

MOBILETRON ELECTRONICS

2017 Business Performance & Future Prospects

2017.11.30



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Company Profile

- ◆ Founded : July, 1982
- ◆ Employees : 1,500
- ◆ Listed in Taiwan Stock Exchange : April 6, 2001
- ◆ Capital: NTD 985 million
- ◆ Marketing: 100+ Countries Worldwide
- ◆ Business Model: Manufacturing & Branding
- ◆ Major Products :
 1. Automotive Electronics:
 - (1) Power Electronics :
Intelligent V. Regulator(VR) & Rectifier(RX) for Alternator and
Power Module & Controller for Electric Motor
 - (2) Vehicle Safety System & Battery Management Control Module :
TPMS, ADAS and Battery Management System(BMS)
 2. Automotive Li-ion Power Tools



Global Operation



Headquarters, TAYA, Taiwan



Plant 1, Ningbo China



E.P.Z, Taichung



Power Tools Plant (TAYA)



Plant 2, Ningbo China



Preston, U.K.



Los Angeles, USA



Alabama, USA

Mobiletron China



Automotive Electronic Products

Engine Parts

Alternator & Ignition Components, Sensors



TPMS



Power Module & Controller for Electric Motor

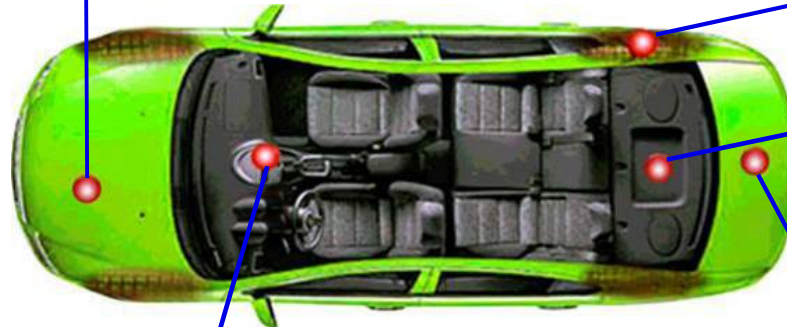


ADAS

Cameras, AVM, E-Mirror, TPMS

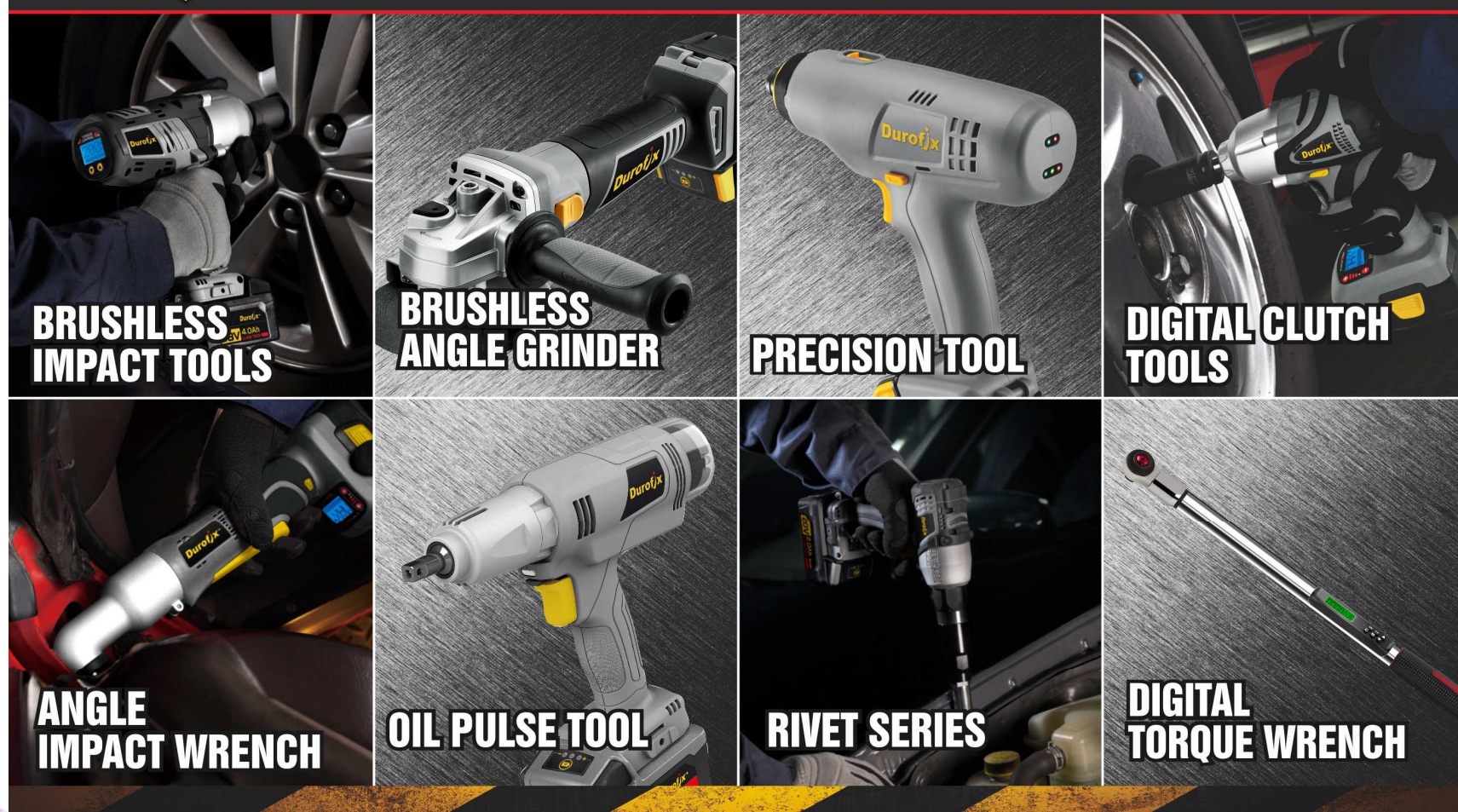


Battery Management System



Automotive Li-ion Power Tools

Durofix™ Construction & Equipment Tools



**BRUSHLESS
IMPACT TOOLS**

**BRUSHLESS
ANGLE GRINDER**

PRECISION TOOL

**DIGITAL CLUTCH
TOOLS**

**ANGLE
IMPACT WRENCH**

OIL PULSE TOOL

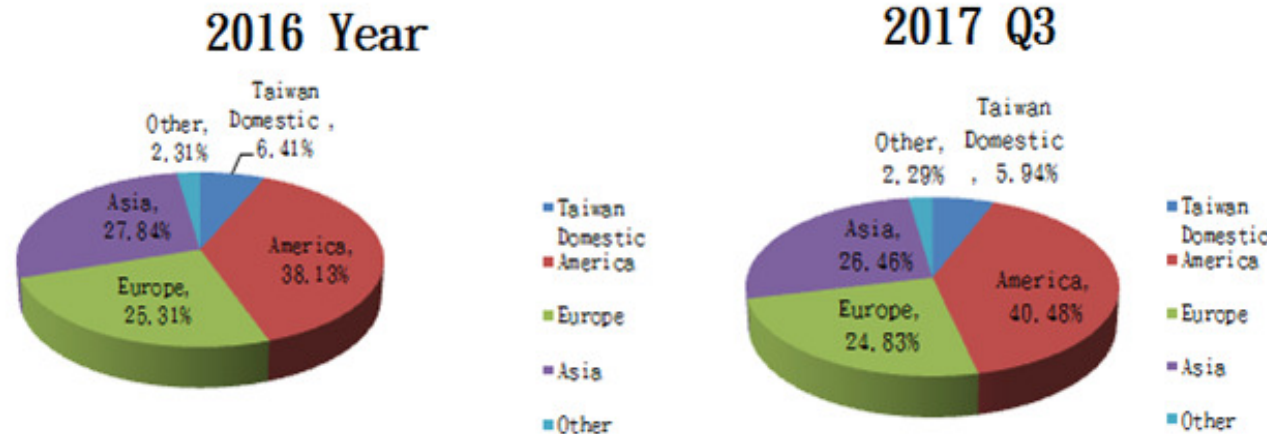
RIVET SERIES

**DIGITAL
TORQUE WRENCH**



Sales Performance Review

➤ Sales by Regions



Unit: NTD1,000	Taiwan Domestic	America	Europe	Asia	other	Total
2016 Year	149,263	886,590	588,654	647,243	53,694	2,325,444
%	6.42%	38.13%	25.31%	27.83%	2.31%	100.00%
2017 Q3	106,652	727,466	446,255	475,406	41,133	1,796,912
%	5.94%	40.48%	24.83%	26.46%	2.29%	77.27%

