CMOS Image Sensors in Automotive Industry

ADAS & AUTONOMOUS Are Taking Off

Jan. 2018
KINGPAK’s statements of its current expectations are forward-looking statements subject to significant risks and uncertainties and actual results may differ materially from those expressed or implied in these forward-looking statements for a variety of reasons, including but not limited to, among other things: the cyclical nature of our industry; our dependence on introducing new products on a timely basis; our dependence on growth in the demand for our products; our ability to compete effectively; our ability to successfully expand our capacity; our dependence on key personnel; general economic and political conditions, including those related to the electronic device industries; possible disruptions in commercial activities caused by natural and human-induced disasters, including terrorist activity and armed conflict; and fluctuations in foreign currency exchange rates.

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.
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1. CMOS Image Sensor Market (in $%)

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>YoY(%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mobile</td>
<td>$6,666</td>
<td>$8,015</td>
<td>20%</td>
</tr>
<tr>
<td>Consumer</td>
<td>$1,430</td>
<td>$1,263</td>
<td>-12%</td>
</tr>
<tr>
<td>Computing</td>
<td>$869</td>
<td>$775</td>
<td>-11%</td>
</tr>
<tr>
<td>Automotive</td>
<td>$541</td>
<td>$585</td>
<td>8%</td>
</tr>
<tr>
<td>Medical</td>
<td>$34</td>
<td>$39</td>
<td>16%</td>
</tr>
<tr>
<td>Security</td>
<td>$427</td>
<td>$624</td>
<td>46%</td>
</tr>
<tr>
<td>Industrial/Space/Defense</td>
<td>$281</td>
<td>$297</td>
<td>5%</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$10,248</strong></td>
<td><strong>$11,598</strong></td>
<td><strong>13.2%</strong></td>
</tr>
</tbody>
</table>

2016 CIS Revenue breakdown by market:
- Mobile: 69.1%
- 2016: $11,598M
- Security: 18.5%
- Consumer: 9.5%
- Automotive: 5.0%
- Computing: 6.8%
- Medical: 0.5%
- Industrial/Space/Defense: 3.6%

1. Overall CIS CAGR in Revenue (Y2016-2022) ~10.5%
2. Automotive CAGR in Revenue (Y2016-2022) ~23%
3. Security CAGR in Revenue (Y2016-2022) ~18%
2. CMOS Image Sensor Market (in unit)

Market TAM:
1. 5.0B units market in 2016 & should reach 8.0B units by 2022
2. CAGR(2016~2022) in Unit: 8.5%

'16~'22 CAGR in Unit for Automotive(26%) & Security(21%)
3. CMOS Image Sensor Market (in $M)

Automotive will become 2nd largest segment by Y2018

‘16~’22 CAGR in Revenue for Automotive(23%) & Security(18%)
### 4. Who Are Major Players & Ranking (by Revenue)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>2015</th>
<th>2016</th>
<th>YoY (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Sony</td>
<td>$3960</td>
<td>$4,858</td>
<td>23%</td>
</tr>
<tr>
<td>2</td>
<td>Samsung</td>
<td>$1,850</td>
<td>$2,126</td>
<td>15%</td>
</tr>
<tr>
<td>3</td>
<td>Omnivision</td>
<td>$1,250</td>
<td>$1,437</td>
<td>15%</td>
</tr>
<tr>
<td>4</td>
<td>ON Semi</td>
<td>$747</td>
<td>$717</td>
<td>-4%</td>
</tr>
<tr>
<td>5</td>
<td>Panasonic</td>
<td>$336</td>
<td>$387</td>
<td>15%</td>
</tr>
<tr>
<td>6</td>
<td>Canon</td>
<td>$404</td>
<td>$360</td>
<td>-11%</td>
</tr>
<tr>
<td>7</td>
<td>SK Hynix</td>
<td>$325</td>
<td>$310</td>
<td>-5%</td>
</tr>
<tr>
<td>8</td>
<td>ST Micro</td>
<td>$200</td>
<td>$290</td>
<td>45%</td>
</tr>
<tr>
<td>9</td>
<td>Galaxycore</td>
<td>$275</td>
<td>$286</td>
<td>4%</td>
</tr>
<tr>
<td>10</td>
<td>Pixart</td>
<td>$170</td>
<td>$181</td>
<td>6%</td>
</tr>
<tr>
<td>11</td>
<td>Hamamatsu</td>
<td>$96</td>
<td>$132</td>
<td>38%</td>
</tr>
<tr>
<td>12</td>
<td>Pixelplus</td>
<td>$93</td>
<td>$85</td>
<td>-9%</td>
</tr>
<tr>
<td>13</td>
<td>Other</td>
<td>$542</td>
<td>$429</td>
<td>-21%</td>
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<tr>
<td></td>
<td><strong>Total</strong></td>
<td><strong>$10,248M</strong></td>
<td><strong>$11,598M</strong></td>
<td></td>
</tr>
</tbody>
</table>

