

iEi GROUP
威強電集團



2014 1H Financial Results

Investors Meeting

2014/09/30



Disclaimer

- IEI Integration's statements of its current expectations are forward-looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.
- Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.

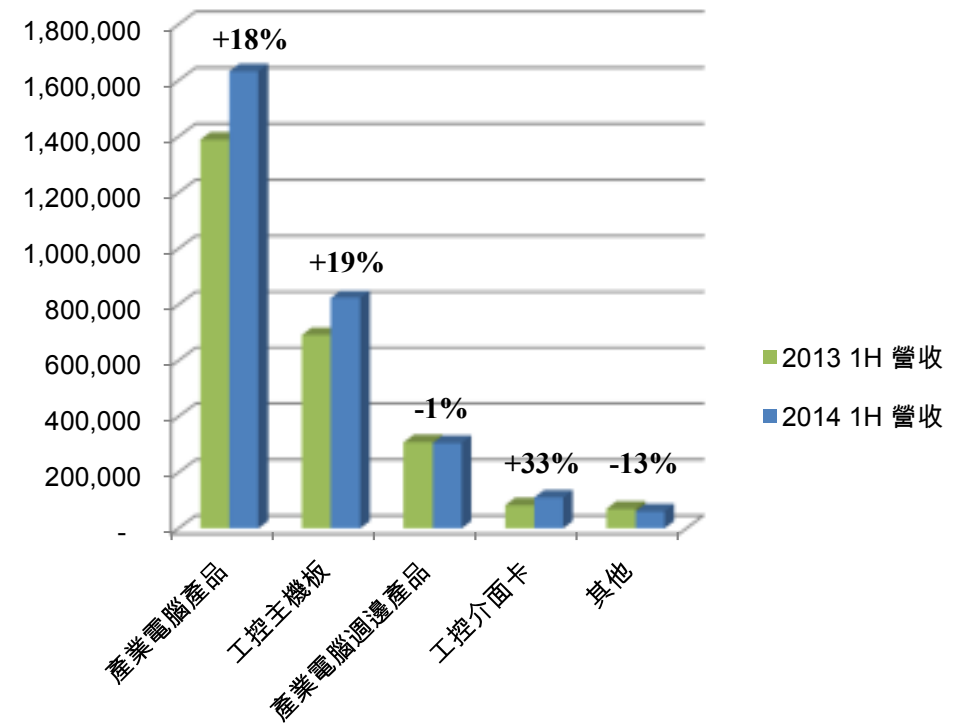
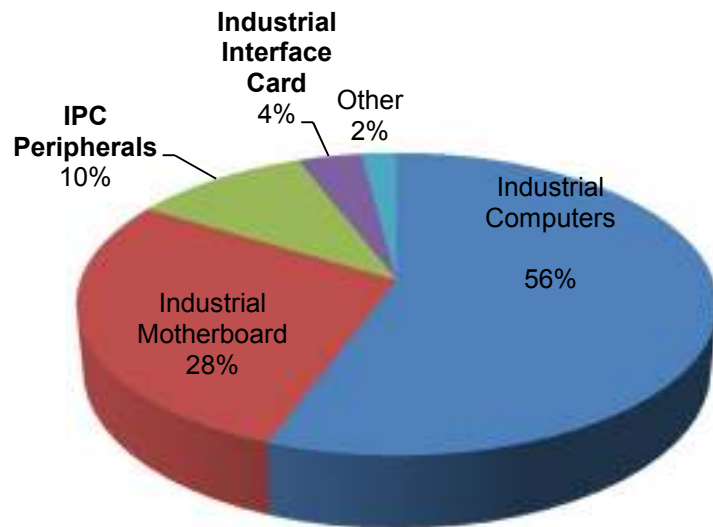
2014 1H Financial Result-Consolidated

