



Investor Conference

Aug, 2020

Disclaimer

- Except for statements in respect of historical matters, the statements in this release are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual performance, financial condition or results of operations of TXC to be materially different from what may be implied by such forward-looking statements.
- The financial forecasts and forward-looking statements in the release reflect the current belief of TXC as of the date of this release and TXC undertakes no obligation to update these forecasts and forward-looking statements for events or circumstances that occur subsequent to such date.
- The statements in respect of historical matters may contain unaudited information, which may have certain deficiency or weakness so as not to fairly present financial condition or the results of operations of TXC.

TXC over 36 years in Timing Industry

- **Founded in 1983**, Headquarters in Taiwan
- **Listed in Taiwan Stock Exchange**, 2000
- **Ranked No. 3 in Worldwide Timing Market**, CS&A 2019
- **Ranked No. 1 in Worldwide MHz Crystal Market**, CS&A 2012 ~ 2019
- **Preferred Supplier for Tier 1 in Network and Telecom Markets**, 2008 ~ 2019
- **Steady Growth in Automotive Market, 11% CAGR**, 2012 ~ 2019
- **Smallest and Innovative Sensors Integration by Ceramic Packaging**, 2013
- **Market Leader in Product Miniaturization**, 2012 ~ 2020

Mission

To achieve a **Win-Win-Win** partnership
in the **Supplier-TXC-Customer** relationships

Worldwide Timing Market Shares

Strong Market Penetration

2018 Rank	2019 Rank	Company Name	Revenue (USD :M)		Percent Change	Market Share (%)	
			2018	2019		2018	2019
1	1	Seiko Epson	\$365	\$355	-2.7%	11.7%	11.7%
2	2	NDK	\$358	\$336	-6.0%	11.5%	11.1%
4	3	TXC	\$272	\$281	3.3%	8.7%	9.2%
3	4	KCD	\$285	\$257	-10.0%	9.1%	8.4%
5	5	KDS	\$191	\$192	0.2%	6.1%	6.3%
6	6	Microchip (Vectron)	\$176	\$171	-3.0%	5.7%	5.6%
7	7	Murata	\$94	\$89	-6.0%	3.0%	2.9%
9	8	Harmony	\$92	\$88	-4.6%	2.9%	2.9%
8	9	Hosonic	\$94	\$86	-8.3%	3.0%	2.8%
11	10	SiTime	\$85	\$84	-1.1%	2.7%	2.8%
Others			\$1,110	\$1,103	-0.6%	35.6%	36.3%
Total Revenue			\$3,122	\$3,041	-2.6%	100%	100%

Source: CS&A July 2020

Manufacturing Facilities

Economy of Scale Productions

1991



Automotive IATF 16949



Taiwan, Ping Cheng (PCF)

- MHz Crystal
- TSX
- OSC
- TCXO
- VCXO
- OCXO
- Sensors

1999



Automotive IATF 16949



China, Ningbo (NGB)

- kHz/MHz Crystal
- TSX
- OSC

2013



China, Chongqing (CKG)

- MHz Crystal

- 3 manufacturing facilities
- 200+ automated production lines
- 350M+ monthly capacity(Timing Devices)
- 3,250 employees (PCF-1,060 、 NGB-1,330 、 CKG-860)
- 2 R&D centers (PCF, NGB)
- 500+ engineers

Sales & Labs

Localized Service, Responsive and Dedicate



Product Portfolios

Timing and Sensors

Timing (Crystals and Oscillators)

Metal Can



Glass Seal



Crystal Oscillators
(XO)



SAW Oscillators
(SO)



Seam Seal



Tuning Fork



Voltage Controlled
Oscillators
(VCXO)



Temperature
Compensated
Oscillators
(TCXO/S3TCXO)



Temperature Sensor Crystal
(TSX)



Oven Controlled
Oscillators
(OCXO)



Active Low EMI
Oscillators
(EMI XO)



