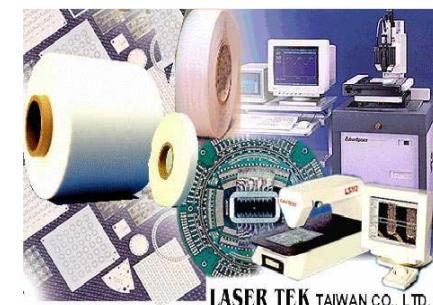




# LASERTEK TAIWAN CO., LTD.



# Content Index



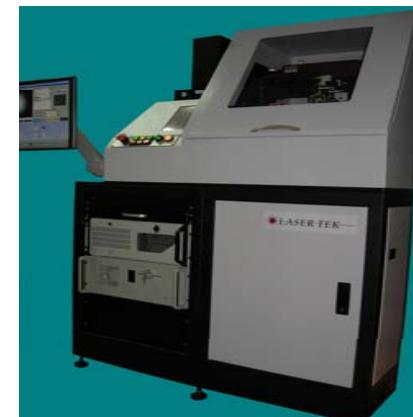
- **LaserTek profile**
- **Air Conditioner (Double Cool)**
- **Intelligent LED System**
- **Smart Battery**

# Company Overview

- Date of establishment : Sep 9<sup>th</sup>, 1988
- Capital : 756 million NT Dollars (2011.02)
- President : Gary Cheng
- Employees : Over 450 employees worldwide
  
- Product : Surface Mounted Devices (SMD) Electronic Material、  
Surface Mounted Technology (SMT) Related Devices、  
LASER Related Devices  
Energy Saving Devices  
SEMI / Optics Devices

Worldwide Operation: Taiwan, China, Singapore

- Corporate Headquarter : No.248-39, Shin-Sheng Rd., Chien-Zhen District,  
Kaohsiung, Taiwan, R.O.C.



# Business Location



Kun-Shan, Shanghai, China



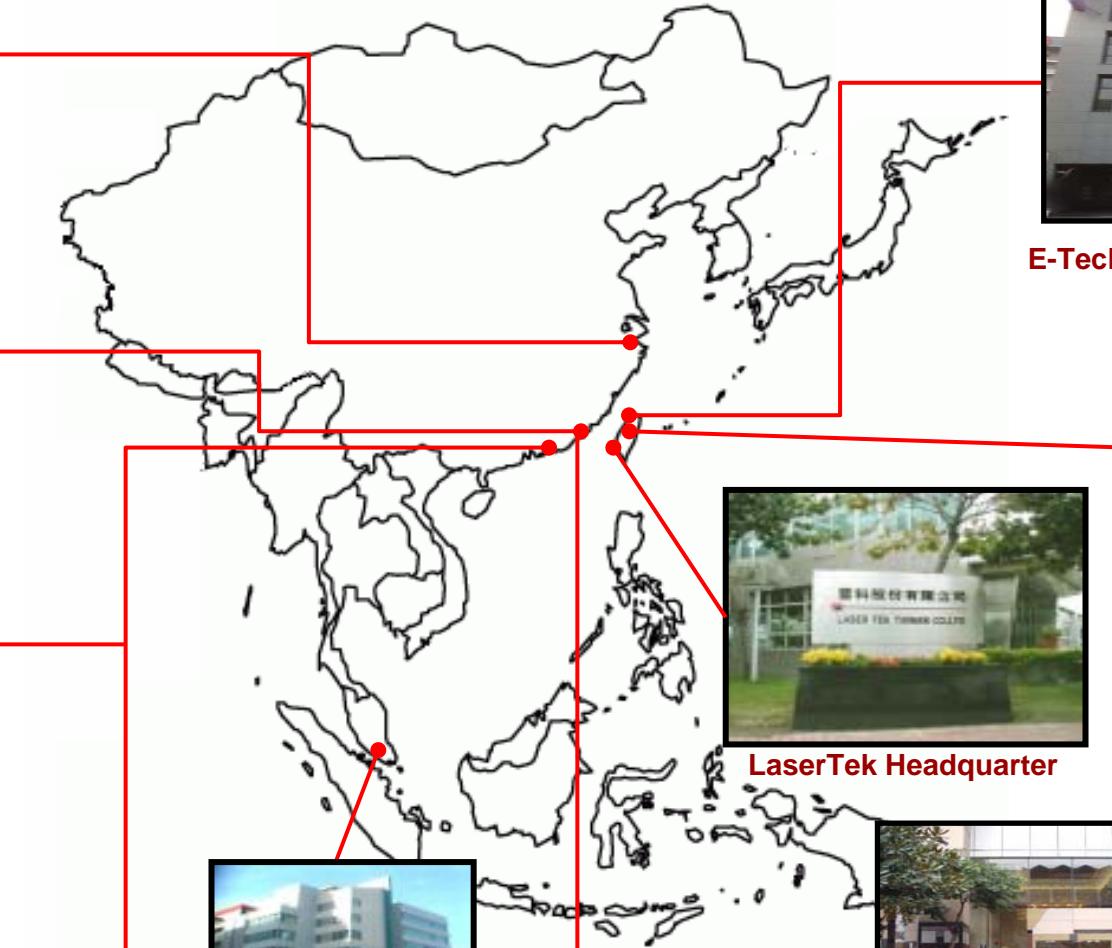
Hsia-Men



Guochang Electronics  
(DongGuan) Ltd.



Tang Sha, Dung-Guan, China



Laser Tek , Singapore



E-Technology (Taipei office)



LaserTek(Hsinchu office)  
E-Technology (Hsinchu office)



Jianweite

# Company History

**1988** Laser Tek Taiwan Co.,Ltd.,was established in Kaohsiung, Taiwan R.O.C

**2001** Headquarter was established in Lin Kuang Industrial Processing Zone, including “Slitting and Punching Processing Factory”

**2002** Second Factory has been purchased in Lin Kuang Industrial Processing Zone

SGS certified that its Quality Management System was assessed and registered with ISO 9001/2000 vision

Laser Tek , Kun-Shan Co.,Ltd.China was established

Company stock was listed on the Taiwan Stock Exchange OTC (Over The Counter Securities Exchange) Stock code:6207

**2003** Laser Tek, Singapore Pty.Ltd. was established

Received “Rising Star Award” by the Ministry of Economic Affairs

**2004** Punching Equipments been installed in Kun-shan Factory and Dong-Guan Factory, China.

**2005** Obtained the award of “Corporation Role Model in providing equal employment opportunities to students with disability” by the Ministry of Education.

**2006** Laser Tek Taiwan Co.,Ltd.,been ranked as number 941 among the Top 1000 manufacturing industry of Taiwan Commonwealth by Taiwan's Leading Magazine.

# Company History

2007

**Lasertek, Guochang Electronics (DongGuan) Ltd. was established in DongGuan for packaging and production.**

**Laser Tek Taiwan Co.,Ltd., been ranked in NO. 845 of top 1000 manufacturing industry, Taiwan, 2006.”**

2008

**Laser Tek Taiwan Co.,Ltd., been ranked in NO. 825 of top 1000 manufacturing industry, Taiwan, 2007.”**

**Certificate of Corporate Governance in Taiwan by the GreTai Securities Market.**

2009

**Establishes the LED (Light Emitting Diode) Lamps department.**

**Establishes the ECT packaging material department, to enter the semiconductor active component packaging material market.**

