

**Stock Code: 6756**

**VIA Labs, Inc.**

# **Investor Conference**

**2022-04**



**VIA Labs, Inc.**

# Disclaimer Statement

This presentation contains some forward-looking statements that may differ from those indicated by these statements as a result of various factors and uncertainties. You should consider these forward looking statements carefully because such statements are only our expectations or projections about future events.

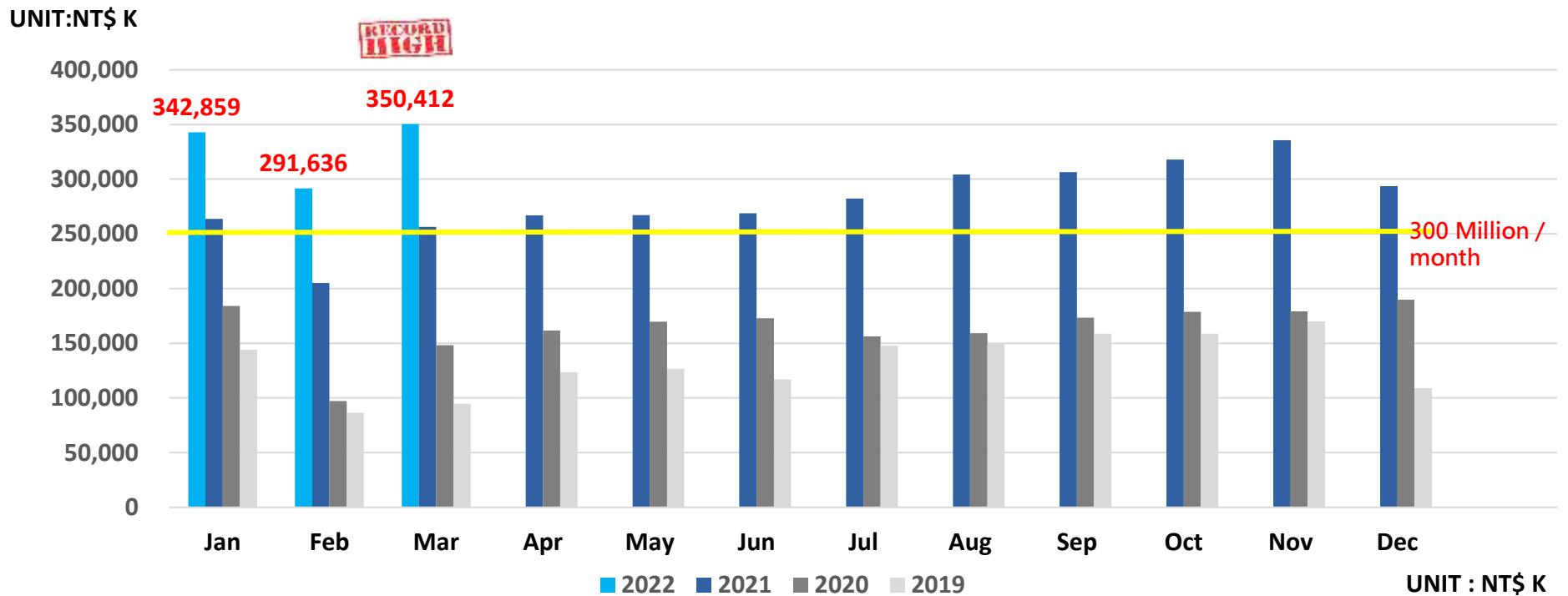
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# Agenda

