

TXC OVERVIEW



2011.1

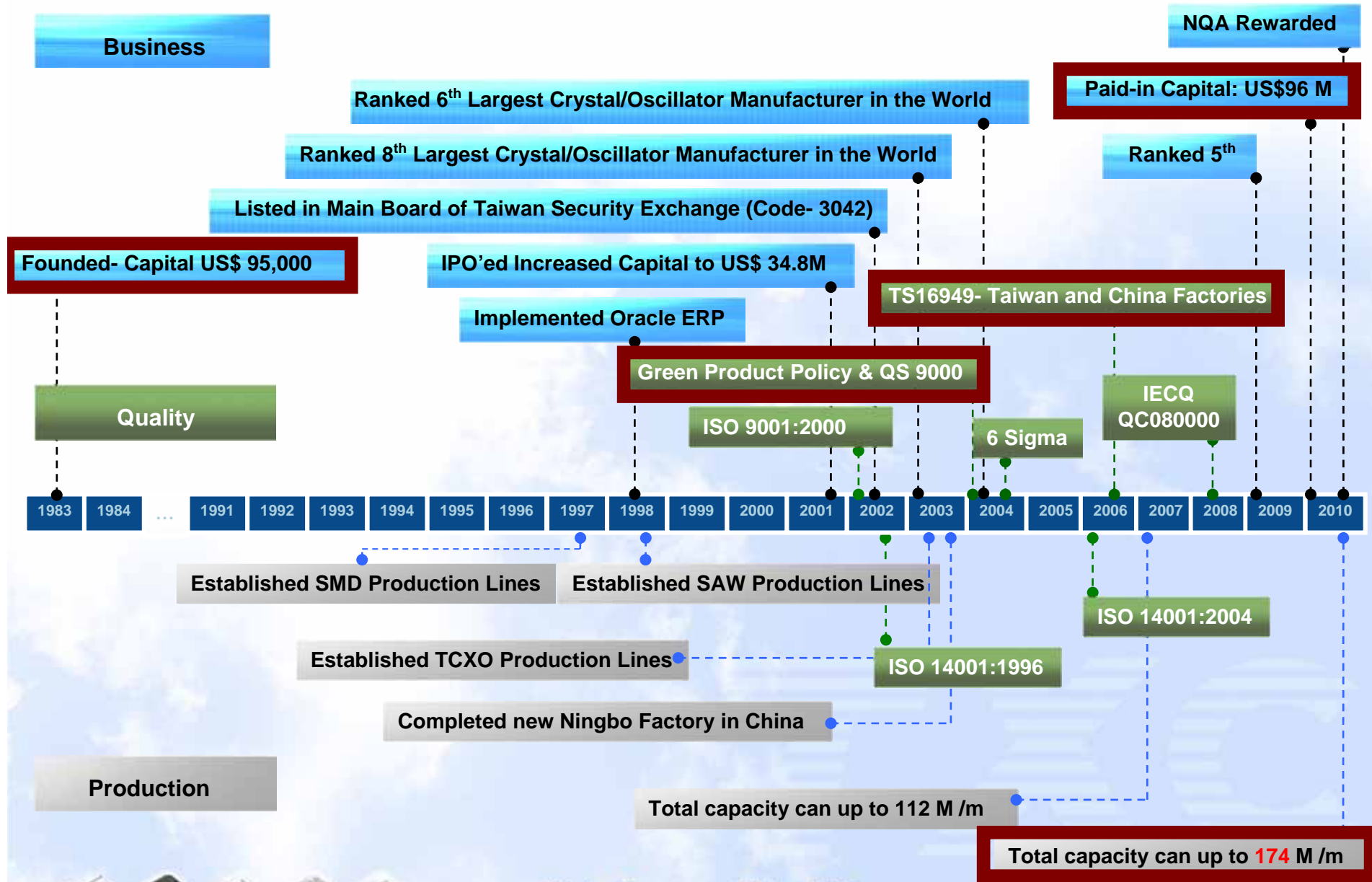


-  **Company Overview**
-  **Products & Technology**
-  **Sales & Marketing**
-  **Financial Overview**



