

華碩電腦

2019年第2季投資人說明會

聲明

本簡報及同時發佈之相關訊息內含有從公司內部與外部來源所取得的預測性資訊。

本公司未來實際所發生的營運結果、財務狀況以及業務展望，可能與這些預測性資訊所明示或暗示的預估有所差異，其原因可能來自於各種本公司所不能掌控的風險。

本簡報中對未來的展望，反應本公司截至目前為止對於未來的看法。對於這些看法，未來若有任何變更或調整時，本公司並不負責隨時提醒或更新。

議程

- 2019年第2季財務結果
- 營運狀況摘要
- 策略與展望
- 問與答

2019年第2季財務結果

2019年第2季自結品牌損益

(unaudited brand consolidated financials)

in NT\$ Mn	2019 2Q	2019 1Q	QoQ	2018 2Q	YoY
Net Revenue	71,272	83,503	-15%	80,525	-11%
COGS	(61,410)	(73,911)	-17%	(70,291)	-13%
Gross Profit	9,862	9,592	3%	10,234	-4%
Operating Expenses	(8,852)	(8,706)	2%	(7,411)	19%
Operating Profit	1,010	886	14%	2,823	-64%
Non-OP Items	1,183	2,140	-45%	(996)	-219%
Pre-Tax Profit	2,193	3,026	-28%	1,827	20%
Tax	(513)	(839)	-39%	(496)	4%
Net Profit	1,680	2,187	-23%	1,332	26%
EPS	2.3	2.9		1.8	
Gross Margin %	13.8%	11.5%		12.7%	
Operating Margin %	1.4%	1.1%		3.5%	

2019年第2季自結品牌損益 (擬制報表 - 排除手機損益)

(unaudited brand consolidated financials)

in NT\$ Mn	2019 2Q	Phone		W/O Phone
		old models	new models	
Net Revenue	71,272	5,403	433	65,435
COGS	(61,410)	(5,122)	(391)	(55,897)
Gross Profit	9,862	281	42	9,538
Operating Expenses	(8,852)	(747)	(603)	(7,502)
Operating Profit	1,010	(466)	(560)	2,036
Non-OP Items	1,183	(36)	(8)	1,227
Pre-Tax Profit	2,193	(501)	(569)	3,263
Tax	(513)	(100)	76	(489)
Net Profit	1,680	(601)	(493)	2,774
EPS	2.3	(0.8)	(0.7)	3.7
Gross Margin %	13.8%	5.2%	9.8%	14.6%
Operating Margin %	1.4%	-8.6%	-129.4%	3.1%

2019年第2季自結品牌業外損益

(unaudited brand consolidated financials)

Non-OP Items	2019 2Q	2019 1Q	QoQ	2018 2Q	YoY
Interest Income (net)	335	271	24%	391	-14%
Investment Income	137	142	-3%	(161)	185%
<i>Askey</i>	(57)	(61)	7%	(612)	91%
<i>Others</i>	194	203	-4%	451	-57%
Exchange Gain/(Loss)	311	1,387	-78%	(1,407)	122%
Dividend Income	2	-	-	4	-43%
Other Income (net)	398	340	17%	178	124%
Total Non-OP items	1,183	2,140	-45%	(996)	219%

