



# 2018 Hitron Company Profile

2018.11.19

# Agenda



Product and Market Strategy



Financial Results

# Disclaimer

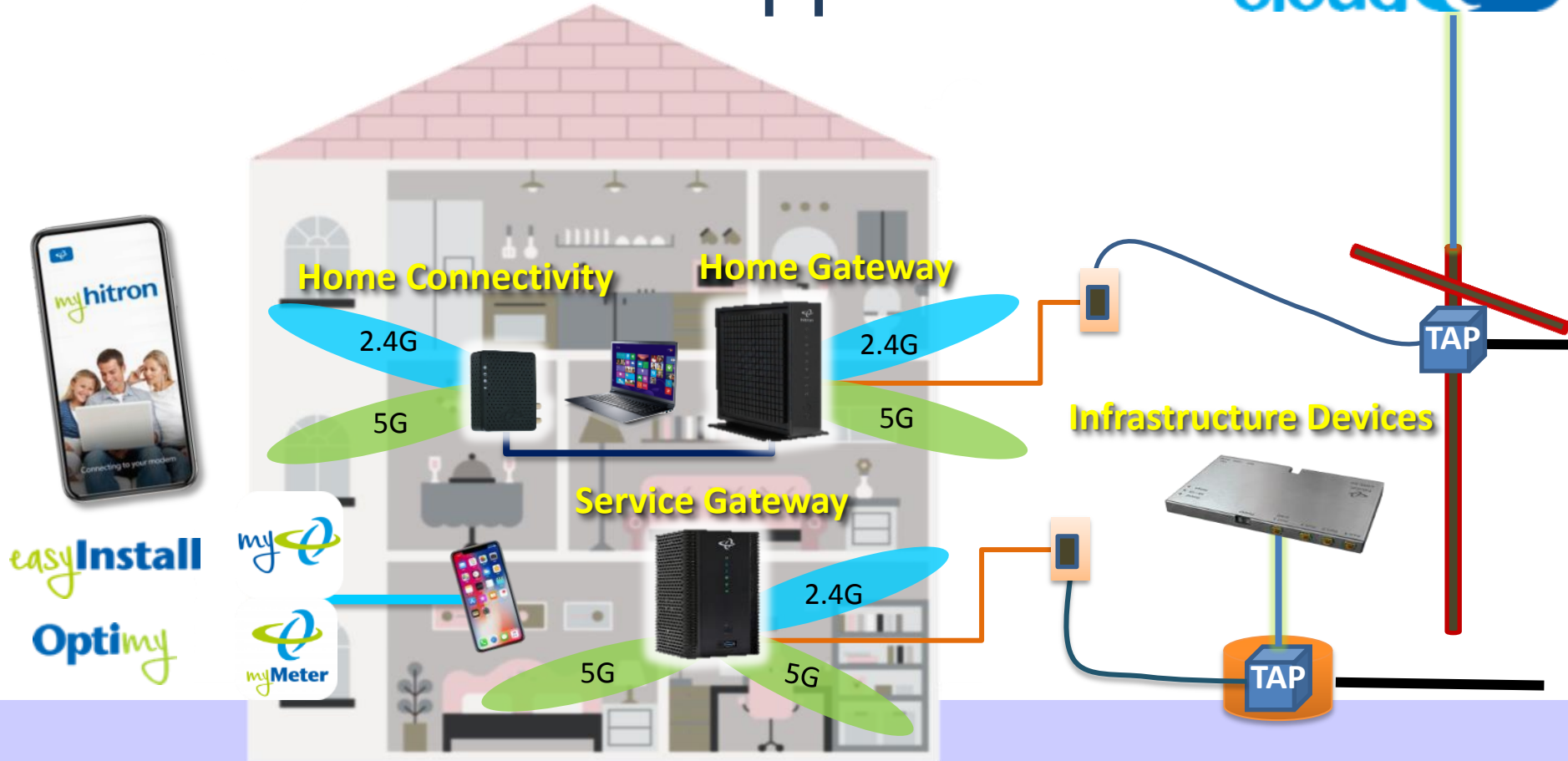
This presentation may contain forward-looking based on current assumption and forecasts made by Hitrontech management. Various known and unknown risk, uncertainties and other factors could lead to material differences between the actual future result, financial situation, development or performance of the company and the estimates given here.

