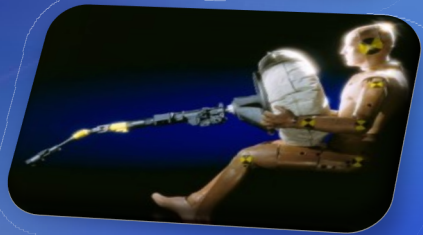


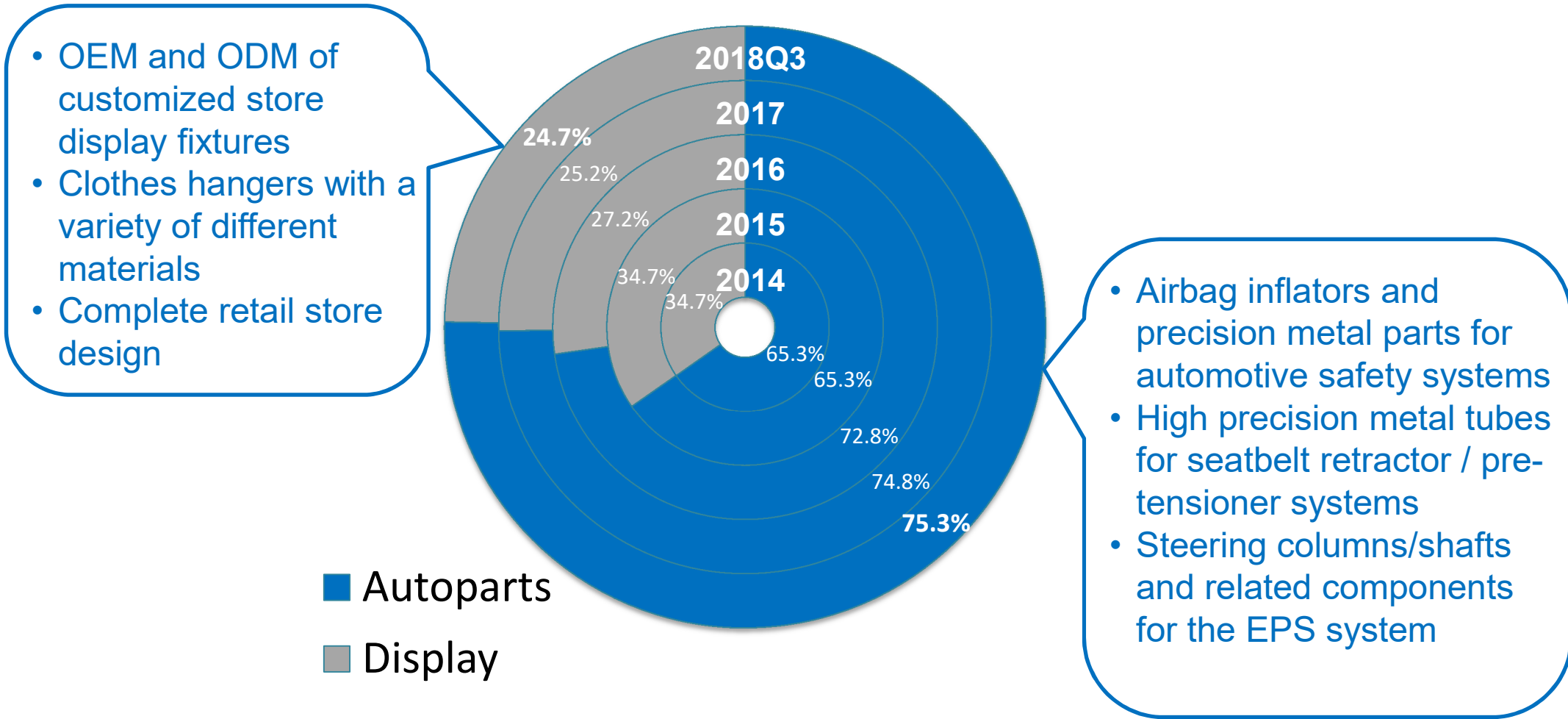


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IRON FORCE INDUSTRIAL CO., LTD.

