

# ASE Inc. 2017 Third Quarter Earnings Release

October 27, 2017

#### **Safe Harbor Notice**



This presentation contains "forward-looking statements" within the meaning of Section 27A of the United States Securities Act of 1933, as amended, and Section 21E of the United States Securities Exchange Act of 1934, as amended. Although these forward-looking statements, which may include statements regarding our future results of operations, financial condition or business prospects, are based on our own information and information from other sources we believe to be reliable, you should not place undue reliance on these forward-looking statements, which apply only as of the date of this press release. The words "anticipate," "believe," "estimate," "expect," "intend," "plan" and similar expressions, as they relate to us, are intended to identify these forward-looking statements in this press release. Our actual results of operations, financial condition or business prospects may differ materially from those expressed or implied in these forward-looking statements for a variety of reasons, including risks associated with cyclicality and market conditions in the semiconductor or electronic industry; changes in our regulatory environment, including our ability to comply with new or stricter environmental regulations and to resolve environmental liabilities; demand for the outsourced semiconductor packaging, testing and electronic manufacturing services we offer and for such outsourced services generally; the highly competitive semiconductor or manufacturing industry we are involved in; our ability to introduce new technologies in order to remain competitive; international business activities; our business strategy; our future expansion plans and capital expenditures; the uncertainties as to whether we can complete the share exchange contemplated by a joint share exchange agreement between Siliconware Precision Industries Co., Ltd. and us; the strained relationship between the Republic of China and the People's Republic of China; general economic and political conditions; the recent global economic crisis; possible disruptions in commercial activities caused by natural or human-induced disasters; fluctuations in foreign currency exchange rates; and other factors. For a discussion of these risks and other factors, please see the documents we file from time to time with the Securities and Exchange Commission, including our 2016 Annual Report on Form 20-F filed on April 21, 2017.





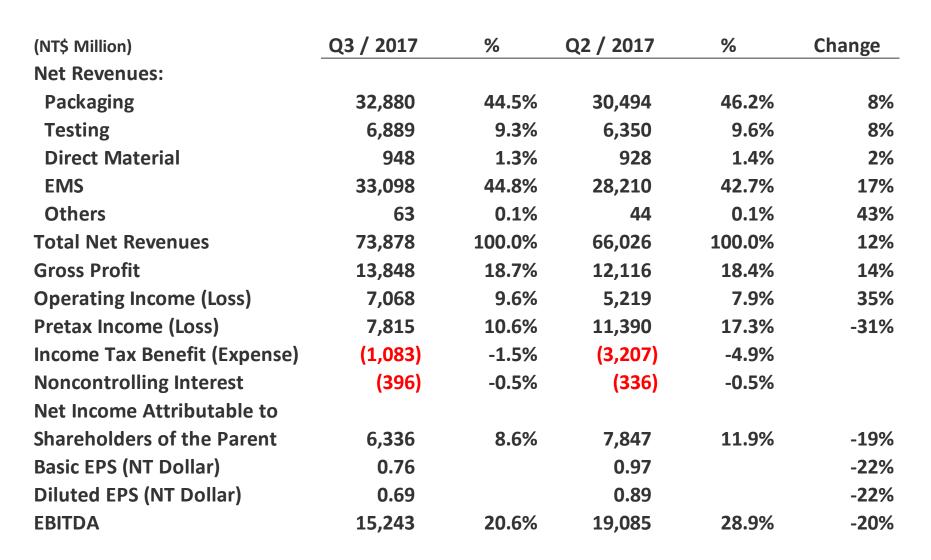
#### **ASE-SPIL Transaction Update**



- On November 16, 2016, the Taiwan Fair Trade Commission issued a no objection letter in respect of the transaction.
- On May 16, 2017, ASE received a letter from the U.S. Federal Trade Commission ("FTC") confirming its non-public investigation on the transaction has been closed.
- ASE and SPIL initially submitted the required materials to the Ministry of Commerce of the People's Republic of China ("MOFCOM") on August 25, 2016 and underwent Phase I, Phase II and Phase III statutory reviews by MOFCOM. In light of the expiration of the statutory review period for Phase III review, on June 6, 2017, ASE withdrawn its original filing and refiled the same case with MOFCOM. On September 30, we received the notification from MOFCOM of extending the review to Phase III. The parties will continue to cooperate with MOFCOM on its review of the transaction.

