



*Compound Semiconductor Solutions  
from RF to Lightwave*

**穩懋半導體**

# WIN Semiconductors Company Presentation

Mar. 2022



# Safe Harbor Notice



- **This presentation contains certain forward-looking statements that are based on current expectations and are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements.**
- **Except as required by law, we undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.**

- **Market Outlook**
- **Advanced Technology Development**
- **Financial Review & Guidance**
- **Q&A**

# MARKET OUTLOOK

---

# 2021 Operating Highlights

## Operating Highlights



Annual revenue hits the new record high



- > 30% revenue growth on Cellular & Satellite
- > 10% revenue growth on Optics



STSP Construction is on schedule

(Clean room will be completed in Q2' 23)

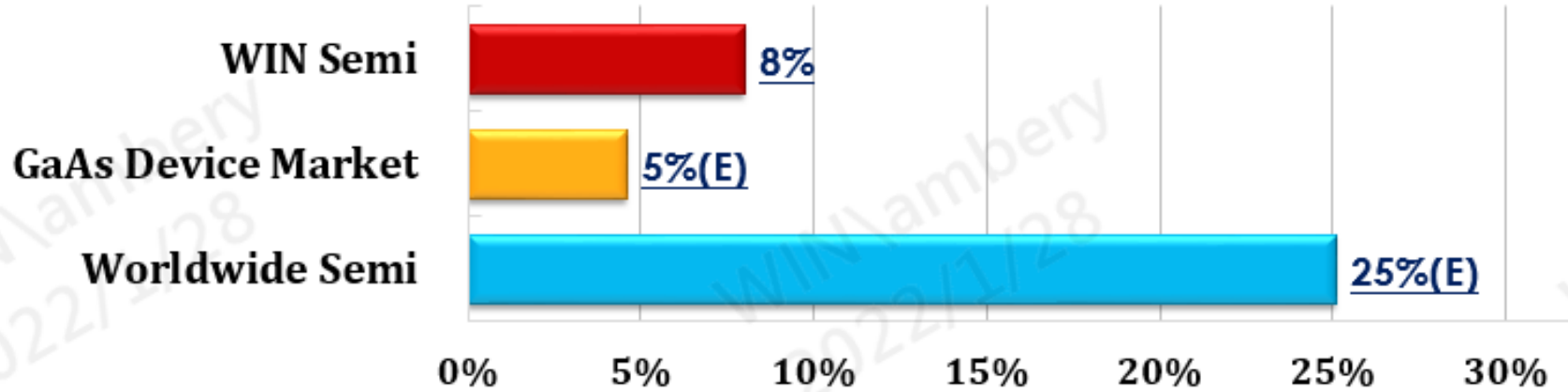


Nurturing compound semiconductor talents

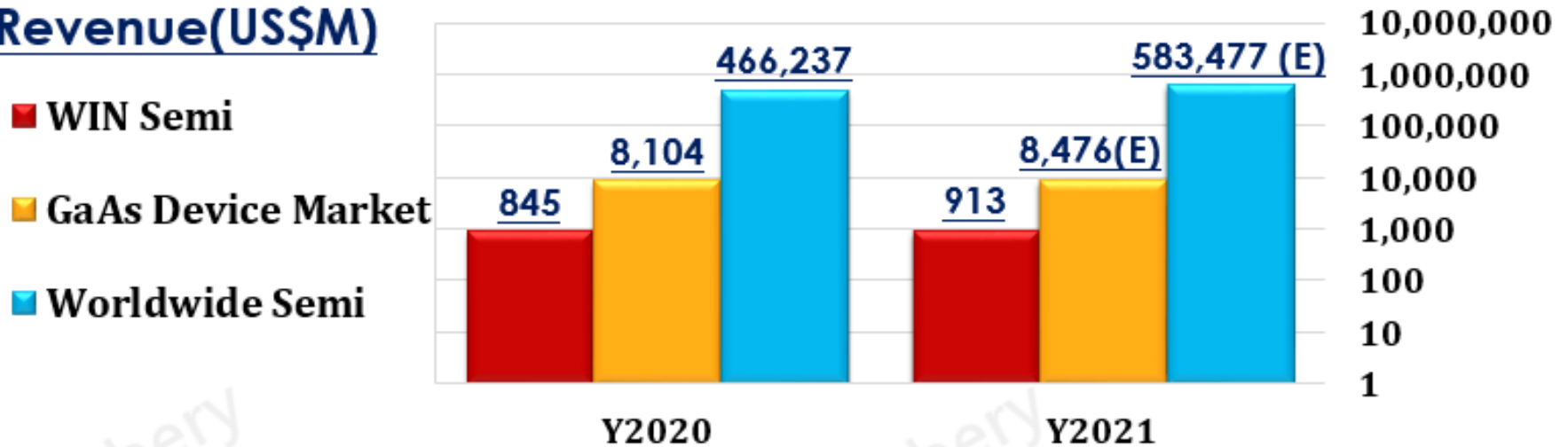
- Established a joint technology innovation center in NYCU
- Established “Academy of Innovative Semiconductor and Sustainable Manufacturing” in NCKU with 15 companies

# 2021 Revenue Trend of Semi. Industry

## Y2021 Revenue Growth Rate(US\$)



## Revenue(US\$M)



Source : (1) GaAs Market Estimation, Strategy Analytics, July 2021  
 (2) Worldwide Semiconductor Revenue, Gartner, Apr. 2021 and Jan. 2022

