

奇美電子

CHIMEI **INNOLUX**



Investor Presentation

October 2012

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Accomplishments of the Past Two Years



1 Successful Integration of Three Companies

2 Focused Technology Roadmap

3 Improved Market Position in China

4 Termination of Systems Business to Improve Profitability

Investment Highlights



1 Leading Market Position with Innovative Products

2 Solid R&D Capabilities to Keep Competitive Edge

3 Clear Strategy to Enhance Operating and Fab Efficiency

4 Diversified Customer Base

5 Improving Financial Performance

1 Leading Market Position



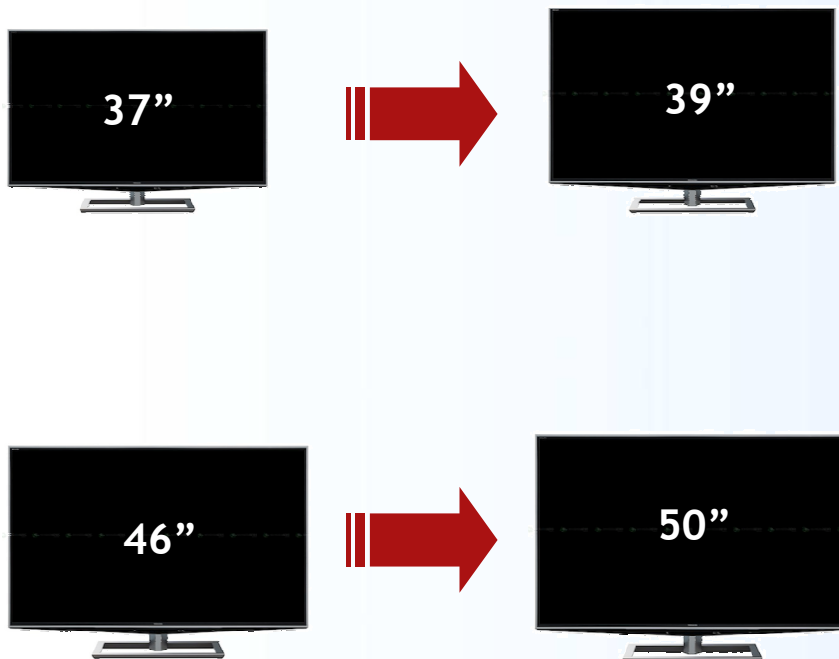
	Size of Display Market in 2012E (US\$Bn)	Market Position ⁽¹⁾	Market Share ⁽¹⁾
	\$50.0	No. 3	21%
	\$21.6	No. 2	13%
	\$14.1	No. 2	29%
	\$11.0	No. 3	19%
Total Markets	\$96.7		20% ⁽²⁾

Source: DisplaySearch

Notes

1. TV, monitor, and notebook data as of September 2012; mobile phone data as of 6M 2012
2. Weighted average market share

1 Innovative Products – 39" and 50" TV Panel



- ◆ CMI was the first to introduce 39" and 50" TV panels
 - Avoid intensifying competition in mainstream products such as 32"
- ◆ Strong consumer acceptance – has displaced 37" and 40" products in 2012
 - The 39" and 50" TVs were the best sellers during China National Day Holidays
- ◆ Allows efficient utilization of 6G and 7.5G capacity
 - Increase glass efficiency - 96% for 50" and 39" TV panels vs. 85% for 46" and 31.5" TV panels
- ◆ CMI had market share of 76% in 39" and 67% in 50" TV panels ⁽¹⁾
- ◆ Successfully became the mainstream size for the market

