

CHROMA ATE INC.

2019.1Q Earnings Conference Call

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30th April, 2019

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**

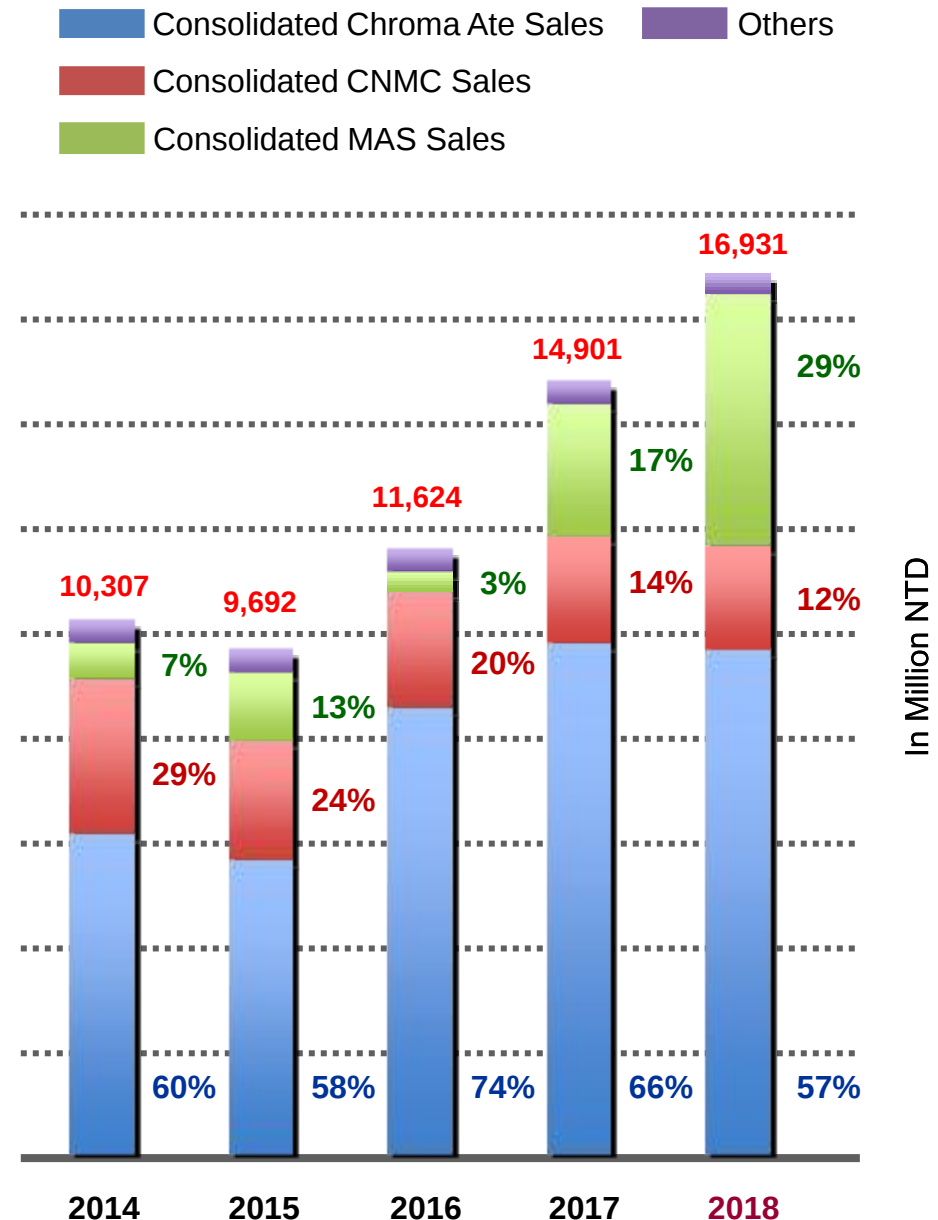
Chroma

CORPORATE PROFILE

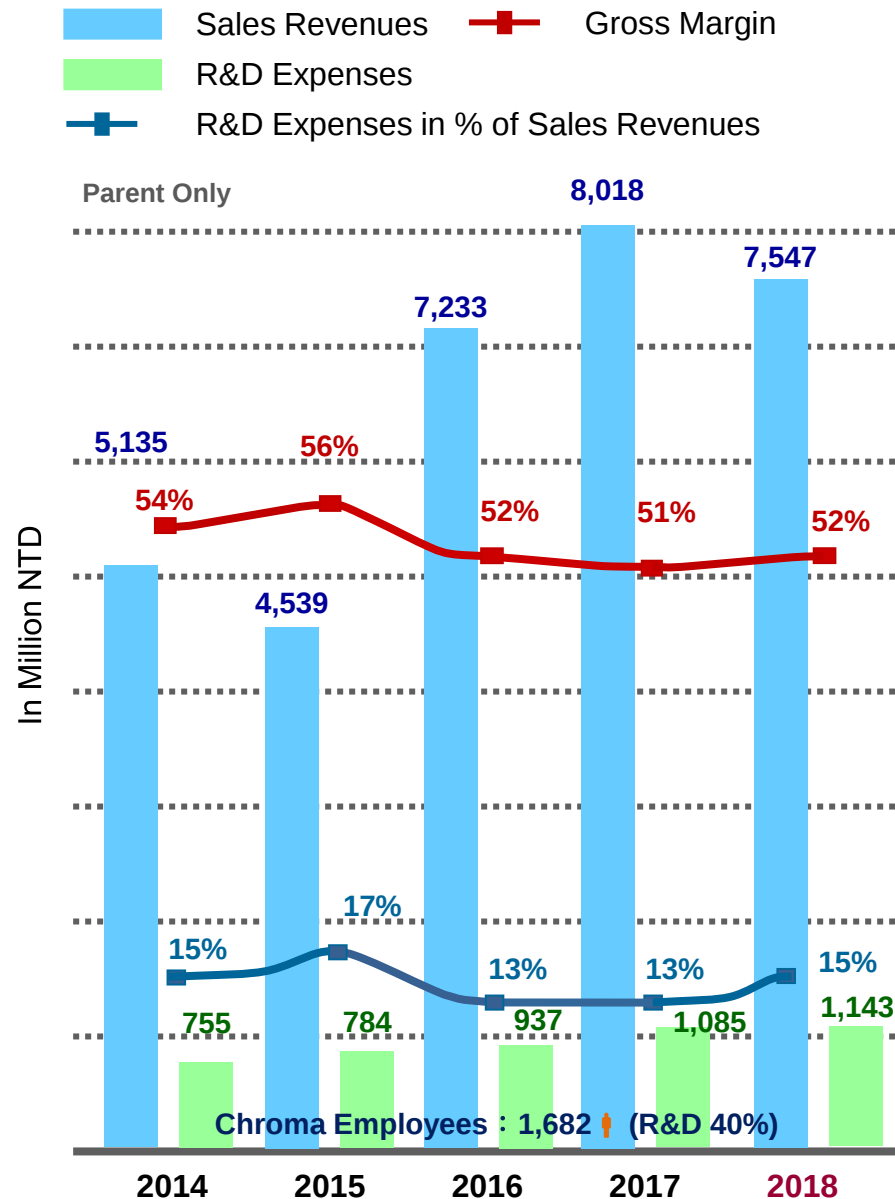
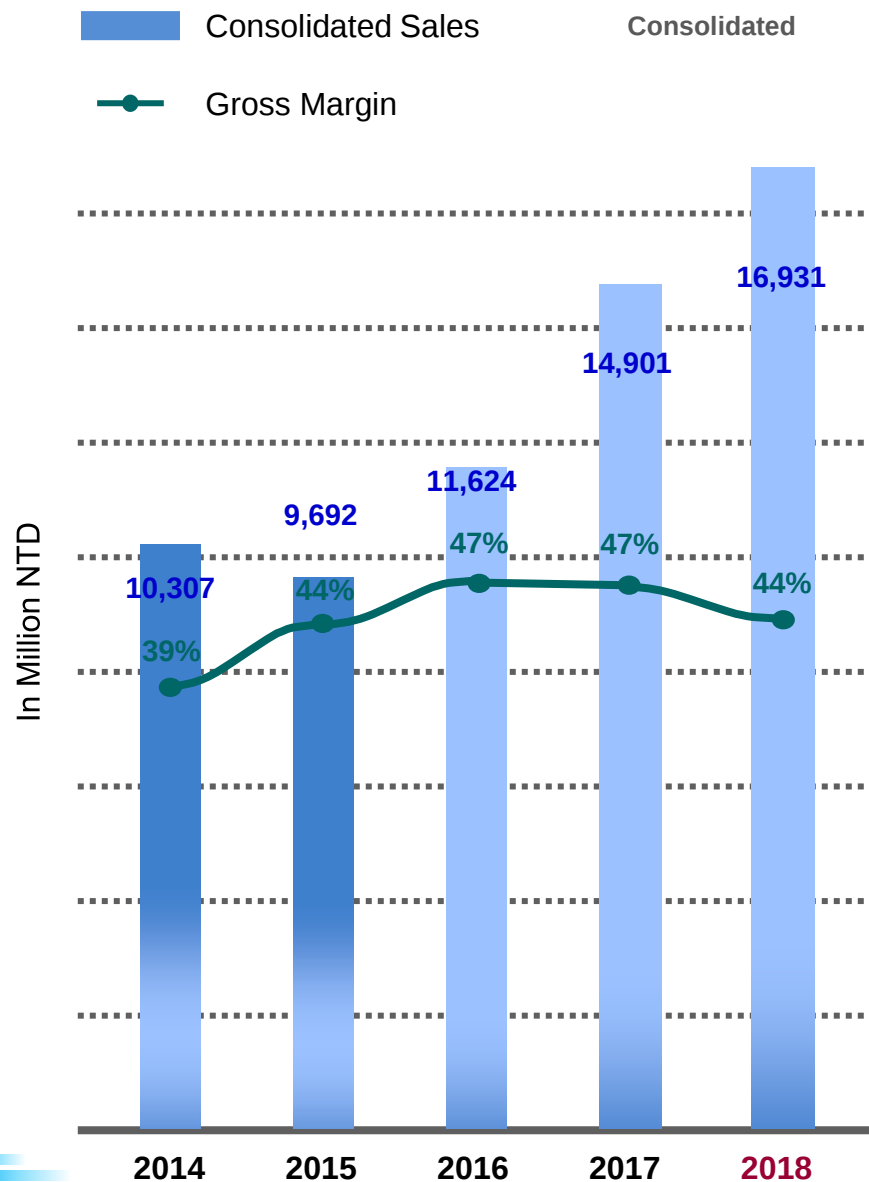
**Test
Auto
Solution
providers**

