



Alltop Technology Co., Ltd.

Investor Conference

Presenting by: Wayne Yu



Flexibility . Speed . Quality . Creative

www.otop.com.tw

凡甲科技股份有限公司

ALLTOP TECHNOLOGY



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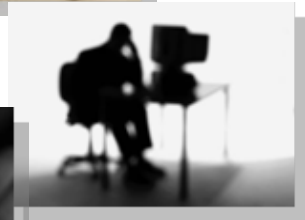


1. About Alltop - Overview

- A leading notebook pc connector designer and manufacturer. In addition to notebook pc connectors, Alltop also produces connectors for other market sectors, including medical, industrial, and server industries.
- Invested Capital: NTD 375 million (approx. USD 11 million)
- Employees: 3,600+, including 101 Taiwan

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1. About Alltop – Global Locations

Alltop Electronics (Changfu Industrial Park)

R&D, Sales, Manufacturing



Harvest Plant (Hengli Industrial Park)

R&D, Manufacturing



Suzhou

Dongguang

Taipei



Headquarter (Taipei)

R&D, Sales,
Operation Center



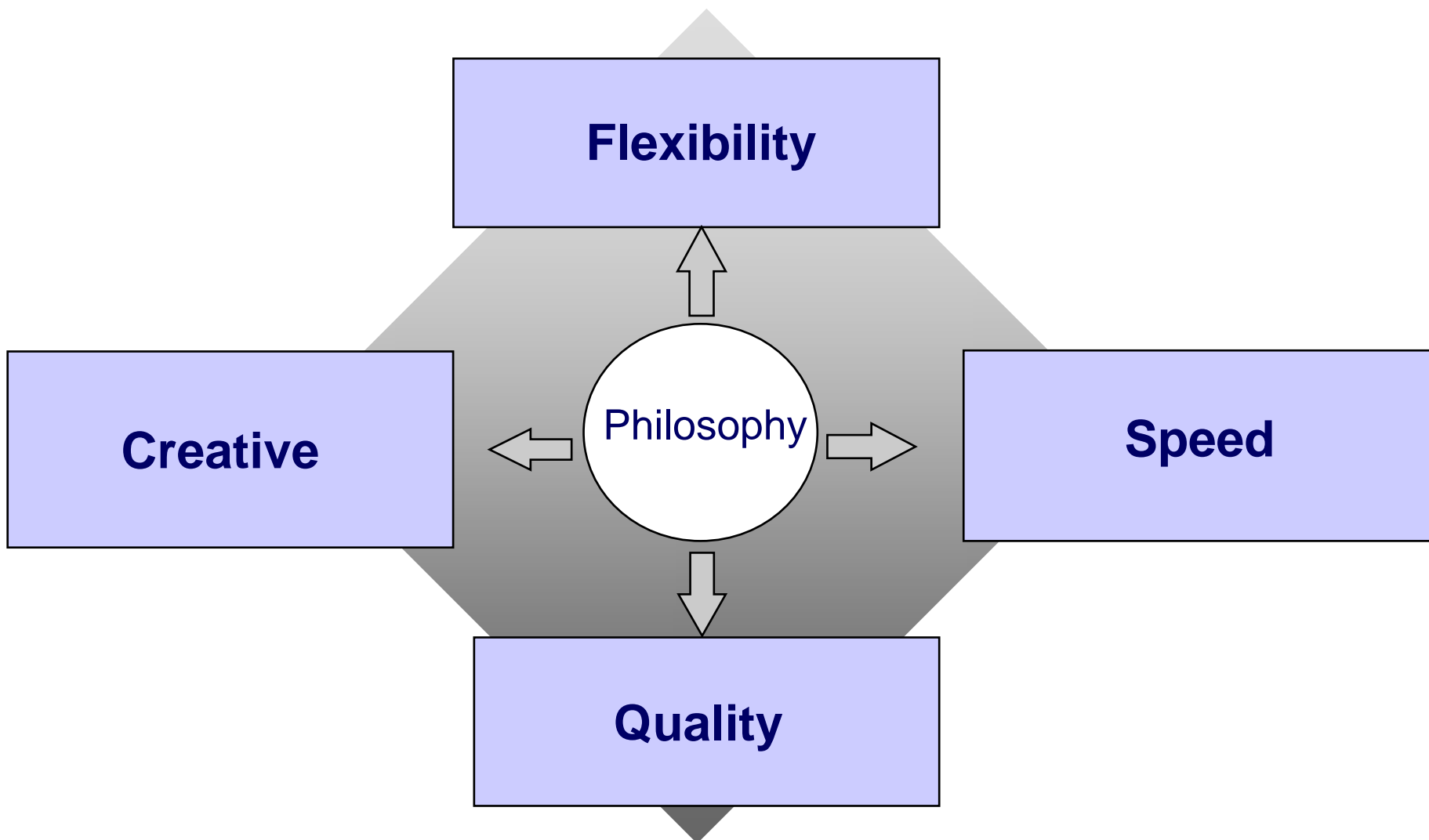


1. About Alltop - Highlights

1998	■ Established Alltop Technology Co., Ltd. with invested capital NTD 5 Million.
1999	■ Introduced LAN connectors RJ-45; Phone connectors RJ-11.
2000	■ Introduced compact size MINI-DIN Sockets; spring type Battery Connectors.
2001	■ Introduced CD-ROM Connectors; 2.5mm Blade on Beam Battery Connectors.
2002	■ Introduced PATA HDD Connectors; 2.0mm Blade on Beam Battery Connectors.
2003	■ Introduced USB Connectors Version 2.0 ; IEEE 1394 Sockets ; Removable PATA HDD Connectors ; SD Card Connectors
2004	■ Established manufacturing plants in Suzhou and Guangdong, P. R. China. ■ Suzhou plant obtained quality management systems ISO9001:2002 certificate. ■ Introduced SATA HDD Connectors ; Removable SATA HDD Connectors ; Ear Phone Jack ; DVI sockets ; 3-IN-1 Memory Card Connectors.
2005	■ Introduced E-SATA Connectors ; Round shape with fine pitch MINI-DIN Sockets ; RJ series connectors with LED ; 1.70MM Blade on Beam Battery Connectors ; PCI Express Modem Card ; PCI Express VGA Card ; 1.0 and 1.27mm pin Header & Header Sockets.
2006	■ Introduced HDMI Connectors ; ODD SATA Connectors ; SAS SATA Connectors ; DC Power Jack ■ Purchased land and building for the Taiwan head office. ■ Approved by the Taiwan Securities and Futures Bureau for I.P.O. ■ Stock registered with Taiwan GreTai Securities Market.
2007	■ Introduced SATA HDD Removable High Frequency Connectors ■ Stock-listed company on Taiwan GreTai Securities Market.



