

PRiMAX



Primax Electronics (4915 TT)

4Q16 Earnings Conference

7 Mar 2017

2016 Result



Record Topline 、 GP 、 OI 、 EPS

Amount : NTD M

	2016	2015	YoY
Net Sales	64,329	63,538	1.2%
COGS	57,062	56,795	
Gross Profit	7,267	6,743	
<i>Gross Margin</i>	<i>11.3%</i>	<i>10.6%</i>	<i>0.7%</i>
Operating Expense	4,894	4,636	
<i>Operating Expense %</i>	<i>7.6%</i>	<i>7.3%</i>	<i>0.3%</i>
Operating Income	2,373	2,107	12.7%
<i>Operating Margin</i>	<i>3.7%</i>	<i>3.3%</i>	<i>0.4%</i>
Non-operating Items	391	311	
Income before Tax	2,764	2,418	14.3%
Income Tax	778	631	
Net Income (Loss) from Continuing Operations	1,987	1,787	11.2%
Income (Loss) from Discontinued Operations	62	30	
Net Income	2,049	1,817	12.8%
<i>Net Margin</i>	<i>3.2%</i>	<i>2.9%</i>	<i>0.3%</i>
Net income attributed to Primax	1,934	1,773	9.1%
EPS (NT\$)	4.40	4.06	

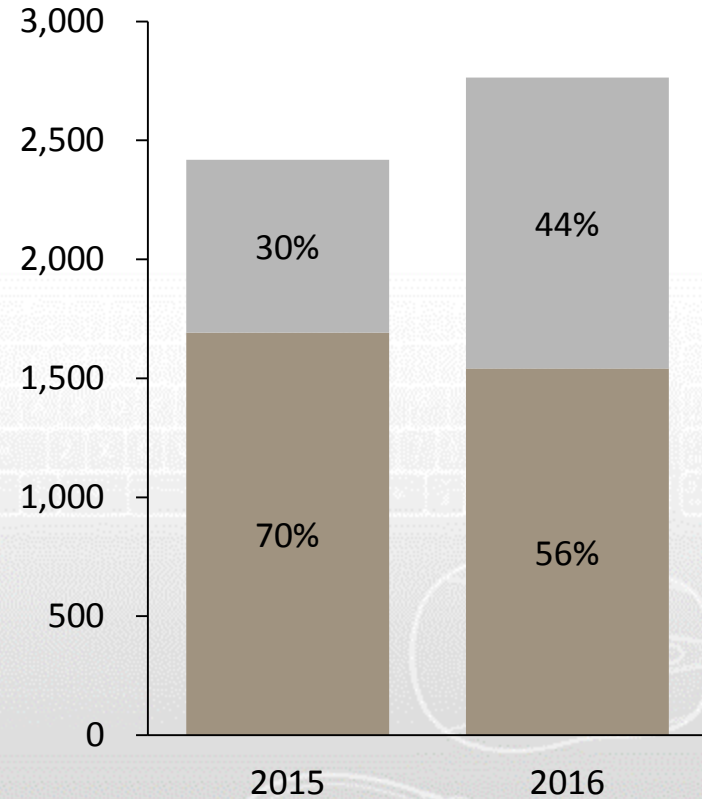
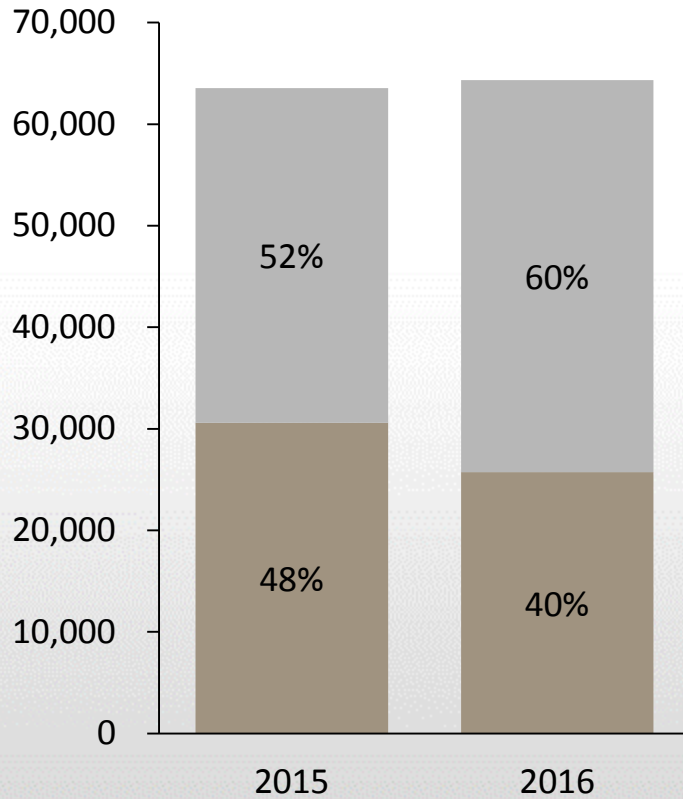
Product Mix



