

股票代號 6756

威鋒電子股份有限公司

法人說明會

2023-05



VIA Labs, Inc.

免責聲明

本簡報包含一些前瞻性陳述，這些陳述可能會帶來重大風險和不確定性。閱讀者應仔細考慮這些前瞻性陳述，因為此類陳述僅是本公司對未來事件的預期或預測，實際結果可能與前瞻性陳述中包含的內容存在重大差異。

本簡報中的前瞻性陳述包括但不限於第三方來源估計的各種市場的增長率，未來產品和技術發展，未來收入增長和盈利能力。本簡報中所提供之資訊，係反應本公司截至目前為止對於未來的看法，並未明示或暗示性地表達或保證其具有正確性、完整性或可靠性。對於這些看法，未來若有變更或調整時，本公司並不負有更新或修正之責任。

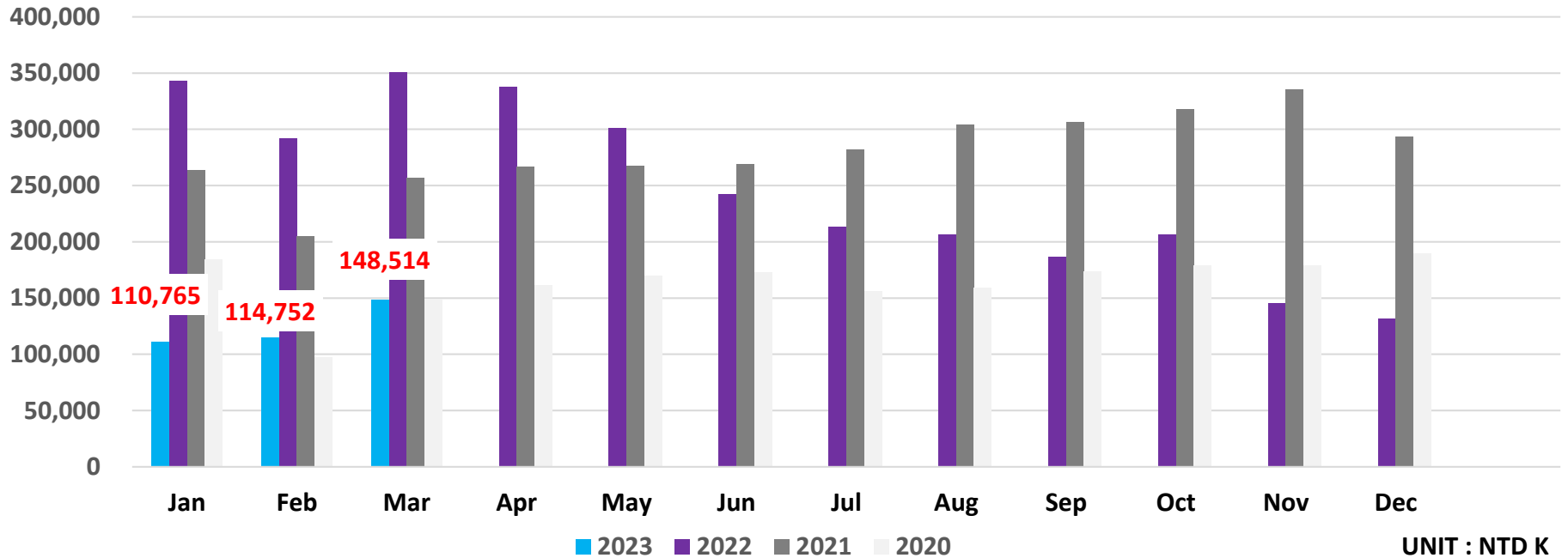
簡報大綱

- 營運實績
- 市場概況與新品簡介

營運實績

Y2020 – 2023/Q1 Revenue

UNIT:NTD K



UNIT : NTD K

