

Stock Code: 6756

VIA Labs, Inc.

Investor Conference

2024-10



VIA Labs, Inc.

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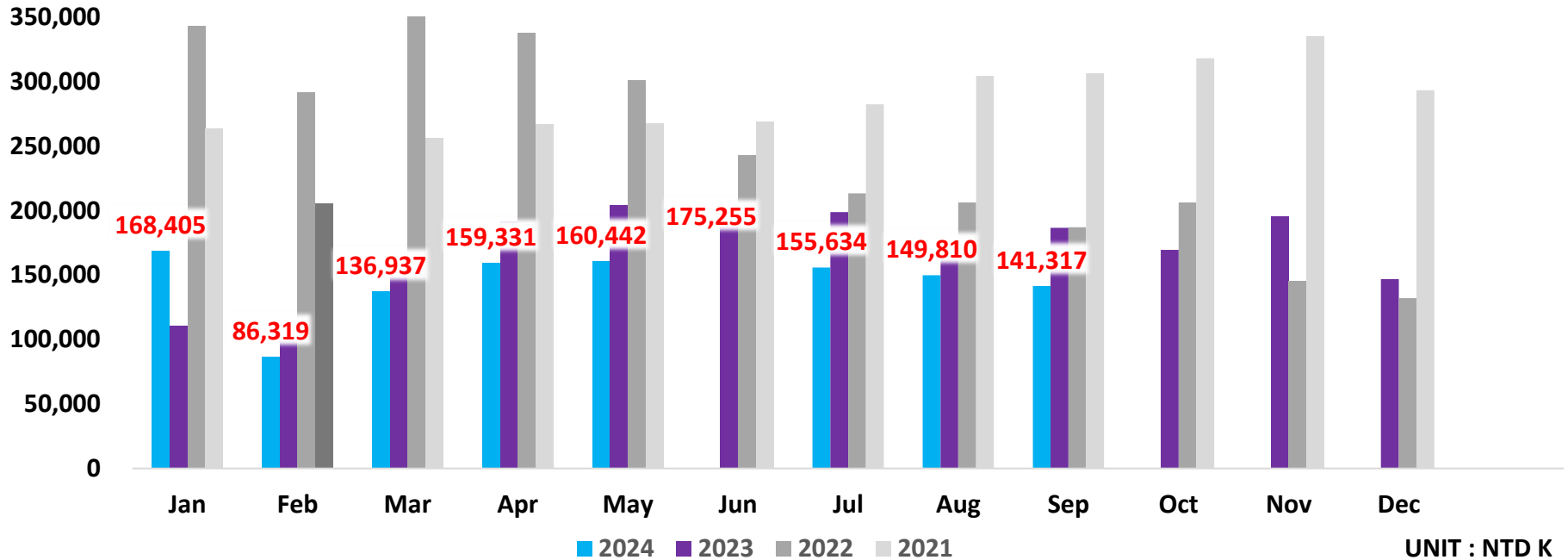
Agenda

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

OPERATIONS OVERVIEW

Y2021 – 2024/Q3 Revenue

UNIT:NTD K



UNIT : NTD K

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2024	168,405	86,319	136,937	159,331	160,442	175,255	155,634	149,810	141,317				1,333,450
2023	110,765	114,752	148,514	191,346	203,819	196,626	198,753	172,422	186,446	169,502	195,476	146,682	2,035,103
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
YOY %	52%	(25%)	(8%)	(17%)	(21%)	(11%)	(22%)	(13%)	(24%)				
Cumulative YoY%	52%	13%	5%	(3%)	(8%)	(8%)	(11%)	(11%)	(12%)				(12%)

