



Taisol Electronics Co., Ltd.

2015 Company Profile

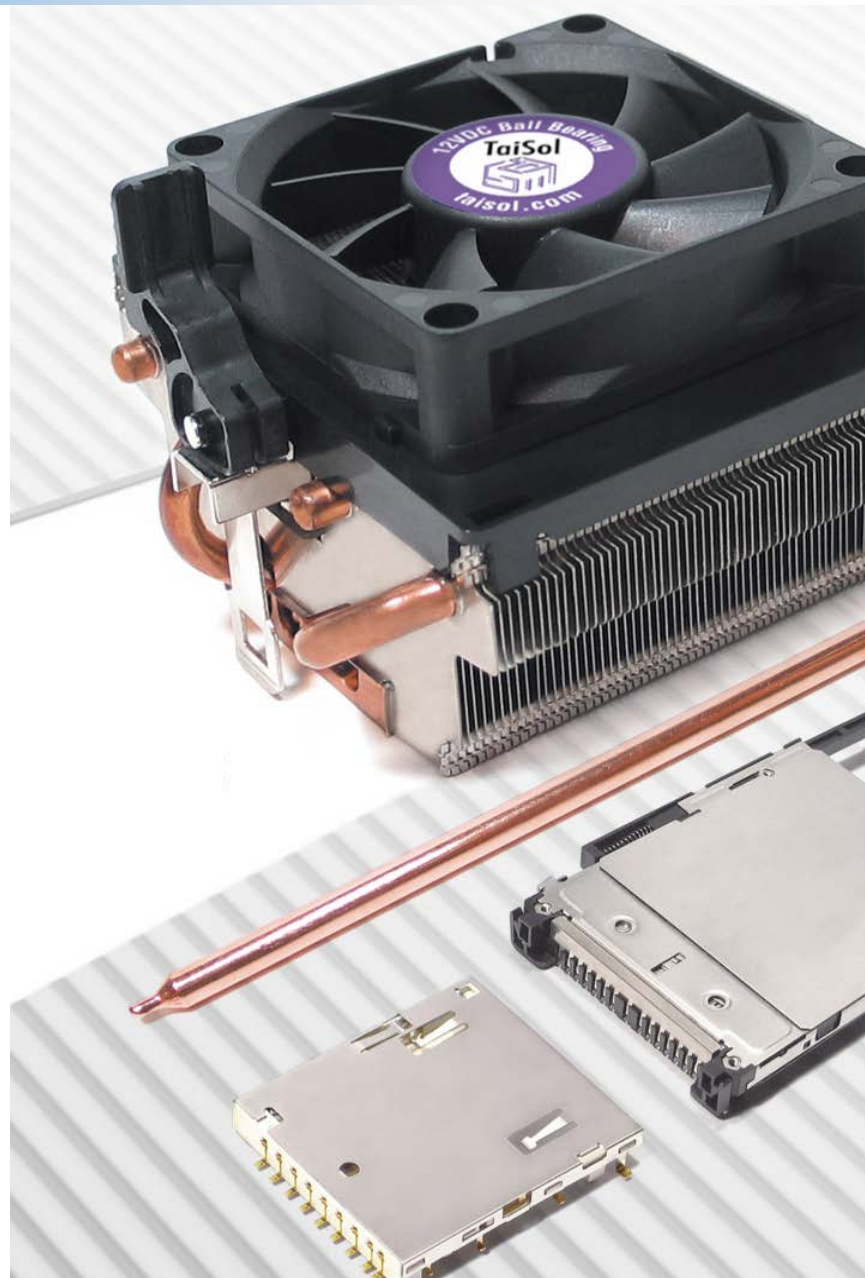
Sticker Symbol : 3338

Prepared by Shawn Kuo

2015/12/10

Agenda

- 2015 Jan-Nov Performance
- Major Product & Application
 - Thermal Solution for Telecom & Server
 - Thermal Solution for Phone/Tablet
- Market Trend



Unit : NTD*1000

	H1'14	Q3'14	Q4'14	~Q4'14	H1'15	Q3'15	Oct'15	Nov'15
Revenue	1,261,724	685,713	682,915	2,630,352	1,149,673	668,487	226,081	258,043
Profit	285,635	168,466	156,866	610,967	245,628	154,375		
Margin	23%	24%	23%	23%	21%	23%		
EPS	1.11	0.61	0.66	2.38	0.38	0.7		
Net Profit	77,240	42,283	46,460	165,983	26,445	49,162		

