

2018Q3 Update

November 1st 2018



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Disclosure Notice

公告原則

- All financial numbers are prepared in accordance with IFRS which is approved by regulators in Taiwan
- All financial numbers are unaudited
- 本公司財務報表係依照臺灣主管機關認可之國際財務報導準則編製
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3Q18 Result Summary

2018年第三季營運簡報

NT\$	Revenues	Net Profits	EPS
3Q18	32.2 bn	191 mn	0.47

- Robust revenue growth in the backdrop of new smartphone and eBook product ramp-ups.
- Profitability improvement was unproportional to revenue growth mainly due to start-up cost related to new product mass production, unfavorable product mix and heightened competition.
- Operating expenses remained around the historical-low level.
- Expects revenue growth momentum continues into 4Q18.

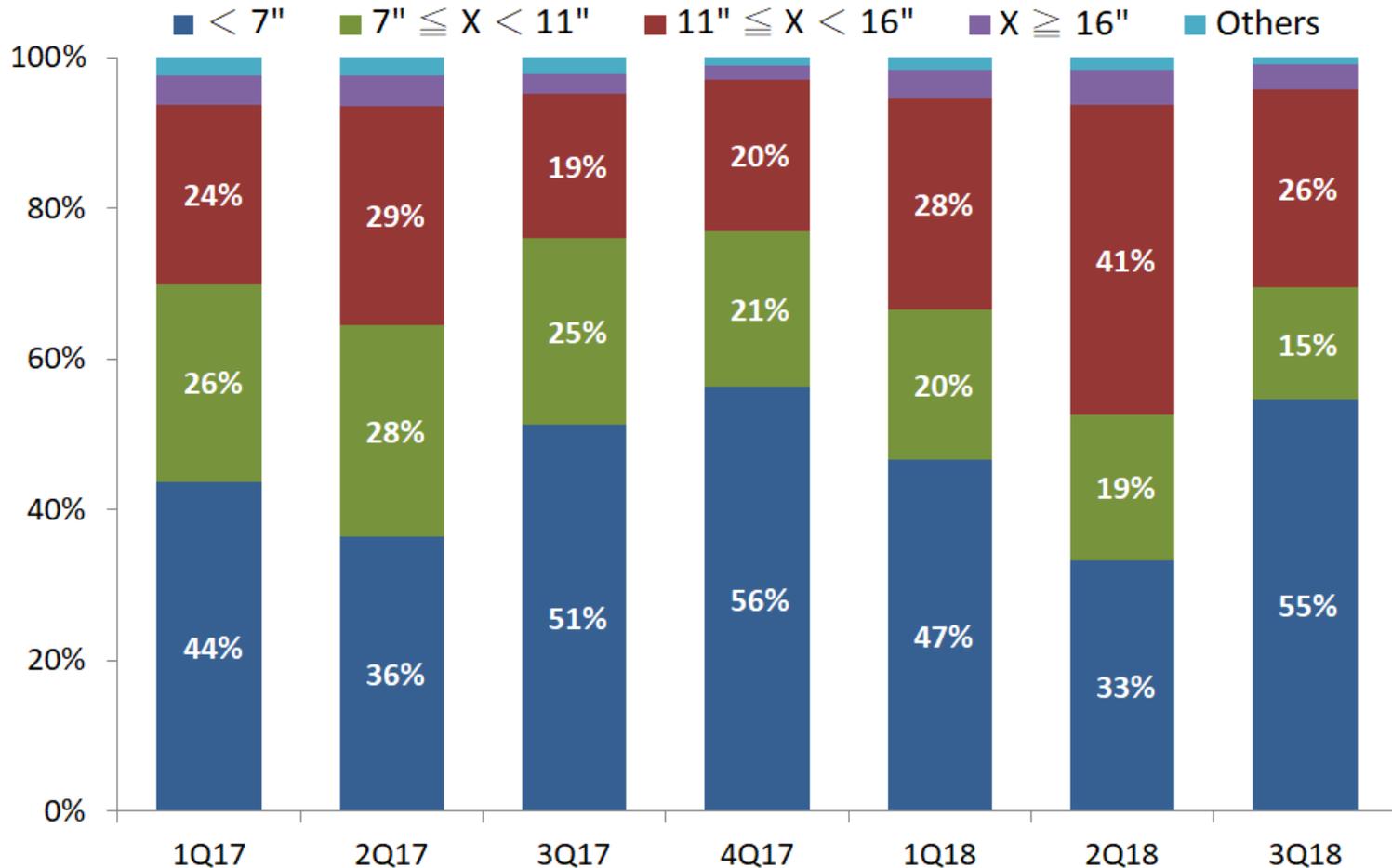
3Q18 Profit & Loss

2018年第三季損益表

Profit & Loss	3Q18	2Q18	QoQ	3Q17	YoY
(NT\$ million)					
Revenues	32,192	17,791	80.9%	30,513	5.5%
COGS	(30,955)	(17,619)		(27,898)	
Gross Profits	1,237	172		2,615	
Operating Expenses	(1,037)	(1,067)		(1,273)	
SG&A	(778)	(846)		(992)	
R&D	(259)	(221)		(281)	
Operating Profits	201	(895)		1,342	
Non-Op Inc/(Exp)	178	413		(178)	
<i>Int Inc/(Exp)</i>	<i>(58)</i>	<i>(40)</i>		<i>(210)</i>	
<i>FX Gain/(Loss)</i>	<i>4</i>	<i>192</i>		<i>(132)</i>	
<i>Others</i>	<i>232</i>	<i>261</i>		<i>164</i>	
Earnings Before Tax	379	(482)		1,164	
Income Tax	(149)	288		(351)	
Net Income (Parent)	191	(227)		870	
EPS (Parent)	0.47	(0.56)		2.37	
EBITDA	2,337	1,436		3,571	
Margin:					
GM	3.8%	1.0%		8.6%	
OM	0.6%	(5.0%)		4.4%	
NM	0.6%	(1.3%)		2.9%	
Op Exp	(3.2%)	(6.0%)		(4.2%)	

Quarterly Sales by Form Factors

季營收結構



3Q18 Balance Sheet

2018年第三季資產負債表

Balance Sheet	9/30/2018	6/30/2018
(NT\$ million)		
Cash Equivalents	12,785	16,759
Debt Inv with no active market	9,670	6,941
Receivables	9,408	6,756
Inventories	11,442	6,634
Current Assets	48,779	38,880
