



CHICONY ELECTRONICS

4Q19 Results Conference Call

March 10, 2020

Safe Harbor Notice

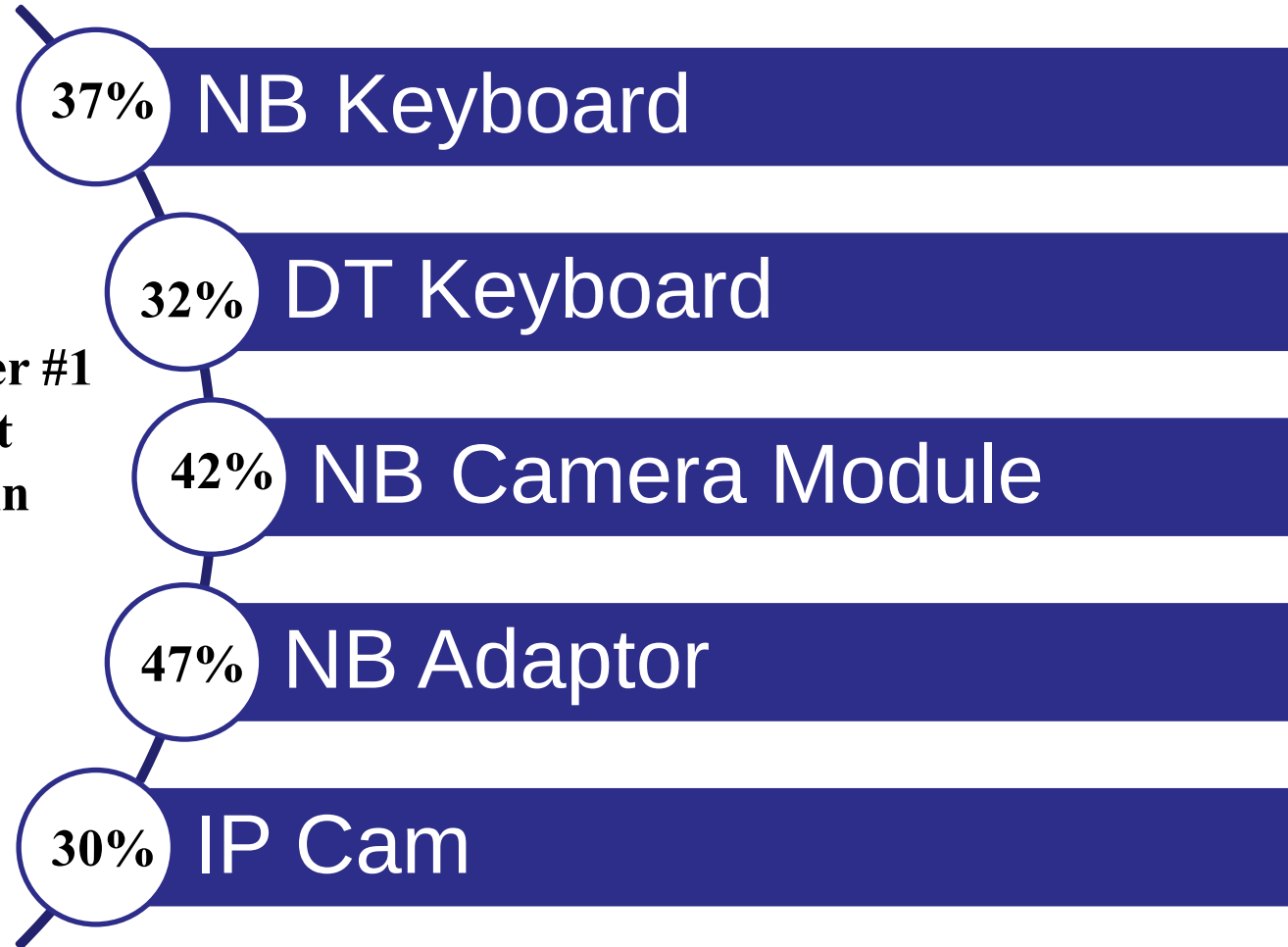
Chicony's statement of its current expectations are forward-looking statements which are subject to significant risks and uncertainties. Actual results may differ materially from those contained in any forward-looking statements.



