

Chroma

Your Testing Quality is Our Commitment.

致茂電子股份有限公司

2013

2013年第1季公司概況

財務長 應正

2013年4月26日

Test
turnkey and
Automation
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.

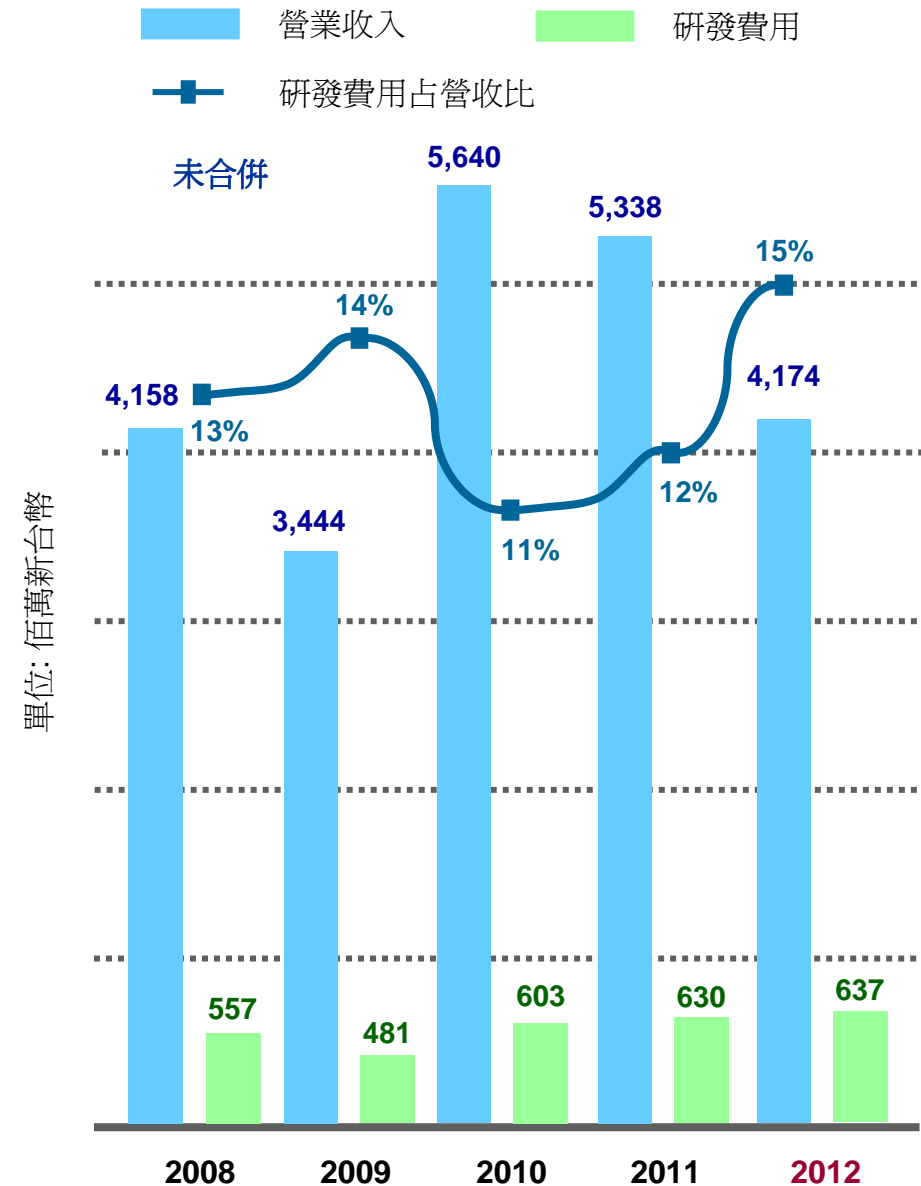
- 公司簡介
- 本季重點摘要
- 財務數據
- 營運概況
- 問與答

