

Wah Hong Industrial Corp.

Business Updates

2013.06.18



Agenda

- ✦ Financial Performance
- ✦ Operation Analysis
- ✦ Business Outlook
- ✦ Q & A

Agenda

 Financial Performance

 Operation Analysis

 Business Outlook

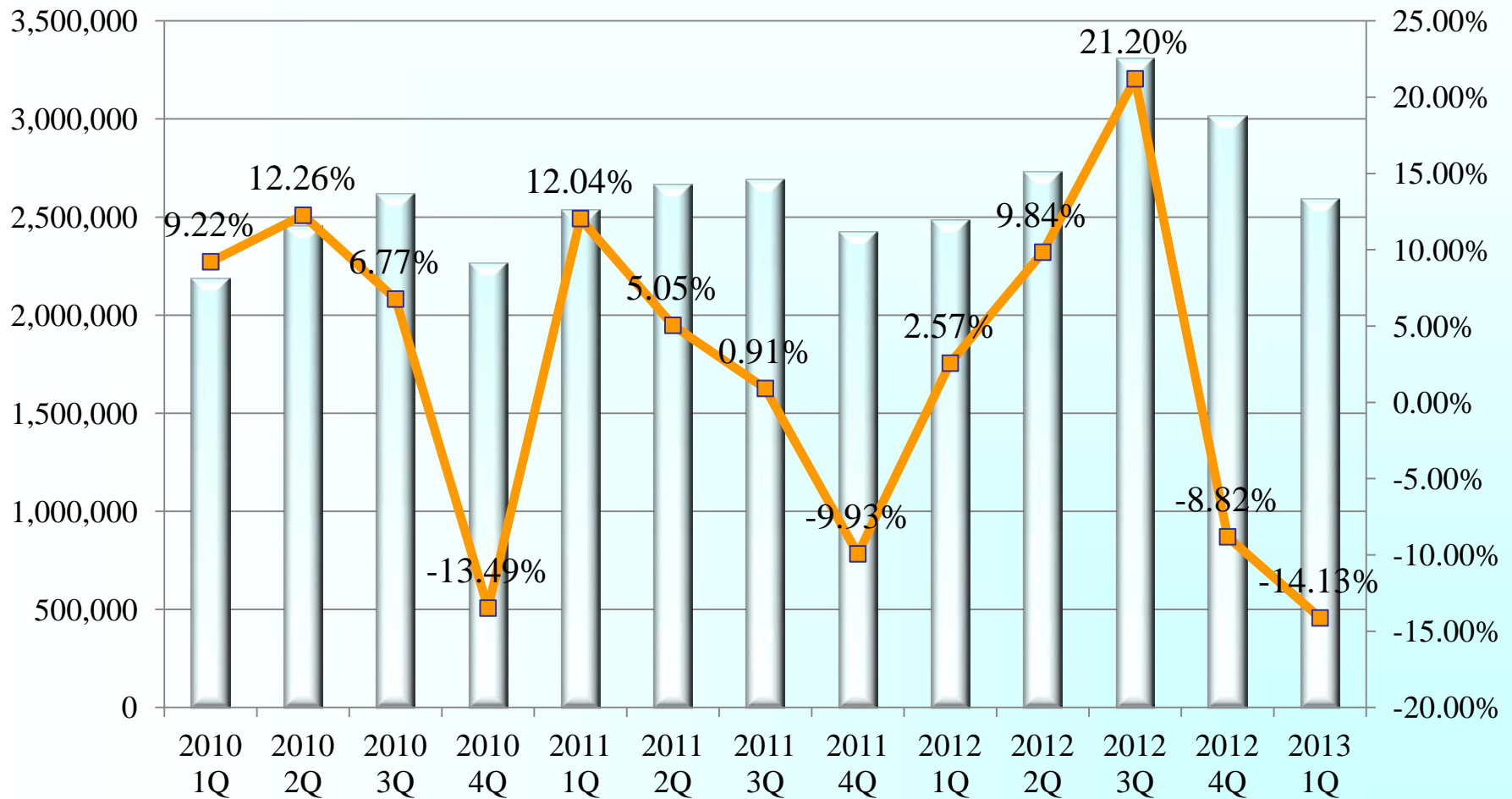
 Q & A

Consolidated I/S - 2013/Q1

in K NTD	2013 Q1		2012 Q4		QoQ %	2012 Q1	
	Amount	%	Amount	%		Amount	%
NET SALES	2,588,591	100.0%	3,014,574	100.0%	-14.1%	2,483,293	100.0%
OPERATING COSTS	2,362,681	91.3%	2,656,143	88.1%	-11.0%	2,200,781	88.6%
GROSS PROFIT	225,910	8.7%	358,431	11.9%	-37.0%	282,512	11.4%
OPERATING EXPENSES	216,540	8.4%	222,045	7.4%	-2.5%	176,818	7.1%
