

# 松翰科技公司簡介

## SONiX Technology Co., Ltd. Company Briefing

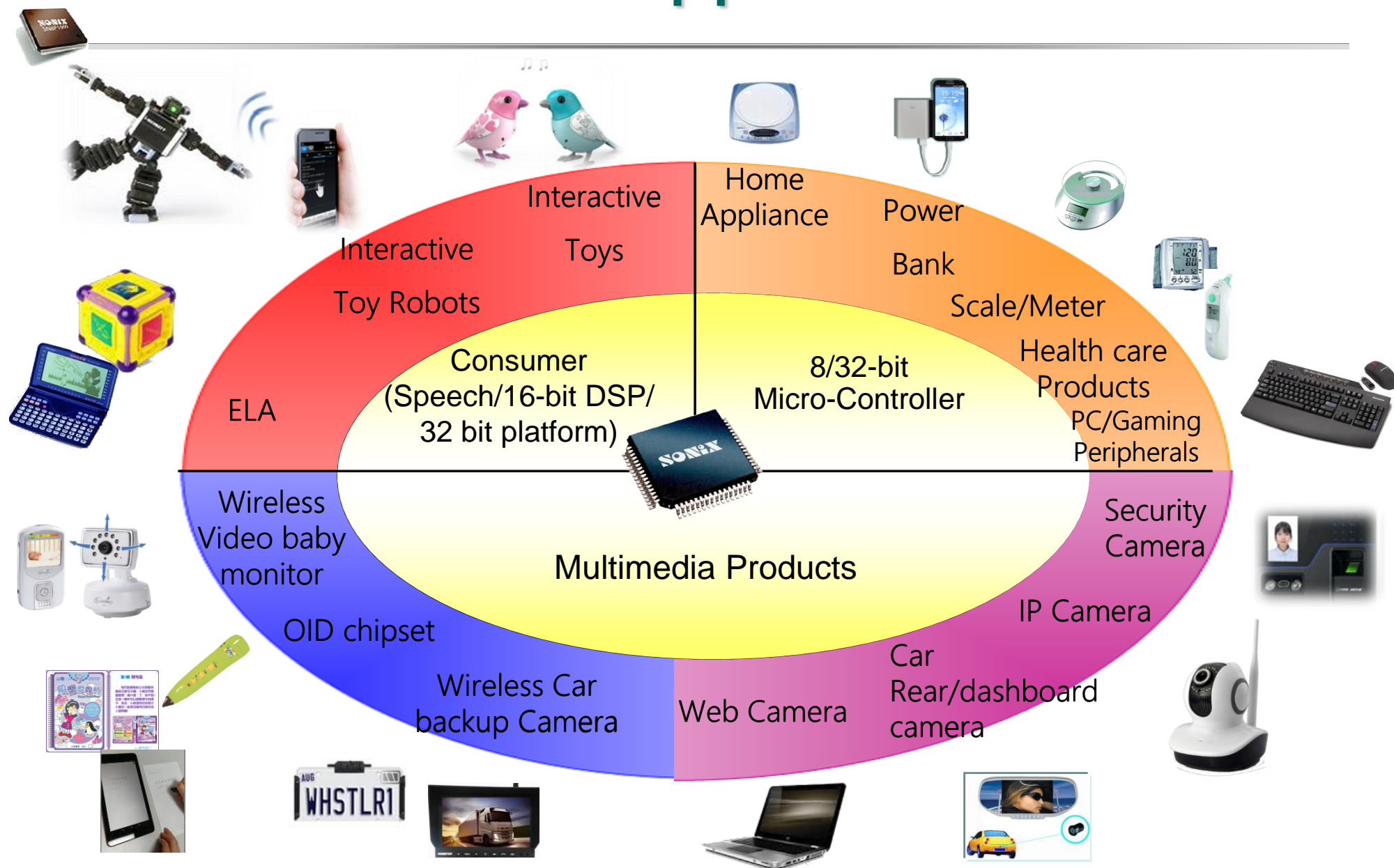
Spokesperson: Daniel Pan



Now That's Smart.

