



Because it matters

BenQ Materials Company 2017/Q3 Investor Conference

2017-11-07

Disclaimer



The presentation contains forward-looking statements subject to significant risks and uncertainties. Actual results may differ materially from those contained in the forward-looking statements. The forward-looking statements in this release reflect the current belief of BMC as of the date of this release, we undertake no obligation to update these forward-looking statements for new information, future events, or otherwise.

Agenda



➤ **2017/Q3 operating review**

➤ **Business Outlook**

➤ **Q & A**



2017/Q3

Operating Review

Consolidated Income Statement



(in millions of NT\$)

	2Q'17		3Q'17		QoQ%	3Q'16		YoY%	For 9 Months End of 2017		For 9 Months End of 2016		YoY%
Net Sales	2,670	100%	2,781	100%	4%	3,218	100%	-14%	8,528	100%	9,540	100%	-11%
Gross Margin	448	17%	449	16%	0%	176	5%	155%	1,356	16%	1,033	11%	31%
Operating Expenses	361	14%	356	13%	-1%	493	15%	-28%	1,051	12%	1,133	12%	-7%
Income from operations	87	3%	93	3%	7%	(317)	-10%	129%	305	4%	(100)	-1%	405%
Non-operating income and expenses	(9)	0%	79	3%	978%	(10)	0%	890%	103	1%	(359)	-4%	129%
Income or loss before income tax	78	3%	172	6%	121%	(327)	-10%	153%	408	5%	(459)	-5%	189%
Net Income	75	3%	169	6%	125%	(330)	-10%	151%	398	5%	(476)	-5%	184%
Basic EPS(NT\$)	0.23		0.53			(1.03)			1.24		(1.48)		

Consolidated Balance Sheet & Financial indicators



(in millions of NT\$)

	3Q'17		2Q'17		3Q'16	
Cash & cash equivalents	244	2%	226	2%	363	3%
Current Assets	4,902	48%	4,248	44%	5,517	50%
Fixed Assets(NET)	4,575	45%	4,604	48%	4,657	43%
Total Assets	10,239	100%	9,641	100%	10,946	100%
Financial liabilities*1	2,689	26%	2,924	30%	3,712	34%
Current liabilities	4,176	41%	4,679	49%	5,432	50%
Total liabilities	6,239	61%	5,841	61%	7,348	67%
Total equity	3,999	39%	3,800	39%	3,598	33%
Book Value per Share(NT\$)	12.5		11.8		11.2	
Debt ratio	60.9%		60.6%		67.1%	
Current Ratio	117.4%		90.8%		101.6%	
ROE*2	16.9%		7.9%		-36.7%	

(*1) Financial liabilities includes long-term debt & capital lease payable & Account receivable financing.

(*2) ROE(annualized)=Net income/average equity



Business Outlook



Q & A



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