Positioned as Number 1 Global Market Leader

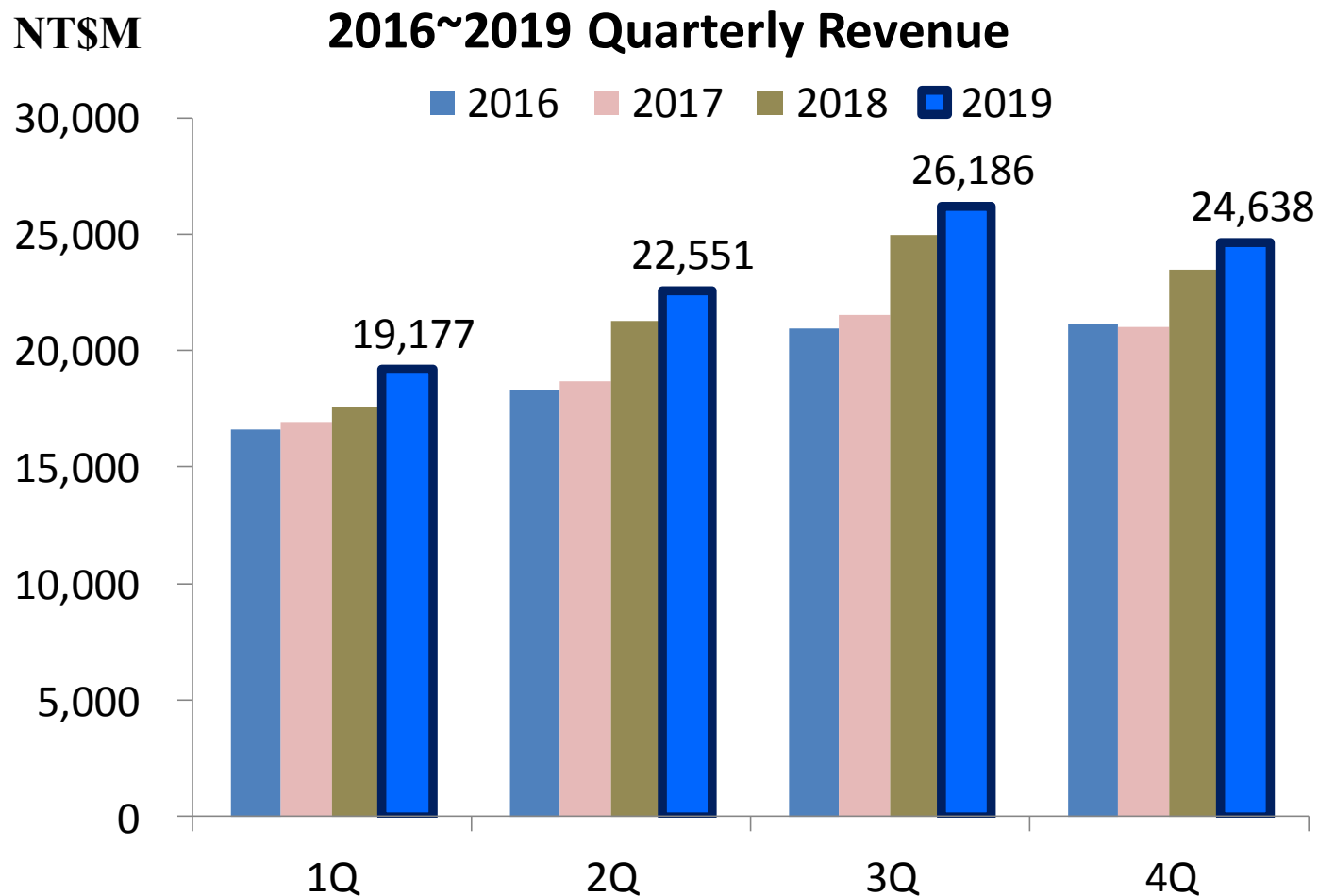
Chicony Continued to Achieve Leading Market Share

**Number #1
Market
Share in
2019**



4Q19 Revenue of NT\$24.6B in line with Expectation

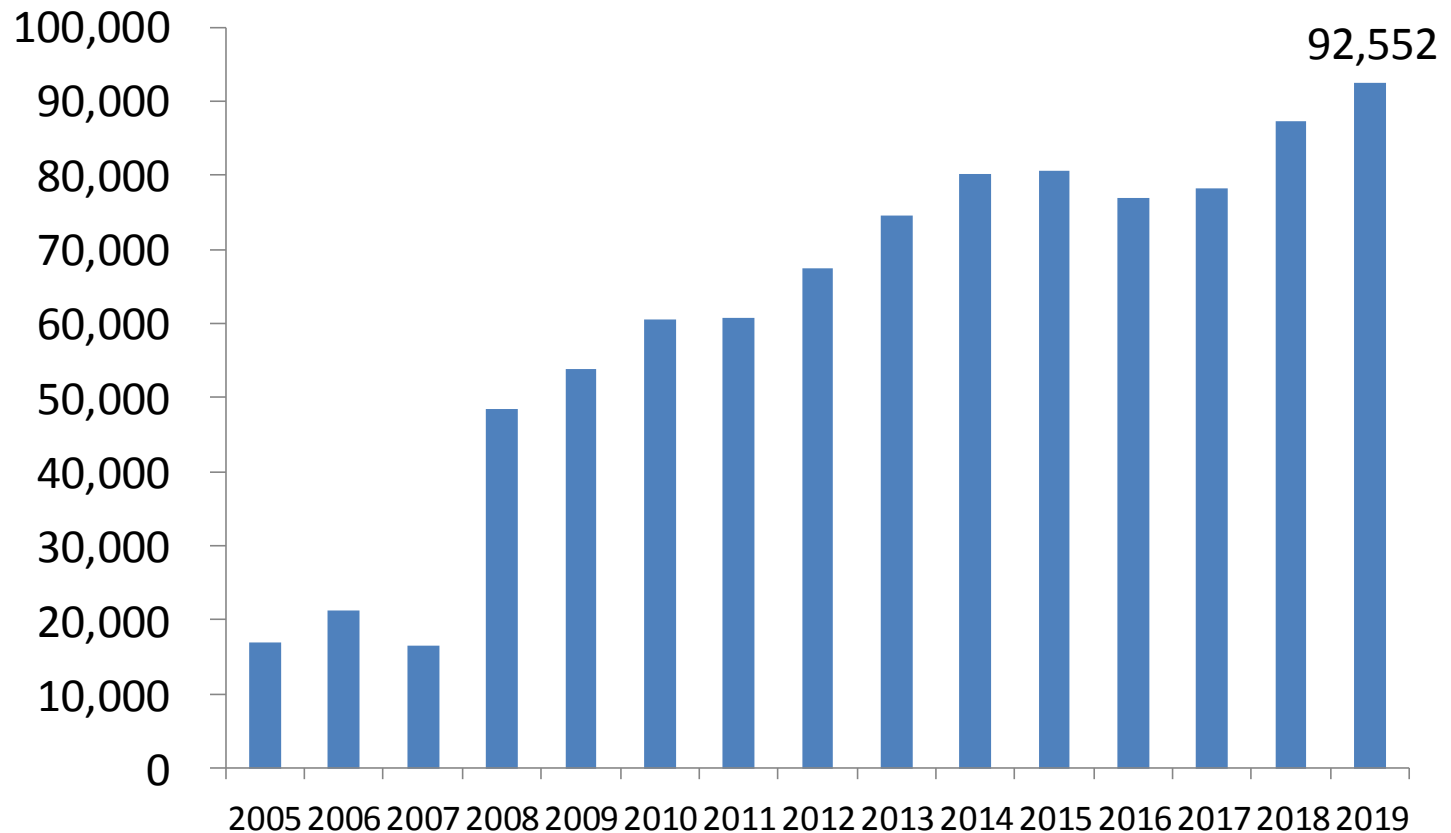
- 5.1% YoY/-5.9% QoQ Revenue Growth in 4Q19



