



Hitron Investor Conference

TWSE Stock Code : 2419

Present by : Patrick Chiu

11/10/2020

Agenda



2020 Q3 Financial Status



Manufacturing & Factory Expansion



New Market Segment and Cloud platform Application



Q&A

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.

2020 Q3 Financial Report

Consolidated Comprehensive Income (QoQ)

| NT Million | 2020 | | 2019 | | Var. % |
|---|-------|--------|-------|--------|-----------|
| | Q3 | % | Q3 | % | |
| Net Sales | 3,009 | 100.0% | 2,450 | 100.0% | 23% |
| Cost of Goods Sold | 2,455 | 81.6% | 1,916 | 78.2% | 28% |
| Gross Profit | 554 | 18.4% | 534 | 21.8% | 4% |
| Operating Expense | 436 | 14.5% | 398 | 16.3% | 10% |
| Operating Profit | 118 | 3.9% | 136 | 5.6% | -13% |
| Non-OP Gain or Loss | (14) | -0.5% | (28) | -1.1% | -49% |
| Net Income before Tax | 104 | 3.5% | 109 | 4.4% | -4% |
| Income Tax | 12 | 0.4% | 12 | 0.5% | -2% |
| Net Income after Tax | 92 | 3.1% | 97 | 3.9% | -5% |
| Net Income Attributable to Owners of Parent | 92 | 3.1% | 65 | 2.7% | 42% |
| EPS (NT\$1) | 0.29 | | 0.29 | | 0% |



2020 Q3 Financial Report

Consolidated Comprehensive Income (YoY)

| NT Million | 2020 | | 2019 | | Var. % |
|---|-------|--------|-------|--------|-----------|
| | Q1~Q3 | % | Q1~Q3 | % | |
| Net Sales | 7,003 | 100.0% | 7,853 | 100.0% | -11% |
| Cost of Goods Sold | 5,508 | 78.6% | 6,331 | 80.6% | -13% |
| Gross Profit | 1,496 | 21.4% | 1,522 | 19.4% | -2% |
| Operating Expense | 1,203 | 17.2% | 1,170 | 14.9% | 3% |
| Operating Profit | 293 | 4.2% | 352 | 4.5% | -17% |
| Non-OP Gain or Loss | 2 | 0.0% | (59) | -0.7% | -103% |
| Net Income before Tax | 295 | 4.2% | 293 | 3.7% | 1% |
| Income Tax | 66 | 0.9% | 44 | 0.6% | 48% |
| Net Income after Tax | 229 | 3.3% | 249 | 3.2% | -8% |
| Net Income Attributable to Owners of Parent | 174 | 2.5% | 148 | 1.9% | 18% |
| EPS (NT\$1) | 0.54 | | 0.67 | | -19% |



