

**Q2 2014 Results**

**SYNNEX TECH. INTL. CORP.**

August, 2014

# Disclaimer

---

## IMPORTANT NOTICE

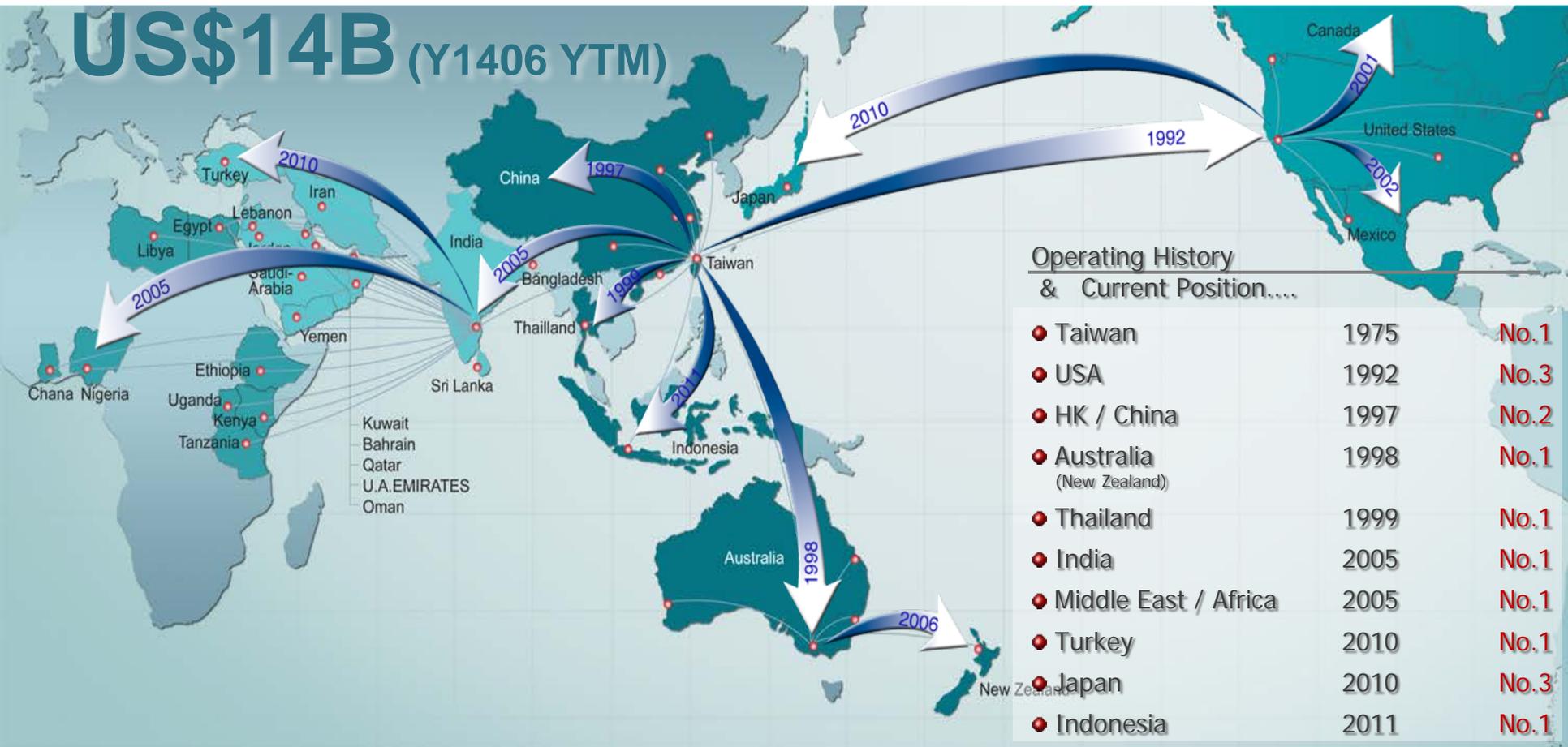
Synnex's statements of its current expectations provided herein are forward-looking. These statements are subject to risks and uncertainties that might cause significant deviations from actual results, including but not limited to changes in business policy, possible fluctuations in economic situations, technology development, competition environment, and other circumstances beyond control. Synnex undertakes no obligation to update the forward-looking statements to reflect events or circumstances after the issuance of the statements.

