



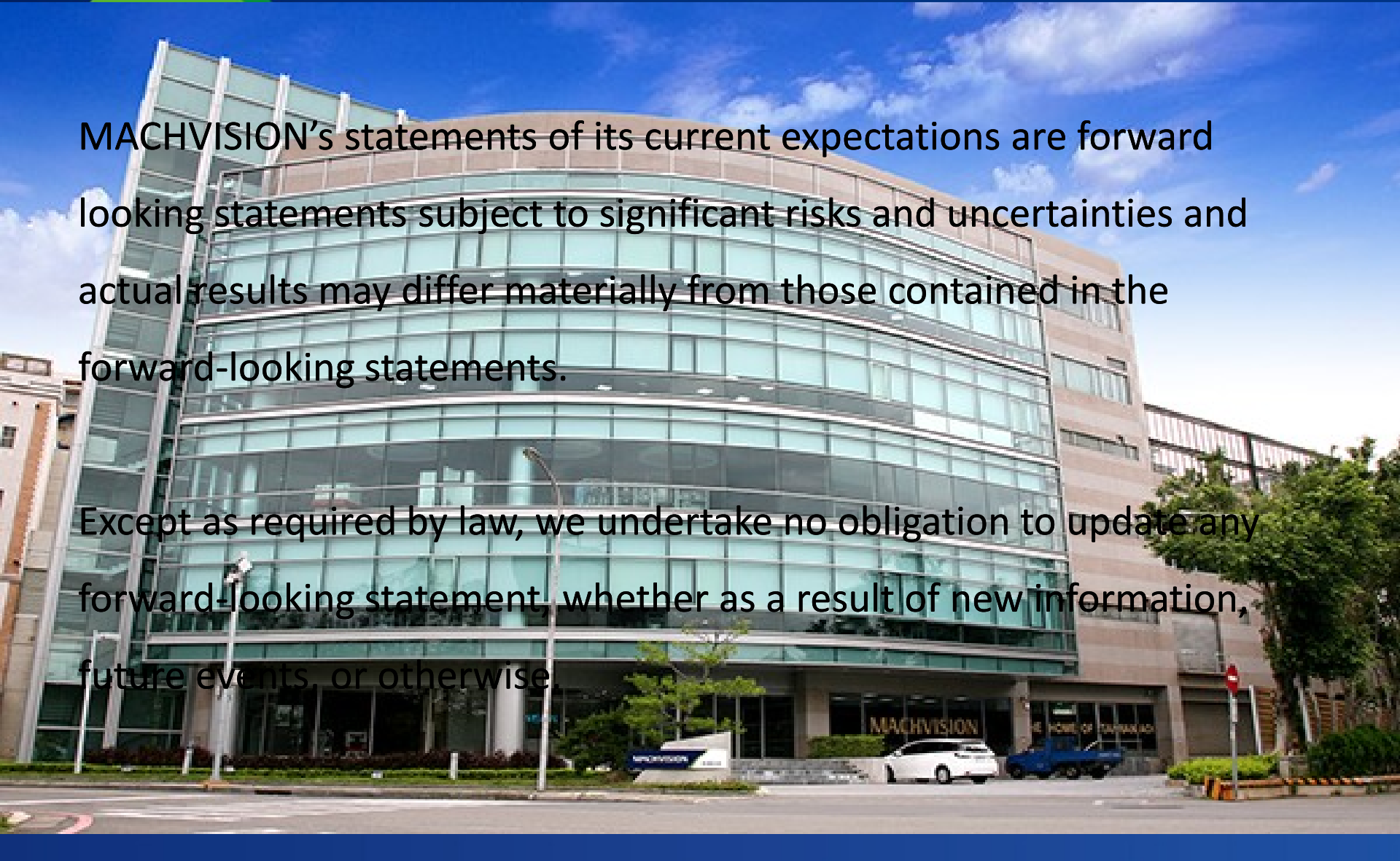
MACHVISION

MACHVISION, INC

(3563 TT)



Safe Harbor Notice

A photograph of a modern, multi-story office building with a curved glass facade. The building is situated on a street with some trees and a clear blue sky with light clouds. The text is overlaid on the upper portion of the image.

MACHVISION's statements of its current expectations are forward looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.

Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise

Company Overview

Founded in 1998.6.9

Main Products : Automated Optical Inspection (AOI)

2015 April: Awarded The 3rd **excellent Enterprises** as Backbones in Taiwan

2017/2016: Awarded The Corporate Governance Excellence in Taiwan (top 5% of TW-listed firms)

Founder: Dr Collin Wang - PhD in industrial engineering
at Penn. State University

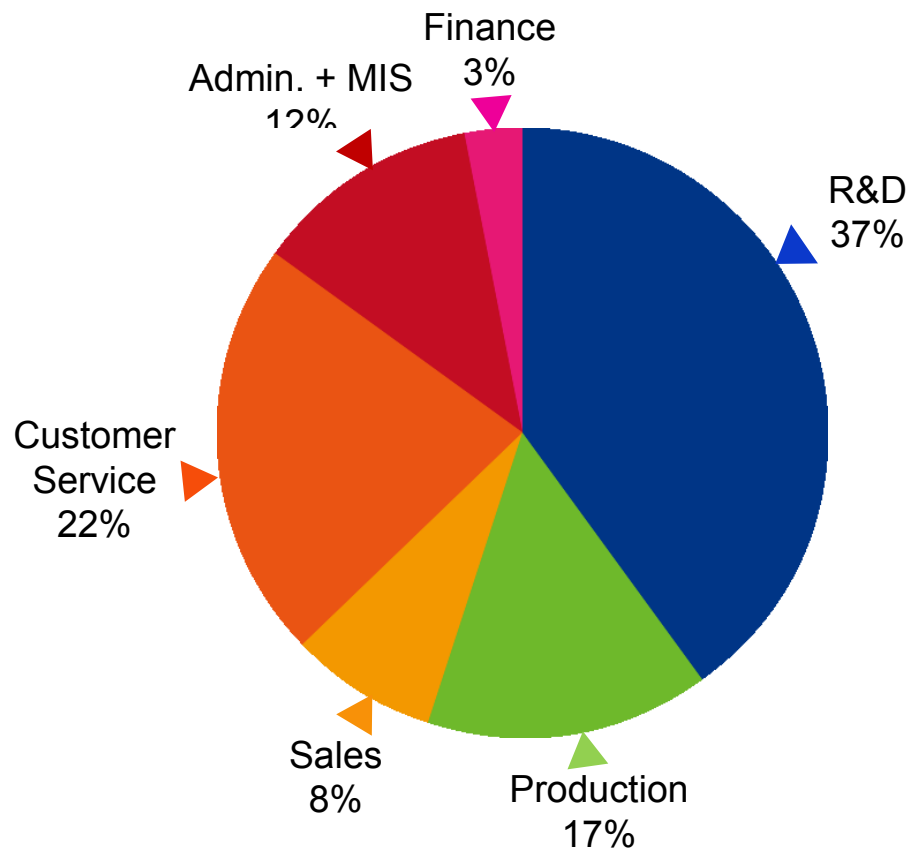
Research expertise – Image Processing / R&D Management



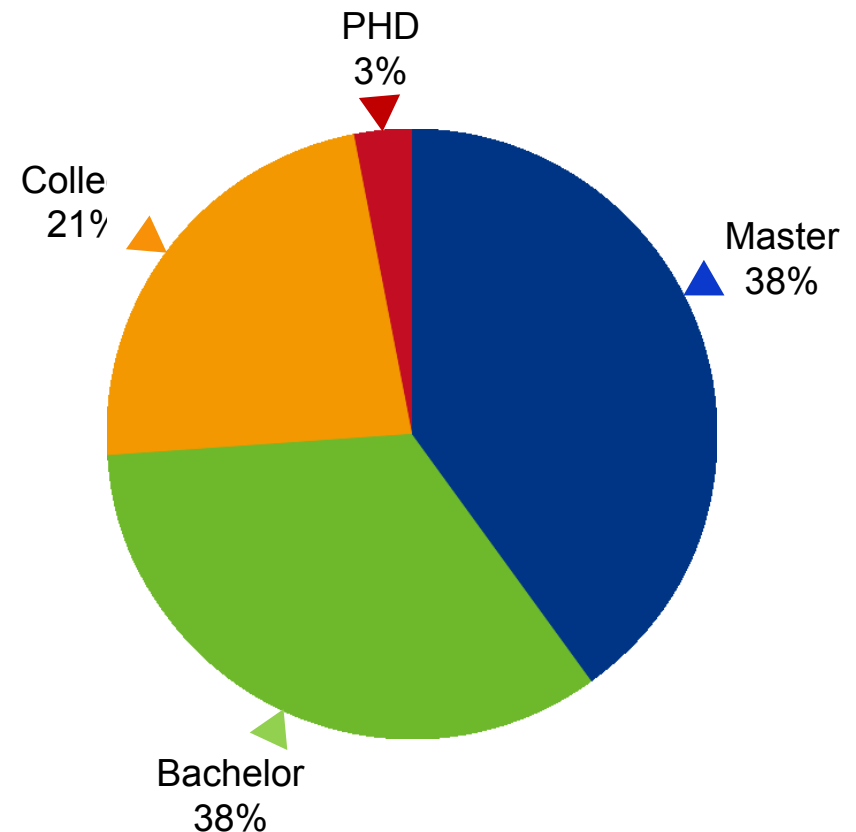
- ▶ **Company Overview**
- ▶ **Business Update**
- ▶ **Financial Performance**