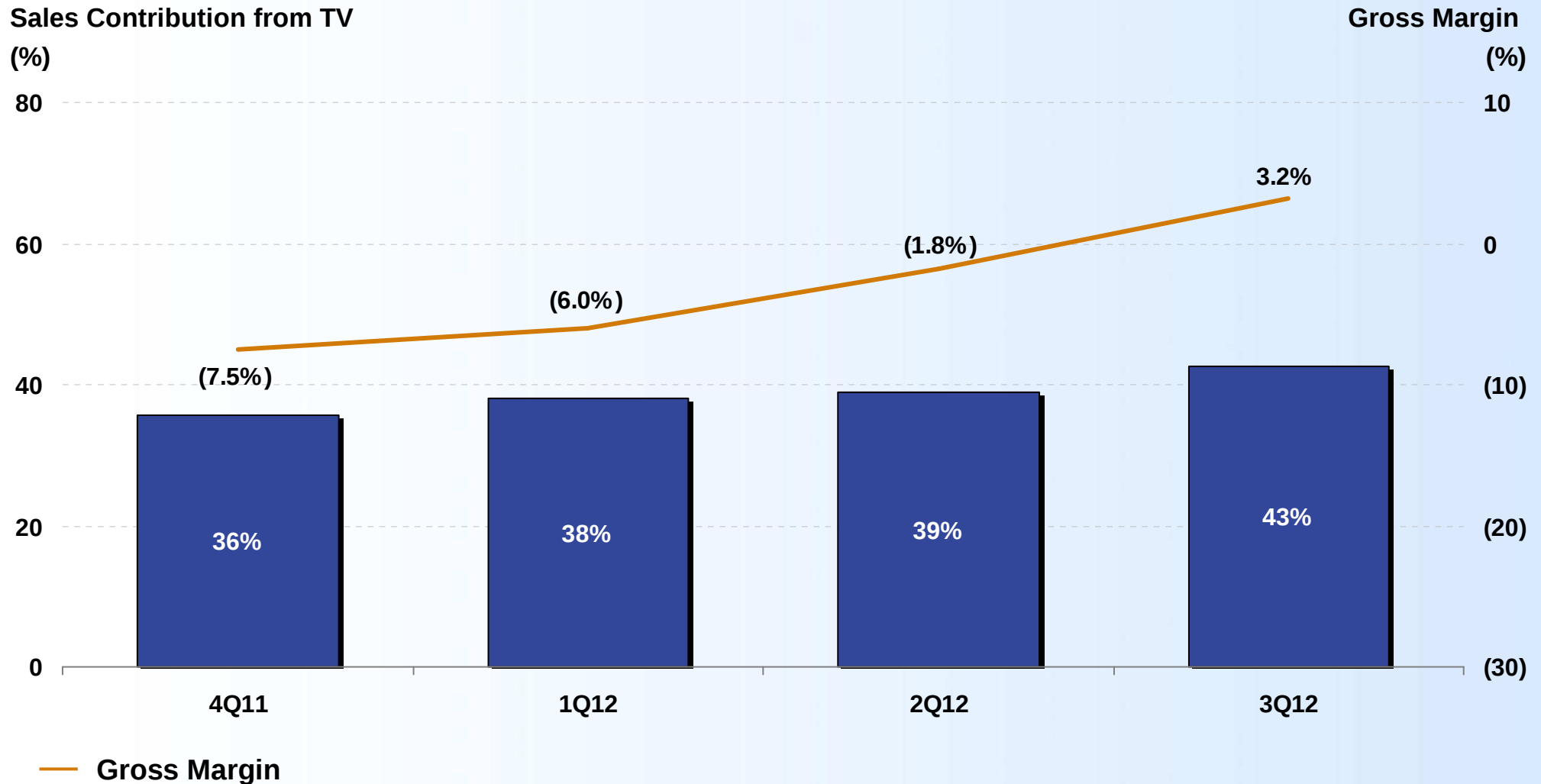
Note:

1. As of September 2012

1 Growing Large-sized TV Revenue Contributed to Margin Improvement



Sales Contribution from TV vs. Consolidated Gross Margin



2 Touch Panel Technologies – Total Solution “Display + Touch”



	WIS (OGS) ⁽¹⁾	On-Cell Touch (OTS)	In-Cell Touch (ITS)
Status	Mass production	Expect to initiate shipments in 1Q 2013	Development
Product Size	3.5” – 13.3”		
Application			

Note

1. Window integrated sensor, or one glass sensor, integrates sensor circuitry onto cover glass

3 Efficient, Large Scale Front-end Manufacturing Footprint



We have one of the most complete fab portfolio, effectively translating to a diverse sizes of panels

Fab Generation	No. of Fabs	Installed Capacity ⁽¹⁾ (K sub. per Month)	Utilization Rate ⁽¹⁾	Main Product Sizes
8.5G	1	42 ⁽²⁾	Close to 100%	23.6", 31.5", 55"
7.5G	1	100	100%	42", 50"
6G	2	305	Close to 100%	39", 65"
5.5G	1	170	Close to 100%	29", 58"
5G	3	415	Close to 100%	9.7" to 26"
3.5G / 4.5G / 4G	6	453	<100%	2" to 9.7"

