



Leading the  
Global Communication

SEMICONDUCTORS



# WIN Semiconductors

*Wireless • Information • Networking*

Company Presentation

September 2013



# 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.

# Outline

- ✓ Vision Statement
- ✓ The WIN Strategy
- ✓ Growth Drivers

# Vision Statement



- We have achieved our goal of becoming the industry leader in the GaAs semiconductor foundry industry with 62% market share as of 2012.
- Our growth has been profitable. In the past five years, WIN Semi has delivered annual average top-line growth of 38% and bottom-line growth of 35%. ROE has averaged 13.5%.
- We continue to invest in capacity to retain our leading industry position, but remain focused on providing steady improvement in FCF generation.
- We continually strive to diversify our revenue base, increasing exposure to new rapidly growing device manufacturers and to new applications.

# The WIN Strategy



Invest in capacity to capture market growth and maintain leadership

Scale

Technology

Invest in technology to maintain competitive edge and penetrate into new markets

Cost & Efficiency

Customers

Leverage on technology and manufacturing expertise for continuous cost & efficiency improvement

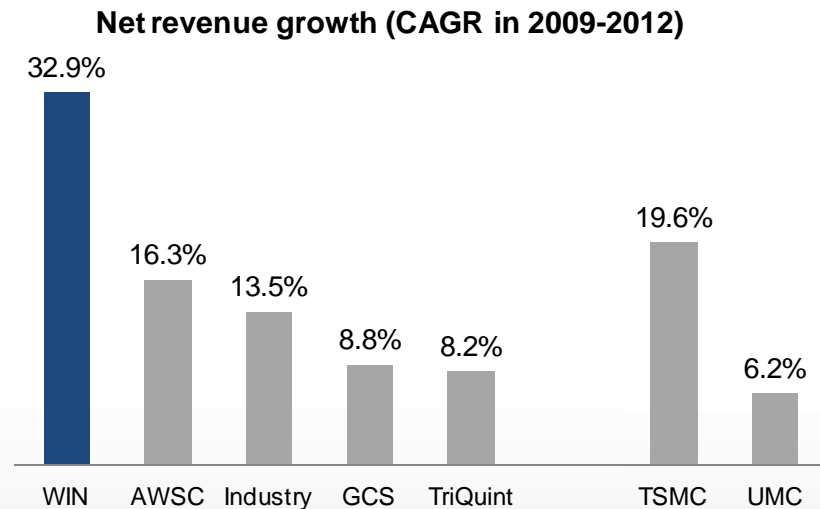
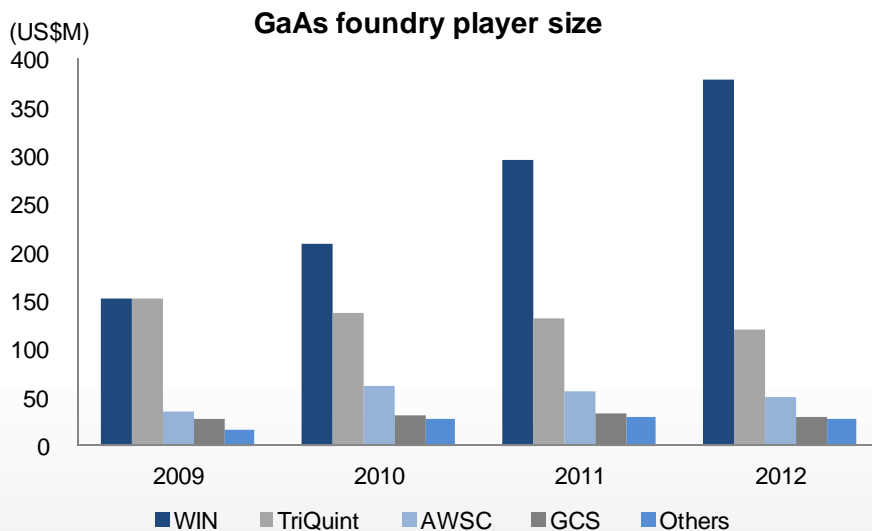
Grow and acquire new customer base in existing and new markets

# Industry Leading GaAs Foundry with Strong Growth Momentum



## Largest GaAs semiconductor foundry in the world

## Fastest growing GaAs and foundry player



- Fastest growing semiconductor foundry with consistent share gains
- Ship approximately 2.2bn chips annually, accounting for 20% of worldwide demand
- Pure-play conflict-free model attracts both IDMs and fabless customers

