



EXCEL CELL ELECTRONIC CO.,LTD.

2017 Third Quarter
Earnings Conference

October 27,2017



Agenda

- Welcome
 - Applications
 - 3Q 2017 Financial Results
 - Q&A
- 



2017 Third Quarter Financial

(Unaudited)





Applications

Industrial Control / Instrument Equipment

Security system

Consumer Electronic and Household Electronic

Automotive Electronic Industry

Power Energy Industry

Network and Communication

Computer Peripherals

Lead Frame



Electromechanical Components



Switches



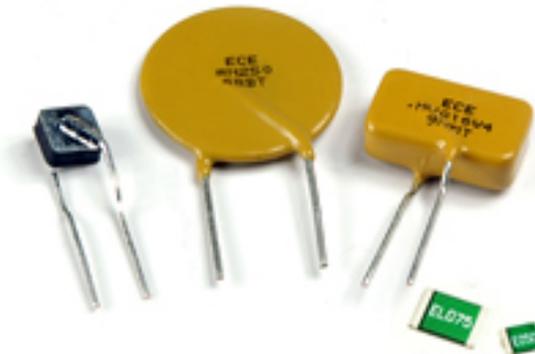
Relays



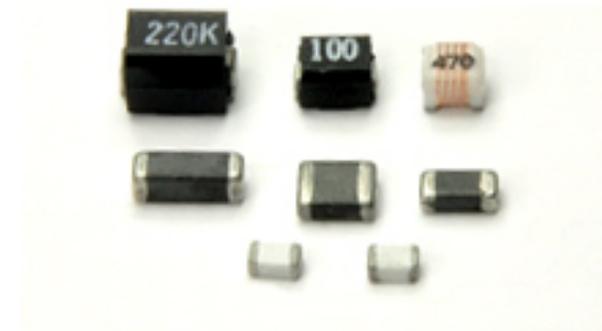
Connectors



Terminal Blocks



Resettable Fuse



Chip Inductor & Bead

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



Security system

- **IP Camera / CCD camera**



Security system

PIR Motion Sensor / Home security system



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



Power Energy Industry

Uninterruptible Power Supply



Power Energy Industry

Solar Inverter



Network and Communication

Base Station Equipment



Network and Communication

Fiber-optical Communication & RFIDIoT

Internet of things / Sensor



Computer Peripherals

Tablet / Notebook / PC

eSports / High End PC

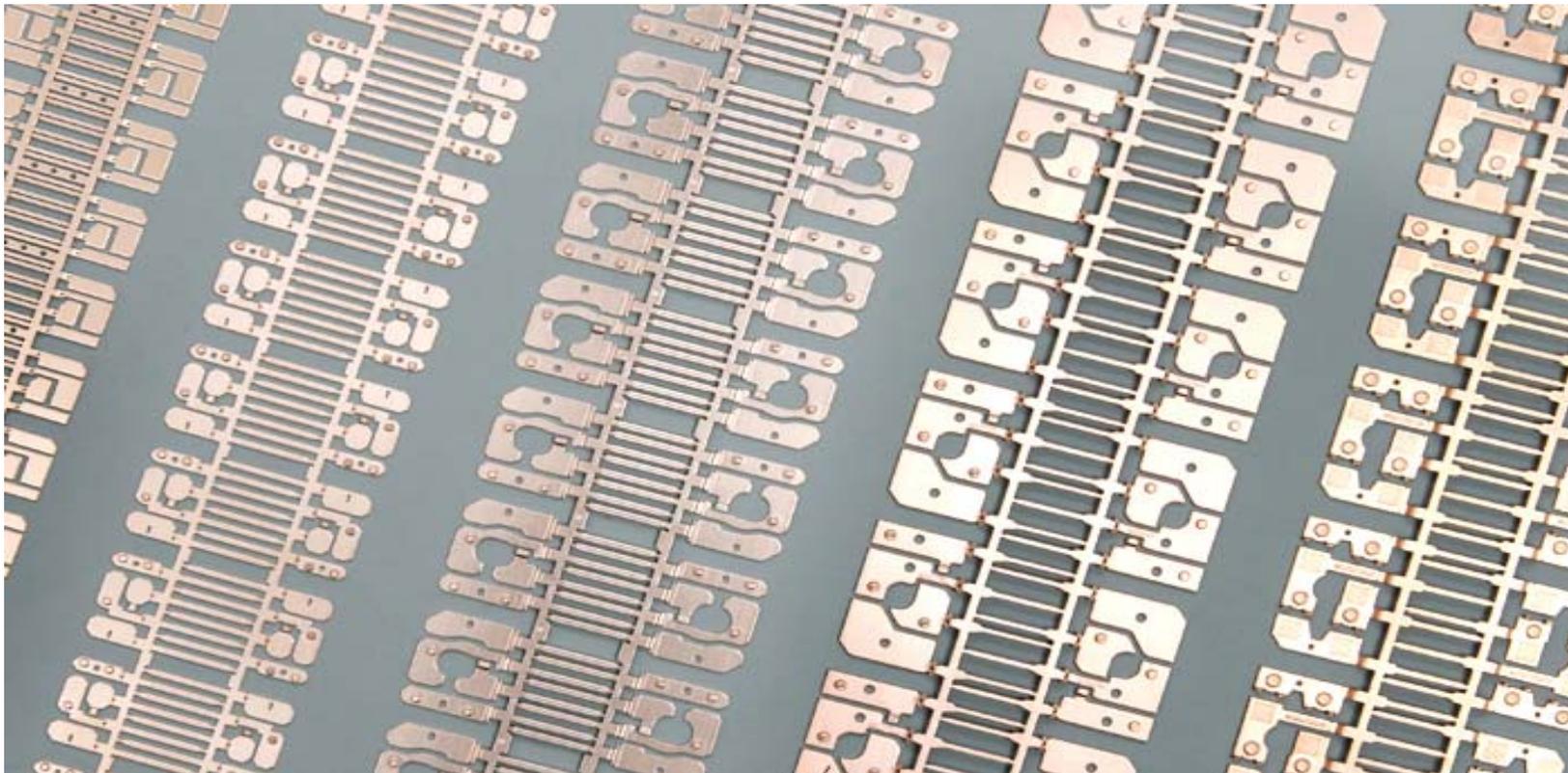
Cloud Drive / Storage Device

Multi Function Printer



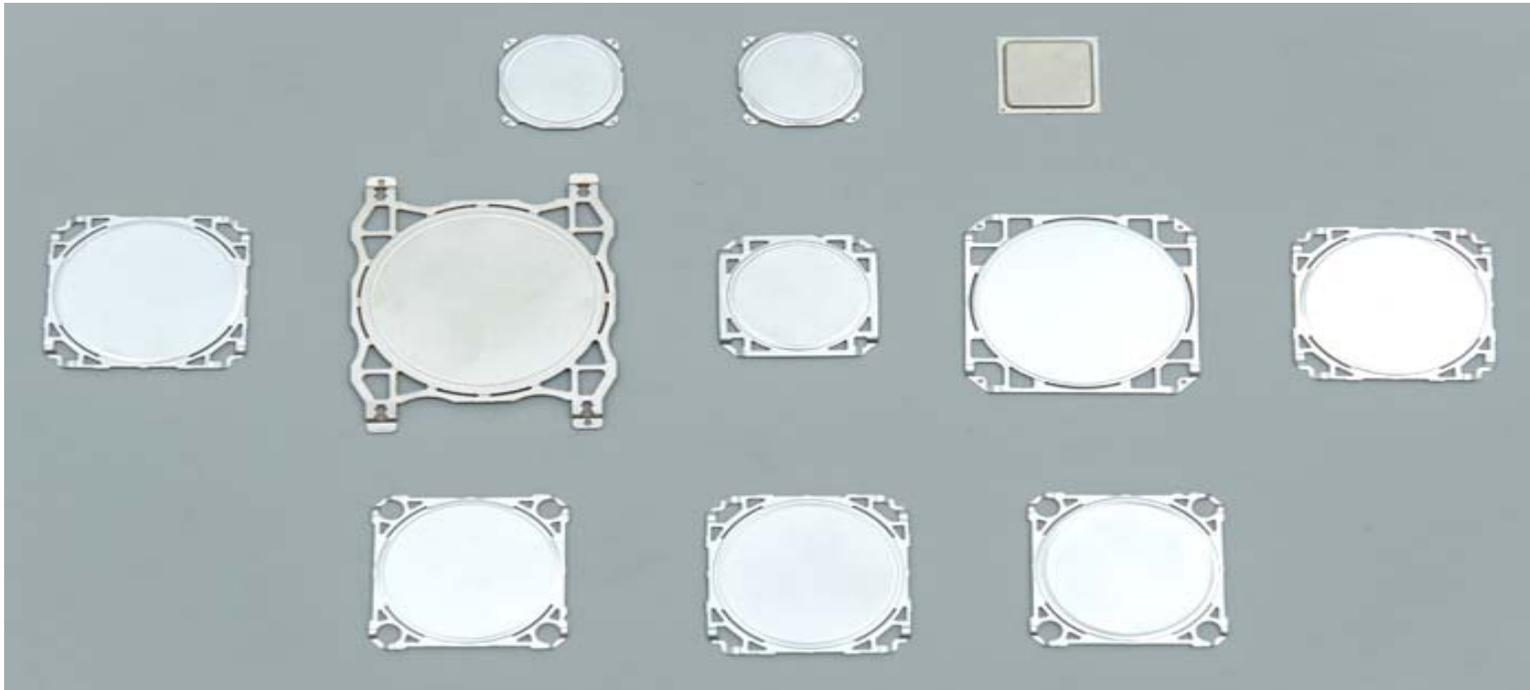
Lead Frame of Semiconductors for Discrete Devices / Integrated Circuit

- 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.





3Q 2017 Financial Results



EXCEL CELL ELECTRONIC CO., LTD

Consolidated Statements of Comprehensive Income -YoY

unit:NT thousands

Item	2017 Jan~Sep	%	2016 Jan~Sep	%	Change AMT	Change %
Net Operating Revenues	1,335,989	100.00	1,212,378	100.00	123,611	10.2
Cost of Good Sold	936,581	70.10	851,629	70.24	(84,952)	10.0
Gross Profit	399,408	29.90	360,749	29.76	38,659	10.7
Operating Expenses	229,843	17.20	222,719	18.37	(7,124)	3.2
Operating Income	169,565	12.69	138,030	11.39	31,535	22.8
Net Non-Operating Income and Expenses	(9,989)	(0.75)	11,169	0.92	(21,158)	(189.4)
Net Income before Tax	159,576	11.94	149,199	12.31	10,377	7.0
Income Tax Expense	36,322	2.72	34,339	2.83	(1,983)	5.8
Net Income	123,254	9.23	114,860	9.47	8,394	7.3
Net Income Attributable to the Stockholders of the Parent	122,158		113,814		8,344	7.3
EPS(NTD)	1.10		1.03			