2010

**February, the Hsinchu branch company was established**

**Certificate of Corporate Governance in Taiwan by the GreTai Securities Market.**

# Company History

2010

**2010 February, the Hsinchu branch of the Semiconductor / Optoelectronic & the materials was established**

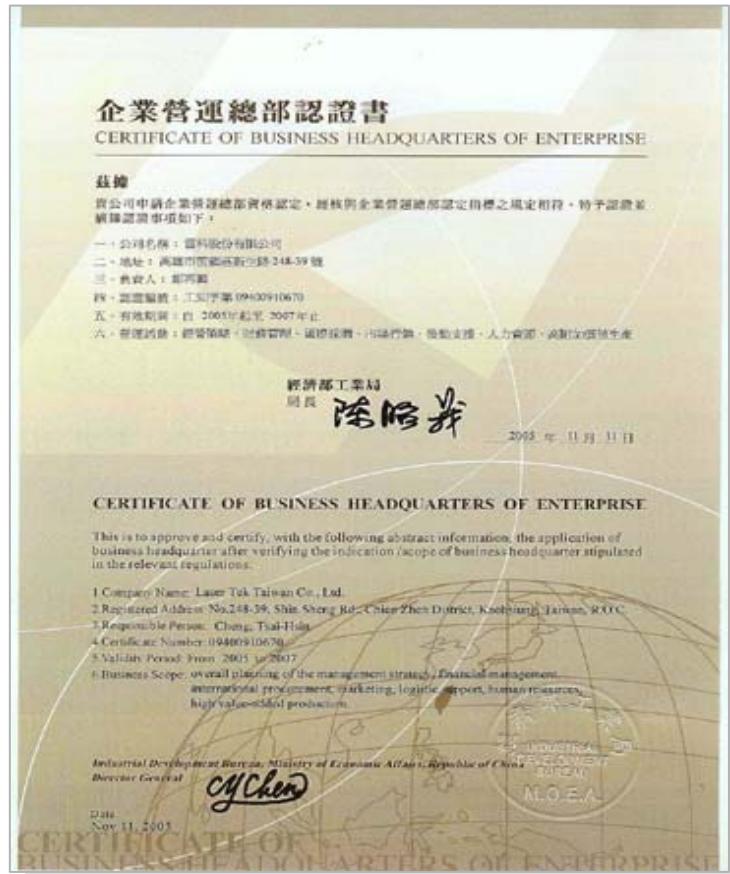
**Laser Tek Co. Pty. Ltd (Stock code:6207) been awarded with the Brown Medal for the 10th Arts & Business Awards**

**Laser Tek Co. Pty. Ltd. reinvested in e-technology Co. Ltd & Weike Semiconductor Co. Ltd**

# Corporate Certificates

## ■ Certificate Business

### Headquarters of Enterprise



## ■ ISO 9001:2008 - Taiwan



# Corporate Certificates

## ■ ISO 9001:2000 – Dungkuan



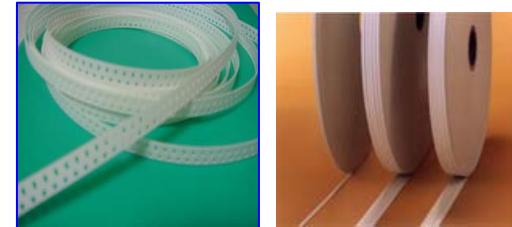
## ■ ISO 9001:2000 – KunShan



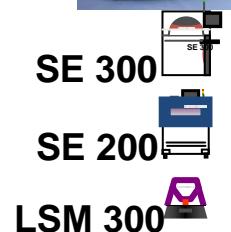
# SMT Manufacturing Process and Related Products



打孔紙帶、上下膠帶 分區循環式回焊爐



Cell Phone、PDA、NB、XBOX、PS3、MP3



# Future Prospects

**To be the Global SMT Solution Provider**



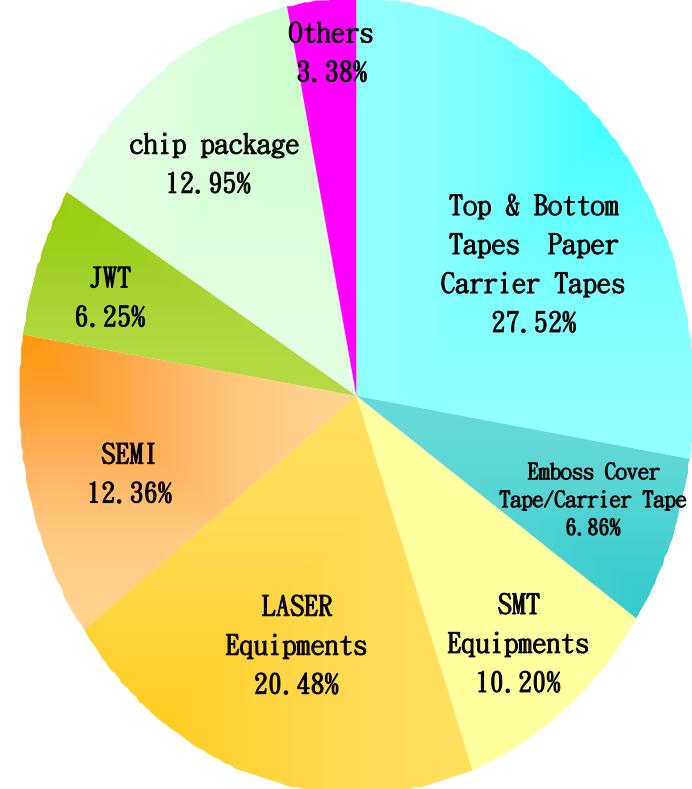
# Group Sales Revenue Analysis



Unit : %

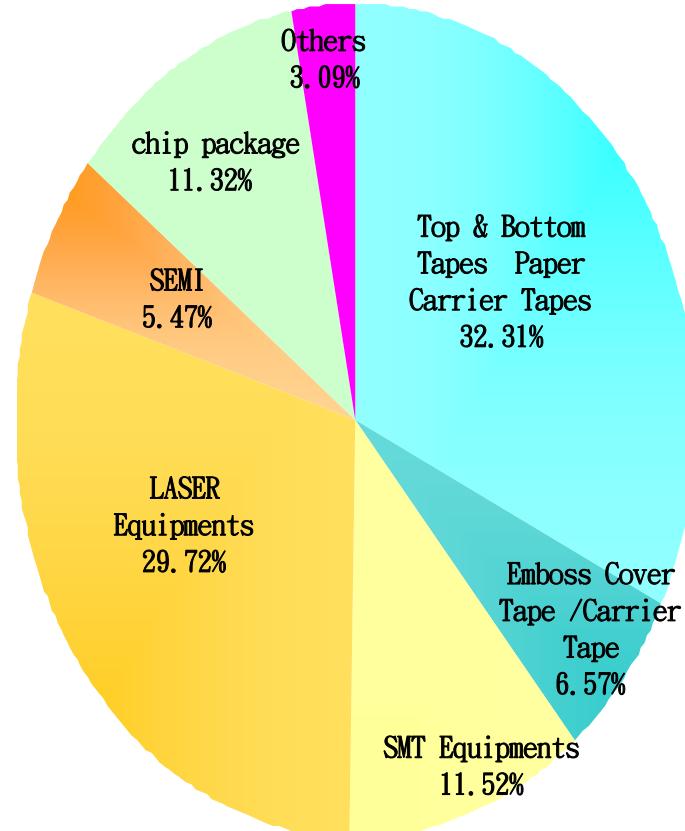
2011 Q1

Materials : 47%  
Equipments : 49%  
Others : 4%



2010

Materials : 50%  
Equipments : 47%  
Others : 3%



# Consolidated Financial Report



Unit : EXPRESSED IN THOUSANDS OF NEW TAIWAN DOLLARS

ITEM	2010	%	2009	%	Variance	%
Revenue	2,493,512	100.00%	1,349,443	100.00%	1,144,069	84.78
Cost of sales	1,958,296	78.54%	1,098,509	81.40%	859,787	78.27
Gross profit	535,216	21.46%	250,934	18.60%	284,282	113.29
Operating expenses	303,660	12.18%	201,884	14.96%	101,776	50.41
Income from operations	231,556	9.29%	49,050	3.63%	182,506	372.08
Non-operating income	96,460	3.87%	78,944	5.85%	17,516	22.19
Non-operating expenses	65,692	2.63%	38,833	2.88%	26,859	69.17
Income before income tax	262,324	10.52%	89,161	6.61%	173,163	194.21
Minority interest income	297		594			
Income tax	30,369		46,222		(15,853)	-34.30
Net income	292,990	11.75%	135,977	10.08%	157,013	115.47
Before the tax, earnings per share	3.45		1.20		2.25	
After the tax, earnings per share	3.92		1.86		2.06	

# 2011 Operation Plan



1. Expanding the markets of SMT related products, increase the sales to major companies of the industry (Eg.Foxconn )
2. Launch of the new laser equipments, Laser Trimmer 01005.
3. Expanding the markets of LED lightings & Double Cool Air Conditioners, we aim to further develop the environment friendly products.

