

# **Qisda Corporation Investor Conference : 2020 Q2 Results**

Aug 11, 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.**

# 2020 Q2 Financial Results and Business Summary

# Statement of Comprehensive Income (Consolidated)

Amount : NT\$ Million

	2020 Q1		2020 Q2		2019 Q2	
<b>Net Sales</b>	<b>39,200</b>	<b>100.0%</b>	<b>43,673</b>	<b>100.0%</b>	<b>41,234</b>	<b>100.0%</b>
Cost of Goods Sold	(33,936)		(37,744)		(35,442)	
<b>Gross Margin</b>	<b>5,264</b>	<b>13.4%</b>	<b>5,929</b>	<b>13.6%</b>	<b>5,792</b>	<b>14.0%</b>
Operating Expenses	(4,228)	-10.8%	(4,494)	-10.3%	(4,090)	-9.9%
<b>Operating Income</b>	<b>1,037</b>	<b>2.6%</b>	<b>1,435</b>	<b>3.3%</b>	<b>1,702</b>	<b>4.1%</b>
Non-operating Income, Net	(398)		392		246	
<b>Profit(Loss) before Tax</b>	<b>639</b>	<b>1.6%</b>	<b>1,827</b>	<b>4.2%</b>	<b>1,948</b>	<b>4.7%</b>
<b>Net Income</b>	<b>392</b>	<b>1.0%</b>	<b>1,213</b>	<b>2.8%</b>	<b>1,251</b>	<b>3.0%</b>
Shareholders of the Company	<b>233</b>	<b>0.6%</b>	<b>949</b>	<b>2.2%</b>	<b>1,042</b>	<b>2.5%</b>
<b>EPS (NT\$) (a)</b>	<b>0.12</b>		<b>0.48</b>		<b>0.53</b>	
<b>Net Worth / Share (NT\$) (b)</b>	<b>17.09</b>		<b>16.69</b>		<b>16.90</b>	

(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**

	<b>2020 Q2</b>		<b>2019 Q2</b>	
<b>Net Sales</b>	<b>82,873</b>	<b>100.0%</b>	<b>81,088</b>	<b>100.0%</b>
Cost of Goods Sold	(71,680)		(69,978)	
<b>Gross Margin</b>	<b>11,193</b>	<b>13.5%</b>	<b>11,110</b>	<b>13.7%</b>
Operating Expenses	(8,721)	-10.5%	(7,966)	-9.8%
<b>Operating Income</b>	<b>2,472</b>	<b>3.0%</b>	<b>3,144</b>	<b>3.9%</b>
Non-operating Income, Net	(6)		256	
<b>Profit(Loss) before Tax</b>	<b>2,466</b>	<b>3.0%</b>	<b>3,400</b>	<b>4.2%</b>
<b>Net Income</b>	<b>1,604</b>	<b>1.9%</b>	<b>2,367</b>	<b>2.9%</b>
Shareholders of the Company	<b>1,181</b>	<b>1.4%</b>	<b>1,931</b>	<b>2.4%</b>
<b>EPS (NT\$) (a)</b>	<b>0.60</b>		<b>0.98</b>	
<b>Net Worth / Share (NT\$) (b)</b>	<b>16.69</b>		<b>16.90</b>	

(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

	2020.06.30		2019.12.31		2019.06.30	
<b>Cash &amp; Equivalent</b>	<b>15,423</b>	<b>11%</b>	<b>10,781</b>	<b>8%</b>	<b>10,152</b>	<b>8%</b>
<b>Accounts Receivable</b>	<b>27,876</b>	<b>20%</b>	<b>31,300</b>	<b>23%</b>	<b>27,606</b>	<b>22%</b>
<b>Inventory</b>	<b>26,991</b>	<b>20%</b>	<b>27,891</b>	<b>21%</b>	<b>22,579</b>	<b>18%</b>
<b>L-T Investments</b>	<b>17,389</b>	<b>13%</b>	<b>17,778</b>	<b>13%</b>	<b>18,657</b>	<b>15%</b>
<b>Total Assets</b>	<b>138,200</b>	<b>100%</b>	<b>136,026</b>	<b>100%</b>	<b>123,615</b>	<b>100%</b>
<b>Fin. Debt *</b>	<b>39,331</b>	<b>28%</b>	<b>36,994</b>	<b>27%</b>	<b>34,964</b>	<b>28%</b>
<b>Accounts Payable</b>	<b>29,802</b>	<b>22%</b>	<b>30,842</b>	<b>23%</b>	<b>26,274</b>	<b>21%</b>
<b>Total Liabilities</b>	<b>91,039</b>	<b>66%</b>	<b>87,991</b>	<b>65%</b>	<b>82,424</b>	<b>67%</b>
<b>Equity</b>	<b>47,162</b>	<b>34%</b>	<b>48,036</b>	<b>35%</b>	<b>41,191</b>	<b>33%</b>

