

Anpec Electronics Corp.

2017 Q3 Earnings Conference

2017.11.16



Disclaimer

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Company Profile

Product & Strategy

Financial Results

Q & A

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About ANPEC

Establishment : 10/1997

Capital : US\$33M

Employees : 272

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



ANPEC Group



ANPEC Electronics Corporation

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Stock symbol:6435

Discrete Device
MOSFET
IGBT



Stock symbol:6138

IC Solution
Power Management
Motor Driver
Audio
Sensor



IC Solution
Power Management
LED Signage
China Services



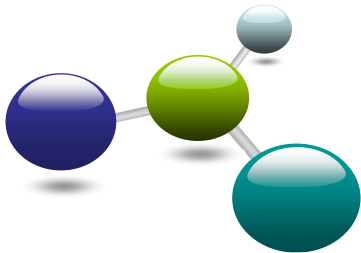
ANPEC Always Around

Human Resource

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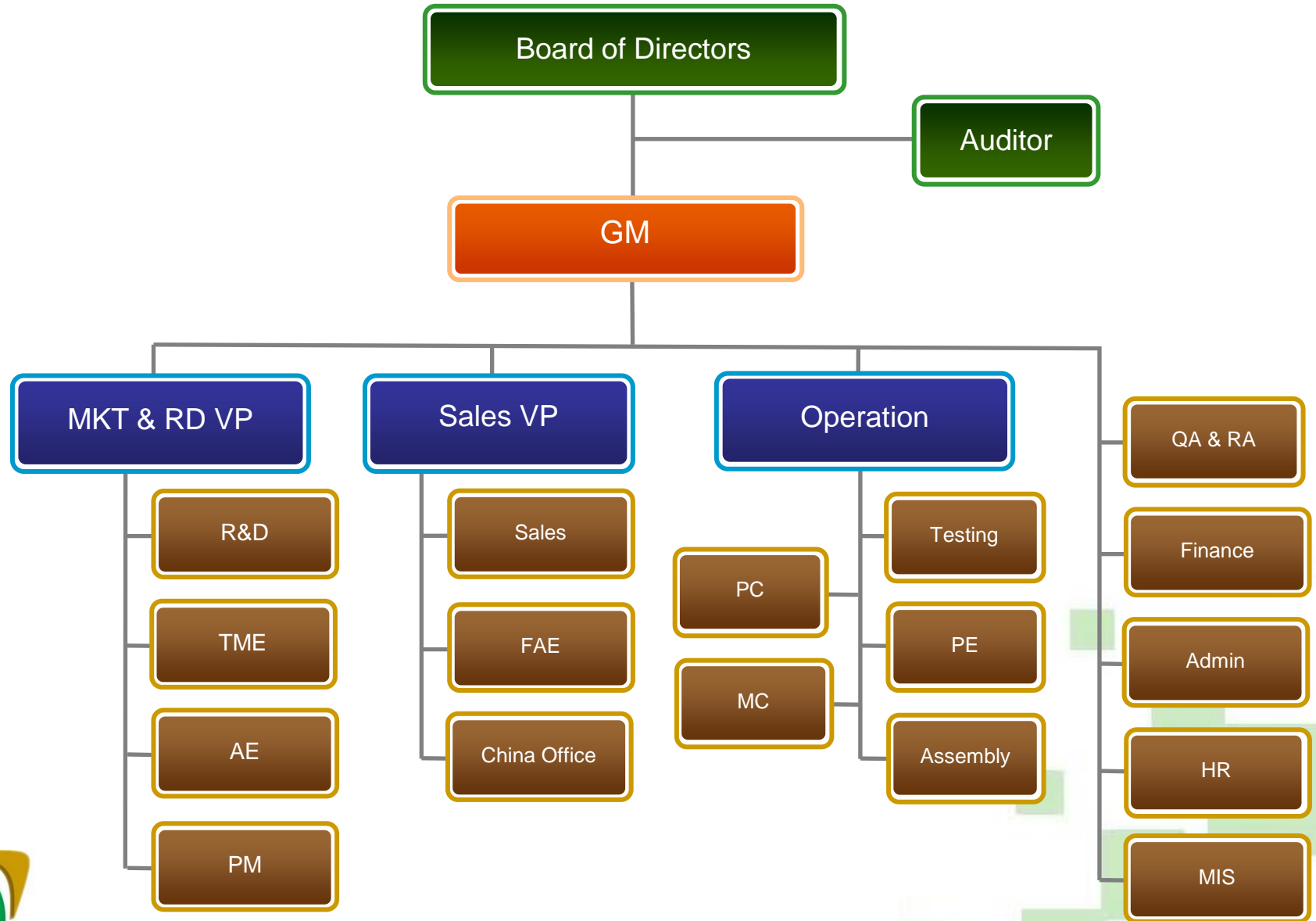
Key Figures

