

**Q4 2018 Results**

**SYNNEX TECH. INTL. CORP.**

March, 2019

# Disclaimer

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## IMPORTANT NOTICE

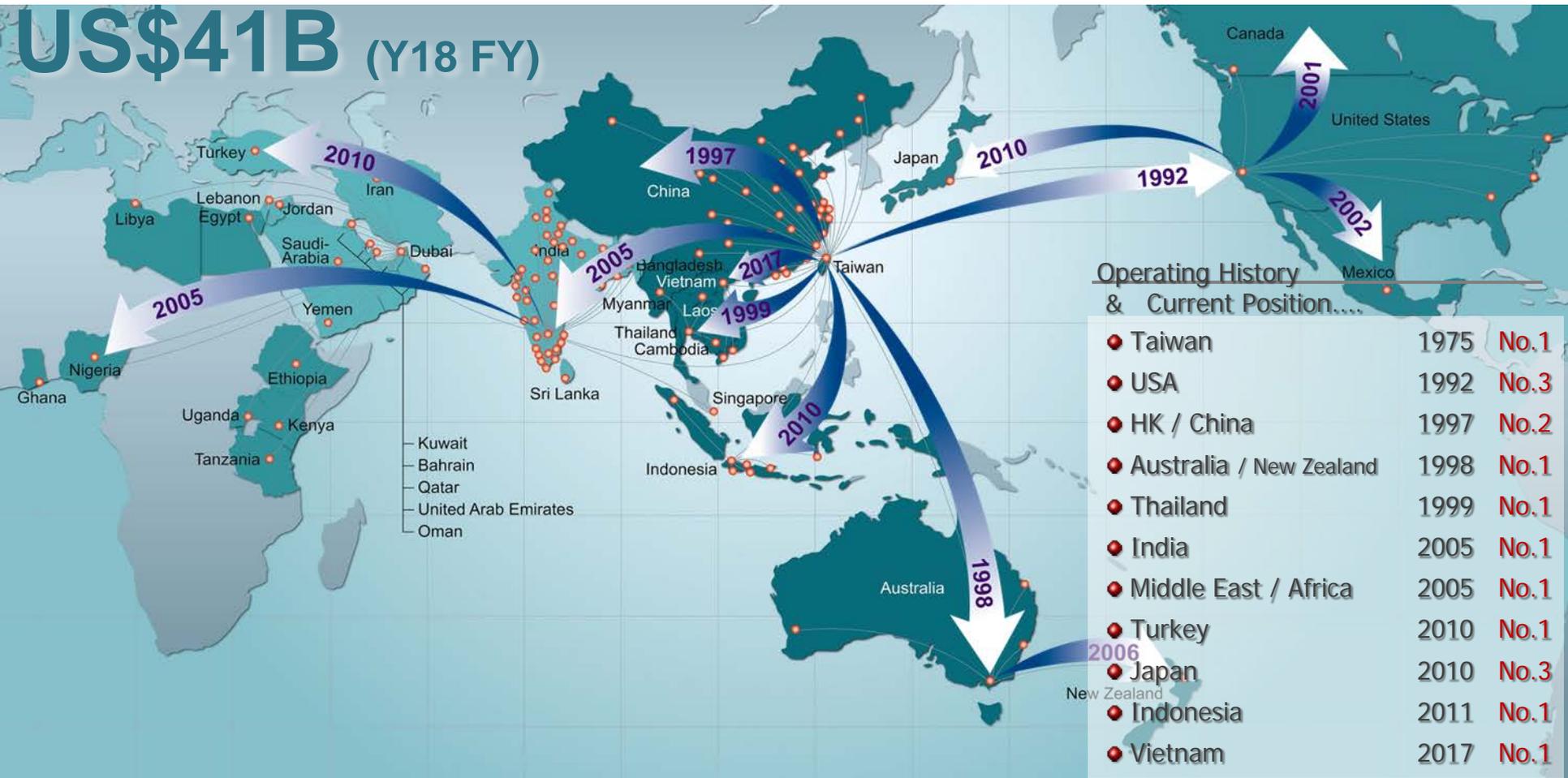
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# Synnex Group

