

Stock Code: 6756

VIA Labs, Inc.

Investor Conference

2022-11



VIA Labs, Inc.

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The forward looking statements in this presentation including, but are not limited to, growth rates for various markets estimated by third party, future products and technology development, future revenue growth and profitability. The information in this presentation only reflects the prospect that VIA Labs, Inc. (the Company) expects up to now and the Company neither declares, either explicitly or implicitly, nor guarantees its correctness, completeness or reliability. Except as required by law, the Company does not undertake any obligation to publicly update any forward-looking statement to reflect events or circumstances after the date on which any such statement is made or to reflect the occurrence of unanticipated events.



Agenda

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



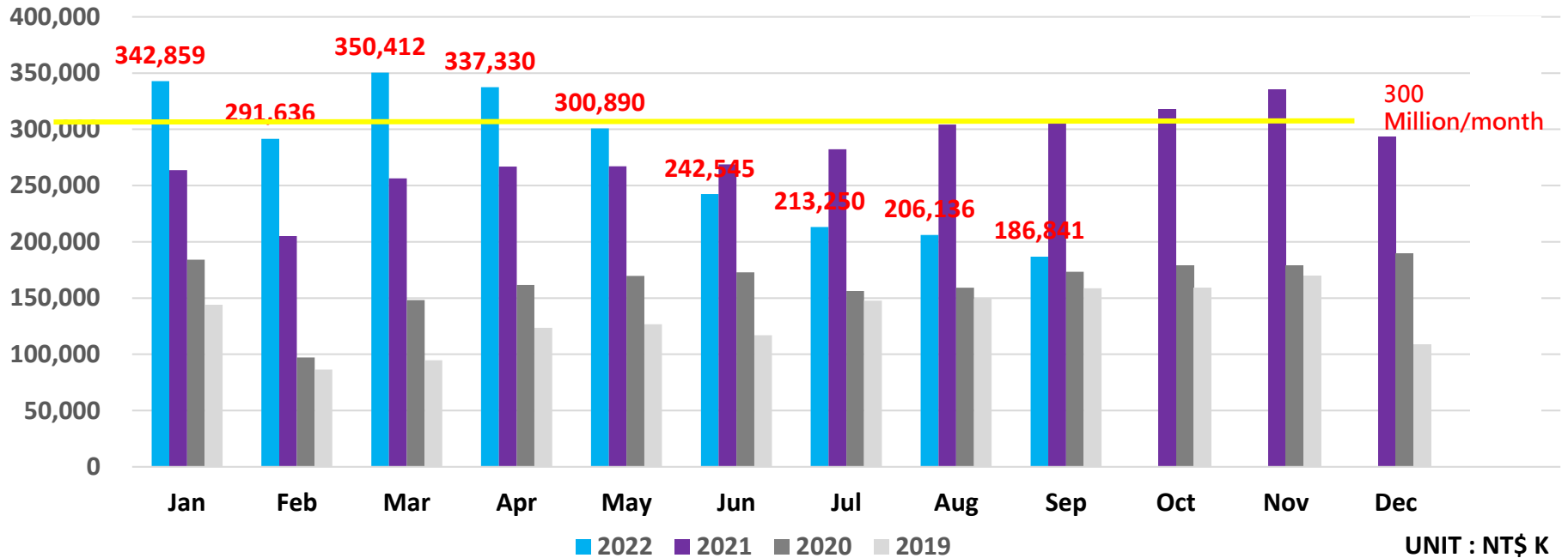


