

# Megawin Technology Co., Ltd.

## Institutional Investor Conference

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# Safe Harbor Notice

Megawin's statements of its current expectations are forward-looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.

Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.

# Overview

- **Established:** June, 1999
- **Capital:** NTD 391 millions
- **Chairman & CEO:** Kenny Wen
- **Employees:** 84 (Taiwan: 72 & China: 12)
- **Business:** Development, design, and sale microcontrollers  
(a MCU-based IC design house)
- **Main products:** ARM Cortex-M0/M3 MCU, 8051 MCU, and USB MCU

# Agenda

- 01  Operation Performance & Financial Results
- 02  Product Application & Business Outlook
- 03  Q & A

# 01. OPERATION PERFORMANCE & FINANCIAL RESULTS

# Key Growth Drivers for Revenue



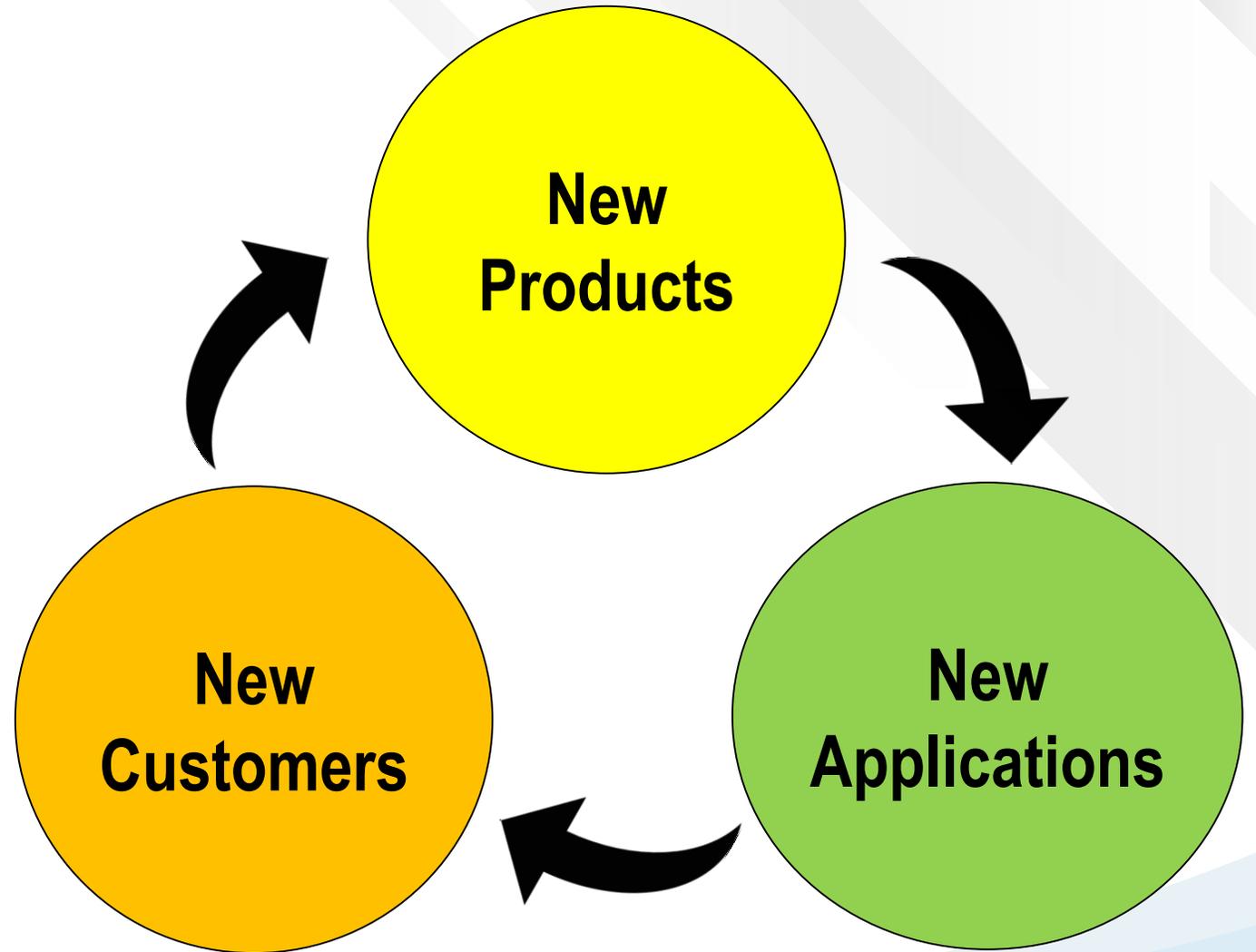
## Total solution

Provide total solution for customers



## Best cost-performance ratio

Achieve the best cost-performance ratio



# Development Strategy/ Marketing

## ■ Platform

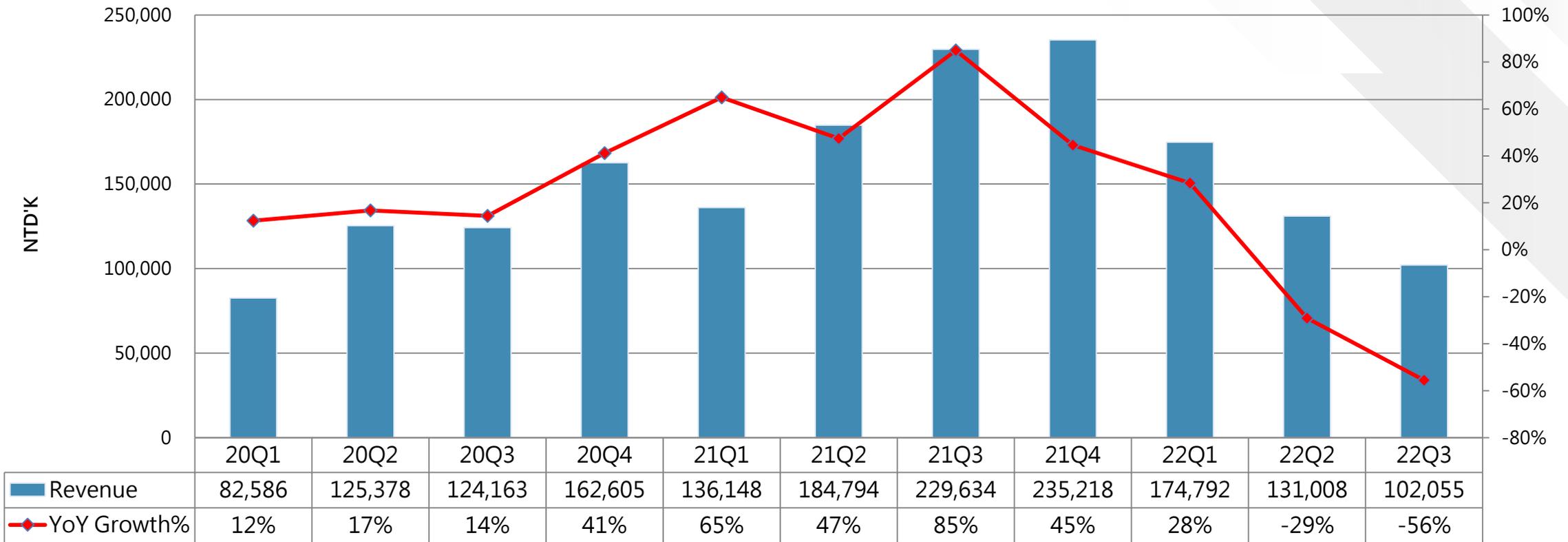
1. ARM Cortex-M0/M3 MCU
2. 8051 MCU

## ■ Application

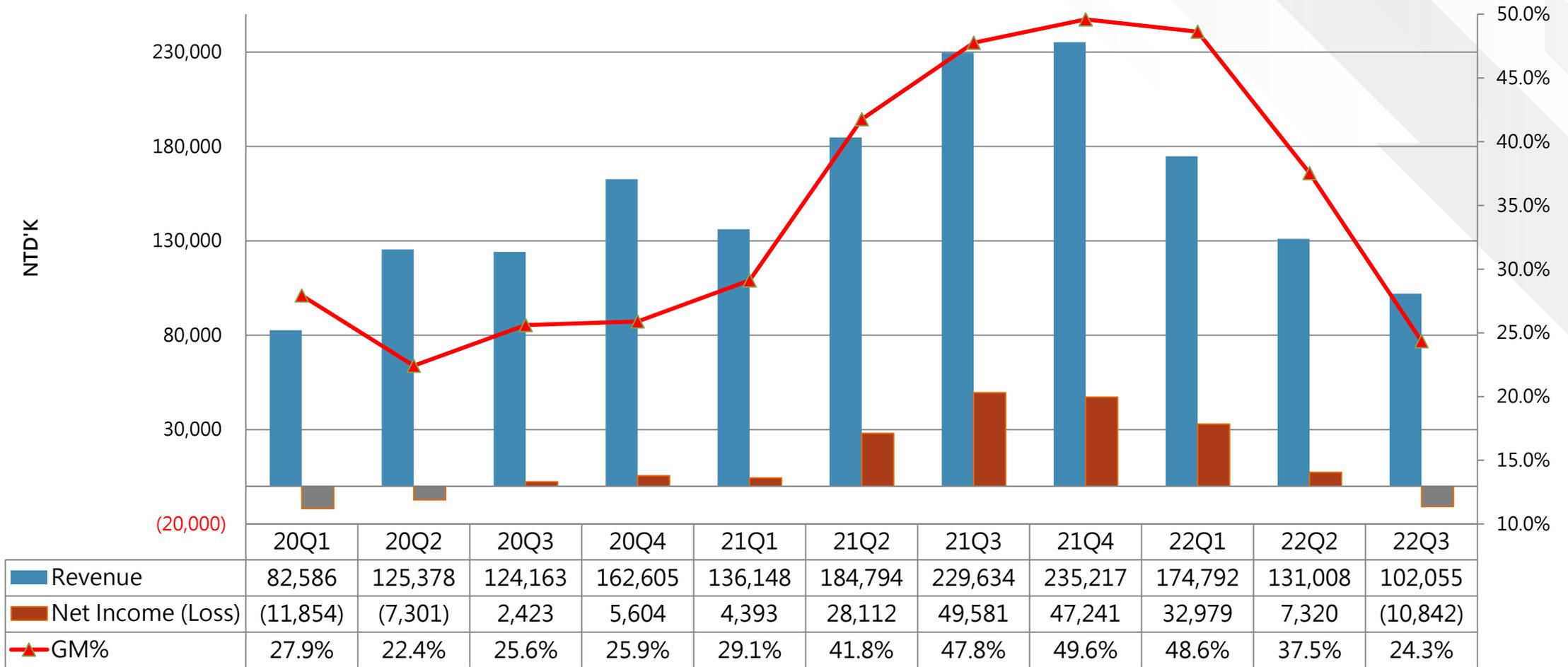
1. General purpose
2. Low power consumption



