

# 松翰科技公司簡介

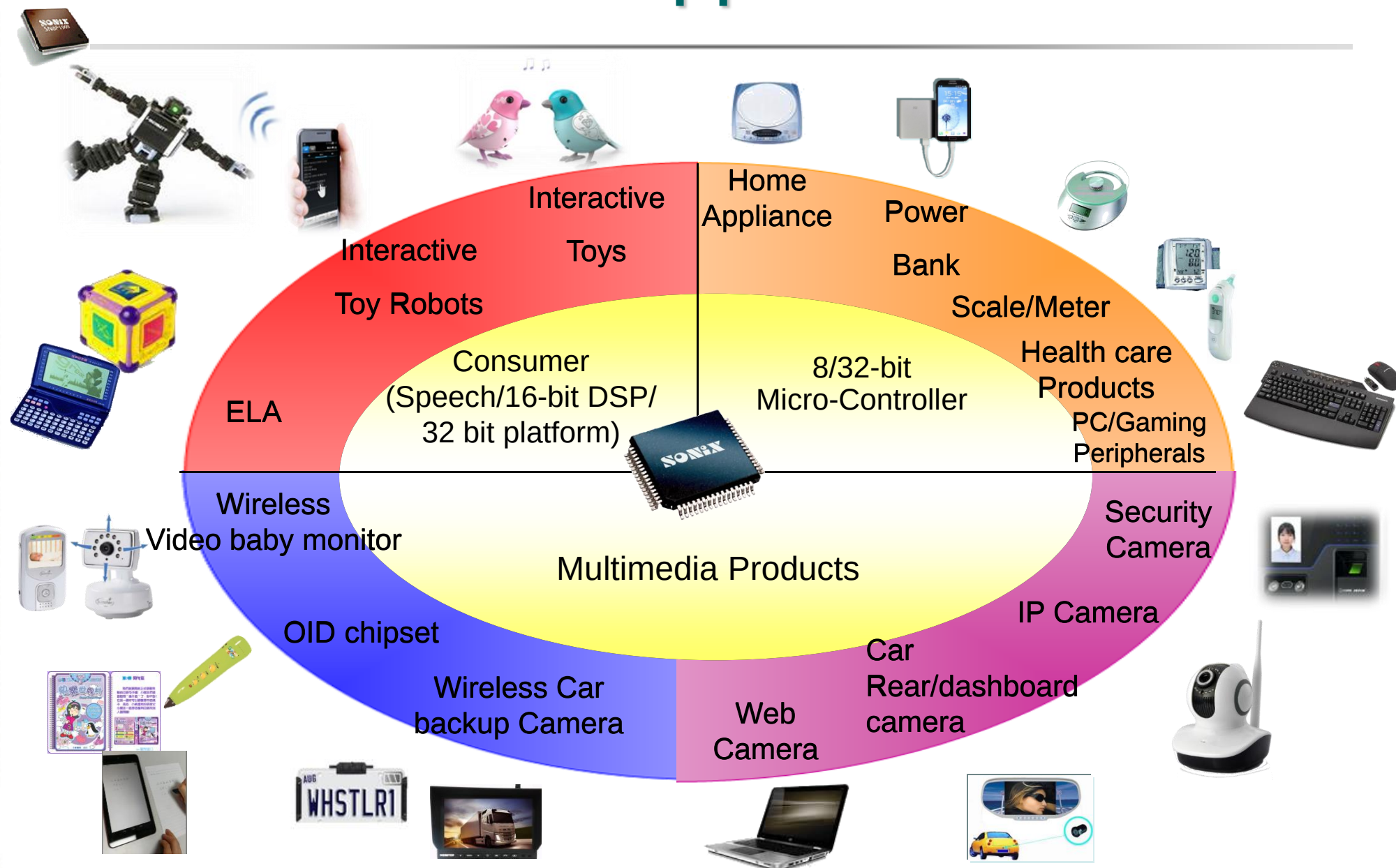
## SONiX Technology Co., Ltd. Company Briefing

