## Drive for better vision



# NASDAQ HIMX

A fabless semiconductor solution provider dedicated for imaging processing technologies

**Investor Presentation** 

November, 2012

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 fullyear 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, 2011 filed with the SEC, as may be amended.



## **Investment Highlights**

- A leading "fabless" manufacturer in TFT-LCD panel display drivers
  - Pioneer in technology with a complete portfolio of display drivers for panels in all kind of sizes
  - \* Business model with sophisticated supply chain management expertise

### Product and customer diversification

- Increasing revenues from smartphone, touch panel controller, CMOS image sensor and LCOS micro display solutions
- \* A diverse customer base to reduce reliance on single customer

### • Growth Opportunities

- Strong smartphone growth momentum benefits both display driver and touch controller products
- Substantial business opportunities from non-drivers, including CMOS image sensor, touch panel controller and LCOS micro display
- Significant profitability improvement reported from 2011 to 2012
- Undervalued on a P/E basis relative to primary peers



# **Selected Financials**

Fiscal Year	December 31 <sup>st</sup>					
Last-Traded Price (11/14/12)	\$2.02					
Basic Weighted Ave. Out. ADS (2011) Diluted Weighted Ave. Out. ADS (2011) Equivalent ADS Out. (3Q2012)	176.9M 176.9M 169.9M					
Market Capitalization (11/14/12)	\$343.2M					
Insider Ownership*	~46.8%					
	3Q2012	3Q2011	2Q	2012	YoY	QoQ
Revenues	\$190.4M	\$162.1M	\$18	9.5M	+17.5%	+0.5%
Gross Margin (%)	23.3%	18.5%	23	3.1%	+.4.8%	+0.2%
GAAP Net Income	\$10.4M	\$0.6M	\$1	5.1M	+1521.7%	-31.1%
GAAP Earnings per ADS	\$0.061	\$0.004	\$0	.089	+1425%	-31.5%
Non-GAAP Net Income	\$16.5M	\$4.8M	\$1	5.9M	+244.1%	+3.5%
Non-GAAP Earnings per ADS	\$0.097	\$0.027	\$0	0.093	+259.3%	+4.3%
	9M2012	9M2011		ΥοΥ	FY2011	FY2010
Revenues	\$546.7M	\$463.8M	+1	7.9%	\$633.0M	\$642.7M
Gross Margin (%)	23.1%	19.0%	+4.1%		19.8%	21.0%
GAAP Net Income	\$36.8M	\$7.0M	+427.0%		\$10.7M	\$33.2M
GAAP Earnings per ADS	\$0.216	\$0.039	+45	3.8%	\$0.061	\$0.187
Non-GAAP Net Income	\$44.6M	\$14.0M	+21	9.5%	\$18.3M	\$45.2M
Non-GAAP Earnings per ADS	\$0.261	\$0.079	+23	0.4%	\$0.103	\$0.254
GUIDANCE	<u>4Q2012</u>			FY2012		
Revenues	Around flat or slightly down vs. Q312 (+12.5% YoY)			Around \$737.1M , +16.4% YoY		
Gross Margin	Around flat vs. Q312 (Q411: 22.1%)			Around 23.1% , +3.3% YoY		
GAAP Earnings per diluted ADS**	\$0.07-\$0.085 (Q411: \$0.021)			\$0.286-\$0.301, +368.9% - 393.4% YoY		
Non-GAAP Earnings per diluted ADS	\$0.076-\$0.091 (Q411: \$0.025) \$0.337-\$0.352 , +227.2% - 241.7% YoY				.7% YoY	

\* Insider ownership includes executives, board members and Chimei Innolux. \*\*FY2012 includes 2012 grant of Restricted Share Units at the end of September, 2012.