Sensors

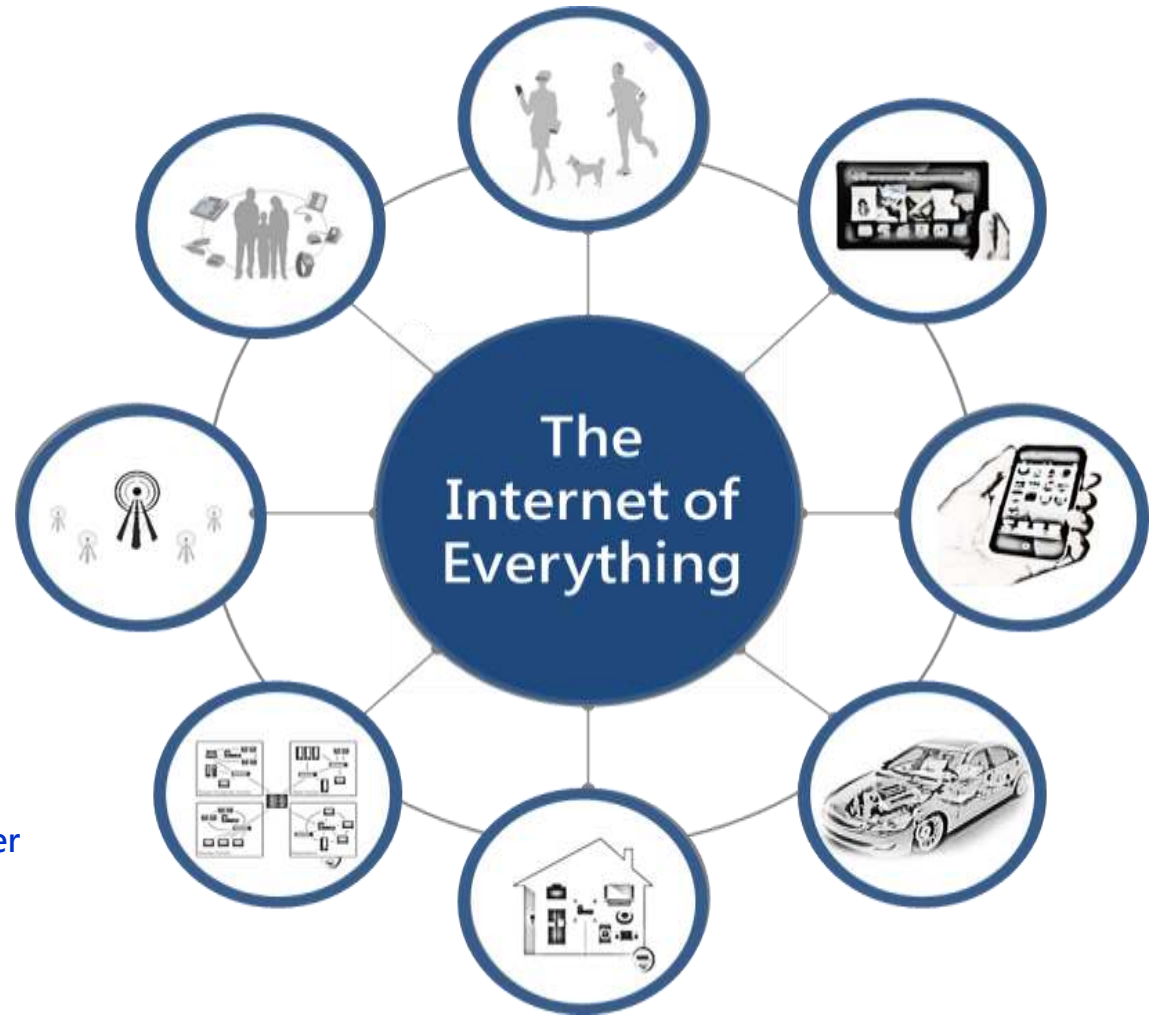
Proximity and Light Sensor



μ Bolometer
Coming in 2020 2H

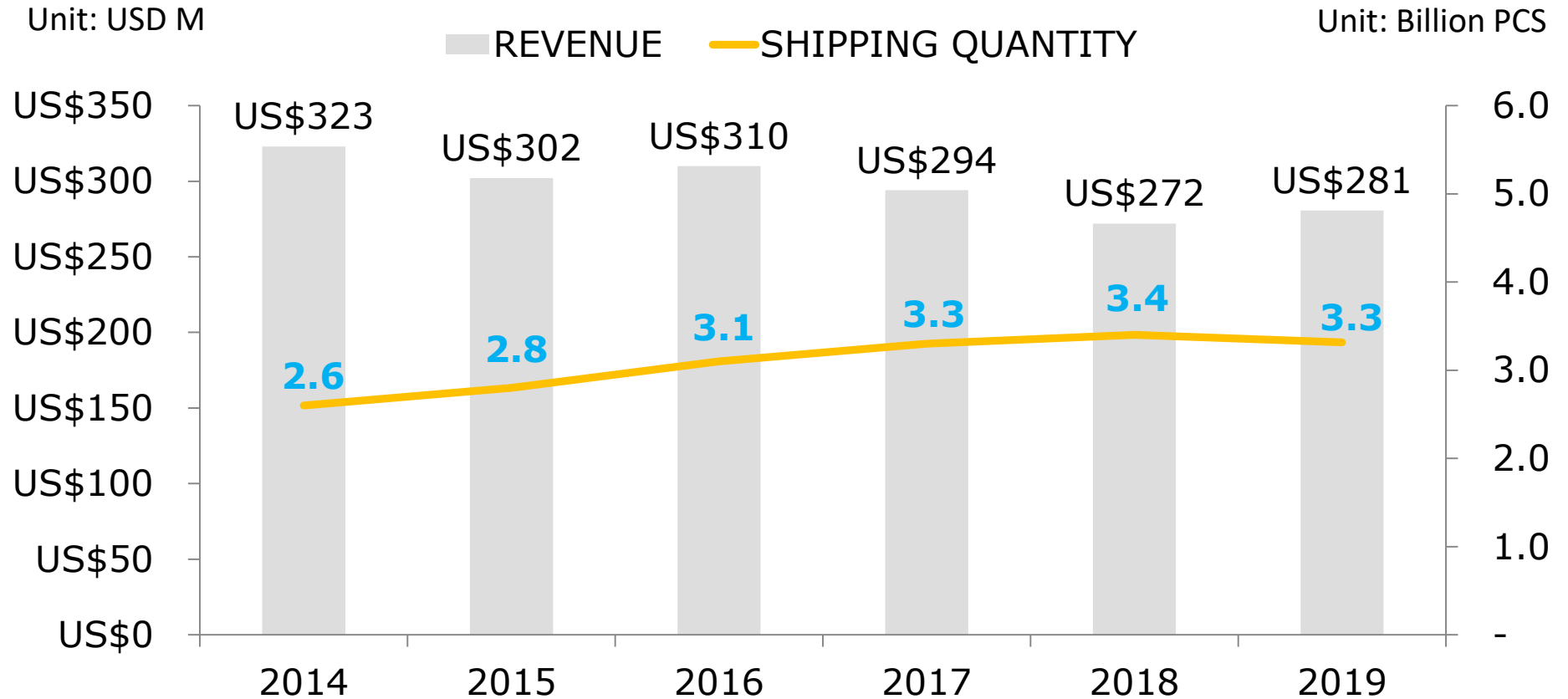


Product Applications



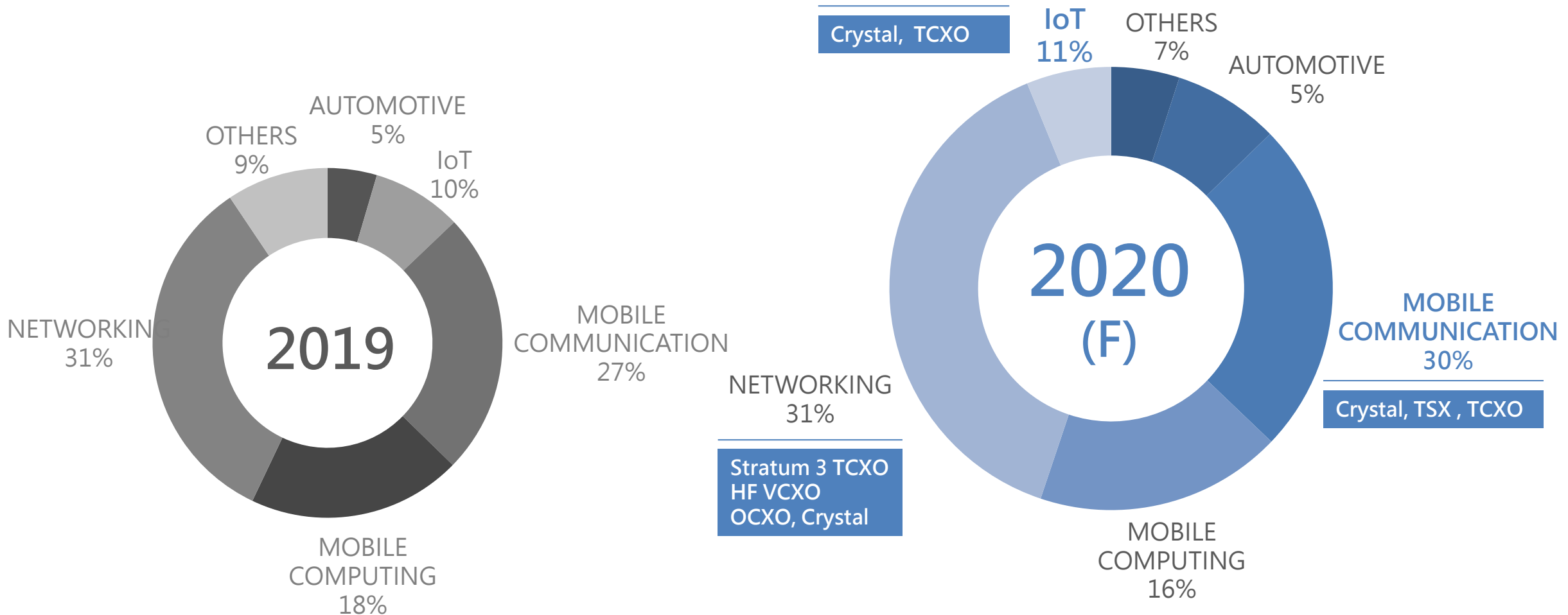
Sales & Shipping Records

Steady and Organic Volume Growth



