

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



## 致茂電子股份有限公司

### 2018年第1季公司概況

2018年4月30日

**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<sup>and</sup>  
Solution  
providers

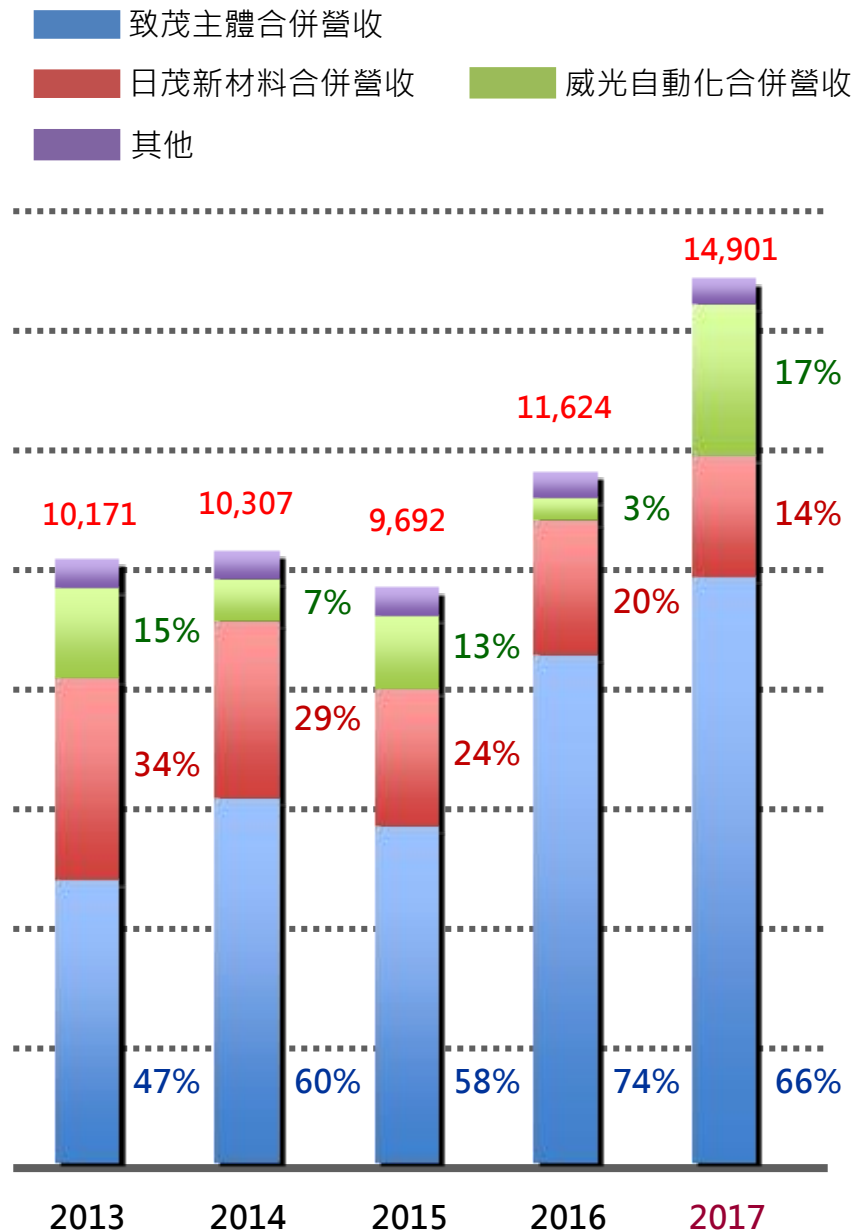
# 公司簡介

- 致茂電子成立於1984，為自有品牌之自動化檢測

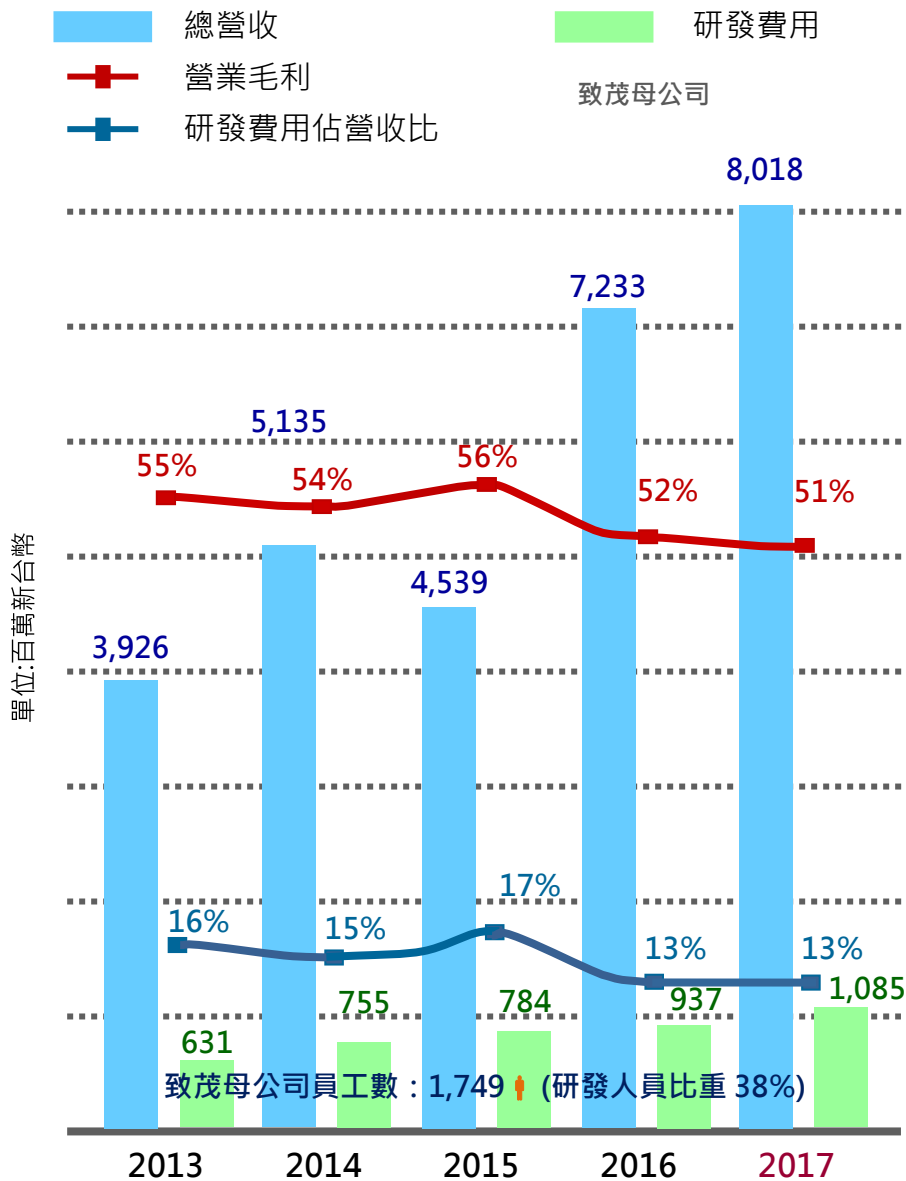
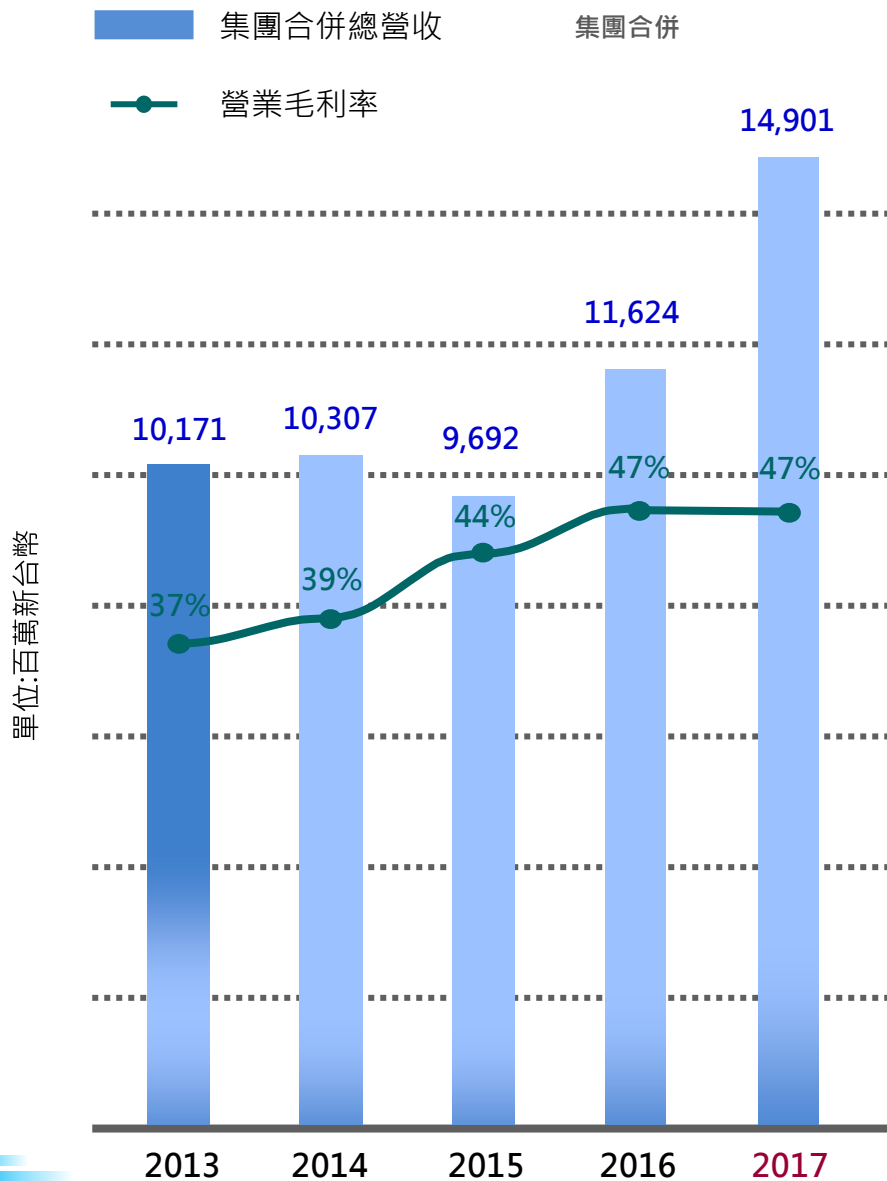
解決方案供應商。商品包含提供產業相關之檢測

