



CONCRAFT HOLDING CO., LTD.

(Stock Symbols:4943.TW.)

Chiao-Sheng Huang, CFO

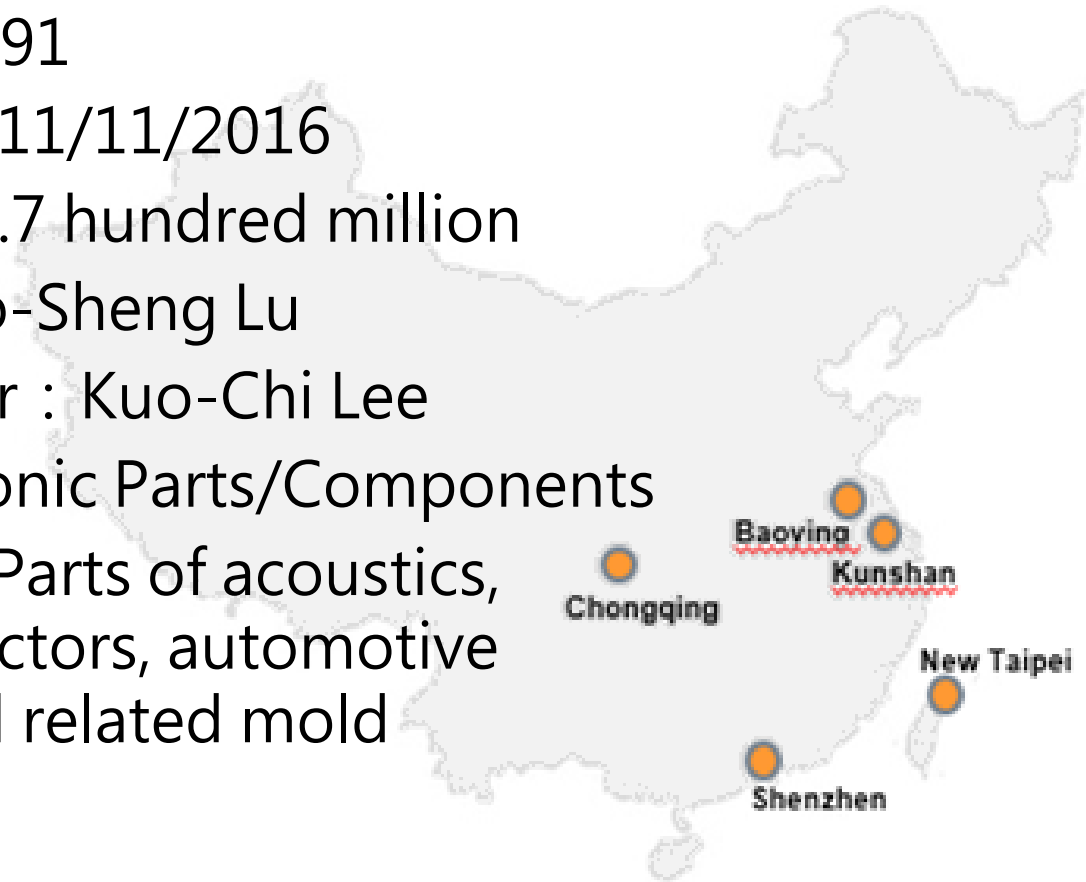
Innovation Creates the Value !

Agenda

- Company Overview
- Revenue Performance
- Major Products and Sales Contents
- Operating Performance
- Top 10 Customers
- Dividend Policy
- Conclusions & Prospects

