

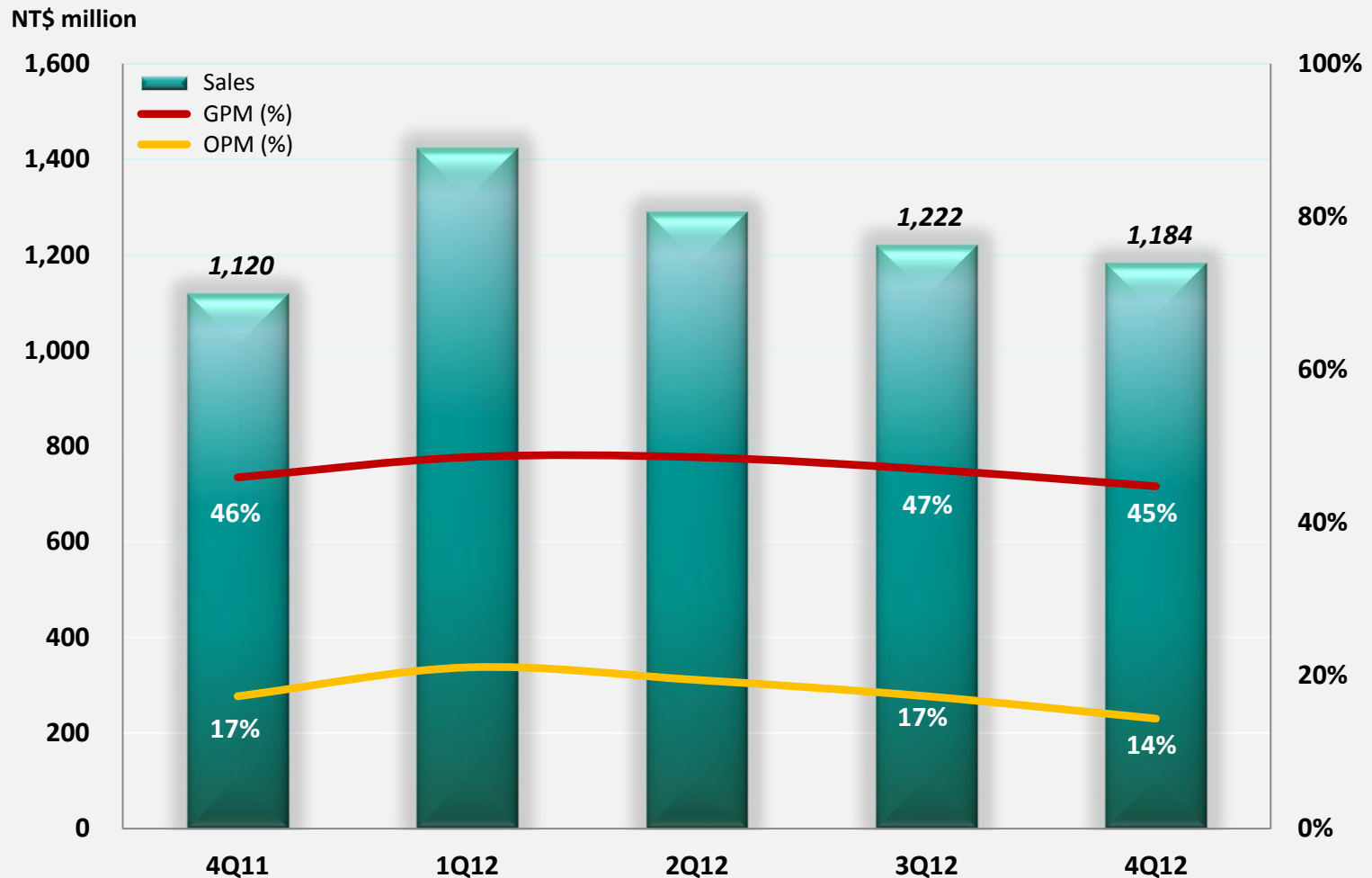
ALi Corporation (3041 TT)

