

# 松翰科技公司簡介

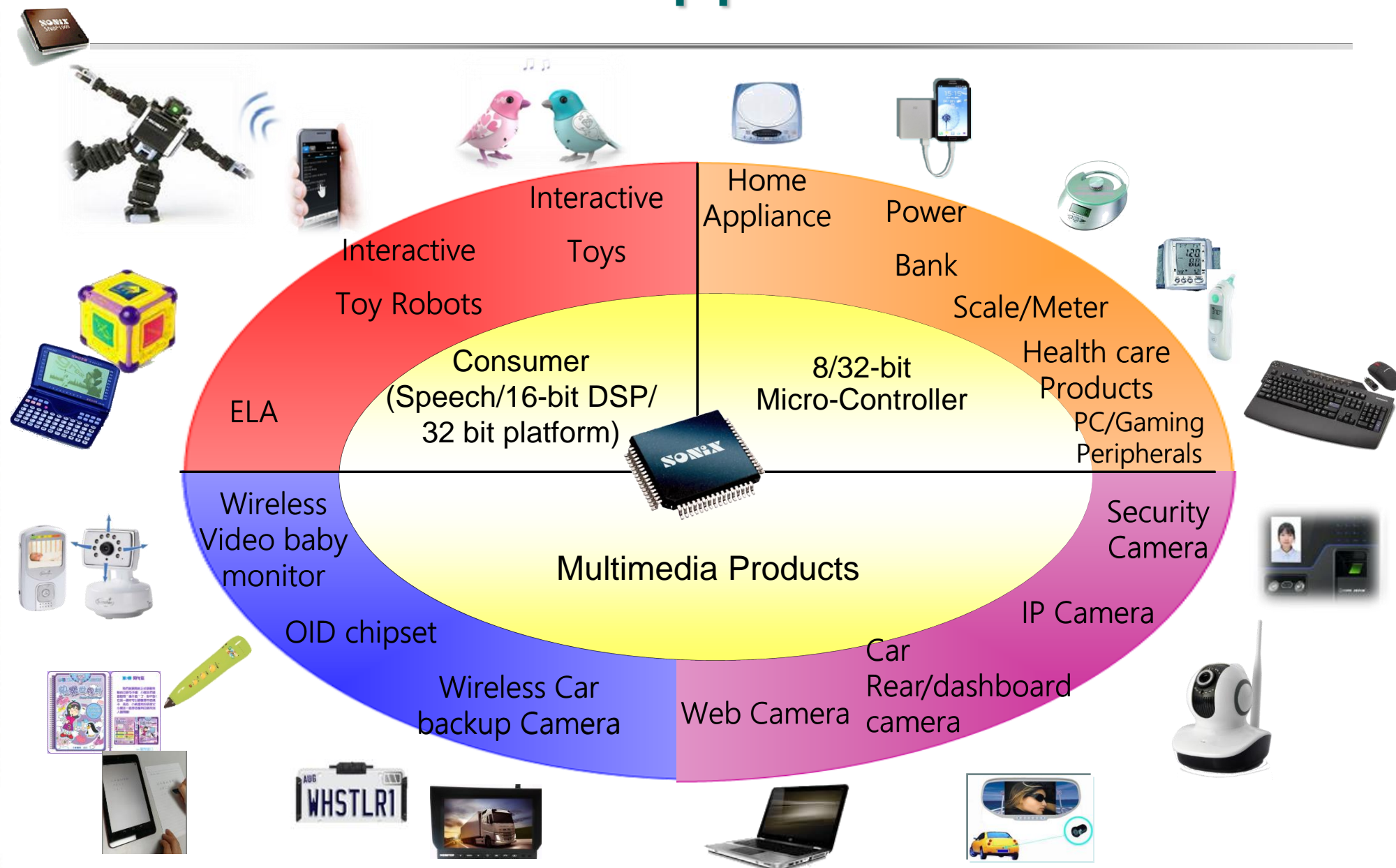
## SONiX Technology Co., Ltd. Company Briefing

