#### Management's Discussion and Analysis

#### **Overall Group Performance**

Hana Microelectronics Group 'Hana' Sales Revenue was down 9% year on year at THB 4.3 billion for the second quarter of 2013 compared to THB 4.7 billion for the second quarter of 2012. Sales Revenue in USD terms decreased by 6% to USD 143m from USD 151m in Q2 2012. Operating Profits decreased 11% to THB 344m in Q2 2013 from THB 385m in Q2 2012.

	<u>Quarter</u>		<u>Quarter</u>			<u>%</u>
	30-Jun-13		30-Jun-12		Q213-Q212	Q213-Q212
PCBA (Lamphun, Thailand)	1,886,851	44%	1,985,510	42%	(98,659)	-5%
PCBA (Jiaxing, China)	924,372	22%	1,185,316	25%	(260,944)	-22%
CPG (Bangkok, Thailand)	-	0%	5,807	0%	(5,807)	-100%
IC (Ayutthaya, Thailand)	1,121,687	26%	1,151,719	25%	(30,032)	-3%
IC (Jiaxing, China)	294,972	7%	330,649	7%	(35,677)	-11%
HMT (Ohio, USA)	33,454	1%	40,913	1%	(7,459)	-18%
Total Revenue	4,261,336	_	4,699,914	_	(438,578)	-9%

#### **Sales Revenue Analysis**

#### **Year on Year Sales Revenue Analysis**

Quarter 2 2013 sales revenue for the group decreased 6% year-on-year in USD terms, from USD 151m in Q212 to USD 143m in Q213. The average exchange rate for Q213 was 4% stronger at THB/USD 29.89 from THB/USD 31.09 in Q212. As a result the sales revenue in THB terms was 9% lower year on year.

Year-on-year, the microelectronics divisions sales decreased by 7% in USD terms. Sales in Lamphun decreased 1% whilst JiaXing decreased by 18%. The IC divisions USD sales revenues were similar to Q212, with revenues of the IC divisions in Ayutthaya increasing by 2% and JiaXing decreasing by 6%. "HMT" the microdisplay/RFID operation in Ohio sales revenue decreased 14%.

#### **Quarter on Quarter Sales Revenue Analysis**

Group sales increased quarter on quarter by 19% from USD 120m in Q113 to USD 143m in Q213. Sales in the microelectronics division increased 20% with Lamphun increasing 22% and JiaXing increasing 15%. Sales revenues from the IC divisions were 14% higher with Ayutthaya sales increasing by 10% and JiaXing IC sales increasing by 29%. The microdisplay division sales decreased 5% in Q213 compared to Q113. In THB equivalent the group sales increased by 18% in Q213 compared to Q113. The average THB/USD exchange rate strengthened by 1% to 29.89 in Q213 from 30.10 in Q113.

#### Sales Revenue Split

	Q2 2013	Q1 2013	Q4 2012	Q3 2012	Q2 2012
PCBA (Lamphun, Thailand)	44%	42%	40%	39%	42%
PCBA (Jiaxing, China)	22%	22%	25%	25%	25%
CPG (Bangkok, Thailand)	0%	0%	0%	0%	0%
IC (Ayutthaya, Thailand)	26%	28%	28%	27%	25%
IC (Jiaxing, China)	7%	6%	6%	8%	7%
HMT (Ohio, USA)	1%	1%	1%	1%	1%
	100%	100%	100%	100%	100%

#### **Gross Profit / Cost of Sales Analysis and Sales and Administration Analysis**

The Gross Profit margin was 12% in Q213 down from 13% in Q212 due to lower sales revenue, higher material costs from product mix changes and stronger Thai Baht Exchange rate in Q213.

#### **Operating Profit Analysis**

Year-on-year operating profits were 11% lower in Q213 due to the lower gross profit in Q213. Operating margins were similar at 8% in Q213 to Q212. SG&A expenses were 12% lower in Q213 than in Q212 due to flood loss provision in Q212. SG&A expenses in Q213 were 1% higher than in Q113 due to increased salary expenses.

#### **Foreign Exchange Rates**

Each week's sales and purchases are booked based on the exchange rate at the close of the previous week. The average exchange rate for Q213 was Baht/USD 29.89 from 31.09 in Q212 (and Baht/USD 30.10 in Q113).

