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# Alchip Technologies

Investor Conference Meeting

Nov 4<sup>th</sup>, 2022

# Safe Harbor Disclaimer



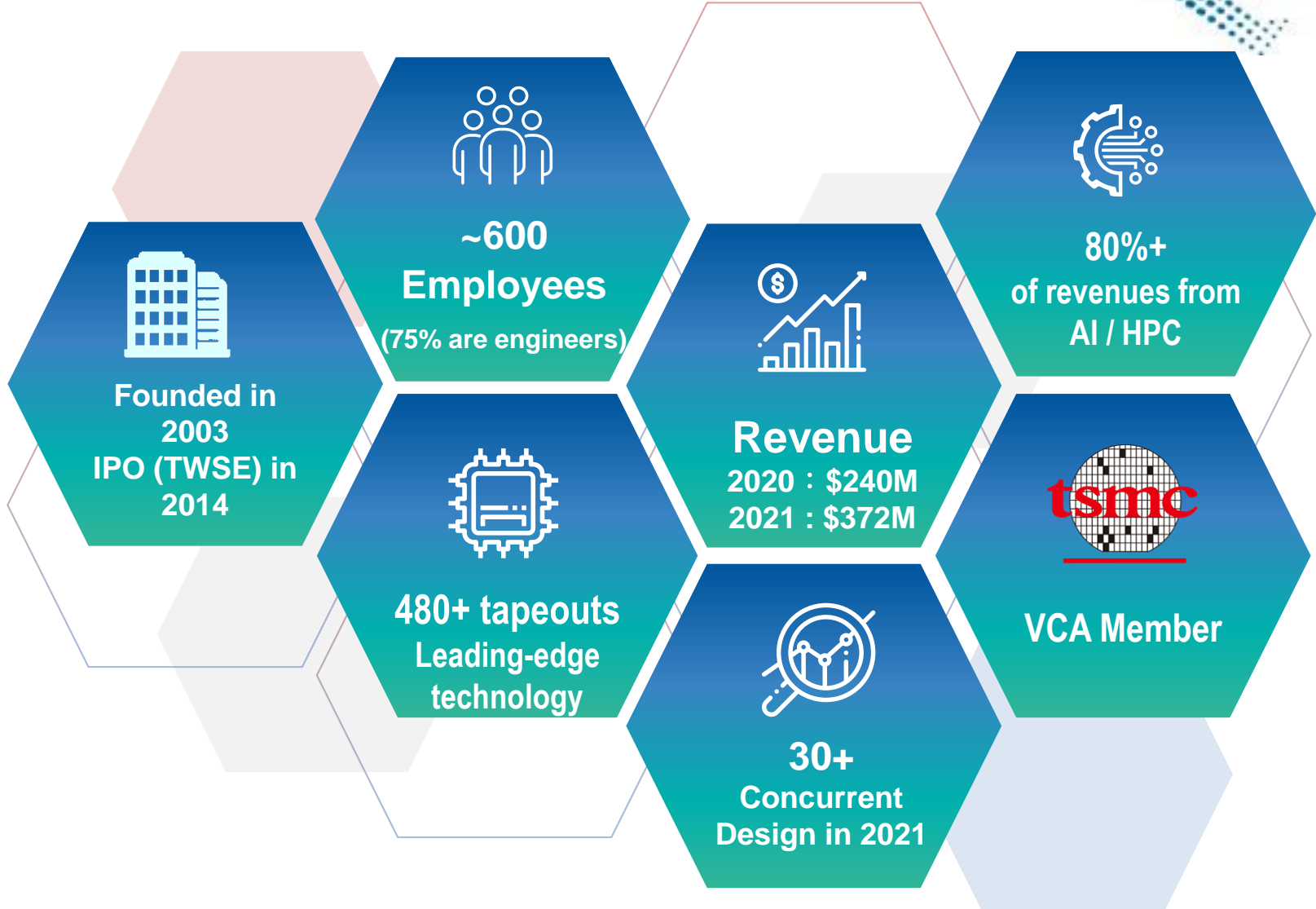
This presentation contains forward-looking statements, including statements about business outlook and strategy, and statements about historical results that may suggest trends for our business. These statements are based on estimates and information available to us at the time of this presentation and are not guarantees of future performance. Actual results could differ materially from our current expectations as result of many factors, including: our financial performance, including our net revenue, cost of revenue, operating expenses and ability to sustain profitability; our planned capital expenditures; our ability to expand our customer base; our ability to expand our product and service offerings; the impact of seasonality on our business; our ability to remediate the material weaknesses and significant deficiencies in our internal control over financial reporting; our ability to stay abreast of modified or new laws applying to our business; and our spending of the net proceeds from this offering. 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.



