

**PEGATRON**



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## **2022 Third Quarter Business Review**

November 10, 2022

- **Financial Results**
- **Business Highlight**

- Pegatron's statements of its current expectations are forward looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.
- Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.

## **3Q2022 Consolidated Financial Result**

## Consolidated Income Statements

<i>(NT\$ Mn)</i>	<u>1Q~3Q 2022</u>		<u>1Q~3Q 2021</u>		<u>YoY</u>
Net Revenue	960,349	100%	811,698	100%	18.3%
COGS	918,327	95.6%	780,983	96.2%	17.6%
Gross Profit	42,022	4.4%	30,715	3.8%	36.8%
Operating Expense	23,615	2.5%	21,629	2.7%	9.2%
Operating Income (Loss)	18,407	1.9%	9,086	1.1%	102.6%
Net Non-Operating Income (Loss)	1,027	0.1%	7,678	0.9%	-86.6%
FX Gain (Loss)	(277)	0.0%	2,140	0.3%	-112.9%
Others	1,304	0.1%	5,538	0.7%	-76.5%
PBT	19,434	2.0%	16,764	2.1%	15.9%
Tax	(4,402)	0.5%	(1,063)	0.1%	314.1%
Net Income	15,032	1.6%	15,701	1.9%	-4.3%
Net Income Attributable to the Parent	10,049	1.0%	12,685	1.6%	-20.8%
EPS	3.77		4.76		-20.8%

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## Consolidated Income Statements (Quarter-over-Quarter)

<i>(NT\$ Mn)</i>	3Q 2022		2Q 2022		QoQ	3Q 2021		YoY
Net Revenue	352,867	100%	283,658	100%	24.4%	322,799	100%	9.3%
COGS	336,793	95.4%	269,164	94.9%	25.1%	311,033	96.4%	8.3%
Gross Profit	16,074	4.6%	14,494	5.1%	10.9%	11,766	3.6%	36.6%
Operating Expense	8,442	2.4%	7,945	2.8%	6.3%	7,590	2.4%	11.2%
Operating Income (Loss)	7,632	2.2%	6,549	2.3%	16.5%	4,176	1.3%	82.8%
Net Non-Operating Income (Loss)	1,239	0.4%	238	0.1%	420.6%	635	0.2%	95.1%
FX Gain (Loss)	269	0.1%	(631)	0.2%	142.6%	677	0.2%	-60.3%
Others	970	0.3%	869	0.3%	11.6%	(42)	0.0%	2409.5%
PBT	8,871	2.5%	6,787	2.4%	30.7%	4,811	1.5%	84.4%
Tax	(1,757)	0.5%	(2,016)	0.7%	-12.8%	(803)	0.2%	118.8%
Net Income	7,114	2.0%	4,771	1.7%	49.1%	4,008	1.2%	77.5%
Net Income Attributable to the Parent	5,265	1.5%	3,116	1.1%	69.0%	2,668	0.8%	97.3%
EPS	1.97		1.17		68.4%	1.00		97.0%

## Consolidated Balance Sheet

<i>(NT\$ Mn)</i>	2022/9/30		2021/12/31		Diff	2021/9/30		Diff
Cash and Equivalents	132,628	20%	111,024	16%	21,604	143,518	25%	(10,890)
AR (Net)	170,347	26%	249,533	37%	(79,186)	133,521	23%	36,826
Inventory (Net)	198,742	30%	148,061	22%	50,681	159,527	28%	39,215
Other Current Assets	28,076	4%	56,233	8%	(28,157)	36,429	6%	(8,353)
<b>Total Current Assets</b>	<b>529,793</b>	<b>80%</b>	<b>564,851</b>	<b>83%</b>	<b>(35,058)</b>	<b>472,995</b>	<b>82%</b>	<b>56,798</b>
Fixed Assets (Net)	80,888	12%	69,737	10%	11,151	68,850	12%	12,038
<b>Total Non-Current Assets</b>	<b>129,800</b>	<b>20%</b>	<b>111,919</b>	<b>17%</b>	<b>17,881</b>	<b>106,428</b>	<b>18%</b>	<b>23,372</b>
<b>Total Assets</b>	<b>659,593</b>	<b>100%</b>	<b>676,770</b>	<b>100%</b>	<b>(17,177)</b>	<b>579,423</b>	<b>100%</b>	<b>80,170</b>
Short-term Borrowings	111,658	17%	97,050	14%	14,608	69,412	12%	42,246
AP	211,201	32%	266,662	39%	(55,461)	223,625	39%	(12,424)
<b>Total Current Liabilities</b>	<b>394,537</b>	<b>60%</b>	<b>428,588</b>	<b>63%</b>	<b>(34,051)</b>	<b>355,102</b>	<b>61%</b>	<b>39,435</b>
Long-term Loans	44,705	7%	47,080	7%	(2,375)	36,387	6%	8,318
<b>Total Liabilities</b>	<b>446,314</b>	<b>68%</b>	<b>482,503</b>	<b>71%</b>	<b>(36,189)</b>	<b>394,749</b>	<b>68%</b>	<b>51,565</b>
<b>Equity Attributable to the Parent</b>	<b>182,219</b>	<b>28%</b>	<b>166,605</b>	<b>25%</b>	<b>15,614</b>	<b>158,630</b>	<b>27%</b>	<b>23,589</b>
<b>Total Equity</b>	<b>213,279</b>	<b>32%</b>	<b>194,267</b>	<b>29%</b>	<b>19,012</b>	<b>184,674</b>	<b>32%</b>	<b>28,605</b>
<b>Total Liabilities and Equity</b>	<b>659,593</b>	<b>100%</b>	<b>676,770</b>	<b>100%</b>	<b>(17,177)</b>	<b>579,423</b>	<b>100%</b>	<b>80,170</b>
Current Ratio	134%		132%		-	133%		-
Debt Ratio (TTL Liabilities / TTL Assets)	68%		71%		-	68%		-
Interest-bearing Debt Ratio	24%		21%		-	18%		-