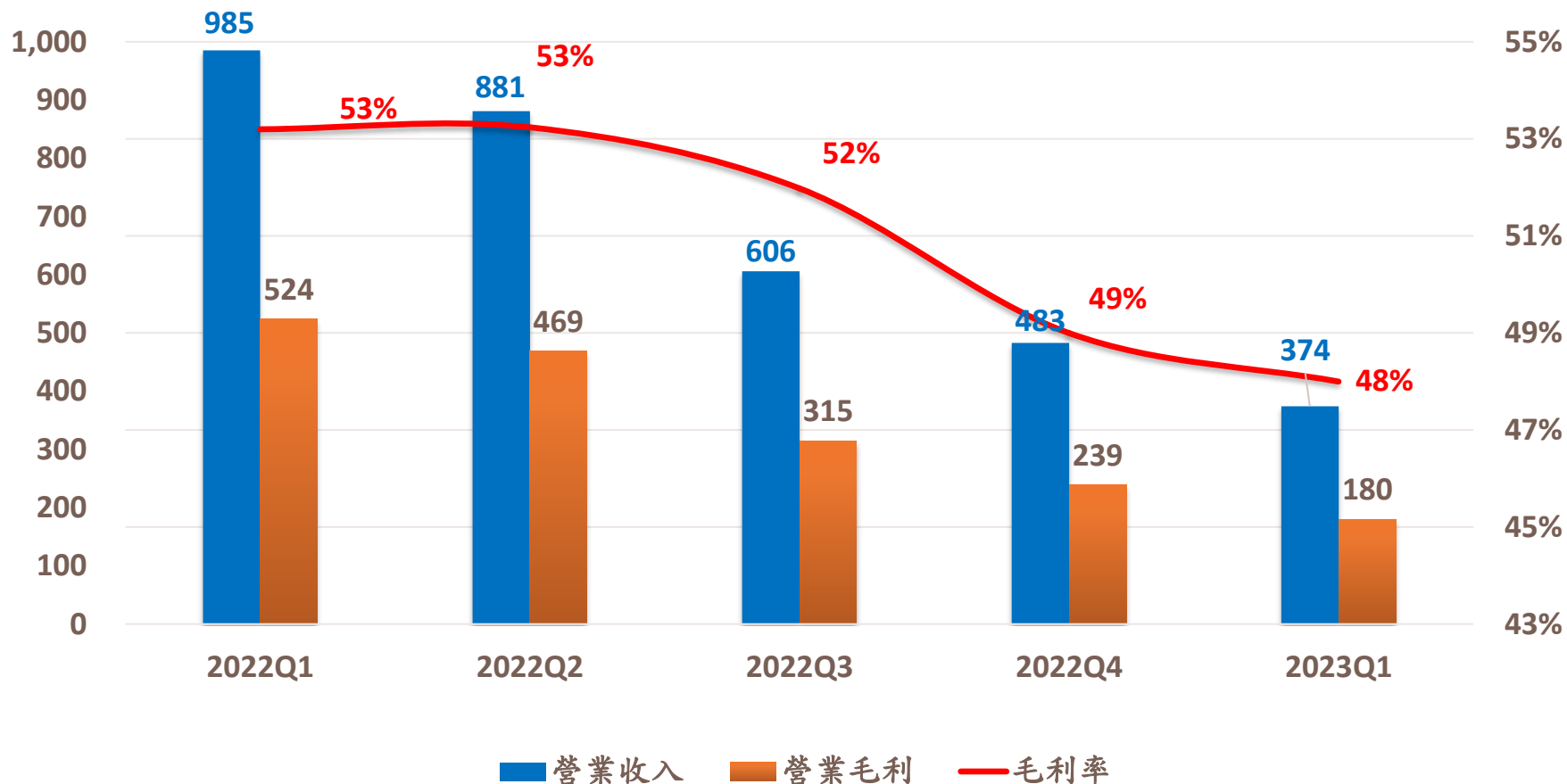
Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Nov	Nov	Dec	Total
2023	110,765	114,752	148,514										374,031
2022	342,859	291,636	350,412	337,330	300,890	242,545	213,250	206,136	186,841	206,144	145,038	131,905	2,954,986
2021	263,761	205,112	256,278	266,771	267,206	268,843	282,310	304,339	306,475	317,881	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
年成長%	-68%	-61%	-58%										-62%
累積成長%	-68%	-64%	-62%										-62%

