

Macronix International Co., Ltd. Fourth Quarter 2012 Results

January 30, 2013



MACRONIX
INTERNATIONAL Co., LTD.

Disclaimer

The presentation and discussion contain certain forward-looking statements with respect to the results of operation, financial condition and current expectation. The forward-looking statements are subject to known and unknown uncertainties and risks that could cause actual results to differ materially from those expressed or implied by such statements.

Such risks and uncertainties include but are not limited to the impact of competitive products and pricing, timely design acceptance by our customers, timely introduction of new technologies, ability to ramp new products into volume, industry wide shifts in supply and demand for semiconductor products, industry overcapacity, availability of manufacturing capacity, financial stability in end markets, and other risks.

The forward-looking statements in this release reflect the current belief of Macronix as of the date of this release and Macronix undertakes no obligation to update these forward-looking statements for events or circumstances that occur subsequent to such date.

Agenda

Welcome

C.Y. Lu

2012Q4 Financial Results

Paul Yeh

Business Update

C.Y. Lu

Remarks and Q&A

C.Y. Lu

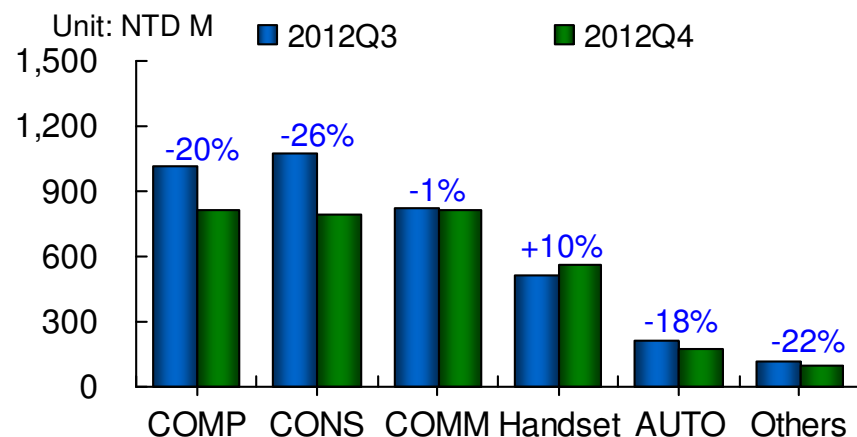
Major Fourth Quarter Highlights

	2012Q4 Actual
Revenue	NT\$ 5.7B
Gross margin %	3%
Operating margin %	-27%
Capacity Utilization rate	75%

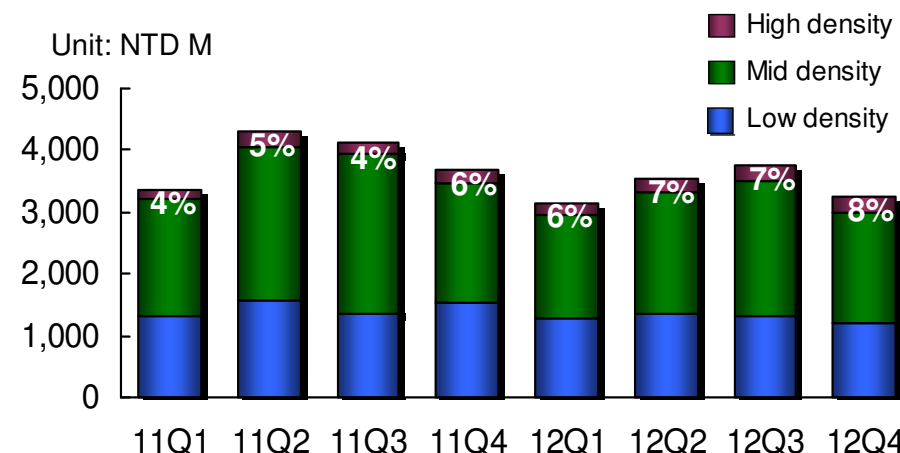
- ✓ Revenue sequentially decreased 21% because of lower than expected demand
- ✓ Gross/OP margin are sequentially lower due to low revenue and low utilization rate

Current status

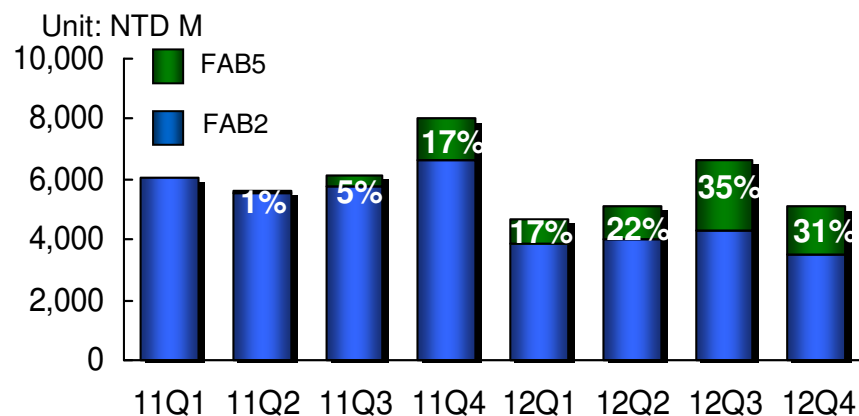
NOR sales breakdown by application



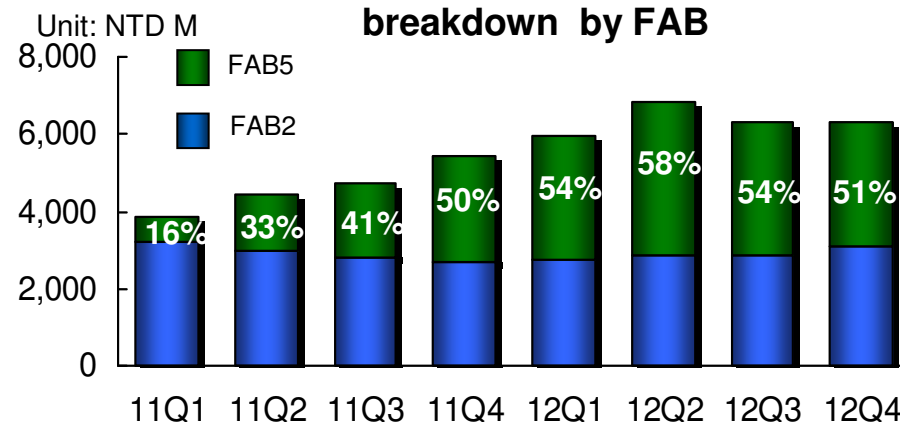
NOR sales breakdown by density



ROM + NOR sales breakdown by FAB



ROM + NOR Inventory (net) breakdown by FAB



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Quarterly Income Statement

Unit: NTD Million (except EPS)

	2012/Q4	2012/Q3	2011/Q4	QoQ Change	YoY Change
Net Sales	5,743	7,261	8,414	(21%)	(32%)
Gross Profit	192	833	3,148	(77%)	(94%)
Gross Margin%	3%	11%	37%	(8ppt)	(34ppt)
Operating Expenses	(1,768)	(1,859)	(1,720)	(5%)	3%
Operating Income	(1,576)	(1,026)	1,428	54%	-
Net Non-Operating Income (Loss)	(316)	(131)	(170)	142%	86%
Income Before Tax	(1,892)	(1,157)	1,258	64%	-
Income Taxes	115	(25)	(277)	-	-
Net Income	(1,777)	(1,182)	981	50%	-
EPS* (NT\$)	(0.51)	(0.34)	0.28		

* As of 12/31/2012, the company had 3,516 million weighted average outstanding shares.

Annual Income Statement

Unit: NTD Million (except EPS)

	2012	2011	YoY Change
Net Sales	23,889	27,844	(14%)
Gross Profit	2,373	10,105	(77%)
Gross Margin%	10%	36%	(26ppt)
Operating Expenses	(6,969)	(6,321)	10%
Operating Income (Loss)	(4,596)	3,784	-
Net Non-Operating Income (Loss)	(919)	(275)	235%
Income Before Tax	(5,515)	3,509	-
Income Taxes	77	(592)	(113%)
Net Income	(5,438)	2,917	-
EPS* (NT\$)	(1.55)	0.83	-

* As of 12/31/2012, the company had 3,516 million weighted average outstanding shares.