- Approximately 307 employees worldwide
- Approximately 150 employees in R&D
- 2 design centers
- With 6 sales offices / disti / reps in 4 countries



Organization Chart

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Core Competence

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Product Focus

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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
- SVR, LDO, Switch

Motor Driver IC

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

Discrete Power Device

Subsidiary-Sinopower Semiconductor, Inc.

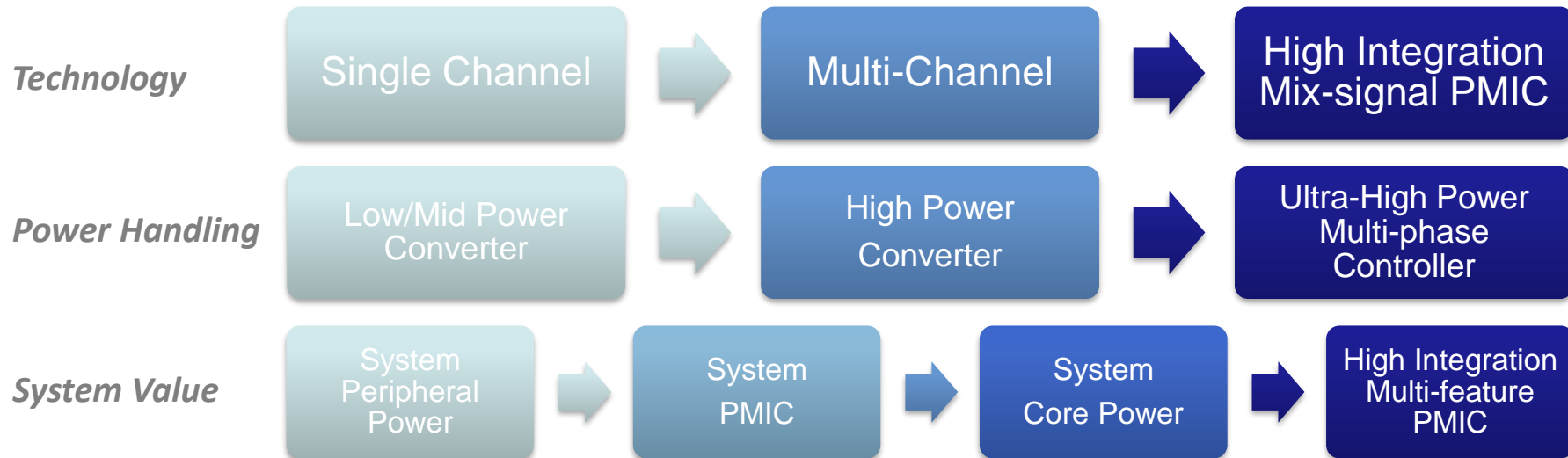
- MOSFET
- UHV MOSFET
- Low-QR MOSFET
- IGBT
- Super Junction



