



Nanya Technology Q4 2022 Investor Conference



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Q4'22 Financial Results Summary

Amount in Million NT\$, except for EPS & BVPS	Q4'22		Q3'22		QoQ	Q4'21		YoY
Net Sales	7,954	100%	11,022	100%	-27.8%	21,399	100%	-62.8%
Gross Profit (Loss) <i>Gross Margin(%)</i>	1,037	13.0%	3,597	32.6%	-71.2%	10,563	49.4%	-90.2%
Operating Income (Loss) <i>Operating Margin(%)</i>	-1,544	-19.4%	920	8.3%	-267.8%	8,023	37.5%	-119.2%
EBITDA* <i>EBITDA Margin (%)</i>	2,217	27.9%	4,717	42.8%	-53.0%	11,850	55.4%	-81.3%
Non-operating Income (Expense)	125**	1.6%	2,243	20.3%		101	0.5%	
Income Tax Benefit (Expense)	272	3.4%	-522	-4.7%		-1,670	-7.8%	
Net Income (Loss) <i>Net Margin (%)</i>	-1,146	-14.4%	2,641	24.0%	-143.4%	6,454	30.2%	-117.8%
Earnings Per Share (NT\$)	-0.37***		0.85			2.08		
Book Value Per Share (NT\$)	58.41****		59.29			55.85		

Remark: * EBITDA = Operating income + Depreciation & Amortization Expenses

** FX loss unfavorable NT\$2,333M QoQ

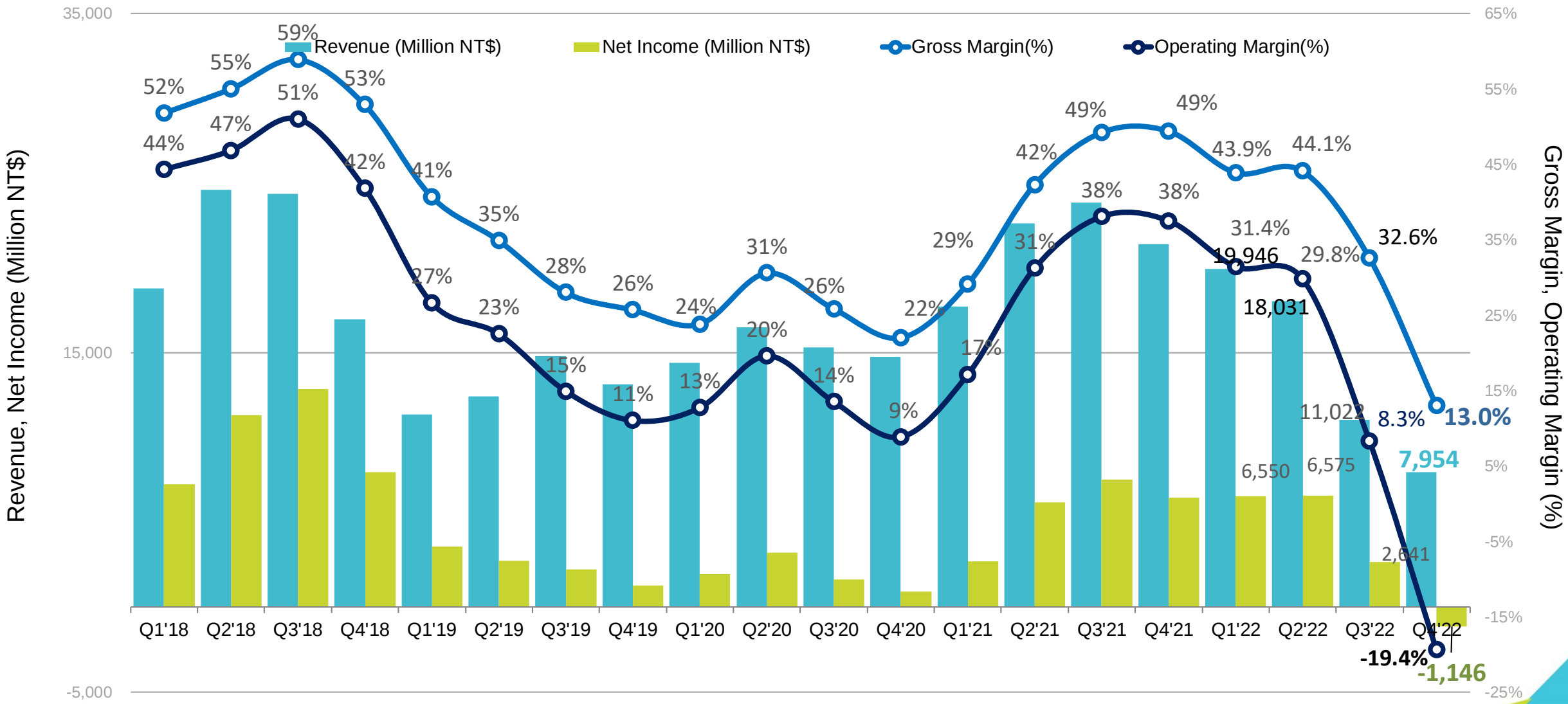
*** EPS is based on weighted average outstanding shares of 3,098M

