



SINBON

2019 Q3 RESULTS & PROSPECTS

Prepared by Finance Department
2019/10

Safe Harbor Notice

This presentation contains forward looking statements and is subject to significant risks and uncertainties.

Actual results may differ materially from those in the forward looking statements.

SINBON AT A GLANCE

Solution Provider

As an integrated **SOLUTION PROVIDER** in the “**MAGIC**” industries, it’s our mission to create increasing value through continuous development on technologies and services to our customers worldwide.

Listed on Taiwan Stock Exchange (Code # 3023)



30_y

Founded in 1989



500[↑]

2018 Revenue
USD million



4000[↑]

Worldwide employees



6

Factories
in Asia, Europe, America



20[↑]

Global service sites



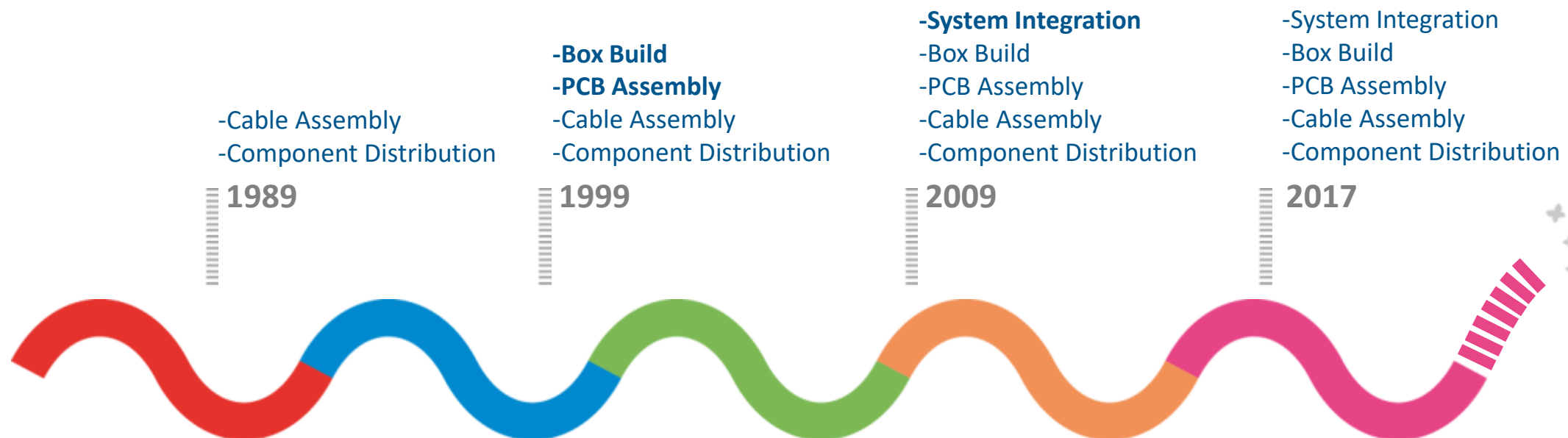
100[↑]

