



ATEN International

2020 Q3 Investor Conference
Dec. 10, 2020



TWSE 6277



Financial Performance



Consolidated Statements of Comprehensive Income – 3Q20 (YoY)

In NT million

	3Q20		3Q19		YoY	
	Amount	%	Amount	%	Amount	%
Net Sales	1,220	100.0	1,286	100.0	-66	-5
Gross Profit	717	58.8	789	61.3	-72	-9
Operating Expenses	512	41.9	566	44.0	-54	-10
Sales Expenses	285	23.3	321	25.0	-36	-11
Admin. Expenses	115	9.4	124	9.6	-9	-7
RD Expenses	112	9.1	121	9.4	-10	-8
Operating Profit	205	16.8	223	17.3	-17	-8
Non-Operating Income and Expenses	11	0.9	17	1.3	-6	-37
Net Income before Tax	216	17.7	239	18.6	-24	-10
Tax	50	4.1	57	4.5	-8	-14
Net Income	166	13.6	182	14.2	-16	-9
EPS(NT\$) (After Tax)	1.37		1.52			

Note : Taiwan Consolidated Basis



Consolidated Statements of Comprehensive Income – Jan.~ Sep. 2020 (YoY)

In NT million

	Jan. ~ Sep. '20		Jan. ~ Sep. '19		YoY	
	Amount	%	Amount	%	Amount	%
Net Sales	3,456	100.0	3,696	100.0	-240	-7
Gross Profit	2,064	59.7	2,220	60.1	-157	-7
Operating Expenses	1,671	48.4	1,669	45.2	2	0
Sales Expenses	898	26.0	926	25.0	-27	-3
Admin. Expenses	389	11.3	379	10.2	10	3
RD Expenses	384	11.1	365	9.9	18	5
Operating Profit	393	11.4	551	14.9	-158	-29
Non-Operating Income and Expenses	1,091	31.6	39	1.1	1051	2692
Net Income before Tax	1,483	42.9	590	16.0	893	151
Tax	105	3.0	139	3.8	-34	-24
Net Income	1,378	39.9	451	12.2	927	206
EPS(NT\$) (After Tax)	11.52		3.75			

Note : Taiwan Consolidated Basis



Consolidated Statements of Comprehensive Income – Jan. ~ Sep. (YoY)

In NT Million

	Jan. ~ Sep. '20 (Without Disposal Effect)		Jan. ~ Sep. '19		YoY		1H20 Disposal Effect
	Amount	%	Amount	%	Amount	%	Amount
Net Sales	3,456	100	3,696	100.0	-240	-7	
Gross Profit	2,073	60.0	2,220	60.1	-147	-7	-10
Operating Expenses	1,562	45.2	1,669	45.2	-107	-6	109
Sales Expenses	873	25.3	926	25.0	-52	-6	25
Admin. Expenses	347	10.0	379	10.2	-32	-9	43
RD Expenses	342	9.9	365	9.9	-23	-6	41
Operating Profit	512	14.8	551	14.9	-39	-7	-119
Non-Operating Income and Expenses	28	0.8	39	1.1	-11	-27	1062
Net Income before Tax	540	15.6	590	16.0	-50	-8	943
Tax	116	3.4	139	3.8	-23	-17	-11
Net Income	424	12.3	451	12.2	-27	-6	954
EPS(NT\$) (After Tax)	3.53		3.75				7.99

Note : Taiwan Consolidated Basis



Balance Sheet – Sep. 2020 YoY

In NT Million	Sep. '20		Sep. '19		YoY	
	Amount	%	Amount	%	Amount	%
Cash and Financial Assets	2,876	39	1,980	31	895	45
Accounts Receivable	691	9	653	10	38	6
Inventory	1,113	15	1,019	16	94	9
Other Current Assets	126	2	112	2	15	13
Total Current Assets	4,806	64	3,764	60	1042	28
Property, Plant, and Equipment	2,120	28	1,960	31	161	8
Other Non-Current Assets	543	7	568	9	-25	-4
Total Non-Current Assets	2,663	36	2,528	40	135	5
Total Assets	7,469	100	6,291	100	1177	19
Short-term Borrowings	708	9	695	11	13	2
Accounts Payable	401	5	336	5	64	19
Other Accounts Payable	498	7	424	7	74	17
Other Current Liabilities	613	8	298	5	315	106
Total Current Liabilities	2,220	30	1,754	28	466	27
Long-term Borrowings	55	1	18	0	38	214
Other Non-Current Liabilities	494	7	457	7	37	8
Total Non-Current Liabilities	549	7	474	8	75	16
Total Liabilities	2,769	37	2,228	35	541	24
Total Equity	4,700	63	4,063	65	637	16
Receivable turnover days	52		51			
Inventory turnover days	206		193			
Payable turnover days	77		75			

