



致茂電子股份有限公司

2015年第1季公司概況

2015年4月30日

Test and Auto nation
turnkey 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.

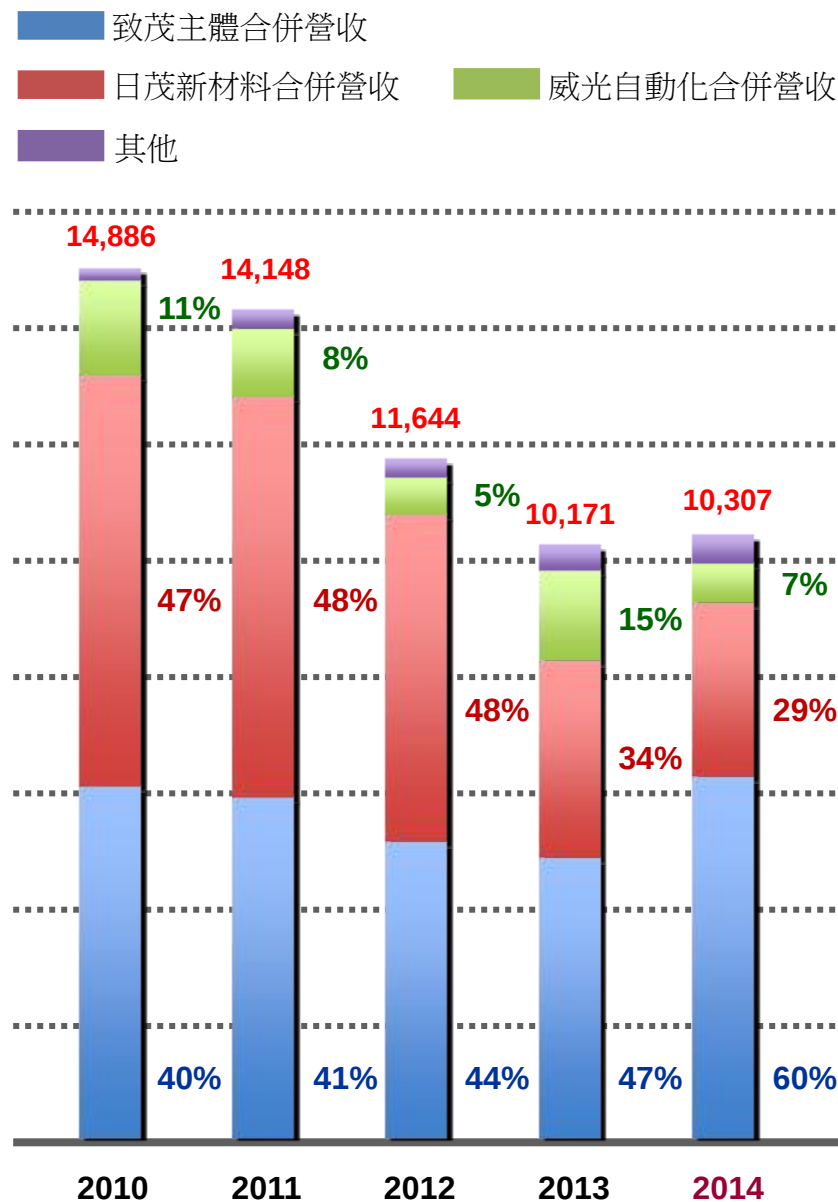
- 公司簡介
- 財務數據
- 營運概況
- 問與答

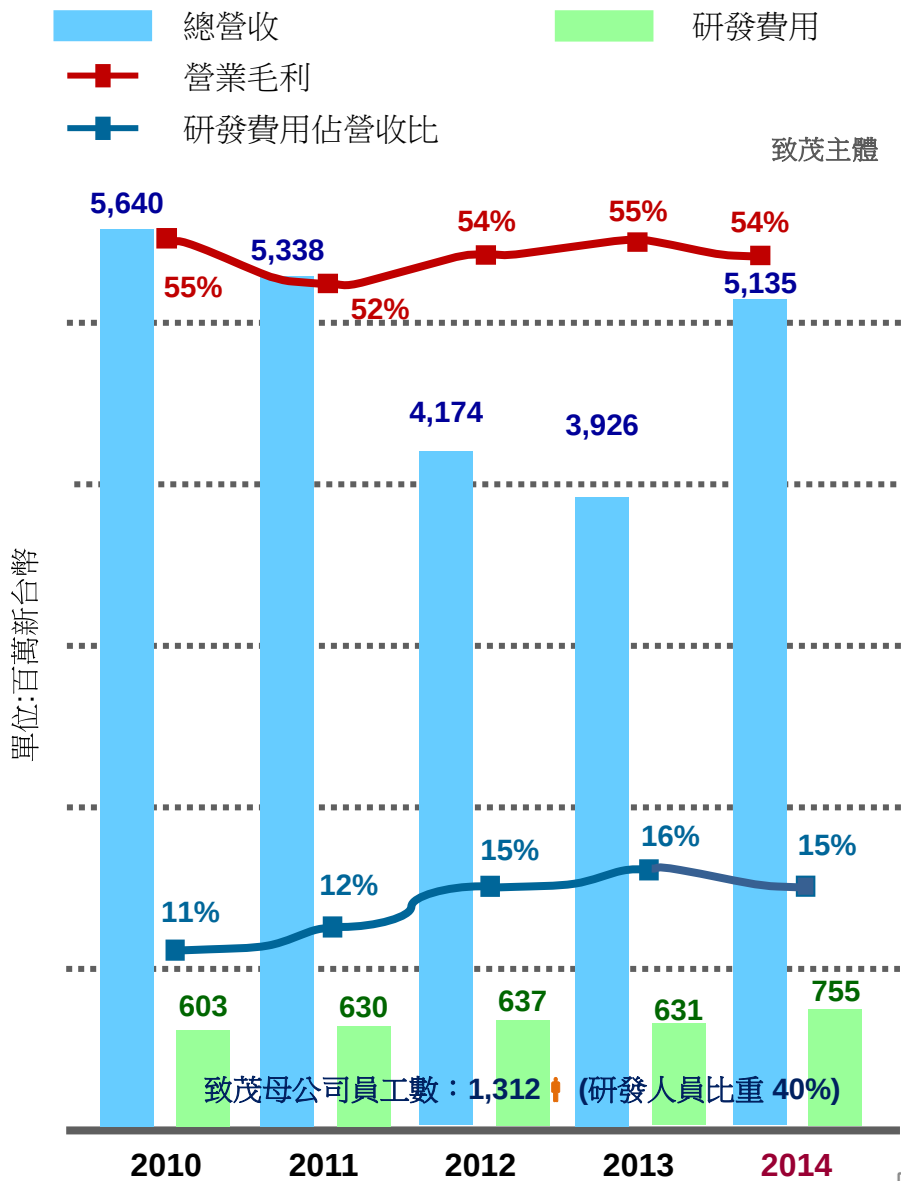
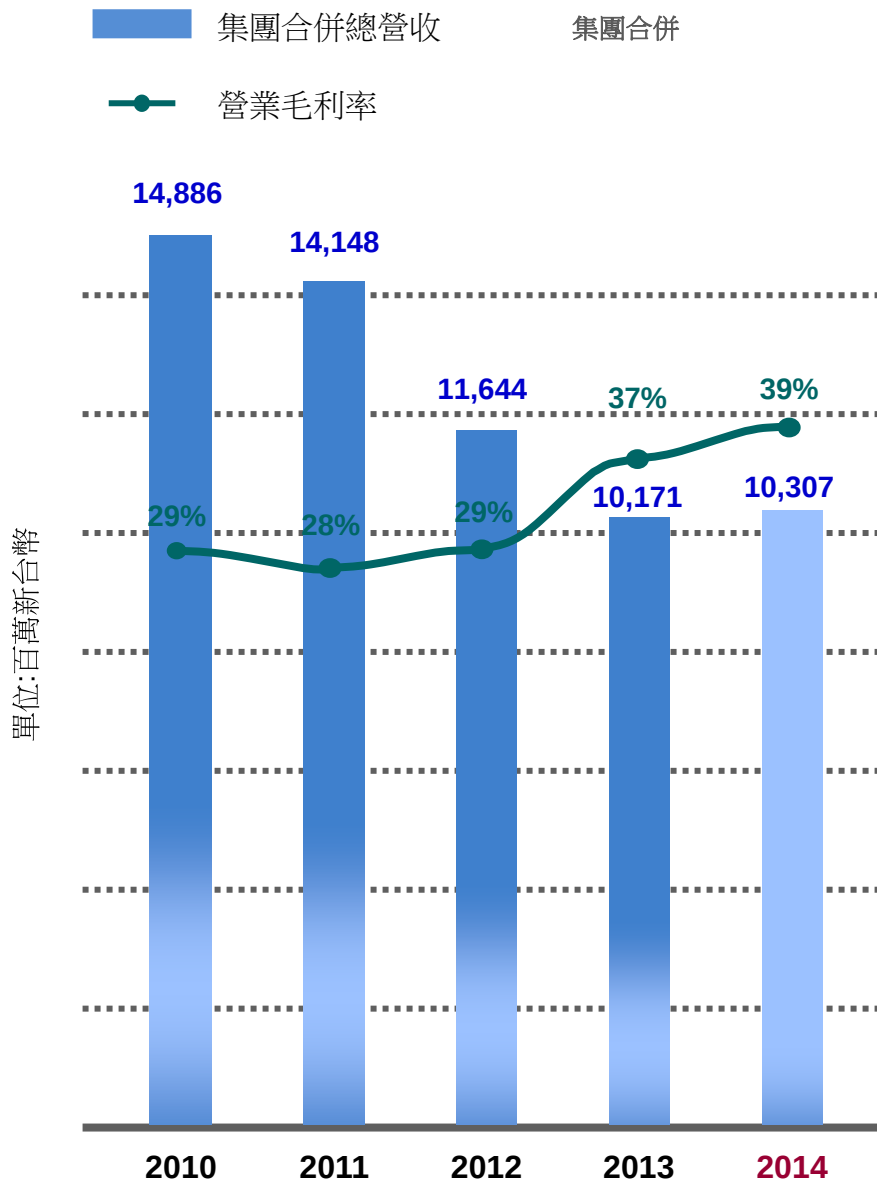
Chroma

