

The logo for Primax Electronics, featuring the word "PRIMAX" in a stylized font. The letters "P", "R", "I", "M", and "A" are in blue, while "X" is in red. The letters "E", "L", "E", "C", "T", "R", "O", "N", "I", "C", "S" are written in a smaller, lighter blue font below "PRIMAX".

PRIMAX
ELECTRONICS



Primax Electronics (4915 TT)

3Q19 Earnings Conference

31 Oct 2019

3Q19 Result



Record Topline, GP, OI, OPM, EPS

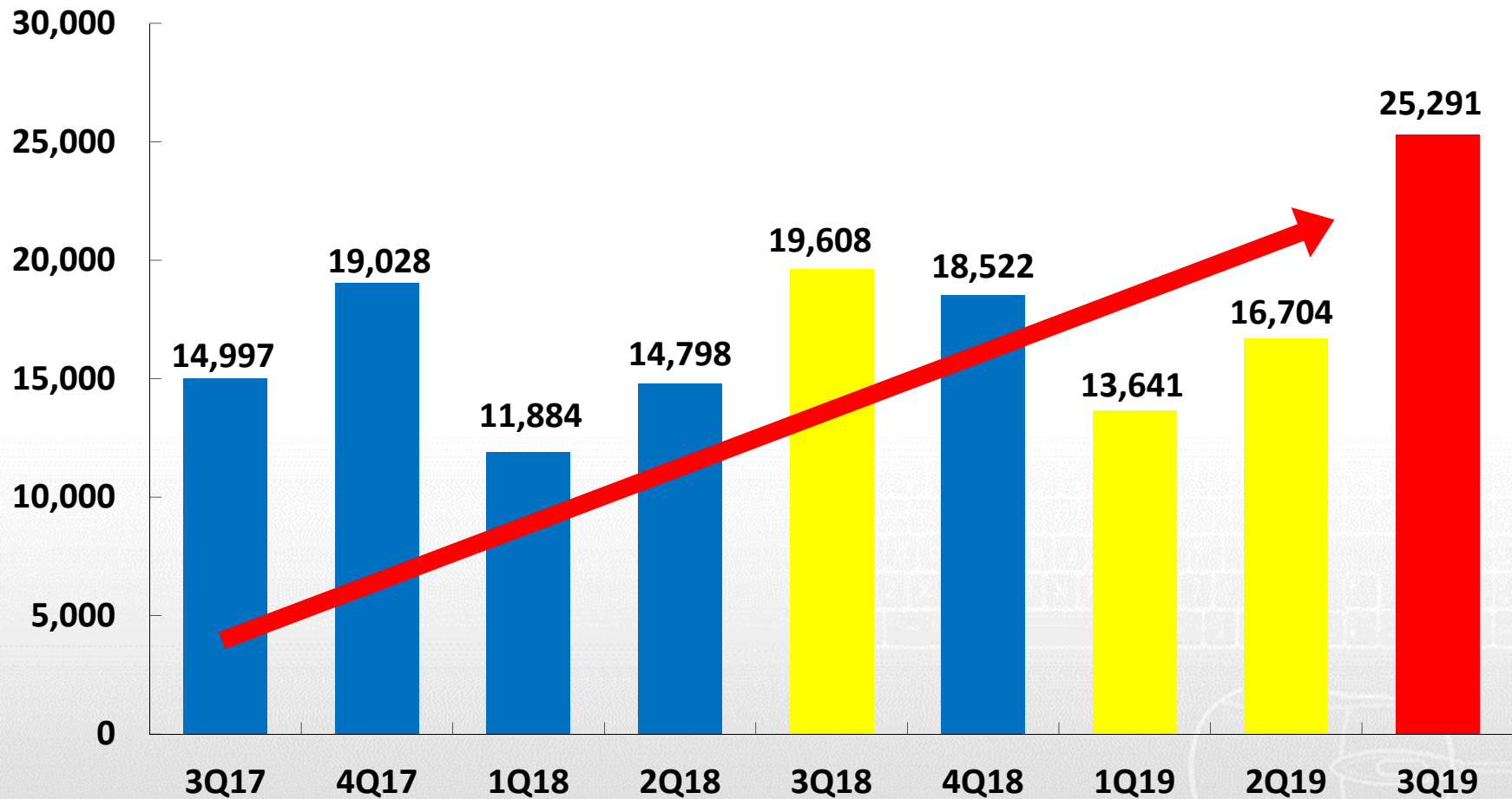
Amount : NTD M

	Q3 19	Q2 19	Q3 18	QoQ	YoY
Net Sales	25,291	16,704	19,608	51.4%	29.0%
COGS	22,280	14,833	17,266		
Gross Profit	3,010	1,871	2,342		
<i>Gross Margin</i>	11.9%	11.2%	11.9%	0.7%	0.0%
Operating Expense	1,799	1,475	1,610		
<i>Operating Expense %</i>	7.1%	8.8%	8.2%	-1.7%	-1.1%
Operating Income	1,212	396	732	205.9%	65.6%
<i>Operating Margin</i>	4.8%	2.4%	3.7%	2.4%	1.1%
Non-operating Items	(45)	92	107		
Income before Tax	1,167	488	838	139.2%	39.2%
Income Tax	263	110	120		
Net Income	904	378	718	139.3%	25.8%
<i>Net Margin</i>	3.6%	2.3%	3.7%	1.3%	-0.1%
Net income attributed to Primax	764	413	665	84.9%	15.0%
EPS (NT\$)	1.72	0.93	1.50		