INCOME FROM OPERATIONS	9,370	0.4%	136,386	4.5%	-93.1%	105,694	4.3%
NON-OPERATING INCOME	4,429	0.2%	(37,672)	-1.2%	112%	11,051	0.4%
INCOME BEFORE TAX	13,799	0.5%	98,714	3.3%	-86.0%	116,745	4.7%
INCOME TAX EXPENSES	5,810	0.2%	37,100	1.2%	-84.3%	33,128	1.3%
CONSOLIDATED NET INCOME	7,989	0.3%	61,614	2.0%	-87.0%	83,617	3.4%
MINORITY INTEREST INCOME	18	0.0%	1,186	0.0%	-98.5%	819	0.0%
STOCKHOLDERS' INCOME	7,971	0.3%	60,428	2.0%	-86.8%	82,798	3.3%
EPS-STOCKHOLDERS' INCOME	0.09		0.71			0.97	

Consolidated Revenue by Qtr.

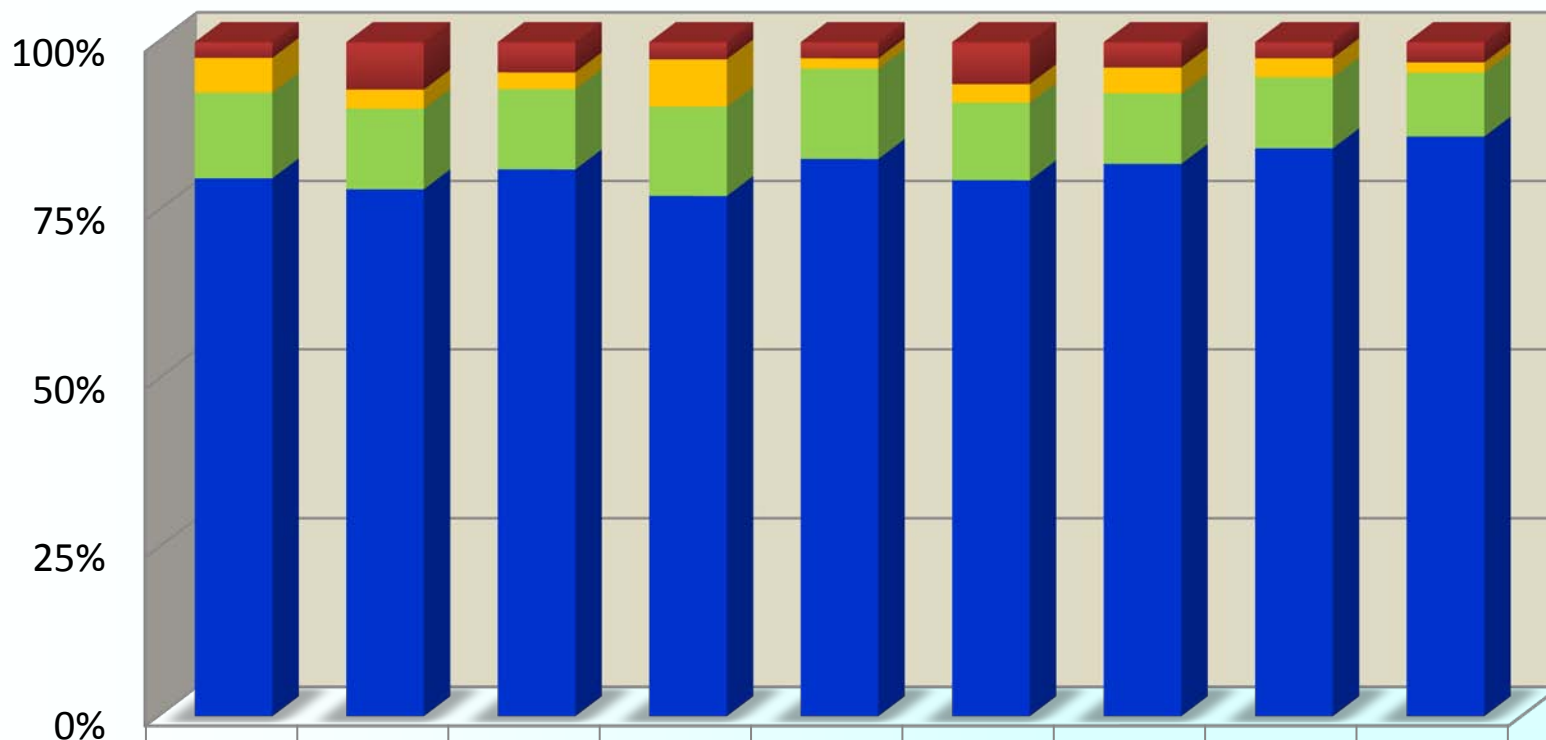
NTD(in Million)



