



CHROMA ATE INC.

2016.3Q Investor Conference

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24th October, 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.

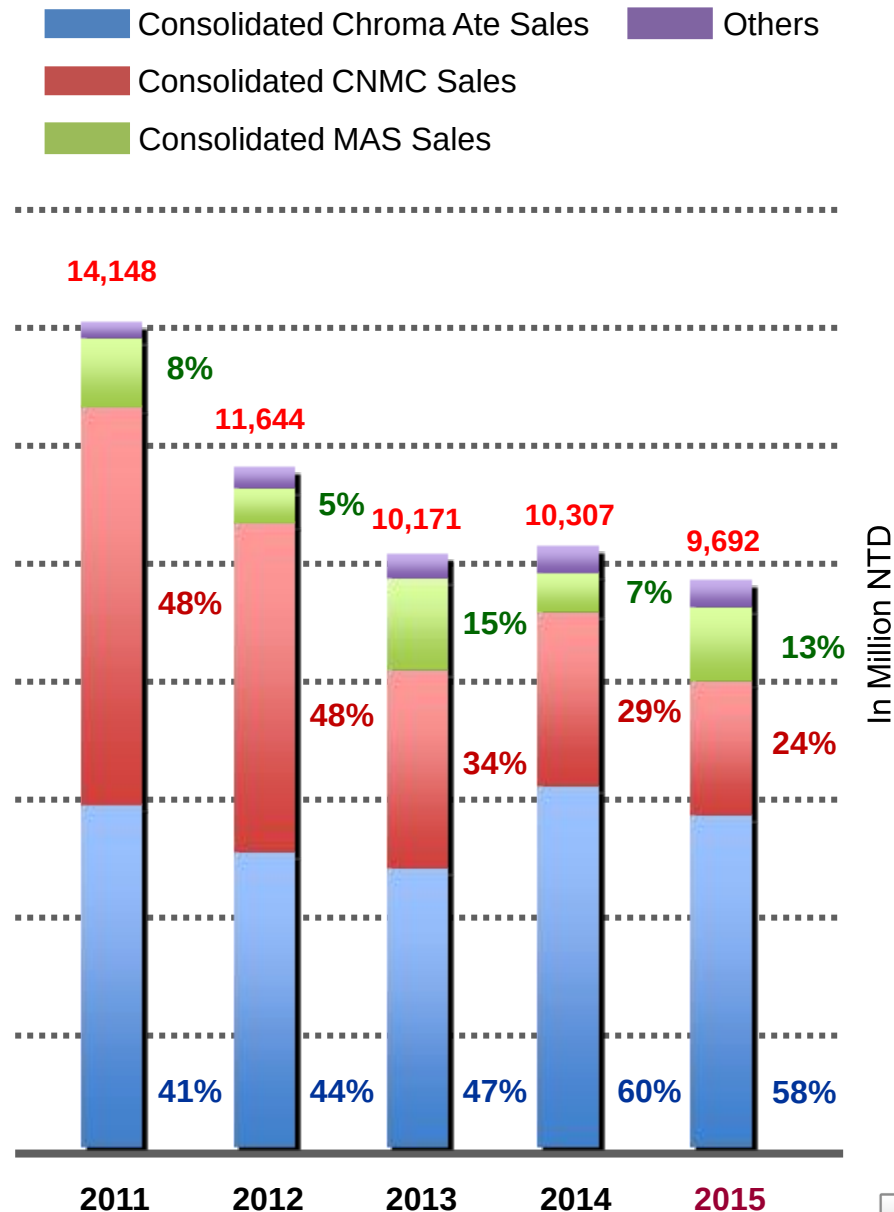
- **Corporate Profile**
- **Financial Review**
- **Operation Highlights**
- **Q&A**

