

松翰科技公司簡介

SONiX Technology Co., Ltd. Company Briefing

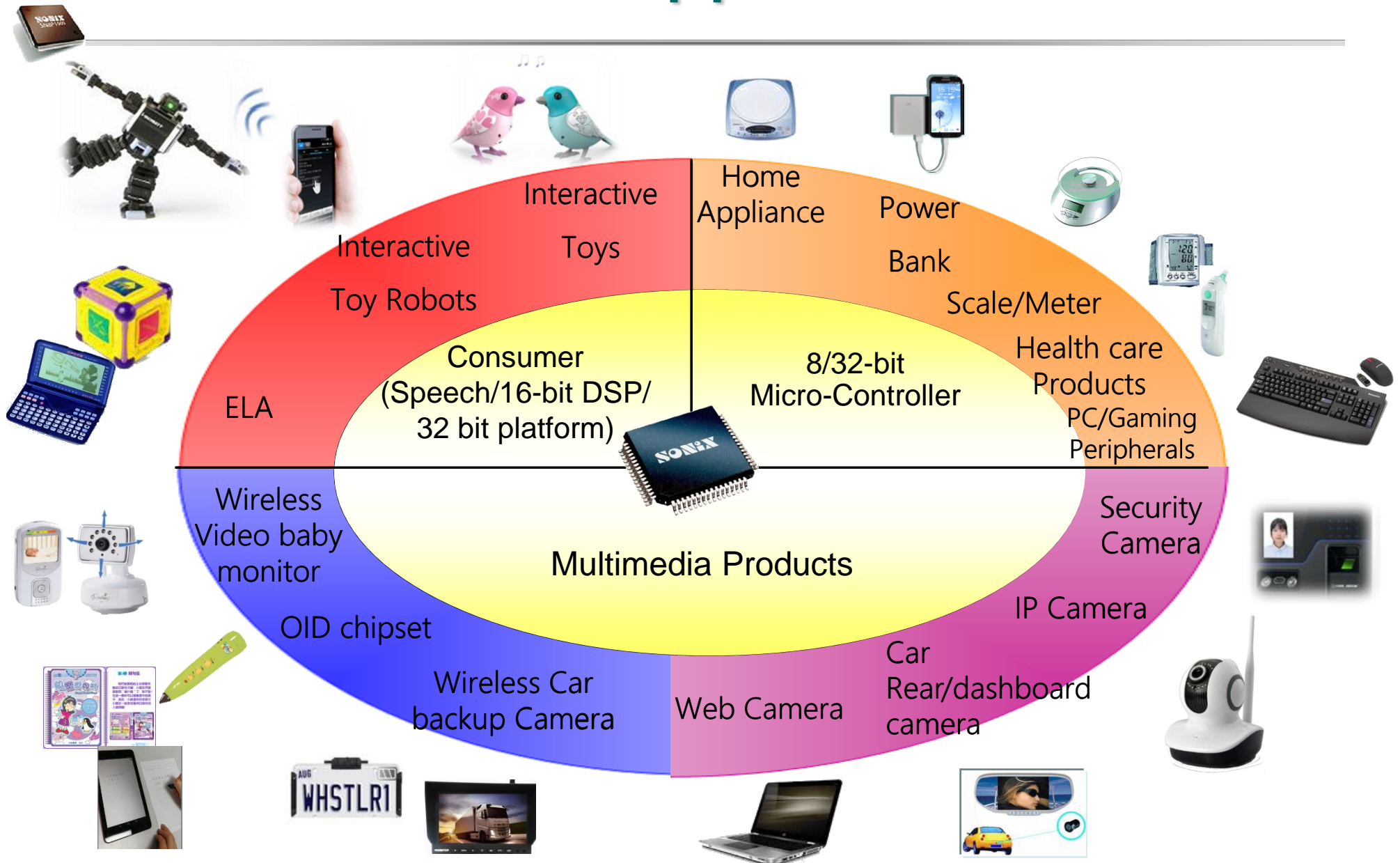
Spokesperson: Daniel Pan



Now That's Smart.