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).
- 2018 Consolidated Sales : NT\$ 16.9 billion
- 2018 Net Income: NT\$2.5 billion
- Chroma Group total of 2,918 employees (as March, 2019)

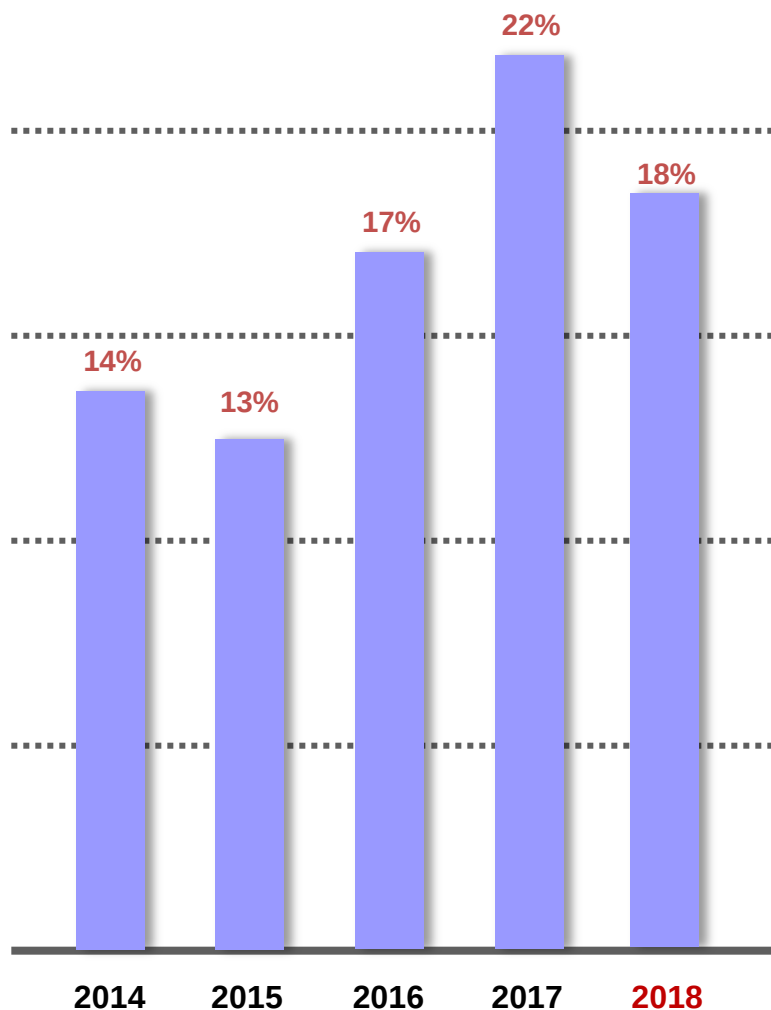


Financial Performance

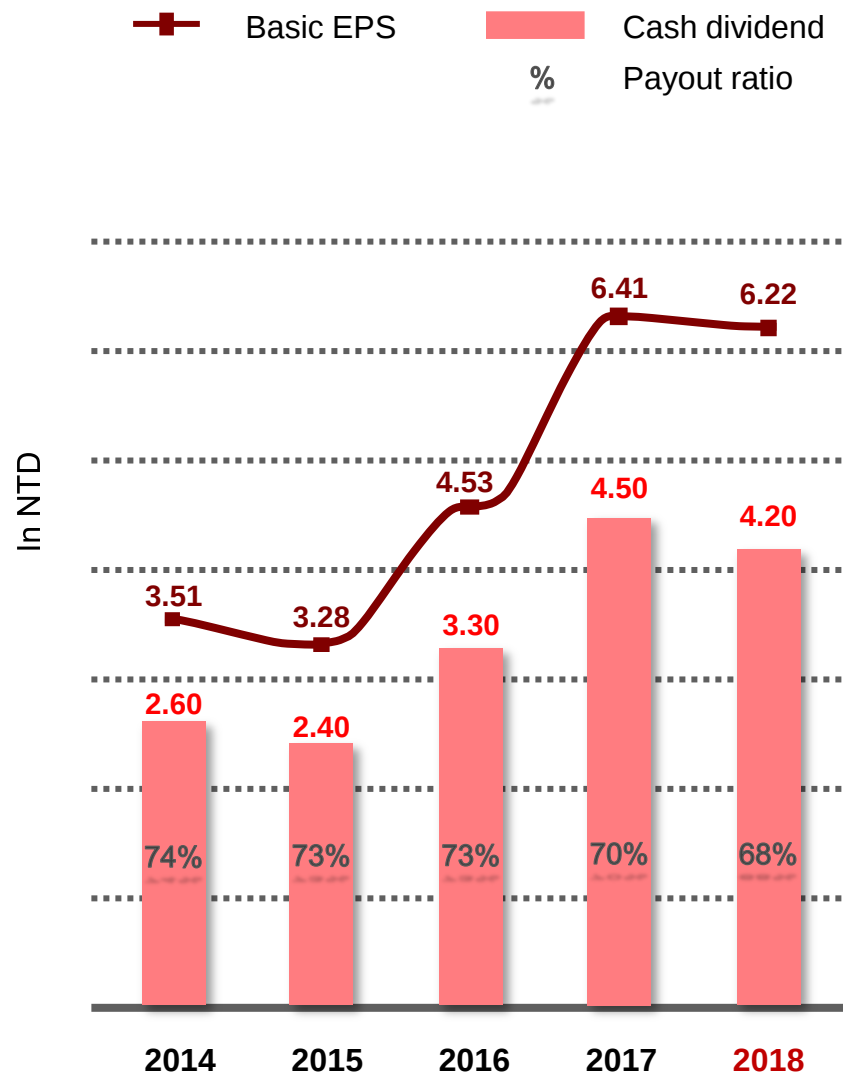


Financial Performance

ROE



Dividend



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

Global Operation Sites

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

EST. 2006



China/ Suzhou

EST. 2011



China/ Xiamen

EST. 2011



China/ Chongqing



Taiwan: Taoyuan (Headquarters)

EST. 2003



Taiwan: Hsinchu

EST. 2009



Taiwan: Kaohsiung

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

FINANCIAL REVIEW



Year 2019.1Q Condensed Consolidated Income Statement

Condensed Consolidated P&L

(In Million NTD, except for EPS in NTD)

	<u>2019.1Q</u>	%	<u>2018.1Q</u>	%	YoY %
Net Sales	2,742	100%	3,466	100%	(21%)
Consolidated Sales of Testing Equipment Business	2,023	74%	2,358	68%	(14%)
Consolidated Sales of MAS	274	10%	605	18%	(55%)
Consolidated Sales of New Material	395	14%	426	12%	(7%)
Others	50	2%	77	2%	(35%)
Cost of Goods Sold	(1,425)	(52%)	(1,902)	(55%)	(25%)
Gross Profit	1,317	48%	1,564	45%	(16%)
Operating Expenses:					
General & Administration	(733)	(26%)	(702)	(20%)	4%