TXC's Revenue by Market Segments

Actual and Forecast (F)



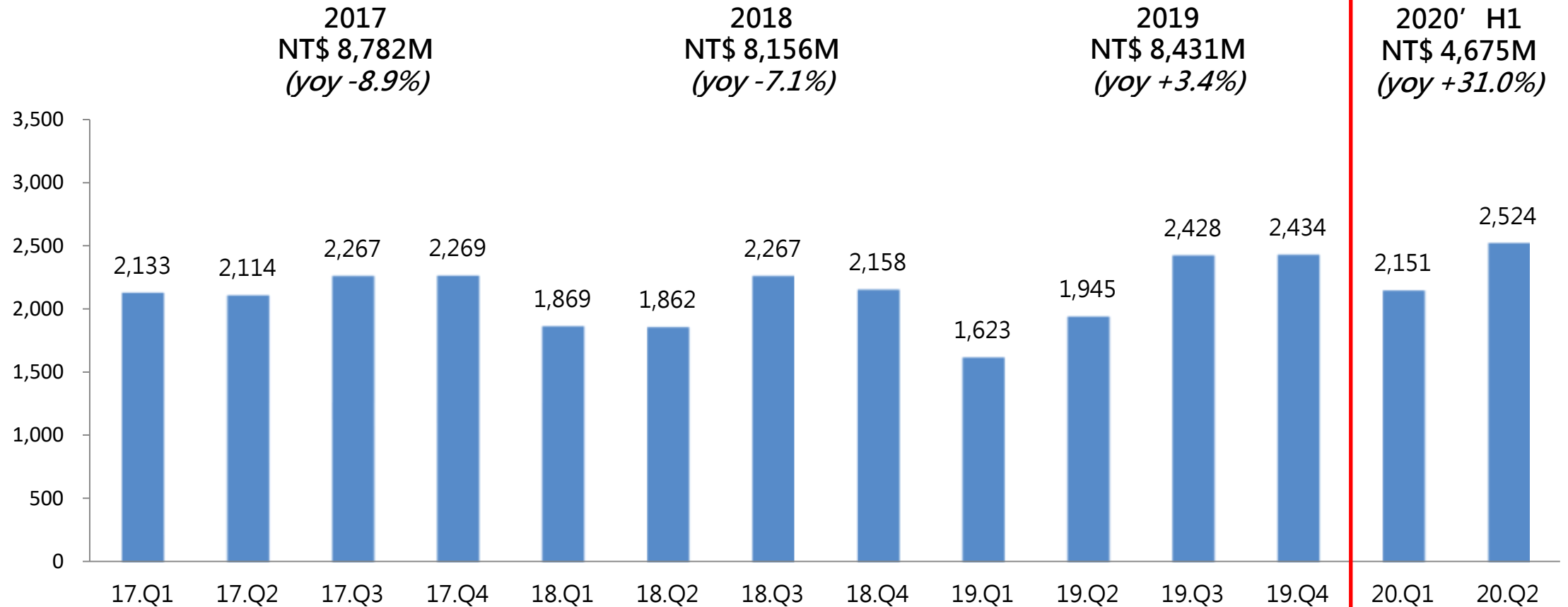
Financial Performance

P&L, EPS, DPS, CAPEX

Quarterly Performance

Sales Revenues

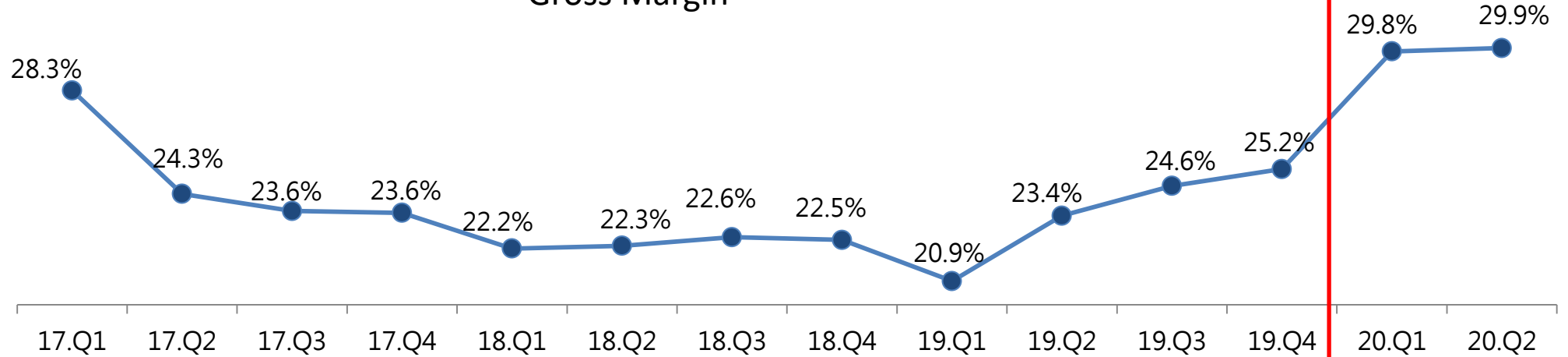
Sales Revenues
(NT\$ Million)



