



聚碩科技

The ICT Solution Provider

專業資訊應用服務供應商

Investor Conference :  
2021 Q4 Results  
March 3, 2022



# Agenda

**1. 2021 Q4 Financial Results and Business Summary**

**2. 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. 2021 Q4 Financial Results and Business Summary

# Statement of Comprehensive Income (Consolidated)

Amount : NT\$Thousand

	2021Q3		2021Q4		2020Q4		2020Q4*	
<b>Operating Revenue</b>	<b>3,164,845</b>	<b>100.0%</b>	<b>3,045,987</b>	<b>100.0%</b>	<b>3,026,649</b>	<b>100.0%</b>	<b>3,174,112</b>	<b>100.0%</b>
Operating Costs	(2,756,143)		(2,628,880)		(2,656,004)		(2,779,942)	
<b>Gross Profit</b>	<b>408,702</b>	<b>12.9%</b>	<b>417,107</b>	<b>13.7%</b>	<b>370,645</b>	<b>12.2%</b>	<b>394,170</b>	<b>12.4%</b>
Operating Expenses	(268,596)	-8.5%	(292,277)	-9.6%	(230,373)	-7.6%	(246,250)	-7.7%
<b>Net Operating Income</b>	<b>140,106</b>	<b>4.4%</b>	<b>124,830</b>	<b>4.1%</b>	<b>140,272</b>	<b>4.6%</b>	<b>147,920</b>	<b>4.7%</b>
Non-operating Income and expenses	31,616	1.0%	43,784	1.4%	44,364	1.5%	43,231	1.4%
<b>Profit before Tax</b>	<b>171,722</b>	<b>5.4%</b>	<b>168,614</b>	<b>5.5%</b>	<b>184,636</b>	<b>6.1%</b>	<b>191,151</b>	<b>6.0%</b>
<b>Profit</b>	<b>139,619</b>	<b>4.4%</b>	<b>140,255</b>	<b>4.6%</b>	<b>142,181</b>	<b>4.7%</b>	<b>148,803</b>	<b>4.7%</b>
<b>Owners of the Parent</b>	<b>134,535</b>	<b>4.3%</b>	<b>130,441</b>	<b>4.3%</b>	<b>132,295</b>	<b>4.4%</b>	<b>132,295</b>	<b>4.2%</b>
<b>Earnings Per Share(NT\$(a))</b>	<b>0.71</b>		<b>0.69</b>		<b>0.70</b>		<b>0.70</b>	
(a)Earnings Per Share was calculated based on total Weighted-average number of ordinary shares outstanding(thousand shares)	188,357		188,357		188,357		188,357	

\*The restated statement

# Statement of Comprehensive Income (Consolidated)

Amount : NT\$Thousand

	2021FY		2020FY		2020FY*	
<b>Operating Revenue</b>	<b>11,952,834</b>	<b>100.0%</b>	<b>13,512,521</b>	<b>100.0%</b>	<b>14,279,184</b>	<b>100.0%</b>
Operating Costs	(10,401,819)		(11,891,139)		(12,554,834)	
<b>Gross Profit</b>	<b>1,551,015</b>	<b>13.0%</b>	<b>1,621,382</b>	<b>12.0%</b>	<b>1,724,350</b>	<b>12.1%</b>
Operating Expenses	(1,064,252)	-8.9%	(971,412)	-7.2%	(1,053,425)	-7.4%
<b>Net Operating Income</b>	<b>486,763</b>	<b>4.1%</b>	<b>649,970</b>	<b>4.8%</b>	<b>670,925</b>	<b>4.7%</b>
Non-operating Income and expenses	219,681	1.8%	80,180	0.6%	46,834	0.3%
<b>Profit before Tax</b>	<b>706,444</b>	<b>5.9%</b>	<b>730,150</b>	<b>5.4%</b>	<b>717,759</b>	<b>5.0%</b>
<b>Profit</b>	<b>598,135</b>	<b>5.0%</b>	<b>576,099</b>	<b>4.3%</b>	<b>564,132</b>	<b>4.0%</b>
<b>Owners of the Parent</b>	<b>577,591</b>	<b>4.8%</b>	<b>549,017</b>	<b>4.1%</b>	<b>549,017</b>	<b>3.8%</b>
<b>Earnings Per Share(NT\$(a))</b>	<b>3.07</b>		<b>2.91</b>		<b>2.91</b>	

(a)Earnings Per Share was calculated based on total Weighted-average number of ordinary shares outstanding(thousand shares)

