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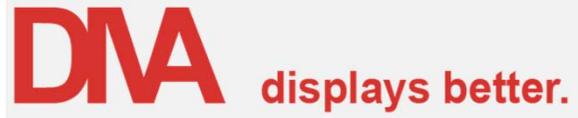
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Q&A



Diva Laboratories, Ltd.

Stock Symbol: 4153



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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



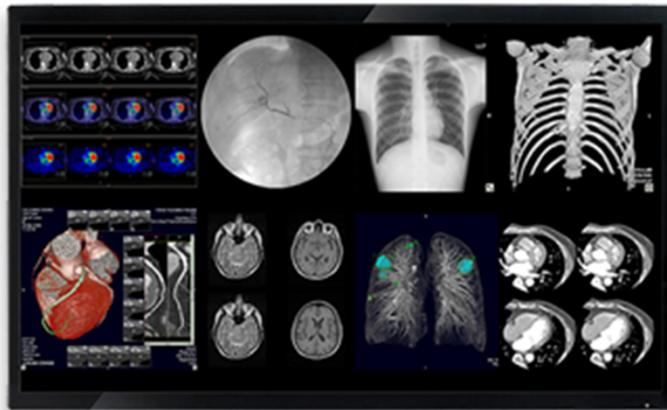
0.35%

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



