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# Alchip Technologies

Investor Conference Meeting

March 1, 2024



# Safe Harbor Disclaimer

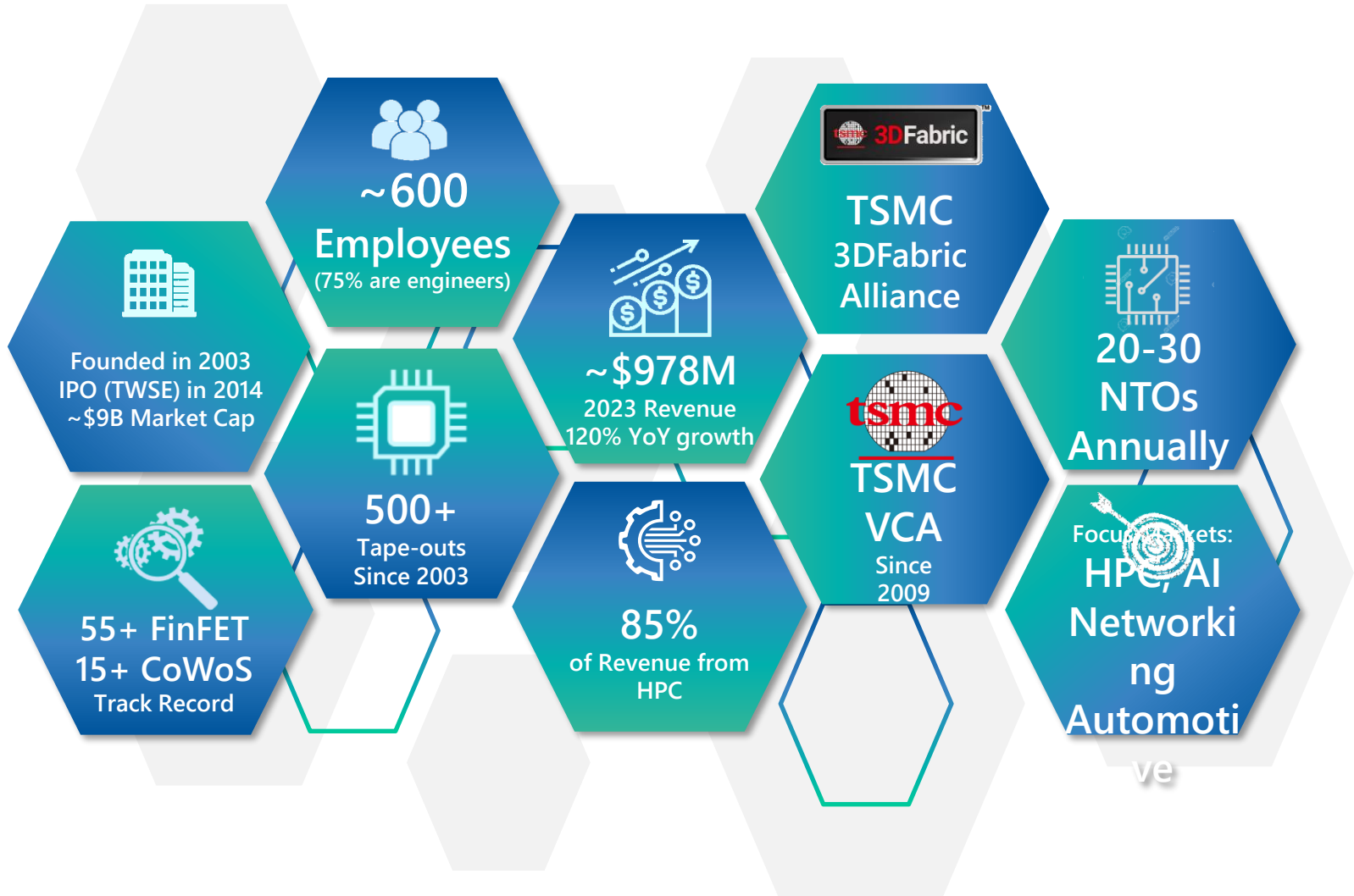


This presentation contains forward-looking statements, including statements about business outlook and strategy, and statements about historical results that may suggest trends for our business. These statements are based on estimates and information available to us at the time of this presentation and 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)

