

Catcher Technology

2017 Q4 Earnings Results

2018/3/5

Disclaimer

This presentation contains “forward-looking statements”- that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance, and often contain words such as “expects” , “anticipates”, “intends”, “plans”, “believes”, “seeks”, or “will”.

Forward-looking statements involve inherent risks and uncertainties. We caution you that a number of important factors could cause actual results to differ materially from those contained in any forward-looking statement. Such factors include, but are not limited to: our highly competitive environment; the cyclical nature of our business; our ability to develop new products; and our successful execution in new business developments.

4Q17 Financial Summary

- Q4 Rev/GP/OP/EBITDA all hit historical high.
- Rev up 19.6% qoq / 36.6% yoy; thanks to the strong demand from all product segments (Smartphone, NB & tablet PC).
- GP up 22.2% qoq / 18.6% yoy; GPM 43.5%, a 0.9% increase from Q3, thanks to better efficiency & cost control.
- OP up 29.5% qoq/ 20.8% yoy; OPM 36.2%, grew by 2.8% qoq .
- NPBT up 10.1% qoq, thanks to larger sales scale; but dn 14% yoy, owing to a 1.4 bn FX loss.
- NPAT up 12.0% qoq, but dn 13.2% yoy, same factors as NPBT.
- Basic EPS NT\$ 10.73 vs. NT\$ 9.59 in Q3.
- CAPEX NT\$ 3.59bn in Q4.
- D&A NT\$ 2.3bn in Q4 vs. NT\$ 2.9bn in Q3.
- EBITDA NT\$14.1bn hit historical high; vs. 12.1bn in Q3.

2017 Financial Summary

- Rev/GP/OP/EBITDA all hit historical high for any single year.
- Core operation & cash flows continue to improve; demonstrating good execution capabilities & sustainability.
- Sales Rev. NT\$ 93.3bn, up 17.9% yoy; thanks to strong growth from all product segments, especially in H2.
- GP NT\$ 42.0bn, up 22% yoy; GPM 45.0%, up 1.5% yoy.
- OP NT\$ 33.4bn, up 21.6% yoy; OPM 35.8%, up 1.1% yoy; GPM/OPM both within historical range.
- NPBT NT\$ 32.7bn, up 0.4% yoy; strong NTD caused > NT\$ 5bn FX loss.
- NPAT NT\$ 21.8bn, down 0.8% yoy; owing to FX loss.
- Basic EPS NT\$ 28.35; flattish vs NT\$28.58 in 2016.
- CAPEX NT\$ 13.2bn vs 8.5bn in 2016, up 55%; strong growth visibility for 2018.
- D&A NT\$ 10.7bn. vs 11.2bn in 2016.
- EBITDA NT\$ 44.1bn vs 38.7bn in 2016; a 14% growth.

4Q17 vs. 3Q17 P/L

(In NTD mn)	4Q17		3Q17		<i>qoq</i>
	Amount	%	Amount	%	
Revenue	32,794	100.0%	27,422	100.0%	19.6%
GP	14,258	43.5%	11,671	42.6%	22.2%
OPEX	2,391	7.3%	2,506	9.1%	-4.6%
OP	11,867	36.2%	9,165	33.4%	29.5%
NPBT	11,896	36.3%	10,801	39.4%	10.1%
NPAT	8,271	25.2%	7,388	26.9%	12.0%
EPS (NTD)	\$ 10.73		\$ 9.59		+1.14
EBITDA	14,126	43.1%	12,089	44.1%	16.8%





•EBITDA = Operating Profit + Depreciation + Amortization

4Q17 vs. 4Q16 P/L

(In NTD mn)	4Q17		4Q16		yoy
	Amount	%	Amount	%	
Revenue	32,794	<i>100.0%</i>	24,016	<i>100.0%</i>	<i>36.6%</i>
GP	14,258	<i>43.5%</i>	12,020	<i>50.0%</i>	<i>18.6%</i>
OPEX	2,391	<i>7.3%</i>	2,195	<i>9.1%</i>	<i>8.9%</i>
OP	11,867	<i>36.2%</i>	9,824	<i>40.9%</i>	<i>20.8%</i>
NPBT	11,896	<i>36.3%</i>	13,836	<i>57.6%</i>	<i>-14.0%</i>
NPAT	8,271	<i>25.2%</i>	9,528	<i>39.7%</i>	<i>-13.2%</i>
EPS (NTD)	\$ 10.73		\$ 12.37		<i>-1.64</i>
EBITDA	14,126	<i>43.1%</i>	12,623	<i>52.6%</i>	<i>11.9%</i>

