



TaiSol 2018 Investor Conference

Agenda

01

2018 Financial Result

02

2018 Sales Analysis

03

2019 Drives of Business Performance

04

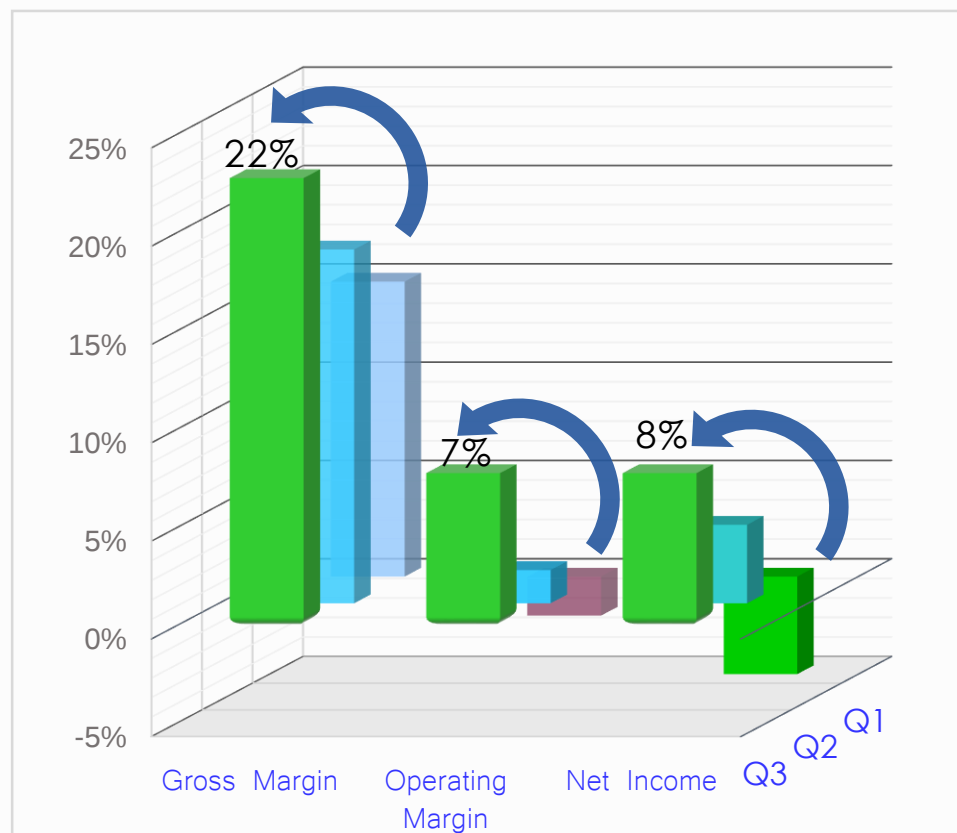
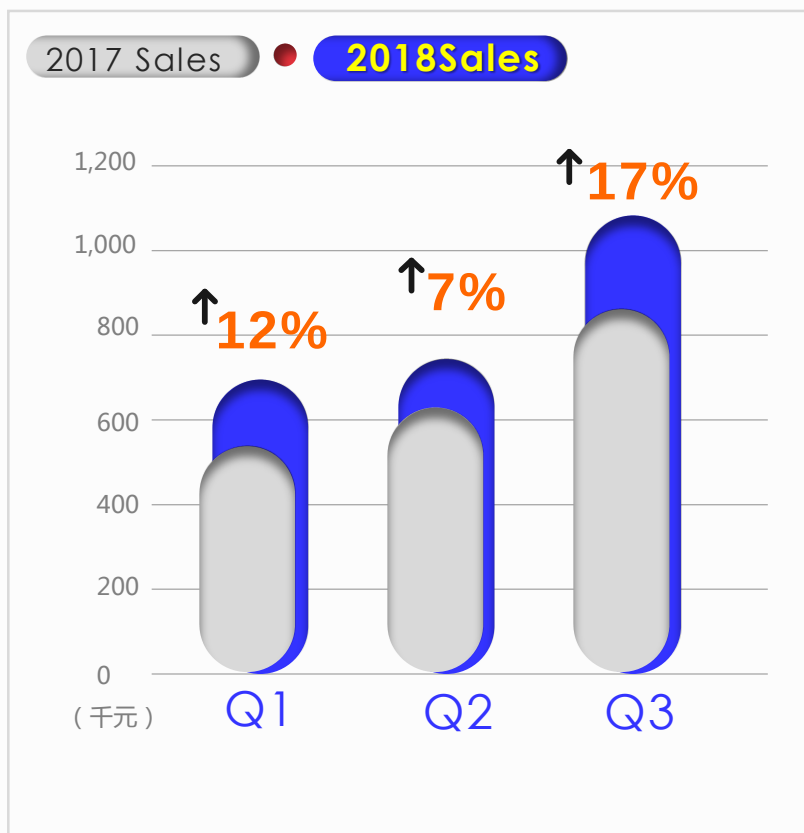
Q & A



