

# HTC CORPORATION

**2Q17 RESULTS SUMMARY** 

August 11th 2017

# DISCLAIMER STATEMENT

- This presentation and release contain "forward-looking statements" which may include projections of future results of operations, financial condition or business prospects based on our own information and other sources.
- Our actual results of operations, financial condition or business prospects may differ from those expressed or implied in these forward-looking statements for a variety of reasons, including but not limited to market demand, price fluctuations, competition, international economic conditions, supply chain issues, exchange rate fluctuations and other risks and factors beyond our control.
- The forward-looking statements in this release reflect the current belief of HTC as of the date of this
  release. HTC undertakes no obligation to update these forward-looking statements for events or
  circumstances that occur subsequent to such date.

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## **EXECUTIVE SUMMARY**

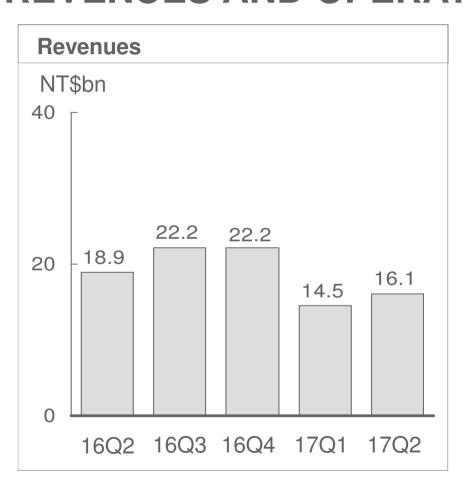
### **2Q17 Financial Highlights:**

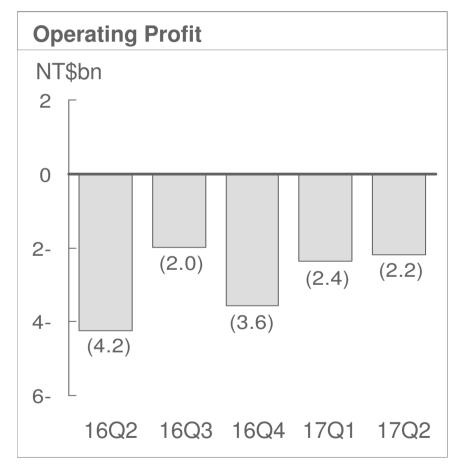
- Revenue of NT\$16.1billion with gross margin of 13.7%
- Operating loss of NT\$2.2 billion with operating margin of -13.6%
- Net loss after tax: NT\$1.95 billion, or -NT\$2.37 per share

### **Business Update**

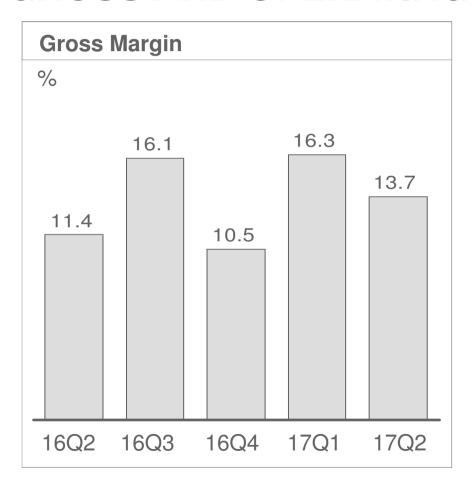
- Revenue in Q2 recording an increase of 11% over the quarter, boosted by sales of the new flagship smartphone HTC U11. Also we saw an operating expense saving of 6.5% over the quarter due to the continued streamlining of processes and realignment of resources across the company.
- HTC U11 started shipping in May and immediately topped the list of Android flagship phones in Taiwan. HTC U11
  is the first smartphone in the world to feature hands-free wake word access to Amazon's Alexa voice-activated
  assistant. HTC is also working with Baidu DuerOS to create a similar voice-activated service for China.
- HTC's VIVE virtual reality division gained considerable endorsement over the quarter, with key industry players such as Google, Intel and Apple aligning themselves with Vive and collaborating to drive the ecosystem forward.
- The VIVE platform received a further boost with the launch of 'Star Trek: Bridge Crew', by far the most well-known and popular AAA franchise to enter the VR world to date, and an excellent example of multiple player interaction within VR.

