Basic Profile
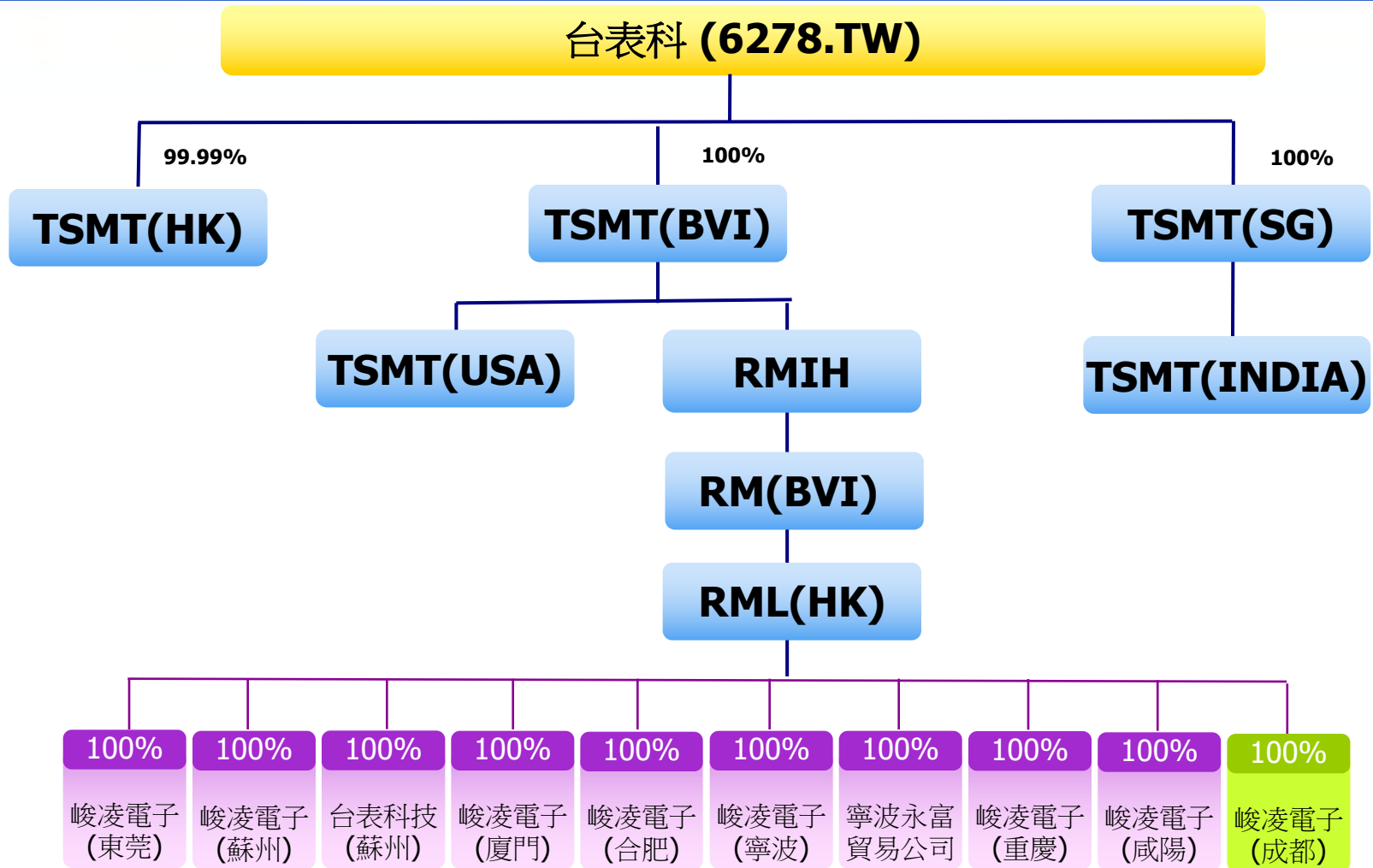
TSMT in Brief

- Founded : in 1990
- HQ : No.437, Taoying Rd., Taoyuan City, Taiwan
- Capital : $USD 100M
- Revenue:$USD 1.23B(2019); $USD 1.02B(2018)
- Listed:6278.TW
- Capacity : 200 SMT lines, 9 Factories (Taiwan ,China & India)
- Web-Site: http://www.tsmt.com.tw

