

Investor presentation

- 1. Company Introduction
- 2. Market Opportunity
- 3. Vision and Roadmap
- 4. Financial Highlights





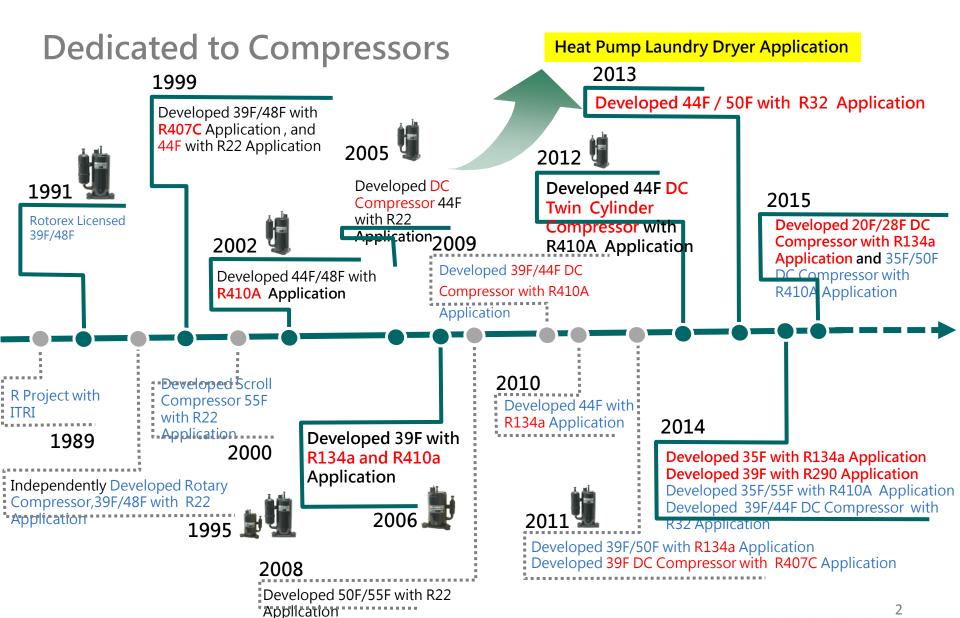






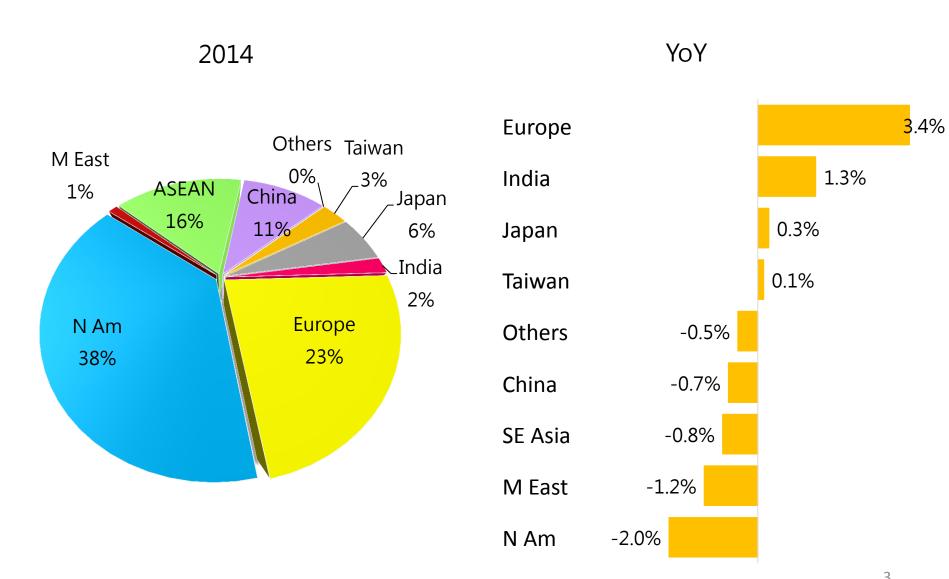


1. Company Introduction





Rechi Sales: Geographic Breakdown





Rechi: Competitive Advantages

Cost

- Global position & scale
- Manufacturing efficiency
- Privately-owned

Diversification

- Markets
- Customers

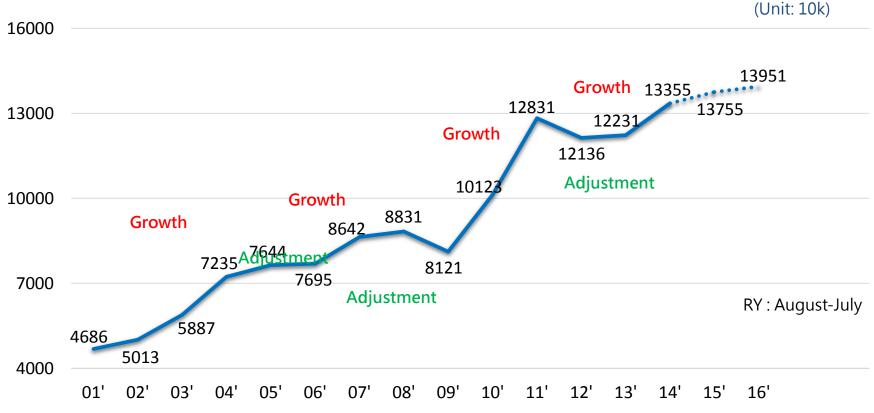
R&D

- Precision metal working & design
- New products:
 Motors, heat pump,
 dehumidifiers,
 dryers, dishwashers
- Energy-saving



2. Market Opportunity

Global A/C Market Trend



- 1. 2004-2006, A/C penetration in China, market size 70m; 2008-2010: Replacement and market growth. For 2015, Market growth rate forecast to be 3%
- 2. Global warming drives market demand

Reference: IOL, China

RECHI



China Top 10 A/C Markers

(Unit: 10k)

| Maker | 2014 | Growth | 2013 | Growth | 2012 |
|-----------|--------|--------|--------|--------|--------|
| Gree | 3,893 | 3.4% | 3,766 | 6.2% | 3,546 |
| Midea | 2,861 | 12.7% | 2,538 | 0.3% | 2,530 |
| Haier | 935 | 21.8% | 768 | 8.6% | 707 |