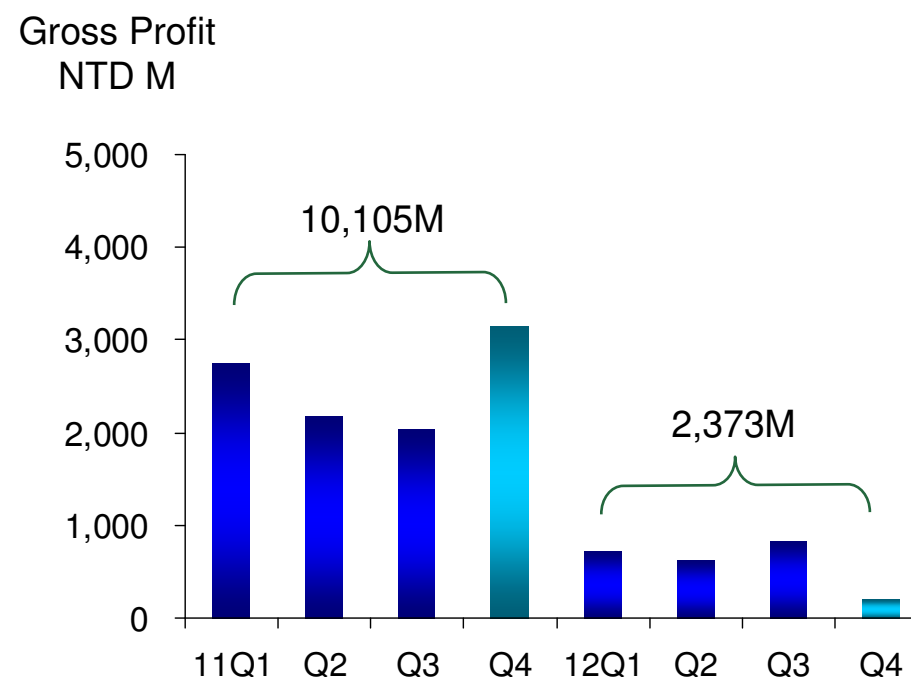
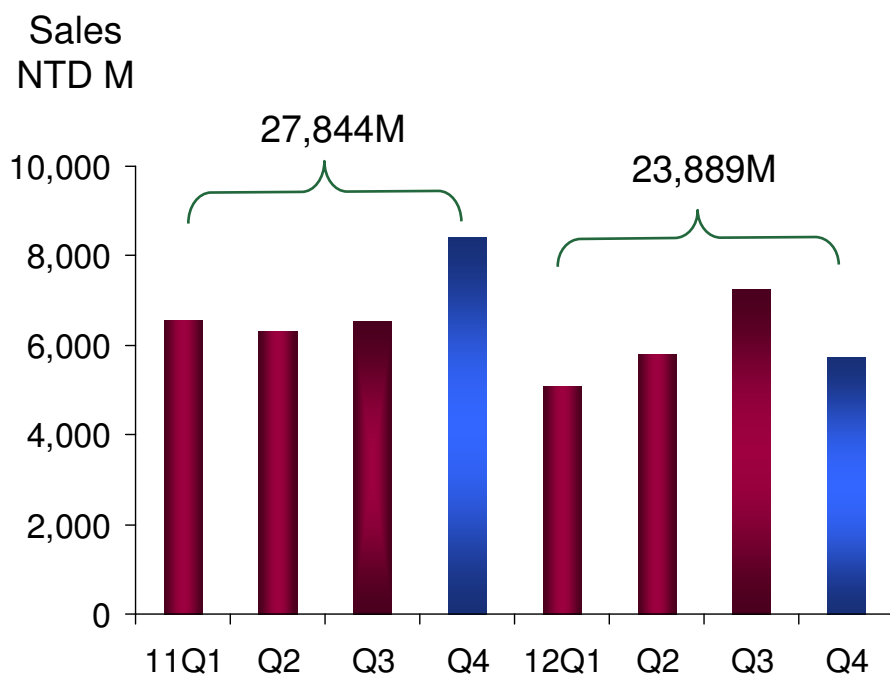
2012 Q4 Financial Highlights

2012 Sales = NTD 23,889M

-14% YoY

2012 GP = NTD 2,373M

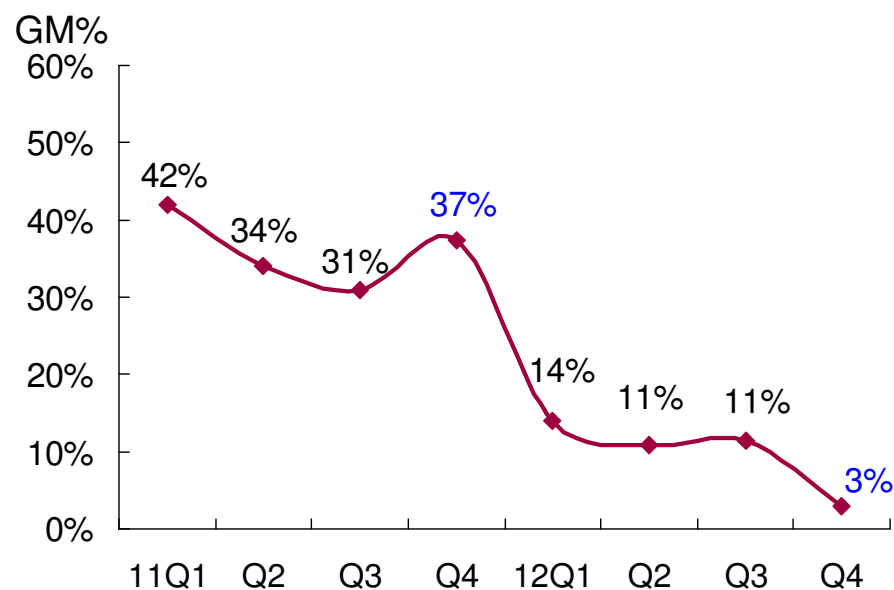
-77% YoY



2012 Financial Highlights

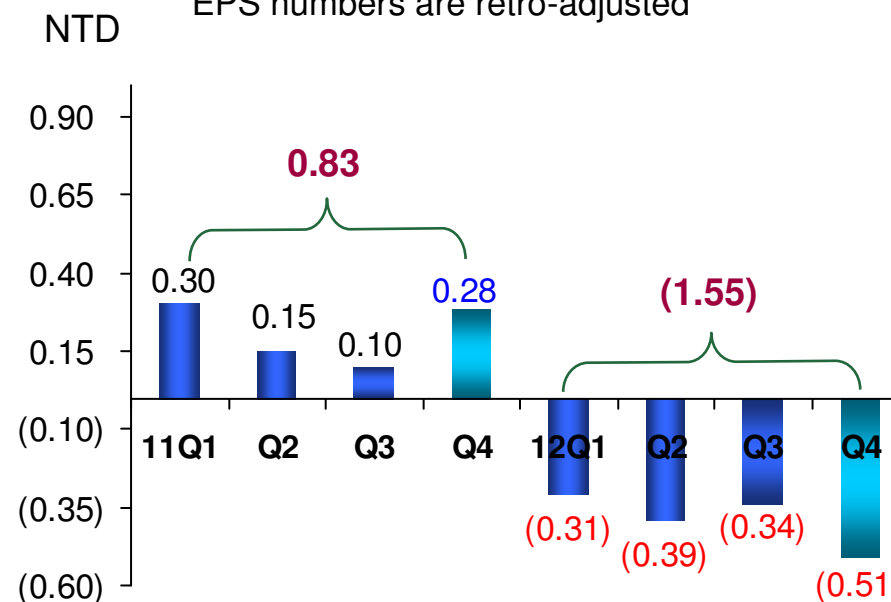
	2012	2011	YoY
Gross Margin (%)	10%	36%	(26ppt)
EPS (NTD)	(1.55)	0.83	

Gross Margin (%)



