



TPEX Code : 3526

Alltop Technology Co., Ltd.

Investor Presentation

2018/9/12





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.
- The description of the company's Financial, Business or Q&A in the Briefing may differ from actual future results. Reasons for differences are, including but not limited to, changes in market demand, horizontal competition, government regulations, currency exchange rate fluctuations and other risk factors that the company cannot control.
- ALLTOP is not responsible for updating or correcting the contents of this Briefing due to any new events or conditions.





Agenda

Welcome

1. Company overview
2. Market overview (Products & Customers)
3. Operational performance
4. Q&A





1. Company overview

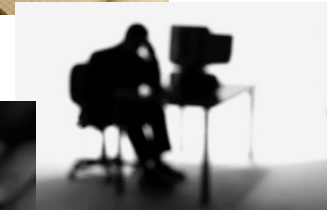
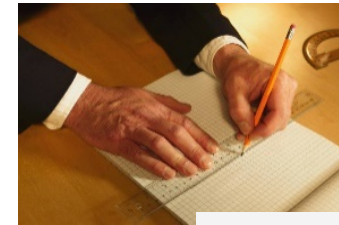




Basic Information

- Date of Establishment : 1998/11/06
- Date of Listing : 2007/11/02
- Capital : NTD 650 million
- Chairman : Yu, Wayne
- General Manager : Chang, Henry
- Spokesman : Chen, Sean

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■ Product :

- High Power / High Speed Connectors and Cables for Server
- Automotive Connectors
- Notebook/PC Connectors





Group Footholds

■ Taiwan – Headquarters



Established : Yr 1998
IPO in TW : Yr 2007



■ Alltop (SuZhou) Electronics



- Alltop (SuZhou) Electronics 2 (Still under Construction)
- Manufacture for automotive Conn. and high speed cable



- LIQUAN TECHNOLOGY (SuZhou) (Stamping)
- SANKAGE ELECTRONICS (SuZhou) (Molding & Injection)





Layout of Alltop (SuZhou) Electronics 2



Alltop (SuZhou) Electronics II





Construction Progress-1





Construction Progress-2





3. Market overview (Products and Customers)





Automotive Customers (Trading or Spec in)



比亚迪汽车



Volkswagen



PEUGEOT



长江·EV



长城汽车
Great Wall Motors



上汽集团
SAIC MOTOR



吉利汽车
GEELY AUTO



长安汽车



YUTONG
宇通客车



HONDA



CHERY



北汽集团
BAIC Group



江淮汽车



NIO





Automotive Connector





Server Customer (Direct or Indirect Account)

lenovo

DELL™

hp

intel™

Google

amazon

facebook

EMC²

EMERSON

DELTA

GE Energy

廣達電腦
Quanta Computer

英業達集團
Inventec

FOXCONN®
鴻海科技集團

Baidu 百度

阿里巴巴
Alibaba.com

腾讯

wistron





Server – High Speed Connector

SlimLine SAS Conn.
GEN 4 (22.5G b/s)



Oculink Conn.
GEN 4 (16G b/s)



PCI Express Conn.
GEN 4 (16G b/s)



PCI Express Conn.
GEN 5 (32G b/s)



SFF8639 Conn.
GEN 4 (22.5G b/s)



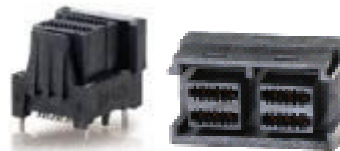
SAS Conn.
GEN 4 (22.5G b/s)



Mini SAS Conn.
GEN 3 (12G b/s)



Mini SAS HD Conn.
GEN 3 (12G b/s)



Mini SAS HD Conn. (Cage Style)
GEN 3 (12G b/s)





ALLTOP High Speed Cable

ALLTOP **F** High Speed Cable

Main advantage:

1. **F**olding (180 degree)
2. **F**lexible
3. scratch proof**F**





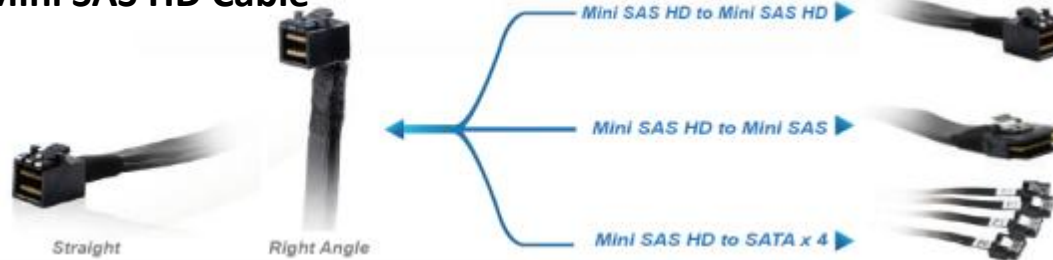
ALLTOP High Speed Cable





ALLTOP High Speed Cable

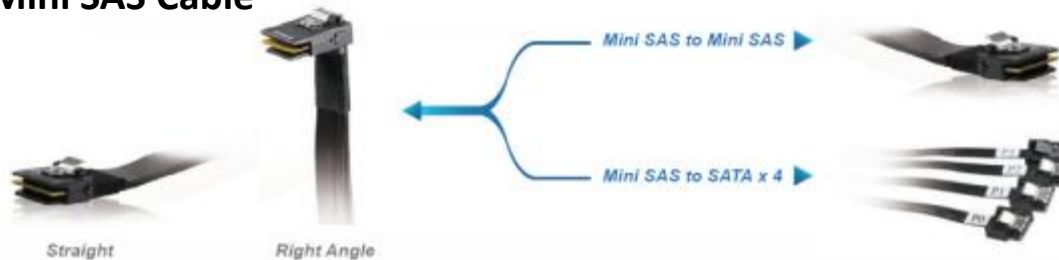
Mini SAS HD Cable



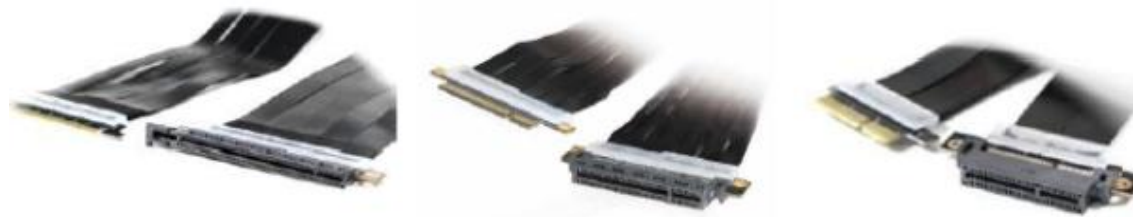
SlimLine SAS Cable



Mini SAS Cable



PCI Express Cable



Oculink Cable





ALLTOP High Power Cable

Power Cable 40A



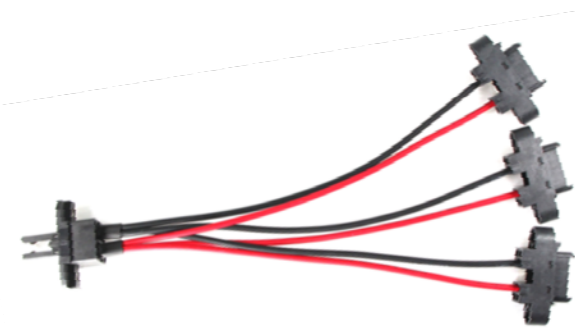
Power Cable 45A



Power Cable 84A



Power Cable 90A





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.

