



1

Company Profile

2

Financial Report

3

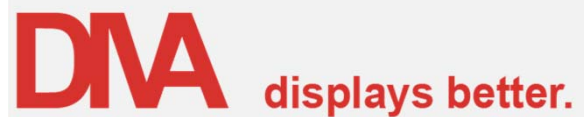
Revenue Analysis

4

Strategy and Prospects

5

Q&A



# Diva Laboratories, Ltd.

Stock Symbol: 4153



1

## Company Profile

# Company Profile

Diva has over a two decades of experience in delivering high quality, precision displays to meet the exacting needs of our ODM and OEM customers worldwide.

Established in 1995

Factory area: 7,000 square meters

Capacity: 7K /month

2018 Capital: US\$28.5M

Annual Revenue: US\$28.1 M (2017)

Employees: 156

Diva been listed on the Over The Counter (OTC) in Taiwan, 2013

GMP Certification, 2007 · FDA certified factory passed, 2016



## DEVELOPMENT & MANUFACTURE TEAMS



**30%+**

### RD TEAM & PM

- Research & Development
- Technology Driven



**70K+**

### CUSTOMIZED CAPABILITY

- Size from 8" to 65"
- Medical/Industrial/HMI
- Multi-functional modality



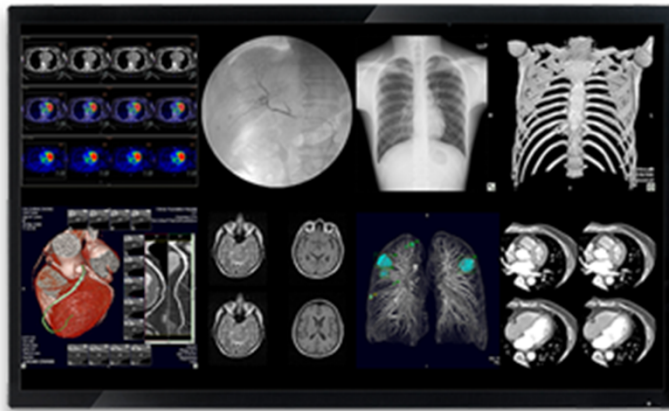
**0.35%**

### QUALITY CHECK TEAM

- Low Field Return Rate 0.35% , about 4 sigma
- Quality Process

## Endoscopy and Surgical Displays

Full HD/ 4k2k Resolutions  
19"-65"