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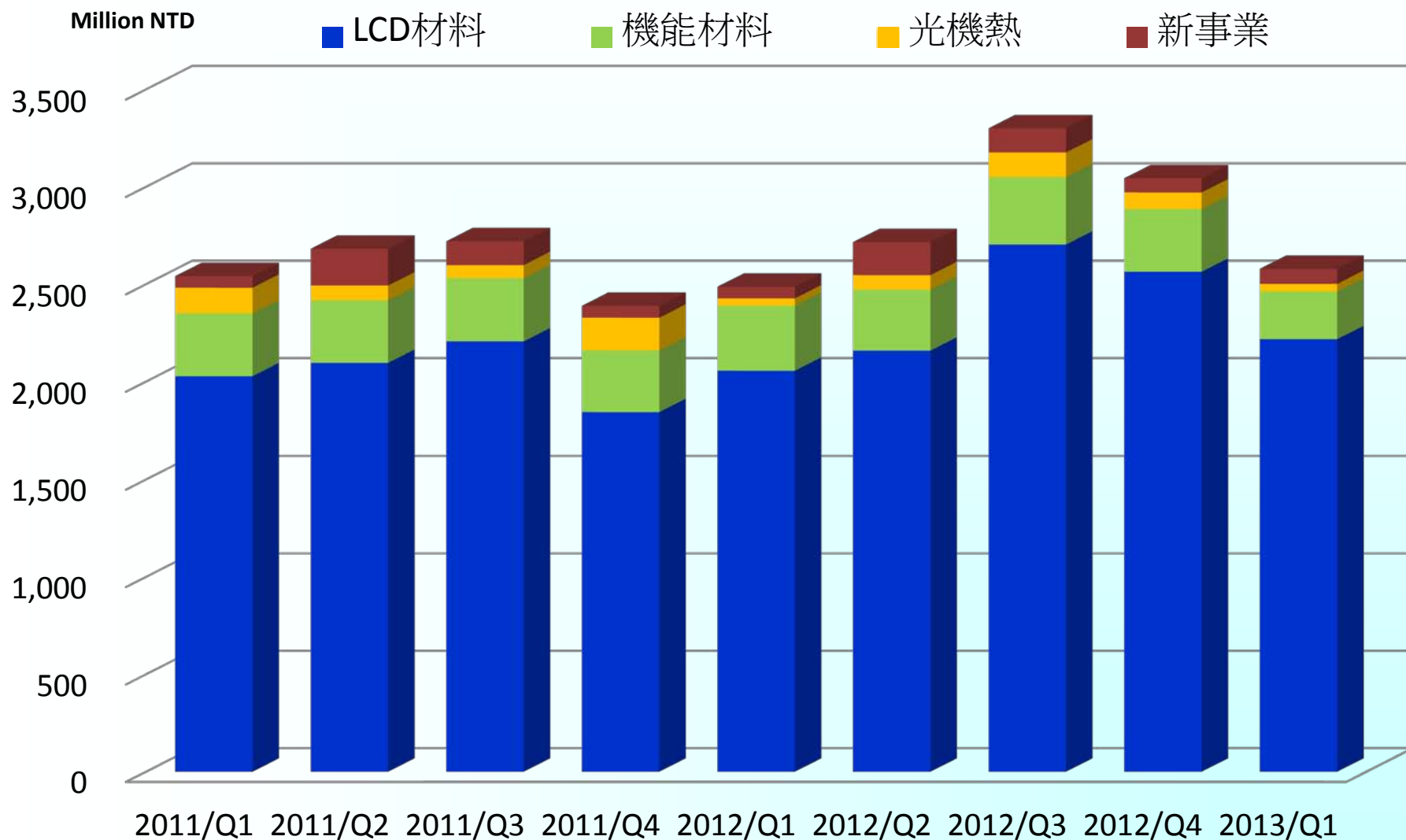
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Sales Breakdown by BUs