Record High NT\$92.6B Revenue in 2019, with 6.1% YoY Growth

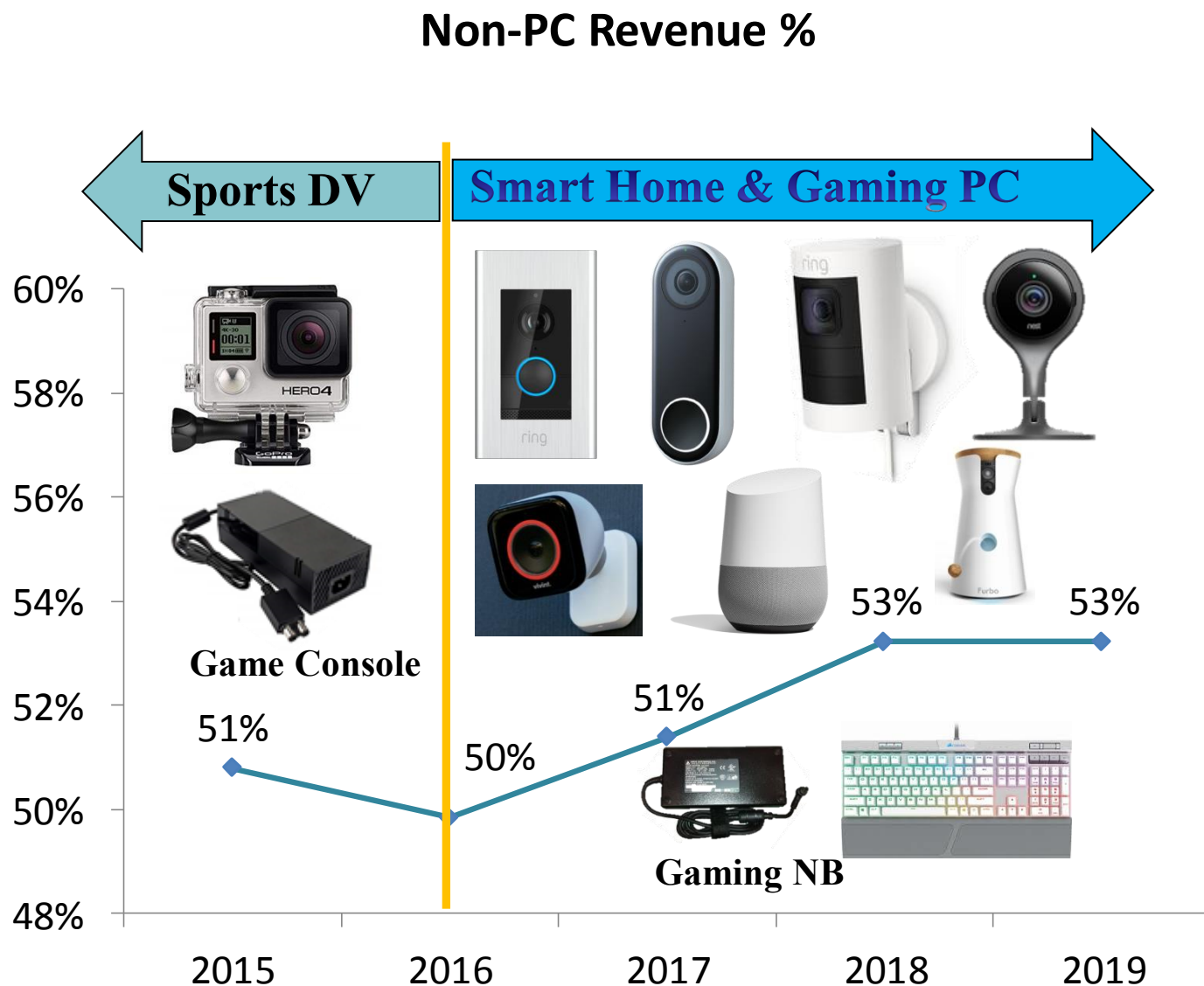
NT\$M

2005~2019 Revenue



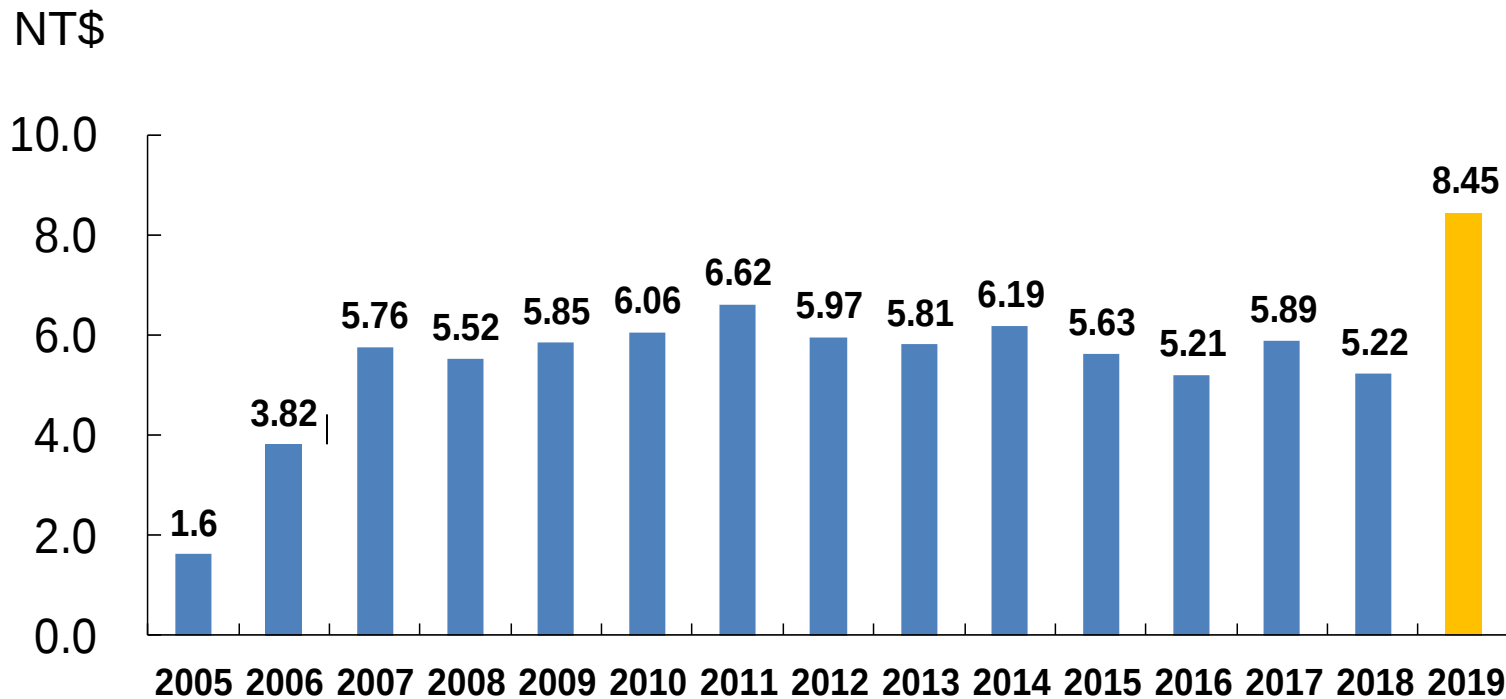
Evolving Revenue Structure Starting from 2016

Diversified Smart Home Devices Served as Strong Growth Drivers



Record High EPS of NT\$8.45 in 2019

Chicony EPS 2005 – 2019



Consistent Dividend Pay-Out Policy to Reward Investors



Chicony	2014	2015	2016	2017	2018	2019
EPS	6.22	5.79	5.24	5.9	5.22	8.45
Cash Dividend	4.65	4.3	4.25	4.45	3.80	5.90
Stock Dividend	0.05	0.05	0.05	0.05	0	0
Dividend Payout %	76%	75%	82%	76%	73%	70%
Cash Yield Rate %	5.43	5.79	5.25	6.1%	4.8%	7.3*