## **Company Overview**

- Fabless semiconductor provider with world leading visual imaging processing technologies
- Global market leader in TFT-LCD display driver and timing controller ICs
- Pioneer in mobile projector microdisplays
- Growth momentum in touch panel controller, CMOS image sensors, wafer level optics, display system solutions, power management and LED driver
- 150+ customers across Taiwan, China, Japan, Korea, U.S. and Europe
- 1,657 patents granted and 1,504 patents pending approval worldwide as of September 30, 2012
- 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 16 offices across Taiwan, China, Japan, Korea and U.S.
- 1,400 employees worldwide; more than 90% are engineers

#### 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 Technologies, Inc.

#### Himax Display, Inc.

- LCOS Modules for Head-Mounted Display and Picoprojector Applications
- MEMS Microdisplays and Controller ICs

#### Himax Imaging, Inc.

CMOS Image Sensors

#### Himax Media Solutions, Inc.

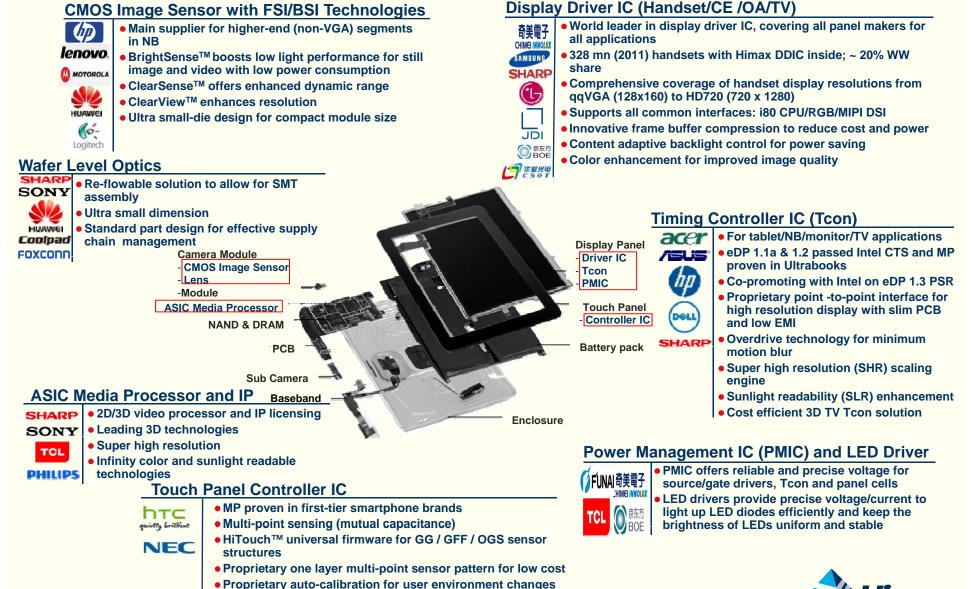
- ASIC Service and IP Licensing
- Monitor and Projector Scalers
- Infinity Color Technology
- 2D to 3D Conversion
- 3D Color Engine

#### Himax Analogic, Inc.

- Power Management ICs
- LED Drivers



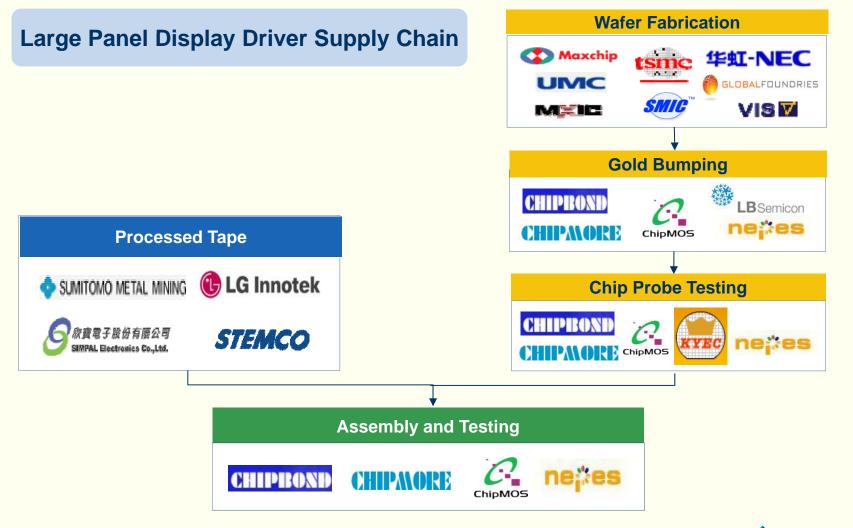
# Himax's Products – Strength in Mobile Devices



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💐 Himax

# **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** Hsinchu Design Sales/Marketing **Technical support** 

#### U.S.

Irvine Design Sunnyvale Design Sales **Technical Support** 

### China

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

Ninbo Sales **Technical support** Fuging Sales **Technical support** Foshan Sales **Technical support** 

