Investor Conference
Q3’19 Business Report

Getac Technology Corporation

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Nov 27, 2019

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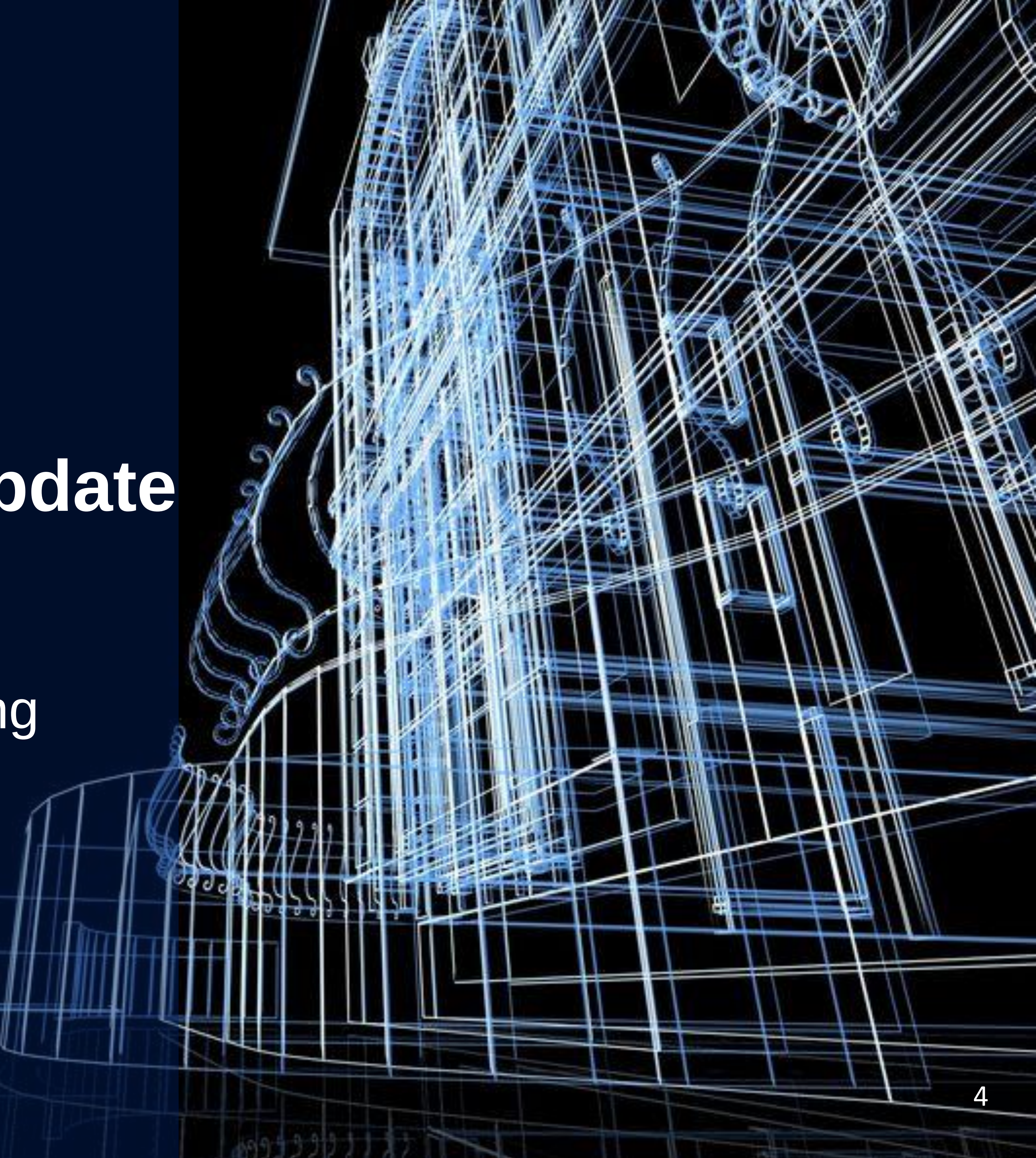
Our actual results of operations, financial condition or business prospects may differ from those expressed or implied in these forward-looking statements for a variety of reasons, including but not limited to market demand, price fluctuations, competition, international economic conditions, supply chain issues, exchange rate fluctuations and other risks and factors beyond our control.

