



Transcend Information, Inc.

Investor Conference

【Symbol: 2451】

November 09, 2018

Disclaimer

The predictive and financial information mentioned in the present briefing as promulgated simultaneously is based on the information obtained by the Company from internal and external sources. The actual operating result and financial condition might be different from the predictive information which is explicit or implicit. The reason may come from the various risks that the Company cannot control.

The future outlook contained in the present briefing reflects the Company's perspective to date. In case of a change or adjustment in the future, the Company assumes no responsibility to remind or update.

Agenda

- **Company Overview**
- **Financial Information**
- **Q&A**



Company Overview



Transcend at a Glance



Founded in
1988



Headquartered
in Taipei,
Taiwan



14 offices in
8 countries



1500
employees
worldwide



Went public in
Taiwan in 2001



Top 20 Taiwan Global Brand

For the 11th consecutive year,
Transcend is ranked in
Interbrand's

**BEST TAIWAN GLOBAL
BRANDS**

with a brand value of USD
\$138 million in 2017



Award Records

100 +

Corporate &
Product Awards
Worldwide per
year

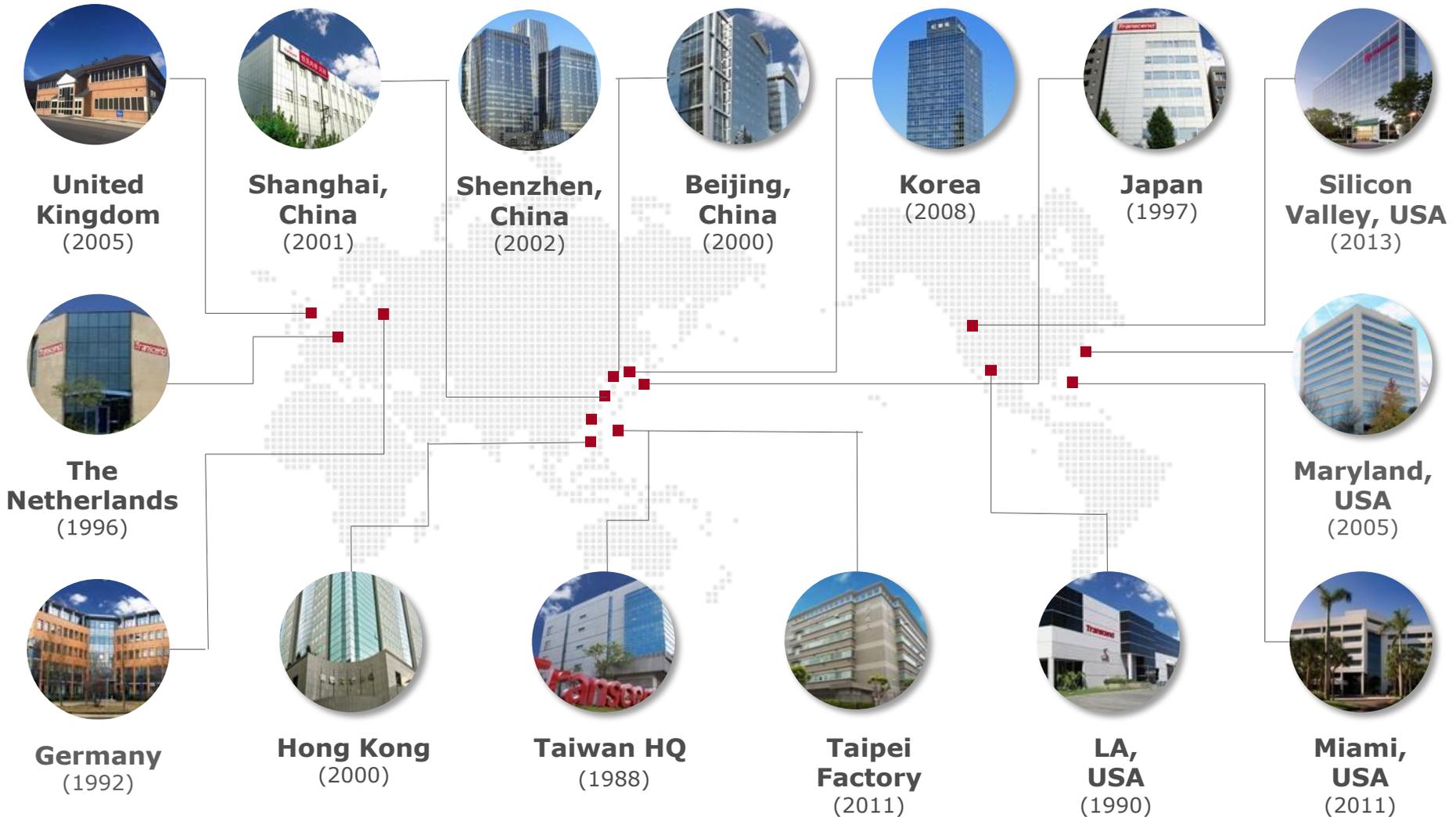


Media Recommendations



Global Network

14 offices & 1 factory



A Wide Product Portfolio

2,000+ products sold in 140+ countries from consumer electronics products to embedded solutions

Consumer Products



Solid State Drives



Dashcams



Body Cameras



Apple Solutions



Memory Cards



USB Flash Drives



External storage



Personal Cloud Storage

