



ANPEC Electronics Corporation

2018 Q3 Earnings Conference

Nov 2018

Disclaimer

This presentation contains forward-looking statements and these forward-looking statements are subject to risks, uncertainties and assumptions. The unexpected circumstance arise may cause the differences between the actual results and the company's expectations.

The forward-looking statements provided in this presentation is reflected by ANPEC current operation status and forward-looking assumptions. ANPEC shall not bear any liabilities for the differences between the actual results impacted by the external factors and company's early expectation.

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Agenda

Company Profile Update

Product & Strategy

Financial Results

Q & A

ABOUT ANPEC

 **Establishment** : 10/1997

 **Capital** : US\$24M (Nov 2018)

 **Employees** : 380 (Worldwide)

 **Ticker** : 6138

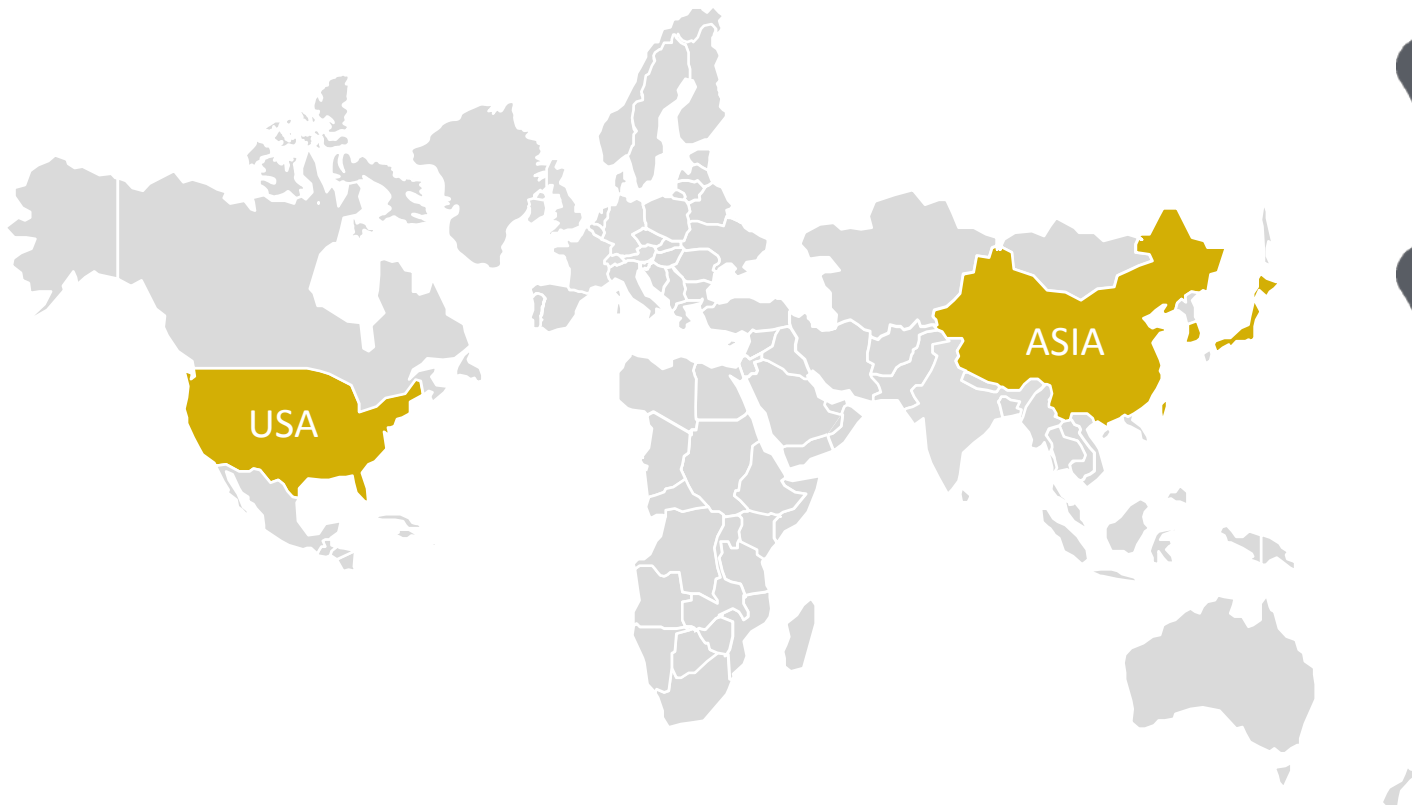
 **Mixed-Signal & Power / Analog IC Fabless Design House in Taiwan**

