



TPEX Code : 3526

Alltop Technology Co., Ltd. Earnings Conference

2022/11/16

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凡甲科技股份有限公司
ALLTOP TECHNOLOGY



Disclaimer

- This Briefing and Statement are, including all forward-looking and future prospects, based on company overview and external current status. The investor shall not take the information as ALLTOP legal commitment. That information may correct by reality issues.
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Agenda

- I . Company Profile
 - II . Customer & Product
 - III . Industry Introduction
 - IV . Financial Result
 - V . Business Outlook
- Q&A





I . Company Profile

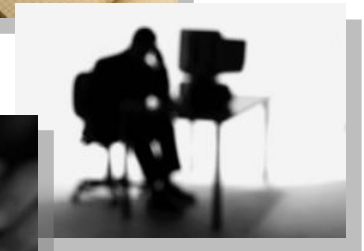




Company Profile

- **Established : 1998/11/06**
- **IPO : 2007/11/02**
- **Capital : 590 Million NTD**
- **Chairman : Wayne Yu**
- **General Manager : Henry Chang**
- **Spokesperson : Sean Chen**

- **Main Product :**
 - **Server: High Power/ High Speed connector and cable.**
 - **Car connector**
 - **NB connector**





Group Layout

■ Taiwan – Headquarters



Establish : Yr 1998
IPO in TW : Yr 2007



- Alltop (SuZhou) Electronics 1 & 2
- Stamping Factory -LIQUAN TECHNOLOGY
- Injection Factory -SANKAGE ELECTRONICS

■ Alltop Taiwan Factory 3
(Nov. 2020)





II . Customer & Product





Automotive Customers



比亚迪汽车



Audi



Volkswagen



PEUGEOT



长江·EV



长城汽车
Great Wall Motors



吉利汽车
GEELY AUTO



CHERY



北汽集团
BAIC Group



江淮汽车



YUTONG
宇通客车



万向集团



上汽集团
SAIC MOTOR



长安汽车

CATL
时代新能源



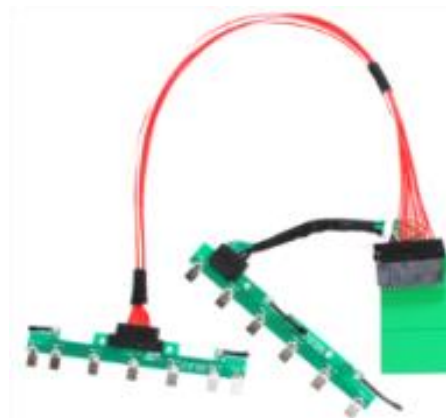


Automotive Connector





Automotive Connector





Automotive Connector





Server Customer





Server Customer





High Power Connector

140A

NEW Blade Type Power Conn.



90A

Blade Type Power Conn.



90A

Box Type Power Conn.

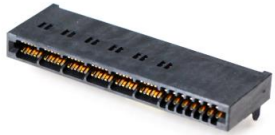


85A

Blade Type Power Conn.



15A - 3200W INTEL Whitley
Power Edge Card Conn.



12A - DELL 15G
Power Edge Card Conn.



40A
Power Edge Card For Cable



75A
Blade Type Power Conn.



60A
Blade Type Power Conn.



30A
Blade Type Power Conn./ Cable
+ Bus Bar Clip



30A
Extremely Low Profile Conn.



84A- HP
UPS Power Conn.



13A
Micro 3.0 & Mini 4.2 Plus



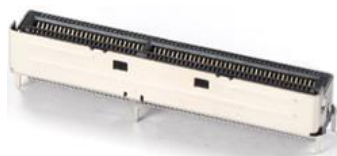
300A
Bus Bar Clip





High Speed Connector

NEW **MCIO (SFF-TA-1016 Conn.)** - SAS 4.0 & PCIe5.0 **GEN-Z Conn.** - SAS 4.0 & PCIe5.0 **SFF-8639 Conn.** - SAS 4.0 & PCIe5.0 **PCIE Conn. ST** - PCIe5.0



SFF-8654 Conn.
- SAS 4.0 & PCIe4.0

Oculink Conn.
- SAS 4.0 & PCIe4.0

SAS Conn.
- SAS 4.0



X4



X8



X4



X8



Mini SAS HD Conn.
- SAS 3.0 & PCIe3.0

PCI Express Conn.
- **PCIE RA Gen4 Dell**

SFF-8639 Conn.
- SAS 4.0 & PCIe4.0





Foldable High Speed Cable

ALLTOP F Cable





NB Connector & Others

RJ45 Conn.



