

ICP GROUP
威達電集團



2012 3Q Financial Results and 2013 ICP UEMS Business Outlook

Investors Meeting

2012/11/27

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年Q3 Summary

Amounts in NTD thousands

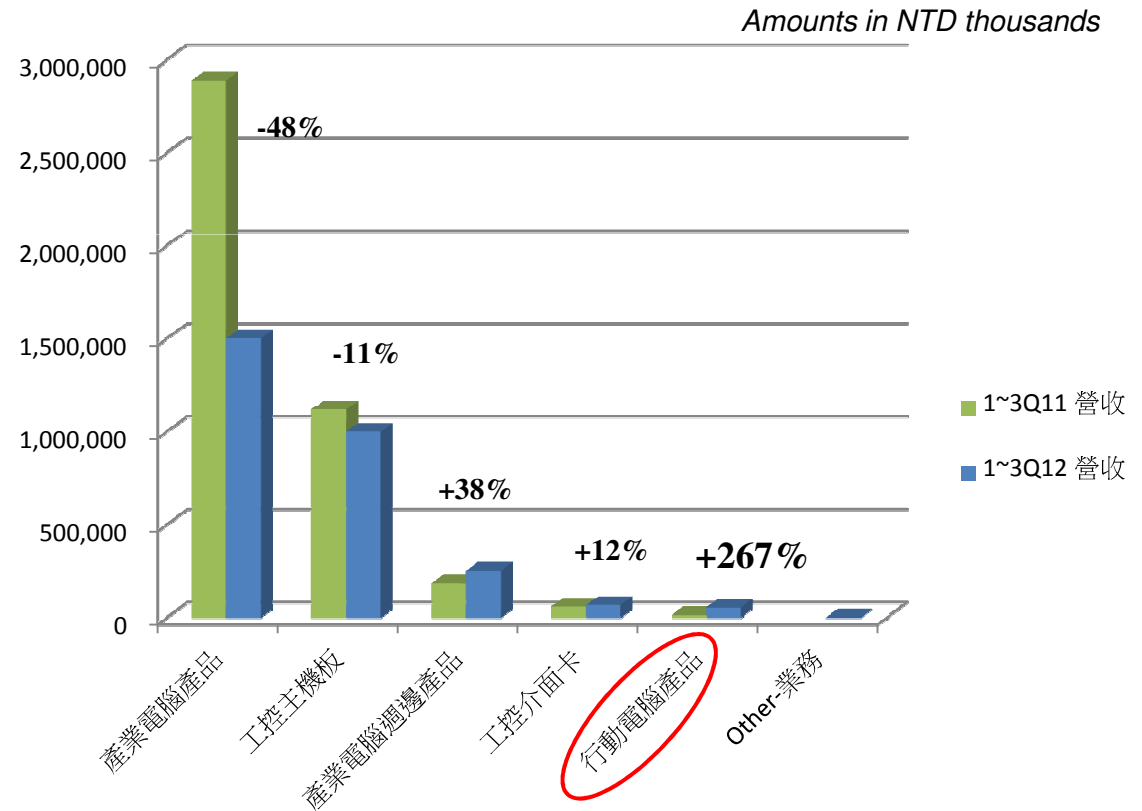
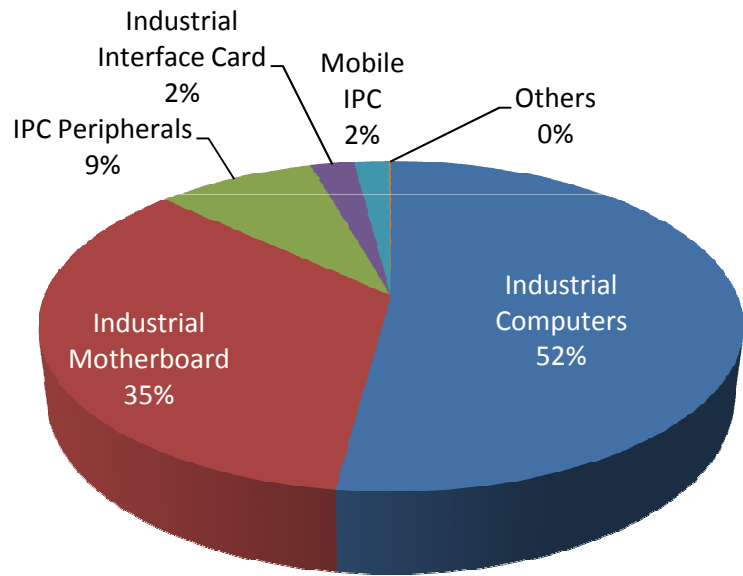
Income Statement	1~3Q11	1~3Q12	YoY	2Q12	3Q12	QoQ
Net Sales	4,269,188	2,882,779	-32.50%	986,127	1,101,633	11.70%
Gross Profit	766,808	631,271	-17.70%	214,736	225,614	5.10%
Gross Margin	18%	22%	22%	22%	20%	-6%
Operating Expense	446,809	333,857	-25.30%	119,549	115,375	-3.50%
Operating Income	319,999	297,414	-7.10%	95,187	110,239	15.80%
Other Net Income	894,866	620,782	-30.60%	213,798	230,285	7.70%
Income Before Tax	1,214,865	918,196	-24.40%	308,985	340,524	10.20%
Net Income	1,111,601	859,056	-22.70%	295,530	312,221	5.60%
EPS(A/T)	4.91	3.79	-22.80%	1.3	1.38	6.20%

