

# Elite Material Co., Ltd.

Global leading provider of eco-friendly laminates

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# Market position of the company

## Global No. 1 provider of:

- Halogen-free laminates
- Laminates for HDI (high-density interconnect) PCB
- Laminates for smartphones

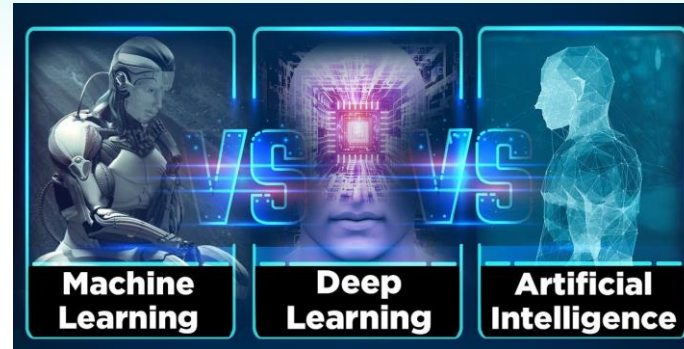


# HDI growth remains on the upward trend

- Proliferation of HDI PCB applications
- Material upgrade raises the laminate dollar content per square inch



# Proliferation of HDI PCB applications



Smartphones



SSD & Memory modules



Ultra thin Laptops & tablets



Gaming



AR/VR



Smart Speakers



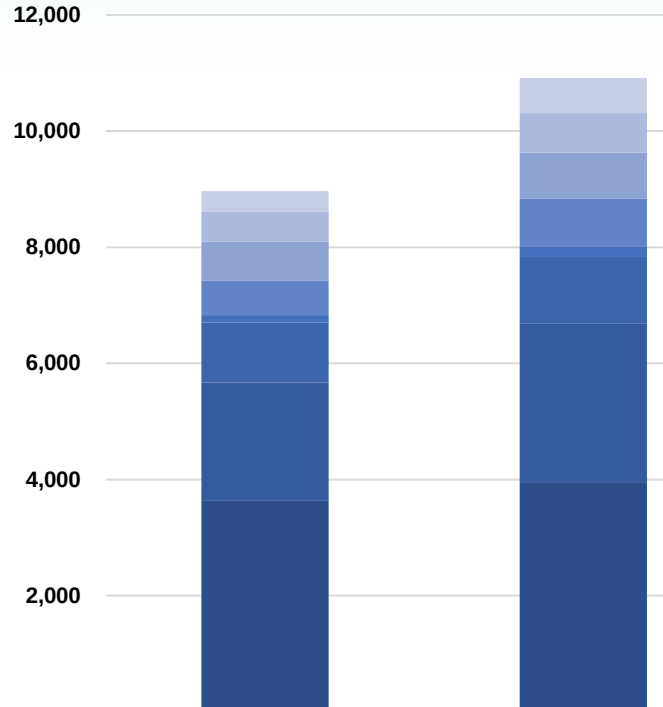
Drones



Wearables

# Multiple factors drive the growth of HDI

Unit: US\$ million

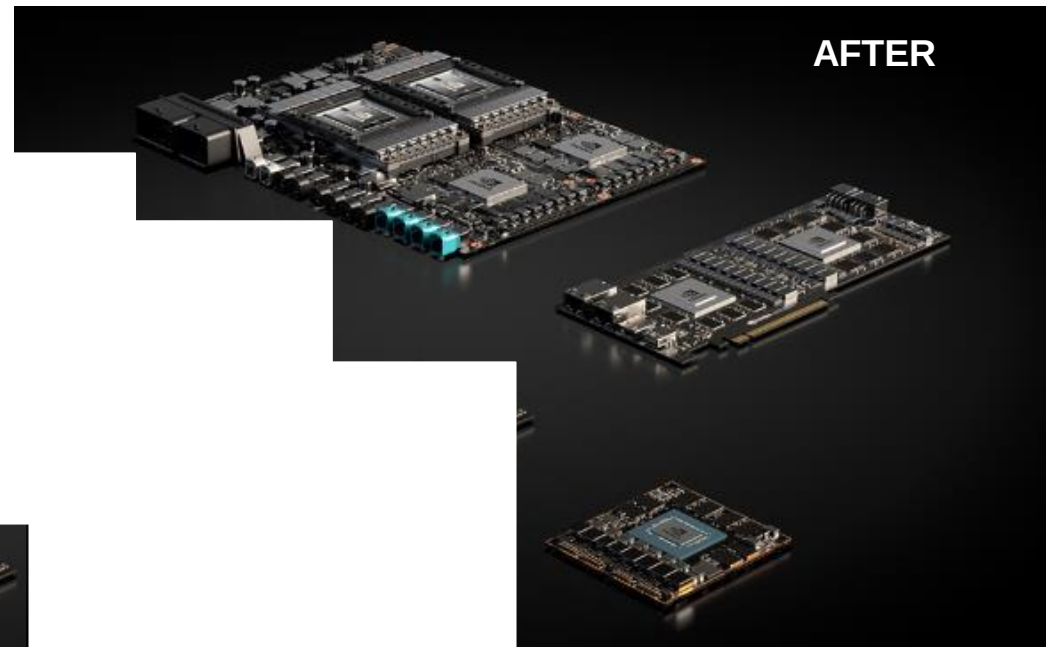
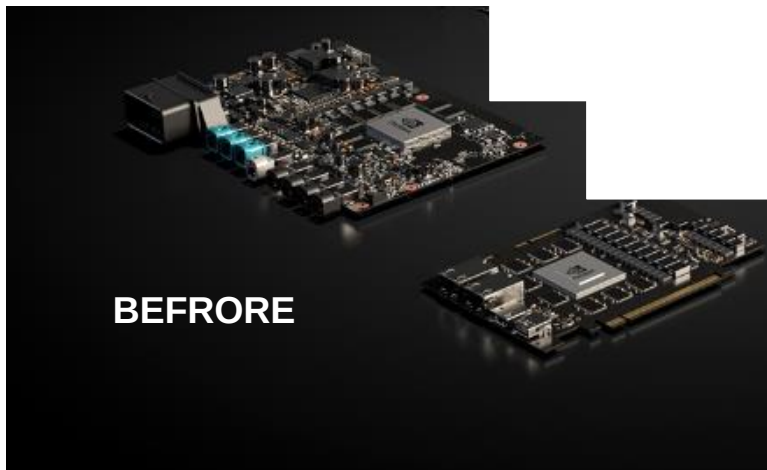


|                                       | 2017  | 2022F |
|---------------------------------------|-------|-------|
| Others (Module, SiP, Wearables, etc.) | 357   | 603   |
| Automotive                            | 515   | 683   |
| Datacom and Telecom Infrastructure    | 678   | 794   |
| Portable Consumer                     | 587   | 816   |
| DRAM & SSD                            | 126   | 183   |
| Tablet, NB and PC                     | 1,034 | 1,154 |
| Mobile Phones - Anylayer              | 2,042 | 2,739 |
| Mobile Phones - HDI regular           | 3,629 | 3,942 |

- CAGR of overall HDI growth is forecast to be 4.0% from 2017 to 2022.
- Any-layer HDI consumed by mobile phones is predicted to have a CAGR of 6.05% during the forecast period.
  - Implication: Laminate \$ content rises, though the total number of smartphone units is considered to be stagnant.
- SSD & DRAM would have the highest CAGR of 7.75%.
- Increasing electronic content of automotive vehicles, e.g. ADAS, telematics, and infotainment systems, leads to HDI growth, projected to have a CAGR of 5.81%.
- **PCBs in datacom & telecom infrastructure begin to adopt fine line/pitch design.**
  - Implication 1: HDI construction technique becomes common for infrastructure beginning from PCIe Gen 4 and Gen 5.
  - Implication 2: The upgrade at material and construction technique for infrastructure is an irreversible trend while 5G era is approaching.

