



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

Mounting On Success

Corporation Presentation

Step 2012



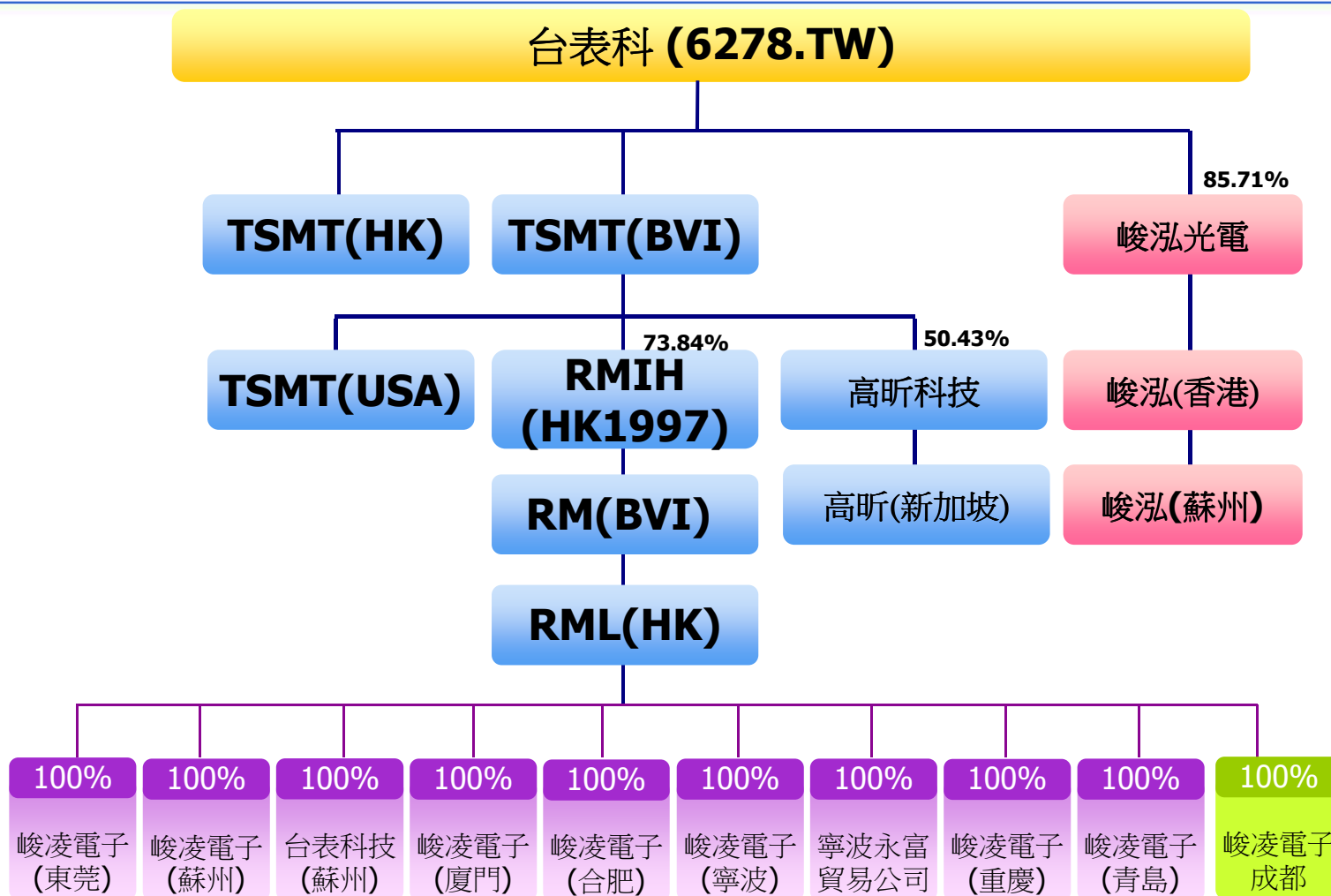
Basic Profile



TSMT in Brief

- Founded : in 1990
- HQ : No.437, Taoying Rd., Taoyuan City, Taiwan
- Capital : \$USD 86M
- Revenue:\$USD1.55B(2011) 、 \$USD0.84B(2012 first half)
- Listed:6278.TW and 1997.HK
- Employees : (2012/June)12,483
- Capacity : 8 production sites in great China with
around 200SMT lines
- Web-Site: <http://www.tsmt.com.tw>

TSMT Group Structure



EMS Business Model

_to Provide professional TQMDC



Manufacturing Locations

Strategic Co-location with Main Customers



Chong Qing
Set up on
2010 Aug
員工人數：281人

Qing Dao

Set up on
2010 Feb.
員工人數：364人

Su Zhou

Set up on
1999 Aug.
員工人數：5,249人

He Fei

Set up on
2010 Jan.
員工人數：569人

Xia Men

Set up on
2006 May
員工人數：1,379人

Taiwan

Set up on
1990 Mar.
員工人數：789人

Ning Bo

Set up on
2006 Feb.
員工人數：1,681人

Dong Guan

Set up on
1997
員工人數：2,171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

Production Capacity & Capability SMT

capacity (SMT Lines)