2014

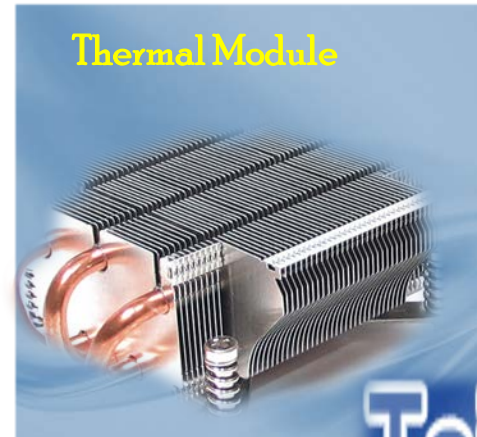
- Annual revenue NT2,630 Millions, with 23% product margin and EPS of 2015 is 2.38.

2015 Summary

2015 (update to Nov'15)

- Q1 as expected, but Q2~Q3 impacted by PC's uncertainty demand with ups and downs intense. Up to Q3/E, achieve rate is around 95% on revenue and a little bit descending on margin. Compared to 2014/Q1-Q3, YOY descending 10% on revenue.
- Since Q2, Telecom and Server start to ship by small amount, expected to be major growth up in 2016
- PC output going up in Sep but one month contribution, replied on new market output such as Telecom, Server and new PC project kick off in Q4, We predict Q4 revenue will be better than Q3 and annual revenue YoY descending will be constrained by 5%

Thermal Module



Connectors



Heat Pipes



C/R Modules



TaiSol

Product Lines

Item	2013	2014	2015 ~ Nov.	2016 (F)
Thermal Module	40%	42%	50%	53%
Connector	30%	32%	30%	25%
Heat Pipe	20%	18%	14%	13%
C/R Module	10%	8%	5%	7%
Automobile			1%	2%

Application Distribution

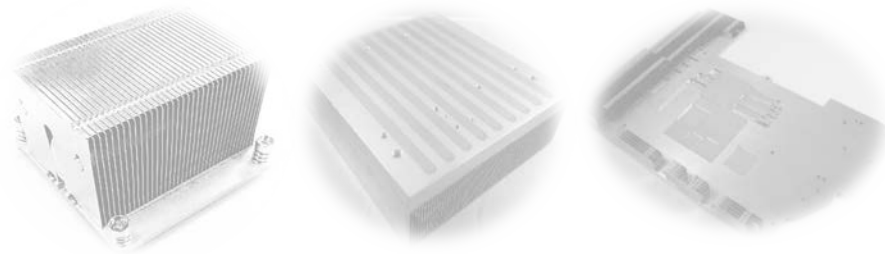
Year/ Application	PC	Telecom, Server, Industrial	Consumer device	Mobile device	AutoMobile
2015(~Nov)	65.9%	4.4%	15.4%	13.3%	1.0%
2016 (F)	60.7%	9.3%	14.1%	13.6%	2.2%