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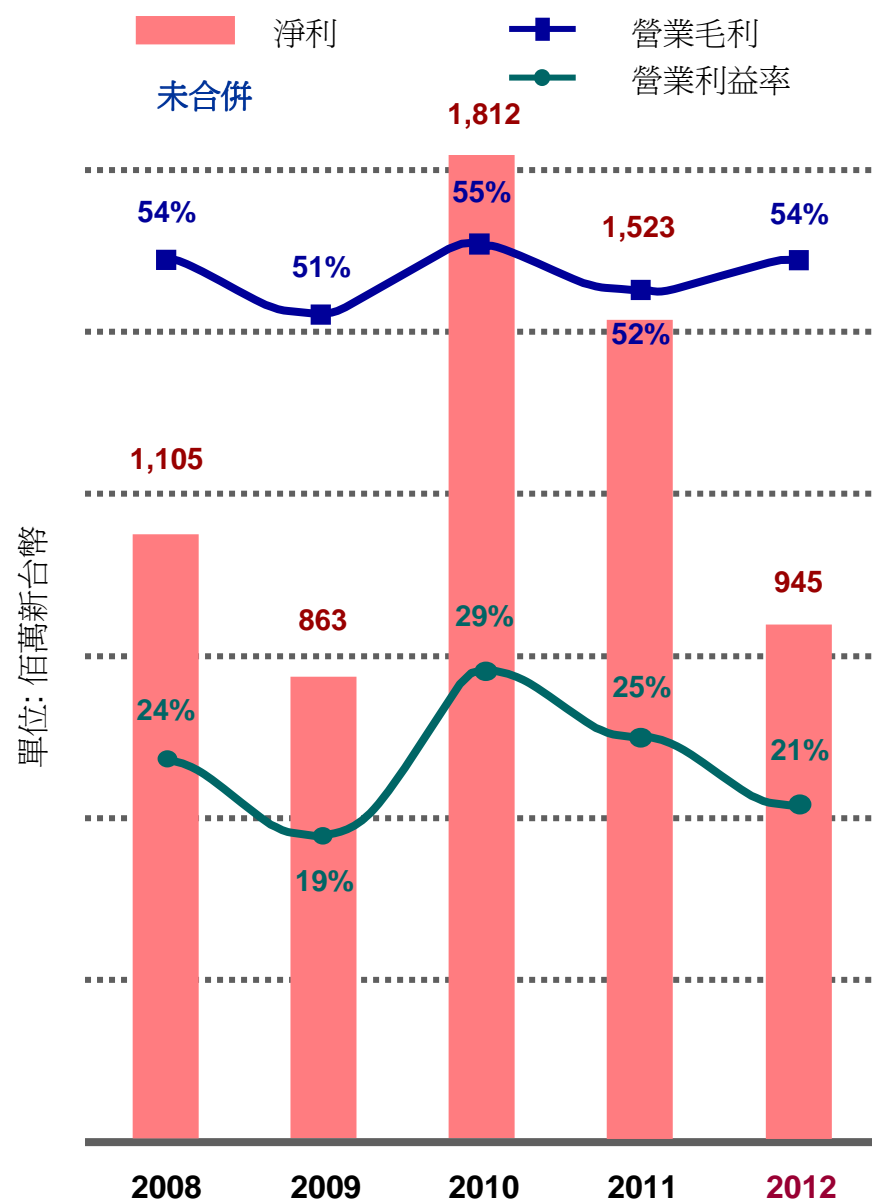
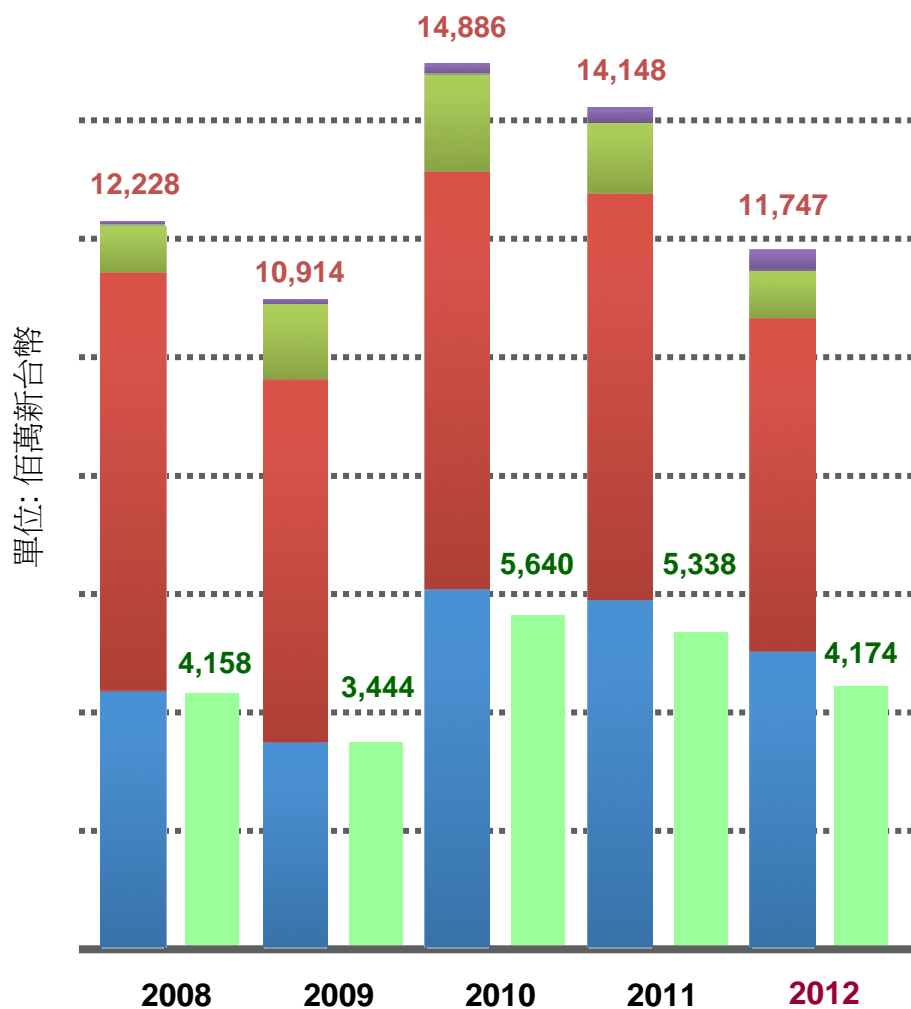
公司簡介

Test
turnkey **Auto** and **mation**
Solution provider

- 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 1,225, 35% 為研發人員 (截至 2013年3月)
- 致茂獲經濟部工業局評為第一屆台灣卓業中堅企業

