

# 松翰科技公司簡介

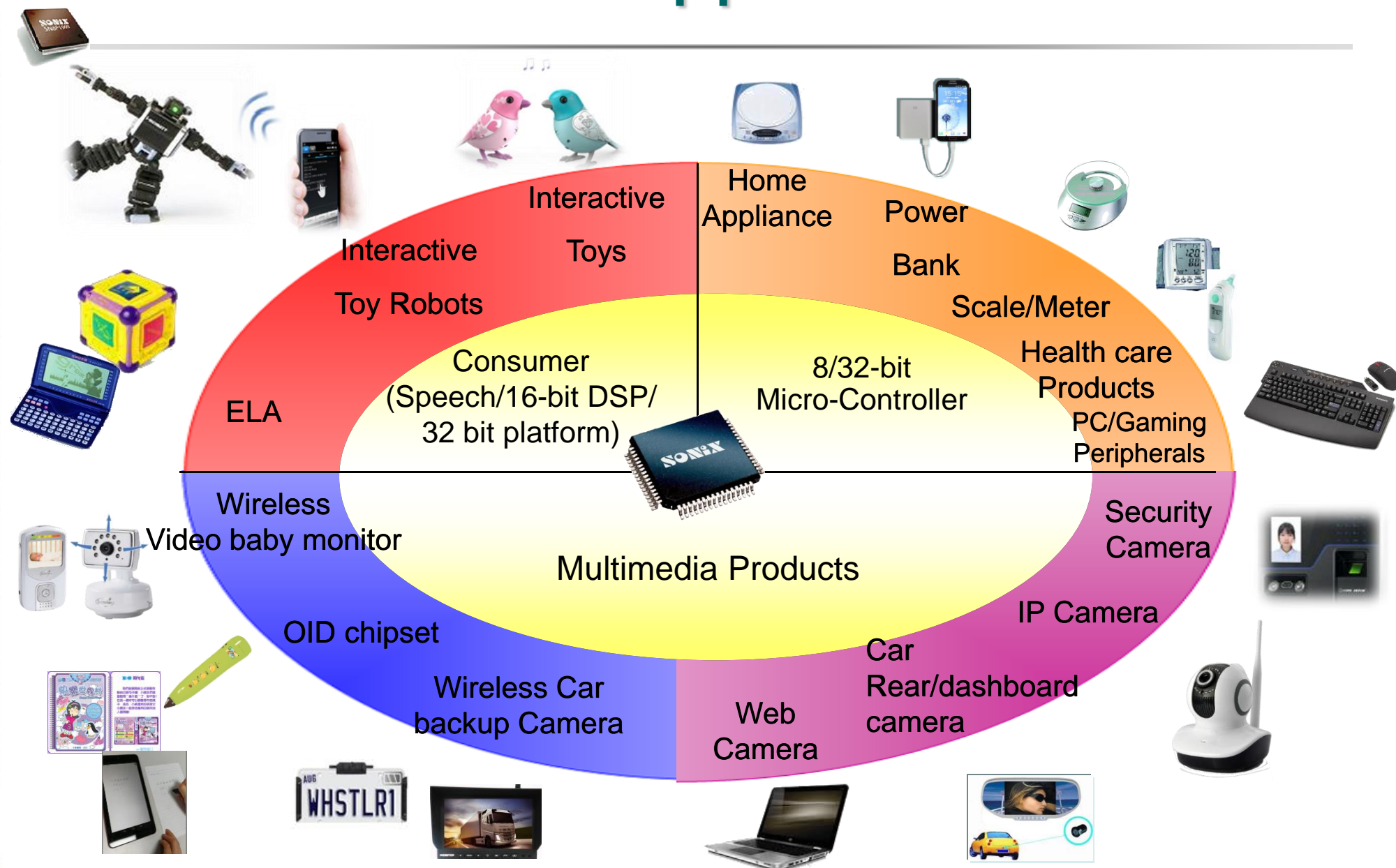
## SONiX Technology Co., Ltd. Company Briefing

