

Chroma

Your Testing Quality is Our Commitment.

CHROMA ATE INC.

3Q. 2013 Investor Conference

2013

Test
turnkey **Auto** nation
Solution provider

28th October, 2013

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.

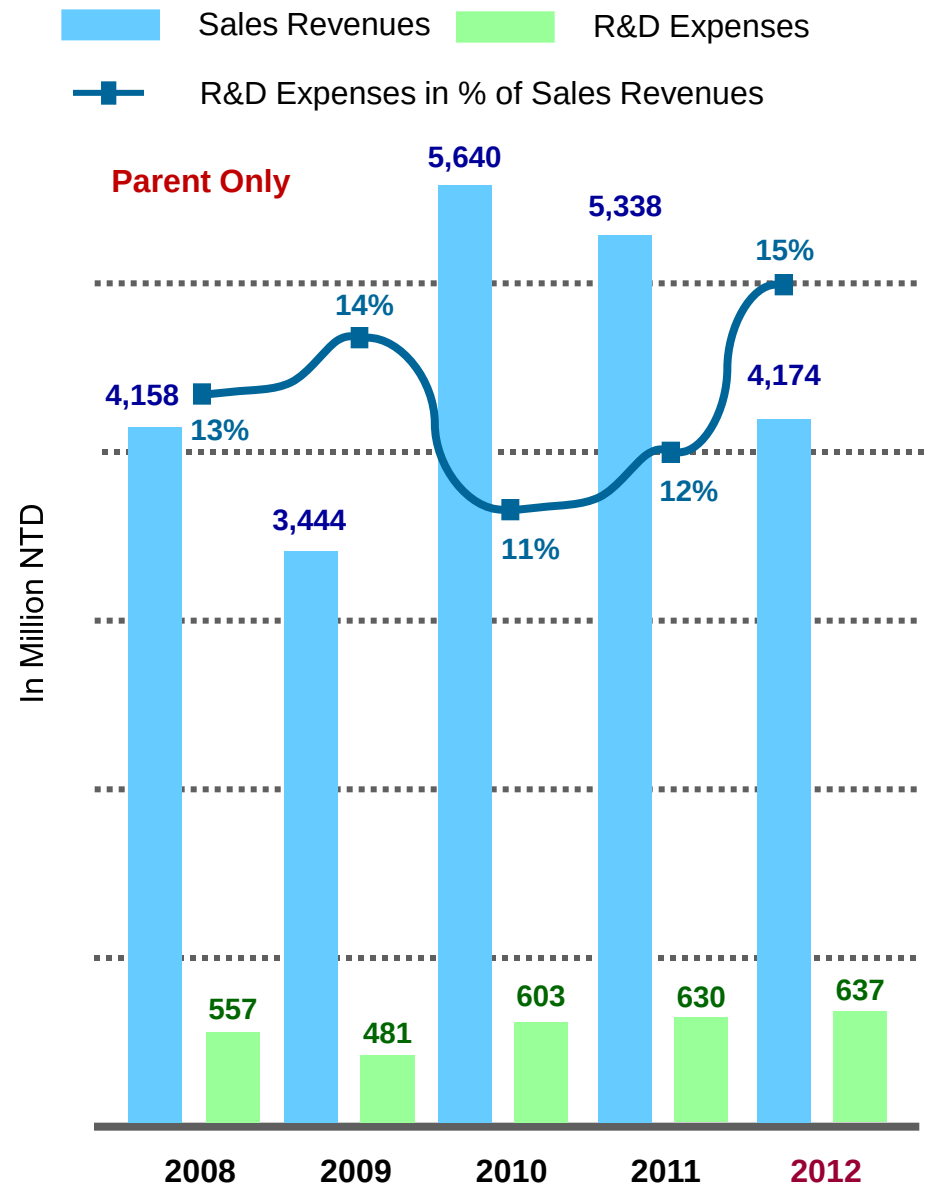
- **Corporate Profile**
- **Quarterly Highlights**
- **Financial Review**
- **Operation Highlights**
- **Q&A**

