COMPANY CONFIDENTIAL



**2017 Q1 Results Conference** 

5/25/2017

## Safe Harbor Statement

Statements in this presentation that are not strictly historical, including the statements regarding the market, economy, the Company's e Paper, LCD and other business, the Company's future product launches, the Company's positioning and expectations for 2017 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 the securities 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.



## **Consolidated Income Statement Summary**

NTD, Million	17Q1	16Q4	QoQ	16Q1	YoY
Net Sales	3,218	3,474	(7.37%)	2,503	28.57%
Gross Profit	1,246	1,285	(3.04%)	738	68.83%
Operating Expense	1,201	1,332	(9.83 %)	1,233	(2.60%)
R&D Expense	450	487	(7.60%)	432	4.17%
Operating Profit (Loss)	45	(48)		(495)	
Non-Op Items	121	963	(87.44%)	328	(63.11%)
Pre-Tax Income	166	915	(81.86%)	(166)	
Tax Expense (Benefit)	(29)	(11)		(71)	
Income from Continuing Operations	137	904	(84.85%)	(237)	
Discontinued Operations	17	36	(52.78%)	(26)	
E Ink Net Income	157	891	(82.38%)	(272)	
Minority Interest	(3)	49		9	
EPS ( after-tax)*	0.14		(82.28%)	(0.24)	
Continuing Operations	0.13	0.76	(82.89%)	(0.22)	



## Selected Items from Balance Sheet

NTD, Million	17Q1	16Q4	16Q1
Selected Asset Items			
Cash	8,047	8,565	7,798
Inventory ( Net)	1,581	1,461	1,645
Fixed Assets	4,954	5,320	6,094
Intangible Assets	8,918	9,178	9,393
Other Assets	10,026	8,890	8,502
Total Assets	33,526	33,414	33,432
Selected Liability Items			
Short-Term Debt	635	581	2,446
Long-Term Debt	162	171	299
Total Liabilities	6,921	6,324	7,184
Capital	11,405	11,405	11,405
Total Equity	26,605	27,089	26,248



## **Consolidated Cash Flow Summary**

NTD, Million	17Q1	16Q4	16Q1
Cash Flow from Operations	387	1,703	858
Cash Flow from Investing	(849)	(60)	190
Cash Flow from Financing	86	(174)	241
Effect of Exchange Rate Change	(142)	54	(73)
Net Increase in Cash	(518)	1,523	1,216
Cash at Quarter End	8,047	8,565	7,798
Depreciation & Amortization	300	314	339
Capital Expenditure	66	77	69
Free Cash Flow*	321	1,626	789

<sup>\*</sup>Free Cash Flow: Cash Flow from Operations – Capital Expenditure



