Chroma

2024.3Q Earnings Conference

Paul Ying, CFO

31st October, 2024

Disclaimer

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.

Agenda

- Financial Review
- Operation Highlights
- Q&A

FINANCIAL REVIEW

Year 2024.3Q Condensed Consolidated Income Statement

Chroma

Condensed Consolidated P&L (In Million NTD, except for EPS in NTD)	2024.3Q	%	2024.2Q	%	QoQ %	2023.3Q	%	YoY %
Net Sales	**5,632**	**100%**	**5,515**	**100%**	**2%**	**4,847**	**100%**	**16%**
Consolidated Sales of Testing Equipment Business	5,170	92%	5,234	95%	**(1%)**	4,627	96%	**12%**
Consolidated Sales of MAS	384	7%	192	3%	**100%**	165	3%	**133%**
Others	78	1%	89	2%	**(12%)**	55	1%	**42%**
Cost of Goods Sold	(2,326)	(41%)	(2,249)	(41%)	**3%**	(2,084)	(43%)	**12%**
Gross Profit	**3,306**	**59%**	**3,266**	**59%**	**1%**	**2,763**	**57%**	**20%**
Operating Expenses:								
General & Administration	(1,290)	(23%)	(1,230)	(22%)	**5%**	(1,088)	(22%)	**19%**
Research & Development	(508)	(9%)	(522)	(9%)	**(3%)**	(437)	(9%)	**16%**
Operating Income	**1,508**	**27%**	**1,514**	**28%**	**-**	**1,238**	**26%**	**22%**
Non-Operating Income (Expenses), net	237	4%	291	5%	**(19%)**	307	6%	**(23%)**
Income (Loss) Before Tax	1,745	31%	1,805	33%	**(3%)**	1,545	32%	**13%**
Income Tax	(295)	(5%)	(368)	(7%)	**(20%)**	(291)	(6%)	**1%**
Net Income	**1,450**	**26%**	**1,437**	**26%**	**1%**	**1,254**	**26%**	**16%**
Net Income (Losses) Attributable To:								
Shareholders of the Parent	1,426	25%	1,407	26%	**1%**	1,225	25%	**16%**
Noncontrolling Interests	24	1%	30	-	**(20%)**	29	1%	**(17%)**
	$ 1,450	**26%**	**$ 1,437**	**26%**	**1%**	**$ 1,254**	**26%**	**16%**
EPS (Basic)	**$ 3.39**		**$ 3.34**		**2%**	**$ 2.91**		**16%**
EPS (Diluted)	**$ 3.36**		**$ 3.31**		**2%**	**$ 2.89**		**16%**

Year 2024.1~3Q Condensed Consolidated Income Statement

Chroma

Condensed Consolidated P&L (In Million NTD, except for EPS in NTD)	2024.1~3Q	%	2023.1~3Q	%	YoY %
Net Sales	**15,565**	**100%**	**13,652**	**100%**	**14%**
Consolidated Sales of Testing Equipment Business	14,664	94%	12,875	94%	**14%**
Consolidated Sales of MAS	661	4%	615	5%	**7%**
Others	240	2%	162	1%	**48%**
Cost of Goods Sold	(6,426)	(41%)	(5,473)	(40%)	**17%**
Gross Profit	**9,139**	**59%**	**8,179**	**60%**	**12%**
Operating Expenses:					
General & Administration	(3,701)	(24%)	(3,233)	(24%)	**14%**
Research & Development	(1,515)	(10%)	(1,307)	(10%)	**16%**
Operating Income	**3,923**	**25%**	**3,639**	**27%**	**8%**
Non-Operating Income (Expenses), net	847	5%	509	3%	**66%**
Income (Loss) Before Tax	4,770	30%	4,148	30%	**15%**
Income Tax	(906)	(5%)	(878)	(6%)	**3%**
Net Income	**3,864**	**25%**	**3,270**	**24%**	**18%**
Net Income (Losses) Attributable To:					
Shareholders of the Parent	3,788	25%	3,180	23%	**19%**
Noncontrolling Interests	76	-	90	1%	**(16%)**
	$ 3,864	**25%**	**$ 3,270**	**24%**	**18%**
EPS (Basic)	**$ 9.00**		**$ 7.56**		**19%**
EPS (Diluted)	**$ 8.93**		**$ 7.50**		**19%**

Balance Sheet Highlights & Financial Ratio

Chroma

Consolidated (In Million NTD)	2024. Sept	2023. Dec	+ / - %
Balance Sheet Highlights			
Cash & Short Term Investments	4,673	4,794	- 3%
Inventory	5,032	4,675	8%
Short Term Debt	2,250	2,136	5%
Long Term Debt	1,818	990	84%
Shareholders Equity	23,811	22,517	6%
Total Assets	**35,460**	**33,482**	**6%**
Inventory Turnover (Day)	192	217	
AR Turnover (Day)	87	87	
AP Turnover (Day)	108	128	
Net Debt to Equity (%)	Net Cash	Net Cash	
ROE (%) ●	**22%**	**18%**	
ROA (%) ●	**15%**	**12%**	

Cash Position	2024.1~3Q	2023.1~3Q	YoY
EBITDA	5,378	4,719	14%
Cash Flow from Operation	2,951	1,911	54%
Free Cash Flow ● ●	**1,903**	**1,192**	**60%**

● All ROE + ROA has been annualized.

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

OPERATION

HIGHLIGHT

2024.3Q & 1~3Q Product Mix and Consolidated Sales Breakdown

(Unit: Million NTD)	2024.3Q	%	QoQ	YoY	2024.1~3Q	%	YoY	2023	%
Test Instruments & Automatic Testing System (ATS)	1,730	43%	-	(11%)	5,138	45%	(22%)	8,078	64%
Semiconductor / Photonics Test Solutions	1,825	46%	(2%)	70%	4,887	43%	133%	2,963	24%
Turnkey Solutions	105	3%	(35%)	59%	539	5%	90%	454	4%
Service & Others	323	8%	2%	66%	893	7%	33%	1,035	8%
Total of Parent Company Sales (TW)	**3,983**	**100%**	**(2%)**	**22%**	**11,457**	**100%**	**19%**	**12,530**	**100%**
+ Sales from Overseas Operations & Related Subsidiaries	**1,187**		**3%**	**(13%)**	**3,207**		**(1%)**	**5,257**	
Chroma Consolidated Testing Equipment Business	**5,170**	**92%**	**(1%)**	**12%**	**14,664**	**94%**	**14%**	**17,787**	**92%**
MAS	**384**	**7%**	**100%**	**133%**	**661**	**4%**	**7%**	**658**	**4%**
Other Subsidiaries	**78**	**1%**	**(12%)**	**42%**	**240**	**2%**	**48%**	**231**	**1%**
Consolidated Sales	**5,632**	**100%**	**2%**	**16%**	**15,565**	**100%**	**14%**	**18,676**	**97%**

Advancing Excellence

Thank You