# *ENERGY DEPT.* *INTRODUCTION*

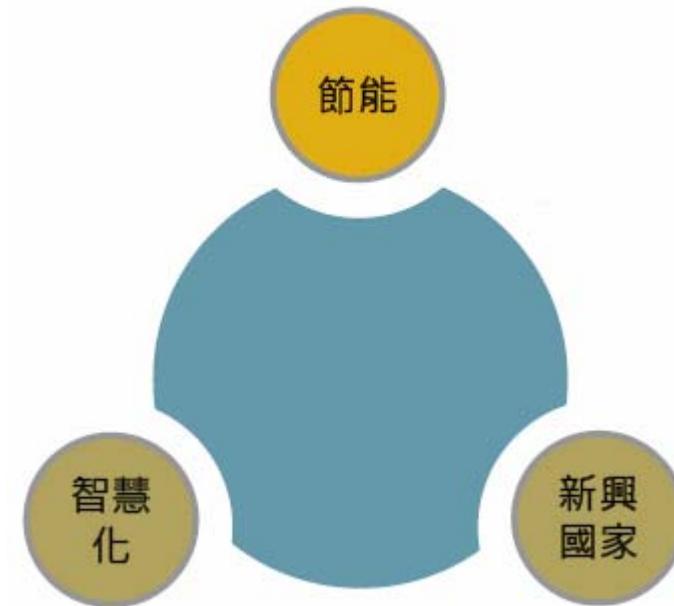
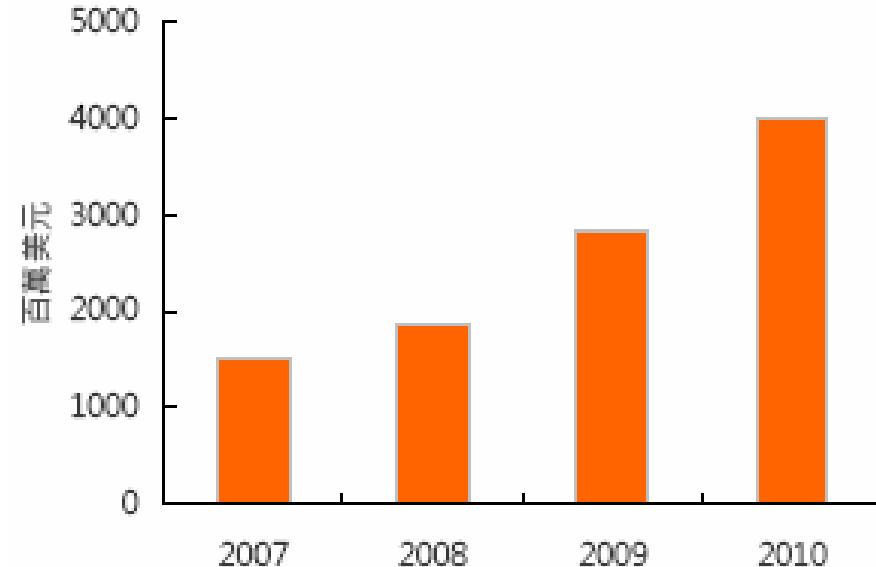