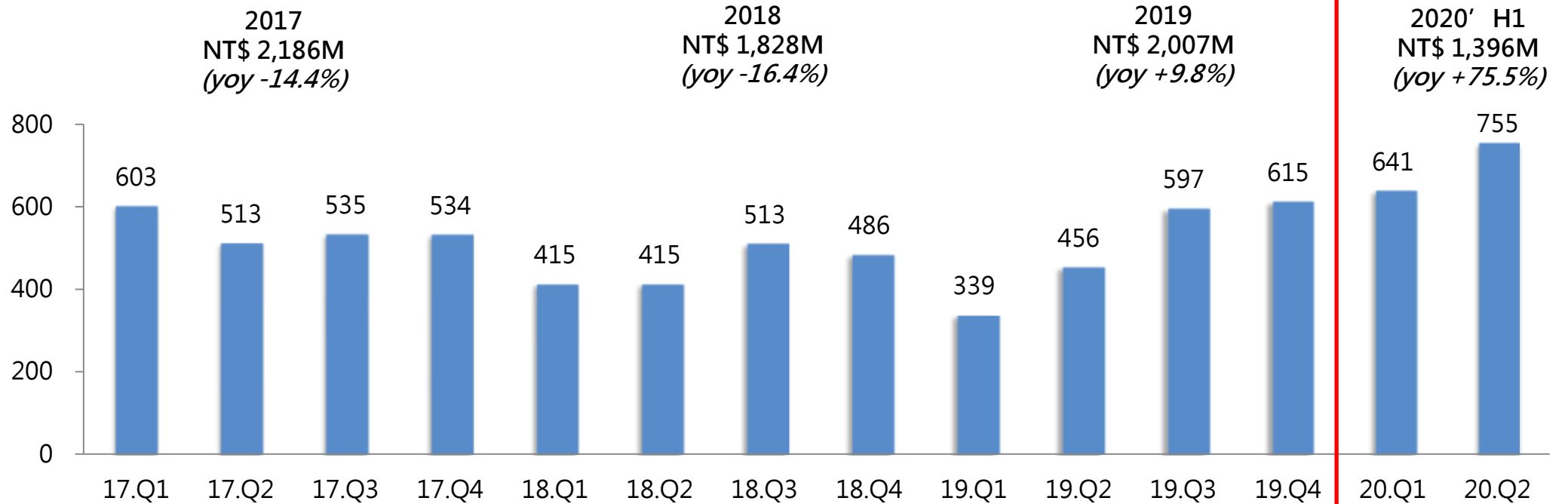
Quarterly Performance

Gross Margin

Gross Margin
(%)



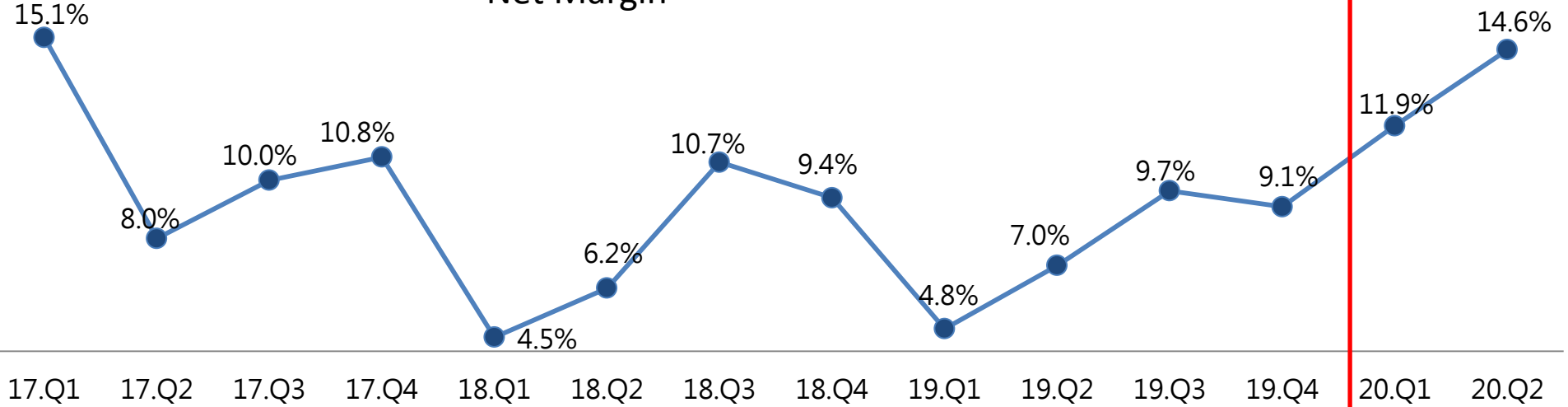
Gross Profit
(NT\$ Million)



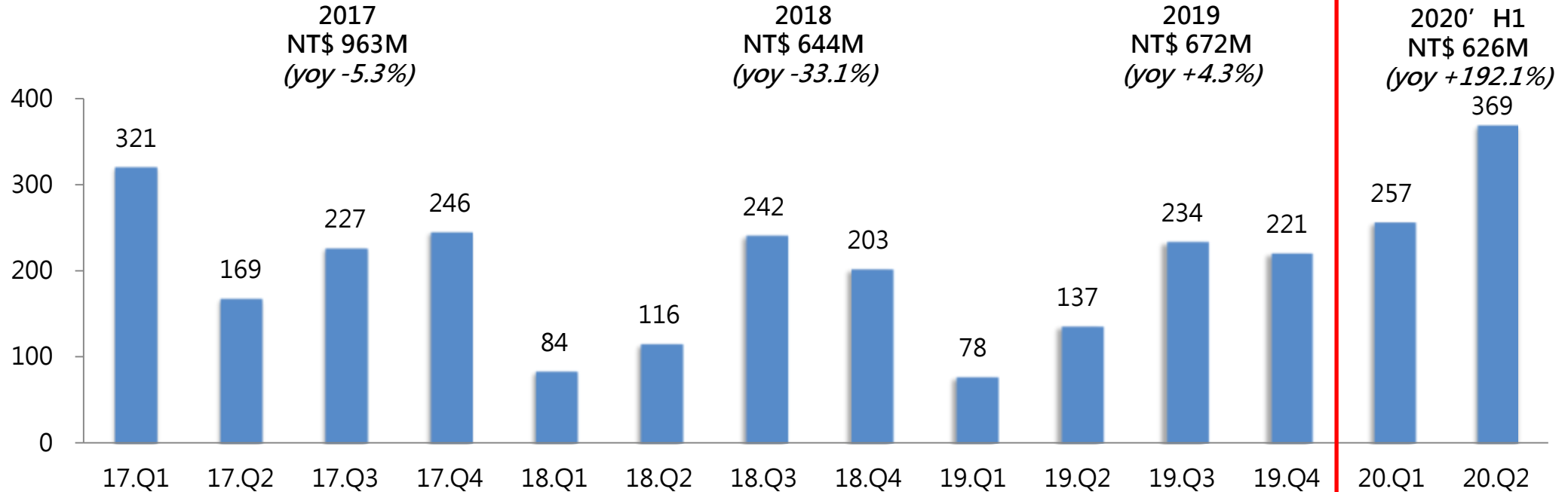
Quarterly Performance

Net Margin

Net Margin
(%)



