

# 松翰科技公司簡介

## SONiX Technology Co., Ltd. Company Briefing

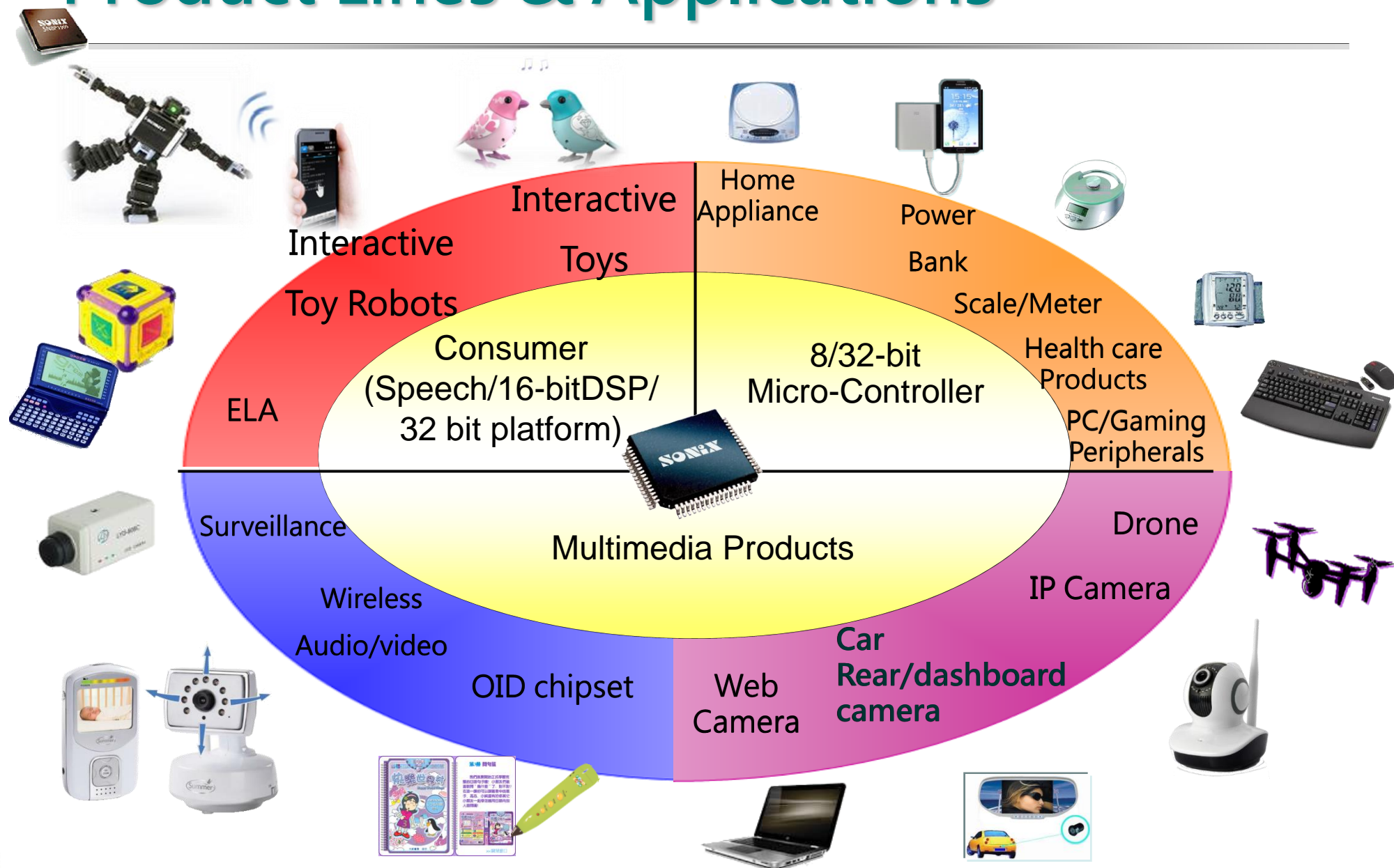
Spokesperson: Daniel Pan



Now That's Smart.

Date: March 17<sup>th</sup>, 2017

# Product Lines & Applications



# 2016 Financial Results Summary



Unit: NT\$ in Thousand

	2016	2015
Net Sales	3,216,843	3,306,229
Net Income	279,523	388,985
EPS (NTD)	1.67	2.32
Cash and cash equivalents	1,328,601	1,045,784
Inventories, net	500,200	322,993
Inventory Turnover Days	95	88
Accounts and Notes Receivables	470,353	455,560
Total Assests	3,693,698	3,727,522
Total Liabilities	695,935	614,745
Total Equity	2,997,763	3,112,777

# 2016 Financial Results YoY



## Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2016	%	2015	%	Growth(%)
<b>Net Sales</b>	<b>3,216,843</b>	<b>100%</b>	<b>3,306,229</b>	<b>100%</b>	<b>-3%</b>
<b>Gross Profit</b>	<b>1,310,066</b>	<b>41%</b>	<b>1,426,479</b>	<b>43%</b>	<b>-8%</b>
<b>Operating Income</b>	<b>303,882</b>	<b>9%</b>	<b>391,964</b>	<b>12%</b>	<b>-22%</b>
<b>Income Before Tax</b>	<b>357,233</b>	<b>11%</b>	<b>453,948</b>	<b>14%</b>	<b>-21%</b>
<b>Net Income</b>	<b>279,624</b>	<b>9%</b>	<b>388,985</b>	<b>12%</b>	<b>-28%</b>
<b>Gross Margin Rate</b>	<b>41%</b>		<b>43%</b>		
<b>EPS (NT Dollars)</b>	<b>1.67</b>		<b>2.32</b>		