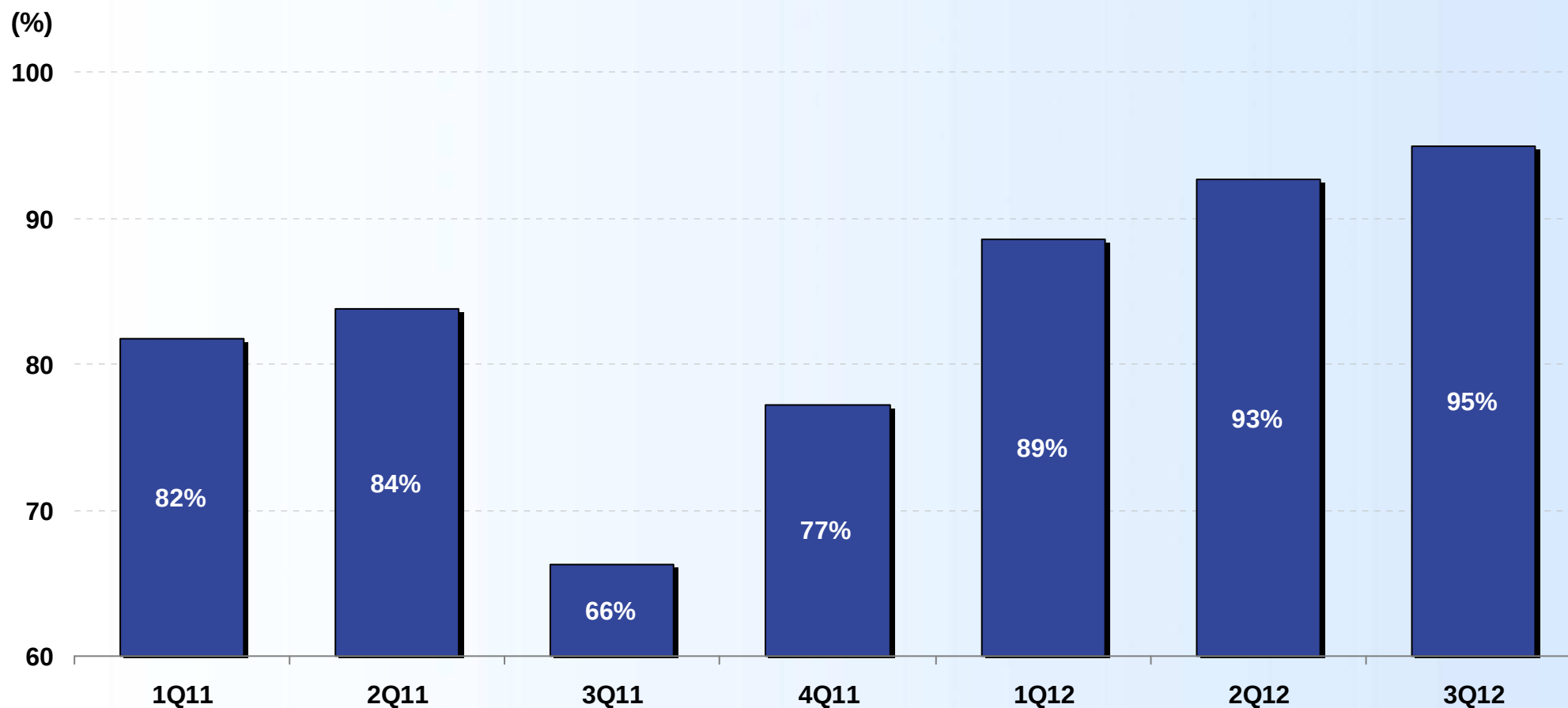
Note

1. As of 3Q 2012
2. Further capacity can be expected upon debottlenecking

3 Optimizing Revenue Productivity of Our Fab Assets



Front-end Utilization Rate



Source: Company data

3 Cost Reduction Initiatives



1 Dispose System Assembly Business

2 Discontinue Pure Touch Panel Lamination Business

3 Increase Automation in Production Process

4 Manage Operations with Cutting Edge MIS System

4 Diversified Customer Base



Key Customers

Television

Skyworth

Hisense

Monitor

TPV
TPV TECHNOLOGY LIMITED

SAMSUNG

Notebook

ASUS®



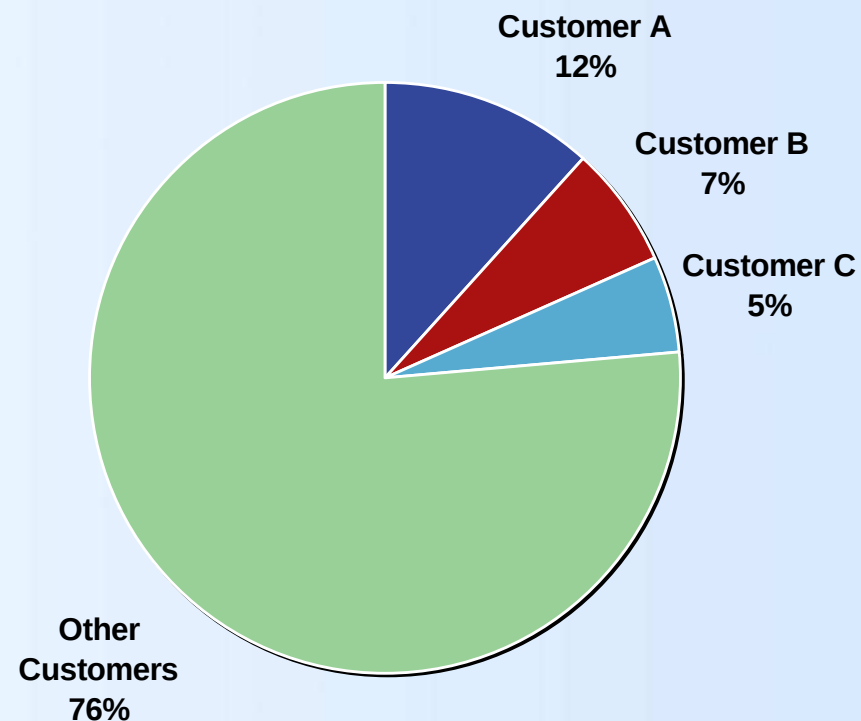
Mobile
Phone

NOKIA



Revenue Contribution by Customers

9M2012





(NT\$Bn)

