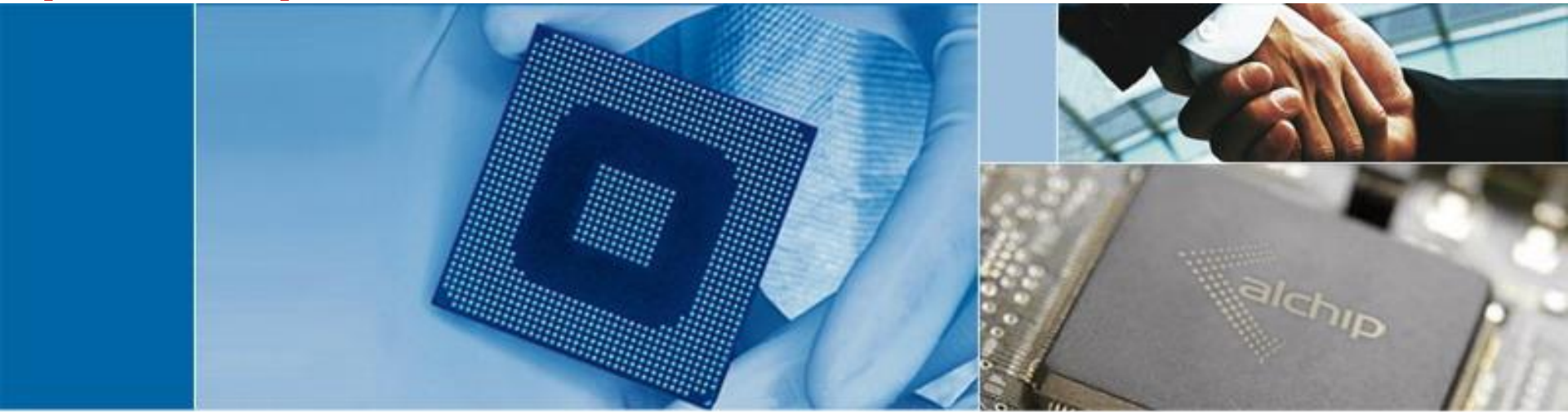




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Alchip Technologies

Trusted Silicon Partner Realizing Innovations

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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

營業範圍：ASIC 設計服務生產

董事長：關建英

總經理：沈翔霖

員工人數：員工425人

資本額：5.98億新台幣

中國

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綠地中心東樓11樓

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合肥創新產業園C4棟6樓

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北京、廣州辦公室

台灣

台北

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首爾

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Mapo-gu, Seoul, 121-784, KOREA

北美

矽谷(銷售中心)

P. O. Box 5176 Santa Clara,
CA 95056-5176

ASIC晶片市場領域



2018單季損益



美金(千元)	1Q18	2Q18	3Q18	4Q18	QoQ (%)	YoY (%)	4Q17
營業收入	27,697	32,735	28,365	25,657	-10	6	24,231
營業成本	14,999	17,591	16,530	22,499	36	182	12,384
營業毛利	12,697	15,144	11,835	3,158	-73	-73	11,847
營業費用	8,577	8,833	8,413	6,334	-25	72	8,810
營業利益	4,120	6,311	3,422	-3,176	n.m.	n.m.	3,037
業外收益	584	-1,308	357	794	123	439	181
稅前利益	4,704	5,004	3,779	-2,382	n.m.	n.m.	3,218
所得稅費用	-831	-983	-763	8	n.m.	-1	-545
稅後收益	3,873	4,021	3,016	-2,374	n.m.	n.m.	2,673
EPS (NT\$)	1.85	1.95	1.51	-1.09			1.32
EPS以當期匯率為計算基礎							

年度損益



美金(千元)	2016	YoY(%)	2017	YoY(%)	2018	YoY(%)
營業收入	114,403	-4	140,169	23	114,454	-18
營業成本	99,282	6	100,700	1	71,619	-29
營業毛利	15,120	-42	39,469	161	42,835	9
營業費用	21,622	1	28,952	34	32,157	11
營業利益	-6,501	n.m.	10,517	n.m.	10,678	2
業外收益	261	-70	1,279	390	427	-67
稅前利益	-6,240	m.m.	11,796	n.m.	11,105	-6
所得稅費用	-313	-75	-1,651	427	-2,569	56
稅後收益	-6,552	n.m.	10,145	n.m.	8,536	-16
EPS (NT\$)	-3.5		5.1		4.22	
EPS以當期匯率為計算基礎						