Date: November 25th , 2021

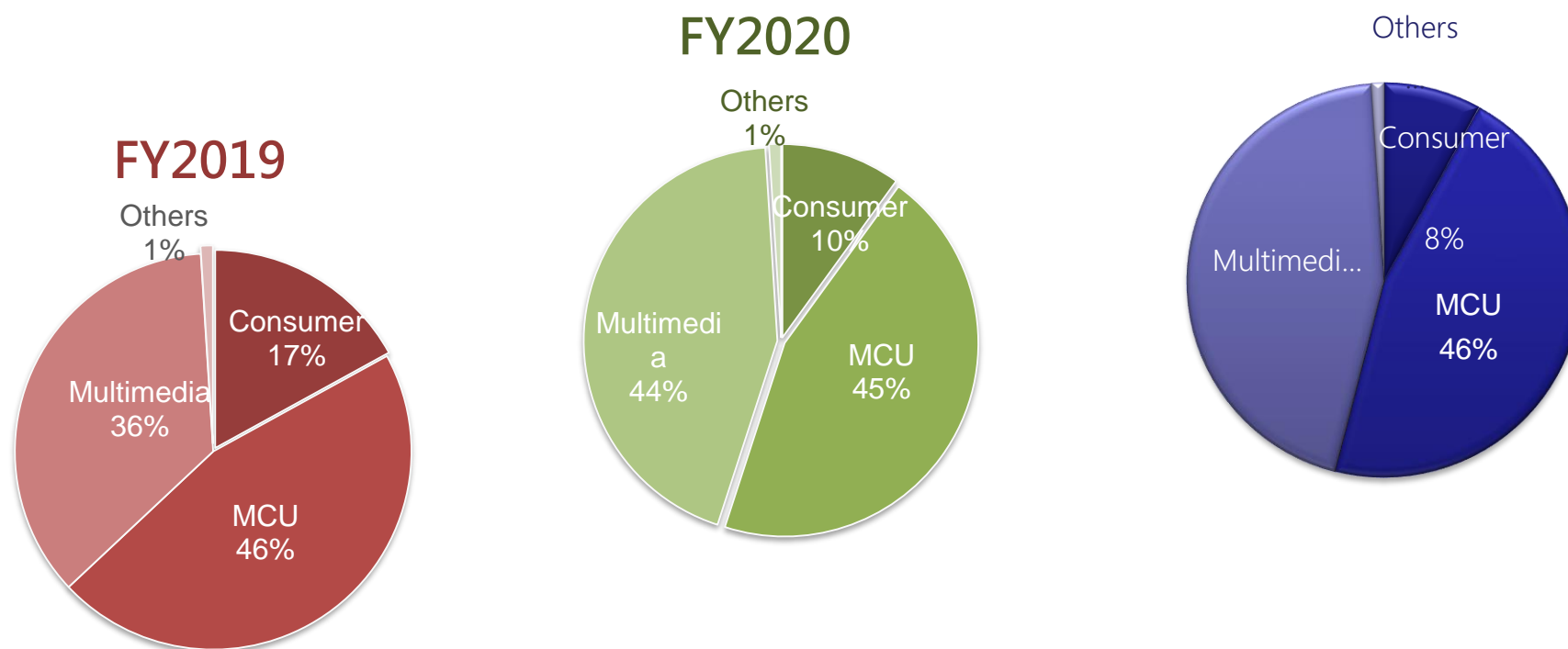
Product Lines & Applications



Product Mix Change





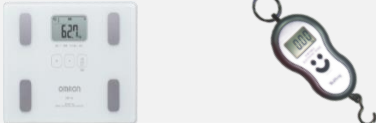























- Multimedia products & MCU with similar momentum in 2021 1Q~3Q



Sonix MCU Overview by Applications

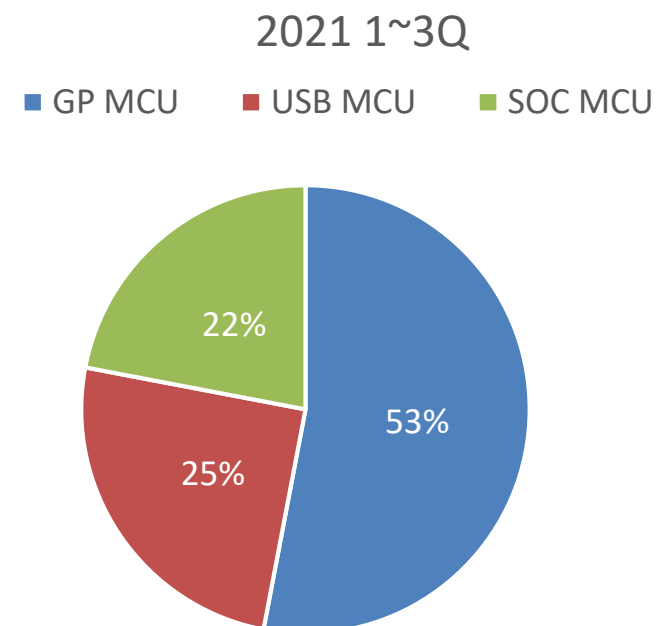
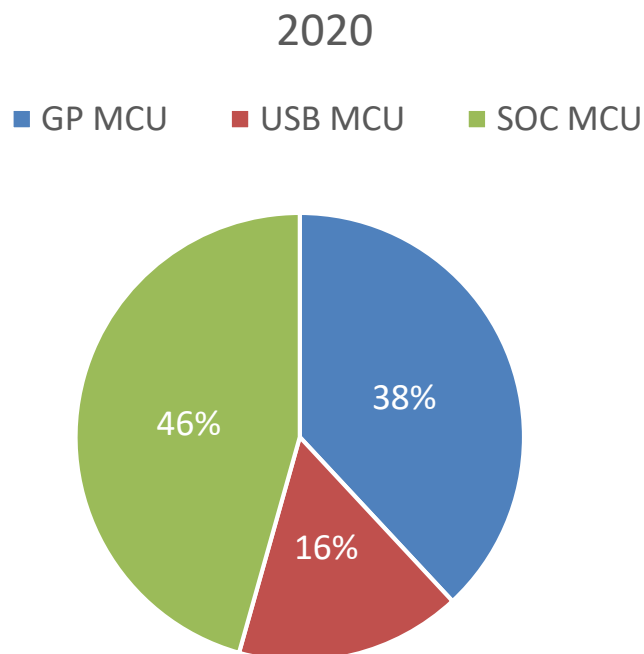
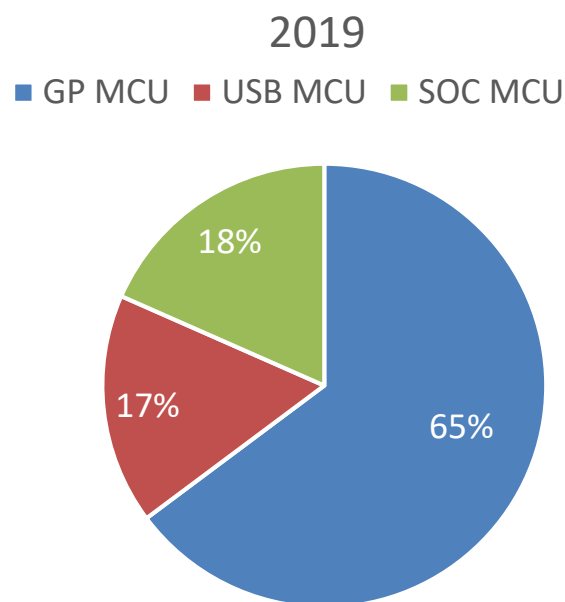


SOC MCU (w/12-24bit ADC) (Healthcare)	GP (General Purpose)			USB (w/USB) (PC Peripheral)
<p>Forehead /Ear thermometer</p>  <p>Mesh Nebulizer</p>  <p>Blood pressure Monitor</p>  <p>Glucose Meter</p>  <p>Scale Products</p> 	<p>Remote Control</p>    <p>Battery Charger</p> 	<p>Drone</p>  <p>Others</p>    	<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) and USB MCU are strong in 2021 3Q