Agenda

01	Business Update	James Hwang / Chairman
02	Financial Update	Irene Sun / Investor Relations Manager
03	Q&A	

Business Update

James Hwang
Chairman



About Getac

Basic Information

Founded in 1989
IPO in 2002
(TWSE:3005)

Worldwide Employee numbers: **8,044**

Capital:NT$ **5.8B**

2018 Consolidated Revenue: NT$**24.69 billion**

Manufacturing Locations

Rugged Computers
Taipei, Taiwan(1)
Kunshan, China(1)

Combo Mechanical
Kunshan, China(2)
Hanoi, Vietnam(1)

Automotive Parts
Chengshu, China(1)
Hanoi, Vietnam(1)

Sustainability Performance

2018 TCSA Corporate Sustainability Report Awards-Gold Award"

HR Asia Award : The Best Companies to Work for in Asia, Taiwan Edition.

FTSE TWSE Taiwan Dividend+ Index
&
Taiwan High Compensation 100 Index

Business Coverage

Rugged Computing Solutions

Mobile Rugged Computing Solution Brand

Rugged Computing Solutions

Getac Video Solution

Combo Mechanical Products

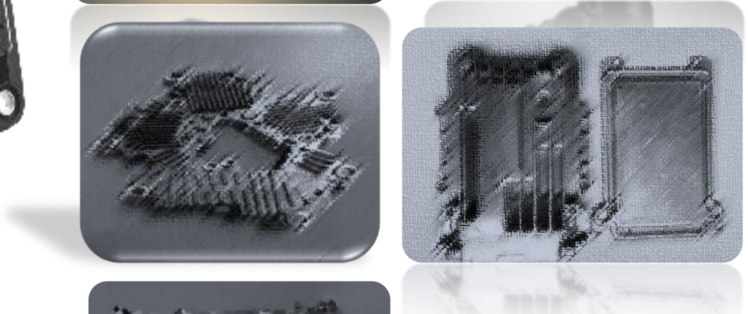
RHCM Production Process Leading Manufacturer

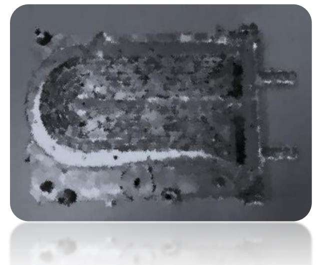
Plastic Injection
Composite Materials
(Fiber glass/Carbon fiber/others)

Automotive Mechanical Products

Large Share Of WW Spindle/Spool Shipment Qty.

Die-Casting Metal Parts
(ADAS & New Energy Vehicle Related Application)