HDMI Conn. (Type-A)



USB3.1 Type- C Conn.



Mini Display Port



Micro HDMI Conn. (Type-D)



USB3.0 & USB2.0 Conn.



Battery Conn.



SATA Conn.



USB2.0 Micro B Conn.

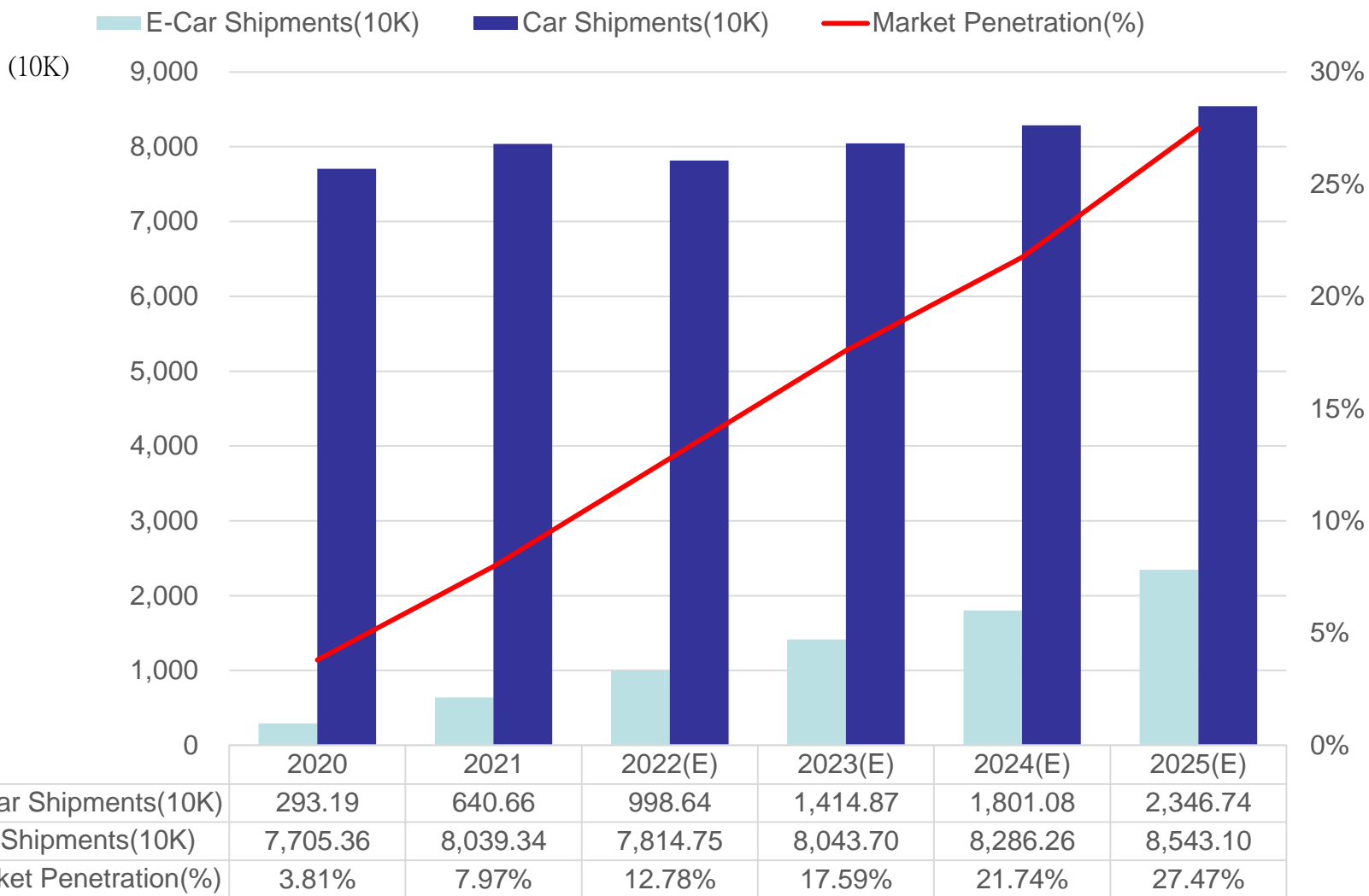




III. Industry Introduction



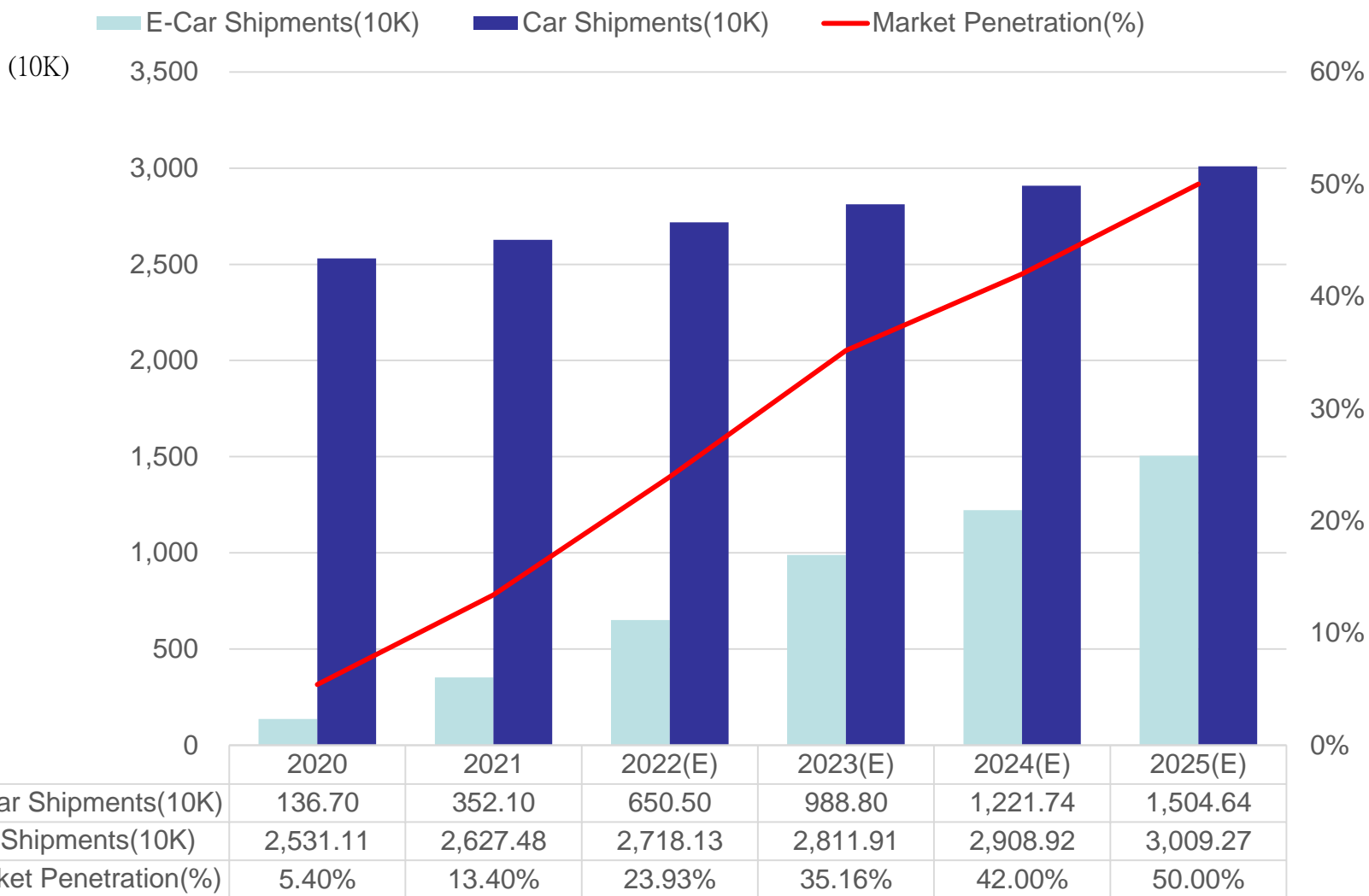
E-Car World Wild Market



Material origin:Marklines, CAAM, MINSHENG SECURITIES Research 2022/10



