

Stock Code: 6756

VIA Labs, Inc.

Investor Conference

2023-11



VIA Labs, Inc.

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Agenda

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

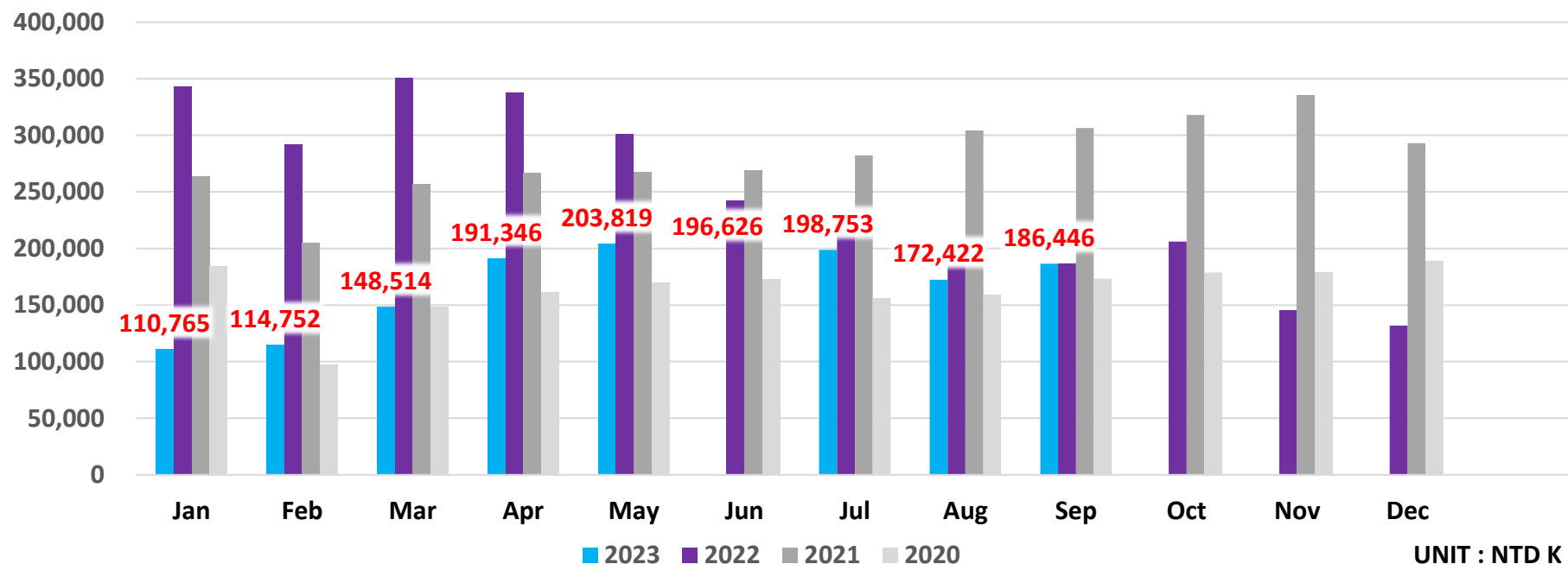




OPERATIONS OVERVIEW

Y2020 – 2023/9 Revenue

UNIT:NTD K



UNIT : NTD K

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2023	110,765	114,752	148,514	191,346	203,819	196,626	198,753	172,422	186,446				1,523,443
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%	-43%	-32%	-19%	-7%	-16%	0%				-38%
累積成長%	-68%	-64%	-62%	-57%	-53%	-48%	-44%	-41%	-38%				



