

ICP GROUP
威達電集團



2012 Financial Results and 2013 ICP UEMS Business Outlook

Investors Meeting

2013年04月10日

Disclaimer

- ICP'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.

ICP UEMS 2012 Summary

Amounts in NTD thousands

Income Statement	2011	2012	YoY	3Q12	4Q12	QoQ
Net Sales	5,163,165	3,813,523	-26%	1,101,633	930,744	-16%
Gross Profit	972,329	800,703	-18%	225,614	169,432	-25%
Gross Margin	19%	21%	11%	20%	18%	-10%
Operating Expense	581,369	428,755	-26%	115,375	94,898	-18%
Operating Income	390,960	371,948	-5%	110,239	74,534	-32%
Other Net Income	1,110,907	703,300	-37%	230,285	82,518	-64%
Income Before Tax	1,501,867	1,075,248	-28%	340,524	157,052	-54%
Net Income	1,374,675	1,015,104	-26%	312,221	156,048	-50%
EPS(A/T)	4.67	3.44	-26%	1.38	-0.35* (0.67)	

*原流通在外股數 226,909 仟股；2012/11/1 增資後股數為 294,982 仟股

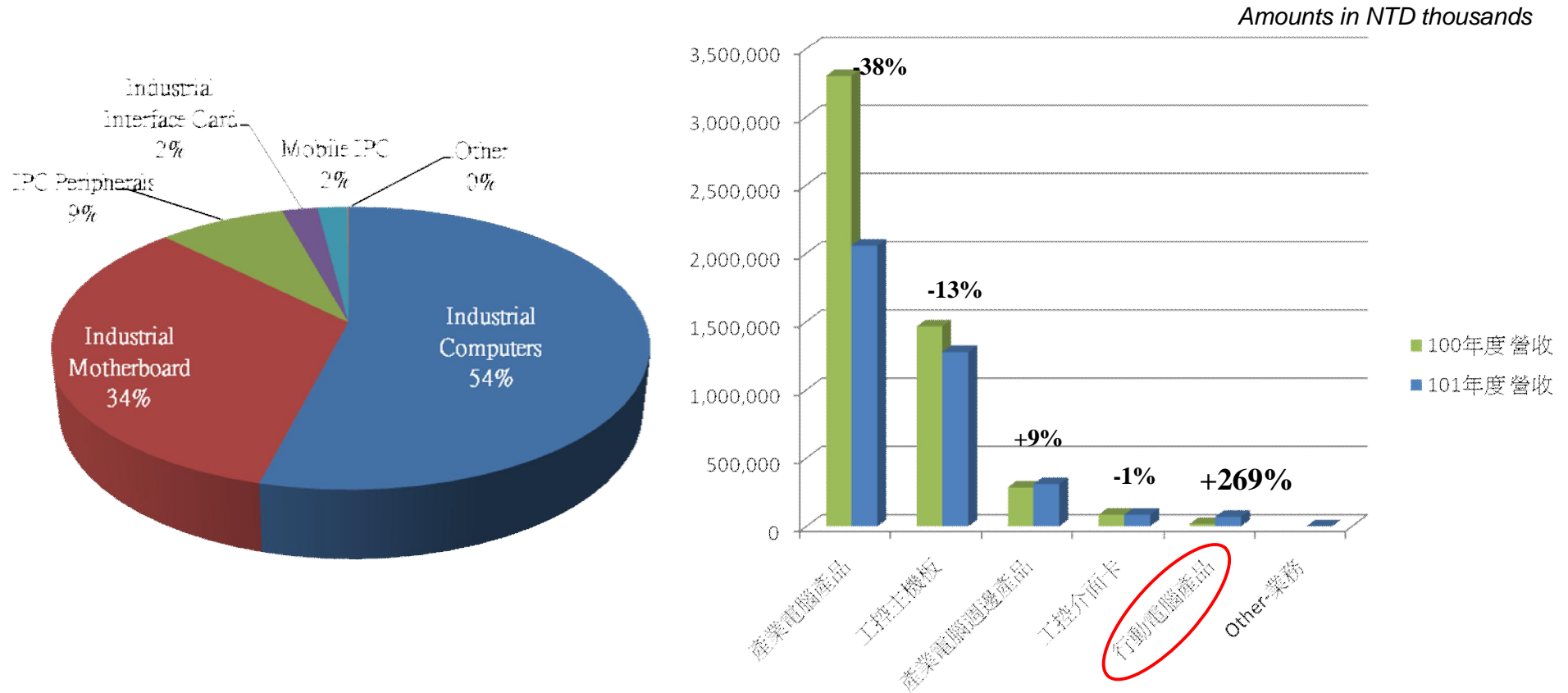
ICP UEMS 2012 Summary-Consolidated

Amounts in NTD thousands

Income Statement	2011	2012	YoY	3Q12	4Q12	QoQ
Net Sales	7,208,031	5,512,365	-24%	1,627,934	1,385,022	-15%
Gross Profit	2,095,783	1,849,759	-28%	517,789	431,725	-14%
Gross Margin	29%	33%	14%	32%	31%	-3%
Operating Expense	1,327,090	1,233,455	-7%	312,891	332,070	6%
Operating Income	768,693	616,304	-20%	204,898	99,612	-51%
Other Net Income	797,852	476,698	-40%	148,967	51,237	-66%
Income Before Tax	1,566,545	1,093,002	-30%	353,865	150,849	-57%
Net Income	1,374,675	1,015,104	-26%	312,221	156,048	-50%
EPS(A/T)	4.67	3.44	-26%	1.38	-0.35* (0.67)	

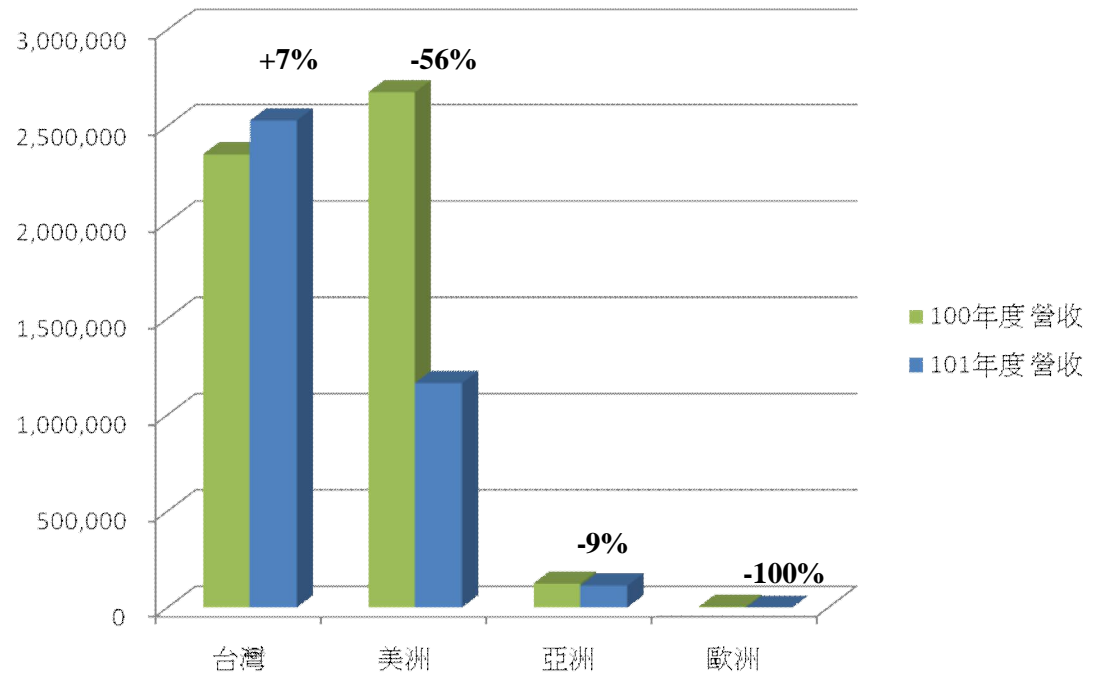
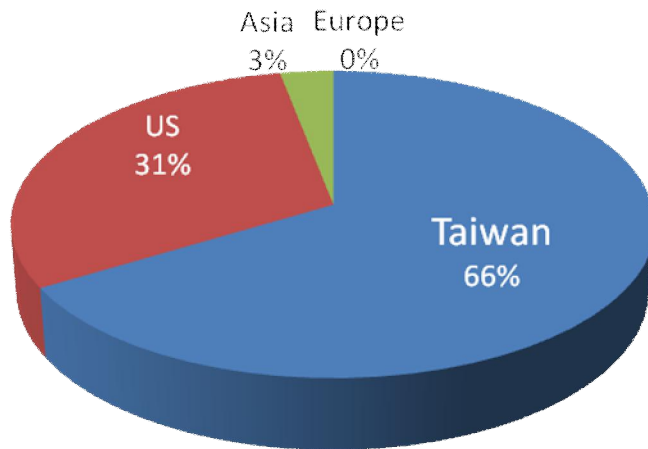
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2012 ICP Revenues by Product Lines