E-Car China Market

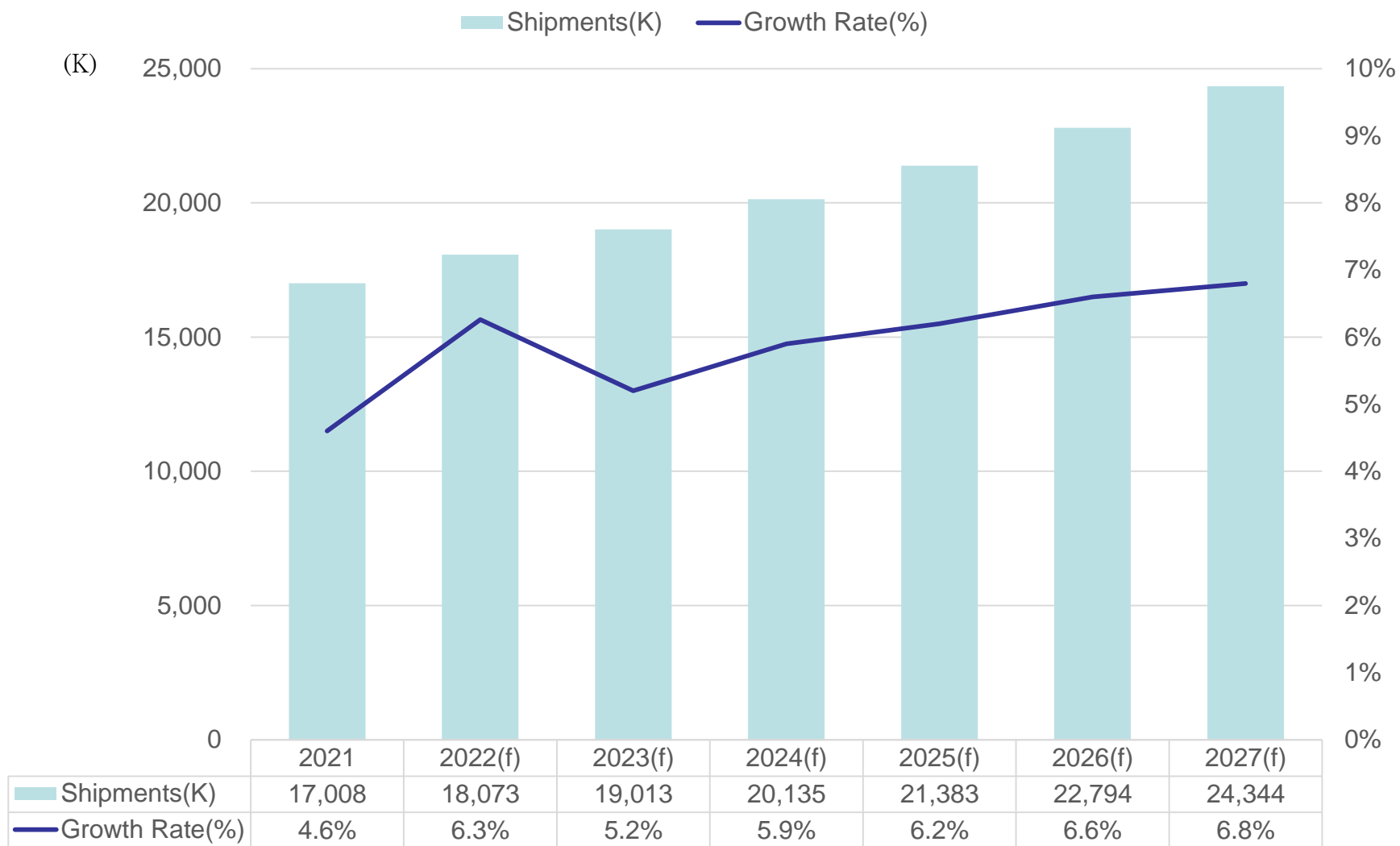


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Server Growth Rate in World Wild Market

