



(3661 TT)



Alchip Technologies

3Q14 Institutional Investor Meeting

世芯電子14年第三季法說會

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.

企業概況



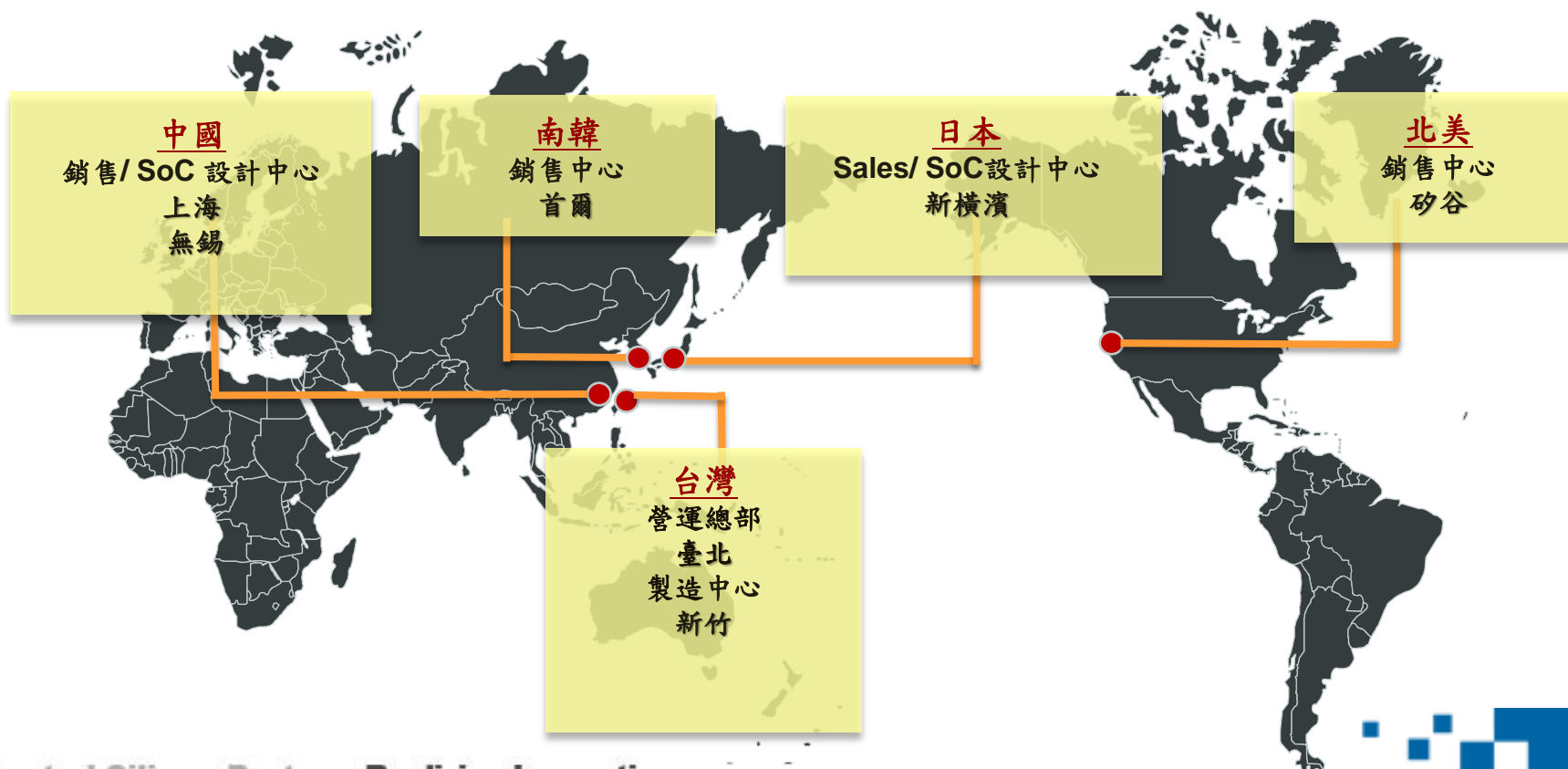
創立日期：2003年2月

董事長：關建英；總經理：沈翔霖

營業範圍：ASIC 設計服務生產

員工人數：全體員工245人

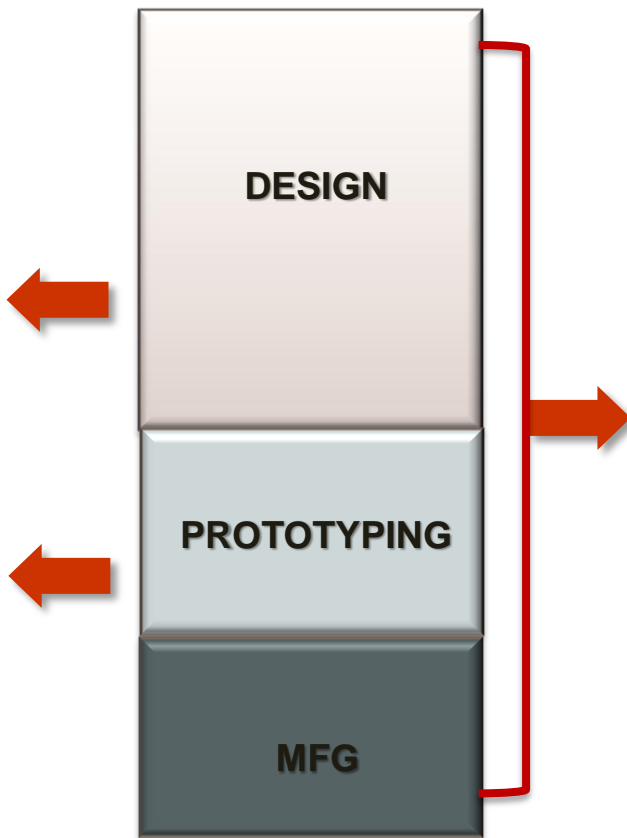
實收資本額：6.34億台幣



經營模式



PRODUCT FLOW



無晶圓廠 ASIC 模式

alchip

SYNOPSYS[®] ARM[™] ANALOG BITS

cadence[™] MIPS TECHNOLOGIES CCI
TRUE CIRCUITS INC. | Timing is everything

Alchip

tsmc SAMSUNG SMIC[™]

ASE GROUP GLOBAL FOUNDRIES

KYEC 京元電子 The Testing Industry Benchmark Amkor Technology[®]