➤ YoY Sales Comparison

Unit: NTD 100M											
Year	2016						Jan-Oct, 2017				Jan-Oct, 2016 v.s Jan-Oct, 2017 Comparison
Quarterly	H1	Q3	Q4		Jan-Oct	Jan-Dec	H1	Q3	Oct.	Jan-Oct.	
			Oct.	Nov-Dec							
Total	11.7	5.93	1.62	4	19.25	23.25	11.4	6.54	2.21	20.18	5%



Income Statement (Consolidated)

Unit: NTD 1,000

Item	2014		2015		2016		2017 3Q	
	Amount	%	Amount	%	Amount	%	Amount	%
Operating Revenue	2,657,647	100	2,459,036	100	2,325,444	100	1,796,913	100
Gross Profit	959,231	36	839,996	36	870,311	38	683,429	38
Operating Income	307,271	11	224,113	9	226,532	10	221,035	12
Non-operating Income & Expenses	5,959	-	21,113	1	(60,855)	(3)	(81,867)	(4)
Pre-Tax Income	313,230	11	245,226	10	165,677	7	139,168	8
Net Income	227,974	8	162,715	7	81,772	4	87,287	5
Capital	964,000		947,000		985,000		985,000	
Earnings per Share	2.41		1.65		0.85		0.89	

Note: The Non-Operating losses in 2016 & 2017 are mainly from the exchange and investment losses.



2017 Q1~ Q3 Income Statement (Consolidated)

Unit: NTD 1,000

Item	2017Q1		2017Q2		2017Q3		Total	
	Amount	%	Amount	%	Amount	%	Amount	%
Operating Revenue	528,222	100	615,440	100	653,251	100	1,796,913	100
Gross Profit	200,821	38	239,753	39	242,855	37	683,429	38
Operating Income	53,194	10	81,985	14	85,856	13	221,035	12
Non-operating Income & Expenses	(60,996)	(12)	(10,393)	(2)	(10,478)	(2)	(81,867)	(4)
Pre-Tax Income	(7,802)	(2)	71,592	12	75,378	11	139,168	8
Net Income	(23,382)	(5)	55,511	9	55,158	8	87,287	5
Capital	985,000		985,000		985,000		985,000	
Earnings per Share	(0.24)		0.56		0.57		0.89	