Income Statement for the Three Months Ended Sep 30, 2024

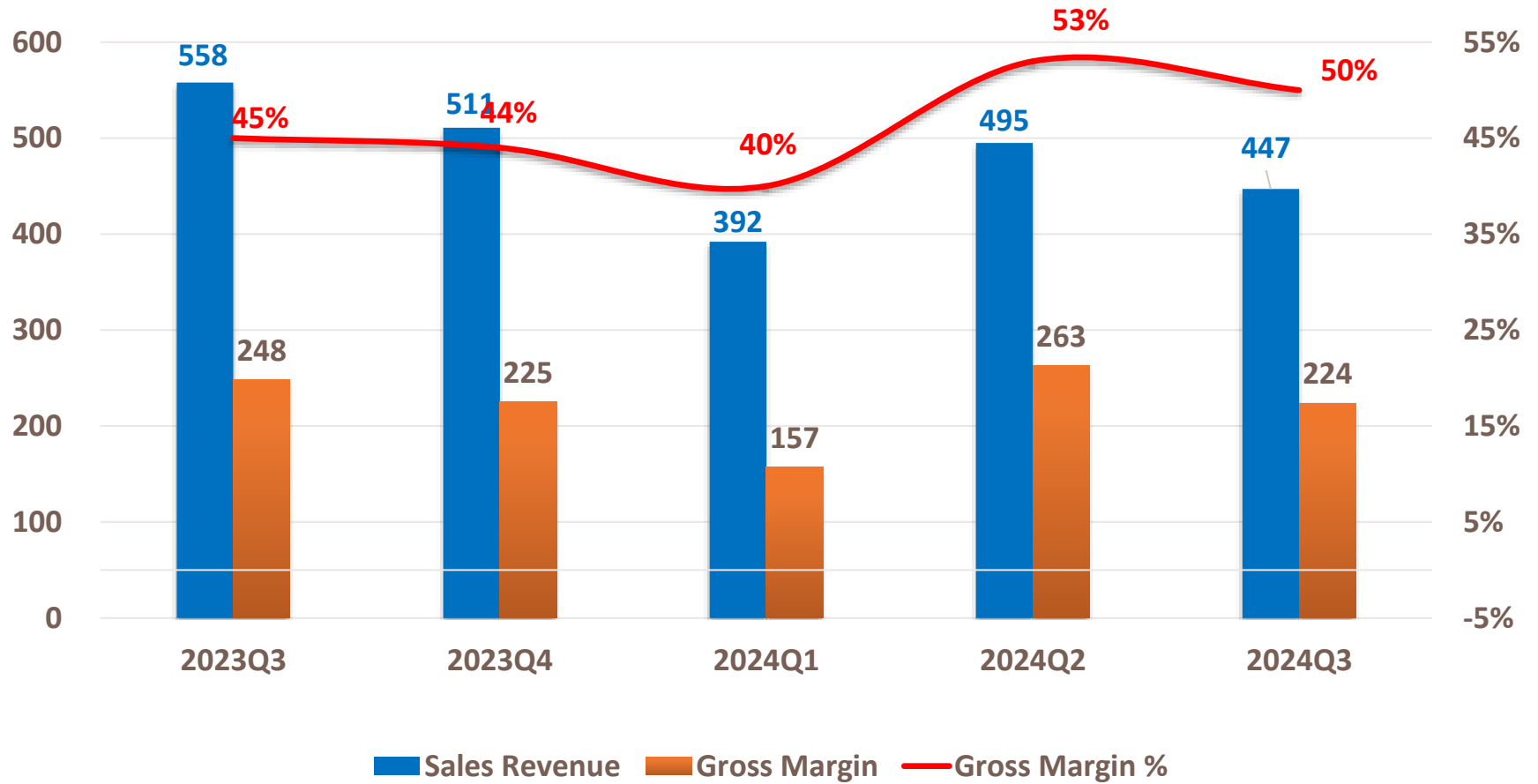
NT\$ In Thousands	For the three months ended Sep 30 2024	%	For the three months ended Jun 30 2024	%	QoQ%	For the three months ended Sep 30 2023	%	YoY%
Net Sales	\$ 446,761	100%	\$ 495,028	100%	(10%)	\$ 557,621	100%	(20%)
Cost of Sales	<u>223,119</u>	50%	<u>231,961</u>	47%	(4%)	<u>309,261</u>	56%	(28%)
Gross Profit	223,642	50%	263,067	53%	(15%)	248,360	44%	(10%)
Operating Expenses	<u>199,042</u>	45%	<u>211,125</u>	42%	(6%)	<u>192,056</u>	34%	4%
Operating Income	24,600	5%	51,942	1%	(53%)	56,304	10%	(56%)
Non-operating Items	<u>8,757</u>	2%	<u>6,172</u>	1%	42%	<u>36,023</u>	7%	(76%)
Income Before Tax	33,357	7%	58,114	12%	(43%)	92,327	17%	(64%)
Income Tax	<u>(5,461)</u>	(1%)	<u>(5,805)</u>	(1%)	(6%)	<u>(14,963)</u>	(3%)	(64%)
Net Income	<u>\$ 27,896</u>	6%	<u>\$ 52,309</u>	11%	(47%)	<u>\$ 77,364</u>	14%	(64%)
EPS (NTD)	<u>\$ 0.42</u>		<u>\$ 0.75</u>		(44%)	<u>\$ 1.12</u>		(63%)