垂直整合

Alchip - 業界最佳一站式解決方案

優勢及價值

優勢

全球領先的技術能力

- 亞太區純ASIC供應商最先投片28奈米製程
- 全球第一家20奈米產品上市
- 自我開發獨有設計流程
- 客製化線路設計能力



技術領先同業

2011:
40m
product

2012:
28nm
design

2014:
20nm
product

價值

快速產品設計時間及成功率

- 簡單產品設計流程僅一個月
- 投片至工程樣本產出僅需六個月
- 多數高複雜度樣品設計僅三個月
- 100% 一次投片成功率



成本優勢

- 較傳統IDM型態ASIC供應商擁有成本優勢
- 集合晶圓、光罩、智財的議價能力
- 縮短設計流程而節省之人力成本

技術及經營實績

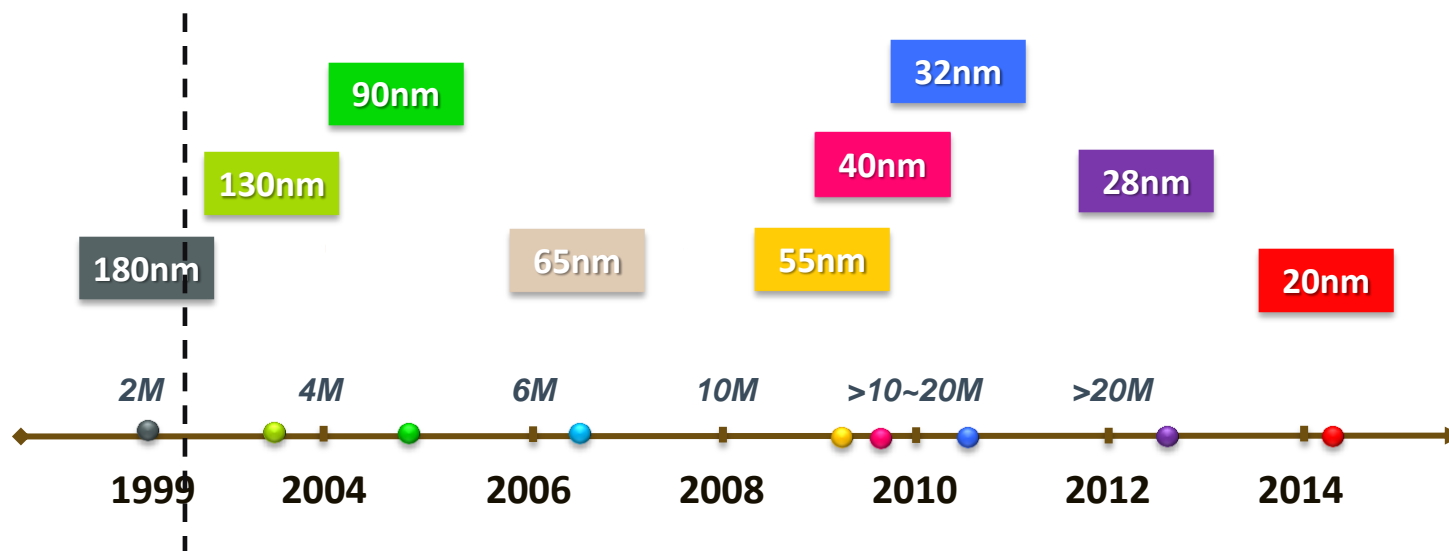


250+

Tape-Outs

(100% one pass silicon success)

- *Leading process technology node*



SoC Integration (Average Gate Count)

2014年第三季營運回顧



- **營收持續強勁，營收組合持續朝先進製程移動**
 - 日、韓客戶超高解析度電視晶片產品出貨持續攀升
 - 第三季先進製程佔全體營收比重69%。
 - 先進製程營收1Q-3Q累計佔全體營收68%，相較2013年58%提高十個百分點
 - 比特幣挖礦機晶片客戶仍持續朝先進製程移動
 - 營收地域性分布持續改善
 - 移動裝置用ISP晶片項目啟動

先進製程係指55nm或更先進之製程

2014第三季財務表現



美金(千元)	1Q14	2Q14	3Q14	QoQ (%)
營業收入	27,749	44,043	43,269	(1.8)
營業成本	20,977	36,744	35,228	(4.1)
營業毛利	6,772	7,299	8,041	10.2
營業費用	4,672	4,944	5,115	3.5
營業利益	2,100	2,356	2,926	24.2
業外收益	(45)	61	140	130.9
稅前利益	2,055	2,417	3,066	26.9
所得稅費用	301	439	117	(73.2)
稅後收益	1,754	1,978	2,949	49.0
每股利益 (NT\$)	0.98	1.10	1.62	(1.8)
(每股純益依當期股本/匯率計算)				

