

Megawin Technology Co., Ltd.

Institutional Investor Conference (H1 2024)

Code: 3122

Date: June 18, 2024

Spokesperson:

Alex Liao

Director, Operation & Marketing Center

(TEL) 886-3-6234096

(E-mail) sholder@megawin.com.tw



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

■ Chairman

Kenny Wen

■ Employees

82 employees

■ Capital

NTD 401 millions




■ Business

Development, design, and sale
microcontrollers
(a MCU-based IC design house)

■ Main products

Arm®Cortex®-M0/M0+/M3 MCU,
8051 MCU,
USB MCU,
Power IC (LDO)/BLDC Series



-  **I Operation Performance & Financial Results**
-  **II Product Application & Business Outlook**
-  **III Q & A**



Agenda





I. Operation Performance & Financial Results

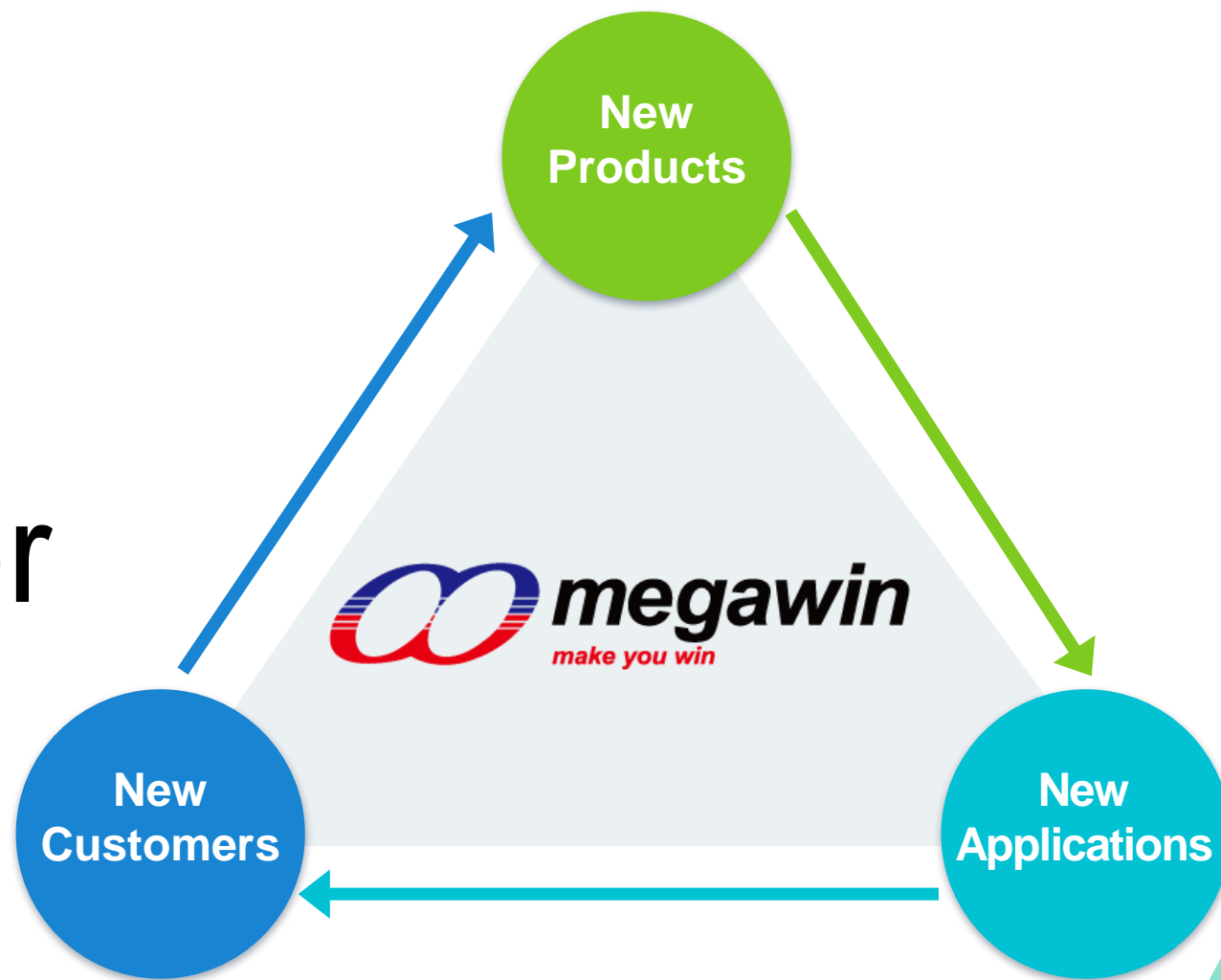
Key Growth Drivers for Revenue