## Worldwide Footprint

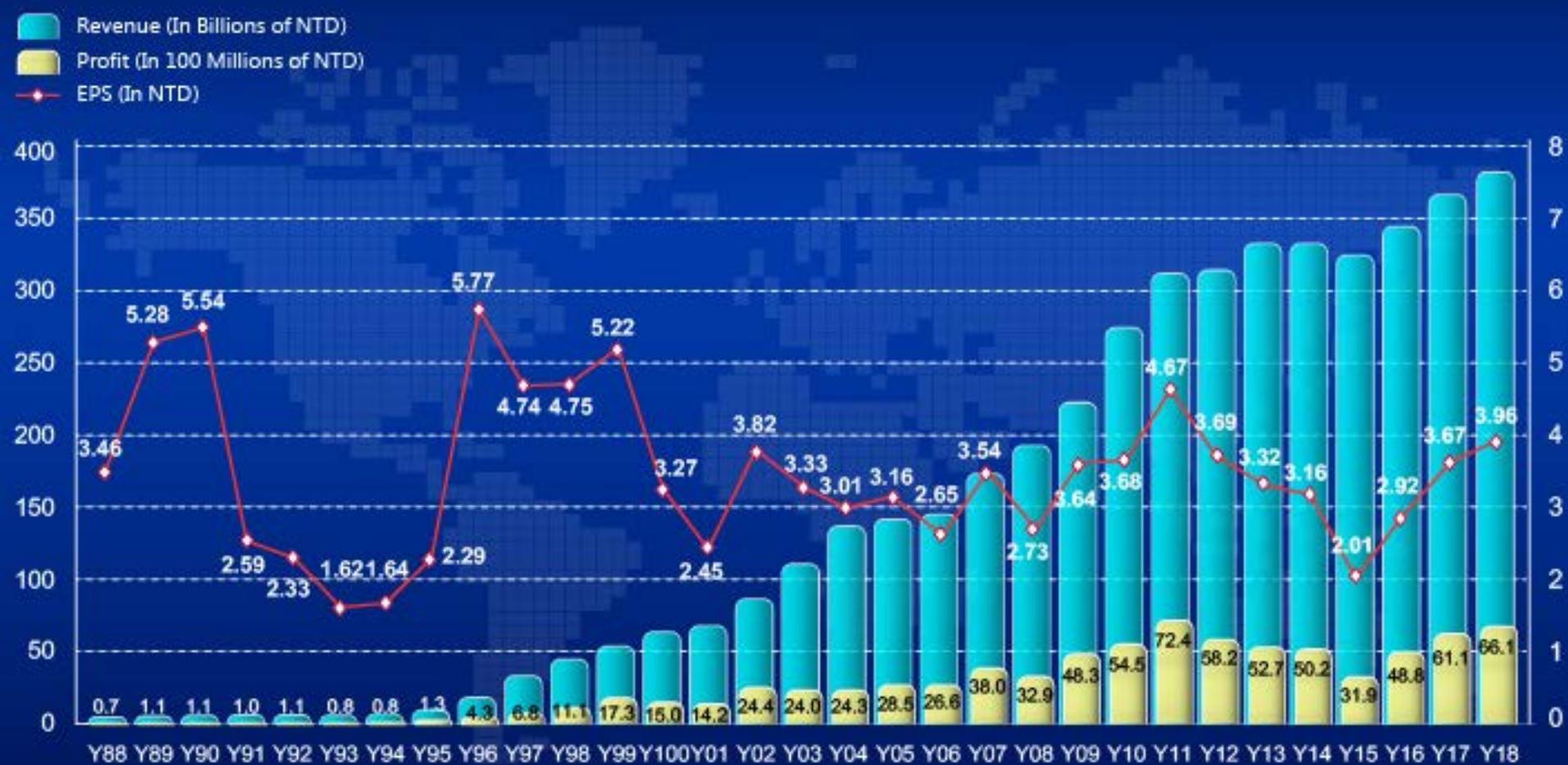
**US\$41B** (Y18 FY)



