



Transcend Information, Inc.

Investor Conference

【Symbol: 2451】

November 08, 2019

About Transcend



Founded in
1988



Headquarter in
Taiwan



12 worldwide
branches



Total Employees
1300+



Total products
2000+



Went public
since 2001

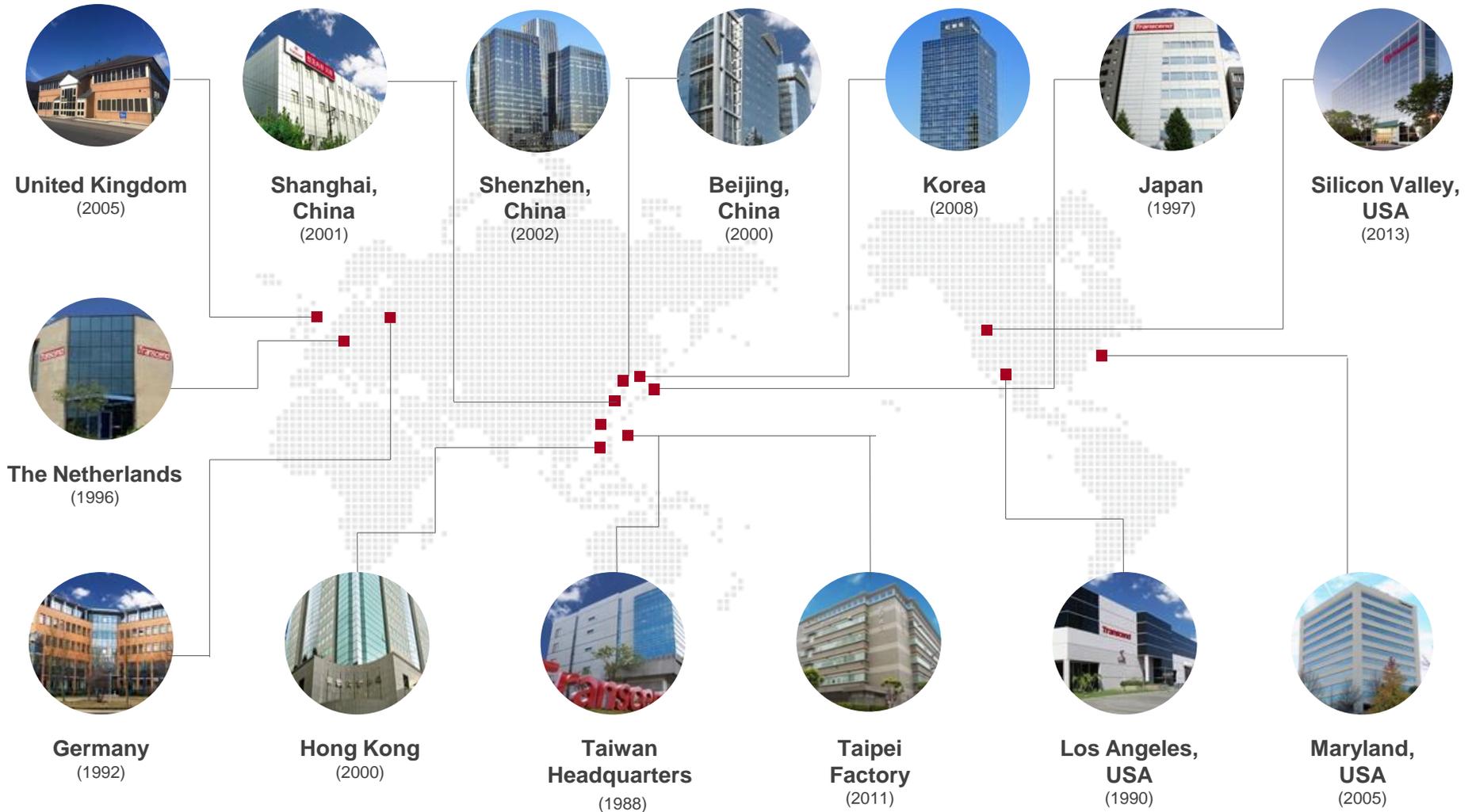


Top 20 Taiwan Global Brand

For the 13th consecutive year, Transcend appears in *Interbrand's* **BEST TAIWAN GLOBAL BRANDS** ranking as one of Taiwan's Top 20 global brands in 2019, with a brand value of **USD 125 million**.