Quarterly Sales



Amount : NTD M

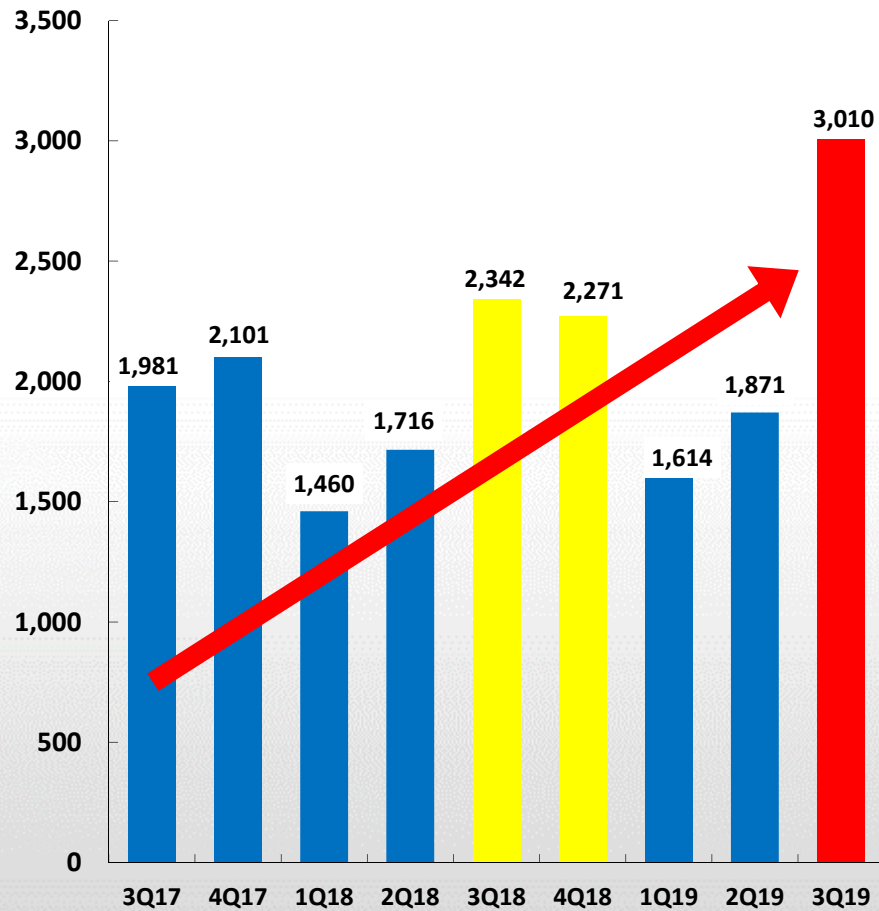


Gross Profit 、 Gross Margin

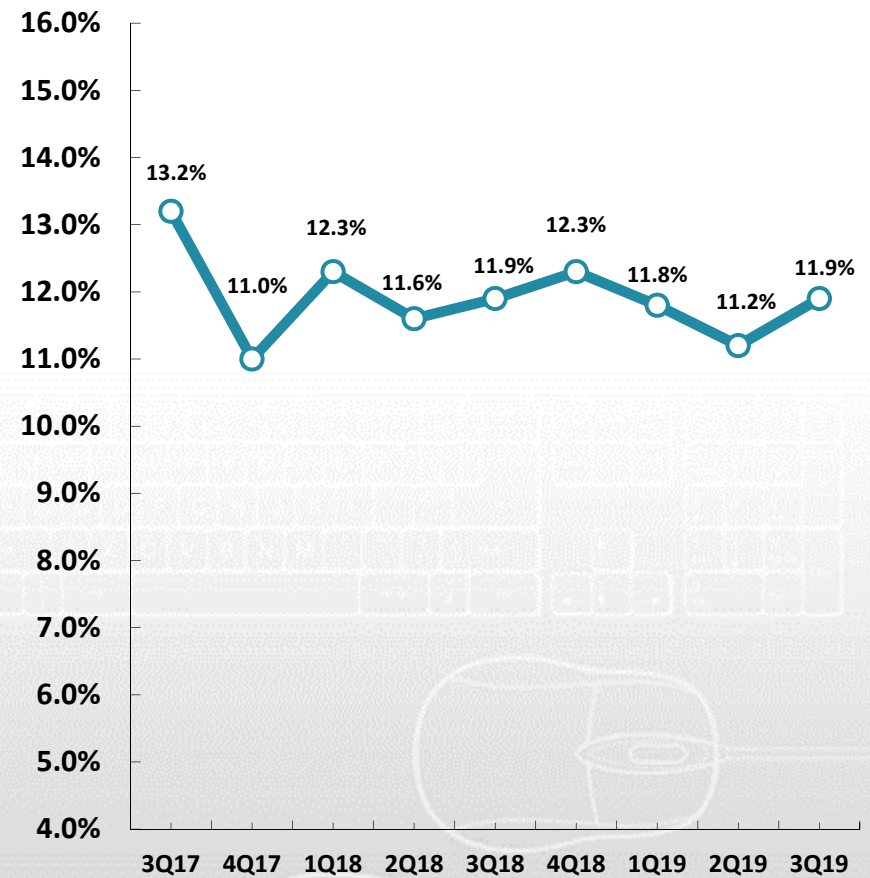


Gross Profit

Amount : NTD M



Gross Margin

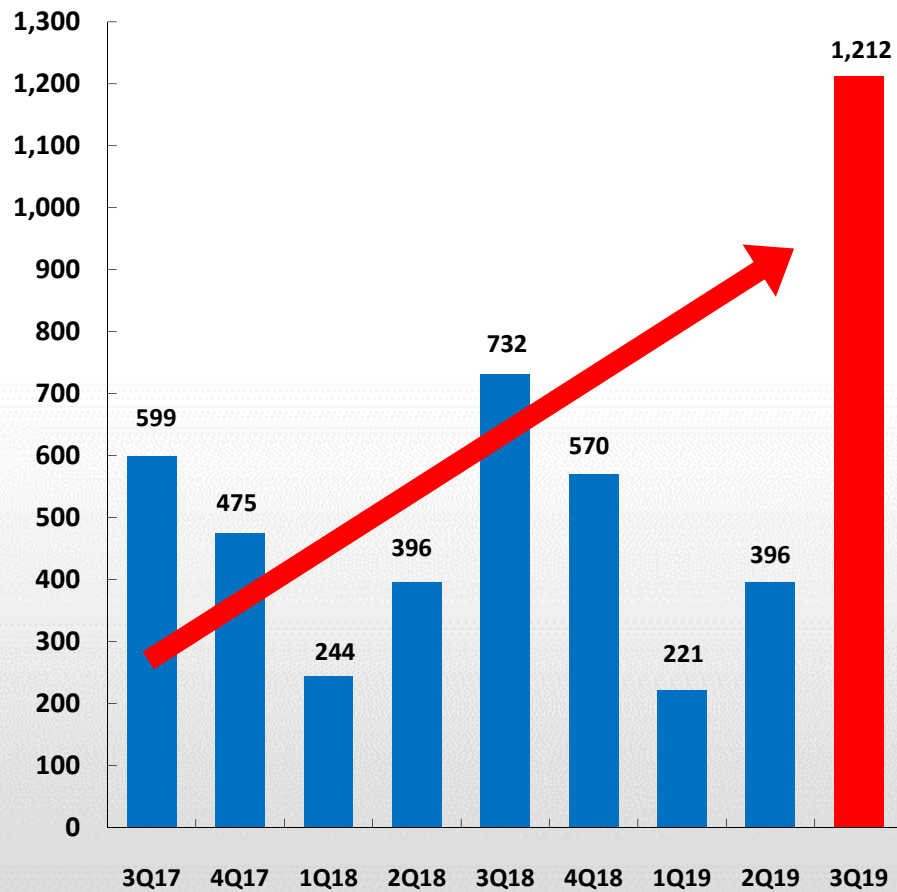


Operating Income 、 Operating Margin

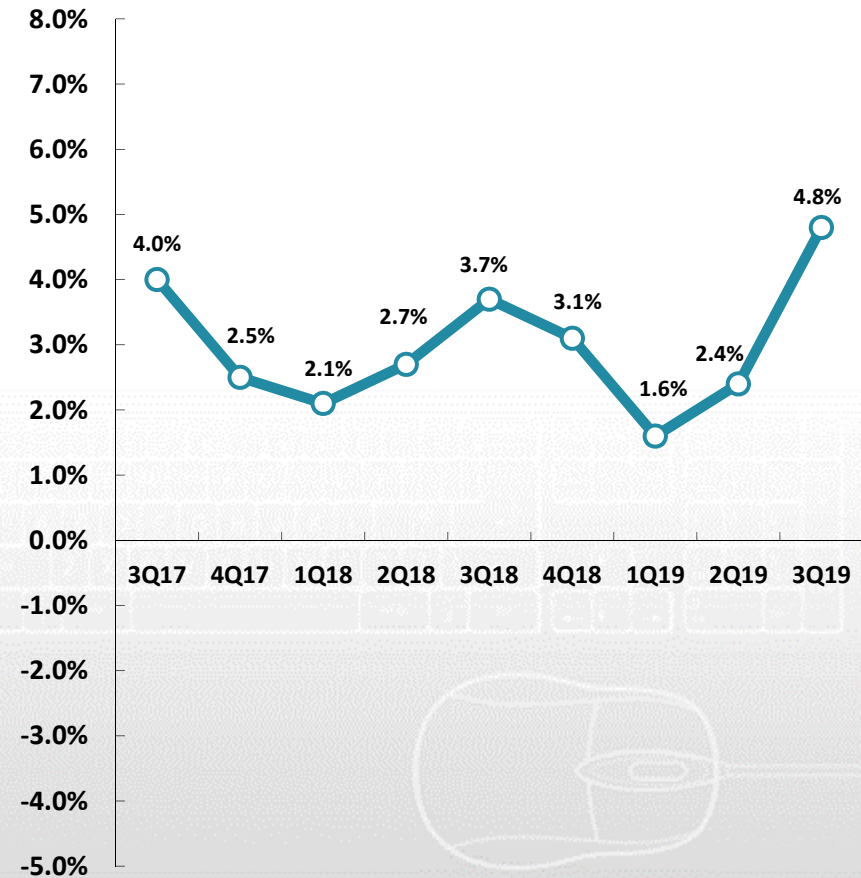


Operating Income

Amount : NTD M



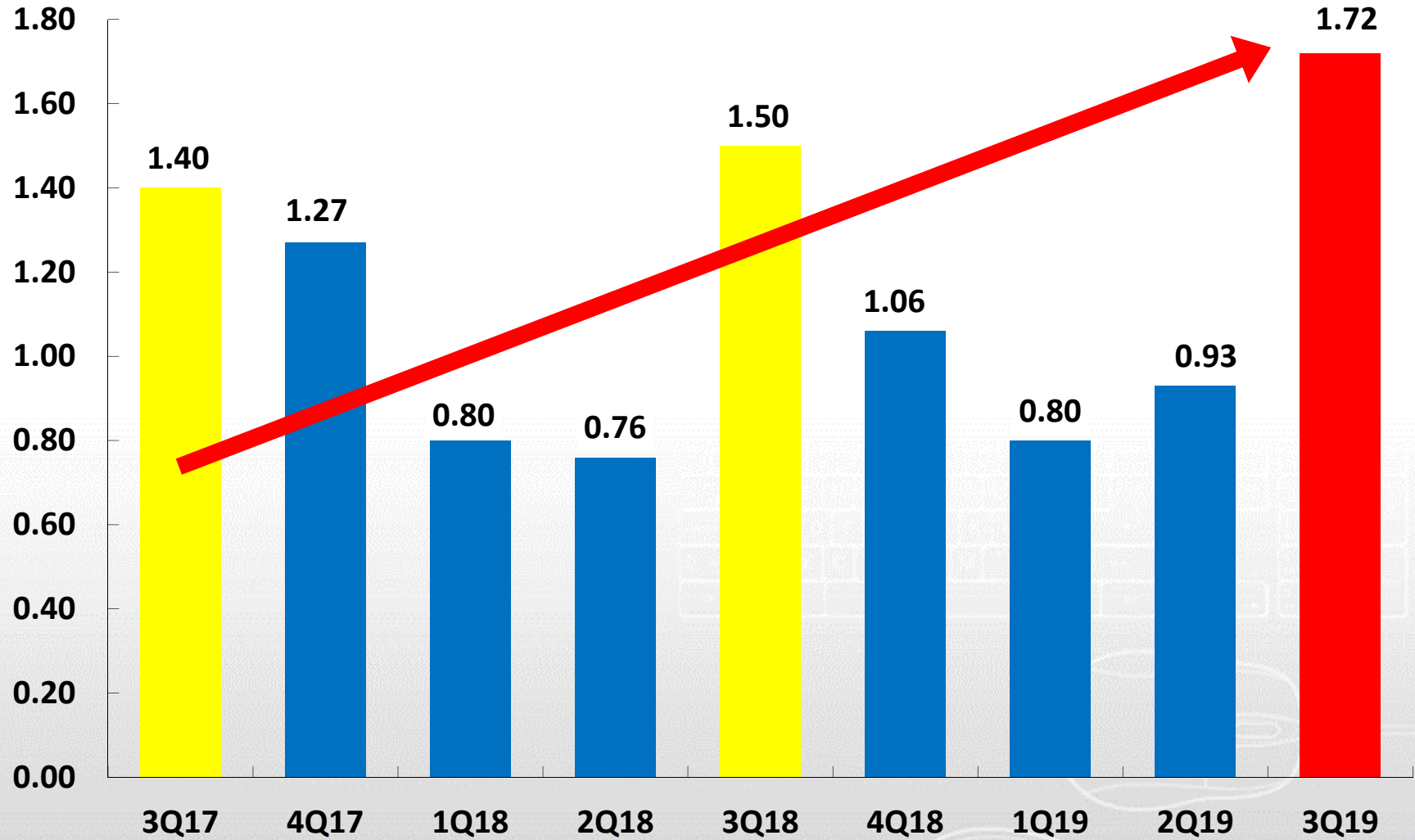
Operating Margin



EPS



Amount : NTD



3Q19 Balance Sheet



Selected items from Balance Sheet

(Amount : NTD M)