Embedded Products



SSD Solutions



Flash Solutions



Memory Cards



DRAM Modules

Product Launch



Consumer Products



SDXC/SDHC 500S
Perfect for advanced camcorders and DSLR cameras



SDXC/SDHC 300S
Perfect for digital cameras and camcorders



microSDXC/SDHC 500S
For action cameras and drone cameras



microSDXC/SDHC 300S
For mobile devices

Product Launch



Dashcams & Body

DrivePro™



DrivePro 110 Dashcam
High-sensitivity image sensor



DrivePro 230 Dashcam
Comprehensive protection of
your on-road safety



DrivePro 550 Dashcam
Dual lens camera

DrivePro™ Body



DrivePro Body 30
Body Camera
Supports Bluetooth and Wi-Fi
connection



DrivePro Body 60
Body Camera
Separate camera unit for flexible deployment



Product Launch

Apple Solutions

SSD Upgrade Kits for Mac



JetDrive 855
Thunderbolt PCIe portable SSD for Mac



JetDrive 850
NVMe PCIe Gen3 x4 SSD for Mac



JetDrive 825
Thunderbolt PCIe portable SSD for Mac

Portable Storage for Mac



StoreJet 200 for Mac
USB Type-C portable hard drive



StoreJet 600 for Mac
Equipped with USB 3.1 Gen 2 and Type-C interfaces

Financial Information



2018~Q3 Consolidated I/S

Unit: NTD\$ million (Except EPS)

	2018~Q3		2017~Q3		YoY
	Amount	%	Amount	%	%
Sales	13,643	100.0	16,147	100.0	-15.5
Cost of goods sold	10,847	79.5	11,855	73.4	-8.5
Sales Margin	2,796	20.5	4,292	26.6	-34.9
Operating Expenses	1,089	8.0	1,168	7.2	-6.8
Operating Income	1,707	12.5	3,124	19.3	-45.4
Non-OP Income & Exp.	422	3.1	(555)	-3.4	176.1
Income Before Tax	2,129	15.6	2,569	15.9	-17.1
Net Income	1,691	12.4	2,060	12.8	-17.9
Earnings Per Share	3.93		4.78		

