

MOBILETRON ELECTRONICS

2019 Business Performance & Future Prospects

2019.04



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- ◆ Founded : July, 1982
- ◆ Employees : 1,200-1,500
- ◆ 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
 - (2) Energy Storage System
 - (3) UC&C + IoT
 2. Auto & Industrial Tool
 3. Electronic Commercial Vehicle



Product Profile - Automotive Electronics

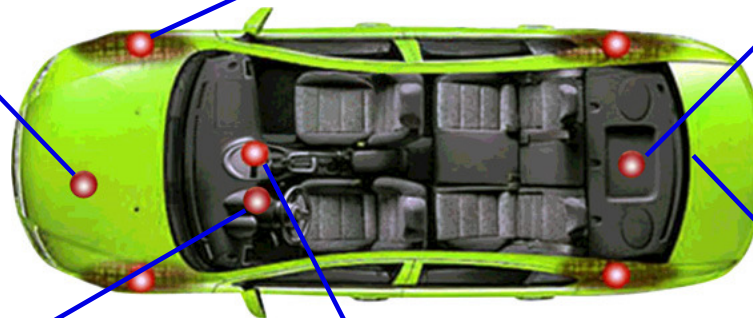
Engine Management System



TPMS



Power Module & Controller for Motor



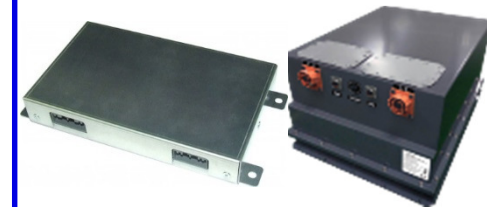
UC&C Server + IoT Gateway



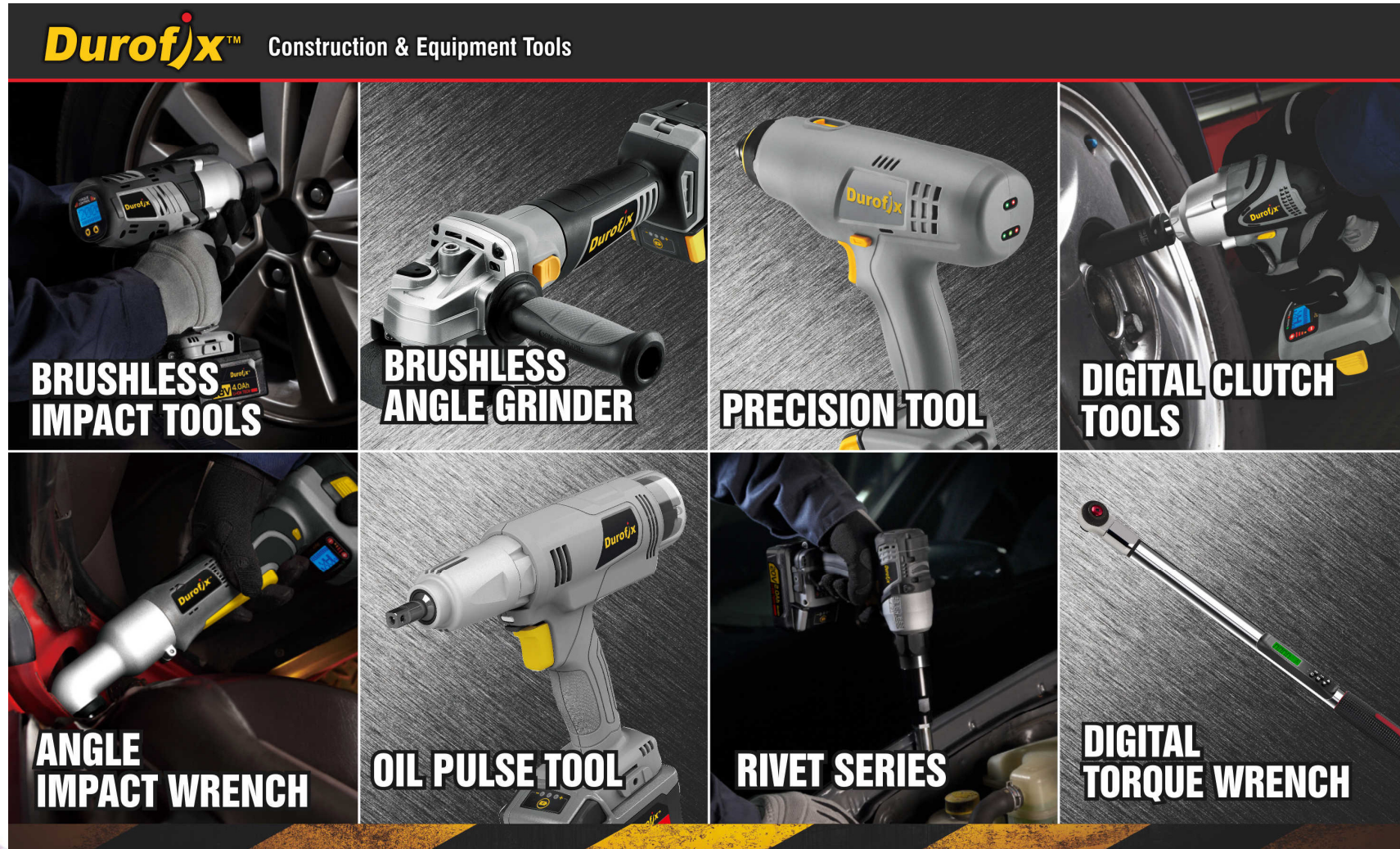
ADAS



Energy Storage Systems



Automotive Li-ion Power Tools



Global Operation



Headquarters, TAYA, Taiwan



Plant 1, Ningbo China



Plant 2, Ningbo China



E.P.Z, Taichung



Power Tools Plant (TAYA)



Electric Vehicles Plant (TaoYuan)



Preston, U.K.