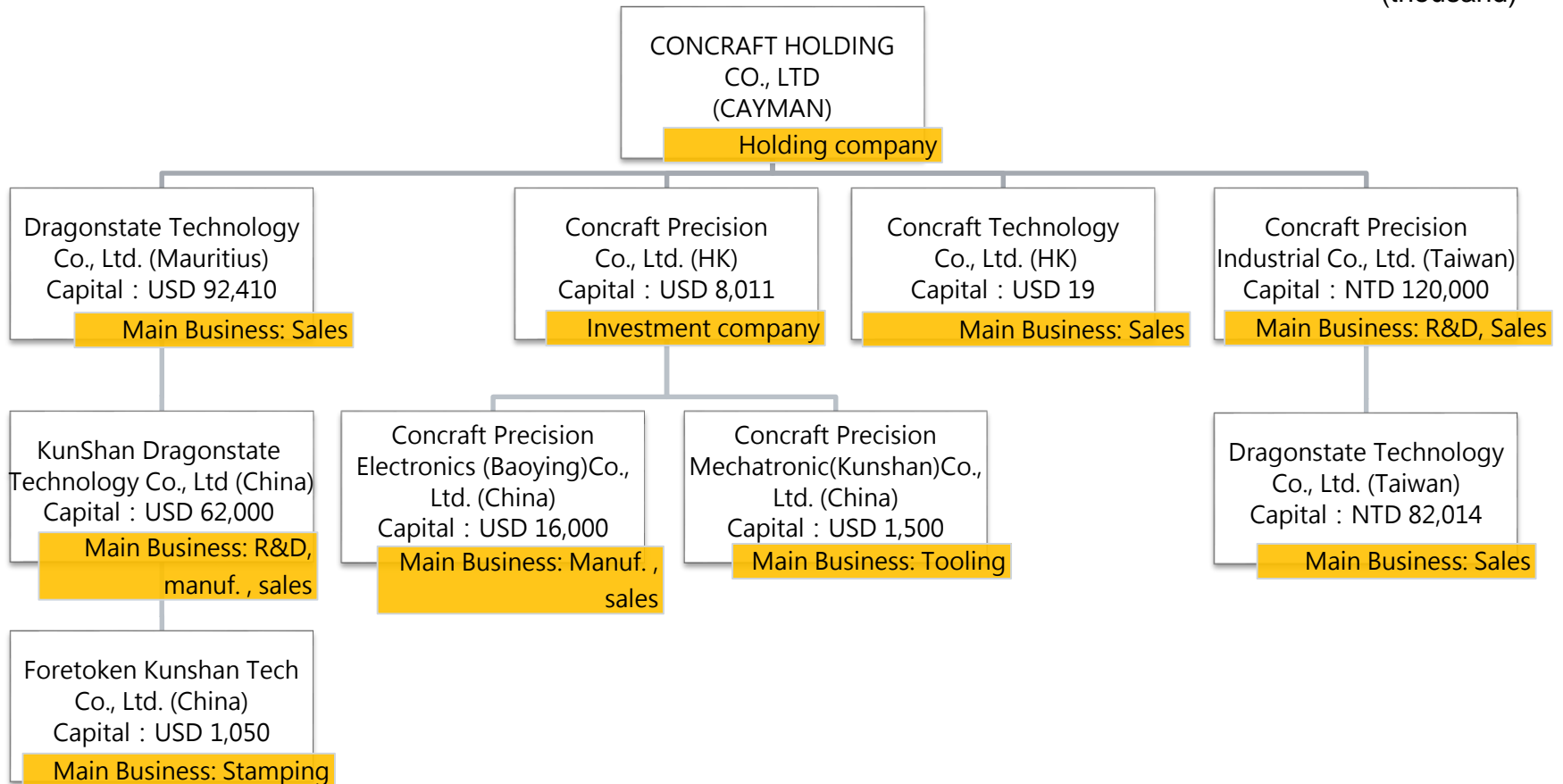
Company Overview

- ❑ 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



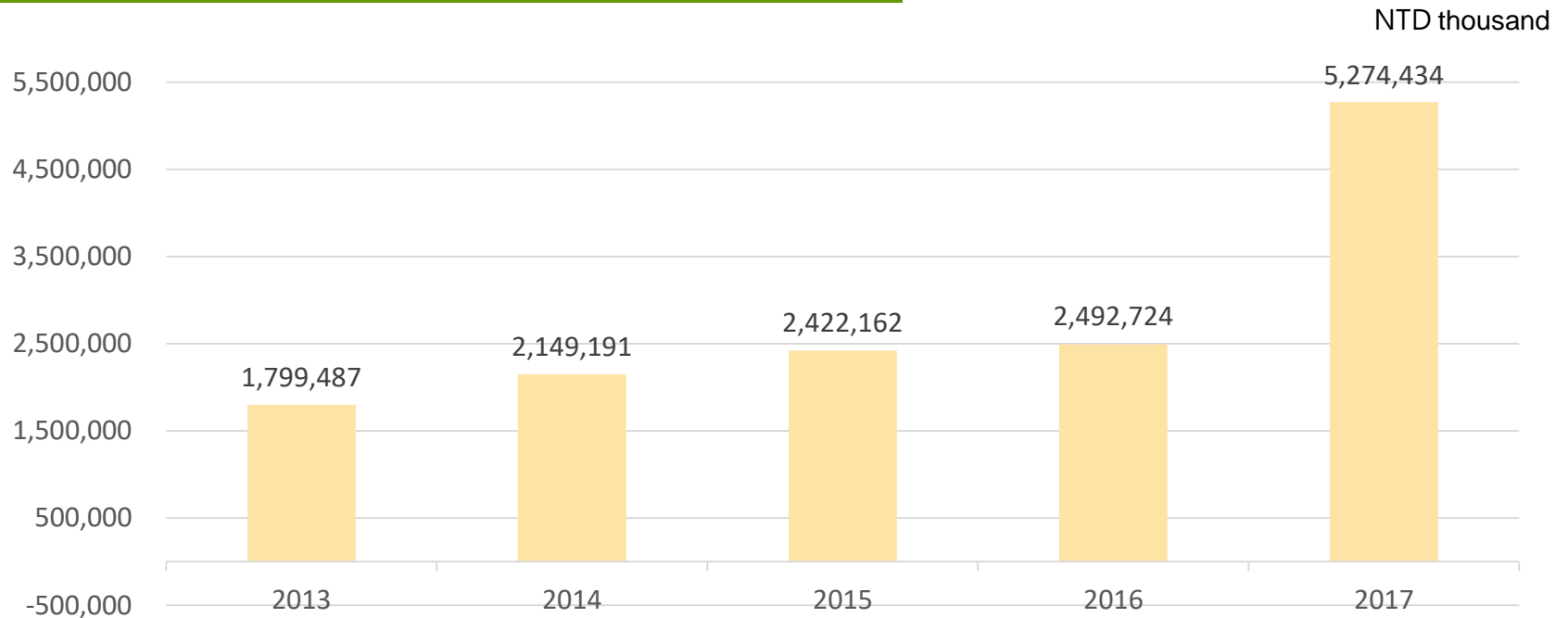
Company Overview

(thousand)