Amounts in NTD thousands

Income Statement	2013		2014		1H	QoQ	YoY
	1H	2H	1Q	2Q			
Net Sales	2,543,653	2,346,763	1,253,857	1,680,736	2,934,593	34%	15%
Gross Profit (realized)	873,329	693,897	400,032	549,183	949,215	37%	9%
Gross Margin	34%	30%	32%	33%	32%	1%	-2%
Operating Expense	592,924	562,524	322,353	334,813	657,166	4%	11%
Operating Income	280,405	131,264	77,679	214,370	292,049	176%	4%
Operating Margin %	11%	6%	6%	13%	10%	7%	-1%
Non-operating Income	363,212	597,325	335,081	167,423	502,504	-50%	38%
Income Before Tax	643,617	728,589	412,760	381,793	794,553	-8%	23%
Net Income	510,240	605,628	372,000	317,689	689,689	-15%	35%
EPS(A/T)	1.65	1.97	1.20	1.03	2.23	-14%	35%

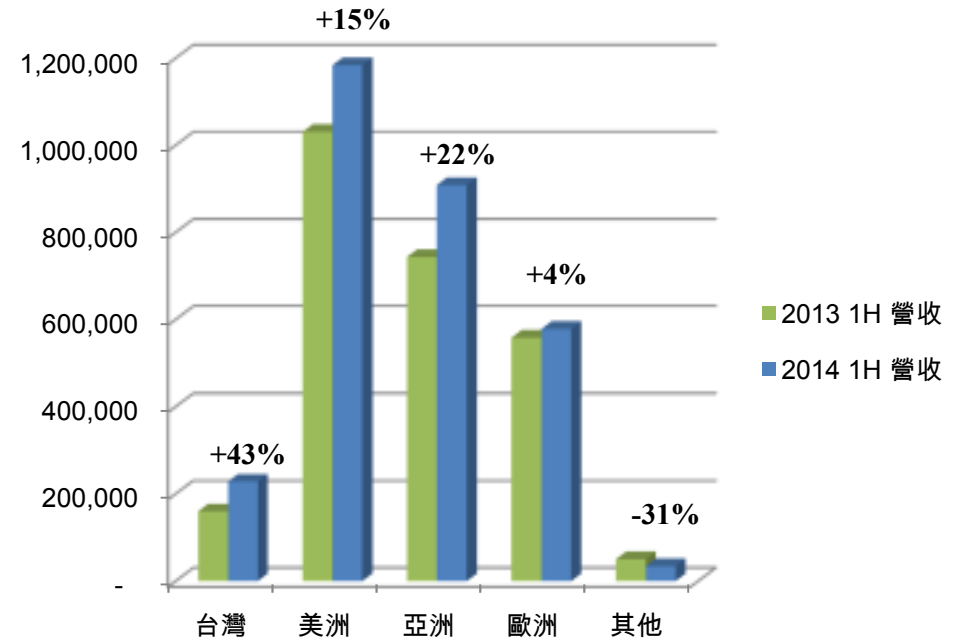
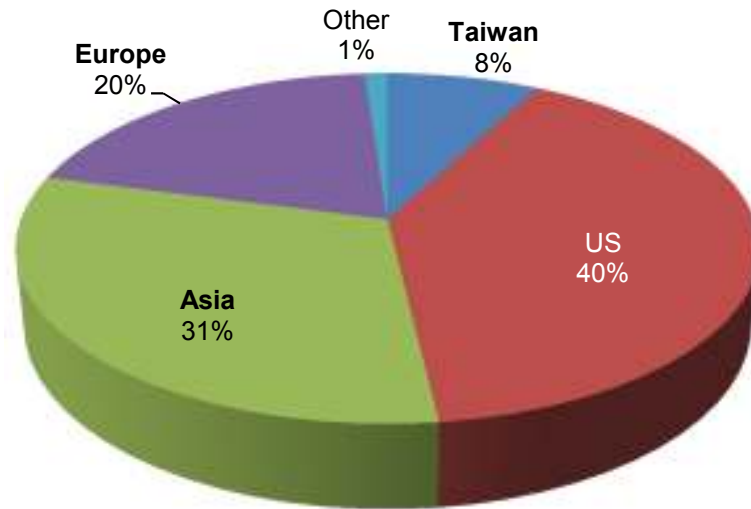
2014 1H Revenues by Product Lines-Consolidated