Total Solution

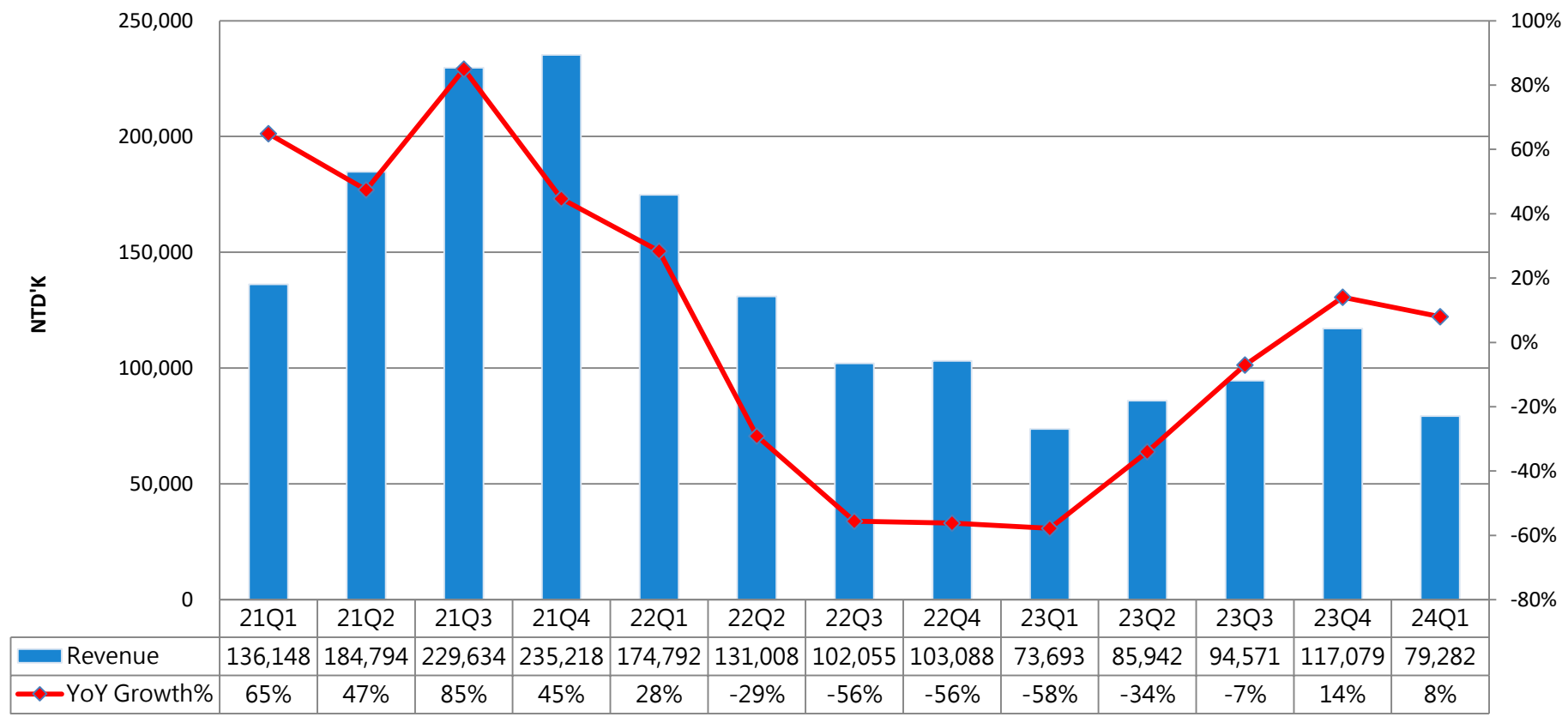
Provide total solution for customers

Best Cost-Performance Ratio

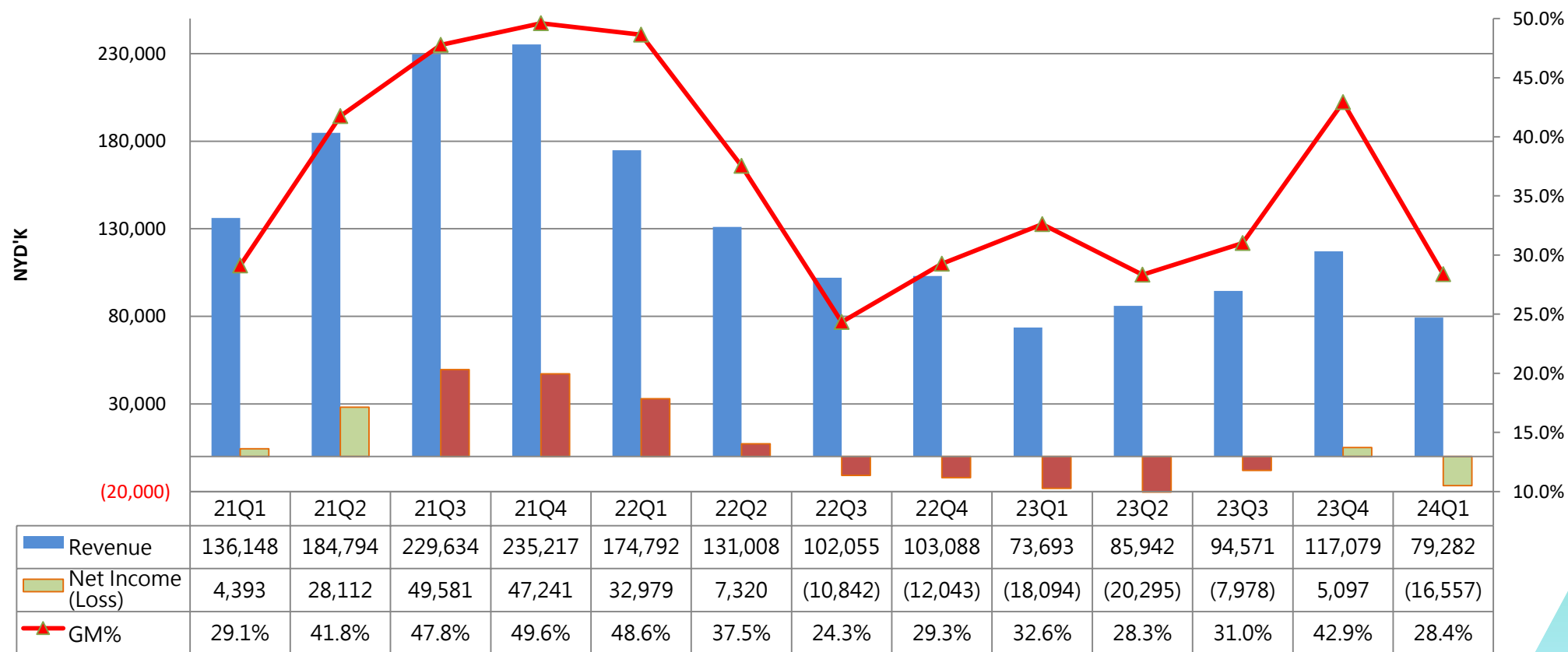
Achieve the best cost-performance ratio



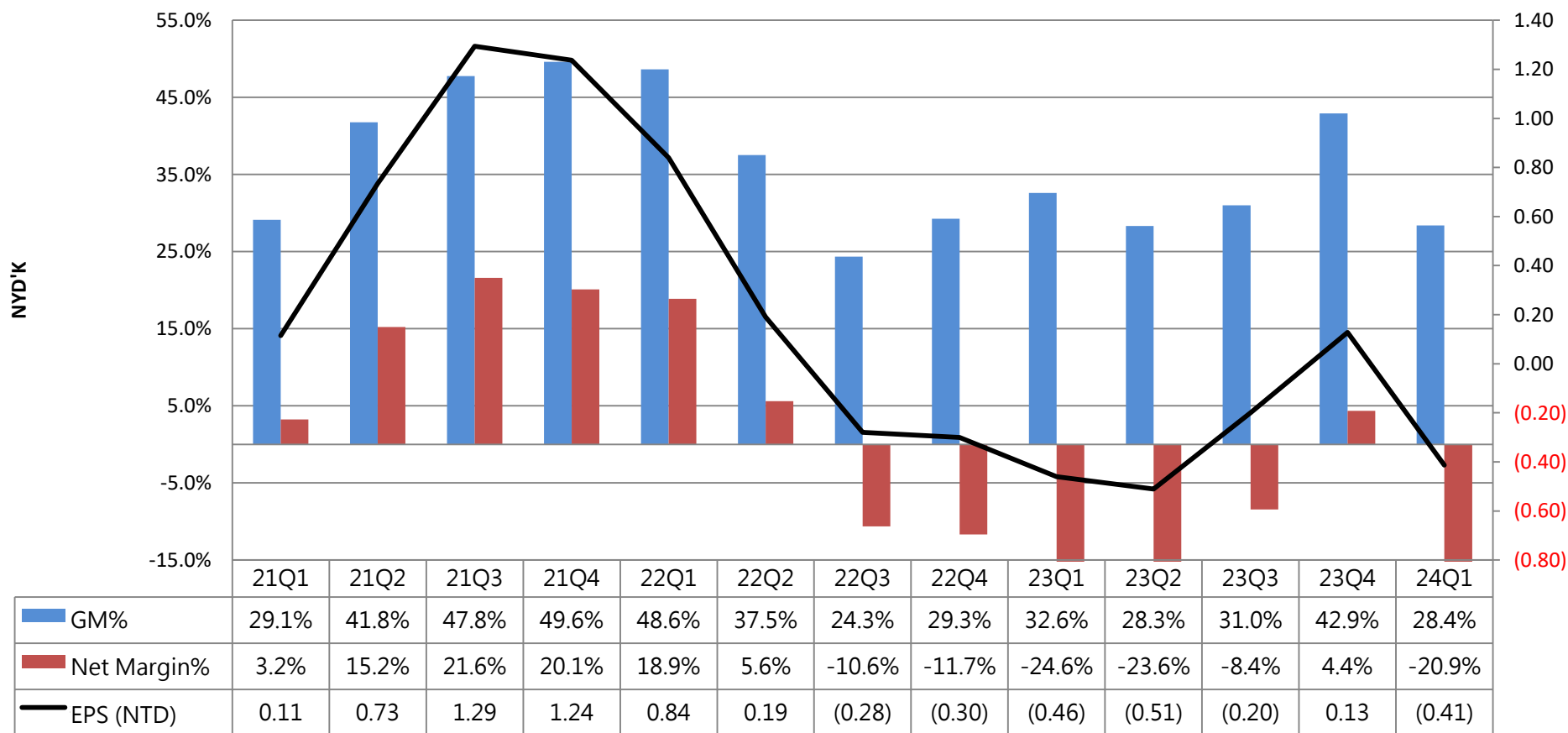
Quarterly Revenue & Growth Rate



Operating Results (1/2)



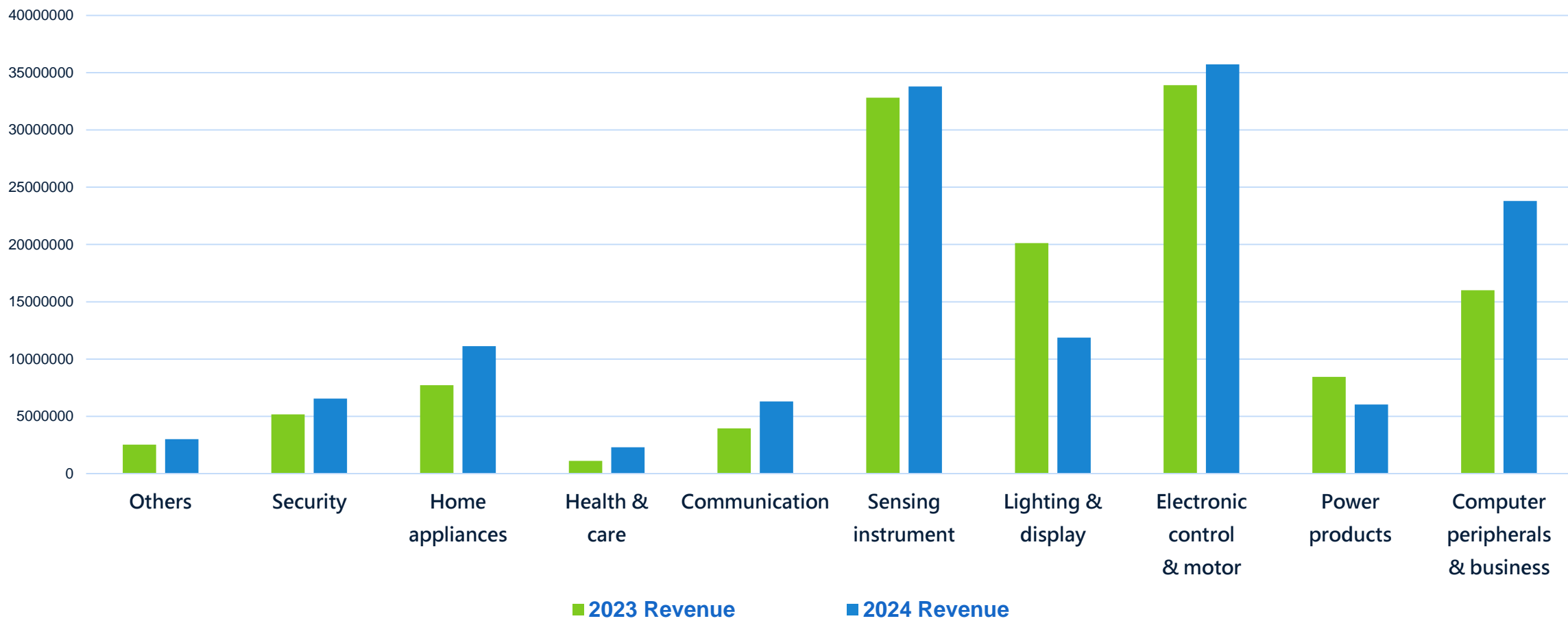
Operating Results (2/2)