**Spokes person: Daniel Pan**

Date: March 3<sup>rd</sup> , 2022



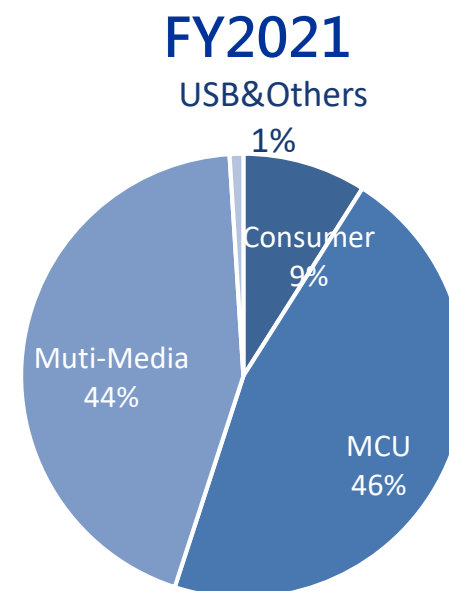
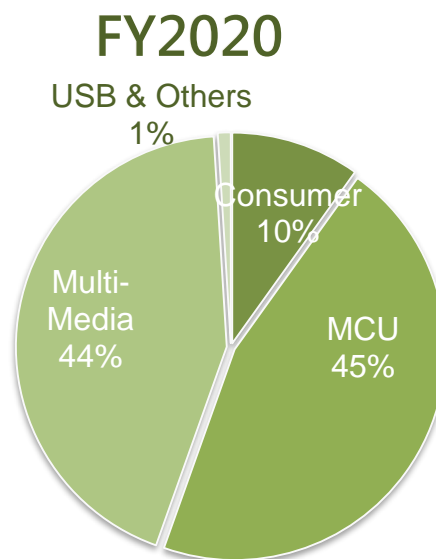
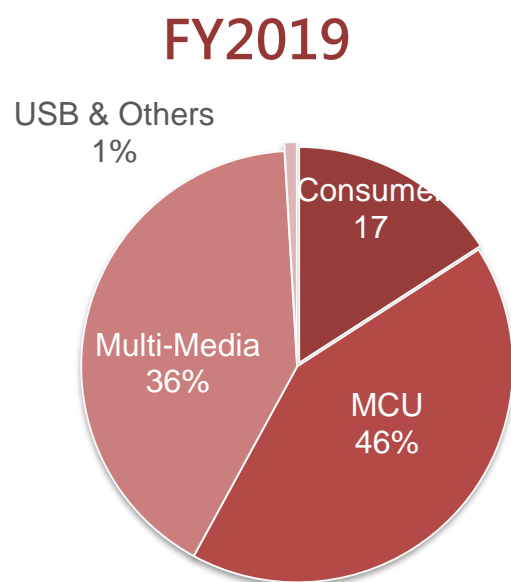
# Product Lines & Applications



# Product Mix Change
































- The proportion of MCU and Multi-media didn't change much in 2021.