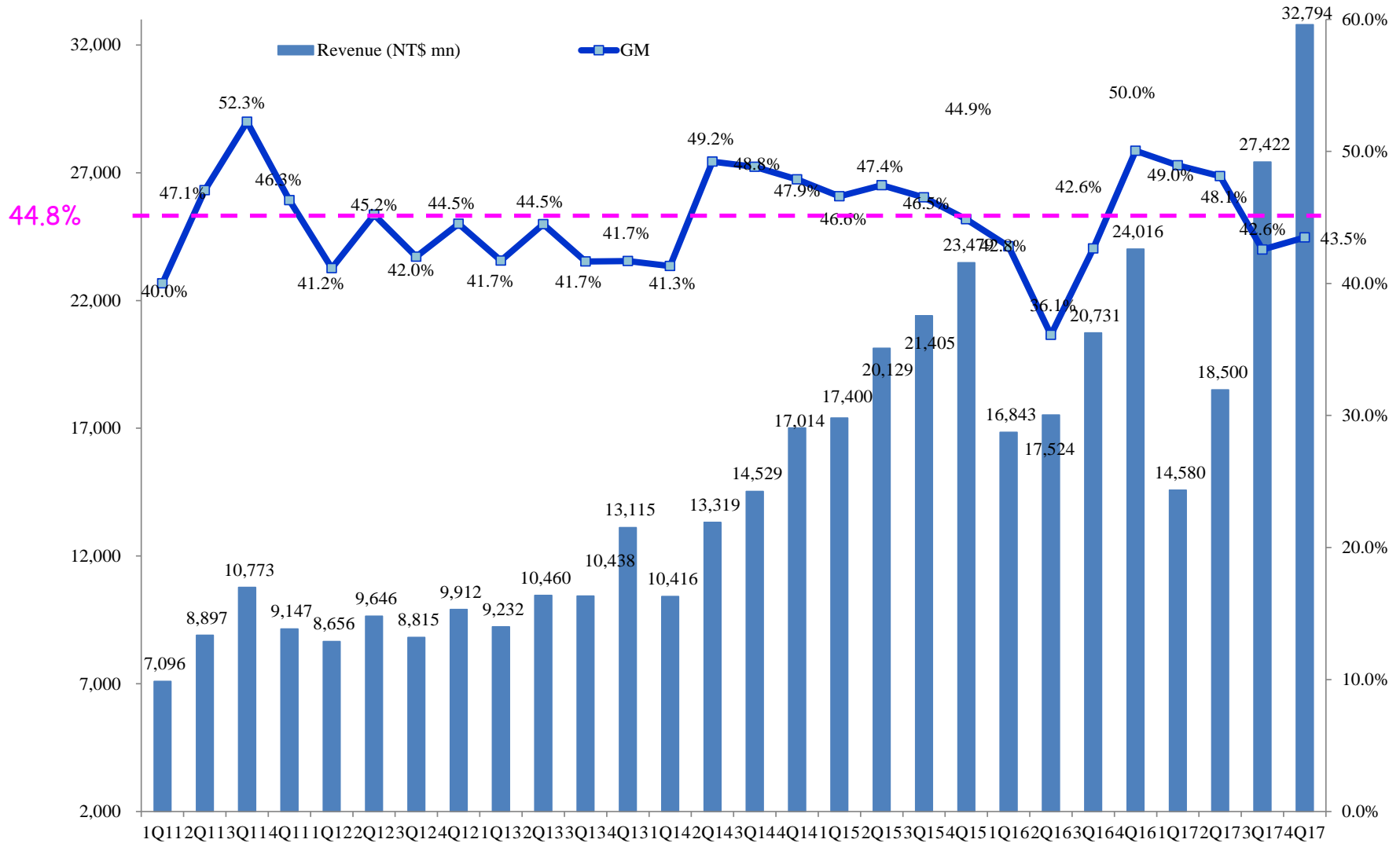
•EBITDA = Operating Profit + Depreciation + Amortization

2017 vs. 2016 P/L

(In NTD mn)	2017		2016		yoy
	Amount	%	Amount	%	
Revenue	93,296	<i>100.0%</i>	79,114	<i>100.0%</i>	<i>17.9%</i>
GP	41,970	<i>45.0%</i>	34,398	<i>43.5%</i>	<i>22.0%</i>
OPEX	8,536	<i>9.1%</i>	6,907	<i>8.7%</i>	<i>23.6%</i>
OP	33,433	<i>35.8%</i>	27,491	<i>34.7%</i>	<i>21.6%</i>
NPBT	32,745	<i>35.1%</i>	32,625	<i>41.2%</i>	<i>0.4%</i>
NPAT	21,843	<i>23.4%</i>	22,020	<i>27.8%</i>	<i>-0.8%</i>
EPS (NTD)	\$ 28.35		 \$ 28.58 		 -0.23 
EBITDA	44,099	<i>47.3%</i>	38,687	<i>48.9%</i>	<i>14.0%</i>

