



***Sino-American Silicon Products Inc.***  
***2016 / 04***

# Legal Disclaimer



*This document is for informational purposes only and is not an offer to buy or the solicitation of an offer to sell any securities.*

*SAS's statements that are not historical facts are forward-looking statements that indicate actions or results of actions that may occur in the future, based on current available information and underlying assumptions.*

*SAS does not warranty their accuracy, reliability and completeness. There are a number of factors such as economic conditions, firms abilities, industry environment that could cause actual results and developments to differ materially from those expressed or implied by forward looking statements. Investors should not place undue reliance on them.*

# Solar Business Sector



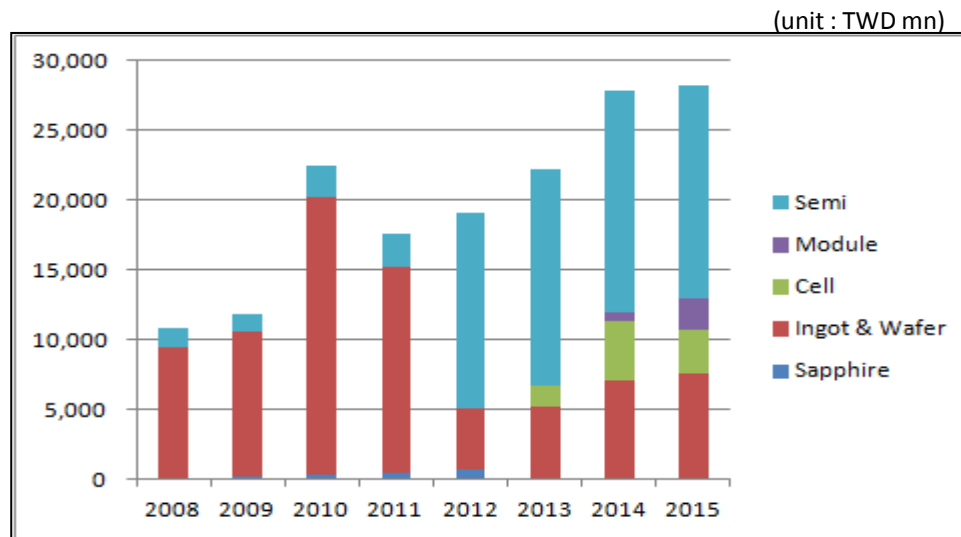
Aleo Fab in Germany

## Sino-American Silicon Products Inc.

# SAS Company Profile



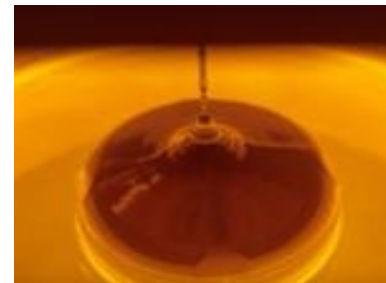
- **Established** : 1981
- **Paid-in Capital** : TWD 5,800mn
- **Employees** : 4,647 (2016/02)
- **Headquarter** : Hsinchu Science Park, Taiwan R.O.C.
- **Products** : Solar Wafer / Cell / Module / Power Plant  
Semiconductor Wafer (3"~12") ~ all-time high ~
- **Revenue** : 2015 Jan~ Dec TWD 28,283 mn  
: 2016 Jan~ Mar TWD 7,091 mn



# SAS Milestones



- 1981** Sino-American Silicon Products Inc. established  
.....
- 1999** SST established in China
- 2000** Enter Solar Ingot / Wafer Business
- 2001** SAS IPO in Taiwan (5483 TT)
- 2008** Acquired GlobiTech Incorporated, TX, USA
- 2011** Company spin off – SAS / GWC / SSC
- 2012** Acquired Covalent Silicon, Japan
- 2014** Acquired ALEO module fab of Bosch group, Germany  
Merged Sunrise Global Solar Energy Co., Ltd. Taiwan
- 2015** SAS Sunrise Inc. (SSR) established for Solar Power  
Plant, Project Palo ground breaking
- 2015** GWC IPO in Taiwan (6488 TT)
- 2016** 50MW Power Plant(Project Palo) completed in Mar 2016



# Organization Structure



*sapphire*

*semiconductor*

*solar*

40.38%



**Crystalwise**

formerly  
Sino Sapphire Co., Ltd.

66.7%



**GWC**

GlobalWafers  
Co.,Ltd, Taiwan

100%



**SAS**

(Chunan fab)

100%



**SSR**

(British Cayman  
Islands)

100%



**SSY**

(Yilan fab)

90%



**SAM**

Sino-American  
Material Corp.

100%



**SST**

Sino Silicon  
Technology China

100%



**GT**

GlobiTech USA

100%



**GWJ**

GlobalWafers  
Japan

**Sepalco**

**SEPALCO**

Palo  
Philippines

100%



**ALEO**

aleo solar GmbH  
Prenzlau, Germany

100%

**ALEO-SUNRISE**

aleo sunrise GmbH  
Prenzlau, Germany

# SAS Group (Solar)

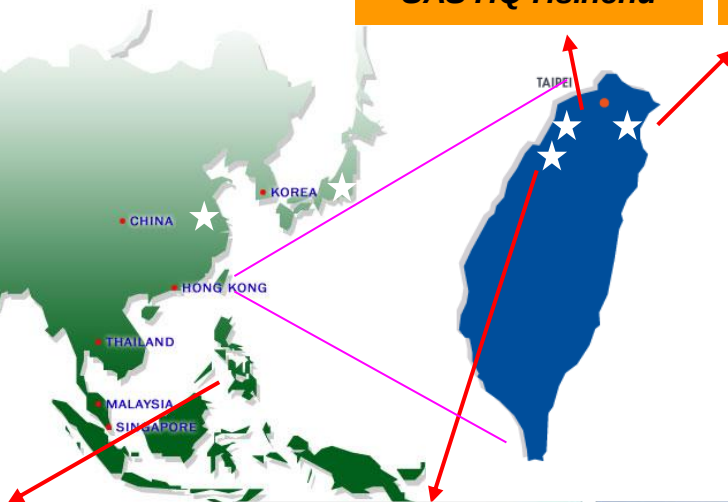


Europe



Taiwan

Philippines



Taiwan

# SAS Consolidated Financial Statements



| TWD mn                  | 2013   | %   | 2014   | %   | 2015   | %   |
|-------------------------|--------|-----|--------|-----|--------|-----|
| Revenue                 | 22,215 | 100 | 27,821 | 100 | 28,269 | 100 |
| Gross Margin            | 2,439  | 11  | 3,498  | 13  | 4,271  | 15  |
| Operating Profit        | 629    | 3   | 1,447  | 5   | 2,237  | 7   |
| PBT                     | 128    | -   | 1,925  | 7   | 1,960  | 6   |
| PAT                     | 295    | 1   | 1,128  | 4   | 535    | 1   |
| Total Debt & Debt ratio | 19,088 | 48  | 19,304 | 47  | 17,617 | 38  |
| ROE (%)                 | 1.62   |     | 6.16   |     | 4.21   |     |
| EPS                     | 0.57   |     | 2.06   |     | 0.93   |     |

\*ROE: annualized rate

# SAS – Solar Financial Statements



| TWD mn                  | 2013    | %    | 2014   | %   | 2015   | %   |
|-------------------------|---------|------|--------|-----|--------|-----|
| Revenue                 | 6,662   | 100  | 11,917 | 100 | 12,982 | 100 |
| Gross Margin            | (1,226) | (18) | (233)  | (2) | 196    | 2   |
| Operating Profit        | (1,583) | (24) | (906)  | (8) | (464)  | (4) |
| PBT                     | 149     | 2    | 1,287  | 11  | 671    | 5   |
| PAT                     | 295     | 4    | 1,128  | 9   | 531    | 4   |
| Total Debt & Debt ratio | 11,467  | 36   | 11,193 | 35  | 10,577 | 32  |
| ROE (%)                 | 1.51    |      | 5.66   |     | 2.32   |     |
| EPS                     | 0.57    |      | 2.06   |     | 0.93   |     |

