### Drive for better vision



# NASDAQ HIMX

A fabless semiconductor solution provider dedicated for imaging processing technologies

**Investor Presentation** 

February, 2014

Himax Technologies, Inc. 奇景光電股份有限公司

### Forward Looking Statements

Factors that could cause actual events or results to differ materially include, but not limited to, general business and economic conditions and the state of the semiconductor industry; market acceptance and competitiveness of the driver and non-driver products developed by the Company; demand for end-use applications products; reliance on a small group of principal customers; the uncertainty of continued success in technological innovations; our ability to develop and protect our intellectual property; pricing pressures including declines in average selling prices; changes in customer order patterns; changes in estimated full-year effective tax rate; shortages in supply of key components; changes in environmental laws and regulations; exchange rate fluctuations; regulatory approvals for further investments in our subsidiaries; our ability to collect accounts receivable and manage inventory and other risks described from time to time in the Company's SEC filings, including those risks identified in the section entitled "Risk Factors" in its Form 20-F for the year ended December 31, 2012 filed with the SEC, as may be amended.



## **Investment Highlights**

### Leading Display Driver Provider

- Worldwide leading display driver player with a wide range of drivers portfolio for panels of all sizes and in-house intellectual property
- Image technology solutions provider

#### 2 Diversifying Revenues and Customers

- Top tier customers globally
- Diversifying revenues from mobile display drivers, CMOS image sensors, LCOS microdisplay solutions, touch panel controllers, timing controllers and ASIC service
- DDIC market share leader

#### 3 Strong Profitability and Favorable Return

- Strong profitability with no fundraising since IPO
- Disciplined cost control
- Consistent dividends and share buyback programs
- Strong cash flow
- Debt-free: Short-term debt offset by deposits of restricted cash reported under current assets

#### Innovative New Products Capturing Growth Markets

- Tablet and automotive applications
- New products benefit from strong growth of mobile products
- Growth from non-driver products, including CMOS image sensors, LCOS microdisplay solutions, touch panel controllers, timing controllers, wafer -level optics, array lens, and ASIC service

#### 5 Visionary Management Team



## **Selected Financials**

Fiscal Year	December 31 <sup>st</sup>						
Last-Traded Price (02/13/14)	\$ 14.13						
Basic Weighted Ave. Out. ADS (2013) Diluted Weighted Ave. Out. ADS (2013) Equivalent ADS Out. (4Q2013)	170.2M 171.8M 170.5M						
Market Capitalization (02/13/14)	~\$ 2.4B						
Insider Ownership*	~31.7%						
	4Q2013	4Q2	2012	3Q2013	YoY	QoQ	
Revenues	\$195.2M	\$190	D.6M	\$192.8M	+2.4%	+1.3%	
Gross Margin (%)	25.1%	23	3.3%	25.3%	+1.8%	-0.2%	
GAAP Net Income	\$15.8M	\$14.8M		\$12.3M	+7.2%	+29.0%	
GAAP Earnings per ADS	\$0.092	\$0.086		\$0.072	+6.4%	+28.5%	
Non-GAAP Net Income	\$16.6M	\$15.7M		\$19.3M	+5.7%	-14.0%	
Non-GAAP Earnings per ADS	\$0.097	\$0	.092	\$0.113	+4.9%	-14.3%	
	FY2013			FY20	12	ΥοΥ	
Revenues	\$770.7M		\$737.3M		BM	+4.5%	
Gross Margin (%)	24.9%		23.1%		%	+1.8%	
GAAP Net Income	\$61.5M		\$51.6M		SM	+19.1%	
GAAP Earnings per ADS	\$0.358		\$0.302		02	+18.4%	
Non-GAAP Net Income	\$71.0M		\$60.3M		BM	+17.8%	
Non-GAAP Earnings per ADS	\$0.414			\$0.3	53	+17.1%	
1Q2014 GUIDANCE							
Revenues	To be around flat or slightly down vs. 4Q13, representing around +11.1% from 1Q13						
Gross Margin	To be slightly down from 4Q13 (1Q13: 24.6%)						
GAAP Earnings per diluted ADS	\$0.08-\$0.095 (1Q13: \$0.082)						
Non-GAAP Earnings per diluted ADS	\$0.083-\$0.098 (1Q13: \$0.088)						

\* Insider ownership includes executives and board members

\*\*FY2013 includes 2013 grant of Restricted Share Units at the end of September, 2013