#### Shenzhen Sales **Technical support** Hefei Sales

**Technical support** 

## Japan

Yokohama Sales **Technical support** Matsusaka Sales **Technical support** 

#### Korea

Cheonan Sales **Technical support** Suwon Sales **Technical support** 



## **Shipment and Revenue Track Record**

## **Consistent shipment growth**

(unit, M) 1,500 1.400 1,298\*\* 1,069 1,152 1,156 1,165 1,300 1.200 1,100 975 1,000 900 800 719 700 600 460 500 400 300 221 200 100 0 2002 2005 2006 2007 2008 2009 2010 2011 2012F 2003 2004

Volume

#### Revenues



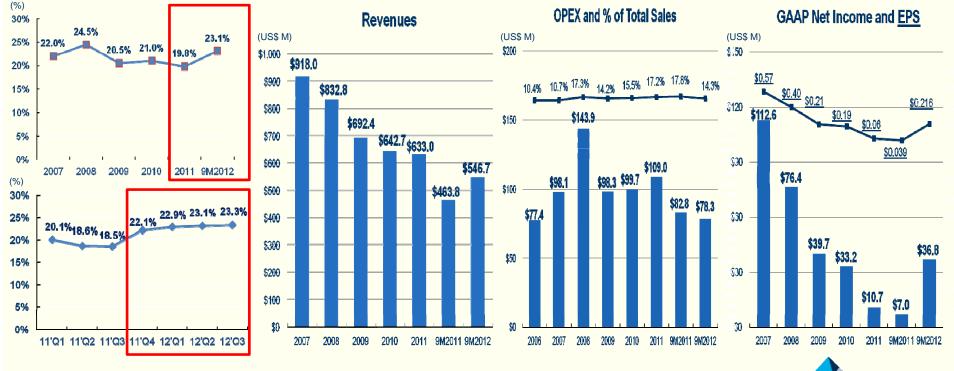
\* 9M2012 and 9M2011 actual results

\*\*2012F also includes Q4 guidance that revenues expected to be around flat or slightly down compared to Q312



## Gross Margin and Net Income (2007~ 9M2012)

- With better product mix, gross margin has improved to 22.1% in 4Q11, 22.9% in 1Q12, 23.1% in 2Q12 and 23.3% in 3Q12, the fourth consecutive quarter of GM improvement
- Gross margin of 3Q12 is the highest level since 4Q08
- Improvement will continue exceeding current levels
- 9M2012 EPS \$0.216 increased 4.5 times compared to 9M2011

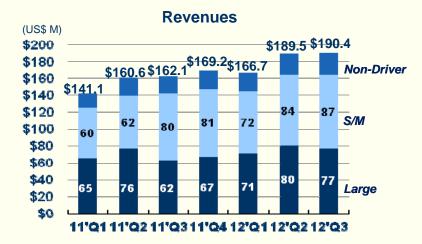


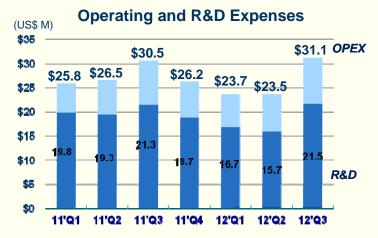
**Gross Margin** 

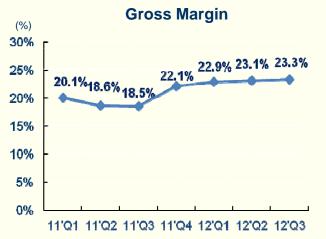


# **Quarterly Financial Performance**

- Gross margin improvement due to better product mix
- More controlled OPEX
- Continuous R&D commitment
- Positive profitability outlook