2018Q3 Consolidated B/S

Unit: NTD\$ million

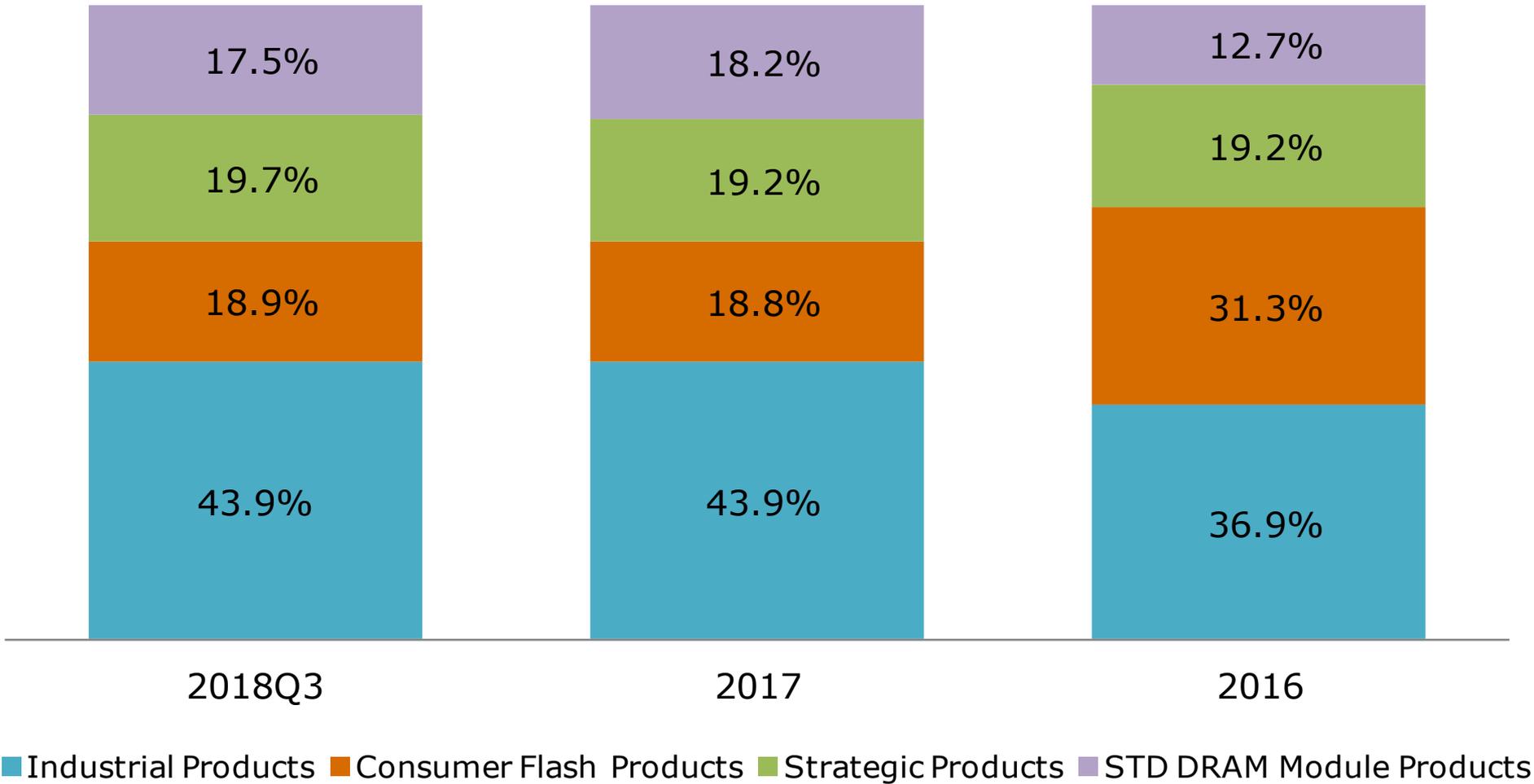
	2018Q3		2017Q3		YoY	
	Amount	%	Amount	%	%	
Total Assets	21,139	100.0	22,443	100.0	-	5.8
Current Assets	15,288	72.3	18,803	83.8	-	18.7
Cash & cash equivalents	1,145	5.4	1,975	8.8	-	42.0
Accounts Receivable	2,489	11.8	3,010	13.4	-	17.3
Inventory	4,151	19.6	5,662	25.2	-	26.7
Property, plant and equipment	5,254	24.9	2,934	13.1		79.1
Total Liabilities	1,559	7.4	2,578	11.5	-	39.6
Current Liabilities	1,325	6.3	2,390	10.6	-	44.6
Accounts Payable	990	4.7	1,733	7.7	-	42.9
Total Equities	19,580	92.6	19,865	88.5	-	1.4
Financial Ratio						
Return on Equity		11.52		13.83		
Return on Assets		10.67		12.24		