2016 Growth Trend



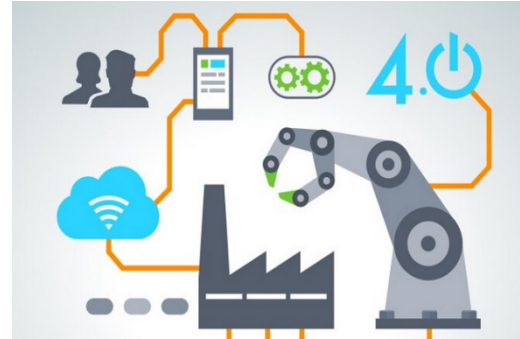
TaiSol Group

2016 Market Trend



2016 Market Strategy

Solution Complexity



Present
Strengthen existed Market

- PC related
- Consumer
- Commercial
- Mobile device

2015 Action

Focus on Telecom/Server

- Enterprise
- Cloud Data Center
- Tele-Communication
- Base Station

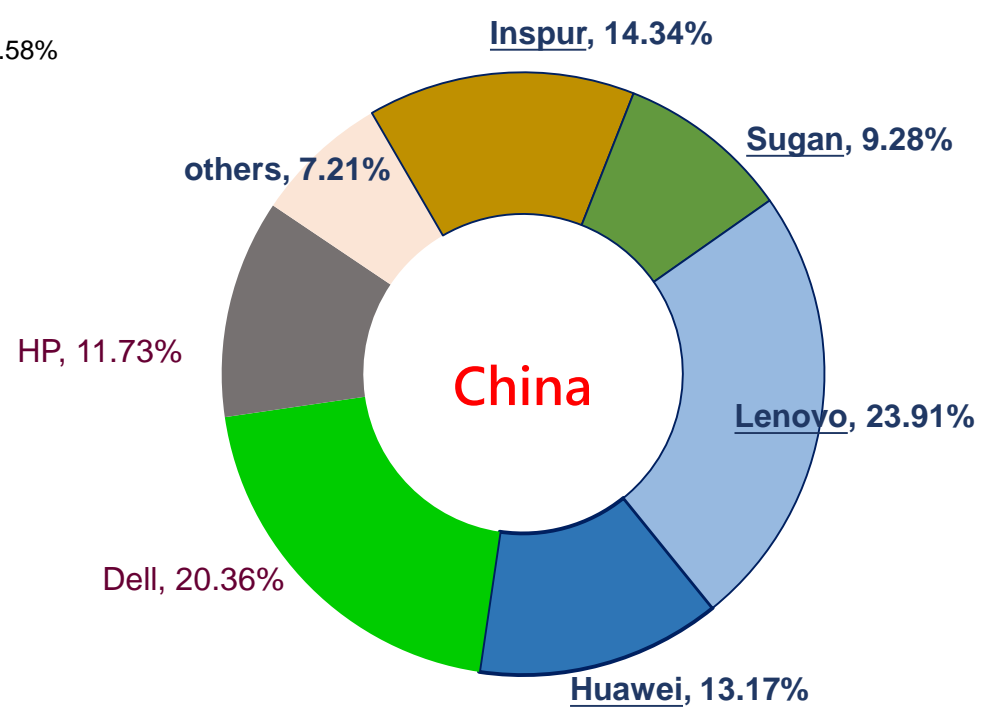
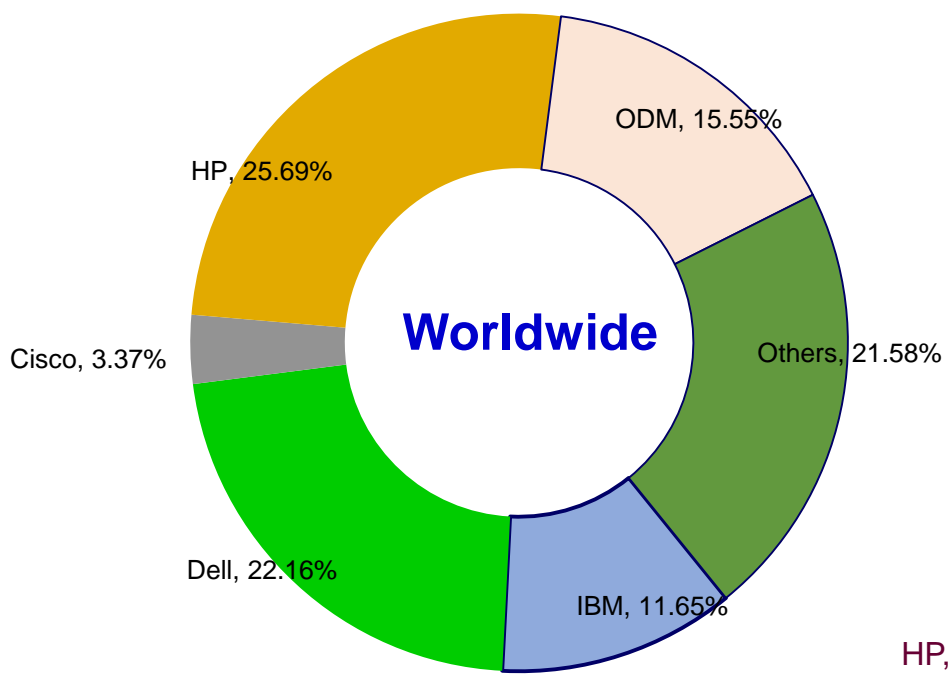
2016 Planning

Developing Industrial System

- Heat Exchange
- UPS
- Robots
- EV Charging
- Hybrid Automobile
- Traffic related
- Hi-Speed Railway
- Illustration