Nothing contained herein constitutes an investment advice, offer or solicitation for the purchase or sale of any financial instrument. While reasonable care has been taken to ensure that the information contained herein is not untrue or misleading at the time of publication, Synnex makes no representation that it is accurate or complete. Neither Synnex nor any of its officers or employees shall be liable for any direct, indirect or consequential loss, damage, cost or expense incurred or arising from any use of the information contained herein.

# Synnex Group

## Worldwide Footprint

**US\$14B** (Y1406 YTM)



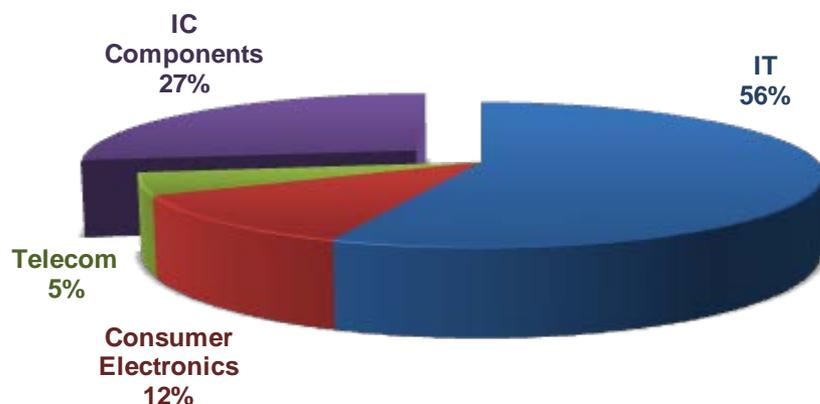
**Across 30 countries, 200 offices, 60% world population**

# Y14Q2 Business Summary

**73% in DBG & 27% in CBG**

NT\$ B

		Y14Q2		Y13Q2		Growth%	
		Amt.	Share	Amt.	Share	YoY	QoQ
<b>Consolidated Revenues</b>		<b>\$77.9</b>		<b>\$78.8</b>		<b>-1%</b>	<b>0%</b>
<b>DBG</b>	IT	43.6	56%	43.9	56%	-1%	4%
	Consumer Electronics	9.1	12%	12.6	16%	-28%	-25%
	Telecom	3.9	5%	4.1	5%	-5%	2%
<b>CBG</b>	IC Components	21.3	27%	18.2	23%	17%	4%



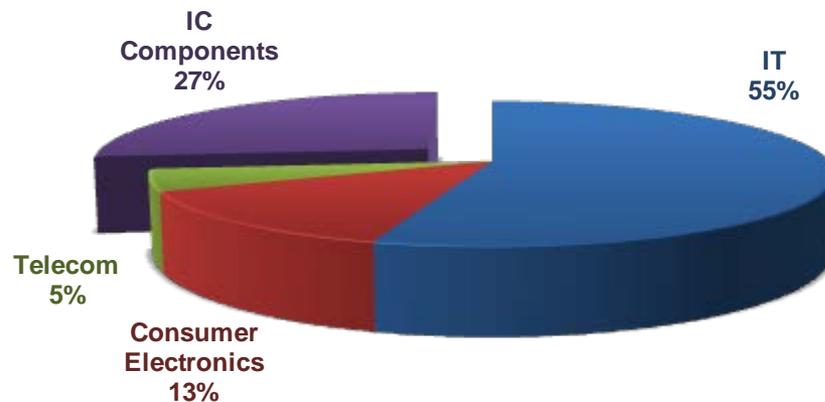
- DBG : Distribution Business Group
- CBG : Component Business Group

