



CHROMA ATE INC.

2016.1Q Investor Conference

Paul Ying, CFO

28th April, 2016

Test
and
Auto
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.

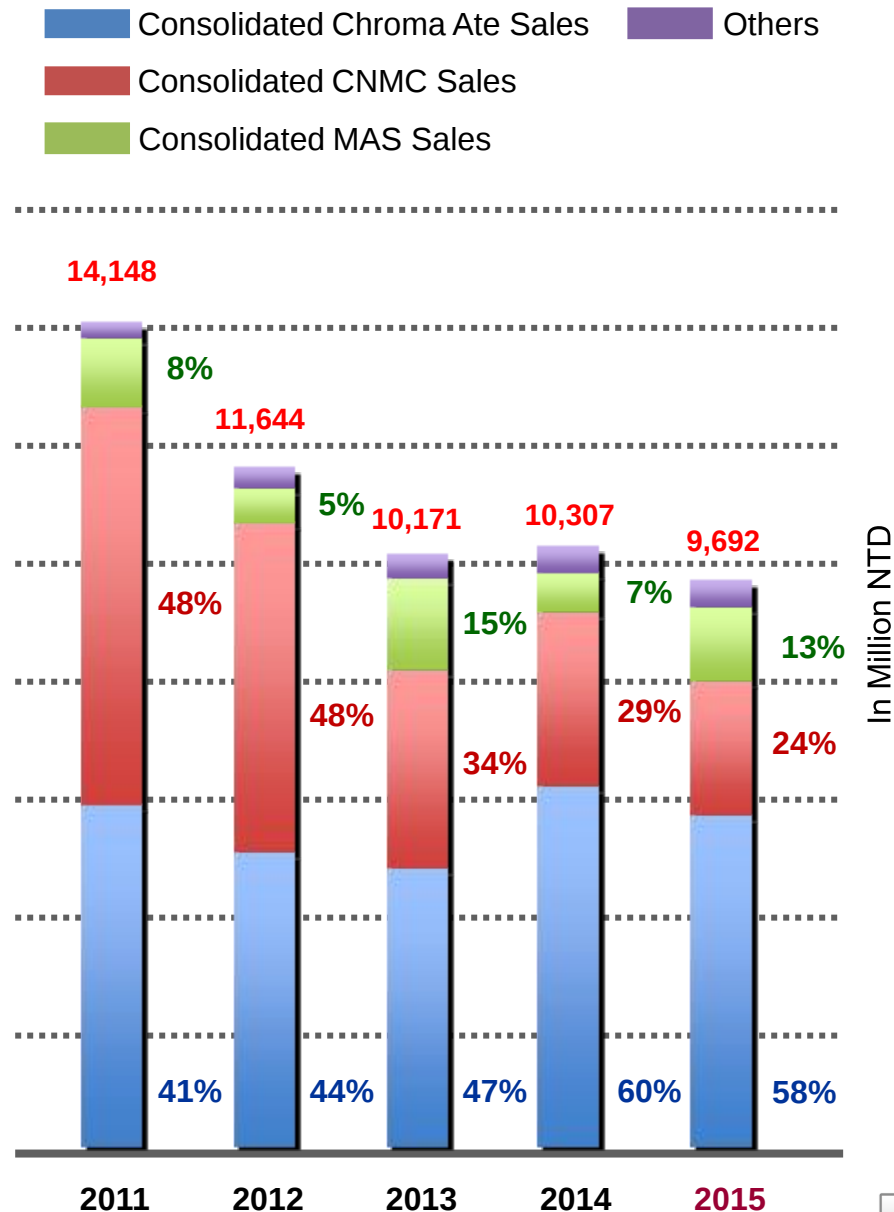
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- **Operation Highlights**
- **Q&A**

CORPORATE PROFILE



Corporate Profile

- Chroma Group founded in 1984, a world leading own brand turnkey test & automation solution provider, specialized in electronics test and measurement instruments and ATS (auto test system). Businesses cover test and measurement instruments and ATS for various industries, and a turnkey solution as an integration of Test and Measurement , Automation and MES (manufacturing execution system).
- Key success: Precision, Reliability, Innovation
- Chroma group encompass business unit of Chroma Ate Inc., Modular Assembly System (MAS) and Chroma New Material Corp (CNMC).
- 2015 Consolidated Sales : NT\$ 9.69 billion
- 2015 Net Income: NT\$1.24 billion
- [Harvard Business Review \(HBR\)](#) names Chroma CEO Leo Huang as “The Taiwan Best Performing CEO” (Rank 38).

