

旺宏電子
2015年第三季法人說明會

Oct 29, 2015



MACRONIX
INTERNATIONAL Co., LTD.

免責聲明

本簡報與會議中之討論內容包含有關於旺宏電子(股)公司營運、財務狀況與對未來預期之前瞻性描述，此前瞻性描述將受到已知與未知不確定因素與風險的影響，而造成實際結果與前瞻性描述中預期或暗示的結果可能存在重大差異。

前述之不確定性因素與風險包含但不限於競爭產品/價格競爭的影響、客戶對公司產品設計之接受度、公司即時的引進新技術、公司對新產品的即時量產能力、整體半導體產業供需的轉變、產能過剩、產能供給、終端市場的財務狀況及其他等等風險。

本簡報與會議內容中之前瞻性描述乃反映目前本公司對整體營運之看法，旺宏電子(股)免除日後更新、通知之責任。

2015年第三季營運概況

	2015第三季 實際營運	2015第二季 實際營運
營收淨額	NT\$ 5.65B	NT\$ 4.98B
營業毛利率	14 %	12%
營業淨利率	-19%	-24%

- ✓ 營收淨額較上季增加14%，主因為 ROM 及 NOR 需求增加
- ✓ 毛利率較上季增加 2個百分點，主因為不同的銷售組合
- ✓ 營業淨利率較上季改善，主因為營業毛利較高

2015年第三季合併綜合損益比較表

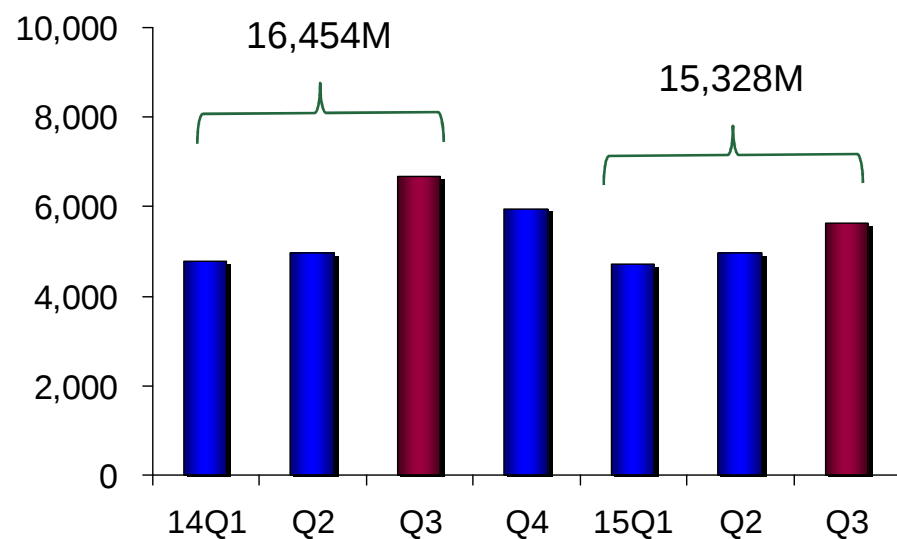
	2015/Q3	2015/Q2	2014/Q3	Change	Change
單位：新台幣佰萬元 (每股損益為元)					
營業收入淨額	5,647	4,975	6,691	14%	(16%)
營業毛利	786	608	1,140	29%	(31%)
營業毛利率	14%	12%	17%	2ppt	(3ppt)
營業費用	(1,836)	(1,779)	(2,239)	3%	(18%)
營業淨損	(1,050)	(1,171)	(1,099)	(10%)	(4%)
營業利益率	(19%)	(24%)	(16%)	5ppt	(3ppt)
營業外收(支)	104	(46)	(1)		
稅前淨損	(946)	(1,217)	(1,100)	(22%)	(14%)
所得稅費用	(5)	(5)	(1)		
本期淨損	(951)	(1,222)	(1,101)	(22%)	(14%)
其他綜合損益	(119)	(203)	25	(41%)	(579%)
本期綜合損益	(1,070)	(1,425)	(1,076)	(25%)	(1%)
淨利歸屬予					
母公司業主	(949)	(1,221)	(1,097)	(22%)	(13%)
非控制權益	(2)	(1)	(4)		
基本每股虧損(NT\$)	(0.27)	(0.35)	(0.31)	(23%)	(13%)
EBITDA	594	344	798		
流通在外加權平均股數	3,519	3,518	3,518		