# Sonix MCU Overview by Applications

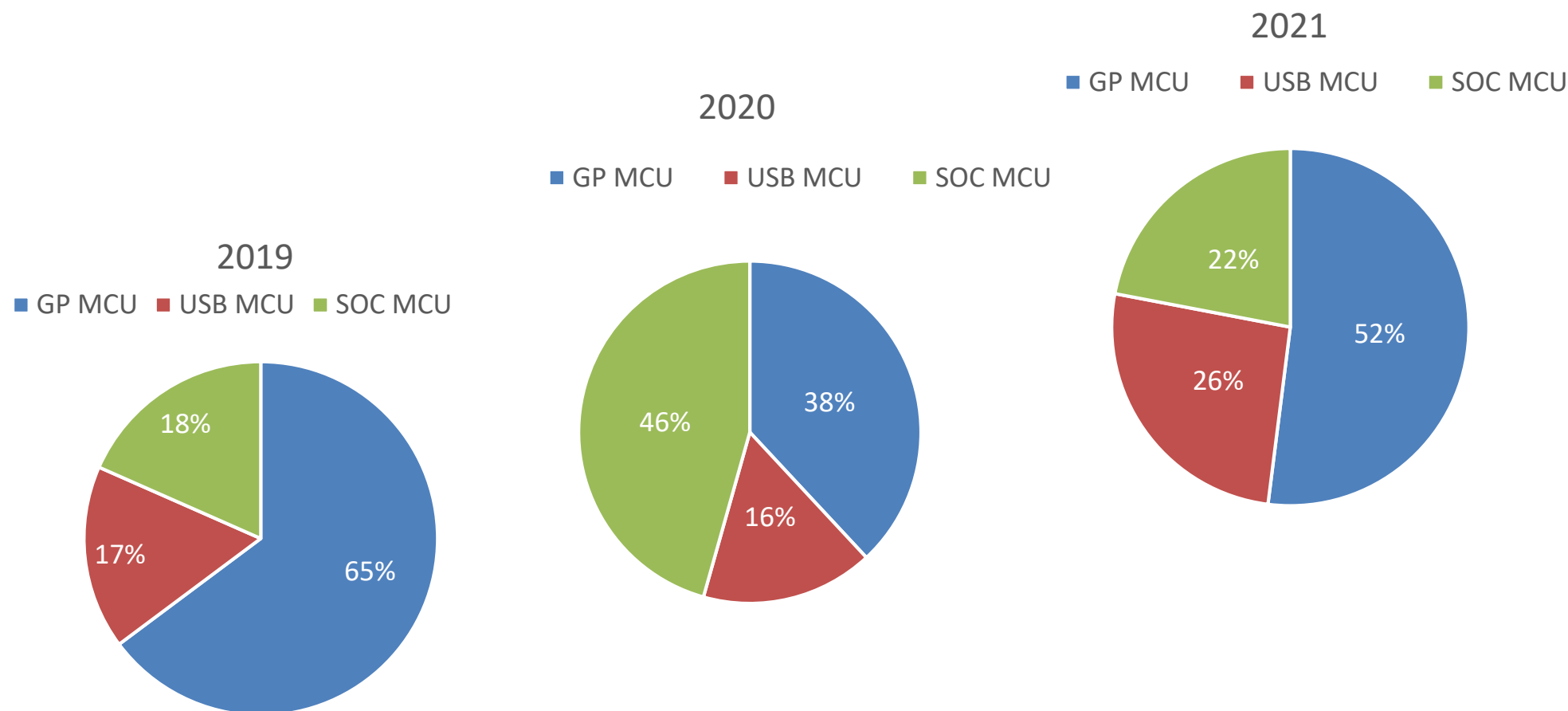


SOC MCU (w/12-24bit ADC) (Healthcare)	GP (General Purpose)	USB (w/USB) (PC Peripheral)
<p>Forehead /Ear thermometer</p>   <p>Blood pressure Monitor</p>  <p>Scale Products</p>  <p>Mesh Nebulizer</p>  <p>Glucose Meter</p>  	<p>Remote Control</p>     <p>Battery Charger</p>  <p>Drone</p>  <p>Others</p> 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

# Sonix 2021 MCU breakdown



- Demand for GP (General Purpose MCU) was stable in 2021.
- USB MCU grew significantly.