Global Network



Manufacturing Bases



Monthly production
14.7M pcs



Automation
systems



High-speed SMT
16 lines



Floor area
35k m²



Environmental
tests



5+
Certifications
(ISO 9001, ISO14001, etc...)

Product Launch



Embedded 96-layer 3D NAND Products

- 3K P/E Cycles
- Wide-temperature
- Covers all range of form factors



SSD452K / SSD452K-I



MTE662T



MTE652T / MTE652T-I



MTE452T / MTE452T-I



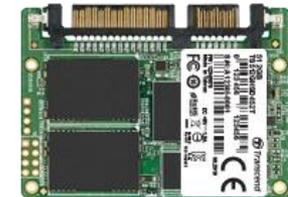
MTE352T / MTE352T-I



MTS552T / MTS552T-I



MTS952T / MTS952T-I



HSD452T / HSD452T-I



MSA452T / MSA452T-I



SDC420T / SDC420I



USD 420T / USD420I

Product Launch



Internal SSD

NVMe PCIe Gen3 x4 to unleash speeds beyond expectation



MTE220S

Memory Cards

Uninterrupted transfers and uncompromised endurance for write intensive applications



USD330S



USD350V

DRAM Modules

Performance fuel for desktops, laptops, and MacBooks



DDR4-2666 U-DIMM



DDR4-2666 SO-DIMM



**DDR4-2666 U-DIMM
(JetRam)**



**DDR4-2666 SO-DIMM
(JetRam)**

Product Launch



External SSDs

Take SSD performance, USB 3.1 Gen 2 transfer power, and USB Type-C and Type-A accessibility to go



ESD350C



ESD250C



ESD240C



ESD230C

External Hard Drives

Rugged to protect data from Type-C or Type-A connection



StoreJet 25M3C

Hubs

Versatile all-in-one hubs to expand functionality from a single Type-C connection



HUB2C



HUB5C

Successful Stories

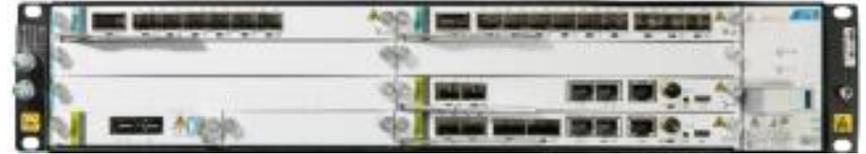
- Network & Communication
- Industrial PC
- Gaming
- Automation
- Transportation
- Healthcare
- Military
- Retail
- Internet of Things (IoT)



Network & Communication

■ Platform

TOP 3 telecommunications equipment manufacturer demand storage for their network equipment.



■ Application

5G wireless network communications need wide temperature storage of -40°C to 85°C to overcome various weather conditions.

■ Transcend Products

TS1GSH72V1H-I

8GB DDR4 2133Mhz ECC-SO-DIMM with Samsung DRAM and normal operation at Wide Temp.



TS32GMTS400I

32GB M.2 2240 SATA3 SSD with MLC NAND flash and normal operation at Wide Temp.



Gaming

■ Platform

A global leader in the gaming industry has storage demand for its gaming machines.

■ Application

Machines are employed to monitor and record players gaming behaviors. They require large storage capacity and high data transfer speeds to ensure high reliability in gaming solutions.