***Some product photos are blurred**

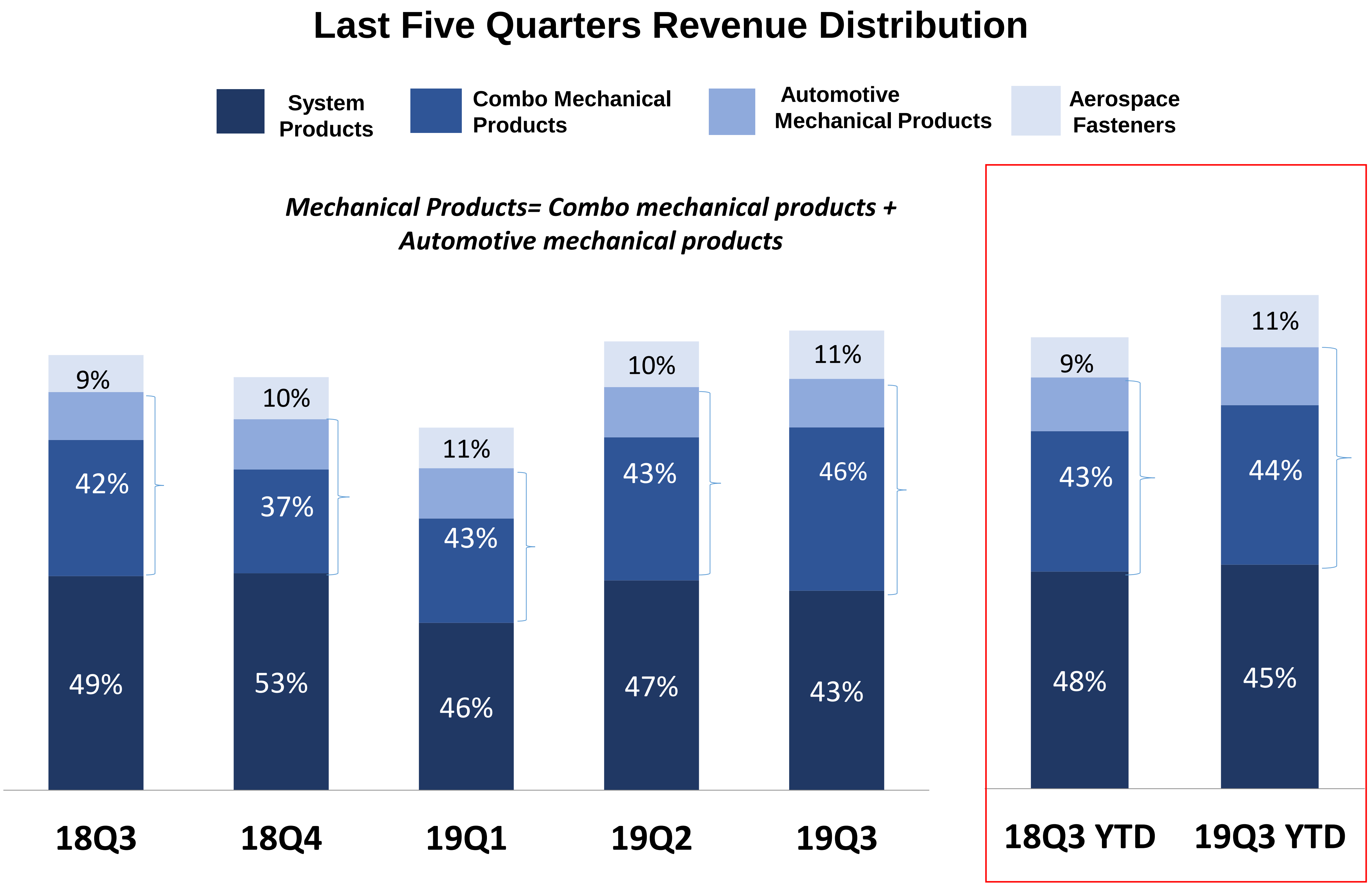
Aerospace Fasteners

(TWSE:3004) 39%

Certified Aerospace Fasteners Manufacturers In Asia Pacific Region.

Bolt and nuts for airplane engine

Revenue Distribution by Products



Business Update

- Consolidated revenue grew quarter by quarter in the first three quarters of 2019. Q3 YTD revenue increased by 9.4% year-over-year. Each business product line showed a positive growing trend.

- Rugged Computing Solutions
  - In the third quarter, the sales is stable, and is expecting to reach peak season in the fourth quarter.
  - The impact of the US-China trade war still needs to be continuously observed. In response to potential tariff issues, a mechanism for exporting US products from Taiwan has been established.

Business Update

- Combo Mechanical Solution
  - Benefiting from the growth in demand for high-end notebooks, composite material chassis in the second and third quarters of this year have grown compared to the same period last year. In the fourth quarter, although the shipment is slowing down, the annual sales is expecting to perform better than the previous year.

- Automotive Mechanical Solution
  - Affected by the US-China trade war, the global auto market has declined this year compared to the previous year and the decline narrowed a bit in the 2nd half this year. Getac automotive business overall is still growing steadily against the down trend.
  - Shipments of ADAS related products continue to grow.