財務重要資訊

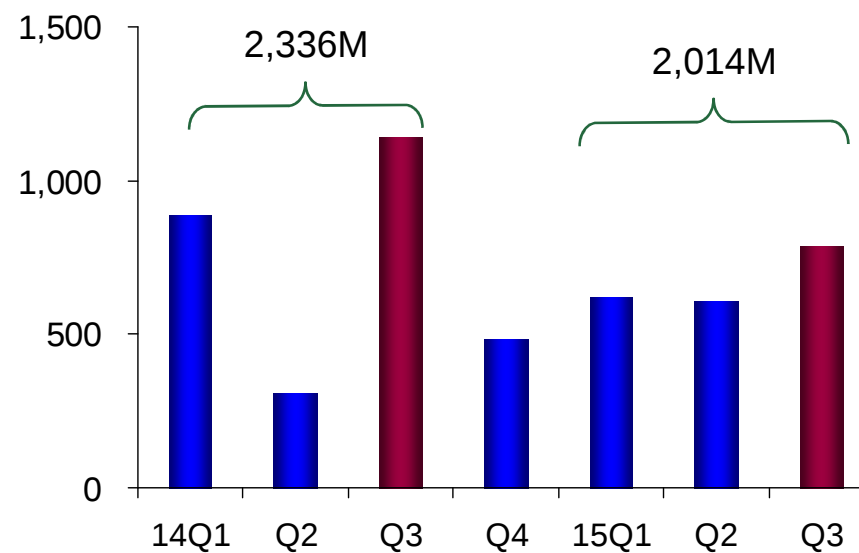
2015 YTD Sales = NTD 15,328 M
-7% YoY

2015 YTD GP = NTD 2,014M
-14% YoY

營業收入
單位：新台幣佰萬元



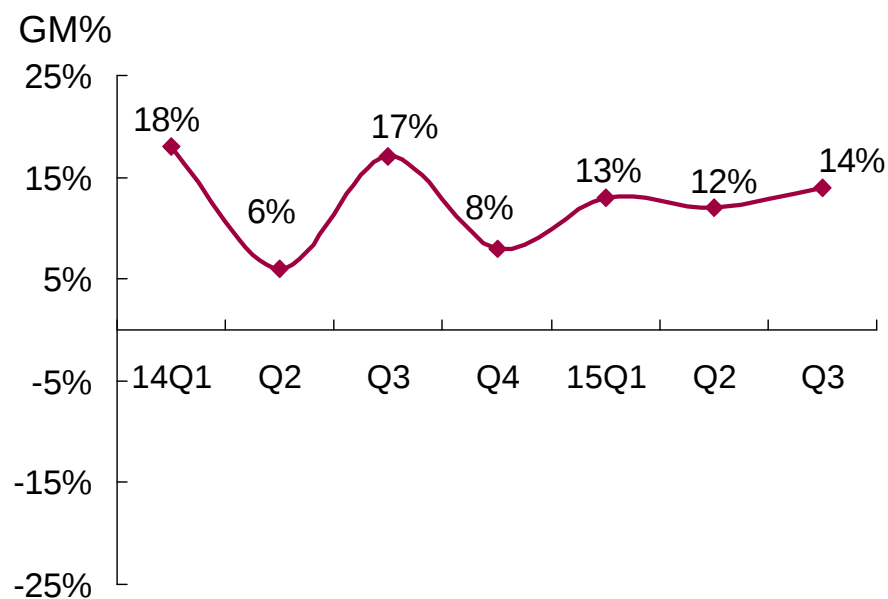
營業毛利
單位：新台幣佰萬元



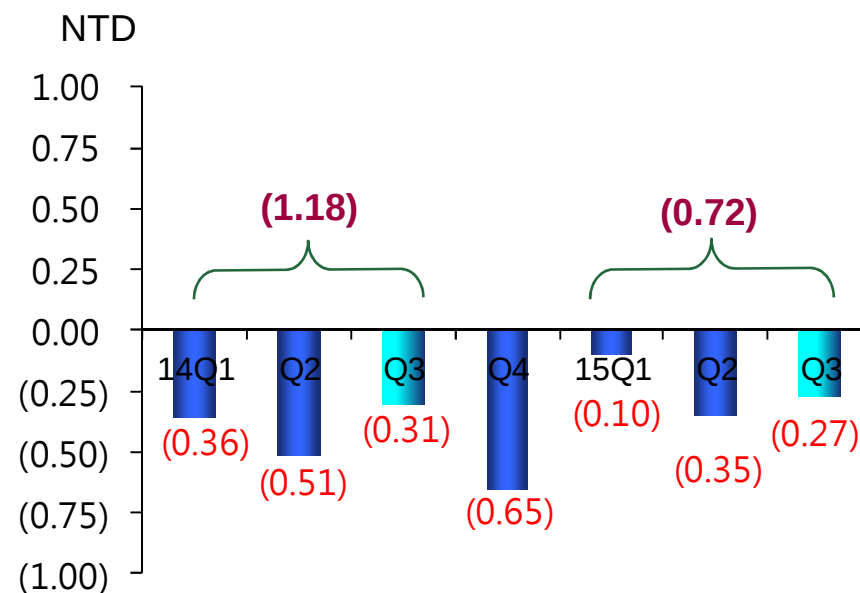
2015年第三季財務重要資訊

	2015Q3	2014Q3
營業毛利率	14%	17%
每股損益 (NTD)	(0.27)	(0.31)

