# ALi Corporation (3041 TT) 3Q17 Investor Conference 

November 14 ${ }^{\text {th }}, 2017$

## 3Q17 Consolidated Quarterly Results

- 3 Q17 revenue reached NT\$857 million, QoQ-5\%, YoY 8\%
- Gross profit margin was $30 \%$
- Operating profit margin was -17\%

NT\$ million


## 3 Q17 Consolidated Income Statement

(Amounts in thousand New Taiwan Dollars except
Earnings Per Share) Earnings Per Share)

## Net sales

Cost of goods sold
Gross profits
Operating expenses:
Selling expenses
Administrative expenses
Research and development expenses
Total operating expenses

## Operating income

Non-operating income and gain (expense \&loss)

## Income before income tax

Income tax (expense) benefit

## Net income

Earnings Per Share (in New Taiwan Dollars)

| 3Q17 | 100\% | 2 Q17 |  | 3Q16 |  | QoQ | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 857,074 |  | 899,706 | 100\% | 790,877 | 100\% | -5\% | 8\% |
| $(602,845)$ |  | $(644,630)$ |  | $(506,611)$ |  | -6\% | 19\% |
| 254,229 | 30\% | 255,076 | 28\% | 284,266 | 36\% | -0\% | -11\% |
| $(48,935)$ |  | $(51,970)$ |  | $(58,266)$ |  | -6\% | -16\% |
| $(73,230)$ |  | $(69,658)$ |  | $(64,537)$ |  | 5\% | 13\% |
| $(275,939)$ |  | $(276,882)$ |  | $(275,602)$ |  | -0\% | 0\% |
| $(398,104)$ |  | $(398,510)$ |  | $(398,405)$ |  | -0\% | -0\% |
| $(143,875)$ | -17\% | $(143,434)$ | -16\% | $(114,139)$ | -14\% | 0\% | 26\% |
| 15,780 |  | 23,572 |  | 10,637 |  | -33\% | 48\% |
| $(128,095)$ |  | $(119,862)$ |  | $(103,502)$ |  | 7\% | 24\% |
| 22,581 |  | 20,590 |  | 20,337 |  | 10\% | 11\% |
| $(105,514)$ |  | $(99,272)$ |  | $(83,165)$ |  | 6\% | 27\% |
| (0.36) |  | (0.34) |  | (0.28) |  |  |  |

## 3 Q17 Consolidated Balance Sheet

(Amounts in thousand New Taiwan Dollars except Key Indices) Selected Items from Balance Sheet

Cash, cash equivalents and investments in marketable financial instruments Notes and accounts receivable Inventory (net)
Other current assets

## Total current assets

Long-term Investments
Net PP\&E
Intangible assets
Other assets

## Total assets

Notes and accounts payable
Other current liabilities
Non-current liabilities

## Total liabilities

Total shareholders' equity

## Key Indices

A/R Turnover Days (net)
Inventory Turnover Days (net)
Current Ratio

| Sep 30, 2017 | June 30, 2017 | Sep 30, 2016 |
| :---: | :---: | :---: |
| 2,979,478 | 3,282,926 | 3,575,810 |
| 270,828 | 237,798 | 196,525 |
| 686,987 | 582,756 | 597,177 |
| 304,077 | 323,441 | 274,948 |
| 4,241,370 | 4,426,921 | 4,644,460 |
| 58,455 | 58,203 | 61,154 |
| 629,080 | 634,556 | 652,324 |
| 137,918 | 156,530 | 514,413 |
| 293,337 | 270,000 | 214,788 |
| 5,360,160 | 5,546,210 | 6,087,139 |
| 471,692 | 540,847 | 410,313 |
| 327,897 | 358,654 | 392,977 |
| 12,990 | 13,154 | 21,275 |
| 812,579 | 912,655 | 824,565 |
| 4,547,581 | 4,633,555 | 5,262,574 |
| 27 | 26 | 22 |
| 97 | 83 | 109 |
| 5.3 | 4.9 | 5.8 |

## Quarterly Revenue Breakdown



## 3Q17



- Pay-TV Operator STB Retail STB 回Others (Non-STB)


## Thank You

Public