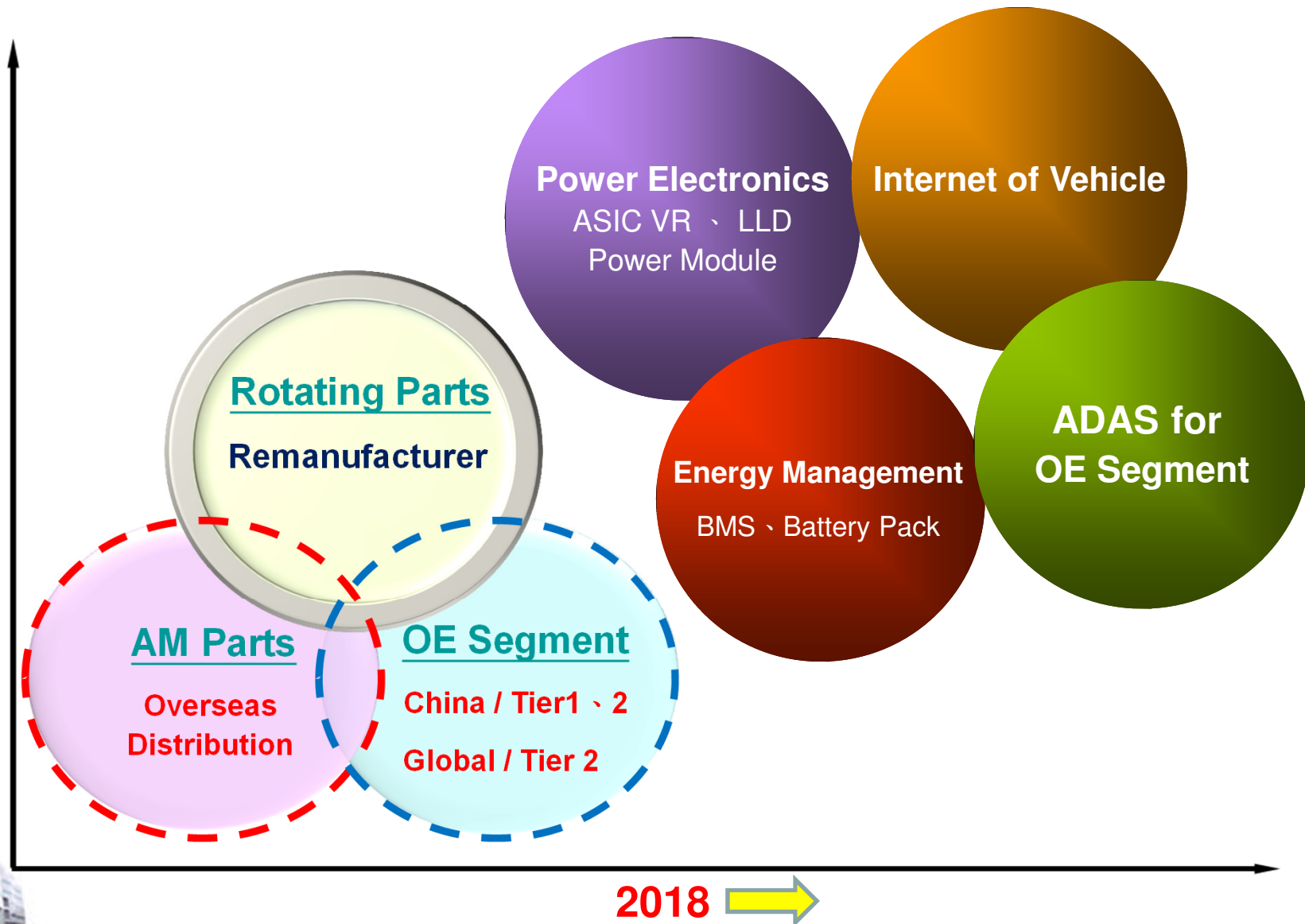
Note: The Non-Operating losses in Q1 are mainly from the exchange and investment losses.
The Non-Operating losses in Q2 & Q3 are mainly from the investment losses.