Breakdown of employees

► By Job Category



► By Education



Automated Optical Inspection (AOI)



AOI Technology can be applied in many industries:

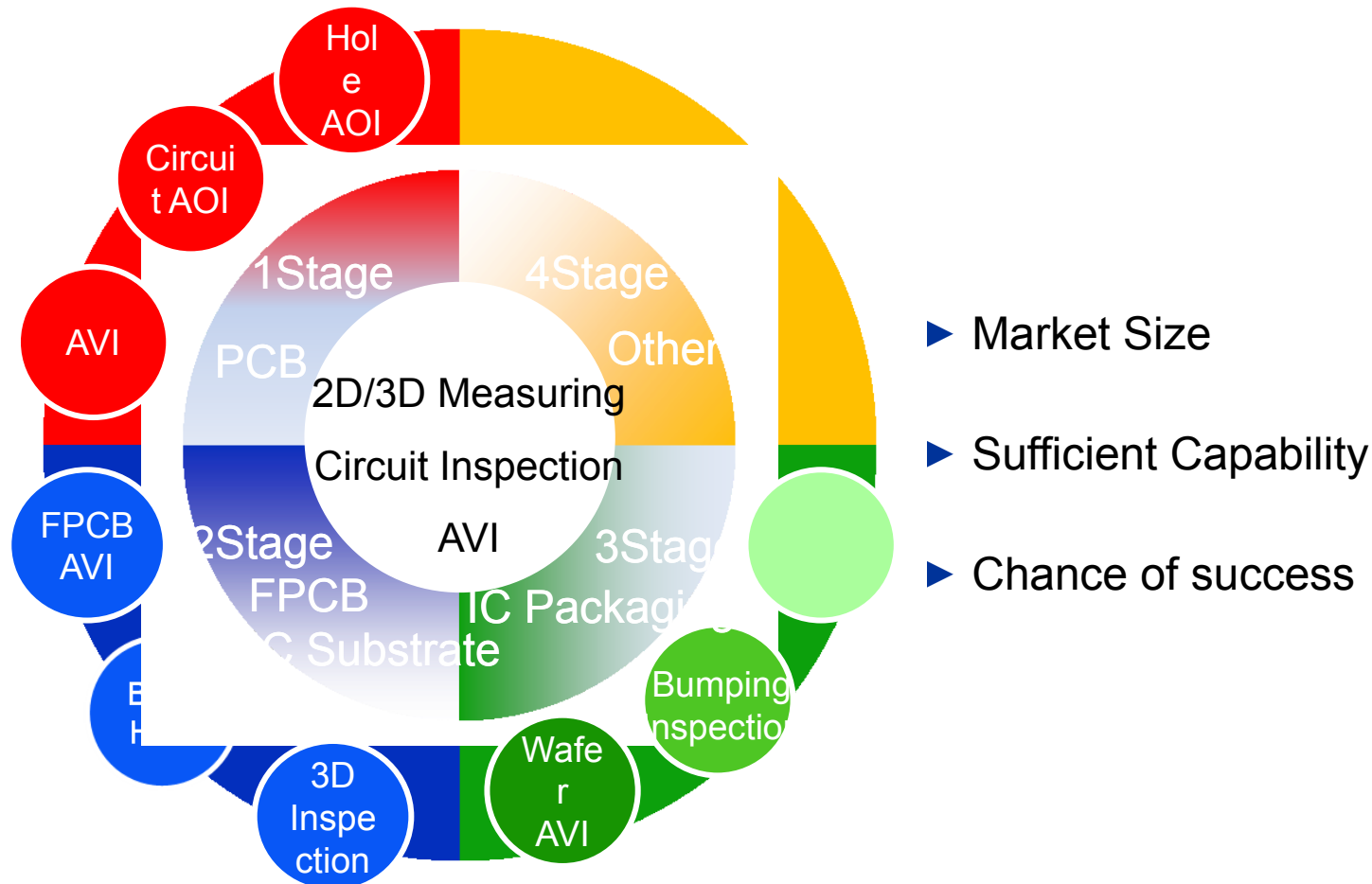
- ▶ IC 、 PCB 、 PCBA 、 FPD 、 Passive 、 LED 、 Solar 、 Textile 、 Auto 、 Medicine...etc.