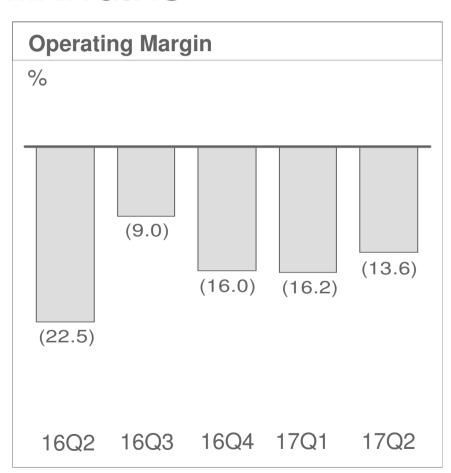
# **REVENUES AND OPERATING PROFIT**





# **GROSS AND OPERATING MARGINS**





# 2Q 2017 P&L (CONSOLIDATED)

NT\$bn	2Q 16	1Q 17	2Q 17
REVENUES	18.9	14.5	16.1
GROSS PROFIT	2.1	2.4	2.2
OPERATING EXPENSE	6.4	4.7	<u>4.4</u>
SALES MKTING.	2.6	1.3	1.1
RESEARCH DEV.	2.9	2.6	2.7
GENERAL ADM.	0.9	0.9	0.7
OPERATING PROFIT	-4.2	-2.4	-2.2
NPBT	-3.0	-2.0	-2.0
NPAT <sup>1</sup>	-3.1	-2.0	-2.0
GROSS MARGIN (%)	11.4%	16.3%	13.7%
OPERATING MARGIN (%)	-22.5%	-16.2%	-13.6%
EPS <sup>2</sup> (NT\$)	-3.71	-2.47	-2.37

<sup>1</sup> Attributable to stockholders of parent company, excluding minority interest.

<sup>2</sup> EPS was calculated based on number of outstanding shares at that time.

# 2Q 2017 BALANCE SHEET (CONSOLIDATED)

NT\$bn	Jun 30, 16	Mar 31, 17	Jun 30, 17
TOTAL ASSETS	115.3	92.8	92.1
Cash <sup>1</sup>	41.5	33.1	31.0
AR	14.1	9.0	11.0
INVENTORY	16.9	14.9	15.0
OTHER ASSETS	42.8	35.8	35.1
TOTAL LIABILITIES	57.4	44.8	45.5
TOTAL EQUITY <sup>2</sup>	57.9	48.0	46.6
METRICS <sup>3</sup>			
DAYS SALES OUTSTANDING	76	96	71
INVENTORY TURNOVER DAYS	115	137	124
DAYS PAYABLE OUTSTANDING	145	178	128

<sup>1.</sup> Includes time deposits with original maturities more than 3 months

<sup>2.</sup> Attributable to stockholders of parent company, excluding minority interest.

<sup>3.</sup> Financial metrics are calculated based on quarterly numbers, starting from 2Q 2012

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# CONSOLIDATED BALANCE SHEETS (In Thousands of New Taiwan Dollars)