Spokes person: Daniel Pan

Date: April 11<sup>th</sup>, 2023



# Product Lines & Applications

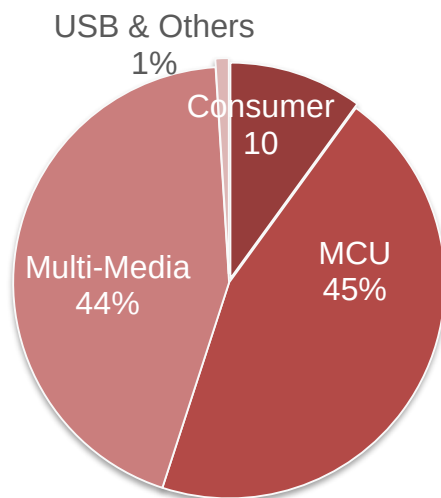


# Product Mix Change

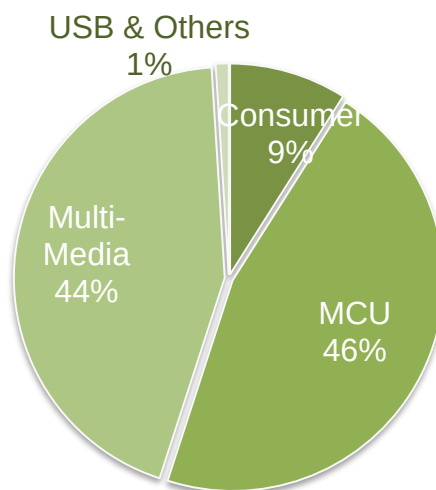


- The proportion of MCU dropped in 2022 due to market demand was weak.