TaiSol

2018 Q3 Consolidated Financial Results

2018 Quarterly Key Performance Indicators



FY 2018 3rd Quarter Consolidated Financial Results

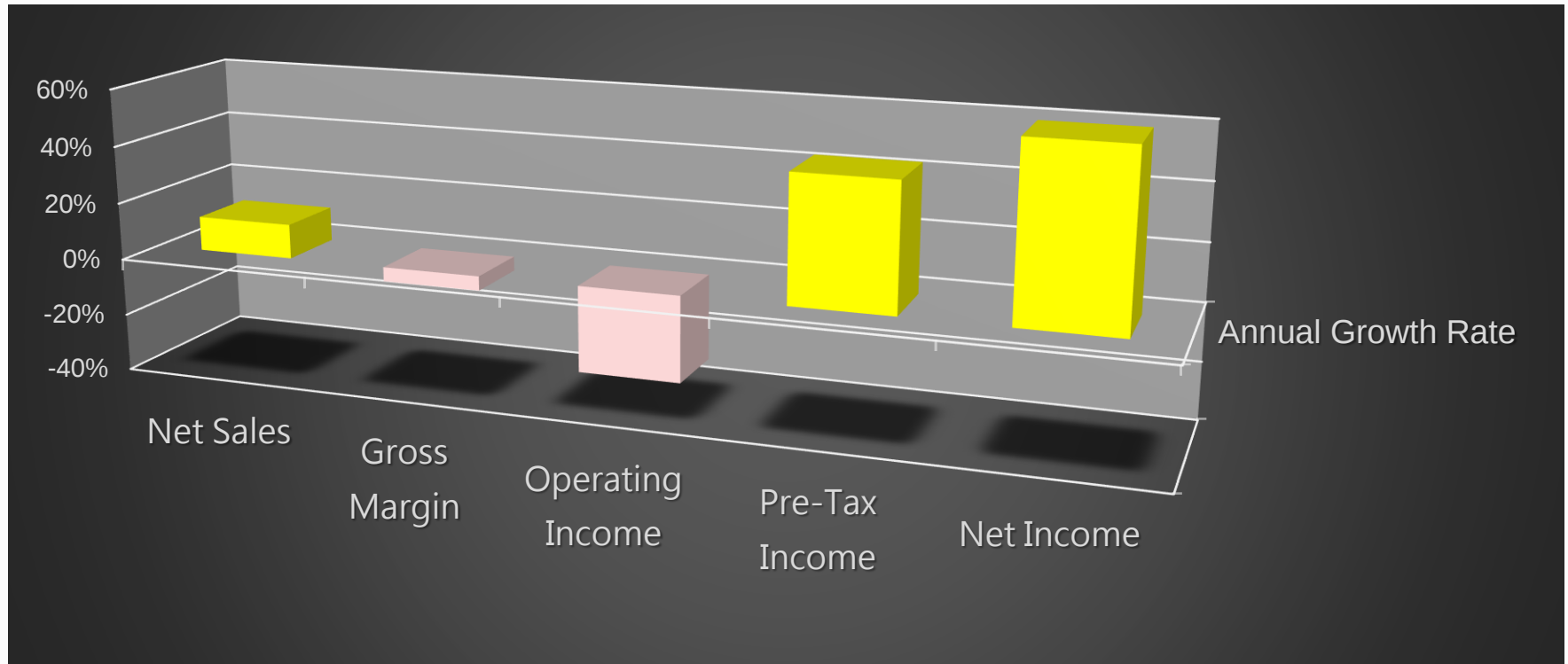
NT\$ THOUSAND

	2018 Q3	2018 Q2	2017 Q3	QoQ	YoY
NET SALES	1,012,752	738,196	862,897	37%	17%
GROSS MARGIN	226,995	135,796	206,474	67%	10%
GROSS MARGIN %	22.4%	18.4%	23.9%		
OPERATING MARGIN	69,009	11,882	52,457	481%	32%
OPERATING MARGIN %	6.8%	1.6%	6.1%		
PRE-TAX INCOME	86,703	40,830	37,051	112%	134%
NET INCOME	77,135	36,151	32,807	113%	135%
NET INCOME %	7.6%	4.9%	3.8%		
EPS (NT\$)	0.99	0.52	0.47		

Note : Financial data is IFRS Adoption



2018 Q3 Cumulative Key Performance



2018 vs. 2017 ~Q3 Annual Growth

FY 2018 3rd Quarter Consolidated Financial Results (Accumulated)



NT\$ THOUSAND

	2018~Q3	2017~Q3	YoY
NET SALES	2,475,665	2,204,854	12%
GROSS MARGIN	488,754	518,735	-6%
GROSS MARGIN %	19.7%	23.5%	
OPERATING MARGIN	67,940	101,139	-33%
OPERATING MARGIN %	2.7%	4.6%	
PRE-TAX INCOME	87,799	60,923	44%
NET INCOME	77,366	46,833	65%
NET INCOME %	3.1%	2.1%	
EPS (NT\$)	1.07	0.68	

