# ALi Corporation (3041 TT) 1Q17 Investor Conference 

May $4^{\text {th }}, 2017$

## 1Q17 Consolidated Quarterly Results

- 1Q17 revenue reached NT\$755 million, QoQ -9\%, YoY-23\%
- Gross profit margin was $27 \%$
- Operating profit margin was -19\%

NT\$ million


## 1 Q17 Consolidated Income Statement

(Amounts in thousand New Taiwan Dollars except 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)

| 1Q17 | 100\% | 4Q16 |  | 1Q16 |  | QoQ | Yoy |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 754,958 |  | 831,494 | 100\% | 1,110,908 | 100\% | -9\% | -23\% |
| $(548,520)$ |  | $(533,706)$ |  | $(646,306)$ |  | 3\% | -11\% |
| 206,438 | 27\% | 297,788 | 36\% | 464,602 | 42\% | -31\% | -44\% |
| $(44,639)$ |  | $(42,784)$ |  | $(74,961)$ |  | 4\% | -37\% |
| $(61,974)$ |  | $(65,048)$ |  | $(80,371)$ |  | -5\% | -5\% |
| $(242,593)$ |  | $(273,562)$ |  | $(307,904)$ |  | -11\% | -14\% |
| $(349,206)$ |  | $(381,394)$ |  | $(463,236)$ |  | -8\% | -16\% |
| $(142,768)$ | -19\% | $(83,606)$ | $-10 \%$ | 1,366 | 0\% | 71\% | 189\% |
| 5,097 |  | $(300,106)$ |  | 24,965 |  | n/a | -73\% |
| $(137,671)$ |  | $(383,712)$ |  | 26,331 |  | -64\% | 353\% |
| 23,704 |  | 10,265 |  | $(8,500)$ |  | 131\% | 423\% |
| $(113,967)$ |  | $(373,447)$ |  | 17,831 |  | -69\% | 340\% |
| (0.39) |  | (1.27) |  | 0.06 |  |  |  |

## 1Q17 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)

| March 31, 2017 | Dec 31, 2016 | March 31, 2016 |
| :---: | :---: | :---: |
| 3,265,165 | 3,565,358 | 3,843,208 |
| 272,793 | 238,759 | 218,925 |
| 590,828 | 552,363 | 611,199 |
| 301,760 | 323,021 | 301,505 |
| 4,430,546 | 4,679,501 | 4,974,837 |
| 57,997 | 60,410 | 90,010 |
| 632,213 | 641,251 | 667,691 |
| 149,422 | 170,971 | 450,693 |
| 248,542 | 225,142 | 175,235 |
| 5,518,720 | 5,777,275 | 6,358,466 |
| 474,493 | 448,124 | 525,708 |
| 274,172 | 419,500 | 303,415 |
| 12,903 | 17,626 | 30,858 |
| 761,568 | 885,250 | 859,981 |
| 4,757,152 | 4,892,025 | 5,498,485 |
| 30 | 24 | 22 |
| 94 | 99 | 79 |
| 5.9 | 5.4 | 6.0 |

## Quarterly Revenue Breakdown



4Q16

5~10\%

60~65\%
-Retail STB

- Others (Non-STB)


## 1Q17



## Thank You

Public