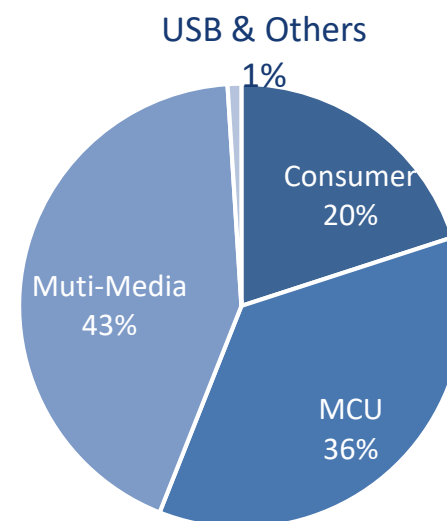
## FY2020



## FY2021



## FY2022

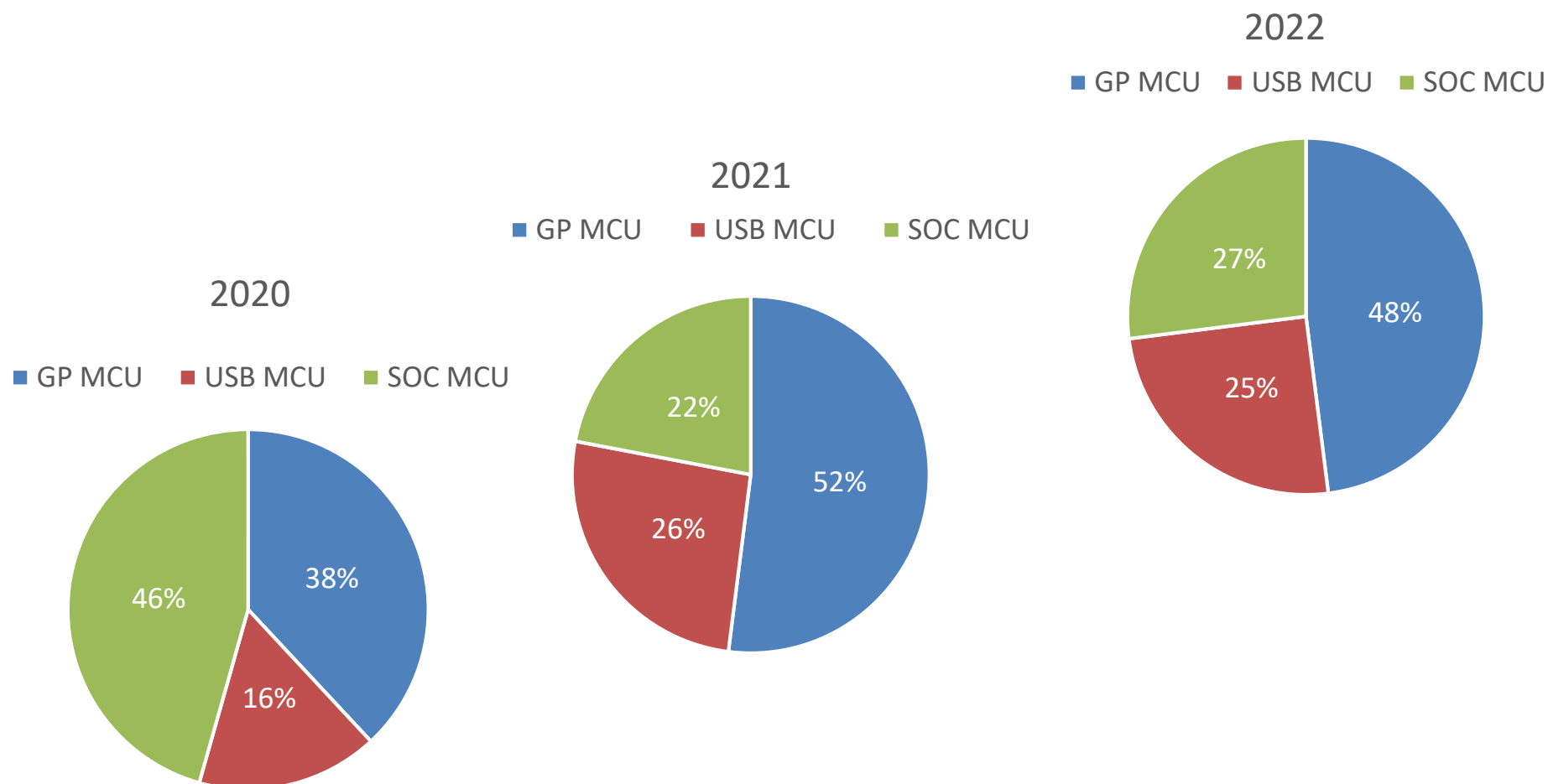


# Sonix MCU Overview by Applications



| SOC MCU<br>(w/12-24bit ADC)<br>(Healthcare)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | GP<br>(General Purpose)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | USB<br>(w/USB)<br>(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 2022 MCU breakdown

