

Qisda Corporation Investor Conference : 2017 Q4 Results

Mar 16, 2018

Safe Harbor Notice

We have made forward-looking statements in the presentation. Our forward-looking statements contain information regarding, among other things, our financial conditions, future expansion plans and business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties, and assumptions about us.

We undertake no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events might not occur and our actual results could differ materially from those anticipated in these forward-looking statements.

2017 Q4 Financial Results and Business Summary

Statement of Comprehensive Income (Consolidated)

Amount : NT\$ Million

	2017 Q3		2017 Q4		QoQ	2016 Q4		YoY
Net Sales	35,158	100.0%	37,120	100.0%	5.6%	34,283	100.0%	8.3%
Cost of Goods Sold	(31,077)		(32,649)			(30,092)		
Gross Margin	4,081	11.6%	4,472	12.0%	+0.4 ppt	4,191	12.2%	-0.2 ppt
Operating Expenses	(3,352)	-9.5%	(3,568)	-9.6%		(3,042)	-8.9%	
Operating Income	729	2.1%	904	2.4%	+0.3 ppt	1,149	3.4%	-1.0 ppt
Non-operating Income, Net	847		773			805		
Net Income	1,391	4.0%	1,548	4.2%	+0.2 ppt	1,674	4.9%	-0.7 ppt
Shareholders of the Company	1,279	3.6%	1,417	3.8%	+0.2 ppt	1,600	4.7%	-0.9 ppt
EPS (NT\$)(a)	0.65		0.72			0.81		
Net Worth / Share (NT\$)(b)	15.28		15.74			15.00		

(a) EPS was calculated based on total weighted-averaged outstanding shares (1,967 m shares)

(b) Net worth per share was calculated based on total outstanding shares (1,967 m shares)

Statement of Comprehensive Income (Consolidated)

Amount : NT\$ Million

	2017		2016		YoY
Net Sales	136,862	100.0%	129,554	100.0%	5.6%
Cost of Goods Sold	(120,529)		(113,351)		
Gross Margin	16,333	11.9%	16,203	12.5%	-0.6 ppt
Operating Expenses	(12,931)	-9.4%	(11,716)	-9.0%	
Operating Income	3,402	2.5%	4,487	3.5%	-1.0 ppt
Non-operating Income, Net	3,017		357		
Net Income	5,656	4.1%	4,068	3.1%	+1.0 ppt
Shareholders of the Company	5,291	3.9%	4,342	3.4%	+0.5 ppt
EPS (NT\$) (1)	2.69		2.21		
Net Worth / Share (NT\$) (2)	15.74		15.00		

(a) EPS was calculated based on total weighted-averaged outstanding shares (1,967 m shares)

(b) Net worth per share was calculated based on total outstanding shares (1,967 m shares)

Balance Sheet Highlights (Consolidated)

Amount : NT\$ Million

	2017.12.31		2016.12.31		YoY
Cash & Equivalent	6,690	6.1%	6,825	7.2%	-2.0%
Accounts Receivable	28,125	25.8%	25,331	26.6%	11.0%
Inventory	20,179	18.5%	17,065	17.9%	18.2%
L-T Investments	16,748	15.4%	15,682	16.5%	6.8%
Total Assets	108,939	100.0%	95,312	100.0%	14.3%
Fin. Debt *	31,031	28.5%	22,656	23.8%	37.0%
Accounts Payable	25,870	23.7%	27,009	28.3%	-4.2%
Total Liabilities	71,395	65.5%	62,367	65.4%	14.5%
Equity	37,544	34.5%	32,945	34.6%	14.0%

* Fin. debt included long term and short term financial debts and lease obligations payable .

