



# ASE Inc. Q3 2011 Earnings Release

#### Presented by

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## IC ATM Consolidated Income Statement



#### Sequential Comparison

(NT\$ Million except EPS)	Q3 / 2011	%	Q2/2011	%	Change
Net Revenues:					
IC Packaging	26,344	80.9%	26,004	80.6%	1%
Testing	5,498	16.9%	5,495	17.0%	0%
Direct Material	645	2.0%	677	2.1%	-5%
EMS	94	0.3%	79	0.2%	
Total Net Revenues	32,581	100.0%	32,255	100.0%	1%
Gross Profit	7,319	22.5%	7,533	23.4%	-3%
Operating Income(Loss)	3,866	11.9%	4,334	13.4%	-11%
Pretax Income(Loss)	4,004	12.3%	4,580	14.2%	-13%
Income Tax Benefit(Expense)	(523)	-1.6%	(832)	-2.6%	
Minority Interest	(13)	0.0%	(104)	-0.3%	
Net Income(Loss)	3,468	10.6%	3,644	11.3%	-5%
EPS <sup>1</sup>	0.52		0.54		
EBITDA	9,437	29.0%	10,037	31.1%	-6%

<sup>1</sup> All EPS figures are based on fully diluted number of shares

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#### IC ATM Consolidated Income Statement YoY Comparison



(NT\$ Million except EPS)	Q3 / 2011	%	Q3 / 2010	%	Change
Net Revenues:					
IC Packaging	26,344	80.9%	27,301	80.3%	-4%
Testing	5,498	16.9%	6,017	17.7%	-9%
Direct Material	645	2.0%	697	2.0%	-7%
EMS	94	0.3%	0	0.0%	
Total Net Revenues	32,581	100.0%	34,015	100.0%	-4%
Gross Profit	7,319	22.5%	9,103	26.8%	-20%
Operating Income(Loss)	3,866	11.9%	5,890	17.3%	-34%
Pretax Income(Loss)	4,004	12.3%	6,211	18.3%	-36%
Income Tax Benefit(Expense)	(523)	-1.6%	(596)	-1.8%	
Minority Interest	(13)	0.0%	(155)	-0.5%	
Net Income(Loss)	3,468	10.6%	5,460	16.1%	-36%
EPS <sup>1</sup>	0.52		0.81		
EBITDA	9,437	29.0%	10,560	31.0%	-11%

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<sup>1</sup> All EPS figures are based on fully diluted number of shares

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#### IC ATM Consolidated Income Statement YTD Comparison NT\$ Million



(NT\$ Million except EPS)	Jan-Sep / 2011	%	Jan-Sep / 2010	%	Change
Net Revenues:					
IC Packaging	77,190	80.6%	75,095	80.6%	3%
Testing	16,343	17.1%	15,968	17.1%	2%
Direct Material	2,010	<b>2.1%</b>	2,072	2.2%	-3%
EMS	172	0.2%	0	0.0%	
Total Net Revenues	95,715	100.0%	93,135	100.0%	3%
Gross Profit	21,948	22.9%	23,853	25.6%	-8%
Operating Income(Loss)	12,172	12.7%	15,075	16.2%	-19%
Pretax Income(Loss)	13,360	<b>14.0%</b>	15,319	16.4%	-13%
Income Tax Benefit(Expense)	(2,001)	-2.1%	(1,517)	-1.6%	
Minority Interest	(273)	-0.3%	(334)	-0.4%	
Net Income(Loss)	11,086	11.6%	13,468	14.5%	-18%
EPS <sup>1</sup>	1.63		2.01		
EBITDA	29,516	30.8%	28,318	30.4%	4%