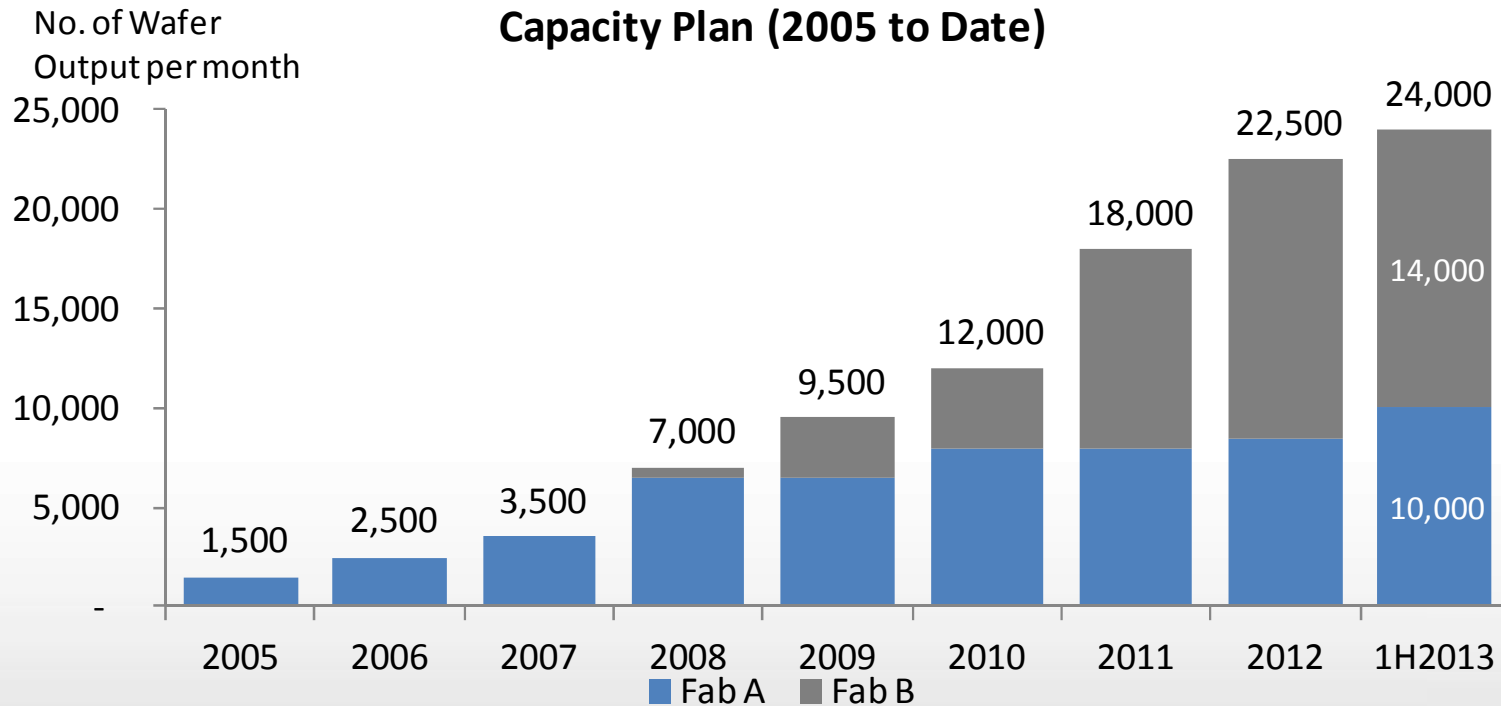
Note 1: Industry growth represents GaAs foundry industry growth