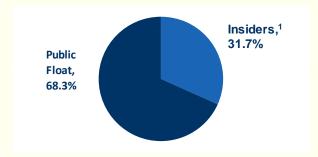


## **Company Overview**

#### **Overview**

- Fabless semiconductor provider with world leading visual imaging processing technologies
- Global market leader in TFT-LCD display driver and timing controller ICs
- Strong growth momentum in non-driver products
- 200+ customers across Taiwan, China, Japan, Korea, U.S. and Europe
- 2,207 patents granted and 1,008 patents pending approval worldwide as of December 31, 2013
- NASDAQ-listed since March 2006 (HIMX)
- Headquartered in Tainan, Taiwan with 5 R&D centers in Taiwan and U.S., out of a total of 20 offices across Taiwan, China, Japan, Korea and U.S.
- Over 1,600 employees worldwide; more than 90% are engineers

#### **Shareholding Structure As of December 31<sup>st</sup>, 2013**



#### Note:

1. Insider ownership includes executives and board members.

Headquarter: Tainan, Taiwan





## **Himax Operating Companies**

#### **Himax Technologies Ltd**

- Display Drivers and Tcon
- Touch Controllers
- Wafer Level Optics and modules for CIS
- In-house Color Filter Fab for LCOS and CIS

#### Himax Media Solutions, Inc.

- ASIC Service and IP Licensing
- Monitor and Projector Scalers
- Infinity Color Technology
- 2D to 3D Conversion
- 3D Color Engine



#### Himax Technologies, Inc.

### Himax Display, Inc.

- LCOS Modules for Head-Mounted Display, Head-up Display and Pico-projector Applications
- MEMS Microdisplays and Controller ICs