# About Alchip



# 2023總經理回顧



- 4Q23 回顧
- 2023年總結與回顧
  - 財務表現Financial performance
  - 股價表現Share performance
  - 於高效能運算及AI領域的領先地位
  - ASIC區塊
  - 成功發行海外存託憑證
- 未來業務展望
- 地緣政治風險管理
- 總結

# 4Q23 季度損益



US\$'000	3Q23	4Q23	QoQ (%)	YoY (%)
Revenue	240,596	291,147	21.0	96.3
COGs	183,434	224,846	22.6	108.4
Gross Profit	57,162	66,301	15.9	64.1
Op. Exp	25,185	26,883	6.6	31.9
Op. Income	31,978	39,418	23.3	96.8
Non. Op.	4,059	5,250	29.3	187.0
Pre-Tax Profit	36,036	44,668	24.0	104.4
Income Tax	-7,946	-9,232	16.2	70.1
Net income	28,090	35,436	26.2	115.7
EPS (NT\$)	12.0	15.2		

EPS is calculated on concurrent shares outstanding and FX

# 2023年度損益



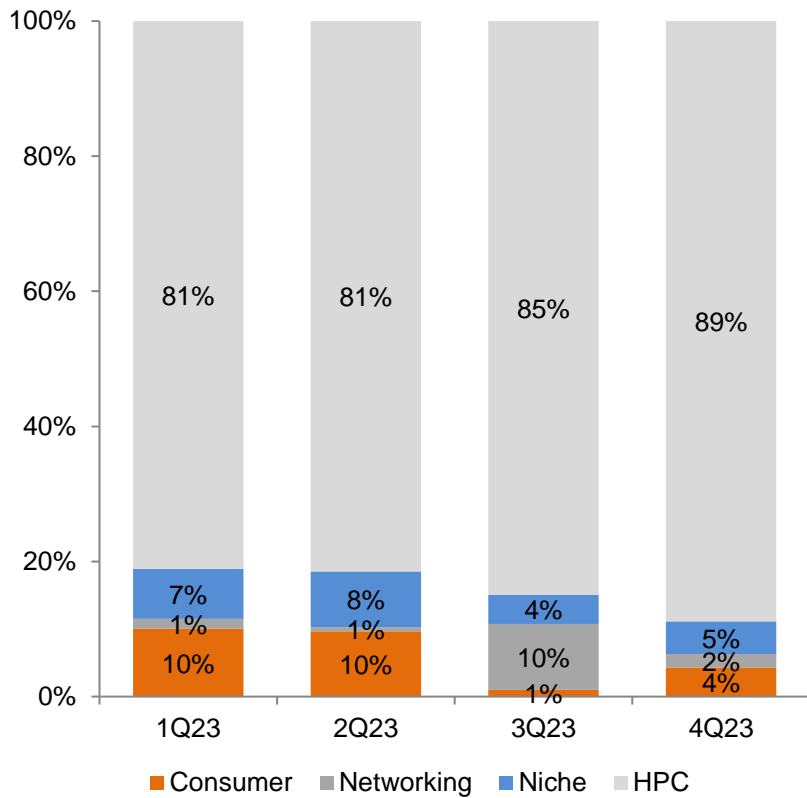
US\$'000	2022	2023	YoY (%)
Revenue	460,500	978,385	112.5
COGs	311,882	760,303	143.8
Gross Profit	148,618	218,082	46.7
Op. Exp	71,079	97,354	36.9
Op. Income	77,539	120,728	55.7
Non. Op.	2,418	14,007	479.3
Pre-Tax Profit	79,957	134,735	68.5
Income Tax	-18,447	-28,154	52.6
Net income	61,510	106,581	73.3
EPS (NT\$)	25.7	45.47	

