



# Participants

Chairman

Peter Chen

President

Joe Huang

CFO

Jasmin Hung

GM, Information Technology Business Group

Daniel Hsueh

GM, Commercial & Industrial Business Group

Yuchin Lin

GM, Medical Business Group

Harry Yang

GM, Business Solutions Business Group

Joshua Tzeng

GM, Networking & Communication Business Group

April Huang

CIO

Michael Wang

# Agenda

## 1. Company Profile

**CFO**

**Jasmin Hung**

## 2. 2024 Q1 Financial Results

**Chairman**

**Peter Chen**

## 3. Business Update and Outlook

**President**

**Joe Huang**

**GM of each Business Group**

## 4. Q&A

# 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 might not occur and our actual results could differ materially from those anticipated in these forward-looking statements.

# 1. Company Profile

CFO Jasmin Hung

# Qisda Group

**Qisda is a global technology group with businesses spanning information technology, medical, smart business solutions, and networking communication.**

**Year Established** 1984

**IPO Year**  
**(Ticker 2352)** 1996

**Capital (NTD)** 19.7B

## Awards

**2024 Winning 2 Awards of FinanceAsia**

**2023 Winning 12 Awards of TCSA**

**2023 Winning 3 Awards of AREA**

**2023 HR Asia:**

“ Best Companies to Work For”  
(2019 – 2023 consecutively)

**2023 Winning 9 Awards of TSAA**

## Global Presence

**Manufacturing Sites : Taiwan, China,  
Vietnam**

**Sales Offices : 200+ Locations Worldwide**

**R&D Centers : Taiwan, China**

**No. of Employees : 26,000+**

## 2024 Q1 Revenue

**NTD \$46.9B (USD\$ 1.5B)**

## 20223 Revenue

**NTD \$203.6B (USD\$ 6.6B)**

## Revenue Breakdown (2024 Q1)

**Asia 53%**

**Americas 27%**

**Europe 19%**

**Others 1%**

\*AREA: Asia Responsible Enterprise Awards \*TSAA: Taiwan Sustainability Action Awards \*TCSA: Taiwan Corporate Sustainability Awards

# Business Groups

# Qisda Group

(till 2024 Q1)

Revenue  
(NTD)

IT Information Technology (47% + 7%)	MEDICAL (13%)	BSG Business Solutions (16%)	NCG Networking & Communication (11%)	OTHERS (7%)
<b>25.2B</b>	<b>5.9B</b>	<b>7.4B</b>	<b>5.2B</b>	<b>3.2B</b>
<ul style="list-style-type: none"> <li>➤ <b>Displays</b> <b>17.4 B (37%)</b> <ul style="list-style-type: none"> <li>• Gaming</li> <li>• High-end</li> <li>• General</li> </ul> </li> <li>➤ <b>Projectors</b> <b>2.2 B (5%)</b></li> <li>➤ <b>IT_Other</b> <b>2.2 B (5%)</b></li> </ul>	<ul style="list-style-type: none"> <li>➤ <b>Medical Services</b> <ul style="list-style-type: none"> <li>• Nanjiang BenQ Hospital</li> <li>• Suzhou BenQ Hospital</li> <li>• Medical Management Consulting</li> </ul> </li> <li>➤ <b>Equipment &amp; Consumables</b> <ul style="list-style-type: none"> <li>• Operating Table &amp; Surgical Light</li> <li>• Ultrasound</li> <li>• Intraoral Scanner</li> <li>• Hearing Aids</li> <li>• Dentistry Consumables</li> </ul> </li> <li>➤ <b>Dialyzer</b> <ul style="list-style-type: none"> <li>• Dialysis Equipment &amp; Consumables</li> <li>• Ethanol Solution</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>➤ <b>IT Intelligence Partner</b> <ul style="list-style-type: none"> <li>• AI Computing</li> <li>• Cybersecurity</li> <li>• Edge to Cloud Integration</li> <li>• Digital Transformation</li> </ul> </li> <li>➤ <b>OT Intelligence Partner</b> <ul style="list-style-type: none"> <li>• Green Energy</li> <li>• Automation</li> <li>• Industrial Computer</li> </ul> </li> <li>➤ <b>OMO Solution</b></li> </ul>	<ul style="list-style-type: none"> <li>➤ <b>LAN/MAN</b> <ul style="list-style-type: none"> <li>• Data Switch</li> </ul> </li> <li>➤ <b>Wireless Broadband</b> <ul style="list-style-type: none"> <li>• Small Cell</li> <li>• Wireless Router</li> </ul> </li> <li>➤ <b>Digital Multimedia</b> <ul style="list-style-type: none"> <li>• IP Camera</li> <li>• mmWave Radar</li> </ul> </li> <li>➤ <b>System Integration</b> <ul style="list-style-type: none"> <li>• Network System Service</li> <li>• Digital Media System Service</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>➤ <b>Material</b> <ul style="list-style-type: none"> <li>• Functional Film</li> <li>• Advanced Battery Materials</li> </ul> </li> <li>➤ <b>Other products</b></li> </ul>
<ul style="list-style-type: none"> <li>➤ <b>IT_HVA</b> <b>3.3 B (7%)</b> <ul style="list-style-type: none"> <li>• Prof. Display Module</li> <li>• Integration Solutions</li> </ul> </li> </ul>				<ul style="list-style-type: none"> <li>➤ <b>KEY INVESTMENTS</b></li> <li>➤ <b>Equity Method</b> <ul style="list-style-type: none"> <li>• Darfon</li> <li>• Norbel Baby</li> <li>• Rapidtek</li> <li>• Topview</li> </ul> </li> <li>➤ <b>FVOCI</b> <ul style="list-style-type: none"> <li>• AUO</li> </ul> </li> </ul>