Net Profit
(NT\$ Million)



Income Statement

Unit : NT\$ in Million	2016	2017	2018	2019	2020 Q1	2020 Q2
Net Revenue	9,637	8,782	8,156	8,431	2,151	2,524
Gross Profit	2,554	2,186	1,828	2,007	641	755
Operating Profit	1,114	802	533	632	276	357
Non-Operating Items	78	273	200	132	22	56
Income before Tax	1,192	1,075	733	765	298	412
Net Income to Shareholders of the Parent Company	1,016	963	644	672	257	369
Basic EPS (NT\$)	3.28	3.11	2.08	2.17	0.83	1.19
Gross Margin(%)	26.5%	24.9%	22.4%	23.8%	29.8%	29.9%
OPEX(%)	14.9%	15.8%	15.9%	16.3%	16.9%	15.8%
Operating Margin(%)	11.6%	9.1%	6.5%	7.5%	12.8%	14.1%
Income before Tax Margin(%)	12.4%	12.2%	9.0%	9.1%	13.9%	16.3%
Net Profit Margin(%)	10.5%	11.0%	7.9%	8.0%	11.9%	14.6%

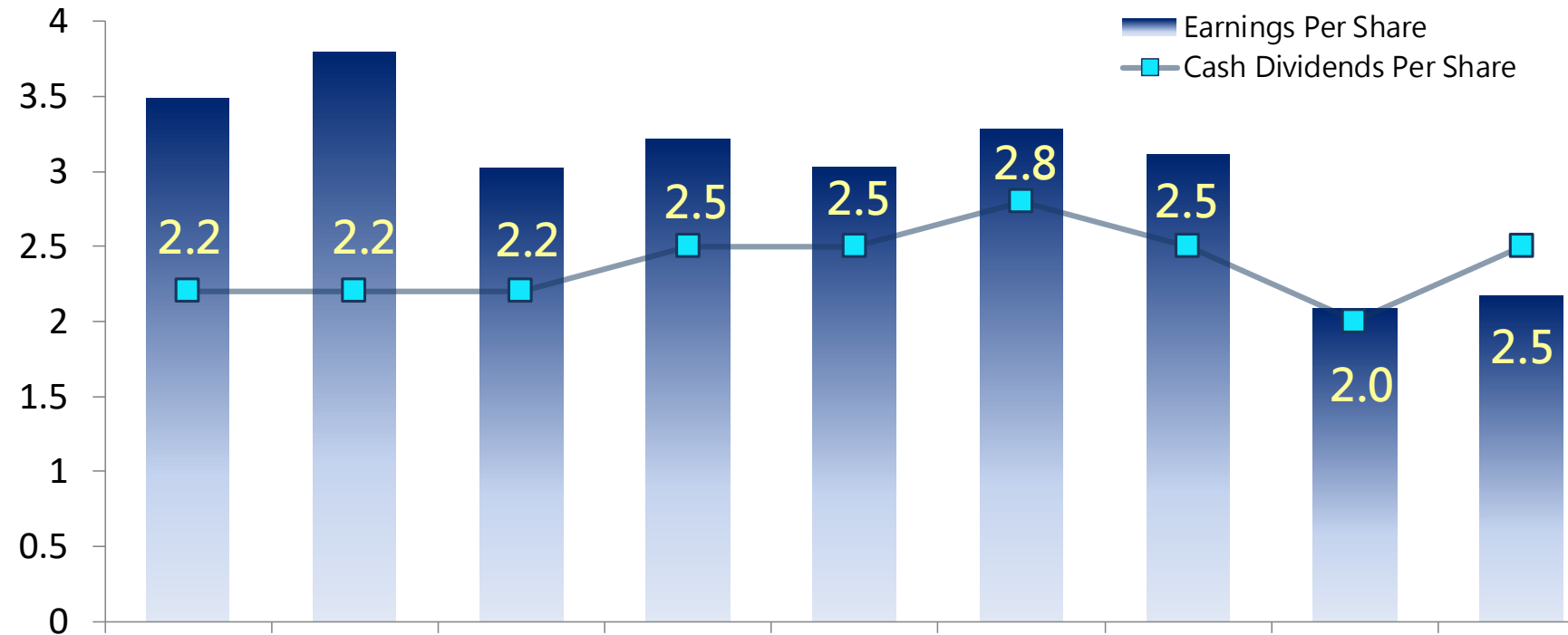
Balance Sheet

Unit : NT\$ Million	2016	2017	2018	2019	2020 Q1	2020 Q2
Cash & Marketable Securities	2,093	2,331	1,305	1,986	2,059	1,981
NR+AR	3,085	2,651	2,726	2,889	2,704	2,868
Inventories	1,520	1,504	1,817	2,039	2,400	2,580
Current Assets	8,818	7,983	7,117	7,945	8,229	8,672
PP&E	4,278	4,370	4,111	4,054	4,070	4,315
Total Assets	14,842	13,403	12,562	13,369	13,817	14,556
Current Liabilities	3,156	2,277	2,089	2,797	2,753	4,318
Non-current Liabilities	1,913	1,961	1,722	1,875	2,104	1,819
Total Liabilities	5,069	4,238	3,811	4,671	4,857	6,137
Total Shareholders' Equity	9,773	9,165	8,751	8,698	8,960	8,419
A/R Turnover Days	114	119	120	122	119	101
Inventory Turnover Days	79	84	96	110	134	128
A/P Turnover Days	65	73	74	85	98	82
Current Ratio(%)	279.4%	350.6%	340.7%	284.1%	298.9%	200.8%
Debt Ratio(%)	34.2%	31.6%	30.3%	34.9%	35.2%	42.2%
Book Value Per Share(NT\$)	31.55	29.59	28.25	28.08	28.93	27.18

EPS and DPS

Unit: \$NT

High Dividends payout



	2011	2012	2013	2014	2015	2016	2017	2018	2019
Earnings Per Share	3.48	3.79	3.02	3.21	3.03	3.28	3.11	2.08	2.17
Cash Dividends Per Share	2.2	2.2	2.2	2.5	2.5	2.8	2.5	2.0	2.5
Stock Price (Apr.)	43.6	46.0	43.6	39.9	41.1	44.5	39.0	36.0	44.0
Payout Ratio(%)	63.2	58.0	72.8	77.9	82.5	85.4	80.4	96.2	115.2
Yields(%)	5.1	4.8	5.1	6.3	6.1	6.3	6.4	5.6	5.7