EPS is calculated on concurrent shares outstanding and FX

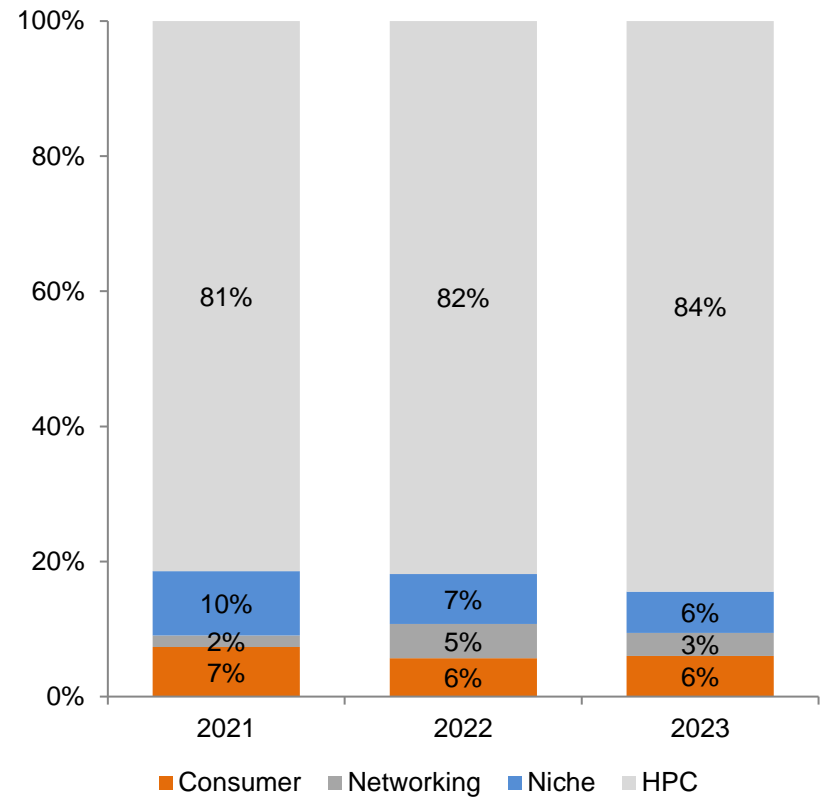
# 依應用別之營收組成



## 單季組成



## 年度組成

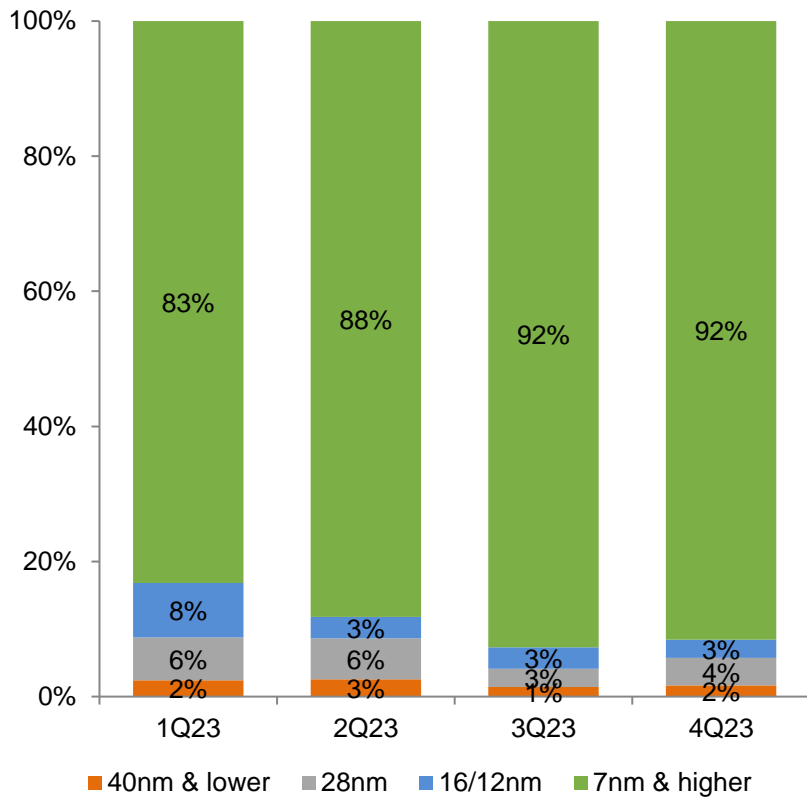




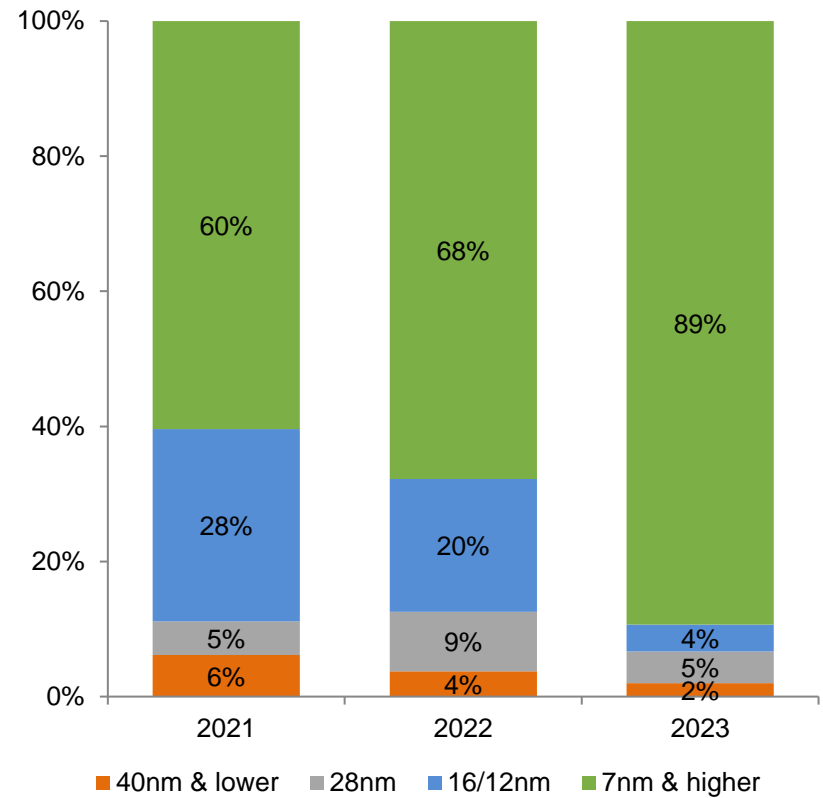
# 依製程別之營收組成



## 單季組成



## 年度組成

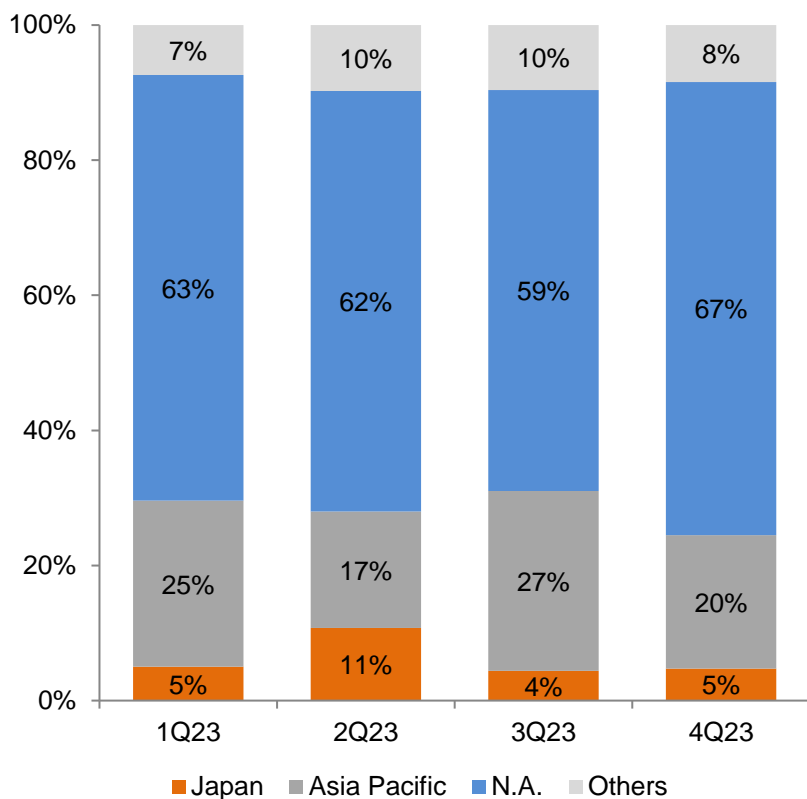


