



Elite Semiconductor Memory Technology Inc

Operating Updates 2021 Q3

2021/11/01



# Company Profile

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- Established Jun, 1998
- Public Listed in TWSE : March 2002
- Merger: Advanic (2005/12), EON (2016/06)
- Location : Hsinchu Science Park, Taiwan
- Major Products :
  - Memory IC (DRAM/Flash/MCP/eMCP/eMMC)
  - Analog/Mixed Mode IC(Audio/Power)
  - Wireless Solution for IoT
- IC Design/Development, Manufacturing, Sales and related service



# Operating Updates

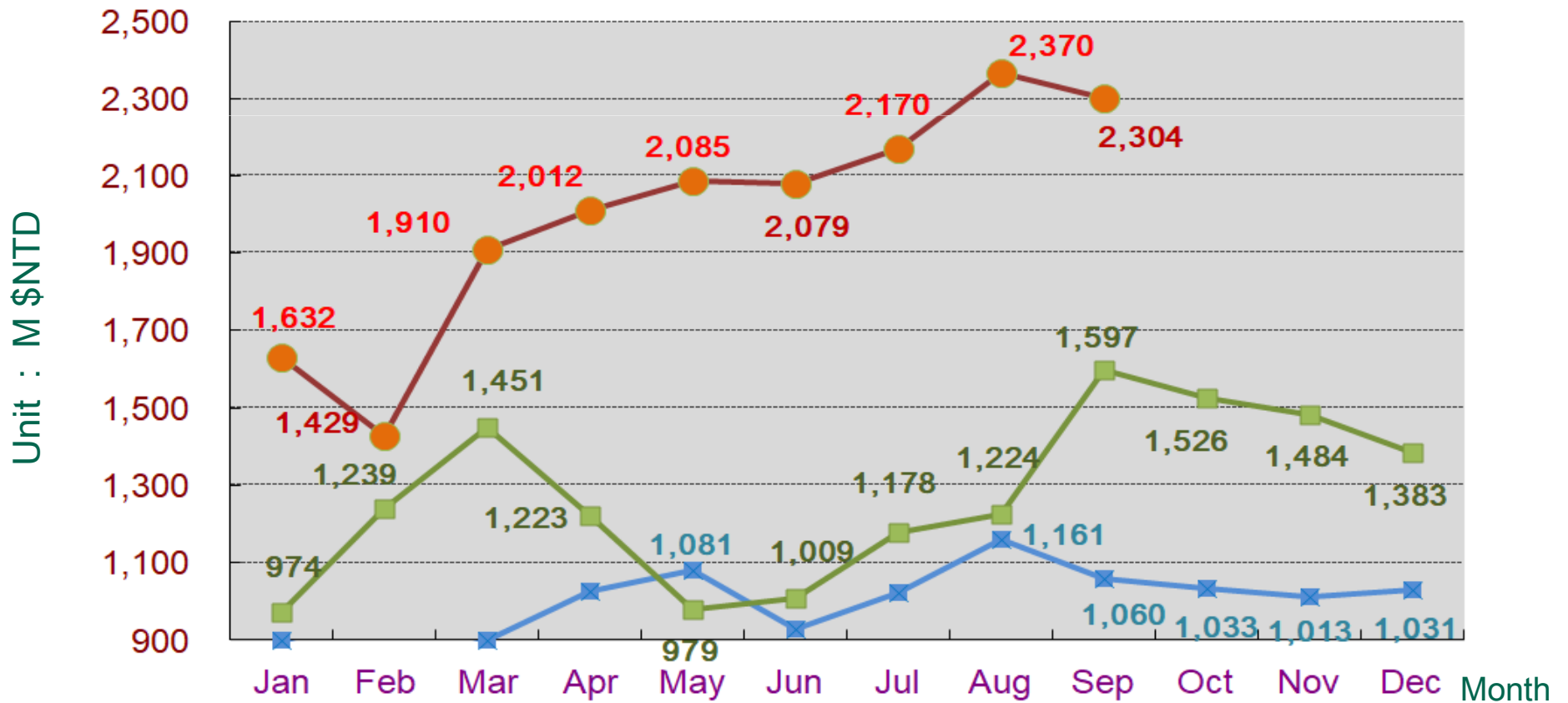
## Consolidated Rev.

