

Utechzone(3455)
Investor Conference

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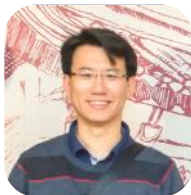
Utechzone IR Team



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Financial Statement

2019 H1 Overlook

Growth Trend



Financial Statement

2019 H1 Consolidated Income Statement

Unit: Thousand (NTD)	2019 Q2		2018 Q2		2019 H1		2018 H1	
	Amount	%	Amount	%	Amount	%	Amount	%
Revenue	712,954	100	775,114	100	1,289,248	100	1,212,541	100
Equipment	691,403	97	755,077	97	1,241,613	96	1,166,003	96
Others	21,551	3	20,037	3	47,635	4	46,538	4
Cost of Revenue	371,337	52	479,429	62	662,165	51	730,644	60
Gross Profit	341,617	48	295,685	38	627,083	49	481,897	40
Operating Expenses								
Selling	116,420	16	107,327	14	207,096	16	183,075	15
Administration	49,391	7	39,416	5	96,152	8	76,080	6
Research and Development	71,677	10	52,786	7	132,871	10	105,984	9
Expected Credit Loss	12,824	2	29,755	4	56,567	4	28,551	2
Operating Expense	250,312	35	229,284	30	492,686	38	393,690	32
Operating Income	91,305	13	66,401	8	134,397	11	88,207	8
Net Non-operating Income	155,883	22	39,671	5	244,227	19	4,380	0
Income Before Income Taxes	247,188	35	106,072	13	378,624	30	92,587	8
Income Tax Expense	(54,934)	(8)	(24,208)	(3)	(81,250)	(6)	(7,859)	(1)
Net Income	192,254	27	81,864	10	297,374	24	84,728	7
EPS(NTD)	3.21		1.33		4.97		1.38	



2019 H1 Overlook

2019 H1 Overlook

H1 revenue reaches historical new high, YoY 6.33%

- Display revenue: historical high/ YoY 8.24%
- PCB revenue: second highest in history/ YoY 1.75%

Gross margin reached second highest in history, YOY 22.40%

- Display gross margin rate: second highest in 5 years/ YoY 29.41%
- PCB gross margin rate: historical high/ YoY 11.86%

Revenue & gross margin for both display and PCB are increasing !!

The first AI sold to main PCB manufacturer (replacing more than a hundred operators)

2019 H1 Sales Performance

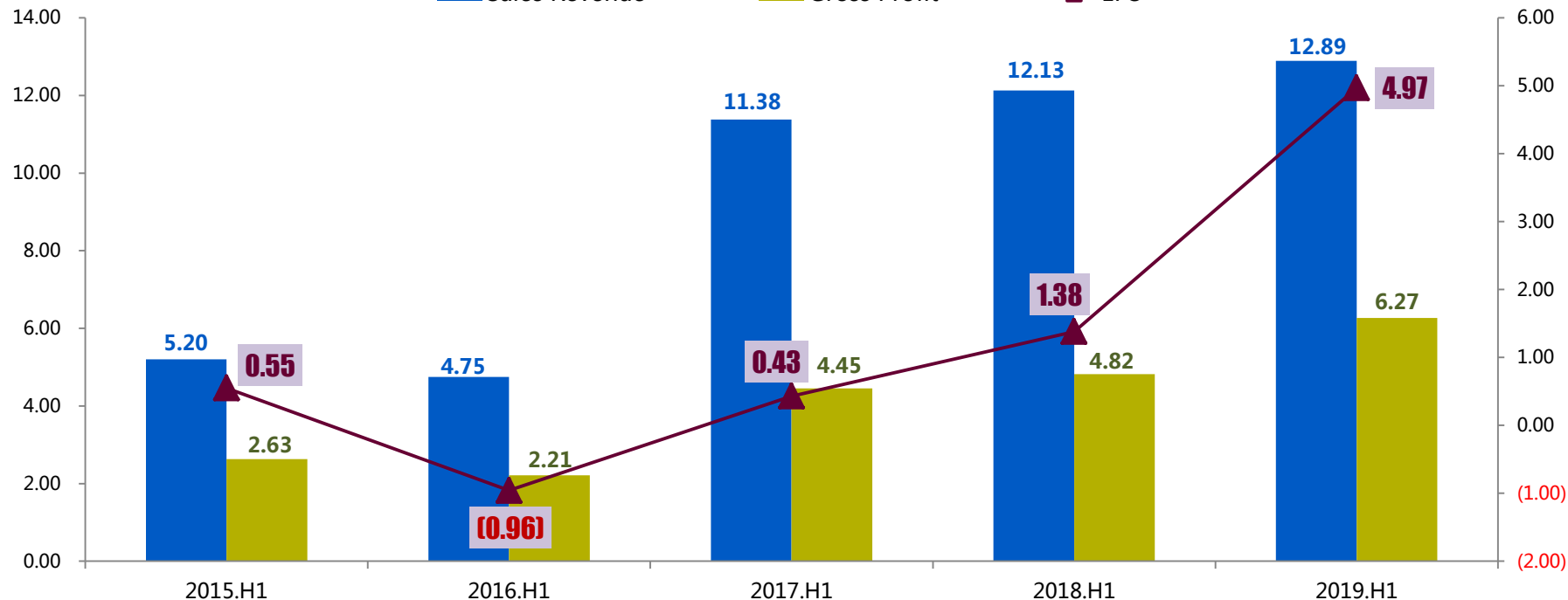
Unit : 100 million (NTD)