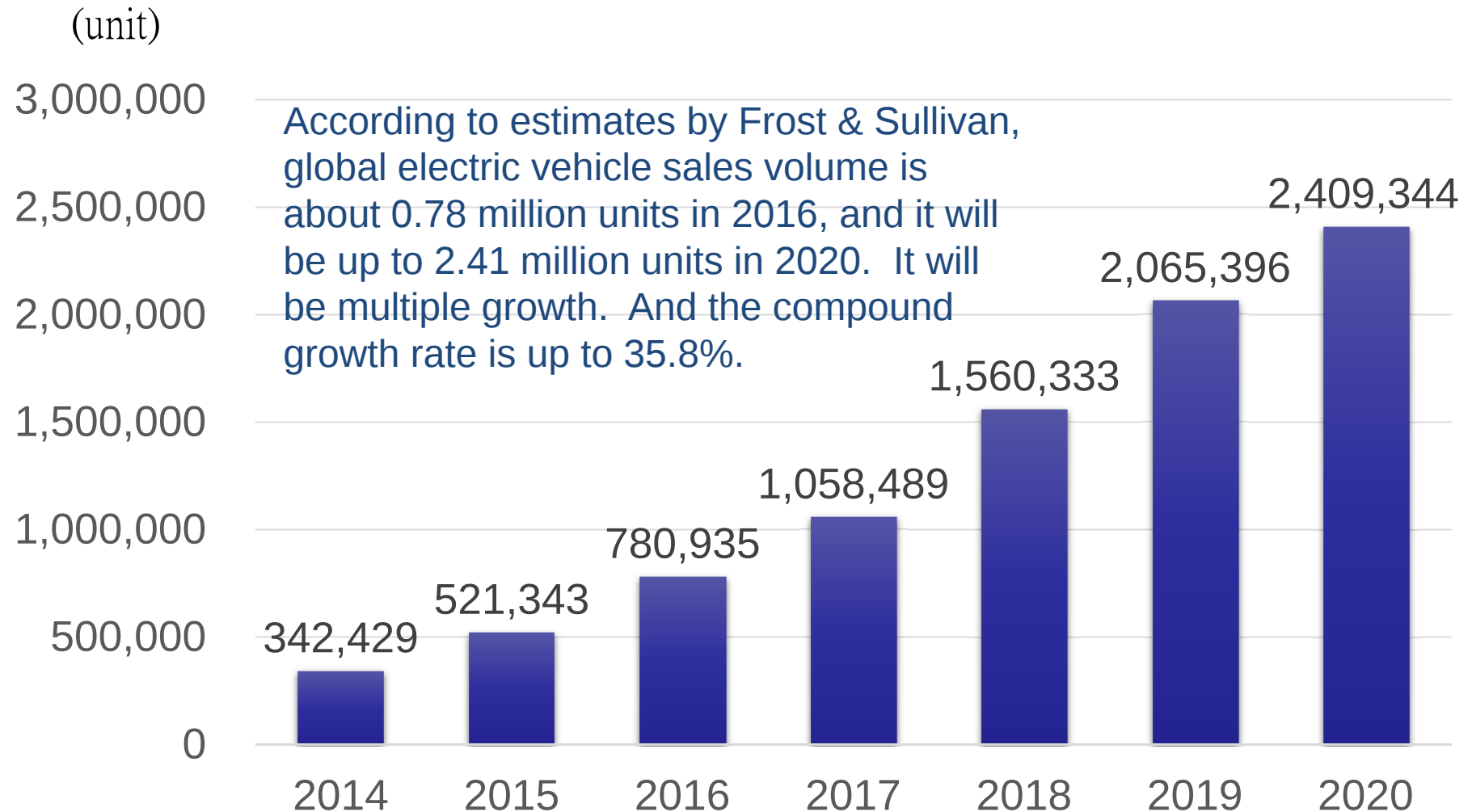


USB2.0 Micro B Conn.





Global Market- E-Vehicle



Material origin : Frost & Sullivan