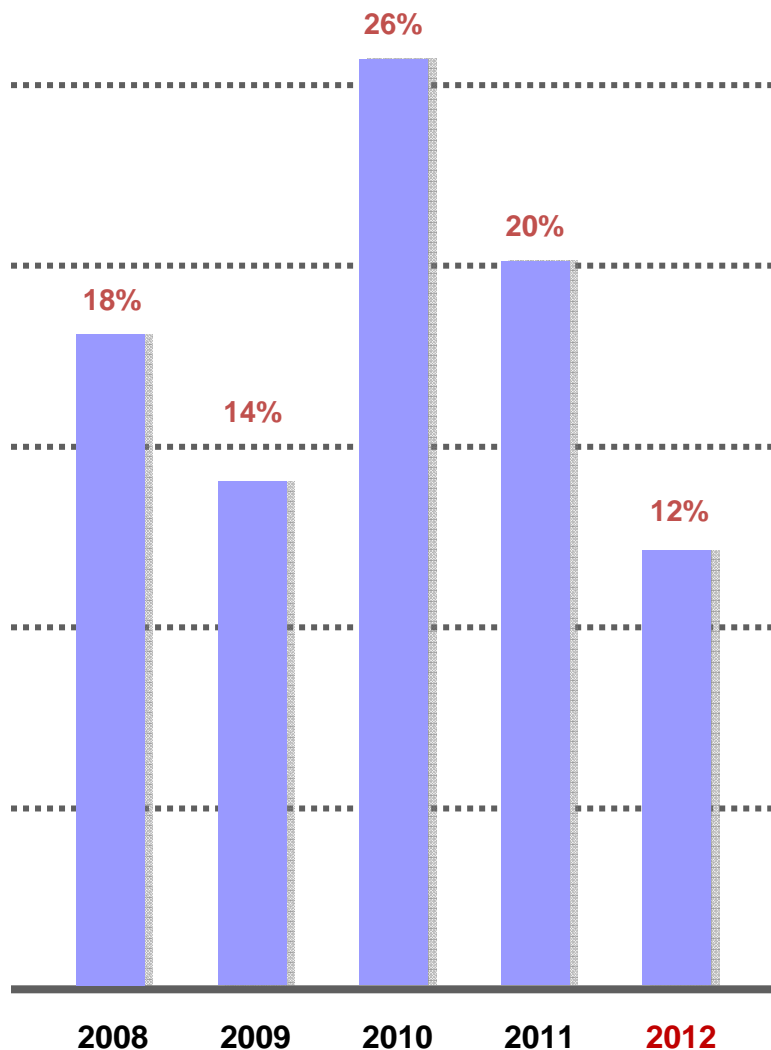


- 測試設備事業合併營收
- 未合併母公司盈收
- 新材料事業合併營收
- 其他
- 威光自動化作事業合併營收



股東權益報酬率

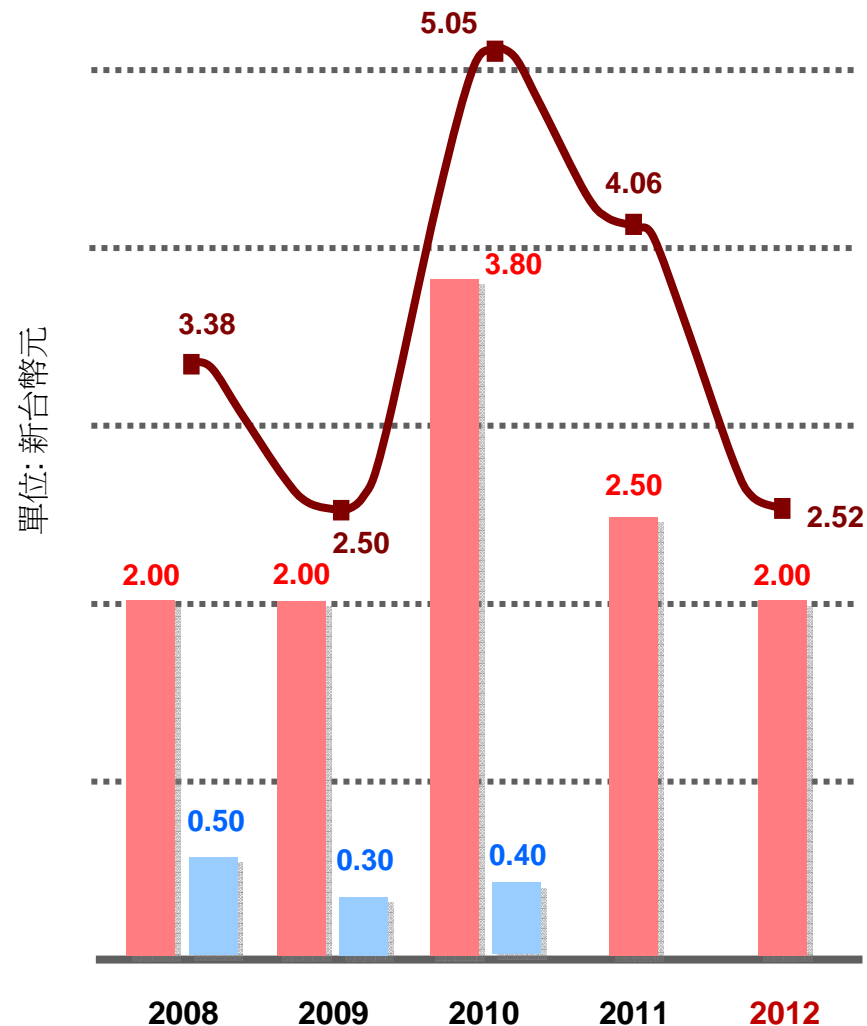
未合併



股利分配

未合併

現金股利
股票股利



全球員工人數：1,639 ↓, 分公司 x16, 經銷商 x58



美國：爾灣 / 湖森林
坦佩 / 亞利桑那



日本：新橫濱

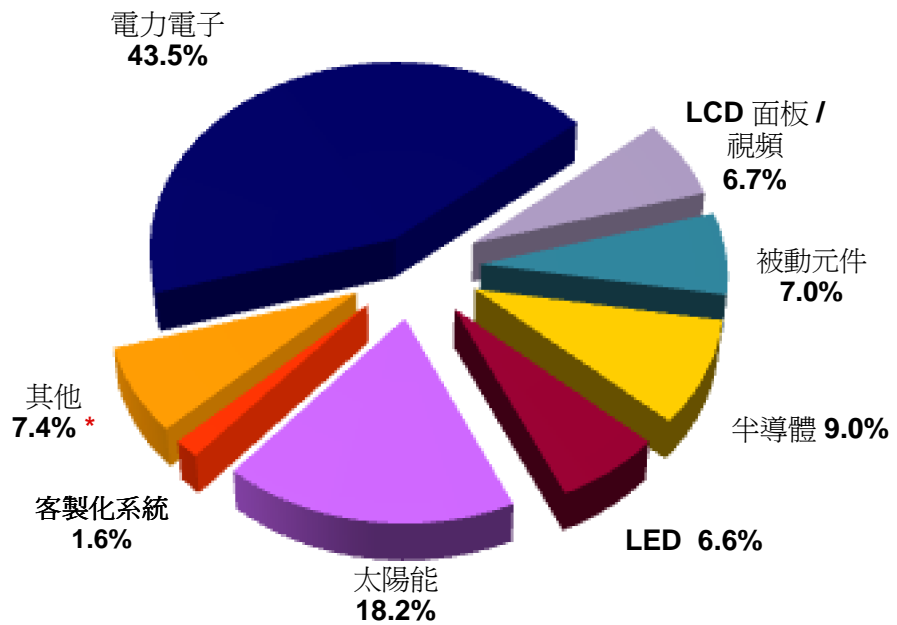


歐洲：荷蘭 / 芬蘭

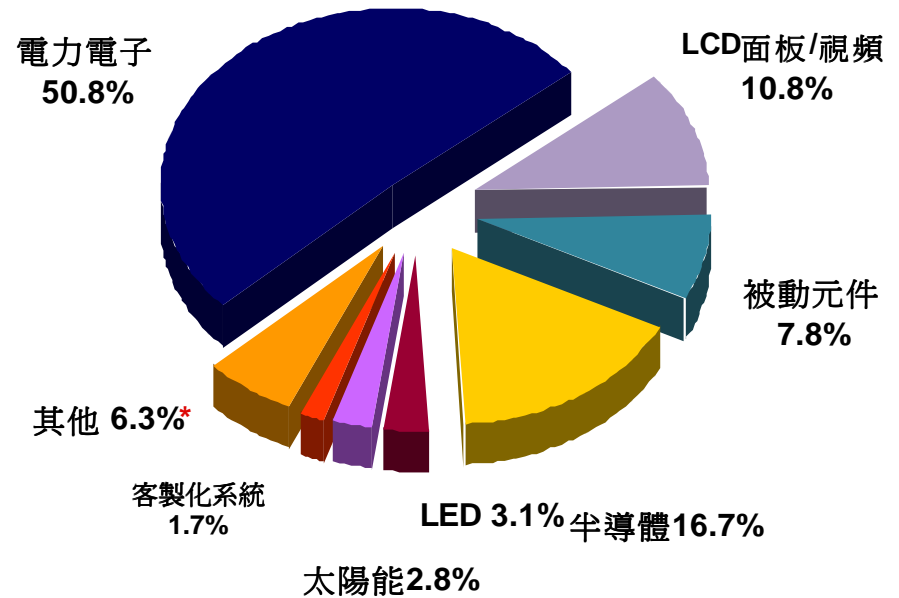


中國：深圳 / 東莞 / 廈門 / 蘇州
南京 / 上海 / 北京 / 重慶

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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(單位:百萬新台幣)	3月' 2013	%	3月' 2012	%		3月' 2013	%	3月' 2012	%
