# Q1 2015 Results SYNNEX TECH. INTL. CORP.

May, 2015



### Disclaimer

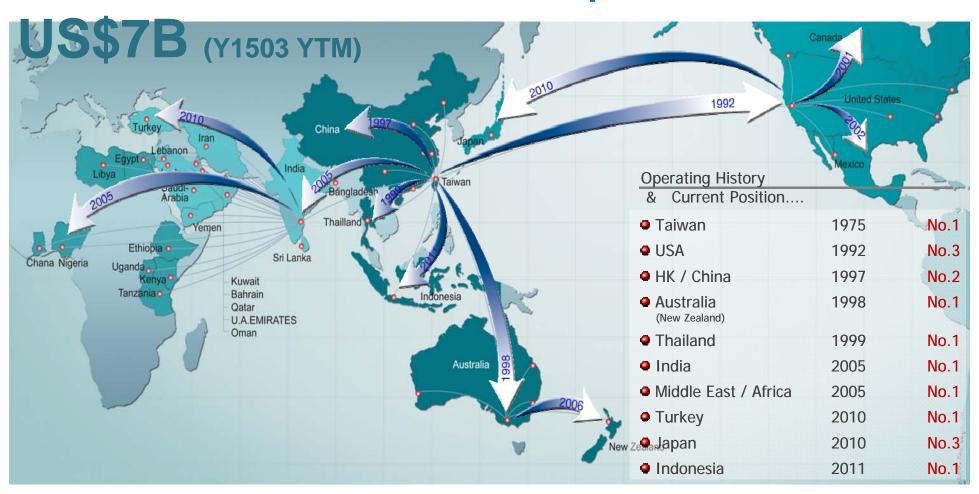
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## **Synnex Group**

#### **Worldwide Footprint**



Across 30 countries, 200 offices, 60% world population

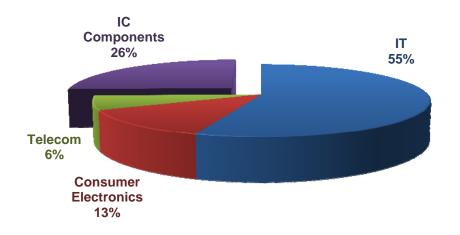


# Y15Q1 Business Summary

#### 74% in DBG & 26% in CBG

NT\$B

| NIVE                  |                      |        |       |        |       |         |      |
|-----------------------|----------------------|--------|-------|--------|-------|---------|------|
|                       |                      | Y15Q1  |       | Y140   | Q1    | Growth% |      |
|                       |                      | Amt.   | Share | Amt.   | Share | YoY     | QoQ  |
| Consolidated Revenues |                      | \$70.2 |       | \$78.2 |       | -10%    | -17% |
|                       | IT                   | 38.9   | 55%   | 41.8   | 53%   | -7%     | -15% |
| DBG                   | Consumer Electronics | 8.9    | 13%   | 12.1   | 15%   | -26%    | -37% |
|                       | Telecom              | 4.5    | 6%    | 3.8    | 5%    | 17%     | 4%   |
| CBG                   | IC Components        | 17.9   | 26%   | 20.5   | 26%   | -13%    | -13% |

