



Because it matters

BenQ Materials Company 2021/Q3 Investor Conference

2021-11-04



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



➤ **2021/Q3 operating review**

➤ **Business Outlook**

➤ **Q & A**



2021/Q3

Operating Review

Consolidated Income Statement



(in millions of NT\$)

| | 2Q'21 | | 3Q'21 | | QoQ% | 3Q'20 | | YoY% | Q1~Q3'21 | | Q1~Q3'20 | | YoY% |
|-----------------------------------|--------------|-------------|--------------|-------------|------------|--------------|-------------|-------------|---------------|-------------|---------------|-------------|-------------|
| Net Sales | 4,283 | 100% | 4,047 | 100% | -6% | 3,826 | 100% | 6% | 12,406 | 100% | 10,990 | 100% | 13% |
| Gross Margin | 833 | 19% | 830 | 21% | 0% | 571 | 15% | 45% | 2,274 | 18% | 1,603 | 15% | 42% |
| Operating Expenses | 518 | 12% | 523 | 13% | 1% | 419 | 11% | 25% | 1,504 | 12% | 1,269 | 12% | 19% |
| Income from operations | 315 | 7% | 307 | 8% | -3% | 152 | 4% | 102% | 770 | 6% | 334 | 3% | 131% |
| Non-operating income and expenses | 36 | 1% | 20 | 0% | -44% | 1 | 0% | 1900% | 120 | 1% | (36) | 0% | 433% |
| Income before income tax | 351 | 8% | 327 | 8% | -7% | 153 | 4% | 114% | 890 | 7% | 298 | 3% | 199% |
| Net Income | 275 | 6% | 268 | 7% | -3% | 116 | 3% | 131% | 709 | 6% | 226 | 2% | 214% |
| Basic EPS(NT\$) | 0.86 | | 0.84 | | | 0.36 | | | 2.21 | | 0.70 | | |

- 毛利QoQ、YoY上升，主因產品組合優化及效率改善，使淨利率提升。

Consolidated Balance Sheet & Financial indicators



(in millions of NT\$)

| | 2021/9/30 | | 2021/6/30 | | 2020/9/30 | |
|---------------------------|---------------|-------------|---------------|-------------|---------------|-------------|
| Current Assets | 6,146 | 53% | 5,840 | 50% | 4,975 | 47% |
| Non-Current Assets | 5,461 | 47% | 5,408 | 50% | 5,565 | 53% |
| Total Assets | 11,607 | 100% | 11,248 | 100% | 10,540 | 100% |
| Current Liabilities | 5,117 | 44% | 4,939 | 43% | 4,395 | 42% |
| Total liabilities | 6,825 | 59% | 6,725 | 60% | 6,367 | 60% |
| Total equity | 4,782 | 41% | 4,523 | 40% | 4,173 | 40% |
| Financial Liabilities | 1,801 | 16% | 1,672 | 15% | 1,853 | 18% |
| Book Value per Share(NTD) | 14.9 | | 14.1 | | 13.0 | |
| Debt ratio | 59% | | 60% | | 60% | |
| Current ratio | 120% | | 118% | | 113% | |
| ROE*1 | 19.8% | | 19.5% | | 7.2% | |

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



ESG Strategy

ESG Strategy



- 從減量、循環達到生產零廢棄
- 2030年碳減量30%，2050年達碳中和
- 發展低碳技術



- 打造員工友善職場
- 關懷在地與弱勢社群
- 建立ESG共好的夥伴關係



- 透明與負責任的治理
- 法遵與誠信道德的經營
- 盡責產品的開發



Business Outlook



Q & A



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