



Because it matters

# BenQ Materials Company 2019/Q3 Investor Conference

2019-12-10

# 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



➤ **2019/Q3 operating review**

➤ **Business Outlook**

➤ **Q & A**



**2019/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%
<b>Net Sales</b>	<b>3,659</b>	100%	<b>3,526</b>	100%	-4%	<b>3,375</b>	100%	4%	<b>10,578</b>	100%	<b>9,354</b>	100%	13%
<b>Gross Margin</b>	<b>641</b>	18%	<b>544</b>	15%	-15%	<b>491</b>	15%	11%	<b>1,716</b>	16%	<b>1,341</b>	14%	28%
Operating Expenses	455	12%	461	13%	1%	382	11%	21%	1,321	12%	1,006	11%	31%
<b>Income from operations</b>	<b>186</b>	5%	<b>83</b>	2%	-55%	<b>109</b>	3%	-24%	<b>395</b>	4%	<b>335</b>	4%	18%
Non-operating income and expenses	(69)	-2%	9	0%	113%	6	0%	50%	(94)	-1%	(56)	-1%	-68%
Income before income tax	117	3%	92	3%	-21%	115	3%	-20%	301	3%	279	3%	8%
<b>Net Income</b>	<b>87</b>	2%	<b>69</b>	2%	-21%	<b>102</b>	3%	-32%	<b>225</b>	2%	<b>239</b>	3%	-6%
Basic EPS(NT\$)	0.27		0.21			0.32			0.70		0.74		

# Consolidated Balance Sheet & Financial indicators



(in millions of NT\$)

	3Q'18		2Q'18		3Q'17	
Cash & cash equivalents	203	2%	82	1%	296	3%
Current Assets	4,917	46%	4,470	43%	4,727	46%
Non-Current Assets	5,800	54%	5,809	57%	5,586	54%
<b>Total Assets</b>	<b>10,717</b>	<b>100%</b>	<b>10,279</b>	<b>100%</b>	<b>10,313</b>	<b>100%</b>
Current Liabilities	4,359	41%	4,298	42%	4,133	40%
<b>Total liabilities</b>	<b>6,620</b>	<b>62%</b>	<b>6,189</b>	<b>60%</b>	<b>6,227</b>	<b>60%</b>
<b>Total equity</b>	<b>4,097</b>	<b>38%</b>	<b>4,090</b>	<b>40%</b>	<b>4,086</b>	<b>40%</b>
Financial Liabilities*1	2,397	22%	1,716	17%	2,450	24%
Book Value per Share(NTD)	12.8		12.8		12.7	
Debt ratio	61.8%		60.2%		60.4%	
Current ratio	112.8%		104.0%		114.4%	

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

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



# Business Outlook



# Q & A





Because it matters