Source: Strategy Analytics, Company filings, management estimates

# Invest in Capacity to Capture Market Growth and Maintain Leadership



## Largest manufacturing capacity among GaAs foundries in the world

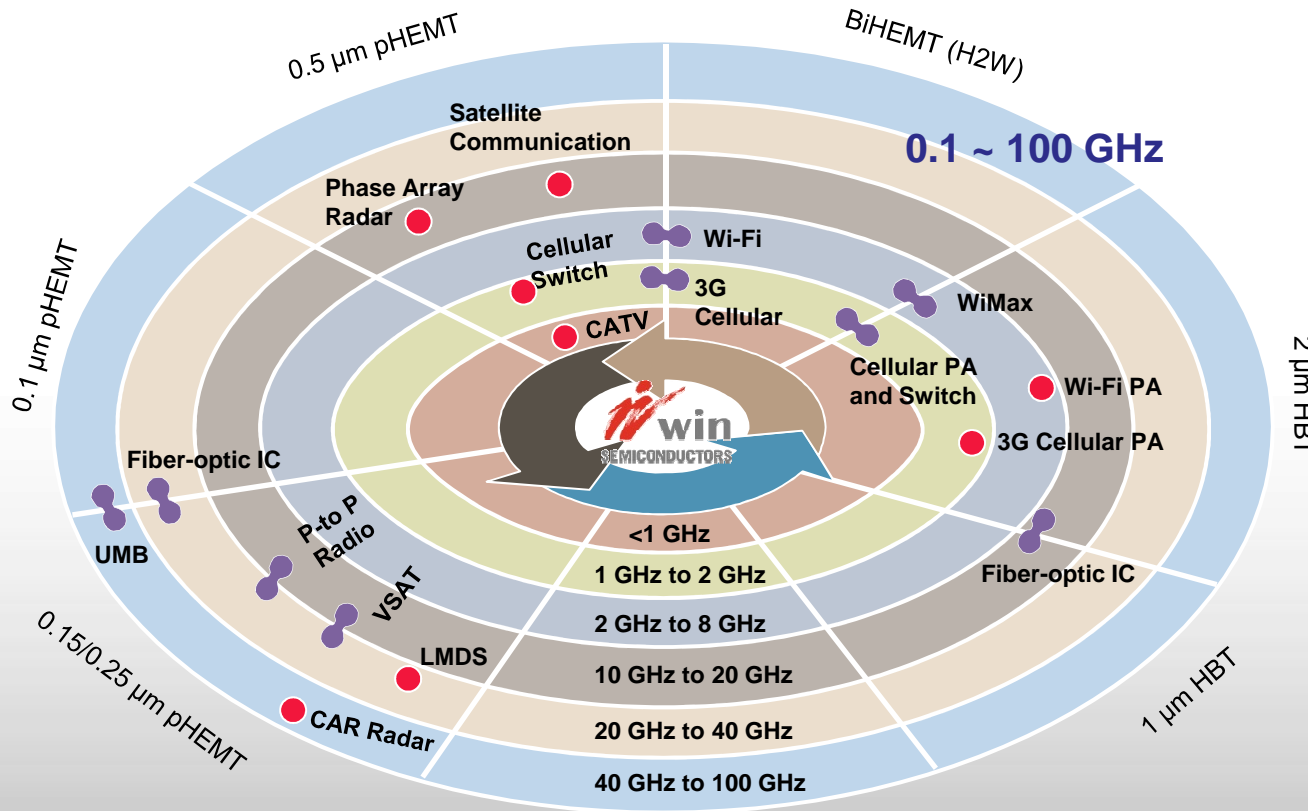


- Installed capacity to reach 24,000 wafers per month in 1H2013
- Unparalleled manufacturing capacity a key competitive advantage to attract orders
- Continued trend of IDMs going fabless and fab-lite

# Broad Portfolio of Advanced Technologies



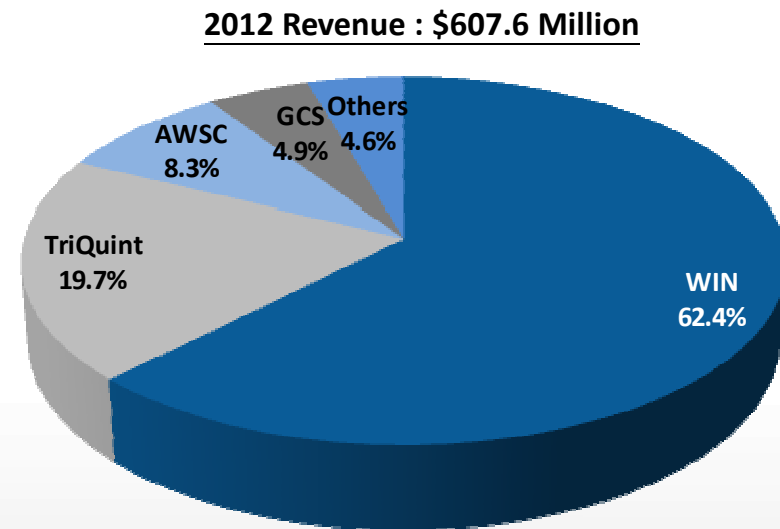
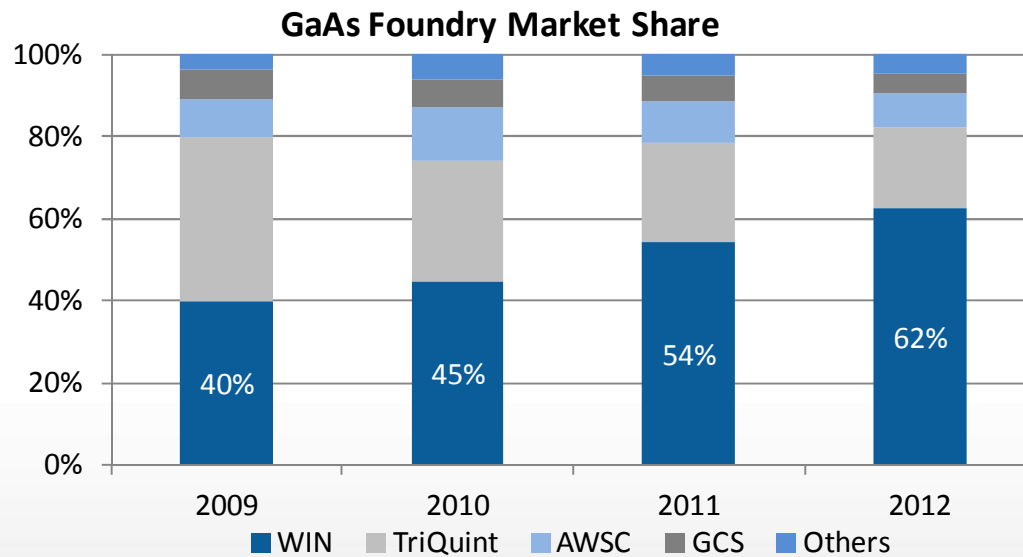
The most comprehensive technology portfolio in the industry enables customers to develop optimized products for a wide range of applications