Los Angeles, USA



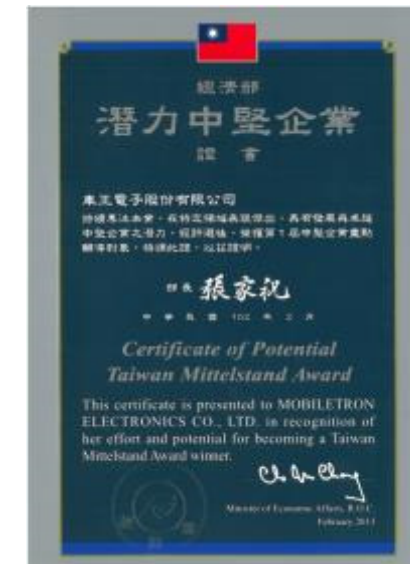
Alabama, USA





Honors & Awards

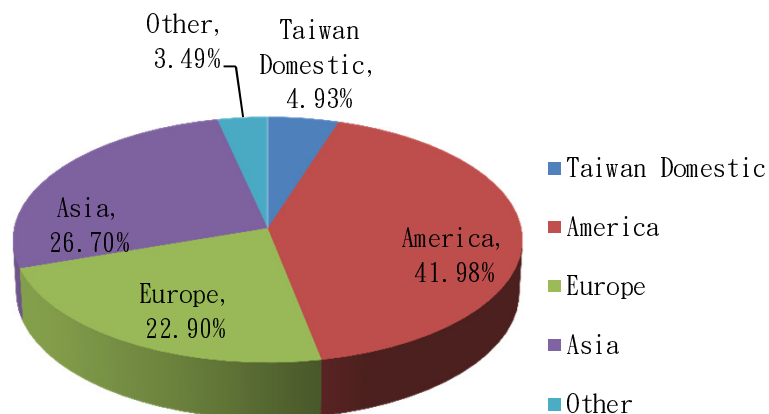
- 1995 - 「National Award of Small & Medium Enterprise」
- 1996 - 「Small & Medium Business Innovation Award」
- 1998 - 「Silver National Award of Excellence」
- 「National Quality Award」
- 2007 - 「SEMA Global Media Award」
- 2009 - 「AutoTronics Innovation Award」
- 2011 - 「AutoTronics Innovation Award」
- 2011 - 「ITS/Telematics Excellence Top 100 Award」
- 2013 - 「AutoTronics Innovation Award」
- 2013 - 「Potential Taiwan Mittelstand Award」
- 2015 - 「CSR Top 100 Corporate Citizenship Award」
- 2016 - 「AutoTronics Innovation Award」
- 2016 - 「BSI Sustainable Practice Award」
- 2017- 「Talent Development Quality Management System (TTQS) – Gold Medal」
- 2018- Smart Machinery Gold Award / Smart Manufacturing
- 2019- Enterprise above Industry 3.0 in Taiwan (Commonwealth Magazine)