 **Headquarter** :
Hsinchu Science Park, Taiwan

 **Branch Office** :
Taipei & Kaohsiung, Taiwan
Suzhou & Shenzhen, China
Los Angeles, USA
Bundang, Korea



HUMAN RESOURCE



USA

Los Angeles, USA



ASIA

Hsinchu, Taiwan (HQ, R&D)

Taipei, Taiwan

Kaohsiung, Taiwan

Shenzhen, China

Suzhou, China (R&D)

Bundang, Korea

Tokyo, Japan

01 380 employees worldwide

03 2 design centers

02 140 employees in R&D

04 6 sales offices/disti/ reps in 4 countries

ANPEC Electronics Corporation



ANPEC Owned (Taiwan)

Stock symbol: 6435

Discrete Device

MOSFET
IGBT



(Taiwan)

Stock symbol: 6138

IC Solution

Power Management
Motor Driver
Audio
Sensor



ANPEC Owned (China)

IC Solution

Power Management
LED Signage
China Service

VISION & MISSION

Mission

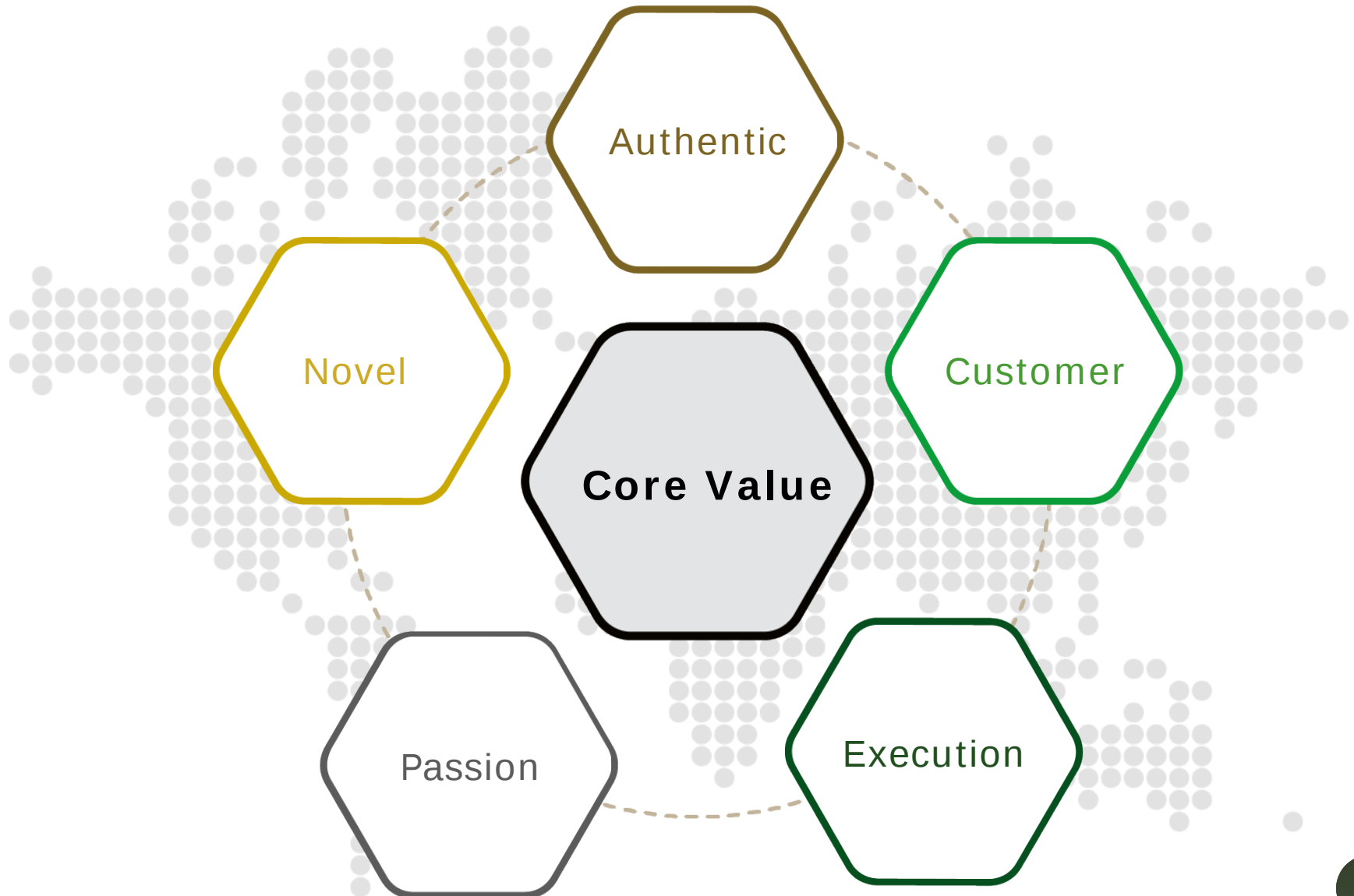
- Provide diversified and complete solutions to fulfill customer demands
- Establish win-win model with customers, share holders, employees and suppliers through continuous & value-added growth

