



台灣表面黏著科技股份有限公司  
Taiwan Surface Mounting Technology Corp.

**Mounting On Success**

**Corporation Presentation**

2018 Dec.



# Basic Profile

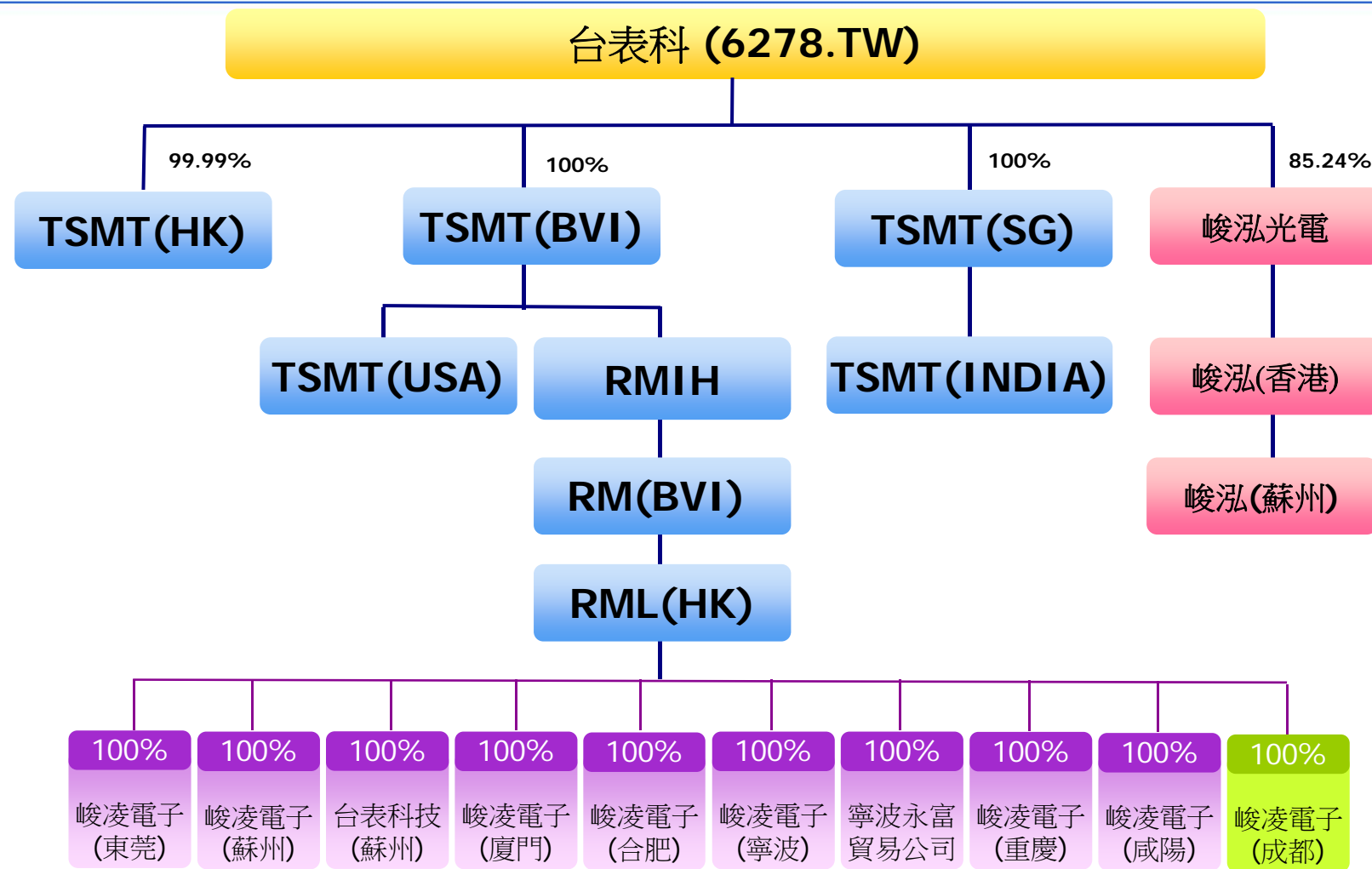


## TSMT in Brief

- Founded : in 1990
- HQ : No.437, Taoying Rd., Taoyuan City, Taiwan
- Capital : \$USD 100M
- Revenue:\$USD 0.87B(2017); \$USD 0.72B(2018Q3)
- Listed:6278.TW
- Employees : (2017)8,930;(2018Q3)9,641
- Capacity : 180 SMT lines, 9 Factories (Taiwan ,China & India)
- Web-Site: <http://www.tsmt.com.tw>

