



SILICON OPTRONICS, INC.

2020.11.17

Safe Harbor Statement

SOI's statements of its current expectations are forward-looking statements subject to significant risks and uncertainties. Actual results may differ materially from those contained in the forward-looking statements. Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.



Agenda

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Q&A

A close-up photograph of a hand holding a black pen, writing on a document. The document has some faint, illegible text and a signature. A large teal semi-transparent shape is overlaid on the right side of the image, containing the text '01' and 'Market Trends'.

01

Market Trends

Surveillance and Consumer

- Surveillance market keep growing
- Consumer IoT demand growing fast
- AI function and solutions become popular
- Battery powered devices

Conference camera

- Market update
- Webcam
- NB Cam
- TV-Cam
- Conference system

Automotive

- Car DVR market trend
- AVM system application
- AEC-Q100 qualification

Biomedical

- YoY keep growth
- New product/market application are under development

A hand holding a pen is writing on a document. A teal-colored triangular overlay is positioned over the top half of the image, containing the number '02' and the title 'Product Portfolio and Market Overview'.

02

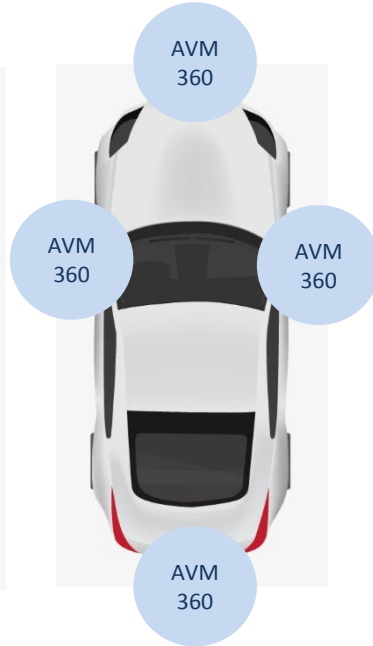
Product Portfolio and Market Overview

SOI Automotive Solutions

Rear View
(1 cam)



AVM
(4 cams)



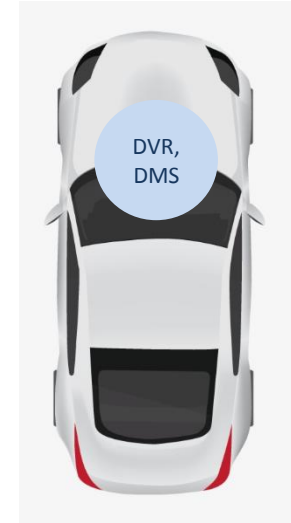
DVR
(1 cam)



eMirror
(2-3 cams)