4Q12 Investor Conference

Mar 29th, 2013

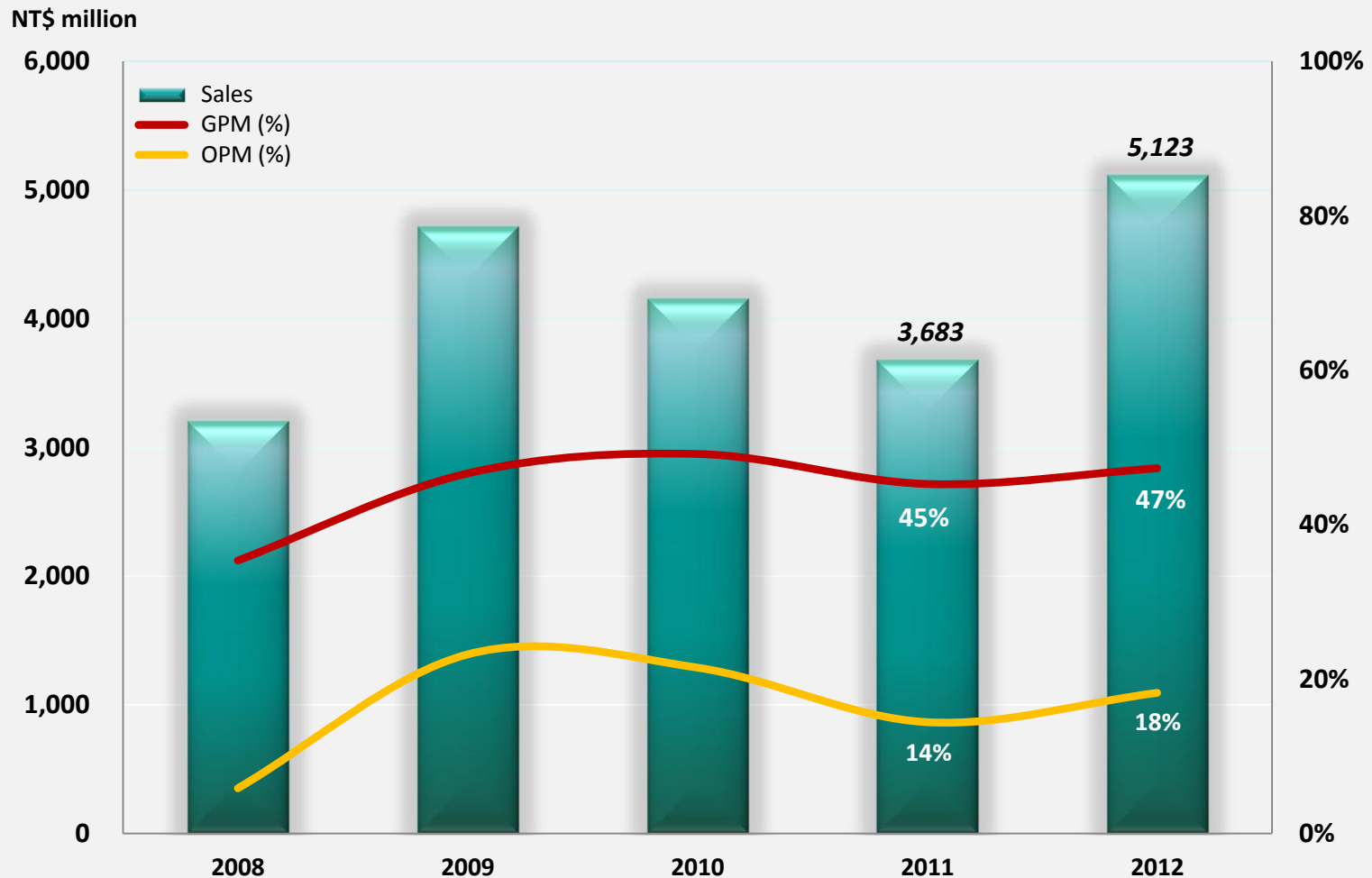
4Q12 Consolidated Quarterly Results

- 4Q12 revenue reached NT\$1,184 million, QoQ -3%, YoY+6%
- Gross profit margin was 45%
- Operating profit margin was 14%



2012 Consolidated Annual Results

- 2012 annual revenue reached NT\$5,123 million, YoY+39%
- Gross profit margin was 47%
- Operating profit margin was 18%



4Q12 Consolidated Income Statement

(Amounts in thousand New Taiwan Dollars)