Income Statement for the Nine Months Ended Sep 30, 2024

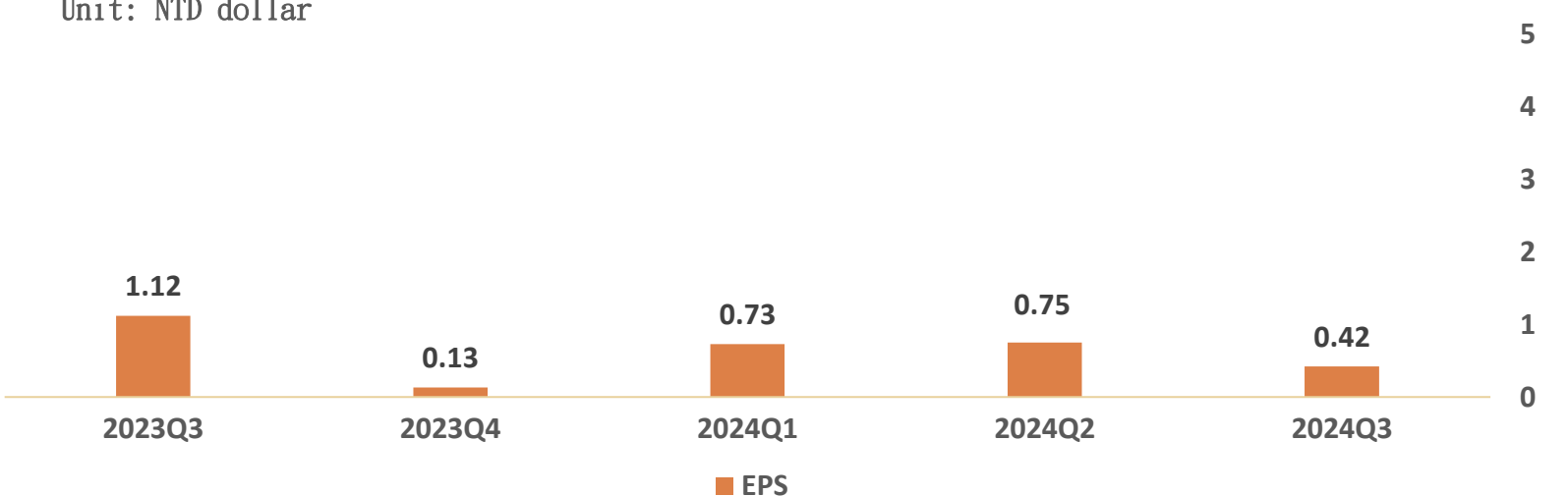
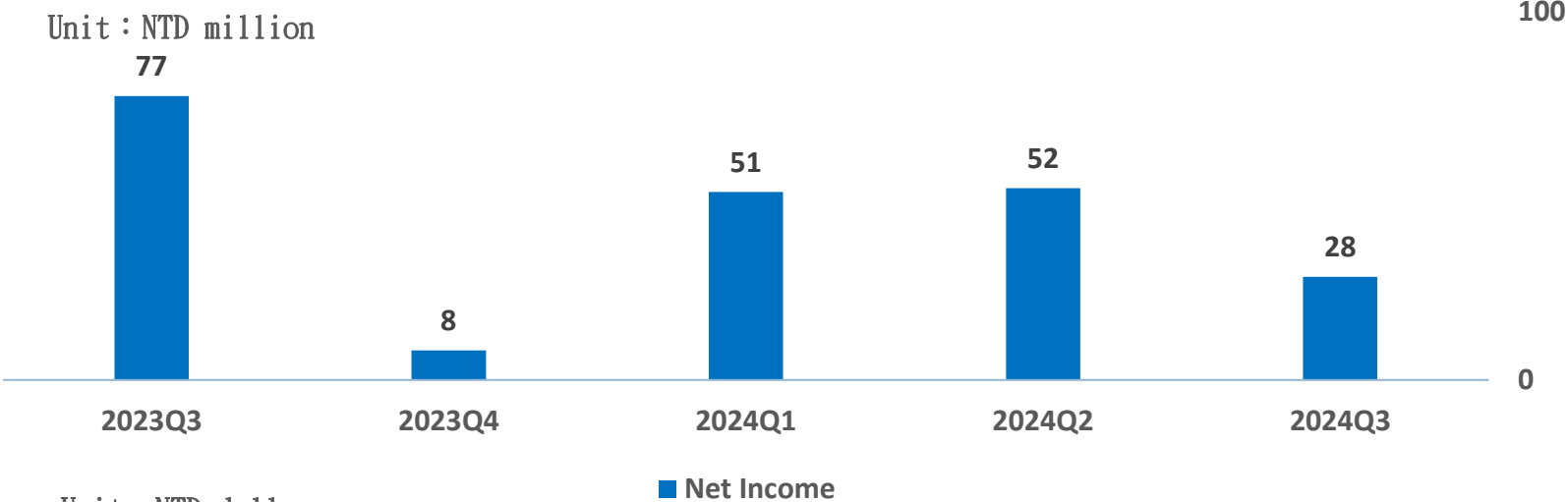
NT\$ In Thousands	For the nine months ended Sep 30 2024	%	For the six months ended Jun 30 2024	%	For the nine months ended SEP 30 2023	%	YoY%
Net Sales	\$ 1,333,450	100%	\$ 886,689	100%	\$ 1,523,443	100%	(12%)
Cost of Sales	<u>690,176</u>	52%	<u>467,057</u>	<u>53%</u>	<u>817,028</u>	54%	(16%)
Gross Profit	643,274	48%	419,632	47%	706,415	46%	(9%)
Operating Expenses	<u>601,151</u>	45%	<u>402,109</u>	<u>45%</u>	<u>576,746</u>	38%	4%
Operating Income	42,123	3%	17,523	<u>2%</u>	129,669	8%	(68%)
Non-operating Items	<u>102,835</u>	8%	<u>94,078</u>	<u>11%</u>	<u>75,829</u>	5%	36%
Income Before Tax	144,958	11%	111,601	<u>13%</u>	205,498	13%	(29%)
Income Tax	<u>(13,757)</u>	(1%)	<u>(8,296)</u>	<u>(1%)</u>	<u>(33,711)</u>	(2%)	(59%)
Net Income	\$ <u>131,201</u>	10%	\$ <u>103,305</u>	<u>12%</u>	\$ <u>171,787</u>	11%	(24%)
EPS (NTD)	\$ <u>1.91</u>		\$ <u>1.49</u>		\$ <u>2.49</u>		(23%)