儀器與設備及整合性自動化測試解決方案。

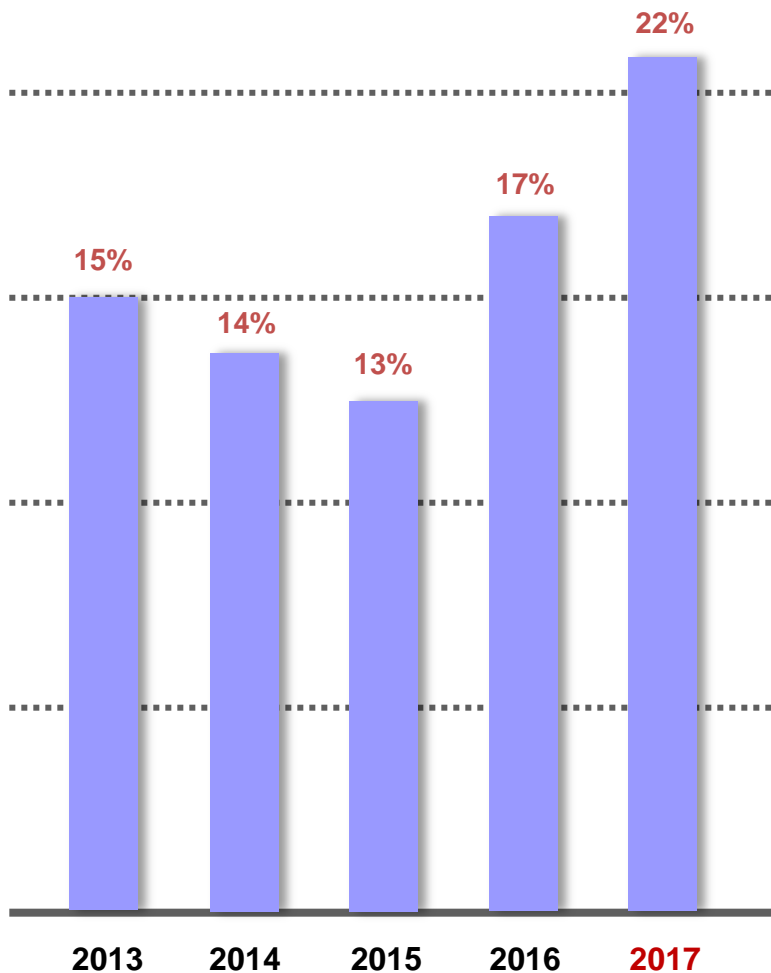
- 經營宗旨：精密、可靠、創新。
- 致茂集團包含致茂主體，威光自動化及日茂新材料三個事業體。
- 2017年合併營收為149億新台幣。
- 2017年淨利為26億新台幣。
- 致茂集團截至2018年3月底員工總數為2,912人。



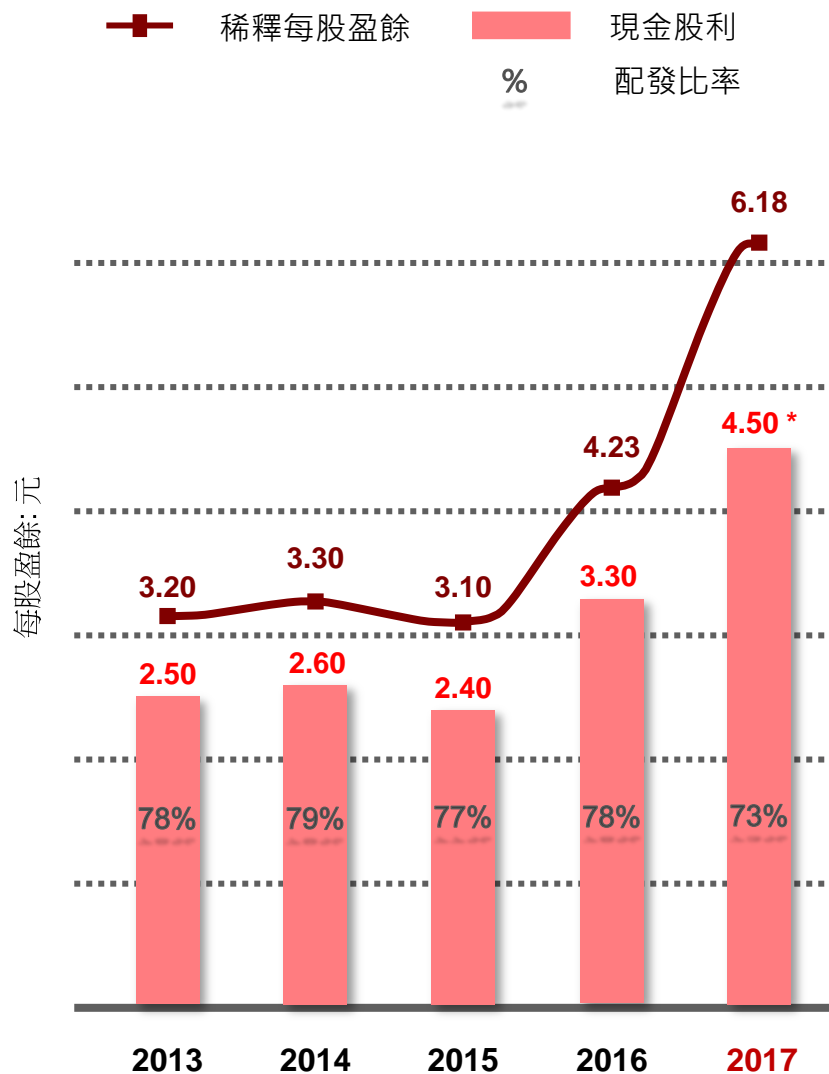
# 財務表現



## 股東權益報酬率



## 股利政策



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

# 致茂電子全球據點



43  
Operation Sites

93  
Distributors

EST. 1999



Netherlands:  
Ede

EST. 2017



Germany:  
Augsburg

EST. 2008



Japan:  
Shin-Yokohama/  
Nagoya/ Osaka

EST. 2018



Korea:  
Pangyo

EST. 1993



United States:  
Irvine, CA  
Santa Clara, CA  
Chandler, AZ

EST. 2001



United States:  
Foothill Ranch, CA  
Marlborough, MA  
Mexico :  
Ciudad Juarez

EST. 1998



China/ Shenzhen

EST. 1999



China/ Beijing

EST. 2000



China/ Shanghai

EST. 2001



China/ Dongguan



Taiwan: Taoyuan (Headquarters)

EST. 2003



Taiwan: Hsinchu

EST. 2009



Taiwan: Kaohsiung

EST. 2006



China/ Suzhou

EST. 2011



China/ Xiamen

EST. 2011



China/ Chongqing

EST. 2016



Quantel : Singapore

Others:

India: New Delhi/ Mumbai/ Bangalore

Thailand: Bangkok

Vietnam: Hanoi/ Ho Chi Minh

Malaysia: Kuala Lumpur/ Penang

Philippines: Manila/ Cebu

Indonesia: Jakarta

Others: Qingdao/ Zhengzhou/ Xian/Hefei/ Chengdu/ Wuhan/ Hangzhou/ Guangzhou/ Hong Kong

財務數據



# 2018年第1季年合併損益表摘要

## 合併損益表

(單位: 佰萬新台幣, 除每股盈餘為新台幣元)