2020 Capital Expenditure

Expand the Economy of Scale

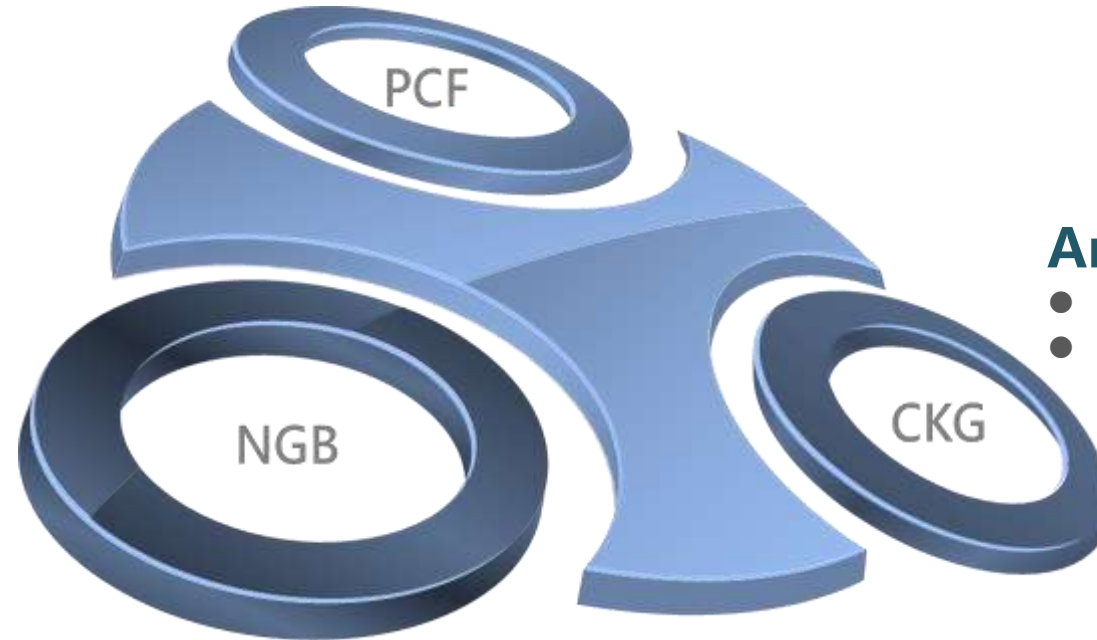
Capacity expansion for new products, and to satisfy market demands