資產					負債及權益				
流動資產					流動負債				
現金及約當現金	1,408	12%	1,557	14%	短期借款	338	3%	402	3%
金融資產	1,035	9%	438	4%	應付票據 – 非關係人	143	1%	81	-
應收票據	28	-	36	-	應付票據 – 關係人	5	-	-	-
應收帳款 – 非關係人	2,452	21%	2,949	26%	應付帳款 – 非關係人	1,291	11%	1,602	14%
應收帳款 – 關係人	5	-	3	-	應付帳款 – 關係人	5	-	2	-
存貨	1,538	13%	1,873	16%	其他流動負債	1,241	11%	1,246	11%
其他流動資產	487	4%	243	2%	流動負債總額	3,023	26%	3,333	29%
流動資產總額	6,953	60%	7,099	62%	非流動負債				
非流動資產					長期借款	122	1%	24	-
備供出售金融資產	365	3%	335	3%	其他非流動負債	174	2%	154	1%
以成本衡量之金融資產 – 非流動	170	1%	162	1%	負債總額	3,319	29%	3,511	30%
採用權益法之投資	425	4%	354	3%	歸屬於本公司業主之權益				
不動產、廠房及設備淨額	2,743	24%	2,781	24%	普通股	3,768	33%	3,768	33%
商譽與商標權	191	2%	138	1%	資本公積	939	8%	919	8%
其他非流動資產	668	6%	673	6%	保留盈餘	3,180	27%	3,132	27%
非流動資產總額	4,562	40%	4,443	38%	其他權益	345	3%	248	2%
					庫藏股	(36)	-	(36)	-
					權益總計	8,196	71%	8,031	70%
總資產	\$ 11,515	100%	\$ 11,542	100%	負債與權益總計	\$ 11,515	100%	\$ 11,542	100%

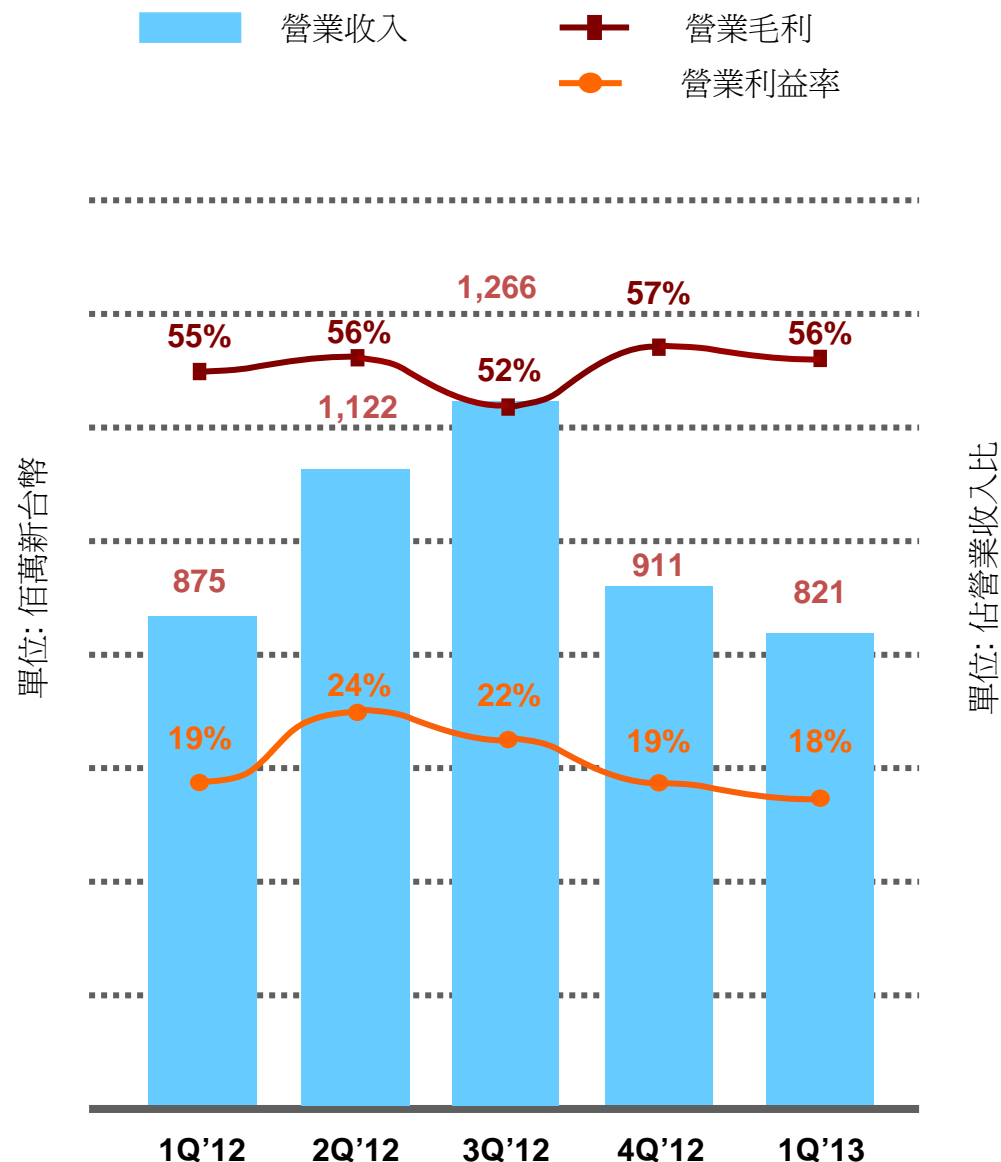
合併損益表

(單位: 佰萬新台幣, 除每股盈餘為新台幣元)

