

Qisda Corporation Investor Conference : 2019 Q3 Results

Nov 8, 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.

2019 Q3 Financial Results and Business Summary

Statement of Comprehensive Income (Consolidated)

Amount : NT\$ Million

	2019 Q2		2019 Q3		2018 Q3	
Net Sales	41,234	100.0%	42,804	100.0%	39,673	100.0%
Cost of Goods Sold	(35,442)		(36,737)		(34,737)	
Gross Margin	5,792	14.0%	6,067	14.2%	4,936	12.4%
Operating Expenses	(4,090)	-9.9%	(4,329)	-10.1%	(3,807)	-9.6%
Operating Income	1,702	4.1%	1,738	4.1%	1,128	2.8%
Non-operating Income, Net	246		(25)		503	
Net Income	1,251	3.0%	1,216	2.8%	1,305	3.3%
Shareholders of the Company	1,042	2.5%	1,010	2.4%	1,195	3.0%
EPS (NT\$) (a)	0.53		0.51		0.61	
Net Worth / Share (NT\$) (b)	16.90		17.26		15.92	

(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

	2019 YTD		2018 YTD	
Net Sales	123,892	100.0%	113,396	100.0%
Cost of Goods Sold	(106,715)		(99,239)	
Gross Margin	17,177	13.9%	14,157	12.5%
Operating Expenses	(12,295)	-9.9%	(10,844)	-9.6%
Operating Income	4,882	3.9%	3,313	2.9%
Non-operating Income, Net	231		1,025	
Net Income	3,584	2.9%	3,294	2.9%
Shareholders of the Company	2,941	2.4%	2,995	2.6%
EPS (NT\$) (a)	1.50		1.52	
Net Worth / Share (NT\$) (b)	17.26		15.92	

(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

	2019.09.30		2018.12.31		2018.09.30	
Cash & Equivalent	11,428	9%	9,619	8%	9,611	8%
Accounts Receivable	30,172	23%	28,110	23%	26,464	23%
Inventory	26,597	20%	25,063	21%	23,062	20%
L-T Investments	18,353	14%	19,383	16%	19,187	16%
Total Assets	132,295	100%	119,807	100%	116,476	100%
Fin. Debt *	36,791	28%	33,400	28%	33,873	29%
Accounts Payable	29,266	22%	30,671	26%	29,470	25%
Total Liabilities	86,159	65%	79,948	67%	78,438	67%
Equity	46,136	35%	39,860	33%	38,039	33%

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

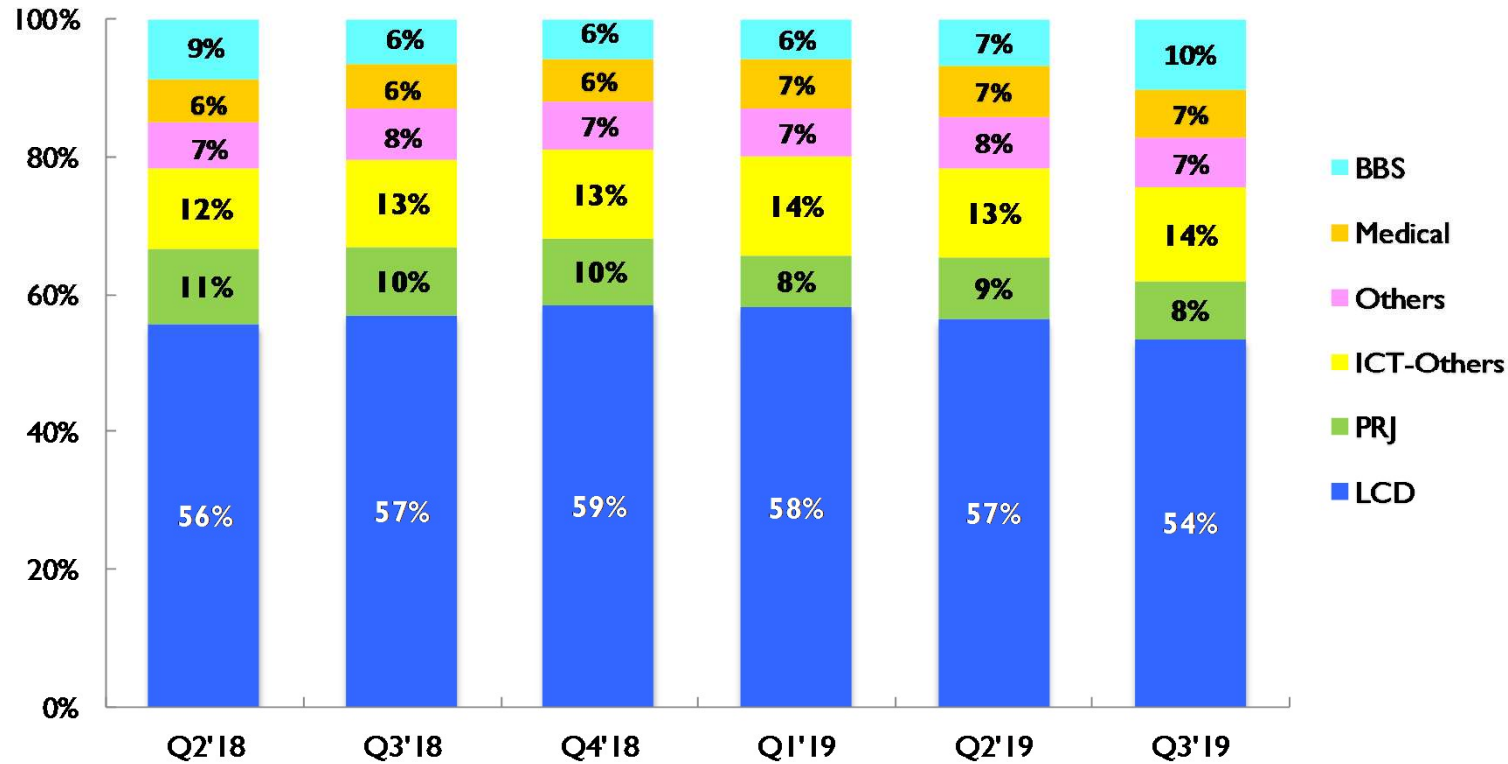
Key Financial Ratios (Consolidated)

	2019.09.30	2018.12.31	2018.09.30
AR Turnover (Days)^(a)	82	78	80
Inventory Turnover (Days)	66	60	58
AP Turnover (Days)	77	76	78
Cash Conversion Cycle (Days)	71	62	60
ROE (annualized)	11.1%	11.5%	10.7%
Current ratio	109%	108%	105%
Fin. Debit ^(b)/ Total Assets	28%	28%	30%

(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