CORPORATE PROFILE

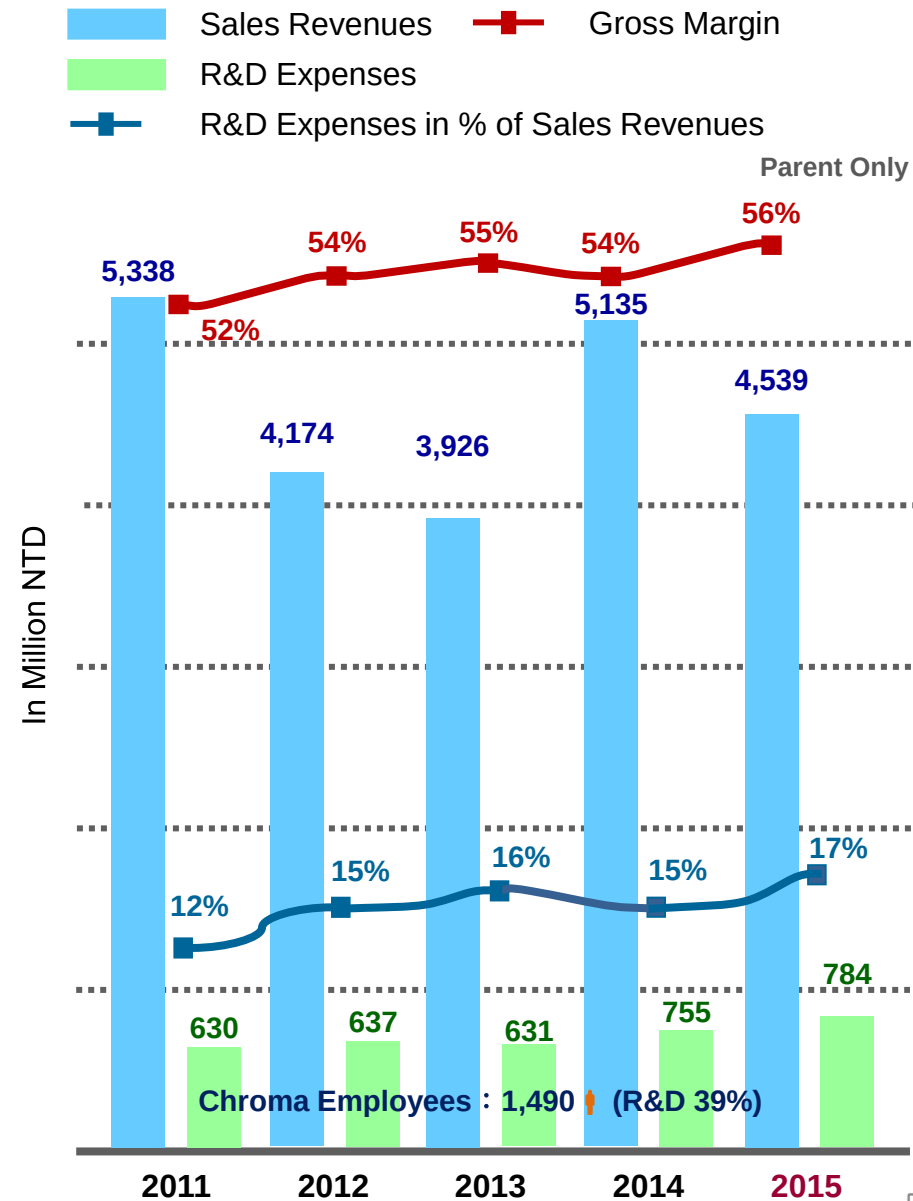
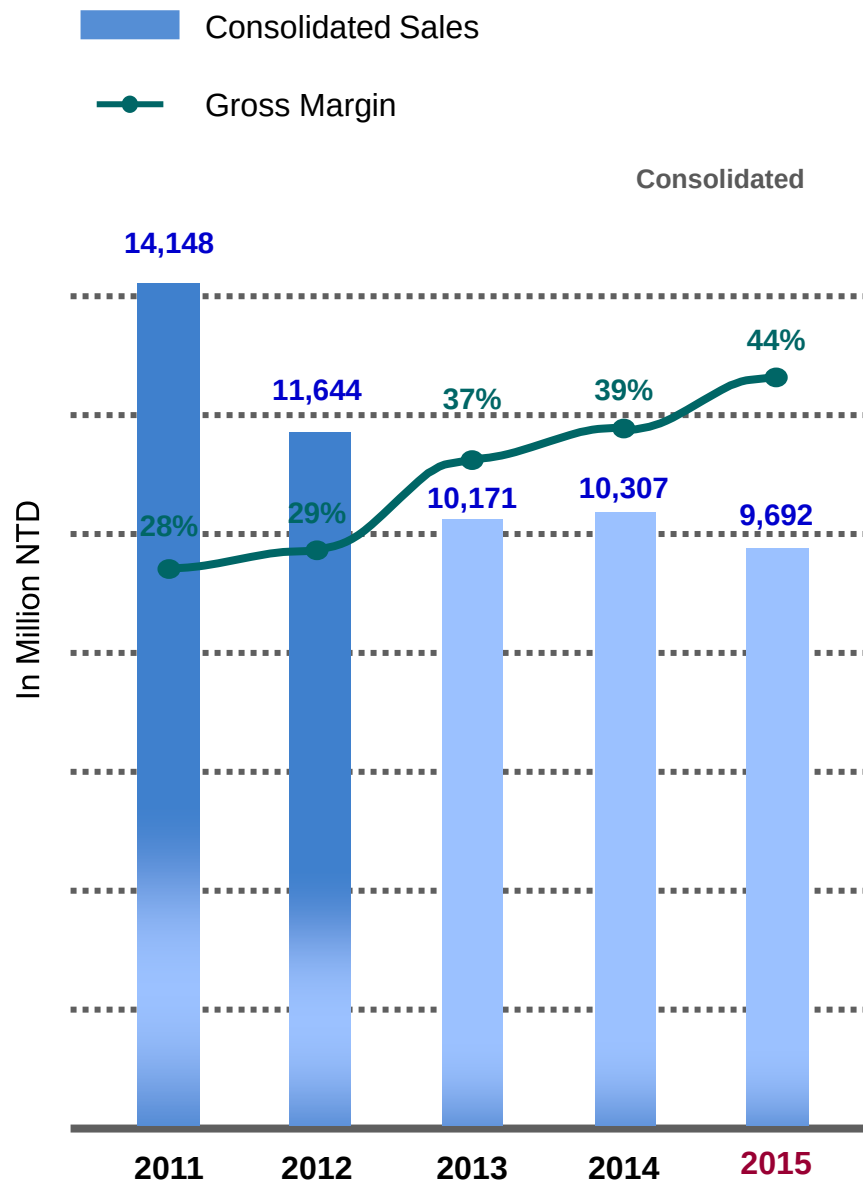


Corporate Profile

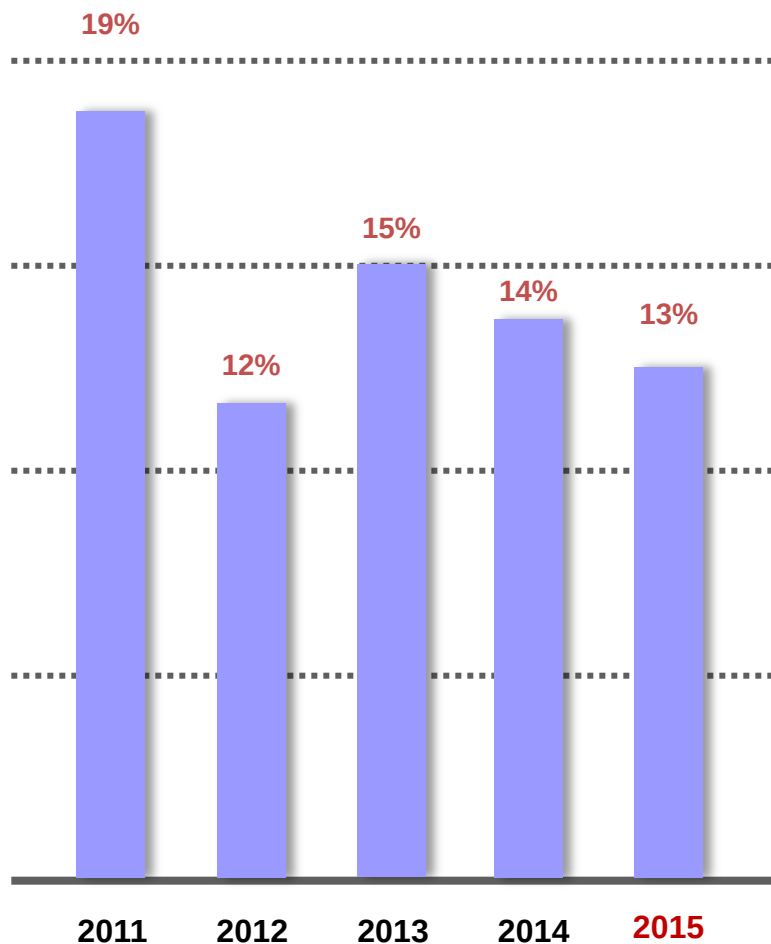
- Chroma Group founded in 1984, a world leading own brand turnkey test & automation solution provider, specialized in electronics test and measurement instruments and ATS (auto test system). Businesses cover test and measurement instruments and ATS for various industries, and a turnkey solution as an 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
- Chroma Group total of 2,450 employees (as September, 2016)
- Harvard Business Review (HBR) names Chroma CEO Leo Huang as “The Taiwan Best Performing CEO” (Rank 38).