1. About Alltop – Corporate Philosophy





1. About Alltop – Product Management Guideline

High Profit Product

- Wide range of top-quality I/O connector selections for portable devices
- Fine pitch/ Low profile connectors on PCB

Service-Oriented

- Customized specifications
- Flexible and efficient in product development, manufacturing, and delivery

Product Development Strategy

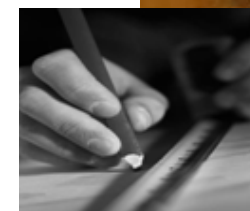
- Keen focus on lead-time control in:
 1. R&D, to speed up designing phase
 2. Manufacturing, to shorten delivery time
- Co-ordinate with customers at their plant site to better serve and meet their specified requests
- Strict control on product quality management, and on-time delivery .



1. Company Profile – Quality Certification



Striving for top quality





1. Company Profile – Intangible Assets

Item	Qty.	Note
Patent	42	TW 37 US 1 P.R. China 4
Patent application-in-process	32	TW 9 US 3 P. R. China 20
Trade Mark	5	TW 1 US 2 P. R. China 2

Taiwan, R. O. C.

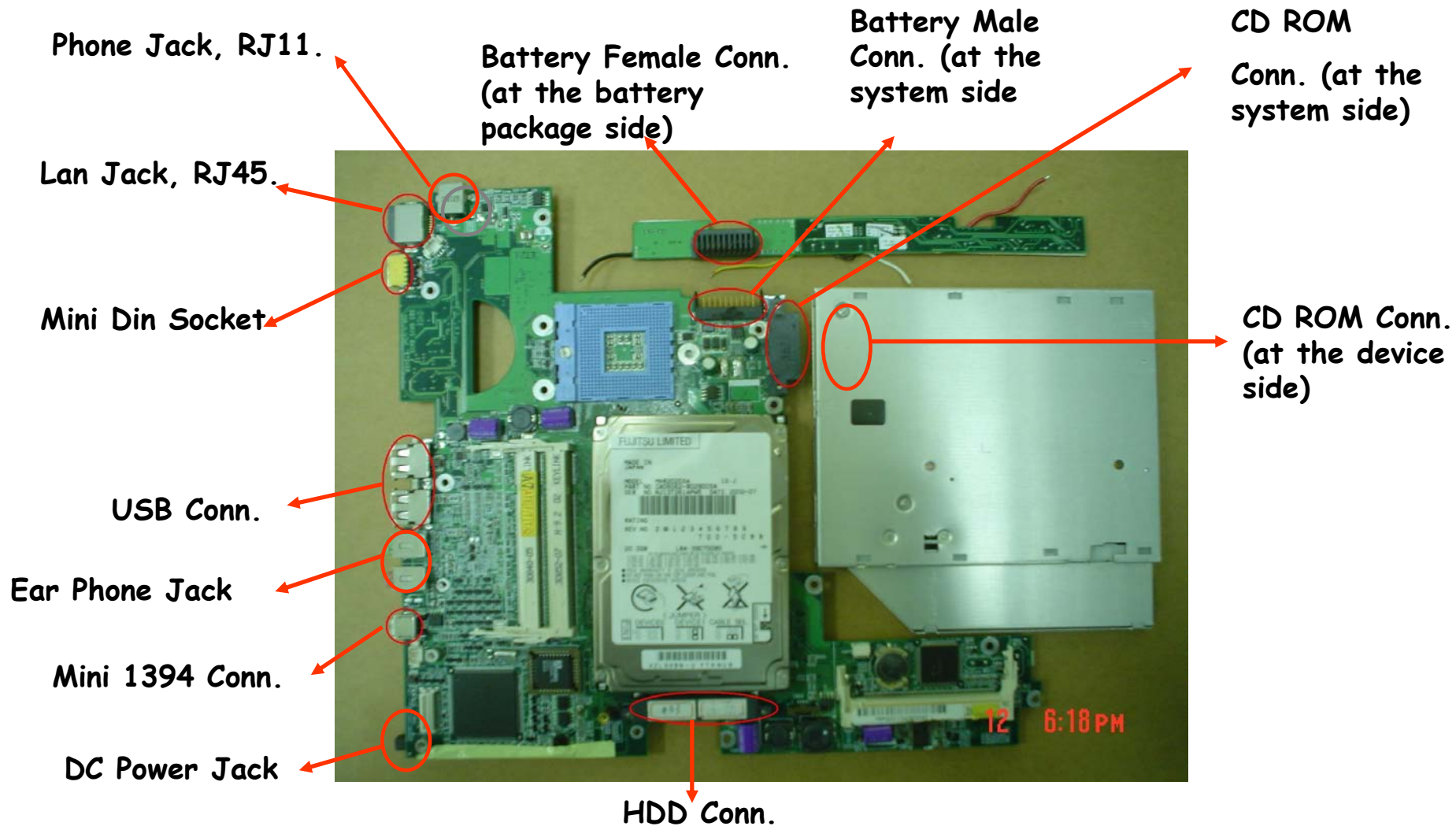
U.S.A.