Branded customers

NEVER STOP INNOVATING

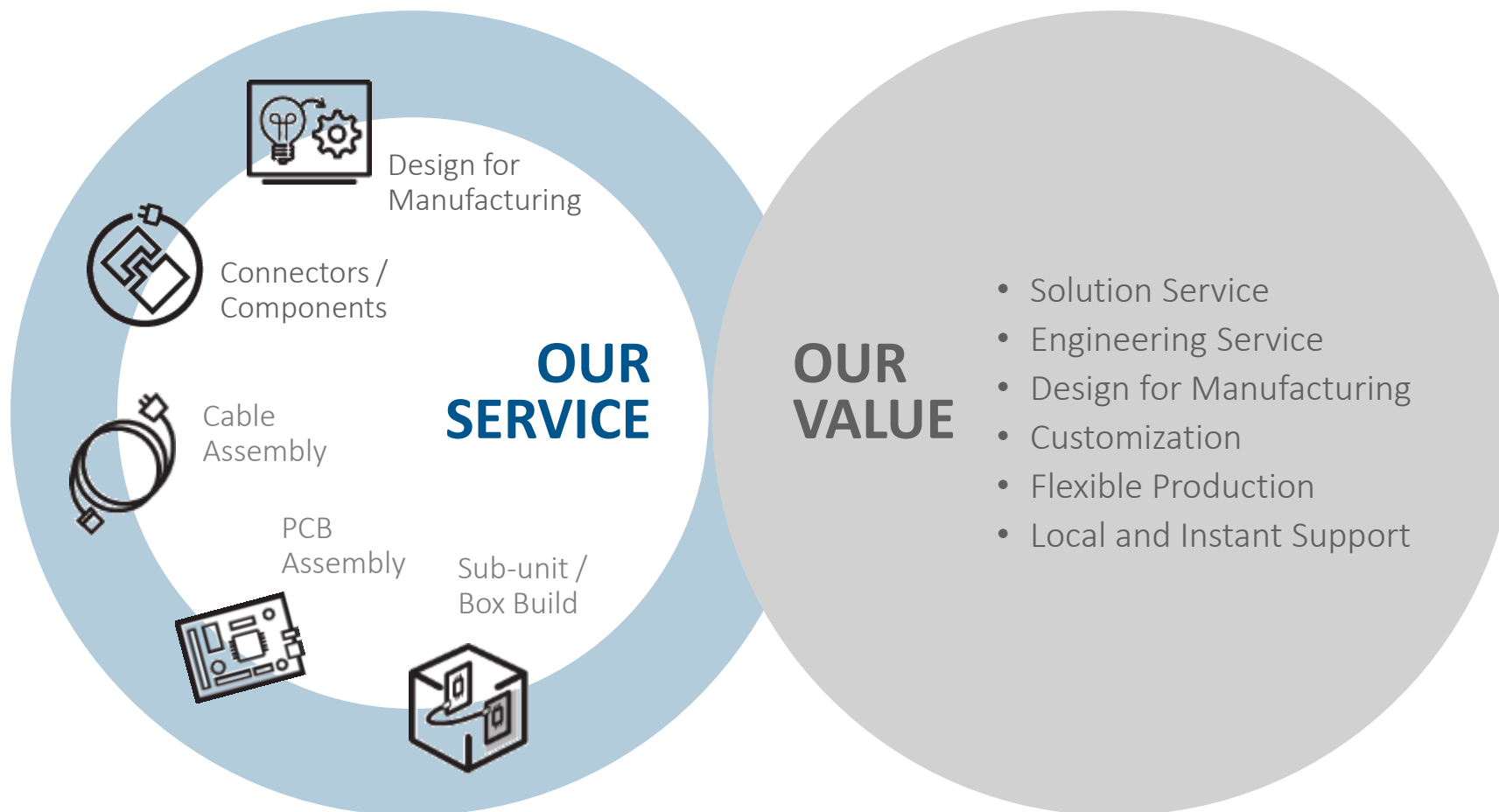
Milestone

do the **MAGIC+**



CREATE VALUE TO CUSTOMER

Value-added Solution



do the **MAGIC+**

MAKE CABLE INVINCIBLE

Cable Assembly

OUR
CABLE
CAN



Swim
Waterproof



Fire walk
Flame-retardant



Sunbathe
UV resistant



Dip into oil
Oil resistant



Be stepped
Rugged



Be smart
Integrated with PCBA

CAPABILITY
& STRENGTH

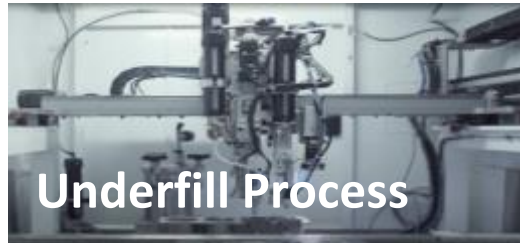
- Soldering : 16 AWG - 44 AWG wire
- Crimping : 4/0 AWG - 34 AWG wire / Max:240 mm²
- Molding : PE / PVC / TPE / ABS / TPO / PU / TPU

- Excellent at over molding and low pressure molding
- Multiple wires or cables assembled together
- Sourcing and verification of alternative materials
- Automated processes

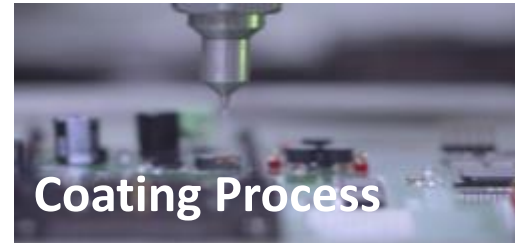
BE SMART THAN JUST A CABLE

PCB Assembly

FEATURES



- DIP and SMT process capability
- Single sided, double sided
- BGA rework station
- Lean production
- SMT Error Prevention System (EPS)
- Includes **ICT, AOI, J-TAG, SPI**, and other regular tests



- PCB size : 50x50mm~460x510mm
- Chip size : QFP, BGA, μ BGA, CSP (Max.:100*100mm)
- Chip dimensions: 0201 (inch)
- Mounting accuracy: ± 0.035 mm ~ 0.08 mm/chip (Cpk ≥ 1.33)

DESIGN FOR MANUFACTURING

Box Build

Electronic Engineering

Power management / Interface data transmission / Remote side charging function / Board level design / Radio frequency technology