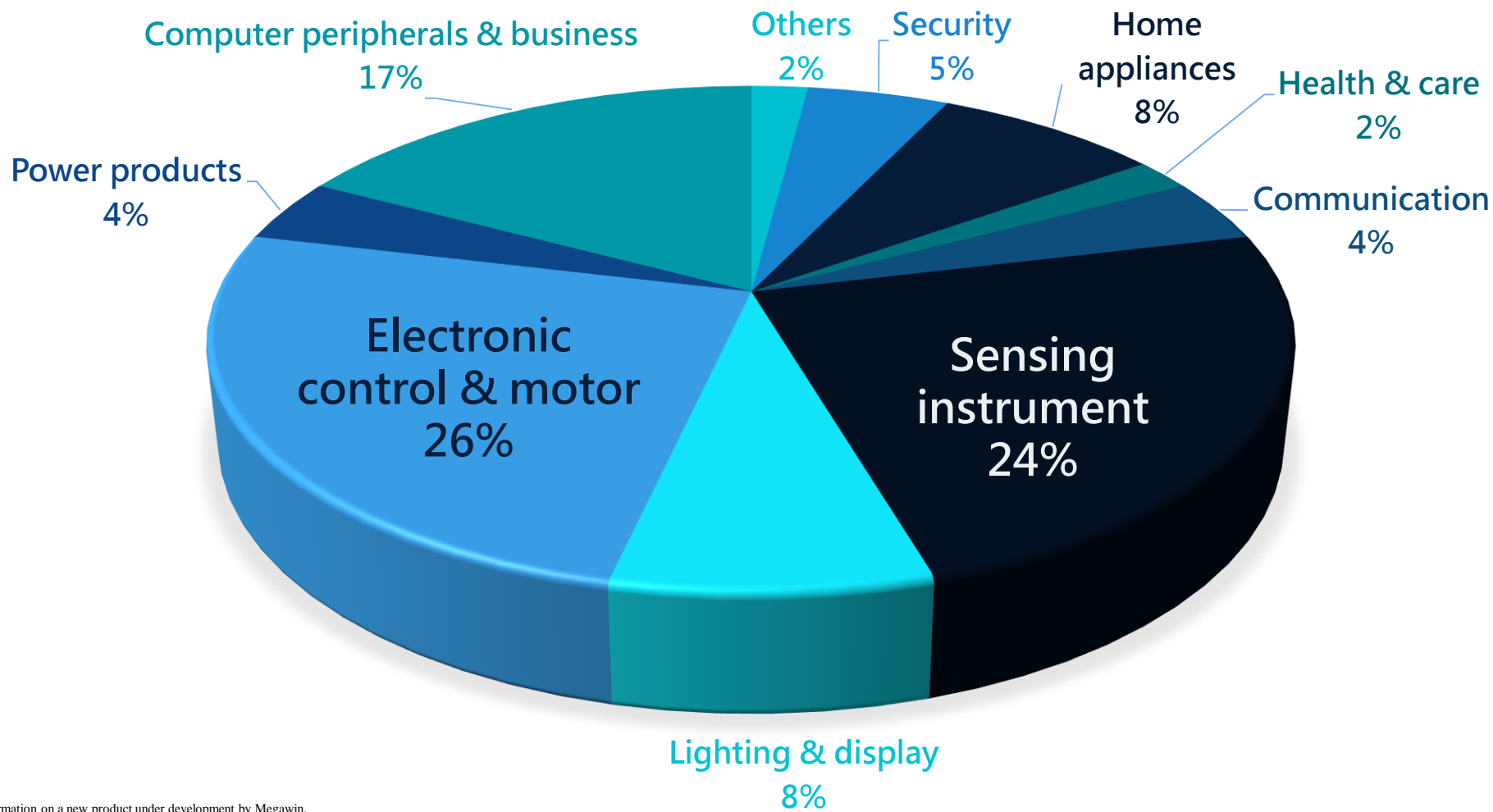


II. Product Application & Business Outlook

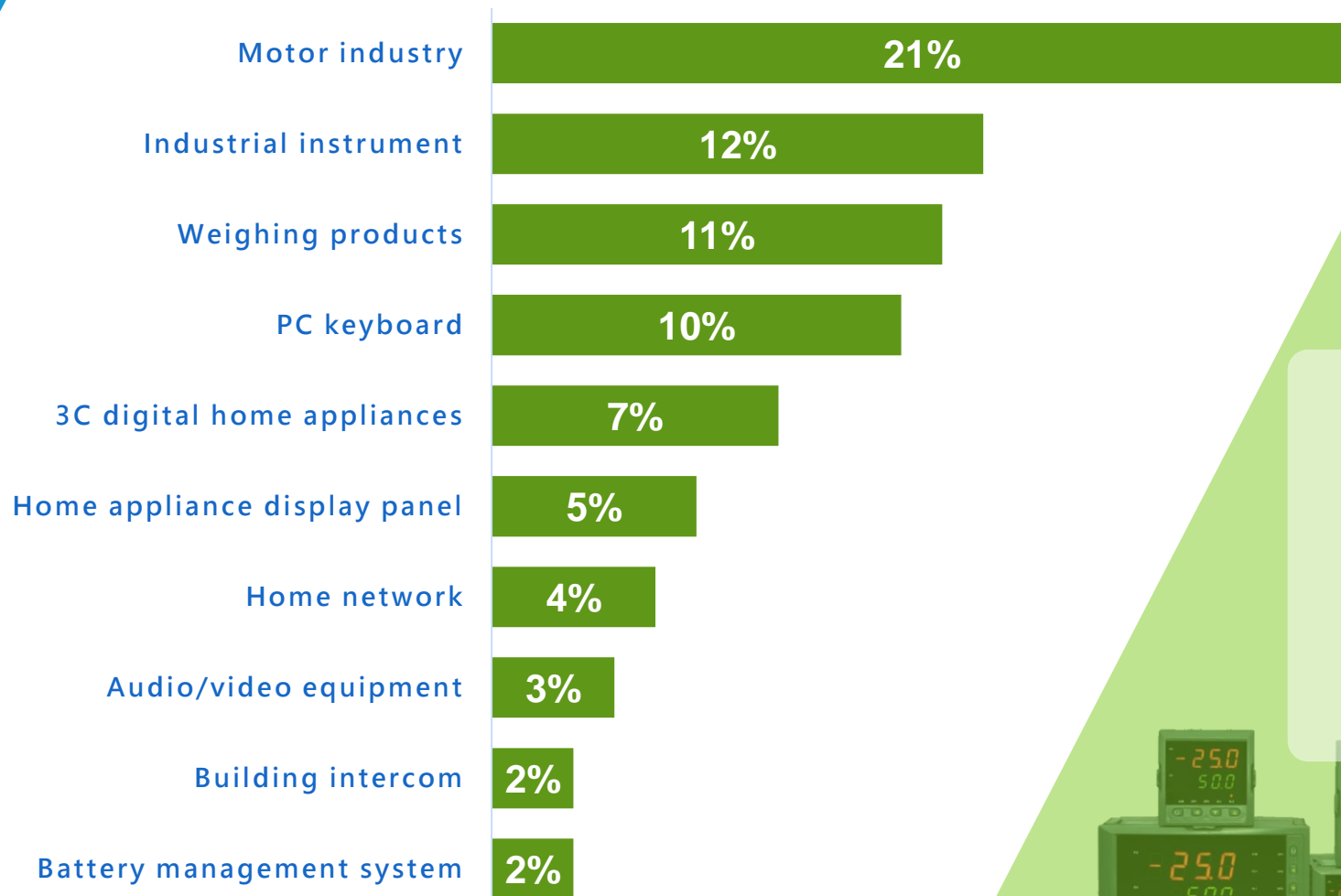
MCU 2024 Jan.-May Growth Analysis by Industry