**Across 39 countries, 60% world population**

# Synnex Group

## Consolidated Performance

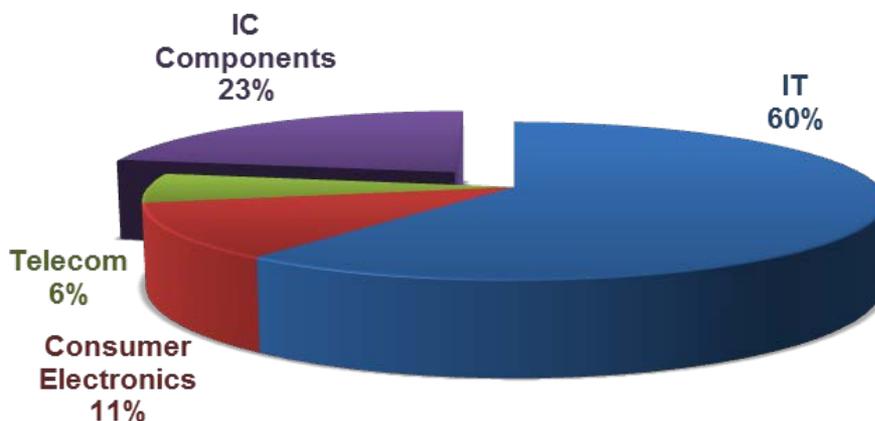


# Y18Q4 Business Summary

77% in DBG & 23% in CBG

NT\$ B

		Y18Q4		Y17Q4		Growth%	
		Amt.	Share	Amt.	Share	YoY	
<b>Consolidated Revenues</b>		<b>\$98.7</b>		<b>\$107.0</b>		<b>-8%</b>	
<b>DBG</b>	IT	59.6	60%	59.3	55%	1%	
	Consumer Electronics	11.3	11%	11.7	11%	-4%	-1%
	Telecom	6.0	6%	6.5	6%	-7%	
<b>CBG</b>	IC Components	21.8	23%	29.5	28%	<b>-26%</b>	



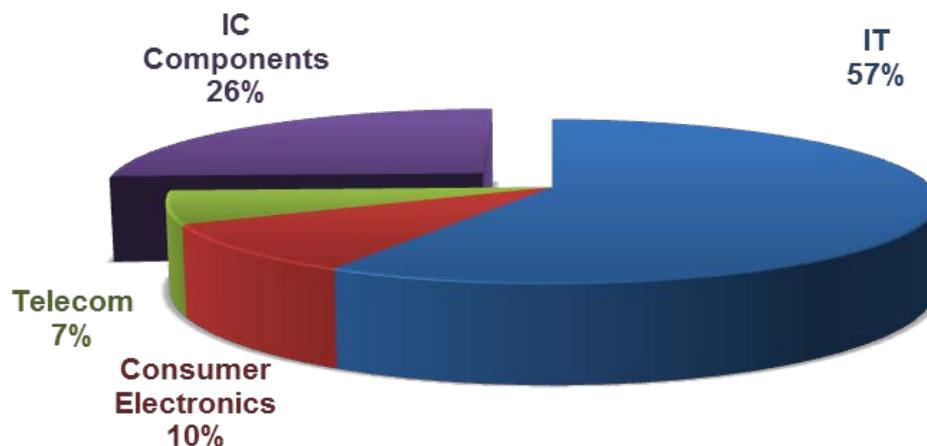
- DBG : Distribution Business Group
- CBG : Component Business Group