# Y141H Business Summary

**73% in DBG & 27% in CBG**

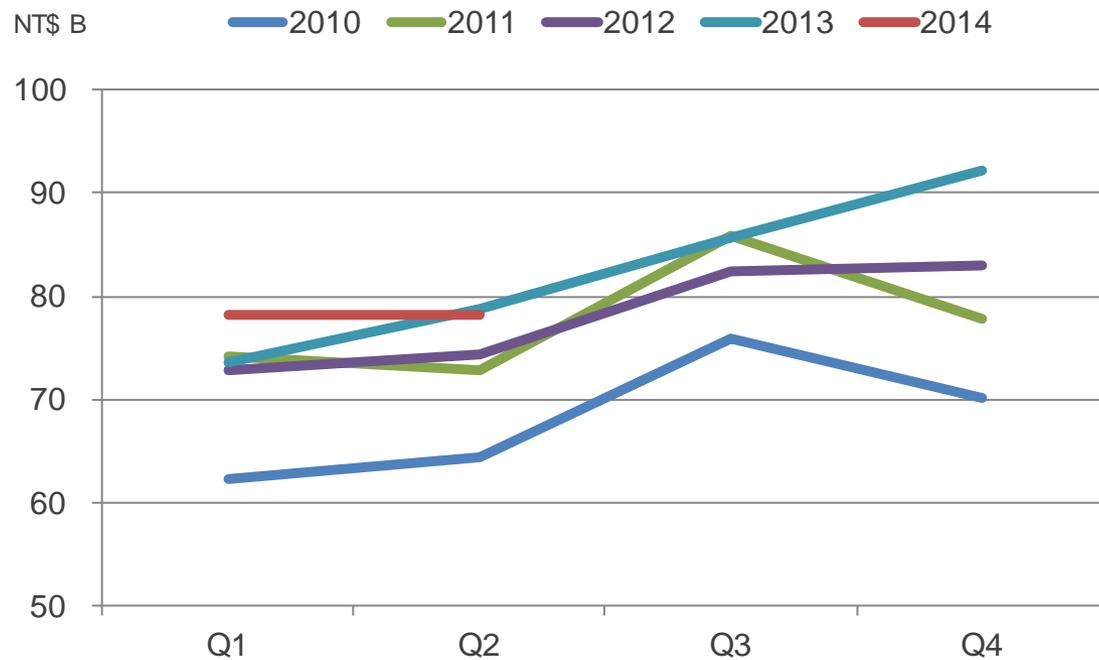
NT\$ B

		Y141H		Y131H		Growth%
		Amt.	Share	Amt.	Share	YoY
<b>Consolidated Revenues</b>		<b>\$156.1</b>		<b>\$152.4</b>		<b>2%</b>
<b>DBG</b>	IT	85.4	55%	88.0	58%	-3%
	Consumer Electronics	21.2	14%	22.8	15%	-7%
	Telecom	7.7	5%	9.9	6%	-22%
<b>CBG</b>	IC Components	41.8	27%	31.7	21%	32%



