## ALi Corporation (3041 TT)

## 3Q14 Investor Conference

Nov 12 ${ }^{\text {th }}, 2014$

## 3Q14 Consolidated Quarterly Results

- 3Q14 revenue reached NT\$1,396 million, QoQ +37\%, YoY +32\%
- Gross profit margin was 43\%
- Operating profit margin was 9\%



## 3Q14 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)

| 3Q14 | 100\% | 2Q14 | 100\% | 3Q13 |  | QoQ | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,395,830 |  | 1,016,890 |  | 1,058,707 | 100\% | 37\% | 32\% |
| $(798,154)$ |  | $(542,663)$ |  | $(617,622)$ |  | 47\% | 29\% |
| 597,676 | 43\% | 474,227 | 47\% | 441,085 | 42\% | 26\% | 36\% |
| $(104,663)$ |  | $(80,635)$ |  | $(62,863)$ |  | 30\% | 66\% |
| $(78,543)$ |  | $(73,340)$ |  | $(100,274)$ |  | 7\% | -22\% |
| $(291,762)$ |  | $(278,005)$ |  | $(290,603)$ |  | 5\% | 0\% |
| $(474,968)$ |  | $(431,980)$ |  | $(453,740)$ |  | 10\% | 5\% |
| 122,708 | 9\% | 42,247 | 4\% | $(12,655)$ | -1\% | 190\% | N/a |
| 11,432 |  | 6,343 |  | 8,273 |  | 80\% | 38\% |
| 134,140 |  | 48,590 |  | $(4,382)$ |  | 176\% | N/a |
| $(21,890)$ |  | $(14,910)$ |  | $(39,619)$ |  | 47\% | -45\% |
| 112,250 |  | 33,680 |  | $(44,001)$ |  | 233\% | N/a |
| 0.38 |  | 0.12 |  | (0.15) |  |  |  |

## 3Q14 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

| Sep 30, 2014 |
| ---: |
| $4,012,647$ |
| 284,069 |
| 509,343 |
| 644,616 |
| $5,450,675$ |
| 48,070 |
| 685,093 |
| 477,099 |
| 152,009 |
| $6,812,946$ |
|  |
| 604,935 |
| 470,331 |
| 35,734 |
| $1,111,000$ |

Jun 30, 2014
4,740,220
193,296
560,753
332,856
5,827,125
64,963
691,939
502,118
127,657
7,213,802

484,040
1,160,158
20,352
1,664,550

5,549,252

Sep 30, 2013

4,438,280
494,568
458,841
55,585
5,447,274
59,202
700,554
574,236
152,119
6,933,385

456,522
439,030
38,217
933,769

5,999,616

## 3Q14 Revenue Breakdown



## Thank you!



ALi.