	4Q12		3Q12		4Q11		QoQ	YoY
Gross sales	1,212,244		1,225,480		1,119,979		-1%	8%
Less : Sales returns and discounts	(28,159)		(3,538)		(44)			
Net sales	1,184,085	100%	1,221,942	100%	1,119,935	100%	-3%	6%
Cost of goods sold	(654,098)		(648,046)		(605,691)		1%	8%
Gross profits	529,987	45%	573,896	47%	514,244	46%	-8%	3%
Operating expenses								
Selling expenses	(72,941)		(69,462)		(68,331)		5%	7%
Administrative expenses	(65,801)		(66,733)		(61,588)		-1%	7%
Research and development expenses	(220,994)		(226,246)		(190,497)		-2%	16%
Total operating expenses	(359,736)	-30%	(362,441)	-30%	(320,416)	-29%	-1%	12%
Operating income	170,251		211,455		193,828		-19%	-12%
Non-operating income and gain(expense & loss)	(23,124)		26,009		27,968			
Income before income tax	147,127		237,464		221,796		-38%	-34%
Income tax(expense)benefit	(45,897)		(48,393)		(73,203)		-5%	-37%
Net income	101,230	9%	189,071	15%	148,593	13%	-46%	-32%
Earnings Per Share (in New Taiwan Dollars)	0.35		0.64		0.51			

4Q12 Consolidated Balance Sheet

(Amounts in thousand New Taiwan Dollars except Key Indices)

Selected Items from Balance Sheet:

	Dec 31, 2012	Sep 30, 2012	Dec 31, 2011
Cash & financial asset current	3,614,991	3,942,245	3,654,394
Notes and accounts receivable	603,040	663,654	558,802
Inventory (net)	503,524	375,785	176,481
Other current asset	80,468	101,604	361,799
Total current asset	4,802,023	5,083,288	4,751,476
Funds and Investments	47,939	49,308	21,144
Net PP&E	569,425	553,226	563,881
Intangible assets	542,855	101,039	138,307
Other assets	1,096,333	1,079,488	1,057,016
Total assets	7,058,575	6,866,349	6,531,824
Notes & accounts payable	643,566	641,041	471,751
Other current liabilities	667,797	610,595	594,298
Other liabilities	36,355	10,126	11,482
Total liabilities	1,347,718	1,261,762	1,077,531
Total shareholders' equity	5,710,857	5,604,587	5,454,293
Key Indices			
A/R Turnover Days	49	41	46
Inventory Turnover Days	67	52	43
Current Ratio	3.7	4.1	4.5

(Total outstanding shares were 297,526,071 shares as of Dec 31, 2012)

2012 Consolidated Income Statement

(Amounts in thousand New Taiwan Dollars)

	2012		2011		YoY
Gross sales	5,160,596		3,690,082		40%
Less : Sales returns and discounts	(38,008)		(6,900)		
Net sales	5,122,588	100%	3,683,182	100%	39%
Cost of goods sold	(2,699,563)		(2,015,925)		34%
Gross profits	2,423,025	47%	1,667,257	45%	45%
Operating expenses					
Selling expenses	(299,442)		(227,000)		32%
Administrative expenses	(269,286)		(215,105)		25%
Research and development expenses	(921,277)		(694,098)		33%
Total operating expenses	(1,490,005)	-29%	(1,136,203)	-31%	31%
Operating income	933,020		531,054		76%
Non-operating income and gain(expense & loss)	47,051		282,840		-83%
Income before income tax	980,071		813,894		20%
Income tax(expense)benefit	(209,840)		(149,123)		41%
Net income	770,231	15%	664,771	18%	16%
Earnings Per Share (in New Taiwan Dollars)	2.63		2.24		

2012 Consolidated Balance Sheet

(Amounts in thousand New Taiwan Dollars except Key Indices)

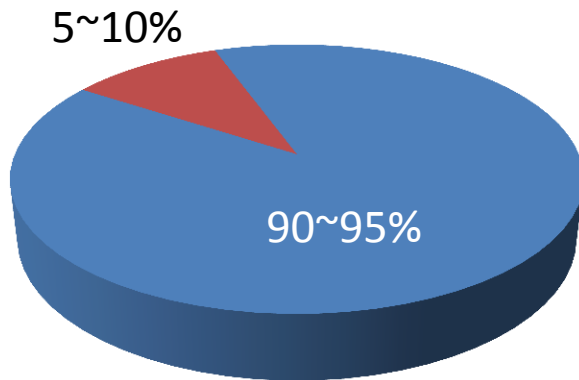
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Key Indices		
A/R Turnover Days	41	45
Inventory Turnover Days	52	51
Current Ratio	3.7	4.5