P.R. China



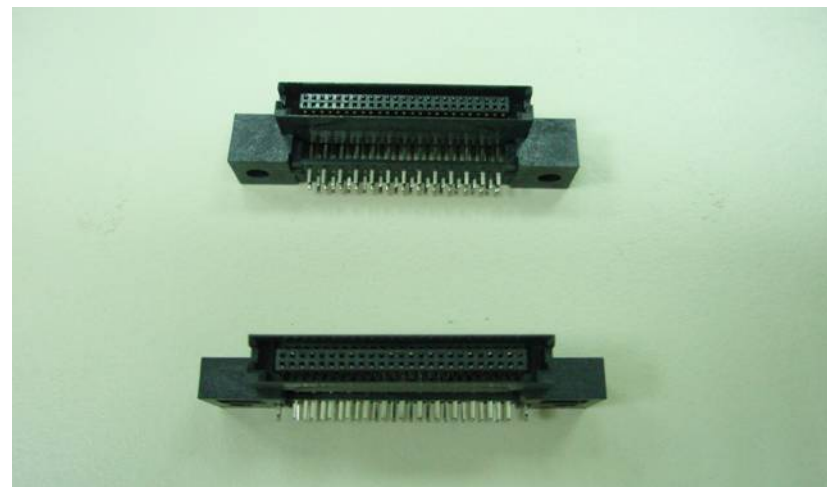


2. Products & Customers – Product lines



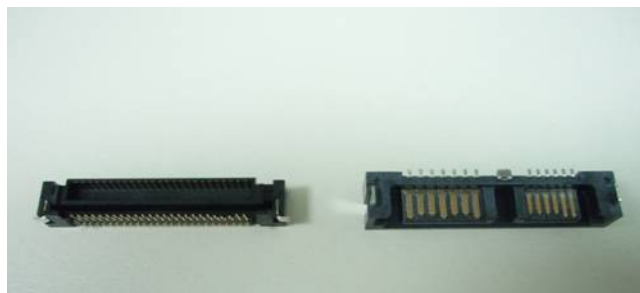


2. Products & Customers – ODD Connectors



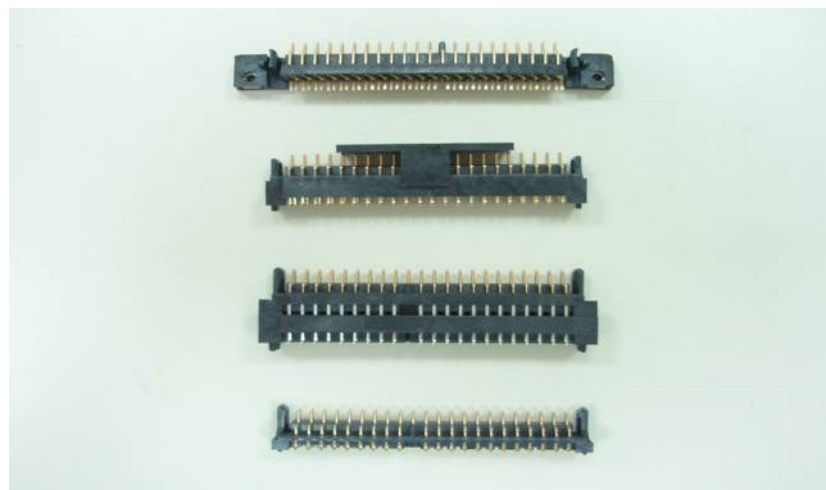


2. Products & Customers – ODD Connectors



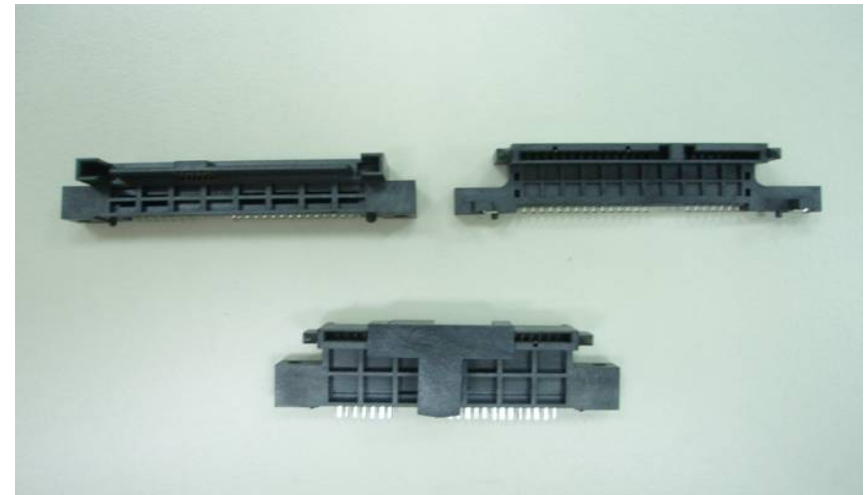
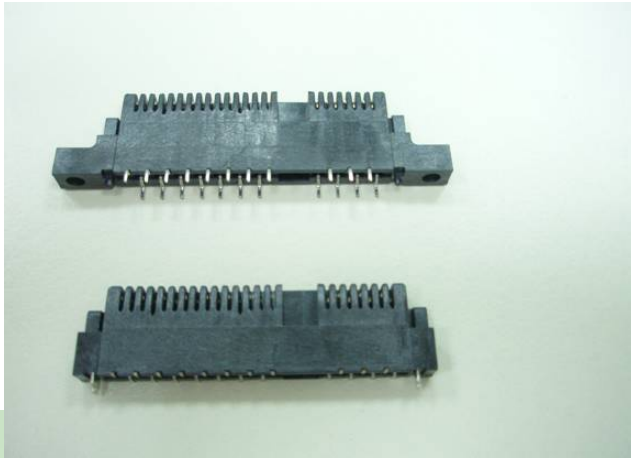


2. Products & Customers – HDD Connectors



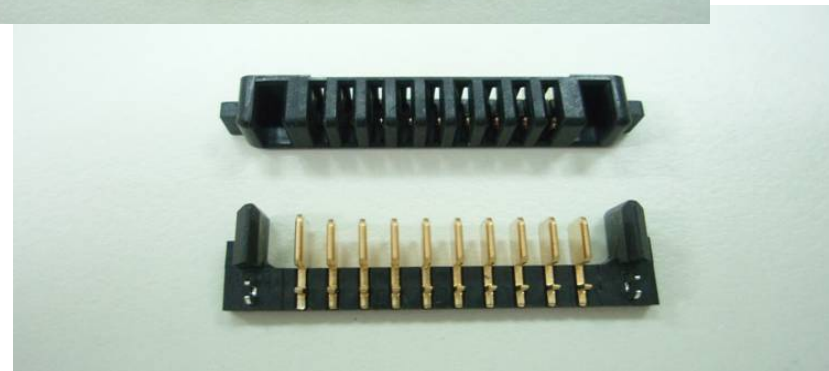
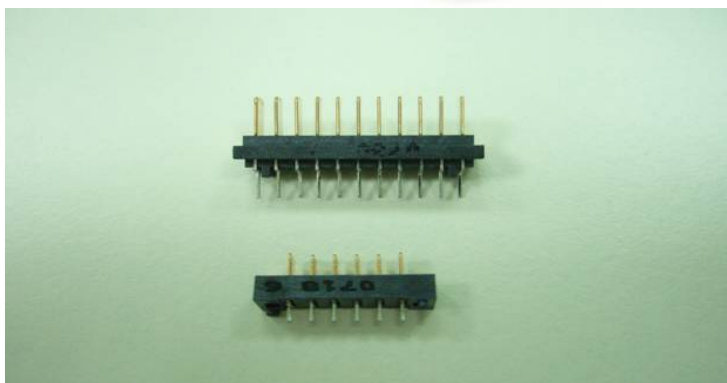
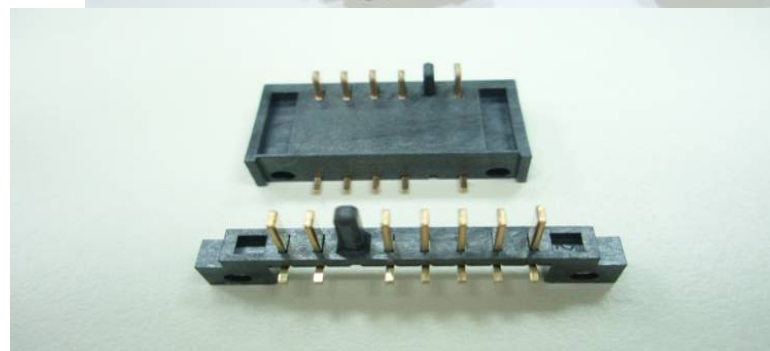


