

ALi Corporation (3041 TT) 3Q20 Investor Conference

Nov. 06, 2020

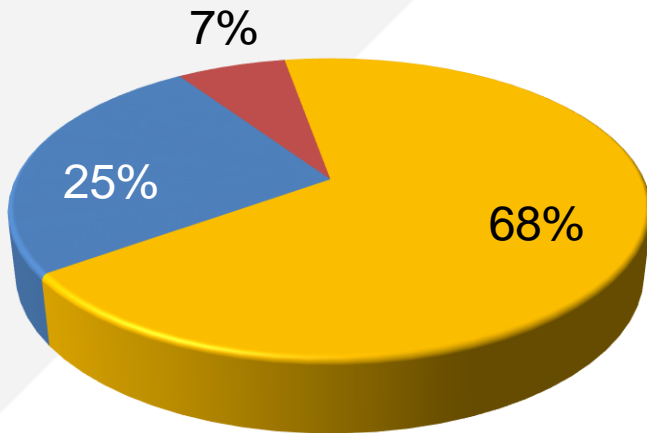
3Q20 Consolidated Income Statement

(Amounts in thousand New Taiwan Dollars except Earnings Per Share)

	3Q20		2Q20		3Q19		1-3Q20		1-3Q19		3Q20 QoQ	3Q20 YoY	1-3Q20 YoY
Net sales	511,427	100%	487,270	100%	488,346	100%	1,496,723	100%	1,482,815	100%	5.0%	4.7%	0.9%
Cost of goods sold	(356,000)		(339,698)		(263,864)		(1,010,615)		(950,790)		4.8%	34.9%	6.3%
Gross profits	155,427	31%	147,572	30%	224,482	46%	486,108	33%	532,025	36%	5.3%	-30.8%	-8.6%
Operating expenses:													
Selling expenses	(24,342)		(17,302)		(43,733)		(65,828)		(102,848)		40.7%	-44.3%	-36.0%
Administrative expenses	(55,255)		(45,905)		(56,880)		(151,141)		(166,432)		20.4%	-2.9%	-9.2%
Research and development expenses	(171,344)		(180,198)		(206,103)		(525,008)		(622,400)		-4.9%	-16.9%	-15.6%
expected credit loss	2,037		2,369		(11,635)		12,177		(5,578)				
Total operating expenses	(248,904)		(241,036)		(318,351)		(729,800)		(897,258)		3.3%	-21.8%	-18.7%
Operating income	(93,477)	-18%	(93,464)	-19%	(93,869)	-19%	(243,692)	-16%	(365,233)	-24%	0.0%	-0.4%	-33.3%
Non-operating income and gain (expense & loss)	24,389		7,933		29,684		48,609		60,267		207.4%	-17.8%	-19.3%
Income before income tax	(69,088)		(85,531)		(64,185)		(195,083)		(304,966)		-19.2%	7.6%	-36.0%
Income tax (expense) benefit	268		15,521		13,634		26,537		58,791		-98.3%	-98.0%	-54.9%
Net income	(68,820)		(70,010)		(50,551)		(168,546)		(246,175)		-1.7%	36.1%	-31.5%
Earnings Per Share (in New Taiwan Dollars)	(0.37)		(0.37)		(0.27)		(0.89)		(1.31)				

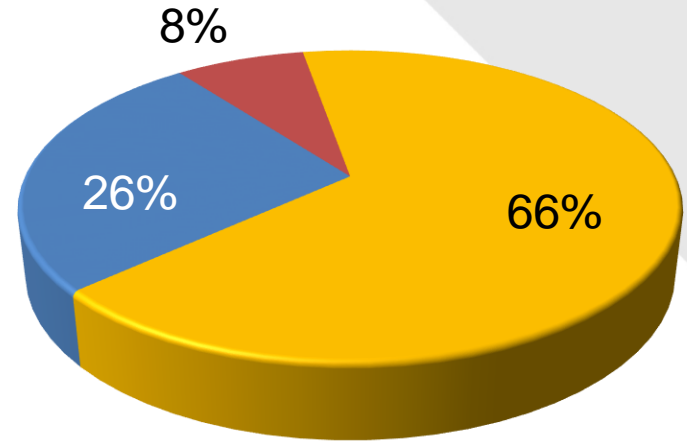
Revenue Composition

2020 1-3Q



■ Pay-TV Operator STB ■ Retail STB ■ Others (Non-STB)

2019 1-3Q



■ Pay-TV Operator STB ■ Retail STB ■ Others (Non-STB)

3Q20 Consolidated Balance Sheet

(Amounts in thousand New Taiwan Dollars except Key Indices)

Selected Items from Balance Sheet	Sep 30, 2020	Dec 31, 2019	Sep 30, 2019
Cash, cash equivalents and investments in marketable financial instruments	1,610,076	1,885,507	1,853,304
Notes and accounts receivable	171,269	215,151	267,583
Inventory (net)	330,544	204,225	207,892
Other current assets	118,502	143,933	179,930
Total current assets	2,230,391	2,448,816	2,508,709
Long-term Investments	105,334	69,101	70,431
Net PP&E	585,211	589,198	594,094
Intangible assets	60,088	123,791	145,393
Other assets	773,137	755,874	766,010
Total assets	3,754,161	3,986,780	4,084,637
Notes and accounts payable	244,359	196,726	252,112
Other current liabilities	349,182	444,077	411,630
Non-current liabilities	16,005	11,242	9,771
Total liabilities	609,546	652,045	673,513
Total shareholders' equity	3,144,615	3,334,735	3,411,124
Key Indices			
A/R Turnover Days (net)	35	40	45
Inventory Turnover Days (net)	72	72	72

Thank You



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