	<u>2018.1Q</u>	%	<u>2017.1Q</u>	%	YoY %
<b>淨營業收入</b>	<b>3,466</b>	<b>100%</b>	<b>2,776</b>	<b>100%</b>	<b>25%</b>
量測儀器事業部之合併營收(淨值)	2,358	68%	2,107	76%	12%
威光自動化作事業部之合併營收	605	18%	80	3%	656%
日茂特殊材料事業部之合併營收	426	12%	513	18%	(17%)
其他	77	2%	76	3%	1%
營業成本	(1,902)	(55%)	(1,409)	(51%)	35%
<b>營業毛利</b>	<b>1,564</b>	<b>45%</b>	<b>1,367</b>	<b>49%</b>	<b>14%</b>
營業費用					
推銷管理費用	(702)	(20%)	(620)	(22%)	13%
研發費用	(302)	(9%)	(279)	(10%)	8%
<b>營業淨利</b>	<b>560</b>	<b>16%</b>	<b>468</b>	<b>17%</b>	<b>20%</b>
營業外收入及支出	17	1%	(118)	(4%)	n/a
稅前淨利	577	17%	350	13%	65%
所得稅費用	(155)	(5%)	(68)	(3%)	128%
<b>本期淨利</b>	<b>422</b>	<b>12%</b>	<b>282</b>	<b>10%</b>	<b>50%</b>
其他綜合損益淨額	23	1%	(178)	(6%)	n/a
<b>綜合損益總額</b>	<b>\$ 445</b>	<b>13%</b>	<b>\$ 104</b>	<b>4%</b>	<b>328%</b>
淨利歸屬於:					
本公司業主	431	12%	288	10%	50%
非控制權益	(9)	-	(6)	-	50%
	<b>\$ 422</b>	<b>12%</b>	<b>\$ 282</b>	<b>10%</b>	<b>50%</b>
<b>每股盈餘 (基本)</b>	<b>\$ 1.06</b>		<b>\$ 0.75</b>		<b>41%</b>
<b>每股盈餘 (稀釋)</b>	<b>\$ 1.03</b>		<b>\$ 0.72</b>		<b>43%</b>

# 資產負債摘要及財務指標

集團合併 (單位：佰萬新台幣)	2018. 3月	2017. 12月	+ / - %
<b>資產負債摘要</b>			
現金及流動金融資產	6,835	7,028	- 3%
存貨	2,597	2,431	7%
短期負債	1,280	1,688	- 24%
長期負債	1,450	1,161	25%
股東權益	14,163	13,463	5%
<b>總資產</b>	<b>21,804</b>	<b>22,018</b>	<b>- 1%</b>
存貨週轉天數	119	101	
應收帳款週轉天數	101	87	
應付帳款週轉天數	115	116	
淨負債資產比(%)	Net cash	Net cash	
<b>股東權益報酬率 (%) ●</b>	<b>12%</b>	<b>21%</b>	
<b>資產報酬率 (%) ●</b>	<b>8%</b>	<b>13%</b>	

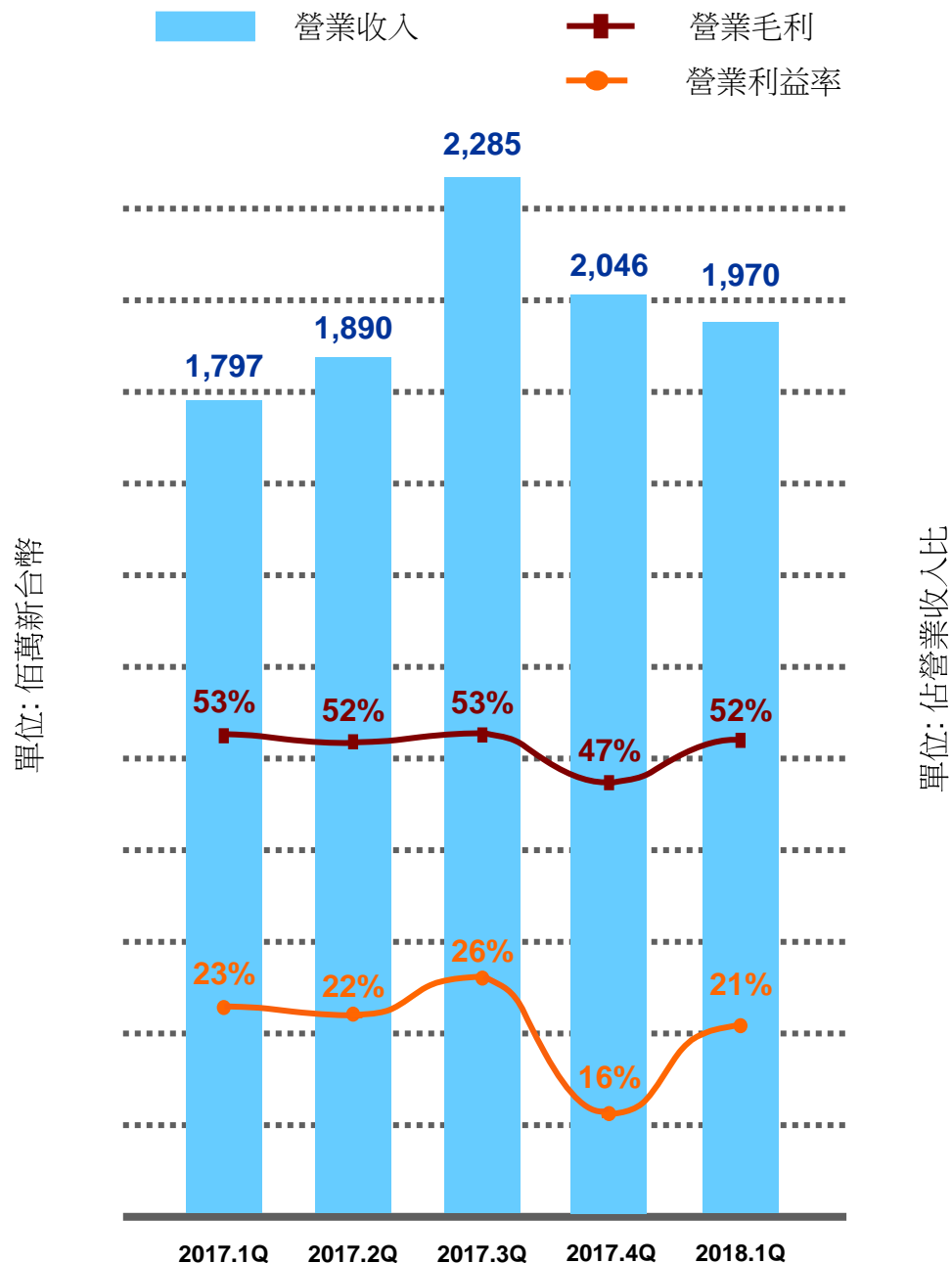
現金流量 (單位：佰萬新台幣)	2018.第1季	2017.第1季	QoQ	YoY
未計利息稅項折舊及攤銷	661	435	(43%)	52%
營業現金流入	20	(235)	n/a	n/a
<b>自由現金流量 ●●</b>	<b>(777)</b>	<b>(476)</b>	<b>n/a</b>	<b>63%</b>