- **TXC Corporation, founded in 1983, is a leading professional *frequency control product manufacturer*. We have devoted to the research, design, manufacture, and sale of *Dual-Inline-Package (DIP)* and *Surface Mount Device (SMD)* quartz crystal products. TXC now specializes in four categories of products such as high quality Quartz Crystal, Crystal Oscillator (CXO), Surface Acoustic Wave (SAW) Filter, and Timing Module (TM).**
- **Our goal is to add value to our customers by providing a complete solution of frequency devices and modules, design-in service to fully satisfy various needs of the esteemed customers. We believe based upon the competence of *cost effectiveness, quality, lead-time, and customer service* TXC will go beyond customers' expectation.**
- www.txccorp.com





Headquarter -	Taiwan Taipei
Factories(2)-	Taiwan Ping-Cheng China Ningbo China Chong-Qing (Future)
Sales FAEs(10) - Field Application Engineer	Taiwan Taipei China Shanghai, Suzhou, Shenzhen, Wuhan USA LA Japan Yokohama, Osaka Europe Singapore
Distributors(12)-	Europe-UK, Germany.....
Representative (8)-	Korea, India, Mexico.....



Application

For Telematics

Infotainment System



TPMS



HUD



Keyless Entry



- XTAL
- OSC
- T/F

- XTAL
- OSC
- TCXO
- T/F

For Entertainment

LCD TV



MP3



Game Console



DPF



- XTAL
- OSC
- T/F

PDA + GPS



DSC



PMP



Projector



For Information

High Performance Computing & Storage



- XTAL
- OSC
- Advanced OSC
- VCXO
- T/F

NB + PDA + Mobile Phone

Netbook



Desktop PC



NB



HD



WiFi Keyboard/Mouse



For Communication

MIMO WIMAX

UWB

High Performance Switch & Routers



HSDPA



- XTAL
- OSC
- TCXO
- T/F

Smartphone



Mobile Phone +DSC +MP3 +WiFi

ADSL/

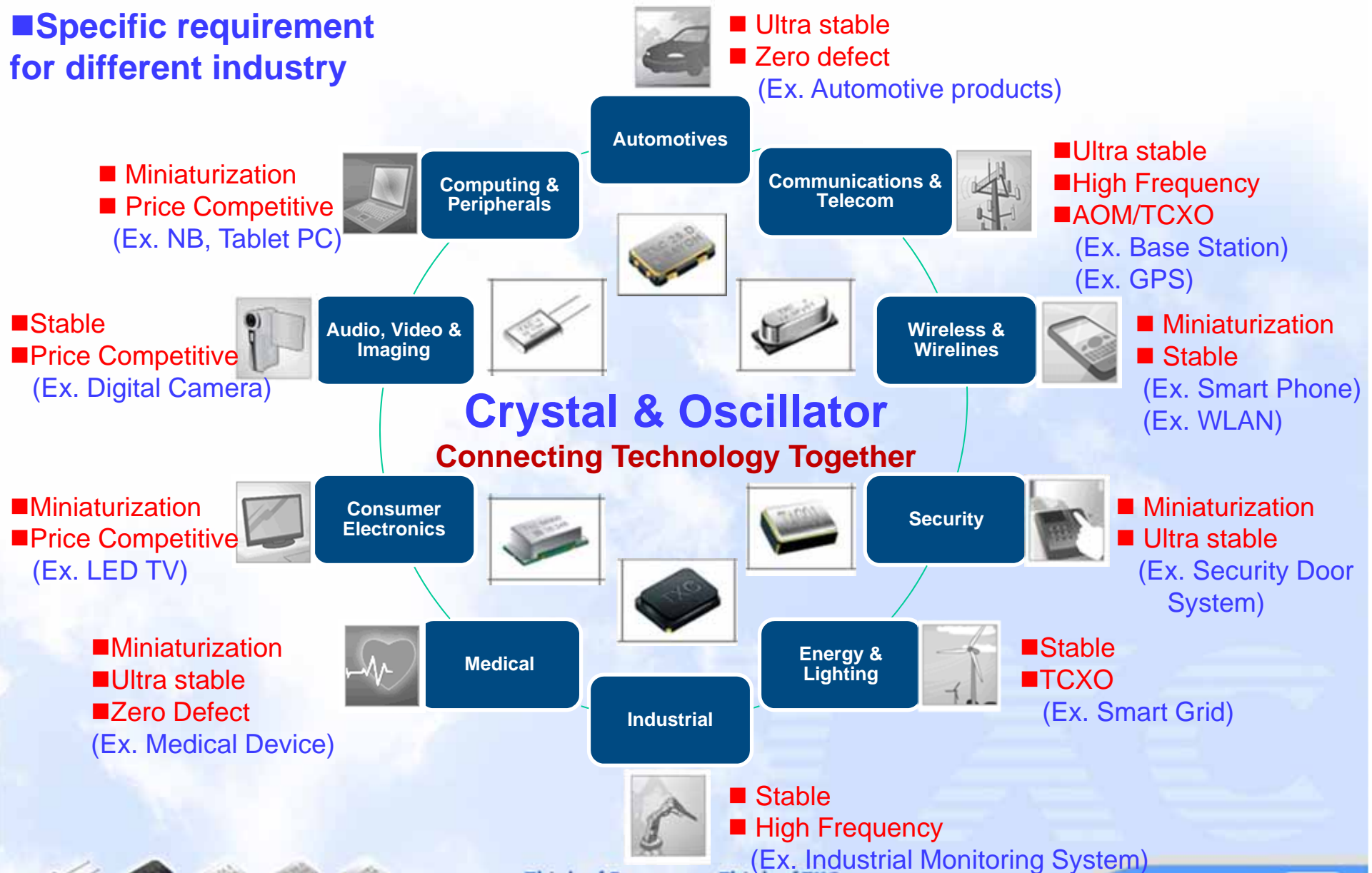
Cable Modem



WLAN

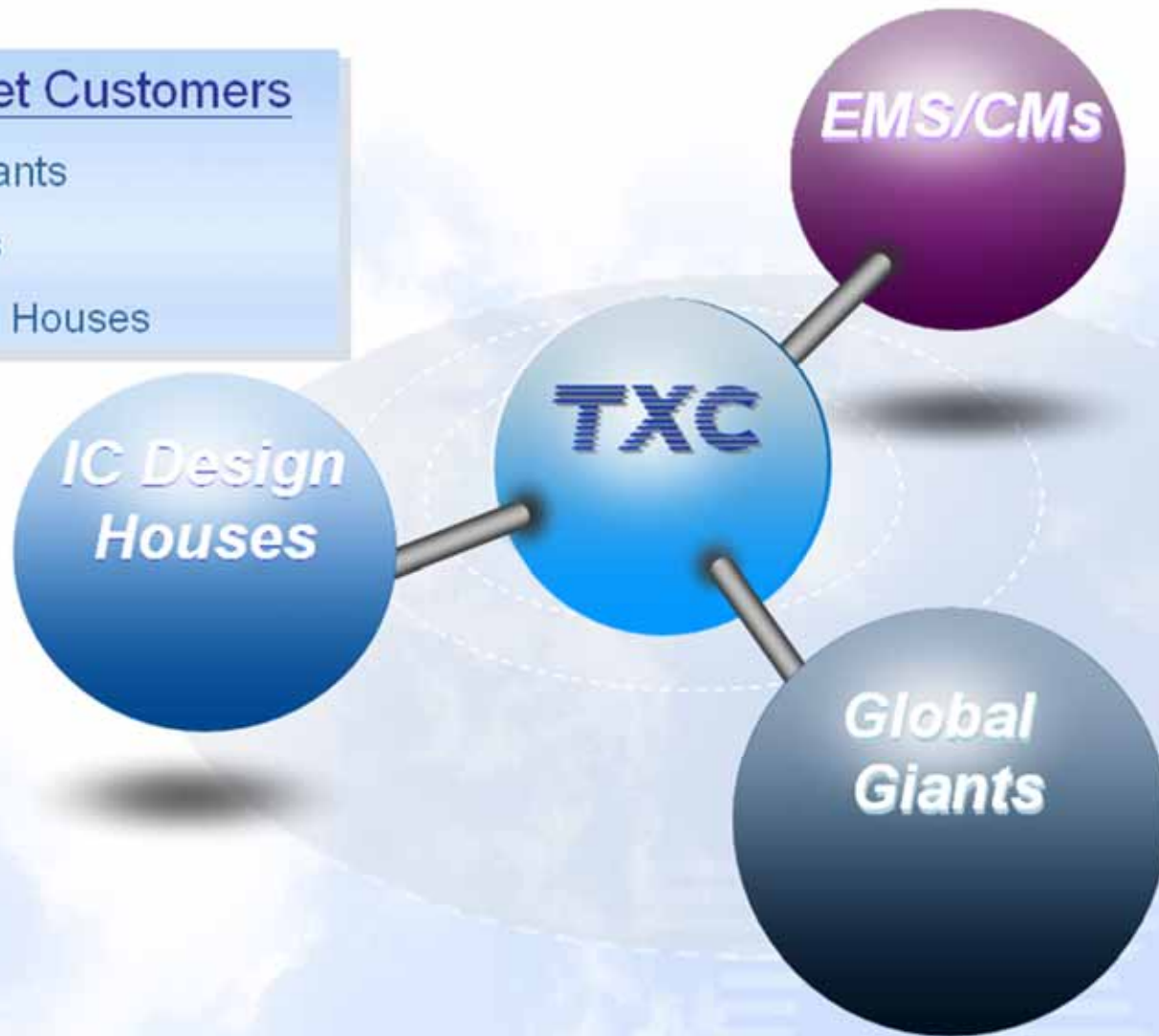


Specific requirement for different industry



Our Target Customers

- Global Giants
- EMS/CMs
- IC Design Houses



Worldwide Ranking & Market Share