## Radiology Displays

Color Displays/ Monochrome Displays  
1MP-6MP

MDM



## Industrial/HMI Touch Solutions

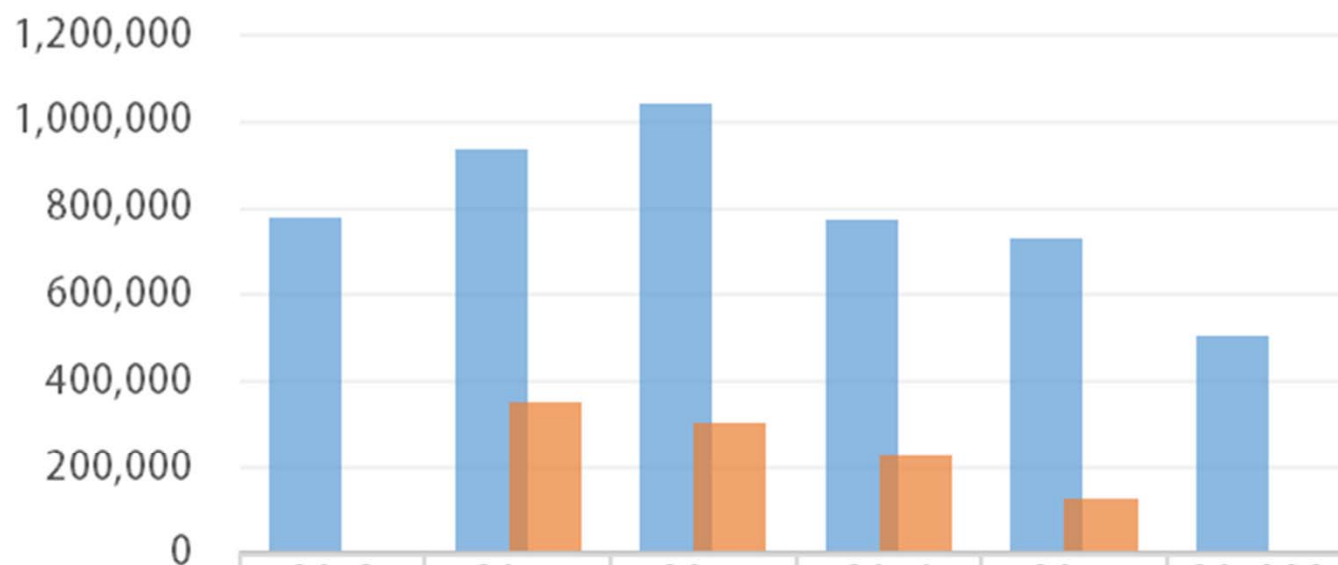


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## Financial Report

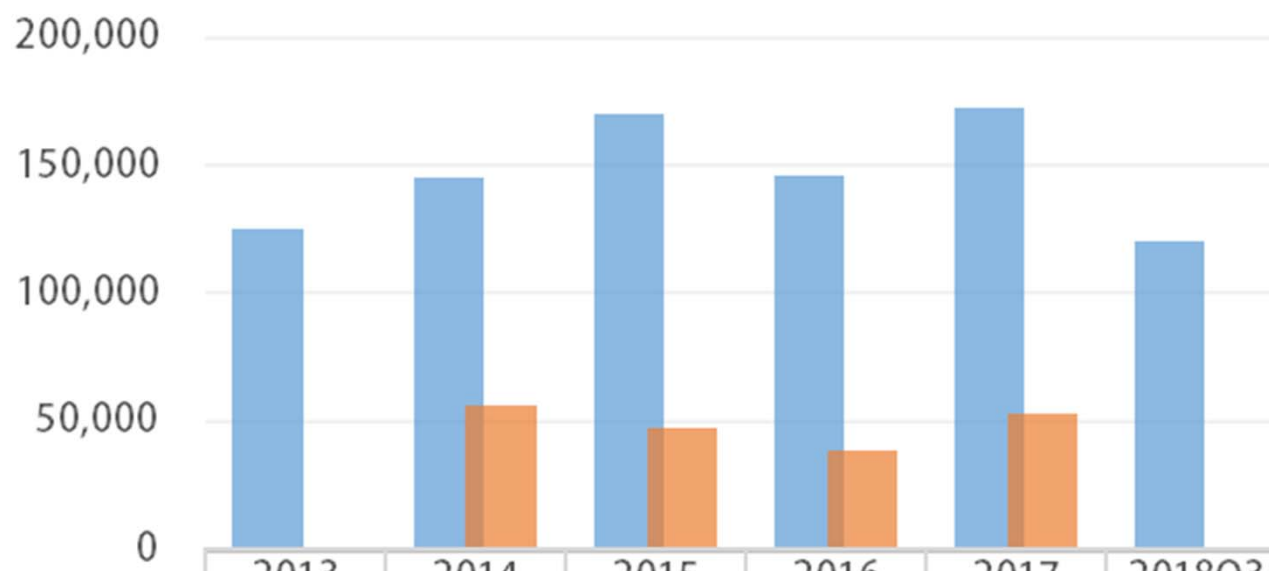
# Financial Report

## Operation Revenue (NTD,thousand)



■ Operation Revenue-DIVA	777,146	939,285	1,041,656	775,096	730,363	508,377
■ Operation Revenue-GT	0	351,169	304,261	229,005	126,636	

## Operation Expenses(NTD,thousand)

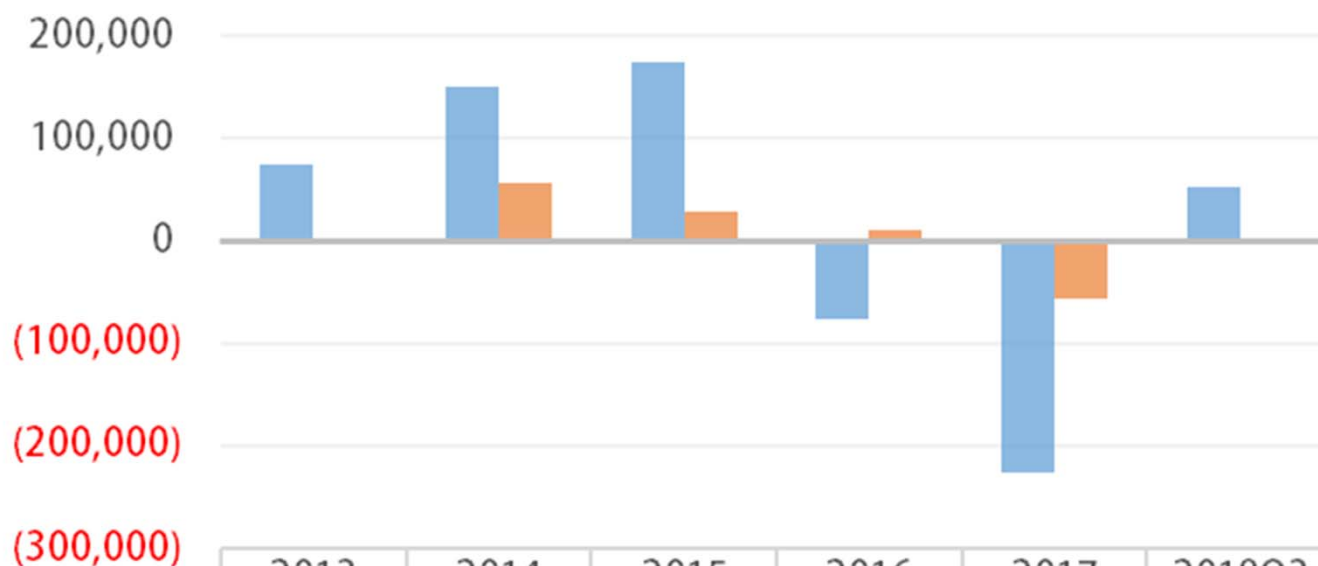


	2013	2014	2015	2016	2017	2018Q3
■ Operation Expenses-DIVA	125,308	144,929	170,197	146,087	172,390	120,243
■ Operation Expenses-GT	0	55,969	47,311	38,596	52,751	

	2018Q3	Percentage
Sales	30,843	6%
Admin	37,576	7%
RD	48,890	10%



## Income before Tax(NTD,thousand)



	2013	2014	2015	2016	2017	2018Q3
Income before Tax-DIVA	74,007	150,098	174,434	(77,537)	(227,091)	53,151
Income before Tax-GT	0	56,116	28,691	11,384	(56,964)	0