- ☑ Dominant market share for high-performance HBT used in LTE PAs
- ☑ First and only foundry worldwide to commercially develop 0.1μm pHEMT on 6” GaAs wafer
- ☑ Industry leading 0.15–0.25μm pHEMT technology
- ☑ Leading BiHEMT technology for advanced integrated PA/switch chips
- ☑ Supports broad range of products such as PAs (from 50MHz–100GHz), switches, and fiber optic IC
- ☑ Developing GaN for high power devices (4G base station)



# Partnering with WINning Customers

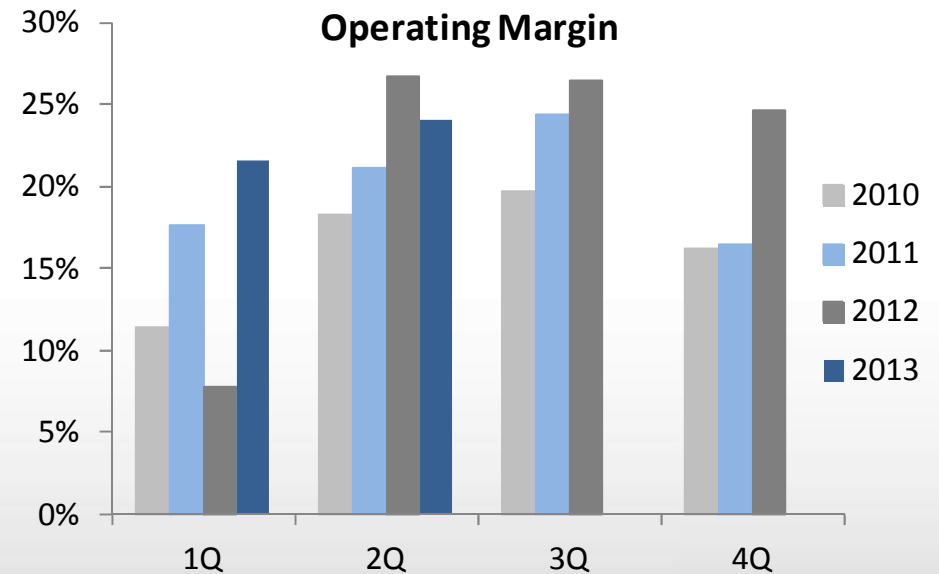
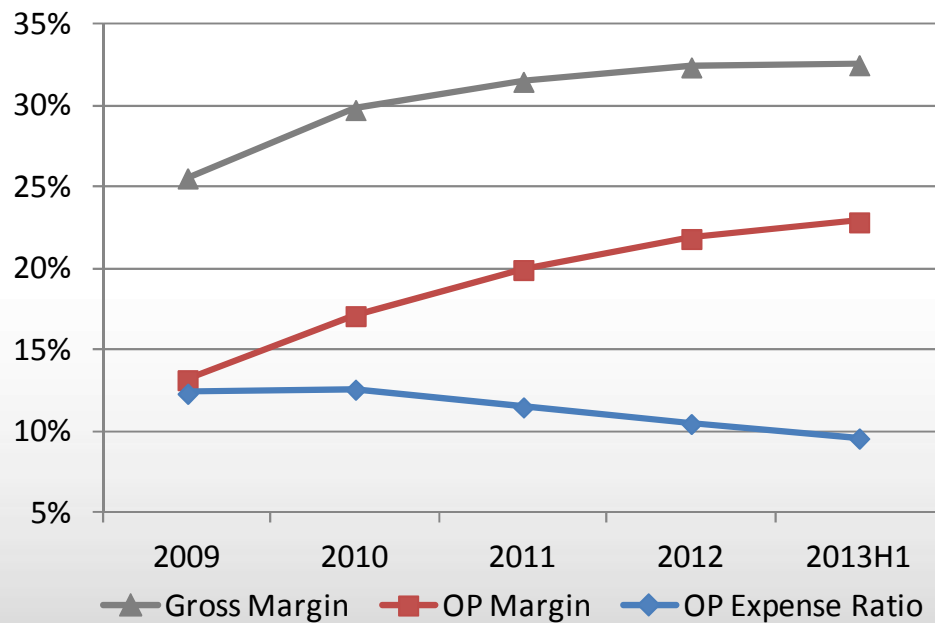