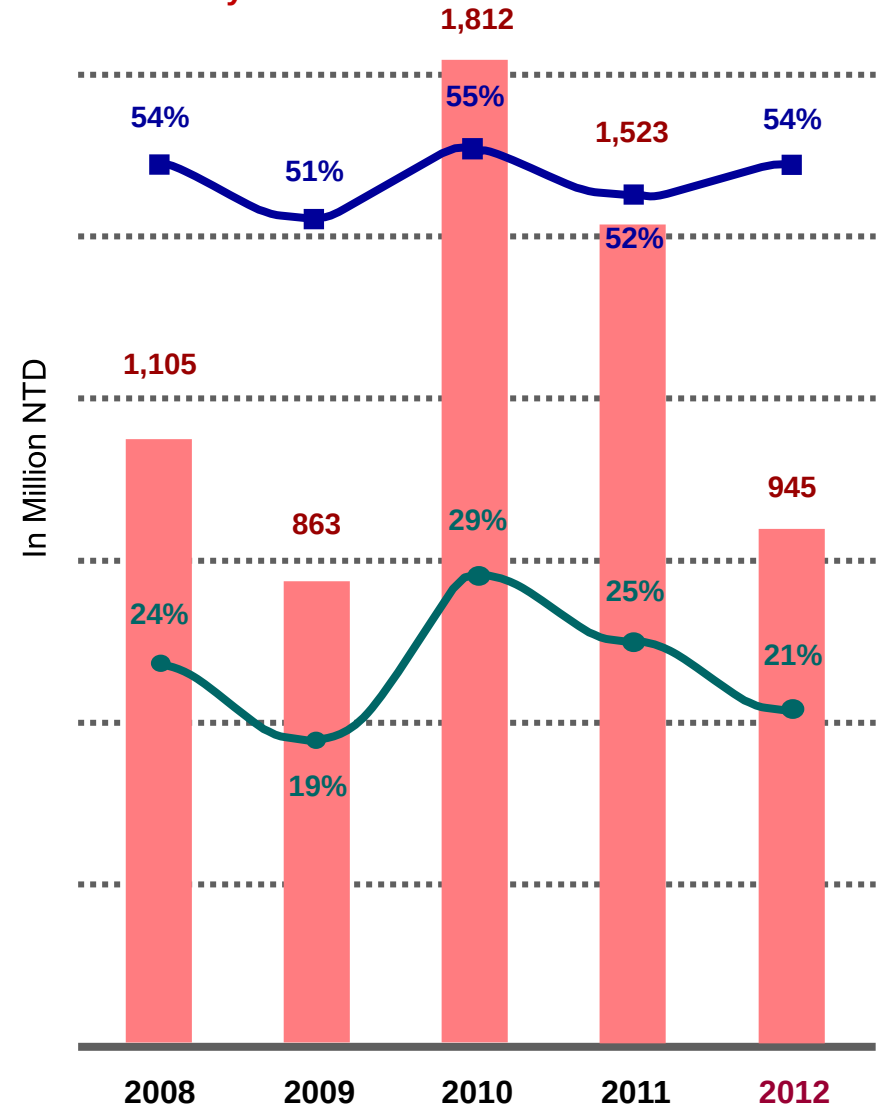
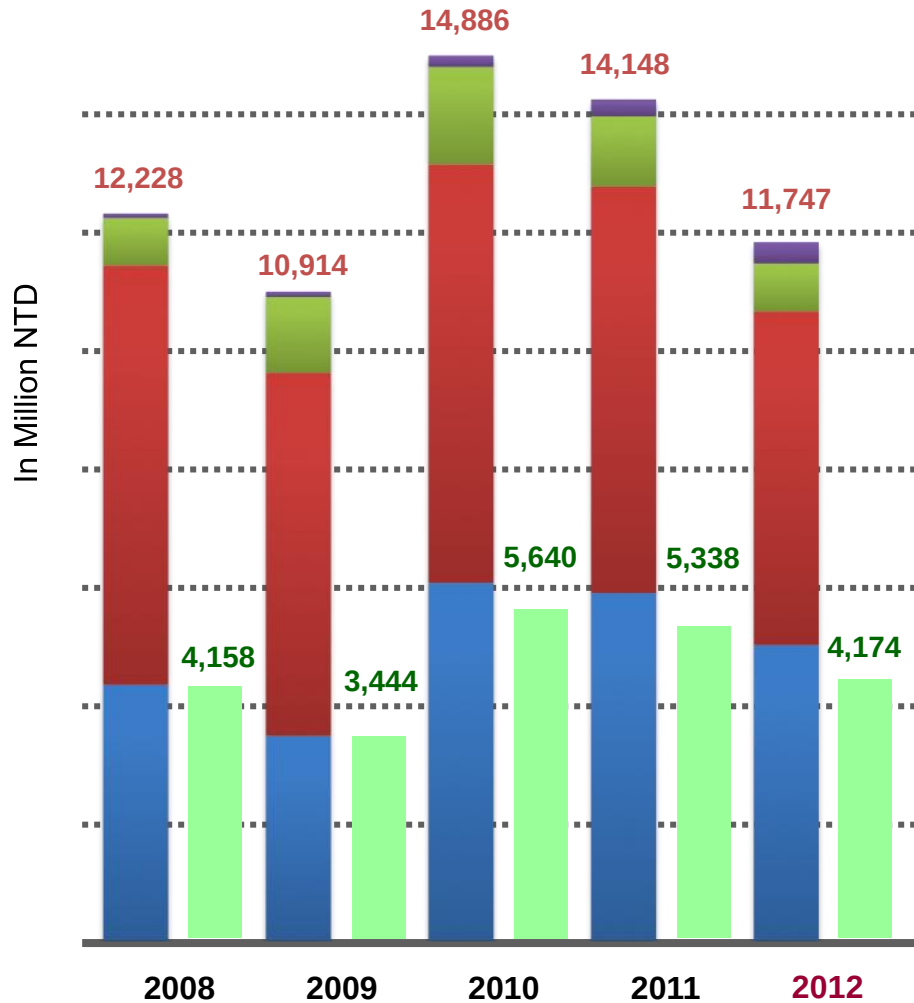
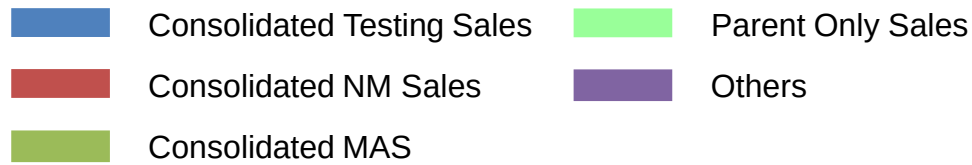
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CORPORATE PROFILE

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

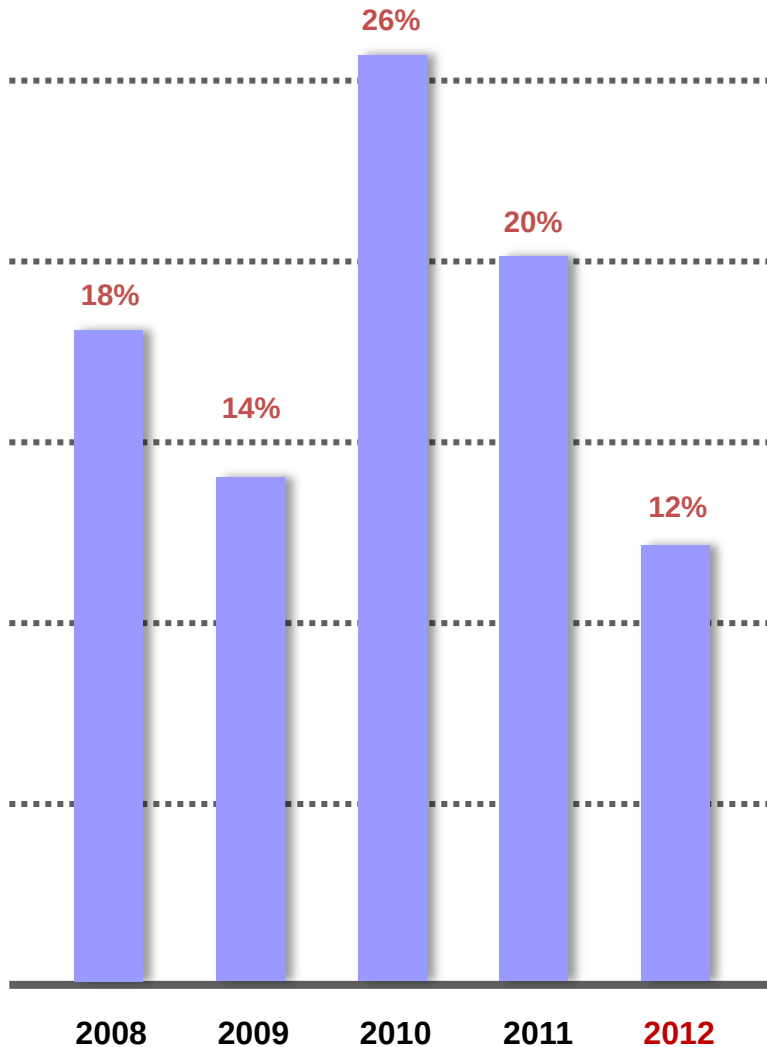
- Founded in 1984, a world leading own brand turnkey test & automation solution provider, specialized in electronics test and measurement instruments and system. Products cover test and measurement instruments and system for various industries, and a turnkey solution of an integration of test and measurement with automation and manufacturing execution systems (MES).
- Key success: Precision, Reliability, Innovation
- 2012 Sales Revenues: NT\$4,174 million
- 2012 Net Income: NT\$945 million
- Total 1,256 employees, 37% in R&D (as Sept, 2013)
- Named as top 10 “Mittelstand” of Taiwan, by Industrial Development Bureau, MoEA.