■ Transcend Products

TS64GMTS860

64GB M.2 2280 SSD with SuperMLC NAND flash



TS512MSK64W6H

4GB DDR3L 1600Mhz SO-DIMM with Samsung DRAM



Transportation

■ Platform

A global leading developer of commercialized software, hardware and services for transport industry fleet operators.

■ Application

On-Board Computers are powerful fixed mounted touch screen computers. It registers all driver and truck information as well as data from other sources.



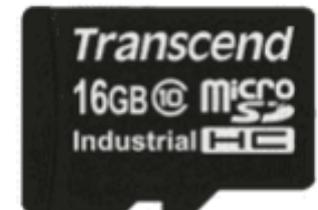
■ Transcend Products

TS16GUSDC10M

16GB microSD Class10 with MLC NAND flash

TS16GUSDC10I

16GB microSD Class10 with MLC NAND flash and normal operation at Wide Temp.



Internet of Things (IoT)

■ Platform

A global leading manufacturer of AR/VR computer systems for educational institutions, strives to combine AR and VR into one single platform that allows users to explore and enjoy a lifelike experience.

■ Application

Relevant solutions require SSDs featuring high scalability to ensure reliable performance on computer platforms.



■ Transcend Products

TS256GMTS950T

256GB M.2 2280 SATA3 SSD with 3D TLC NAND flash

TS1GSH64V4B_100

8GB DDR4 2400Mhz SO-DIMM with Samsung DRAM



Financial Information



2019~Q3 Consolidated I/S

Unit: NTD\$ million (Except EPS)

	2019~Q3		2018~Q3		YoY
	Amount	%	Amount	%	%
Sales	10,210	100.0	13,643	100.0	-25.2
Cost of goods sold	7,925	77.6	10,847	79.5	-26.9
Sales Margin	2,285	22.4	2,796	20.5	-18.3
Operating Expenses	973	9.5	1,090	8.0	-10.8
Operating Income	1,312	12.8	1,706	12.5	-23.1
Non-OP Income & Exp.	349	3.4	422	3.1	17.3
Income Before Tax	1,661	16.3	2,128	15.6	-21.9
Net Income	1,333	13.1	1,691	12.4	-21.2
Earnings Per Share	3.09		3.93		

