

Chroma

Your Testing Quality is Our Commitment.

—— 致茂電子股份有限公司 ——

2012年第4季公司概況

財務長 應正

董事長兼總經理 黃欽明

2013年2月22日

2013

Test
turnkey **Auto** and **nation**
Solution
provider

This presentation contains some forward-looking statements that are subject to substantial risks and uncertainties. Typically, these statements contain words such as “anticipate”, “believe”, “could”, “estimate”, “expect”, “intend”, “plan”, “forecast”, “project”, “predict”, “potential”, “continue”, “may”, “should”, “will”, and “would” or similar words. You should consider these forward-looking statements carefully because such statements are only our expectations or projections about future events, and actual results may differ materially from those expressed or implied by such statements. The forward-looking statements in this presentation include, but are not limited to, growth rates for various markets estimated by third party sources, future products and technology development, widespread market acceptance of the hosted delivery model, future revenue growth and profitability. You should be cautioned that the forward-looking statements are no guarantee of our future performance. The forward-looking statements contained in this presentation are made only as of the date of this presentation and we undertake no obligation to update the forward-looking statements to reflect subsequent events or circumstances, except as required by law. This presentation and the information contained herein are the property of Chroma Ate Inc.

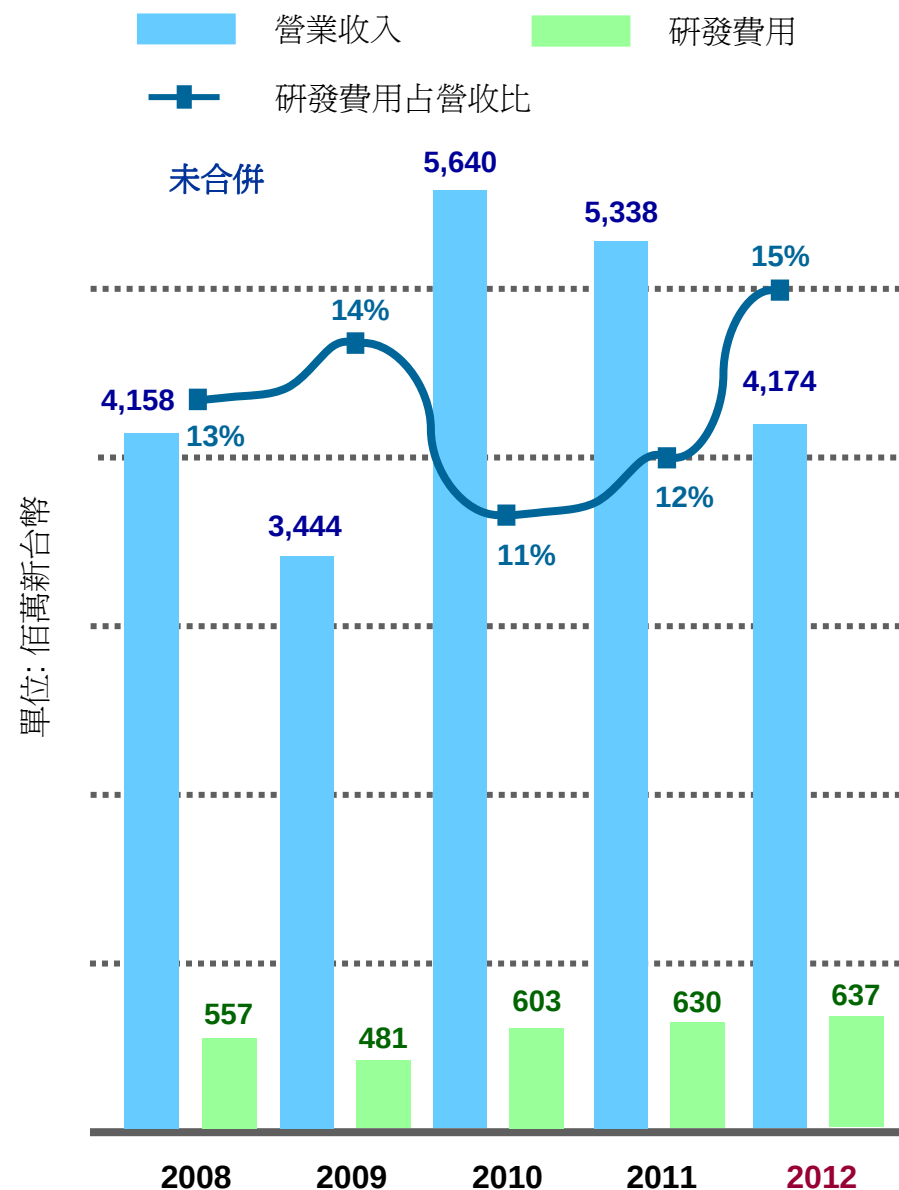
- 公司簡介
- 本季重點摘要
- 財務數據
- 營運概況
- 問與答

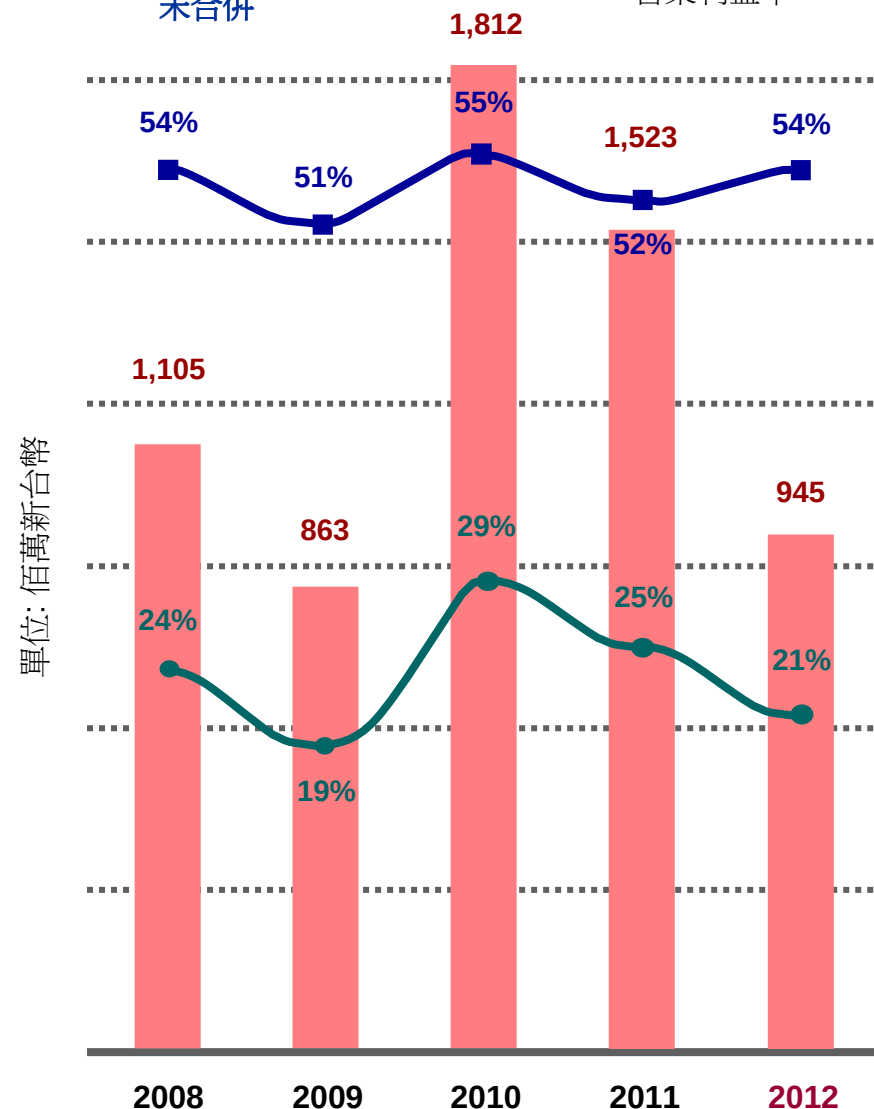
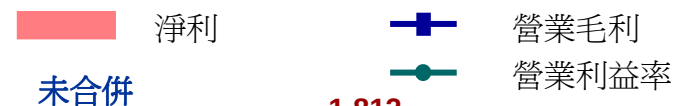
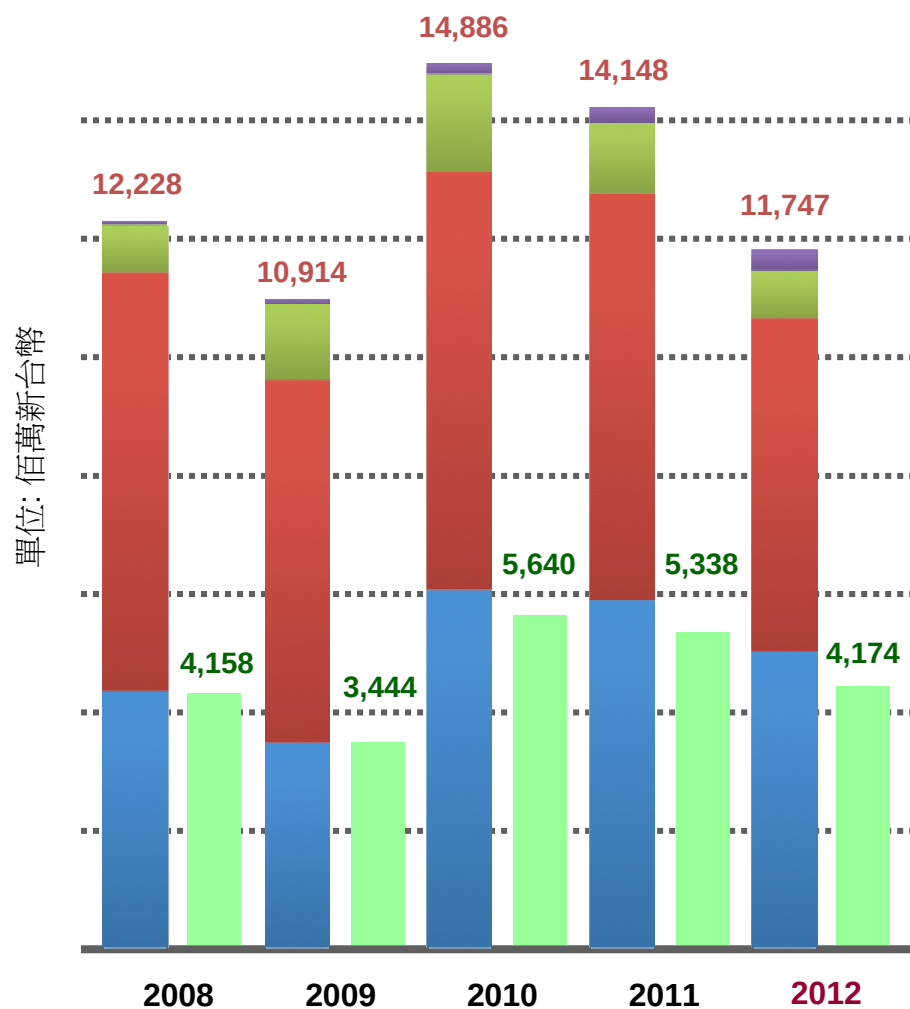
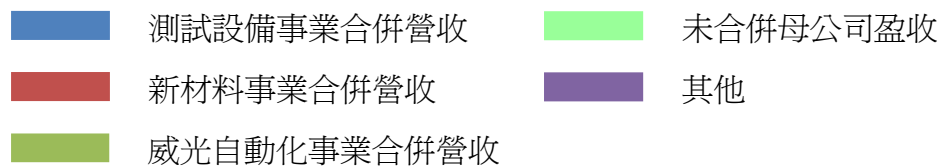
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公司簡介