Income Statement for the Three Months Ended Sep 30, 2023

NT\$ In Thousands	For the three months ended Sep 30 2023	%	For the three months ended Jun 30 2023	%	QoQ%	For the three months ended Sep 31 2022	%	YoY%
Net Sales	\$ 557,621	100%	\$ 591,791	100%	(6%)	\$ 606,227	100%	(8%)
Cost of Sales	<u>309,261</u>	55%	<u>313,605</u>	53%	(1%)	<u>291,693</u>	48%	6%
Gross Profit	248,360	45%	278,186	47%	(11%)	314,534	52%	(21%)
Operating Expenses	<u>192,056</u>	34%	<u>209,047</u>	35%	(8%)	<u>209,663</u>	35%	(8%)
Operating Income	56,304	11%	69,139	12%	(19%)	104,871	17%	(46%)
Non-operating Items	<u>36,023</u>	6%	<u>26,118</u>	4%	38%	<u>58,976</u>	10%	(39%)
Income Before Tax	92,327	17%	95,257	16%	(3%)	163,847	27%	(44%)
Income Tax	<u>(14,963)</u>	(3%)	<u>(15,880)</u>	(3%)	(6%)	<u>(26,342)</u>	(4%)	(43%)
Net Income	<u>\$ 77,364</u>	14%	<u>\$ 79,377</u>	13%	(3%)	<u>\$ 137,505</u>	23%	(44%)
EPS (NTD)	<u>\$ 1.12</u>		<u>\$ 1.15</u>		(3%)	<u>\$ 2.01</u>		(44%)



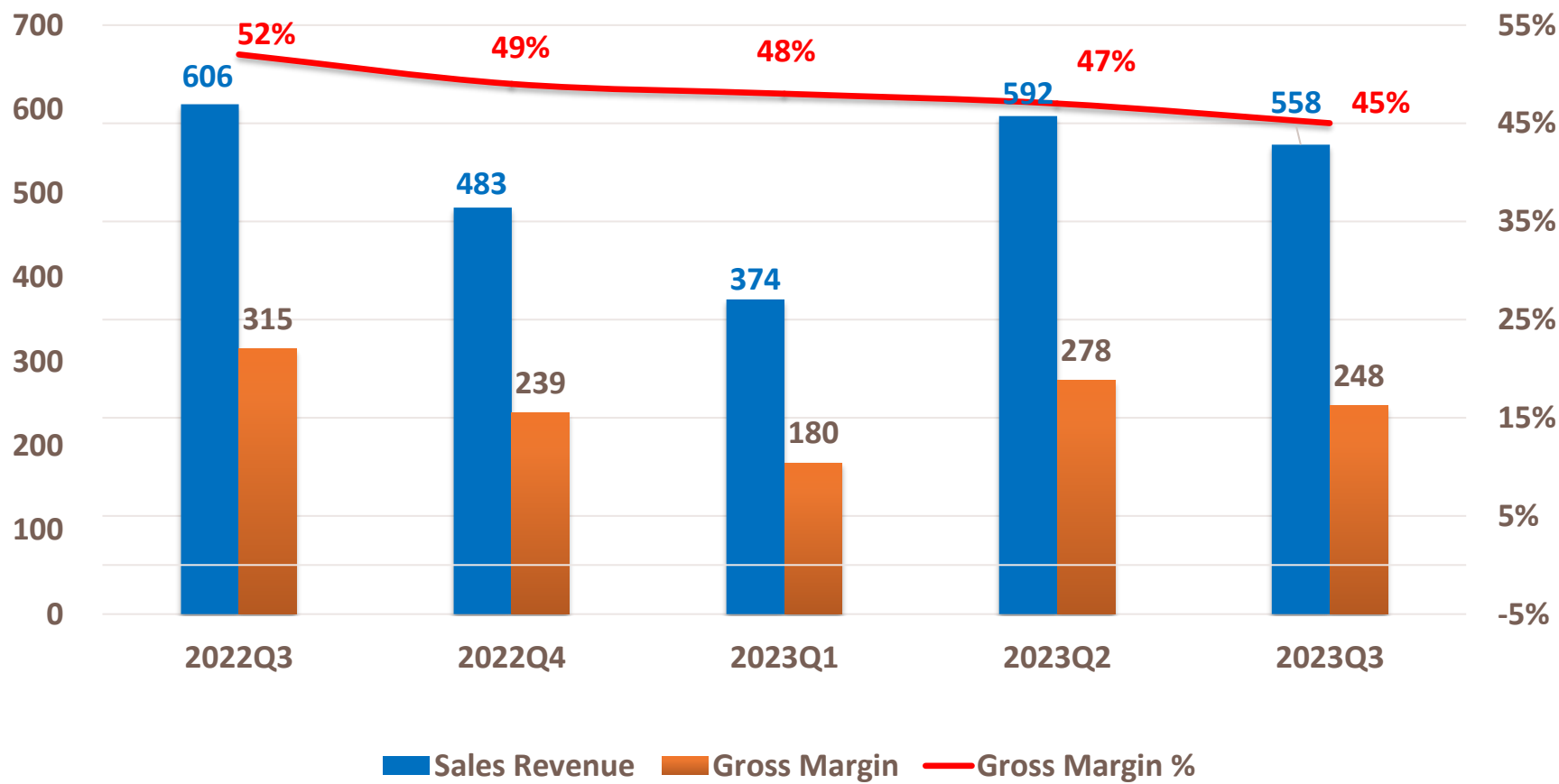
Income Statement for the Nine Months Ended September 30, 2022