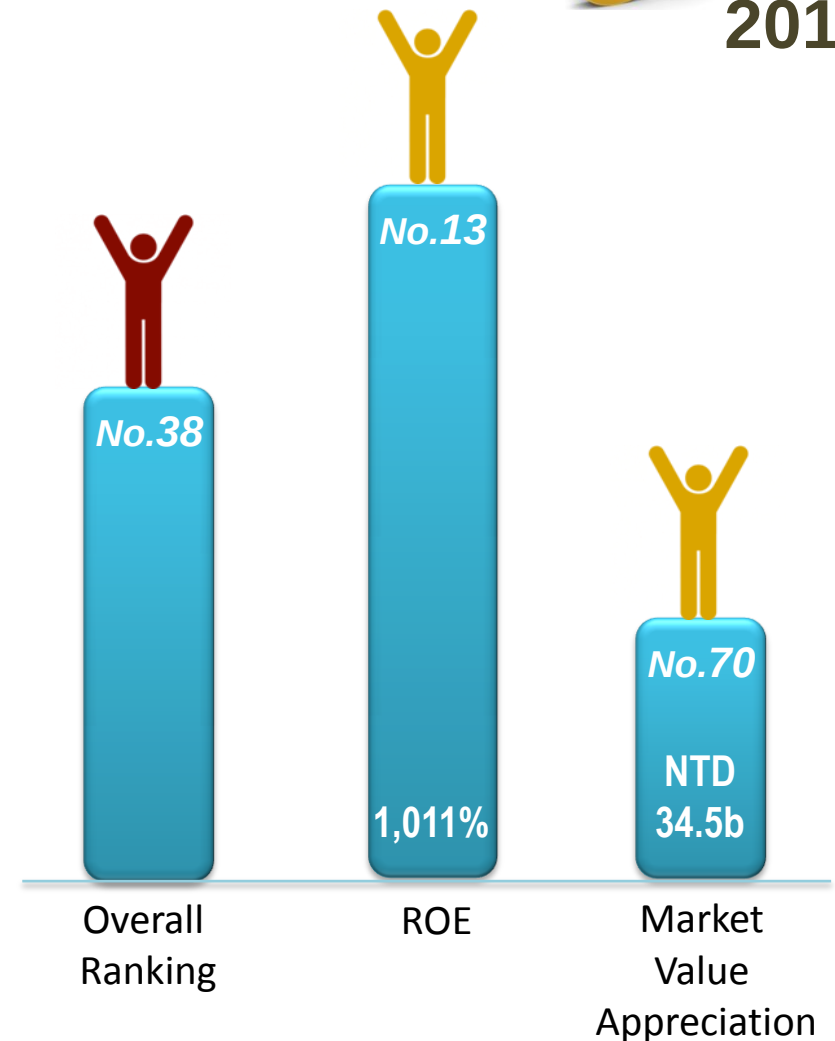




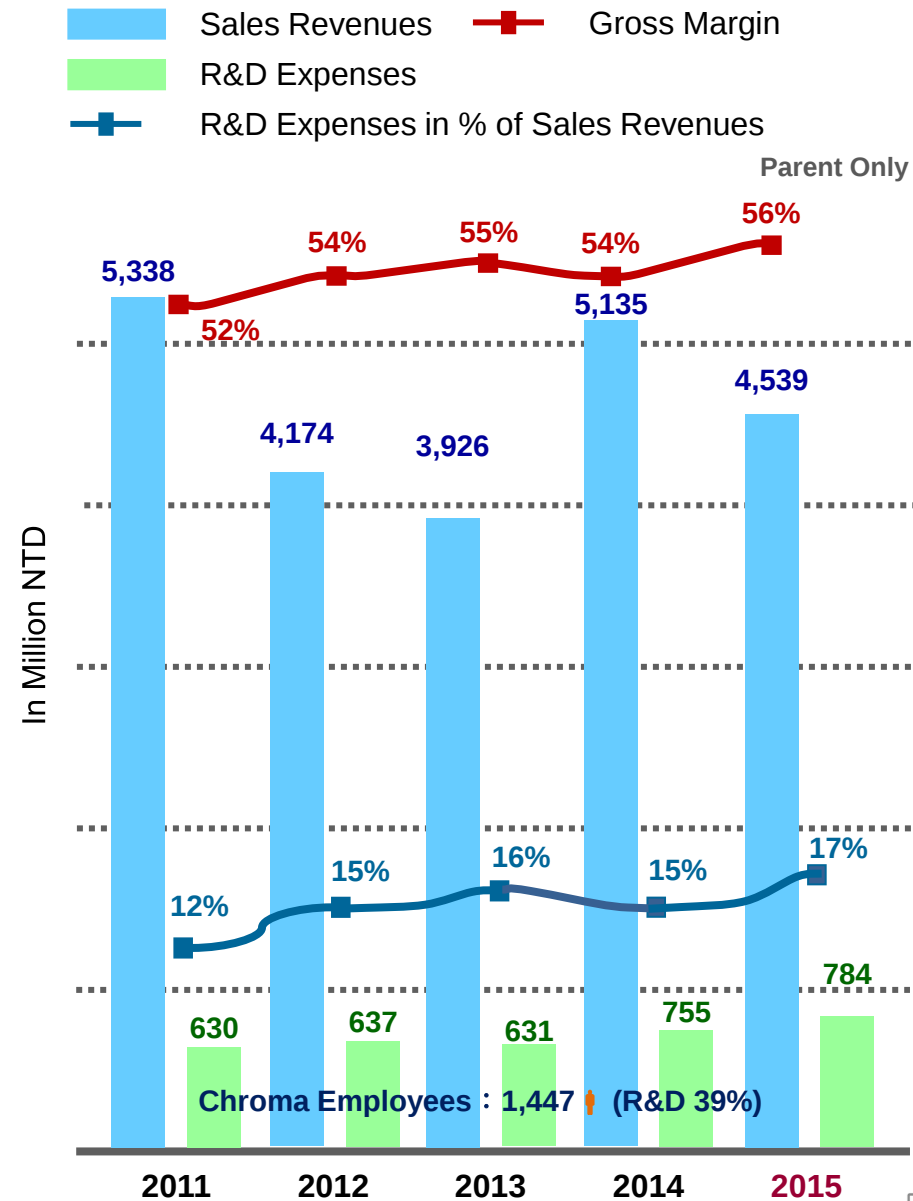
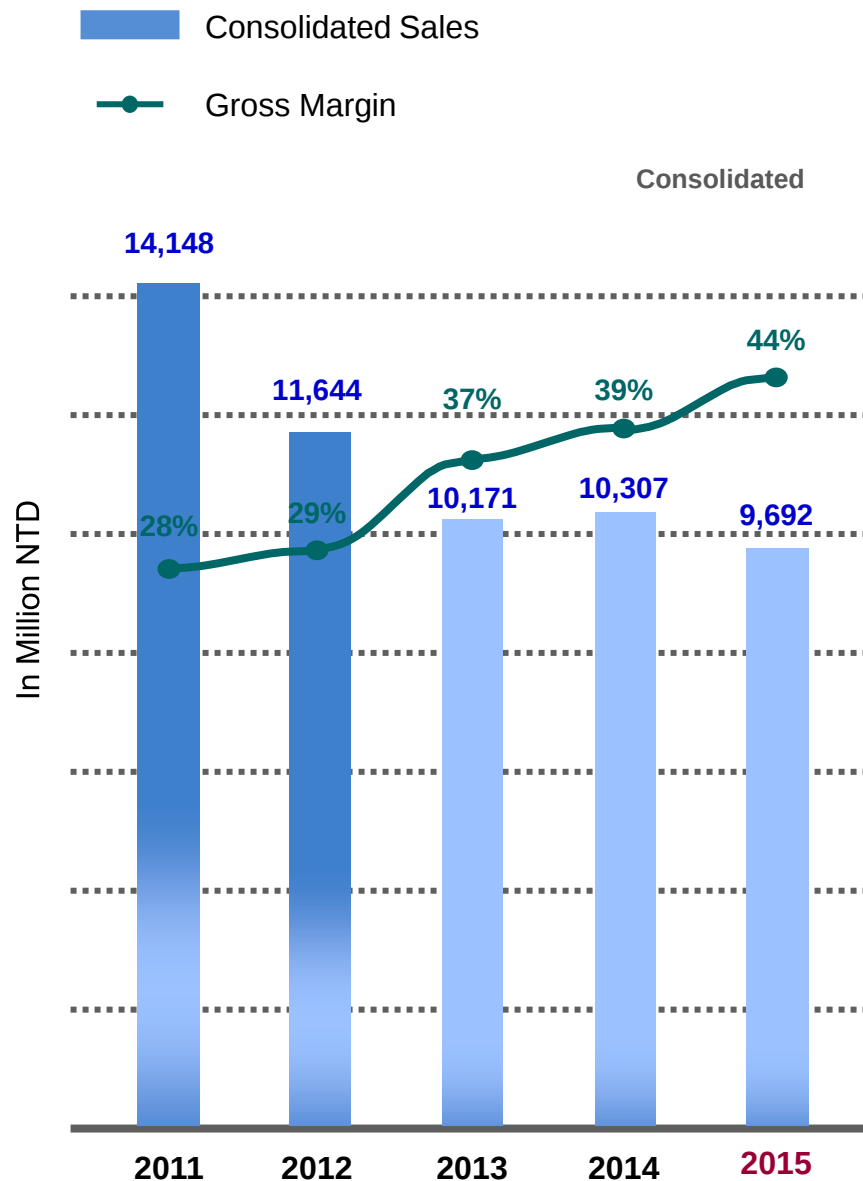
Harvard Business Review