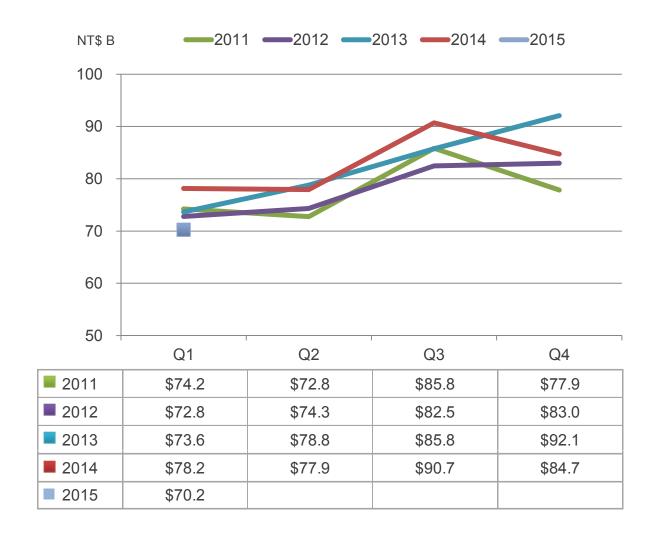


• DBG : Distribution Business Group

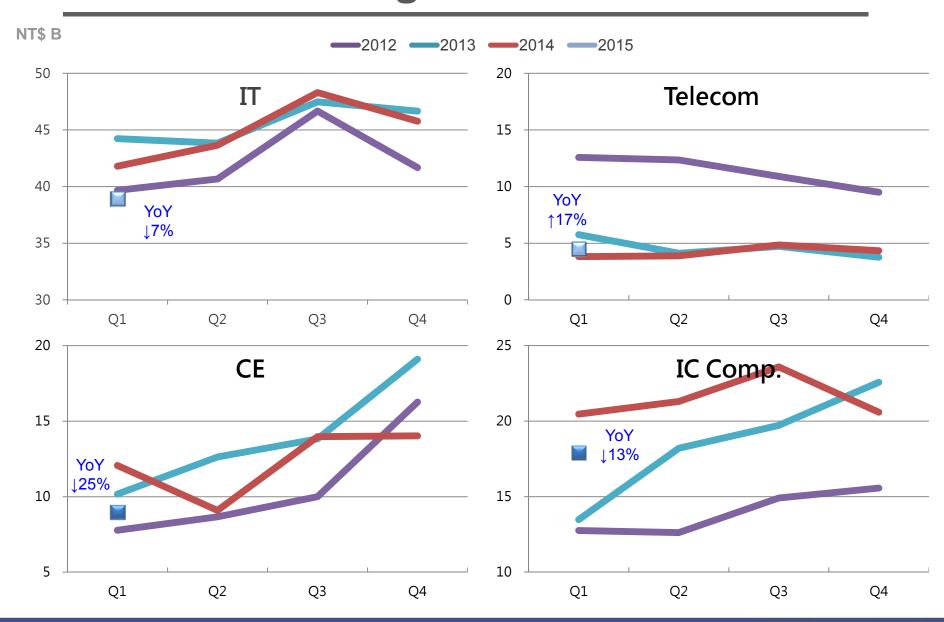
· CBG: Component Business Group



# 5-Year Quarterly Revenue Trend



# **Business Segment Performance**



# **Y15Q1 Financial Summary**

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|------------------------|----|---------|----|---------|------------|
|                        | _  | Y15Q1   | `  | Y14Q1   | YoY (%)    |
| Revenue                | \$ | 70,237  | \$ | 78,151  | -10%       |
| Gross profit           |    | 2,711   |    | 2,606   | 4%         |
| Operating expense      |    | (1,725) |    | (1,717) | 0%         |
| Operating income       |    | 986     |    | 888     | 11%        |
| Others income/expense  |    | 357     |    | 293     | 22%        |
| Pre-tax income         |    | 1,344   |    | 1,181   | 14%        |
| Net income             |    | 1,157   |    | 994     | 16%        |
| EPS (NT\$)             |    | 0.73    |    | 0.63    |            |
| Gross profit%          |    | 3.9%    |    | 3.3%    |            |
| Operating expense%     |    | 2.5%    |    | 2.2%    |            |
| Operating income%      |    | 1.4%    |    | 1.1%    |            |
| Others income/expense% |    | 0.5%    |    | 0.4%    |            |
| Pre-tax income%        |    | 1.9%    |    | 1.5%    |            |
| Net income%            |    | 1.6%    |    | 1.3%    |            |