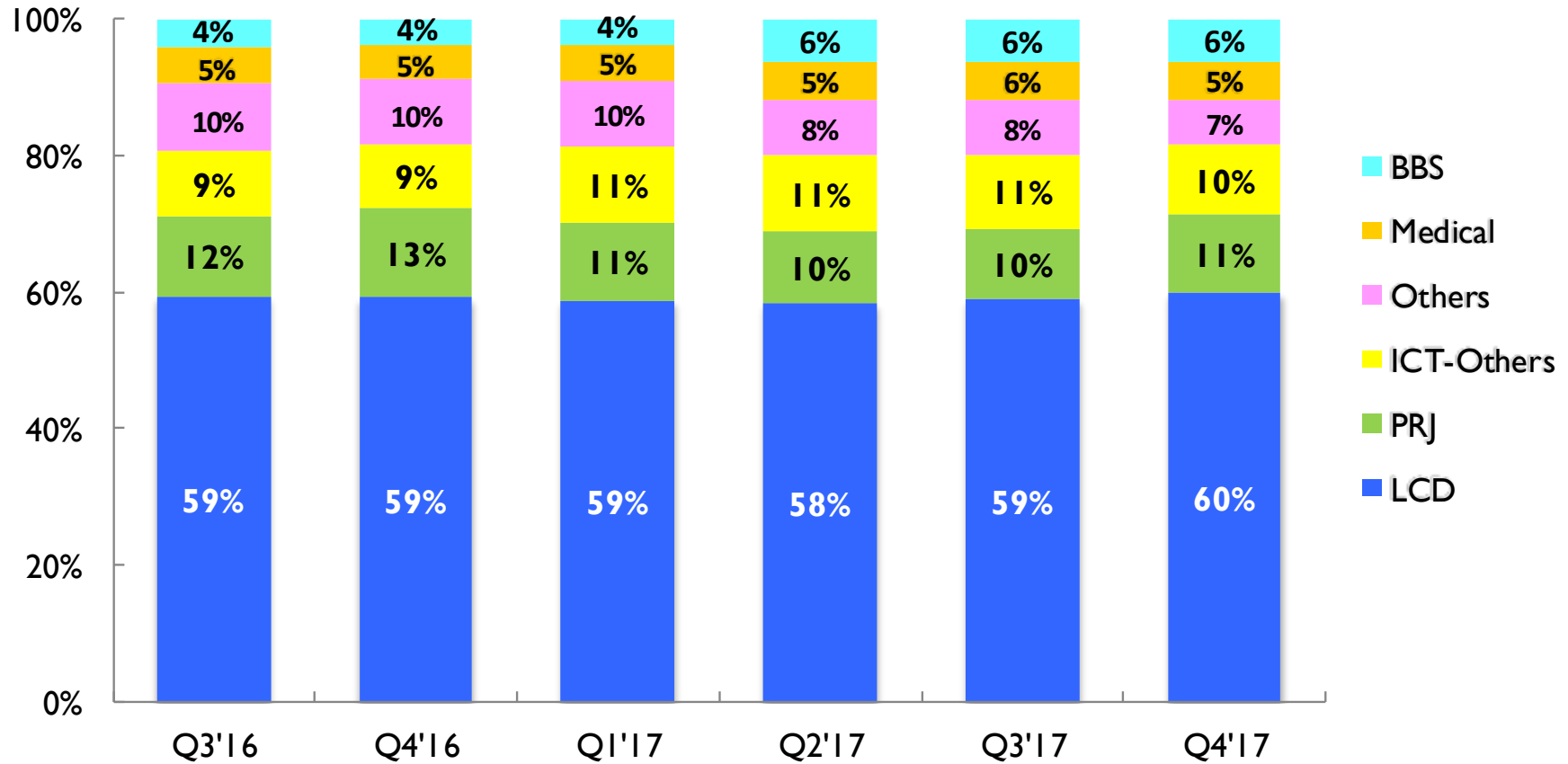
Key Financial Ratios (Consolidated)

	2017.12.31	2016.12.31	Var.
AR Turnover (Days)^(a)	76	81	-5 day
Inventory Turnover (Days)	56	54	+2 days
AP Turnover (Days)	80	84	-4 day
Cash Conversion Cycle (Days)	52	51	+1 days
ROE (annualized)	16.0%	12.6%	+3.4 ppt
Current ratio	105%	103%	+2 ppt
Fin. Debt^(b) / Total Assets	28%	24%	+4 ppt

(a) AR included AR factoring

(b) Fin. debt included long term and short term financial debts and lease obligations payable.

Revenue Breakdown by Product Line



* BBS : BenQ business solution

* Medical : includes medical Service 、 medical equipment 、 medical consumable

* Others : includes BenQ Materials Corp. and other products

* ICT-Others : includes professional/industrial display, signage, TV and automobile electronics products



Qisda

Value-Up Solutions