

**uneec**<sup>®</sup> 晟銘電子科技股份有限公司  
CHENMING MOLD IND. CORP.



## 3Q 17 Earnings Results

2017/11/17

[www.uneec.com](http://www.uneec.com)

# Agenda

**Corporate Profile**

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**Product Description**

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**Operational Overview**

**P9~P18**

**Q & A**

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# Corporate Profile

- Stock Code : 3013
- Paid-in Capital : NT\$1.69 Bn
- Chairman : James Lin
- President : Charles Lo
- Production Base :
  - Dong-guan, Guangdong
  - Ningbo, Zhejiang
- Main Products
  1. Sever chassis
  2. Mobile device components
  3. Computer peripherals
  4. Mold

# Corporate History

1976-1985

- Founded in 1976, tooling design and manufacturing

1986-1995

- Manufacturing and designing computer chassis.

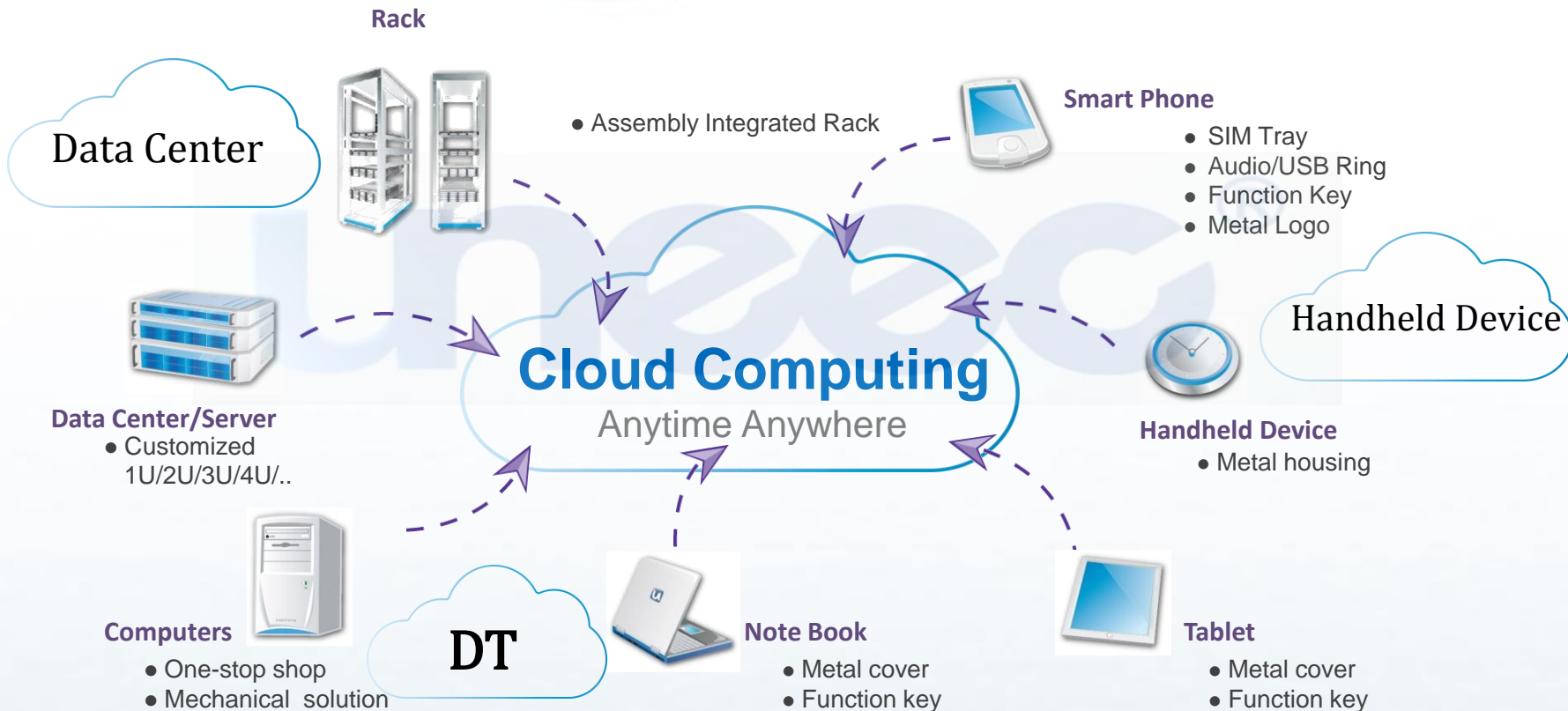
1996-2005

- Set up Donguan and Ningbo Plants.
- Manufacturing and design of sever chassis.
- The application of listing has been approved.

2006-NOW

- The introduction of NMT & MIM manufacturing
- Development of CNC process.
- Intelligent Manufacturing and management.