TSMT Group Structure

台表科 **(6278.TW)**

99.99%　　　　　**100%**　　　　　**100%**

TSMT(HK)　　　　**TSMT(BVI)**　　　　**TSMT(SG)**

TSMT(USA)　　**RMIH**　　　　**TSMT(INDIA)**

RM(BVI)

RML(HK)

100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
峻凌電子 (東莞)	峻凌電子 (蘇州)	台表科技 (蘇州)	峻凌電子 (廈門)	峻凌電子 (合肥)	峻凌電子 (寧波)	寧波永富 貿易公司	峻凌電子 (重慶)	峻凌電子 (咸陽)	峻凌電子 (成都)

EMS Business Model
_to Provide professional TQMDC

Advantages of SMT Outsourcing

Focus on core competence

Lower procurement costs

Economies of scale & cost benefit

Materials: PCB, IC, LED, FPC

Turnkey

Self-procured materials

Consignment

Materials provided by clients

SMT Process

Finished Products
(LCD Control Board)

Consumer Products

3

Manufacturing Platform-in Asia
Strategic Co-location with Main Customers

SMT

Xian Yang
Set up on 2018 Jul.

He Fei
Set up on 2010 Jan.

Su Zhou
Set up on 1999 Aug.

Chong Qing
Set up on 2010 Aug.

Xia Men
Set up on 2006 May.

Ning Bo
Set up on 2006 Feb.

Taiwan
Set up on 1990 Mar.

Dong Guan
Set up on 1997

咸陽 蘇州 合肥 成都 重慶 寧波 廈門 台灣 東莞
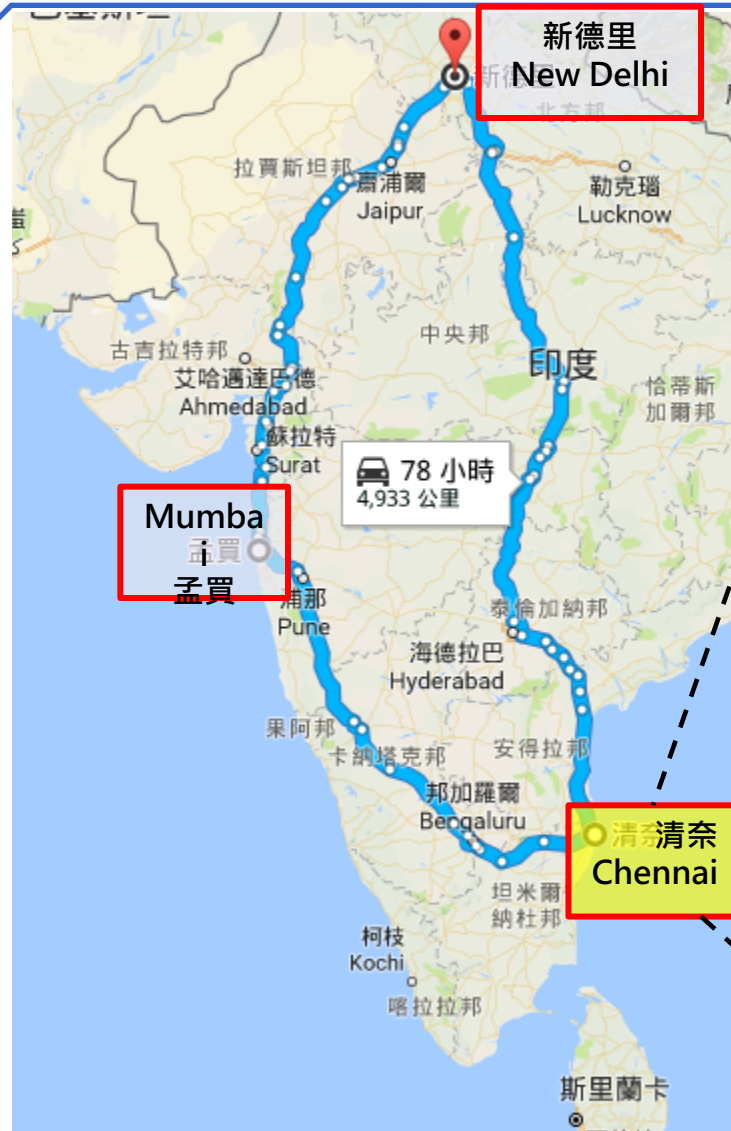
- All plants are inter-connected through central ERP system
- Advantages of co-location include timely delivery and cost efficiency

