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## Benchmark Electronics, Inc. Q3 2008 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator instructions) And our first question comes from the line of Amit Daryanani with RBC Capital. Please go ahead.

#### Amit Daryanani ? RBC Capital

Thanks. Good morning guys.

#### Gayla Delly

Good morning.

#### Don Adam

Good morning.

#### Amit Daryanani ? RBC Capital

It's really a question of – I think you were talking about starting to see a few signs of auto stabilization if not a little bit uptick. Could you just talk about, is that trend sort of broad base across your end markets, is that more dominant in the non-tech segments?

#### Cary Fu

It's pretty broad based and of course when you see the sudden slowdown in September, I think that a lot of customers kind of over-reacted to the situation a little bit. And then they after reviewed the situation and demand from their customers, we now see people have new orders coming back in.

#### Amit Daryanani ? RBC Capital

Got it. And then, could you maybe just talk about what's your capacity utilization at this point? And if you do see further auto deterioration, let's say, over the next few quarters, are there any thoughts on restructuring potentially?

#### Cary Fu

We have about ? the capacity of utilizations right now is probably at low 60% and the –as you are aware, we've been very focused on cost and the realignment throughout 2008. So at this point of

time, I don't anticipate any major realignment ? cost reduction at this point of time. But, we would do the cost control matters from time to time.

**Amit Daryanani ? RBC Capital**

Here is a final question, I may have missed this, but what was the CapEx for Q3 and what do you expect that for Q4?

**Don Adam**

\$6.5 million for the third quarter. For the balance of the year, we are about \$35 million, so \$5 million to \$8 million for Q4.

**Amit Daryanani ? RBC Capital**

Got it. Thanks a lot.

**Operator**

Thank you and our next question comes from the line of Jim Suva with Citi Investment Research. Please go ahead.

**Jim Suva – Citi Investment Research**

Great. Thanks very much. I think I heard or maybe I misheard, Gayla, did you mention that you said you thought 2009 sales would grow? And if that's the case, can you just help us rein in expectations? I think consensus is a double digit growth there. Are you saying that's stronger and how do we triangulate around growth in '09 when it seems like a lot of your new business and new business bookings have been outside of computing and test and measurement or – I'm sorry, outside of the computing and telecom, which tends to make up the majority of your sales?

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