

Abstract of Annual Report 2016

Mar 2017

Financial Highlights- Main Financial Data



The main body of the slide is a large table containing financial data. The table is almost entirely obscured by a heavy black redaction. Only a few faint elements are visible: a light blue horizontal bar at the top of the table area, a dark blue horizontal bar below it, and a large, faint watermark of the number "3" in the center. The background of the slide features a repeating pattern of small, light gray icons, including hearts, smiley faces, and geometric shapes.

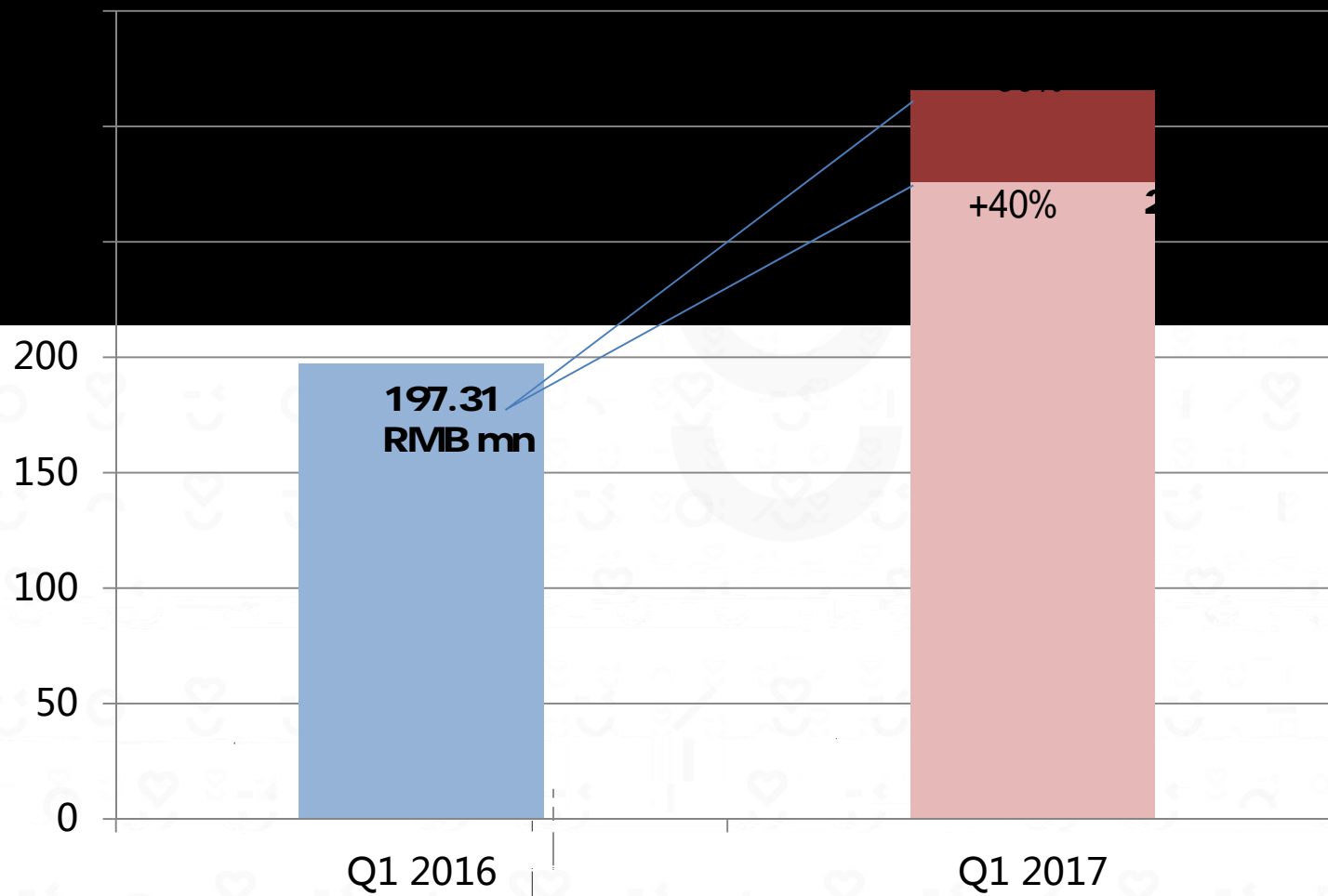
Financial Highlights – Breakdown of Main Business