2020Q3 \$10,874 M

2021Q3 \$17,990 M (65.45% ↑)

**ESMT REV. Trend**

—▲— 2019    —■— 2020    —●— 2021





# Operating Updates

## Consolidated Income Statement

2021Q3

Unit : K \$NTD

	Q1	Q2	Q3	Q1~Q3 合計
Net Sales	4,971,476	6,175,127	6,843,255	17,989,858
Gross Margin(%)	23.01%	36.66%	44.27%	35.78%
Operation Income	633,049	1,623,995	2,159,740	4,416,784
Rate(%)	12.73%	26.30%	31.56%	24.55%
Income before tax	730,739	1,501,106	2,269,810	4,501,655
Rate(%)	14.70%	24.31%	33.17%	25.02%
EPS	2.30	4.62	6.80	13.72



# Operating Updates

## Consolidated Income Statement

Unit : Million \$NTD

Item	2021Q3 (Reviewed by the CPAs.)	2021Q2 (Reviewed by the CPAs.)	QoQ	2020Q3 (Reviewed by the CPAs.)	YoY
Net Sales	6,843	6,175	10.82%	3,999	71.12%
Gross Margin(%)	44.27%	36.66%		15.79%	
Operation Income	2,160	1,624	33.00%	263	721.29%
Rate(%)	31.56%	26.30%		6.58%	
Income before tax	2,270	1,501	51.23%	288	688.19%
Rate(%)	33.17%	24.31%		7.20%	
EPS	6.80	4.62		0.85	



# Operating Updates

## Consolidated Balance Sheet

2021Q3

Unit : K \$NTD

Assets	2021/9/30	2021/6/30	2020/9/30
Cash and cash equivalents	\$9,216,312	\$6,674,997	\$2,265,219
Accounts receivable, net	2,160,408	2,298,262	1,712,482
Inventories	5,066,840	5,058,712	6,747,076
<b>Total current assets</b>	<b>17,082,470</b>	<b>14,571,548</b>	<b>11,365,976</b>
<b>Total non-current assets</b>	<b>1,580,037</b>	<b>1,424,072</b>	<b>1,076,083</b>
<b>Total assets</b>	<b>18,662,507</b>	<b>15,995,620</b>	<b>12,442,059</b>



# Operating Updates

## Consolidated Balance Sheet

2021Q3

Unit : K \$NTD

Liab. & Equity.	2021/9/30	2021/6/30	2020/9/30
Accounts payable	\$2,851,896	\$2,620,279	\$2,521,962
Other payables	1,570,092	1,156,865	577,512
<b>Total current liabilities</b>	<b>7,050,927</b>	<b>5,821,717</b>	<b>4,446,482</b>
<b>Total non-current liabilities</b>	<b>112,445</b>	<b>105,352</b>	<b>109,761</b>
<b>Total liabilities</b>	<b>7,163,372</b>	<b>5,927,069</b>	<b>4,556,243</b>
<b>Total equity</b>	<b>11,499,135</b>	<b>10,068,551</b>	<b>7,885,816</b>
<b>Total liabilities and equity</b>	<b>18,662,507</b>	<b>15,995,620</b>	<b>12,442,059</b>



# Memory Business

Memory Business includes Packaged Niche Memory and Customized SoC Memory.

