

TWSE 6756

VIA Labs, Inc.

Investor Conference

2021-11



VIA Labs, Inc.

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VIA Labs, Inc.

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Agenda

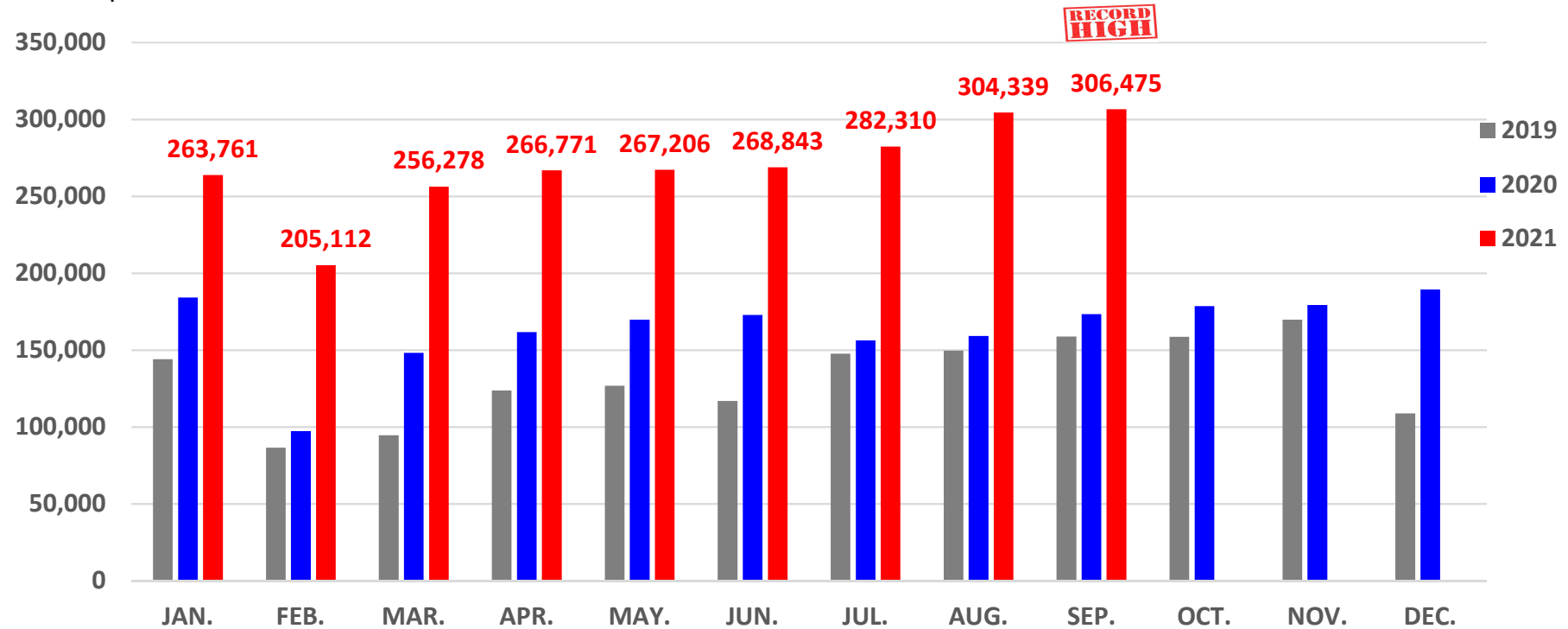
- **Operations Overview**
- **Market Overview and New Product Introduction**