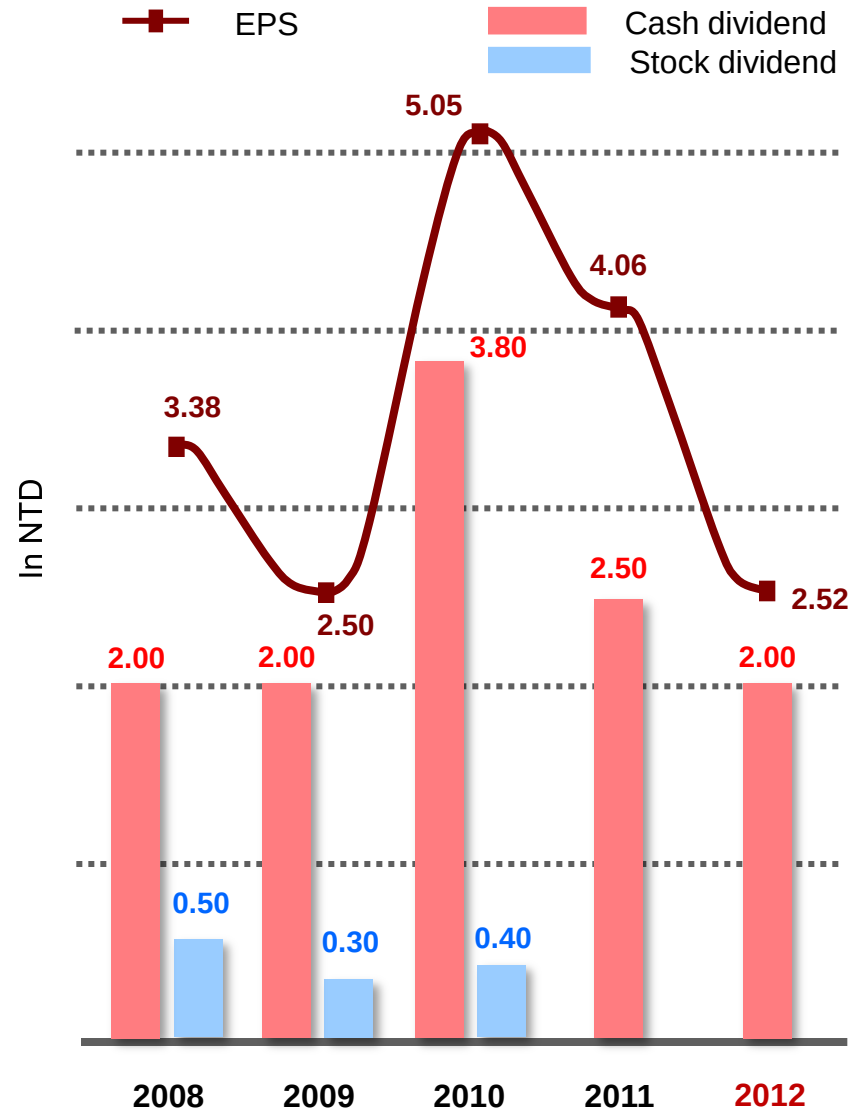


ROE

Parent Only



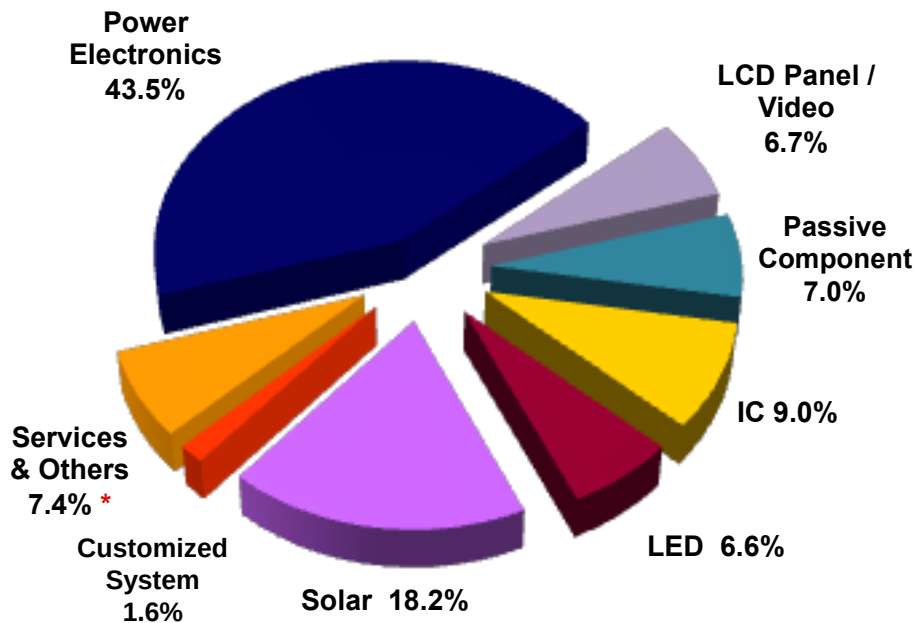
Dividend



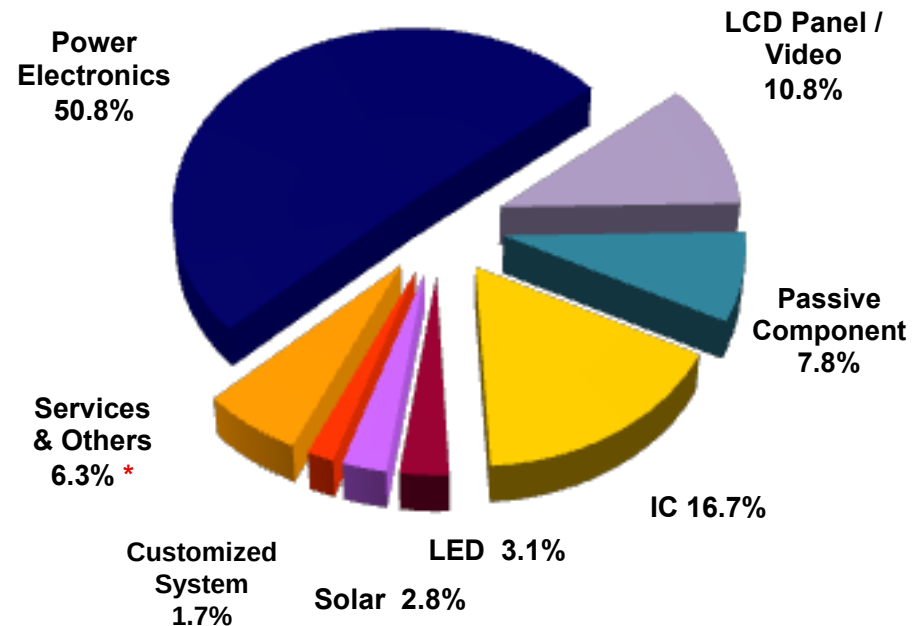
Global Employees : 1,639 ↑ , Branch Offices x16, Distributors x58



A Turnkey Test and Automation Solution Provider



Year 2011



Year 2012

* Services & Others included general services and government projects.

QUARTERLY HIGHLIGHTS

FINANCIAL REVIEW

Year 2013. Sept Condensed Consolidated Balance Sheet

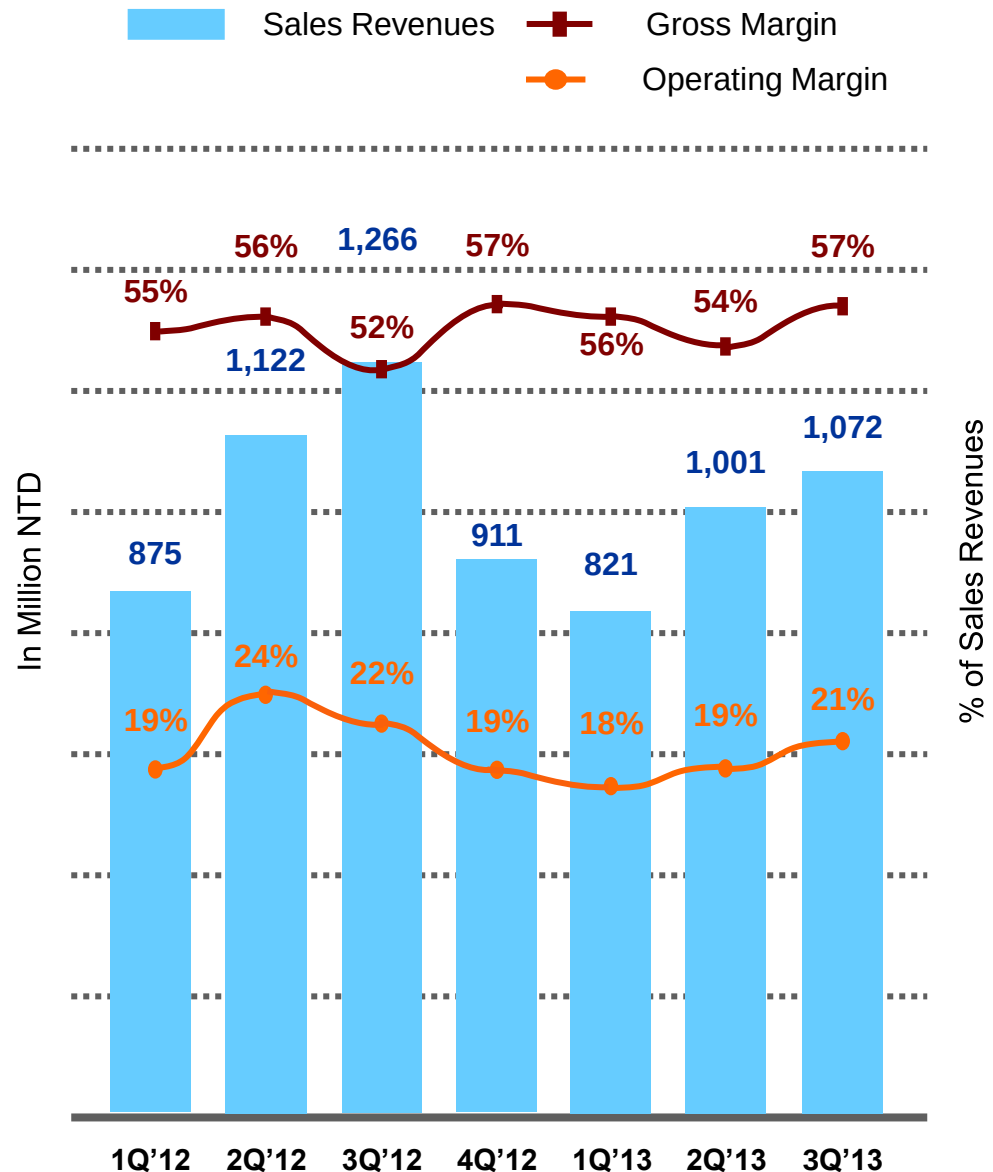
(In Million NTD)	Sept 2013	%	Sept 2012	%		Sept 2013	%	Sept 2012	%
Assets					Liabilities & Shareholders' Equity				
<u>Current Assets</u>					<u>Current Liabilities</u>				
Cash & Cash Equivalents	1,168	9%	1,896	17%	Short-term Borrowings	941	7%	738	6%
Investments in Marketable Financial Instruments	893	7%	288	3%	Note Payable – Third Party	64	1%	90	1%
Note Receivable	21	-	64	-	Note Payable – Related Party	4	-	-	-
Accounts Receivable – Third Party	3,110	24%	2,840	25%	Accounts Payable – Third Party	1,515	12%	1,821	16%
Accounts Receivable – Related Party	4	-	4	-	Accounts Payable – Related Party	6	-	2	-