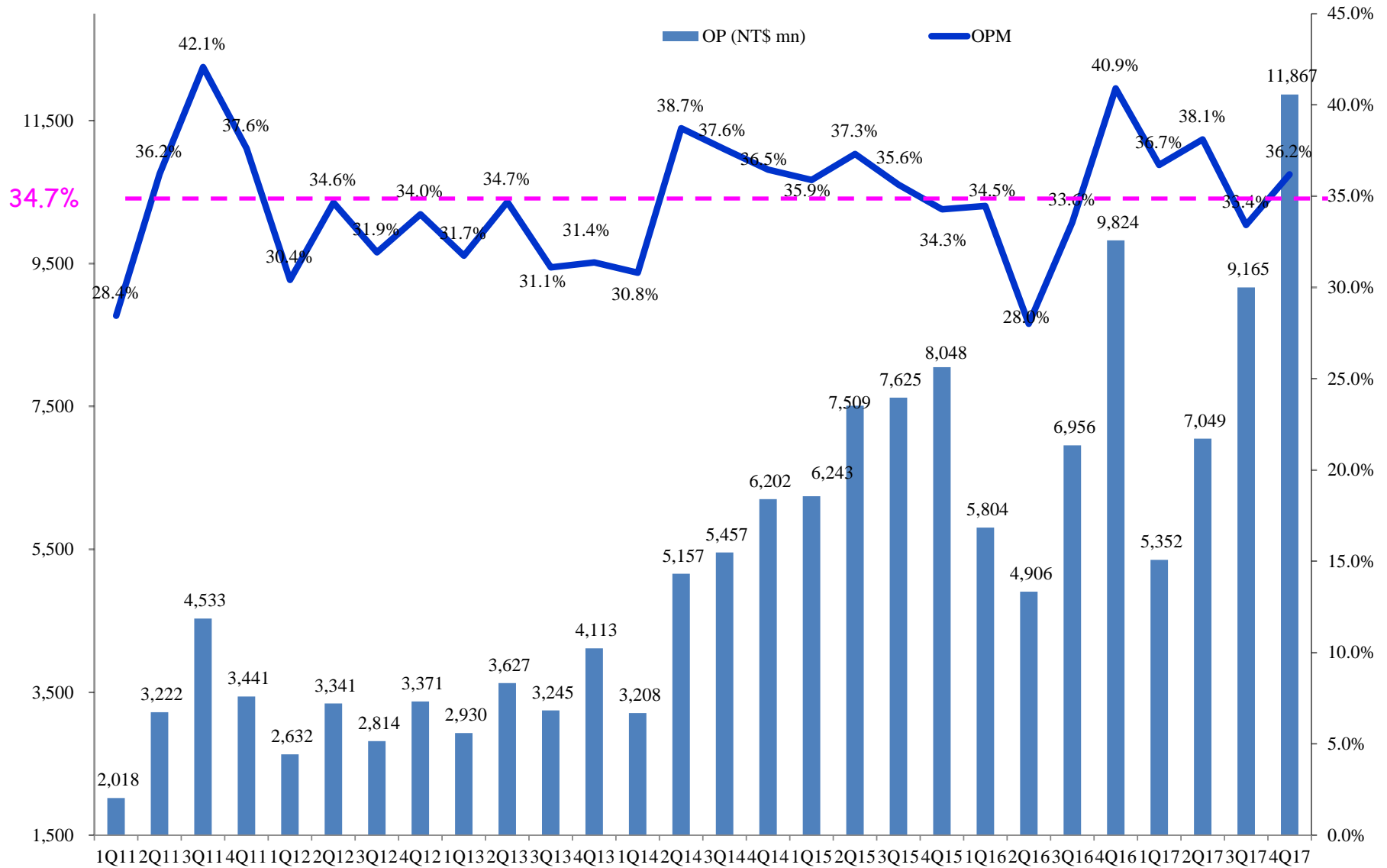
•EBITDA = Operating Profit + Depreciation + Amortization

