

松翰科技公司簡介

SONiX Technology Co., Ltd. Company Briefing

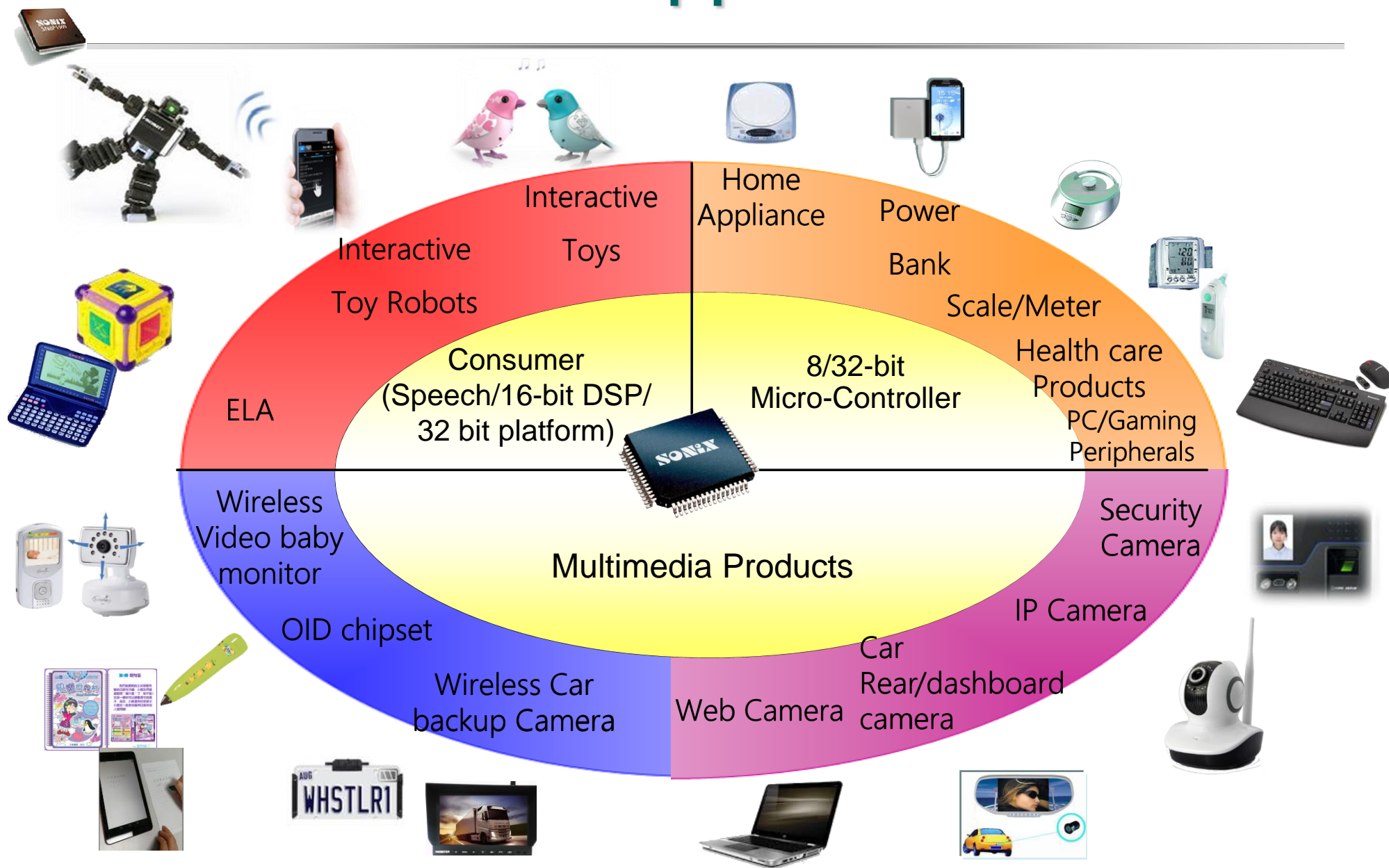
Spokes person: Daniel Pan



Now That's Smart.