5 Quarters Operating Results-Revenue and GM%

Unit : NTD Million



5 Quarters Operating Results-N/I and EPS



MARKET OVERVIEW
NEW PRODUCT INTRODUCTION

USB4-Capable Integrated Host Platforms

Intel

Tiger Lake ~ Sept 2020

- ❖ 11th Gen Intel Core

Alder Lake ~ Oct 2021

- ❖ 12th Gen Intel Core

Raptor Lake ~ Jan 2023

- ❖ 13th/14th Gen Intel Core

Meteor Lake ~ Dec 2023

- ❖ Core Ultra 1

Lunar Lake ~ Sep 2024

- ❖ Core Ultra 2

Arrow Lake ~ Oct 2024

- ❖ Core Ultra 2

AMD

Ryzen 6000 Series Mobile ~ Feb 2022

- ❖ “Rembrandt”

Ryzen 7000 Series Mobile ~ May 2023

- ❖ “Phoenix”

Ryzen 8000 Series Mobile ~ Dec 2023

- ❖ “Hawk Point”

Ryzen AI 300 series ~ July 2024

- ❖ “Strix Point”

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

- ❖ iMac
- ❖ M3 ~ Oct 2023
 - ❖ MacBook Air
 - ❖ MacBook Pro 14-Inch
- ❖ M3 Pro ~ Oct 2023
 - ❖ MacBook Pro (14-Inch/16-Inch)
- ❖ M3 Max ~ Oct 2023
 - ❖ MacBook Pro (14-Inch/16-Inch)

M4 Family

- ❖ M4 ~ May 2024
 - ❖ iPad Pro (11-Inch/13-Inch)

Qualcomm

Snapdragon X Elite ~ Announced Oct 2023

Snapdragon X Plus ~ Sep 2024

VLI in Qualcomm's Partner Listing

(Qualcomm advantage network)



VIA Labs, Inc.

[Send Message \(mailto:orders@via-labs.com\)](mailto:orders@via-labs.com)

Edit Member Listing

Company Info Products (1)



VL600

Other (Video Converter / PCoM Controller)
Qualcomm® technology: K1E70100

VIA Lab's VL600 is a single chip USB-C DP Alt-mode to HDMI 2.0b protocol converter targeted for USB-C video dongles and USB-C multi-function docks. Integrated USB-C UFP CC1 pin and USB Billboard device, a single VL600 can convert DP signals to 4K@60Hz HDMI output on an USB-C plug-to-HDMI dongle. Accompanied with VLI's diversified USB PD and Hub controllers, VL600 creates USB-C multi-function dock applications with features like USB PD charge through and secure FW update at USB 40Gbps or USB 10Gbps / USB 5Gbps speed.

The DP receiver supports data rates up to 4-Lane HBR3 at 8.1Gbps, and the HDMI source supports up to 6Gbps TMDS transmit mode. VL600 has a built-in HDCP 1.4 and HDCP 2.3 repeater with embedded keys. Audio output format support includes up to 8 channel LPCM and various compressed audio formats. DP DSC compressed stream can be decoded by VL600 and converted to HDMI sink.

- Self-Verified

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Company Info Products (1)

VIA Labs, Inc. (VLI) is a leading supplier of USB4, SuperSpeed USB, USB Power Delivery Controllers, and DisplayPort products. VLI leverages its expertise in analog circuit design, high-speed serial interfaces, and systems integration to create a rich product portfolio that includes USB Host, Hub, and Device controllers in addition to USB PD and charging controllers. VIA Labs, Inc. has demonstrated technology and industry leadership through Standards Development and bringing newly developed USB Technologies to market.

SPECIALIZATIONS

Connectivity
Consumer Electronics
Hardware Services
Video
Gaming
Audio
Internet of Things

INDUSTRIES

Manufacturing

MEMBERSHIP PROGRAMS

Snapdragon Compute Ecosystem
Program

COMPANY TYPE

Design Center
Hardware Provider

VLI as a Certified Google QPOP

Qualified Peripheral ODM/IC Partner (QPOP)

The screenshot shows the ChromeOS Peripherals interface. The left sidebar contains a navigation menu with 'Peripherals' expanded, showing 'Overview', 'QPOP Program', 'QPOP Overview and Guidelines', 'QPOP Partners' (highlighted), 'Published Specifications', and 'Tools'. The main content area is titled 'Certified QPOP Models & Platforms' and includes a version number (1.1) and a last updated date (2024-10-02). Below this, a table lists qualified models and platforms. The table has columns for Category, Partner, Partner Type, Model, ChromeOS Compatible, WWCB Certified, fwupd Enabled, and FastPair Certified (BT Audio & BT HID only). Two rows are visible, both for 'Dock' category and 'Via Labs' partner. The first row lists models VL822 and VL105, and the second row lists model VL813. A red box highlights the 'Via Labs' partner and 'SoC' partner type for both rows.