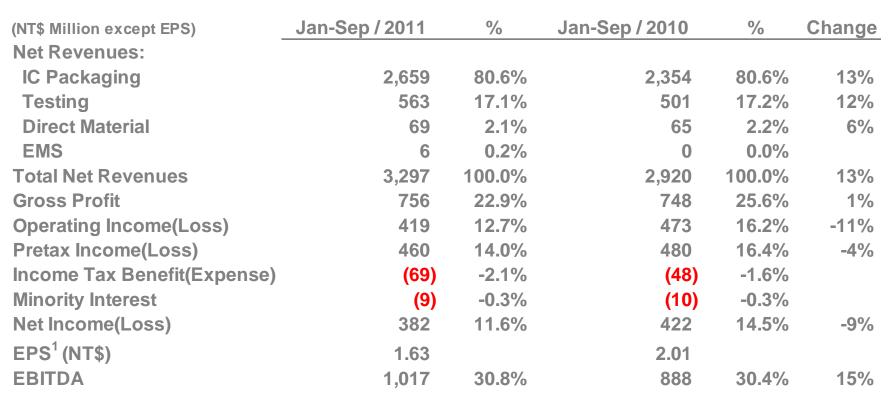
<sup>1</sup> All EPS figures are based on fully diluted number of shares

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#### IC ATM Consolidated Income Statement YTD Comparison US\$ Million



<sup>1</sup> All EPS figures are based on fully diluted number of shares

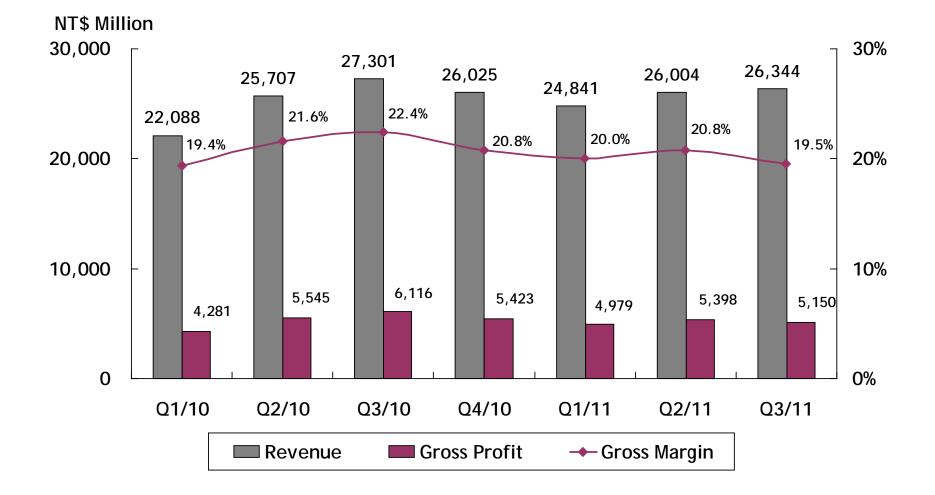
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## IC Packaging Operations



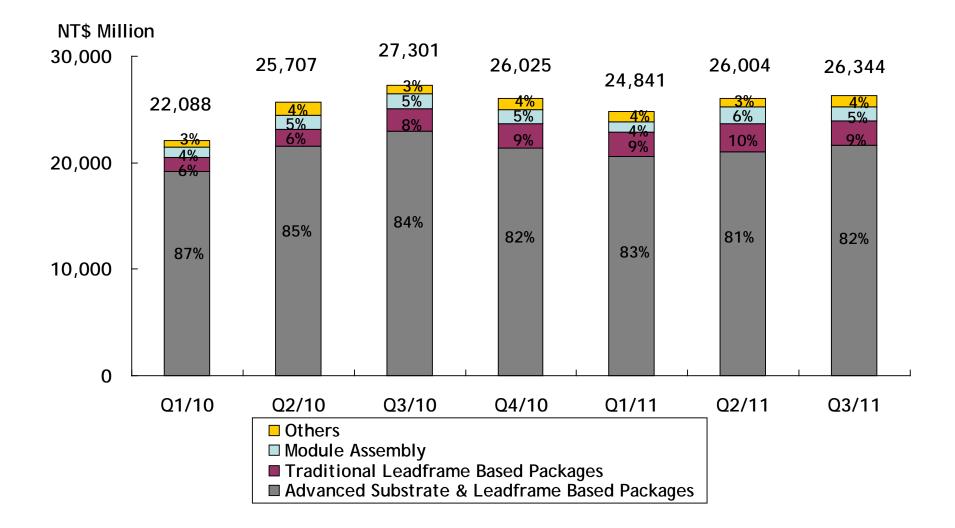


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### **IC Packaging Operations**