Vision

- To be the leader in analog & mix-signal IC industry, and the major provider in the global market
- Enhance the analog & mix-signal IC design capability of Taiwan IC Industry
- Establish a better working environment for employees



CORE VALUE



CORE COMPETENCE



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PRODUCT FOCUS

Audio IC

- Digital Class-D Amp
- Intelligent Amp (DSP embedded)
- Codec
- Class-AB/D Amp

Power Management IC

- PMIC
- PMIC + Audio subsystem
- Power SOC (uP embedded)
- Switching Charger+Gauge
- Wireless Charger
- DPWM
- High-Current Converter, DrMOS
- VR, LDO, Switch

Discrete Power Device

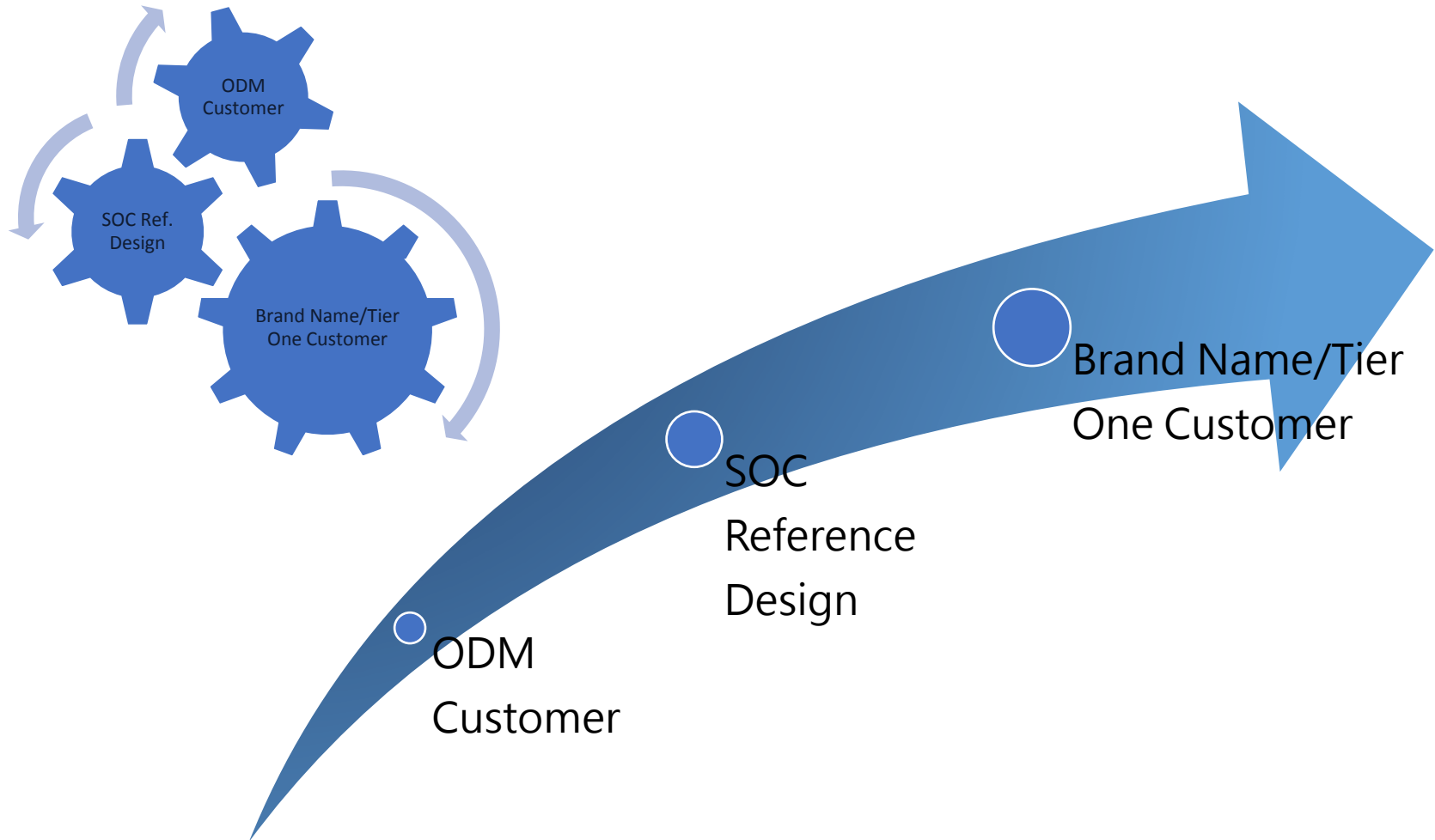
**Subsidiary-Sinopower Semiconductor, Inc.*