公司簡介

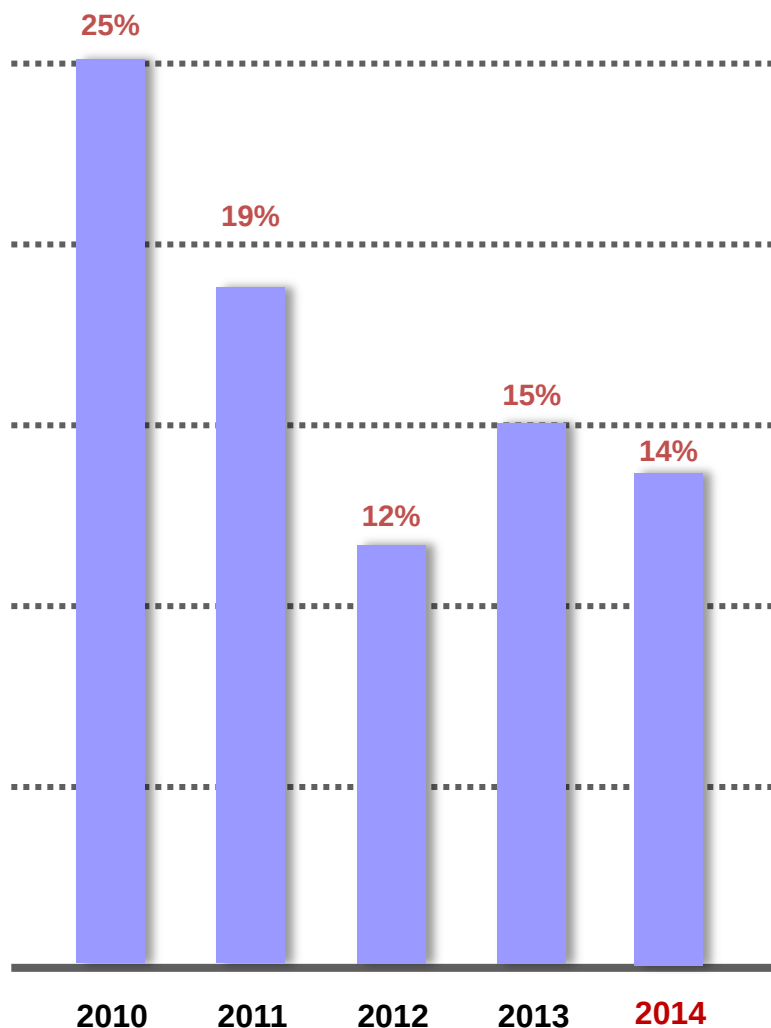
Test
Auto
Solution
providers

- 致茂電子成立於**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。
- 致茂集團包含致茂主體，威光自動化及日茂新材料三個事業體。
- 2014年合併營收為**103億**新台幣。
- 2014年淨利為**13億**新台幣。
- 致茂集團截至2015年3月底員工總數為**2,224**人。