Inventories	1,618	13%	1,647	14%	Other Current Liabilities	934	7%	824	7%
Other Current Assets	302	3%	294	3%	Total Current Liabilities	3,464	27%	3,475	30%
Total Current Assets	7,116	56%	7,033	62%	<u>Non-current Liabilities</u>				
<u>Non-current Assets</u>					Long-term Debt	818	6%	22	-
Available-for-Sale Financial Assets - noncurrent	456	4%	375	3%	Other Non-current Liabilities	176	2%	166	2%
Financial Assets Carried at Cost - noncurrent	169	1%	166	2%	Total Liabilities	4,458	35%	3,663	32%
Investments Accounted by Equity Method	448	4%	396	4%	<u>Shareholders' Equity Attributable to Shareholders of the Parent</u>				
Fixed Assets, Buildings & Equipment	2,724	21%	2,667	23%	Capital Stock	3,768	29%	3,768	33%
Goodwill and Trademark	190	1%	137	1%	Capital Surplus	951	7%	917	8%
Prepayment Fixed Assets	1,443	11%	364	3%	Retained Earnings	3,131	25%	2,777	24%
Other Noncurrent Assets	244	2%	265	2%	Others	518	4%	314	3%
Total Noncurrent Assets	5,674	44%	4,370	38%	Treasury stock	(36)	-	(36)	-
					Equity Attributable to Shareholders of the Parent	8,332	65%	7,740	68%
Total Assets	\$ 12,790	100%	\$ 11,403	100%	Total Liabilities & SH Equity	\$ 12,790	100%	\$ 11,403	100%