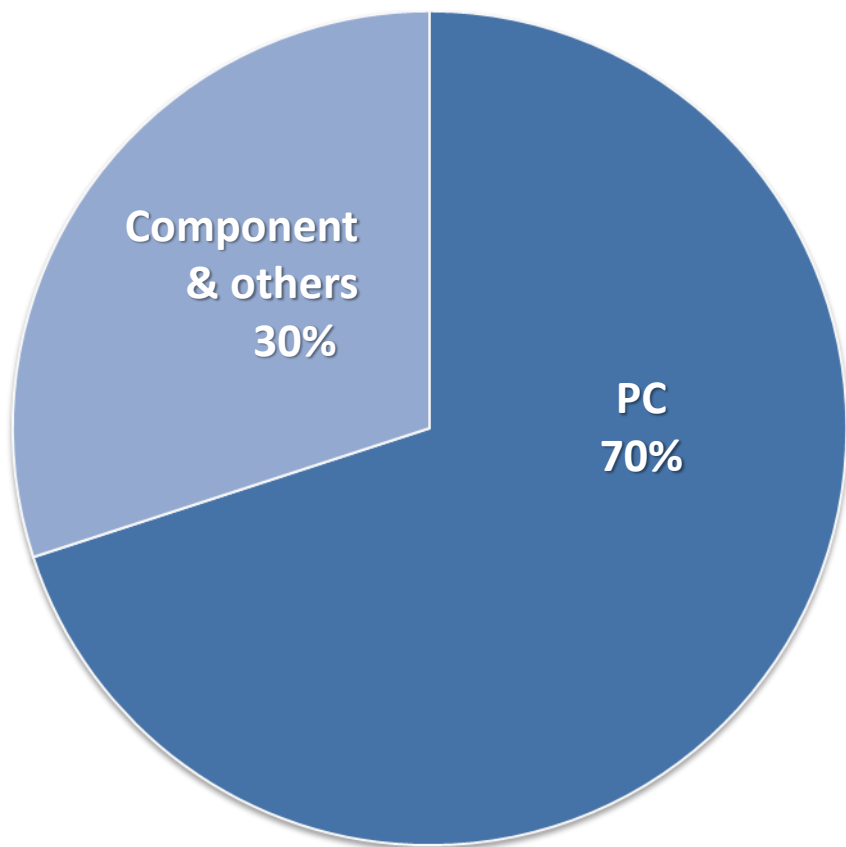
2019年第2季自結品牌資產負債表

in NT\$ Mn	Jun 30, 2019	Mar 31, 2019	QoQ	Jun 30, 2018	YoY
Cash & equivalents	61,703	52,838	17%	71,864	-14%
Accounts receivable	62,949	71,681	-12%	69,830	-10%
Inventories	75,039	80,775	-7%	79,400	-5%
Current Assets	208,186	212,149	-2%	230,875	-10%
Long-term investments	68,072	67,380		66,973	
Fixed assets	15,580	13,050		10,715	
Total Assets	308,902	309,284	-0%	323,097	-4%
Accounts payable	42,126	45,348	-7%	51,020	-17%
Current Liabilities	136,508	128,466	6%	147,005	-7%
Total Liabilities	148,131	140,074	6%	158,212	-6%
Paid-in capital	7,428	7,428		7,428	
Stockholders' equity	160,770	169,210	-5%	164,885	-2%
Avg. Days of Inventory	116	103		102	
Avg. Days of AR	86	80		77	
Avg. Days of AP	70	68		68	
Avg. CCC Days	132	115		111	

