

台灣積體電路製造股份有限公司 Taiwan Semiconductor Manufacturing Company, Ltd.

2Q'2000 Investor Conference

# **Agenda**



2Q'00 Financial Results

**Harvey Chang** 

Business Update

**FC Tseng** 

• Q&A

KC Chen et. al.

### **Safe Harbor Notice**



TSMC's statement of its current expectations is a forward-looking statement subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statement.

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 on Jun. 29, 2000.

# **2Q'00 Income Statement**Pre-Merger Figures



Amount: NT\$Billion	2Q Act		3Q' Act		4Q Act	'99 :ual	1Q' Act		2QI Pre-M	
Net Sales	17.23	100.0%	19.71	100.0%	23.69	100.0%	28.28	100.0%	31.81	100.0%
Cost of Goods Sold	(9.31)	-54.0%	(10.94)	-55.5%	(13.98)	-59.0%	(15.57)	-55.1%	(18.06)	-56.8%
Gross Margin	7.92	46.0%	8.77	44.5%	9.71	41.0%	12.70	44.9%	13.75	43.2%
Operating Expenses	(1.34)	-7.8%	(1.60)	-8.1%	(2.03)	-8.6%	(2.41)	-8.5%	(2.26)	-7.1%
Operating Income	6.58	38.2%	7.17	36.4%	7.68	32.4%	10.30	36.4%	11.49	36.1%
Net Non-operating Income (Exp	·)(0.25)	-1.5%	(0.75)	-3.8%	0.38	1.6%	0.02	0.1%	1.22	3.8%
Investment Income (Loss)	(0.42)	-2.4%	(0.66)	-3.3%	0.26	1.1%	(0.06)	-0.2%	0.40	1.3%
Income before Tax	5.91	34.3%	5.76	29.2%	8.33	35.1%	10.26	36.3%	13.11	41.2%
Income Tax Credit (Expenses)	0.11	0.6%	0.38	1.9%	(0.01)	-0.1%	(0.17)	-0.6%	0.24	0.7%
Net Income	6.02	34.9%	6.14	31.1%	8.31	35.1%	10.09	35.7%	13.35	42.0%

### 1H'00 Income Statement

### **Restatement for Comparison**



TSMC Fab 1-6 Amount: NT\$Billion  1H 2000		1H 2000 Pre-merger		1H 2000 WSMC		1H 2000 Post-merger (Reported)	
Net Sales	48.13 100.0%	60.09	100.0%	4.83	100.0%	64.92	100.0%
Cost of Goods Sold	-22.38 -46.5%	(33.64)	-56.0%	(4.46)	-92.4%	(38.09)	-58.7%
Gross Margin	25.76 53.5%	26.45	44.0%	0.37	7.6%	26.82	41.3%
Operating Expenses		(4.67)	-7.8%	(1.39)	-28.8%	(6.06)	-9.3%
Operating Income	9	21.79	36.3%	(1.02)	-21.2%	20.77	32.0%
Net Non-operating	lnc. (Exp.)	1.24	2.1%	1.06	21.9%	2.29	3.5%
Investment Income	(Loss)	0.34	0.6%	0.00	0.0%	0.34	0.5%
Income before Ta	IX	23.37	38.9%	0.04	0.7%	23.40	36.1%
Income Tax Credit (	Expenses)	0.07	0.1%	0.10	2.1%	0.17	0.3%
Net Income		23.44	39.0%	0.14	2.8%	23.58	36.3%

# 2Q'00 Income Statement YoY Comparison



	TSMC Fab1-6	2Q 2	000	2Q 1	999	YOY
Amount: NT\$Billion	2Q 2000	Pre-Me	erger	Actu	ıal	Chg%
Net Sales	25.17 100.0%	31.81	100.0%	17.23	100.0%	84.6%
Cost of Goods Sold	(11.85) -47.1%	(18.06)	-56.8%	(9.31)	-54.0%	94.0%
Gross Margin	13.33 52.9%	13.75	43.2%	7.92	46.0%	73.5%
Operating Expenses		(2.26)	-7.1%	(1.34)	-7.8%	68.2%
Operating Income		11.49	36.1%	6.58	38.2%	74.6%
Net Non-operating Inco	ome (Expenses)	1.22	3.8%	(0.25)	-1.5%	
Investment Income (Lo	oss)	0.40	1.3%	(0.42)	-2.4%	
Income before Tax		13.11	41.2%	5.91	34.3%	121.7%
Income Tax Credit (Ex	penses)	0.24	0.7%	0.11	0.6%	120.7%
Net Income		13.35	42.0%	6.02	34.9%	121.7%