Note : Financial data is IFRS Adoption



TaiSol

2018~Q3 **Sales & Marketing Analysis**

2018_(~Q3) 產業應用

Industries Applications in TaiSol Solution

PC

NB, 2 in 1 Tablet ★★★★★

Desk Top ★★

All-in-One PC ★

Industrial
Application

New Energy Transpiration ★★★★★

inCar Media System ★★

IGBT Inverter Power Module Application ★

4G/5G Commuication
Enterprise Computing

★★★★ 4G/5G Tele-Com Base Station

★★ Server & Data Canter

Consumer
Electronics

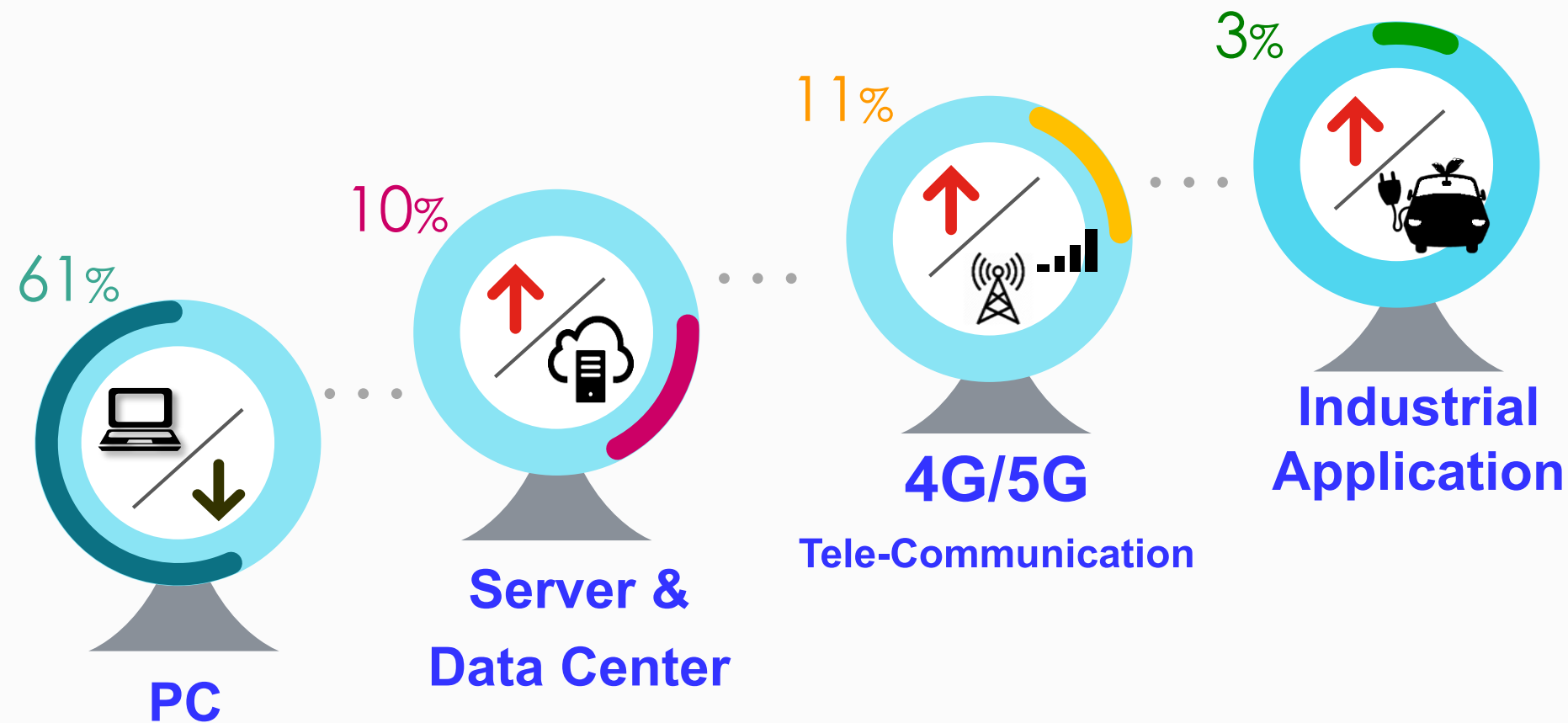
★★★★ Gaming

★★ Projector

★ TV

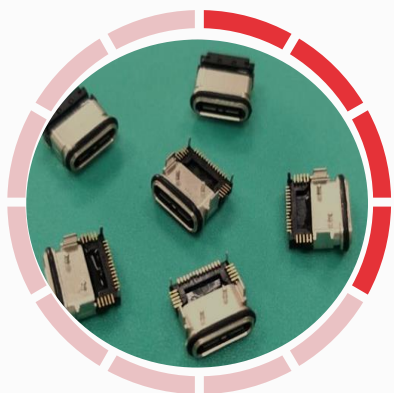
2018_(~Q3)

Sales Proportion by Industries Applications



2018_(~Q3)

Sales Proportion by TaiSol Solution



24%



Connector ,
Card Reader

...



55%



Thermal
Module

...



18%



Heat Pipe ,
Vapor Chamber

...



3%



New Market ,
New Application

...



TaiSol

Drives of Business Performance

TaiSol Business Model



2019