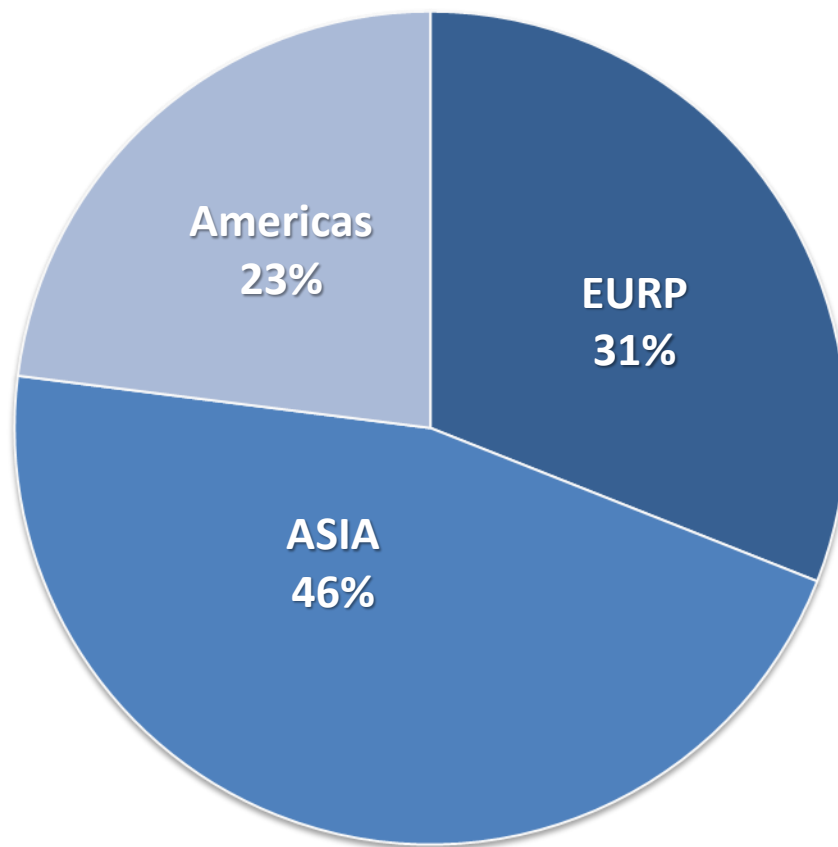
營運狀況摘要

2Q 2019 營收組合

By Product Group



By Region



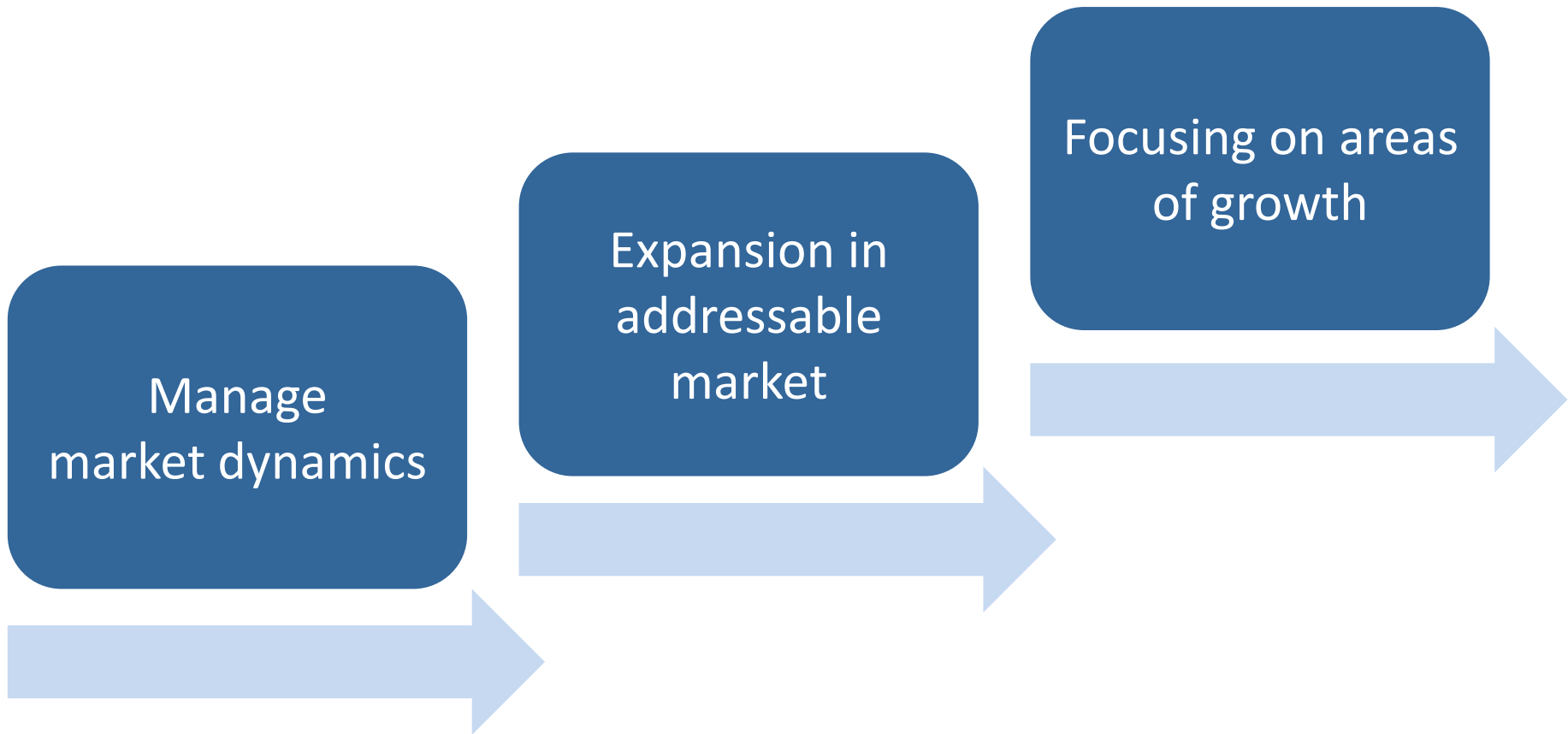
* Excluding revenue of smartphones

3Q 2019 營運展望

- PC QoQ +20%
- Component QoQ +15%

策略與展望

Key Business Objectives



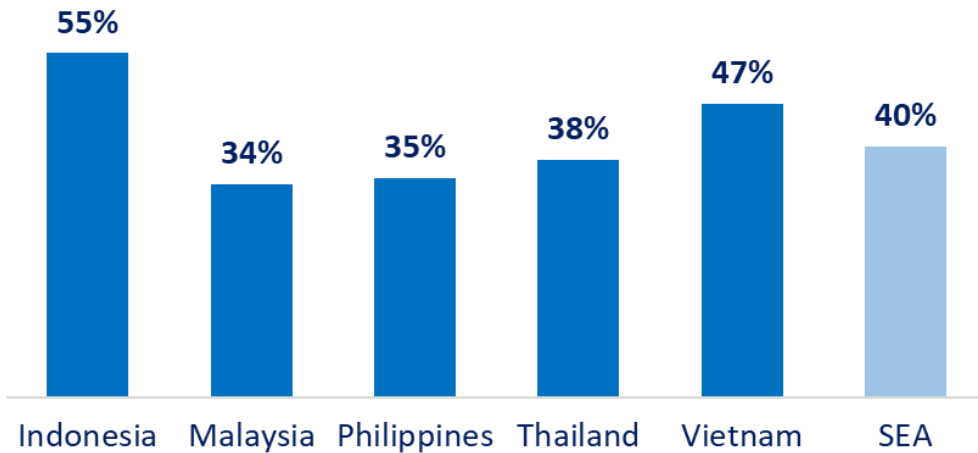
Gaming Phone Ecosystem

ROG Phone 2 has received outstanding recognition and delivered stronger-than-expected demand. This has resulted in strong gains in the gaming phone market, and is expected to lead to an unmatched market leading position within three years.