2020 Q3 Financial Report

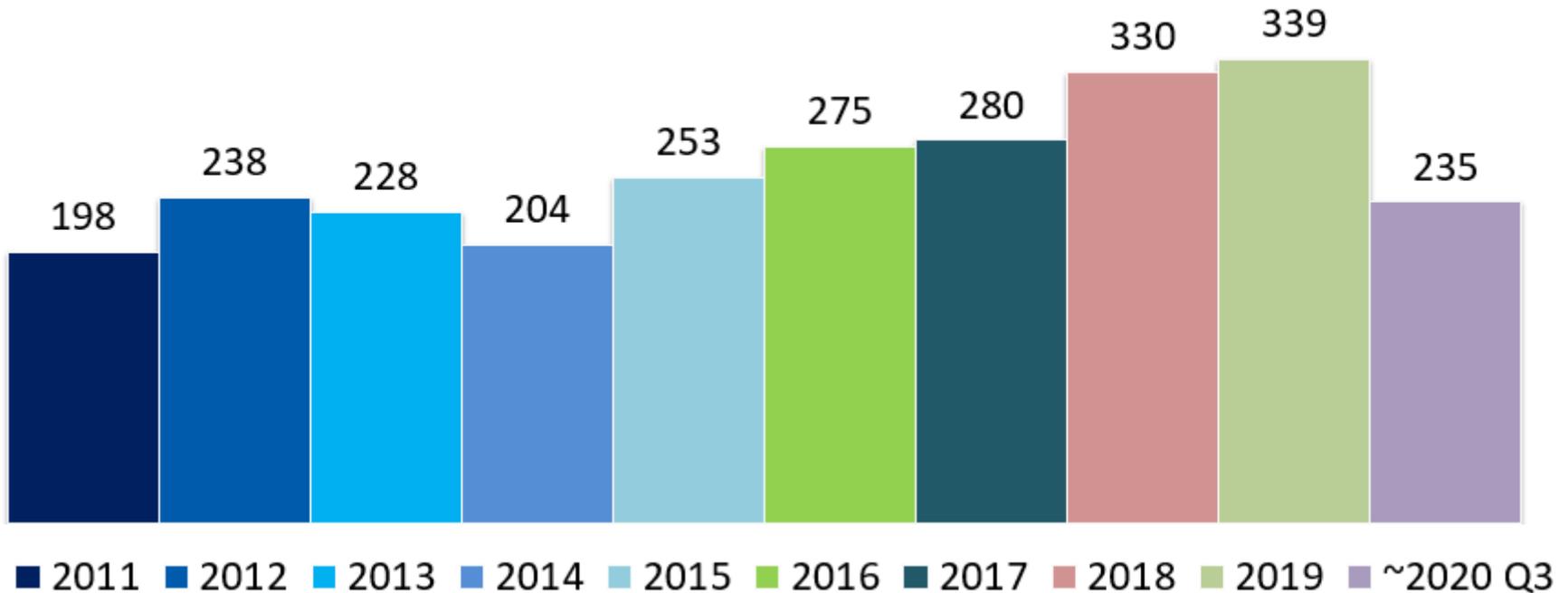
Consolidated Balance Sheet

| NT Million | 2020/9/30 | | 2019/12/31 | | 2019/9/30 | | Var. % |
|---------------------------------------|---------------|---------------|--------------|---------------|--------------|---------------|------------|
| | AMT | % | AMT | % | AMT | % | |
| Cash & Cash Equivalents | 3,761 | 31.4% | 4,607 | 46.5% | 1,888 | 24.6% | 99% |
| AR | 2,413 | 20.1% | 1,331 | 13.4% | 1,697 | 22.1% | 42% |
| Inventory | 2,637 | 22.0% | 1,768 | 17.8% | 2,029 | 26.5% | 30% |
| PP & E | 1,930 | 16.1% | 1,328 | 13.4% | 1,142 | 14.9% | 69% |
| Other Assets | 1,243 | 10.4% | 883 | 8.9% | 915 | 11.9% | 36% |
| Total Assets | 11,984 | 100.0% | 9,915 | 100.0% | 7,672 | 100.0% | 56% |
| Current Liabilities | 5,977 | 49.9% | 3,574 | 36.0% | 3,687 | 48.1% | 62% |
| Other Liabilities | 638 | 5.3% | 798 | 8.0% | 167 | 2.2% | 283% |
| Total Liabilities | 6,616 | 55.2% | 4,372 | 44.1% | 3,854 | 50.2% | 72% |
| Common Stock | 3,290 | 27.5% | 3,290 | 33.2% | 2,290 | 29.8% | 44% |
| Other Equity | 2,078 | 17.3% | 2,254 | 22.7% | 1,528 | 19.9% | 36% |
| Total Equity | 5,368 | 44.8% | 5,544 | 55.9% | 3,818 | 49.8% | 41% |
| Total Liabilities & Equity | 11,984 | 100.0% | 9,915 | 100.0% | 7,672 | 100.0% | 56% |