Sales Revenue

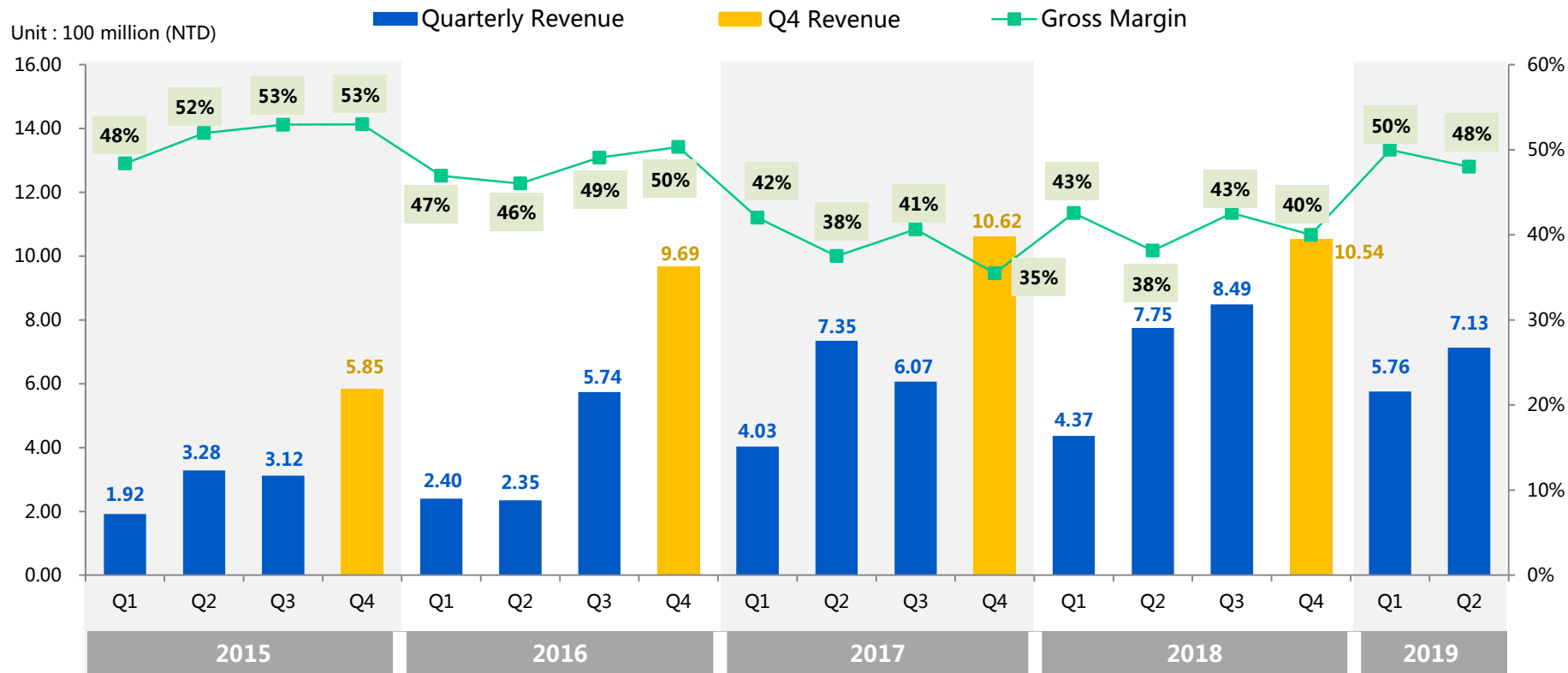
Gross Profit

EPS

Unit : NT Dollar

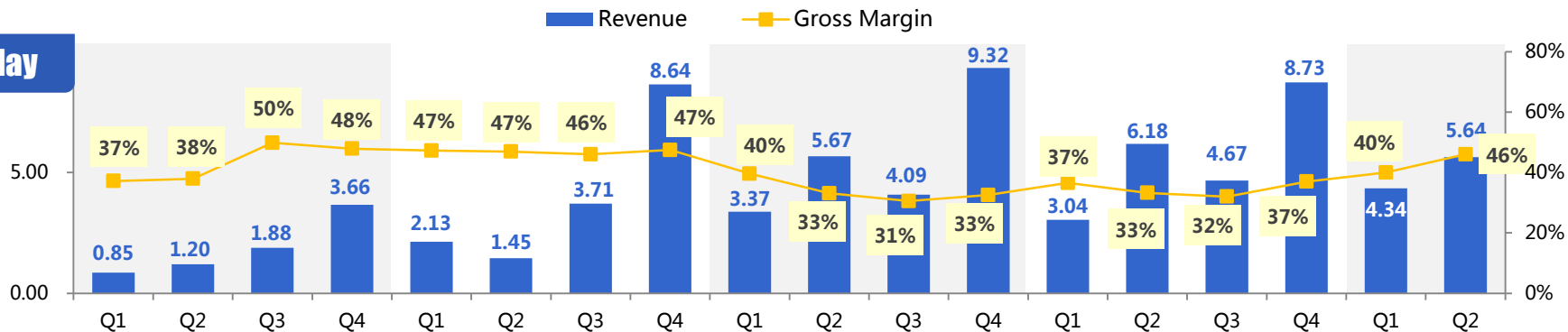


Quarterly Sales and Profit Record

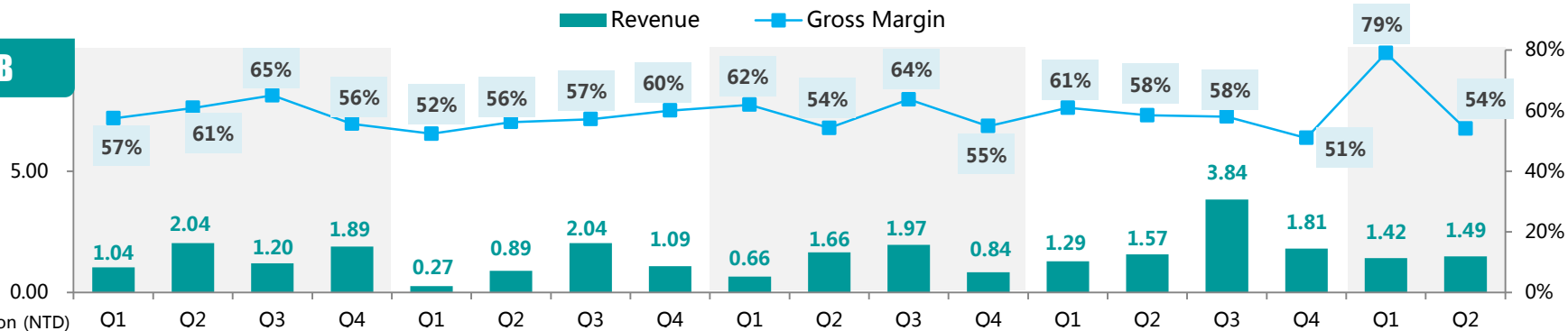


Quarterly Display/ PCB Record

Display



PCB



Unit : 100 million (NTD)



Growth Trends

Original Markets

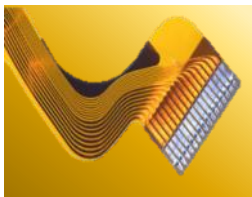
1

Packaged PCB



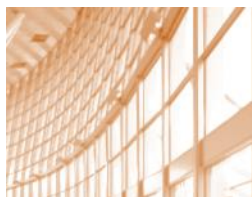
2

FPC/COF



3

Display Front End



4

Display Back End



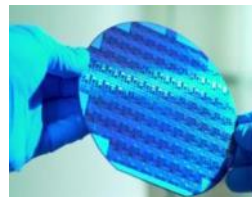
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PCB



