

華碩電腦

2019年第3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3季財務結果
- 營運狀況摘要
- 策略與展望
- 問與答

2019年第3季財務結果

2019年第3季自結品牌損益

(unaudited brand consolidated financials)

in NT\$ Mn	2019 3Q	2019 2Q	QoQ	2018 3Q	YoY
Net Revenue	88,467	71,272	24%	93,771	-6%
COGS	(74,955)	(61,410)	22%	(82,814)	-9%
Gross Profit	13,512	9,862	37%	10,958	23%
Operating Expenses	(9,150)	(8,852)	3%	(8,716)	5%
Operating Profit	4,362	1,010	332%	2,242	95%
Non-OP Items	2,643	1,183	123%	2,174	22%
Pre-Tax Profit	7,005	2,193	219%	4,416	59%
Tax	(1,372)	(513)	167%	(1,073)	28%
Net Profit	5,633	1,680	235%	3,343	69%
EPS	7.6	2.3		4.5	
Gross Margin %	15.3%	13.8%		11.7%	
Operating Margin %	4.9%	1.4%		2.4%	

2019年第3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 3Q	Phone		W/O Phone
		old models	new models	
Net Revenue	88,467	2,395	2,099	83,973
COGS	(74,955)	(3,294)	(2,373)	(69,288)
Gross Profit	13,512	(899)	(273)	14,685
Operating Expenses	(9,150)	(195)	(900)	(8,055)
Operating Profit	4,362	(1,095)	(1,174)	6,630
Non-OP Items	2,643	(18)	40	2,621
Pre-Tax Profit	7,005	(1,112)	(1,134)	9,251
Tax	(1,372)	271	196	(1,838)
Net Profit	5,633	(841)	(938)	7,413
EPS	7.6	(1.1)	(1.3)	10.0
Gross Margin %	15.3%	-37.6%	-13.0%	17.5%
Operating Margin %	4.9%	-45.7%	-55.9%	7.9%

2019年第3季自結品牌業外損益

(unaudited brand consolidated financials)

Non-OP Items	2019 3Q	2019 2Q	QoQ	2018 3Q	YoY
Interest Income (net)	292	335	-13%	298	-2%
Investment Income	44	137	-68%	(496)	109%
<i>Askey</i>	(40)	(57)	29%	(777)	95%
<i>Others</i>	84	194	-57%	282	-70%
Exchange Gain/(Loss)	(141)	311	-145%	(279)	49%
Dividend Income	2,301	2	99924%	2,479	-7%
Other Income (net)	148	398	-63%	171	-14%
Total Non-OP items	2,643	1,183	123%	2,174	22%