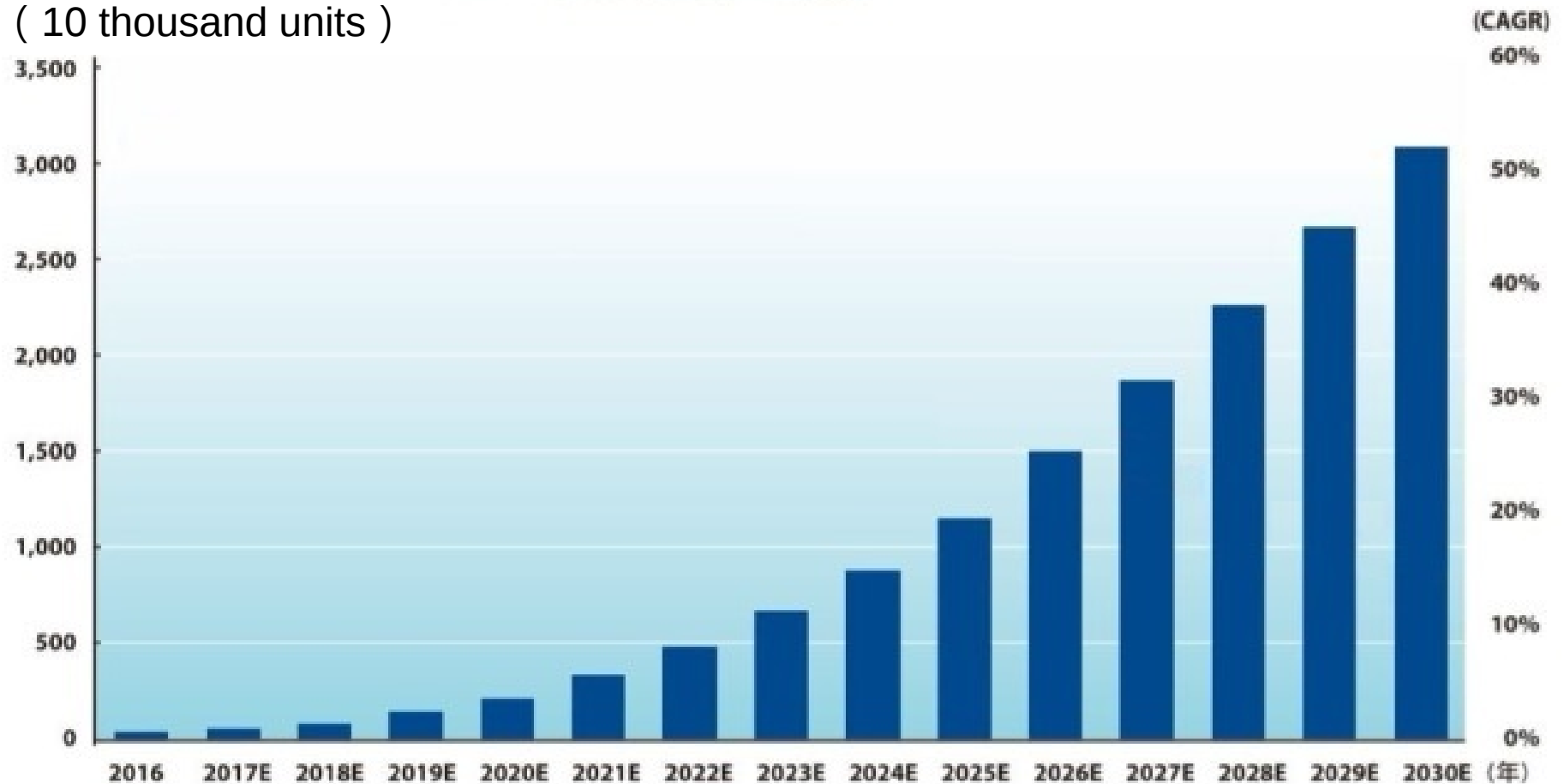




China Market- New Energy Vehicle

2017~2030 new energy vehicles, CAGR33%, up to 30 million units.