	<u>1Q' 2013</u>	%	<u>1Q' 2012</u>	%	YoY %
淨營業收入	2,166	100.0%	2,696	100.0%	(20%)
營業成本	(1,361)	(62.8%)	(1,960)	(72.7%)	(31%)
營業毛利	805	37.2%	736	27.3%	9%
營業費用					
推銷管理費用	(426)	(19.7%)	(393)	(14.6%)	8%
研發費用	(156)	(7.2%)	(155)	(5.7%)	-
營業淨利	223	10.3%	188	7.0%	19%
營業外收入及支出	38	1.7%	(30)	(1.1%)	n/a
稅前淨利	261	12.0%	158	5.9%	65%
所得稅費用	(41)	(1.9%)	(40)	(1.5%)	-
本期淨利	220	10.1%	118	4.4%	86%
其他綜合損益淨額	63	2.9%	33	1.2%	91%
綜合損益總額	\$ 283	13.0%	\$ 151	5.6%	87%
淨利歸屬於:					
本公司業主	218	10.0%	123	4.6%	77%
非控制權益	2	0.1%	(5)	(0.2)	n/a
	\$ 220	10.1%	\$ 118	4.4%	86%
每股盈餘	\$ 0.58		\$ 0.33		

第1季重點摘要

- 總營業收入: \$8.21 億新台幣，季減少10%，年下滑6%
- 營業毛利率: 56%
- 營業利益率: 18%
- 淨利: \$2.18億新台幣，季增加19%，年增加77%
- 2013年第一季摘要:
 - ✓ 本季主要營收來自於半導體營業收入增加，季成長25%，年成長100%。



損益表摘要(母公司) (單位: 佰萬新台幣, 除每股盈餘為新台幣元)	1Q' 2013	%	4Q' 2012	%	QoQ %	1Q' 2012	%	YoY %
淨營業收入	821	100.0%	911	100.0%	(10%)	875	100.0%	(6%)
營業成本	(363)	(44.2%)	(396)	(43.5%)	(8%)	(396)	(45.3%)	(8%)
營業毛利	458	55.8%	515	56.5%	(11%)	479	54.7%	(4%)
營業費用								
推銷管理費用	(170)	(20.7%)	(191)	(20.9%)	(11%)	(170)	(19.4%)	-
研發費用	(142)	(17.3%)	(152)	(16.7%)	(7%)	(144)	(16.4%)	-
營業淨利	146	17.8%	172	18.9%	(15%)	165	18.9%	(12%)
營業外收入及支出	94	11.4%	29	3.2%	223%	(23)	(2.6%)	n/a
稅前淨利	240	29.2%	201	22.1%	19%	142	16.3%	69%
所得稅費用	(22)	(2.7%)	(18)	(2.0%)	22%	(19)	(2.2%)	-
本期淨利	\$ 218	26.5%	\$ 183	20.1%	19%	\$ 123	14.1%	77%
其他綜合損益淨額	62	7.6%				34	3.9%	82%
綜合損益總額	\$ 280	34.1%				\$ 157	18.0%	78%
每股盈餘	\$ 0.58		\$ 0.49			\$ 0.33		

● 營業外收入包含長期投資收益共計6仟萬新台幣 (季增加↑ 900%)。其中日茂為獲利為1仟2佰萬新台幣 (季增加↑ 300%)，威光為獲利4仟新台幣。(季增加↑ 67%)。

●● 2012年第一季淨利調整數為4仟1佰萬新台幣，主要為因應新會計準則所致。

未合併 (單位：佰萬新台幣)

資產負債摘要

	<u>3月. 2013</u>	<u>12月. 2012</u>	+ / - %
現金及流動金融資產	522	547	- 5%
存貨	1,116	1,073	4%
短期負債	200	380	- 47%
長期負債	-	-	-
股東權益	8,099	7,795	4%
總資產	9,854	9,559	3%
存貨週轉天數	273	234	
應收帳款週轉天數	191	154	
應付帳款週轉天數	114	89	
淨負債資產比(%)	-	-	
股東權益報酬率 (%)	11%	12%	
資產報酬率 (%)	9%	10%	

現金流量 (單位：佰萬新台幣)

	<u>第1季' 2013</u>	<u>第4季' 2012</u>	季成長	<u>第1季' 2012</u>	年成長
未計利息稅項折舊及攤銷	279	253	10%	187	49%
營業現金流入	246	167	48%	282	(13%)
自由現金流量	96	(3)	n/a	(329)	n/a