Year 2013.1~3Q Condensed Consolidated Income Statement

<u>Condensed Consolidated P&L</u> (In Million NTD, except for EPS in NTD)	<u>1~3Q' 2013</u>	%	<u>1~3Q' 2012</u>	%	YoY %
Net Sales	7,739	100.0%	9,016	100.0%	(14%)
Consolidated Sales of Testing Business	3,194	41.3%	3,888	43.1%	(18%)
Consolidated Sales of MAS	1,508	19.5%	474	5.3%	218%
Consolidated Sales of New Material	2,698	34.9%	4,398	48.8%	(39%)
Others	339	4.3%	256	2.8%	32%
Cost of Goods Sold	(4,866)	(62.9%)	(6,396)	(70.9%)	(24%)
Gross Profit	2,873	37.1%	2,620	29.1%	10%
Operating Expenses:					
General & Administration	(1,416)	(18.3%)	(1,208)	(13.4%)	17%
Research & Development	(527)	(6.8%)	(520)	(5.8%)	1%
Operating Income	930	12.0%	892	9.9%	4%
Non-Operating Income (Expenses), net	141	1.8%	41	0.5%	244%
Income (Loss) Before Tax	1,071	13.8%	933	10.4%	15%
Income Tax	(156)	(2.0%)	(216)	(2.5%)	(28%)
Net Income	915	11.8%	717	7.9%	28%
Other Comprehensive Income	176	2.3%	62	0.7%	184%
Comprehensive Income	\$ 1,091	14.1%	\$ 779	8.6%	40%
Net Income (Losses) Attributable To:					
Shareholders of the Parent	923	11.9%	722	8.0%	28%
Noncontrolling Interests	(8)	(0.1%)	(5)	(0.1)	60%
	\$ 915	11.8%	\$ 717	7.9%	28%
EPS (Basic)	\$ 2.46		\$ 1.93		27%

3Q' 2013 Key Points

- Sales Revenue: \$ 1,072 million, up 7% QoQ, down 15% YoY
- Gross Margin: 57%
- Operating Margin: 21%
- Net Income: NT\$ 276 million, down 36% QoQ, down 12% YoY
- 3Q 2013 Highlights:
 - The major sales drivers in this quarter are contributed from LCD / Video and Solar Testing sectors, up 95% and 116% QoQ respectively.



Year 2013. 3Q Condensed Income Statement

Condensed P&L – Parent Only (In Million NTD, except for EPS in NTD)	3Q' 2013	%	2Q' 2013	%	QoQ %	3Q' 2012	%	YoY %
Net Sales	1,072	100.0%	1,001	100.0%	7%	1,266	100.0%	(15%)
Cost of Goods Sold	(463)	(43.2%)	(457)	(45.6%)	1%	(614)	(48.5%)	(25%)
Gross Profit	609	56.8%	544	54.4%	12%	652	51.5%	(7%)
Operating Expenses:								
General & Administration	(216)	(20.1%)	(198)	(19.8%)	9%	(200)	(15.8%)	8%
Research & Development	(165)	(15.4%)	(156)	(15.6%)	6%	(177)	(14.0%)	(7%)
Operating Income	228	21.3%	190	19.0%	20%	275	21.7%	(17%)
Non-Operating Income (Expenses), net	71	6.6%	264	26.4%	(73%)	80	6.3%	(11%)
Income (Loss) Before Tax	299	27.9%	454	45.4%	(34%)	355	28.0%	(16%)
Income Tax	(23)	(2.1%)	(25)	(2.5%)	(8%)	(41)	(3.2%)	(44%)
Net Income	\$ 276	25.8%	\$ 429	42.9%	(36%)	\$ 314	24.8%	(12%)
Other Comprehensive Income	36	3.3%	78	7.8%	(54%)	39	3.1%	(8%)
Comprehensive Income	\$ 312	29.1%	\$ 507	50.7%	(38%)	\$ 353	27.9%	(12%)
EPS (Basic)	\$ 0.73		\$ 1.15		(37%)	\$ 0.84		(13%)

● Non-operating Income included 100% owned subsidiaries' income - New Material: 10m (QoQ -), MAS: 41m (QoQ n/a).

Year 2013. 1~3Q Condensed Income Statement

Condensed P&L – Parent Only (In Million NTD, except for EPS in NTD)	1~3Q' 2013	%	1~3Q' 2012	%	YoY %
Net Sales	2,894	100.0%	3,262	100.0%	(11%)
Cost of Goods Sold	(1,283)	(44.3%)	(1,508)	(46.2%)	(15%)
Gross Profit	1,611	55.7%	1,754	53.8%	(8%)
Operating Expenses:					
General & Administration	(583)	(20.2%)	(564)	(17.3%)	3%
Research & Development	(464)	(16.0%)	(485)	(14.9%)	(4%)
Operating Income	564	19.5%	705	21.6%	(20%)
Non-Operating Income (Expenses), net	429	14.8%	150	4.6%	186%
Income (Loss) Before Tax	993	34.3%	855	26.2%	16%
Income Tax	(70)	(2.4%)	(133)	(4.1%)	(47%)
Net Income	\$ 923	31.9%	\$ 722	22.1%	28%
Other Comprehensive Income	176	6.1%	63	1.9%	179%
Comprehensive Income	\$ 1,099	38.0%	\$ 785	24.0%	40%
EPS (Basic)	\$ 2.46		\$ 1.93		27%

● Non-operating Income included 100% owned subsidiaries' income - New Material: 32m (YoY ↓ 20%), MAS: 287m (YoY n/a).