- Purple columns represent "high value-added businesses", which account for 50% of total revenue in 2023.
- Medical, BSG, NCG 2023 revenue scale is between NTD 20B to 35B, reaching a meaningful economies of scale.

# 2. 2024 Q1 Financial Results

CFO Jasmin Hung

# 2024 Q1 Highlights

- ◆ **Gross margin was 16.0% (YoY +0.2ppt), exceeding 16% for four consecutive quarters.**
- ◆ **Revenue was 46.9B (YoY -7%), net income attributable to Qisda was 0.26B (YoY -70M), EPS was 0.13 (YoY -0.03).**
- ◆ **IT\_Original revenue was 21.9B (YoY +200M, +1%).**
  - Display: Revenue grew 1.1B, +7% YoY. GM%, OI% and OI amount grew YoY.
- ◆ **HVA business revenue was 21.8B (YoY -4.2B, -16%).**
  - Medical: Revenue grew 3% YoY. GM% and OI% decreased YoY.
  - BSG: Revenue decreased 8% YoY. GM% and OI% decreased YoY.
  - NCG: Revenue decreased 34% YoY. OI amount decreased YoY due to inventory adjustments on client side.
  - IT\_HVA: Revenue decreased 24% YoY, mainly due to the accounting treatment of TopView changed to equity method from consolidated subsidiary.
- ◆ **BenQ BM Holding Cayman Corp. submitted its listing application to the Main Board of The Stock Exchange of Hong Kong Limited on April 3<sup>rd</sup>.**
- ◆ **Winning 《FinanceAsia》 Asia's Best Companies 2024.**
  - Best Technology Company, Bronze Medal.
  - Best Investor Relations, Taiwan, Silver Medal.

# Consolidated Statement of Comprehensive Income (Quarterly)

Unit : NT\$ Million

	2024 Q1		2023 Q1		YoY		2023 Q4		QoQ	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
<b>Net Sales</b>	<b>46,914</b>	<b>100%</b>	<b>50,446</b>	<b>100%</b>	<b>(3,531)</b>	<b>-7%</b>	<b>50,667</b>	<b>100%</b>	<b>(3,753)</b>	<b>-7%</b>
Cost of Goods Sold	(39,404)		(42,451)		3,047		(42,461)		3,057	
<b>Gross Margin</b>	<b>7,511</b>	<b>16.0%</b>	<b>7,995</b>	<b>15.8%</b>	<b>(484)</b>	<b>-6%</b>	<b>8,207</b>	<b>16.2%</b>	<b>(696)</b>	<b>-8%</b>
Operating Expenses	(6,583)	-14.0%	(6,645)	-13.2%	62		(7,339)	-14.5%	756	
<b>Operating Income</b>	<b>927</b>	<b>2.0%</b>	<b>1,350</b>	<b>2.7%</b>	<b>(423)</b>	<b>-31%</b>	<b>868</b>	<b>1.7%</b>	<b>60</b>	<b>7%</b>
Net non-operating Income	(125)		(121)		(4)		(5)		(120)	
<b>Profit(Loss) before Tax</b>	<b>802</b>	<b>1.7%</b>	<b>1,229</b>	<b>2.4%</b>	<b>(427)</b>	<b>-35%</b>	<b>862</b>	<b>1.7%</b>	<b>(60)</b>	<b>-7%</b>
<b>Net Income</b>	<b>395</b>	<b>0.8%</b>	<b>757</b>	<b>1.5%</b>	<b>(363)</b>	<b>-48%</b>	<b>675</b>	<b>1.3%</b>	<b>(280)</b>	<b>-41%</b>
<b>Net income attributable to Qisda</b>	<b>257</b>	<b>0.5%</b>	<b>324</b>	<b>0.6%</b>	<b>(67)</b>	<b>-21%</b>	<b>426</b>	<b>0.8%</b>	<b>(169)</b>	<b>-40%</b>
<b>EPS (NT\$) (a)</b>	<b>\$0.13</b>		<b>\$0.16</b>		<b>-\$0.03</b>		<b>\$0.22</b>		<b>-\$0.09</b>	

(a) EPS was calculated based on total weighted-averaged outstanding shares (1,967m shares)