ICP UEMS 2012年Q3 Summary-Consolidated

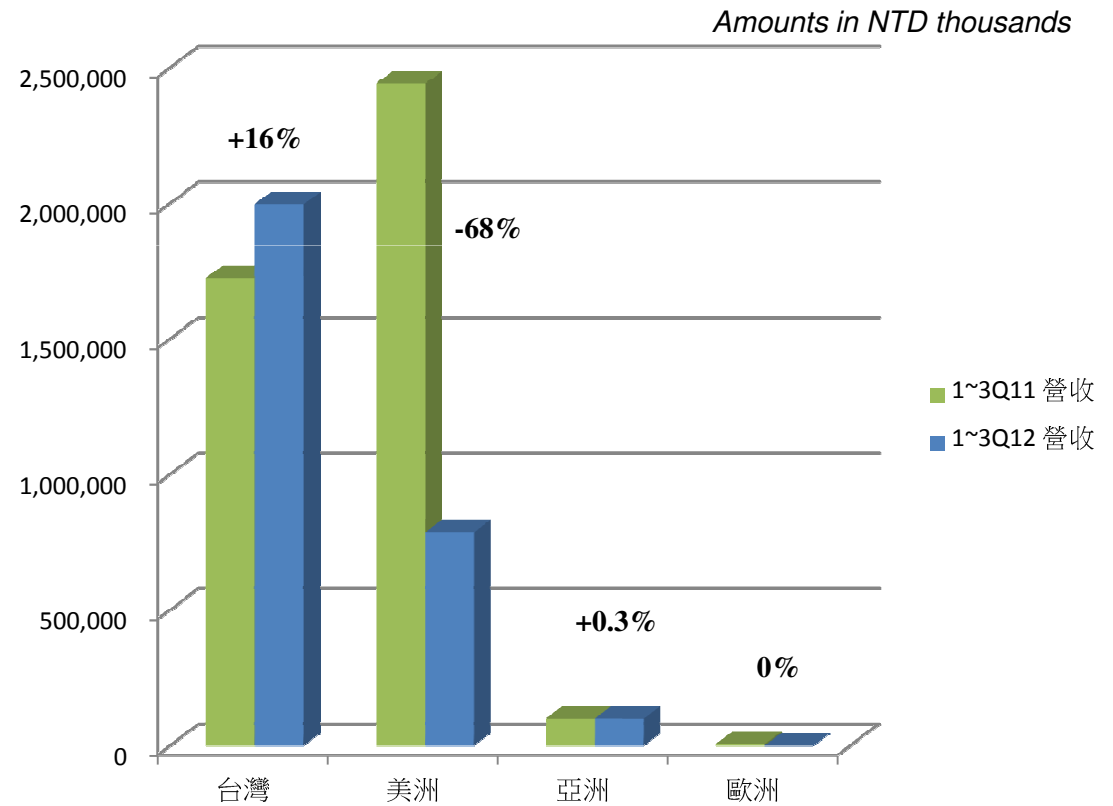
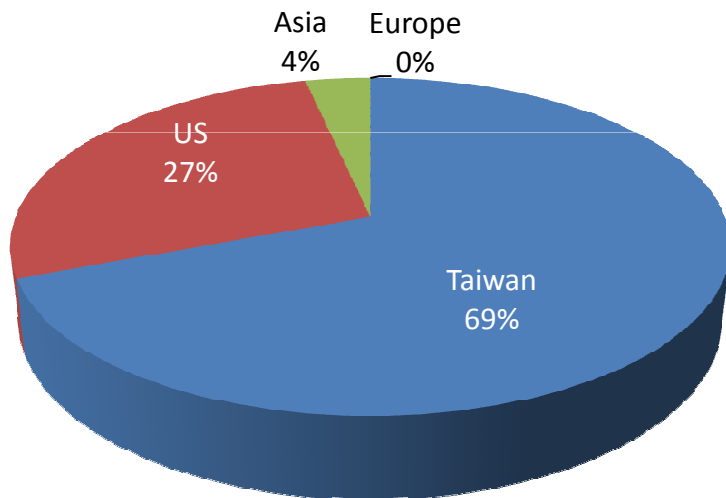
Amounts in NTD thousands