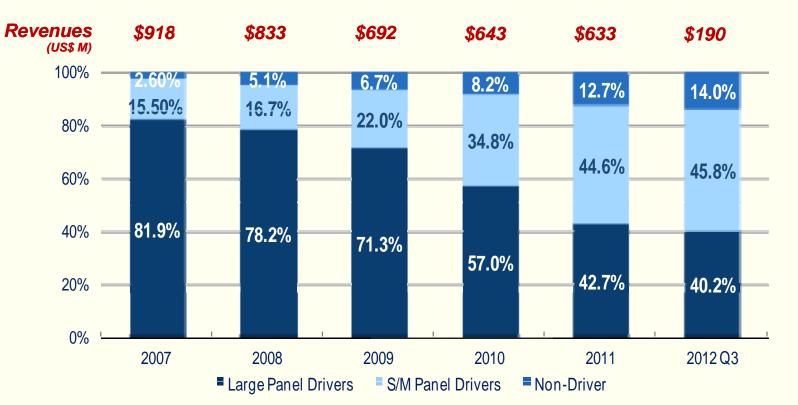




## **Product Mix**

## More balanced product mix:

• Fast growing small and medium-sized panel driver



• Increasing non-driver products



## **Revenue Breakdown**

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

- Chimei Innolux Corporation is the world's third largest panel manufacturer that owns 14.9% of HIMX
- Revenue in 3Q12 down to 34% from as high as 66.5% in 1Q08, reflecting strength in our non-large panel driver businesses



## **Cash Dividend and Share Buyback**

EPS

### **Cash Dividend Per ADS**

Cumulatively distributed ~\$239 million of cash dividend since IPO

(US\$ M) Total cash dividend payment Cash Dividend Per ADS

\$0.57

\$100

\$11.0 million paid on July 25, 2012, \$21 million in 2011 and \$44 million in 2010

#### **Share Buyback Programs**

- Initiated four (4) share buyback programs totaling ~\$158 million since 2007 and repurchased a total of 46.2 million ADSs aggregately through September 30, 2012
- Of the \$25 million dollars share buyback program announced in June 2011, Himax has purchased a total of \$12.7 million, or approximately 9.1 million ADSs through September 30, 2012





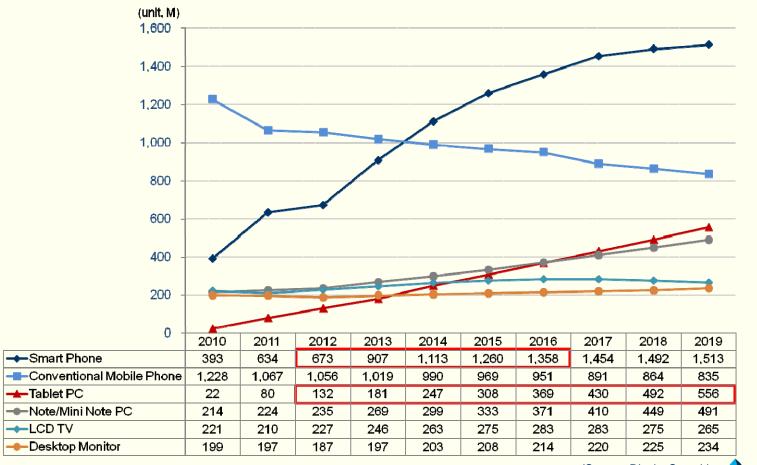
## **Historical Share Price Trend**





## **Worldwide Flat Panel Display Forecast**

- Smartphone and tablet are expected to grow at stronger annual growth rates
- Growth in China outpaces other regions

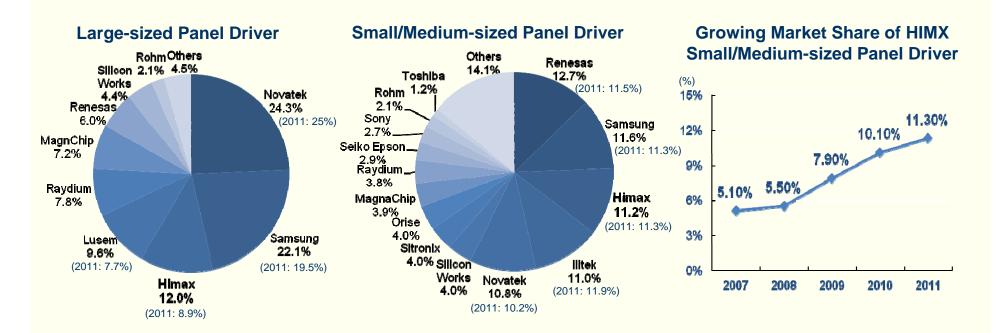


(Source: DisplaySearch)



## **Himax Display Driver Market Share**

- One of the leading players in display driver IC designs
- Superior growth in small/medium-sized display driver market driving overall growth momentum