Taiwanese listed AOI Companies	Machvision	TRI	Utech	Favite
Ticker	3563	3030	3455	3535
Key Industries	PCB	PCBA	FPD	FPD
2016 GM%	61.7%	54.7%	49.07%	22.76%
Main Competitors	Orbotech Shirai	Omron Kohyoung	Takano Kubotek	Takano Kubotek

AOI markets used to be pioneered by developed countries

International AOI Peers	Orbotech	Camtek	Screen	Takano
Country	Israel	Israel	Japan	Japan
Key industries	PCB、FPD	PCB、FPD	PCB	FPD
International AOI Peers	Rudolph	topcon	KLA-tencor	KohYoung
Country	US	Japan	US	Korea
Key Industries	IC	IC	IC	PCBA

New Market Assessment



Our Products

Drilling & Routing Measuring Series



Hole AOI



Hole Doctor



EZ3D

Circuit AOI Series



Circuit AOI



Artwork AOI



LineGauge

AVI Series



Auto Final Inspection



FPCB AVI



FC AVI



CSP AFI



CSP AFI 2

LaserVia、3D and Others



3D AOI



FC CSP Bump Inspection



Solid Measuring Viewer



LaserVia AOIM



Dimple AOI

Stable Dividend Policy

	DPS	Cash Payout Ratio	Cash yield on proposing date	Cash yield on ex.div date
2013	NT\$4.2	78%	6.10% (2014/3/11)	6.03% (2014/6/19)
2014	NT\$3.6	90%	7.04% (2015/2/26)	7.81% (2015/6/15)
2015	NT\$3.6	97%	8.16% (2016/2/19)	7.80% (2016/6/24)
2016	NT\$4.2	90%	7.17% (2017/1/26)	