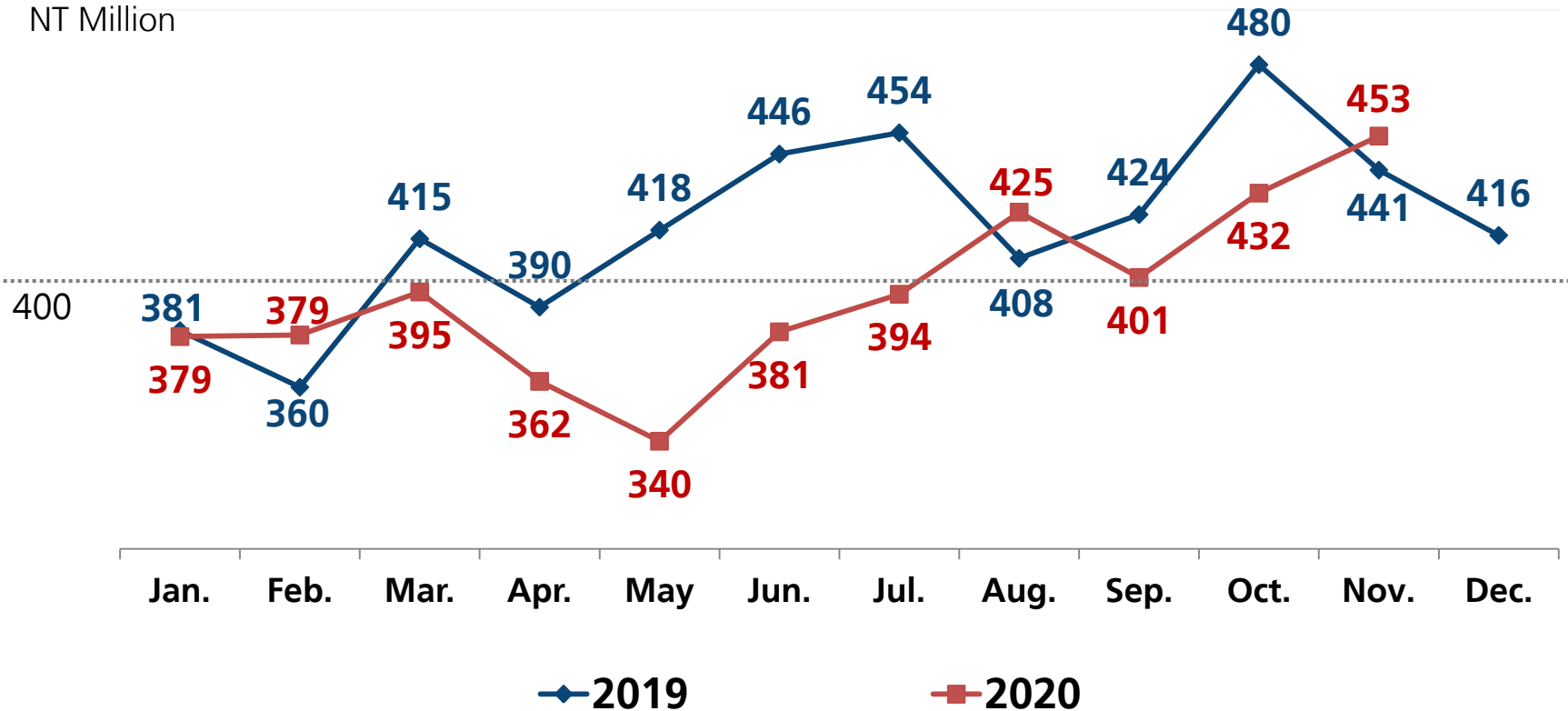


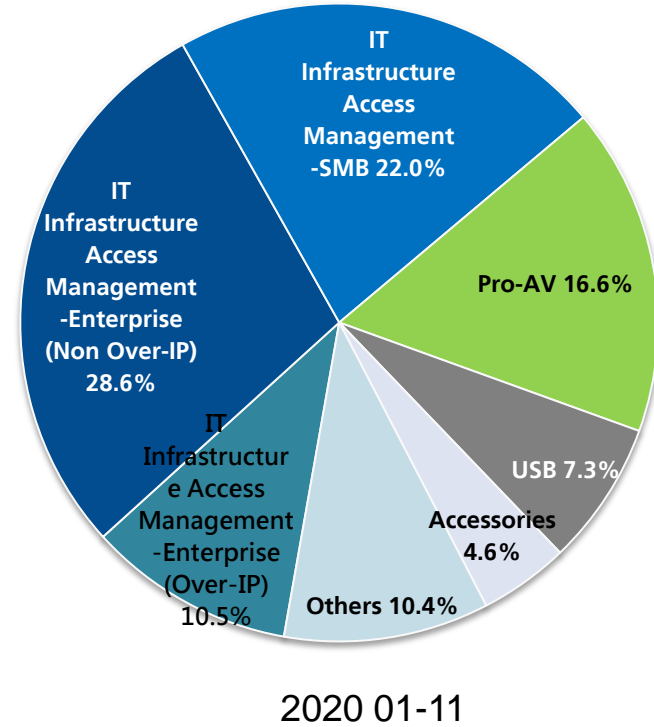