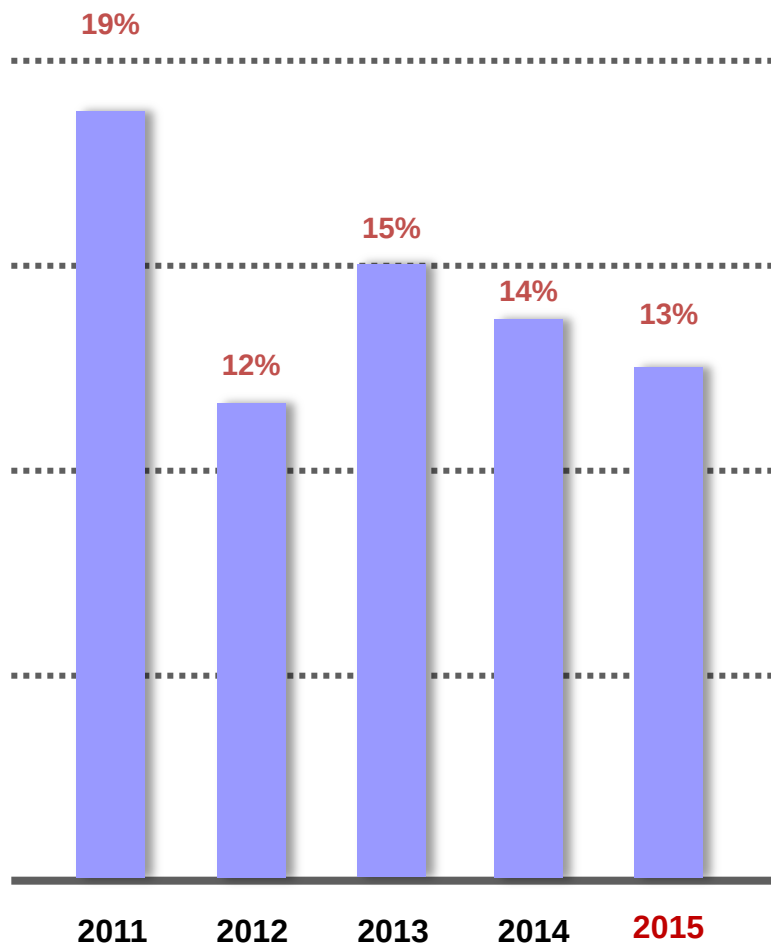
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2016