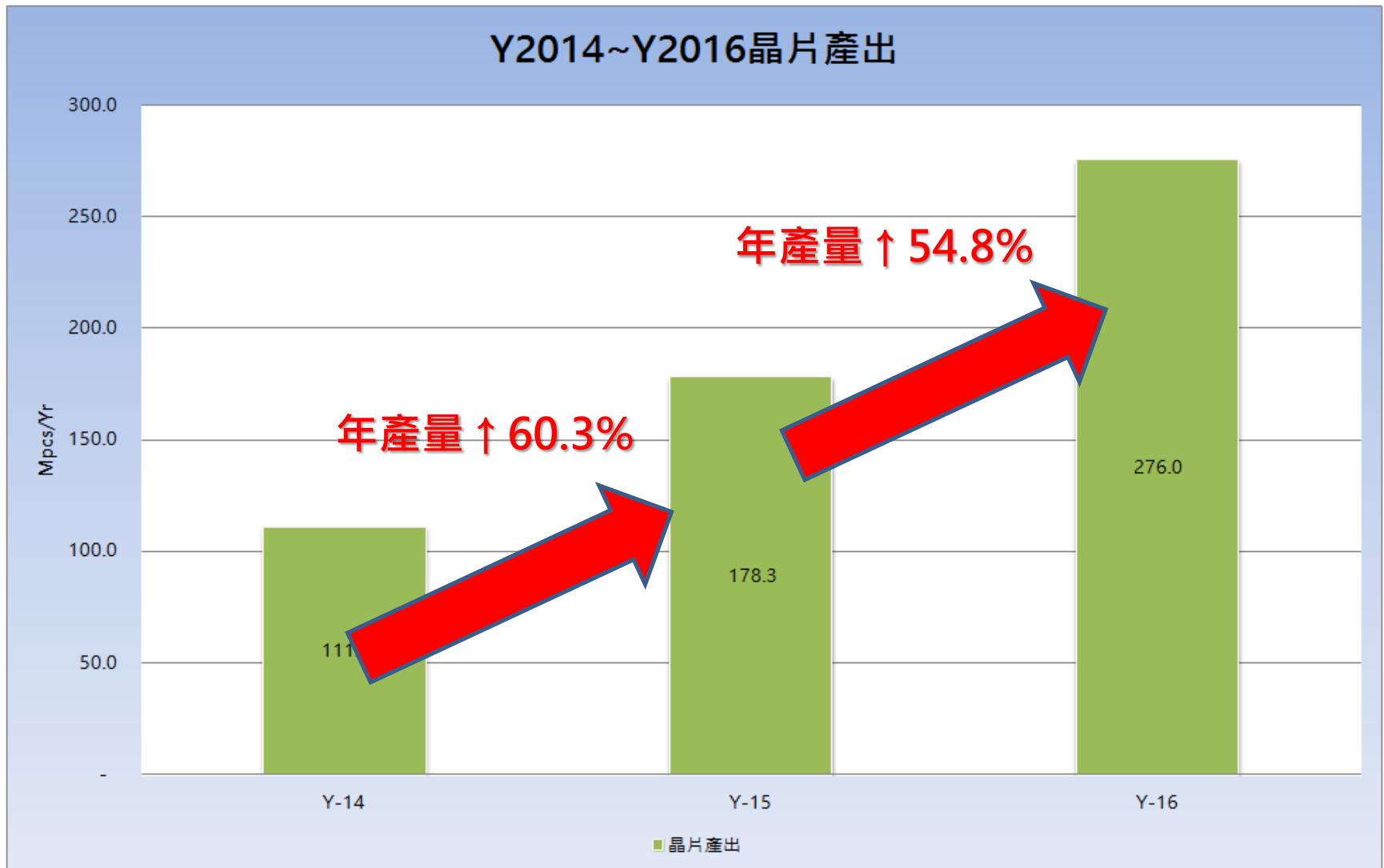
\*ROE: annualized rate

# SAS Solar Manufacturing Site

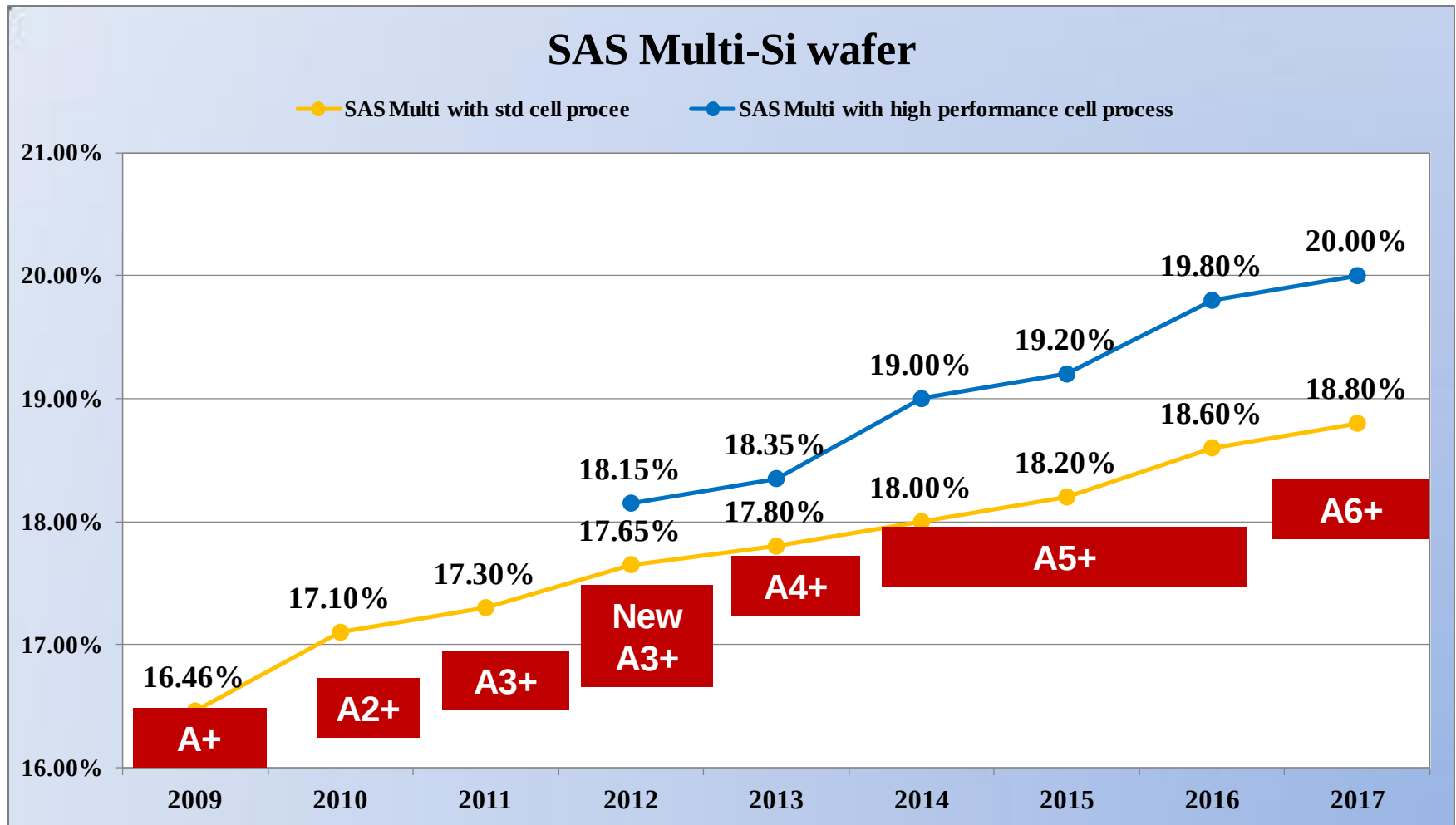
(unit: MW)

| S<br>A<br>S | Company                                                                             | Products          | 2015         | 2016          | Location           |
|-------------|-------------------------------------------------------------------------------------|-------------------|--------------|---------------|--------------------|
|             |    | <i>Wafer</i>      | <i>1,000</i> | <i>1,200</i>  | <i>Taiwan</i>      |
|             |    | <i>Cell</i>       | <i>800</i>   | <i>800</i>    | <i>Taiwan</i>      |
|             | <i>Aleo-Sunrise</i>                                                                 |                   | <i>0</i>     | <i>200</i>    | <i>Germany</i>     |
|             |    | <i>Module</i>     | <i>340</i>   | <i>340</i>    |                    |
|             |   | <i>Solar Farm</i> | <i>0</i>     | <i>50~100</i> | <i>Philippines</i> |
|             |  | <i>EVA</i>        | <i>40</i>    | <i>90</i>     | <i>Taiwan</i>      |