Worldwide Revenue of the Top Crystal and Oscillator Suppliers (Unit: Millions of USD)

Rank	Market Player	Countries	2007	2008	2009	(08-09) Change %	2008 Market Share	2009 Market Share
1	Epson Toyocom	Japan	656	675	641.2	-5.01%	19.90%	22.10%
2	NDK	Japan	649	571	459.1	-19.60%	16.90%	15.80%
3	Kyocera Kinseki	Japan	380	304	292.4	-3.82%	9.00%	10.10%
4	KDS	Japan	293	327	271.3	-17.03%	9.70%	9.40%
5	TXC	Taiwan	192	222	240.5	8.33%	6.60%	8.30%
6	Ventron	USA	206	200	147.9	-26.05%	5.90%	5.10%
7	Hosonic	Taiwan	0	119	97.3	-18.24%	3.50%	3.40%
8	Rakon	New Zealand	109	96	81.5	-15.10%	2.80%	2.80%
9	TEW	Japan	88	75	60.1	-19.87%	2.20%	2.10%
10	Pericom	USA	57	53	47.6	-10.19%	1.60%	1.60%
11	Micro Crystal	Switzerland	62	56	47.5	-15.18%	1.70%	1.60%
12	River	Japan	60	51	40.8	-20.00%	1.50%	1.40%
13	Conner-Winfield	Singapore	46	44	35.1	-20.23%	1.30%	1.20%
14	Fox	USA	51	40	34.4	-14.00%	1.20%	1.20%
15	CTS	USA	35	34	27.2	-20.00%	1.00%	0.90%
16	MtronPTI	USA	35	28	20.9	-25.36%	0.80%	0.70%
		Total Revenue	3,564	3,388	2,900	-14.39%		