2. Products & Customers— HDD Connectors



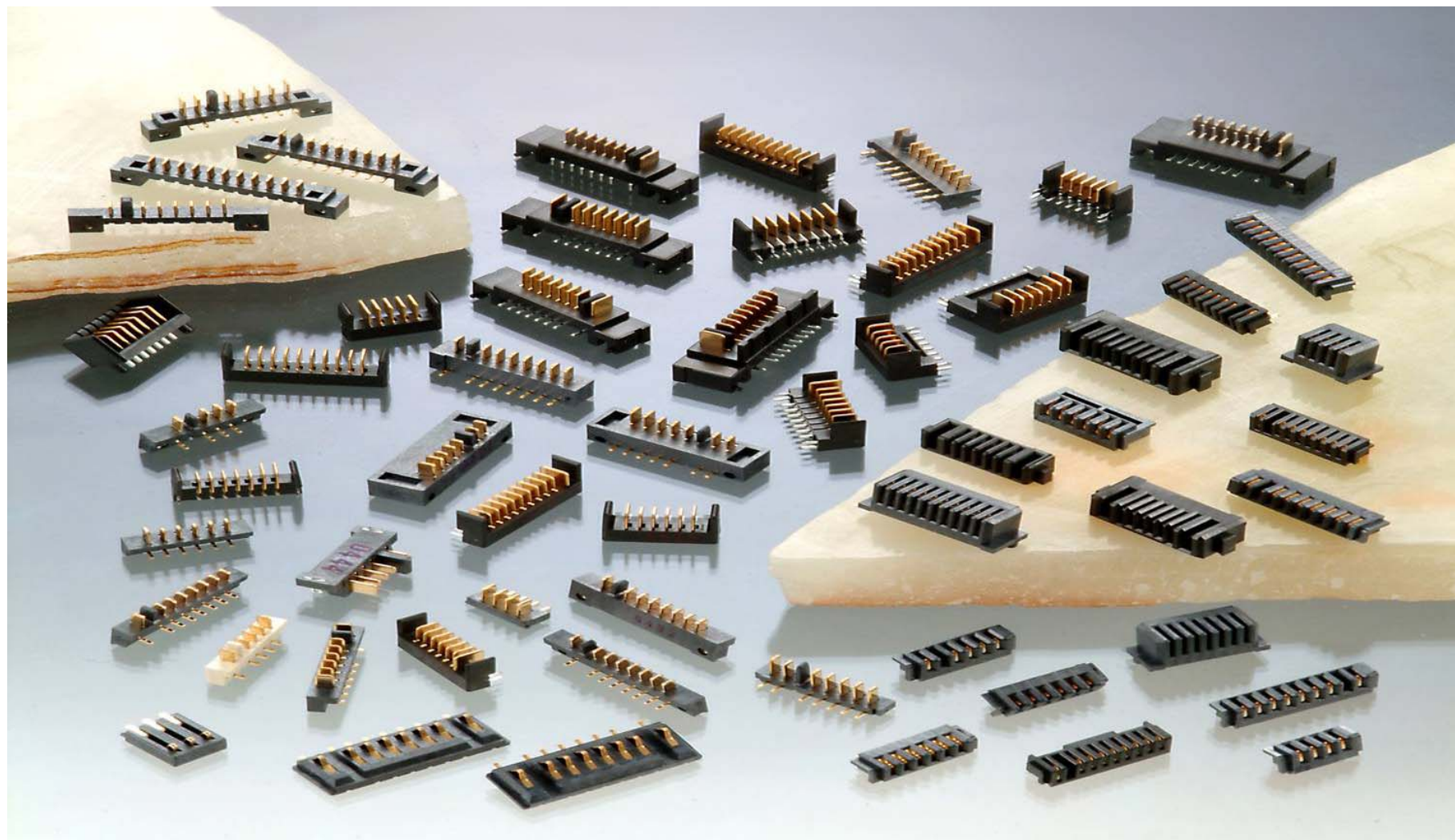


2. Products & Customers – Battery Connectors



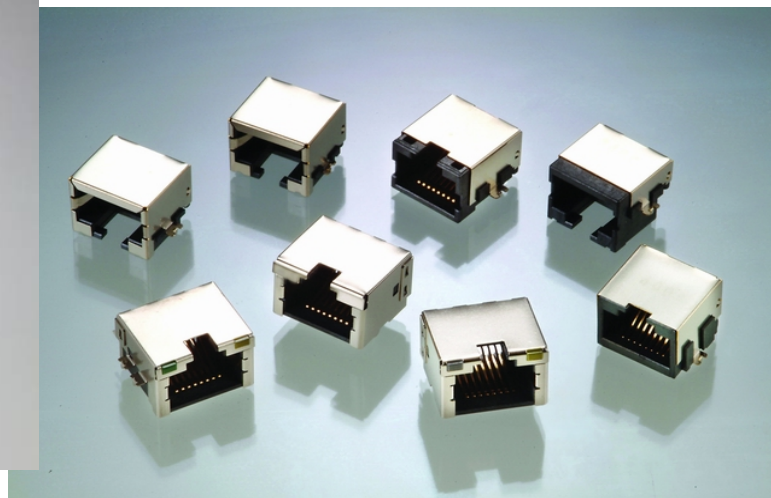
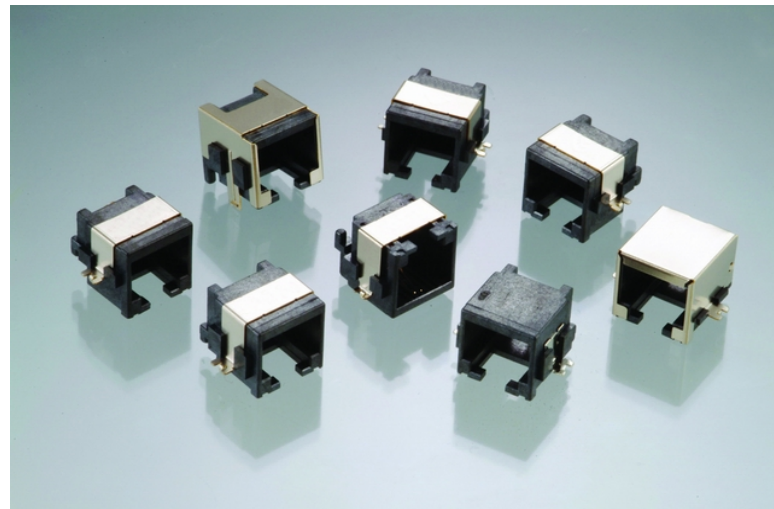