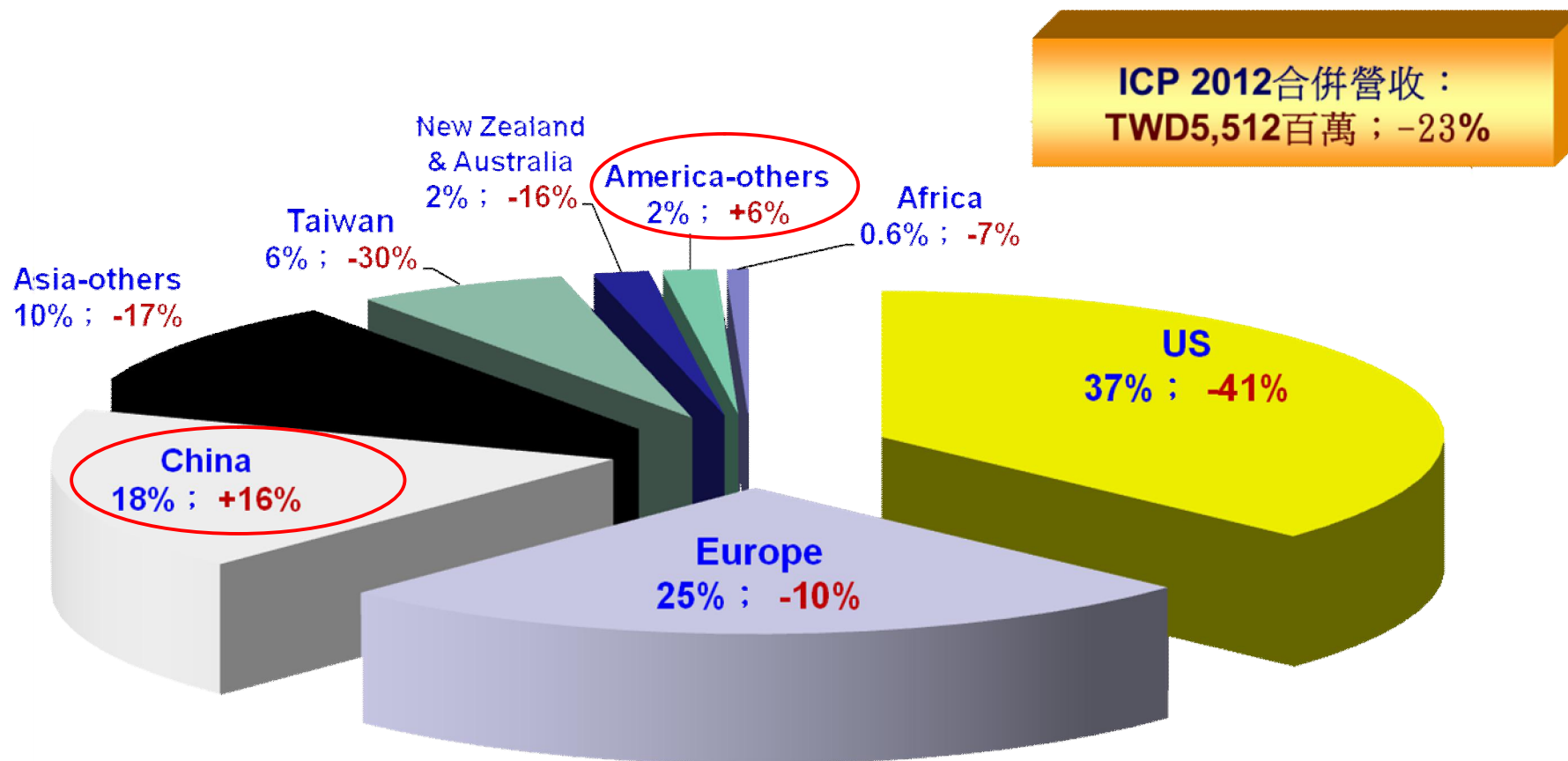


2012 ICP Revenues by Markets

Amounts in NTD thousands



2012 ICP Revenues by Markets— Consolidated



% 銷售百分比 ; +/-年增減率

ICP UEMS Summary 2009~2012

Amounts in NTD thousands

Income Statement	2009	2010	2011	2012
Net Sales	3,281,687	4,770,194	5,163,165	3,813,523
Gross Profit	659,282	783,324	972,329	800,703
Gross Margin	20%	16%	19%	21%
Operating Expense	530,853	551,963	581,369	428,755
Operating Income	128,429	231,361	390,960	371,948
Other Net Income	356,938	668,353	1,110,907	703,300
Income Before Tax	485,367	899,714	1,501,867	1,075,248
Net Income	400,875	831,031	1,374,675	1,015,104
EPS(A/T)	2.01	3.9	6.07	3.44