	Revenue (RMB mn)	COGS (RMB mn)	Gross Profit Margin (GPM) (%)	YOY change in revenue (%)	YOY change in COGS (%)	YOY change in GPM (%)
Electronic Accessories	7,787.18	6,219.83	20.13%	104.54%	114.63%	-3.75%
By Region						
Domestic	4,149.60	3,182.81	23.30%	29.19%	32.36%	-1.84%
Overseas	14,576.21	11,344.12	22.17%	43.73%	48.56%	-2.54%



Variation Range of Profits Attributable to Shareholder of Parent Company for Financial Period From Q1 2017:



1. Industry Leading Capability in Precision and Intelligent Manufacturing

- Continuously improving the machining precision and accuracy
- Realized self-manufacturing of plastic parts, metal parts, diaphragm and other core raw

2 Multi-technology integrated R&D platform and competent technical personnel

- Over 6000 competent R&D specialists in our R&D centres that located all over the world
- Established long-term strategic partnerships with world renowned universities and research institutions
- 7,856 patents (3,141 patents for invention) applied by 31 Dec 2016, of which 2,669 were applied in 2016

3. Continuous innovation and maintenance of key customers

- Constantly optimize the resource distribution to serve for existing quality clients
- Consolidate the core competitive advantage in our smart mobile terminal industry, and

- Dynamic and rich management experience in many specialty areas in order to stay with the industry trends and to avoid the risks.

- **Development trends**

- I. Artificial Intelligence, VR and AR become the important technology development trends (based on the research done by Gartner), broaden the market and provide new

- **Future development of business strategy**

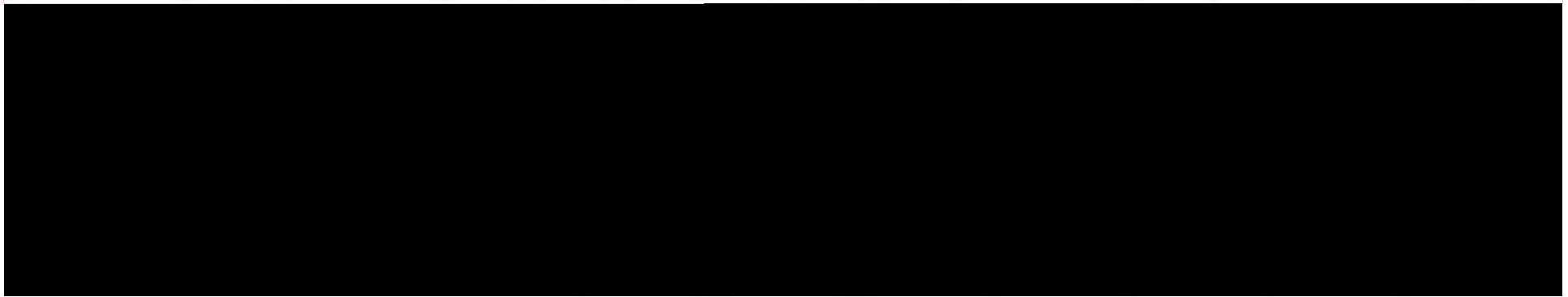
To look for new profit growth opportunity by:

- I. Constantly improving R&D and Manufacturing capabilities, establishing the reputation of "Made by Goertek"
- II. Gradually reducing the OEM business sector, and to focus on the ODM & JDM service
- III. Layout "Hearable, Wearable, Viewable and Robotics as our four products development direction, and our future investment will concentrated on the key technology of these four products

to be continued

- **Business plan for 2017**

In this era of “Smart” , as one of the most promising companies in the fields of consumer electronics, based on the advanced technologies and



Goertek®

THANKS!