營業毛利率



每股損益



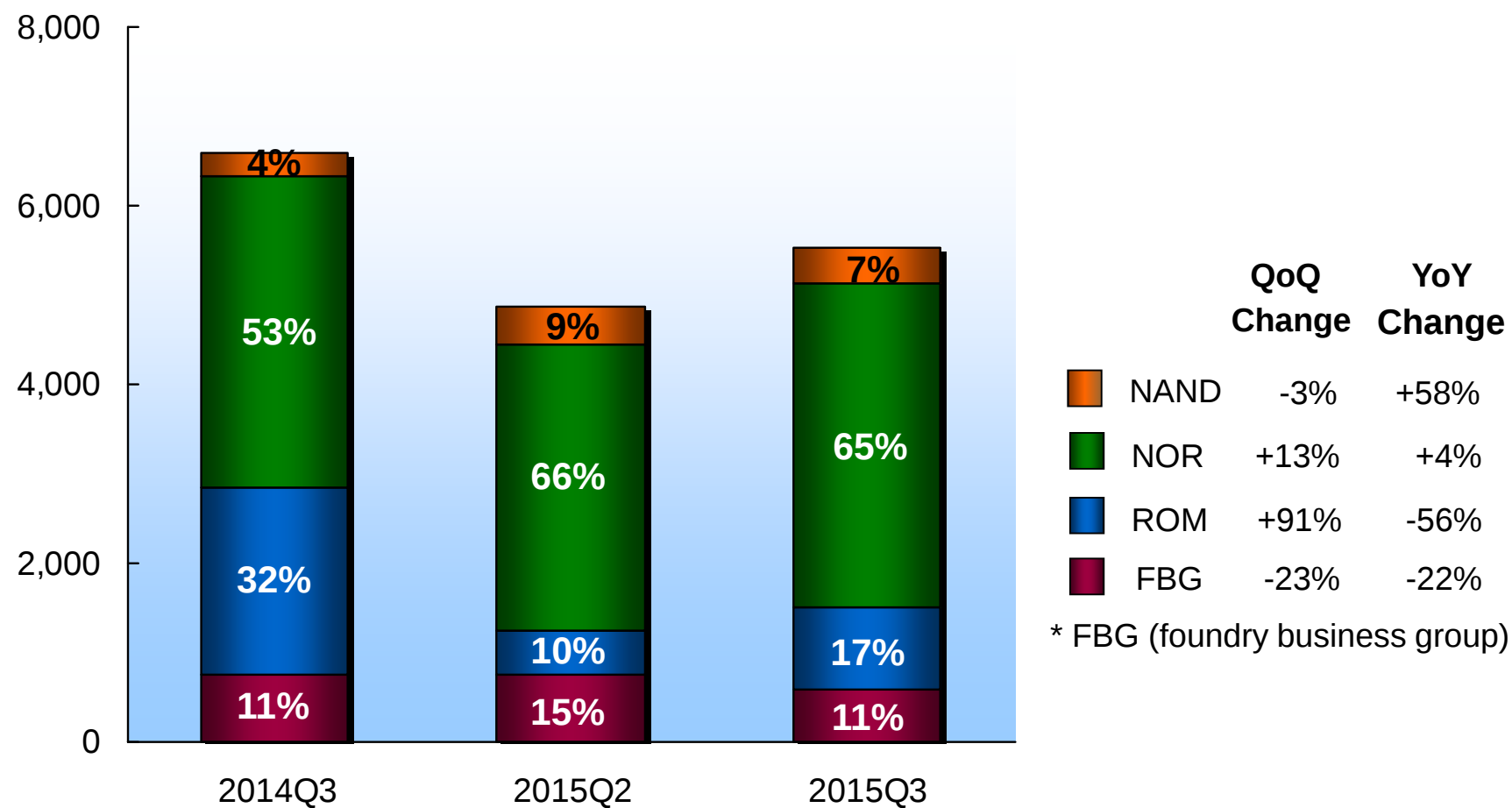
2015年第三季合併簡明資產負債表/現金流量資訊

單位：新台幣佰萬元 (每股淨值為元)

	2015/09/30	2015/06/30
現金及約當現金	3,819	3,811
存貨(淨額)	10,235	10,412
固定資產	17,887	18,951
總資產	38,807	39,971
短期應計息借款	3,992	5,649
長期應計息借款	9,851	8,324
總負債	18,589	18,783
股東權益	20,218	21,188
負債佔資產比率(%)	47.9%	47.0%
每股淨值(新台幣元)	5.61	5.95
	2015/Q3	2015/Q2
折舊&攤銷	1,460	1,488
資本支出	(366)	(559)
營業活動淨現金流入(出)	355	(226)

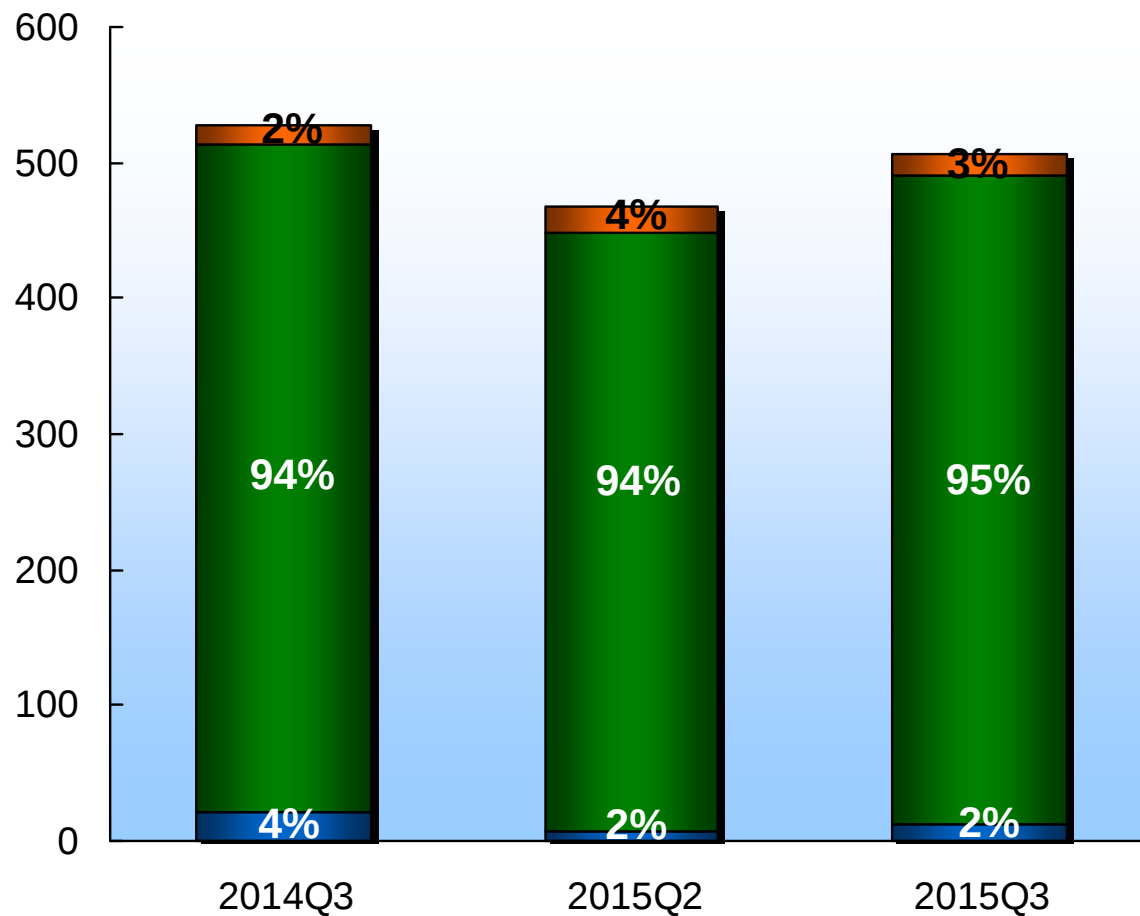
2015年第三季銷售額分析 - 產品別(母公司)