# Growth Engines



5G + Wi-Fi



Satellite



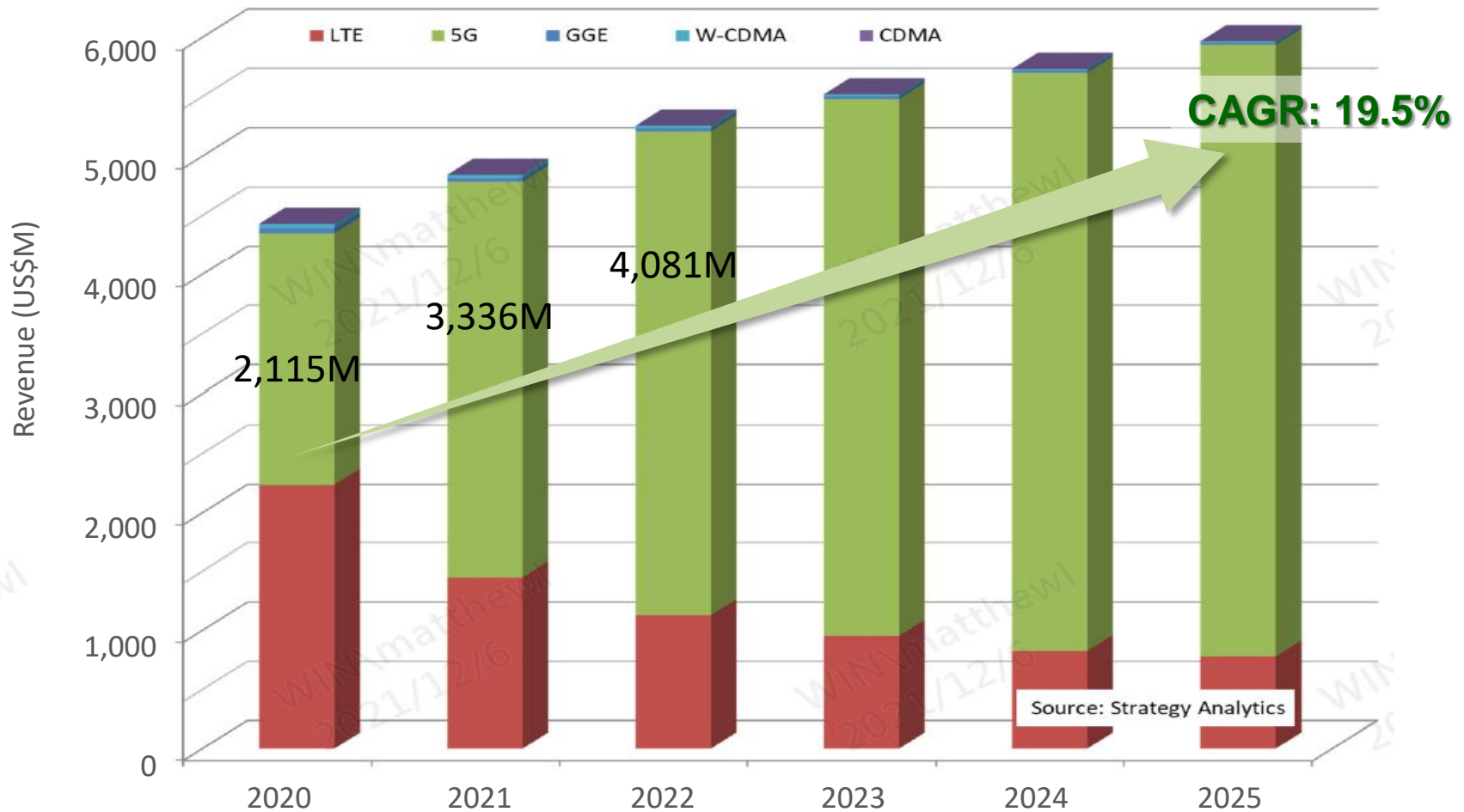
Optical Devices

## 2022 Outlook

- The momentum is increasing with the coexistence of 4G and 5G network. Cellular and Infra products keep under mass production. WIN is continuously developing the new-generation technologies.
- As market penetration of Wi-Fi 6 & 6E increasing, WIN is developing technologies for Wi-Fi 7.
- Strong demand on satellite communication especially Low Earth Orbit (LEO) satellites provide seamless connectivity for ubiquitous communications.
- WIN takes the lead in VCSEL manufacturing/quality techniques. Applications on 3D and proximity sensing are expanding. And, WIN has delivered the vehicular sensors in automobiles successfully.
- For InP optoelectronic products including receivers and other laser devices, WIN is working closely with potential customers to develop LiDAR related applications.

