




EXCEL CELL ELECTRONIC CO.,LTD.

2019 First Quarter
Earnings Conference

May 10,2019



Agenda

- Applications
 - 1Q2019 Financial Results
 - Q&A
- 



Applications

Industrial Control / Instrument Equipment

Consumer Electronic and Household Electronic

Automotive Electronic Industry

Lead Frame

Stepping Motors



Electromechanical Components



Switches



Relays



Terminal Blocks



Resettable Fuse

Industrial Control / Instrument Equipment

Programmable Logic Controller / CNC controller



Industrial Control / Instrument Equipment

- **Industrial PC(Human Machine Interface) / POS system**



Industrial Control / Instrument Equipment

Robot Control / Robot Arm



Consumer Electronic and Household Electronic

Smart HVAC System



Consumer Electronic and Household Electronic

Kitchen Appliance / Home Appliance Electronic



Automotive Electronic Industry

Driving Recorder & Navigation



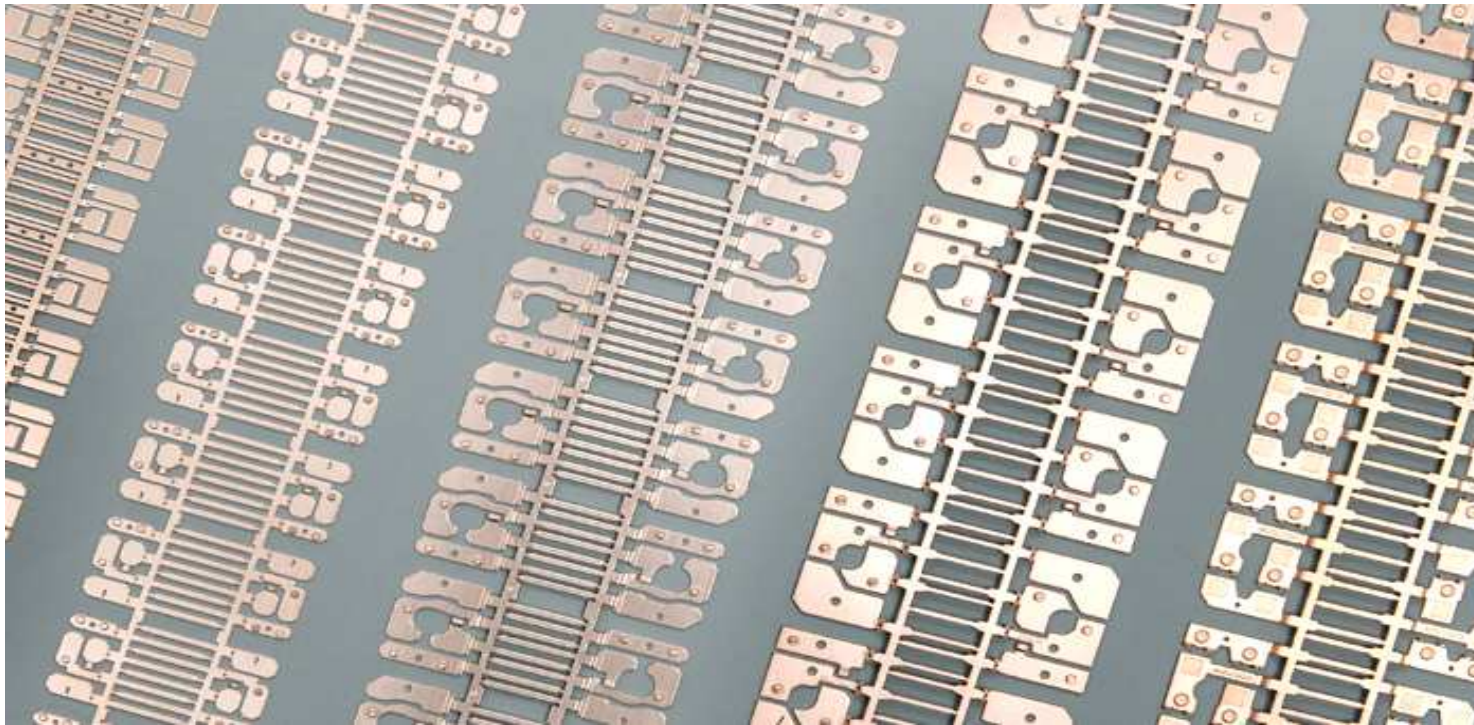
Automotive Electronic Industry

Automobile safety / In-car Entertainment



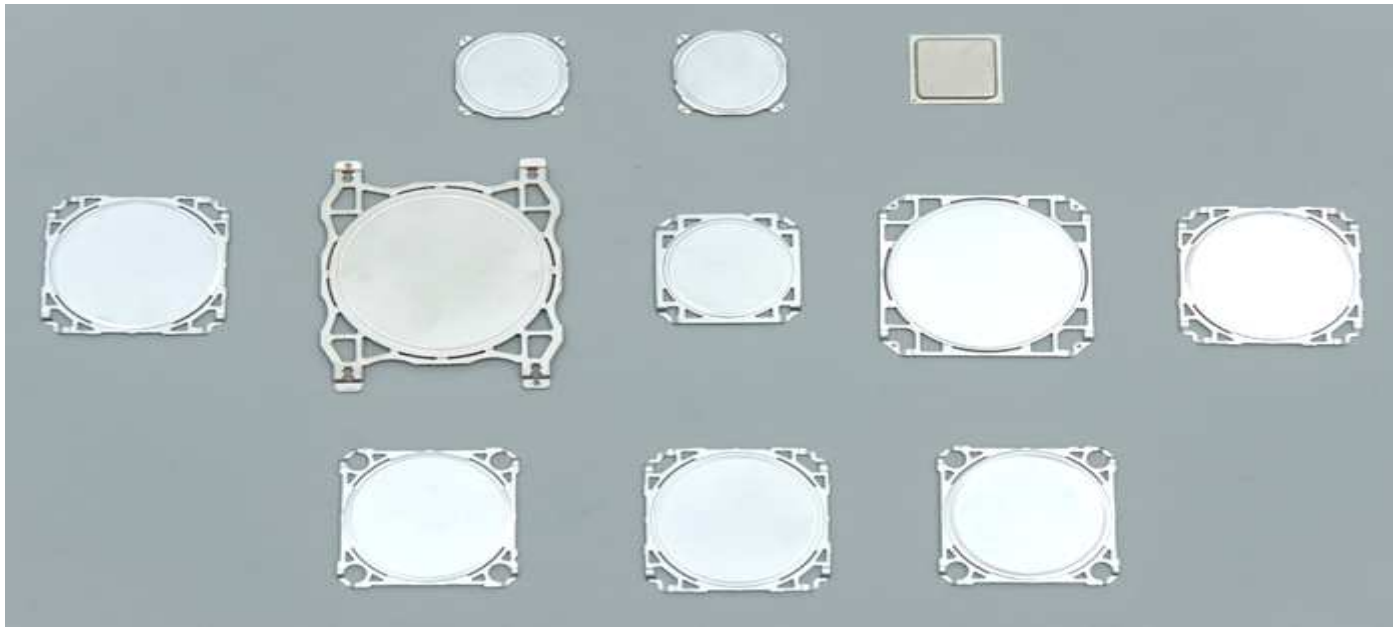
Lead Frame of Semiconductors for Discrete Devices / Integrated Circuit

- applications include signals, voltage regulation, voltage amplification, switch, and other functions.



Heat Spreader for BGA

- We have developed various types of heat spreaders upon various specifications required by market needs. We can also provide high precision heat spreaders with various plating layers to respond to different requirements of surface treatments.





Stepping motor

- application in Printer, Scanner, Multi-function printer, Label printer and Receipt printer.