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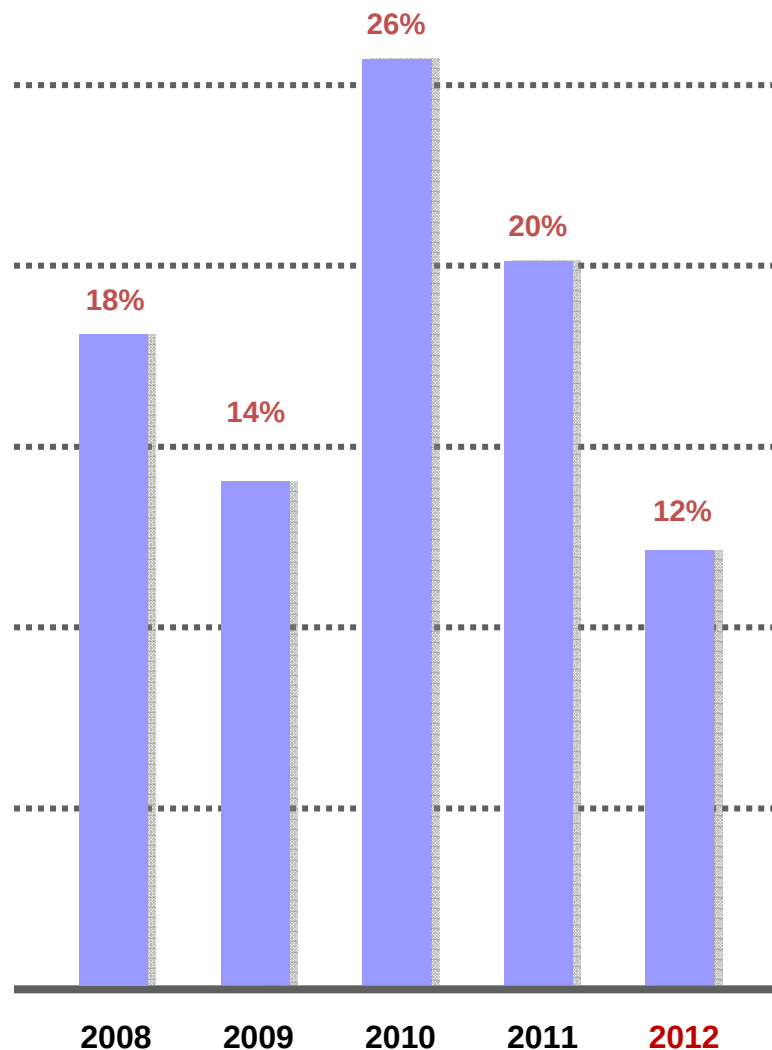
- 成立於1984，為自有品牌之自動化檢測解決方案供應商。商品包含提供產業相關之測試儀器設備及整合自動化測試系統。
- 經營宗旨：精密、可靠、創新。
- 2012年總營業收入: \$41.74億新台幣
- 2012年淨利: \$9.45億新台幣
- 員工人數 1,245, 37% 為研發人員 (截至 2012年12月)
- 致茂獲經濟部工業局評為第一屆台灣卓業中堅企業