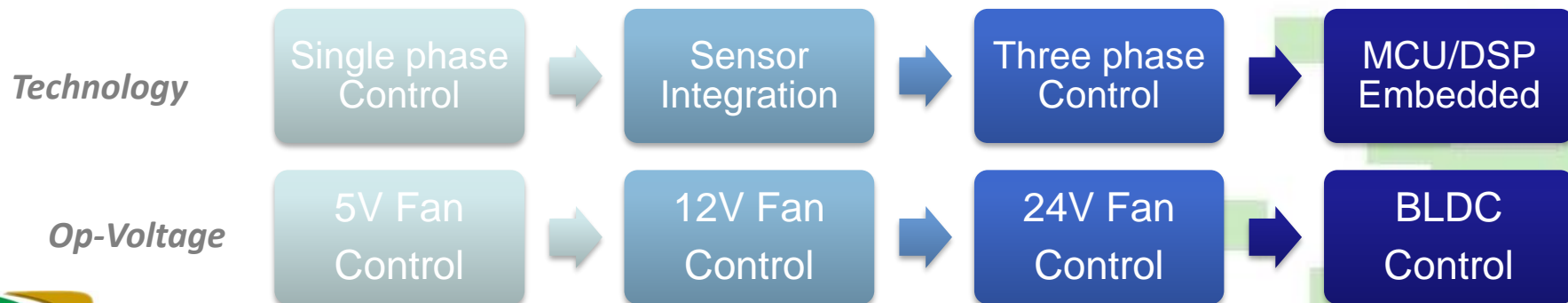
Product and Technology Roadmap

POWER & Audio IC

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Motor Control IC



Application Roadmap



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Biz Model

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Low Margin/Red Ocean
Compete at end markets