2018全年暨4Q18營運回顧



18全年營收為US\$114.5M, YoY下滑18%

- 量產營收較前年貢獻度低，HPC相關量產偏低
- 2H18數位貨幣市場景氣陡降，相關項目營收遠低於預期

18全年營業利益為US\$10.7M, YoY成長2%

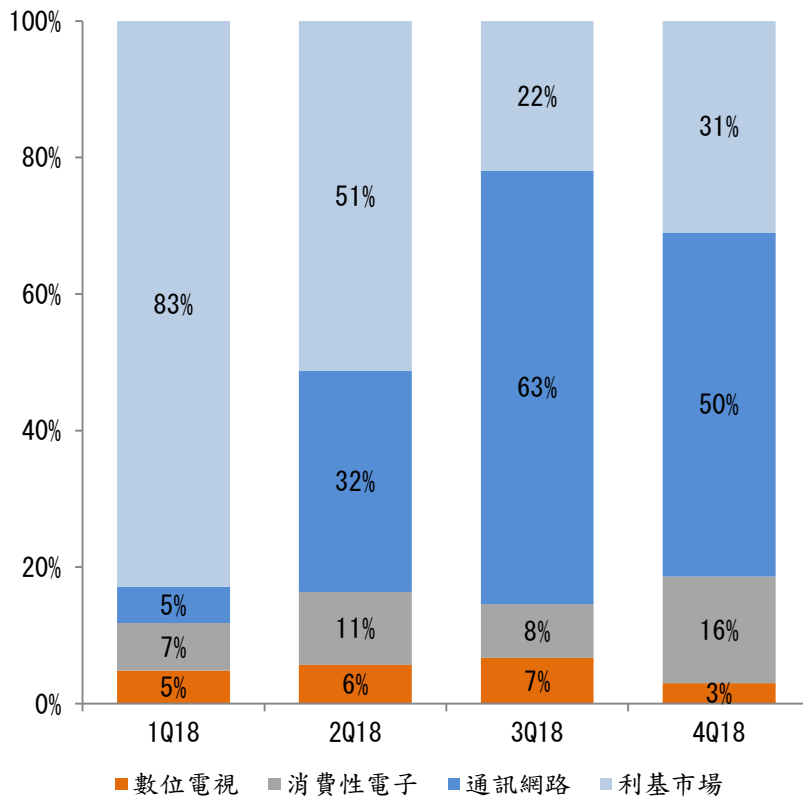
- 受第四季營業虧損影響，全年營業利益成長低於預期
- 營業費用隨員工數增加成長，影響營業利益