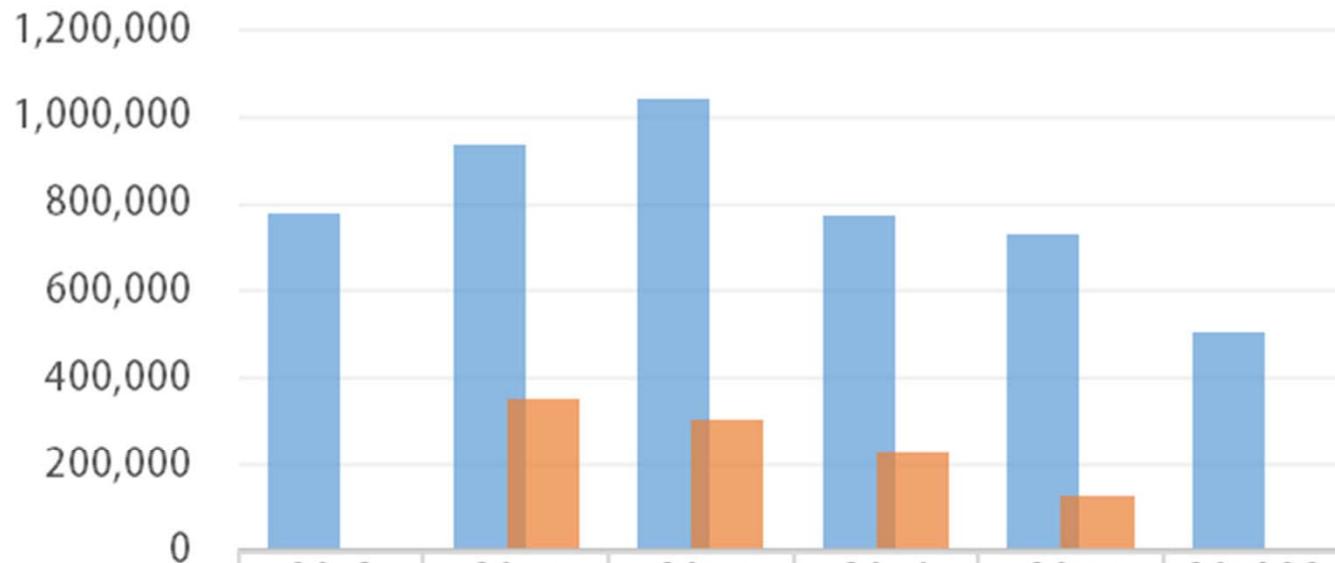
Industrial/HMI Touch Solutions



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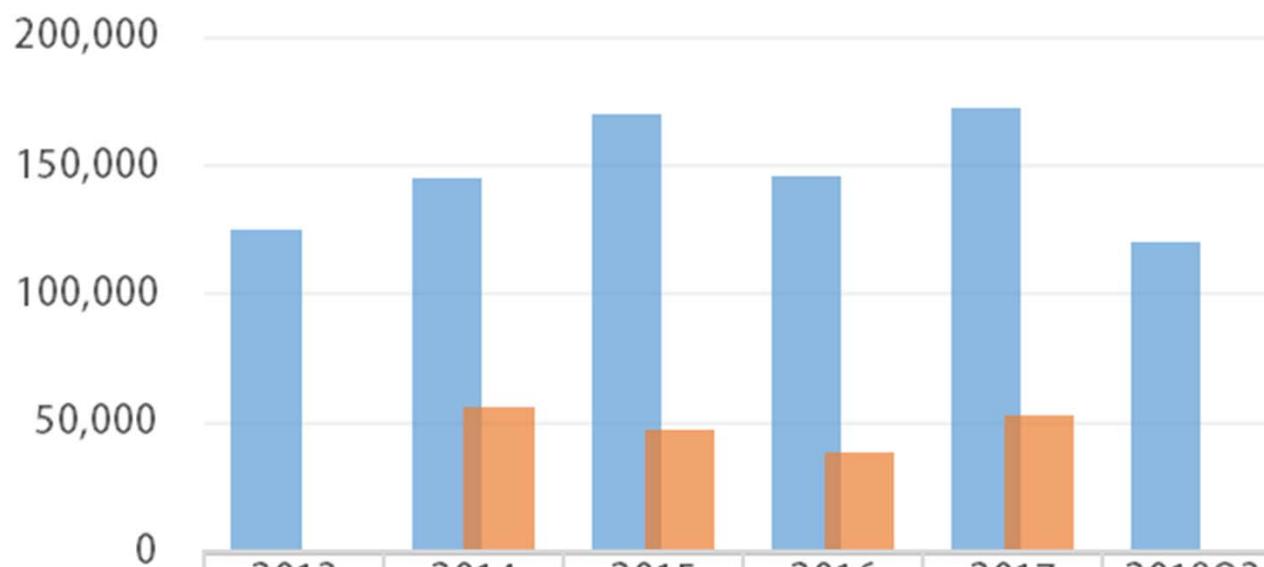
Financial Report

Operation Revenue (NTD,thousand)



	2013	2014	2015	2016	2017	2018Q3
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	

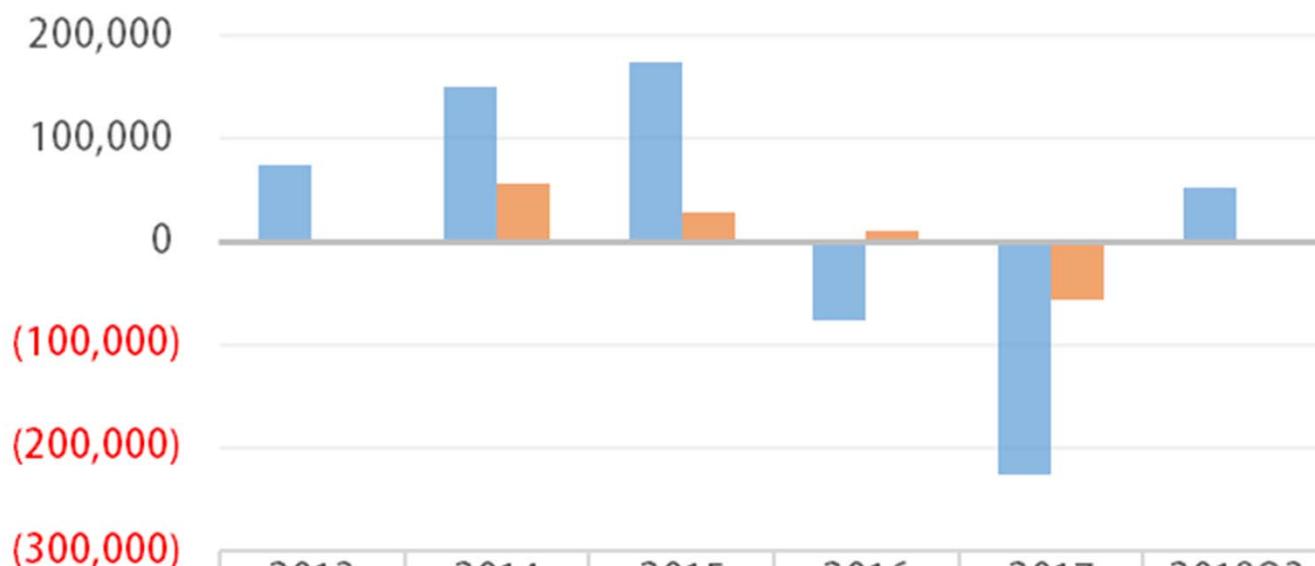
Operation Expenses(NTD,thousand)