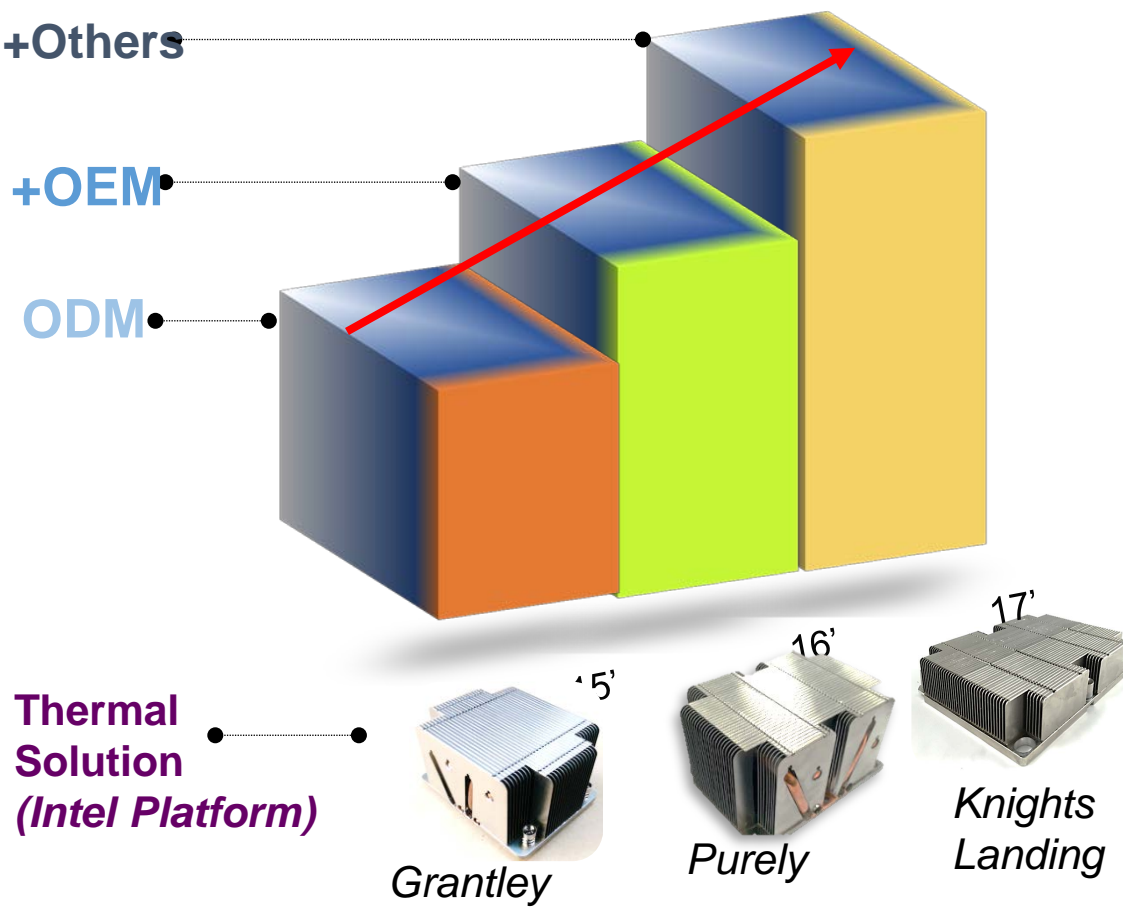
Value-Added

Server Market Share



Server Strategy

Worldwide Market

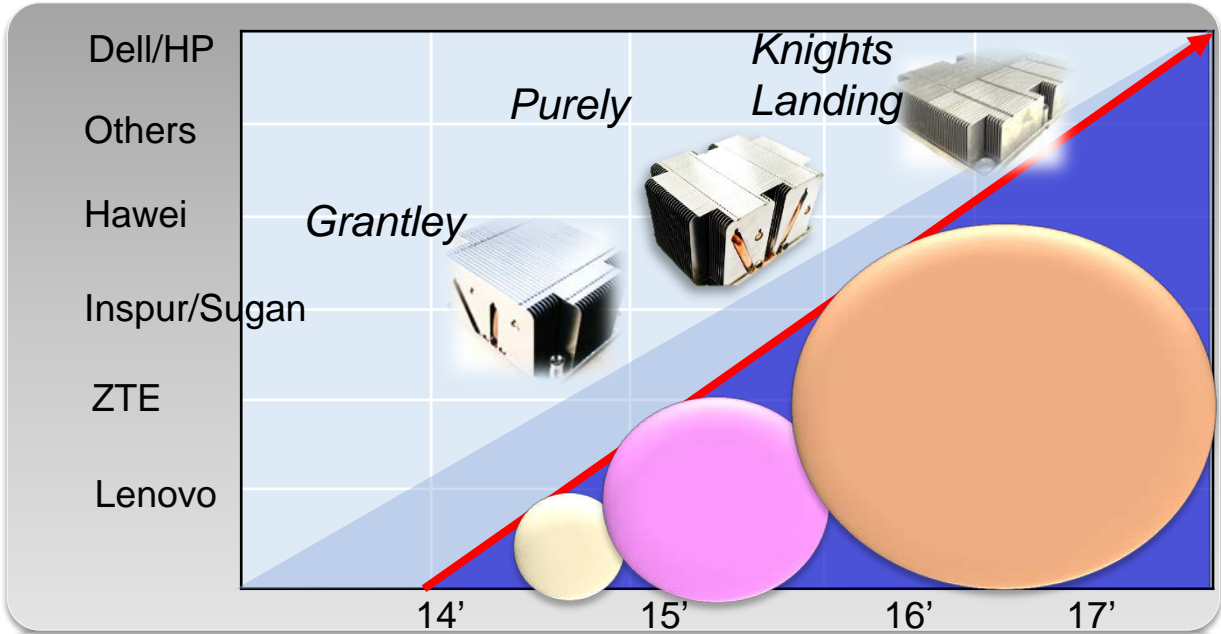


2016 Worldwide Server Action

ODM	2016 Opportunity
Quanta	<ul style="list-style-type: none"> Project Participation 2016 Mass Production
Wistron	Project Participation
IEC	Project Participation
others	NT\$7.3M

OEM	2016 Opportunity
IBM x86	Project Participation
Dell/HP	Approaching
Others (Amazon, FB, Google)	Planning