營運現況—2023年第一季合併損益表

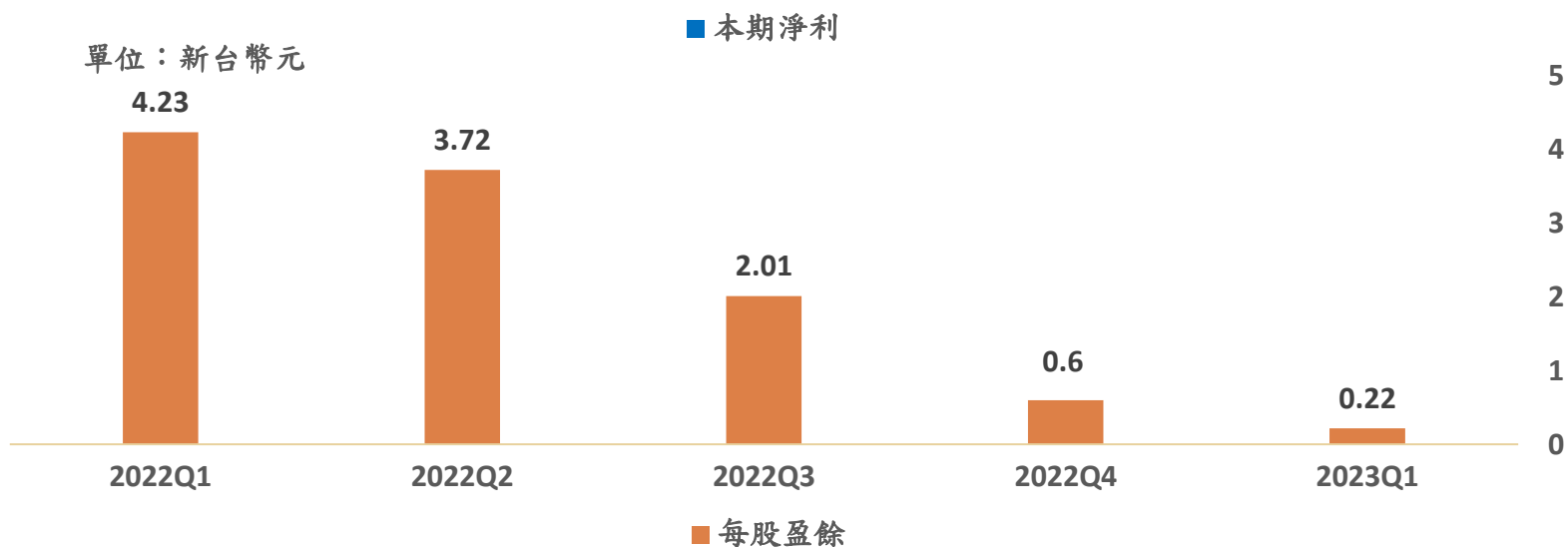
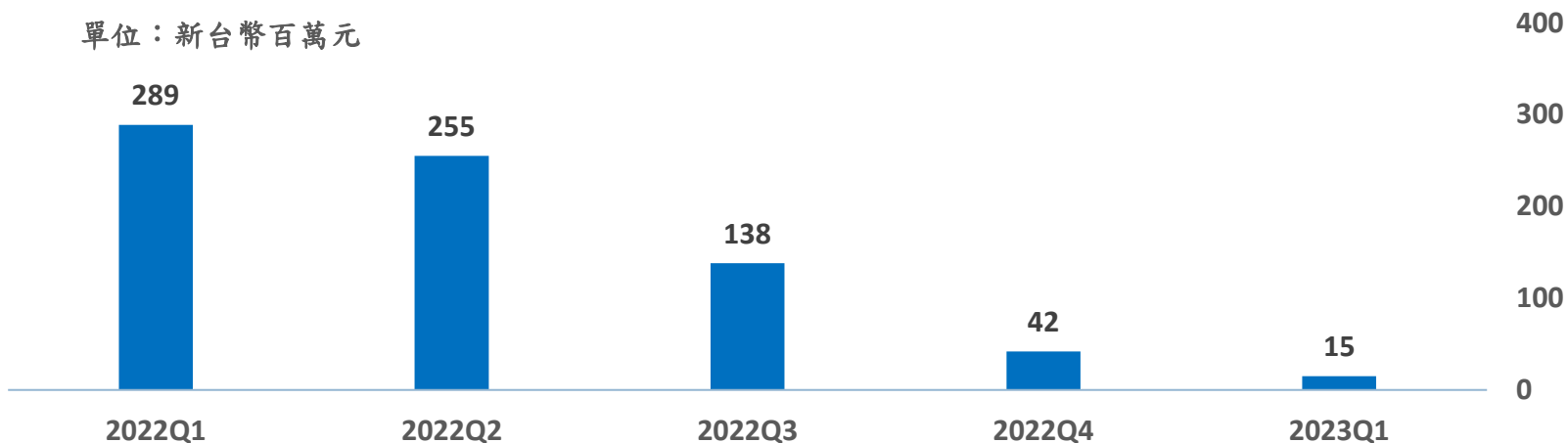
單位：新台幣仟元	2023年 第一季	%	2022年 第四季	%	上季 比較 %	2022年 第一季	%	同期 比較 %
銷貨淨額	\$ 374,031	100%	\$ 483,087	100%	-23%	\$ 984,907	100%	-62%
銷貨成本	<u>194,162</u>	52%	<u>244,173</u>	51%	-20%	<u>461,142</u>	47%	-58%
銷貨毛利	179,869	48%	238,914	49%	-25%	523,765	53%	-66%
營業費用	<u>175,643</u>	47%	<u>188,448</u>	39%	-7%	<u>231,361</u>	23%	-24%
營業淨利	4,226	1%	50,466	10%	-92%	292,404	30%	-99%
非營業項目	<u>13,688</u>	4%	<u>(14,250)</u>	-3%	-196%	<u>51,715</u>	5%	-74%
稅前淨利	17,914	5%	36,216	8%	-51%	344,119	35%	-95%
所得稅費用	<u>(2,868)</u>	1%	<u>5,746</u>	1%	-150%	<u>(55,151)</u>	6%	-95%
本期淨利	\$ 15,046	4%	\$ 41,962	9%	-64%	\$ 288,968	29%	-95%
每股盈餘(元)	\$ 0.22		\$ 0.6		-63%	\$ 4.23		-95%