單位：新台幣佰萬元



2015年第三季銷售量分析 - 產品別(母公司)

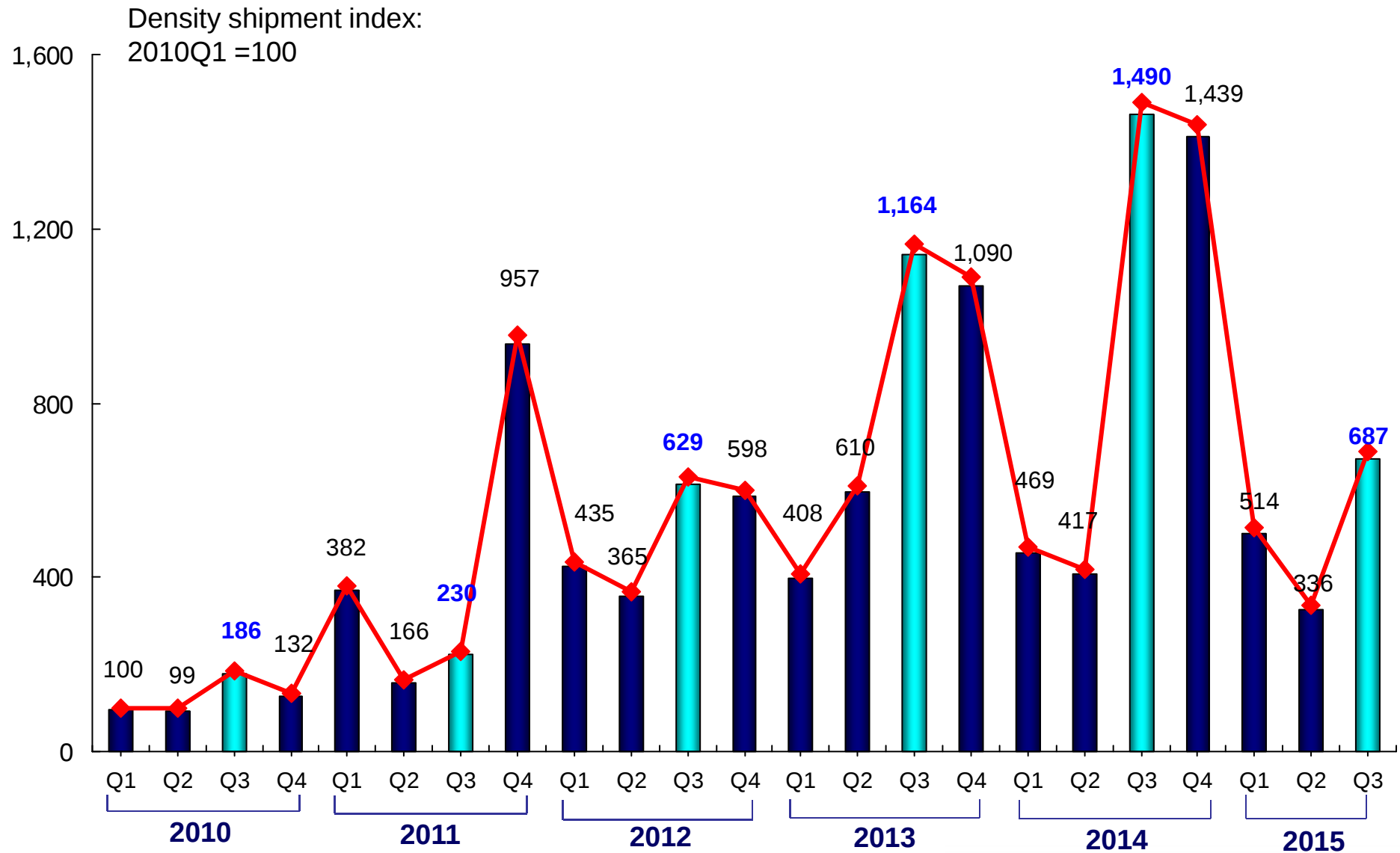
單位：佰萬顆



	QoQ Change	YoY Change
NAND	-18%	+18%
NOR	+9%	-3%
ROM	+61%	-44%
FBG	-22%	-20%

* Equivalent 8" WF base for FBG (foundry business group)