**SONY**
- #1 in CCD Image sensor; leading BSI technology for Apple

**SAMSUNG**
- #1 Smartphone market share, plus leading Semiconductor Technology

**OVT**
- Working with TSMC, 1st BSI release for Apple, leading in low-end market

**ON SEMI**
- Merged Aptina in 2014, with a focus on Automobile & Security areas
Ⅰ CIS Market Outlook

★Ⅱ Automotive CIS Market Outlook

Ⅲ Security & Surveillance CIS Market Outlook

Ⅳ Kingpak Major Customers & Landscape

Ⅴ Kingpak’s Growth Potential & Driver

Ⅵ Overview of Kingpak

Ⅶ Technology Competition & Analysis

Ⅷ Kingpak Performance Updated
1. From 2017~2022 growth should be back to a ~25.6% CAGR in volume
2. Some cars will require +10 cameras.
2. CMOS Automotive Top 10

a. After 3 years of intense growth, the CIS automotive market is now highly visible in the CIS industry.
b. ON Semi is the dominant player in this market followed by Omnivision.
c. Sony’s acquisition of Toshiba’s CIS business will modify the power balance in the coming years.
3. Automotive Camera Supply Chains

1. The average timeline for camera module house to certify the system is ~ 1 to 2 years.
2. These Tier1 & Tier2 module/system makers have qualified Kingpak System/Products.
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CMOS sensor sales for security systems and surveillance applications are expected to grow by a **CAGR in Unit ~+21.0%(2016-2022)**
2. CMOS Security/Surveillance Top 10

Security CAGR in Revenue (Y2016-2022) ~18%
## Security / Surveillance Supply Chain

### Security Camera Map

<table>
<thead>
<tr>
<th>Sensor</th>
<th>Package</th>
<th>Optics</th>
<th>Major</th>
<th>Minor</th>
</tr>
</thead>
<tbody>
<tr>
<td>On Semiconductor</td>
<td>XinTec</td>
<td>LARGAN</td>
<td>AXIS</td>
<td>BASLER</td>
</tr>
<tr>
<td>SONY</td>
<td>Aptina</td>
<td>SONY</td>
<td>BOSCH</td>
<td>PHILIPS</td>
</tr>
<tr>
<td>SONY</td>
<td>SHARP</td>
<td>PELCO</td>
<td>PELCO</td>
<td>AREVA</td>
</tr>
<tr>
<td>Samsung</td>
<td>KYOCERA</td>
<td>FUJINON</td>
<td>THALES</td>
<td>Dallmeier</td>
</tr>
<tr>
<td>PIXIM</td>
<td>KINGPAK</td>
<td>OMRON</td>
<td>MOBOTIX</td>
<td></td>
</tr>
<tr>
<td>CLAIRPIXEL</td>
<td></td>
<td>SONY</td>
<td>VERINT</td>
<td></td>
</tr>
<tr>
<td>PulsarX</td>
<td>ChipMOS</td>
<td>Sunex</td>
<td>ACTi</td>
<td>tyco</td>
</tr>
<tr>
<td>Viimagic</td>
<td></td>
<td>JENOPTIK</td>
<td>D-LINK</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>ZEISS</td>
<td>HIKVISION</td>
<td></td>
</tr>
</tbody>
</table>

*Source: Kingpak Management*
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VIII  Kingpak Performance Updated
1. On Semi: 60-65% of total sales.
2. Others: Sony, Panasonic, Pixelplus, STM, etc.
3. Promising new customers: Omnivision
a-2. CIS Customers: Security/Surveillance

