



INVESTOR CONFERENCE

Q3 2020

December 15, 2020

Agenda

Financial Report

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Finance Director

Business Outlook

Jeff Chou,
CFO

Smart Factory

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IST Manager

Q&A



Disclaimer

These presentations and discussions contain certain forward-looking statements with respect to the results of operation, financial condition and current expectation about future events. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future.

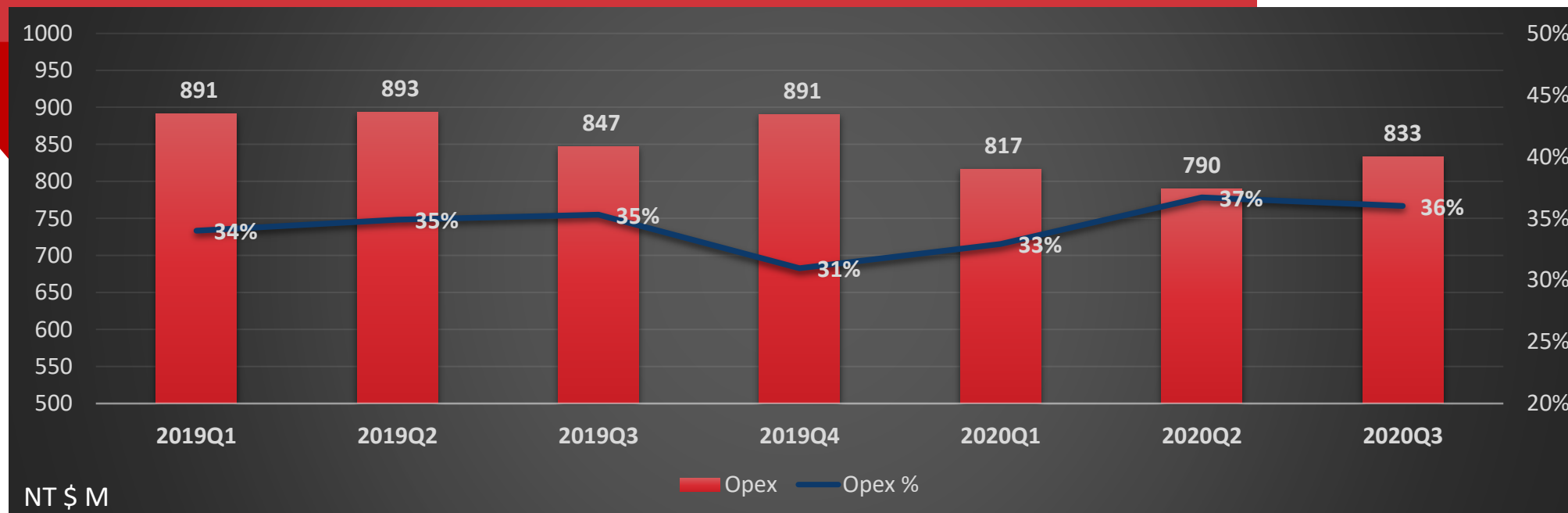
We undertake no obligation to publicly update or revise any forward looking statements whether as a result of new information, future events or otherwise. The actual result could differ materially from those anticipated in these forward looking statements.

Statement of Comprehensive Income

Amount : NT\$ Million

	3Q'20		3Q'19		YoY	1~3Q'20		1~3Q'19		YoY
	Amount	%	Amount	%	%	Amount	%	Amount	%	%
Net Sales	2,284	100	2,400	100	-5	6,917	100	7,621	100	-9
COGS	1,365	60	1,423	59	-4	4,165	60	4,532	59	-8
Gross Profit	919	40	977	41	-6	2,751	40	3,089	41	-11
Operating Expenses	833	36	847	35	-2	2,440	35	2,631	35	-7
Operating Income	86	4	131	6	-34	311	5	458	6	-32
Other Income/Expenses	-8	-1	-15	-1		-39	-1	-38	-1	
Income Before Tax	77	3	116	5	-33	272	4	421	5	-35
Net Income	56	2	97	4	-43	169	2	320	4	-47
Basic EPS(NT\$)	0.26		0.45		-42	0.79		1.47		-46

Detail of Operating Expense



Amount : NT\$ Million

	3Q'20		3Q'19		YoY	1~3Q'20		1~3Q'19		YoY
	Amount	%	Amount	%	%	Amount	%	Amount	%	%
Sales	237	10	260	11	-9	754	11	802	11	-6
Admin	223	10	230	9	-3	607	9	743	10	-18
R&D	371	16	355	15	5	1,073	15	1,085	14	-1
Operating Expenses	833	36	847	35	-2	2,440	35	2,631	35	-7