EPS

* EPS numbers are retro-adjusted



Quarterly Net Non-Operating Income

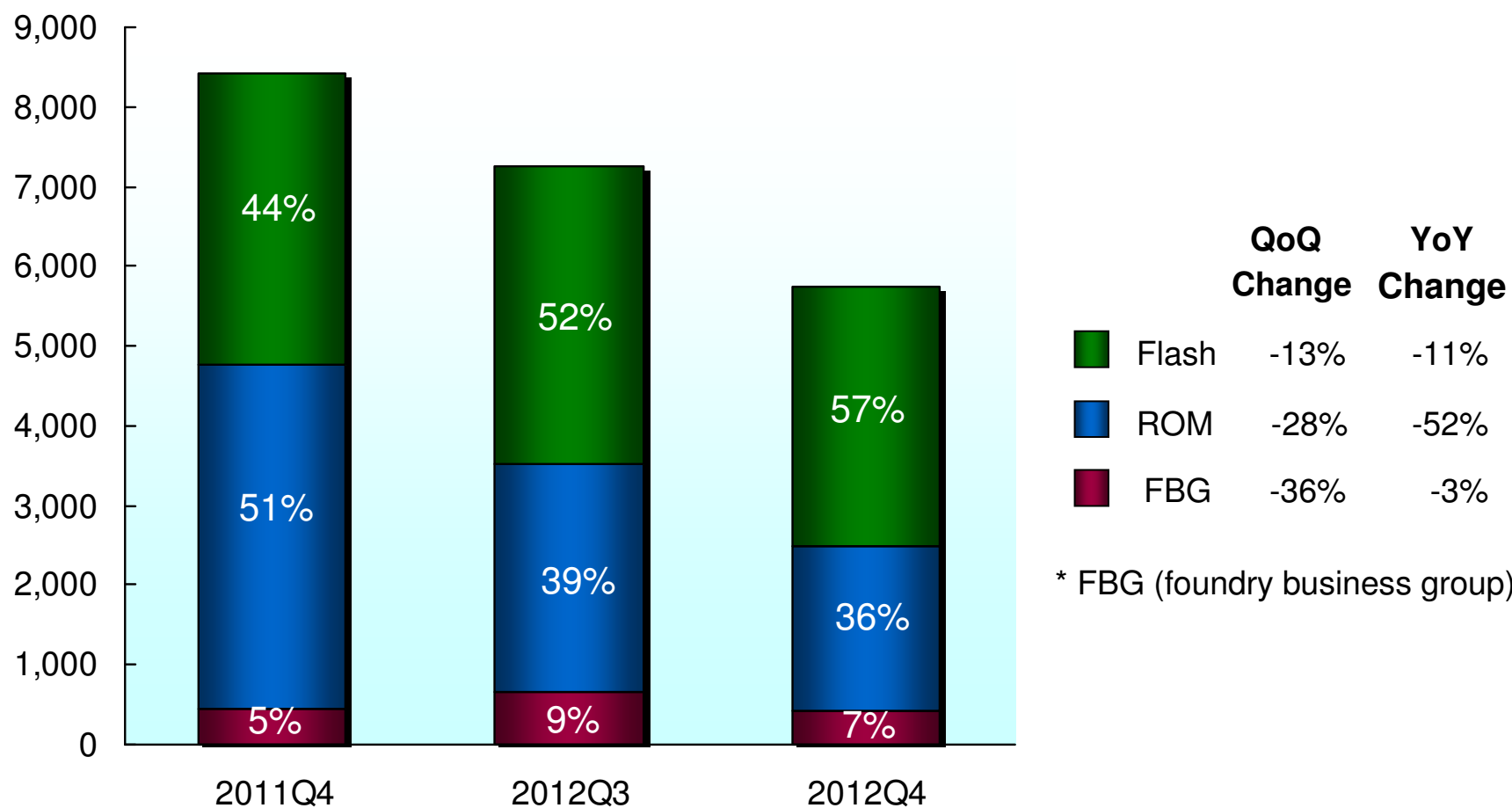
Unit: NTD Million	2012/Q4	2012/Q3
Net Non-Operating Income		
Net Interest Income (Expense)	(48)	(44)
Net Foreign Exchange Gain(Loss)	(47)	3
Net Investment Gain(Loss)	(180)	(107)
Gain (Loss) on disposal of Asset	(54)	0
Net Other Income	13	17
Net Non-Operating Income	(316)	(131)

Annual Net Non-Operating Income

Unit: NTD Million	2012	2011
Net Non-Operating Income		
Net Interest Income (Expense)	(148)	98
Net Foreign Exchange Gain(Loss)	(90)	(94)
Net Investment Gain(Loss)	(596)	(369)
Gain (Loss) on disposal of Asset	(138)	(1)
Net Other Income	53	91
Net Non-Operating Income	(919)	(275)