Balance Sheet Highlights & Financial Ratio

Parent Only (In Million NTD)

Sept. 2013

Dec. 2012

+ / - %

Balance Sheet Highlights

Cash & Short Term Investment	259	547	- 53%
Inventory	1,291	1,073	20%
Short Term Debt	800	380	111%
Long Term Debt	700	-	n/a
Shareholders Equity	8,176	7,797	5%
Total Assets	10,859	9,257	17%

Inventory Turnover (Day)	249	234
AR Turnover (Day)	152	141
AP Turnover (Day)	101	89
Net Debt to Equity (%)	15%	-

ROE (%) ●	15%	12%
ROA (%) ●	12%	10%

Cash Position

3Q' 2013

2Q' 2013

QoQ

1~3Q' 2013

YoY

EBITDA	337	491	(31%)	1,107	12%
Cash Flow from Operation	(217)	292	n/a	322	(66%)
Free Cash Flow ●●	(857)	346	n/a	(416)	n/a

● All ROE + ROA has been annualized.

●● Free Cash Flow = Net Cash Provided by Operating Activities + (Net Cash used by Investing Activities)

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OPERATION HIGHLIGHT

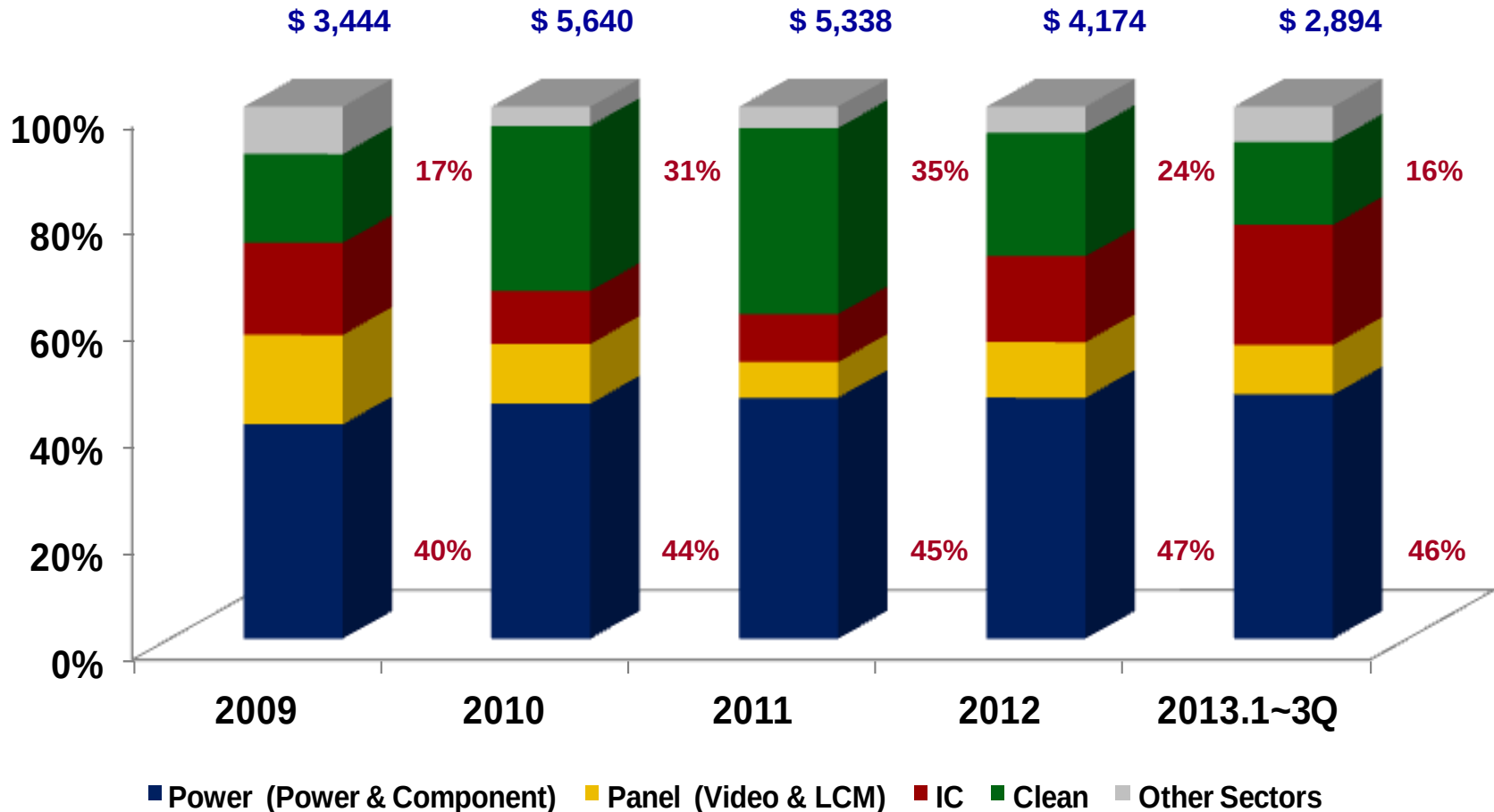
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provider

Sales Breakdown By Testing Solution

(Unit: Million NTD)	<u>3Q'2013</u>	<u>%</u>	<u>2Q'2013</u>	<u>%</u>	<u>QoQ</u>	<u>3Q'2012</u>	<u>%</u>	<u>YoY</u>
Power Electronics Testing	494	46.1%	476	47.5%	4%	740	58.5%	(33%)
Component Testing	95	8.8%	137	13.7%	(31%)	92	7.3%	3%
LCD Panel / Video Testing	142	13.3%	73	7.3%	95%	127	10.0%	12%
IC Testing	219	20.4%	222	22.2%	-	146	11.5%	50%
LED Testing	13	1.2%	12	1.2%	8%	33	2.6%	(61%)
Solar Power Testing	41	3.8%	19	1.9%	116%	25	1.9%	64%
Customized System	18	1.7%	16	1.6%	13%	21	1.7%	(14%)
Service & Others	50	4.7%	46	4.6%	9%	82	6.5%	(39%)
Total	1,072	100.0%	1,001	100.0%	7%	1,266	100.0%	(15%)