Research & Development	(295)	(11%)	(302)	(9%)	(2%)
Operating Income	289	11%	560	16%	(48%)
Non-Operating Income (Expenses), net	72	2%	17	1%	324%
Income (Loss) Before Tax	361	13%	577	17%	(37%)
Income Tax	(64)	(2%)	(155)	(5%)	(59%)
Net Income	297	11%	422	12%	(30%)
Other Comprehensive Income (Losses)	67	-	23	1%	191%
Comprehensive Income	\$ 364	13%	\$ 445	13%	(18%)
Net Income (Losses) Attributable To:					
Shareholders of the Parent	296	11%	431	12%	(31%)
Noncontrolling Interests	1	-	(9)	-	n/a
	\$ 297	11%	\$ 422	12%	(30%)
EPS (Basic)	\$ 0.72		\$ 1.06		(32%)
EPS (Diluted)	\$ 0.71		\$ 1.03		(31%)

Balance Sheet Highlights & Financial Ratio

Consolidated (In Million NTD)

Balance Sheet Highlights

	<u>2019. March</u>	<u>2018. Dec</u>	+ / - %
Cash & Short Term Investments	4,843	4,689	3%
Inventory	2,498	2,417	3%
Short Term Debt	486	821	- 41%
Long Term Debt	2,146	1,954	10%
Shareholders Equity	15,125	14,690	3%
Total Assets	23,327	23,202	1%
Inventory Turnover (Day)	155	93	
AR Turnover (Day)	177	104	
AP Turnover (Day)	209	123	
Net Debt to Equity (%)	Net cash	Net cash	
ROE (%) ●	8%	18%	
ROA (%) ●	5%	11%	

Cash Position

	<u>2019.1Q</u>	<u>2018.1Q</u>	YoY
EBITDA	486	661	(26%)
Cash Flow from Operation	500	20	n/a
Free Cash Flow ●●	388	(777)	n/a

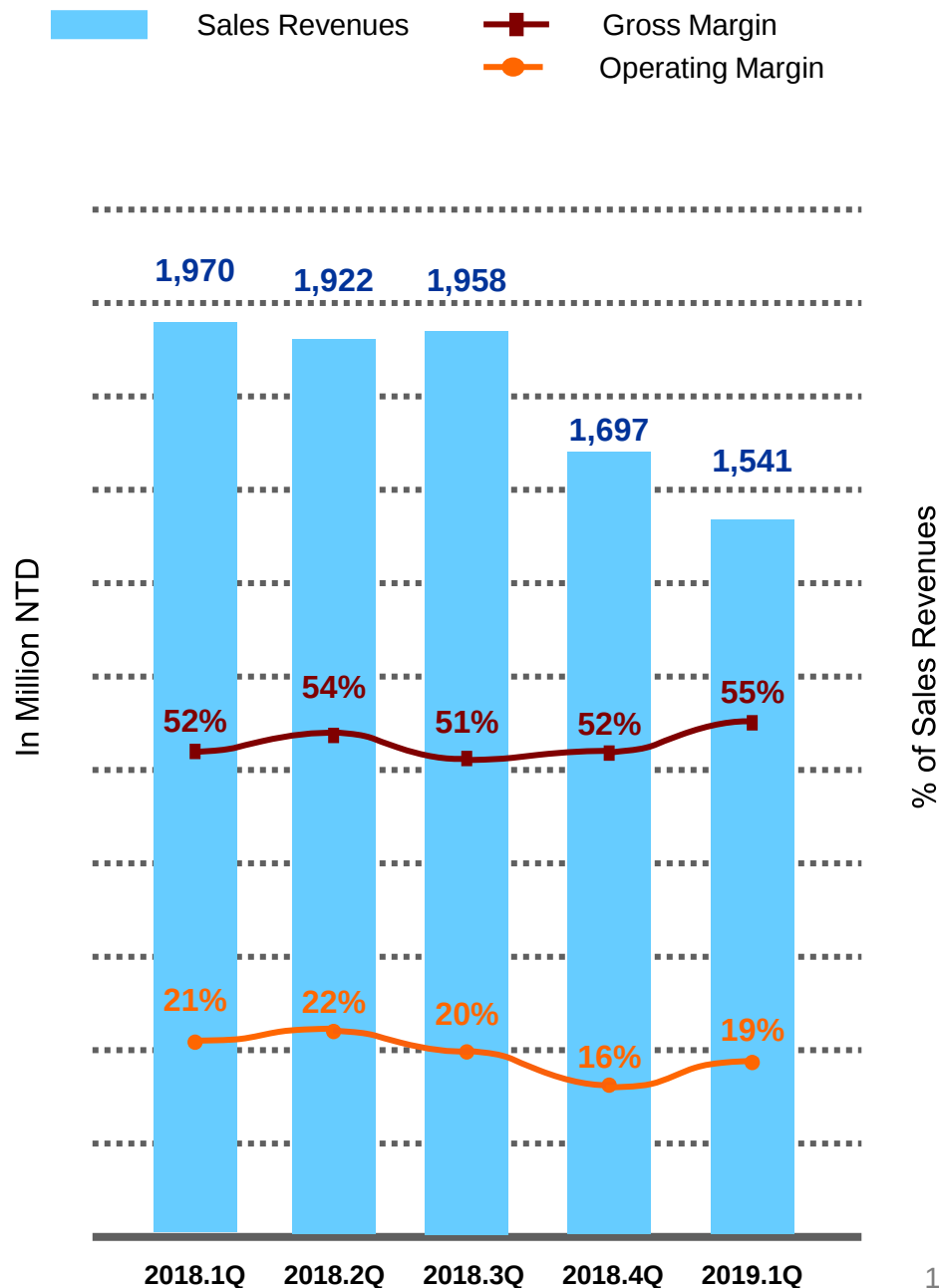
● All ROE + ROA has been annualized.