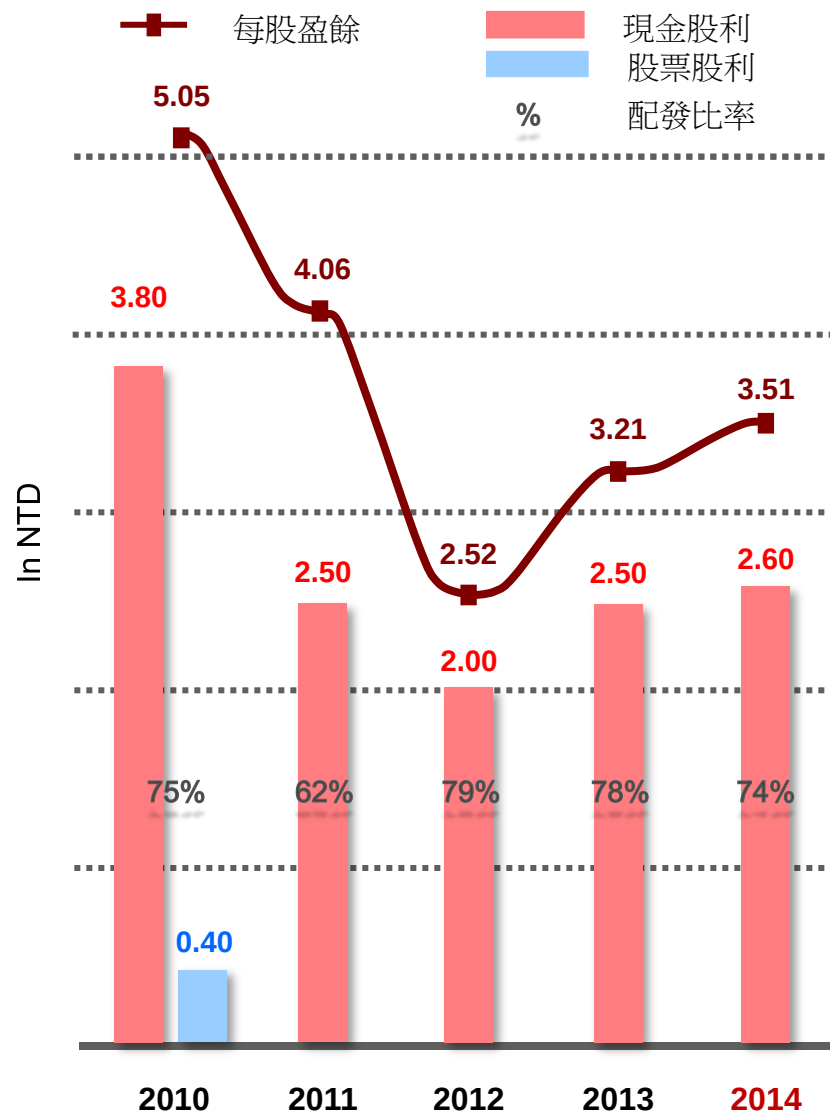




股東權益報酬率



股利政策



Global Employees : 2,268 🧑 , Branch Offices x16, Distributors x65, Subsidiaries x6



財務數據



2015年第1季合併損益表摘要

合併損益表

(單位: 佰萬新台幣, 除每股盈餘為新台幣元)

	2015.1Q	%	2014.1Q	%	YoY %
淨營業收入	1,924	100%	2,006	100.0%	(4%)
量測儀器事業部之合併營收(淨值)	1,065	56%	1,081	53.2%	(1%)
威光自動化事業部之合併營收	161	8%	96	5.4%	68%
日茂特殊材料事業部之合併營收	595	31%	728	36.3%	(18%)
其他	103	5%	101	5.1%	2%
營業成本	(1,127)	(59%)	(1,250)	(62.3%)	(10%)
營業毛利	797	41%	756	37.7%	5%
營業費用					
推銷管理費用	(472)	(25%)	(431)	(21.5%)	10%
研發費用	(194)	(10%)	(182)	(9.1%)	7%
營業淨利	131	6%	143	7.1%	(8%)
營業外收入及支出	12	1%	54	2.7%	(78%)
稅前淨利	143	7%	197	9.8%	(27%)
所得稅費用	(30)	(1%)	(25)	(1.2%)	20%
本期淨利	113	6%	172	8.6%	(34%)
其他綜合損益淨額	(51)	(3%)	48	2.4%	n/a
綜合損益總額	\$ 62	3%	\$ 220	11.0%	(72%)
淨利歸屬於:					
本公司業主	123	6%	178	8.9%	(31%)
非控制權益	(10)	-	(6)	(0.3%)	67%
	\$ 113	6%	\$ 172	8.6%	(34%)
每股盈餘	\$ 0.33		\$ 0.48		(31%)

集團合併 (單位：佰萬新台幣)

資產負債摘要

2015. 3月

2014. 12月

+ / - %

現金及流動金融資產	4,601	4,129	11%
存貨	1,587	1,605	- 1%
短期負債	323	423	- 24%
長期負債	2,422	2,488	- 3%
股東權益	9,444	9,373	1%
總資產	14,945	14,970	-

存貨週轉天數	137	91	
應收帳款週轉天數	127	108	
應付帳款週轉天數	102	76	
淨負債資產比(%)	-	-	
股東權益報酬率 (%)	5%	14%	
資產報酬率 (%)	3%	9%	

現金流量 (單位：佰萬新台幣)

2015.1Q

2014.1Q

年成長

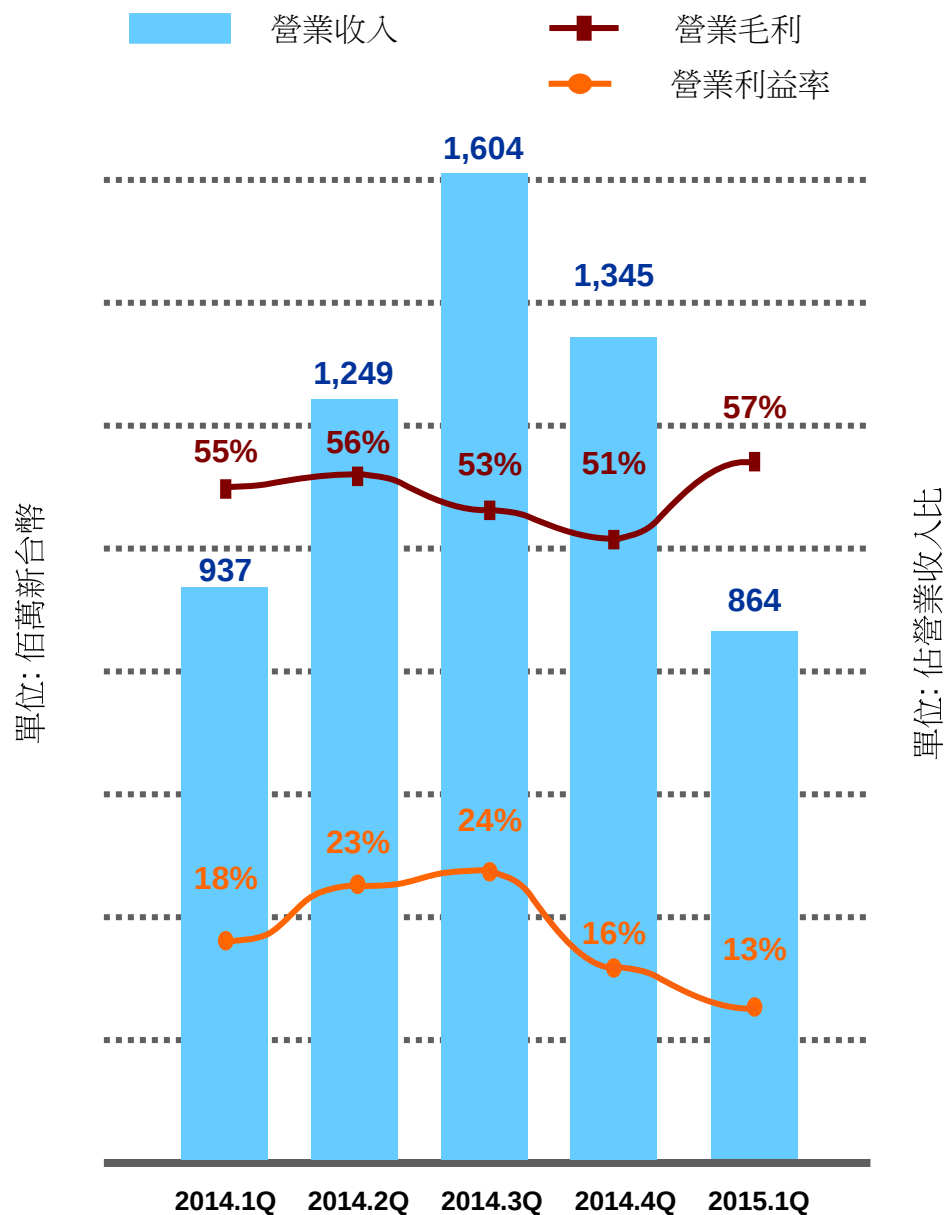
未計利息稅項折舊及攤銷	234	271	(14%)
營業現金流入	807	303	166%
自由現金流量	534	287	86%