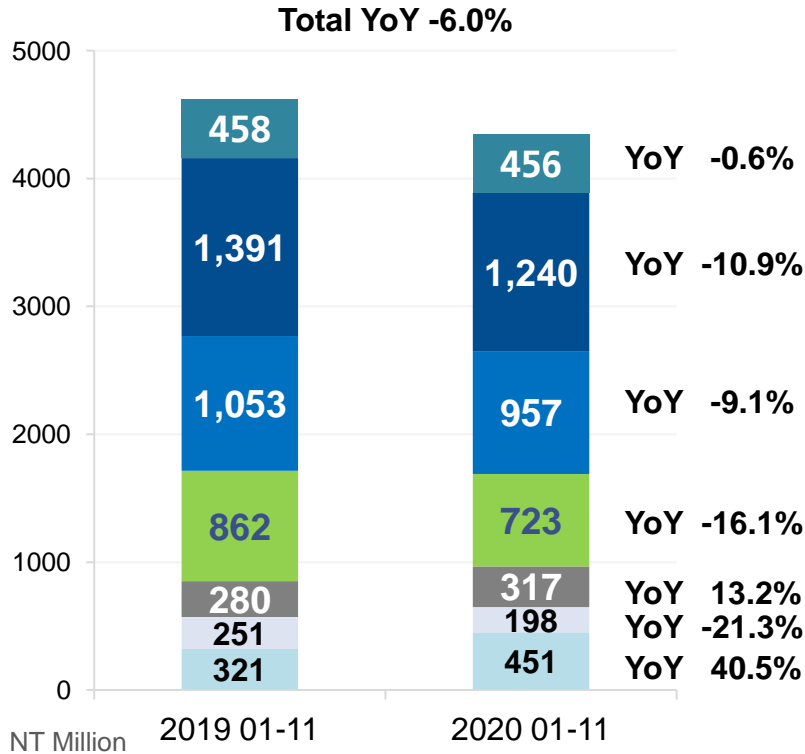
Cash Flow – From Jan.- Sep. 2020 YoY