NOTE : 100% ownership
Dec. 31. 2017

Sales Revenue

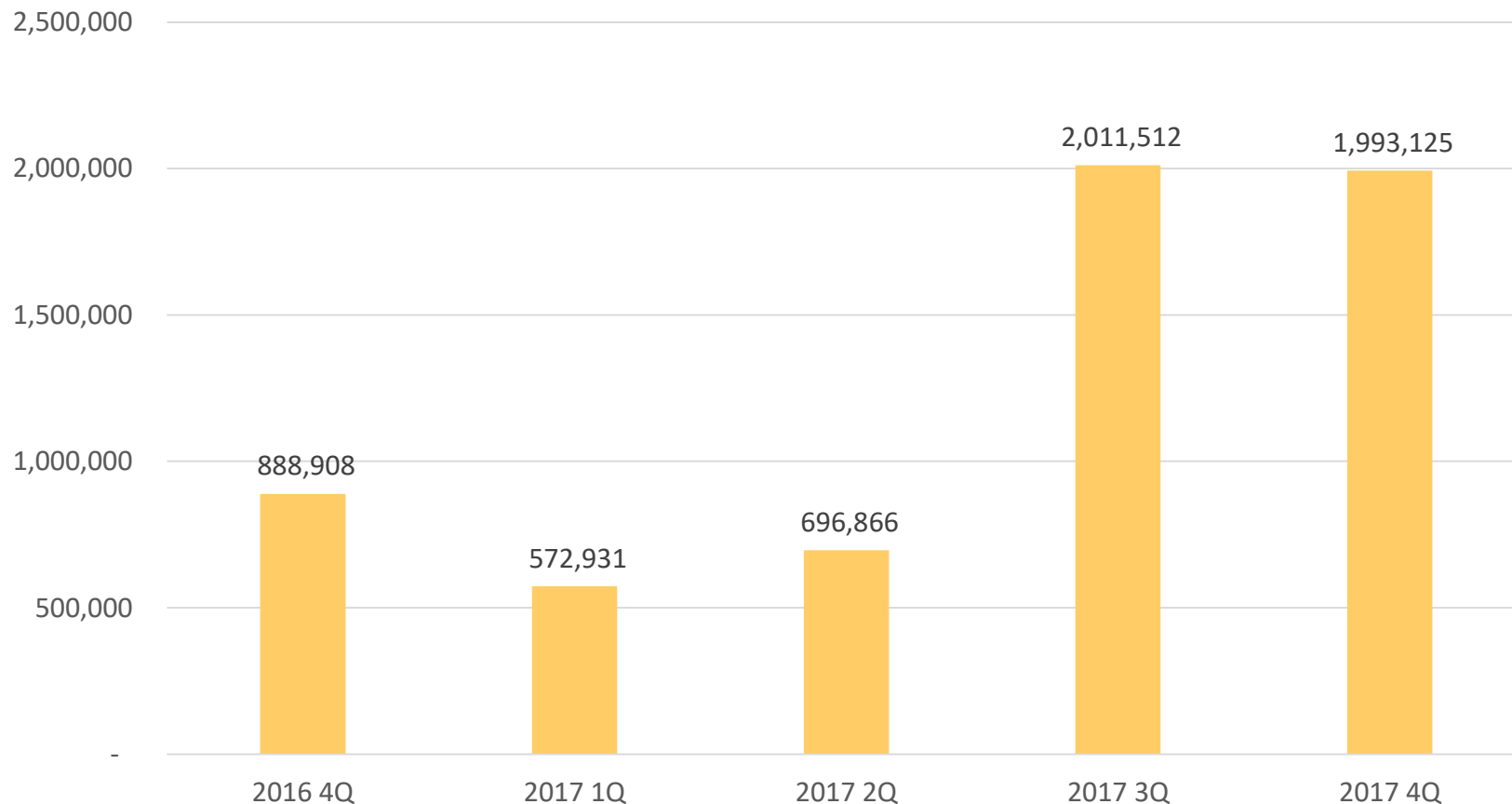


	2013	2014	2015	2016	2017
Revenue	1,799,487	2,149,191	2,422,162	2,492,724	5,274,434
Revenue Growth Rate	16.30%	19.43%	12.70%	2.91%	111.59%

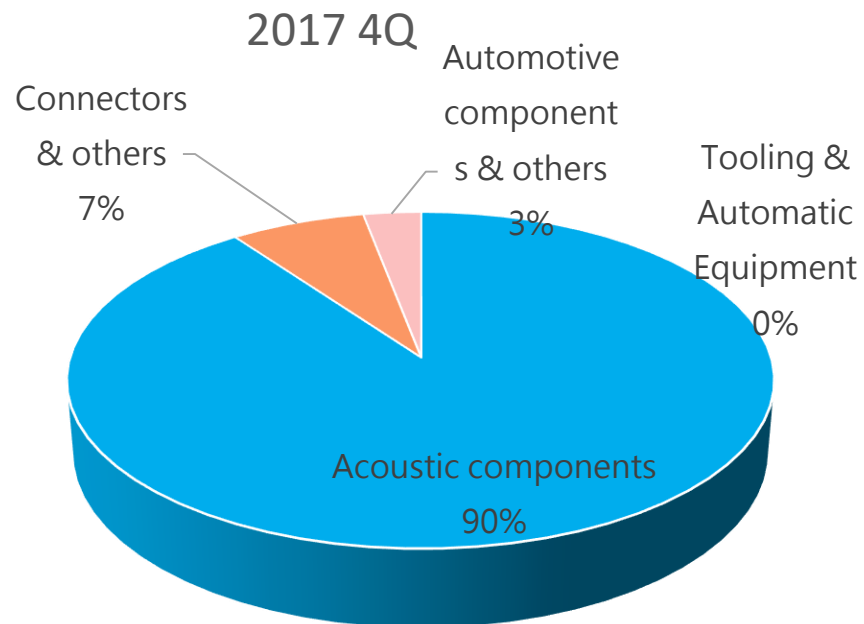
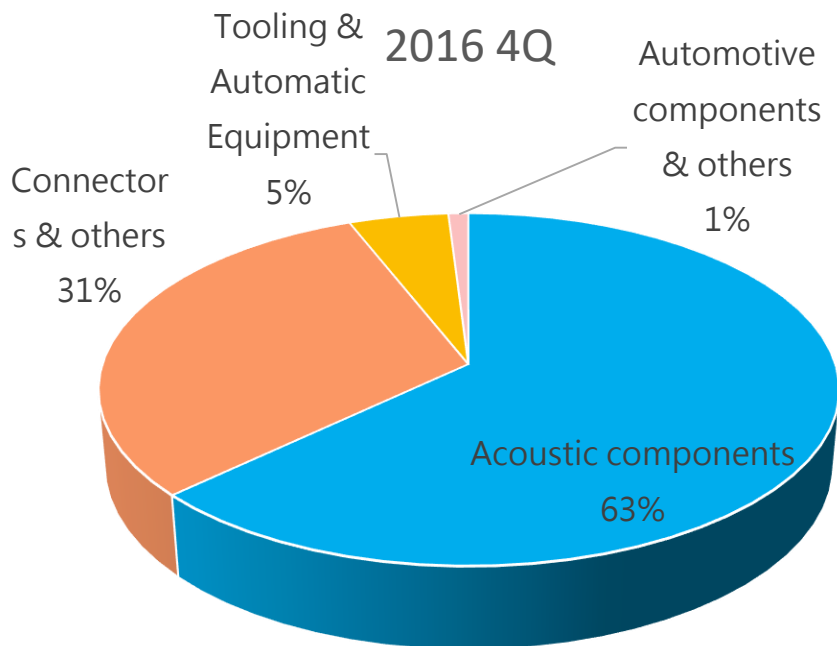
Quarterly Sales Revenue