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

Quarterly Highlights

2019.1Q Key Points

- Sales Revenue: \$ 1,541 million, down 9% QoQ, down 22% YoY
- Gross Margin: 55%
- Operating Margin: 19%
- Net Income: NT\$ 296 million, down 38% QoQ, down 31% YoY
- 2019.1Q Highlights:
 - The first quarter sales has reflected the influences from US-China Trade war and Chinese New Year, but gross margin reached the highest in past 8 quarters.



Year 2019.1Q Condensed Income Statement

Condensed P&L – Parent Only

(In Million NTD, except for EPS in NTD)

	2019.1Q	%	2018.4Q	%	QoQ	2018.1Q	%	YoY
					%			%
Net Sales	1,541	100%	1,697	100%	(9%)	1,970	100%	(22%)
Cost of Goods Sold	(696)	(45%)	(821)	(48%)	(15%)	(955)	(48%)	(27%)
Gross Profit	845	55%	876	52%	(4%)	1,015	52%	(17%)
Operating Expenses:								
General & Administration	(291)	(19%)	(305)	(18%)	(5%)	(319)	(16%)	(9%)
Research & Development	(265)	(17%)	(293)	(17%)	(10%)	(275)	(14%)	(4%)
Operating Income	289	19%	278	17%	4%	421	22%	(31%)
Non-Operating Income (Expenses), net	53	3%	242	14%	(78%)	128	6%	(59%)
Income (Loss) Before Tax	342	22%	520	31%	(34%)	549	28%	(38%)
Income Tax	(46)	(3%)	(41)	(2%)	12%	(118)	(6%)	(61%)
Net Income	\$ 296	19%	\$ 479	29%	(38%)	\$ 431	22%	(31%)
Other Comprehensive Income	66	4%	(93)	(6%)	n/a	24	1%	175%
Comprehensive Income	\$ 362	23%	\$ 386	23%	(6%)	\$ 455	23%	(20%)
EPS (Basic)	\$ 0.72		\$ 1.16		(38%)	\$ 1.06		(32%)
EPS (Diluted)	\$ 0.71		\$ 1.13		(37%)	\$ 1.03		(31%)

● 100% owned subsidiaries' income - New Material: 8m (QoQ ↓ 33%, YoY ↑ 100%), MAS: (5m).

Balance Sheet Highlights & Financial Ratio

Parent Only (In Million NTD)

Balance Sheet Highlights

	<u>2019. March</u>	<u>2018. Dec</u>	+ / - %
Cash & Short Term Investment	2,093	1,867	12%
Inventory	2,002	1,897	6%
Short Term Debt	300	630	- 52%
Long Term Debt	2,000	1,800	11%
Shareholders Equity	14,853	14,410	3%
Total Assets	19,748	19,327	2%
Inventory Turnover (Day)	252	189	
AR Turnover (Day)	146	138	
AP Turnover (Day)	136	122	
Net Debt to Equity (%)	1%	4%	
ROE (%) ●	8%	18%	
ROA (%) ●	6%	13%	

Cash Position

	<u>2019.1Q</u>	<u>2018.1Q</u>	YoY
EBITDA	402	596	(33%)
Cash Flow from Operation	451	230	96%
Free Cash Flow ●●	428	(856)	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**



2019.1Q Product Mix and Consolidated Sales Breakdown

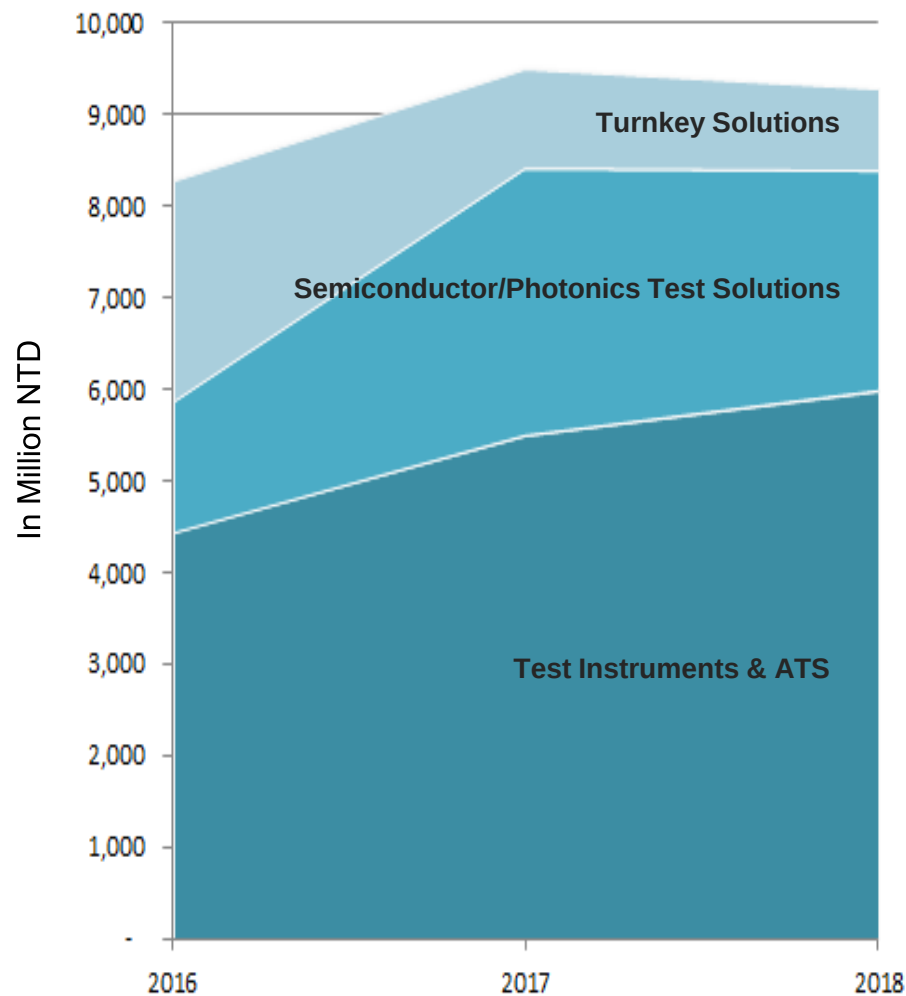
(Unit: Million NTD)

