



ATEN International

2019 Q3 Investor Conference
November 27, 2019



TWSE 6277

Financial Performance



Consolidated Statements of Comprehensive Income – 3Q19 (YoY)

In NT million

	3Q19		3Q18		YoY	
	Amount	%	Amount	%	Amount	%
Net Sales	1,286	100.0	1,220	100.0	66	5
Gross Profit	789	61.3	726	59.5	63	9
Operating Expenses	566	44.0	557	45.6	9	2
Sales Expenses	321	25.0	294	24.1	27	9
Admin. Expenses	124	9.6	138	11.3	-15	-11
RD Expenses	121	9.4	125	10.2	-4	-3
Operating Profit	223	17.3	169	13.9	54	32
Non-Operating Income and Expenses	17	1.3	314	25.8	-298	-95
Net Income before Tax	239	18.6	483	39.6	-244	-50
Tax	57	4.5	63	5.2	-6	-9
Net Income	182	14.2	420	34.4	-238	-57
EPS(NT\$) (After Tax)	1.52		3.49		-1.97	

Note : Taiwan Consolidated Basis



Consolidated Statements of Comprehensive Income – 3Q19 (YoY)

In NT Million

	3Q19		3Q18 (Without Disposal Effect)		YoY		Disposal Effect
	Amount	%	Amount	%	Amount	%	Amount
Net Sales	1,286	100.0	1,220	100.0	66	5	
Gross Profit	789	61.3	729	59.7	60	8	-3
Operating Expenses	566	44.0	523	42.9	43	8	34
Sales Expenses	321	25.0	285	23.4	36	13	9
Admin. Expenses	124	9.6	126	10.3	-2	-2	12
RD Expenses	121	9.4	112	9.2	9	8	13
Operating Profit	223	17.3	206	16.8	17	8	-36
Non-Operating Income and Expenses	17	1.3	32	2.6	-16	-48	282
Net Income before Tax	239	18.6	238	19.5	2	1	246
Tax	57	4.5	53	4.4	4	8	10
Net Income	182	14.2	184	15.1	-2	-1	236
EPS(NT\$) (After Tax)	1.52		1.52				1.97

Note : Taiwan Consolidated Basis



Consolidated Statements of Comprehensive Income – Jan.~ Sep. 2019 (YoY)

In NT million

	Jan. ~ Jun. '19		Jan. ~ Jun. '18		YoY	
	Amount	%	Amount	%	Amount	%
Net Sales	3,696	100.0	3,755	100.0	-58	-2
Gross Profit	2,220	60.1	2,225	59.3	-5	0
Operating Expenses	1,669	45.2	1,589	42.3	80	5
Sales Expenses	926	25.0	852	22.7	74	9
Admin. Expenses	379	10.2	387	10.3	-8	-2
RD Expenses	365	9.9	351	9.3	14	4
Operating Profit	551	14.9	636	16.9	-85	-13
Non-Operating Income and Expenses	39	1.1	346	9.2	-307	-89
Net Income before Tax	590	16.0	982	26.2	-392	-40
Tax	139	3.8	180	4.8	-41	-23
Net Income	451	12.2	802	21.4	-352	-44
EPS(NT\$) (After Tax)	3.75		6.63		-2.88	

Note : Taiwan Consolidated Basis



Consolidated Statements of Comprehensive Income – Jan.~ Sep. 2019 (YoY)

In NT Million

	Jan. ~ Sep. '19		Jan. ~ Sep. '18 (Without Disposal Effect)		YoY		Disposal Effect
	Amount	%	Amount	%	Amount	%	Amount
Net Sales	3,696	100.0	3,755	100.0	-58	-2	
Gross Profit	2,220	60.1	2,228	59.3	-8	0	-3
Operating Expenses	1,669	45.2	1,556	41.4	114	7	34
Sales Expenses	926	25.0	843	22.5	82	10	9
Admin. Expenses	379	10.2	375	10.0	4	1	12
RD Expenses	365	9.9	338	9.0	27	8	13
Operating Profit	551	14.9	672	17.9	-121	-18	-36
Non-Operating Income and Expenses	39	1.1	64	1.7	-25	-39	282
Net Income before Tax	590	16.0	736	19.6	-146	-20	246
Tax	139	3.8	170	4.5	-30	-18	10
Net Income	451	12.2	567	15.1	-116	-20	236
EPS(NT\$) (After Tax)	3.75		4.66		-0.91		1.97



