

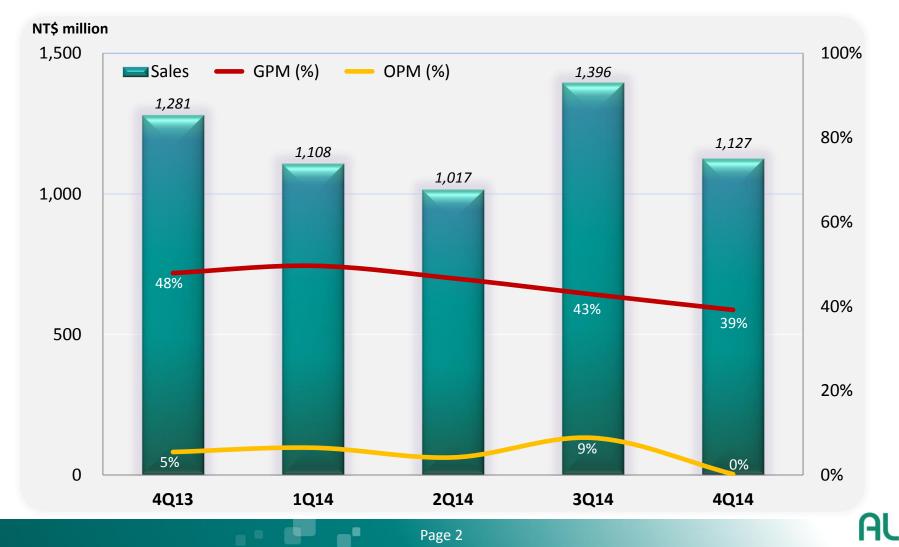
# ALi Corporation (3041 TT) 4Q14 Investor Conference

Mar 17<sup>th</sup>, 2015

**ALi** 

### **4Q14 Consolidated Quarterly Results**

- 4Q14 revenue reached NT\$1,127 million, QoQ -19%, YoY -12%
- Gross profit margin was 39%
- Operating profit margin was 0%



### **2014 Consolidated Annual Results**

- 2014 annual revenue reached NT\$4,647 million, YoY+12%
- Gross profit margin was 44%
- Operating profit margin was 5%



### **4Q14 Consolidated Income Statement**

(Amounts in thousand New Taiwan Dollars except Earnings Per Share)	4Q14		3Q14		4Q13		QoQ	YoY
Net sales	1,126,645	100%	1,395,830	100%	1,280,595	100%	-19%	-12%
Cost of goods sold	(685,726)		(798,154)		(667,492)		-14%	3%
Gross profits	440,919	39%	597,676	43%	613,103	48%	-26%	-28%
Operating expenses:								
Selling expenses	(85,182)		(104,663)		(84,610)		-19%	1%
Administrative expenses	(81,377)		(78,543)		(125,653)		4%	-35%
Research and development expenses	(272,407)		(291,762)		(333,193)		-7%	-18%
Total operating expenses	(438,966)		(474,968)		(543,456)		-8%	-19%
Operating income	1,953	0%	122,708	9%	69,647	5%	-98%	-97%
Non-operating income and gain (expense & loss)	34,982		11,432		26,054		206%	34%
Income before income tax	36,935		134,140		95,701		-72%	-61%
Income tax(expense)benefit	(964)		(21,890)		(29,406)		-96%	-97%
Net income	35,971		112,250		66,295		-68%	-46%
Earnings Per Share (in New Taiwan Dollars)	0.12		0.38	-	0.23			

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#### **2014 Consolidated Income Statement**

(Amounts in thousand New Taiwan Dollars)	2014		2013		ΥοΥ
Net sales	4,647,395	100%	4,155,584	100%	12%
Cost of goods sold	(2,584,996)		(2,277,375)		14%
Gross profits	2,062,399	44%	1,878,209	45%	10%
Operating expenses					
Selling expenses	(357,865)		(258,312)		39%
Administrative expenses	(322,290)		(403,229)		-20%
Research and development expenses	(1,143,803)		(1,196,463)		-4%
Total operating expenses	(1,823,958)		(1,858,004)		-2%
Operating income	238,441	5%	20,205	0%	1080%
Non-operating income and gain(expense & loss)	74,215		983,449		-92%
Income before income tax	312,656		1,003,654		-69%
Income tax(expense)benefit	(48,006)		(112,866)		-57%
Net income	264,650		890,788		-70%
Earnings Per Share (in New Taiwan Dollars)	0.90		3.05		