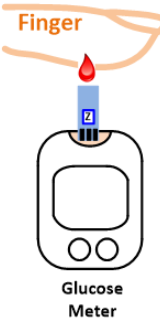


Key Growth Driver for 2021-MCU



■ SOC MCU - Healthcare solutions

HCT Algorithm for Glucose Meter

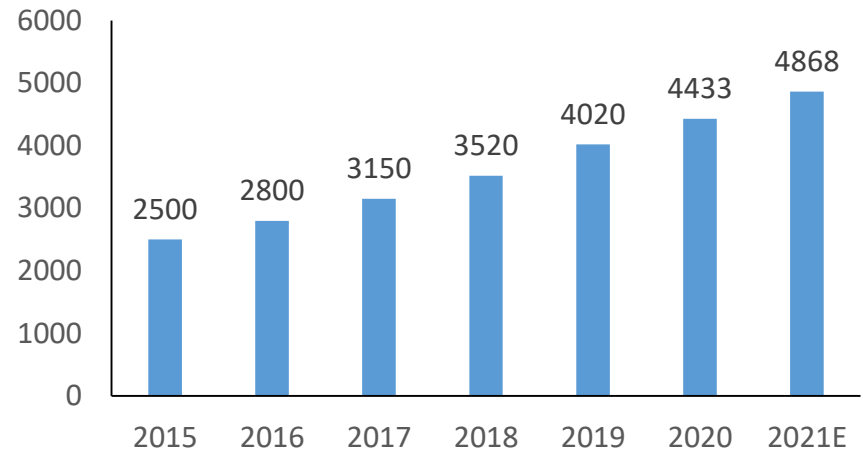


ECG Algorithm for blood pressure monitor



■ GP MCU – Home appliance applications in China

2015-2021 China Home Appliance Market



■ USB MCU – Gaming/PC Peripherals

High-end Gaming Accessories with Sonix's MCU & LED Driver



Keyboard Mouse APP



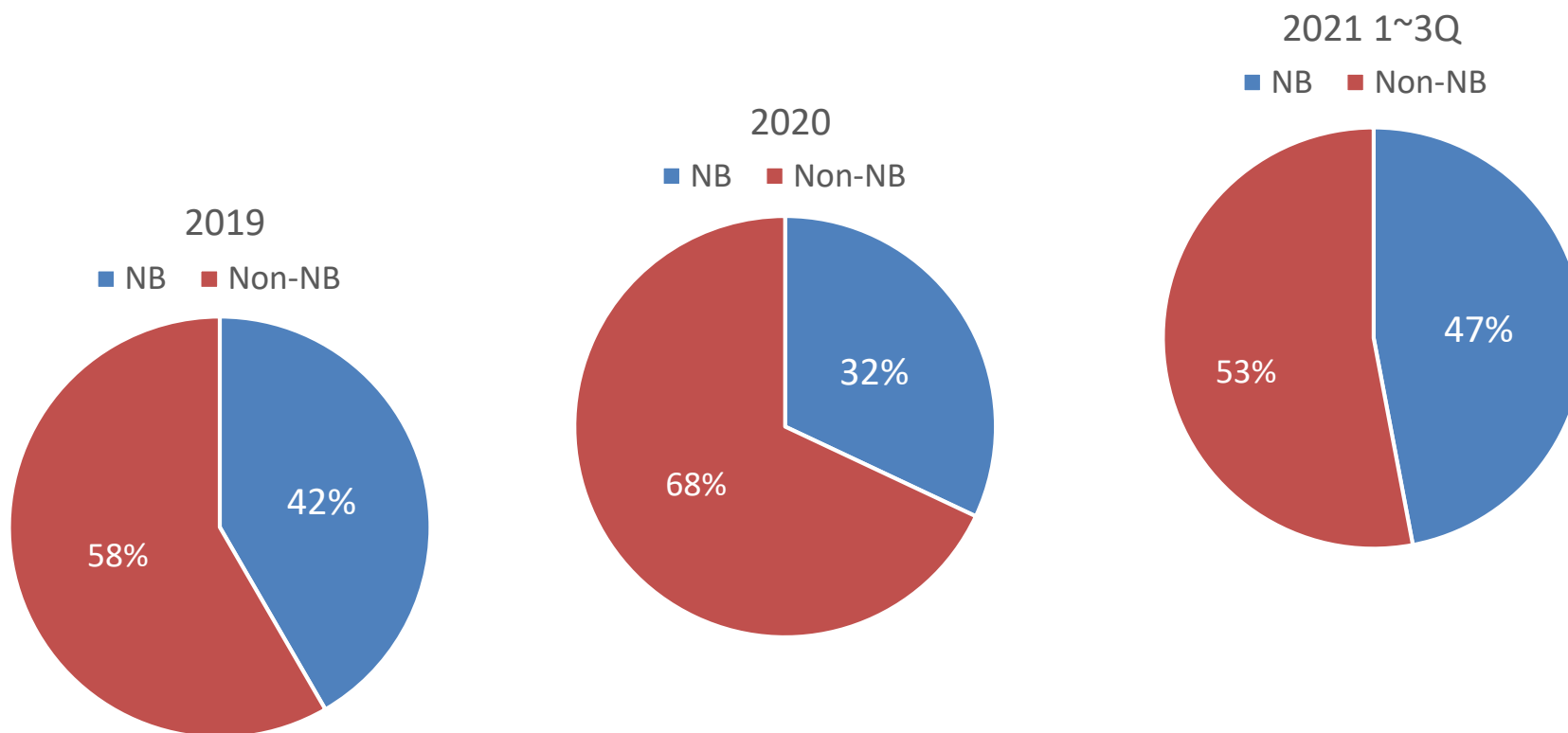
■ USB Type C PD chips



Webcam IC breakdown



- Demands of NB Camera ICs are Still Strong for Commercial Applications



Growth Opportunity – Webcam ICs



Multimedia ICs are the key growth driver for Sonix

- Aggressive expansion



- New applications create larger markets : FHD/5M/DNR

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

2021 1~3Q Financial Results Summary



Unit: NT\$ in Thousand

	2021 1~3Q	2020 1~3Q
Net Sales	4,658,477	3,855,530
Net Income	1,522,012	893,710
EPS (NTD)	7.03	4.56
Cash and cash equivalents	1,280,425	951,406
Inventories, net	1,243,158	919,841
Inventory Turnover Days	136	108
Accounts and Notes Receivables	786,626	741,668
Total Assets	5,348,124	4,471,469
Total Liabilities	1,321,689	973,399
Total Equity	4,026,435	3,498,070