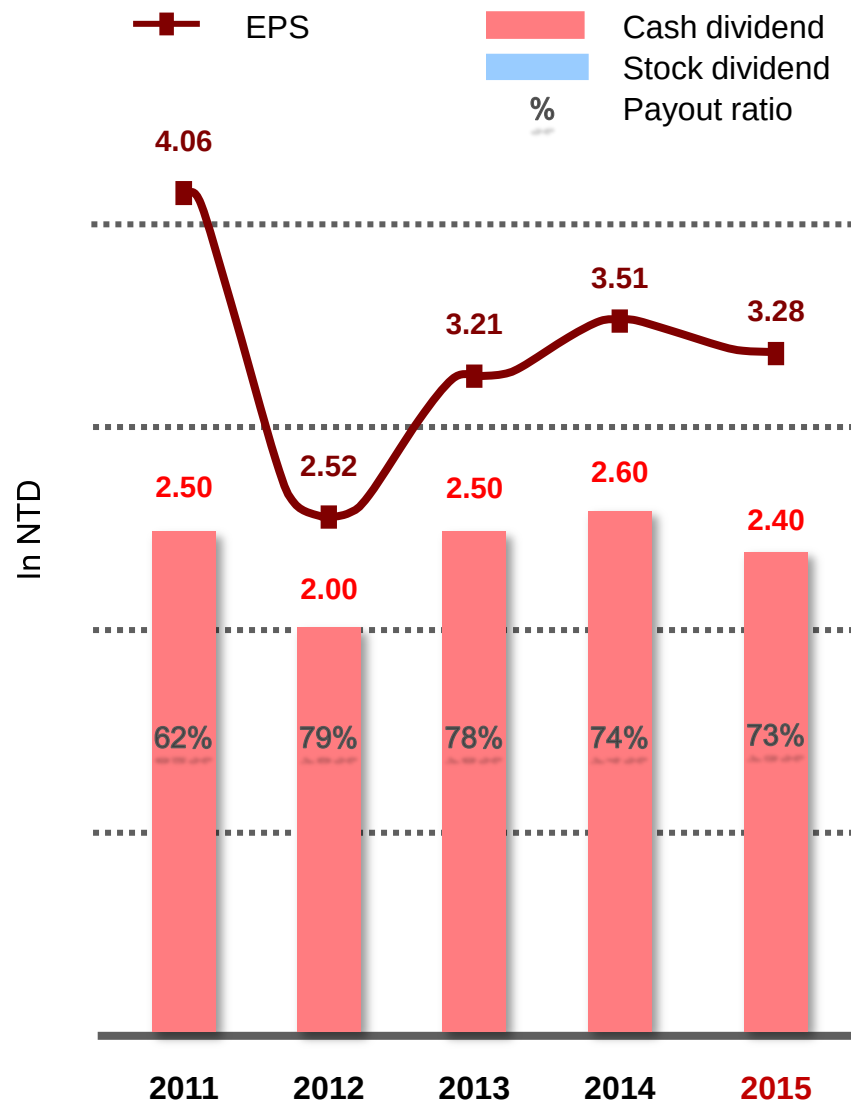
Financial Performance



ROE



Dividend



Chroma Global Network

Chroma

Global Employees : 2,450 ↓ , Branch Offices x17, Distributors x68



FINANCIAL REVIEW



Year 2016.1~3Q Condensed Consolidated Income Statement

<u>Condensed Consolidated P&L</u> (In Million NTD, except for EPS in NTD) (unaudited)	<u>2016.1~3Q</u>	%	<u>2015.1-3Q</u>	%	YoY %
Net Sales	8,849	100%	7,131	100%	24%
Consolidated Sales of Testing Equipment Business	6,640	75%	4,105	58%	62%
Consolidated Sales of MAS	264	3%	952	13%	(72%)
Consolidated Sales of New Material	1,658	19%	1,745	24%	(5%)
Others	287	3%	329	5%	(13%)
Cost of Goods Sold	(4,732)	(53%)	(4,057)	(57%)	17%
Gross Profit	4,117	47%	3,074	43%	34%
Operating Expenses:					
General & Administration	(1,729)	(20%)	(1,513)	(21%)	14%
Research & Development	(762)	(9%)	(646)	(9%)	18%
Operating Income	1,626	18%	915	13%	78%
Non-Operating Income (Expenses), net	(26)	-	251	3%	n/a
Income (Loss) Before Tax	1,600	18%	1,166	16%	37%
Income Tax	(290)	(3%)	(205)	(3%)	41%
Net Income	1,310	15%	961	13%	36%
Other Comprehensive Income (Losses)	(177)	(2%)	(30)	-	n/a
Comprehensive Income	\$ 1,133	13%	\$ 931	13%	22%
Net Income (Losses) Attributable To:					
Shareholders of the Parent	1,338	15%	986	14%	36%
Noncontrolling Interests	(28)	-	(25)	(1%)	12%
	\$ 1,310	15%	\$ 961	13%	36%
EPS (Basic)	\$ 3.54		\$ 2.62		35%
EPS (Diluted)	\$ 3.31		\$ 2.48		33%

Balance Sheet Highlights & Financial Ratio

Consolidated (In Million NTD) (unaudited)

2016. Sept

2015. Dec

+ / - %

Balance Sheet Highlights

Cash & Short Term Investments	5,279	5,116	3%
Inventory	1,826	1,636	12%
Short Term Debt	1,411	333	n/a
Long Term Debt	2,915	3,142	- 7%
Shareholders Equity	10,249	9,531	8%
Total Assets	18,017	16,060	12%

Inventory Turnover (Day)	99	108
AR Turnover (Day)	87	108
AP Turnover (Day)	90	91
Net Debt to Equity (%)	Negative	Negative

ROE (%) ●	18%	13%
ROA (%) ●	10%	8%

Cash Position

2016.1~3Q

2015.1~3Q

YoY

EBITDA	1,887	1,444	31%
Cash Flow from Operation	978	1,277	(23%)