Results in stronger relationships with customers, operating efficiency & capture more business opportunities

Manufacturing Platform-in India
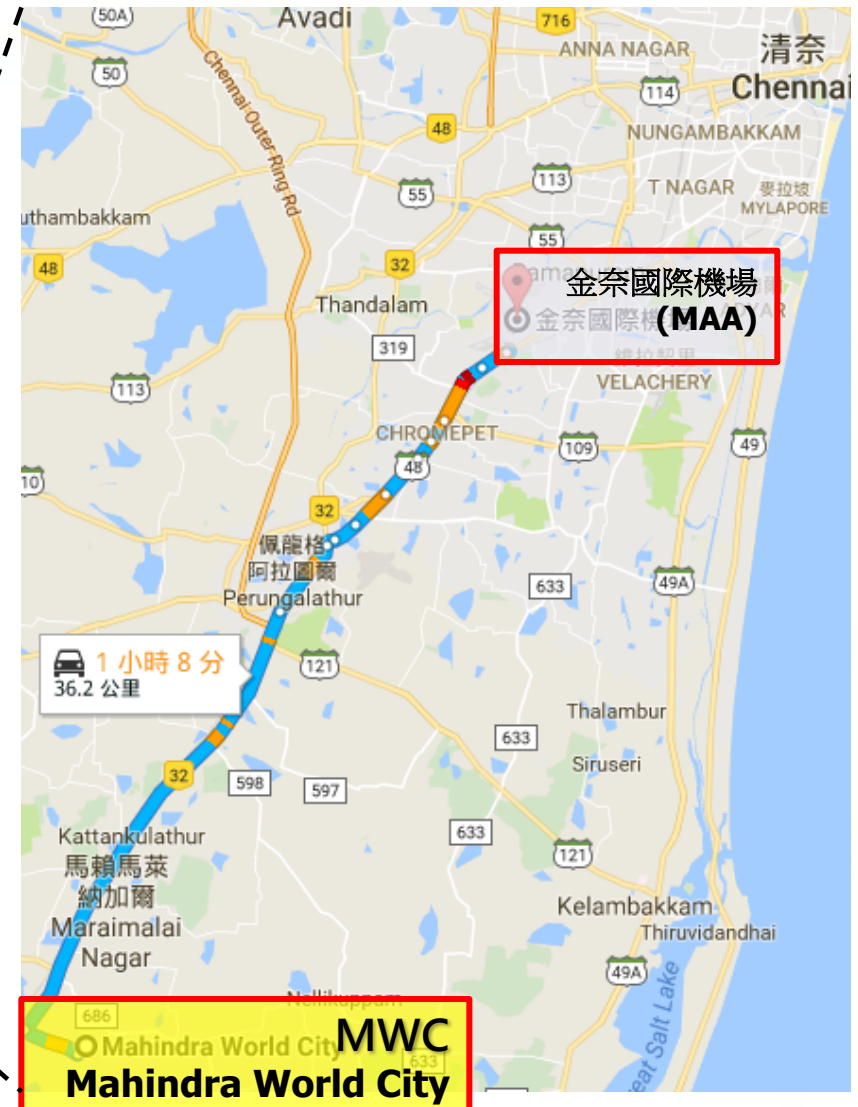
TSMT Technology (India) Chennai Factory

The TSMT Chennai Manufacturing
Facility is located in
Zone of Domestic Tariff Area **(DTA)** ,

Mahindra World City **(MWC)**,
India's first integrated business city.

Set up on 2017,Q4.
Have 8 SMT lines on 2019.

