

松翰科技公司簡介

SONiX Technology Co., Ltd. Company Briefing

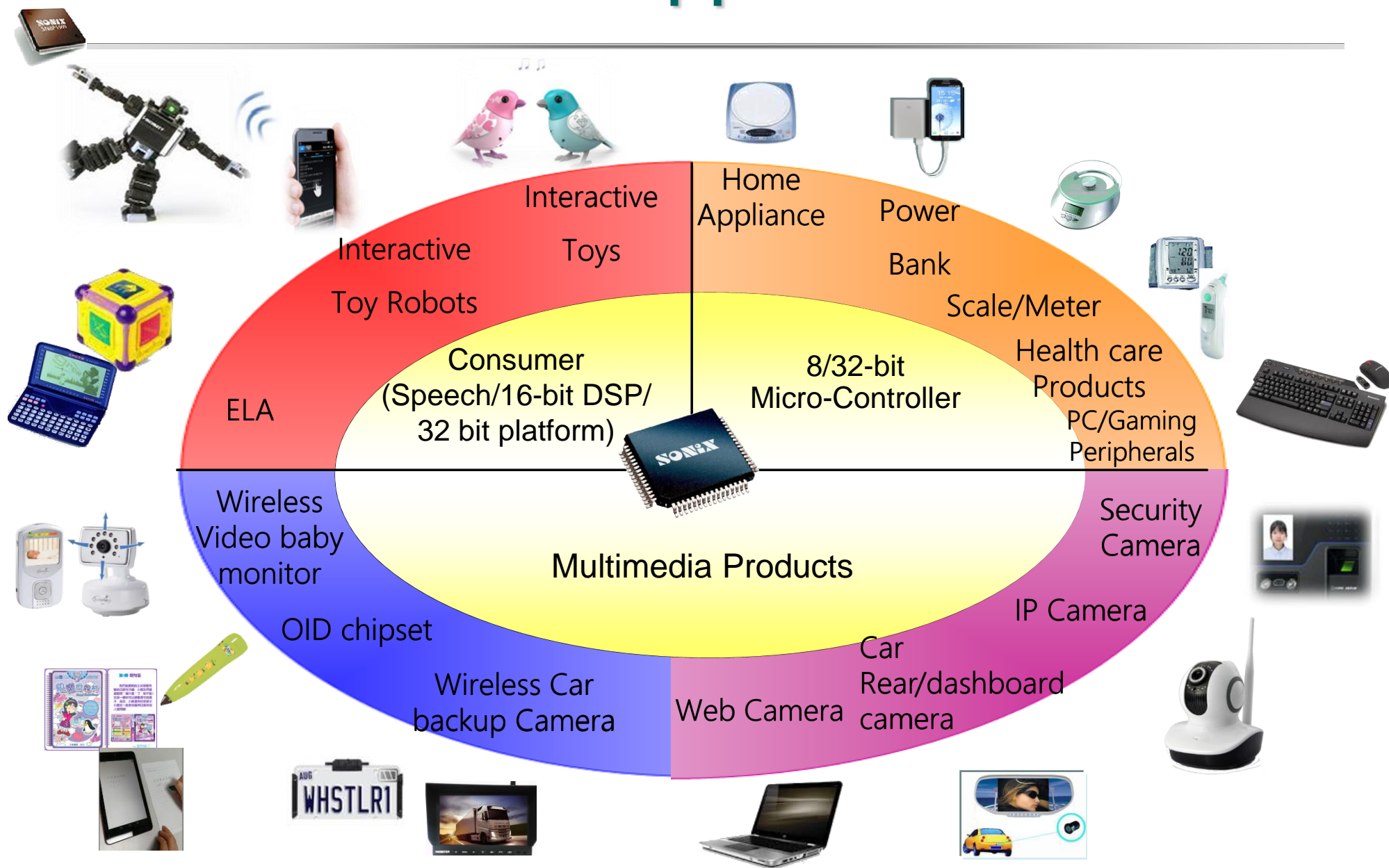
Spokesperson: Daniel Pan



Now That's Smart.