#### Himax Analogic, Inc.

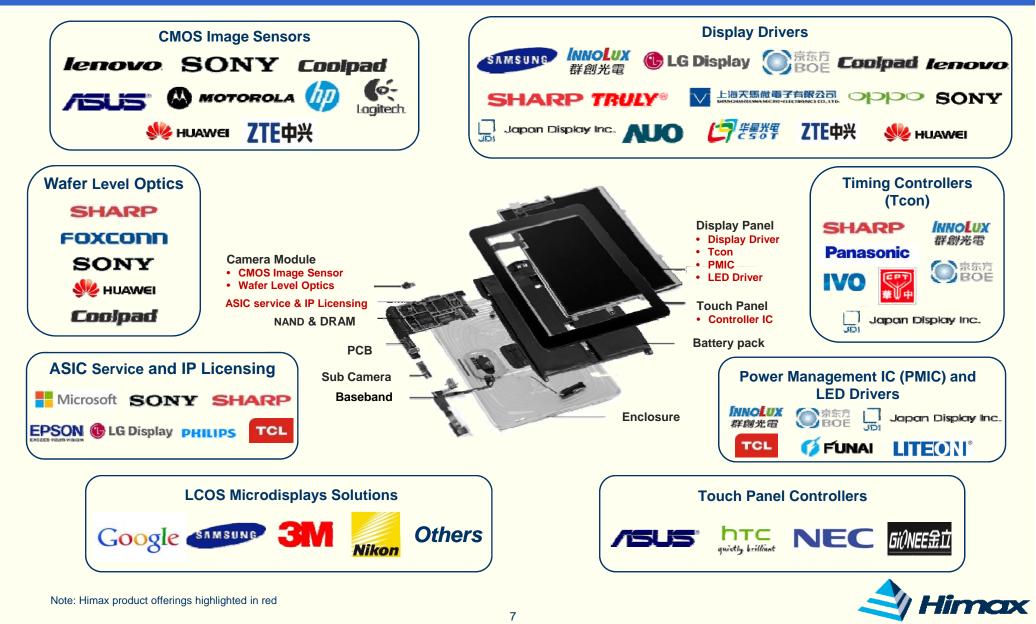
- Power Management ICs
- LED Drivers

### Himax Imaging, Inc.

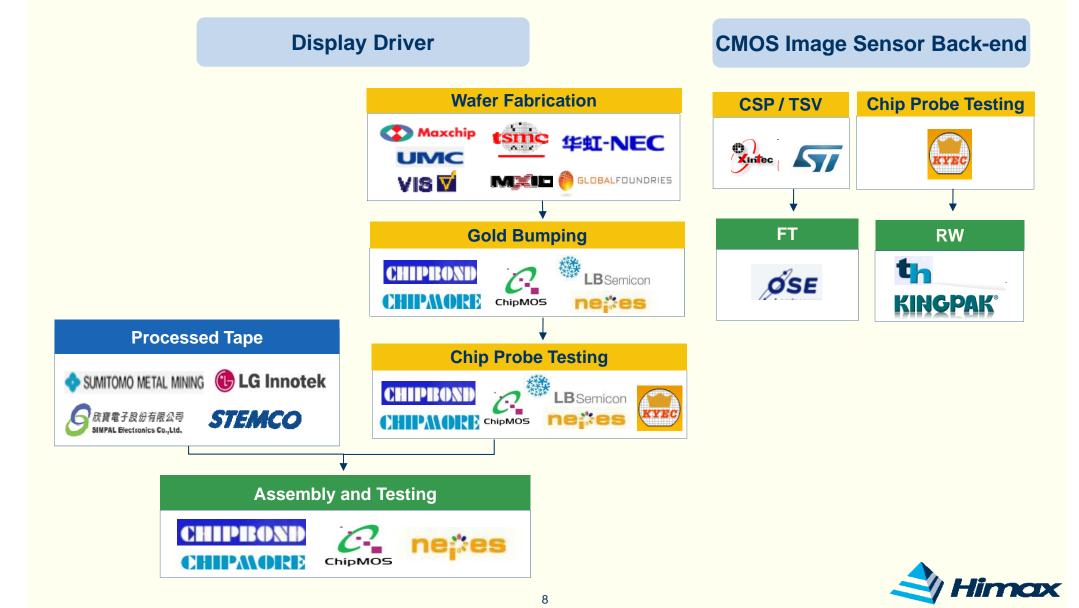
CMOS Image Sensors



## Himax's Products – Strength in Mobile Devices



## **Skilled Management of Complex Supply Chains**



## **Himax's Global Footprint**



#### **Taiwan - Headquarters**

Tainan Headquarters Design Manufacturing Operations Sales/Marketing **Technical support** Taipei Design Sales/Marketing **Technical support** Investor Relations Hsinchu Design Sales/Marketing **Technical support** 

Japan

Cheonan Sales Technical support Suwon Sales Technical support

Korea



### U.S.

Irvine Design **Investor Relations** Campbell Design Sales **Technical Support** 

### China

Beijing Sales **Technical support** Shanghai Sales **Technical support** Suzhou Sales **Technical support** Fuzhou **Technical support** 

#### Ninbo Sales Technical support Fuging Sales Technical support Foshan Sales Technical support Wuhan Sales Technical support

Shenzhen Sales **Technical support** Hefei Sales **Technical support** Qinqdao **Technical support** Xiamen Sales **Technical support** 9

## Tokyo Sales Technical support

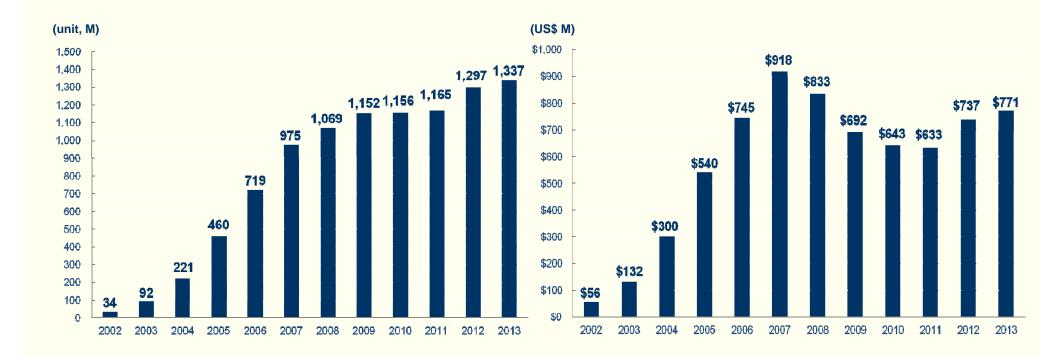
### **Shipment and Revenue Track Record**

