



2013 Financial Results and 2014 IEI Business Outlook

Investors Meeting

2014年04月16日



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.

IEI 2013 Summary

Amounts in NTD thousands

| Income Statement | 2012 | 2013 | YoY |
|-------------------------|----------------|----------------|------------|
| Net Sales | 3,813,523 | 3,234,791 | -15% |
| Gross Profit (realized) | 800,703 | 773,669 | -3% |
| Gross Margin | 21% | 24% | 14% |
| Operating Expense | 429,648 | 533,973 | 24% |
| Operating Income | 371,055 | 239,696 | -35% |
| Other Net Income | 696,983 | 1,063,801 | 53% |
| Income Before Tax | 1,068,038 | 1,303,497 | 22% |
| Net Income | 1,008,221 | 1,120,849 | 11% |
| EPS(A/T) | 3.26 | 3.62 | 11% |

IEI 2013 Summary-Consolidated

Amounts in NTD thousands

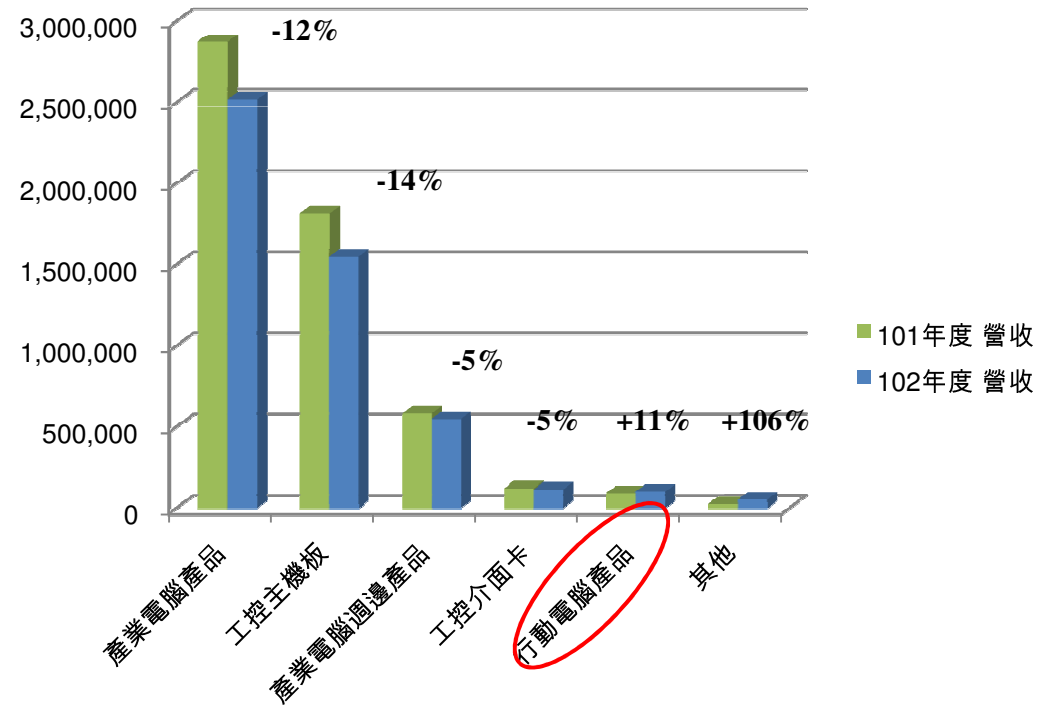
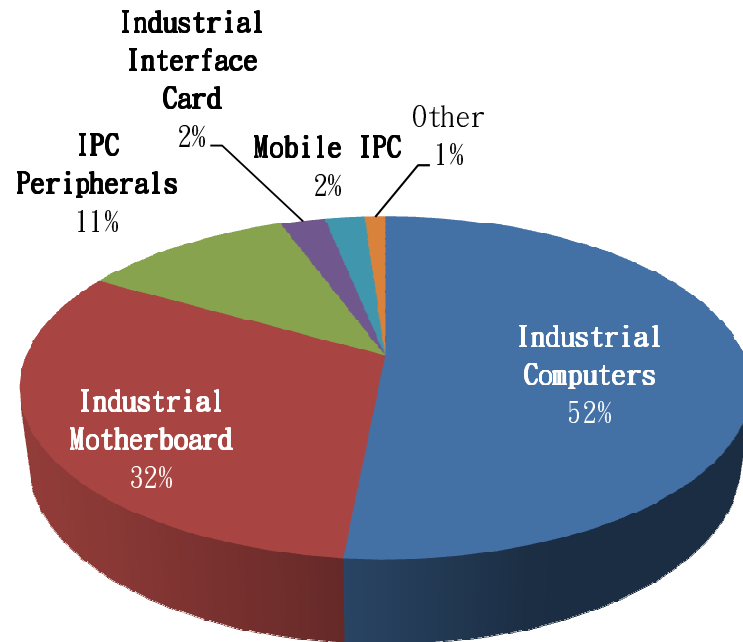
| Income Statement | 2012 | 2013 | YoY | 3Q13 | 4Q13 | QoQ |
|-------------------------|-------------|-------------|------------|-------------|-------------|-------------|
| Net Sales | 5,512,365 | 4,890,416 | -11% | 1,126,453 | 1,220,310 | 8% |
| Gross Profit (realized) | 1,849,700 | 1,567,226 | -15% | 347,708 | 346,189 | 0% |
| Gross Margin | 33% | 32% | -3% | 31% | 28% | -8% |
| Operating Expense | 1,235,835 | 1,155,448 | -7% | 247,718 | 314,806 | 27% |
| Operating Income | 613,924 | 411,669 | -33% | 99,990 | 31,274 | -69% |
| Other Net Income | 471,444 | 960,537 | 104% | 299,274 | 298,051 | 0% |
| Income Before Tax | 1,085,368 | 1,372,206 | 26% | 399,264 | 329,325 | -18% |
| Net Income | 1,008,221 | 1,115,868 | 11% | 327,612 | 278,016 | -15% |
| EPS(A/T) | 3.26 | 3.62 | 11% | 1.12 | 0.77 | -31% |