# *Intelligent LED system*

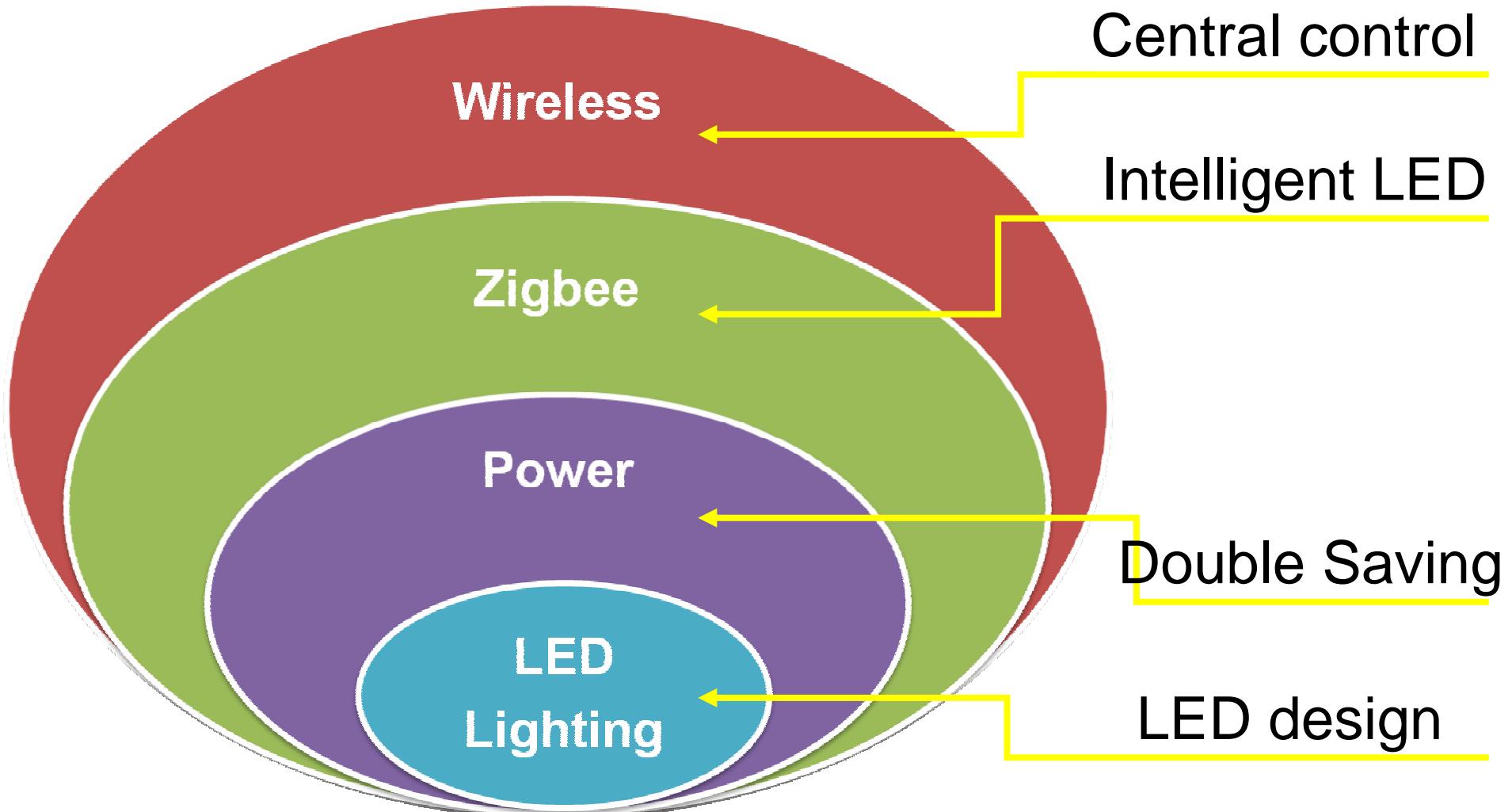
# Market of LED Lighting



## Global LED Lighting Scope    Global LED lighting Tendency

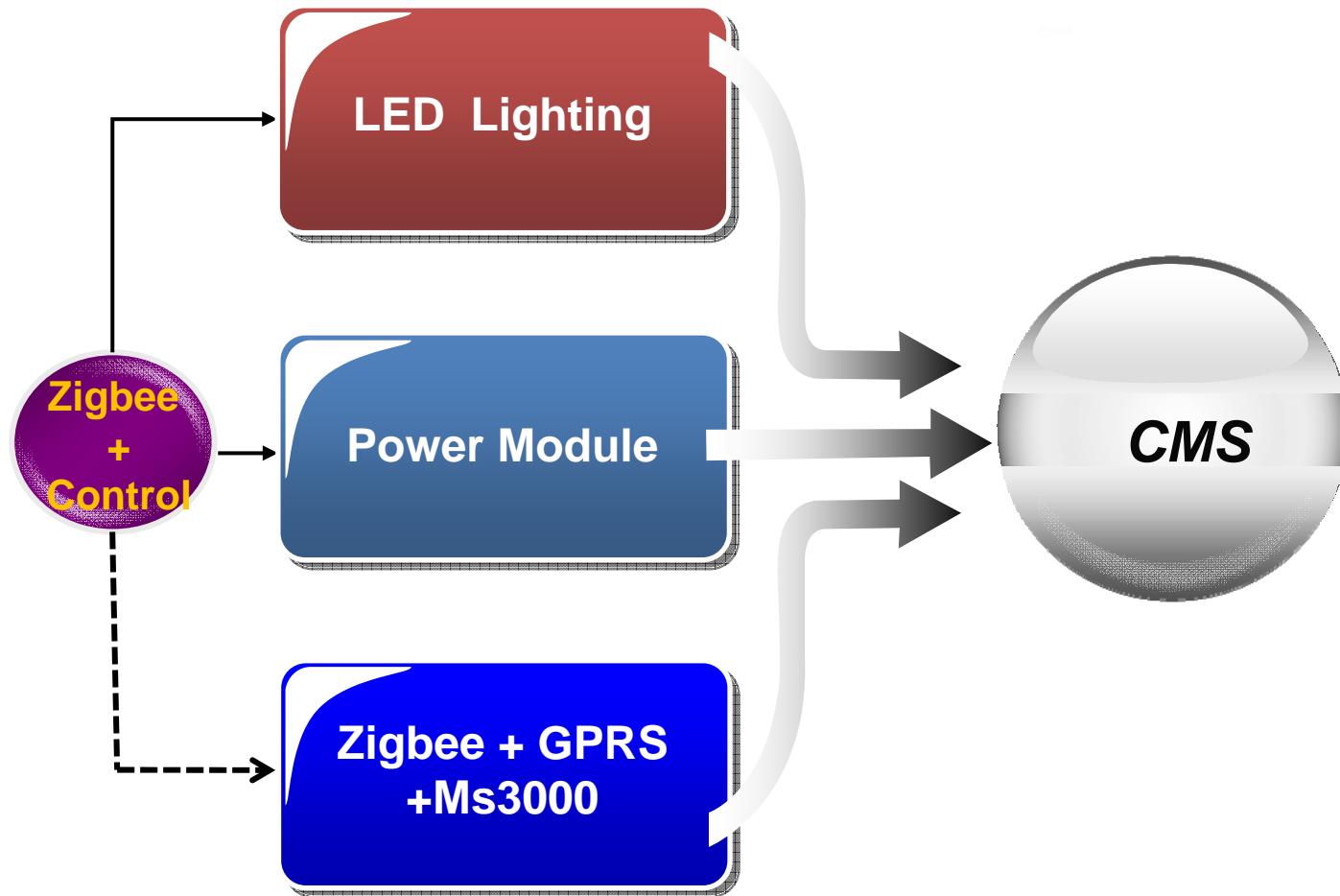


# Core competence



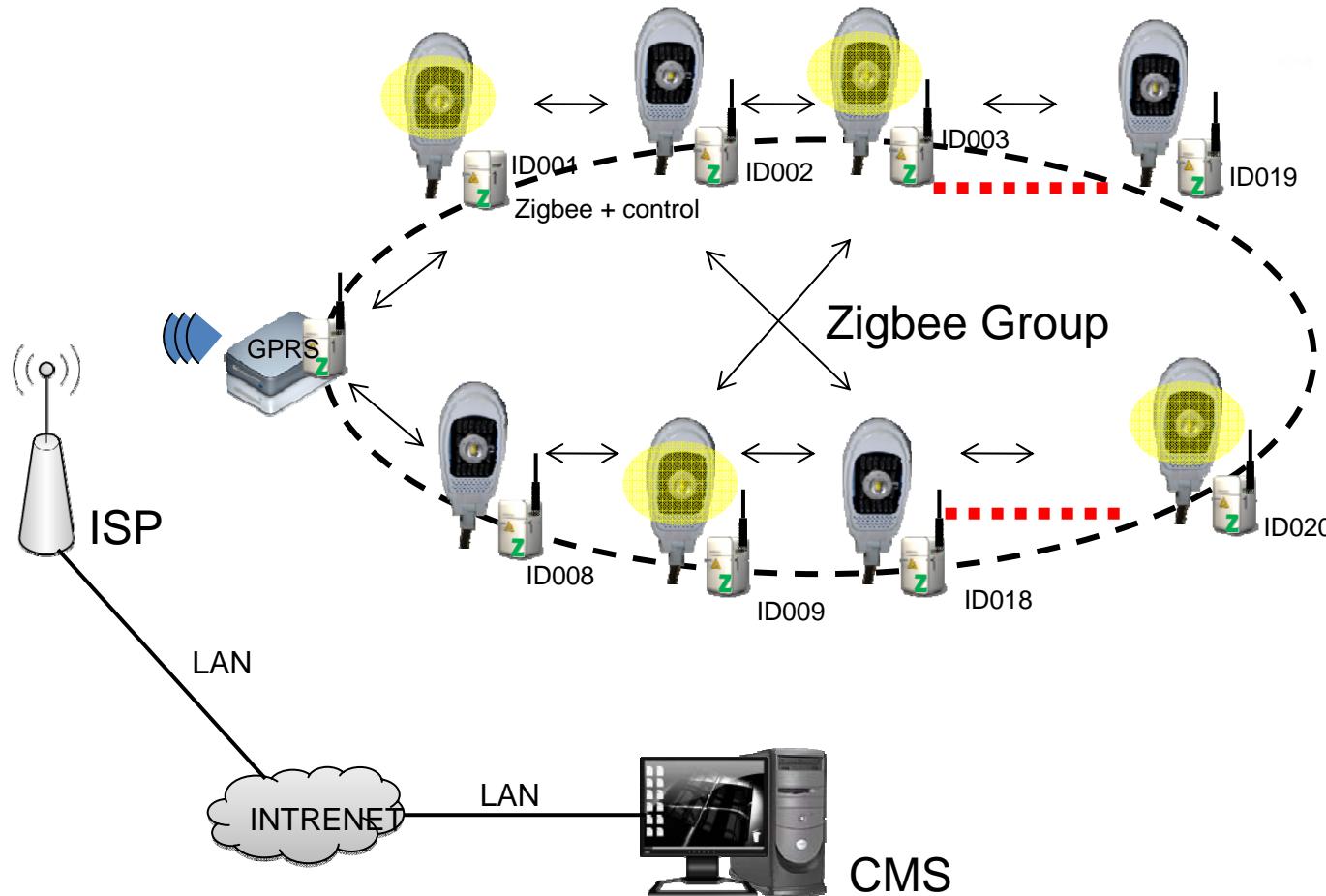
# Core competence

## - Intelligent LED module

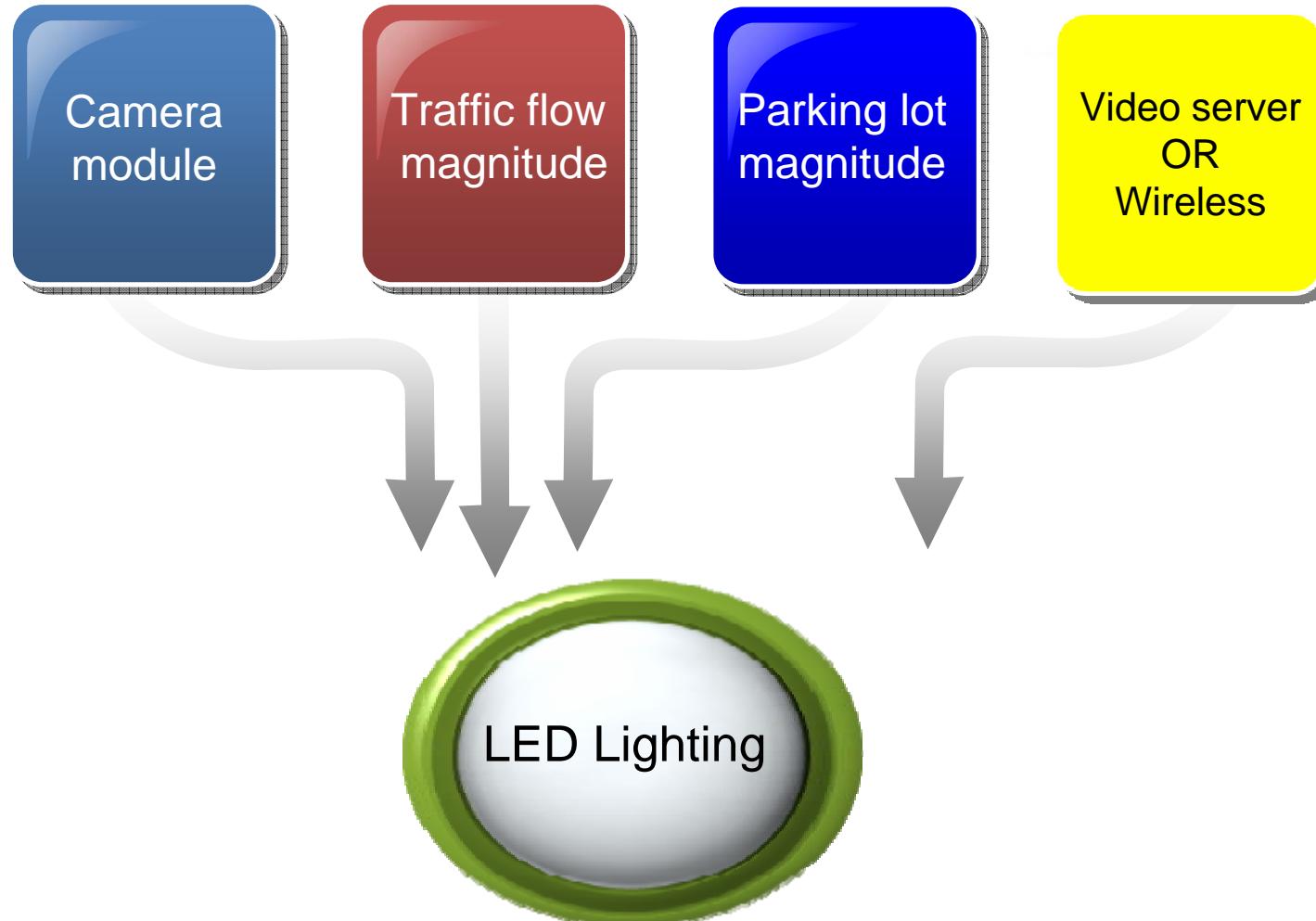