Source: Cmoney

Note*: Based on stock price closed on March 9th, 2020



2019 Financial Results

2019 Operating Margin Rose to 6.8%; Record High EPS of NT\$8.45

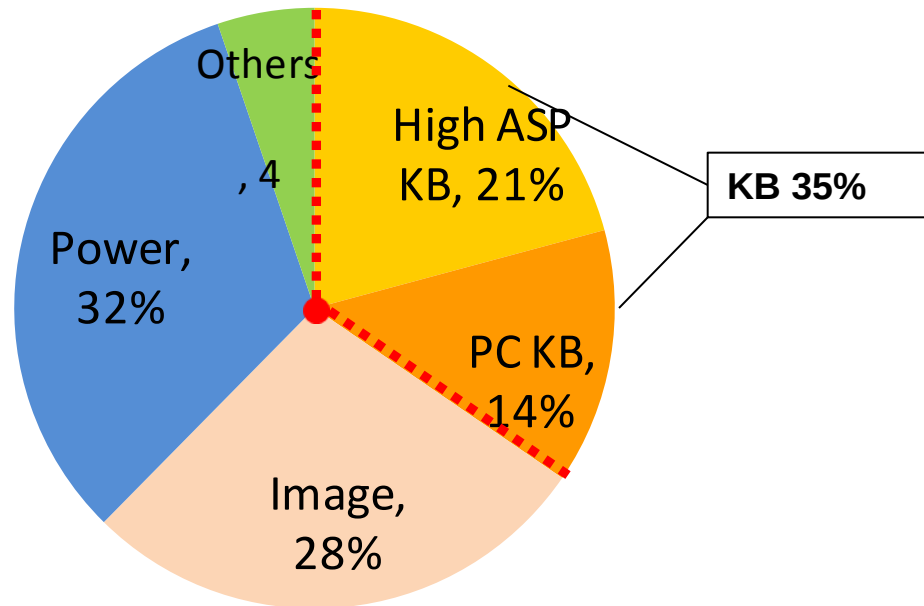
Million NT\$	2019		2018		YoY %
Net Sales	92,552	100.0	87,260	100.0	6.1
COGS	(76,271)	(82.4)	(74,644)	(85.5)	
Gross Profit	16,281	17.6	12,617	14.5	29.0
Operating Expense	(10,012)	(10.8)	(7,967)	(9.1)	
Operating Profit	6,269	6.8	4,650	5.3	34.8
Other Income/Expense	1,919	2.1	386	0.4	
Profit Before Tax	8,189	8.8	5,035	5.8	62.6
Tax	(1,386)	(1.5)	(1,057)	(1.2)	
Net Income	5,839	6.3	3,591	4.1	62.6
After Tax EPS	8.45		5.22		61.9