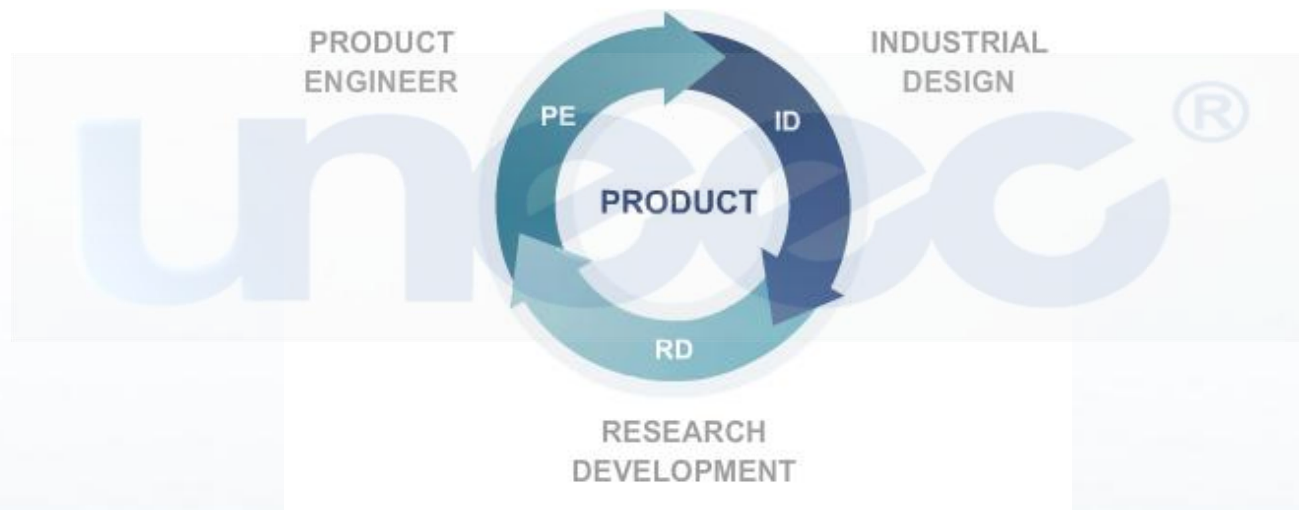
# Product Description



# Products — Data Center & DT

Sever chassis & Desktop peripherals

➤ Integrated process of manufacturing service



Precision Mold



Stamping



Injection



Painting

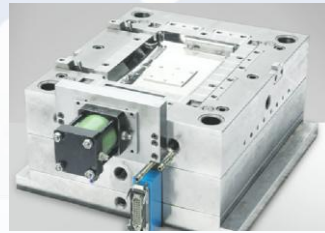
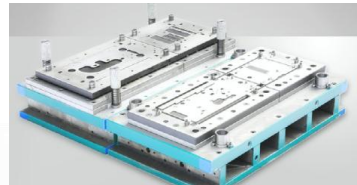
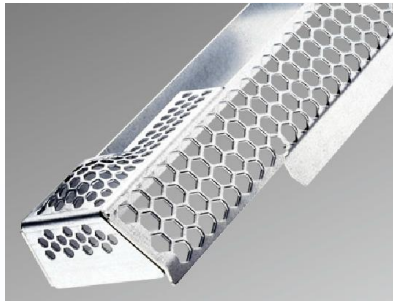


