

MOBILETRON ELECTRONICS

2018 Business Performance & Future Prospects

2018.11.19



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- ◆ 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 : TPMS, ADAS

2. Energy Storage Systems

3. IOT Server & Gateway

4. 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

Mobiletron China



Product Profile - Automotive Electronics

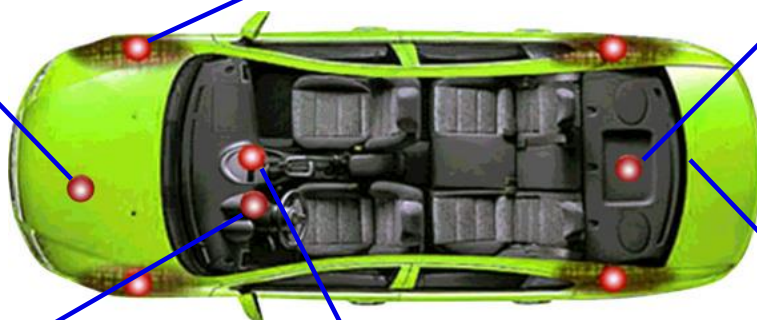
Engine Management System



TPMS



Power Module & Controller for Motor



UC&C Server + IoT Gateway



ADAS



Energy Storage Systems



Automotive Li-ion Power Tools

Durofix™

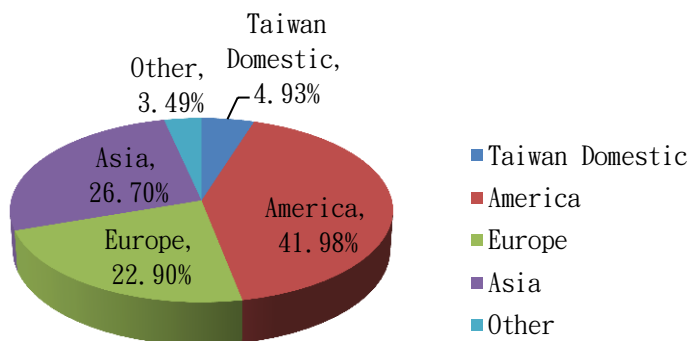
Construction & Equipment Tools



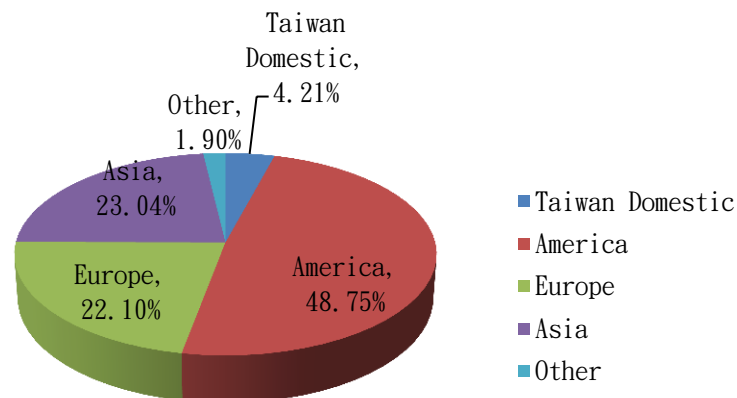
Sales Performance Review

➤ Sales by Regions

2017 Year



2018 Q3



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 Q3	84,313	975,800	442,336	461,062	37,962	2,001,473
%	4.21%	48.75%	22.10%	23.04%	1.90%	100.00%

➤ YoY Sales Comparison

Unit:NTD 100M

Year	Jan-Oct,2017			Jan-Oct,2018			Comparison	
Quarterly	Q3	Oct.	Total	Q3	Oct.	Total	Oct.	Jan-Oct
AMT	17.96	2.22	20.18	19.99	2.59	22.58	+17%	+12%

Income Statement (Consolidated)