近五季營運實績-營收及毛利率

單位：新台幣百萬元



近五季營運實績—淨利及每股盈餘



市場概況及新品簡介

USB4 Host 生態概況

Intel

11th Gen Intel Core

- ❖ “Tiger Lake” ~ Sept 2020
 - ❖ H-Series, UP3, UP4

12th Gen Intel Core

- ❖ “Alder Lake” ~ Oct 2021
 - ❖ Series: H, P, U

13th Gen Intel Core

- ❖ “Raptor Lake” ~ Jan 2023
 - ❖ Series: H, P, U

AMD

Ryzen 6000 Series Mobile

- ❖ “Rembrandt” ~ Feb 2022
 - ❖ Series: U, H, HS, HX

Ryzen 7000 Series Mobile

- ❖ “Phoenix” ~ H1 2023
 - ❖ 7040 Series, 7035 Series

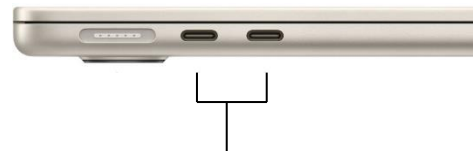
Apple

M1 Family

- ❖ M1 ~ Nov 2020
 - ❖ MacBook Air
 - ❖ Mac Mini
 - ❖ MacBook Pro 13-Inch
 - ❖ iMac
 - ❖ iPad Pro
- ❖ M1 Pro ~ Oct 2021
 - ❖ MacBook Pro (14-Inch/16-Inch)
- ❖ M1 Max ~ Oct 2021
 - ❖ MacBook Pro (14-Inch/16-Inch)
 - ❖ Mac Studio
- ❖ M1 Ultra ~ Mar 2022
 - ❖ Mac Studio

M2 Family

- ❖ M2 ~ June 2022
 - ❖ MacBook Air
 - ❖ MacBook Pro 13-Inch
 - ❖ iPad Pro
 - ❖ Mac Mini
- ❖ M2 Pro ~ Jan 2023
 - ❖ MacBook Pro (14-Inch/16-Inch)
 - ❖ Mac Mini
- ❖ M2 Max ~ Jan 2021
 - ❖ MacBook Pro (14-Inch/16-Inch)



USB4 is default now

USB 產品 Logo 更新

Brand Name	Packaging Logo	Cable Logo
USB 80Gbps Cable		
USB 40Gbps Cable		
USB 20Gbps Cable		
USB 5Gbps Cable		
Hi-Speed USB Cable		

