

松翰科技公司簡介

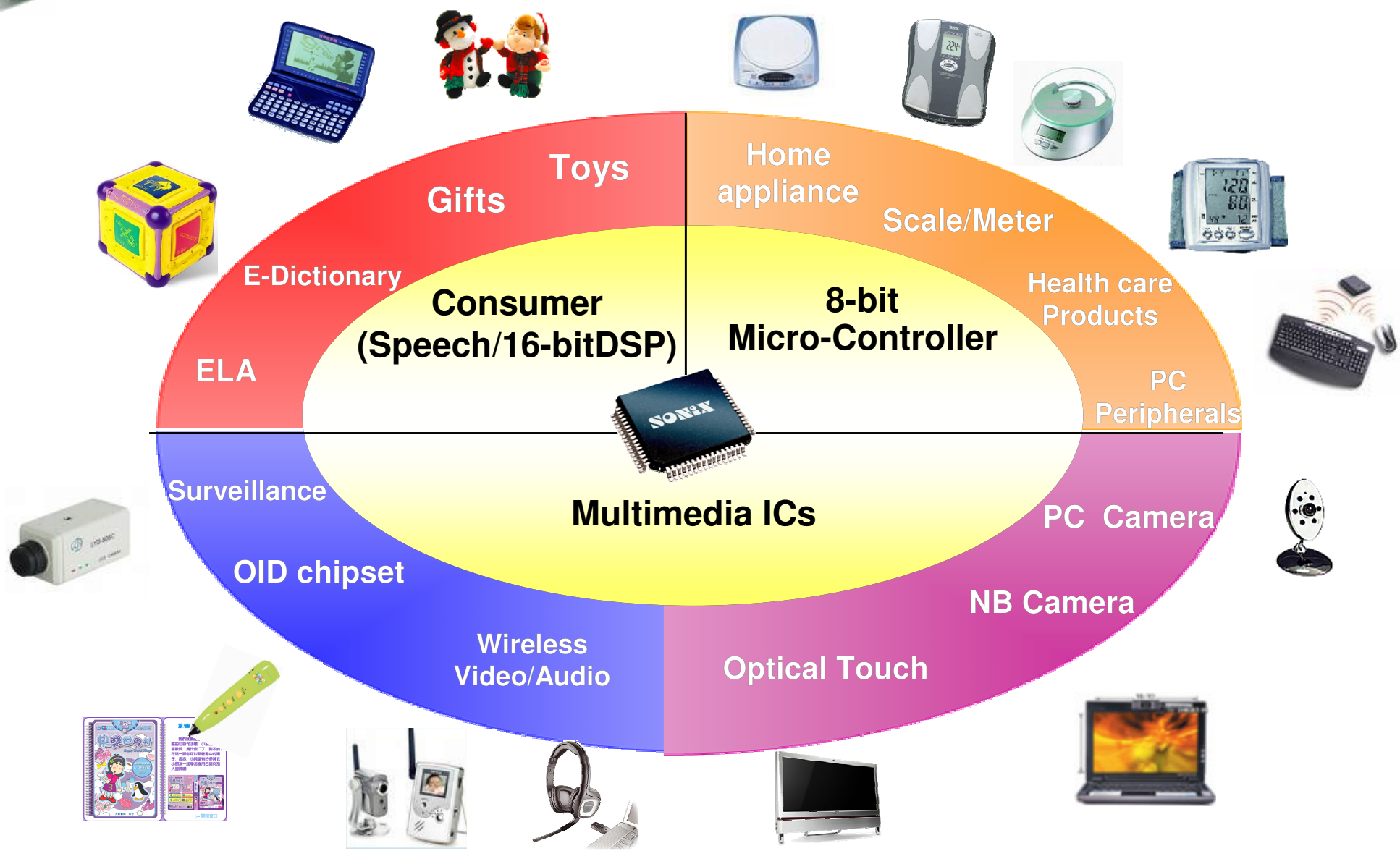
SONiX Technology Co., Ltd. Company Briefing

