

# **1Q11 Investor Conference**



### **Safe Harbor Notice**

- We have made forward-looking statements in this presentation. Our forward-looking statements contain information regarding, among other things, our financial condition, future expansion plans and business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties and assumptions about us.
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### Agenda

- 1Q11 Financial Results
- Business Update & Outlook
- Q&A



# **1Q11 Financial Results**



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## **1Q11 Income Statement(QoQ)**

Unit: NT\$ mil	1Q'11		4Q'10		QoQ change	
	Amount	%	Amount	%	Amount	%
Net Sales	7,159	100	7,737	100	(578)	(7)
Gross Profit	1,035	14	946	12	89	9
Operating Income	224	3	121	2	103	85
Pretax Income	142	2	30	0	112	373
Net Income	118	2	30	0	88	293
EPS (NTD)	0.03		0.01		0.02	200
EBITDA	3,058	43	2,915	38		
D&A	2,834	40	2,794	36		

Note: 1. All financial figures are unconsolidated



**1Q11 Income Statement(YoY)** 

Unit: NT\$ mil	1Q'11		1Q'10		YoY change	
	Amount	%	Amount	%	Amount	%
Net Sales	7,159	100	7,013	100	146	2
Gross Profit	1,035	14	1,171	17	(136)	(12)
Operating Income	224	3	484	7	(260)	(54)
Pretax Income	142	2	384	5	(242)	(63)
Net Income	118	2	384	5	(266)	(69)
EPS (NTD)	0.03		0.11		(0.08)	(73)
EBITDA	3,058	43	3,070	44		
D&A	2,834	40	2,586	37		

Note: 1. All financial figures are unconsolidated

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Balance Sheet as of Mar. 31, 2011

Unit: NT\$ mil	Mar 31 '11		Dec 31	l '10	QoQ change	
	Amount	%	Amount	%	Amount	%
Cash & Equivalents	4,912	8	4,231	7	681	16
Net Fixed Assets	37,127	59	38,633	60	(1,506)	(4)
Total Assets	62,903	100	63,790	100	(887)	(1)
L-T Liabilities	9,200	15	10,125	16	(925)	(9)
SH Equity	37,349	59	37,441	59	(92)	(0)
Current Ratio	0.97		0.95			
Net Debt/ Equity Ratio	0.40		0.43			

Note: 1. All financial figures are unconsolidated

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**1Q11 Statement of Cash flow** 

Unit: NT\$ mil	1Q'11	4Q'10	QoQ change	
	Amount	Amount	Amount	
Operating Cash Flow	2,848	3,803	(955)	
Investing Cash Flow	(1,929)	(2,162)	233	
Financing Cash Flow	(239)	(3,387)	3,148	
Cash & Equivalents	4,912	4,231	681	
Depreciation and Amortization	2,834	2,794	40	
CAPEX	1,492	2,202	(710)	

Note: 1. All financial figures are unconsolidated

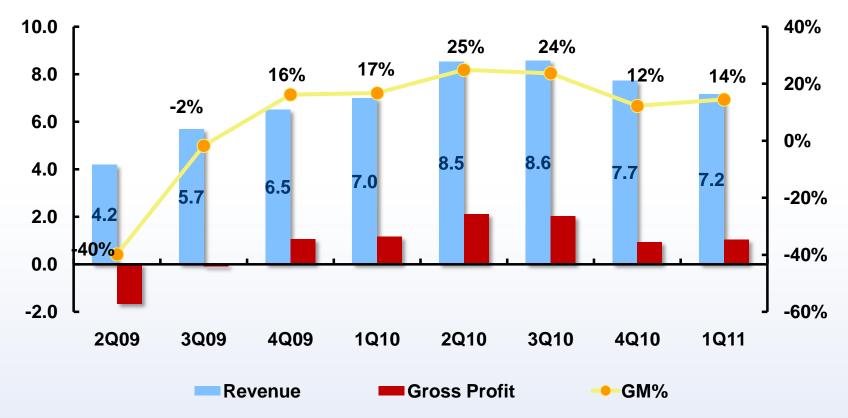
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### Revenue and GM Trend - Winbond alone Gross Margin

Revenue (NT\$ bil)

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Note: 1. All financial figures are unconsolidated



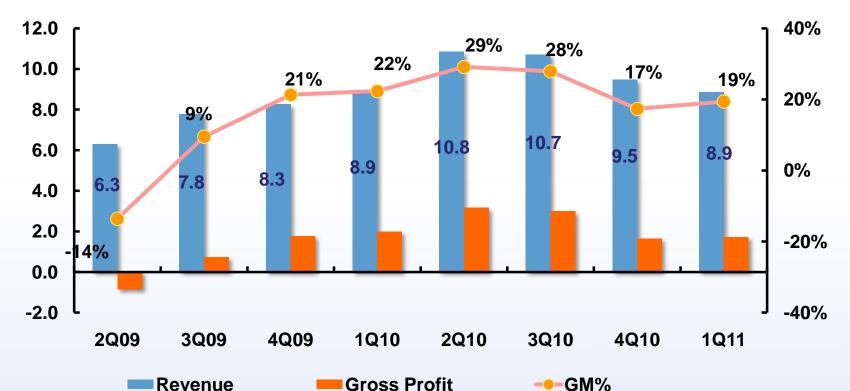
**Gross Margin** 

### Revenue and GM Trend - Consolidated

Revenue (NT\$ bil)