	<u>2019.1Q</u>	<u>%</u>	<u>QoQ</u>	<u>YoY</u>	<u>2018</u>	<u>%</u>
Test Instruments & Automatic Testing System (ATS)	943	61%	(9%)	(10%)	4,411	58%
Semiconductor / Photonics Test Solutions	384	25%	5%	(14%)	1,890	25%
Turnkey Solutions	100	7%	(50%)	(71%)	778	11%
Service & Others	115	7%	24%	(10%)	468	6%
Total of Parent Company Sales	1,542	100%	(9%)	(22%)	7,547	100%
+ Sales from Overseas Affiliates	481		(30%)	24%	2,178	
Chroma Consolidated Testing Equipment Business	2,023	74%	(15%)	(14%)	9,725	57%
MAS	274	10%	(71%)	(55%)	4,862	29%
New Material	395	14%	(22%)	(7%)	2,005	12%
Other Subsidiaries	50	2%	(36%)	(35%)	339	2%
Consolidated Sales	2,742	100%	(30%)	(21%)	16,931	100%

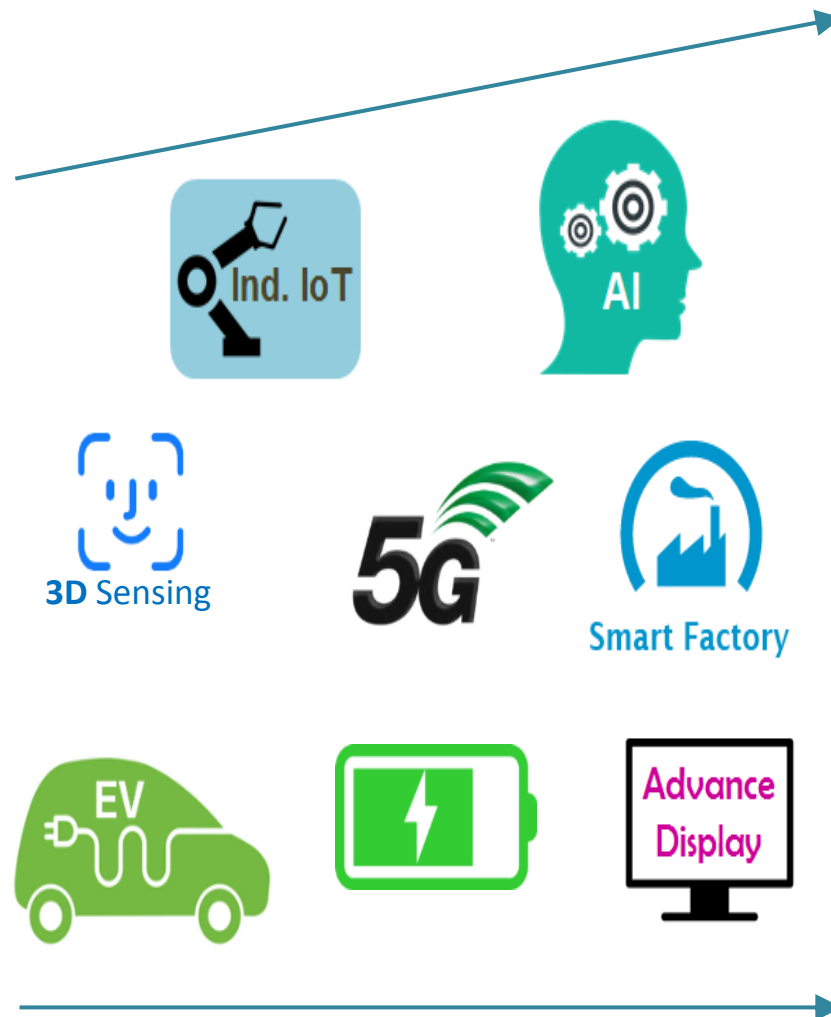
- Chroma first quarter consolidated sales revenues have reached 2.7 billion NTD, represented a decline of 30% QoQ and 21% YoY respectively. Consolidated gross margin reached record high of 48%.
- 2019 Business Outlook:
 - ✓ Testing equipment business sales will be picked up from second quarter and move into peak season.
 - ✓ The Testing equipment business expects to grow quarter over quarter. Overseas (US, Europe and Japan) markets will start to pick up from 2Q after a short term swings from US-China Trade War. Due to 5G market demand, IC System Level Testers shipments will be started to contribute in 2H, while photonics will continue to benefit from VCSEL and optical fiber demand increase. Turnkeys mostly will be mainly contributed in 2H.
 - ✓ MAS (Automation) business will start to pick up in second half as well.

