

# HANA MICROELECTRONICS GROUP

## Historical Consolidated Quarterly Earnings

|   | 30-Sep-12        | 30-Jun-12        | 31-Mar-12        | 31-Dec-11        | 30-Sep-11        |
|---|------------------|------------------|------------------|------------------|------------------|
| '000 Baht   |                  |                  |                  |                  |                  |
| <b>REVENUES</b>   |                  |                  |                  |                  |                  |
| Sales   | 4,483,971        | 4,699,914        | 3,987,617        | 3,633,613        | 4,521,588        |
| Share of Assoc. company Profit                                | -                | -                | -                | -                | -                |
| Interest  | 39,309           | 44,323           | 43,235           | 47,543           | 33,817           |
| Gain on Exchange  | 85,757           | -                | 89,620           | 15,444           | 11,495           |
| Other Income - operating related                              | 72,767           | 51,643           | 114,030          | 82,631           | 84,596           |
| Other Income - non operating                                  | (5,715)          | 53,834           | 1,378            | 2,374            | 1,374            |
| <b>TOTAL REVENUES</b>   | <b>4,676,089</b> | <b>4,849,714</b> | <b>4,235,880</b> | <b>3,781,605</b> | <b>4,652,870</b> |
| <b>EXPENSES</b>   |                  |                  |                  |                  |                  |
| Cost of Sales   | 4,085,259        | 4,098,596        | 3,640,796        | 3,263,935        | 3,939,785        |
| Selling & Admin. Expenses                                     | 214,255          | 268,007          | 216,155          | 348,901          | 218,809          |
| Interest Expenses   | 2,025            | 1,991            | 1,789            | 1,984            | 1,810            |
| Loss on Exchange  | -                | 56,061           | -                | -                | -                |
| Share of loss from associated companies                       | -                | -                | -                | -                | -                |
| <b>TOTAL EXPENSES</b>   | <b>4,301,539</b> | <b>4,424,655</b> | <b>3,858,740</b> | <b>3,614,820</b> | <b>4,160,404</b> |
| <b>EARNINGS before Income Tax</b>                             | <b>374,550</b>   | <b>425,059</b>   | <b>377,140</b>   | <b>166,786</b>   | <b>492,466</b>   |
| Corporate Income Tax  | (45,595)         | (18,306)         | (17,843)         | (9,241)          | (6,925)          |
| Earnings before Minority Interest                             | 328,955          | 406,753          | 359,297          | 157,544          | 485,541          |
| Minority Interest   | -                | -                | -                | -                | -                |
| <b>NET EARNINGS for the Period</b>                            | <b>328,955</b>   | <b>406,753</b>   | <b>359,297</b>   | <b>157,544</b>   | <b>485,541</b>   |
| <b>Net Exceptional Items</b>                                  | <b>311,739</b>   | <b>110,207</b>   | <b>(84,216)</b>  | <b>(99,294)</b>  | <b>-</b>         |
| <b>NET EARNINGS after Exceptional Items</b>                   | <b>640,694</b>   | <b>516,960</b>   | <b>275,081</b>   | <b>58,250</b>    | <b>485,541</b>   |
| <b>EARNINGS % of SALES</b>                                    | <b>7.3%</b>      | <b>8.7%</b>      | <b>9.0%</b>      | <b>4.3%</b>      | <b>10.7%</b>     |
| Diluted number of shares par 1 baht ('000)                    |                  |                  |                  |                  |                  |
| <b>EARNINGS per SHARE (baht) before FX &amp; Exceptionals</b> | <b>0.30</b>      | <b>0.58</b>      | <b>0.34</b>      | <b>0.18</b>      | <b>0.59</b>      |
| <b>EARNINGS per SHARE (baht) after exceptionals</b>           | <b>0.80</b>      | <b>0.64</b>      | <b>0.34</b>      | <b>0.07</b>      | <b>0.60</b>      |
| Operating Profit  | 257,224          | 384,954          | 244,696          | 103,409          | 447,590          |
| Depreciation  | 329,813          | 296,591          | 290,828          | 284,770          | 298,503          |
| EBITDA  | 587,037          | 681,545          | 535,524          | 388,178          | 746,093          |
| Cashflow Earnings per Share-diluted                           | 0.73             | 0.85             | 0.67             | 0.48             | 0.93             |