### **Consistent shipment growth**

#### Strong revenue rebound

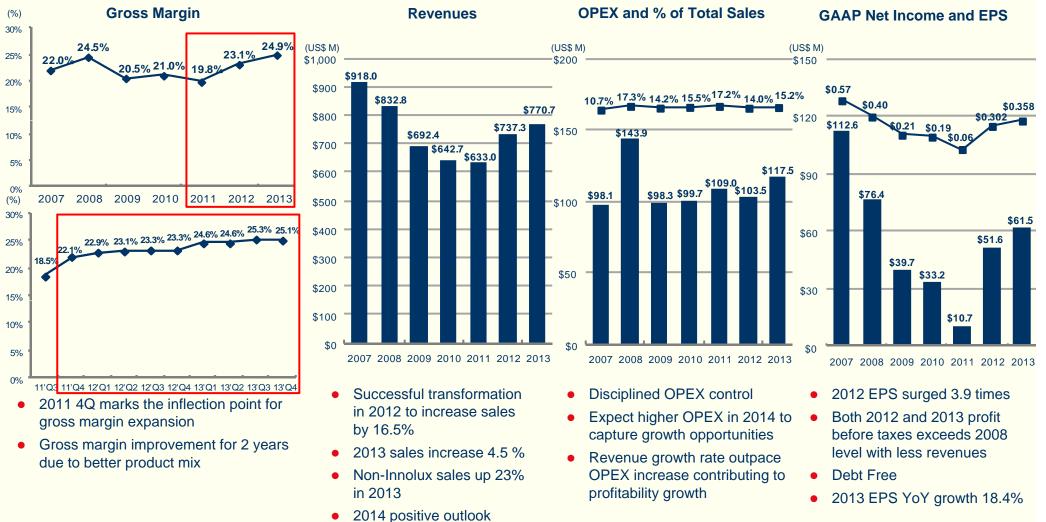
Volume







## **Improved Margin and Profitability**

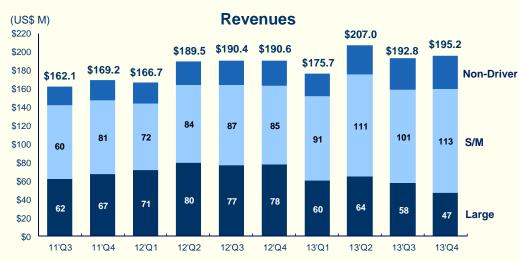


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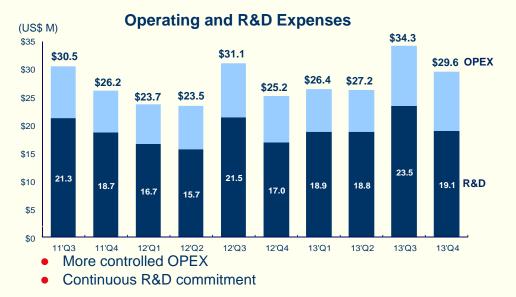
expect revenue to hit record high in 2014



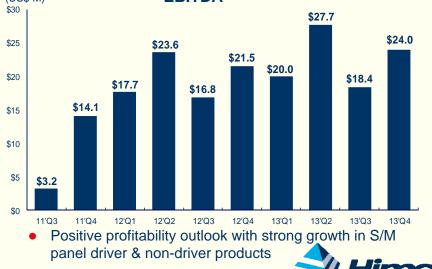
## **Quarterly Financial Performance**



- Successfully embarked on business transformation in 4Q11
- 2Q13 revenues were the highest since 4Q08

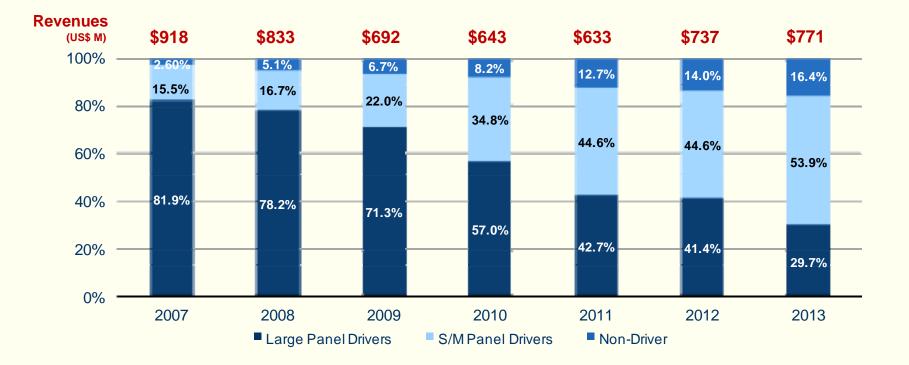






## **More Balanced Product Mix**

- Fast growing small and medium-sized panel driver business
- Increasing non-driver sales to diversify sales base and improve gross margin
- New product shipments from LCOS and WLO in 2014