Date: May 14th, 2021

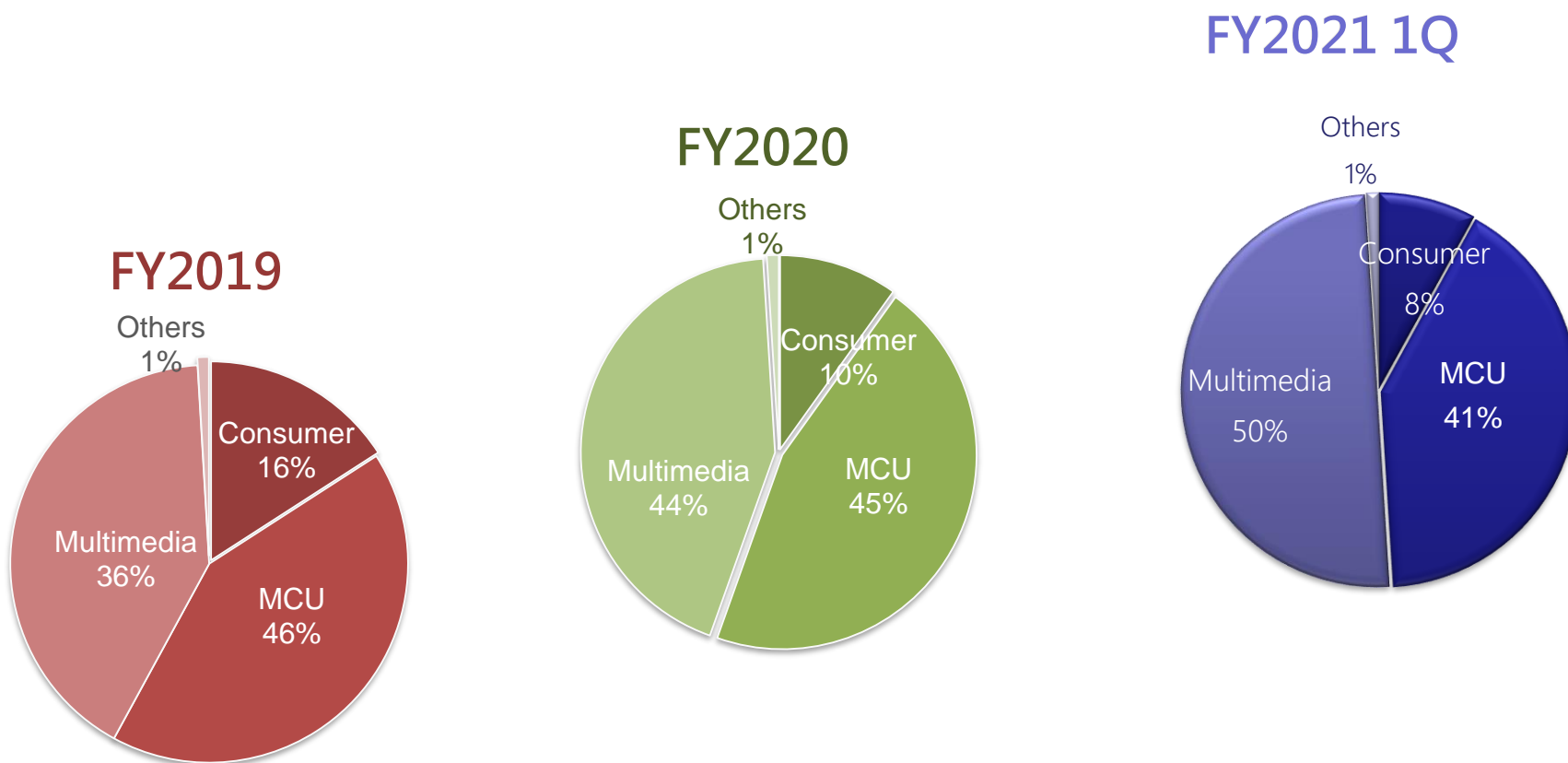
Product Lines & Applications



Product Mix Change





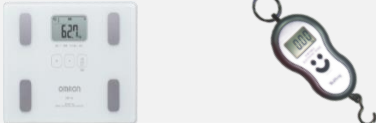























- Multimedia products with strong growth momentum in 2021 1Q



Sonix MCU Overview by Applications

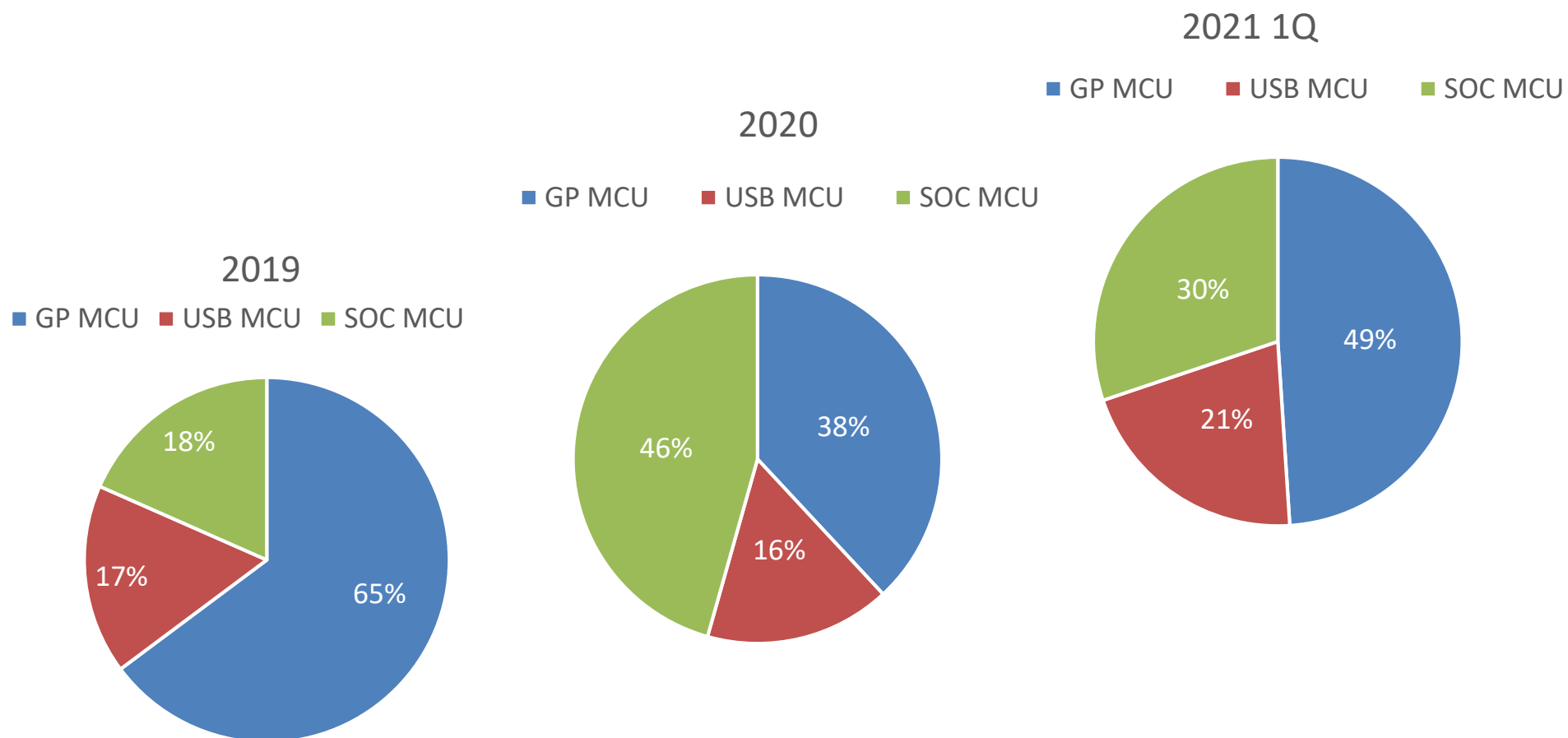


SOC MCU (w/12-24bit ADC) (Healthcare)	GP (General Purpose)			USB (w/USB) (PC Peripheral)
<p>Forehead /Ear thermometer</p>  <p>Mesh Nebulizer</p>  <p>Blood pressure Monitor</p>  <p>Glucose Meter</p>  <p>Scale Products</p> 	<p>Remote Control</p>    <p>Battery Charger</p> 	<p>Drone</p>  <p>Others</p>  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

2021 MCU breakdown



- Demands for GP (General Purpose MCU) was recovering in 2020 2H and with strong momentum in 2021 1Q