資料來源：USB-IF

VL830 簡介

- 目標市場
 - 擴充底座 (Docking Stations)、轉接器 (Multi-Function Adapters)
- 功能
 - 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 模式 (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 模式
 - 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
- 封裝
 - FCCSP 10x10mm



既有USB-C擴充底座產品定位

“Better than DP Alt Mode”
Buying into TBT ecosystem means
following TBT branding rules

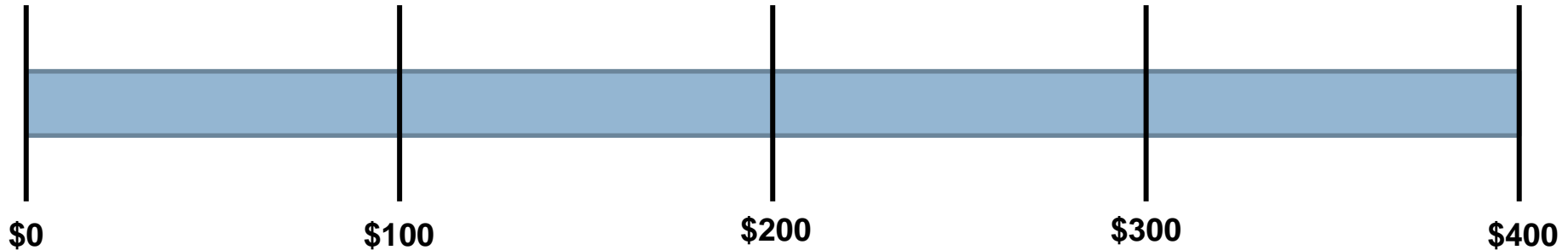
\$250 to \$400
Thunderbolt3 Docks
Better-Than DP Alt Mode Video Bandwidth
Better-Than USB Data Transfer Speed (PCIe)
vPro/AMT, TBT Peripherals

\$200 to \$300
USB-C Hybrid Docks
DP Alt Mode + DisplayLink
3+ Video Outs

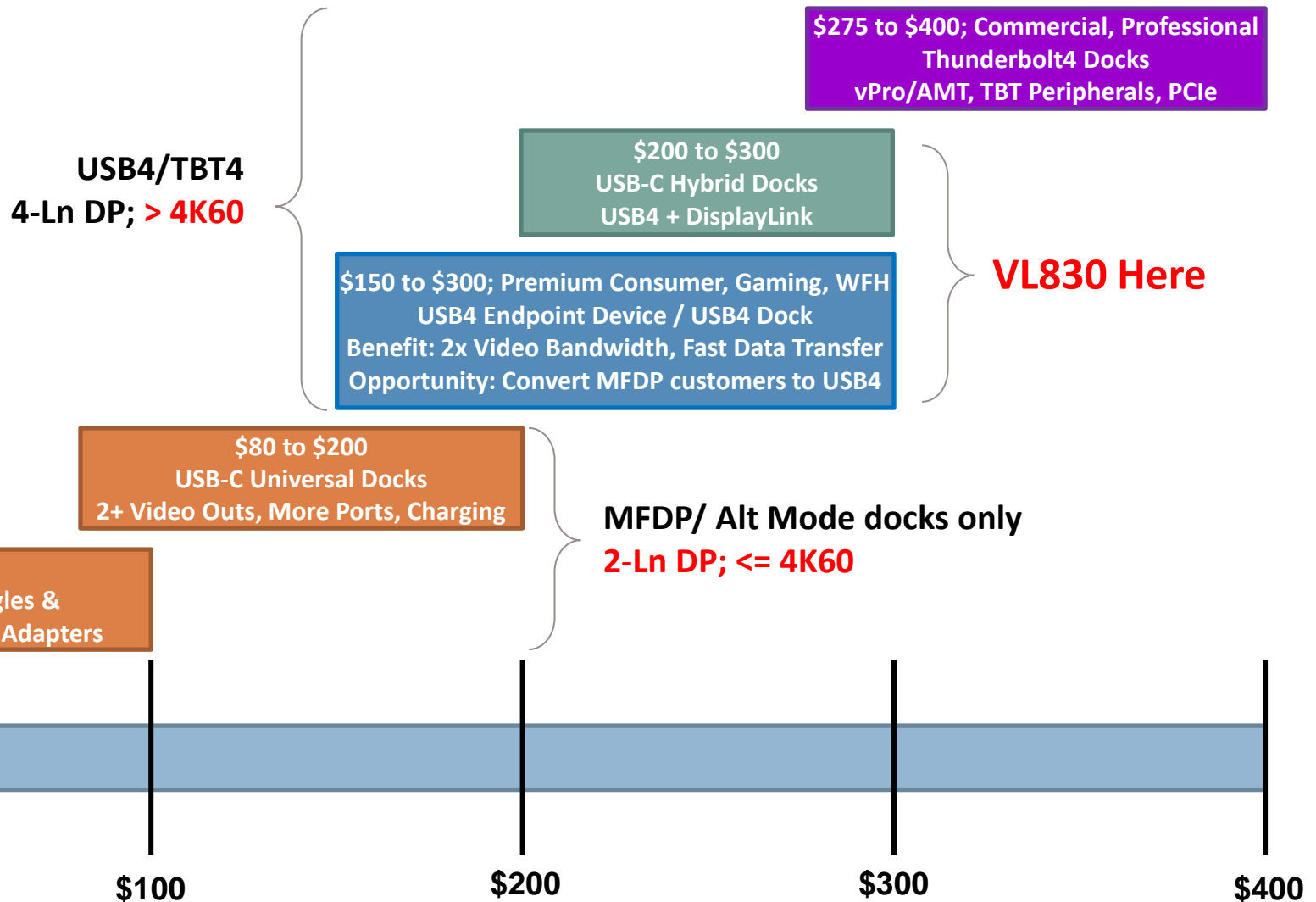
\$80 to \$250
USB-C Universal Docks
2+ Video Outs, More Ports, Charging