**** BVPS is calculated based on 3,098M outstanding shares

Q4'22 vs. Q3'22 Results Comparison

Amount in Million NT\$	Q4'22	Q3'22	QoQ (PPT* Delta)	Remarks
Net Sales	7,954	11,022	-27.8%	■ ASP decreased mid-twenties% ■ Bit shipment decreased low-single digits% ■ FX positive low-single digits% increase
Gross Profit (Loss) Gross Margin(%)	1,037 13.0%	3,597 32.6%	-19.6%	■ Q4'22 Gross profit decreased NT\$ 2,560M, mainly due to ASP and shipment decrease
Operating Expense	2,581 32.4%	2,677 24.3%	8.1%	■ Operating expenses decreased NT\$ 96M
Operating Income (Loss) Operating Margin(%)	-1,544 -19.4%	920 8.3%	-27.7%	■ Q4'22 OP income decreased NT\$ 2,464M
Net Income (Loss) Net Margin (%)	-1,146 -14.4%	2,641 24.0%	-38.4%	■ Net Income decreased NT\$ 3,787M • OP Income decreased NT\$ 2,464M • FX loss unfavorable NT\$2,333M • Interest income favorable NT\$283M • Income tax favorable NT\$794M

Quarterly Financial Highlights



Cash Flows

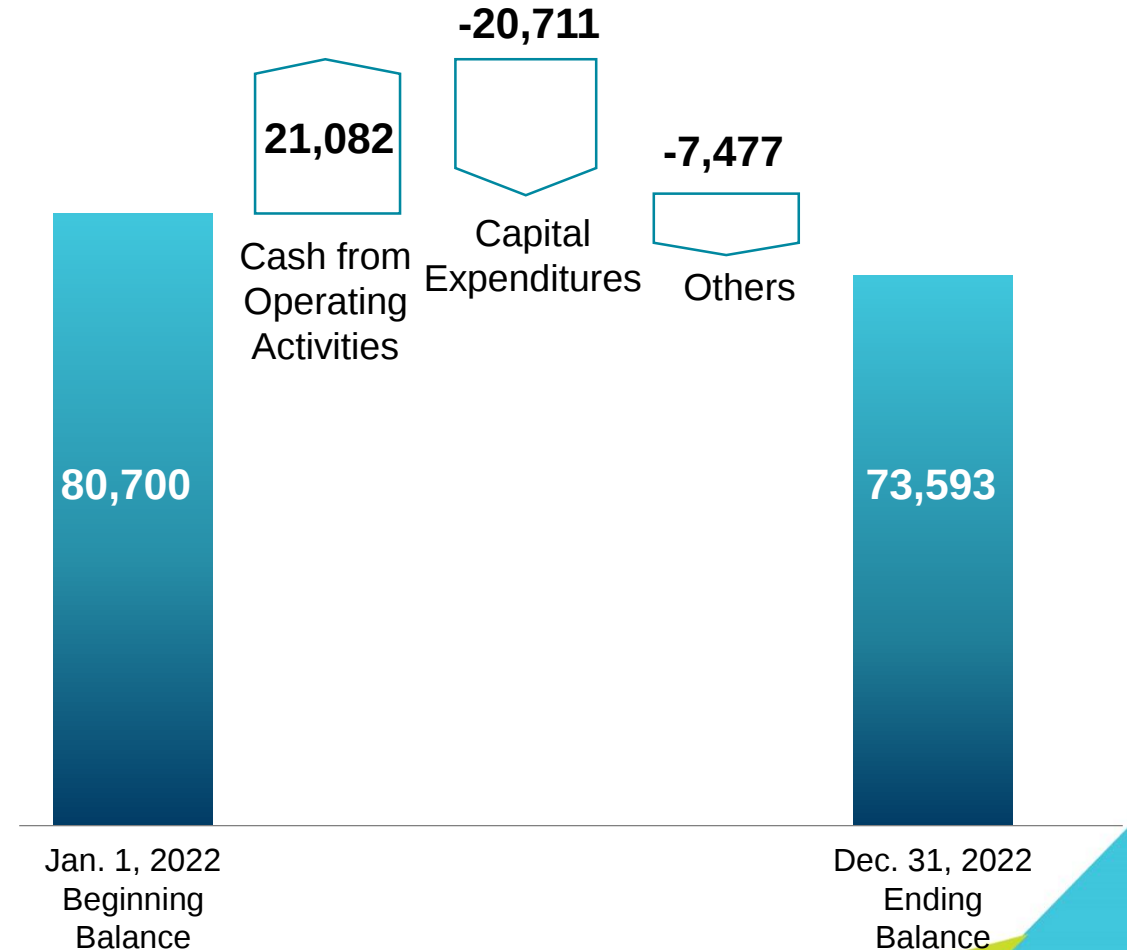
Unit: Million NT\$	Q4'22	Q3'22
Beginning Balance	83,012	94,973
Cash from Operating Activities	699	2,739