2019Q3 Consolidated B/S

Unit: NTD\$ million

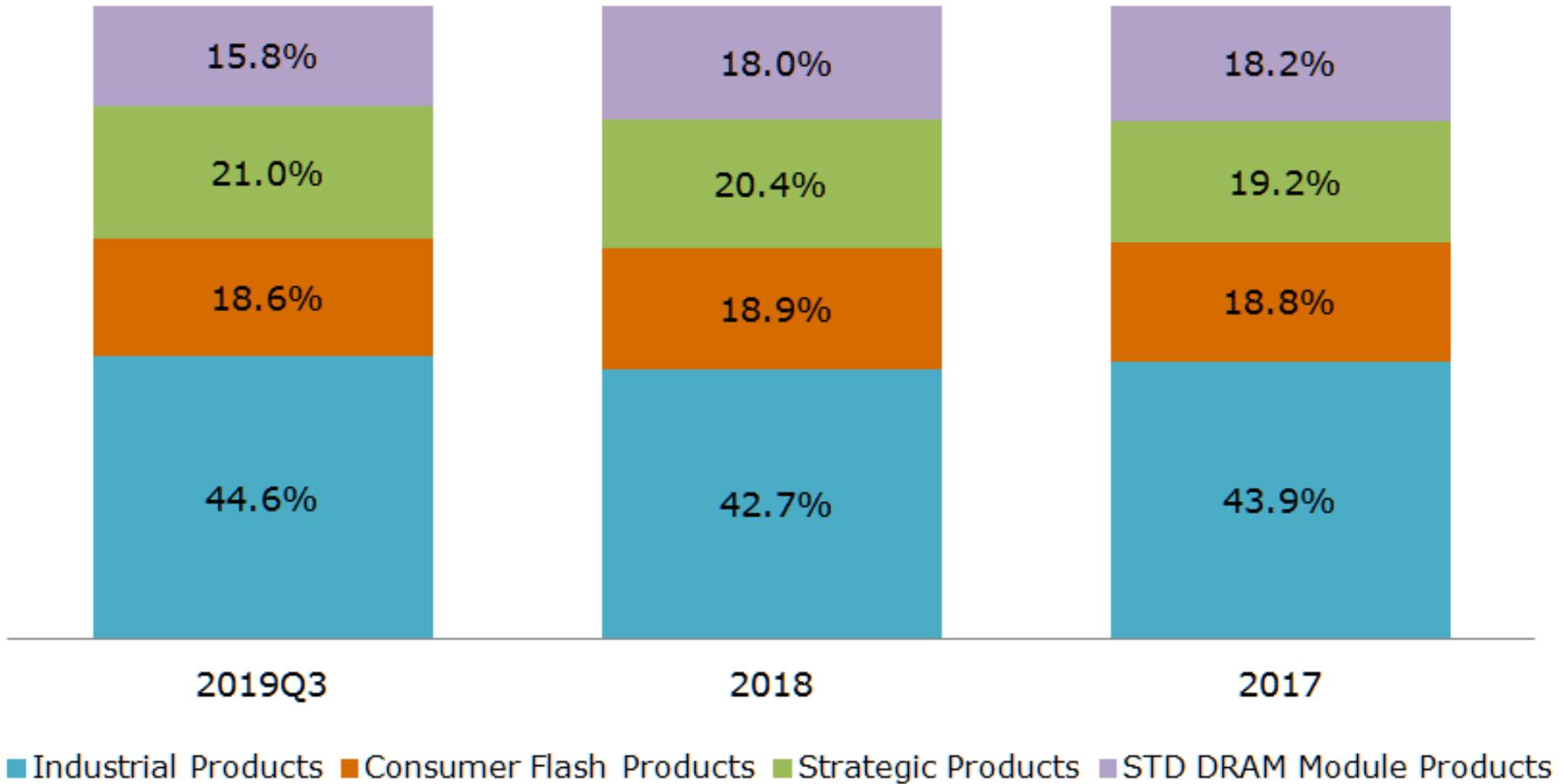
	2019Q3		2018Q3		YoY	
	Amount	%	Amount	%	%	
Total Assets	21,259	100.0	21,139	100.0	0.6	
Current Assets	15,509	73.0	15,288	72.3	1.4	
Cash & cash equivalents	1,871	8.8	1,145	5.4	63.5	
Accounts Receivable	1,691	8.0	2,489	11.8	-	32.1
Inventory	1,777	8.4	4,151	19.6	-	57.2
Property, plant and equipment	5,093	24.0	5,254	24.9	-	3.1
Total Liabilities	2,129	10.0	1,559	7.4	36.6	
Current Liabilities	1,794	8.4	1,325	6.3	35.4	
Accounts Payable	1,194	5.6	990	4.7	20.6	
Total Equities	19,130	90.0	19,580	92.6	-	2.3
Financial Ratio						
Return on Equity	9.29		11.52			
Return on Assets	8.36		10.67			