Date: March 10th , 2021

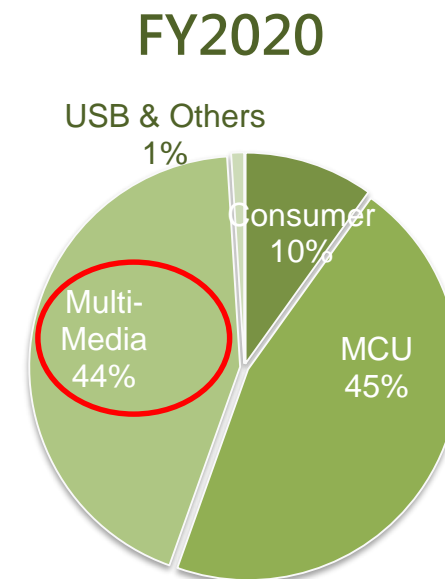
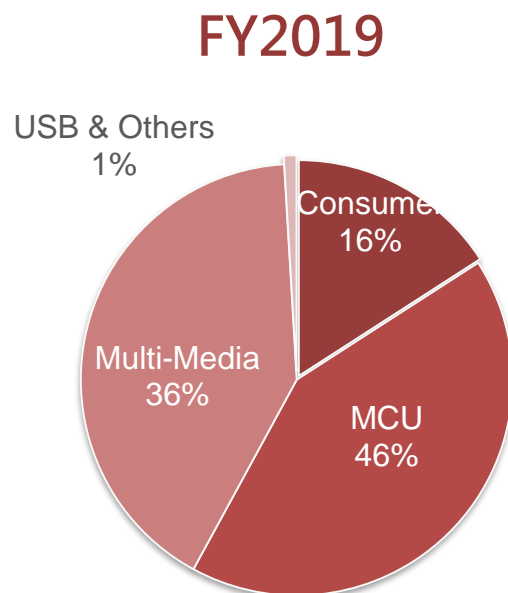
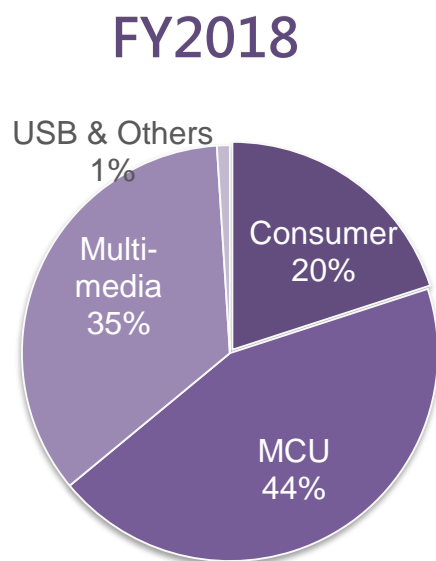
Product Lines & Applications



Product Mix Change





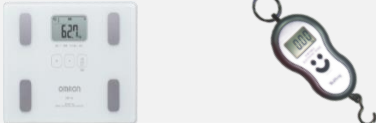























- Revenue of MCU products increased 62% YoY in 2020.
- Multimedia products with strong growth momentum.



Sonix MCU Overview by Applications



SOC MCU (w/12-24bit ADC) (Healthcare)	GP (General Purpose)			USB (w/USB) (PC Peripheral)
<p>Forehead /Ear thermometer</p>  <p>Mesh Nebulizer</p>  <p>Blood pressure Monitor</p>  <p>Glucose Meter</p>  <p>Scale Products</p> 	<p>Remote Control</p>    <p>Battery Charger</p> 	<p>Drone</p>  <p>Others</p>    	<p>Home Appliances</p>      	<p>PC Peripherals</p>   <p>Gaming Accessories</p>    <p>USB Type C PD Charger</p> 

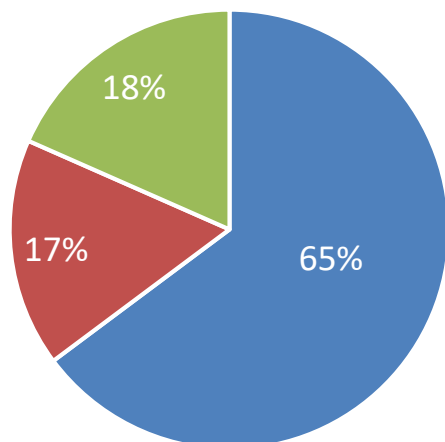
Sonix 2020 MCU breakdown



- Due to COVID-19 , SOC MCU for healthcare products increased dramatically in 2020 1H.
- Demands for GP (General Purpose MCU) is recovering in 2020 2H.