| Chigo | 560 | 8.7% | 515 | 7.2% | 481 |
| TCL | 455 | 6.4% | 428 | 26.6% | 338 |
| AUX | 426 | -3.3% | 440 | 2.7% | 428 |
| Hisense | 355 | 8.4% | 327 | 33.2% | 246 |
| Panasonic | 303 | 5.4% | 288 | -24.7% | 382 |
| LG | 283 | -11.3% | 319 | 3.4% | 309 |
| Galanz | 241 | 4.1% | 231 | -3.4% | 239 |
| Others | 2,645 | 1.3% | 2,612 | 3.6% | 2,521 |
| Total | 12,955 | 5.9% | 12,231 | 4.3% | 11,726 |

Reference : IOL, China



China Top 10 Rotary Compressor Makers

(Unit: 10k)

| Maker | 2014 | Growth | 2013 | Growth | 2012 |
|------------|-------|--------|-------|---------|-------|
| GMCC | 4302 | 36.01% | 3163 | 20.04% | 2635 |
| LUNDA | 3266 | 30.95% | 2494 | 19.73% | 2083 |
| HILY | 1792 | 14.07% | 1571 | 2.49% | 1533 |
| RECHI | 1386 | 23.75% | 1120 | -3.78% | 1164 |
| PANASONIC | 1125 | 11.61% | 1008 | -12.20% | 1148 |
| MITSUBISHI | 613 | 19.03% | 515 | -6.87% | 553 |
| LG | 609 | -4.55% | 638 | -15.16% | 752 |
| SAMSUNG | 461 | -5.53% | 488 | -6.33% | 521 |
| QINGAN | 413 | -6.27% | 440 | -12.15% | 501 |
| SANYO | 353 | -4.31% | 369 | 3.16% | 358 |
| OTHERS | 572 | 44.28% | 396 | 4.15% | 380 |
| TOTAL | 14892 | 22.04% | 12203 | 4.94% | 11628 |