# 5G Is Expanding

## Merchant RF GaAs MMIC Revenue for Cellular Terminals







# Wi-Fi 6E Is the Next Wave

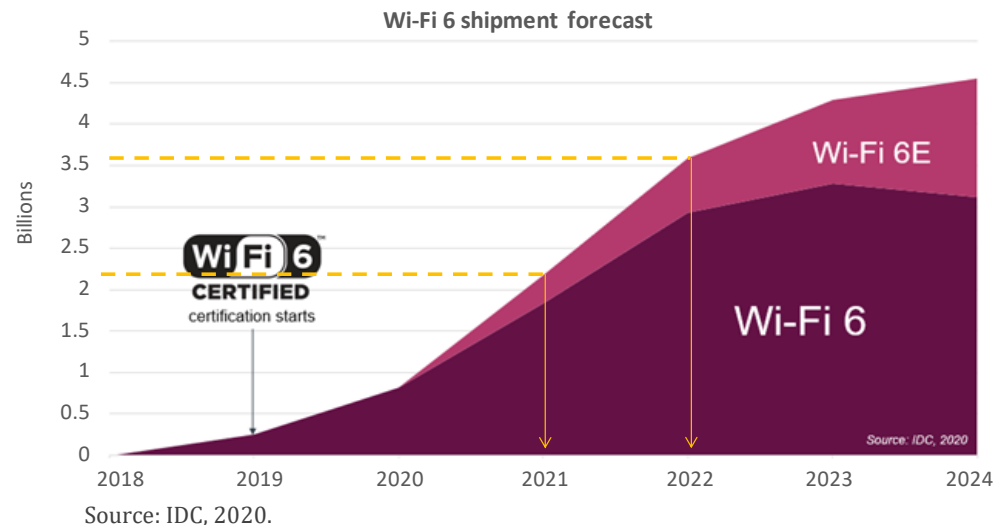


## Wi-Fi 6 & 6E new frequency band and penetration rate growth

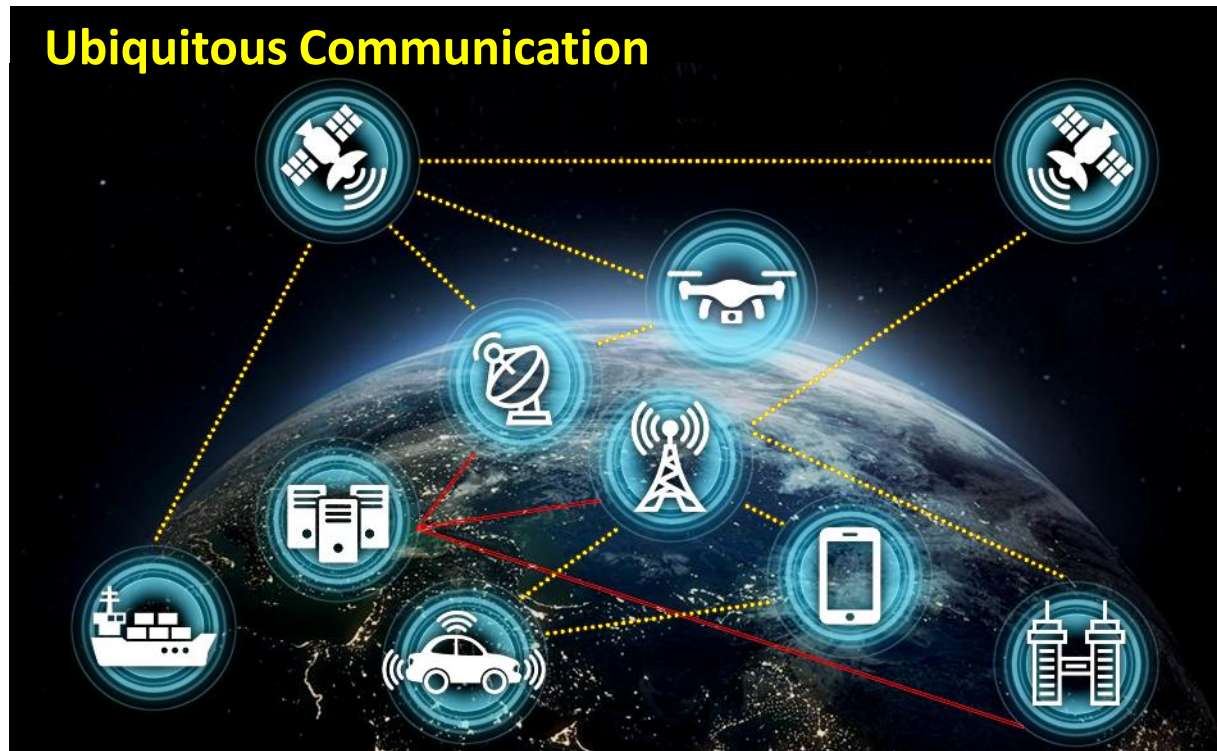


- Wi-Fi 6E (6-7 GHz) needs superior frequency & high linearity performance which is a challenge to semiconductor.
- GaAs' outstanding characteristics can fulfill the critical requirement of Wi-Fi 6E.

- More than 3.5 billion Wi-Fi 6 product shipments in 2022, growing to 79% of product shipments.
- Nearly 20% of all Wi-Fi 6 device shipments will support 6 GHz by 2022.
- 5.2 billion Wi-Fi 6 product shipments by 2025, 41% of which will be Wi-Fi 6E.



- **Wi-Fi 7: Expect more complex modulation, wider bandwidth and higher frequency.**
  - GaAs shows higher linearity (1K to 4K QAM) & operation freq. for complex modulation.
  - More MIMO requirements (from 8x8 to 16x16)
- **WIN is developing advanced HBT for Wi-Fi 7.**



- **Market is Augmenting** ~December 21, 2021 MarketsandMarkets
  - The SATCOM on the move market is projected to grow from US\$ 17.7 billion in 2021 to USD 42.8 billion by 2026, at a CAGR of 19.3%.
- **Data Traffic is Increasing** ~December 6, 2021 NSR Report
  - The space data volumes are expected to increase 14x, and it will reach more than 500 exabytes of information from 2020 to 2030.

# Satellite Communication

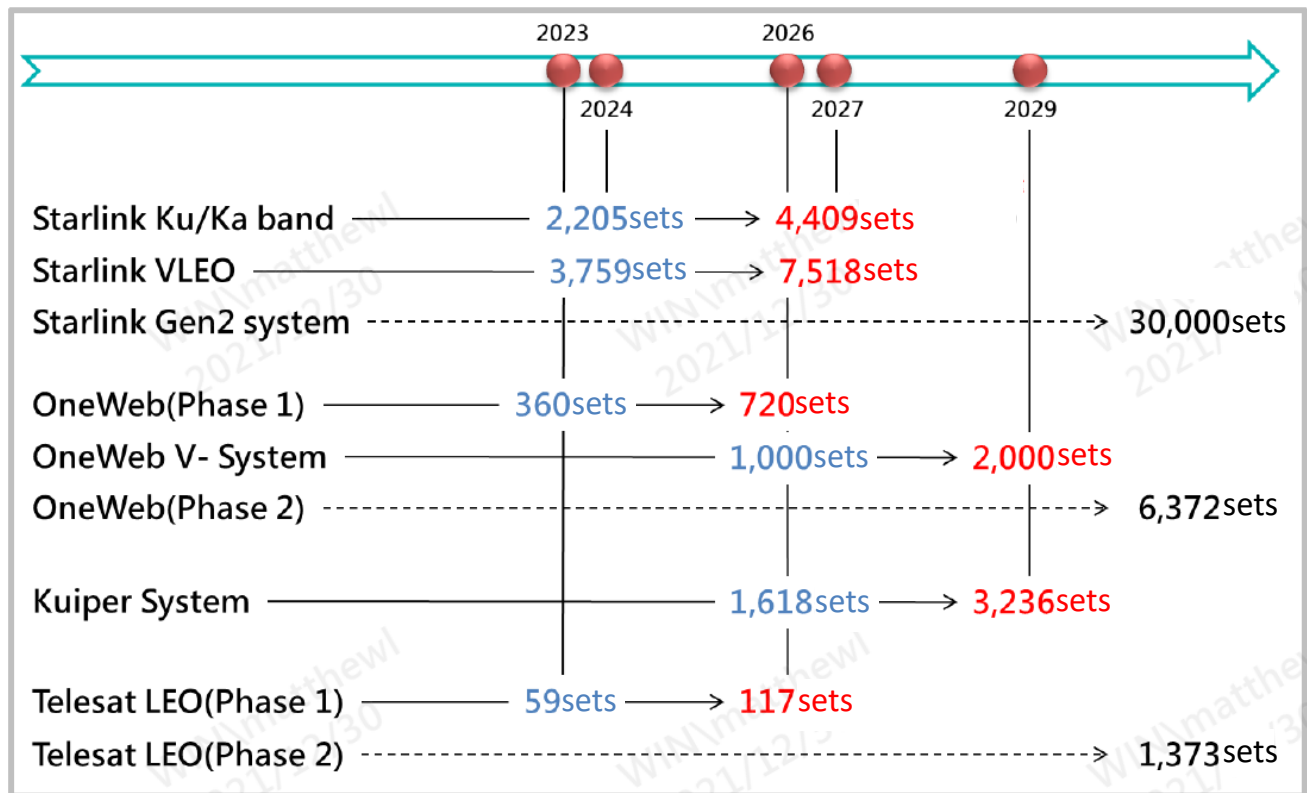
Global LEO constellation plan: **All the applications of NGSO to FCC are more than thousand sets. That will form Mega-constellation.**

