An Innovative Foxconn Subsidiary

# Ennoconn Corporation <br> <br> 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 |
| Gross Profit | 3,402 | 3,800 | 4,217 | 11.0\% | 24.0\% |  |
| Gross Margin \% | 23.2\% | 21.6\% | 22.5\% | 0.9ppt | -0.7ppt | Gross margin increased 0.9 ppt sequentially, reflecting the margin recovery of our system integration |
| 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 |  |  |  |
| 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 Membe |  | Revenue Contribution (NT\$M) | $\begin{aligned} & \text { Revenue } \\ & \text { QoQ } \end{aligned}$ | Revenue YoY | GM | OpM | EPS Contribution (NT\$) | Notes |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ennoconn Consolidation |  | 2Q19 | 18,725 | 6.4\% | 27.6\% | 22.5\% | 3.8\% | 2.87 | 2Q19 Revenue Contribution |
|  |  | 1Q19 | 17,606 |  |  | 21.6\% | 3.2\% | 1.52 | - The OpM of S\&T went up to $2.7 \%$ primarily due to cost reduction and efficiency improvement. |
|  |  | 2Q18 | 14,674 |  |  | 23.2\% | 2.9\% | 3.54 |  |
| Brand | S8t <br> kontron | 2Q19 | 8,704 (47\%) | 10.4\% | 12.0\% | 30.1\%* | 2.7\% | 0.62(22\%) |  |
|  |  | 1Q19 | 7,881 (45\%) |  |  | 30.9\%* | 2.3\% | 0.70 (46\%) |  |
|  |  | 2Q18 | 7,774(53\%) |  |  | 30.6\%* | 3.2\% | 0.58 (17\%) |  |
| System Integration | M算C. | 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 increased to 3.2\% up from $2.6 \%$. <br> The GM of ODM/JDM increased from 21.7\% to 22.6\% due to more favorable product mix, and correspondingly, its OpM increased to $7.1 \%$ up from $5.9 \%$. |
|  |  | 1Q19 | 5,753(33\%) |  |  | 8.8\% | 2.6\% | 0.80(53\%) | - The GM of ODM/JDM increased from $21.7 \%$ to $22.6 \%$ due to more favorable product mix, and correspondingly, its OpM increased to $7.1 \%$ up from $5.9 \%$. |
|  |  | 2Q18 | 3,212(22\%) |  |  | 12.1\% | 3.1\% | 0.62(18\%) |  |
| ODM / JDM | l:חпロacan 2Q19 <br> TOLDTek <br> life becomes smaner 1Q19 |  | 4,168(22\%) | 4.9\% | 13.0\% | 22.6\% | 7.1\% | 1.29(45\%) | - Ownership: S\&T 26.6\% ; MIC 45.0\% ; Goldtek 56.7\% ; CASwell 34.5\% |
|  |  |  | 3,972 (22\%) |  |  | 21.7\% | 5.9\% | 0.02(1\%) |  |
|  |  | 2Q18 | 3,688 (25\%) |  |  | 17.1\% | 2.0\% | 2.34 (66\%) |  |

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