(10 thousand units)



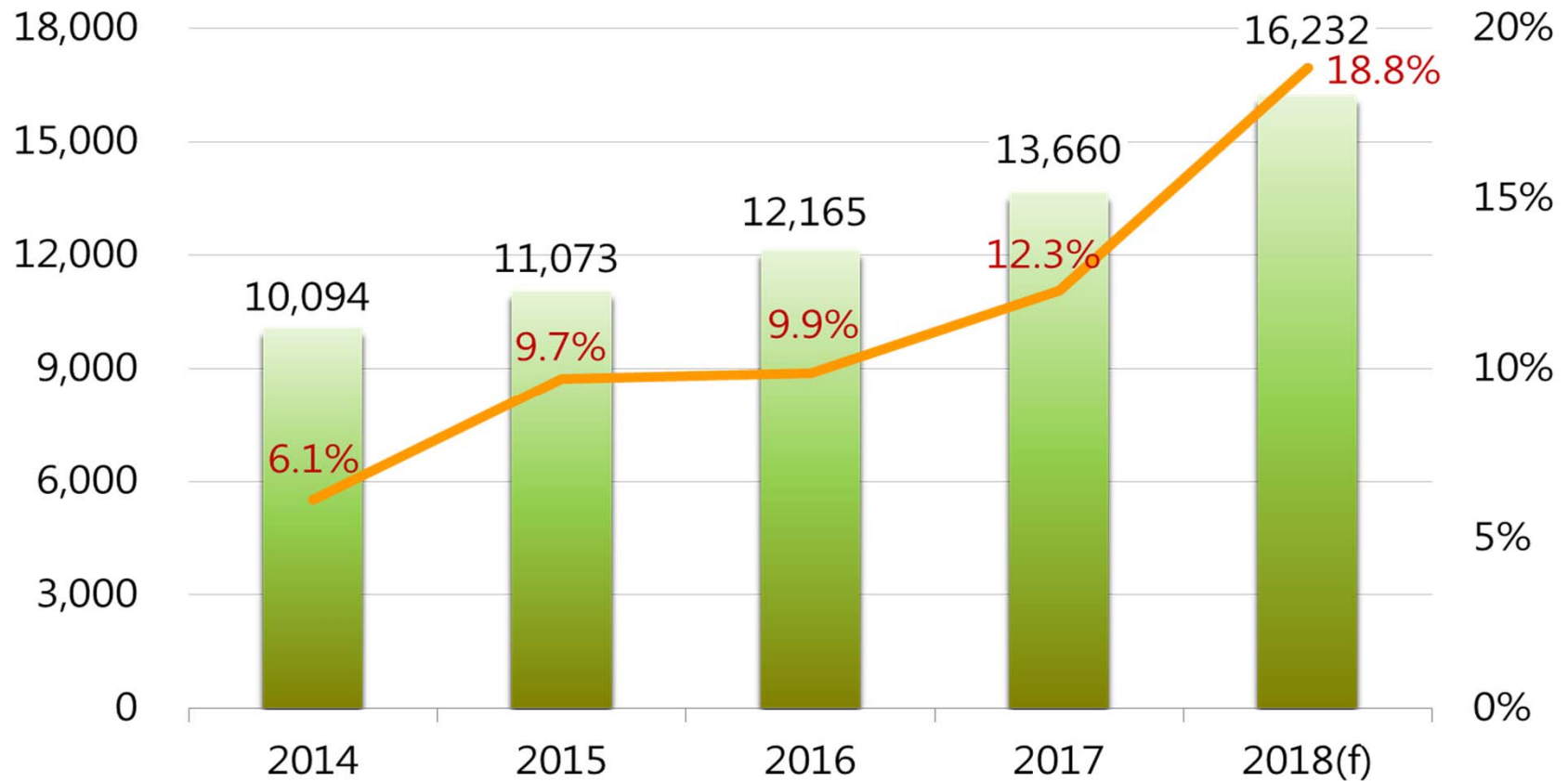
Material origin: CAAM





Global Market- Server

(thousand units)