<sup>\*</sup> Revenues for wafers outsourced to affiliates were NT\$6.64bn in 2Q'00

#### TSMC Fab1-6

# 2Q'00 Income Stm. QoQ Comparison



NT\$Billion 2Q 2000	1Q 2000
Net Sales 25.17 100.0%	<b>22.96</b> 100.0%
COGS (11.85)-47.1%	(10.53).45.9%
GM 13.33 52.9%	12.43 54.1%

Amount: NT\$Billion
Net Sales*
Cost of Goods Sold
Gross Margin
Operating Expenses
Operating Income
Net Non-operating Income (Exp
Investment Income (Loss)
Income before Tax
Income Tax Credit (Expenses)
Net Income

2Q 2000		1Q 2000				
Pre-Me	erger	Actual				
31.81	100.0%	28.28	100.0%			
(18.06)	-56.8%	(15.57)	-55.1%			
13.75	43.2%	12.70	44.9%			
(2.26)	-7.1%	(2.41)	-8.5%			
11.49	36.1%	10.30	36.4%			
1.22	3.8%	0.02	0.1%			
0.40	1.3%	(0.06)	-0.2%			
13.11	41.2%	10.26	36.3%			
0.24	0.7%	(0.17)	-0.6%			
13.35	42.0%	10.09	35.7%			

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<sup>\*</sup> Revenues for wafers outsourced to affiliates were NT\$6.64bn in 2Q'00 and NT\$5.32bn in 1Q'00

# 1H'00 Balance Sheet Restatement for Comparison



Amount in NT\$Billion		2000 lerger)		2000 Merger)
Cash	48.2	22%	49.6	17%
LT Debt	20.0	9%	27.0	9%
Equity	168.1	78%	206.2	71%
Total Assets	214.9	100%	288.7	100%
Depreciation	11.7		14.5	
Capital Expenditure	25.9		35.7	
ROE		32.5%		27.9%
ROA		26.1%		19.6%

# 2Q'00 Balance Sheet & Cash Flow YoY Comparison



Amount in NT\$Billion	2Q00 Pre-Merger		2Q99 Actual		YOY Chg %
Cash	48.2	22%	16.8	12%	186.3%
LT Debt	20.0	9%	51.3	38%	-61.0%
Equity	168.1	78%	94.0	70%	78.7%
Total Assets	214.9	100%	134.8	100%	59.4%
Depreciation	6.3		4.2		47.5%
Capital Expenditure	16.5		5.1		221.7%
ROE		32.5%		27.1%	
ROA		26.1%		16.7%	

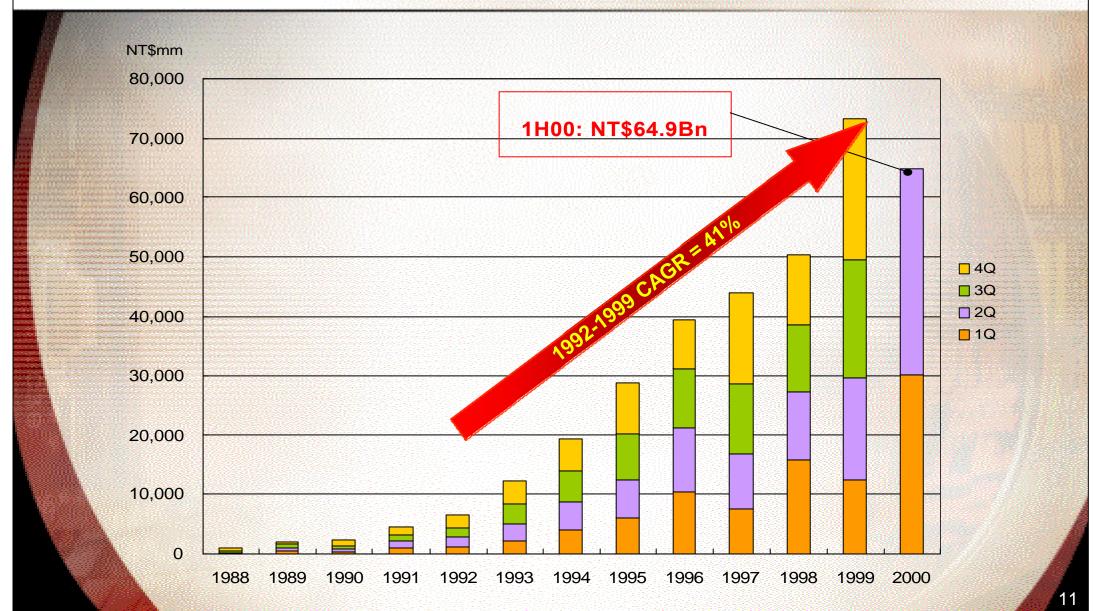
# 2Q'00 Balance Sheet & Cash Flow QoQ Comparison