	3Q 2012	2Q 2012	3Q 2011
Revenues	128.9	111.9	123.9
Gross profit / (loss)	4.1	(2.0)	(12.6)
Margin (%)	3.2%	(1.8%)	(10.2%)
Operating loss	(2.3)	(7.8)	(19.7)
Margin (%)	(1.8%)	(7.0%)	(15.9%)
Net loss	(3.7)	(9.6)	(17.3)
Margin (%)	(2.9%)	(8.5%)	(13.9%)
EBITDA	19.2	14.1	5.5
Margin (%)	14.9%	12.6%	4.4%
Inventory days ⁽¹⁾	40	48	46
Cash and cash equivalents	54.8	60.3	61.8
Total debt	285.1	328.7	345.6

Significant
Margin
Improvement

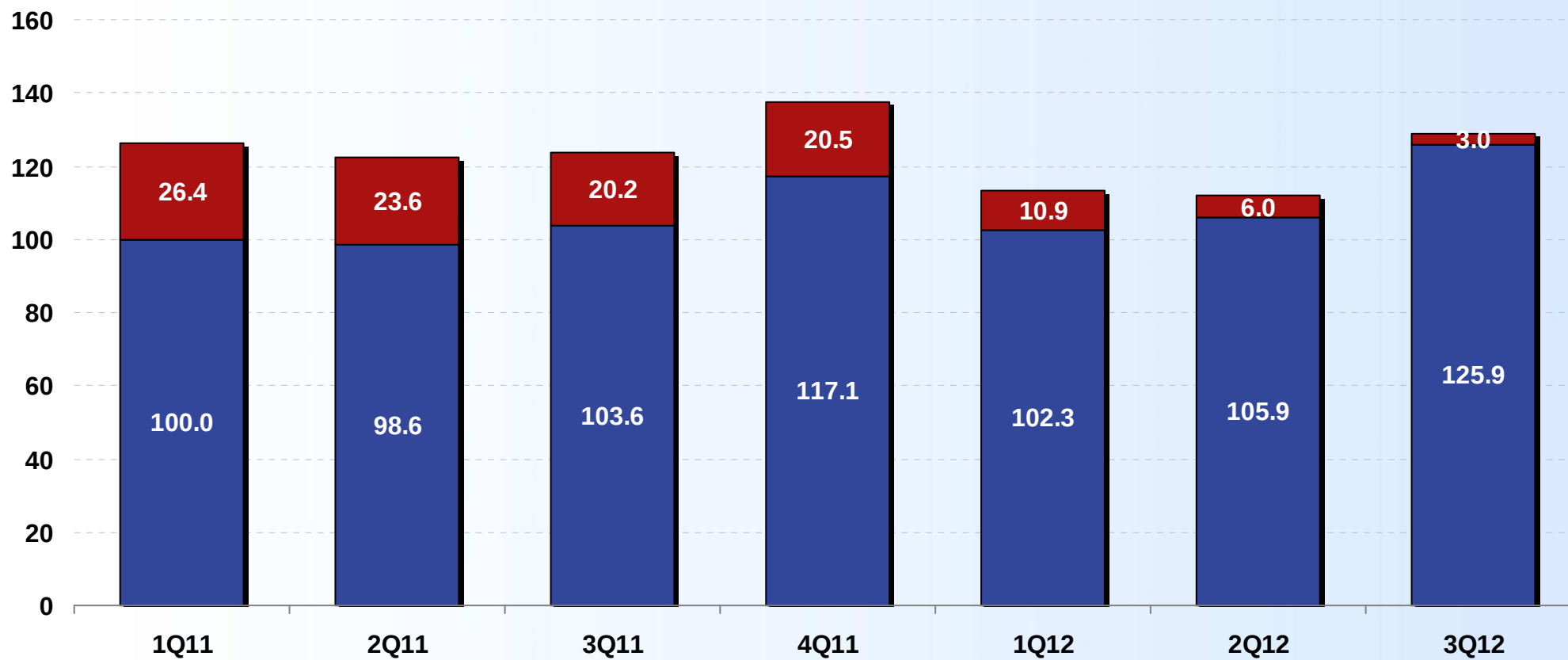
Note

1. Calculated by dividing the average inventory into the annualized cost of goods sold during such period, then multiplying by 365 days



Revenues

(NT\$Bn)