Spokesman: Daniel Pan

Date: November, 2010



Product Lines & Applications



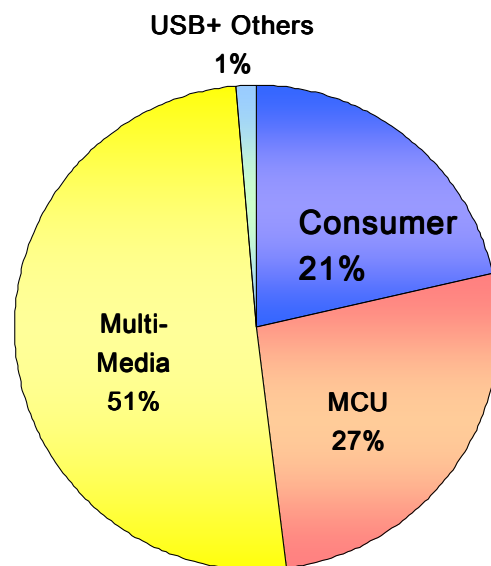
Product Mix



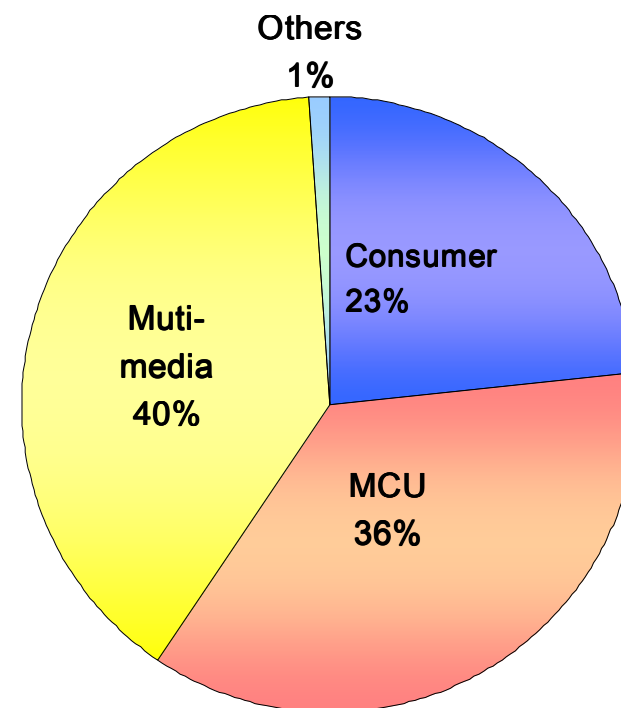
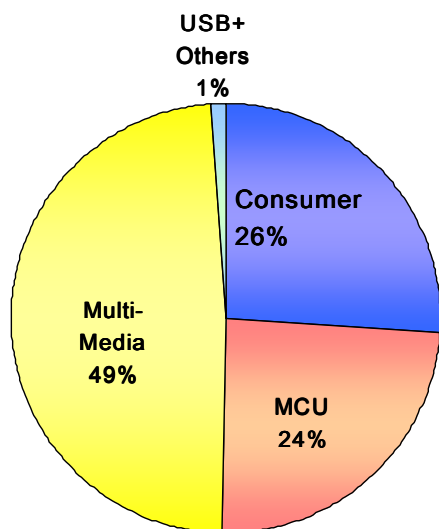
2009 revenue NT\$3.6 billion; 2010 Jan.~Sep. revenue NT\$3.2 million