- 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)。

# 本季重點摘要

## 第1季重點摘要

- 總營業收入: \$19.7億新台幣，  
季減少4%，年增加10%
- 營業毛利率: 52%
- 營業利益率: 21%
- 淨利: \$4.3億新台幣，  
季減少51%，年增加50%
- 2018年第1季摘要:
  - ✓ 本季主要營收成長動能來自於  
Turnkey Solutions，較去年同期  
成長241%。



# 2018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)

	2018.1Q	%	2017.4Q	%	QoQ	2017.1Q	%	YoY
					%			%
淨營業收入	1,970	100%	2,046	100%	(4%)	1,797	100%	10%
營業成本	(955)	(48%)	(1,079)	(53%)	(11%)	(850)	(47%)	12%
營業毛利	1,015	52%	967	47%	5%	947	53%	7%
營業費用								
推銷管理費用	(319)	(16%)	(368)	(18%)	(13%)	(278)	(16%)	15%
研發費用	(275)	(14%)	(281)	(13%)	(2%)	(252)	(14%)	9%
營業淨利	421	22%	318	16%	32%	417	23%	1%
營業外收入及支出 ●	128	6%	617	30%	(79%)	(76)	(4%)	n/a
稅前淨利	549	28%	935	46%	(41%)	341	19%	61%
所得稅費用	(118)	(6%)	(47)	(3%)	151%	(53)	(3%)	123%
本期淨利	\$ 431	22%	\$ 888	43%	(51%)	\$ 288	16%	50%
其他綜合損益淨額	24	1%	30	2%	(20%)	(173)	(10%)	n/a
綜合損益總額	\$ 455	23%	\$ 918	45%	(50%)	\$ 115	6%	296%
每股盈餘(基本)	\$ 1.06		\$ 2.18		(51%)	\$ 0.75		41%
每股盈餘(稀釋)	\$ 1.03		\$ 2.11		(51%)	\$ 0.72		43%

● 100%持有之子公司淨利認列, 日茂為獲利4佰萬新台幣(季下滑20%, 年上升471%), 威光為獲利1億6佰萬新台幣(季下滑80%)。

# 資產負債摘要及財務指標

母公司 (單位：佰萬新台幣)

## 資產負債摘要

	<u>2018. 3月</u>	<u>2017. 12月</u>	+ / - %
現金及流動金融資產	2,912	2,878	1%
存貨	2,033	1,862	9%
短期負債	1,166	1,500	- 22%
長期負債	1,299	1,000	30%
股東權益	13,942	13,230	5%
<b>總資產</b>	<b>18,986</b>	<b>18,560</b>	<b>2%</b>
存貨週轉天數	184	155	
應收帳款週轉天數	138	123	
應付帳款週轉天數	117	120	
淨負債資產比(%)	Net cash	Net cash	
<b>股東權益報酬率 (%)</b> ●	<b>13%</b>	<b>22%</b>	
<b>資產報酬率 (%)</b> ●	<b>9%</b>	<b>15%</b>	

現金流量 (單位：佰萬新台幣)

	<u>2018.第1季</u>	<u>2017.第1季</u>	<b>QoQ</b>	<b>YoY</b>
未計利息稅項折舊及攤銷	596	385	(39%)	55%
營業現金流入	230	(66)	(70%)	n/a
<b>自由現金流量</b> ●●	<b>(866)</b>	<b>(326)</b>	<b>n/a</b>	<b>166%</b>

● 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



# 各產品線銷售佔比

(單位:百萬新台幣)

	<u>2018.1Q</u>	<u>%</u>	<u>QoQ</u>	<u>YoY</u>	<u>2017</u>	<u>%</u>
量測及自動化檢測設備	1,046	53%	(8%)	8%	4,253	53%
半導體 / Photonics 測試解決方案	448	23%	34%	(29%)	2,460	31%
Turnkey Solutions	348	18%	(26%)	241%	928	12%
其它	128	6%	24%	39%	377	4%
<b>Total</b>	<b>1,970</b>	<b>100%</b>	<b>(4%)</b>	<b>10%</b>	<b>8,018</b>	<b>100%</b>

