## Drive for better vision



# NASDAQ HIMX

A fabless semiconductor solution provider dedicated for imaging processing technologies

### **Investor Presentation**

November, 2013

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

#### 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

#### 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 and ASIC service

#### Visionary Management Team



# **Selected Financials**

Fiscal Year	December 31 <sup>st</sup>					
Last-Traded Price (11/12/13)	\$9.15					
Basic Weighted Ave. Out. ADS (2012) Diluted Weighted Ave. Out. ADS (2012) Equivalent ADS Out. (3Q2013)	170.5M 170.8M 170.5M					
Market Capitalization (11/12/13)	~\$1.56B					
Insider Ownership*	~31.7%					
	3Q2013	3Q2012	2Q	2013	YoY	QoQ
Revenues	\$192.8M	\$190.4M	\$20	7.0M	+1.3%	-6.8%
Gross Margin (%)	25.3%	23.3%	24	4.6%	+2.0%	+0.7%
GAAP Net Income	\$12.3M	\$10.4M	\$1	9.4M	+17.9%	-36.6%
GAAP Earnings per diluted ADS	\$0.072	\$0.061	\$0	.112	+16.7%	-36.4%
Non-GAAP Net Income	\$19.3M	\$16.5M	\$2	0.1M	+17.2%	-3.8%
Non-GAAP Earnings per diluted ADS	\$0.113	\$0.097	\$0	.117	+16.0%	-3.6%
	9M2013	9M2012		ΥοΥ	FY2012	FY2011
Revenues	\$575.5M	\$546.6M	+	5.3%	\$737.3M	\$633.0M
Gross Margin (%)	24.8%	23.1%	+	1.7%	23.1%	19.8%
GAAP Net Income	\$45.7M	\$36.8M	+2-	4.0%	\$51.6M	\$10.7M
GAAP Earnings per diluted ADS	\$0.266	\$0.216	+2	3.4%	\$0.302	\$0.061
Non-GAAP Net Income	\$54.4M	\$44.6M	+22	2.1%	\$60.3M	\$18.3M
Non-GAAP Earnings per diluted ADS	\$0.317	\$0.261	+2	1.6%	\$0.353	\$0.103
GUIDANCE	4Q2013 FY2013					
Revenues	Around flat or slightly down vs. 3Q13					
Gross Margin	Around flat or slightly down vs. 3Q13 (4Q12: 23.3%)					
GAAP Earnings per diluted ADS**	\$0.075 - \$0.095 (4Q12: \$0.086) \$0.341 - \$0.361 (2012: \$0.302)					
Non-GAAP Earnings per diluted ADS	\$0.081 \$0.101 (4Q12: \$0.092) \$0.40 - \$0.418 (2012: \$0.353)					



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

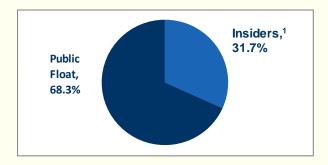


## **Company Overview**

#### **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
- 2,099 patents granted and 1,093 patents pending approval worldwide as of September 30, 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 17 offices across Taiwan, China, Japan, Korea and U.S.
- Over 1,600 employees worldwide; more than 90% are engineers