The offshore subsidiaries income statements are translated at the average rate for the quarter, (for their respective currencies). The Balance sheets of the offshore companies were translated at the closing rate of Baht/USD 31.13 at 30/06/13, and 31.83 at 30/06/12 (29.31 at 31/03/13) or the respective rate applicable to each offshore subsidiary's base currency.

#### **Payout Analysis**

THB 805m dividend of THB 1.00 per share was paid during the quarter as the second and final dividend from the profits of 2012. THB 0.50 per share was paid from the BOI profits of the company and not subject to withholding tax deduction. THB 0.50 per share was paid from the non BOI profits of the company and subject to 10% withholding tax deduction.

On 7th December 2012, an interim dividend of THB 0.50 was paid from the BOI profits of the company and not subject to withholding tax deduction. Therefore the total dividend paid from the profits of 2012 was THB 1.50 Baht per share gross and THB 1.45 net after withholding tax.

THB 805m dividend of THB 1.00 per share was paid during the quarter as the first and final dividend from the profits of 2011. THB 1.00 per share was not subject to withholding tax deduction.

#### **Financial Status**

The group currently has no interest bearing debt. Cash (and financial investments) reserves at the 30th June, 2013 were THB 6.2 billion and 30th June, 2012 at THB 5.5 billion.

#### **Asset Quality**

#### **Accounts Receivable**

Most of customers are well known and have good reputation in the IC, and electronics industry. Provision is made of amounts outstanding over 90 days and amounts which the management believe may be doubtful. Accounts receivable days were 63 days in Q213 and 65 days in Q212.

Accounts receivable - other companies	<u>30-Jun-13</u>	30-Jun-12	'000
Less than 3 months	2,871,894	3,230,617	
3 - 6 months	22,347	43,338	
6 - 12 months	18,630	9,073	
More than 12 months	7,848	1,924	
Total accounts receivable - other companies	2,920,719	3,284,952	-
Less : Allowance for doubtful accounts	(8,466)	(5,436)	
•	2,912,253	3,279,516	-

#### Inventory

In general, Hana's production is based on clients' order, consequently, the majority of inventory are raw materials, expendable tools and work in process with little finished goods pending for customer delivery. The group companies normally write-off out-of-date inventory, and make provision for aged inventory and depletion in the value of fixed assets, if material, each quarter. Inventory days were 68 days as at 30th June, 2013 and 65 days as at 30th June, 2012.

#### Liquidity

Liquidity ratios are high at approximately 4 times current liabilities. Operating Cashflow (EBITDA) in Q2 2013 was THB 644m which was 6% lower than Q2 2012 which was THB 682m.

#### **Capital Expenditure**

Capital Expenditure was THB 338m in Q2 2013 and THB 295m in Q2 2012. Generally, capital expenditure for production equipment will follow the increase in sales, particularly in the IC division. However, there is a 3 to 6 month time lag due to the ordering lead time. Plant expansion will depend on the current building utilisation and lead time to construct new plant or expand in an existing plant.

#### **Source of Financial Capital**

As the group as no net interest bearing debt and operating working capital is positive the groups funding is from the shareholders equity.

#### Major Factors which could have an Impact on the Company's Performance

The company business is that of an electronics manufacturing service company. The company manufactures products on behalf of its customers for shipment to them or their customers. Therefore, the company's performance is mostly affected by its ability to win and retain business from the existing and new customers. In turn, customer demand is affected by world economic growth and the customer's sales growth.

The groups sales revenue are in foreign currency (primarily USD) and USD currency costs are approximately 60% percent of sales revenues. The Group operating profit sensitivity to change in the Thai Baht/USD and Chinese CNY/USD exchange rates is currently about Baht 170m per quarter for every 10% change in the average Baht/USD and CNY/USD rates (i.e. (1- 0.60) x Sales Revenue x 10% ). Out of the groups foreign exchange exposure, USD 80m is hedged, Foreign exchange contracts are used to buy THB and Sell USD on a rolling 3 or 6 months basis.

Whilst the book value of the offshore companies are represented in foreign currency, the effect of the change in the exchange rate is shown by the movement of the foreign currency 'Translation Adjustment' in the shareholders funds section of the balance sheet. There is no cash affect concerning its movement.