Security CAGR in Revenue(Y2016-2022) ~ 18%
1. The average timeline for camera module house to certify the system is ~ 1 to 2 years.
2. These Tier1 & Tier2 module/system makers have qualified Kingpak System/Products.
c. Supply Chain Landscape - CAR maker name plate
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1. Tapping the 25% CAGR growth in automotive camera market driven by ADAS and autonomous vehicle.
2. Leveraging Kingpak’s 55-65% global share in assembly/testing of automotive camera sensors. OEM市場甚至超過70%
2. CIS Migration from 0.3MP to 1.0/2.0/3.0MP

Moving forward to 2.0M and 3.0M or even higher solution

Remark:
Automotive camera sensor resolution migration (Upgrading from 0.3M to 1.3/2.0/3.0MP)

Source: Toshiba
3. CIS Anticipating More Applications & Sensor Fusion

Longer term, more automotive image sensor for 3D cameras, short to long distance, Infra-red

Source: Yole
ADAS to Autonomous vehicle – Increasing number of camera sensors per vehicle
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1. Kingpak is an OSAT focusing on CIS(CMOS Image Sensor) for Auto.
2. Kingpak has 55-65% of global market share in auto camera sensors outsourced Packaging & Testing
3. Kingpak is also strong in security camera sensors.
Product & Service (Package Solutions)

Security

Automotive

Sport Camera

Mobile

13M

8M

5M

1.3M 2M HD FHD

VGA

DIC

miniPLCC

iLCC

imBGA

mPLCC

DIC

CLCC

iPLCC (Main Cam)

Second Cam

imLCC

PLCC

Car DVR
b-2 Kingpak Dedicated Reconstructed Assembly

1. Class 10 clean room for CMOS Image Sensors
2. Auto/Visual Inspection
3. Polish Grinding
4. Laser Grooving
5. Auto/Visual Inspection
1. Industrial Standard System

2. In-house Developed System
c. Kingpak IPs

• ~550 patent applications

★ More Ips under Filing

Remark
1. World#1 CSP Package Mass Production for DRAM
2. Y2000 started Micro SD PIP package, Y2005 World#1 MP
3. Most CMOS Image Sensor package IP Company
d. Automotive Supply Chain Certification

Remark:
The average timeline for tier 1 or 2 automotive integrator to certify is 1.5 to 2 years. Plus CIS package qualification => The total timeline takes 3 ~ 4 years.
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### 1.1 Competition Technologies & Analysis