- MOSFET
- UHV MOSFET
- Low-QR MOSFET
- IGBT
- Super Junction

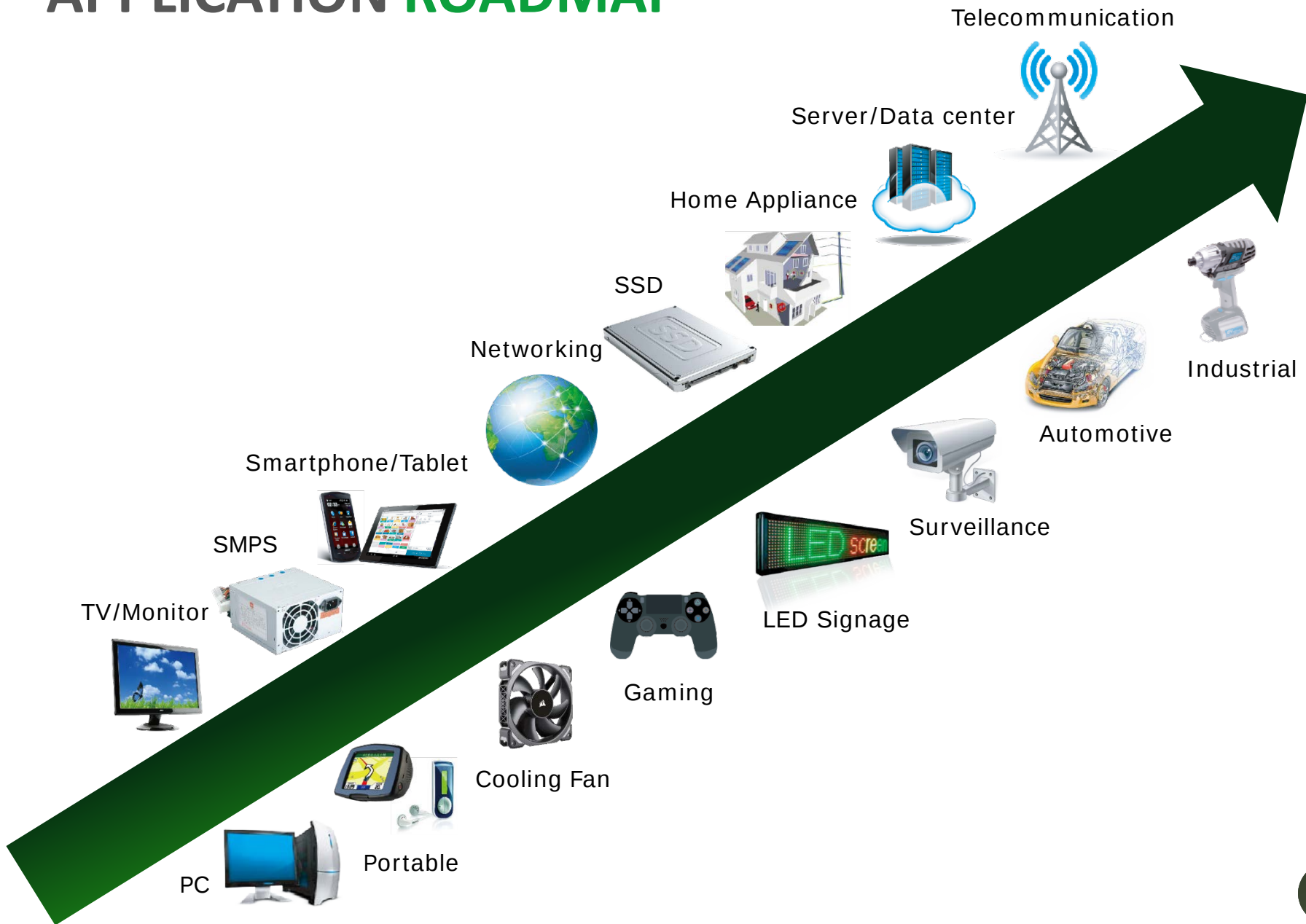
Motor Driver IC

- Fan Motor Driver
- BLDC Motor Driver
- Intelligent Motor Driver (uP/DSP embedded)
- Hall Effect Sensor

CUSTOMER STRATEGY



APPLICATION ROADMAP



PRODUCT PLAN

Optical &
Industrial

Display
&
Audio

Battery
&
Auto-
motive

Storage

PC
&
Server

Net-
working

Fan
&
Motor

ANPEC

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Balance Sheets & Key Indices

單位:新台幣仟元 Unit:NT\$ thousand

資產負債表項目 Selected Items from BS

	2018/09/30		2017/12/31		2017/09/30	
	金額	Amount %	金額	Amount %	金額	Amount %
現金及有價金融商品投資 Cash & Marketable Securities	1,409,209	37%	1,370,838	39%	972,402	31%
應收款項 Accounts Receivable	1,065,629	28%	933,447	27%	980,378	31%
存貨 Inventories	710,213	19%	612,298	17%	605,708	19%
不動產、廠房及設備 Net PP&E	362,304	9%	362,461	10%	355,899	11%
資產總計 Total Assets	3,814,797	100%	3,509,137	100%	3,132,535	100%
應付款項 Accounts Payable	763,949	20%	623,406	18%	564,708	18%
負債總計 Total Liabilities	1,501,849	39%	981,512	28%	842,962	27%
權益總計 Total Shareholders' Equity	2,312,948	61%	2,527,625	72%	2,289,573	73%

重要財務指標 Key Indices

平均收現日數 A/R Turnover Days	74	76	80