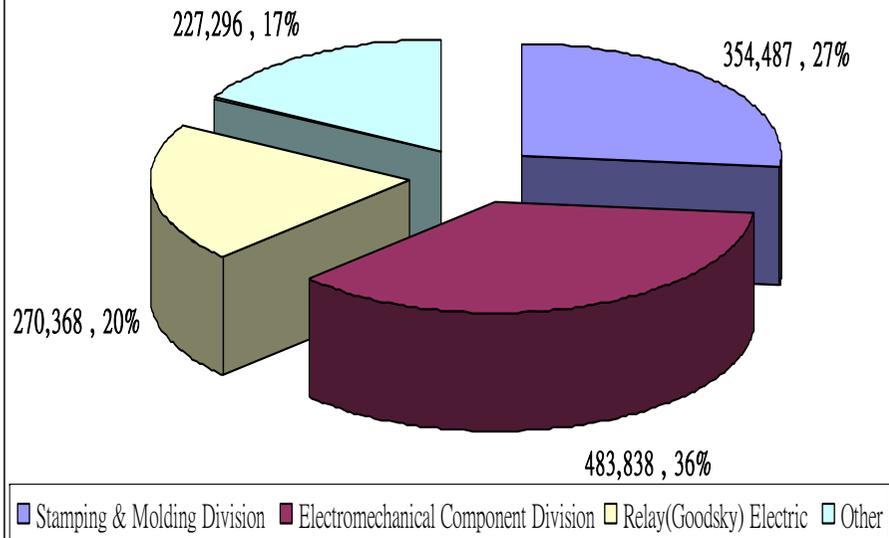
unit:NT
thousands

Item	2017.Q1		2017.Q2		2017.Q3		2017.Q1~Q3	
	AMT	%	AMT	%	AMT	%	AMT	%
Net Operating Revenues	391,432	100	444,806	100	499,751	100	1,335,989	100
Gross Profit	114,542	71	127,161	71	157,705	68	399,408	70
Operrating Income	44,629	29	48,083	29	76,853	32	169,565	30
Net Non-Operating Income and Expenses	(43,389)	18	16,711	18	16,689	16	(9,989)	17
Net Income before Tax	1,240	11	64,794	11	93,542	15	159,576	13
Income Tax Expense	1,118	(11)	19,641	4	15,563	3	36,322	(1)
Net Income	122	0	45,153	15	77,979	19	123,254	12
Net Income Attributable to the Stockholders of the Parent	436		44,563		77,159		122,158	
EPS(NTD)	-		0.40		0.70		1.10	

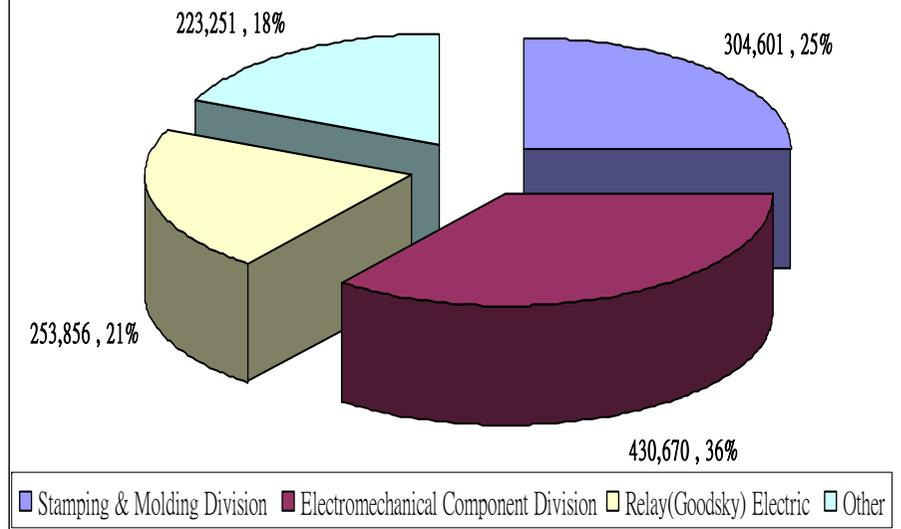
(NT\$ million)

Item	2012	2013	2014	2015	2016
Net Operating Revenues	1,512	1,592	1,634	1,560	1,629
Gross Profit	16.89%	20.91%	24.65%	26.56%	29.43%
Operrating Expense	262	280	291	305	298
Operrating Income	(7)	53	112	109	182
Operrating Income Margin	-0.05%	3.31%	6.87%	7.00%	11.15%
Net Non-Operating Income and Expenses	-	100	84	110	47
Net Income	(15)	122	181	193	182
Net Income Margin	-1.03%	7.68%	11.09%	12.35%	11.18%
EPS(NTD)	(0.14)	1.10	1.63	1.74	1.61

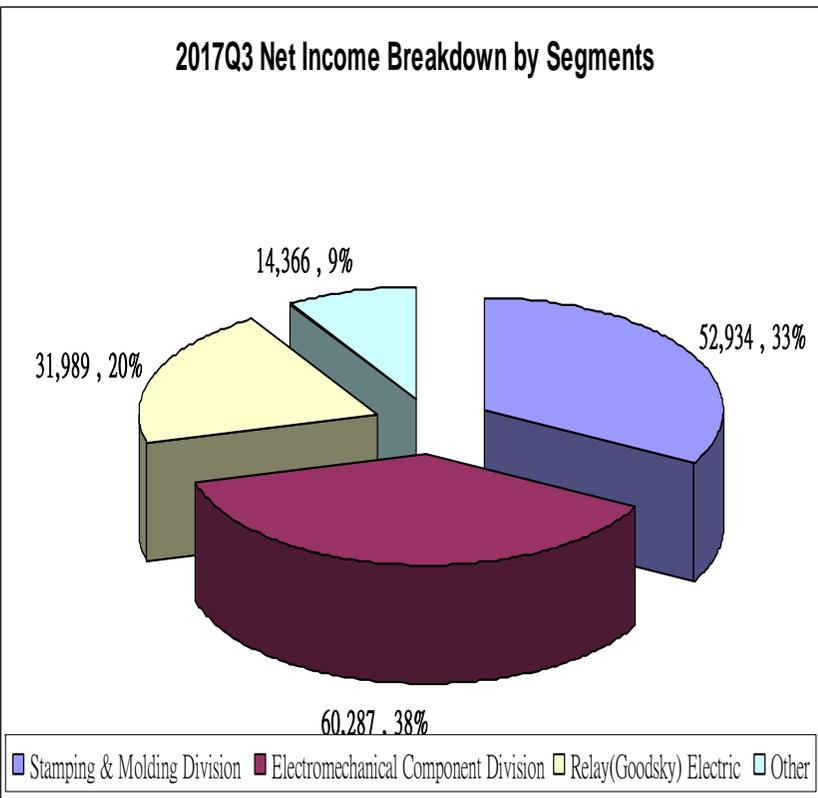
2017 Q3 Sales Breakdown by Operating Segments