# Consolidated Balance Sheet Highlights

Unit : NT\$ Million

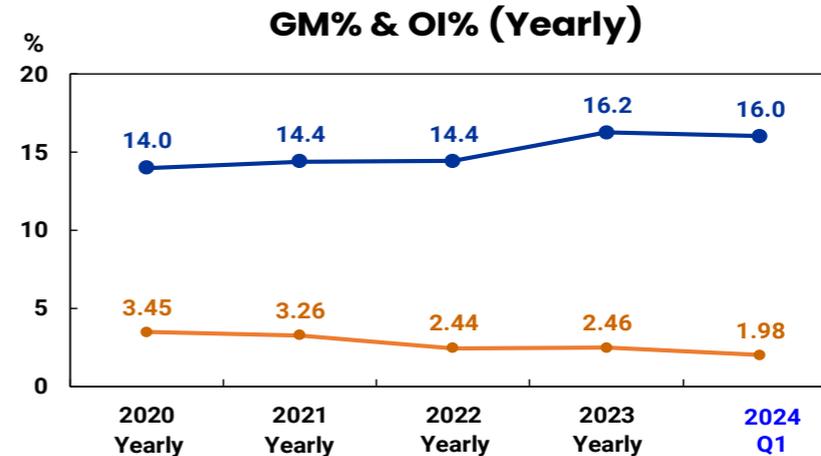
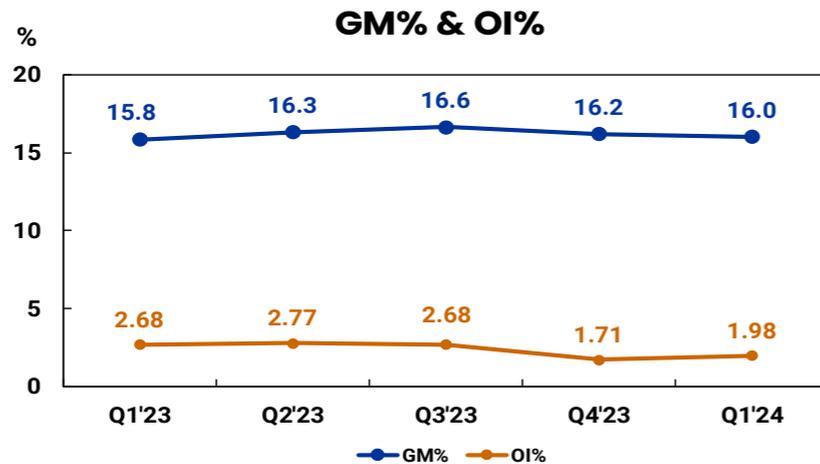
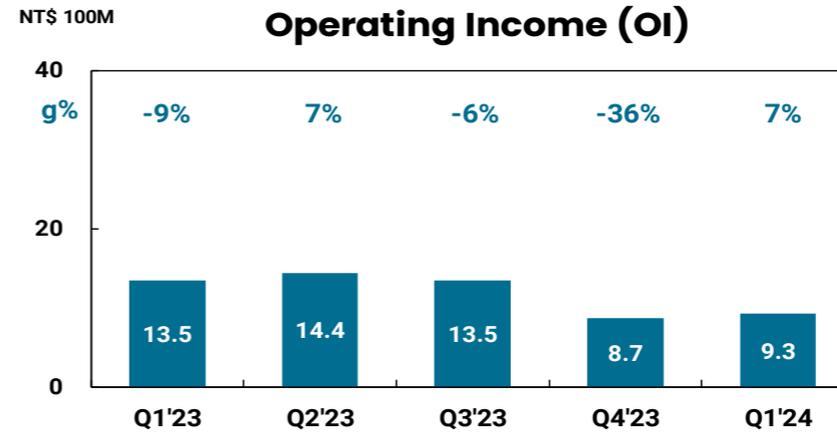
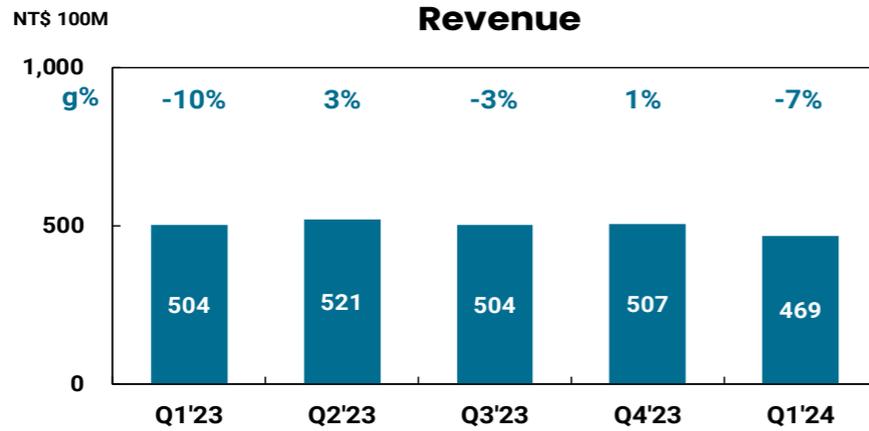
	2024.03.31		2023.12.31		QoQ		2023.03.31		YoY	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
Cash & Equivalent	29,684	15%	25,473	14%	4,212	17%	36,554	18%	(6,870)	-19%
Accounts Receivable	37,572	19%	38,042	20%	(470)	-1%	37,472	18%	100	0%
Inventory	36,652	19%	37,931	20%	(1,279)	-3%	39,656	19%	(3,004)	-8%
L-T Investments	8,588	4%	8,314	4%	274	3%	5,297	3%	3,291	62%
Financial assets at fair value through other comprehensive income–non-current	12,322	6%	12,070	6%	252	2%	12,539	6%	(216)	-2%
<b>Total Assets</b>	<b>195,131</b>	<b>100%</b>	<b>188,424</b>	<b>100%</b>	<b>6,707</b>	<b>4%</b>	<b>203,893</b>	<b>100%</b>	<b>(8,762)</b>	<b>-4%</b>
<b>Fin. Debt</b>	<b>72,204</b>	<b>37%</b>	<b>64,521</b>	<b>34%</b>	<b>7,683</b>	<b>12%</b>	<b>70,271</b>	<b>34%</b>	<b>1,934</b>	<b>3%</b>
<b>Accounts Payable</b>	<b>27,934</b>	<b>14%</b>	<b>30,468</b>	<b>16%</b>	<b>(2,534)</b>	<b>-8%</b>	<b>27,910</b>	<b>14%</b>	<b>24</b>	<b>0%</b>
<b>Toal Liabilities</b>	<b>131,849</b>	<b>68%</b>	<b>124,330</b>	<b>66%</b>	<b>7,519</b>	<b>6%</b>	<b>135,815</b>	<b>67%</b>	<b>(3,967)</b>	<b>-3%</b>
<b>Equity</b>	<b>63,282</b>	<b>32%</b>	<b>64,094</b>	<b>34%</b>	<b>(811)</b>	<b>-1%</b>	<b>68,078</b>	<b>33%</b>	<b>(4,795)</b>	<b>-7%</b>

