



# **Global Unichip Corp.**

## **2020 Fourth Quarter Results**

**Jan 29, 2021**



# Agenda

- 4Q20 Financial Results
- 2020 Financial Results
- Business Update

# Safe Harbor Notice

- **GUC'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.**



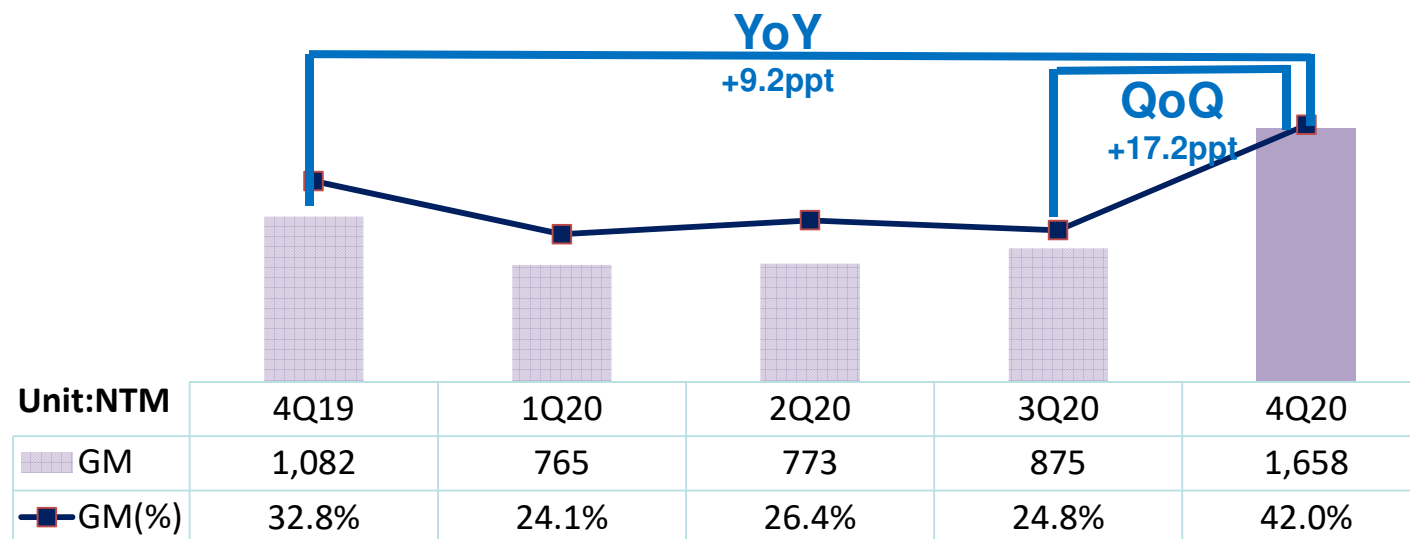
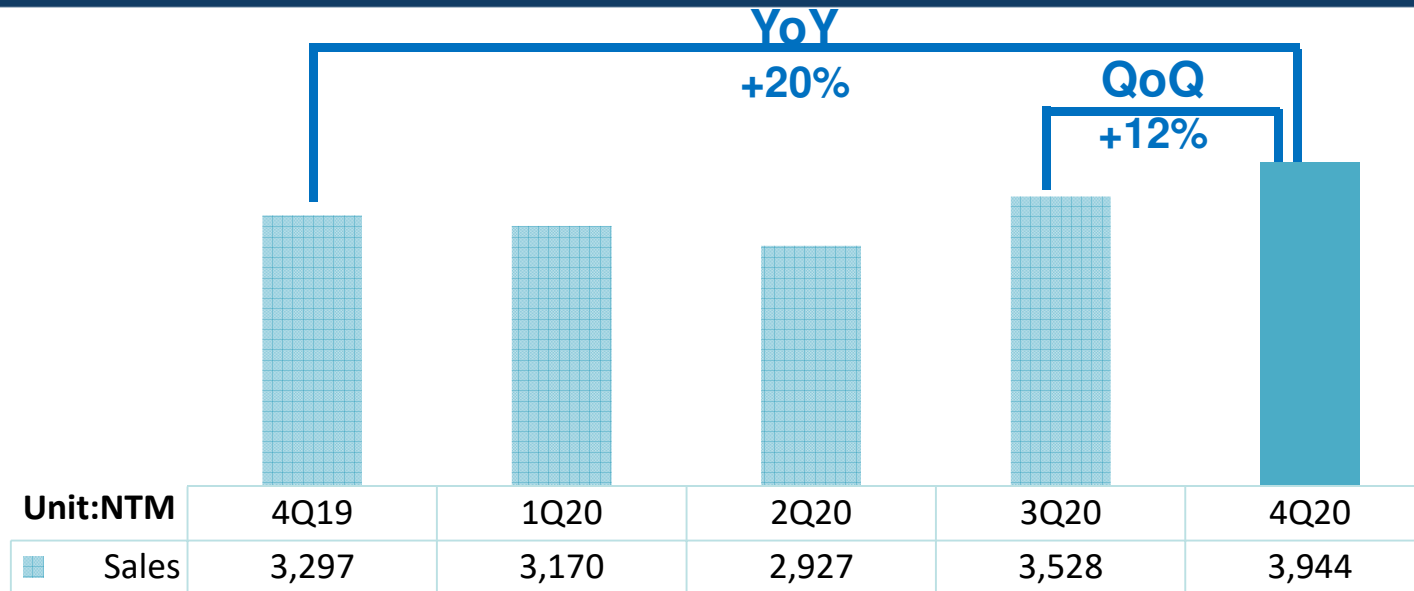
# 4Q20 Financial Results

