

# LEADTREND Investor Meeting Material

2018.12.25

**TSE:3588** 





#### Disclaimer

This following pages contain projections & estimates of financial information as well as market and product developments for future periods. These projections & estimates are based on information currently available which we believe to be reliable, but they involve risks and uncertainties.

Our actual results of operations and financial condition may differ significantly from those contained in the projections & estimates. These projections & estimates should not be interpreted as legally binding commitments, but rather as flexible information subject to change occasionally.



# Company Profile



#### **Company Profile**





## **Application**





# **Financial Results**

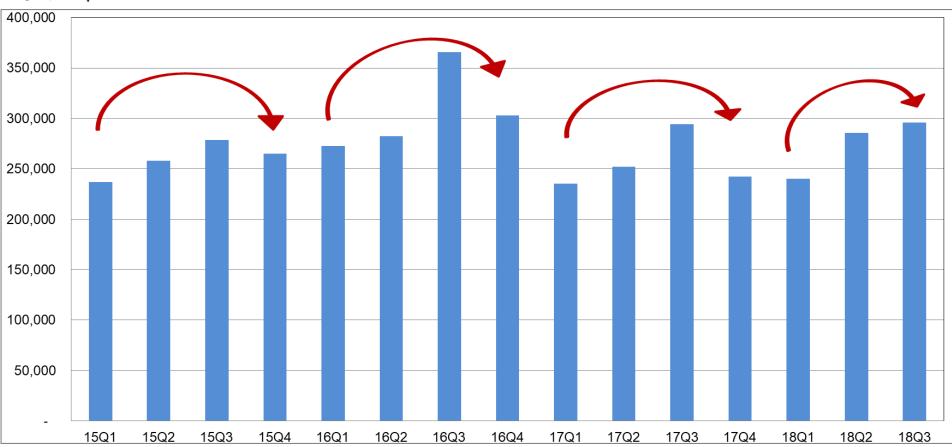


## Quarterly Revenue Growth

2018Q3 Revenue QoQ +4% 2018Q3 Revenue YoY +1%

2018Q3 Revenue YTD YoY +5%

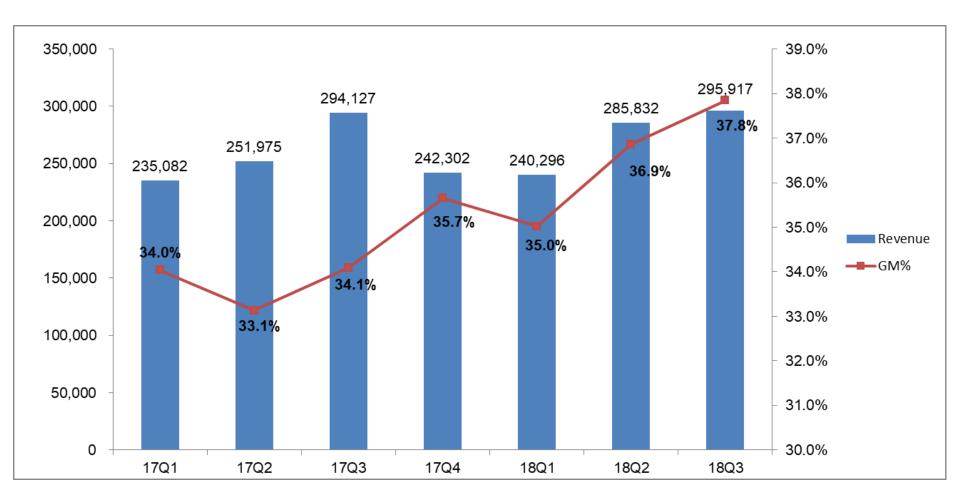
**Unit: NT\$K** 





#### Revenue & GM% Trend

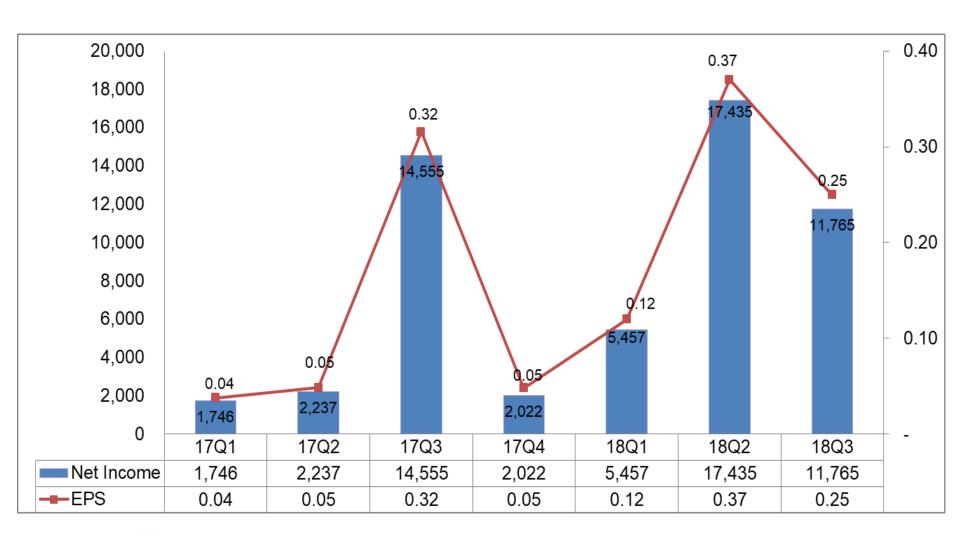
NT\$, thousand





#### **Net Income and EPS**

NT\$, thousand





# 2018 Q3 Result Highlights

In NT\$ thousand except EPS	2018Q3		2018Q2		QoQ	2017Q3		YoY
'	Amount	%	Amount	%	%	Amount	%	%
Net Sales	295,917	100%	285,832	100%	3.5%	294,127	100%	0.6%