■ 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

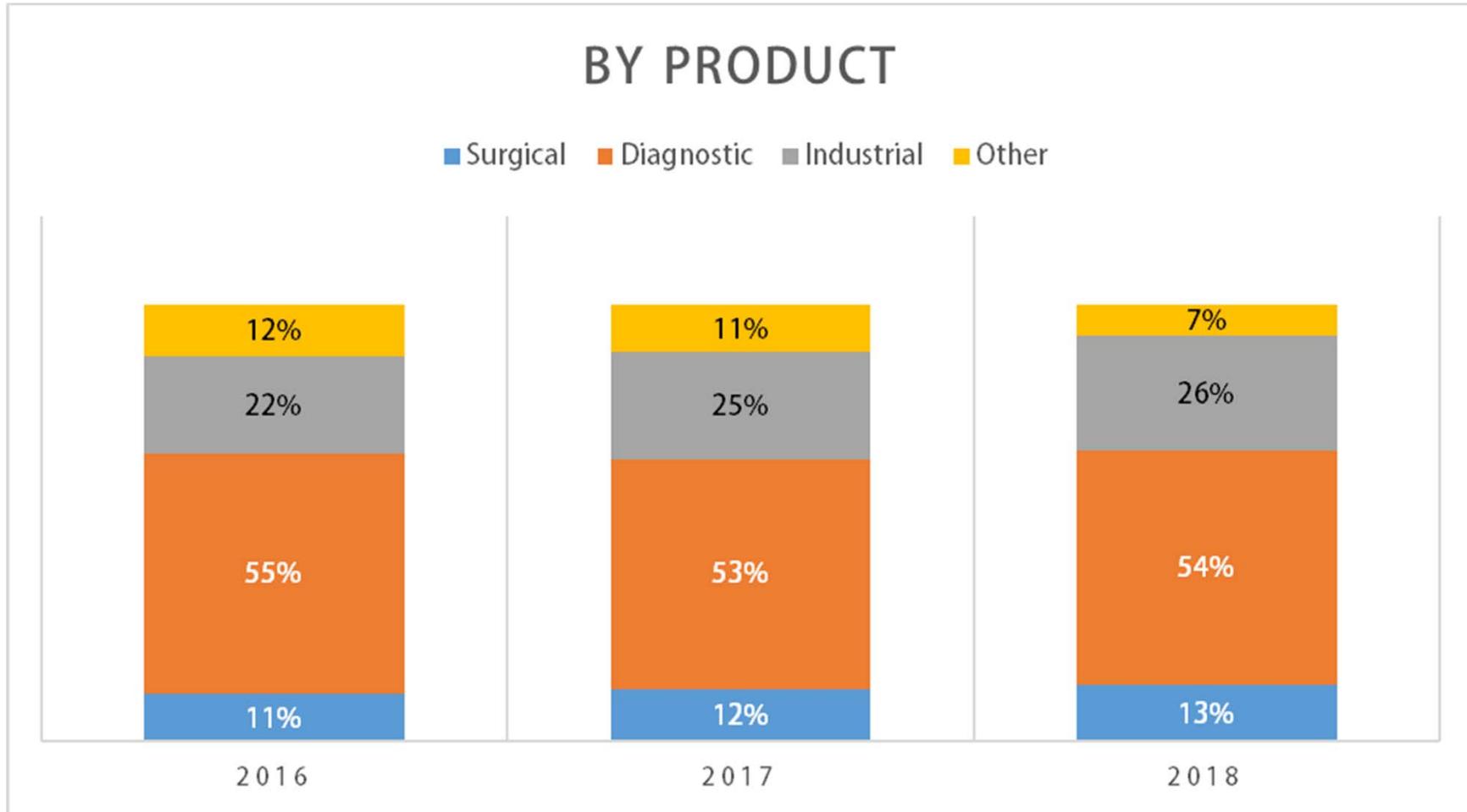
2018Q3 Income after Tax: 48,167 ◦ EPS: 0.67
Average Gross profit margin : 32%



