

# ***FLYTECH***

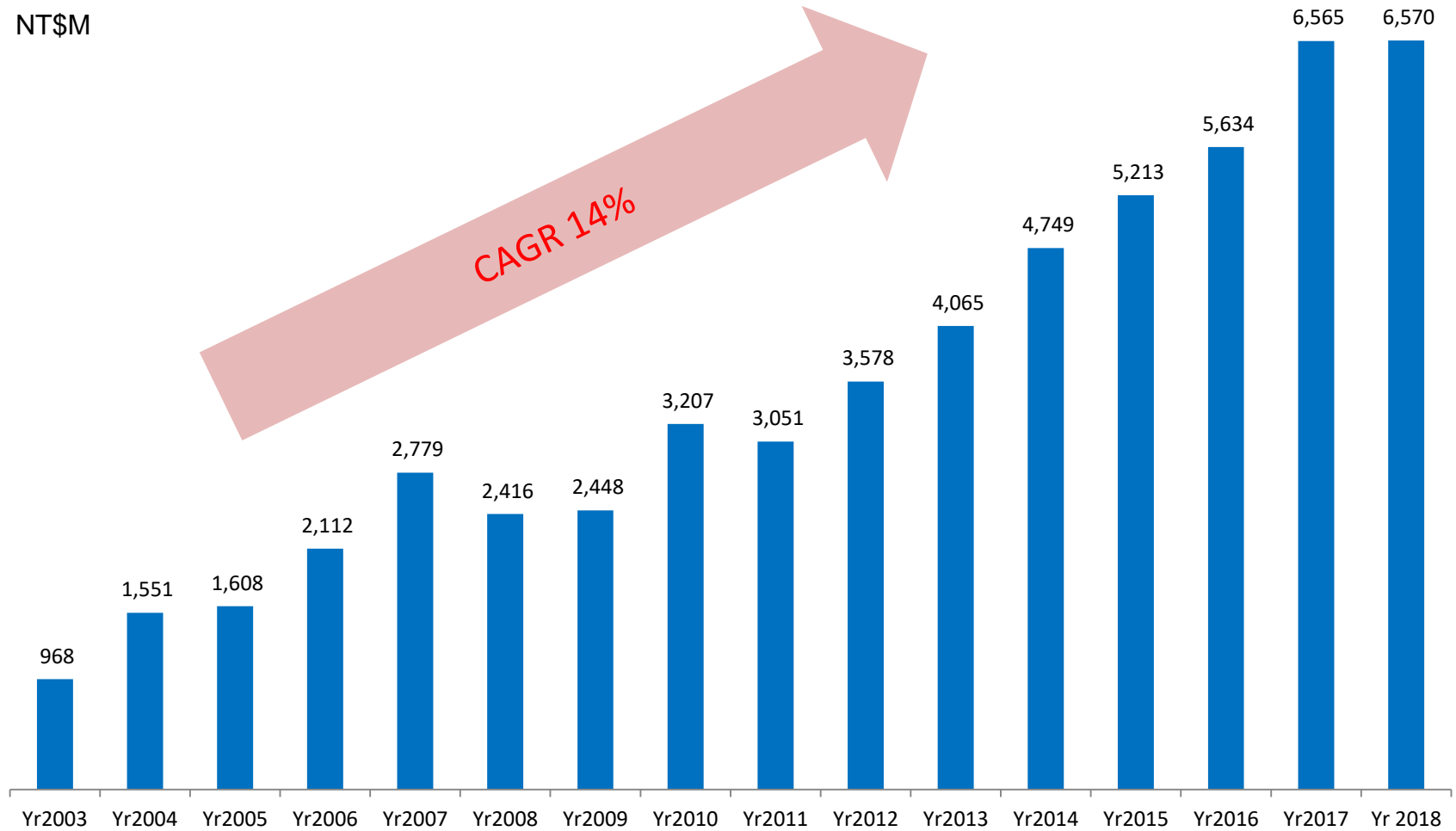
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***Bank of America Merrill Lynch TMT conference 2019***