<table>
<thead>
<tr>
<th>Strength</th>
<th>Weakness</th>
<th>Opportunity</th>
<th>Threat</th>
<th>Potential Competitors</th>
</tr>
</thead>
<tbody>
<tr>
<td>iBGA</td>
<td>xx BGA</td>
<td>CSP</td>
<td>CLCC</td>
<td>COB</td>
</tr>
<tr>
<td>Reliability</td>
<td>Reliability</td>
<td>Dimension</td>
<td>Reliability</td>
<td>Dimension</td>
</tr>
<tr>
<td>Image Quality</td>
<td>Image Quality</td>
<td>Package Cost</td>
<td>Thermal Performance</td>
<td>Cost</td>
</tr>
<tr>
<td>High Speed Design</td>
<td>High Speed Design</td>
<td>Package Cost</td>
<td>Module Yield</td>
<td>Cycle Time</td>
</tr>
<tr>
<td>Design</td>
<td>Dimension</td>
<td>Reliability</td>
<td>Module Yield</td>
<td></td>
</tr>
<tr>
<td>Package Cost</td>
<td>Reliability</td>
<td>Dimension</td>
<td>Cycle Time</td>
<td></td>
</tr>
<tr>
<td>Design</td>
<td>Reliability</td>
<td>Image Quality</td>
<td>Reliability</td>
<td></td>
</tr>
<tr>
<td>Design</td>
<td>Dimension</td>
<td>Package Cost</td>
<td>Module Yield</td>
<td></td>
</tr>
<tr>
<td>Design</td>
<td>Reliability</td>
<td>Image Quality</td>
<td></td>
<td></td>
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<tr>
<td>Reliability</td>
<td>Package Cost</td>
<td>Module Yield</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Image Quality</td>
<td>Dimension</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dimension</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dimension</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Opportunity</td>
<td>Weakness</td>
<td>Opportunity</td>
<td>Threat</td>
<td>Potential Competitors</td>
</tr>
<tr>
<td>Coating glass embedded</td>
<td>Coating glass embedded</td>
<td>12 inch wafer for lower package cost</td>
<td>Lower package cost for 12 inch CSP</td>
<td>KINGPAK</td>
</tr>
<tr>
<td>Electrical performance</td>
<td>Electrical performance</td>
<td>Easy Package Tech.</td>
<td>Lower package cost for 12 inch CSP</td>
<td>KINGPAK</td>
</tr>
<tr>
<td>Coating Glass High speed design limitation</td>
<td>Less material supplier</td>
<td>Yield control</td>
<td>Lower package cost for 12 inch CSP</td>
<td>Xintec</td>
</tr>
<tr>
<td>Module Yield</td>
<td>Cycle Time</td>
<td>After Market</td>
<td>Lower package cost for 12 inch CSP</td>
<td>LGSC</td>
</tr>
<tr>
<td>Dimension</td>
<td>Reliability</td>
<td></td>
<td></td>
<td>TERRASEM</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>LITEON</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>iBGA</td>
<td>Tiny iBGA</td>
<td>XinTSV</td>
<td>XinPac</td>
</tr>
<tr>
<td>------------------</td>
<td>-----------------------</td>
<td>------------------------</td>
<td>------------------------------------</td>
<td>------------------------------------</td>
</tr>
<tr>
<td><strong>Package Size</strong></td>
<td>7.5 x 7.5 mm</td>
<td>7 x 7 mm</td>
<td>6.2 x 6.2 mm</td>
<td>6.2 x 6.2 mm</td>
</tr>
<tr>
<td></td>
<td>5.6 um x 5.6 um</td>
<td>5.6 um x 5.6 um</td>
<td>5.6 um x 5.6 um</td>
<td>5.6 um x 5.6 um</td>
</tr>
<tr>
<td><strong>Module Size</strong></td>
<td>8 x 8 mm (estimate)</td>
<td>7.5 x 7.5 mm (estimate)</td>
<td>7.5 x 7.5 mm (estimate) (Under fill added)</td>
<td>7.5 x 7.5 mm (estimate) (Under fill added)</td>
</tr>
<tr>
<td><strong>Package Reliability Level</strong></td>
<td>AEC Q-100 Grade 2</td>
<td>AEC Q-100 Grade 1</td>
<td>AEC Q-100 Grade 2 (Not qualified)</td>
<td>AEC Q-100 Grade 2</td>
</tr>
<tr>
<td><strong>Board Level Reliability</strong></td>
<td>Yes</td>
<td>Yes</td>
<td>Yes (under-fill)</td>
<td>Yes (under-fill)</td>
</tr>
<tr>
<td><strong>Cost</strong></td>
<td>Middle</td>
<td>Low</td>
<td>High</td>
<td>Middle</td>
</tr>
</tbody>
</table>
3. Entry Barriers for Package

Stage 1: IP Patent
- Over 500 Patents, and 62% focus on CMOS

Stage 2: Quality System
- System certify: TS16949; ISO14001
- 0 dppm target: 6 sigma implement
- Passed Tier 1 customer audit

Stage 3: Process Control
- High Level Clean room setup: Class 10
- Good experience & Know-How at Particle control

Stage 4: Technical Supporting
- Fully Turn-Key Solution
- Small Pixel size Handling experience
- Package development Know-How & Profile

Stage 5: Management Team
- Over 15 years CMOS experience Elite
- Long term Relationship w/ Suppliers
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### KINGPAK Q4 2017 Consolidated Statement of Financial Information (QoQ)