#### **Exceptional Items**

The plant of Hana Semiconductor (Ayutthaya) Co., LTD, a 100% owned subsidiary of the company, which is located in Hitech Industrial Estate in Ayutthaya province, was inundated in early October 2011 as a result of the extensive flooding in Thailand during the fourth quarter of 2011. The plant, equipment and business of the subsidiary suffered major damage with approximately USD 40m of property damage and significant business interruption losses. In the 2011 Financial Statements the subsidiary made full provision for the book value of the damaged property which is to be replaced. The subsidiary has also expensed repairs incurred during the fourth quarter in the 2011 accounts with further repairs of THB 84m accounted for in Q1 2012 and THB 72m in Q2 2012 for repairs and materials damage. The subsidiary is in the process of making claims on its property and business interruption insurance policies for the damage resulting from the flood at its Ayutthaya facility. In Q2 2012 THB 204m was received as the part payment for the first interim payment for the business interruption insurance claim. In Q3 2012 THB 196m was received as the remaining payment for the first interim payment for the business interruption insurance claim.

THB 30m was received as a further part payment for the property claim settlement in Q113. THB 712m recorded in Q213 as exceptional income to complete the THB 1,042m settlement of the building and machinery property insurance claim in regards to the 2011 flood. Insurance claims for inventory damage and business interruption are still in progress.

#### **Subsequent Event**

None

# CONSOLIDATED STATEMENT OF EARNINGS

	Quarter		Quarter			%
'000 Baht	30-Jun-13	_	30-Jun-12		Q213-Q212	Q213-Q212
REVENUES		<u>-</u>				
Sales	4,261,336		4,699,914		(438,578)	-9%
consisting of:						
PCBA (Lamphun, Thailand)	1,886,851	44%	1,985,510	42%	. , ,	-5%
PCBA (Jiaxing, China)	924,372	22%	1,185,316	25%	, , ,	-22%
CPG (Bangkok, Thailand)	-	0%	5,807	0%		-100%
IC (Ayutthaya, Thailand)	1,121,687	26%	1,151,719	25%		-3%
IC (Jiaxing, China) HMT (Ohio, USA)	294,972	7%	330,649	7%	, , ,	-11%
HIVIT (ONIO, USA)	33,454	1%	40,913	1%		-18%
	4,261,336	100%	4,699,914	100%	(438,578)	-9%
Share of Assoc. company Profit	-		-		-	
Interest	43,601		44,323		(722)	-2%
Other Income - Operating	87,604		51,643		35,961	70%
Other Income - Non Operating	39,314		53,834		(14,520)	
TOTAL REVENUES	4,431,855		4,849,714		(417,859)	-9%
EXPENSES						
Cost of Sales	3,769,212	88%	4,098,596	87%	(329,384)	-8%
Selling & Admin. Expenses	235,557	6%	268,007	6%	(32,450)	-12%
Interest Expenses	2,807		1,991		816	
_						
TOTAL EXPENSES	4,007,576	94%	4,368,594	93%	(361,018)	-8%
EARNINGS from Operation	424,279	0.096	481,120	0.099	(56,841)	-12%
Exchange Gain (Loss)	(106,061)		(56,061)		(50,000)	
Share of Assoc. company Loss						
EARNINGS before Income Tax	318,218	7%	425,059	9%	(106,841)	-25%
Corporate Income Tax	(18,581)	6%	(12,638)	3%	(5,943)	47%
Earnings before Exceptional Items	299,637	•	412,421		(112,784)	-27%
Exceptional Items	712,526		110,207		602,319	
NET EARNINGS for the Period	1,012,163	23%	522,628	11%	489,535	94%
_		•				
EARNINGS % of SALES	24%		11%		13%	
Average number of shares (1 Baht par)	804,879		804,879		-	
EARNINGS per SHARE (baht) before exch. & ex	0.50		0.58		- 0.08	
EARNINGS per SHARE (baht) after exceptionals	1.26		0.65		0.61	
Operating Profit (EBIT)	344,171		384,954		(40,783)	
Depreciation	8% 200.875		8% 206 F01		2 204	
Depreciation  ERITDA (avel avelange gain/loss)	299,875		296,591		3,284	
EBITDA (excl exchange gain/loss) EBITDA % of Sales Revenue	644,046 15%		681,545 15%		(37,499)	
Cashflow Earnings per Share	0.80		0.85		- 0.05	
Cashilow Farmings her smare	0.60		0.63		0.05	

