

Qisda Corporation Investor Conference : 2018 Q3 Results

Nov 07, 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 Q3 Financial Results and Business Summary

Statement of Comprehensive Income (Consolidated)

Amount : NT\$ Million

	2018 Q3		2017 Q3		YoY
Net Sales	39,673	100.0%	35,158	100.0%	12.8%
Cost of Goods Sold	(34,737)		(31,077)		
Gross Margin	4,936	12.4%	4,081	11.6%	+0.8 ppt
Operating Expenses	(3,807)	-9.6%	(3,352)	-9.5%	
Operating Income	1,128	2.8%	729	2.1%	+0.7 ppt
Non-operating Income, Net	503		847		
Net Income	1,305	3.3%	1,391	4.0%	-0.7 ppt
Shareholders of the Company	1,195	3.0%	1,279	3.6%	-0.6 ppt
EPS (NT\$) (a)	0.61		0.65		
Net Worth / Share (NT\$) (b)	15.92		15.28		

(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)

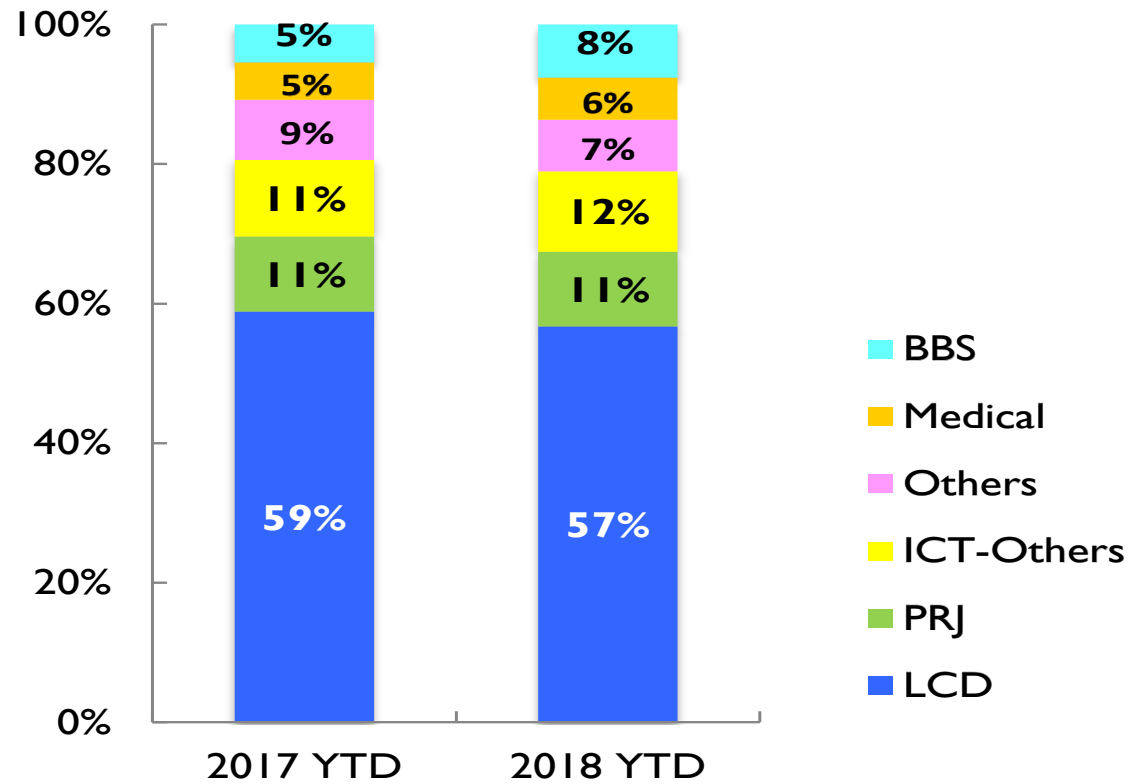
Amount : NT\$ Million

	2018'YTD		2017'YTD		YoY
Net Sales	113,396	100.0%	99,742	100.0%	13.7%
Cost of Goods Sold	(99,239)		(87,881)		
Gross Margin	14,157	12.5%	11,861	11.9%	+0.6 ppt
Operating Expenses	(10,844)	-9.6%	(9,363)	-9.4%	
Operating Income	3,313	2.9%	2,498	2.5%	+0.4 ppt
Non-operating Income, Net	1,025		2,244		
Net Income	3,294	2.9%	4,109	4.1%	-1.2 ppt
Shareholders of the Company	2,995	2.6%	3,875	3.9%	-1.3 ppt
EPS (NT\$) (a)	1.52		1.97		
Net Worth / Share (NT\$) (b)	15.92		15.28		

(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)

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

Balance Sheet Highlights (Consolidated)

Amount : NT\$ Million

	2018.09.30		2017.12.31		2017.09.30	
Cash & Equivalent	9,611	8.3%	6,637	6.1%	6,277	6.2%
Accounts Receivable	26,464	22.7%	28,125	25.8%	24,638	24.3%
Inventory	23,062	19.8%	20,179	18.5%	20,324	20.0%
L-T Investments	19,187	16.5%	16,748	15.4%	16,415	16.2%
Total Assets	116,476	100.0%	108,939	100.0%	101,493	100.0%
Fin. Debt *	33,873	29.1%	31,031	28.5%	28,784	28.4%
Accounts Payable	29,470	25.3%	25,869	23.7%	24,951	24.6%
Total Liabilities	78,438	67.3%	71,395	65.5%	67,140	66.2%
Equity	38,039	32.7%	37,544	34.5%	34,353	33.8%

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

Key Financial Ratios (Consolidated)

	2018.09.30	2017.12.31	2017.09.30
AR Turnover (Days)^(a)	66	71	69
AR Turnover (Days)	78	80	81
Inventory Turnover (Days)	60	56	58
AP Turnover (Days)	76	80	81
Cash Conversion Cycle (Days)	62	56	58
ROE (annualized)	11.6%	16.0%	16.3%
Current ratio	101%	106%	101%
Fin. Debt ^(b) Total Assets	29%	28%	28%

(a) AR included AR factoring

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

2018 Q3YTD Business Summary

➤ **Monitor \ Projector :**

- Monitor: Revenue NT\$ 64.3B, unit shipment 16.6M
- Projector: Revenue NT\$ 12.1B, unit shipment 1M

➤ **Medical :**

- Revenue NT\$ 6.8B

➤ **BBS :**

- Revenue NT\$ 8.6B



Qisda

Value-Up Solutions