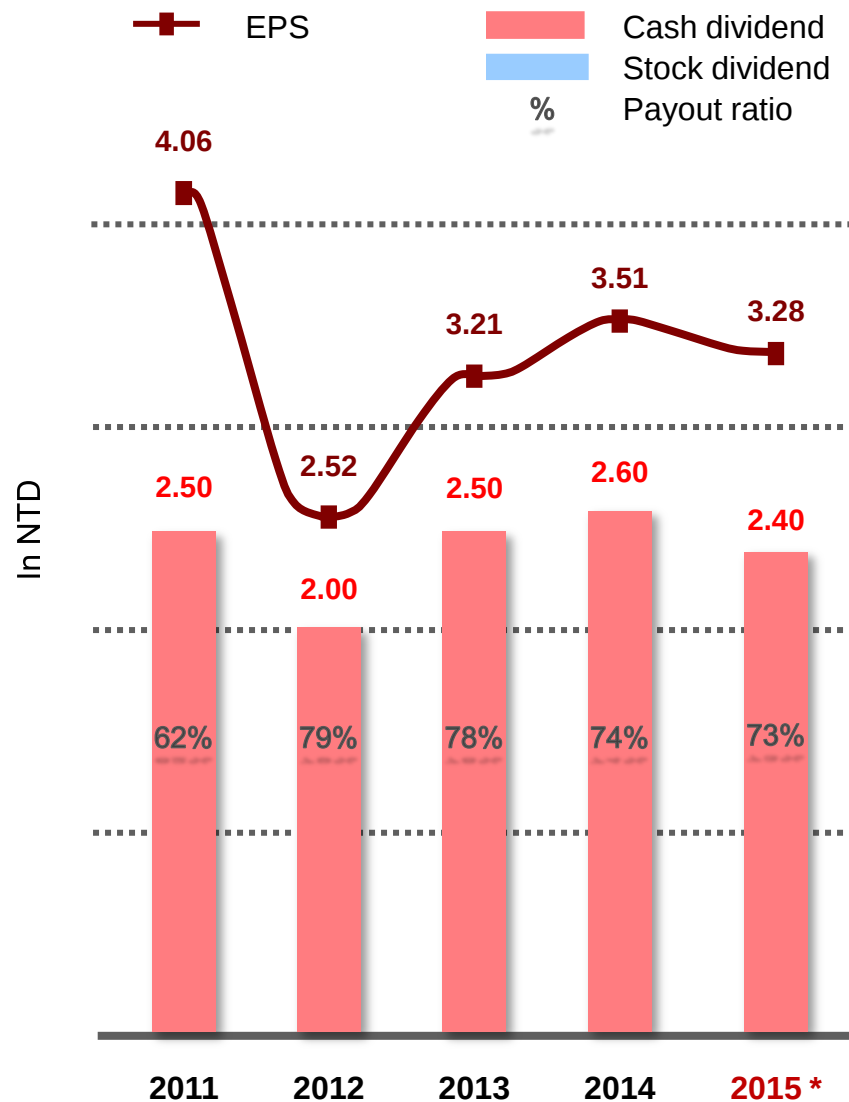
Financial Performance



ROE



Dividend



* The dividend will be paid out after the resolutions of Annual General Shareholders meeting.

Chroma Global Network

Chroma

Global Employees : **2,367** 🧑 , Branch Offices **x17**, Distributors **x68**



FINANCIAL REVIEW



Year 2016.1Q Condensed Consolidated Income Statement

Condensed Consolidated P&L

(In Million NTD, except for EPS in NTD) (Unaudited)

	2016.1Q	%	2015.1Q	%	YoY %
Net Sales	2,610	100%	1,924	100%	36%
Consolidated Sales of Testing Equipment Business	1,904	73%	1,065	56%	79%
Consolidated Sales of MAS	41	2%	161	8%	(75%)
Consolidated Sales of New Material	568	22%	595	31%	(5%)
Others	97	3%	103	5%	(6%)
Cost of Goods Sold	(1,456)	(56%)	(1,127)	(59%)	29%
Gross Profit	1,154	44%	797	41%	45%
Operating Expenses:					
General & Administration	(533)	(20%)	(472)	(25%)	13%
Research & Development	(237)	(9%)	(194)	(10%)	22%
Operating Income	384	15%	131	6%	193%
Non-Operating Income (Expenses), net	(12)	(1%)	12	1%	n/a
Income (Loss) Before Tax	372	14%	143	7%	160%
Income Tax	(66)	(2%)	(30)	(1%)	120%
Net Income	\$ 306	12%	113	6%	171%
Other Comprehensive Income (Losses)	(21)	(1%)	(51)	(3%)	(59%)
Comprehensive Income	\$ 285	11%	\$ 62	3%	360%
Net Income (Losses) Attributable To:					
Shareholders of the Parent	321	12%	123	6%	161%
Noncontrolling Interests	(15)	-	(10)	-	50%
	\$ 306	12%	\$ 113	6%	171%
EPS (Basic)	\$ 0.85		\$ 0.33		158%
EPS (Diluted)	\$ 0.80		\$ 0.32		150%

Balance Sheet Highlights & Financial Ratio

Consolidated (In Million NTD) (Unaudited)

2016. March

2015. Dec

+ / - %

Balance Sheet Highlights

Cash & Short Term Investments	5,323	5,116	4%
Inventory	1,779	1,636	9%
Short Term Debt	577	333	73%
Long Term Debt	2,880	3,142	- 8%
Shareholders Equity	9,872	9,531	4%
Total Assets	16,539	16,060	3%

Inventory Turnover (Day)	106	108
AR Turnover (Day)	85	108
AP Turnover (Day)	93	91
Net Debt to Equity (%)	Negative	Negative