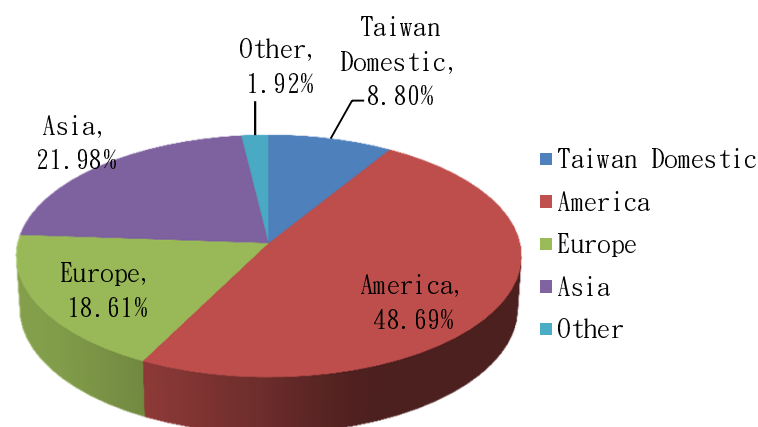
Sales Performance Review

➤ Sales by Regions

2017 Year



2018 Year



Unit : NTD 100M

	Taiwan Domestic	America	Europe	Asia	Other	Total
2017 Year	122,563	1,044,621	569,801	664,464	86,776	2,488,225
%	4.93%	41.98%	22.90%	26.70%	3.49%	100.00%
2018 Year	254,125	1,406,126	537,311	634,663	55,723	2,887,948
%	8.80%	48.69%	18.61%	21.98%	1.92%	100.00%



Income Statement (Consolidated)

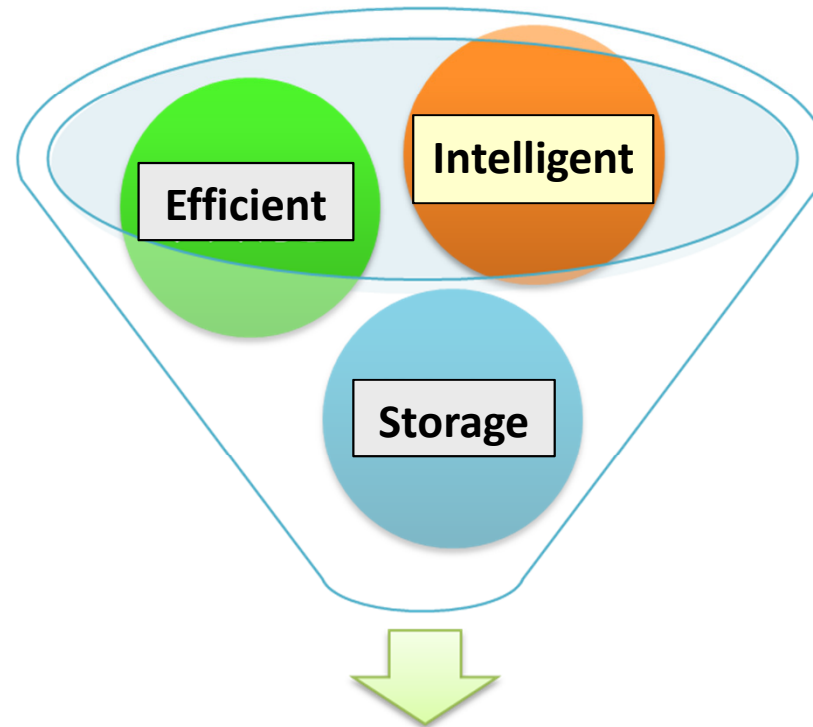
Unit: NTD 1,000

Item	2015		2016		2017		2018 (Excl. RAC)		2018 (Incl. RAC)	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Operating Revenue	2,459,036	100.0	2,325,444	100.0	2,488,225	100.0	2,749,491	100.0	2,887,948	100.0
Gross Profit	893,996	36.4	870,311	37.4	941,536	37.8	99,566	36.2	943,189	32.6
Operating expenses	669,883	27.2	643,779	27.7	636,124	25.6	665,185	24.2	719,567	24.9
Operating Income	224,113	9.1	226,532	9.7	305,412	12.3	330,475	12.0	223,621	7.7
Non-operating Income & Expenses	21,113	0.9	(60,855)	(2.6)	(118,271)	(4.8)	41,263	1.5	87,262	3.1
Pre-Tax Income	245,226	10.0	165,677	7.1	187,141	7.5	371,738	13.5	310,863	10.7
Net Income	162,715	6.6	83,905	3.6	113,143	4.5	267,439	9.7	209,461	7.2
Net profit of the current period belongs to Headquarters	162,716		83,905		113,143		267,439		267,439	
Capital	947,000		985,000		985,000		985,000		985,000	
Earnings per Share	1.65		0.85		1.15		2.71		2.71	



