

Qisda Corporation Investor Conference : 2018 Q2 Results

Aug 09, 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.

2018 Q2 Financial Results and Business Summary

Statement of Comprehensive Income (Consolidated)

Amount : NT\$ Million

	2018 Q1		2018 Q2		QoQ	2017 Q2		YoY
Net Sales	35,654	100.0%	38,069	100.0%	6.8%	32,898	100.0%	15.7%
Cost of Goods Sold	(31,367)		(33,134)			(28,738)		
Gross Margin	4,287	12.0%	4,935	13.0%	+1.0 ppt	4,160	12.6%	+0.4 ppt
Operating Expenses	(3,432)	-9.6%	(3,605)	-9.5%		(3,190)	-9.7%	
Operating Income	855	2.4%	1,330	3.5%	+1.1 ppt	969	2.9%	+0.6 ppt
Non-operating Income, Net	482		40			756		
Net Income	1,103	3.1%	886	2.3%	-0.8 ppt	1,426	4.3%	-2.0 ppt
Shareholders of the Company	997	2.8%	803	2.1%	-0.7 ppt	1,365	4.1%	-2.0 ppt
EPS (NT\$) (a)	0.51		0.41			0.69		
Net Worth / Share (NT\$) (b)	16.12		15.48			14.57		

(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

	2018.06.30		2017.12.31		2017.06.30	
Cash & Equivalent	12,696	10.5%	6,637	6.1%	7,554	7.3%
Accounts Receivable	28,733	23.9%	28,125	25.8%	26,831	25.9%
Inventory	20,970	17.4%	20,179	18.5%	19,845	19.1%
L-T Investments	18,901	15.7%	16,748	15.4%	15,697	15.1%
Total Assets	120,447	100.0%	108,939	100.0%	103,676	100.0%
Fin. Debt *	36,073	29.9%	31,031	28.5%	29,934	28.9%
Accounts Payable	29,197	24.2%	25,869	23.7%	25,213	24.3%
Total Liabilities	83,597	69.4%	71,395	65.5%	70,874	68.4%
Equity	36,850	30.6%	37,544	34.5%	32,801	31.6%

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

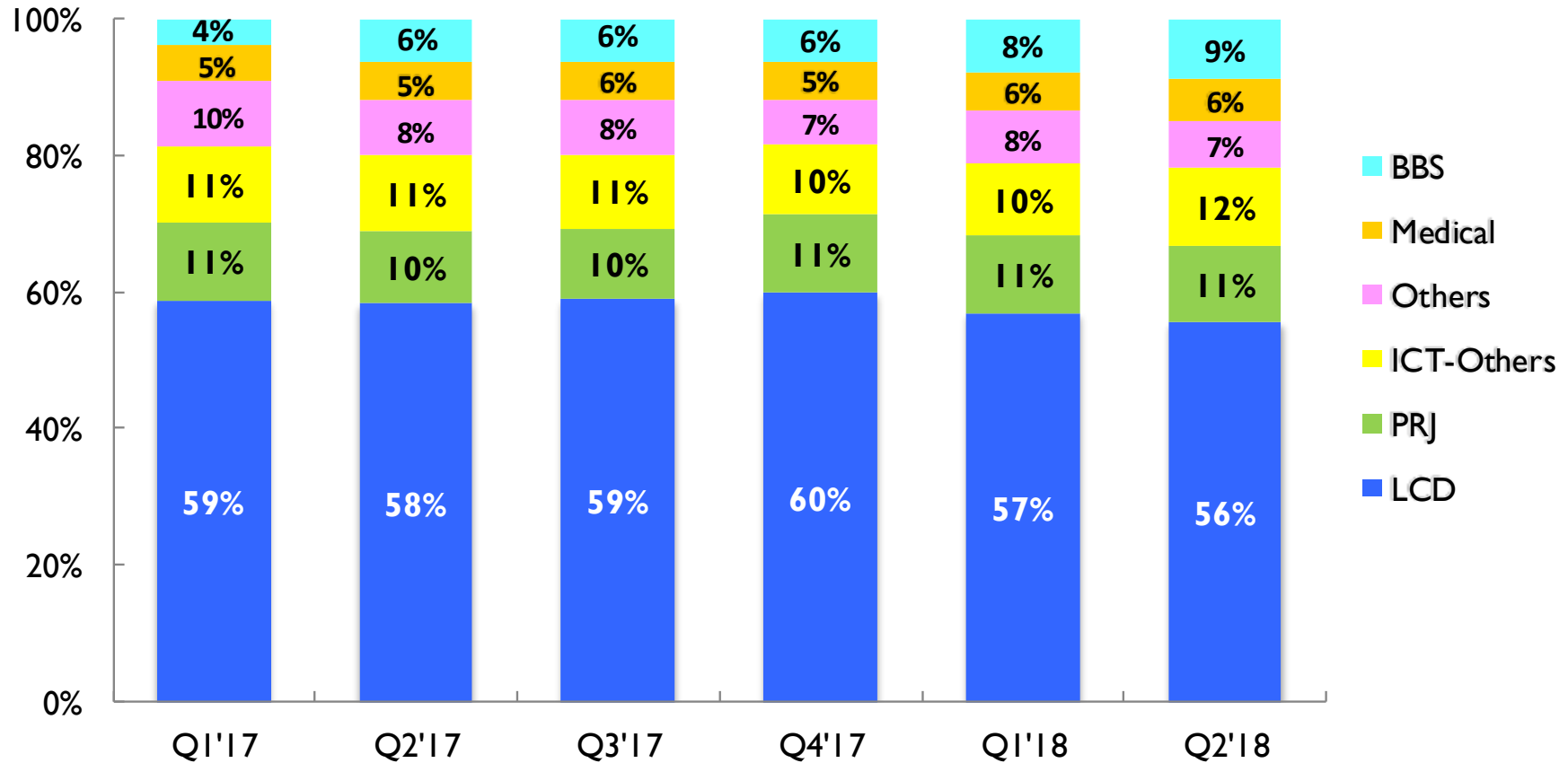
Key Financial Ratios (Consolidated)

	2018.06.30	2017.12.31	2017.06.30
AR Turnover (Days)^(a)	80	80	80
Inventory Turnover (Days)	58	56	59
AP Turnover (Days)	78	80	84
Cash Conversion Cycle (Days)	60	56	55
ROE (annualized)	10.7%	16.0%	16.5%
Current ratio	105%	106%	104%
Fin. Debt^(b) / Total Assets	30%	28%	29%

(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