ROE (%) ●	13%	13%
ROA (%) ●	8%	8%

Cash Position

2016.1Q

2015.1Q

YoY

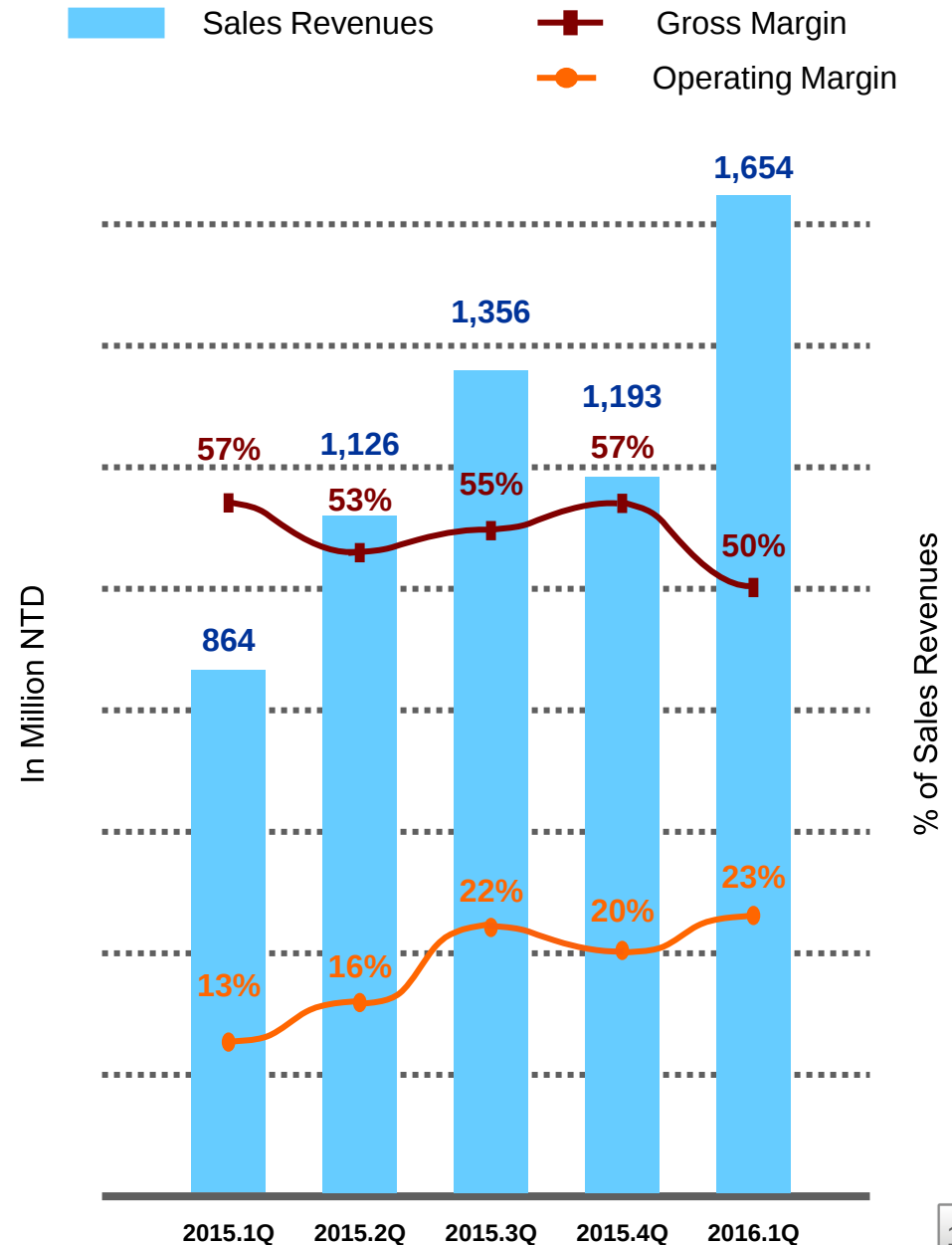
EBITDA	468	234	100%
Cash Flow from Operation	391	807	(52%)
Free Cash Flow ●●	(240)	534	n/a

● All ROE + ROA has been annualized.

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

2016.1Q Key Points

- Sales Revenue: \$ 1,654 million, up 39% QoQ, up 91% YoY
- Gross Margin: 50%
- Operating Margin: 23%
- Net Income: NT\$ 321 million, up 28% QoQ, up 161% YoY
- 2016.1Q Highlights:
 - 1Q sales hit the third highest revenues in company history
 - The major growth driver came from Turnkey Solutions, presented a 403% growth QoQ



Year 2016.1Q Condensed Income Statement

Condensed P&L – Parent Only (In Million NTD, except for EPS in NTD) (Unaudited)	2016.1Q	%	2015.4Q	%	QoQ %	2015.1Q	%	YoY %
Net Sales	1,654	100%	1,193	100%	39%	864	100%	91%
Cost of Goods Sold	(821)	(50%)	(515)	(43%)	59%	(369)	(43%)	122%
Gross Profit	833	50%	678	57%	23%	495	57%	68%
Operating Expenses:								
General & Administration	(234)	(14%)	(237)	(20%)	(1%)	(210)	(24%)	11%
Research & Development	(213)	(13%)	(204)	(17%)	4%	(176)	(20%)	21%
Operating Income	386	23%	237	20%	63%	109	13%	254%
Non-Operating Income (Expenses), net ●	(7)	-	50	4%	n/a	31	4%	n/a
Income (Loss) Before Tax	379	23%	287	24%	32%	140	16%	171%
Income Tax	(58)	(4%)	(37)	(3%)	57%	(17)	(2%)	241%
Net Income	\$ 321	19%	\$ 250	21%	28%	\$ 123	14%	161%
Other Comprehensive Income	(20)	(1%)	(101)	(9%)	n/a	(51)	(6%)	(61%)
Comprehensive Income	\$ 301	18%	\$ 149	12%	102%	\$ 72	8%	318%
EPS (Basic)	\$ 0.85		\$ 0.66		29%	\$ 0.33		158%
EPS (Diluted)	\$ 0.80		\$ 0.62		29%	\$ 0.32		150%

● 100% owned subsidiaries' income - New Material: 12m (QoQ ↑ 9%, YoY -), MAS: (4m) .