# 2016\_4Q Financial Results YoY



## Statements of Comprehensive Income

Unit: NT\$ in Thousand

	<u>FY2016_4Q</u>	%	<u>FY2015_4Q</u>	%	<u>Growth(%)</u>
<b>Net Sales</b>	<b>827,356</b>	<b>100%</b>	<b>811,255</b>	<b>100%</b>	<b>2.0%</b>
<b>Gross Profit</b>	<b>327,309</b>	<b>40%</b>	<b>347,947</b>	<b>43%</b>	<b>-6%</b>
<b>Operating Income</b>	<b>62,752</b>	<b>8%</b>	<b>80,210</b>	<b>10%</b>	<b>-22%</b>
<b>Income Before Tax</b>	<b>90,906</b>	<b>11%</b>	<b>89,645</b>	<b>11%</b>	<b>1%</b>
<b>Net Income</b>	<b>67,201</b>	<b>7%</b>	<b>72,534</b>	<b>9%</b>	<b>-7%</b>
<b>Gross Margin Rate</b>	<b>40%</b>		<b>43%</b>		
<b>EPS (NT Dollars)</b>	<b>0.40</b>		<b>0.43</b>		

# 2016 4Q Financial Results QoQ



## Statements of Comprehensive Income

Unit: NT\$ in Thousand

	<b>FY2016 4Q</b>	<b>%</b>	<b>FY 2016 3Q</b>	<b>%</b>	<b>Growth(%)</b>
<b>Net Sales</b>	<b>827,356</b>	<b>100%</b>	<b>824,685</b>	<b>100%</b>	<b>0%</b>
<b>Gross Profit</b>	<b>327,309</b>	<b>40%</b>	<b>332,400</b>	<b>40%</b>	<b>-2%</b>
<b>Operating Income</b>	<b>62,752</b>	<b>8%</b>	<b>74,790</b>	<b>9%</b>	<b>-16%</b>
<b>Income Before Tax</b>	<b>90,906</b>	<b>11%</b>	<b>93,519</b>	<b>11%</b>	<b>-3%</b>
<b>Net Income</b>	<b>67,201</b>	<b>7%</b>	<b>71,648</b>	<b>9%</b>	<b>-6%</b>
<b>Gross Margin Rate</b>	<b>40%</b>		<b>40%</b>		
<b>EPS (NT Dollars)</b>	<b>0.40</b>		<b>0.43</b>		



# High Cash Dividend Trend



## ■ High payout ratio and dividend yield

Unit: NT\$

Year	2012	2013	2014	2015	2016
EPS	3.2	3.07	3.12	2.32	1.67
Cash Dividend	3	3.2	3.2	2.2	*1.8
Payout Ratio	94%	104%	103%	95%	108%

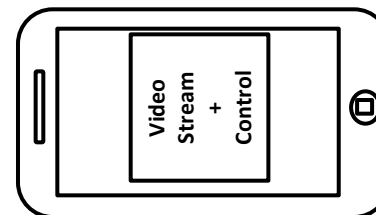
\* Cash Dividend NT\$1.48/pre share and & NT\$0.32/per share from legal reserve.

# IoT Applications-MCU

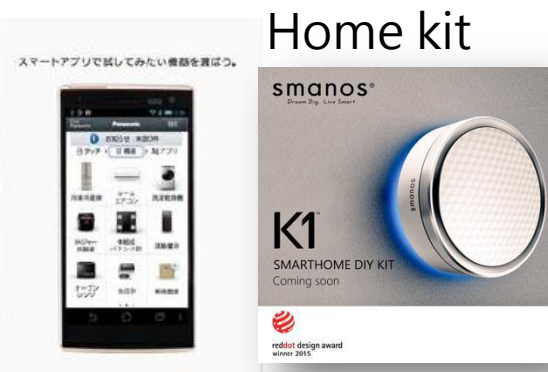


## ■ Smart Medical Device

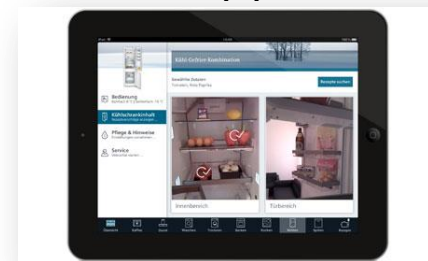
## ■ Smart E-toy



## ■ Smart Home



## Smart appliances





# IoT Applications-Multimedia platform



### IP Camera



### 360° Camera



### Hair/Skin Microscope



### Drone Camera



### Thermal Camera



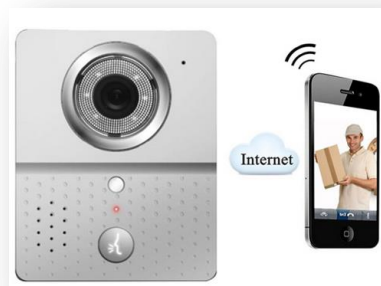
### Robotic Vacuum Cleaner



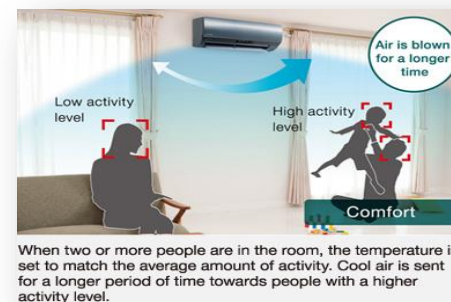
### WIFI Car Recorder



### Smart Door Bell



### Smart air-condition



# IoT Applications-Optical ID



- Smart learning/educational platform

Mobile device



IPTV/Mod



Classroom



# Q & A