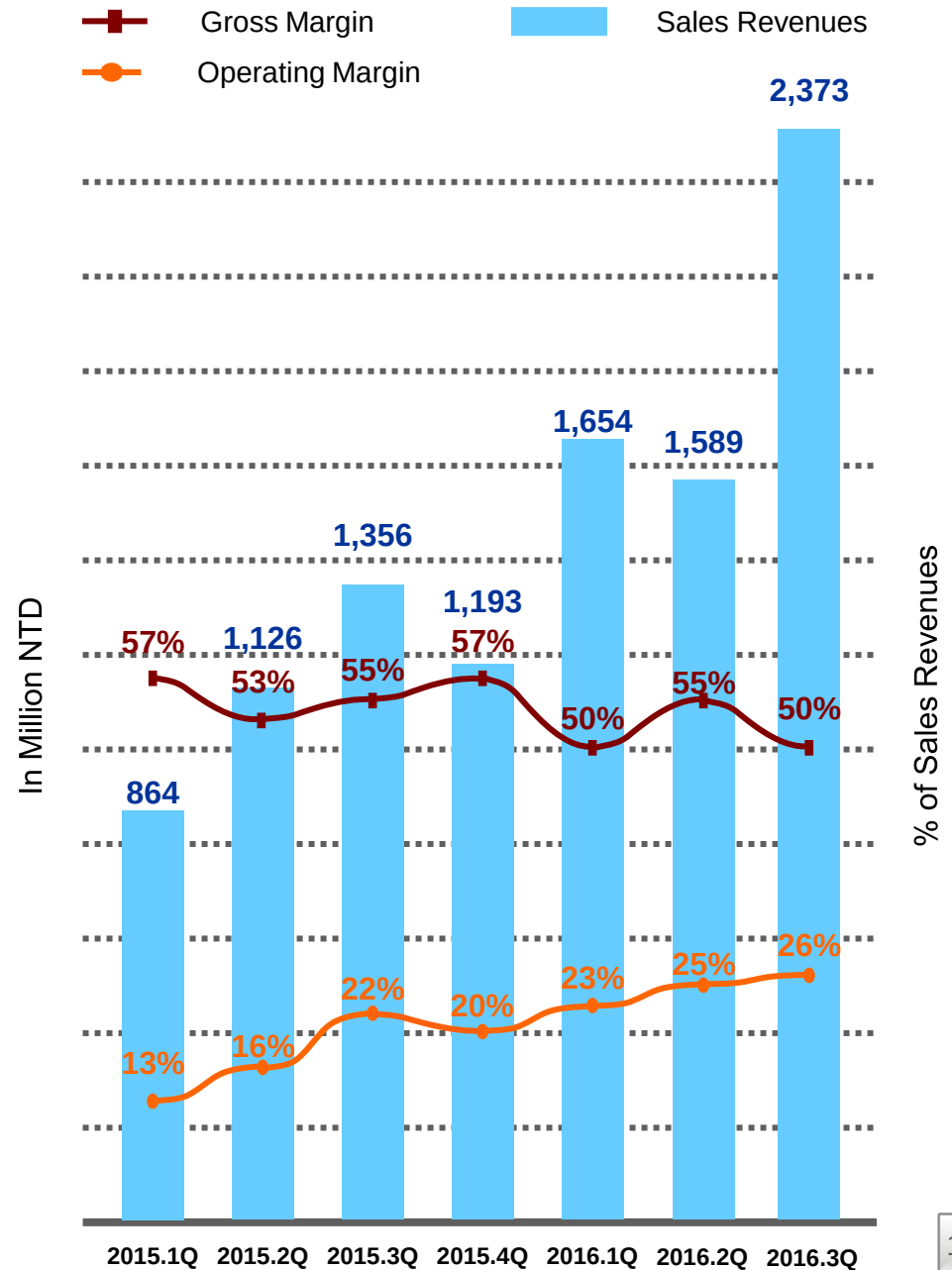
Free Cash Flow ●●	(380)	560	n/a
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● All ROE + ROA has been annualized.

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

2016.3Q Key Points

- Sales Revenue: \$ 2,373 million,
up 49% QoQ, up 75% YoY
- Gross Margin: 50%
- Operating Margin: 26%
- Net Income: NT\$ 574 million,
up 30% QoQ, up 19% YoY
- 2016.3Q Highlights:
 - The major growth driver in this quarter is Turnkey Solutions, presented a growth of 501% QoQ.



Year 2016.3Q Condensed Income Statement

Condensed P&L – Parent Only (In Million NTD, except for EPS in NTD) (unaudited)	2016.3Q	%	2016.2Q	%	QoQ %	2015.3Q	%	YoY %
Net Sales	2,373	100%	1,589	100%	49%	1,356	100%	75%
Cost of Goods Sold	(1,186)	(50%)	(721)	(45%)	64%	(610)	(45%)	94%
Gross Profit	1,187	50%	868	55%	37%	746	55%	59%
Operating Expenses:								
General & Administration	(327)	(13%)	(255)	(16%)	28%	(235)	(17%)	39%
Research & Development	(251)	(11%)	(222)	(14%)	13%	(207)	(16%)	21%
Operating Income	609	26%	391	25%	56%	304	22%	100%
Non-Operating Income (Expenses), net ●	55	2%	136	9%	(60%)	243	18%	(77%)
Income (Loss) Before Tax	664	28%	527	34%	26%	547	40%	21%
Income Tax	(90)	(4%)	(84)	(5%)	7%	(65)	(4%)	38%
Net Income	\$ 574	24%	\$ 443	29%	30%	\$ 482	36%	19%
Other Comprehensive Income	(79)	(3%)	(74)	(5%)	7%	141	10%	n/a
Comprehensive Income	\$ 495	21%	\$ 369	24%	34%	\$ 623	46%	(21%)
EPS (Basic)	\$ 1.52		\$ 1.17		30%	\$ 1.28		19%
EPS (Diluted)	\$ 1.42		\$ 1.09		30%	\$ 1.20		18%

● 100% owned subsidiaries' income - New Material: 6m (QoQ ↓ 57%, YoY ↓ 68%), MAS: 44m (QoQ ↑ 214%, YoY ↑ 110%) .