1Q2019 Financial Results

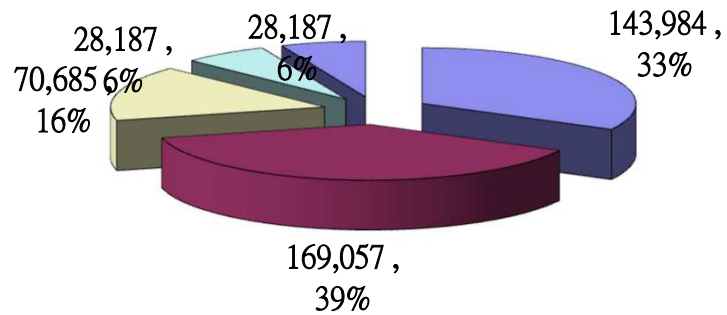


EXCEL CELL ELECTRONIC CO., LTD
Consolidated Statements of Comprehensive Income -YoY

unit:NT thousands

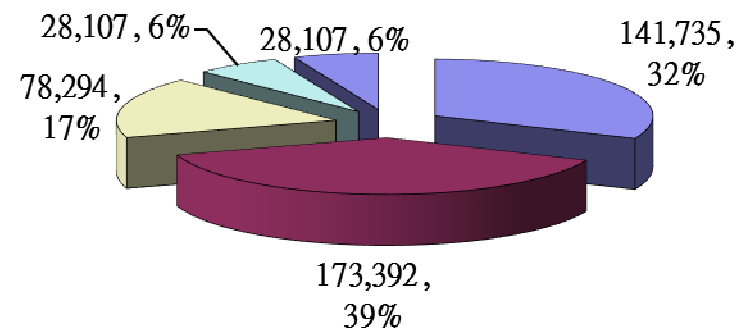
Item	2019 Jan~Mar	%	2018 Jan~Mar	%	Change AMT	Change %
Net Operating Revenues	451,588	100.00	489,315	100.00	(37,727)	(7.7)
Cost of Good Sold	361,281	80.00	371,843	75.99	10,562	(2.8)
Gross Profit	90,307	20.00	117,472	24.01	(27,165)	(23.1)
Operating Expenses	90,848	20.12	90,209	18.44	(639)	0.7
Operating Income	(541)	(0.12)	27,263	5.57	(27,804)	(102.0)
Net Non-Operating Income and Expenses	83,172	18.42	(16,345)	(3.34)	99,517	(608.9)
Net Income before Tax	82,631	18.30	10,918	2.23	71,713	656.8
Income Tax Expense	18,848	4.17	2,776	0.57	(16,072)	579.0
Net Income	63,783	14.12	8,142	1.66	55,641	683.4
Net Income Attributable to the Stockholders of the Parent	63,663		12,430		51,233	412.2
EPS(NTD)	0.58		0.11			

2019Q1 Sales Breakdown by Operating Segments



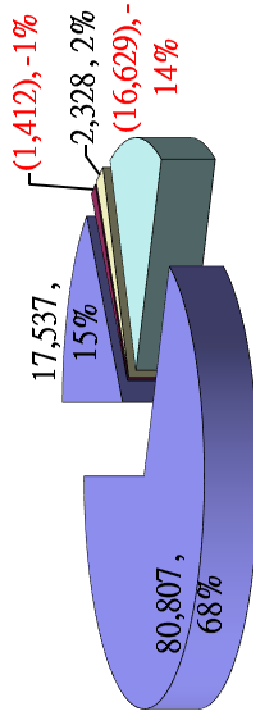
- Stamping & Molding Division
- Electromechanical Component Division
- Relay(Goodsby) Electric
- STEPPING MOTORS

2018Q1 Sales Breakdown by Operating Segments



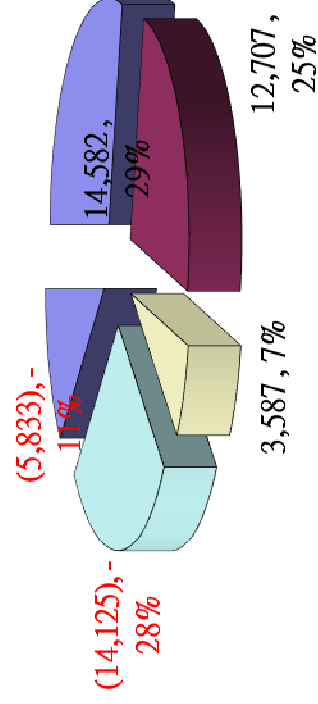
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2019 Q1 Net Income Breakdown by Segments



