

PRiMAX



Primax Electronics (4915 TT)

2Q17 Earnings Conference

31 Jul 2017

2Q17 Result



Record Q2 GP, OI, EPS

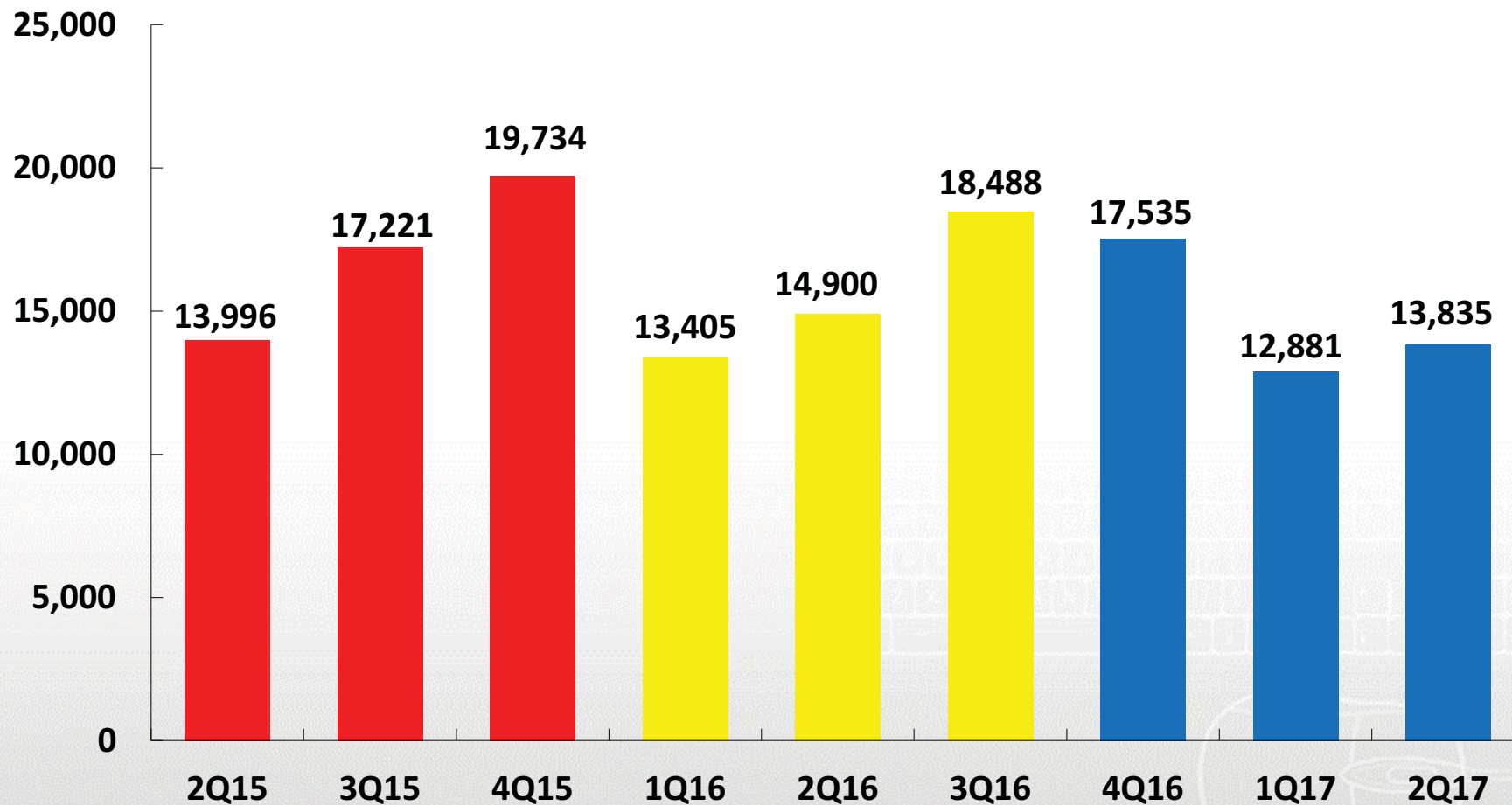
Amount : NTD M

	Q2 17	Q1 17	Q2 16	QoQ	YoY
Net Sales	13,835	12,881	14,900	7.4%	-7.1%
COGS	12,052	11,266	13,340		
Gross Profit	1,783	1,615	1,561		
<i>Gross Margin</i>	12.9%	12.5%	10.5%	0.3%	2.4%
Operating Expense	1,191	1,082	1,138		
<i>Operating Expense %</i>	8.6%	8.4%	7.6%	0.2%	1.0%
Operating Income	592	534	423	10.9%	39.9%
<i>Operating Margin</i>	4.3%	4.1%	2.8%	0.1%	1.4%
Non-operating Items	88	56	176		
Income before Tax	680	590	599	15.2%	13.4%
Income Tax	183	138	167		
Net Income (Loss) from Continuing Operation	497	452	432	9.8%	14.9%
Income (Loss) from Discontinued Operations	0	0	50		
Net Income	497	452	483	9.8%	2.9%
<i>Net Margin</i>	3.6%	3.5%	3.2%	0.1%	0.4%
Net income attributed to Primax	462	418	447	10.4%	3.3%
EPS (NT\$)	1.05	0.95	1.02		

