



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

Unit: NT\$ Million	2012/04	Rev(%)	MoM	YoY	2012/1-4	Rev(%)	YoY
Power BG	1,300	44%	-2%	-15%	4,865	43%	-15%
Consumer BG	1,423	48%	-2%	-4%	5,457	48%	0%
System BG	225	8%	8%	-34%	1,069	9%	-31%
Net Sales	2,948	100%	-1%	-12%	11,391	100%	-10%

Sales for April of 2012 were NT\$2,948 million, decreasing 1% month over month. Sales in the first 4 months of 2012 decreased 10% from the same period of 2011.

Power BG

- ◆ Sales in April 2012, accounting for 44% of total sales, slightly decreased 2% MoM because of copper prices reduction from March which resulted in sales decline in cable & wire. Sales in motors remained growing and sales in industrial appliances maintained stable.
- ◆ Our new high-efficiency motor (IE2) was certified as an energy-saving product in the Benefitting Industry program which will help to boost our energy-saving business in Mainland China. We will also aggressively export our high-efficiency motor (IE3) to power plants in Austria, USA and other countries. Along with prevailing pursuit in energy-saving, we expect to see a leap in motor sales. We will continue to work closely with domestic consulting firms to hunt for construction opportunities from offshore power plants and transformer stations to achieve growth in sales and profits.

Consumer BG

- ◆ Sales in April 2012, accounting for 48% of total sales, decreased 2% MoM. The decrease was mainly due to reduction of ODM business to improve margin. However, sales in home appliances kept growing. Moving forward, we will put more efforts in developing higher-margin ODM products to enhance overall margins. We will also increase our profits through exploring new products and oversea markets.
- ◆ In response to expected increasing oil price and electricity bills in Taiwan, we have launched an energy management and serving program in April. We have provided a full list of energy saving products such as Led lighting, inverter air conditioners, refrigerators, washing machines, etc., to save electricity bills. We expect to see a jump in sales of energy saving products this year. Besides, we will aggressively strive for the sales in air conditioners, LCD TVs along with the 2nd government subsidy program for enhancement of business performance.

System BG

- ◆ Sales in April 2012, accounting for 8% of total sales, increased 8% from last month but decreased 34% YoY. The decrease was due to delay in government ICT and smart meter projects, but we expect to pick up in second half of the year. Sales are expected to increase along with projects being completed. We have so far obtained several big projects in the first 4 months of the year; especially we won the “Hwa-Tung line railway electrification project”

for the amount of NT\$ 2.4 billion in April.

- ◆ We are leading in Taiwan smart grid market and have obtained certifications worldwide to expand into international market. We anticipate some breakthroughs in this year. Tatung energy saving and energy management system solutions are well positioned to acquire new business opportunities. We plan to integrate products and services in System and Power BG for a total solution in achieving energy saving.

<p>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.</p>
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