OPERATIONS OVERVIEW

Y2019 – 2022.9 Sales Revenue

UNIT:NTD K

**RECORD
HIGH**

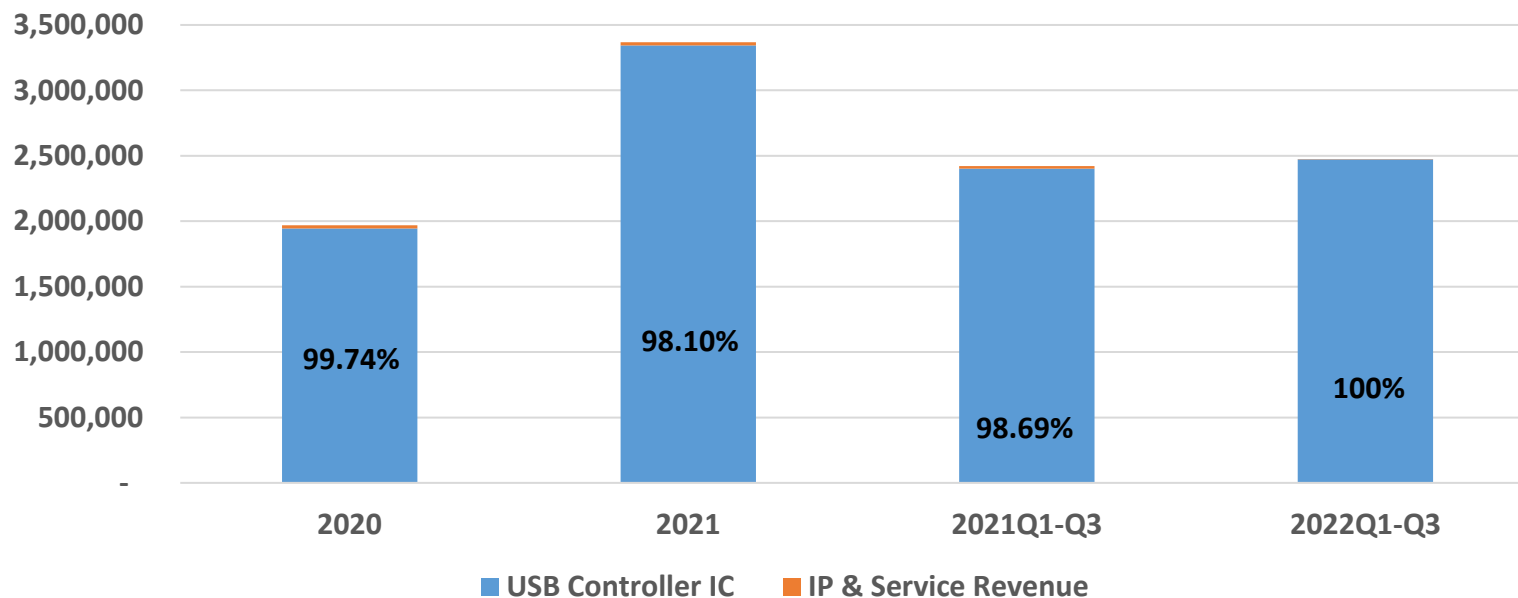


Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2022	342,859	291,636	350,412	337,330	300,890	242,545	213,250	206,136	186,841				2,471,899
2021	263,761	205,112	256,278	266,771	267,206	268,843	282,310	304,339	306,475	317,881	334,967	293,104	3,367,047
2020	184,116	97,192	148,250	161,667	169,699	172,738	156,231	159,071	173,411	178,631	179,312	189,273	1,969,592
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
YOY %	30%	42%	37%	26%	13%	-10%	-24%	-32%	-39%				
Cumulative YoY%	30%	35%	36%	33%	29%	22%	15%	8%	2%				2%



Revenue by Category

UNIT:NT\$ K



UNIT:NT\$ K ; %

Item \ Year	Y2020		Y2021		Y2021Q1-Q3		Y2022Q1-Q3	
	Amount	%	Amount	%	Amount	%	Amount	%
USB Controller IC	1,943,875	98.69	3,342,558	99.27	2,402,737	99.24	2,471,754	99.99
IP & Service Revenue	25,717	1.31	24,489	0.73	18,358	0.76	145	0.01
Total	1,969,592	100	3,367,047	100	2,421,095	100	2,471,899	100