Gross Margin	111,987	38%	105,363	37%	6.3%	100,274	34%	11.7%
Operating Expense	94,578	32%	89,792	31%	5.3%	82,822	28%	14.2%
Operating Net Income	17,409	6%	15,571	5%	11.8%	17,452	6%	-0.2%
Net Income before Tax	18,105	6%	24,475	9%	-26.0%	19,506	7%	-7.2%
Net Income	11,765	4%	17,435	6%	-32.5%	14,555	5%	-19.2%
EPS	0.25		0.37			0.32		

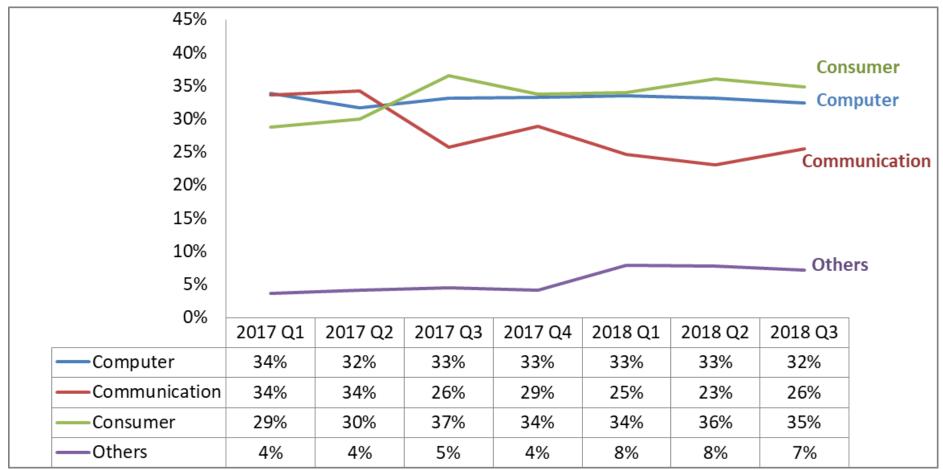


# 2018 Q1~Q3 Result Highlights

In NT\$ thousand except EPS	2018 Q1	~Q3	2017 Q1	YoY	
·	Amount	%	Amount	%	%
Net Sales	822,045	100%	781,184	100%	5.2%
Gross Margin	301,501	37%	263,757	34%	14.3%
Operating Expense	263,700	32%	231,363	30%	14.0%
Operating Net Income	37,801	5%	32,394	4%	16.7%
Net Income before Tax	50,978	6%	31,863	4%	60.0%
Net Income	34,657	4%	18,538	2%	87.0%
EPS	0.75		0.40		



#### **Product Application Trend \_ Quarterly**



Computer: NB (Incl. Tablet) / MNT / Printer / PC Power

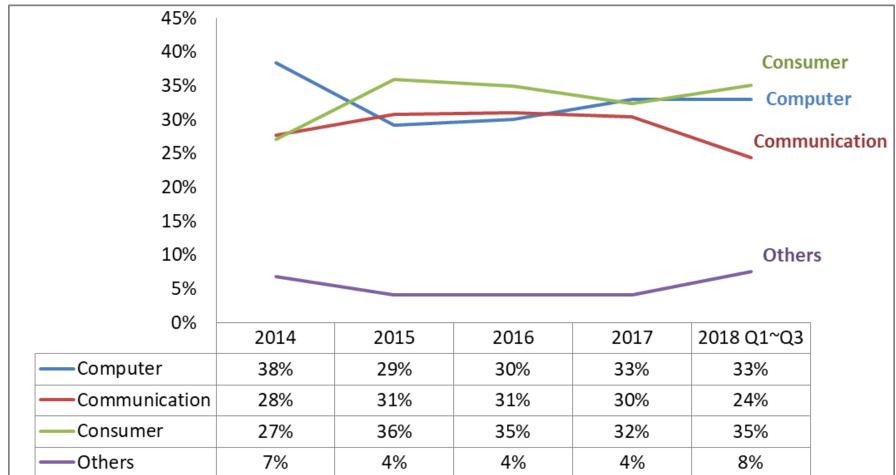
Communication: NWK / POS / Charger

**Consumer: TV / Lighting / Game / Appliances / Small Appliances** 

Others: IPC (Incl. Medical) / Power Tool / Others



#### **Product Application Trend \_Yearly**



Computer: NB (Incl. Tablet) / MNT / Printer / PC Power

**Communication: NWK/POS/Charger** 

**Consumer: TV / Lighting / Game / Appliances / Small Appliances** 

Others: IPC (Incl. Medical) / Power Tool / Others



# Thank You