Source: Strategy Analytics 2013

# Continuous Cost & Efficiency Improvement



## Continuous Improvement in Operating Efficiency & Cost Control



# Growth Drivers



Increasing penetration of 4G LTE smartphones

**Strong End Demand**

**PA Content Growth**

GaAs content rises in both handset and Wi-Fi

**New Applications**

**Outsourcing Trend**

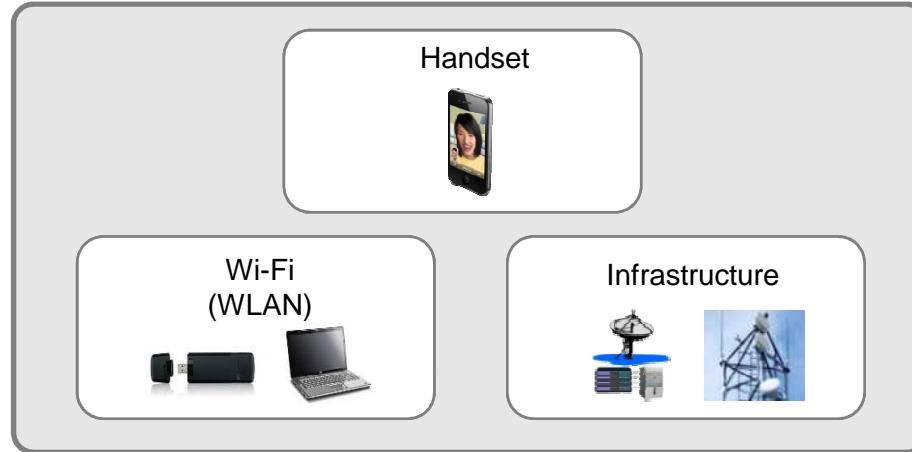
Non-handset devices to drive future growth

Foundry taking share from IDM  
Industry peers going fab-light

# Three Strong End Markets

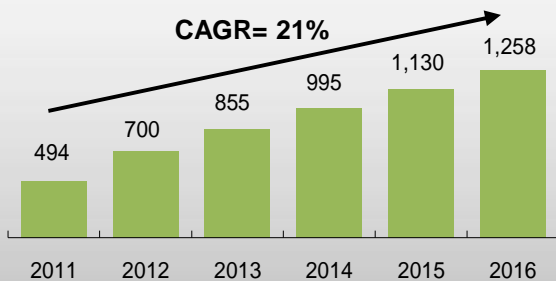


WIN plays in 3 LARGE and ATTRACTIVE end markets



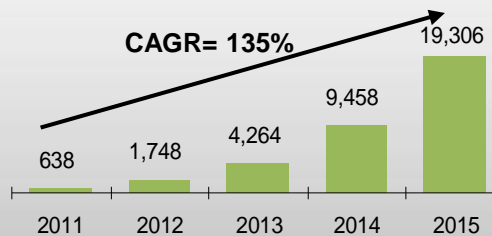
Strong growth continues in the smartphone market

Worldwide smartphone shipment (m units)



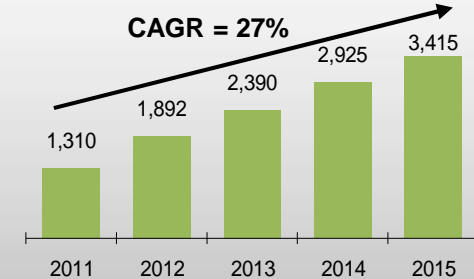
Cloud computing and content boost growth of data traffic