Balance Sheet Highlights & Financial Ratio

Parent Only (In Million NTD) (Unaudited)

2016. March

2015. Dec

+ / - %

Balance Sheet Highlights

Cash & Short Term Investment	2,822	2,703	4%
Inventory	1,400	1,301	8%
Short Term Debt	348	101	245%
Long Term Debt	2,730	2,988	- 9%
Shareholders Equity	9,766	9,410	4%
Total Assets	14,726	13,965	5%

Inventory Turnover (Day)	148	231
AR Turnover (Day)	102	159
AP Turnover (Day)	81	101
Net Debt to Equity (%)	2%	4%

ROE (%) ●	13%	13%
ROA (%) ●	9%	9%

Cash Position

2016.1Q

2015.4Q

QoQ

YoY

EBITDA	425	333	28%	128%
Cash Flow from Operation	276	718	(62%)	(34%)
Free Cash Flow ●●	(487)	423	n/a	n/a

● All ROE + ROA has been annualized.

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

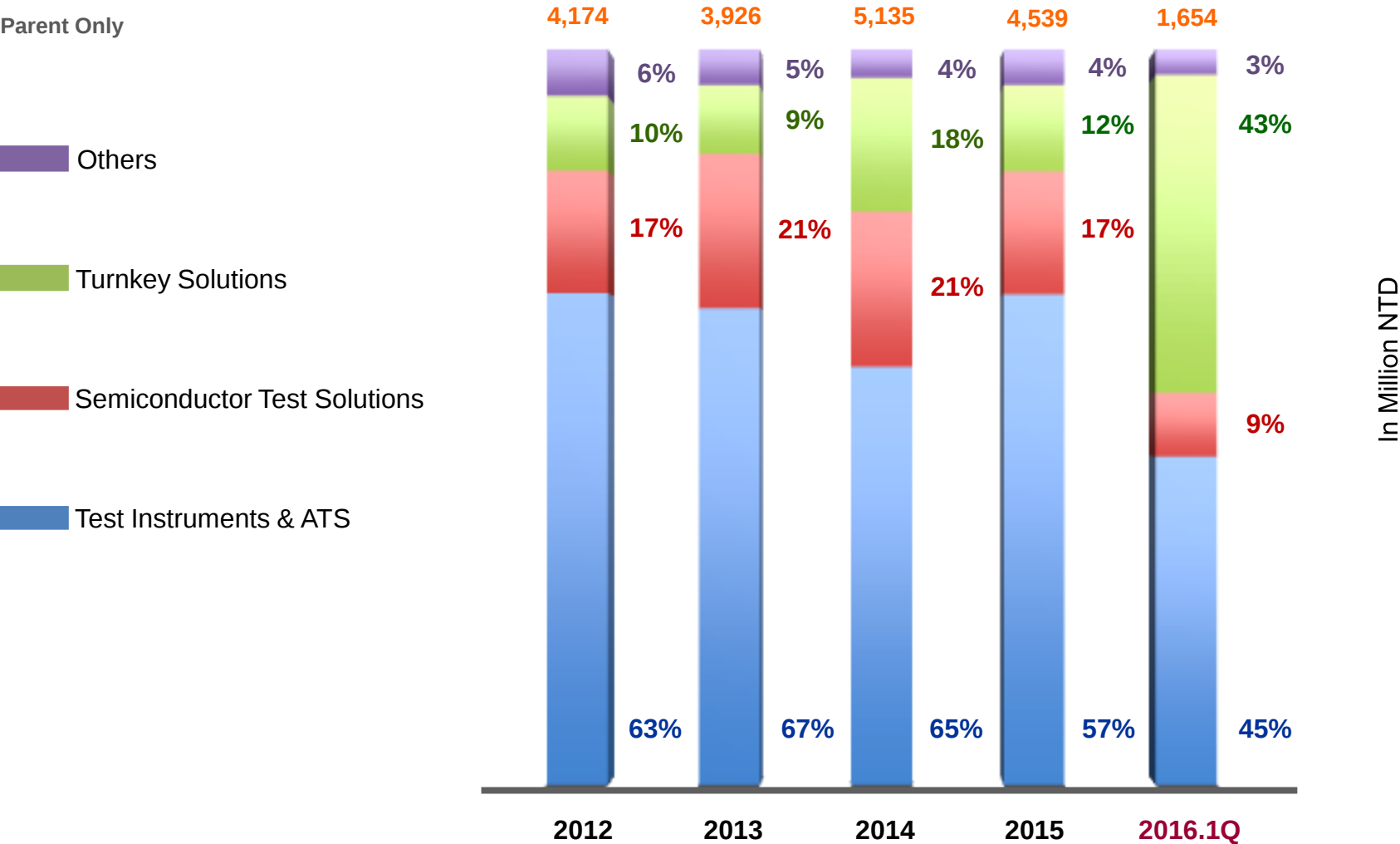
OPERATION HIGHLIGHT



Chroma Ate Inc. Sales Breakdown by Testing Solutions **Chroma**

(Unit: Million NTD)	<u>2016.1Q</u>	<u>%</u>	<u>QoQ</u>	<u>2015.1Q</u>	<u>%</u>	<u>YoY</u>
Test Instruments & ATS	739	45%	(2%)	646	75%	14%
Semiconductor Test Solutions	144	9%	(36%)	152	18%	(5%)
Turnkey Solutions	714	43%	403%	28	3%	n/a
Service & Others	57	3%	(19%)	38	4%	50%
Total	1,654	100%	39%	864	100%	91%

