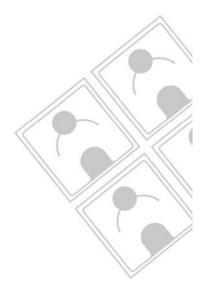
# EPISTAR 2448



### **Actualize LED Potential**



## **Safe Harbor Notice**

- This Presentation contains forward-looking statements that are based on current expectations and are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements.
- Although we believe the expectations reflected in such forward-looking statements are based upon reasonable assumptions, we can give no assurance that our expectations will be attained. These forward-looking statements speak only as of the date of this release. Epistar expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements, whether as a result of new information, future events, or otherwise.



# **Quick Glance at Epistar**

Founded : September 1996

Chairman: Dr. B. J. Lee

President : Dr. M. J. Jou

Paid-in Capital: NTD 10.9 Billions (~ US\$ 373 M)

#### **Products**:

AlGaInP LED EPI-wafers and chips

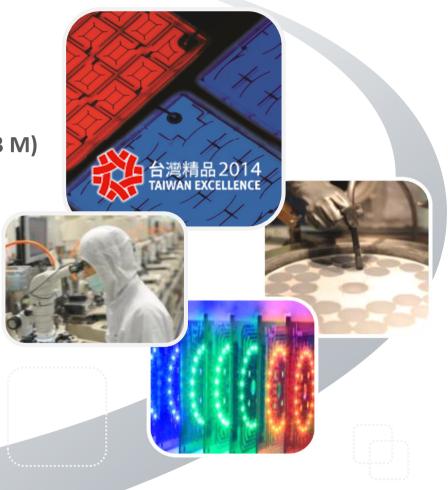
InGaN LED EPI-wafers and chips

UV / Infrared LED chips

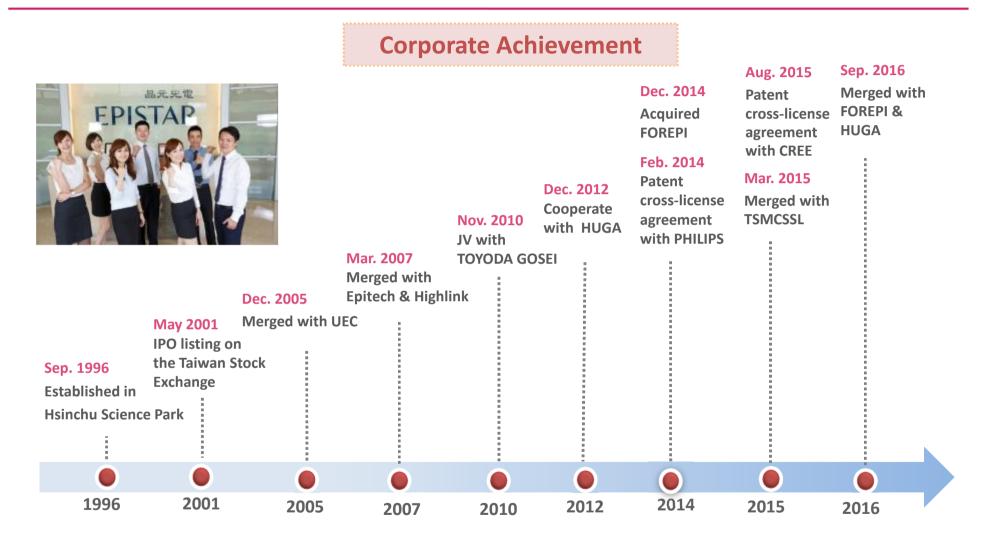
VCSEL Foundry Services

III-V solar cells

Employee: 4,011 staff (update: Feb., 2018)

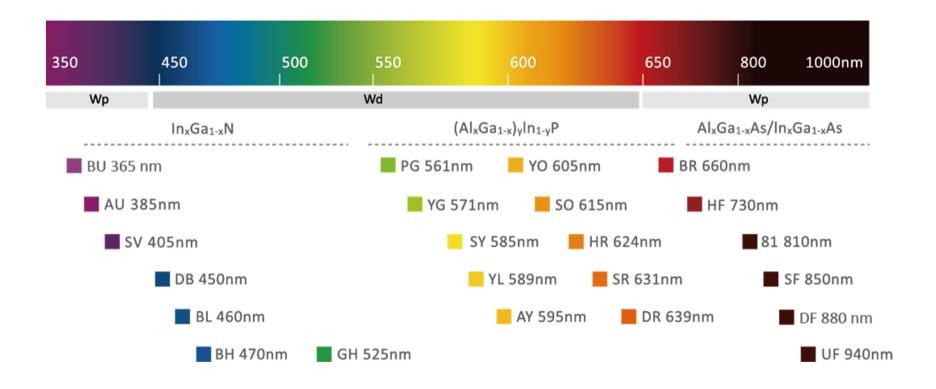


# **History & Milestones**





## **Full Spectrum Product Portfolio**





# **Chip Solutions for Various Applications**



Lamp / PLCC / SMD HRAX12/BA14A/GA14A



Lamp / PLCC M10J, V13,F28B,F45G PN12D,PN14D, PX42C



Side View / PLCC F08C, F08H, F09Q, F26K F30C, PE38E, PE42C



PLCC / Emitter / COB KE08D, F09F, F38A, F45G FA20B, FD17A, PX42B, PX42C



Chip LED / Side View PLCC / Flash LED PE26F, PE35B, PE38B PE45B



Sensor
SFPN10/SFPN14
DFPN10/DFPN14
UFPN10/UFPN14



Lamp / PLCC / SMD SFPN28/SFPN35/SFPN42D UFPN42A



Super Flux / SMD
BRPN20D/BRPN42D
HFPN20B/HFPN42B

## Superior R&D Capabilities

**EPISTAR LAB** 

EPISTAR LAB, established in 1996, has been focusing on developing and perfecting the mass production of LED chips to popularize all kinds of LED applications. Today the LED technologies and innovations are further enhanced by our dedicated research center- the EPISTAR LAB.