# 4Q20 Statements of Comprehensive Income

(Unit: NT\$M)

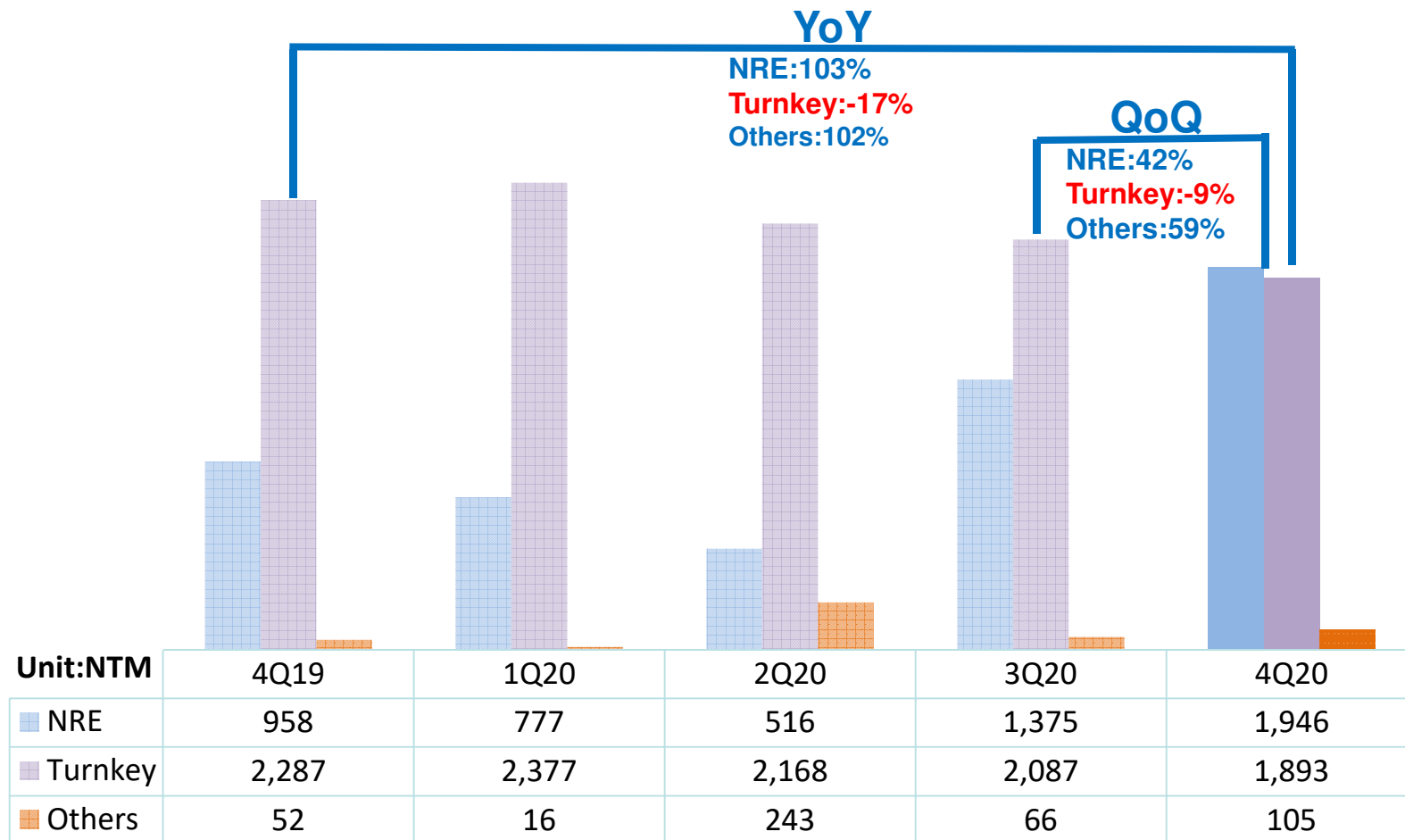
|                            | 4Q20         | QoQ          | 3Q20         | 4Q19         | YoY         |
|----------------------------|--------------|--------------|--------------|--------------|-------------|
| <b>Revenues</b>            | <b>3,944</b> | <b>12%</b>   | <b>3,528</b> | <b>3,297</b> | <b>20%</b>  |
| NRE                        | 1,946        | 42%          | 1,375        | 958          | 103%        |
| Turn Key                   | 1,893        | -9%          | 2,087        | 2,287        | -17%        |
| Others                     | 105          | 59%          | 66           | 52           | 102%        |
| <b>Gross Margin</b>        | <b>1,658</b> | <b>89.5%</b> | <b>875</b>   | <b>1,082</b> | <b>53%</b>  |
| %                          | <b>42.0%</b> |              | <b>24.8%</b> | <b>32.8%</b> |             |
| SG&A Exp                   | (207)        | 49%          | (139)        | (157)        | 32%         |
| R&D Exp                    | (747)        | 22%          | (610)        | (582)        | 28%         |
| <b>Operating Income</b>    | <b>704</b>   | <b>459%</b>  | <b>126</b>   | <b>343</b>   | <b>105%</b> |
| %                          | <b>17.8%</b> |              | <b>3.6%</b>  | <b>10.4%</b> |             |
| <b>Non-Operating Items</b> | <b>(10)</b>  |              | <b>(3)</b>   | <b>(3)</b>   |             |
| <b>Income Tax</b>          | <b>(86)</b>  |              | <b>(17)</b>  | <b>(65)</b>  |             |
| <b>Net Income</b>          | <b>608</b>   | <b>474%</b>  | <b>106</b>   | <b>275</b>   | <b>121%</b> |
| %                          | <b>15.4%</b> |              | <b>3.0%</b>  | <b>8.3%</b>  |             |
| <b>EPS (NT\$)</b>          | <b>4.53</b>  |              | <b>0.80</b>  | <b>2.06</b>  |             |