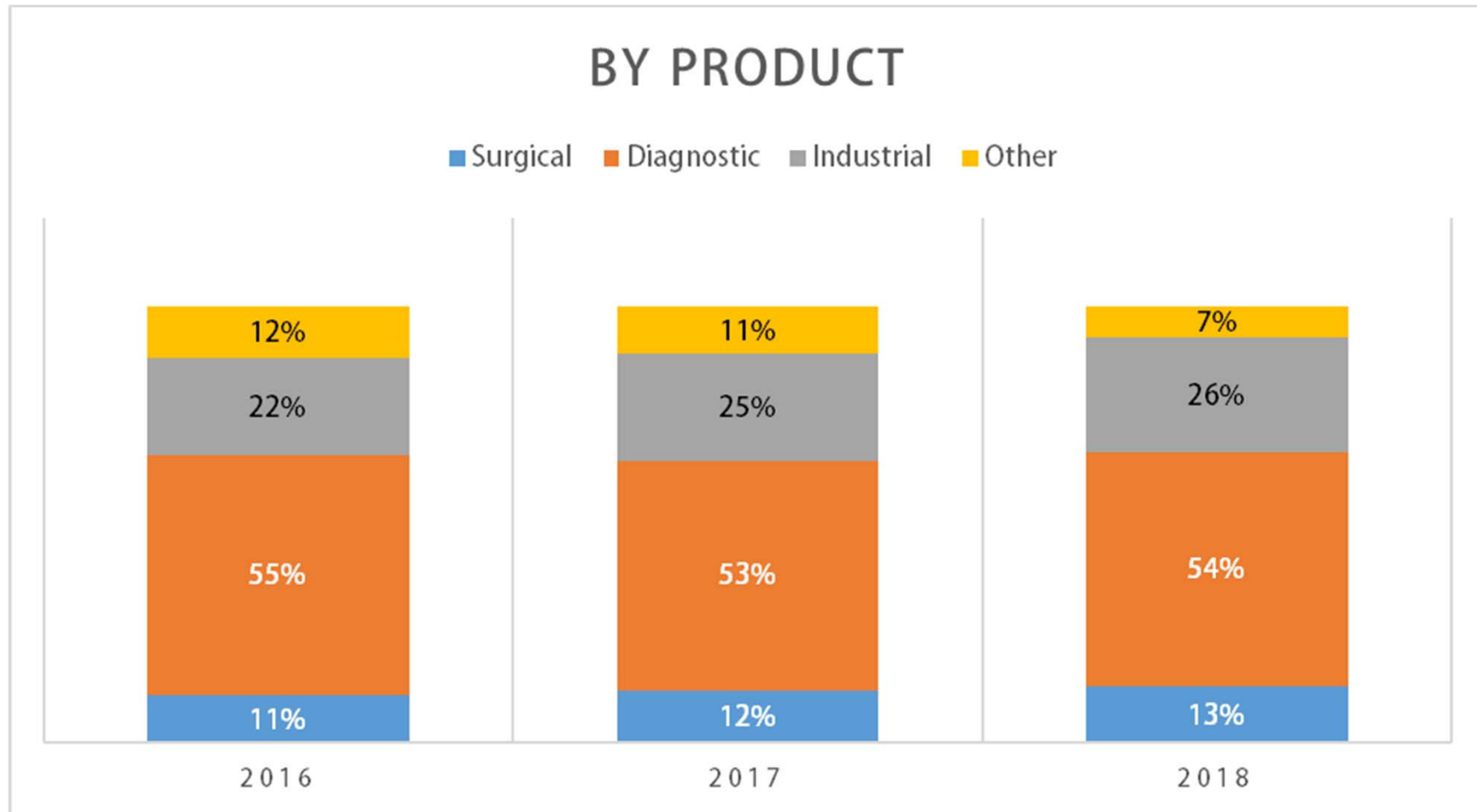
2018Q3 Income after Tax: 48,167 ◦ EPS: 0.67  
Average Gross profit margin : 32%