Mobile internet traffic (petabyte/month)



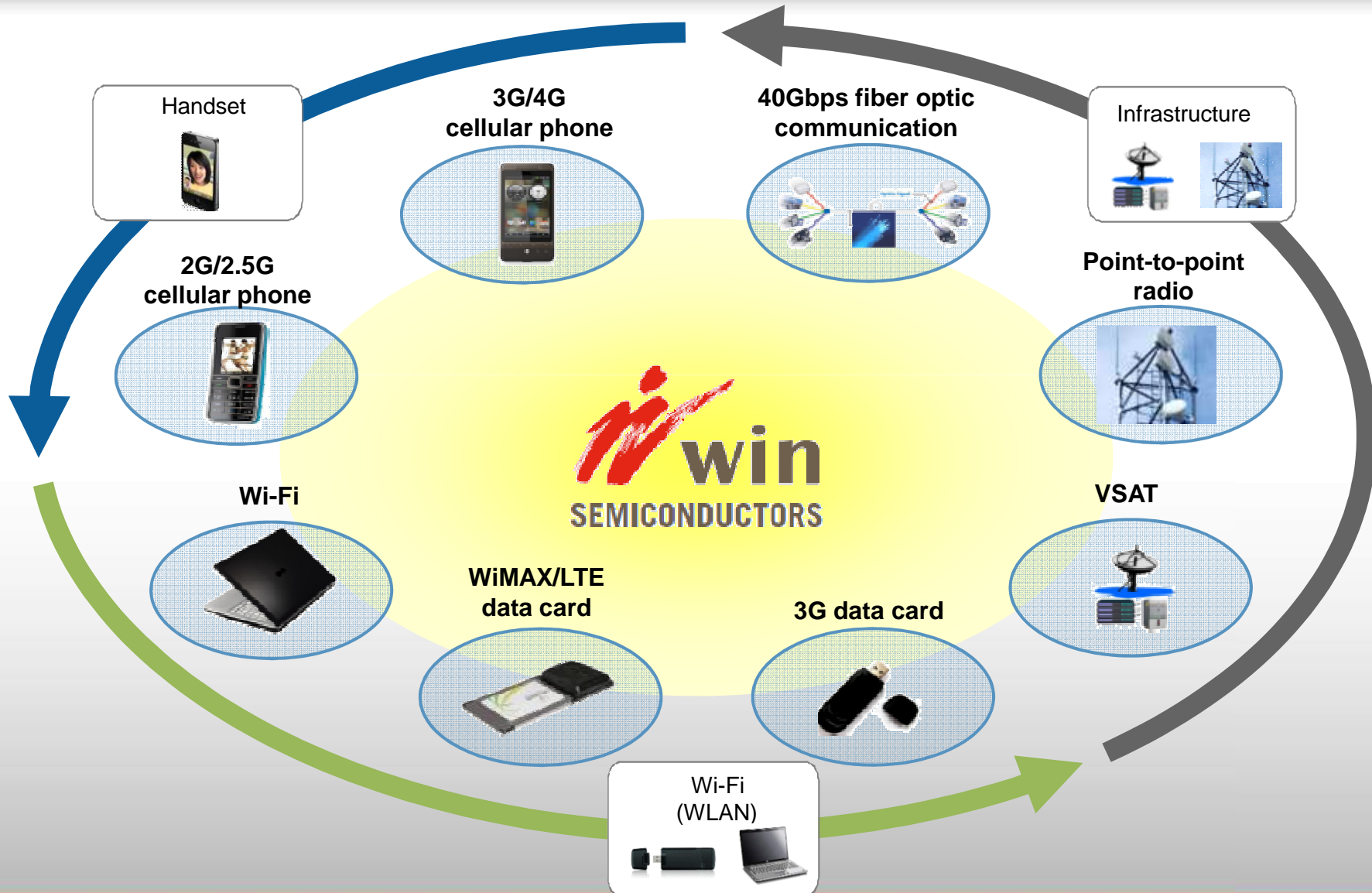
Double-digit growth driven by Wi-Fi in mobility devices and consumer electronics

Wireless LAN shipments (m units)