Consolidated Balance Sheet Highlights

<i>Amount : NT\$ Million</i>	<u>2020.9.30</u>	<u>2019.12.31</u>	<u>2019.9.30</u>
Cash & Financial asset	1,761	2,022	1,972
AR	1,648	2,020	1,753
Inventory	2,232	2,000	2,406
Property, plant and equipment	1,088	1,075	721
AP	1,361	1,308	1,426
Short-term loan	1,125	724	912
Long-term loan	81	45	-
Liability	3,928	3,742	3,650
Equity	4,463	4,687	4,604
Total Assets	8,391	8,430	8,254
Days of Sales Outstanding (DSO)	72.6	70.4	74.8
Days of Inventory at hand (DOH)	139.1	135.1	164.4
Days of Payable Outstanding (DPO)	87.7	87.7	101.9
Cash Conversion Cycle (CCC)	123.9	117.8	137.3
Debt rate	46.8%	44.4%	44.2%
ROE	4.9%	9.6%	4.9%
BV/per share	20.5	21.6	21.2

Consolidated Cash Flows Highlights

Amount : NT\$ Million

	2020.9.30	2019.9.30	YoY(\$)
From Operating Activities	350	854	-505
Income before Tax	273	421	-148
Depreciation & Amortization	250	258	-9
Share Based Payments	0	1	-1
Net Charge in Working Capital	-186	248	-434
AR	349	263	86
Inventory	-276	238	-514
AP	74	-251	324
From Investing Activities	-632	-181	-451
Financial asset at fair value	-60	-100	40
Acquisition of investments accounted for using the equity method	-98	0	-98
Increase in prepayments for property, plant and equipment	-324	0	-324
Capital Expenditures-PP&E and Software	-155	-82	-73
From Financing Activities	50	-228	277
Net Change in Debt	482	118	364
Repayment of the principal portion of lease liabilities	-75	-63	-11
Cash dividends	-348	-283	-65
Exchange Rate Influence	-29	6	-35
Net Change in Cash	-262	451	-713