Reference: IOL, China

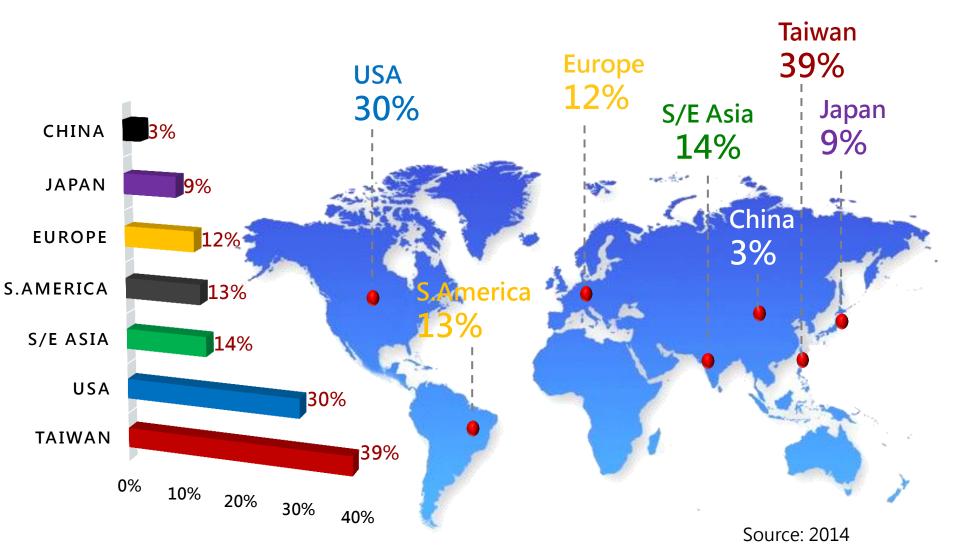


China Rotary Compressor Exports

| Rank | Maker | 2014 | Share | 2013 | Share | 2012 | Share | 2011 | Share |
|------|------------|------------|--------|------------|--------|------------|--------|------------|--------|
| 1 | RECHI | 5,533,537 | 23.3% | 6,002,052 | 27.3% | 5,592,859 | 30.3% | 4,207,209 | 24.7% |
| 2 | GMCC | 3,687,724 | 15.5% | 2,221,389 | 10.1% | 1,176,132 | 6.4% | 1,014,572 | 6.0% |
| 3 | Samsung | 2,770,584 | 11.6% | 3,055,102 | 13.9% | 2,536,605 | 13.7% | 2,226,970 | 13.1% |
| 4 | LG | 2,732,449 | 11.5% | 2,097,797 | 9.5% | 1,451,186 | 7.9% | 1,482,026 | 8.7% |
| 5 | Haily | 2,420,663 | 10.2% | 2,553,974 | 11.6% | 2,550,173 | 13.8% | 2,942,406 | 17.3% |
| 6 | Panasonic | 1,935,721 | 8.1% | 1,943,320 | 8.8% | 1,831,672 | 9.9% | 1,659,262 | 9.7% |
| 7 | Daikin | 933,679 | 3.9% | 626,580 | 2.8% | 656,935 | 3.6% | 570,598 | 3.3% |
| 8 | Mitsubishi | 884,201 | 3.7% | 919,445 | 4.2% | 592,818 | 3.2% | 685,623 | 4.0% |
| 9 | Sanyo | 282,196 | 1.2% | 248,894 | 1.1% | 261,799 | 1.4% | 208,864 | 1.2% |
| 10 | Midea | 165,330 | 0.7% | 106,855 | 0.5% | 114,076 | 0.6% | 430,250 | 2.5% |
| 11 | Emerson | 152,398 | 0.6% | 131,012 | 0.6% | 64,497 | 0.3% | 60,984 | 0.4% |
| 12 | Danfoss | 149,645 | 0.6% | 141,974 | 0.6% | 162,846 | 0.9% | 171,186 | 1.0% |
| 13 | Qingan | 131,464 | 0.6% | 135,168 | 0.6% | 128,189 | 0.7% | 111,271 | 0.7% |
| 14 | Gree | 94,424 | 0.4% | 0 | 0.0% | 83,387 | 0.5% | 30,596 | 0.2% |
| 15 | Huarun | 53,329 | 0.2% | 45,699 | 0.2% | 57,454 | 0.3% | 95,675 | 0.6% |
| | Others | 1,863,683 | 7.8% | 1,756,766 | 8.0% | 1,208,165 | 6.5% | 1,148,129 | 6.7% |
| | Total | 23,791,027 | 100.0% | 21,986,027 | 100.0% | 18,468,793 | 100.0% | 17,045,621 | 100.0% |



