## Drive for better vision



# NASDAQ HIMX

A fabless semiconductor solution provider dedicated for imaging processing technologies

**Investor Presentation** 

May, 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, 2013 filed with the SEC, as may be amended.



# **Investment Highlights**



- 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

## 4 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 (05/07/14)	\$ 7.86					
Basic Weighted Ave. Out. ADS (1Q14) Diluted Weighted Ave. Out. ADS (1Q14) Equivalent ADS Out. (1Q2014)	170.2M 172.2M 170.5M					
Market Capitalization (05/07/14)	~\$ 1.34B					
Insider Ownership*	~31.6%					
Revenues	1Q2014	1Q2013	4Q2013	YoY	QoQ	
Gross Margin (%)	\$194.6M 24.7%	\$175.7M 24.6%	\$195.2M 25.1%	+10.8% +0.1%	-0.3% -0.4%	
GAAP Net Income	\$15.7M	\$14.0M	\$15.8M	+12.0%	-0.7%	
GAAP Earnings per ADS	\$0.091	\$0.082	\$0.092	+11.5%	-0.7%	
Non-GAAP Net Income	\$16.2M	\$15.0M	\$16.6M	+8.0%	-2.4%	
Non-GAAP Earnings per ADS	\$0.094	\$0.088	\$0.097	+7.6%	-2.4%	
	FY2013		FY20 <sup>-</sup>	12	YoY	
Revenues	\$770.7M		\$737.3	M	+4.5%	
Gross Margin (%)		24.9%	23.1	%	+1.8%	
GAAP Net Income	\$61.5M \$51.6M		M	+19.1%		
GAAP Earnings per ADS	\$0.358		\$0.30	02	+18.4%	
Non-GAAP Net Income		\$71.0M	\$60.3	M	+17.8%	
Non-GAAP Earnings per ADS		\$0.414	\$0.35	53	+17.1%	
2Q2014 GUIDANCE						
Revenues	To be flat sequentially, as compared to 1Q14					
Gross Margin	To be flat to slightly down from 1Q14					
GAAP Earnings per diluted ADS	\$0.13-\$0.15 (2Q13: \$0.112)					
Non-GAAP Earnings per diluted ADS	\$0.132-\$0.152 (2Q13: \$0.117)					

<sup>\*</sup> Insider ownership includes executives and board members



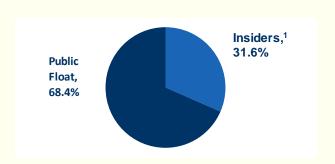
<sup>\*\*</sup>FY2013 includes 2013 grant of Restricted Share Units at the end of September, 2013

# **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
- 2,287 patents granted and 953 patents pending approval worldwide as of March 31<sup>st</sup>, 2014
- 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 March 31st, 2014



#### Note:

#### Headquarter: Tainan, Taiwan





<sup>1.</sup> Insider ownership includes executives and board members.

