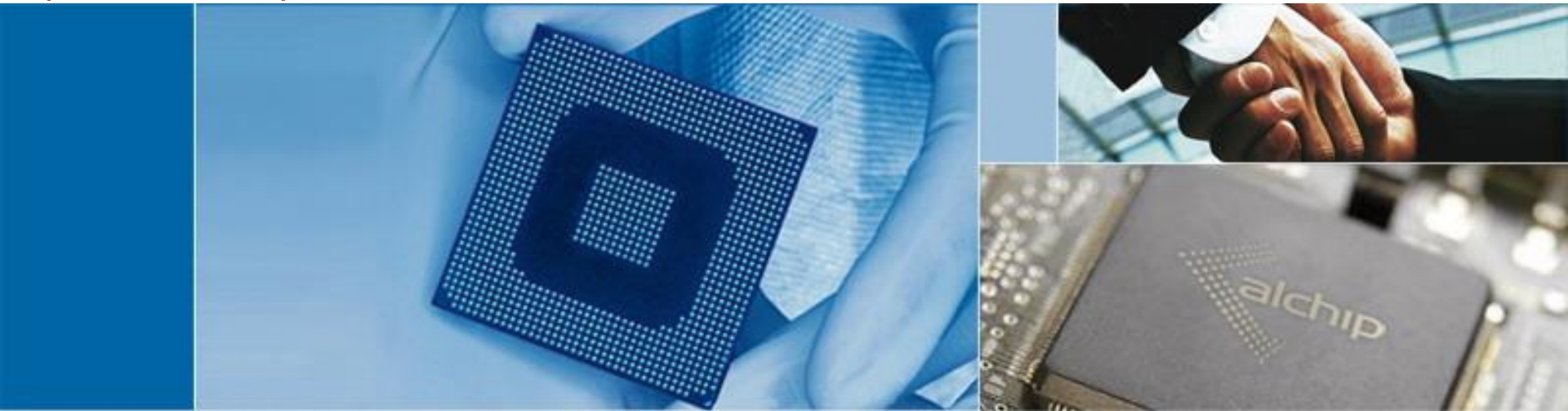




(3661 TT)



# Alchip Technologies

**Trusted Silicon Partner Realizing Innovations**

# 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.



# Company & Business Model



# Corporate Profile

Establishment : 2003	Business : ASIC Design & Turnkey Service
Chairman : Kinying Kwan	CEO : Johnny Shen
Employee : Total@380 , Engineer@280	Paid-in Capital: NT\$615M

<p style="text-align: center;"><b>China</b></p> <p><b>Shanghai</b> 11F, East tower Greenland Center, 596 Mid-Longhua Road, Xuhui Dist.</p> <p><b>Wuxi</b> 4F, Building A5, No.777, Jianzhuxi Road, Binhu District, Wuxi, Jiangsu,</p> <p><b>Hefei</b> 6F, Building C4, No. 800, Wangjiang West Road, Gaoxin District, Hefei City, Anhui Province</p> <p><b>Guangzhou</b> Room 01, 18/F, Guangsheng Building, No.228-1, Tianhe Road, Tianhe District, Guangzhou,</p>	<p style="text-align: center;"><b>Taiwan</b></p> <p><b>Taipei</b> Taipei (Headquarters) 9F., No.12, Wenhua St., Neihu Dist.,</p> <p><b>Hsincsu</b> 11F.-1, No.1, Taiyuan 1 St., Zhubei City, Hsinchu County</p>	<p style="text-align: center;"><b>Japan</b></p> <p><b>Sin-Yokohama</b> 10F Shin-Yokohama Square Bldg, 2-3-12 Shin-Yokohama, Kouhoku Yokohama Kanagawa Japan</p> <hr/> <p style="text-align: center;"><b>Korea</b></p> <p><b>Seoul</b> A-903, 559, Dowha-dong, Mapo-gu, Seoul, 121-784, KOREA</p> <hr/> <p style="text-align: center;"><b>North America</b></p> <p><b>Silicon Valley</b> P. O. Box 5176 Santa Clara, CA 95056-5176</p>
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# ASIC Application Market