Developing Strategy





「Three-in-One」 Developing Strategy



Intelligent



Intelligent control combined with smart sensor and communication system

Efficient



High efficiency kinetic driving control technology

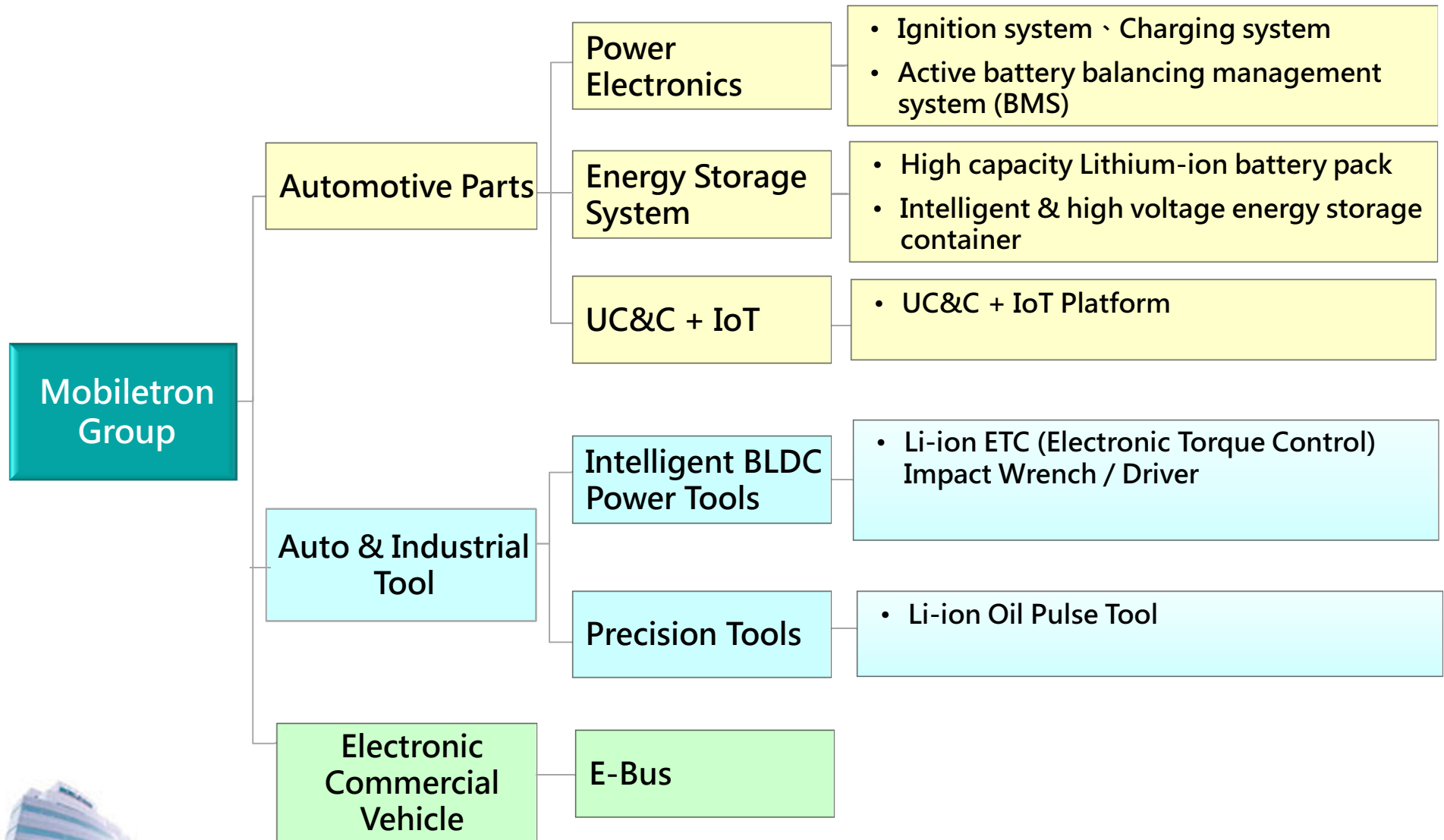
Storage



High reliability energy storage management technology



Product Roadmap



Thank You