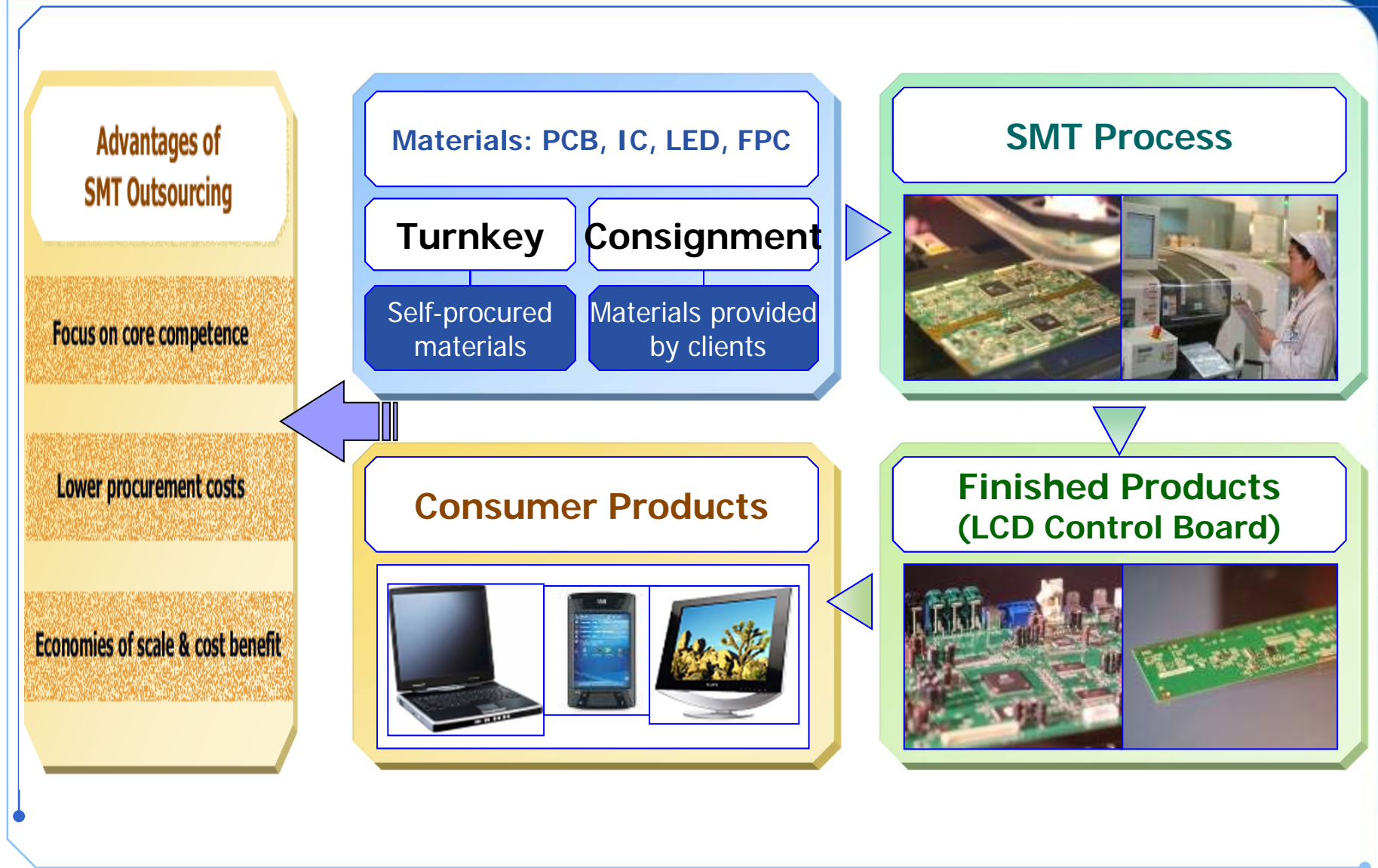


# TSMT Group Structure



# EMS Business Model

\_to Provide professional TQMDC



# Manufacturing Platform-in Asia

Strategic Co-location with Main Customers



## Xian Yang



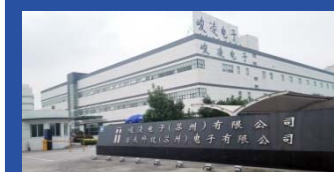
Set up on  
2018 Jul  
員工人數：231人

## He Fei



Set up on  
2010 Jan.  
員工人數：719人

## Su Zhou



Set up on  