Income Statement for the Three Months Ended September 30, 2022

NT\$ In Thousands	For the three months ended Sep 30 2022	%	For the three months ended Jun 30 2022	%	QoQ%	For the three months ended Sep 30 2021	%	YoY%
Net Sales	\$ 606,227	100%	\$ 880,765	100%	(31%)	\$ 893,124	100%	(32%)
Cost of Sales	<u>291,693</u>	48%	<u>411,886</u>	47%	(29%)	<u>407,913</u>	46%	(28%)
Gross Profit	314,534	52%	468,879	53%	(33%)	485,211	54%	(35%)
Operating Expenses	<u>209,663</u>	35%	<u>207,065</u>	23%	1%	<u>202,184</u>	22%	4%
Operating Income	104,871	17%	261,814	30%	(60%)	283,027	32%	(63%)
Non-operating Items	<u>58,976</u>	10%	<u>42,016</u>	5%	40%	<u>5,113</u>	-	1053%
Income Before Tax	163,847	27%	303,830	35%	(46%)	288,140	32%	(43%)
Income Tax	<u>(26,342)</u>	(4%)	<u>(48,730)</u>	(6%)	(46%)	<u>(47,737)</u>	(5%)	(45%)
Net Income	<u>\$ 137,505</u>	22%	<u>\$ 255,100</u>	29%	(46%)	<u>\$ 240,403</u>	27%	(43%)
EPS (NTD)	<u>\$ 2.01</u>		<u>\$ 3.72</u>		(46%)	<u>\$ 3.56</u>		(44%)
Weighted Average Shares (K)	68,497		68,478			67,500		



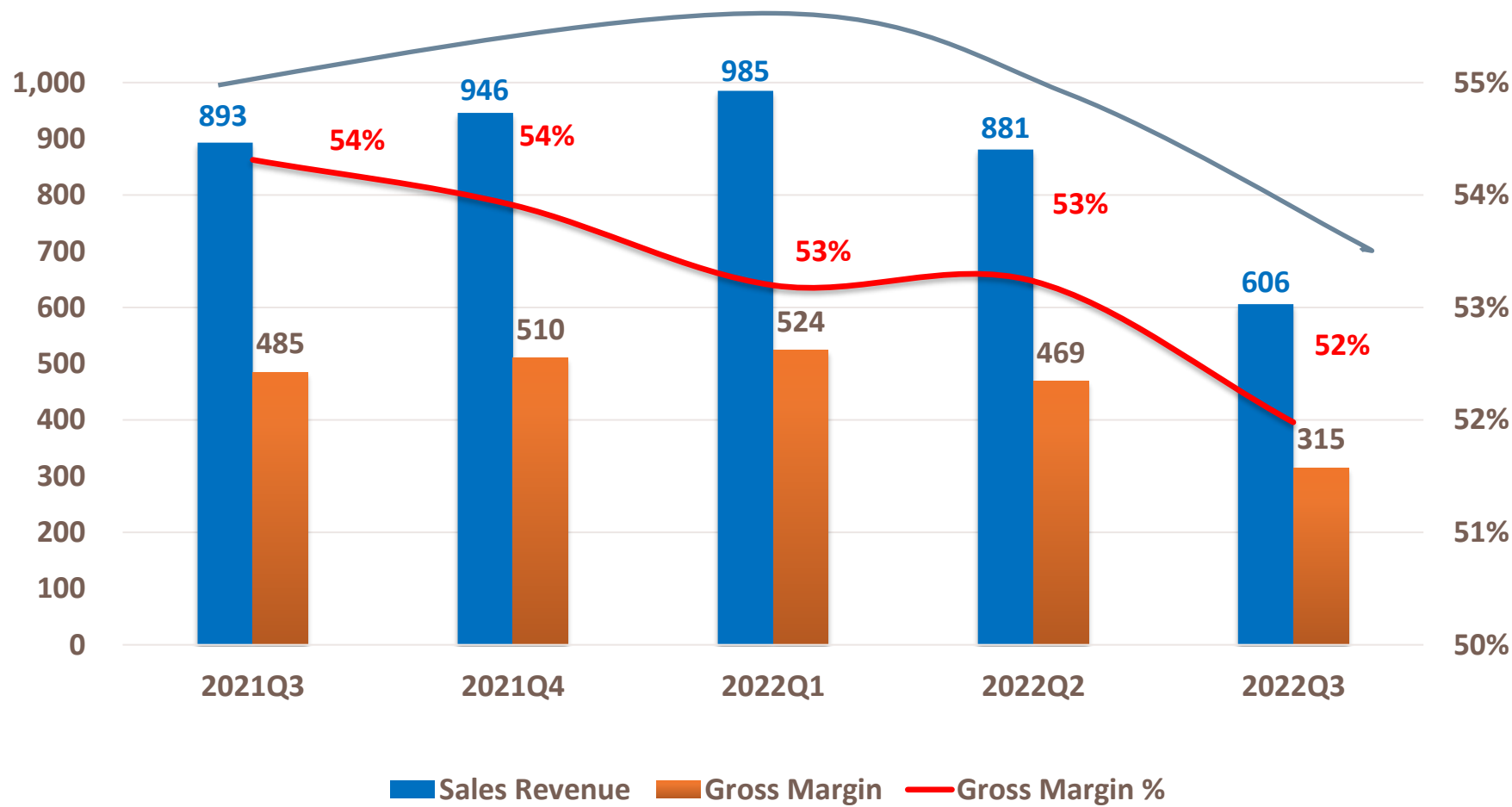
Income Statement for the Nine Months Ended September 30, 2022