Product and Market Strategy

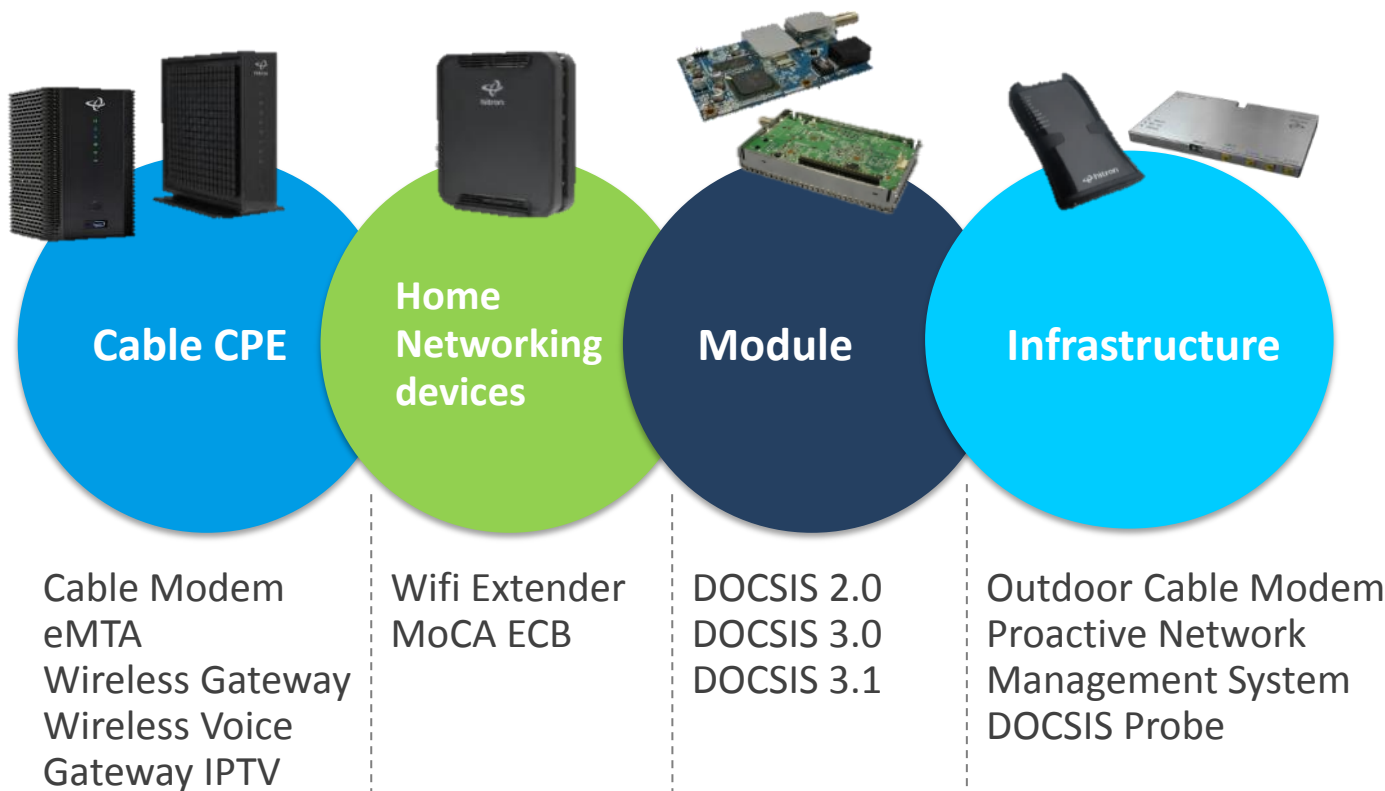
# PRODUCT AND MARKET STRATEGY



# Product Applications

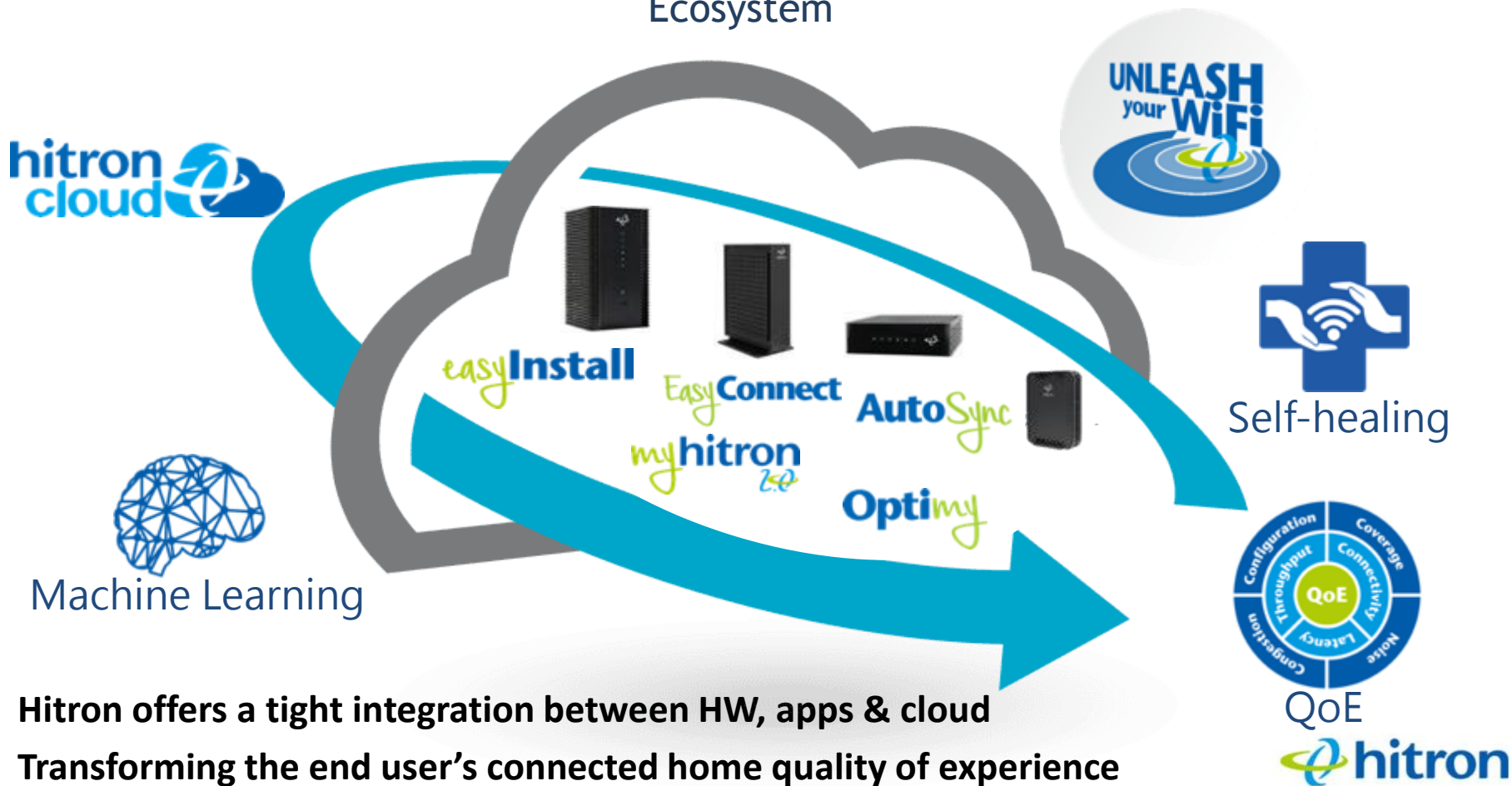


# Cable Broadband Products



# Unleash Your WiFi

Ecosystem



- Hitron offers a tight integration between HW, apps & cloud
- Transforming the end user's connected home quality of experience