*原流通在外股數 294,982 仟股；2013/11/12 增資後股數為 309,731 仟股

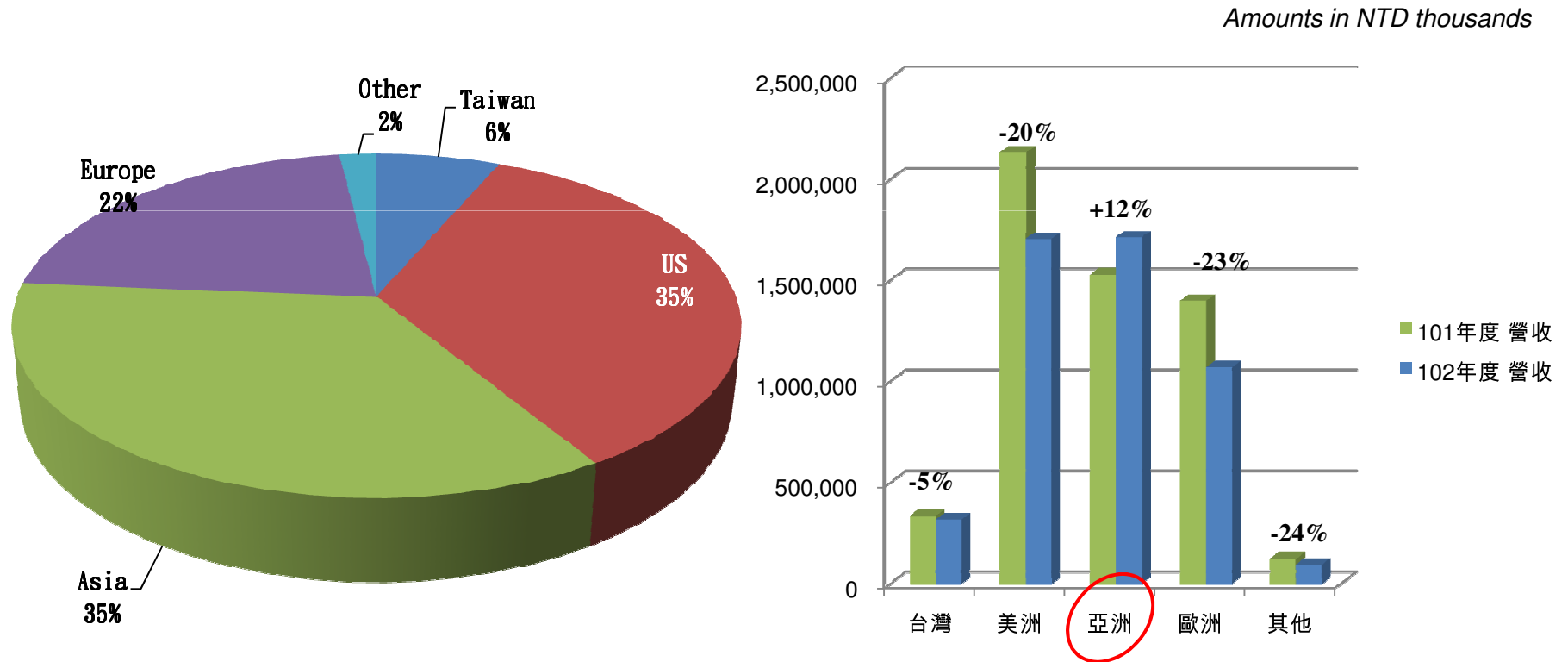
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2013 IEI Revenues by Product Lines