Source: iSuppli, Display Driver IC Q3 2012 Market Tracker Database

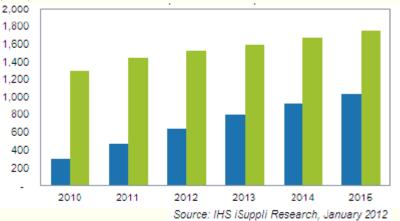


## **Growth Opportunity #1 – Smartphone Display Drivers**

- Technology leader in smartphone driver ICs including hVGA, nHD, WVGA, qHD and HD720
- Strong grow momentum from international and Chinese smartphone brands
- Anticipate growth opportunity to continue in 2012 and beyond
- Sales for smartphone application:
  - \* 3Q12 sales reached \$35.3M
  - Delivered the strongest growth since 3Q11
  - Expect sales and shipment record growth in 2012



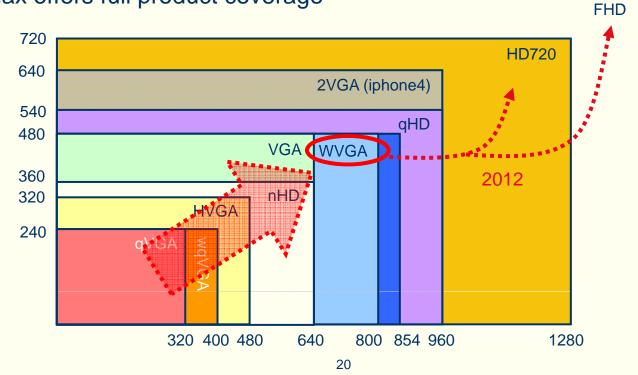






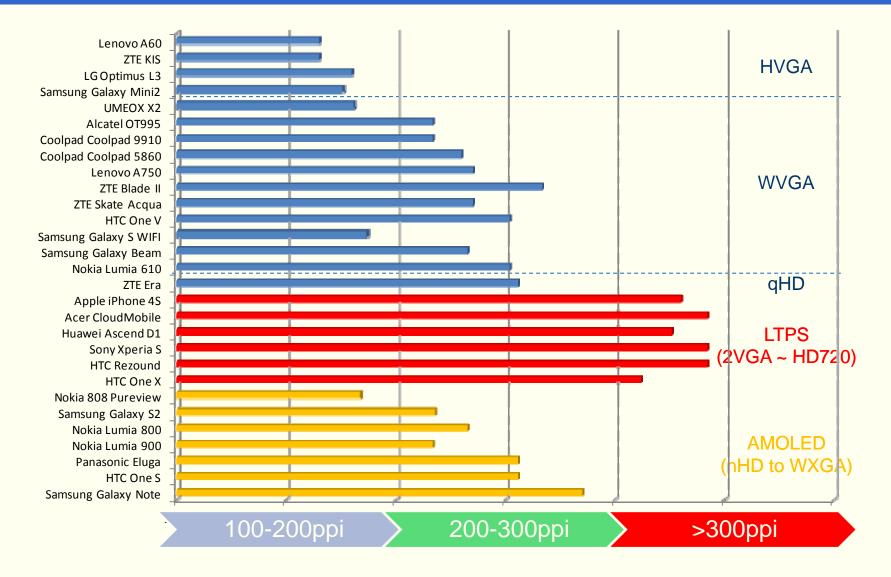
# **Display Resolution Trends for Smartphone**

- For the entry smart phone
  - Mainstream is HVGA now; WVGA expected to be mid-to-entry in 2012 to 2013
  - \* Low-cost oriented
- For high-end smart phone
  - \* Himax is ready for high-end smart phones with HD720/ WXGA with LTPS/ GIP
- Himax offers full product coverage





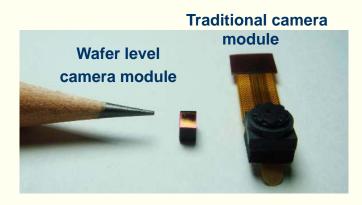
## **Recent Smartphone Display Market Trend**





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

- Premium quality CMOS image sensor products to capture the US\$10B market (2015):
  - High sensitivity and low noise design in highly integrated products
  - Sales grew 10 times YOY vs. 20+% market growth
  - Targeting notebook, tablet and smartphone markets
  - Expect sales to grow in 2012 driven by share gains at leading brands
  - New design wins with global tier-1 customers in 2012 and 2013
- Advanced Wafer-Level Optics (WLO) and Wafer-Level Module (WLM) are future trends for camera modules and various other sensor applications
  - Start sampling WLO with HD resolution and expect mass production in early 2013