Amount in NT\$Billion	2Q00 Pre-Merger		1Q00 Actual		QoQ Chg %
Cash	48.2	22%	24.7	14%	94.9%
LT Debt	20.0	9%	20.0	11%	
Equity	168.1	78%	130.5	74%	28.8%
Total Assets	214.9	100%	175.5	100%	22.4%
Depreciation	6.3		5.5		14.4%
Capital Expenditure	16.5		8.0		105.1%
ROE		32.5%		32.1%	
ROA		26.1%		24.8%	

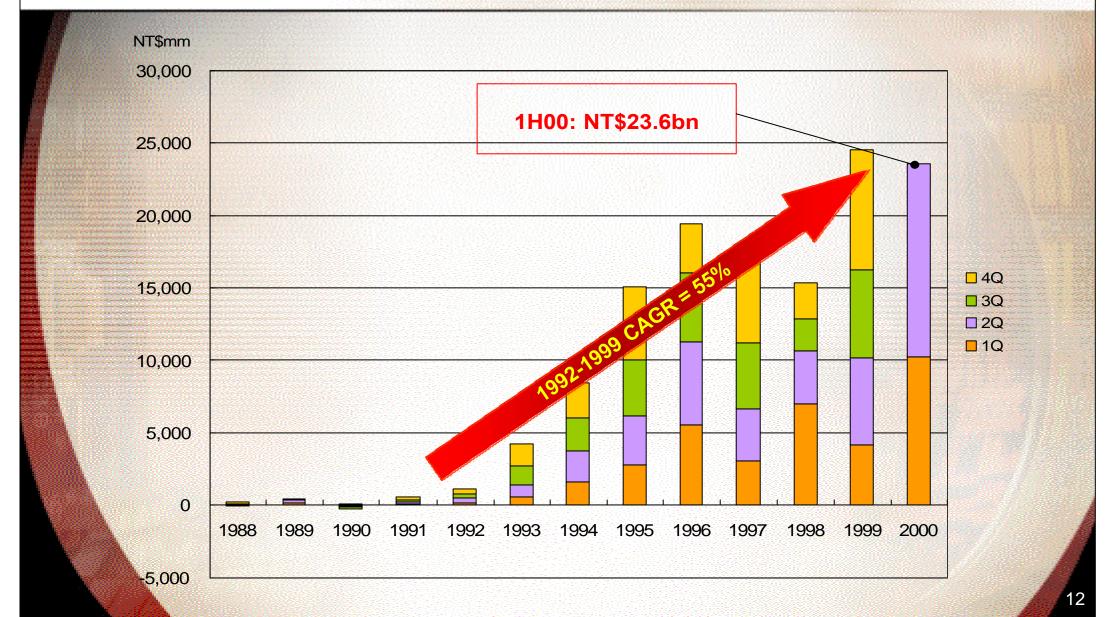
# Long Term Revenue Trend (Post-Merger)