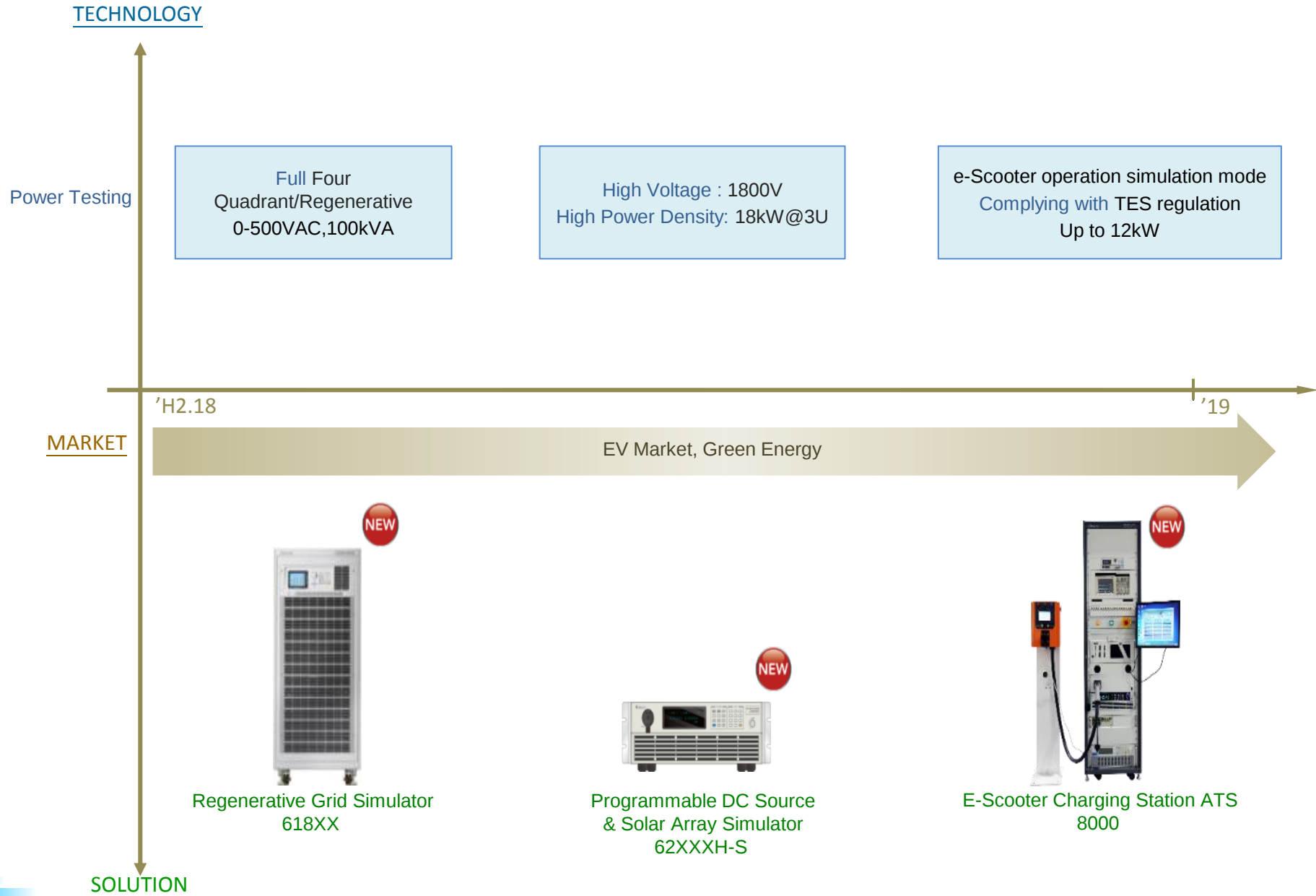
Growth Opportunities

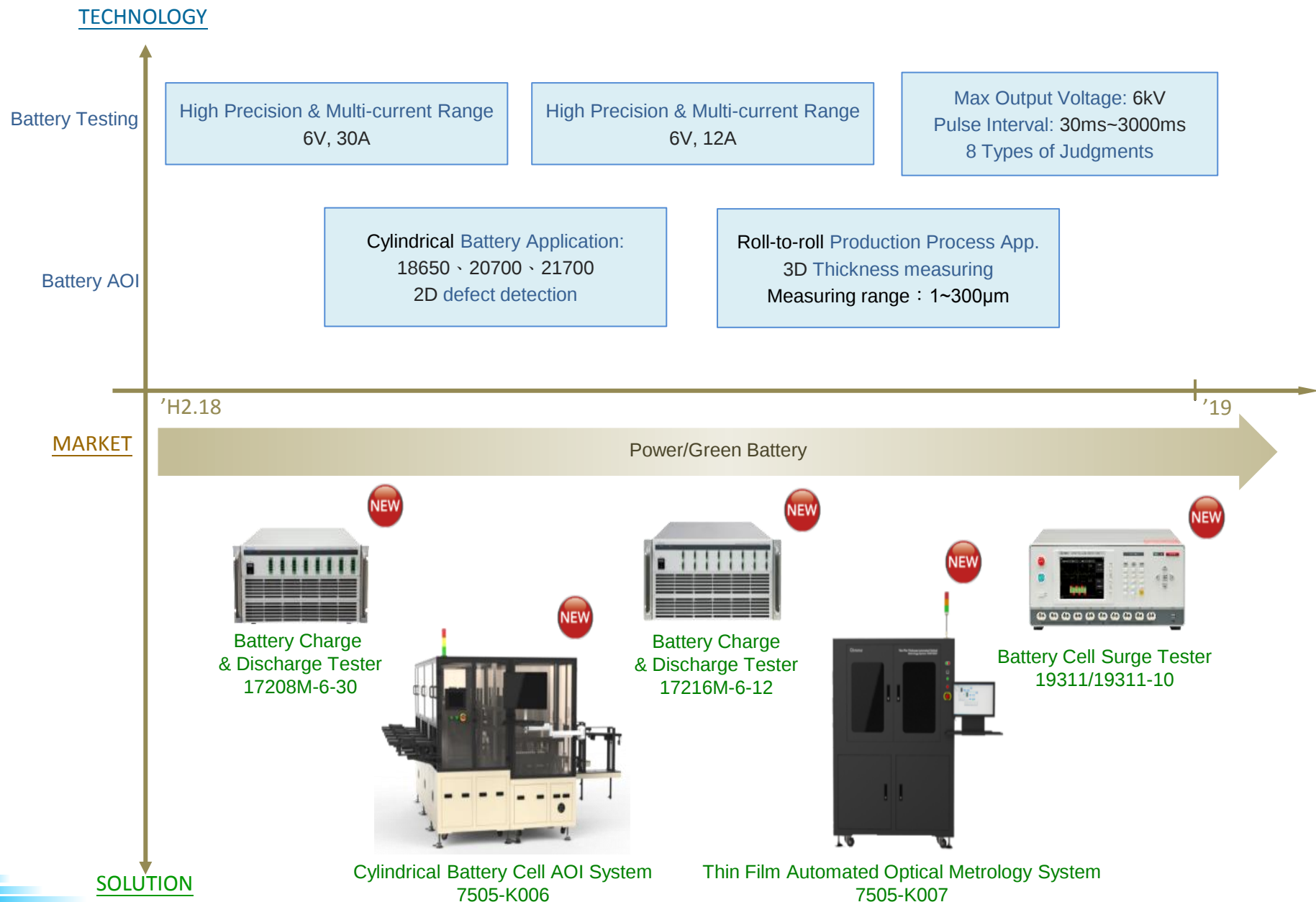
Testing Solution Sales



Market Applications







TECHNOLOGY

IC Testing Handler

Flexible Configuration :
ATE/SLT/ATE+SLT
Max.144 Test Sites

Optical Metrology
System

Wafer Surface Profile
Measurement & Analysis: 12"
1um – 0.1nm Inspection Range

MARKET

'18.H2

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

IC Wafer

'19

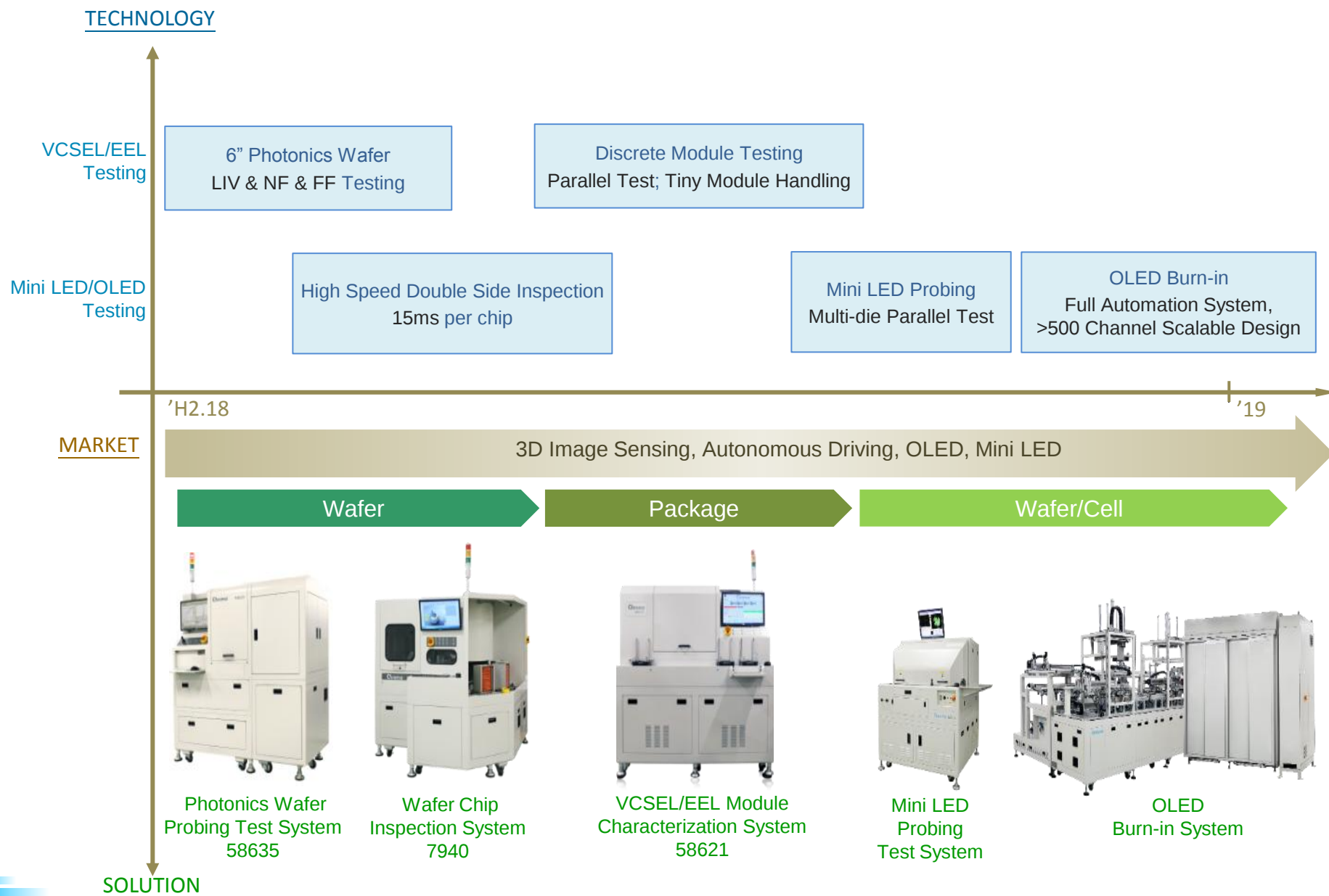


FT & SLT Hybrid Test System
3200



Advanced Packaging Optical Metrology System
7505-K005

SOLUTION



Turnkey Solution

TECHNOLOGY

OLED Module
Burn-in Automation

OLED Module Automatic Burn-in System :
Temp. up to 85 °C, Class 1000