USA  
SpaceX Starlink

UK  
OneWeb

USA  
Amazon Kuiper

Canada  
Telesat



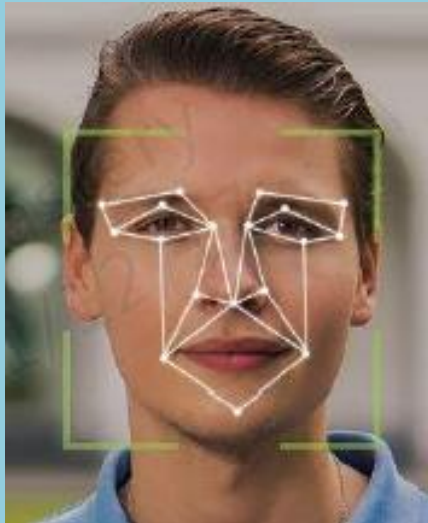
Source: IEK

# 3D Sensing Applications

## AR/VR



- Structure-Light continuously be used for facial recognition.
- ToF for more 3D sensing applications will keep growing.
  - LiDAR at rear side of smartphone
  - AR/VR Metaverse
  - Proximity sensor
  - Camera focus assistant



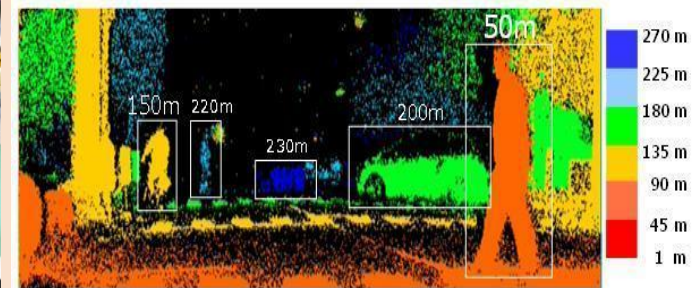


# LiDAR Applications

## LiDAR



- **ToF for LiDAR applications will keep growing.**
  - High-power infrared VCSEL is in production for automotive applications. (in-vehicle sensing device DMS/OMS)
  - 150-200m long range LiDAR for robotaxis and passenger cars is in pilot stage.
  - AGV (Automated Guided Vehicle) is in pilot stage.