### **CONSOLIDATED STATEMENT OF EARNINGS**

	YTD		YTD		YTD	YTD %
'000 Baht	30-Jun-13		30-Jun-12		Q213-Q212	Q213-Q212
REVENUES						
Sales	7,883,202		8,687,531		(804,329)	-9%
consisting of:						
PCBA (Lamphun, Thailand)	3,423,282	43%	3,838,939	44%	. , ,	-11%
PCBA (Jiaxing, China)	1,730,571	22%	2,135,359	25%	. , ,	-19%
CPG (Bangkok, Thailand)	- 2,136,628	0%	73,710	1%	, , ,	-100%
IC (Ayutthaya, Thailand) IC (Jiaxing, China)	524,441	27% 7%	1,986,219 575,071	23% 7%	ŕ	8% -9%
HMT (Ohio, USA)	68,280	1%	78,233	1%	. , ,	-13%
-	7,883,202	100%	8,687,531	100%		-9%
	, ,		, ,		-	
Interest	78,845		87,558		(8,713)	-10%
Other Income - Operating	140,567		165,673		(25,106)	-15%
Other Income - Non Operating	53,490		55,212		(1,722)	-3%
TOTAL REVENUES	8,156,104		8,995,974		(839,870)	-9%
EXPENSES						
Cost of Sales	7,216,628	92%	7,739,392	89%	(522,764)	-7%
Selling & Admin. Expenses	468,754	6%	484,162	6%	(15,408)	-3%
Interest Expenses	4,646		3,780		866	
TOTAL EXPENSES	7,690,028	98%	8,227,334	95%	(537,306)	-7%
EARNINGS from Operation	466,076	0.057	768,640	0.085	(302,564)	-39%
Exchange Gain (Loss)	(33,929)		33,559		(67,488)	
<u>-</u>						
EARNINGS before Income Tax	432,147	5%	802,199	9%	(370,052)	-46%
Corporate Income Tax	(17,882)	4%	(30,828)	4%	12,946	-42%
Earnings before Exceptional Items	414,265		771,371		(357,106)	-46%
Exceptional Items	742,215		25,991		716,224	
NET EARNINGS for the Period	1,156,480	14%	797,362	9%	359,118	45%
EARNINGS % of SALES	15%		9%		5%	
Average number of shares (1 Baht par)	804,879		808,586		(3,707)	
EARNINGS per SHARE (baht) before exch. & ex	0.56		0.91		- 0.36	
EARNINGS per SHARE (baht) after exceptionals	1.44		0.99		0.45	
Operating Profit (EBIT)	338,387		629,650		(291,263)	
Depreciation	4% 602,879		7% 587 /10		15 460	
Depreciation EBITDA (excl exchange gain/loss)	941,266		587,419 1,217,069		15,460 (275,803)	
EBITDA % of Sales Revenue	12%		1,217,009		(273,003)	
Cashflow Earnings per Share	1.17		1.51		- 0.34	
<del>-</del> '						