1999 Aug.  
員工人數：4,332人

## Chong Qing



Set up on  
2010 Aug  
員工人數：1,096人

## Xia Men



Set up on  
2006 May  
員工人數：716人

## Taiwan



Set up on  
1990 Mar.  
員工人數：752人

## Ning Bo



Set up on  
2006 Feb.  
員工人數：778人

## Dong Guan



Set up on  
1997  
員工人數：719人

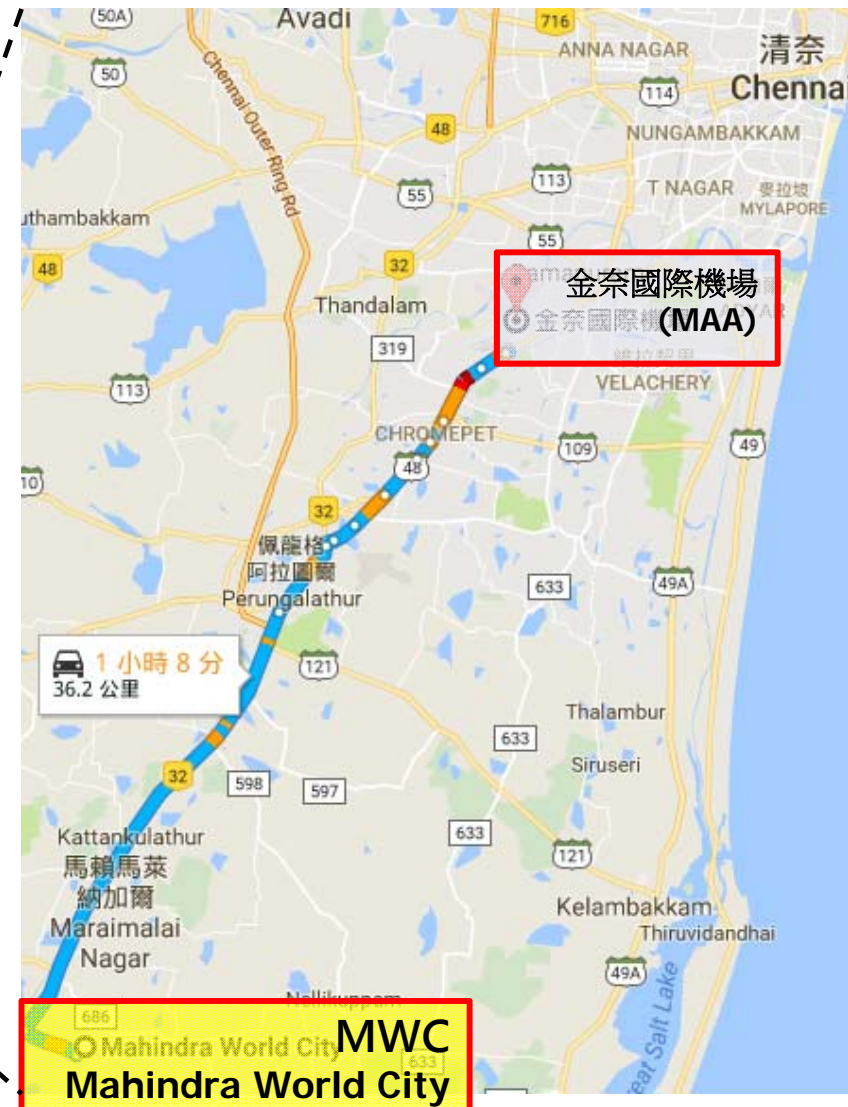
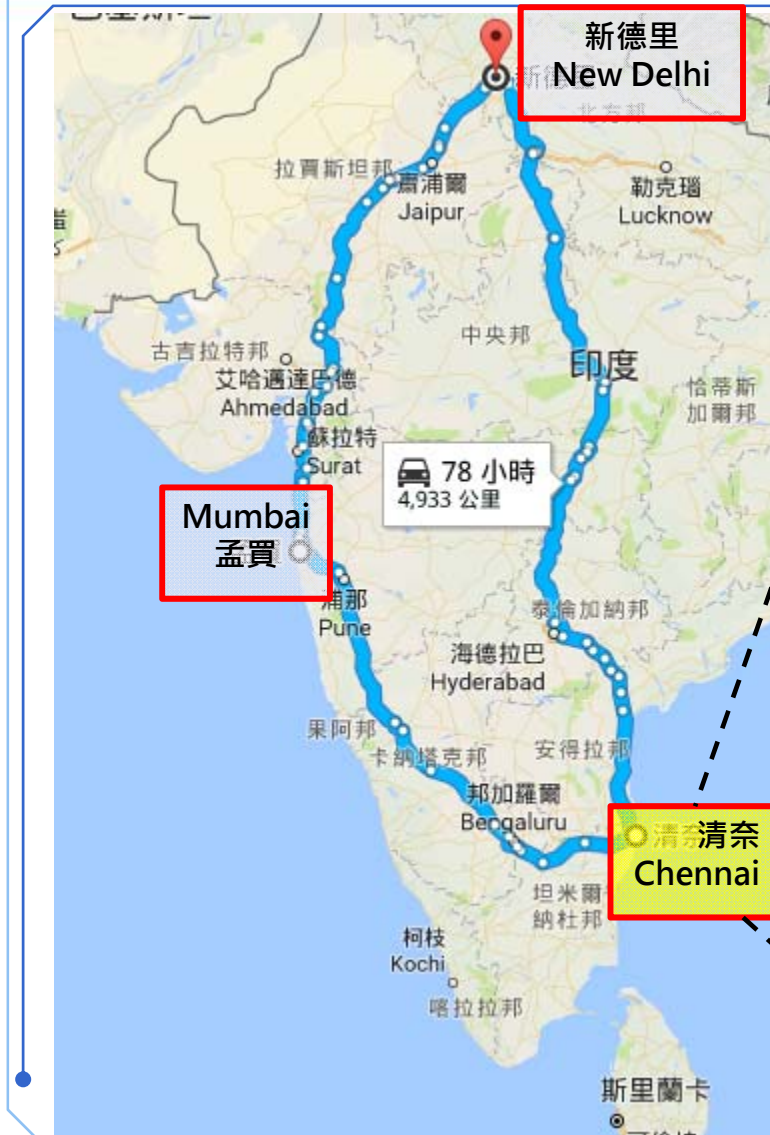