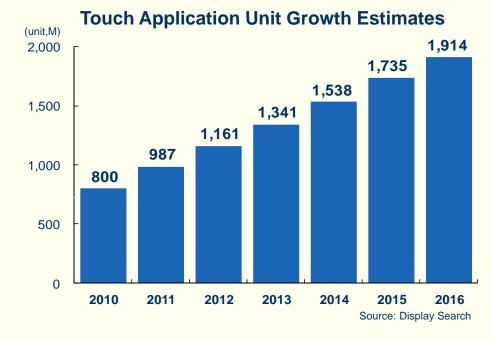




#### **CMOS and CCD image Sensor Market Estimates**

## **Growth Opportunity #3 – Touch Panel Controller**

- Successful mass production and shipments to a world leading smart phone brand in 2011
- Continuous new projects awarded by that same customer in 2012
- With high product quality and proven commercial production track record with Tier 1 clients, we have won projects with other brand-names in 2012
- Will continue to break into new smartphone brands, tablets and Win 8 laptops







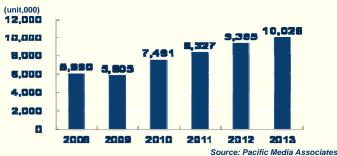
# **Growth Opportunity #4 – LCOS Micro Display**

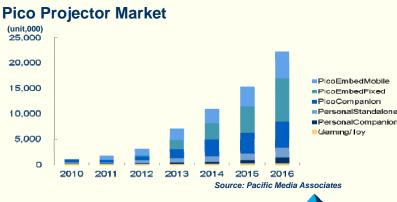
- Proprietary LCOS pico-projector solutions:
  - Successfully adopted in camera and handset applications
  - Cumulative shipment over 1.5 M
- Primary product focus is Head-Mounted Display (HMD). There are two secondary product areas: MEMS for data projector and LCOS for other niche markets.
- Working with customers on developing new applications of HMD using Himax LCOS panels; anticipate new business starting 2012
- A pilot shipment of HMD application to top-tier customers in 4Q12



Phone embedded projector Standalone pico projector

#### Worldwide UHP-based Projector (MEMS) Market







# **Income Statement**

(US\$'000) For the Fiscal Period Ended	<u>3Q-2012</u> (Unaudited)	<u>3Q-2011</u> (Unaudited)	<u>2Q-2012</u> (Unaudited)	<u>Y2011</u> (Audited)
Revenues from others, net Revenues from related parties, net <b>Revenues</b>	\$125,671 64,742 190,413	\$98,404 63,717 162,121	\$126,164 63,346 189,510	\$374,788 258,233 633,021
Cost of revenues	146,113	132,134	145,794	507,449
Gross profit Gross margin	44,300 23.3%	29,987 18.5%	43,716 23.1%	125,572 19.8%
Operating expenses Research and development General and administrative Sales and marketing <b>Total operating expenses</b>	21,494 5,056 4,588 31,138	21,292 5,146 4,072 30,510	15,717 4,066 3,728 23,511	79,042 17,095 12,827 108,964
<b>Operating income (loss)</b> Non-operating income	13,162 390	(523) 401	20,205 159	16,608 200
Income (loss) before income tax and noncontrolling interest	13,552	(122)	20,364	16,808
Income tax expense (benefit) Net income (loss) Add:Net loss attributable to the noncontrolling interest	3,388 10,164 247	(31) (91) 733	5,447 14,917 188	7,301 9,507 1,199
GAAP-Net income attributable to Himax shareholders	\$10,411	\$642	\$15,105	\$10,706
Non-GAAP Net income attributable to Himax shareholders	\$16,495	\$4,794	\$15,933	\$18,292
Earnings per ADS attributable to Himax shareholders (in cents)				
Basic	6.1	0.4	8.9	6.1
Diluted	6.1	0.4	8.9	6.1