# Y18FY Business Summary

74% in DBG & 26% in CBG

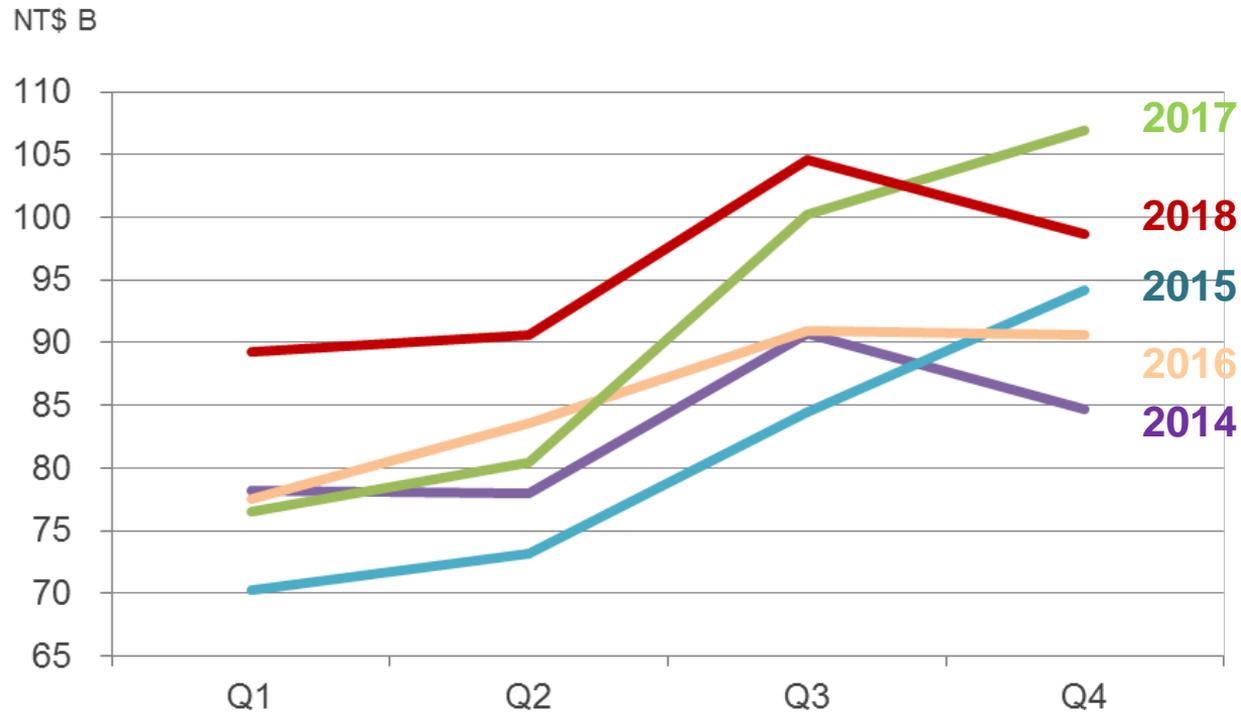
NT\$ B

		Y18 FY		Y17 FY		Growth%	
		Amt.	Share	Amt.	Share	YoY	
<b>Consolidated Revenues</b>		<b>\$383.2</b>		<b>\$364.2</b>		<b>5%</b>	
<b>DBG</b>	IT	222.8	57%	204.4	57%	9%	9%
	Consumer Electronics	37.1	10%	36.2	10%	3%	
	Telecom	25.1	7%	20.0	5%	25%	
<b>CBG</b>	IC Components	98.2	26%	103.6	28%	-5%	



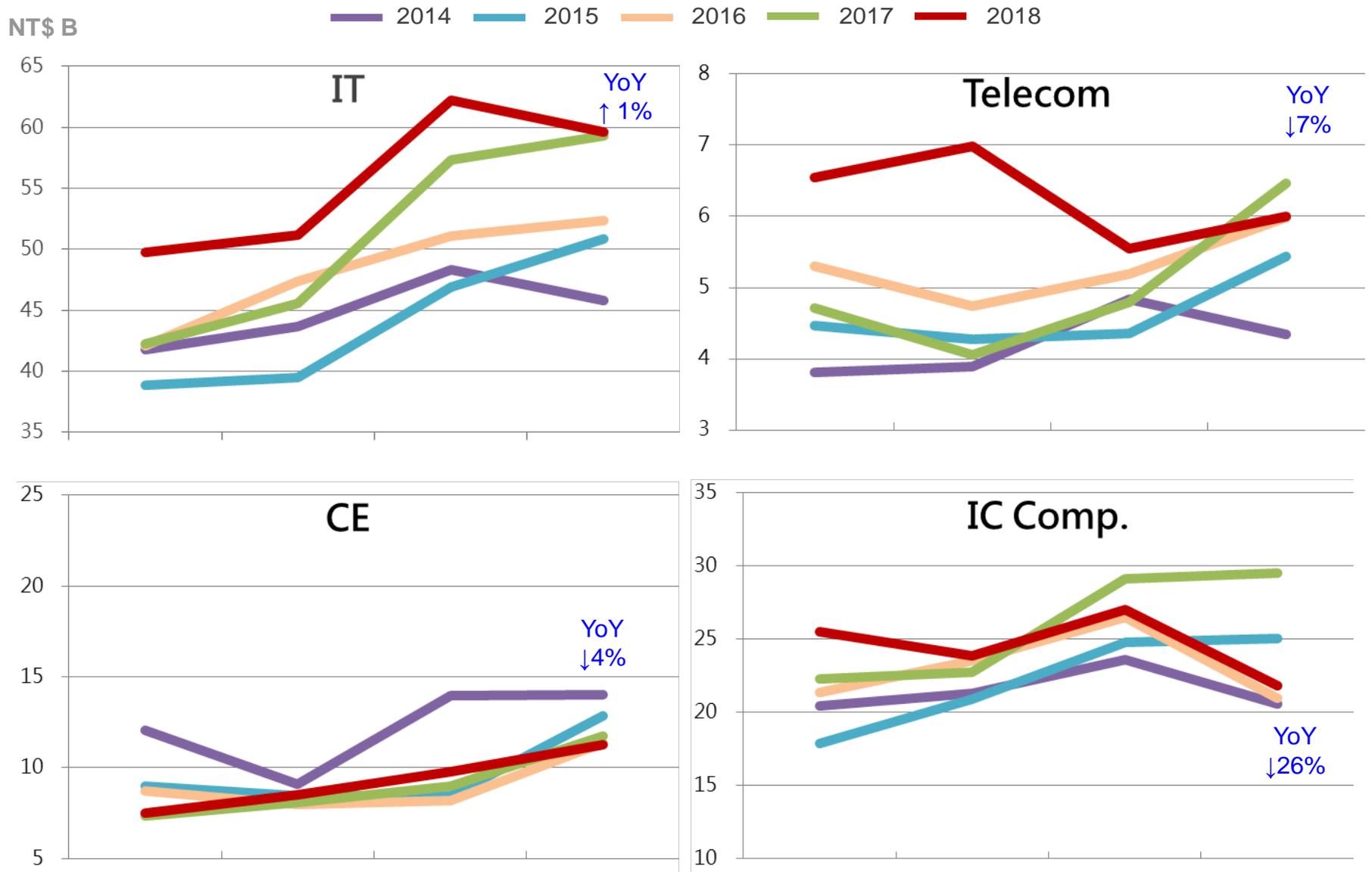
- DBG : Distribution Business Group
- CBG : Component Business Group