Assembly

# Products-Data Center & DT

Sever chassis & Desktop peripherals

## ➤ Process



# Products-Data Center & DT

Sever chassis & Desktop peripherals

## ➤ Category of products



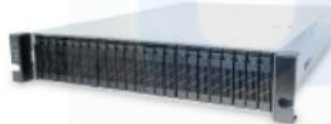
1U - U104



2U - U208



2U - U212



2U - U224



2U - U228



2U - 200A



3U - U316



3U - 300A



4U - U920



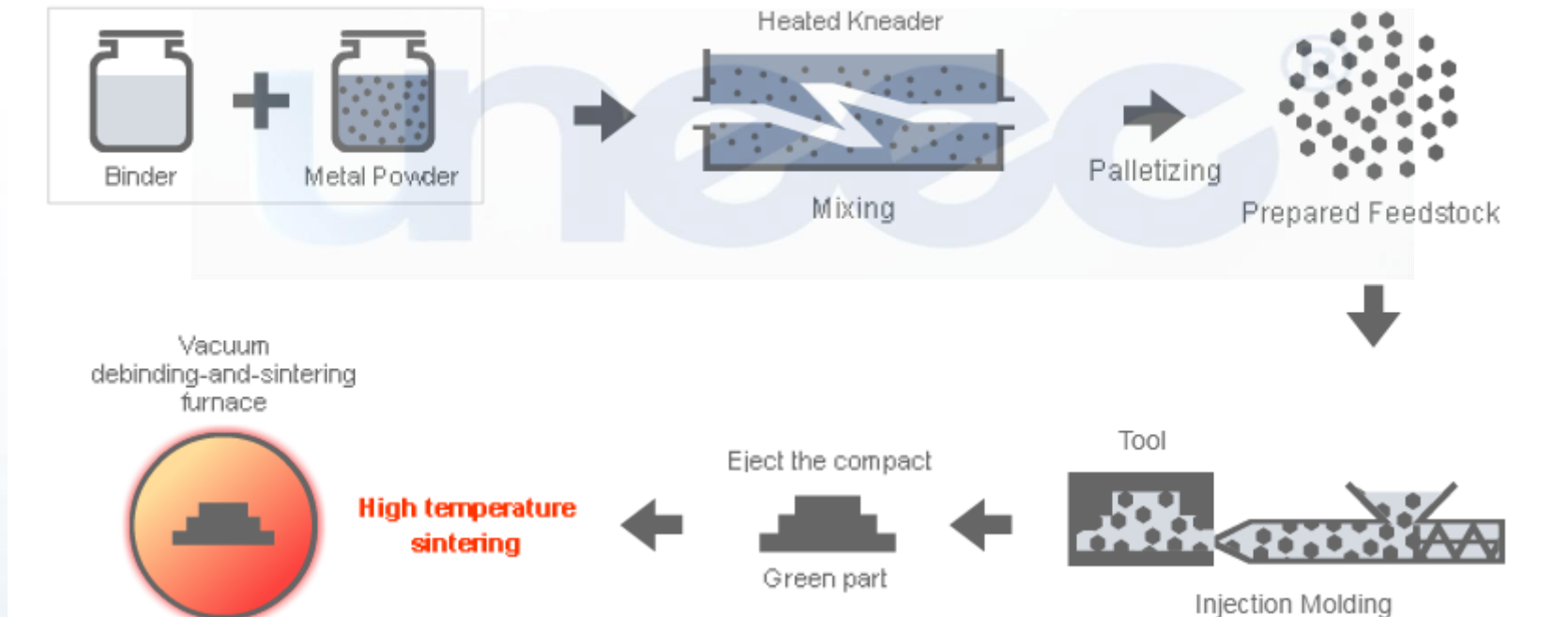
4U - U924



# Products-Handheld Device

## MIM

### ➤ Process

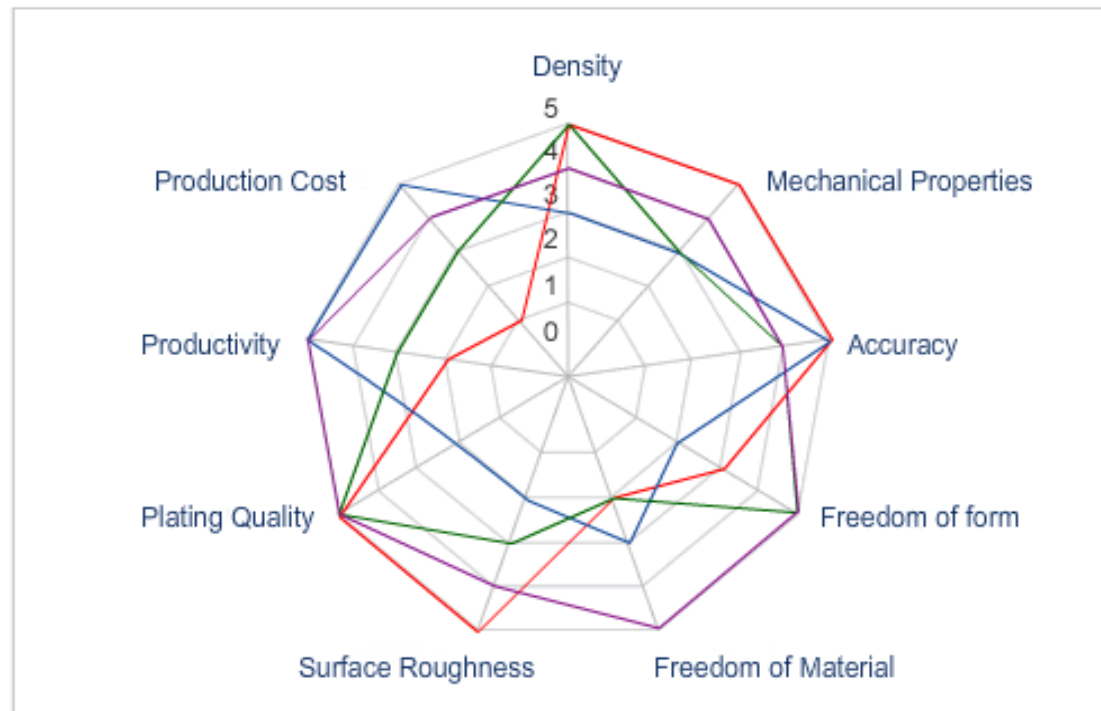


# Products-Handheld Device

## MIM

- The comparison between MIM technique and traditional metal manufacturing technique.