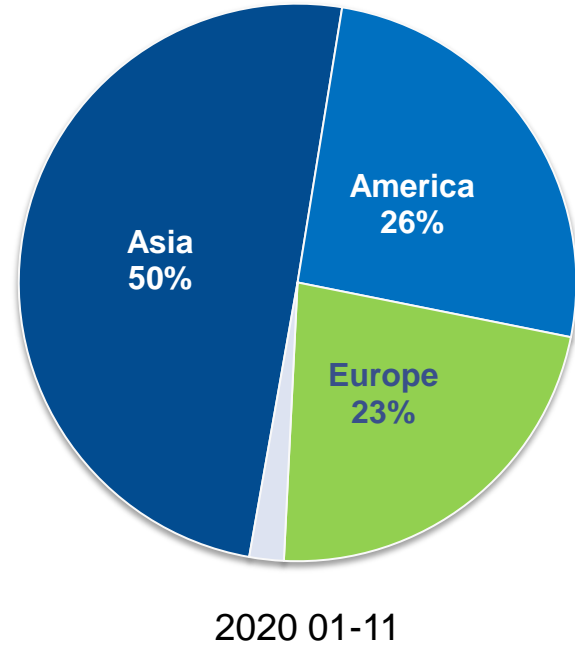
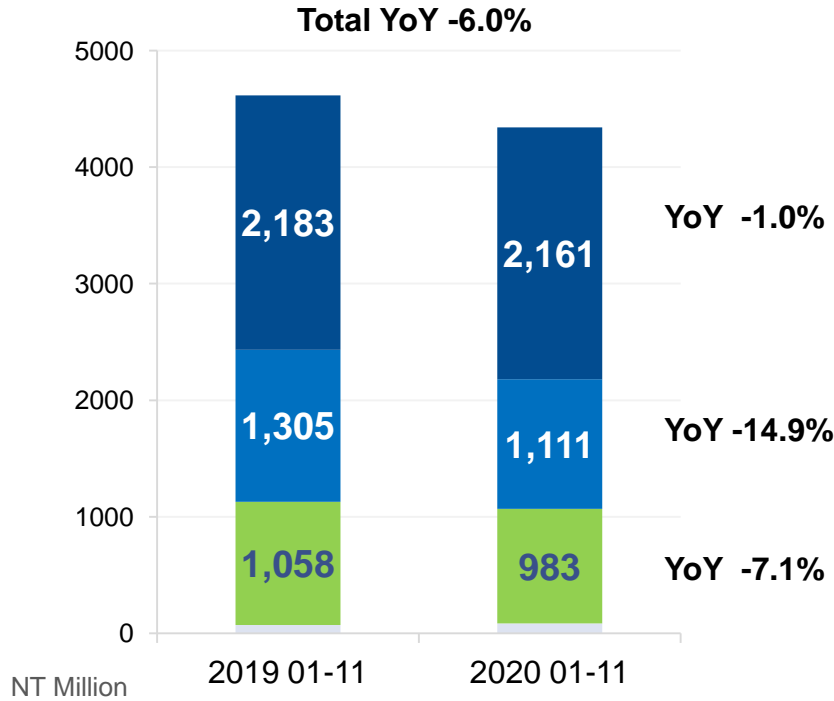
In NT Million	Jan.~ Sep. ' 20	Jan.~ Sep. '19
Cash and cash equivalents at beginning of period	742	692
From Operating	Without Trading	Without Trading
Net Profit before Tax	Financial Assets 1,483	Financial Assets 590
Non cash adjustments to reconcile profit and loss	+333	+450
Financial assets at fair value through profit or loss, mandatorily measured	-934	112
Inventory	-432	228
Account Receivable	-127	39
Account Payable	-60	77
Other Operation Sources / (Uses)	19	-138
	-48	-230
From Investing	Including Trading	Including Trading
Disposal of financial assets at fair value through profit or loss	Financial Assets 913	Financial Assets 530
Disposal of Investment income under equity method	+481	+758
Property, plant and equipment	206	561
Other Investing Sources / (Uses)	-192	-34
	-19	3
From Financing	-693	-1,101
Short-Term and Long-Term Borrowings	25	-69
Cash Dividends	-633	-963
Other Financing Sources / (Uses)	-85	-69
Effect of exchange rate changes on cash and cash equivalents	-14	-14
Cash and cash equivalents at end of period	849	785
Free Cash Flow	814	1,208