188,357

188,357

188,357

\*The restated statement

# Balance Sheet Highlights (Consolidated)

Amount : NT\$Thousand

	2021.12.31		2021.09.30		2020.12.31		2020.12.31*	
<b>Cash and cash equivalents</b>	<b>650,581</b>	<b>8%</b>	<b>1,220,060</b>	<b>14%</b>	<b>730,739</b>	<b>9%</b>	<b>761,715</b>	<b>9%</b>
<b>Notes and accounts receivable, net</b> (Including related parties)	<b>2,874,415</b>	<b>34%</b>	<b>2,602,244</b>	<b>30%</b>	<b>1,930,433</b>	<b>24%</b>	<b>2,004,474</b>	<b>23%</b>
<b>Inventories</b>	<b>2,858,625</b>	<b>34%</b>	<b>2,965,423</b>	<b>33%</b>	<b>2,908,464</b>	<b>36%</b>	<b>3,014,963</b>	<b>35%</b>
<b>Property, plant and equipment</b>	<b>943,464</b>	<b>11%</b>	<b>948,512</b>	<b>11%</b>	<b>954,503</b>	<b>12%</b>	<b>958,530</b>	<b>11%</b>
<b>Total assets</b>	<b>8,431,724</b>	<b>100%</b>	<b>8,853,746</b>	<b>100%</b>	<b>8,147,415</b>	<b>100%</b>	<b>8,563,991</b>	<b>100%</b>
<b>Current liabilities</b>	<b>3,442,450</b>	<b>41%</b>	<b>3,957,780</b>	<b>45%</b>	<b>3,146,894</b>	<b>39%</b>	<b>3,389,630</b>	<b>40%</b>
<b>Non-current liabilities</b>	<b>530,616</b>	<b>6%</b>	<b>537,410</b>	<b>6%</b>	<b>454,175</b>	<b>5%</b>	<b>545,646</b>	<b>6%</b>
<b>Total Equity</b>	<b>4,458,658</b>	<b>53%</b>	<b>4,358,556</b>	<b>49%</b>	<b>4,546,346</b>	<b>56%</b>	<b>4,628,715</b>	<b>54%</b>
<b>Total equity attributable to owners of parent</b>	<b>4,290,563</b>	<b>51%</b>	<b>4,190,635</b>	<b>47%</b>	<b>4,271,301</b>	<b>52%</b>	<b>4,271,301</b>	<b>50%</b>
<b>Net Worth/Share(NT\$)</b>	<b>22.78</b>		<b>22.25</b>		<b>22.68</b>		<b>22.68</b>	
Net worth per share was calculated based on total shares outstanding (thousand shares)	188,357		188,357		188,357		188,357	

\*The restated statement

# Key Financial Ratios (Consolidated)

	2021.12.31	2021.09.30	2020.12.31	2020.12.31*
<b>AR Turnover (Days)</b>	<b>74</b>	<b>71</b>	<b>55</b>	<b>55</b>
<b>Inventory Turnover (Days)</b>	<b>103</b>	<b>105</b>	<b>91</b>	<b>89</b>
<b>AP Turnover(Days)</b>	<b>53</b>	<b>58</b>	<b>46</b>	<b>45</b>
<b>Cash Conversion Cycle (Days)</b>	<b>124</b>	<b>118</b>	<b>99</b>	<b>99</b>
<b>ROE(annualized)(a)</b>	<b>13.2%</b>	<b>13.6%</b>	<b>12.6%</b>	<b>12.0%</b>
<b>Current ratio</b>	<b>188%</b>	<b>175%</b>	<b>208%</b>	<b>201%</b>
<b>Fin.Debt(b)/Total Assets</b>	<b>17%</b>	<b>19%</b>	<b>9%</b>	<b>10%</b>

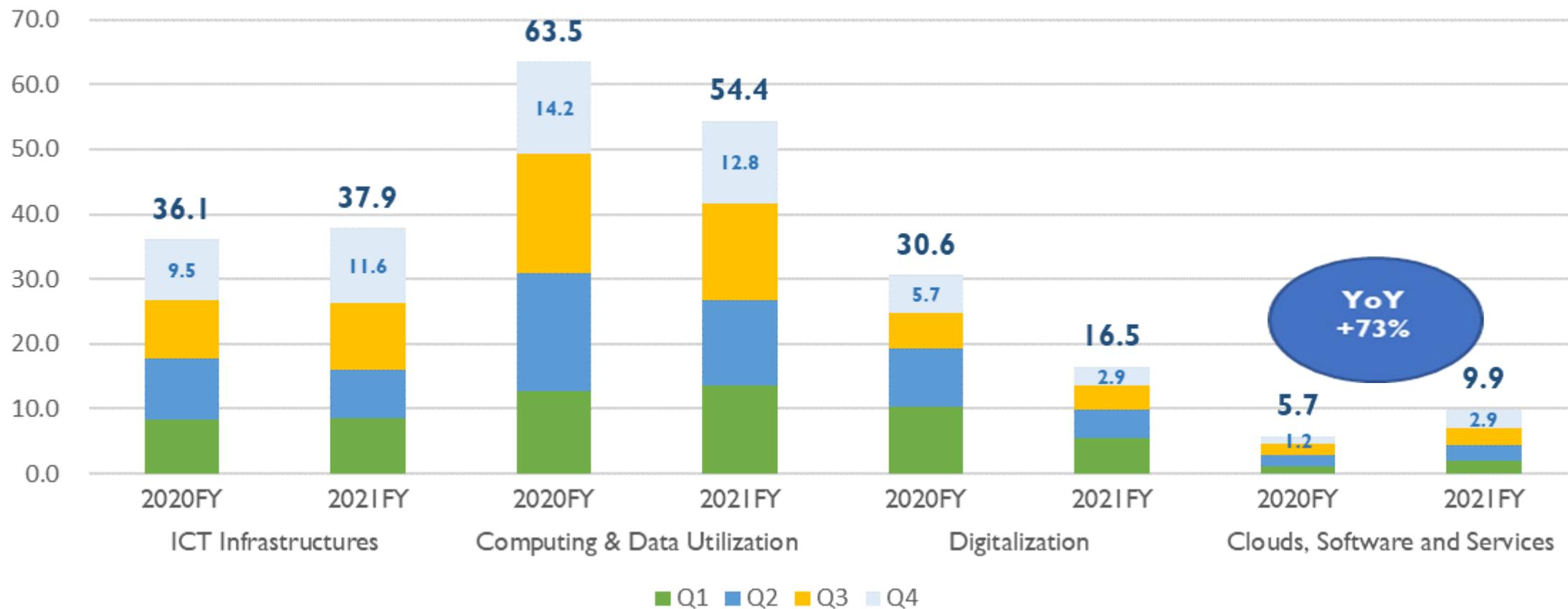
(a)Annualized net income / Average total equity