### **Consolidated Statements of Comprehensive Income**

#### **Quarterly Sequential Comparison**



### Consolidated Statements of Comprehensive Income

#### **Quarterly Year-over-Year Comparison**

| (NT\$ Million)               | Q3 / 2017 | %      | Q3 / 2016 | %      | Change |
|------------------------------|-----------|--------|-----------|--------|--------|
| Net Revenues:                |           |        |           |        |        |
| Packaging                    | 32,880    | 44.5%  | 33,449    | 46.0%  | -2%    |
| Testing                      | 6,889     | 9.3%   | 7,231     | 9.9%   | -5%    |
| Direct Material              | 948       | 1.3%   | 805       | 1.1%   | 18%    |
| EMS                          | 33,098    | 44.8%  | 31,174    | 42.8%  | 6%     |
| Others                       | 63        | 0.1%   | 125       | 0.1%   | -50%   |
| Total Net Revenues           | 73,878    | 100.0% | 72,784    | 100.0% | 2%     |
| Gross Profit                 | 13,848    | 18.7%  | 14,111    | 19.4%  | -2%    |
| Operating Income (Loss)      | 7,068     | 9.6%   | 7,436     | 10.2%  | -5%    |
| Pretax Income (Loss)         | 7,815     | 10.6%  | 6,870     | 9.4%   | 14%    |
| Income Tax Benefit (Expense) | (1,083)   | -1.5%  | (976)     | -1.3%  |        |
| Noncontrolling Interest      | (396)     | -0.5%  | (392)     | -0.5%  |        |
| Net Income Attributable to   |           |        |           |        |        |
| Shareholders of the Parent   | 6,336     | 8.6%   | 5,502     | 7.6%   | 15%    |
| Basic EPS (NT Dollar)        | 0.76      |        | 0.72      |        | 6%     |
| Diluted EPS (NT Dollar)      | 0.69      |        | 0.64      |        | 8%     |
| EBITDA                       | 15,243    | 20.6%  | 14,701    | 20.2%  | 4%     |



### **IC ATM Statements of Comprehensive Income**

#### **Quarterly Sequential Comparison**

| (NT\$ Million)                 | Q3 / 2017 | %             | Q2 / 2017 | %            | Change |
|--------------------------------|-----------|---------------|-----------|--------------|--------|
| Net Revenues:                  |           |               |           |              |        |
| Packaging                      | 33,897    | 81.0%         | 31,718    | 81.2%        | 7%     |
| Testing                        | 6,889     | 16.5%         | 6,350     | 16.3%        | 8%     |
| Direct Material                | 1,048     | 2.5%          | 960       | 2.5%         | 9%     |
| Others                         | 20        | 0.0%          | 20        | 0.1%         | 0%     |
| Total Net Revenues             | 41,854    | 100.0%        | 39,048    | 100.0%       | 7%     |
| Gross Profit                   | 10,486    | <b>25.</b> 1% | 9,027     | <b>23.1%</b> | 16%    |
| <b>Operating Income (Loss)</b> | 5,724     | 13.7%         | 4,102     | 10.5%        | 40%    |
| Pretax Income (Loss)           | 7,205     | 17.2%         | 9,462     | 24.2%        | -24%   |
| Income Tax Benefit (Expense)   | (784)     | -1.9%         | (1,541)   | -3.9%        |        |
| Noncontrolling Interest        | (85)      | -0.2%         | (74)      | -0.2%        |        |
| Net Income Attributable to     |           |               |           |              |        |
| Shareholders of the Parent     | 6,336     | 15.1%         | 7,847     | 20.1%        | -19%   |
| EBITDA                         | 13,175    | 31.5%         | 11,522    | 29.5%        | 14%    |