6

Semicon



7

AI

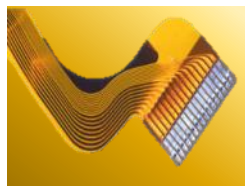


New Markets

Full Coverage



Packaged PCB



FPC/COF



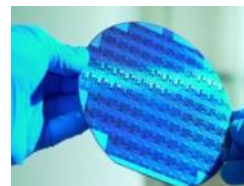
Display Front End



Display Back End



PCB

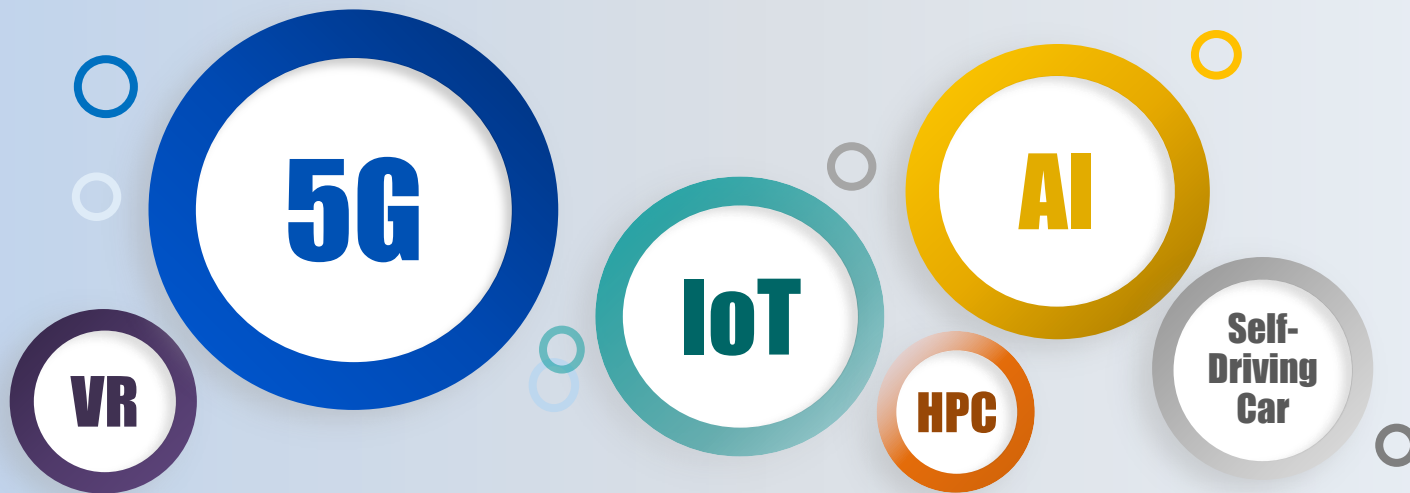


Semicon



AI

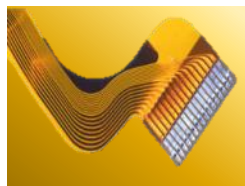
Emerging Trends



Multiple Growth Trends



Packaged PCB



FPC/COF



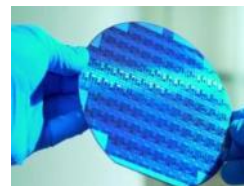
Display Front End



Display Back End



PCB



Semicon



AI

Current Strength

- ABF/Flip Chip
- Fine Line

- FPC
- COF
- Copper Foil
- Roll to Roll

- High Resolution LCD
- OLED

- Automotive Panel
- Intelligent Module

- SLP
- HDI
- Mini LED

- Wafer
- Panel

- Big Data
- Smart Manufacturing

Extending Product Lines

AVI

NEW • **AOI**

NEW • **AOR**

NEW • **AICM**

AVI

NEW • **AOI**

NEW • **LVI**

AOI

API

Demura

NEW • **AOI**

NEW • **AVI**

NEW • **LVI**

NEW • **Inline AOI**

NEW • **AOI**

NEW • **OM**

NEW • **ADJ**

NEW • **ADC**



Thank You



Utechzone | OTC Code : 3455