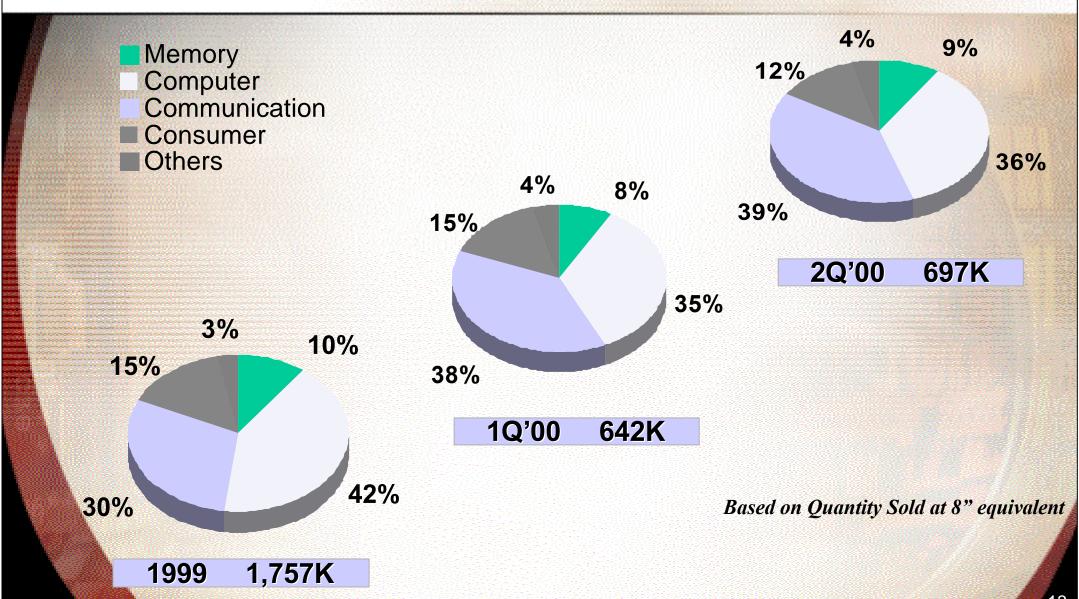
# Long Term Profit Trend (Post-Merger)