2010 Jan.~Sep.

2009



2008



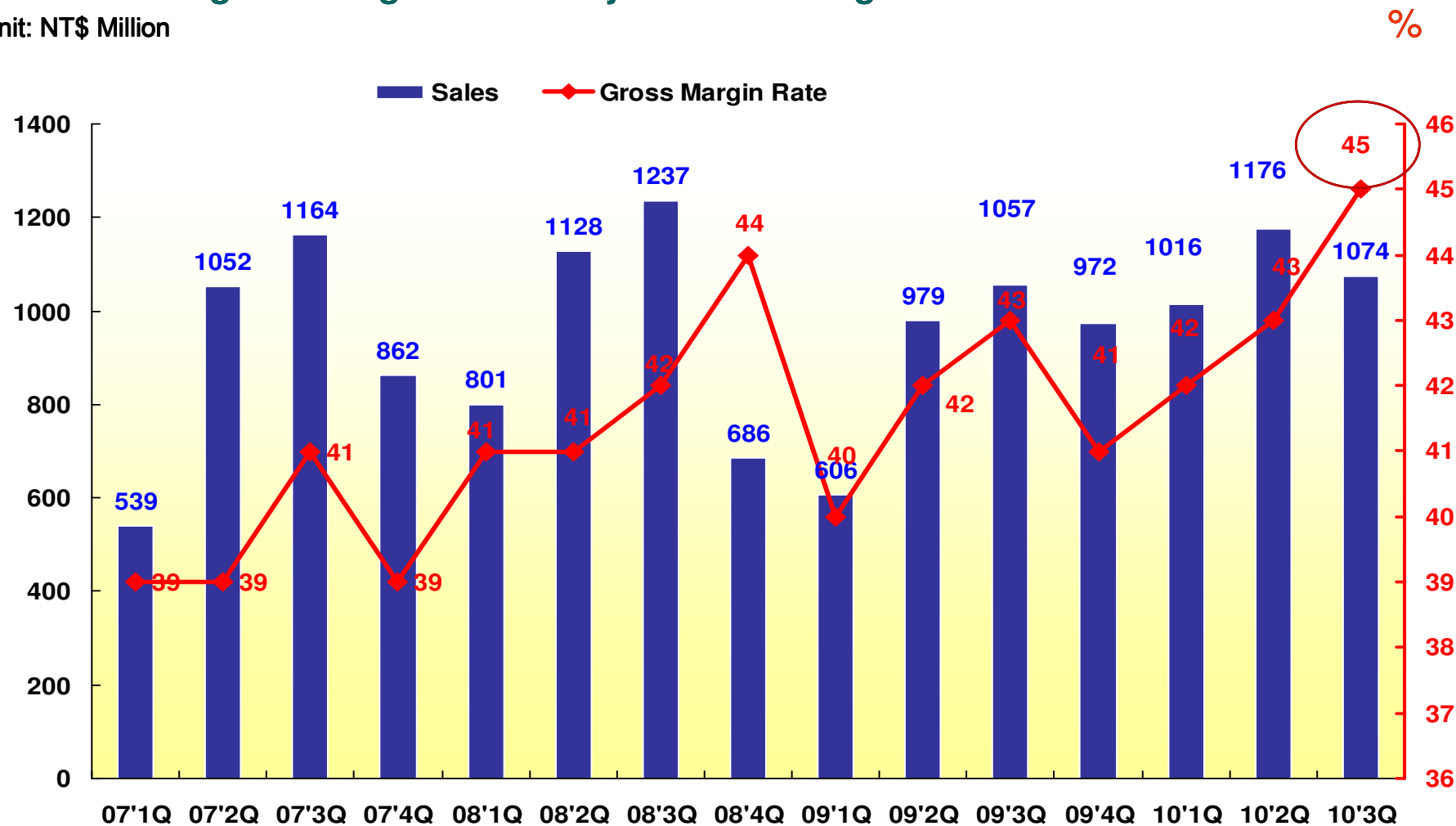
Revenue & Margin Trend



■ Average gross margin rate above 40%

■ 2010 3Q gross margin rate set 3 years record high

Unit: NT\$ Million



2010 3Q Financial Results Summary



Unit: NT\$ in Thousand

| | 2010 Jan.~Sep. | 2009 Jan.~Sep. |
|-------------------------------------|----------------|----------------|
| Net Sales | 3,266,125 | 2,642,531 |
| Net Income | 696,000 | 551,061 |
| *EPS (NTD) | 4.15 | 3.29 |
| Cash | 1,171,821 | 1,014,747 |
| Available-for-sale Financial Assets | 421,551 | 566,476 |
| Inventory-Net | 465,865 | 226,717 |
| Inventory Turnover Days | 64 | 68 |
| Account Receivable-Net | 603,556 | 571,464 |
| Total Assets | 4,100,789 | 3,814,494 |
| Total Liabilities | 789,347 | 736,026 |
| Stockholders' Equity | 3,311,442 | 3,078,468 |