Advanced process node means 40nm or better

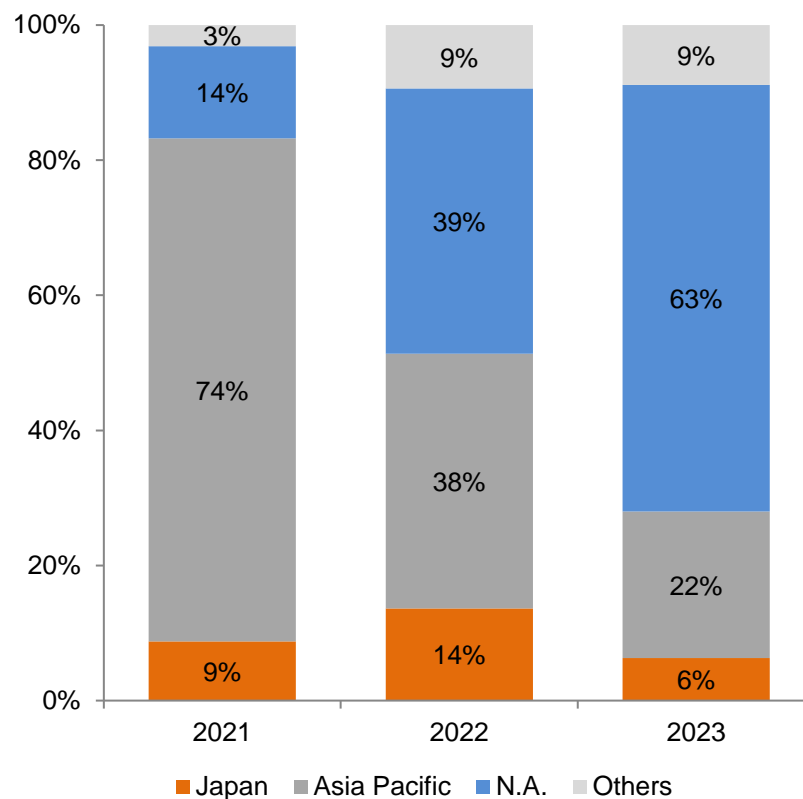
# 依地區別之營收組成



## 單季組成



## 年度組成



# 2023 業務回顧



2023營業收入為US\$978.4M，創歷史新高，年成長112.5%

- 對公司北美第一大客戶的強勁的AI晶片出貨為2023年公司營收大幅成長之主要驅動力
- 除對第一大客戶之出貨增加外，對公司北美第二大之IDM客戶之AI晶片的出貨也於2023年底逐漸升溫
- 2023年設計營收佔公司總營收之20-30%，其餘為晶片量產營收

2023年毛利率出現較顯著之下滑為量產營收大幅增加所致

- 2023 毛利率由2022年之32.3%下滑至22.3%.
- 2023量產營收占比由2022年之50-60%上升至70-80%為整體毛利率下滑之主因
- 除營收組合外，對最大客戶之產品毛利率較低亦為毛利率下滑之原因之一



**Thanks!**

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