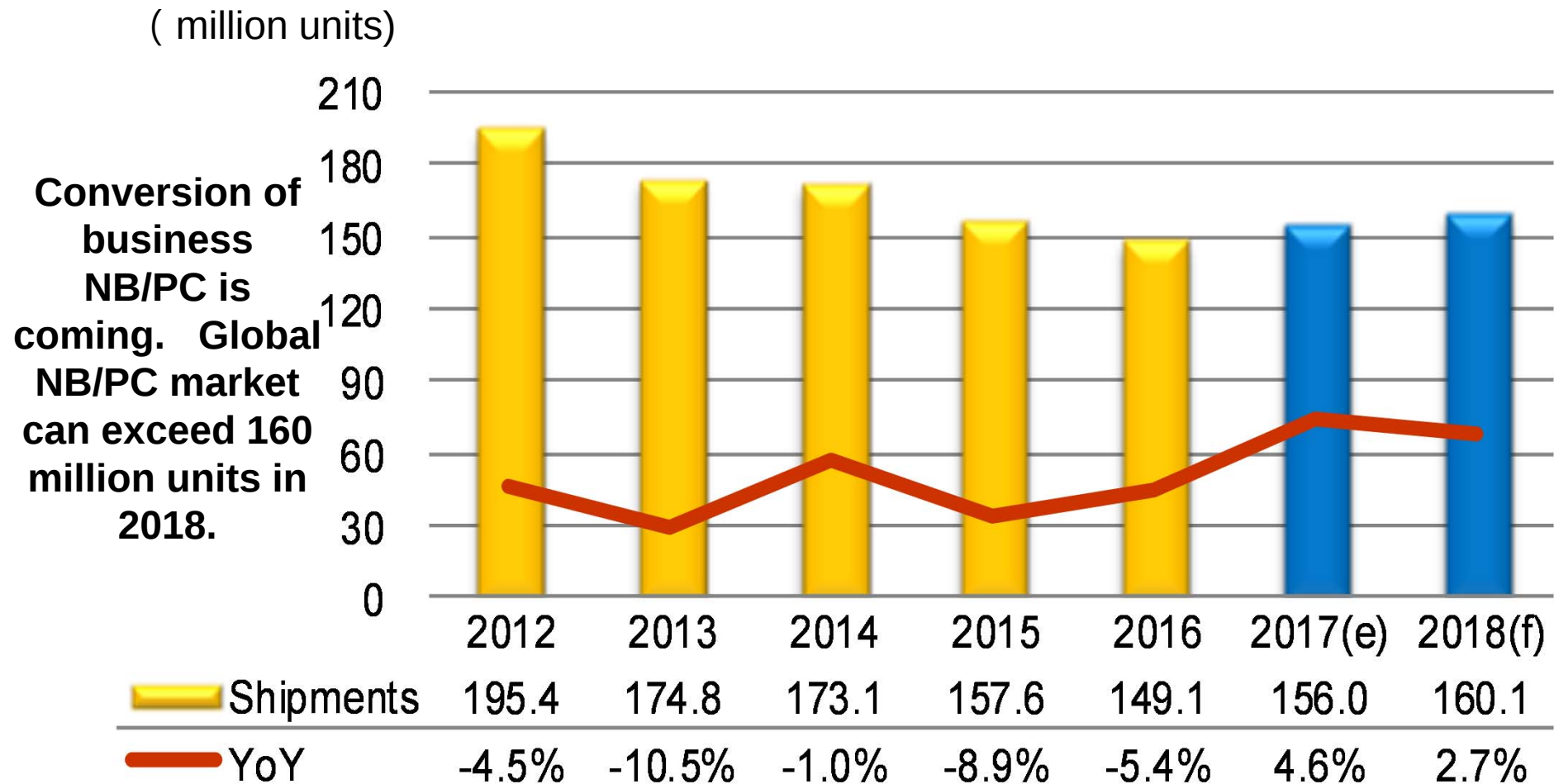


Material origin: DIGITIMES Research , 2018/7





Global Market- NB/PC



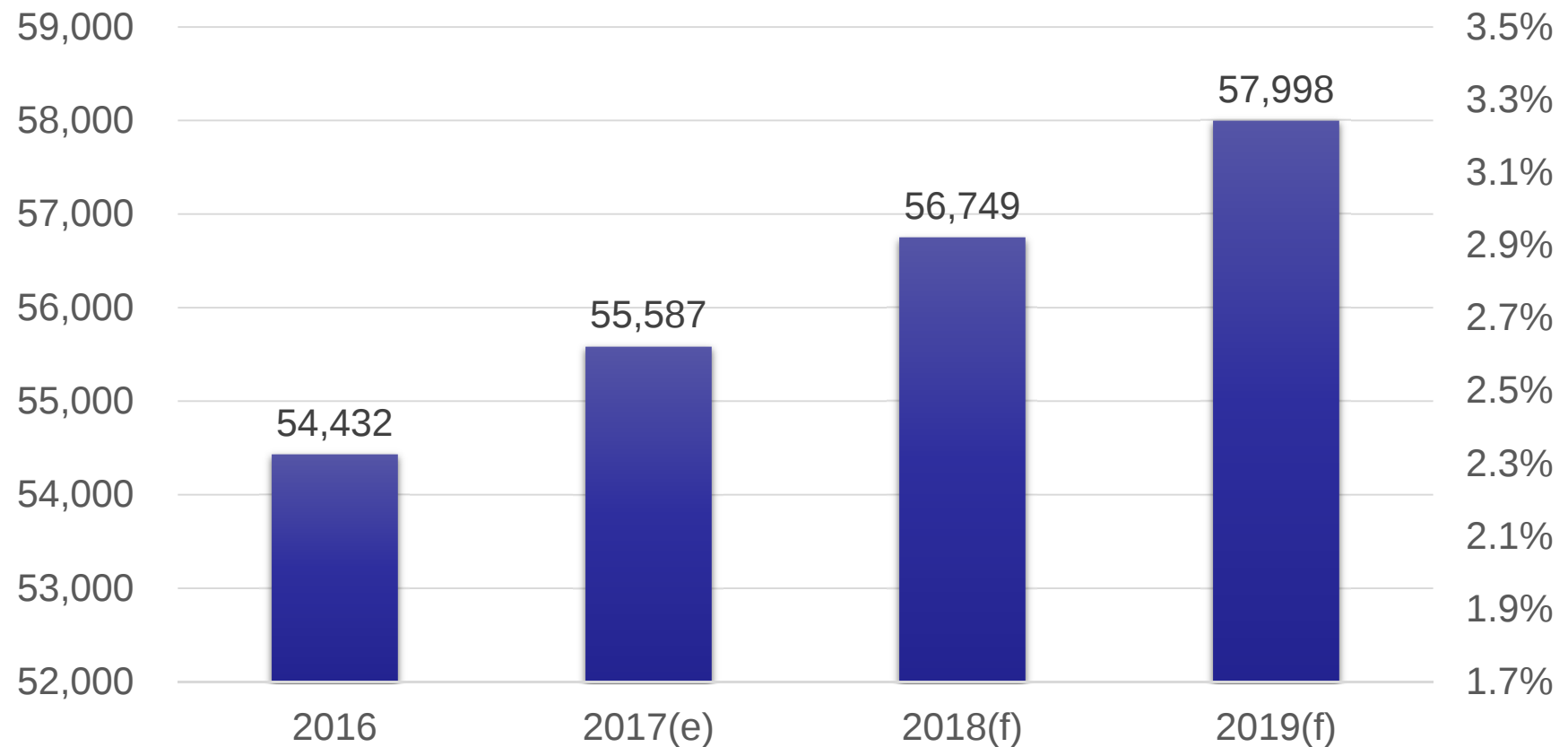
Material origin: DIGITIMES Research





Global Market- Integrated Connector

(USD million)



Material origin : IEK(2017/08)