# 4Q20 Revenue & Gross Margin

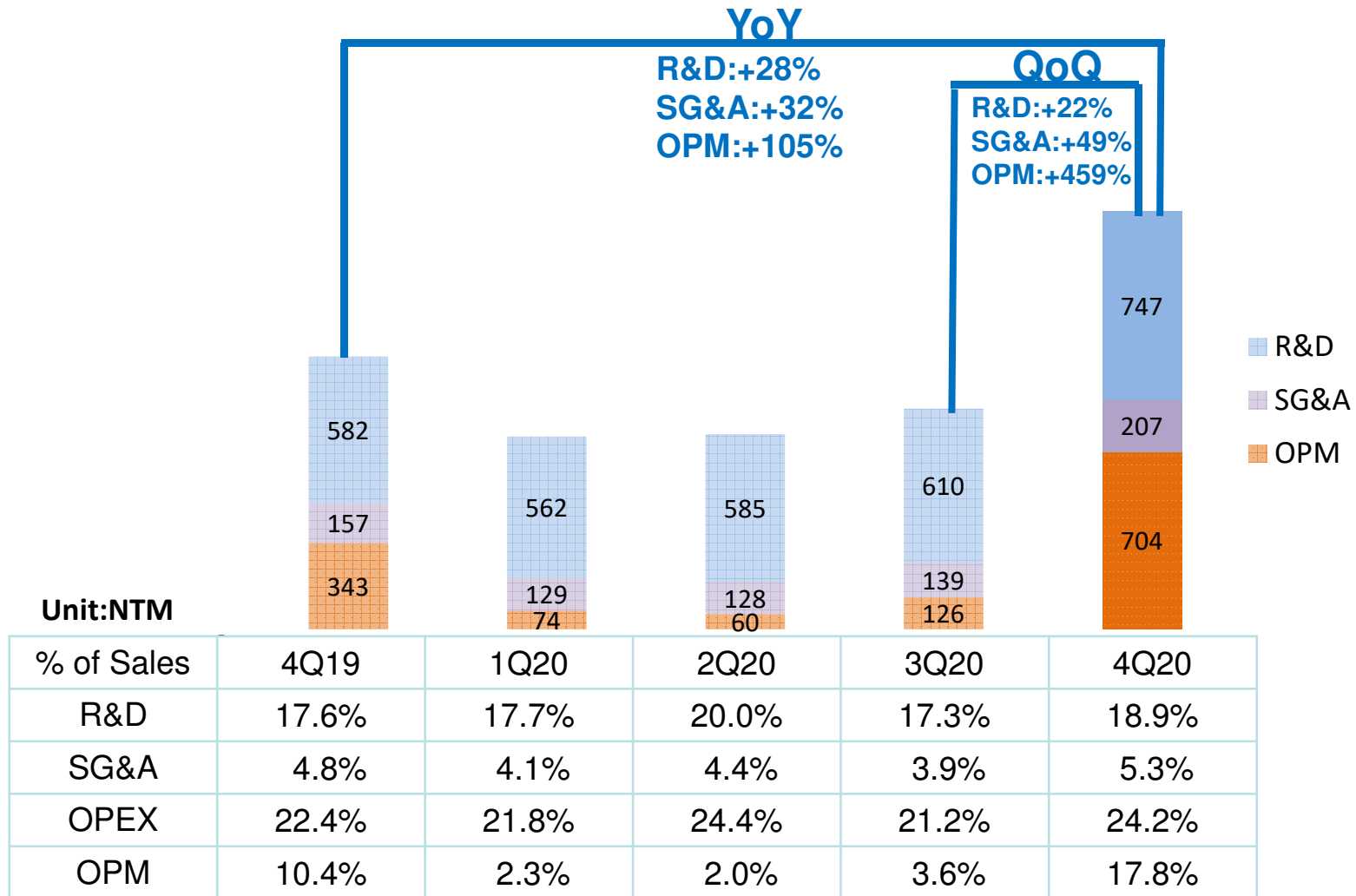


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# 