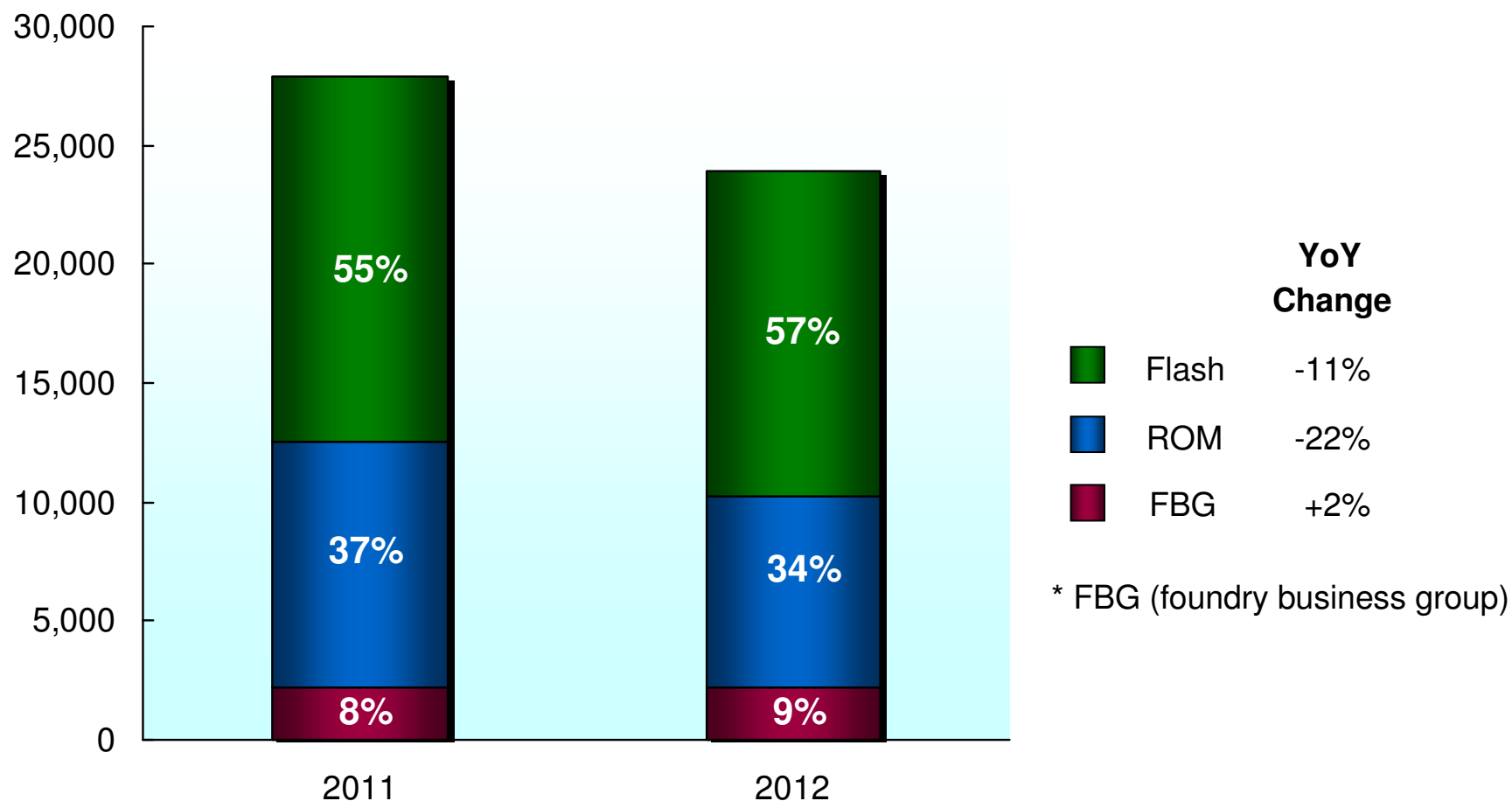
Quarterly Sales Breakdown by Products

Unit: NTD Million



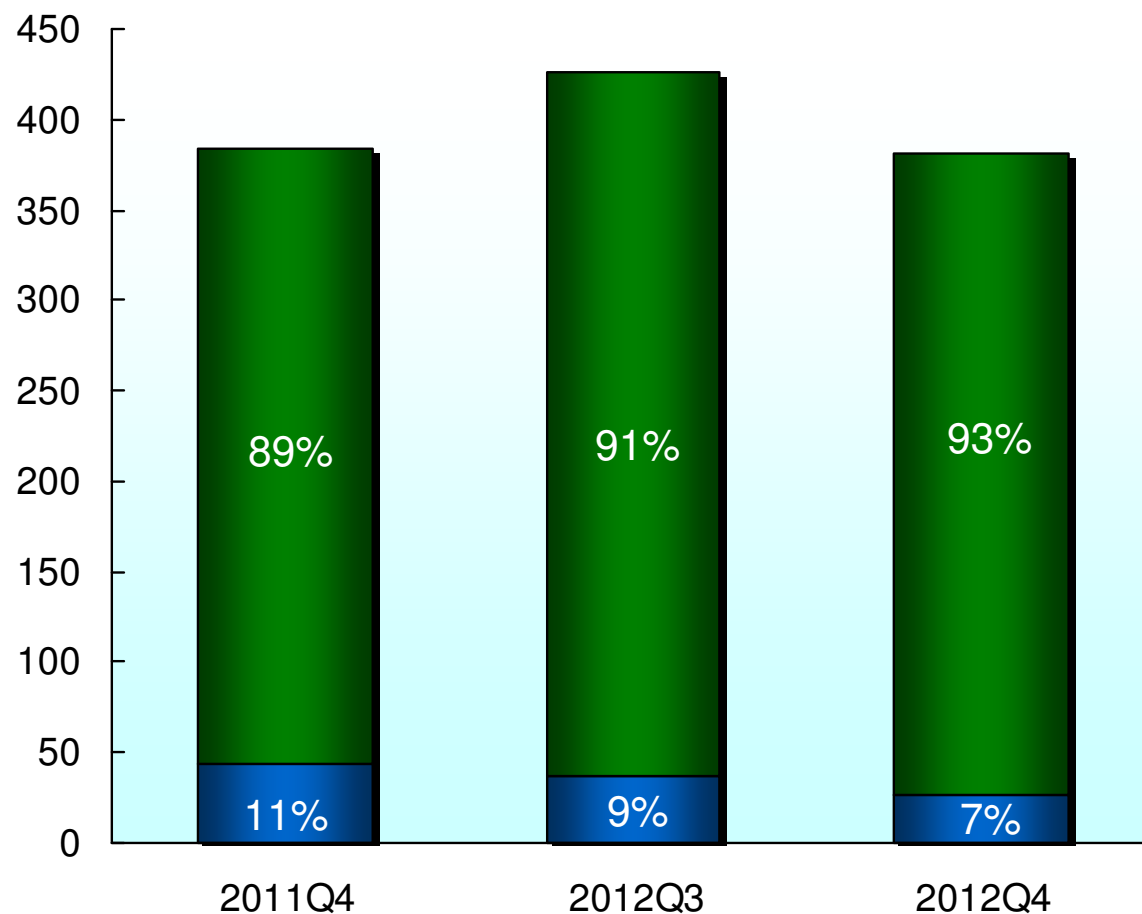
Annual Sales Breakdown by Products

Unit: NTD Million



Quarterly Quantity Breakdown by Products

Unit : Million

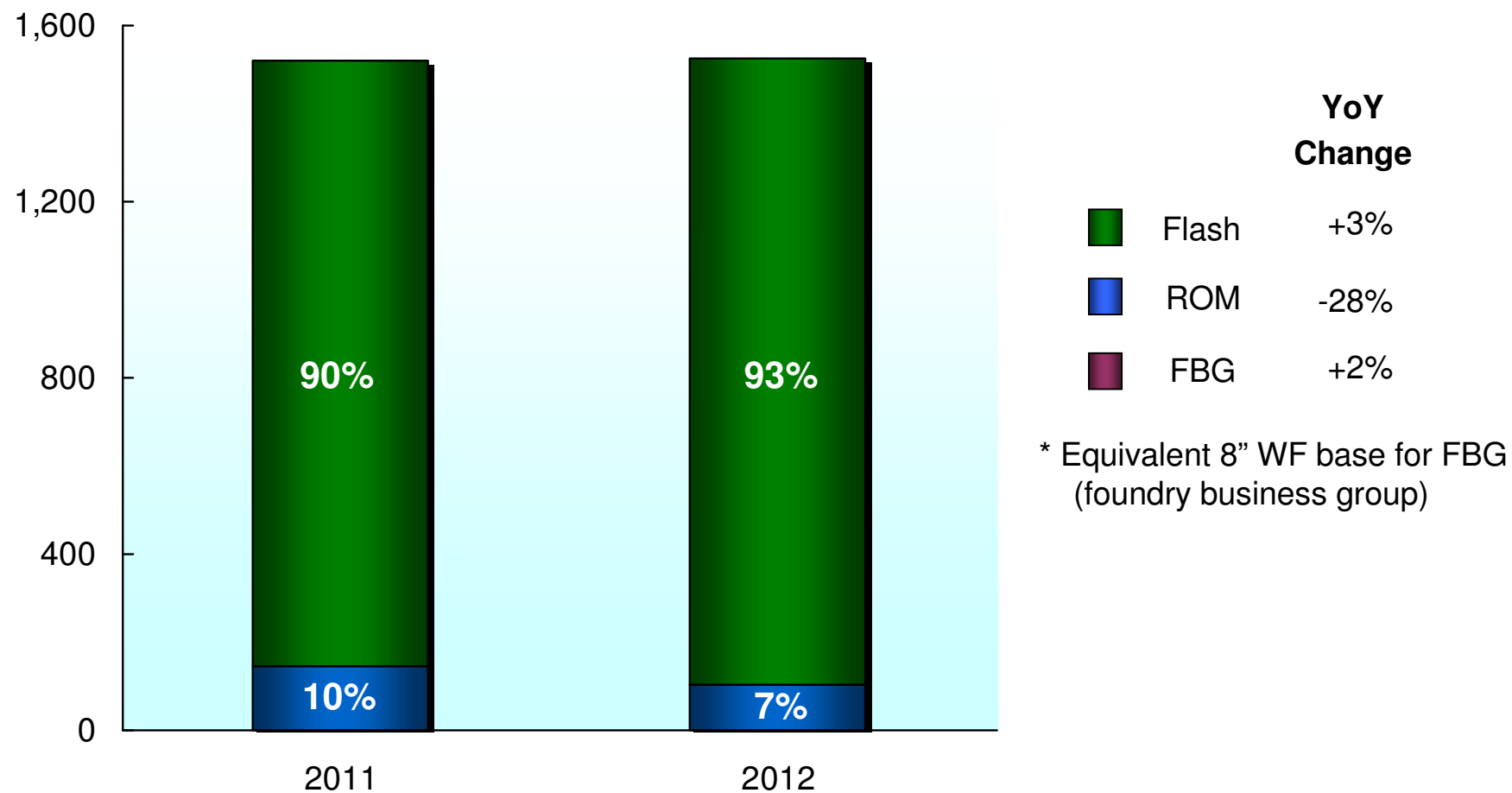


		QoQ Change	YoY Change
	Flash	-9%	+4%
	ROM	-29%	-39%
	FBG	-28%	+4%

* Equivalent 8" WF base for FBG
(foundry business group)