Revenue

PBT

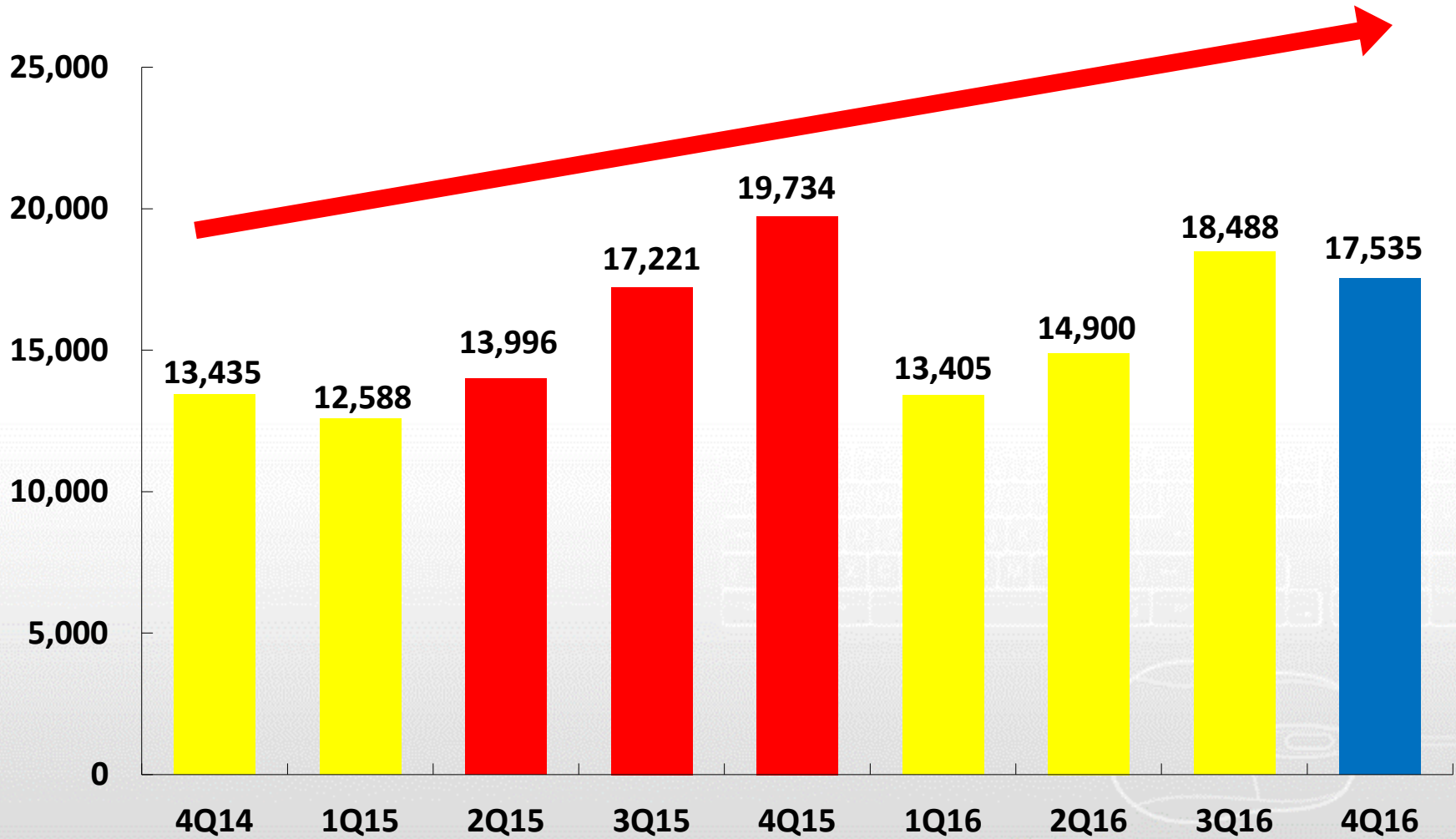
Amount : NTD M



Quarterly Sales



Amount : NTDM

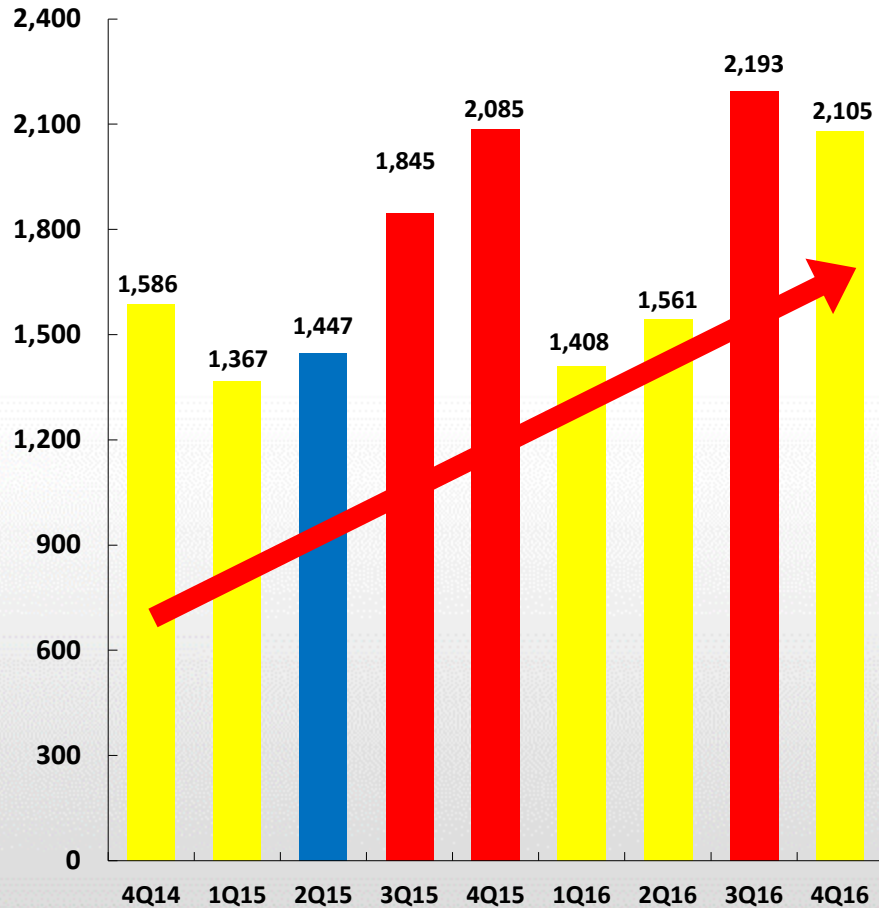


Gross Profit 、 Gross Margin

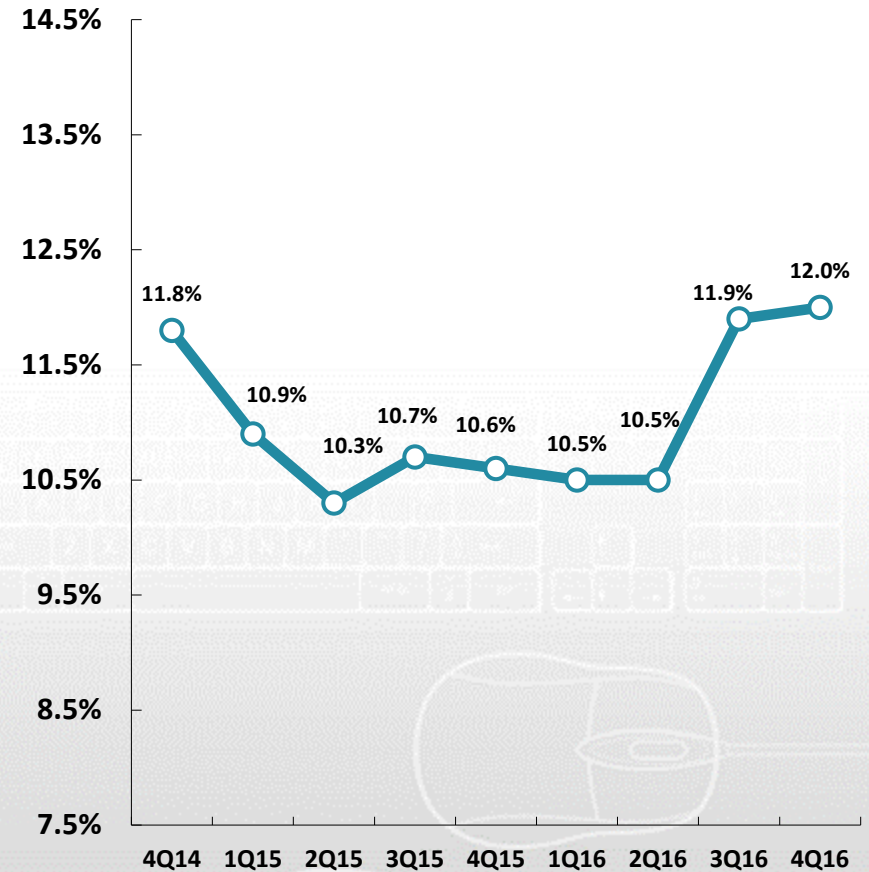


Gross Profit

Amount : NTDM



Gross Margin

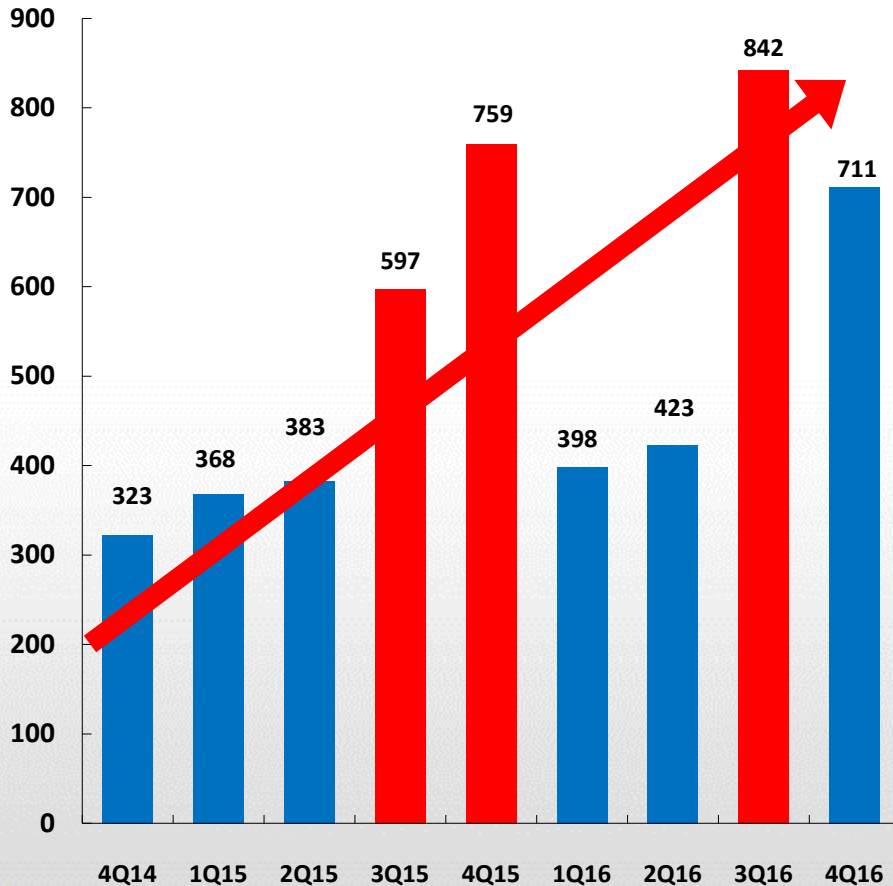


Operating Profit 、 Operating Margin

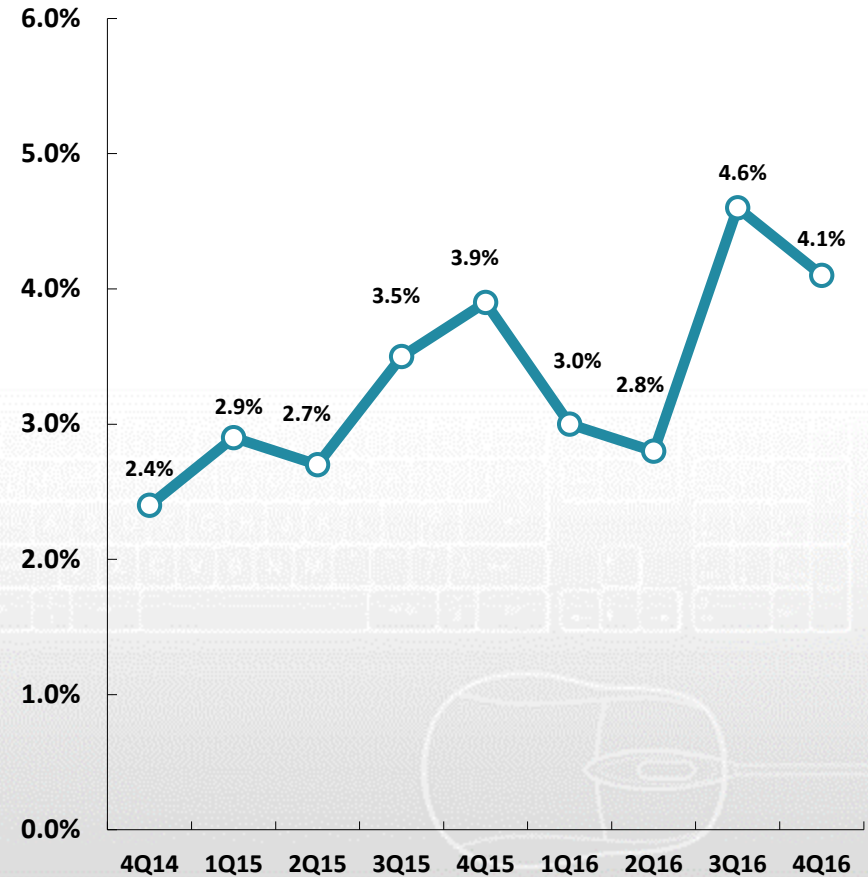


Operating Profit

Amount : NTD M



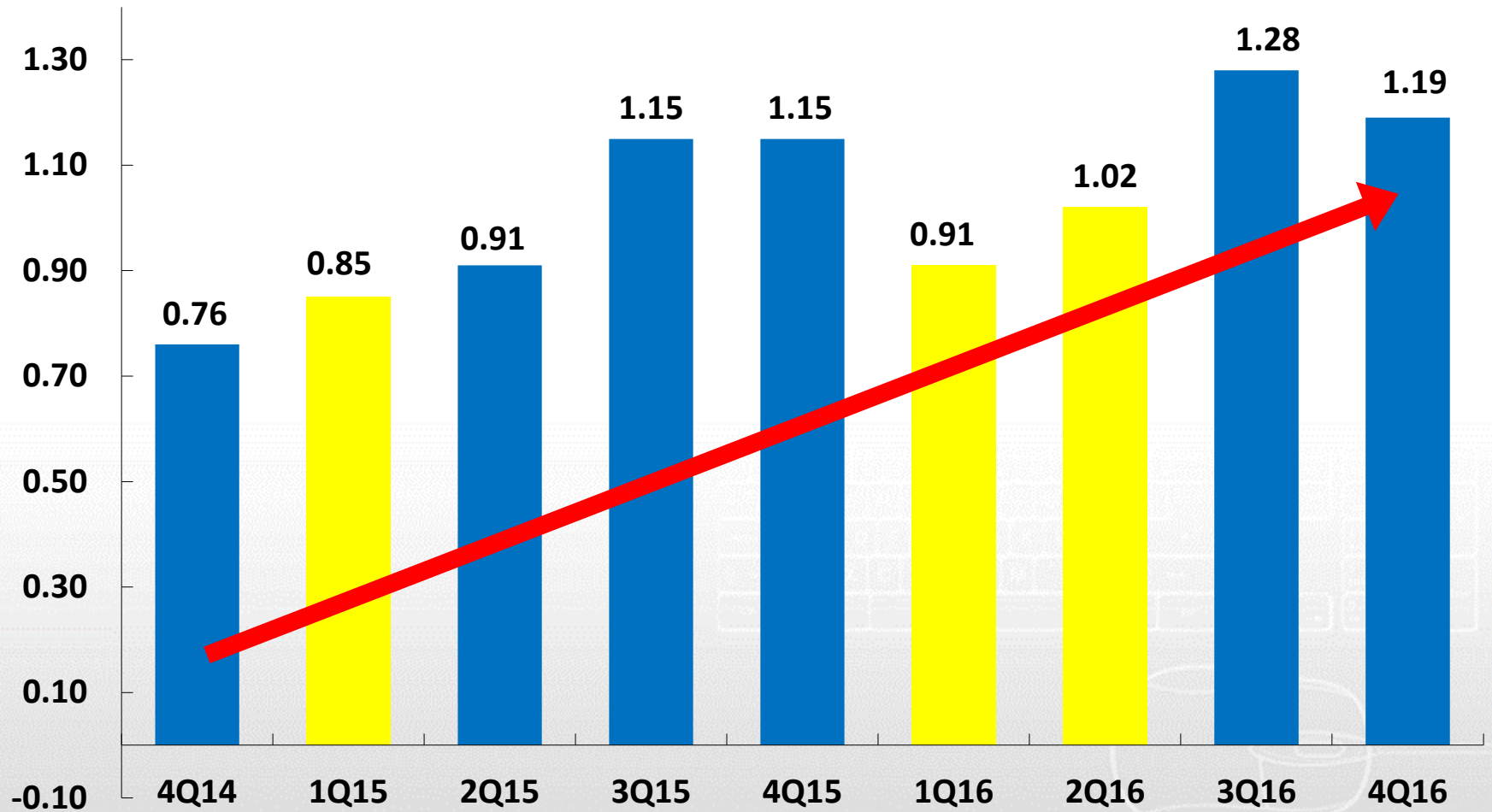
Operating Margin



EPS



Amount : NTD



4Q16 Balance Sheet



Selected items from Balance Sheet

(Amount : NTD M)

	2016/12/31		2015/12/31	