Server Strategy



China Market

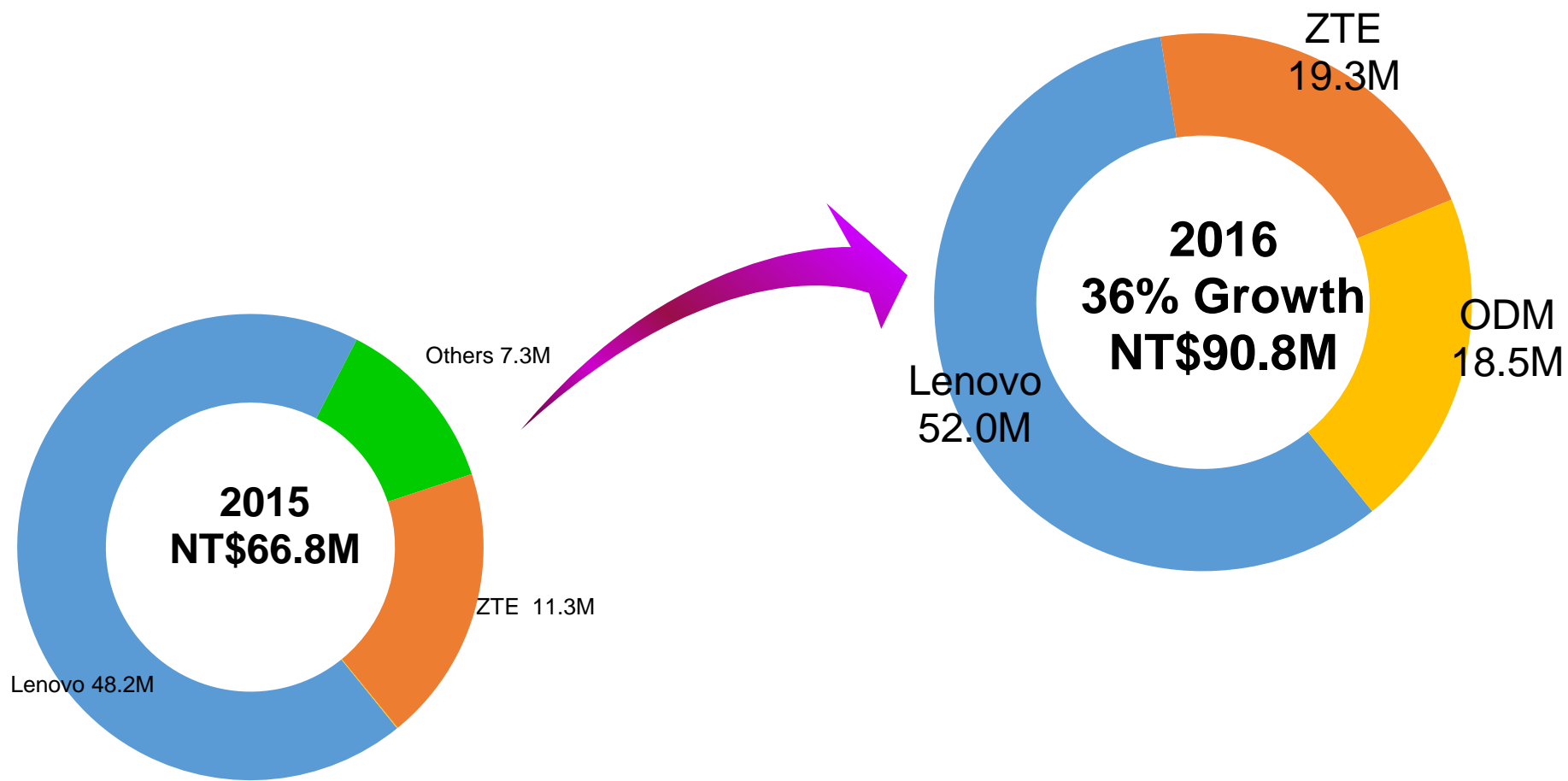
2016 ~ : Lenovo + ZTE + China Brand

2015 ~ : Lenovo + ZTE

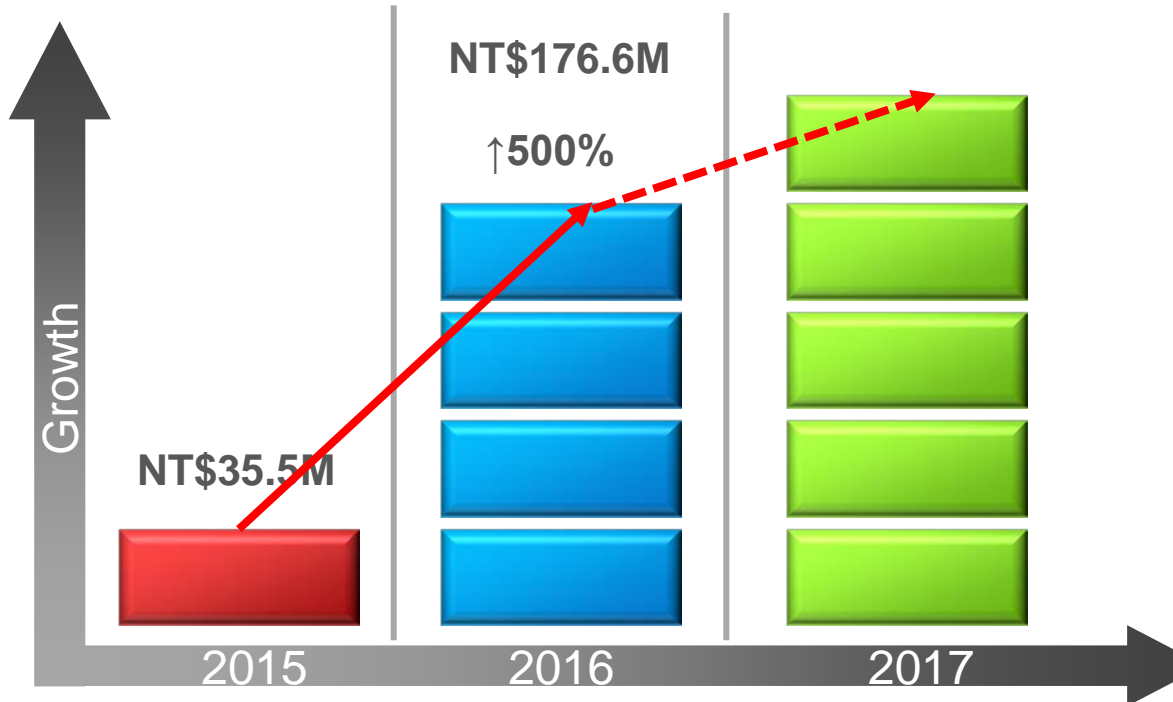
2014 ~ : Lenovo

2016 China Server Actions

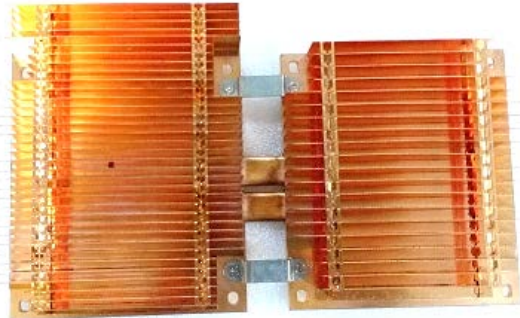
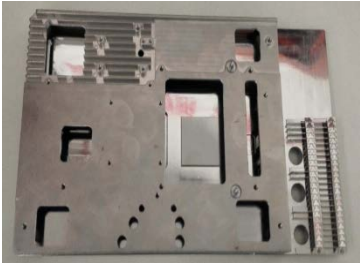
Brand	2015 ~Nov.	2016 Opportunity
Lenovo	NT\$48.2M	90% Projects Awarded
ZTE	NT\$11.3M	Project Participation