Package Revenue Breakdown

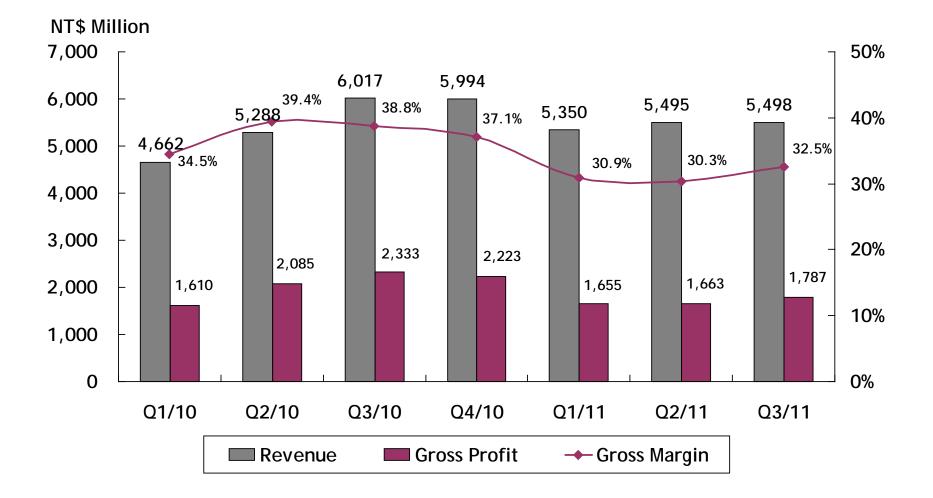




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## **IC Testing Operations**



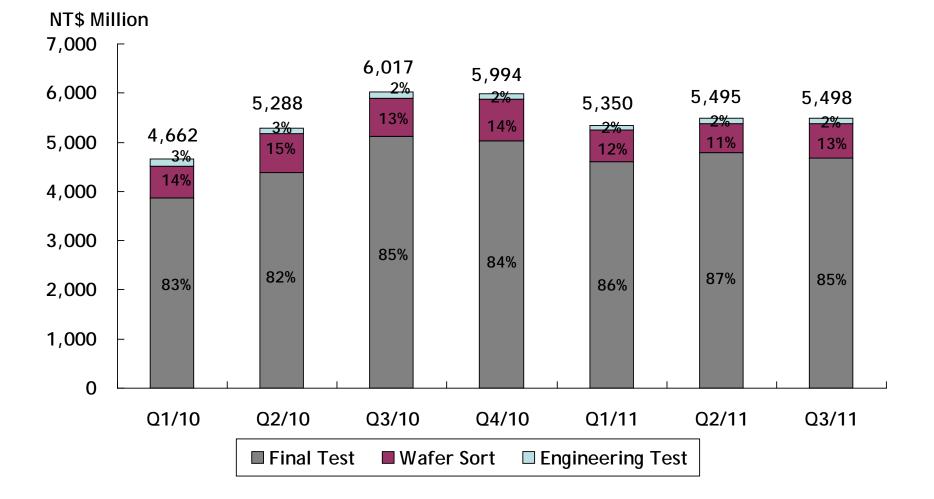


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# **IC Testing Operations**

Test Revenue Breakdown





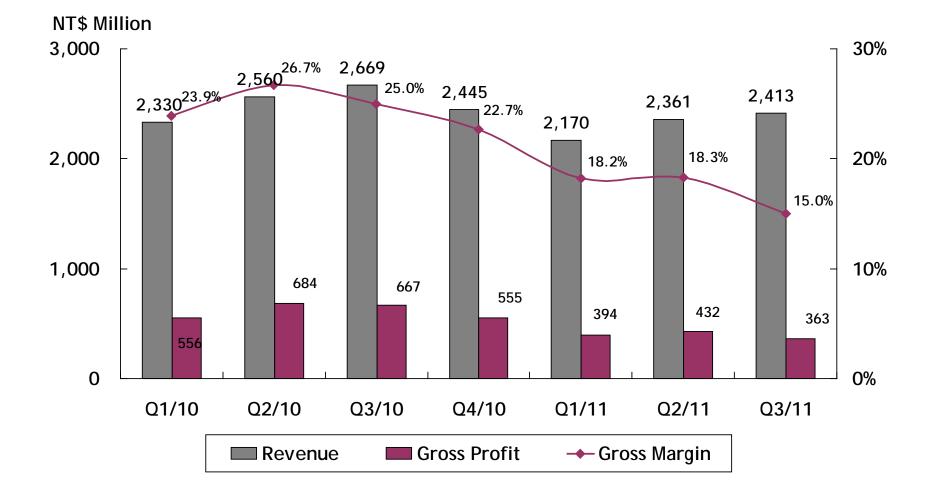
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#### **Material Operations**