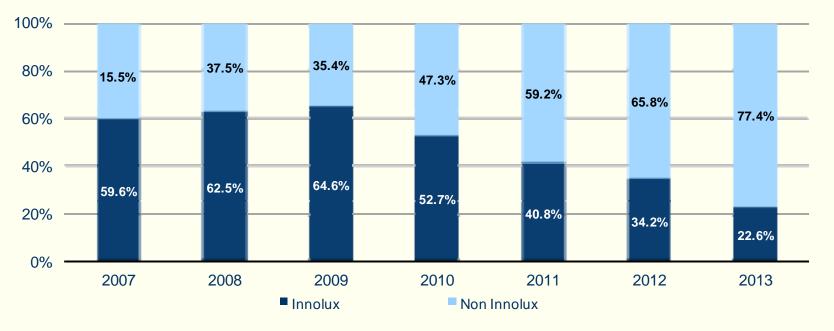




# **Customer Mix**

#### Largely reduced dependence on one single customer:

- Diversifying product revenues by non-driver product wins and leveraging existing customers
- Non-Innolux revenues increased 23.0% YoY in 2013
- Innolux disposed of its entire equity holding in Himax on June 19<sup>th</sup>, 2013, ending its status as Himax's related party
- Innolux sales represent 18.0% in Q413 vs. 31.8% in Q412. Only 31.6% of DDIC for large panel are Innolux in Q413 vs. 58.3% in Q412





## **Cash Dividend and Share Buyback**

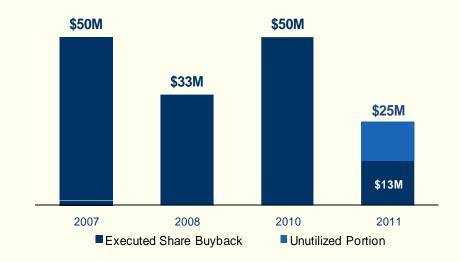
### **Cash Dividend**

- Distributed a total of \$281 million of dividend since IPO
- Committed to paying annual dividends referenced primarily on prior year's profitability



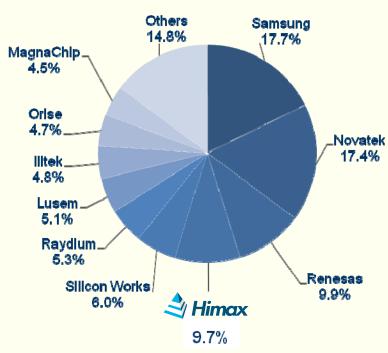
#### Share Buyback

- Initiated four share buyback programs totaling \$158 million since 2007
- Repurchased a total of 46.5 million ADSs through December 31, 2013
- Average purchase price per ADS: \$3.15



Total Cash Returned to Shareholders Including both Dividend Payment and Share Buyback Amounted to US \$427 Million Since IPO

## **Leading Display Driver Provider**

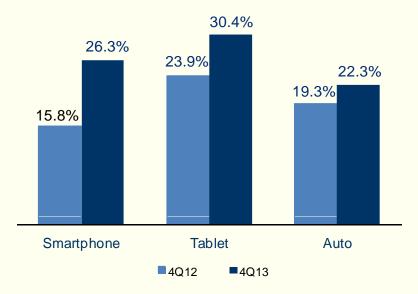


2013 Q3 Display Driver Market Share

- One of the leading players in display driver ICs
- Key differentiation from IC peers total solution offering of image processing related technologies and leverage of existing strength in mobile devices

Source: iSuppli, Display Driver IC Q4 2013 Market Tracker Database

#### Growing Market Share of HIMX Small/ Medium-sized Panel Driver by Application



- Strong growth in small and medium-sized display driver market driving overall growth momentum
- Smartphone and tablet driver market share leader

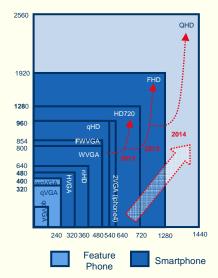
Source: Display Search, Gartner and Company Estimates



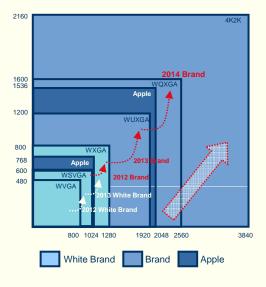
## **Growth Opportunity #1 – Mobile Display Drivers**