MCU 2024 Jan.-May Revenue Analysis by Industry



2023 Megawin Top 10 Applications



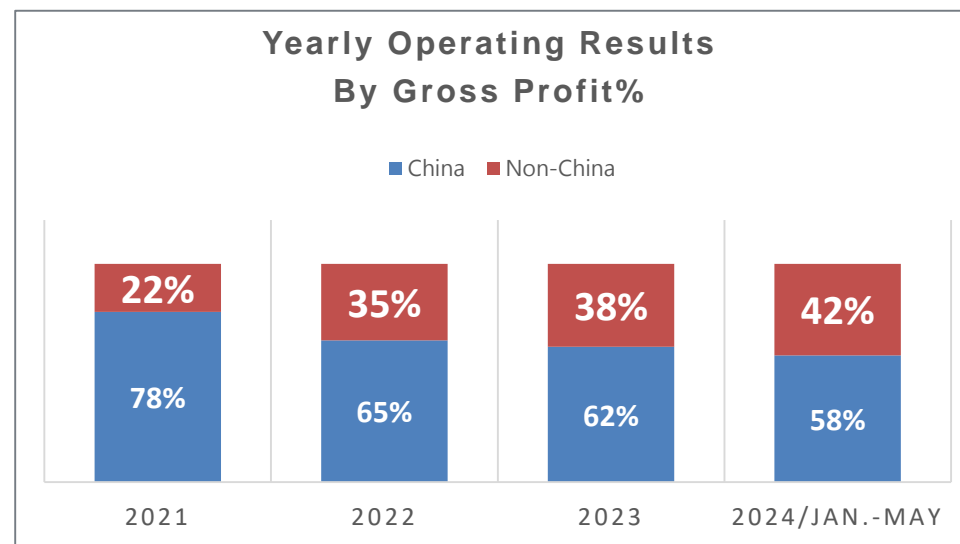
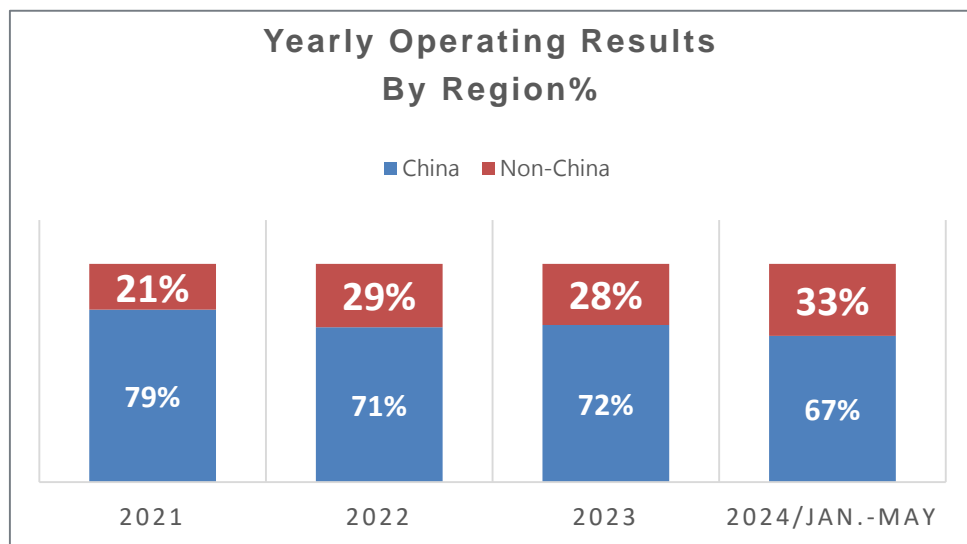
Accounted for
76% of the
total revenue