2021 1~3Q Financial Results YoY



Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2021 1~3Q	%	2020 1~3Q	%	YoY(%)
Net Sales	4,658,477	100%	3,855,530	100%	21%
Gross Profit	2,395,520	51%	1,666,552	43%	44%
Operating Income	1,500,840	32%	886,309	23%	69%
Income Before Tax	1,522,012	33%	893,710	23%	70%
Net Income	1,179,625	25%	766,274	20%	54%
Gross Margin Rate	51%		43%		
EPS (NT Dollars)	7.03		4.56		

2021 3Q Financial Results YoY



Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2021 3Q	%	2020 3Q	%	YoY(%)
Net Sales	1,696,716	100%	1,530,287	100%	11%
Gross Profit	961,808	57%	616,279	40%	56%
Operating Income	633,976	33%	345,075	23%	84%
Income Before Tax	666,484	39%	352,987	23%	89%
Net Income	512,494	30%	290,001	19%	77%
Gross Margin Rate	57%		40%		
EPS (NT Dollars)	3.05		1.73		

2021 3Q Financial Results QoQ



Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2021 3Q	%	2021 2Q	%	QoQ(%)
Net Sales	1,696,716	100%	1,574,640	100%	8%
Gross Profit	961,808	57%	820,670	52%	17%
Operating Income	633,976	37%	510,730	33%	24%
Income Before Tax	666,484	39%	498,711	32%	34%
Net Income	512,494	30%	397,855	25%	29%
Gross Margin Rate	57%		52%		
EPS (NT Dollars)	3.05		2.37		

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