- ▶ Show All
- ▶ Machining
- ▶ Powder Metallurgy
- ▶ Die-Casting
- ▶ MIM



# 3Q/2017 Income Statement

*In NT\$ millions*

	3Q17	%	2Q17	%	QoQ(%)	3Q16	%	YoY(%)
Net sales revenue	\$1,276	100	\$1,180	100	8.1%	\$1,197	100	6.6%
Cost of sales	1,054	83	1,033	87	2.0%	1,002	84	5.2%
Gross profit	222	17	147	13	51.0%	195	16	13.8%
Operating expenses	88	7	80	7	10.0%	94	8	-6.4%
Net operating income	134	10	67	6	100.0%	101	8	32.7%
Non-operating income and expenses :	(5)		3			(7)		
Profit before tax	129	10	70	6	84.3%	94	8	37.2%
Income tax expenses	14	1	13	1	7.7%	15	1	-6.7%
<b>Profit</b>	<b>\$115</b>	<b>9</b>	<b>\$57</b>	<b>5</b>	<b>101.8%</b>	<b>\$79</b>	<b>7</b>	<b>45.6%</b>
Profit belongs to :								
Parent entity	\$111	9	\$46	4	141.3%	\$76	7	46.1%
Non-controlling interests	\$4	1	\$11	1		\$3		
EPS	0.65		0.27		140.7%	0.45		44.4%