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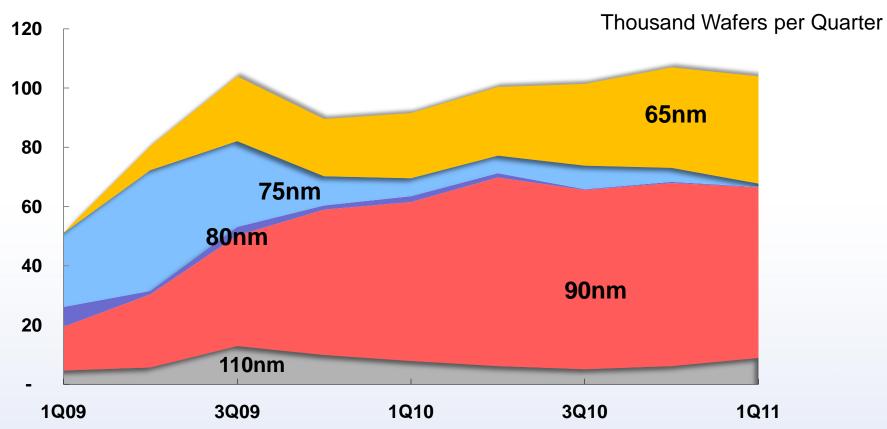
Note: 1. Entities in the consolidated statements include Nuvoton, WEC America, WEC Japan, etc..

2. Figures before Y2009 were re-classified in accordance with SFAS NO.10





### **Geometry Breakdown**



Memory Geometry in 1Q11 : 9% in 110nm, 55% in 90nm, 1% in 75nm, and 35% in 65nm.



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### **Treasury Shares and ESOP Updates**

### **Treasury Shares**

Unit: Mil	Bought		Transferred		Cancelled/Sold End Balance			alance
Shares, Cost: NT\$/Share	Shares	Cost	Shares	Cost	Shares	Cost	Shares	Cost
Baystar							8	14

#### **ESOP**

Unit:Mil Shares	New grant	Exercised	Invalid	End Balance	
	-	3	0.5	40	
	Vested Not	Exercised			
		-2			

Note: 1. All financial figures are unconsolidated

- 2. Total outstanding shares: 3,665M
- 3. Based on Mar. 31, 2011 figures

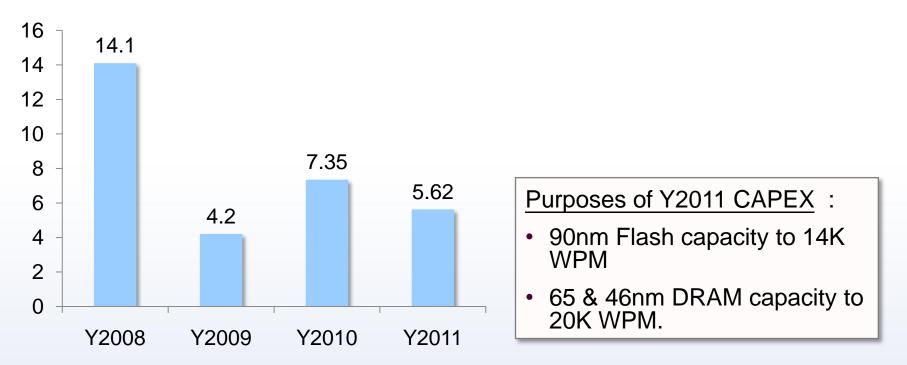


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### **Y2011 CAPEX**

#### NT\$ Billion



Cash Basis CAPEX as of 04/29/2011



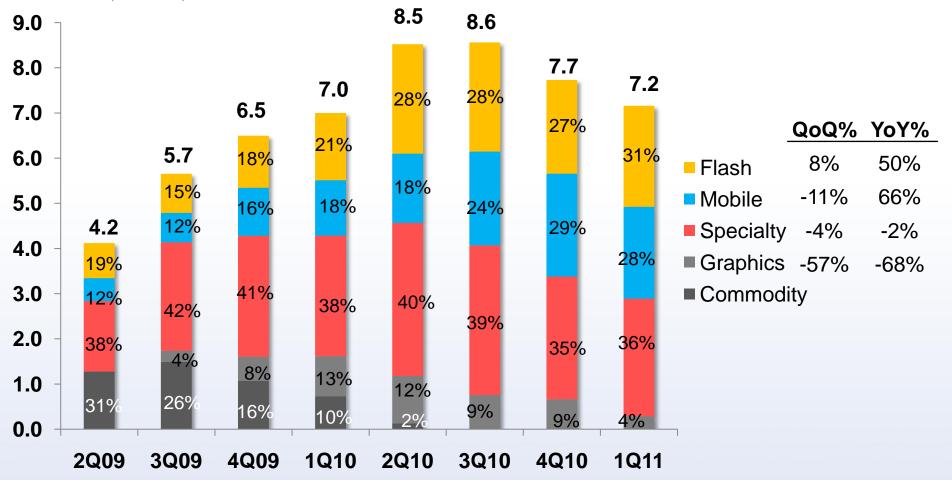
## **Business Update and Outlook**

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### **Revenue Breakdown by Product**