4Q18毛利偏低，營業利益轉負

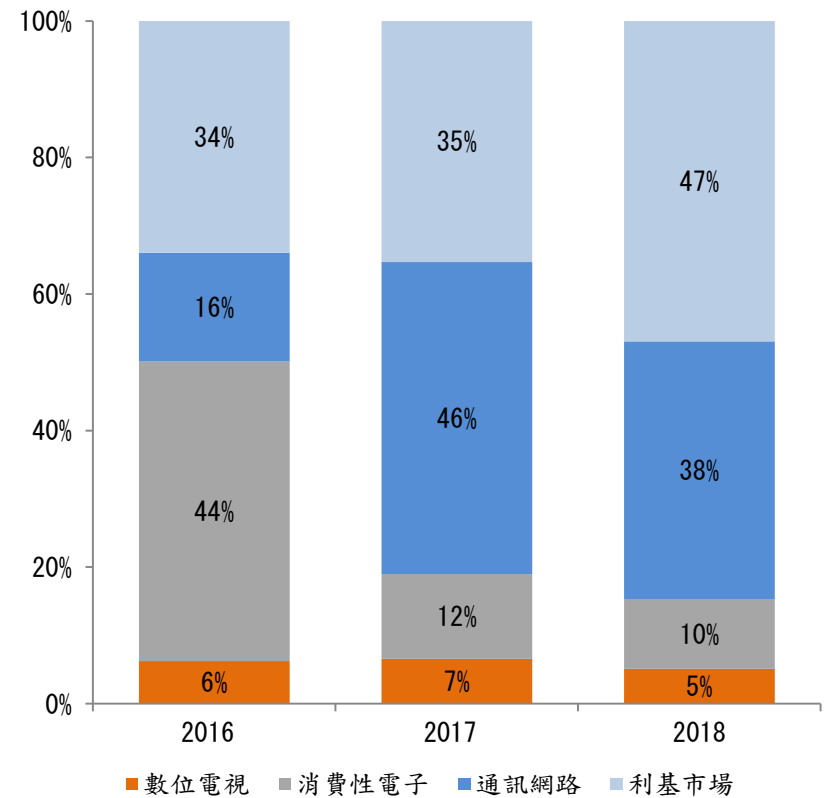
- 受數位貨幣市場景氣影響，預期之二先進製程之數位貨幣tape-out營收未入帳
- 1H18先進製程之數位貨幣項目光罩攤提入帳，成本負擔增加
- 4Q18之設計營收比重較前三季偏低