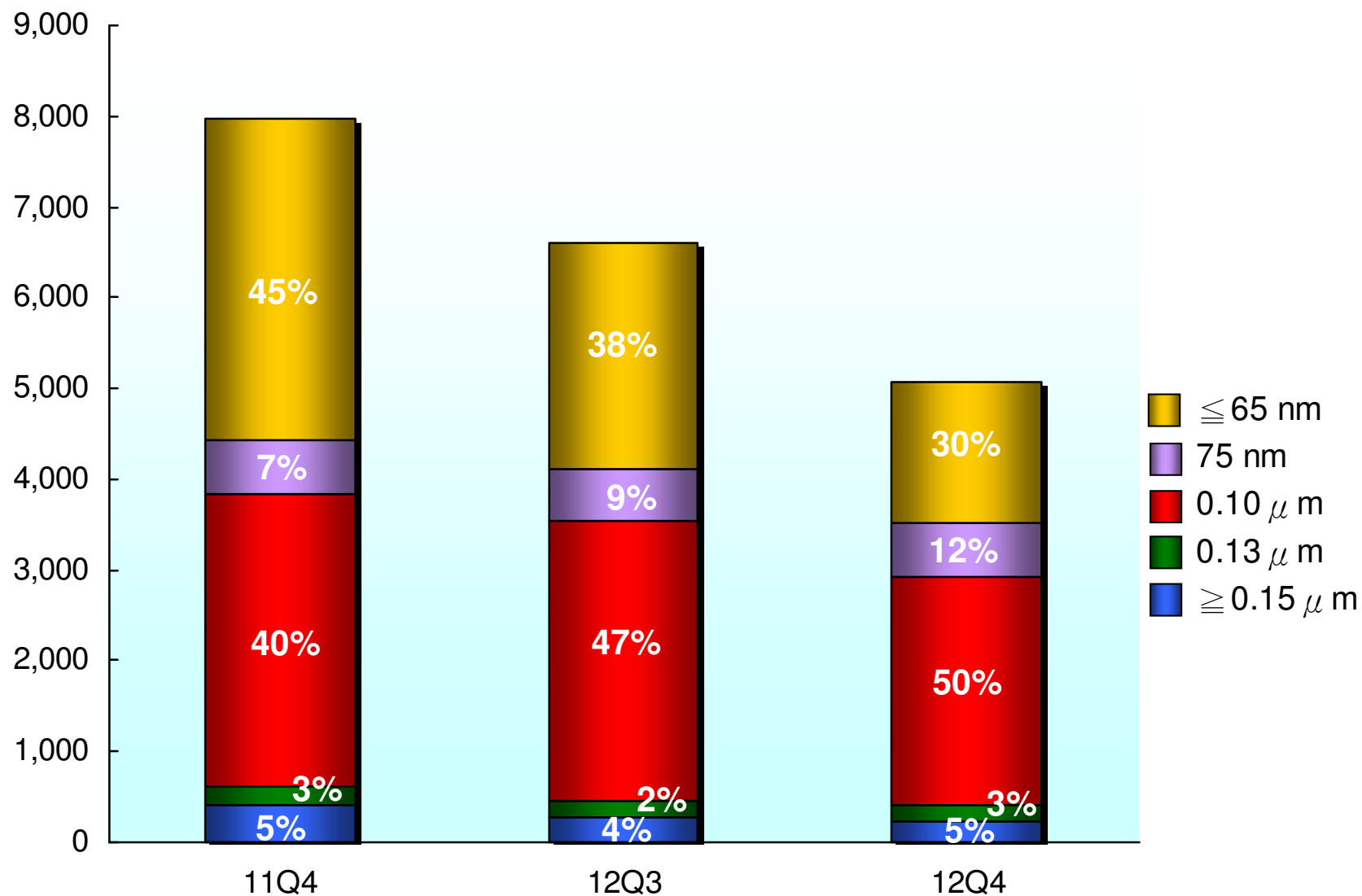
Annual Quantity Breakdown by Products

Unit : Million



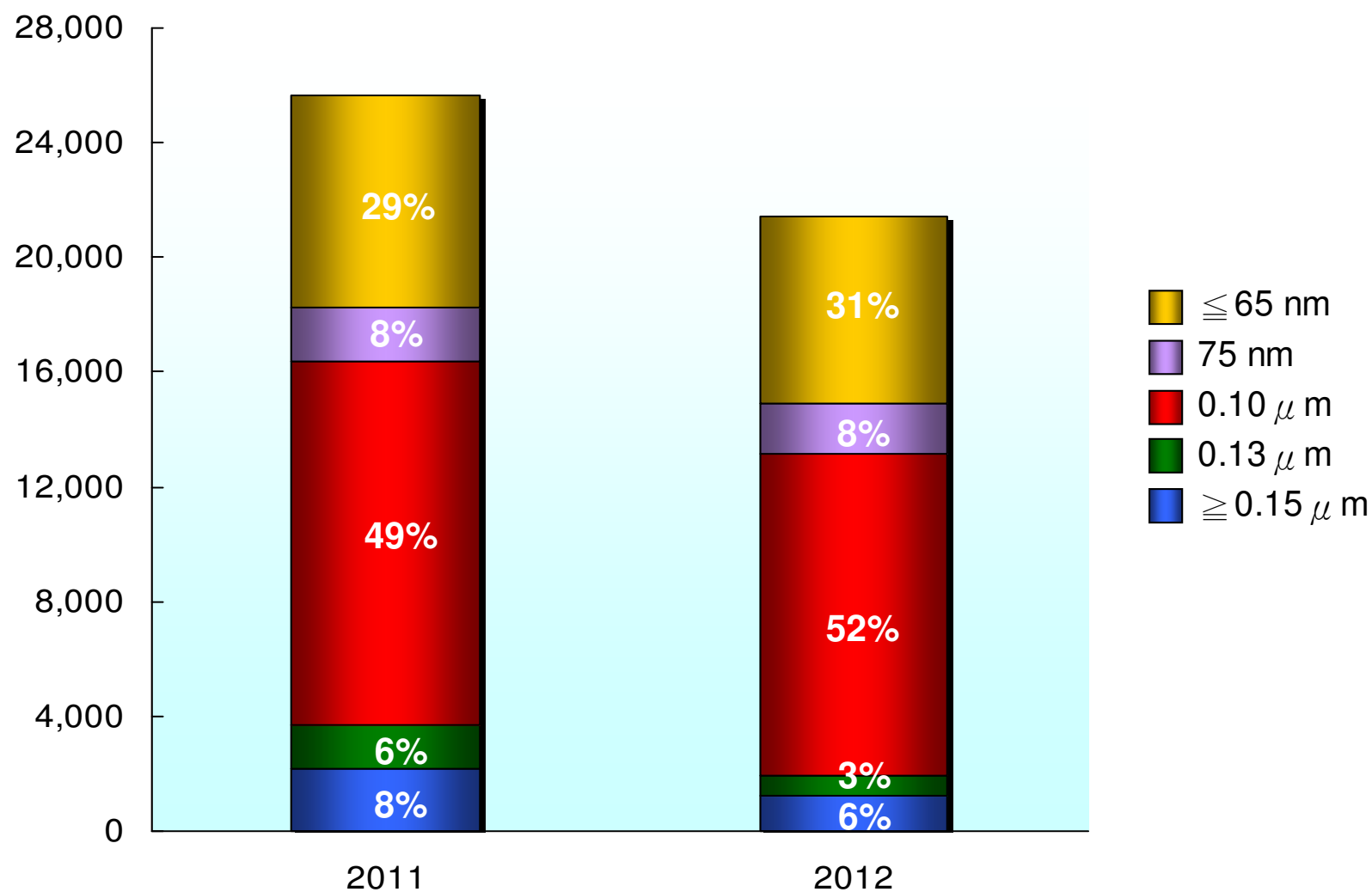
Quarterly Sales Breakdown by Technology

Unit: NTD Million



Annual Sales Breakdown by Technology

Unit: NTD Million



Quarterly Balance Sheet / Cash Position

Unit: NTD Million

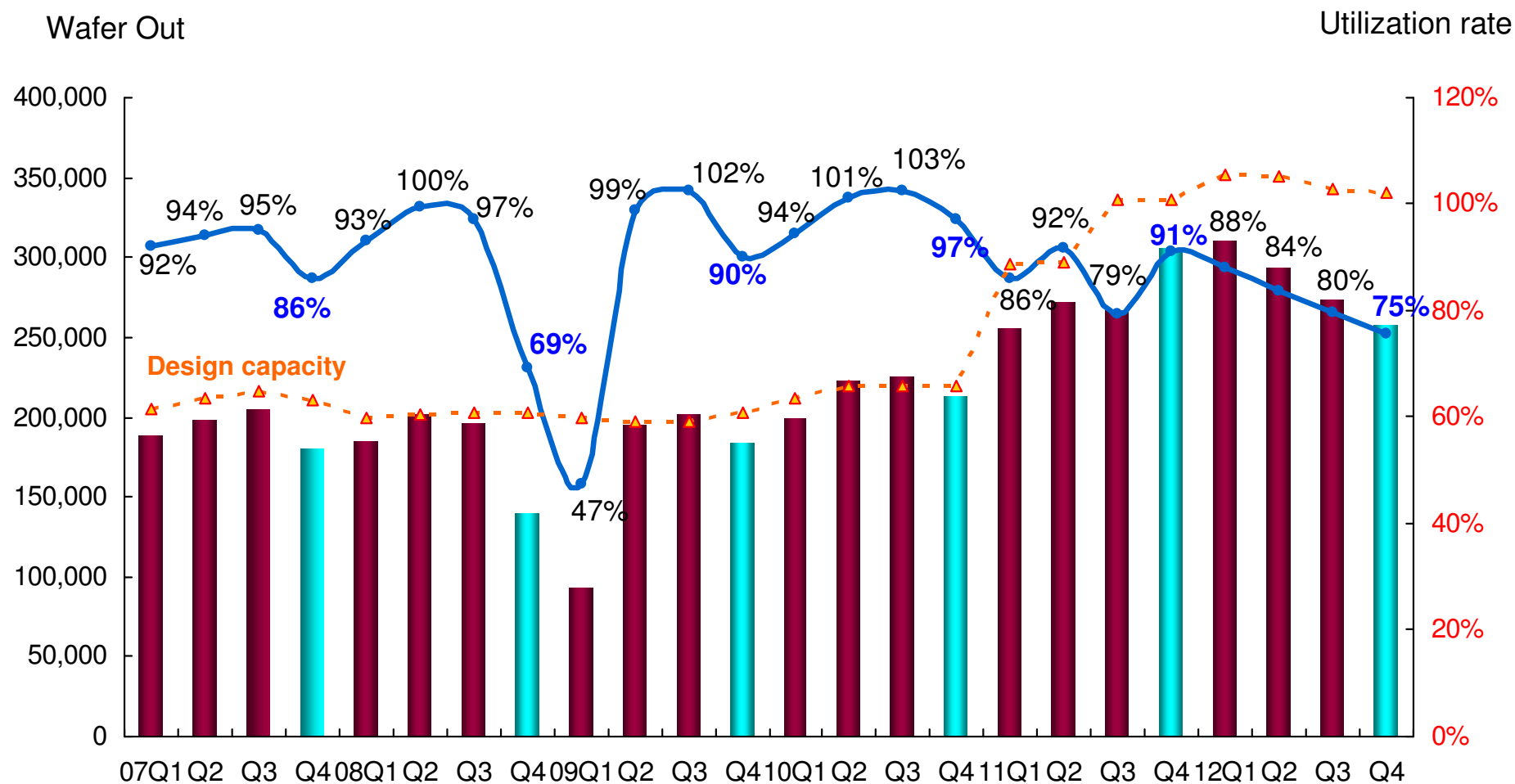
	12/31/2012	09/30/2012
Cash	17,793	17,779
Inventory(Net)	6,798	6,970
Property, Plant and Equipment	29,274	30,897
Total Assets	62,190	65,208
Interest bearing debt - short term	5,322	6,224
Interest bearing debt - long term	15,800	16,441
Total Liabilities	26,948	28,133
Shareholders' Equity	35,242	37,075
Debt Ratio (%)	43.3%	43.1%
Book Value (NT\$)	10.01	10.53
Quarterly Highlight	2012/Q4	2012/Q3
Depreciation & Amortization	1,983	1,994
Capital Expenditures	(459)	(702)
