



# 2005 First Quarter Results Investor Conference

April 26th, 2005

**TSMC IR** 

Apr 26, 2005





#### > Welcome

#### 2005 1Q Financial Results Lora Ho (unconsolidated)

Remarks Morris Chang







#### **Safe Harbor Notice**

- TSMC's statements of its current expectations are forwardlooking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.
- Information as to those factors that could cause actual results to vary can be found in TSMC's Annual Report on Form 20-F filed with the United States Securities and Exchange Commission (the "SEC") on May 28, 2004, and such other documents as TSMC may file with, or submit to, the SEC from time to time.
- Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.





#### **1Q'05 Result Highlights**

Amount:NT\$ billion	1Q'05 Amount	4Q'04 Amount	1Q'04 Amount
Net Sales	55.65	63.87	57.51
Net Income	16.82	22.18	18.79
EPS (NT\$)	0.72	0.96	0.80
Cash and S-T Investment	111.86	118.51	126.34
Interest-bearing Debt	30.00	30.00	35.00
Shareholders' Equity	415.35	398.97	346.59
Wafers Shipped (Kpcs)	1,113	1,220	1,172
Utilization (%)	78%	88%	105%
ROE (%) *	16.5%	22.8%	22.2%

\* Annualized ROE for the quarter.

TSMC IR Apr. 26 P. 4



## **Income Statement - QoQ Comparison**

Т	SMC w/	<mark>/o Affil</mark> i	ates						
NT\$ billion	1Q'	05	40	Q'04					
Net Sales		100.0%	56.5	100.0%					
COGS	(29.3)	-57.9%	(29.5)	-52.2%		-	(0)0		
Gross Profit	21.3	42.1%	27.0	47.8%	1Q'0	5	4Q'0	4	QOQ
Amount:NT\$ I	oillion				Amount	%	Amount	%	%
Net Sales					55.65	100.0%	63.87	100.0%	-13%
COGS					(34.00)	-61.1%	(36.72)	-57.5%	-7%
Gross Pro	ofit				21.65	38.9%	27.15	42.5%	-20%
Operating	j Expen	ise			(5.57)	-10.0%	(6.12)	-9.6%	-9%
Operating	lncom	e			16.08	28.9%	21.03	32.9%	-24%
Net Non-c	operatir	ng Inco	ome		0.39	0.7%	0.46	0.7%	-15%
Investme	nt Incor	me/(Lc	oss)		(0.20)	-0.4%	0.61	1.0%	-
Income b	efore Ta	ax			16.27	29.2%	22.09	34.6%	-26%
Income Ta	ax Crec	dit			0.55	1.0%	0.09	0.1%	514%
Net Incom	ne				16.82	30.2%	22.18	34.7%	-24%
EPS (NT\$	)				0.72		0.96		-25%

TSMC IR Apr. 26 P. 5



### **Income Statement - YoY Comparison**

#### **TSMC w/o Affiliates**

NT\$ billion	1Q'	'05	10	Q'04					
Net Sales	50.6	100.0%	50.1	100.0%					
COGS	(29.3)	-57.9%	(27.9)	-55.7%		_		_	
Gross Profit	21.3	42.1%	22.2	44.3%	1Q'0	5	1Q'0	4	YOY
Amount:NT\$	billion				Amount	%	Amount	%	%
Net Sales	5				55.65	100.0%	57.51	100.0%	-3%
COGS					(34.00)	-61.1%	(34.78)	-60.5%	-2%
Gross Pr	ofit				21.65	38.9%	22.73	39.5%	-5%
Operating	g Expe	nse			(5.57)	-10.0%	(5.19)	-9.0%	7%
Operating	g Incon	ne			16.08	28.9%	17.54	30.5%	-8%
Net Non-	operati	ng Inc	ome		0.39	0.7%	0.09	0.2%	324%
Investme	nt Inco	me/(L	oss)		(0.20)	-0.4%	0.80	1.4%	-
Income b	efore T	Гах			16.27	29.2%	18.43	32.1%	-12%
Income T	ax Cre	dit			0.55	1.0%	0.35	0.6%	56%
Net Incor	ne				16.82	30.2%	18.79	32.7%	-10%
EPS (NT\$	5)				0.72		0.80		-10%