Amounts in NTD thousands



2013 IEI Revenues by Markets





IEI Summary 2009~2013

Amounts in NTD thousands

| Income Statement | 2009 | 2010 | 2011 | 2012 | 2013 |
|---------------------|-------------|------------|-------------|-------------|-------------|
| Net Sales | 3,281,687 | 4,770,194 | 5,163,165 | 3,813,523 | 3,234,791 |
| Gross Profit | 659,282 | 783,324 | 972,329 | 800,703 | 773,669 |
| Gross Margin | 20% | 16% | 19% | 21% | 24% |
| Operating Expense | 530,853 | 551,963 | 581,369 | 429,648 | 533,973 |
| Operating Income | 128,429 | 231,361 | 390,960 | 371,055 | 239,696 |
| Other Net Income | 356,938 | 668,353 | 1,110,907 | 696,983 | 1,063,801 |
| Income Before Tax | 485,367 | 899,714 | 1,501,867 | 1,068,038 | 1,303,497 |
| Net Income | 400,875 | 831,031 | 1,374,675 | 1,008,221 | 1,120,849 |
| EPS(A/T) | 2.01 | 3.9 | 6.07 | 3.26 | 3.62 |

*流通在外股數 309,731 仟股

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IEI Summary-Consolidated 2009~2013

Amounts in NTD thousands

| Income Statement | 2009 | 2010 | 2011 | 2012 | 2013 |
|---------------------|-------------|------------|-------------|-------------|-------------|
| Net Sales | 4,570,850 | 6,249,124 | 7,208,031 | 5,512,365 | 4,890,416 |
| Gross Profit | 1,602,344 | 1,811,666 | 2,095,783 | 1,849,700 | 1,567,226 |
| Gross Margin | 35% | 29% | 29% | 33% | 32% |
| Operating Expense | 1,057,067 | 1,135,663 | 1,327,090 | 1,235,835 | 1,155,448 |
| Operating Income | 545,277 | 676,003 | 768,693 | 613,924 | 411,669 |
| Other Net Income | -30,905 | 309,697 | 797,852 | 471,444 | 960,537 |
| Income Before Tax | 514,372 | 985,700 | 1,566,545 | 1,085,368 | 1,372,206 |
| Net Income | 397,499 | 831,031 | 1,374,675 | 1,008,221 | 1,115,868 |
| EPS(A/T) | 2.01 | 3.9 | 6.07 | 3.26 | 3.62 |

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2013 Working Capital-Consolidated

Amounts in NTD thousands

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

*依據IFRS對現金及約當現金重分類



2014 IEI Group Business Outlook

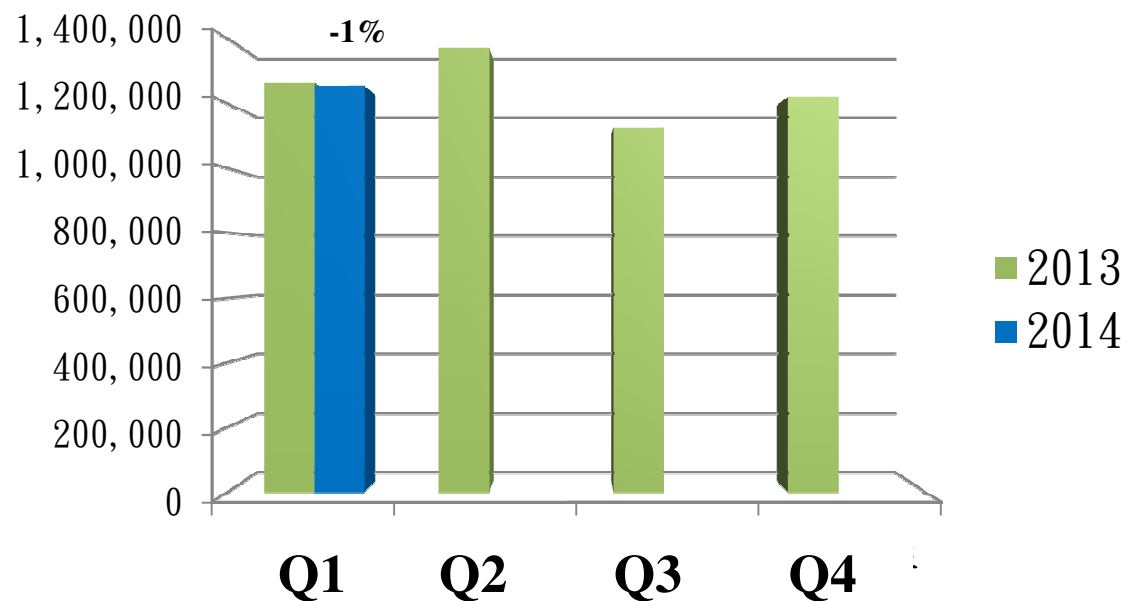
- Continuously develop China market and maintain 2 digits growth rate
- Integrate group resource to fulfill the goal of maximizing group profits and performance
- Focus on IOT business development



IEI 2014Q1 Revenue-Consolidated

Amounts in NTD thousands

| 2014/01 | 2014/02 | 2014/03 | 1Q14 |
|---------|---------|---------|-----------|
| 468,744 | 333,766 | 449,883 | 1,252,393 |



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