## ALi Corporation (3041 TT)

## 1Q14 Investor Conference

May 13 ${ }^{\text {th }}, 2014$

## 1Q14 Consolidated Quarterly Results

- 1Q14 revenue reached NT\$1,108 million, QoQ -13\%, YoY +29\%
- Gross profit margin was 50\%
- Operating profit margin was 6\%

NT\$ million


## 1Q14 Consolidated Income Statement

| (Amounts in thousand New Taiwan Dollars) | 1Q14 | 100\% | 4Q13 | 100\% | 1Q13 |  | QoQ | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 1,108,030 |  | 1,280,595 |  | 861,099 | 100\% | -13\% | 29\% |
| Cost of goods sold | $(558,453)$ | 50\% | $(667,492)$ | 48\% | $(473,059)$ |  | -16\% | 18\% |
| Gross profits | 549,577 |  | 613,103 |  | 388,040 | 45\% | -10\% | 42\% |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Selling expenses | $(87,385)$ | -43\% | $(84,610)$ | -42\% | $(72,188)$ | -53\% | 3\% | 21\% |
| Administrative expenses | $(89,030)$ |  | $(125,653)$ |  | $(77,999)$ |  | -29\% | 14\% |
| Research and development expenses | $(301,629)$ |  | $(333,193)$ |  | $(306,809)$ |  | -9\% | -2\% |
| Total operating expenses | $(478,044)$ |  | $(543,456)$ |  | $(456,996)$ |  | -12\% | 5\% |
| Operating income | 71,533 |  | 69,647 |  | $(68,956)$ |  | 3\% | N/a |
| Non-operating income and gain (expense \& loss) | 21,458 | 7\% | 26,054 | 5\% | 28,391 | -6\% | -18\% | -24\% |
| Income before income tax | 92,991 |  | 95,701 |  | $(40,565)$ |  | -3\% | N/a |
| Income tax(expense)benefit | $(10,242)$ |  | $(29,406)$ |  | $(7,662)$ |  | -65\% | 34\% |
| Net income | 82,749 |  | 66,295 |  | $(48,227)$ |  | 25\% | N/a |
| Earnings Per Share (in New Taiwan Dollars) | 0.28 |  | 0.23 |  | (0.16) |  |  |  |

## 1Q14 Consolidated Balance Sheet

| (Amounts in thousand New Taiwan Dollars except Key Indices) Selected Items from Balance Sheet | Mar 31, 2014 | Dec 31, 2013 | Mar 31, 2013 |
| :---: | :---: | :---: | :---: |
| Cash \& financial asset current | 4,903,258 | 4,716,636 | 3,625,331 |
| Notes and accounts receivable | 234,289 | 593,461 | 364,952 |
| Inventory (net) | 430,168 | 386,480 | 495,408 |
| Other current asset | 351,157 | 109,552 | 865,349 |
| Total current asset | 5,918,872 | 5,806,129 | 5,351,040 |
| Funds and Investments | 57,823 | 58,248 | 46,871 |
| Net PP\&E | 701,894 | 702,819 | 710,381 |
| Intangible assets | 529,083 | 555,299 | 612,668 |
| Other assets | 95,519 | 116,283 | 167,354 |
| Total assets | 7,303,191 | 7,238,778 | 6,888,314 |
| Notes \& accounts payable | 554,009 | 492,527 | 491,152 |
| Other current liabilities | 553,820 | 628,245 | 673,348 |
| Other liabilities | - | 23,331 | 34,114 |
| Total liabilities | 1,107,829 | 1,144,103 | 1,198,614 |
| Total shareholders' equity | 6,195,362 | 6,094,675 | 5,689,700 |
| Key Indices |  |  |  |
| A/R Turnover Days (net) | 34 | 39 | 51 |
| Inventory Turnover Days (net) | 66 | 58 | 95 |
| Current Ratio | 5.3 | 5.2 | 4.6 |

## 1Q14 Revenue Breakdown

STB vs. Others

## STB by End Market



## Thank you!



ALi.