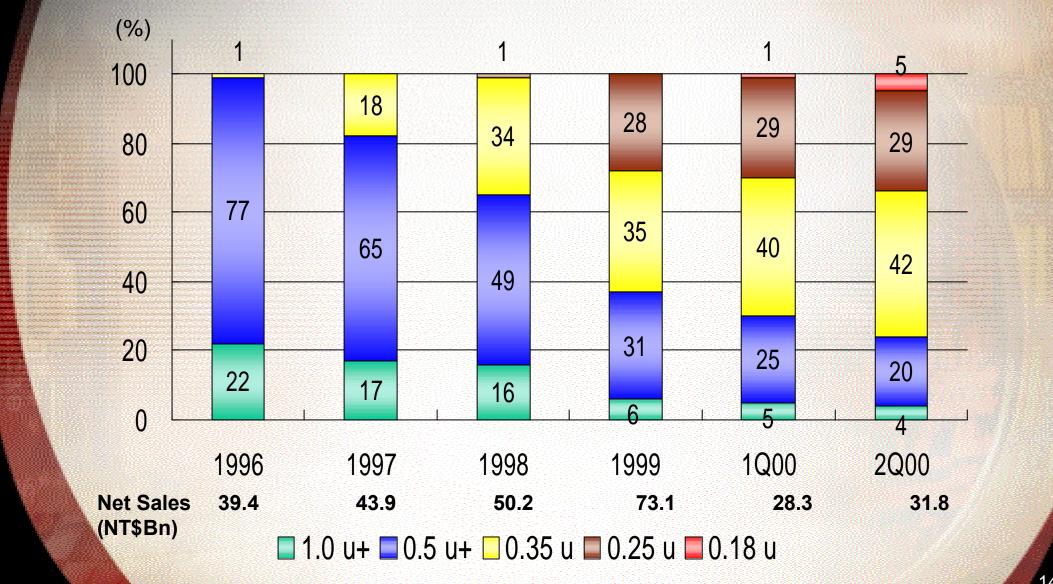
# Sales Volume by Application





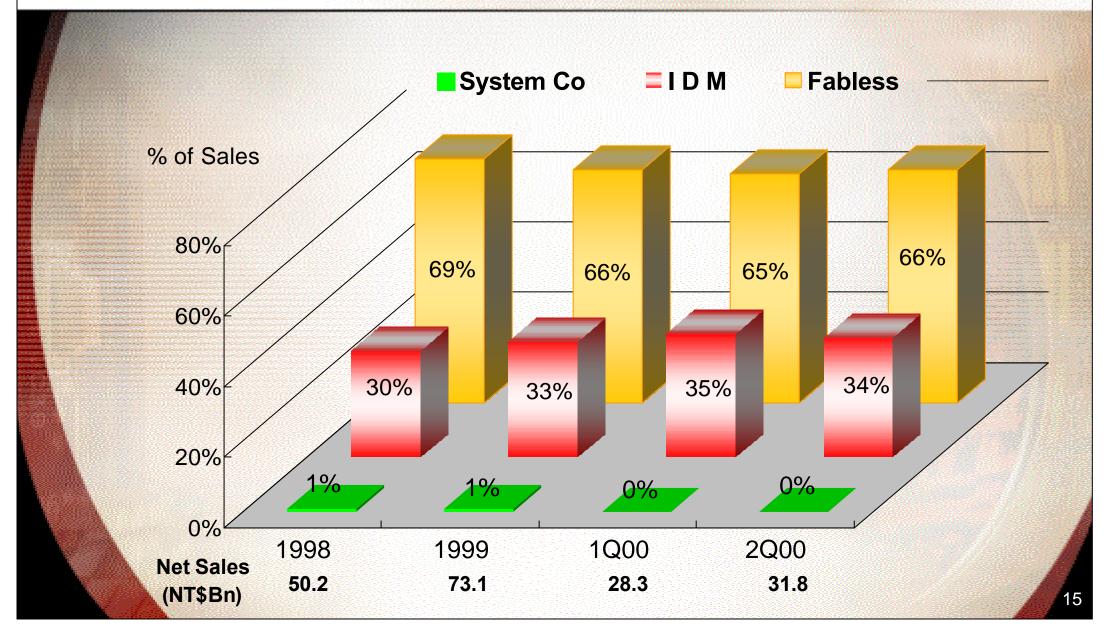
### Sales Breakdown by Technology





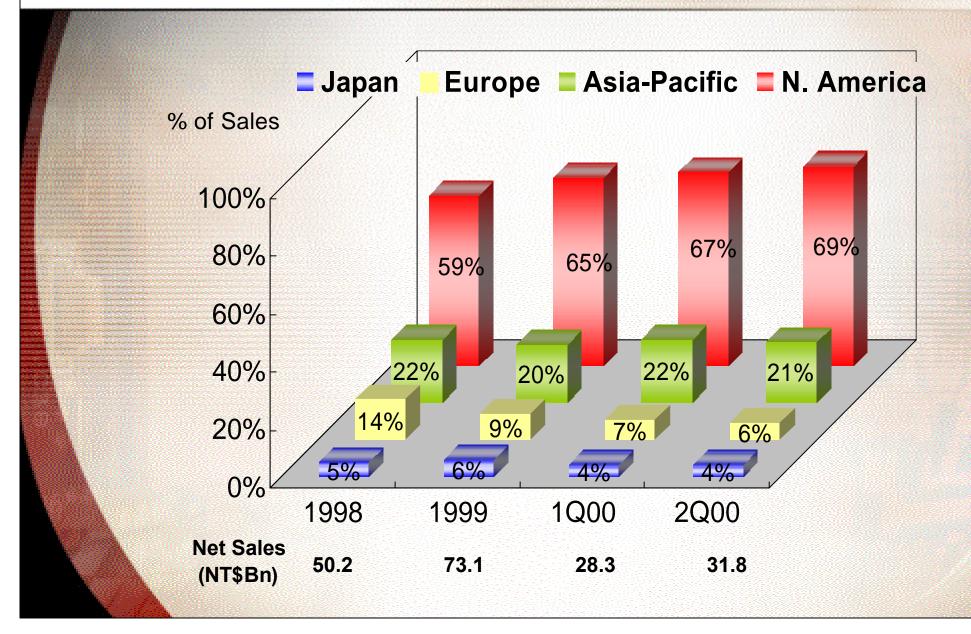
### Sales Breakdown by Customer





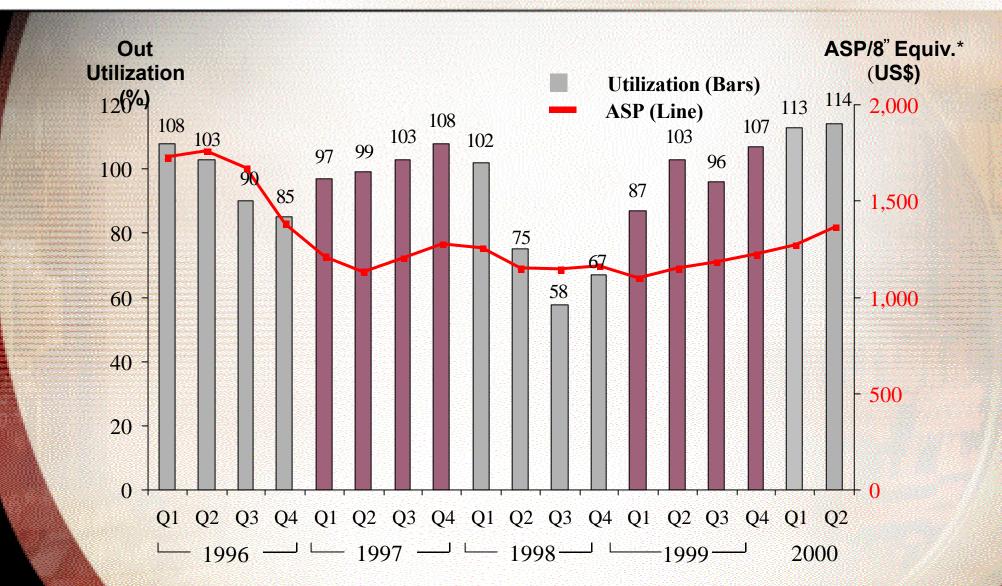
## Sales Breakdown by Geography





### Fab Utilization and ASP Trend





# **Installed Capacity by Fabs TSMC & Affiliates**

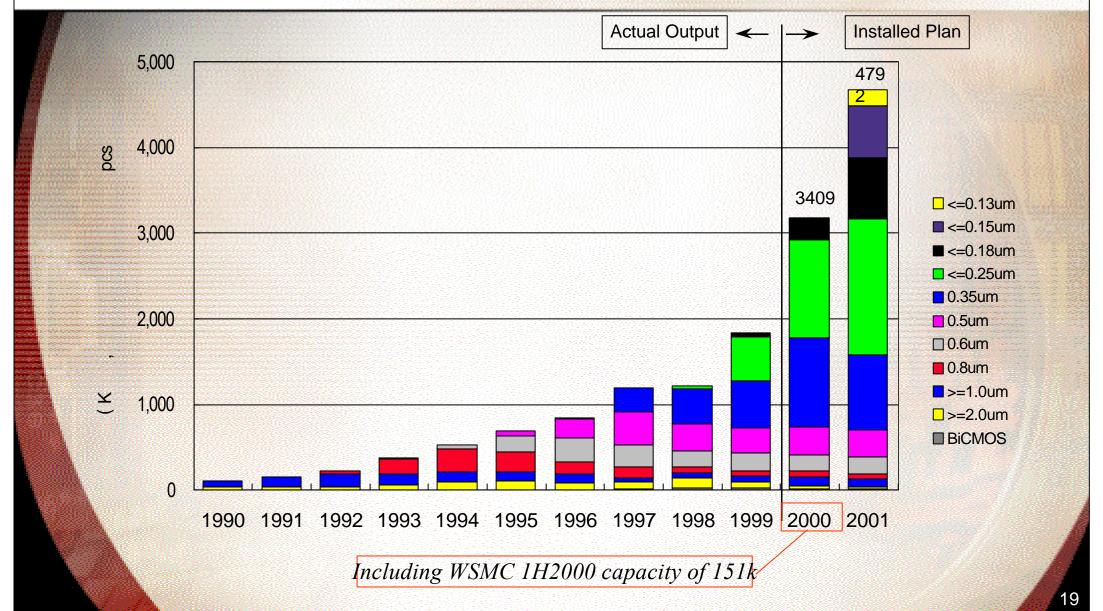


	FAB (8" equiv, k)	1998	1999	2000P Annual (Monthly)
	FAB-1	252.3 (21.2)	232.5 (19.6)	205.4 (17.6)
6" Fab	FAB-2A	452.0 (38.0)	476.0 (40.0)	448.5 (38.0)
1 40	FAB-2B	488.0 (41.0)	466.5 (39.0)	487.5 (40.5)
8"	FAB-3	478.4 (41.0)	454.8 (39.0)	511.9 (44.3)
Fab	FAB-4	353.0 (31.0)	348.4 (31.0)	425.9 (37.4)
	FAB-5	116.0 (13.0)	221.8 (28.0)	415.0 (41.0)
	FAB-6	0.0	0.0	158.4 (32.0)
	FAB-7 (TASMC)		26.0 (10.0)	379.6 (46.2)
	FAB-8 (WSMC)			410.7 (49.0)
	WaferTech	26.0 (8.0)	154.4 (20.3)	/281.7 (28.0)
	VIS		30.0 (9.0)	/ 184.0 (22.0)
1	SSMC			0.4 (0.4)
	Total Installed Capacity	1,643	1,895	3,409
	Annual Growth Rate	39%	16%	80%

