

## **3Q11 Investor Conference**

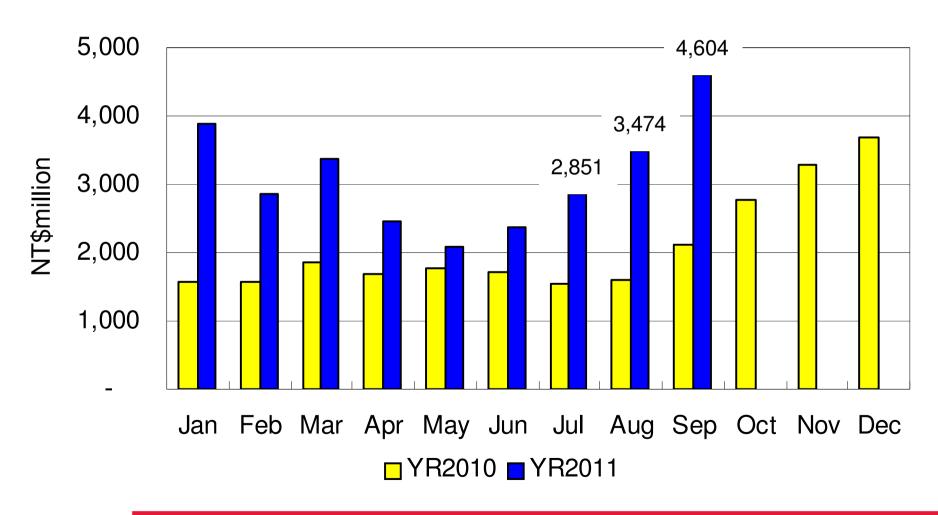
2011/10/24

#### Safe Harbor Statement

Statements in this presentation that are not strictly historical, including the statements regarding the market, economy, the Company's ePaper, LCD and other business, the Company's future product launches, the Company's positioning and expectations for 2011 and future periods, and any other statements regarding events or developments that we believe or anticipate will or may occur in the future, may be "forward-looking" statements within the meaning of thesecurities laws in Taiwan. There are a number of important factors that could cause actual events to differ materially from those suggested or indicated by such forward-looking statements and you should not place undue reliance on any such forward-looking statements. These factors include, among other things, the uncertainty in the economy, contractions or growth rates and cyclicality of markets we serve, competition, our ability to develop and successfully market new products and technologies and expand into new markets, our ability to successfully identify, consummate and integrate appropriate acquisitions, contingent liabilities relating to acquisitions, risks relating to potential impairment of goodwill and other long-lived assets, currency exchange rates, our compliance with applicable laws and regulations and changes in applicable laws and regulations, tax audits and changes in our tax rate and income tax liabilities, litigation and other contingent liabilities including intellectual property and environmental matters, risks relating to product defects and recalls, the impact of our debt obligations on our operations, raw material costs, our ability to adjust purchases and manufacturing capacity to reflect market conditions, legislative reforms and other changes in industry, labor matters, our relationships with and the performance of our customers and partners, risks relating to man-made and natural disasters, our ability to achieve projected cost reductions and growth, and international economic, political, legal and business factors. These forward-looking statements speak only as of the date of this presentation and the Company does not assume any obligation to update or revise any forward-looking statement, whether as a result of new information, future events and developments or otherwise.



### **Monthly Sales Trend**





## 3Q11 Consolidated Financial (unaudited)

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(NT\$Million)	1Q11		2Q11		3Q11		YTD	
Net Sales	10,086	100.0%	6,926	100.0%	10,929	100.0%	27,941	100.0%
Gross Profit	2,913	28.9%	2,251	32.5%	3,869	35.4%	9,033	32.3%
Operating Expense	1,058	10.5%	1,124	16.2%	1,368	12.5%	3,550	12.7%
R&D Expense	398	3.9%	379	5.5%	419	3.8%	1,196	4.3%
Operating Profit	1,855	18.4%	1,126	16.3%	2,501	22.9%	5,483	19.6%
Non-op items	12	0.1%	121	1.7%	16	0.1%	149	0.5%
Pre-tax Income(Loss)	1,867	18.5%	1,247	18.0%	2,517	23.0%	5,631	20.2%
Tax	200	2.0%	(8)	-0.1%	368	3.4%	559	2.0%
Net Income	1,668	16.5%	1,255	18.1%	2,149	19.7%	5,072	18.2%
E Ink Net income	1,677	16.6%	1,325	19.1%	2,247	20.6%	5,249	18.8%
EPS	1.56		1.22		2.08		4.86	



#### **3Q11 Results**

- 3Q11 consolidated sales were NT\$10.93 billion, up 58% QoQ / 107% YoY; 2011
  YTD consolidated sales were NT\$27.94 billion, up 81% YoY
- EPD had entered its high season in 3Q11 with significant growth in shipment, in-line with our forecast; however, FFS represented a lower percentage of consolidated sales in 3Q11 because customers' new products were scheduled to be shipped in a later time
- 3Q11's GPM was 35.4%, up from last quarter because of the overall cost down and the EPD's higher percentage in the product mix; 2011 YTD GPM was 32.3%, better than expectation
- 3Q11's OPM was 22.9%, 2011 YTD OPM was 19.6%, both up from the same period last year
- 3Q11's EPS was NT\$2.08, up 215% YoY; 2011 YTD EPS was NT\$4.86, up 142% YoY
- E Ink Triton™ display has been recognized by the Wall Street Journal as a 2011 Technology Innovation Award winner



# **Thank You**