Revenue & GM



OP & OPM

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Consolidated Balance Sheet

(In NT\$ mn)	4Q17		3Q17		4Q16	
Total Assets	213,864	100%	201,337	100%	186,348	100%
Cash	17,017	8%	18,350	9%	29,667	16%
Current Asset	151,436	71%	141,475	70%	127,943	69%
Fixed Asset	52,066	24%	48,717	24%	51,055	27%
Total Liabilities	80,729	38%	75,925	38%	63,518	34%
Current Liab.	77,326	36%	72,063	36%	57,291	31%
Long-term Liab.	3,403	2%	3,862	2%	6,226	3%
Shareholders Equity	133,050	62%	125,329	62%	122,629	66%
Total Liab. & Equity	213,864	100%	201,337	100%	186,348	100%
BVPS	172.7		162.7		159.2	

•BVPS was calculated based on 2017 weighted average shares of 770,391k

Consolidated Cash Flow

(NT\$ mn)	2017	2016
Beginning Balance	29,667	65,679
Cash from operating activities	32,862	24,248
Depreciation & Amortization	10,666	11,167
Cash from investing activities	- 45,280	- 65,977
Capital Expenditure	- 13,192	- 8,524
Cash from financing activities	1,403	7,457
Short-term & Long-term loans	9,427	15,657
FX Impact	- 1,635	- 1,739
Change in cash	- 12,650	- 36,012
Ending Balance	17,017	29,667
 EBITDA	 44,099	 38,687
Free Cash Flow	19,670	15,724

•EBITDA=Operating Profit + Depreciation + Amortization

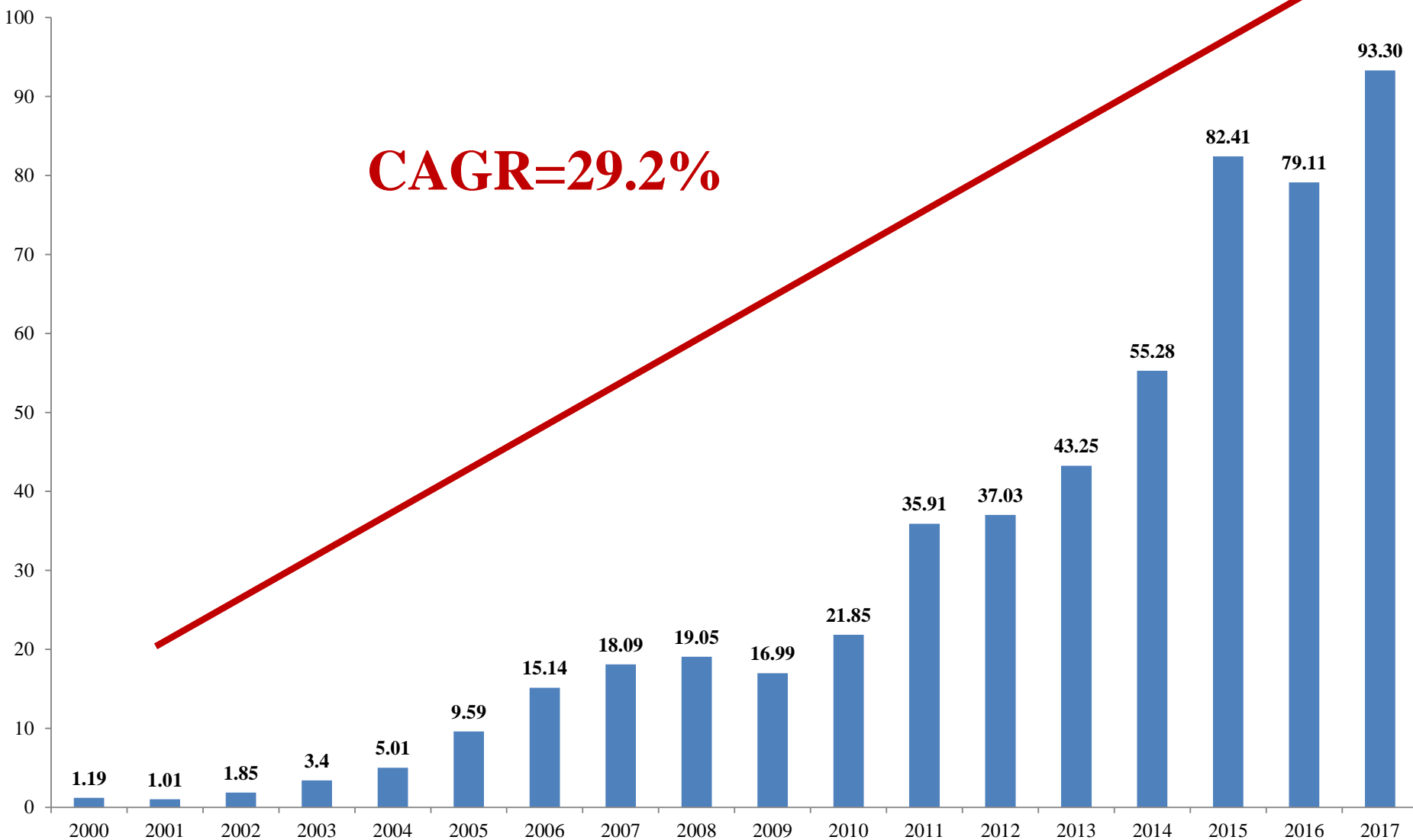
•Free cash flow=Cash from operating activities - Capital Expenditure