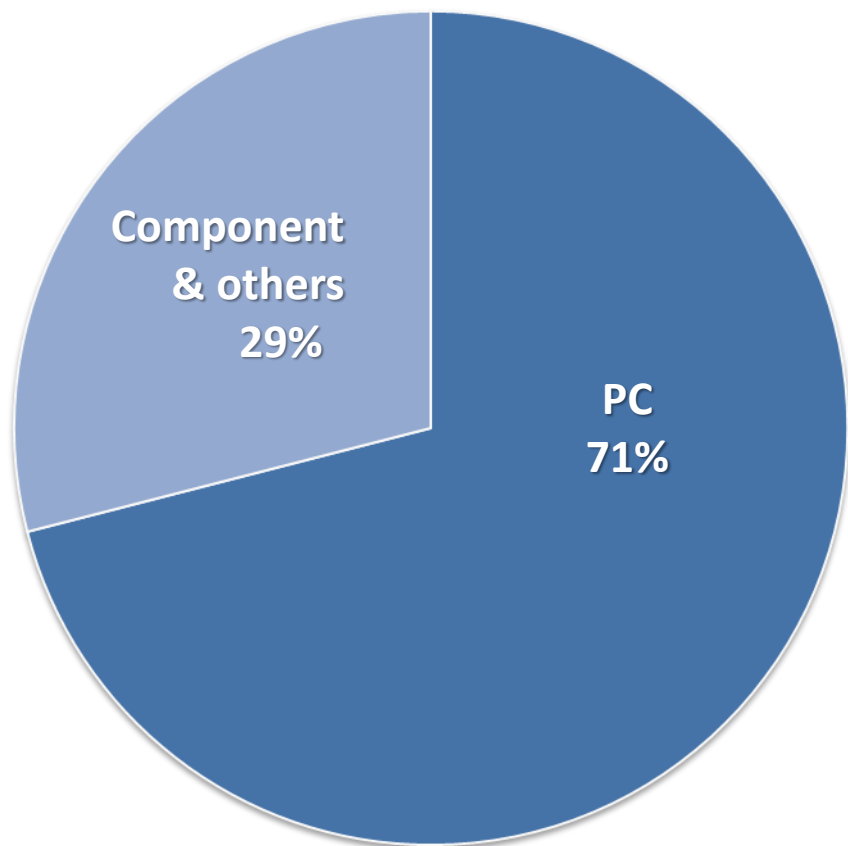
2019年第3季自結品牌業外損益

in NT\$ Mn	Sep 30, 2019	Jun 30, 2019	QoQ	Sep 30, 2018	YoY
Cash & equivalents	58,993	61,703	-4%	62,449	-6%
Accounts receivable	68,883	62,949	9%	82,717	-17%
Inventories	73,452	75,039	-2%	85,618	-14%
Current Assets	212,462	208,186	2%	238,396	-11%
Long-term investments	69,232	68,072		69,237	
Fixed assets	17,282	15,580		11,036	
Total Assets	315,340	308,902	2%	333,526	-5%
Accounts payable	50,658	42,126	20%	66,418	-24%
Current Liabilities	136,194	136,508	-0.2%	152,781	-11%
Total Liabilities	147,831	148,132	-0.2%	164,066	-10%
Paid-in capital	7,428	7,428		7,428	
Stockholders' equity	167,508	160,770	4%	169,460	-1%
Avg. Days of Inventory	90	116		91	
Avg. Days of AR	68	86		74	
Avg. Days of AP	61	70		69	
Avg. CCC Days	98	132		96	

