



## TATUNG (2371.TT) announces net sales for September of 2012.

Unit: NT\$ Million	2012 / 09	Rev(%)	MoM	YoY	2012 /1-9	Rev(%)	YoY
Power BG	1,267	50%	-5%	-11%	11,459	46%	-14%
Consumer BG	866	34%	-4%	-41%	10,799	44%	-17%
System BG	400	16%	72%	49%	2,461	10%	-22%
Net Sales	2,533	100%	3%	-20%	24,720	100%	-16%

**Sales for September of 2012 were NT\$2,533 million, increasing 3% month over month. Sales in the first 9 months of 2012 decreased 16% from the same period of 2011.**

### Power BG

- ◆ Sales in September 2012, accounting for 50% of total sales, decreased 5% MoM mainly because of reduced motor shipment.
- ◆ Increased orders for fiber cables and surged copper price enhanced sales performance for cable and wire in the period. We will continue to expand energy-saving market through not only product integration of power generation, transmission and distribution, but also exploring hydropower engineering projects to achieve growth in sales and profits.

### Consumer BG

- ◆ Sales in September 2012, accounting for 34% of total sales, decreased 4% MoM. This was mainly due to the adjustment of export sales for LCD monitors and reduction of low-margin ODM business. Given that the government's subsidy program was ended, we would make strict inventory control on air conditioners and energy-saving TV products.
- ◆ In response to increasing petro and electricity price, we have launched energy saving products such as LED lighting, inverter refrigerators, inverter washing machines to the market. We have developed new products to meet the trend of smart home. We also have gradually developed a series of seasonal small-appliances for enhancement of Q4 business revenue.

### System BG

- ◆ Sales in September 2012, accounting for 16% of total sales, increased 72% from last month. This was mainly because big awarded projects have executed along with the contracted progress. The 2<sup>nd</sup> phase low voltage AMI project is scheduled to be completed in Q4 and thus contribution of revenues and profits is expected in the year.
- ◆ We will integrate group resources to explore energy-saving related businesses. We have combined cloud computing applications in smart home appliances, LED lighting and energy saving programs to provide a comprehensive energy system integration service. We will use this competitive advantage to capture more business opportunities in energy-saving integrations from enterprises.

This announcement is drawn up in Chinese and English. If there should be any discrepancy or contradiction in between, the Chinese version will be prior to the English one.