2019 Operating Results

High ASP Keyboards Outperformed in 4Q19

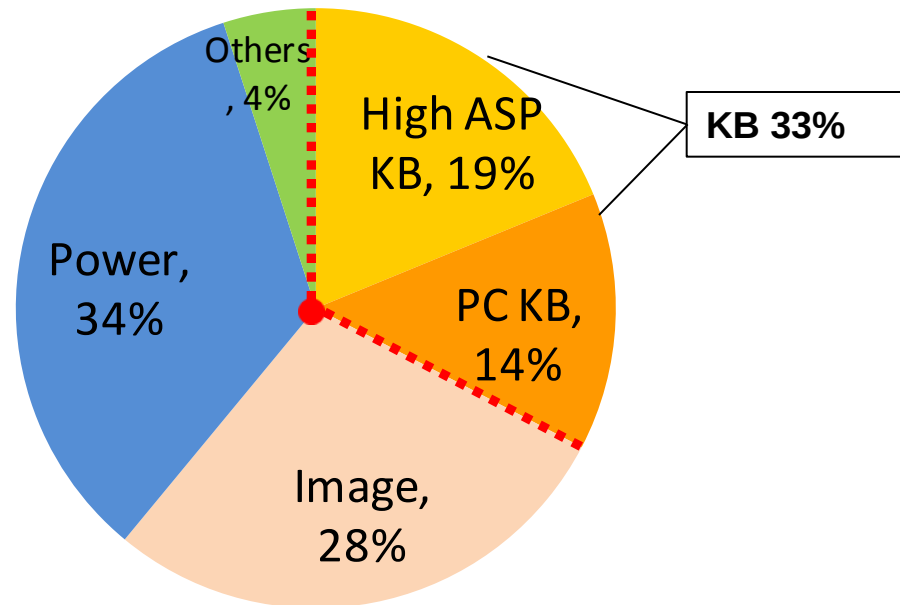
4Q19 Revenue by Products



Revenue %	4Q19	YoY
High ASP KB	21%	19%
PC KB	14%	5%
Image	28%	-2%
Power	32%	6%

Power, Image and High ASP Keyboard Products Outperformed in 2019

2019 Revenue by Products

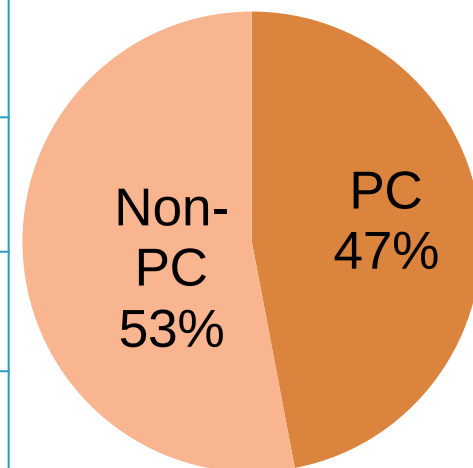


Revenue %	2019	YoY
High ASP KB	19%	9%
PC KB	14%	0%
Image	28%	7%
Power	34%	10%

In 2019, Smart Home Application Increased 21% YoY and Gaming PC Products Increased 19% YoY