# 5-Year Quarterly Revenue Trend



2014	\$78.2	\$77.9	\$90.7	\$84.7
2015	\$70.2	\$73.2	\$84.5	\$94.2
2016	\$77.5	\$83.6	\$91.0	\$90.6
2017	\$76.5	\$80.4	\$100.3	\$107.0
2018	\$89.3	\$90.6	\$104.6	\$98.7

# Business Segment Performance



# Y18Q4 Financial Summary

	NT\$M		
	Y18Q4	Y17Q4	YoY (%)
Revenue	\$ 98,722	\$ 106,968	-8%
Gross profit	4,013	3,610	11%
Operating expense	(2,749)	(2,011)	37%
Operating income	1,264	1,599	-21%
Others income/expense	527	734	-28%
Pre-tax income	1,790	2,332	-23%
Net income	1,339	1,769	-24%
EPS (NT\$)	0.80	1.06	-24%
<b>Gross profit%</b>	<b>4.1%</b>	<b>3.4%</b>	
<b>Operating expense%</b>	<b>2.8%</b>	<b>1.9%</b>	
<b>Operating income%</b>	<b>1.3%</b>	<b>1.5%</b>	
<b>Others income/expense%</b>	<b>0.5%</b>	<b>0.7%</b>	
<b>Pre-tax income%</b>	<b>1.8%</b>	<b>2.2%</b>	
<b>Net income%</b>	<b>1.4%</b>	<b>1.7%</b>	