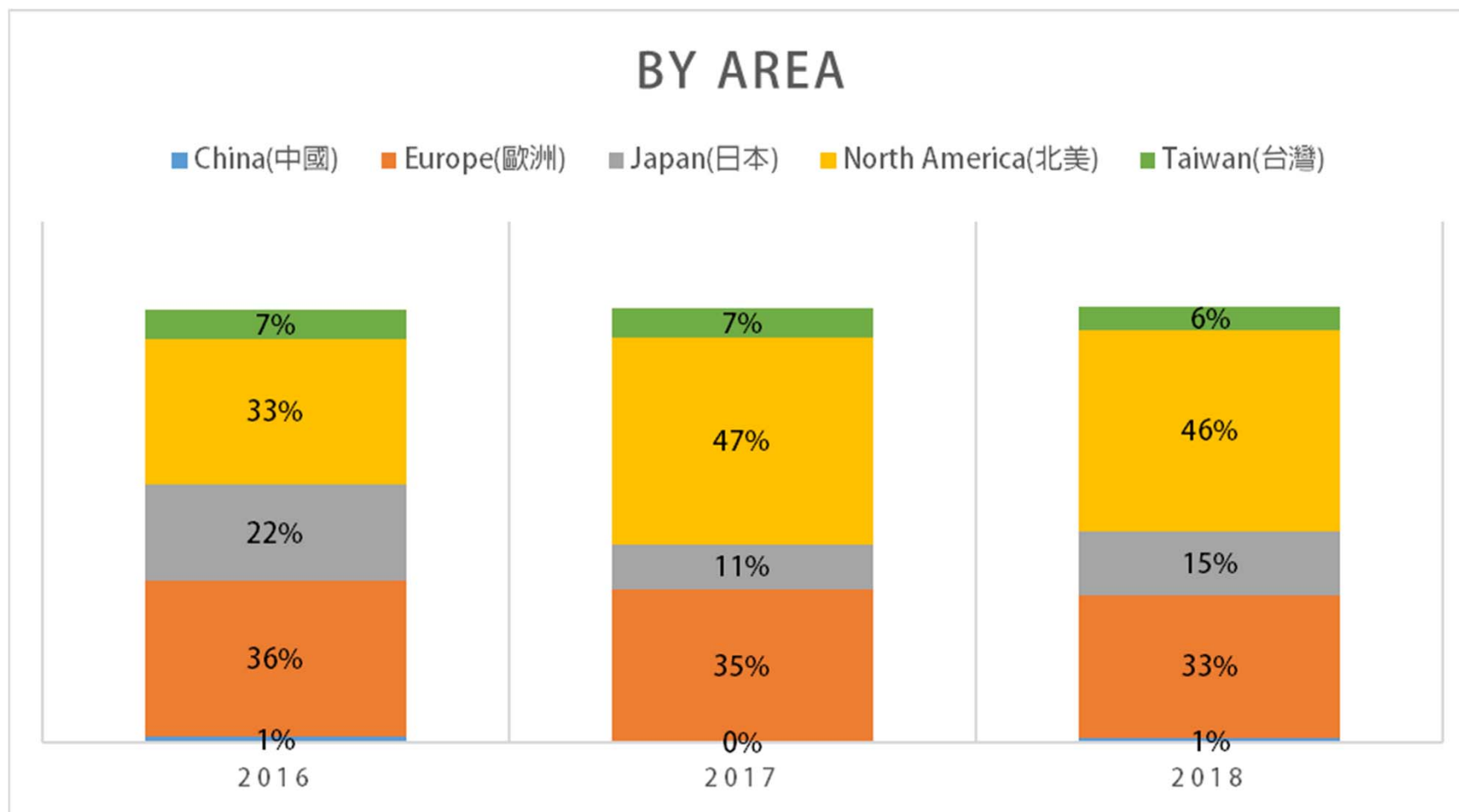
3

## Revenue Analysis

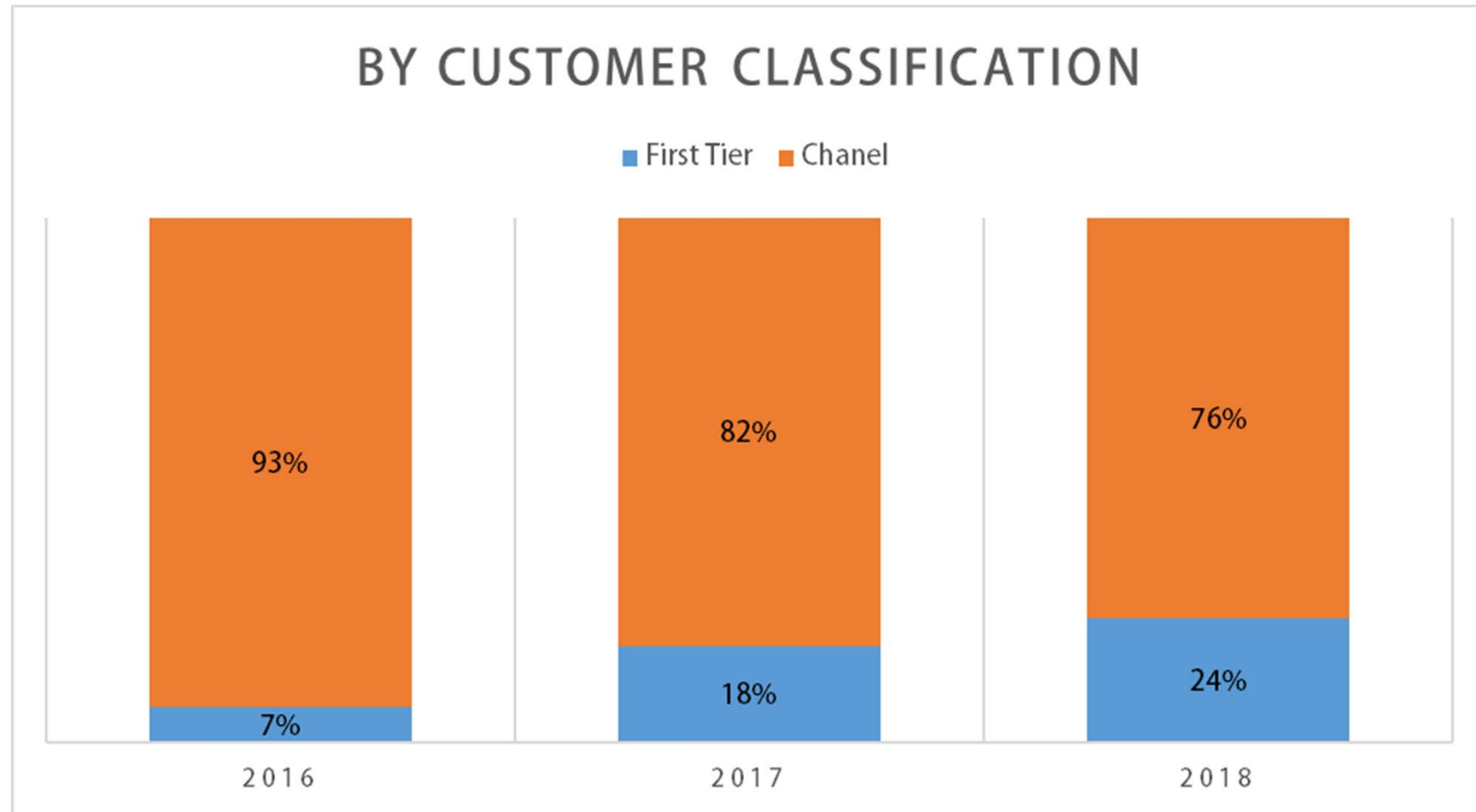