產品應用營收分布

單季應用營收分布

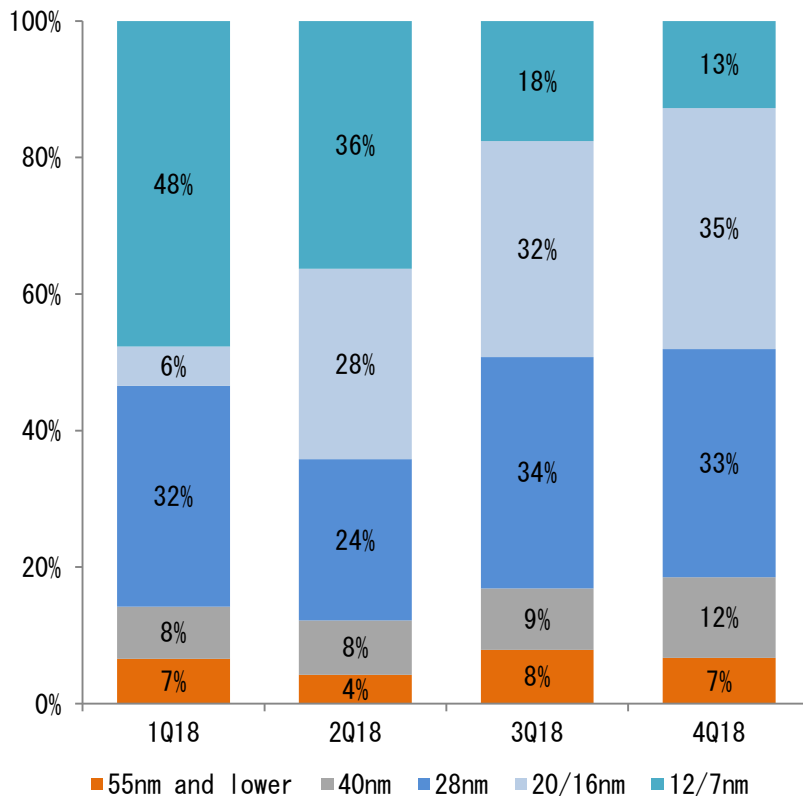


年度應用營收分布

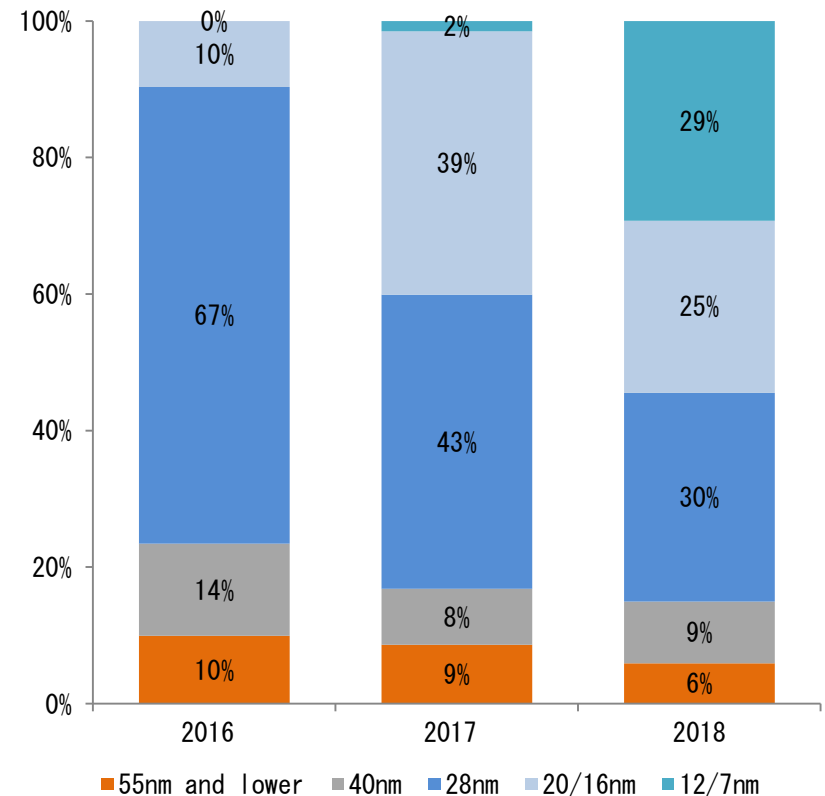


製程營收分布

單季製程營收分布



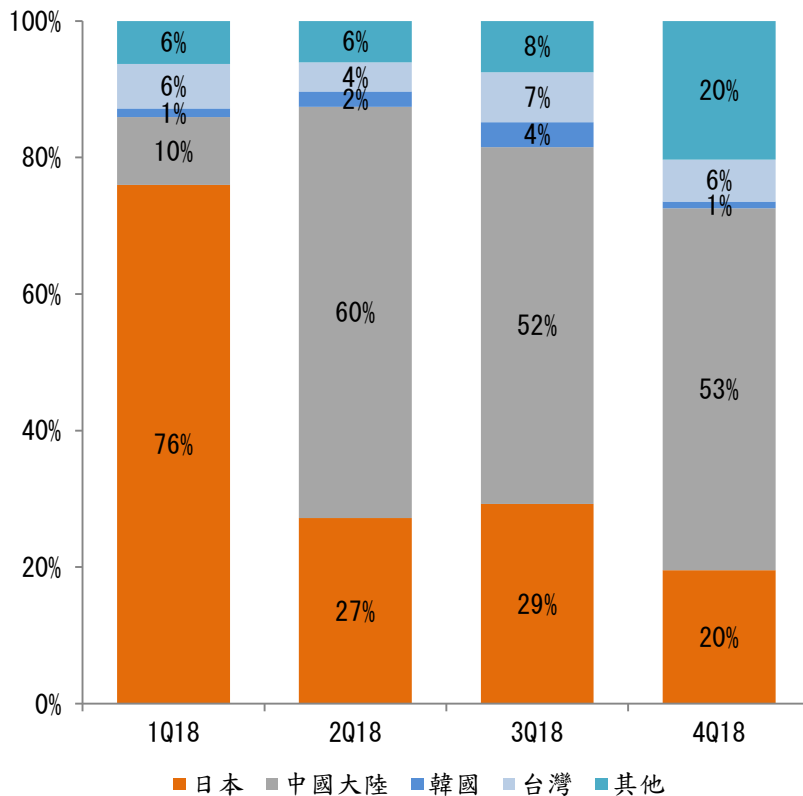
16-18年度製程營收分布



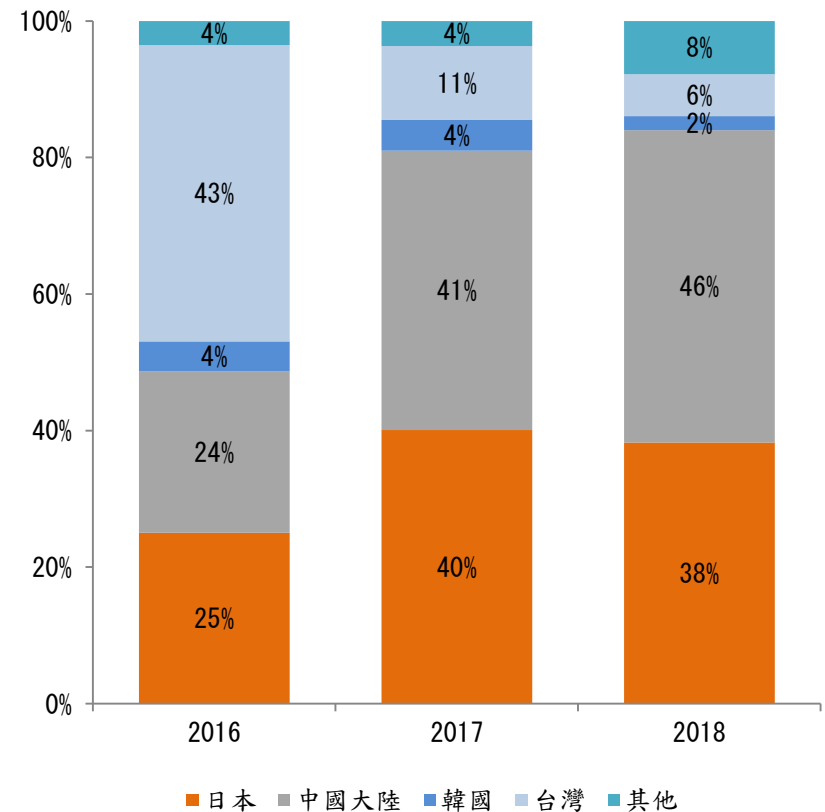
先進製程係指40nm或更先進之製程

地區營收分布

單季地域性營收分布



2016-2018地域性營收分布



AI相關ASIC設計需求依然強勁

- AI相關ASIC需求持續升高，需求除量持續增加之外，種類、應用數亦快速增加，客製化晶片需求遠高於通用型產品