- This meeting will be in English, If you need Chinese presentation slides, please go to MOPS to download the Chinese version
- Participants please write down your questions to host through Zoom's message function with your and your company name
- Please use the “raise hand” function through Zoom for the Q&A session, the host will unmuted you for your questions
- The video and audio content of this meeting will upload to MOPS (Market Observation Post System)



# Alchip at a Glance



(1)  
(2)

High performance computing.

Value Chain Aggregator ("VCA") is a program established by TSMC. VCA members within the program are independent design service companies working closely with TSMC to help system companies, ASIC companies, and emerging start-ups bring their innovation to production.

# Messages from CEO

# 3Q22 Quarterly Income Statement



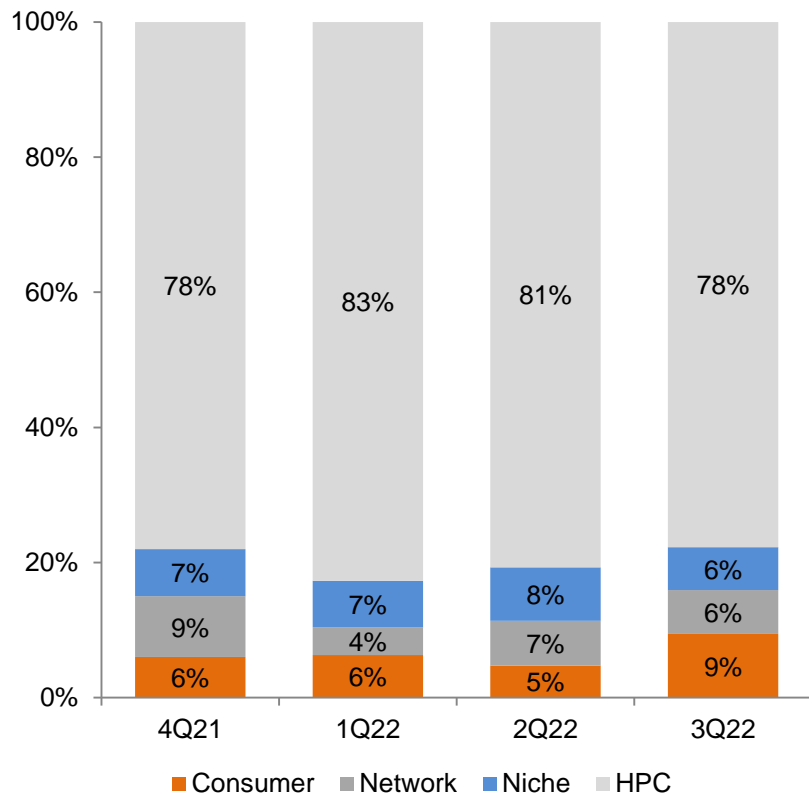
US\$'000	2Q22	3Q22	QoQ (%)	YoY (%)
Revenue	101,177	117,548	16.2	28.0
COGs	66,261	80,275	21.1	29.0
Gross Profit	34,916	37,273	6.8	25.8
Op. Exp	15,596	18,640	19.5	30.0
Op. Income	19,320	18,633	-3.6	21.9
Non. Op.	-907	782	n.a	-2.4
Pre-Tax Profit	18,412	19,415	5.4	20.7
Income Tax	-3,919	-4,852	23.8	53.7
Net income	14,494	14,563	0.5	12.6
EPS (NT\$)	6.0	6.2		