Date: September 14<sup>th</sup> , 2021

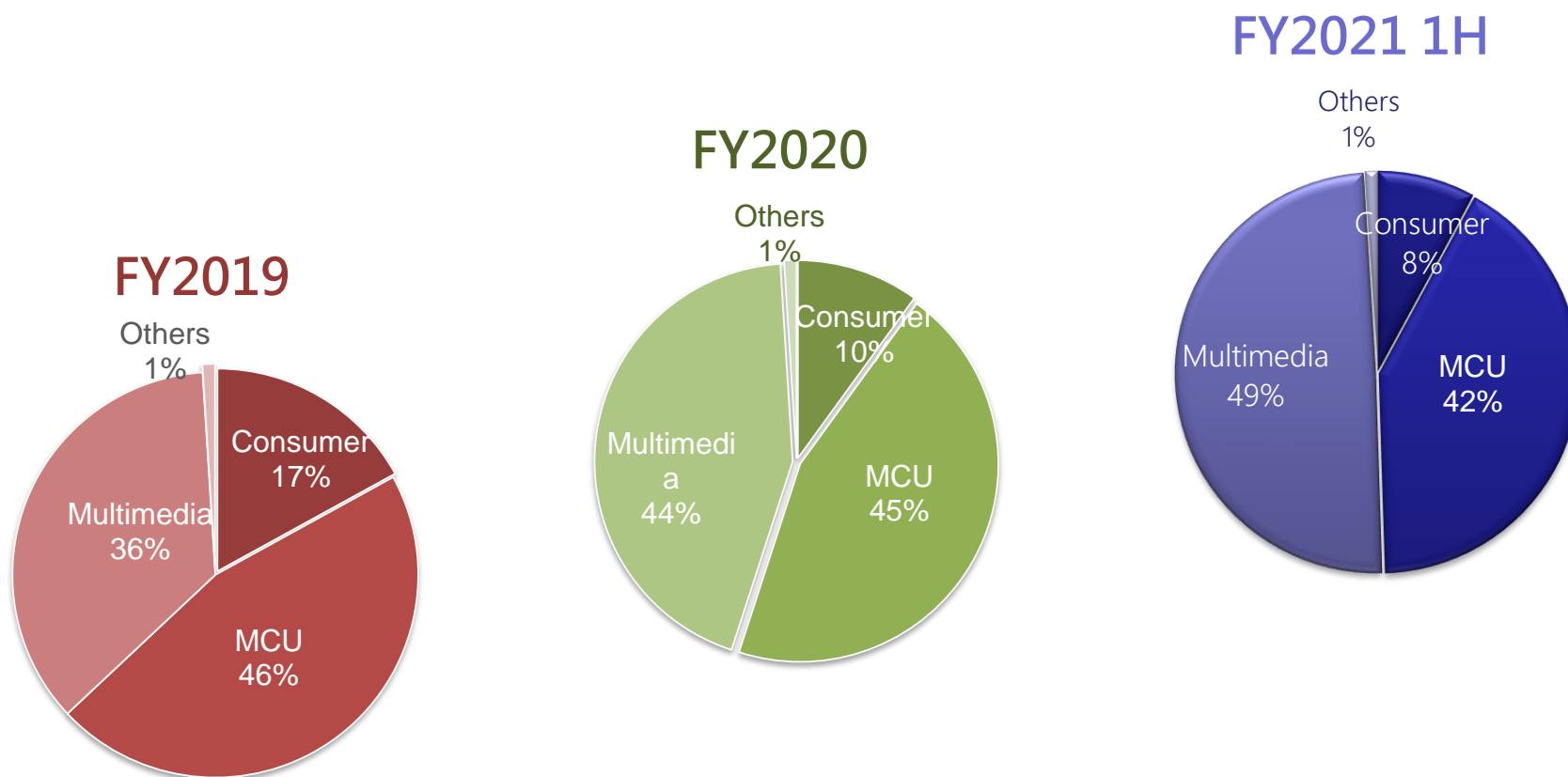
# Product Lines & Applications



# Product Mix Change





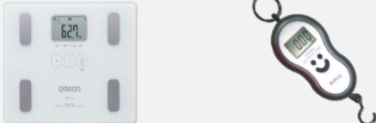























- Multimedia products with strong growth momentum in 2021 1H



# Sonix MCU Overview by Applications

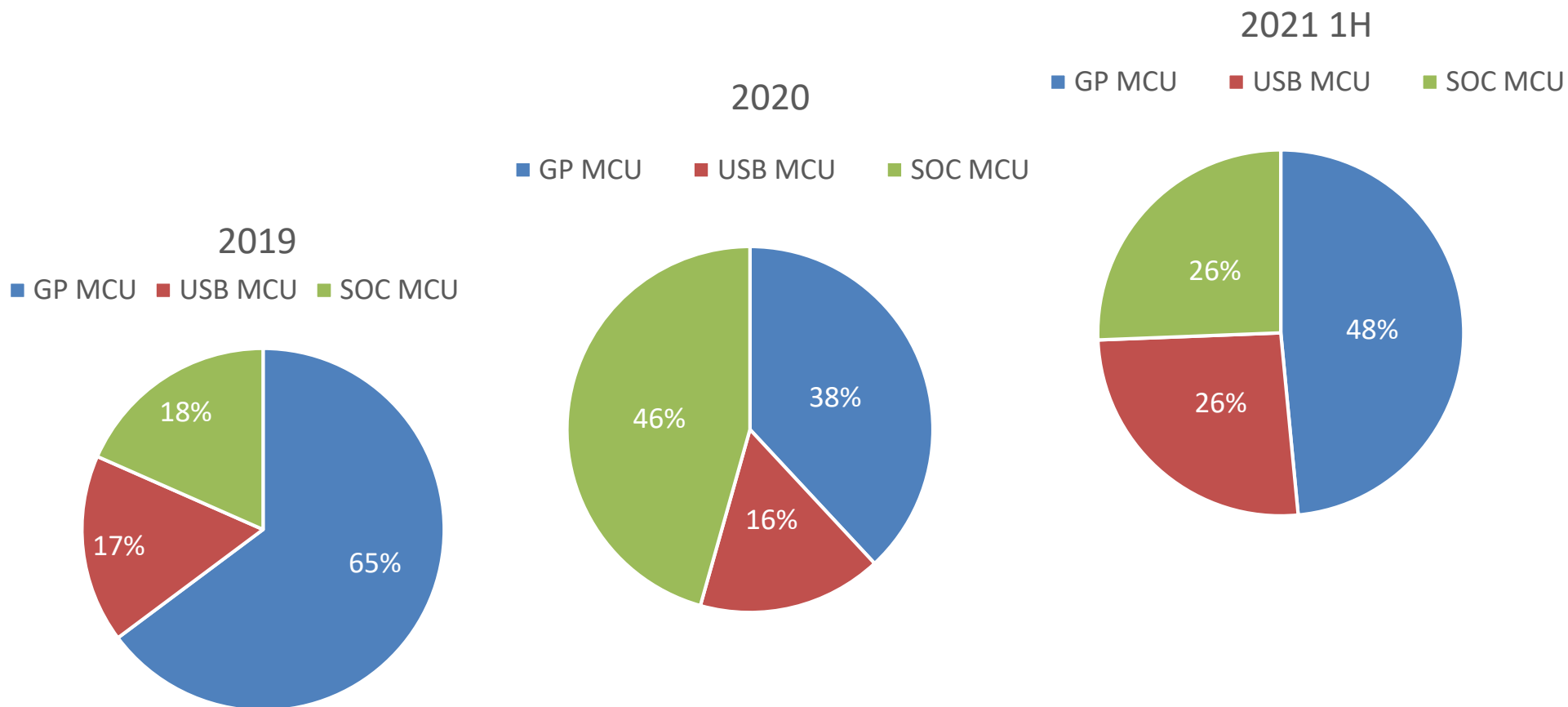


SOC MCU (w/12-24bit ADC) (Healthcare)	GP (General Purpose)			USB (w/USB) (PC Peripheral)
<p>Forehead /Ear thermometer</p>  <p>Mesh Nebulizer</p>  <p>Blood pressure Monitor</p>  <p>Glucose Meter</p>  <p>Scale Products</p> 	<p>Remote Control</p>    <p>Battery Charger</p> 	<p>Drone</p>  <p>Others</p>  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