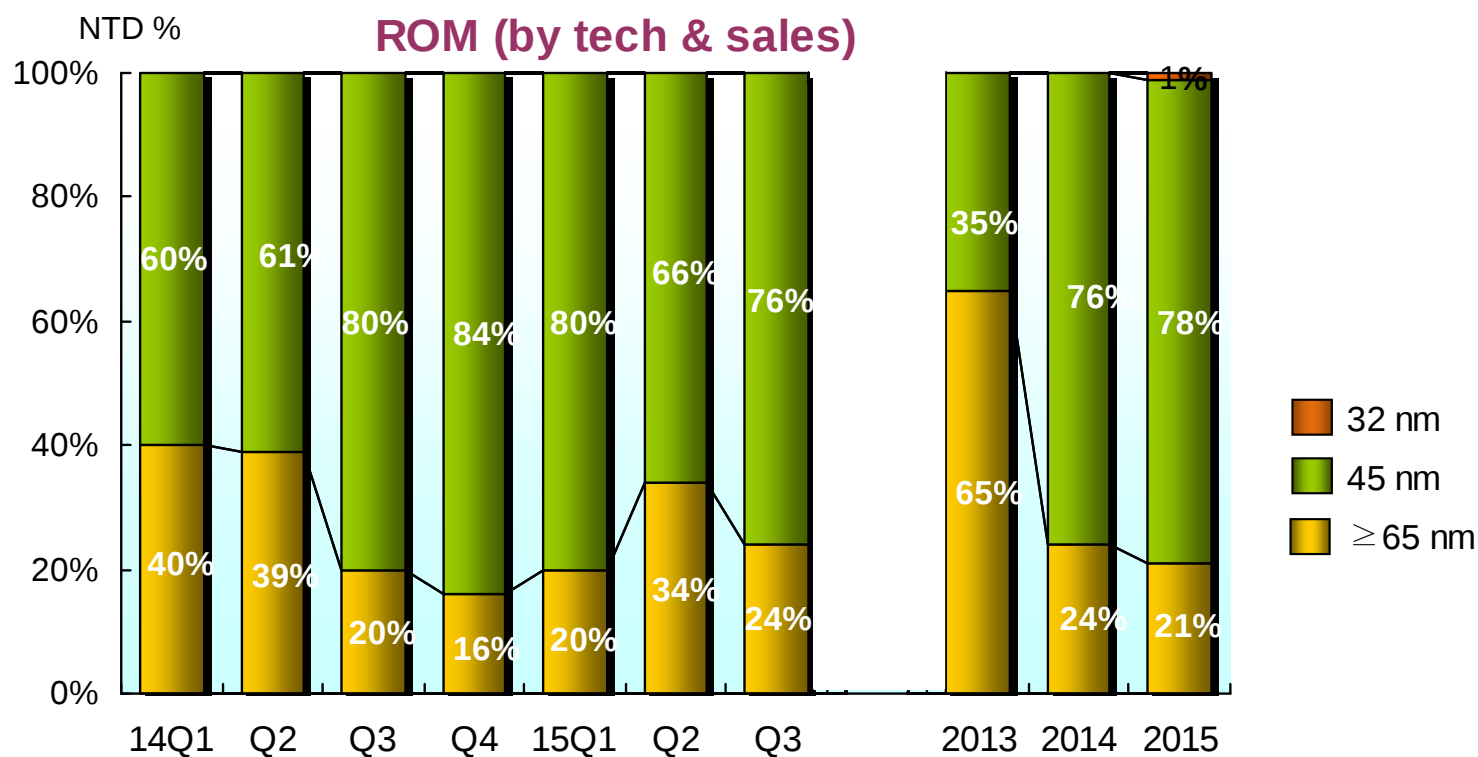
營運現況 - ROM



營運展望

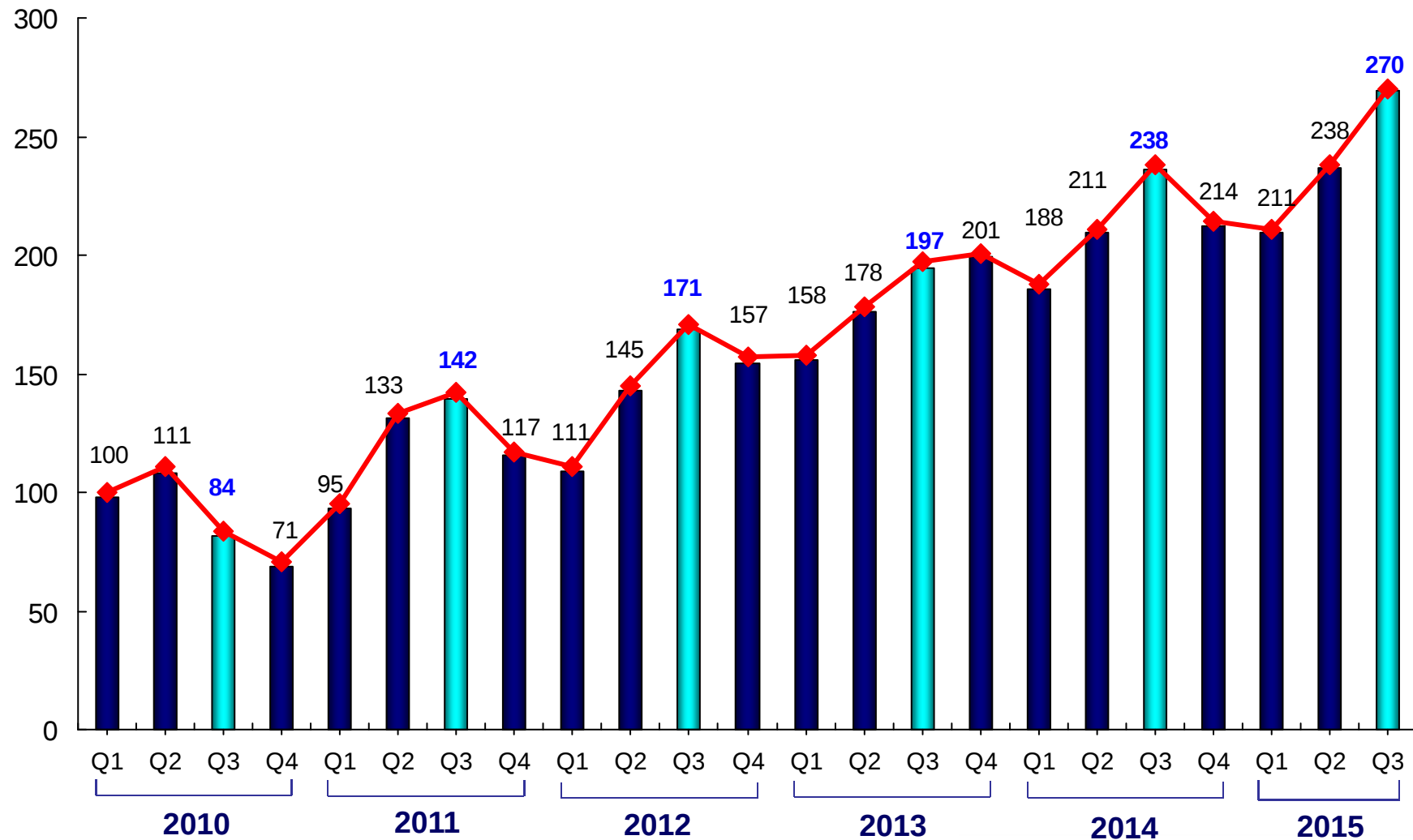
➤ ROM business

- ≤45奈米製程產品佔2015第三季 ROM 營收 76%
- 季節需求低於預期，主因為客戶新舊平台轉換