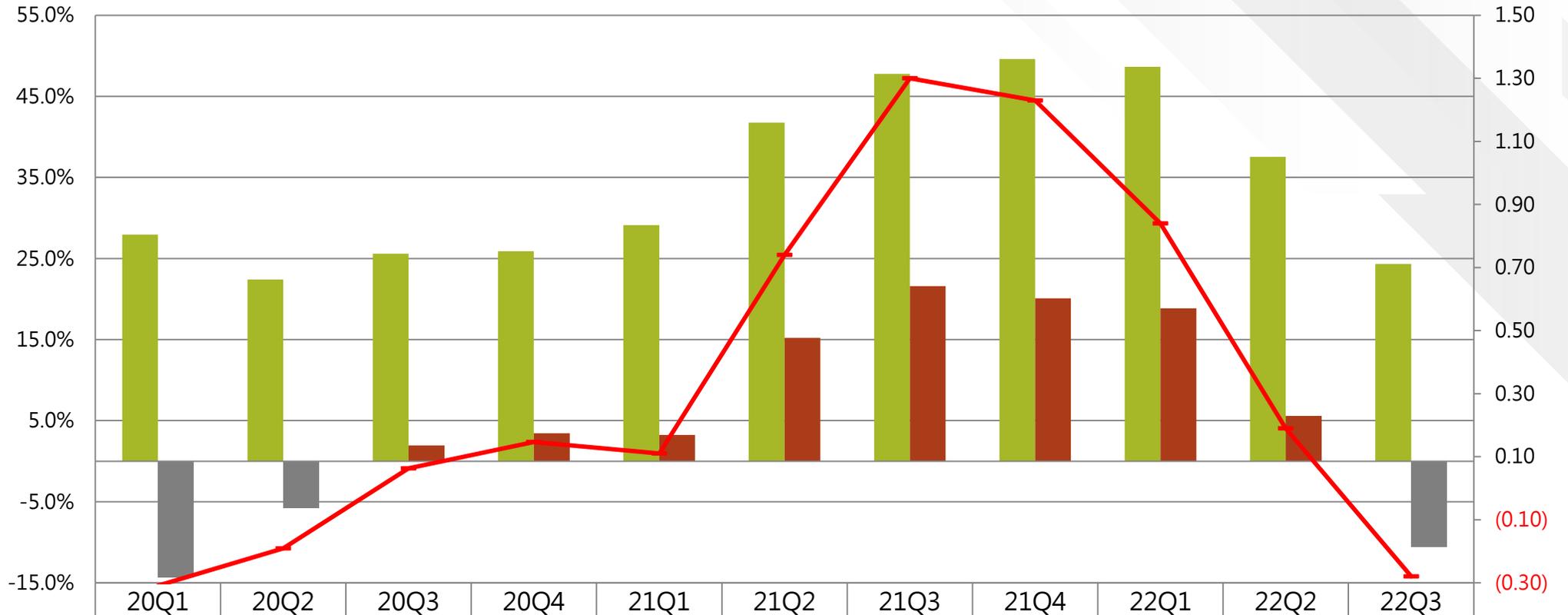
# Quarterly Revenue and Growth Rate



# Operating Results (1/2)



# Operating Results (2/2)



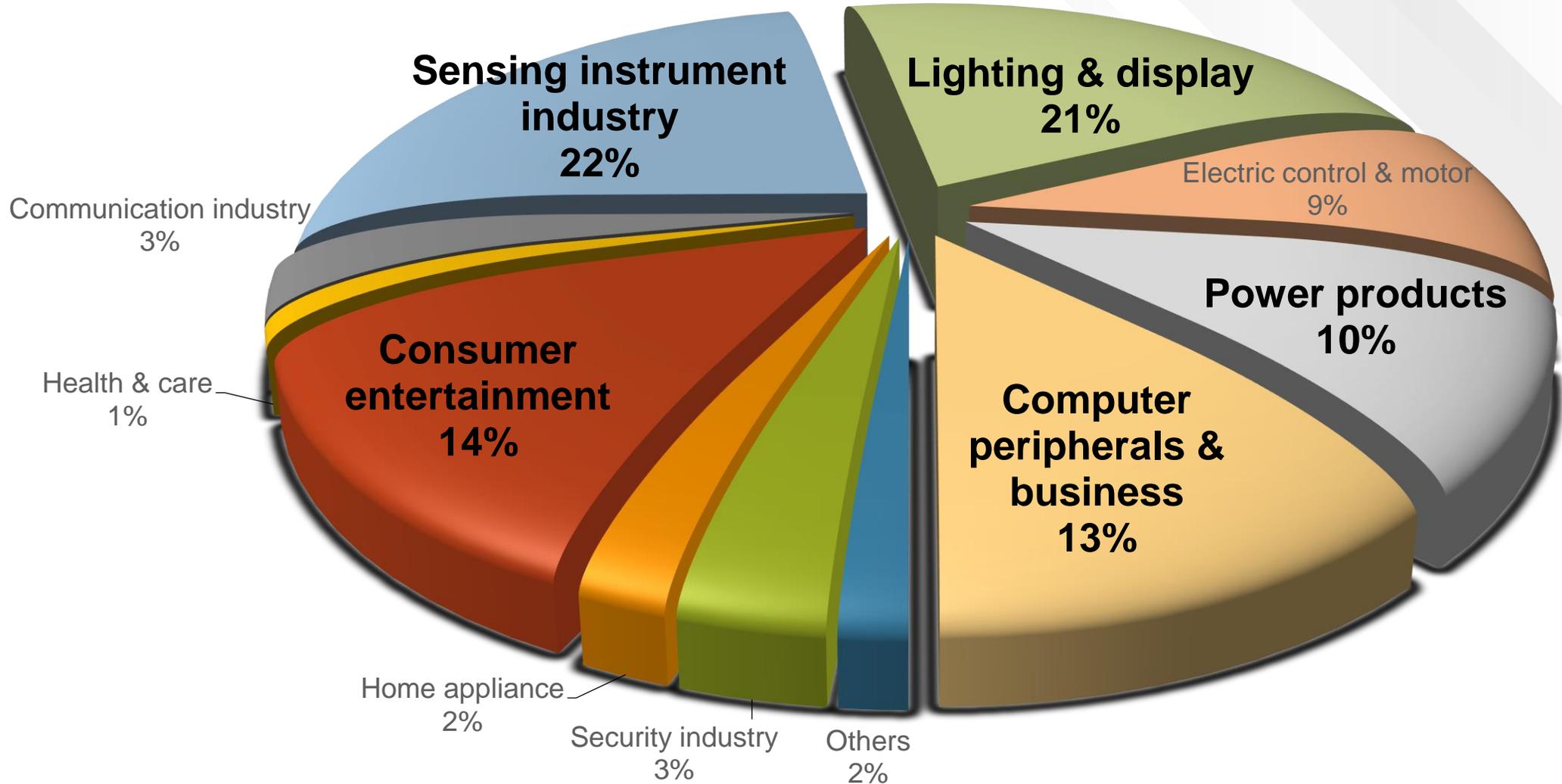
GM%	27.9%	22.4%	25.6%	25.9%	29.1%	41.8%	47.8%	49.6%	48.6%	37.5%	24.3%
Net Margin%	-14.4%	-5.8%	2.0%	3.4%	3.2%	15.2%	21.6%	20.1%	18.9%	5.6%	-10.6%
EPS (NTD)	(0.31)	(0.19)	0.06	0.15	0.11	0.74	1.30	1.23	0.84	0.19	(0.28)