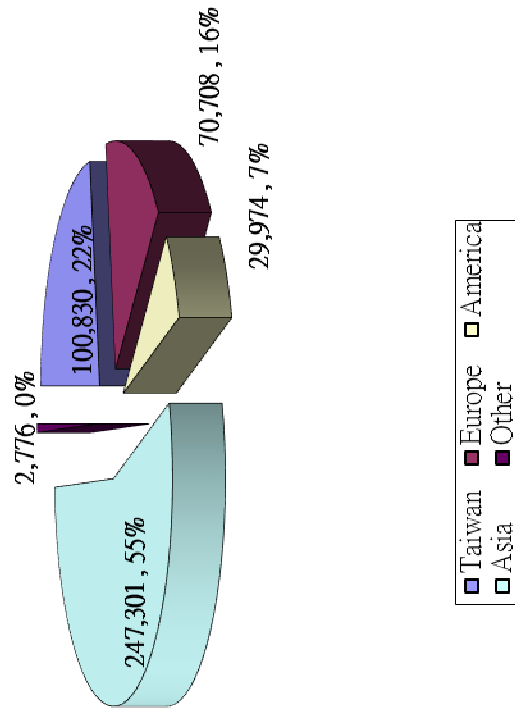
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2018 Q1 Net Income Breakdown by Segments

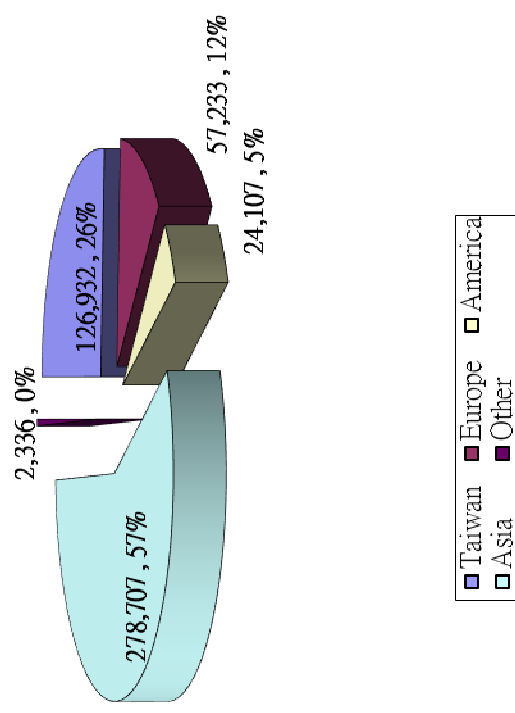


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2019 Sales Breakdown by Geography