● 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)。

第1季重點摘要

- 總營業收入: \$8.64億新台幣，
季減少36%，年減少8%
- 營業毛利率: 57%
- 營業利益率: 13%
- 淨利: \$1.23億新台幣，
季下滑61%，年減少31%
- 2015年第1季摘要:
 - ✓ 第一季營業收入主要貢獻來自於
量測設備與自動化檢測系統。



2015年第1季損益表摘要(母公司)

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)	2015.1Q	%	2014.4Q	%	QoQ %	2014.1Q	%	YoY %
淨營業收入	864	100%	1,345	100%	(36%)	937	100%	(8%)
營業成本	(369)	(43%)	(664)	(49%)	(44%)	(421)	(45%)	(12%)
營業毛利	495	57%	681	51%	(27%)	516	55%	(4%)
營業費用								
推銷管理費用	(210)	(24%)	(259)	(19%)	(19%)	(183)	(19%)	15%
研發費用	(176)	(20%)	(213)	(16%)	(17%)	(162)	(17%)	9%
營業淨利	109	13%	209	16%	(48%)	171	19%	(36%)
營業外收入及支出 ●	31	4%	142	10%	(78%)	31	3%	-
稅前淨利	140	16%	351	26%	(60%)	202	22%	(31%)
所得稅費用	(17)	(2%)	(32)	(2%)	(47%)	(24)	(3%)	(29%)
本期淨利	\$ 123	14%	\$ 319	24%	(61%)	\$ 178	19%	(31%)
其他綜合損益淨額	(51)	(6%)	102	7%	n/a	47	5%	n/a
綜合損益總額	\$ 72	8%	\$ 421	31%	n/a	\$ 225	24%	(68%)
每股盈餘 (基本)	\$ 0.33		\$ 0.85		(61%)	\$ 0.48		(31%)
每股盈餘 (稀釋)	\$ 0.32		\$ 0.84		(62%)	\$ 0.47		(32%)

● 本季營業外收入包含100%持有之子公司淨利認列，日茂為獲利為1仟1佰萬新台幣 (季減少45%，年減少32%)，威光為獲利3仟2佰萬新台幣(季持平，年成長256%)。

未合併 (單位：佰萬新台幣)

資產負債摘要

	<u>2015. 3月</u>	<u>2014. 12月</u>	+ / - %
現金及流動金融資產	2,340	2,168	8%
存貨	1,315	1,257	5%
短期負債	140	151	- 7%
長期負債	2,297	2,361	- 3%
股東權益	9,334	9,271	1%
總資產	13,144	13,290	- 1%
存貨週轉天數	314	186	
應收帳款週轉天數	216	141	
應付帳款週轉天數	124	71	
淨負債資產比(%)	1%	5%	
股東權益報酬率 (%) ●	5%	15%	
資產報酬率 (%) ●	4%	11%	

現金流量 (單位：佰萬新台幣)

	<u>2015.第1季</u>	<u>2014.第4季</u>	<u>QoQ</u>	<u>2014.第1季</u>	<u>YoY</u>
未計利息稅項折舊及攤銷	186	397	(53%)	240	(23%)
營業現金流入	419	187	124%	354	18%
自由現金流量 ●●	224	412	(46%)	332	(33%)