# 02. PRODUCT APPLICATION & BUSINESS OUTLOOK

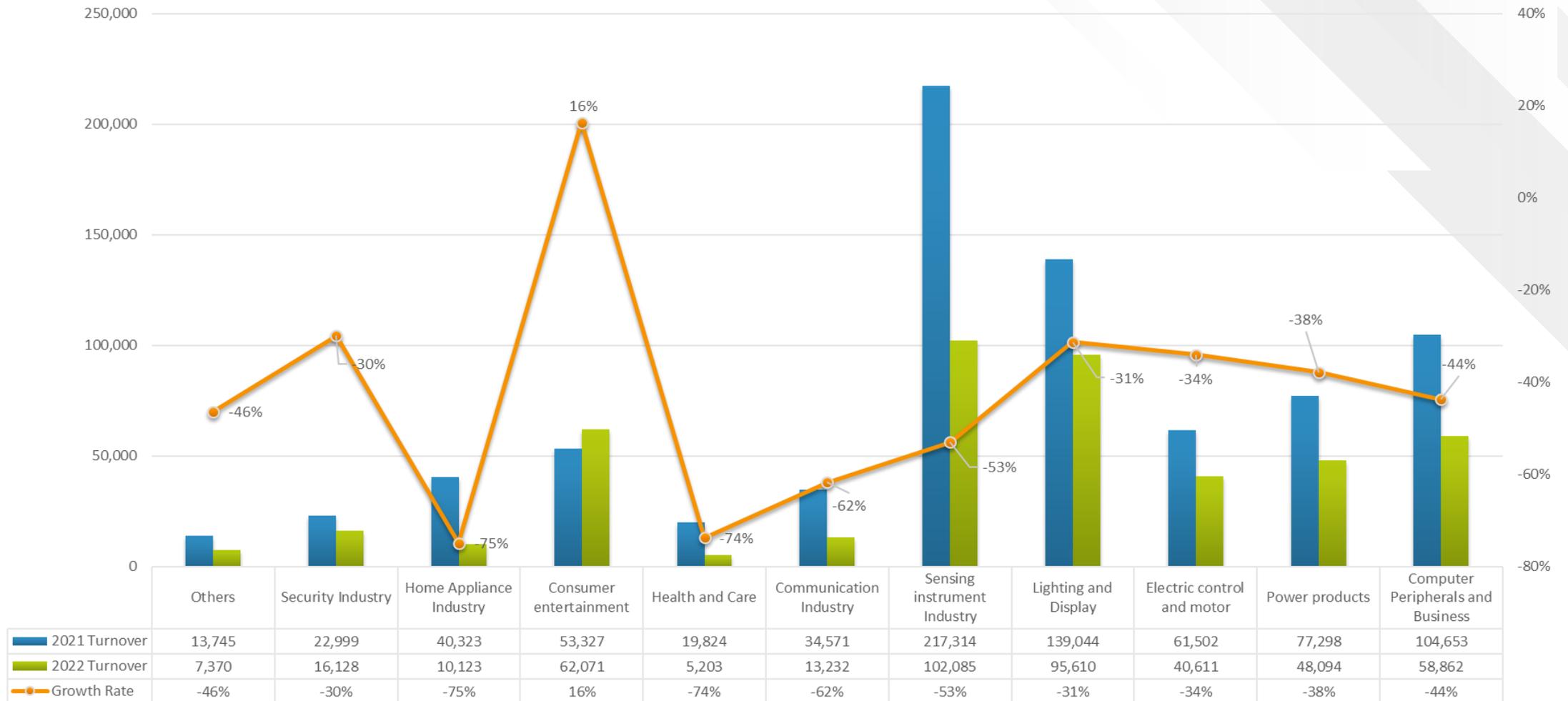
# Megawin Product Lines & Applications

<h2 style="color: red;">8 Bit</h2> <p>Wireless charging            Wireless Charger Application</p> <p>Smart light control            Smart light control</p> <p>Industrial control            Meter</p> <p>Home appliance            Washing machine panel</p>	<h2 style="color: red;">32 Bit</h2> <p>BMS            Battery Management System</p> <p>Power control            Drone</p> <p>Communication industry            Thermal printer</p> <p>Electronic locks            Electronic locks</p> <p>Electromechanical control            Massage chair</p>	<h2 style="color: red;">USB</h2> <p>Computer Peripherals            Game remote stick</p> <p>Keyboard            Keyboard</p> <p>Banking and Commercial            Barcode scanner</p> <p>Card reader            Card reader</p> <p>Health and Care            Beauty Instrument</p>	<h2 style="color: red;">Power Management IC</h2> <p>Smart water meter            Smart water meter</p> <p>Smart meter            Smart meter</p> <p>BMS            Battery Management System</p> <p>Fan            Fan</p> <h2 style="color: red;">BLDC</h2> <p>Ventilation Mechanical Control system            Ceiling fan</p> <p>Servo fan            Servo fan</p> <p>Low pressure air conditioning drainage pump            Low pressure air conditioning drainage pump</p>
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# MCU Breakdown by Industry