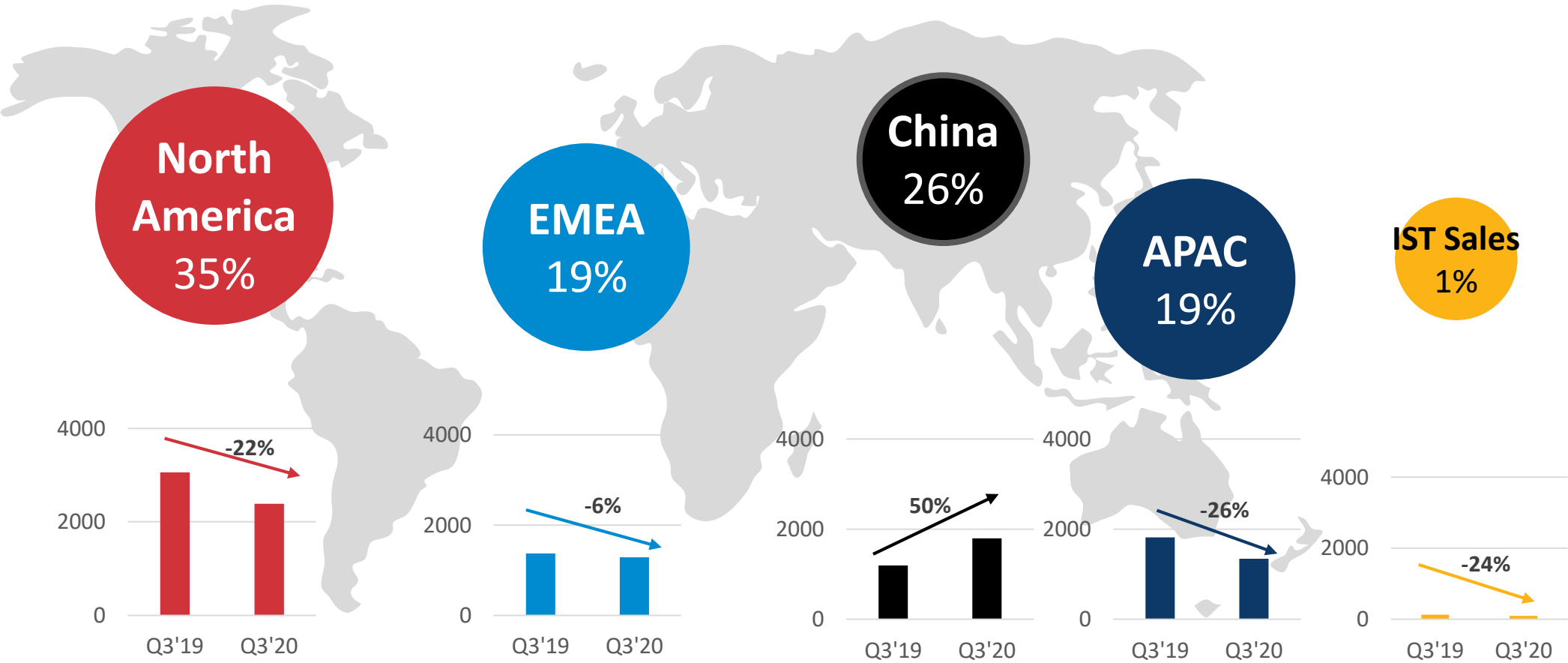
Business Outlook

Jeff Chou, CFO



2020 Q3 Geographic Footprint

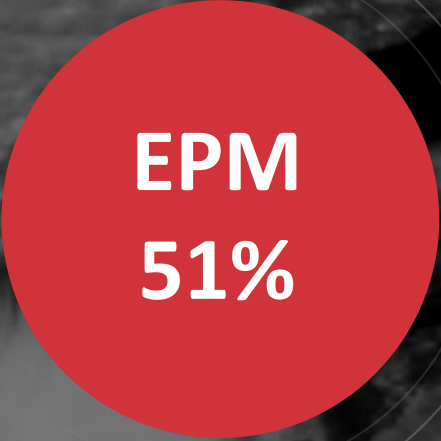
Amount : NT\$ Million



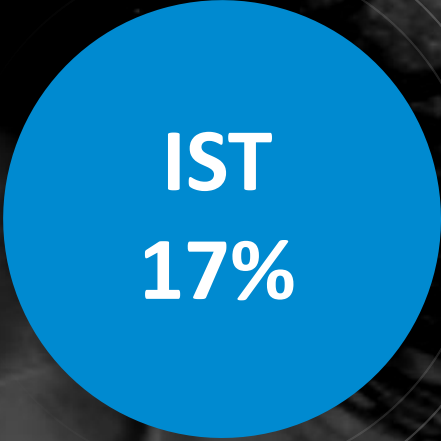
2020 Q3 Sales breakdown by product

Amount : NT\$ Million

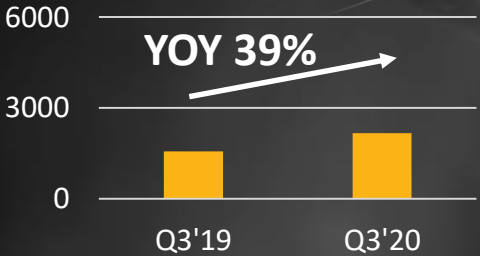
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Platforms & Modules
Business Unit