Market Insights

企業用戶伺服器及資料中心大規模網路
伺服器群市場需求持續成長



Expected Benefits

伺服器晶片之CPU平台終開始轉換，
2018首發酵，可望帶動2019大幅營收挹注



Action Items

- 專業 ODM 技術開發
- 切入中國伺服器品牌廠商
- 開發大型網路數據中心領導品牌

多元業務管道以擴大市場份額及產品線

2019



Market Insights

智慧型手機仍佔大宗，因應IoT& AI 帶動
高效能影音裝置及穿戴設備，市場已然
呈現多元新興科技產品齊放態勢



Expected Benefits

因應高功率、大量運算能力、小體積，散
熱已為必要部件；USB Type-C 亦為高速高
效能之標準規範主流產品



Action Items

- 自主開發高效能熱管、均溫板
- 自主開發最小體積防水USB Type-C
市場 & 產品已到位，多項專案執行中，
可為下一波成長動能

2019



Market Insights

遊戲機全球需求出貨量充足穩定，搭載聯網及虛擬實境應用可望再增加市場份額



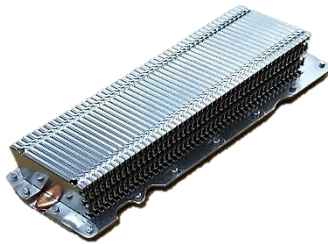
Expected Benefits

因應高發電量、大量運算處理能力、小體積等高規格要求，促使散熱效能提升需求；承接多款機型開發將可望再創銷售熱潮



Action Items

- 累積數代遊戲機散熱模組開發量產經驗
 - 專業研發技術、垂直整合生產/供應鍊
- 穩固開發生產模式，充足市場規模有助於整合資源以創造規模經濟



2019



Market Insights

5G商轉在即，以電信業為首紛組物聯網聯盟並展開相關佈局及建置，多元豐富應用服務將帶來龐大商機



Expected Benefits

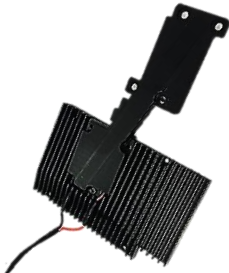
高速率、高頻譜、傳輸低延遲性，5G基地台扮演通訊順暢關鍵角色，其大小基站之建置量將呈現倍數成長動能



