



# Hitron Investor Conference

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TWSE Stock Code : 2419

Present by : Patrick Chiu

11/10/2020

# Agenda



2020 Q3 Financial Status



Manufacturing & Factory Expansion



New Market Segment and Cloud platform Application



Q&A

# Disclaimer

This presentation may contain forward-looking based on current assumption and forecasts made by Hitrontech management. Various known and unknown risk, uncertainties and other factors could lead to material differences between the actual future result, financial situation, development or performance of the company and the estimates given here.

# 2020 Q3 Financial Report

## Consolidated Comprehensive Income (QoQ)

NT Million	2020		2019		Var. %
	Q3	%	Q3	%	
Net Sales	3,009	100.0%	2,450	100.0%	23%
Cost of Goods Sold	2,455	81.6%	1,916	78.2%	28%
Gross Profit	554	18.4%	534	21.8%	4%
Operating Expense	436	14.5%	398	16.3%	10%
Operating Profit	118	3.9%	136	5.6%	-13%
Non-OP Gain or Loss	(14)	-0.5%	(28)	-1.1%	-49%
Net Income before Tax	104	3.5%	109	4.4%	-4%
Income Tax	12	0.4%	12	0.5%	-2%
Net Income after Tax	92	3.1%	97	3.9%	-5%
Net Income Attributable to Owners of Parent	92	3.1%	65	2.7%	42%
EPS (NT\$1)	0.29		0.29		0%



# 2020 Q3 Financial Report

## Consolidated Comprehensive Income (YoY)

NT Million	2020		2019		Var.
	Q1~Q3	%	Q1~Q3	%	%
Net Sales	7,003	100.0%	7,853	100.0%	-11%
Cost of Goods Sold	5,508	78.6%	6,331	80.6%	-13%
Gross Profit	1,496	21.4%	1,522	19.4%	-2%
Operating Expense	1,203	17.2%	1,170	14.9%	3%
Operating Profit	293	4.2%	352	4.5%	-17%
Non-OP Gain or Loss	2	0.0%	(59)	-0.7%	-103%
Net Income before Tax	295	4.2%	293	3.7%	1%
Income Tax	66	0.9%	44	0.6%	48%
Net Income after Tax	229	3.3%	249	3.2%	-8%
Net Income Attributable to Owners of Parent	174	2.5%	148	1.9%	18%
EPS (NT\$1)	0.54		0.67		-19%