# Financial Ratios

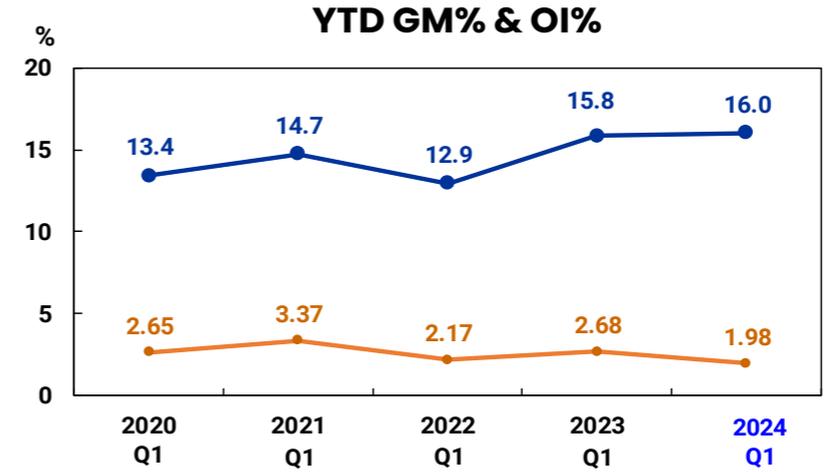
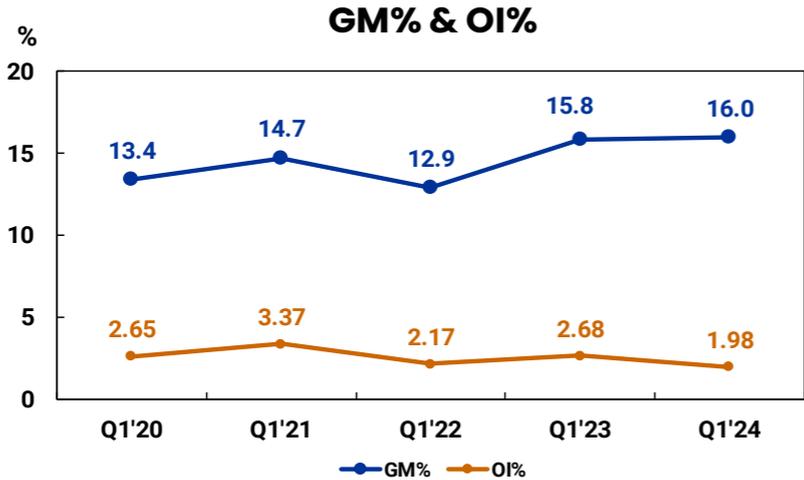
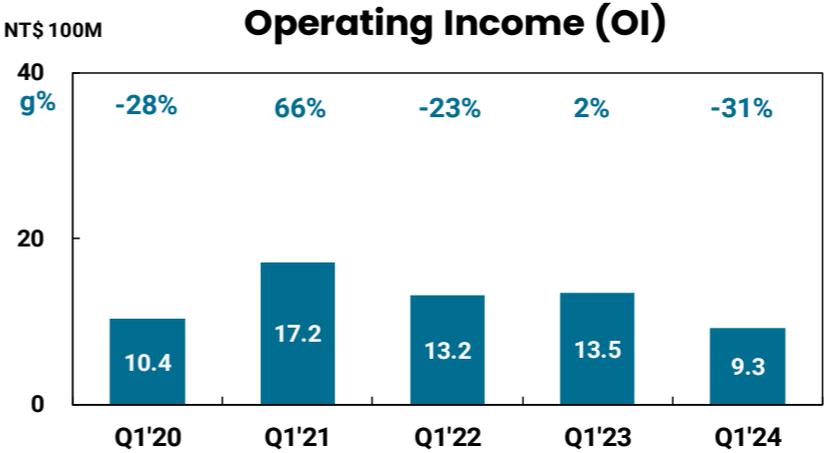
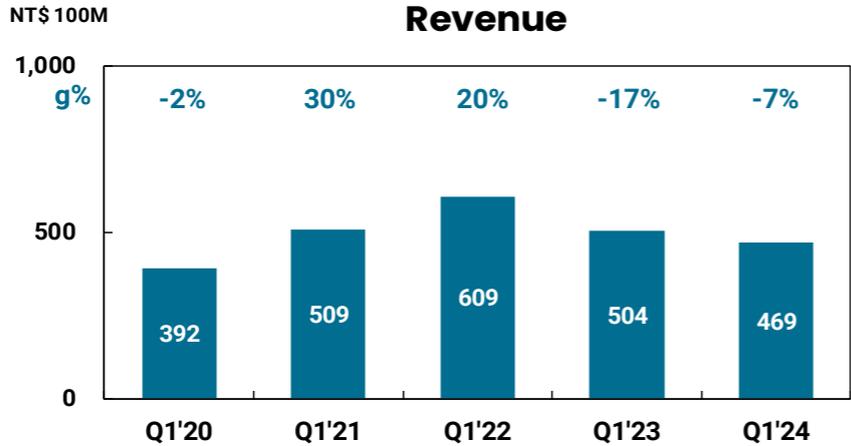
	2024.03.31	2023.12.31	QoQ	2023.03.31	YoY
AR Turnover (Days)	76	73	+3	75	+1
Inventory Turnover (Days)	86	88	-2	90	-4
AP Turnover (Days)	68	64	+4	61	+7
Cash Conversion Cycle (Days)	93	97	-4	104	-11
Current ratio	123%	127%	-4 ppt	136%	-13 ppt