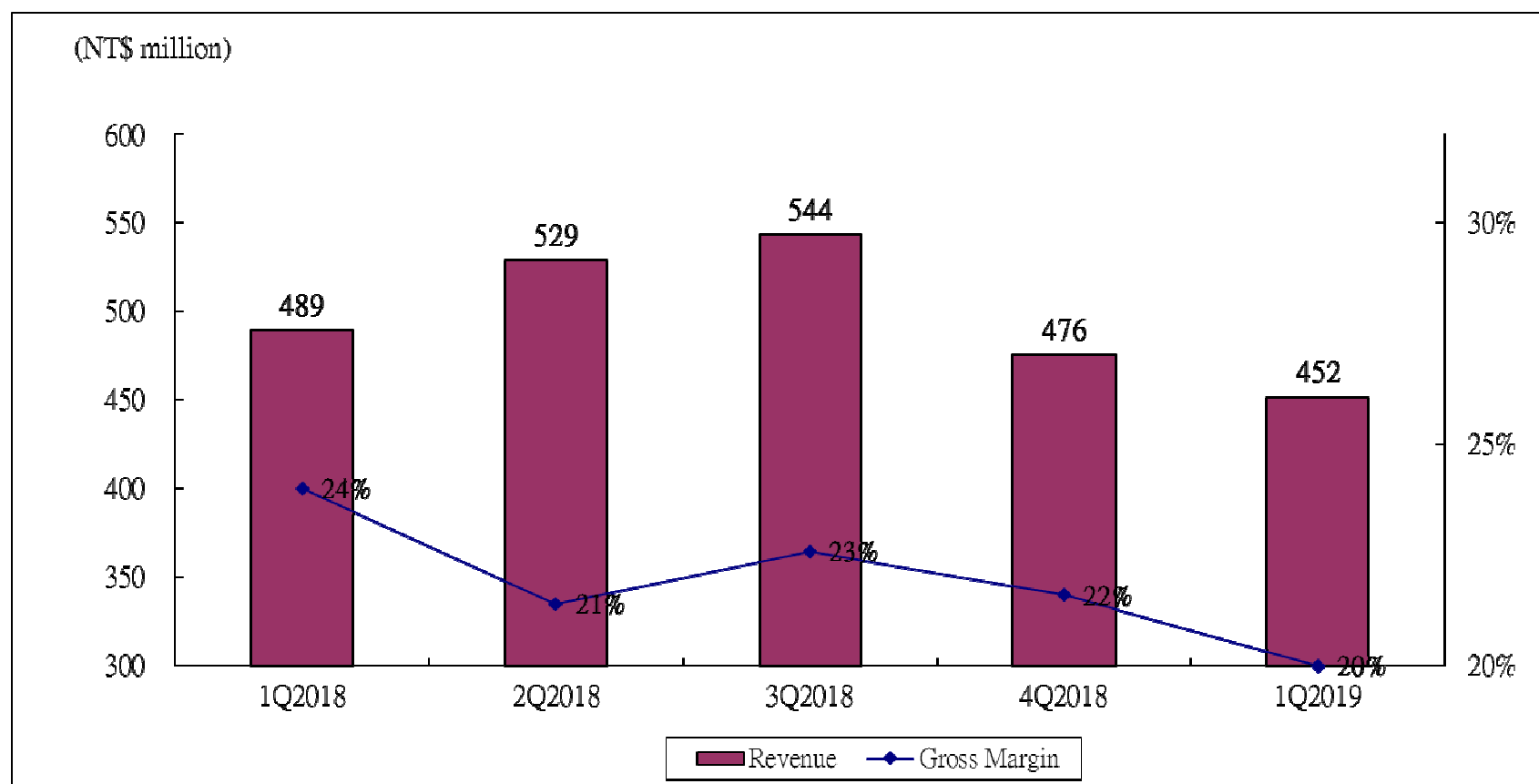
2018 Sales Breakdown by Geography



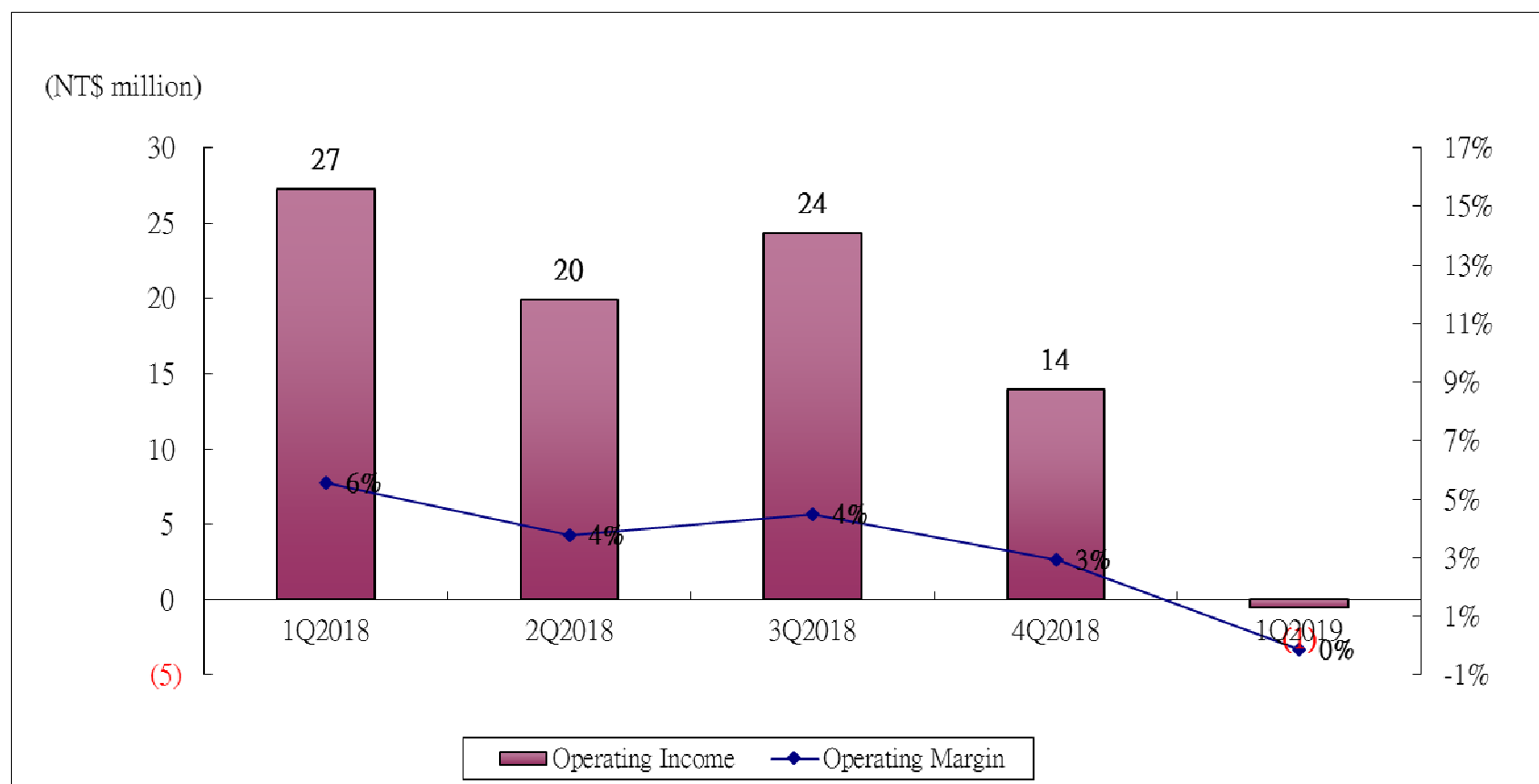
Applications

	unit:%		
	2017	2018	2019. Q1
Automotive Electronic Industry	20.88%	26.17%	29.54%
Industrial Control / Instrument Equipment	24.15%	22.24%	19.66%
Consumer Electronic and Household Electronic	14.99%	14.27%	12.33%
Lead Frame of Semiconductors for Discrete Devices / Integrated Circuit	8.50%	7.48%	8.12%

