



Because it matters

BenQ Medical Technology Corp

Investor Conference: 2018 Q3 Results

4116

2018/10/26

Safe Harbor Notice



We have made forward-looking statements in the presentation. Our forward-looking statements contain information regarding, among other things, our financial conditions, future expansion plans and business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties, and assumptions about us.

We undertake no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events might not occur and our actual results could differ materially from those anticipated in these forward-looking statements.



2018 Q3 Financial Results

Statement of Comprehensive Income (Consolidated)



| Unit: NT\$ Thousand | 2018Q2 | | 2018Q3 | | QoQ | 2017Q3 | | YoY |
|------------------------------------|----------------|-------------|----------------|-------------|------------|----------------|-------------|------------|
| Net Sales | 316,426 | 100% | 309,796 | 100% | -2% | 300,271 | 100% | 3% |
| Cost of Goods Sold | (205,169) | | (191,015) | | | (189,488) | | |
| Gross Margin | 111,257 | 35% | 118,781 | 38% | 7% | 110,783 | 37% | 7% |
| Operating Expenses | (90,917) | -29% | (94,112) | -30% | | (93,161) | -31% | |
| Operating Income | 20,340 | 6% | 24,669 | 8% | 21% | 17,622 | 6% | 40% |
| Non-Operating Income, Net | 2,076 | | 744 | | | (921) | | |
| Net Income | 19,120 | 6% | 19,297 | 6% | 1% | 12,116 | 4% | 59% |
| Shareholders of the Company | 16,360 | 5% | 16,703 | 5% | 2% | 10,701 | 4% | 56% |
| EPS(NT\$)(a) | 0.37 | | 0.37 | | | 0.24 | | |

(a)EPS was calculated based on total weighted -
averaged outstanding shares (K shares)

44,566

44,566

44,416

Statement of Comprehensive Income (Consolidated)



| Unit: NT\$ Thousand | 2018 Q1~Q3 | | 2017 Q1~Q3 | | YoY |
|-------------------------------------------------------------------------------------------|----------------|-------------|----------------|-------------|------------|
| Net Sales | 886,314 | 100% | 769,850 | 100% | 15% |
| Cost of Goods Sold | (561,051) | | (493,090) | | |
| Gross Margin | 325,263 | 37% | 276,760 | 36% | 18% |
| Operating Expenses | (270,107) | -31% | (231,730) | -30% | |
| Operating Income | 55,156 | 6% | 45,030 | 6% | 22% |
| Non-Operating Income, Net | 1,702 | | (3,225) | | |
| Net Income | 44,892 | 5% | 31,033 | 4% | 45% |
| Shareholders of the Company | 38,196 | 4% | 29,504 | 4% | 29% |
| EPS(NT\$)_(a) | 0.86 | | 0.67 | | |
| Net Worth/Share(NT\$)_(b) | 22.64 | | 22.40 | | |
| (a)EPS was calculated based on total weighted - averaged outstanding shares (K shares) | 44,566 | | 44,334 | | |
| (b)Net worth per share was calculated based on total outstanding shares (K shares) | 44,566 | | 44,566 | | |