Revenue (NT\$ bil)



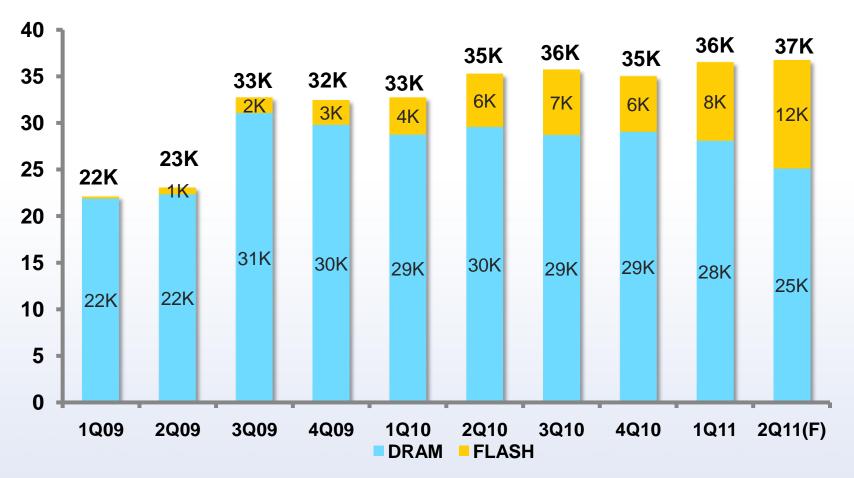


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### **12" Fab Output by Product**

Wafer out (K pcs)





### **Business Update in Flash**

+8% QoQ / +50% YoY

- Serial Flash products
  - Opportunity in new cellphone platform: SiP + Serial Flash
    - 1.8V products qualified by major chipset makers
    - Production ramp in Q2
  - Expanding business in tier-1 customers
- Parallel Flash products
  - Smooth progress in 3V product design-in
  - Production ramp in Q2
- ➢ 58nm product migration in 2H



## **Business Update in Mobile RAM**

- -11% QoQ/ +66% YoY
- Pseudo RAM
  - Inventory adjustment and price erosion in Q1
  - Demand picks up in Q2
  - Growth is shifting from MCP to SiP
    - Winbond will remain as worldwide major Pseudo RAM supplier
  - Most production migrated to 65nm in 2H
- Low Power DRAM
  - Volume shipment to MCP customers in Q2
  - Ongoing design-in's in mobile applications
  - 46nm product introduction in Q4



### **Business Update in Specialty DRAM**

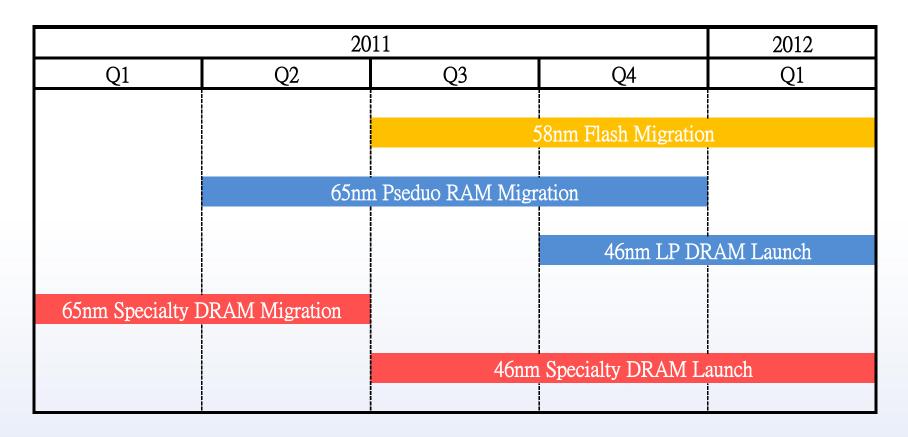
-4% QoQ / -2% YoY

- Focus on product mix and customer mix
  - Improving business quality instead of quantity
- ➢ 65nm products account for 70% sales in March
- Market price turns around with reduced supply projected in Q3
- Driving business growth in KGD, automotive and industrial
- ➢ 46nm product launch in 2H
  - 46nm base-line and yield improvement on schedule



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### **Product Technology Migration**









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Website: www.winbond.com