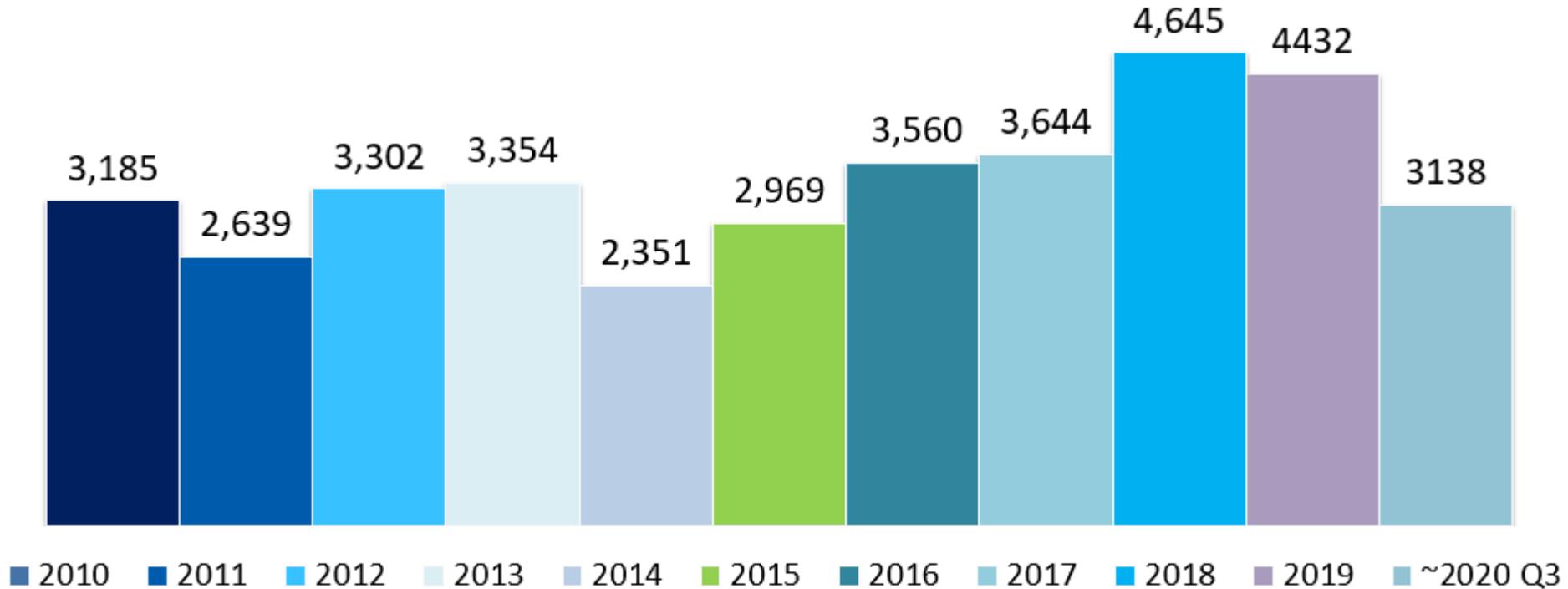
Worldwide Revenue Growth

Consolidated Sales(Million/USD)



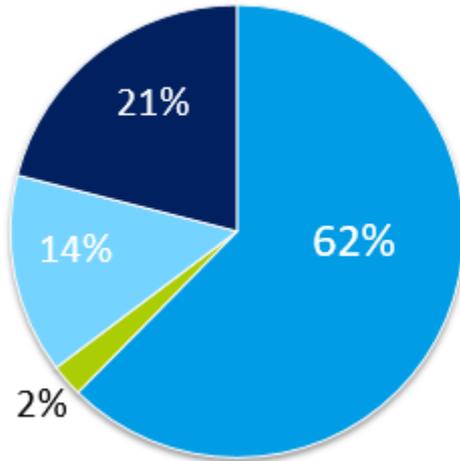
Global Shipping Volume

Volume (k)

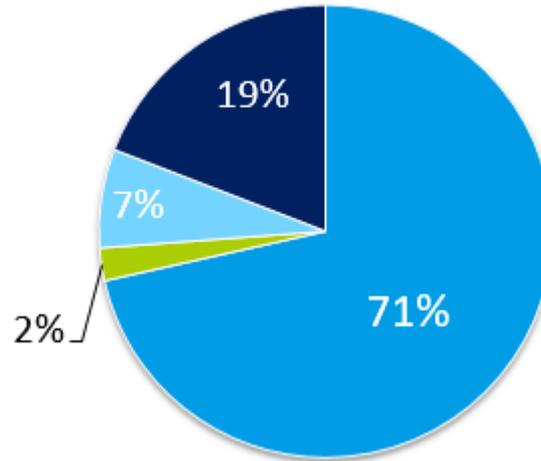


Shipping Volume/ Area

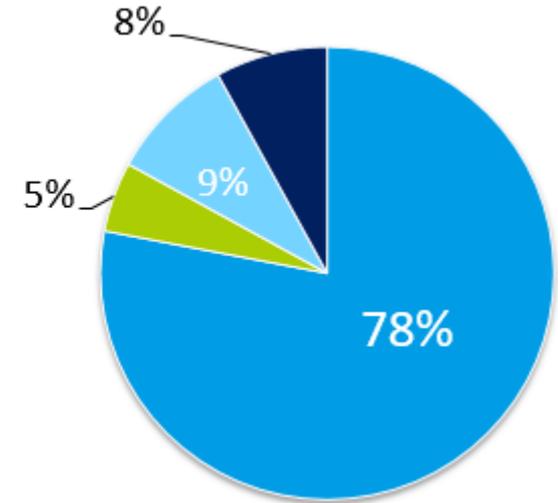
2018



2019



2020 Q1-Q3





Manufacturing & Factory Expansion



Stronger Hitron – More Products & Bigger Market



Software Driven & Cloud Platform Application

Q&A

Gracias

謝謝

Thank you

 hitron

Merci

Grazie
Danke

Obrigado

고맙습니다

ありがとうございます