2011A: NT\$510.1Bn

9M 2012: NT\$354.0Bn

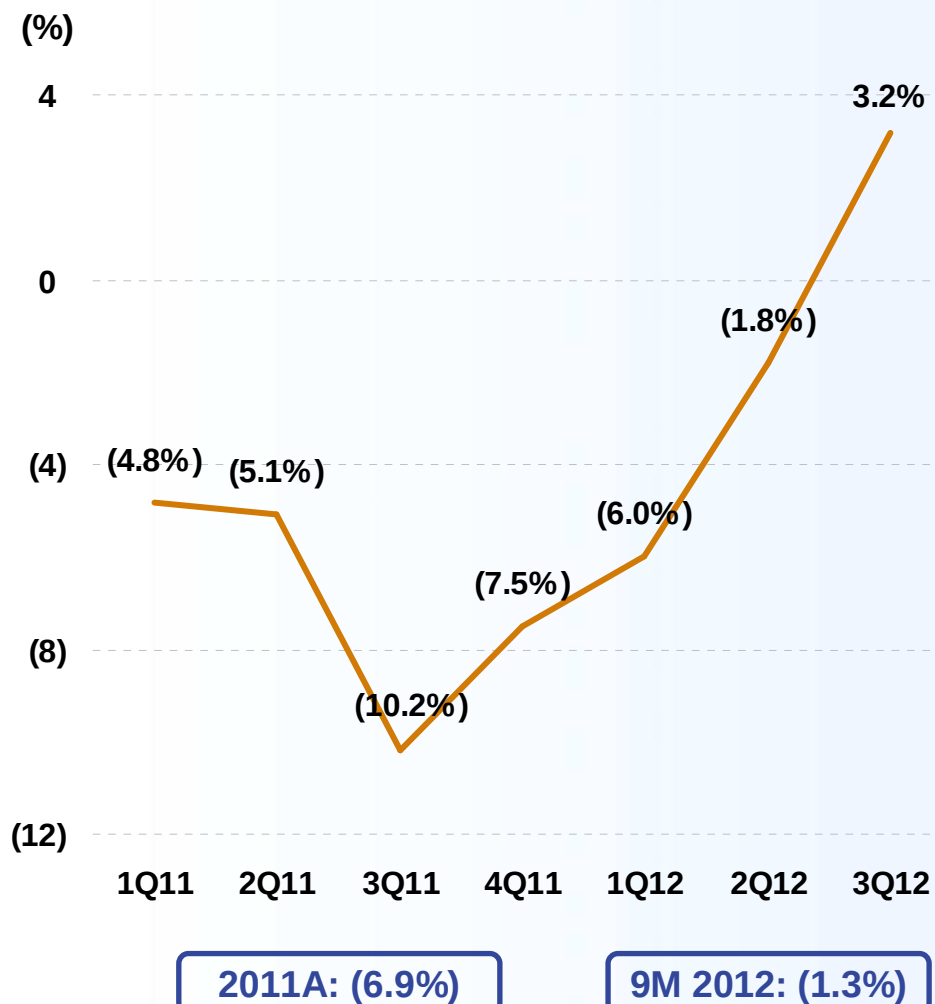
Core Business

Set Business

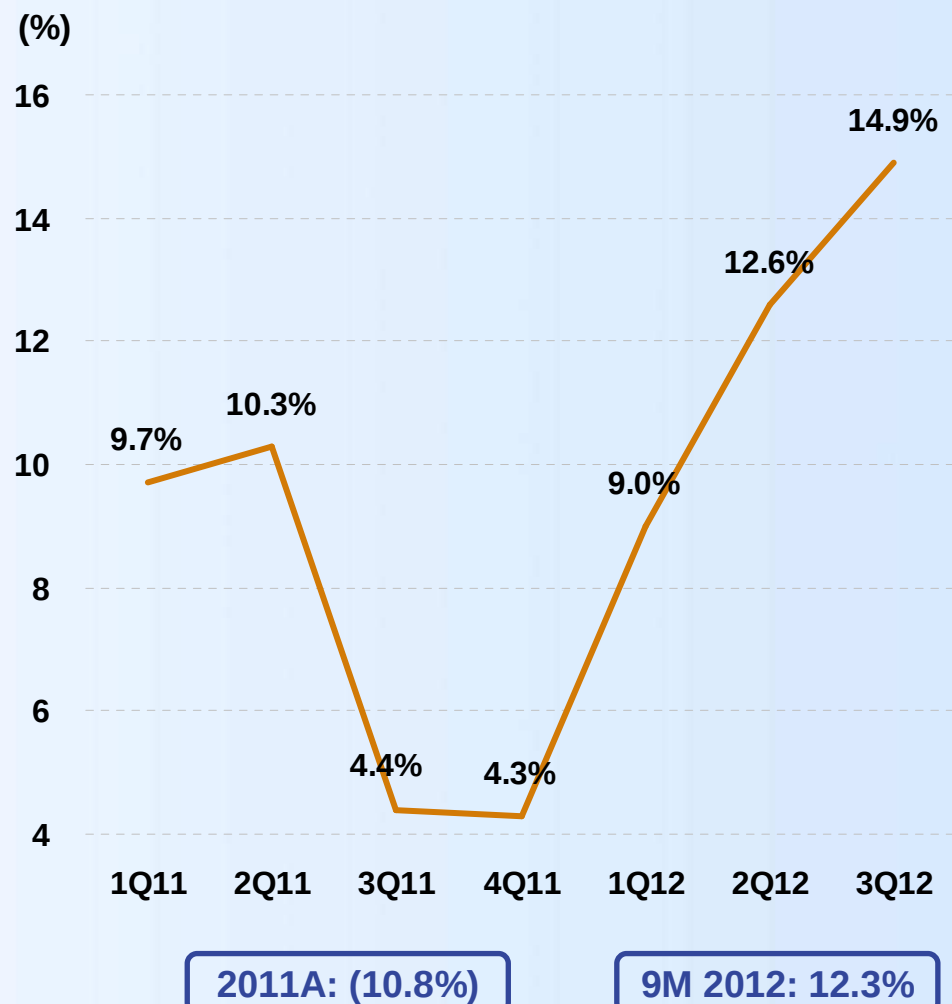