IoT Solutions &
Technology
Business Unit

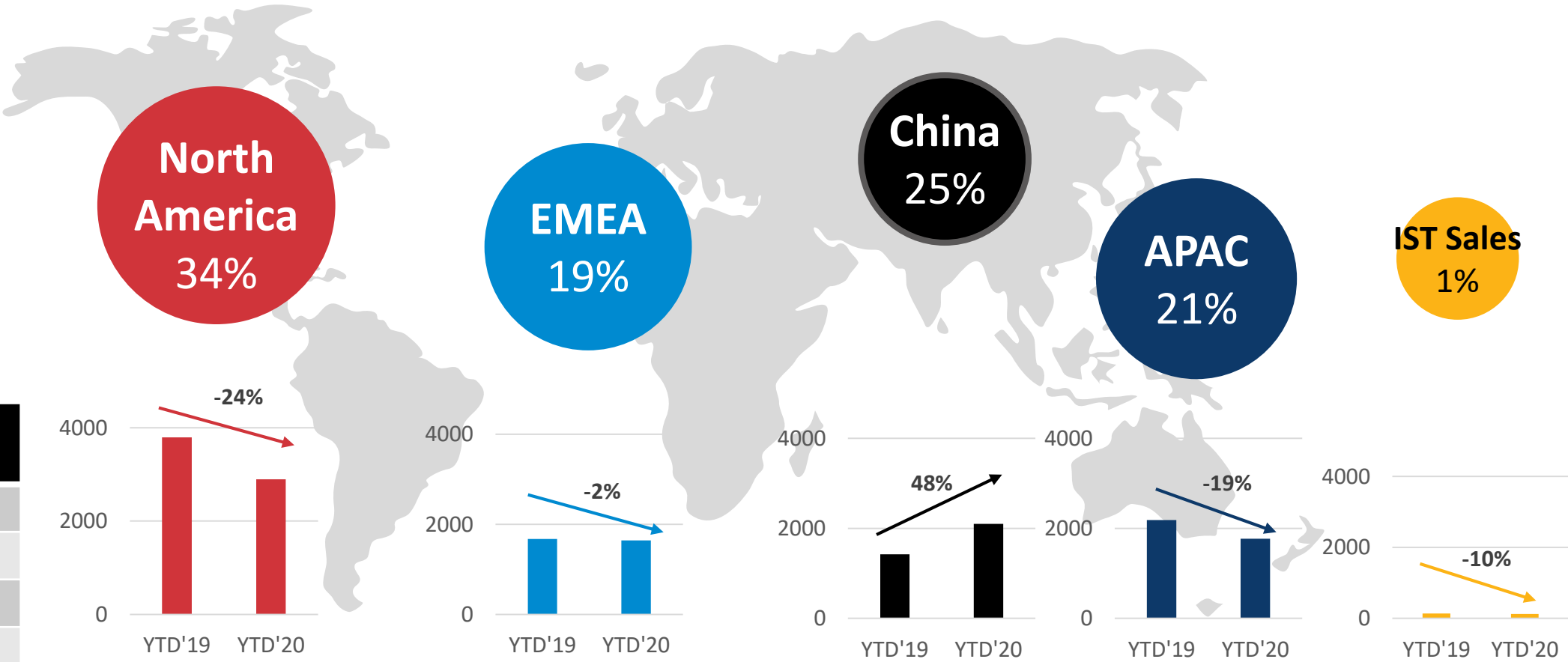


Networking,
Communication & Public
Sector Business Unit



2020 YTD Geographic Footprint & Claimed New DW

Amount : NT\$ Million

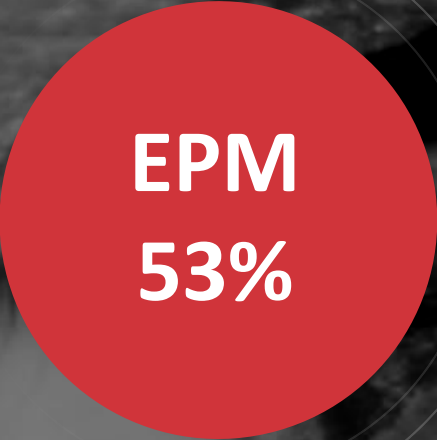


RBU	YTD claimed DW
AATI	27
EMEA	11
CHN	36
APAC	23

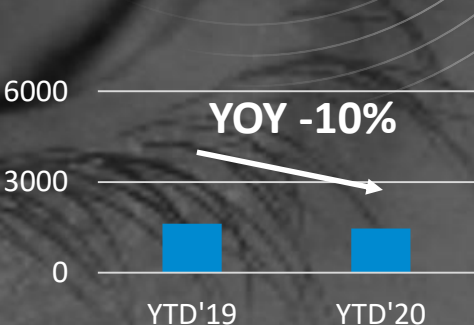
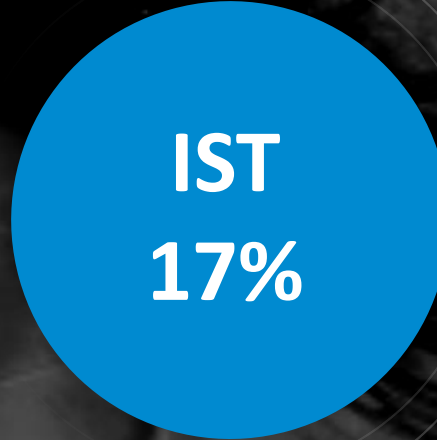
2020 YTD Sales breakdown by product

Amount : NT\$ Million

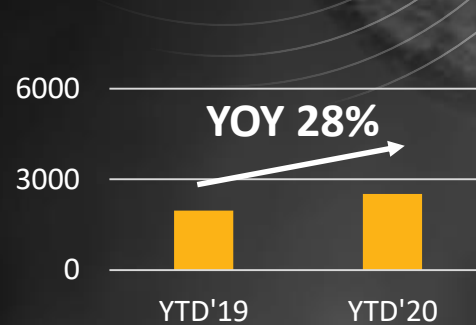
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IoT Solutions &
Technology
Business Unit



Networking,
Communication & Public
Sector Business Unit



THANK YOU

