

松翰科技公司簡介

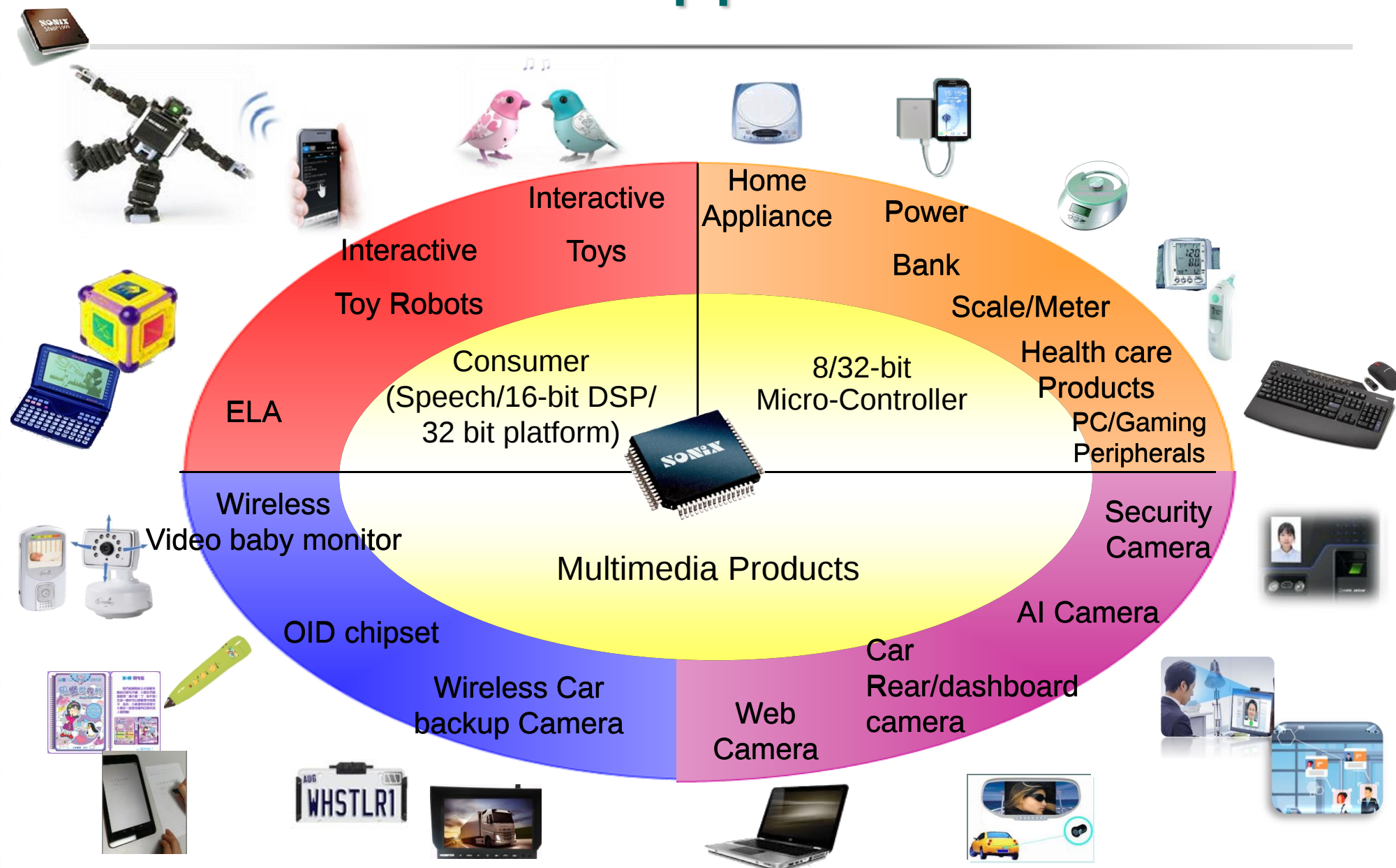
SONiX Technology Co., Ltd. Company Briefing