Financial Update

Irene Sun
Investor Relations Manager

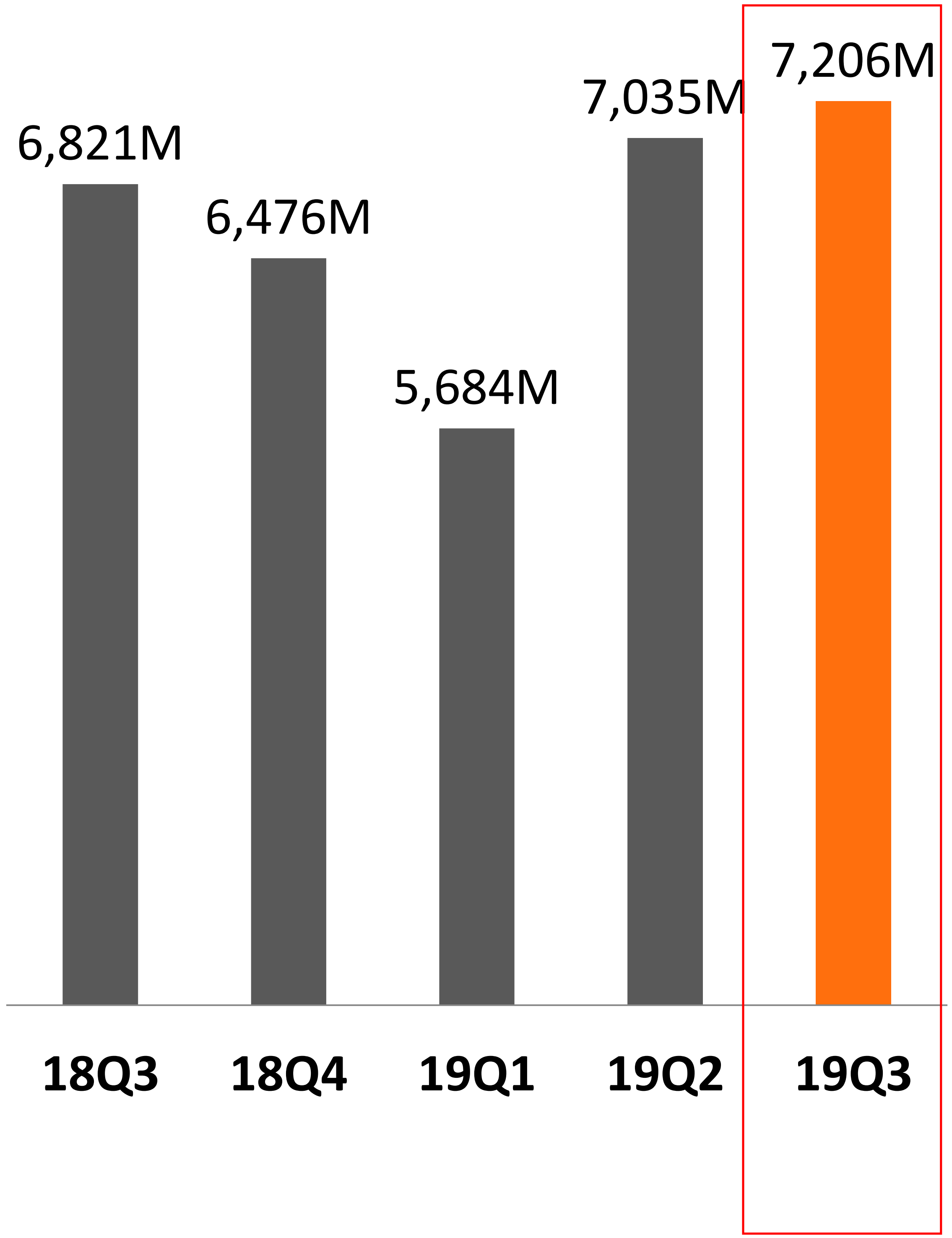
Q3’19 Consolidated Income Statement

Unit: NT$Million

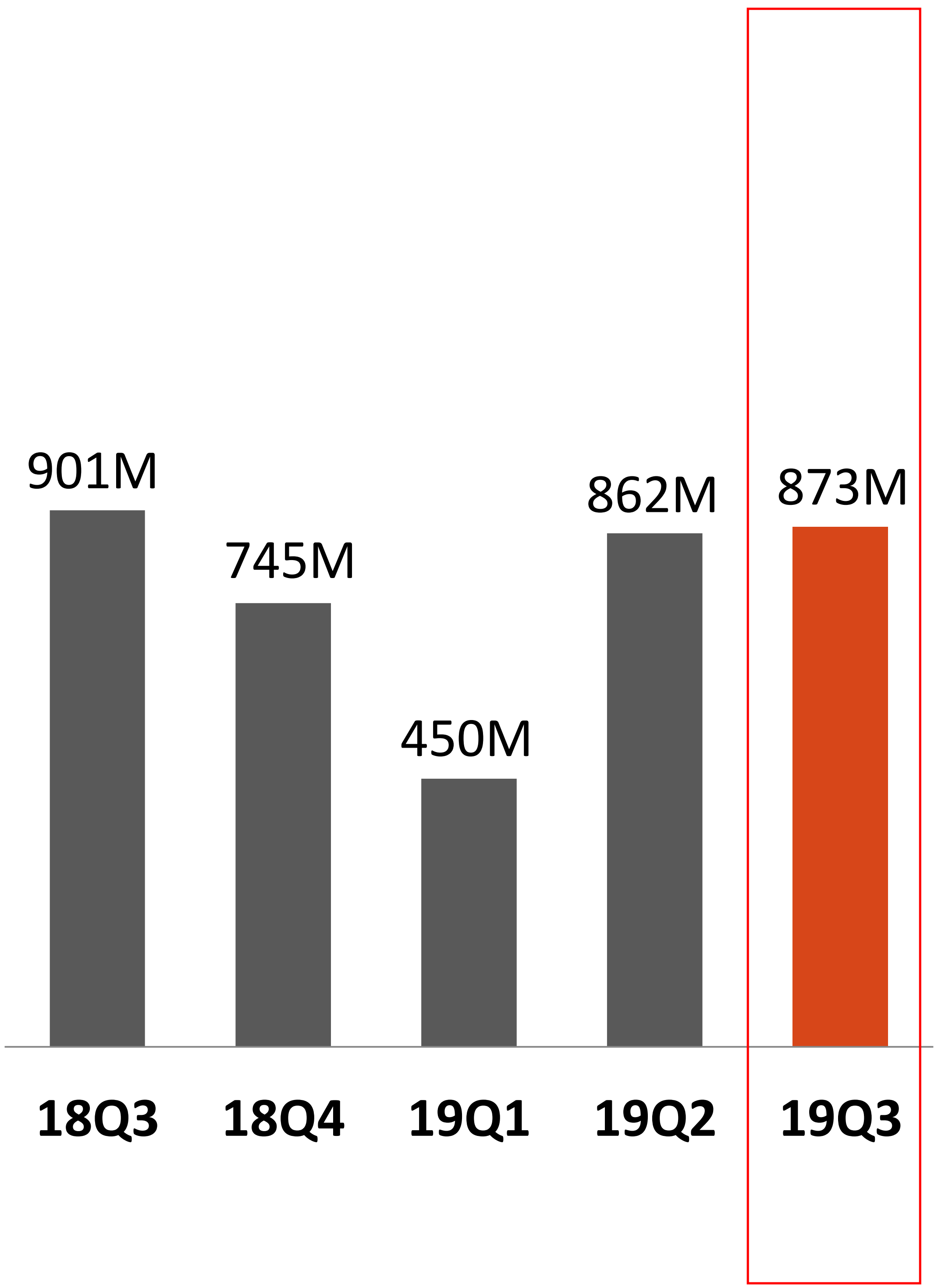
Item \ Year	2018		2019		2019	
	Q2	Q3	Q2	Q3	Q3 YTD	YoY Change (%)
Operating Revenue	5,841	6,821	7,035	7,206	19,925	9.4%
Gross Profit	1,599	2,034	2,029	2,030	5,536	10.1%
(%)	27.38%	29.82%	28.84%	28.17%	27.78%	
Operating Expense	(1,080)	(1,145)	(1,180)	(1,167)	(3,391)	7.4%
(%)	-18.49%	-16.79%	-16.77%	-16.19%	-17.02%	
Operating Profit	531	901	862	873	2,185	14.6%
(%)	9.09%	13.21%	12.25%	12.11%	10.97%	
Non-operating Income	76	107	(66)	(25)	(70)	n.m
Profit before income tax	607	1,008	796	848	2,115	-4.4%
Income tax expense	(105)	(253)	(222)	(189)	(500)	9.6%
Comprehensive income, attributable to owners of parent	444	696	504	591	1,428	-11.1%
EPS (NT$)	0.77	1.20	0.87	1.02	2.46	-11.5%