# PCB design of networking infrastructure is migrating

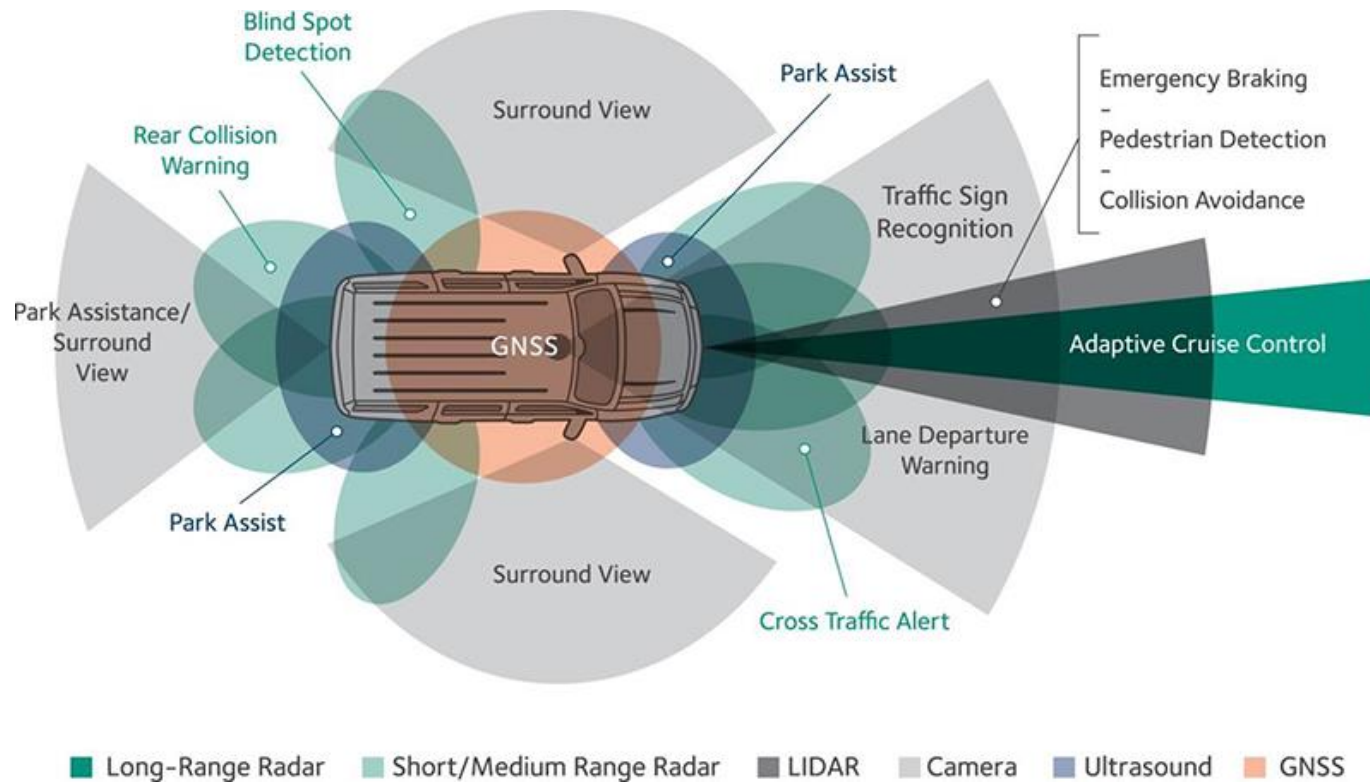
- **Trend 1: Halogen-free.** HF laminates are preferred or required.
  - New platforms of PCIe 4 include, but are not limited to, Intel's Whitely, request only halogen-free laminates.
- **Trend 2: HDI.** AI semiconductors, GPUs and CPUs, and heterogeneous integration of semiconductors increase pin counts substantially.
  - Fine line/pitch HDI architecture design by PCB constructors becomes common.
- **Trend 3: Multi-lamination,** which is a must in HDI construction technique.