MFD/ Alt Mode docks only
2-Ln DP; <=4K60

<\$100
USB-C Dongles &
Multi-Function Adapters



新增USB4之擴充底座產品市場定位



VL830 MP Products



Satechi #2



QUUGE



j5create



NewQ



Club 3D



Anker



Satechi #1



Hyper



UGREEN



Baseus



Xfanic



MonitorMate

VL108簡介

- 目標市場
 - 擴充底座 (Docking Stations)、轉接器 (Video Adapters & Multi-Function Adapters)
 - USB PD > 100W
- 功能
 - 3-Port/2-Port USB PD3.1 Controller for devices
 - **Support PD3.1 EPR 240W**
 - More code size for next-gen USB4 V2 and more GPIOs
 - I2C Master/Slave interface and support I2C FW update
 - USB PD3.0 certified and PD3.1 certification in USB-IF workshop#130 in May
- 產品應用組合
 - All VL10x products upgrade to support power >100W
 - Complicated dock design that needs more code size and GPIOs
- 封裝
 - 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

CS 2023/Q4

VL605 簡介

- 目標市場
 - 擴充底座 (Docking Stations)、轉接器 (Video Adapters & Multi-Function Adapters)
- 功能
 - DP 2.0 HBR3 to HDMI 2.1 Video Protocol Converter
 - **Support 8K60 and 4K144**
 - Integrated 2-port USB PD 3.1 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
 - **Support HDMI2.0 HDR on Mac platform**
- 產品應用組合
 - VL605 Only: USB-C to HDMI 2.1 Video Adapters
 - VL605 + VLI Hub: Charge-thru Multi-Function Adapters; Docking Stations
- 封裝
 - QFN68 8x8mm

Market Information

The screenshot shows the BBC News website interface. At the top, there's a navigation bar with 'NEWS' and various categories like 'Home', 'War in Ukraine', 'Coronavirus', 'Climate', 'Video', 'World', 'Asia', 'UK', 'Business', 'Tech', and 'Science'. Below this is a red banner with 'Tech' selected. The main content area features a large article titled 'EU Parliament approves common charging cable from 2024'. The article includes a sub-headline '2 days ago · Comments', a 'Brexit' tag, and a large image of a white USB-C cable and an Apple Lightning cable. Below the image is a caption: 'A USB-C charger (right) beside Apple's proprietary Lightning cable'. To the right of the 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). There are also two 'shutterstock flex' advertisements.