# Multi Wafer Output



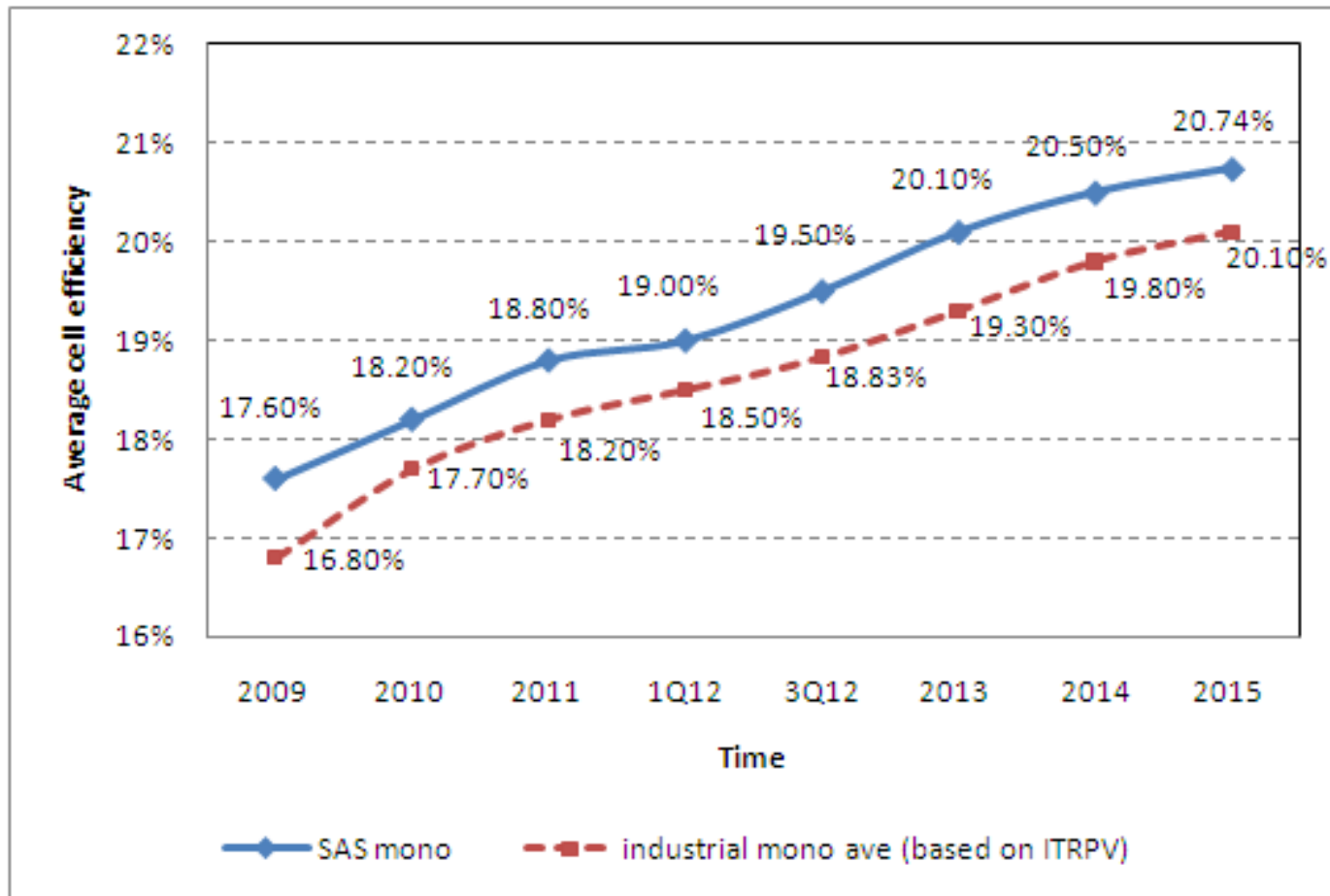
# Multi Wafer Technology Roadmap



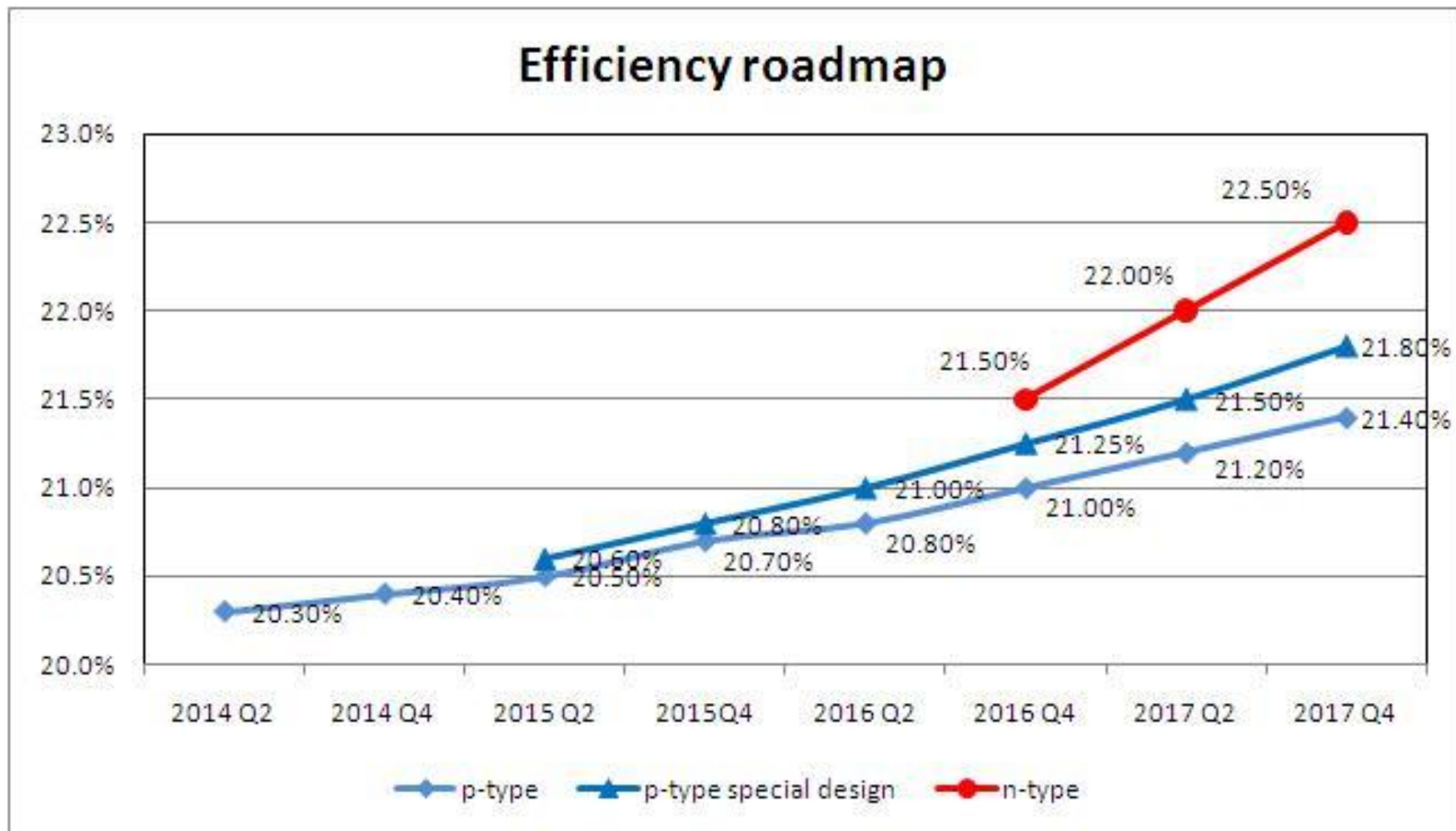
*continued to improve ↗*

# SAS Cells Performance

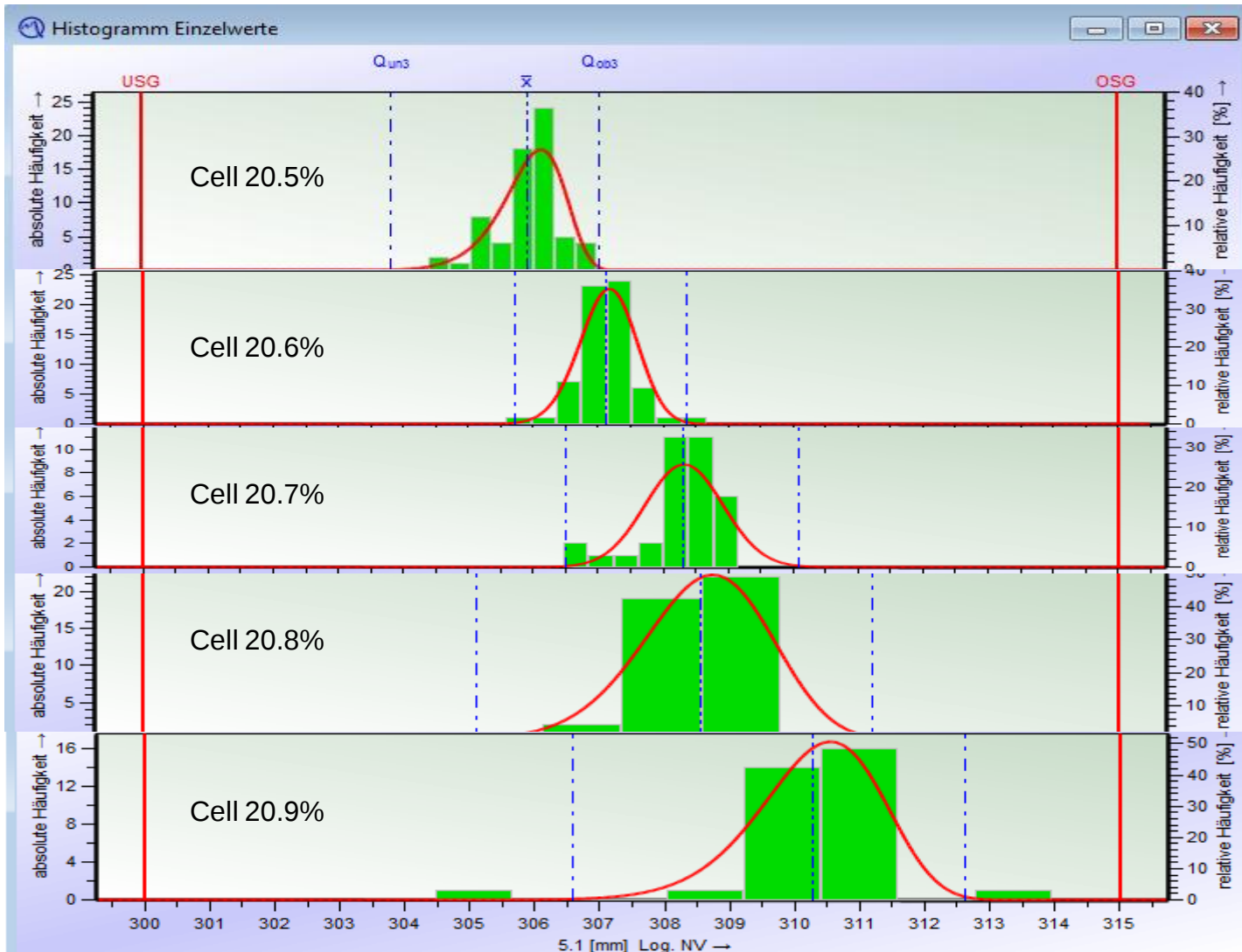
- SAS's cell efficiency is always higher than industry average, usually at least 0.5% absolute higher.



# Efficiency Roadmap – P-type + N-type



# High Power Module



Module Power

- Module power of 314W achieved!
- Best CTM gain in mass-production
- With new generation Celco cells 315W+ or even 320W cell is achievable

# Aleo products are the best solution



aleo S19



aleo S79  
Black line



aleo S79  
Solrif Black line



aleo S25

## higher production and space utilization

For certifications and updated warranties of aleo PV panels please visit: <http://www.aleo-solar.de/en/products/guarantees/>

# Presence along the solar value chain



SAS dedicate to provide the PV Total Solutions with Competitive LCOE and WACC.

能源計算器的平準化成本 Levelized cost of electricity (LCOE) 加權平均資本成本 (Weighted Average Cost of Capital, WACC)

# SAS Power Plant Roadmap



- ◆ **Company name: SAS Sunrise Inc. (SSR)**
- ◆ **Established : Jun 2015**
- ◆ **Business scope : Solar Power Plant**
- ◆ **Project Palo (Sepalco)**
  - . **Location : Palo Philippines**
  - . **Capacity : 50MW**
  - . **Completion in March 2016**
  - . **20 years contract with Philippines government**
  - . **To use mainly ALEO high conversion-efficiency mono module**
  - . **Commercial operation from Jun 2016, output 72M(KWH)/year**
  - . **Carbon emission reduction 52,000 MT/year**
  - . **Revenue contribution around TWD 400mn/year**
- ◆ **2016, 2017 & onward :**  
**Philippines (Palo 2), USA, Japan, Emerging Countries and Taiwan..**



# Solar cell tariff to US market

## ※ US Commerce 1<sup>st</sup> final tariff & 2<sup>nd</sup> preliminary tariff (July, Dec 2015 & Jan 2016)

表、中美2012太陽能雙反重審稅率比較表

中美2012太陽能雙反第一次重審稅率終判 (2015/7月)

| 公司名稱                              | 反補貼    | 反傾銷     | 合併稅率    |
|-----------------------------------|--------|---------|---------|
| 英利                                | 20.94% | 0.79%   | 21.73%  |
| 比亞迪                               | 15.43% | 9.67%   | 25.10%  |
| 天合光能<br>阿特斯<br>晶科<br>昱輝<br>其他配合廠商 | 20.94% | 9.67%   | 30.61%  |
| 光為                                | 23.28% | 9.67%   | 32.95%  |
| 無錫尚德                              | 20.94% | 33.08%  | 54.02%  |
| 其他中國廠商                            | 20.94% | 238.95% | 259.89% |

\*英利旗下的Yingli Green Energy Holding 及 Yingli Green Energy International Trading的稅率不同於英利，稅率為20.94%+9.67%=32.95%