Fine Pitch Contact to 100 um
Multi - MIPI / eDP Signaling & Power Monitoring

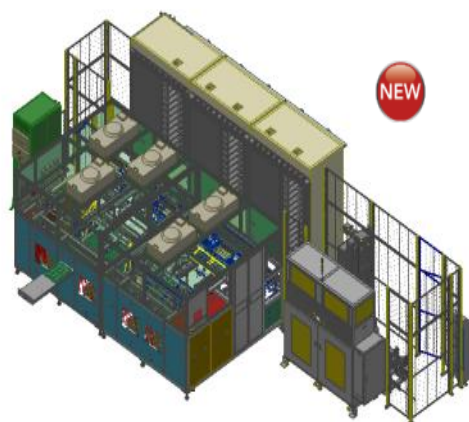
TV Automatic Test Turnkey Test :
Throughput 15sec / Each TV
Optical Pattern Inspection
Fully Function Testing with MES Management

MARKET

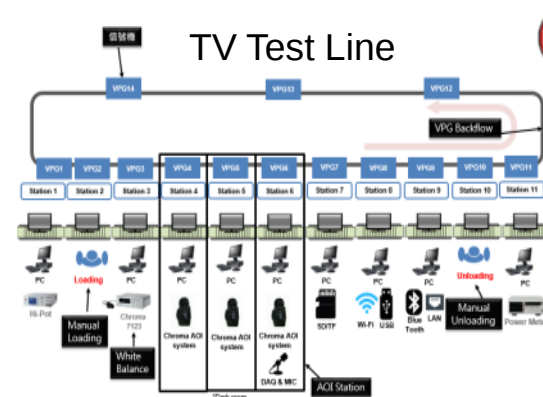
'H2.18

Flat Panel Display

'19



OLED Module Automatic Burn-In System
5710



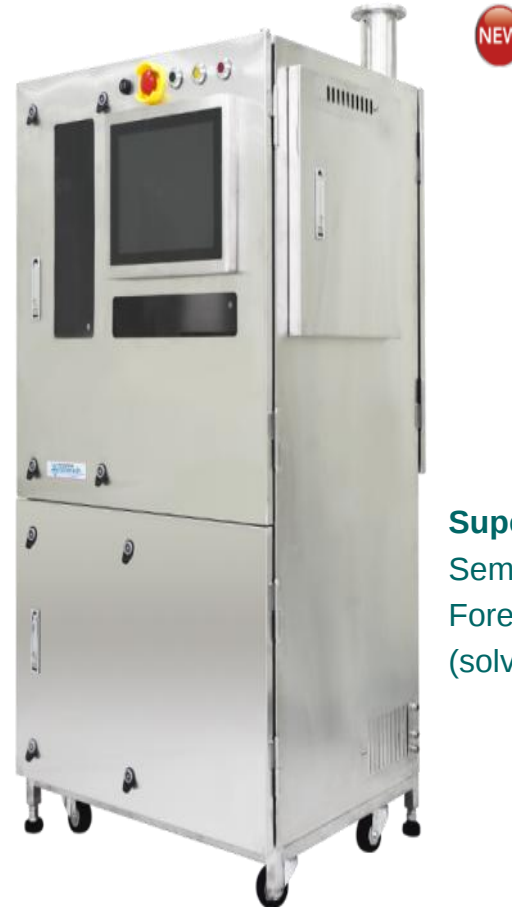
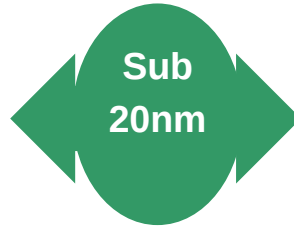
TV Automatic Test System

SOLUTION

In-line Nanoparticle Monitoring System



SuperSizer II
Semi S2 in Certified
Fore CMP Slurry



SuperSizer V
Semi S2 in Process
Fore high purity wet chemicals
(solvent)

Strategic Investment & Alliance with Camtek Ltd.