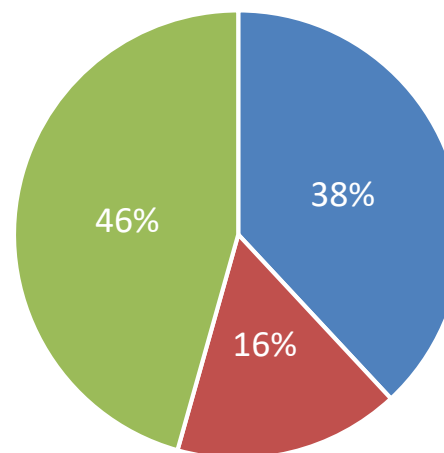
2019

■ GP MCU ■ USB MCU ■ SOC MCU



2020

■ GP MCU ■ USB MCU ■ SOC MCU

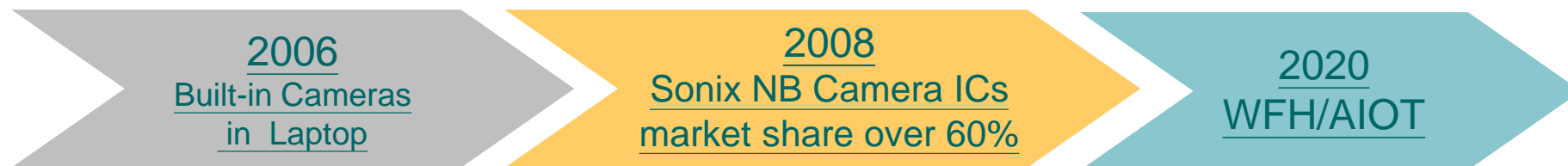


Growth Opportunity – Webcam ICs



Multimedia ICs are the key growth driver for Sonix

- Aggressive expansion



- New applications create larger markets

Embedded in Laptops

High adaption rate of Laptop
HD/FHD/DNR

Windows Hello

Standalone Web Cam.