Including WSMC 1H2000 capacity of 151k

# Capacity Plan by Technology TSMC & Affiliates





# **Key Figures from Mergers**



#### **WSMC**

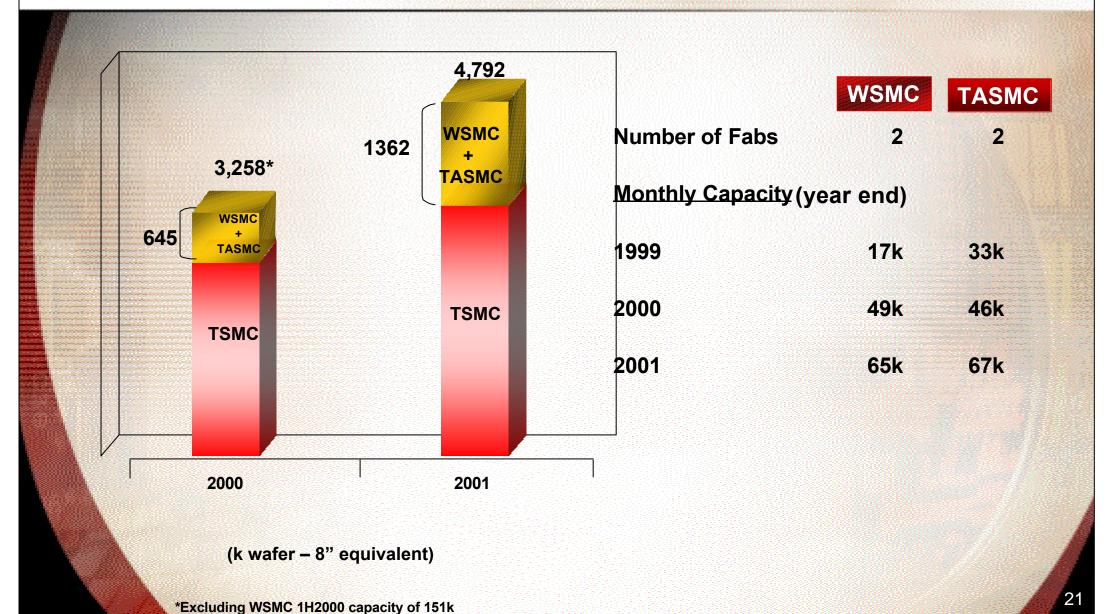
- Absorb 100% of WSMC or outstanding shares of 2,300m
- Ratio 2:1
- Pooling of Interest Method
- 34% locked-up

#### **TASMC**

- Absorb remainder 70% of TASMC or 70% of 2,419m outstanding shares
- Ratio 3.90625: 1
- Purchase Method
- 51% locked-up

