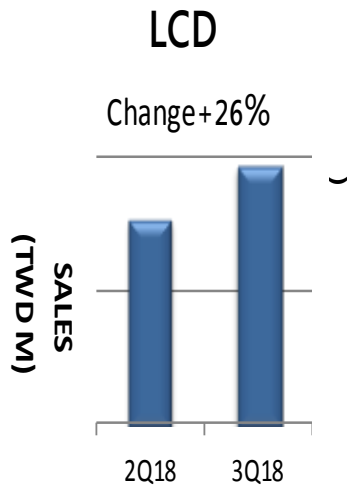
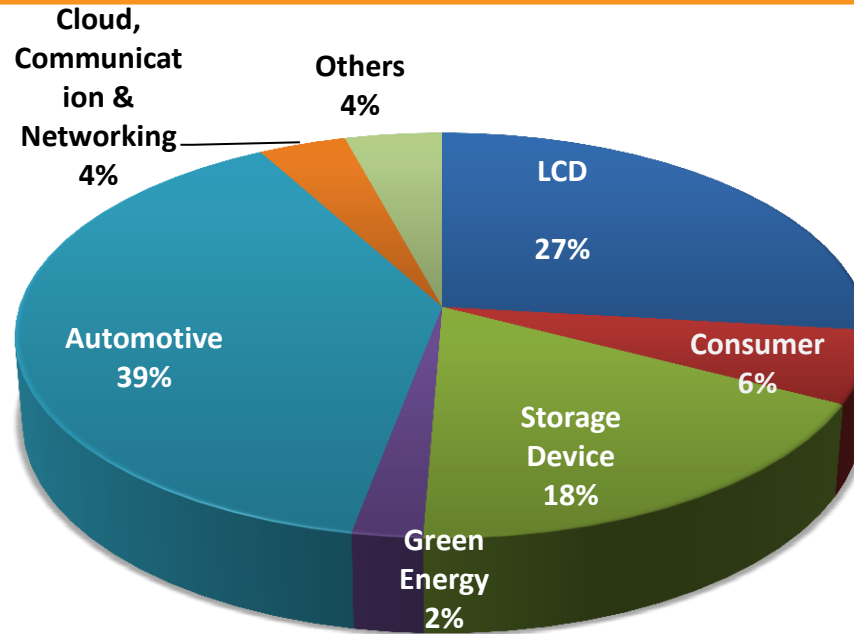
Nov. 19, 2018



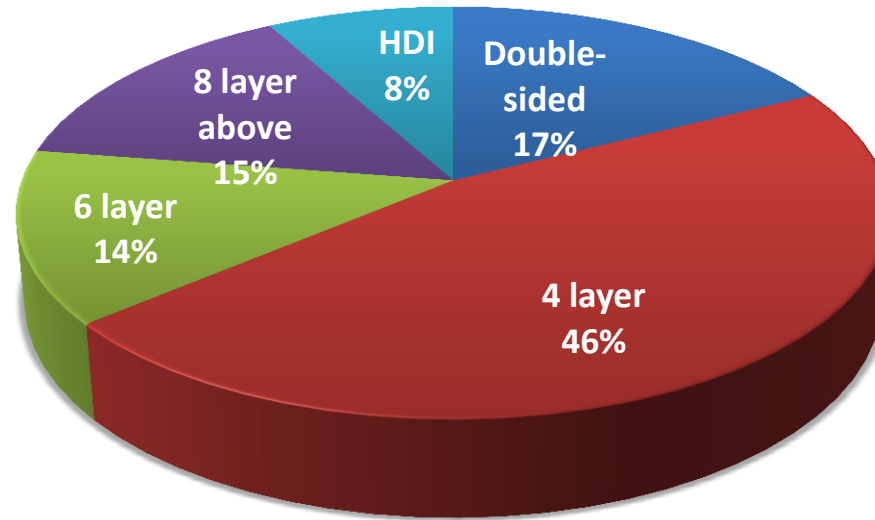
1. Operation Overview of 2018 Q3
2. Future Prospects
3. Recent Major Events