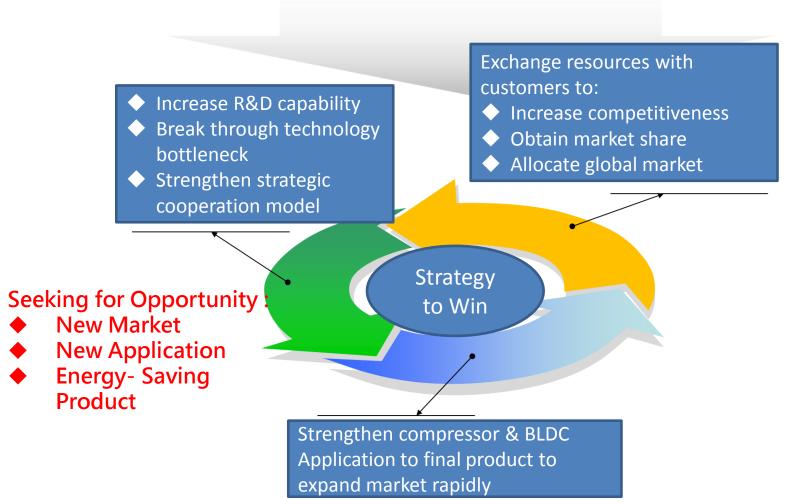
Market Share: Target 10% Globally





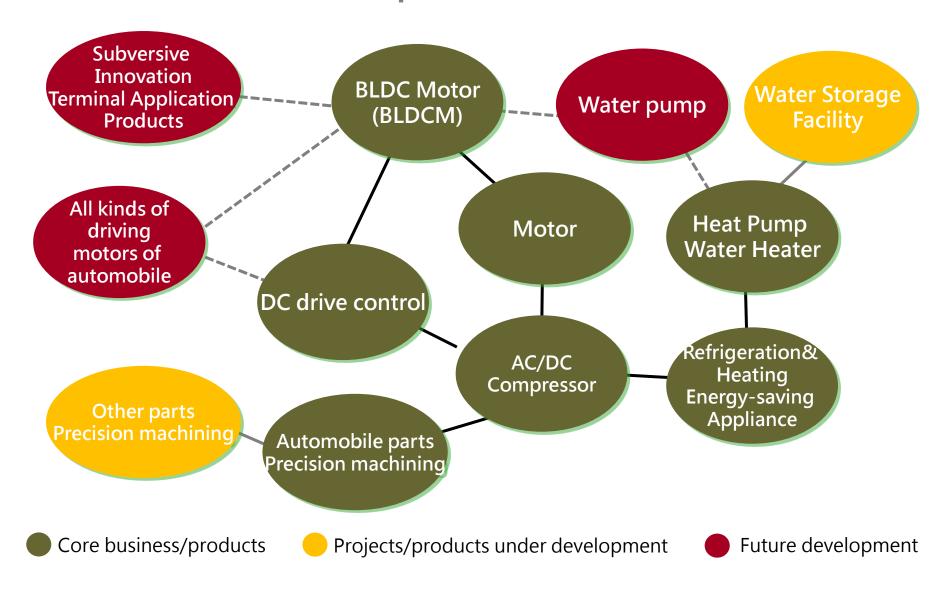
3. Vision and Roadmap

Mid-Term and Long-Term Strategy



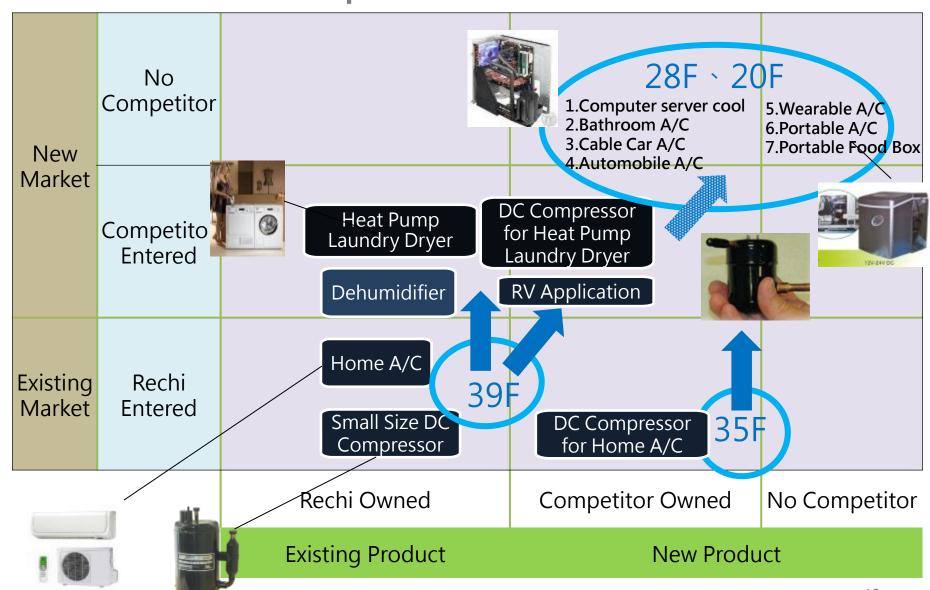


Product Roadmap



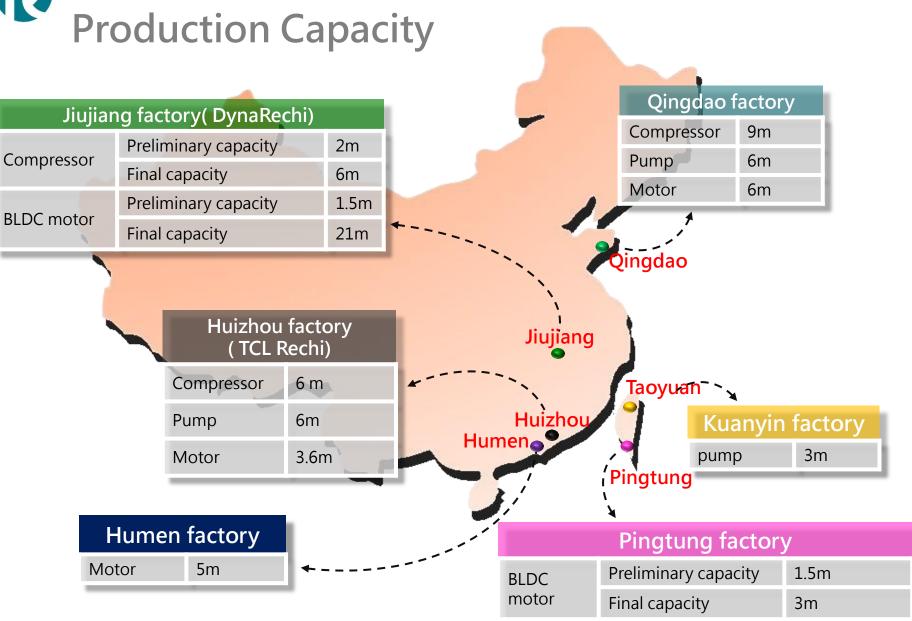


Inverter Compressor



RECHI







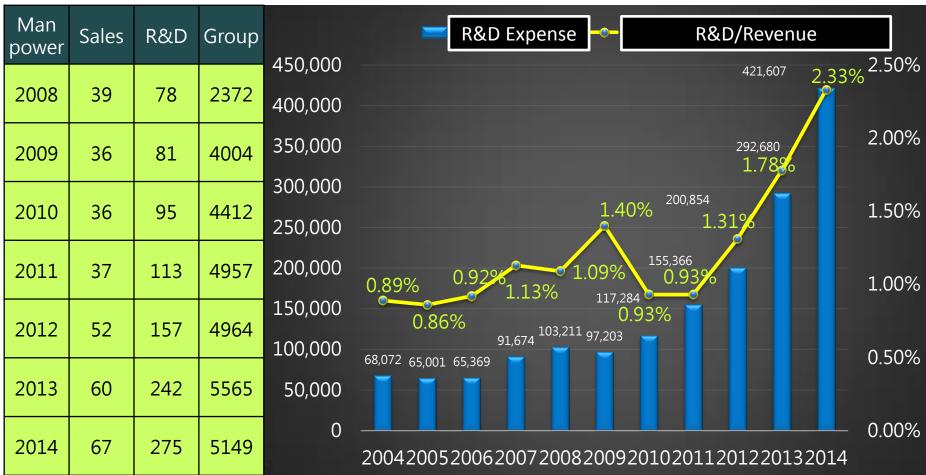
Location of Facilities



compressor and motor

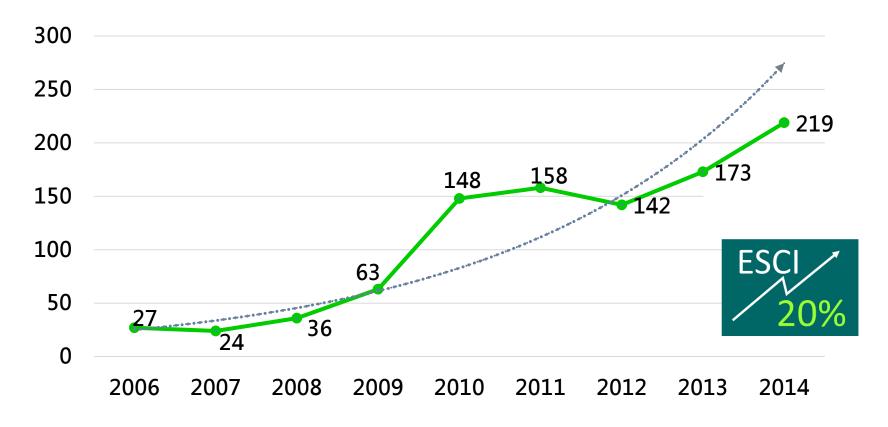


(Unit: Headcount) (Unit: NT\$k)





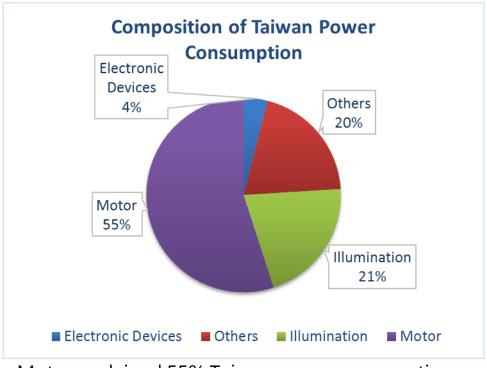
Energy Saving Contribution Index (ESCI)