Cash Flow from Operating	2,033	834
EBITDA	180	920

Annual Balance Sheet / Cash Position

Unit: NTD Million

	12/31/2012	12/31/2011
Cash	17,793	17,727
Inventory(Net)	6,798	6,399
Property, Plant and Equipment	29,274	34,855
Total Assets	62,190	67,877
Interest bearing debt - short term	5,322	3,328
Interest bearing debt - long term	15,800	16,079
Total Liabilities	26,948	25,927
Equity	35,242	41,950
Debt Ratio	43.3%	38.2%
Book Value (NT\$)	10.01	12.39
Annual Highlight	2012	2011
Depreciation & Amortization	7,780	5,417
Capital Expenditures	(2,751)	(15,368)
Cash Flow from Operating	2,601	5,505
EBITDA	2,568	8,945

8" Equivalent Wafer Out & Utilization Rate



*LHS: Amount of Wafer Out ; RHS: Utilization rate

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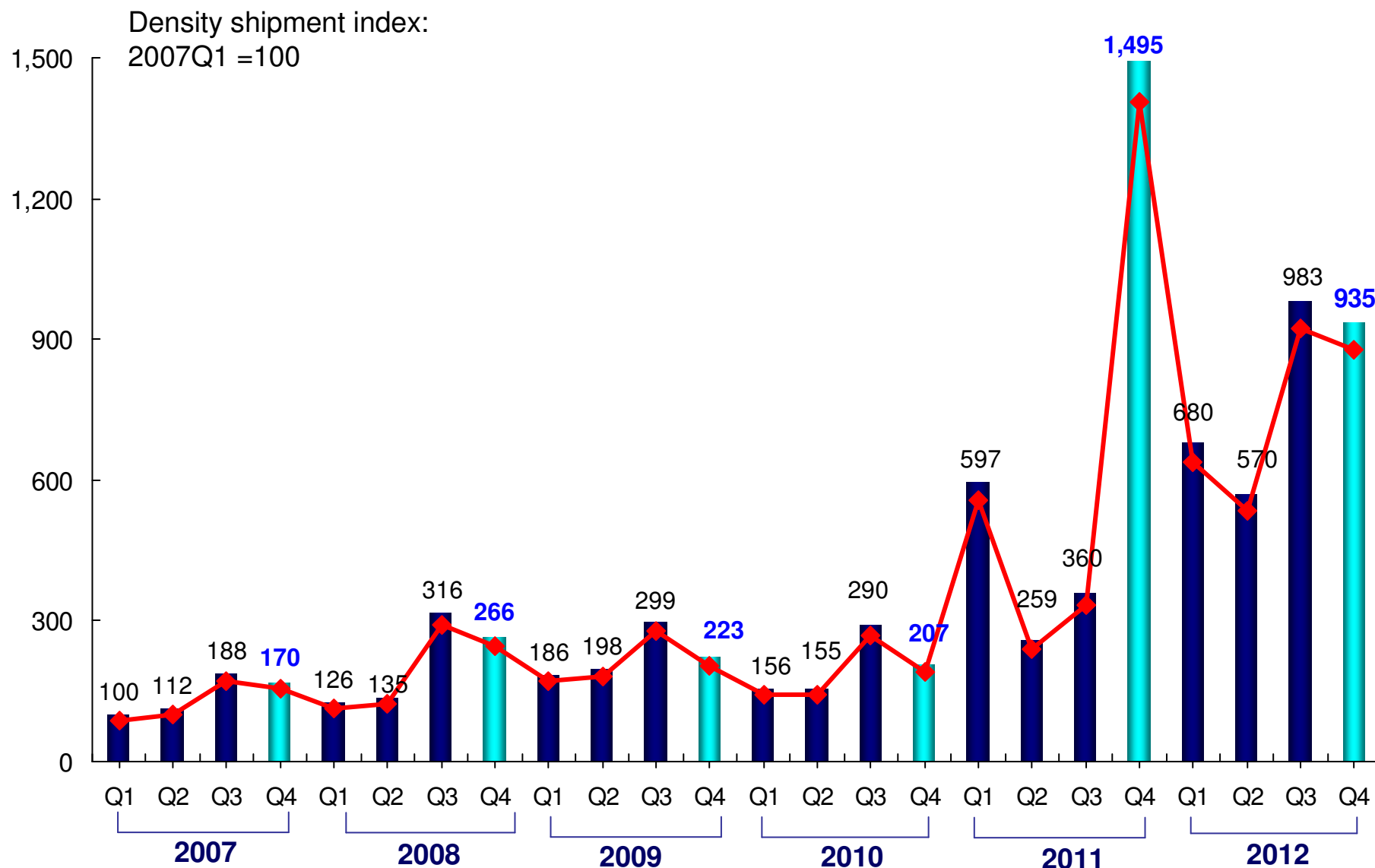
Business Update