Inspur/Sugan	NT\$0	1U Rack Project Participation
Hawei	NT\$0	Approaching
New Customer	NT\$0	Planning



Tele-Communication(Wireless、Optical、Switch、Base、Industrial)



- 4G LTE Mobile Station
- Telecom Data Center



Thermal Solution for Phone/Tablet



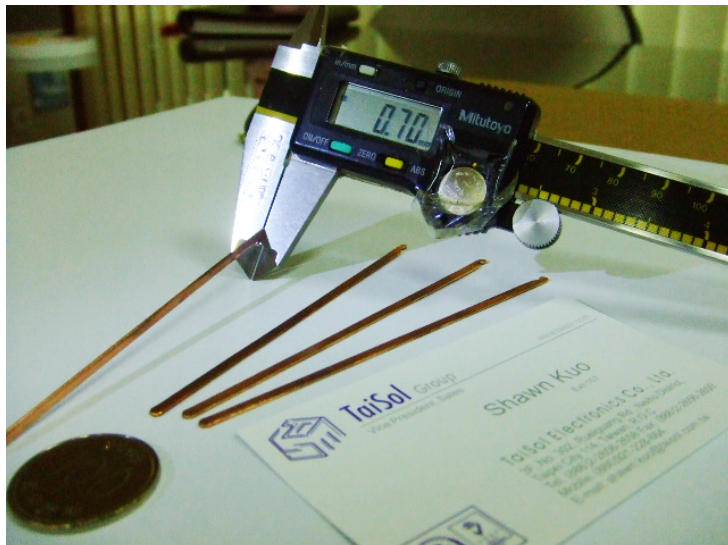
3D Fiber Ultra Slim Heat Pipe

Smart Phone

- ✓ D5 0.45/0.50/0.55mm
- ✓ D2x80x0.4mm (MP: March, 2016)