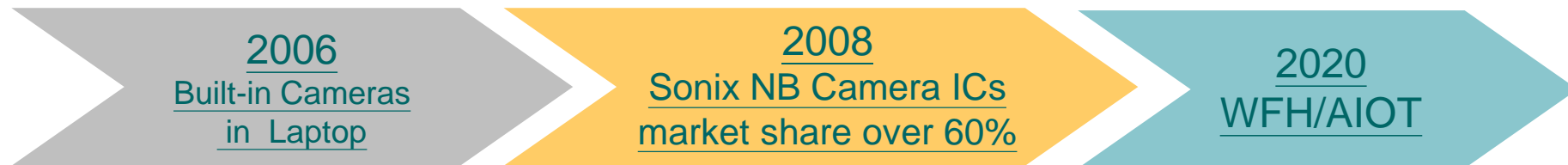


# Growth Opportunity – Webcam ICs



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

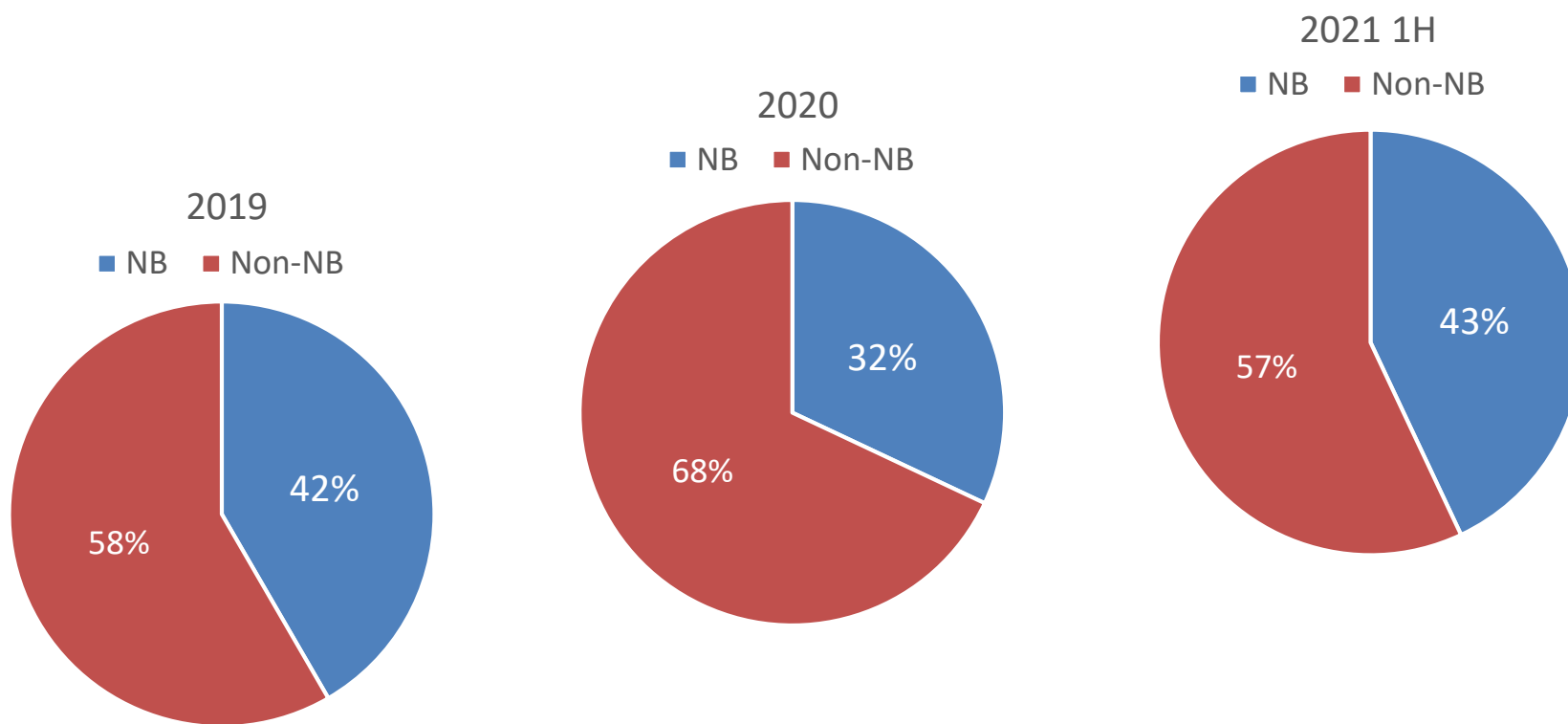
Document camera

Payment system

# Webcam IC breakdown



- Webcam IC demand still strong in 2021 1H



# Key Growth Driver for 2021-MCU



## ■ SOC MCU - Healthcare solutions

Forehead thermometer

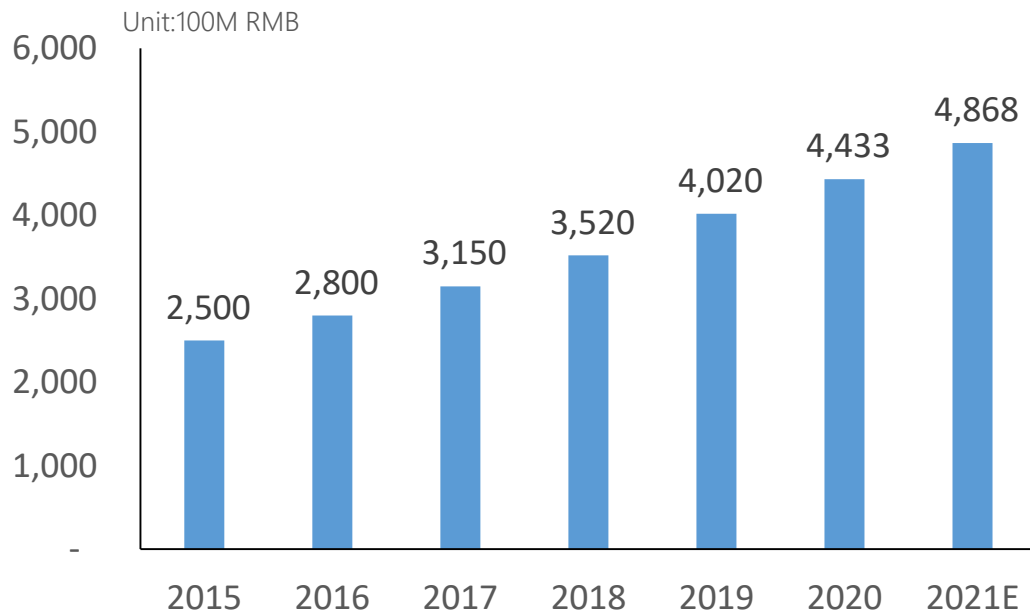


Oximeter



## ■ GP MCU – Home appliance applications in China Market

2015-2021 China Home Appliance Market



Source : ASKCI

Home Appliance Ecosystem

 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 1H Financial Results Summary



Unit: NT\$ in Thousand

	2021 1H	2020 1H
Net Sales	2,961,761	2,325,243
Net Income	866,864	541,234
EPS (NTD)	3.97	2.84
Cash and cash equivalents	1,866,814	1,105,922
Inventories, net	1,062,901	923,119
Inventory Turnover Days	124	123
Accounts and Notes Receivables	646,215	588,996
Total Assets	5,713,341	4,618,887
Total Liabilities	1,231,143	1,370,389
Total Equity	4,482,198	3,248,498

# 2021 1H Financial Results YoY



## Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2021 1H	%	2020 1H	%	YoY(%)
<b>Net Sales</b>	<b>2,961,761</b>	<b>100%</b>	<b>2,325,243</b>	<b>100%</b>	<b>27%</b>
<b>Gross Profit</b>	<b>1,433,712</b>	<b>48%</b>	<b>1,050,273</b>	<b>45%</b>	<b>37%</b>
<b>Operating Income</b>	<b>866,864</b>	<b>29%</b>	<b>541,234</b>	<b>23%</b>	<b>60%</b>