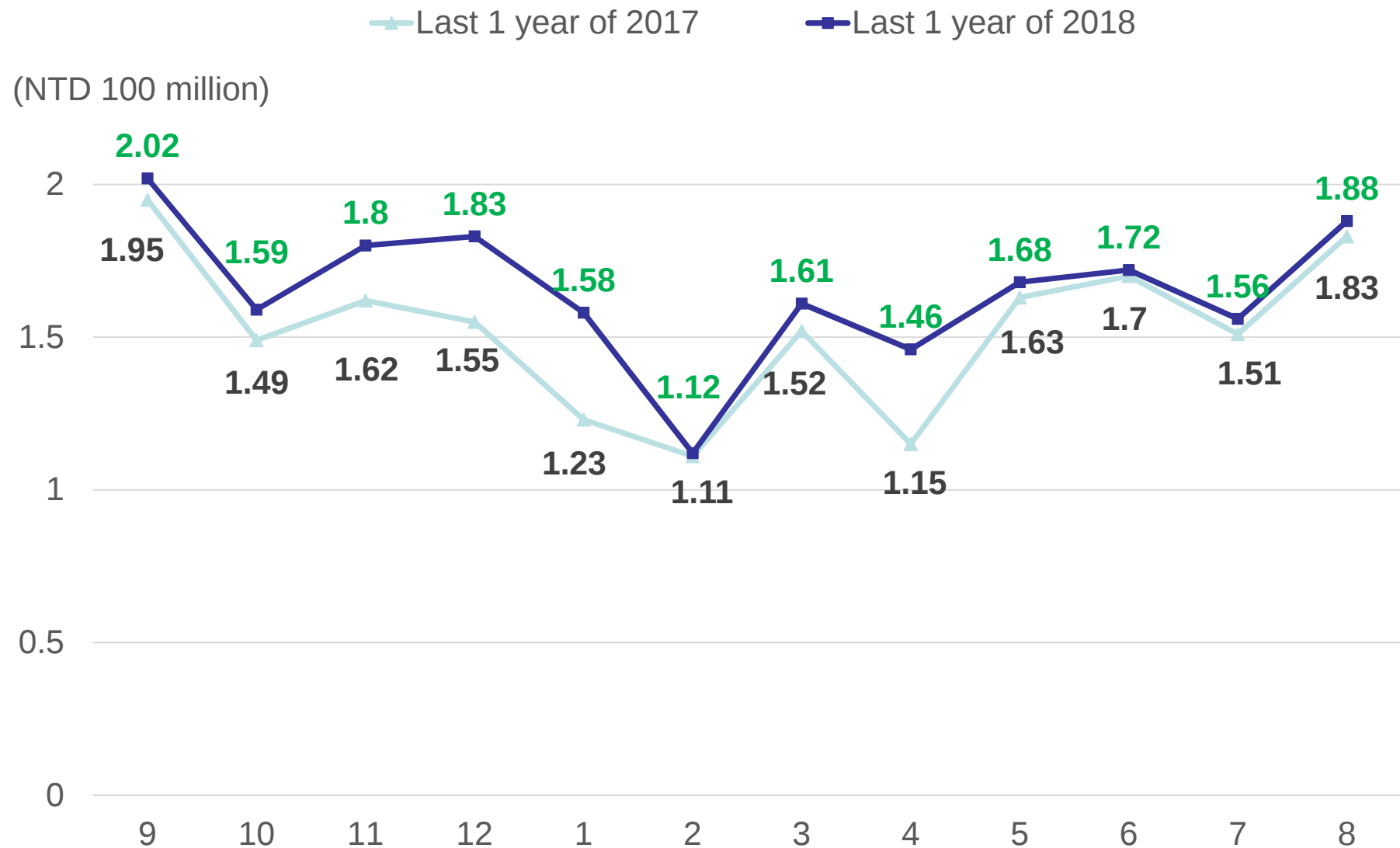


3.Operational performance



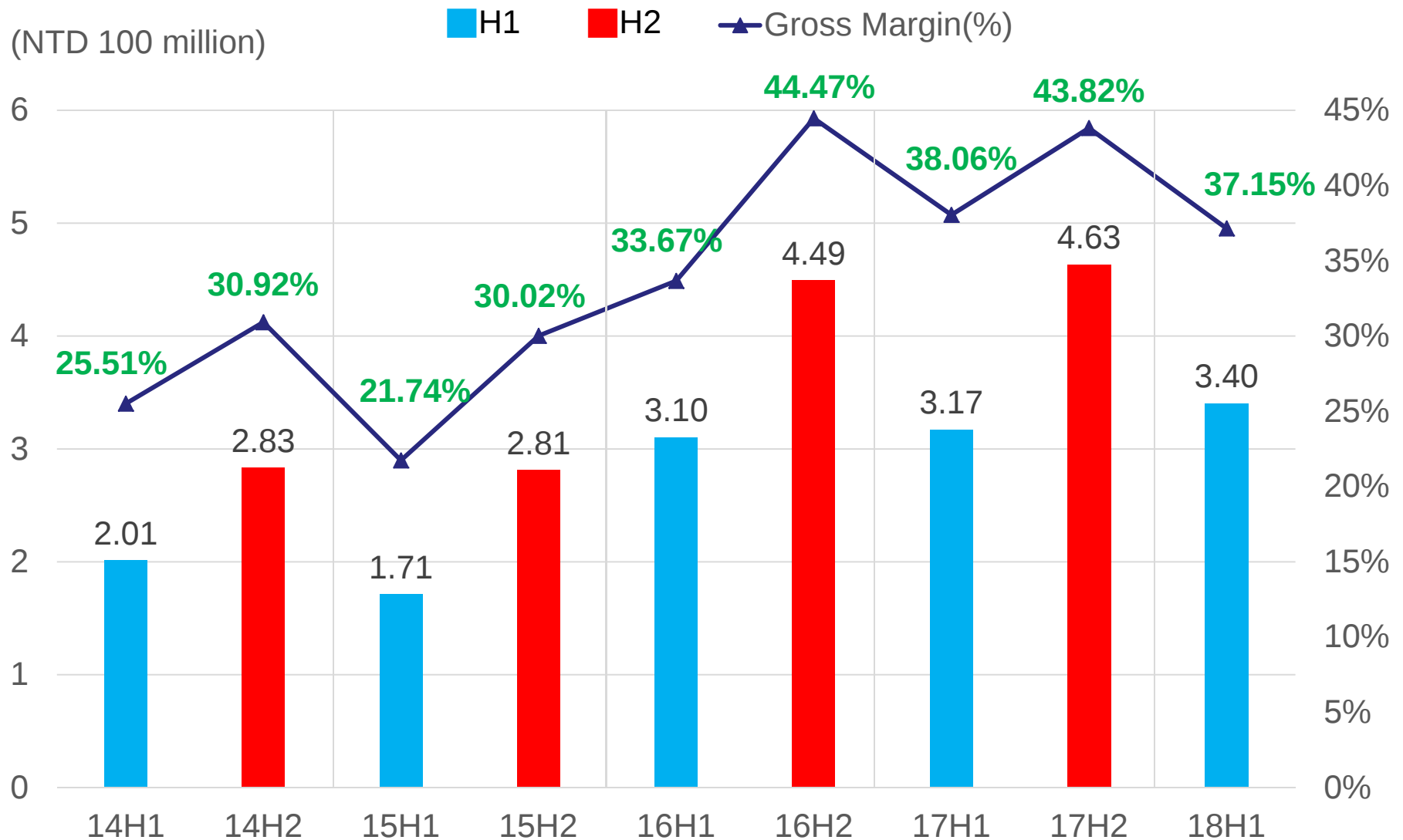


Monthly Revenue



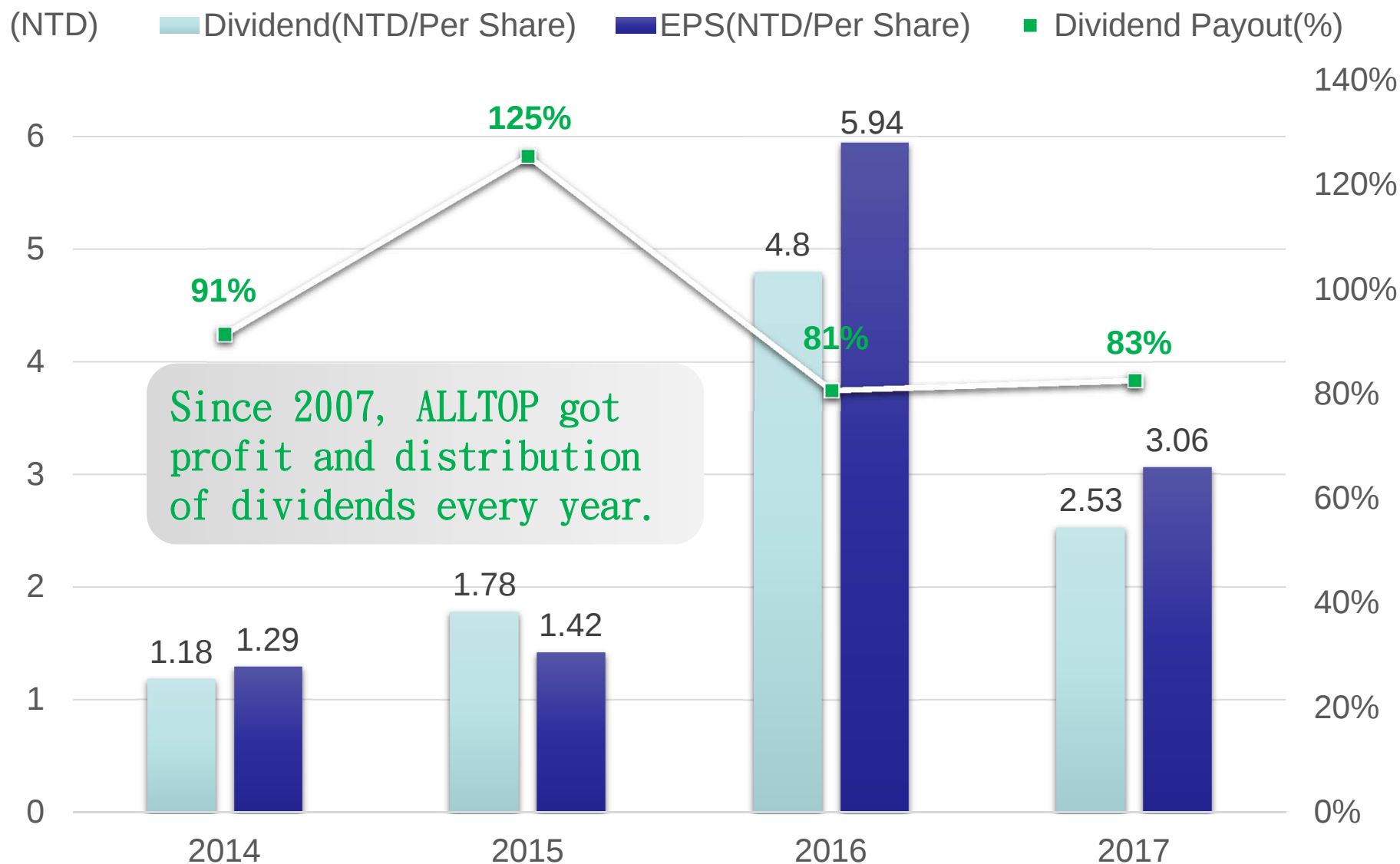


Gross Profit (Half of Year)





Dividend





Future Prospects

Based on the following assessment :

- The global market of electric vehicles, servers and integrated connectors would be expecting to continue to grow up.
- ALLTOP products (high power connectors, high speed connectors and cables) business achievement also would be expecting to continue to grow up by promotion and new clients leading-in.

The business prospect for 2018 H2 as follows :

- Revenue outlook
- Gross margin outlook





4. Q&A

Q&A

Welcome