2019 Revenue %		YoY
PC	47%	7%
Non-PC	Gaming	12%
	IOT	35%
	Networking & Others	6%
Total	100%	6%

2019 Revenue



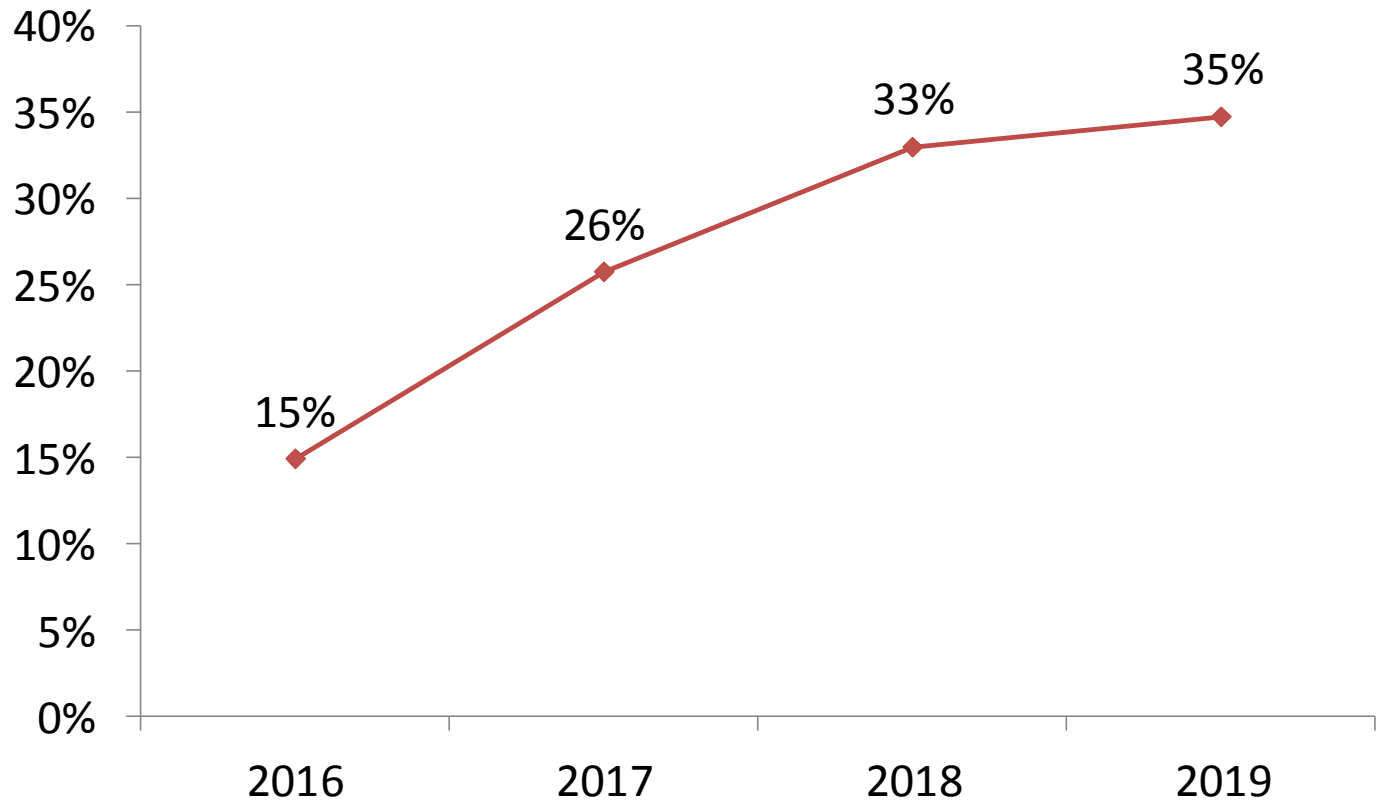
Product Category		Related Applications
PC		DT, NB Peripherals and tablet application
Non-PC	Gaming	Gaming Console and Gaming PC
	IOT	Smart Home, Smart Building, Automotive Electronics, Cloud Computing, Sports DV, Smartphone, and Drone
	Networking & Others	Networking, Chanel Management, and others