<b>Income Before Tax</b>	<b>855,528</b>	<b>29%</b>	<b>540,723</b>	<b>23%</b>	<b>58%</b>
<b>Net Income</b>	<b>667,131</b>	<b>23%</b>	<b>476,273</b>	<b>20%</b>	<b>40%</b>
<b>Gross Margin Rate</b>	<b>48%</b>		<b>45%</b>		
<b>EPS (NT Dollars)</b>	<b>3.97</b>		<b>2.84</b>		

# 2021 2Q Financial Results YoY



## Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2021 2Q	%	2020 2Q	%	YoY(%)
Net Sales	1,574,640	100%	1,490,901	100%	6%
Gross Profit	820,670	52%	667,227	45%	23%
Operating Income	510,730	33%	382,939	26%	33%
Income Before Tax	498,711	32%	376,970	25%	32%
Net Income	397,855	25%	332,008	22%	20%
Gross Margin Rate	52%		45%		
EPS (NT Dollars)	2.37		1.98		

# 2021 2Q Financial Results QoQ



## Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2021 2Q	%	2021 1Q	%	QoQ(%)
<b>Net Sales</b>	<b>1,574,640</b>	<b>100%</b>	<b>1,387,121</b>	<b>100%</b>	<b>14%</b>
<b>Gross Profit</b>	<b>820,670</b>	<b>52%</b>	<b>613,042</b>	<b>44%</b>	<b>34%</b>
<b>Operating Income</b>	<b>510,730</b>	<b>32%</b>	<b>356,134</b>	<b>26%</b>	<b>43%</b>
<b>Income Before Tax</b>	<b>498,711</b>	<b>32%</b>	<b>356,817</b>	<b>26%</b>	<b>40%</b>
<b>Net Income</b>	<b>397,855</b>	<b>25%</b>	<b>269,276</b>	<b>19%</b>	<b>48%</b>
<b>Gross Margin Rate</b>	<b>52%</b>		<b>44%</b>		
<b>EPS (NT Dollars)</b>	<b>2.37</b>		<b>1.60</b>		

# 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