Production Capacity & Capability

capacity (SMT Lines)

生產基地	2016	2017	2018	2019	2020
東莞DG	20	15	11	12	12
蘇州SZ	65	66	75	75	75
寧波NB	19	12	13	13	15
廈門XM	25	15	12	12	12
台灣TW	17	17	20	20	26
合肥HF	4	8	10	12	14
重慶CQ	15	15	16	20	23
咸陽XY	-	-	4	8	9
India	-	2	5	8	8
總數	165	150	166	180	194

Economies of scale further strengthen competitiveness of TSMT

# Financial Highlights-2019 Annual Results

(NTD'000)	2019	2018	Change
Revenue	37,906,373	30,634,088	23.74%
Gross profit	4,729,725	3,377,798	40.02%
Operating profit	2,590,921	1,556,759	66.43%
Net profit	2,035,222	785,003	159.26%
Gross profit margin	12.48%	11.03%	1.45pp
Operating profit margin	6.84%	5.08%	1.76pp
Net profit margin	5.37%	2.56%	2.81pp
Basic EPS (NTD)	6.96	2.68	159.70%

Financial Highlights-2020 Q3 Results

(NTD'000)	2020 Q3	2019 Q3	Change
Revenue	29,417,352	28,178,768	4.40%
Gross profit	3,505,416	3,511,938	-0.19%
Operating profit	1,800,885	1,962,431	-8.23%
Net profit	1,453,867	1,409,585	3.14%
Gross profit margin	11.92%	12.46%	-0.54pp
Operating profit margin	6.12%	6.96%	-0.84pp
Net profit margin	4.94%	5.00%	-0.06pp
Basic EPS (NTD)	4.97	4.82	3.11%

Turnover & Margin Analysis
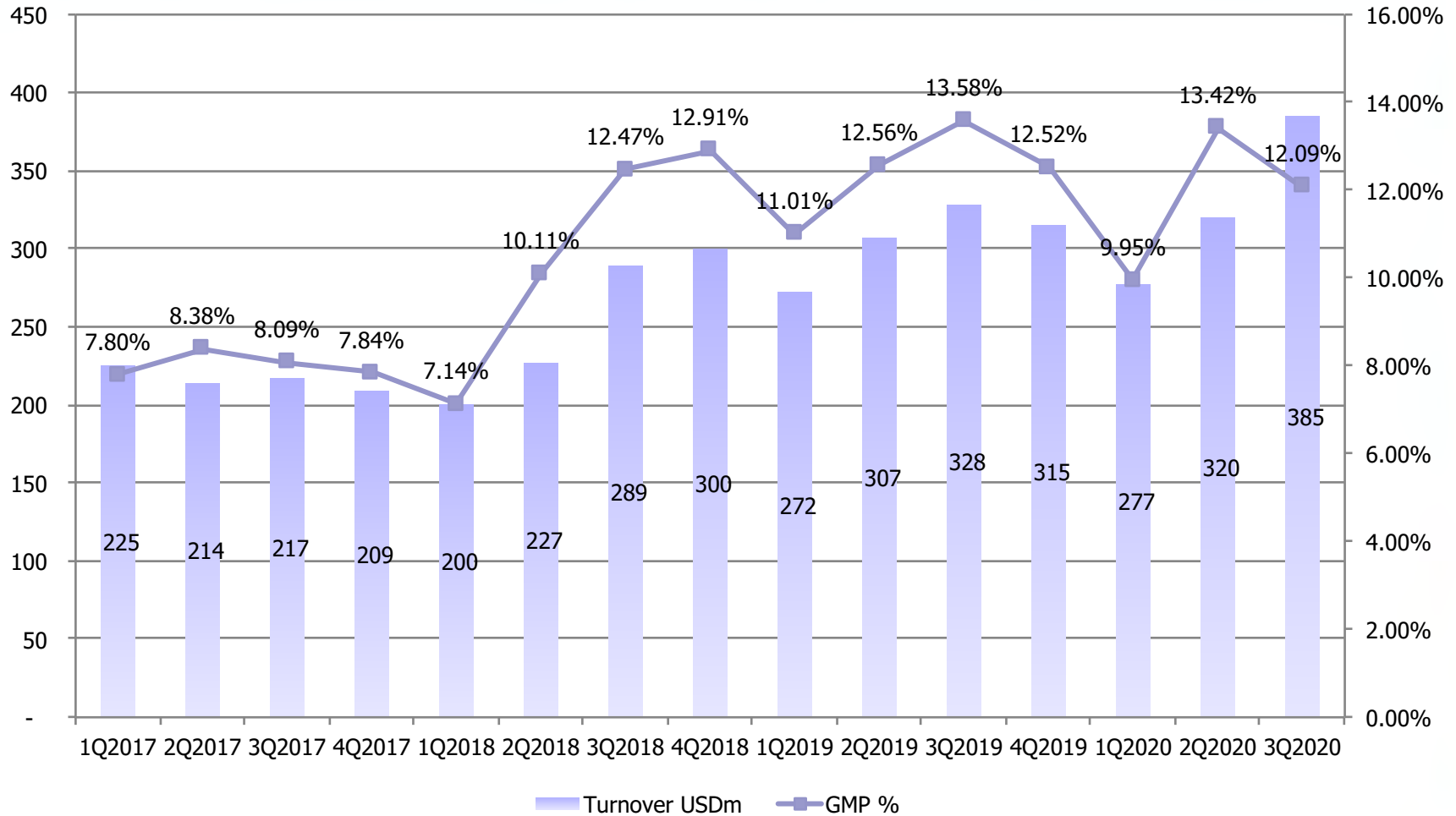
Financial Position