# **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 Display, Inc.**

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

## **Himax Analogic, Inc.**

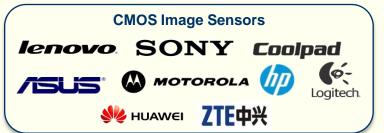
- Power Management ICs
- LED Drivers

## Himax Imaging, Inc.

CMOS Image Sensors



# Himax's Products – Strength in Mobile Devices



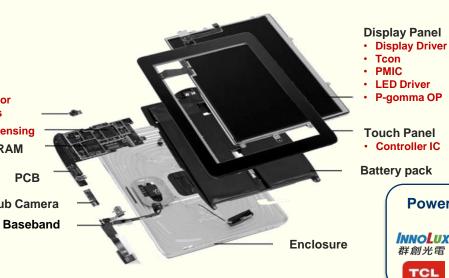


**PMIC LED Driver** 

P-gomma OP



















# **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

### 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

#### Qingdao

Technical support

#### Xiamen

Sales

Technical support

## **Japan**

### Tokyo

Sales

Technical support

## Korea

#### Cheonan

Sales

Technical support

#### Suwon

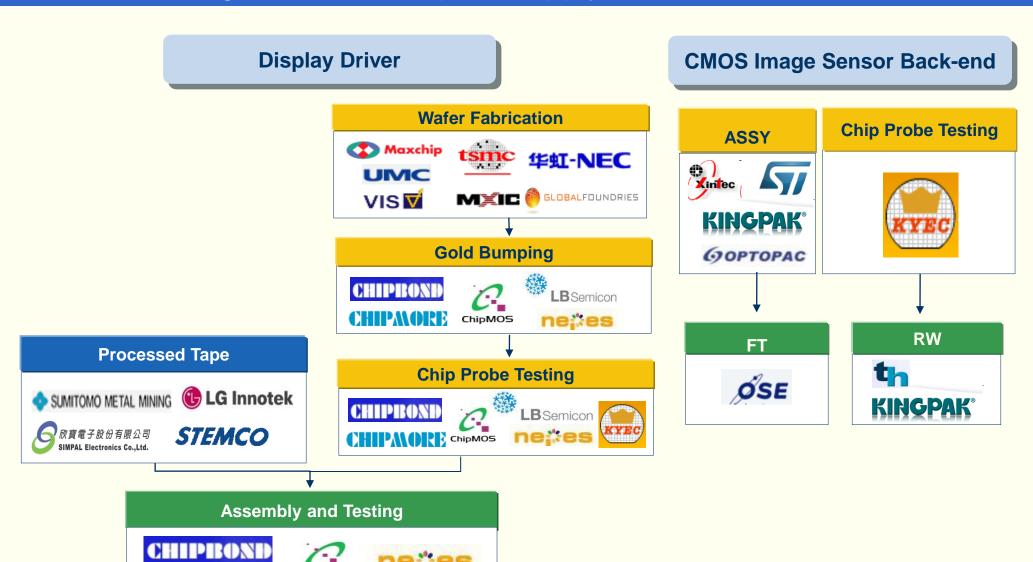
Sales

Technical support



# Skilled Management of Complex Supply Chains

ChipMOS





# **Shipment and Revenue Track Record**

## **Consistent shipment growth**

2009

2010

2011

2012 2013 2014 Q1

## Volume

#### 1,500 1,297 1,337 1,400 1,300 1,152 1,156 1,165 1,200 1,069 1,100 1,000 900 800 719 700 600 460 500 350 400 300 221 200

(unit, M)

100

2002

2003

2004

2005

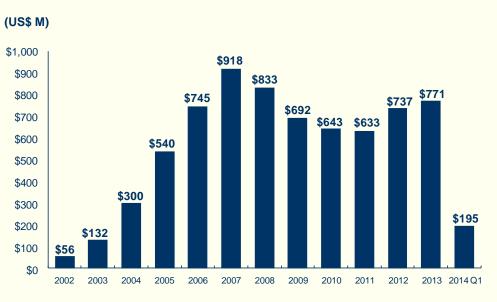
2006

2007

2008

## Strong revenue rebound

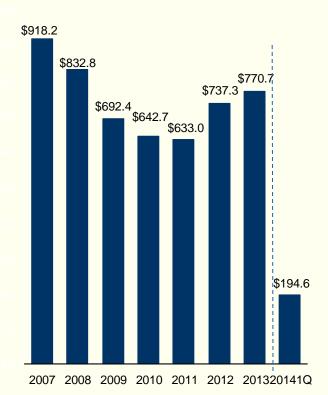
### Revenues





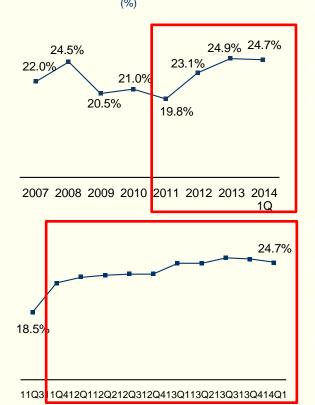
# **Improved Margin and Profitability**

#### Revenues (US\$mm)



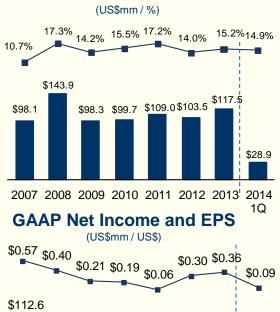
- Successful transformation in 2012 to increase sales by 16.5%
- 2013 sales increase 4.5 %
- Non-Innolux sales up 23% YoY in 2013
- 2014 positive outlook