ESCI=219 means Energy Saving Contribution 21.9% per Rechi compressor. Annual Energy Saving 2,920,504KW (Average Power Consumption 850W, Annual Sales 13.5m sets)

P

Revolution of Energy Saving via Electric Machinery Integration



Eco & Carbon Reduction

Industrial Application Regulatory Efficiency!

Consuming Application

SARE SARE

Energy Saving BLDC!

Pioneer Application



Oil Crisis EV!

Motor explained 55% Taiwan power consumption

Chairman of Nidec Corporation, Shigenobu Nagamori:

50 years ago, the Steel Industry driving the development of economy, then Semiconductor succeeded 25ys ago, Now is **Electric Motors**.



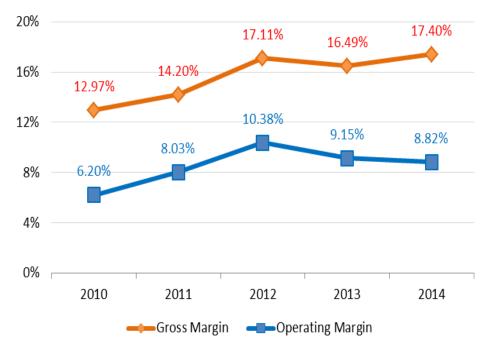
4. Financial Highlights

Revenue growth

(Unit: NT\$m)



Margins

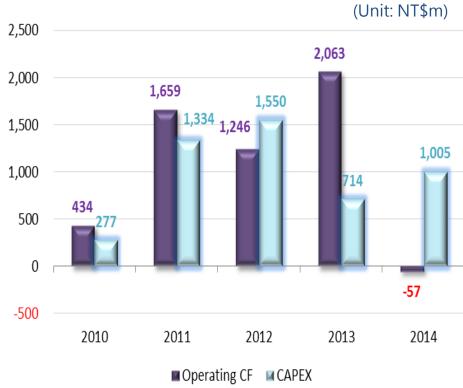




ROE and **ROA**



Operating CF & Capex





Dividend Policy

| | 2011 | 2012 | 2013 | 2014 |
|------------------|------|------|------|------|
| EPS (NT\$) | 2.03 | 2.14 | 2.02 | 2.3 |
| Cash DPS (NT\$) | 1.2 | 1.5 | 1.5 | 2 |
| Payout ratio (%) | 59.1 | 70.1 | 74.3 | 87.0 |
| Cash yield (%)* | 4.7 | 5.4 | 4.6 | - |