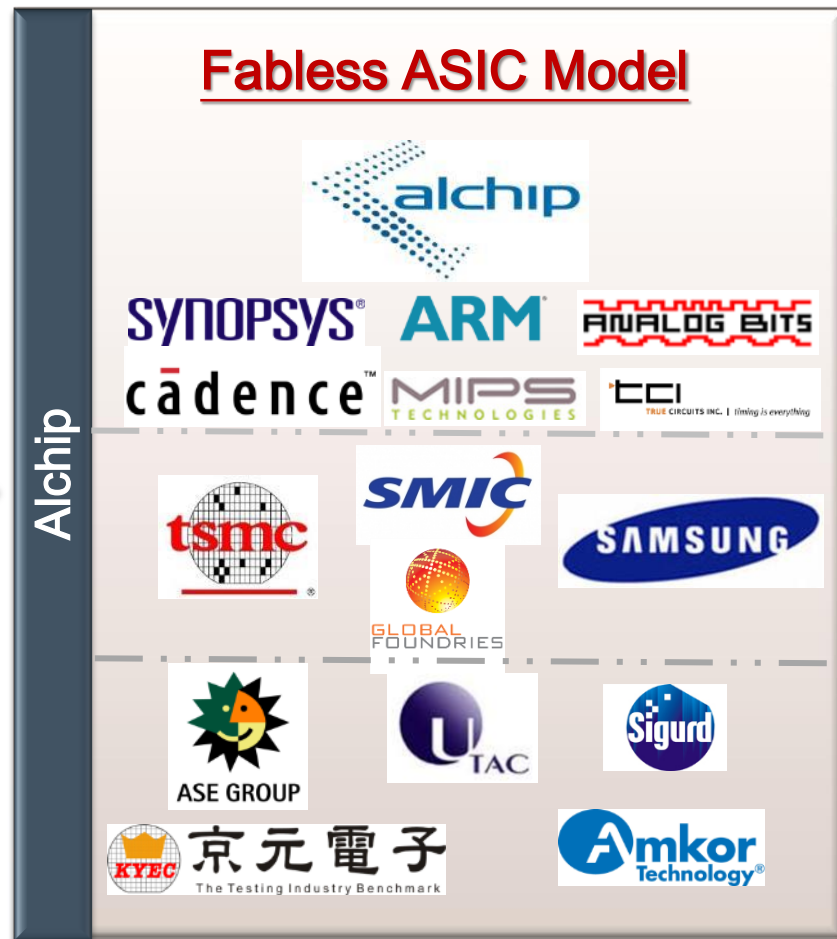
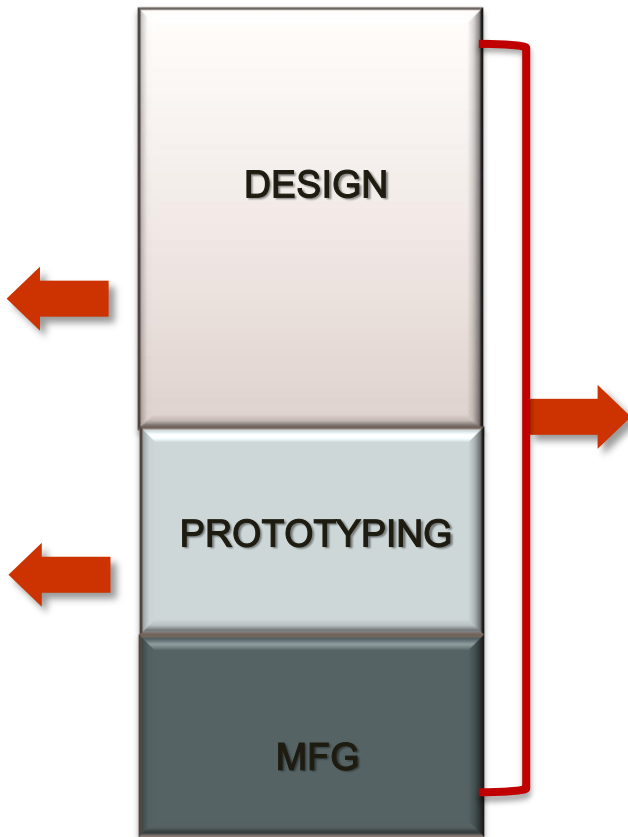


# Partners & Solutions



Vertically  
Integrated

## PRODUCT FLOW



Alchip integrates "Best in Class"  
into one solution

# Partnership Model



## Customer

Focus on own core competencies  
(architecture/front-end development)

## Alchip

Focus on *silicon design, prototyping  
bring-up & manufacturing*



*Fast TTM &  
Cost Competitive*



*Product  
Ramping Success!*

### Long term contract

Early stage involvement  
*Dedicated* design team  
Local support  
Multiple project assignment  
RTL/Netlist to MP