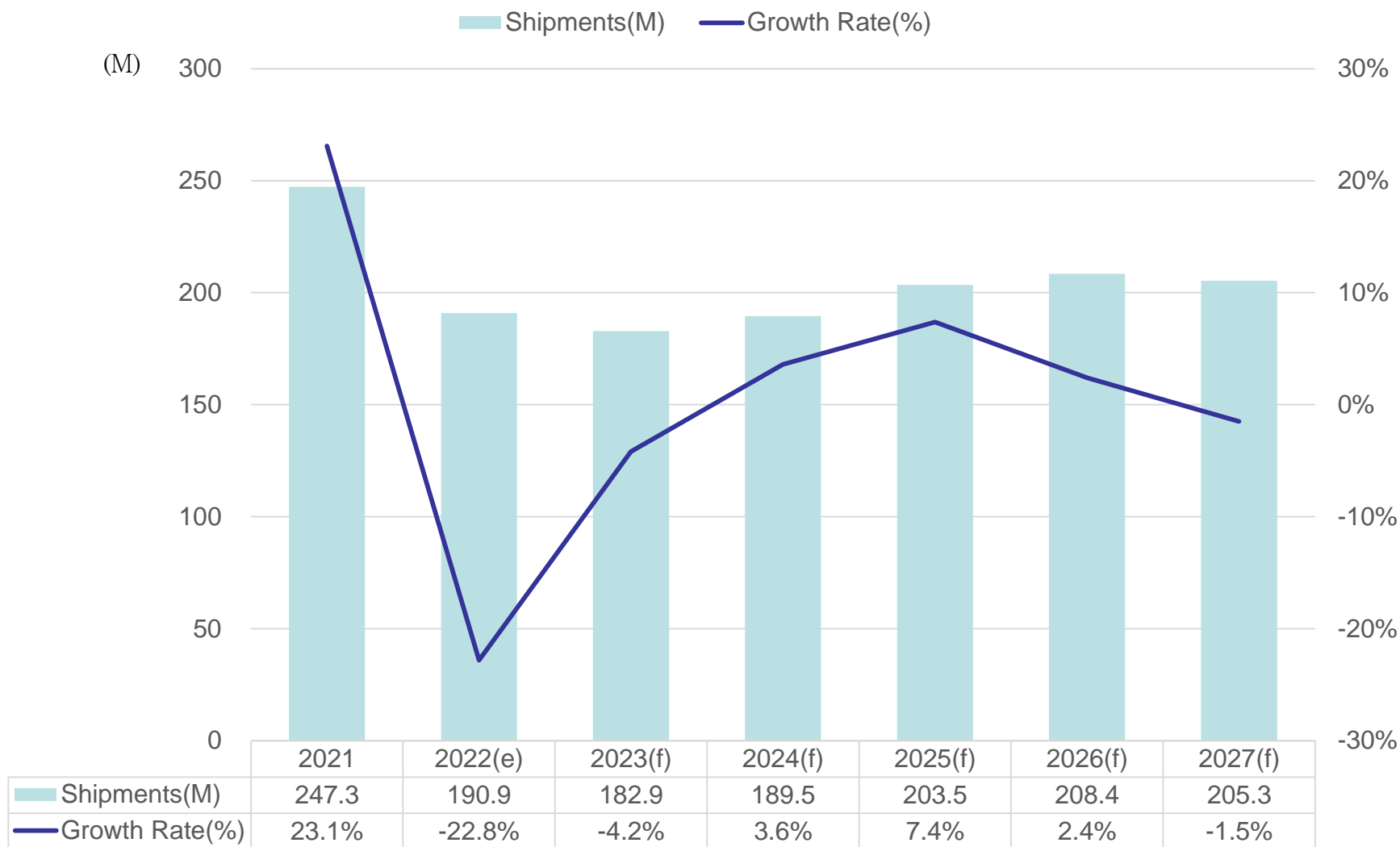


Material origin: DIGITIMES Research, 2022/9





NB Growth Rate in World Wide Market



Material origin: DIGITIMES Research, 2022/10





IV. Financial Result





2022 Q3 Income Statement

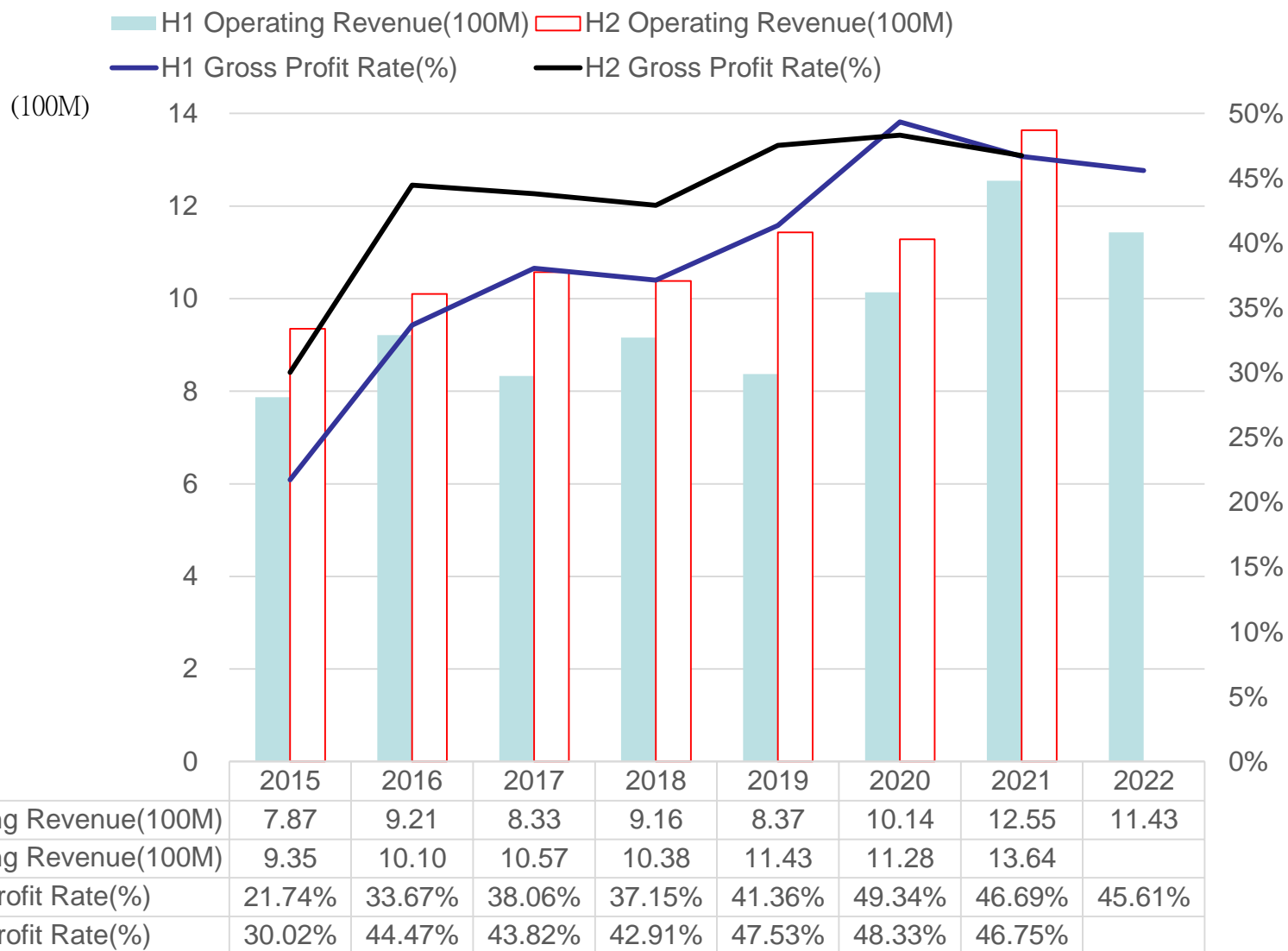
| Unit: NTD 1,000 | Q3/2021 | | Q2/2022 | | Q3/2022 | | YoY | QoQ |
|---|---------|-----|---------|-----|---------|-----|--------|-------|
| | NTD | % | NTD | % | NTD | % | % | % |
| Operating Revenue | 679,559 | 100 | 524,739 | 100 | 642,546 | 100 | -5.45 | 22.45 |
| Gross Profit | 313,635 | 46 | 233,198 | 44 | 306,126 | 48 | -2.39 | 31.27 |
| Operating Expenses | 139,576 | 21 | 121,596 | 23 | 126,254 | 20 | -9.54 | 3.83 |
| Operating Profit | 174,059 | 25 | 111,602 | 21 | 179,872 | 28 | 3.34 | 61.17 |
| Non-Operating income and expenses | 18,715 | 3 | 29,257 | 6 | 42,262 | 7 | 125.82 | 44.45 |
| Pre-Tax Profit | 192,774 | 28 | 140,859 | 27 | 222,134 | 35 | 15.23 | 57.7 |
| Net Income | 155,949 | 23 | 119,602 | 23 | 180,545 | 28 | 15.77 | 50.95 |
| EPS(Basic) | 2.71 | | 2.03 | | 3.06 | | 12.92 | 50.74 |

