



www.flytech.com

**Bank of America Merrill Lynch
2016 Asia Pacific Telecom, Media &
Technology Conference**

Mar 16th 2016

Content

- Review of 2015 Financial Results
- Q&A

4Q 2015 QoQ Comparison

Consolidated IFRS Base

| (NT\$ million) | 3Q 2015 | | 4Q 2015 | | QoQ |
|---|---------|-----|---------|-----|-----|
| | Amount | % | Amount | % | % |
| Net Sales | 1,268 | 100 | 1,368 | 100 | 8 |
| COGS | 824 | 65 | 887 | 65 | |
| Gross Profit | 444 | 35 | 481 | 35 | 8 |
| Operating Expense | 163 | 13 | 180 | 13 | |
| Operating Profit | 281 | 22 | 301 | 22 | 7 |
| Profit Before Tax | 352 | 28 | 317 | 23 | -10 |
| Net income attribute to the owner of parent | 289 | 23 | 273 | 20 | -6 |
| EPS | 1.98 | | 1.86 | | |

Note: EPS is based on 2015/12/31 outstanding shares 146,368,324

4Q 2015 YoY Comparison

Consolidated IFRS Base

| (NT\$ million) | 4Q 2014 | | 4Q 2015 | | YoY |
|---|---------|-----|---------|-----|-----|
| | Amount | % | Amount | % | % |
| Net Sales | 1,247 | 100 | 1,368 | 100 | 10 |
| COGS | 851 | 68 | 887 | 65 | |
| Gross Profit | 396 | 32 | 481 | 35 | 21 |
| Operating Expense | 126 | 10 | 180 | 13 | |
| Operating Profit | 271 | 22 | 301 | 22 | 11 |
| Profit Before Tax | 314 | 25 | 317 | 23 | 1 |
| Net income attribute to the owner of parent | 267 | 21 | 273 | 20 | 2 |
| EPS | 1.82 | | 1.86 | | |

Note: EPS is based on 2015/12/31 outstanding shares 146,368,324

2015 YoY Comparison

Consolidated IFRS Base

| (NT\$ million) | 2014 | | 2015 | | YoY |
|---|--------|-----|--------|-----|-----|
| | Amount | % | Amount | % | % |
| Net Sales | 4,748 | 100 | 5,213 | 100 | 10 |
| COGS | 3,224 | 68 | 3,419 | 66 | |
| Gross Profit | 1,525 | 32 | 1,794 | 34 | 18 |
| Operating Expense | 503 | 10 | 665 | 12 | |
| Operating Profit | 1,022 | 22 | 1,129 | 22 | 10 |
| Profit Before Tax | 1,105 | 23 | 1,204 | 23 | 9 |
| Net income attribute to the owner of parent | 959 | 20 | 1,017 | 20 | 6 |
| EPS | 6.62 | | 7.02 | | |

Note: EPS is based on weight average outstanding shares 144,851,930

Solid Cash Position

| NT\$M | 12/31/2015 | 12/31/2014 |
|--------------------------------|------------|------------|
| Cash Equivalent | 2,413 | 2,395 |
| Cash Equivalent as total asset | 40% | 45% |
| Debt Ratio | 18% | 22% |
| ROE | 20.8% | 21.3% |
| | | |
| Cash flow from Operation | 1,174 | 799 |
| CAPEX | 97 | 37 |
| Free cash flow | 1,077 | 762 |
| | | |
| AR days | 73.2 | 68.4 |
| Inventory days | 60.1 | 50.1 |
| AP days | 52.2 | 45.0 |
| CCC days | 81.1 | 73.5 |

Q&A