OPERATIONS OVERVIEW

Y2019~Sep. 2021 Monthly Revenue

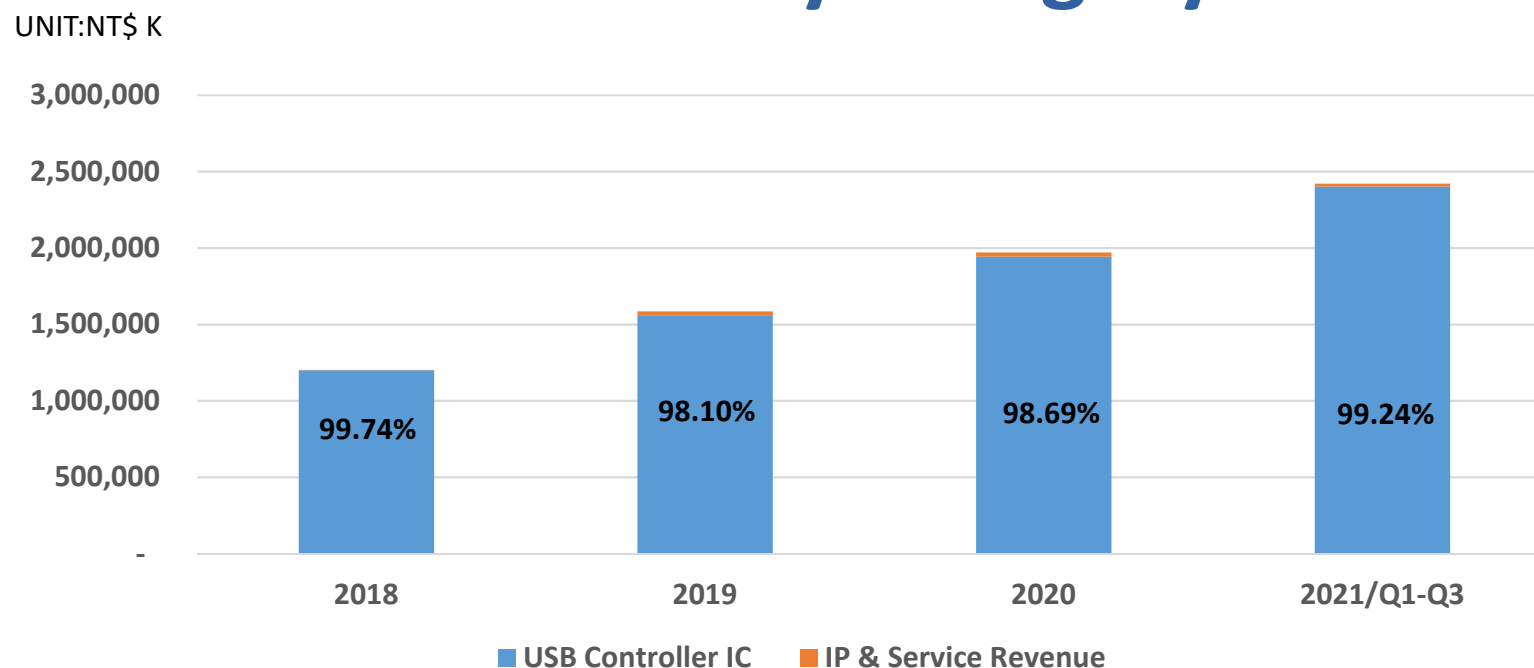
UNIT:NT\$ K



UNIT : NT\$ K

Year	JAN.	FEB.	MAR.	APR.	MAY.	JUN.	JUL.	AUG.	SEP.	OCT.	NOV.	DEC.	Total
2019	143,956	86,493	94,589	123,637	126,746	116,856	147,696	149,647	158,805	158,638	169,819	108,806	1,585,688
2020	184,116	97,192	148,250	161,667	169,699	172,738	156,231	159,071	173,411	178,631	179,312	189,273	1,969,592
2021	263,761	205,112	256,278	266,771	267,206	268,843	282,310	304,339	306,475				2,421,095
YoY%	43%	111%	73%	65%	57%	56%	81%	91%	77%				
Cumulative YoY%	43%	67%	69%	68%	65%	64%	66%	69%	70%				

Revenue by Category



UNIT:NT\$ K ; %

Item \ Year	2018		2019		2020		2021/Q1-Q3	
	Revenue	%	Revenue	%	Revenue	%	Revenue	%
USB Controller IC	1,198,386	99.74	1,555,553	98.10	1,943,875	98.69	2,402,737	99.24
IP & Service Revenue	3,124	0.26	30,135	1.90	25,717	1.31	18,358	0.76
Total	1,201,510	100	1,585,688	100	1,969,592	100	2,421,095	100