### Technology solutions

Multiple ARM usages  
Total IP Solutions  
Special circuit customization  
Advanced Packaging  
Advanced SoC Design Solutions

### Manufacturing

Prototyping  
MP  
Full Supply chain management  
Continuous cost reduction

# 2017 Quarterly Income statement



US\$'000	1Q17	2Q17	3Q17	4Q17	QoQ (%)	YoY (%)	4Q16
Revenue	24,622	38,434	52,882	24,231	-54	-24	32,014
COGs	17,543	28,136	42,637	12,384	-71	-52	26,012
Gross Profit	7,079	10,298	10,245	11,847	16	97	6,002
Op. Exp	6,144	7,263	6,735	8,810	31	68	5,231
Op. Income	935	3,035	3,510	3,037	-13	293	772
Non. Op.	328	513	258	181	-30	-48	349
Pre-Tax Profit	1,263	3,548	3,768	3,218	-15	187	1,121
Income Tax	-64	-513	-529	-545	3	-269	322
Net income	1,199	3,035	3,239	2,673	-17	85	1,443
EPS (NT\$)	0.61	1.53	1.62	1.32			0.77

EPS calculation is based on concurrent FX

# Yearly Income Statement

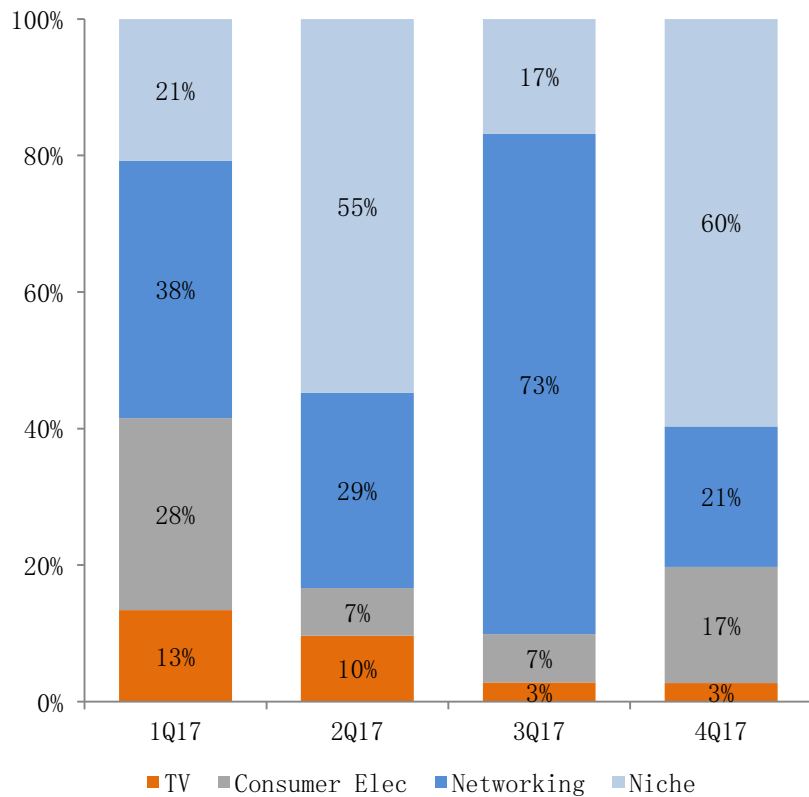


US\$('000)	2015	YoY(%)	2016	YoY(%)	2017	YoY(%)
Revenue	119,277	-23	114,403	-4	140,169	23
COGs	93,363	-24	99,282	6	100,700	1
Gross Profit	25,914	-18	15,120	-42	39,469	161
Op. Exp	21,477	7	21,622	1	28,952	34
Op. Income	4,437	-61	-6,501	n.m.	10,517	n.m.
Non. Op.	864	n.m.	261	-70	1,279	390
Pre-Tax Profit	5,301	-46	-6,240	m.m.	11,796	n.m.
Income Tax	-1,238	-58	-313	-75	-1,651	427
Net income	4,062	-42	-6,552	n.m.	10,145	n.m.
EPS (NT\$)	2.07		-3.45		5.08	