CS&A forecasts 7.5% YoY Growth in 2010, and 6.1% in 2011



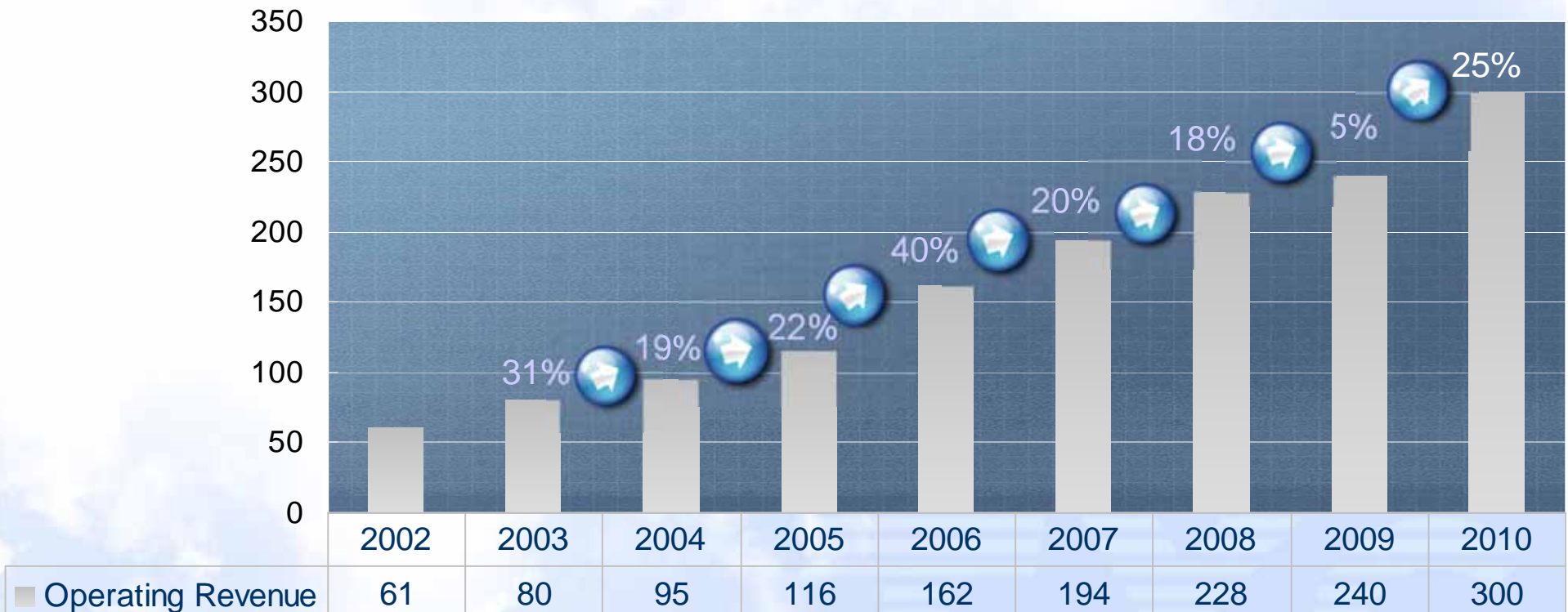
Competitive Advantage of TXC

	TXC	Competitors of Japan	Competitors of Taiwan	Competitors of China
Overhead Cost	Medium	High	Medium	Low
Quotation advantage due to JPY appreciation	High	Low	High	High
Market Focus	Asia (Growing)	USA, Europe (Declining)	Asia (Growing)	China (Growing)
Flexibility	High	Low	High	High
Relationship with ODM	High	Low	High	Low
Diversification	High PC, Automotive, Networking, Mobile, Consumer, Global	High Automotive, Networking, Mobile, Consumer, Global	Low Specific to one or two field	Low PC, Consumer
Ability Of Production Line Transfer	High	High	Medium	Medium
Economic Scale	High (SMD)	Highest (SMD & TCXO)	Low	High (DIP)
Manufacturing Technology	High 2016,1612	High 1612,1210	Medium 2520,2016	Low 3225,2520
Quality Control	High	Highest	Medium	Low