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# **USI Consolidated Income Statement**

#### Sequential Comparison



(NT\$ Million except EPS)	Q3 / 2011	%	Q2/2011	%	Change
Net Revenues:					
Total Net Revenues	14,116	100.0%	13,986	100.0%	1%
Gross Profit	1,718	12.2%	1,515	10.8%	13%
Operating Income(Loss)	605	4.3%	415	3.0%	46%
Pretax Income(Loss)	690	4.9%	480	3.4%	44%
Income Tax Benefit(Expense)	(194)	-1.4%	(155)	-1.1%	
Minority Interest	(5)	0.0%	(3)	0.0%	
Net Income(Loss)	491	3.5%	322	2.3%	52%
EBITDA	992	7.0%	770	5.5%	29%

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#### **USI Consolidated Income Statement YoY Comparison**



(NT\$ Million except EPS)	Q3 / 2011	%	Q3/2010	%	Change
Net Revenues:					
Total Net Revenues	14,116	100.0%	17,486	100.0%	-19%
Gross Profit	1,718	12.2%	2,099	12.0%	-18%
Operating Income(Loss)	605	4.3%	968	5.5%	-38%
Pretax Income(Loss)	690	4.9%	1,082	6.2%	-36%
Income Tax Benefit(Expense)	(194)	-1.4%	(174)	-1.0%	
Minority Interest	(5)	0.0%	(2)	0.0%	
Net Income(Loss)	491	3.5%	906	5.2%	-46%
EBITDA	992	7.0%	1,385	7.9%	-28%



## **Consolidated Income Statement**

Sequential Comparison



(NT\$ Million except EPS)	Q3 / 2011	%	Q2/2011	%	Change
Net Revenues:					
IC Packaging	26,331	56.4%	25,991	56.2%	1%
Testing	5,498	11.8%	5,492	11.9%	0%
Direct Material	645	1.4%	677	1.5%	-5%
EMS	14,210	30.4%	14,019	30.3%	1%
Others	14	0.0%	75	0.1%	-81%
Total Net Revenues	46,698	100.0%	46,254	100.0%	1%
Gross Profit	8,912	<b>19.1%</b>	8,964	19.4%	-1%
Operating Income(Loss)	4,312	9.2%	4,621	10.0%	-7%
Pretax Income(Loss)	4,200	9.0%	4,749	10.3%	-12%
Income Tax Benefit(Expense)	(717)	-1.5%	(998)	-2.2%	
Minority Interest	(15)	0.0%	(107)	-0.2%	
Net Income(Loss)	3,468	7.4%	3,644	7.9%	-5%
EPS <sup>1</sup>	0.52		0.54		
EBITDA	10,382	22.2%	10,783	23.3%	-4%