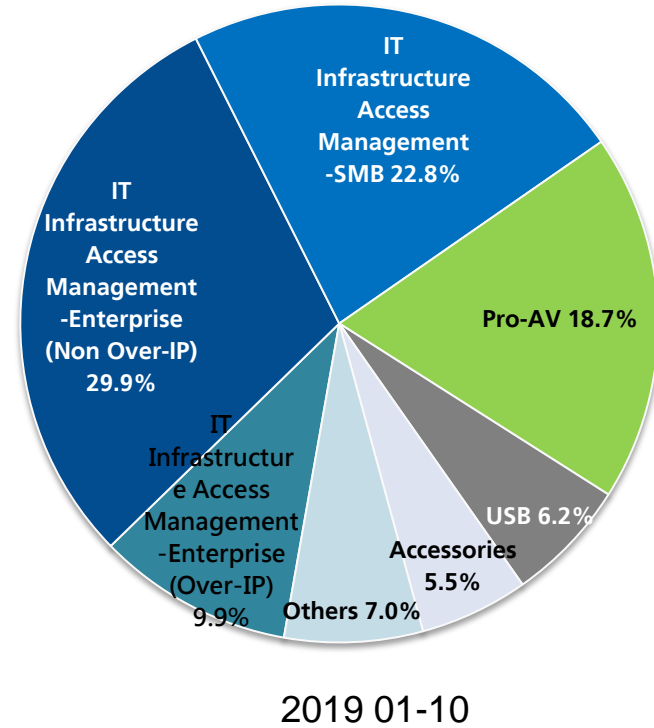
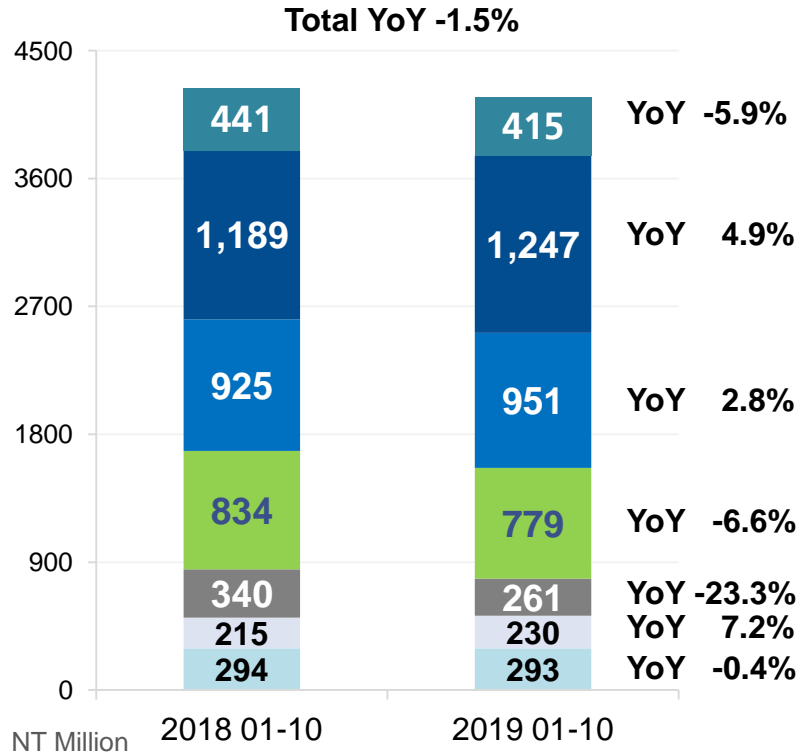
Balance Sheet – Sep. 2019 YoY