ChromeOS Plan Help

Plan Peripherals

Filter

Peripherals

- Overview
- QPOP Program
 - QPOP Overview and Guidelines
 - QPOP Partners**
 - Published Specifications
 - Tools

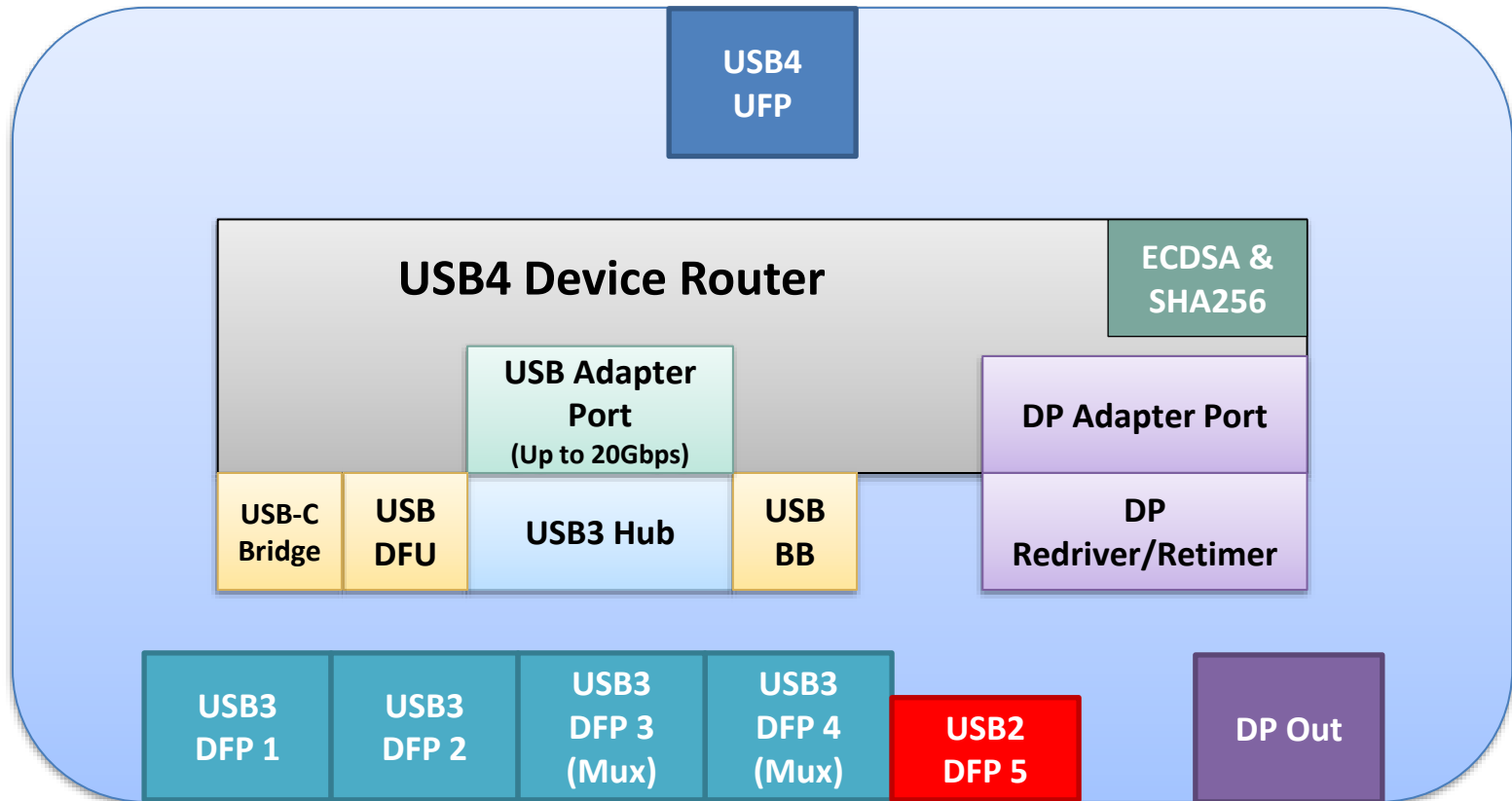
Certified QPOP Models & Platforms

Version: 1.1
Last updated: 2024-10-02

The following models and platforms have been qualified through QPOP.