*EPS (after tax) are based on the weighted average number of outstanding shares

2010 Jan.~Sep. Results YoY



Income Statements

Unit: NT\$ in Thousand

| | 2010 Jan.~Sep | % | 2009 Jan.~Sep. | % | Growth(%) |
|--------------------------|------------------|------|------------------|------|------------|
| Net Sales | 3,266,125 | 100% | 2,642,531 | 100% | 24% |
| *Gross Profit | 1,416,066 | 43% | 1,110,624 | 42% | 28% |
| Operating Income | 791,336 | 24% | 564,339 | 21% | 40% |
| Income before Tax | 812,106 | 25% | 554,139 | 21% | 47% |
| Net Income | 696,000 | 21% | 551,061 | 21% | 26% |
| Gross Margin Rate | 43% | | 42% | | |
| *EPS (NT Dollars) | 4.15 | | 3.29 | | |

*EPS (after tax) are based on the weighted average number of outstanding shares

2010 3Q Results YoY



Income Statements

Unit: NT\$ in Thousand

| | 2010 3Q | % | 2009 3Q | % | Growth(%) |
|-------------------|-----------|------|-----------|------|-----------|
| Net Sales | 1,073,999 | 100% | 1,057,245 | 100% | 2% |
| Gross Profit | 483,719 | 45% | 456,175 | 43% | 6% |
| Operating Income | 252,446 | 24% | 261,995 | 25% | -4% |
| Income Before Tax | 255,668 | 24% | 258,707 | 24% | -1% |
| Net Income | 224,720 | 21% | 253,896 | 24% | -11% |
| Gross Margin Rate | 45% | | 43% | | |
| *EPS (NT Dollars) | 1.34 | | 1.51 | | |

**EPS (after tax) are based on the weighted average number of outstanding shares

2010 3Q Results QoQ



Income Statements

Unit: NT\$ in Thousand

| | 2010 3Q | % | 2010 2Q | % | Growth(%) |
|-------------------|-----------|------|-----------|------|-----------|
| Net Sales | 1,073,999 | 100% | 1,175,654 | 100% | -9% |
| Gross Profit | 483,719 | 45% | 510,229 | 43% | -5% |
| Operating Income | 252,446 | 24% | 306,486 | 26% | -18% |
| Income Before Tax | 255,668 | 24% | 315,083 | 27% | -19% |
| Net Income | 224,720 | 21% | 233,724 | 20% | -4% |
| Gross Margin Rate | 45% | | 43% | | |
| *EPS (NT Dollars) | 1.34 | | 1.39 | | |

**EPS (after tax) are based on the weighted average number of outstanding shares

Growth Drivers



- MCU (Flash type/USB type/ Industrial Grade)
- High- end NB Camera
- OLD Applications
- 2.4 G RF Wireless Video/Audio solution

High Cash Dividend Trend



- High dividend yield (around 6%)
- High cash dividend in the previous years

| | 2005 | 2006 | 2007 | 2008 | 2009 |
|--------------------|------|------|------|------|------|
| | 4.26 | 4.98 | 5.45 | 4.43 | 4.5 |
| Cash(NT\$) | 3 | 3.7 | 3.78 | 2.99 | 4 |
| Stock(NT\$) | 0.5 | 0.3 | 0.29 | 0 | 0 |
| Cash | 86% | 93% | 93% | 100% | 100% |
| Stock | 14% | 7% | 7% | 0 | 0 |

- Cash Dividend: NT\$ 4 per share; Dividend Day July 7th.
- Employee Cash Bonus: **NT\$160,000,000**

Q & A