5 Margin Recovery



Gross Margin



EBITDA Margin

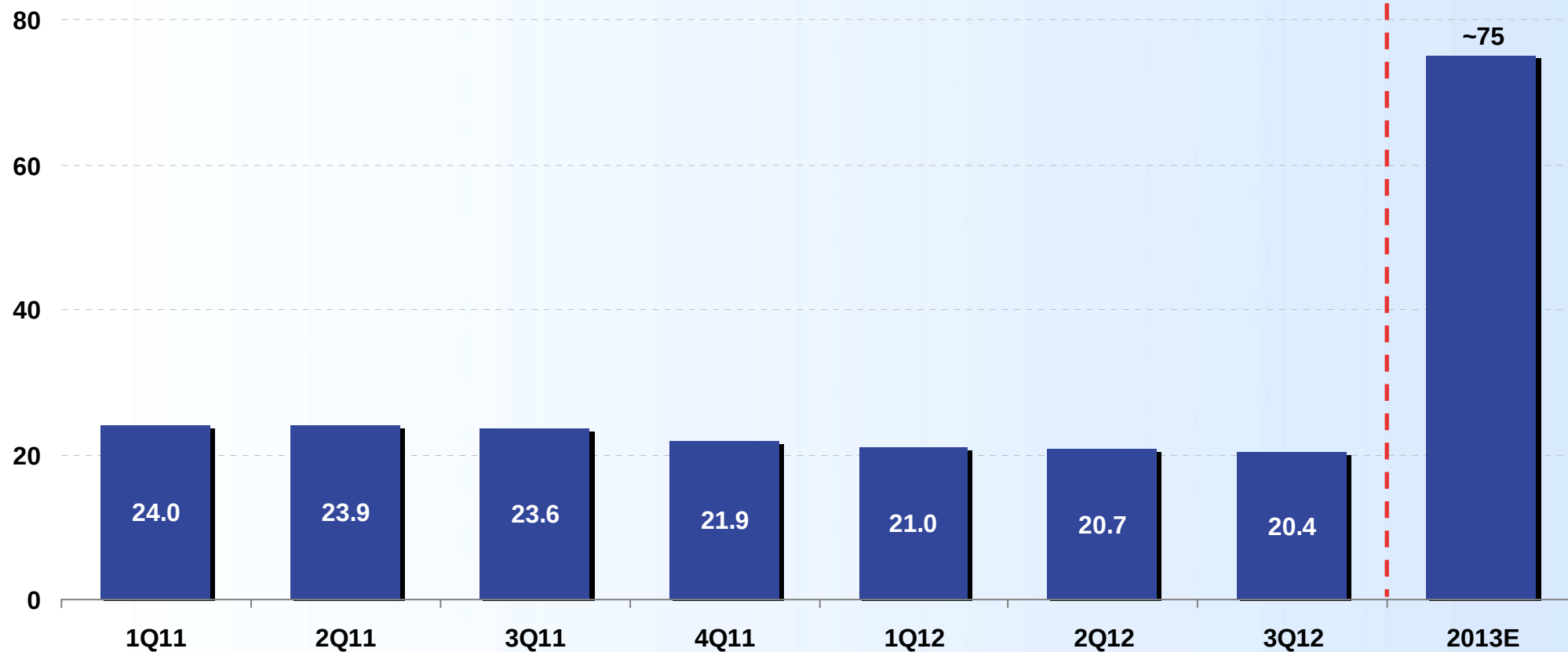


5 Depreciation Has Peaked



Depreciation

(NT\$Bn)