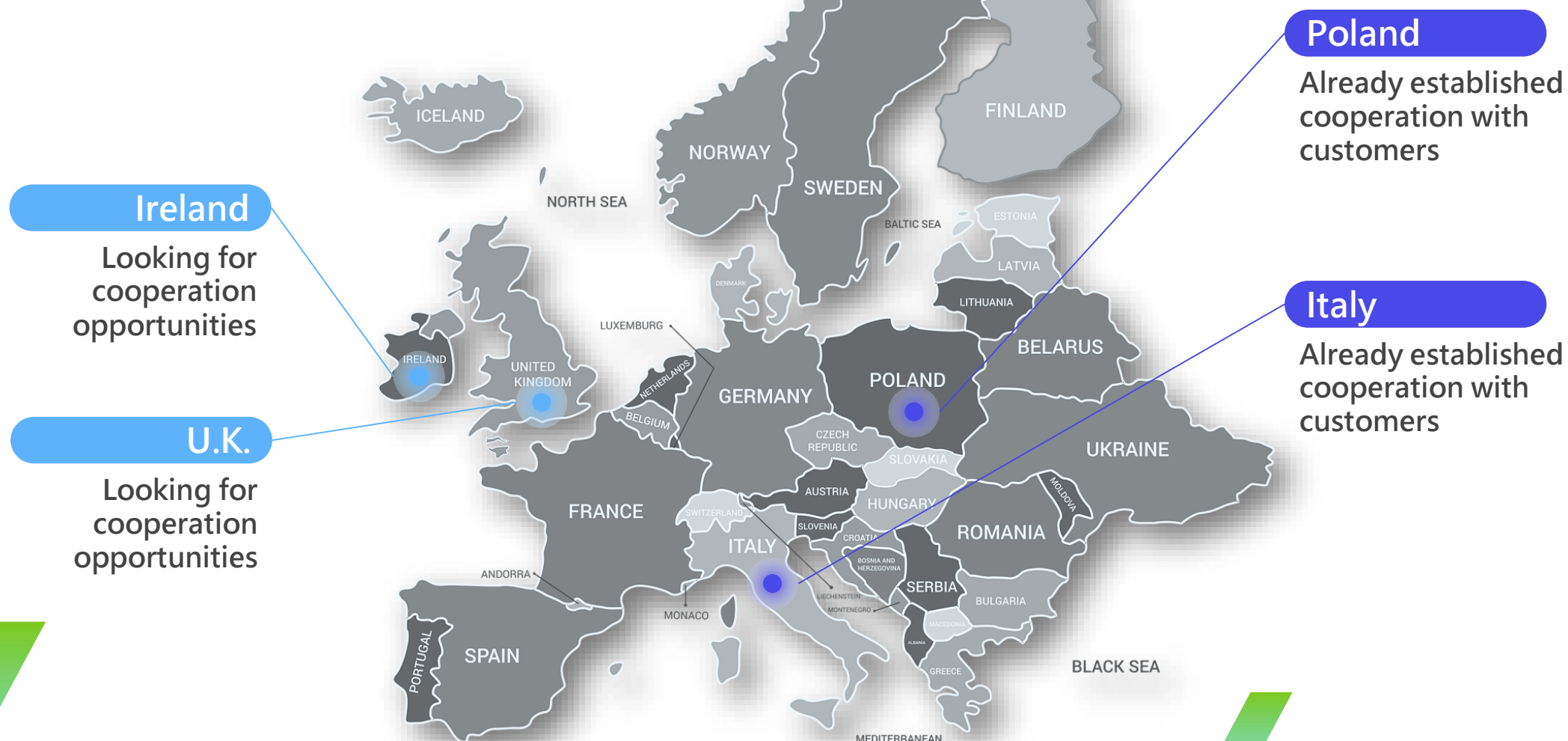


Continue to Cultivate Overseas Markets

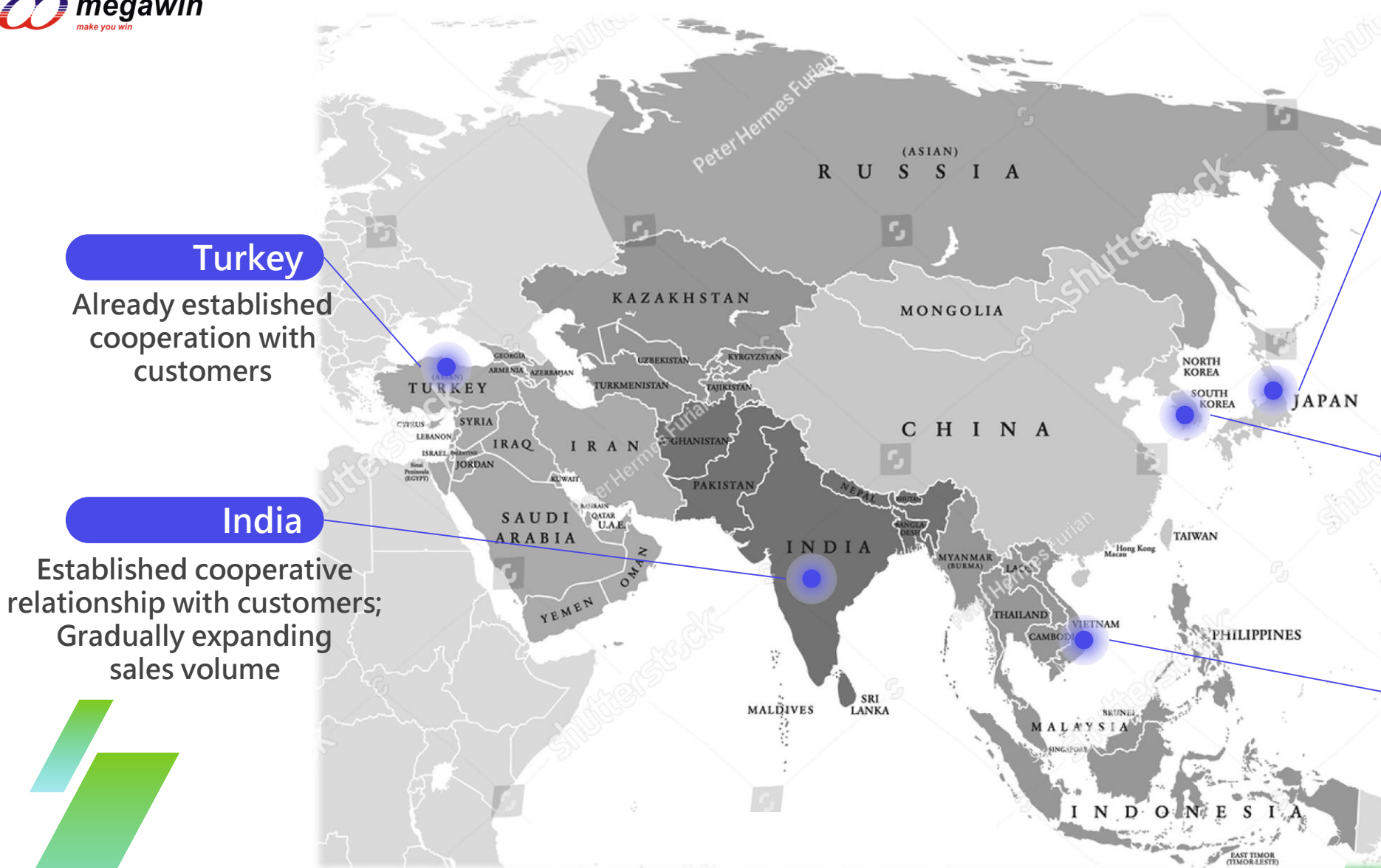


- Gradually increase overseas human resources
- In the first five months of 2024, cumulative revenue YOY grew by 6.6%
- Performance in China grew slightly, while non-China growth was 16.1%





Business development status in Europe



Business development status in Asia

Business development status in Southern Hemisphere



Brushless DC Motor Intelligent Tuning

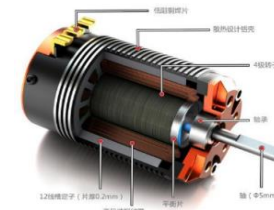
- Global market size: USD17.3 billion in 2020, estimated to grow to USD27.2 billion in 2027, with a CAGR of 6.6% (Note1)
- China's market size: 2018-2023 market size CAGR is 15%. The growth rate of Chinese market exceeds that of the global market (Note2)
- Motor intelligent tuning
 - ✓ Have developed the FOC (Field-Oriented Control) intelligent tuning system
 - ✓ Motor tuning is the most time-consuming step in the motor system development process
 - ✓ Users only need to simply set the motor specifications and hardware configuration, and this tuning system can calculate and adjust parameters "intelligently and adaptively" to optimize motor driving performance.



Note 1: Quoted from Grand View Research statistics