# Application

## - Intelligent LED control system



## - Intelligent Street Light control system



# Intelligent Road system





# *Air Conditioner*

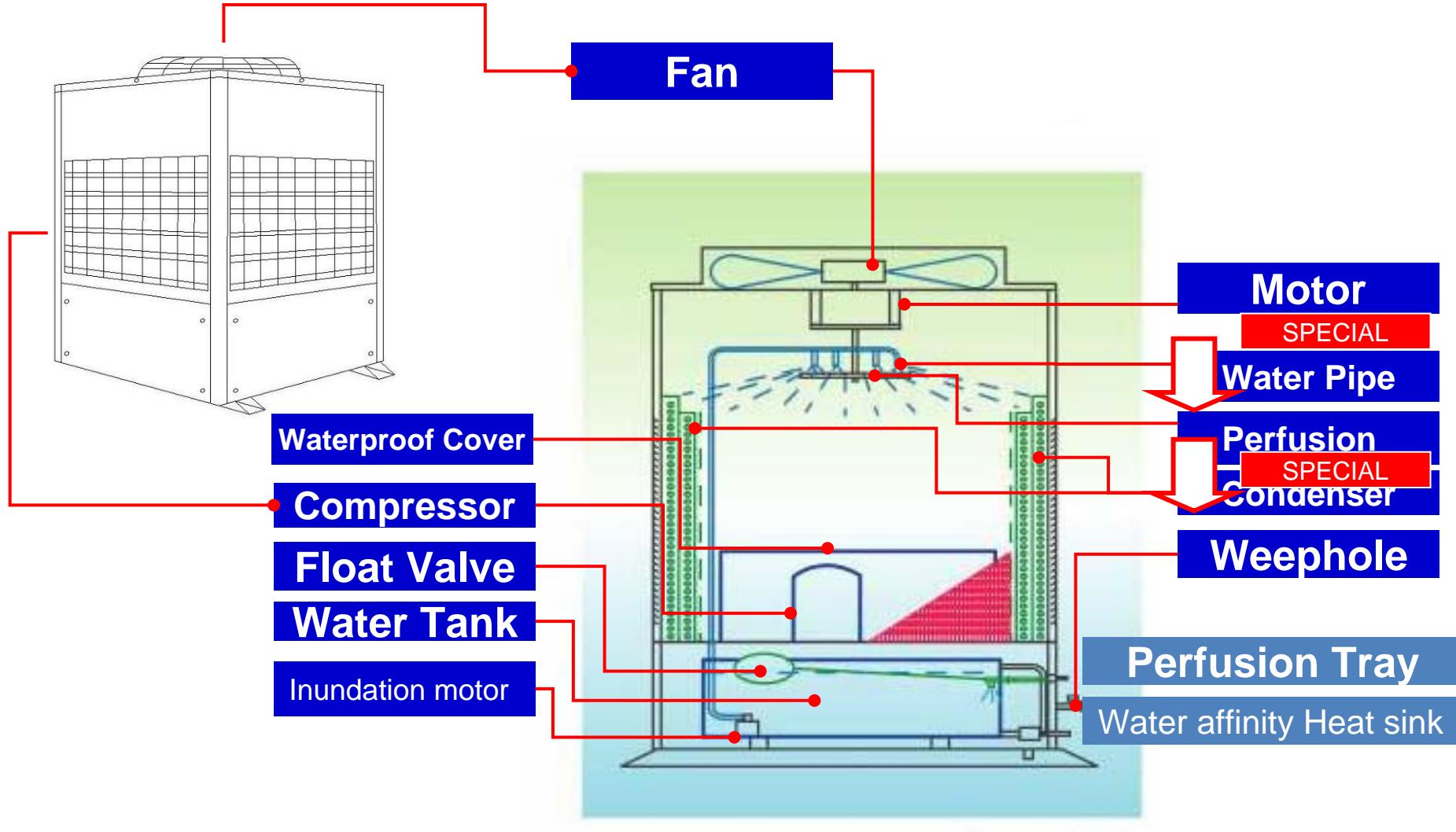


節研節能科技股份有限公司  
E-Technology Co., Ltd

# Marketing of A/C Industry



# Double Cool Design



# Core Competence



## ■ Energy Saving

EER 4.66 is 1.8 times of nation standard

## ■ Improve Space

Without generator room

