



The ICT Solution Provider

專業資訊應用服務供應商



Investor Conference :

2020 Q3 Results

Nov 13, 2020



Agenda

1. 2020 Q3 Financial Results and Business Summary

2. Operational Highlights & Prospects

3. Q & A



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.



I. 2020 Q3 Financial Results and Business Summary

Statement of Comprehensive Income(Consolidated)

Amount : NT\$Thousand

	2020Q2		2020Q3		2019Q3	
Net Sales	3,830,006	100%	3,422,583	100%	3,178,121	100%
Cost of Goods Sold	(3,380,176)		(3,021,588)		(2,844,918)	
Gross Margin	449,830	12%	400,995	12%	333,203	10%
Operating Expenses	(251,372)	-7%	(231,226)	-7%	(204,341)	-6%
Operating Income	198,458	5%	169,769	5%	128,862	4%
Non-operating Income, Net	7,233		14,102		20,832	
Profit(Loss)before Tax	205,691	5%	183,871	5%	149,694	5%
Net Income	164,417	4%	144,688	4%	119,360	4%
Shareholders of the Company	159,993	4%	137,794	4%	110,776	4%
EPS(NT\$(a))	0.85		0.73		0.71	
Net Worth/Share(NT\$(b))	21.24		21.97		22.28	
(a)EPS was calculated based on total Weighted-average outstanding shares) (thousand shares)	188,357		188,357		155,357	
(b)Net worth per share was calculated based on total outstanding shares) (thousand shares)	188,357		188,357		188,357	

Statement of Comprehensive Income(Consolidated)

Amount : NT\$Thousand

	2020Q3		2019Q3	
Net Sales	10,485,872	100%	9,324,126	100%
Cost of Goods Sold	(9,235,135)		(8,382,375)	
Gross Margin	1,250,737	12%	941,751	10%
Operating Expenses	(741,039)	-7%	(599,086)	-6%
Operating Income	509,698	5%	342,665	4%
Non-operating Income, Net	35,816		45,025	
Profit(Loss)before Tax	545,514	5%	387,690	4%
Net Income	433,918	4%	314,350	3%
Shareholders of the Company	416,722	4%	289,142	3%
EPS(NT\$)(a)	2.21		2.17	
Net Worth/Share(NT\$)(b)	21.97		22.28	

(a)EPS was calculated based on total Weighted-average outstanding shares) (thousand shares)

188,357

133,357

(b)Net worth per share was calculated based on total outstanding shares) (thousand shares)

188,357

188,357



Balance Sheet Highlights (Consolidated)

Amount : NT\$Thousand

	2020.09.30		2019.12.31		2019.09.30	
Cash and cash equivalents	625,399	8%	695,302	9%	666,767	9%
Accounts receivable	2,563,642	32%	2,134,727	27%	2,523,416	32%
Inventories	3,152,326	39%	2,990,814	38%	2,749,885	35%
Property, plant and equipment	973,597	12%	995,883	13%	1,002,390	13%
Total assets	8,041,617	100%	7,873,279	100%	7,784,939	100%
Current liabilities	3,108,449	39%	2,784,583	35%	2,782,993	36%
Non-current liabilities	487,269	6%	481,639	6%	495,370	6%
Equity	4,445,899	55%	4,607,057	59%	4,506,576	58%



Key Financial Ratios (Consolidated)

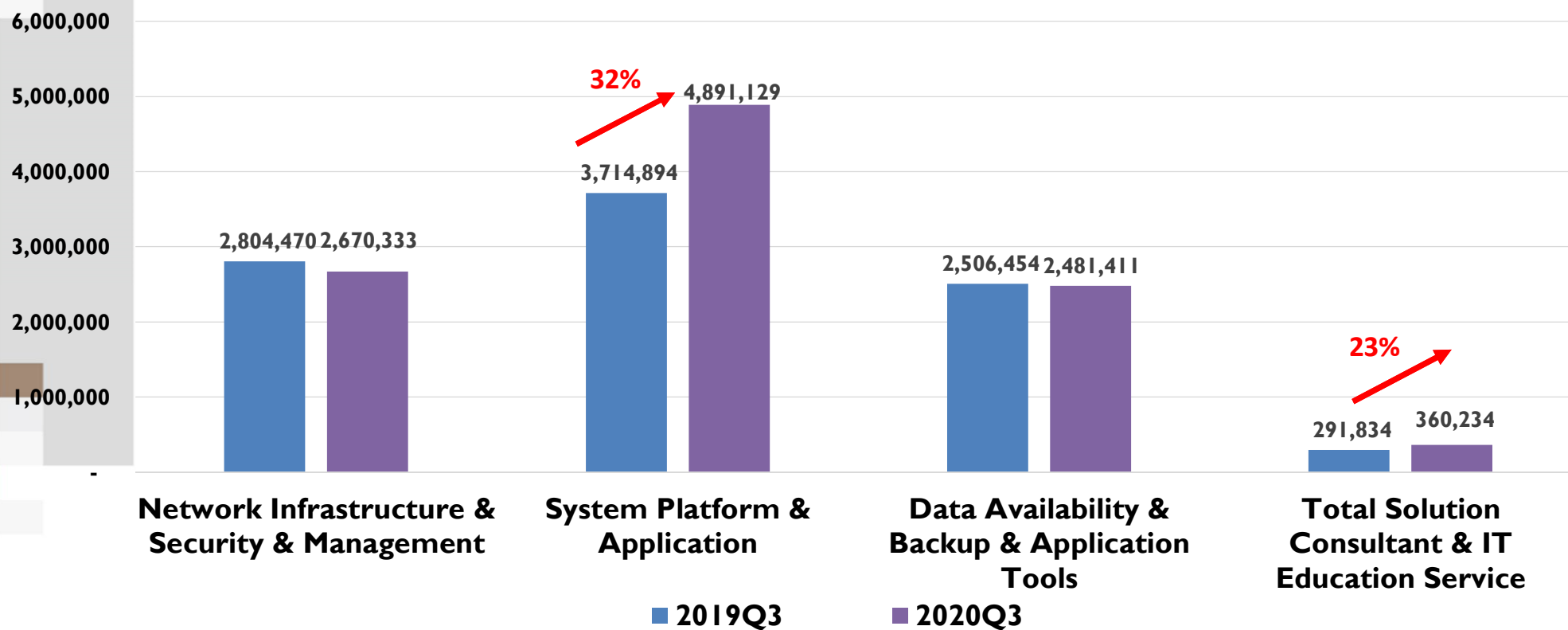
	2020.09.30	2019.12.31	2019.09.30
AR Turnover (Days)	61	61	66
Inventory Turnover (Days)	91	94	89
AP Turnover(Days)	48	50	49
Cash Conversion Cycle (Days)	105	106	107
ROE(annualized)(a)	12.7%	11.6%	11.9%
Current ratio	207%	231%	227%
Fin.Debt(b)/Total Assets	10%	5%	5%

(a)AR included AR factoring

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

Revenue Breakdown by Product Line

Amount: NT\$ Thousand





2. Operational Highlights & Prospects



3. Q & A

Thank You