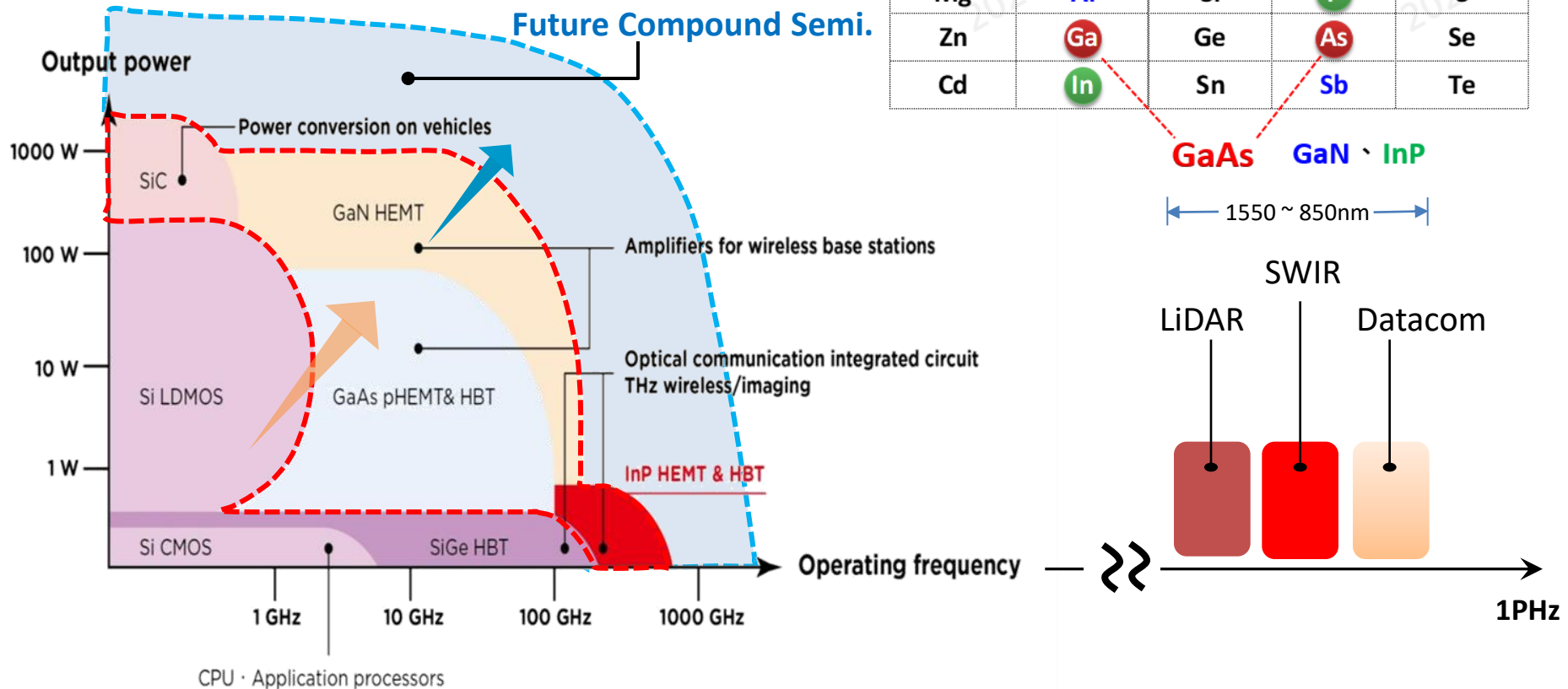
# ADVANCED TECHNOLOGY DEVELOPMENT FOR FUTURE MARKETS

---

# Compound Semi. Technologies for Future

Periodic Table

Group II	Group III	Group IV	Group V	Group VI
Be	B	C	N	O
Mg	Al	Si	P	S
Zn	Ga	Ge	As	Se
Cd	In	Sn	Sb	Te

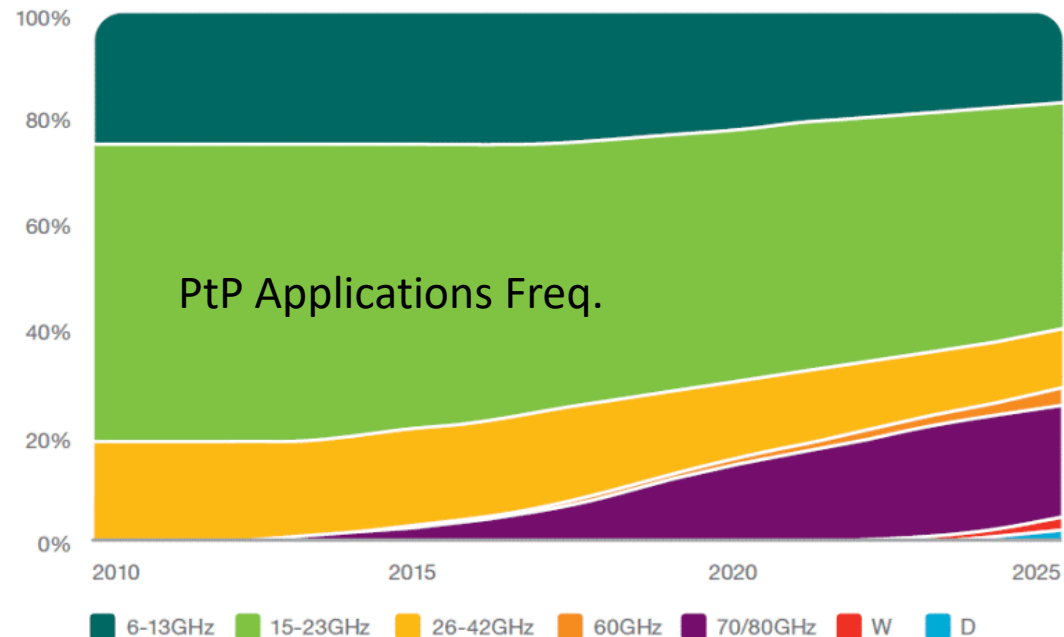


**High speed, Light emitting, Light absorption, Insulating substrate**



# GaN for RF

- To leverage experienced skills, RF specialty and production advantage, WIN strategically focus on RF GaN market.
- The application market of GaN is about to boom, including satellite, PtP, and other consumer applications.
- WIN's GaN solutions cover DC-40 GHz, which covers most of the applications.