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

# 5-Year Quarterly Revenue Trend

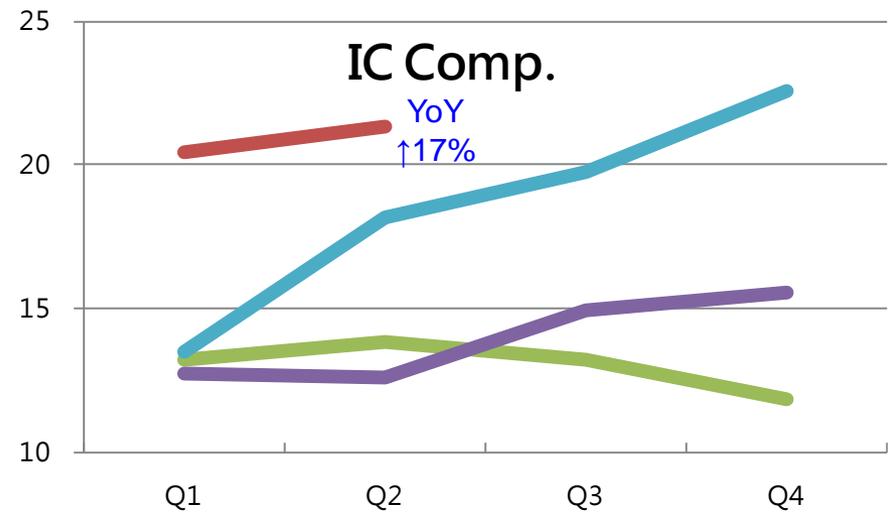
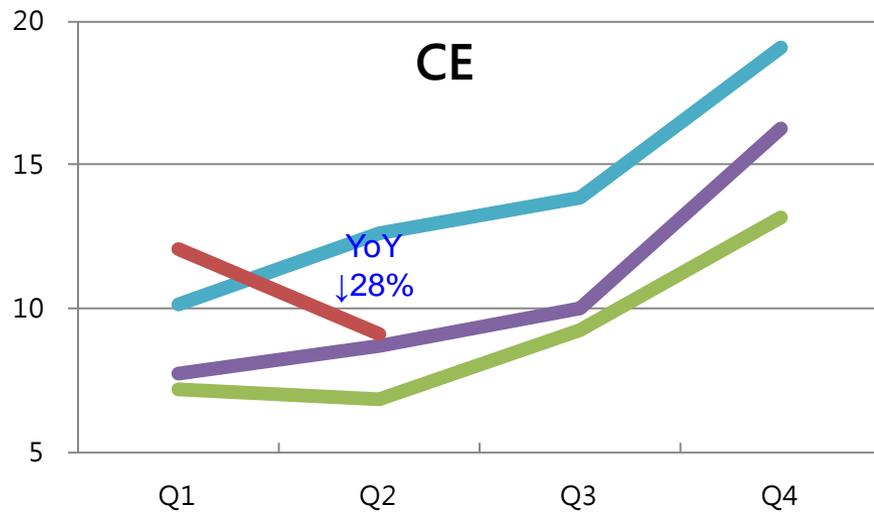
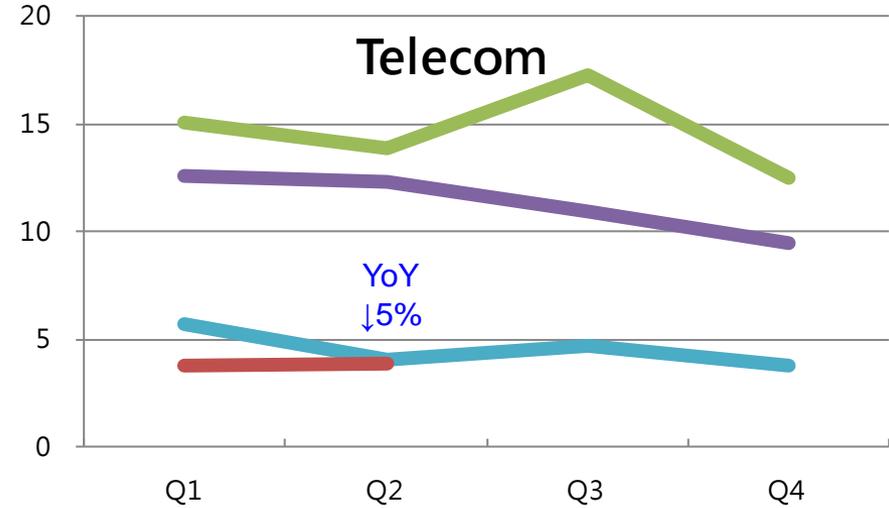
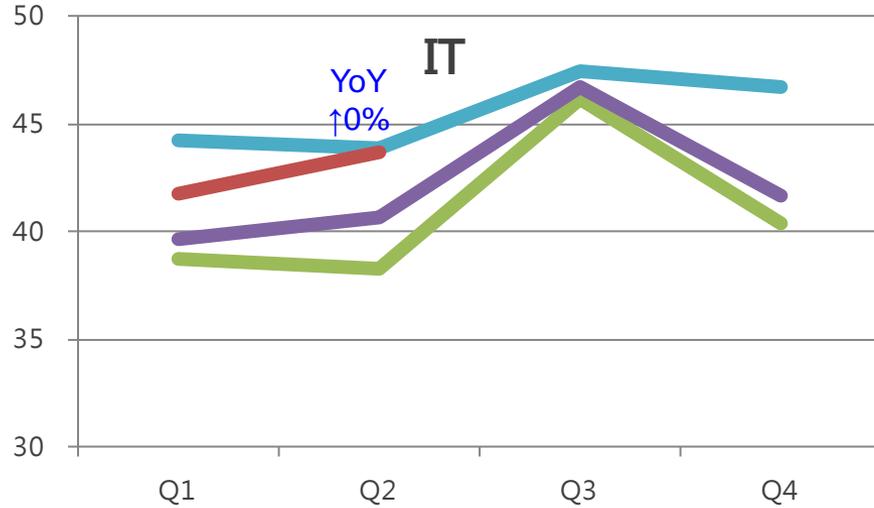


2010	\$62.3	\$64.4	\$75.8	\$70.1
2011	\$74.2	\$72.8	\$85.8	\$77.9
2012	\$72.8	\$74.3	\$82.5	\$83.0
2013	\$73.6	\$78.8	\$85.8	\$92.1
2014	\$78.2	\$77.9		