2. Products & Customers – Battery Connectors





2. Products & Customers – RJ Series





2. Products & Customers – Other Connectors





2. Products & Customers – Global Customers



SONY



DELPHI
Connection Systems



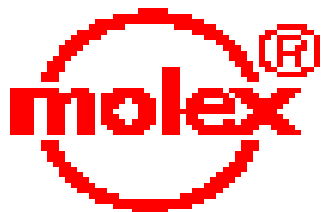
FLEXTRONICS

tyco
Electronics



创意感动生活
The Creative Life

NEXCOM



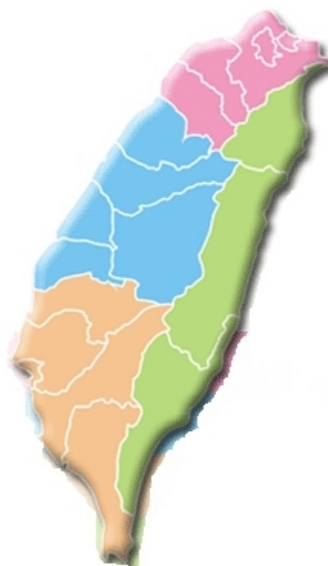
lenovo 联想

AMOI
touching your future

VESTEL



2. Products & Customers – Domestic Customers



加百裕工業股份有限公司
Celxpert Energy Corporation

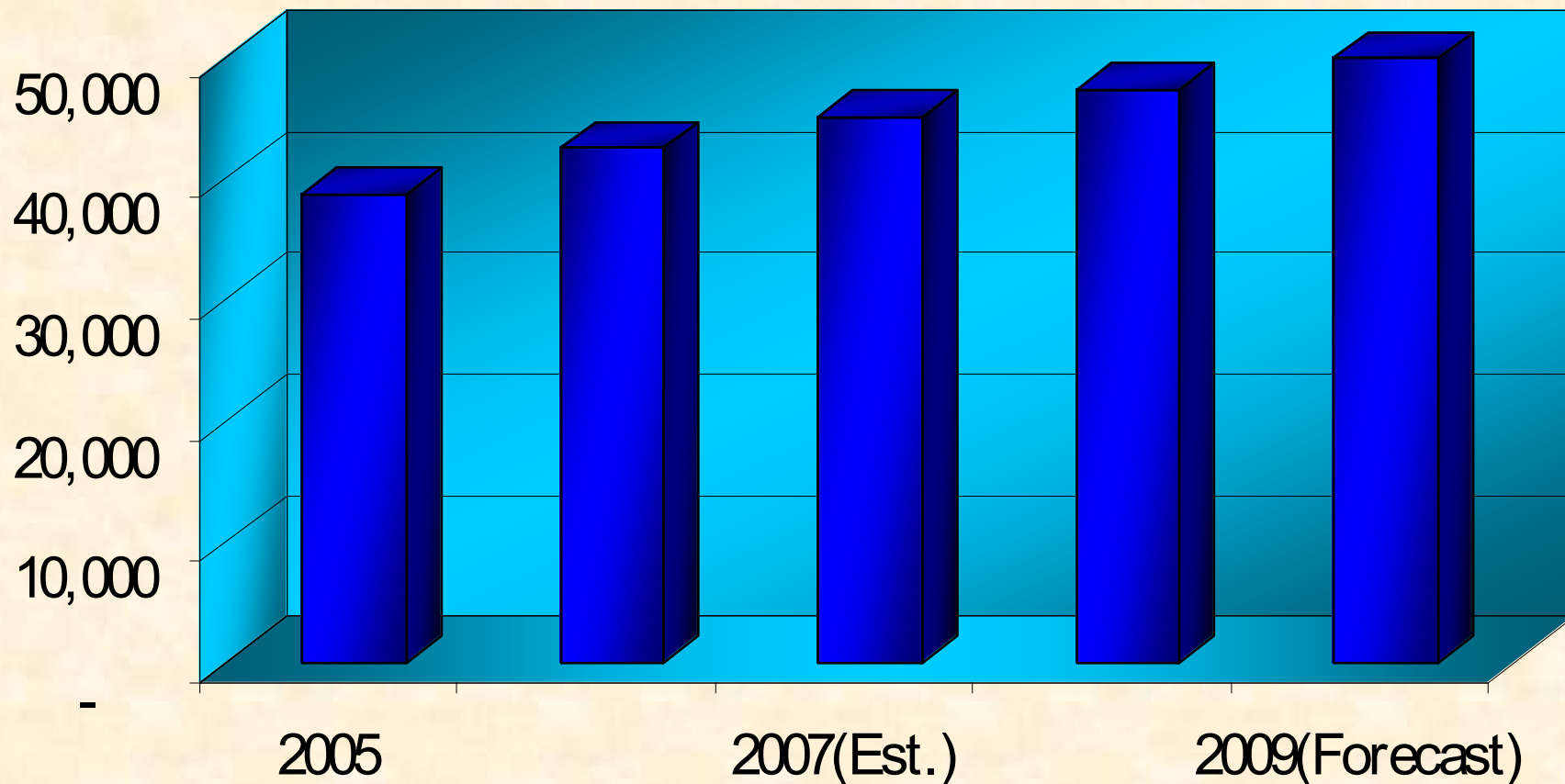




3. Industry Overview – Global Connector Outputs

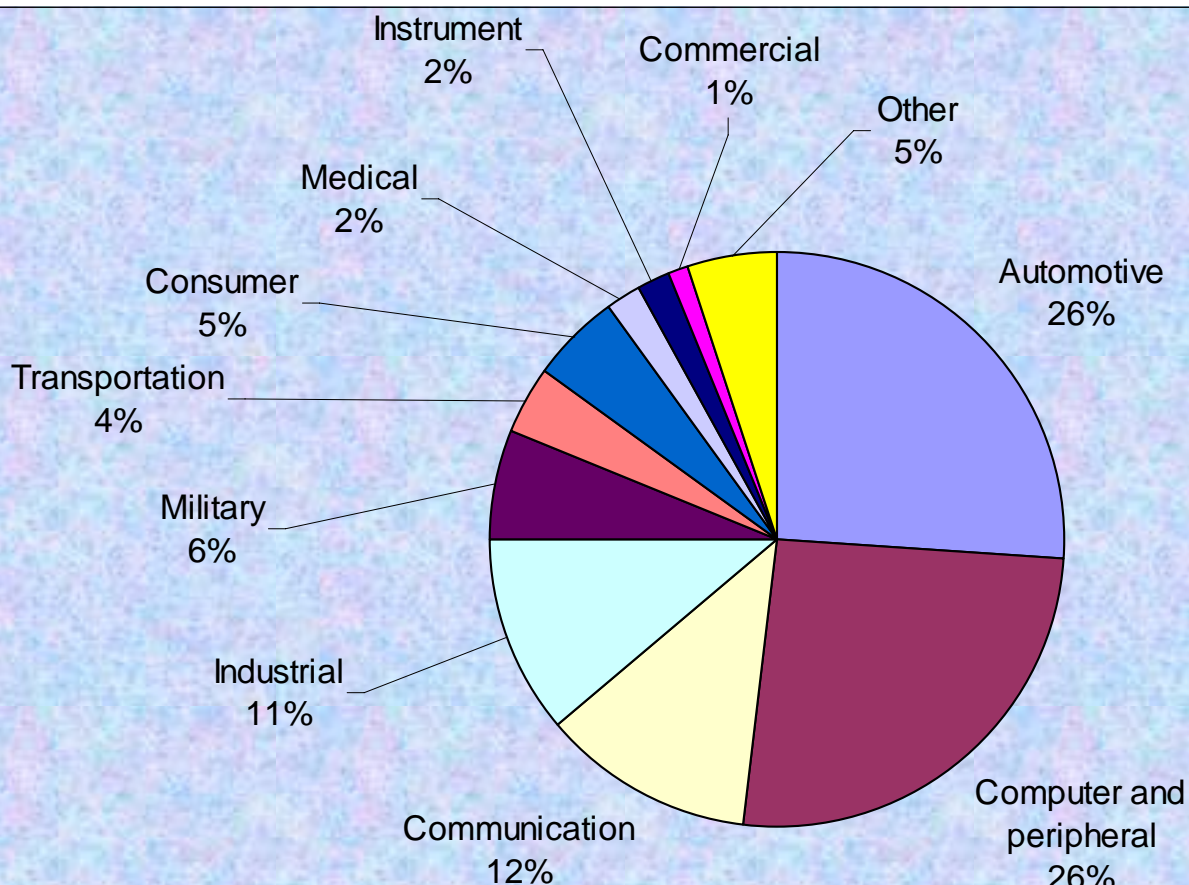
Source : Taiwan Industrial Technology Research
Institute IEK (2007/04)