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

# OPERATIONS OVERVIEW

# Y2019 – 2022.3 Sales Revenue

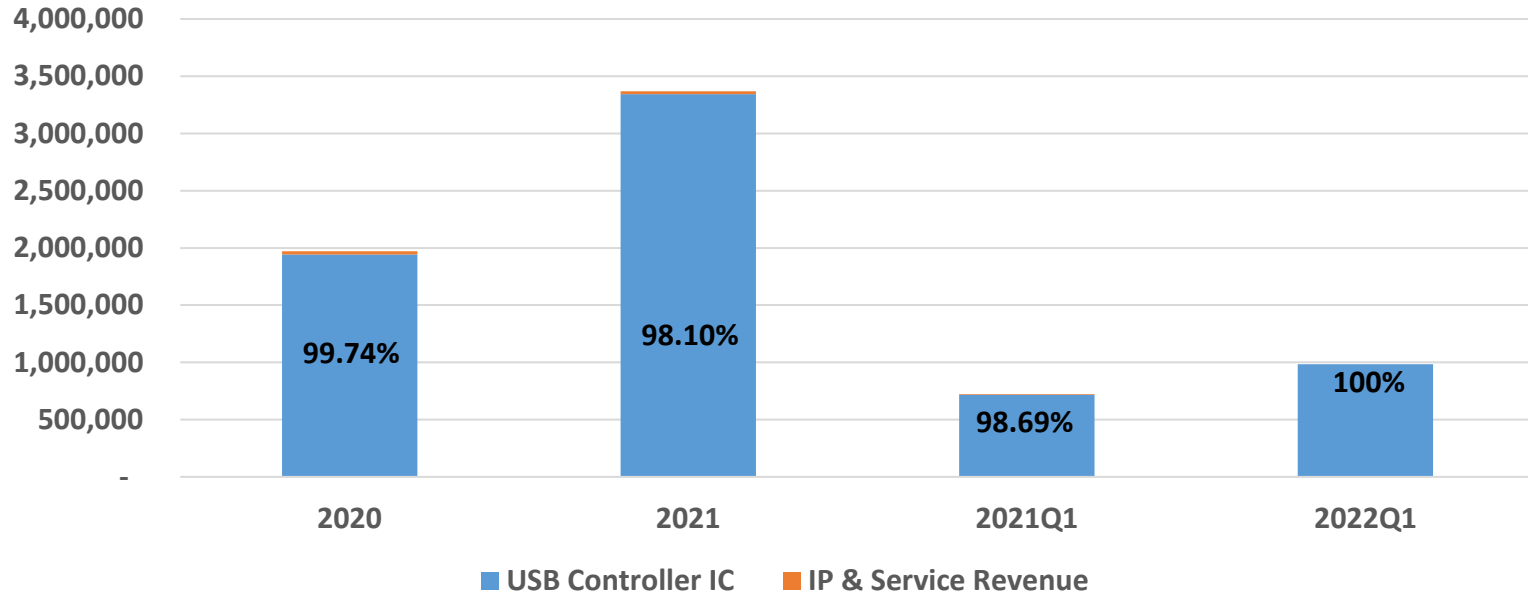


UNIT : NT\$ K

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2022	342,859	291,636	350,412										984,907
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
2019	143,956	86,493	94,589	123,637	126,746	116,856	147,696	149,647	158,805	158,638	169,819	108,806	1,585,688
YOY %	30%	42%	37%										
Cumulative YoY%	30%	35%	36%										36%