Note : Taiwan
Consolidated
Basis

NT Million







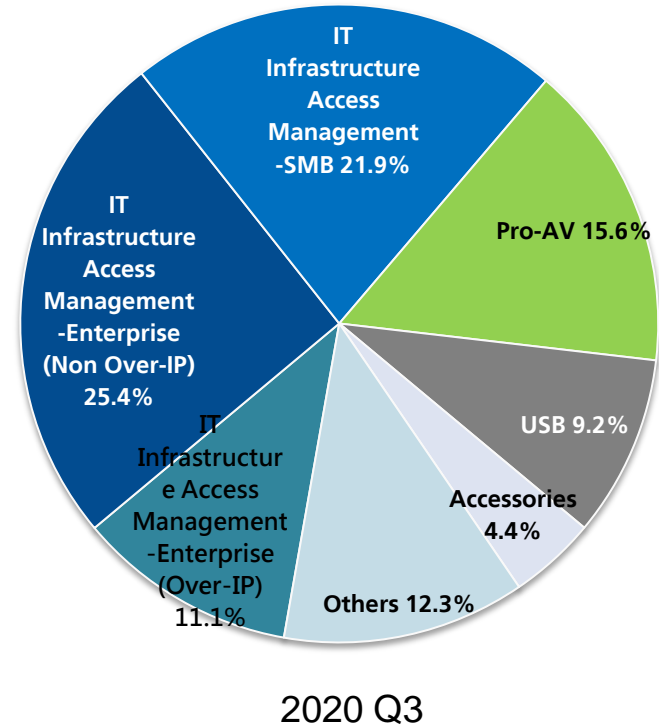
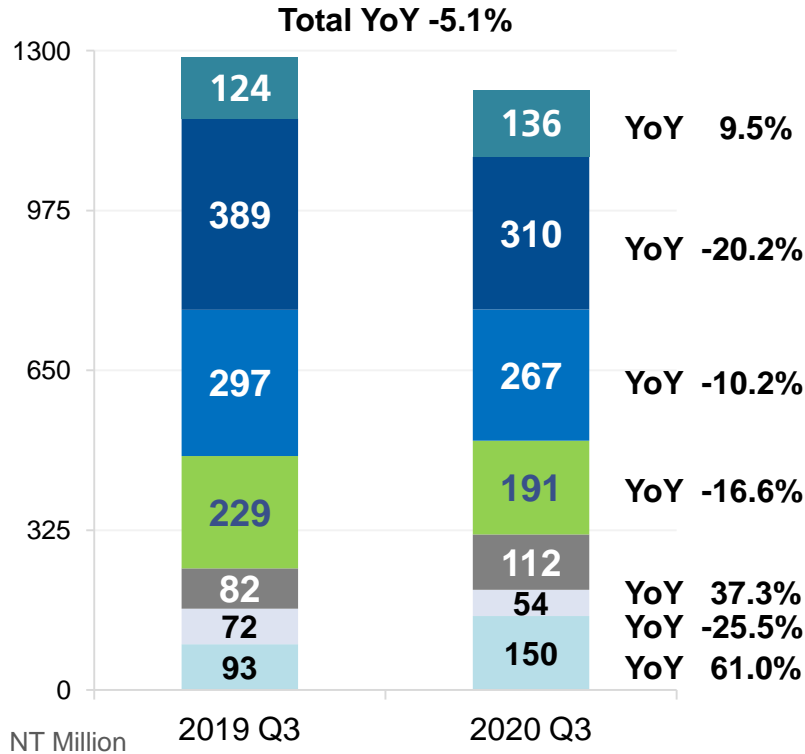
Q&A

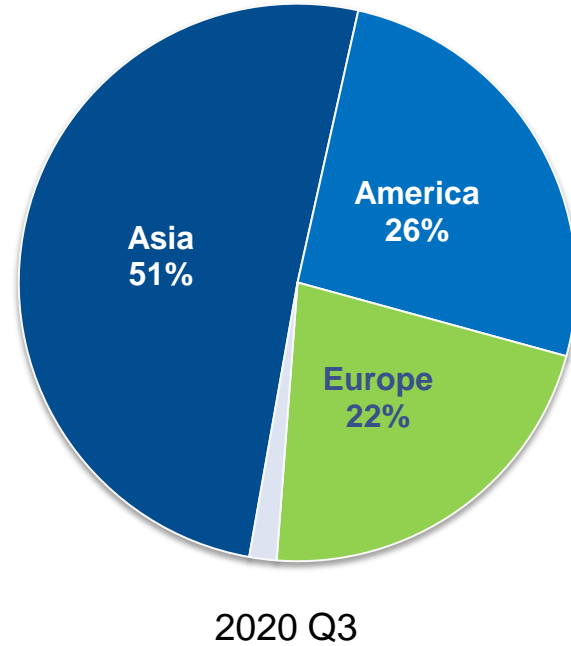
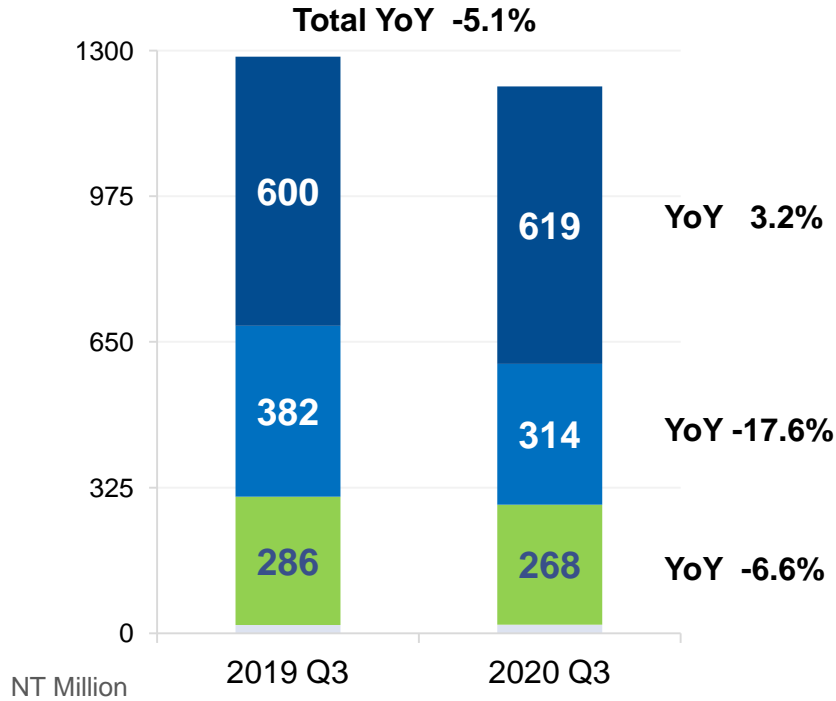
We have made forward-looking statements in the presentation. Our forward-looking statements contain information regarding, among other things, our financial conditions, future expansion plans and business strategies. We have based these forward-looking statements on our current expectations and projections 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.