平均銷貨日數 Inventory Turnover Days	82	82	83

Consolidated Income Statement-QoQ



單位:新台幣仟元 Unit:NT\$ thousand

	2018.Q3		2018.Q2		Q o Q
	Amount	%	Amount	%	
銷貨收入 Net Sales	1,354,982	100%	1,167,505	100%	16%
毛利 Gross Margin	455,328	34%	355,786	30%	28%
營業費用 Operating Exp.	242,265	18%	218,359	19%	11%
稅前淨利 Income Before Income Tax	234,617	17%	173,751	15%	35%
稅後淨利 Net Income	197,624	15%	144,146	12%	37%
淨利(損)歸屬於 NET INCOME (LOSS) ATTRIBUTABLE TO:					
--本公司業主淨利 -Shareholders of the Parent Company	134,872	68%	105,140	73%	28%
--非控制權益淨利 -Noncontrolling interests	62,752	32%	39,006	27%	
每股盈餘 EPS	1.60		1.04		

Consolidated Income Statement-YoY

單位:新台幣仟元 Unit:NT\$ thousand

	2018. 1~3Q		2017. 1~3Q		YoY
	Amount	%	Amount	%	
銷貨收入 Net Sales	3,673,157	100%	3,107,396	100%	18%
毛利 Gross Margin	1,143,961	31%	917,894	30%	25%
營業費用 Operating Exp.	672,524	18%	618,298	20%	9%
稅前淨利 Income Before Income Tax	532,827	15%	310,425	10%	72%
稅後淨利 Net Income	443,824	12%	260,294	8%	71%
淨利(損)歸屬於 NET INCOME (LOSS) ATTRIBUTABLE TO:					
--本公司業主淨利 -Shareholders of the Parent Company	313,369	71%	205,780	79%	52%
--非控制權益淨利 -Noncontrolling interests	130,455	29%	54,514	21%	
每股盈餘 EPS	3.28		2.05		

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