### **CONSOLIDATED Balance Sheet**

	Quarter	Quarter	
'000 Baht	30-Jun-13	30-Jun-12	Q213-Q212
ACCETC			
ASSETS CURRENT ASSETS			
Cash in Hand & at Banks	4,023,621	3,289,525	734,096
Financial Investments	2,172,063	2,246,411	(74,348)
Accounts Receivable - trade	2,981,252	3,379,544	(398,292)
Amounts due from Related Companies	-	-	(,,
Inventories	2,834,417	2,966,495	(132,078)
Other Current Assets	131,056	161,499	(30,443)
TOTAL CURRENT ASSETS	12,142,409	12,043,474	98,935
LOAN TO OTHER COMPANY	97	97	
FIXED ASSETS (net)	6,695,479	6,570,964	124,515
OTHER ASSETS	85,545	66,857	18,688
TOTAL ASSETS	18,923,530	18,681,392	242,138
LIABILITIES CURRENT LIABILITIES			
Bank Overdrafts & Loans	18,634	-	18,634
Accounts & Notes Payable	2,555,726	3,211,766	(656,040)
Corporate Income Tax Payable	17,449	26,465	(9,016)
Accrued Expenses	462,667	412,365	50,302
Other Current Liabilities	130,395	44,511	85,884
TOTAL CURRENT LIABILITIES	3,184,871	3,695,107	(510,236)
LONG TERM LIABILITIES	411,996	377,331	34,665
TOTAL LIABILITIES	3,596,867	4,072,438	(475,571)
SHAREHOLDERS EQUITY			
Share Capital	804,879	804,879	
Treasury Shares	-	-	
Share Premium	1,723,219	1,723,219	
Retained Earnings	275 242	252 425	00.400
Appropriated Statutory Reserve	375,919	352,497	23,422
Unappropriated	12,522,823	11,763,553	759,270
Translation adj. & Investment revaluation Unrealised gain(loss) on change in investments	(100,177)	(35,194)	(64,983)
Excess Cost over Net Book Value of Subsidiary Investments	-	-	
TOTAL SHAREHOLDERS EQUITY	15,326,663	14,608,954	717,709
TOTAL LIABILITIES & SHAREHOLDERS EQUITY	18,923,530	18,681,392	242,138
	-	-	
Cash & Equivalents	6,195,684	5,535,936	659,748
Liabilities	3,596,867	4,072,438	-475,571
Debt/Equity	0.23	0.28	-0.04
Net Debt (Net cash)	-2,598,817	-1,463,498	-1,135,319
Net Debt/Equity	-0.17	-0.10	-0.07

# **CONSOLIDATED Summary Statement of Cashflows**

'000 Baht	Quarter 30-Jun-13	Quarter 30-Jun-12
	·	
Cashflow from Operating Activities		
Net Earnings before tax	1,030,744	535,266
Adjustments to reconcile net earnings to net cash provided		
by operating activities		
Non Cash items		
Depreciation	300,876	297,390
Unrealised (gain) Loss on exchange	100,086	1,349
Increase (Decrease) in allowance for doubtful debts	3,860	332
Increase (Decrease) in allowance for obsolete inventories	59,407	22,266
Change in other provisions	(24,688)	24,383
	439,541	345,720
	439,341	343,720
Working Capital (increase) decrease		
Trade accounts receivable	(590,599)	(475,098)
Inventories	(341,403)	(489,388)
Trade accounts payable	694,830	808,695
Other	(58,443)	(94,433)
	(295,615)	(250,224)
Net Cashflow from Operating Activities	1,174,670	630,762
Cashflow from Investing Activities		
(Increase) decrease in short term investment	(6,752)	(233,158)
Increase in property, plant and equipment	(504,289)	(389,923)
Proceeds from sale of fixed assets	9,919	48,430
Increase (decrease) in translation adjustment	501,397	200,010
Revaluation deficit on investments	(29,590)	(12,330)
Other		
	(29,315)	(386,971)
Cashflow from Financing Activities		
Cash received from increase in share capital	(184)	_
Dividend paid	(804,879)	(804,879)
Other	(3,006)	(54,949)
Net cash (used in ) from financing activities	(808,069)	(859,828)
Net Cash, equivalents and short term liquid investments	337,286	(616,037)
increase (decrease)	2 505 225	2 005 555
Cash and Equivalents at the beginning of the period	3,686,335	3,905,562
Cash and Equivalents at the end of the period	4,023,621	3,289,525

### **Financial Ratios**

	Quarter	Quarter	
'000 Baht	30-Jun-13	30-Jun-12	Q213-Q212
Profitability Ratios			
Gross Profit Margin (%)	12%	13%	-1%
Operating Profit Margin (%)	8%	8%	0%
Net Profit before Exceptional Margin (%)	7%	9%	-2%
Net Profit after Exceptional Margin (%)	24%	11%	13%
EBITDA margin (%)	15%	15%	1%
Return On Equity (%) pa	26%	14%	12%
Efficiency Ratios			
Working Capital turnover	5.3	6.0	- 0.7
Account Receivable days	63	65	- 1.8
Inventory days	68	65	2.5
Accounts Payable days	61	71	- 9.5
Liquidity Ratios			
Current Ratio	3.8	3.3	0.6
Quick Ratio	2.9	2.4	0.5
Financial Capital Ratios			
Debt / Equity	0.2	0.3	- 0.0
Net Debt to Equity	-0.2	-0.1	- 0.1
Interest Coverage	n/a	n/a	