

#### **TSMC**

# 2005 Fourth Quarter Results Investor Conference

**January 26th, 2006** 

### Agenda



Welcome

2005 4Q Financial Results Lora Ho, CFO (unconsolidated)

Remarks
Rick Tsai, CEO

> Q&A



#### **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 16, 2005, TSMC's registration statement on Form F-3, filed with the SEC on July 5, 2005, 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.



## **4Q'05 Result Highlights**

Amount:NT\$ billion	4Q'05 Amount	3Q'05 Amount	4Q'04 Amount
Net Sales	81.16	69.26	63.87
Net Income	33.90	24.49	22.18
EPS (NT\$)	1.37	0.99	0.90
Cash and S-T Investment	132.44	107.29	118.51
Interest-bearing Debt	19.50	30.00	30.00
Shareholders' Equity	445.63	411.11	398.97
Utilization (%)	104%	96%	88%
ROE (%) *	31.7%	24.6%	22.8%



<sup>\*</sup> Annualized ROE for the quarter.



#### **Income Statement - QoQ Comparison**

#### TSMC w/o Affiliates

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NT\$ billion	4Q'05		30	Q'05		
Net Sales	73.4	100.0%	62.8	100.0%		
COGS	(34.1)	-46.4%	(32.9)	-52.4%		
Gross Profit	39.3	53.6%	29.9	47.6%		
Amount:NT\$ billion						

COGS (34.1) -46.4% (32.9) -52.4%	4Q'0	5	3Q'0	5	QOQ
Gross Profit 39.3 53.6% 29.9 47.6%	400	<u> </u>	300	<u> </u>	<u> </u>
Amount:NT\$ billion	Amount	%	Amount	%	%
Net Sales	81.16	100.0%	69.26	100.0%	17%
COGS	(41.30)	-50.9%	(38.73)	-55.9%	7%
<b>Gross Profit</b>	39.86	49.1%	30.53	44.1%	31%
Operating Expense	(5.64)	-6.9%	(5.60)	-8.1%	1%
Operating Income	34.22	42.2%	24.93	36.0%	37%
Net Non-operating Income/(Expense)	0.95	1.2%	(0.02)	0.0%	-
Investment Income/(Loss)	0.23	0.3%	(0.49)	-0.7%	
Income before Tax	35.40	43.6%	24.42	35.3%	45%
Income Tax Benefit/(Expense)	(1.50)	-1.8%	0.07	0.1%	
Net Income	33.90	41.8%	24.49	35.4%	38%
EPS (NT\$)	1.37		0.99		38%



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

#### TSMC w/o Affiliates

4Q'05

4Q'04

IN LA DIIIIOLI	4Q 05	40.04					
Net Sales	73.4 100.0%	56.5 100.0%					
COGS	(34.1) -46.4%	(29.5) -52.2%					
Gross Profit	39.3 53.6%	27.0 47.8%	4Q'0	5	4Q'0	4	YOY
Amount:NT\$ b	illion		Amount	%	Amount	%	%
Net Sales			81.16	100.0%	63.87	100.0%	27%
COGS			(41.30)	-50.9%	(36.72)	-57.5%	12%
<b>Gross Pro</b>	fit		39.86	49.1%	27.15	42.5%	47%
Operating	Expense		(5.64)	-6.9%	(6.12)	-9.6%	-8%
Operating	Income		34.22	42.2%	21.03	32.9%	63%
Net Non-o	perating In	come/(Expense)	0.95	1.2%	0.46	0.7%	108%
Investmen	t Income/(	Loss)	0.23	0.3%	0.61	1.0%	-63%
Income be	fore Tax		35.40	43.6%	22.09	34.6%	60%
Income Ta	x Benefit/(	Expense)	(1.50)	-1.8%	0.09	0.1%	
Net Incom	е		33.90	41.8%	22.18	34.7%	53%

1.37

53%

0.90

EPS (NT\$)