#### **4Q14 Consolidated Balance Sheet**

(Amounts in thousand New Taiwan Dollars except Key Indices)			
Selected Items from Balance Sheet	Dec 31, 2014	Sep 30, 2014	Dec 31, 2013
Cash & financial asset current	4,116,446	4,012,647	4,716,636
Notes and accounts receivable	164,134	284,069	593,461
Inventory (net)	512,045	509,343	386,480
Other current asset	565,701	644,616	109,552
Total current asset	5,358,326	5,450,675	5,806,129
Funds and Investments	95,621	48,070	58,248
Net PP&E	685,008	685,093	702,819
Intangible assets	548,425	477,099	555,299
Other assets	153,185	152,009	116,283
Total assets	6,840,565	6,812,946	7,238,778
Notes & accounts payable	511,217	604,935	492,527
Other current liabilities	516,412	470,331	628,245
Other liabilities	38,915	35,734	23,331
Total liabilities	1,066,544	1,111,000	1,144,103
Total shareholders' equity	5,774,021	5,701,946	6,094,675
Key Indices			
A/R Turnover Days (net)	18	16	39
Inventory Turnover Days (net)	69	62	58
Current Ratio	5.2	5.1	5.2

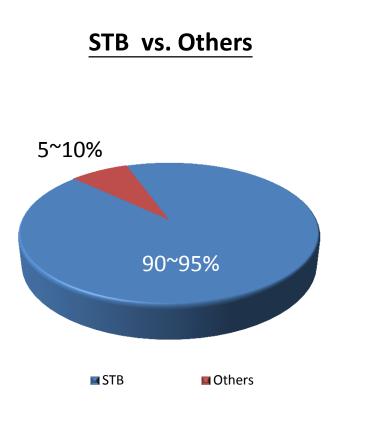
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#### **2014 Consolidated Balance Sheet**

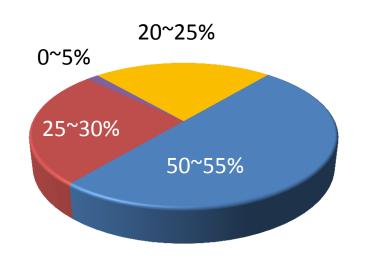
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Total shareholders' equity	5,774,021	6,094,675
Key Indices		
A/R Turnover Days (net)	30	53
Inventory Turnover Days (net)	63	71
Current Ratio	5.2	5.2

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#### 4Q14 Revenue Breakdown



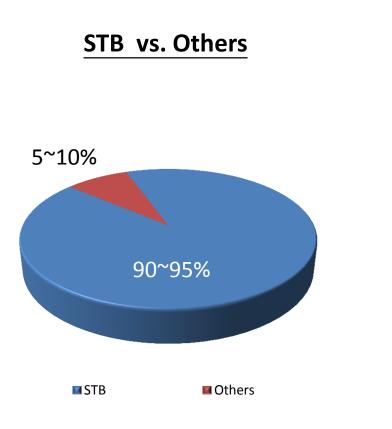
#### **STB by End Market**



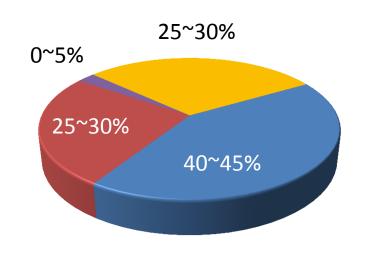
Retail HD (S+T) Retail SD (S+T) Retail IP STB Pay TV



#### 2014 Revenue Breakdown



#### STB by End Market



Retail HD (S+T) Retail SD (S+T) Retail IP STB Pay TV



## Thank you!





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