Source: EnergyTrend, Dec., 2015

中美2012太陽能雙反第二次重審稅率初判 (2015/12月)

| 公司名稱                        | 反補貼(E) | 反傾銷     | 合併稅率(E) |
|-----------------------------|--------|---------|---------|
| 比亞迪                         | 15.43% | 7.27%   | 22.70%  |
| 天合光能                        | 20.94% | 4.53%   | 25.47%  |
| 阿特斯<br>晶澳<br>無錫尚德<br>其他配合廠商 | 20.94% | 7.27%   | 28.21%  |
| 光為                          | 23.28% | 7.27%   | 30.55%  |
| 英利                          | 20.94% | 11.47%  | 32.41%  |
| 其他中國廠商                      | 20.94% | 238.95% | 259.89% |

\*本次反補貼稅率為EnergyTrend先以持平做預估，實際稅率仍以後續美國商務部公佈為準。

中美2012太陽能雙反第二次重審稅率初判 (2016/1月)

| 公司名稱       | 反補貼    | 反傾銷   | 合併稅率   |
|------------|--------|-------|--------|
| 天合光能       | 19.62% | 4.53% | 24.15% |
| 晶澳<br>無錫尚德 | 19.62% | 7.27% | 26.89% |

Source: Collected by EnergyTrend

Date: 2016.01.08

◆ **Taiwan:** anti-dumping only  
ave. 19.5%(1<sup>st</sup> final)

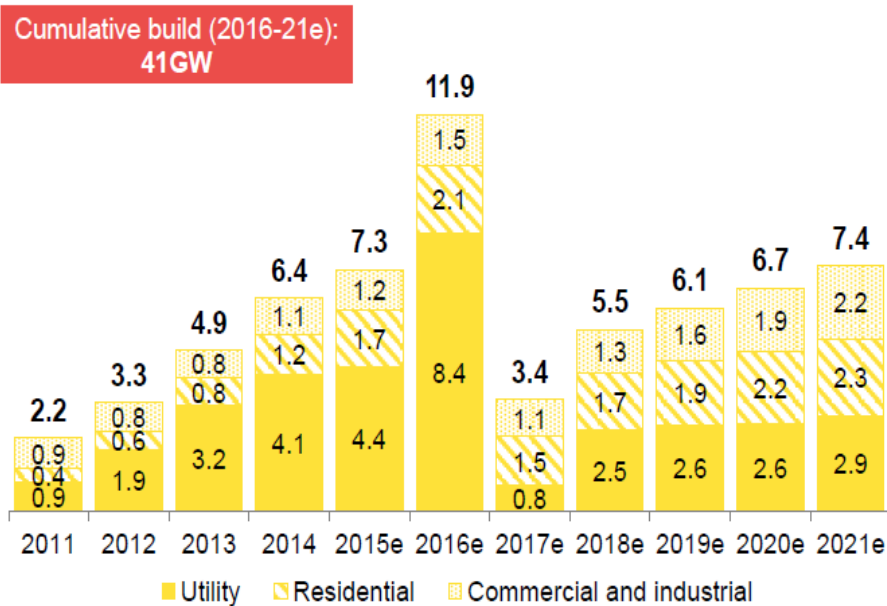
◆ **China:** anti-dumping/subsidy  
ave. 31%(1<sup>st</sup> final)  
ave. 24~26%(2<sup>nd</sup> preliminary)

**US policy of reducing import tax tariff continuously will surely accelerate solar installation boom in 2016 & onward**

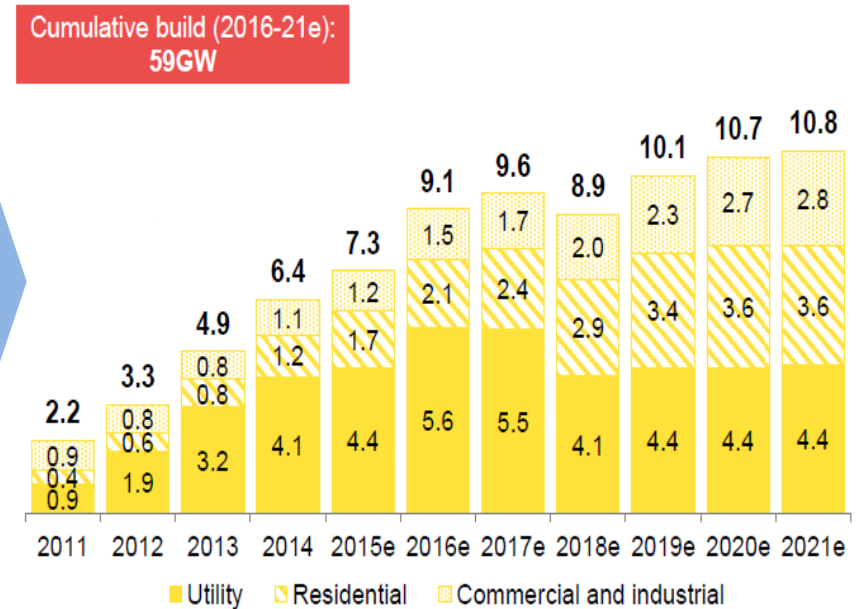
# Impact of Tax Credit Extension (US)



before 5 years Tax Credit extension



with 5 years Tax Credit extension



Source: Bloomberg New Energy Finance 2015/12

***Extra 20~25 GW solar installation till 2021***

# EU Anti-Circumvention investigation result



## ✂ EU Commission announced investigation result (22 Dec 2015)

- ◆ Including SAS, total 21 Taiwan-based solar cell, module makers, plus 5 Malaysia-based makers have passed EU anti-circumvention investigation.

➔ ZERO tariff

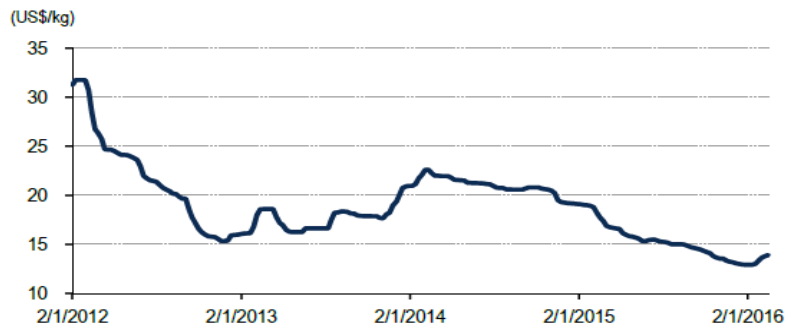
(Exempted from EU anti-dumping tariffs of 53.4% and anti-subsidization tariffs of 11.5%)

| EU anti-circumvention exempted list |                     |                            |                 |
|-------------------------------------|---------------------|----------------------------|-----------------|
| Taiwan                              |                     |                            | Malaysia        |
| 安集科技 ANJI Technology                | 英懋達 Inventec Energy | 銻德 Ritek                   | 友達 AUO          |
| 友達 AUO                              | 英穩達 Inventec Solar  | 中美矽晶 Sino-American Silicon | 偉創力 Flextronics |
| 太陽光電 Big Sun Energy                 | 樂福LOF               | 昇陽光電 Solartech             | 韓華Q Cell        |
| 長生太陽能 EEPV                          | 明徽 Ming Hwei        | 光陽Sunengine Corporation    | 松下Panasonic     |
| 益通 E-TON                            | 茂迪 Motech           | 聯景 Topcell                 | TS Solartech    |
| 昱晶 Gintech                          | 新日光 NEO Solar       | 元晶 TSEC                    |                 |
| 同昱 Gintung                          | 全能 Perfect source   | 有成 Win Win Precision       |                 |

# Polysilicon, Solar Prices & Stats

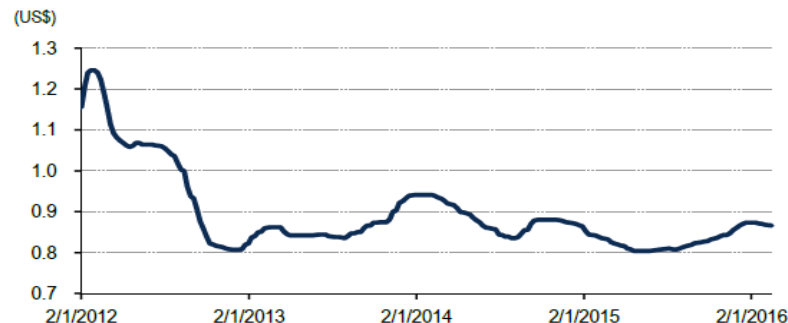


## Polysilicon spot price



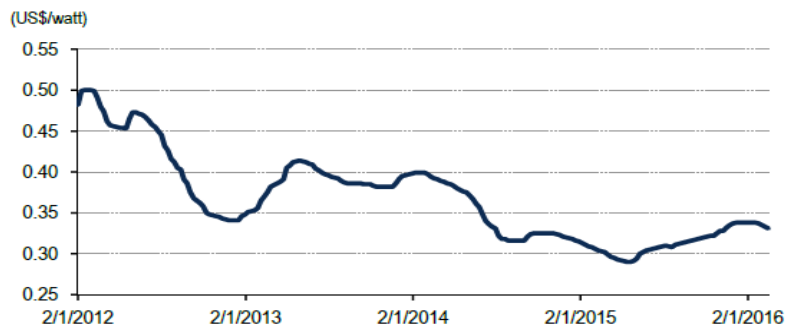
Source: PV insights, BofA Merrill Lynch Global Research

## Solar wafer (156mm) spot price



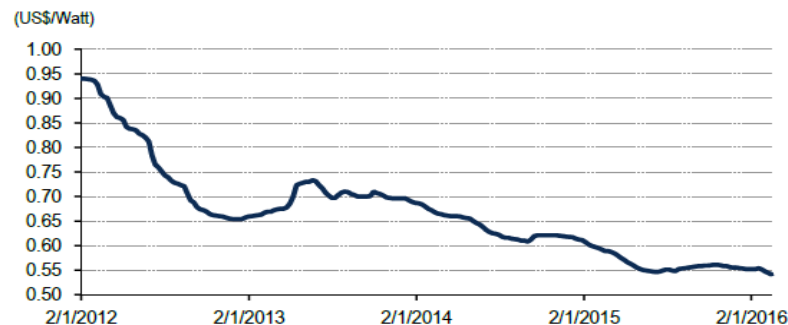
Source: PV insights, BofA Merrill Lynch Global Research