Income Statement	1~3Q11	1~3Q12	YoY	2Q11	3Q12	QoQ
Net Sales	5,848,314	4,127,343	-29.40%	1,371,086	1,627,934	18.70%
Gross Profit	1,649,738	1,418,077	-14.00%	484,252	517,789	6.90%
Gross Margin	28%	34%	22%	35%	32%	-10%
Operating Expense	949,567	901,385	-5.10%	309,806	312,891	1.00%
Operating Income	700,171	516,692	-26.20%	174,446	204,898	17.50%
Other Net Income	576,759	425,461	-26.20%	135,209	148,967	10.20%
Income Before Tax	1,276,930	942,153	-26.20%	309,655	353,865	14.30%
Net Income	1,111,601	859,056	-22.70%	295,530	312,221	5.60%
EPS(A/T)	4.91	3.79	-22.80%	1.30	1.38	6.20%

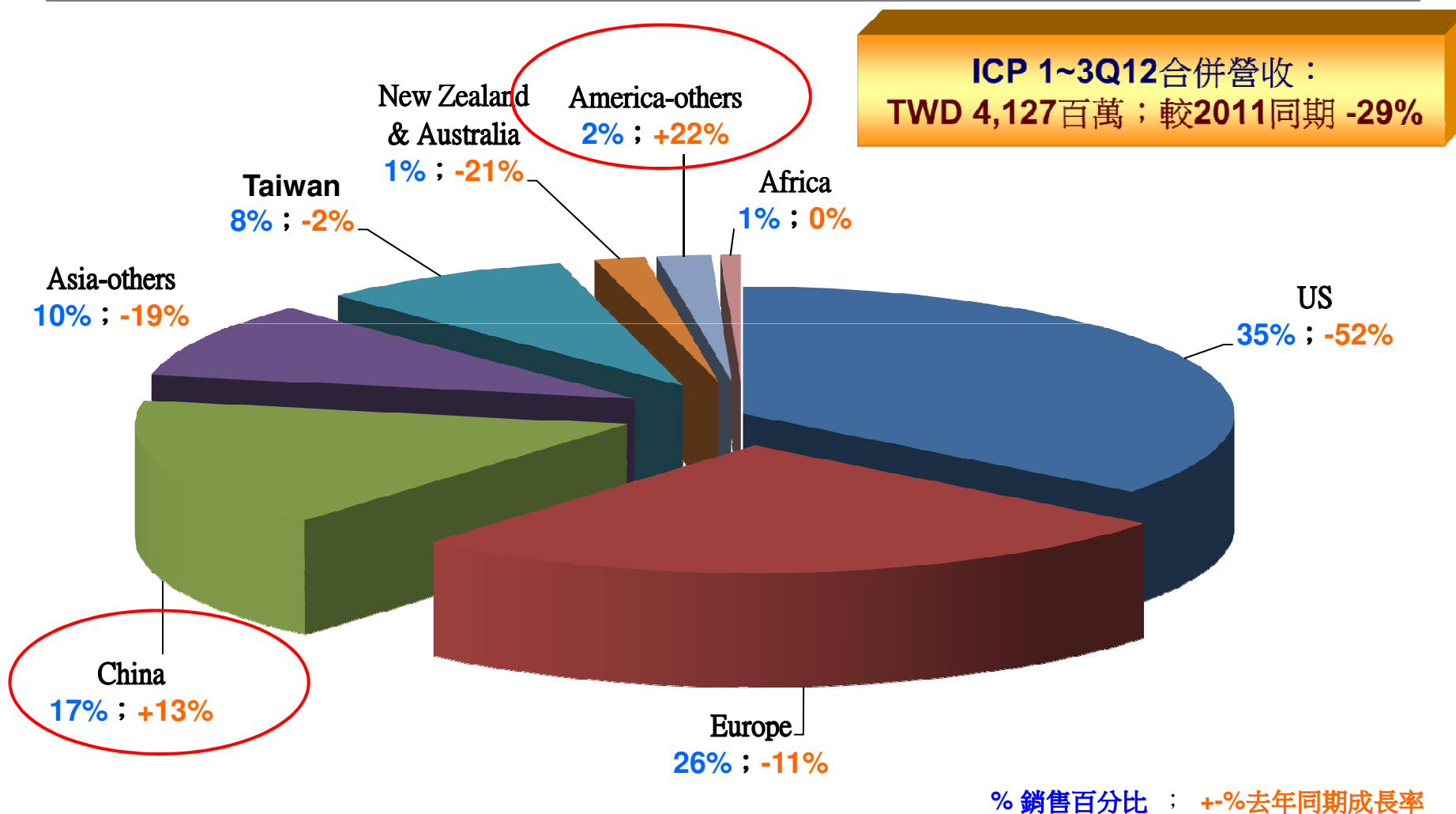
ICP Revenues by Product Lines (2012Q3)



ICP Revenues by Markets (2012Q3)



ICP Revenues by Markets (2012Q3)-Consolidated



ICP UEMS 2012年Q3 Summary

Amounts in NTD thousands

Income Statement	2009	2010	2011	2012Q3
Net Sales	3,281,687	4,770,194	5,163,165	2,882,779
Gross Profit	659,282	783,324	972,329	631,271
Gross Margin	20%	16%	19%	22%
Operating Expense	530,853	551,963	581,369	333,857
Operating Income	128,429	231,361	390,960	297,414
Other Net Income	356,938	668,353	1,110,907	620,782
Income Before Tax	485,367	899,714	1,501,867	918,196