NT\$ In Thousands	For the nine months ended Sep 30 2023	%	For the six months ended Jun 30 2023	%	For the nine months ended SEP 30 2022	%	YoY%
Net Sales	\$ 1,523,443	100%	\$ 965,822	100%	\$ 2,471,899	100%	(38%)
Cost of Sales	<u>817,028</u>	54%	<u>507,767</u>	53%	<u>1,164,721</u>	47%	(30%)
Gross Profit	706,415	46%	458,055	47%	1,307,178	53%	(46%)
Operating Expenses	<u>576,746</u>	38%	<u>384,690</u>	40%	<u>648,089</u>	26%	(11%)
Operating Income	129,669	8%	73,365	7%	659,089	27%	(80%)
Non-operating Items	<u>75,829</u>	5%	<u>39,806</u>	5%	<u>152,707</u>	6%	(50%)
Income Before Tax	205,498	13%	113,171	12%	811,796	33%	(75%)
Income Tax	<u>(33,711)</u>	(2%)	<u>(18,748)</u>	(2%)	<u>(130,223)</u>	(6%)	(74%)
Net Income	<u>\$ 171,787</u>	11%	<u>\$ 94,423</u>	10%	<u>\$ 681,573</u>	27%	(75%)
EPS (NTD)	<u>\$ 2.49</u>		<u>\$ 1.37</u>		<u>\$ 9.96</u>		(75%)