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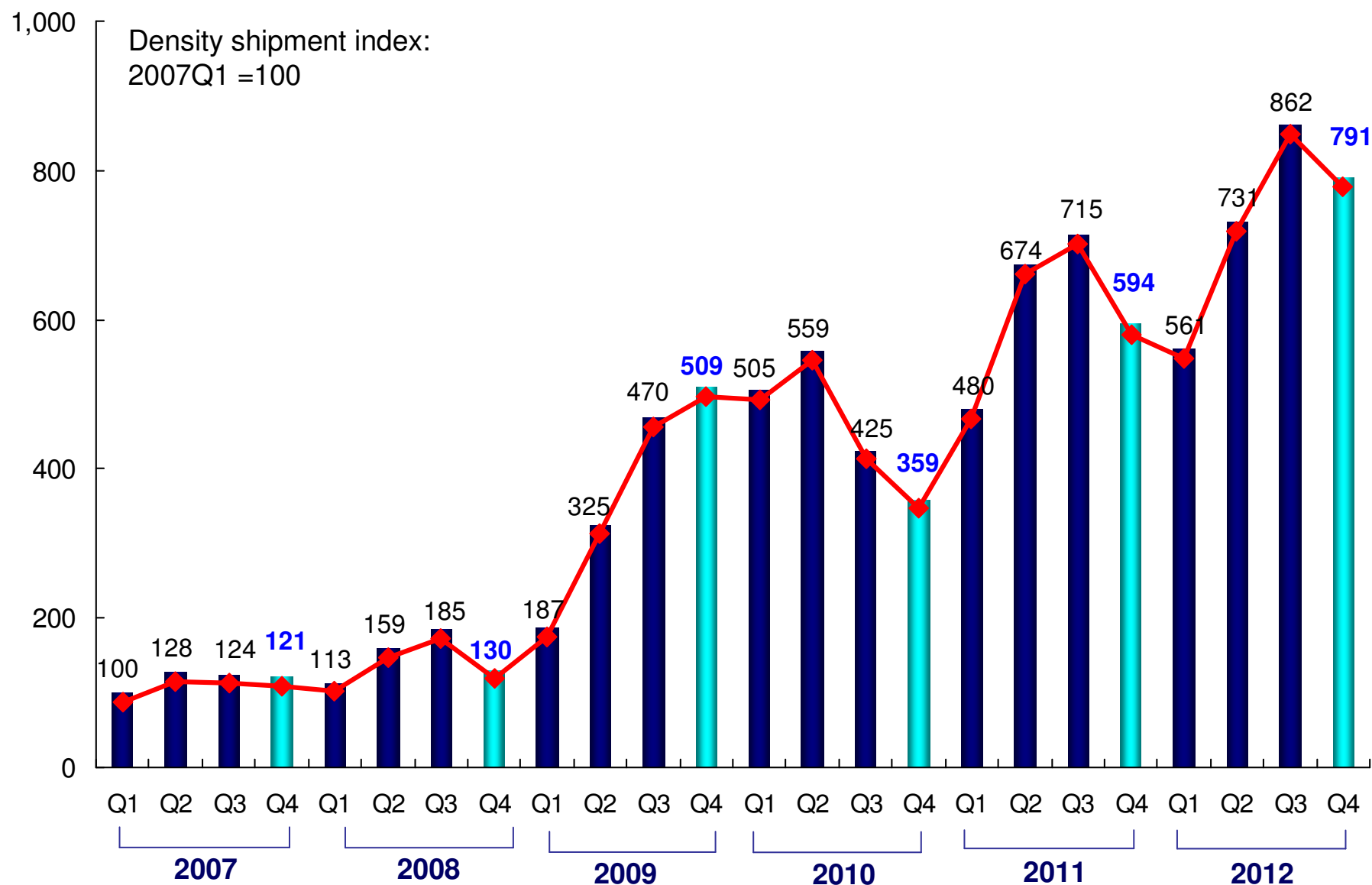
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Business update - ROM equivalent density shipment



Business update - NOR Flash equivalent density shipment



Business update

➤ ROM business

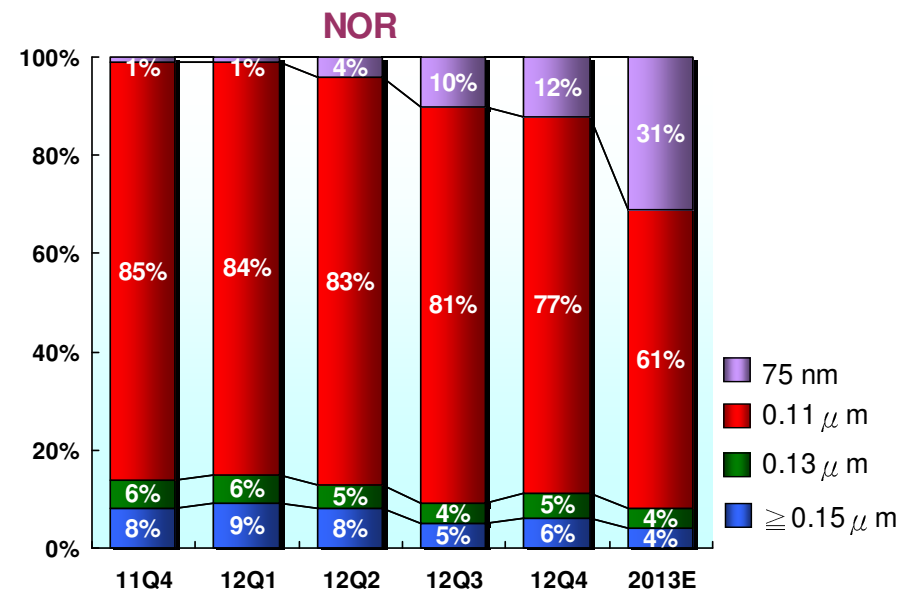
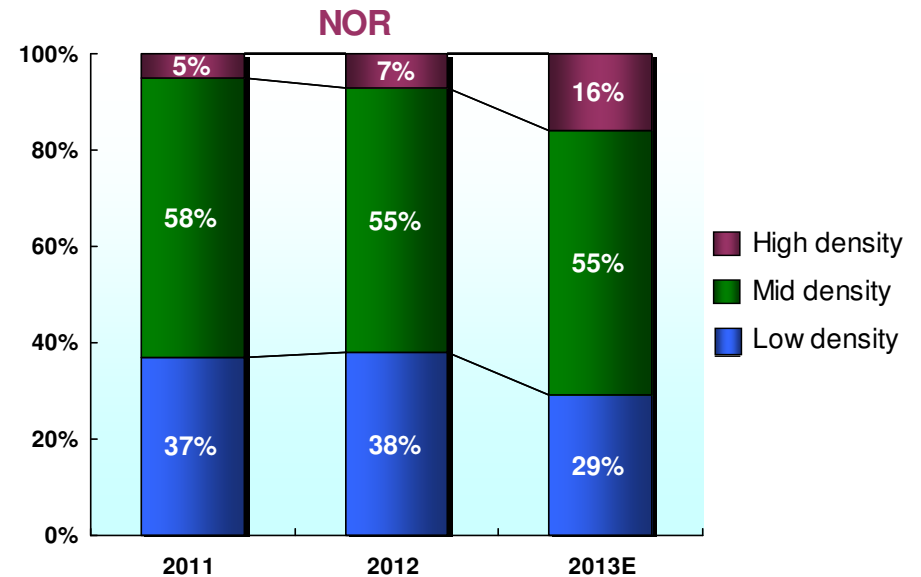
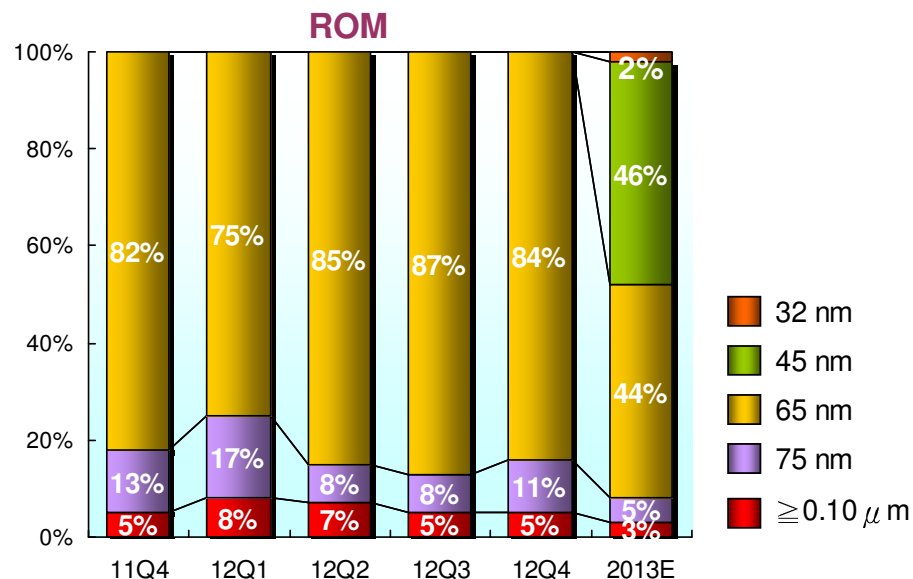
- 65nm products represented 84% of ROM business in 12Q4
- 32nm 32Gb product has been tape-out in 12Q4
- 45nm products will be the mainstream in 2013