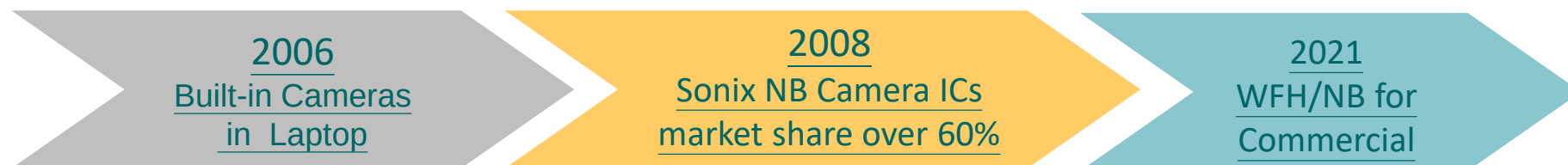




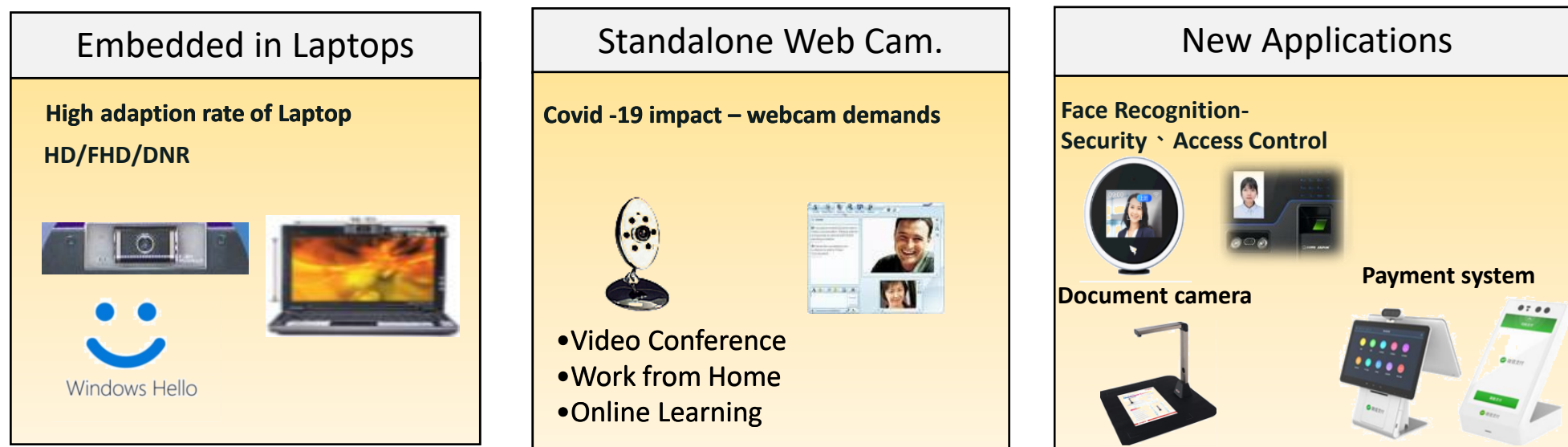
# Growth Opportunity – Webcam ICs

Multimedia ICs are the key growth driver for Sonix

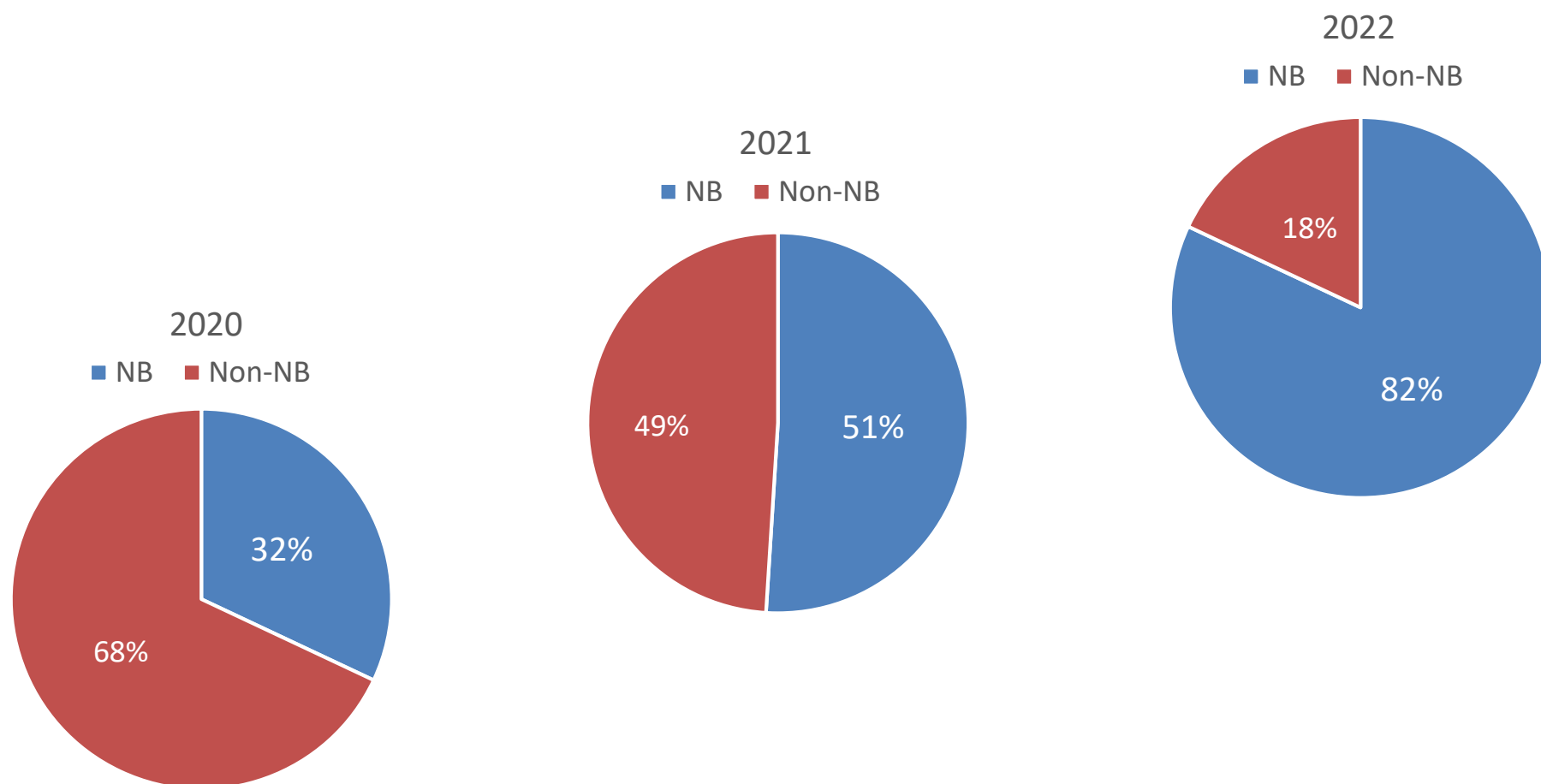
## ■ Aggressive expansion



## ■ New applications create larger markets



# Webcam IC breakdown





# 2022 Financial Results Summary

Unit: NT\$ in Thousand

|                                | 2022      | 2021      |
|--------------------------------|-----------|-----------|
| Net Sales                      | 3,354,067 | 5,865,539 |
| Net Income                     | 578,568   | 1,462,320 |
| EPS (NTD)                      | 3.45      | 8.71      |
| Cash and cash equivalents      | 822,487   | 1,413,101 |
| Inventories, net               | 1,222,093 | 1,448,377 |
| Inventory Turnover Days        | 285       | 158       |
| Accounts and Notes Receivables | 240,530   | 546,693   |
| Total Assets                   | 4,173,812 | 5,601,533 |
| Total Liabilities              | 572,080   | 1,270,053 |
| Total Equity                   | 3,601,732 | 4,331,480 |



# 2022 Financial Results YoY

## Statements of Comprehensive Income

Unit: NT\$ in Thousand

|                   | 2022      | %    | 2021      | %    | YoY(%) |
|-------------------|-----------|------|-----------|------|--------|
| Net Sales         | 3,354,067 | 100% | 5,865,539 | 100% | -43%   |
| Gross Profit      | 1,563,233 | 47%  | 3,014,001 | 52%  | -48%   |
| Operating Income  | 558,209   | 17%  | 1,846,558 | 32%  | -70%   |
| Income Before Tax | 697,515   | 21%  | 1,869,708 | 32%  | -63%   |
| Net Income        | 578,568   | 17%  | 1,462,320 | 25%  | -60%   |
| Gross Margin Rate | 47%       |      | 52%       |      |        |