# 2020 Q3 Financial Report

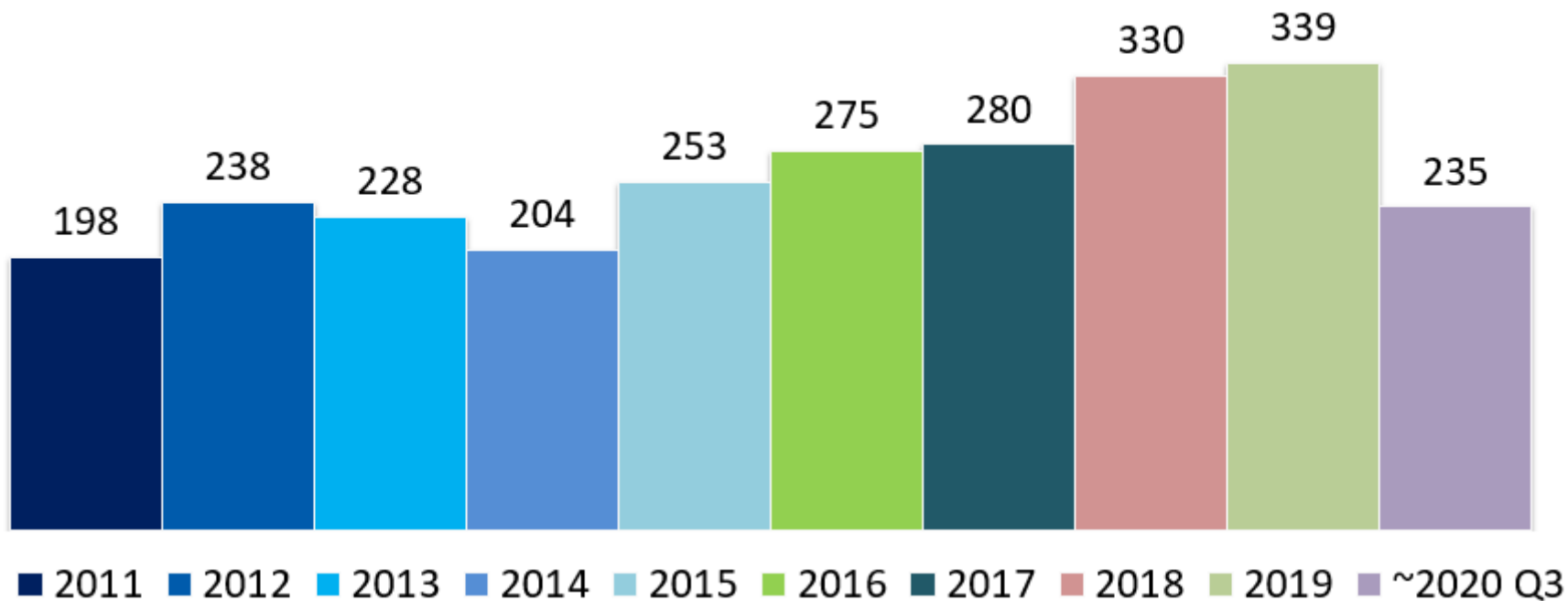
## Consolidated Balance Sheet

NT Million	2020/9/30		2019/12/31		2019/9/30		Var.
	AMT	%	AMT	%	AMT	%	
Cash & Cash Equivalents	3,761	31.4%	4,607	46.5%	1,888	24.6%	99%
AR	2,413	20.1%	1,331	13.4%	1,697	22.1%	42%
Inventory	2,637	22.0%	1,768	17.8%	2,029	26.5%	30%
PP & E	1,930	16.1%	1,328	13.4%	1,142	14.9%	69%
Other Assets	1,243	10.4%	883	8.9%	915	11.9%	36%
<b>Total Assets</b>	<b>11,984</b>	<b>100.0%</b>	<b>9,915</b>	<b>100.0%</b>	<b>7,672</b>	<b>100.0%</b>	<b>56%</b>
Current Liabilities	5,977	49.9%	3,574	36.0%	3,687	48.1%	62%
Other Liabilities	638	5.3%	798	8.0%	167	2.2%	283%
<b>Total Liabilities</b>	<b>6,616</b>	<b>55.2%</b>	<b>4,372</b>	<b>44.1%</b>	<b>3,854</b>	<b>50.2%</b>	<b>72%</b>
Common Stock	3,290	27.5%	3,290	33.2%	2,290	29.8%	44%
Other Equity	2,078	17.3%	2,254	22.7%	1,528	19.9%	36%
<b>Total Equity</b>	<b>5,368</b>	<b>44.8%</b>	<b>5,544</b>	<b>55.9%</b>	<b>3,818</b>	<b>49.8%</b>	<b>41%</b>
<b>Total Liabilities &amp; Equity</b>	<b>11,984</b>	<b>100.0%</b>	<b>9,915</b>	<b>100.0%</b>	<b>7,672</b>	<b>100.0%</b>	<b>56%</b>