#### **Balance Sheet & Key Indices**

(Amount: NT\$ billion)

Selected Items from	1Q'(	05	4Q'04		1Q'04	
Balance Sheet	Amount	%	Amount	%	Amount	%
Total Assets	480.7	100%	487.6	100%	421.0	100%
Cash & S-T Investments	111.9	23%	118.5	24%	126.3	30%
Accounts Receivable - Trade	22.4	5%	27.2	6%	27.0	6%
Inventory	13.4	3%	14.2	3%	11.0	3%
Total Current Assets	159.7	33%	173.7	36%	175.7	42%
Accounts Payable	19.1	4%	40.8	8%	25.3	6%
Current Portion of Bonds Payable	10.5	2%	10.5	2%	5.0	1%
Accrued Liabilities and Others	8.3	2%	9.3	2%	7.8	2%
Total Current Liabilities	37.9	8%	60.6	12%	38.1	9%
Long-Term Debt	19.5	4%	19.5	4%	30.0	7%
Total Equity	415.4	86%	399.0	82%	346.6	82%
Key Indices						
A/R Turnover Days	42		45		42	
Inventory Turnover Days	42		41		36	
Current Ratio (x)	4.2		2.9		4.6	
Net Working Capital	121.9		113.0		137.6	

#### **Cash Flows**



	1Q'05	4Q'04	1Q'04	
Amount:NT\$ billion	Amount	Amount	Amount	
From Operation	36.0	36.7	32.7	
- Net Profit	16.8	22.2	18.8	
- Depreciation & Amortization	16.7	16.6	15.1	
- Other Op Sources/(Uses)	2.5	(2.1)	(1.2)	
From Investment	(41.3)	(44.4)	(23.9)	
- Capital Expenditure	(38.2)	(20.5)	(16.4)	
- S-T Investment	1.3	(6.9)	(7.3)	
- L-T Investment	(4.3)	(17.0)	(0.2)	
- Other Investing Sources/(Uses)	(0.2)	(0.0)	(0.1)	
From Financing	(0.0)	(5.1)	(0.6)	
- Increase in Treasury Stocks	0.0	0.0	(0.5)	
- Repayment of Corporate Bonds	0.0	(5.0)	-	
<ul> <li>Other Financing Sources/(Uses)</li> </ul>	(0.0)	(0.1)	(0.1)	





#### **Capital Expenditures**

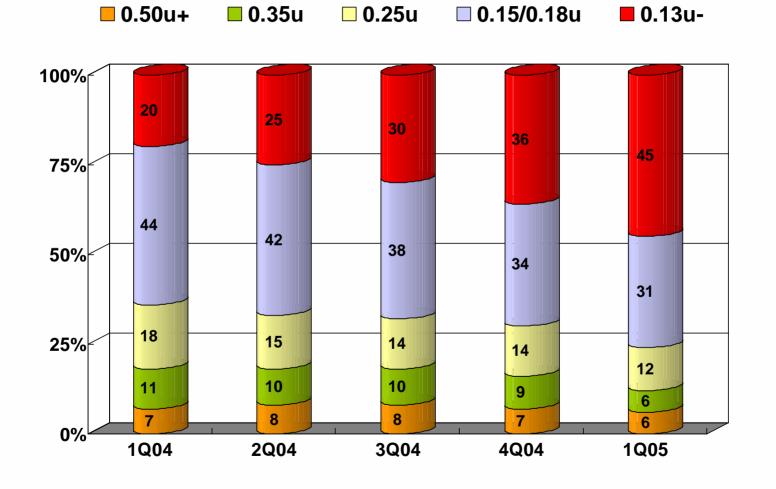
<b>CapEx</b> (in US\$ million)	1Q05
тѕмс	1,210
TSMC (Shanghai)	97
WaferTech	1
Total	1,308