Covid -19 impact – webcam demands

- Video Conference
- Work from Home
- Online Learning

New Applications

Face Recognition-
Security, Access Control

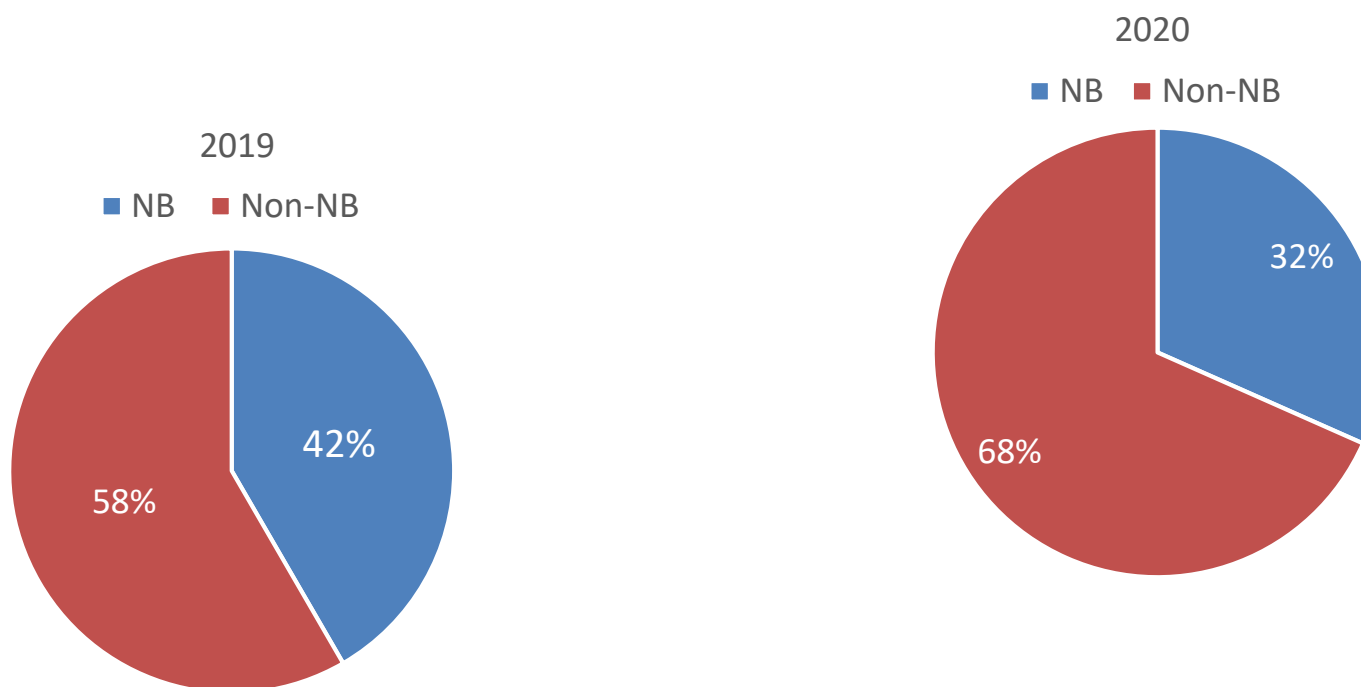
Document camera

Payment system

Webcam IC Revenue Grows 135% YoY



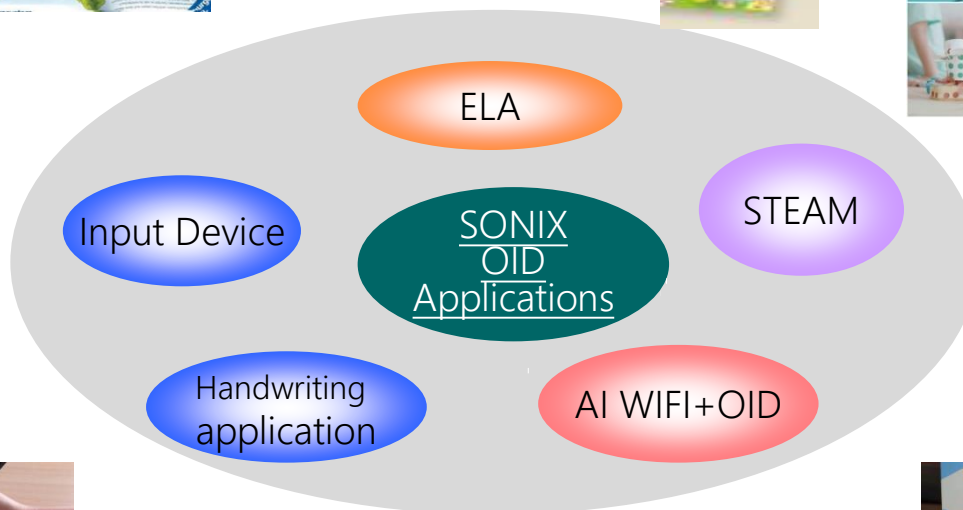
- Major growth is for non-NB applications including Standalone Webcam, Webcam for security, face recognition for access control, face recognition for payment..etc.,.



OID Applications



- Sonix's proprietary technology launched in 2002.
- By using OID chipsets to retrieve “invisible codes” which imprinted on paper material, to perform customized actions.