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

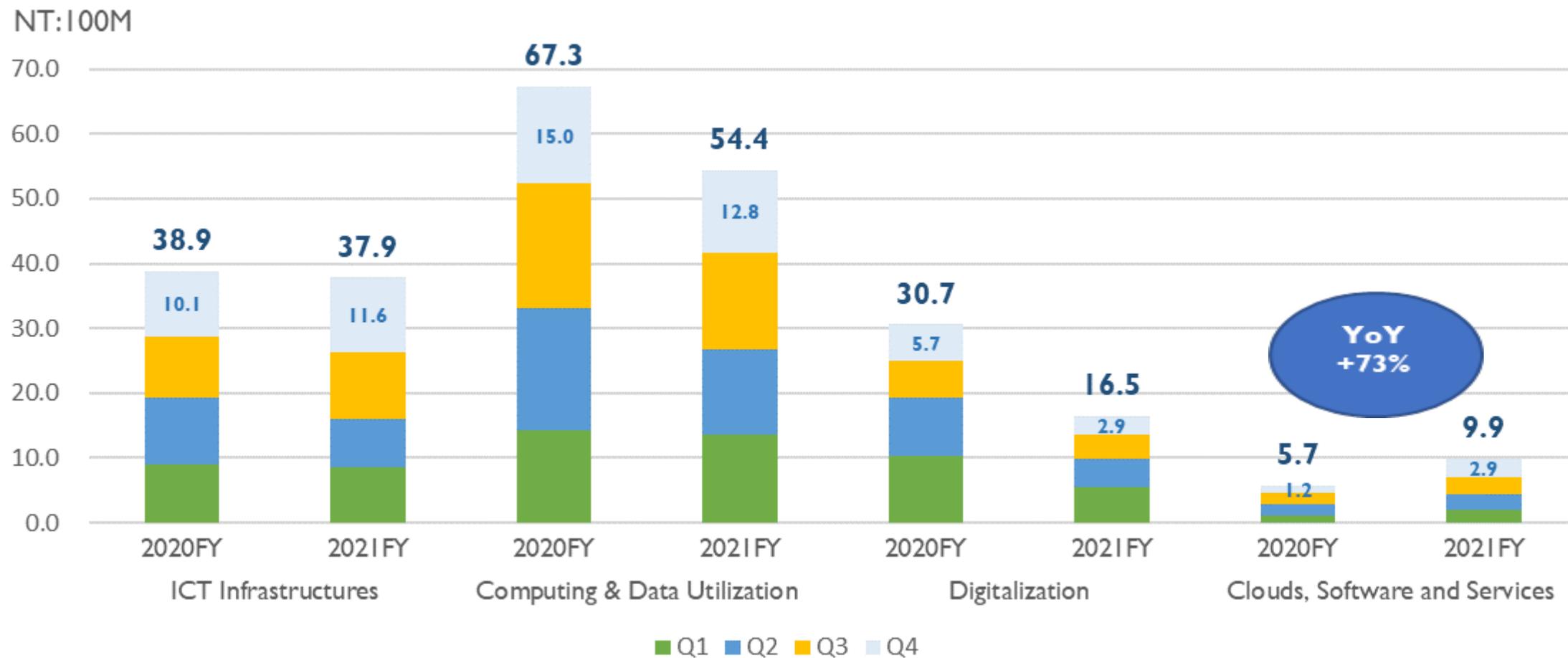
\*The restated statement

# Revenue Breakdown by Product Line

NT:100M



# Revenue Breakdown by Product Line(2020 Restated)



## 2. Q & A

# Thank You