# Financial Trend – Quarterly Trend

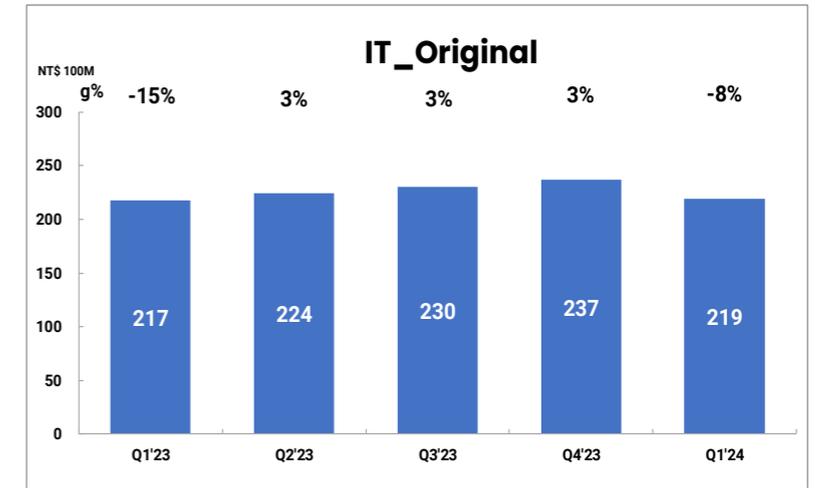
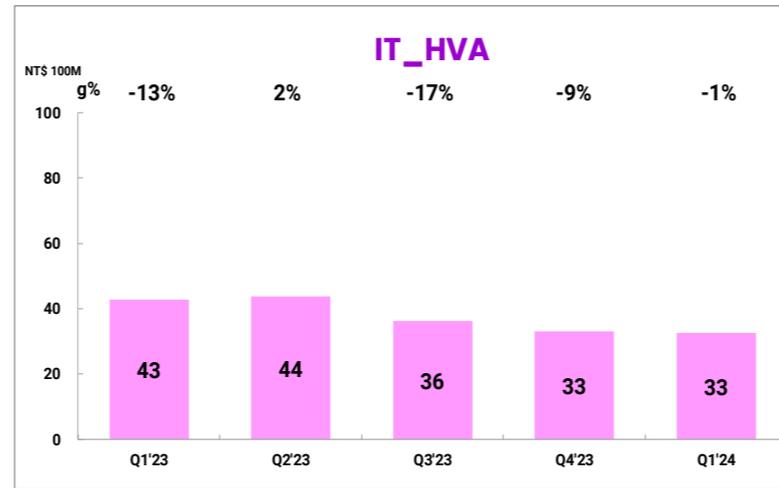
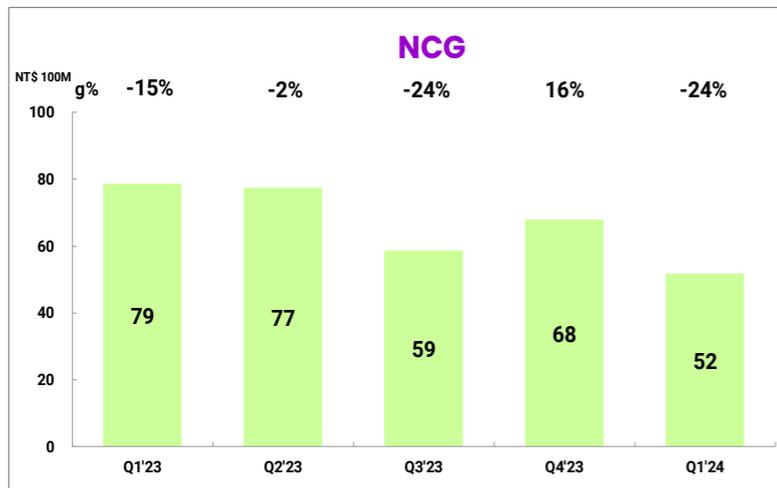