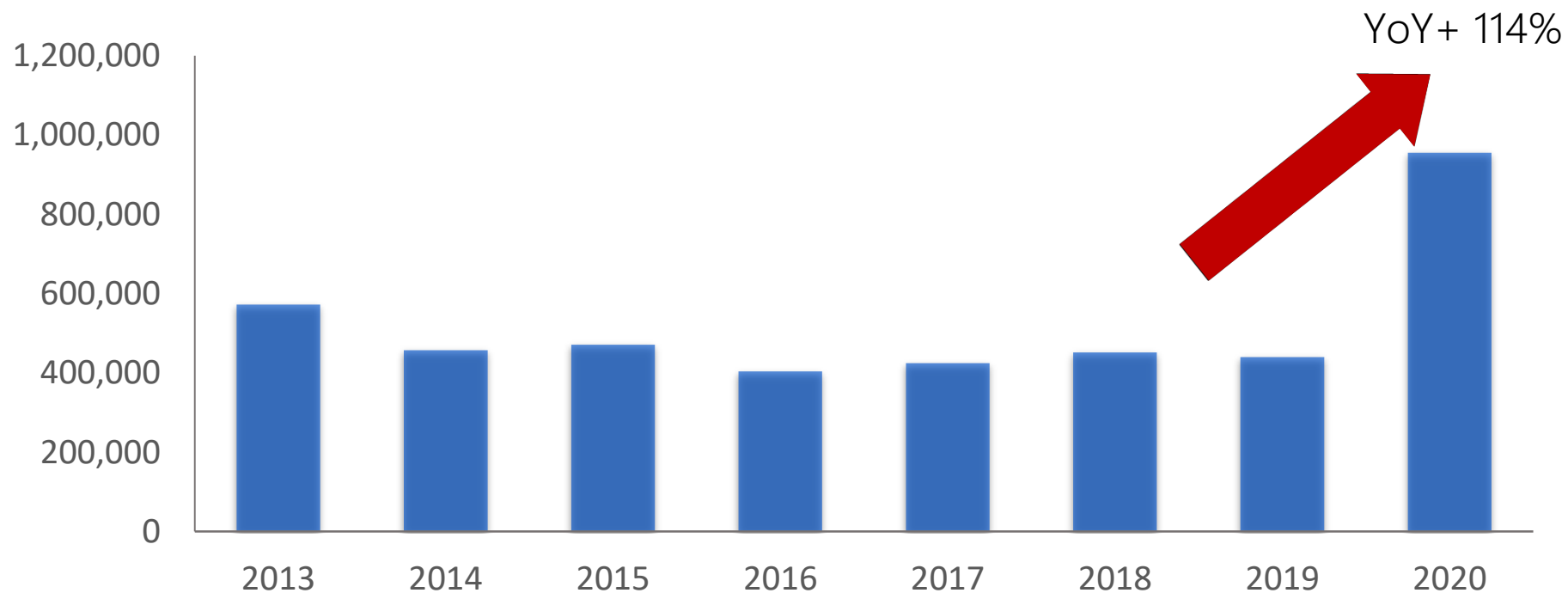


OID Revenue Trend



■ Online Learning demand is boosting OID revenue

Unit: NT\$ in Thousand



Key Growth Driver for 2021- OI



- China Education Market size will reach 3.36 trillion by 2020 and online learning market accounts for 10.41%. The largest proportion of online learning market is K12&STEAM
- Remarkable customers of Sonix OI
 - English Learning Kit focus on 3~8 years old children

启蒙英语 3-8岁
就上腾讯开心鼠

专业权威 科学有效 智趣学习 腾讯出品

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Key Growth Driver for 2021-MCU