NT\$ billion



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

(Amount: NT\$ billion)

Selected Items from	4Q'(	05	3Q'05		4Q'(	04
Balance Sheet	Amount	%	Amount	%	Amount	%
Total Assets	507.5	100%	483.1	100%	487.6	100%
Cash & S-T Investments	132.4	26%	107.3	22%	118.5	24%
Accounts Receivable - Trade	36.4	7%	37.2	8%	27.2	6%
Inventory	16.3	3%	15.1	3%	14.2	3%
Total Current Assets	197.6	39%	165.1	34%	173.7	36%
Accounts Payable	20.2	4%	20.9	4%	40.8	8%
Current Portion of Bonds Payable	0.0	0%	10.5	2%	10.5	2%
Total Current Liabilities	32.2	6%	42.9	9%	60.6	12%
Long-Term Debt	19.5	4%	19.5	4%	19.5	4%
Total Equity	445.6	88%	411.1	85%	399.0	82%
Key Indices						
A/R Turnover Days	42		46		45	
Inventory Turnover Days	42		40		41	
Current Ratio (x)	6.1		3.8		2.9	
Net Working Capital	165.4		122.2		113.0	

#### **Cash Flows**



Amount:NT\$ billion	4Q'05 Amount	3Q'05 <u>Amount</u>	4Q'04 Amount
- Net Income	33.9	24.5	22.2
- Depreciation & Amortization	16.6	17.1	16.6
- Other Op Sources/(Uses)	(1.6)	(3.7)	(2.1)
From Operation	48.9	37.9	36.7
- Capital Expenditure	(13.3)	(9.1)	(20.5)
- S-T Investment	1.8	0.6	(6.9)
- L-T Investment	(1.0)	(0.7)	(9.1)
- Other Investing Sources/(Uses)	0.5	(0.2)	(0.0)
From Investment	(12.1)	(9.4)	(36.5)
- Cash Dividends - Common Stock	-	(46.5)	-
- Employee Bonus	-	(3.1)	-
- Repayment of L-T Bonds	(10.5)	-	(5.0)
- Other Financing Sources/(Uses)	0.6	0.9	(0.1)
From Financing	(9.9)	(48.7)	(5.1)
Net Cash Position Change	26.9	(20.1)	(4.8)
Ending Cash Balance	85.4	58.5	65.5

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



FAB	/ (W afer size)	4 Q 0 5 (A c t.)	2005 (Act.)	1 Q 0 6 (F c t.)
Fab-2	(6") <sup>1</sup>	251	989	244
Fab-3	(8")	247	973	246
Fab-5	(8")	126	496	135
Fab-6	(8")	217	850	215
Fab-7	(8")	40	155	33
Fab-8	(8")	227	893	231
Fab-12	( 12") <sup>2</sup>	139	448	142
Fab-14	(12") <sup>2</sup>	56	156	61
<b>TSMC-ov</b> (8" Equi	<b>vned</b> valent Kpcs)	1,437	5,282	1,455
WaferTec	h (8")	100	389	99
SSMC	(8")	49	179	49
TSMC (Sh	anghai) ( 8")	44	105	48
	<b>M C-m an aged</b> valent Kpcs)	1,629	5,955	1,651