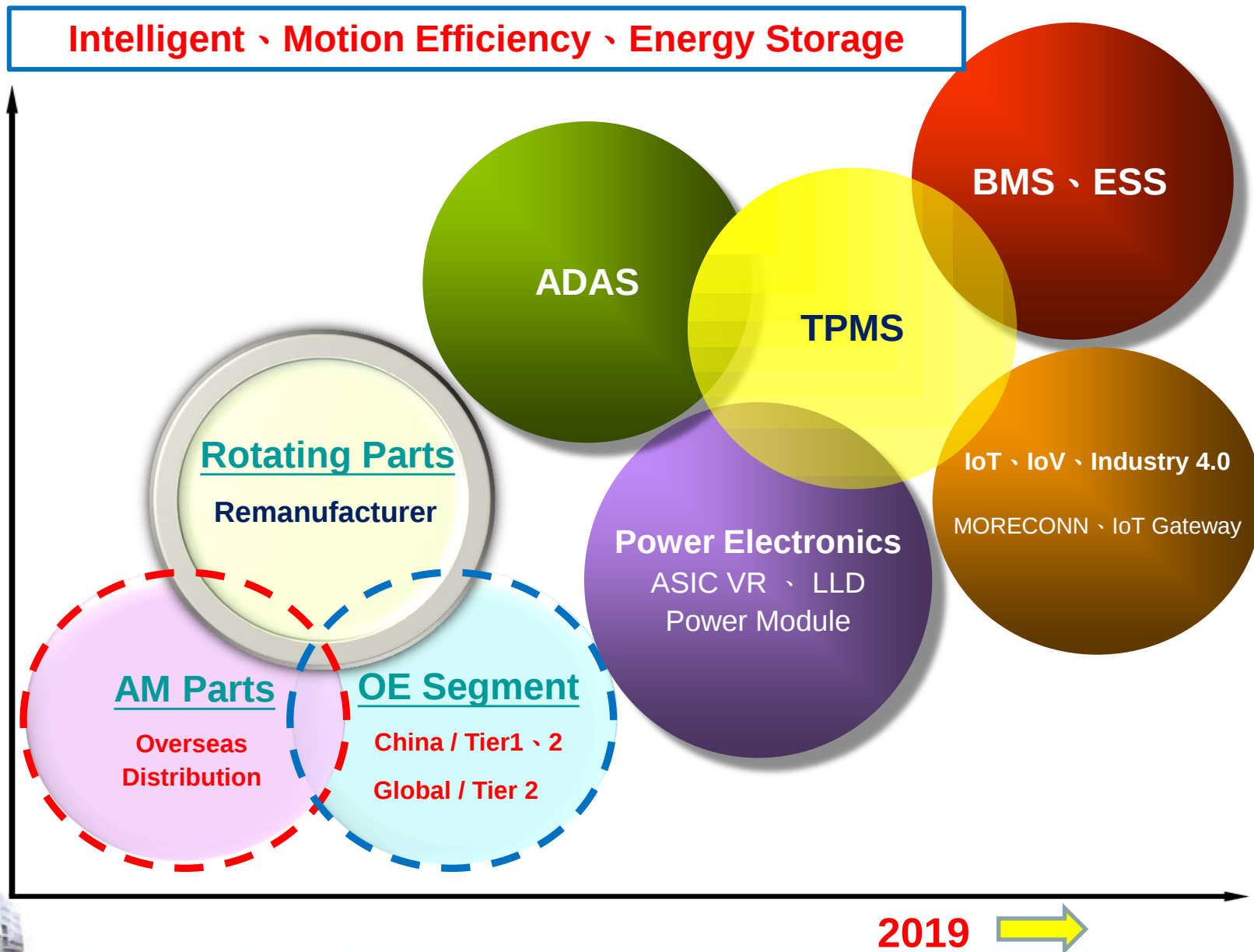
Unit: NTD 1,000

Item	2015		2016		2017		2018 3Q(Excl.RAC)		2018 3Q(Incl. RAC)	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Operating Revenue	2,459,036	100.0	2,325,444	100.0	2,488,225	100.0	2,004,521	100.0	2,001,473	99.8
Gross Profit	893,996	36.4	870,311	37.4	941,536	37.8	693,696	34.6	652,824	32.6
Operating expenses	669,883	27.2	643,779	27.7	636,124	25.6	489,496	24.4	544,872	27.2
Operating Income	224,113	9.1	226,532	9.7	305,412	12.3	204,200	10.2	107,952	5.4
Non-operating Income & Expenses	21,113	0.9	(60,855)	(2.6)	(118,271)	(4.8)	67,185	3.4	108,060	5.4
Pre-Tax Income	245,226	10.0	165,677	7.1	187,141	7.5	271,385	13.5	216,012	10.8
Net Income	162,715	6.6	83,905	3.6	113,143	4.5	187,475	9.4	134,039	6.7
Net profit of the current period belongs to Headquarters	162,716		83,905		113,143		187,475		187,475	
Capital	947,000		985,000		985,000		985,000		985,000	
Earnings per Share	1.65		0.85		1.15		1.9		1.9	