2018Q3 Consolidated Cash flow

Unit: NTD\$ million

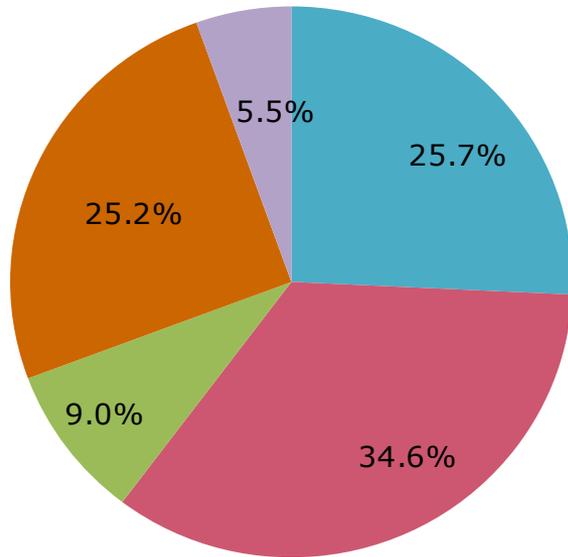
	2018Q3	2017Q3	YoY
	Amount	Amount	%
Consolidated income before income tax	2,129	2,569	- 17.1
Adjustment	(213)	(882)	75.8
Cash flows from operating activities	1,916	1,687	13.6
Cash flows from investing activities	(1,818)	1,038	- 275.2
Cash flows from financing activities	(2,585)	(2,585)	-
Effect of foregin exchange rate change	(14)	(8)	- 79.5
Increase in cash and cash equivalnets	(2,501)	132	- 1,993.9
Cash and cash equivalnets at beginning of the year	3,646	1,843	97.9
Cash and cash equivalnets at end of the	1,145	1,975	- 42.0