● 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)。

營運概況



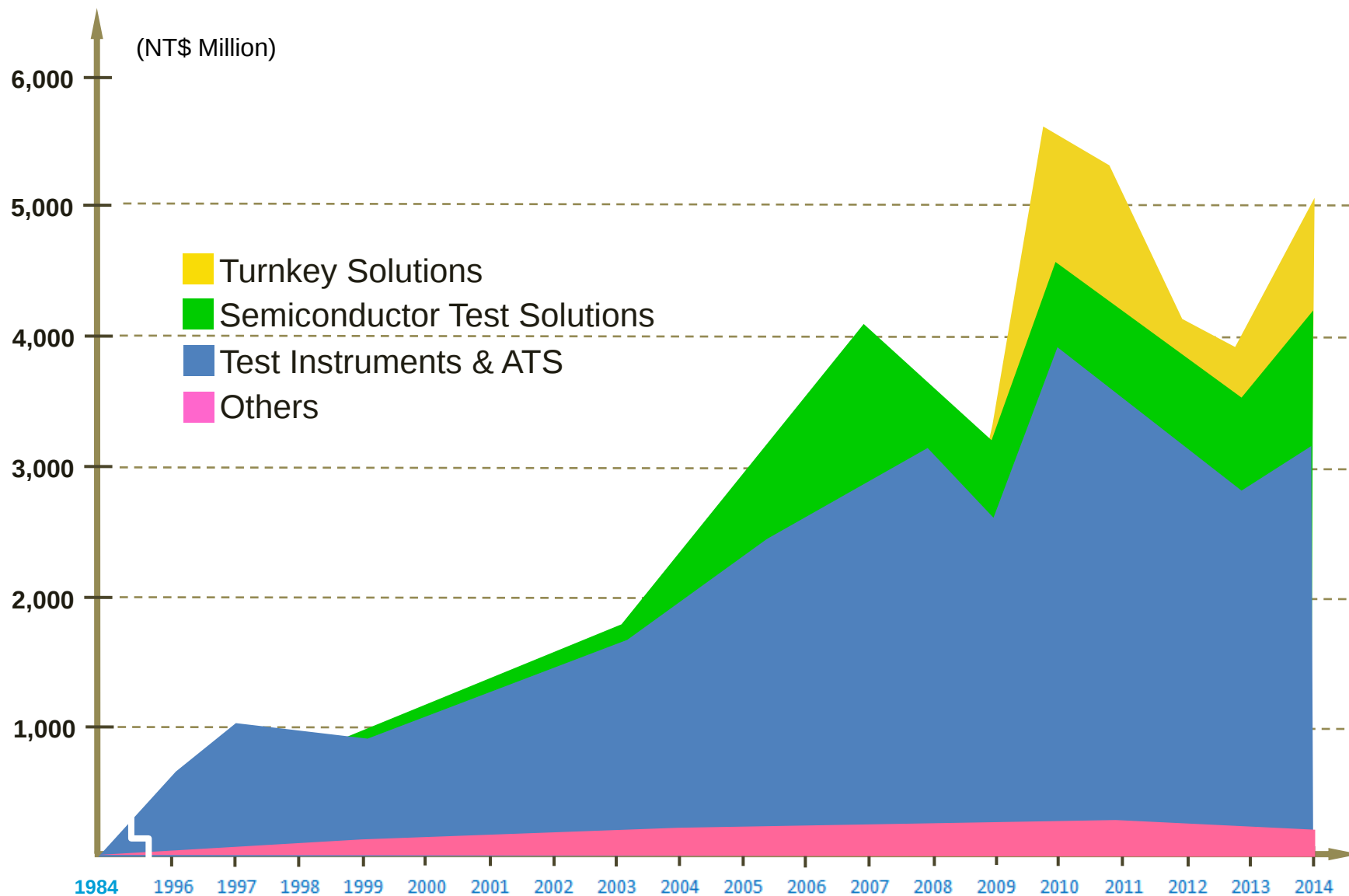
產品銷售佔比 (每季)

(單位:百萬新台幣)

	<u>2015.1Q</u>	<u>%</u>	<u>2014.4Q</u>	<u>%</u>	<u>QoQ</u>	<u>2014.1Q</u>	<u>%</u>	<u>YoY</u>
量測及自動化檢測設備	646	75%	810	60%	(20%)	594	63%	9%
半導體測試解決方案	152	18%	291	22%	(48%)	158	17%	(4%)
Turnkey Solutions	28	3%	179	13%	n/a	146	16%	n/a
其它	38	4%	65	5%	(42%)	39	4%	-
合計	864	100.0%	1,345	100.0%	(36%)	937	100.0%	(8%)

(Unit: Million NTD)	<u>2015.1Q</u>	<u>%</u>	<u>2014.4Q</u>	<u>%</u>	<u>QoQ</u>	<u>2014.1Q</u>	<u>%</u>	<u>YoY</u>
致茂電子 (含海外量測事業子公司)	1,065	56	1,667	64%	(36%)	1,081	54%	(1%)
威光自動化	161	8%	201	8%	(20%)	96	5%	68%
日茂新材料	595	31%	623	24%	(4%)	728	36%	(18%)
其它	103	5%	116	4%	(11%)	101	5%	2%
集團合併營收	1,924	100.0%	2,607	100.0%	(26%)	2,006	100.0%	(4%)