Income Statement for the Three Months Ended September 30, 2021

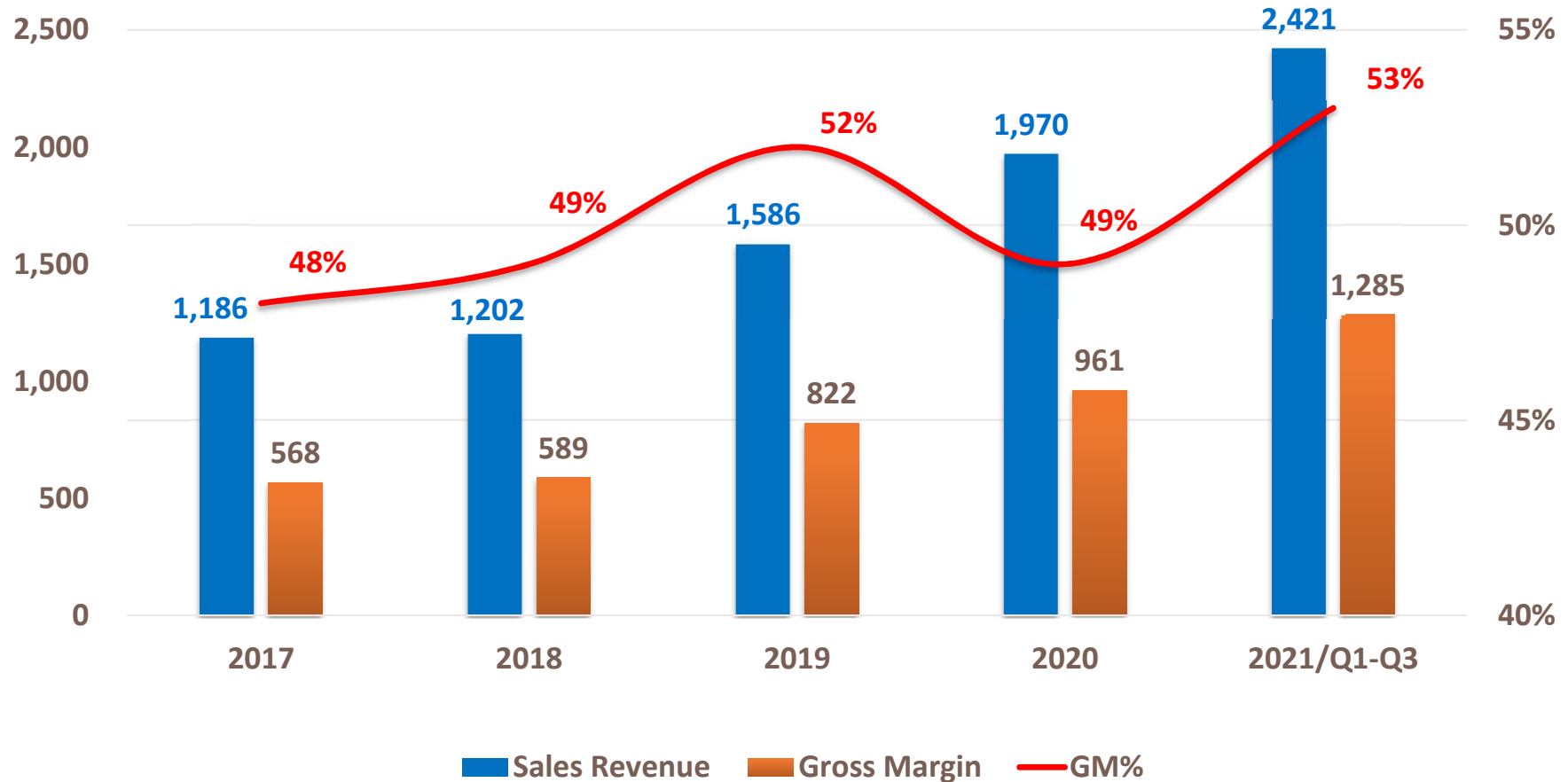
NT\$ In Thousands	For the three months ended SEP 30 2021	%	For the three months ended JUN 30 2021	%	QoQ%	For the three months ended SEP 30 2020	%	YoY%
Net Sales	\$ 893,124	100%	\$ 802,820	100%	11%	\$ 488,713	100%	83%
Cost of Sales	<u>407,913</u>	<u>46%</u>	<u>375,821</u>	<u>47%</u>	9%	<u>252,172</u>	<u>52%</u>	62%
Gross Profit	485,211	54%	426,999	53%	14%	236,541	48%	105%
Operating Expenses	<u>202,184</u>	<u>22%</u>	<u>172,780</u>	<u>22%</u>	17%	<u>138,559</u>	<u>28%</u>	46%
Operating Income	283,027	32%	254,219	32%	11%	97,982	20%	189%
Non-operating Items	<u>5,113</u>	<u>0%</u>	<u>(8,904)</u>	<u>(1%)</u>	(148%)	<u>(10,524)</u>	<u>2%</u>	(149%)
Income Before Tax	288,140	32%	245,315	31%	17%	87,458	18%	229%
Income Tax	<u>(47,737)</u>	<u>(5%)</u>	<u>(37,649)</u>	<u>(5%)</u>	27%	<u>(9,369)</u>	<u>(2%)</u>	410%
Net Income	\$ <u>240,5403</u>	27%	\$ <u>207,666</u>	26%	15%	\$ <u>78,089</u>	16%	208%
EPS (NTD)	\$ <u>3.56</u>		\$ <u>3.08</u>		15%	\$ <u>1.30</u>		174%
Weighted Average Shares (K)	67,500		67,500			60,000		13%