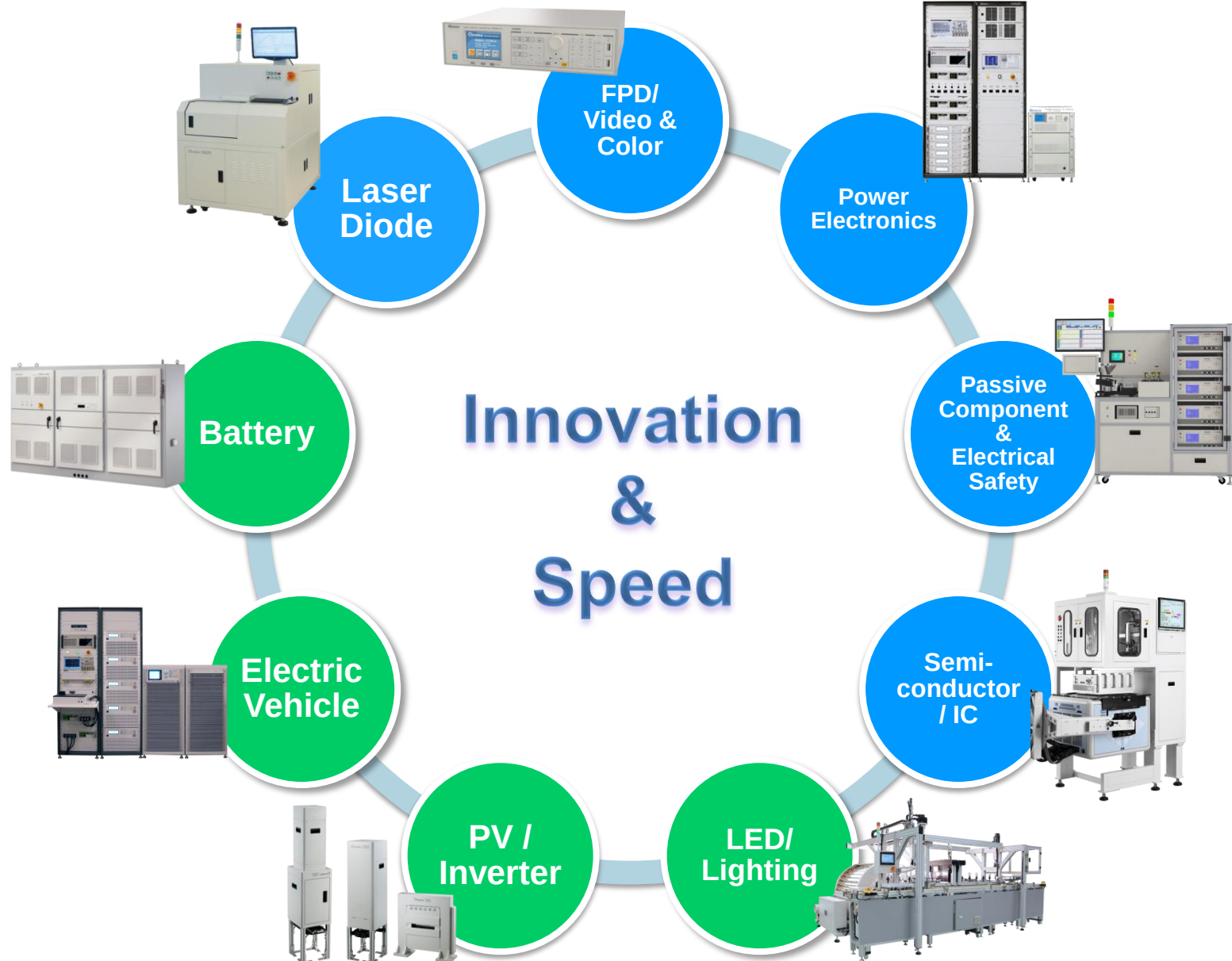
Innovation, Integration Capability, Market Penetration

In million NTD / % of Sales



* Clean Technology included solar, LED, battery cell formation and EV OEM business.

- The year 2013.3Q sales revenues were mainly contributed from LCD panel / video and solar tester businesses, increased by 95% and 116% QoQ respectively. IC tester business is consistent with the expectation.
- The clean technology related product sectors are going to make a major contribution in 4Q sales revenues.
- Aggressively promoting the turnkey solutions for emerging market opportunity in order to increase customer penetration. Expecting the turnkey solutions will be high potential growth in the coming years.
- The Company stay optimistic toward the low season in 4Q .



4Kx2K Video Pattern Generator

New



(Model: 22294-A)

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

LCM ATS

New



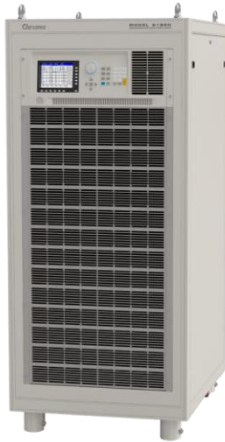
(Model: 2917)

(Model: A291710)

- ✓ LCM signal and power source test system
- ✓ Suitable for Full HD; up to 4Kx2K resolution
- ✓ Support LVDS 2/4/8 ch data output
- ✓ DC Power Source



Regenerative Grid Simulator (AC Power Source)



New

(Model: 61800)

- ✓ Inverter/battery inverter/EV charger for smart grid application
- ✓ Bi-directional AC source (4-quadrant)
- ✓ High power 60kVA (1 & 3-phase output)
- ✓ Parallelable up to 300KVA

Solar Array / Wind Power Simulator



New

(Model: 62150H-600S)

- ✓ Solar array/ Wind power simulator
- ✓ Power: 15kW~150kW
- ✓ Constant power profile with 3 times capability
- ✓ Test for inverter and DC-DC optimizer