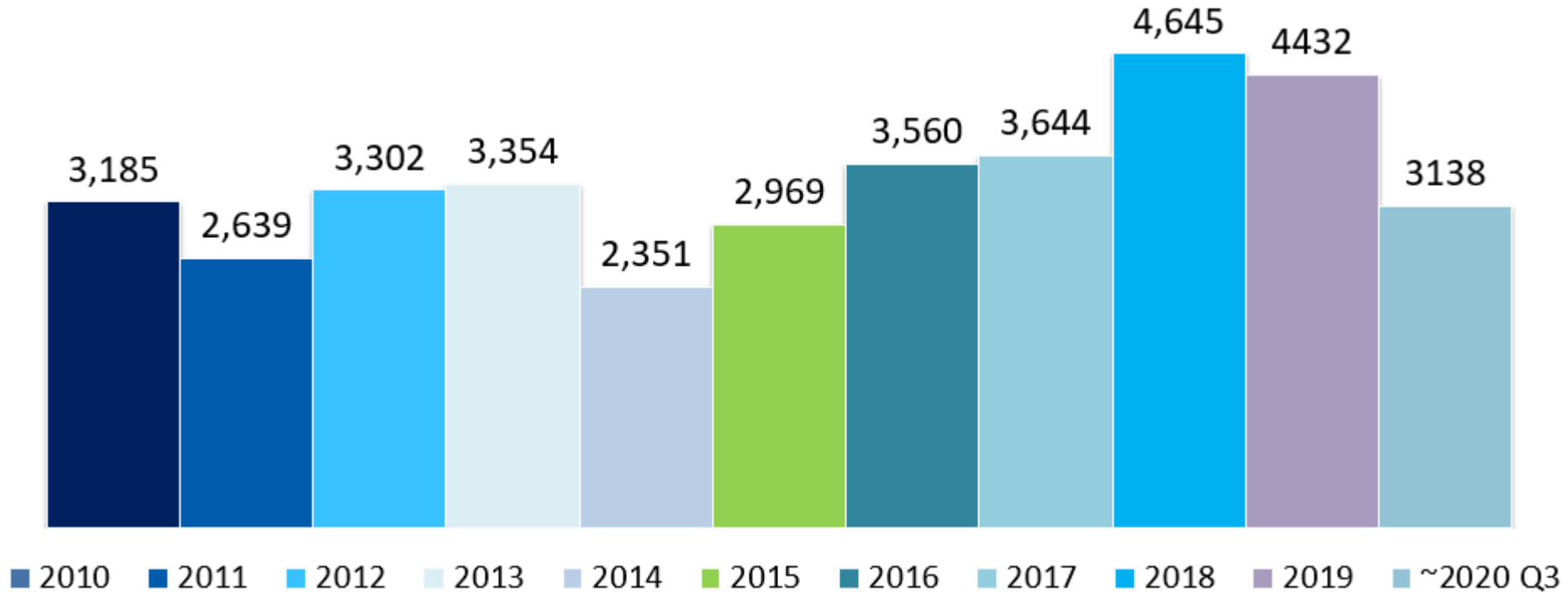
# Worldwide Revenue Growth

Consolidated Sales(Million/USD)



# Global Shipping Volume

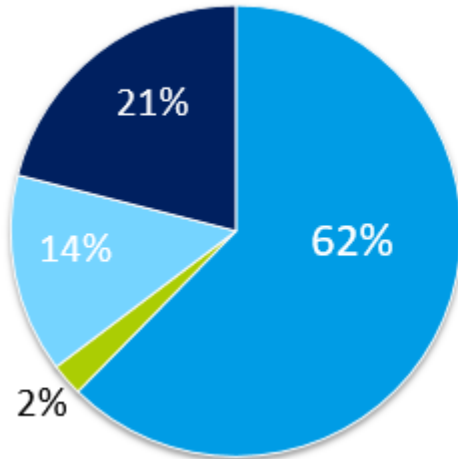
Volume (k)



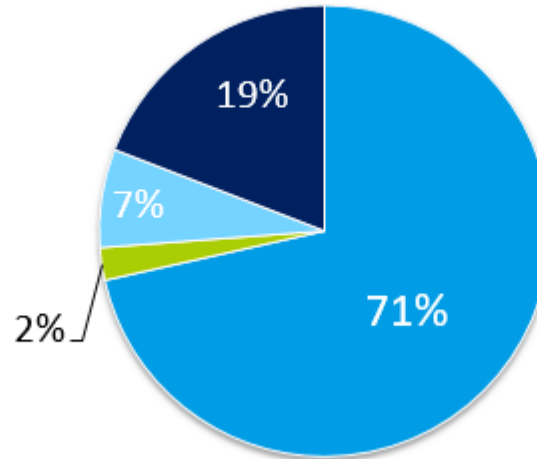


# Shipping Volume/ Area

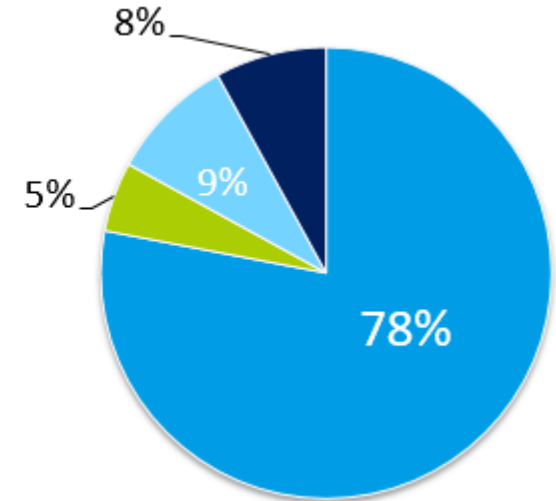
2018



2019



2020 Q1-Q3



APAC



NA



CALA



EMEA



# Manufacturing & Factory Expansion



**Stronger Hitron –  
More Products & Bigger Market**



# Software Driven & Cloud Platform Application

# Q&A



Gracias

Merci

Grazie

謝謝

Danke

Obrigado

Thank you

고맙습니다

ありがとうございます