Source: Ericsson

# InP for Optics



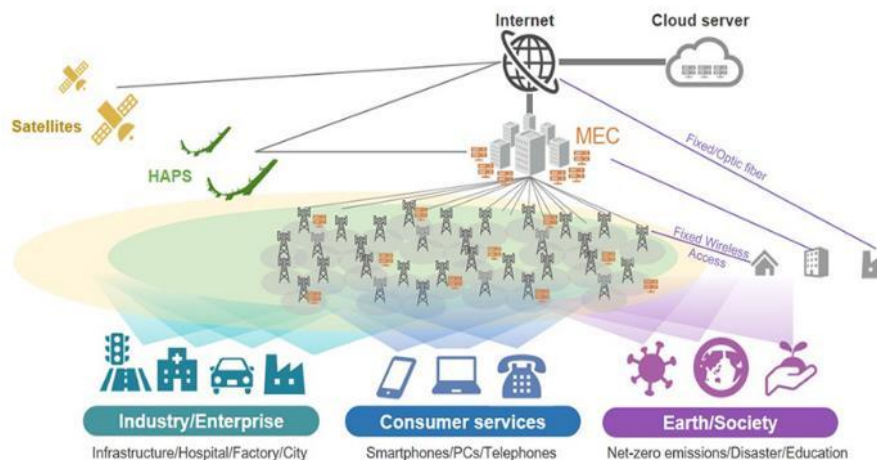
Proximity



SWIR



LiDAR



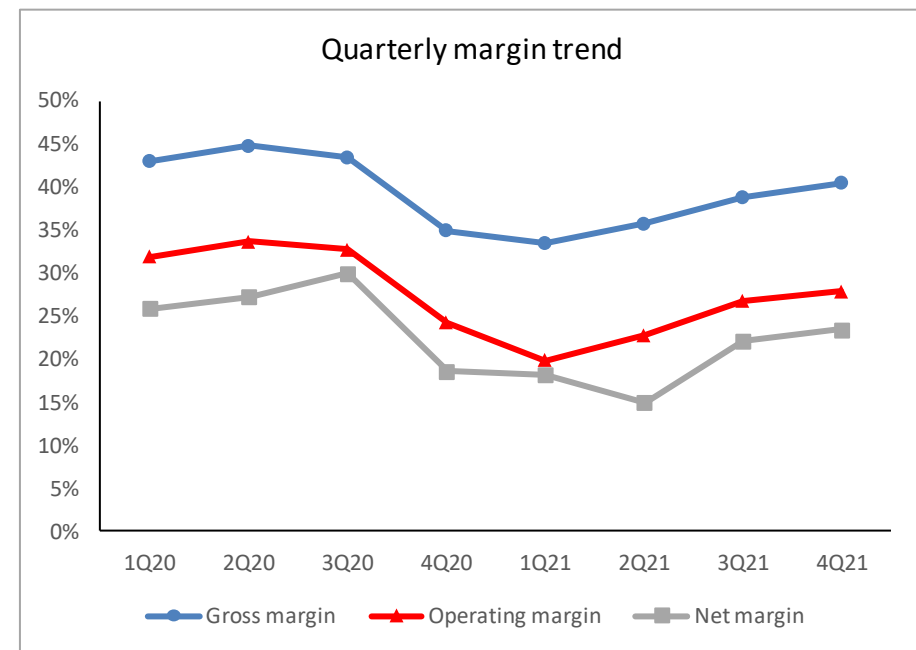
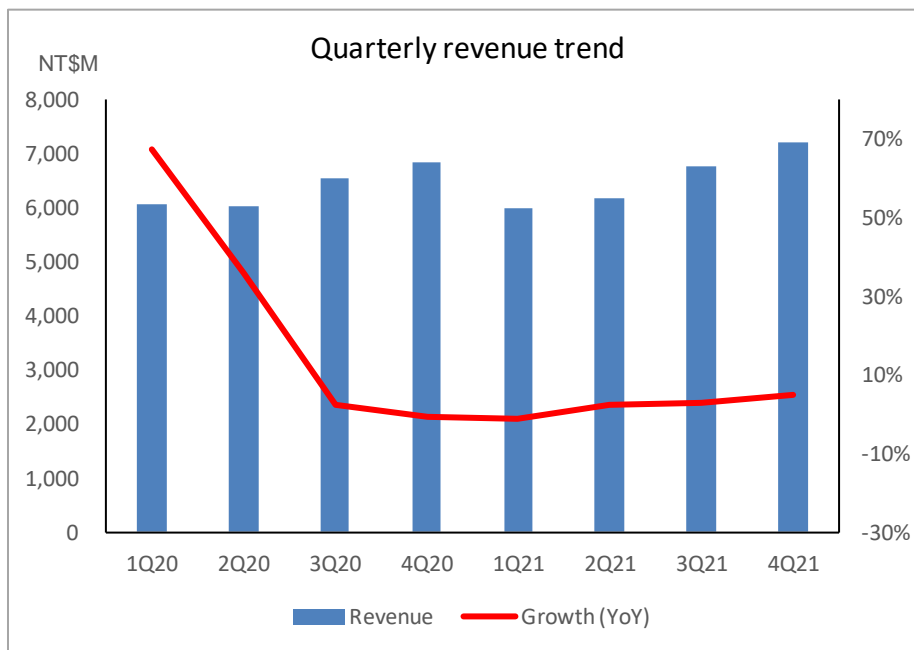
## RF THz Applications

# FINANCIAL REVIEW & GUIDANCE

---

# Revenue & Margin Trend

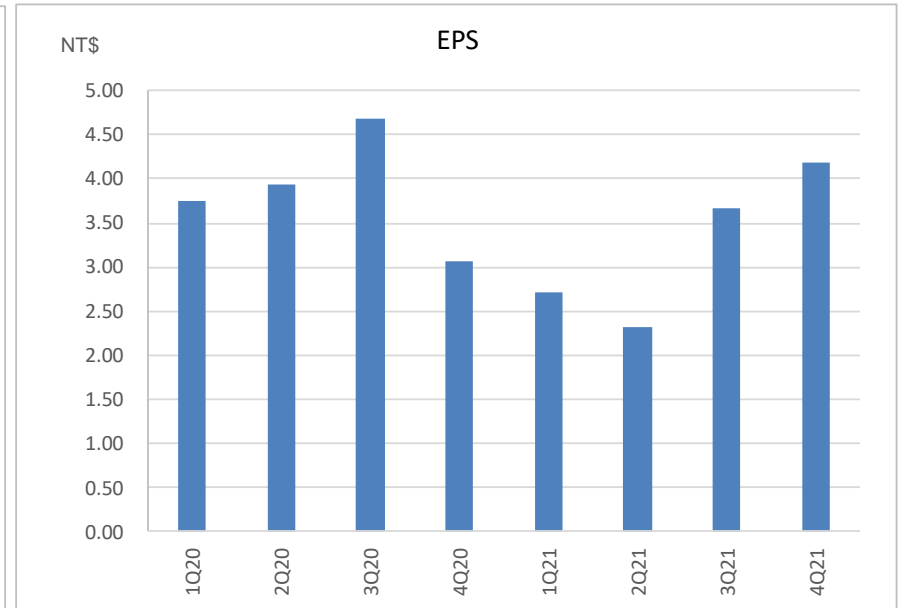
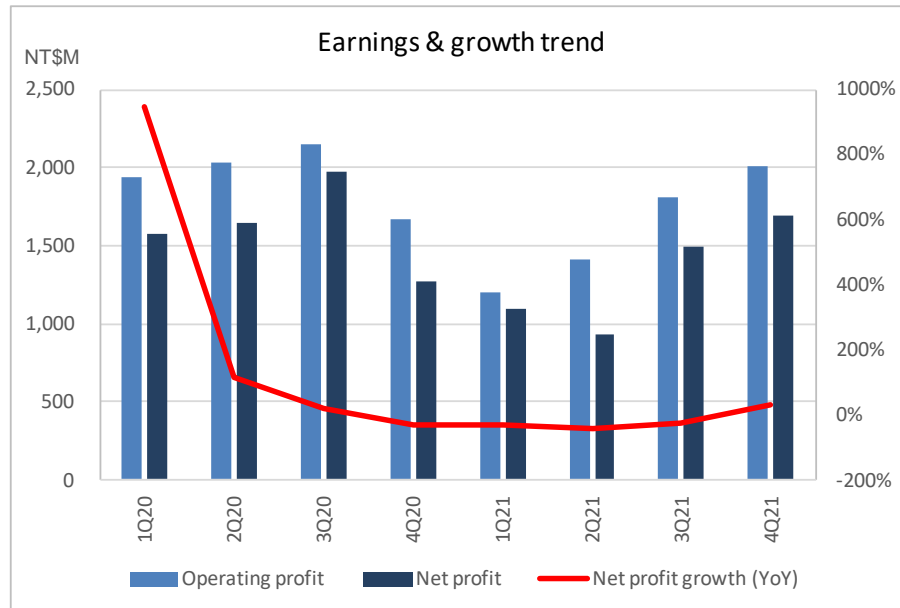
- 4Q21 revenue was NT\$7.2b, up 7% QoQ and 5% YoY.
- In 4Q21, driven by full capacity and better product mix, our gross margin increased by 1.7pp sequentially to 40.5% and operating margin increased by 1pp to 27.8%.