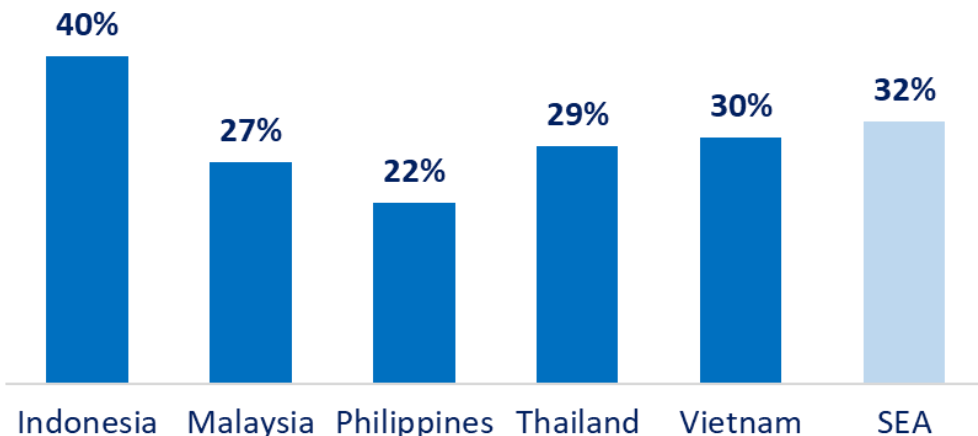


No. 1 in Southeast Asia

Gaming NB market share

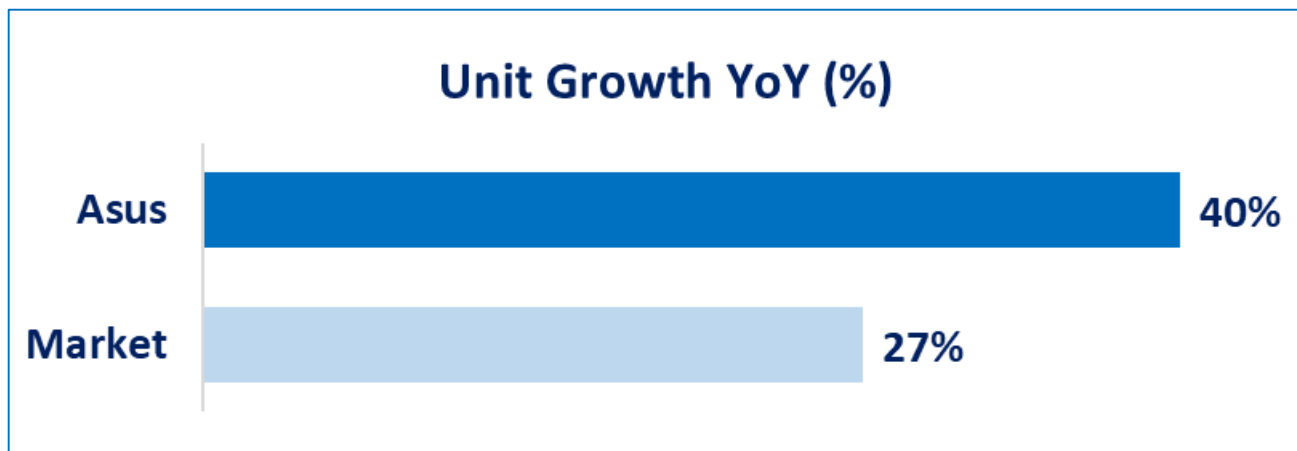
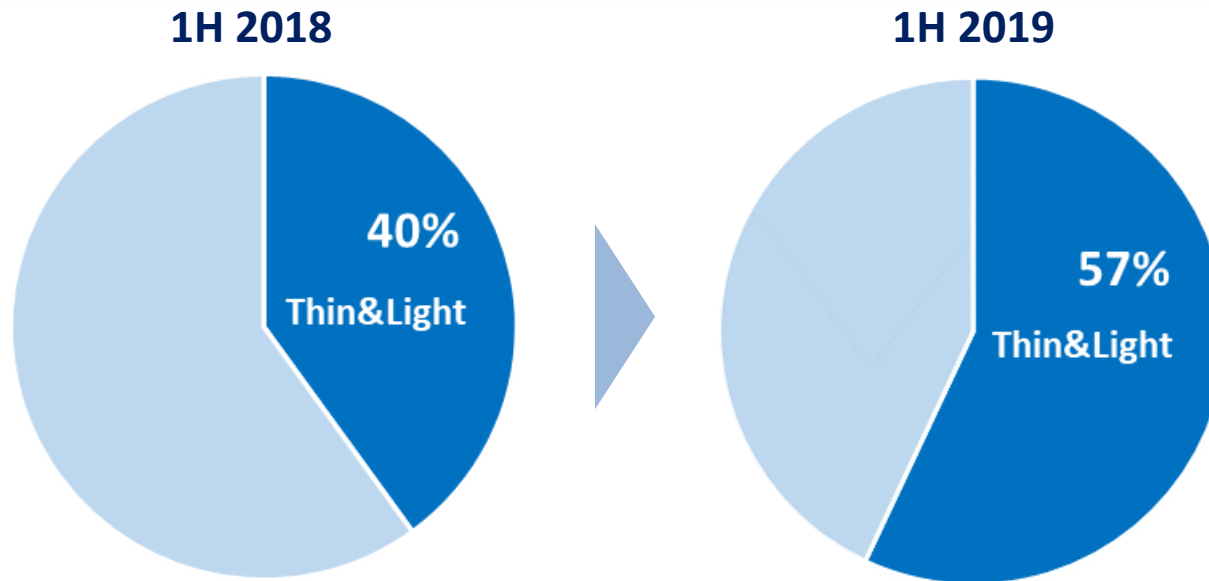