- All plants are inter-connected through central ERP system
- Advantages of co-location include timely delivery and cost efficiency

*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 5 SMT lines on 2018.





# Production Capacity & Capability SMT

capacity (SMT Lines)



生產基地	2014	2015	2016	2017	2018
東莞DG	22	20	20	15	11
蘇州SZ	73	65	65	66	75
寧波NB	22	20	19	12	13
廈門XM	28	30	25	15	12
台灣TW	16	17	17	17	24
合肥HF	5	4	4	8	10
重慶CQ	14	14	15	15	16
咸陽XY	-	-	-	-	4
India	-	-	-	2	5
<b>總數</b>	<b>180</b>	<b>170</b>	<b>165</b>	<b>150</b>	<b>170</b>

 Economies of scale further strengthen competitiveness of TSMT



# Financial Highlights-2017 Annual Results



(USD'000)	2017	2016	Change
<b>Revenue</b>	865,266	931,379	-7.10%
<b>Gross profit</b>	69,435	83,429	-16.77%
<b>Operating profit</b>	14,538	35,271	-58.78%
<b>Net profit</b>	25,334	17,708	43.07%
<b>Gross profit margin</b>	8.02%	8.96%	-0.94pp
<b>Operating profit margin</b>	1.68%	3.79%	-2.11pp
<b>Net profit margin</b>	2.93%	1.90%	1.03pp
<b>Basic EPS (NTD)</b>	2.64	1.95	35.38%