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

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

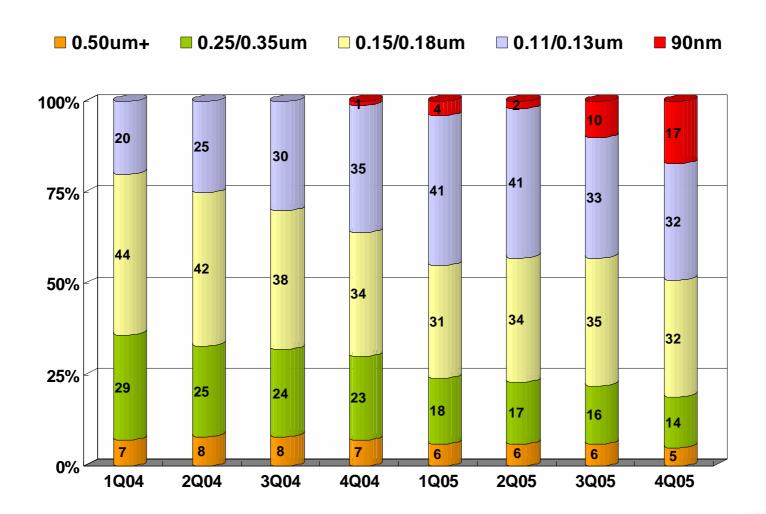


## **Capital Expenditures**

CapEx (in US\$ million)	1Q05	2Q05	3Q05	4Q05	2005
TSMC	1,210	417	275	389	2,291
TSMC (Shanghai)	97	42	44	4	187
WaferTech & Others	3	1	0	3	7
TSMC and Affiliates	1,310	460	319	396	2,485