Amount: NT\$360M

- MEMS
- Miniature SMD Crystal

Amount: NT\$430M

- Miniature SMD Crystal
- SMD Oscillator



Amount: NT\$370M

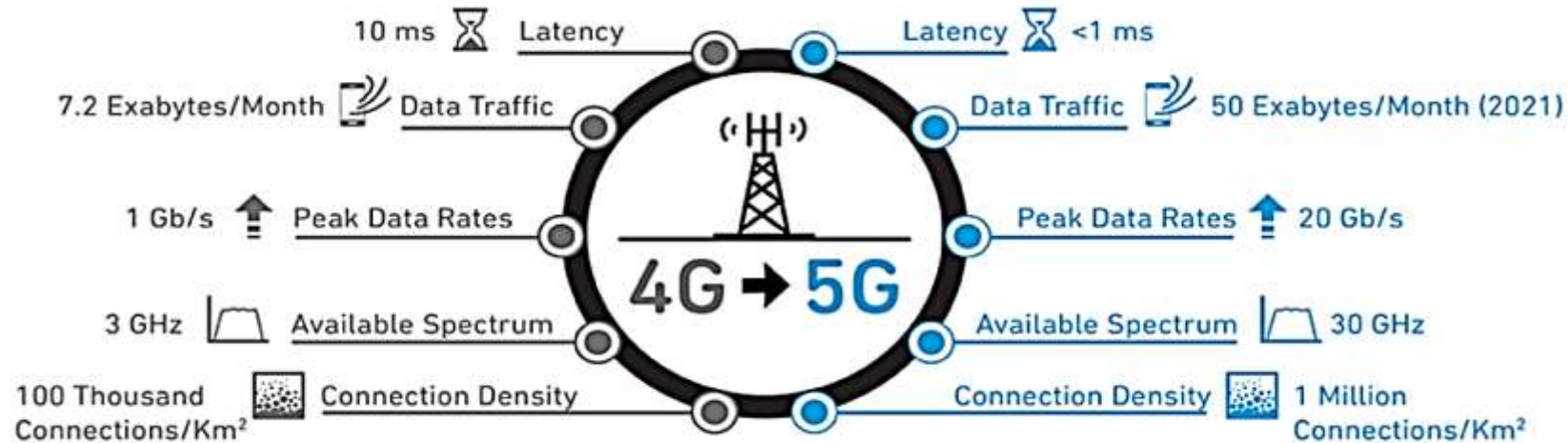
- Facility
- Miniature SMD Crystal

Total Amount: NT\$1,160M

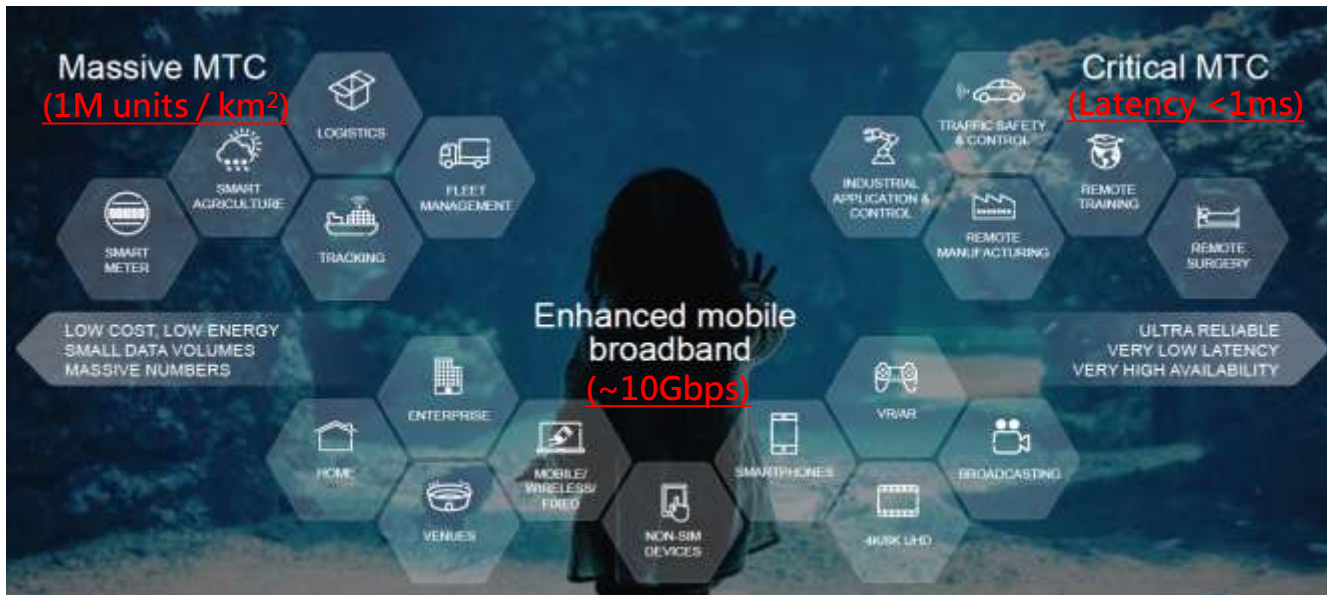
Growth Potential

- The development of new product lines

From 4G to 5G



QORVO, 2017



5G Use Cases – Drivers

- **eMBB (增强移动宽带)**
Enhanced Mobile Broadband
- **mMTC (大规模装置互联)**
Massive Machine Type. Communications
- **uRLLC (超可靠低延迟)**
Ultra-Reliable and Low Latency Communications

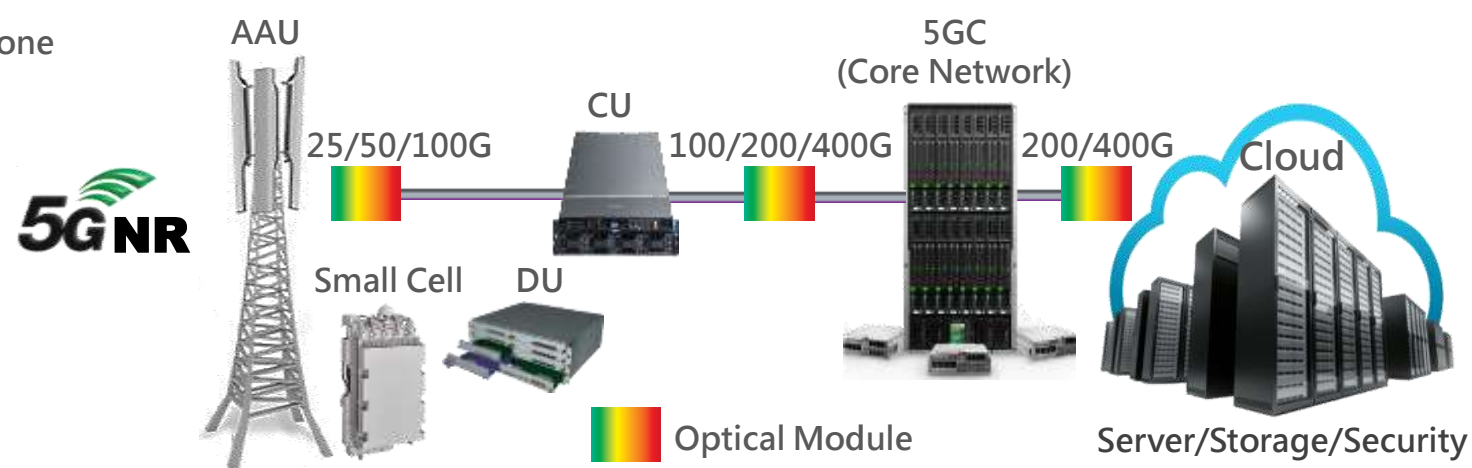
Ericsson, 2017 TPE 5G Summit

5G Complete Infrastructure & Device Ecosystem Development

Comprehensive Ecosystem



Network Infrastructure



Internet Data Center

TXC 5G Applications Product Trends

Device Interconnection

Mobile Phone
(5G NR, GPS, Wi-Fi 6/6E, BT, NFC, etc.)
Mobile Computing
(NB, Tablet, Mobile Device, Server, etc.)
CPE
(5G NR, Wi-Fi 6, NB-IoT, LoRA, etc.)

Infrastructure

Macro Base Station
(AAU, DU/CU, Transport & Core)
Small Cell
(Micro, Pico, Femto, etc.)
Optical Module
(100/200/400G PAM4 & Coherent Solution)

Intelligence Platform

Smart Device
(Home, City, Industry, Logistic, Medical, etc.)
Edge Computing
(Server, CPU/GPU, MCU, etc.)
Automotive
(V2X & ADAS)

Support Roles in Timing Solution

• 5G NR • LTE • GPS • LoRA
• NB-IoT • Wi-Fi • BT • NFC

• Clock Synchronizer (SyncE & IEEE1588) • DSP
• Clock Generator • Jitter Attenuator • Ethernet

Crystal & Oscillator Specification Development Trend

• Miniature • Low Hysteresis
• High Frequency Accuracy & Stability
• High Temperature Operating

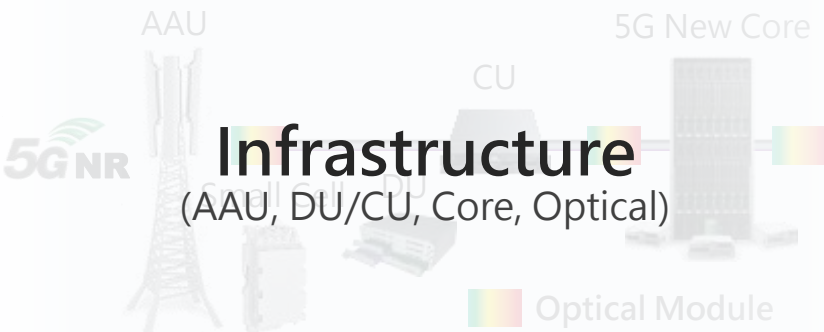
• Miniature • Ultra High Frequency Accuracy & Stability
• Reliability • Ultra Low Phase Noise
• Anti-Air Flow • Ultra Low Jitter
• G-Sensitivity • High Temperature Operating