APPENDIX

Revenue Trend (2000 - 2017)

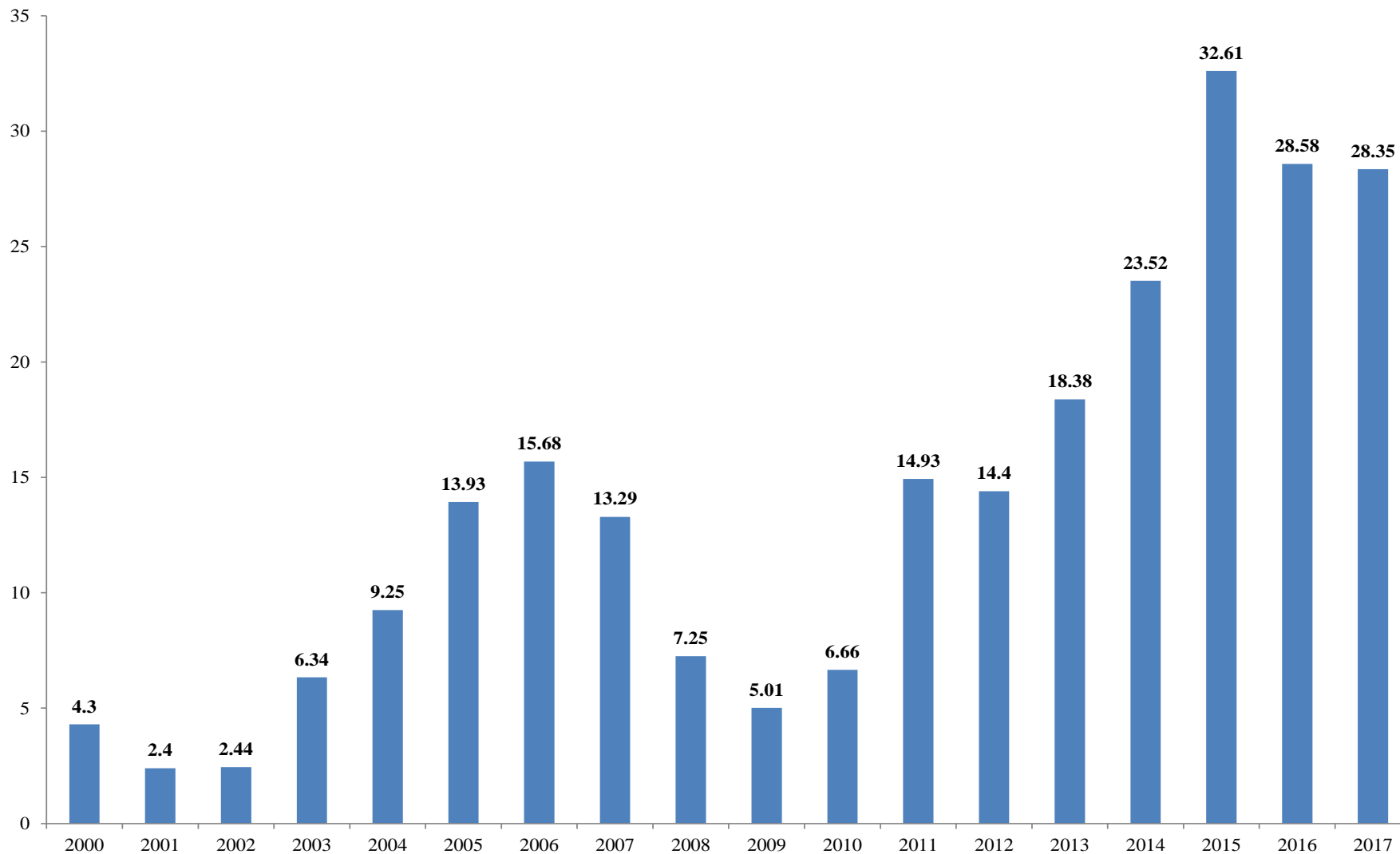
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Revenue (NT\$ bn)



EPS Trend (2000 - 2017)

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