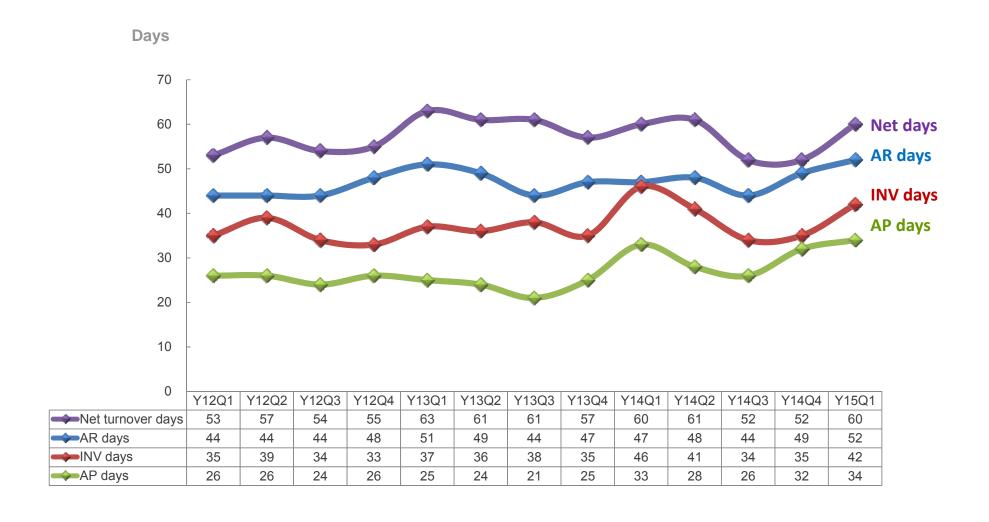


# **Quarterly & Yearly Earning Trend**

|                      | Y13Q1 | Y13Q2 | Y13Q3 | Y13Q4 | Y14Q1 | Y14Q2 | Y14Q3 | Y14Q4 | Y15Q1 |
|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Margin Analysis (%)  |       |       |       |       |       |       |       |       |       |
| Gross profit         | 3.2%  | 3.7%  | 3.3%  | 3.2%  | 3.3%  | 3.6%  | 3.5%  | 3.5%  | 3.9%  |
| Operating expense    | 2.4%  | 2.3%  | 2.0%  | 2.0%  | 2.2%  | 2.2%  | 1.9%  | 2.3%  | 2.5%  |
| Operating income     | 0.8%  | 1.3%  | 1.3%  | 1.2%  | 1.2%  | 1.4%  | 1.6%  | 1.1%  | 1.4%  |
| Pre-tax income (PBT) | 1.6%  | 2.5%  | 1.9%  | 1.8%  | 1.5%  | 1.8%  | 2.1%  | 2.0%  | 1.9%  |
| Net income (PAT)     | 1.3%  | 2.0%  | 1.6%  | 1.5%  | 1.3%  | 1.5%  | 1.6%  | 1.6%  | 1.6%  |
| EPS (NT\$)           | 0.63  | 0.97  | 0.88  | 0.84  | 0.63  | 0.72  | 0.94  | 0.87  | 0.73  |

|                      | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|----------------------|------|------|------|------|------|------|------|
| Margin Analysis (%)  |      |      |      |      |      |      |      |
| Gross profit         | 4.3% | 4.1% | 3.6% | 3.8% | 3.7% | 3.3% | 3.5% |
| Operating expense    | 3.0% | 2.4% | 2.0% | 2.2% | 2.2% | 2.2% | 2.1% |
| Operating income     | 1.3% | 1.6% | 1.6% | 1.6% | 1.5% | 1.2% | 1.3% |
| Pre-tax income (PBT) | 2.0% | 2.6% | 2.4% | 2.7% | 2.2% | 1.9% | 1.9% |
| Net income (PAT)     | 1.7% | 2.2% | 2.0% | 2.3% | 1.9% | 1.6% | 1.5% |
| EPS (NT\$)           | 2.73 | 3.64 | 3.68 | 4.67 | 3.66 | 3.32 | 3.16 |
| ROE                  | 12%  | 16%  | 16%  | 19%  | 14%  | 13%  | 12%  |