(NTD'000)	As at 31 Dec 2019 (audited)	As at 31 Dec 2018 (audited)	Change
Total assets	33,166,414	29,687,036	11.72%
Net assets	12,731,889	11,581,141	9.94%
Total borrowings	3,805,530	3,786,517	0.50%
Cash and bank balances	7,156,505	5,635,012	27.00%
Total equity	12,731,889	11,581,141	9.94%
Gearing Ration*	29.89%	32.70%	-
Inventory turnover days	34 days	35 days	-1 days
A/R turnover days	122 days	130 days	-8 days
A/P turnover days	128 days	123 days	+5 days

*Gearing Ration=Total Borrowings(other than payables in ordinary course of business) over total equity
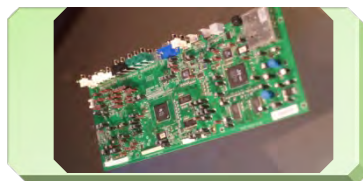
Financial Position

(NTD'000)	As at 30 Sep 2020 (reviewed)	As at 30 Sep 2019 (reviewed)	Change
Total assets	34,315,284	33,023,498	3.91%
Net assets	12,978,821	12,647,538	2.62%
Total borrowings	5,323,009	3,777,580	40.91%
Cash and bank balances	7,187,293	7,484,847	-3.98%
Total equity	12,978,821	12,647,538	2.62%
Gearing Ration*	41.01%	29.87%	-
Inventory turnover days	32 days	33 days	-1 days
A/R turnover days	116 days	121 days	-5 days
A/P turnover days	131 days	128 days	+3 days

*Gearing Ration=Total Borrowings(other than payables in ordinary course of business) over total equity
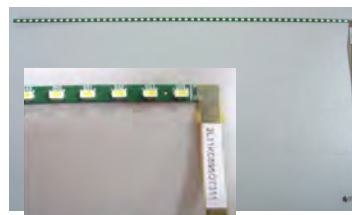
Finished products - applications

	Control Board 控制板 (Panel driver面板)	**LED Light Bar 光棒 (back light driver 背光)**	**Touch Controller IC Board**
Year of launch:	Since 2000	Since 2007	Since JULY 2012
Proportion to revenue(2020/3Q):	44%	22%	11%
Monthly output:	About 18m pcs	About 15m pcs	About 6m pcs
Consumer products revenue (2020/3Q):			
TV	60%	17%	0%
Notebook/Tablet	16%	75%	35%
Monitor	22%	4%	1%
Small-sized Product	2%	4% (since 2015)	64%