

松翰科技公司簡介

SONiX Technology Co., Ltd. Company Briefing

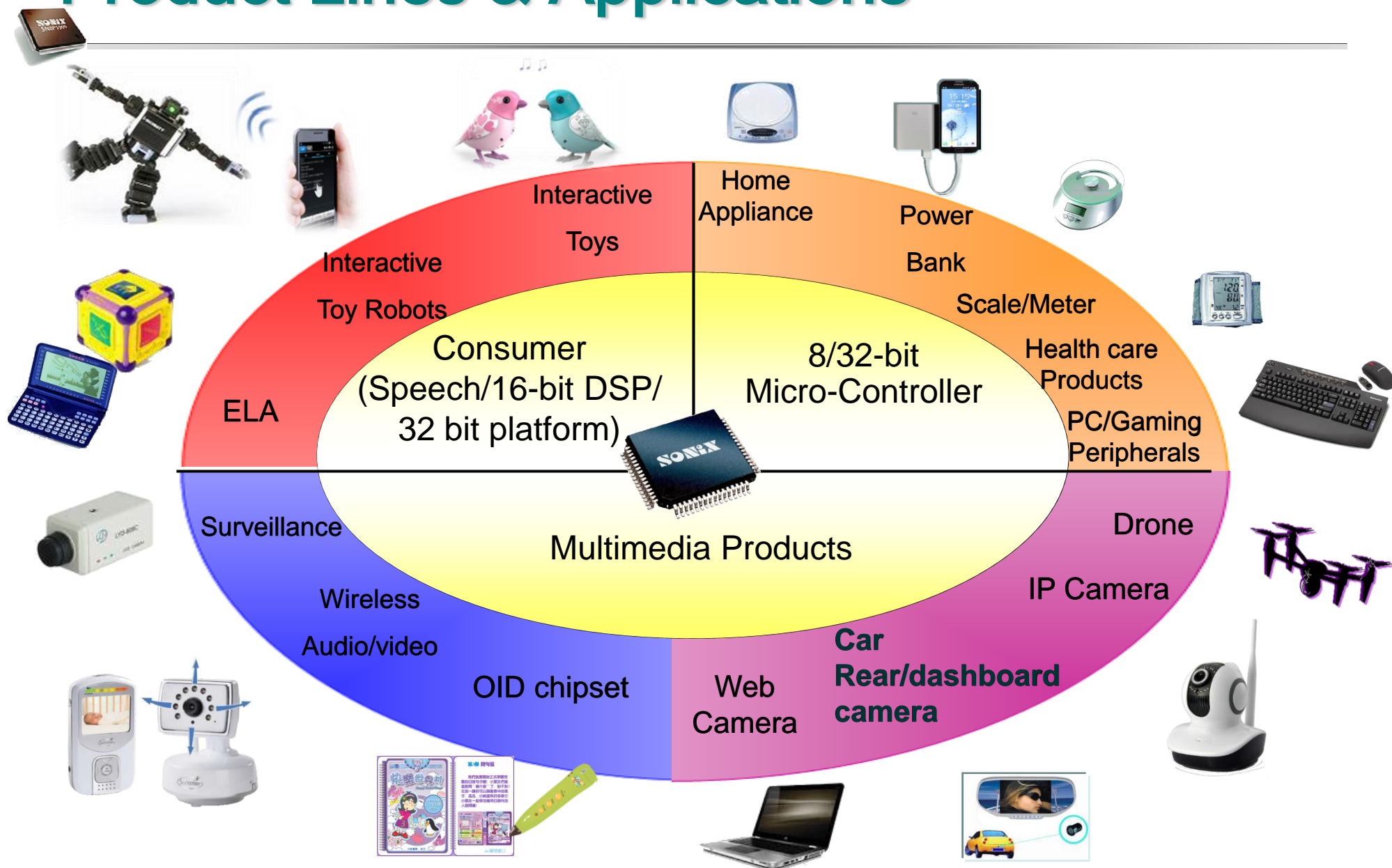
Spokesperson: Daniel Pan



Now That's Smart.