NT\$ In Thousands	For the nine months ended SEP 30 2022	%	For the six months ended JUN 30 2022	%	For the nine months ended SEP 30 2021	%	YoY%
Net Sales	\$ 2,471,899	100%	\$ 1,865,672	100%	\$ 2,421,095	100%	2%
Cost of Sales	<u>1,164,721</u>	47%	<u>873,028</u>	47%	<u>1,136,138</u>	47%	3%
Gross Profit	1,307,178	53%	992,644	53%	1,284,957	53%	2%
Operating Expenses	<u>648,089</u>	26%	<u>438,426</u>	23%	<u>536,728</u>	22%	21%
Operating Income	659,089	27%	<u>554,218</u>	30%	748,229	31%	(12%)
Non-operating Items	<u>152,707</u>	6%	<u>93,731</u>	5%	<u>(3,354)</u>	-	4653%
Income Before Tax	811,796	33%	<u>647,949</u>	35%	744,875	31%	9%
Income Tax	<u>(130,223)</u>	(6%)	<u>(103,881)</u>	(6%)	<u>(111,932)</u>	(5%)	16%
Net Income	<u>\$ 681,573</u>	27%	<u>\$ 544,068</u>	29%	<u>\$ 632,943</u>	26%	8%
EPS (NTD)	<u>\$ 9.96</u>		<u>\$ 7.95</u>		<u>\$ 9.38</u>		6%
Weighted Average Shares (K)	68,497		68,478		67,500		