### **IC ATM Statements of Comprehensive Income**

#### **Quarterly Year-over-Year Comparison**

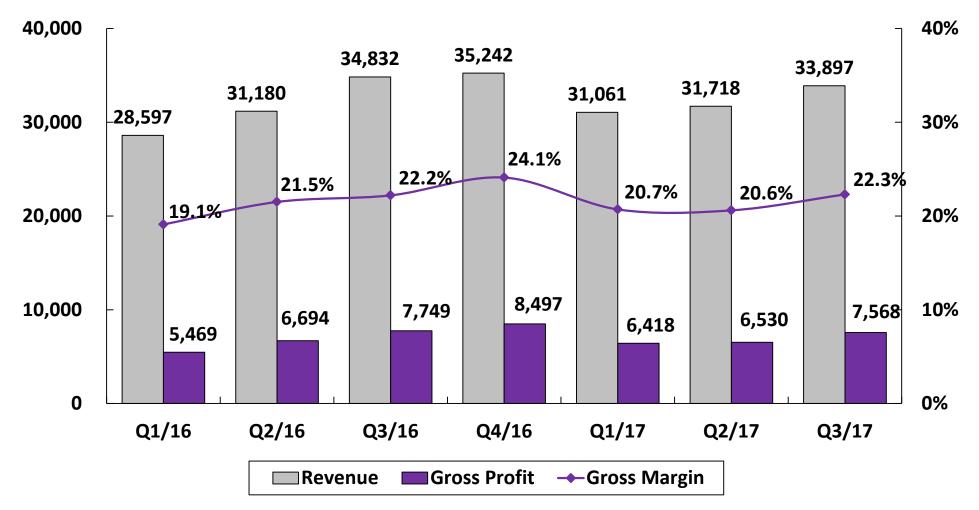
| (NT\$ Million)                 | Q3 / 2017 | %            | Q3 / 2016 | %      | Change |
|--------------------------------|-----------|--------------|-----------|--------|--------|
| Net Revenues:                  |           |              |           |        |        |
| Packaging                      | 33,897    | 81.0%        | 34,832    | 81.0%  | -3%    |
| Testing                        | 6,889     | 16.5%        | 7,232     | 16.8%  | -5%    |
| Direct Material                | 1,048     | 2.5%         | 920       | 2.1%   | 14%    |
| Others                         | 20        | 0.0%         | 22        | 0.1%   | -9%    |
| Total Net Revenues             | 41,854    | 100.0%       | 43,006    | 100.0% | -3%    |
| Gross Profit                   | 10,486    | <b>25.1%</b> | 10,966    | 25.5%  | -4%    |
| <b>Operating Income (Loss)</b> | 5,724     | 13.7%        | 6,190     | 14.4%  | -8%    |
| Pretax Income (Loss)           | 7,205     | 17.2%        | 6,314     | 14.7%  | 14%    |
| Income Tax Benefit (Expense)   | (784)     | -1.9%        | (719)     | -1.7%  |        |
| Noncontrolling Interest        | (85)      | -0.2%        | (93)      | -0.2%  |        |
| Net Income Attributable to     |           |              |           |        |        |
| Shareholders of the Parent     | 6,336     | 15.1%        | 5,502     | 12.8%  | 15%    |
| EBITDA                         | 13,175    | 31.5%        | 12,635    | 29.4%  | 4%     |



### **Packaging Operations**

(unaudited)