# Income Statement

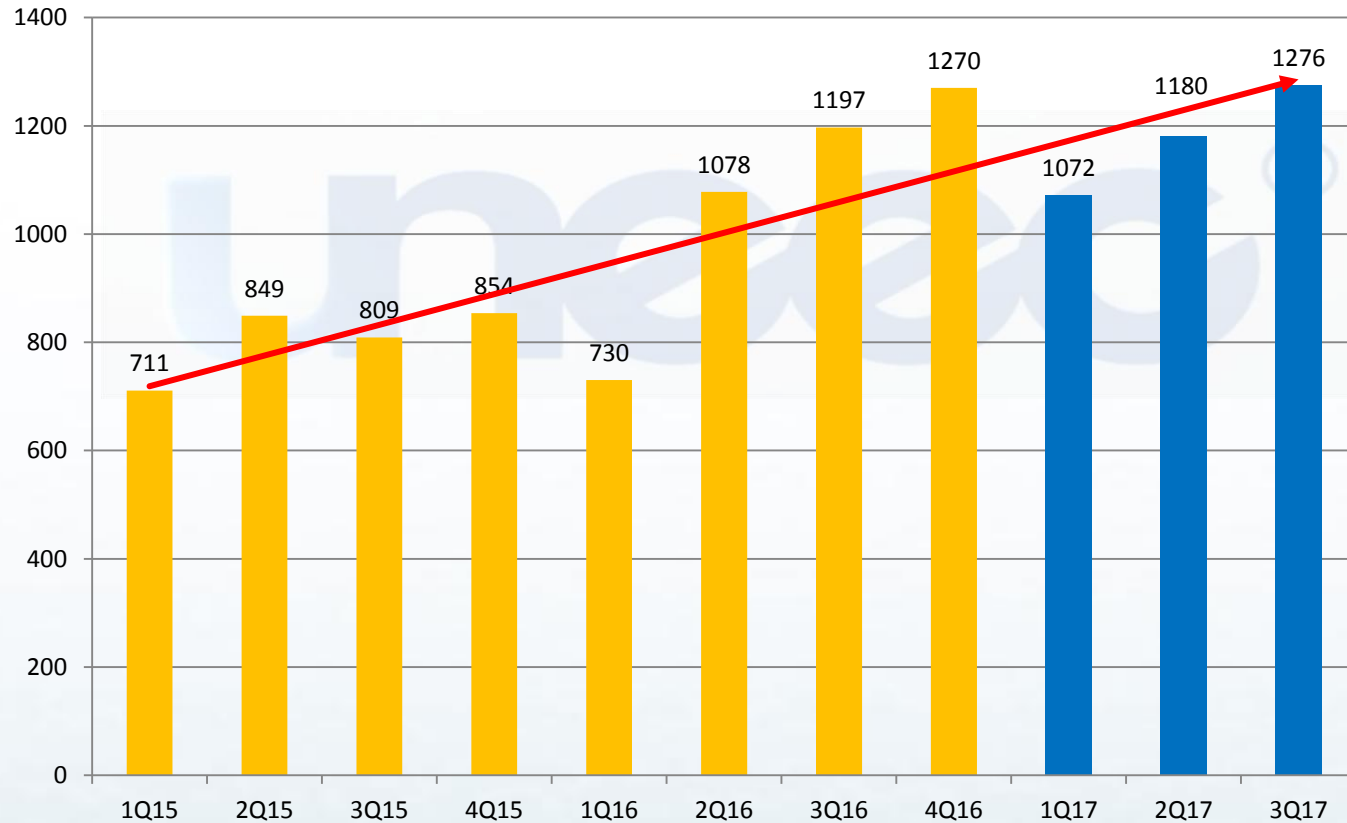
*In NT\$ millions*

	2017.1~9	%	2016.1~9	%	YoY(%)
Net sales revenue	\$3,527	100	\$3,005	100	17.4%
Cost of sales	3,019	86	2,621	87	15.2%
Gross profit	508	14	384	13	32.3%
Operating expenses	247	7	232	8	6.5%
Net operating income	261	7	152	5	71.7%
Non-operating income and expenses :	(34)		(1)		
Profit before tax	227	6	151	5	50.3%
Income tax expenses	28	1	19	1	
<b>Profit</b>	<b>\$199</b>	<b>5</b>	<b>\$132</b>	<b>4</b>	<b>50.8%</b>
Profit belongs to :					
Parent entity	\$167	4	\$91	3	83.5%
Non-controlling interests	\$32	1	\$41	1	
EPS	0.98		0.52		88.5%