Financial Performance Of Last Five Quarters

Consolidated Revenue

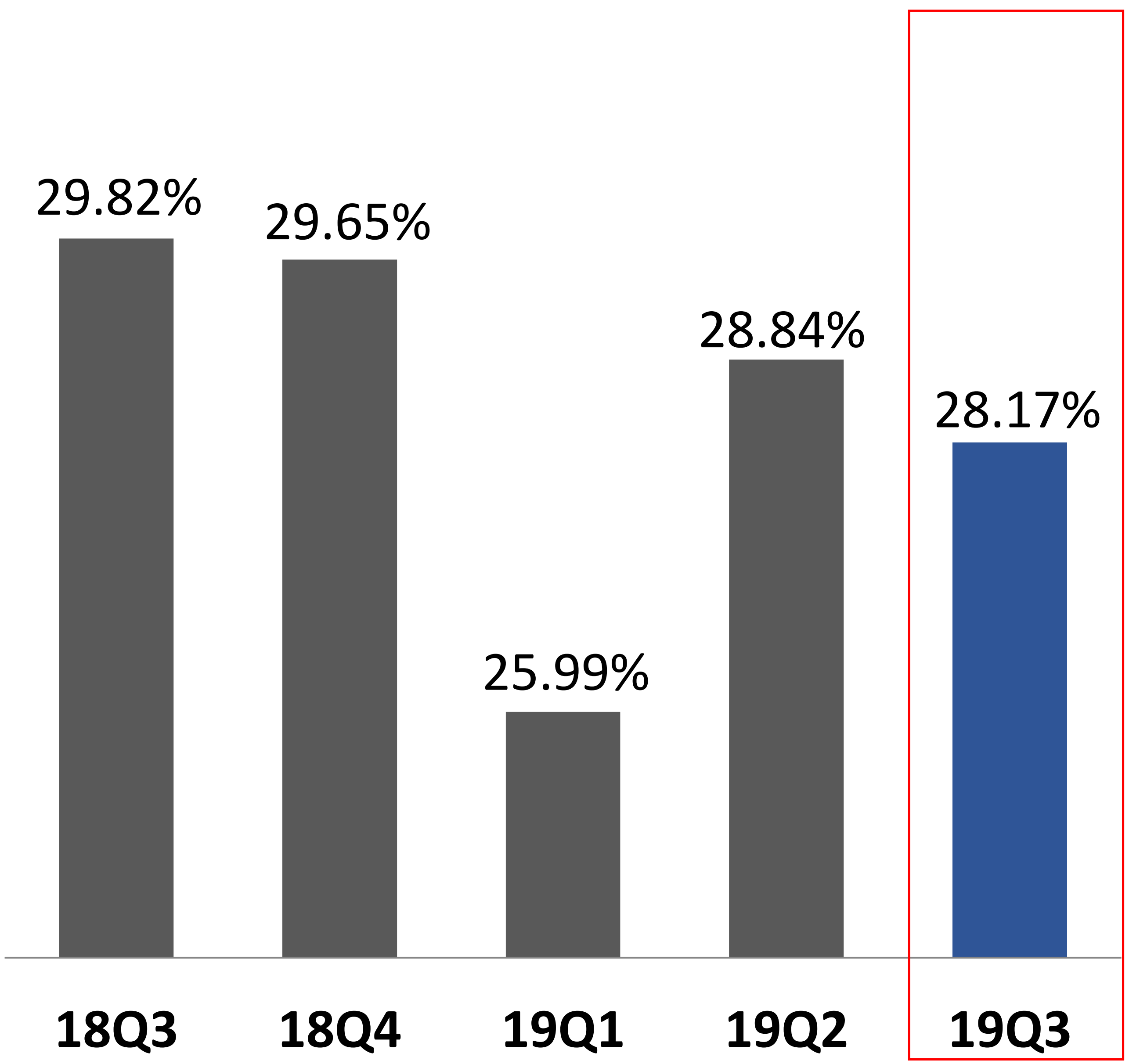


Consolidated Operating Profit

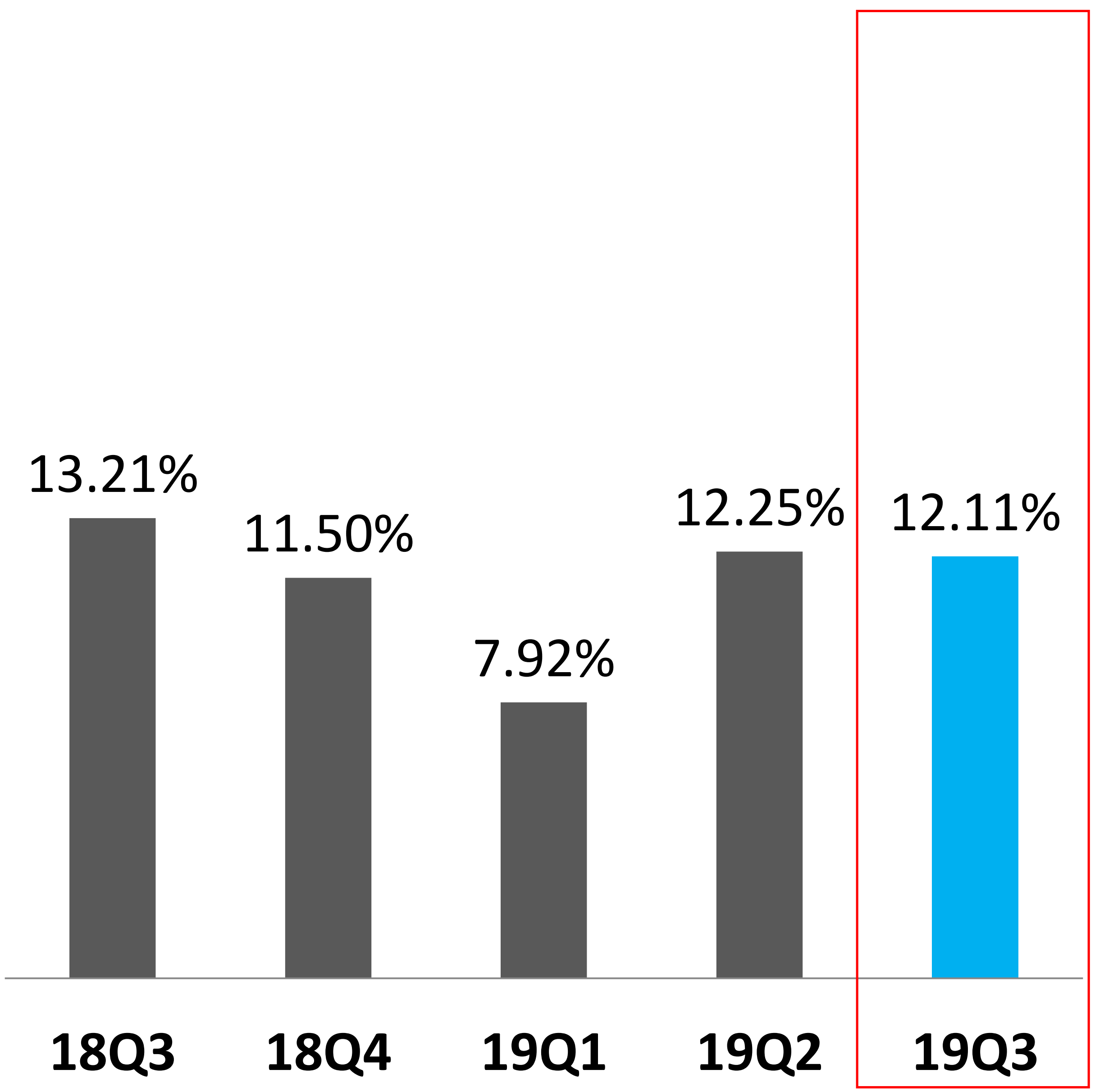


Financial Performance Of Last Five Quarters

Gross Margin(%)



Operating Margin(%)



Q3’19 Balance Sheet

Unit: NT$ millions

Item	2018.09.30	2019.06.30	2019.09.30
Cash And Cash Equivalents (Incl. Bank Deposit Over Three Months)	5,328	6,482	5,559
Accounts Receivable-net	5,742	6,387	6,298
Inventories-net	4,362	4,606	4,675
Financial Assets Measured At Fair Value Through Other Comprehensive Income	538	595	601
Investments Accounted For Under The Equity Method	1,195	1,049	948
Property, Plant And Equipment – Net	7,371	7,200	7,166
TOTAL ASSETS	27,250	29,858	28,974
Short-term Borrowings	125	200	421
Long-term Borrowings (include current portion)	2,134	2,028	2,036
Accounts payable	4,203	4,077	4,244