^{*} Based on share price on following year closing before ex-dividend day



Income Statement

| Unit in Thousand NT\$ | 2,014 | | YoY | 2,013 | | YoY | 2,012 | | YoY |
|---|-------------|-------|-----|-------------|-------|------|-------------|-------|-------|
| | Amount | % | % | Amount | % | % | Amount | % | % |
| Sales revenues | 18,126,566 | 100 | 10 | 16,473,387 | 100 | 8 | 15,285,474 | 100 | -9 |
| Cost of finished goods (Material and labor) | -14,972,321 | -82.6 | 9 | -13,757,595 | -83.5 | 8.4 | -12,693,681 | -83.0 | -11.9 |
| Gross margin | 3,154,245 | 17.4 | 16 | 2,715,792 | 16.5 | 4.8 | 2,591,793 | 17.0 | 8.7 |
| Operating expenses | -1,555,026 | -8.6 | 29 | -1,208,512 | -7.3 | 18.3 | -1,021,813 | -6.7 | -1.4 |
| Income(Loss) from operations | 1,599,219 | 8.8 | 6 | 1,507,280 | 9.1 | -4.0 | 1,569,980 | 10.3 | 16.4 |
| Income before tax | 1,741,916 | 9.6 | 12 | 1,558,741 | 9.5 | -0.1 | 1,560,320 | 10.2 | 21.8 |
| Tax | -529,239 | -2.9 | 6 | -501,251 | -3.0 | 15.1 | -435,430 | -2.8 | 42.5 |
| Income after tax | 1,212,677 | 6.7 | 15 | 1,057,490 | 6.4 | -6.0 | 1,124,890 | 7.4 | 15.3 |
| EPS(NT\$) | 2.30 | | 17 | 1.96 | | -8 | 2.14 | | 9 |



Balance Sheet

| Unit in Thousand NT\$ | T\$ 2014 | | 2013 | | 2012 | |
|------------------------------------|------------|-----|------------|-----|------------|-----|
| | Amount | % | Amount | % | Amount | % |
| Cash and equivalents | 4,598,024 | 21 | 3,328,483 | 17 | 1,929,908 | 11 |
| Accounts receivable, net | 3,062,321 | 14 | 2,302,949 | 12 | 2,203,424 | 13 |
| Inventories | 2,116,503 | 10 | 1,963,464 | 10 | 1,462,224 | 9 |
| Property, plant and equipment, net | 6,112,524 | 29 | 5,661,289 | 29 | 5,737,033 | 34 |
| TOTAL | 21,388,607 | 100 | 19,813,937 | 100 | 16,914,541 | 100 |
| Total current liabilities | 9,172,850 | 43 | 8,936,160 | 45 | 7,113,478 | 42 |
| LONG-TERM LIABILITIES | 949,500 | 4 | 1,192,200 | 6 | 1,452,000 | 9 |
| Total liabilities | 11,079,461 | 52 | 10,830,159 | 55 | 9,084,266 | 54 |
| Total stockholders' equity | 10,309,146 | 48 | 8,983,778 | 45 | 7,830,275 | 46 |