Source: company.

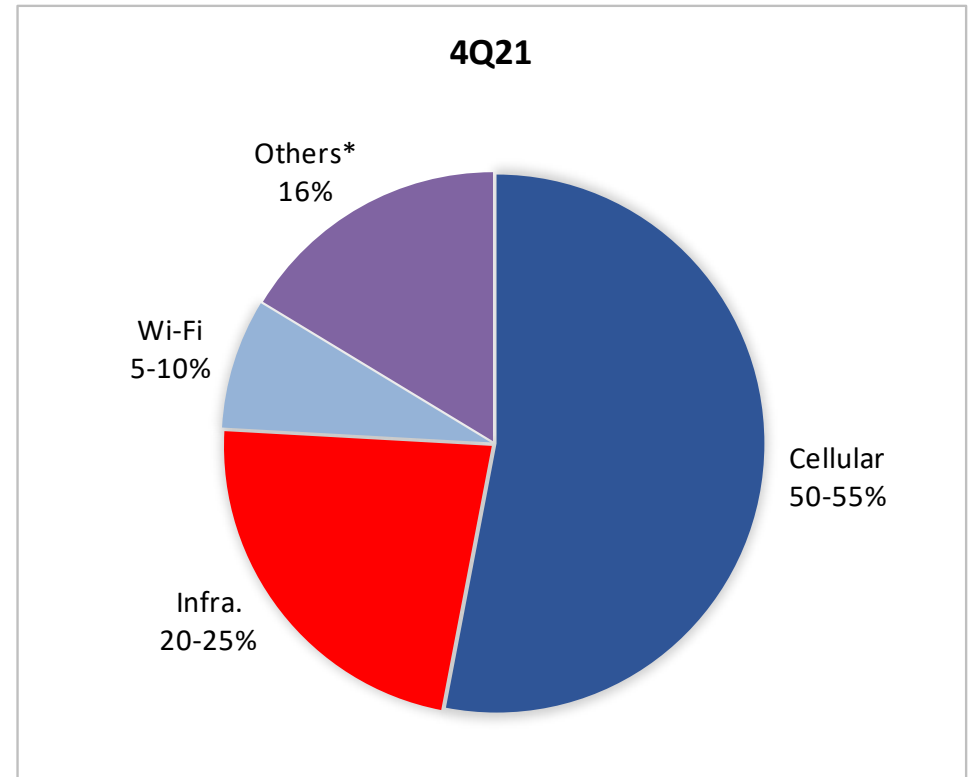
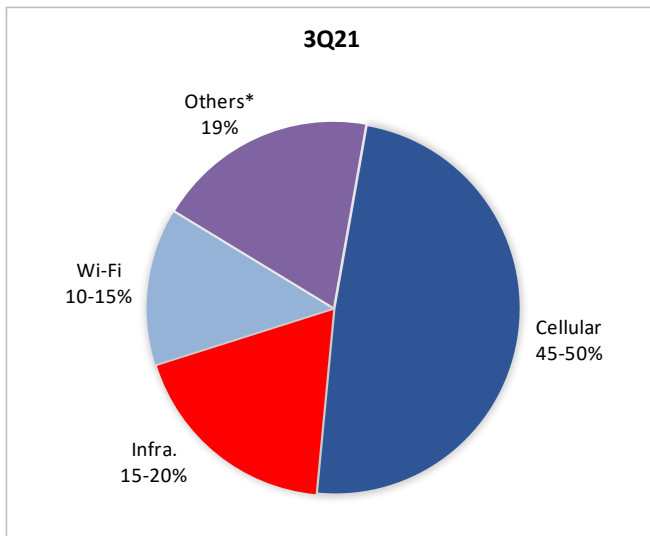
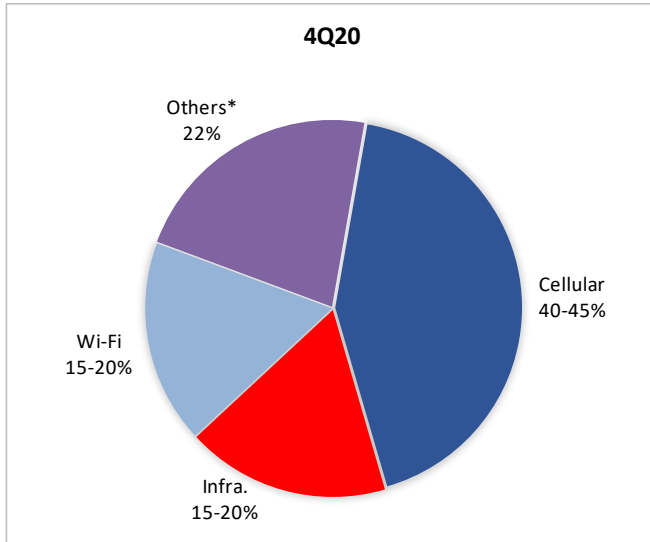
# Earnings Trend

- 4Q21 net profit was NT\$1.7b, up 13% QoQ and 32% YoY. EPS came in at NT\$4.19, compared to NT\$3.67 in 3Q21.



Source: company.