Long-term Investments	258	258
PP&E	35,802	34,907
Total Assets	88,778	78,026
ST Loans	12,420	11,677
Payables	21,239	11,675
Current Liabilities	42,152	31,843
LT Loans	6,985	6,827
Total Liabilities	52,032	41,488
Common Shares	4,067	4,067
Total Shareholder's Equities	36,746	36,537
Ratio Analysis:		
Quick Ratio	0.89	1.01
Current Ratio	1.16	1.22
ROE (YTD Annualized)	0.1%	(0.9%)
Net Debt to Equity	0.18	0.05

Note: PP&E includes prepayments.

Technical Seminar: SNW Flexible Touch

柔性觸控SNW技術交流會

- Date: 2018/10/25
- Venue: Shenzhen
- Participants: 250+



SNW Product Categories and Focuses

Active Pen
Tablet Notebook

Education
White-board

Raw materials
SNW ink Bare films

Large Size TP
TV Desktop AIO

Green Energy Automotive
OPV Windshield

Foldable / Flexible
Wearables Foldable products Automotive

Meeting
E-board

SNW Solutions for All Applications

Applications	Sizes	Key Features	Sensor Stack-ups
Phone	5"~6.x"	<ul style="list-style-type: none">• 3D CG• Sensor Bendable	F2
Tablet-Phone	7"~9"	<ul style="list-style-type: none">• Foldable	F2
NB	11"~17.3"	<ul style="list-style-type: none">• Lower Resistance• Double Side• Slim Border	F2
AIO	21.5"~32"	<ul style="list-style-type: none">• Lower Resistance	FF
Auto	~50"	<ul style="list-style-type: none">• Curve	F2
IWB/EWB	43"~86"	<ul style="list-style-type: none">• Lower Resistance	FF

SNW best satisfies the requirement of ALL applications!

TPK Values

Comprehensive Vertical Integration

- Strongly vertical integration of SNW to be competitive continuously.

Leading Company in Touch Industry

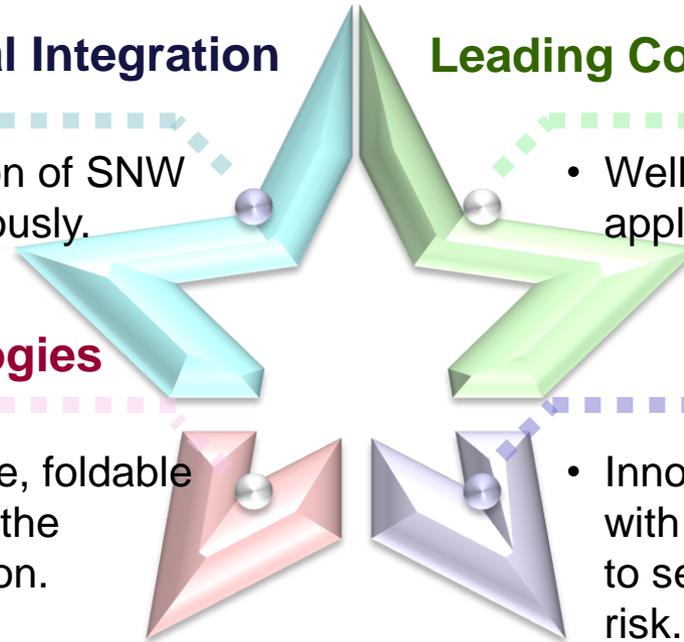
- Well business experience for all applications.

Leading SNW Technologies

- SNW with lower resistance, foldable and Moire free to support the innovation for all application.

Strong IP Portfolio

- Innovation from early engagement with leading company, strongly IP to secure customer without any risk.





touching tomorrow, today