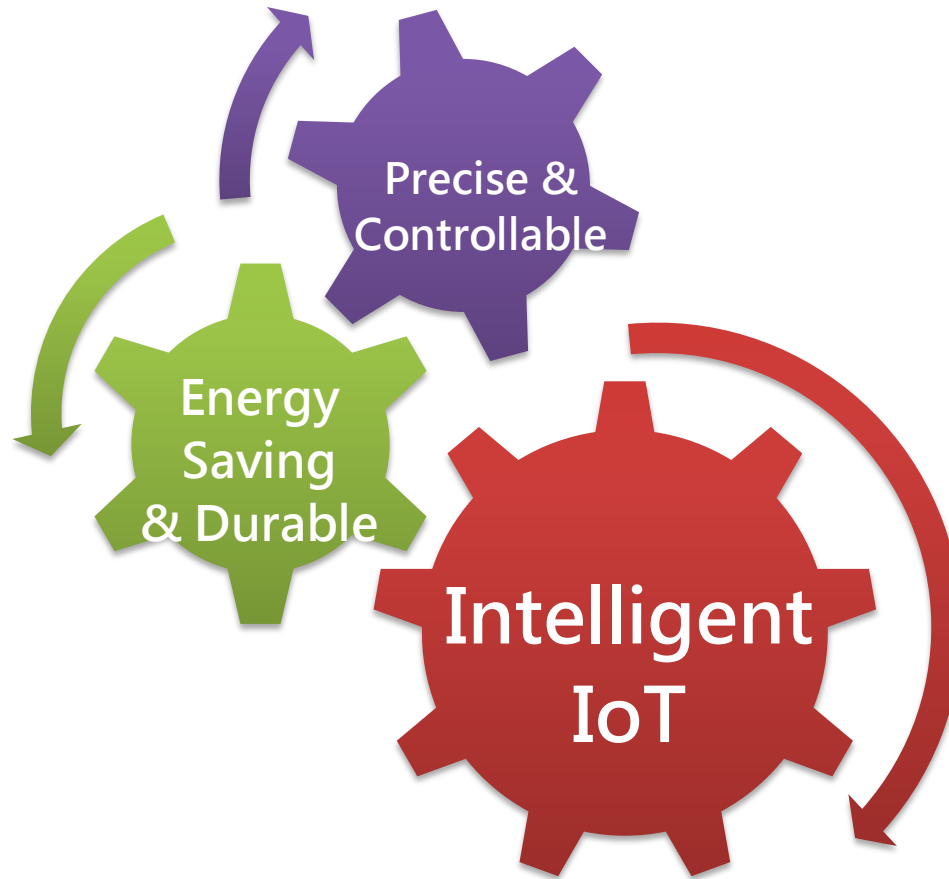


Future Prospects

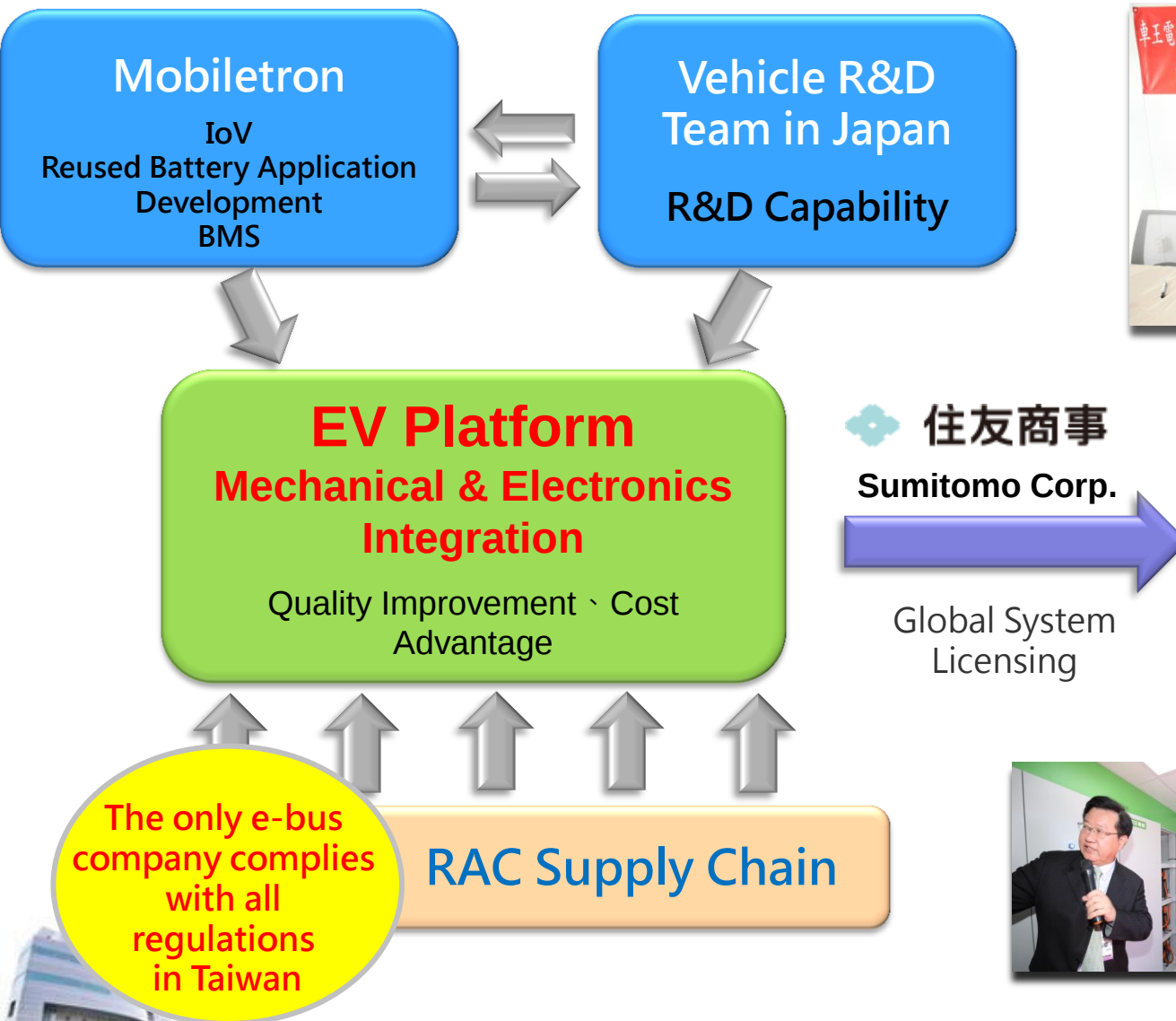