Firmware Capabilities

MCU firmware design / Device driver / OS porting / Boot loader development

Software Capabilities

AP design (PC / mobile) / Web service design / Data base design

Mechanical Design

ME customized design / Tooling services / ID customized design / 3D modeling

Auto Test

Test AP design / Real time data display / Fixture design

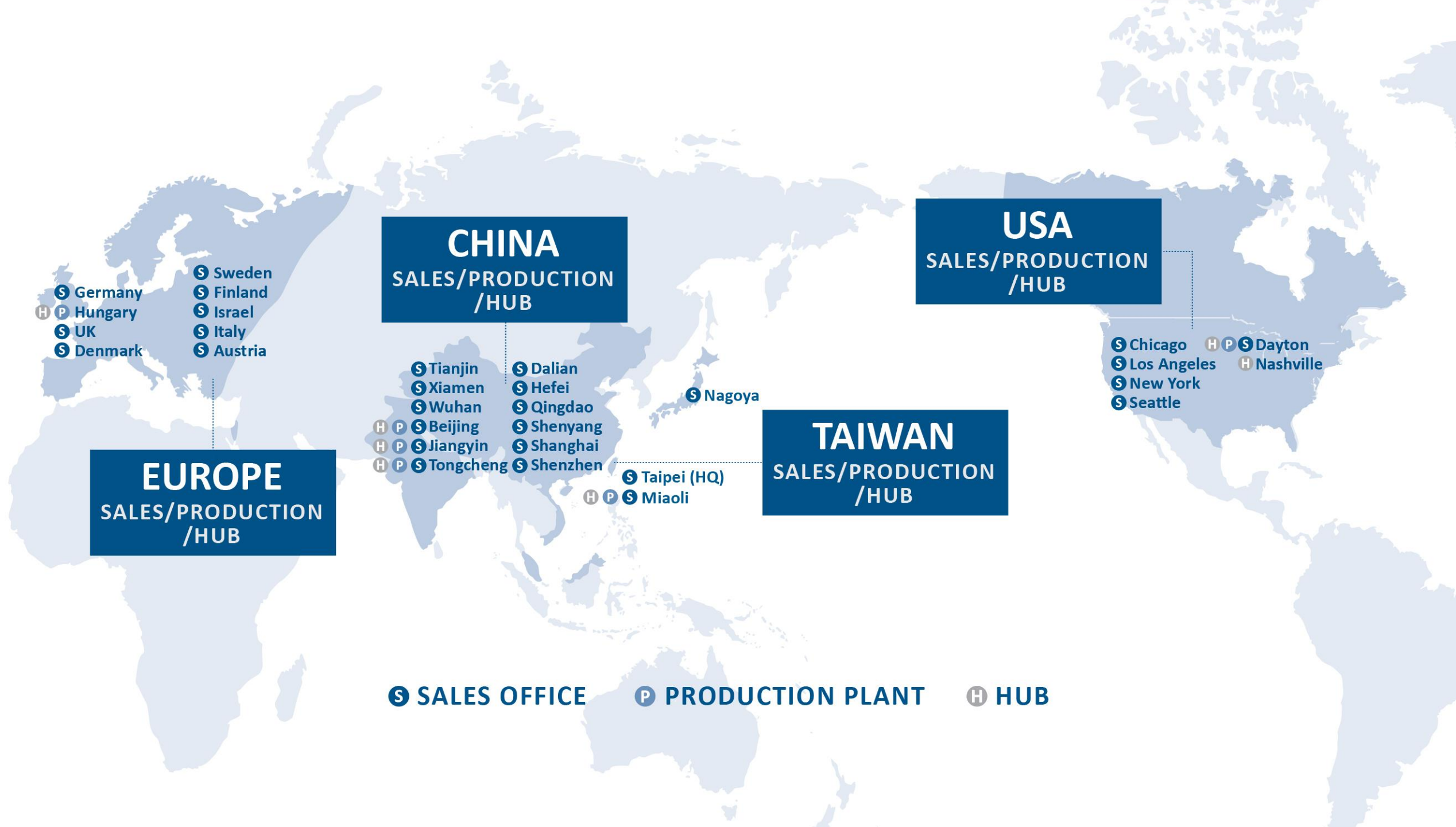
Design Quality Engineering

Function validation / Reliability validation / EMC / Safety validation





Global Service Network



S SALES OFFICE **P** PRODUCTION PLANT **H** HUB

MIAOLI FACTORY

Taiwan



FEATURES

Cable assembly
PCB assembly
High mix low volume
Clean room

AVAILABLE SPACE

7,262 m²

MANPOWER

>300

STANDARD COMPLIANCE

AS 9100
GMP
IECQ
IPC-610, Class 2
IPC-620, Class 2
ISO 9001
ISO 14001
ISO 14064-1
OHSAS 18001
SA 8000
TS 16949
UL



TATABÁNYA FACTORY

Hungary



TATABÁNYA

FEATURES

Fiber optic cable assembly
Copper cable assembly
High mix low volume
High volume

AVAILABLE SPACE

4,600 m²

MANPOWER

>200

STANDARD COMPLIANCE

ISO 9001
ISO 14001
IPC-620, class 2
ISO 26000 (In preparation)
TS 16949 (In preparation)

A stylized map of the United States is shown on the left side of the slide. The state of Ohio is highlighted in a solid dark blue color. The word "DAYTON" is written in large, light gray, sans-serif capital letters across the middle of the Ohio map.

DAYTON FACTORY

USA

DAYTON

FEATURES

Cable assembly
PCB assembly
Ball grid array assembly
Hybrid assembly
Value-added service

AVAILABLE SPACE

4,645 m²

MANPOWER

>90

STANDARD COMPLIANCE

ISO 9001
IPC-610, class 2
IPC-620, class 2
ISO 13485 (In preparation)

BEIJING FACTORY

China



FEATURES

Cable assembly
PCB assembly
Box build
HV cable lab
High mix low volume

AVAILABLE SPACE

9,915 m²

MANPOWER

>600

STANDARD COMPLIANCE

Green Partner (Sony)
IPC-610, Class 2
IPC-620, Class 2
ISO 9001
ISO 13485
ISO 14001
OHSAS 18001
UL

JIANGYIN FACTORY

China



JIANGYIN

FEATURES

Cable assembly
PCB assembly
Box build
Raw cable factory
Tooling center
Laboratory
High mix low volume
High volume low mix

AVAILABLE SPACE

Factory I – 13,000 m²
Factory II – 21,450 m²
Factory III – 2,000 m²

MANPOWER

>2,300

STANDARD COMPLIANCE

AS 9100
Eco-Partner
FDA
Green Partner
IPC-610, Class 2
IPC-620, Class 2
ISO 9001
ISO 14001
ISO 13485
MedAccred
TS 16949
UL



TONGCHENG FACTORY

China



FEATURES

Cable assembly
Tooling center
Laboratory

AVAILABLE SPACE

6,000 m²

MANPOWER

>400

STANDARD COMPLIANCE

EICC
Green Partner (Canon)
ISO 9001
ISO14001
TS 16949
UL



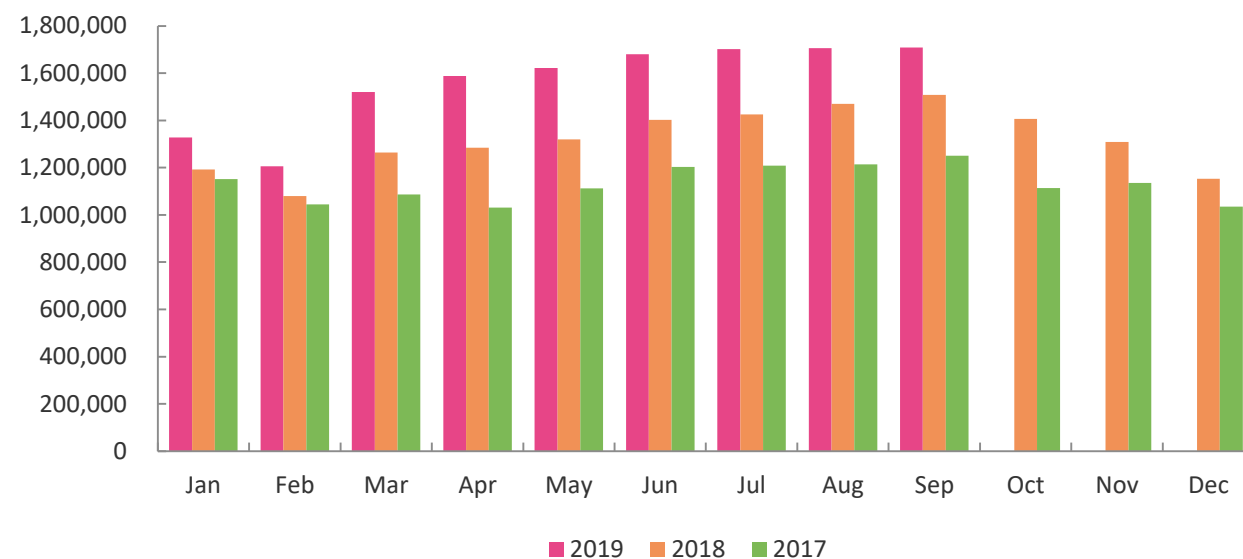
Financial Focus

MONTHLY REVENUE

Non-audited and Consolidated

(Expressed in Thousands of NTD)

	2019	2018	2017	2016
Jan	1,327,632	1,192,179	1,151,241	1,237,837
Feb	1,206,314	1,080,475	1,044,775	1,010,416
Mar	1,520,619	1,263,544	1,086,436	1,118,070
Apr	1,588,031	1,284,709	1,031,539	1,142,696
May	1,621,820	1,320,190	1,112,308	1,156,504
Jun	1,680,489	1,402,581	1,203,510	1,167,868
Jul	1,701,798	1,425,256	1,208,239	1,069,748
Aug	1,706,013	1,470,550	1,214,617	1,088,207
Sep	1,708,535	1,507,963	1,250,674	1,102,747
Oct		1,406,590	1,113,106	1,047,481
Nov		1,308,573	1,135,489	1,054,954
Dec		1,152,609	1,035,184	1,019,057
Total	14,061,251	15,815,219	13,587,118	13,215,585