# HANA MICROELECTRONICS GROUP

## Historical Quarterly Balance Sheet

|   | 30-Sep-12         | 30-Jun-12         | 31-Mar-12         | 31-Dec-11         | 30-Sep-11         |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|
|   | '000 Baht         |                   |                   |                   |                   |
| <b>ASSETS</b>                               |                   |                   |                   |                   |                   |
| <b>CURRENT ASSETS</b>                       |                   |                   |                   |                   |                   |
| Cash in Hand & at Banks                     | 3,414,603         | 3,289,525         | 3,905,562         | 3,824,147         | 3,552,356         |
| Short Term Investments                      | -                 | -                 | -                 | -                 | -                 |
| Fixed Deposit                               | -                 | -                 | -                 | -                 | -                 |
| Investment in Notes Receivable              | -                 | -                 | -                 | -                 | -                 |
| Investment in Unit Trusts                   | -                 | -                 | -                 | -                 | -                 |
| Financial Investments                       | 2,348,433         | 2,246,411         | 1,954,024         | 2,014,320         | 1,963,406         |
| Others                                      | -                 | -                 | -                 | 300,000           | -                 |
| Accounts Receivable - trade                 | 2,808,718         | 3,379,544         | 2,926,850         | 2,568,516         | 2,666,035         |
| less allowance for doubtful debts           | -                 | -                 | -                 | -                 | -                 |
| Amounts due from Related Companies          | -                 | -                 | -                 | -                 | -                 |
| Short term loans and advance to employees   | -                 | -                 | -                 | -                 | -                 |
| Inventories                                 | 3,026,382         | 2,966,495         | 2,499,373         | 2,646,579         | 2,709,808         |
| Other Current Assets                        |                   |                   |                   |                   |                   |
| Accounts receivable from sale of investment | -                 | -                 | -                 | -                 | -                 |
| Accrued Interest Receivable                 | -                 | -                 | -                 | -                 | 41,271            |
| Advance                                     | -                 | -                 | -                 | -                 | 8,137             |
| Other Receivable                            | -                 | -                 | -                 | -                 | 67,245            |
| Withholding Tax deducted at Source          | -                 | -                 | -                 | -                 | -                 |
| Vat Receivable                              | -                 | -                 | -                 | -                 | -                 |
| Others                                      | 268,430           | 161,499           | 142,412           | 154,071           | 113,738           |
| <b>TOTAL CURRENT ASSETS</b>                 | <b>11,866,566</b> | <b>12,043,474</b> | <b>11,428,221</b> | <b>11,507,633</b> | <b>11,121,996</b> |
| <b>INVESTMENTS &amp; LOANS</b>              |                   |                   |                   |                   |                   |
| Related Parties                             | -                 | -                 | -                 | -                 | -                 |
| Others                                      | 97                | 97                | 97                | 97                | 97                |
| Investments in Associated Company           | -                 | -                 | -                 | -                 | -                 |
| <b>FIXED ASSETS (net)</b>                   | <b>6,541,910</b>  | <b>6,570,964</b>  | <b>6,541,648</b>  | <b>6,372,590</b>  | <b>6,539,076</b>  |
| <b>OTHER ASSETS</b>                         |                   |                   |                   |                   |                   |
| Deposits                                    | 12,684            | 12,974            | 13,755            | 14,541            | 15,115            |
| Deposits with Finance Companies             | -                 | -                 | -                 | -                 | -                 |
| Others                                      | 98,563            | 53,883            | 21,263            | 16,851            | 2,162             |
| <b>TOTAL ASSETS</b>                         | <b>18,519,820</b> | <b>18,681,392</b> | <b>18,004,984</b> | <b>17,911,713</b> | <b>17,678,446</b> |