**DMS/
In-Cabin**
(1-2 cams)



High

F32 / F35

A05/H66/H68

A03/F32/F22p

A03/F32/F37H

H65/H66/H68

Mid

F23/F37

H66/H68

F37H

F37H/F37

H65/H66

Entry

H62/H63

H62/H63

H62/H63

F37/H62/H63

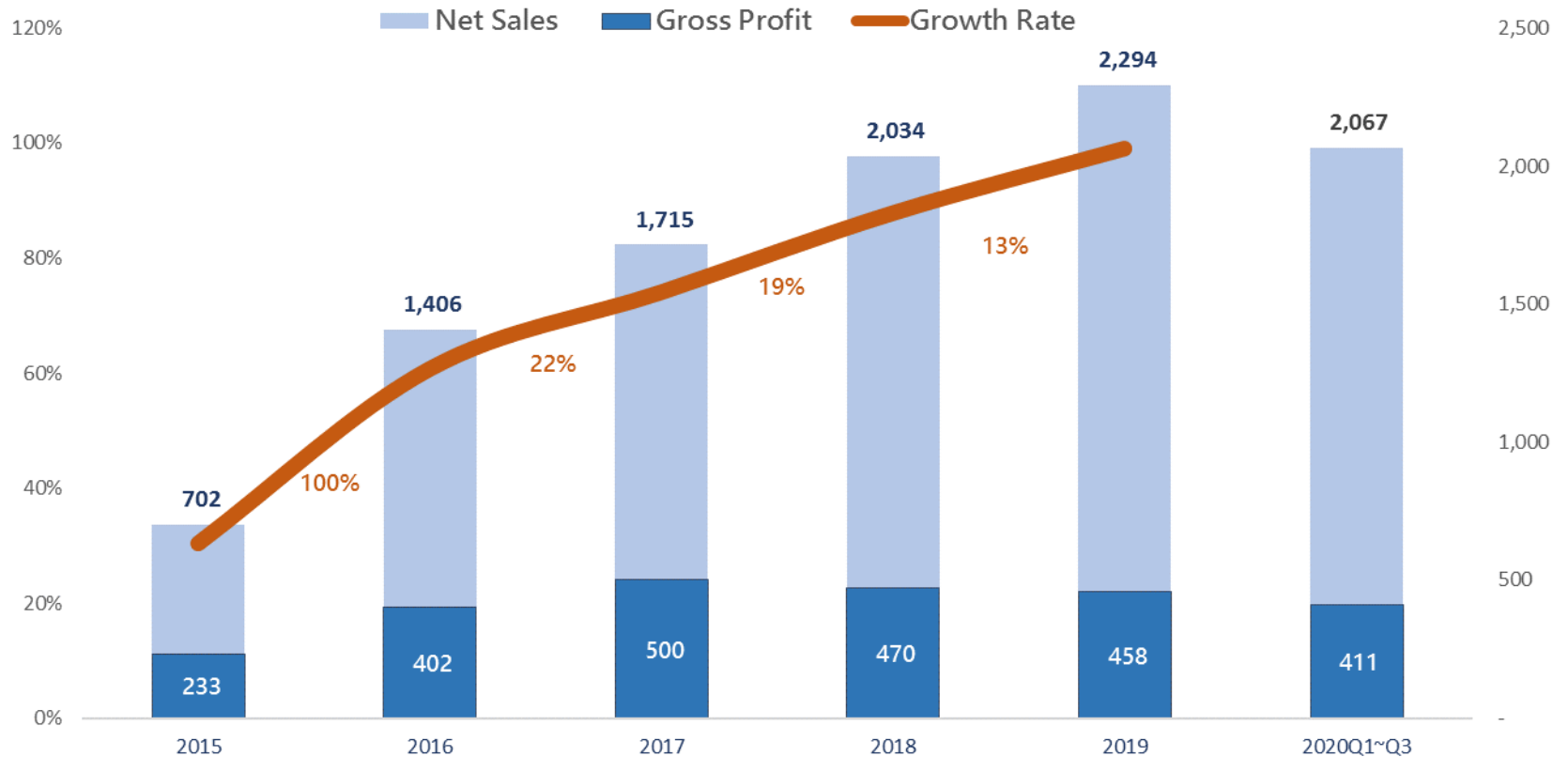
H62/H63

A close-up photograph of a person's hand holding a blue pen, signing a document. The document has a signature and some printed text. A semi-transparent teal overlay covers the upper part of the image, containing the number '03' and the text 'Financial information'.

03

Financial information

Five-Year Net Sales & Gross Profit



Consolidated Income Statements(—)

(In NT\$ billions unless otherwise noted)	Q1~Q3 2020	Q1~Q3 2019	Y-Y
Net Sales	2067.3	1616.1	+27.9%
COGS	1656.2	1292.1	+28.2%
Gross Profit	411.1	324.0	+26.9%
Gross Margin	19.9%	20.0%	
Operating Expense	(251.7)	(227.9)	+10.4%
Operating Income	159.4	96.1	+65.9%
Non-Operating Income & Expense	12.7	20	
Income before Tax	172.1	116.1	+48.2%
Income Tax Expense	(23.5)	(17.3)	
Net Income	148.6	98.8	+50.4%
EPS(NT Dollar)	1.93	1.27	

Consolidated Income Statement(二)

(In NT\$ billions unless otherwise noted)

	3Q20	2Q20	3Q19	Q-Q	Y-Y
Net Sales	928.5	539.1	661.7	+72.2%	+40.3%
COGS	731.0	450.7	525.0	+62.2%	+39.2%
Gross Profit	197.5	88.4	136.7	+123.4%	+44.5%
Gross Margin	21.3%	16.4%	20.7%		
Operating Expense	(94.2)	(80.3)	(79.9)	+17.3%	+17.9%
Operating Income	103.3	8.2	56.8	+1159.8%	+81.9%
Non-Operating Income & Expense	3.5	6.6	9.0	-47.0%	-61.1%
Income before Tax	106.8	14.8	65.8		
Income Tax Expense	(14.1)	(2.0)	(9.8)		
Net Income	92.7	12.8	56.0	+624.2%	+65.5%
EPS(NT Dollar)	1.2	0.16	0.72	+650.0%	+66.7%



Consolidated Balance Sheets

(Amount: NT\$ thousand)	3Q20		4Q19		3Q19	
	Amount	%	Amount	%	Amount	%
Cash & Marketable Securities	811.6	28.5	680.3	27.9	1,379.3	55.1
Inventories	1,183.0	41.5	856.5	35.2	696.8	27.8
Property, plant and equipment	529.9	18.6	530.4	21.8	59.4	2.4
Goodwill	199.2	7.0	199.2	8.2	199.2	8.0
Total Assets	2,848.3	100.0	2,436.6	100.0	2,502.5	100.0
Current Liabilities	413.3	14.5	339.1	13.9	427.2	17.1
Non-current Liabilities	361.7	12.7	17.4	0.7	19.2	0.8
Total Liabilities	775.0	27.2	356.5	14.6	446.4	17.8
Total Shareholder's Equity	2,073.3	72.8	2,080.1	85.4	2,056.1	82.2

Q & A