## Gross Margin



- 2011 4Q marks the inflection point for gross margin expansion
- Gross margin improvement for 2 years due to better product mix

#### **OPEX and % of Total Sales**



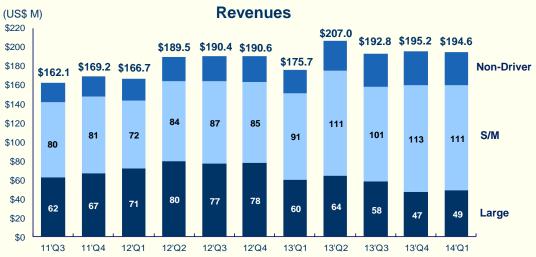


- Disciplined OPEX control
- Expect higher OPEX in 2014 to capture growth opportunities
- Both 2012 and 2013 profit before taxes exceeds 2008 level with less revenues
- Debt free

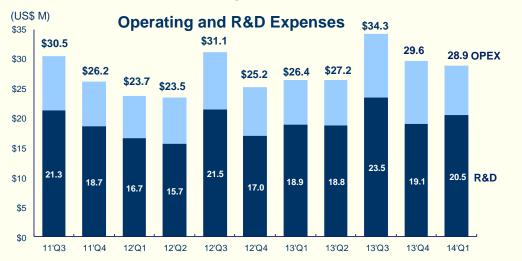


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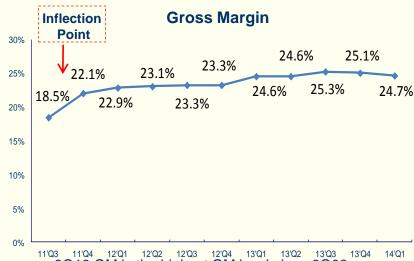
# **Quarterly Financial Performance**



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



- More controlled OPEX
- Continuous R&D commitment



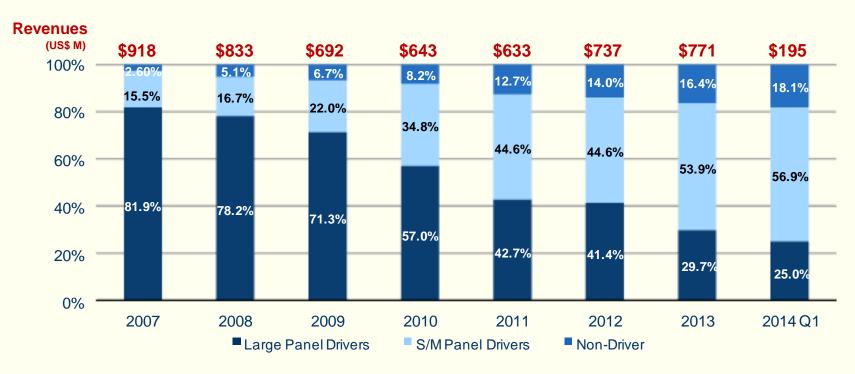
- 3Q13 GM is the highest GM level since 3Q08
- Gross margin improvement continues to be one of major business goals



Positive profitability outlook with strong growth in S/M panel driver & non-driver products