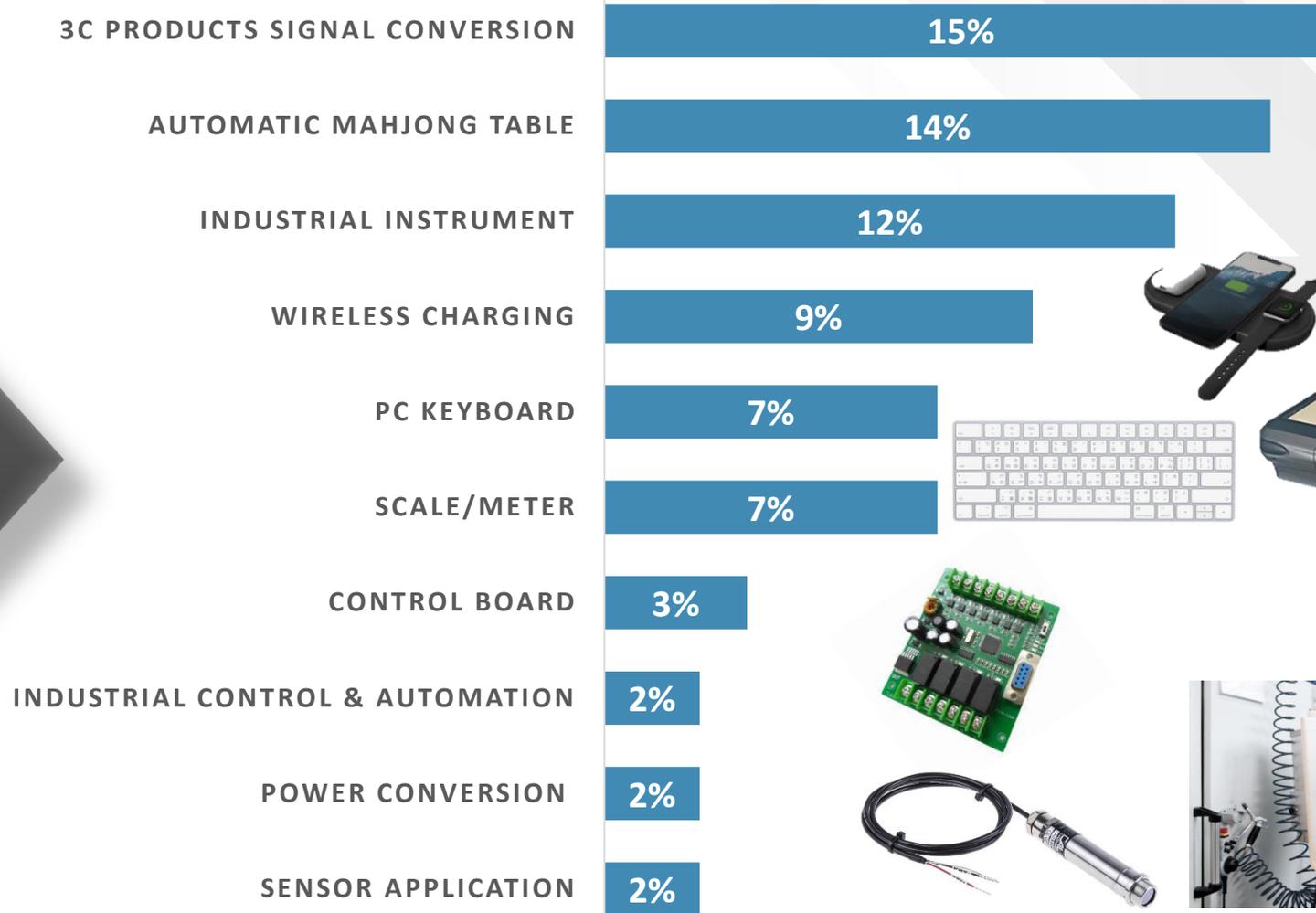


# MCU 2022 Growth Analysis by Industry



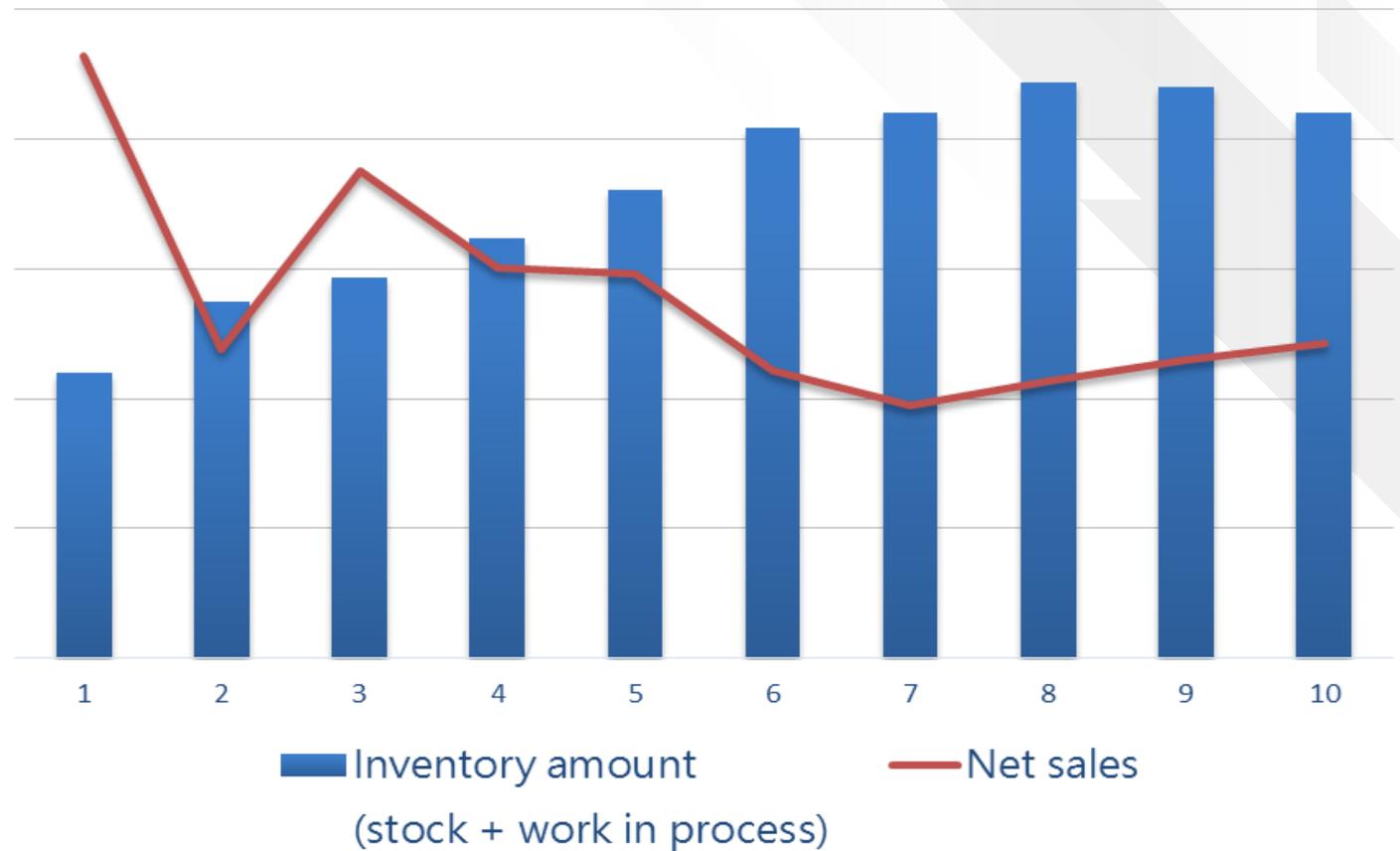
# Top 10 Megawin Applications of 2022

Accounted for  
**73%**  
of the total revenue



# Inventory and Sales Status

August was the highest point for inventories, after which inventories continue to decline



▲ Jan.-Oct., 2022

# The New Generation 8Bit Series Enters Multiple Applications



## Motor Control

- Power tool
- Battery management system
- Fan motor  
(sensory/non-inductive motor control)

## Industrial Control

- Industrial instrument/meter
- Industrial control & automation
- Elevator panel
- Sensor alarm
- Solar panel
- Outdoor sensor
- Car dashboard

## Internet Communication

- Home IoT control
- PoE equipment
- 4G tracking communication device

## Consumer Electronics

- 3C digital appliance
- Wireless microphone
- Weighing scale
- Wireless charging
- Electronic lock
- LED/LCD display device
- E-cigarette