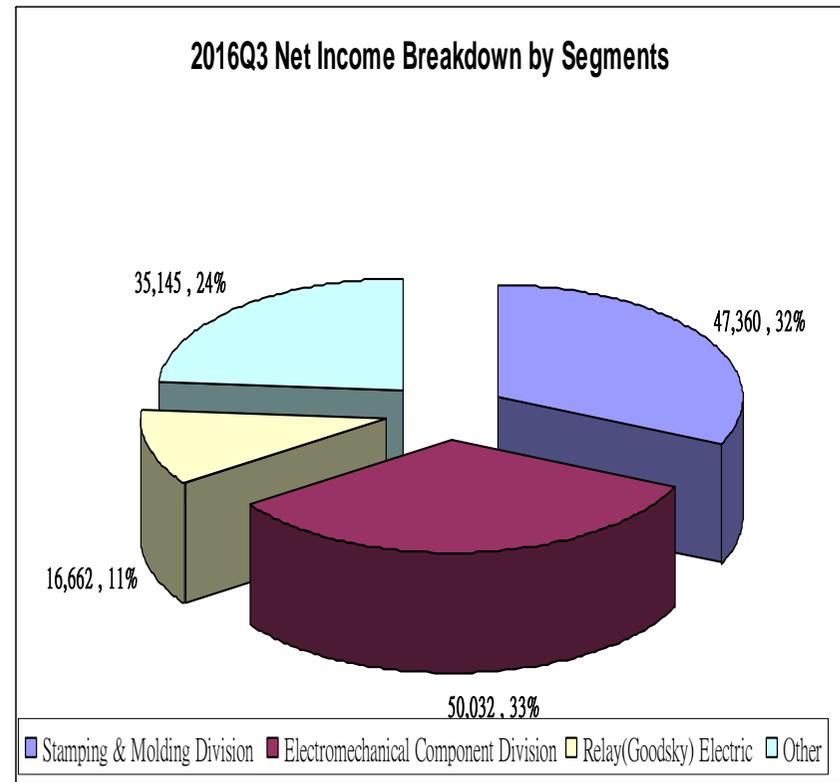
2016Q3 Sales Breakdown by Operating Segments