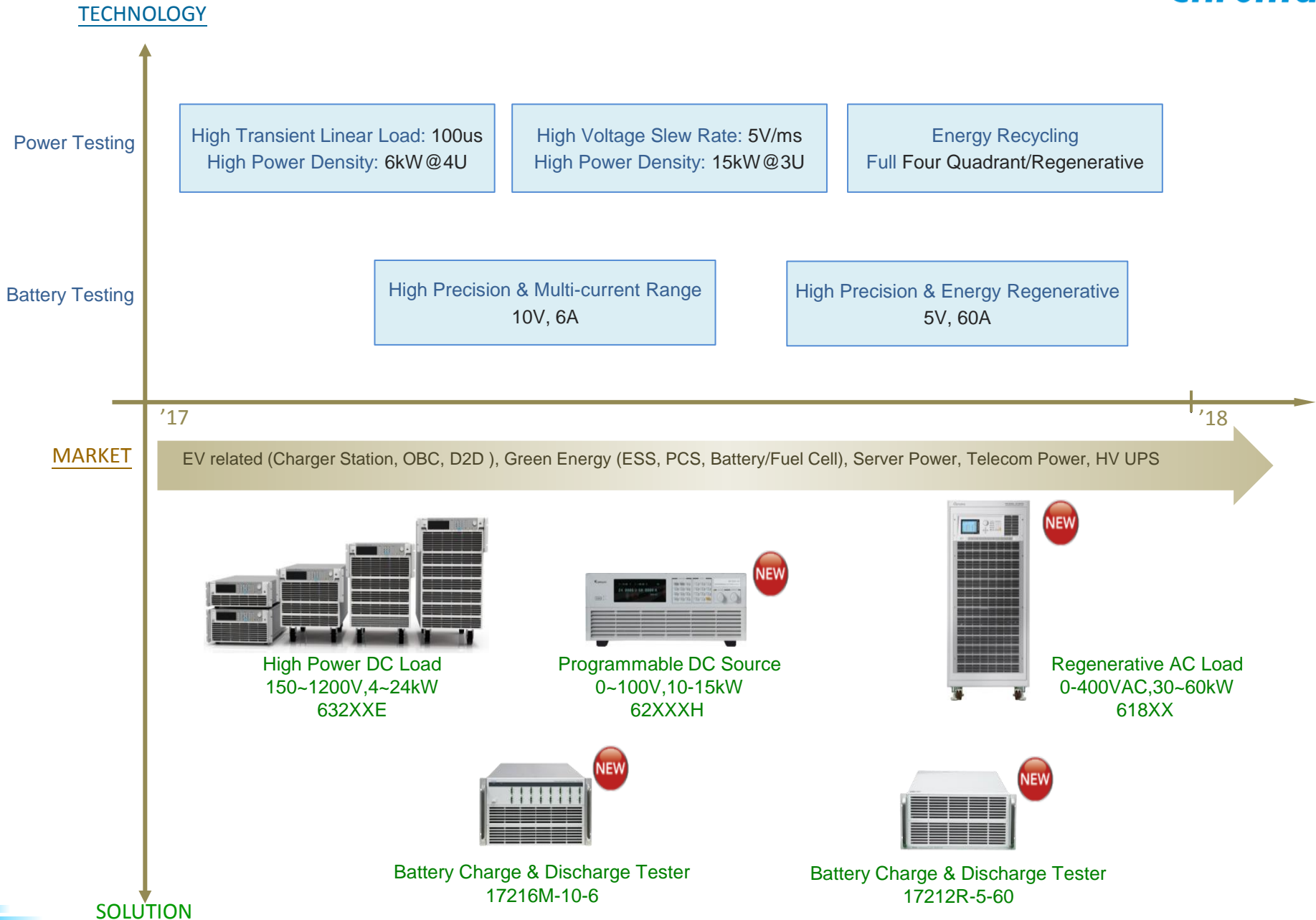
# 合併營收佔比

(單位: 百萬新台幣)

	<u>2018.1Q</u>	<u>%</u>	<u>QoQ</u>	<u>YoY</u>	<u>2017</u>	<u>%</u>
致茂電子 (含海外量測事業子公司)	2,358	68%	(10%)	13%	9,873	66%
威光自動化	605	18%	(69%)	656%	2,538	17%
日茂新材料	426	12%	(19%)	(17%)	2,054	14%
其它	77	2%	(35%)	(17%)	436	3%
<b>集團合併營收</b>	<b>3,466</b>	<b>100%</b>	<b>(34%)</b>	<b>25%</b>	<b>14,901</b>	<b>100%</b>

- 致茂電子2018年第1季集團合併營收之主要成長動能來自於量測儀器事業體及威光自動化作事業體，分別較去年同期13%及656%。而Turnkey Solutions為母公司營收正成長之主要原因，該產品線較去年同期成長241%。
- 展望2018年，公司預期營收將持續成長
  - ✓ 電動車產業之發展趨勢仍舊強勁。其帶動電動車相關零組件與模組、及電池芯與電池模組等高功率電源及電力電子相關檢測設備需求持續提升。
  - ✓ 半導體/Photonics測試解決方案將持續成長。3D感測元件之測試設備需求持續增溫，同時ATE及Photonics等相關檢測設備之新商品推出將推升該產品線之成長動能。
  - ✓ 威光自動化作事業部及Turnkey Solutions之營收較2017年將有顯著成長。

# Test Instruments & ATS



# Test Instruments & ATS

## TECHNOLOGY

Passive  
Comp. Testing

Impedance Measurement  
Wide Freq. Range: 30MHz  
DC Bias Current : 0-5A / 100KHz-10MHz

Independent 8K Graphics Core  
DisplayPort 1.4/ USB-C/ 12G-SDI  
8K Pattern switch time < 200ms

Automated Test System  
Support: Multi-camera or Robot Arm  
MTF Repeatability: +/- 1%

8K x 4K @ 60Hz

8K x 4K @ 120Hz

Video/FPD Testing

'17

'18

## MARKET

Flat Panel Display, Portable & Wearable Device, IoT Electronics



8K Video Pattern Generator  
2238



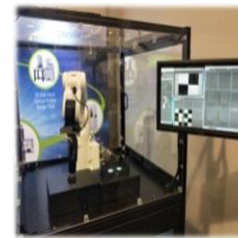
8K FPD Tester  
2918

NEW



HF LCR Meter  
11050-30M  
A110502

NEW



Display Image Quality  
Auto Test System  
7661A

NEW

## SOLUTION

# Semiconductor/Photonics Test Solutions



## TECHNOLOGY

SoC/Photonics Testing

Multi Function SoC Solution  
Up to 750Mbps, 2048ch, 128 DPS,  
400Mps AWG and 250Mps Digitizer

VI/PVI Sources  
 $\pm 100V$ ,  $\pm 2A$ , Floating Ground  
Per-Pin Resource

RF Test  
IoT Connectivity Test up to 6GHz,  
bandwidth 100 MHz

IC Testing Handler

4 AOI Stations  
UPH:  $\geq 400@100\%$  Yield Rate

Temp. range:  $5^{\circ} \sim 80^{\circ} C$   
Class 1000; Robot App.