(in USD millions)





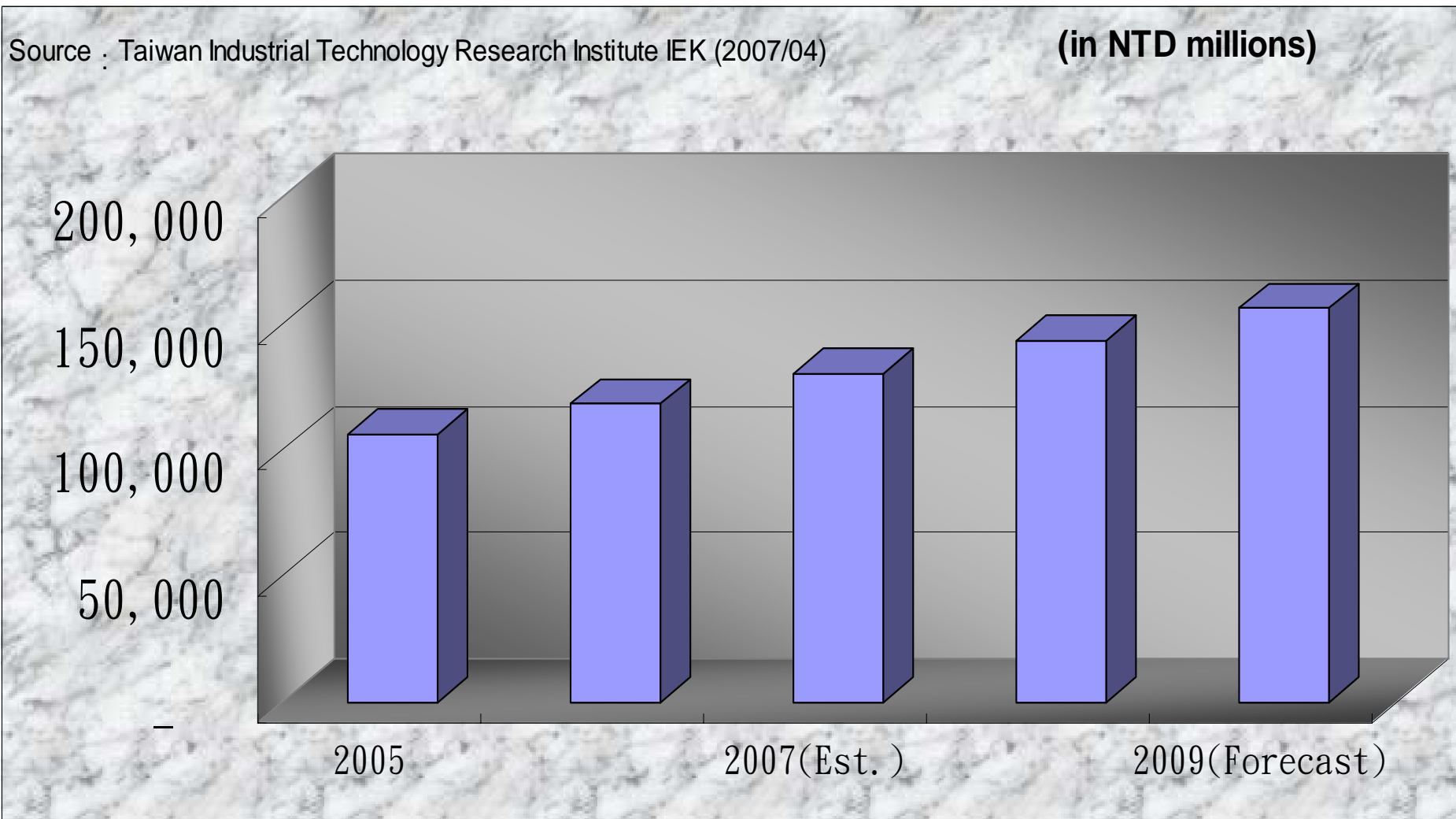
3. Industry Overview – Global Connector Market



Source : Taiwan Industrial Technology Research Institute IEK(2007/04)