	Amt	%	Amt	%
Cash	6,360	17%	7,623	18%
Notes and Accounts receivable	13,604	37%	14,425	35%
Inventory	6,671	18%	7,351	18%
Total Current Assets	27,800	75%	30,413	73%
Fixed Assets	4,717	13%	6,284	15%
Total Assets	37,122	100%	41,732	100%
Notes and Accounts Payable	16,893	46%	18,724	45%
S-T Borrowings	0	0%	1,351	3%
CPLTD	382	1%	622	1%
Total Current Liabilities	22,801	61%	26,155	63%
L-T Borrowings	219	1%	1,055	3%
Total Liabilities	24,878	67%	28,815	69%
Total Equity	12,244	33%	12,917	31%

Key Indices

AR Turnover (days)	78	70
AP Turnover (days)	113	99
Inventory Turnover (days)	44	38
Cash Conversion Cycle (days)	9	9
Current Ratio (%)	121.9	116.3
Total Liabilities-to-Assets Ratio (%)	67.0	69.0
Return on Equity (%)	16.3	15.7

4Q16 Cash Flow



Amount : NTD M

	2016	2015
From Operation	2,283	5,022
Continuing operation income before tax	2,764	2,418
Discontinued operation income before tax	105	55
- Total income before tax	2,870	2,473
- Depreciation and amortization	1,650	1,473
- Notes and Accounts receivable	(1)	(3,356)
- Notes and Accounts payable	(1,271)	5,699
- Inventory	(692)	(2,536)
- Other Operating Sources / (Uses)	(273)	1,269
From Investment	(732)	(1,975)
- Fixed Assets	(1,034)	(1,898)