# Y18 FY Financial Summary

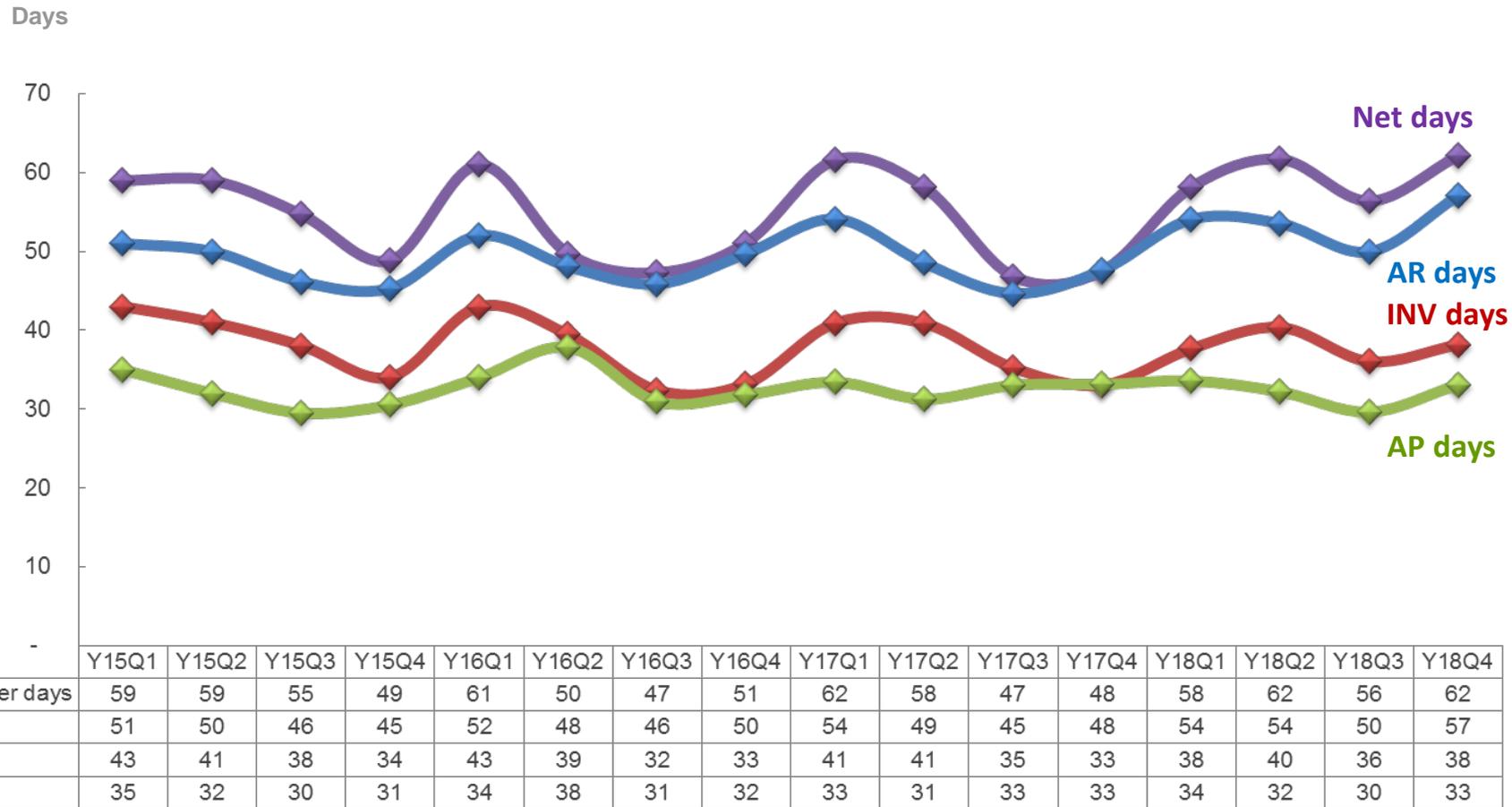
	NT\$M		
	Y18 FY	Y17 FY	YoY (%)
Revenue	\$ 383,195	\$ 364,208	5%
Gross profit	14,498	12,861	13%
Operating expense	(9,086)	(7,930)	15%
Operating income	5,412	4,932	10%
Others income/expense	2,566	2,948	-13%
Pre-tax income	7,978	7,879	1%
Net income	6,607	6,115	8%
EPS (NT\$)	3.96	3.67	8%
<b>Gross profit%</b>	<b>3.8%</b>	<b>3.5%</b>	
<b>Operating expense%</b>	<b>2.4%</b>	<b>2.2%</b>	
<b>Operating income%</b>	<b>1.4%</b>	<b>1.4%</b>	
<b>Others income/expense%</b>	<b>0.7%</b>	<b>0.8%</b>	
<b>Pre-tax income%</b>	<b>2.1%</b>	<b>2.2%</b>	
<b>Net income%</b>	<b>1.7%</b>	<b>1.7%</b>	

# Quarterly & Yearly Earning Trend

	Y16Q1	Y16Q2	Y16Q3	Y16Q4	Y17Q1	Y17Q2	Y17Q3	Y17Q4	Y18Q1	Y18Q2	Y18Q3	Y18Q4
<b>Margin Analysis (%)</b>												
Gross profit	3.7%	3.4%	3.2%	3.9%	3.9%	3.5%	3.4%	3.4%	3.7%	3.6%	3.8%	4.1%
Operating expense	2.3%	2.3%	2.2%	2.4%	2.5%	2.5%	2.0%	1.9%	2.3%	2.4%	2.1%	2.8%
Operating income	1.4%	1.0%	1.1%	1.5%	1.4%	1.1%	1.4%	1.5%	1.4%	1.2%	1.7%	1.3%
Pre-tax income (PBT)	1.9%	1.4%	1.6%	1.8%	1.9%	2.0%	2.4%	2.2%	3.0%	1.8%	1.8%	1.8%
Net income (PAT)	1.6%	1.3%	1.3%	1.5%	1.5%	1.6%	1.9%	1.7%	2.5%	1.7%	1.4%	1.4%
EPS (NT\$)	0.72	0.67	0.73	0.79	0.68	0.80	1.13	1.06	1.35	0.91	0.90	0.80
ROE	11%	10%	12%	12%	11%	12%	17%	16%	19%	13%	13%	11%