單位：新台幣仟元

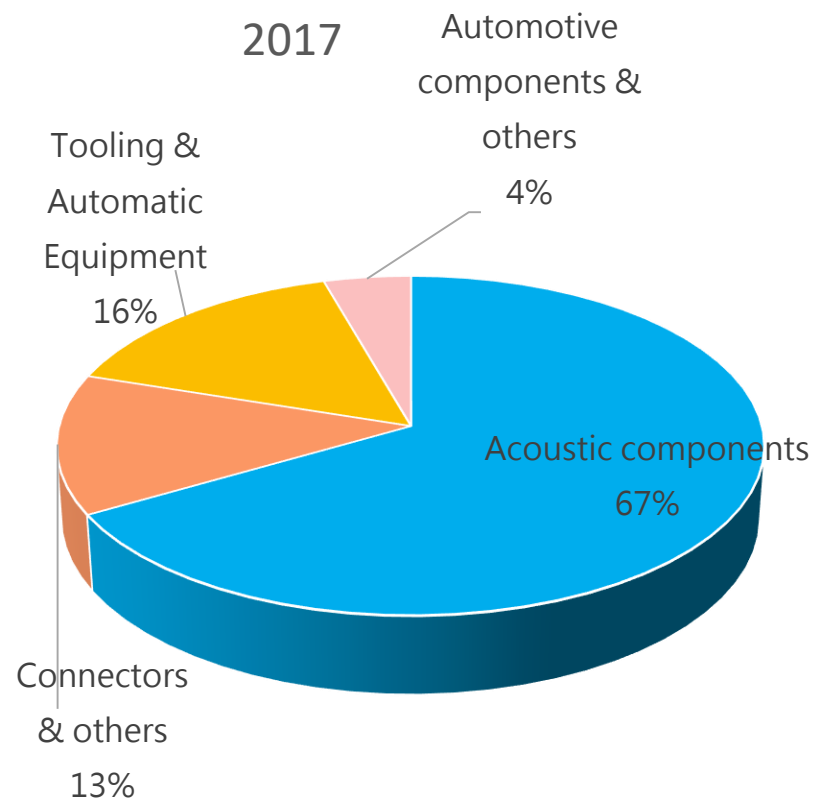
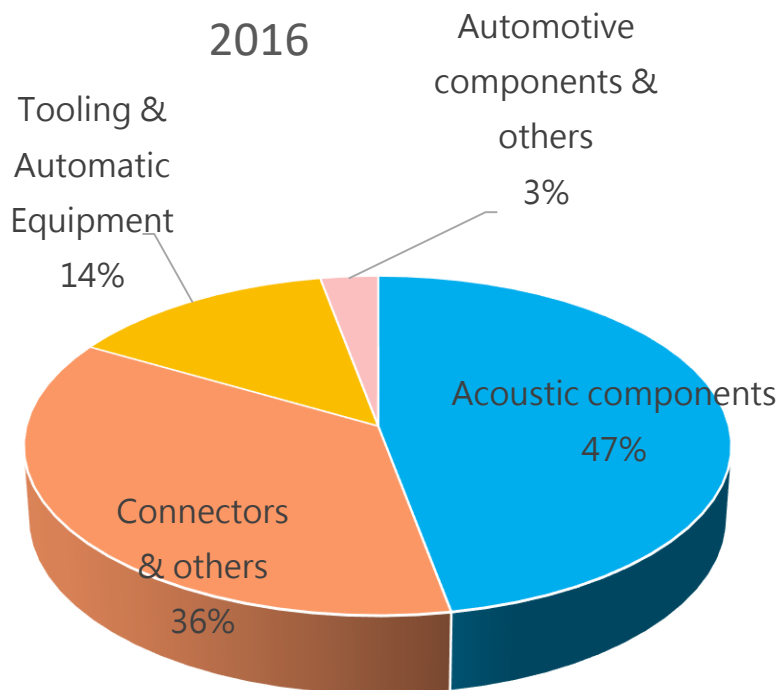
NTD thousand



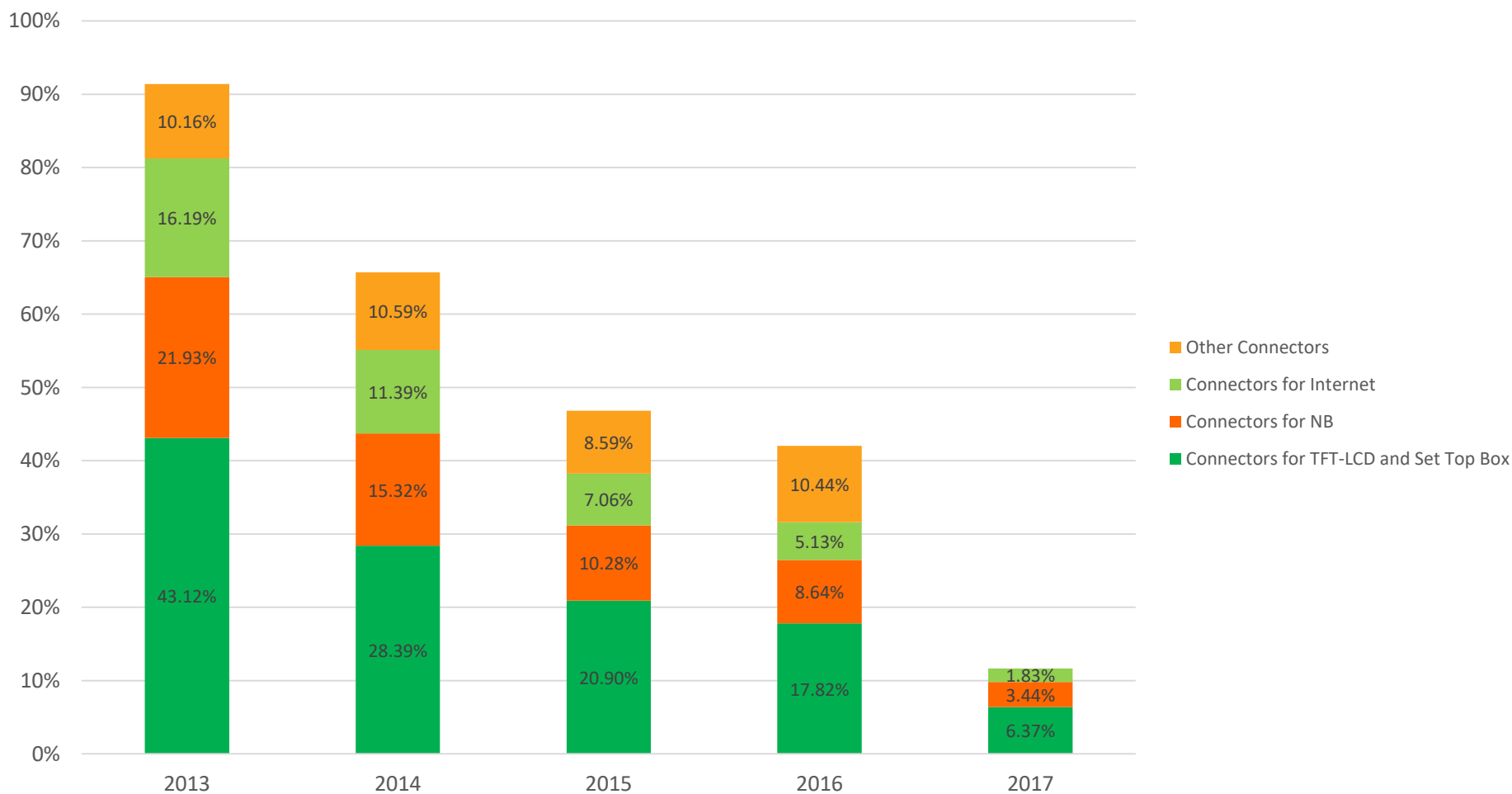
Major Products and Sales Contents (Quarter)