A Turnkey Solution and Intelligent Automation Line Provider



Sales Breakdown by Consolidated Entities

(Unit: Million NTD)	<u>2016.1Q</u>	<u>%</u>	<u>QoQ</u>	<u>2015.1Q</u>	<u>%</u>	<u>YoY</u>
Chroma Ate. Inc. included overseas affiliates	1,904	73%	22%	1,065	55%	79%
MAS	41	2%	(87%)	161	9%	(75%)
New Material	568	22%	(3%)	595	31%	(5%)
Others	97	3%	(10%)	103	5%	(6%)
Consolidated Sales	2,610	100%	2%	1,924	100%	36%

- As an increasing investment in clean tech industries, particularly in EV used lithium battery and solar cell, the Chroma parent sales revenues in first quarter 2016 hit the third highest in company history presented a strong growth of 39% QoQ and 91% YoY. The major growth driver is coming from Turnkey Solutions, which outperform the total sales of Turnkey Solution in 2015 by 1.3 times. Meanwhile, the core business of Test Instruments and ATS also presented a double digits growth of 14% compared to last year first quarter.
- The Company expected the sales revenues in 2016 would be the same seasonal pattern as usual, the 2Q sales revenues will be higher than 1Q.

TECHNOLOGY

Automated
Testing

System Integration, GB/T 18487.1
AC Type: 1~40KW,
DC Type: 10~200KW

System Integration
USB Power Delivery Emulator
Power/Comm./Protection Test

Power/Battery
Testing

High Transient Linear Load: 10us
High Power Density: 6kW@4U

High Voltage Solar Array Simulator
Voc :1000 – 1500V , Isc: Up to 150A
Power Rating: 22kW – 225kW

Passive
Comp. Testing

Impedance Measurement
Wide Freq. range: 30MHz

Impulse & Hi-pot test with Vacuum
7 in 1 (ACW/DCW/IR/IWT/DCR/L/Q Phase)

'15

'16

MARKET

EVSE/ Battery/ PV/ USB PD/ Monitor/3C Adapter & Charger/Portable & Wearable Device/ Motor



SOLUTION

TECHNOLOGY

FPD Testing

5K x 3K@60Hz
5.4Gbps lane rate

8K x 4K@60Hz

Optical Testing

High Capacity Burn-in
Max. 1,280 DUT, up to 120°C

High Temperature Uniformity
±0.5°C temperature stability

PXI SMU/CMU

High Precision PXI DPS
4 CH/Slot, 600k sampling rate

High Precision PXI SMU/CMU
Ultra high resolution

'15

'16

MARKET

HD Display/ Fiber Communication/ Mobile Phone/ Component Manufacturing/ Semiconductor/ LED