Amounts in NTD thousands



2014 1H Revenues by Markets-Consolidated

Amounts in NTD thousands





IEI Summary 2010~20141H

Amounts in NTD thousands

Income Statement	2010	2011	2012	2013	20141H
Net Sales	6,249,124	7,208,031	5,512,365	4,890,416	2,934,593
Gross Profit	1,811,666	2,095,783	1,849,700	1,567,226	949,215
Gross Margin	29%	29%	33%	32%	32%
Operating Expense	1,135,663	1,327,090	1,235,835	1,155,448	592,924
Operating Income	676,003	768,693	613,924	411,669	280,405
Other Net Income	309,697	797,852	471,444	960,537	502,504
Income Before Tax	985,700	1,566,545	1,085,368	1,372,206	794,553
Net Income	831,031	1,374,675	1,008,221	1,115,868	689,689
EPS(A/T)	3.9	6.07	3.26	3.62	2.23

*流通在外股數 309,731 仟股

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Working Capital-Consolidated

Amounts in NTD thousands

	2010	2011	2012	2013	20141H
Cash Position	1,919,773	3,154,034	2,096,167*	2,264,617*	4,958,830*
Account Receivable	704,441	561,981	695,943	830,385	825,636
DSO(Days)	33	32	42	57	51
Inventory	1,438,065	809,012	886,287	868,124	1,017,050
DOH(Days)	102	80	84	96	87
Account Payable	1,173,917	1,408,663	1,195,506	1,286,272	2,003,391
Days	85	92	130	175	151

*依據IFRS對現金及約當現金重分類



2014 IEI Group Focus: Internet of Things

IEI Group for IoT



Apps.

Consuming Data



Cloud

Mobile Data Collecting



Devices



提供建置物聯網(IoT)的軟硬體

應用層



IEI 各種應用裝置, 手持平板, 工業用PDA, 人機介面, 及多種各行業使用的多點觸控平板電腦

雲端運算



QNAP 各種混合雲的運算及儲存平台, 同時提供各種企業軟件方案及二次開發工具

通訊層



intel WIND RIVER 以 Quark 及 Moon Island 為軟硬體平台, 扮演Smart Gateway 負責遠端資料收集

感知層



各種資料讀取器及感測器, 例如條碼, RFID, 溫溼度, 燈光, 開關, 儀錶, 警報, 及位置座標等

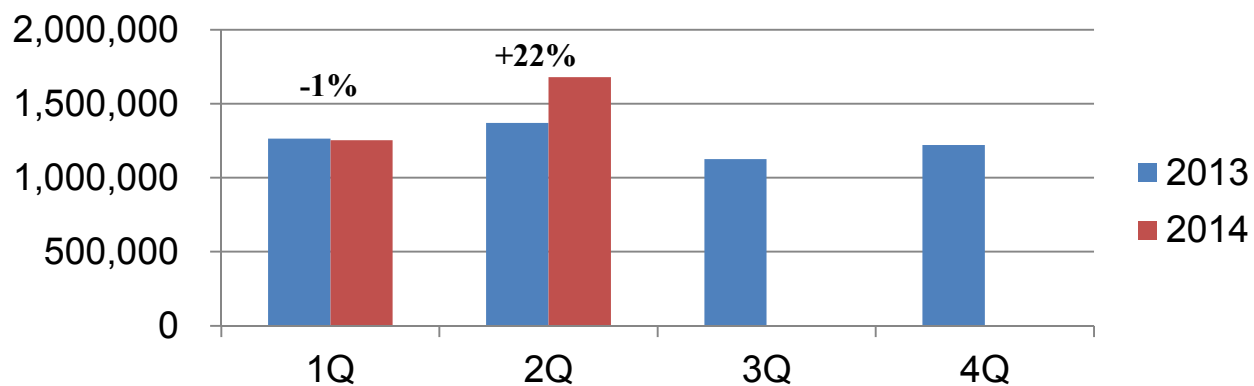
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IEI 2014/01~08 Revenue-Consolidated

Amounts in NTD thousands

2014 01	2014 02	2014 03	2014 1Q	2014 04	2014 05	2014 06	2014 2Q
468,744	333,766	449,883	1,252,393	567,833	570,662	539,972	1,678,467
2014 07	2014 08	2014 09	2014 3Q	2014 10	2014 11	2014 12	2014 4Q
594,326	744,983						



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