Year 2016.1~3Q Condensed Income Statement

Condensed P&L – Parent Only

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

	2016.1~3Q	%	2015.1~3Q	%	YoY %
Net Sales	5,616	100%	3,347	100%	68%
Cost of Goods Sold	(2,728)	(49%)	(1,505)	(45%)	81%
Gross Profit	2,888	51%	1,842	55%	57%
Operating Expenses:					
General & Administration	(817)	(14%)	(673)	(20%)	21%
Research & Development	(686)	(12%)	(581)	(17%)	18%
Operating Income	1,385	25%	588	18%	136%
Non-Operating Income (Expenses), net ●	185	3%	499	15%	(63%)
Income (Loss) Before Tax	1,570	28%	1,087	33%	44%
Income Tax	(232)	(4%)	(101)	(3%)	n/a
Net Income	\$ 1,338	24%	\$ 986	30%	36%
Other Comprehensive Income	(173)	(3%)	(32)	(1%)	n/a
Comprehensive Income	\$ 1,165	21%	\$ 954	29%	22%
EPS (Basic)	\$ 3.54		\$ 2.62		35%
EPS (Diluted)	\$ 3.31		\$ 2.48		33%

● Non-operating Income included 100% owned subsidiaries' income - New Material: 32m (YoY ↓ 18%), MAS: 54m (YoY n/a).

Balance Sheet Highlights & Financial Ratio

Parent Only (In Million NTD) (unaudited)

2016. Sept

2015. Dec

+ / - %

Balance Sheet Highlights

Cash & Short Term Investment	3,163	2,703	17%
Inventory	1,460	1,301	12%
Short Term Debt	1,200	100	n/a
Long Term Debt	2,745	2,988	- 8%
Shareholders Equity	10,076	9,410	7%
Total Assets	16,366	13,965	17%

Inventory Turnover (Day)	137	231
AR Turnover (Day)	99	159
AP Turnover (Day)	88	101
Net Debt to Equity (%)	8%	4%

ROE (%) ●	18%	13%
ROA (%) ●	12%	9%

Cash Position

2016.3Q

2016.2Q

QoQ

YoY

EBITDA	710	573	24%	19%
Cash Flow from Operation	350	415	(16%)	77%

Free Cash Flow ●●	(233)	456	n/a	n/a
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● 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

(Unit: Million NTD)

**Test Instruments &
Automate Testing
System (ATS)**

**Semiconductor Test
Solutions**

Turnkey Solutions

Service & Others

Total

2016.3Q

%

QoQ

YoY

2016.1~3Q

%

YoY

2015

%

916

39%

(4%)

9%

2,605

46%

15%

3,029

67%

365

15%

(1%)

85%

876

16%

64%

759

17%

1,015

43%

501%

295%

1,898

34%

387%

532

12%

77

3%

(25%)

