



Abstract of Annual Report 2017

March 2018

- 
- 1** **Financial Highlights**
 - 2** **Major Shareholders**
 - 3** **Performance Forecasts**
 - 4** **Core Competitiveness**
 - 5** **Looking Forward**

Financial Highlights-Main Financial Data

	1 Jan 2017 to 31 Dec 2017	1 Jan 2016 to 31 Dec 2016	Changes
Revenue(RMB mn)	25,536.73	19,287.81	32.40%
Profits attributable to shareholders of The Parent Company (RMB mn)	2,139.23	1,651.50	29.53%
Net cash flow generated from operating activities (RMB mn)	3,531.00	2,269.22	21.81%
Basic EPS(RMB)	0.68	0.54	25.93%
ROE	16.58%	16.30%	0.28%
	As at 31 Dec 2017	As at 31 Dec 2016	Changes
Total assets(RMB mn)	26,570.59	22,912.09	15.97%
Net assets attributable to shareholders of The Parent Company (RMB mn)	14,917.47	10,845.23	37.34%

Financial Highlights-Breakdown of Main Business

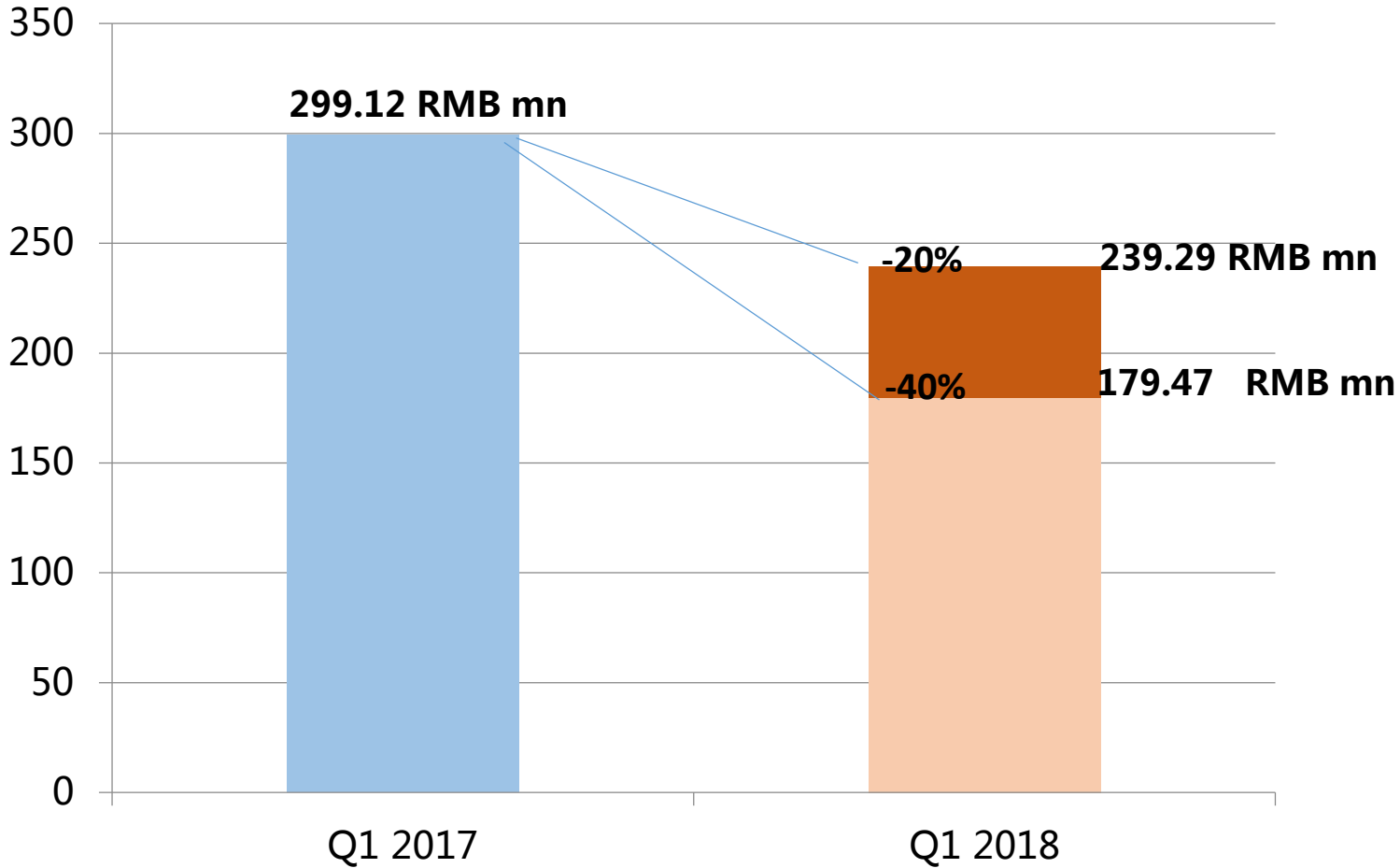
	Revenue (RMB mn)	COGS (RMB mn)	Gross Profit Margin (GPM) (%)	YOY change in revenue (%)	YOY change in COGS (%)	YOY change in GPM (%)
By Product						
Electro - acoustic Components	15,266.08	11,570.33	24.21%	39.56%	39.28%	0.15%
Electronic Accessories	9,836.45	7,993.25	18.74%	26.32%	28.51%	-1.39%
By Region						
Domestic	3,281.52	2,399.55	26.88%	-20.92%	-24.61%	3.58%
Overseas	21,821.01	17,164.03	21.34%	49.70%	51.30%	-0.83%