股東權益報酬率

未合併

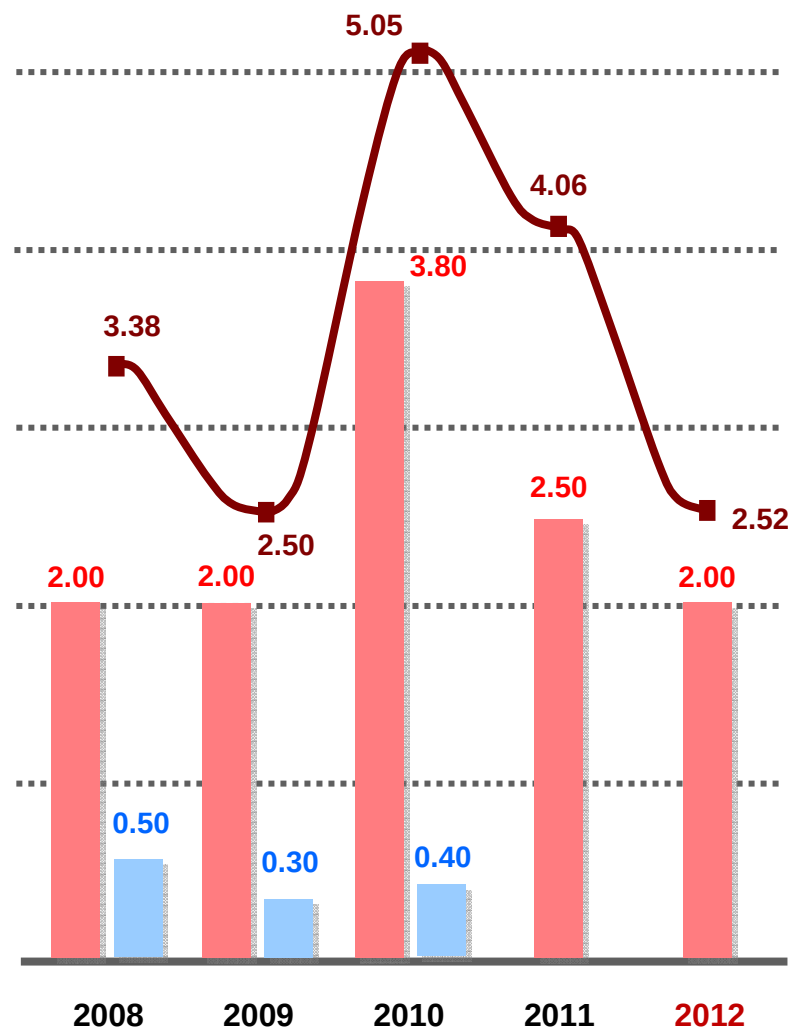


股利分配

未合併

現金股利
股票股利

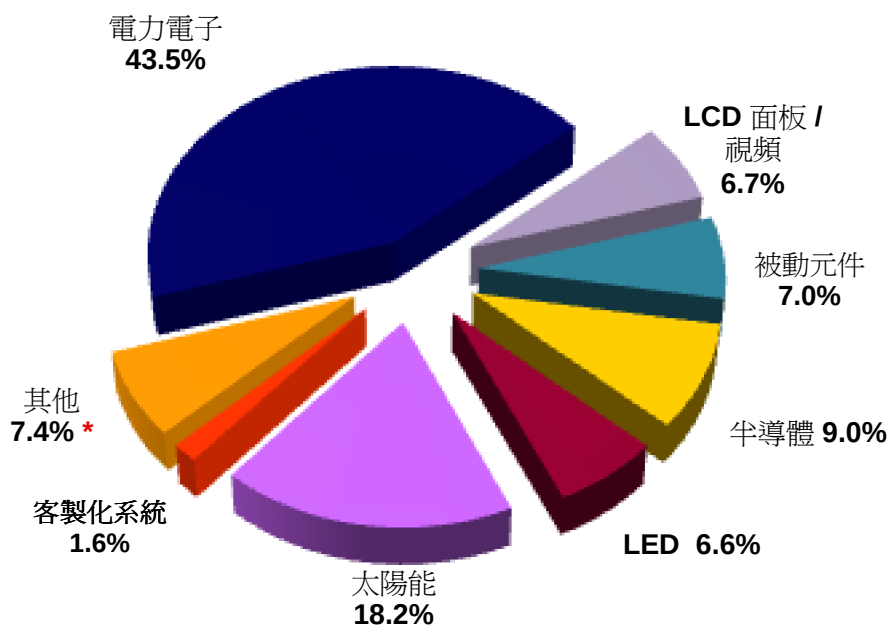
單位: 新台幣元



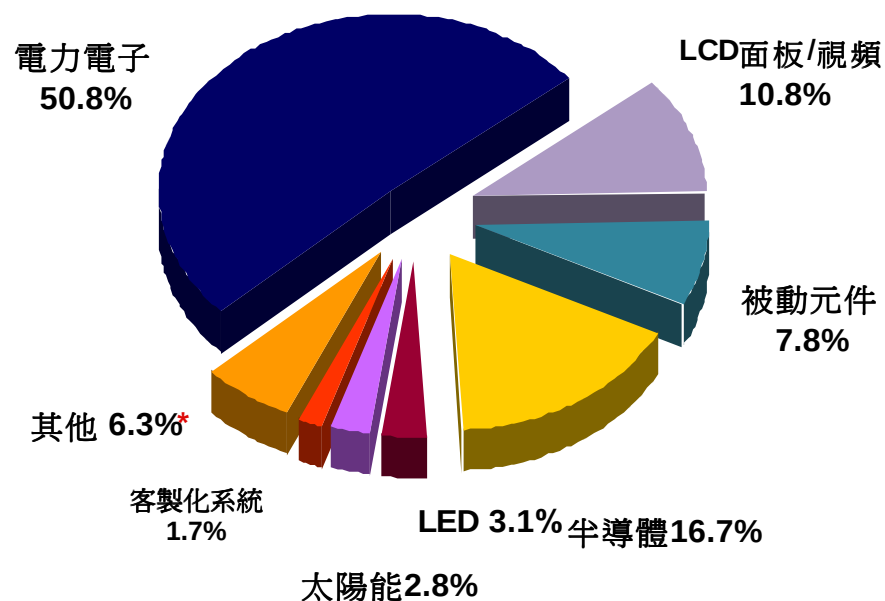
全球員工人數：1,639 ♀, 分公司 x16, 經銷商 x58



自動化測試解決方案



Year 2011



Year 2012

* 其他包含服務收入、Tesla代工及政府專案。

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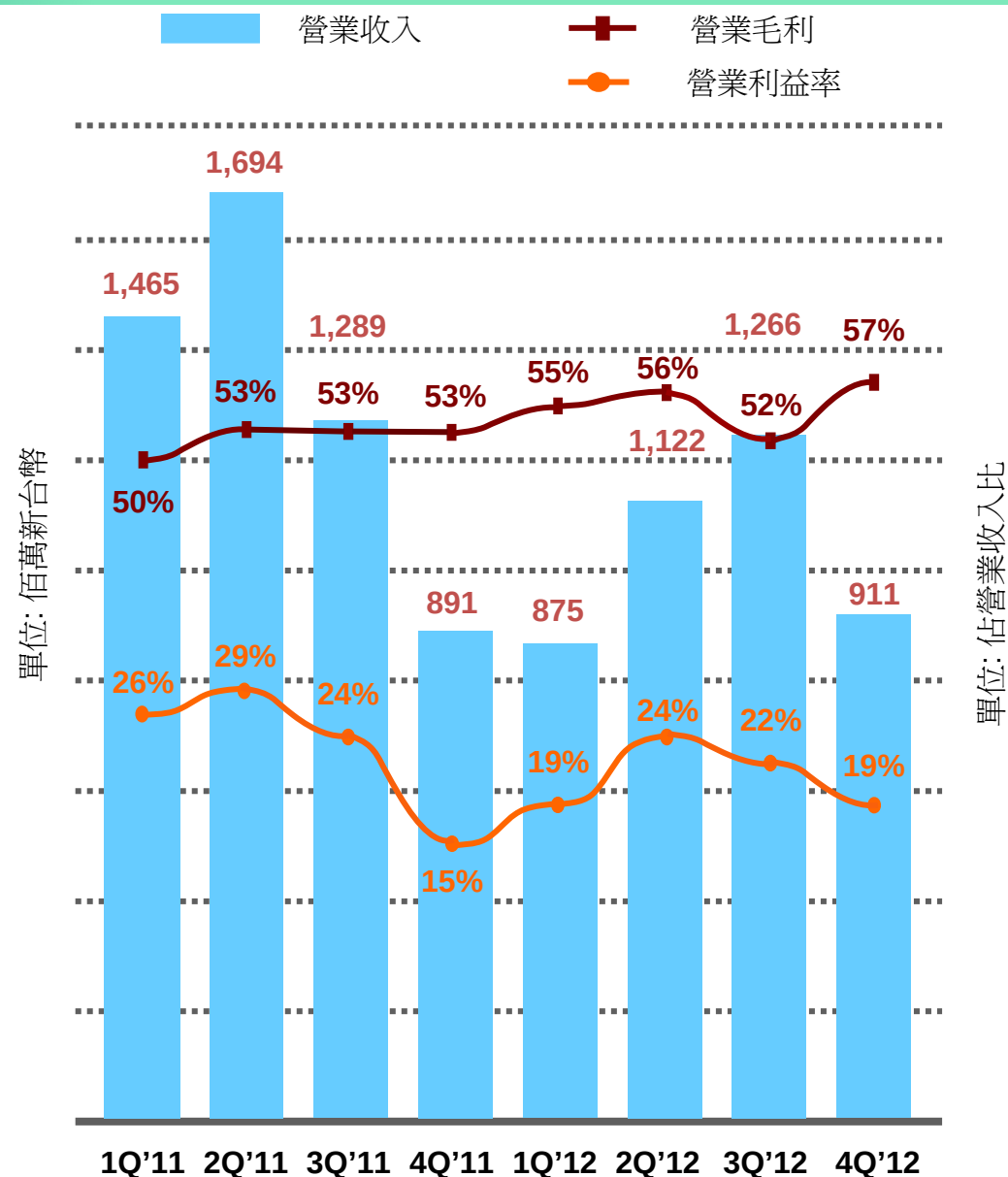
本季重點摘要