- Decades of experiences and knowledge EMC accumulated in HF and HDI now a competitive advantage unrivalled by peers.



Source: nVidia



# Increasing electronic content per car



## ■ Autonomous and Safety

- Radar
- Camera / Vision system
- In-vehicle server / AI Module
- Chassis and safety ECUs
- Active sensing ECUs

## ■ Connectivity and Infotainment

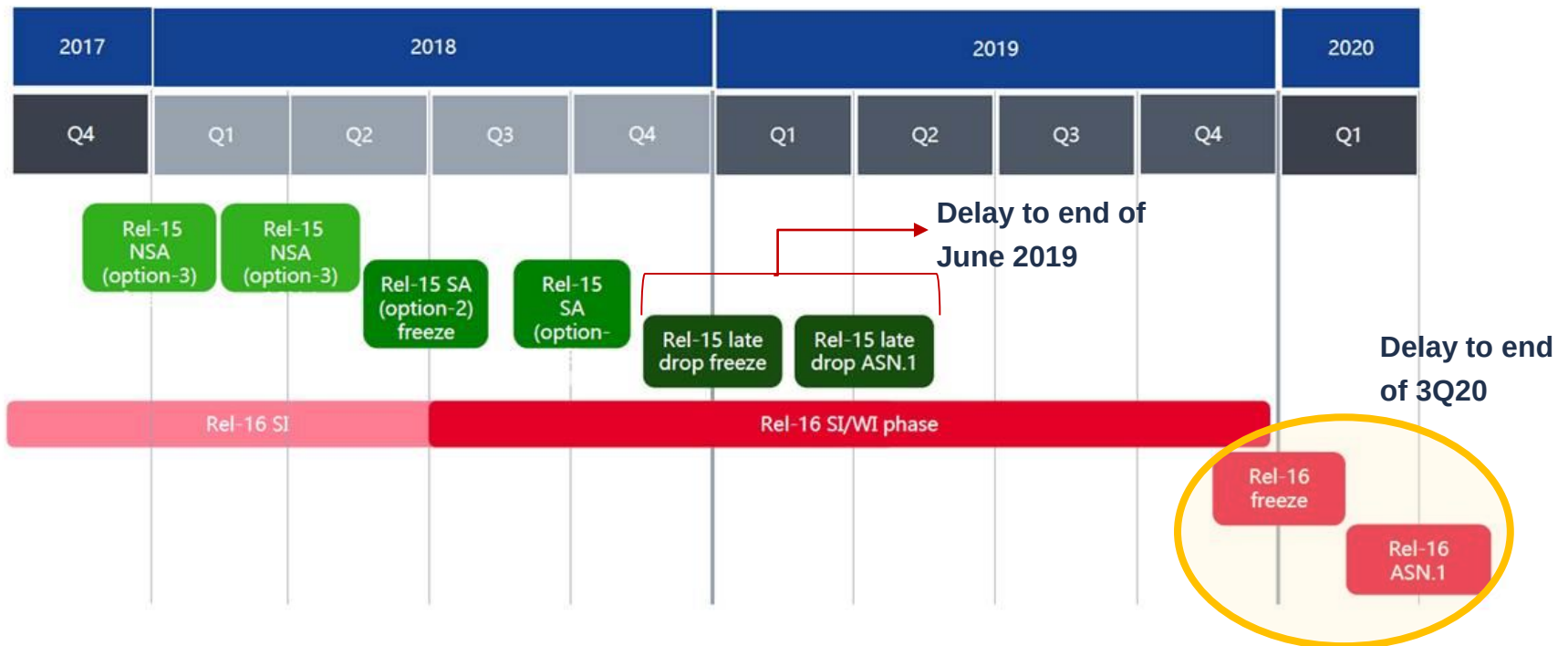
- V2X connection
- Central gateway
- Intelligent CarKey
- GNSS (Global Navigation Satellite System)
- Infotainment ECU / Module / e-Cockpit (WiFi, Bluetooth, Wireless access, Memory, Cellular, Navi)