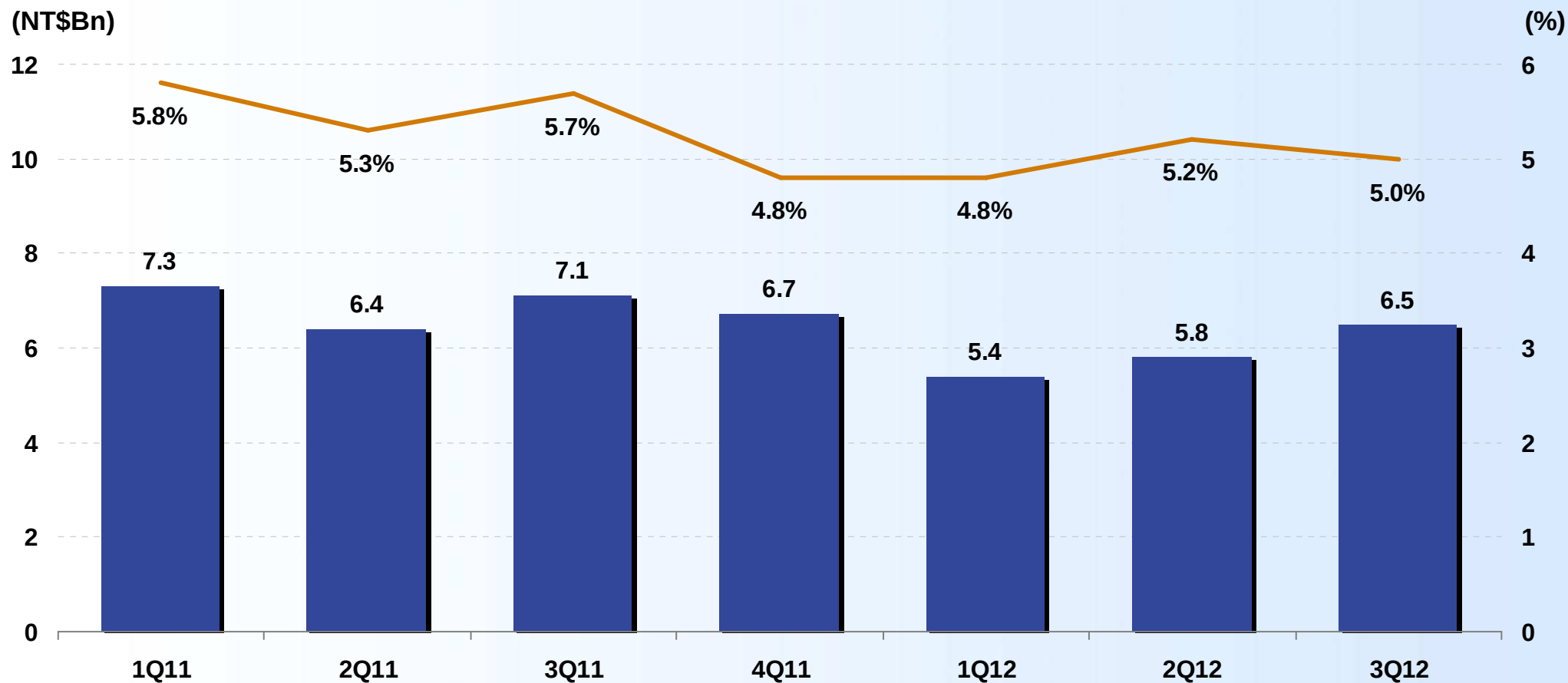
2011A: NT\$93.4Bn

9M 2012 : NT\$62.1Bn

5 Operating Expense Management



Operating Expenses



2011A: NT\$27.5Bn

9M 2012: NT\$17.7Bn

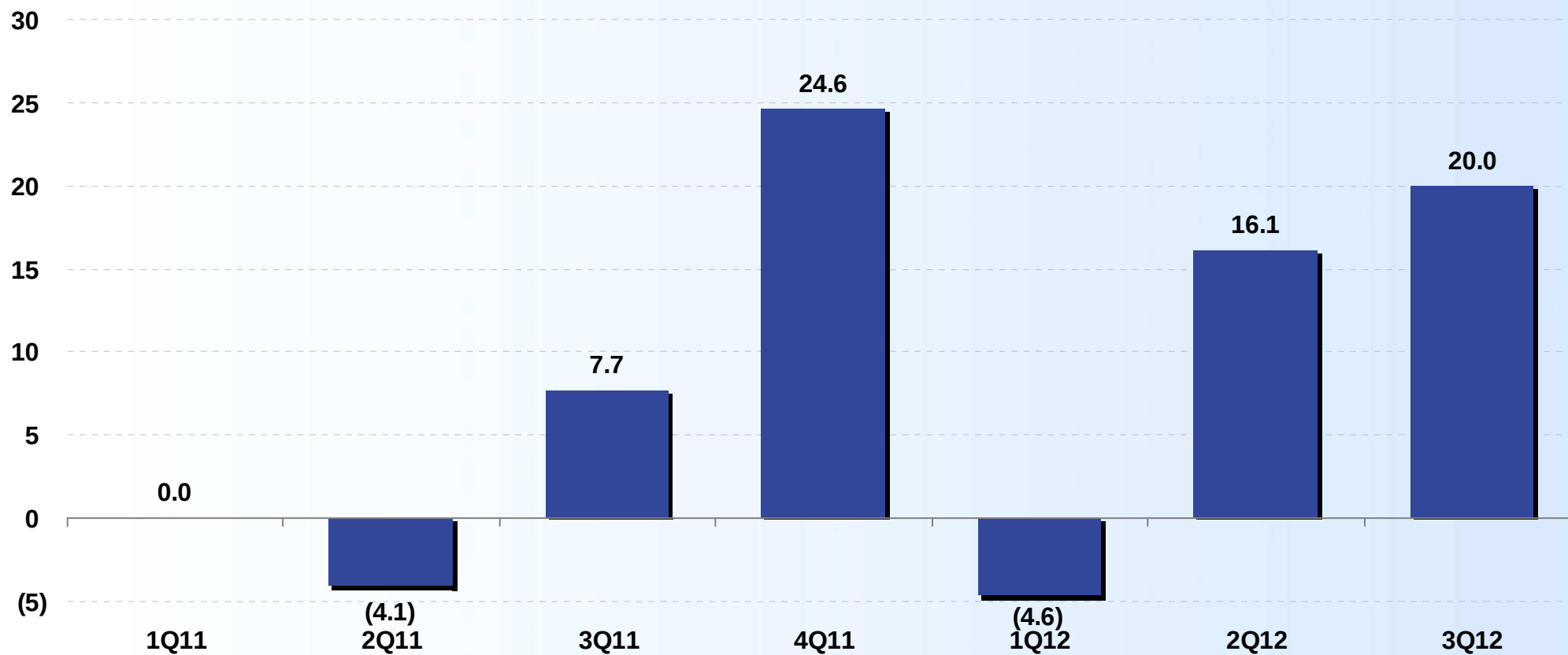
— Operating Expenses as % of Sales

5 Increasing Operating Cash Flow