- Leading position to be solidified due to higher resolution migration trend
- Panel makers are direct customer but need to work closely with end-customers:
  - Top-tier international brands
  - China brands
  - China white-box market
- Advanced technology in smartphone driver ICs including FHD, HD720, qHD, WVGA, and hVGA; tablet driver ICs including higher resolution products up to WQXGA
- Sales for smartphone and tablet reached \$108.5M in Q413, 55.6% of Q413 revenues
- Anticipate growth opportunity to continue in 2014 and beyond

#### **Display Trends for Smartphone**



#### Display Trends for Tablet





## **Growth Opportunity #2 – CMOS Image Sensors**

- Premium quality CMOS image sensor products to capture the US \$12.3B<sup>1</sup> market (2017):
  - High sensitivity, low noise, cost effective, and low power consumption design in highly integrated products by BSI and FSI technologies
  - Targeting smartphone, tablet, automotive, and surveillance markets
  - Offer mainstream sensor products up to 8MP
  - Sales surged starting 2Q13, highest revenue contributor in nondriver product group
  - Expected to gain 1<sup>st</sup> tier smartphone/tablet customers, enter BM/AM markets for automotive, and penetrate into several segments in surveillance
- Advanced Wafer-Level Optics (WLO) is the future trend for array camera, computational optics, and lens for new innovative features
  - New applications including light-field camera, array camera, and dual color LED in flash
  - Start sampling WLO with 4\*4 and 2\*2 array lens and mass production from 2Q14
  - Start developing customized lens component for smartphones, wearables, and medical relative optical component
  - In-house process know-how and facilities

**Resolution Trend by CMOS Image Sensor<sup>2</sup>** (Unit: Mps) 12-16 CAGR 14.5% 4.273 3,937 3,549 28.9% 1.194 1.006 3,143 825 5.3% 641 527 549 2,483 (6.5%)169 531 192 433 471 222 221 429 34.9% 991 221 772 482 822 870 17.8% 927 562 474 364 328 277 (16.2%) 2012A 2013E 2014E 2015E 2016E

■VGA ■1.3M ■2.0M ■3.0M ■5.0M ■>8.0M

- Source:
- 1. iSuppli
- 2. 2012 2H TSR Report





# **Growth Opportunity #3 – LCOS Micro Display**

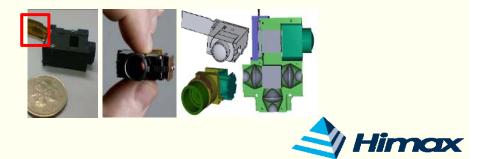
- Proprietary LCOS microdisplay solutions:
  - Market leader of the LCOS industry
  - Successfully adopted in camera and handset applications
  - Volume track record over 2 mn units
  - In-house process know-how and facilities liquid crystal process and module package
  - Proprietary technologies with strong patent protection
  - Technological flexibility in new form factor product development with customers throughout revisions to new versions
  - Discreet LCOS design avails more design options and the ability to rapidly produce customized LCOS models for its wearable computing application (WCA) customers
  - Further expanded leadership by launching next generation technology to enhance product performance and greatly simplify customers' manufacturing process successfully engaged top-tier customers

#### **Microdisplay Applications**



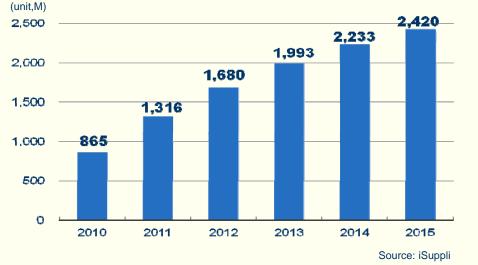
- Primary product focus is Head-Mounted Display (HMD) and HUD
  - New design wins, and on-going pilot shipments since 2Q 2013
  - LCOS technology superior to other competing technologies in HMD and HUD
  - Working with multiple customers on developing new applications of HMD and HUD using Himax LCOS panels
- Applied by numerous partners and customers to create products targeting a wide range of applications
- Higher gross margin than company average without much increase of OPEX
- Continue to gain new project engagements

#### **Optical Engine with Himax LCOS Module**



## **Growth Opportunity #4 – Touch Panel Controller**

- Sales tripled in 2012 due to increased share of sales to leading smartphone brand customer and new shipments to China handset players
- Product line covers cellphone and tablet markets
- Expect a strong growth in 2014 supported by numerous new design-win projects covering China and international customers
- Committed to the development of new technologies ex: on-cell and in-cell touch sensors for next generation products