# Revenue by Category

UNIT:NT\$ K



UNIT:NT\$ K ; %

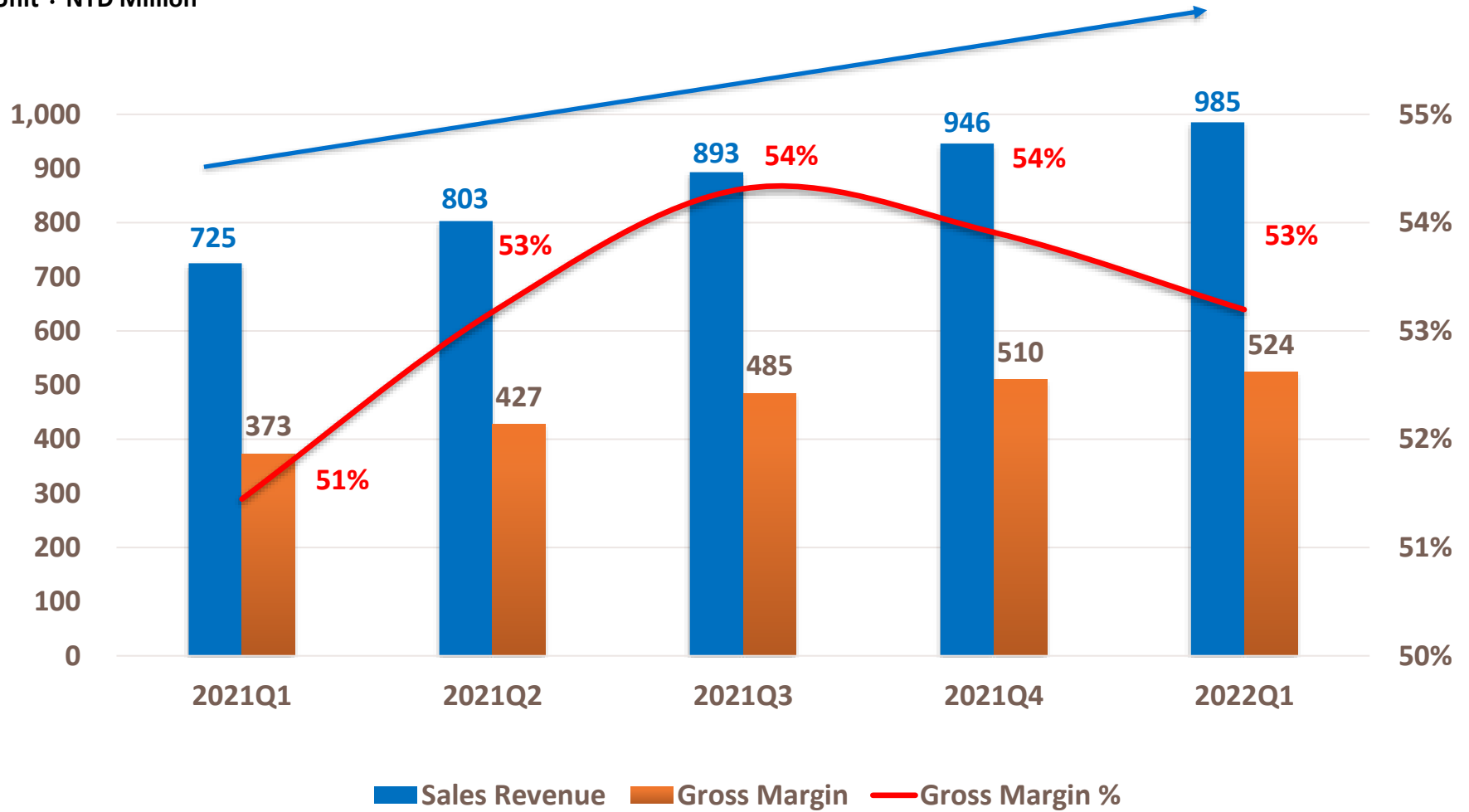
Item \ Year	Y2020		Y2021		Y2021Q1		Y2022Q1	
	Amount	%	Amount	%	Amount	%	Amount	%
USB Controller IC	1,943,875	98.69	3,342,558	99.27	719,033	99.16	984,907	100
IP & Service Revenue	25,717	1.31	24,489	0.73	6,118	0.84	-	-
<b>Total</b>	<b>1,969,592</b>	<b>100</b>	<b>3,367,047</b>	<b>100</b>	<b>725,151</b>	<b>100</b>	<b>984,907</b>	<b>100</b>

# Income Statement for the Three Months Ended Mar 31, 2022

NT\$ In Thousands	For the three months ended Mar 31 2022	%	For the three months ended Dec 31 2021	%	QoQ%	For the three months ended Mar 31 2021	%	YoY%
Net Sales	\$ 984,907	100%	\$ 945,952	100%	4%	\$ 725,151	100%	36%
Cost of Sales	<u>461,142</u>	47%	<u>435,964</u>	46%	6%	<u>352,404</u>	49%	31%
Gross Profit	523,765	53%	509,988	54%	3%	372,747	51%	41%
Operating Expenses	<u>231,361</u>	23%	<u>228,602</u>	24%	1%	<u>161,764</u>	22%	43%
Operating Income	292,404	30%	281,386	30%	4%	210,983	29%	39%
Non-operating Items	<u>51,715</u>	5%	<u>15,089</u>	1%	243%	<u>437</u>	- %	11,743%
Income Before Tax	344,119	35%	296,475	31%	16%	211,420	29%	63%
Income Tax	<u>(55,151)</u>	6%	<u>(49,107)</u>	5%	12%	<u>(26,546)</u>	4%	108%
Net Income	\$ 288,968	29%	\$ 247,368	26%	17%	\$ 184,874	25%	56%
EPS (NTD)	\$ 4.23		\$ 3.66		16%	\$ 2.74		54%
Weighted Average Shares (K)	68,387		67,533			67,500		