#### Shareholding Structure As of September 30, 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.

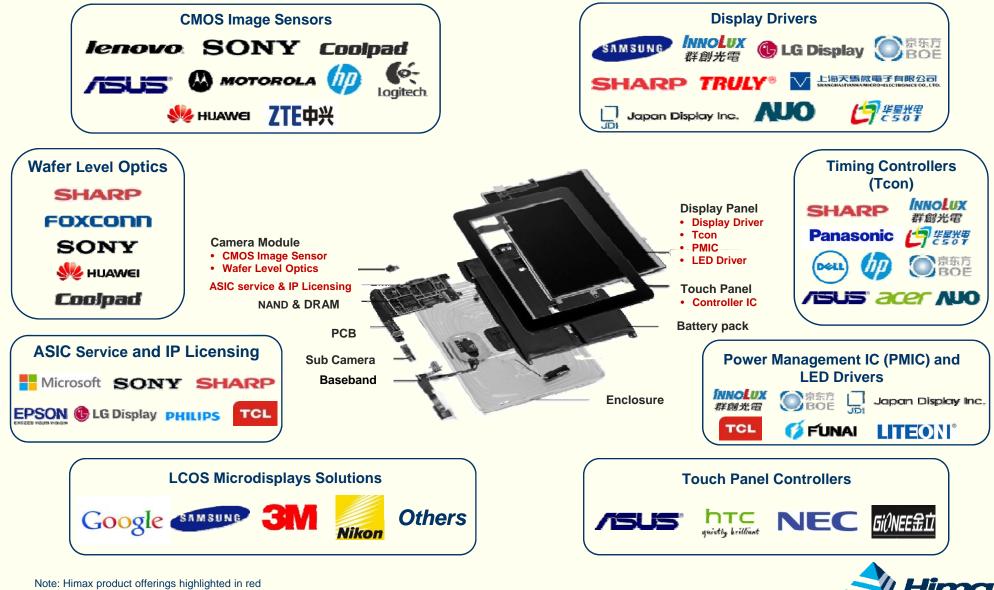
- Power Management ICs
- LED Drivers

### Himax Imaging, Inc.

CMOS Image Sensors



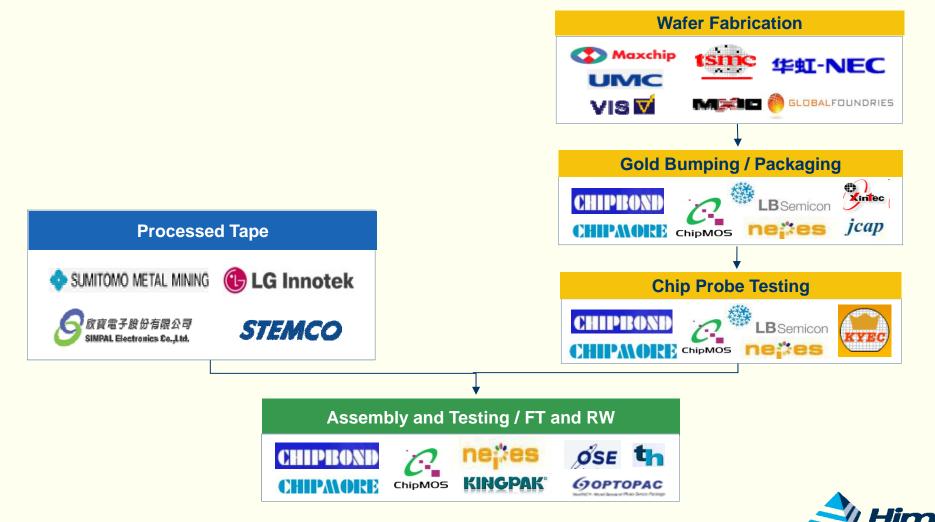
## Himax's Products – Strength in Mobile Devices



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# **Skilled Management of Complex Supply Chains**

Display Driver and CMOS Image Sensor Supply Chain



## **Himax's Global Footprint**



#### **Taiwan - Headquarters**

Tainan Headquarters Design Manufacturing Operations Sales/Marketing **Technical support** Taipei Desian 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 Sales Sales Technical support

#### Ninbo Sales Technical support Fuqing Sales Technical support Foshan Sales Technical support

Shenzhen Sales Technical support Hefei Sales Technical support Qingdao Technical support