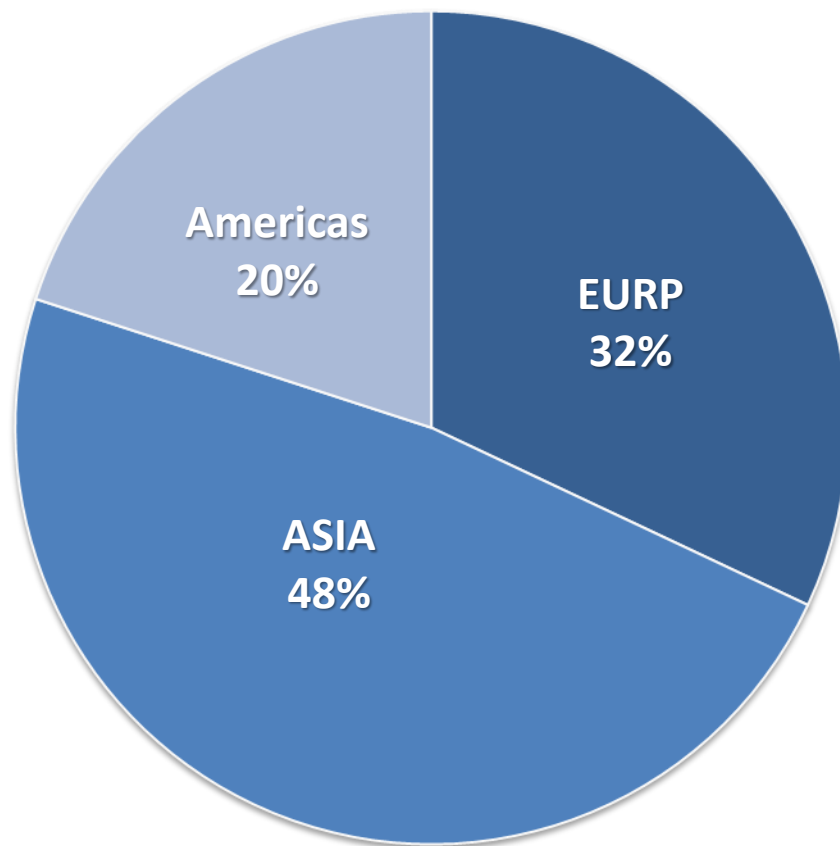
營運狀況摘要

3Q 2019 營收組合

By Product Group



By Region



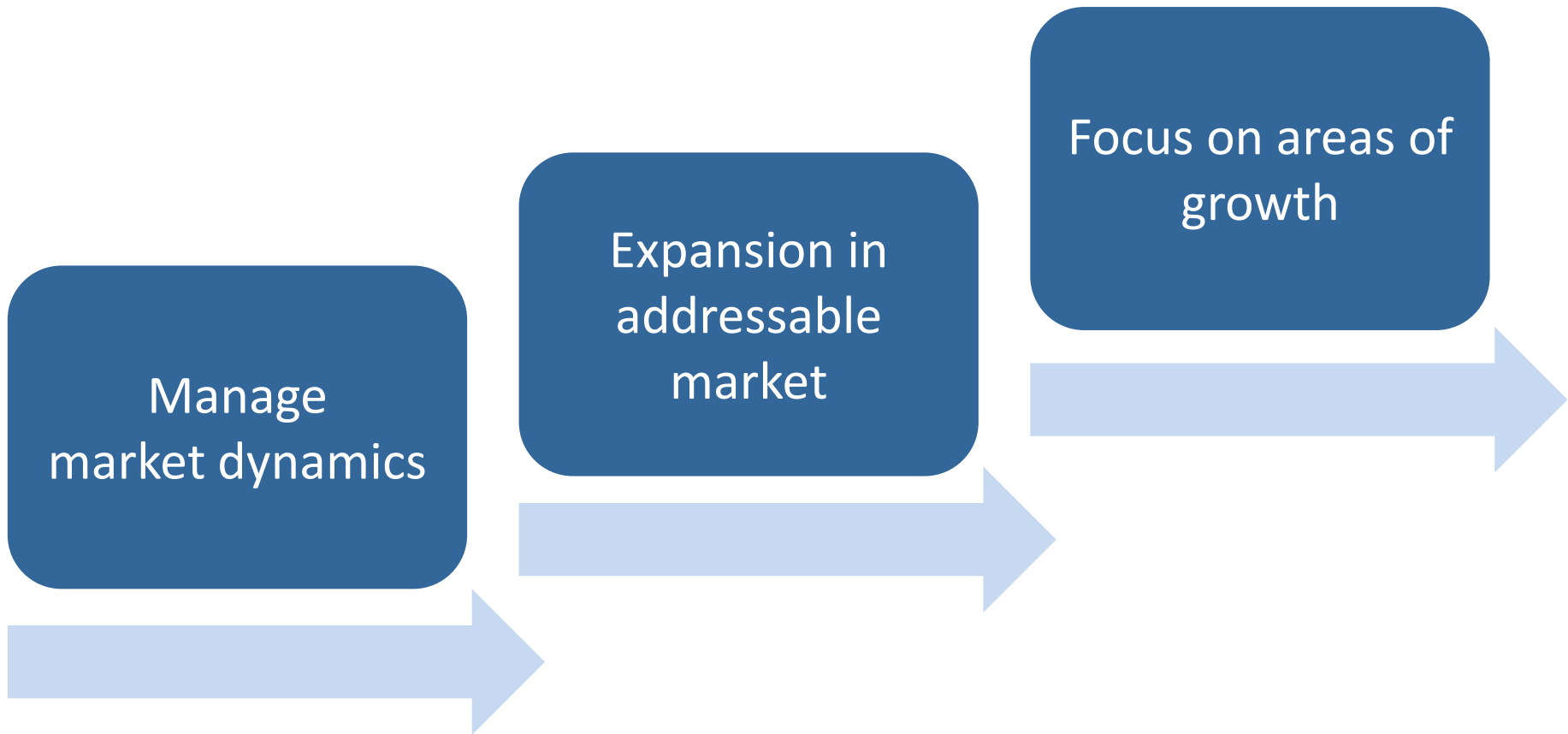
* Excluding revenue of smartphones

4Q 2019 營運展望

- PC QoQ 0% ~ -5%
- Component QoQ -5%

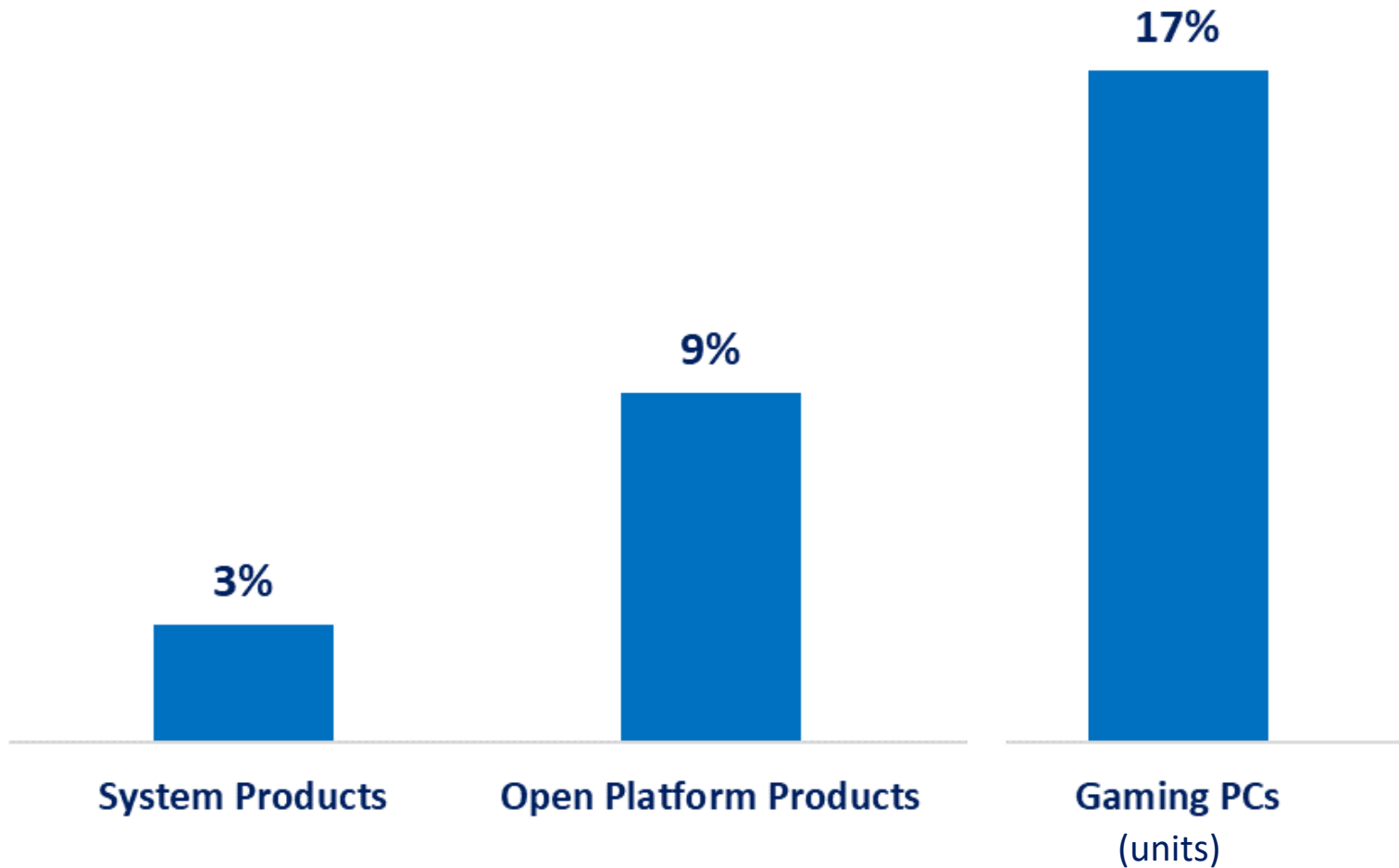
策略與展望

Key Business Objectives



Business Growth

YoY growth by product in Q3 2019



Key Objectives By Products

**Open
Platform**

No.1 brand and consistent market share growth

PC

Deliver profitable growth

Gaming

No. 1 brand for gamers

**Creator/
Commercial**

Expand PC horizons

Phone

Pioneer to create new smartphone categories

ASUS ProArt

To meet the evolving needs of professionals, ASUS has developed an all-new lineup of ProArt products that provide solutions for content creators, business professionals, health and fitness enthusiasts, and gamers.