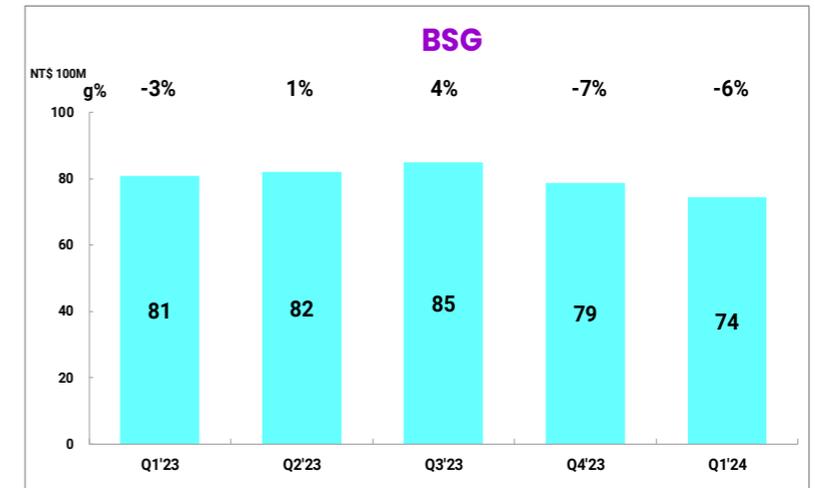
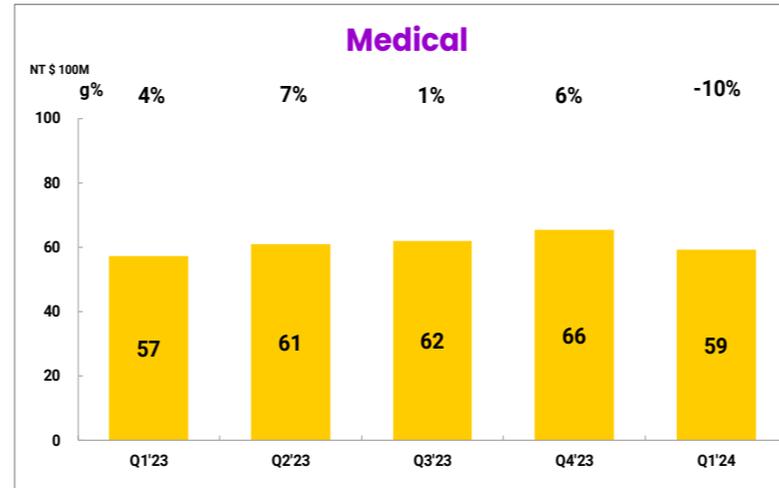
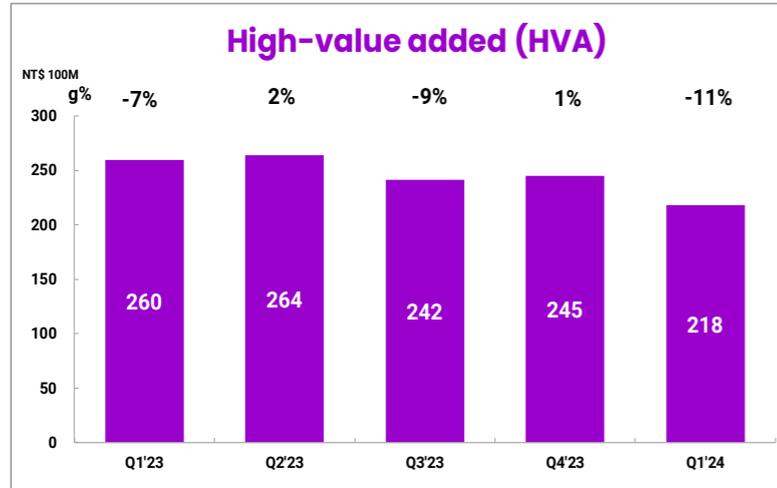
- Q1 Gross Margin was 16.0%, exceeding 16% for four consecutive quarters.