- 因受市場資本支出減少及淡季影響，致茂母公司第**1**季營業收入較去年同期下滑**8%**。但量測及自動化檢測設備仍舊叫去年同期成長**9%**。
- 致茂公司預期第二季之獲利將優於前兩季。
- 市場對工業自動化(IA)需求仍舊強勁。公司預期集團合併營收來自工業自動化相關事業體之佔比將由**2014**年**16%**成長至**20%**以上。
- 為因應快速成長之物聯網(IoT)市場，致茂電子已具備相關之測試解決方案及系統整合能力，此將成為近期成長動能。





Emerging Industries

Smart Factory

Internet of Things

Growth Engines

LED

Photovoltaic

Electric Vehicle

Battery

Semiconductor

Plat Panel
Display

Consumer
Electronics

Optics

PC/NB

Power
Electronics

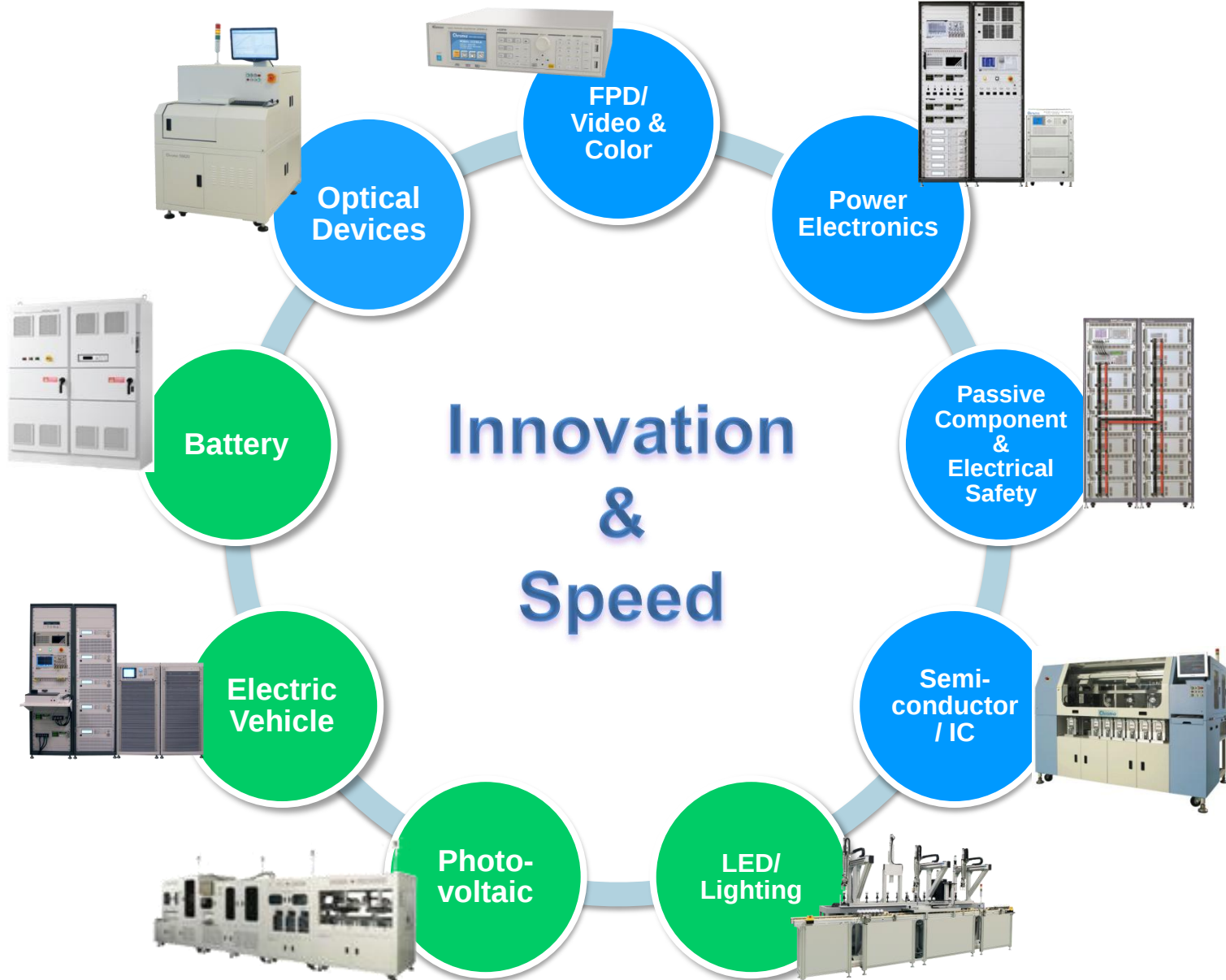
Passive
Component

Internet/
Networking

Niche Market

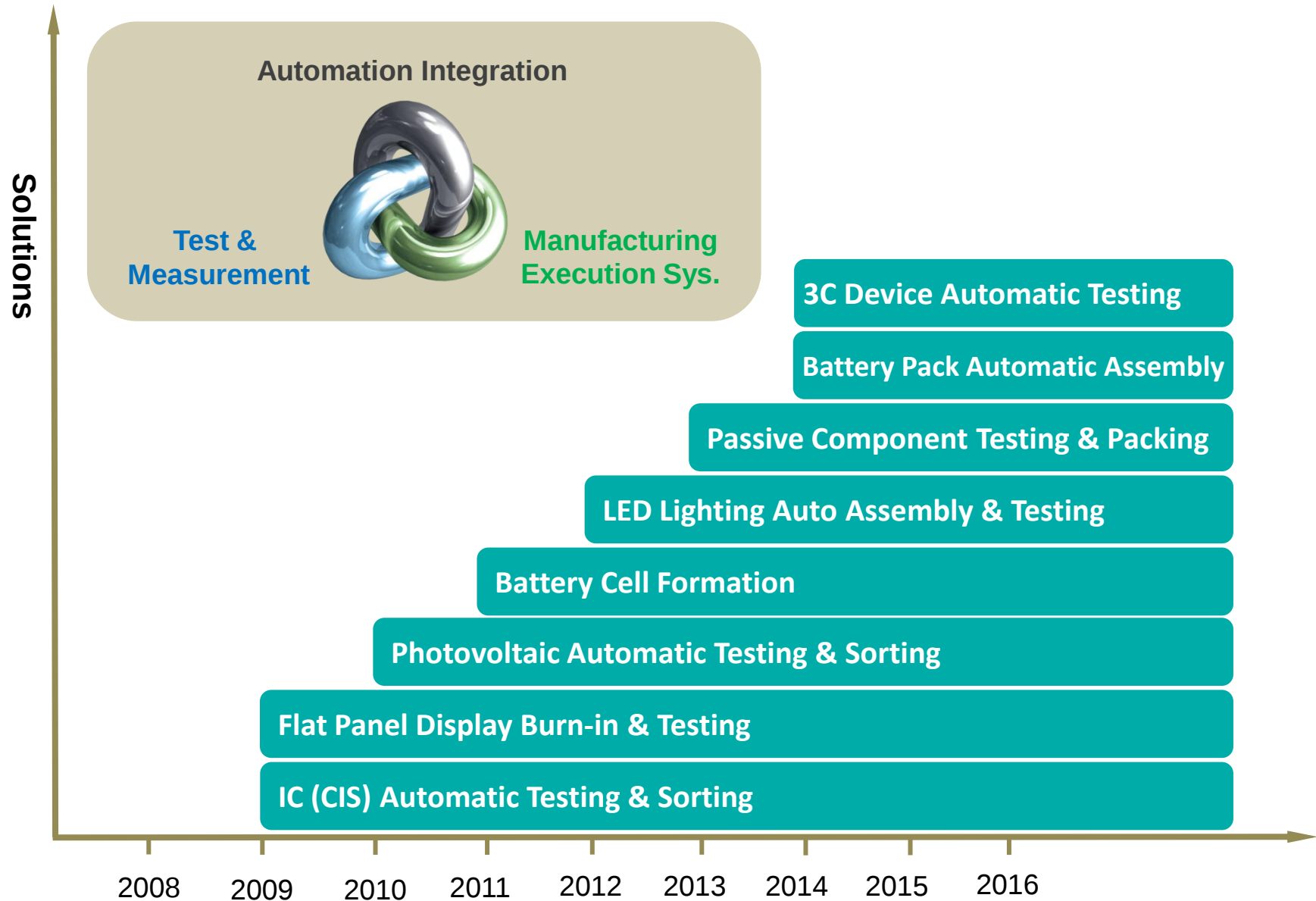
Chroma

Niche Product



Turnkey Solutions for Smart Factory



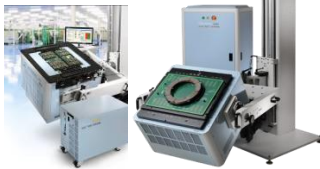


IoT Test Solutions

Sensor Layer Applications

DUT

Test Solutions

Wireless	MCU	PMIC	Sensors
• Connectivity (WiFi, Bluetooth, GPS) • Mobile (GSM, WCDMA, LTE) • PA / FEM • TV / FM Tuner	• MCU • MCU + ADDA • MCU + E-MEM • MCU + RF • MCU + PMIC	• LDO • Regulators • DC/DC • AC/DC • PMIC • LED Driver • Integrated Power MOS • Motor Drive	• CIS • Light Sensors • Compass • M Sensors • G Sensors • Gyro • RF ID/Smart Card • Temperature Sensor
 PXI RF System  3240Q RF IC Handler  Adivic MP5800	 36XX / 33xx Series  31XX series	 36XX Series  VI45/PVI100	 33XX Series  3380P + 3270 Integrated Solution

Network Layer Applications

DUT

Test Solutions

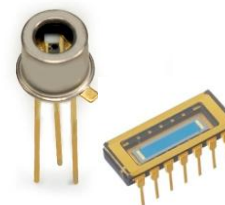
Wafer

- VCSEL
- EEL
- Photo Diode



Package

- TO-CAN
- TOSA
- ROSA
- BOSA
- CoC
- CoS



Wireless

- WiFi
- Bluetooth
- GPS
- LTE



Burn-In system

VCSEL Tester



TO-CAN Laser Diode
Burn-In system

TO-CAN package
Inspection System



Double Sides Wafer
Inspection System



Laser Diode
Characterization System



Wireless Communication
Test System



Bluetooth Tester



Wireless Test Station



GPS Simulator



RF Recorder/Player



**let's make a better world
Thank You!**