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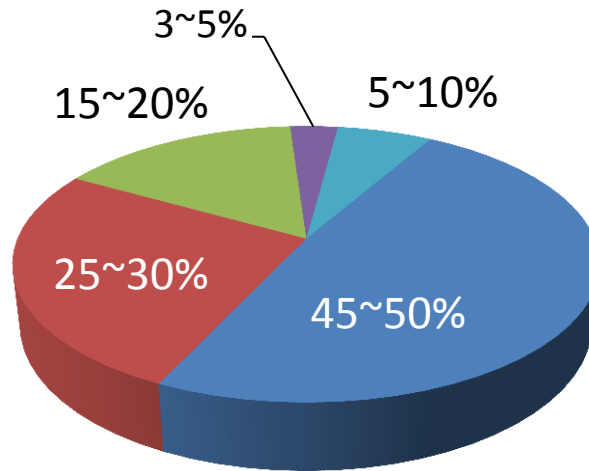
4Q12 Revenue Breakdown

STB v.s. Others



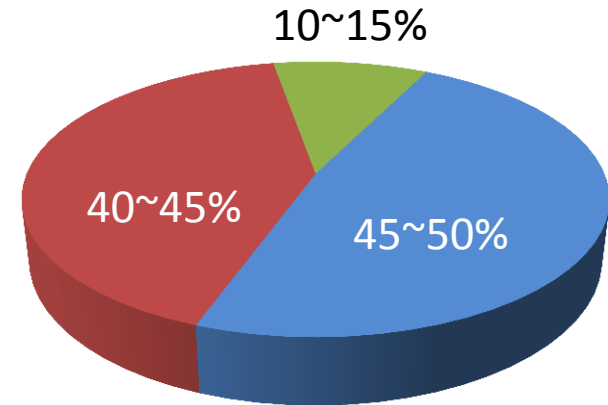
■ STB ■ Others

STB by End Market



■ Retail HD (S+T) ■ Retail SD Satellite
■ Retail SD Terrestrial ■ Retail IP STB (OTT)
■ Pay TV

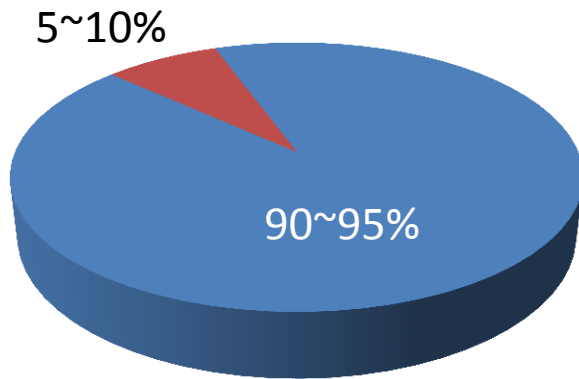
STB by Region



■ China ■ Emerging Market ■ Europe and US

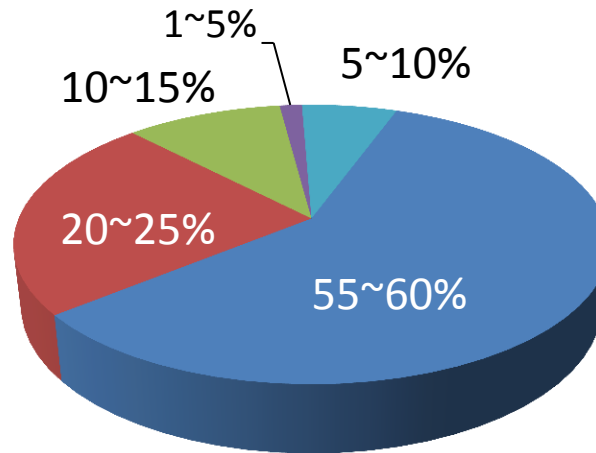
2012 Revenue Breakdown

STB v.s. Others



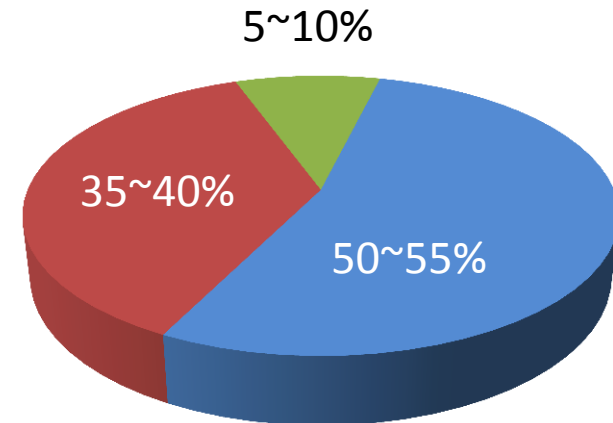
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Thank you!