EPS is calculated on concurrent shares outstanding and FX

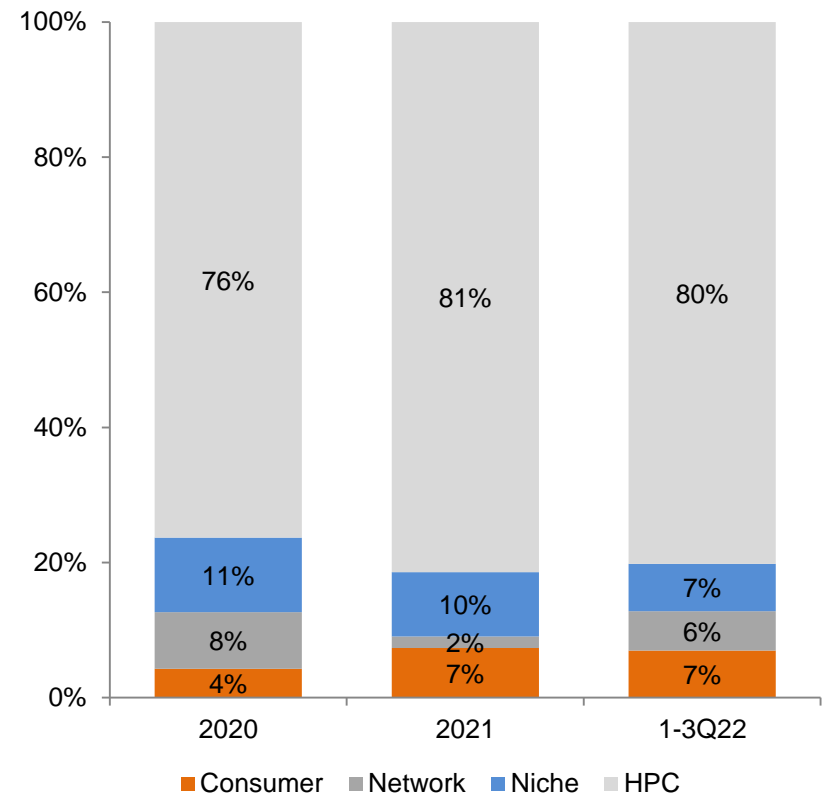


# Revenue Breakdown by Application

## Quarterly breakdown



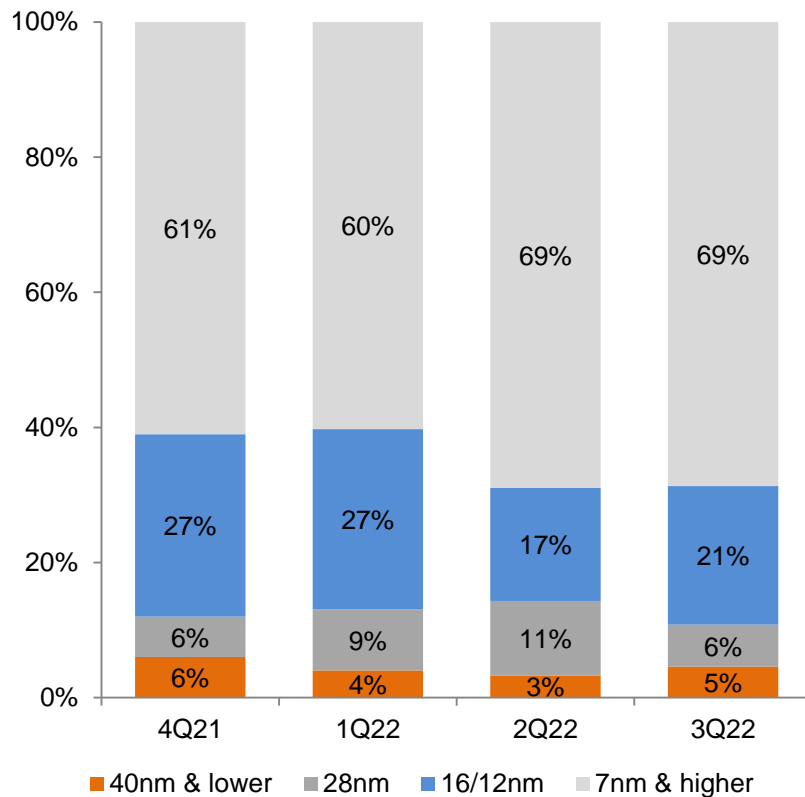
## Yearly breakdown



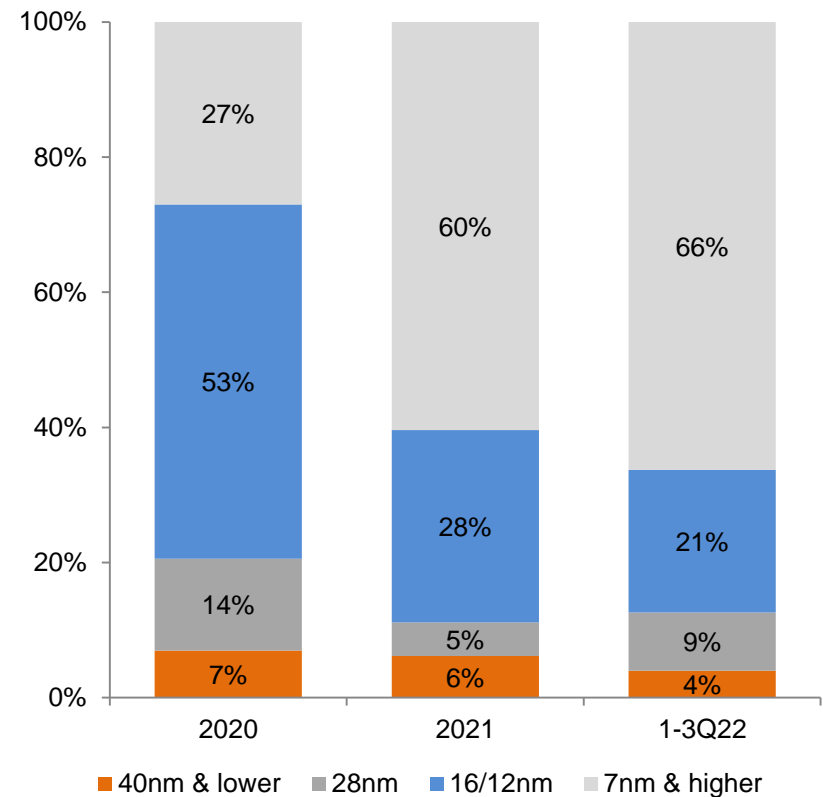
# Revenue Mix by Process Node



## Quarterly breakdown



## Yearly breakdown



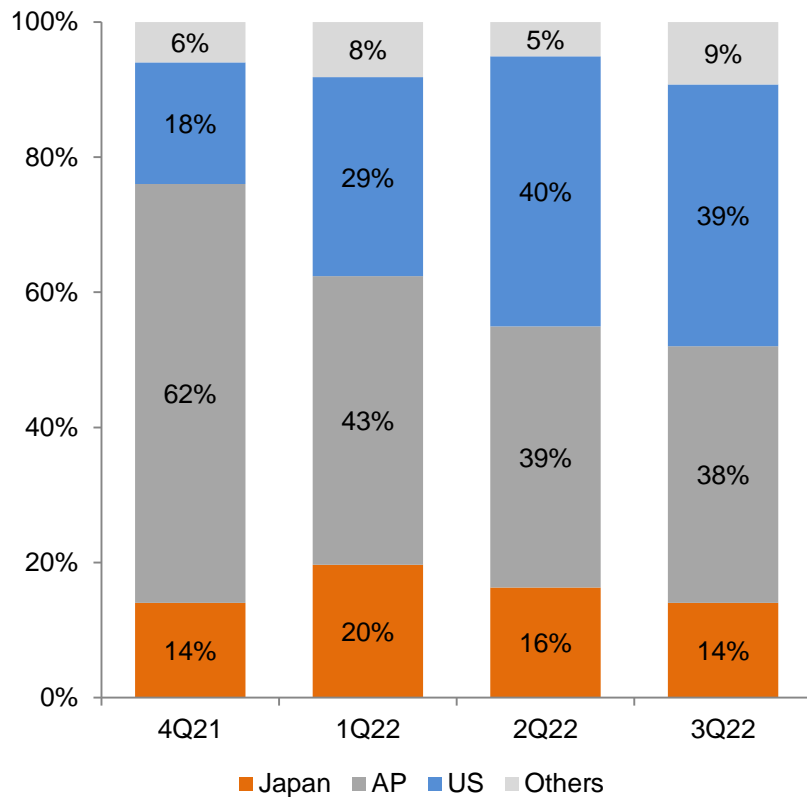