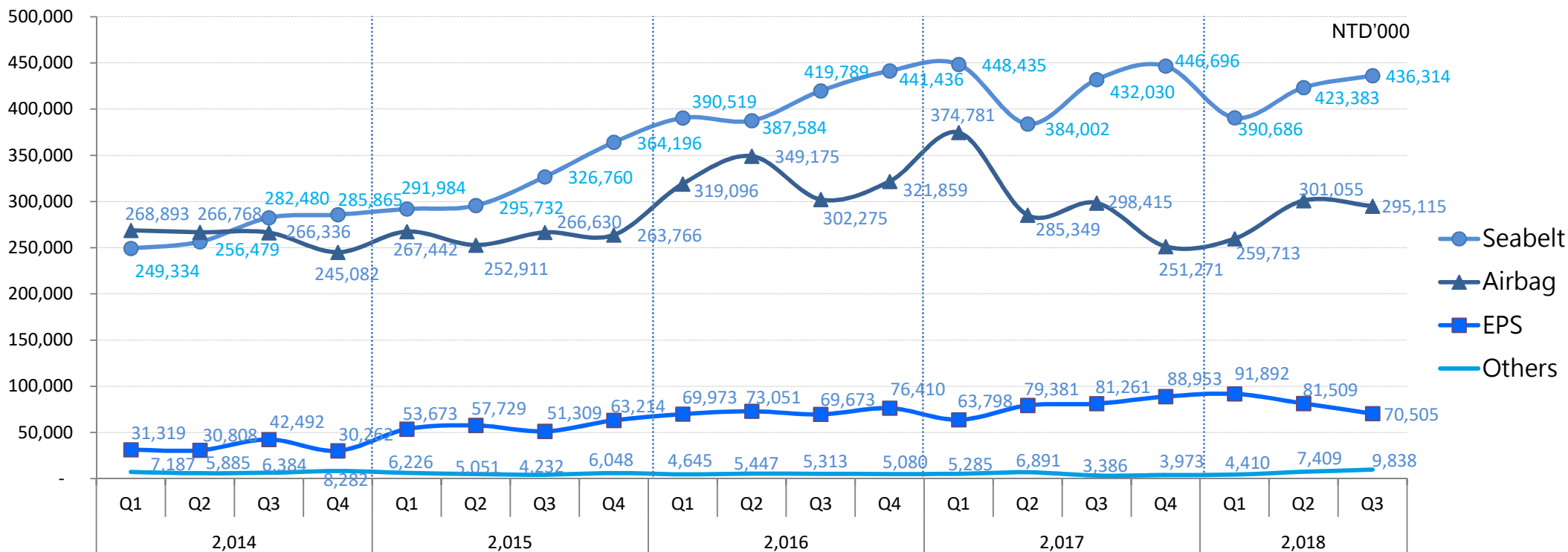


- This report and released message contains information about corporate prospects, financial updates and sales forecasts, established on the basis of internal resources and external reference sharing. The actual performance may be different from expressed or implied predictions due to uncontrollable and/or unpredictable risks.
- All prospects reflect Iron Force' s expectations toward the future, and may be subject to change and Iron Force reserves the right to alter, update and change relevant information from time to time without prior notice.

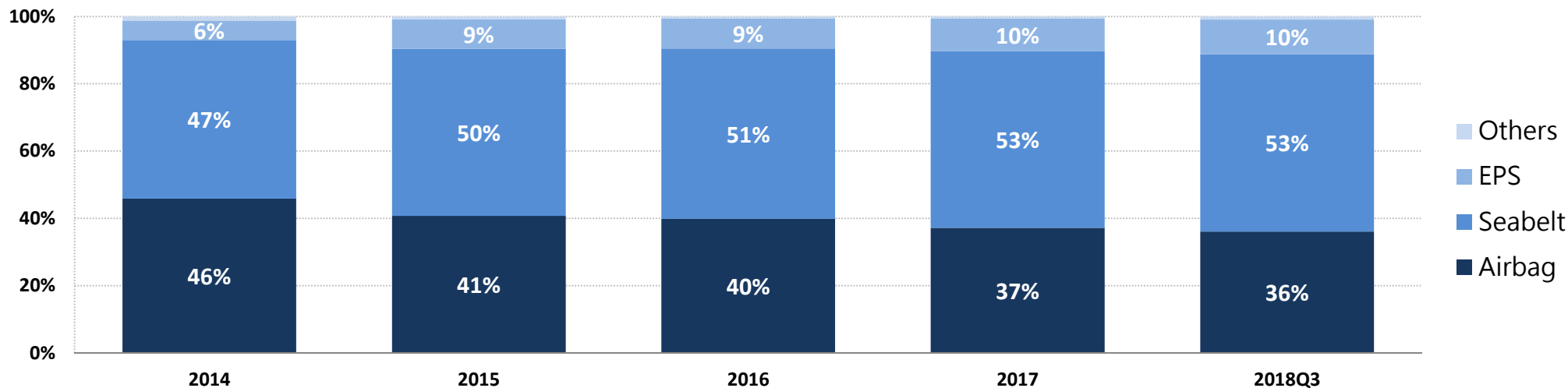
## Revenue break down (%) for Iron Force