## Consolidated Cash Flows Statement

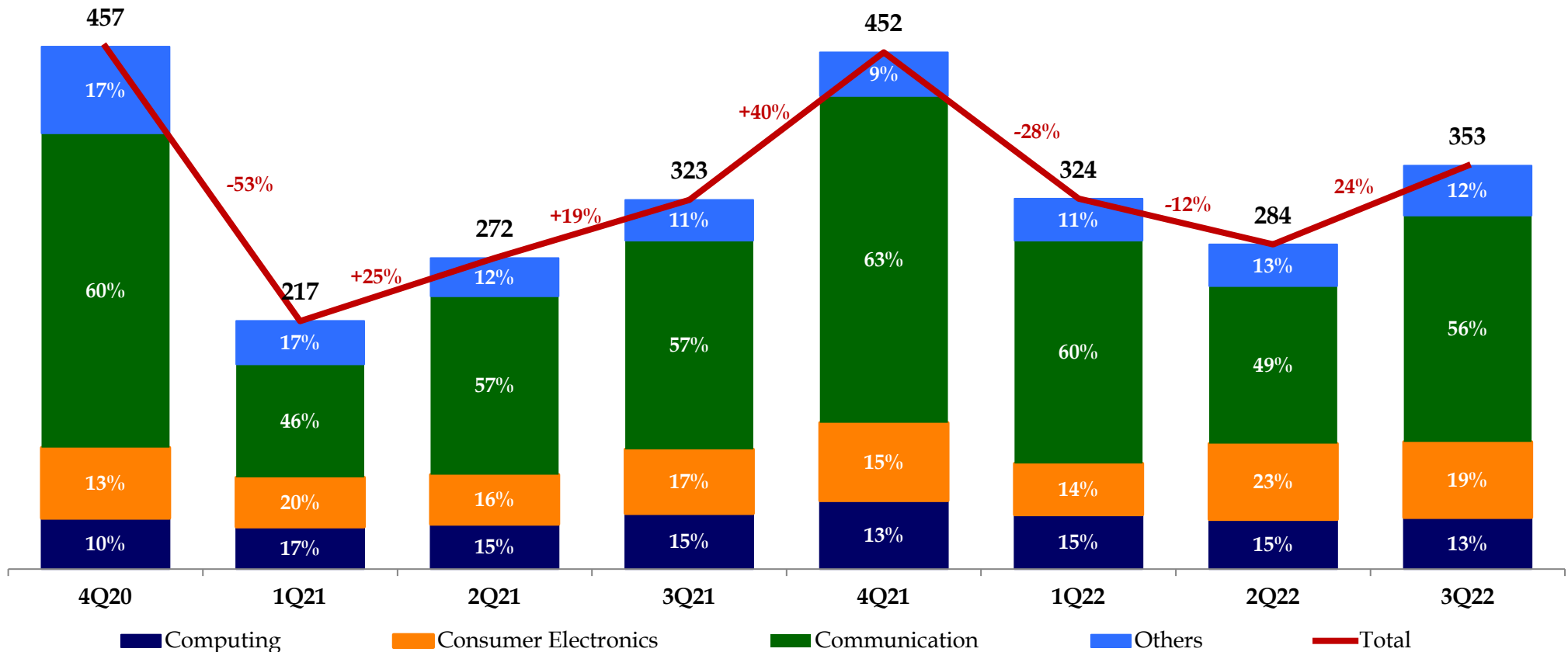
<i>(NT\$ Mn)</i>	<u>1Q~3Q 2022</u>	<u>1Q~3Q 2021</u>
<b>Cash Flows from Operating Activities:</b>	<b>31,087</b>	<b>128,725</b>
<b>Cash Flows from Investing Activities:</b>	<b>(18,709)</b>	<b>(40,494)</b>
<b>Cash Flows from Financing Activities:</b>	<b>(4,691)</b>	<b>(68,923)</b>
<b>Impact from Changes in FX Rate</b>	<b>13,917</b>	<b>(1,787)</b>
<b>Net Increase in Cash</b>	<b>21,604</b>	<b>17,521</b>
<b>Cash, beginning of the period</b>	<b>111,024</b>	<b>125,997</b>
<b>Cash, end of the period</b>	<b>132,628</b>	<b>143,518</b>
<b>Note:</b>	<u><b>1Q~3Q 2022</b></u>	<u><b>1Q~3Q 2021</b></u>
<b>Depreciation and amortization</b>	<b>10,913</b>	<b>10,260</b>