2005 CapEx is expected to remain in the range of US\$2.5 –2.7 billion





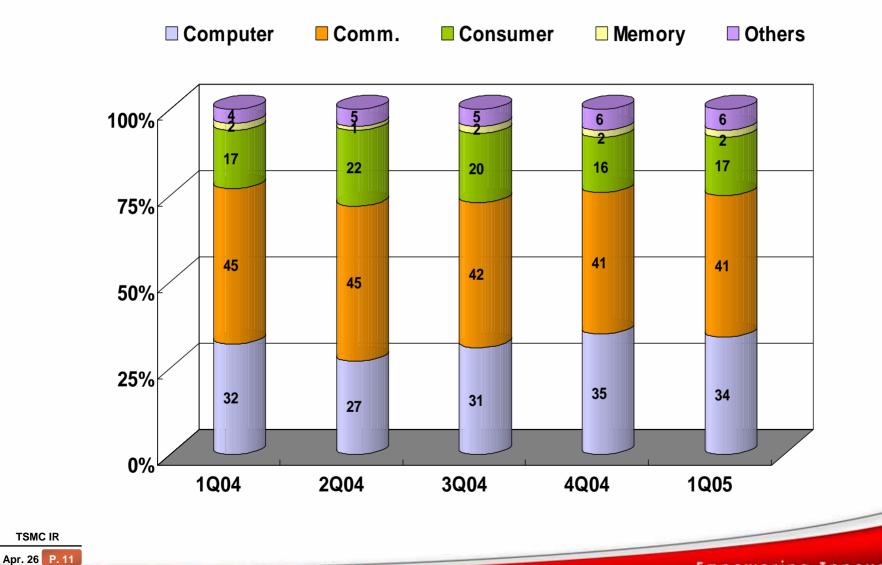
#### **Sales Breakdown by Technology**



TSMC IR Apr. 26 P. 10



## **Sales Breakdown by Application**



TSMC IR



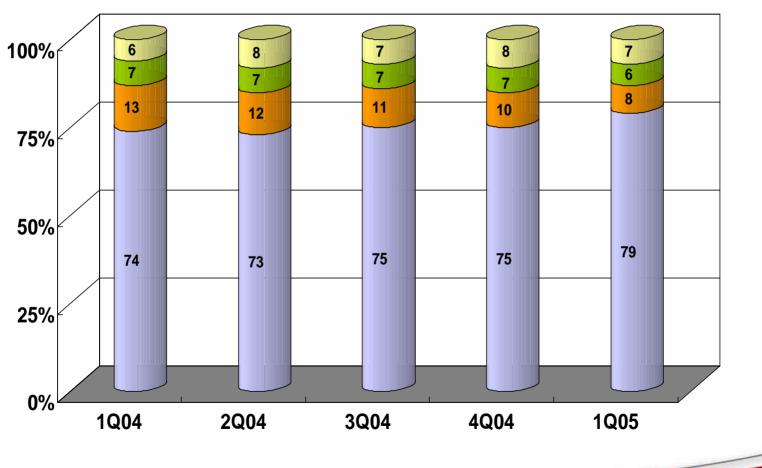
#### Sales Breakdown by Geography

**N.** America

🗖 Asia

Europe

🗌 Japan





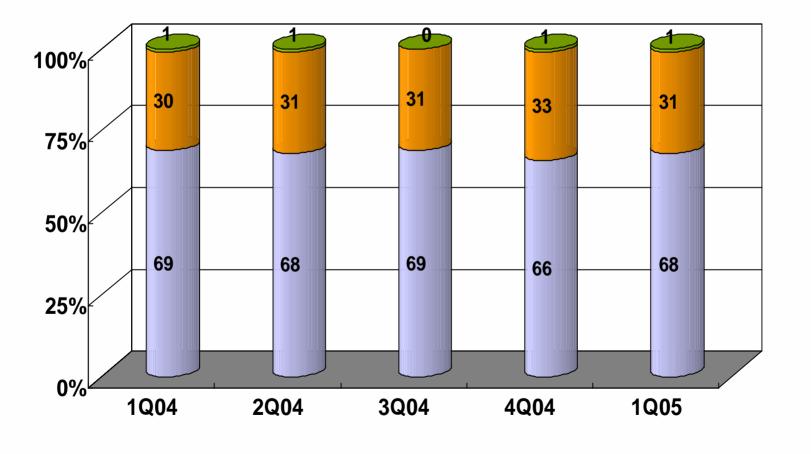
Note: This chart does not reflect the actual shipment destination of sales.