Spokes person: Daniel Pan

Date: March 20<sup>th</sup>, 2024



# Product Lines & Applications

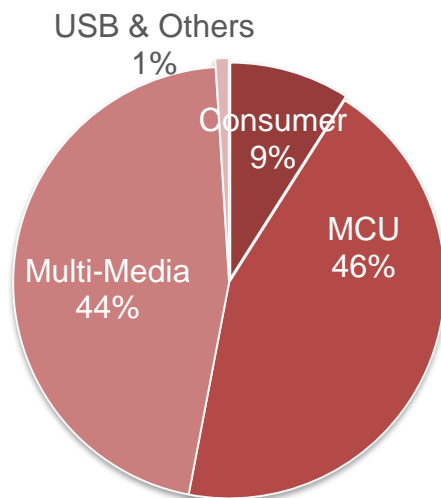


# Product Mix Change

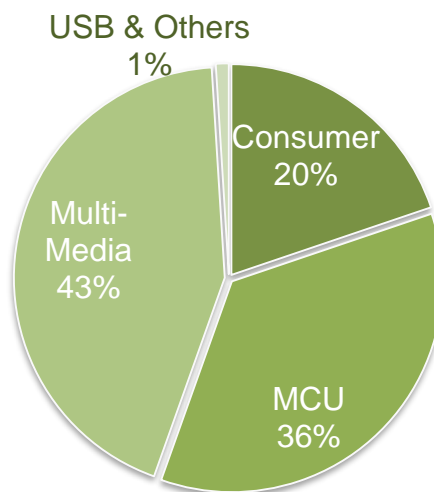


- The proportion of MCU dropped in 2022 due to market demand was weak.

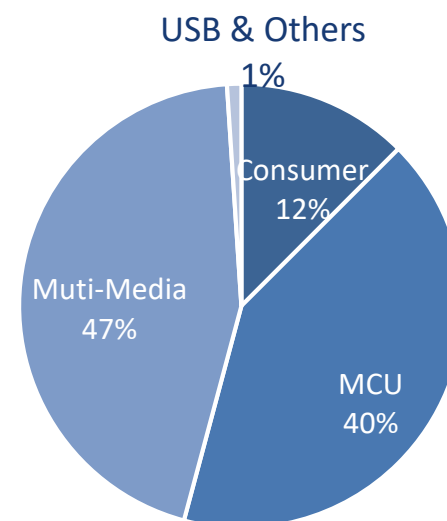
## FY2021



## FY2022





















## FY2023



# Sonix MCU Overview by Applications



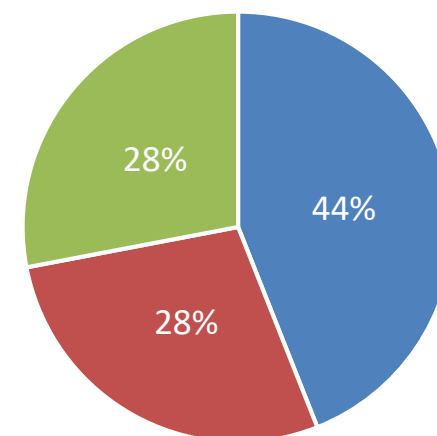
SOC MCU (w/12-24bit ADC) (Healthcare)	GP (General Purpose)	USB (w/USB) (PC Peripheral)
<p>Forehead /Ear thermometer</p>  <p>Mesh Nebulizer</p>  <p>Blood pressure Monitor</p>  <p>Glucose Meter</p>  <p>Scale Products</p>  	<p>Remote Control</p>  <p>Drone</p>  <p>Home Appliances</p>  <p>Others</p>  <p>Battery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