Capital Expenditures	-6,651	-7,517
Others	*-3,467	** -7,183
Ending Balance	73,593	83,012
Free Cash Flow ⁽¹⁾	-5,951	-4,778

(1) Free Cash Flow = Cash from operating activities – Capital expenditures

- * - NT\$ 2.78 billion of exchange rate changes on cash and cash equivalents
- ** 1. - NT\$ 11.47 billion of dividend payout
2. +NT\$ 3.78 billion of exchange rate changes on cash and cash equivalents

Year 2022 Cash Flow

Unit: Million NT\$



2022 Consolidated Income Statement

Amount: Million NT\$	2022		2021		YoY
Net Sales	56,952	100.0%	85,604	100.0%	-33.5%
Cost of Goods Sold	35,610	62.5%	48,560	56.7%	
Gross Margin	21,342	37.5%	37,044	43.3%	-42.4%
SG&A Expenses	2,498	4.4%	2,358	2.8%	
R&D Expenses	7,841	13.8%	7,500	8.8%	
Operating Income	11,002	19.3%	27,186	31.8%	-59.5%
Non-operating Income (Exp.)	5,875*	10.3%	581	0.7%	
Income before Tax	16,877	29.6%	27,767	32.4%	-39.2%
Income Tax Benefit (Expense)	-2,258	-4.0%	-4,918	-5.7%	
Net Income	14,619	25.7%	22,849	26.7%	-36.0%
EPS(NT\$)	4.72		7.40		
Book Value Per Share(NT\$)	58.41		55.85		