#### Japan Tokyo Sales Technical support

#### Korea

Cheonan Sales Technical support Suwon Sales Technical support

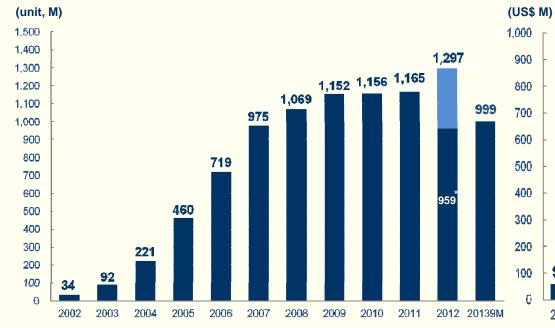


### **Shipment and Revenue Track Record**

### **Consistent shipment growth**

#### Strong revenue rebound

**Revenues** 



#### Volume

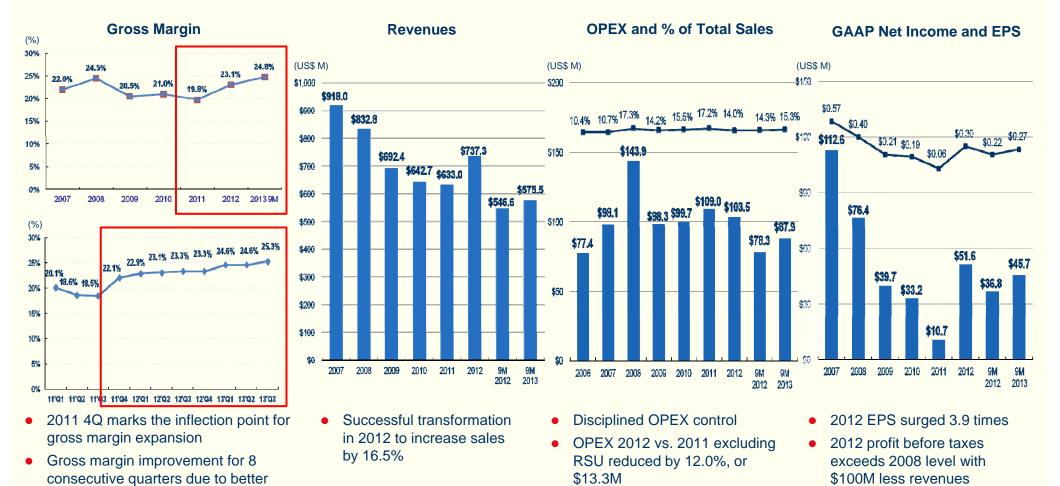


\* 9M2012 actual results



## **Improved Margin and Profitability**

product mix, highest since Q308



- Expect higher OPEX in 2013 due to capture growth opportunities
- 2013 EPS YoY growth 23.4%