2016 is a record year

Analyst meeting to
Announce New Product
Roadmap

Aug Rev.
+ 30% YoY

Sept. Rev.
+85% YoY

Oct. Rev.
+127% YoY

Nov. Rev.
+118% YoY

2016

August

September

October

November

December

Dec. Rev.
+53% YoY

AOI 4.0 launched

Jan. Rev.
+64% YoY

Analyst meeting to
update New Product
Roadmap

Feb. Rev.
+100% YoY

Mar. Rev.
+30% YoY

2017

January

February

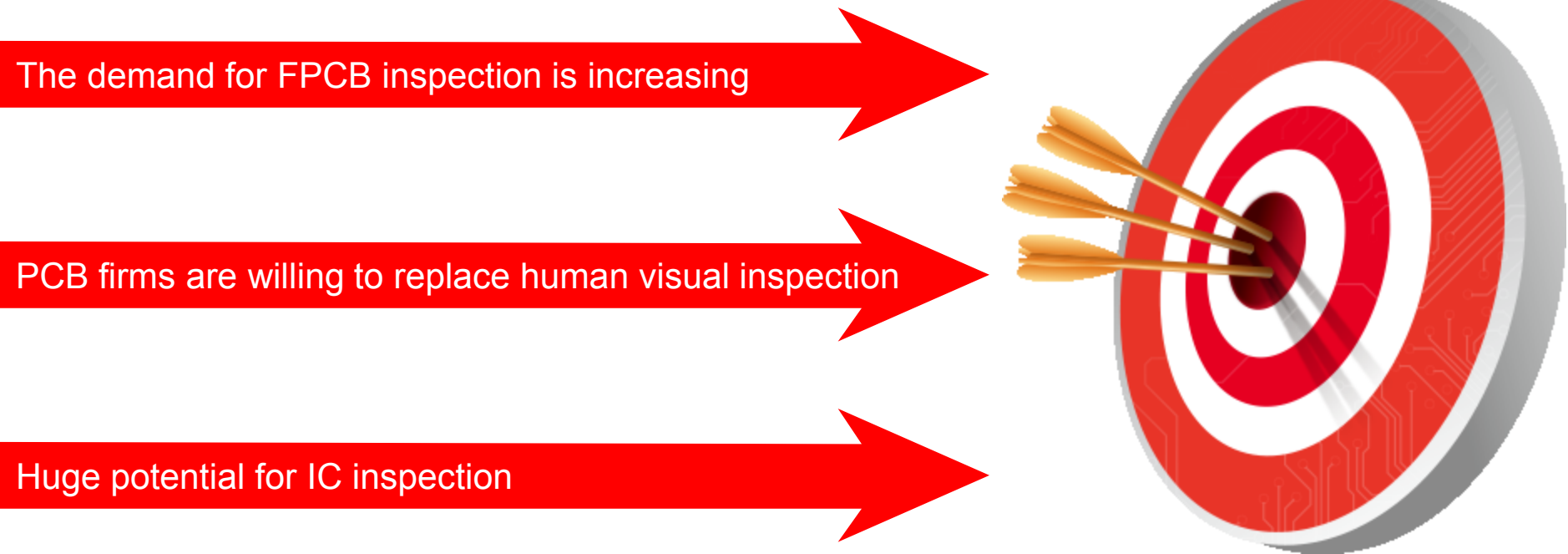
March

April

- 2016 Revenue
- 2016 Operating Profit
- 2016 Gross Margin

Historical High

“Three Arrows” New Product Roadmap proposed by end-2015

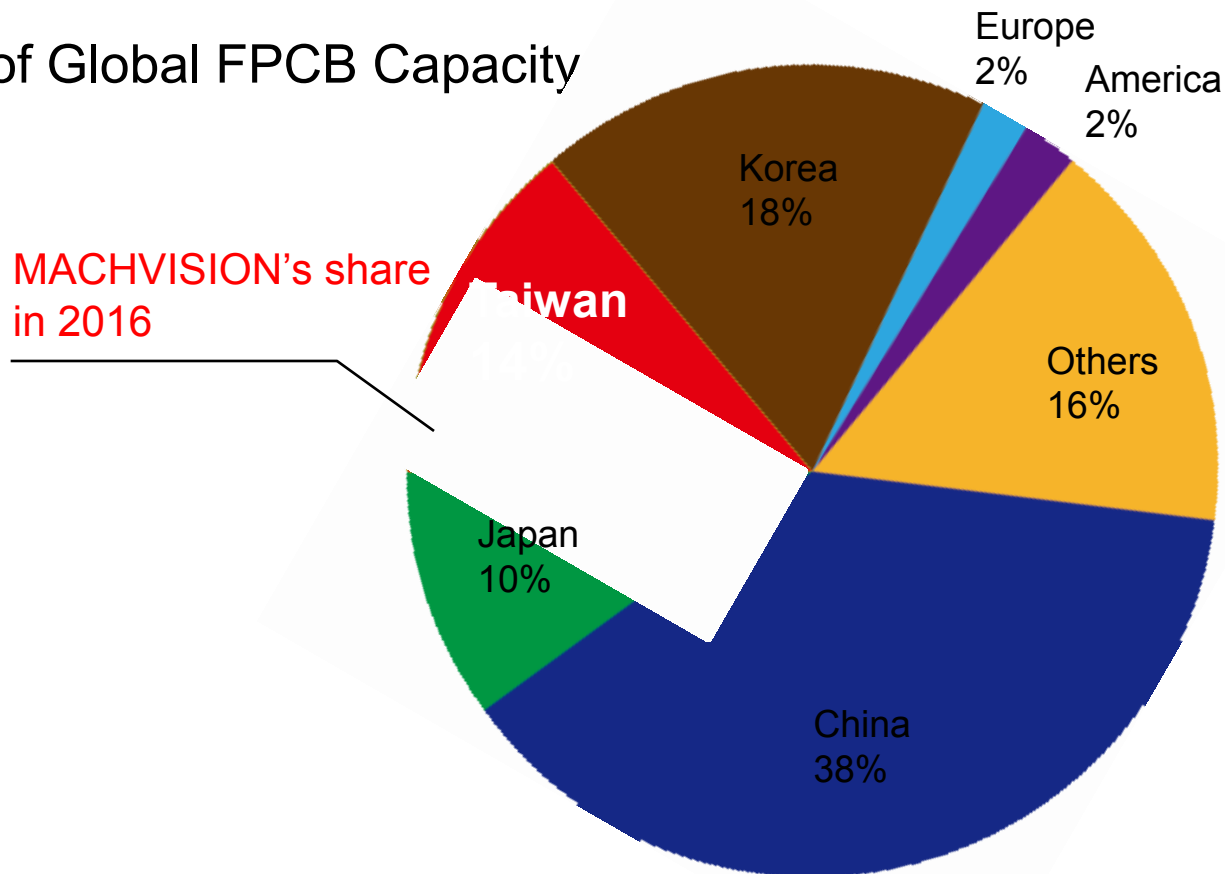


Business Update:

First Arrow: Flexible PCB

The demand for FPCB inspection is increasing

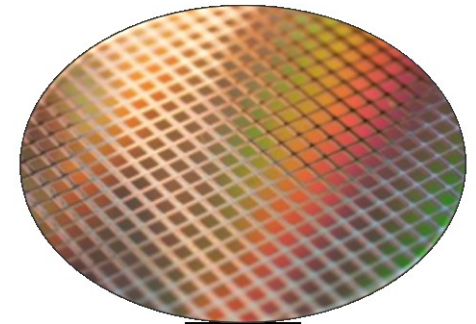
Breakdown of Global FPCB Capacity



Business Update:

Second Arrow: IC Inspection

Huge potential for IC inspection



Qualified by leading manufacturer

Channel Deployment

2015.June
Wafer AVI 1 Launched

2016.March
First shipment

2017.Jan.
Qualified by
leading manufacturer

2017.Mar.
Wafer AVI 2

2017.June
Wafer AVI 3

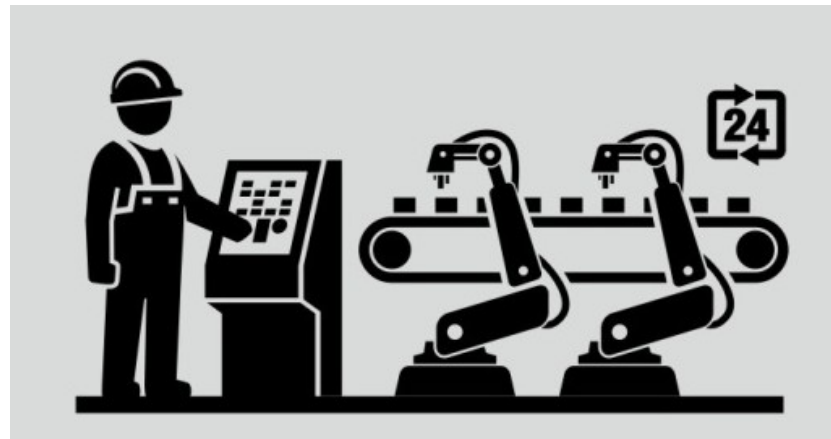
Business Update:

Third Arrow: Automated Inspection

PCB firms are willing to replace human visual inspection

Replacement Demand

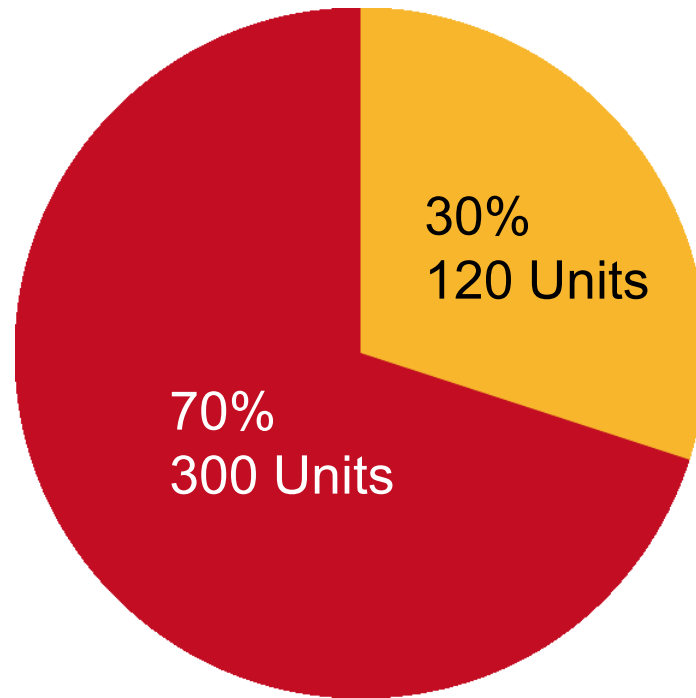
1 AOI 4.0 = 7 traditional AOIs + 21 Manpower