Financial Results

# FINANCIAL RESULTS

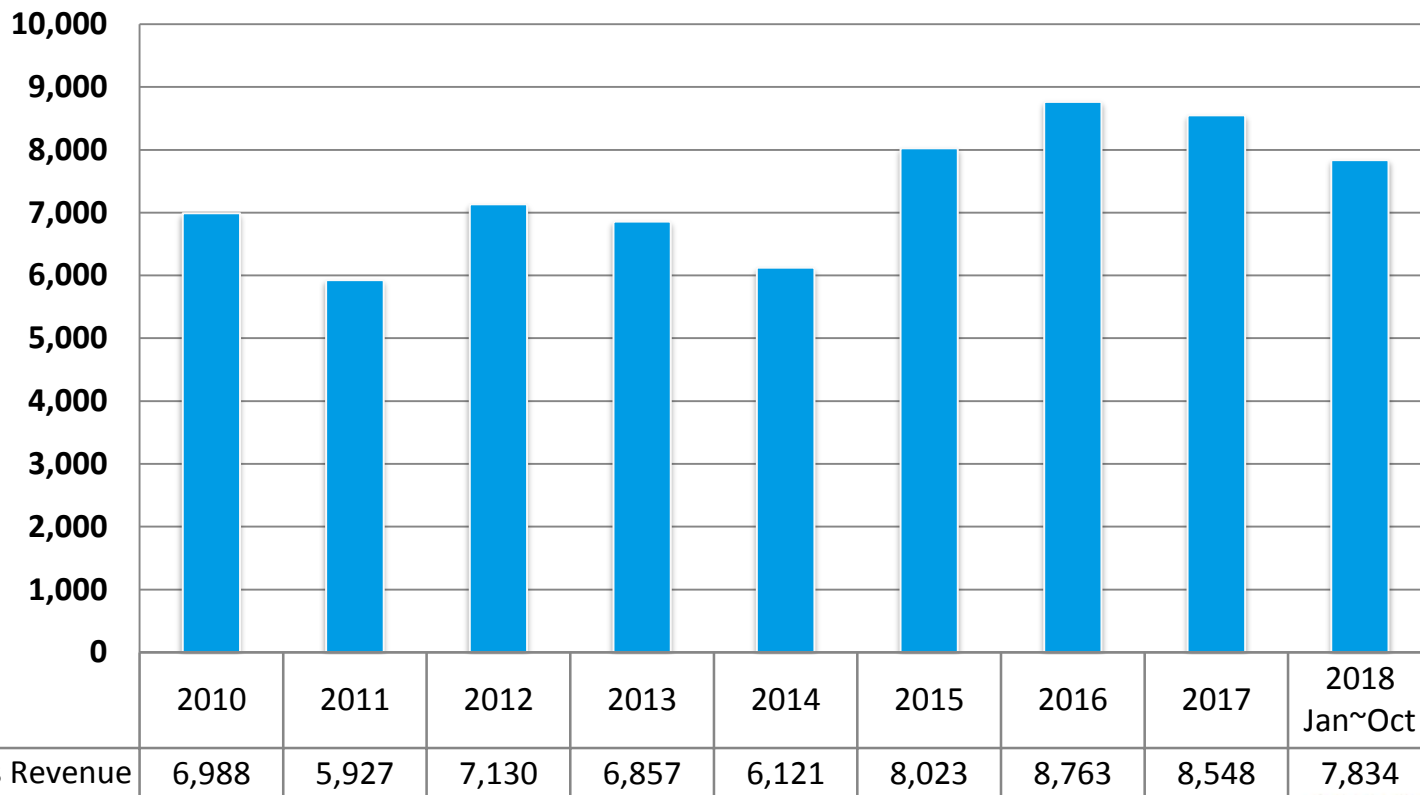




# Global Sales Revenue

Global Sales Revenue

M NTD



# 2018 Q3 Financial Report

## Consolidated Comprehensive Income (QoQ)

NT Million	2018		2018		Var.
	Q3	%	Q2	%	%
Net Sales	2,998	100.0%	1,713	100.0%	75%
Cost of Goods Sold	2,543	84.8%	1,264	73.8%	101%
Gross Profit	455	15.2%	449	26.2%	1%
Operating Expense	377	12.6%	332	19.4%	13%
Operating Profit	78	2.6%	117	6.8%	-33%
Non-OP Income & Expenses	28	0.9%	-51	-2.9%	-155%
Income before Tax	106	3.5%	66	3.9%	60%
Net Income Attributable to Owners of Parent	39	1.3%	35	2.1%	11%
EPS (NT\$1)	0.16		0.14		14%



# 2018 Q3 Financial Report

## Consolidated Comprehensive Income (YoY)

NT Million	2018		2017		Var.
	Q1-Q3	%	Q1-Q3	%	%
Net Sales	6,601	100.0%	6,415	100.0%	3%
Cost of Goods Sold	5,303	80.3%	4,860	75.8%	9%
Gross Profit	1,298	19.7%	1,555	24.2%	-17%
Operating Expense	1,047	15.9%	1,097	17.1%	-5%
Operating Profit	251	3.8%	458	7.1%	-45%
Non-OP Income & Expenses	-9	-0.1%	-33	-0.5%	-72%
Income before Tax	242	3.7%	425	6.6%	-43%
Net Income Attributable to Owners of Parent	98	1.5%	240	3.7%	-59%
EPS (NT\$1)	0.41		1.05		-61%



# 2018 Q3 Financial Report

## Consolidated Balance Sheet (YoY)

NT Million	2018/9/30		2017/9/30		Var. %
	AMT	%	AMT	%	
Cash Equivalents	1,858	19.6%	2,799	36.2%	-34%
AR	2,028	21.3%	1,338	17.3%	52%
Inventory	3,172	33.4%	1,628	21.0%	95%
PP & E	985	10.4%	1,091	14.1%	-10%
Other Assets	1,455	15.3%	885	11.4%	64%
<b>Total Assets</b>	<b>9,498</b>	<b>100.0%</b>	<b>7,741</b>	<b>100.0%</b>	<b>23%</b>
Current Liabilities	5,261	55.4%	2,710	35.0%	94%
Other Liabilities	496	5.2%	1,228	15.9%	-60%
<b>Total Liabilities</b>	<b>5,757</b>	<b>60.6%</b>	<b>3,938</b>	<b>50.9%</b>	<b>46%</b>
Common Stock	2,243	23.6%	2,297	29.7%	-2%
Other Equity	1,498	15.8%	1,506	19.4%	-0.5%
<b>Total Equity</b>	<b>3,741</b>	<b>39.4%</b>	<b>3,803</b>	<b>49.1%</b>	<b>-2%</b>
<b>Total Liabilities &amp; Equity</b>	<b>9,498</b>	<b>100.0%</b>	<b>7,741</b>	<b>100.0%</b>	<b>23%</b>



Gracias

Merci

Grazie

謝謝

Danke

Obrigado

Thank you

고맙습니다

ありがとうございます