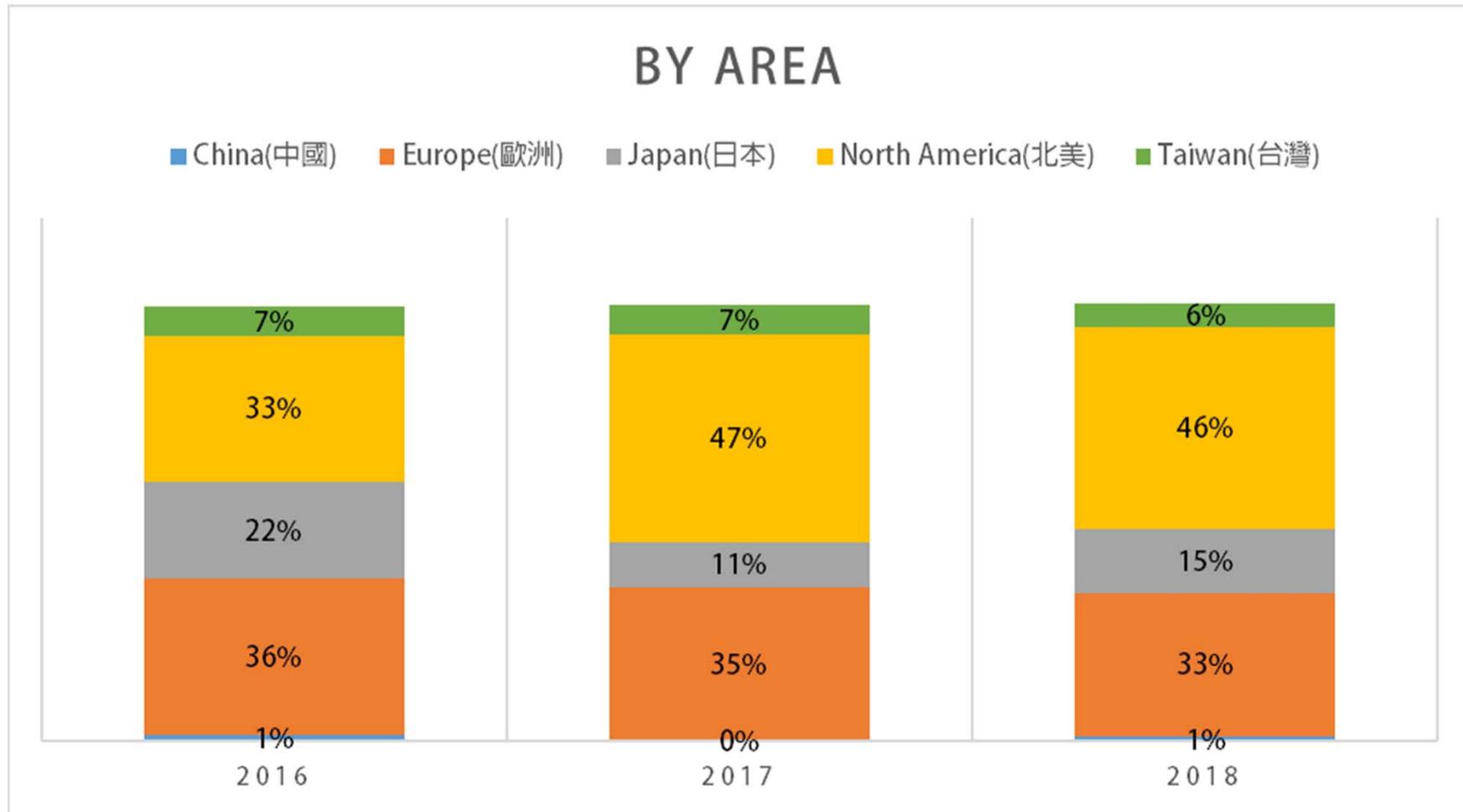
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