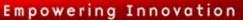


#### **Sales Breakdown by Customer**



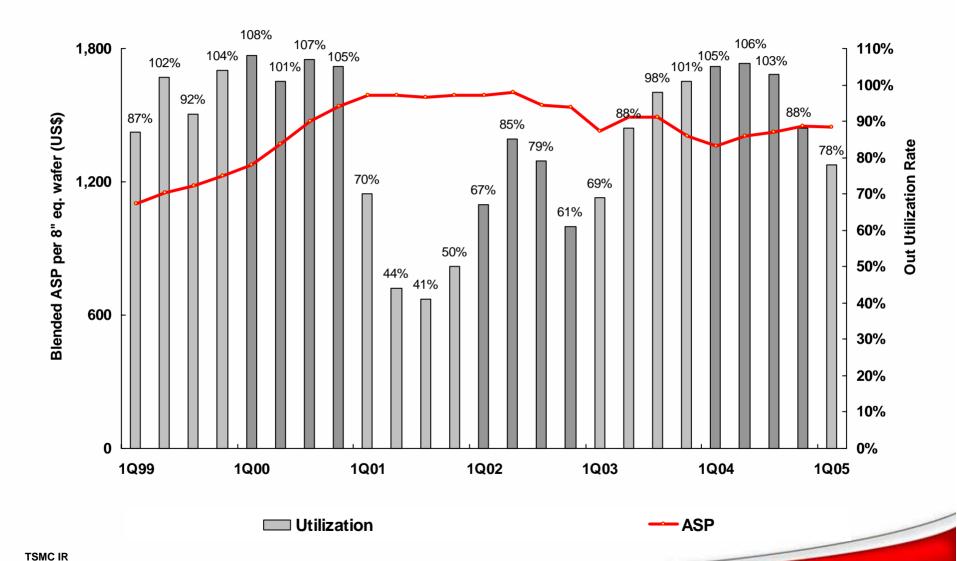
TSMC IR Apr. 26 P. 13 System







#### Fab Utilization and ASP Trend



Apr. 26 P. 14



#### **Installed Capacity by Fab**

FAB / (Wafer size)		1Q05 (Est.)	1Q05 (Act.)	2Q05 (Est.)
Fab-2	(6") <sup>1</sup>	238	238	249
Fab-3	(8")	234	234	245
Fab-5	(8")	119	119	125
Fab-6	(8")	203	203	214
Fab-7	(8")	36	36	39
Fab-8	(8")	215	222	217
Fab-12	(12") <sup>2</sup>	85	85	103
Fab-14	(12") <sup>2</sup>	18	18	36
	<b>TSMC-owned</b> (8" Equivalent Kpcs)		1,180	1,292
WaferTec	h (8")	95	95	96
SSMC	(8")	41	41	42
TSMC (Sh	anghai) ( 8")	9	9	22
Total TSMC-managed (8" Equivalent Kpcs)		1,317	1,324	1,451

Note: 1 Figures represent number of 6" wafers. Conversion to 8"-equivalent wafers is by dividing this number by 1.78.

2 Figures represent number of 12" wafers. Conversion to 8"-equivalent wafers is by multiplying this number by 2.25.





## **Recap of Recent Major Events**

- TSMC Board of Directors Proposes NT\$2.0 Cash Dividend and 5% Stock Dividend for 2004 Profit Distribution (2005/02/22)
- TSMC Appoints Mr. Jason Chen as Vice President of Corporate Development (2005/02/12)
- TSMC Unveils 90 Nanometer Libraries to Support Nexsys<sup>SM</sup> 90nm Production (2005/02/01)
- TSMC Reaches Settlement with SMIC (2005/01/30)
- TSMC Helps Altera Deliver World's Highest-Density, Highest-Performance FPGA Produced with 90nm Process Technology (2005/01/21)

- \* Please visit TSMC's Web site (http://www.tsmc.com) for details and other announcements.
- \* Starting from 1Q05, TSMC will post quarterly consolidated financial statements, in addition to the unconsolidated financial statements, on our web site.



2Q'05 Guidance

- Wafer shipments to increase by a mid to high single digit percentage point sequentially;
- Overall utilization rate to be about 80%;
- Gross profit margin to be in the range of 38% to 40%;
- ASP to decline by a middle single digit percentage point sequentially.





# http://www.tsmc.com invest@tsmc.com

**TSMC IR** 

Apr 26, 2005