Source: IDC; Company data

# Compound Semiconductor Applications

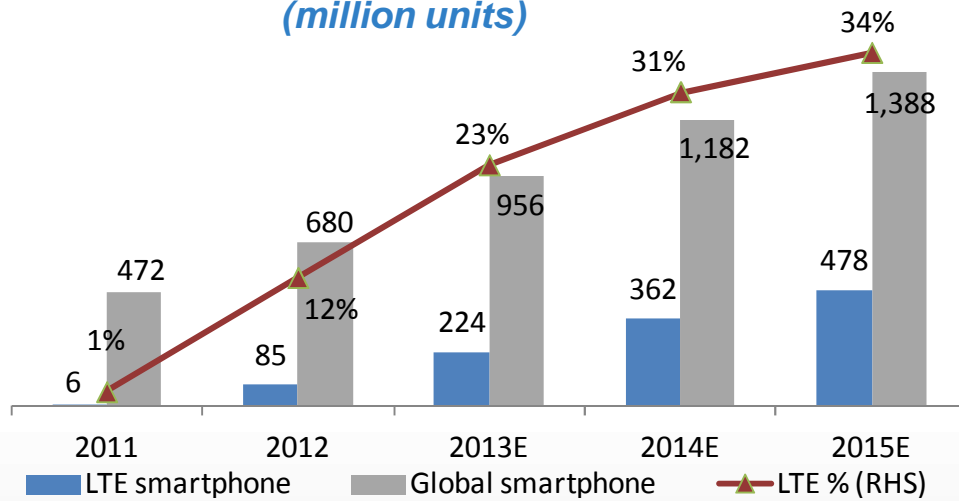


# LTE Smartphone Driving Demand



## 4G LTE Smartphone Penetration Forecast

Smartphone unit shipments  
(million units)



Source: Goldman Sachs Research estimates

# Rising GaAs PA Module Usage



## Increase in GaAs content per device



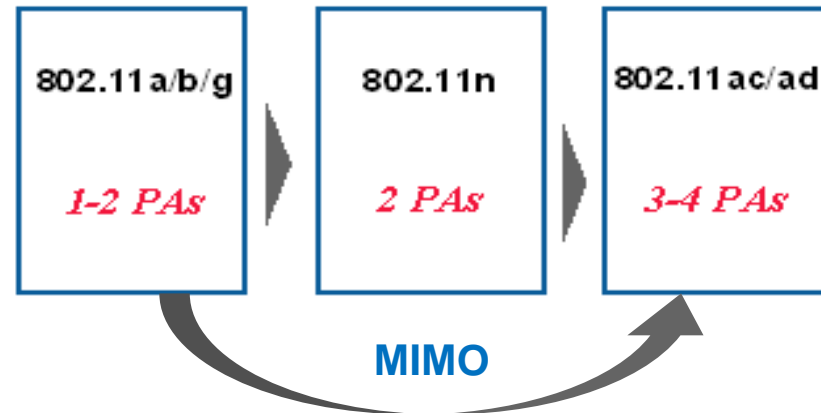
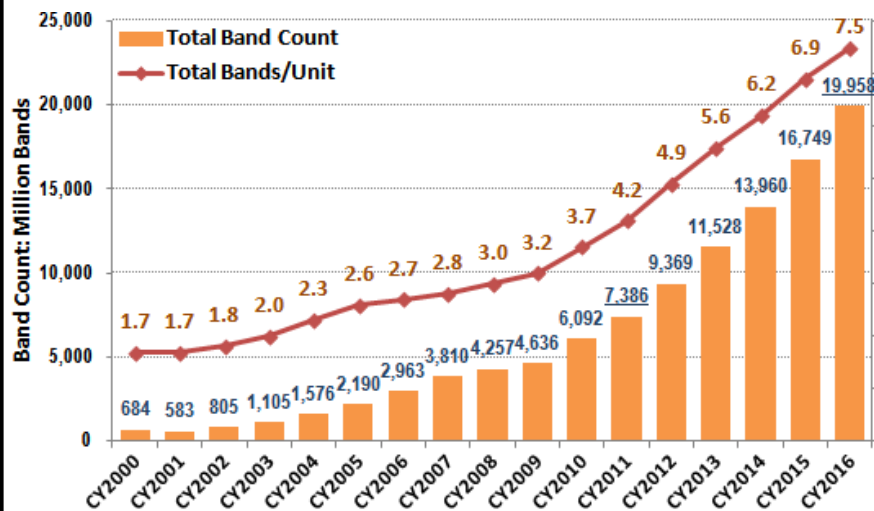
Handset

*Increasing number of PAs with increasing band count per device*



Wi-Fi (WLAN)

*Increasing number of PAs for different Wi-Fi standards*



Source: Navian Inc.