# **Balance Sheet**

(US\$'000)	September 30, 2012 (Unaudited)	September 30, 2011 (Unaudited)	<u>June 30, 2012</u> (Unaudited)	December 31, 2011 (Audited)
Assets				
Current Assets:				
Cash, cash equivalents and marketable securities available-for-sale	\$88,993	\$90,818	\$103,159	\$106,329
Restricted cash equivalents and marketable securities	73,000	84,700	63,000	84,200
Accounts receivable, net	218,303	174,704	212,877	181,113
Inventories	128,339	104,664	139,158	112,985
Other current assets	31,772	25,812	31,540	31,082
Total current assets	540,407	480,698	549,734	515,709
Investment securities	12,926	24,447	24,619	24,506
Property and equipment, net	53,119	58,102	54,173	57,150
Goodwill	30,923	26,846	26,846	26,846
Other Assets	15,064	30,714	20,017	20,767
Total Assets	\$652,439	\$620,807	\$675,389	\$644,978
Liabilities and Stockholders' Equity				
Current liabilities:				
Short-term debt	73,000	84,200	63,000	84,200
Accounts payable	129,959	113,546	159,407	134,353
Other current liabilities	31,375	28,180	43,835	26,807
Total current liabilities	234,334	225,926	266,242	245,360
Other liabilities	3,860	4,585	5,018	4,560
Himax shareholders' equity	413,278	390,290	402,964	393,437
Noncontrolling interest	967	6	1,165	1,621
Total Liabilities and Stockholders' Equity	\$652,439	\$620,807	\$675,389	\$644,978



# **Summary Cash Flow**

	<u>3Q-2012</u> (Unaudited)	<u>3Q-2011</u> (Unaudited)	<u>2Q-2012</u> (Unaudited)	<u>2011FY</u> (Audited)
(US\$'000)	· · · · · · · ·		, , , , , , , , , , , , , , , , , , ,	
<u>Net income (loss)</u>	<u>\$10,164</u>	<u>(\$91)</u>	<u>\$14,917</u>	<u>\$9,507</u>
Depreciation and amortization	3,152	3,162	3,165	12,795
Share-based compensation expenses	451	1,600	510	4,190
Deferred income tax expense	7,587	2,020	257	6,492
Inventories write downs	3,241	1,813	4,115	9,138
Decrease (increase) in accounts receivable	(5,428)	4,621	(23,879)	(4,887)
Decrease (increase) in inventories	7,579	17,873	(24,758)	(4,135)
Increase (decrease) in accounts payable	(29,448)	(12,224)	24,476	18,431
Increase (decrease) in income tax payable	(4,067)	(2,431)	4,967	(5,616)
Increase (decrease) in other accrued expenses and other current liabilities	1,568	(316)	(1,066)	(2,092)
Others	(1,890)	1,399	504	(375)
Net cash provided by (used in) operating activities	(\$7,091)	\$17,426	\$3,208	\$43,448
Net cash provided by (used in) investing activities	\$4,015	(\$6,711)	(\$1,150)	(\$10,197)
Net cash used in financing activities	(\$11,089)	(\$23,939)	(\$966)	(\$24,015)
Effect of foreign currency exchange rate changes	(5)	(9)	(12)	86
Net increase (decrease) in cash and cash equivalents	<u>(\$14,170)</u>	<u>(\$13,233)</u>	<u>\$1,080</u>	<u>\$9,322</u>
Cash and cash equivalents at beginning of period	<u>\$102,992</u>	<u>\$103,887</u>	<u>\$101,912</u>	<u>\$96,842</u>
Cash and cash equivalents at end of period	<u>\$88,822</u>	<u>\$90,654</u>	<u>\$102,992</u>	<u>\$106,164</u>

- Net cash outflow from operating activities for Q312 due to difference in AR and AP terms which resulted in increase in receivables and decrease in trade payables
- Expect to generate a substantial net cash inflow from operations during Q412



## Management



**Dr. Biing-Seng Wu, Chairman of the Board** - Previously Dr. Wu served as President, CEO and a director of Himax Taiwan. Dr. Wu has been active in the TFT-LCD panel industry for over 20 years and is a member of the boards of the Taiwan TFT-LCD Association and the Society for Information Display. Dr. Wu holds a B.S. degree, an M.S. degree and a Ph.D. degree in Electrical Engineering from National Cheng Kung University.



**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
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
Director	Tien-Jen Lin	Special Assistant to General Manager, Chimei Innolux Corporation
Director	Jordan Wu	President and CEO, Himax Technologies, Inc.
Director	Chih-Chung Tsai	CTO, Himax Technologies, Inc.



## **Contact Information**

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#### **Corporate Counsel**

Baker & McKenzie

#### **SEC Legal Counsel**

Davis Polk & Wardwell

#### **Corporate Auditor:**

**KPMG** 

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Drive for better vision