Category	Partner	Partner Type	Model	ChromeOS Compatible	WWCB Certified	fwupd Enabled	FastPair Certified (BT Audio & BT HID only)
Dock	Via Labs	SoC	VL822 VL105	Yes	Yes	Yes	NA
Dock	Via Labs	SoC	VL813	Yes	No	No	NA

VL830/VL832 USB4 Endpoint Device



VL832 is USB4 Certified

VLI MP New Products

VL181 Inside



Sony Play Station 5 Pro

VLI Hub / PD Solutions Inside



Cable Matters 7-in-1 USB4 Hub
【Designed for Microsoft Surface】



ASUS Gaming Monitor
ROG Strix XG259QNS-W



MSI Gaming Monitor
MPG 341CQPX



PHILIPS Gaming monitor
27M2N3200A

USB 2.0 480Mbps Hub Controllers

USB 2.0 480Mbps



VL122-Q2

VL122 (4-Port/ 2-Port)
Single Transaction Translator (STT)
Integrated 5V to 3.3V regulator
Management the configuration through EEPROM
Low Power Design



L122

QFN28 5x5mm (4-port)
QFN24 4x4mm (2-port)

Mass Production

VL122 USB 2.0 480Mbps Hub

Key Features:

- **Product Consolidation:**
 - 4-Port/2-port package are P2P with 850G
 - Integrated 5V to 3.3V Linear Regulator
 - EEPROM programming over USB
- **Optimized Design for Improved Functionality, Small size, and Performance**
 - Modernized Hub Core meets USB 2.0 and Compliance Testing Updates to date
 - Industry-Leading Low-Power Consumption during USB Suspend
- **Management the configuration through EEPROM for customized VID/PID, port configuration, etc.**
- **Earned USB 2.0 USB-IF certification TID# 10038**

Packages:

- QFN28 5x5mm: 4-Port Configuration
- QFN24 4x4mm: 2-Port Configuration

Continuous Growth Trend of Phone Gaming



Phones/Handhelds for 3A Gaming

- **High-end Phones with Ray Tracing Support**

- Apple iPhone 15 and iPhone 16 (A17/A16)
- Samsung Galaxy S23 (Qualcomm Snapdragon 8 Gen 2)
- iQOO 11 5G (VIVO/Qualcomm Snapdragon 8 Gen 2)
- OnePlus 11 5G (Qualcomm Snapdragon 8 Gen 2)
- Xiaomi 13 (Qualcomm Snapdragon 8 Gen 2)
- VIVO X100 Pro 5G (MTK Dimensity 9300)
- ASUS ROG Phones 8 (Qualcomm Snapdragon 8 Gen 3)



- **Gaming handheld**

- ASUS ROG Ally
- MSI CLAW
- Valve Steam Deck
- ACER Nitro Blaze 7



Ally



Claw



Steam Deck



Nitro

Gaming Docking Stations

ASUS Professional Dock



MSI Nest Docking Station



Steam Deck™
Docking Station



VL60x USB-C SST 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

DP2.1 HBR3 to HDMI2.1 PCON

DP2.1 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 USB4/DP Alt-mode + Charge-Thru

8K60 & 4K240

Dynamic HDR/VRR

Secure FW Update

DP 2.1 Source-controlled Mode

QFN68 8x8mm

MP Now

DP2.1 Source-controlled Mode

- HDMI2.1 capable PCON asks Autonomous mode and Source-controlled mode on HDMI FRL Link establishment
- Autonomous mode
 - Legacy mode of PCON in the market
 - PCON run FRL link training when connected HDMI Sink device is FRL-capable and is ready to handle FRL link training
- Source-controlled mode
 - PCON follows DP Source instructions
 - PCON shall enable HDMI link signal transmission, either TMDS or FRL, only when a DP Source device sets the HDMI_LINK_ENABLE bit
- VL605 supports these two modes; validated with top-tier US company

VL605 Supports VRR

- DP adaptive sync/AMD Freesync to HDMI VRR
- VLI OUI will be added into AMD driver in Q4/24'



VL605 VRR Disabled



VL605 VRR Enabled

TWSE: 6756



For more information about VLI:

VIA Labs, Inc.



Vision
Leadership
Intelligence



Thank You

Q&A