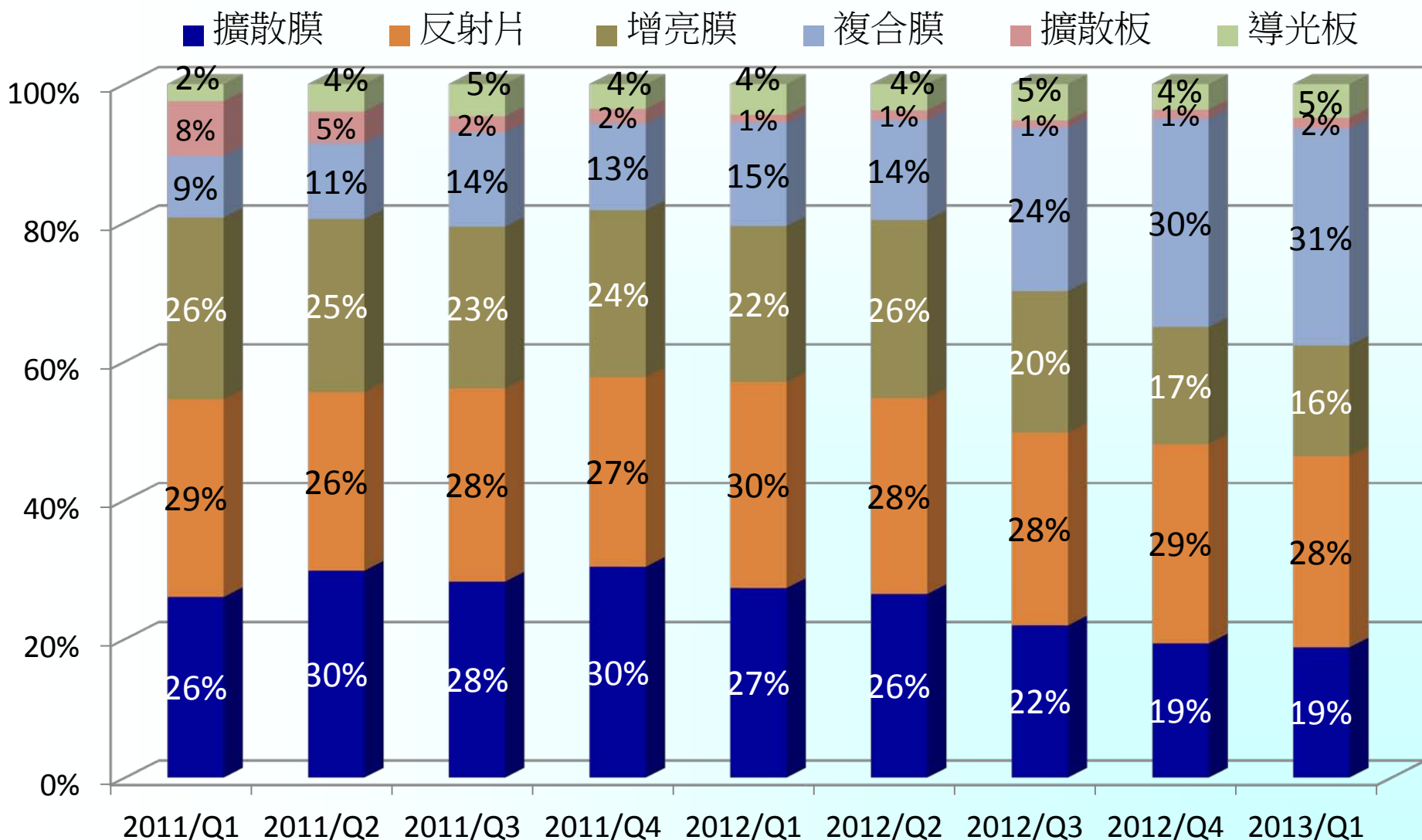


	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2	2012 Q3	2012 Q4	2013 Q1
■ 新事業	2.3%	7.0%	4.5%	2.6%	2.4%	6.2%	3.8%	2.4%	3.0%
■ 光機熱	5.2%	2.8%	2.5%	7.0%	1.5%	2.8%	3.8%	2.8%	1.5%
■ 機能材料	12.7%	12.0%	11.9%	13.2%	13.4%	11.5%	10.5%	10.5%	9.5%
■ LCD材料	79.8%	78.2%	81.1%	77.2%	82.7%	79.5%	81.9%	83.9%	85.7%