	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>Margin Analysis (%)</b>									
Gross profit	3.6%	3.8%	3.7%	3.3%	3.5%	3.6%	3.5%	3.5%	3.8%
Operating expense	2.0%	2.2%	2.2%	2.2%	2.1%	2.4%	2.3%	2.2%	2.4%
Operating income	1.6%	1.6%	1.5%	1.2%	1.3%	1.2%	1.2%	1.4%	1.4%
Pre-tax income (PBT)	2.4%	2.7%	2.2%	1.9%	1.9%	1.2%	1.7%	2.2%	2.1%
Net income (PAT)	2.0%	2.3%	1.9%	1.6%	1.5%	1.0%	1.4%	1.7%	1.7%
EPS (NT\$)	3.68	4.67	3.66	3.32	3.16	1.91	2.92	3.67	3.96
ROE	16%	19%	14%	13%	12%	7%	11%	14%	14%

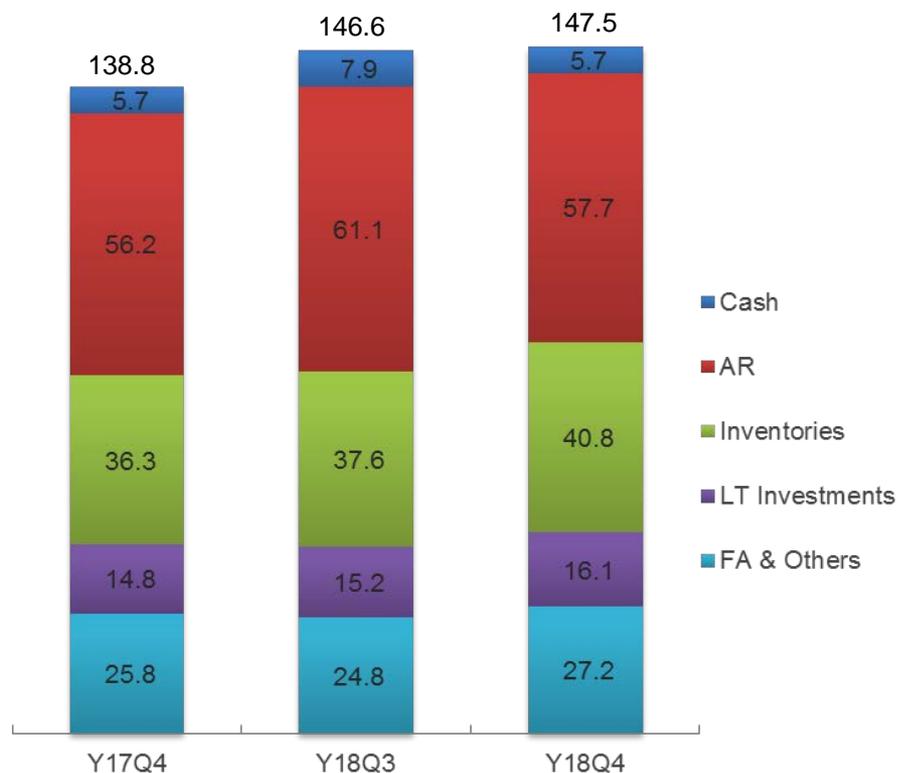
# Working Capital Metrics



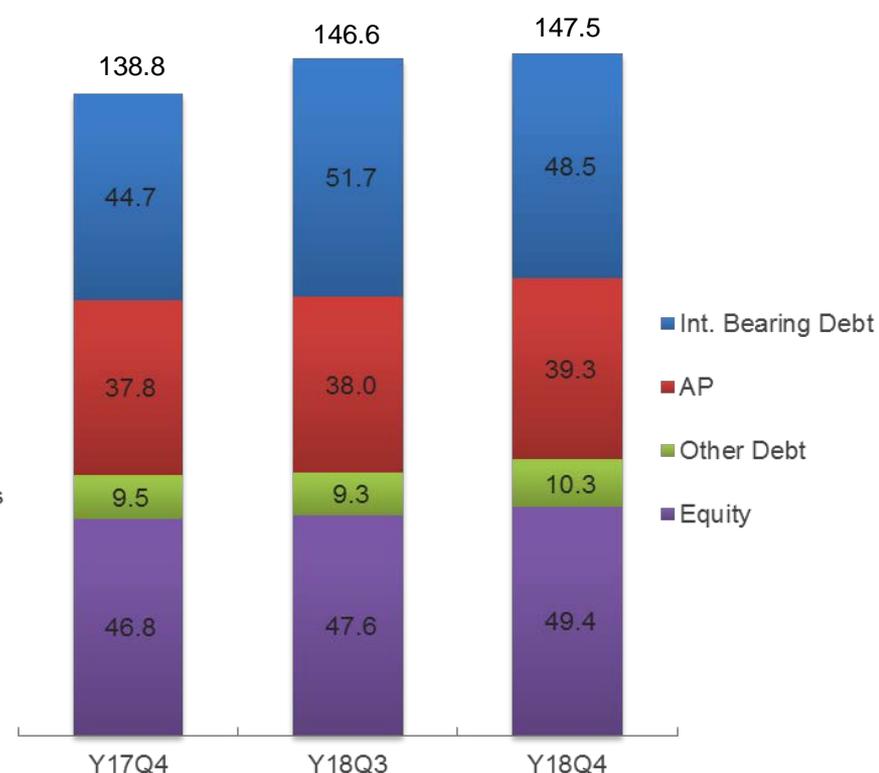
# Balance Sheet Key Index

NT\$ B

## Assets



## Liabilities & Equity



	Y17Q4	Y18Q3	Y18Q4
Debt Ratio	66%	68%	66%
Net Int. bearing Debt / Equity	83%	92%	87%
Net Worth Per Share (NT\$)	27.1	27.6	28.5

# Appendix

# Consolidated Income Statement

NT\$ M

	Y18Q4	Y17Q4	Y18 FY	Y17 FY
Revenue	\$ 98,722	\$ 106,968	\$ 383,195	\$ 364,208
Gross profit	4,013	3,610	14,498	12,861
Operating expenses	(2,749)	(2,011)	(9,086)	(7,930)
Operating income	1,264	1,599	5,412	4,932
Others income/expense	527	734	2,566	2,948
Core-biz investments*	590	536	1,845	1,759
Others	(63)	198	721	1,189
Pre-tax income & minority interest	1,790	2,332	7,978	7,879
Income tax	(347)	(473)	(1,065)	(1,465)
Minority interest (income) loss	(104)	(90)	(305)	(299)
Net income	\$ 1,339	\$ 1,769	\$ 6,607	\$ 6,115
EPS (NT\$)	\$ 0.80	\$ 1.06	\$ 3.96	\$ 3.67
Gross profit%	4.1%	3.4%	3.8%	3.5%