# Sonix 2023 MCU breakdown



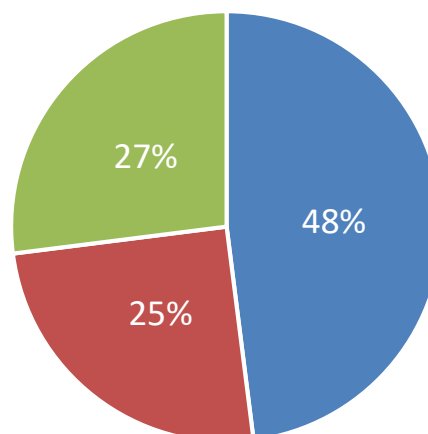
2023

■ GP MCU ■ USB MCU ■ SOC MCU



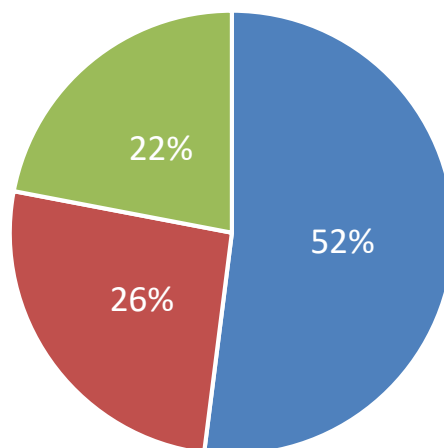
2022

■ GP MCU ■ USB MCU ■ SOC MCU



2021

■ GP MCU ■ USB MCU ■ SOC MCU







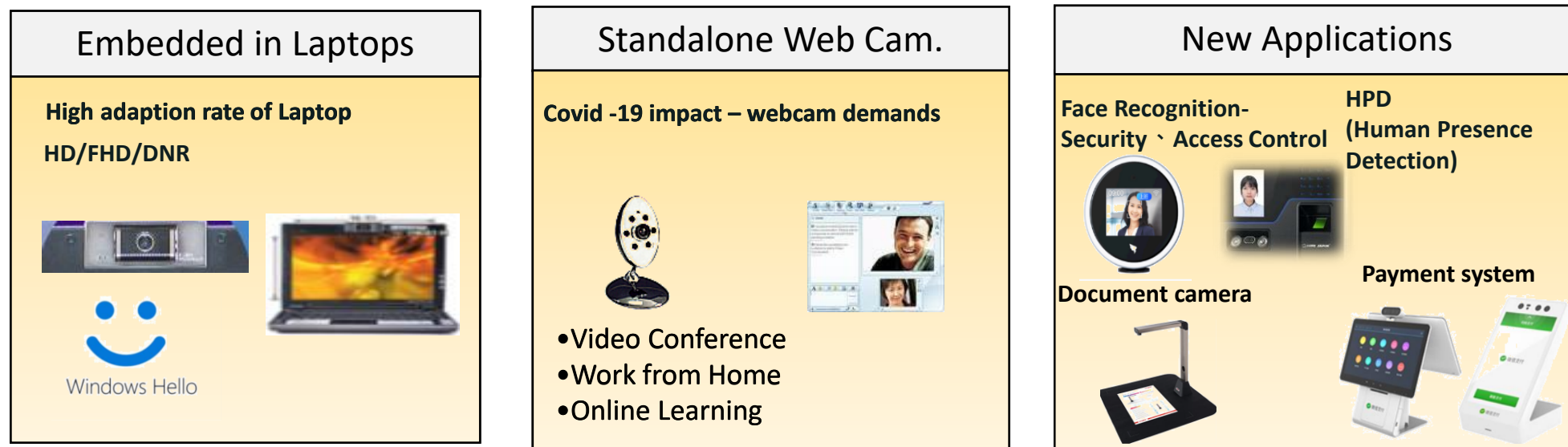
# Growth Opportunity – Webcam ICs

Multimedia ICs are the key growth driver for Sonix

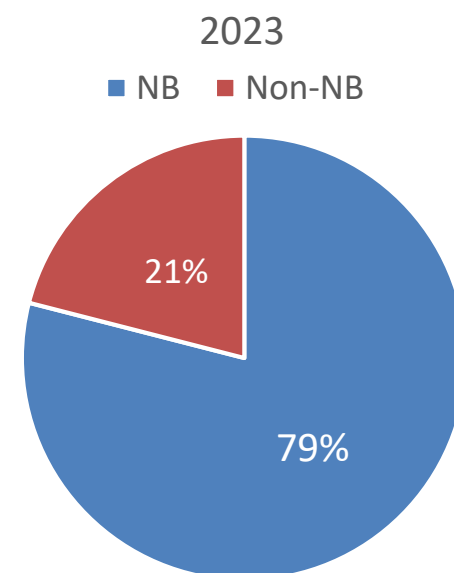
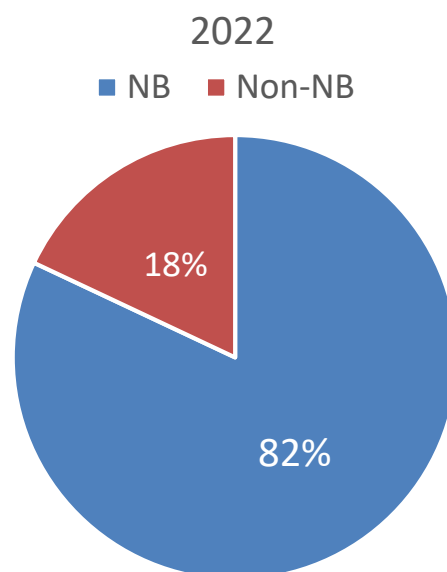
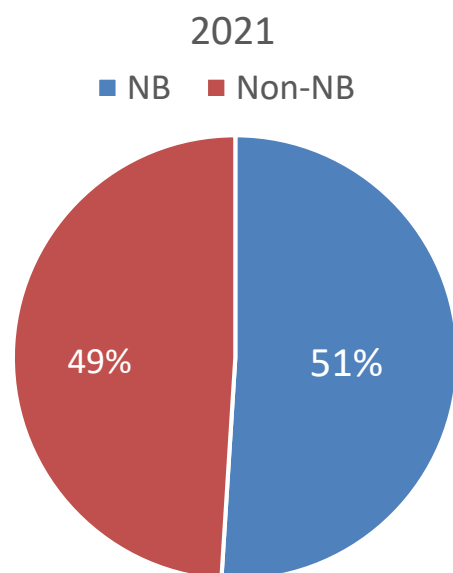
## ■ Aggressive expansion



## ■ New applications create larger markets



# Webcam IC breakdown





# 2023 Financial Results Summary

Unit: NT\$ in Thousand

	2023	2022
Net Sales	2,609,937	3,354,067
Net Income	185,882	578,568
EPS (NTD)	1.11	3.45
Cash and cash equivalents	1,058,821	822,487
Inventories, net	768,771	1,222,093
Inventory Turnover Days	253	285
Accounts and Notes Receivables	310,768	240,530
Total Assets	4,107,766	4,173,812
Total Liabilities	546,151	572,080
Total Equity	3,561,615	3,601,732





# 2023 Financial Results YoY

## Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2023	%	2022	%	YoY(%)
<b>Net Sales</b>	<b>2,609,937</b>	<b>100%</b>	<b>3,354,067</b>	<b>100%</b>	<b>-22%</b>