TOTAL LIABILITIES	11,618	14,152	12,800
TOTAL EQUITY	15,632	15,706	16,174

Q3'19 Operational Efficiency

Unit: Days

	2018.09.30	2019.06.30	2019.09.30
Account Receivable Turnover Days	85	84	80
Inventory Turnover Days	108	113	110
Account Payable Turnover Days	83	82	80
Cash Conversion Days	110	115	110

Stable Profit and Pay-out Ratio

NT$: million

Item	2016	2017	2018	2019 Q3 YTD
Consolidated Revenue	20,407	22,197	24,694	**19,925**
Operating Profit	2,204	2,513	2,652	2,185
Profit (Loss) Attributable To: Owners Of The Parent	2,080	1,910	2,212	1,428
Eps(Nt$)	3.68	3.38	3.83	**2.46**
Cash Dividend(Nt$)	3	2.5	3	N.A
Pay Out Ratio(%)	82%	74%	78%	N.A


Q & A

Appendix: Condensed Income Statement

NT$: million

Item\Year	2018					2019				
	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD
Operating Revenue	5,556	5,841	6,821	6,476	24,694	5,684	7,035	7,206		19,925
Gross Profit	1,394	1,599	2,034	1,920	6,947	1,477	2,029	2,030		5,536
(%)	25.09%	27.38%	29.82%	29.65%	28.13%	25.99%	28.84%	28.17%		27.78%
Operating Expense	(932)	(1,080)	(1,145)	(1,190)	(4,347)	(1,044)	(1,180)	(1,167)		(3,391)
(%)	-16.77%	-18.49%	-16.79%	-18.38%	-17.60%	-18.37%	-16.77%	-16.19%		-17.02%
Operating Profit	475	531	901	745	2,652	450	862	873		2,185
(%)	8.54%	9.09%	13.21%	11.50%	10.74%	7.92%	12.25%	12.11%		10.97%
Non-operating Income	123	76	107	69	375	21	(66)	(25)		(70)
Profit Before Income Tax	598	607	1,008	814	3,027	471	796	848		2,115
Income Tax Expense	(98)	(105)	(253)	(153)	(609)	(89)	(222)	(189)		(500)
Comprehensive Income, Attributable To Owners Of Parent	466	444	696	606	2,212	333	504	591		1,428
Eps (NT$)	0.81	0.77	1.20	1.05	3.83	0.57	0.87	1.02		2.46

Thank You

Investor Relations

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