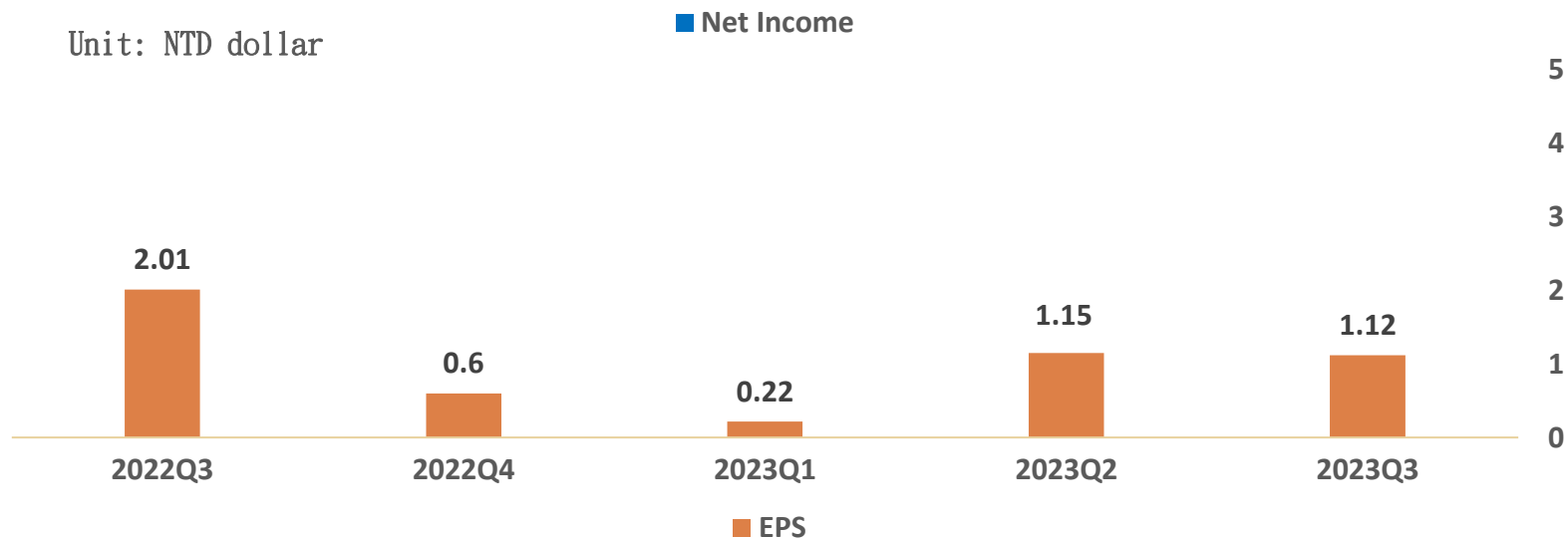
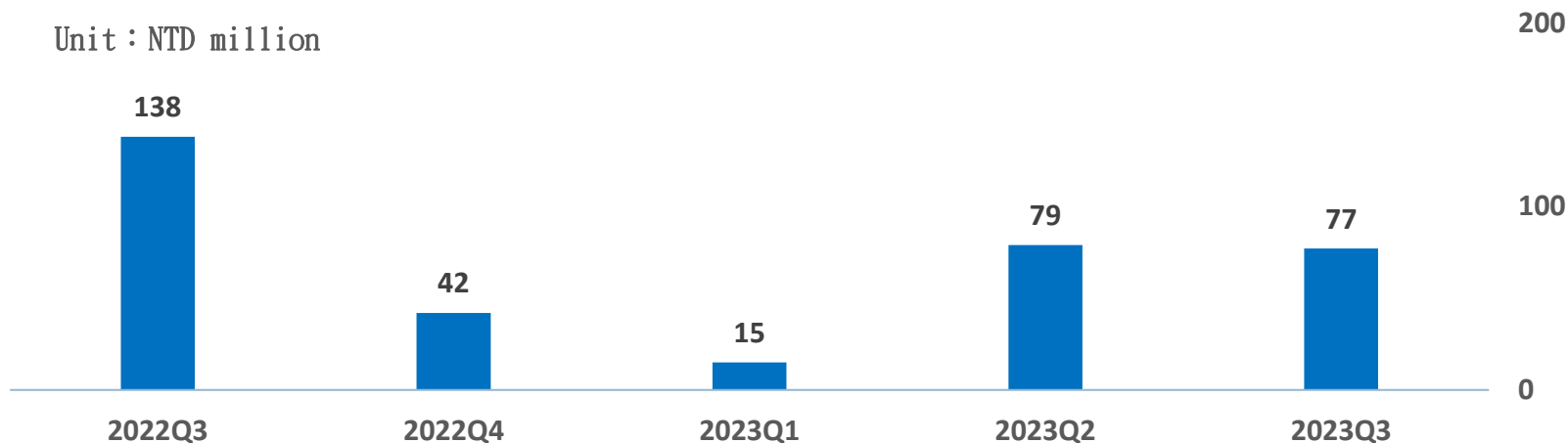


5 Quarters Operating Results-Revenue and GM%

Unit : NTD Million



5 Quarters Operating Results-N/I 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 flanked by horizontal white lines.