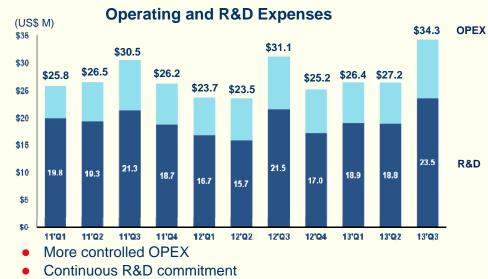
Debt Free

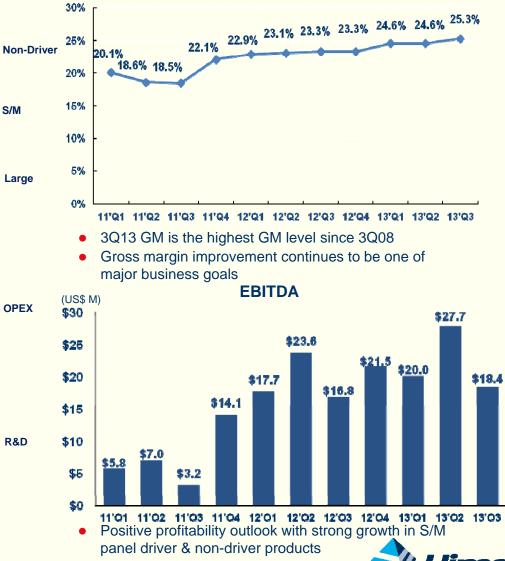


## **Quarterly Financial Performance**



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

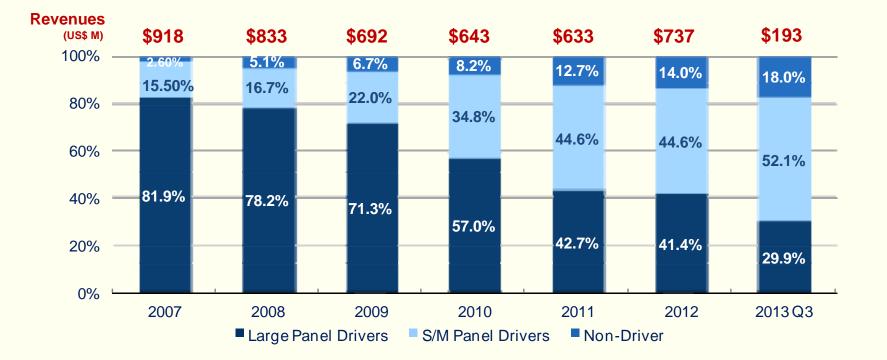




**Gross Margin** 

## **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
- Moving away from low-margin feature phones

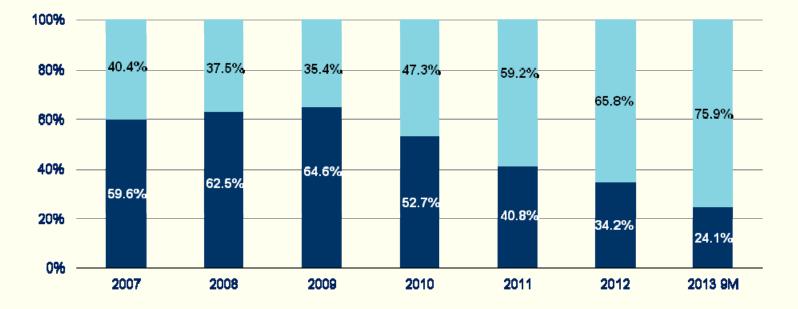




# **Customer Mix**

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

- Diversifying product revenues by non-driver product wins and leveraging existing customers
- Non-Innolux revenues increased 29.5% YoY in 2012 and 23.0% YoY in 9M13
- 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 ■Non-Innolux



## **Cash Dividend and Share Buyback**

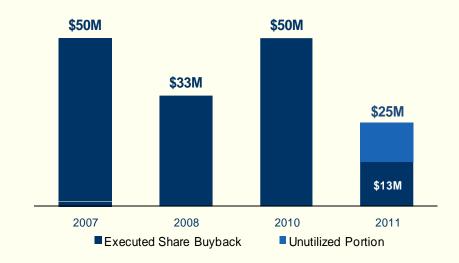
### **Cash Dividend**

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



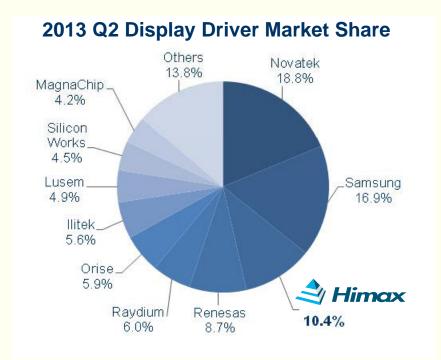
#### Share Buyback

- Initiated four share buyback programs totaling \$158 million since 2007
- Repurchased a total of 46.5 million ADSs through September 30, 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

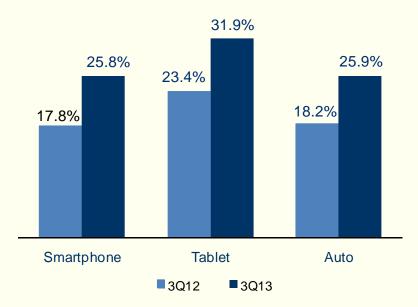
## **Leading Display Driver Provider**



- 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 Q3 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 gain QoQ

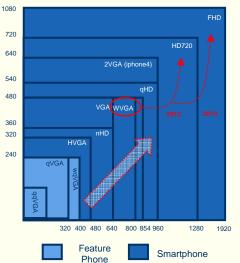
Source: Display Search, Gartner and Company Estimates



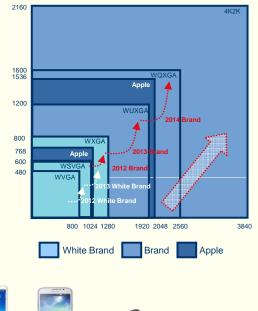
## **Growth Opportunity #1 – Mobile Display Drivers**

- 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 WQHD
- Anticipate growth opportunity to continue in 2013 and beyond