Income Statement for the Nine Months Ended September 30, 2021

NT\$ In Thousands	For the nine months ended SEP 30 2021	%	For the six months ended JUN 30 2021	%	For the nine months ended SEP 30 2020	%	YoY%
Net Sales	\$ 2,421,095	100%	\$ 1,527,971	100%	\$ 1,422,375	100%	70%
Cost of Sales	<u>1,136,138</u>	<u>47%</u>	<u>728,225</u>	<u>48%</u>	<u>719,753</u>	<u>51%</u>	58%
Gross Profit	1,284,957	53%	799,746	52%	702,622	49%	83%
Operating Expenses	<u>536,728</u>	<u>22%</u>	<u>334,544</u>	<u>22%</u>	<u>427,248</u>	<u>30%</u>	26%
Operating Income	748,229	31%	465,202	30%	275,374	19%	172%
Non-operating Items	<u>(3,354)</u>	-	<u>(8,467)</u>	-	<u>(13,064)</u>	<u>(1%)</u>	(74%)
Income Before Tax	744,875	31%	456,735	30%	262,310	18%	184%
Income Tax	<u>(111,932)</u>	<u>(5%)</u>	<u>(64,195)</u>	<u>(5%)</u>	<u>(27,591)</u>	<u>(2%)</u>	306%
Net Income	<u>\$ 632,943</u>	26%	<u>\$ 392,540</u>	25%	<u>\$ 234,719</u>	16%	170%
EPS (NTD)	<u>\$ 9.38</u>		<u>\$ 5.82</u>		<u>\$ 3.91</u>		140%
Weighted Average Shares (K)	67,500		67,500		60,000		13%

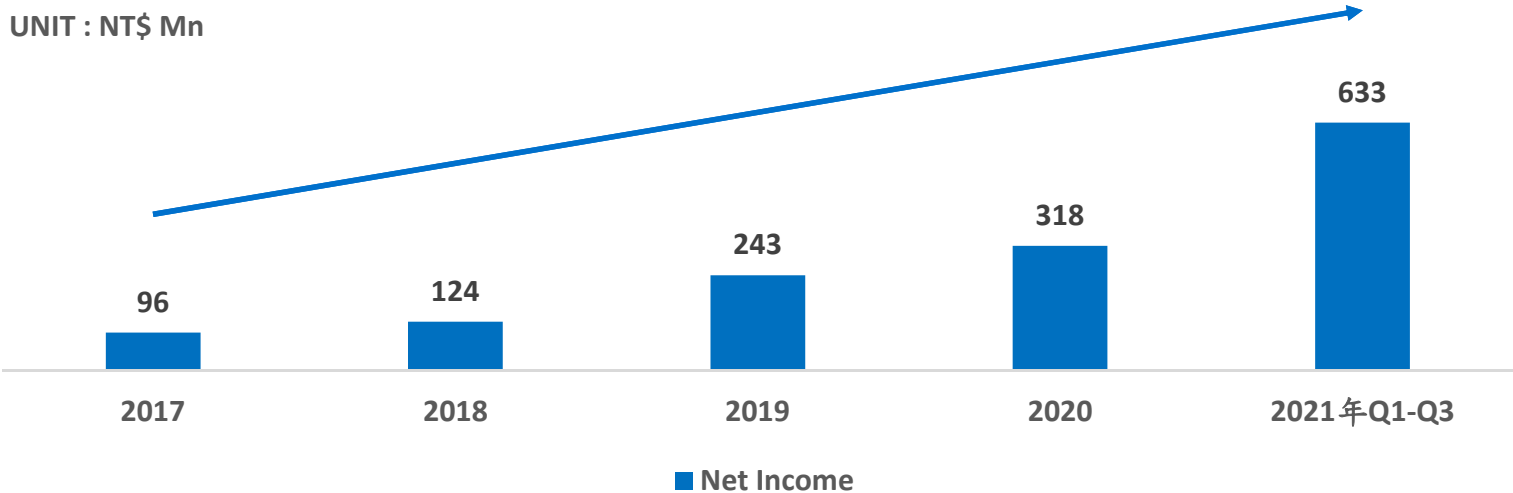
5 Years Operating Results-Revenue and GM