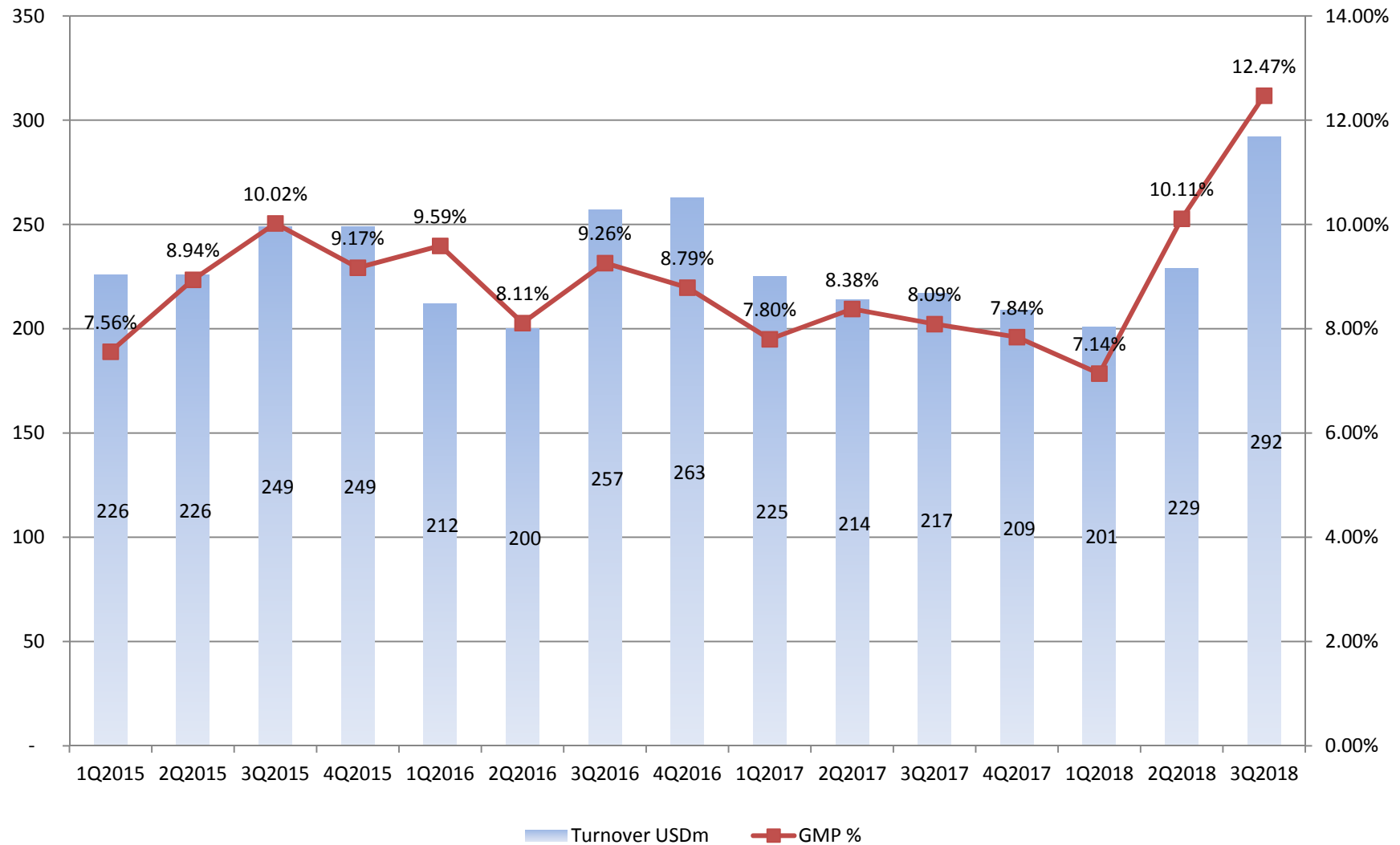
# Financial Highlights-2018 Q3 Results



(USD'000)	2018 Q3	2017 Q3	Change
<b>Revenue</b>	721,667	654,201	10.31%
<b>Gross profit</b>	73,870	52,881	39.69%
<b>Operating profit</b>	30,426	12,427	144.84%
<b>Net profit</b>	11,962	18,865	-36.59%
<b>Gross profit margin</b>	10.24%	8.08%	+2.16pp
<b>Operating profit margin</b>	4.22%	1.90%	+2.32pp
<b>Net profit margin</b>	1.66%	2.88%	-1.22pp
<b>Basic EPS (NTD)</b>	1.22	1.97	-38.07%



# Turnover & Margin Analysis



# Financial Position



(USD'000)	As at 31 Dec 2017 (audited)	As at 31 Dec 2016 (audited)	Change
<b>Total assets</b>	879,675	920,962	-4.48%
<b>Net assets</b>	369,077	359,460	2.68%
<b>Total borrowings</b>	139,672	141,588	-1.35%
<b>Cash and bank balances</b>	248,734	210,243	18.31%
<b>Total equity</b>	369,077	359,460	2.68%
<b>Gearing Ratio*</b>	37.84%	39.39%	-
<b>Inventory turnover days</b>	37 days	33 days	+4 days
<b>A/R turnover days</b>	152 days	145 days	+7 days
<b>A/P turnover days</b>	137 days	132 days	+5 days

\*Gearing Ratio=Total Borrowings(other than payables in ordinary course of business) over total equity



# Financial Position



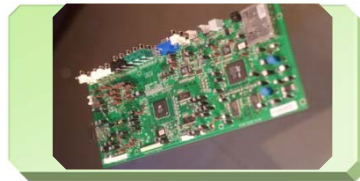
(USD'000)	As at 30 Sep 2018 (reviewed)	As at 30 Sep 2017 (reviewed)	Change
<b>Total assets</b>	935,368	859,258	8.86%
<b>Net assets</b>	366,334	364,914	0.39%