# Business Segment Performance

NT\$ B

Y11 Y12 Y13 Y14



# Y14Q2 Financial Summary

	NT\$M		
	Y14Q2	Y13Q2	YoY (%)
Revenue	\$ 77,932	\$ 78,780	-1%
Gross profit	2,780	2,889	-4%
Operating expense	(1,679)	(1,833)	-8%
Operating income	1,101	1,056	4%
Others income/expense	332	885	-62%
Pre-tax income	1,433	1,941	-26%
Net income	1,150	1,545	-26%
EPS (NT\$)	0.72	0.97	-26%
<b>Gross profit%</b>	<b>3.6%</b>	<b>3.7%</b>	
<b>Operating expense%</b>	<b>2.2%</b>	<b>2.3%</b>	
<b>Operating income%</b>	<b>1.4%</b>	<b>1.3%</b>	
<b>Others income/expense%</b>	<b>0.4%</b>	<b>1.1%</b>	
<b>Pre-tax income%</b>	<b>1.8%</b>	<b>2.5%</b>	
<b>Net income%</b>	<b>1.5%</b>	<b>2.0%</b>	

# Y141H Financial Summary

	NT\$M		
	Y141H	Y131H	YoY (%)
Revenue	\$ 156,082	\$ 152,417	2%
Gross profit	5,385	5,270	2%
Operating expense	(3,396)	(3,597)	-6%
Operating income	1,989	1,673	19%
Others income/expense	625	1,420	-56%
Pre-tax income	2,614	3,093	-15%
Net income	2,144	2,537	-15%
EPS (NT\$)	1.35	1.60	-16%
<b>Gross profit%</b>	<b>3.5%</b>	<b>3.5%</b>	
<b>Operating expense%</b>	<b>2.2%</b>	<b>2.4%</b>	
<b>Operating income%</b>	<b>1.3%</b>	<b>1.1%</b>	
<b>Others income/expense%</b>	<b>0.4%</b>	<b>0.9%</b>	
<b>Pre-tax income%</b>	<b>1.7%</b>	<b>2.0%</b>	
<b>Net income%</b>	<b>1.4%</b>	<b>1.7%</b>	

