## ALi Corporation (3041 TT)

## 4Q13 Investor Conference

Mar 17 ${ }^{\text {th }}, 2014$

## 4Q13 Consolidated Quarterly Results

- 4 Q 13 revenue reached $\mathrm{NT} \$ 1,281$ million, $\mathrm{QoQ}+\mathbf{2 1 \%}, \mathrm{YoY}+8 \%$
- Gross profit margin was 48\%
- Operating profit margin was 5\%



## 2013 Consolidated Annual Results

- 2013 annual revenue reached NT\$4,156 million, YoY-19\%
- Gross profit margin was 45\%
- Operating profit margin was 0\%



## 4Q13 Consolidated Income Statement

| (Amounts in thousand New Taiwan Dollars) | 4Q13 | 100\% | 3Q13 | 100\% | 4Q12 | 100\% | $\frac{\text { QoQ }}{21 \%}$ | YoY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 1,280,595 |  | 1,058,707 |  | 1,184,085 |  |  | 8\% |
| Cost of goods sold | $(667,492)$ |  | $(617,622)$ |  | $(654,098)$ |  | 8\% | 2\% |
| Gross profits | 613,103 | 48\% | 441,085 | 42\% | 529,987 | 45\% | 39\% | 16\% |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Selling expenses | $(84,610)$ |  | $(62,863)$ |  | $(72,941)$ |  | 35\% | 16\% |
| Administrative expenses | $(125,653)$ |  | $(100,274)$ |  | $(65,801)$ |  | 25\% | 91\% |
| Research and development expenses | $(333,193)$ |  | $(290,603)$ |  | $(220,994)$ |  | 15\% | 51\% |
| Total operating expenses | $(543,456)$ | -42\% | $(453,740)$ | -43\% | $(359,736)$ | -30\% | 20\% | 51\% |
| Operating income | 69,647 |  | $(12,655)$ |  | 170,251 |  | N/a | -59\% |
| Non-operating income and gain (expense \& loss) | 26,054 |  | 8,273 |  | $(23,835)$ |  | 215\% | N/a |
| Income before income tax | 95,701 |  | $(4,382)$ |  | 146,416 |  | N/a | -35\% |
| Income tax(expense)benefit | $(29,406)$ |  | $(39,619)$ |  | $(45,897)$ |  | -26\% | -36\% |
| Net income | 66,295 | 5\% | $(44,001)$ | -4\% | 100,519 | 8\% | N/a | -34\% |
| Earnings Per Share (in New Taiwan Dollars) | 0.23 |  | (0.15) |  | 0.34 |  |  |  |

## 4Q13 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

Dec 31, 2013

4,716,636
593,461
386,480
109,552
5,806,129
58,248
702,819
555,299
116,283
7,238,778

492,527
628,245
23,331
1,144,103

6,094,675

Sep 30, 2013

| $4,438,280$ | $3,614,991$ |
| ---: | ---: |
| 494,568 | 603,040 |
| 458,841 | 503,524 |
| 55,585 | 70,121 |
| $5,447,274$ | $4,791,676$ |
| 59,202 | 47,939 |
| 700,554 | $1,510,778$ |
| 574,236 | 542,855 |
| 152,119 | 165,327 |
| $\mathbf{6 , 9 3 3}, 385$ | $\mathbf{7 , 0 5 8 , 5 7 5}$ |

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

5,999,616

Dec 31, 2012

3,614,991 603,040 503,524

70,121
,791,676
47,939

542,855

7,058,575

643,566
667,797
34,695
1,346,058

5,712,517
39
58
5.2

| 37 | 49 |
| :--- | :--- |
| 75 | 62 |

6.1
3.7

## 2013 Consolidated Income Statement

(Amounts in thousand New Taiwan Dollars)

## 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)

| 2013 | 100\% | 2012 |  | YoY |
| :---: | :---: | :---: | :---: | :---: |
| 4,155,584 |  | 5,122,588 | 100\% | -19\% |
| $(2,277,375)$ |  | $(2,699,563)$ |  | -16\% |
| 1,878,209 | 45\% | 2,423,025 | 47\% | -22\% |
| $(258,312)$ |  | $(299,442)$ |  | -14\% |
| $(403,229)$ |  | $(269,286)$ |  | 50\% |
| $(1,196,463)$ |  | $(921,277)$ |  | 30\% |
| $(1,858,004)$ | -45\% | $(1,490,005)$ | -29\% | 25\% |
| 20,205 |  | 933,020 |  | -98\% |
| 983,449 |  | 44,037 |  | 2133\% |
| 1,003,654 |  | 977,057 |  | 3\% |
| $(112,866)$ |  | $(209,840)$ |  | -46\% |
| 890,788 | 21\% | 767,217 | 15\% | 16\% |
| 3.05 |  | 2.62 |  |  |

## 2013 Consolidated Balance Sheet

| Dec 31, 2013 | Dec 31, 2012 |
| :---: | :---: |
| 4,716,636 | 3,614,991 |
| 593,461 | 603,040 |
| 386,480 | 503,524 |
| 109,552 | 70,121 |
| 5,806,129 | 4,791,676 |
| 58,248 | 47,939 |
| 702,819 | 1,510,778 |
| 555,299 | 542,855 |
| 116,283 | 165,327 |
| 7,238,778 | 7,058,575 |
| 492,527 | 643,566 |
| 628,245 | 667,797 |
| 23,331 | 34,695 |
| 1,144,103 | 1,346,058 |
| 6,094,675 | 5,712,517 |
| 53 | 41 |
| 71 | 46 |
| 5.2 | 3.7 |

## 4Q13 Revenue Breakdown



## 2013 Revenue Breakdown



## Thank you!



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