LAST 5 YEARS RESULT HIGHLIGHT

Audited

(Expressed in Thousands of NTD)	2018 Consolidated	2017 Consolidated	2016 Consolidated	2015 Consolidated	2014 Consolidated
Net Sales	15,645,253	13,061,439	12,925,843	12,111,258	11,642,719
YOY(%)	19.78%	1.05%	6.73%	4.02%	10.30%
COGS	(11,725,308)	(9,781,088)	(9,716,741)	(9,389,101)	(9,112,319)
Gross Profit	3,919,945	3,280,351	3,209,102	2,722,157	2,530,400
Gross Profit(%)	25.06%	25.11%	24.83%	22.48%	21.73%
Operating Expenses	(2,288,256)	(1,887,205)	(1,790,898)	(1,655,368)	(1,579,810)
Operation Income	1,631,689	1,393,146	1,418,204	1,066,789	950,590
Operaion Profit(%)	10.43%	10.67%	10.97%	8.81%	8.16%
Net Non-operating P/L	288,379	226,398	178,840	303,220	92,932
Income before Taxes	1,920,068	1,619,544	1,597,044	1,370,009	1,043,522
Income Taxes	(548,539)	(395,456)	(435,309)	(415,906)	(268,575)
Less: Minority Interests	(41,948)	(2,383)	4,349	(16,092)	(18,805)
Net Income	1,413,477	1,226,471	1,157,386	970,195	793,752
Net Profit(%)	9.03%	9.39%	8.95%	8.01%	6.82%
Outstanding Shares('000)	225,727	225,416	225,416	214,224	207,671
Basic EPS(NTD)	6.26	5.44	5.15	4.53	3.82
Equities	6,572,643	6,084,637	5,732,732	5,583,341	5,019,057
ROE(%)	21.51%	20.16%	20.19%	17.38%	15.81%

LAST 5 QUARTERS RESULT HIGHLIGHT

Audited or Reviewed

(Expressed in Thousands of NTD)	Q3'19	Q2'19	Q1'19	Q4'18	Q3'18
Net Sales	5,032,980	4,830,758	4,009,043	3,825,621	4,392,642
Gross Profit	1,284,327	1,241,410	1,031,046	979,029	1,095,676
Gross Profit %	25.52%	25.70%	25.72%	25.59%	24.94%
Operation Income	572,240	582,415	435,040	394,304	550,343
Non-operating Income	155,779	122,312	61,925	33,880	99,729
Non-operating Expenses	(12,605)	(30,688)	(16,311)	(30,041)	(10,420)
Income before Taxes	715,414	674,039	480,654	398,143	639,652
Income Taxes	(167,303)	(166,153)	(130,687)	(188,221)	(169,079)
Minority Interests	(2,431)	(1,712)	(14,902)	(17,998)	(9,547)
Net Income	550,542	509,598	364,869	227,920	480,120
Net Profit %	10.94%	10.55%	9.10%	5.96%	10.93%
EPS (in NT Dollars)	2.38	2.23	1.60	1.00	2.13
Stockholders' Equity	7,285,176	6,686,917	7,230,481	6,572,643	6,252,007
ROE (by quarterly)	7.56%	7.62%	5.05%	3.47%	7.68%

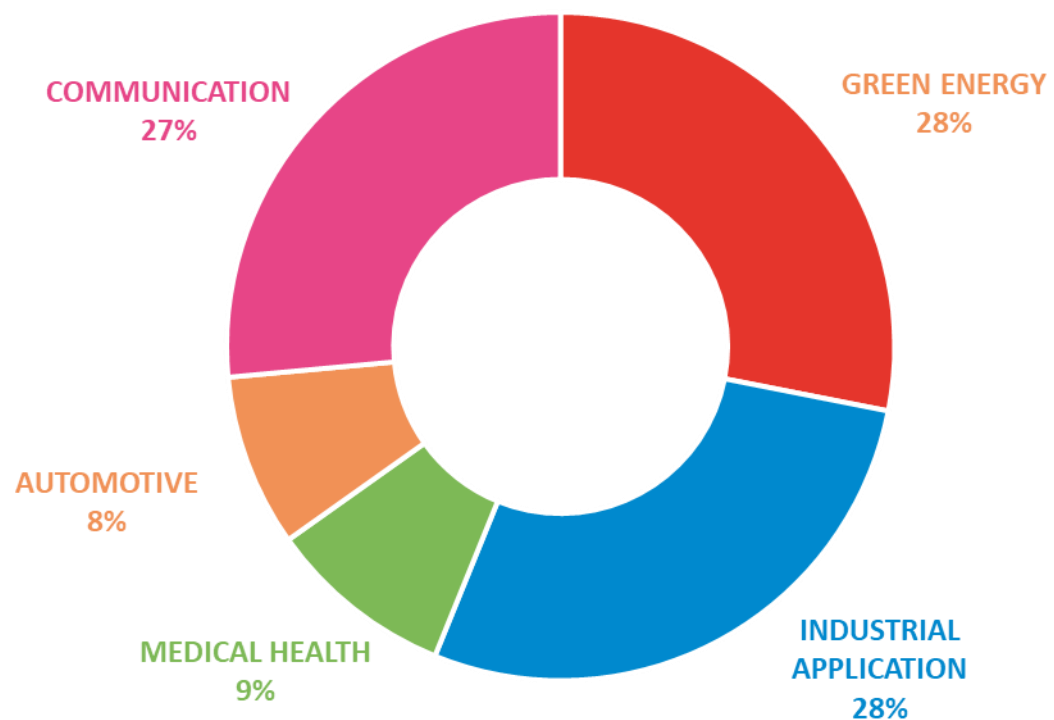
REVENUES BY MARKET SEGMENT (QUARTERLY)

(Expressed in Thousands of NTD)