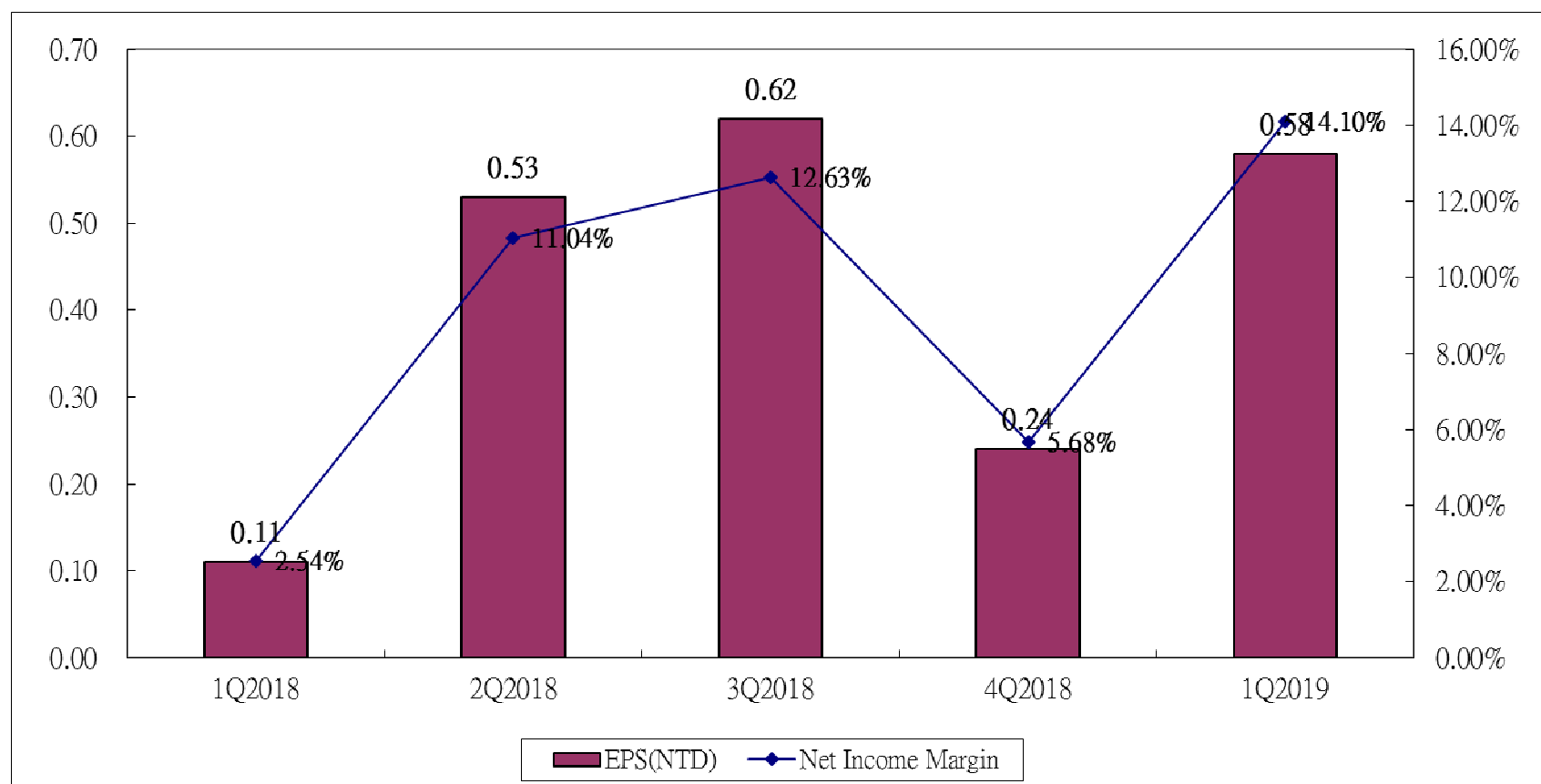
Revenue & Gross Margin



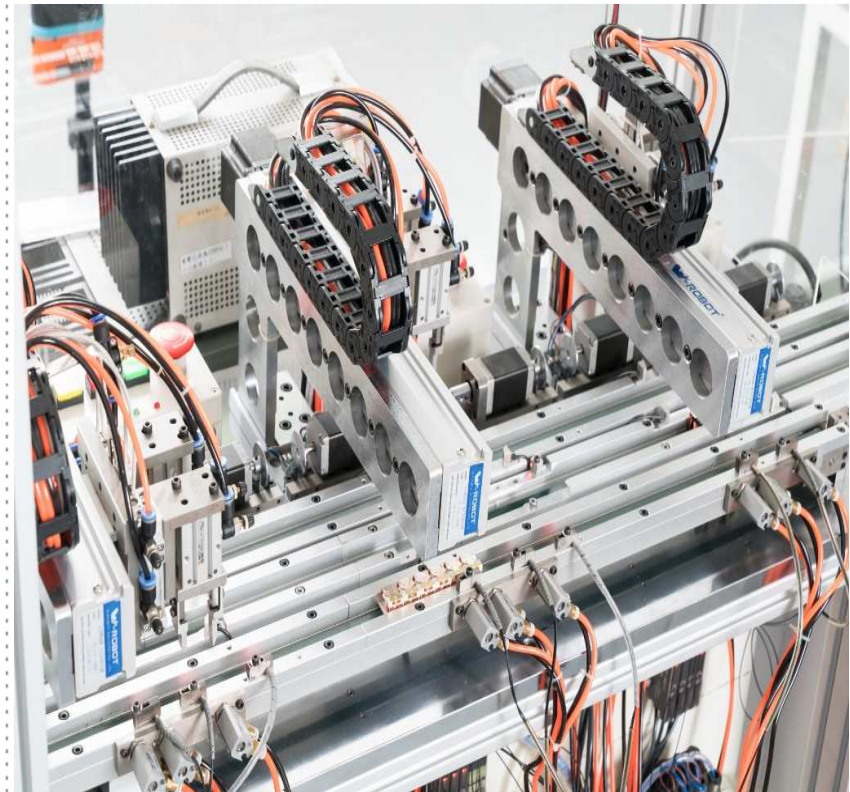
Operating Income & Operating Margin




EPS& Net Income Margin




Automatic is the gateway to success





Q & A



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Thank you!

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