24%

237

4%

58%

219

4%

2,373

100%

49%

75%

5,616

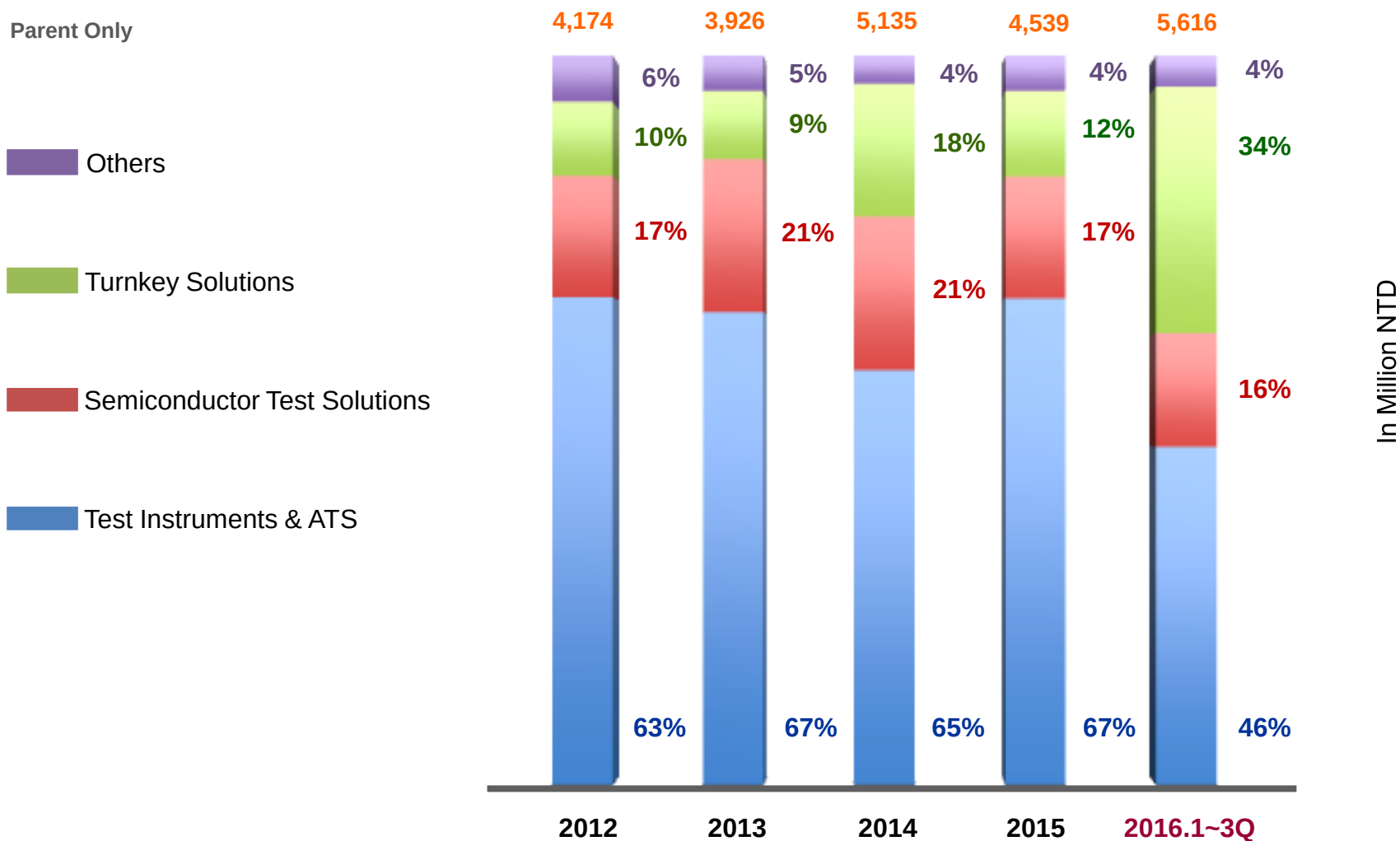
100%

68%

4,539

100%

A Turnkey Solution and Intelligent Automation Line Provider



Sales Breakdown by Consolidated Entities

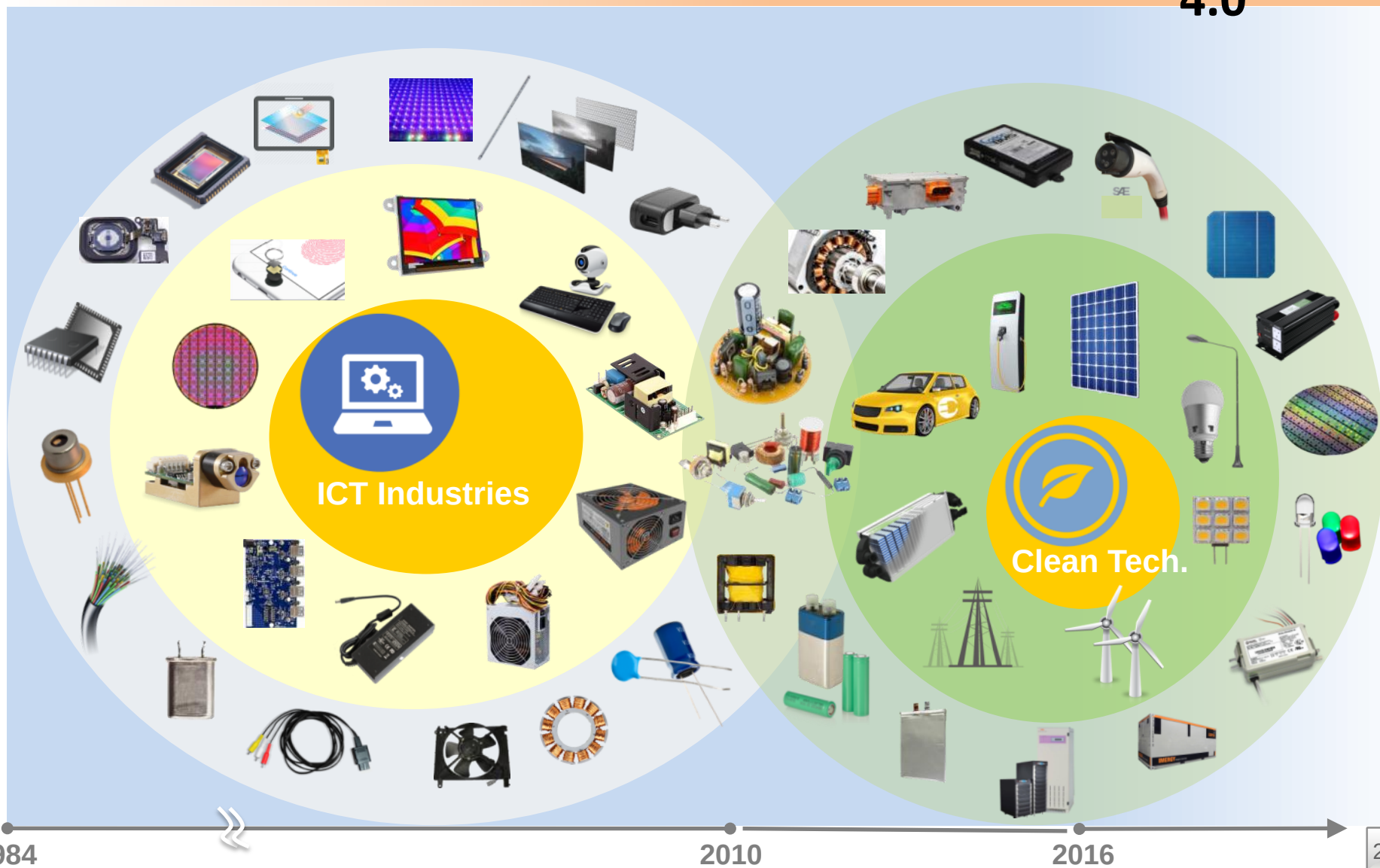
(Unit: Million NTD) (unaudited)	<u>2016.3Q</u>	<u>%</u>	<u>QoQ</u>	<u>YoY</u>	<u>2016.1~3Q</u>	<u>%</u>	<u>YoY</u>
Chroma Ate. Inc. included overseas affiliates	2,784	78%	43%	67%	6,640	75%	62%
MAS	126	4%	30%	(1%)	264	3%	(72%)
New Material	554	16%	3%	(6%)	1,658	19%	(5%)
Others	93	2%	(4%)	(18%)	287	3%	(13%)
Consolidated Sales	3,557	100%	33%	42%	8,849	100%	24%