Spokesperson: Daniel Pan

Date: November 14th , 2024



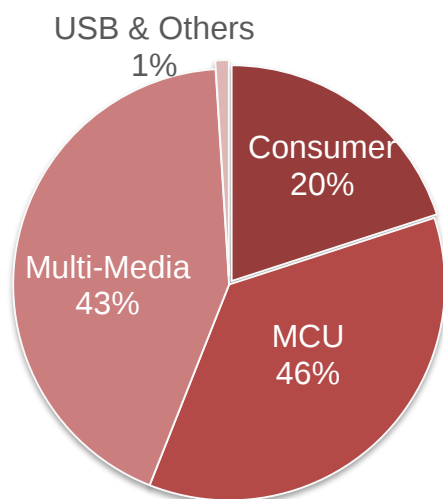
Product Lines & Applications



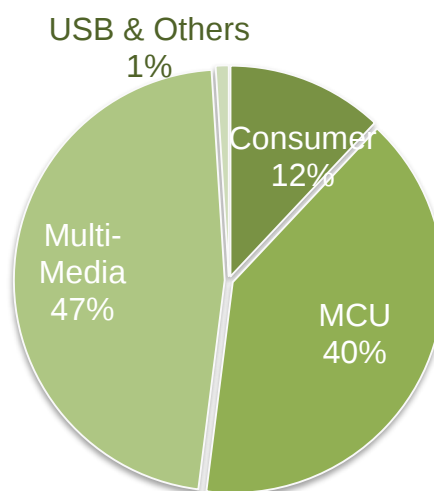
Product Mix Change



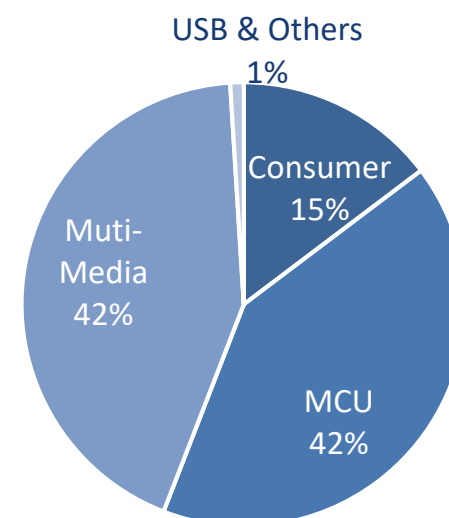
FY2022



FY2023



FY2024 1~3Q

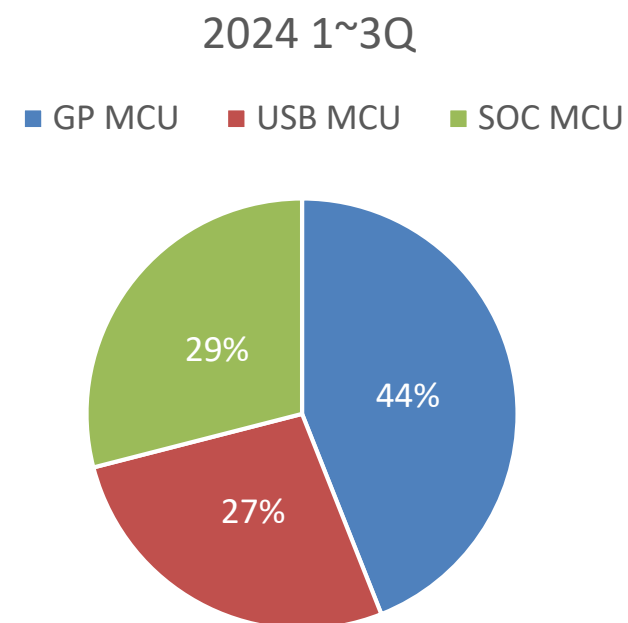
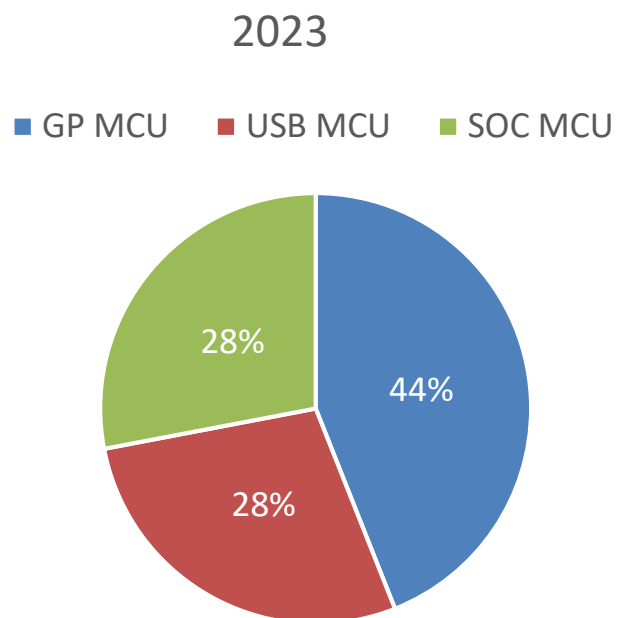
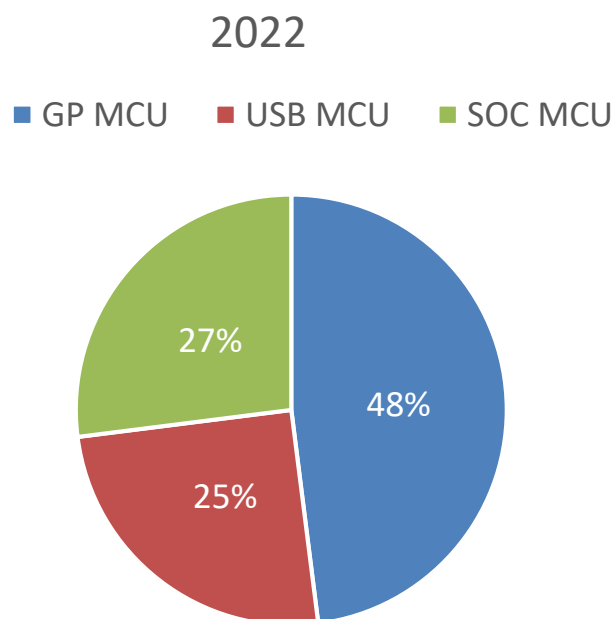


Sonix MCU Overview by Applications



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

MCU breakdown





Growth Opportunity – Webcam ICs

Multimedia ICs are the key growth driver for Sonix

■ Aggressive expansion

2006
Built-in Cameras
in Laptop

2008
Sonix NB Camera ICs
market share over 60%

2021
WFH/AIOT

2023~2024
HDR/AI/HPD

■ New applications create larger markets

Embedded in Laptops

High adaption rate of Laptop
HD/FHD/DNR



Standalone Web Cam.