Transform PC Industry

Define Laptop of tomorrow : Dual Screen



ScreenPad 2.0



ScreenPad Plus
ZenBook Pro Duo

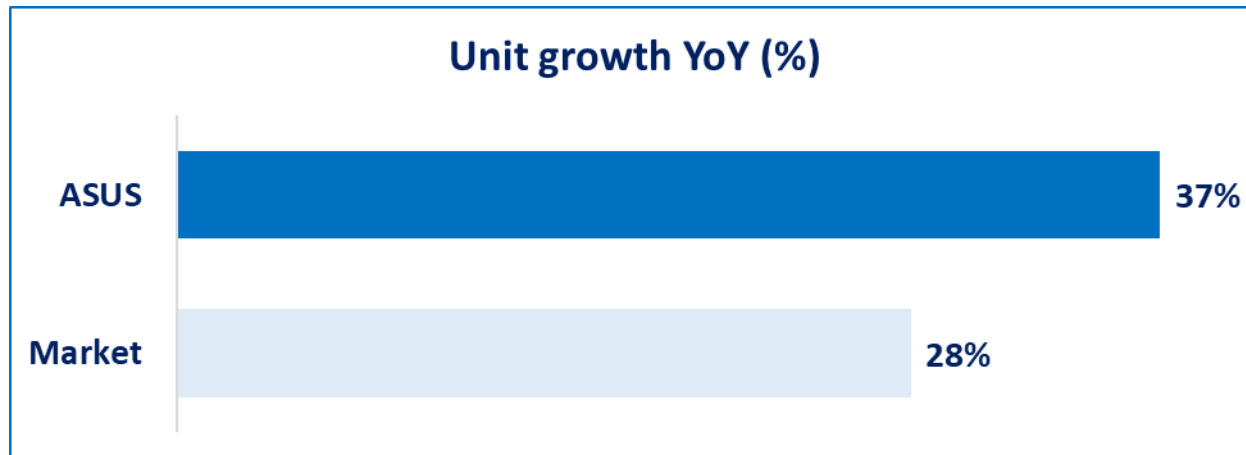
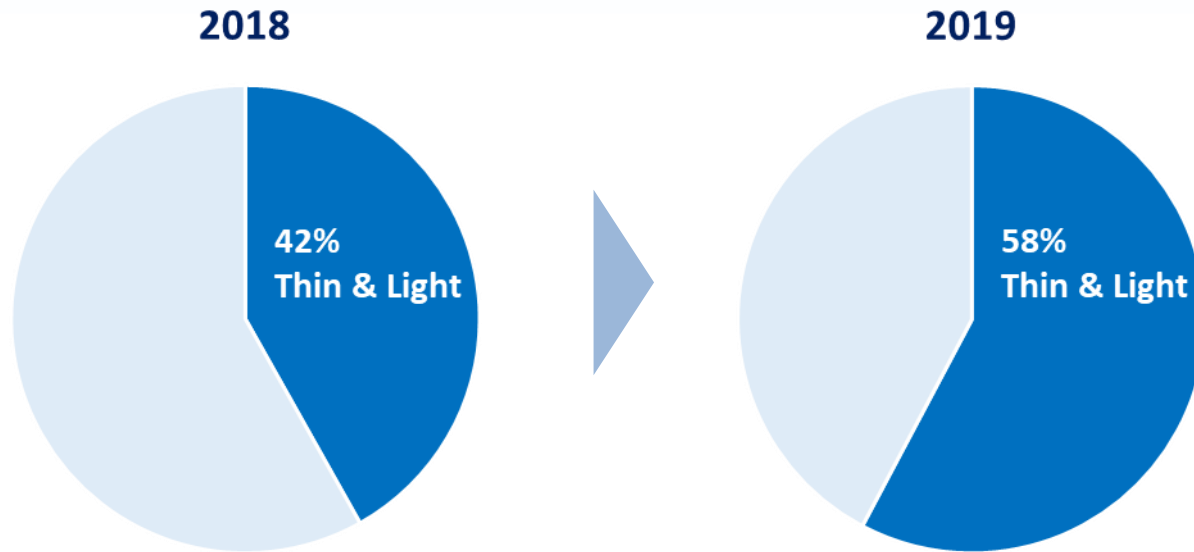