- AI領域之晶片設計通常為多IP、大型、複雜、高效能及低功耗導向，實體設計或製程的進入門檻仍相當高、目前僅少數設計服務具備供應能力

數位貨幣市場需求疲弱

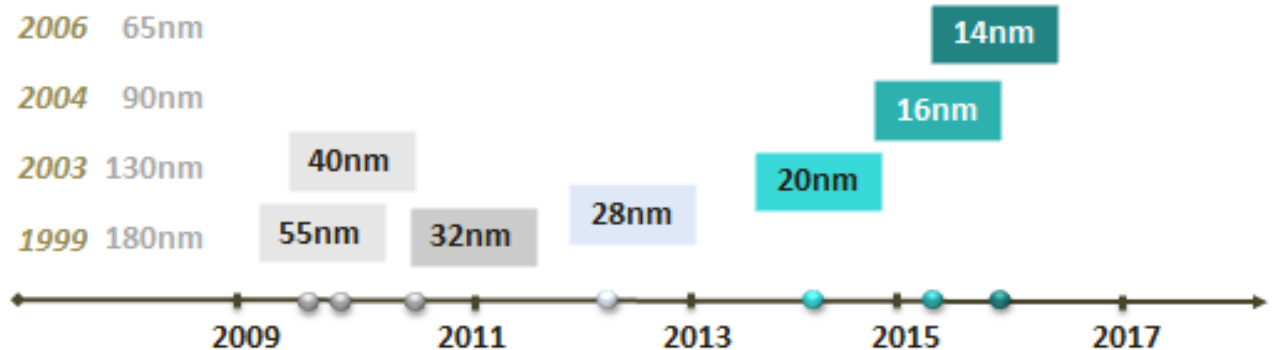
- 數位貨幣匯價持續低檔徘徊，新進礦商進場意願低落、現有廠商量產需求低
- 廠商開發新挖礦晶片意願與匯價高度連結，如匯價無巨幅向上攀升，挖礦相關晶片需求預計將持續低迷

Track Record



Over 300 successful tape-outs since establishment

350+
Tape-Outs





謝謝指教！

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