P

Cash Flow Statement

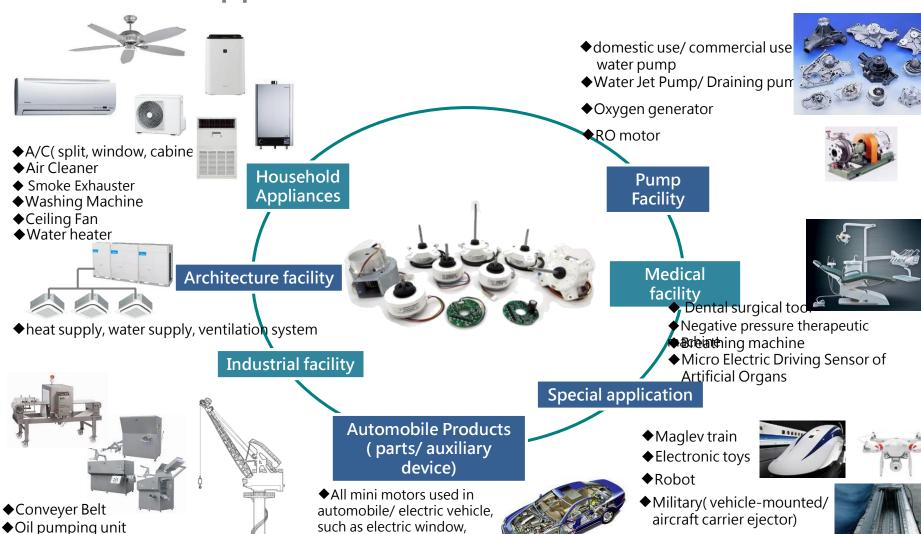
| Unit in Thousand NT\$ | 2014 | 2,013 | 2,012 |
|--|-----------|------------|------------|
| | Amount | Amount | Amount |
| CASH, BEGINNING OF YEAR | 3,328,483 | 1,929,908 | 3,181,014 |
| Net cash provided by operating activities | -56,997 | 2,063,200 | 1,224,268 |
| CASHFLOW FROM INVESTMENT ACTIVITIES | 1,068,405 | -2,388,182 | -1,551,923 |
| (Decrease) increase in short-term loans, net | 576,743 | 2,192,059 | -988,607 |
| (Decrease) increase in long-term loans, net | -303,060 | -641,304 | 697,852 |
| Cash dividend paid | -682,142 | -662,274 | -514,388 |
| others | 666,592 | 835,076 | -118,308 |
| CASH, END OF YEAR | 4,598,024 | 3,328,483 | 1,929,908 |



◆Industrial Blender

Appendix: BLDC Motors

Application of BLDC motors



chair, ABS, steering wheel,

RECHI

◆ PCB/glass Drilling high speed main shaft moto windshield wiper, adjustable



BLDC Motors

Final Product Application Innovation

Downstream

- **◆Fan Motor**
- ◆Power

Transmission

- **◆Pump Equipment**
- **◆**Machining Tool

1.Product Development

Integration

2.Subversive Product licensing

and sales

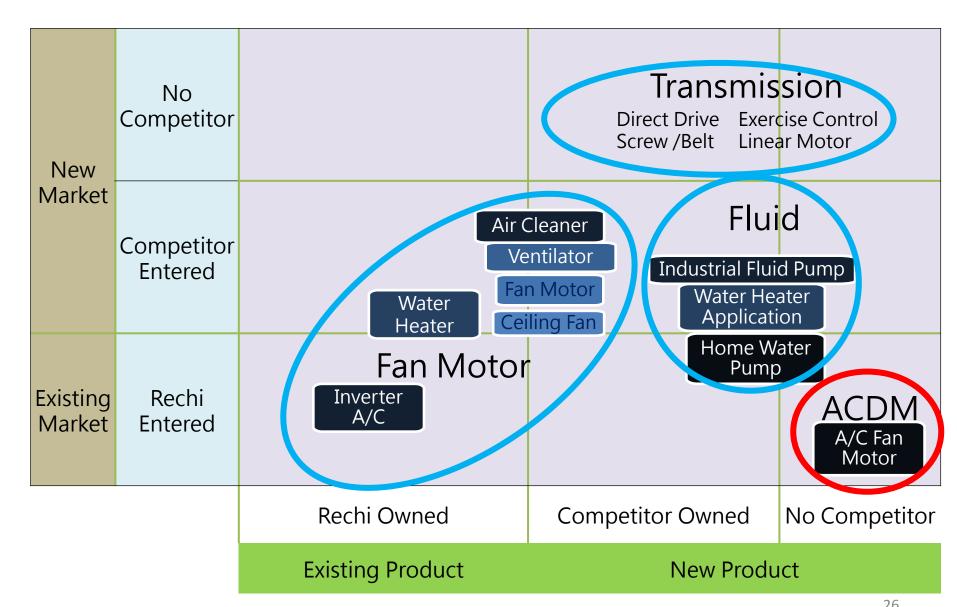
3. ODM Sales

DYNA RECHI

- Customerization
- ◆R&D for BLDCM and Application
- ◆Production of BLDCM
- Global Sales of BLDCM



BLDC Motors





Business Model