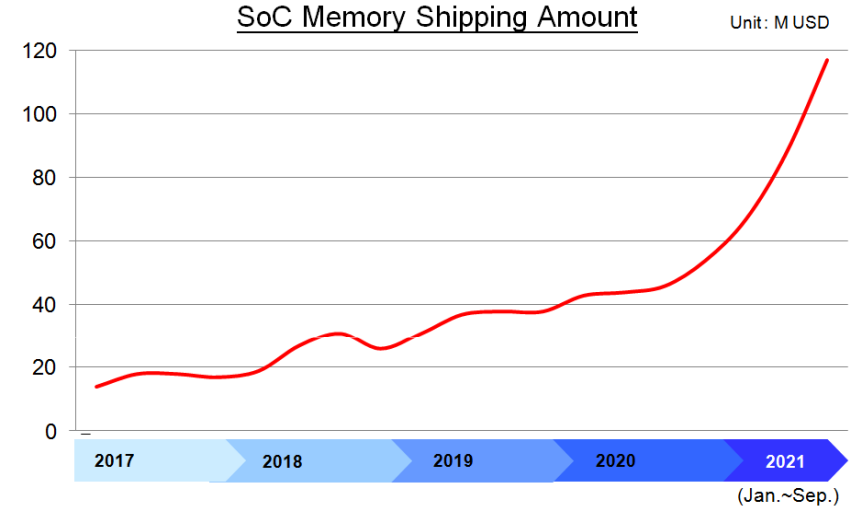
## ➤ Packaged Niche Memory

- Sales covered many fields, such as IoT/AIoT, Smart Devices, Network Communication, Display, Consumer, PC Peripherals, Automotives, Industrial and Medical, etc..
- Compliant with various main chipsets, we are one of the major suppliers now.

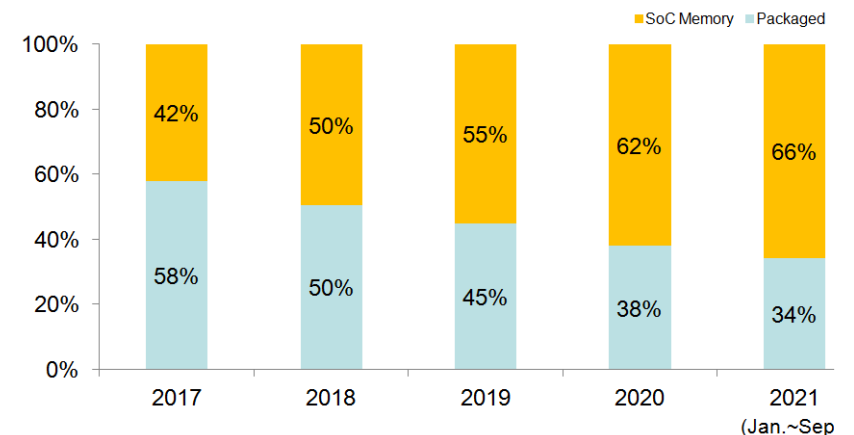
## ➤ Customized SoC Memory

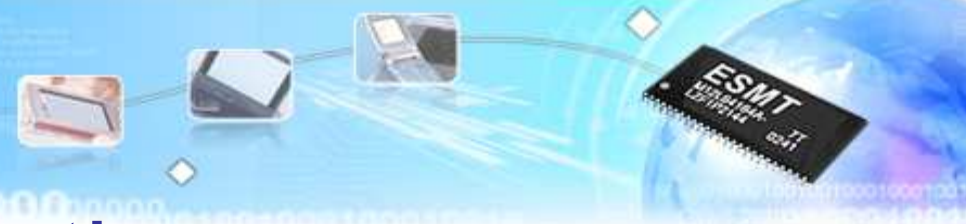
- Built-in memory has become the trend of SoC lately, the CAGR of SoC Memory was 30% in the past 4 years.
- Since 2018, the shipping quantities were over 50% out of the total shipments, it reached 66% in 2021 Q1~Q3.
- The SoC memory is packaged with main chips for various applications, such as IoT/AIoT、TV、WiFi、PON、IP Cam、STB, MCU and Interface IC, etc..
- Main customers include Taiwan, China and Worldwide IC design companies.

SoC Memory Shipping Amount



SoC Memory Shipping Quantity Growth





# SoC Memory Applications





# Business Review & Outlook

- Revenue Record High in Q3/2021 , GM 44.27% , eps 6.80
- Q4/2021 market impact caused by unbalanced component supply and power shortage in China
  - Packaged Niche Memory
    - Supply Shortage of DDR3 to be not so tight as in Q3
    - Very little impact on DDR2/DDR1/SDRAM market
  - Very little impact on SoC Memory market
- Achieved 4G DDR4 /3200MHz to production
- Achieved tape out of 256Mb/3V NOR Flash SOP8
- Audio Amp IC
  - WW no.1 supplier of TV application
  - Achieved to be a supplier of Hi-End Audio application



Thank s !

Q & A