Operation Overview of 2018 Q3

2018 Q3 Revenue by Application

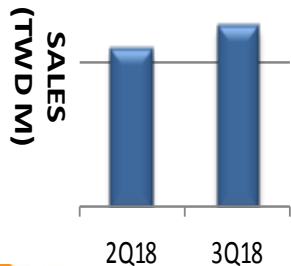


2018 Q3 Revenue by Process



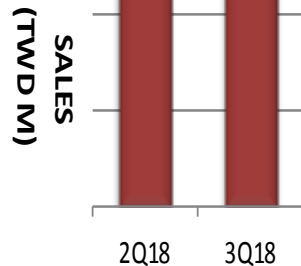
Double-sided

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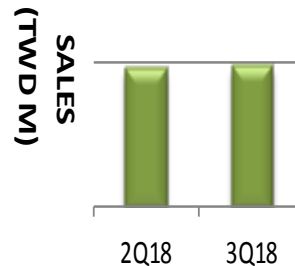
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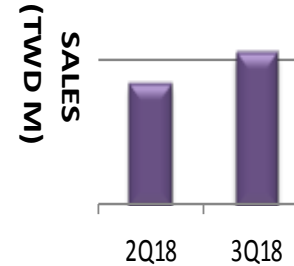
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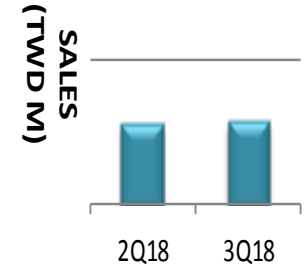
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HDI

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Consolidated Income Statement

Accounts (TWD 100M)	3Q18	2Q18	Q-o-Q Change%	3Q17	Y-o-Y Change%	Q1-Q3 2018	Q1-Q3 2017	Y-o-Y Change%
Sales Revenue	35.78	31.41	13.9 %	29.80	20.1 %	95.50	86.71	10.1 %
Gross Profit %	11.0 %	6.6 %	4.4 %	12.1 %	(1.0)%	8.2 %	11.5 %	(3.3)% pts
Operating expenses	3.02	2.93	3.2 %	3.03	(0.3)%	8.48	9.03	(6.0)%
Operating Income%	2.6 %	(2.7)%	5.3 %	1.9 %	0.7 %	(0.7)%	1.1 %	(1.8)% pts
Non-operating income/expenses	(0.89)	(1.10)	19.4 %	(0.40)	(122.4)%	(2.11)	(0.55)	(287.0)%
Net Income (loss)	0.02	(1.95)	101.3 %	0.15	(83.9)%	(2.76)	0.62	(541.3)%
Net Income (loss)%	0.1 %	(6.2)%	6.3 %	0.5 %	(0.4)%	(2.9)%	0.7 %	(3.6)% pts
EPS(NTD)	0.01	(0.69)	101.4 %	0.05	(80.0)%	(0.98)	0.22	(545.5)%
ROE (%)	0.3 %	(19.6)%	19.9 %	1.4 %	(1.2)%	(9.5)%	2.0 %	(11.5)% pts
Quantity(M SF)	949	853	11.3 %	802	18.3 %	2588	2390	8.3 %
Average exchange	29.93	29.55	1.3 %	30.26	(1.1)%	29.93	30.55	(2.0)%

* The weighted average shares to 281,059,335 of ordinary shares outstanding during the third quarter of 2018.

** The ROE is the annualized data calculated by the average equity of the parent company.

Consolidated BS & Financial Indicators

Accounts (TWD 100M)	3Q18		2Q18		3Q17	
	Amount	%	Amount	%	Amount	%
Cash and cash equivalents	11.01	8.0%	14.05	10.0%	17.97	14.7%
Accounts receivable	37.31	27.0%	34.64	24.8%	30.82	25.2%
Inventories	18.63	13.5%	19.48	13.9%	15.04	12.3%
Property, plant and equipment	56.96	41.3%	55.28	39.5%	44.29	36.3%
Total Assets	137.98	100.0%	139.79	100.0%	122.13	100.0%
Current liabilities	75.08	54.4%	75.29	53.9%	60.54	49.6%
Long-term loans	18.52	13.4%	18.72	13.4%	12.84	10.5%
Total liabilities	99.29	72.0%	100.04	71.6%	79.48	65.1%
Total equity	38.69	28.0%	39.75	28.4%	42.64	34.9%
Important Financial Indicator						
Average collection turnovers	103		106		107	
Average inventory turnover	56		60		53	
Current ratio (Times)	1.0		1.0		1.2	
Asset productivity(Times)	1.0		0.9		1.0	

Ps. Asset productivity= Sales Revenue/ Average total Assets.