Action Items

- 維持現有穩定市占，隨客戶共同成長
(熱管型散熱器、殼體散熱器)
- 積極開發5G新產品線
(VC散熱器、吹脹板散熱器、基板散熱器)
- 專業經驗已順利橫向展開新客戶開發

2019



Market Insights

迎接電動車及自駕車時代，中國祭積分&配額制發展電動車投資；車聯網的定位系統、道路提示、輔助駕駛、車用通訊、資通娛樂系統等多元應用更帶動該熱門產業長期快速成長之勢



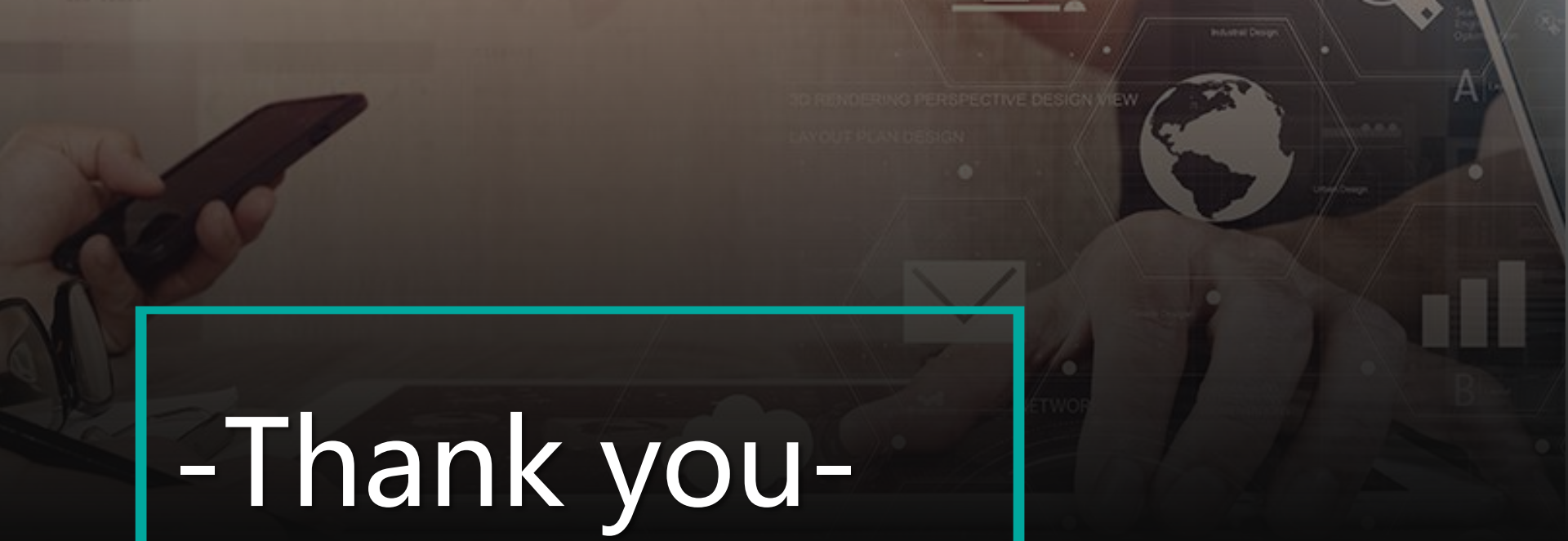
Expected Benefits

節能應用帶動新能源汽車市場日益擴張，隨電子化與聯網，車聯網將創造車用需求量及汽車電子快速成長，具有持續性動能



Action Items

- 車用制冷晶片(TEC) 多媒體系統
- 電動車遠程信息交換系統
- 無人自駕車系統
- 車用光學雷達(LiDAR)感應監測系統
- 電動車用IGBT功率模組



-Thank you-

Q & A



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