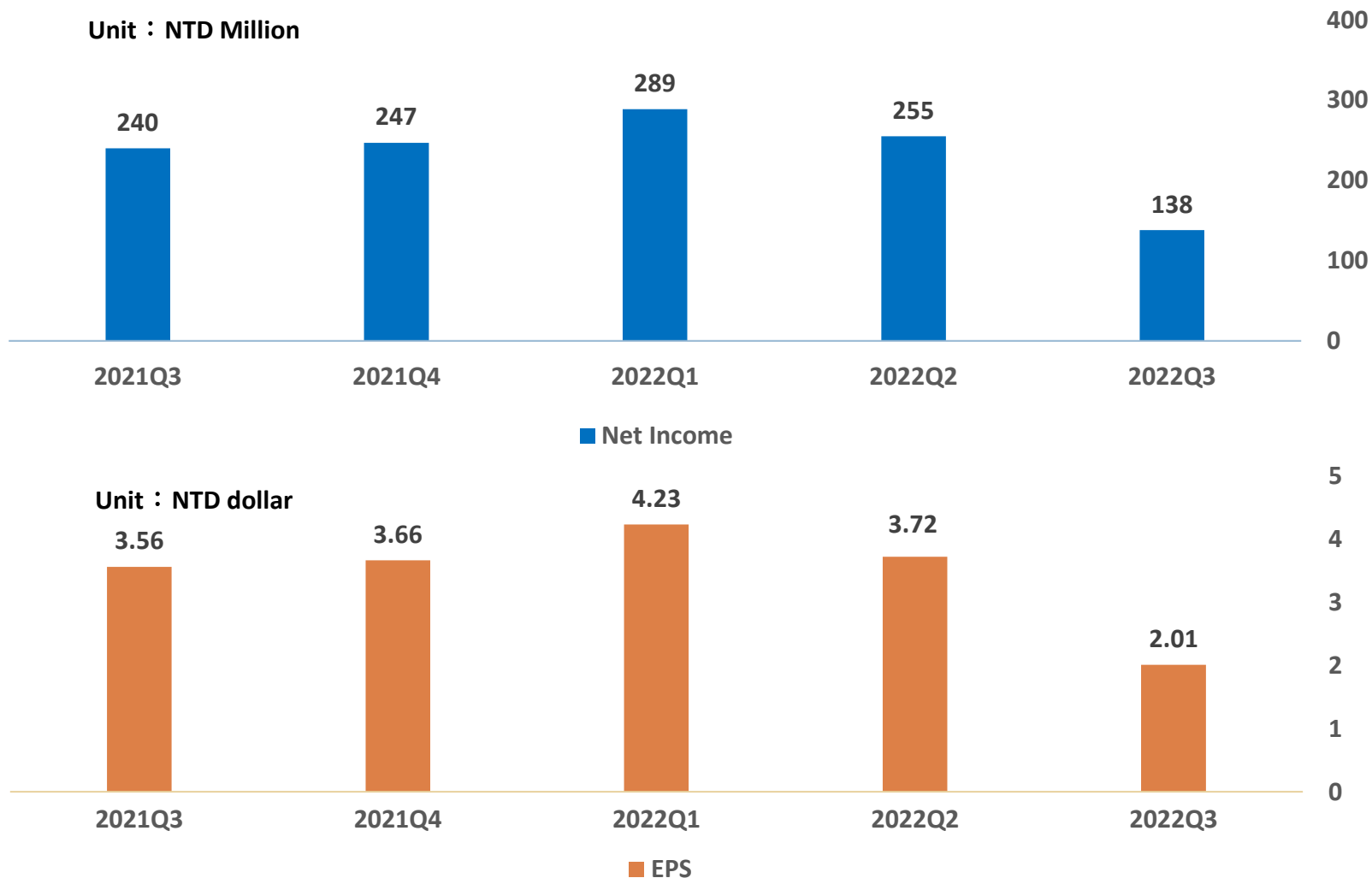


5 Quarters Operating Results-Revenue and GM%

Unit : NTD Million



5 Quarters Net Income and EPS



The background of the slide is a solid blue color with a faint, light blue circuit board pattern. The pattern consists of various geometric shapes, lines, and dots, resembling a printed circuit board (PCB) layout. The text is centered and reads:

MARKET OVERVIEW

NEW PRODUCT INTRODUCTION

New Generation - Major USB4 Host Silicon

Apple M2

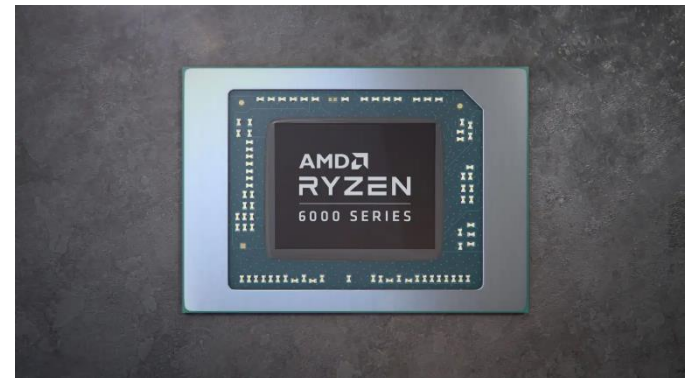


USB4

Intel Raptor Lake & Alder Lake



AMD Rembrandt



USB4 Ecosystem

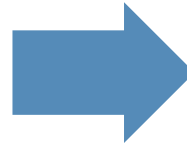
2 key pieces: Operating System & USB4 Host Silicon Vendor

Apple

- M2 supports USB4
 - iPad OS 16
 - MacOS 13

Intel

- Tiger Lake & Alder Lake
 - Windows 10 / 11
 - Chrome OS



H2, Y2022

- Intel Raptor Lake
 - Windows 10 / 11
- AMD Rembrandt
 - Windows 11



About USB4 Standard & VL830

Mode	Host	Hub	Device	VL830
USB 2.0 (480 Mbit/s)	Yes	Yes	Yes	Yes
USB4 20 Gbit/s Transport	Yes	Yes	Yes	Yes
USB4 40 Gbit/s Transport	Optional	Yes	Optional	Yes
Tunneled USB 3.2 (10 Gbit/s)	Yes	Yes	Optional	Yes
Tunneled USB 3.2 (20 Gbit/s)	Optional	Optional	Optional	Yes
Tunneled DisplayPort	Yes	Yes	Optional	Yes
Tunneled PCI Express	Optional	Yes	Optional	Not Applicable
Host-to-Host communications	Yes	Yes	Not Applicable	Not Applicable
DisplayPort Alternate Mode	Yes	Yes	Optional	Yes
Thunderbolt Alternate Mode	Optional	Yes	Optional	Not Applicable