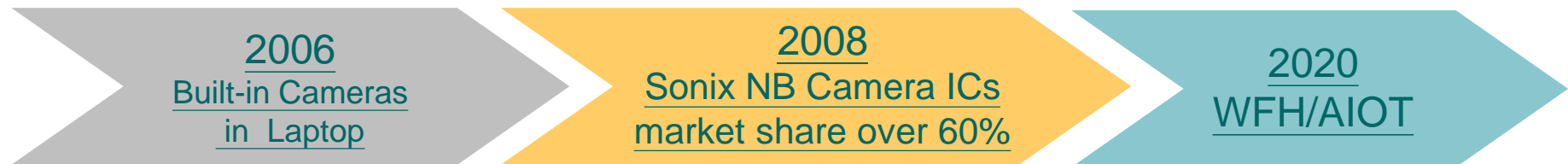


Growth Opportunity – Webcam ICs



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

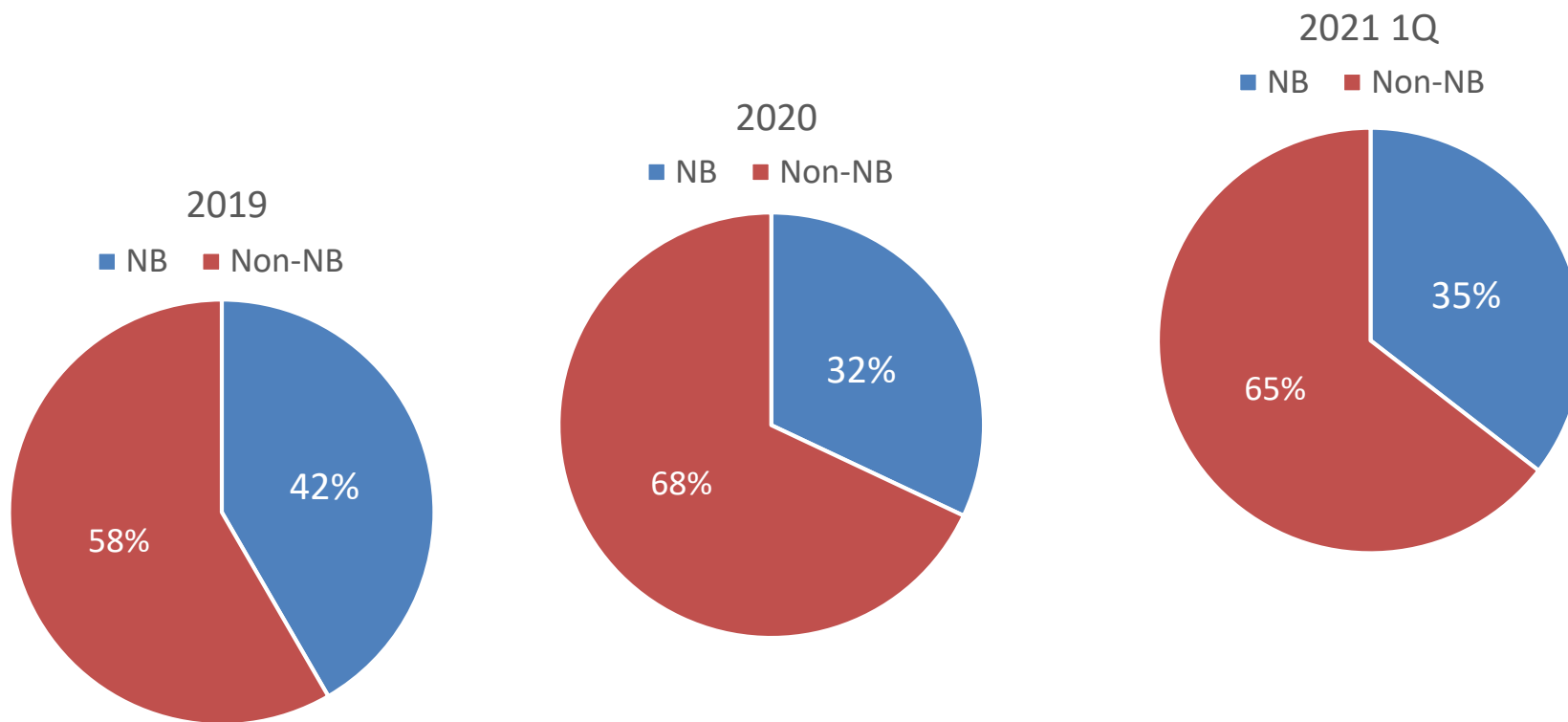
Document camera