- 歐洲議會批准USB Type-C 為標準充電介面
 - 歐洲議會正式批准新法案，規定2024年底開始，USB Type-C 將成為歐盟境內手機、平板、相機、耳機、鍵盤等小型電子產品的標準充電介面。
 - 2026年春天起，USB Type-C也將成為筆記型電腦等標準充電介面。

Source: [BBC](#)

VL320簡介

● 目標市場

- 傳統直流(DC)供電連接器之受電端 (Sink side)消費性電子產品: 如 LED 燈、電動刮鬍刀、無線電話機、智慧音箱、無線網路站....等產品。

● 功能

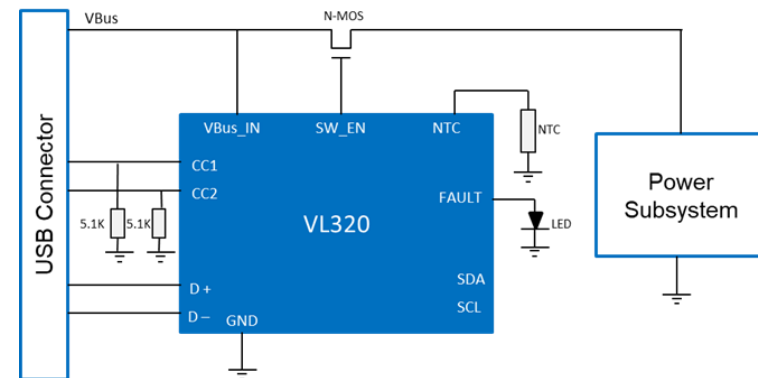
- Compliant to USB PD 3.0
- Support USB PD power profile 100W max.
- Embedded OTP ROM for PDO and manufacture data traceability (such as PID/VID)
- Driving NMOS for VBUS load switch for 3A application by using internal charge pump
- Driving PMOS for VBUS load switch for 5A application by using GPIO port
- 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

● 協會認證

- USB-IF TID: 4311

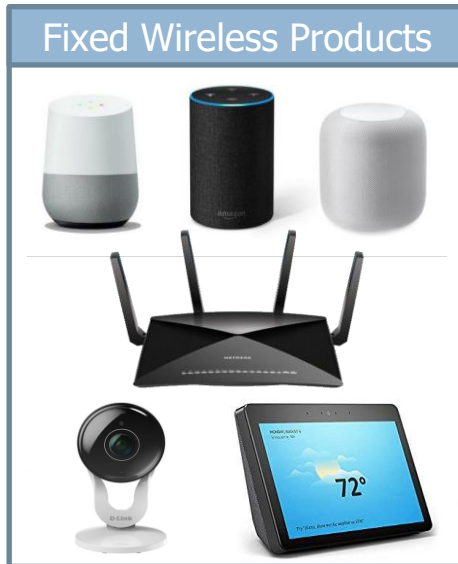
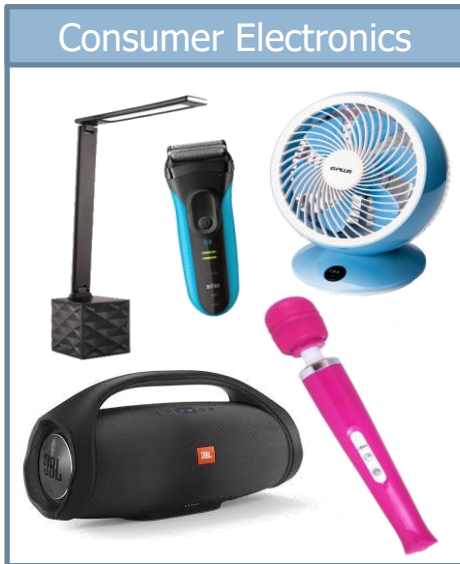
● 封裝

- DFN20 3x3mm

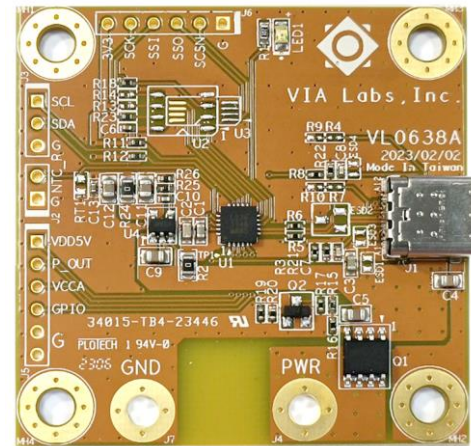


VL320 目標應用

- VL320 EVB 2-layer PCB + single-sided SMT
- Easily output required PD power profile to become a USB-C appliances