- 客戶將於2016年公佈新主機平台之功能與細節



營運現況 - NOR Flash

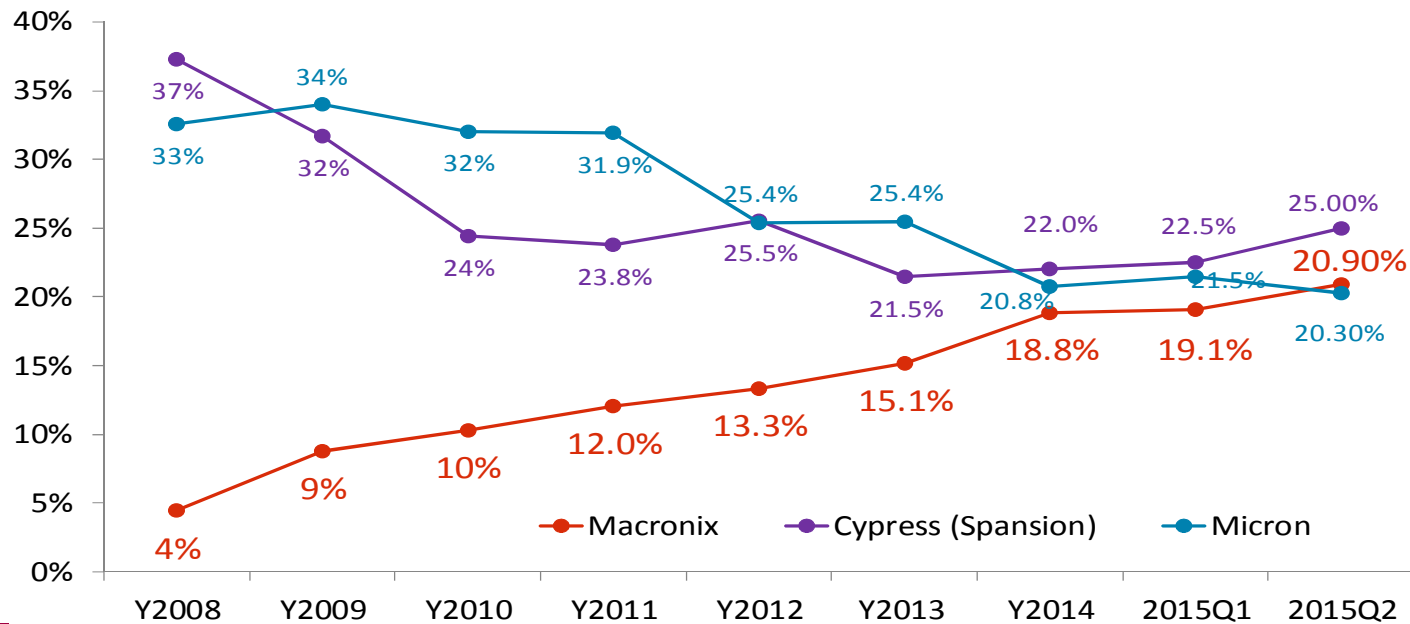
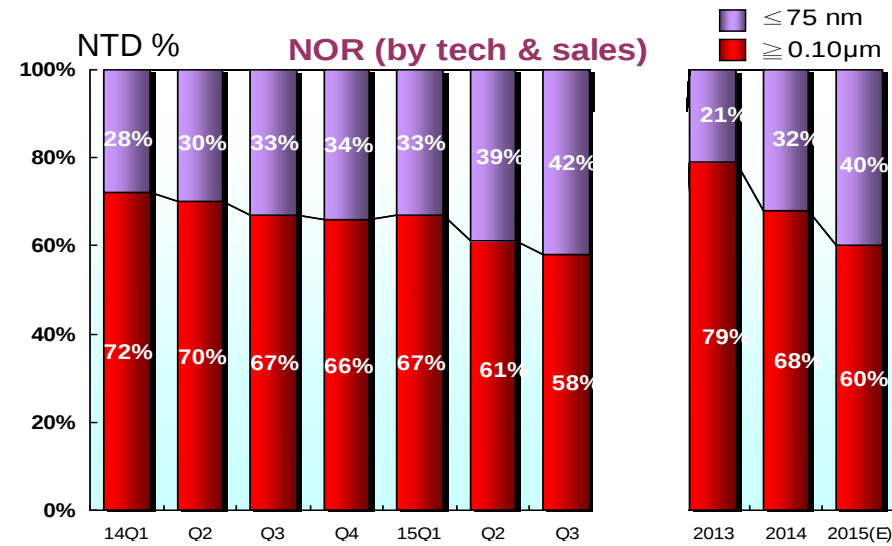
Density shipment index:
2010Q1 = 100