2019Q3 Consolidated Cash flow

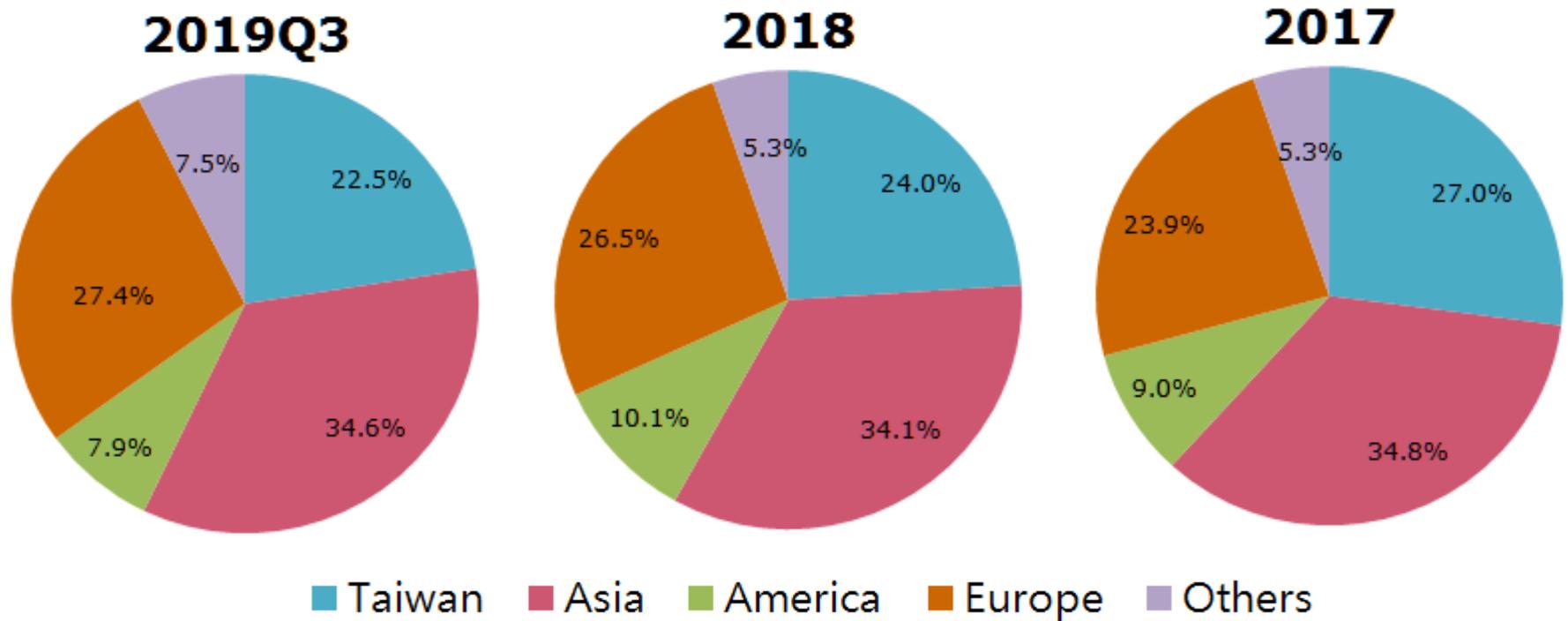
Unit: NTD\$ million

	2019Q3	2018Q3	YoY
	Amount	Amount	%
Consolidated income before income tax	1,661	2,129	- 22.0
Adjustment	(72)	(213)	66.3
Cash flows from operating activities	1,589	1,916	- 17.1
Cash flows from investing activities	1,022	(1,818)	- 156.2
Cash flows from financing activities	(2,209)	(2,585)	- 14.5
Effect of foregin exchange rate change	39	(15)	365.8
Increase in cash and cash equivalnets	441	(2,502)	- 117.6
Cash and cash equivalnets at beginning of the year	1,430	3,646	- 60.8
Cash and cash equivalnets at end of the	1,871	1,144	63.6