Major Products and Sales Contents (Year)



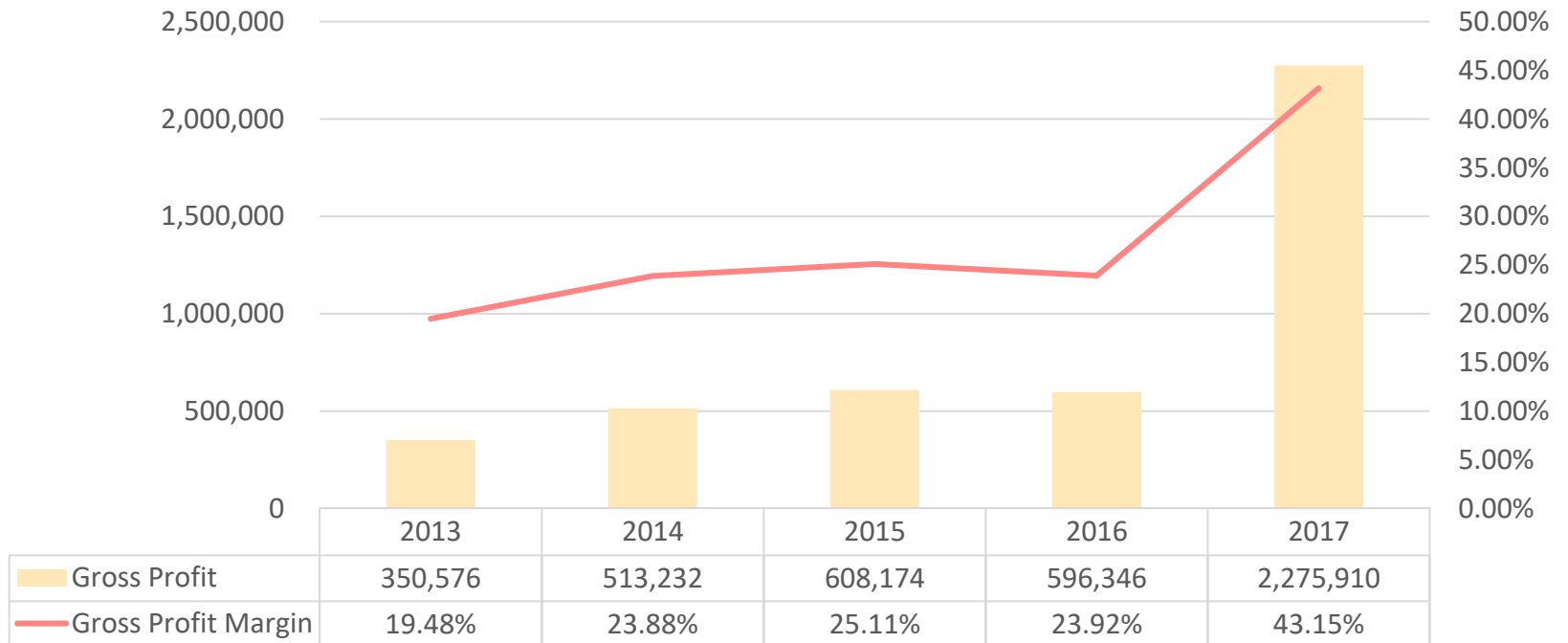
Major Products and Sales Contents



Gross Profit

NTD thousand

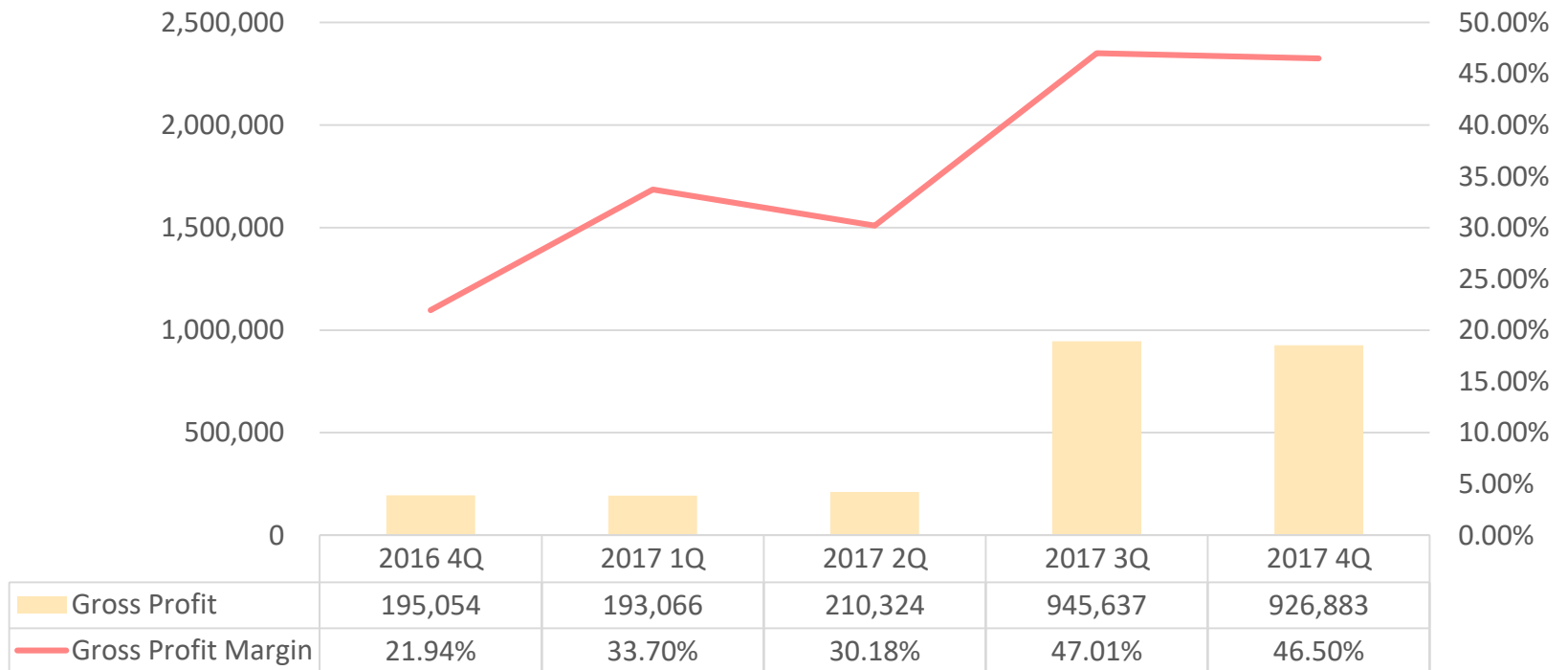
Gross Profit & Gross Profit Margin