MARKET OVERVIEW

NEW PRODUCT INTRODUCTION

USB4 Compatible Host Platforms

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” ~ May 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)

M3 Family

- ❖ M3/Pro/Max ~ Oct 2023

Qualcomm

Snapdragon X Elite ~ Announced Oct 2023

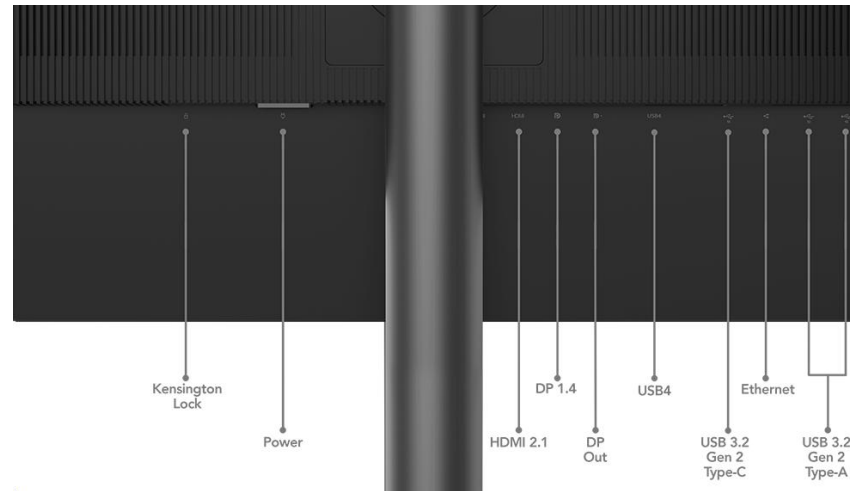


USB4 Marketing Status

- Meet today's user expectations by supporting the latest display trends
 - QHD and high refresh-rate displays are becoming more popular. QHD@144Hz consumes more bandwidth than 4K@60Hz!
 - High Refresh Rate is more than just for gaming; it makes spreadsheets and web browsing more comfortable. Nearly all midrange and above smartphone/tablets feature >60Hz refresh rates!
 - HDMI 2.1 is a mainstream requirement; HDR (10-bit) needs more bandwidth.
- This is the right time to launch an updated USB-C Universal Dock to take advantage of **built-in USB4 functionality** in modern Intel and AMD platforms
 - Intel added support since Tiger Lake in late 2020
 - AMD added support since Ryzen 6000 in 2022
 - Qualcomm will have USB4 support soon
- VL830/VL832 USB4 Device offers a simple upgrade path; changing just one chip in Universal USB-C Docks allows for double the video bandwidth using existing components!
 - Incremental cost is low and fast time to market
 - No conflict with Thunderbolt 4 docks

VL830 MP Products

● Lenovo ThinkVision USB4 Mini-LED Docking Monitor



● USB4 devices have more competitive price now

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8-in-1

HDMI Port (Up to 8K@30Hz)
DisplayPort++ (Up to 8K@30Hz)
Ethernet Port
USB4 Upstream Port (Connect to Laptop)
USB-C 3.2 Gen 2 Port (10 Gbps)
2x USB-A 3.2 Gen 2 Port (10 Gbps)
USB-C PD-IN (Up to 100W)

Anker 556 USB-C Hub (USB4, 8-in-1) with 1.6m USB4 Cable, 10 Gbps USB-C and USB-A Data Ports, 8K HDMI and DisplayPort, for Microsoft Surface Pro 8, HP EliteBook 850 G8, and More (Black)

Visit the Anker Store
4.0 ★★★★★ 58 ratings | 6 answered questions

\$85.48
FREE Returns

Typical price: \$89.99

Exclusive Prime price
\$5.22 Import Charges & FREE Shipping to Taiwan Details

Brand Anker
Color Black
Hardware Interface USB Type C, USB, HDMI
Special Feature Powered
Compatible Devices Monitors

-5% \$85.48

FREE Returns

Ships from Amazon
Sold by Anker
Returns Return 2024
Support Product include

HYPER Products Business Support Sale Bundle & Save Blog

Save up to 31% till Midnight of Halloween

Home > HyperDrive USB4 Mobile Dock

HyperDrive USB4 Mobile Dock

★★★★★: 3 Reviews

The HyperDrive USB4 Mobile Dock is a slim, portable USB4 docking station that features integrated HDMI 2.1 and DisplayPort 1.4 for single 8K 30Hz display support on SST and MST devices, and is capable of dual 4K 60Hz display support on MST enabled devices. It also provides the ability to quickly charge a host device with USB-C 85W power delivery while giving 2x USB-A 10Gbps ports for blazing fast file transfers and supplementary peripheral support. Compatible with USB4 devices, macOS, Thunderbolt 3 and 4, and Windows 10/11.