# **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

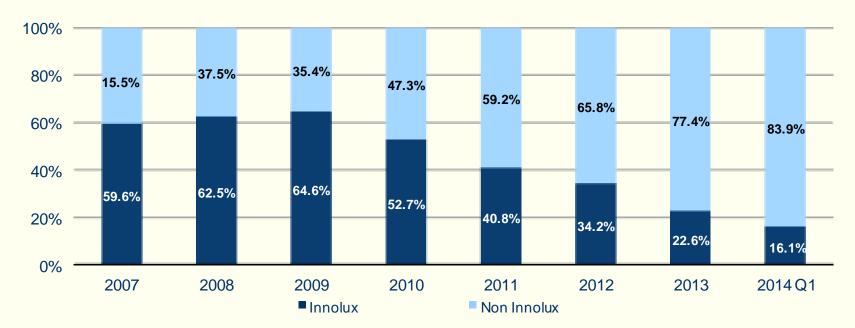




# **Customer Mix**

## Largely reduced dependence on one single customer:

- Diversifying product revenues by non-driver product wins and leveraging existing customers
- Non-Innolux revenues grew 23.0% YoY in 2013 and grew 23.9% YoY in Q114
- 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 16.1% in Q114 vs. 25.0% in Q113. Only 30.2% of DDIC for large panel are Innolux in Q114 vs. 48.8% in Q113





# Cash Dividend and Share Buyback

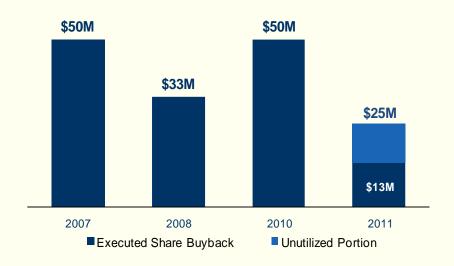
#### **Cash Dividend**

- 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 March 31, 2014
- Average purchase price per ADS: \$3.15

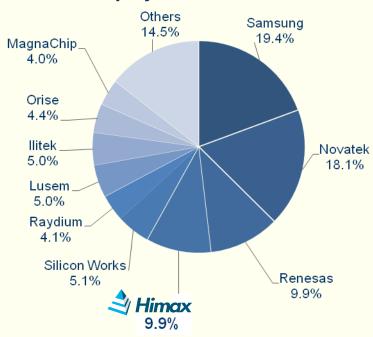


- Total cash returned to shareholders including dividend payment and share buyback amounted to US\$427mn since IPO
- HIMX was added to Nasdaq Technology Dividend Index on March 17, 2014



# **Leading Display Driver Provider**

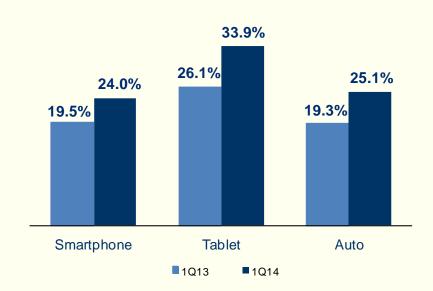
## 2013 Q4 Display Driver Market Share



- 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

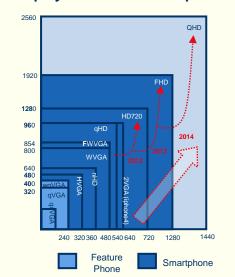
Source: Display Search, Gartner and Company Estimates



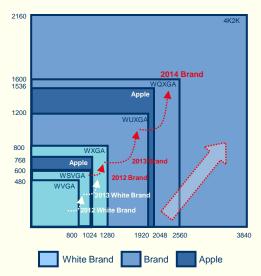
# **Growth Opportunity #1 – Mobile Display Drivers**

- 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 and 4K2K
- Sales for smartphone and tablet reached \$88.7M in Q114, 45.6% of Q114 revenues
- Anticipate growth opportunity to continue in 2014 and beyond

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



#### **Display Trends for Tablet**

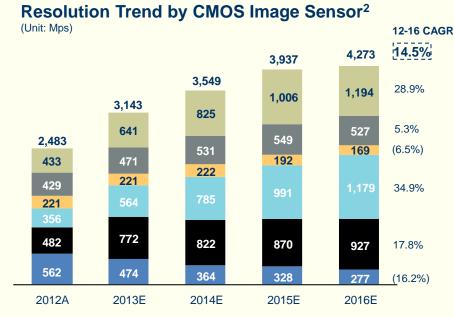






# **Growth Opportunity #2 – CMOS Image Sensors**

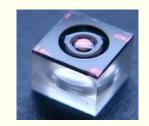
- Premium quality CMOS image sensor products to capture the US \$12.3B<sup>1</sup> market (2017):
  - High sensitivity, low noise, cost effective, and low power consumption design in highly integrated products by BSI and FSI technologies
  - Targeting smartphone, tablet, automotive, and surveillance markets
  - Offer mainstream sensor products up to 8MP
  - Sales surged starting 2Q13, highest revenue contributor in nondriver product group
  - Secured 1<sup>st</sup> tier smartphone/tablet customers, expect to 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