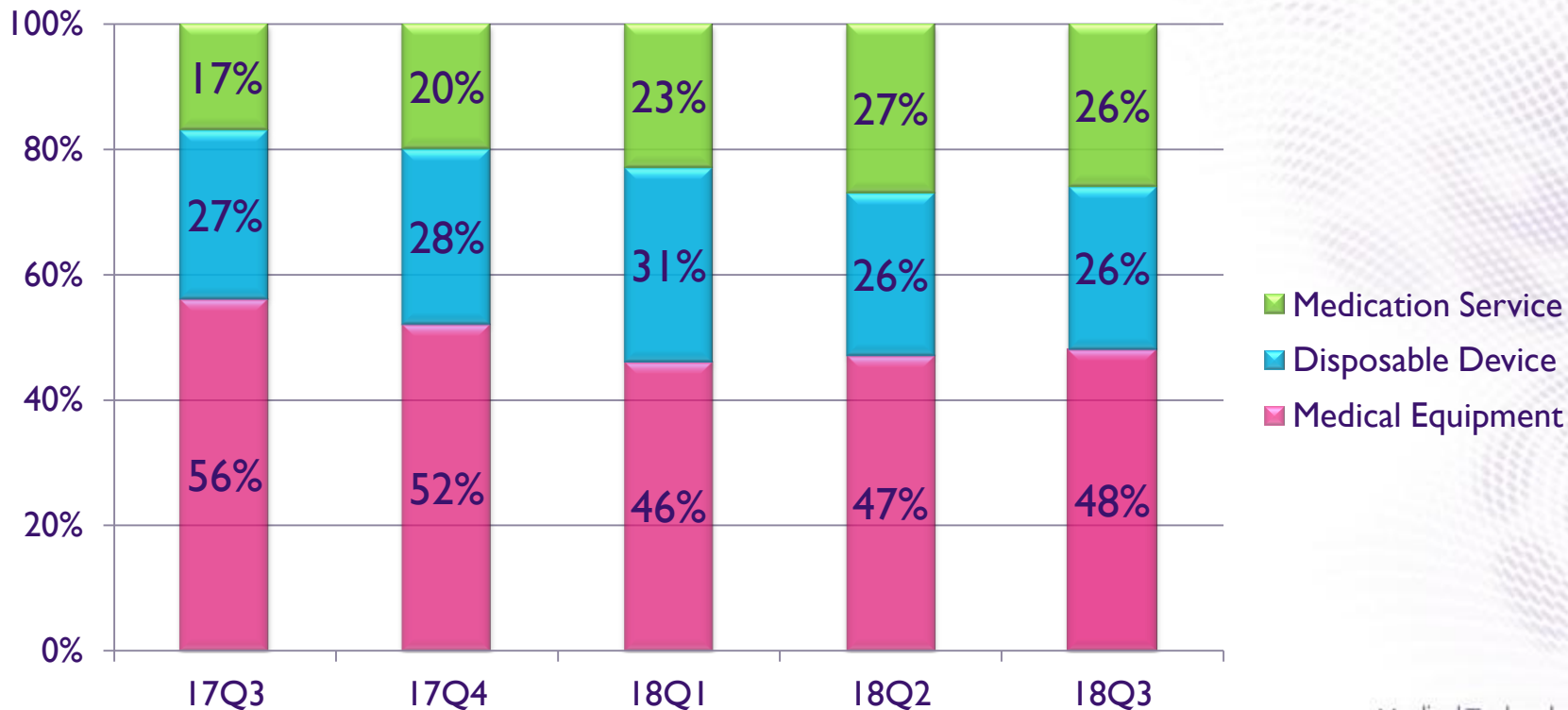
Balance Sheet Highlights (Consolidated)



| Unit: NT\$ Thousand | 2018.06.30 | | 2018.09.30 | | QoQ | 2017.09.30 | | YoY |
|----------------------------------|------------|------|------------|------|-----|------------|------|------|
| Cash & Equivalent | 136,500 | 9% | 157,050 | 10% | 15% | 201,679 | 13% | -22% |
| Accounts Receivable | 204,206 | 14% | 202,764 | 13% | -1% | 188,403 | 13% | 8% |
| Inventory | 135,114 | 9% | 151,916 | 10% | 12% | 125,726 | 8% | 21% |
| PP & E | 763,432 | 51% | 762,704 | 50% | 0% | 763,716 | 51% | 0% |
| Total Assets | 1,495,685 | 100% | 1,539,365 | 100% | 3% | 1,502,066 | 100% | 2% |
| Fin. Debt ^(a) | 139,805 | 9% | 173,818 | 11% | 24% | 120,548 | 8% | 44% |
| Accounts Payable & Other Payable | 266,356 | 18% | 259,152 | 17% | -2% | 281,465 | 19% | -8% |
| Total Liabilities | 453,148 | 30% | 479,097 | 31% | 6% | 455,269 | 30% | 5% |
| Equity | 1,042,537 | 70% | 1,060,268 | 69% | 2% | 1,046,796 | 70% | 1% |

(a)Fin. Debt included long term and short term financial debts.

Revenue Breakdown by Product Line





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