- Proceeds from disposal of available-for-sale financial assets	220	0
- Cash related to acquisition/sale of subsidiaries' shareholding	109	(39)
- Other Investing Sources / (Uses)	(27)	(37)
From Financing	(2,615)	(2,228)
- S-T Borrowings	(974)	(1,101)
- L-T Borrowings	(759)	(261)
- Cash Dividend	(928)	(791)
- Exercise of ESOP	19	33
- Other Financing Sources / (Uses)	28	(107)
Net Cash Position Change	(1,064)	820
Effect of foreign currency exchange translation	(199)	(10)
Cash at beginning of year	7,623	6,814
Ending Cash Balance	6,360	7,623

1Q17 & 2Q17 Outlook



- ❖ Stable topline outlook
- ❖ Better earnings structure
- ❖ New gaming account addition
- ❖ Increasing duo-camera contribution
- ❖ Continuous Tymphony topline upward trend



2012 - 2016 Dividend Payout





(NT\$ million)	2012	2013	2014	2015	2016
Net income	1,183	669	1,545	1,773	1,934
Cash dividend	647	347	791	928	1,112
Dividend p/s (NT\$)	1.5	0.8	1.8	2.1	2.5
Payout ratio (%)	55%	52%	51%	52%	57%

PRiMAX



Thank you!



- ❖ All number has reflected Global Tek restatement
- ❖  Record Quarter
- ❖  Historical Record High





- ❖ 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 risks, 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.