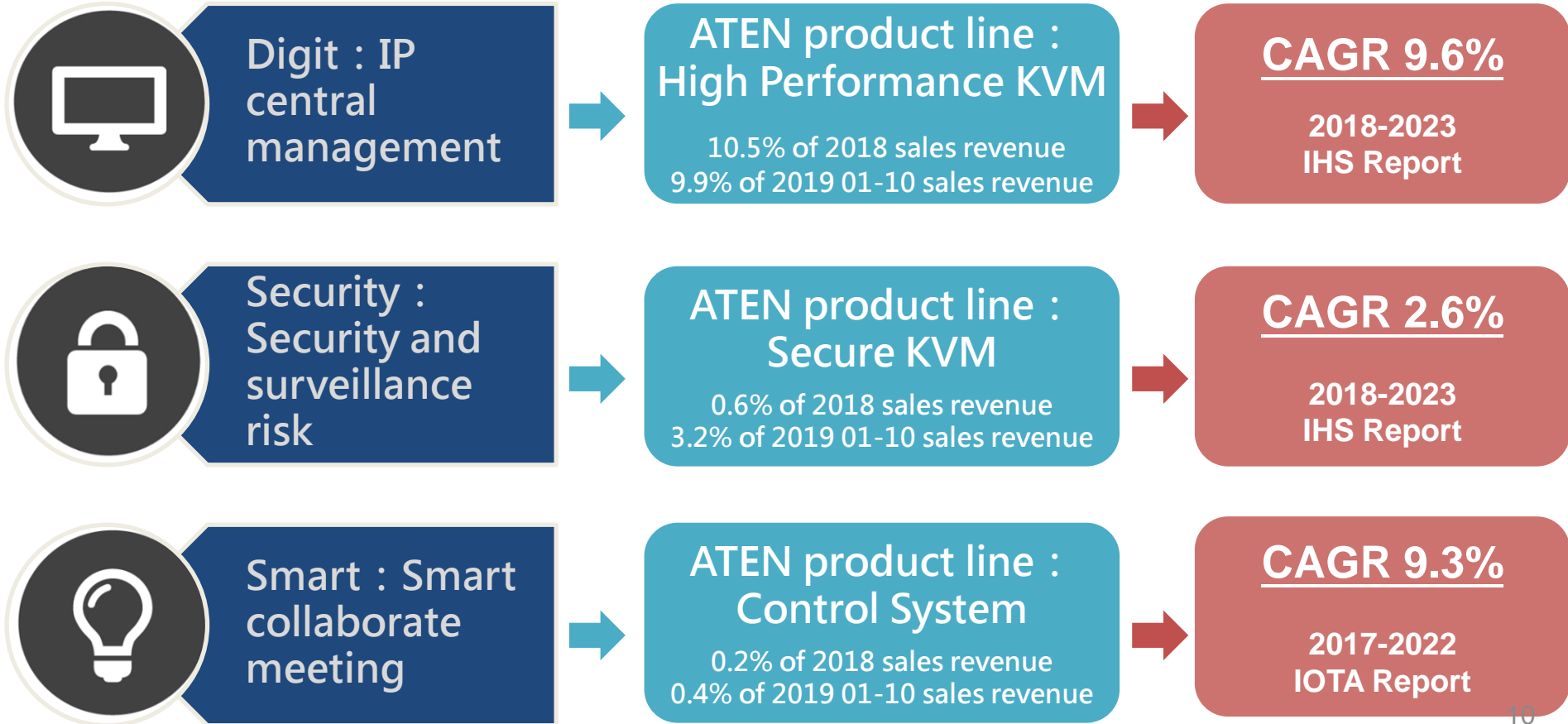
In NT Million	Sep. '19		Sep. '18		YoY	
	Amount	%	Amount	%	Amount	%
Cash and Financial Assets	1,980	31	1,548	26	433	28
Accounts Receivable	653	10	679	12	-27	-4
Inventory	1,019	16	1,043	18	-24	-2
Other Current Assets	112	2	119	2	-7	-6
Total Current Assets	3,764	60	3,389	58	375	11
Property, Plant, and Equipment	1,960	31	1,993	34	-33	-2
Other Non-Current Assets	568	9	468	8	100	21
Total Non-Current Assets	2,528	40	2,461	42	67	3
Total Assets	6,291	100	5,850	100	442	8
Short-term Borrowings	695	11	525	9	170	32
Accounts Payable	336	5	438	7	-102	-23
Other Current Liabilities	722	11	691	12	32	5
Total Current Liabilities	1,754	28	1,655	28	99	6
Long-term Borrowings	18	0	29	0	-11	-38
Other Non-Current Liabilities	457	7	336	6	121	36
Total Non-Current Liabilities	474	8	364	6	110	30
Total Liabilities	2,228	35	2,019	35	209	10
Total Equity	4,063	65	3,831	65	233	6
Receivable turnover days	51		51			
Inventory turnover days	193		166			
Payable turnover days	75		81			