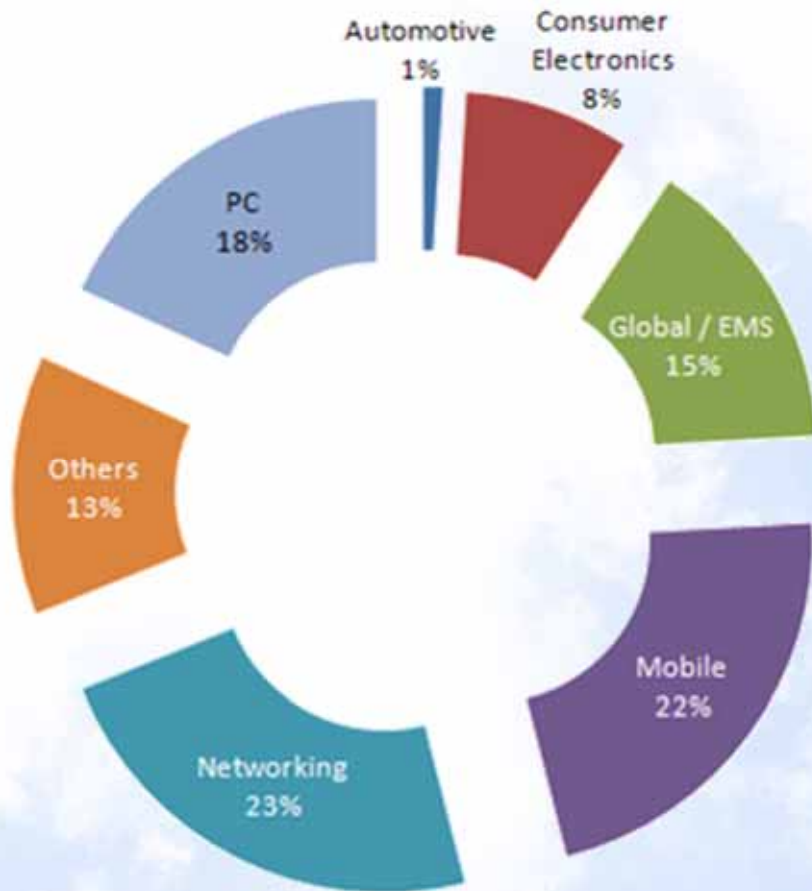
Operating Revenue

(Unit: Millions of USD) / 1USD = 30 NTD

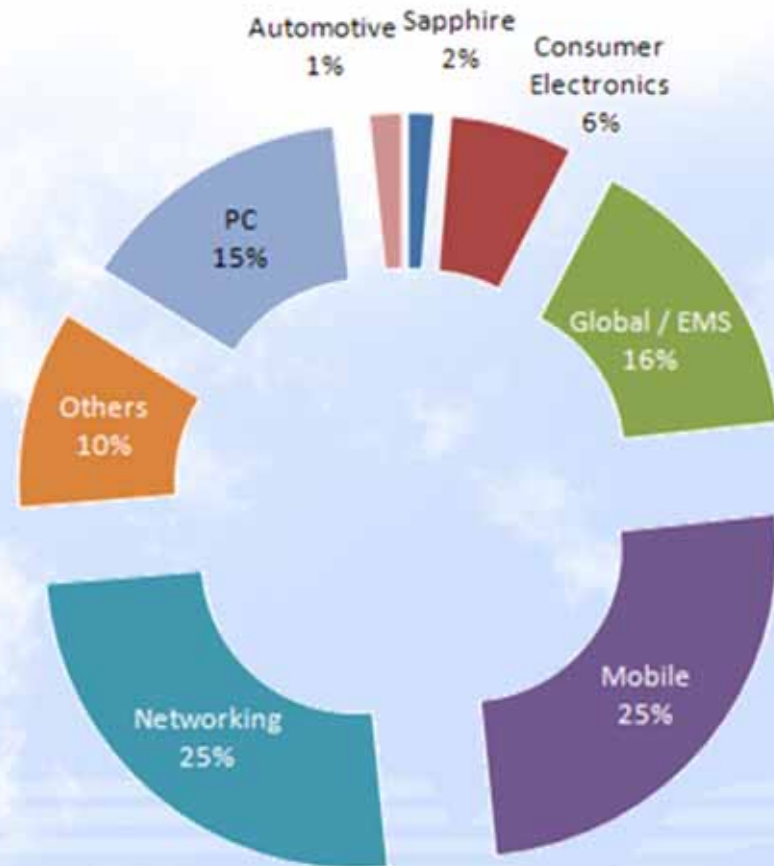


Sales by Product Category

2010



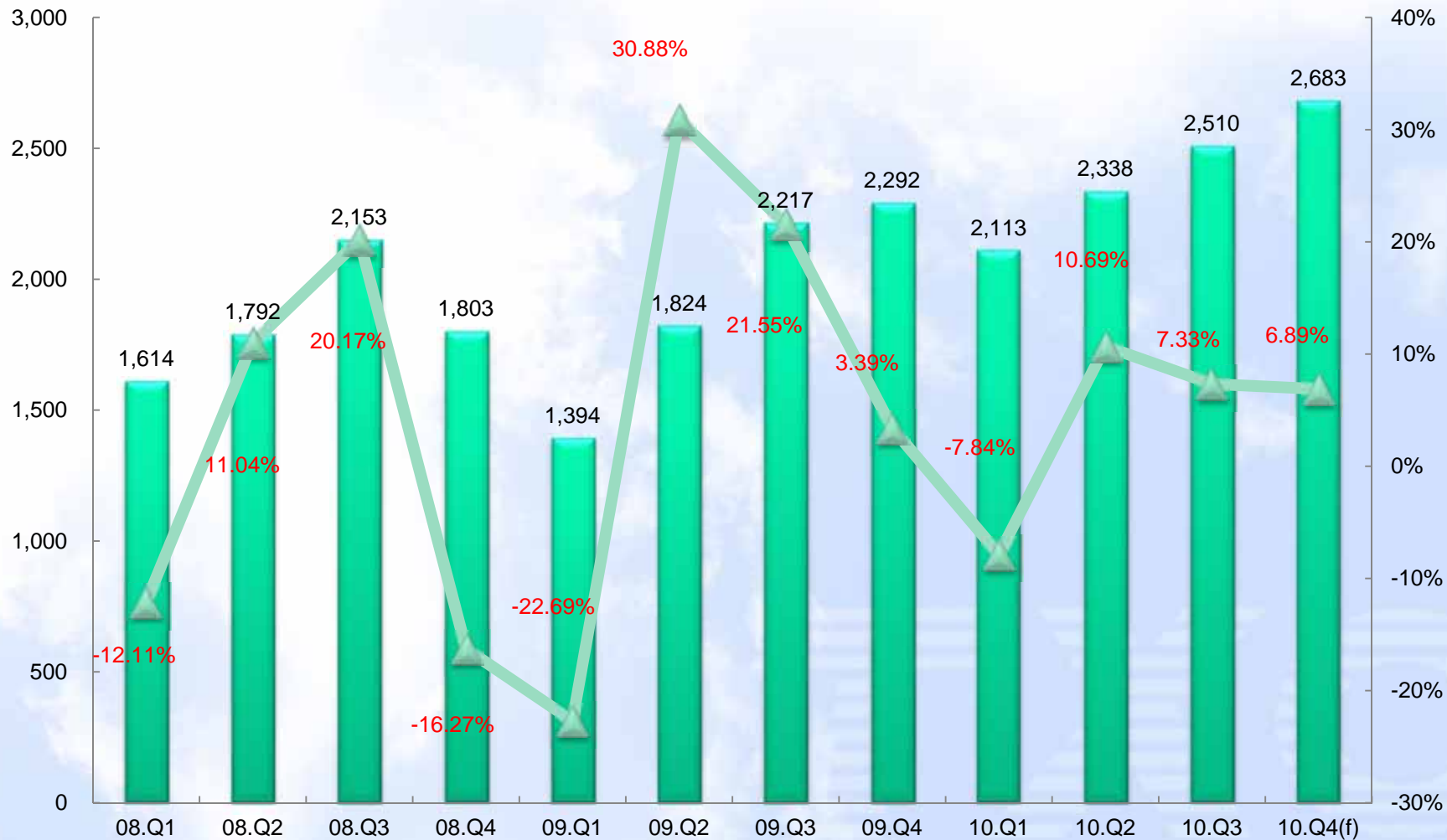
2011(E)



Revenue Trend

1 USD = 30 NTD

Unit: \$NT in Million



Gross Profit Trend

1 USD = 30 NTD

Unit: \$NT in Million



	Items	Amounts (NTD thousands)		Notes
Ping-Cheng factory	Factories		264,901	
	Equipments		921,697	
	>Manufacturing	846,574		Production Lines: TCXO*2 X'TAL*2 AOM*2 Sapphire related (300 millions)
	>R & D	75,123		X'TAL (1210),AOM Samples
	Computers		23,078	
	Others		12,576	
	Total		1,222,252	
NGB factory	Factories		22,699	
	Equipments		92,039	
	Computers		2,358	
	Others		1,152	
	Total		118,248	
CKG factory	Factories		250,000	Q3/Q4
	Equipments		150,000	10 Production Lines (New & Old)
Total			1,740,500	



Revenue will grow gradually and stably.

Gross margin will be improved due to better product mix (eliminating effect of FX)

China Market is still the major sales driving force

AOM products shipment will ramp up along with raising Cloud Computing and Smart Grid applications

The company will continue penetrating worldwide market with Smart Phone and GPS Applications

New Business will bring new growth momentum