Chroma



Camtek

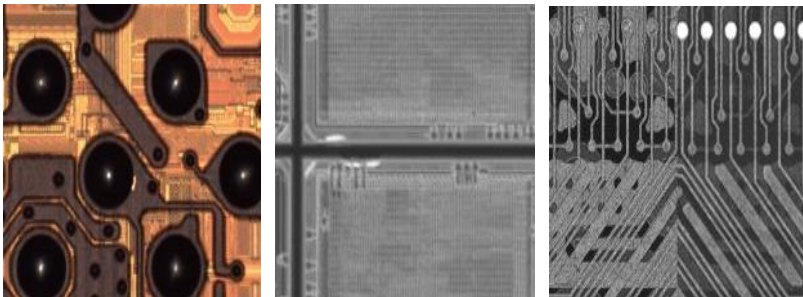
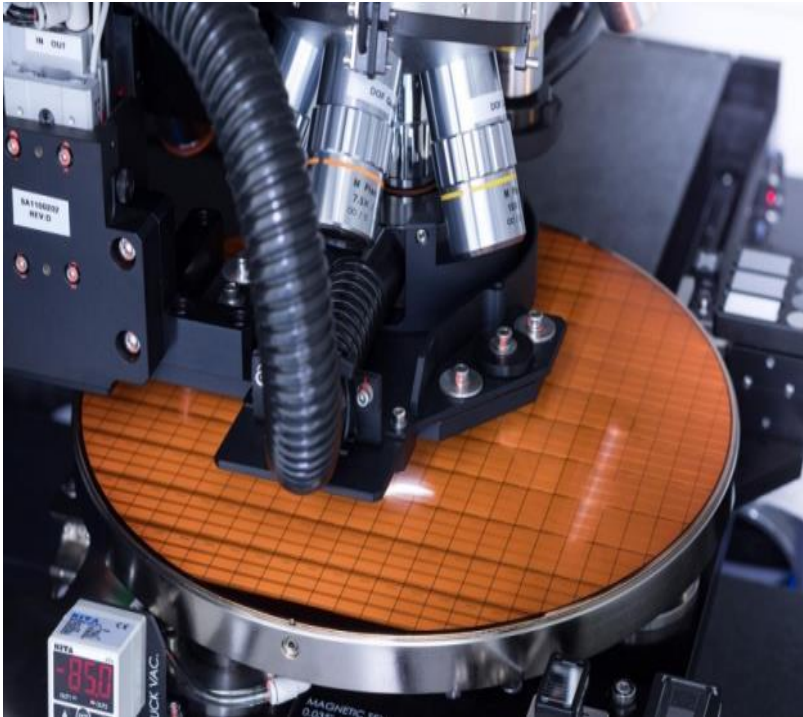
- 20.5% Stake of Camtek Ltd.
- Total Shares Transaction: 7,817,440 ordinary shares.
- Total Capital: 74 million USD (approx. 2.3 billion NTD)
- Technology: White Light Triangulation Technology (Patented)
- Application: Mainly in Semiconductor Advanced Package
- Synergies:
 - ▶ Strengthen Chroma's AOI and 3D metrology capabilities for serving of broad set of fast growing industries
 - ▶ Development of low cost solution for 2D Optical Inspection.
- Two seats on Camtek's Board of Directors



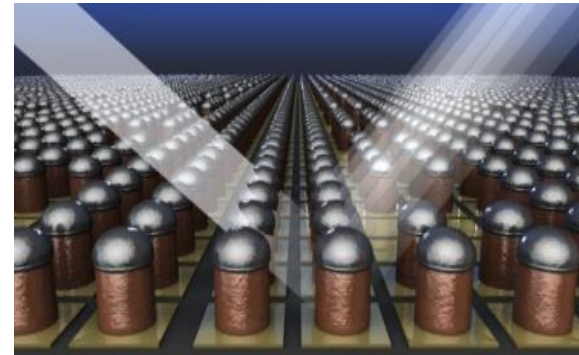
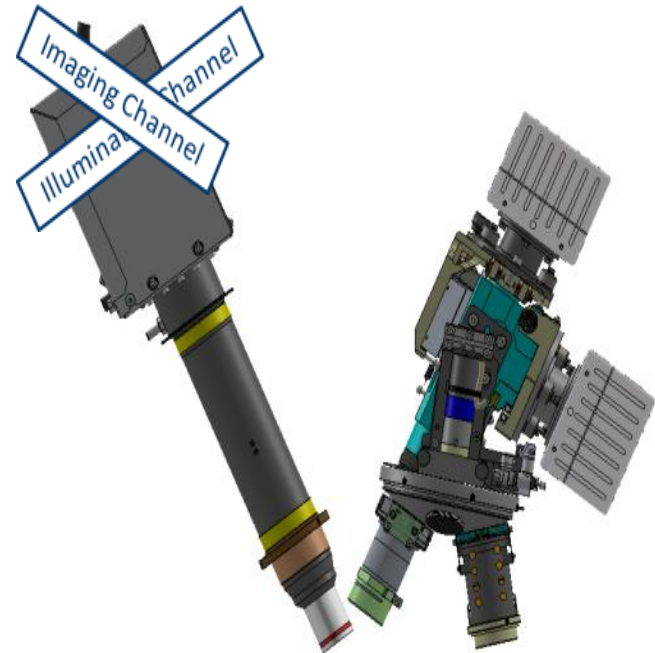
- Camtek is a leading manufacturer of metrology and inspection equipment and a provider of software solutions serving the mid end of the semiconductor industry.
- Camtek is organized in 8 subsidiaries around the world in US, Europe, Japan, China, Hong Kong, Taiwan, Korea and Singapore, with R&D and production mainly in Israel, and co-headquartered in Hong Kong.
- 2018 revenue of US\$123.2 million, increase of 32% YoY. Gross profit of US\$60.8m (49.4%), growth rate of 33% YoY and net income of US\$18.7m (15.2%), 10 times compared to 2017. (* based on continued operations only)
- Employees: 295
- Market Cap of US\$297 million as of 2018/2/13, cash US\$54.9 million



Wafer Inspection



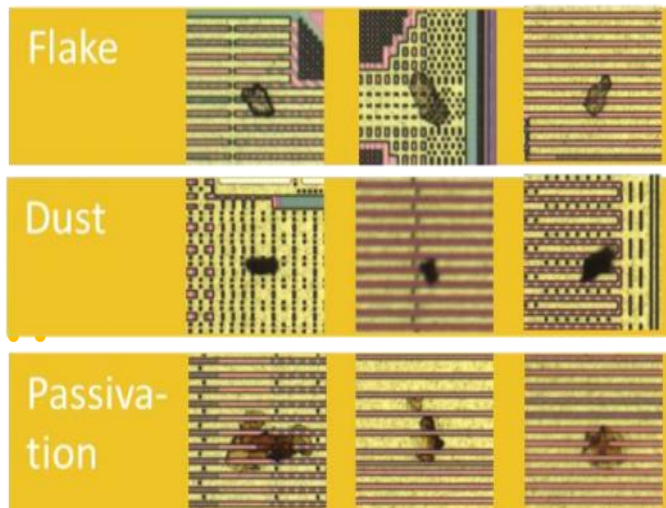
Wafer 3D Metrology



Automatic Defect Classification

Fully automated inspection process
Deep Learning based algorithms

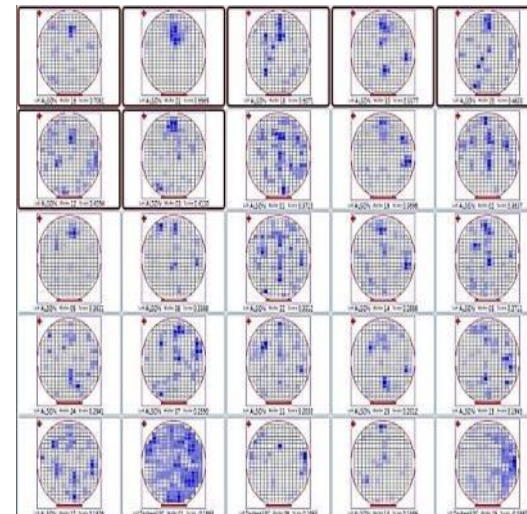
Defect classification



Yield Analysis

Yield enhancement
Process control
Enhanced data visualization

Map Analysis Pattern



Camtek: Customer Reference

Fab & Assembly House



Keep going beyond



Thank
You !