# Revenue Analysis



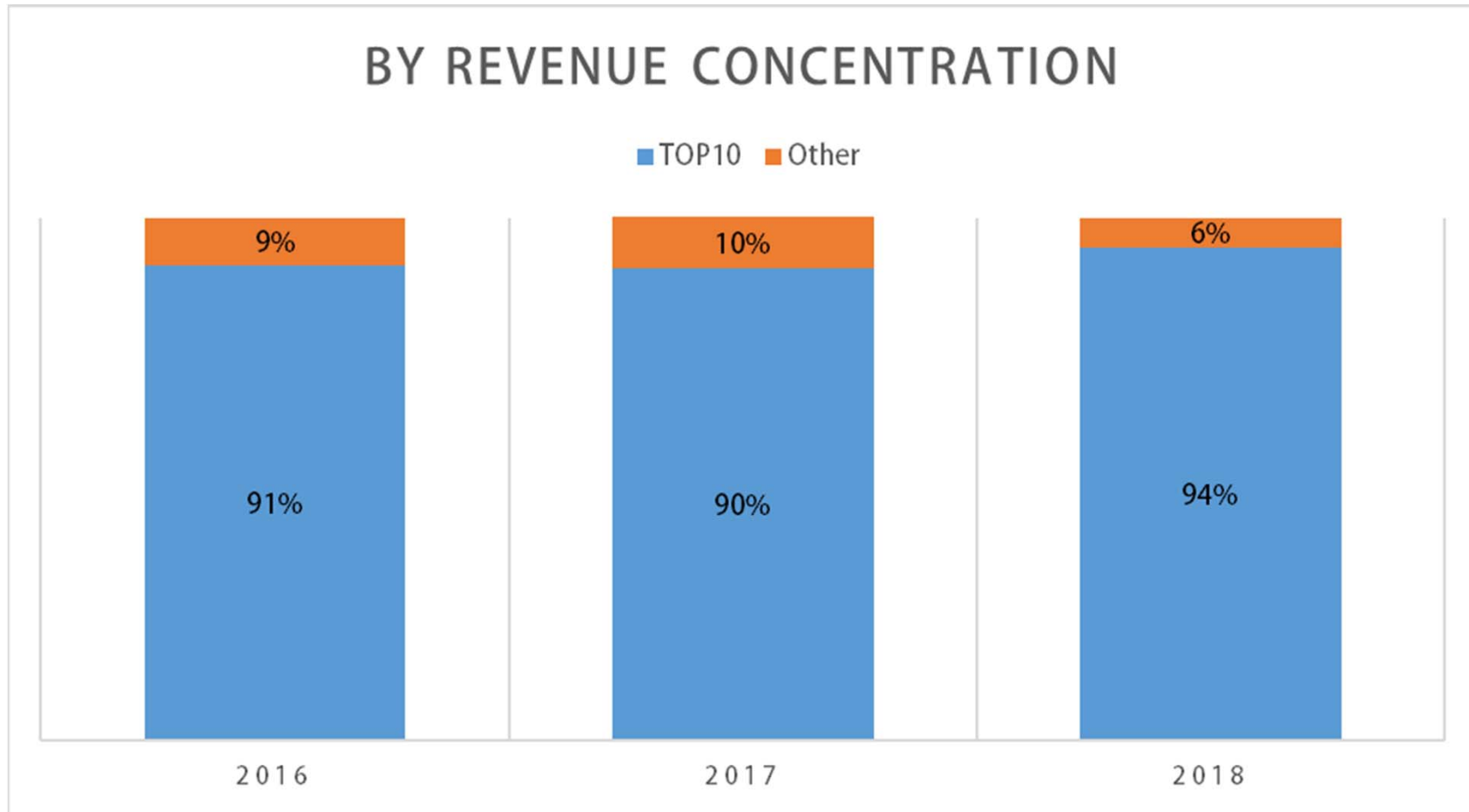
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