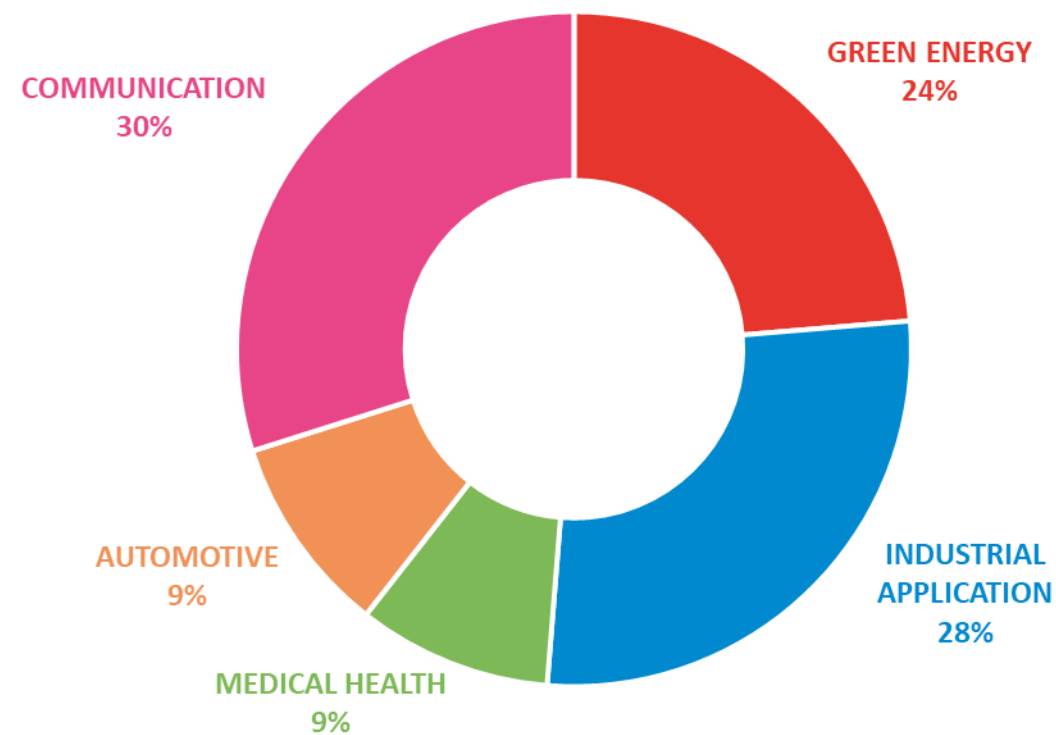
Industry	2019 Q3	2018 Q3	Increase (Decrease)	%
GREEN ENERGY	3,897,392	2,797,283	1,100,109	39%
INDUSTRIAL APPLICATION	3,891,358	3,262,890	628,468	19%
MEDICAL HEALTH	1,253,146	1,099,200	153,946	14%
AUTOMOTIVE	1,158,313	1,128,144	30,169	3%
COMMUNICATION	3,672,572	3,532,115	140,457	4%
Total	13,872,781	11,819,632	2,053,149	17%

PERCENTAGE OF REVENUES BY MARKET SEGMENT

2019 Q3



2018 Q3



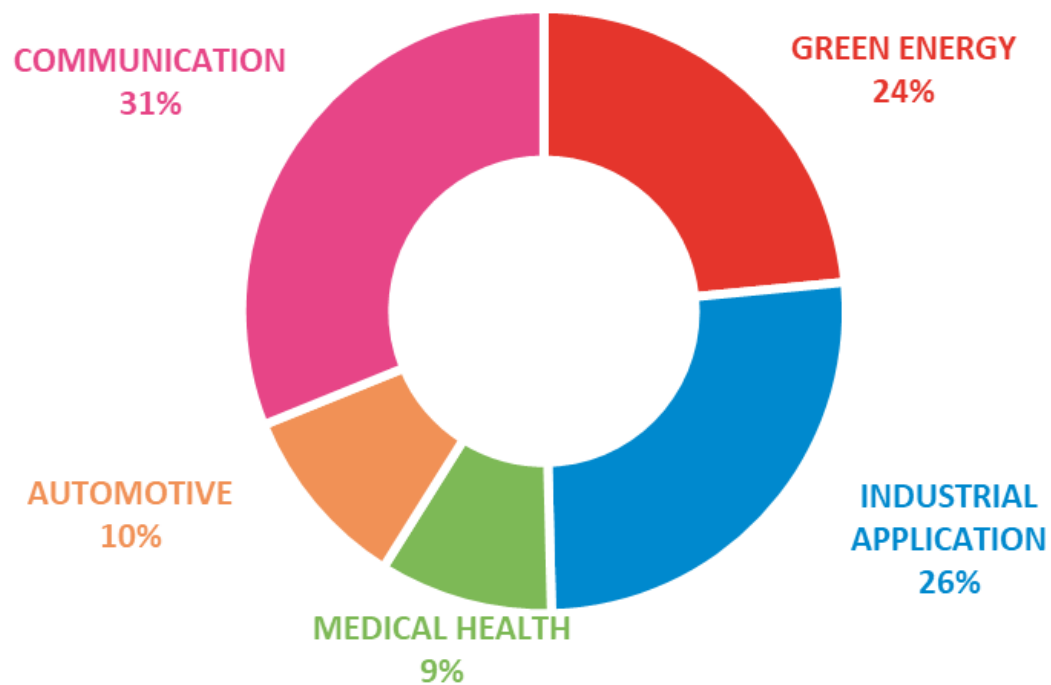
REVENUES BY MARKET SEGMENT (YEARLY)

(Expressed in Thousands of NTD)

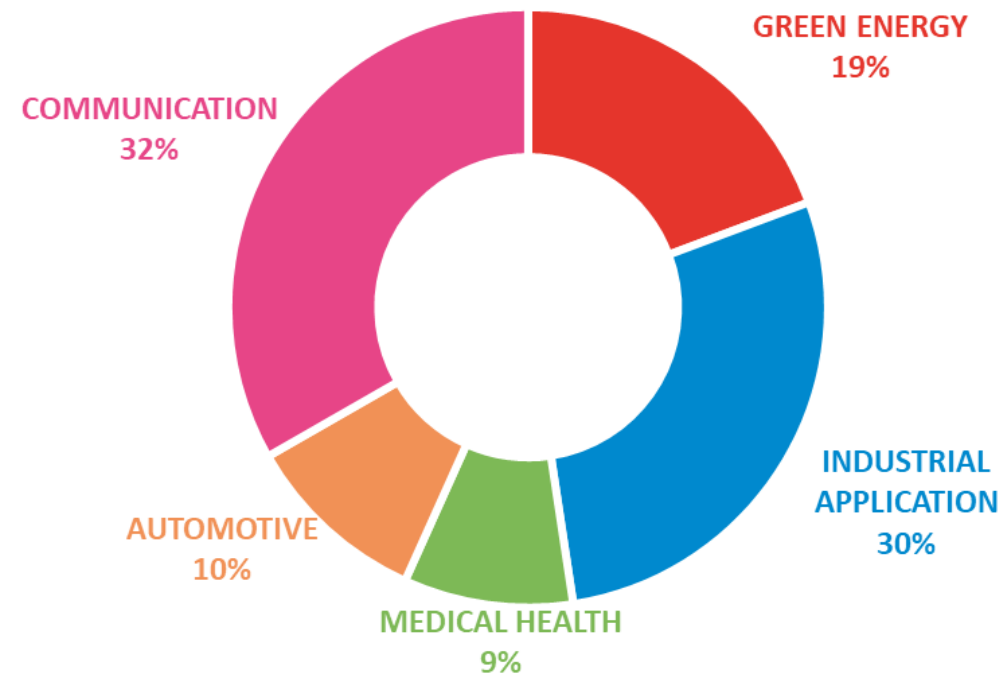
Industry	2018	2017	Increase (Decrease)	%
GREEN ENERGY	3,672,134	2,522,430	1,149,704	46%
INDUSTRIAL APPLICATION	4,088,135	3,693,855	394,280	11%
MEDICAL HEALTH	1,457,058	1,195,107	261,951	22%
AUTOMOTIVE	1,557,368	1,304,426	252,942	19%
COMMUNICATION	4,870,558	4,345,621	524,937	12%
Total	15,645,253	13,061,439	2,583,814	20%