生產基地	2007	2008	2009	2010	2011	2012(f)
東莞 DG	31	31	30	30	35	35
蘇州 SZ	50	54	60	64	74	83
寧波 NB	13	15	17	25	29	29
廈門 XM	5	10	13	15	15	18
台灣 TW	16	16	12	16	16	16
合肥 HF	0	0	0	6	6	6
青島 QD	0	0	0	10	10	10
重慶 CQ	0	0	0	3	3	3
總數	115	126	132	169	188	200

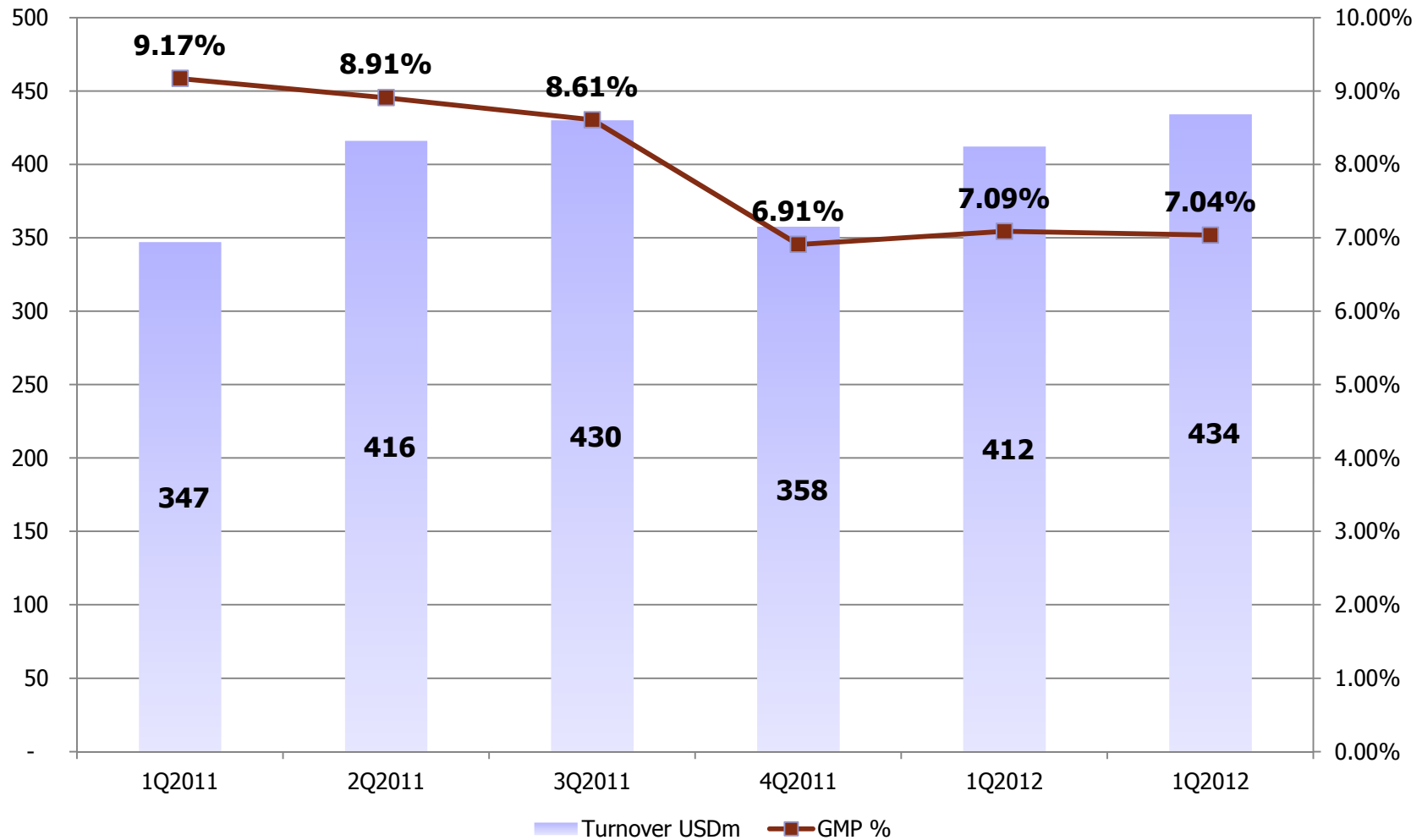
 Economies of scale further strengthen competitiveness of TSMT

Results Highlights



(USD'000)	1H2011	1H2012	Change
Revenue	763,137	846,436	+11%
Gross profit	68,892	59,773	-13%
Net profit	49,868	36,064	-28%
Gross profit margin	9.03%	7.06%	-1.97pp
Net profit margin	6.53%	4.26%	-2.27pp
Basic EPS (US cent)	0.09	0.06	-35%

Turnover & Margin Analysis



Financial Position



(USD'000)	As at 31 Dec 2011 (audited)	As at 30 Jun 2012 (audited)	Change
Total assets	1,028,324	1,147,242	+11.56%
Net assets	399,340	397,733	-0.40%
Total borrowings	61,109	72,112	+18.01%
Cash and bank balances	175,174	173,277	-1.08%
Total equity	399,340	397,733	-0.40%
Inventory turnover days	24 days	26 days	+2 days
A/R turnover days	101 days	113 days	+12days
A/P turnover days	110 days	121 days	+11days



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Thanks
謝謝指導

