



Because it matters

BenQ Materials Company 2018/Q3 Investor Conference

2018-11-06

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



➤ **2018/Q3 operating review**

➤ **Business Outlook**

➤ **Q & A**



2018/Q3

Operating Review

Consolidated Income Statement



(in millions of NT\$)

	2Q'18		3Q'18		QoQ%	3Q'17		YoY%	For 9 Months End of 2018		For 9 Months End of 2017		YoY%
Net Sales	3,019	100%	3,375	100%	12%	2,781	100%	21%	9,354	100%	8,528	100%	10%
Gross Margin	408	14%	491	15%	20%	449	16%	9%	1,341	14%	1,356	16%	-1%
Operating Expenses	337	11%	382	11%	13%	356	13%	7%	1,006	11%	1,051	12%	-4%
Income from operations	71	2%	109	3%	54%	93	3%	17%	335	4%	305	4%	10%
Non-operating income and expenses	(35)	-1%	6	0%	117%	79	3%	-92%	(56)	-1%	103	1%	-154%
Income before income tax	36	1%	115	3%	219%	172	6%	-33%	279	3%	408	5%	-32%
Net Income	27	1%	102	3%	278%	169	6%	-40%	239	3%	398	5%	-40%
Basic EPS(NT\$)	0.08		0.32			0.53			0.74		1.24		

Consolidated Balance Sheet & Financial indicators



(in millions of NT\$)

	3Q'18		2Q'18		3Q'17	
Cash & cash equivalents	296	3%	158	2%	244	3%
Current Assets	4,727	46%	4,798	48%	4,902	48%
Non-Current Assets	5,586	54%	5,259	52%	5,337	52%
Total Assets	10,313	100%	10,057	100%	10,239	100%
Current liabilities	4,133	40%	4,519	45%	4,176	41%
Total liabilities	6,227	60%	6,064	60%	6,239	61%
Total equity	4,086	40%	3,993	40%	3,999	39%
Financial liabilities*1	2,450	24%	1,971	20%	2,485	24%
Book Value per Share(NT\$)	12.7		12.5		12.5	
Debt ratio	60.4%		60.3%		60.9%	
Current Ratio	114.4%		106.2%		117.4%	
ROE*2	10.0%		2.7%		16.9%	

(*1) Financial liabilities includes long-term & Account receivable financing.

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



Business Outlook



Q & A



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