	June 30, 20 (Reviewed		December 31, (Audited)		June 30, 2016 (Reviewed)	
ASSETS	Amount	%	Amount	%	Amount	%
CURRENT ASSETS						
Cash and cash equivalents (Note 6)	\$ 25,119,152	27	\$ 30,080,217	29	\$ 37,150,047	32
Financial assets at fair value through profit or loss - current (Notes 7 and 31)	208,770	-	143,642	-	70,238	-
Available-for-sale financial assets - current (Note 31)	278,161	-	199,344	-	222,914	-
Debt investments with no active market - current (Note 31) Trade receivables, net (Notes 11 and 32)	10,952,995	12	8,067 15,961,835	15	8,069 14,111,697	12
Other receivables (Note 11)	183,980	-	168,526	-	390,630	-
Current tax assets	149,311	-	184,817	-	184,763	-
Inventories (Note 12)	14,955,175	16	14,163,571	14	16,903,706	15
Prepayments (Note 13)	1,589,180	2	1,833,499	2	2,942,285	3
Non-current assets held for sale (Note 14) Other current financial assets (Notes 10 and 33)	1,592,749 5,910,547	2 7	5,750,450	6	4,382,307	4
Other current assets (Notes 10 and 33)	29,244		68,414		46,078	
Total current assets	60,969,264	_66	68,562,382	_66	76,412,734	_66
NON-CURRENT ASSETS						
Available-for-sale financial assets - non-current (Note 31)	85	-	86	-	107	-
Financial assets measured at cost - non-current (Notes 9 and 31)	3,283,360	4	3,363,736	3	3,387,336	3
Debt investments with no active market (Note 31) Investments accounted for using equity method (Note 16)	445,205	-	25,009 531,445	1	381.077	-
Property, plant and equipment (Note 17)	11,550,121	13	12,025,496	12	12.737.095	11
Investment properties, net (Note 18)	-	-	1,527,001	1	1,622,275	2
Intangible assets (Note 19)	2,980,230	3	3,878,356	4	4,639,101	4
Deferred tax assets	8,987,568	10	8,957,876	9	8,791,229	8
Refundable deposits (Note 31) Long-term receivables (Note 11)	1,362,163	1	1,501,480	1	1,507,421 1,195,947	1 1
Net defined benefit asset - non-current	46,420	_	40,439	_	79,452	-
Other non-current assets (Note 13)	2,448,793	3	2,735,876	3	4,533,844	4
Total non-current assets	31,103,945	_34	34,586,800	34	38,874,884	34
TOTAL	\$ 92,073,209	100	<u>\$ 103,149,182</u>	100	<u>\$ 115,287,618</u>	100
LIABILITIES AND EQUITY						
CURRENT LIABILITIES						
Short-term borrowings (Note 20)	\$ 8,550,000	9	\$ -	-	\$ -	-
Financial liabilities at fair value through profit or loss - current (Notes 7 and 31)	78,069	-	133,420	-	160,272	-
Derivative financial liability for hedging - current (Notes 8 and 31) Note and trade payables (Notes 21 and 32)	8,130 17,799,288	20	26,247,728	26	27,244,271	24
Other payables (Note 22)	12,133,291	13	18,348,734	18	20,610,503	18
Current tax liabilities	164,450	-	155,651	-	169,021	-
Provisions - current (Note 23)	3,008,599	3	3,384,311	3	5,221,755	4
Other current liabilities (Notes 14 and 22)	3,520,051	4	3,004,432	3	3,112,825	3
Total current liabilities	45,261,878	_49	51,274,276	50	56,518,647	49
NON-CURRENT LIABILITIES						
Deferred tax liabilities Guarantee deposits received (Note 31)	83,548 6,133	-	81,294	-	83,378 27,783	-
Other non-current liabilities (Note 22)	114,120		22,106		807,025	1
Total non-current liabilities	203,801		103,400		918,186	1
Total liabilities		49	51,377,676	50	57,436,833	
	45,465,679	<u>49</u>				
EQUITY (Note 24) Share capital - ordinary shares	8,217,952	9	8.220.087	8	8,274,191	7
Capital surplus	15,638,510	17	15,614,641	15	15,542,083	13
Retained earnings						
Legal reserve	18,297,655	20	18,297,655	18	18,297,655	16
Unappropriated earnings Other equity	6,858,309 (2,404,896)	7 (2)	10,841,425 (1,202,302)	10	16,018,257 155,468	14
Treasury shares	(2,404,896)	(2) 	(1,202,302)	(1)	(436,869)	<del>_</del> _
•			<u></u>			
Total equity	46,607,530	51	51,771,506	50	57,850,785	50
TOTAL	\$ 92,073,209	100	<u>\$ 103,149,182</u>	100	<u>\$ 115,287,618</u>	100

The accompanying notes are an integral part of the consolidated financial statements.

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (In Thousands of New Taiwan Dollars, Except Loss Per Share) (Reviewed, Not Audited)

	For the 1	Three Mon	ths Ended June 30		For the Six Months Ended June 30				
	2017		2016		2017		2016		
	Amount	%	Amount	%	Amount	%	Amount	%	
OPERATING REVENUES (Notes 25 and 32)	\$ 16,135,909	100	\$ 18,862,124	100	\$ 30,666,732	100	\$ 33,683,106	100	
OPERATING COST (Notes 12, 26 and 32)	13,921,030	86	16,713,576	89	26,088,667	85	30,147,462	90	
GROSS PROFIT	2,214,879	14	2,148,548	11	4,578,065	15	3,535,644	10	
OPERATING EXPENSES (Notes 26 and 32) Selling and marketing General and administrative Research and development	1,068,304 691,446 2,652,449	7 4 <u>17</u>	2,574,766 949,314 2,864,896	14 5 15	2,339,327 1,566,822 5,226,837	8 5 <u>17</u>	4,559,094 2,197,932 5,822,157	14 6 	
Total operating expenses	4,412,199	28	6,388,976	34	9,132,986	30	12,579,183	37	
OPERATING LOSS	(2,197,320)	(14)	(4,240,428)	(23)	(4,554,921)	(15)	(9,043,539)	(27)	
NON-OPERATING INCOME AND EXPENSES Other income (Note 26)	130,577	1	157,656	1	402,766	1	395,635	1	
Other gains and losses (Notes 8, 14 and 26)		1	,	6	225,858	1	,	10	
Finance costs Share of the loss of associates and joint	144,327 (8,815)	-	1,132,492	-	(11,282)	-	3,234,260 (4,235)	-	
venture (Note 16)	(28,804)		(1,141)		(63,196)		(29,503)		
Total non-operating income and expenses	237,285	2	1,289,007	7	554,146	2	3,596,157	11	
LOSS BEFORE INCOME TAX	(1,960,035)	(12)	(2,951,421)	(16)	(4,000,775)	(13)	(5,447,382)	(16)	
INCOME TAX BENEFIT (EXPENSE) (Note 27)	9,464		(107,461)		17,659		(227,947)	(1)	
LOSS FOR THE PERIOD	(1,950,571)	(12)	(3,058,882)	(16)	(3,983,116)	(13)	(5,675,329)	(17)	
OTHER COMPREHENSIVE INCOME AND LOSS, NET OF INCOME TAX Items that may be reclassified subsequently to profit or loss: Exchange differences on translating foreign									
operations Unrealized gain (loss) on available-for-sale	440,496	3	(498,661)	(3)	(1,365,319)	(4)	(933,391)	(3)	
financial assets Cash flow hedge	40,865 1,214		(25,772) 2,627	<u>-</u>	90,909 (11,668)		(129,496)		
Other comprehensive income and loss for the period, net of income tax	482,575	3	(521,806)	(3)	(1,286,078)	(4)	(1,062,887)	(3)	
TOTAL COMPREHENSIVE LOSS FOR THE PERIOD	<u>\$ (1,467,996)</u>	<u>(9</u> )	<u>\$ (3,580,688)</u>	(19)	<u>\$ (5,269,194)</u>	<u>(17</u> )	\$ (6,738,216) (Con	<u>(20)</u>	