Crystal & Oscillator Type Demand

• XTAL/HF XTAL
• TSX
• XO
• TCXO/S3TCXO

• XTAL/HF XTAL
• XO/Differential XO/VCXO
• TCXO/S3TCXO
• OCXO

TXC Total Solutions for 5G Application

Solution	Size	Key Parameters	5G Main Application
OCXO	9775/1409	Stability, ± 10 ppb	 Infrastructure (AAU, DU/CU, Core, Optical)
S3TCXO	5032/7050	Stability, ± 0.28 ppm	
TCXO	1612 – 2520	Phase Noise@100kHz, -166dBc/Hz	
VCXO	2520 – 7050	Phase Jitter@12k - 20MHz, 0.05 ps	 Intelligence Platform (Smart Device, Edge Computing, Automotive)
Diff XO	2520 – 7050	Phase Jitter@12k - 20MHz, 0.05 ps	
PLL XO	2520 – 7050	Frequency, 10MHz - 2.1GHz	
XO	1612 – 2520	Phase Jitter@12k - 20MHz, 0.3 ps	 Device Interconnection (Mobile Phone, Mobile, Computing, CPE)
TSX	1210 – 2520	Frequency, 19.2 – 76.8MHz	
Crystal	1008 – 5032	Frequency, 8 – 320MHz	

TXC Automotive Application Focus & Solutions

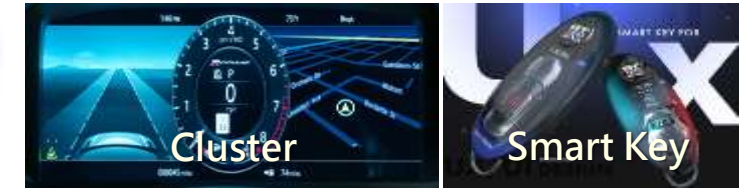
Infotainment & Telematics System

Crystal/XO: 5-10 units



Security Electronic System

Crystal/XO: 7-12 units



Safety Electronic System

Crystal/XO: 8-14 units



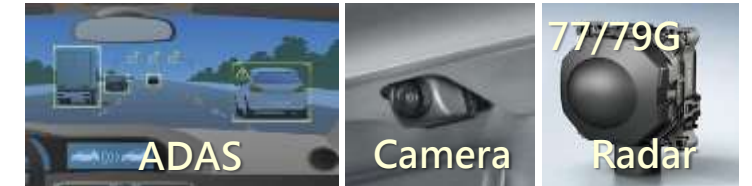
Tire Pressure Monitoring System

Crystal: 5 units (4T & 1R)



Advanced Driver Assistance System

Crystal/XO: 10-16 units



Crystal (AEC-Q200 Compliant)

Glass (G0)

AX(8.0x4.5mm, 2pad)
AA(5.0x3.2mm, 2pad)
AV(3.2x2.5mm, 2/4 pad)
AR(2.0x1.6mm, 2pad)

Seam (G1)

AB(5.0x3.2mm, 4pad)
AM(3.2x2.5mm, 4pad)
AZ(2.5x2.0mm, 4pad)
AY(2.0x1.6mm, 4 pad)
AJ(1.6x1.2mm, 4 pad)

TSX (G2)

AE(2.5x2.0mm, 4pad)
AF(2.0x1.6mm, 4pad)
AG(1.6x1.2mm, 4pad)

Oscillator (AEC-Q100 Compliant)

XO (G1)

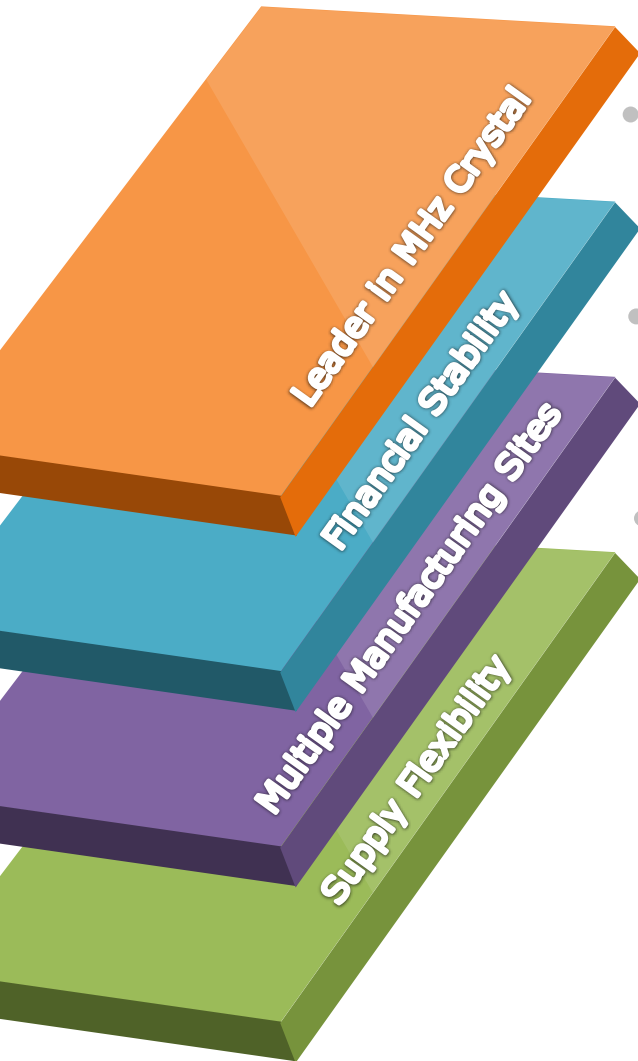
AU(3.2x2.5mm, CMOS)
AW(2.5x2.0mm, CMOS)
AN(2.0x1.6mm, CMOS)
A5(1.6x1.2mm, CMOS)

TCXO (G2)

AQ(3.2x2.5mm, CS)
AL(2.5x2.0mm, CS)
AK(2.0x1.6mm, CS)

G0: -40 to 150 °C
G1: -40 to 125 °C
G2: -40 to 105 °C
G3: -40 to 85 °C

TXC Competitive Advantages



No. 1 Largest Supplier in MHz Crystal for 7 Consecutive Years and Leading Edge Technology in Crystal Miniaturization.



Out of Top 5 Ranking Suppliers TXC is the only Profitable and Financially Healthy with Organic Growth without acquisitions.



TXC Manufactures MHz Crystal in all three manufacturing facilities to offset potential impacts caused by natural disasters.



Quick response and fulfillment to customer requirements

No. 1

**Largest Supplier in
MHz Crystals**

TXC is Currently the No. 1 Largest Suppliers in the World for MHz Crystal alone.

No. 1

**Largest Supplier
Outside Japan**

TXC is Currently No. 1 Largest Supplier in Frequency Control Products outside of Japan and introduced healthy competition into the Frequency market.



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