Mar 20th 2019

# Flytech Consolidated Revenue Trend

NT\$M



# 4Q18 QoQ Comparison

## Consolidated IFRS Base

(NT\$ million)	3Q 2018		4Q 2018		QoQ
	Amount	%	Amount	%	%
Net Sales	1,552	100	1,153	100	-26
COGS	1,088	70	789	68	
Gross Profit	464	30	364	32	-22
Operating Expense	254	16	230	20	
Operating Profit	210	14	134	12	-36
Profit Before Tax	206	13	140	12	-32
Net income attribute to the owner of parent	176	11	136	12	-22
EPS	1.23		0.95		

Note: EPS is based on 2018/12/31 outstanding shares 143,062,300

# 4Q18 YoY Comparison

## Consolidated IFRS Base

(NT\$ million)	4Q 2017		4Q 2018		YoY
	Amount	%	Amount	%	%
Net Sales	1,713	100	1,153	100	-33
COGS	1,233	72	789	68	
Gross Profit	480	28	364	32	-24
Operating Expense	265	16	230	20	
Operating Profit	215	13	134	12	-38
Profit Before Tax	198	12	140	12	-29
Net income attribute to the owner of parent	182	11	136	12	-27
EPS	1.29		0.95		

Note: EPS is based on 2018/12/31 outstanding shares 143,062,300

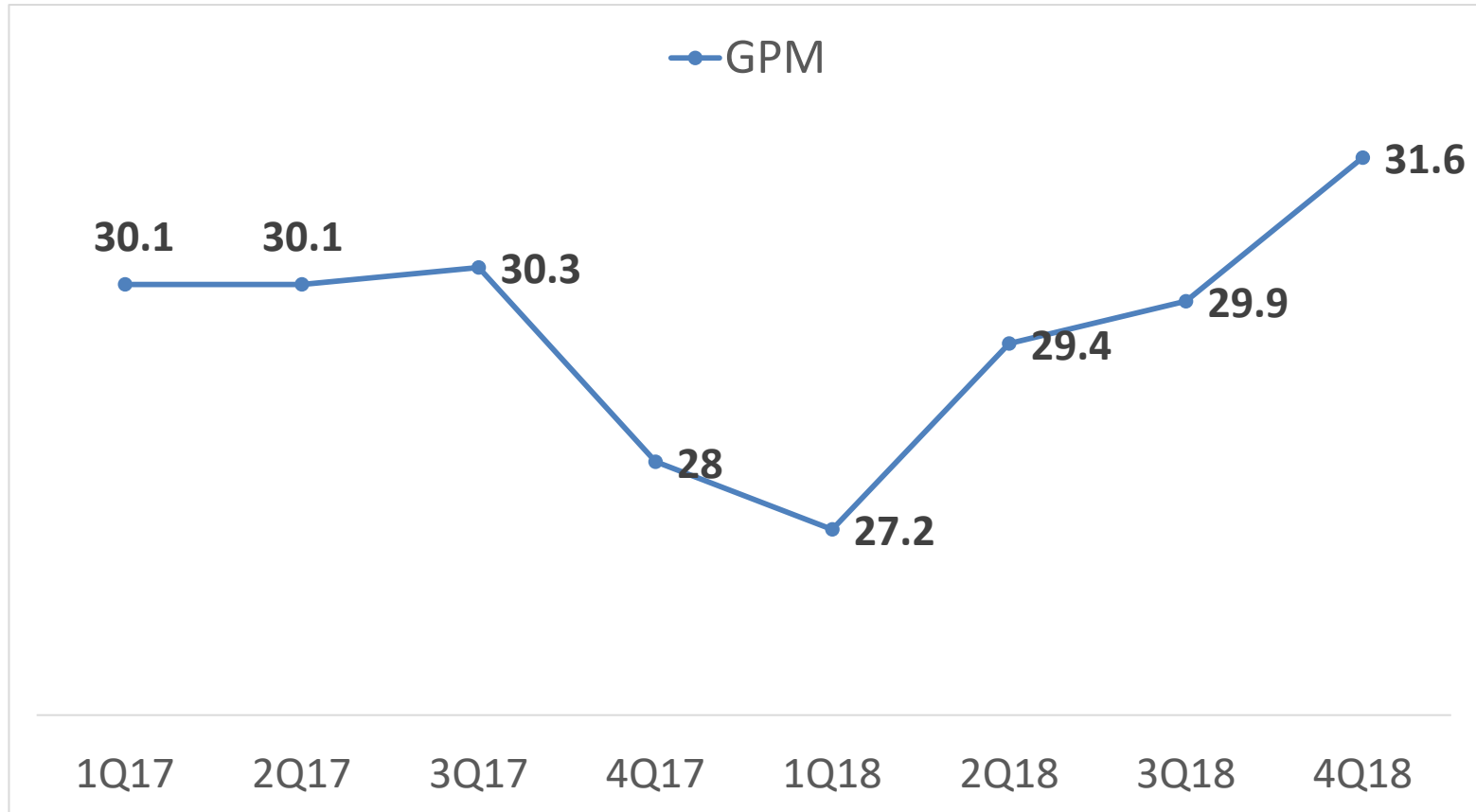
# 2018 YoY Comparison

## Consolidated IFRS Base

(NT\$ million)	2017		2018		YoY
	Amount	%	Amount	%	%
Net Sales	6,565	100	6,570	100	0
COGS	4,621	70	4,643	71	
Gross Profit	1,944	30	1,926	29	-1
Operating Expense	1,010	16	1,020	15	
Operating Profit	934	14	906	14	-3
Profit Before Tax	832	13	920	14	11
Net income attribute to the owner of parent	738	11	801	12	9
EPS	5.06		5.6		