## Solar cell spot price



Source: PV insights, BofA Merrill Lynch Global Research

## Solar module spot price



Source: PV insights, BofA Merrill Lynch Global Research

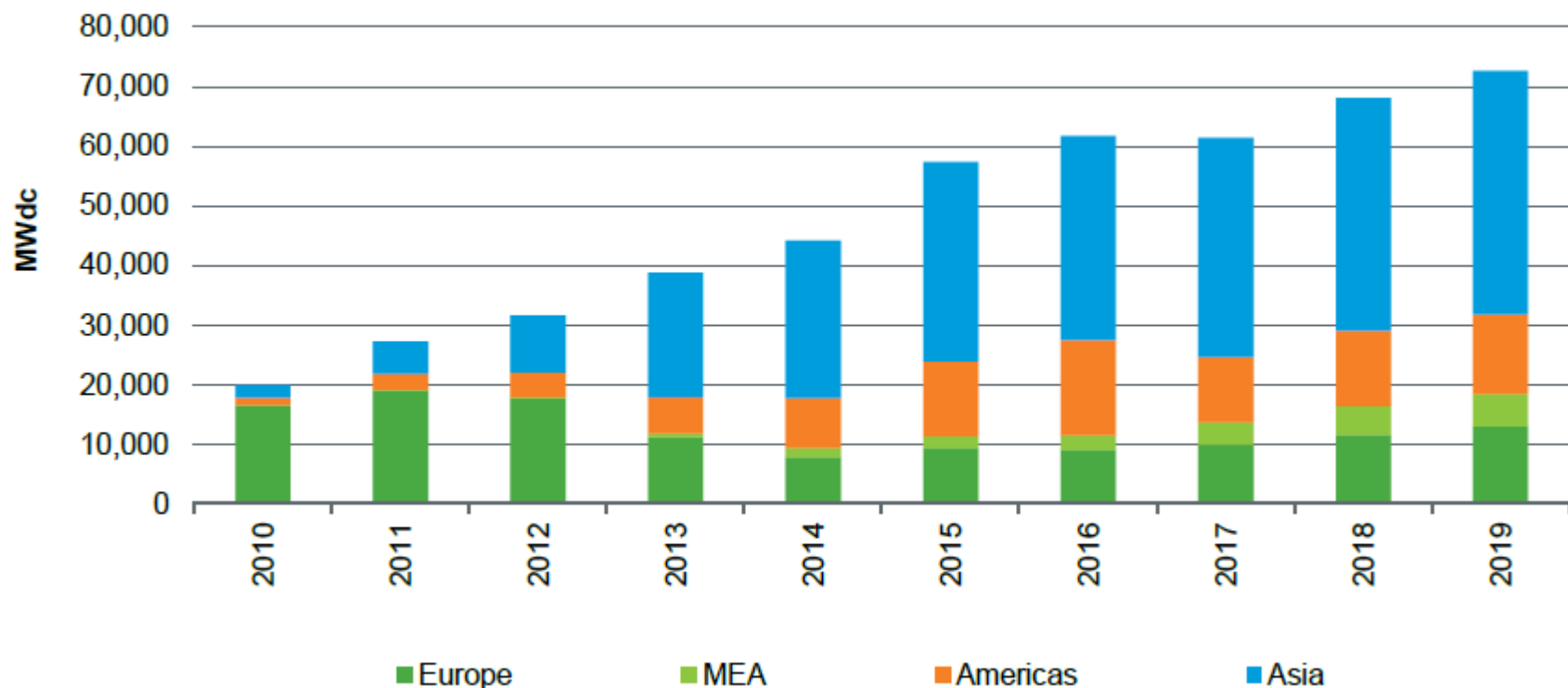
Source : PV Insights, BofA Merrill Lynch Global Research 2016/03

**Price decline drive solar installation popularized..**

# Global PV Demand by Region



Global PV Installations by Major Region



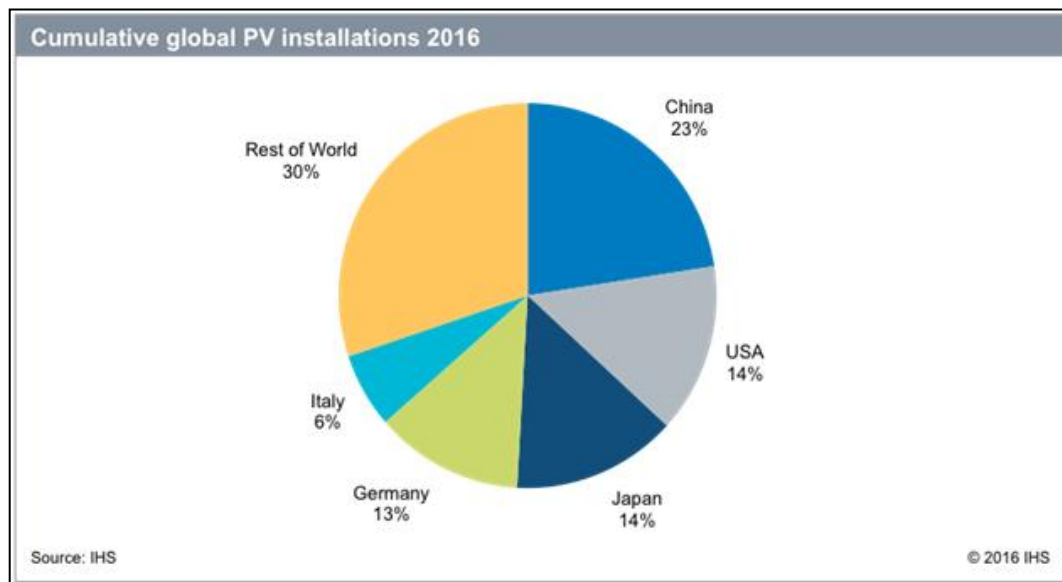
Source: IHS

© 2015 IHS

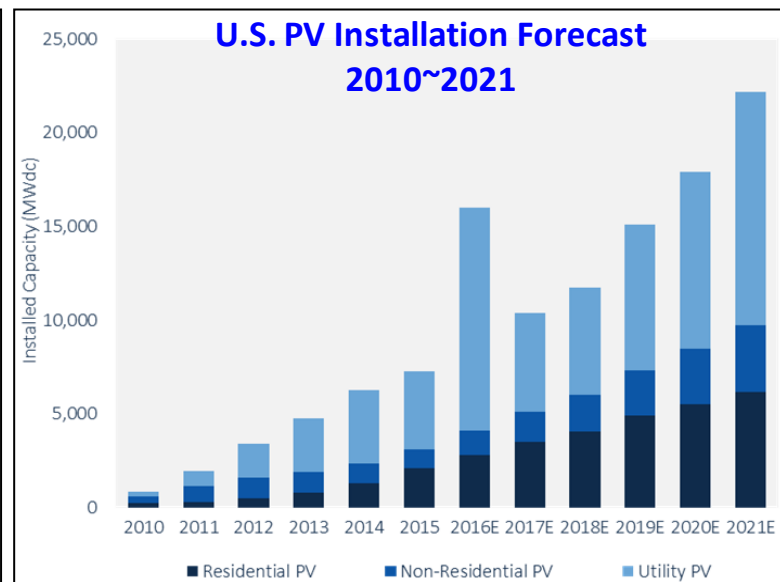
**IHS revised installation upward to 69GW in 2016**

(17%↑ yoy, 2016/02)

# Cumulative PV Installation in 2016



Source : IHS 2016/02



Source : GTM Research 2016/03

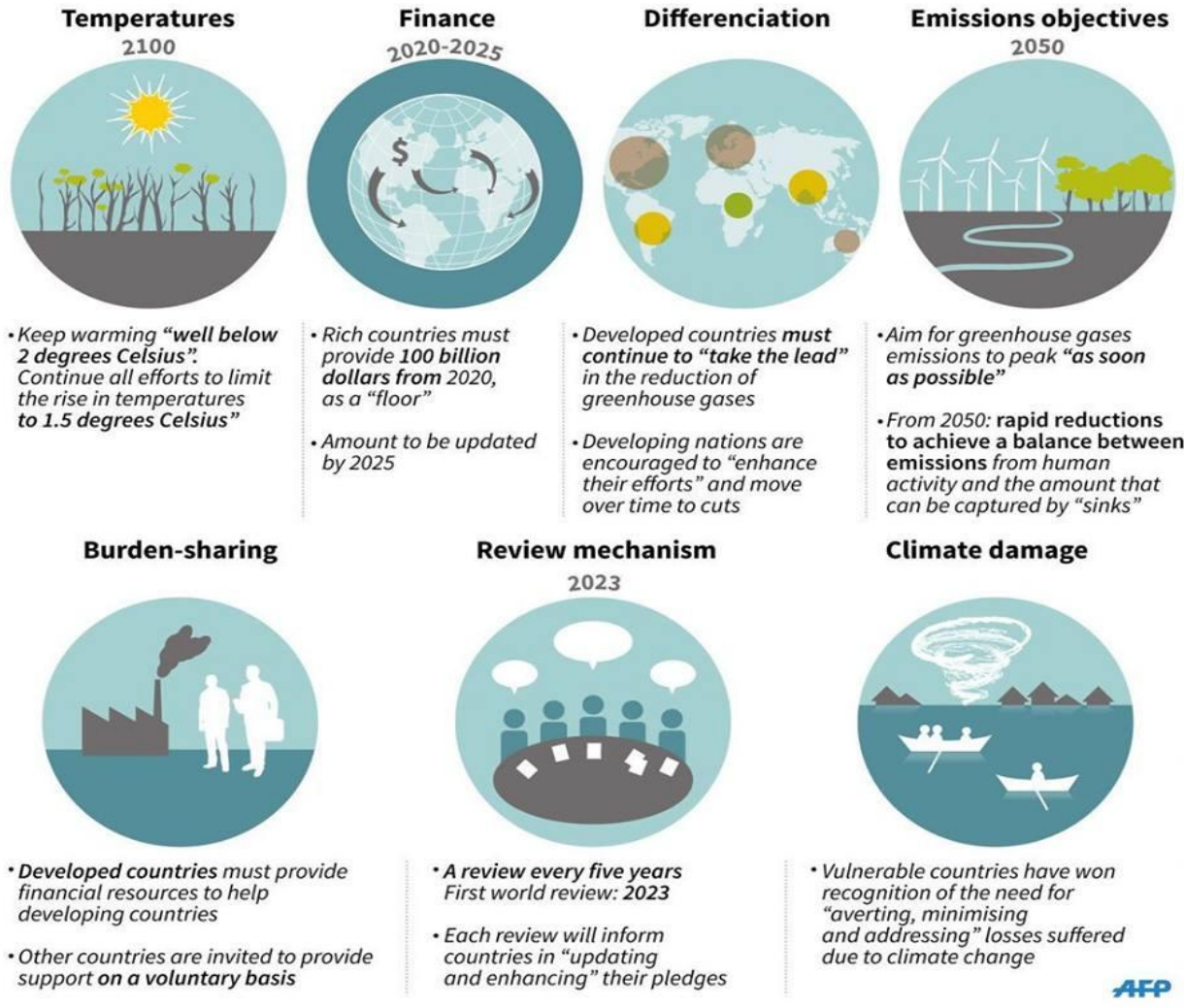
## In 2016:

- Cumulative Global PV installation to surpass 310 GW
- China, USA, Japan, Germany & Italy, top 5 accounting for 70%
- By 69GW installation, increasing in US, India, China..
- U.S. to install 16GW in 2016, vs. 7.3GW in 2015

# COP 21 Decisions in Dec 2015

## The Paris climate agreement: key points

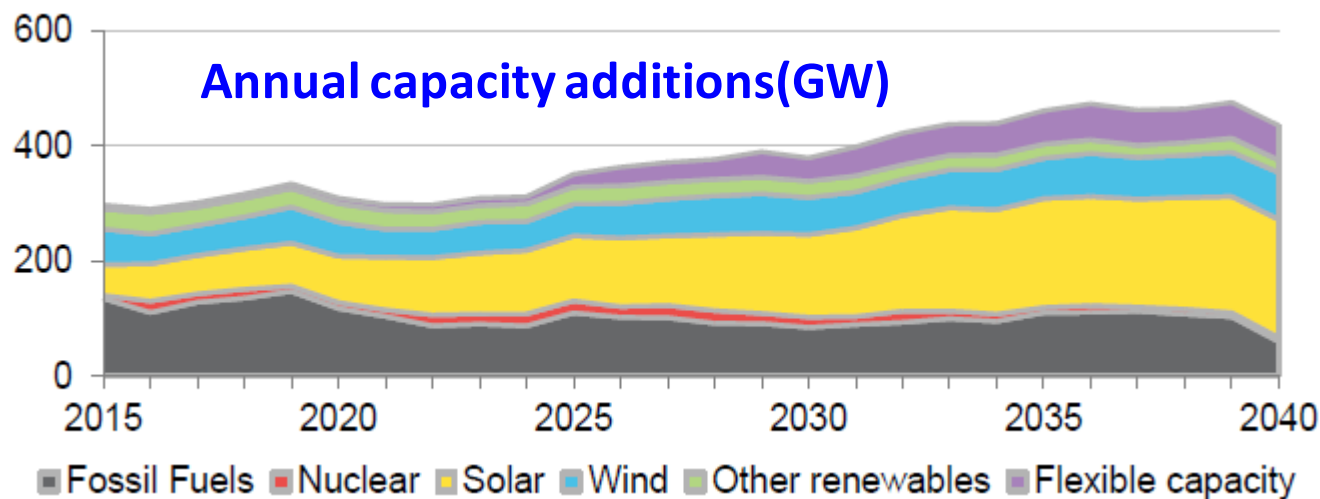
The historic pact, approved by 195 countries, will take effect from 2020



next step?

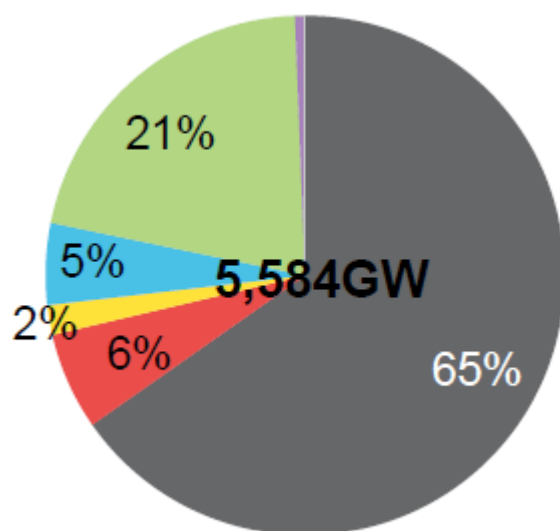
Source: Bright Green Enterprise 2015/12

# WW Power-Generating Mix Trend



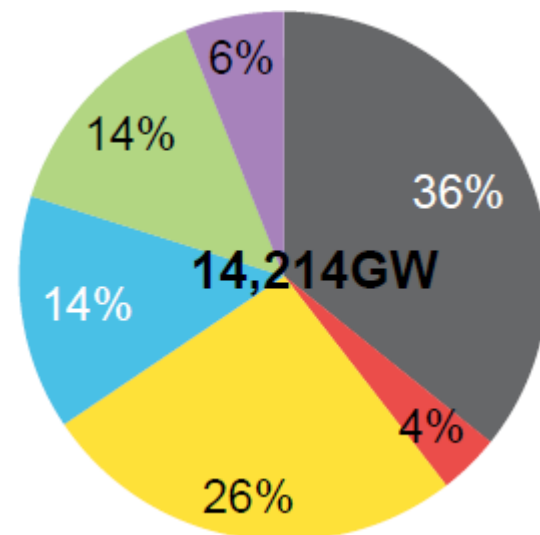
In next 25 years:

- Solar will boom worldwide
- accounting for 35% (3,429GW) of capacity additions
- nearly a third (\$3.7 trillion) of global investment
- split evenly between small- and utility scale
- real solar revolution will be on rooftops, driven by high residential and commercial power price & the availability of residential storage in some countries



**2012**

**(Solar=2%)**



**2040**

**(Solar=26%)**

Source: Bloomberg New Energy Finance 2015/06



# Semiconductor Business Sector



GWC fab in Niigata, Japan

## GlobalWafers Co., Ltd.



GlobalWafers Co., Ltd.  
環球晶圓股份有限公司

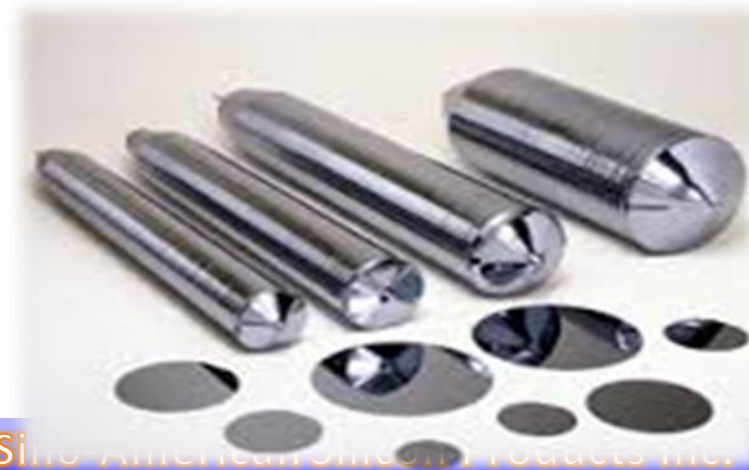
Sino-American Silicon Products Inc.



# Company Profile



|                              |                                                |
|------------------------------|------------------------------------------------|
| <b>Established</b>           | 2011 (Spin off from SAS)                       |
| <b>IPO</b>                   | 2015/09/25 Listed in Taipei Exchange (6488 TT) |
| <b>Headquarter</b>           | HsinChu Science Park, Taiwan, R.O.C.           |
| <b>Products</b>              | 3" ~ 12" Semiconductor Wafers                  |
| <b>Manufacturing Sites</b>   | Taiwan, China, U.S.A. & Japan                  |
| <b>Paid-in Capital</b>       | NTD \$3.693 billion                            |
| <b>Chairperson &amp; CEO</b> | Doris Hsu                                      |
| <b>Employees</b>             | 2,507 (2016/02)                                |

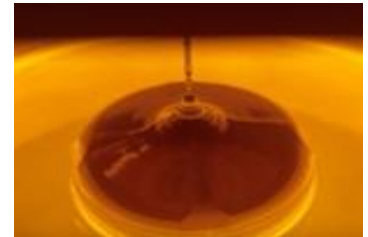




# Milestones



|       |                                                 |
|-------|-------------------------------------------------|
| 1981  | Sino-American Silicon Products Inc. established |
| ..... |                                                 |
| 1998  | New owners and management team join SAS         |
| 1999  | SST established in China                        |
| 2001  | SAS IPO in Taiwan (5483 TT )                    |
| 2008  | Acquired GlobiTech Incorporated, TX, USA        |
| 2011  | Company spin off – SAS / GWC / SSC              |
| 2012  | Acquired Covalent Silicon, Japan                |
| 2015  | GWC IPO (Taipei Exchange)                       |





# Organization



**GWC**

GlobalWafers Co.,Ltd,  
Taiwan

100%



**SST**

Sino Silicon Technology China

100%



**GLOBITECH**  
DESIGNING EPI SOLUTIONS

**GT**

GlobiTech USA

100%



GlobalWafers Japan

**GWJ**

GlobalWafers Japan





# Global Manufacturing Sites



## JAPAN - GWJ



## TAIWAN - GWC



## CHINA - SST



## USA - GT





# 2015 Best Supplier Award from TI



## TI recognizes 14 suppliers with annual excellence awards

- AECOM – remediation and environmental services
- ASM Pacific Technology Ltd. – leadframes
- CH2M – architectural and engineering services
- Enplas Semiconductor Peripherals Pte. Ltd – test materials
- FUJIFILM Ultra Pure Solutions – chemicals

### • GlobalWafers Co., Ltd. – silicon wafers

- Inventec Appliances Corp. – contract manufacturing
- JX Nippon Mining & Metals – sputtering targets
- Logisticorp Group – transportation services
- Mitsui Chemicals Tohcello Inc. – backgrind tapes
- OnPoint, LLC – LED lighting, project management and design consulting
- Shinko Electric Industries Co., Ltd. – tape substrate
- Tesec Corporation – test handlers
- Tokyo Electron Limited – wafer fab equipment