■ SOC MCU - Healthcare solutions

Forehead thermometer

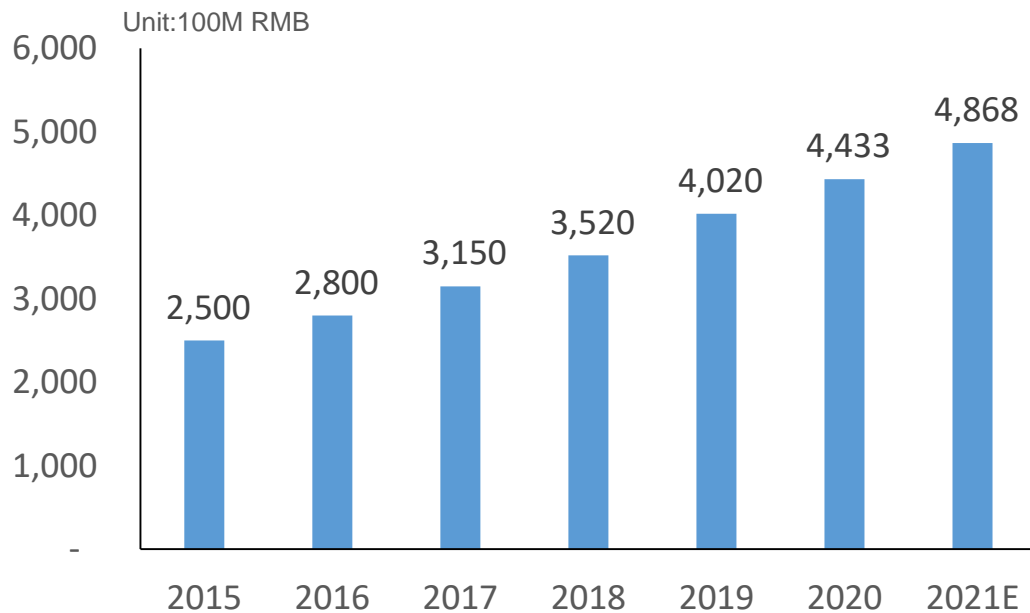


Oximeter



■ GP MCU – Home appliance applications in China Market

2015-2021 China Home Appliance Market



Source : ASKCI

Home Appliance Ecosystem



2020 Financial Results Summary



Unit: NT\$ in Thousand

	2020	2019
Net Sales	5,370,626	3,234,503
Net Income	1,025,601	362,207
EPS (NTD)	6.11	2.03
Cash and cash equivalents	1,481,511	724,611
Inventories, net	915,940	668,976
Inventory Turnover Days	100	129
Accounts and Notes Receivables	664,814	405,982
Total Assets	5,092,369	3,636,826
Total Liabilities	1,194,509	626,622
Total Equity	3,897,860	3,010,204

2020 Financial Results YoY



Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2020	%	2019	%	YoY(%)
Net Sales	5,370,626	100%	3,234,503	100%	66%
Gross Profit	2,282,470	42%	1,289,224	40%	77%
Operating Income	1,236,163	23%	362,207	11%	241%
Income Before Tax	1,238,222	23%	395,236	12%	213%
Net Income	1,025,601	19%	341,522	11%	200%
Gross Margin Rate	42%		40%		
EPS (NT Dollars)	6.11		2.03		

2020 4Q Financial Results YoY



Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2020 4Q	%	2019 4Q	%	YoY(%)
Net Sales	1,515,096	100%	838,979	100%	81%
Gross Profit	615,918	41%	334,941	40%	84%
Operating Income	349,854	23%	105,493	13%	232%
Income Before Tax	344,512	23%	102,120	12%	237%
Net Income	259,327	17%	82,644	10%	214%
Gross Margin Rate	41%		40%		
EPS (NT Dollars)	1.55		0.49		

2020 4Q Financial Results QoQ



Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2020 4Q	%	2020 3Q	%	QoQ(%)
Net Sales	1,515,096	100%	1,530,287	100%	-1%
Gross Profit	615,918	41%	616,279	40%	0%
Operating Income	349,854	23%	345,075	23%	1%
Income Before Tax	344,512	23%	352,987	23%	-2%
Net Income	259,327	17%	290,001	19%	-11%
Gross Margin Rate	41%		40%		
EPS (NT Dollars)	1.55		1.73		

High Cash Dividend Trend



■ High payout ratio

Unit: NT\$

Year	2015	2016	2017	2018	2019	2020
EPS	2.32	1.67	1.41	2.02	2.03	6.11
Cash Dividend	2.2	1.8	1.5	2.08	2.1	5.7
Payout Reatio	95%	108%	106%	103%	103%	93%

Q & A