Note: EPS is based on 2018/12/31 outstanding shares 143,062,300

# GPM% Improvement



# Solid Cash Position

NT\$M	2018/12/31	2018/9/30	2018/6/30	2018/3/31
<b>Cash and Cash Equivalent</b>	2,283	1,926*	2,313	1,953
<b>Cash Equivalent as total asset</b>	39%	33%	36%	31%
<b>Debt Ratio</b>	19%	24%	33%**	25%
<b>Net Debt/Equity</b>	-49%	-42%	-53%	-39%
<b>AR days</b>	61	67	67	71
<b>Inventory days</b>	65	60	53	67
<b>AP days</b>	53	57	52	59
<b>CCC days</b>	73	70	69	79

Note\*: Cash dividend paid NT\$660M \*\* Cash dividend payable NT\$660M

# Strong Free Cash Flow in 2018

NT \$ M	2018	2017
Net income	801	738
Depreciation+ Amortization	187	187
Net change in working capital	356	-178
Change in AR	580	-261
Change in Inv	27	32
Change in AP	-206	16
<b>Cash flow from operation</b>	<b>1,343</b>	<b>704</b>
CAPEX	-47	-144
<b>Free cash flow</b>	<b>1,296</b>	<b>560</b>



# Dividend Policy

	EPS	Cash Div	Stock Div	Cash Payout (%)	Cash yield(%)
<b>2010</b>	7.03	4.5	1	64	5.0
<b>2011</b>	5.91	3.5	1	59	4.6
<b>2012</b>	6.07	3.5	1	58	3.2
<b>2013</b>	7.38	6	1	81	4.4
<b>2014</b>	7.25	6	0.5	83	5.6
<b>2015</b>	7.02	6	0	86	6.1
<b>2016</b>	6.02	5	0	83	5.7
<b>2017</b>	5.06	4.5	0	89	5.8
<b>2018</b>	5.60	5	0	89	6.9*

Note: \*Cash yield is based on 3/13 closing price,

www.flytech.com \*\*Dividend policy will be approved by 2019 AGM

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# Q&A