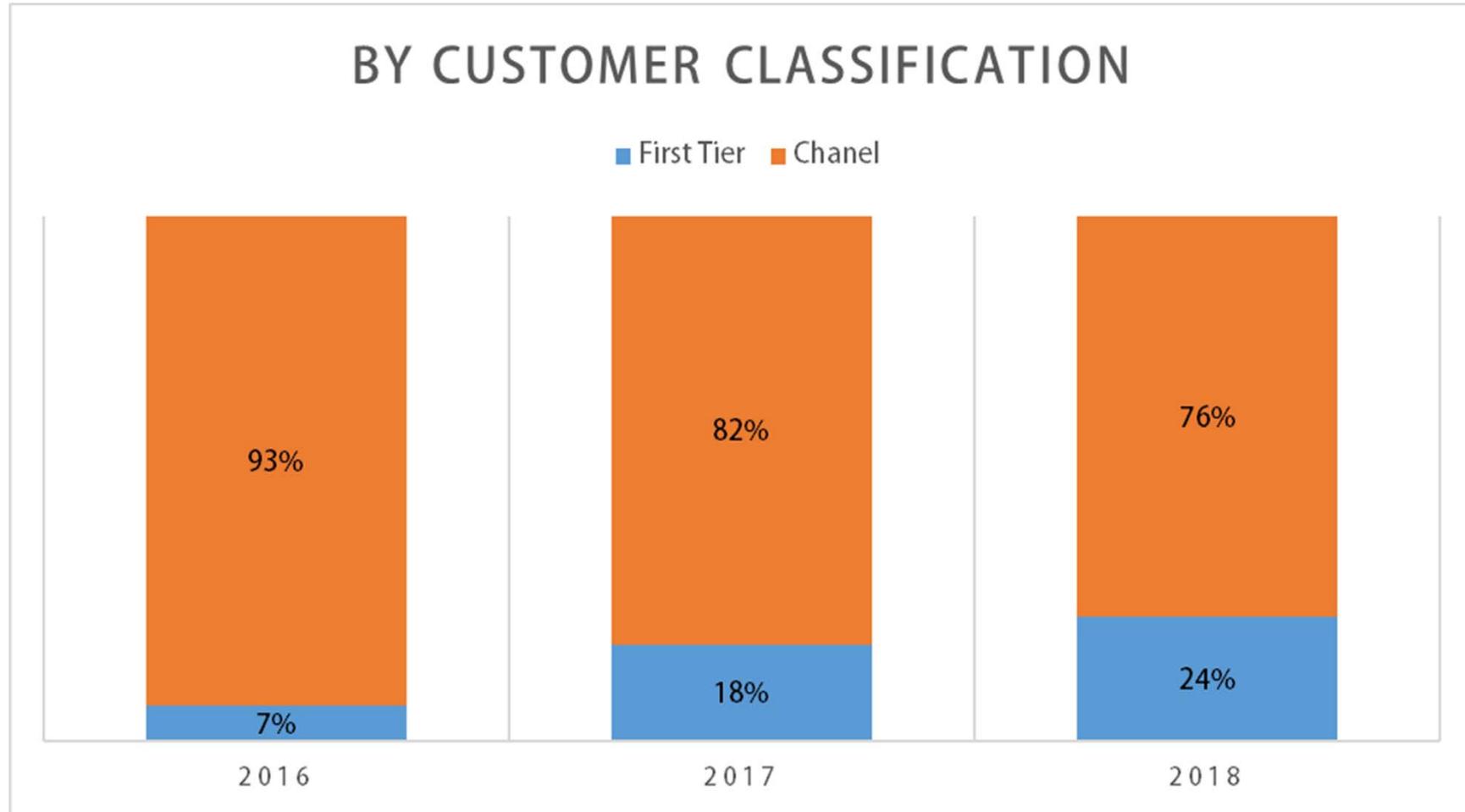
Revenue Analysis