Quarterly Sales



Amount : NTDM

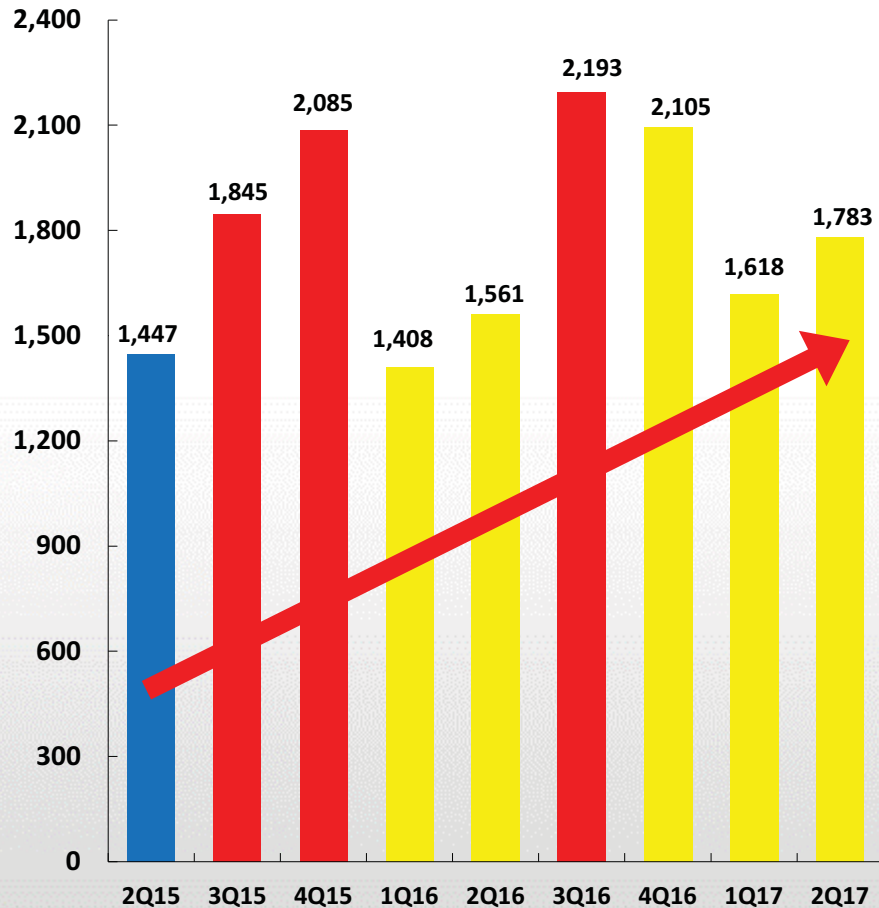


Gross Profit 、 Gross Margin

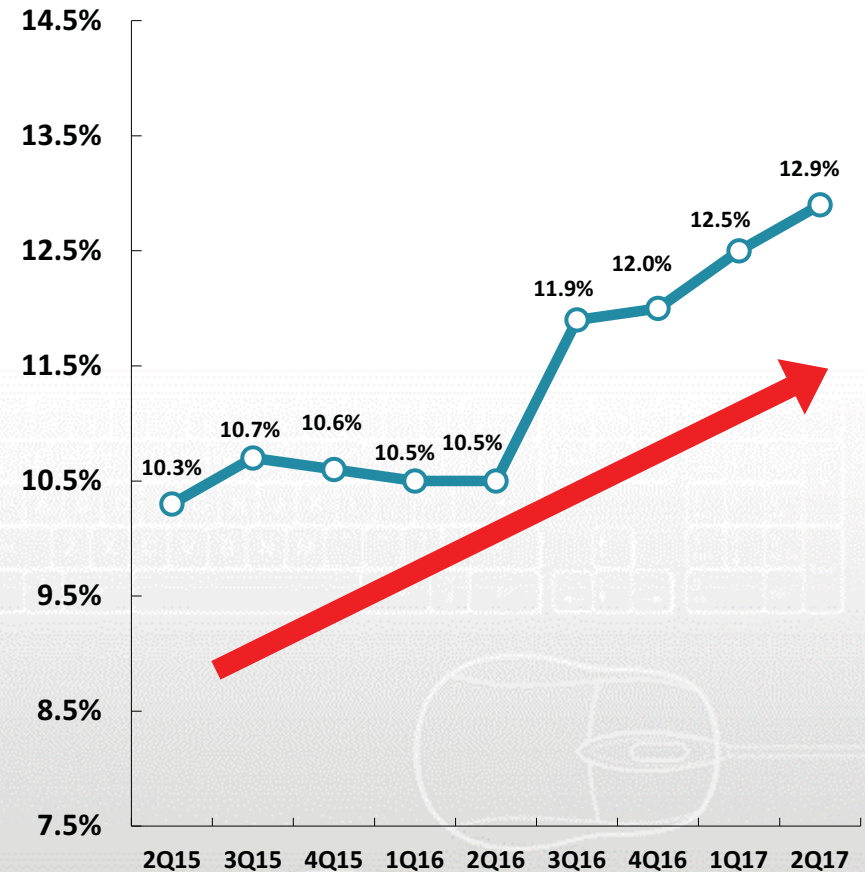


Gross Profit

Amount : NTDM



Gross Margin

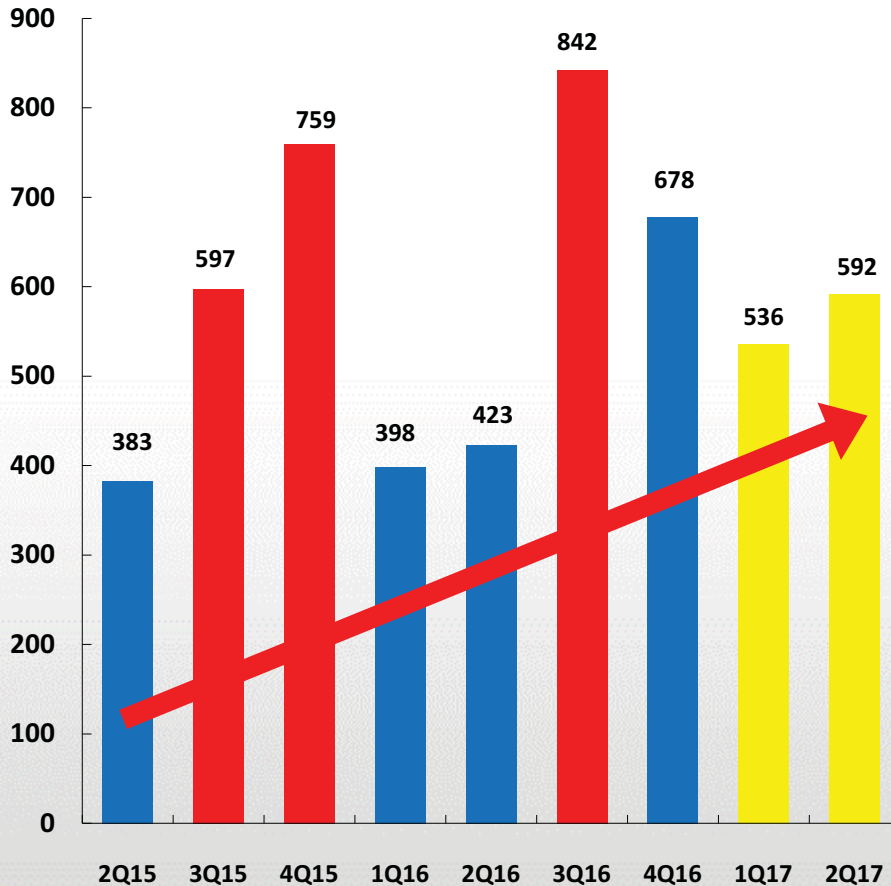


Operating Profit - Operating Margin

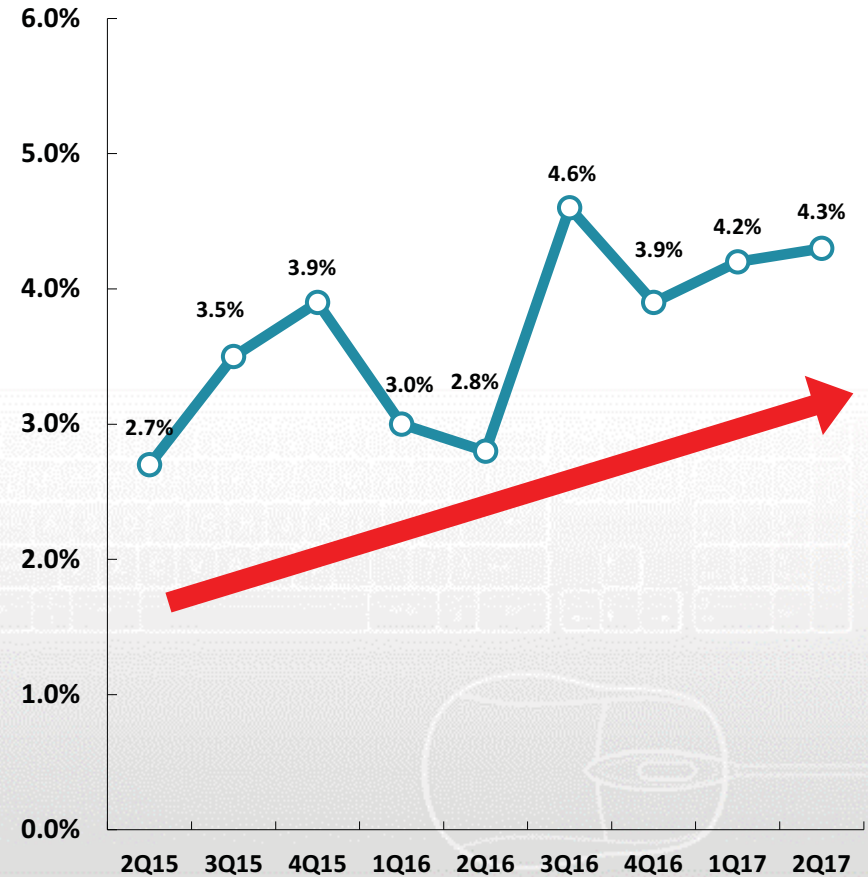


Operating Profit

Amount : NTD M



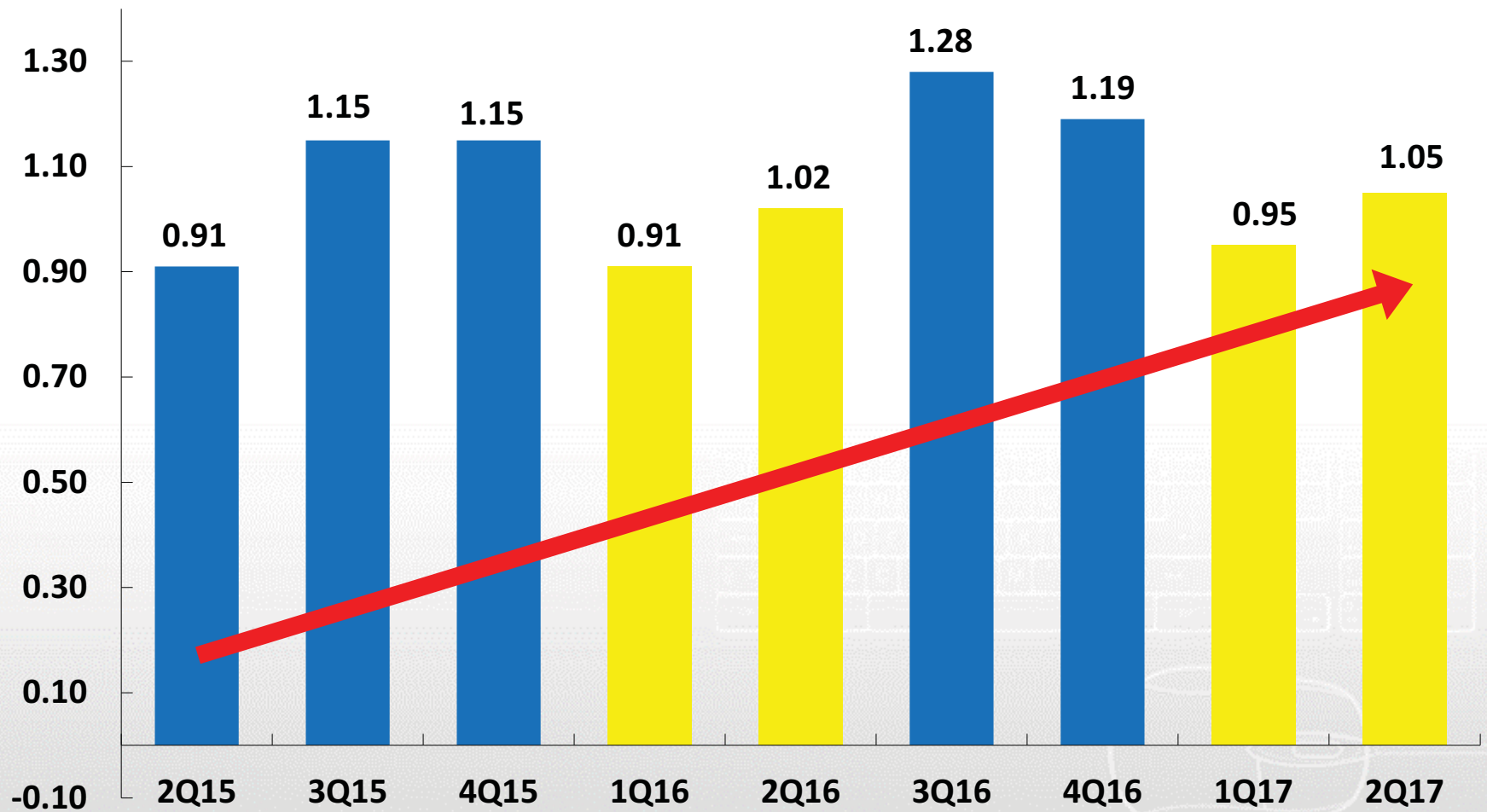
Operating Margin



EPS



Amount : NTD



2Q17 Balance Sheet



Selected items from Balance Sheet

(Amount : NTD M)

	2017/6/30		2016/6/30	
	Amt	%	Amt	%
Cash	5,659	17%	5,511	15%
Notes and Accounts receivable	11,345	34%	11,487	32%
Inventory	6,009	18%	5,967	16%