<b>Gross Profit</b>	<b>1,090,270</b>	<b>42%</b>	<b>1,563,233</b>	<b>47%</b>	<b>-30%</b>
<b>Operating Income</b>	<b>157,929</b>	<b>6%</b>	<b>558,209</b>	<b>17%</b>	<b>-72%</b>
<b>Income Before Tax</b>	<b>201,163</b>	<b>8%</b>	<b>697,515</b>	<b>21%</b>	<b>-71%</b>
<b>Net Income</b>	<b>185,882</b>	<b>7%</b>	<b>578,568</b>	<b>17%</b>	<b>-68%</b>
 <b>Gross Margin Rate</b>	 <b>42%</b>		 <b>47%</b>		
 <b>EPS (NT Dollars)</b>	 <b>1.11</b>		 <b>3.45</b>		



# 2023 4Q Financial Results YoY

## Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2023 4Q	%	2022 4Q	%	YoY(%)
Net Sales	710,230	100%	555,557	100%	28%
Gross Profit	306,069	43%	255,038	46%	20%
Operating Income	71,479	10%	30,868	6%	132%
Income Before Tax	57,776	8%	30,220	5%	91%
Net Income	41,688	6%	20,783	4%	101%
Gross Margin Rate	43%		46%		
EPS (NT Dollars)	0.25		0.13		



# 2023 4Q Financial Results QoQ

## Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2023 4Q	%	2023 3Q	%	QoQ(%)
Net Sales	710,230	100%	698,301	100%	2%
Gross Profit	306,069	43%	301,764	43%	1%
Operating Income	71,479	10%	52,012	7%	37%
Income Before Tax	57,776	8%	76,344	11%	-24%
Net Income	41,688	6%	60,762	9%	-31%
Gross Margin Rate	43%		43%		
EPS (NT Dollars)	0.25		0.36		



# 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