● 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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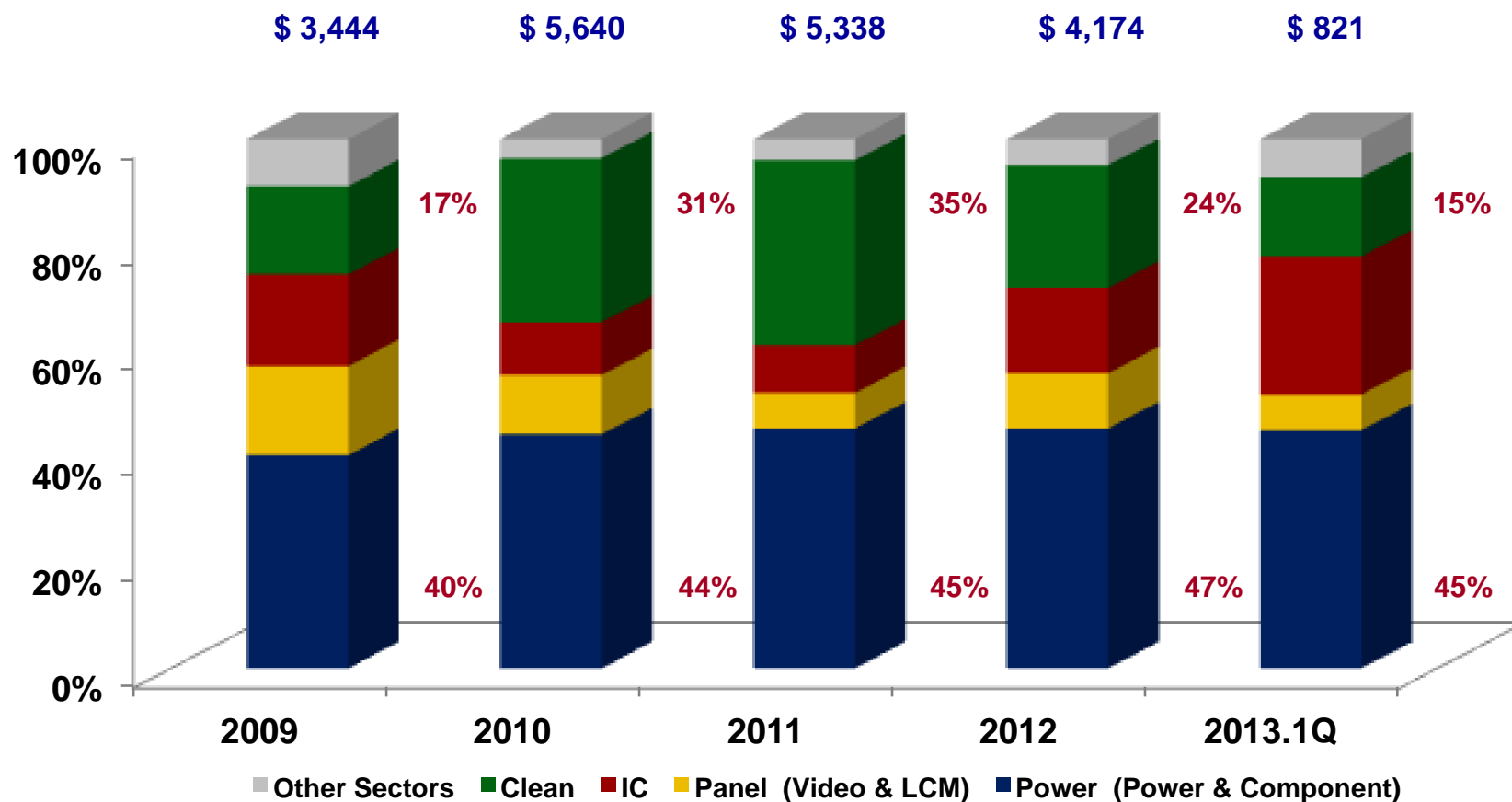
營運概況

Test
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(單位：新台幣佰萬)	<u>1季'2013</u>	<u>%</u>	<u>4季'2012</u>	<u>%</u>	<u>季比較</u>	<u>1季'2012</u>	<u>%</u>	<u>年比較</u>
電力電子	391	47.6%	443	48.6%	(12%)	436	49.8%	(10%)
被動元件	76	9.3%	82	9.0%	(7%)	66	7.6%	15%
L C D面板 / 視頻	55	6.7%	74	8.1%	(26%)	90	10.3%	(39%)
半導體	214	26.1%	171	18.8%	25%	107	12.2%	100%
LED	18	2.2%	35	3.8%	(49%)	34	3.9%	(47%)
太陽能	5	0.6%	15	1.7%	(67%)	68	7.8%	n/a
客製化系統	13	1.5%	13	1.4%	-	17	1.9%	(23%)
其他	49	6.0%	78	8.6%	(37%)	57	6.5%	(14%)
總計	821	100.0%	911	100.0%	(10%)	875	100.0%	(6%)