# Operating Revenue

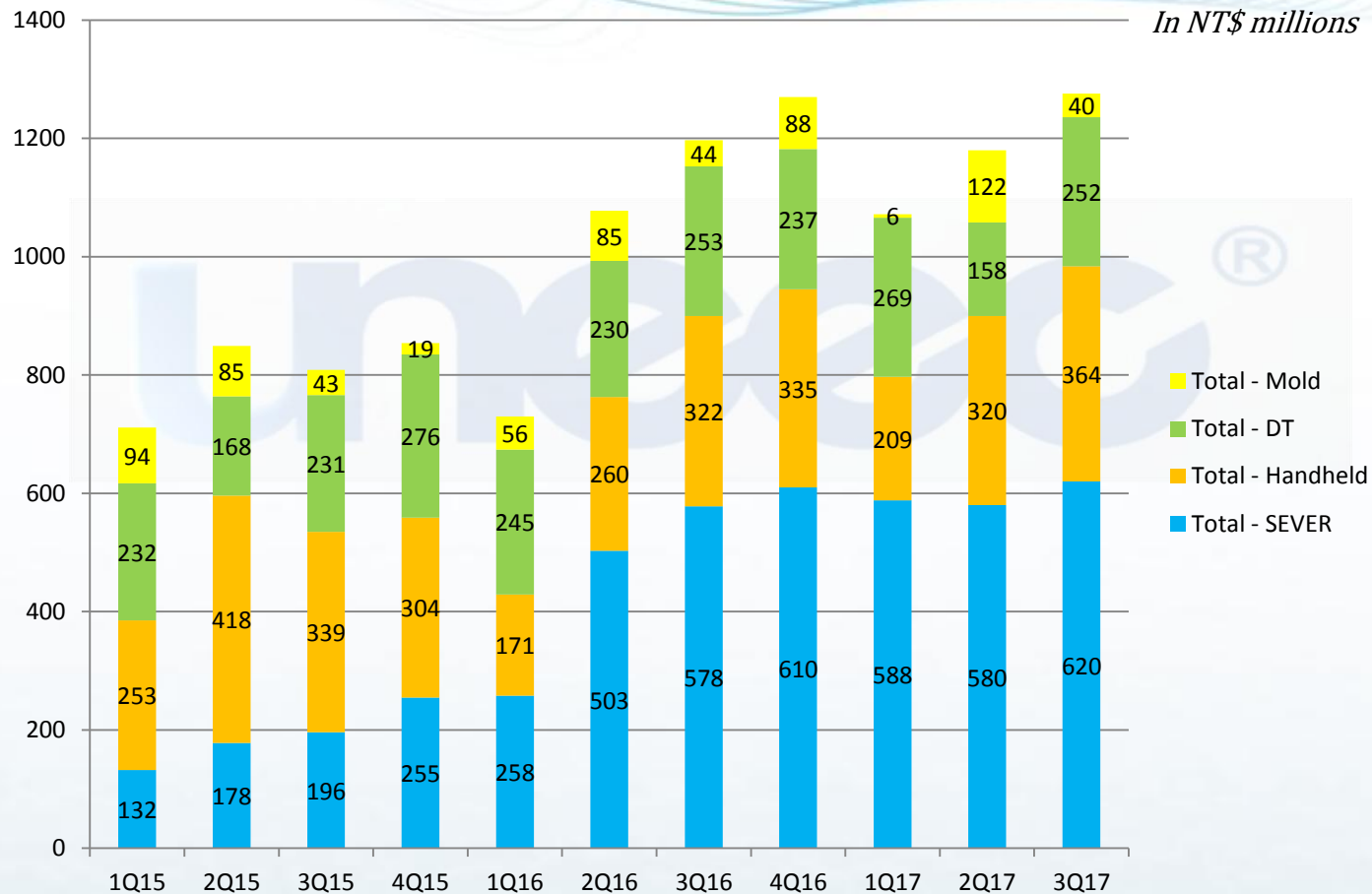
during 2015-2017

*In NT\$ millions*



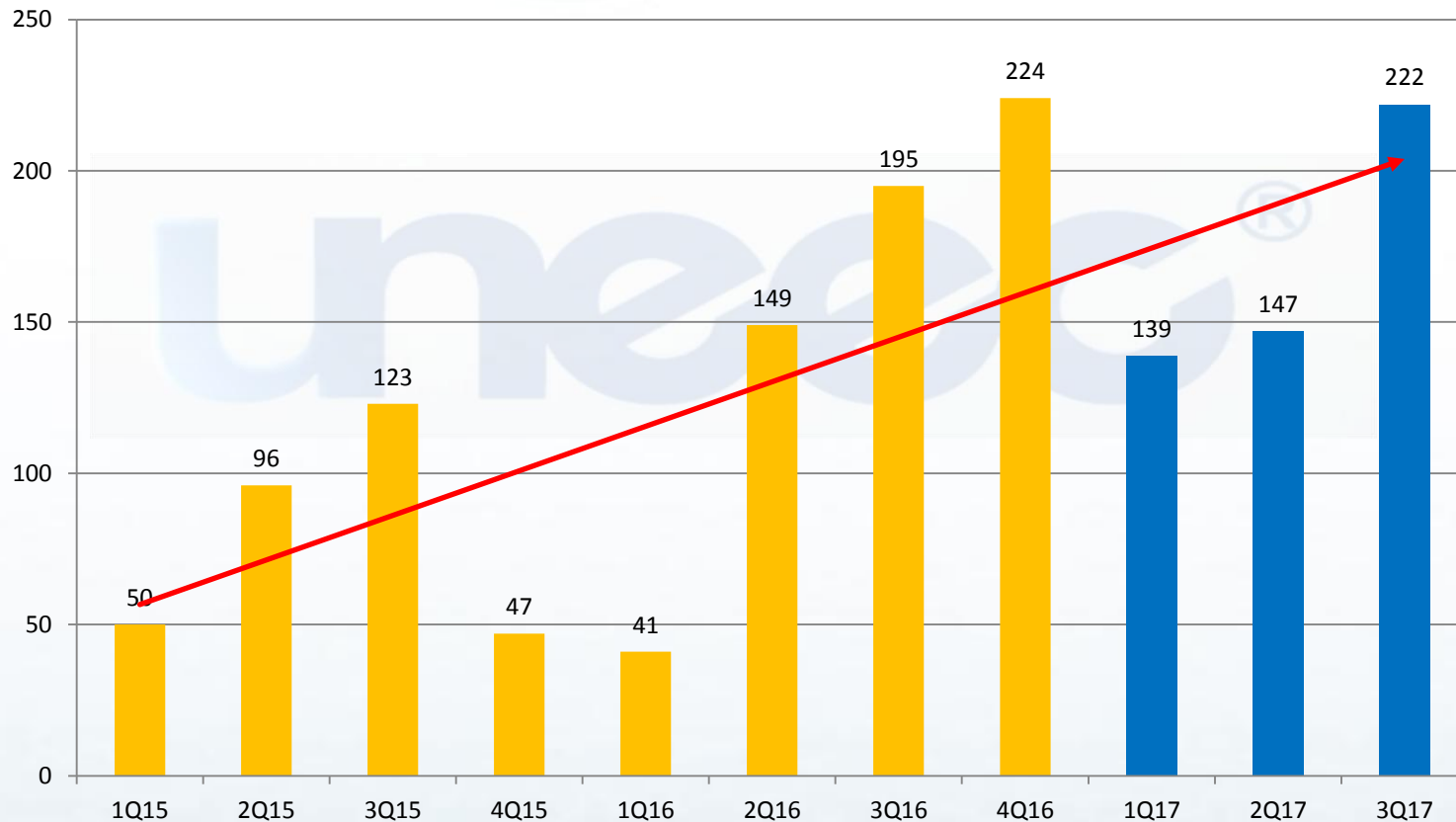
# Operating Revenue by Products

## during 2015-2017



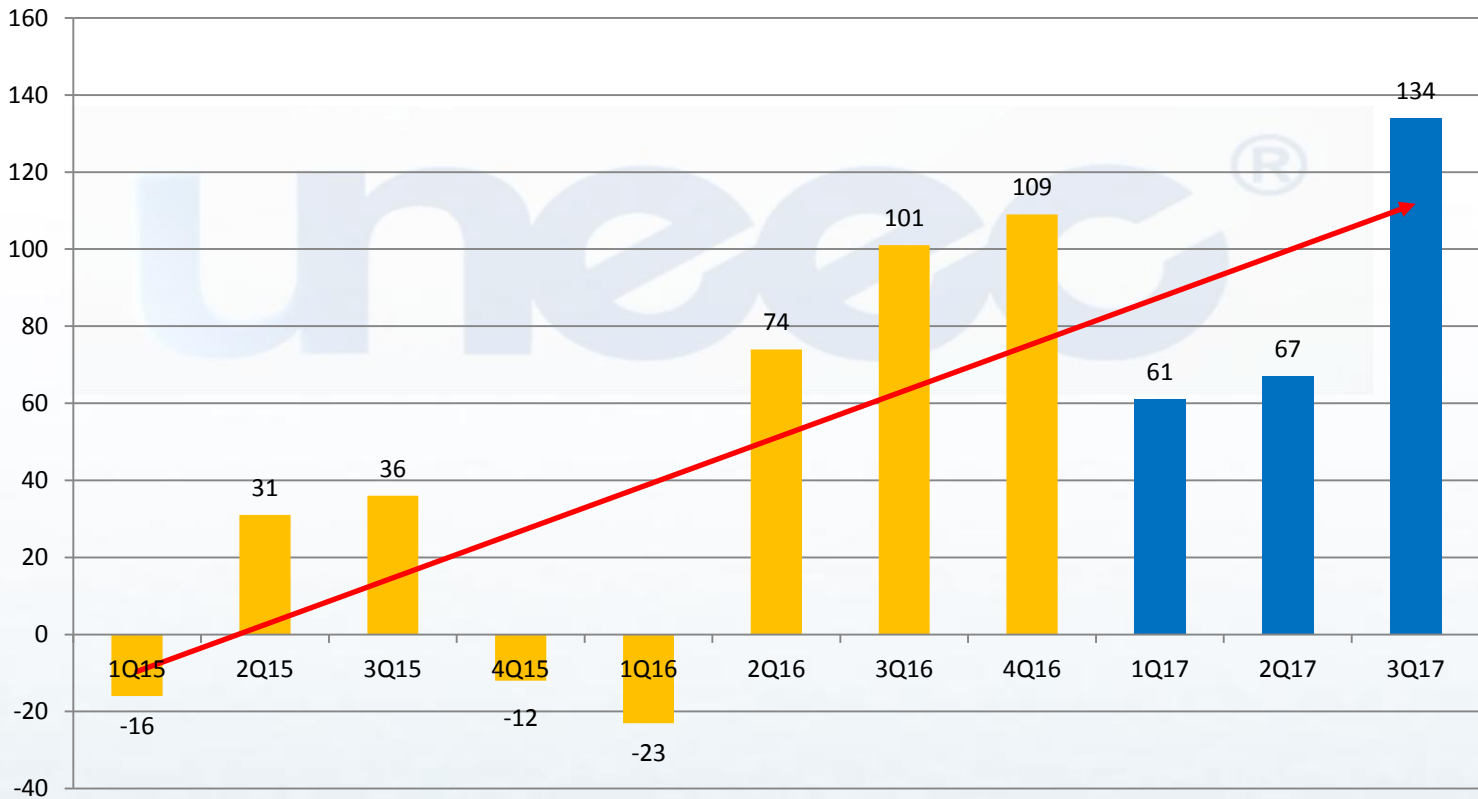
# Gross Profit during 2015-2017

*In NT\$ millions*



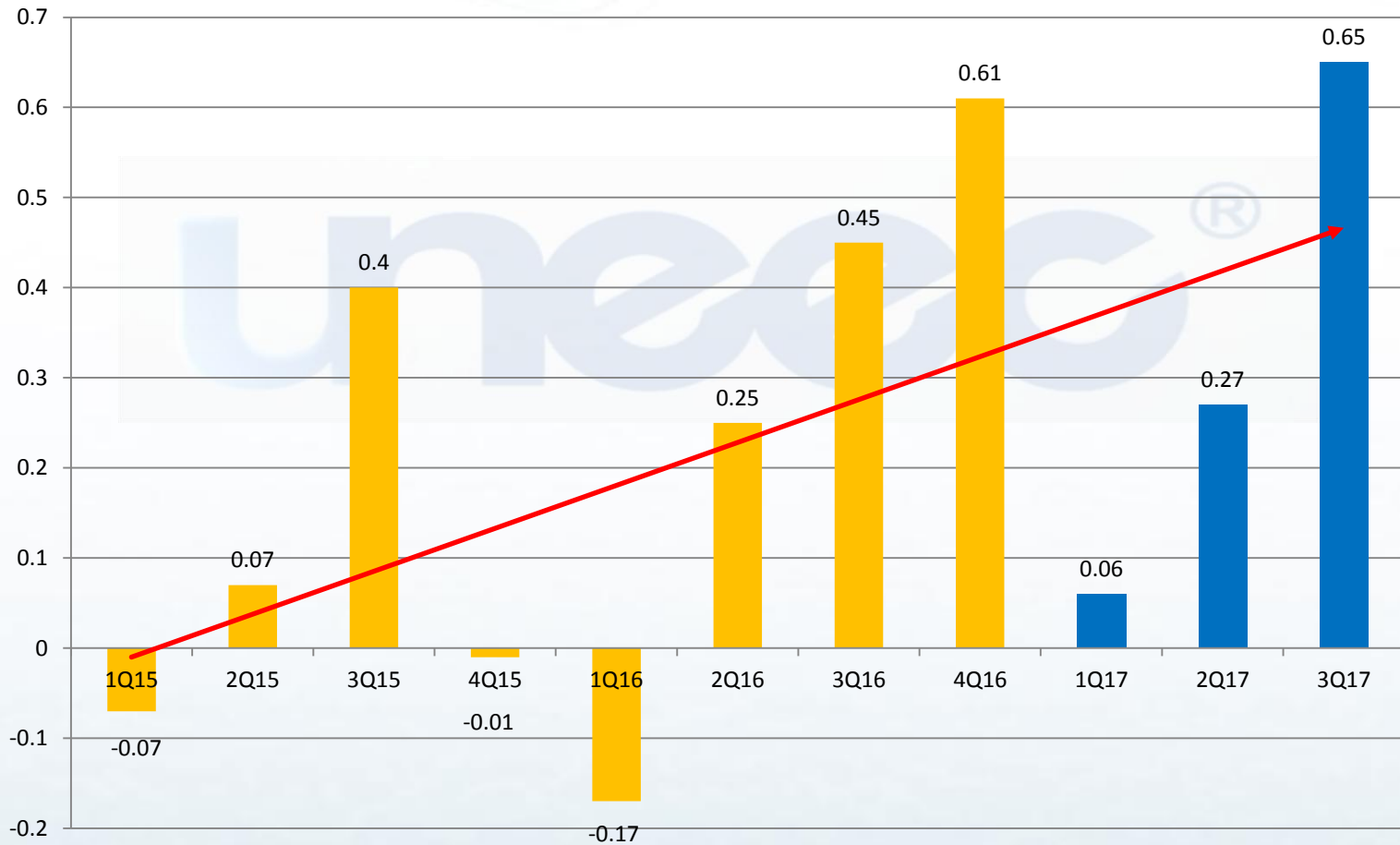
# Operating Profit during 2015-2017

*In NT\$ millions*



# EPS

during 2015-2017



# 3Q/2017 Balance Sheet

*In NT\$ millions*

Assets	2017.09.30		2016.09.30	
	Amount	%	Amount	%
<b>Current assets :</b>				
Cash and cash equivalents	\$347	8%	\$452	11%
Notes and Accounts receivable, net	1,379	34%	1,210	30%
Inventories, net	618	15%	517	13%
Other current financial assets	78	2%	69	2%
<b>Subtotal</b>	<b>2,422</b>	<b>59%</b>	<b>2,248</b>	<b>56%</b>
Property, plant and equipment	1,153	28%	1,191	30%
Other non-current assets	527	13%	559	14%
<b>Total assets</b>	<b>\$4,102</b>	<b>100%</b>	<b>\$3,998</b>	<b>100%</b>
<b>Current liabilities</b>				