Source : Wikipedia; USB Promoter Group USB4 Specification 1.0 & VLI VL830 Datasheet



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 (Re-timer 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 Re-driver 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



VL830 MP Products



Satechi #2



QUUGE



j5create



NewQ



Club 3D



Satechi #1



Hyper



UGREEN



Baseus



Xfanic



MonitorMate

VL600 Feature Summary

- **Target Market**
 - Docking Stations, Video Adapters & Multi-Function Adapters
- **Common Features**
 - DP 1.4 to HDMI 2.0 Video Protocol Converter
 - Integrated 1-port USB PD 3.0 supporting DP Alt-mode & USB Billboard
 - Built-in DSC V1.2a (Display Stream Compression) Decoder for triple bandwidth
 - HDCP 2.3 and HDCP 1.4 Repeaters with on-chip keys
- **Applications**
 - VL600 Only: USB-C to HDMI Video Adapters
 - VL600 + VLI Hub: Bus-powered USB-C Multi-Function Adapters
 - VL600 + VLI PD VL10x + VLI Hub: Charge-thru Multi-Function Adapters; Docking Stations
- **Package**
 - QFN60 7x7mm



VL60x USB-C PCON

HDMI 2.0b



VL600

VL600

DP1.4 to HDMI2.0 PCON

DP1.4 HBR3/8.1Gb 4-Ln RX

HDMI2.0b TMDS TX

HDCP 2.3 & 1.4 Repeater w/i Keys

DSC1.2 & 1.1

USB-C DP Alt-mode w/i USB BB

DP 2-Ln @ 4K60

Static HDR

Share SPI flash w/i VLI PD or Hub

QFN60 7x7mm

MP Now

HDMI 2.1



VL605

VL605

DP2.0 HBR3 to HDMI2.1 PCON

DP2.0 HBR3/8.1G 4-Ln RX

HDMI2.1 FRL 12Gb & TMDS TX

HDCP 2.3 & 1.4 Repeater w/i Keys

DSC1.2a & 1.1

USB-C DP Alt-mode + Charge-Thru

8K@60 & 4K@120

Dynamic HDR/VRR/QMS/ALLM

Share SPI flash w/i VLI PD or Hub













QFN68 8x8mm



ES 2022/Q4



Market Information

• USB Logo Updates

Logo Name	Packaging Logo	Port Logo	Device Power Port Logo
USB 40Gbps			
USB 20Gbps			
USB 10Gbps			
USB 5Gbps			

Logo Name	Packaging Logo		Cable Logo	
USB 40Gbps Cable				
USB 20Gbps Cable				
USB 5Gbps Cable				
Hi-Speed USB Cable				

• USB4® Ver. 2 ■ up to 80 Gbps

DEVELOPER UPDATE

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USB Promoter Group Announces USB4® Version 2.0 Specification defines delivering up to 80 Gbps over USB Type-C®

Beaverton, OR, USA – September 1, 2022 – The USB Promoter Group today announced the pending release of the USB4® Version 2.0 specification, a major update to enable up to 80 Gbps of data performance over the USB Type-C® cable and connector. The USB Type-C and USB Power Delivery (USB PD) specifications will also be updated to enable this higher level of data performance. All of these specification updates are expected to be published in advance of this year's series of USB DevDays developer events planned for November.

Protocol updates are also being made to enable higher performance USB 3.2, DisplayPort™ and PCI Express® (PCIe®) data tunneling to best use the higher available bandwidth.

“Once again following USB tradition, this updated USB4 specification doubles data performance to deliver higher levels of functionality to the USB Type-C ecosystem,” said Brad Saunders, USB Promoter Group Chairman. “Solutions seeing the most benefit from this speed enhancement include higher-performance displays, storage, and USB-based hubs and docks.”