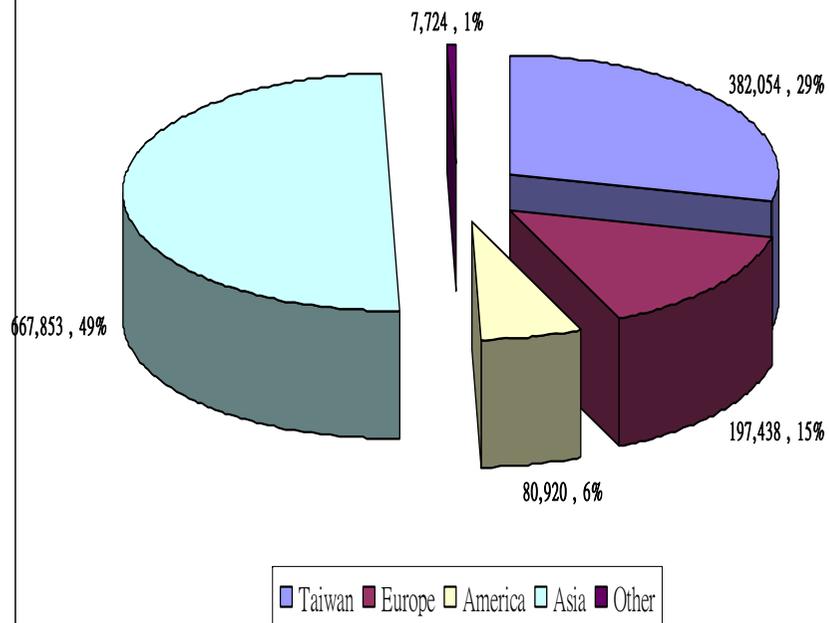
2017Q3 Net Income Breakdown by Segments



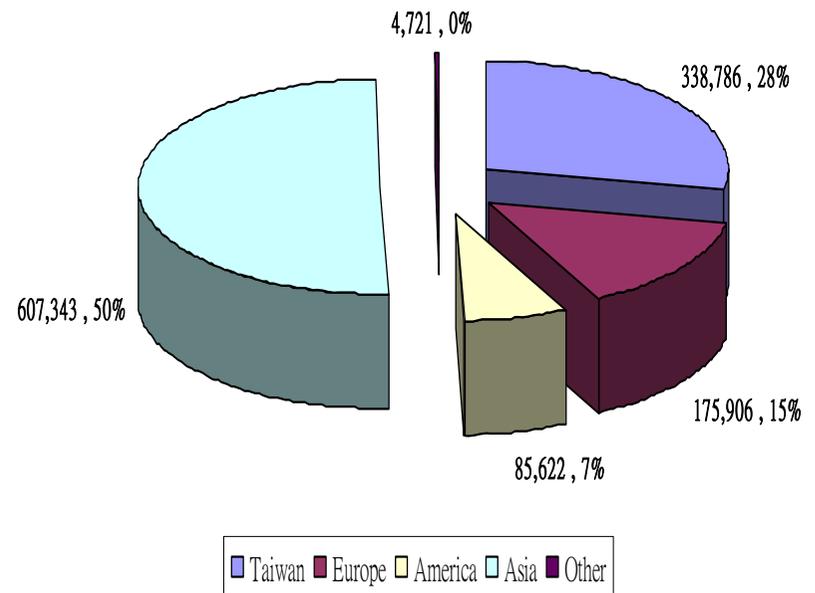
2016Q3 Net Income Breakdown by Segments