3. Industry Overview – Connector Outputs In Taiwan



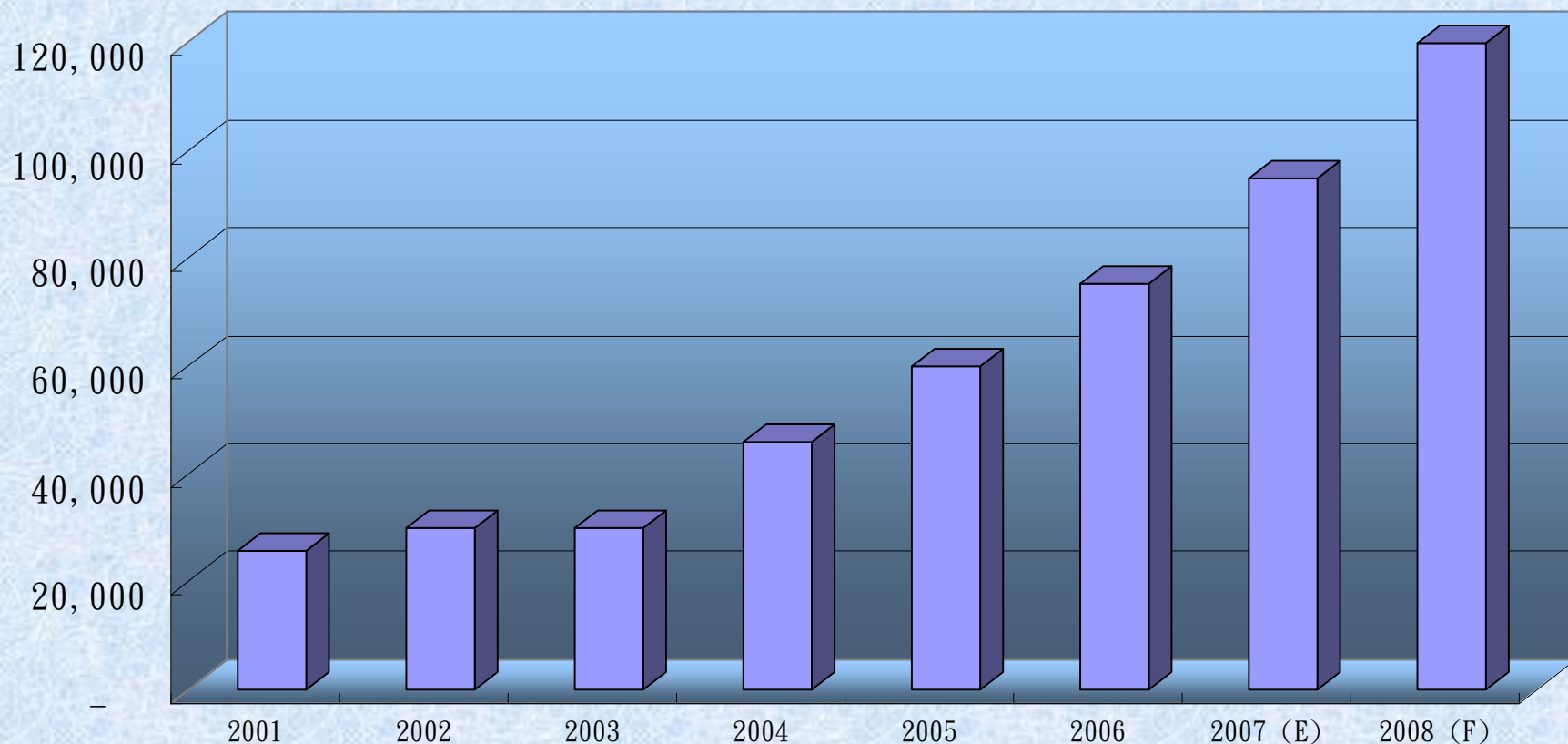


3. Industry Overview – Notebook PC Outputs

Source : IDC,IBTS figures (2007/10)

(Qty: in thousands units)

Global NB Output

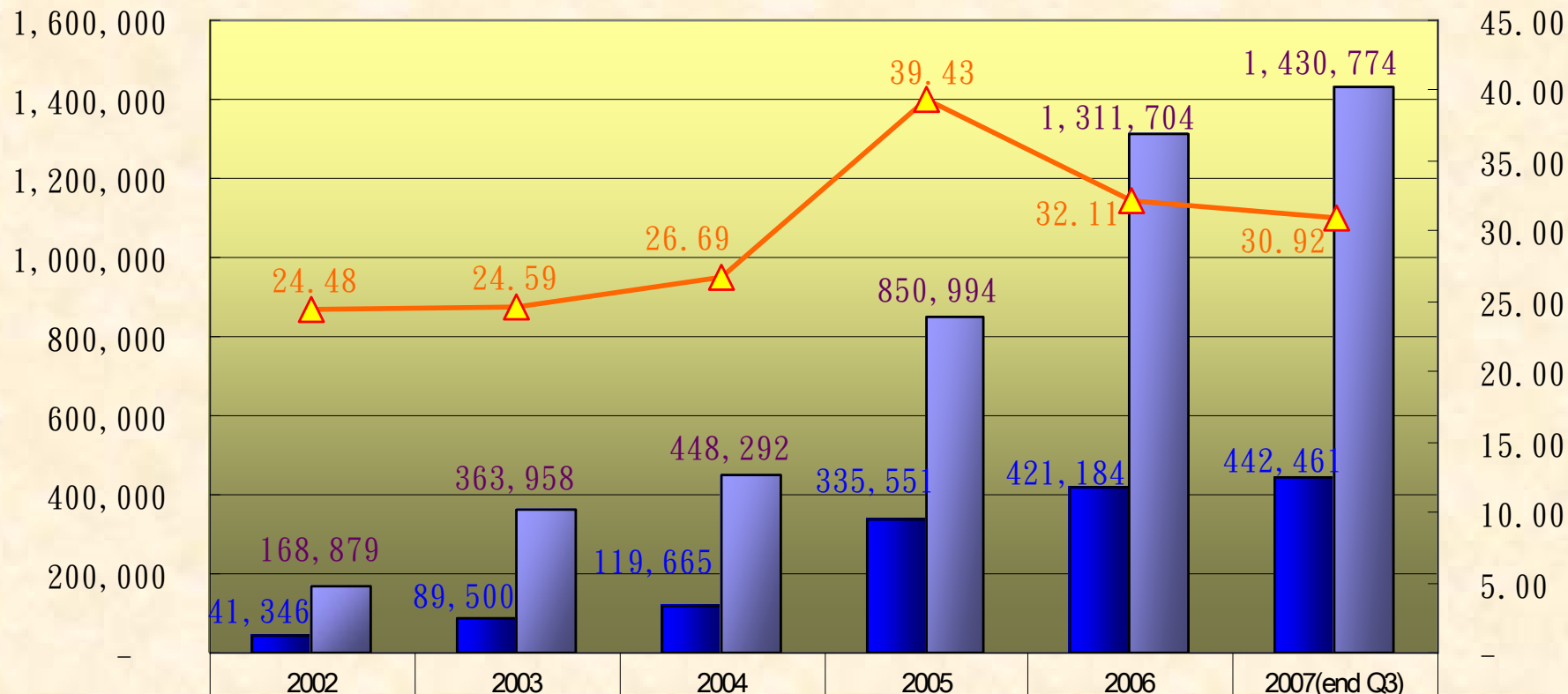




4. Operating Performance

- Consolidated Revenue & Gross Profit

(in NTD thousands)



	2002	2003	2004	2005	2006	2007(end Q3)
Gross Profit	41,346	89,500	119,665	335,551	421,184	442,461
Revenue	168,879	363,958	448,292	850,994	1,311,704	1,430,774
Gross Margin%	24.48	24.59	26.69	39.43	32.11	30.92



4. Operating Performance – Net Income

(in NTD thousands)

(in NTD dollars)