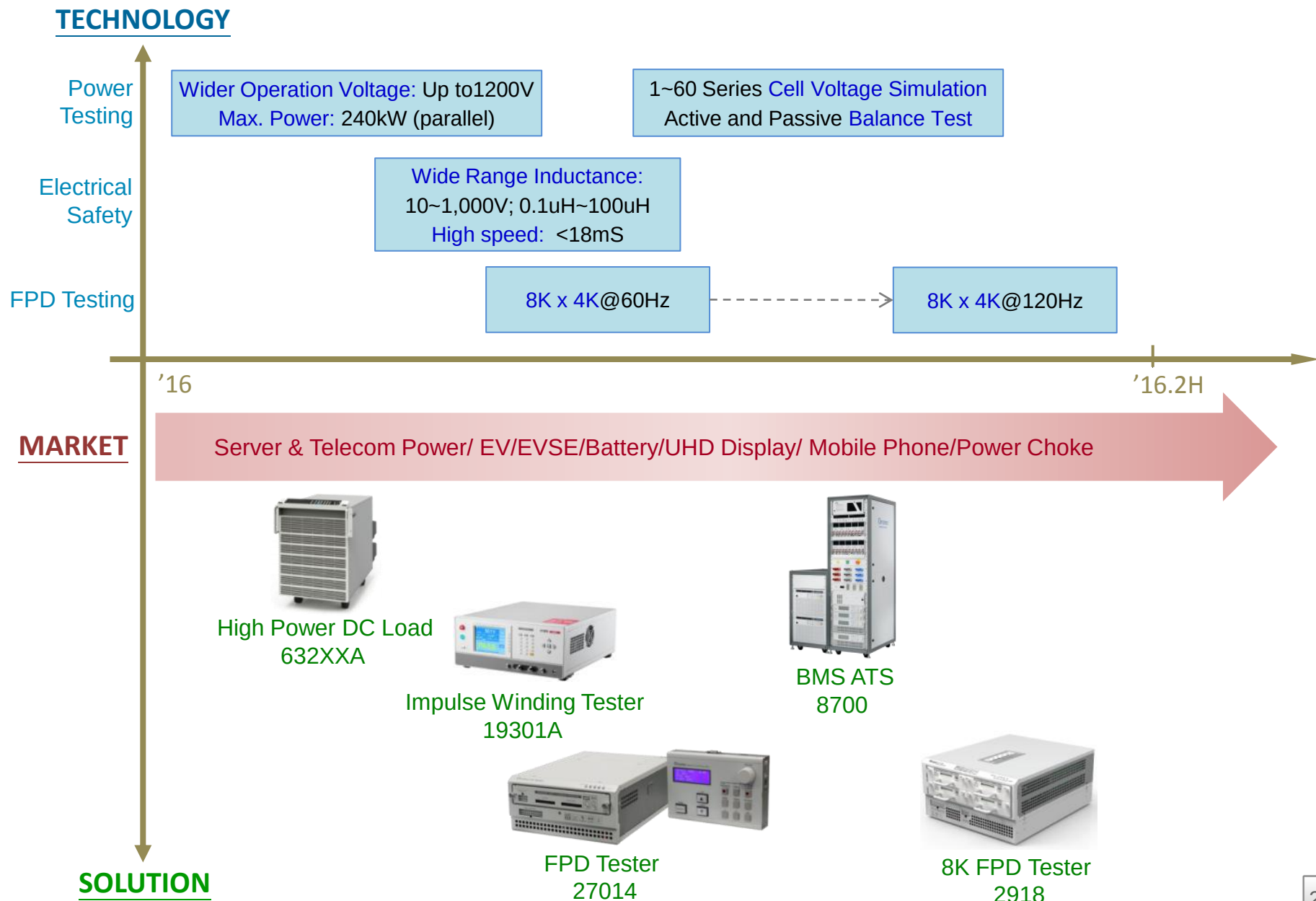
- In the first three quarters 2016, turnkey solutions and semiconductor testing solutions are the biggest drivers for Chroma parent sales, which presented a strong growth of 387% and 64% YoY respectively. Meanwhile, the core business of Test Instruments and ATS also presented a double digits growth of 15% compared to last year.
- Company expected the fourth quarter will be better than last year. The semiconductor testing solutions will be the major growth driver compare to 2015 fourth quarter.

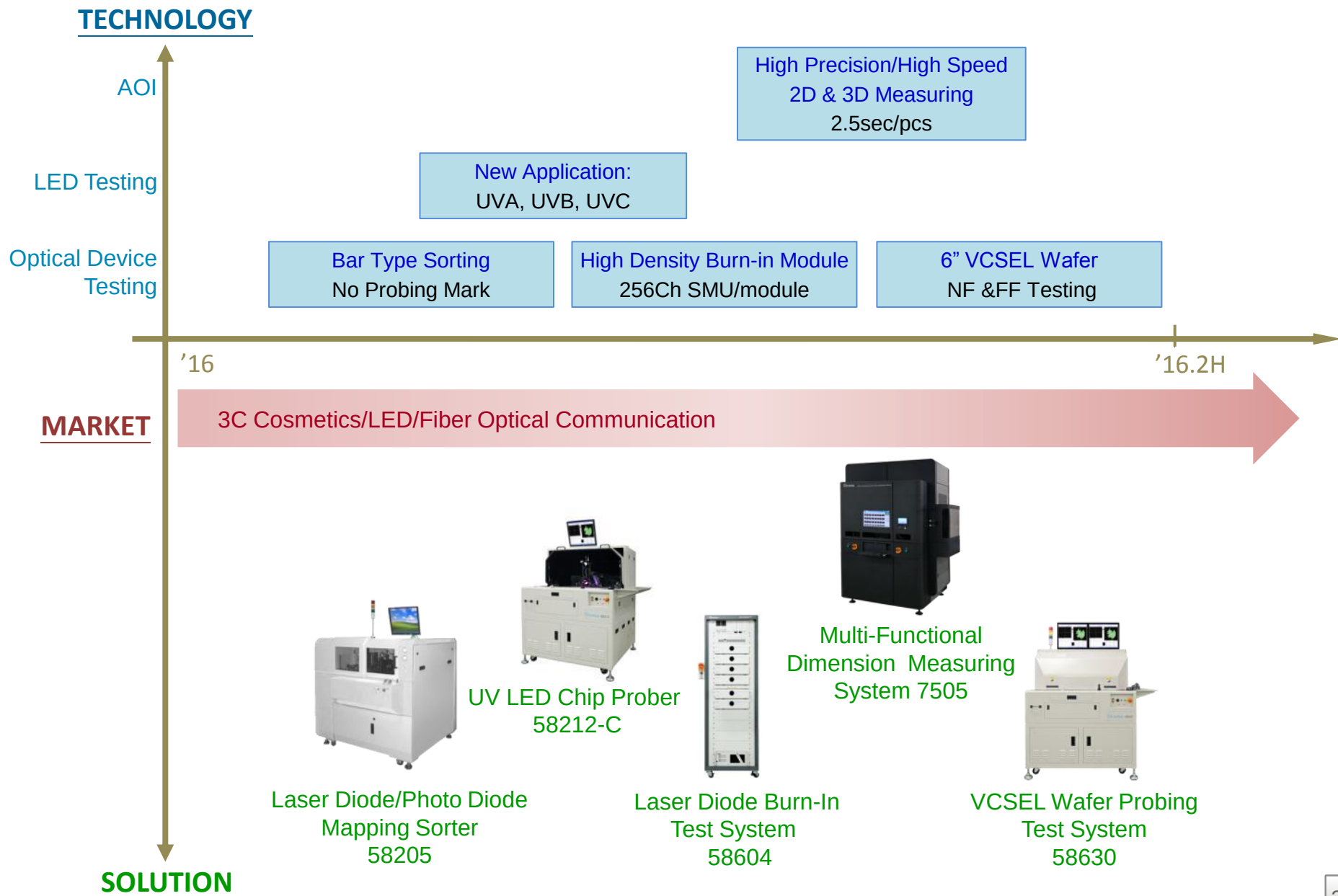
Turnkey
(Test & Measurement + Automation + MES)