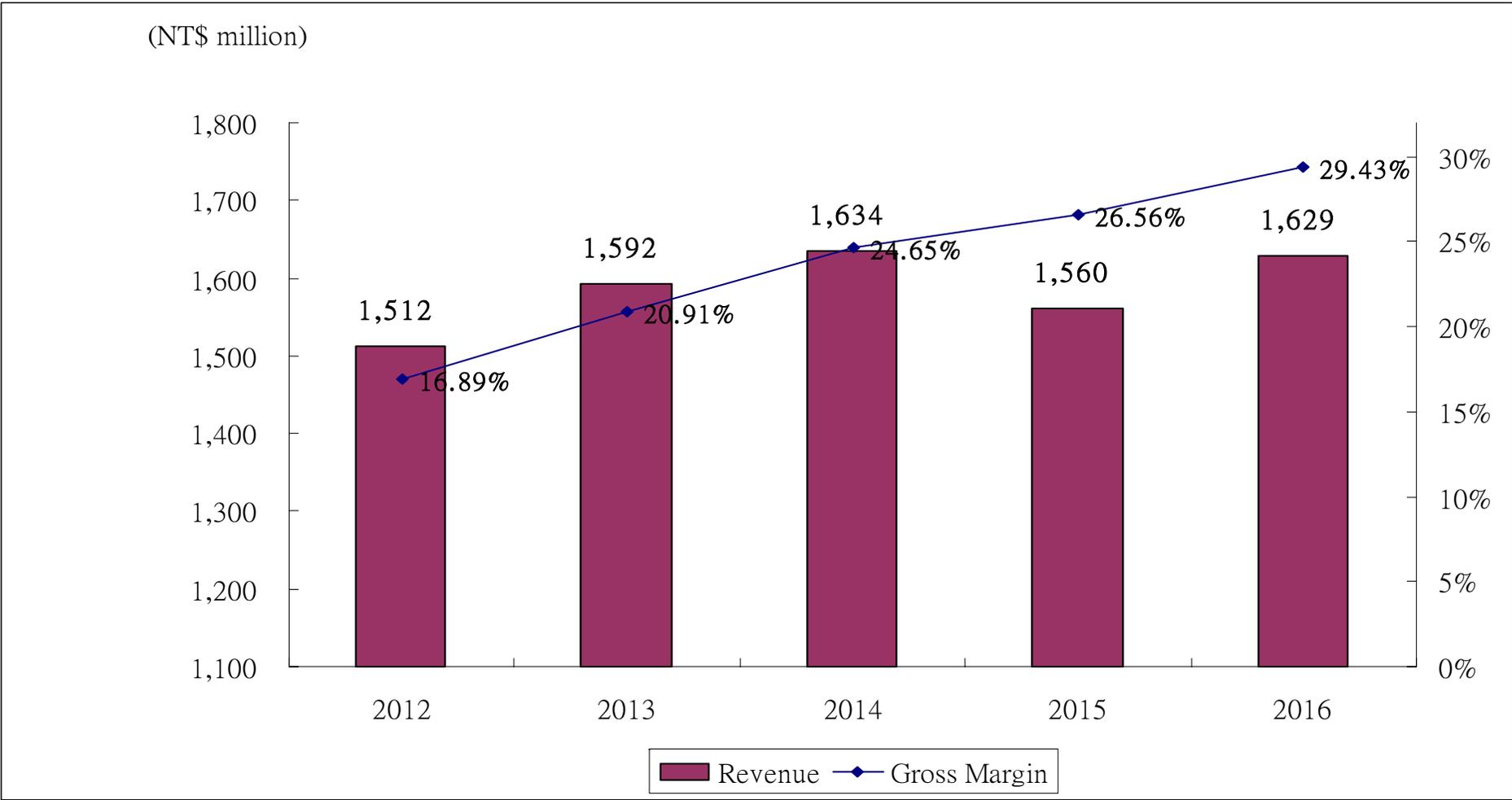
2017Q3 Sales Breakdown by Geography



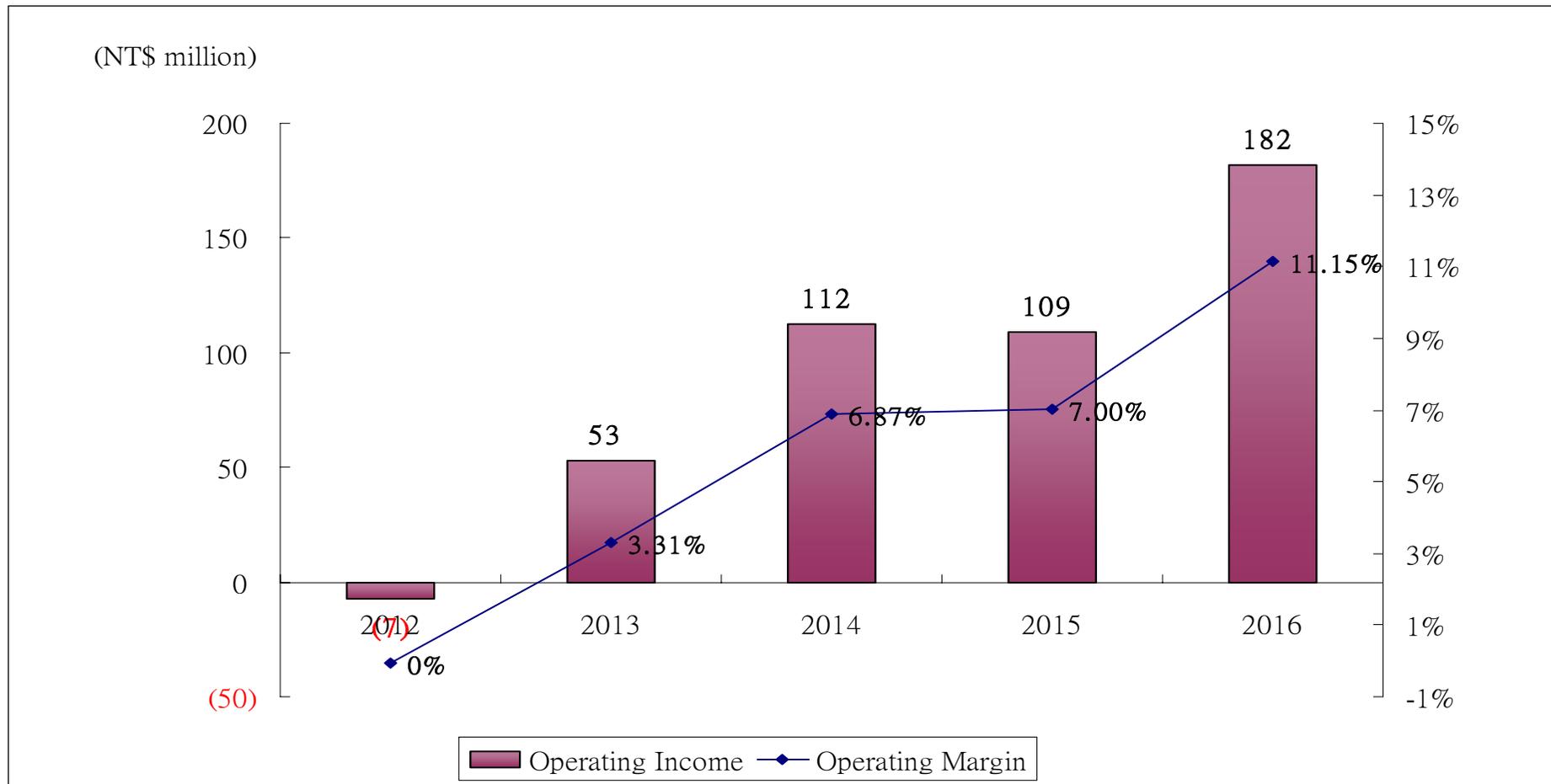
2016 Q3 Sales Breakdown by Geography