Application

Wind Power



PV



Energy Storage



Smart Home

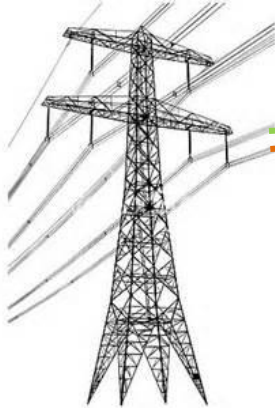


EV



DUT

Smart Grid



Wind Power
Inverter



PV
Inverter



Bi-direction
Inverter



Smart Meter



Charging Station/
OBC



Testing Solution

Simulator
62150H-600S



AC Source
61512



DC Load
63210



AC Source
61504



AC & DC Load
63804



Charging Station/
EVSE ATS

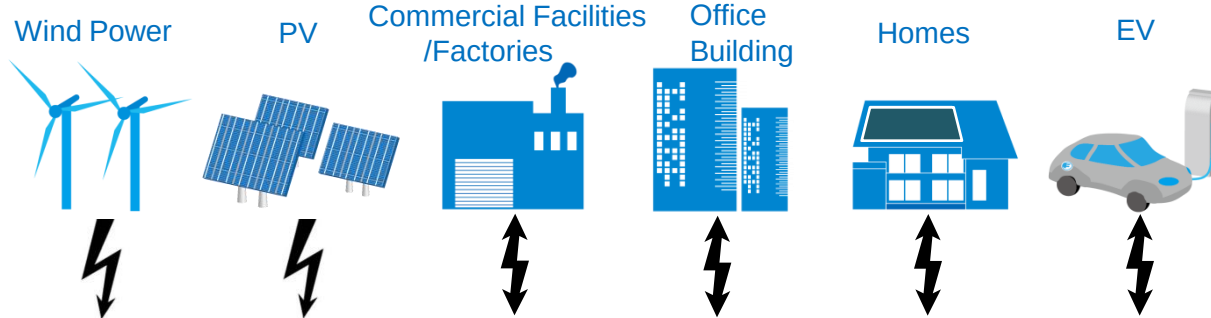


OBC/DC-DC
Converter ATS

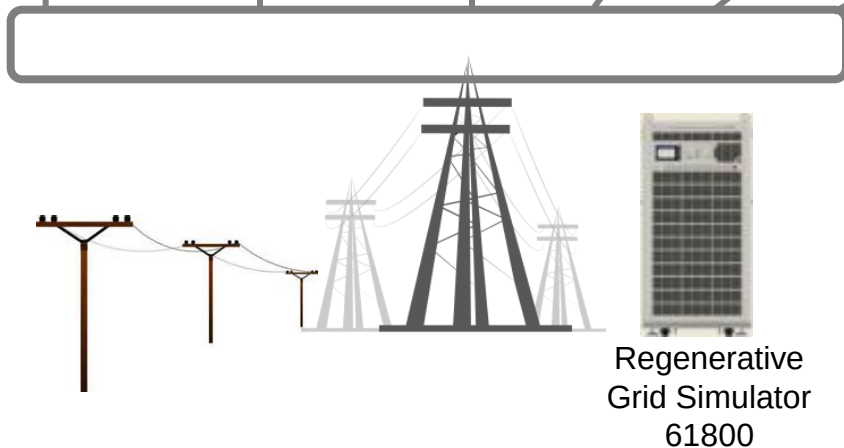


Regenerative
Grid Simulator
61800





Energy Storage System



Power Control System



Low Power Battery ATS 17020



High Power Battery ATS 17030



DC Source 62150H



AC Source 61512



AC & DC Load 63804



DC Load 63210



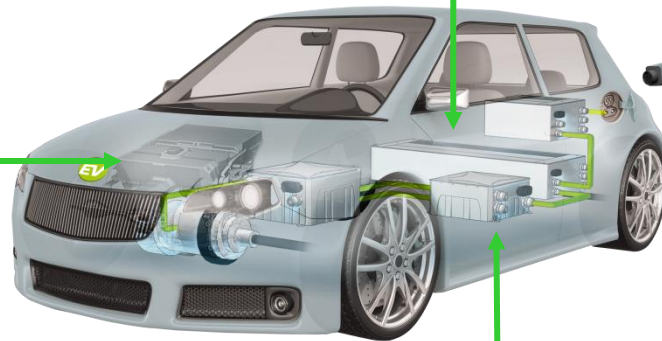
Battery Pack ATS



Regenerative Battery Pack Test System



Charging Station/
EVSE ATS



HCU/DC-DC Converter ATS



Charger Electrical Safety Tester



OBC/DC-DC
Converter ATS



Inductor Impulse Winding Test System



New

Patent

- ✓ Semi-Four-Terminals Impulse Winding Test
- ✓ High through-put: Up to 1,000 pcs / min
- ✓ Test inductance range : 0.1uH~100uH
- ✓ Test voltage range : 10V~1000V, sampling resolution 0.25V

(Model: 19301)

(Model: 1871 for production)

Inductor Automatic Test & Packing System



New

- ✓ Test Items :
 - Winding phase
 - Inductance, Q/ACR
 - Winding resistance
- ✓ High output speed: Up to 1,000 pcs / min
- ✓ DUT auto positioning for packing
- ✓ CPK and quality control software

(Model: 1870)



Wound Component EST Analyzer

New

Patent



- ✓ First combining impulse tester and hipot analyzer
- ✓ Multichannel scanning: Up to 40 channels with patented 4-wire port.
- ✓ Test Range: 5kVac/6kVdc; 6kV impulse voltage

(Model: 19036)

New 3380P/3380 VLSI Test system



New

- ✓ 50/100 MHz clock rate
- ✓ 1280 I/O pins
- ✓ Up to 1024 sites parallel testing
- ✓ 128M Memory

(Model: 3380)

Hybrid Single Site IC Test Handler



New

- ✓ Tri Temp ATC capability: -55 ~ 150°C ; Resolution: 0.1°C
- ✓ System integration with ATE, CIS handler, capture grabbing and light source
- ✓ Idea for high-end consumer/commercial and automotive products

(Model: 3110)



Automatic System Function IC Tester



(Model: 3240-Q)

- ✓ Best solution for Bluetooth, GSM, WCDMA and LTE
- ✓ RF shielding capacity 2.4~5.8 GHz
- ✓ High throughput, multi-DUTs capability up to 8 sites

Double Sided Wafer Chip Inspection System



New

- ✓ Applicable for vertical chip and flip chip
- ✓ Simultaneous top and back side inspection
- ✓ Programmable magnification change

(Model: 7936)

LED Lighting Test Line (for Production)



New

Patent

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



LEDinside "Aurora Award 2013"
「極光獎2013」

(Model: 5102)



Solar Wafer Inspection System



New

(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 Cell Quality Classifier



New

(model: 7210)

- ✓ 33um/pixel resolution
- ✓ Defect and color inspection in the same time
- ✓ Real-time illumination monitor
- ✓ SPC and defect position analysis software



Automation Integration

Test & Measurement
Technology



MES

Solutions

- LED Lighting Automatic Assembly & Testing
- Photovoltaic Automatic Testing & Sorting
- Flat Panel Display Burn-in & Testing
- Battery Cell Formation
- IC Automatic Testing & Sorting
- Auto Winding & Testing



Assembly & Test Automation





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