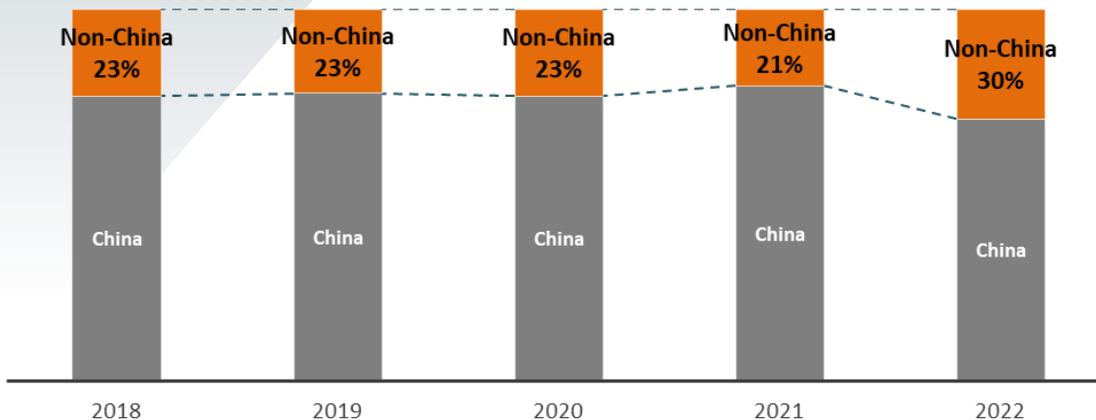
## ■ Penetrate the Japanese market this year

- Enter the smart curtain and industrial control meter industries first



# Significant Achievements in Overseas Markets

Yearly Operating Results by Region %



## ■ Successfully expand foreign markets

- The sales focus has been in overseas markets in the past two years.
- In addition to its existing Indian and South Korean markets, Megawin has also opened up the markets of Vietnam, **Turkey**, and **Poland**.

# 2022 New Actions



- Industry elites form the BMS department
- Develops lithium battery algorithm solution
- Focuses on lithium battery management IC
- Aims at power tools market and energy storage system

## Established Power Management IC Department

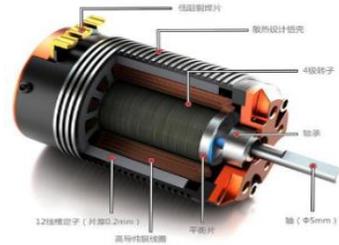
- Introduced high performance M3 product line in Q2
- Available in 4 product specifications
- Adopted by dozens of customers, who have started mass production.