財務數據

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第四季重點摘要

- 總營業收入: \$9.11 億新台幣，
季減少28%，年增加2%
- 營業毛利率: 57%
- 營業利益率: 19%
- 淨利: \$1.83億新台幣，
季減少42%，年增加6%
- 2012年第四季摘要:
 - ✓ 營業毛利率提升，為過去八季度以來最高。
 - ✓ 本季主要營收來自於半導體營業收入增加，季成長17%。



2012年第四季損益表 季比較 / 年比較

未合併 (單位: 百萬新台幣 除每股盈餘為新台幣元)	4季'2012	%	3季'2012	%	季比較 %	4季'2011	%	年比較 %
營業收入	911	100.0%	1,266	100.0%	(28%)	891	100.0%	2%
銷貨成本	(396)	(43.5%)	(614)	(48.5%)	(36%)	(421)	(47.3%)	(6%)
營業毛利	515	56.5%	652	51.5%	(21%)	470	52.7%	10%
營業費用：								
管銷費用	(191)	(20.9%)	(200)	(15.8%)	(5%)	(186)	(20.8%)	3%
研發費用	(152)	(16.7%)	(177)	(14.0%)	(14%)	(152)	(17.1%)	-
營業利益	172	18.9%	275	21.7%	(37%)	132	14.8%	30%
營業外收入	● 47	5.2%	95	7.5%	(51%)	73	8.2%	(36%)
營業外支出	●● (18)	(2.0%)	(15)	(1.2%)	20%	-	-	n/a
稅前淨利(虧損)	201	22.1%	355	28.0%	(43%)	205	23.0%	(2%)
所得稅利益(費用)	(18)	(2.0%)	(41)	(3.2%)	(56%)	(32)	(3.6%)	(44%)
稅後淨利	183	20.1%	314	24.8%	(42%)	173	19.4%	6%
每股盈餘	\$ 0.49		\$ 0.84		(42%)	\$ 0.46		6%

● 營業外收入包含長期投資收益共計6佰萬新台幣 (季減少↓87%)，含日茂為獲利3百萬新台幣 (季減少↓86%)，威光為獲利2仟4佰萬新台幣 (季上升↑60%)。

●● 匯兌損失共計1仟6佰萬新台幣。

2012年全年累計損益表 / 年比較

未合併 (單位: 百萬新台幣 除每股盈餘為新台幣元)	2012年	%	2011年	%	年比較 %
營業收入	4,174	100.0%	5,338	100.0%	(22%)
銷貨成本	(1,905)	(45.6%)	(2,562)	(48.0%)	(26%)
營業毛利	2,269	54.4%	2,776	52.0%	(18%)
營業費用：					
管銷費用	(757)	(18.1%)	(827)	(15.5%)	(8%)
研發費用	(637)	(15.3%)	(630)	(11.8%)	1%
營業利益	875	21.0%	1,319	24.7%	(34%)
營業外收入	● 261	6.3%	413	7.8%	(37%)
營業外支出	●● (40)	(1.0%)	(14)	(0.3%)	186%
稅前淨利(虧損)	1,096	26.3%	1,718	32.2%	(36%)
所得稅利益(費用)	(151)	(3.6%)	(195)	(3.7%)	(23%)
稅後淨利	945	22.7%	1,523	28.5%	(38%)
每股盈餘	\$ 2.52		\$ 4.06		(38%)

● 營業外收入包含長期投資收益共計1億1仟6佰萬新台幣 (年下滑↓55%)。全年累計日茂為獲利為4仟3佰萬新台幣 (年下滑↓14%)，威光為獲利7仟9佰萬新台幣。(年下滑↓28%)。

●● 匯兌損失共計3仟4佰萬新台幣。

2012年全年累計損益表 / 年比較 (合併)

合併 (單位: 百萬新台幣 除每股盈餘為新台幣元)	2012年	%	2011年	%	年比較 %
營業收入	11,747	100.0%	14,148	100.0%	(17%)
銷貨成本	(8,328)	(70.9%)	(10,231)	(72.3%)	(19%)
營業毛利	3,419	29.1%	3,917	27.7%	(13%)
營業費用：					
管銷費用	(1,655)	(14.1%)	(1,615)	(11.4%)	2%
研發費用	(681)	(5.8%)	(662)	(4.7%)	3%
營業利益	1,083	9.2%	1,640	11.6%	(34%)
營業外收入	147	1.3%	195	1.4%	(25%)
營業外支出	(66)	(0.6%)	(27)	(0.2%)	144%
稅前淨利(虧損)	1,164	9.9%	1,808	12.8%	(36%)
所得稅利益(費用)	(223)	(1.9%)	(304)	(2.2%)	(27%)
稅後淨利 (未含少數股權)	941	8.0%	1,504	10.6%	(37%)
少數股權	4	0.0%	19	0.2%	n/a
稅後淨利	945	8.0%	1,523	10.8%	(38%)

資產負債摘要及財務指標

未合併 (單位：佰萬新台幣)

資產負債摘要

	12月. 2012	12月. 2011	+ / - %
現金及流動金融資產	547	654	- 16%
存貨	1,073	1,373	- 22%
短期負債	380	50	660%
長期負債	-	-	-
股東權益	7,795	7,765	-
總資產	9,559	9,547	-
存貨週轉天數	234	195	
應收帳款週轉天數	154	130	
應付帳款週轉天數	89	81	
淨負債資產比(%)	-	-	
股東權益報酬率 (%)	12%	20%	
資產報酬率 (%)	10%	16%	

現金流量 (單位：佰萬新台幣)

	第4季' 2012	第3季' 2012	季成長	2012年全年	年成長
未計利息稅項折舊及攤銷	253	406	(38%)	1,298	(32%)
營業現金流入	167	591	(72%)	1,213	(30%)
自由現金流量	(3)	543	n/a	415	(70%)