**Q3/2022 Gross profit rate, operating profit rate,
net income rate, both grow in YoY and QoQ.**



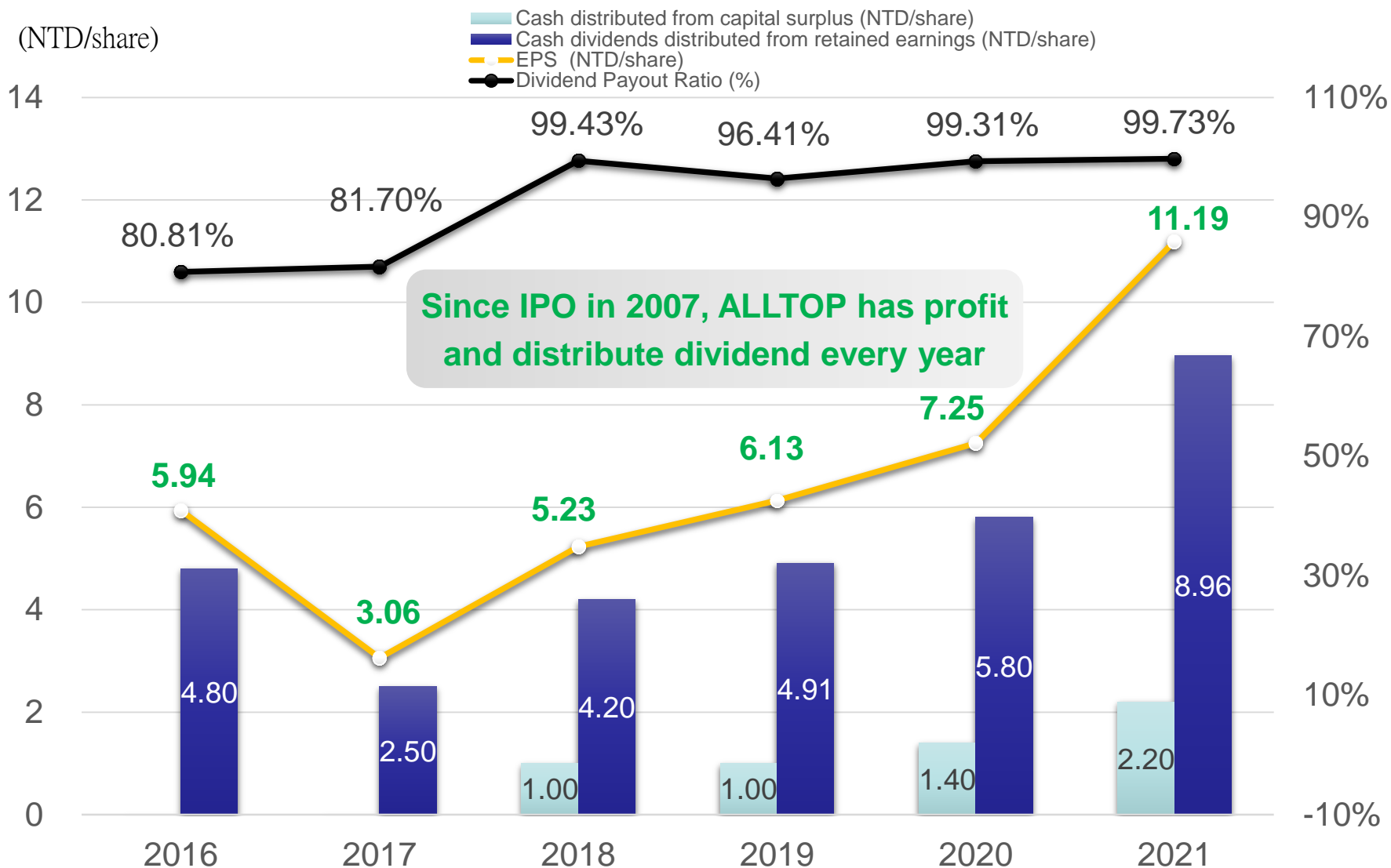


Revenue & Gross Profit Rate





Dividend





V. Business Outlook





Business Outlook

- The number of connectors per notebook computer will continue to decrease, and the global notebook computer market will continue to decline due to the subsidence of the consumption from stay-at-home economy.
- As new platforms launch in 2023, the global server market will continue to grow.
- In order to achieve the global net-zero carbon emission target by 2050, the global E-Car market will continue to grow rapidly.





Q&A