# New Products Roadmap



| Items                                                     | Application                                                                                        |
|-----------------------------------------------------------|----------------------------------------------------------------------------------------------------|
| 8" ultra heavy dopant ingots growth                       | Low power consumption device                                                                       |
| <b>GaN on Silicon</b>                                     | Power device/ RF                                                                                   |
| Nano-structure wafers                                     | Ultra thin wafers/ Strengthen substrate                                                            |
| Ultra high resolution CIS wafers                          | Image sensor 、 Sensor                                                                              |
| Next generation automotive power device <b>SiC wafers</b> | Automotive power, High temp. power, Microwave & RF devices, UV LED, Photodiodes, Blue laser diodes |

***Specializing in next generation wafer development***





# Consolidated Financial Statements

## 2015 <I>



| Million NTD             | 2013   | %     | 2014   | %     | 2015   | %     |
|-------------------------|--------|-------|--------|-------|--------|-------|
| Revenue                 | 15,570 | 100.0 | 15,922 | 100.0 | 15,310 | 100.0 |
| Gross Profit            | 3,663  | 23.5  | 3,728  | 23.4  | 4,073  | 26.6  |
| Operating Profit        | 2,194  | 14.1  | 2,336  | 14.7  | 2,685  | 17.5  |
| PBT                     | 2,204  | 14.2  | 2,679  | 16.8  | 2,808  | 18.3  |
| PAT                     | 1,948  | 12.5  | 2,095  | 13.2  | 2,044  | 13.3  |
| Total Debt & Debt ratio | 7,939  | 37.7  | 8,184  | 38.3  | 7,091  | 29.7  |
| ROE(%)                  | 14.83  |       | 15.87  |       | 13.66  |       |
| EPS(NTD)                | 6.14   |       | 6.60   |       | 5.80   |       |



# Consolidated Financial Statements

## 2015 <II>

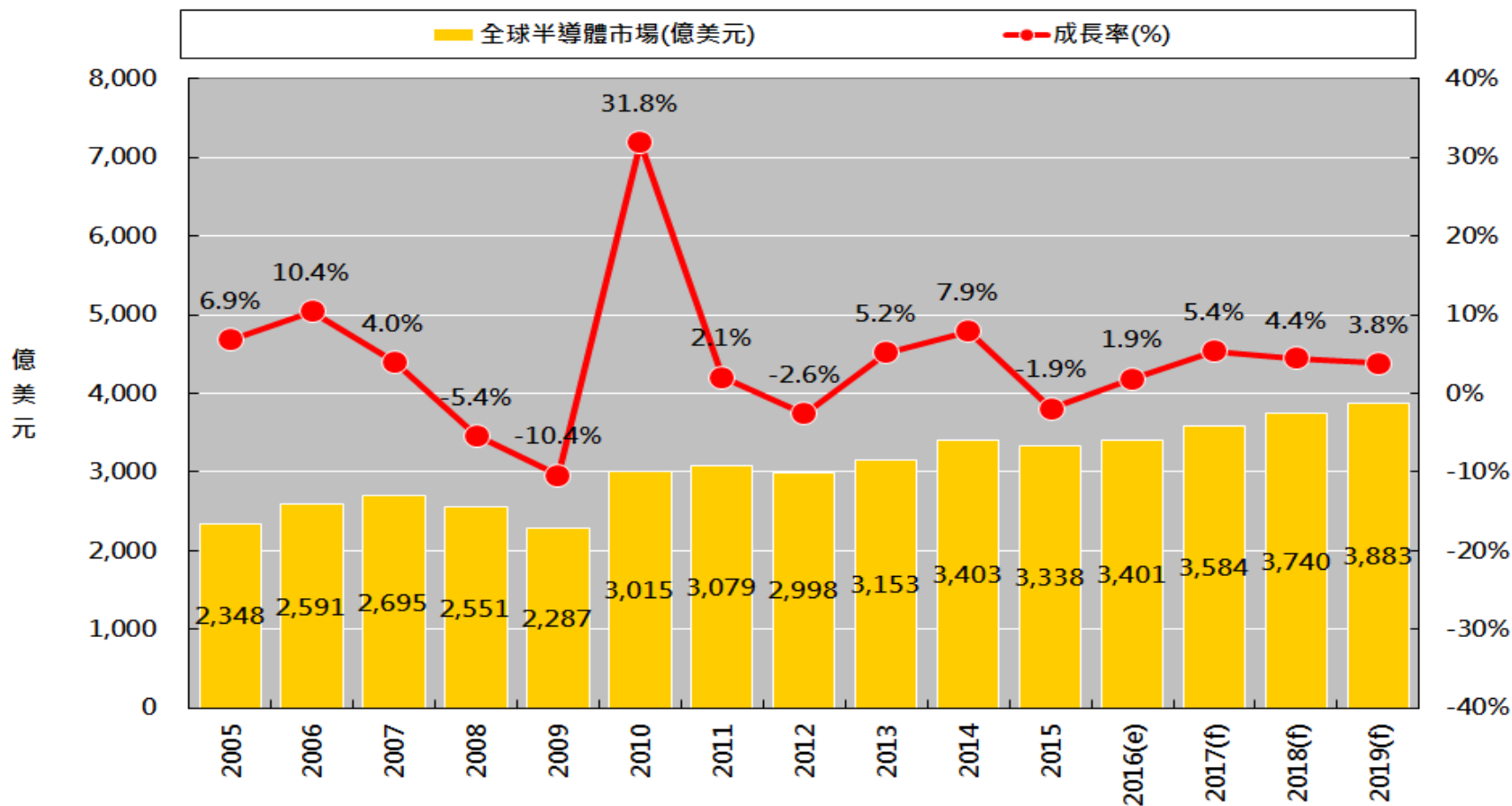


| Million NTD             | 2015.1Q | %     | 2015.2Q | %     | 2015.3Q | %     | 2015.4Q | %     |
|-------------------------|---------|-------|---------|-------|---------|-------|---------|-------|
| Revenue                 | 4,044   | 100.0 | 3,983   | 100.0 | 3,764   | 100.0 | 3,519   | 100.0 |
| Gross Profit            | 1,019   | 25.2  | 1,055   | 26.5  | 1,118   | 29.7  | 881     | 25.0  |
| Operating Profit        | 688     | 17.0  | 705     | 17.7  | 755     | 20.1  | 537     | 15.3  |
| PBT                     | 665     | 16.4  | 740     | 18.6  | 841     | 22.3  | 562     | 16.0  |
| PAT                     | 476     | 11.8  | 512     | 12.9  | 594     | 15.8  | 462     | 13.1  |
| Total Debt & Debt ratio | 7,148   | 31.4  | 8,871   | 39.0  | 7,009   | 29.9  | 7,091   | 29.7  |
| ROE(%)                  | 13.2    |       | 13.9    |       | 15.7    |       | 12.36   |       |
| EPS(NTD)                | 1.40    |       | 1.47    |       | 1.69    |       | 1.24    |       |





# Global Semiconductor Market trend



Source: Gartner, WSTS, 工研院IEK 2016/02

**Gartner revised worldwide semiconductor revenue declined from -0.8% to -1.9% in 2015 (2016/01)**





# 2015 IC Product Breakdown



## Worldwide Semiconductor Market Product Breakdown (2015)

|                                 |                  |                                                 |                |                                  |                           |                                                                                                                                     |                          |                                        |                 |
|---------------------------------|------------------|-------------------------------------------------|----------------|----------------------------------|---------------------------|-------------------------------------------------------------------------------------------------------------------------------------|--------------------------|----------------------------------------|-----------------|
| Total Semiconductors - \$335.2B |                  |                                                 |                |                                  |                           |                                                                                                                                     |                          |                                        |                 |
| Integrated Circuits - \$274.5B  |                  |                                                 |                |                                  |                           |                                                                                                                                     |                          | Discretes<br>Sensors & Opto<br>\$60.7B |                 |
| Digital - \$229.3B              |                  |                                                 |                |                                  |                           | Analog<br>\$45.2B                                                                                                                   |                          | Discretes<br>\$18.6B                   | Opto<br>\$33.3B |
| MOS - \$229.3B                  |                  |                                                 |                |                                  |                           | General Purpose<br>18.6B                                                                                                            | App. Specific<br>\$26.6B |                                        |                 |
| Memory - \$77.2B                |                  | Micro - \$61.3B                                 |                | Logic - \$90.8B                  |                           | Sensors \$8.8B                                                                                                                      |                          |                                        |                 |
| DRAM<br>\$45.0B                 | Flash<br>\$30.4B | MPU<br>\$43.3B                                  | MCU<br>\$15.5B | Special Purpose Logic<br>\$70.2B | Standard Logic<br>\$20.6B | Note: Numbers are rounded<br>Source: WSTS                                                                                           |                          |                                        |                 |
| SRAM \$0.4B                     |                  | Non-volatile memory; ROMs; EPROM; EEPROM \$1.4B |                | DSP \$2.5B                       |                           |  <b>SIA</b> SEMICONDUCTOR INDUSTRY ASSOCIATION |                          |                                        |                 |



SIA

SEMICONDUCTOR  
INDUSTRY  
ASSOCIATION

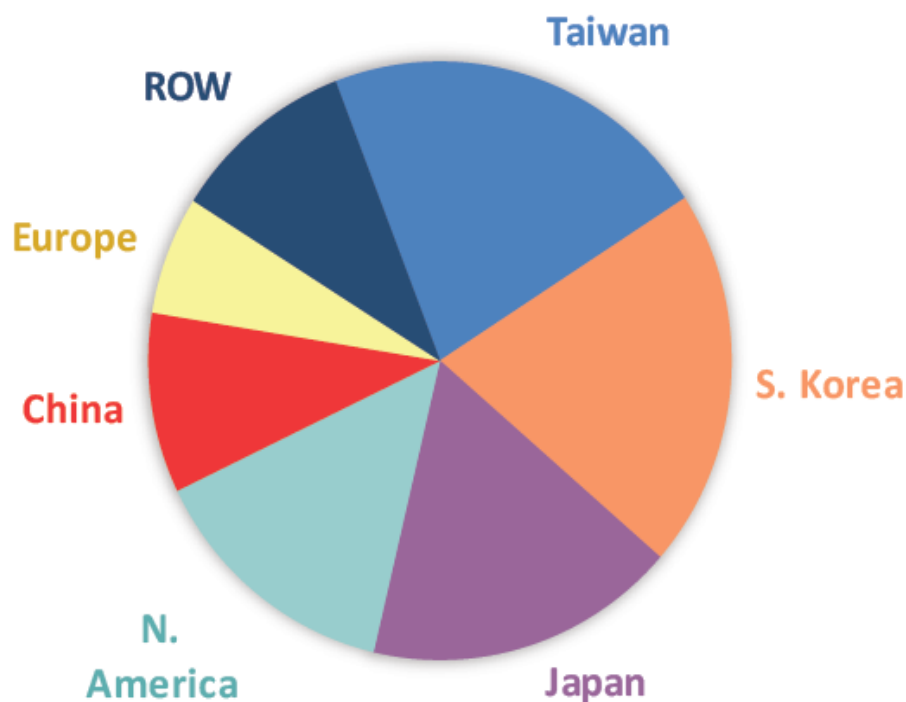




# Wafer Capacity at Dec 2015



(Monthly Installed Capacity in 200mm-equivalents)