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

# Key Financial Ratios (Consolidated)

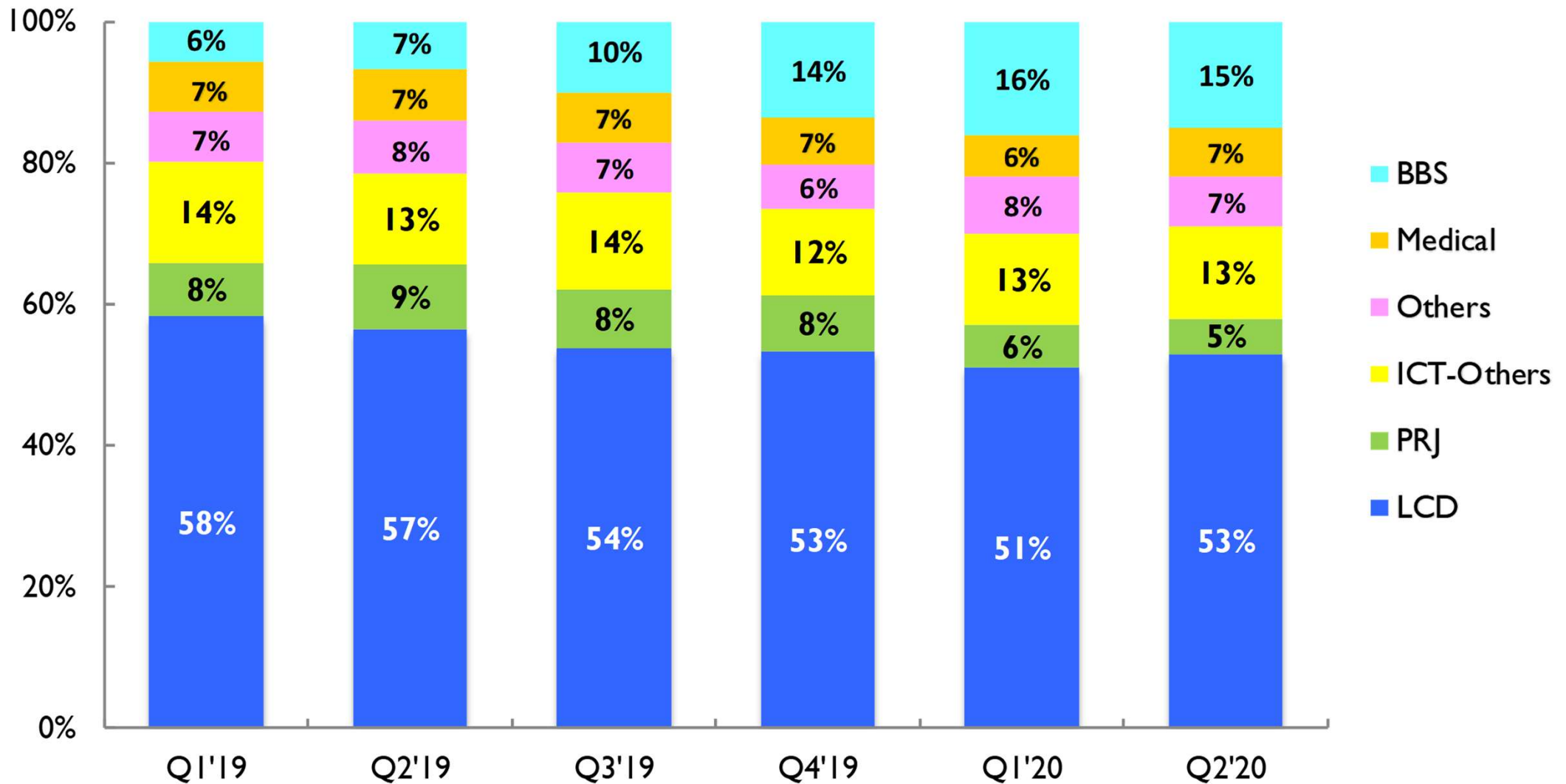
	2020.06.30	2019.12.31	2019.06.30
<b>AR Turnover (Days)</b>	<b>82</b>	<b>79</b>	<b>80</b>
<b>Inventory Turnover (Days)</b>	<b>70</b>	<b>66</b>	<b>62</b>
<b>AP Turnover (Days)</b>	<b>77</b>	<b>77</b>	<b>74</b>
<b>Cash Conversion Cycle (Days)</b>	<b>75</b>	<b>68</b>	<b>68</b>
<b>ROE (annualized)</b>	<b>6.7%</b>	<b>10.0%</b>	<b>11.7%</b>
<b>Current ratio</b>	<b>120%</b>	<b>119%</b>	<b>109%</b>
<b>Fin. Debit <sup>(b)</sup>/ Total Assets</b>	<b>28%</b>	<b>27%</b>	<b>28%</b>

(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 electronics products





# Qisda

## Value-Up Solutions