PERCENTAGE OF REVENUES BY MARKET SEGMENT

2018



2017



FINANCIAL RATIO

Ratio	2013	2014	2015	2016	2017	2018	2019 Q1-Q3
Debt Ratio	50.42%	51.52%	49.27%	47.85%	49.71%	52.14%	52.23%
Long-term Funds to Property, Plant and Equipment Ratio	321.56%	349.93%	397.86%	432.88%	474.09%	389.43%	378.04%
Current Ratio	164.03%	165.75%	166.75%	174.54%	177.53%	162.74%	161.46%
Quick Ratio	123.72%	121.24%	122.32%	130.90%	125.04%	108.69%	111.99%
Times Interest Earned Ratio	24.39	26.71	36.81	57.74	55.41	45.27	30.05
A/R Turnover	3.59	3.76	3.94	4.14	3.85	3.88	3.58
A/P Turnover	4.77	4.52	5.01	4.91	4.92	4.67	4.37
Inventory Turnover	4.96	4.93	4.57	4.38	4.08	3.77	3.84
Property, Plant and Equipment Turnover	6.69	7.53	8.03	9.08	8.79	8.44	8.88
Total Assets Turnover	1.12	1.17	1.09	1.16	1.04	1.10	1.17
ROA	7.00%	8.14%	9.13%	10.68%	10.69%	9.95%	9.50%
ROE	13.88%	15.92%	17.80%	20.35%	20.27%	20.80%	20.57%
Profit before Tax to Capital	41.75%	50.25%	62.95%	70.85%	71.85%	85.06%	82.20%
Net Profit Rate	5.76%	6.66%	7.88%	8.99%	9.39%	9.03%	10.27%
Basic EPS (NT\$)	3.20	3.82	4.53	5.15	5.44	6.26	6.22