Key characteristics of the updated USB4 solution include:

- Up to 80 Gbps operation, based on a new physical layer architecture, using *existing* 40 Gbps USB Type-C passive cables and newly-defined 80 Gbps USB Type-C active cables.
- Updates to data and display protocols to better use the increase in available bandwidth.
 - USB data architecture updates now enable USB 3.2 data tunneling to *exceed* 20 Gbps.
 - Updated to align with the latest versions of the DisplayPort and PCIe specifications.
- Backward compatibility with USB4 Version 1.0, USB 3.2, USB 2.0 and Thunderbolt™ 3.

Source: [USB-IF](https://www.usb.org/news/usb4-version-2-0-specification-announced)

Market Information

The screenshot shows the BBC News homepage. The top navigation bar includes the BBC logo, a sign-in button, and links to Home, News, Sport, Reel, Worklife, Travel, and Future. A search bar is on the right. Below the navigation bar is a red banner with the word "NEWS". Underneath, there's a sub-navigation bar with links to Home, War in Ukraine, Coronavirus, Climate, Video, World, Asia, UK, Business, Tech, and Science. The "Tech" link is highlighted. Below this is a "Tech" sub-header. The main content area features a large article titled "EU Parliament approves common charging cable from 2024" with a sub-headline "2 days ago · Comments". Below the headline is a small image of a USB-C cable and an Apple logo. To the right of the main article is a "Top Stories" section with three items: "Biden says nuclear risk highest since 1962 crisis" (21 minutes ago), "Thailand mourns horrific mass killings at nursery" (1 hour ago), and "How zero-Covid is spoiling Xi's party" (5 hours ago). Below the "Top Stories" section is an advertisement for Shutterstock Flex.

EU Parliament approves common charging cable from 2024

2 days ago · Comments

Get one plan that gives you endless possibilities. [Get started](#)

Top Stories

- Biden says nuclear risk highest since 1962 crisis
21 minutes ago
- Thailand mourns horrific mass killings at nursery
1 hour ago
- How zero-Covid is spoiling Xi's party
5 hours ago

shutterstock flex

GETTY IMAGES

A USB-C charger (right) beside Apple's proprietary Lightning cable

- **EU finalizes USB-C charging standard from 2024**
 - EU made the final call to make USB-C the port of record for all phones, tablets, and cameras sold in the EU from the end of 2024.
 - Laptops will be required to use USB-C beginning in 2026

Source: [BBC](#)

VL320 Feature Summary

● Target Market

- Sink side controller with highly integrated function for DCU applications, such as LED Lamps, Electric Shaver, Smart Speaker, Cordless Phone, Wi-Fi Station, etc.

● Functions

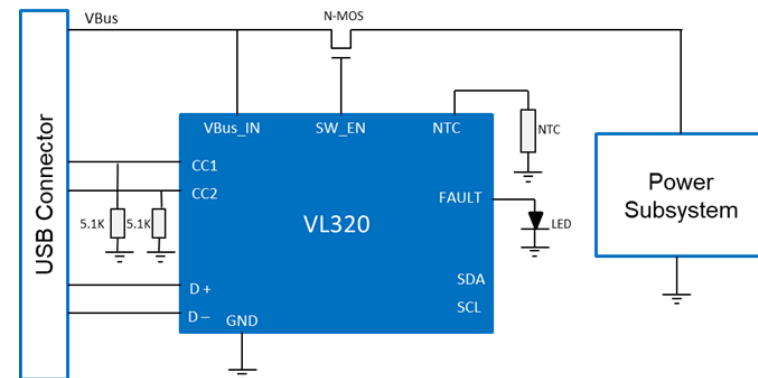
- Compliant to USB PD 3.0
- Support USB PD power profile 100W max.
- Embedded OTP ROM for PDO and manufacture data traceability (such as PID/VID)
- Driving NMOS for VBUS load switch for 3A application by using internal charge pump
- Driving PMOS for VBUS load switch for 5A application by using GPIO port
- Operating Voltage from 4V to 24V
- Build-in auto discharge for charge pump output port
- Support external NTC for thermal protection
- D+/D- to support BC1.2 DCP, Apple 2.4A
- System level ESD 15KV Air-discharge/ 8KV contact