Short-term loans	\$150	4%	\$180	5%
Notes and Accounts payable	808	20%	683	17%
Other current liabilities	338	8%	364	9%
<b>Subtotal</b>	<b>1,296</b>	<b>32%</b>	<b>1,227</b>	<b>31%</b>
<b>Non-Current liabilities</b>				
Long-term loans	217	5%	265	7%
Other non-current liabilities	14	0%	15	0%
<b>Total liabilities</b>	<b>1,527</b>	<b>37%</b>	<b>1,507</b>	<b>38%</b>
<b>Total equity</b>	<b>\$2,575</b>	<b>63%</b>	<b>2,493</b>	<b>62%</b>
AR turnover days	98		89	
Inventory turnover days	57		53	
Current ratio	187%		183%	
Debt ratio	37%		38%	

# 3Q/2017 Statements of Cash Flows

*In NT\$ millions*

	3Q 17	3Q 16
<b>Cash flows from (used in) operating activities</b>	<b>144</b>	<b>464</b>
Profit before tax	227	151
Depreciation expense	152	212
Decrease (increase) in notes receivable	(216)	53
Decrease in inventories	12	67
Decrease (increase) in inventories	(1)	11
Other	(30)	(30)
<b>Cash flows from (used in) investing activities</b>	<b>(292)</b>	<b>(116)</b>
Acquisition of property, plant and equipment	(119)	(125)
Acquisition of subsidiary (After deducting the cash received)	(153)	36
Others	(20)	(27)
<b>Cash flows from (used in) financing activities</b>	<b>(103)</b>	<b>(198)</b>
Increase in short-term loans	10	30
Decrease in other borrowings	(21)	(51)
Payments to acquire treasury shares	-	(118)
Cash dividends paid	(85)	(53)
Others	(7)	(6)
Net increase (decrease) in cash and cash equivalents	(251)	150
Effect of exchange rate changes on cash and cash equivalents	(7)	(31)
Cash and cash equivalents at beginning of period	605	333
<b>Cash and cash equivalents at end of period</b>	<b>347</b>	<b>452</b>

# Business Prospect

- ※ Steady growth of operating income.
- ※ Strengthen the profitable portfolio.®
- ※ Optimization of intelligent manufacturing.
- ※ Enhancement of corporate social responsibility and corporate governance.



**THANK YOU**

Better life through creative innovations

**Q & A**

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