➤ NOR flash business

- 75nm products represented 12% of NOR business in 12Q4 and will increase in 2013

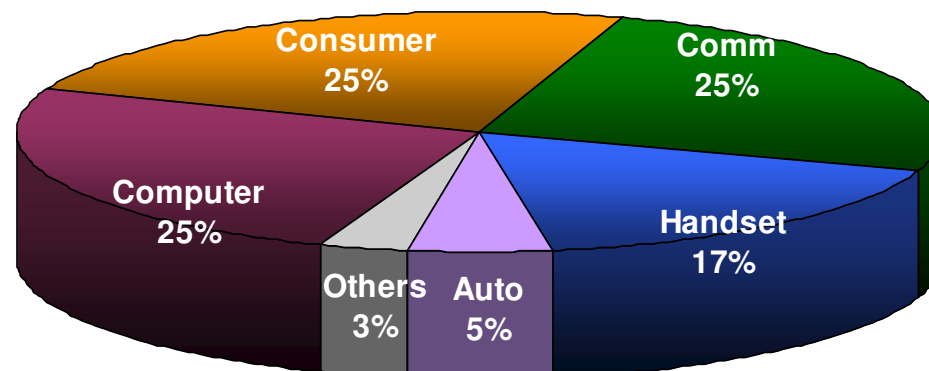
➤ Hybrid flash business

- Will deliver hybrid memory in 13Q3



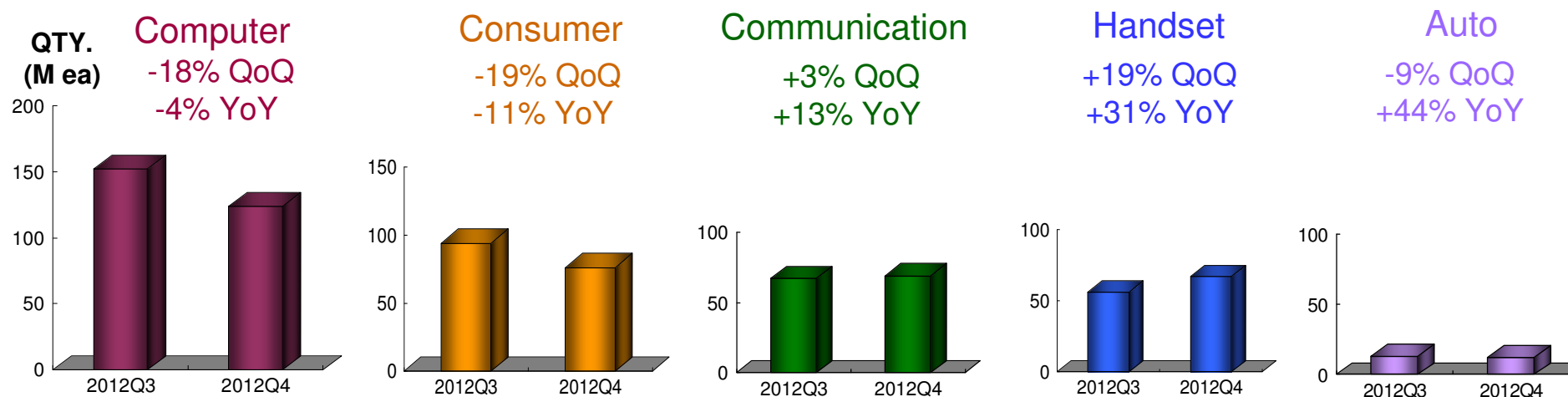
Business update - 2012Q4 NOR Flash breakdown

Sales amount breakdown



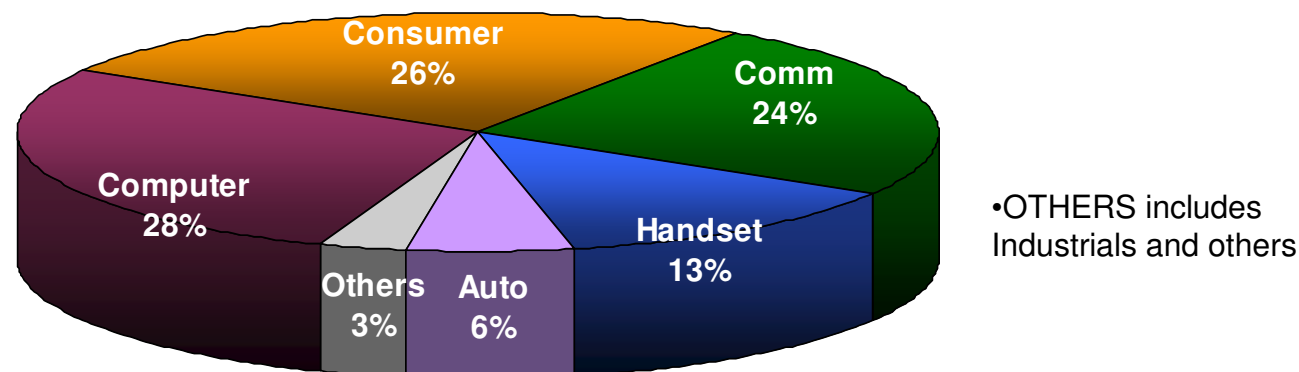
•OTHERS includes Industrials and others

QTY breakdown

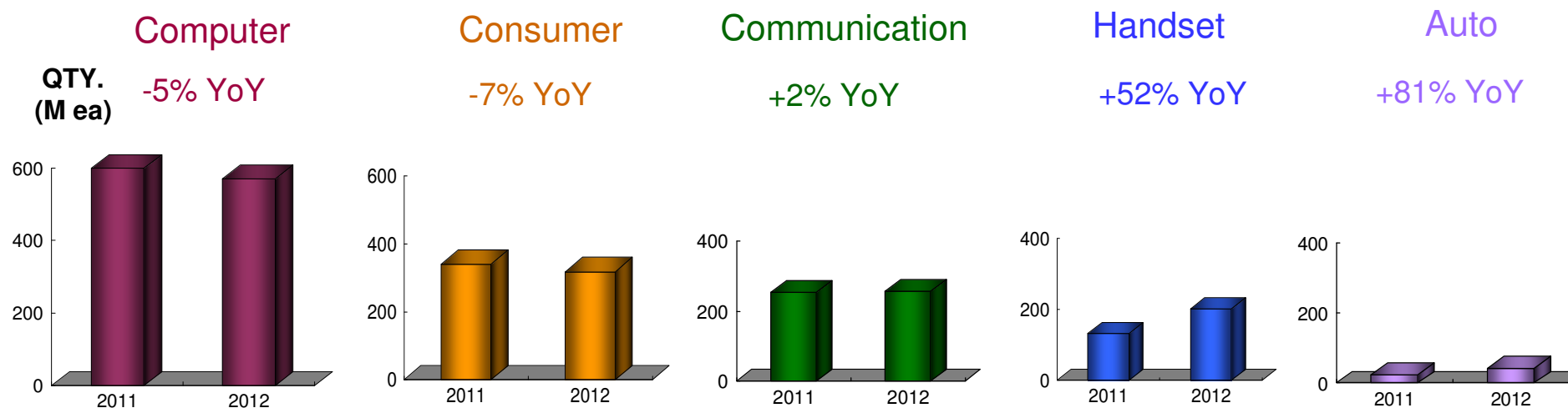


Business update - 2012 NOR Flash breakdown

Sales amount breakdown



QTY breakdown



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For more information regarding Macronix
<http://www.macronix.com>



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