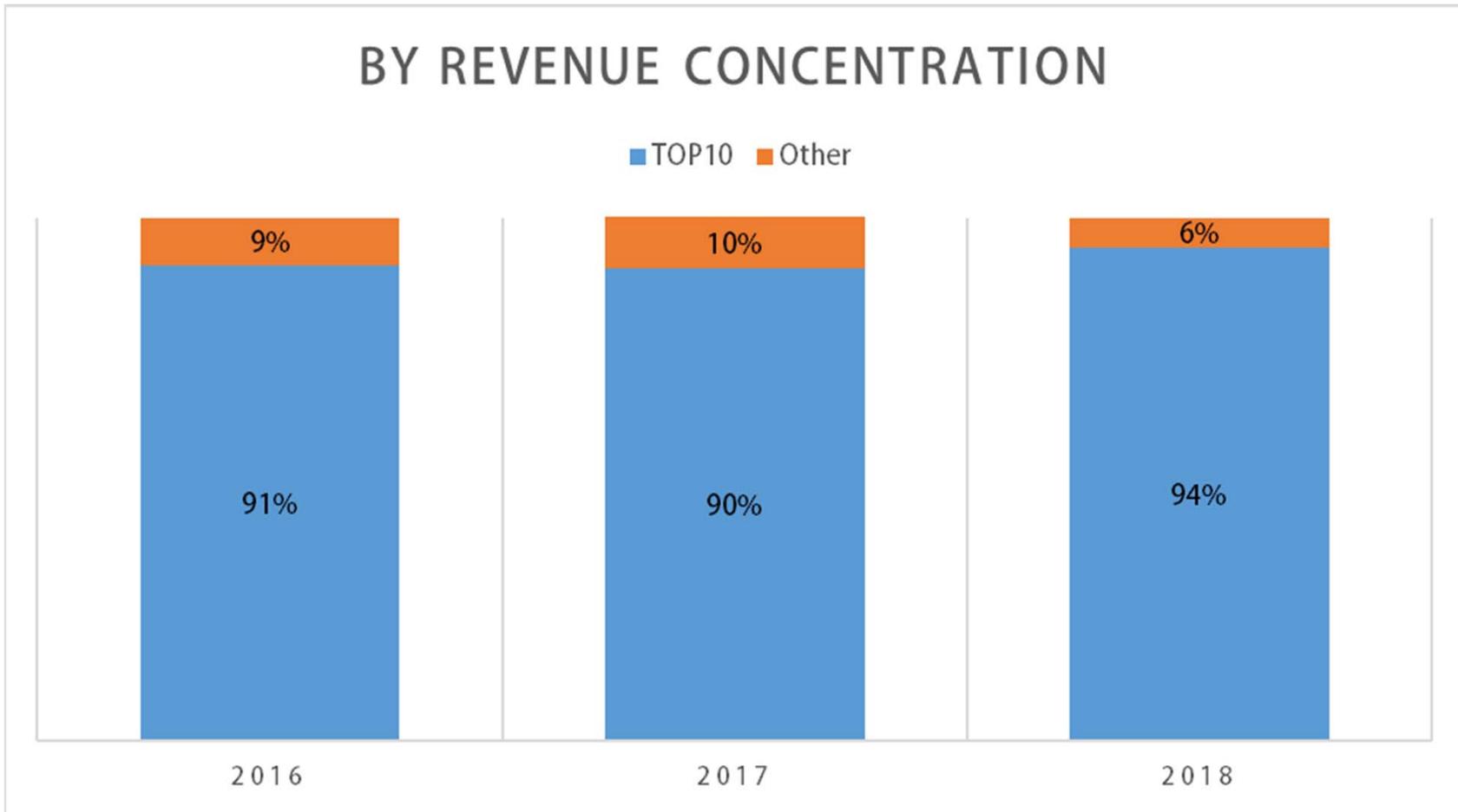
Revenue Analysis



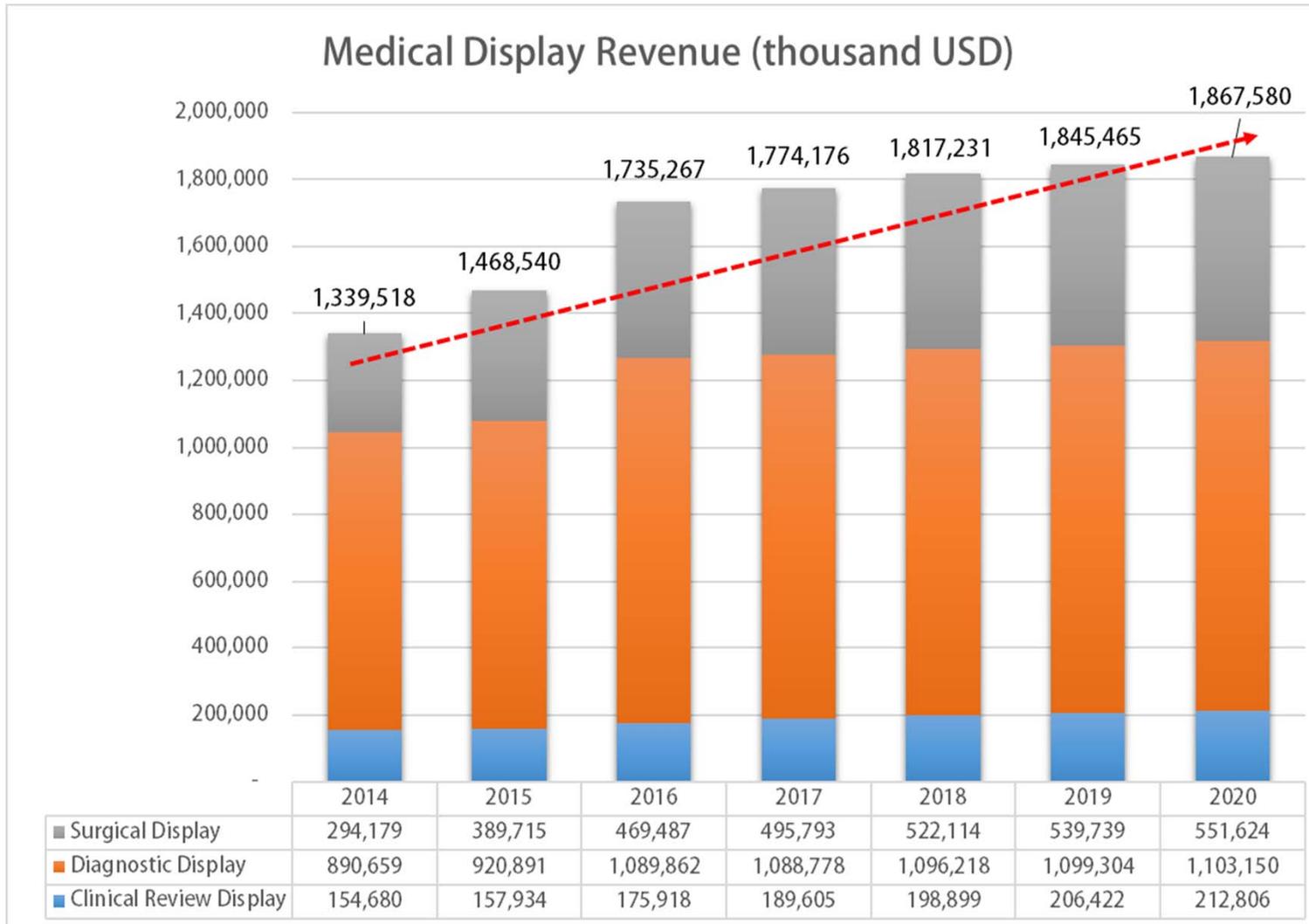
Revenue Analysis





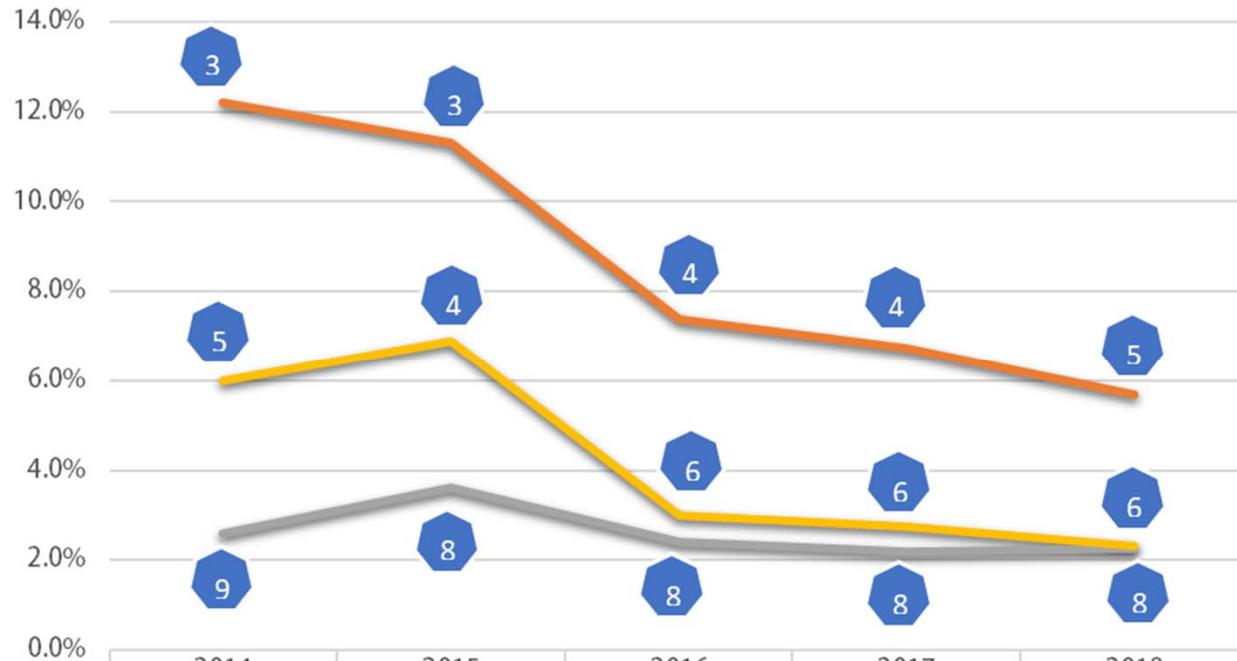


Market Size & Market Share



Market Size & Market Share

Diva Market Share



	2014	2015	2016	2017	2018
Overall Shipment	12.2%	11.3%	7.4%	6.7%	5.7%
Surgical Shipment	2.6%	3.6%	2.4%	2.2%	2.3%
Diagnostic Shipment	6.0%	6.9%	3.0%	2.7%	2.3%