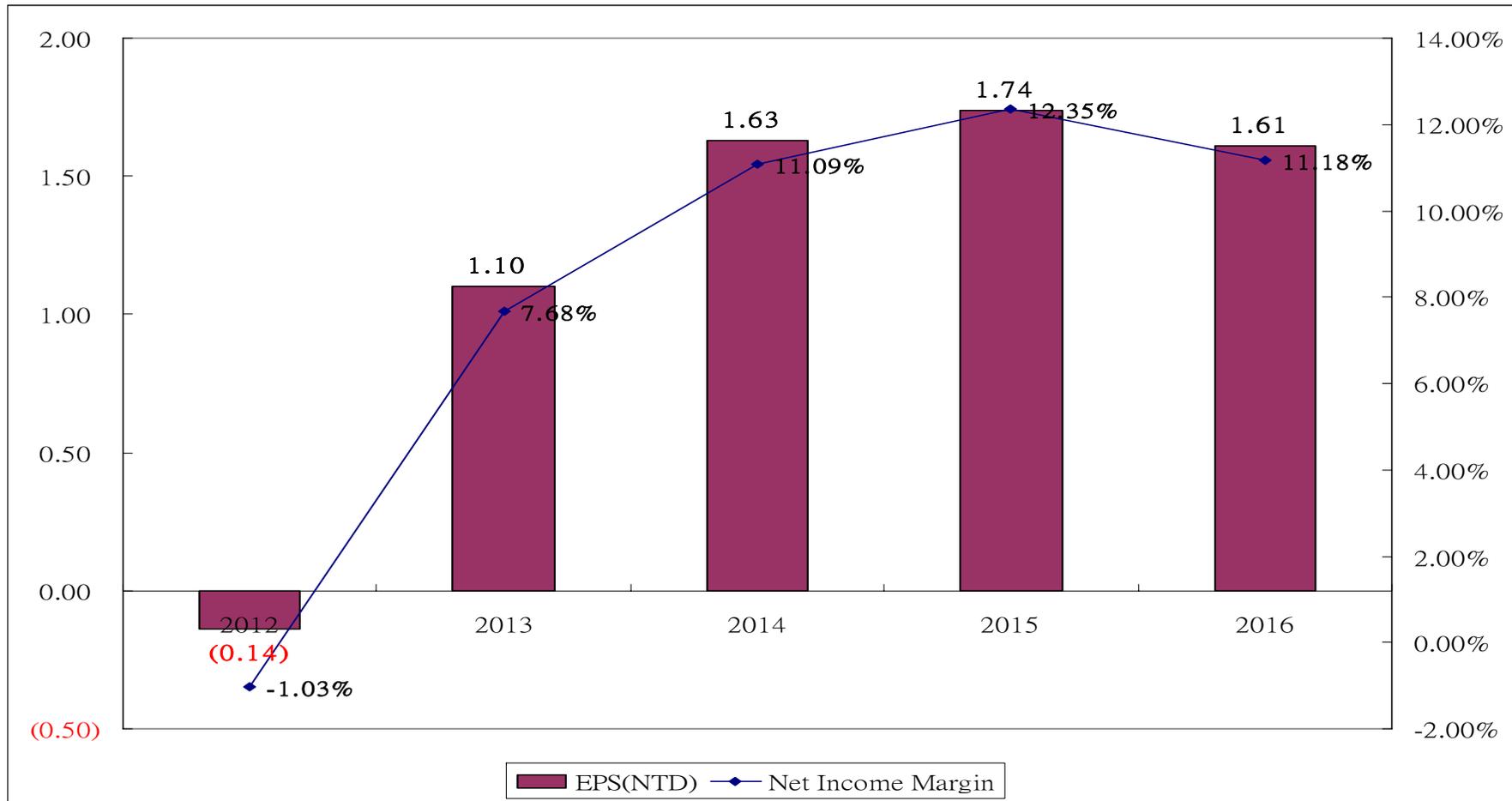
Revenue & Gross Margin



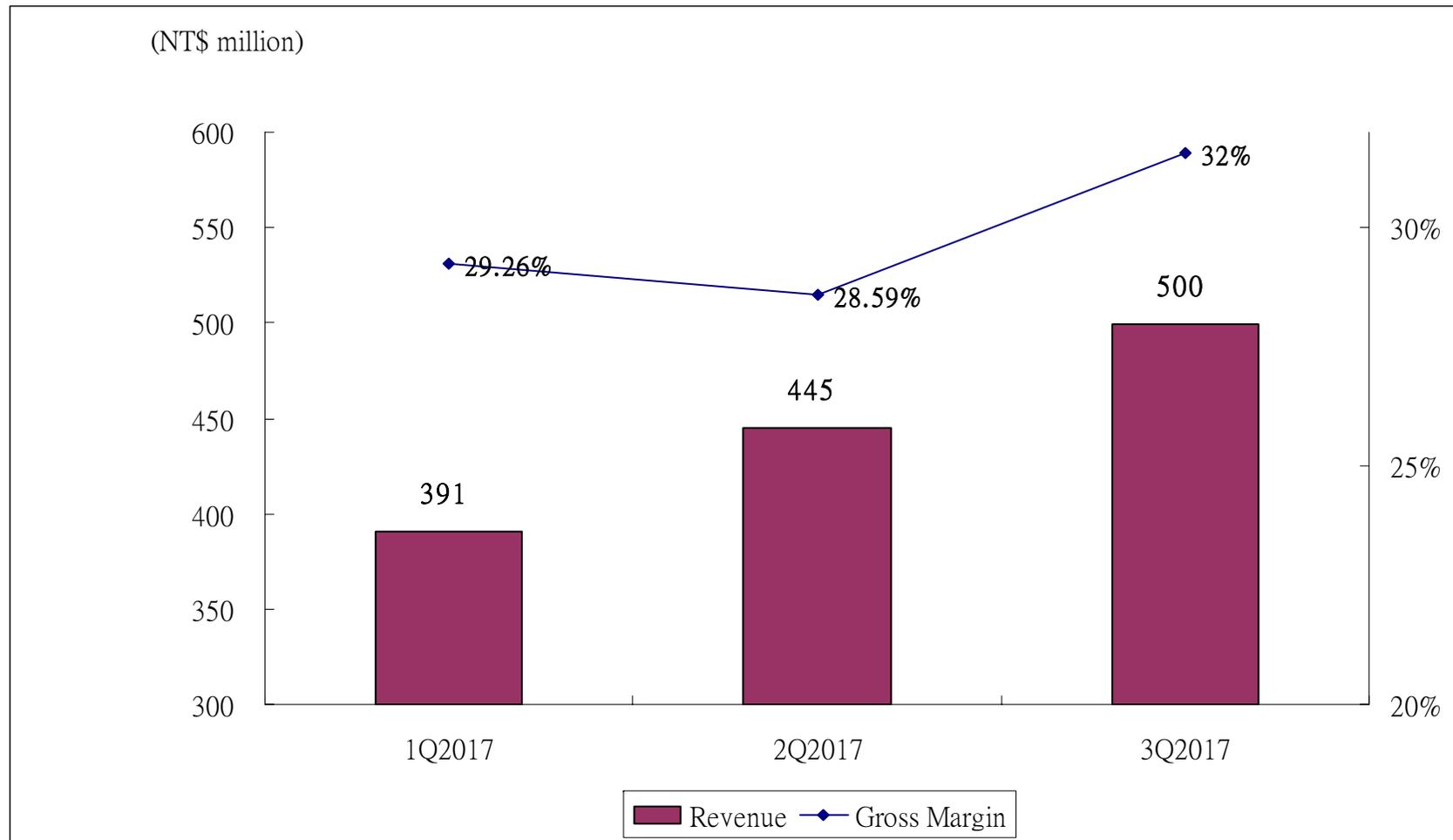
Operating Income & Operating Margin



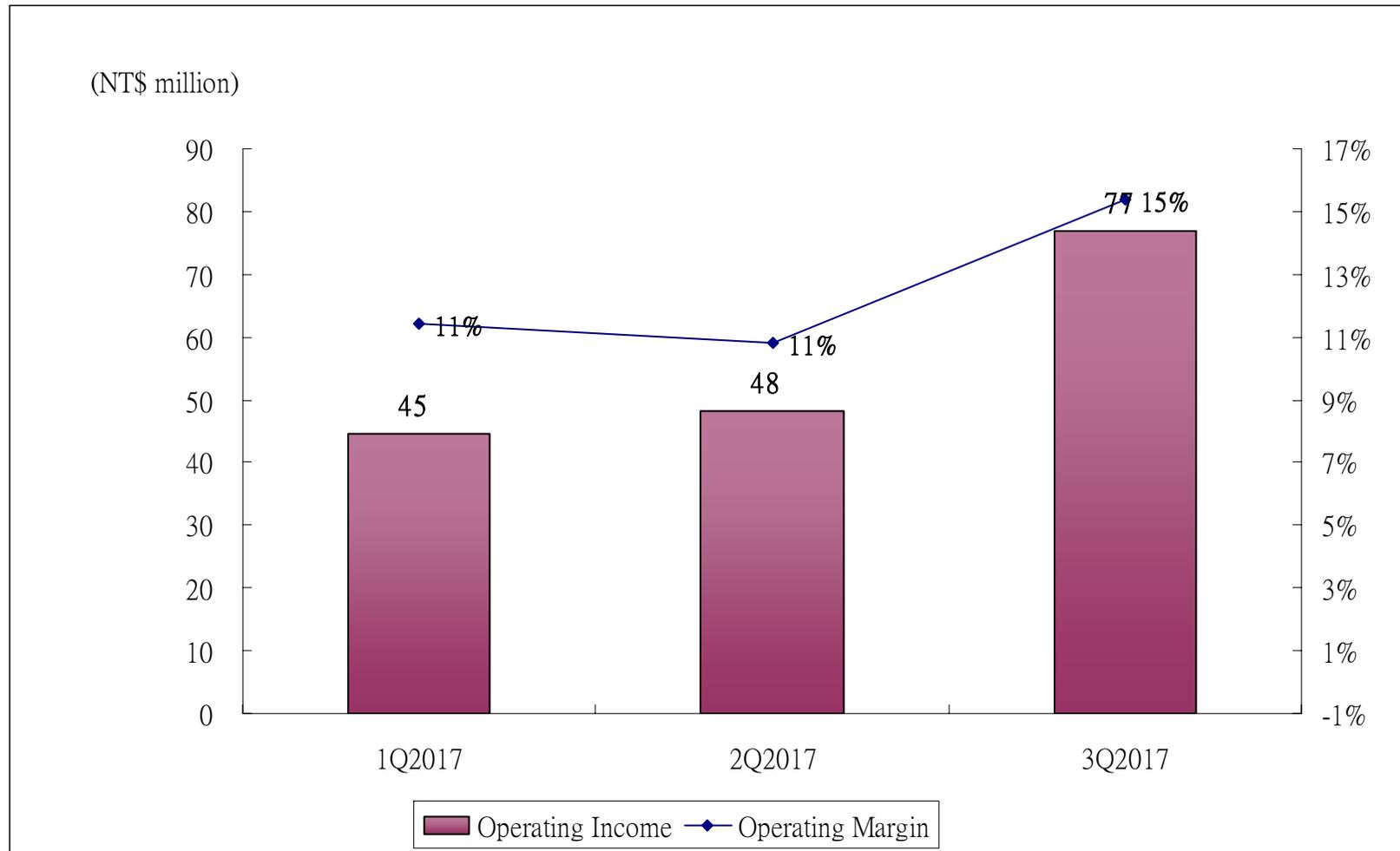