Accumulated Sales by BUs



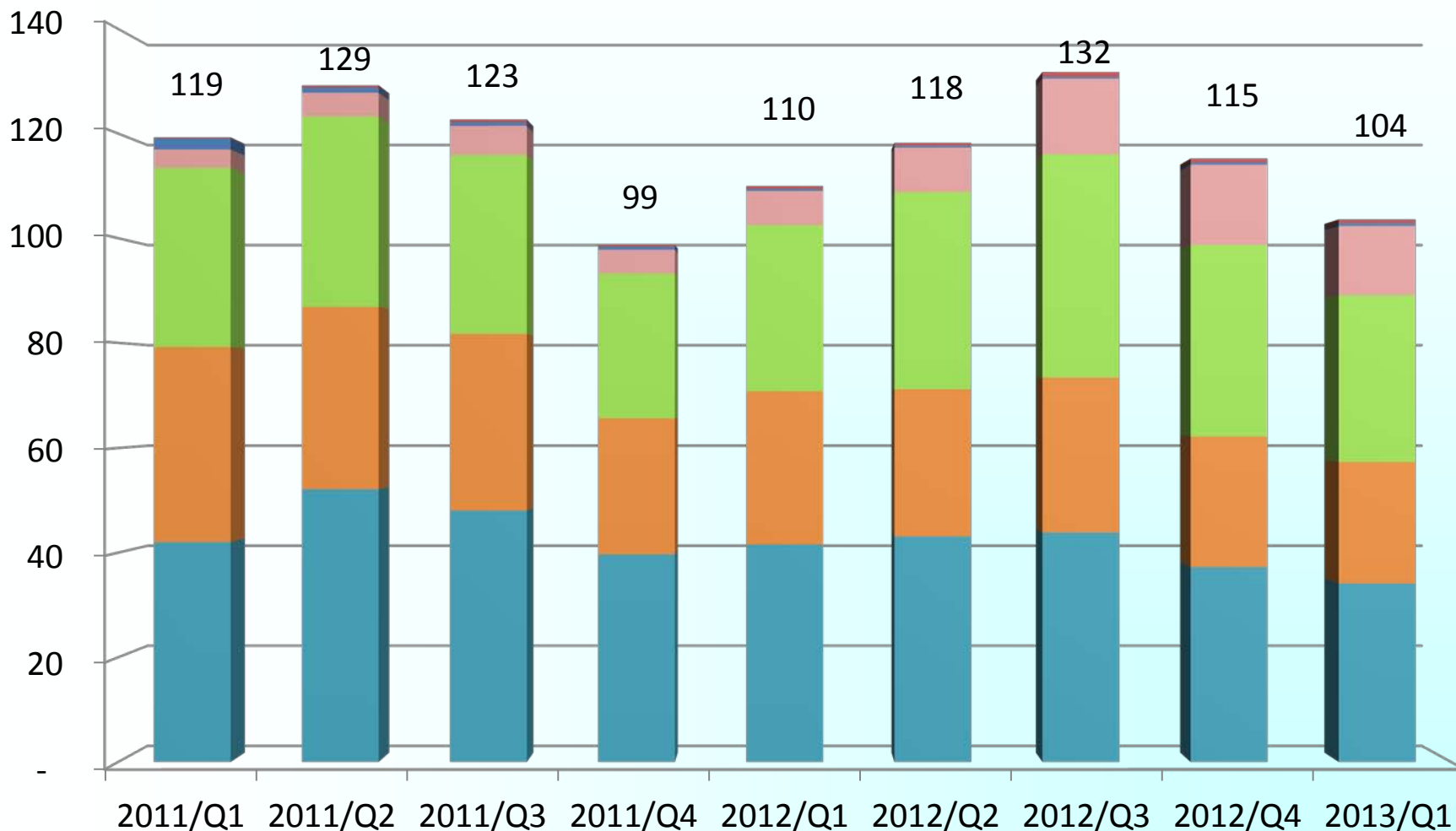
Sales Breakdown by LCD Materials