# 5 Quarters Operating Results-Revenue and GM%

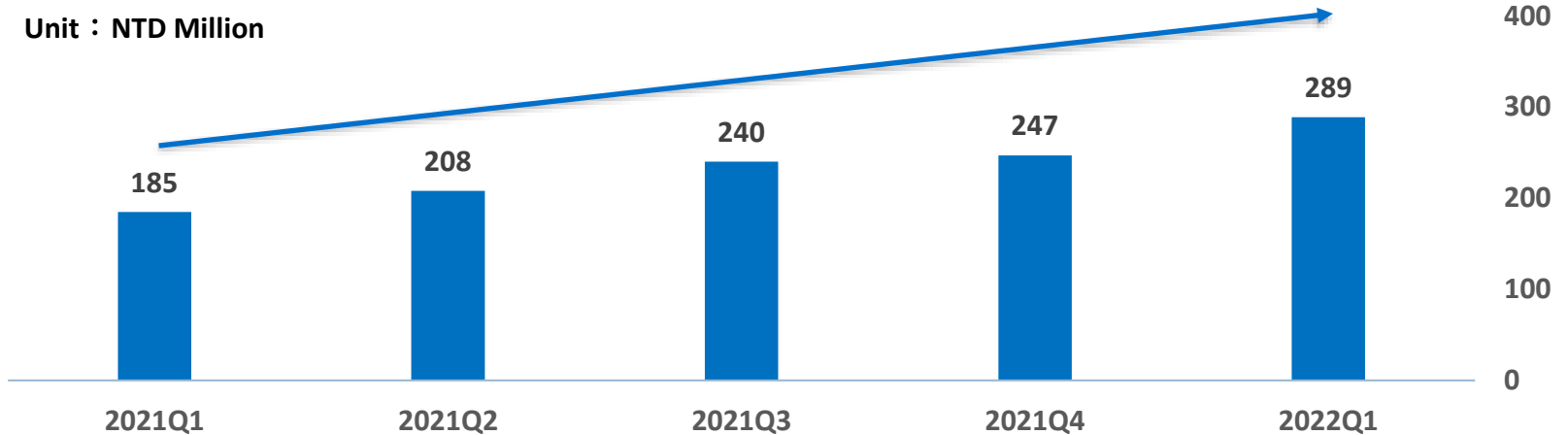
Unit : NTD Million





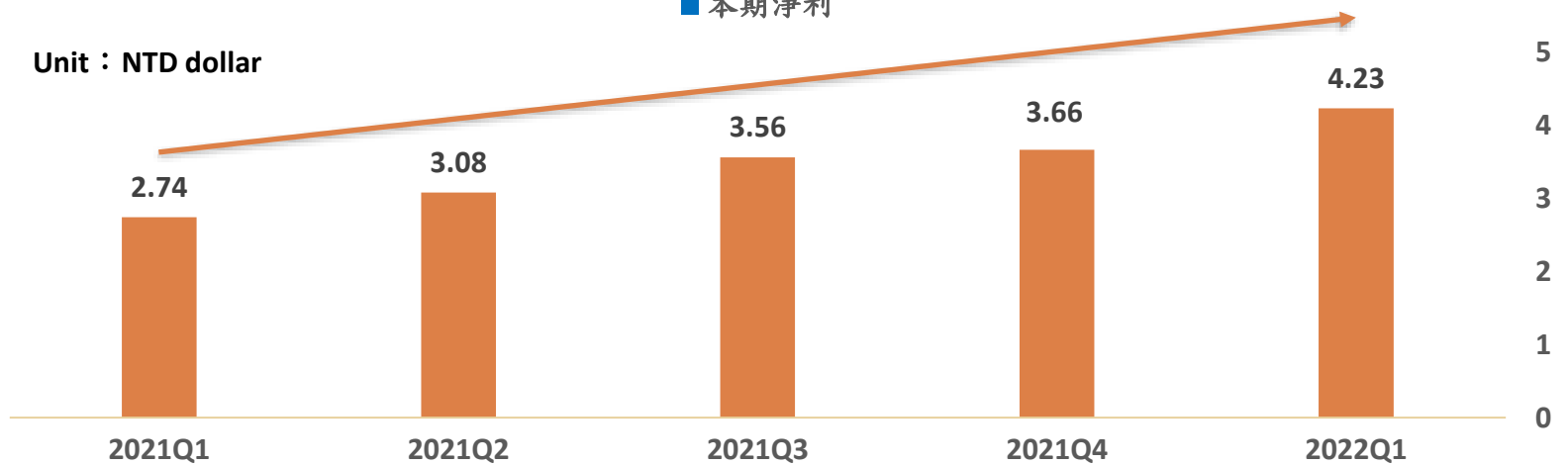
# 5 Quarters Net Income and EPS

Unit : NTD Million



■ 本期淨利

Unit : NTD dollar



■ EPS

**MARKET OVERVIEW**  
**NEW PRODUCT INTRODUCTION**

# New Generation - Major USB4 Host Silicon

## Apple M1 Series



## Intel Tiger Lake & Alder Lake

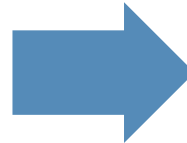


# USB4 Ecosystem

**2 key pieces: Operating System & USB4 Host Silicon Vendor**

## Apple

- M1 supports USB4
  - iPad OS 15
  - MacOS 12



## H1, Y2022

- Intel Alder Lake
  - Windows 10 / 11
- AMD Rembrandt
  - Windows 11

## Intel

- Tiger Lake & Maple Ridge
  - Windows 10 / 11
  - Chrome OS

# About USB4 Standard & VL830

Mode	Host	Hub	Device	VL830
USB 2.0 (480 Mbit/s)	Yes	Yes	Yes	Yes
USB4 20 Gbit/s Transport	Yes	Yes	Yes	Yes
USB4 40 Gbit/s Transport	Optional	Yes	Optional	Yes
Tunneled USB 3.2 (10 Gbit/s)	Yes	Yes	Optional	Yes
Tunneled USB 3.2 (20 Gbit/s)	Optional	Optional	Optional	Yes
Tunneled DisplayPort	Yes	Yes	Optional	Yes
Tunneled PCI Express	Optional	Yes	Optional	Not Applicable
Host-to-Host communications	Yes	Yes	Not Applicable	Not Applicable
DisplayPort Alternate Mode	Yes	Yes	Optional	Yes
Thunderbolt Alternate Mode	Optional	Yes	Optional	Not Applicable