Total Current Assets	23,957	72%	27,280	75%
Fixed Assets	4,444	13%	5,107	14%
Total Assets	33,159	100%	36,416	100%
Notes and Accounts Payable	12,637	38%	12,582	35%
S-T Borrowings	548	2%	1,808	5%
CPLTD	216	1%	716	2%
Total Current Liabilities	19,387	58%	21,486	59%
L-T Borrowings	111	0%	327	1%
Total Liabilities	21,220	64%	23,770	65%
Total Equity	11,939	36%	12,647	35%

Key Indices

AR Turnover (days)	71	69
AP Turnover (days)	113	114
Inventory Turnover (days)	47	42
Cash Conversion Cycle (days)	5	3
Current Ratio (%)	123.6	127.0
Total Liabilities-to-Assets Ratio (%)	64.0	65.3
Return on Equity-Annualized (%)	16.6%	16.3%

2Q17 Cash Flow



Amount : NTD M



	Q2 17	Q2 16
From Operation	415	(2,152)
Continuing operation income before tax	1,270	1,195
Discontinued operation income before tax		135
- Income before tax	1,270	1,330
- Depreciation and amortization	741	839
- Notes and Accounts receivable	2,744	2,254
- Notes and Accounts payable	(4,569)	(5,691)
- Inventory	929	401
- Other Operating Sources / (Uses)	(700)	(1,285)
From Investment	(1,315)	(193)
- Fixed Assets	(658)	(90)
- Acquisition of subsidiaries' shareholding	(606)	0
- Cash from Non-Current Assets Held for Sale	0	(323)
- Proceeds from disposal of available-for-sale financial assets	0	220
- Other Investing Sources / (Uses)	(52)	(0)
From Financing	308	346
- S-T Borrowings	548	724
- L-T Borrowings	(274)	(338)
- Other Financing Sources / (Uses)	35	(40)
Net Cash Position Change	(592)	(1,999)
Effect of foreign currency exchange translation	(108)	(113)
Cash at beginning of year	6,360	7,623
Ending Cash Balance	5,659	5,511

PRiMAX



Thank you!



- ❖ All figures stated above are unaudited and subject to audit amendments
- ❖ All number has reflected Global Tek restatement
- ❖  Record Quarter
- ❖  Historical Record High



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 in the conference might not occur and our actual results could differ materially from those anticipated in these forward-looking statements.