Note 2: Quoted from Frost & Sullivan statistics

Wide Application of the Intelligent Tuning System



- Has been verified on low/medium/high voltage (12/24/36/310V), as well as various motor applications from low speed to high speed, and obtained good tuning results.
- These high/low pressure, as well as high/low speed motor applications, are quite diverse, including household fans, standing fans, sweeping robots, vacuum cleaners, water heater exhaust, factory/office pressure fans, and many other usage scenarios. It is expected to begin customer design implementation in Q3.



低壓空調排水泵



單霍爾橫流扇



低壓立扇



吸頂扇



空氣清淨機



掃地機器人



離心風機



低壓熱水器強排



低壓新風機



低壓吊扇



高速吹風機

ULP MCU Market Size

Global Ultra-Low-Power Microcontroller Market is Expected to Account for **USD 9,221.87 Million by 2029**

“

According to MarketsandMarkets:
Global ULP MCU TAM

- ✓ Already over \$4.2 billion in 2021
- ✓ Will grow to **\$12.9 billion in 2024**
- ✓ Will jump to **\$100 billion by 2026**



Global Ultra-Low-Power Microcontroller Market, By Regions, 2022 to 2029



DATA BRIDGE MARKET RESEARCH

Source:
Data Bridge Market Research Market Analysis Study 2022
DMCA Protected © Data Bridge Market Research - All Rights Reserved.