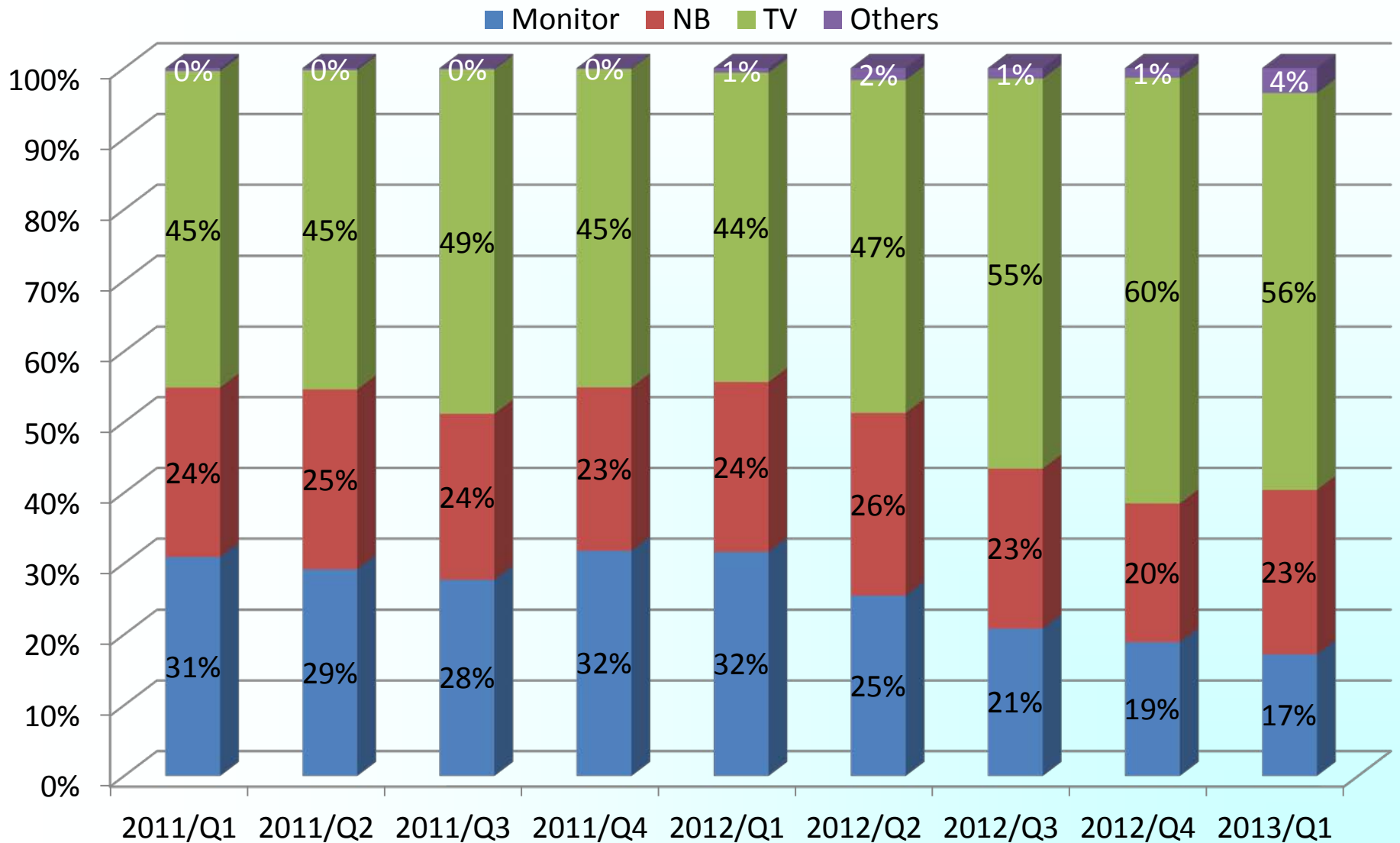
Shipments by LCD Materials

KK(pcs)