Product Mix from 2016 to 2018Q3

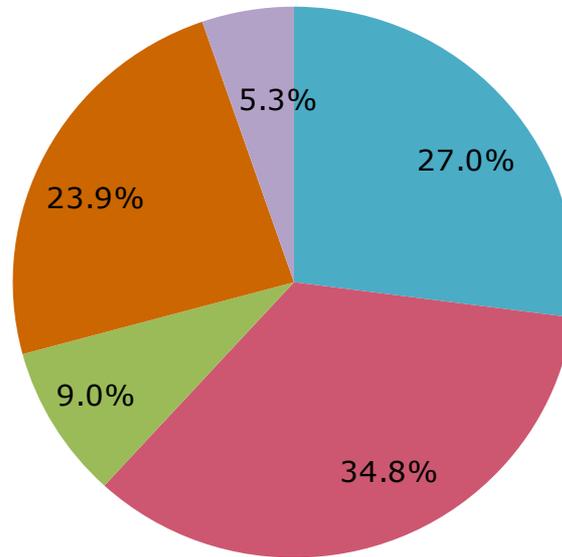


Territories from 2016 to 2018Q3

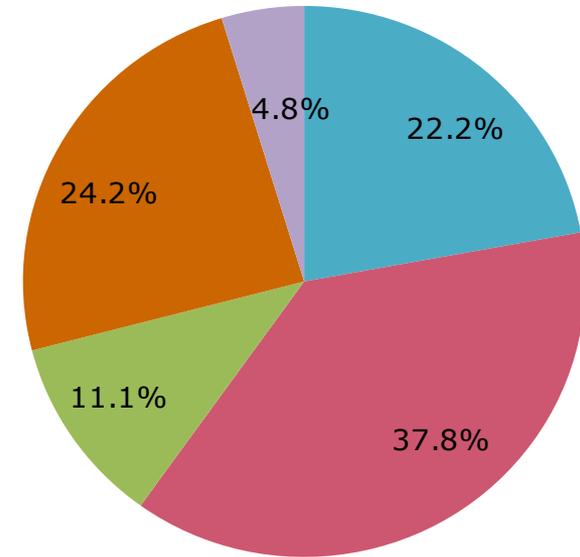
2018Q3



2017



2016



■ Taiwan ■ Asia ■ America ■ Europe ■ Others

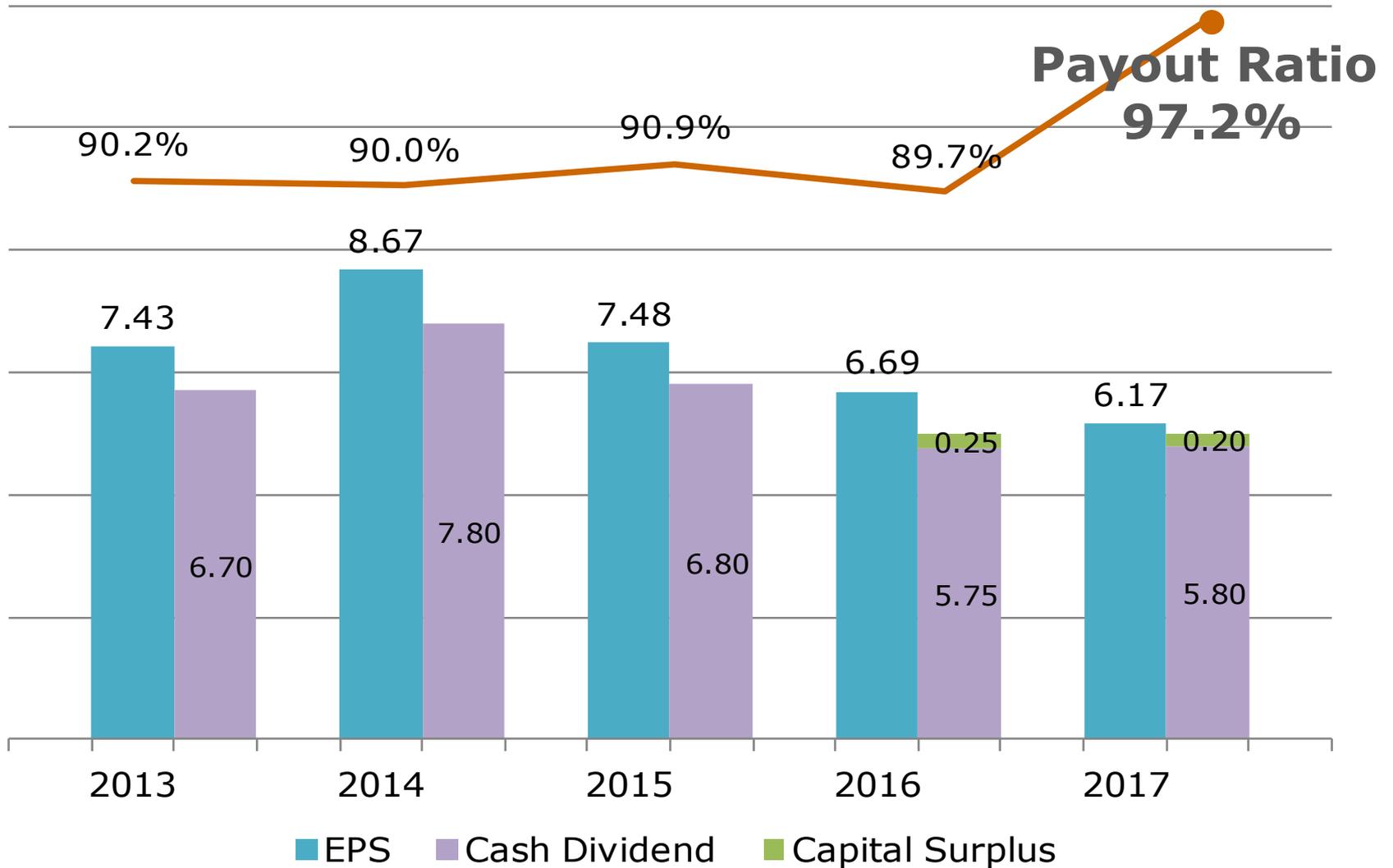
2013-2018Q3 EPS by Quarter

	Q1	Q2	Q3	Q4
2013	2.02	2.33	1.44	1.64
2014	2.09	1.95	2.24	2.39
2015	1.94	1.14	2.52	1.88
2016	1.45	1.77	1.10	2.37
2017	1.33	1.80	1.65	1.39
2018	1.11	1.68	1.13	