ScreenPad Plus
ZenBook Duo



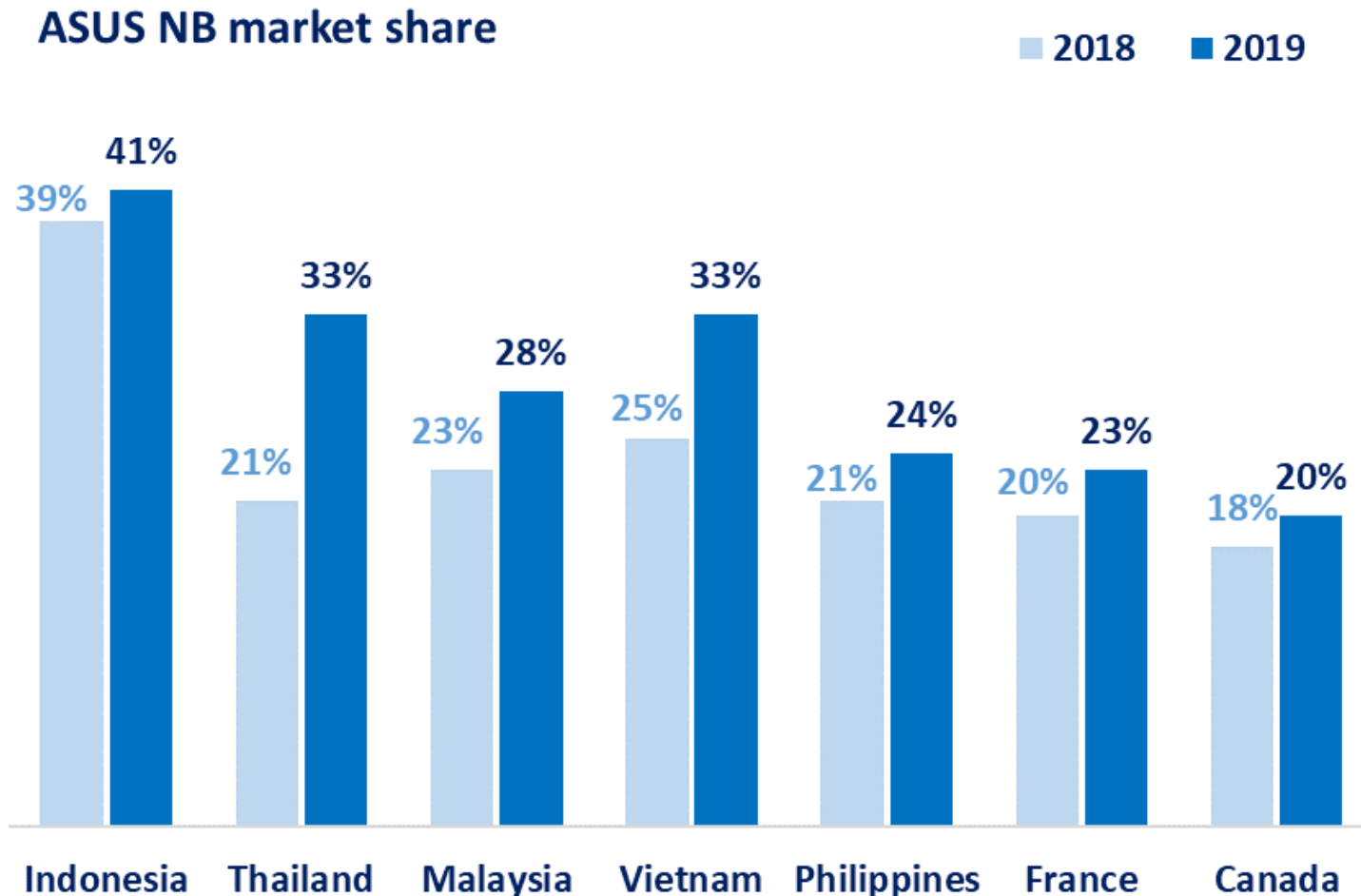
Precog Duo Screen

Thin & Light NB Growth Q1-Q3

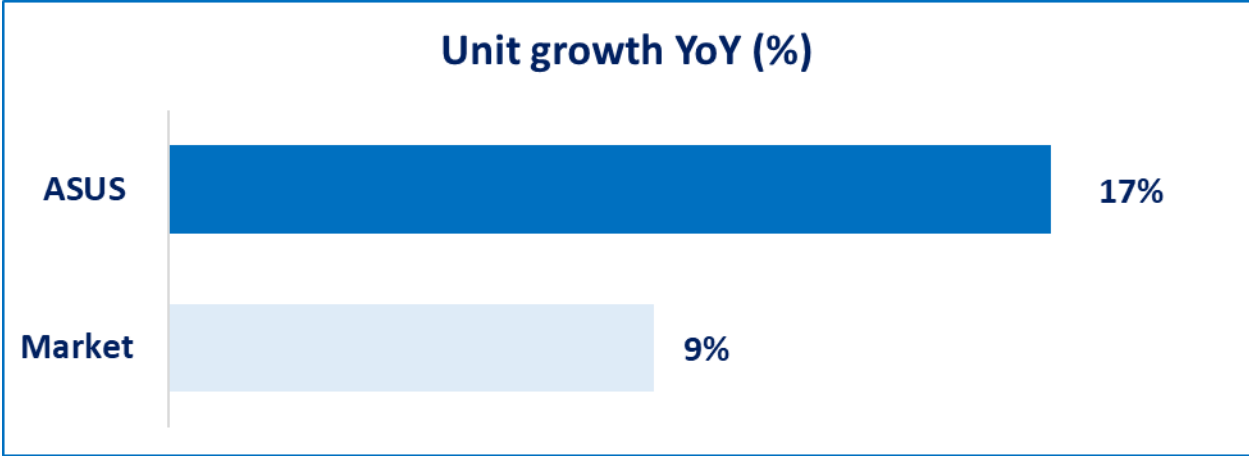