2014第一到三季財務表現

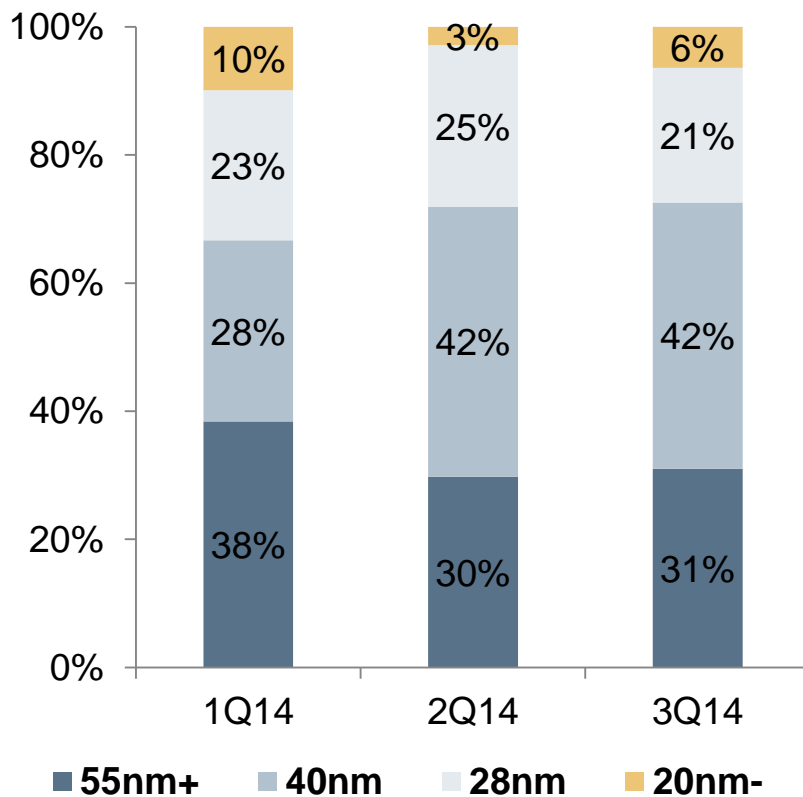


美金(千元)	2012	YoY (%)	2013	YoY(%)	1Q-3Q14
營業收入	90,336	2.6	87,021	3.7	115,062
營業成本	70,043	4.9	61,494	(12.2)	92,949
營業毛利	20,293	(4.6)	25,527	25.8	22,113
營業費用	18,668	5.1	19,260	3.2	14,731
營業利益	1,625	(53.6)	6,267	286.7	7,382
業外收益	(882)	14.4	(1,441)	29.4	155
稅前利益	743	(72.8)	5,126	589.7	7,538
所得稅費用	426	(20.4)	1,433	236.1	857
稅後收益	317	(85.6)	3,692	1066	6,681
每股利益 (NT\$)	0.17		2.05		3.71

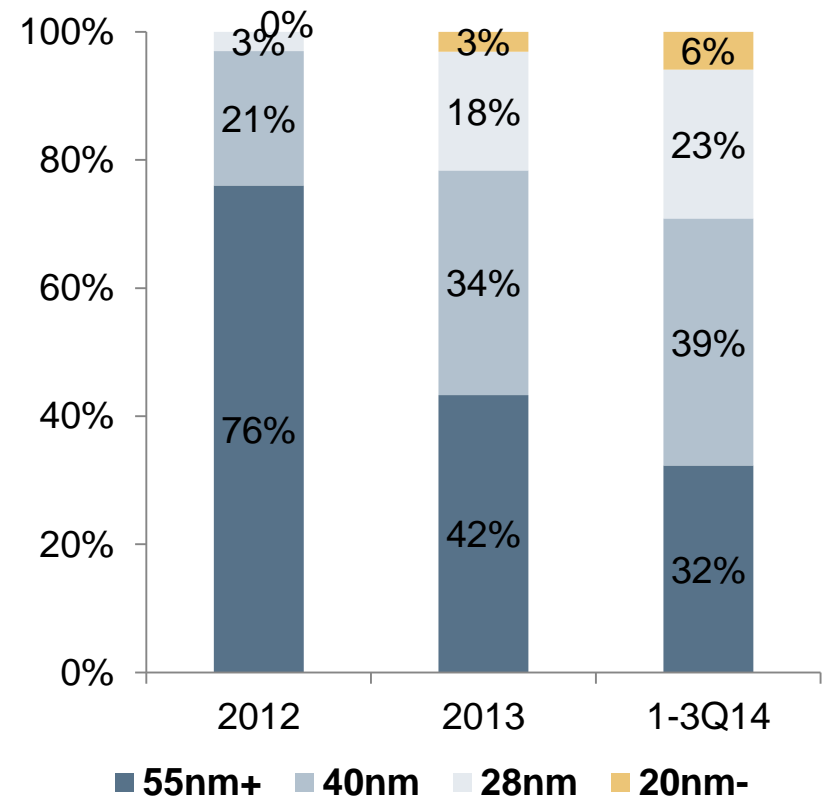
(每股純益依當時股本/匯率計算)