Payment system

Webcam IC breakdown



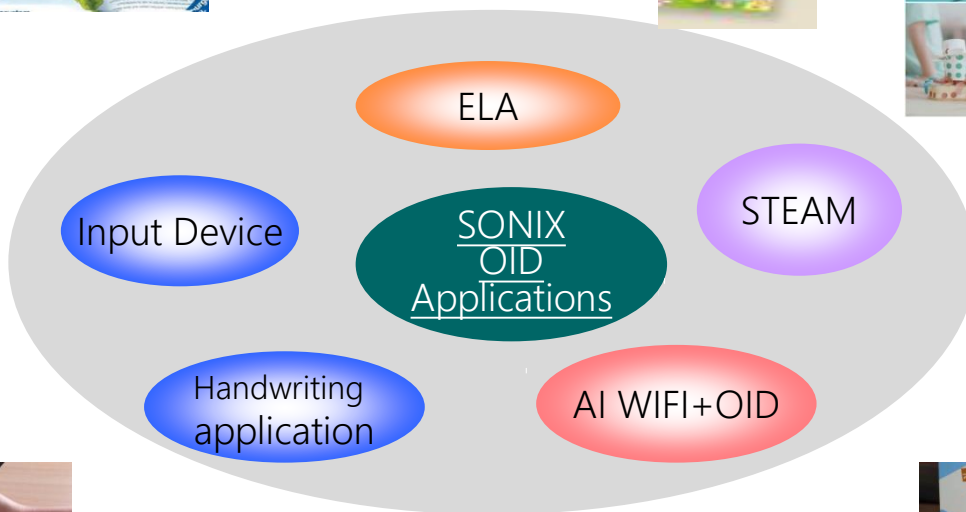
- Webcam IC demand still strong in 2021 1Q



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.