Quarterly Gross Profit

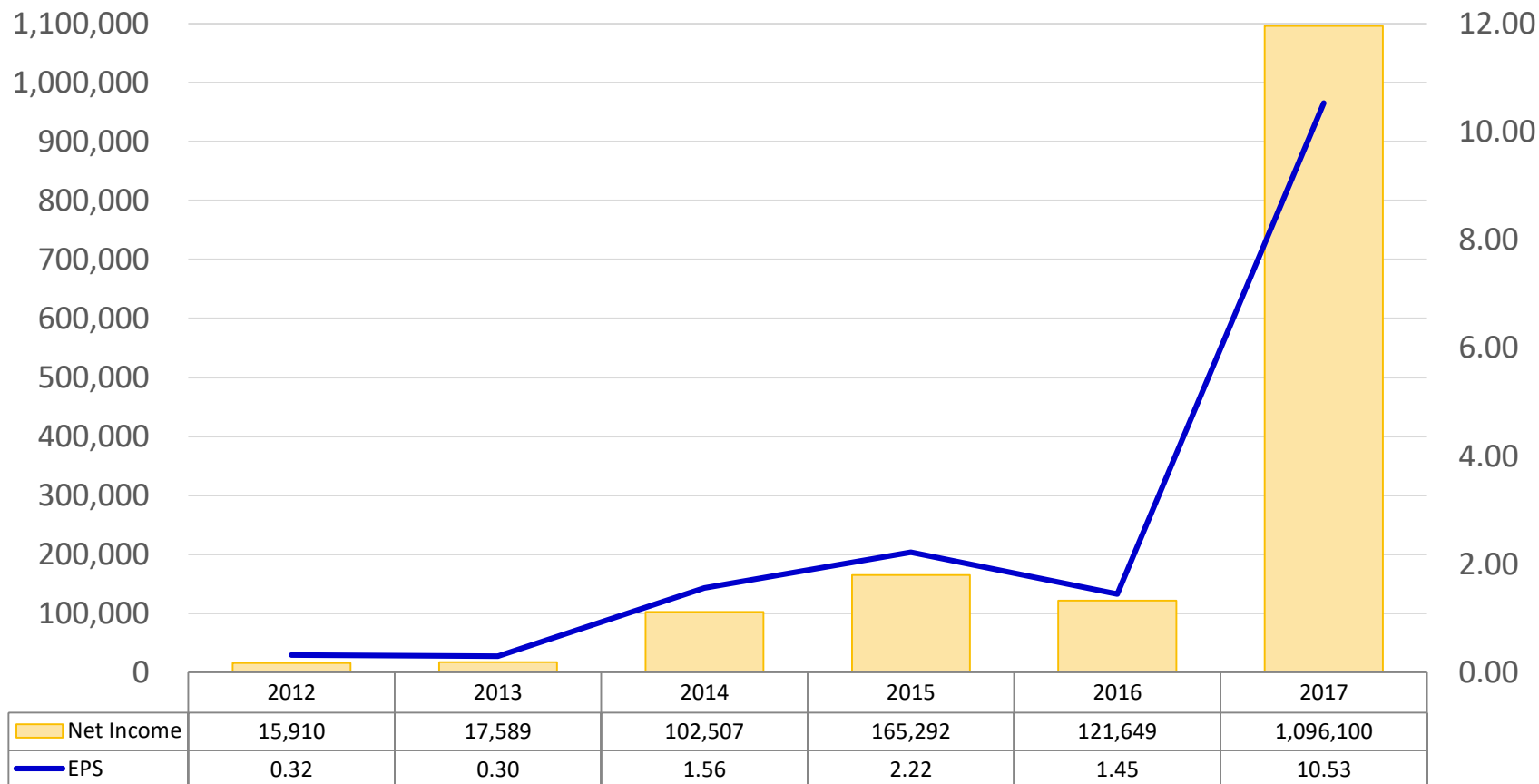
NTD thousand

Gross Profit & Gross Profit Margin



Net Income & EPS

NTD thousand



Free Cash Flow

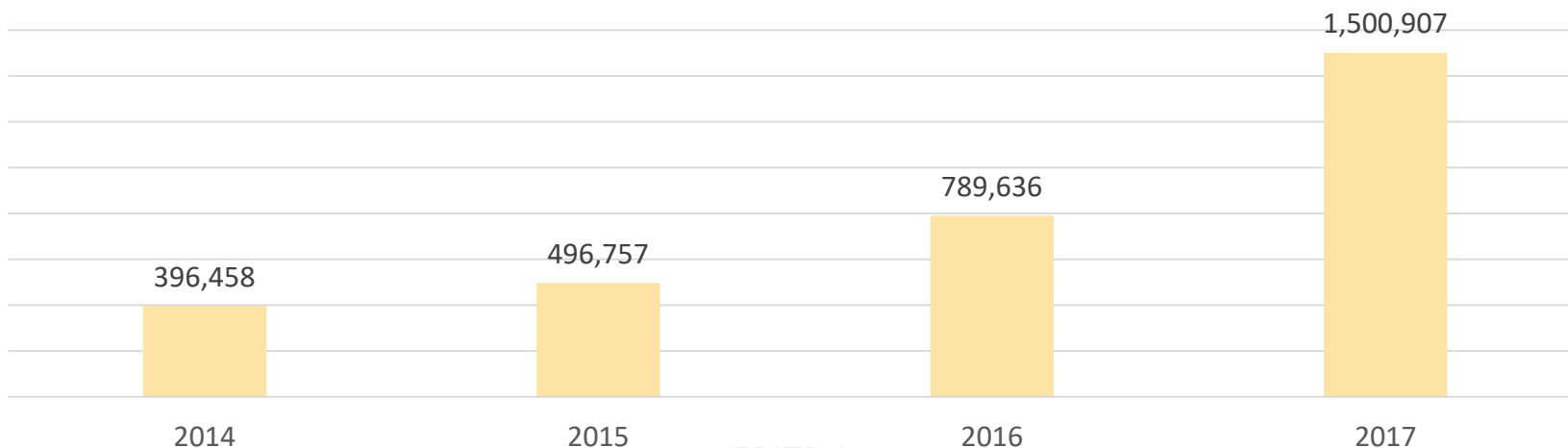
單位：新台幣仟元