Net Income	400,875	831,031	1,374,675	859,056
EPS(A/T)	2.01	3.9	6.07	3.79

ICP UEMS 2012年Q3 Summary-Consolidated

Amounts in NTD thousands

Income Statement	2009	2010	2011	2012Q3
Net Sales	4,570,850	6,249,124	7,208,031	4,127,343
Gross Profit	1,602,344	1,811,666	2,095,783	1,418,077
Gross Margin	35%	29%	29%	34%
Operating Expense	1,057,067	1,135,663	1,327,090	901,385
Operating Income	545,277	676,003	768,693	516,692
Other Net Income	-30,905	309,697	797,852	425,461
Income Before Tax	514,372	985,700	1,566,545	942,153
Net Income	397,499	831,031	1,374,675	859,056
EPS(A/T)	2.01	3.9	6.07	3.79

2012年Q3 Working Capital-Consolidated

Amounts in NTD thousands

	2010	2011	*2012Q1	*2012Q2	*2012Q3
Cash Position	1,919,773	3,154,034	3,050,767	3,836,114	4,701,754
Account Receivable	704,441	561,981	581,237	652,312	705,102
DSO(Days)	33	32	23	26	30
Inventory	1,438,065	809,012	931,971	1,166,620	1,122,488
DOH(Days)	102	80	49	57	63
Account Payable	1,173,917	1,408,663	1,335,249	1,605,789	1,581,693
Days	85	92	78	87	97

*un-audited

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

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