■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**

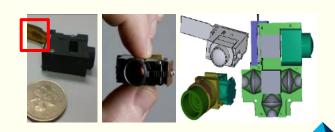
- Proprietary LCOS microdisplay solutions:
- Market leader of the LCOS industry
- Successfully adopted in camera and handset applications
- Volume track record over 2 mn units
- In-house process know-how and facilities liquid crystal process and module package
- Proprietary technologies with strong patent 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

- Primary product focus is Head-Mounted Display (HMD), HUD and industrial applications
- 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, HUD and industrial applications using Himax LCOS panels
- Higher gross margin than company average without much increase of OPEX
- Continue to gain new project engagements

#### **Microdisplay Applications**



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



# What are Wearable Electronics?

# **Real-time Experience**







Source: Google; Sony; Oculus

## Recorder

With Display









Without Display









Source: Nike; uPlay; Sony; Samsung; Qualcom; Intel; Geak, MC10; O'Neil



# We're all going "Iron Men"?







Source: Movie " Iron Man



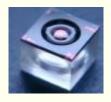
# **Himax Solutions for Wearable Device**

# **Compact and Slim Imaging Solution**

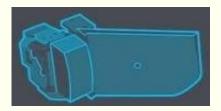
## **Augmented Reality and Virtual Reality Systems**

**Detector Camera** 

Eye tracking & IR sensing



Pico-projector
LCOS microdisplay



**Array Camera** 

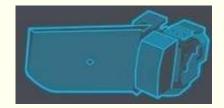
Depth & 3D information





Pico-projector

Micro light guide

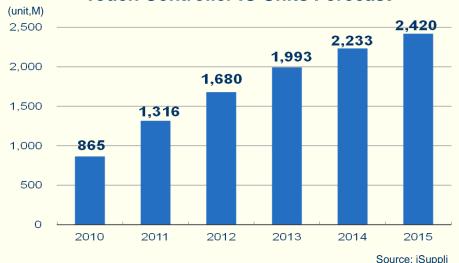




# **Growth Opportunity #4 – Touch Panel Controller**

- 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**

(05\$ 000)					
For the Fiscal Period Ended	<u>1Q-2014</u> (Unaudited)	1Q-2013 (Unaudited)	4Q-2013 (Unaudited)	<u>Y2013</u> (Audited)	<u>Y2012</u> (Audited)
Revenues from others, net	\$194,642	\$131,717	\$195,232	\$684,184	\$485,281
Revenues from related parties, net *	0	44,019	0	86,555	251,974
Revenues	194,642	175,736	195,232	770,739	737,255
Cost of revenues	146,620	132,551	146,205	578,886	566,700
Gross profit	48,022	43,185	49,027	191,853	170,555
Gross margin	24.7%	24.6%	25.1%	24.9%	23.1%
Operating expenses					
Research and development	20,454	18,894	19,078	80,368	70,913
General and administrative	4,270	3,929	4,938	18,147	17,139
Sales and marketing	4,195	3,611	5,605	18,995	15,443
Total operating expenses**	28,919	26,434	29,621	117,510	103,495
Operating income	19,103	16,751	19,406	74,343	67,060
Non-operating income (loss)	(51)	19	597	1,057	(1,174)
Income before income tax and noncontrolling interest	19,052	16,770	20,003	75,400	65,886
Income tax expense	3,620	4,192	5,627	19,476	15,748
Net income	15,432	12,578	14,376	55,924	50,138
Add:Net loss attributable to the noncontrolling interest	282	1,454	1,448	5,552	1,458
GAAP-Net income attributable to Himax shareholders	\$15,714	\$14,032	\$15,824	\$61,476	\$51,596
Non-GAAP Net income attributable to Himax shareholders	\$16,220	\$15,016	\$16,613	\$71,047	\$60,289
Earnings per ADS attributable to Himax shareholders (in cents)					
Basic	9.2	8.3	9.3	36.1	30.3
Diluted	9.1	8.2	9.2	35.8	30.2
Non-GAAP Earnings per ADS attributable to Himax shareholders (in cents)					
Basic	9.5	8.8	9.7	41.7	35.4
Diluted	9.4	8.8	9.7	41.4	35.3