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

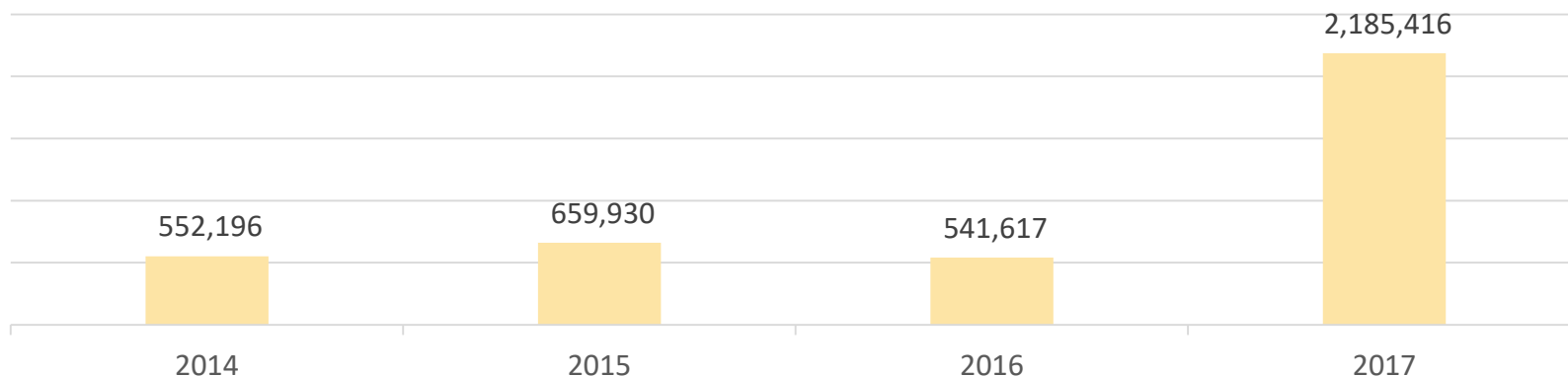
CAPEX&EBITDA

NTD thousand

Capital Expenditure

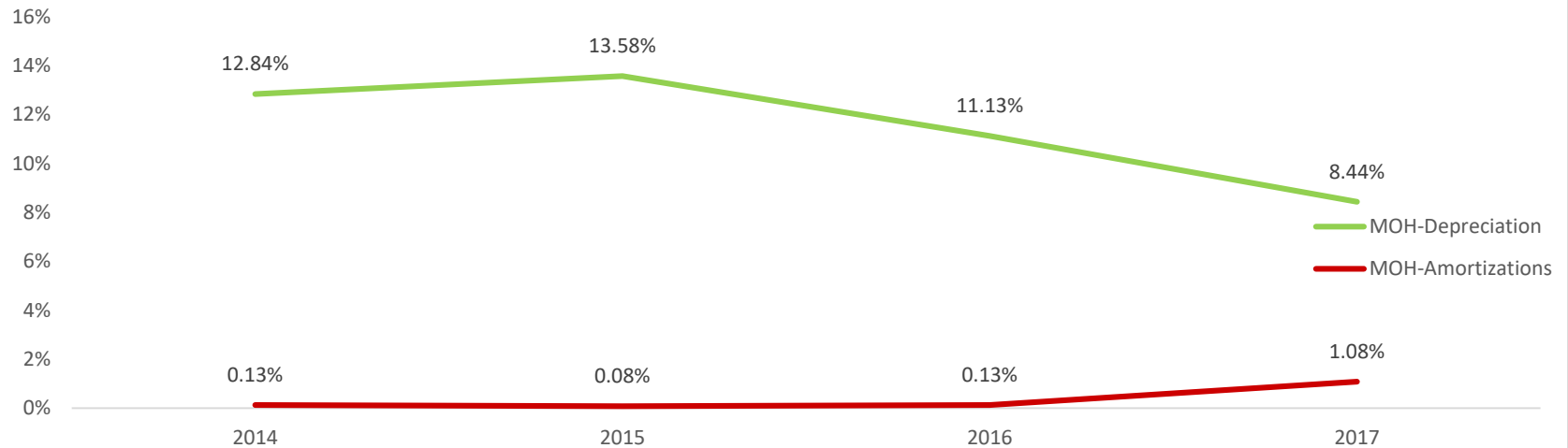


EBITDA



Cost Composition (Depreciation & Amortizations)