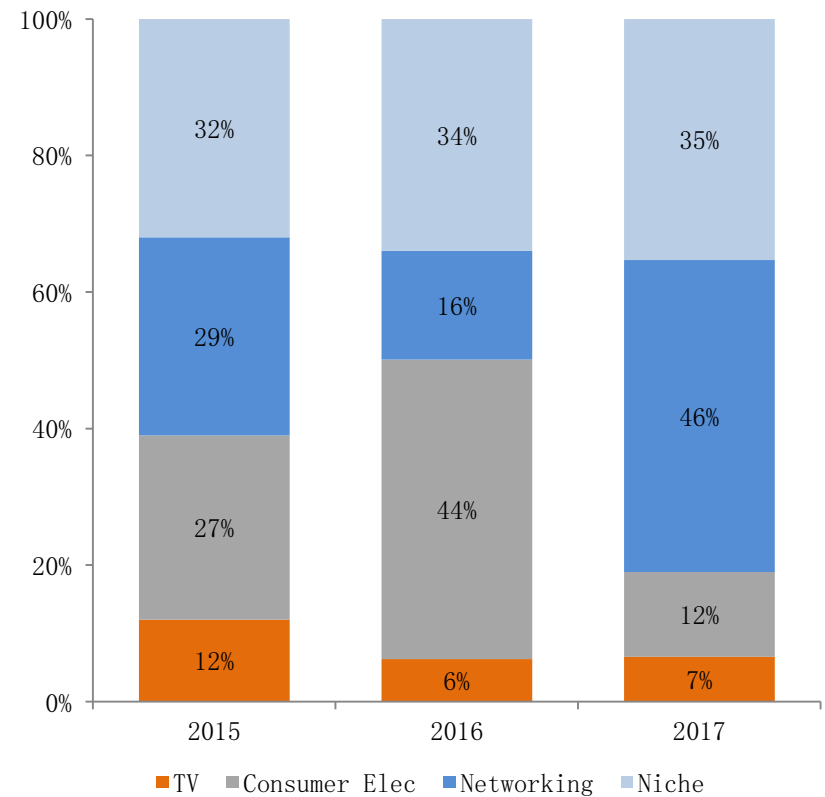
EPS calculation is based on concurrent FX