● 股東報酬率及資產報酬率皆已年化。

●● 自由現金流量 = 營運活動之淨現金流入 + (投資活動之淨現金流出)。

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營運概況

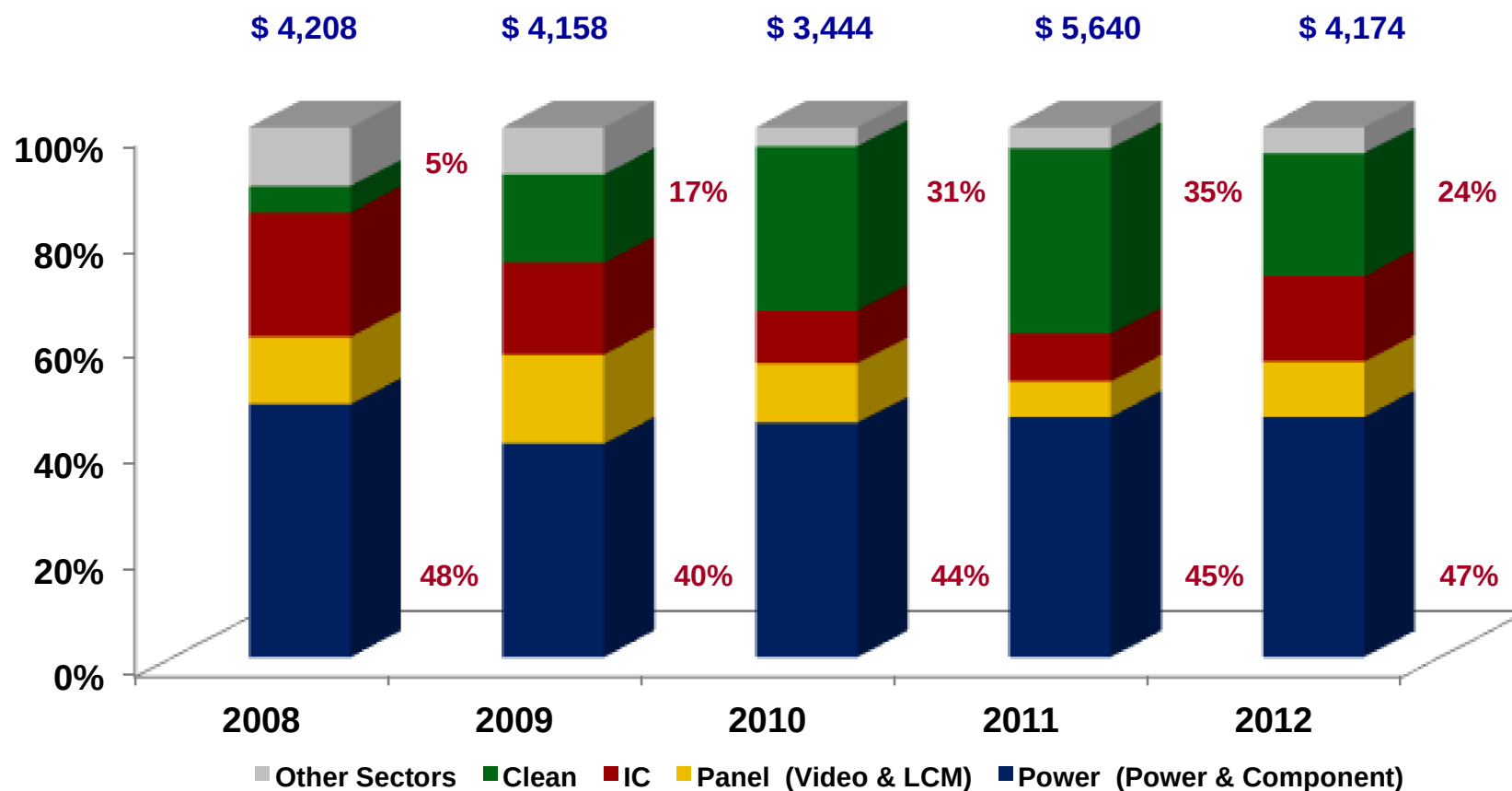
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(單位：新台幣佰萬)

	<u>2012年</u>	<u>%</u>	<u>2011年</u>	<u>%</u>	<u>年比較</u>
電力電子	2,121	50.8%	2,321	43.5%	(9%)
被動元件	328	7.8%	371	7.0%	(12%)
L C D面板 / 視頻	453	10.8%	362	6.7%	25%
半導體	696	16.7%	485	9.0%	44%
LED	129	3.1%	352	6.6%	(63%)
太陽能	115	2.8%	970	18.2%	(88%)
客製化系統	70	1.7%	84	1.6%	(17%)
其他	262	6.3%	393	7.4%	(33%)
總計	4,174	100.0%	5,338	100.0%	(22%)

創新、整合、市場

單位：營收新台幣佰萬 / %



* 潔淨科技包含太陽能、LED、電池及電動車相關。

- 2012年營業收入主要將來自於半導體及LCD事業之銷售貢獻，分別各成長44%及25%。電力電子事業營收仍舊穩健。
- 預期2013年主要營收成長來自於半導體及LED事業，受惠於IC封測技術發展與LED照明市場滲透率之成長。
- 積極推展整合式測試解決方案(turnkey solutions)以獲取新興市場之契機，特別是在LED照明與電池模組市場。
- 2012年美國、歐洲及日本之銷售增長18%，營收佔比提升至21%。未來期許藉由提高世界級大廠客戶採用率與顧客滿意度，佔比目標達成至30%。
- 公司董事會通過2012年股利政策擬配發每股現金2元新台幣。