Consolidated Cash Flow Statement

(TWD 100M)	3Q18	2Q18	3Q17
Cash at beginning of period	14.05	14.78	17.94
Cash Flow from Operating	3.10	(5.64)	(1.00)
Capital Expenditure	(4.46)	(2.27)	(3.80)
Cash Dividends Paid			
Cash Flow from Financing	(1.72)	6.41	4.99
Investment & Other	0.00	0.77	(0.58)
Cash at end of period	10.97	14.05	17.55
Free Cash Flow	(1.36)	(7.91)	(4.80)

Ps. Free Cash Flow=Cash Flow from Operating-Capital Expenditure

Future Prospects

Applications of Automotive Boards

- A. Conventional : Infotainment System, Body Control, Powertrain, Car Wireless Charger, Car Battery, Car Key, USB, Tire Pressure Detection, Engine Control, Car Antenna, Airbag, Car Light, Interior Control
- B. HDI: Camera, Sensor, Short-range Radar, Parking Sensor, Car Multimedia
- C. Heavy Copper: Central Junction Box, Charge Controller
- D. Semi-flex: Junction Box, EPS (Electronic Power Steering), Parking Assistance System, Laser Scanner, Multi-domain Controller
- E. High Frequency: 24 Ghz in mass production; 77 Ghz has been produced in small quantities
- F. Rigid-flex: Camera Module, LiDAR

Recent Major Events

Awards

Dynamic is awarded 2018 TCSEA:

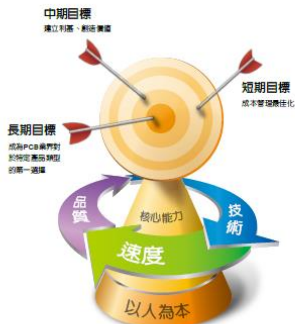
- Comprehensive Performance Award TOP 50
- Corporate Sustainability Report - Gold Medal



三、永續發展策略

核心價值與短、中、長期願景目標

我們的核心理念以人為本，認為核心員工、顧客、管理人才、股東、業務人員是構成一個健康轉型的企業的重要。配合企業核心能力、速度、品質及創新，來滿足客戶和產品及服務的需求。定時回饋社會及環境。SDG 是國際標準，也是全球企業永續發展的最佳實踐。SDG 是國際標準，也是全球企業永續發展的最佳實踐。



未來願景

以數位化與雲端技術對傳統製造業的升級為願景，以數位化與雲端技術，讓製造業在未來十年內，在傳統製造業的基礎上，增加數位化與雲端技術，以數位化與雲端技術，讓製造業在未來十年內，在傳統製造業的基礎上，增加數位化與雲端技術。



定短期、中、長期時程規劃

時間	短期 1-2年	中期 2-4年	長期 4-6年
業務目標	<ul style="list-style-type: none"> 擴大業務 客戶滿意度 提高生產力 提高品質 提高研發投入 提高研發投入 提高研發投入 	<ul style="list-style-type: none"> 提高生產力 提高品質 提高研發投入 提高研發投入 提高研發投入 	<ul style="list-style-type: none"> 提高生產力 提高品質 提高研發投入 提高研發投入 提高研發投入
財務目標	<ul style="list-style-type: none"> 提高生產力 提高品質 提高研發投入 提高研發投入 提高研發投入 	<ul style="list-style-type: none"> 提高生產力 提高品質 提高研發投入 提高研發投入 提高研發投入 	<ul style="list-style-type: none"> 提高生產力 提高品質 提高研發投入 提高研發投入 提高研發投入

四、對齊聯合國永續發展目標

聯合國永續發展目標 (SDGs) 共設定 17 項，定以維護自己的核心能力可結合 8 項目標要求，依短、中、長期持續在經營管理層面更積極的投入，達到以人為本、永續共榮的願景。



Participated in electronica 2018 in Munich



components | systems | applications | solutions
World's leading trade fair and conference for electronics
Messe München | November 13–16, 2018



Thank You!

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