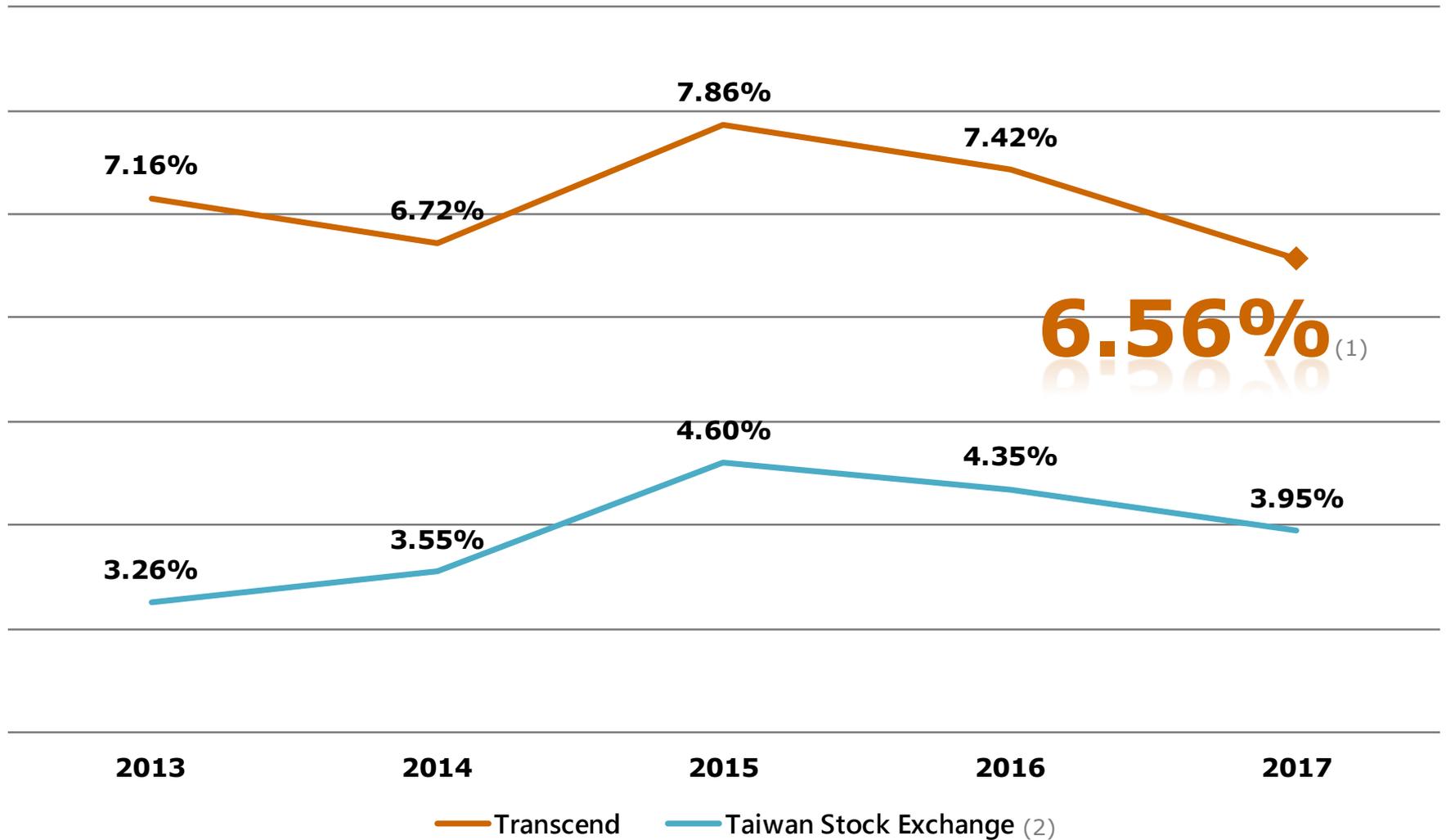
From 2013 to date, the average Quarterly EPS is above \$1.

Note: Outstanding shares: 2013~2018Q3 **431 million shares**

Dividend Pay-out 2013-2017



Dividend Yield 2013-2017



Note:

(1) Based on average market price

(2) Data from TWSE statistics of securities market

Q & A





Thank You