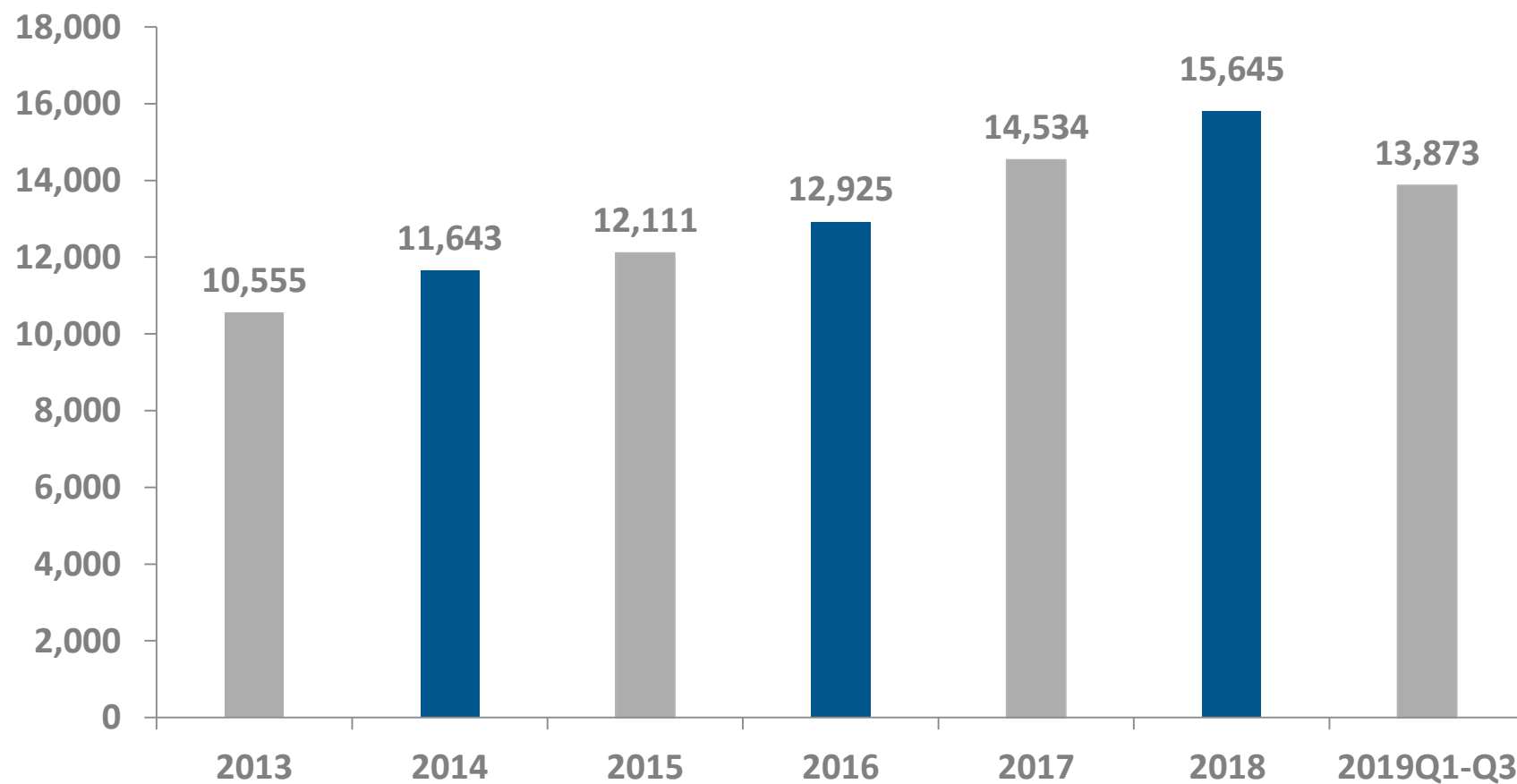


Financial Records

REVENUE

2013-2019Q3

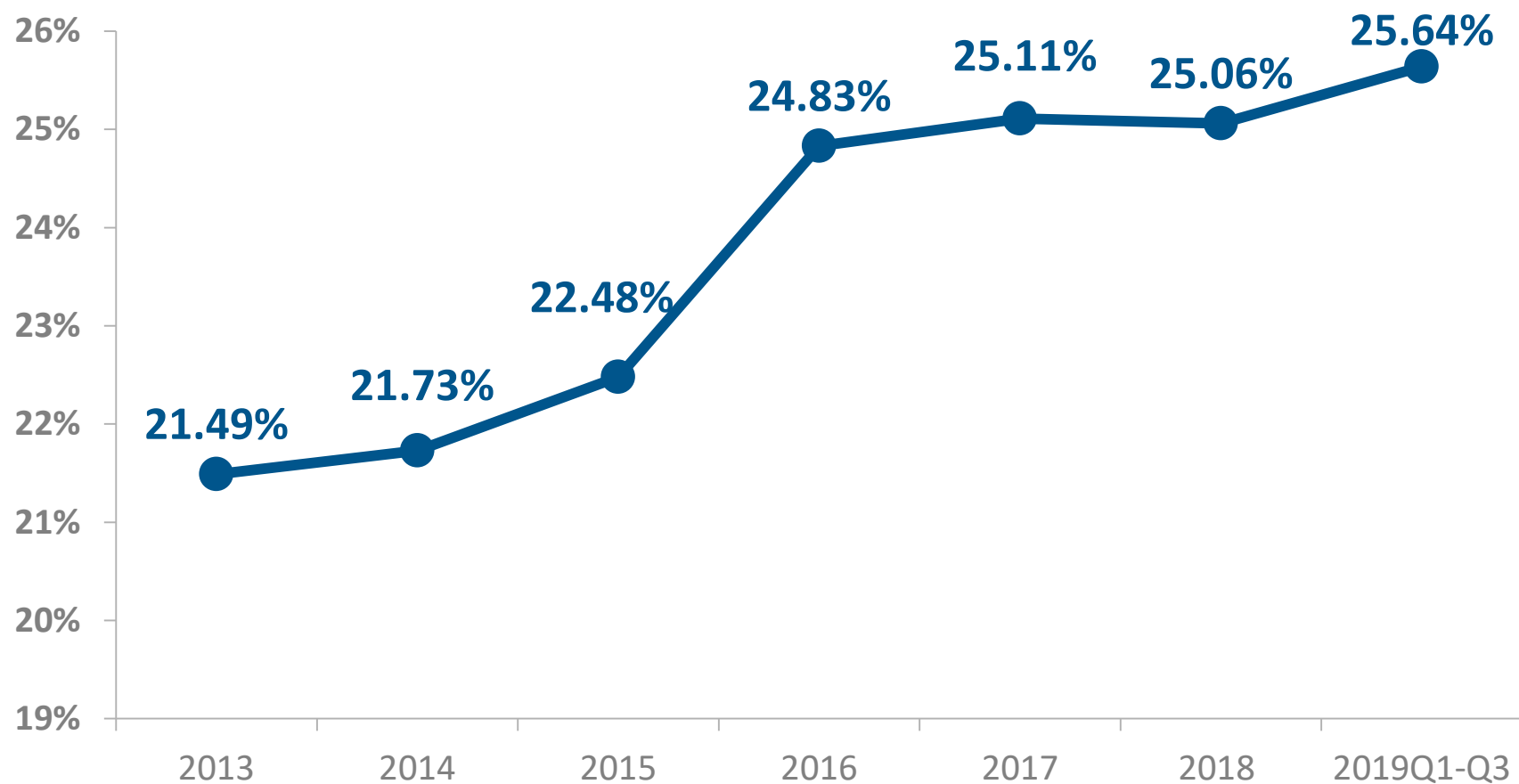
NTD Million



GROSS PROFIT

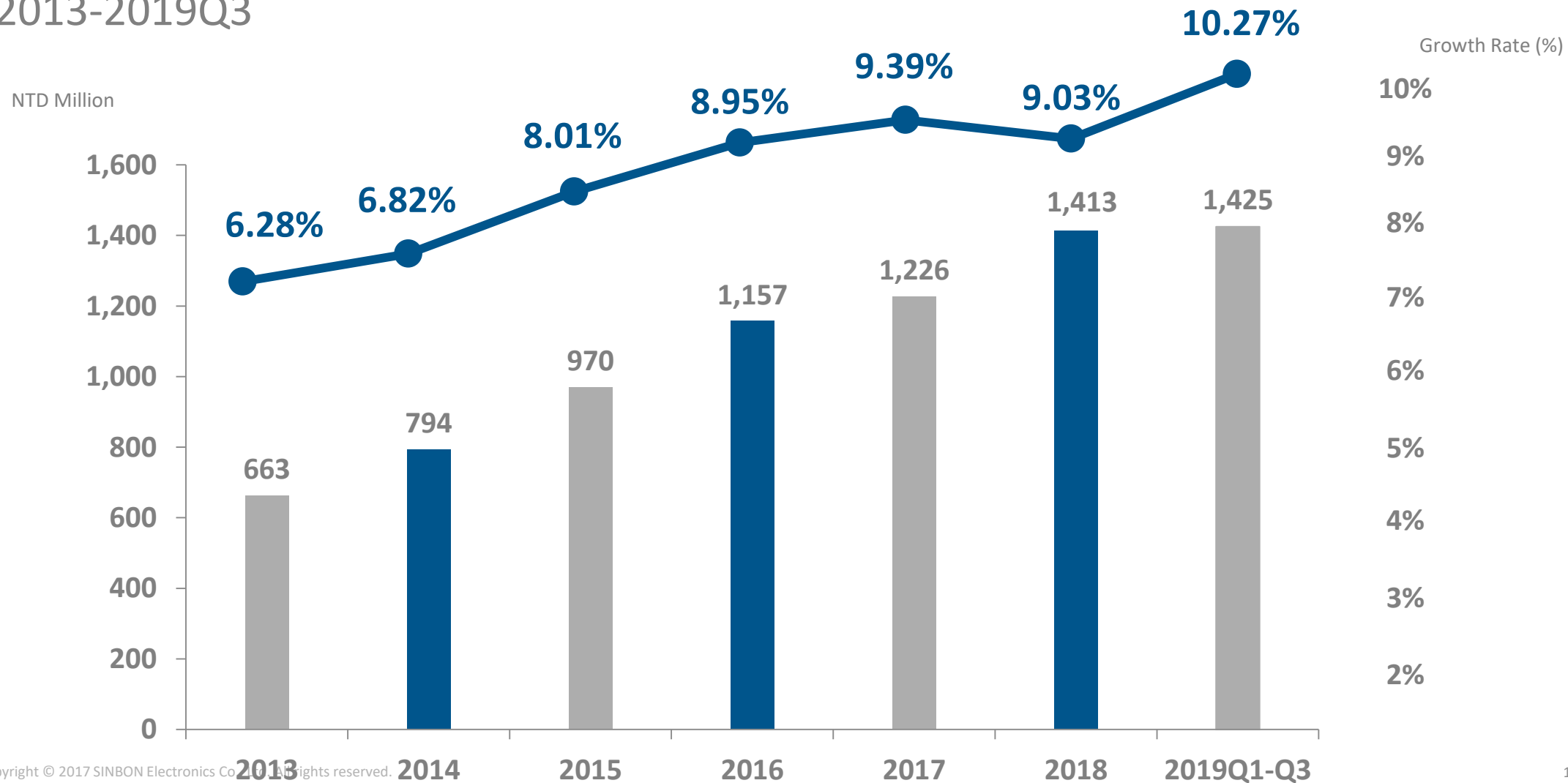
2013-2019Q3

Gross Profit
Rate (%)



