



Sitronix 8016.TW

Sitronix Technology Corp.

4Q 2023 Results

Investor Presentation

2024/Mar

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About Sitronix Group

Mission

“Achieve the highest level of customer satisfaction with the most competitive cost and quality technology.”

Company Profile

Sitronix Technology Corp Group

Code: 8016.TW

Established / Listed 1992 / 2003

Headquarter: Taiwan Hsinchu

Share Outstanding* 120 millions

Market Cap* US\$1.09b / NT\$33.88b

Shareholders* Foreign Investors 32.44%, Securities
Investment Trust Companies & Dealers 20.19%

*as of 2024/3/15

Business Model

- A global market leader in small size display driver IC (DDIC) holds a dominant position in AIoT & Industrial markets.
- Innovate Zerocap® technology.
- Consistently incubating new business to boost future growth.

Market Status

- **AIoT device DDI:** a green-product pioneer with Zerocap® solutions.
- **Industrial DDI:** enjoy a long-tail market with stable profit.
- **Sensor IC:** major optical sensor supplier of Android smartphone.
- **Automotive DDI:** a niche market player in medium-sized DDI markets.

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Group members

Sales 33%



AIoT Device

- › Wearable devices
- › Consumer electronics
- › Feature phone

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Sales 30%



Sensors

- › Optical sensors
- › MEMS sensors

Subsidiary

 **sensortek**

Industrial

- › Office Automation
- › Industrial Instruments
- › Portable Medical Devices

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Sales 13%



Automotive

- › Cluster Display
- › Navigation Display
- › Center Information Display

Subsidiary

 **FORCELEAD**

Sales 16%



Consolidated Revenue Update

- 2024 YTD: as of Feb 2024, accumulated unaudited consolidated revenue is NT\$ 2,891,418 thousand, an increase of 37.62% YoY.
- 4Q23: revenue increased by 7.37 % QoQ and increased 17.74% YoY.
- 2023 YTD: as of Dec 2023, consolidated revenue is NT \$16,722,891 thousand, a decrease of 7.24% YoY.

| Summary | 4Q23 | 3Q23 | 4Q/3Q | 4Q22 | Y/Y |
|----------------------|-----------|-----------|--------|-----------|---------|
| Revenue (NT'000) | 4,511,164 | 4,201,548 | +7.37% | 3,831,421 | +17.74% |
| Gross Profit Margin% | 34% | 37% | -3% | 30% | +4% |
| Operating Margin% | 15% | 17% | -2% | 12% | +3% |
| EPS (NT\$) | 3.58 | 4.51 | -0.93 | 3.08 | +0.50 |

Sales Mix

- **AIoT DDI / Industrial DDI** : Stable growth with macro. Launched strategic products to improve sales & GPM.
- **Sensor** : 4Q mobiles supply chain's inventory stayed low and restocked. 1Q24 optical sensor shipment is driven by the AI model of high-end brand. Mid-end brands shipment remain slow.
- **Automotive DDI** : OEM projects are mass producing and drive 2024 revenues. Will launch touch products in 2Q and aims to access the large-screen market in 2H24.

| Product Line | 2021 | 2022 | 2023 | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 |
|-------------------|------|------|------|------|------|------|------|------|------|------|------|
| AIoT | 36% | 36% | 35% | 36% | 32% | 41% | 36% | 35% | 37% | 33% | 33% |
| Industrial | 14% | 18% | 14% | 17% | 23% | 16% | 17% | 16% | 16% | 14% | 13% |
| Sensor | 26% | 22% | 27% | 24% | 24% | 19% | 21% | 24% | 25% | 29% | 30% |
| - Optical | 90% | 88% | 88% | 89% | 87% | 90% | 87% | 89% | 88% | 88% | 88% |
| - MEMS | 10% | 12% | 12% | 11% | 13% | 10% | 13% | 11% | 12% | 12% | 12% |
| Automotive | 16% | 16% | 16% | 15% | 13% | 17% | 19% | 17% | 15% | 17% | 16% |
| Others | 8% | 8% | 8% | 8% | 8% | 7% | 7% | 8% | 7% | 7% | 8% |
| Total | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |

Income Statement

| NT\$ | 2020 | 2021 | 2022 | 2023 | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 |
|-----------------------------|------------|------------|------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Sales (000'NTD) | 13,804,562 | 22,255,670 | 18,027,827 | 16,722,891 | 4,065,580 | 3,831,421 | 3,600,616 | 4,409,563 | 4,201,548 | 4,511,164 |
| Gross Prof. Margin % | 34% | 56% | 46% | 34% | 42% | 30% | 30% | 35% | 37% | 34% |
| Opex to Sales % | 18% | 19% | 19% | 19% | 21% | 18% | 20% | 18% | 20% | 19% |
| Op. Margin % | 17% | 37% | 27% | 15% | 21% | 12% | 10% | 17% | 17% | 15% |
| Non-OP (000'NTD) | 140,578 | 196,875 | 363,954 | 337,010 | 143,042 | 208 | 66,817 | 99,254 | 129,217 | 41,722 |
| Tax* % | 14% | 15% | 17% | 15% | 17% | 5% | 17% | 14% | 14% | 16% |
| Net Income** % | 10% | 27% | 20% | 11% | 18% | 10% | 8% | 13% | 13% | 10% |
| EPS (NTD) | 11.53 | 50.03 | 30.10 | 15.50 | 6.09 | 3.08 | 2.48 | 4.93 | 4.51 | 3.58 |

*Effective tax rate **attributed to the parent company

Operation Indicator

- Inventory reaches peak in 3Q 2022; customers restocked inventory at the end of 1Q23;
- Return to low levels since 2Q23.

| Turnover days | 2020 | 2021 | 2022 | 2023 | 1Q22 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 | 4Q23 |
|---------------|------|------|------|------|------|------|------|------|------|------|------|------|
| Inventory | 70 | 74 | 128 | 117 | 102 | 180 | 205 | 167 | 134 | 96 | 99 | 83 |
| AR | 37 | 27 | 32 | 31 | 32 | 37 | 35 | 33 | 30 | 28 | 32 | 31 |
| AP | 81 | 81 | 65 | 49 | 93 | 127 | 99 | 51 | 35 | 48 | 61 | 53 |

ESG Actions

- Published latest Sustainability report [on website](#) and secured external verification.
- 2023 – Ranked 2022 TWSE Corporate Governance Evaluation Top 6~20% among all the listed companies.
- 2023 - Sitronix (parent company) has published GHGreport and obtained external verification. Sitronix subsidiaries has completed the self-inventory.
- 2023 – Won TIRI Awards, Best IR company & officer.
- 2023 – Won IT Matters Awards, Best IT employer.
- 2023 - Included in Taiwan Index Plus multiple index, including sustainable, high dividend, and semiconductor index.
- 2023 - Established Risk management conference.
- 2022 - Established a Sustainability Committee under the BOD.
- 2022 – Completed the third-party assessment for the BOD performance.
- 2021 - Established Information Security Committee.

Q&A

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Thank You

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