# Revenue breakdown by application

## Quarterly breakdown

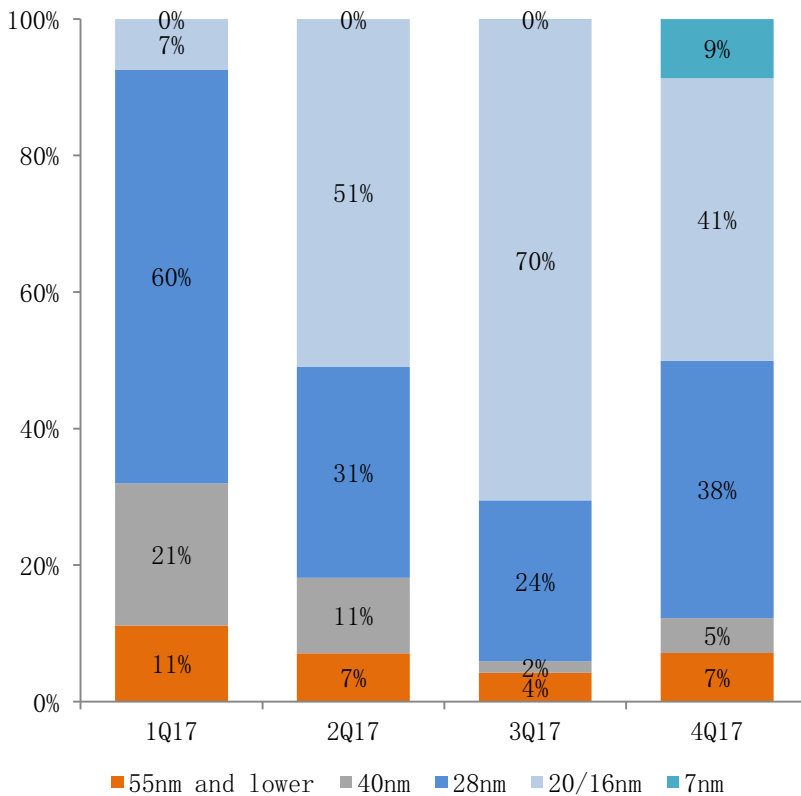


## 15-17 Yearly breakdown

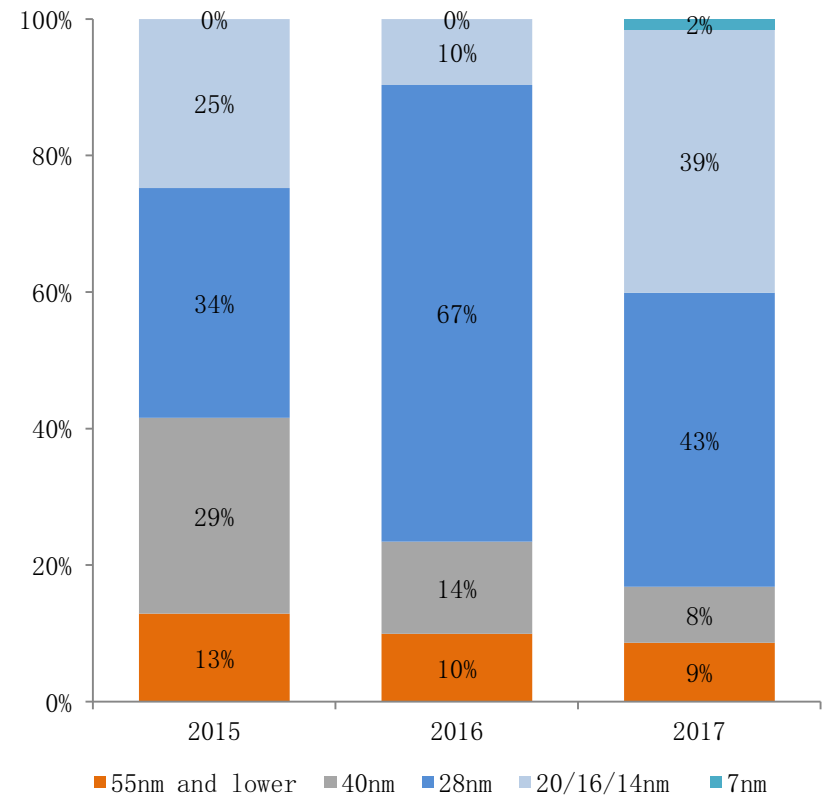


# Revenue breakdown by process node

## 17 Quarterly breakdown



## 15-17 Yearly breakdown

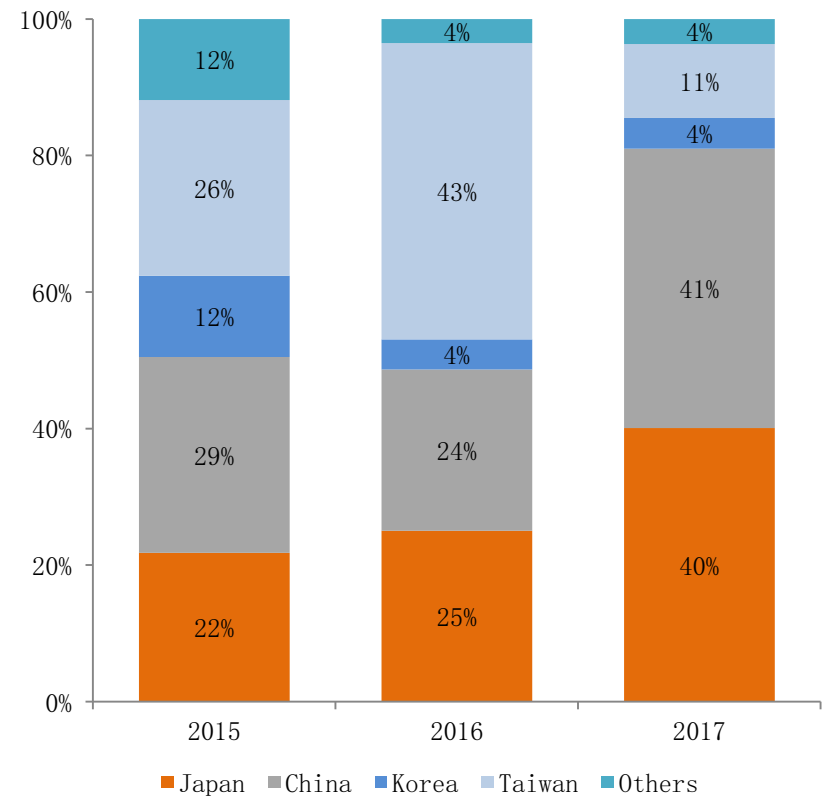
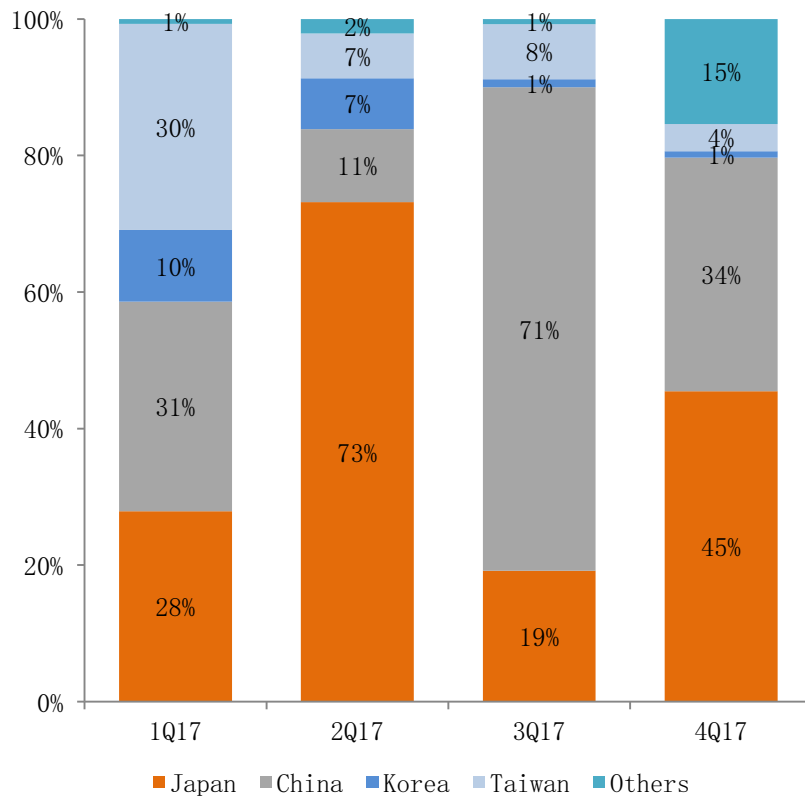