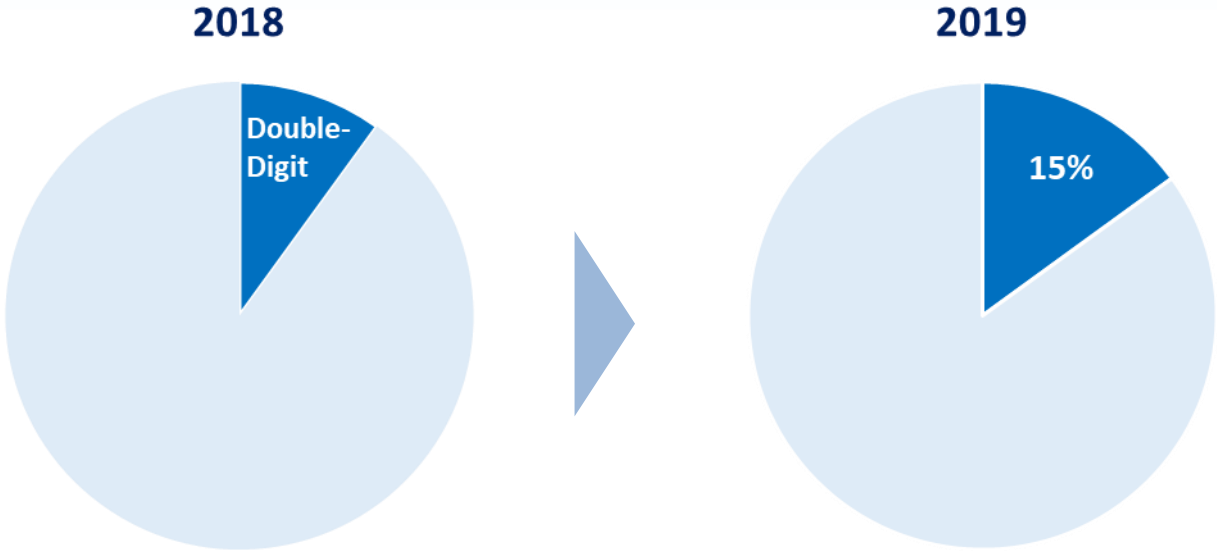


ASUS NB Growth

- ASUS NB delivered strong market share growths in selected countries.