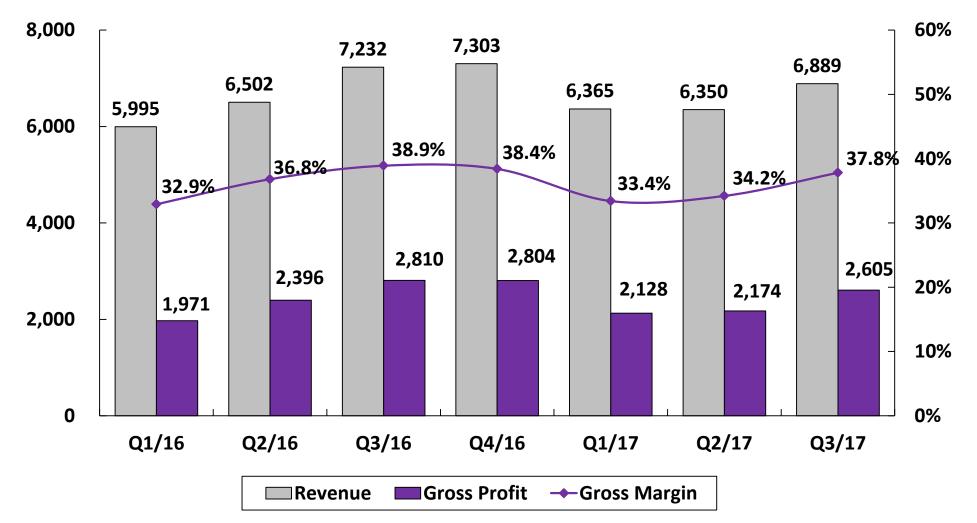




#### **Testing Operations**

(unaudited)

