

ALi Corporation (3041 TT) 4Q13 Investor Conference

Mar 17th, 2014

ALi

4Q13 Consolidated Quarterly Results

- 4Q13 revenue reached NT\$1,281 million, QoQ +21%, YoY +8%
- Gross profit margin was 48%
- Operating profit margin was 5%



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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		3Q13		4Q12		QoQ	ΥοΥ
Net sales	1,280,595	100%	1,058,707	100%	1,184,085	100%	21%	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	Dec 31, 2013	Sep 30, 2013	Dec 31, 2012
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Cash & financial asset current	4,716,636	4,438,280	3,614,991
Notes and accounts receivable	593,461	494,568	603,040
Inventory (net)	386,480	458,841	503,524
Other current asset	109,552	55,585	70,121
Total current asset	5,806,129	5,447,274	4,791,676
Funds and Investments	58,248	59,202	47,939
Net PP&E	702,819	700,554	1,510,778
Intangible assets	555,299	574,236	542,855
Other assets	116,283	152,119	165,327
Total assets	7,238,778	6,933,385	7,058,575
Notes & accounts payable	492,527	456,522	643,566
Other current liabilities	628,245	439,030	667,797
Other liabilities	23,331	38,217	34,695
Total liabilities	1,144,103	933,769	1,346,058
Total shareholders' equity	6,094,675	5,999,616	5,712,517
Key Indices			
A/R Turnover Days (net)	39	37	49
Inventory Turnover Days (net)	58	75	62
Current Ratio	5.2	6.1	3.7

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2013 Consolidated Income Statement

(Amounts in thousand New Taiwan Dollars)	2013		2012		ΥοΥ
Net sales	4,155,584	100%	5,122,588	- 100%	-19%
Cost of goods sold	(2,277,375)		(2,699,563)		-16%
Gross profits	1,878,209	45%	2,423,025	47%	-22%
Operating expenses					
Selling expenses	(258,312)		(299,442)		-14%
Administrative expenses	(403,229)		(269,286)		50%
Research and development expenses	(1,196,463)		(921,277)		30%
Total operating expenses	(1,858,004)	-45%	(1,490,005)	-29%	25%
Operating income	20,205		933,020		-98%
Non-operating income and gain(expense & loss)	983,449		44,037		2133%
Income before income tax	1,003,654		977,057		3%
Income tax(expense)benefit	(112,866)		(209,840)		-46%
Net income	890,788	21%	767,217	15%	16%
Earnings Per Share (in New Taiwan Dollars)	3.05		2.62		

(The weighted average number of common shares outstanding was 292,526,071 for the year ended Dec 31, 2013)

2013 Consolidated Balance Sheet

(Amounts in thousand New Taiwan Dollars except Key Indices)	Dec 31, 2013	Dec 31, 2012
Selected Items from Balance Sheet:		
Cash & financial asset current	4,716,636	3,614,991
Notes and accounts receivable	593,461	603,040
Inventory (net)	386,480	503,524
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Intangible assets	555,299	542,855
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Notes & accounts payable	492,527	643,566
Other current liabilities	628,245	667,797
Other liabilities	23,331	34,695
Total liabilities	1,144,103	1,346,058
Total shareholders' equity	6,094,675	5,712,517
Key Indices		
A/R Turnover Days (net)	53	41
Inventory Turnover Days (net)	71	46
Current Ratio	5.2	3.7

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4Q13 Revenue Breakdown



STB by End Market



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2013 Revenue Breakdown



STB by End Market



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Thank you!





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