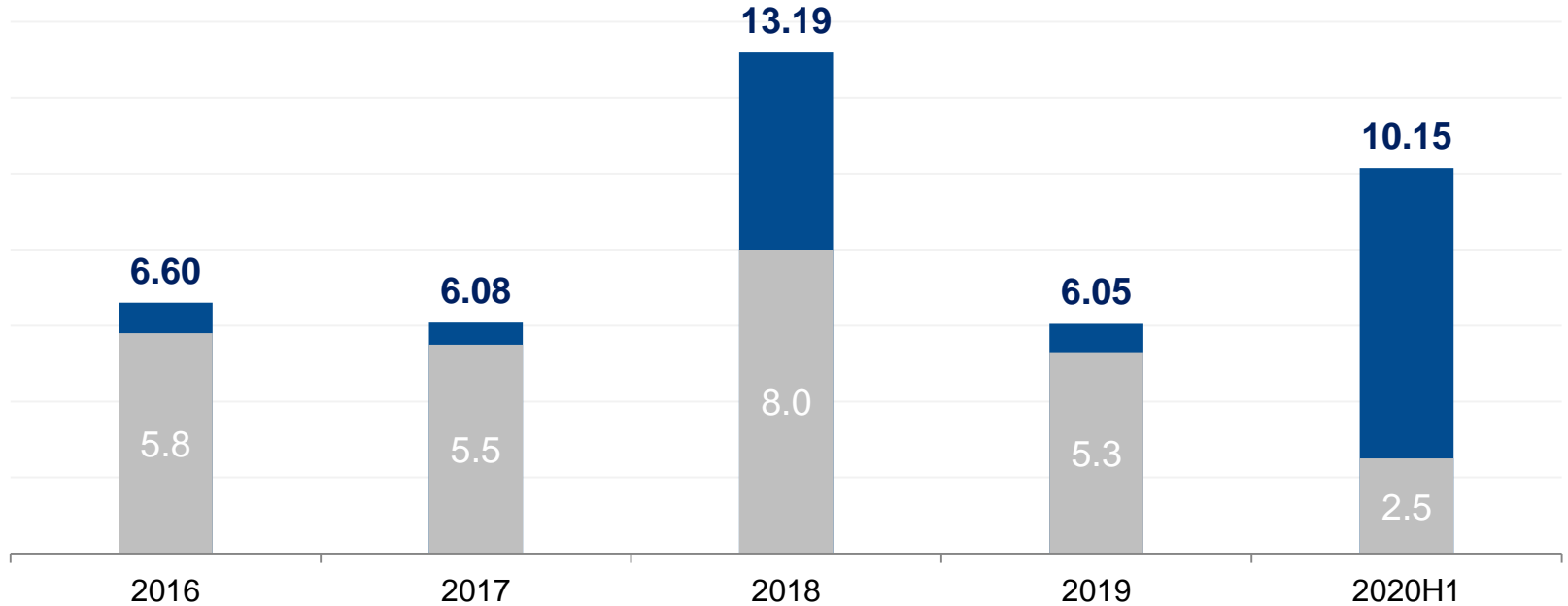
We undertake no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. In light of these risk, uncertainties and assumptions, the forward-looking events in the conference might not occur and our actual results could differ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

Simply Better Connections









■ EPS
■ Cash Dividend

90% payout ratio from operational profit remains unchanged