Future Prospects

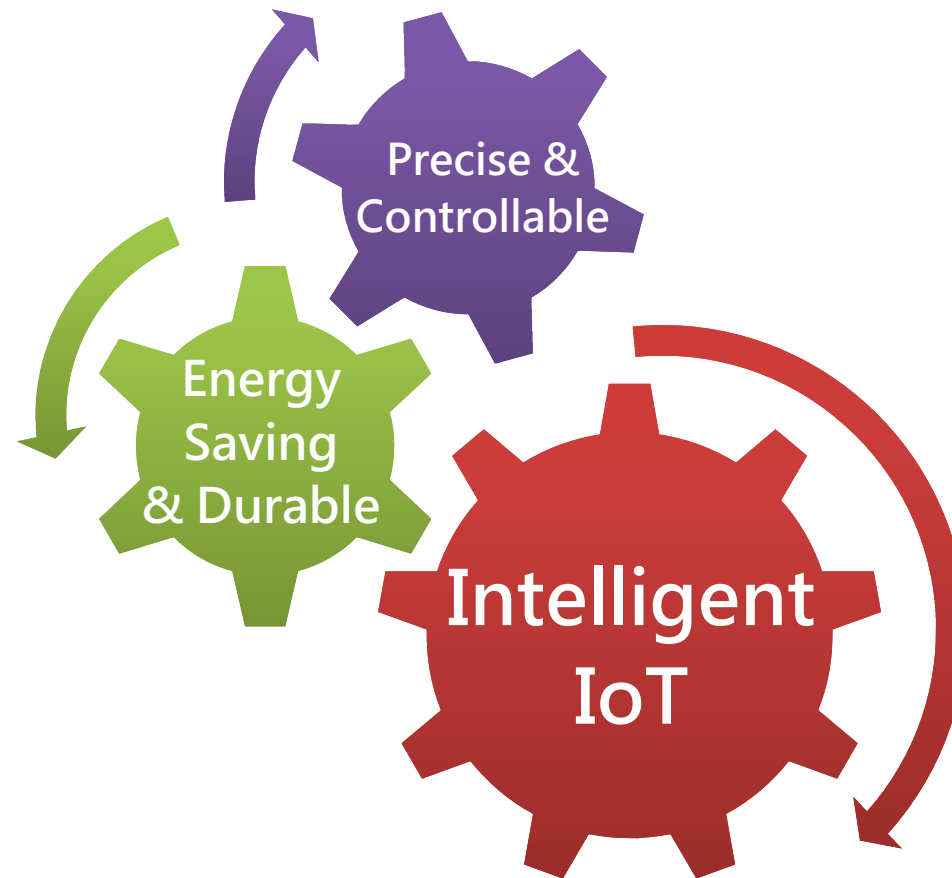


Mid-long term Sales Development Roadmap

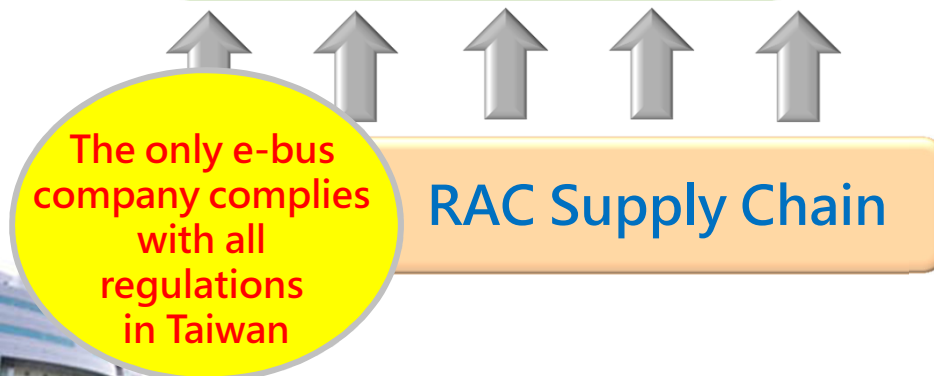
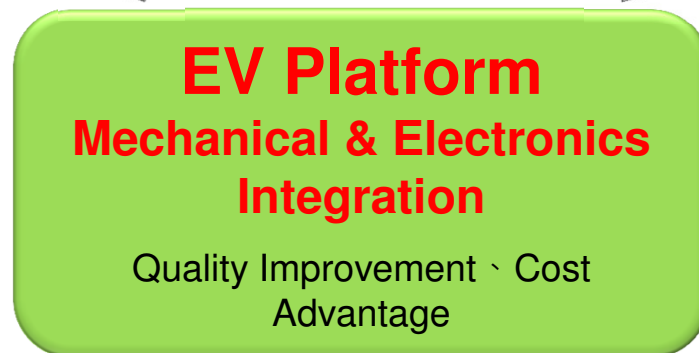
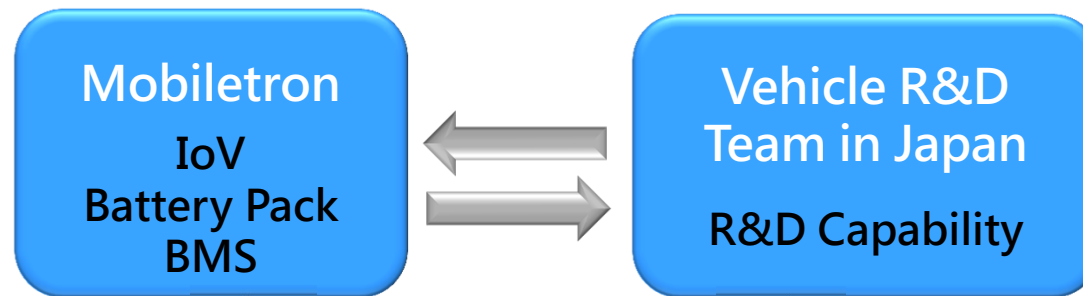