Current status of NOR memory business

➤ NOR flash business

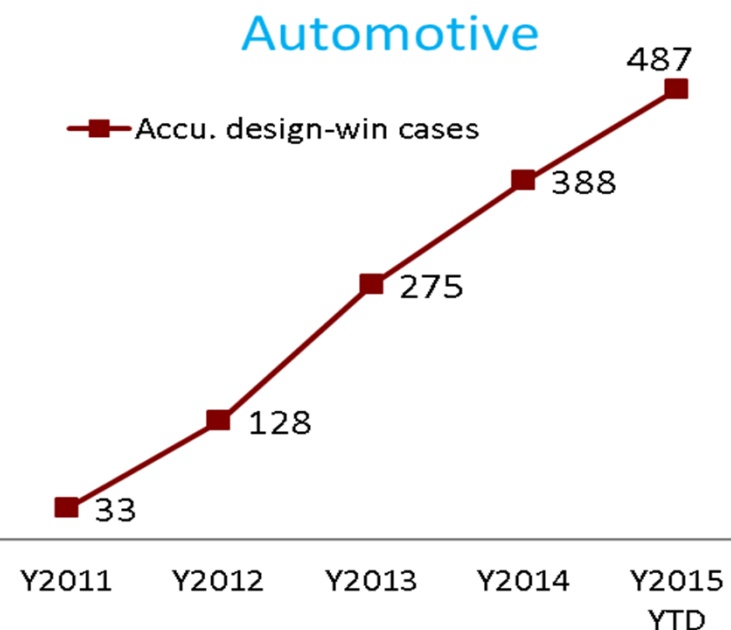
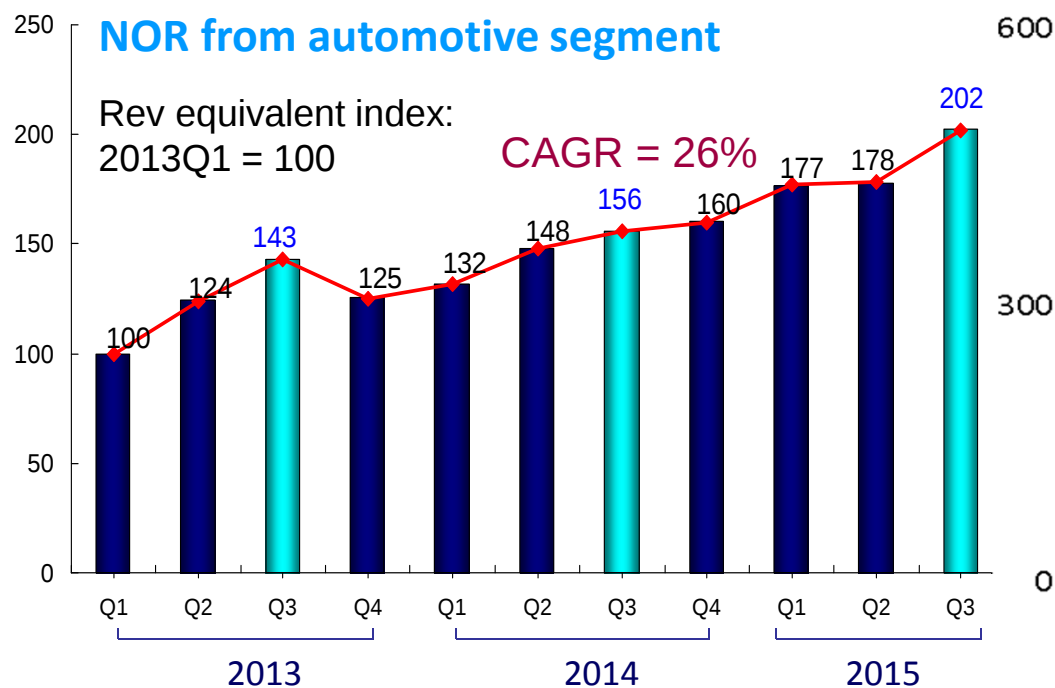
- ≤75nm products represented 42% of NOR business in 15Q3
- According to iHS, in 2015Q2 Macronix ranks No. 2 with global market share of 20.9% and still growing
- Increasing design-wins provide the sustainable growth momentum for the future



Targeting the growing automotive market with competitive products

Rapid and sustainable growth in automotive market

- Macronix is global ranking No. 3 in 2014
- Top 3 companies account for 93% market share in automotive segment
- Revenue contribution from automotive segment is expected to grow



Targeting the booming IoT market with innovative products

UltraLow Power/Wide Range Vcc Memory Solution

Target Markets: Internet of Things (IoT) / Wearable Devices

Density: 512Kb to 64Mb

Features:

- ❑ **Ultra Low Power Consumption**
 - 70% to 90% power savings
- ❑ **Wide Range Vcc (1.65 - 3.6V)**
 - extends battery life by up to 50%
- ❑ **Small Form Factor**
 - WSON, USON Packages, WLCSP, KGD
- ❑ **Standard Serial NOR Flash Interface**
- ❑ **Unique ID, secured OTP**



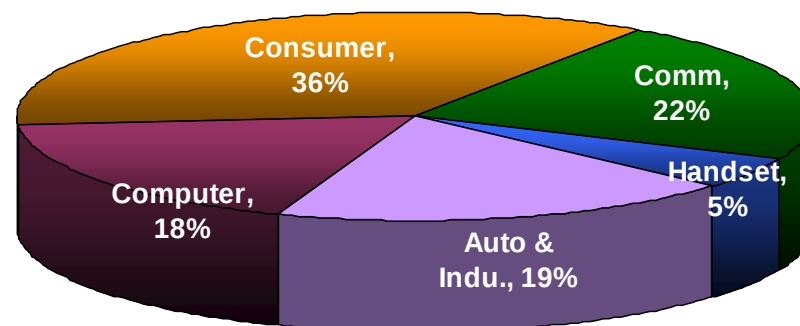
Macronix's innovative solutions aiming the booming IoT and wearable markets

- Aiming emergent markets with annual market size $\geq 20B$ units within 3 yrs
- Sample requests are from all regions and diversified applications for KGD & discrete memory
- Already sent out ES/CS to ~200 global top tier customers in various applications, including Wireless charger, Wearable, Connectivity, Smart home appliance, Alarm & security, Thermostat, Smart meter, Smart pill, etc.

