

Qisda Corporation Investor Conference : 2019 Q4 Results

Mar 27, 2020

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 Q4 Financial Results and Business Summary

Statement of Comprehensive Income (Consolidated)

Amount : NT\$ Million

	2019 Q4		2018 Q4	
Net Sales	45,862	100.0%	42,387	100.0%
Cost of Goods Sold	(39,990)		(37,302)	
Gross Margin	5,872	12.8%	5,086	12.0%
Operating Expenses	(4,527)	-9.9%	(3,822)	-9.0%
Operating Income	1,346	2.9%	1,263	3.0%
Non-operating Income, Net	(514)		12	
Net Income	826	1.8%	1,156	2.7%
Shareholders of the Company	634	1.4%	1,040	2.5%
EPS (NT\$) (a)	0.32		0.53	
Net Worth / Share (NT\$) (b)	17.26		16.50	

(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		2018	
Net Sales	169,754	100.0%	155,783	100.0%
Cost of Goods Sold	(146,704)		(136,540)	
Gross Margin	23,050	13.6%	19,243	12.4%
Operating Expenses	(16,822)	-9.9%	(14,667)	-9.4%
Operating Income	6,228	3.7%	4,576	2.9%
Non-operating Income, Net	(283)		1,037	
Net Income	4,410	2.6%	4,451	2.9%
Shareholders of the Company	3,575	2.1%	4,035	2.6%
EPS (NT\$) (a)	1.82		2.05	
Net Worth / Share (NT\$) (b)	17.26		16.50	

(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

	2019.12.31		2018.12.31	
Cash & Equivalent	10,781	8%	9,619	8%
Accounts Receivable	31,300	23%	28,110	23%
Inventory	27,891	21%	25,063	21%
L-T Investments	17,778	13%	19,383	16%
Total Assets	136,026	100%	119,807	100%
Fin. Debt *	36,994	27%	33,400	28%
Accounts Payable	30,842	23%	30,671	26%
Total Liabilities	87,991	65%	79,948	67%
Equity	48,036	35%	39,860	33%

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

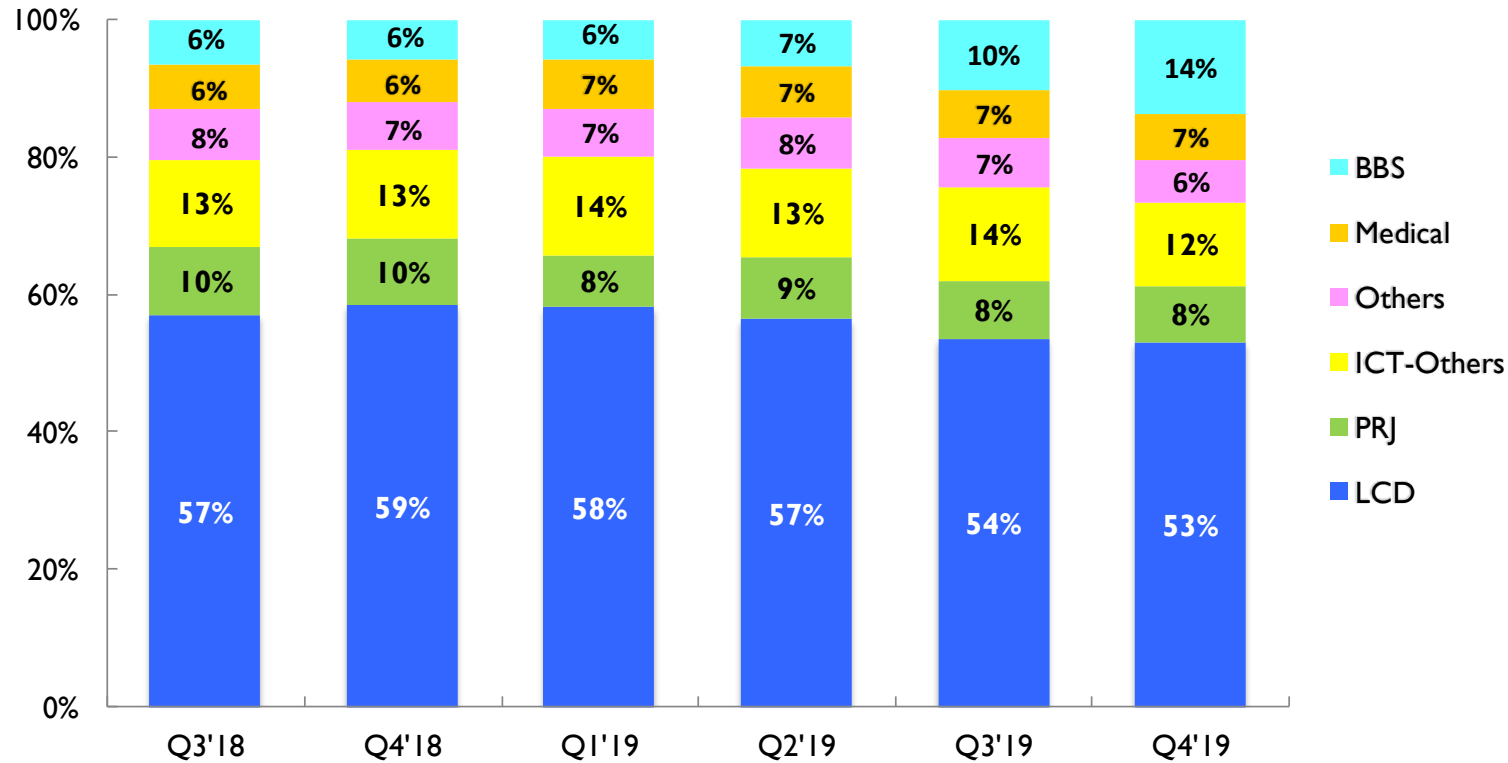
Key Financial Ratios (Consolidated)

	2019.12.31	2018.12.31
AR Turnover (Days)^(a)	79	78
Inventory Turnover (Days)	66	60
AP Turnover (Days)	77	76
Cash Conversion Cycle (Days)	68	62
ROE (annualized)	10.0%	11.5%
Current ratio	119%	108%
Fin. Debt ^(b)/ Total Assets	27%	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