Tablet PC

- ✓ D5/D6/D8, 1.0T/1.2T/1.5T/2.0 T
- ✓ D2/D3/D5/D6, 0.45T/0.5T/0.6T

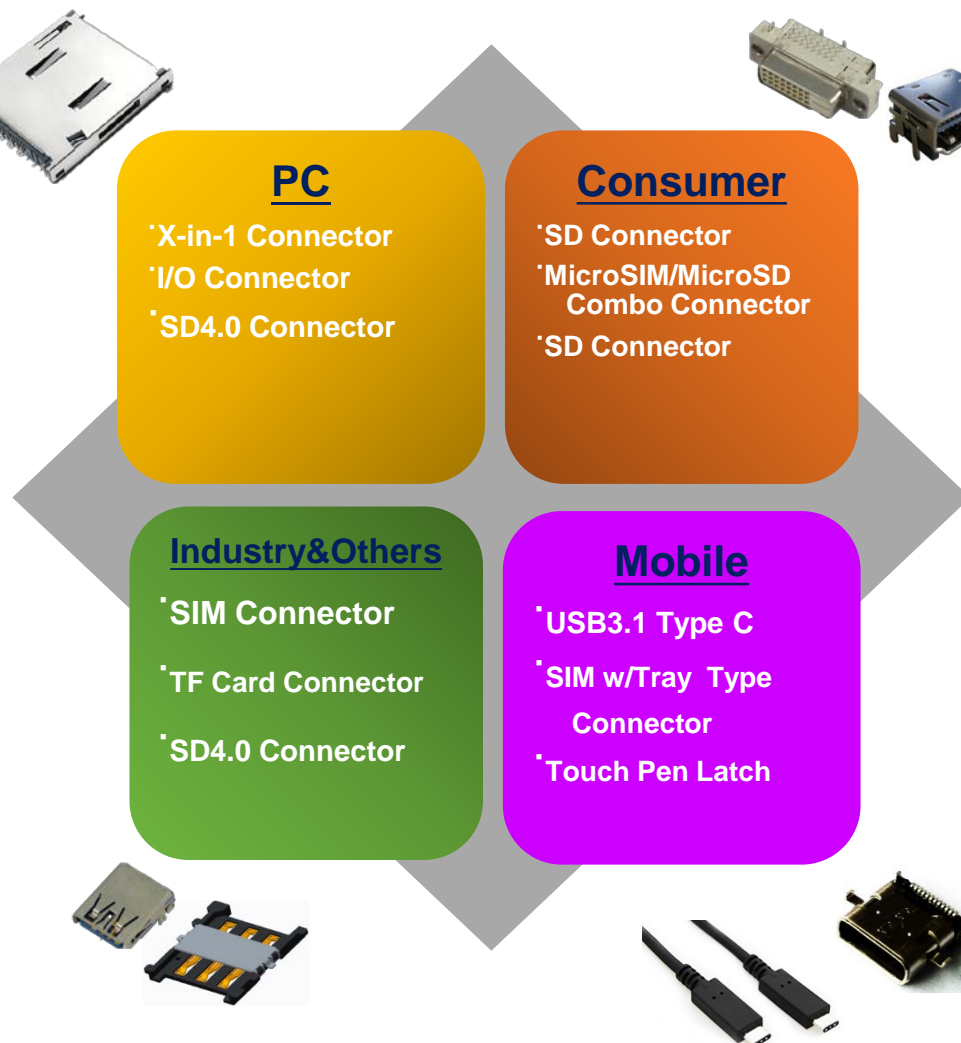


3D Fiber

Connector



Application	Revenue%
PC	41%
Consumer	23%
Mobile	35%
Others	0.7%
Industrial	0.3%

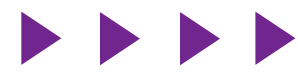


C/R Modules

Card Reader



Smart Card Module



Mobile Commerce Solutions



Bluetooth (BLE) Smart Payment



Two-Track Secure Mobile MagStripe Reader



Bluetooth U-Key Payment



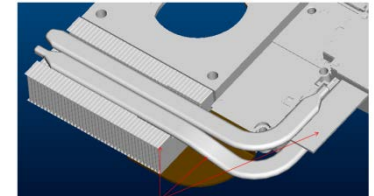
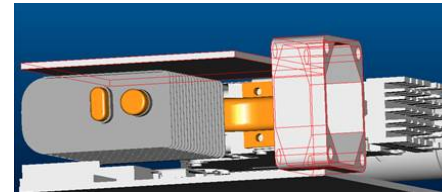
Bluetooth Mobile MagStripe Reader

2005

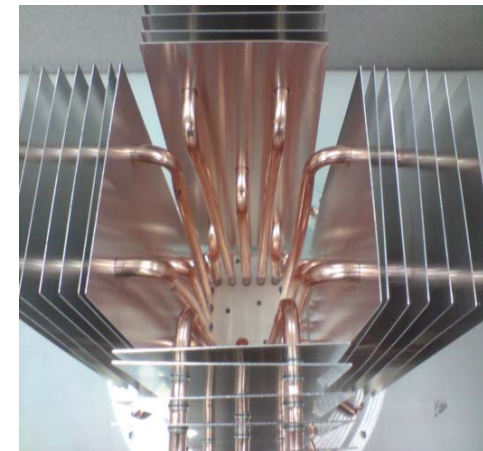
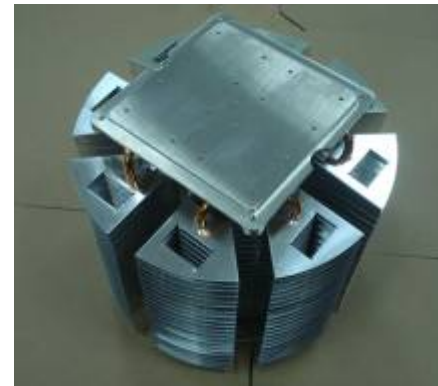
2008

2015~

Consumer



产品表面处理



Application	Revenue %
TV	39%
Game Console	37%
Projector	14%
Printer	5%
LED Lighting	4%
Others	1%

Marketing Foreseeing

Client Computing

- PC
- Mobile Devices
- Gaming



Enterprise Computing

- Server
- Work Station
- Cloud Computing



Industrial Application

- Invertor / IGBT
- LED Lighting
- IoT Appliance



Client Computing

89%

Enterprise Computing

5%

Telecom

4%

Industrial Application

2%

Telecommunication

- 4G LTE Mobile Station
- Telecom / Datacom



Thank You

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