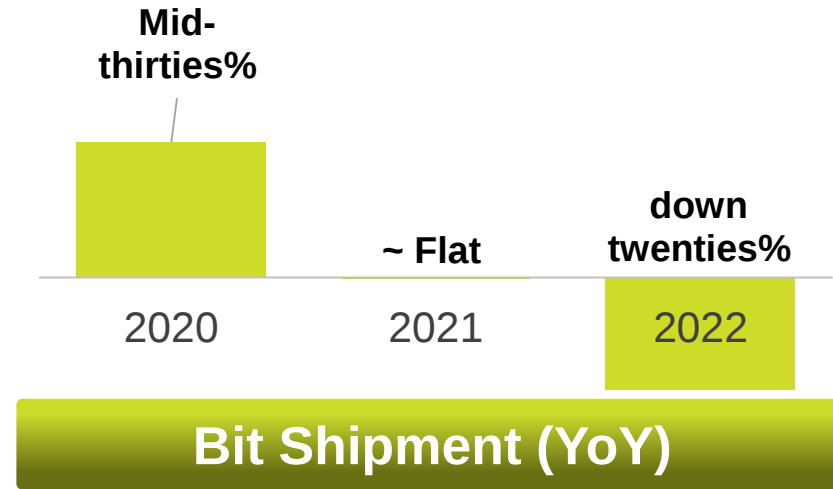
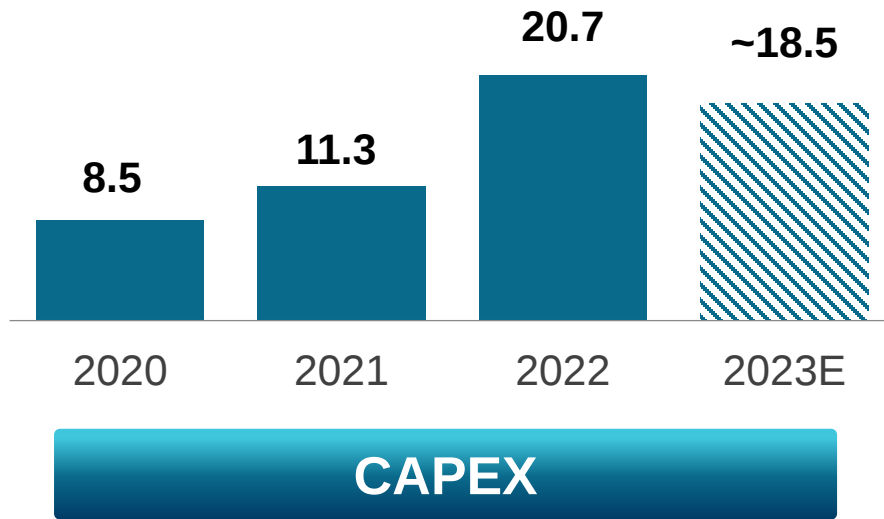
* FX gain NT\$ 3,190M, interest income NT\$ 1,395M, equity income NT\$ 574M and other income

2022 vs. 2021 Results Comparison

Amount in Million NT\$	2022	2021	YoY (PPT* Delta)	Remarks
Net Sales	56,952	85,604	-33.5%	■ Bit shipment decreased twenties YoY ■ ASP decreased low-teens% YoY ■ FX positive mid-single digits% YoY
Gross Income (Loss) Gross Margin(%)	21,342 37.5%	37,044 43.3%	-5.8%	■ Gross Income decreased by NT\$ 15,702M mainly due to shipment and ASP decrease
Operating Expense	10,340 18.2%	9,858 11.5%	6.7%	■ SG&A expense increased NT\$ 140M, R&D expense increased NT\$ 342M
Operating Income (Loss) Operating Margin(%)	11,002 19.3%	27,186 31.8%	-12.5%	■ Operating Income decreased NT\$ 16,184M
Net Income (Loss) Net Margin (%)	14,619 25.7%	22,849 26.7%	-1.0%	■ Net Income decreased by NT\$ 8,230M mainly due to: • Operating Income decreased NT\$ 16,184M • FX gain favorable NT\$ 3,513M (2022: NT\$ +3,190M; 2021: NT\$ -323M) • Interest income increase NT\$ 1,121M • Income tax favorable NT\$ 2,660M