| EPS (NT Dollars)  | 3.45      |      | 8.71      |      |        |



# 2022 4Q Financial Results YoY

## Statements of Comprehensive Income

Unit: NT\$ in Thousand

|                   | 2022 4Q | %    | 2021 4Q   | %    | YoY(%) |
|-------------------|---------|------|-----------|------|--------|
| Net Sales         | 555,557 | 100% | 1,207,062 | 100% | -54%   |
| Gross Profit      | 255,038 | 46%  | 618,481   | 51%  | -59%   |
| Operating Income  | 30,868  | 6%   | 345,718   | 29%  | -91%   |
| Income Before Tax | 30,220  | 5%   | 347,696   | 29%  | -91%   |
| Net Income        | 20,783  | 4%   | 282,695   | 23%  | -93%   |
|                   |         |      |           |      |        |
| Gross Margin Rate | 46%     |      | 51%       |      |        |
|                   |         |      |           |      |        |
| EPS (NT Dollars)  | 0.13    |      | 1.68      |      |        |



# 2022 4Q Financial Results QoQ

## Statements of Comprehensive Income

Unit: NT\$ in Thousand

|                   | 2022 4Q | %    | 2022 3Q | %    | QoQ(%) |
|-------------------|---------|------|---------|------|--------|
| Net Sales         | 555,557 | 100% | 744,462 | 100% | -25%   |
| Gross Profit      | 255,038 | 46%  | 337,490 | 45%  | -24%   |
| Operating Income  | 30,868  | 6%   | 82,929  | 11%  | -63%   |
| Income Before Tax | 30,220  | 5%   | 118,604 | 16%  | -75%   |
| Net Income        | 20,783  | 4%   | 94,172  | 13%  | -78%   |
|                   |         |      |         |      |        |
| Gross Margin Rate | 46%     |      | 45%     |      |        |
|                   |         |      |         |      |        |
| EPS (NT Dollars)  | 0.13    |      | 0.56    |      |        |



# 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