NB market share



- ASUS is No.1 in motherboards, notebooks and gaming notebooks across all major countries in Southeast Asia
- Additional resources are being invested to build an absolutely dominating market presence in the region.

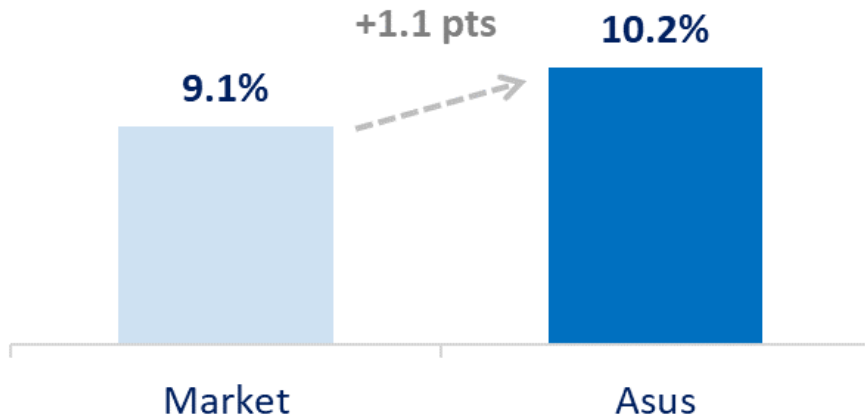
Thin & Light NB Growth in 1H 2019



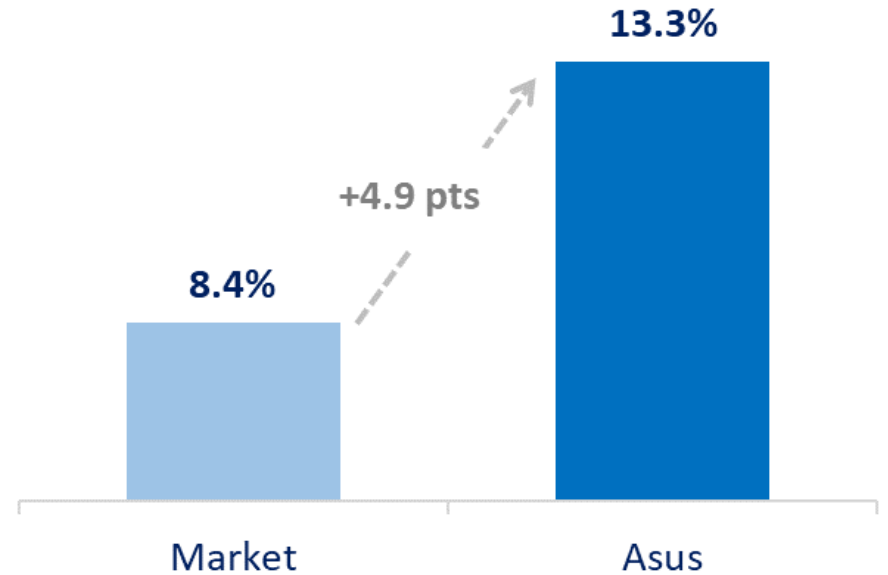
Gaming NB Growth in 1H 2019

- Consistently outgrew the Gaming NB market

Global YoY growth



Outside China YoY growth



New Product Categories

Consumer

Gamer

Creator

Professional



問與答