Intelligent Auto Torque Control Tool

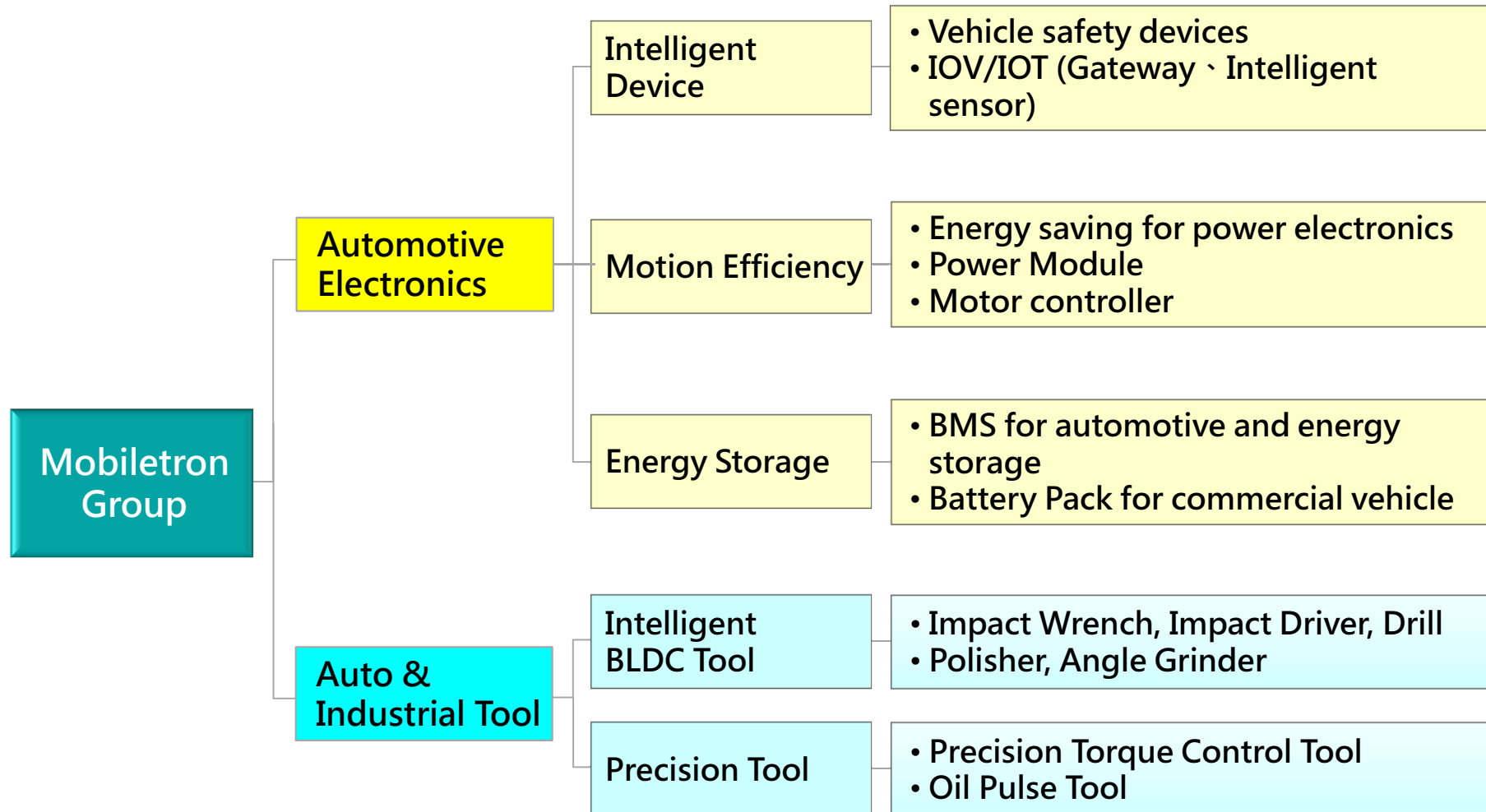
Main Strategic Direction



Supplier Alliance & Technical Integration



Product Development



Thank You