EPS & Net Income Margin



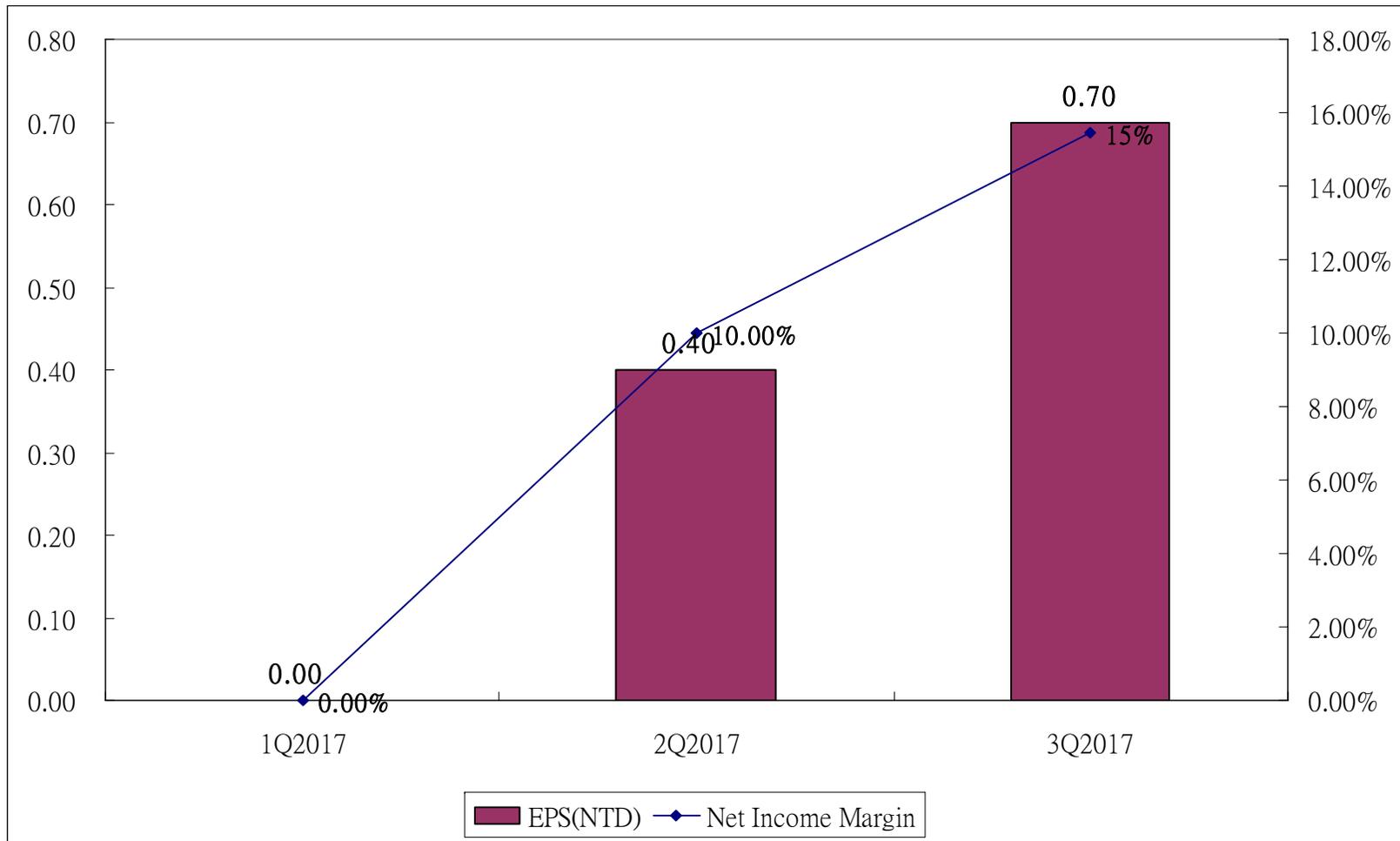
Revenue & Gross Margin



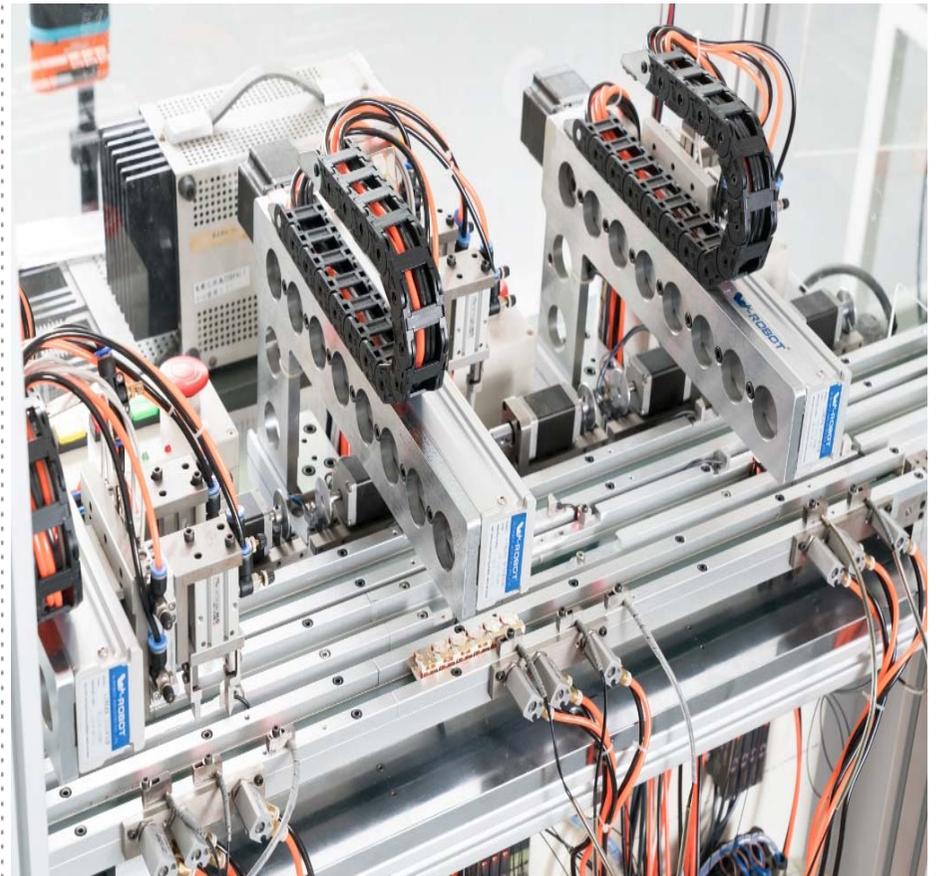
Operating Income & Operating Margin



EPS & Net Income Margin



Automatic is the gateway to success



Q & A

ECE[®]

Thank you!

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