# Controversial opinion about the global 5G roadmap

- On 16<sup>th</sup> December 2018, Balazs Berftenyi, Chairman of 3GPP announced that the finalization of Release-15 late drop will be postponed for three months.

## 3GPP standardization timeline

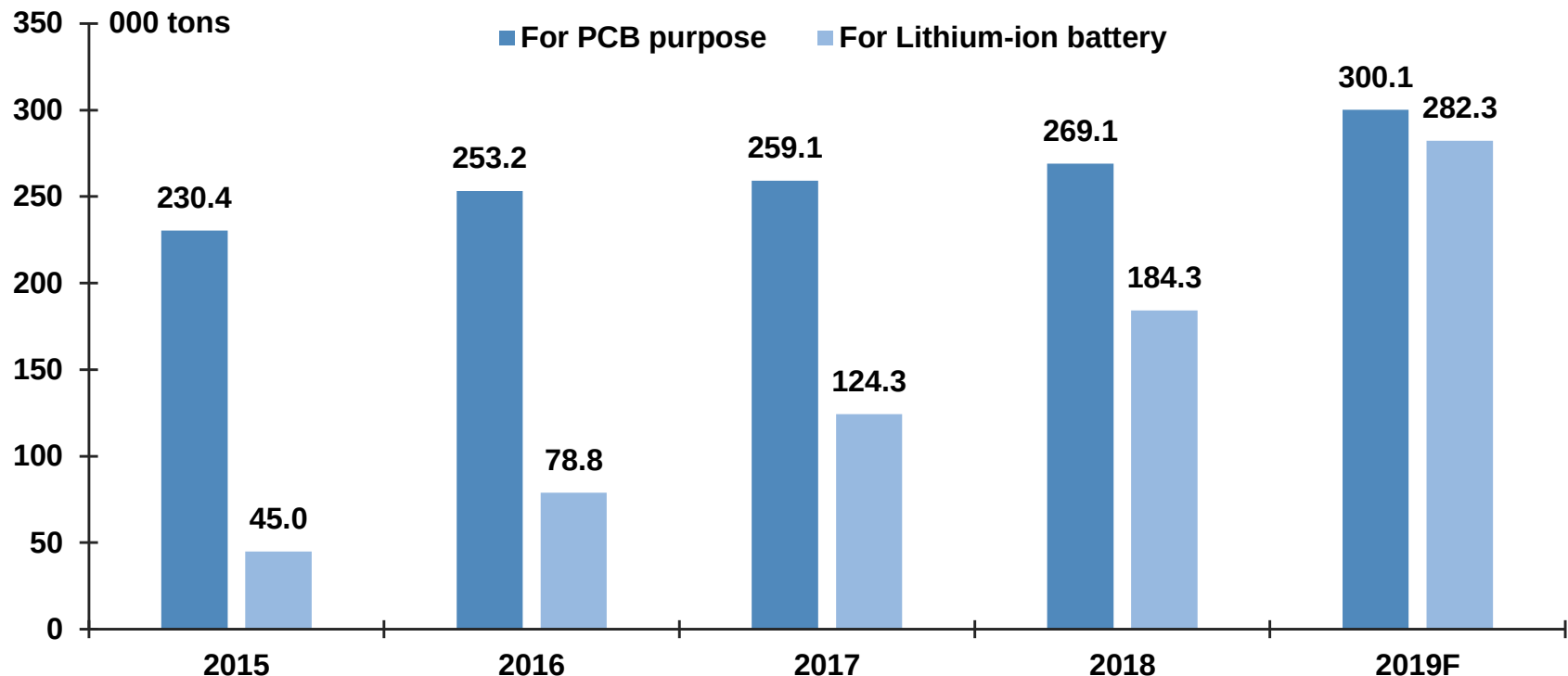


Source: 3GPP website; [www.3gpp.org](http://www.3gpp.org)