營運現況 – 2015年第三季 NOR Flash 產品應用分析

2015年第三季 NOR

營收分析

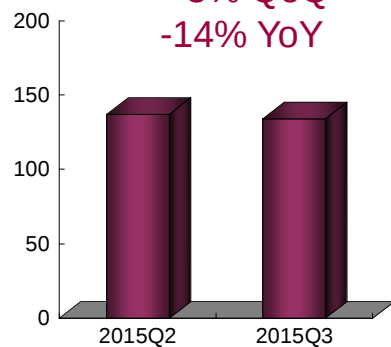


2015年第三季 NOR

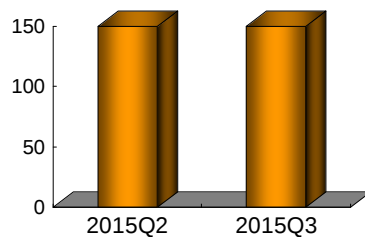
銷售量分析

銷售量
(佰萬顆)

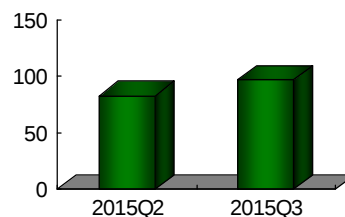
Computer
-3% QoQ
-14% YoY



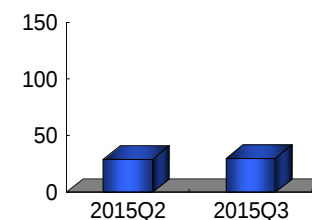
Consumer
+9% QoQ
+7% YoY



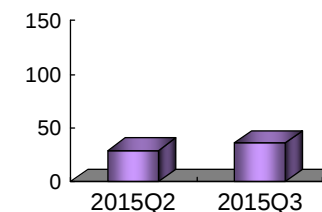
Communication
+15% QoQ
+3% YoY



Handset
+3% QoQ
-107% YoY



Auto & Indu.
+22% QoQ
+51% YoY



Current status – Alliance with global top-tier distributor

Macronix and Arrow Electronics Announced Global Distribution Partnership

- ◆ Press release were co-launched globally by both Macronix and Arrow Electronics on June 16, 2015.
- ◆ The new agreement enables Macronix Flash memory products & solutions available globally through Arrow's extensive sales and distribution network.
- ◆ Arrow is specializing in automotive and industrial segments



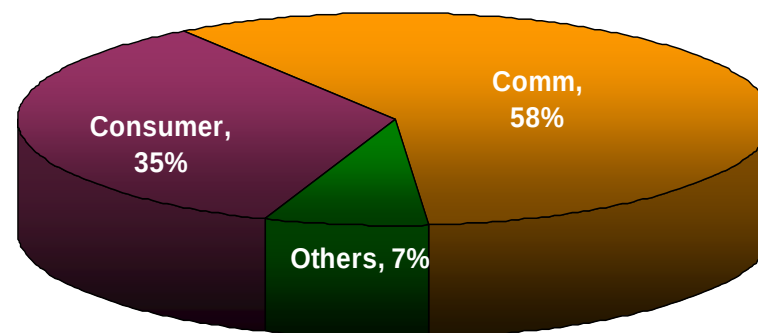
營運現況 – SLC NAND

➤ SLC NAND flash business

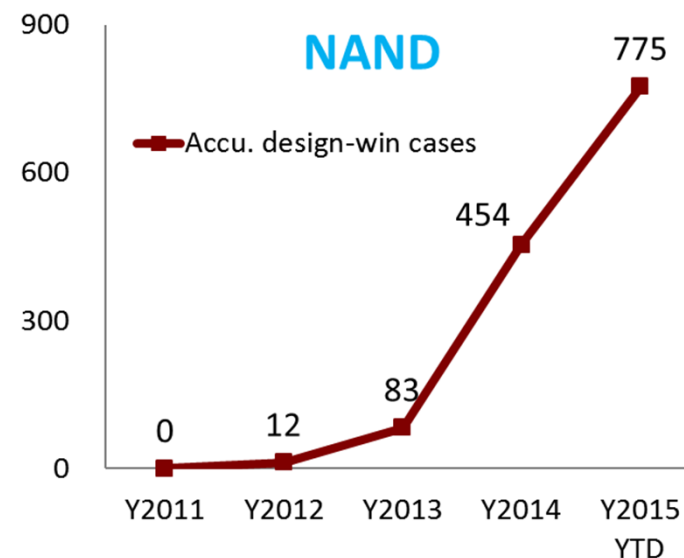
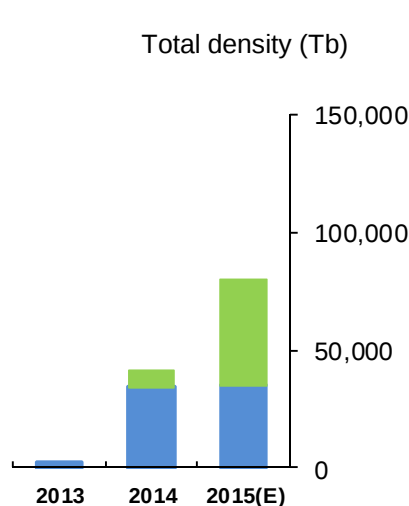
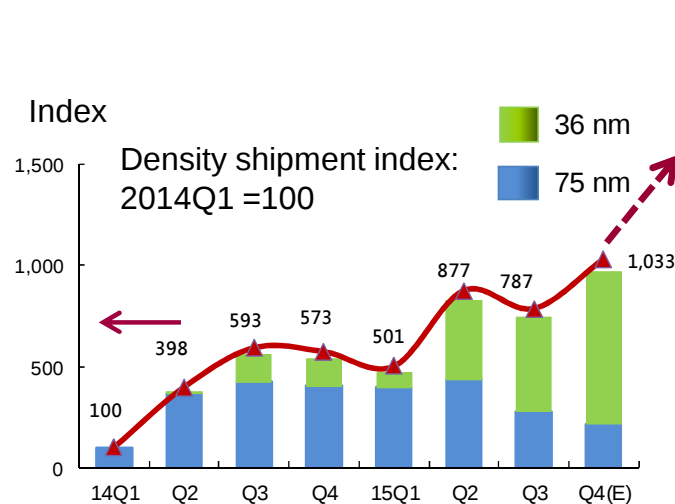
- SLC NAND Q3銷售下降主因為客戶存貨調整所致
- Design-wins 大幅增加顯示努力成果，未來營收將持續成長

2015年第三季 NAND

營收分析



SLC NAND Flash equivalent density shipment



For more information regarding Macronix
<http://www.macronix.com>



MACRONIX
INTERNATIONAL Co., LTD.

For all inquiries, suggestions and comments
ir@mxic.com.tw