139.99 \$96.59
Check

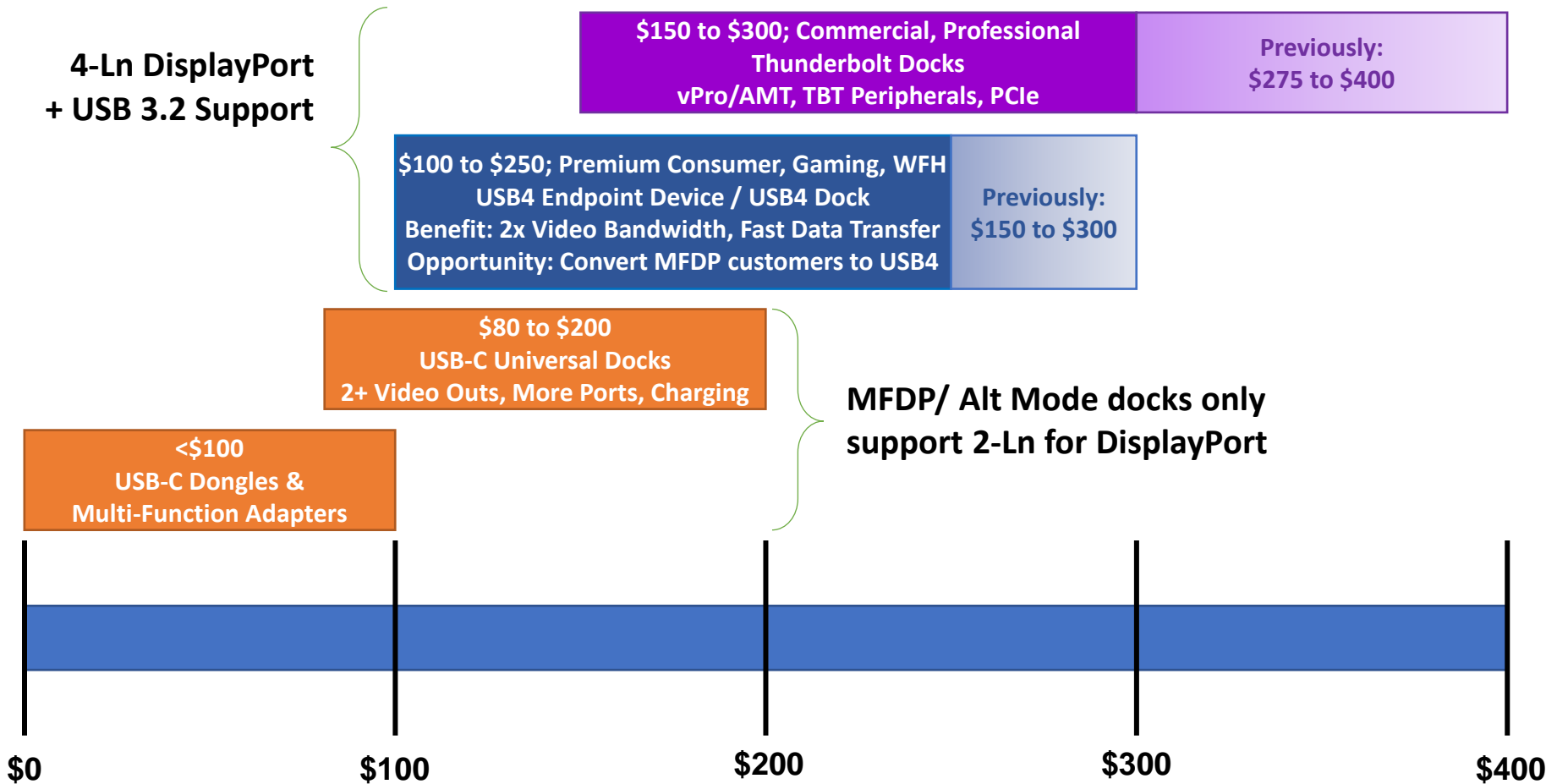
Add to cart

Free US Shipping Over \$49 • Warranty Details • Returns

OR

Buy with prime

Market Segmentation with USB4



Apple iPhone 15 Specs

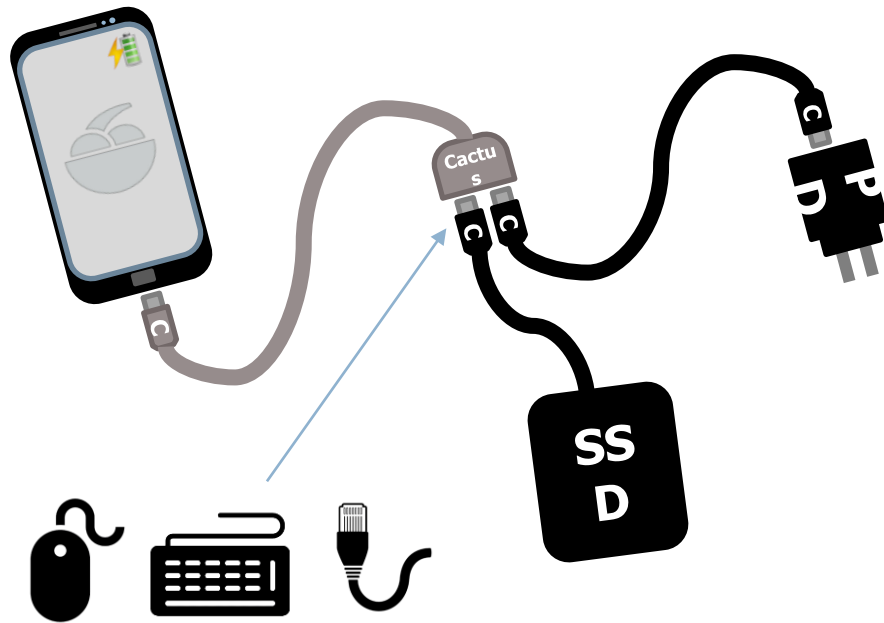
	iPhone 15 Pro Max	iPhone 15 Pro	iPhone 15 Plus	iPhone 15
Port	USB-C	USB-C	USB-C	USB-C
Data Transfer	USB 3 (10 Gbps)	USB 3 (10 Gbps)	USB 2	USB 2
MFDP	Y	Y	Y	Y
Max Supported Resolution of External Displays	4K@60Hz	4K@60Hz	4K@60Hz	4K@60Hz
ProRes Record (4K@60fps)with external storage	Y	Y	N	N
PD Charging	Y	Y	Y	Y



Image source: 1. Apple's keynote event video
 2. Behind the scenes at Scary Fast: Apple's keynote event shot..



Concept of Belkin Cactus Charging Device



- Purpose of the Belkin Cactus Device

- iDevices have limited USB-C power output
 - iPhone and basic iPad are limited to 4.5W
 - High power devices like SSD might not work
- Cactus enables iDevices to use any USB-C data device without regard for device power consumption
- **Secure FW update is required by Apple**
- **VL107 related source code is built-in iOS**

Apple Store
NOW ON SALE

Belkin Connect USB-C Data + Charge Adapter

\$49.95

Ships:
4-6 weeks
Free Shipping
[Get delivery dates](#)

Pickup:
[Check availability](#)

[Add to Bag](#)

Need a moment?
Keep all your selections by saving this device to Your Saves, then come back anytime and pick up right where you left off.
[Save for later](#)

- iPhone support all USB-C Devices.