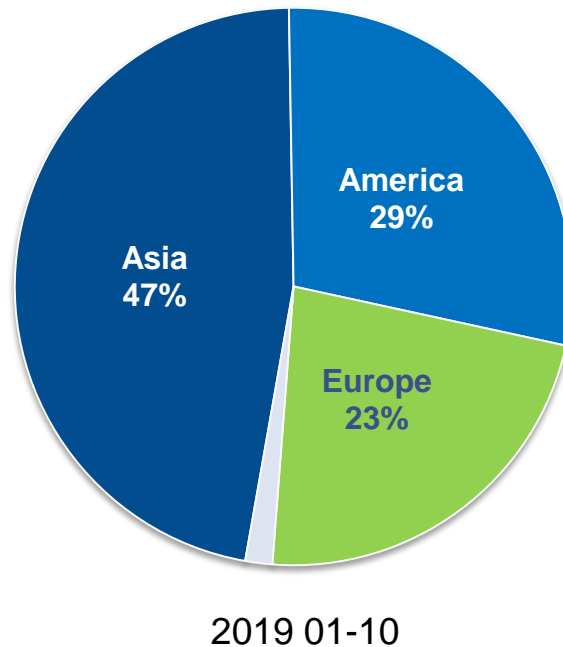
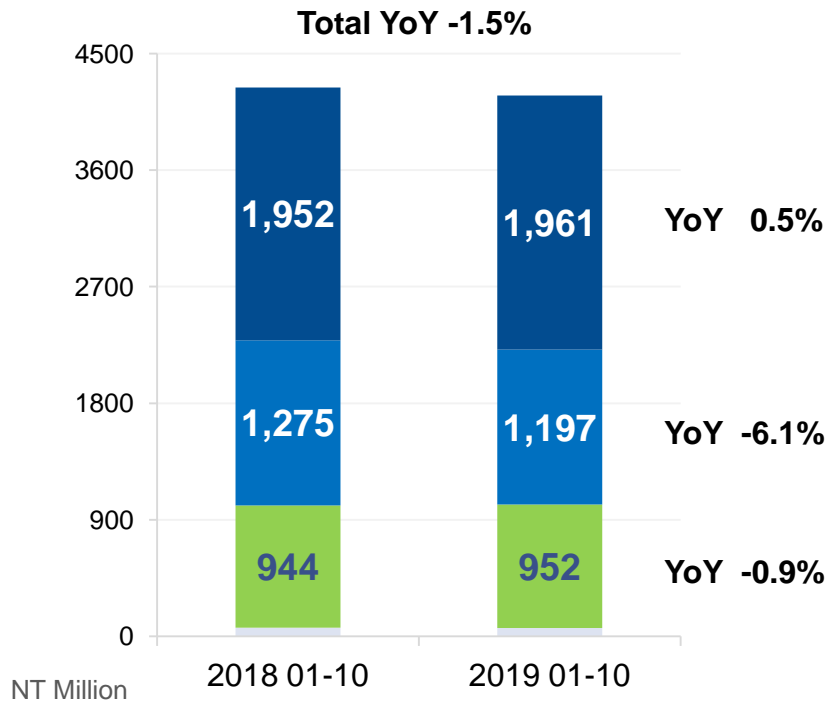