ULP MCU Development Progress

- Responding to the issues of green energy & carbon reduction, sustainable development, and reducing the power consumption of the MCU itself (Super low power)
 - ✓ The widespread application of intelligence is the driving force for ULP MCU market growth
- ULP MCU (Ultra-Low-Power MCU)
 - ✓ Cooperate with foundry to develop ultra-low-power consumption technology (Device model, STD cell, PDK)
 - ✓ Has been in development for nearly three years. Current experimental results show that it can reduce about 70% power consumption.
 - ✓ Mass production is expected in Q3 2025.
- ULP MCU applications
 - ✓ Wearable device
 - ✓ Portable electronics
 - ✓ Personal medical equipment
 - ✓ Home automation
 - ✓ Smart sensor

Other Development Projects

Automotive chips

- ✓ Continuously cultivating the aftermarket and vehicle parts market
- ✓ Developing 32-bit automotive Grade 1 chips

Lithium battery management platform

- ✓ Launching a 3-string battery gauge platform first
- ✓ Planning to design 6-cell battery management chips

3S Gauge EVM TH251A



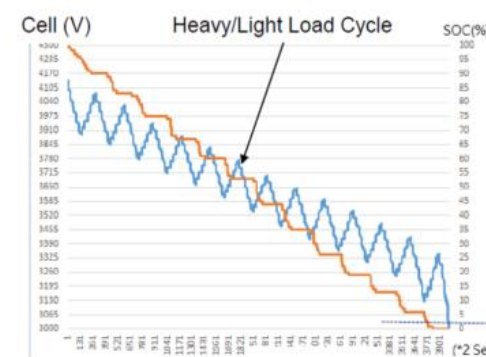
Communication Board * TH254A

- EVM & GUI (I2C ↔ USB)
- GUI command to EVM



PC software GUI megawin 3S Gauge

- for reading data
- Update Parameters



III. 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	
	113年1月1日至3月31日		112年1月1日至3月31日	
	金額	%	金額	%
營業收入淨額	79,282	100	73,693	100
營業成本	(56,788)	(72)	(49,655)	(67)
營業毛利	22,494	28	24,038	33
營業費用	(128,085)	(50)	(129,624)	(56)
營業淨利（損）	(105,591)	(22)	(105,586)	(23)
營業外收入及支出	770	1	(952)	(2)
稅前淨利（損）	(104,821)	(21)	(106,538)	(25)
所得稅費用	(22)	—	(4)	—
本期淨利（損）	(104,843)	(21)	(106,542)	(25)
每股盈餘（虧損）（單位：元）	(0.41)		(0.46)	

Appendix 2:

Consolidated Balance Sheet (1/3)

代碼	資產	113年3月31日		112年3月31日	
		金額	%	金額	%
	流動資產				
1100	現金及約當現金	\$125,430	17	\$161,899	22
1136	按攤銷後成本衡量之金融資產－流動	208,617	29	202,339	27
1170	應收票據及帳款	42,857	6	39,598	5
130X	存貨	87,949	12	138,218	18
1479	其他流動資產	10,466	2	19,032	3
11XX	流動資產總計	475,319	66	561,086	75
	非流動資產				
1535	按攤銷後成本衡量之金融資產－非流動	9500	1		
1550	採用權益法之投資	33,916	5	11,414	1
1600	不動產、廠房及設備	150,943	21	155,304	21
1755	使用權資產	849	-	3,714	-
1780	無形資產	42,611	6	19,404	3
1920	存出保證金	625	-	657	-
1990	其他非流動資產	7380	1		
15XX	非流動資產總計	192,017	34	190,493	25
1XXX	資產總計	\$721,143	100	\$751,579	100

Appendix 2:

Consolidated Balance Sheet (2/3)

代碼	負債及權益	113年3月31日		單位：新台幣仟元 112年3月31日	
		金額	%	金額	%
	流動負債				
2170	應付帳款	\$28,512	4	\$16,041	2
2200	其他應付款	38,284	5	35,733	5
2230	本期所得稅負債	19	-	3,526	0
2280	租賃負債－流動	882		2,950	-
2320	一年內到期之應付公司債	198,682	28		
2300	其他流動負債	3,913	0	3,691	1
21XX	流動負債總計	270,292	37	61,941	8
	非流動負債				
2530	應付公司債	0	-	196,287	26
2580	租賃負債－非流動	0	-	884	-
2645	存入保證金	3,535	1	3,535	1
25XX	非流動負債總計	3,535	-	200,706	27
2XXX	負債總計	\$273,827	38	\$262,647	35

Appendix 2:

Consolidated Balance Sheet (3/3)

代碼	負債及權益	113年3月31日		單位：新台幣仟元 112年3月31日	
		金額	%	金額	%
	股本				
3110	普通股股本	401,250	56	394,189	53
3140	預收股本	818	-	1,672	-
3100	股本總計	402,068	56	395,861	53
3200	資本公積	50,955	7	49,592	6
	保留盈餘				
3310	法定盈餘公積	14,674	2	12,933	2
3320	特別盈餘公積	917	-	1,429	-
3350	未分配盈餘	-20,520	-3	30,026	4
3300	保留盈餘總計	-4,929	-1	44,388	6
3400	其他權益	-778	-	-909	-
31XX	本公司業主權益總計	447,316	62	488,932	65
3XXX	權益總計	\$447,316	62	\$488,932	65
	負債及權益總計	\$721,143	100	\$751,579	100

Thank you!

www.megawin.com.tw



MG Website



LinkedIn