<sup>1</sup> All EPS figures are based on fully diluted number of shares

#### Selective Balance Sheet Information

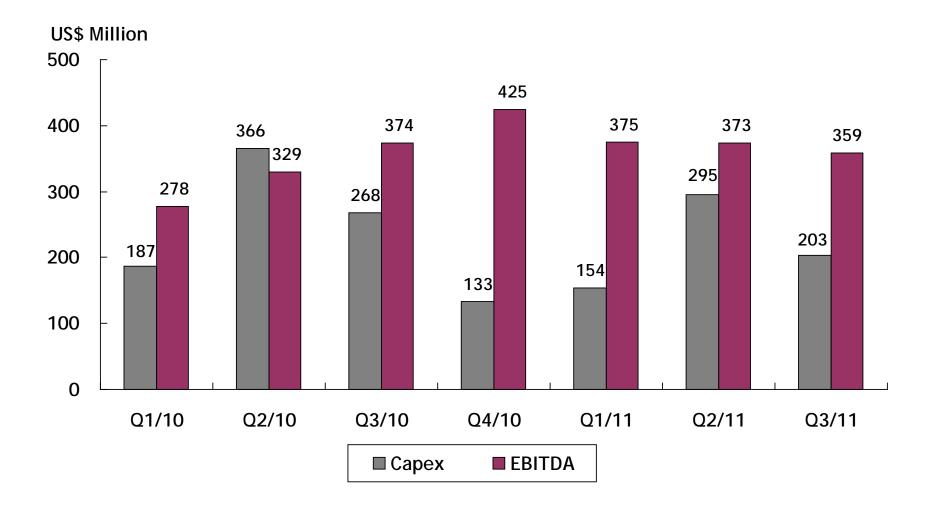


(NT\$ Million)	Sep. 30, 2011	Jun. 30, 2011	Change
Cash and Cash Equivalent	32,089	19,583	63.9%
Financial Assets - current	1,091	687	58.8%
Financial Assets - non current	2,640	2,743	-3.8%
Total Assets	233,701	210,102	11.2%
ST Bank Debt - Revolving Credit	31,334	26,026	20.4%
- Current Portion of LT Debt	3,542	2,455	44.3%
LT Bank Debt	51,028	37,052	37.7%
Total Net Worth			
(Including minority interest)	102,108	96,152	6.2%
Quarterly EBITDA	10,382	10,783	-3.7%
Current Ratio	1.32	1.15	
Net Debt to Equity	0.52	0.47	

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### Capital Expenditure v.s. EBITDA





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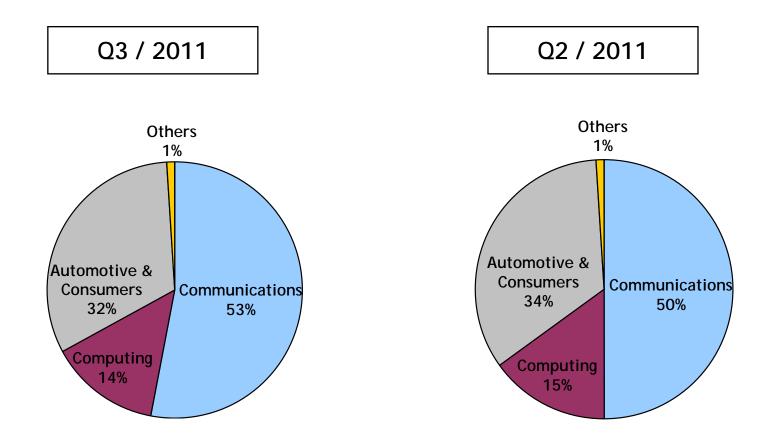
# Top 10 Customers

IC ATM	USI
ATMEL	AEE
AVAGO	AUO
BROADCOM	СМО
CAMBRIDGE	EMC Corp
MARVELL	HONEYWELL
MEDIATEK	IEE
MSTAR	LENOVO
QUALCOMM	MOTOROLA
RENESAS	SUPERMICRO
STM	VALEO
Top 5 32% of Total Sales	Top 5 56% of Total Sales
Top 10 47% of Total Sales	Top 10 78% of Total Sales
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#### IC ATM Market Segment Exposure

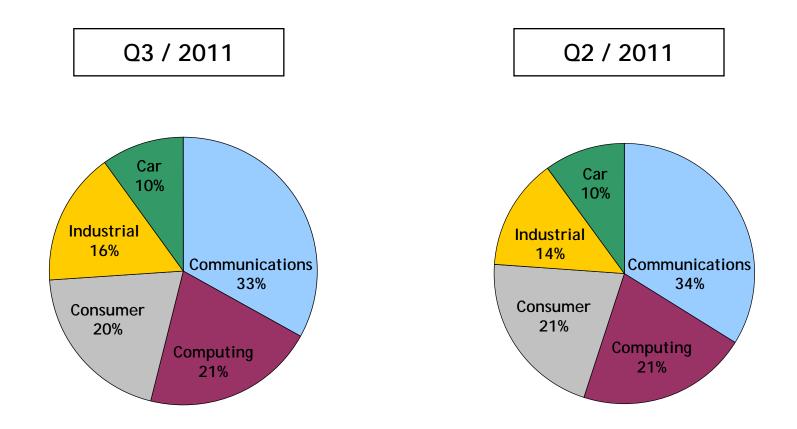




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#### **USI Revenue Breakdown**





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#### For more information regarding ASE Group

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