Advanced process node means 40nm or better

# Revenue breakdown by region

## Quarterly breakdown

## 14-16 yearly breakdown

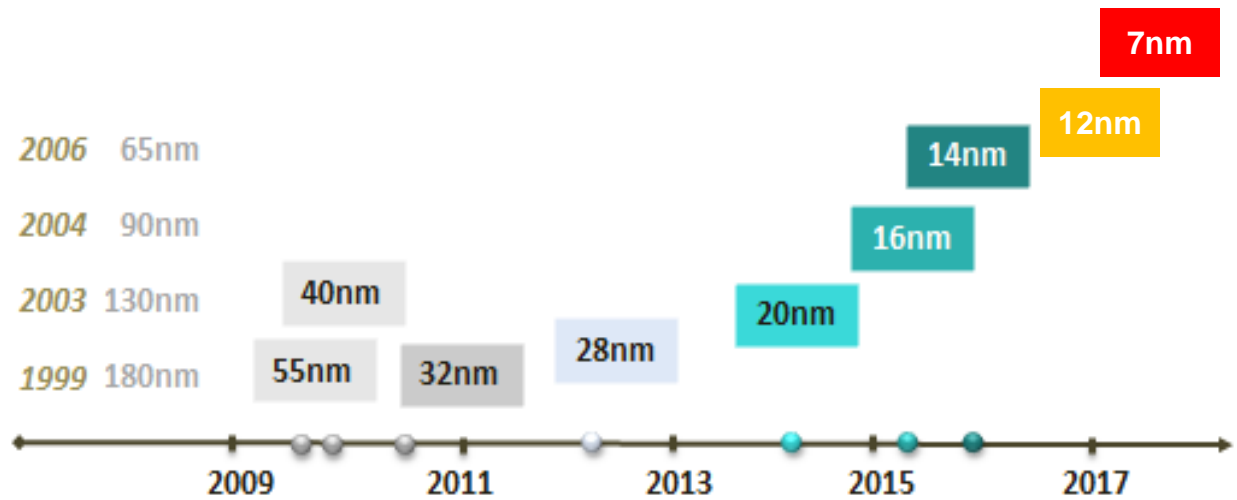


# Track Record



Over 300 successful tape-outs since establishment

**350+**  
**Tape-Outs**





**Thanks!**

[www.alchip.com](http://www.alchip.com)



**Trusted Silicon Partner  
Realizing Innovations**

Taipei/Hsinchu | Shin Yokohama | Santa Clara | Shanghai/Wuxi | Seoul

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