**Business Highlight**

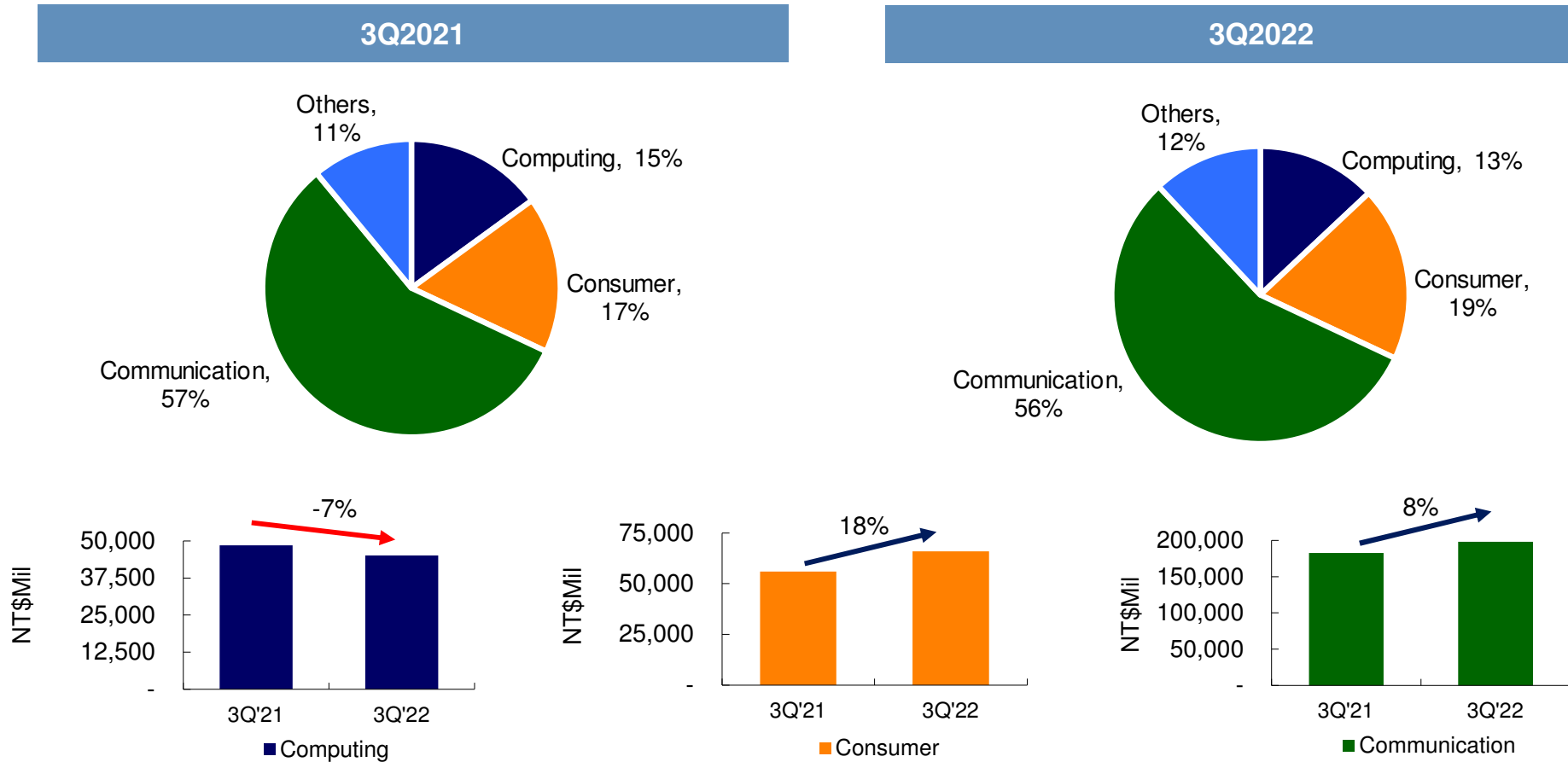
## Consolidated Revenue Trend

Unit: NTD Bn



Consolidated revenue totaled NT\$353Bn in 3Q2022, increased by 24% QoQ, mainly attributable to better demand from Computing and Communication Segments.