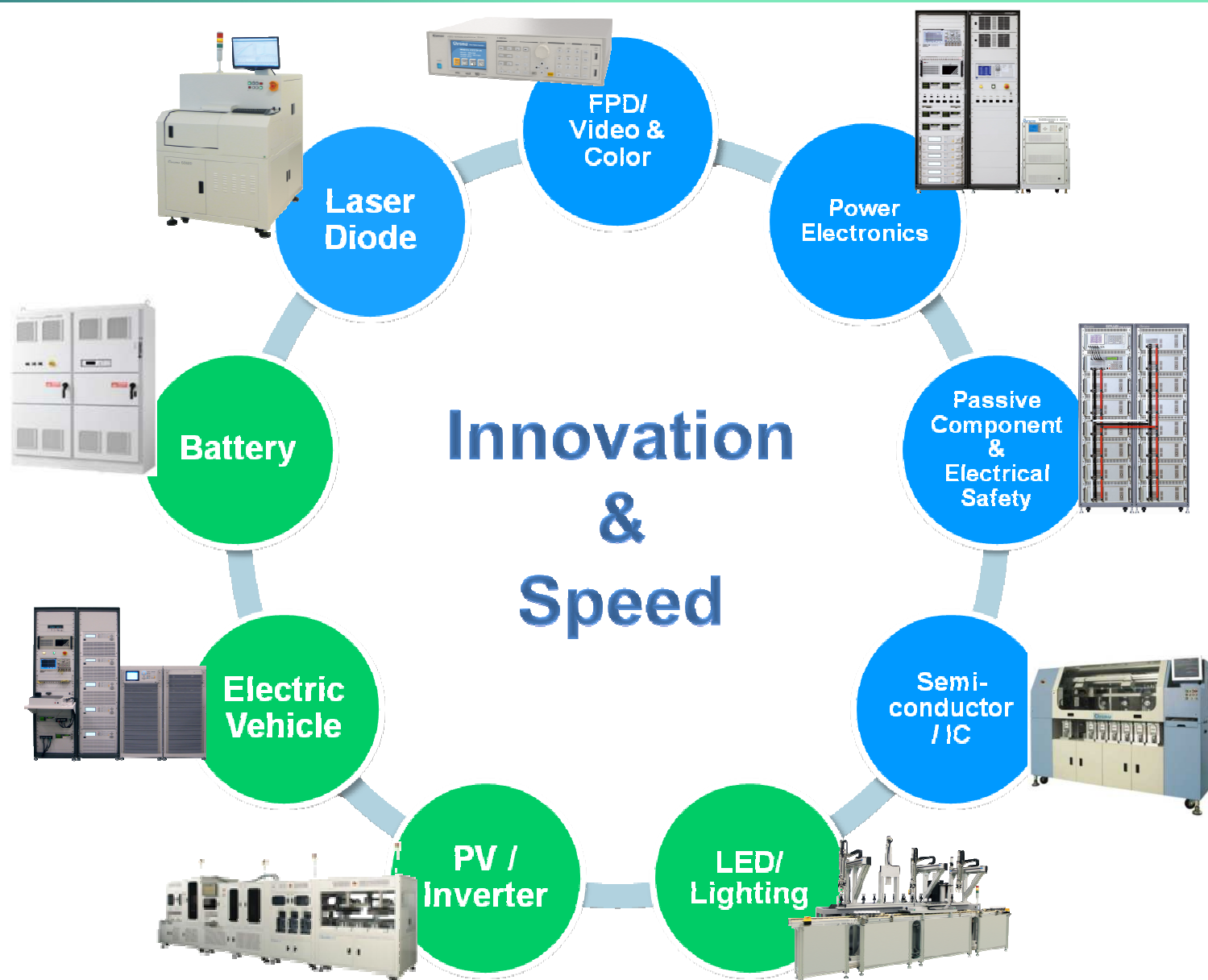
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隱形冠軍

1st TAIWAN
MITTELSTAND
AWARD

卓越中堅企業



4Kx2K Video Pattern Generator

New



- ✓ Support 4Kx2K ultra high resolution TV
- ✓ Comply with HDMI 1.4b standard
- ✓ 3D / HDCP / EDID / CEC test functions

(Model: 22294-A)

FPD Aging Chamber

New



- ✓ High density design for high efficient productivity
- ✓ Full protection from ESD
- ✓ Latest signaling in LVDS / eDP / MIPI / V by One
- ✓ Fully protection in OVP / OCP / OTP
- ✓ Temperature consistency up to 2 °C

OLED Shorting Bar Pattern Generator



New

(Model: 58166)

- ✓ Design for large size OLED panels (eg. OLED TV)
- ✓ Optional thermal control solution
- ✓ Cost-effective testing solution
- ✓ Rated number 1 among end-users

OLED Lifetime Test System



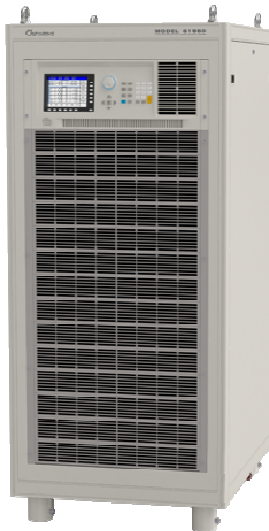
New

(Model: 58131)

- ✓ Individual PMU for each UUT
- ✓ Test Function: electrical characteristics, brightness, programmable driving waveform
- ✓ Modular OLED test cards
- ✓ Maximum 34 UUTs/system



AC Power Source – Regenerative Grid Simulator



New

- ✓ Bi-directional AC source with full 4-quadrant capability
- ✓ High power 60KVA with 1 & 3-phase output
- ✓ Parallelable up to 300KVA
- ✓ Grid simulating for PV inverter testing
- ✓ EV charger / battery inverter for smart grid application

(Model: 61800)

3-Phase & 4-Phase Power Meter



New

- ✓ Compact size 4-phase power meter
- ✓ Measure 3-phase AC line and DC line with one unit
- ✓ Individual channels application for multi-UUT ATS
- ✓ Meet IEC62301 standard

(Model: 66204)



Wound Component EST Analyzer Series



New

Patent

(Model: 19036)

- ✓ AC & DC Hi-Pot, IR, DCR, Impulse 5 in 1 test function
- ✓ Built-in 4-terminals scanner
- ✓ 200MHz Sampling rate (IWT)
- ✓ High speed contact check function (HSCC)
- ✓ Application: Motor, Transformer, Choke

Bias Current Test System



New

(Model: 11300)

- ✓ 300A max DC output (World-leading)
- ✓ Measure frequency response from 20Hz~1MHz
- ✓ Forward / Reverse current
- ✓ L- I curve test function



New 3380P/3380 VLSI Test system



New

- ✓ 50/100 MHz clock rate
- ✓ 1024 I/O pins
- ✓ Up to 1024 sites parallel testing
- ✓ Various VI options
- ✓ Flexible HW architecture (Interchangeable I/O, VI, ADDA)

(Model: 3380)