CAPEX & Bit Shipment

NT\$ Billion



Capital

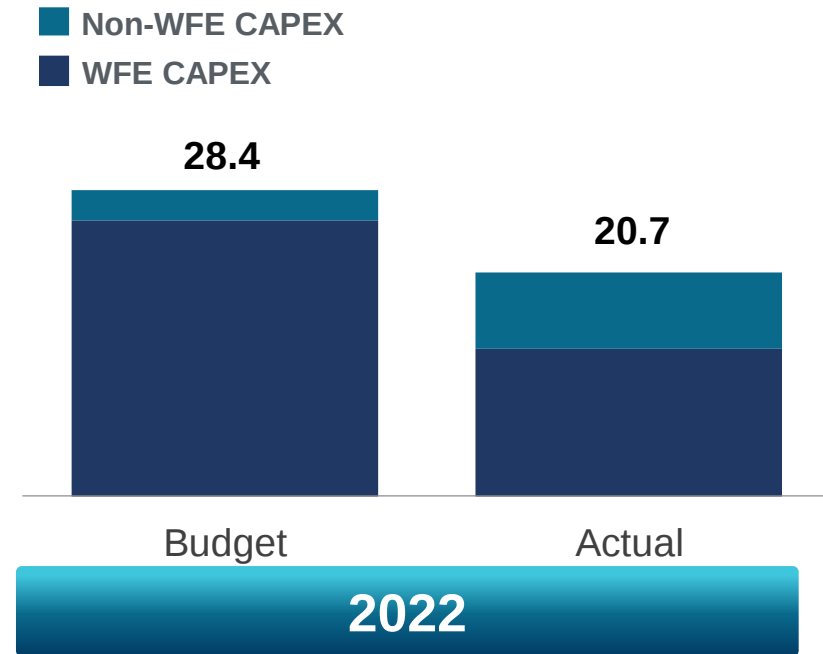
Expenditure(CAPEX)

- 2022 CAPEX reduced 27% to NT\$ 20.7B from NT\$ 28.4B
- 2023 CAPEX plan estimated ~ NT\$ 18.5B

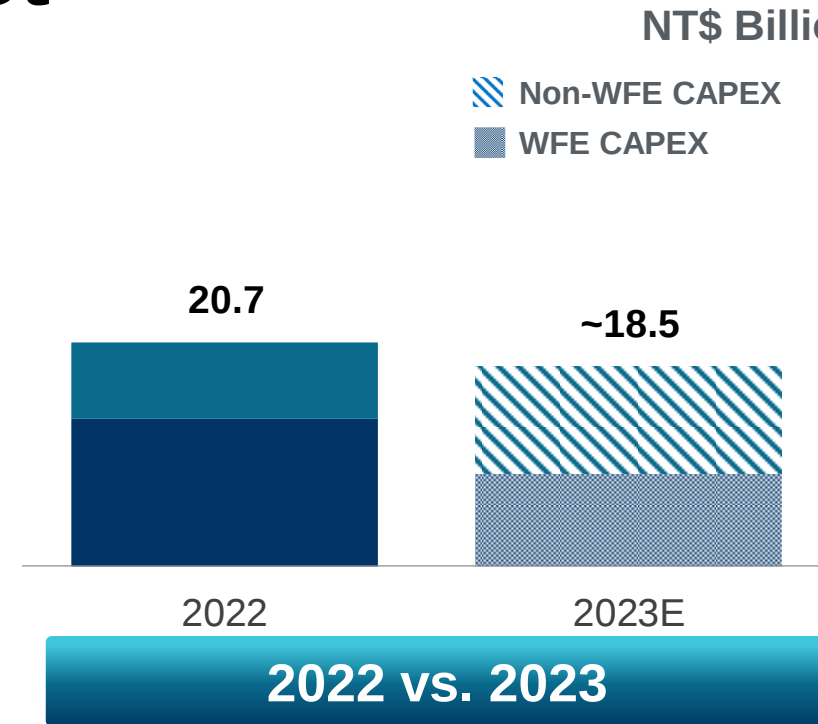
Bit Shipment

- 2022 YoY bit shipment down twenties% due to weak market demand
- 1H'23 weak demand may continue
- Production output reduction targeting up to 20% dynamically for 2023

CAPEX Update and Forecast



- Actual CAPEX 27% less than original budget
- Cut 2022 WFE CAPEX by almost half



- 2023 CAPEX plan estimated ~ NT\$ 18.5B
- WFE CAPEX less than 50% of total

Market Outlook(2023)

Outlook

- Q1'23, DRAM market to remain soft, due to corporates spending and consumer purchasing power decline. Globally, Economics downturn triggered by high inflation and interest rates. Regionally, Russia-Ukraine conflict & China COVID measures impact on supply chain & its domestic demand.
- Q2'23 some global and regional impact may remain uncertain or marginally improved; 2H'23, potentially, DRAM market may gradually recover from downturn

Supply

- Q1'23 DRAM suppliers' inventory continue to increase, some vendors took actions on CAPEX reduction, capacity adjustment and slowing down process migration

