

Qisda Corporation Investor Conference : 2018 Q4 Results

Mar 21, 2019

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 Q4 Financial Results and Business Summary

Statement of Comprehensive Income (Consolidated)

Amount : NT\$ Million

	2018 Q4		2017 Q4		YoY
Net Sales	42,387	100.0%	37,120	100.0%	14.2%
Cost of Goods Sold	(37,302)		(32,649)		
Gross Margin	5,086	12.0%	4,472	12.0%	0.0 ppt
Operating Expenses	(3,822)	-9.0%	(3,568)	-9.6%	
Operating Income	1,263	3.0%	904	2.4%	+0.6 ppt
Non-operating Income, Net	12		773		
Net Income	1,156	2.7%	1,548	4.2%	-1.5 ppt
Shareholders of the Company	1,040	2.5%	1,417	3.8%	-1.3 ppt
EPS (NT\$) (a)	0.53		0.72		
Net Worth / Share (NT\$) (b)	16.50		15.74		

(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		2017		YoY
Net Sales	155,783	100.0%	136,862	100.0%	13.8%
Cost of Goods Sold	(136,540)		(120,529)		
Gross Margin	19,243	12.4%	16,333	11.9%	+0.5 ppt
Operating Expenses	(14,667)	-9.4%	(12,931)	-9.4%	
Operating Income	4,576	2.9%	3,402	2.5%	+0.4 ppt
Non-operating Income, Net	1,037		3,017		
Net Income	4,451	2.9%	5,656	4.1%	-1.2 ppt
Shareholders of the Company	4,035	2.6%	5,291	3.9%	-1.3 ppt
EPS (NT\$) (a)	2.05		2.69		
Net Worth / Share (NT\$) (b)	16.50		15.74		

(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

	2018.12.31		2017.12.31	
Cash & Equivalent	9,619	8.0%	6,637	6.1%
Accounts Receivable	28,110	23.5%	28,125	25.8%
Inventory	25,063	20.9%	20,179	18.5%
L-T Investments	19,383	16.2%	16,748	15.4%
Total Assets	119,807	100.0%	108,939	100.0%
Fin. Debt *	33,400	27.9%	31,031	28.5%
Accounts Payable	30,671	25.6%	25,869	23.7%
Total Liabilities	79,948	66.7%	71,395	65.5%
Equity	39,860	33.3%	37,544	34.5%

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

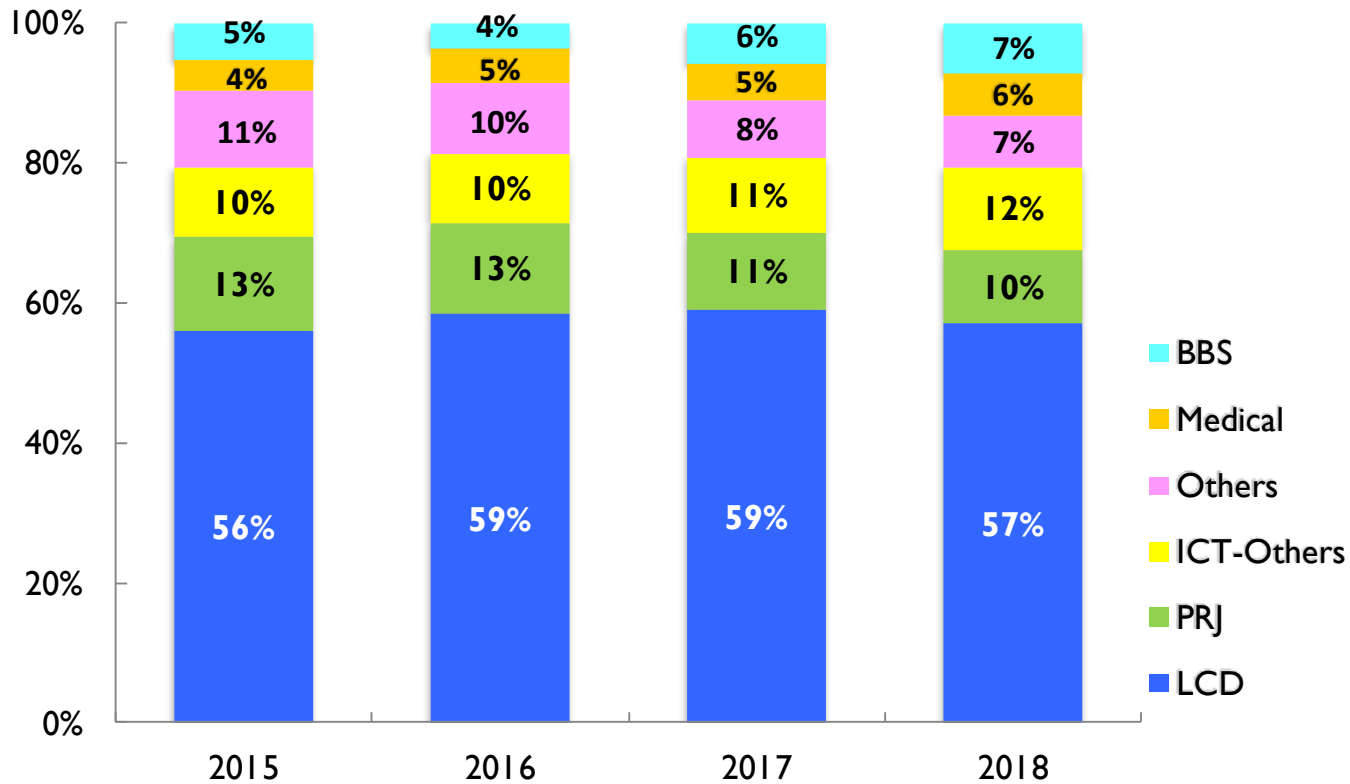
Key Financial Ratios (Consolidated)

	2018.12.31	2017.12.31
AR Turnover (Days)^(a)	78	80
Inventory Turnover (Days)	60	56
AP Turnover (Days)	76	80
Cash Conversion Cycle (Days)	62	56
ROE (annualized)	11.5%	16.0%
Current ratio	108%	106%
Fin. Debt ^(b)/ Total Assets	28%	28%

(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