<b>Total borrowings</b>	118,073	140,535	-15.98%
<b>Cash and bank balances</b>	159,871	229,869	-30.45%
<b>Total equity</b>	366,334	364,914	0.39%
<b>Gearing Ratio*</b>	32.23%	38.51%	-
<b>Inventory turnover days</b>	35 days	32 days	+3 days
<b>A/R turnover days</b>	136 days	150 days	-14 days
<b>A/P turnover days</b>	127 days	135 days	-8 days

\*Gearing Ratio=Total Borrowings(other than payables in ordinary course of business) over total equity

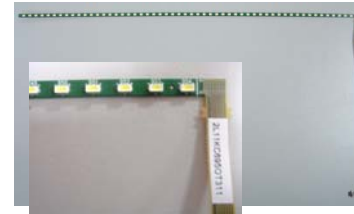
# Finished products - applications



**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:(2018/3Q)**45%

28%

12%

**Monthly output:**

About 15m pcs

About 12m pcs

About 6m pcs

**Consumer products:**



TV

58%

3%

0%



Notebook/Tablet

16%

54%

40%



Monitor

24%

14%

4%



Small-sized  
Product

2%

29% (since 2015)

56%



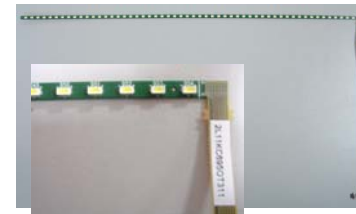
# Finished products - applications



Control Board (Panel)



LED Light Bar



Touch Controller IC Board



**Average selling price:**

US\$2~8

US\$0.3~12

US\$2~6

**Gross profit margin:**

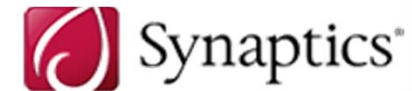
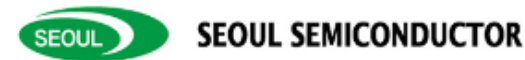
8%~11%

8%~9%

9%~10%

**Major Clients:**

*(85% revenue contribution)*





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Taiwan Surface Mounting Technology Corp.

Thanks  
謝謝指導

