ALi Corporation (3041 TT) 3Q17 Investor Conference

November 14th, 2017



3Q17 Consolidated Quarterly Results

- 3Q17 revenue reached NT\$857 million, QoQ -5%, YoY 8%
- Gross profit margin was 30%
- Operating profit margin was -17%



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3Q17 Consolidated Income Statement

| (Amounts in thousand New Taiwan Dollars except Earnings Per Share) | 3Q17 | | 2Q17 | | 3Q16 | | QoQ | YoY |
|---|--------------------|------|-------------------|------|-----------|------|------|------|
| Net sales | 857,074 | 100% | 899,706 | 100% | 790,877 | 100% | -5% | 8% |
| Cost of goods sold | (602,845) | | (644,630) | | (506,611) | | -6% | 19% |
| Gross profits | 254,229 | 30% | 255,076 | 28% | 284,266 | 36% | -0% | -11% |
| Operating expenses: | | | | | | | | |
| Selling expenses | (48 <i>,</i> 935) | | (51,970) | | (58,266) | | -6% | -16% |
| Administrative expenses | (73,230) | | (69 <i>,</i> 658) | | (64,537) | | 5% | 13% |
| Research and development expenses | (275 <i>,</i> 939) | | (276,882) | | (275,602) | | -0% | 0% |
| Total operating expenses | (398,104) | | (398,510) | | (398,405) | | -0% | -0% |
| Operating income | (143,875) | -17% | (143,434) | -16% | (114,139) | -14% | 0% | 26% |
| Non-operating income and gain (expense &loss) | 15,780 | | 23,572 | | 10,637 | | -33% | 48% |
| Income before income tax | (128,095) | | (119,862) | | (103,502) | | 7% | 24% |
| Income tax (expense) benefit | 22,581 | | 20,590 | | 20,337 | | 10% | 11% |
| Net income | (105,514) | | (99,272) | | (83,165) | | 6% | 27% |
| Earnings Per Share (in New Taiwan Dollars) | (0.36) | | (0.34) | _ | (0.28) | | | |

3Q17 Consolidated Balance Sheet

| (Amounts in thousand New Taiwan Dollars except Key Indices) | | | | |
|---|--------------|---------------|--------------|--|
| Selected Items from Balance Sheet | Sep 30, 2017 | June 30, 2017 | Sep 30, 2016 | |
| | | | | |
| Cash, cash equivalents and investments | | | | |
| in marketable financial instruments | 2,979,478 | 3,282,926 | 3,575,810 | |
| Notes and accounts receivable | 270,828 | 237,798 | 196,525 | |
| Inventory (net) | 686,987 | 582,756 | 597,177 | |
| Other current assets | 304,077 | 323,441 | 274,948 | |
| Total current assets | 4,241,370 | 4,426,921 | 4,644,460 | |
| Long-term Investments | 58,455 | 58,203 | 61,154 | |
| Net PP&E | 629,080 | 634,556 | 652,324 | |
| Intangible assets | 137,918 | 156,530 | 514,413 | |
| Other assets | 293,337 | 270,000 | 214,788 | |
| Total assets | 5,360,160 | 5,546,210 | 6,087,139 | |
| | | | | |
| Notes and accounts payable | 471,692 | 540,847 | 410,313 | |
| Other current liabilities | 327,897 | 358,654 | 392,977 | |
| Non-current liabilities | 12,990 | 13,154 | 21,275 | |
| Total liabilities | 812,579 | 912,655 | 824,565 | |
| | | | | |
| Total shareholders' equity | 4,547,581 | 4,633,555 | 5,262,574 | |
| | | | | |
| Key Indices | | | | |
| A/R Turnover Days (net) | 27 | 26 | 22 | |
| Inventory Turnover Days (net) | 97 | 83 | 109 | |
| Current Ratio | 5.3 | 4.9 | 5.8 | |
| | | | | |

Quarterly Revenue Breakdown





Thank You