Advanced process node means 40nm or better



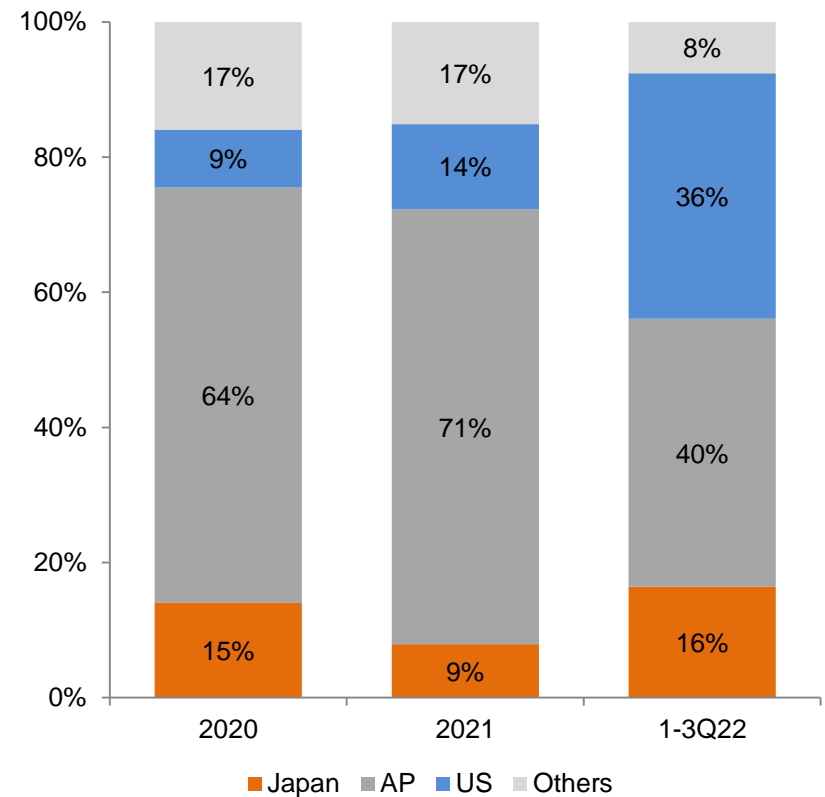
# Revenue Breakdown by Region



## Quarterly breakdown



## Yearly breakdown



# 3Q22 Business Review



- **Revenue came mildly lower than expected**
  - Production revenue still suffered from tight ABF substrate supply through out the whole 3Q22
  - Design demand remain robust as most of the project milestones came in on schedule
- **Profit margin down on higher production revenue and other one time off items**
  - 3Q22 gross margin at 31.7% on lowering NRE revenue contribution by comparing with it in 2Q22
  - Adding new substrate vendors and testers caused material costs for qualification
  - One-time off opex for ESOP policy change



# Thanks!

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