## ■ Environment Protection

TO avoid from Tropical island effect

## ■ Running on water shortage

Double cooling was worked via Air and Water

# Power Saving

Power Saving is equal in  
Money Saving

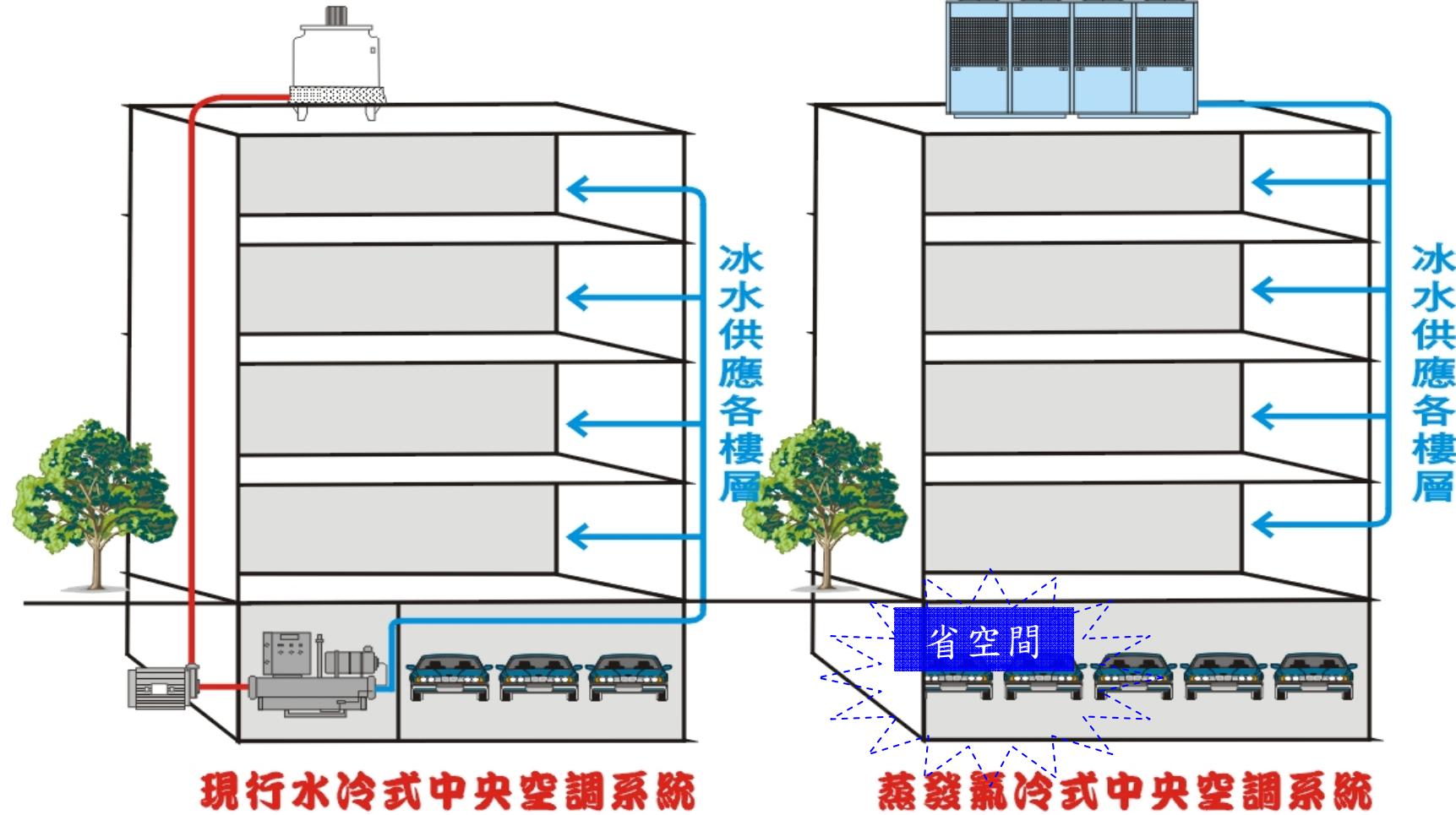
Cooling Ability ( Btu/h)	50,000
E.E.R(W/W)	5.41
Power Consumption (W)	3,068
Power Rate/ Year	(24h*365day*306 8w*3.3NT\$) = 88,690hW