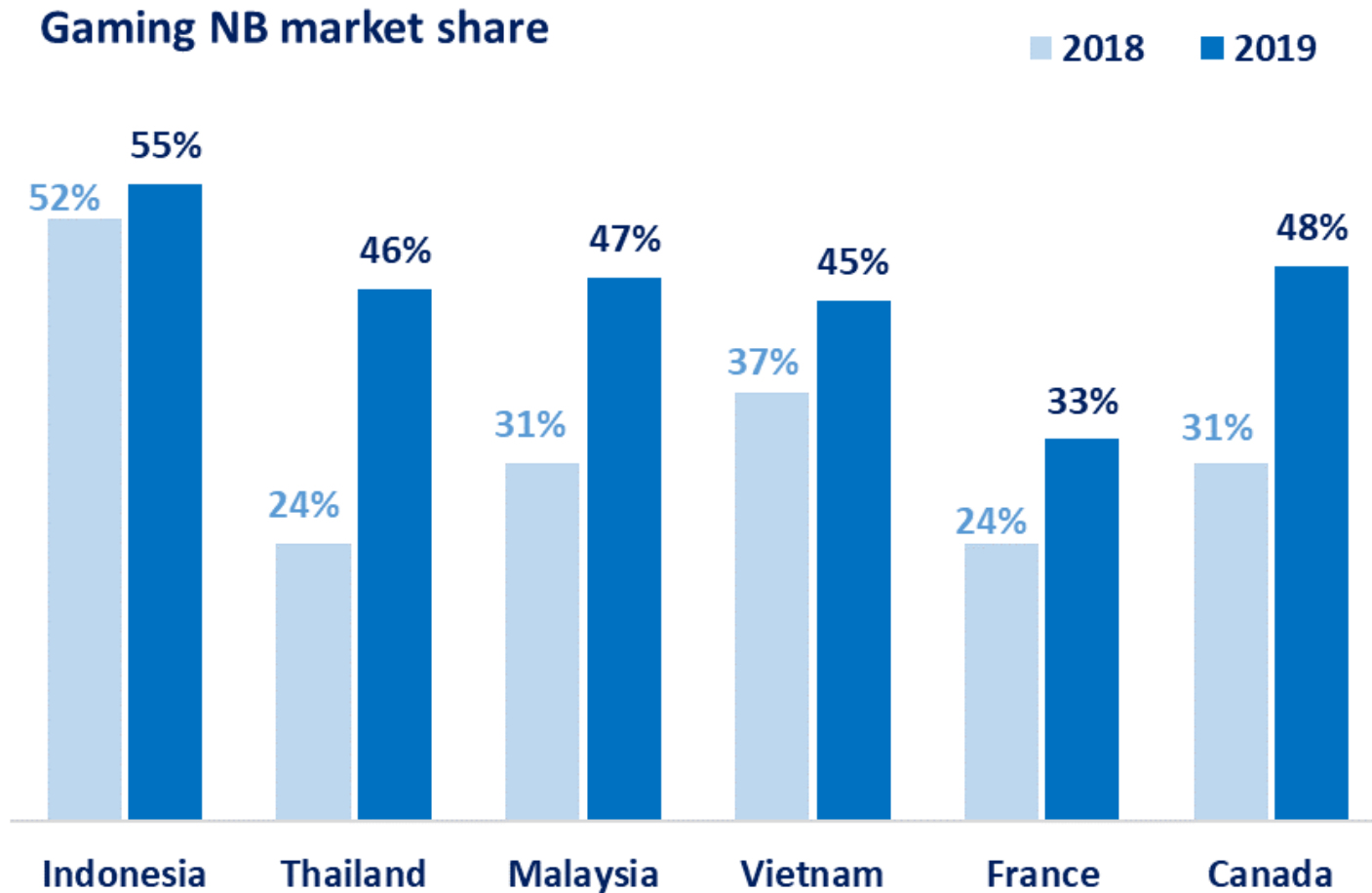


Gaming NB Growth Q1-Q3



Gaming NB Growth

- Gaming NB delivered double-digit year-over-year unit growth in all regions.



問與答