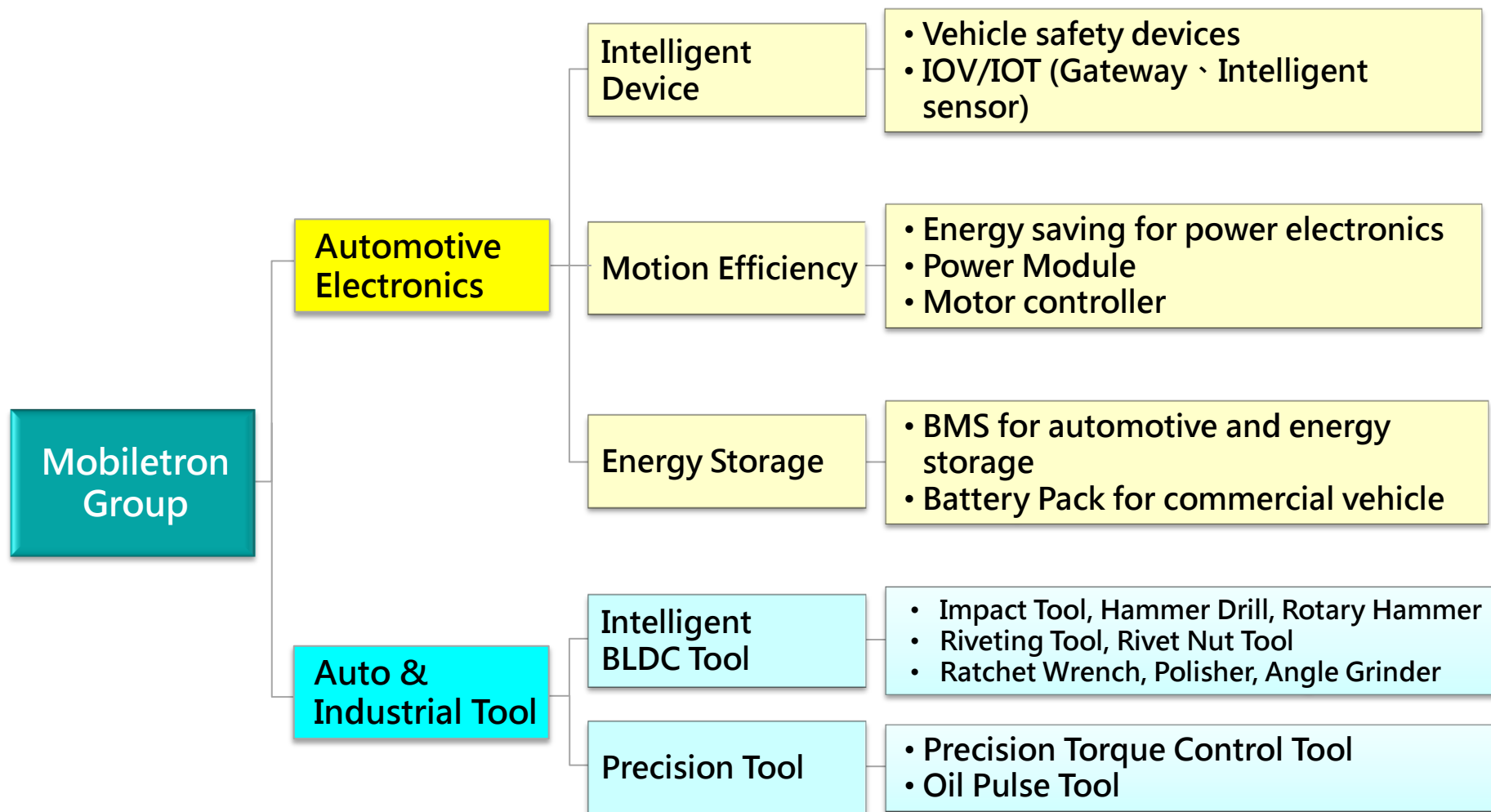
Strategic Development of Digital Torque Control Tool



Strategic Alliance & Marketing Worldwide



Product Development



Thank You