P2P
Replacement

High Margin/Blue Ocean
Compete at brand design

Innovation



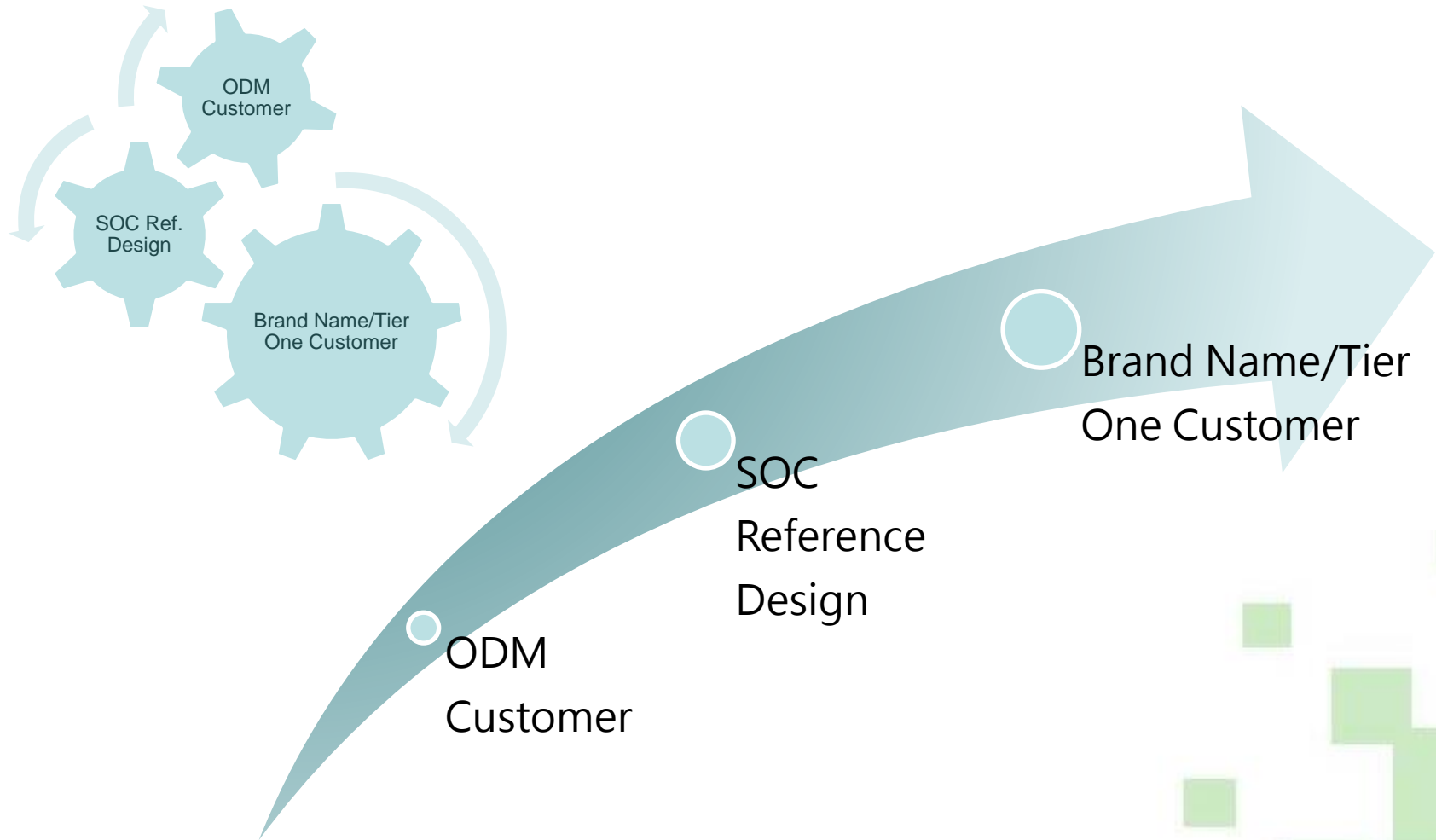
Fair Margin
Compete at ODMs

Integration
Customize

AAA : Anpec Always Around

Customer Strategy

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Future Directions

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- Converge product series falling into “Red Ocean” and transfer resource to integrated components.
- Take advantage of our leading role in supply chain to increase profit margin.
- Broaden market segmentations with competitors by differentiating product lines.
- Focus on eco-friendly field for new technology and in applicable markets.



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Balance Sheets & Key Indices

單位:新台幣仟元 Unit:NT\$ thousand

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資產負債表項目 Selected Items from BS

	2017/09/30		2017/06/30		2016/09/30	
	金額	Amount	%	金額	Amount	%
現金及有價金融商品投資 Cash & Marketable Securities	972,402	31%	1,144,765	37%	872,989	31%
應收款項 Accounts Receivable	980,378	31%	781,254	25%	797,209	28%
存貨 Inventories	605,708	19%	586,727	19%	527,912	19%
不動產、廠房及設備 Net PP&E	355,899	11%	356,574	12%	357,594	13%
資產總計 Total Assets	3,132,535	100%	3,081,838	100%	2,809,841	100%
應付款項 Accounts Payable	564,708	18%	452,613	15%	469,467	17%
負債總計 Total Liabilities	842,962	27%	1,021,919	33%	736,596	26%
權益總計 Total Shareholders' Equity	2,289,573	73%	2,059,919	67%	2,073,245	74%

重要財務指標 Key Indices

平均收現日數 A/R Turnover Days	80	77	75
平均銷貨日數 Inventory Turnover Days	83	89	88



Consolidated Income Statement - QoQ

單位:新台幣仟元 Unit:NT\$ thousand

	2017.Q3		2017.Q2		Q o Q
	Amount	%	Amount	%	
銷貨收入 Net Sales	1,192,650	100%	961,052	100%	24%
毛利 Gross Margin	357,301	30%	278,118	29%	28%
營業費用 Operating Exp.	226,697	19%	203,050	21%	12%
稅前淨利 Income Before Income Tax	146,916	12%	91,716	10%	60%
稅後淨利 Net Income	123,221	10%	77,135	8%	60%

淨利(損)歸屬於 NET INCOME (LOSS) ATTRIBUTABLE TO:

--本公司業主淨利 -Shareholders of the Parent Company

--非控制權益淨利 -Noncontrolling interests

97,039	79%	60,730	79%	60%
26,182	21%	16,405	21%	
0.96		0.60		

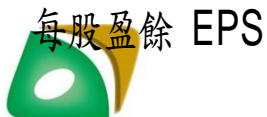
每股盈餘 EPS



Consolidated Income Statement - YoY

單位:新台幣仟元 Unit:NT\$ thousand

	2017. 1~3Q		2016. 1~3Q		YoY
	Amount	%	Amount	%	
銷貨收入 Net Sales	3,107,396	100%	2,662,347	100%	17%
毛利 Gross Margin	917,894	30%	783,186	30%	17%
營業費用 Operating Exp.	618,298	20%	552,377	21%	12%
稅前淨利 Income Before Income Tax	310,425	10%	241,199	9%	29%
稅後淨利 Net Income	260,294	8%	204,562	8%	27%
淨利(損)歸屬於 NET INCOME (LOSS) ATTRIBUTABLE TO:					
--本公司業主淨利 -Shareholders of the Parent Company	205,780	79%	168,553	82%	22%
--非控制權益淨利 -Noncontrolling interests	54,514	21%	36,009	18%	
每股盈餘 EPS	2.05		1.68		



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One Stop Shopping for Total Power Solutions

Power Management

Audio Amplifier/Codec

Motor Driver

Discrete Power Device