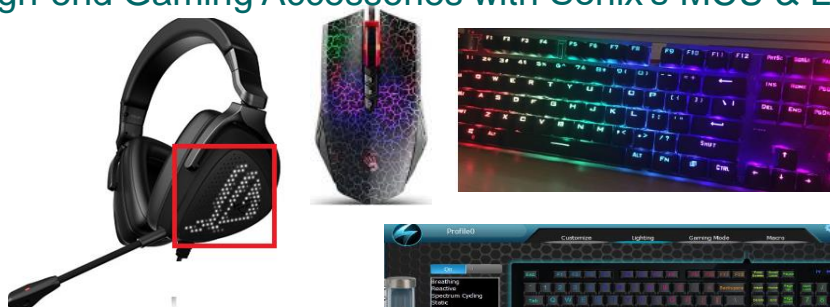


# Key Growth Driver for MCU



## ■ USB MCU – Gaming/PC Peripherals

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



Keyboard Mouse APP



## ■ USB Type C PD chips

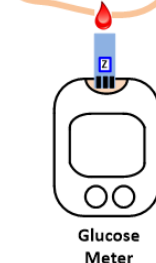


## ■ SOC MCU - Healthcare solutions

HCT Algorithm for  
Glucose Meter

Finger

ECG Algorithm  
for blood pressure  
monitor



Glucose  
Meter

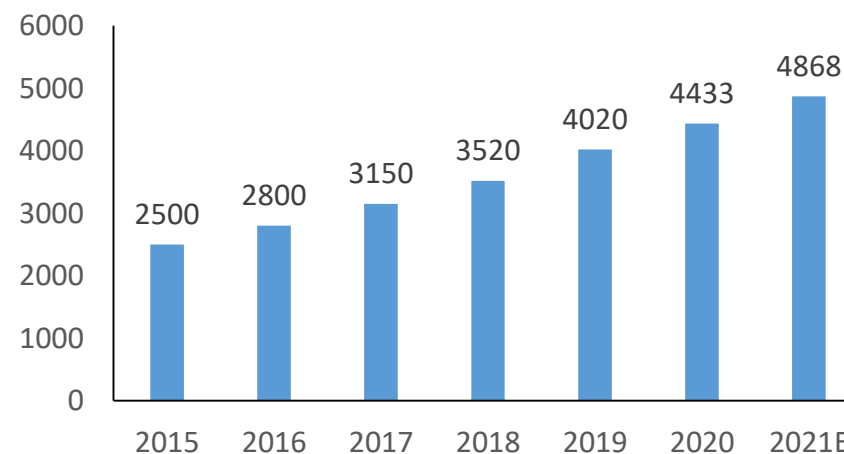


Oximeter



## ■ GP MCU – Home appliance applications in China

2015-2021 China Home Appliance Market

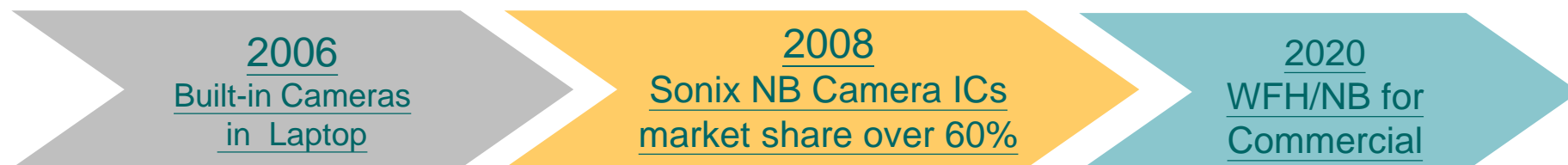




# Growth Opportunity – Webcam ICs

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



### Standalone Web Cam.

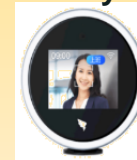
Covid -19 impact – webcam demands



- Video Conference
- Work from Home
- Online Learning

### New Applications

Face Recognition-  
Security, Access Control



Document camera



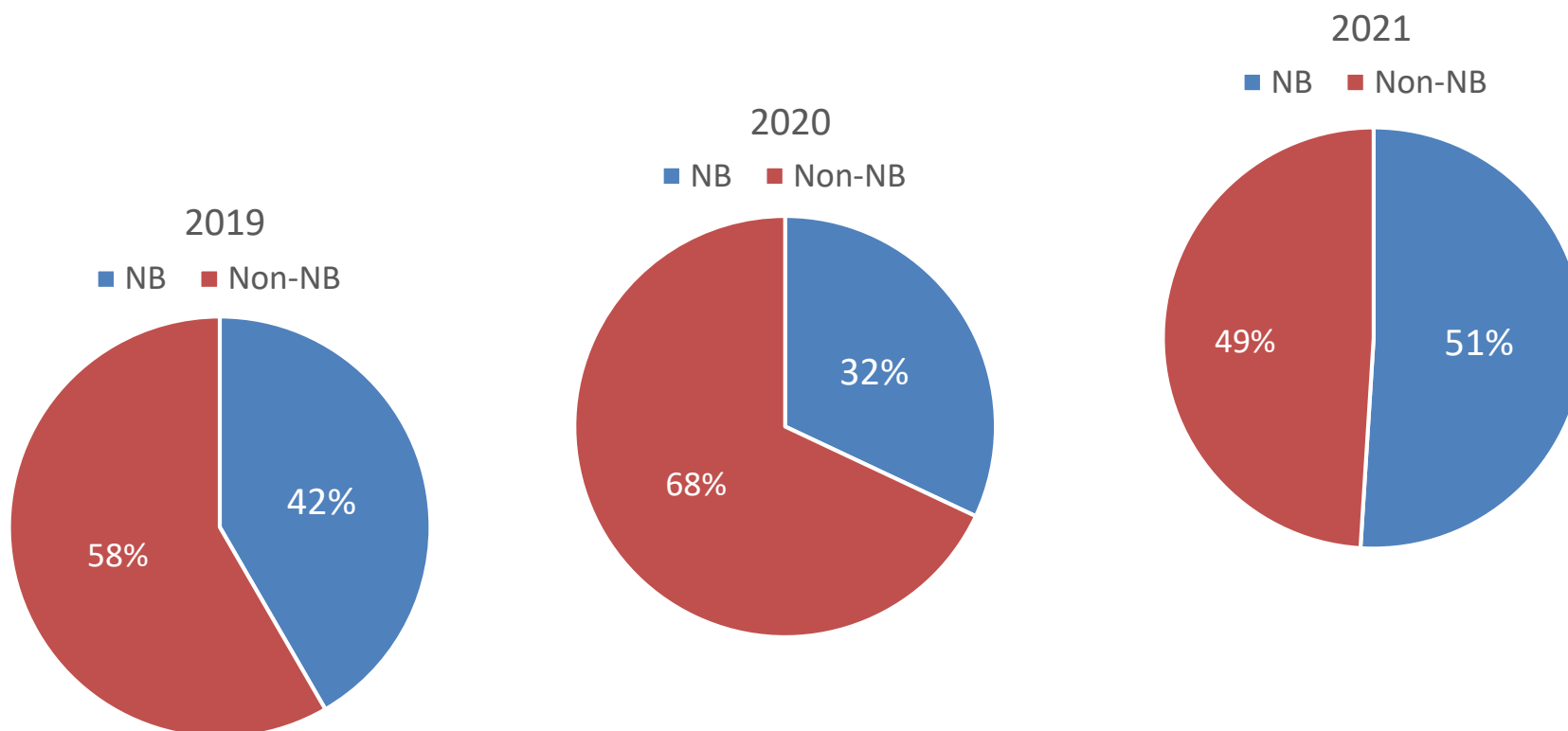
Payment system



# Webcam IC breakdown



- Demand of NB Camera ICs is still strong for commercial applications





# 2021 Financial Results Summary



Unit: NT\$ in Thousand

	2021	2020
Net Sales	5,865,539	5,370,626
Net Income	1,846,558	1,236,163
EPS (NTD)	8.71	6.11
Cash and cash equivalents	1,413,101	1,481,511
Inventories, net	1,448,377	915,940
Inventory Turnover Days	158	100
Accounts and Notes Receivables	546,693	664,814
Total Assets	5,601,533	5,092,369
Total Liabilities	1,270,053	1,194,509
Total Equity	4,331,480	3,897,860



# 2021 Financial Results YoY

## Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2021	%	2020	%	YoY(%)