Net Income

2,531

6,560

22,146

105,127

116,597

172,229

Earnings Per Share

0.73

1.13

2.87

5.30

4.16

5.13

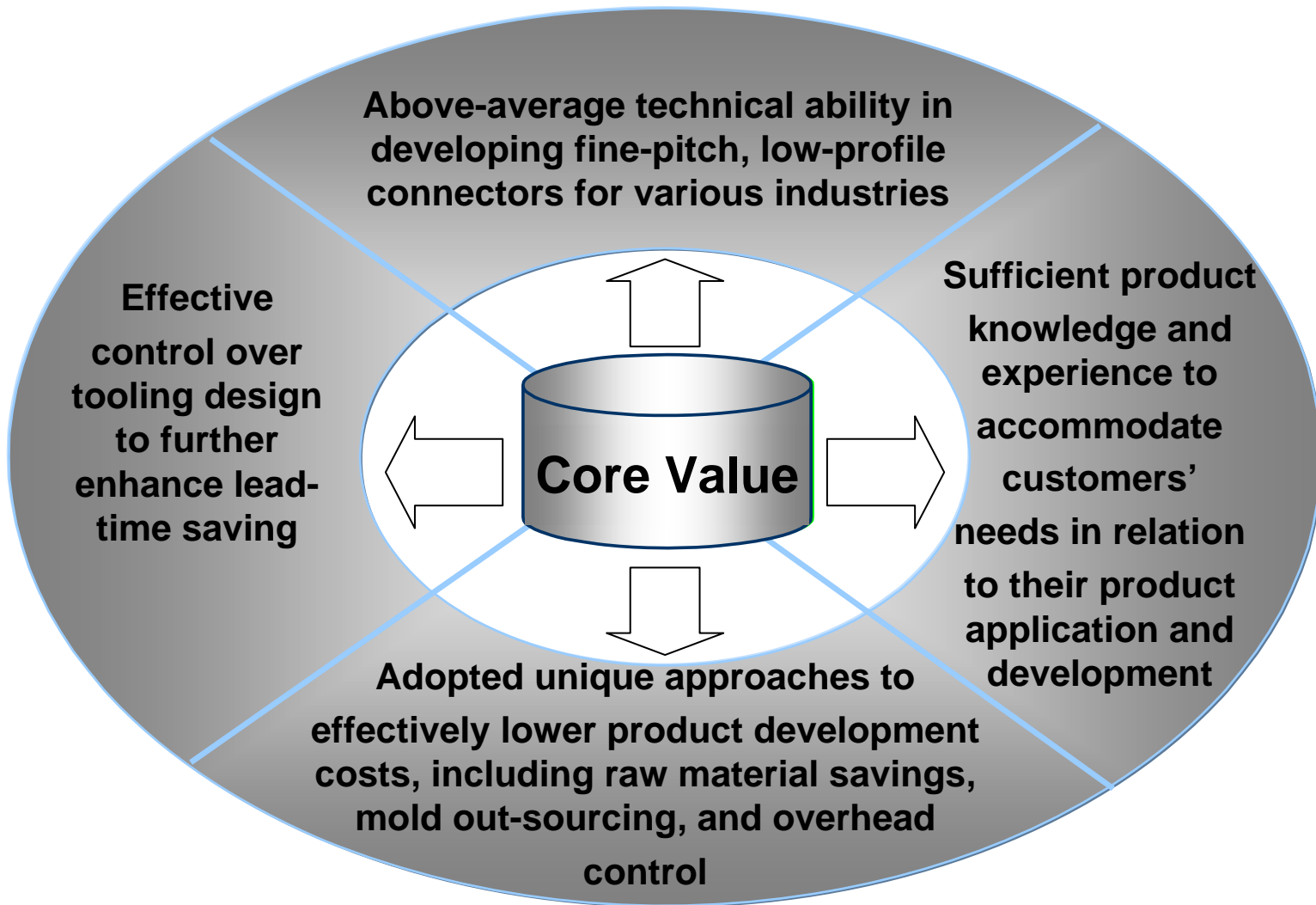


4. Operating Performance - YoY Comparison

(in NTD thousands)	2006 (end Q3)	2007 (end Q3)	YoY Rate
Operating Revenue	712,594	1,114,202	56%
Gross Profit	179,218	334,232	86%
Operating Income	80,806	168,410	108%
Non-operating Income	75,434	61,263	(19%)
Income before taxes	156,240	229,673	47%
Net Income	117,250	172,229	47%
Earnings Per Share (in NTD dollars)	4.19	5.13	22%

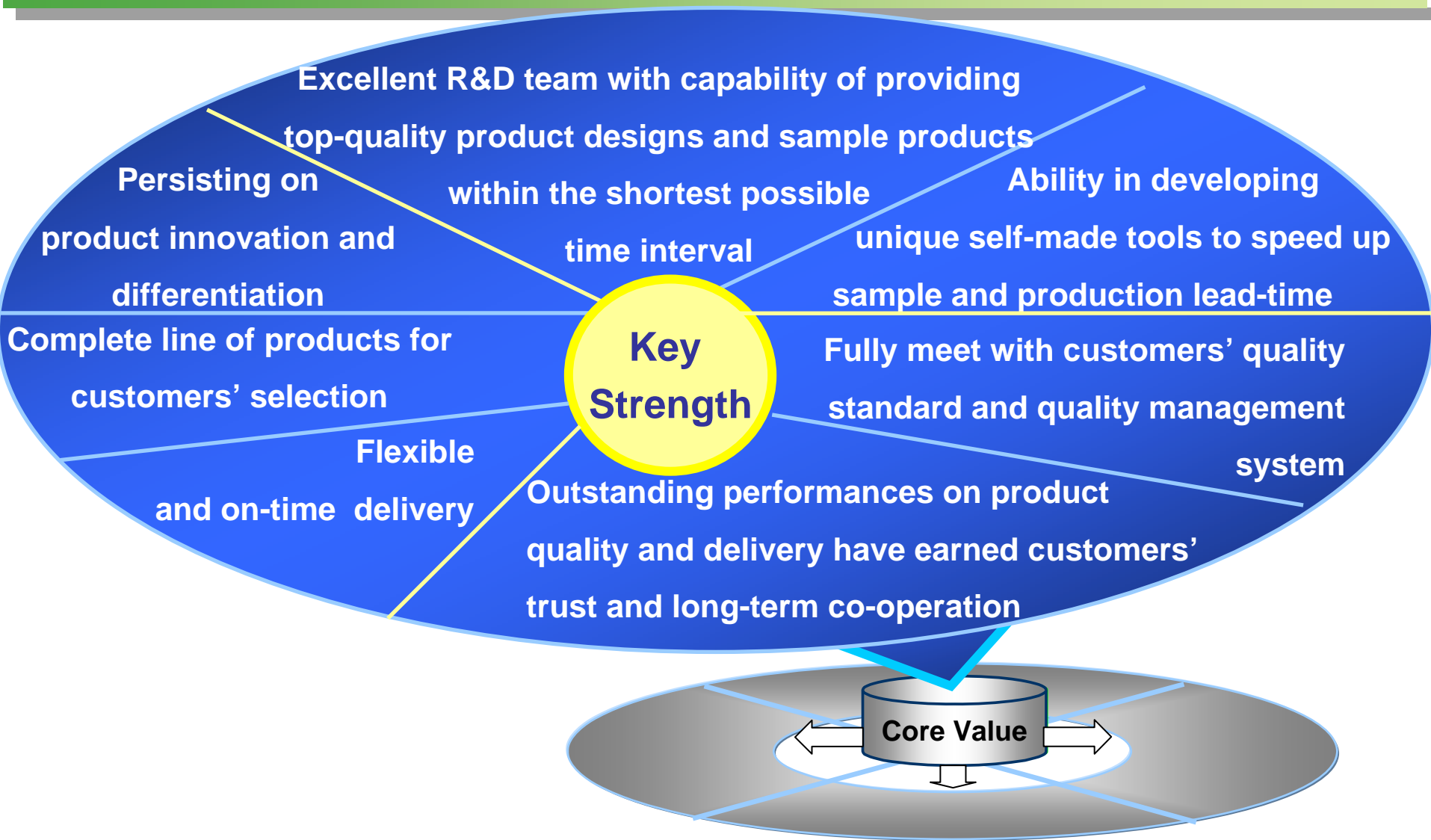


5. Competitive Advantage – Core Value





5. Competitive Advantage – Key Strength





6. Future Perspective



- Expectation of positive growth in notebook outputs
- Steady global market demand in connectors
- Special-purposed new connector market in consumer products





6. Future Perspective - Vision

First choice

for customers with special demand on electrical connectors





End of Presentation

Thank you!