Product Mix from 2017 to 2019Q3



Territories from 2017 to 2019Q3

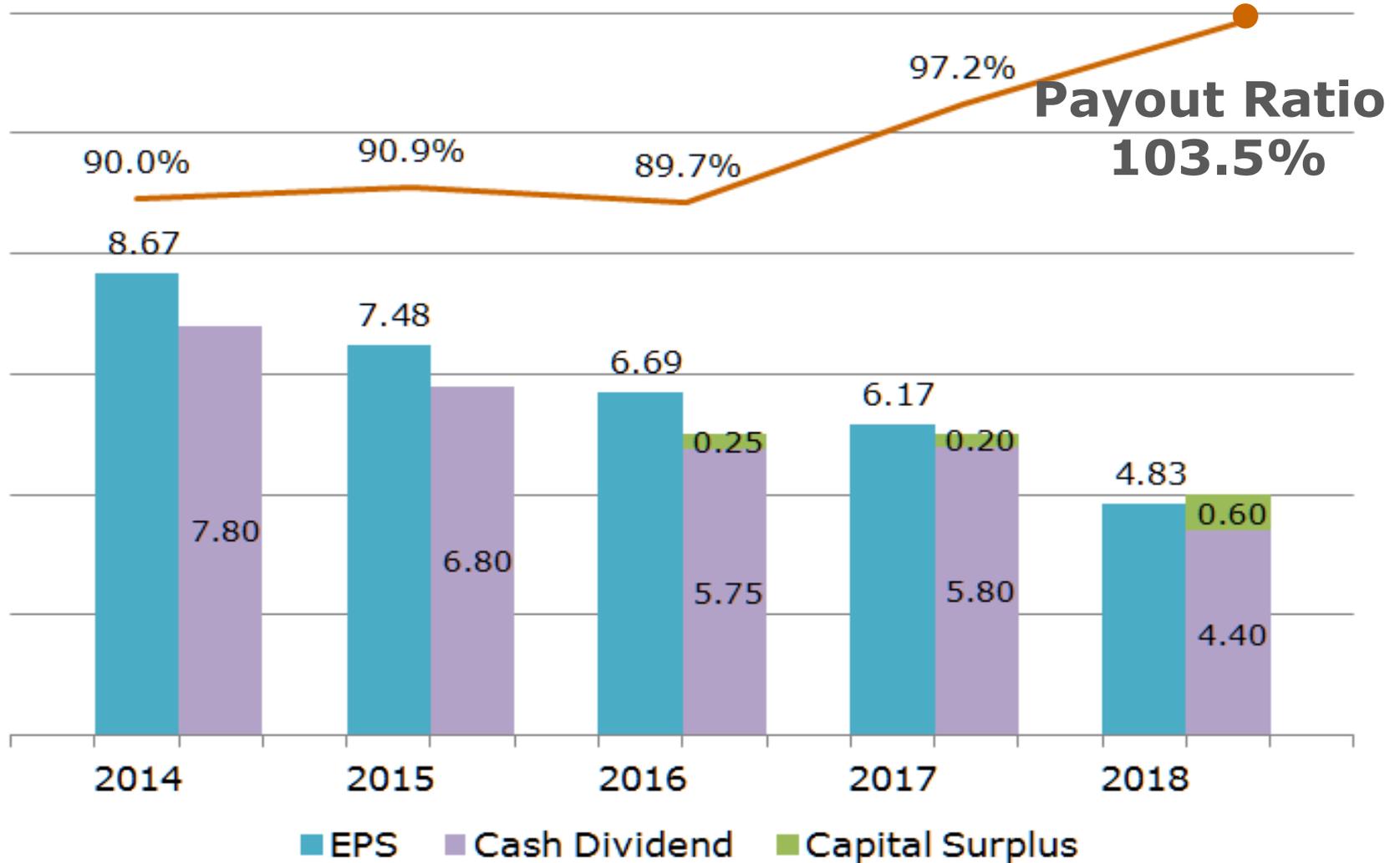


2014-2019Q3 EPS by Quarter

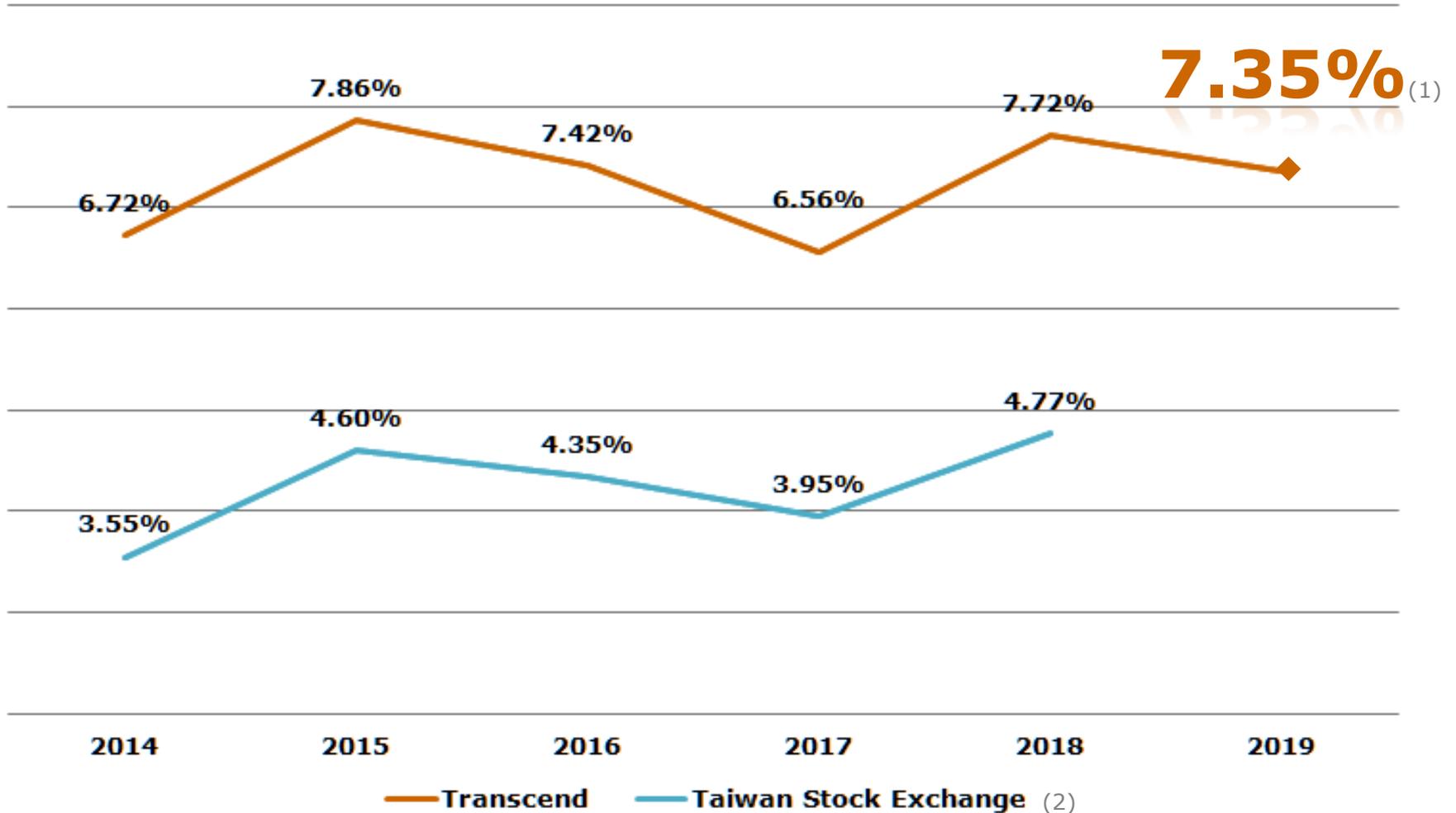
	Q1	Q2	Q3	Q4
2014	2.09	1.95	2.24	2.39
2015	1.94	1.14	2.52	1.88
2016	1.45	1.77	1.10	2.37
2017	1.33	1.80	1.65	1.39
2018	1.11	1.68	1.13	0.91
2019	0.85	1.00	1.24	

Note: Outstanding shares: 2014~2019Q3 **431 million shares**

Dividend Pay-out 2014-2018



Dividend Yield 2014-2019



Note:

(1) Based on average market price

(2) Data from TWSE statistics of securities market

Q & A





Thank You