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



#### Display Trends for Tablet



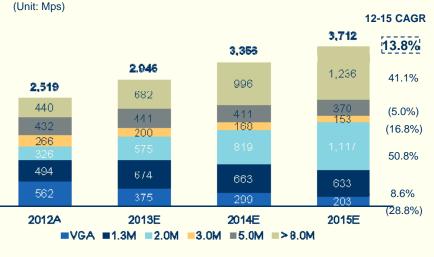




# **Growth Opportunity #2 – CMOS Image Sensors**

- Premium quality CMOS image sensor products to capture the US \$11.3B1 market (2016):
  - High sensitivity, low noise, and low power consumption design in highly integrated products including 8 MP FSI and BSI
  - \* Targeting smartphone, tablet, and automotive markets
  - \* Offer mainstream sensor products up to 8MP
  - Sales surged starting 2Q13, highest revenue contributor in non-driver product group
  - Expect to gain new smartphone/tablet names and penetrate IP Cam, surveillance and automotive application markets
- Advanced Wafer-Level Optics (WLO) is the future trend for camera modules and lens component with small feature
  - Added new applications including light-field camera, advanced array camera, and dual color LED in flash
  - Start sampling WLO with 4\*4 array lens and mass production from 2Q14
  - Start Developing customized lens component and MP from 1Q14

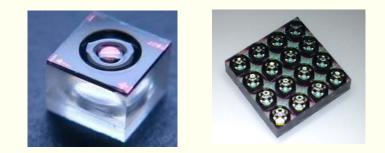
#### **Resolution Trend by CMOS Image Sensor<sup>2</sup>**



Source:

1. iSuppli

2. 2012 2H TSR Report





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

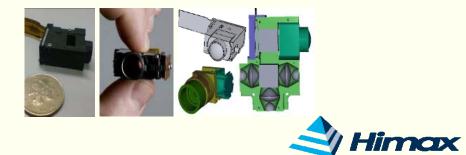
- Proprietary LCOS microdisplay solutions:
  - Market leader of the LCOS industry
  - Successfully adopted in camera and handset applications
  - Volume track record over 2 mn units
  - In-house process know-how and facilities liquid crystal process and module package
  - Proprietary technologies with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

#### **Microdisplay Applications**



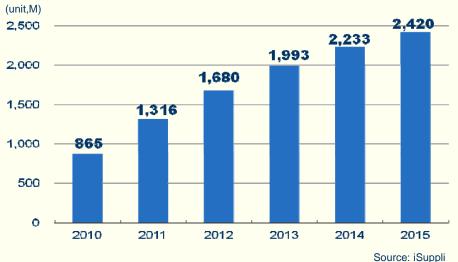
- Primary product focus is Head-Mounted Display (HMD)
  - New design wins, started early stage pilot shipments since 2Q13
  - LCOS technology superior to other competing technologies in HMD
  - Working with multiple customers on developing new applications of HMD using Himax LCOS panels
- Applied by numerous partners and customers to create products targeting a wide range of applications
- Higher gross margin than company average without much increase of OPEX

#### **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
- Expanding product offerings to cover larger panels for tablet applications, targeting both international and China markets
- Expecting continued growth from new smartphone, tablet and Win 8 laptop application customers







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

## **Income Statement**

(110(1000))					
(US\$'000) For the Fiscal Period Ended	<u>3Q-2013</u> (Unaudited)	<u>3Q-2012</u> (Unaudited)	2Q-2013 (Unaudited)	FY2012 (Audited)	FY2011 (Audited)
Revenues from others, net Revenues from related parties, net <sup>*</sup> <b>Revenues</b>	\$192,814 0 192,814	\$125,671 64,742 190,413	\$164,421 42,536 206,957	\$485,281 251,974 737,255	\$374,788 258,233 633,021
Cost of revenues	144,092	146,113	156,038	566,700	507,449
Gross profit Gross margin	48,722 25.3%	44,300 23.3%	50,919 <i>24.6%</i>	170,555 23.1%	125,572 <i>19.8%</i>
Operating expenses Research and development General and administrative Sales and marketing <b>Total operating expenses</b> <sup>**</sup>	23,549 5,027 5,701 34,277	21,494 5,056 4,588 31,138	18,847 4,253 4,078 27,178	70,913 17,139 15,443 103,495	79,042 17,095 12,827 108,964
<b>Operating income</b> Non-operating income (loss)	14,445 82	13,162 390	23,741 359	67,060 (1,174)	16,608 200
Income before income tax and noncontrolling interest	14,527	13,552	24,100	65,886	16,808
Income tax expense Net income Add:Net loss attributable to the noncontrolling interest	3,631 10,896 1,374	3,388 10,164 247	6,026 18,074 1,276	15,748 50,138 1,458	7,301 9,507 1,199
GAAP Net income attributable to Himax shareholders	\$12,270	\$10,411	\$19,350	\$51,596	\$10,706
Non-GAAP Net income attributable to Himax shareholders	\$19,326	\$16,495	\$20,092	\$60,289	\$18,292
Earnings per ADS attributable to Himax shareholders (in cents) Basic Diluted	7.2 7.2	6.1 6.1	11.4 11.2	30.3 30.2	6.1 6.1