	2019/9/30		2018/9/30	
	Amt	%	Amt	%
Cash	7,109	13%	3,881	9%
Notes and Accounts receivable	23,662	42%	17,859	42%
Inventory	10,223	18%	7,838	18%
Total Current Assets	43,243	77%	31,640	74%
Fixed Assets	6,469	12%	4,968	12%
Total Assets	55,984	100%	42,618	100%
Notes and Accounts Payable	22,539	40%	18,505	43%
S-T Borrowings	8,315	15%	2,366	6%
CPLTD	28	0%	67	0%
Total Current Liabilities	37,758	67%	26,481	62%
L-T Borrowings	0	0%	234	1%
Total Liabilities	41,959	75%	28,263	66%
Total Equity	14,024	25%	14,354	34%

3Q19 Cash Flow



Amount : NTD M

	Q3 19 YTD	Q3 18 YTD
From Operation	(708)	(1,184)
From Investment	(3,224)	(2,164)
From Financing	6,020	(376)
Net Cash Position Change	2,088	(3,724)
Effect of foreign currency exchange translation	30	(216)
Cash at beginning of year	4,990	7,821
Ending Cash Balance	7,109	3,881

4Q19 、 2020 Outlook



- ❖ **Optimistic Towards Top-line & Bottom-line Trend**
- ❖ **Tymphany : Continuous Growth Momentum Leading by Headphone**
- ❖ **More New Automotive Sensing Camera Project**

- ❖ **2020 Upward Top-line Trend with Improving Earnings Structure**
- ❖ **Tymphany-Continuous Growth Momentum with Higher Headphone Contribution**
- ❖ **Visual Technology New Application**
- ❖ **Visual & Acoustic Integrated Smart Product**
- ❖ **Thailand Manufacturing Site Ready to Diversify Concentration Risk**



PRIMAX



Thank you!

Note



- ❖ All figures stated above are unaudited and subject to audit amendments
- ❖  Record Quarter
-  Historical Record High



Safe Harbor Notice



- ❖ 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.