#### **Touch Controller IC Units Forecast**





## **Income Statement**

(US\$'000) For the Fiscal Period Ended	<u>4Q-2013</u> (Unaudited)	<u>4Q-2012</u> (Unaudited)	<u>3Q-2013</u> (Unaudited)	<u>Y2013</u> (Unaudited)	<u>Y2012</u> (Audited)
Revenues from others, net Revenues from related parties, net <sup>*</sup> <b>Revenues</b>	\$195,232 0 195,232	\$129,973 60,666 190,639	\$192,814 0 192,814	\$684,184 86,555 770,739	\$485,281 251,974 737,255
Cost of revenues	146,205	146,216	144,092	578,886	566,700
Gross profit Gross margin	49,027 25.1%	44,423 23.3%	48,722 25.3%	191,853 <i>24.9%</i>	170,555 23.1%
Operating expenses Research and development General and administrative Sales and marketing <b>Total operating expenses</b> **	19,078 4,938 5,605 29,621	17,003 4,328 3,863 25,194	23,549 5,027 5,701 34,277	80,368 18,147 18,995 117,510	70,913 17,139 15,443 103,495
<b>Operating income</b> Non-operating income (loss)	19,406 597	19,229 (1,505)	14,445 82	74,343 1,057	67,060 (1,174)
Income before income tax and noncontrolling interest	20,003	17,724	14,527	75,400	65,886
Income tax expense Net income Add:Net loss attributable to the noncontrolling interest	5,627 14,376 1,448	3,708 14,016 751	3,631 10,896 1,374	19,476 55,924 5,552	15,748 50,138 1,458
GAAP-Net income attributable to Himax shareholders	\$15,824	\$14,767	\$12,270	\$61,476	\$51,596
Non-GAAP Net income attributable to Himax shareholders	\$16,613	\$15,712	\$19,326	\$71,047	\$60,289
Earnings per ADS attributable to Himax shareholders (in cents)					
Basic	9.3	8.7	7.2	36.1	30.3
Diluted	9.2	8.6	7.2	35.8	30.2

\*For September 30<sup>th</sup>, 2013 and forward, Himax will no longer report related party sales from Innolux. \*\* Including employee RSU expense of \$8.2 million and \$6.6 million in 3Q13 and 3Q12, respectively



## **Balance Sheet**

		September 30, 2013	December 31, 2012
(US\$'000)	(Unaudited)	(Unaudited)	(Audited)
<u>Assets</u> Current Assets:			
	¢400.400	¢400.070	¢100.000
Cash, cash equivalents and marketable securities available-for-sale	\$128,108	\$133,879	\$138,909
Restricted cash equivalents and marketable securities	108,399	115,000	74,100
Accounts receivable, net	200,725	202,201	135,747
Inventories	177,399	159,615	116,671
Other current assets	25,026	25,570	101,661
Total current assets	639,657	636,265	567,088
Investment securities	21,877	17,877	12,688
Property and equipment, net	60,588	59,332	52,609
Goodwill	28,138	28,138	28,138
Other Assets	9,067	15,127	14,075
Total Assets	\$759,327	\$756,739	\$674,598
Liabilities and Stockholders' Equity			
Current liabilities:			
Short-term debt	105,500	115,000	73,000
Accounts payable	151,290	162,522	135,546
Other current liabilities	47,043	40,981	33,571
Total current liabilities	303,833	318,503	242,117
Other liabilities	3,279	2,846	4,323
Redeemable noncontrolling interest	3,656	-	-
Himax shareholders' equity	449,824	433,019	427,943
Noncontrolling interest	(1,265)	2,371	215
Total Liabilities and Stockholders' Equity	759,327	\$756,739	\$674,598