ONE YEAR NTD88,690  
ONE DAY NTD242  
ONE HOUR NTD10

*Ultra economizes!!*



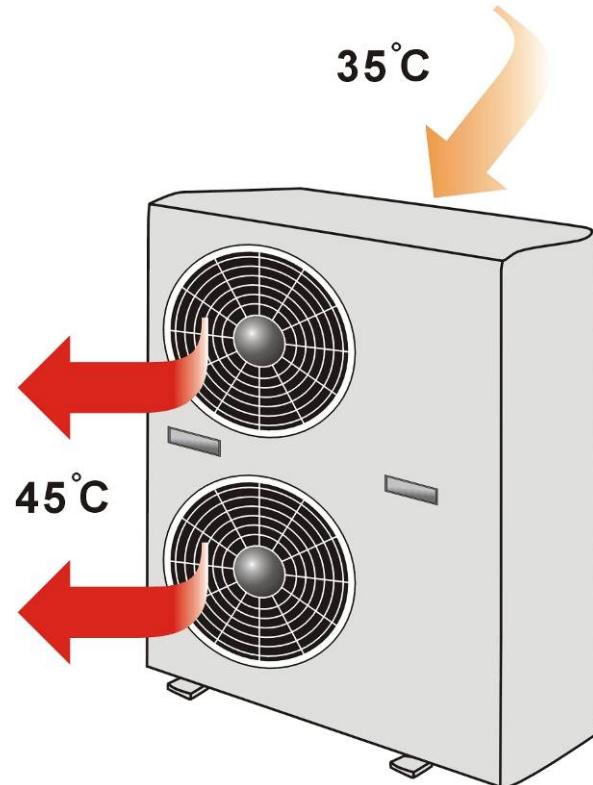
# Space Saving



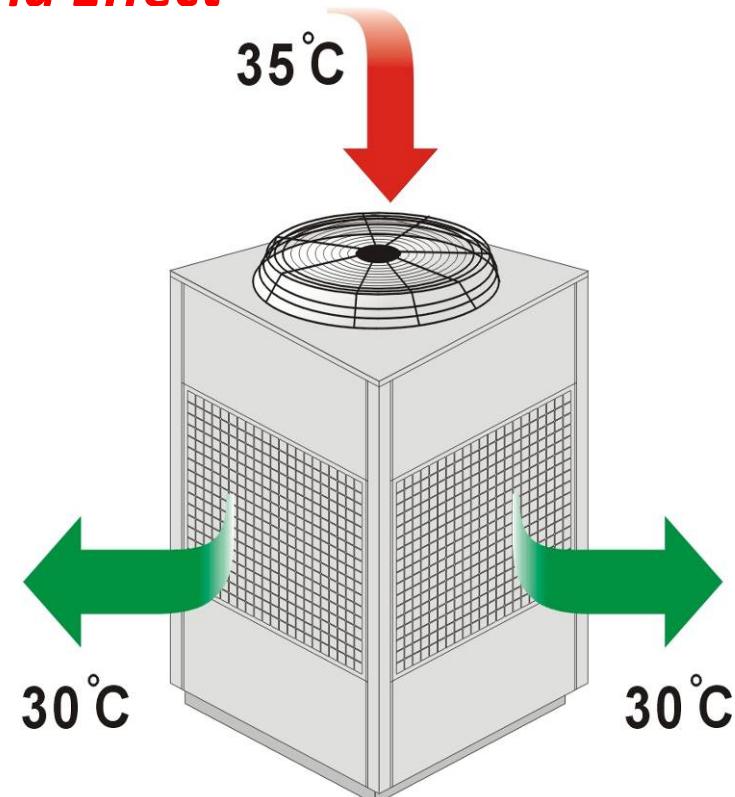
●省空間-免用冷卻水塔,免佔室內機房,省下空間以供利用

# To avoid form Tropical island effect

## *Tropical Island Effect*



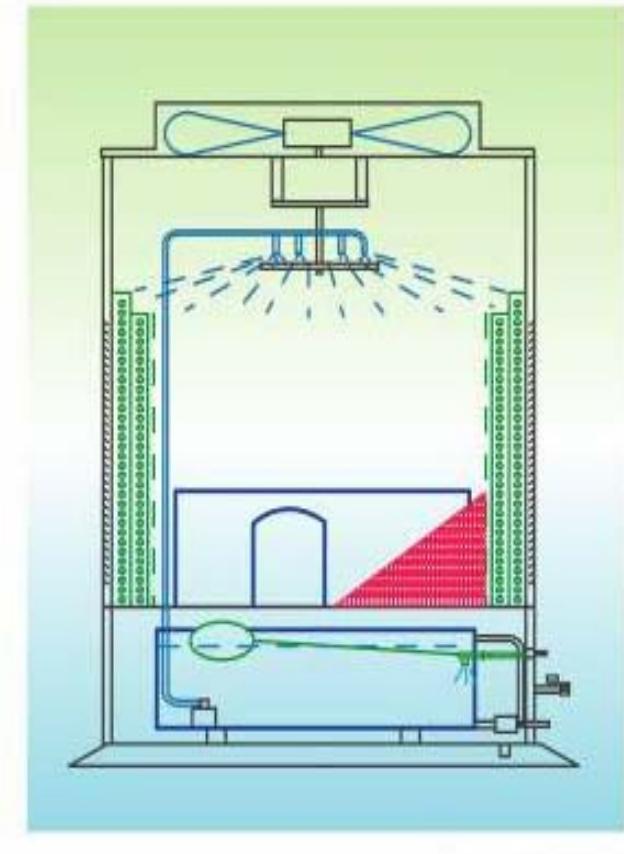
Traditional A/C



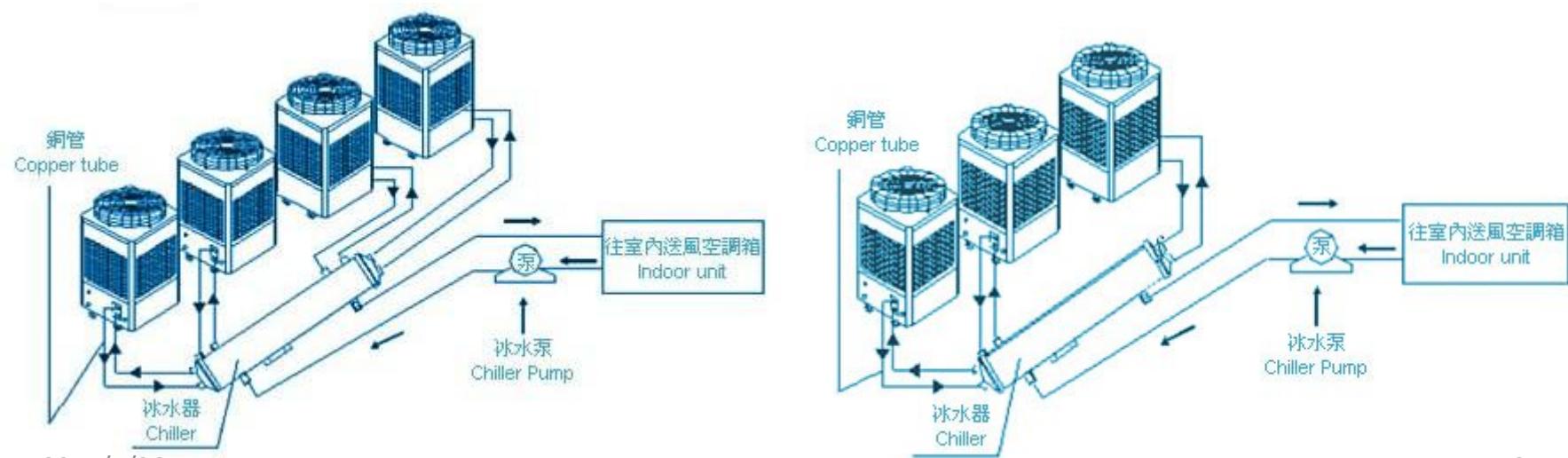
Double Cool

# Workable Operation without Water

1. With Water E.E.R. is 4.66 kcal/hw  
( 5.41w/w ) ;
2. No matter what used in the shortage of water, Double Cool is workable in such condition.



# Power Saving



# Accomplishments



Applies in Taiwan, Thailand,  
South Asia.



# 資訊大樓(原台北光華商場)



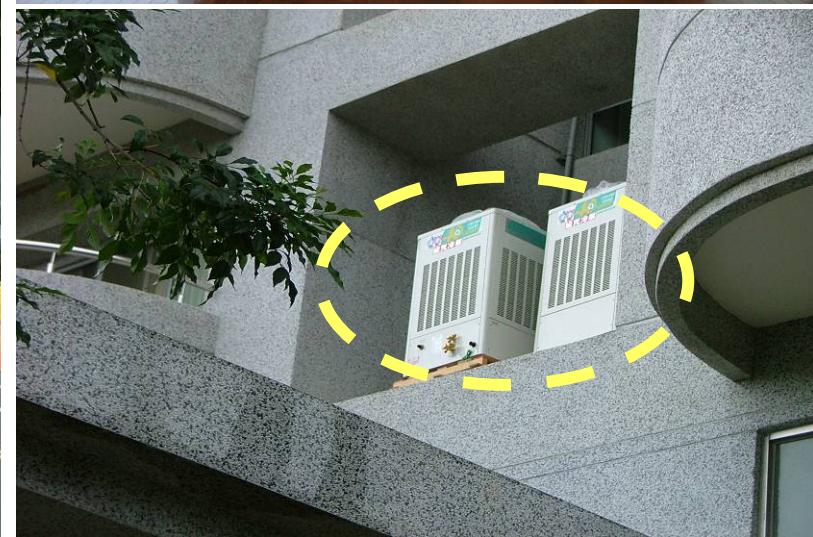
Space saving, Power saving!!