Cash Flow – From Jan.- Sep. 2019 YoY

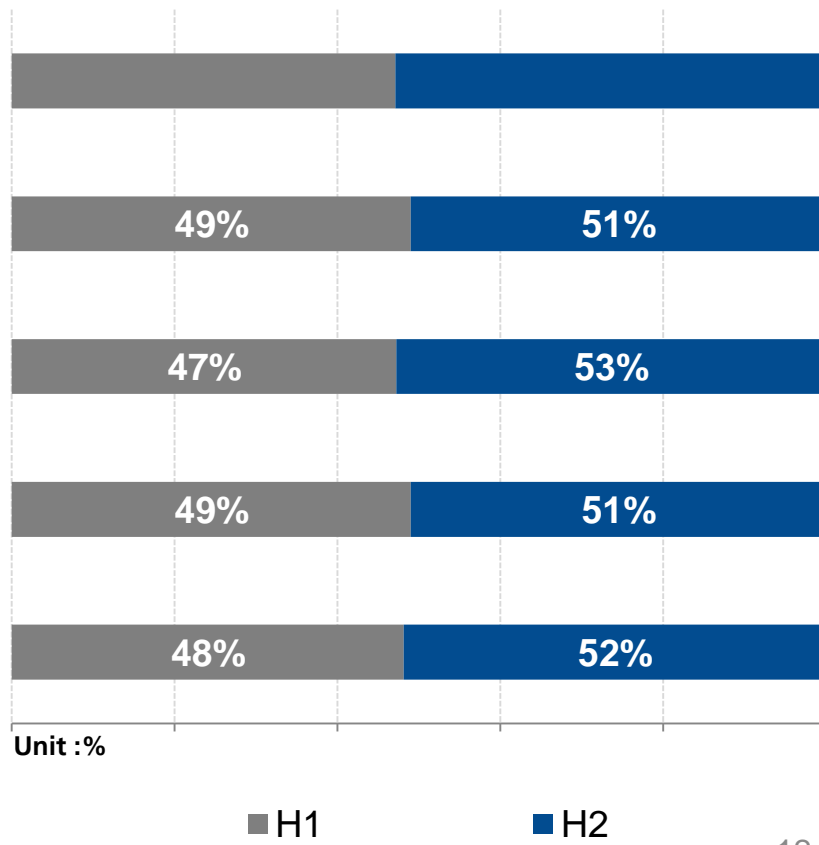
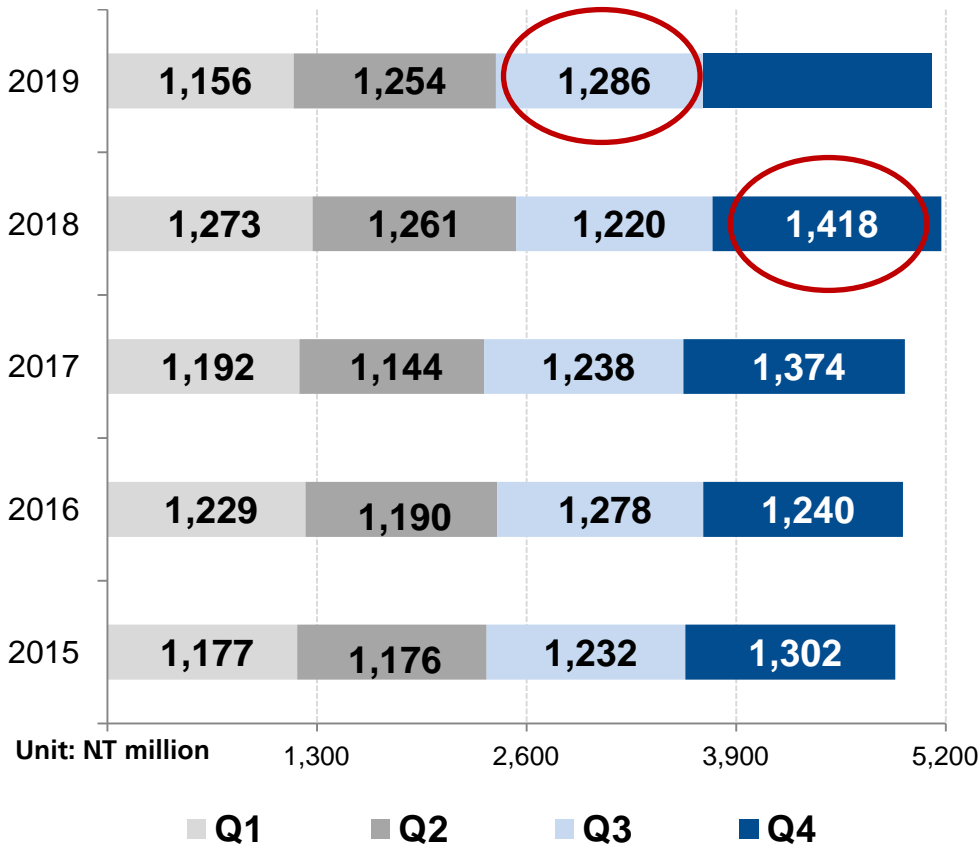
In NT Million	Jan.~ Sep. '19 Amount	Jan.~ Sep. '18 Amount
Cash and cash equivalents at beginning of period	692	840
From Operating	Without Trading 678	Without Trading 391
Net Profit before Tax	Financial Assets 590	Financial Assets 982
Non cash adjustments to reconcile profit and loss	+450	+380
Financial assets at fair value through profit or loss,	112	-247
Inventory	228	11
Account Receivable	39	-227
Account Payable	77	39
Other Operation Sources / (Uses)	-138	-31
From Investing	-230	-136
Property, plant and equipment	Including Trading 530	Including Trading 262
Disposal of Investment income under equity method	Financial Assets -34	Financial Assets -36
Other Investing Sources / (Uses)	+758	+273
From Financing	561	299
Short-Term and Long-Term Borrowings	3	-1
Cash Dividend	-1,101	-912
Other Financing Sources / (Uses)	-69	-221
Effect of exchange rate changes on cash and cash equivalents	-963	-664
Cash and cash equivalents at end of period	-68	-27
Free Cash Flow	-14	-9
	785	573
	1,208	653







2019 revenue grows quarterly.
The sales momentum is at H2.



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.

The ATEN logo is displayed in white on a green circular background. It features a stylized icon of a fan or a series of horizontal lines to the left of the word "ATEN" in a bold, sans-serif font.A 40th anniversary logo is centered in a white circle. It features a colorful, multi-colored arrow pointing to the right, followed by the text "40 years" in a black sans-serif font. Below this, the phrase "Passion for Excellence" is written in a red, cursive script font.

Simply Better Connections

