

Y19 1H Financial Results

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- This presentation contains forward-looking statements and is subject to risks and uncertainties. Actual results may differ materially from those contained in the forward-looking statements.
- The projections should not be interpreted as legally binding commitments, but rather as flexible information subject to change occasionally.

Y19 1H Financial Results

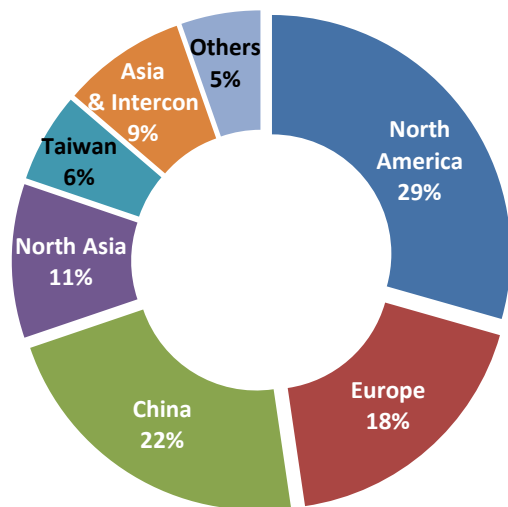
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NT\$M	2018			Q1	2019	
	Q1	Q2	H1		Q2	H1
Revenue	11,355	12,645	24,000	12,301	13,976	26,278
Growth	13%	11%	12%	8%	11%	9%
Gross Profit	4,338	4,792	9,130	4,724	5,411	10,135
Gross Margin	38.2%	37.9%	38.0%	38.4%	38.7%	38.6%
OPEX	2,696	2,851	5,547	2,866	3,078	5,944
Growth	6%	8%	7%	6%	8%	7%
MP	1,642	1,941	3,583	1,858	2,333	4,191
Growth	9%	11%	10%	13%	21%	17%
Non-Operating Profit	99	87	186	196	89	285
Effective Tax Rate	21.5%	21.4%	21.4%	21.0%	21.1%	21.1%
Profit after Tax	1,368	1,595	2,963	1,623	1,910	3,532
EPS (NT\$)	1.95	2.28	4.23	2.31	2.71	5.02

1H19 Performance by Region

Local Sales: US 847.4M, +4.7%

US\$M	Y18 1H	Y19 1H	GR%	Rev. Portion
North America	217.4	249.2	+14.6%	29%
Europe	152.2	154.8	+1.7%	18%
China	206.9	187.4	-9.4%	22%
North Asia	51.8	88.3	+70.5%	11%
Taiwan	58.2	51.4	-11.7%	6%
Asia & InterCon	57.3	70.8	+23.6%	9%
Others	65.6	45.5	-30.6%	5%
Total	809.3	847.4	+4.7%	100%



North Asia

AJP:	20.7M	GR%:	+6.8%
ATJ*:	37.4M	GR%:	
AKR :	30.2M	GR%:	-6.8%

Asia & InterCon

AAU/NZ:	6.8M	GR%:	+17.7%
ASEAN:	17.4M	GR%:	+15.4%
India	8.0M	GR%:	+22.9%
Russia	7.9M	GR%:	+13.5%
LATAM	7.1M	GR%:	-5.0%
ME&A	22.4M	GR%:	+44.5%
ROW	1.3M	GR%:	+819.8%

Y19 1H Performance By SBG

Y19 1H	US\$ mn	Revenues	YoY	Gross Margin Range	Operating Profit	OP Margin
Industrial IOT		272	-5%	45~50%	62	22.7%
Embedded IOT		218	7%	33~38%	36	16.5%
Allied DMS	ACG	102	54%	25~30%	17	16.9%
	NCG	86	16%	35~40%	14	16.0%
Service IOT		72	-1%	38~43%	6	8.7%
PSU & AGS		98	-8%	25~30%	14	14.4%
Other unallocated expenses					-13	
Total		847	5%		136	16.0%

Y19 1H Working Capital

NT\$ Mn	2017	2018	2019	
	Full	Full	1Q	2Q
Cash Position	8,300	8,676	9,586	11,346
Account Receivable	7,866	8,351	8,683	9,209
DSO (Days)	63	61	63	62
Inventory	6,242	7,558	8,179	8,446
DOH (Days)	80	84	95	91
Account Payable	5,281	5,811	5,756	6,519
Days	69	67	70	70

consolidate

*Go Together,
We Go Far and Grow Big*