## High Performance 32Bit



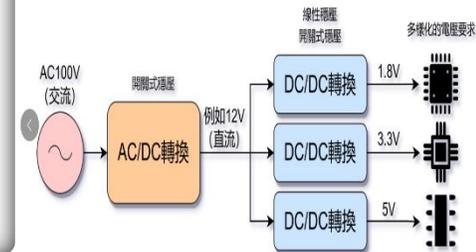
## DC Brushless Motor

- Announced sensory/non-inductive BLDC product lines
- Provides products ranging from 40V to 600V
- Used in fans, pumps, servo fans, air ducts, power tools, and fresh air systems



## Power Management IC

- Launched the first 6V-100V LDO product line
- Features high noise immunity and very low power consumption
- Sells/promotes with MCUs
- Buck, MOS product lines will be ready next year
- Began to study SiC



# Megawin Product Vision

## Energy Storage



- Take BMS (Battery Management System) as the major application
- Set to launch voltmeter products in Q3, 2023
- Set to launch battery management IC in 2024

## Energy Saving



- Build a BLDC platform and promote it through providing solutions
- Release with power chips that have been developed
- Develop ultra-low-power chips

## Power Management



- Develop LDO/MOS/Power...power related ICs
- Actively cultivate the energy storage market with MCUs and power chips
- Provide inverter-related solutions
- Work towards charging station related solutions

# 03. Q & A

# APPENDIX

**1. Consolidated Statement Of Comprehensive Income**

**2. Consolidated Balance Sheet**

# Appendix 1: Consolidated Statement of Comprehensive Income

	單位：新台幣仟元			
	111年1月1日至9月30日		110年1月1日至9月30日	
	金額	%	金額	%
營業收入淨額	407,856	100	550,575	100
營業成本	(248,834)	(61)	(324,059)	(59)
營業毛利	159,022	39	226,516	41
營業費用	(129,624)	(32)	(150,214)	(27)
營業淨利(損)	29,398	7	76,302	14
營業外收入及支出	8,706	2	5,786	1
稅前淨利(損)	38,104	9	82,088	15
所得稅費用	(8,647)	(2)	(2)	
本期淨利(損)	29,457	7	82,086	15
每股盈餘(虧損)(單位:元)	0.75		2.14	

## Appendix 2: Consolidated Balance Sheet (1/3)

		111年9月30日		110年9月30日	
		(經核閱)		(經核閱)	
代碼	資產	金額	%	金額	%
	流動資產				
1100	現金及約當現金 (附註六及二五)	\$132,048	16	\$368,827	44
1136	按攤銷後成本衡量之金融資產－流動				
	(附註七、二五及二七)	235,211	29	109,004	13
1170	應收票據及帳款 (附註八、十九及二				
	五)	56,539	7	80,760	10
130X	存貨 (附註九)	189,530	24	73,320	9
1479	其他流動資產 (附註十四及二五)	21,035	3	17,042	2
11XX	流動資產總計	634,363	79	648,953	78
	非流動資產				
1600	不動產、廠房及設備 (附註十一及二				
	七)	153,908	19	156,043	19
1755	使用權資產 (附註十二)	3,897	-	6,542	1
1780	無形資產 (附註十三)	15,105	2	15,166	2
1920	存出保證金 (附註二五)	686	-	645	-
15XX	非流動資產總計	173,596	21	178,396	22
1XXX	資 產 總 計	\$807,959	100	\$827,349	100

## Appendix 2: Consolidated Balance Sheet (2/3)

		單位：新台幣仟元			
		111年9月30日		110年9月30日	
		(經核閱)		(經核閱)	
代碼	負債及權益	金額	%	金額	%
	流動負債				
2170	應付票據及帳款（附註十六及二五）	\$32,633	4	\$49,994	6
2219	其他應付款（附註十七及二五）	46,293	6	60,400	7
2230	本期所得稅負債（附註二一）	7,314	1	-	-
2280	租賃負債－流動（附註十二）	2,380	-	2,632	-
2300	其他流動負債（附註十七及十九）	5,062	-	5,330	1
21XX	流動負債總計	93,682	11	118,356	14
	非流動負債				
2530	應付公司債（附註十五、二五及二七）	195,052	24	192,565	23
2580	租賃負債－非流動（附註十二）	1,594	-	3,831	1
2645	存入保證金（附註二五）	3,535	1	3,535	-
25XX	非流動負債總計	200,181	25	199,931	24
2XXX	負債總計	293,863	36	318,287	38

## Appendix 2: Consolidated Balance Sheet (3/3)

		單位：新台幣仟元			
		111年9月30日		110年9月30日	
		(經核閱)		(經核閱)	
代碼	負債及權益	金額	%	金額	%
	歸屬於本公司業主之權益 (附註十八)				
	股本				
3110	普通股股本	391,449	49	382,999	46
3140	預收股本	45	-	-	-
3100	股本總計	391,494	49	382,999	46
3200	資本公積	48,736	6	45,472	6
	保留盈餘				
3310	法定盈餘公積	12,933	2	-	-
3320	特別盈餘公積	1,429	-	-	-
3350	未分配盈餘	60,162	7	82,086	10
3300	保留盈餘總計	74,524	9	82,086	10
3400	其他權益	-658	-	-1,495	-
31XX	本公司業主權益總計	514,096	64	509,062	62
3XXX	權益總計	514,096	64	509,062	62
	負債及權益總計	\$807,959	100	\$827,349	100

# Thank you!



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