Demand

- **Server Market:** Enterprise cloud demand healthy, however consumer cloud vendors to reduce investment due to sluggish economy. 2H'23, as the components supply imbalance issue solved, the new CPU platform & DDR5 may stimulate server DRAM demand
- **Mobile Market:** U.S. & Korea mobile phone makers shipment relatively healthy. China brand smartphone relatively sluggish. Q2'23 inflation and inventory impact gradually eased; 2H'23 potentially, smartphone shipments may recover
- **PC Market:** Annual PC shipments continue to decline; average DRAM content remain growth
- **Consumer Market:** Q1'23 TVs and consumer electronics sales conservative, may improve in 2H23; Networking, industrial and automotive demand relatively healthy

Nanya Business Review & Outlook

Finance

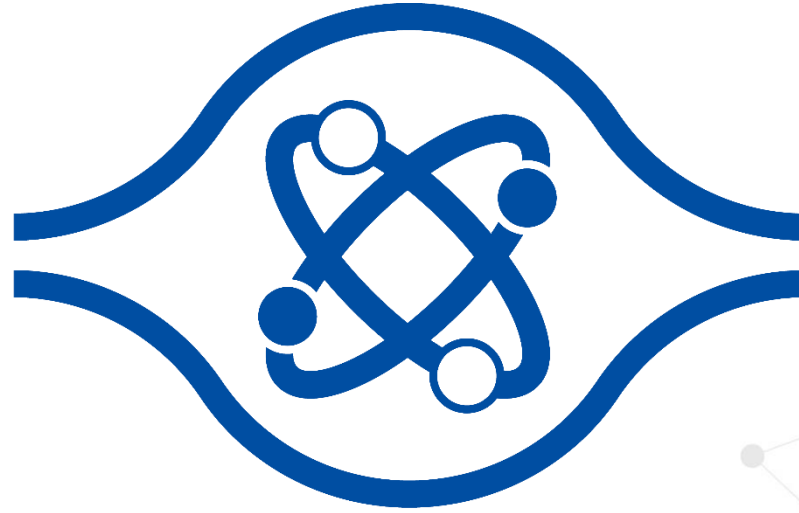
- Q4'22 EPS NT\$ -0.37; Y2022 EPS NT\$ 4.72

Operation

- Flexible approach in adjusting product mix, production output and CAPEX to better respond weaker market demand
- 1st 10nm-class (1A) product small volume production; 2nd 10nm-class (1B) piloting and target small volume production in 2023
- Nanya consecutively selected into DJSI World Index and Emerging Markets Index
- Nanya received CDP Water Security “A” list, Climate Change leadership level

Market Outlook

- Q1'23 global economy slowdown, DRAM market remain soft, Q2'23 need to monitor China recovery, global supply chain restructure & inflation trend



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Thanks & Questions

Q4'22 Consolidated Income Statement

Amount: Million NT\$

	Q4'22		Q3'22		QoQ	Q4'21		YoY
Net Sales	7,954	100.0%	11,022	100.0%	-27.8%	21,399	100.0%	-62.8%
Cost of Goods Sold	6,917	87.0%	7,425	67.4%		10,836	50.6%	
Gross Margin	1,037	13.0%	3,597	32.6%	-71.2%	10,563	49.4%	-90.2%
SG&A Expenses	622	7.8%	620	5.6%		584	2.7%	
R&D Expenses	1,959	24.6%	2,057	18.7%		1,956	9.1%	
Operating Income	-1,544	-19.4%	920	8.3%	-267.8%	8,023	37.5%	-119.2%
Non-operating Income (Exp.)	125	1.6%	2,243	20.3%		101	0.5%	
Income before Tax	-1,418	-17.8%	3,163	28.7%	-144.9%	8,125	38.0%	-117.5%
Income Tax Benefit (Expense)	272	3.4%	-522	-4.7%		-1,670	-7.8%	
Net Income	-1,146	-14.4%	2,641	24.0%	-143.4%	6,454	30.2%	-117.8%
Earnings Per Share (NT\$)	-0.37		0.85			2.08		
Book Value Per Share(NT\$)	58.41		59.29			55.85		