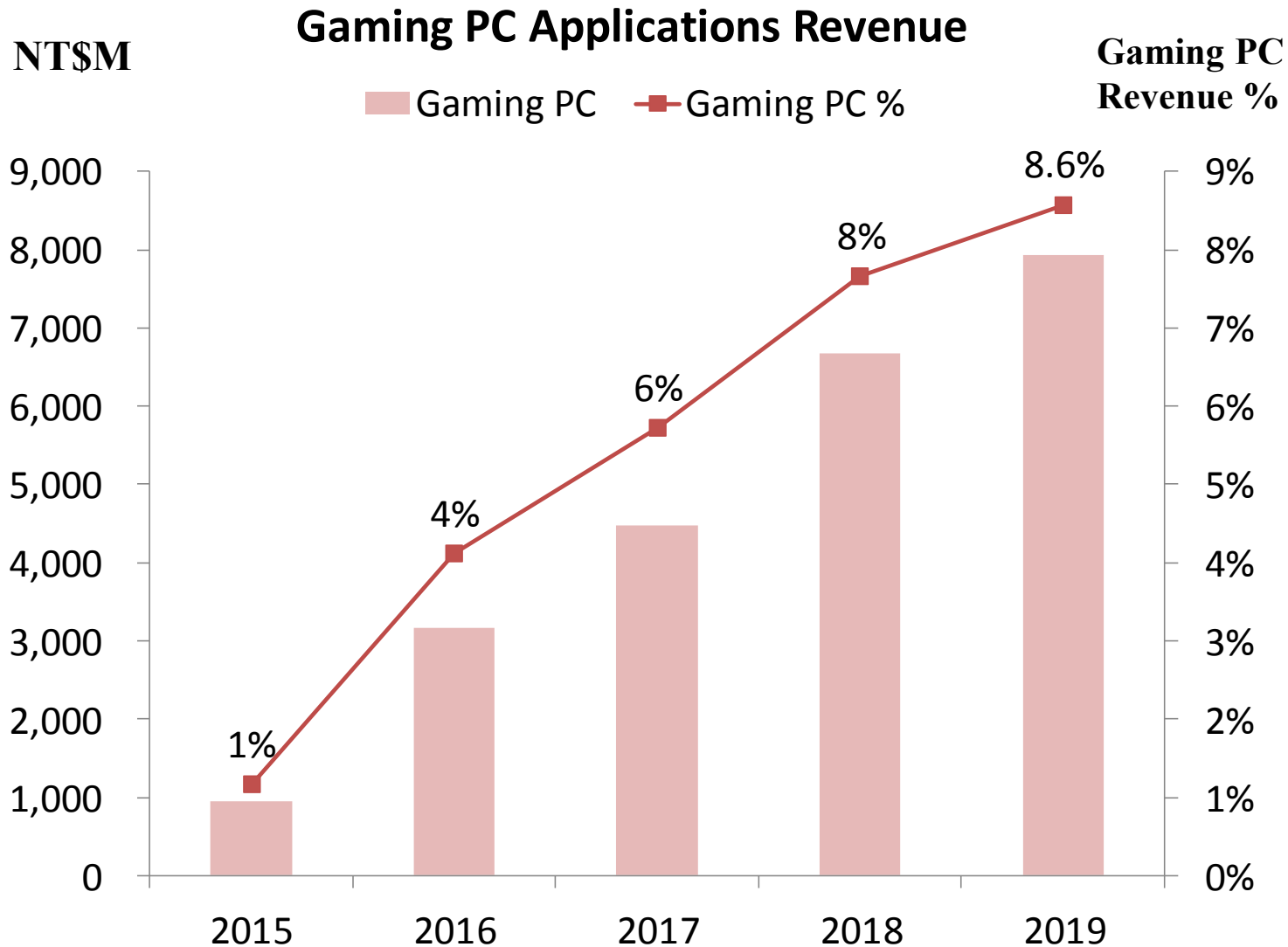
2019 Highlights

LED Back-Lit NB Keyboard Revenue Grew 15% YoY in 2019

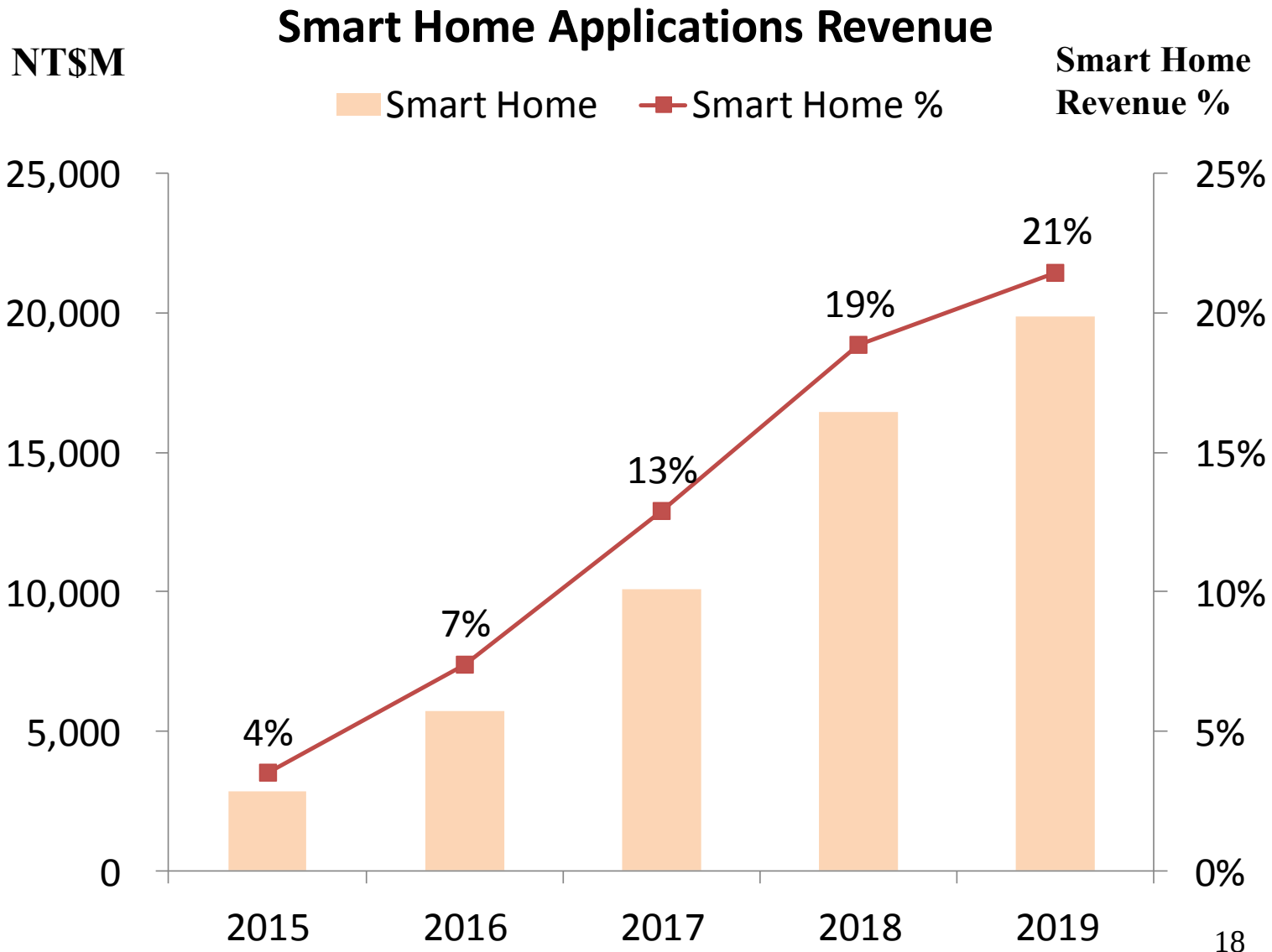
LED Back-Lit NB Keyboard Penetration Rate



Gaming NB Power and Gaming Keyboard Revenue Grew 19% YoY in 2019



Smart Home Applications Revenue Grew 21% in 2019



One Smart Home Client Rose to Top 1 in Chicony in 4Q19, Ranked 4th in Chicony in 2019

					2019			
2016		2017		2018		Category	Clients	Revenue %
Category		Category		Category				
1 PC		1 PC		1 PC		1 PC	A	12~15%
2 PC		2 PC		2 PC		2 PC	B	12~15%
3 PC + CE		3 PC + CE		3 PC		3 PC	C	12~15%
4 PC		4 PC		4 PC + CE		4 Smart Home	D	10~12%
5 PC + CE		5 PC + CE		5 Smart Home		5 PC + CE	E	10~12%