# Financial Trend – Q1 YOY



# Business Group Revenue Trend – Quarterly Trend



\* High-Value added (HVA)= Medical + BSG+ NCG + IT\_HVA

\* IT\_Original = Displays + Projectors + IT\_Other

\* IT\_HVA: TopView was changed to equity method from consolidated subsidiary

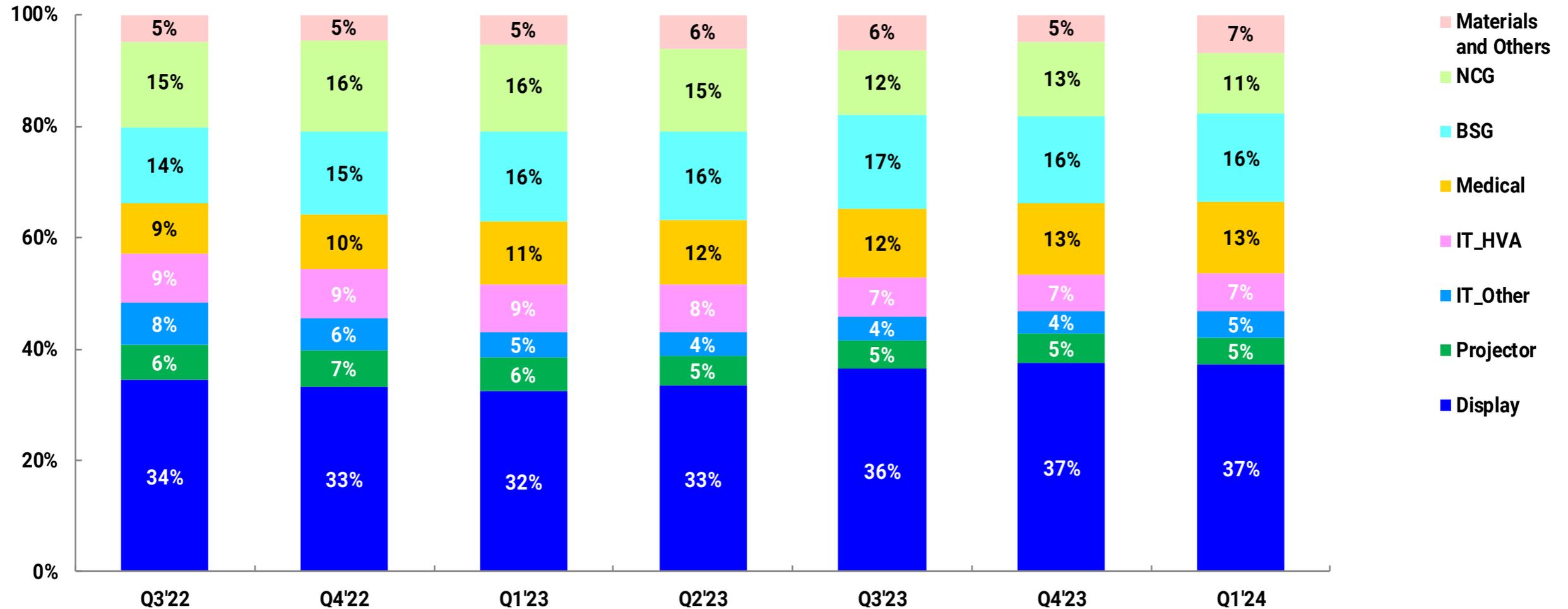
# Financial highlights by Business Group – Q1

NT\$ 100M

Business Group	2024 Q1			YoY			QoQ		
	Revenue Portion	Revenue	GM% Range	Revenue Amount	Revenue Growth Rate	GM% Range	Revenue Amount	Revenue Growth Rate	GM% Range
Medical	13%	59	20-25	+2	+3%	unchanged	-6	-10 %	unchanged
BSG	16%	74	15-20	-7	-8 %	unchanged	-4	-6%	downward
NCG	11%	52	15-20	-27	-34 %	unchanged	-16	-24%	unchanged
IT_HVA	7%	33	20-25	-10	-24 %	unchanged	-0	-1%	unchanged
IT_Original	47%	219	10-15	+2	+1%	unchanged	-18	-8 %	unchanged
Others	7%	32	10-15	+4	+16%	downward	+8	+32%	downward