# Cost pressure is expected to be relieved

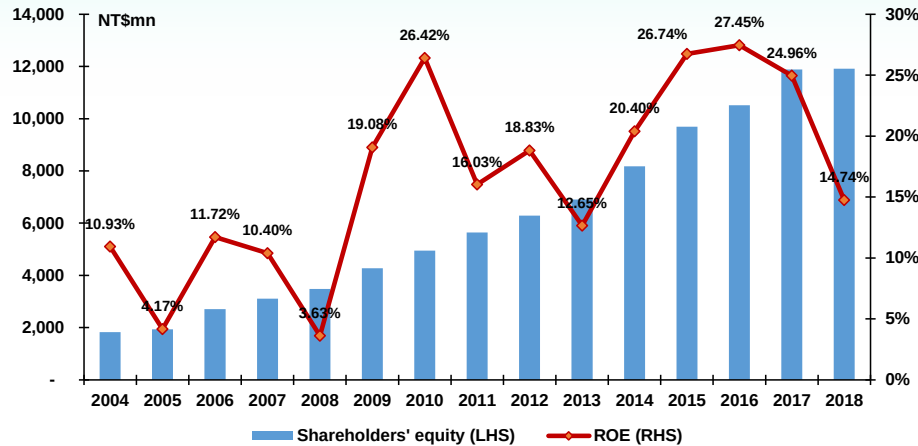
- Capacity of copper foils consumed by PCBs is forecast to increase by 11.5% YoY, from 269,100 tons in 2018 to 300,100 tons in 2019.
- Processing fee of copper foil manufacturers is expected to remain flat or even trend down.