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

斑马AI课

加赠
点读笔礼盒
让知识发声 学习更轻松

瓜瓜龙启蒙

丰富有趣的智能点读教材



Key Growth Driver for 2021-MCU



■ SOC MCU - Healthcare solutions

Forehead thermometer



Oximeter

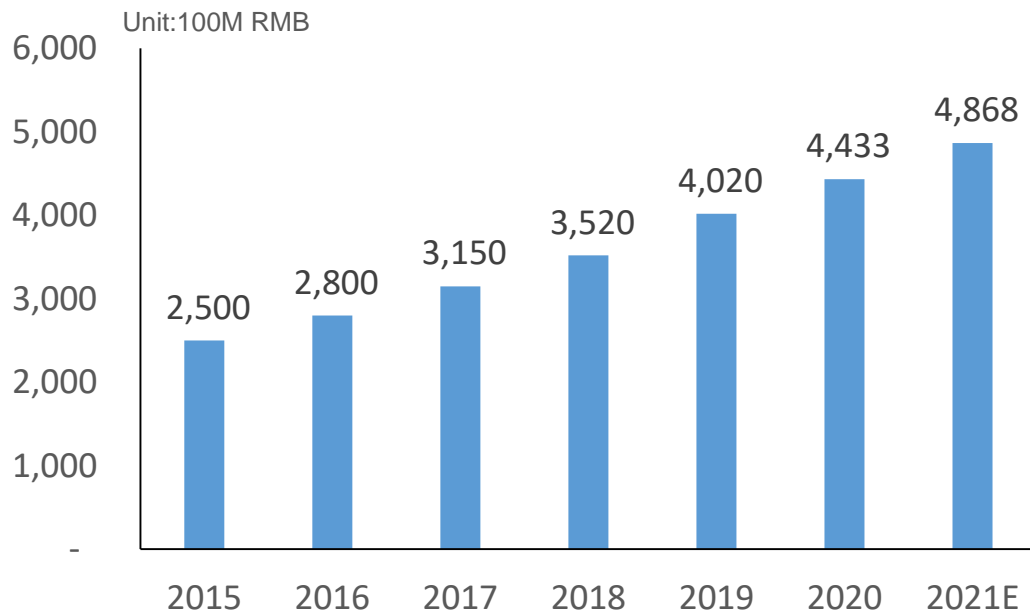


Blood pressure Monitor Glucose Meter



■ GP MCU – Home appliance applications in China Market

2015-2021 China Home Appliance Market



Source : ASKCI

Home Appliance Ecosystem

 米家毛球修剪器	 米家除湿仪	 向物除臭杀菌速干烘鞋器-零	 云米踢脚线电暖器
 【老罗推荐】心想即热饮水机3...	 智米电暖器取暖器1S	 【老罗推荐】智米纯净型加湿器	 米家手持挂烫机
 小米米家空气净化器2S	 德尔玛加湿器DEM-F301	 赫特变频擦窗机器人DDC55	 米家吸尘器

2021 1Q Financial Results Summary



Unit: NT\$ in Thousand

	2021 1Q	2020 1Q
Net Sales	1,387,121	834,342
Net Income	356,134	158,295
EPS (NTD)	1.60	0.86
Cash and cash equivalents	1,695,246	785,907
Inventories, net	1,007,932	797,953
Inventory Turnover Days	119	162
Accounts and Notes Receivables	618,570	435,946
Total Assets	5,391,757	3,873,361
Total Liabilities	1,241,665	793,137
Total Equity	4,150,092	3,080,224

2021 Financial Results YoY



Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2021 1Q	%	2020 1Q	%	YoY(%)
Net Sales	1,387,121	100%	834,342	100%	66%
Gross Profit	613,042	44%	383,046	46%	60%
Operating Income	356,134	26%	158,295	19%	125%
Income Before Tax	356,817	26%	163,753	19%	118%
Net Income	269,276	19%	144,265	17%	87%
Gross Margin Rate	44%		46%		
EPS (NT Dollars)	1.60		0.86		

2021 1Q Financial Results QoQ



Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2021 1Q	%	2020 4Q	%	QoQ%
Net Sales	1,387,121	100%	1,515,096	100%	-8%
Gross Profit	613,042	44%	615,918	41%	0%
Operating Income	356,134	26%	349,854	23%	2%
Income Before Tax	356,817	26%	344,512	23%	4%
Net Income	269,276	19%	259,327	17%	4%
Gross Margin Rate	44%		41%		
EPS (NT Dollars)	1.60		1.55		

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