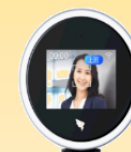
Covid -19 impact – webcam demands



- Video Conference
- Work from Home
- Online Learning

New Applications

AI /HPD/Industrial Control



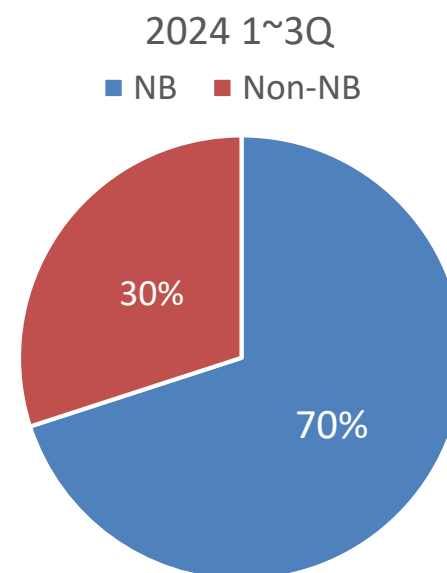
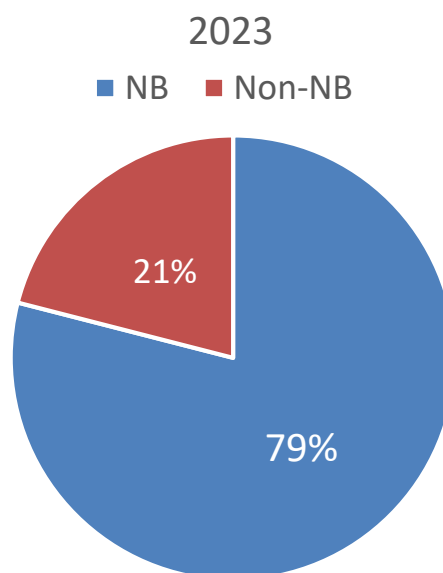
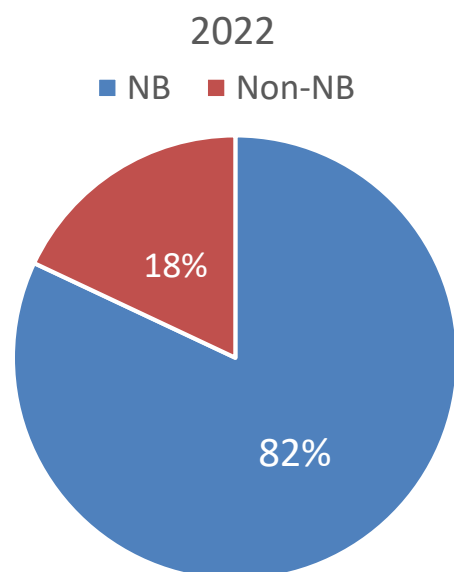
Document camera



Payment system



Webcam IC breakdown





2024 1~3Q Financial Results Summary

Unit: NT\$ in Thousand

	2024 1~3Q	2023 1~3Q
Net Sales	2,027,836	1,899,707
Net Income	144,219	144,194
EPS (NTD)	0.86	0.86
Cash and cash equivalents	1,291,863	1,013,573
Inventories, net	668,330	887,903
Inventory Turnover Days	177	272
Accounts and Notes Receivables	303,761	349,387
Total Assets	3,975,874	4,136,045
Total Liabilities	492,729	572,659
Total Equity	3,483,145	3,563,386



2024 1~3Q Financial Results YoY

Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2024 1~3Q	%	2023 1~3Q	%	YoY(%)
Net Sales	2,027,836	100%	1,899,707	100%	7%
Gross Profit	846,705	42%	784,201	41%	8%
Operating Income	75,658	4%	86,450	5%	-12%
Income Before Tax	159,434	8%	143,387	8%	11%
Net Income	144,219	7%	144,194	8%	0%
Gross Margin Rate	42%		41%		
EPS (NT Dollars)	0.86		0.86		



2024 3Q Financial Results YoY

Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2024 3Q	%	2023 3Q	%	YoY(%)
Net Sales	691,410	100%	698,301	100%	-1%
Gross Profit	280,821	41%	301,764	43%	-7%
Operating Income	15,107	2%	52,012	7%	-71%
Income Before Tax	28,625	4%	76,344	11%	-63%
Net Income	23,059	3%	60,762	9%	-62%
Gross Margin Rate	41%		43%		
EPS (NT Dollars)	0.14		0.36		



2024 3Q Financial Results QoQ

Statements of Comprehensive Income

Unit: NT\$ in Thousand

	2024 3Q	%	2024 2Q	%	QoQ(%)
Net Sales	691,410	100%	724,398	100%	-5%
Gross Profit	280,821	41%	305,764	42%	-8%
Operating Income	15,107	2%	35,776	5%	-58%
Income Before Tax	28,625	4%	71,684	10%	-60%
Net Income	23,059	3%	73,694	10%	-69%
Gross Margin Rate	41%		42%		
EPS (NT Dollars)	0.14		0.44		



High Cash Dividend Trend

■ High payout ratio

Unit: NT\$

Year	2018	2019	2020	2021	2022	2023
EPS	2.02	2.03	6.11	8.71	3.45	1.11
Cash Dividend	2.08	2.1	5.7	7	2.5	1.2
Payout Reatio	103%	103%	93%	80%	72%	108%

The End

