

# High Tech Computer Corp.

## 2<sup>nd</sup> Q BUSINESS REVIEW

CHENG, HUI-MING

July 27, 07'



# DISCLAIMER STATEMENT

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This presentation and release contains “forward-looking statements” which may include our future results of operations, financial condition or business prospects, are based on our own information and from 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 risks of market condition, supply chain, market demand, and our ability to maintain a high quality products delivery.

The forward-looking statements in this release reflect the current belief of HTC as of the date of this release and HTC undertakes no obligation to update these forward-looking statements for events or circumstances that occur subsequent to such date.



# OUTLINES

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- 2nd Q PERFORMANCE
- MANAGEMENT INITIATIVES
- KEY FINACIALS
- 3rd Q BUSINESS GUIDANCE

## 2nd Q PERFORMANCE

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- 2ndQ Revenue reached NT\$26.86B, in line with guidance.
- 2ndQ NPAT was NT\$5.9B. NPBT margin and GPM exceed guidance. Better GPM was due to effective cost control and an extra-ordinary gain in royalty.
- Higher SGA expenses were due to a one-time NTD\$ 399M adjustment in warranty expenses and an increase in warranty service provision by 0.25 percentage points to revenue to reflect the higher non ODM business. Excluding these adjustments SG&A expenses ratio came in line with guidance.



# MANAGEMENT INITIATIVES

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- **Launched HTC Touch in Europe and Asia.**
- **HTC Touch delivered our business objectives in**
  - **Addressing consumer market**
  - **Lower cost structure**
  - **HTC differentiation in creating friendly user interface and touch flow**
  - **Co-brand with one of the major operator**
  - **Effective marketing product launch across countries**
- **Invited two independent directors into board.**
- **Established compensation committee under the board.**
- **Ex-dividend dated is Aug. 14,2007.**
- **Bought land near Shanghai area to expand manufacture capacity.**



## KEY FINANCIALS

(NT\$B)	<u>2Q 07</u>	<u>2Q 06</u>	<u>YOY</u>	<u>1Q 07</u>	<u>QOQ</u>
REVENUES	26.86	25.99	3.3%	23.60	13.8%
GROSS PROFIT	9.95	8.48	17.4%	8.23	20.9%
RSGA	2.93	1.91	53.7%	2.12	38.1%
NPBT	7.24	6.28	15.3%	6.02	20.2%
NPAT	5.98	5.74	4.2%	5.54	7.9%
Gross Margin(%)	37.1%	32.6%	13.6%	34.9%	6.2%
RSGA Ratio(%)	10.9%	7.3%	48.7%	9.0%	21.5%
EPS	10.42*	13.14		9.66*	7.9%

\*Before the adjustment in warrant services, the RSG&A expenses ratio was in line with guidance.

\*Based on fully dilution of stock dividend from Y06 earnings



## KEY FINANCIALS

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(NT\$ B)	<u>2Q 07</u>	<u>2Q 06</u>	<u>1Q 07</u>
CASH	45.09	27.58	38.91
AR	17.80	16.43	16.69
INVENTORY	4.81	4.97	4.31
EQUITY	38.66	28.68	46.38



## 3rd Q BUSINESS GUIDANCE

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- Quarterly revenue YoY growth rate is likely to be high single digit due to stronger non ODM business. Sales momentum picks up month by month beginning from August.
- GPM is likely to slide down to reflect the one-time gain in 2<sup>nd</sup> Q. SG&A expenses ratio will be slightly higher than the guidance given before to reflect the consolidation of Dopod Int'l and increase in warranty provision. NPBT margin is expected to sustain.
- CDMA products begin shipment in the US.
- Qualcomm and Broadcom event impact manageable.