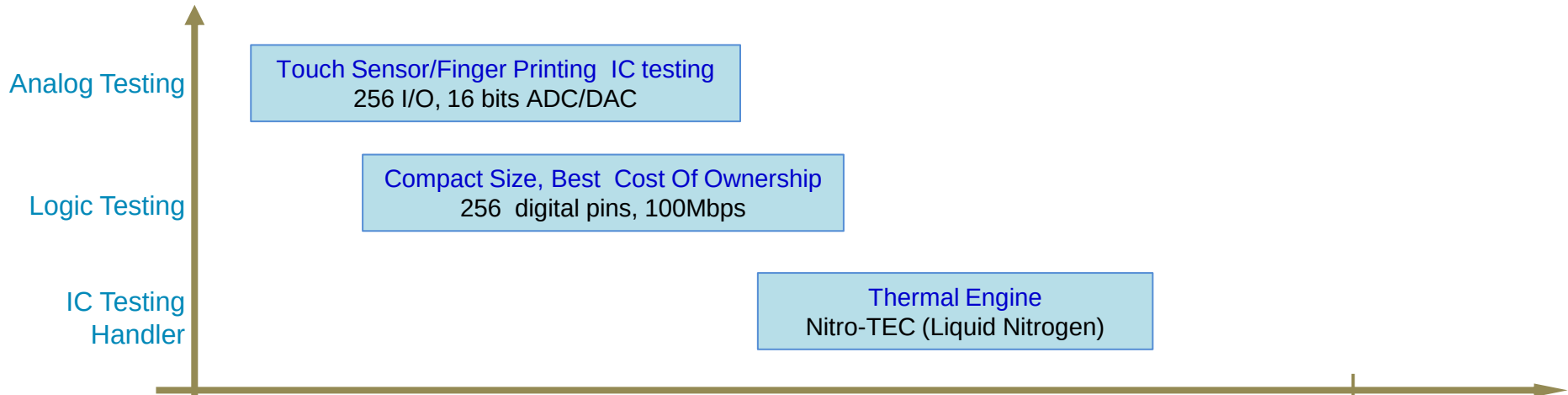
**Industry
4.0**







TECHNOLOGY



'16

'16.2H

MARKET

IoT, Touch Sensor ICs, Finger Printing IC , MCU

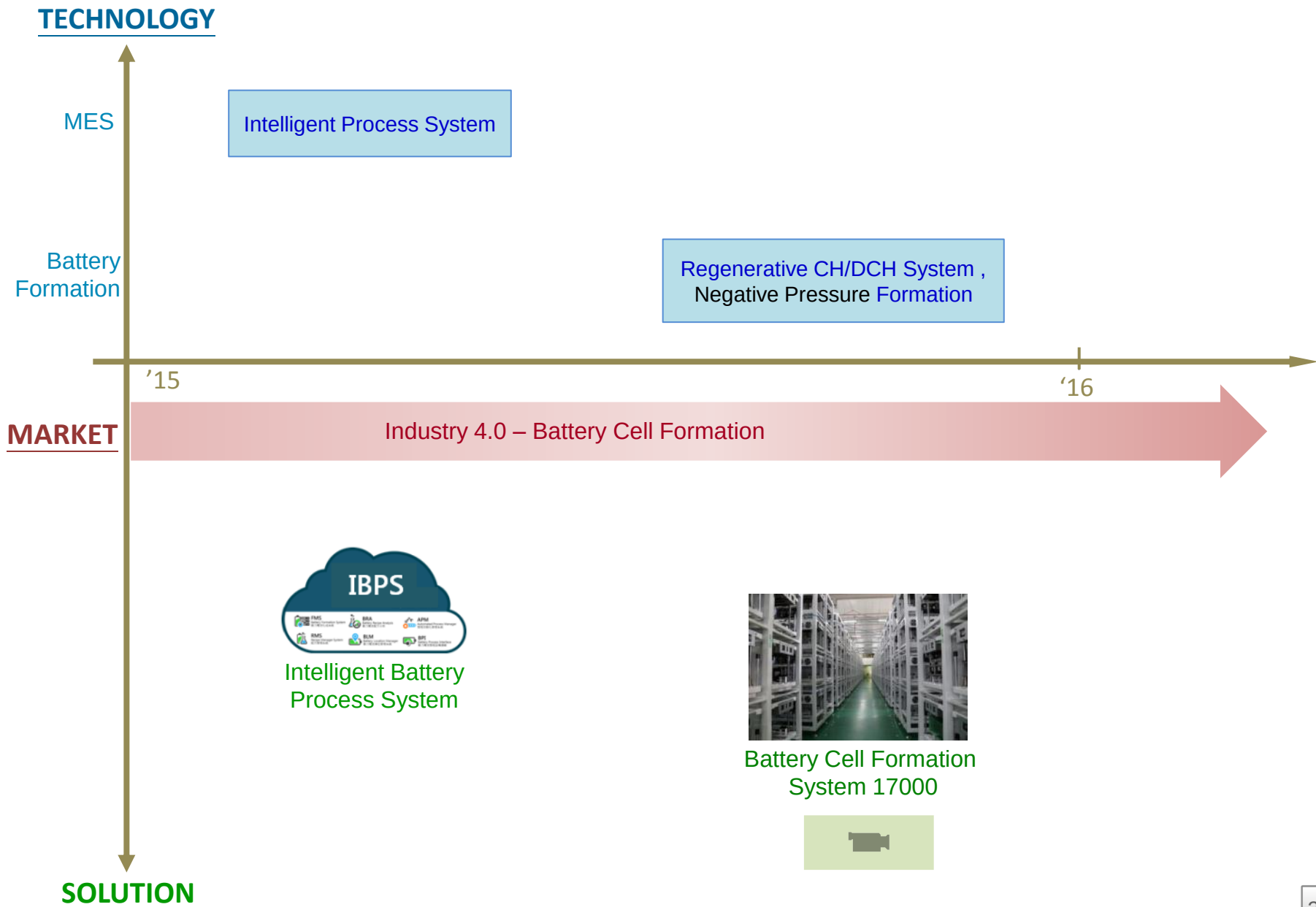


VLSI Test System
3380D



Full Range ATC Cold
Temperature Handler
3160C

SOLUTION





let's make a better world
Thank You!