● Certification

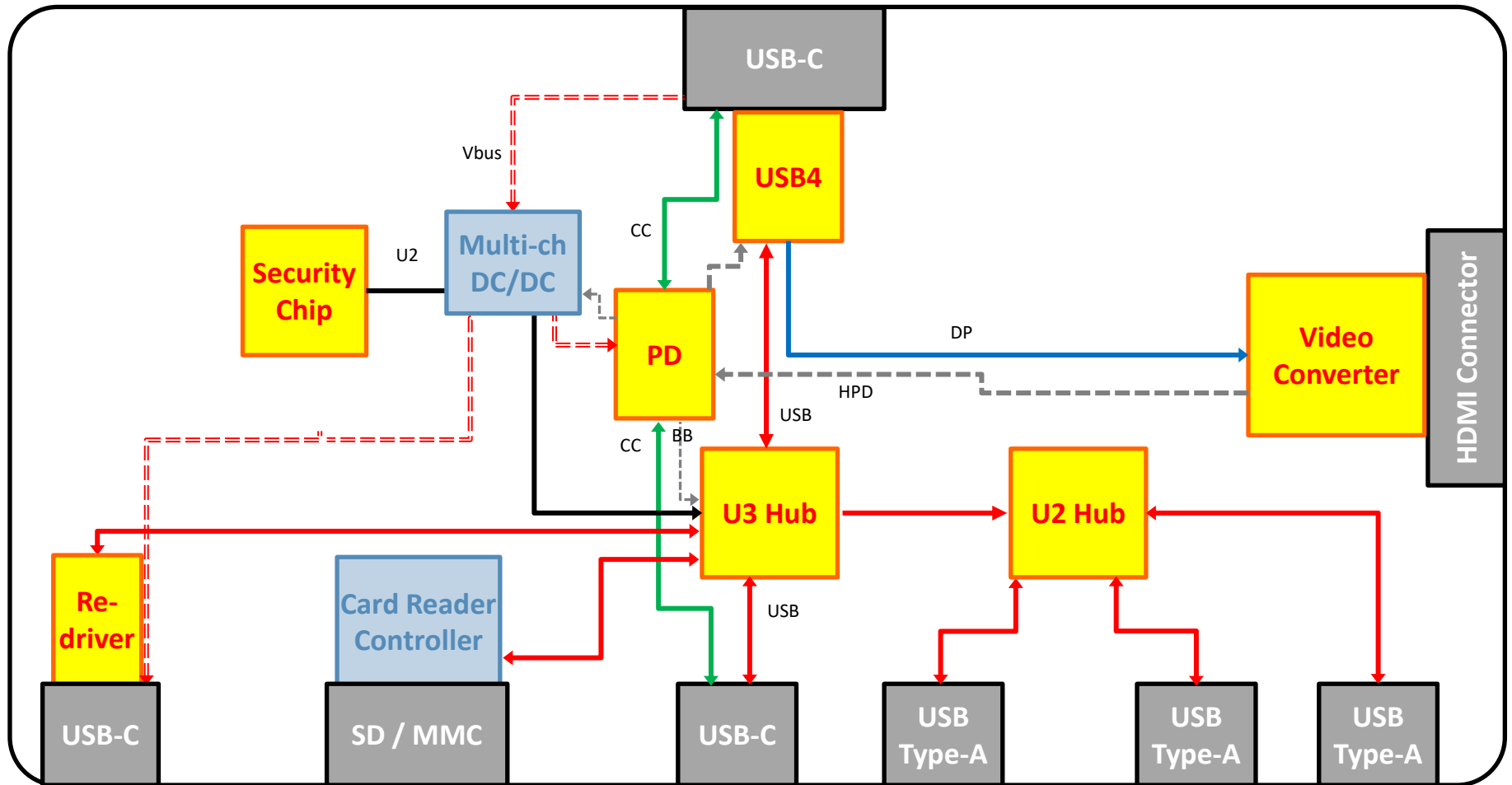
- USB-IF TID: 4311

● Package

- DFN20 3x3mm



Enhance Platform & Increase ASP



6756. TW



VIA Labs, Inc.

For more information about VLI:

VIA Labs, Inc.



Vision
Leadership
Intelligence



Thank You

