## ALi Corporation (3041 TT)

## 2 Q14 Investor Conference

Aug 14 ${ }^{\text {th }}, 2014$

## 2Q14 Consolidated Quarterly Results

- 2 Q14 revenue reached NT\$1,017 million, QoQ-8\%, YoY +6\%
- Gross profit margin was 47\%
- Operating profit margin was 4\%

NT\$ million


## 2Q14 Consolidated Income Statement

| (Amounts in thousand New Taiwan Dollars) | 2Q14 | 100\% | 1Q14 | 100\% | 2Q13 | 100\% | QoQ | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 1,016,890 |  | 1,108,030 |  | 955,183 |  | -8\% | 6\% |
| Cost of goods sold | $(542,663)$ |  | $(558,453)$ |  | $(519,202)$ |  | -3\% | 5\% |
| Gross profits | 474,227 | 47\% | 549,577 | 50\% | 435,981 | 46\% | -14\% | 9\% |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Selling expenses | $(80,635)$ |  | $(87,385)$ |  | $(38,651)$ |  | -8\% | 109\% |
| Administrative expenses | $(73,340)$ |  | $(89,030)$ |  | $(99,303)$ |  | -18\% | -26\% |
| Research and development expenses | $(278,005)$ |  | $(301,629)$ |  | $(265,858)$ |  | -8\% | 5\% |
| Total operating expenses | $(431,980)$ |  | $(478,044)$ |  | $(403,812)$ |  | -10\% | 7\% |
| Operating income | 42,247 | 4\% | 71,533 | 6\% | 32,169 | 3\% | -41\% | 31\% |
| Non-operating income and gain (expense \& loss) | 6,343 |  | 21,458 |  | 920,731 |  | -70\% | -99\% |
| Income before income tax | 48,590 |  | 92,991 |  | 952,900 |  | -48\% | -95\% |
| Income tax(expense)benefit | $(14,910)$ |  | $(10,242)$ |  | $(36,179)$ |  | 46\% | -59\% |
| Net income | 33,680 |  | 82,749 |  | 916,721 |  | -59\% | -96\% |
| Earnings Per Share (in New Taiwan Dollars) | 0.12 |  | 0.28 |  | 3.13 |  |  |  |

## 2 Q14 Consolidated Balance Sheet

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

Cash \& financial asset current
Notes and accounts receivable
Inventory (net)
Other current asset

## Total current asset

Funds and Investments
Net PP\&E
Intangible assets
Other assets
Total assets

Notes \& accounts payable
Other current liabilities
Other liabilities
Total liabilities
Total shareholders' equity

## Key Indices

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

| Jun 30, 2014 |
| ---: |
| $4,740,220$ |
| 193,296 |
| 560,753 |
| 332,856 |
| $5,827,125$ |
| 64,963 |
| 691,939 |
| 502,118 |
| 127,657 |
| $\mathbf{7 , 2 1 3 , 8 0 2}$ |
| 484,040 |
| $1,160,158$ |
| 20,352 |
| $\mathbf{1 , 6 6 4 , 5 5 0}$ |
|  |
| $5,549,252$ |


| Mar 31, 2014 | Jun 30, 2013 |
| :---: | :---: |
| 4,903,258 | 5,219,806 |
| 234,289 | 361,040 |
| 430,168 | 550,460 |
| 351,157 | 68,720 |
| 5,918,872 | 6,200,026 |
| 57,823 | 58,959 |
| 701,894 | 705,096 |
| 529,083 | 590,958 |
| 95,519 | 168,555 |
| 7,303,191 | 7,723,594 |
| 554,009 | 574,761 |
| 553,820 | 1,076,550 |
| - | 40,142 |
| 1,107,829 | 1,691,453 |
| 6,195,362 | 6,032,141 |
| 34 | 35 |
| 66 | 92 |
| 5.3 | 3.8 |

## 2Q14 Revenue Breakdown

## STB vs．Others

10～15\％

■STB
日 Others

## STB by End Market



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

## Thank you!



ALi.