# Product Mix



\* Others: Revenue not attributable to main product segments and additional revenue being consolidated in accordance with IFRS.

Source: company.

# 1Q22 Guidance



- **Due to the annual maintenance of the fabs and the traditional slower season, we expect 1Q22 revenue to decline low-twenties QoQ.**
- **We expect 1Q22 gross margin to be around the level of mid-thirties.**

# **APPENDIX - FINANCIAL SUMMARY**

---



# Consolidated Statements of Comprehensive Income - Quarterly



Unit: NTD Million	4Q'20	3Q'21	4Q'21	QoQ	YoY
<b>Net revenue</b>	<b>6,861</b>	<b>6,761</b>	<b>7,217</b>	+7%	+5%
Gross profit	2,399	2,623	2,923	+11%	+22%
<i>Gross margin (%)</i>	<i>35.0%</i>	<i>38.8%</i>	<i>40.5%</i>		
Operating expenses	(735)	(814)	(914)	+12%	+24%
<i>Operating expenses rate (%)</i>	<i>-11%</i>	<i>-12%</i>	<i>-13%</i>		
<b>Operating income</b>	<b>1,664</b>	<b>1,810</b>	<b>2,009</b>	+11%	+21%
<i>Operating margin (%)</i>	<i>24.3%</i>	<i>26.8%</i>	<i>27.8%</i>		
Non-operating incomes and expenses	(48)	28	41		
Income before income tax	1,617	1,838	2,049	+12%	+27%
Income tax expense	(341)	(342)	(360)		
<b>Net income</b>	<b>1,276</b>	<b>1,496</b>	<b>1,690</b>	+13%	+32%
<i>Net margin (%)</i>	<i>18.6%</i>	<i>22.1%</i>	<i>23.4%</i>		
<b>EPS (NT\$)</b>	<b>3.07</b>	<b>3.67</b>	<b>4.19</b>	+14%	+36%
Other comprehensive income, net	718	(192)	380		
<b>Comprehensive income</b>	<b>1,994</b>	<b>1,304</b>	<b>2,069</b>	+59%	+4%
ROE(%)	16%	19%	21%		
Approx. Utilization (%)	85%	95%	100%		
Depreciation	983	990	1,018		
CAPEX	2,958	1,289	2,245		

# Consolidated Statements of Comprehensive Income - YTD



Unit: NTD Million	2020Y	2021Y	YoY
<b>Net revenue</b>	25,546	26,182	+2%
Gross profit	10,569	9,770	-8%
<i>Gross margin (%)</i>	41.4%	37.3%	
Operating expenses	(2,786)	(3,347)	+20%
<i>Operating expenses rate (%)</i>	-11%	-13%	
<b>Operating income</b>	7,782	6,423	-17%
<i>Operating margin (%)</i>	30.5%	24.5%	
Non-operating incomes and expenses	220	(23)	
Income before income tax	8,002	6,400	-20%
Income tax expense	(1,534)	(1,189)	
<b>Net income</b>	6,469	5,210	-19%
<i>Net margin (%)</i>	25.3%	19.9%	
<b>EPS (NT\$)</b>	15.45	12.90	-17%
Other comprehensive income, net	731	243	
<b>Comprehensive income</b>	7,200	5,454	-24%
ROE(%)	20%	16%	
Approx. Utilization (%)	85%	90%	
Depreciation	3,628	4,035	
CAPEX	8,509	8,070	

# Non-operating Items

Unit: NTD Million	4Q'20	4Q'21	2020Y	2021Y
Foreign exchange gains (losses)	(11)	21	(44)	(127)
Gains (losses) on disposals of property, plant and equipment	25	(45)	21	(49)
Gains on financial assets (liabilities) at fair value through profit or loss, net	42	23	23	243
Share of gains (losses) of associates and joint ventures accounted for using equity method	35	110	127	148
Impairment loss on financial assets	(139)	-	(139)	-
Others	0.4	(68)	231	(239)
<b>Total</b>	<b>(48)</b>	<b>41</b>	<b>220</b>	<b>(23)</b>

# Consolidated Balance Sheets

(Unit: NTD Million)	Major Item	2020/12/31		2021/9/30		2021/12/31	
		\$	%	\$	%	\$	%
	Cash and cash equivalents	8,356	15%	16,482	23%	16,332	22%
	Current financial assets at fair value through profit or loss	756	1%	56	0.1%	62	0.1%
	Notes and accounts receivable, net	2,038	4%	2,088	3%	2,718	4%
	Inventories	5,499	10%	6,594	9%	6,671	9%
	Long-term investments	8,375	15%	13,575	19%	14,414	19%
	Net property, plant and equipment	26,637	49%	29,512	41%	30,991	41%
	<b>Total Assets</b>	<b>54,702</b>	<b>100%</b>	<b>71,999</b>	<b>100%</b>	<b>74,894</b>	<b>100%</b>
	Current portion of long-term liabilities	-		5,549		-	
	Current liabilities	6,703		11,930		7,215	
	Bonds payable	-		13,244		13,287	
	Long-term borrowings	11,419		10,520		15,993	
	<b>Total Liabilities</b>	<b>18,972</b>	<b>35%</b>	<b>37,021</b>	<b>51%</b>	<b>37,772</b>	<b>50%</b>
	Common stock	4,241		4,240		4,240	
	Total equity attributable to owners of parent	34,078		32,792		34,938	
	<b>Total Equity</b>	<b>35,730</b>	<b>65%</b>	<b>34,978</b>	<b>49%</b>	<b>37,122</b>	<b>50%</b>
	Book value per share (NT\$) <sup>1</sup>	80.36		77.33		82.41	
	<b>Key Indices</b>						
	Current ratio ( <i>Current assets / Current liabilities</i> )	261%		218%		367%	
	Debt ratio ( <i>Total liabilities / Total assets</i> )	35%		51%		50%	

<sup>1</sup> Book value per share = total equity attributable to owners of parent / number of common shares

# Q & A

For more information regarding WIN  
[www.winfoundry.com](http://www.winfoundry.com)

For all inquiries, suggestions, and comments  
[ir@winfoundry.com](mailto:ir@winfoundry.com)