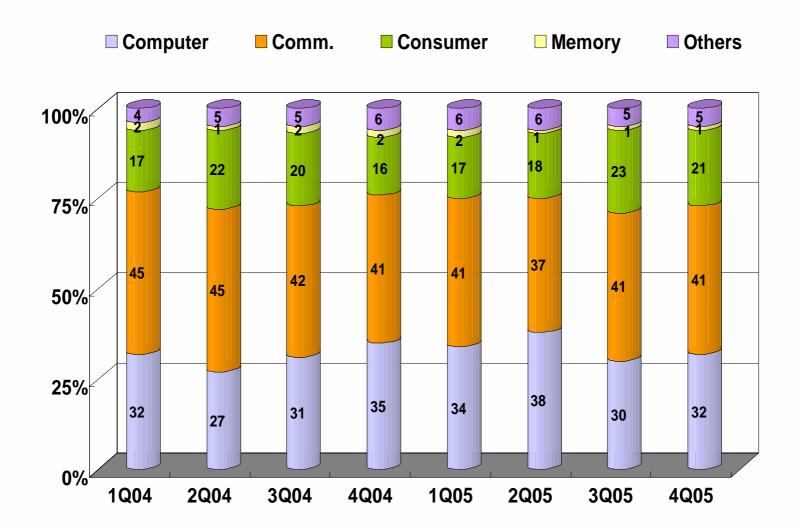
#### Sales Breakdown by Technology





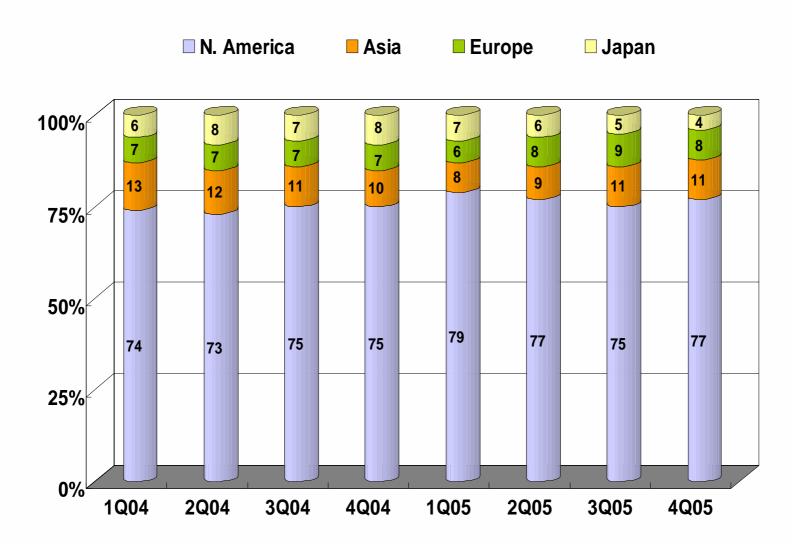


#### Sales Breakdown by Application





### Sales Breakdown by Geography

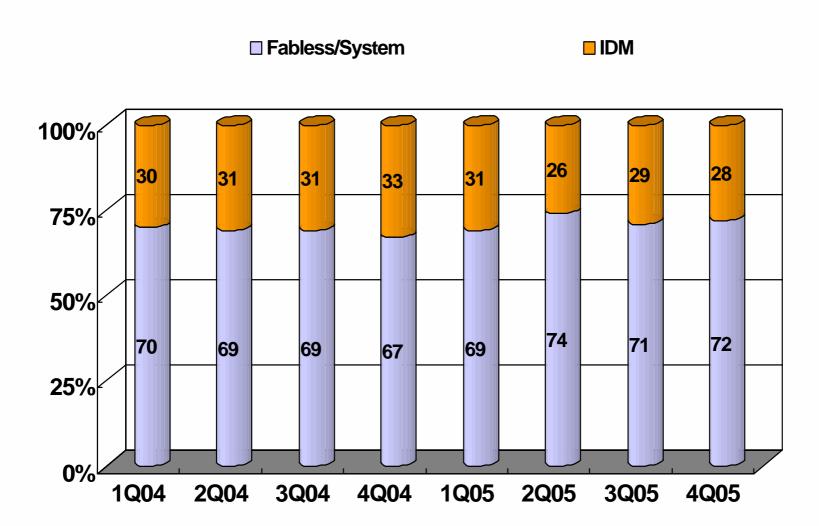




Note: This chart does not reflect the actual shipment destination of sales.



#### Sales Breakdown by Customer









Amount:NT\$ billion	2005 Amount	2004 Amount	YoY %
Net Sales	264.59	255.99	3%
Net Sales (US\$ billion)	8.23	7.65	8%
Gross Margin (%)	43.6%	43.0%	
Net Income	93.58	92.32	1%
Net Income (US\$ billion)	2.91	2.76	5%
EPS (NT\$)	3.79	3.73	2%
Total Asset	507.54	487.55	4%
Total Liability	61.91	88.59	-30%
Shareholders' Equity	445.63	398.97	12%
Cash-flow from Operating Activities	150.48	143.68	5%
Cash-flow from Investing Activities	(73.06)	(150.88)	-52%
Cash-flow from Financing Activities	(57.57)	(25.56)	125%
Utilization (%)	92%	100%	



#### 1Q'06 Guidance

- Revenues to be between NT\$73 billion and NT\$76 billion;
- Gross profit margin to be between 46% and 48%;
- Operating profit margin to be approximately 39%;
- 2006 Capital expenditure to be in the range of US\$2.6 billion-US\$2.8 billion.



#### Recap of Recent Major Events – 1/2

- TSMC has entered full production of its 80 nanometer process technology for highperformance designs (2006/01/18)
- TSMC has pledged NT\$120 million for the phase II project of the Chemistry Research Center at National Taiwan University (2005/12/16)
- TSMC successfully manufactured industry's first network search engine using its 90 nanometer process technology for Integrated Device Technology, Inc., achieving new levels of performance, cost and power consumption (2005/12/07)
- > TSMC was voted The Best Large Cap Company in Taiwan region by AsiaMoney (2005/12/01)
- > TSMC board of directors approved capital appropriation of US\$706.5 million to expand its 65 nanometer, 0.18 micron and 0.15 micron capacities (2005/11/08)



#### Recap of Recent Major Events – 2/2

- TSMC board of directors approved the investment of up to US\$75 million in establishing a new venture capital fund (2005/11/08)
- TSMC won 6 out of 11 award categories at the IR Magazine Hong Kong and Taiwan Awards, including Grand Prix for Best Overall Investor Relations Large Cap and Best Corporate Governance (2005/11/04)
- TSMC was ranked No. 8 of the Top 50 Management Teams in Asia by CFO Asia magazine (2005/10)

- \* 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.



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