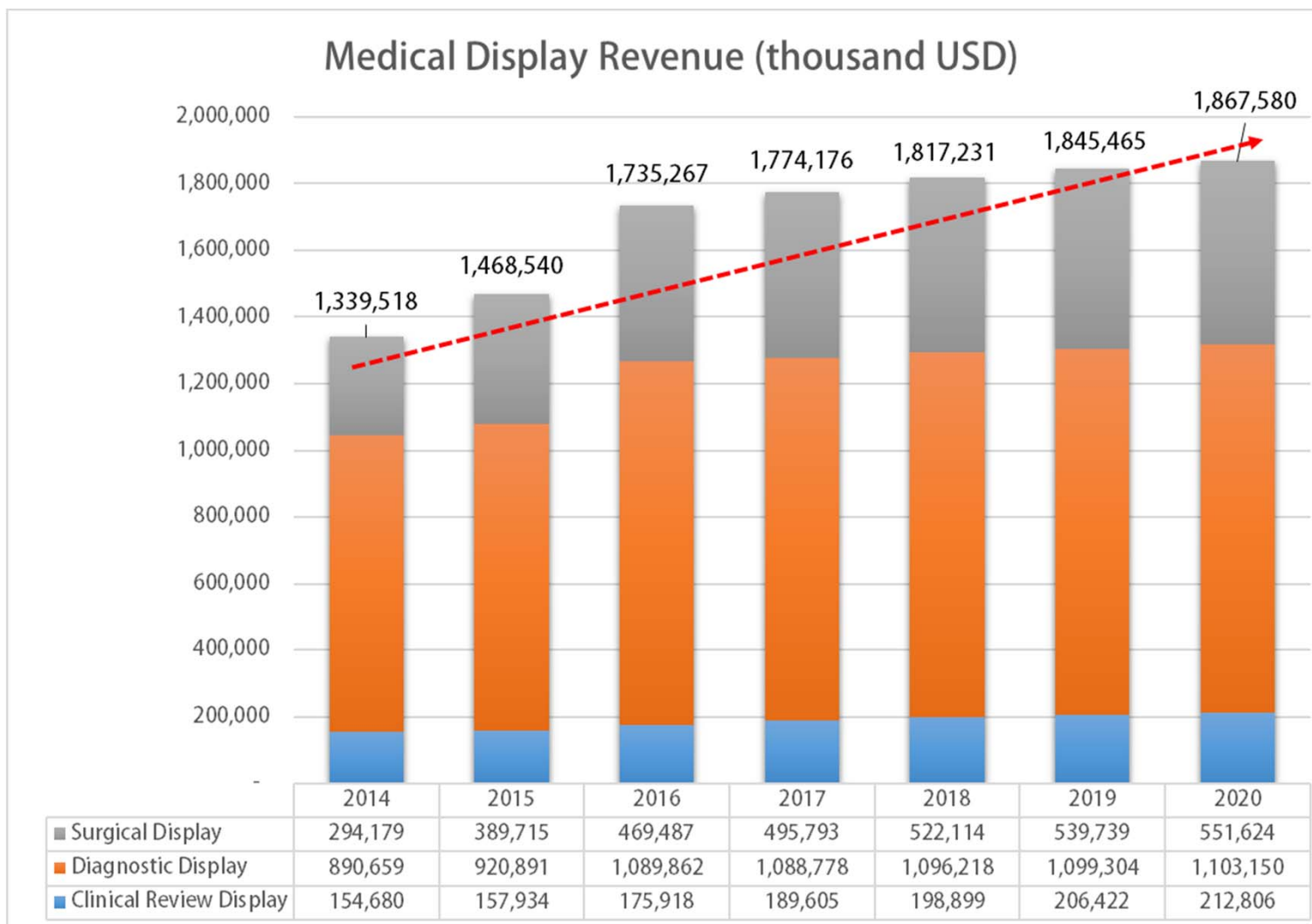
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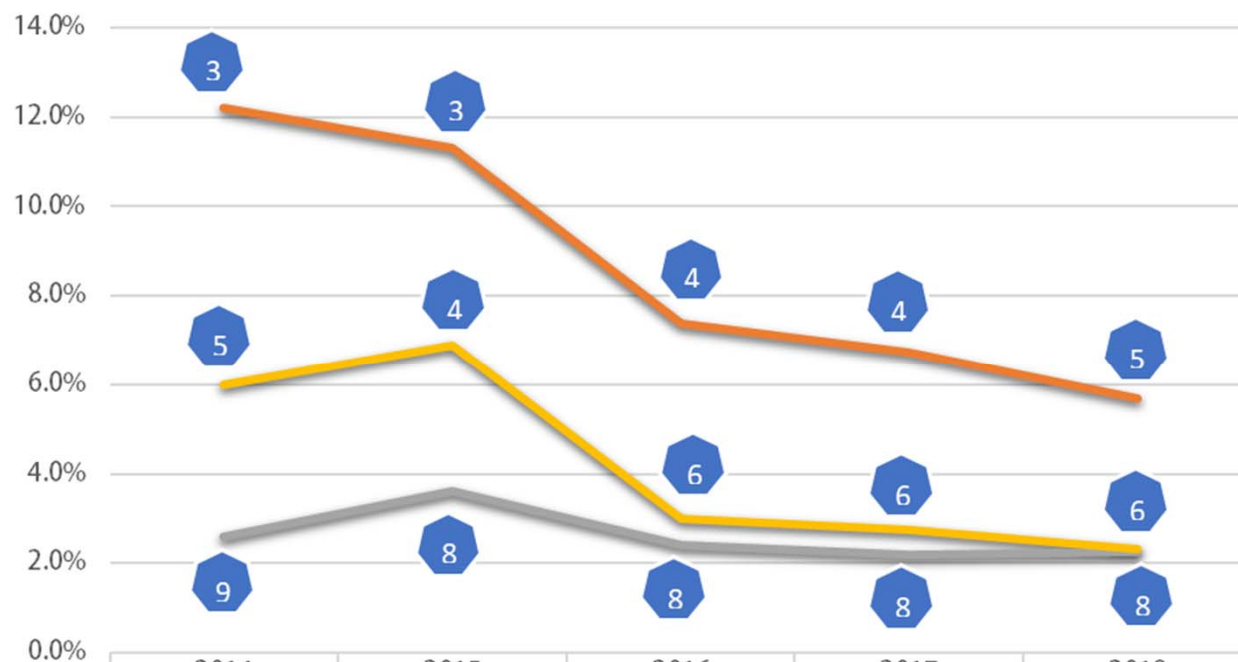