<sup>\*</sup>For September 30th, 2013 and forward, Himax will no longer report related party sales from Innolux.



<sup>\*\*</sup> Including employee RSU expense of \$8.2 million and \$6.6 million in 3Q13 and 3Q12, respectively

# **Balance Sheet**

(US\$'000)	March 31, 2014 (Unaudited)	December 31, 2013 (Audited)	March 31, 2013 (Unaudited)
Assets Assets	(Orladditod)	(Maditod)	(Onduditod)
Current Assets:			
Cash, cash equivalents and marketable securities available-for-sale	\$139,672	\$128,108	\$158,884
Restricted cash equivalents and marketable securities	108,336	108,399	74,100
Accounts receivable, net	204,472	200,725	136,647
Inventories	172,335	177,399	138,331
Other current assets	22,686	25,026	79,995
Total current assets	647,501	639,657	587,957
Investment securities	16,688	21,877	17,877
Property and equipment, net	59,063	60,588	57,580
Goodwill	28,138	28,138	28,138
Other Assets	8,654	9,067	13,062
<u>Total Assets</u>	\$760,044	\$759,327	\$704,614
Liabilities and Stockholders' Equity			
Current liabilities:			
Short-term debt	105,500	105,500	73,000
Accounts payable	139,112	151,290	149,233
Other current liabilities	44,584	47,043	37,593
Total current liabilities	289,196	303,833	259,826
Other liabilities	2,899	3,279	3,134
Redeemable noncontrolling interest	3,656	3,656	-
Himax shareholders' equity	465,840	449,824	441,337
Noncontrolling interest	(1,547)	(1,265)	317
Total Liabilities, redeemable noncontrolling interest and Stockholders' Equity	\$760,044	\$759,327	\$704,614



# **Summary Cash Flow**

(US\$'000)	<u>1Q-2014</u> (Unaudited)	1Q-2013 (Unaudited)	2013FY (Audited)	2012FY (Audited)
Net income	<u>\$15,432</u>	<u>\$12,578</u>	<u>\$55,924</u>	<b>\$50,138</b>
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 Others	3,619 350 927 1,735 (3,765) 3,329 (12,178) 2,249 (4,037) 1,644	3,155 456 1,705 2,429 19,070 (24,089) 13,687 2,099 (1,961) 265	14,309 1,840 7,409 10,759 8,161 (71,488) 15,744 7,055 2,812 (1,402)	13,299 1,936 8,851 12,418 (27,876) (16,104) 1,192 6,711 (172) 1,774
Net cash provided by operating activities	\$9,305	\$29,394	\$51,123	\$52,167
Net cash provided by (used in) investing activities	\$2,293	(\$9,885)	(\$30,525)	(\$695)
Net cash provided by (used in) financing activities	\$10	\$468	(\$32,103)	(\$18,931)
Effect of foreign currency exchange rate changes	(40)	2	88	32
Net increase (decrease) in cash and cash equivalents	<u>\$11,568</u>	<b>\$19,979</b>	<u>(\$11,417)</u>	<u>\$32,573</u>
Cash and cash equivalents at beginning of period	<u>\$127,320</u>	<u>\$138,737</u>	<u>\$138,737</u>	<u>\$106,164</u>
Cash and cash equivalents at end of period	<u>\$138,888</u>	<u>\$158,716</u>	<b>\$127,320</b>	<b>\$138,737</b>



# 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



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## **Corporate Counsel**

Baker & McKenzie

## **SEC Legal Counsel**

Davis Polk & Wardwell

## **Corporate Auditor**

**KPMG** 





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