Temp. range:  $-75^{\circ} \sim 150^{\circ} C$   
>200 Watts at  $-40^{\circ} C$

'17

'18

## MARKET

CPU/MCU/GPU, ICs, MEMS, PMIC, FPGA, Sensors, OFC



NEW

SoC/Analog  
Test System  
3680



NEW

RF IC Tester  
5800



NEW

SubZero Cobra  
Thermal Engine  
0310-R



NEW

Final Package  
AOI System  
7710

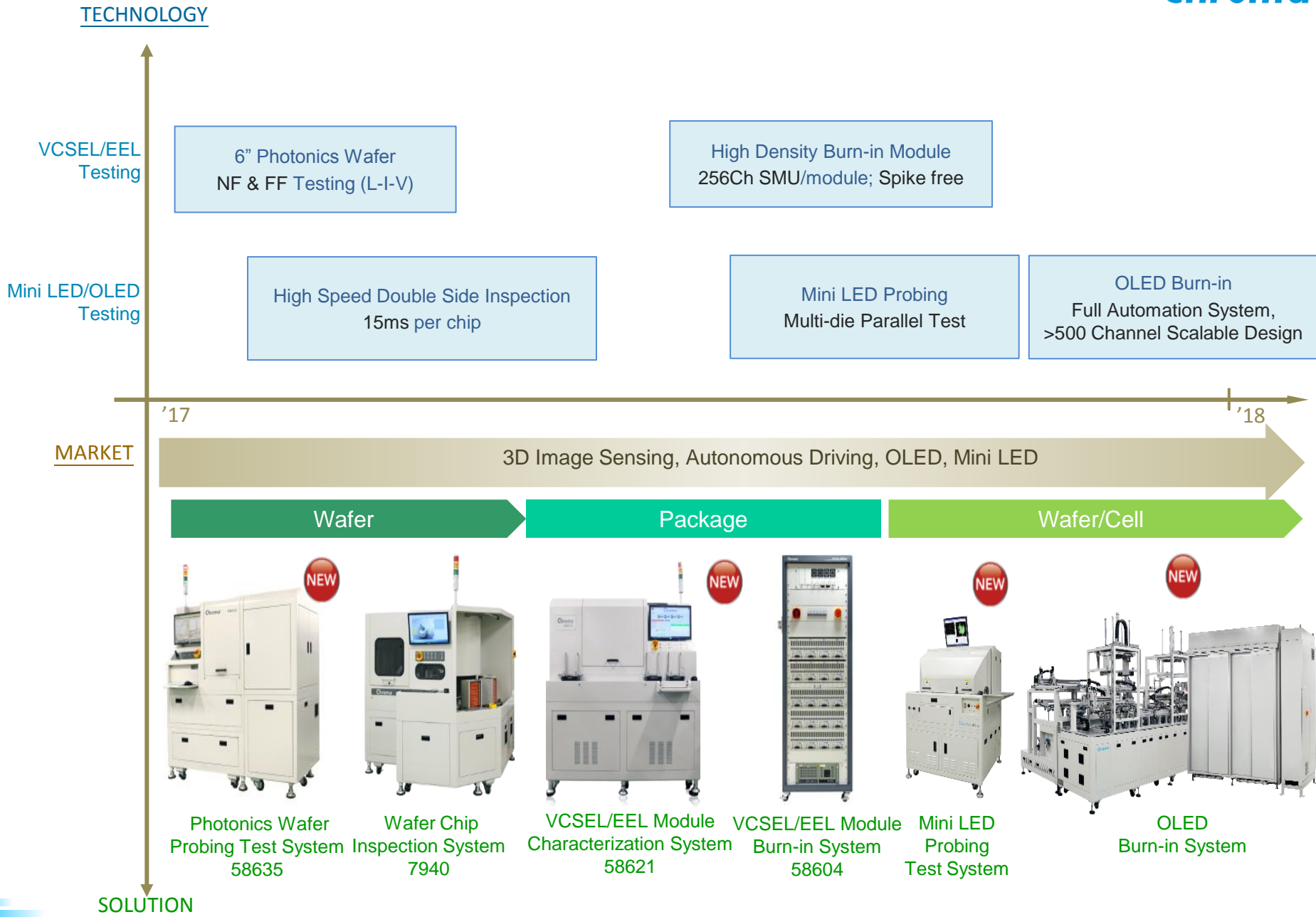


NEW

Optical Fiber DC/RF  
Test System  
3200L-6

## SOLUTION

# Semiconductor/Photonics Test Solutions



# Electric Vehicle Test Solution

# Electrical Vehicle Test Solutions



HCU/VMS(VCU) ATS

Regenerative Battery Cell Test System

BMS PCBA ATS

Regenerative Battery Module/Pack Test System

Battery Pack ATS

AC Charging Compatibility ATS

DC-DC Converter ATS

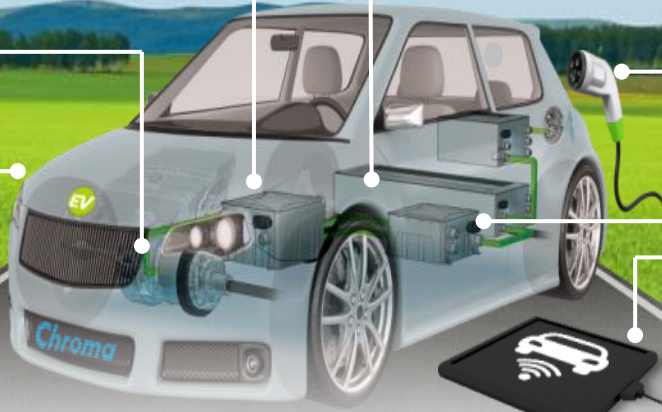
Charger Station (EVSE) ATS



Motor Stator Test System



Electrical Safety Analyzer



Wireless Charger ATS



## Battery Cell Automated Test Systems

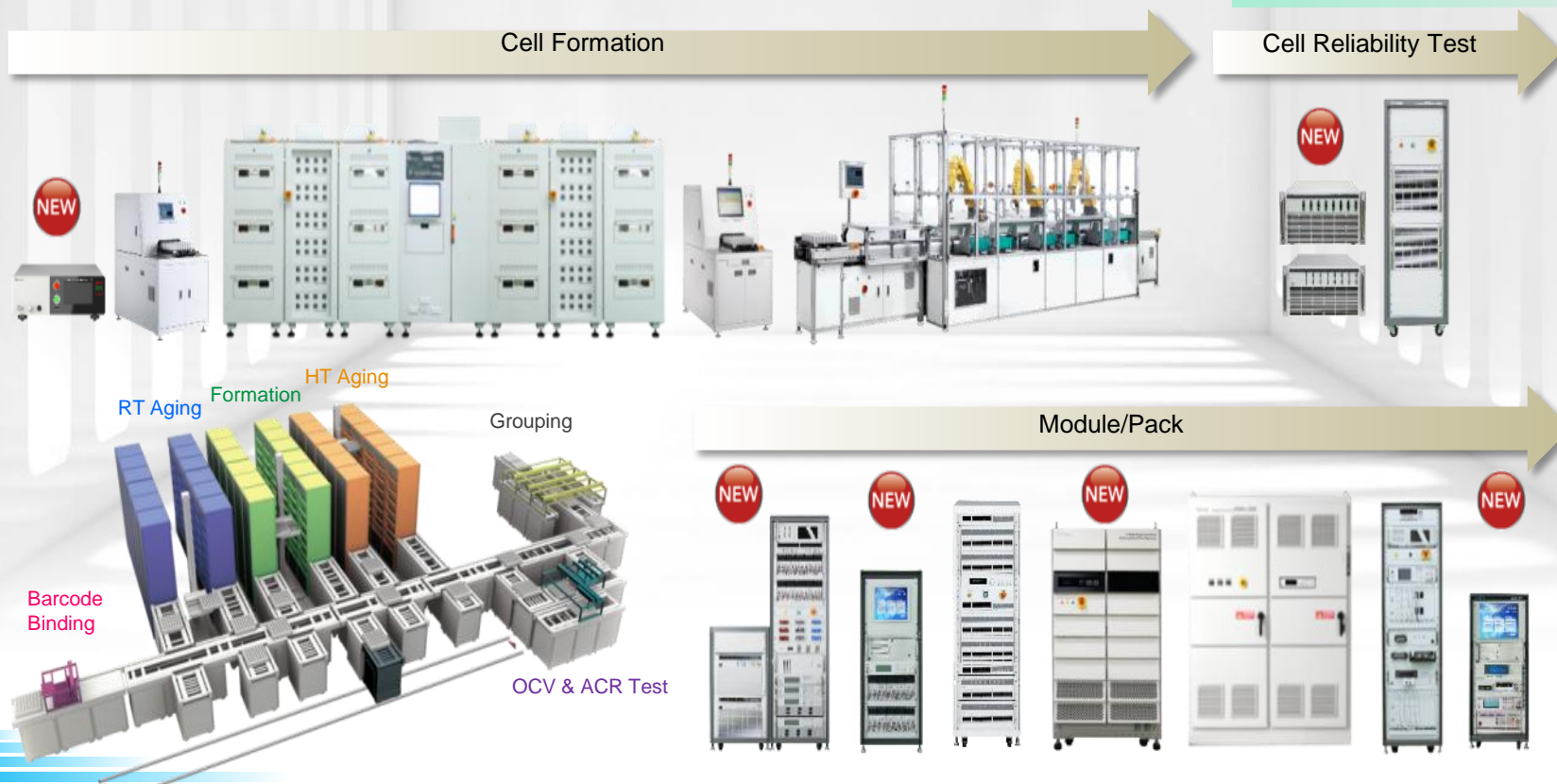
- Battery Cell Insulation Tester
- Battery Cell Barcode Binding Equipment
- Regenerative Battery Cell Formation System
- Battery Cell OCV & ACR Test Equipment
- Battery Cell Grouping Equipment
- Battery Charge/Discharge Test System

## Battery Module/Pack Automated Test Systems

- BMS PCBA ATS
- Battery Module/Pack Functional ATS
- Regenerative Battery Pack Test System
- Battery Pack ATS
- Battery Module/Pack Maintenance ATS

## Applications

- Battery cell semi-finished product
- Battery cell
- Super capacitor
- Battery management system
- Battery module
- Battery pack



# Passive Component & Safety Test Solutions for Automobile



# Investment



太奇雲端  
Touch Cloud

## Our Marketing Position

We are an Artificial Intelligence solution and application company, creating analytics value for industry 4.0 and surveillance using deep learning technology.



## TC Microscope



Improve the defect identification and detection of AOI (Automated Optical Inspection).  
Provide the defect classification capability with domain knowledge learnt by AI.

## TC Telescope



Video and live streaming analytics in real-time, detect abnormal objects and activities.

To offer nanoparticle monitoring technologies for processing liquids used in semiconductor industry.

**SuperSizer,**  
*In-Line Nanoparticle Sizing System*



A new generation nanoparticle monitoring system accurately detects the size and quantity of particles above 5nm, allowing manufacturers to take necessary measures to improve the process according to the monitored results.

- ✓ Distinguishing particle size ranging from 5 nm to 1,000 nm
- ✓ Concentration up to  $10^{14}$  /cm<sup>3</sup>
- ✓ Advanced aerosol particle measurement technologies
- ✓ Other application industry: electronics, optoelectronics, and biomedical materials

Keep going beyond



Thank  
You !