## Capacity of copper foils

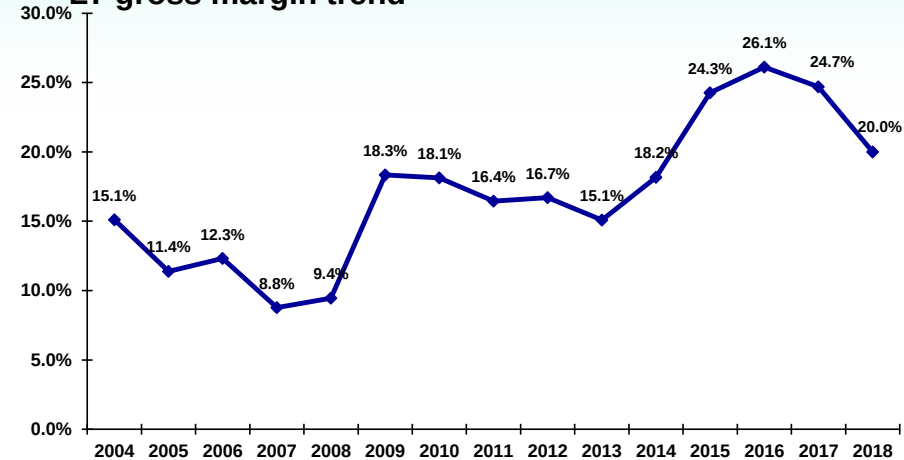


# Operating and financial results

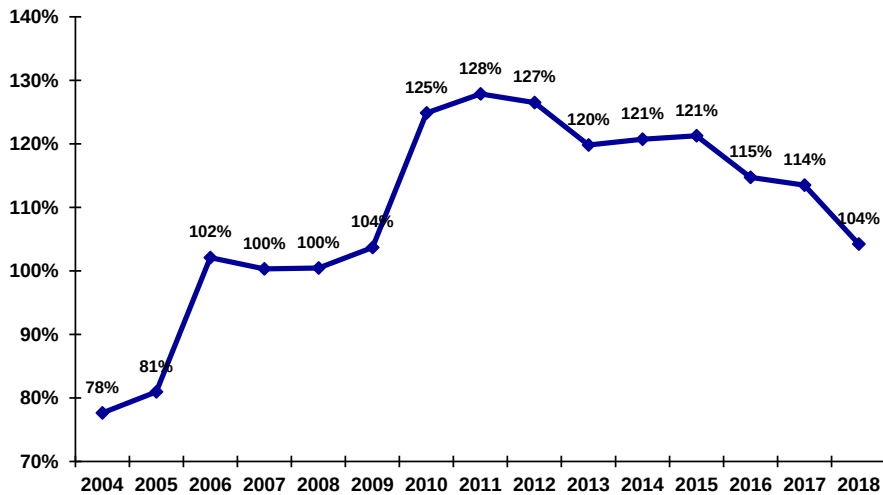
## ROE trend



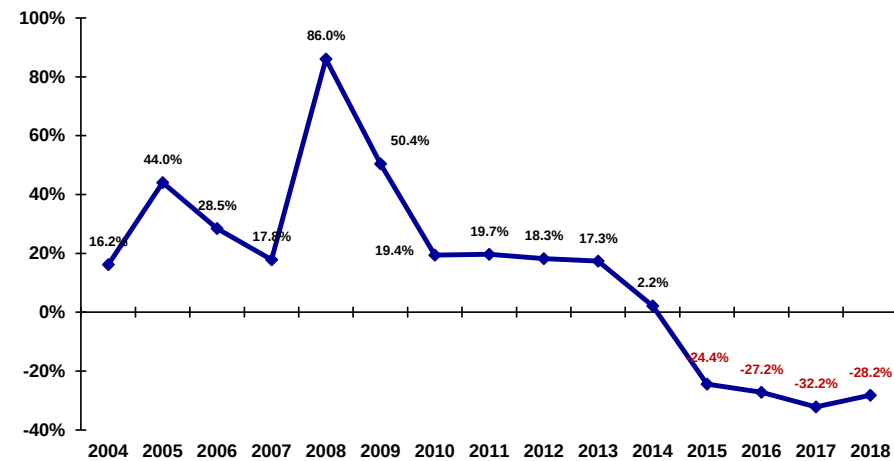