# **Working Capital Metrics**



# **Balance Sheet Key Index**

NT\$B



|                                | Y14Q1 | Y15Q1 |
|--------------------------------|-------|-------|
| Debit Ratio                    | 65%   | 66%   |
| Net Int. bearing Debt / Equity | 68%   | 53%   |
| Net Worth Per Share (NT\$)     | 28.4  | 28.3  |

# **Appendix**

### **Consolidated Income Statement**

NT\$ M

|                                    | `  | Y15Q1   | ١  | /14Q1   |
|------------------------------------|----|---------|----|---------|
| Revenue                            | \$ | 70,237  | \$ | 78,151  |
| Gross profit                       |    | 2,711   |    | 2,606   |
| Operating expenses                 |    | (1,725) |    | (1,717) |
| Operating income                   |    | 986     |    | 888     |
| Others income/expense              |    | 357     |    | 293     |
| Core-biz investments*              |    | 343     |    | 269     |
| Others                             |    | 15      |    | 24      |
| Pre-tax income & minority interest |    | 1,344   |    | 1,181   |
| Income tax                         |    | (133)   |    | (136)   |
| Minority interest (income) loss    |    | (54)    |    | (51)    |
| Net income                         | \$ | 1,157   | \$ | 994     |
| EPS (NT\$)                         | \$ | 0.73    | \$ | 0.63    |
| Gross profit%                      |    | 3.9%    |    | 3.3%    |
| Operating expenses%                |    | 2.5%    |    | 2.2%    |
| Operating income%                  |    | 1.4%    |    | 1.1%    |
| Pre-tax income%                    |    | 1.9%    |    | 1.5%    |
| Net income%                        |    | 1.6%    |    | 1.3%    |

<sup>\*</sup>Investments in Synnex USA, Redington India, BestCom and Synnex Thailand, which were accounted under equity method.

### **Consolidated Balance Sheet**

#### NT\$ M

| Item / Year                                | Y15Q1                           | Y14Q1             |
|--|---------------------------------|-------------------|
| Cash and cash equivalents                  | \$ 25,433                       | \$ 12,000         |
| Short-term investments - listed stocks     | 1,625                           | 1,897             |
| Notes and accounts receivables - net       | 37,896                          | 44,039            |
| Inventories - net                          | 32,664                          | 37,717            |
| Others                                     | 11,312                          | 11,084            |
| Current Assets                             | 108,930                         | 106,736           |
| Long-term Investments                      | 12,085                          | 10,980            |
| Fixed Assets - net                         | 8,406                           | 7,795             |
| Other Assets                               | 4,135                           | 4,520             |
| Total Assets                               | \$ 133,556                      | \$ 130,031        |
|  |                                 |                   |
| Short-term loans                           | \$ 45,788                       | \$ 42,982         |
| Notes and accounts payables                | 29,558                          | 31,315            |
| Others                                     | 7,847                           | 9,330             |
| Current Liabilities                        | 83,193                          | 83,627            |
| Long-term Loans                            | 3,997                           | -                 |
| Other liabilities                          | 578                             | 597               |
| Total Liabilities                          | 87,769                          | 84,224            |
| Common stock                               | 15,885                          | 15,885            |
| Capital reserve                            | 14,340                          | 14,346            |
| Retained earnings                          | 16,143                          | 15,394            |
| Others                                     | (1,460)                         | (586)             |
| Minority interest                          | ` <sup>′</sup> 879 <sup>′</sup> | `769 <sup>′</sup> |
| Total Stockholders' Equity                 | 45,787                          | 45,808            |
|  |                                 |                   |
| Total Liabilities and Stockholders' Equity | \$ 133,556                      | \$ 130,031        |
|  |                                 |                   |