NT\$ Mn

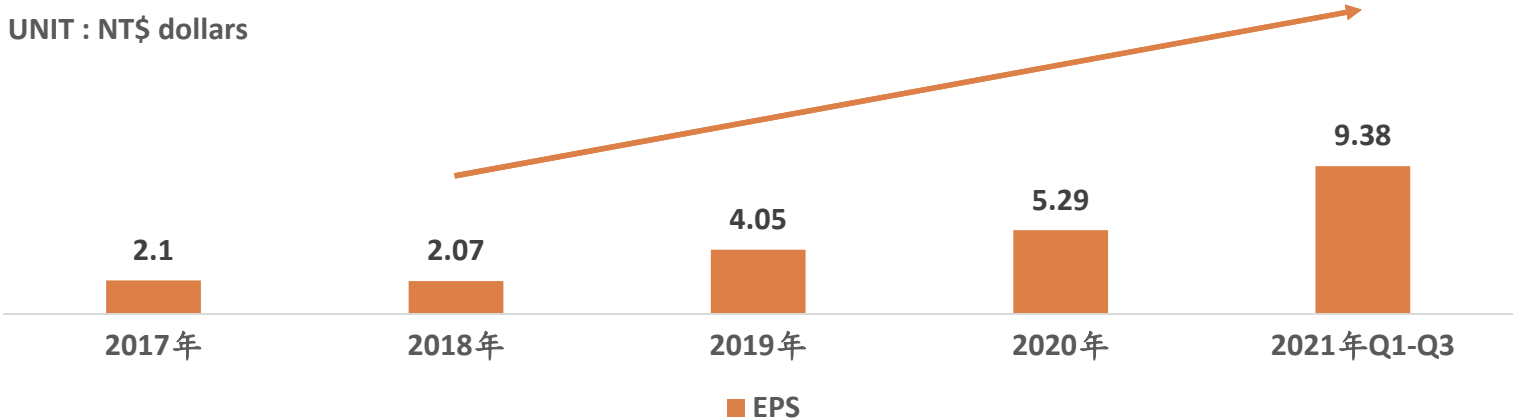


5 Years Operating Results- Profits and EPS

UNIT : NT\$ Mn



UNIT : NT\$ dollars





MARKET OVERVIEW
NEW PRODUCT INTRODUCTION

Major USB4 Host Silicon

Apple M1

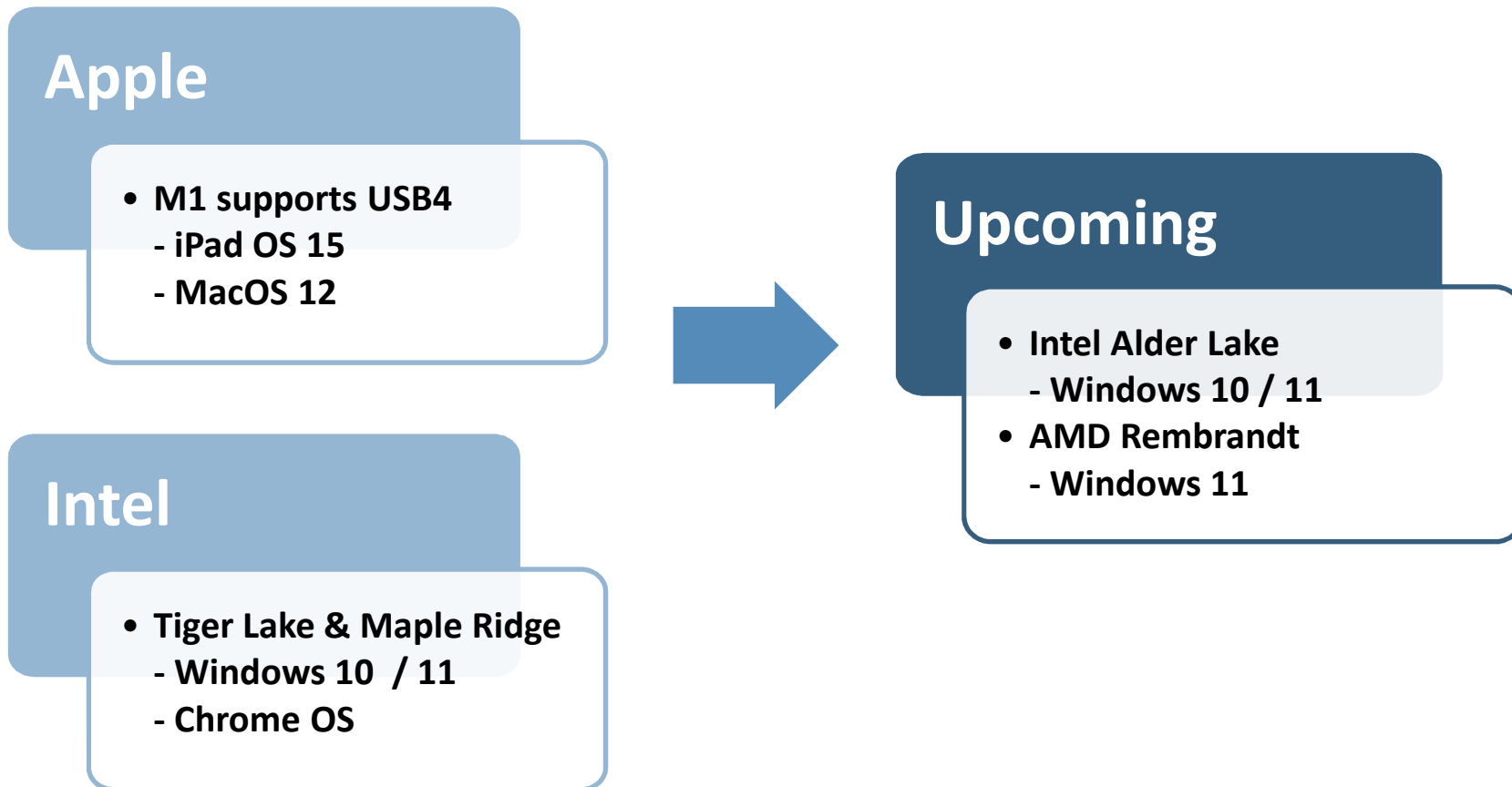


Intel Tiger Lake



USB4 Ecosystem

2 key pieces: Operating System & USB4 Host Silicon Vendor



Why Do We Need USB4?



USB

Easy connectivity of
peripherals / input
devices



Storage

PCIe-based Storage



Displays

HDMI 2.1
DisplayPort 2.0



VL830 Feature Summary

- **Target Market**
 - Docking Stations, Multi-Function Adapters
- **Common Features**
 - HW Support for Digitally Signed Firmware (256-bit ECDSA)
 - Integrated USB Hub (4x USB SS, 1x USB HS); USB SS DFP include both Tx/Rx & D+/D-
 - Integrated USB-C Bridge, USB Billboard, USB FW Update virtual devices (USB2 only)
 - Programmable MCU (ARM Cortex-M3)
- **USB4 Mode (Tunneled Mode)**
 - 1x DP Adapter Out Port (Retimer Mode; Supports MST, DSC depending on DP Source)
 - DP 1.4a (Up to 4-Lane HBR3) & USB 3.2 (Up to 10Gbps for hub DFP)
- **Legacy Mode**
 - Integrated DP 2.0 UHBR10 Redriver for Pass-Through
 - DP Alt Mode (2-Lane UHBR10) & USB 3.2 (Up to 10Gbps)
 - DP Alt Mode (4-Lane UHBR10) & USB 2.0
- **Package**
 - FCCSP 10x10mm

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For more information about VLI:

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Vision
Leadership
Intelligence

Thank You