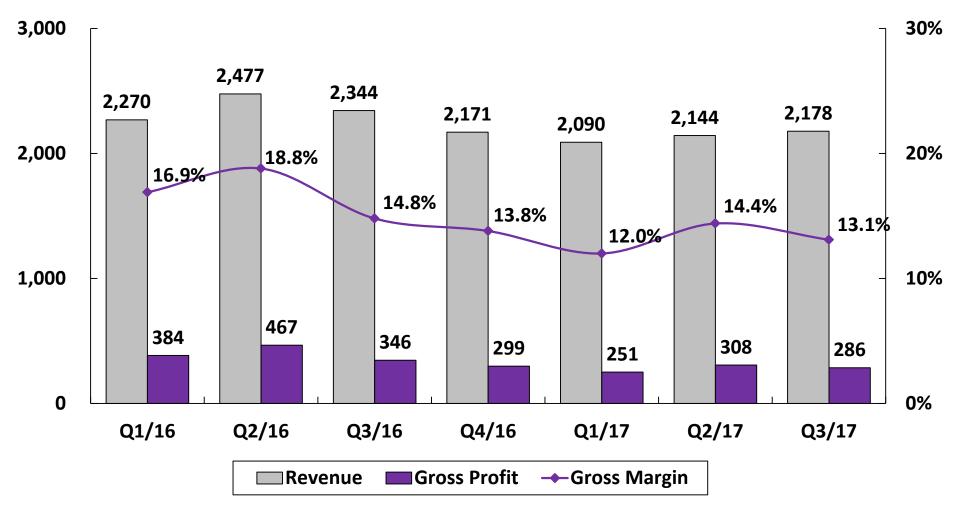




#### **Material Operations**

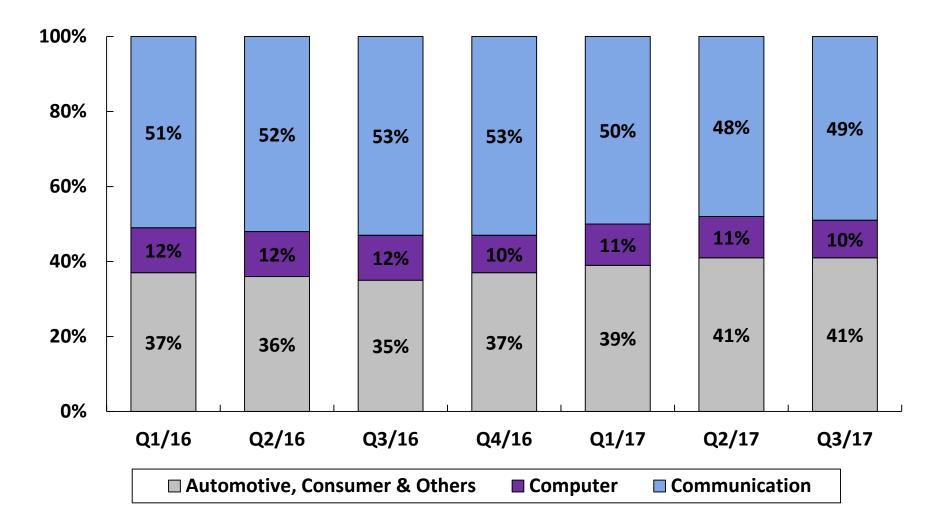
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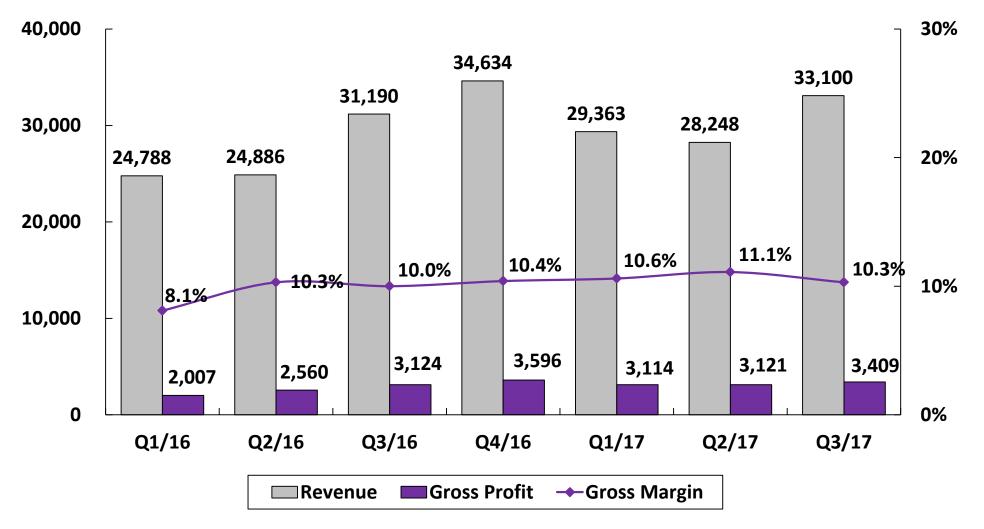
### **IC ATM Revenue by Application**





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#### **EMS Operations**

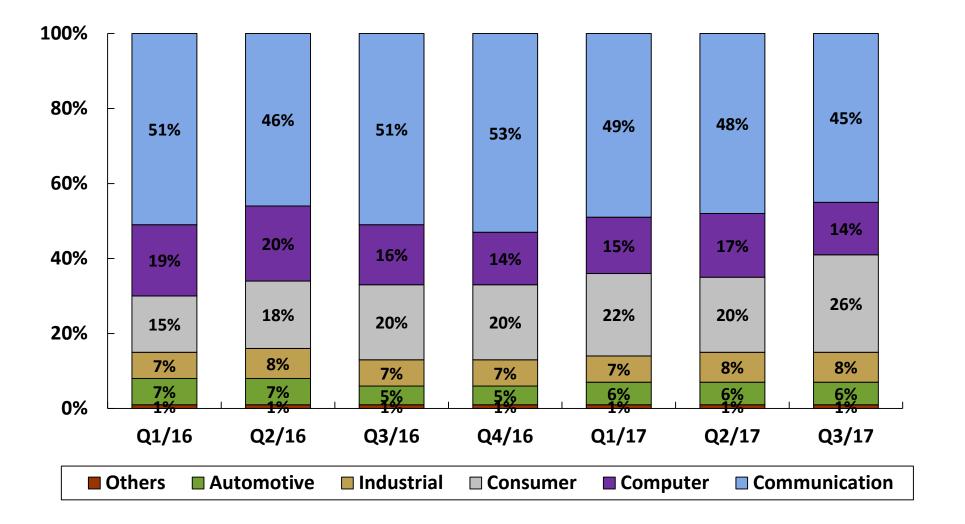
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#### **EMS Operations**