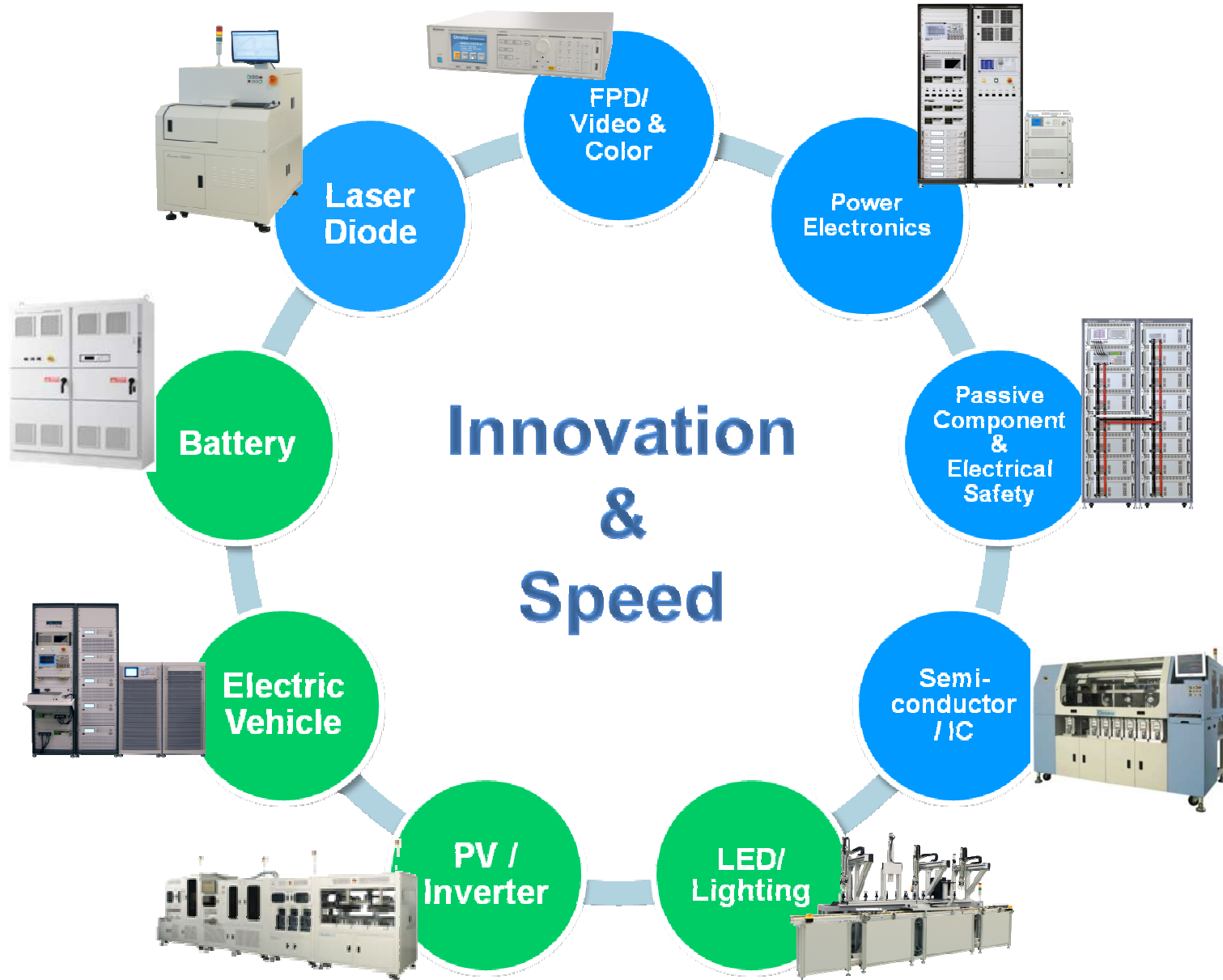
創新、整合、市場

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。

- 2013年第一季營業收入主要將來自於半導體事業之銷售貢獻，季成長25%，年成長100%。
- 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。
- 2013年第一季年美國、歐洲及日本之銷售由去年21%上升至33%。期望藉由提高世界級大廠客戶採用率與顧客滿意度，維持年度目標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。



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



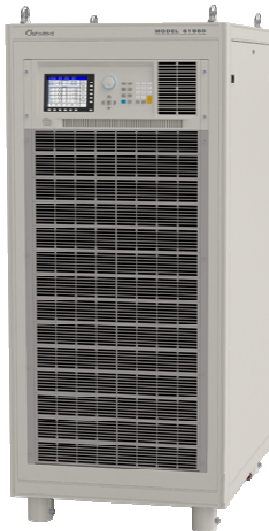
New

(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)



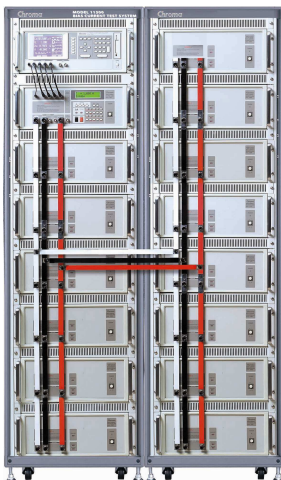
Wound Component EST Analyzer Series



(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



(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

(Model: 3380)

- ✓ 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)

Hybrid Single Site Test Handler



New

(Model: 3110)

- ✓ 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 3160C Quad FT Handler



(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



(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

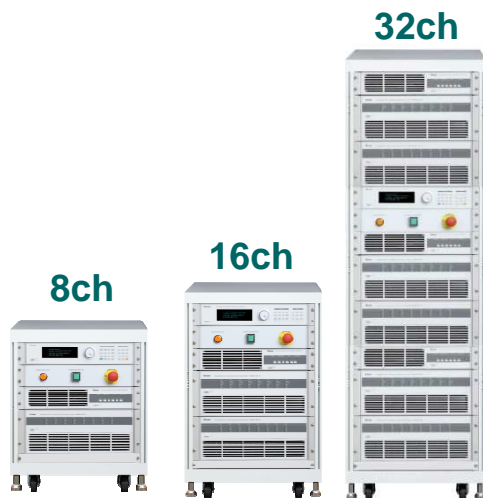


New

(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

8ch

16ch

(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!**