Operating Cash Flow

(NT\$Bn)



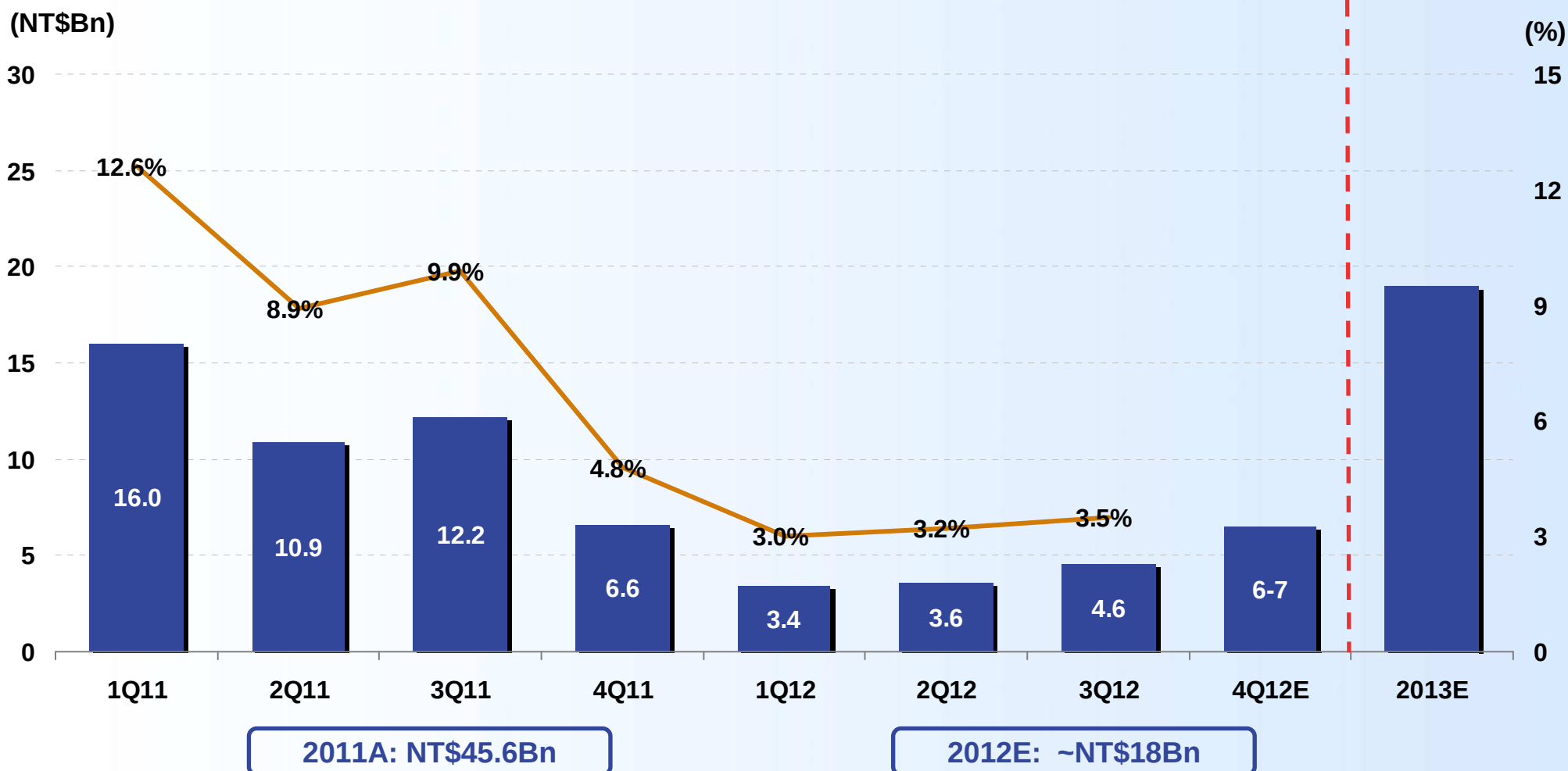
2011A: NT\$28.1Bn

9M 2012: NT\$31.5Bn

5 Prudent Capital Expenditures



Capital Expenditures



— Capital Expenditures as % of Sales

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Q&A