• IT\_HVA: TopView was changed to equity method from consolidated subsidiary

# Revenue Breakdown by Business (Quarterly)



\*BSG: Business Solutions Group

\*IT: IT products

\*IT\_Other: other IT products

\*NCG: Networking and Communication Group

\*IT\_Display: Displays

\*IT\_Projector: Projectors

\*Medical: medical services, equipment & consumables, dialyzer, medical management consulting

\*IT\_HVA: prof. display module, integrated solutions, high-end video surveillance  
(TopView was changed to equity method from consolidated subsidiary)

\*Materials and Others: BenQ Materials and other products

# Qisda Group's Listed Companies Results (YoY)

			2024 Q1			2023 Q1			YoY Differences					
Business Group	Company	Qisda's stake	Revenue (NTD Million)	Net Income (NTD Million)	EPS (NTD)	Revenue (NTD Million)	Net Income (NTD Million)	EPS (NTD)	Revenue (NTD Million)	YoY%	Net Income (NTD Million)	YoY%	EPS (NTD)	
IT	Datalmage (ROTC)	38.4%	861	48	0.69	1,070	79	1.13	-208	-19%	-31	-39%	-0.44	
	SIMULA (OTC)	51.1%	352	-48	-0.59	753	-2	-0.03	-400	-53%	-45	-1956%	-0.56	
Medical	BenQ Medical Tech (OTC)	55.0%	1,057	23	0.51	1,054	23	0.51	3	0%	0	0%	+0.00	
	ConcordMed (ROTC)	22.0%	207	10	0.30	198	9	0.26	9	4%	1	14%	+0.04	highest in the same period in 2 years
	DIVA (OTC)	13.6%	222	24	0.42	249	21	0.37	-27	-11%	3	14%	+0.05	highest in the same period in 9 years
BSG	DFI (TSE)	55.1%	1,906	52	0.45	2,548	125	1.10	-642	-25%	-73	-58%	-0.65	
	AEWIN (OTC)	28.3%	423	6	0.10	507	14	0.24	-84	-17%	-8	-54%	-0.14	
	Ace Pillar (TSE)	26.5%	702	0	0.002	800	1	0.010	-98	-12%	-1	-87%	-0.008	
	Partner Tech (ROTC)	68.2%	680	27	0.36	614	4	0.05	66	11%	23	617%	+0.31	highest in the same period in 2 years
	MetaAge (TSE)	51.4%	4,749	192	1.02	4,673	220	1.17	76	2%	-28	-13%	-0.15	
NCG	Alpha (TSE)	60.0%	5,180	67	0.12	7,869	174	0.32	-2,689	-34%	-107	-62%	-0.20	
	Hitron (TSE)	37.3%	2,110	-29	-0.09	2,811	29	0.09	-701	-25%	-58	-203%	-0.18	
	IDT (OTC)	18.7%	433	63	1.36	333	29	0.73	100	30%	34	116%	+0.63	highest in the same period in 5 years
Materials	BenQ Materials (TSE)	43.6%	4,593	36	0.11	4,067	50	0.16	526	13%	-13	-27%	-0.05	

IT : TopView was changed to equity method from consolidated subsidiary.

# 3. Business Update and Outlook

Chairman Peter Chen

President Joe Huang

GM of each Business Group

# 2024 Q2 Outlook

## ➤ **The pace of economic recovery has been slower than expected.**

- ◆ Due to macroeconomic challenges in the global market such as peak interest rates and regional conflicts, the pace of recovery has been slower than anticipated.
- ◆ The demand and supply for displays have been gradually returning to order, but the demand for commercial products is still flat.
- ◆ Industrial computer and networking and communication products are still in the inventory adjustment stage.

## ➤ **Invest in mid- to long-term business drivers.**

### ◆ **High Value-added business:**

- Medical: Hospital operation remains optimistic, and the listing application has been submitted to HKEX. Medical consumables and devices continue to expand overseas.
- BSG actively participates in international exhibitions to connect customers with business partners and explore new business opportunities.
- NCG expedites development opportunities in emerging markets.

### ◆ **IT business: Despite the conservative demands during the traditional slow season in Q2, the sales volume is expected to increase YoY and QoQ through product mix optimization.**

### ◆ **Lean and focused: continuously optimize the organization and invest in businesses with growth potential.**

# 2024 Strategic Directions

## IT

- **Continuous development high-end displays such as OLED display and medical displays**
- **Utilize VN leading advantages, continue to increase yield and add new product lines to expand benefits**
- **Development in interactive flat panel display**
- **Expansion in medical oral scanner**

## Medical

- **Medical devices and pharmaceuticals as dual growth engines to expand in distribution channels**
- **In-depth development in dialysis market**
- **Expansion in healthcare service**
- **Development in smart healthcare**

## BSG

- **Edge to Cloud Integration**
- **Cybersecurity**
- **HPC (AI computing)**
- **Green energy, automation (smart manufacturing), new infrastructure**

## NCG

- **Increase penetration in telecom markets**
- **Investment in low earth orbit satellite technologies**
- **Enlarge 5G market share**

# 4. Q&A



# Qisda

## Value-Up Solutions