

# **Ennoconn Corporation**

## Q2 2019 Earnings Conference Call

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#### **Safe Harbor Statement**

Our discussion may include predictions, estimates or other information that might be considered forward-looking. While these forward-looking statements represent our current judgment on what the future holds, they are subject to risks and uncertainties that could cause actual results to differ materially. Undue reliance should not be placed on any forward-looking statements, which reflect our opinions only as of the date of this presentation. We undertake no obligation to update them.

### 2Q19 Financial Results

NT\$M	2Q18	1Q19	2Q19	QoQ	YoY	Notes
Revenues	14,674	17,606	18,725	6.4%	27.6%	The YoY growth was 12% if we exclude the inorganic contribution from Marketech consolidation
Gross Profit	3,402	3,800	4,217	11.0%	24.0%	
Gross Margin %	23.2%	21.6%	22.5%	0.9ppt	-0.7ppt	<ul> <li>Gross margin increased 0.9 ppt sequentially, reflecting the margin recovery of our system integration</li> </ul>
Selling expenses	-696	-790	-791			business, which also helped improve our operating margin for 0.6 ppt on the consolidated basis.
G&A expenses	-776	-979	-995			margin for 0.0 ppt on the consolidated basis.
R&D expenses	-1,424	-1,514	-1,695			
Expected credit loss	-80	51	-20			
Operating Income	425	569	716	25.9%	68.5%	
Operating Margin %	2.9%	3.2%	3.8%	0.6ppt	0.9ppt	
Interest income (expense)	-101	-93	-89			We booked NTD58 million for CB2 amortization
FX gain (loss)	135	-11	103			expense in Q2.
Other non-operating income (expenses)	318	291	199			
ECB/CB2 amortization expense	0	-165	-58			
Net Income	612	473	680	44.0%	11.2%	
Net Income (deducted minority interest)	272	119	238	99.7%	-12.6%	
EPS (NT\$)	3.54	1.52	2.87	88.3%	-19.0%	• If we stripped out this one-time adverse impact, our EPS for this quarter should be NT\$3.43.

#### Performance by Business Segment

Business Segments	Key Member	rs	Revenue Contribution (NT\$M)	Revenue QoQ	Revenue YoY	GM	ОрМ	EPS Contribution (NT\$)	Notes
		2Q19	18,725			22.5%	3.8%	2.87	2Q19 Revenue Contribution
Ennoconn Co	Ennoconn Consolidation	1Q19	17,606	6.4%	27.6%	21.6%	3.2%	1.52	ODM/JD
		2Q18	14,674			23.2%	2.9%	3.54	M 22% Brand
	-01	2Q19	8,704 (47%)			30.1%*	2.7%	0.62(22%)	SI47% 31%
Brand	S& <b>1</b> © kontron	1Q19	7,881 (45%)	10.4%	12.0%	30.9%*	2.3%	0.70 (46%)	The OpM of S&T went up to 2.7% primarily due to cost
		2Q18	7,774(53%)			30.6%*	3.2%	0.58 (17%)	reduction and efficiency improvement.  • As for Marketech, the gross margin went up from 8.8% to
		2Q19	5,853 (31%)	1.7%	82.2%	11.2%	3.2%	0.96(33%)	11.2%, thanks to the margin recovery of the equipment manufacturing business, and correspondingly, its OpM
System Integration	MEEC.	1Q19	5,753(33%)			8.8%	2.6%	0.80(53%)	<ul><li>increased to 3.2% up from 2.6%.</li><li>The GM of ODM/JDM increased from 21.7% to 22.6% due</li></ul>
		2Q18	3,212(22%)			12.1%	3.1%	0.62(18%)	to more favorable product mix, and correspondingly, its OpM increased to 7.1% up from 5.9%.
	linnoconn	2Q19	4,168(22%)	4.9%	13.0%	22.6%	7.1%	1.29(45%)	<ul> <li>Ownership: S&amp;T 26.6%; MIC 45.0%; Goldtek 56.7%; CASwell 34.5%</li> </ul>
ODM / JDM	CASWELL	1Q19	3,972 (22%)			21.7%	5.9%	0.02(1%)	
		3,688 (25%)			17.1%	2.0%	2.34 (66%)		

<sup>\*</sup> We adjusted the GM and OpM of S&T due to the difference in accounting principles between EU and Taiwan. S&T's announcement: 2Q19 GM was 35.84%; 1Q19 GM was 37.9%; 2Q18 GM was 33.4%.

### Revenue by Region

		Revenue (NT\$M)	Revenue QoQ	Revenue YoY	2019H1 <b>Revenue</b> (NT\$M)	Notes				
Ennoconn Total	2Q19	18,725	6.4%	27.6%	36,331	2Q19 Revenue				
	1Q19	17,606				Americas Asia Pacific 32%				
	2Q18	14,674								
	2Q19	3,374(18%)								
The Americas	1Q19	3,318 (19%)	1.7%	-4.4% 6,69	-4.4% 6,692 (18%)	Ohina				
	2Q18	3,528 (24%)				China Europe 36%				
Europe	2Q19	6,747(36%)	-4.4%	-5.0%	13,808(38%)					
	1Q19	7,061 (40%)				The Americas: mainly from Goldtek and S&T, 52% and 33%, respectively.  -				
	2Q18	7,101 (48%)								
	2Q19	2,628(14%)	11.2%							Europe: S&T accounted for 84% of our Europe sales.
China	1Q19	2,364(13%)		61.2%	4,992 (14%)	China:68% of the revenue was from Marketech, and 23% came from ODM business.  Actio Design and Actio De				
	2Q18	1,630(11%)								
	2Q19 5,976(32%)		<ul> <li>Asia Pacific: Marketech was the key contributor, generating 60% of the revenue.</li> </ul>							
Asia Pacific	1Q19	4,863(28%)	22.9%	147.5%	10,839 (30%)					
	2Q18	2,415(16%)								