4Q20 Revenue Breakdown

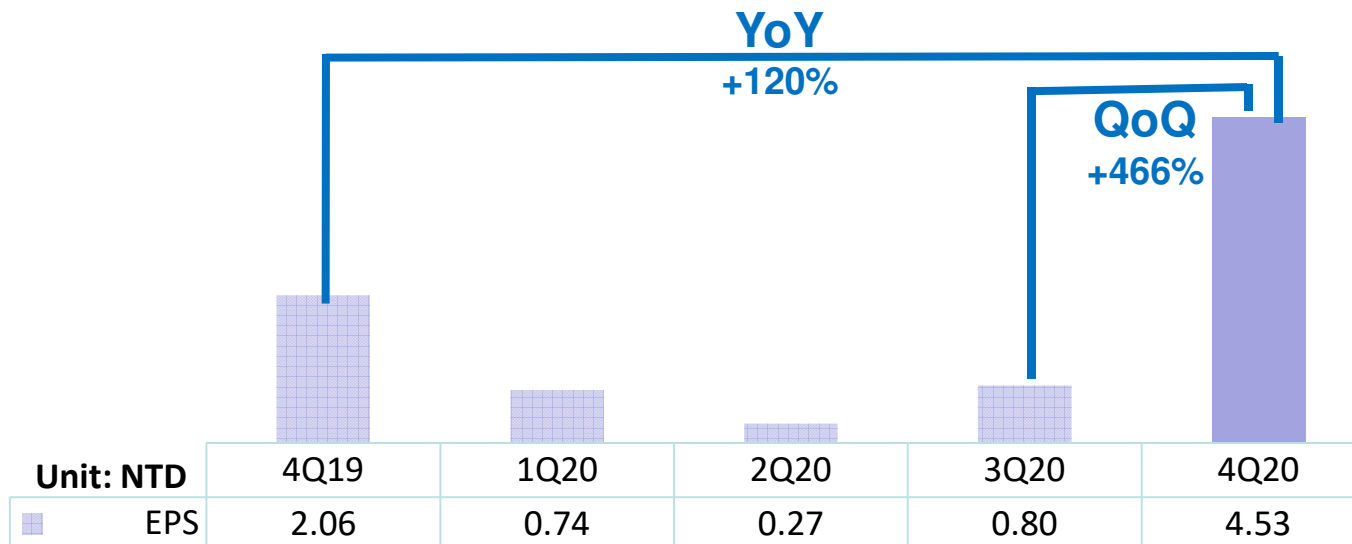
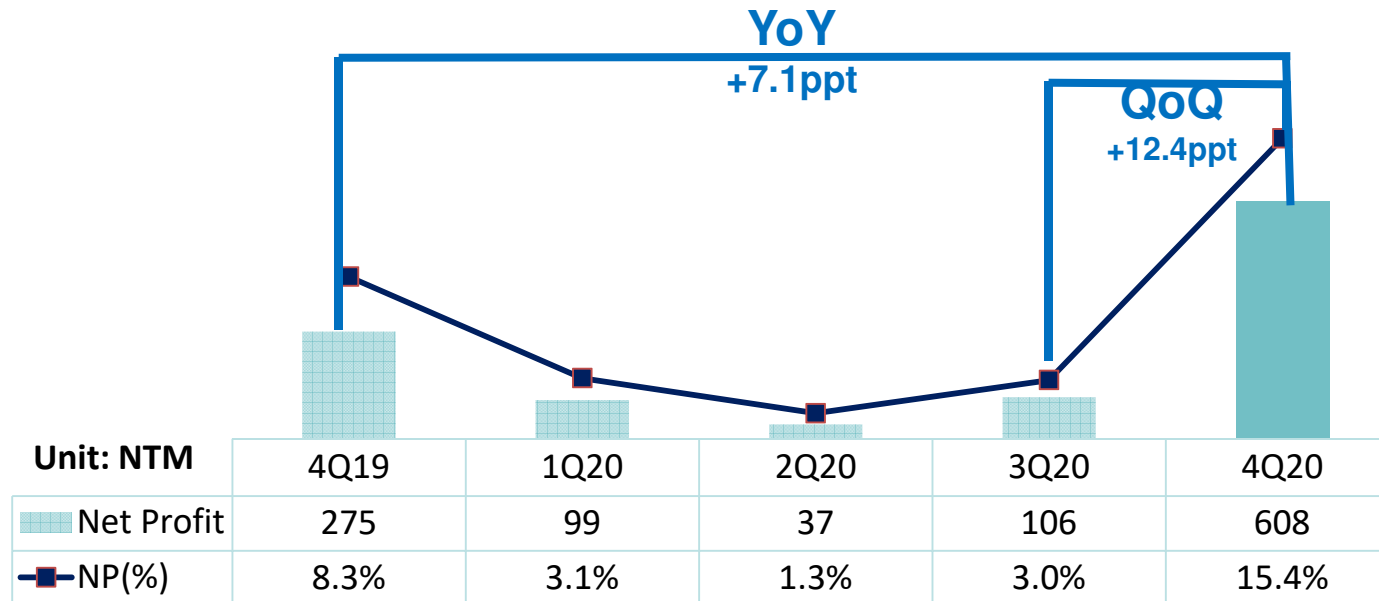