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (In Thousands of New Taiwan Dollars, Except Loss Per Share) (Reviewed, Not Audited)

	For the Three Months Ended June 30				For the Six Months Ended June 30			
	2017		2016	2016 2017		2016		
	Amount	%	Amount	%	Amount	%	Amount	%
NET LOSS ATTRIBUTABLE TO: Owners of the parent	<u>\$ (1,950,571)</u>	(12)	<u>\$ (3,058,882)</u>	<u>(16</u> )	\$ (3,983,116)	<u>(13</u> )	<u>\$ (5,675,329)</u>	(17)
TOTAL COMPREHENSIVE LOSS ATTRIBUTABLE TO:								
Owners of the parent	<u>\$ (1,467,996)</u>	<u>(9</u> )	<u>\$ (3,580,688)</u>	<u>(19</u> )	<u>\$ (5,269,194)</u>	<u>(17</u> )	<u>\$ (6,738,216)</u>	<u>(20</u> )
LOSS PER SHARE (Note 28) Basic	<u>\$ (2.37)</u>		<u>\$ (3.71)</u>		<u>\$ (4.85)</u>		<u>\$ (6.87)</u>	

The accompanying notes are an integral part of the consolidated financial statements.

(Concluded)

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (In Thousands of New Taiwan Dollars) (Reviewed, Not Audited)

					Other Equity					
	Share Capital Ordinary Shares	Capital Surplus	Retained Legal Reserve	I Earnings Unappropriated Earnings	Exchange Differences on Translating Foreign Operations	Unrealized Losses on Available-for- sale Financial Assets	Cash Flow Hedge	Unearned Employee Benefit	Treasury Shares	Total Equity
BALANCE, JANUARY 1, 2016	\$ 8,318,695	\$ 15,505,853	\$ 18,297,655	\$ 21,782,432	\$ 1,473,417	\$ (13,633)	\$ -	\$ (371,369)	\$ (200,955)	\$ 64,792,095
Net loss for the six months ended June 30, 2016	-	-	-	(5,675,329)	-	-	-	-	-	(5,675,329)
Other comprehensive income and loss for the six months ended June 30, 2016	-	-	-	-	(933,391)	(129,496)	-	-	-	(1,062,887)
Buy-back of treasury stock	-	-	-	-	-	-	-	-	(436,869)	(436,869)
Retirement of treasury shares	(41,100)	(71,009)	-	(88,846)	-	-	-	-	200,955	-
Share-based payments	(3,404)	107,239						129,940	<u> </u>	233,775
BALANCE, JUNE 30, 2016	<u>\$ 8,274,191</u>	\$ 15,542,083	<u>\$ 18,297,655</u>	\$ 16,018,257	<u>\$ 540,026</u>	<u>\$ (143,129)</u>	<u>\$</u>	<u>\$ (241,429)</u>	<u>\$ (436,869)</u>	\$ 57,850,785
BALANCE, JANUARY 1, 2017	\$ 8,220,087	\$ 15,614,641	\$ 18,297,655	\$ 10,841,425	\$ (781,298)	\$ (167,082)	\$ -	\$ (253,922)	\$ -	\$ 51,771,506
Net loss for the six months ended June 30, 2017	-	-	-	(3,983,116)	-	-	-	-	-	(3,983,116)
Other comprehensive income and loss for the six months ended June 30, 2017	-	-	-	-	(1,365,319)	90,909	(11,668)	-	-	(1,286,078)
Share-based payments	(2,135)	23,869						83,484		105,218
BALANCE, JUNE 30, 2017	\$ 8,217,952	\$ 15,638,510	<u>\$ 18,297,655</u>	\$ 6,858,309	\$ (2,146,617)	\$ (76,173)	<u>\$ (11,668)</u>	\$ (170,438)	\$ -	\$ 46,607,530