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|  | 30-Sep-12         | 30-Jun-12         | 31-Mar-12         | 31-Dec-11         | 30-Sep-11         |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|
| '000 Baht  |                   |                   |                   |                   |                   |
| <b>LIABILITIES</b>                                 |                   |                   |                   |                   |                   |
| <b>CURRENT LIABILITIES</b>                         |                   |                   |                   |                   |                   |
| Bank Overdrafts & Loans                            | 25,610            | -                 | 54,949            | 38,821            | 51,967            |
| Accounts & Notes Payable                           | 2,479,164         | 3,211,766         | 2,418,453         | 2,506,443         | 1,910,370         |
| Amounts due to Related Companies                   | -                 | -                 | -                 | -                 | -                 |
| Current Portion of Long Term Loans                 | -                 | -                 | -                 | -                 | -                 |
| Other Current Liabilities                          |                   |                   |                   |                   |                   |
| Others Payable                                     | -                 | -                 | -                 | -                 | 40,374            |
| Accrued Expenses                                   | 447,992           | 412,365           | 369,508           | 368,474           | 378,175           |
| Advances Received                                  | -                 | -                 | -                 | -                 | 172,026           |
| Corporate Income Tax Payable                       | 28,338            | 26,465            | 30,226            | 15,155            | 2,021             |
| Provision for loss on Tax Assessment               | -                 | -                 | -                 | -                 | 150,466           |
| Other  | 35,531            | 44,511            | 72,752            | 65,341            | 317,234           |
| <b>TOTAL CURRENT LIABILITIES</b>                   | <b>3,016,635</b>  | <b>3,695,107</b>  | <b>2,945,888</b>  | <b>2,994,234</b>  | <b>3,022,633</b>  |
| <b>LONG TERM LIABILITIES</b>                       | <b>389,277</b>    | <b>377,331</b>    | <b>365,384</b>    | <b>352,900</b>    | <b>301,012</b>    |
| <b>TOTAL LIABILITIES</b>                           | <b>3,405,912</b>  | <b>4,072,438</b>  | <b>3,311,272</b>  | <b>3,347,133</b>  | <b>3,323,645</b>  |
| <b>MINORITY INTEREST</b>                           | <b>-</b>          | <b>-</b>          | <b>-</b>          | <b>-</b>          | <b>-</b>          |
| <b>SHAREHOLDERS EQUITY</b>                         |                   |                   |                   |                   |                   |
| Share Capital                                      | 804,879           | 804,879           | 804,879           | 830,475           | 830,475           |
| Treasury Shares                                    | -                 | -                 | -                 | (262,987)         | (262,987)         |
| Share Premium                                      | 1,723,219         | 1,723,219         | 1,723,219         | 1,723,219         | 1,723,219         |
| Retained Earnings                                  | -                 | -                 | -                 | -                 | -                 |
| Appropriated Statutory Reserve                     | 352,497           | 352,497           | 352,497           | 320,218           | 320,218           |
| Unappropriated                                     | 12,404,247        | 11,763,553        | 12,051,472        | 12,046,061        | 11,987,812        |
| Translation adjustment                             | (170,934)         | (35,194)          | (238,355)         | (92,407)          | (243,936)         |
| Unrealised gain(loss) on change in investments     | -                 | -                 | -                 | -                 | -                 |
| Deduction of goodwill of Subsidiary Investments    | -                 | -                 | -                 | -                 | -                 |
| <b>TOTAL SHAREHOLDERS EQUITY</b>                   | <b>15,113,908</b> | <b>14,608,954</b> | <b>14,693,712</b> | <b>14,564,579</b> | <b>14,354,801</b> |
| <b>TOTAL LIABILITIES &amp; SHAREHOLDERS EQUITY</b> | <b>18,519,820</b> | <b>18,681,392</b> | <b>18,004,984</b> | <b>17,911,713</b> | <b>17,678,446</b> |
| <b>Cash &amp; Equivalents</b>                      | <b>5,775,720</b>  | <b>5,548,910</b>  | <b>5,873,341</b>  | <b>6,153,009</b>  | <b>5,530,877</b>  |
| Debt (Total Liabilities)                           | 3,405,912         | 4,072,438         | 3,311,272         | 3,347,133         | 3,323,645         |
| Debt/Equity  | 0.23              | 0.28              | 0.23              | 0.23              | 0.23              |
| Net Debt (Cash)                                    | (2,369,808)       | (1,476,472)       | (2,562,069)       | (2,805,875)       | (2,207,232)       |
| Net Debt/Equity                                    | -0.16             | -0.10             | -0.17             | -0.19             | -0.15             |