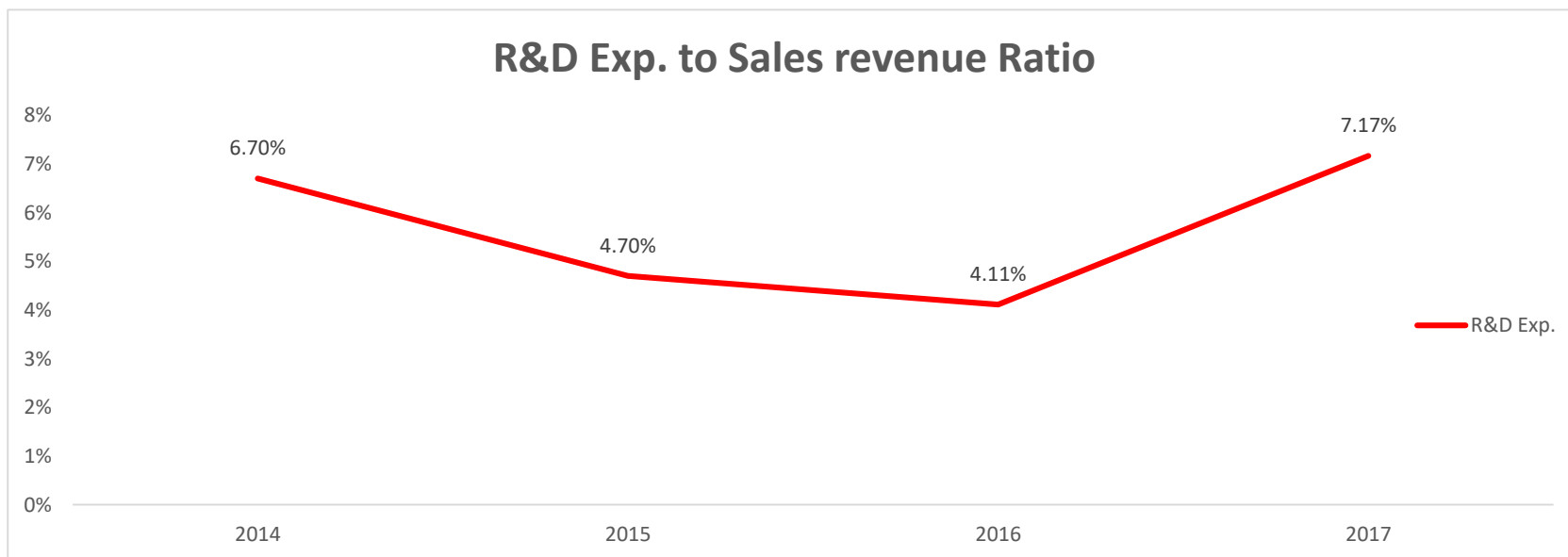
MOH-Depreciation & Amortizations to Sales revenue Ratio



*** Manufacturing Overhead-Depreciation & Amortizations to COGS Ratio** NTD thousand

	2014		2015		2016		2017	
MOH-Depreciation	276,027	12.84%	328,976	13.58%	277,534	11.13%	444,921	8.44%
MOH-Amortizations	2,715	0.13%	2,006	0.08%	3,160	0.13%	56,968	1.08%
Revenue	2,149,191		2,422,162		2,492,724		5,274,434	

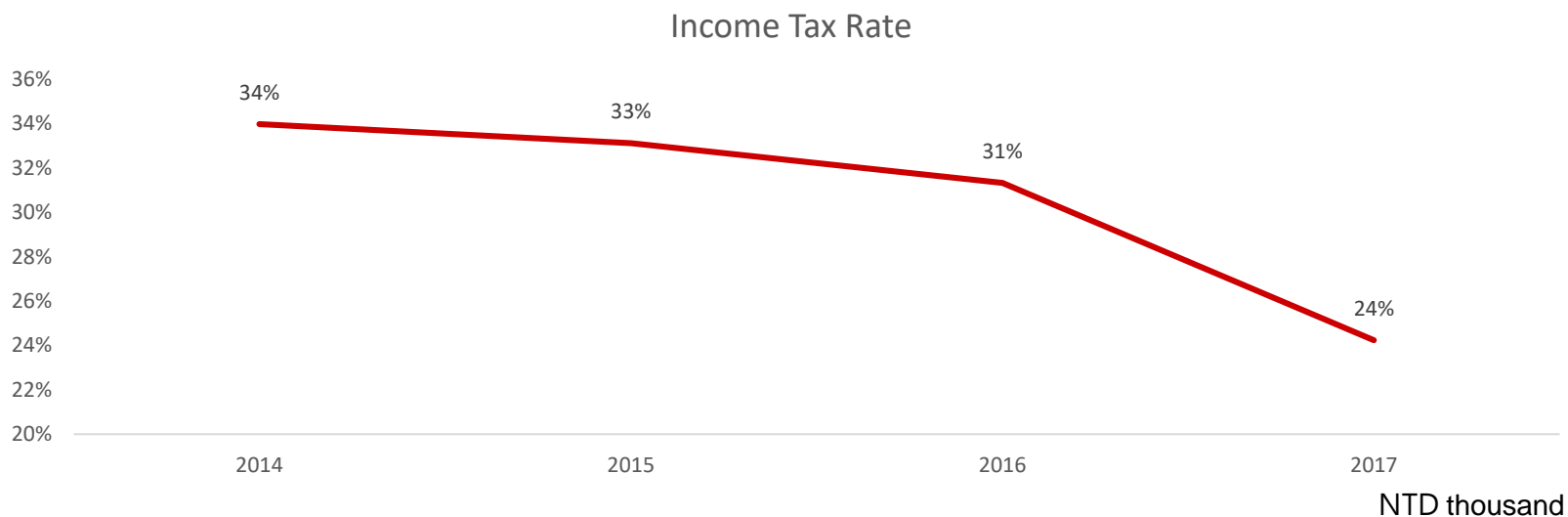
Cost Composition



NTD thousand

* R&D Expenses to Sales revenue Ratio								
	2014		2015		2016		2017	
R&D Exp.	144,081	6.70%	113,884	4.70%	102,520	4.11%	377,916	7.17%
Revenue	2,149,191		2,422,162		2,492,724		5,274,434	

Income Tax Rate



	2014	2015	2016	2017
Earnings Before Income Taxes	155,274	247,169	177,165	1,446,824
Income Taxes	52,767	81,877	55,516	350,724
Net Income	102,507	165,292	121,649	1,096,100
Income Tax Rate	34%	33%	31%	24%

Top 10 Customers

	2014		2015		2016		2017	
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%
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%
Automotive components & others	others	0%	TDK others	2%	others	2%	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

- ❑ The main reason of loss in Feb. 2018
- ❑ Prospects in 2018
- ❑ Market strategy and prospects for automotive and optical components.

THANK YOU