<b>Net Sales</b>	<b>5,865,539</b>	<b>100%</b>	<b>5,370,626</b>	<b>100%</b>	<b>9%</b>
<b>Gross Profit</b>	<b>3,014,001</b>	<b>52%</b>	<b>2,282,470</b>	<b>42%</b>	<b>32%</b>
<b>Operating Income</b>	<b>1,846,558</b>	<b>32%</b>	<b>1,236,163</b>	<b>23%</b>	<b>49%</b>
<b>Income Before Tax</b>	<b>1,869,708</b>	<b>32%</b>	<b>1,238,222</b>	<b>23%</b>	<b>51%</b>
<b>Net Income</b>	<b>1,462,320</b>	<b>25%</b>	<b>1,025,601</b>	<b>19%</b>	<b>43%</b>
 <b>Gross Margin Rate</b>	 <b>52%</b>		 <b>42%</b>		
 <b>EPS (NT Dollars)</b>	 <b>8.71</b>		 <b>6.11</b>		



# 2021 4Q Financial Results YoY

## Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2021 4Q	%	2020 4Q	%	YoY(%)
Net Sales	1,207,062	100%	1,515,096	100%	-20%
Gross Profit	618,481	51%	615,918	41%	0.4%
Operating Income	345,718	29%	349,854	23%	-1%
Income Before Tax	347,696	29%	344,512	23%	1%
Net Income	282,695	23%	259,327	17%	9%
Gross Margin Rate	51%		41%		
EPS (NT Dollars)	1.68		1.55		



# 2021 4Q Financial Results QoQ

## Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2021 4Q	%	2021 3Q	%	QoQ(%)
Net Sales	1,207,062	100%	1,696,716	100%	-29%
Gross Profit	618,481	51%	961,808	57%	-36%
Operating Income	345,718	29%	633,976	37%	-45%
Income Before Tax	347,696	29%	666,484	39%	-48%
Net Income	282,695	23%	512,494	30%	-45%
Gross Margin Rate	51%		57%		
EPS (NT Dollars)	1.68		3.05		



# High Cash Dividend Trend

## ■ High payout ratio

Unit: NT\$

Year	2016	2017	2018	2019	2020	2021
EPS	1.67	1.41	2.02	2.03	6.11	8.71
Cash Dividend	1.8	1.5	2.08	2.1	5.7	7
Payout Reatio	108%	106%	103%	103%	93%	80%



# Q & A