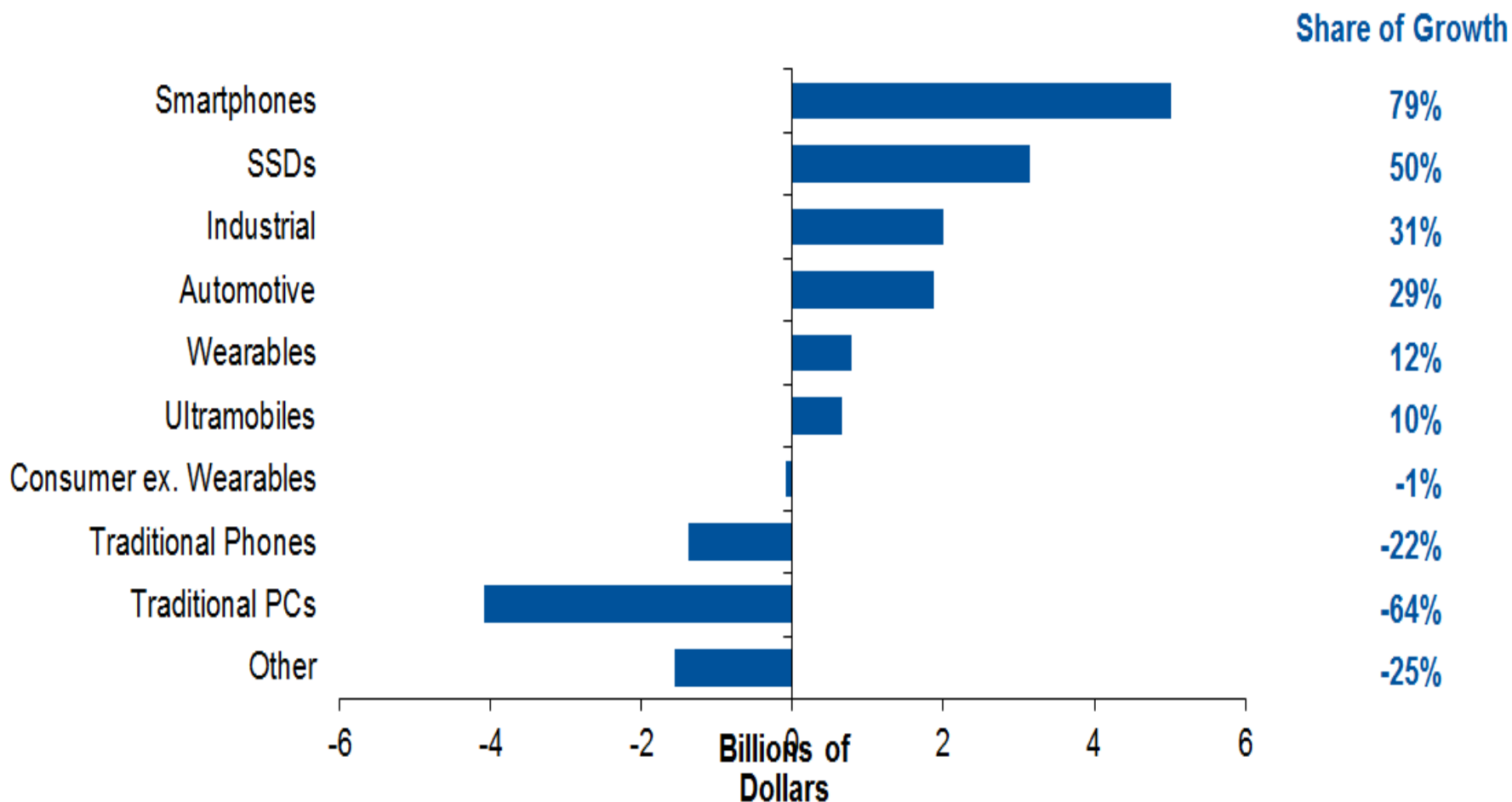


| Region     | Installed Capacity (K w/m) | % of Worldwide Total |
|------------|----------------------------|----------------------|
| Taiwan     | 3,547                      | 21.7%                |
| S. Korea   | 3,357                      | 20.5%                |
| Japan      | 2,824                      | 17.3%                |
| N. America | 2,320                      | 14.2%                |
| China      | 1,591                      | 9.7%                 |
| Europe     | 1,046                      | 6.4%                 |
| ROW        | 1,665                      | 10.2%                |
| TOTAL      | 16,350                     | 100%                 |

Source: IC Insights 2016/02

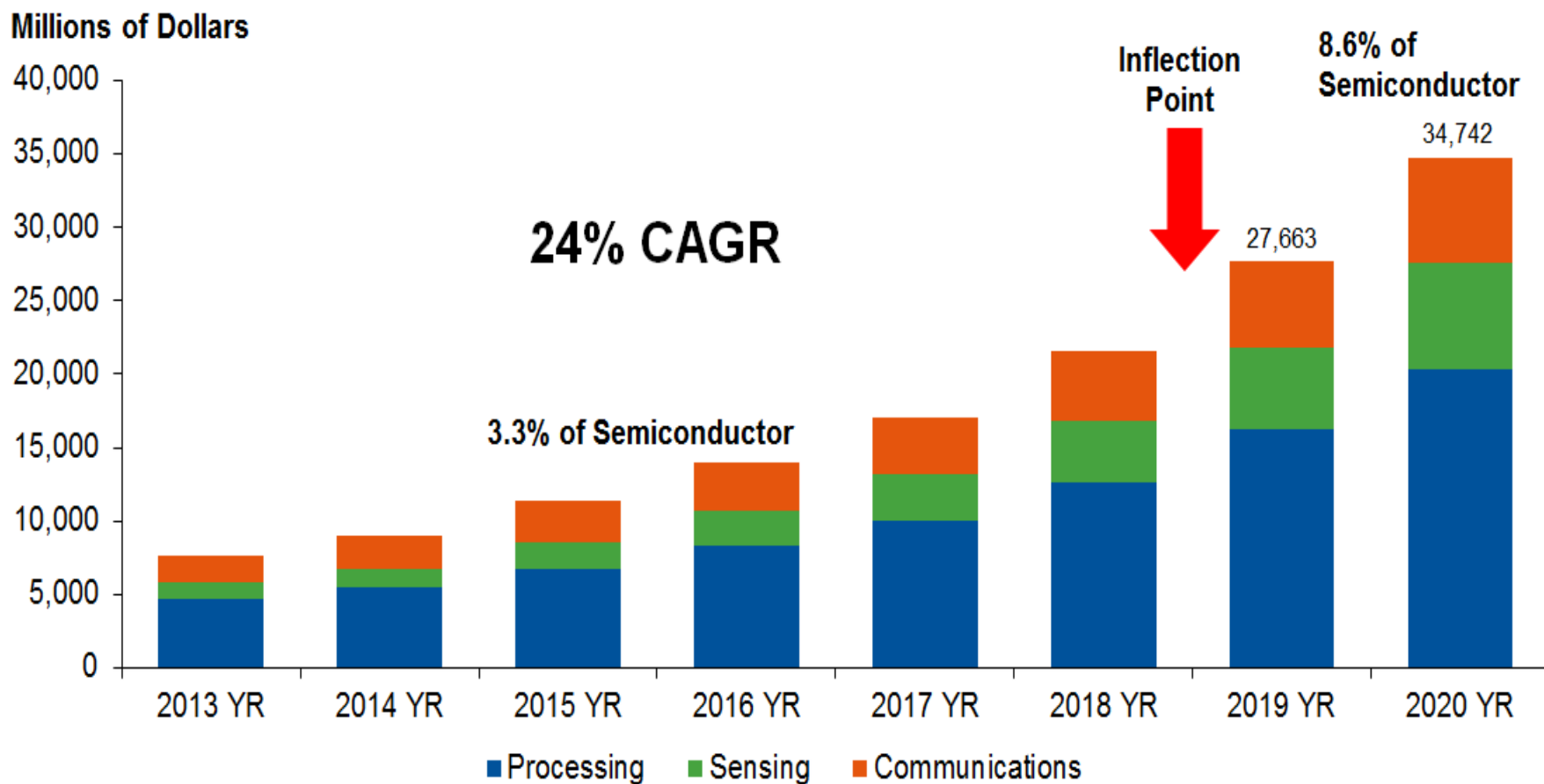


# 2015~2016 Growth Contribution by Electronic Application



Source: Gartner, 工研院IEK 2016/02





Source: Gartner, 工研院IEK 2016/02



# Dividend Policy



## Sino-American Silicon Products inc.

| <u>Year</u> | <u>EPS</u> | <u>Dividend</u> |
|-------------|------------|-----------------|
| 2010        | 10.5       | TWD 5.5         |
| 2011        | 1.02       | TWD 0.85        |
| 2012        | (4.9)      | -               |
| 2013        | 0.57       | TWD 1.0         |
| 2014        | 2.06       | TWD 1.8         |
| 2015        | 0.93       | TWD 1.5         |

## GlobalWafers Co., Ltd.

| <u>Year</u> | <u>EPS</u> | <u>Dividend</u> |
|-------------|------------|-----------------|
| 2011        | -          | spin off        |
| 2012        | 3.44       | TWD 2.8         |
| 2013        | 6.14*      | TWD 5.5         |
| 2014        | 6.60       | TWD 5.7         |
| 2015        | 5.80       | TWD 5.0         |

\* If using ROC GAAP, it would be 6.22





# Q&A