### **Capacity Contribution**





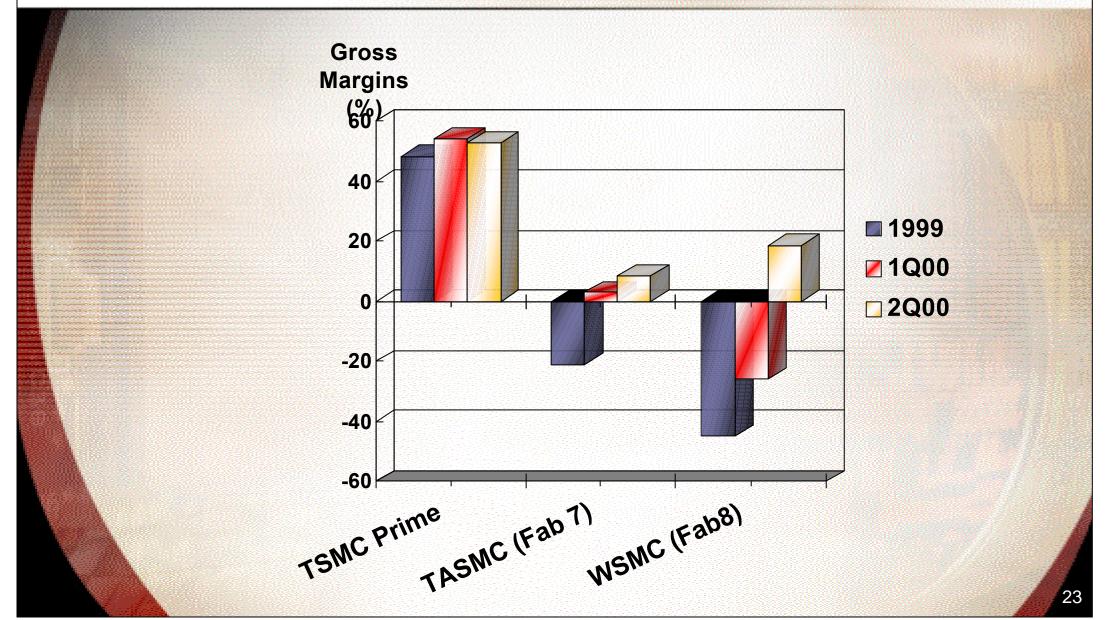
# Post Merger Volume Improvement



(K pcs	<u>1999</u>	<u>1Q00</u>	2Q00	
TSMC (Fab 1		642	696	
TASM (Fab 7		88	98	
WSM0 (Fab 8		58	77	
				22

# **Post Merger Margins Improvement**





# **Capital Formation**



Beq	inr	ninc	Ba	lance	<b>(1</b>	<b>Q00</b>	1

NT\$76.7Bn

Char	nge	Ba	lance

Ex-Dividend (	5/21)	NT\$23.2Bn	NT\$99.9Bn
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Post-ADR	(6/7)	<b>NT\$1</b>	.15Bn	NT\$1	01.1Bn

### Recap of Major Events in 2Q



- Broadcom Honors TSMC as Foundry of the Year (4/20)
- TI granted TSMC Supplier Excellence Award.
- TSMC Launches Foundry Industry's First Internet Engineering Collaboration Service (4/24)
- TSMC Issued New ADS, largest and equity offering in Asia ex-Japan (6/2).
- SSMC in Singapore is ahead of schedule and ready for the installation of manufacturing equipment. (6/29)
- TSMC and National signed the first ever technology transfer agreement from foundry to IDM (6/28)
- Net Sales of NT\$13 Billion Reaches a New Monthly Record (7/6)
- TSMC Completes the TASMC and WSMC Mergers (7/7)

### **Agenda**



2Q'00 Financial Results

**Harvey Chang** 

Business Update

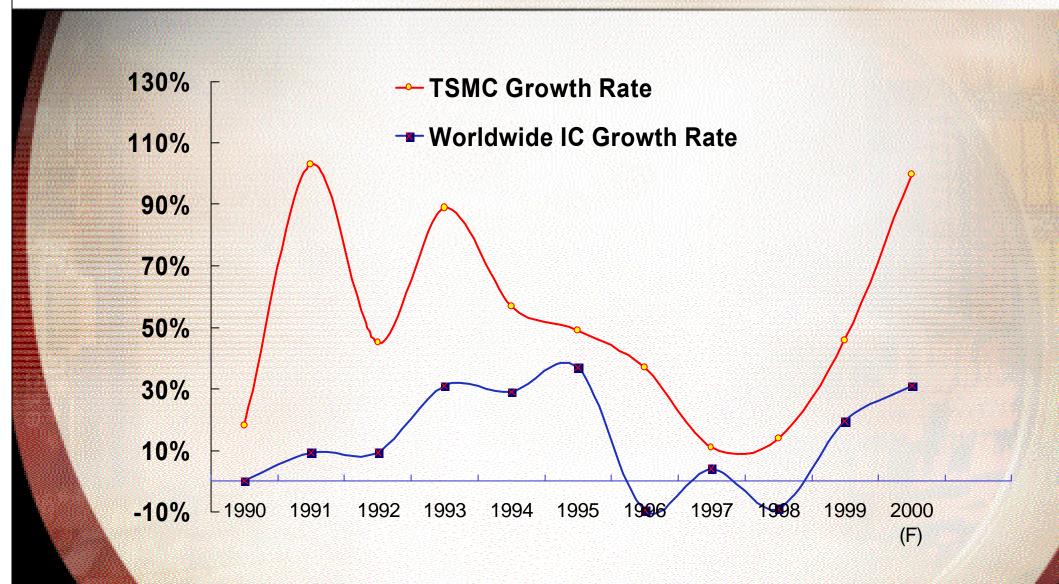
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### WW IC Vs. TSMC Rev. Growth





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