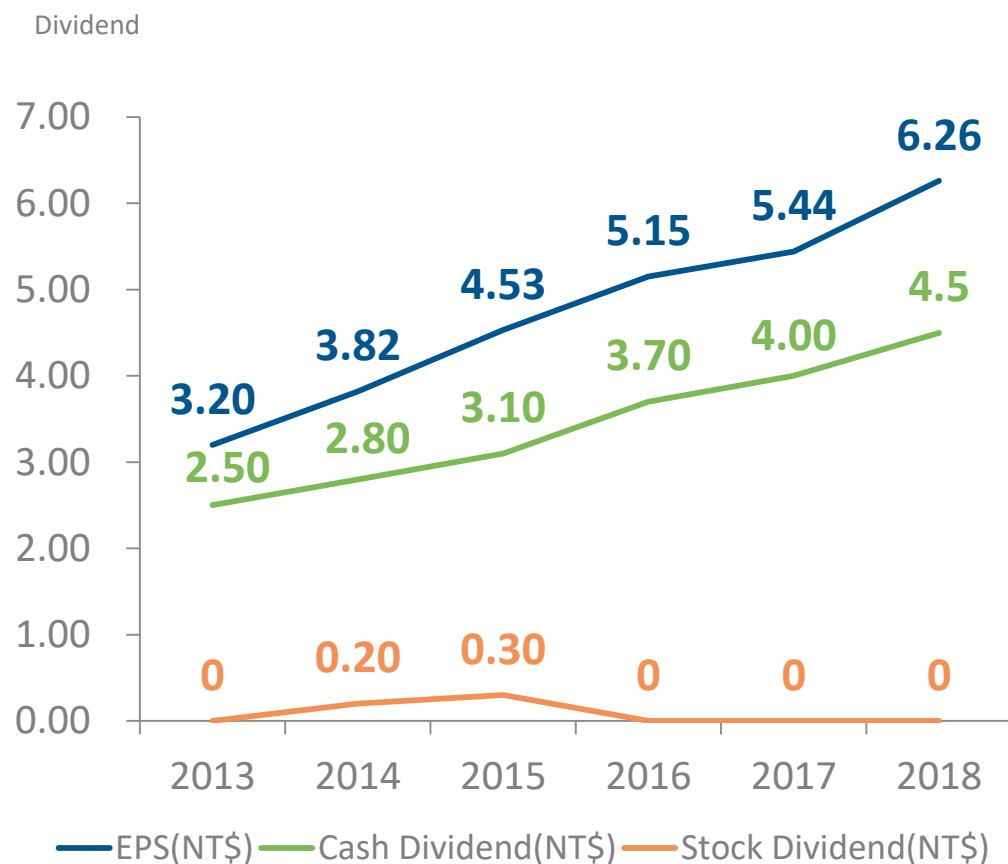
NET INCOME

2013-2019Q3



DIVIDEND POLICY

2013-2018



	2013	2014	2015	2016	2017	2018
EPS(NT\$)	3.20	3.82	4.53	5.15	5.44	6.26
Cash Dividend(NT\$)	2.50	2.80	3.10	3.70	4.00	4.50
Stock Dividend(NT\$)	0.00	0.20	0.30	0.00	0.00	0.00
SUM	2.50	3.00	3.40	3.70	4.00	4.50
Payout Ratio	78%	79%	75%	72%	74%	72%
Year-end Stock Price	30.52	48.9	53.82	69.3	86.3	82.8
Yield Rate	8.19%	6.13%	6.32%	5.34%	4.63%	5.43%



Business Outlook

DO THE MAGIC⁺

Solution Services in Five Fields



|||||
Medical Health



|||||
Automotive



|||||
Green Energy



|||||
Industrial Application



|||||
Communication

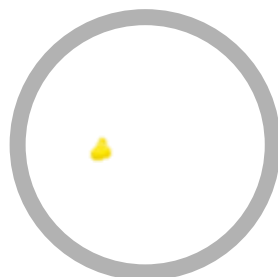
do the **MAGIC⁺**

Intelligent / Integrated / International

MEDICAL HEALTH

APPLICATIONS

Diagnostic Imaging Equipment
Aesthetic Equipment
Patient Monitor
Fitness Equipment
Electric Bicycle
Massage Equipment



MAJOR CUSTOMERS

Cardinal Health	Nox Medical
Carestream	Philips
GE Healthcare	Toshiba
Lumenis	United Imaging
Medtronic	Spacelabs
Mindray	Stryker
Natus Medical	Wandong
Neusoft	



AUTOMOTIVE



APPLICATIONS

Electric Vehicle Charging System
Automotive Applications
Parking-related System
Motorsport
Aviation



MAJOR CUSTOMERS

Delphi
Denso
Fujitsu
Guoxuan High-tech
Honda
HTK
Lear
Magna
Mitsubishi
Nissan
TTE





GREEN ENERGY



APPLICATIONS

Wind Energy
Solar Energy
Smart Grid



MAJOR CUSTOMERS

APS
Enphase
Envision
Gamesa
GE
Goldwind
NEGO
Siemens
SunPower
Trinasolar
Vestas



INDUSTRIAL APPLICATION

APPLICATIONS

Energy Distribution
Automation & Control
Construction & Transportation
Industrial Robot
High Precision Equipment

Material Handling
Field Engineering
Safety & Security
Data Capture



MAJOR CUSTOMERS

ASML
Datalogic
Dover
HAAS
Honeywell
Husmann
Parker
Schneider
Siemens
Trimble
Xplore
Zebra



COMMUNICATION



APPLICATIONS

RF Applications
Mobile Device
Digital Home
Antennas (design & manufacturing)

IoT (consumer & industrial)
Data Centers
Telecom
Fiber Optics



MAJOR CUSTOMERS

ASUS
Belden
CommScope
Datwyler
DJI
Garmin
Hisense
Lenovo
Logitech
Quanta
R&M
Vivo



OUR MAGIC SERVICE TO MEET YOUR NEEDS

Business Coverage



Medical Health



Automotive



Green Energy



Industrial Application



Communication



Component



Cable assembly



PCB assembly



Box build



System integration



In progress



thank you

*danke děkuji ありがとう merci gracias
grazie kiitos הודות köszöni tak tack*