# Market Size & Market Share



# Market Size & Market Share

Diva Market Share



Overall Shipment	2014	2015	2016	2017	2018
Surgical Shipment	2014	2015	2016	2017	2018
Diagnostic Shipment	2014	2015	2016	2017	2018

Overall Shipment	
Barco	1st
Eizo	2nd
Beacon	3rd
Jusha	4th
Surgical Shipment	
Sony	1st
Jusha	2nd
Beacon	3rd
NDS	4th
Panasonic	5th
Barco	6th
Foreseeson	7th

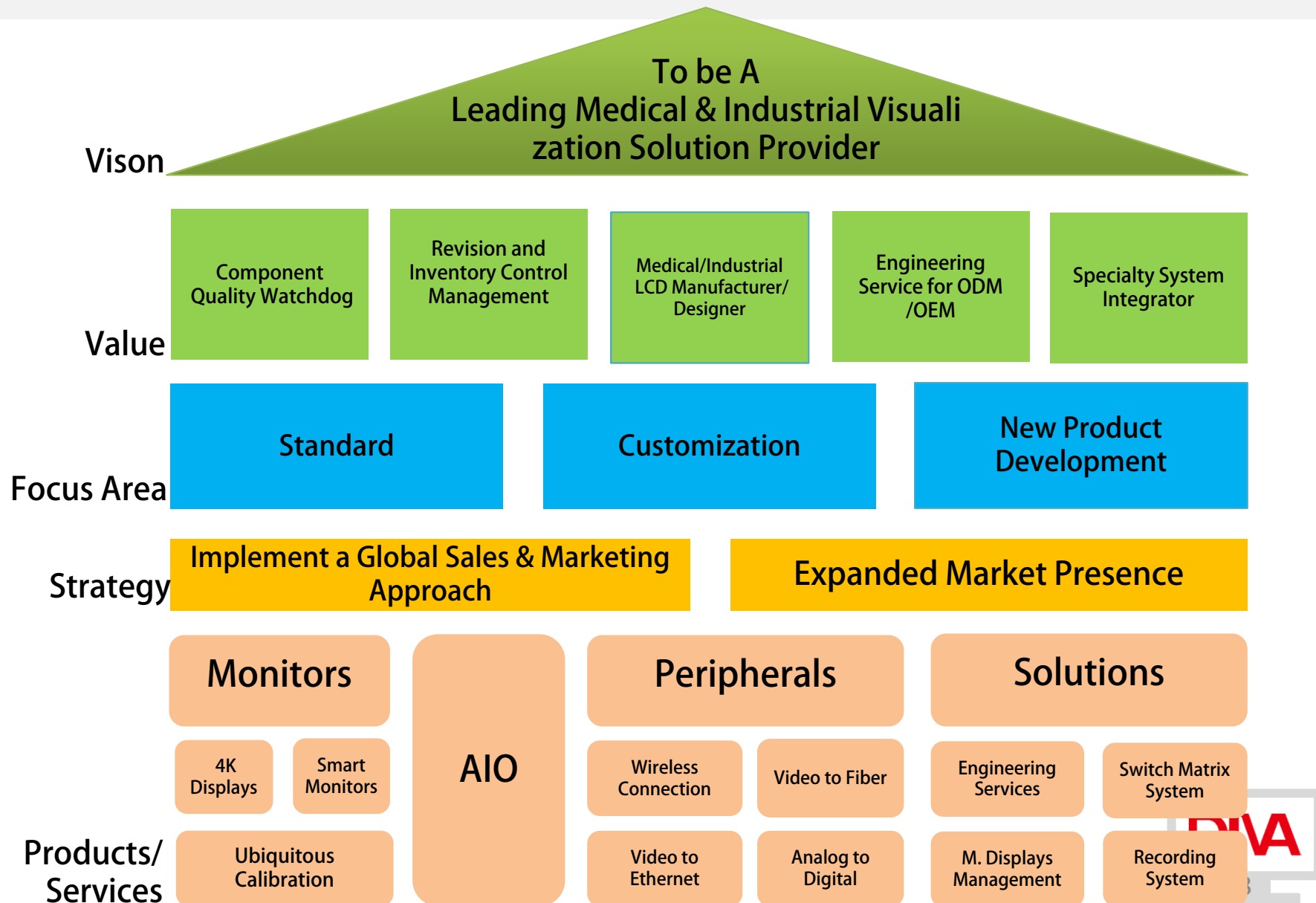




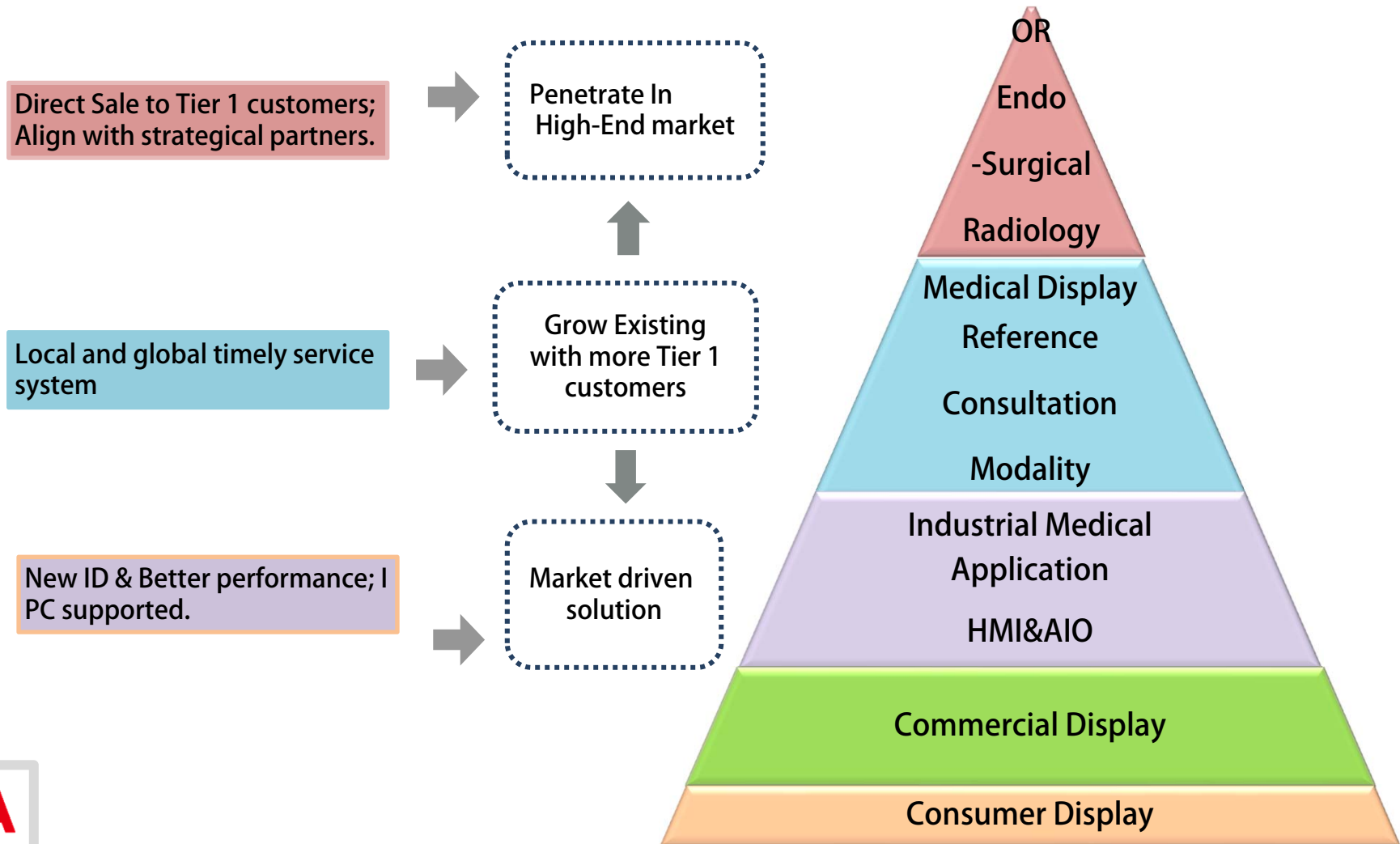
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Strategy and Prospects

# Operations Scope



# Operations Strategy



# Operations Tactics

- ◆ Through M & A and strategic alliances to complete the vertical and horizontal Integration

- ✓ Cost advantage of purchasing raw materials
- ✓ Manufacturing cost advantage
- ✓ Product vertical integration
- ✓ Expand customer range
- ✓ Capital activation

First

Second

Third

- ◆ Expand the penetration rate of the first tier customers

- ✓ Currently SSRP (strategic supplier) certification has been obtained, and the priority inquiry right of the new development case can be obtained.

- ✓ Annual revenue share increases by 1-2%

- ◆ Maintain relationships with channel partners and share profit.

# 2019 Prospects



Surgical monitoring revenues increased from 13% to over 20%



Develop various peripheral equipment to improve product satisfaction and revenue base



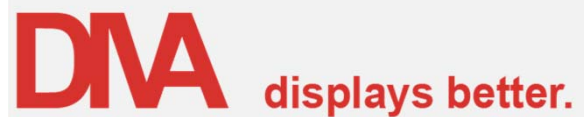
Enter the technical installation field through M&A, provide one-stop service and become Total Solution Provider



The first batch of Finished Goods begin production on 2019Q1 in China



2019 Growth in Revenue



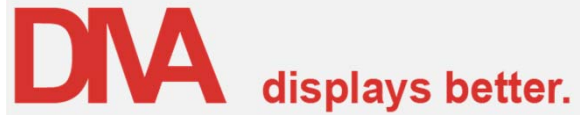
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5

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# Thank You