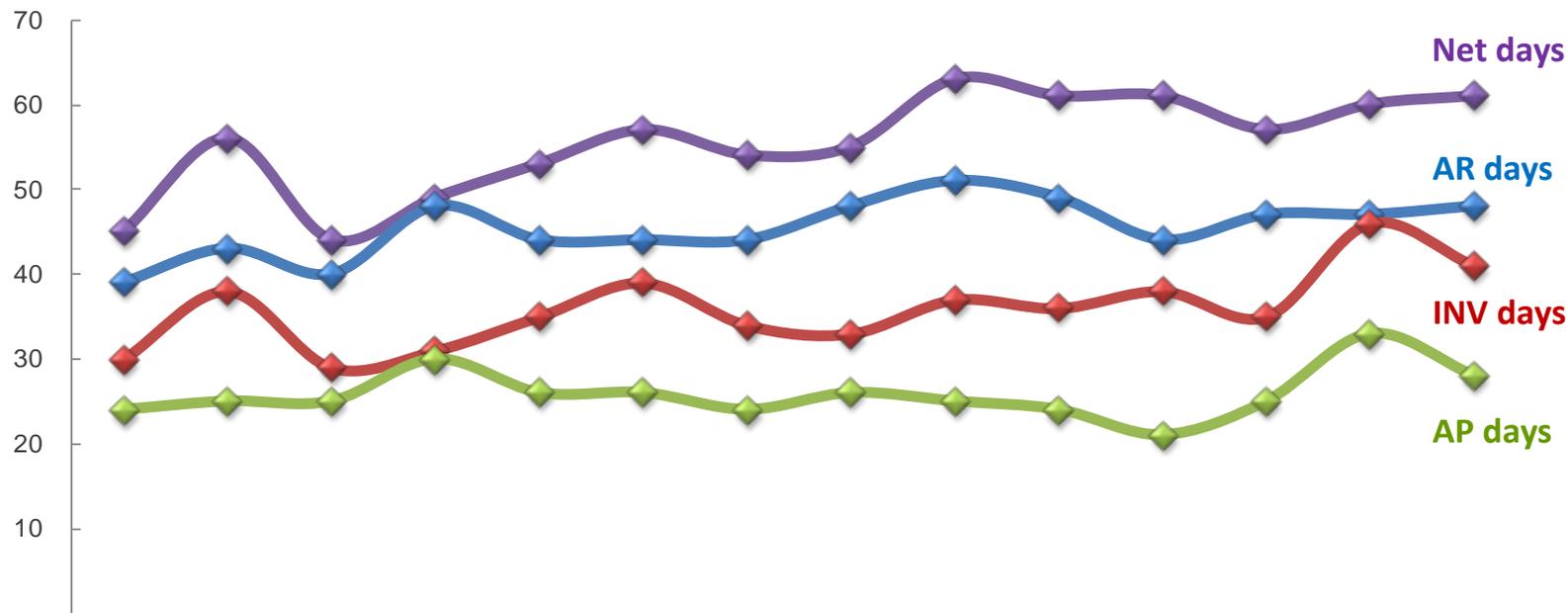
# Quarterly & Yearly Earning Trend

	Y13Q1	Y13Q2	Y13Q3	Y13Q4	Y14Q1	Y14Q2
<b>Margin Analysis (%)</b>						
Gross profit	3.2%	3.7%	3.3%	3.2%	3.3%	3.6%
Operating expense	2.4%	2.3%	2.0%	2.0%	2.2%	2.2%
Operating income	0.8%	1.3%	1.3%	1.2%	1.2%	1.4%
Pre-tax income (PBT)	1.6%	2.5%	1.9%	1.8%	1.5%	1.8%
Net income (PAT)	1.3%	2.0%	1.6%	1.5%	1.3%	1.5%
EPS (NT\$)	0.63	0.97	0.88	0.84	0.63	0.72