Hybrid Single Site Test Handler



New



- ✓ FT + SLT Handler – Two In One
- ✓ Auto tray loading/unloading & device sorting
- ✓ Tester zero waiting time
- ✓ Tri-temp IC test function
 1. Close-Loop Active Thermal Control (ATC) Module
 2. Unity PTC (Passive Thermal Control)
 3. Cooling Pipe
- ✓ High power cooling function

(Model: 3110)

Model 3160C Quad FT Handler



New

(Model: 3160C)

- ✓ 1X4 Quad sites, Flexible DUT Configuration.
- ✓ Chamberless tri-temperature
- ✓ Vision alignment
- ✓ Sorter arm RCAA function for engineering adjustment.
- ✓ Temperature range from -55 up to 150°C

IC Test Handler System



New

Patent

(Model: 3260)

- ✓ Reliable high-speed pick & place handler
- ✓ PoP Function
- ✓ Air damper for contact balance
- ✓ IC-in-socket protection
- ✓ Tri-Temp Control
- ✓ Invention patents: 190373, 190377, 1227324 & 125307



LED Flip Chip Total Power Test System



New

(Model: 58173-FC)

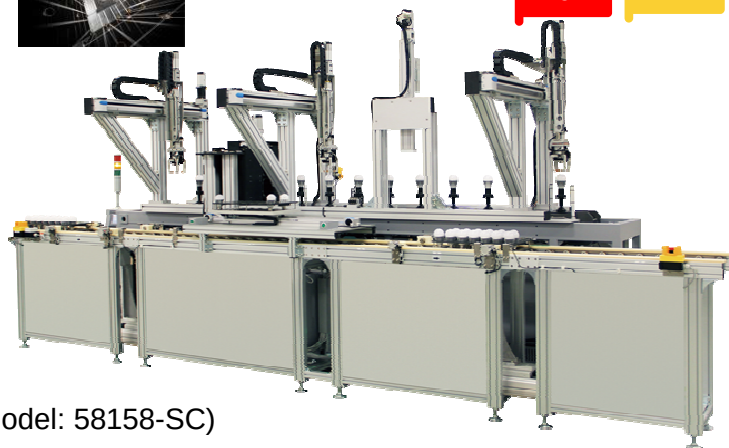
- ✓ Wide LED power test range (200V/2A)
- ✓ Chroma Huge Photo Detector (Measurement Angle=148°)
- ✓ Unique chuck design providing more accurate measurement
- ✓ Unique on-screen intuitive pin adjustment

LED Lighting Test System



New

Patent



(Model: 58158-SC)

- ✓ High speed and low labor cost
- ✓ Test LED lamps in steady states
- ✓ All-in-one measurement function

LED Bulb Automatic Assembly & Test Line



- ✓ Fully auto assembly and test
- ✓ High throughput
- ✓ Low labor cost
- ✓ Module design
- ✓ Easy-to-change type



Video: Worldwide First LED Bulb Automatic Assembly & Test Line



Solar Wafer Inspection System



(Model: 7200)

- ✓ Applied Wafers: mono/poly/quasi crystalline wafers, both 5" and 6"
- ✓ Inspection Items: 2D geometry, front-side surface, back-side surface, sawmarks
- ✓ UPH: 3000~3600

Solar Array Simulator



(Model: 62150H-600S/1000S)

- ✓ Compact size 2KW solar array simulator
- ✓ User define I-V curve profile with high response
- ✓ Constant power profile with 3 times capability
- ✓ Test for micro-inverter and DC-DC optimizer



On-board-charger / DC-DC Converter ATS



New

- ✓ Applicable for EV/PHEV test
- ✓ Flexible hardware & software architecture
- ✓ Meets QC/T 895 & GB/T 24347 test requirement
- ✓ Credibility: Used by China Motor(中華汽車), BYD (比亞迪), VW (上海大眾), Changan Automotive (長安汽車)

EVSE / Charging Station ATS



New

- ✓ Worldwide first SAE J1772 communication protocol automatic test system (ATS) certification issued by UL.
- ✓ Applicable for AC level 1 & AC level 2 EVSE
- ✓ Open architecture software platform



Battery Cell Programmable Charge/Discharge Tester

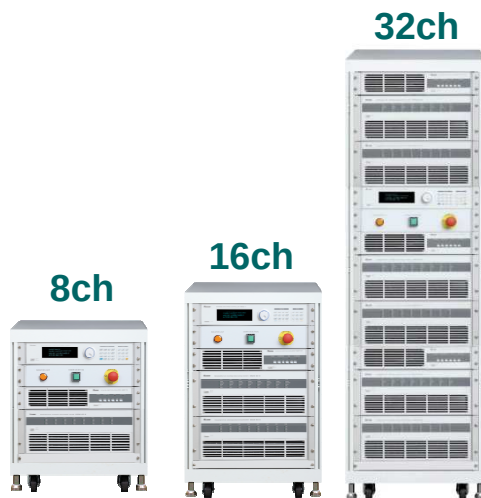


New

(Model: 17011)

- ✓ High precision output and measurement up to 0.02%
- ✓ Independent channel execution & testing
- ✓ High sampling rate
- ✓ CC/CC-CV/CP charge/discharge mode

Regenerative Battery Pack Test System



32ch

New

Patent

(Model: 17020)

- ✓ Charge/discharge mode
- ✓ Regenerative efficiency: 85%
- ✓ Driving cycle simulation
- ✓ High precision measurement accuracy
- ✓ Fast current conversion

Regenerative Battery Pack Test System



New

(Model: 17030)

- ✓ High power /voltage (250kW/900V) charge/discharge test
- ✓ Dynamic current waveform for EV driving cycle test
- ✓ Life cycle test for smart grid storage battery
- ✓ Regenerative efficiency: 90%
- ✓ Software integrating for data logger/chamber/CAN bus



Laser Diode Burn-In Test System



New



(Model: 58601)

- ✓ For Burn-In, Reliability and Life Testing
- ✓ Up to 800 channels
- ✓ Up to 150°C
- ✓ Batch processing via device carrier-sharing design

Laser Diode Characterization System



New

- ✓ Full Turn-Key Automated Test
- ✓ High precision and large capacity carrier
- ✓ Fully automated alignment for fiber-coupled tests
- ✓ Automated optical inspection
- ✓ Highly accurate TEC temperature controller with stability up to ± 0.01

(Model: 58620)





The World for You & for Me...
Thank You!