## LT gross margin trend



## Asset turnover ratio

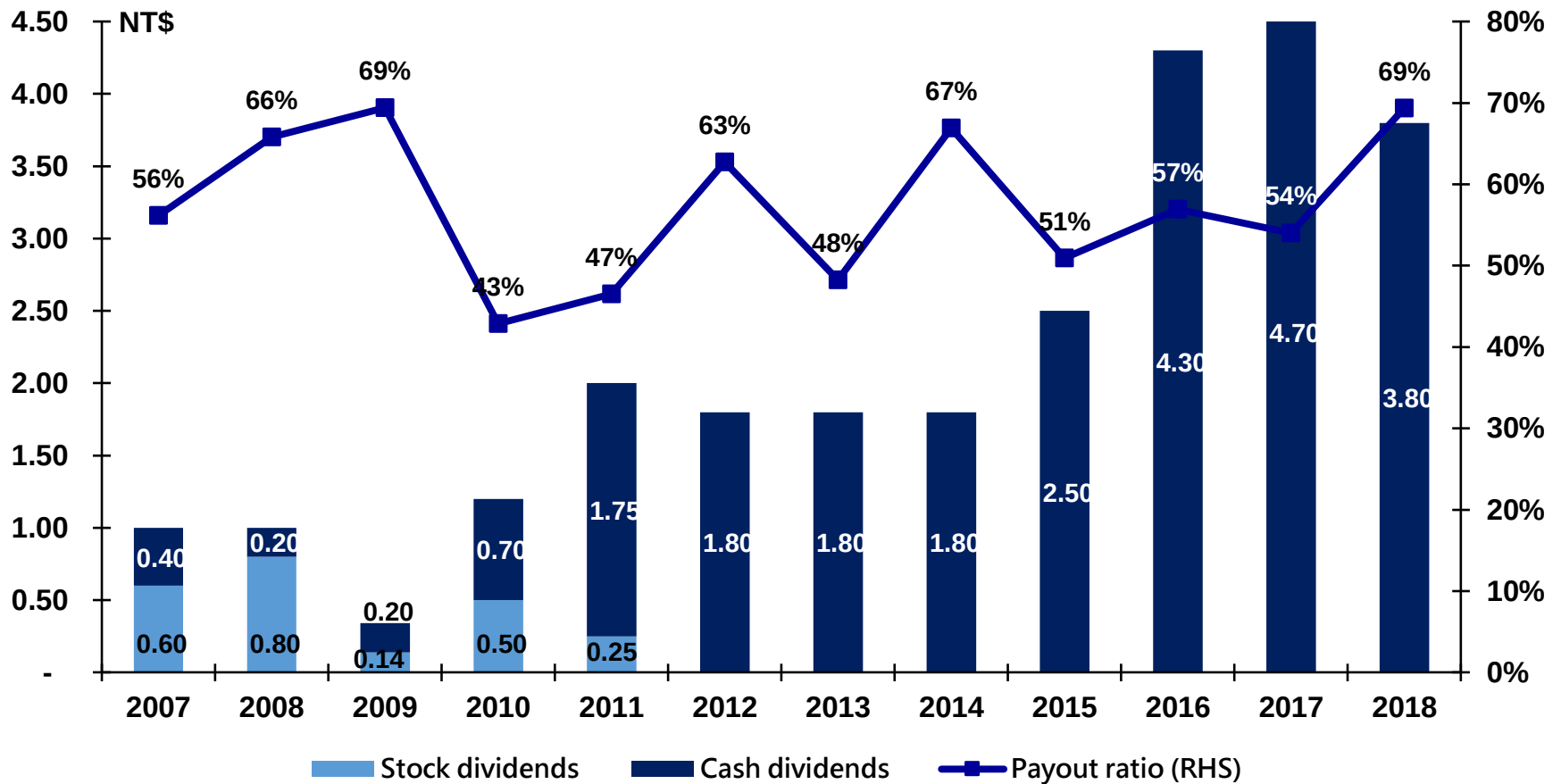


## Net debt/equity ratio



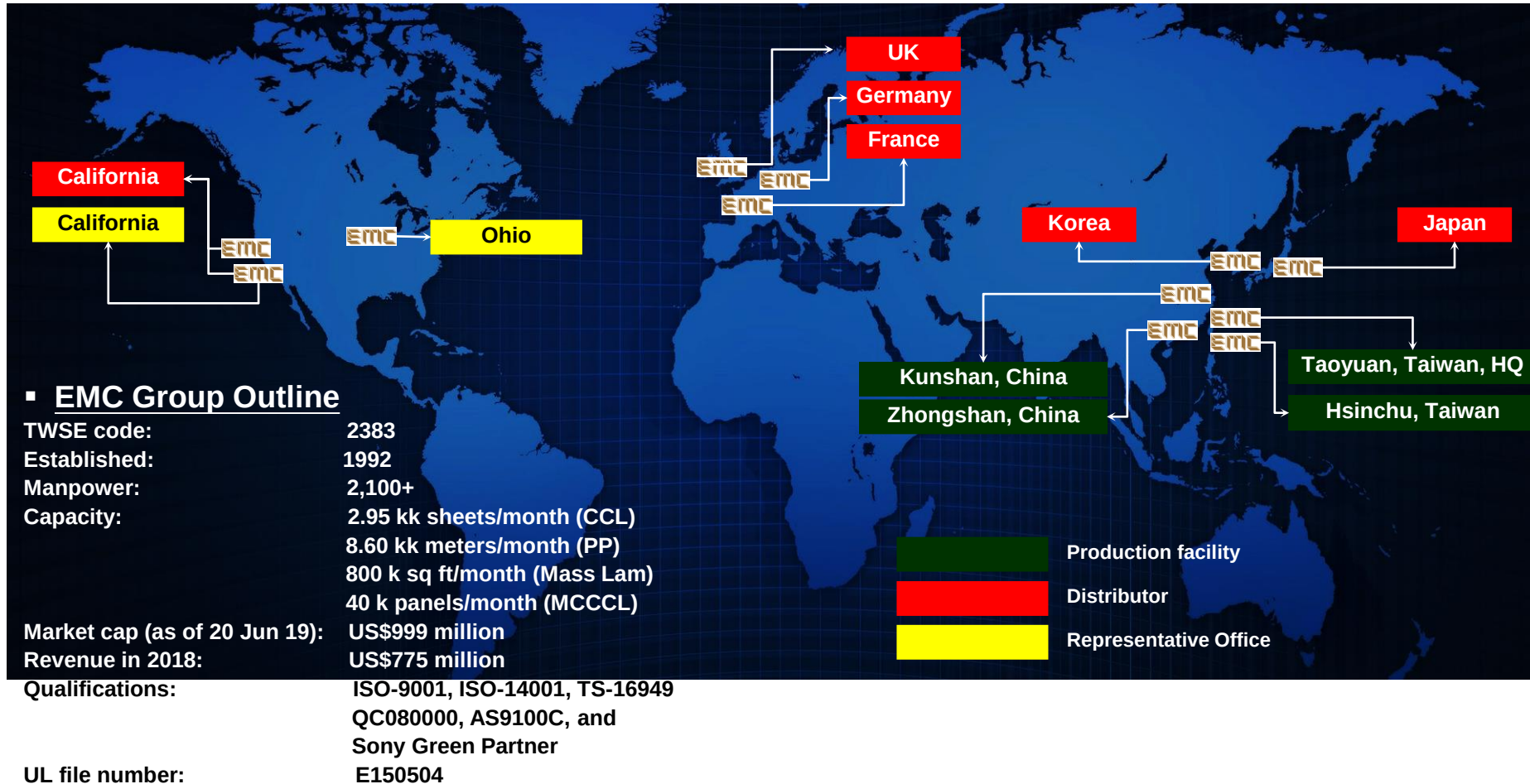
Note: Net debt = Interest-bearing debts – cash amount