Over 3,700 patents are filed because of over 200 R&D engineers' contribution in EPISTAR LAB.

#### EPISTAR LAB

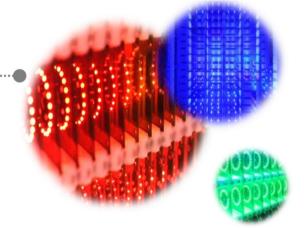
						- //		
	Taiwan	USA	China	Europe	Japan	Korea	Others	Total
Issued	1,208	1,245	760	137	246	162	27	3,785
Pending	246	222	236	90	51	50	54	949
Total	1,454	1,467	996	227	297	212	81	4,734

Update: Feb., 2018



# **Core Strengths**

- Full Spectrum Product Lineup
  - Expertise in LED Wafer & Chip Technology Development
- Time -to -Market & Time -to-Volume Solutions
  - **Excellent Design Ability with Complete IP Portfolio**
  - Cost effective Manufacturing Ability





## **Corporate Social Responsibility**



#### Our Key Focuses are:

- 1. Corporate Operations and Management
- 2. Environmental Sustainability (Green Productions and Products)
- 3. Employee Relationship Management (Employee Relations, Safety, Training, Responsibility, Health)
- 4. Supply Chain Management
- 5. Social Charitable Activities

Epistar's Corporate Social Responsibility Report is issued on June 30<sup>th</sup> every year. Please visit our website for more information. www.epistar.com

## **Balance Sheets**

(In NT billions excepted otherwise noted)	2017.12.31		2017.09.30		2016.12.31	
Selected Items from Balance Sheets	Amount	%	Amount	%	Amount	%
Cash & Marketable Securities	7.2	10.7%	5.8	8.6%	6.7	9.7%
Accounts Receivable	11.3	16.9%	12.8	18.9%	10.5	15.2%
Inventory	4.8	7.2%	4.7	7.0%	4.4	6.4%
Long-Term Investment	2.8	4.2%	2.8	4.1%	2.7	3.9%
Net PP&E	24.3	36.3%	25.0	37.0%	27.3	39.5%
Total Assets	67.0	100.0%	67.6	100.0%	69.1	100.0%
Current Liabilities	9.7	14.5%	10.1	14.9%	10.2	14.8%
Long-Term Interest-bearing Debt	2.1	3.1%	3.0	4.4%	5.7	8.2%
Total Liabilities	14.0	20.9%	15.3	22.6%	18.1	26.2%
Total Shareholders' Equity	53.0	79.1%	52.3	77.4%	51.0	73.8%



# 2017 4Q Income QoQ Comparison

	4Q 2017		3Q 2017		QoQ	
(In NT millions except otherwise noted)	Amount	%	Amount	%	Amount	%
Sales revenue	5,937	100.0	6,958	100.0	(1,021)	(14.7)
Gross profit	1,284	21.6	1,658	23.8	(374)	(22.6)
Operating expenses	(921)	(15.5)	(864)	(12.4)	57	6.6
Net other income and expenses	54	0.9	57	0.8	(3)	(5.3)
Operating Profit	417	7.0	851	12.2	(434)	(51.0)
Net currency exchange (loss)gains	(79)	(1.3)	86	1.2	165	191.9
Interest expense	(88)	(1.5)	(48)	(0.7)	40	83.0
Other net non-operating income and expenses	(12)	(0.2)	84	1.2	96	114.3
Profit (loss) before income tax	238	4.0	973	14.0	(735)	(75.5)
Profit (loss) for the period	363	6.1	812	11.7	(449)	(55.3)
EPS(NT\$)	0.37		0.75		(0.38)	(50.8)



# 2017 1Q~4Q Income YoY Comparison

	2017Y		2016Y		YoY	
(In NT millions except otherwise noted)	Amount	%	Amount	%	Amount	%
Sales revenue	25,271	100.0	25,539	100.0	(268)	(1.0)
Gross profit	5,461	21.6	1,916	7.5	3,545	185.0
Operating expenses	(3,368)	(13.3)	(3,428)	(13.4)	(60)	(1.8)
Net other income and expenses	214	0.8	256	1.0	(42)	(16.4)
Operating profit (loss)	2,307	9.1	(1,256)	(4.9)	3,563	283.7
Net currency exchange (loss)gains	(447)	(1.8)	(379)	(1.5)	68	17.9
Interest expense	(234)	(0.9)	(392)	(1.5)	(158)	(40.3)
Other net non-operating income and expenses	298	1.2	(1,728)	(6.8)	2,026	117.2
Profit (loss) before income tax	1,924	7.6	(3,755)	(14.7)	5,679	151.2
Profit (loss) for the period	1,686	6.7	(4,013)	(15.7)	5,699	142.0
EPS(NT\$)	1.55		(3.33)		4.88	146.5



## We Actualize LED Potential