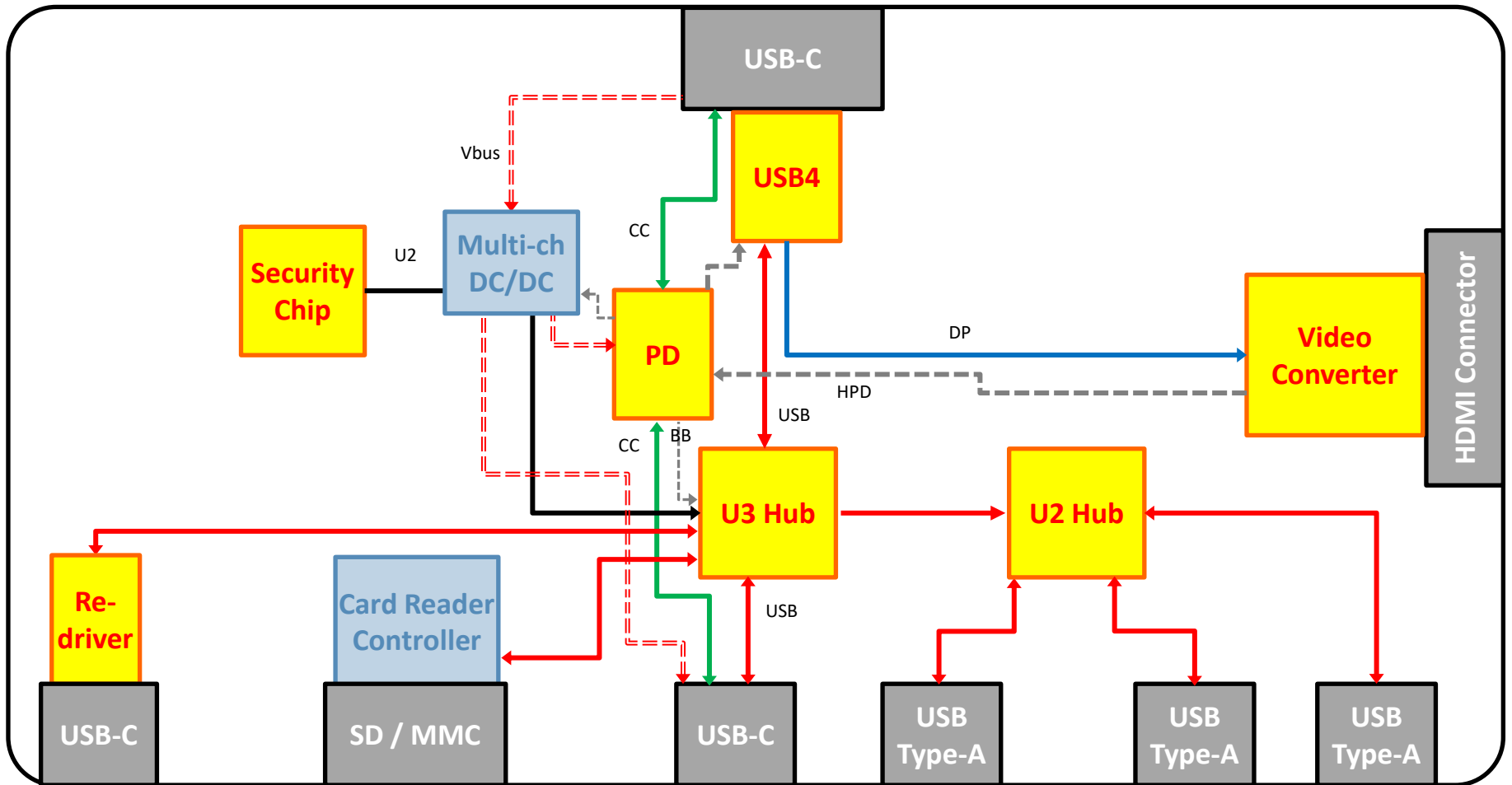


+



Vbus

Enhanced Platform & Increased ASP





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Vision
Leadership
Intelligence

感謝聆聽

Q&A