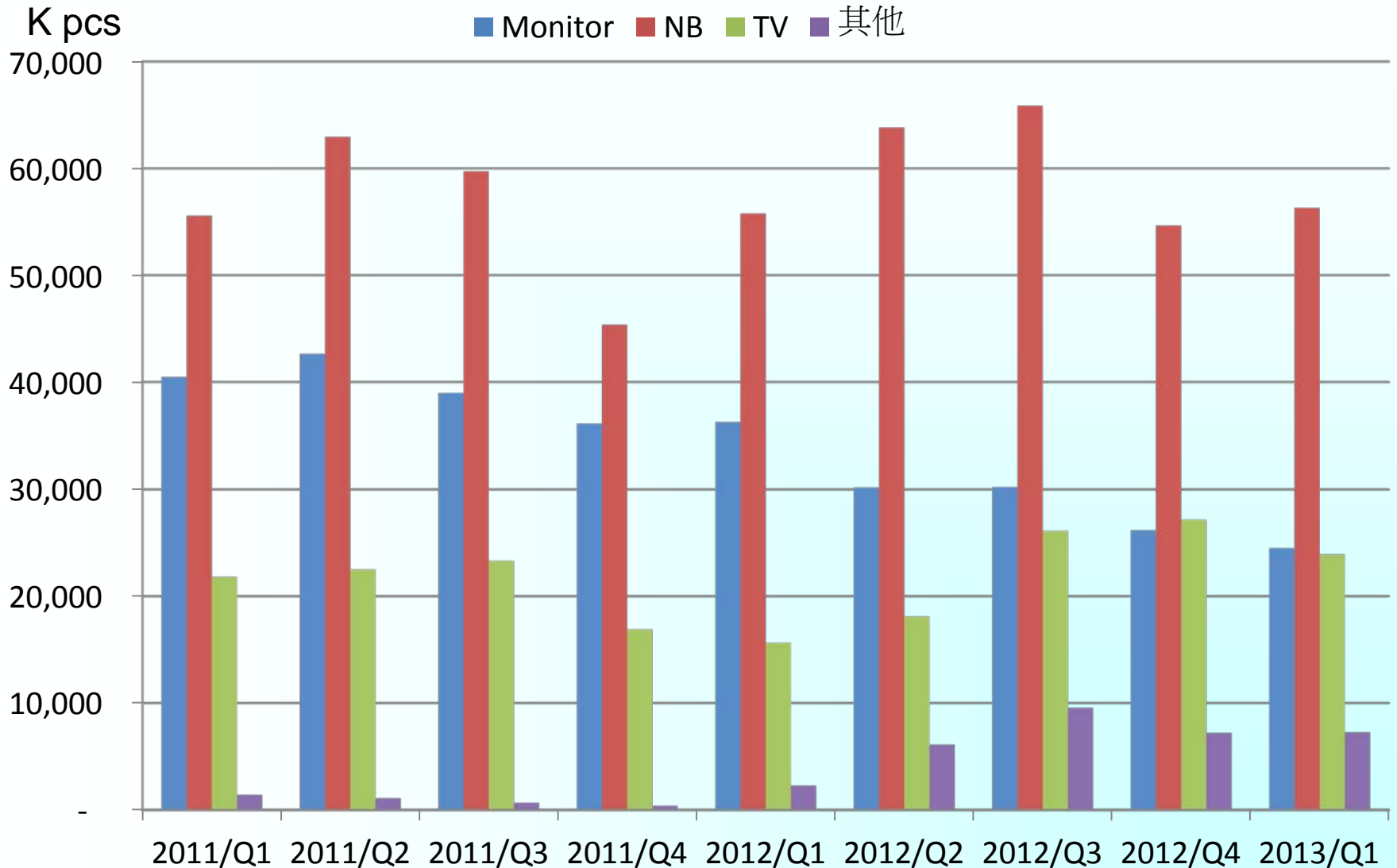
■ 擴散膜
 ■ 反射片
 ■ 增亮膜
 ■ 複合膜
 ■ 擴散板
 ■ 導光板