<table>
<thead>
<tr>
<th>Unit: NTD K</th>
<th>Q1-2016</th>
<th>%</th>
<th>Q2-2016</th>
<th>%</th>
<th>Q3-2016</th>
<th>%</th>
<th>Q4-2016</th>
<th>%</th>
<th>Q1-2017</th>
<th>%</th>
<th>Q2-2017</th>
<th>%</th>
<th>Q3-2017</th>
<th>%</th>
<th>Q4-2017</th>
<th>%</th>
<th>2017 Q3 o Q4</th>
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<tbody>
<tr>
<td>Revenue</td>
<td>708,997</td>
<td>566,544</td>
<td>522,523</td>
<td>559,219</td>
<td>500,908</td>
<td>536,585</td>
<td>530,791</td>
<td>584,113</td>
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<td></td>
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<tr>
<td>Gross profit</td>
<td>231,193</td>
<td>32.61</td>
<td>168,173</td>
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<td>123,817</td>
<td>23.70</td>
<td>181,191</td>
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<td>171,971</td>
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<td>178,302</td>
<td>33.23</td>
<td>167,968</td>
<td>31.64</td>
<td>209,417</td>
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<td>Operating income</td>
<td>153,357</td>
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<td>106,104</td>
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<td>12.04</td>
<td>107,459</td>
<td>19.22</td>
<td>109,018</td>
<td>21.76</td>
<td>102,669</td>
<td>19.13</td>
<td>106,298</td>
<td>20.03</td>
<td>161,205</td>
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<td>EPS</td>
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<td>3.13</td>
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<tr>
<td>ROA</td>
<td>28.38%</td>
<td>22.91%</td>
<td>19.62%</td>
<td>25.26%</td>
<td>20.33%</td>
<td>18.89%</td>
<td>17.98%</td>
<td>17.03%</td>
<td>-0.95%</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ROE</td>
<td>46.63%</td>
<td>42.94%</td>
<td>35.65%</td>
<td>38.17%</td>
<td>29.85%</td>
<td>32.34%</td>
<td>30.94%</td>
<td>30.83%</td>
<td>-0.11%</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Debt/Assets</td>
<td>38.79%</td>
<td>52.30%</td>
<td>49.68%</td>
<td>29.27%</td>
<td>34.94%</td>
<td>51.23%</td>
<td>50.99%</td>
<td>54.39%</td>
<td>3.40%</td>
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<td></td>
<td></td>
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<tr>
<td>Current ratio</td>
<td>147.33%</td>
<td>110.86%</td>
<td>126.11%</td>
<td>149.31%</td>
<td>158.07%</td>
<td>121.77%</td>
<td>137.62%</td>
<td>152.02%</td>
<td>14.40%</td>
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</tr>
<tr>
<td>Quick ratio</td>
<td>127.02%</td>
<td>98.42%</td>
<td>114.76%</td>
<td>127.61%</td>
<td>140.54%</td>
<td>112.34%</td>
<td>129.35%</td>
<td>144.42%</td>
<td>15.07%</td>
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</tr>
</tbody>
</table>

a. Better product portfolio by more auto engagement in 2017  
b. Auto product migrate to 1.3 and 2M
KINGPAK Q4 2017 Consolidated Statement of Financial Information

- Revenue pickup again by 1.3M launch
- Better and better EPS QoQ
KINGPAK Q4 2017 Consolidated Statement of Financial Information

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Gross Profit</th>
<th>Gross Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1-2015</td>
<td>156,733</td>
<td>22.25%</td>
</tr>
<tr>
<td>Q2-2015</td>
<td>107,587</td>
<td>21.50%</td>
</tr>
<tr>
<td>Q3-2015</td>
<td>188,758</td>
<td>28.42%</td>
</tr>
<tr>
<td>Q4-2015</td>
<td>207,555</td>
<td>29.15%</td>
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<tr>
<td>Q1-2016</td>
<td>231,193</td>
<td>32.61%</td>
</tr>
<tr>
<td>Q2-2016</td>
<td>168,173</td>
<td>29.68%</td>
</tr>
<tr>
<td>Q3-2016</td>
<td>123,817</td>
<td>23.70%</td>
</tr>
<tr>
<td>Q4-2016</td>
<td>181,191</td>
<td>32.40%</td>
</tr>
<tr>
<td>Q1-2017</td>
<td>171,971</td>
<td>34.33%</td>
</tr>
<tr>
<td>Q2-2017</td>
<td>178,302</td>
<td>33.23%</td>
</tr>
<tr>
<td>Q3-2017</td>
<td>167,968</td>
<td>31.64%</td>
</tr>
<tr>
<td>Q4-2017</td>
<td>209,417</td>
<td>35.85%</td>
</tr>
</tbody>
</table>
KINGPAK Q4 2017 Business Segment (In Revenue)

Unit: NTD in Million

- Q1-2016: NTS349
- Q2-2016: NTS254
- Q3-2016: NTS177
- Q4-2016: NTS220
- Q1-2017: NTS300
- Q2-2017: NTS333
- Q3-2017: NTS361
- Q4-2017: NTS341

1-4Q 2017 YoY +23%
For Automotive in Revenue.
Automotive sector is going to dominate our business and keep growing
Thank you