ICP UEMS Summary-Consolidated 2009~2012

Amounts in NTD thousands

Income Statement	2009	2010	2011	2012
Net Sales	4,570,850	6,249,124	7,208,031	5,512,365
Gross Profit	1,602,344	1,811,666	2,095,783	1,849,759
Gross Margin	35%	29%	29%	33%
Operating Expense	1,057,067	1,135,663	1,327,090	1,233,455
Operating Income	545,277	676,003	768,693	616,304
Other Net Income	-30,905	309,697	797,852	476,698
Income Before Tax	514,372	985,700	1,566,545	1,093,002
Net Income	397,499	831,031	1,374,675	1,015,104
EPS(A/T)	2.01	3.9	6.07	3.44

2012 Working Capital -Consolidated

Amounts in NTD thousands

	2010	2011	2012
Cash Position	1,919,773	3,154,034	4,123,646
Account Receivable	704,441	561,981	695,943
DSO(Days)	33	32	42
Inventory	1,438,065	809,012	886,287
DOH(Days)	102	80	84
Account Payable	1,173,917	1,408,663	1,195,506
Days	85	92	130

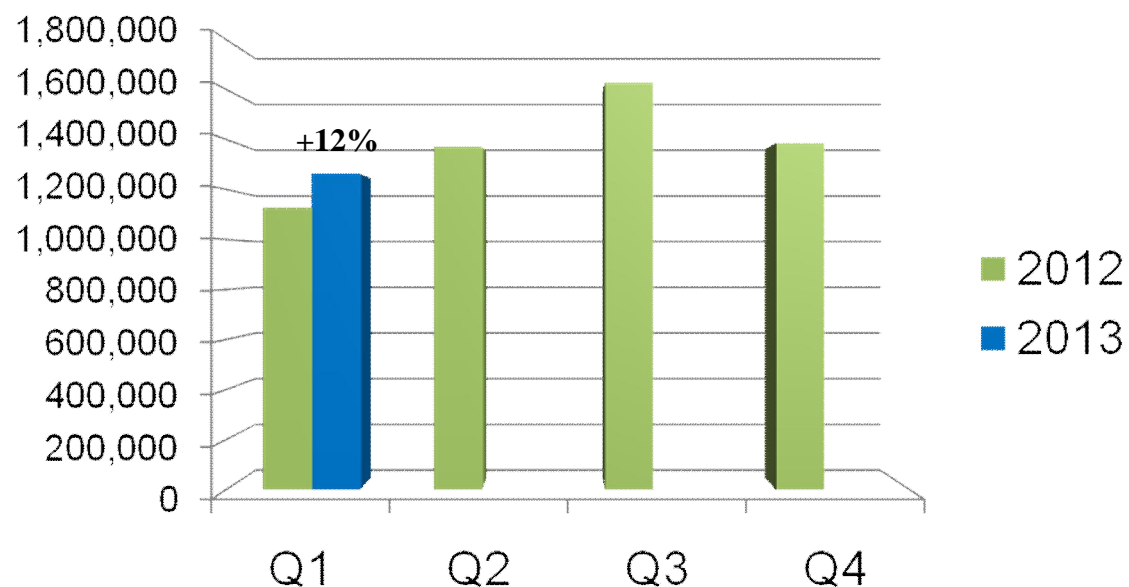
2012Q4 & 2013 ICP UEMS Business Outlook

- There are more and more UEMS potential customers from Europe during the recession period.
- Will continuously develop China market to keep 2 digits sales growth rate
- The rapid growth of “Internet of Things” applications will bring mobile IPC solutions to boom since 2013Q1
- Expect Cloud NAS to reach 100,000 units shipment per month since 2013

ICP UEMS 2013Q1 Revenue-Consolidated

Amounts in NTD thousands

2013/01	2013/02	2013/03	1Q13
445,293	316,611	501,451	1,263,355



ICP GROUP
威達電集團



<http://www.icpems.com>
stock@iei.com.tw