Major Shareholders

As of 31 December 2017, the total number of shareholders of Goertek Inc. was 85,297

No	Name of Shareholders	Shareholdings (%)	Number of shares hold
1	Weifang Goertek Group Co.,Ltd	23.91%	776,045,479
2	Jiang Bin	17.11%	555,101,518
3	Jiang Long	3.16%	102,590,612
4	China Securities Finance Corporation Limited	1.44%	46,739,320
5	Huatai Securities - Goertek "Home No 1" ESOP Collective Asset Management	1.28%	41,411,300
6	Central Huijin Assets Management Ltd	0.97%	31,573,800
7	Hong Kong Securities Clearing Company Ltd	0.97%	31,356,515
8	China Foreign Economy and Trade Trust Co., Ltd - Springs Capital	0.96%	31,197,705
9	Norges Bank	0.90%	29,174,912
10	Shandong International Trust Co., Ltd - Goertek "Home No 2 "ESOP Collective Fund Trust	0.80%	26,043,496

Variation Range of Profits Attributable to Shareholder of Parent Company for Financial Period From Q1 2018:



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 materials
- Precision manufacturing in the fields of Optical lens, Optical-circuit design, VR/AR, Micro-display/Micro-projection, Sensors, Mems, 3D microencapsulation, etc
- Quick and high quality mass production capacity, and won several projects in 2017
- Introduced expertise and integrated peripherals, realized flexible automatic production, to promote the “Smart Manufacturing”

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
- 11,935 patents (4,812 patents for invention, 5,543 patents have been authorized) applied by 31 Dec 2017, of which 4,079 were applied in 2017

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 looking for new profit growth point from the strategic fields of "Hearable, Viewable, Wearable and Robotics"

4. Executive Management Team and ideally talented personnel/teams.

- Highly qualified and competent leaders that have graduated from renowned universities and from renowned companies.
- 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 and its applications, VR and AR become the important technology development trends (based on the research done by Gartner), broaden the market and provide new opportunities for our business in electro-acoustic components and electro accessories
- II. The combination of consumer electrics with Intelligent, IoT and Big data creating new applications and products, provides broad market prospects and new development opportunities for the company
- III. The steady growth in the Smart Phone market increasing the specification requirements of components, especially in 3D sensing, 5G antenna, the waterproof and stereo sound effects.
- IV. Fierce competition in retain and acquire major customers

- **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. Focusing on the developing of strategic emerging industries such as virtual/augmented reality, smart wearables, smart audio, robotics, etc. with artificial intelligence at the core

- **Business plan for 2018**

In this era of “Smart” , as one of the most promising companies in the fields of consumer electronics, based on the advanced technologies and channels gained from our traditional core business, we are proactively building up a smart hardware ecosystem and venturing into the the developing of strategic emerging industries such as virtual/augmented reality, smart wearables, smart audio, robotics, etc. with artificial intelligence at the core by:

- I. Building a rapid response team to maximize customer value.
- II. Building a lean culture system to promote the operator’ s refined management.
- III. Improving the system of talent selection and appointment to enhance the efficiency of human resources.
- IV. Establishing the whole process evaluation system and improve the overall quality management capability.
- V. Enhancing the flexible manufacturing system.
- VI. Return to the basic aspects of management and shape the leading industry culture.

- **Capital requirements and use plan**

Keep on maintaining the good relationships with banks and other financial institutions. As a support of our business strategy development, we are planning to issue short-term financing bills in 2018.

THANK YOU!