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



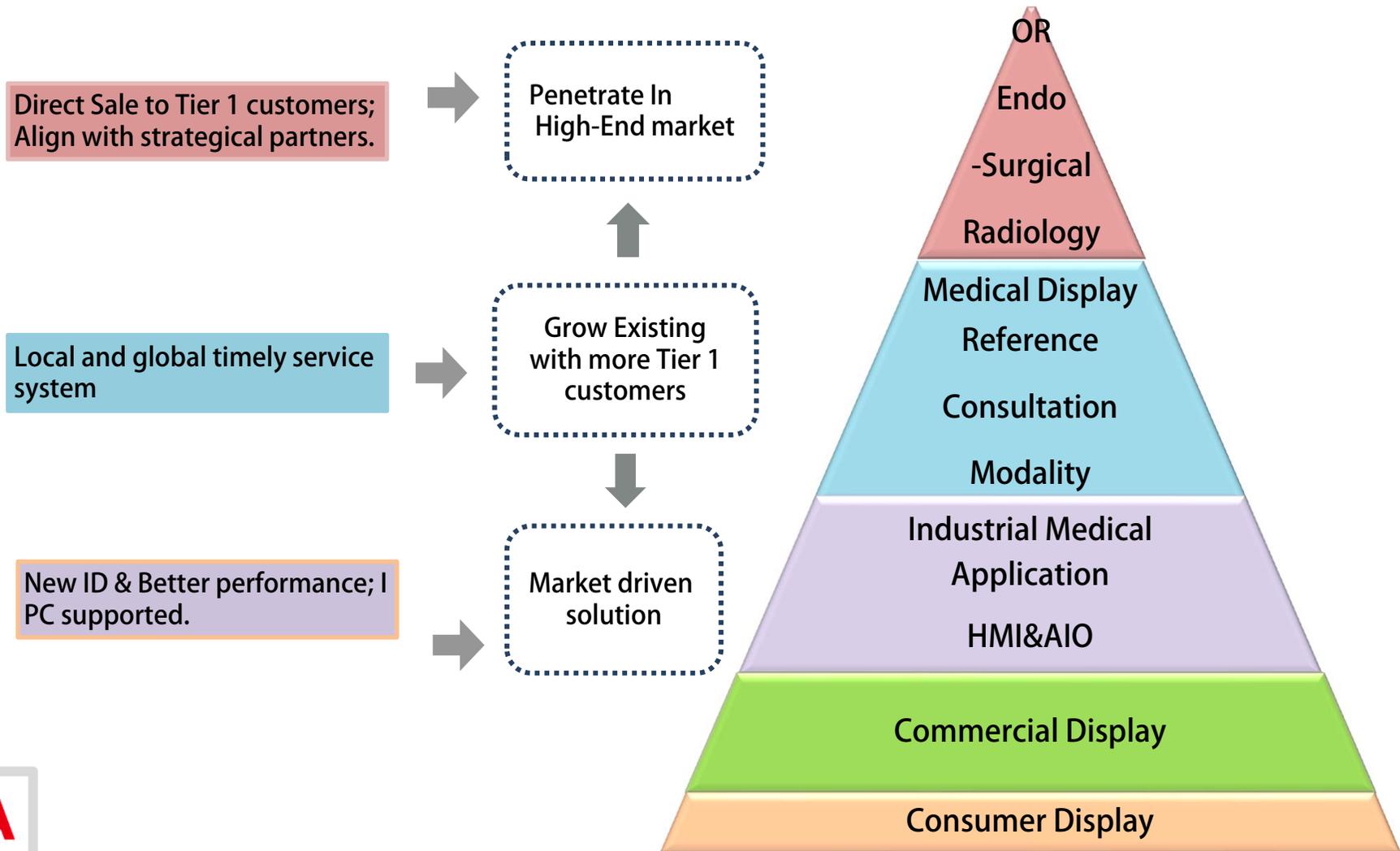
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Strategy and Prospects

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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Q&A

DVA displays better.

Diva Laboratories, Ltd.

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Thank You