- No MFi limitation.
- Through the adapter, iPhone can also connect to ethernet and other peripherals, supporting external display.
- **Apple make some different features for the products in Apple store**



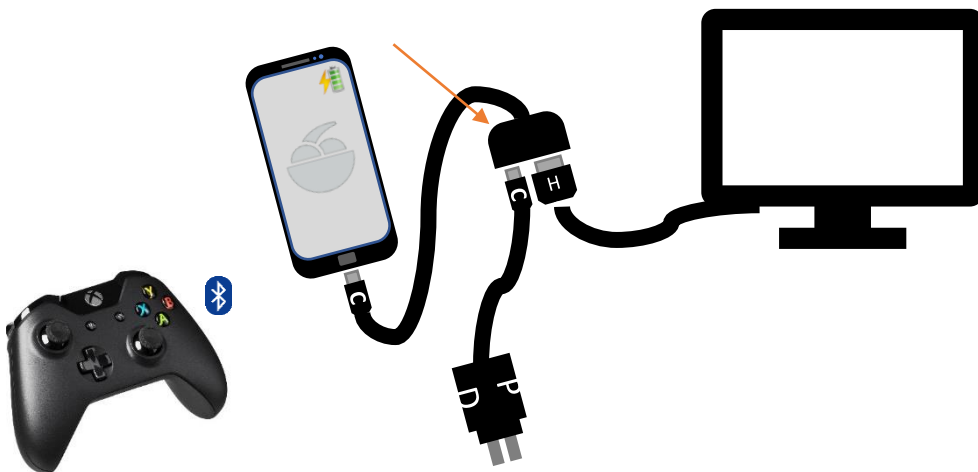
iPhone as Mini Game Console

- **Controller Support**

- Native Support for Xbox and PS5 controllers was added in iOS 14.5
 - Supports per-app customization
 - Native Support means the game is aware of the controller's features so key bindings make sense, and where applicable, the game will show the correct button prompts
- **Controller Support is game dependent**
 - Two-player controller doesn't seem to be supported; two controllers work as a single controller called "buddy controller"

- **iPhone 15 gaming creates a new market with USB-C function**

Can use Samsung DeX or Steam Deck Dock



SuperSpeed USB 10Gbps Hub Controllers



USB 3.2 Gen2 (10Gbps) (option: USB PD Support)



VL822-Q8 (4-Port)
Supports USB Type-C
UFP/ 2x DFP Switch
Integrated BB + HID
Smart Charging
Pin-2-Pin w/ VL820-Q8
QFN88 10x10mm



VL822-Q7 (4-Port)
USB Standard-A Hub
Integrated BB + HID
Smart Charging
Pin-2-Pin w/ VL820-Q7
QFN76 9x9mm



VL822-Q5 (2-Port)
USB Standard-A Hub
Integrated BB + HID
Smart Charging
QFN56 7x7mm

Mass Production



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VL10x DP Alt-mode and PD Controllers

PD 3.1 + Secure FW



VL107

VL107

One UFP and one DFP
Built-in SHA256 & ECDSA256 for
Secure FW Update
I2C/SPI to update 3rd party IC's FW
Support QC-to-PD Charge Thru
Built-in USB Billboard
PD3.1 EPR 240W
QFN48 6x6mm

PD 3.1 + 3-port PD



VL108

VL108

DP Alt-mode and PD Controller
with Interchangeable DFPs
One UFP and Two DFPs
Auto-Standby mode
Support D+/D- adapter to PD
More GPIOs and I2C FW update
PD3.1 EPR 240W
Code Swap
QFN48 6x6mm/ QFN60 7x7mm

Mass Production Now



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VL60x USB-C SST PCON

HDMI2.0b



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

Mass Production Now

HDMI2.1



VL605

VL605

DP2.1 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

Secure FW Update

DP 2.1 Source Control Mode

QFN68 8x8mm

CS 2024/Q1



TWSE: 6756



VIA Labs, Inc.

For more information about VLI:

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Vision
Leadership
Intelligence



Thank You