Note: PC= Personal Computing; CE=Consumer Electronics



Outlook

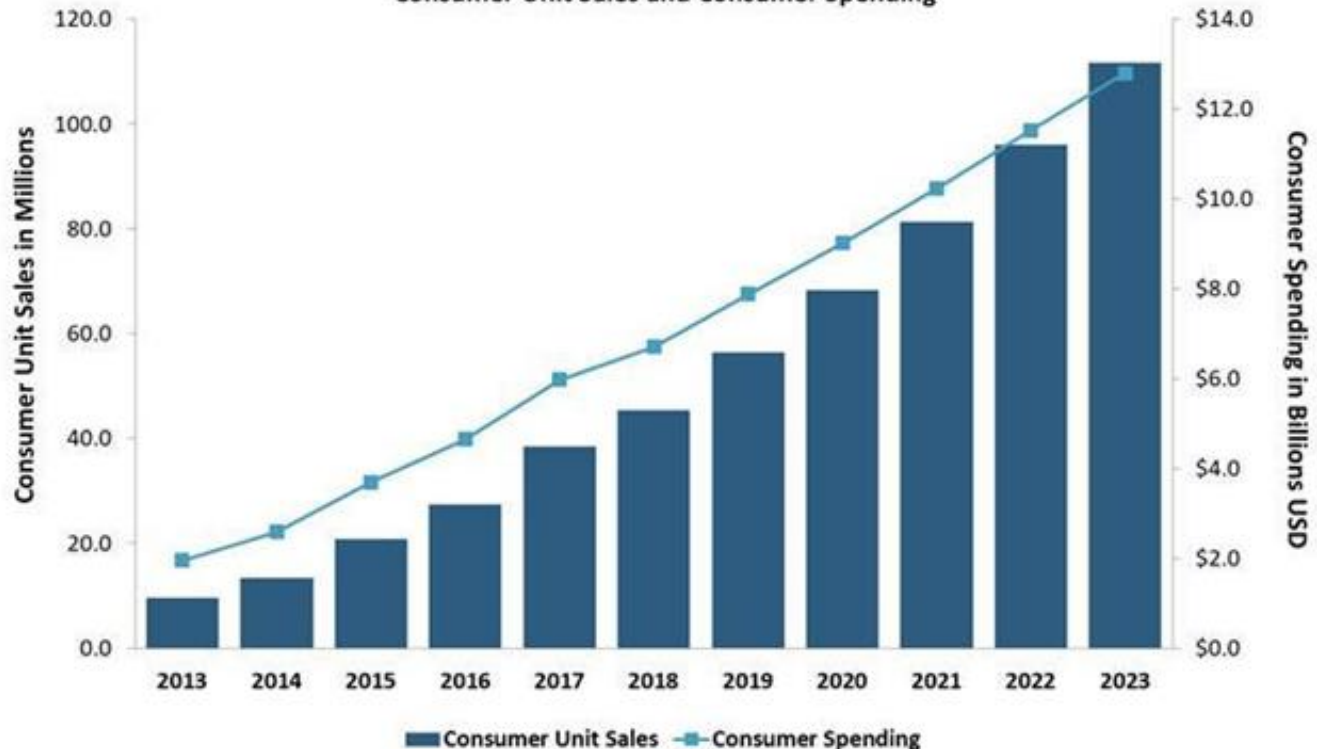
Global Smart Home Camera Market to Reach \$7.9 Billion in 2019 Thanks to the Growing Popularity of Video Doorbells

- Strategy Analytics predicts that by 2023 camera sales to consumers globally will surge to more than 111 million units, growing at a 19.8% CAGR

STRATEGY ANALYTICS

Global Smart Home Camera Sales (including Video Doorbells)

Consumer Unit Sales and Consumer Spending



Data source: Strategy Analytics' Global Smart Home Devices Forecast - September 2019

Interactive Security Drives Smart Home Adoption in the US

Within Smart Homes – Top 10 Smart Home Devices Owned

**Interactive
Security System**

59%



**Smart
Thermostat**

45%



**Video
Doorbell**

36%



**Surveillance
Camera**

36%



**Smart
Light Bulb**

33%



**Motion
Sensor**

25%



**Smart
Light Switch**

22%



**Smart
Door Lock**

21%



**Smart
Plug**

21%



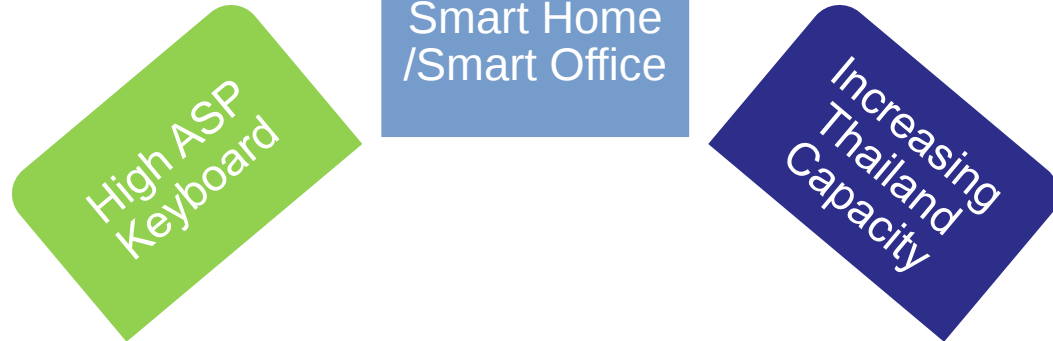
**Door / Window
Sensor**

21%



2019 US Survey of Smart Home Consumers

2020 Outlook



- High ASP Keyboards Lead Keyboard Revenue Growth
 - LED backlit NB keyboard penetration rate continues to rise
 - Gaming keyboard revenue boosted by growing gaming PC market
 - Tablet/2-in-1 device keyboard revenue driven by solid demand
- Smart Home/Smart Office Applications
 - A series of doorbell cam and IP cams to be launched in 2020
 - Developed a more geographically diversified client base for smart home image sector
 - New business opportunities derived from strong demand for Video Conference
- Increasing Thailand Capacity
 - Smooth ramp-up of smart home image device capacity from leased manufacturing facility in Thailand
 - New self-built manufacturing facility to be ready in 4Q20