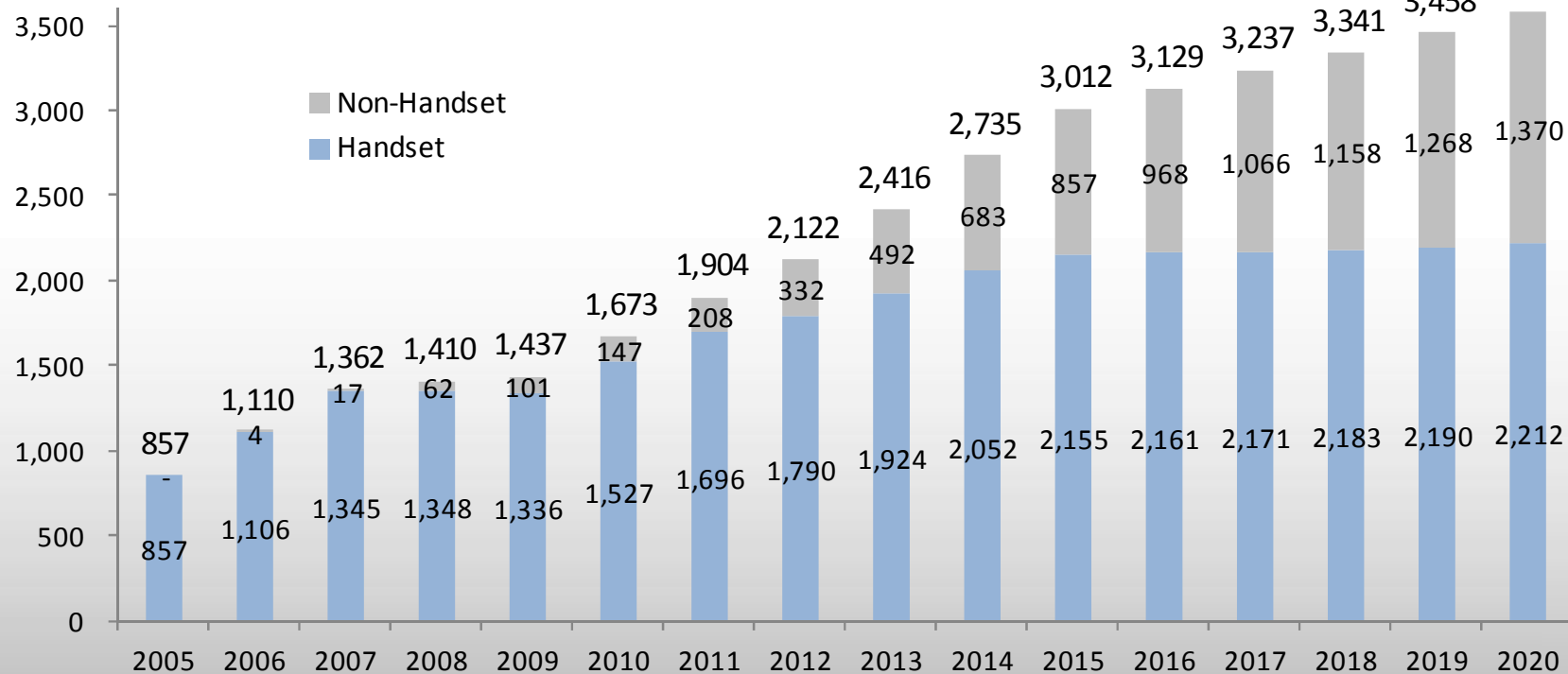
# Demand from New Applications is Growing Rapidly



Million Pieces

## Cellular Terminal Forecast

**2011-2020  
CAGR**



23.3%

3.0%

Source: Navian Inc.



# Summary of Growth Momentum



Wi-Fi widely used in cellular phone, notebook, tablet PC, home entertainment

P-t-P, satellite, fiberoptic communications

4G LTE, femto cell, and WiMAX

**Short Term:**  
Fast growth of 3G smartphones (30~40% YoY)

**Mid-Term:**

1. Entry level smartphones replacing 2G feature phones
2. 4G LTE launch
3. 802.11ac MIMO

**Long Term:**

Machine-to-Machine (M2M). Smart grid, smart traffic, smart city... etc.

- Driven by strong demand from smartphones and tablets, WIN's 2012 revenue grew 26% YoY, yet AGAIN reaching a new record high.
- We continue to see the GaAs industry growing rapidly and the value chain is moving in a very healthy direction.
- Mobile devices (smartphones, tablets, ... etc.) are major drivers for growth in demand for GaAs. This growth should be further augmented by the fact that GaAs content per device is growing significantly.
- The silicon threat to GaAs is very limited, and almost exclusively in low to mid end phones.

For more information regarding WIN  
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