 $^{\ast}\mbox{For September 30^{th}},$  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**

(US\$'000)	<u>Sept 30, 2013</u> (Unaudited)	Sept 30,2012 (Unaudited)	December 31, 2012 (Audited)
Assets	(Unaudited)	(Unaudited)	(Audited)
Current Assets:			
Cash, cash equivalents and marketable securities available-for-sale	\$133,879	\$88,993	\$138,909
Restricted cash equivalents and marketable securities	115,000	73,000	74,100
Accounts receivable, net	202,201	218,303	209,005
Inventories	159,615	128,339	116,671
Other current assets	25,570	31,772	28,403
Total current assets	636,265	540,407	567,088
Investment securities	17,877	12,926	12,688
Property and equipment, net	59,332	53,119	52,609
Goodwill	28,138	30,923	28,138
Other Assets	15,127	15,064	14,075
Total Assets	\$756,739	\$652,439	\$674,598
Liabilities and Stockholders' Equity			
Current liabilities:			
Short-term debt	\$115,000	\$73,000	\$73,000
Accounts payable	162,522	129,959	135,546
Other current liabilities	40,981	31,375	33,571
Total current liabilities	318,503	234,334	242,117
Other liabilities	2,846	3,860	4,323
Himax shareholders' equity	433,019	413,278	427,943
Noncontrolling interest	2,371	967	215
Total Liabilities and Stockholders' Equity	\$756,739	\$652,439	\$674,598

• Himax is debt-free. Short-term debt is offset by deposits of restricted cash reported under current assets.



# **Summary Cash Flow**

	<u>3Q-2013</u> (Unaudited)	<u>3Q-2012</u> (Unaudited)	<u>9M-2013</u> (Unaudited)	FY2012 (Audited)	FY2011 (Audited)
(US\$'000) Net income	\$10,896	<u>\$10,164</u>	\$41,548	\$50,138	\$9,507
Depreciation and amortization	3,757	3,152	10,466	13,299	12,795
Share-based compensation expenses	578	451	1,484	1,936	4,190
Deferred income tax expense	870	7,587	3,687	8,851	6,492
Inventories write downs	2,862	3,241	7,580	12,418	9,138
Decrease (increase) in accounts receivable	17,060	(5,428)	6,658	(27,876)	(4,887)
Decrease (increase) in inventories	(19,554)	7,579	(50,524)	(16,104)	(4,135)
Increase (decrease) in accounts payable	7,102	(29,448)	26,976	1,192	18,431
Increase (decrease) in income tax payable	2,970	(4,067)	7,494	6,711	(5,616)
Increase (decrease) in other accrued expenses and other current liabilities	(861)	1,568	(216)	(172)	(2,092)
Others	1,754	(1,890)	(979)	1,774	(375)
Net cash provided by (used in) operating activities*	\$27,434	(\$7,091)	\$54,174	\$52,167	\$43,448
Net cash provided by investing activities	(\$3,303)	\$4,015	(\$22,340)	(\$695)	(\$10,197)
Net cash used in financing activities	(\$38,017)	(\$11,089)	(\$37,549)	(\$18,931)	(\$24,015)
Effect of foreign currency exchange rate changes	26	(5)	68	32	86
Net increase (decrease) in cash and cash equivalents	<u>(\$13,860)</u>	<u>(\$14,170)</u>	<u>(\$5,647)</u>	<u>\$32,573</u>	<u>\$9,322</u>
Cash and cash equivalents at beginning of period	<u>\$146,950</u>	<u>\$102,992</u>	<u>\$138,737</u>	<u>\$106,164</u>	<u>\$96,842</u>
Cash and cash equivalents at end of period	<u>\$133,090</u>	<u>\$88,822</u>	<u>\$133,090</u>	<u>\$138,737</u>	<u>\$106,164</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