Operating expenses%	2.8%	1.9%	2.4%	2.2%
Operating income%	1.3%	1.5%	1.4%	1.4%
Pre-tax income%	1.8%	2.2%	2.1%	2.2%
Net income%	1.4%	1.7%	1.7%	1.7%

\*Investments in Synnex USA, Redington India, Synnex Thailand and Synnex FPT which were accounted under equity method.

# Consolidated Balance Sheet

NT\$ M

Item / Year	Y18Q4	Y18Q3	Y17Q4
Cash and cash equivalents	\$ 5,675	\$ 7,929	\$ 5,715
Short-term investments - listed stocks	1,762	2,077	1,961
Notes and accounts receivables - net	57,706	61,085	56,242
Inventories - net	40,800	37,577	36,259
Others	11,740	9,429	10,483
<b>Current Assets</b>	<b>117,683</b>	<b>118,098</b>	<b>110,661</b>
Long-term Investments	16,051	15,171	14,802
Fixed Assets - net	8,092	7,998	8,104
Other Assets	5,693	5,290	5,235
<b>Total Assets</b>	<b>\$ 147,518</b>	<b>\$ 146,556</b>	<b>\$ 138,801</b>
Short-term loans	\$ 48,469	\$ 51,699	\$ 44,661
Notes and accounts payables	39,298	37,982	37,843
Others	9,594	8,545	8,842
<b>Current Liabilities</b>	<b>97,360</b>	<b>98,225</b>	<b>91,346</b>
Other liabilities	798	748	693
<b>Total Liabilities</b>	<b>98,158</b>	<b>98,973</b>	<b>92,039</b>
Common stock	16,679	16,679	16,679
Capital reserve	14,847	14,373	14,365
Retained earnings	22,221	20,889	18,948
Others	(6,177)	(5,982)	(4,821)
Minority interest	1,789	1,623	1,590
<b>Total Stockholders' Equity</b>	<b>49,360</b>	<b>47,583</b>	<b>46,762</b>
<b>Total Liabilities and Stockholders' Equity</b>	<b>\$ 147,518</b>	<b>\$ 146,556</b>	<b>\$ 138,801</b>