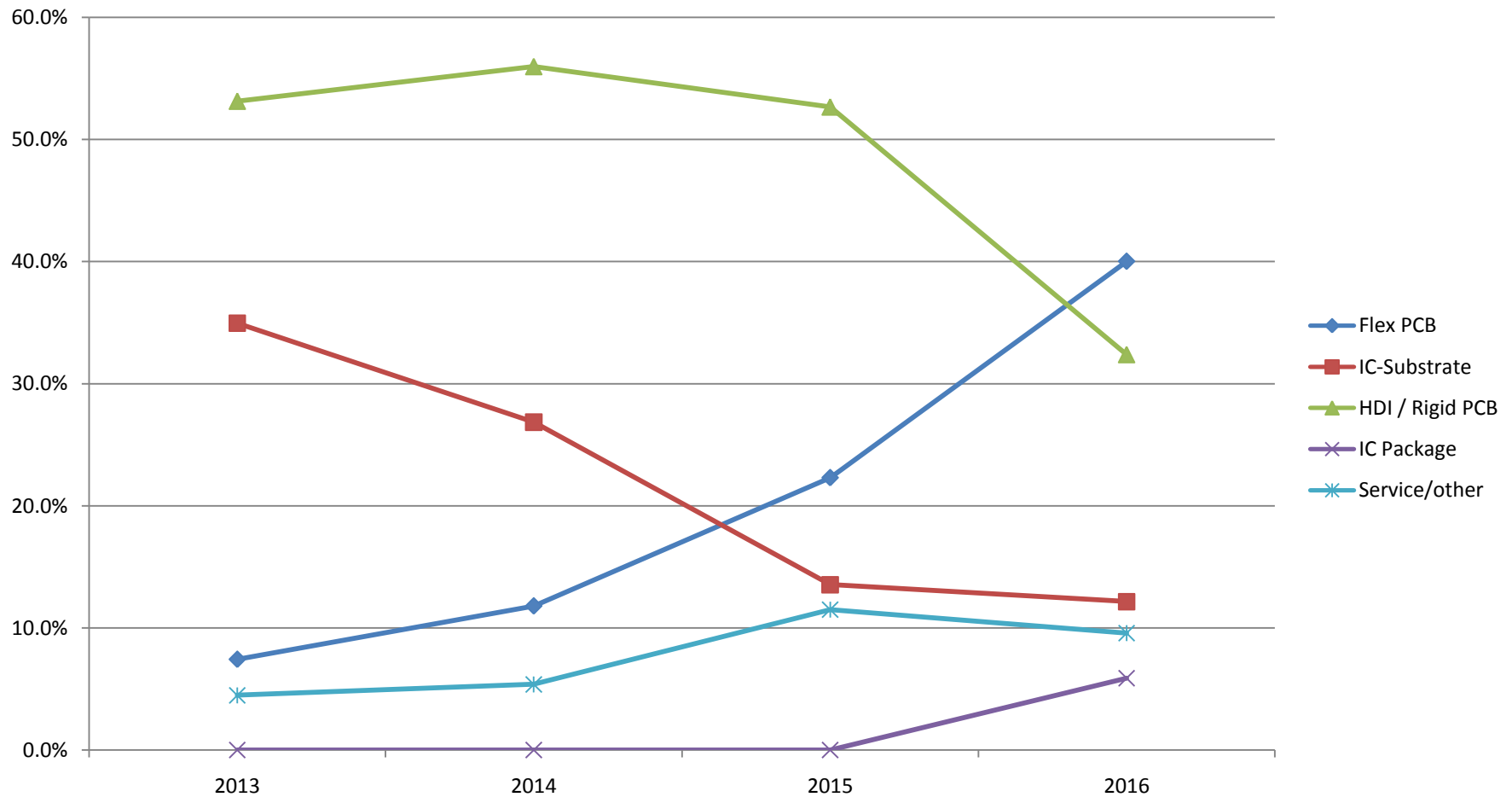
Business Update:

Third Arrow: Automated Inspection

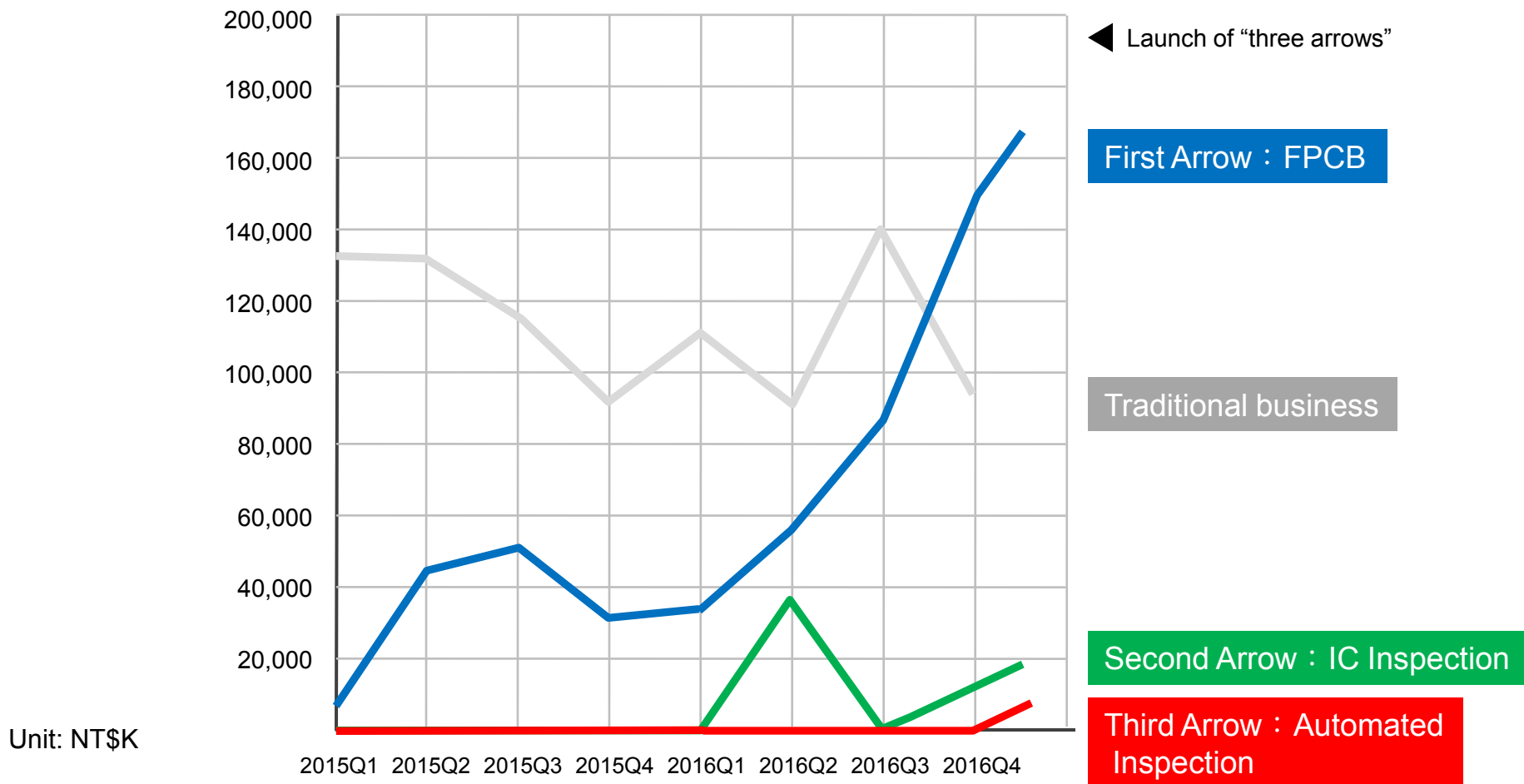
PCB firms are willing to replace human visual inspection



Revenue Portion by industries



Revenue Portion by industries



Financials

	2016	2015	change	%
Revenue	809,631	610,127	199,504	32.7%
Gross Profit	499,269	372,812	126,457	33.9%
Gross margin	61.7%	61.1%	0.6%	
OP Profit	246,184	182,013	64,171	35.3%
Non-OP	1,002	12,509	-11,507	-92.0%
Net Profit	198,785	158,622	40,163	25.3%
EPS	4.67	3.72	0.95	

2017/Q1 Income Statement

Item	2017Q1	2016 Q1	Increase (Decrease)	%
Revenue	231,275	146,551	84,724	58%
Gross Profit	146,241	86,878	59,363	68%
Gross Margin %	63.2%	59.3%	3.9%	
OP Expense	61,735	50,323	11,412	23%
OP Profit	84,506	36,555	47,951	131%
Non-OP	-12,064	-5,384	-6,680	-124%
Pretax Profit	72,442	31,171	41,271	132%
Tax	10,010	4,862	5,148	105%
Minority Interest	2,434	-1,487		
After tax Profit	59,998	26,309	33,689	128%
EPS	1.41	0.65	0.76	



Thank You