Sales Breakdown by LCD Applications



Shipments by LCD Applications



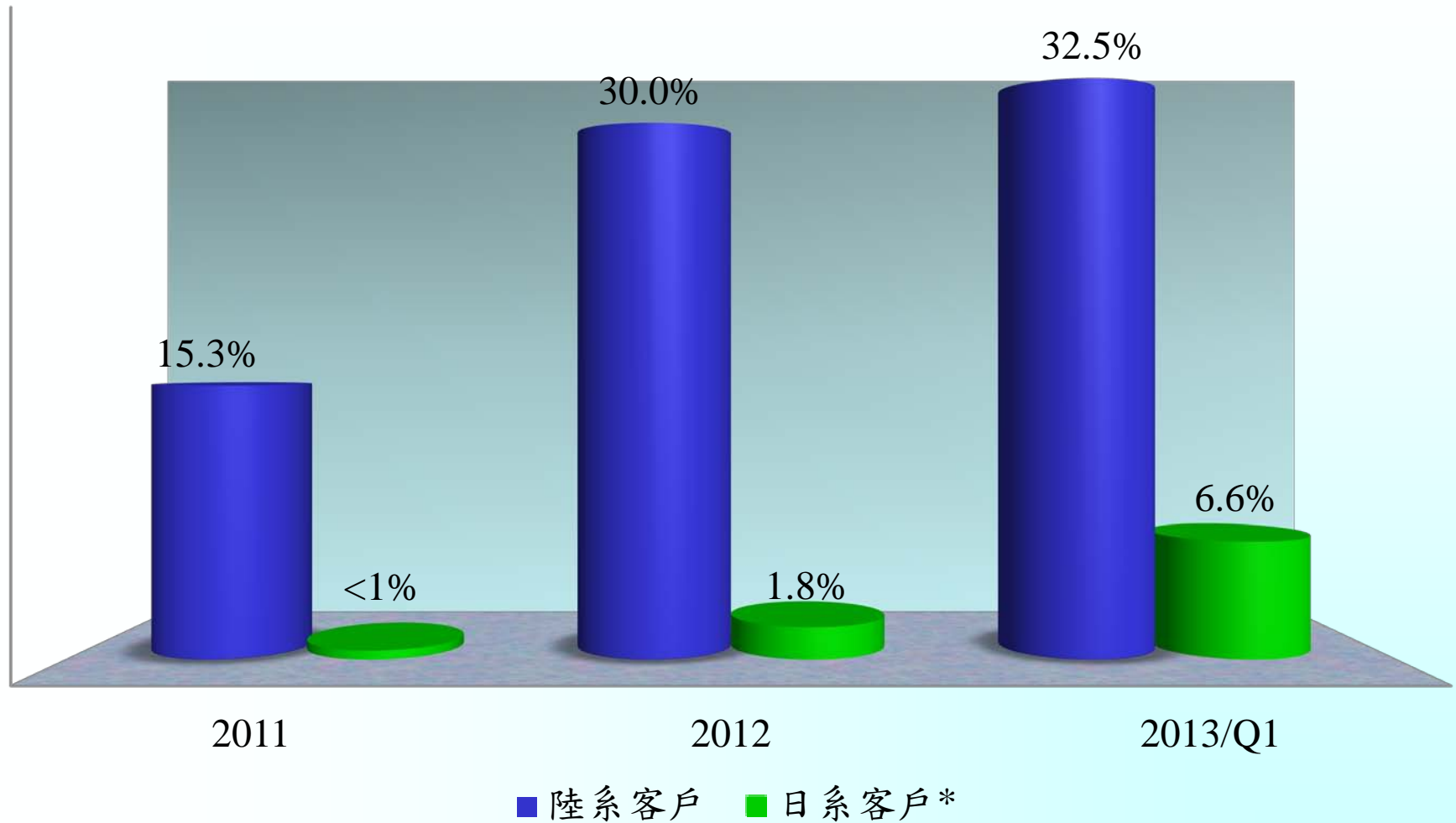
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Outlook for LCD Materials

- ◆ LCD materials shipments for TV+NB+MTR was 104KK pcs in 2013/Q1, YoY -5.5%:
 - mainly reduced from MTR by -32.4% YoY.
- ◆ Seasonal demand is expected in 2013/H2 for TV and NB panels :
 - China TV markets
 - Demand for optical films, LGP, D/P from Japanese customers keep growing
 - Tablet panels for Korean customers
 - 3D FPR for Taiwan panel maker

Outlook for LCD Materials



*Including Taiwan OEM panels

Outlook for LCD Materials

- ◆ Coating products rise in 2013/H2
 - Low-Cost Diffusion film
 - New formula for low strength adhesive sheet was accepted by customers
 - Introduction of Coating ASF products
 - Introduction of functional hard coating films
 - New OEM projects for coating process

Outlook for Touch Panel Materials

◆ JHOC : ITO film for Film-type sensors

WH : ASF for OGS sensors

PMMA sheet for PFF sensors

ICON sheet

◆ ITO Capacity Plans @ JHOC

– 2013/Q2 monthly output hits 70KM²

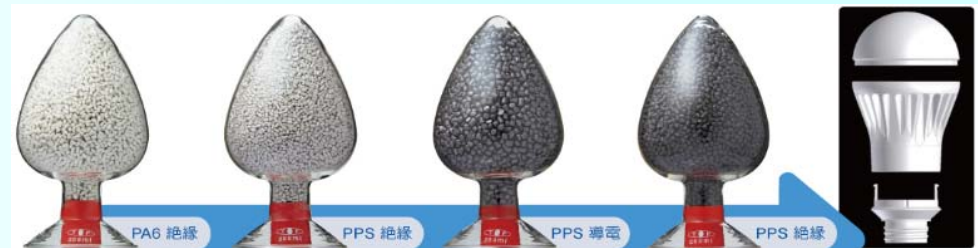
– 2013/H2 projected output 80 ~ 90KM²/M

– 3rd sputter is planed for production in 2014/Q1

– Total capacity targets 200KM²/M in 2014/Q2

Outlook for High Performance Plastics

- ◆ With its electrical insulated, lightweight, easy for mass production & fabrication, Thermal Conductive Plastic is an ideal materials for LED bulb heatsink.
- WH material was brought to market @ 2013/Q1.
- Averaging 4 tons/M shipment in 2013/Q2.
- New customers in 2013/H2.



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Thank You!!