# Main Autoparts Product



## Revenue break down (%), Autoparts



# Performance – Income Statement



## 2014-2018Q3 Income Statement

Currency : NTD'000

	Y2014		Y2015		Y2016		Y2017		Y2018Q3	
		%		%		%		%		%
Gross Sales	3,506,989	100.00%	3,944,842	100.00%	4,461,014	100.00%	4,325,937	100.00%	3,160,872	100.00%
Cost of Goods Sold	2,422,852	69.09%	2,697,479	68.38%	3,037,565	68.09%	3,061,097	70.76%	2,312,699	73.17%
Gross Profit	1,084,137	30.91%	1,247,363	31.62%	1,423,449	31.91%	1,264,840	29.24%	848,173	26.83%
Operating Expense	514,661	14.68%	542,808	13.76%	543,232	12.18%	614,233	14.20%	451,835	14.29%
Operating Profit	569,476	16.24%	704,555	17.86%	880,217	19.73%	650,607	15.04%	396,338	12.54%
Non-Operating Income (Expense)	54,850	1.56%	119,545	3.03%	49,586	1.11%	132,493	3.06%	129,495	4.10%
Pre-Tax Income	624,326	17.80%	824,100	20.89%	929,803	20.84%	783,100	18.10%	525,833	16.64%
Income Tax	137,761	3.93%	204,057	5.17%	242,112	5.43%	232,940	5.38%	140,587	4.45%
	22.07%		24.76%		26.04%		29.75%		26.74%	
Net Income	486,565	13.87%	620,043	15.72%	687,691	15.42%	550,160	12.72%	385,246	12.19%
EPS	6.79		8.55		9.09		7.26		5.08	

# Performance – Income Statement



NTD'000	2018Q3		2017Q3		YOY %	
	Amount	%	Amount	%		
Gross Sales	3,160,872	100	3,275,710	100	(3.5)	
Cost of Goods Sold	2,312,699	73	2,311,411	71	0.1	
Gross Profit	848,173	27	964,299	29	(12.0)	
Operating Expense	452,887	14	459,342	14	(1.4)	S : -31,019 ; A : +6,819 ; R&D : +17,745
Operating Profit	395,286	13	504,957	15	(21.7)	
Non-Operating Income (Expense)	130,547	4	31,255	1	317.7	2018Q3 Mold fee
Pre-Tax Income	525,833	17	536,212	16	(1.9)	
Net Income	385,246	12	358,549	11	7.4	
EPS (NTD)	5.08		4.73		7.4	



- 長期合作協議，除了綁定舊產品外，可取得更多新產品報價機會。
- 汽車零件於歐洲(波蘭)設廠，建立更密切合作關係，就近服務客戶的研發中心。並與歐洲客戶洽談當地採購之品項(例如EPS)。目前已取得第一筆訂單(預縮式安全帶)，預計2019年Q4投產。
- 今年4月成立新產品事業處(汽車零件)：
  1. 舊品項(被動安全類)、老客戶由原本的汽車零件事業處三個業務團隊、三個工廠(台灣、大陸、波蘭)來維持。
  2. 新產品事業處還是專注在汽車產業，初期先運用目前集團現有廠房：
    - ① 以本公司金屬機加工及生產管理技術，研究與ADAS相關產品之機構件。(例如 Camera housing)
    - ② 以本公司金屬機加工、生產管理技術及與客戶長期關係，研究客戶待解決之痛點。(例如Thermal solution)

# Thank You

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## Disclaimer

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