The accompanying notes are an integral part of the consolidated financial statements.

#### CONSOLIDATED STATEMENTS OF CASH FLOWS

(In Thousands of New Taiwan Dollars) (Reviewed, Not Audited)

	For the Six Months Ended June 30		
	2017	2016	
CASH FLOWS FROM OPERATING ACTIVITIES			
Loss before income tax	\$ (4,000,775)	\$ (5,447,382)	
Adjustments for:	, ( , , , , , , , , ,	· (-) · ;- · )	
Depreciation expense	531,914	1,009,638	
Amortization expense	700,662	891,826	
Bad debt (reversed) expenses	(362,870)	49	
Finance costs	11,282	4,235	
Interests income	(150,970)	(226,187)	
Dividend income	(15,862)	(106,477)	
Compensation cost of employee share-based payments	105,218	233,775	
Share of the loss of associate and joint venture	63,196	29,503	
Net loss (gain) on disposal of property, plant and equipment	4,930	(3,194,738)	
Gain on disposal of investments	(24,305)	(3,174,730)	
Impairment loss on non-financial assets	2,238,027	1,024,072	
Ineffective portion of cash flow hedges	(3,538)	1,024,072	
Changes in operating assets and liabilities	(3,336)	-	
(Increase) decrease in financial instruments held for trading	(120,479)	148,983	
Decrease in trade receivables	5,371,710	4,707,202	
Decrease in other receivables			
	13,687	82,150	
(Increase) decrease in inventories	(3,029,631)	1,195,859	
Decrease in prepayments	244,319	1,458,683	
Decrease in other current assets	39,170	48,533	
Decrease in other non-current assets	152,163	193,200	
Decrease in note and trade payables	(8,448,440)	(2,354,114)	
Decrease in other payables	(6,197,299)	(4,359,652)	
Decrease in provisions	(375,712)	(770,503)	
Decrease in other current liabilities	(898,385)	(576,938)	
Increase in other operating liabilities	114,120	807,025	
Cash used in operations	(14,037,868)	(5,201,258)	
Interest received	121,829	186,264	
Interest paid	(6,697)	(4,235)	
Income tax return (paid)	16,938	(332,467)	
Net cash used in operating activities	(13,905,798)	(5,351,696)	
CASH FLOWS FROM INVESTING ACTIVITIES			
Payments to acquire debt investment with no active market	(32,918)	-	
Payments to acquire financial assets measured at cost	(73,229)	(66,081)	
Proceeds from sale of financial assets measured at cost	85,169	-	
Acquisition of associates	(6,019)	(161,893)	
Proceeds from disposal of non-current assets held for sale	-	6,060,000	
Payments for property, plant and equipment	(95,728)	(389,776)	
	(50,720)	(Continued)	
		(Commuca)	

#### CONSOLIDATED STATEMENTS OF CASH FLOWS

(In Thousands of New Taiwan Dollars) (Reviewed, Not Audited)

	For the Six Months Ended June 30			
	2017	2016		
Proceeds from disposal of property, plant and equipment Increase in advance receipts - disposal of property Decrease in refundable deposits Payments for intangible assets Increase in other current financial assets Dividends received	\$ 2,168 1,388,243 139,317 - (160,097) 15,862	\$ 2,905,128 72,921 (75,456) (282,017) 106,477		
Net cash generated from investing activities	1,262,768	8,169,303		
CASH FLOWS FROM FINANCING ACTIVITIES Buy-back of treasury shares Increase in short-term borrowings Refund of guarantee deposits received  Net cash generated from (used in) financing activities  EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS	8,550,000 (15,973) 8,534,027 (852,062)	(436,869) (2,376) (439,245) (575,114)		
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	(4,961,065)	1,803,248		
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	30,080,217	35,346,799		
CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 25,119,152	<u>\$ 37,150,047</u>		
The accompanying notes are an integral part of the consolidated financial s	statements.	(Concluded)		