# **Summary Cash Flow**

	4Q-2013 (Unaudited)	4Q-2012 (Unaudited)	<u>2013FY</u> (Unaudited)	<u>2012FY</u> (Audited)
(US\$'000) Net income	<u>\$14,376</u>	<u>\$14,016</u>	<u>\$55,924</u>	<u>\$50,138</u>
Depreciation and amortization Share-based compensation expenses Deferred income tax expense Inventories write downs Decrease (increase) in accounts receivable Decrease (increase) in inventories Increase (decrease) in accounts payable Increase in income tax payable Increase (decrease) in other accrued expenses and other current liabilities	3,843 356 3,722 3,179 1,503 (20,964) (11,232) 832 3,028	3,669 458 1,913 2,445 9,319 9,222 5,586 1,669 857	14,309 1,840 7,409 10,759 8,161 (71,488) 15,744 8,326 2,812	13,299 1,936 8,851 12,418 (27,876) (16,104) 1,192 6,711 (172)
Others Net cash provided by (used in) operating activities	(423) <b>(\$1,780)</b>	3,290 <b>\$52,444</b>	(1,402) <b>\$52,394</b>	1,774 <b>\$52,167</b>
Net cash used in investing activities	(\$8,185)	(\$1,930)	(\$30,525)	(\$695)
Net cash provided by (used in) financing activities	\$4,175	(\$640)	(\$33,374)	(\$18,931)
Effect of foreign currency exchange rate changes	20	41	88	32
Net increase (decrease) in cash and cash equivalents	<u>(\$5,770)</u>	<u>\$49,915</u>	<u>(\$11,417)</u>	<u>\$32,573</u>
Cash and cash equivalents at beginning of period	<u>\$133,090</u>	<u>\$88,822</u>	<u>\$138,737</u>	<u>\$106,164</u>
Cash and cash equivalents at end of period	<u>\$127,320</u>	<u>\$138,737</u>	<u>\$127,320</u>	<u>\$138,737</u>

\*Company expects to generate significant cash inflow in 2013



## Management



**Dr. Biing-Seng Wu, Chairman of the Board** - Dr. Wu, the founder of Himax, previously served as President, CEO and a director of Himax Taiwan. As a pioneer of TFT-LCD panel industry in Taiwan, Dr. Wu has been active in the TFT-LCD panel industry for over 20 years. With 61 patents related to Flat Panel Display granted worldwide, Dr. Wu has made significant contributions to Taiwan panel industry including the completion and operation of Taiwan's very first TFT-LCD plant, the winner of Outstanding Industry Contribution Award at the Gold Panel Awards 2009 from Ministry of Economic Affairs, etc. Dr. Wu holds a B.S. degree, an M.S. Degree and a Ph.D. Degree in Electrical Engineering from National Cheng Kung University. With well-recognized outstanding research and development capabilities, Dr. Wu received numerous awards including National Invention Award of Taiwan from Taiwan Executive Yuan in 1992, Research Achievement Awards from Industrial Technology Research Institute for consecutive 2 years in 1992 and 1993, ERSO Award from Pan Wen Yuan Foundation in 2008, etc.



**Jordan Wu, President, CEO and Director** - Mr. Wu previously served as the chairman of the board of Himax Taiwan since April 2003. Prior to joining Himax Taiwan, he served as CEO of TV Plus Technologies, Inc. and CFO and executive director of DVN Holdings Ltd. in Hong Kong. Mr. Wu holds a B.S. degree in Mechanical Engineering from National Taiwan University and an M.B.A. degree from the University of Rochester.



**Chih-Chung Tsai, Chief Technology Officer, Senior VP** - Prior to joining Himax Taiwan, Mr. Tsai served as vice president of IC Design of Utron Technology from 1998 to 2001, and manager and director of the IC Division of Sunplus Technology from 1994 to 1998. Mr. Tsai holds a B.S. degree and an M.S. degree in Electrical Engineering from National Chiao Tung University.



**Jackie Chang, Chief Financial Officer** - Before joining Himax, Ms. Chang was the CFO of Castlink Corporation and VP of Finance and Operations for PlayHut, Inc. Prior to that, Ms. Chang was General Manager -Treasury Control for Nissan North America. She held several positions in Nissan North America during 1994 -2006 including finance, treasury planning, operations and accounting. She holds a BBA in Accounting from the National Chung-Hsing University in Taiwan and an MBA in Finance from Memphis State University.



# **Board of Directors**

Position	Name	Title
Chairman	Dr. Biing-Seng Wu	Founder of the Company
Director	Jordan Wu	President and CEO, Himax Technologies, Inc.
Independend Director	Dr. Yan-Kuin Su	President, Kun Shan University
Independend Director	Dr. Hsiung-Ku Chen	Consultant, Color Imaging Promotion Office
Independend Director	Yuan-Chuan Horng	Assistant Vice President of Finance Division, China Steel Corporation



## **Contact Information**

### **Company Contact**

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#### **Investor Relations**

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**KPMG** 





# Drive for better vision

