## ALi Corporation (3041 TT)

3Q13 Investor Conference

Nov 11 ${ }^{\text {th }}, 2013$

## 3 Q13 Consolidated Quarterly Results

- 3Q13 revenue reached NT\$1,059 million, QoQ +11\%, YoY -13\%
- Gross profit margin was 42\%
- Operating profit margin was -1\%

NT\$ million


## 3Q13 Consolidated Income Statement

| (Amounts in thousand New Taiwan Dollars) | 3Q13 |  | 2Q13 |  | 3Q12 |  | QoQ | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 1,058,707 | 100\% | 955,183 | 100\% | 1,221,942 | 100\% | 11\% | -13\% |
| Cost of goods sold | $(617,622)$ |  | $(519,202)$ |  | $(648,046)$ |  | 19\% | -5\% |
| Gross profits | 441,085 | 42\% | 435,981 | 46\% | 573,896 | 47\% | 1\% | -23\% |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Selling expenses | $(62,863)$ |  | $(38,651)$ |  | $(69,462)$ |  | 63\% | -10\% |
| Administrative expenses | $(100,274)$ |  | $(99,303)$ |  | $(66,733)$ |  | 1\% | 50\% |
| Research and development expenses | $(290,603)$ |  | $(265,858)$ |  | $(226,246)$ |  | 9\% | 28\% |
| Total operating expenses | $(453,740)$ | -43\% | $(403,812)$ | -42\% | $(362,441)$ | -30\% | 12\% | 25\% |
| Operating income | $(12,655)$ | -1\% | 32,169 | 3\% | 211,455 | 17\% | N/a | N/a |
| Non-operating income and gain (expense \& loss) | 8,273 |  | 920,731 |  | 25,270 |  | -99\% | -67\% |
| Income before income tax | $(4,382)$ |  | 952,900 |  | 236,725 |  | N/a | N/a |
| Income tax(expense)benefit | $(39,619)$ |  | $(36,179)$ |  | $(48,393)$ |  | 10\% | -18\% |
| Net income | $(44,001)$ | -4\% | 916,721 | 96\% | 188,332 | 15\% | N/a | N/a |
| Earnings Per Share (in New Taiwan Dollars) | (0.15) |  | 3.13 |  | 0.64 |  |  |  |

## 3Q13 Consolidated Balance Sheet

| (Amounts in thousand New Taiwan Dollars except Key Indices) Selected Items from Balance Sheet | Sep 30, 2013 | Jun 30, 2013 | Sep 30, 2012 |
| :---: | :---: | :---: | :---: |
| Cash \& financial asset current | 4,438,280 | 5,219,806 | 3,942,245 |
| Notes and accounts receivable | 494,568 | 361,040 | 663,654 |
| Inventory (net) | 458,841 | 550,460 | 375,785 |
| Other current asset | 55,585 | 68,720 | 72,393 |
| Total current asset | 5,447,274 | 6,200,026 | 5,054,077 |
| Funds and Investments | 59,202 | 58,959 | 49,308 |
| Net PP\&E | 700,554 | 705,096 | 1,496,094 |
| Intangible assets | 574,236 | 590,958 | 101,039 |
| Other assets | 152,119 | 168,555 | 165,831 |
| Total assets | 6,933,385 | 7,723,594 | 6,866,349 |
| Notes \& accounts payable | 456,522 | 574,761 | 641,041 |
| Other current liabilities | 439,030 | 1,076,550 | 610,595 |
| Other liabilities | 38,217 | 40,142 | 7,755 |
| Total liabilities | 933,769 | 1,691,453 | 1,259,391 |
| Total shareholders' equity | 5,999,616 | 6,032,141 | 5,606,958 |
| Key Indices |  |  |  |
| A/R Turnover Days | 37 | 35 | 41 |
| Inventory Turnover Days | 93 | 108 | 52 |
| Current Ratio | 6.1 | 3.8 | 4.0 |

## 3Q13 Revenue Breakdown



## Thank you!

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