Source : Wikipedia; USB Promoter Group USB4 Specification 1.0 & VLI VL830 Datasheet

# VL830 Feature Summary

- **Target Market**
  - Docking Stations, Multi-Function Adapters
- **Common Features**
  - 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 Mode (Tunneled Mode)**
  - 1x DP Adapter Out Port (Re-timer 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 Mode**
  - Integrated DP 2.0 UHBR10 Re-driver for Pass-Through
  - DP Alt Mode (2-Lane UHBR10) & USB 3.2 (Up to 10Gbps)
  - DP Alt Mode (4-Lane UHBR10) & USB 2.0
  - FCPackage
  - CSP 10x10mm



# VL830 Customer Products



# VL830 MP Products



UGREEN



Xfanic



Baseus



Satechi



# VL600 Feature Summary

- **Target Market**
  - Docking Stations, Video Adapters & Multi-Function Adapters
- **Common Features**
  - DP 1.4 to HDMI 2.0 Video Protocol Converter
  - Integrated 1-port USB PD 3.0 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
- **Applications**
  - VL600 Only: USB-C to HDMI Video Adapters
  - VL600 + VLI Hub: Bus-powered USB-C Multi-Function Adapters
  - VL600 + VLI PD VL10x + VLI Hub: Charge-thru Multi-Function Adapters; Docking Stations
- **Package**
  - QFN60 7x7mm

**TWSE: 6756**



For more information about VLI:

**VIA Labs, Inc.**



**Vision**  
**Leadership**  
**Intelligence**



**Thank You**