Date: November 16th, 2018

Product Lines & Applications



2018 1~3Q Financial Results Summary



Unit: NT\$ in Thousand

| | 2018 1~3Q | 2017 1~3Q |
|--------------------------------|-----------|-----------|
| Net Sales | 2,386,231 | 2,562,468 |
| Net Income | 279,628 | 198,197 |
| EPS (NTD) | 1.67 | 1.18 |
| Cash and cash equivalents | 687,701 | 647,332 |
| Inventories, net | 615,916 | 586,213 |
| Inventory Turnover Days | 132 | 109 |
| Accounts and Notes Receivables | 506,025 | 472,884 |
| Total Assests | 3,499,663 | 3,496,741 |
| Total Liabilities | 581,358 | 604,469 |
| Total Equity | 2,918,305 | 2,892,272 |

2018 1~3Q Financial Results YoY



Statements of Comprehensive Income

Unit: NT\$ in Thousand

| | 2018 1~3Q | % | 2017 1~3Q | % | Growth(%) |
|-------------------|-----------|------|-----------|------|-----------|
| Net Sales | 2,386,231 | 100% | 2,562,468 | 100% | -7% |
| Gross Profit | 925,103 | 39% | 978,019 | 39% | -5% |
| Operating Income | 216,831 | 9% | 239,106 | 10% | -9% |
| Income Before Tax | 328,773 | 14% | 245,240 | 10% | 34% |
| Net Income | 279,628 | 12% | 198,197 | 8% | 41% |
| Gross Margin Rate | 39% | | 39% | | |
| EPS (NT Dollars) | 1.67 | | 1.18 | | |

2018_3Q Financial Results YoY



Statements of Comprehensive Income

Unit: NT\$ in Thousand

| | FY2018_3Q | % | FY2017_3Q | % | Growth(%) |
|--------------------------|------------------|-------------|------------------|-------------|------------------|
| Net Sales | 859,817 | 100% | 887,663 | 100% | -3% |
| Gross Profit | 354,131 | 41% | 346,470 | 39% | 2% |
| Operating Income | 102,223 | 12% | 91,237 | 10% | 12% |
| Income Before Tax | 157,075 | 16% | 99,441 | 11% | 58% |
| Net Income | 136,608 | 16% | 80,732 | 9% | 69% |
| Gross Margin Rate | 41% | | 39% | | |
| EPS (NT Dollars) | 0.81 | | 0.48 | | |

2018_3Q Financial Results QoQ



Statements of Comprehensive Income

Unit: NT\$ in Thousand

| | FY2018_3Q | % | FY2018_2Q | % | Growth(%) |
|--------------------------|------------------|-------------|------------------|-------------|------------------|
| Net Sales | 859,817 | 100% | 910,663 | 100% | -6% |
| Gross Profit | 354,131 | 41% | 345,875 | 38% | 2% |
| Operating Income | 102,223 | 12% | 98,803 | 11% | 3% |
| Income Before Tax | 157,075 | 18% | 141,004 | 15% | 11% |
| Net Income | 136,608 | 16% | 117,085 | 13% | 17% |
| Gross Margin Rate | 41% | | 38% | | |
| EPS (NT Dollars) | 0.81 | | 0.70 | | |

High Cash Dividend Trend



■ High payout ratio and dividend yield

Unit: NT\$

| Year | 2013 | 2014 | 2015 | 2016 | 2017 |
|---------------|------|------|------|------|------|
| EPS | 3.07 | 3.12 | 2.32 | 1.67 | 1.41 |
| Cash Dividend | 3.2 | 3.2 | 2.2 | 1.8 | *1.5 |
| Payout Reatio | 104% | 103% | 95% | 108% | 106% |

* Cash Dividend NT\$1.26/pre share and & NT\$0.24/per share from legal reserve.

Optical ID Applications-

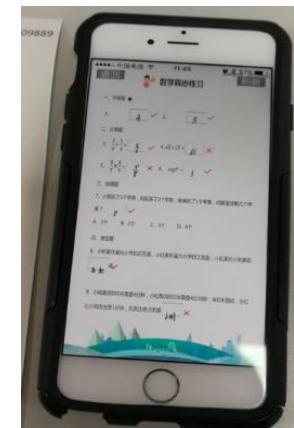
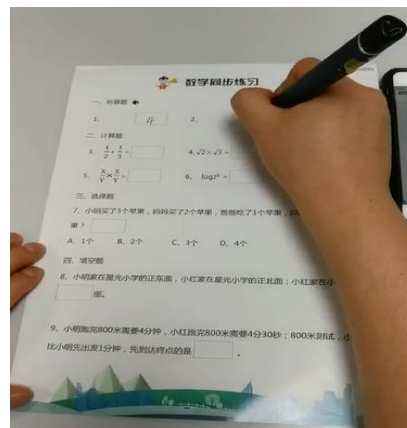


Smart learning/educational platform

Smart learning robot



E-learning- Handwriting recognition/ learning data analysis



Coding smart robot



WiFi story machine



Q & A