製程營收分布

14年單季製程營收分布



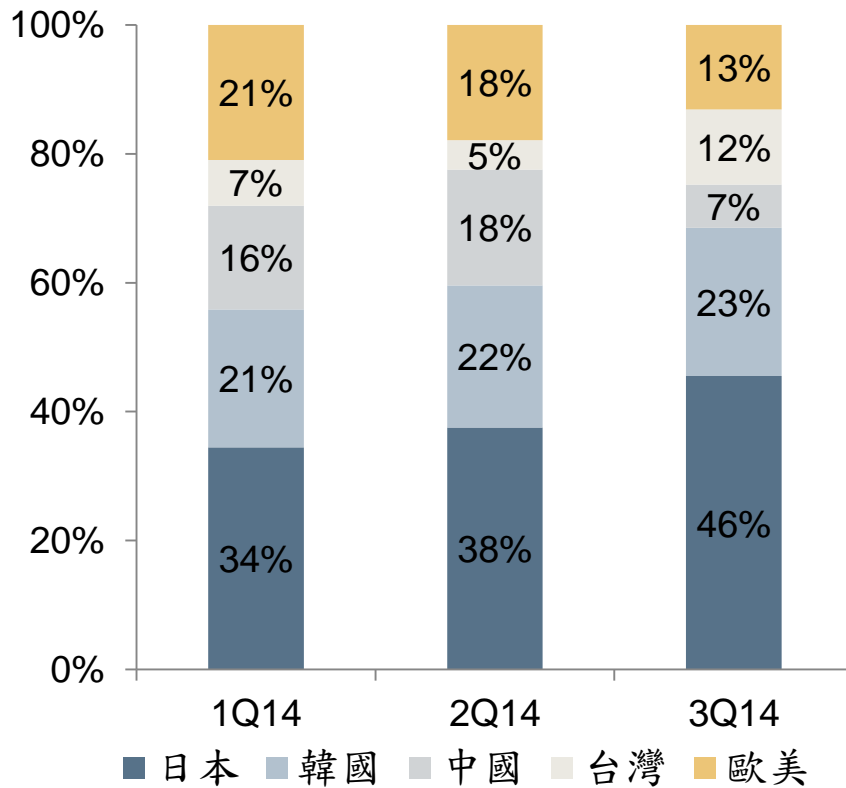
年度製程營收分布



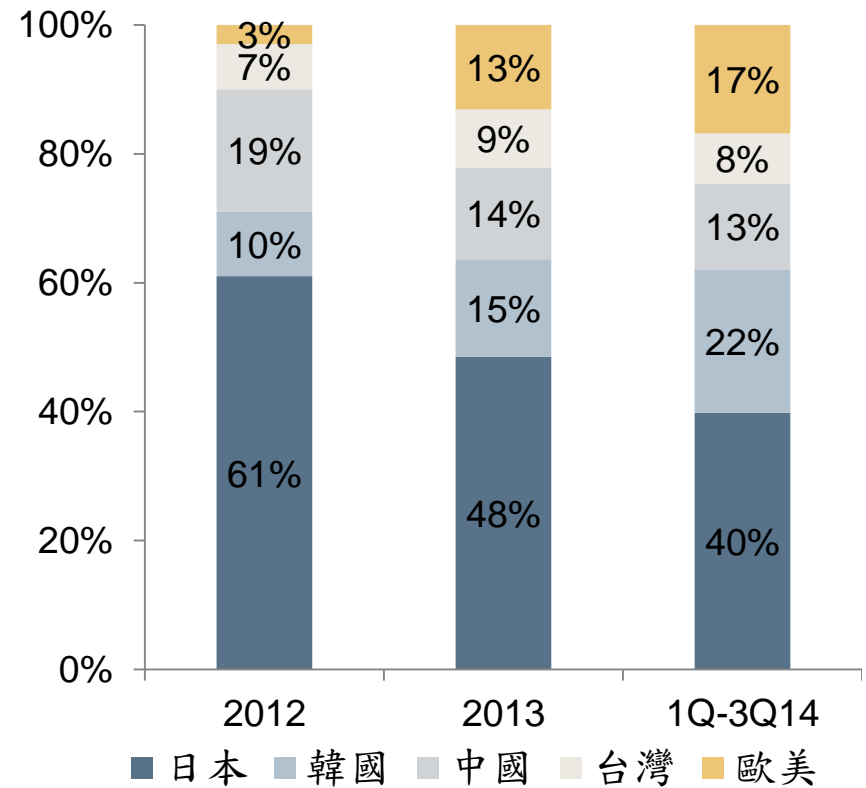
先進製程係指55nm或更先進之製程

地區營收分布

14年單季地域性營收分布



年度地域性營收分布





未來成長動力

■ 超高解析度電視 (4K 電視)

- 日本、韓國客戶持續出貨

■ 利基型應用

- 日本客戶娛樂機台主晶片進入量產
- 比特幣挖礦機晶片持續貢獻營收，客戶並持續向更先進製程移動

■ 新客戶、新產品

- 日本市場贏得新系統廠商客戶
- 移動裝置用ISP晶片將於2015進入量產

先進製程係指55nm或更先進之製程



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