# 高雄有德中醫診所(雙子星化冰水機組)

節研節能科技股份有限公司  
E-Technology Co., Ltd

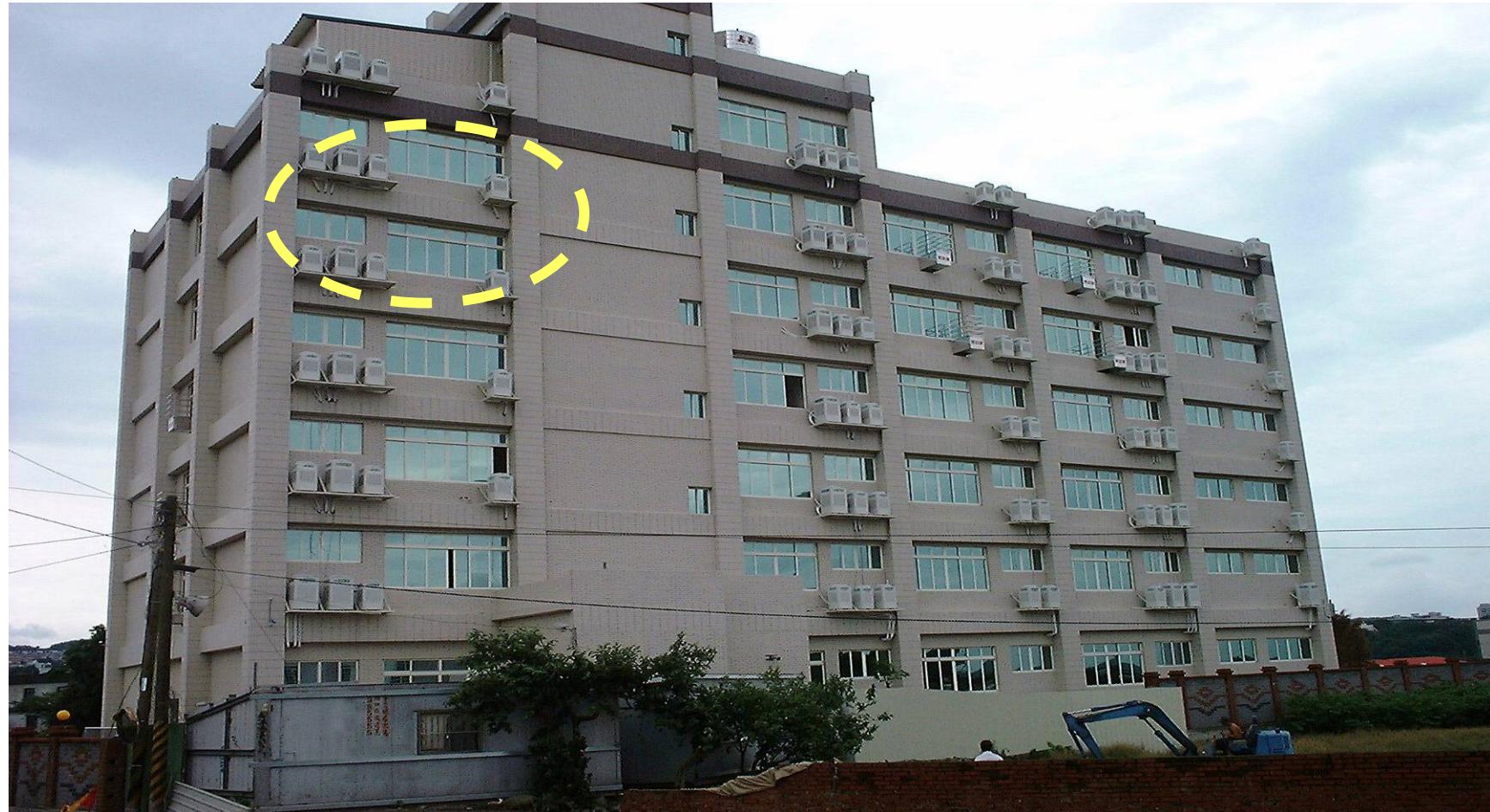


# 慈濟嘉義大林分院



# 新竹林醫院附設富林安養中心

共安裝77組Double Cool省電冷氣



# Hi-Life



2011/4/26

37

# 7-Eleven

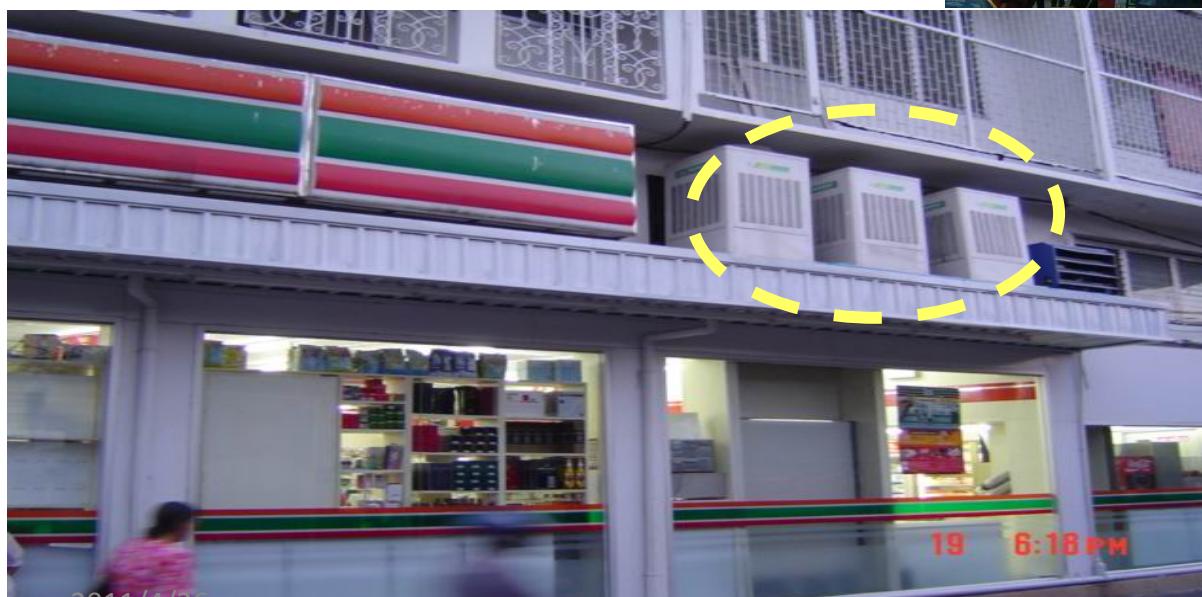


## Double Cool Thailand Status



1. 7-Eleven & Retailink Belonge to BP Group.
2. Saving 10,000 Thai Bhat/one shop per month.

# Thailand 7-Eleven



2011/4/26

# Bangladesh Chittagong





# *Smart Battery*

# Market status of Battery

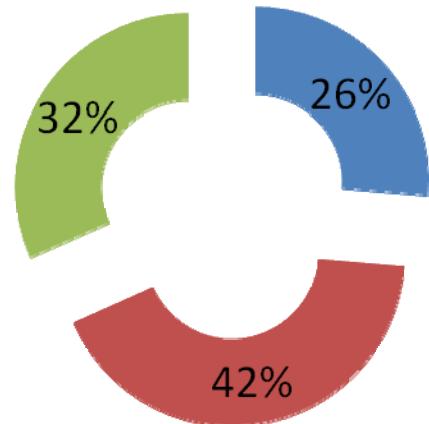
## 2008 Value of output

Total Value of output : 617 Hundred million US dollars

Consumption Electronic products : 162 Hundred million US dollars

Industrial Electronic products : 259 Hundred million US dollars

Automobile Electronic products : 195 Hundred million US dollars



Import Value : 1600 Hundred million NT dollars

Export Value : 1400 Hundred million NT dollars

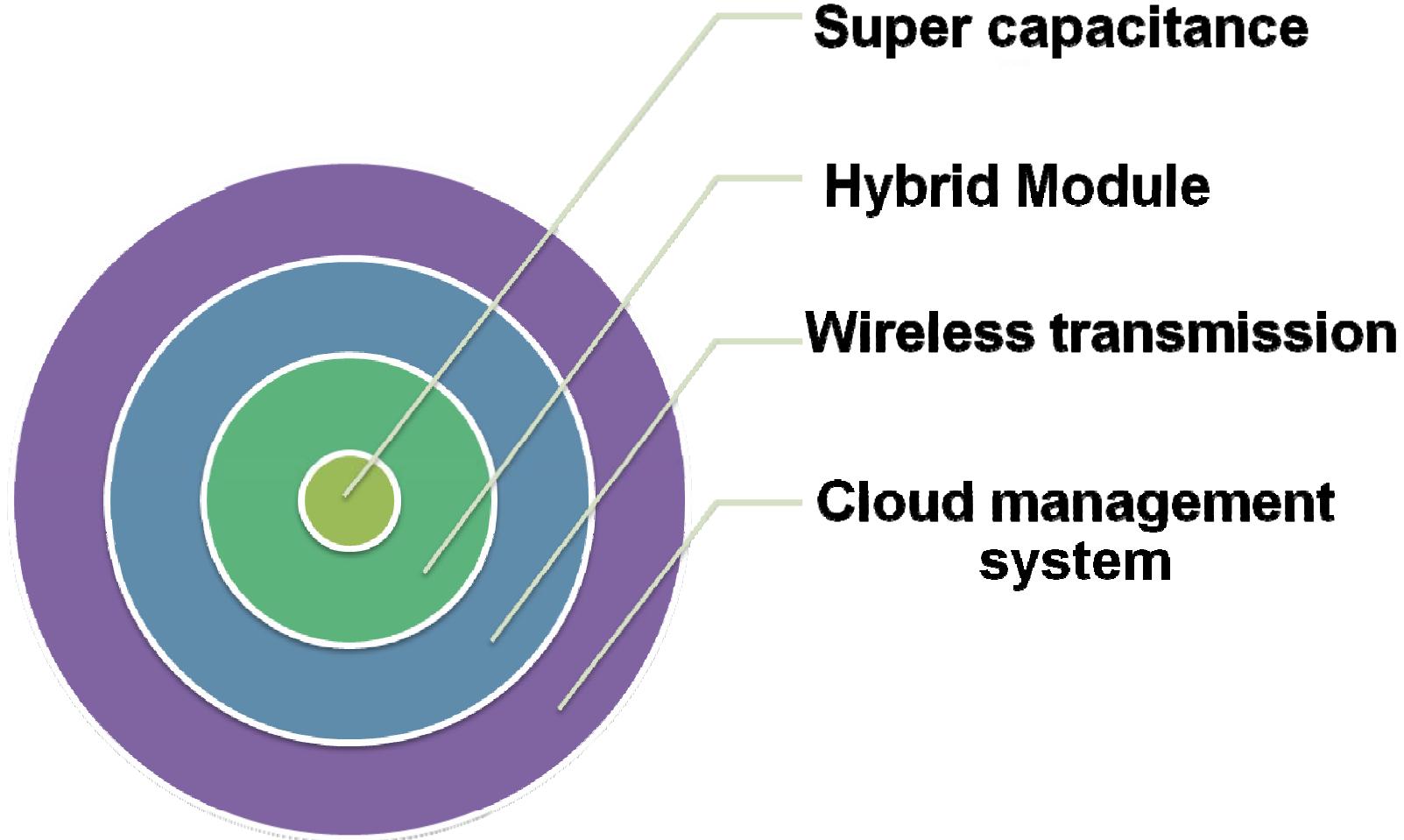
Taiwan value of output : 12 Hundred million NT dollars

# Battery Type



- Disposable Battery
- Rechargeable Battery
- Fuel Cell

# Core competence



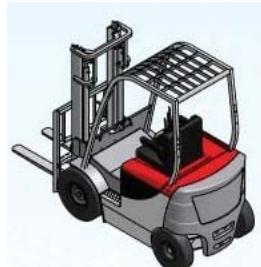
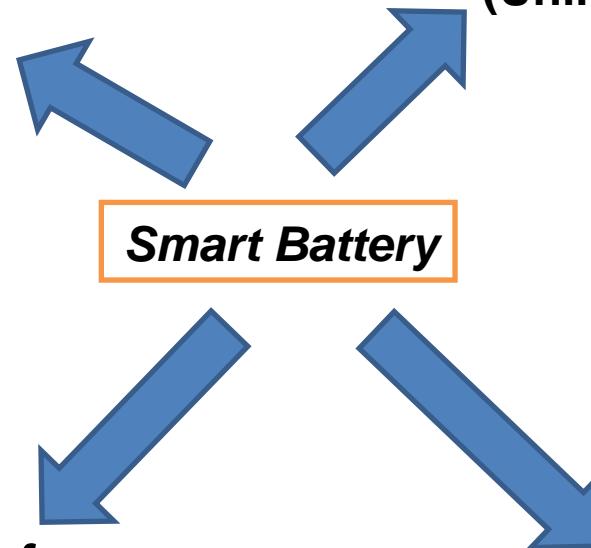
# Application



Battery module for Vehicle .



**UPS**  
(Uninterruptible Power Supply )



Battery module for  
Electric Forklift



Battery module for  
power tool

# Q & A

Thanks for your attention !