TO-CAN/CoC
Burn In System
58603



FPD Tester 27014



TOSA/BOSA
Temp. Control
System
58691



8K FPD Tester

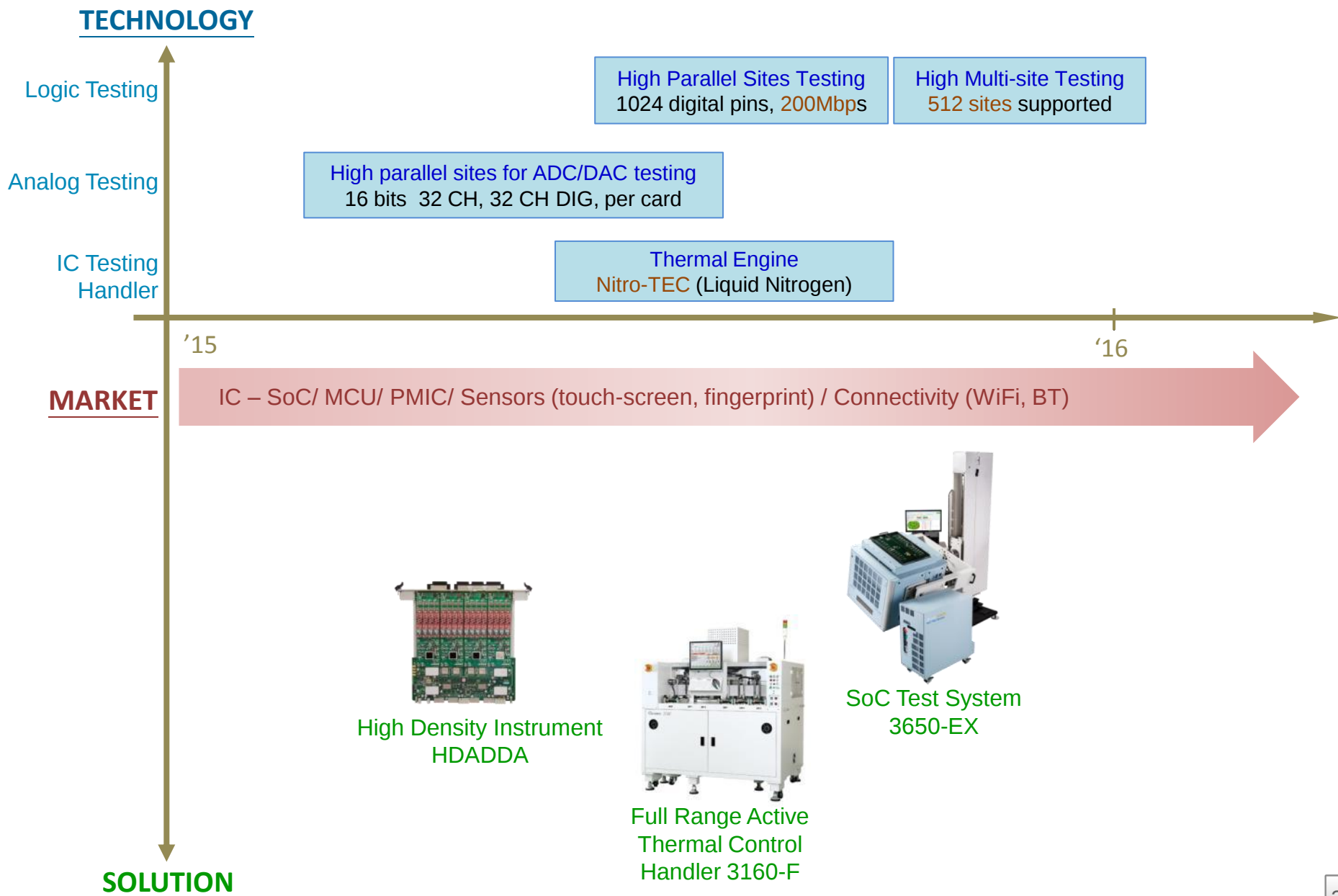


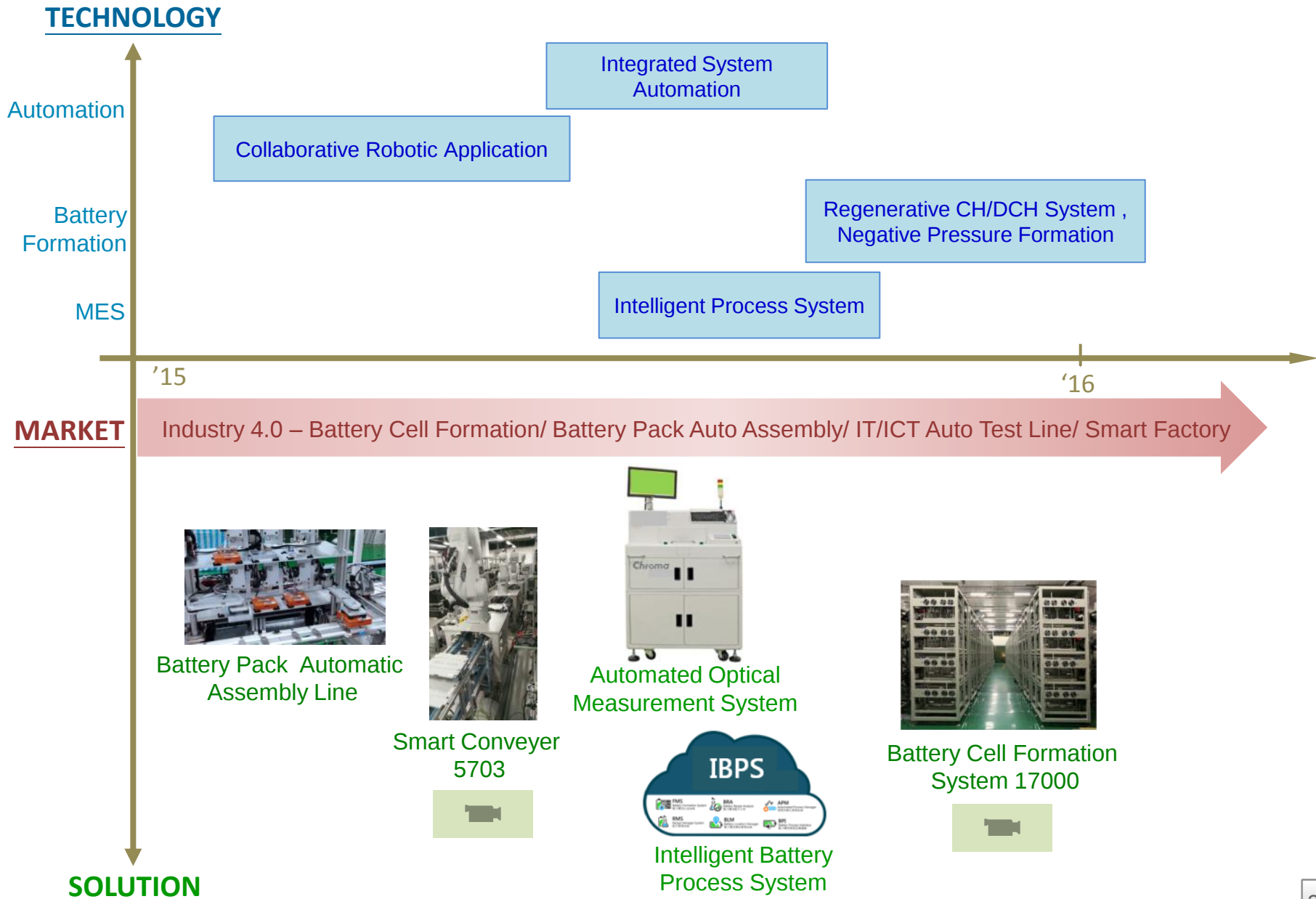
PXI e SMU
52304



PXIe
SMU/CMU
52XXX

SOLUTION







let's make a better world.

Thank You!