# Dividend payout history



# APPENDIX

# Company profile – global footprint





# Production site and monthly capacity

| Total capacity/month |                |
|----------------------|----------------|
| CCL                  | 2,950 k sheets |
| PP                   | 8,600 k meters |
| Mass Lam             | 800 k sq ft    |
| MCCCL                | 40 k panels    |



| EMC (KS)<br>Kunshan |                |
|---------------------|----------------|
| CCL                 | 1,350 k sheets |
| PP                  | 3,300 k meters |
| Manpower            | 850+           |



| EMC (TW)<br>Taoyuan |                |
|---------------------|----------------|
| CCL                 | 500 k sheets   |
| PP                  | 1,800 k meters |
| Manpower            | 500+           |



| EMC (TW) Hsinchu |                |
|------------------|----------------|
| CCL              | 150 k sheets   |
| PP               | 1,400 k meters |
| Mass Lam         | 800 k sq ft    |
| MCCCL            | 40 k panels    |
| Manpower         | 250+           |



| EMC (ZS)<br>Zhongshan |                |
|-----------------------|----------------|
| CCL                   | 950 k sheets   |
| PP                    | 2,100 k meters |
| Manpower              | 600+           |

# 1Q19 P&L summary

Unit: NT\$ million

|                            | 1Q19  | 4Q18  | QoQ    | 1Q18  | YoY    |
|----------------------------|-------|-------|--------|-------|--------|
| Revenue                    | 5,072 | 5,404 | -6.1%  | 5,312 | -4.5%  |
| Gross profit               | 1,074 | 979   | 9.7%   | 1,002 | 7.1%   |
| Operating profit           | 652   | 557   | 17.0%  | 562   | 15.9%  |
| Interest income (expenses) | 9     | 7     | 33.0%  | 6     | 59.2%  |
| Other income (expenses)    | 18    | 43    | -58.1% | (8)   | na     |
| Income before tax          | 679   | 607   | 11.9%  | 560   | 21.2%  |
| Tax expenses               | 203   | 180   | 13.0%  | 284   | -28.5% |
| Net income                 | 476   | 427   | 11.4%  | 276   | 72.3%  |
| EPS (NT\$) - basic         | 1.49  | 1.34  | 11.4%  | 0.86  | 72.3%  |
| Gross margin (%)           | 21.2% | 18.1% |        | 18.9% |        |
| Operating margin (%)       | 12.9% | 10.3% |        | 10.6% |        |
| Net margin (%)             | 9.4%  | 7.9%  |        | 5.2%  |        |

# Five-year consolidated P&L summary

Unit: NT\$ million

|                            | 2014   | 2015   | 2016   | 2017   | 2018   | 1Q18  | 1Q19  | YoY    |
|----------------------------|--------|--------|--------|--------|--------|-------|-------|--------|
| Revenue                    | 18,885 | 20,870 | 22,070 | 23,610 | 22,891 | 5,312 | 5,072 | -4.5%  |
| Gross profit               | 3,431  | 5,064  | 5,766  | 5,828  | 4,576  | 1,002 | 1,074 | 7.1%   |
| Operating profit           | 1,598  | 3,249  | 3,939  | 4,007  | 2,755  | 562   | 652   | 15.9%  |
| Interest income (expenses) | (47)   | (36)   | (27)   | 16     | 34     | 6     | 9     | 59.2%  |
| Other income (expenses)    | 287    | 117    | 6      | 6      | 38     | (8)   | 18    | na     |
| Income before tax          | 1,838  | 3,331  | 3,917  | 4,028  | 2,827  | 560   | 679   | 21.2%  |
| Tax expenses               | 297    | 938    | 1,143  | 1,233  | 1,072  | 284   | 203   | -28.5% |
| Net income                 | 1,542  | 2,392  | 2,774  | 2,795  | 1,754  | 276   | 476   | 72.3%  |
| EPS (NT\$) - basic         | 4.82   | 7.48   | 8.68   | 8.74   | 5.49   | 0.86  | 1.49  | 72.3%  |
| Gross margin (%)           | 18.2%  | 24.3%  | 26.1%  | 24.7%  | 20.0%  | 18.9% | 21.2% |        |
| Operating margin (%)       | 8.5%   | 15.6%  | 17.8%  | 17.0%  | 12.0%  | 10.6% | 12.9% |        |
| Net margin (%)             | 8.2%   | 11.5%  | 12.6%  | 11.8%  | 7.7%   | 5.2%  | 9.4%  |        |