#### **EMS Revenue Breakdown**





### **Key Balance Sheet Items & Indices**



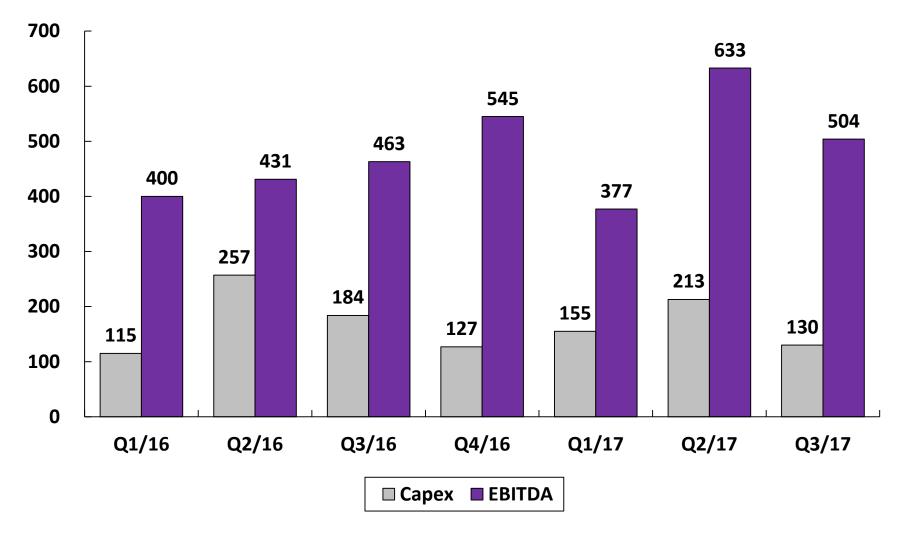
| (NT\$ Million)                                   | Sept. 30, 2017 | Jun. 30, 2017 | Change       |
|--|----------------|---------------|--------------|
| Cash and cash equivalent                         | 38,975         | 43,891        | -11.2%       |
| Financial assets - current                       | 3,989          | 4,138         | -3.6%        |
| Financial assets - non current &                 |                |               |              |
| investments - equity method                      | 51,107         | 50,878        | 0.5%         |
| Property, plant & equipment                      | 136,982        | 140,378       | -2.4%        |
| Total assets                                     | 359,999        | 356,623       | 0.9%         |
| Short-term borrowings & short-term bills payable | 19,638         | 14,209        | 38.2%        |
| Current portion of bonds payable                 | 6,137          | 15,236        | -59.7%       |
| Current portion of long-term borrowings          |                |               |              |
| & capital lease obligations                      | 6,882          | 7,454         | -7.7%        |
| Bonds payable                                    | 16,981         | 25,845        | -34.3%       |
| Long-term borrowings & capital lease             |                |               |              |
| obligations                                      | 32,908         | 28,823        | <b>14.2%</b> |
| Total equity (Including non-controlling          |                |               |              |
| interest)  | 197,956        | 179,063       | 10.6%        |
| Quarterly EBITDA                                 | 15,243         | 19,085        | -20.1%       |
| Current ratio                                    | 1.37           | 1.30          |              |
| Net debt to equity                               | 0.20           | 0.24          |              |

## Equipment Capital Expenditure vs. EBITDA

(unaudited)



#### **US\$** Million



#### Fourth Quarter 2017 Outlook



Based on our current business outlook and exchange rate assumptions, management projects overall performance for the fourth quarter of 2017 to be as follows:

- IC ATM 4Q17 business and gross margin should both be similar with 3Q17 level;
- EMS 4Q17 business should be similar with IC ATM 4Q17 level;
- EMS 4Q17 gross margin should be above 1Q16 level.







## **Thank You**

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