## Revenue Breakdowns by Products (Year-over-Year)

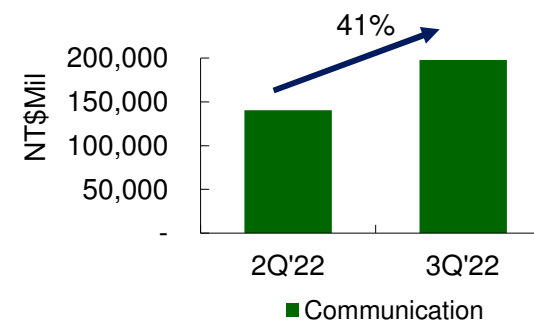
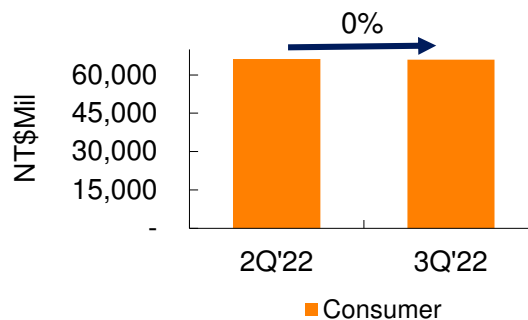
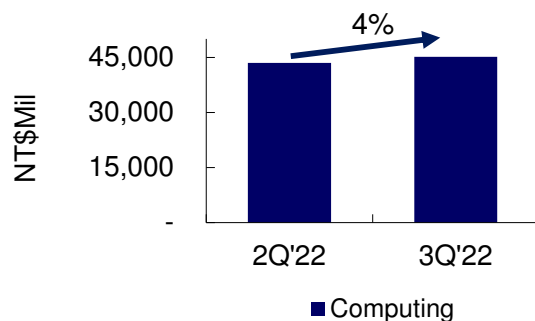
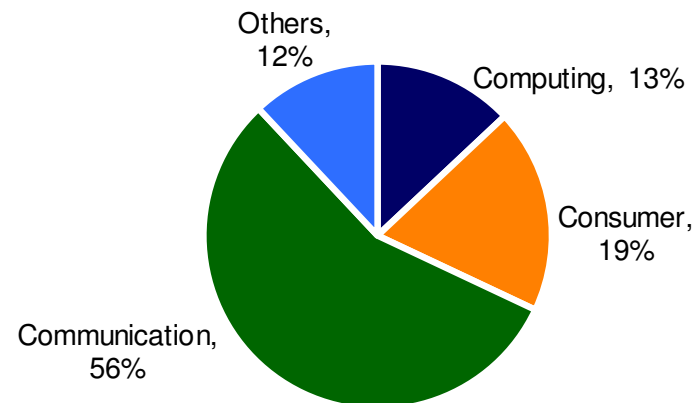
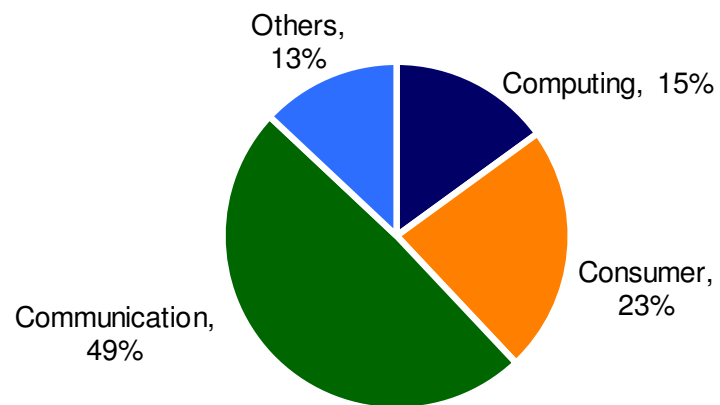


Thanks to better product mix, revenue from Consumer and Communication Segments were up by 18% and 8% YoY respectively. Revenue from Computing Segment declined by 7% YoY due to weaker demand.

## Revenue Breakdowns by Products (Quarter-over-Quarter)

2Q2022

3Q2022



Driven by better demand, revenue from Computing and Communication segments were up by 4% and 41% QoQ respectively, while Consumer Segment maintained as flattish.

## Q & A