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

# Working Capital Metrics

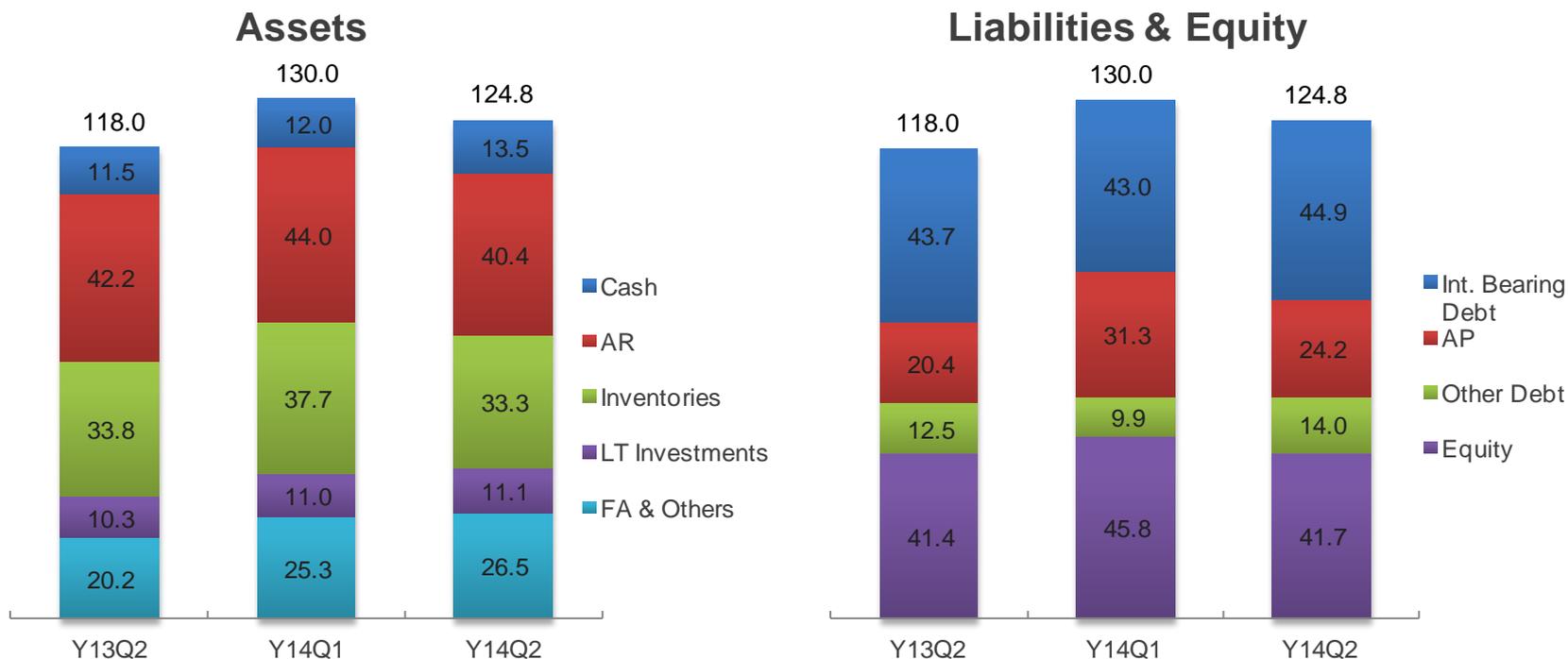
Days



	Y11Q1	Y11Q2	Y11Q3	Y11Q4	Y12Q1	Y12Q2	Y12Q3	Y12Q4	Y13Q1	Y13Q2	Y13Q3	Y13Q4	Y14Q1	Y14Q2
Net turnover days	45	56	44	49	53	57	54	55	63	61	61	57	60	61
AR days	39	43	40	48	44	44	44	48	51	49	44	47	47	48
INV days	30	38	29	31	35	39	34	33	37	36	38	35	46	41
AP days	24	25	25	30	26	26	24	26	25	24	21	25	33	28

# Balance Sheet Key Index

NT\$ B



	Y13Q2	Y14Q1	Y14Q2
Debit Ratio	65%	65%	67%
Net Int. bearing Debt / Equity	78%	68%	75%
Net Worth Per Share (NT\$)	25.6	28.4	25.8

# Appendix

# Consolidated Income Statement

NT\$M

	Y14Q2	Y13Q2	Y141H	Y131H
Revenue	\$ 77,932	\$ 78,780	\$ 156,082	\$ 152,417
Gross profit	2,780	2,889	5,385	5,270
Operating expenses	(1,679)	(1,833)	(3,396)	(3,597)
Operating income	1,101	1,056	1,989	1,673
Others income/expense	332	885	625	1,420
Core-biz investments*	263	220	532	531
Others	69	665	93	889
Pre-tax income & minority interest	1,433	1,941	2,614	3,093
Income tax	(219)	(369)	(354)	(478)
Minority interest (income) loss	(65)	(27)	(116)	(78)
Net income	\$ 1,150	\$ 1,545	\$ 2,144	\$ 2,537
EPS (NT\$)	\$ 0.72	\$ 0.97	\$ 1.35	\$ 1.60
Gross profit%	3.6%	3.7%	3.5%	3.5%
Operating expenses%	2.2%	2.3%	2.2%	2.4%
Operating income%	1.4%	1.3%	1.3%	1.1%
Pre-tax income%	1.8%	2.5%	1.7%	2.0%
Net income%	1.5%	2.0%	1.4%	1.7%

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

# Consolidated Balance Sheet

NT\$M

Item / Year	Y14Q2	Y14Q1	Y13Q2
Cash and cash equivalents	\$ 13,467	\$ 12,000	\$ 11,503
Short-term investments - listed stocks	1,905	1,897	1,918
Notes and accounts receivables - net	40,405	44,039	42,219
Inventories - net	33,272	37,717	33,788
Others	13,468	11,084	6,958
<b>Current Assets</b>	<b>102,517</b>	<b>106,736</b>	<b>96,386</b>
Long-term Investments	11,070	10,980	10,297
Fixed Assets - net	7,772	7,795	6,726
Other Assets	3,397	4,520	4,497
<b>Total Assets</b>	<b>\$ 124,756</b>	<b>\$ 130,031</b>	<b>\$ 117,906</b>
Short-term loans	\$ 44,906	\$ 42,982	\$ 38,664
Notes and accounts payables	24,167	31,315	20,424
Others	13,343	9,330	16,931
<b>Current Liabilities</b>	<b>82,416</b>	<b>83,627</b>	<b>76,019</b>
Long-term Loans	-	-	-
Other liabilities	608	597	519
<b>Total Liabilities</b>	<b>83,024</b>	<b>84,224</b>	<b>76,539</b>
Common stock	15,885	15,885	15,869
Capital reserve	14,370	14,346	14,162
Retained earnings	12,096	15,394	11,654
Others	(1,376)	(586)	(1,030)
Minority interest	757	769	713
<b>Total Stockholders' Equity</b>	<b>41,732</b>	<b>45,808</b>	<b>41,367</b>
<b>Total Liabilities and Stockholders' Equity</b>	<b>\$ 124,756</b>	<b>\$ 130,031</b>	<b>\$ 117,906</b>