# 4Q20 Opex & OPM





# 4Q20 NPM & EPS





# 2020 Financial Results

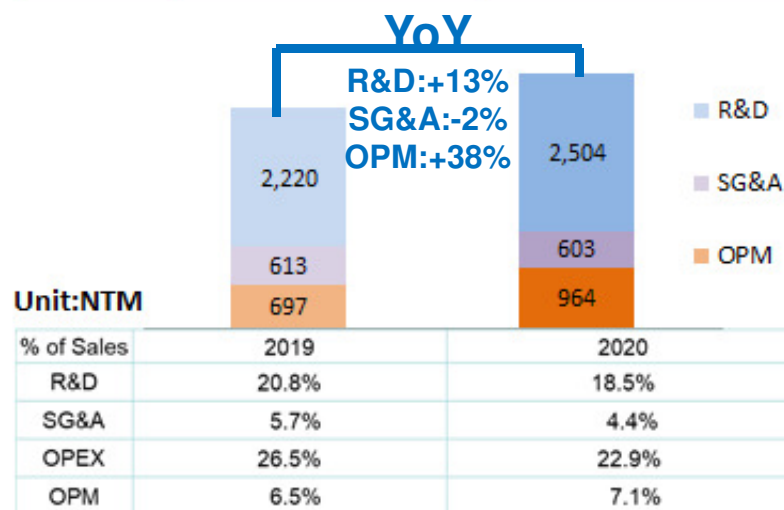
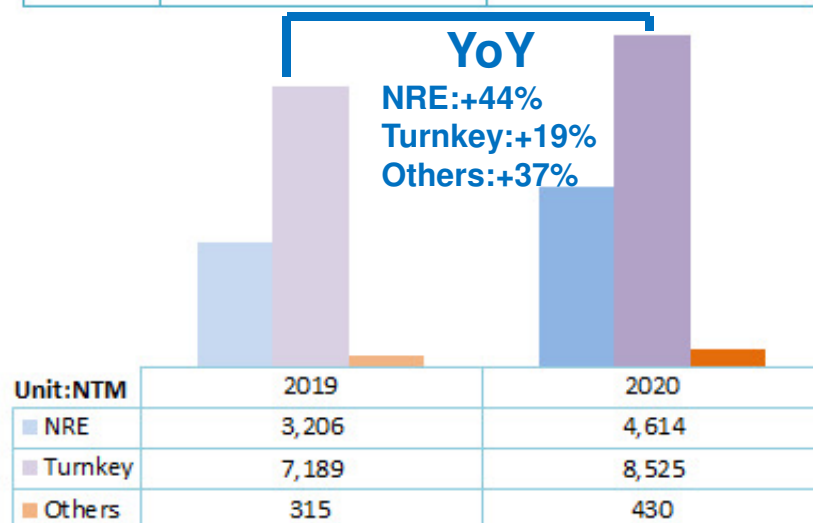
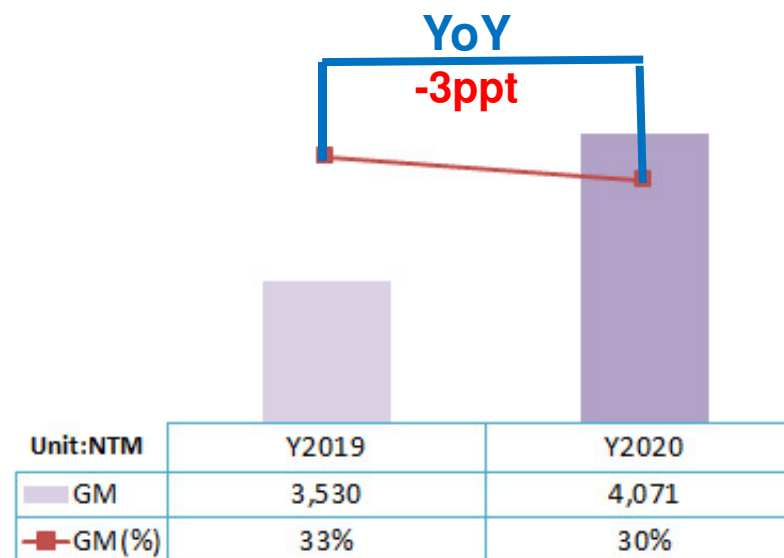
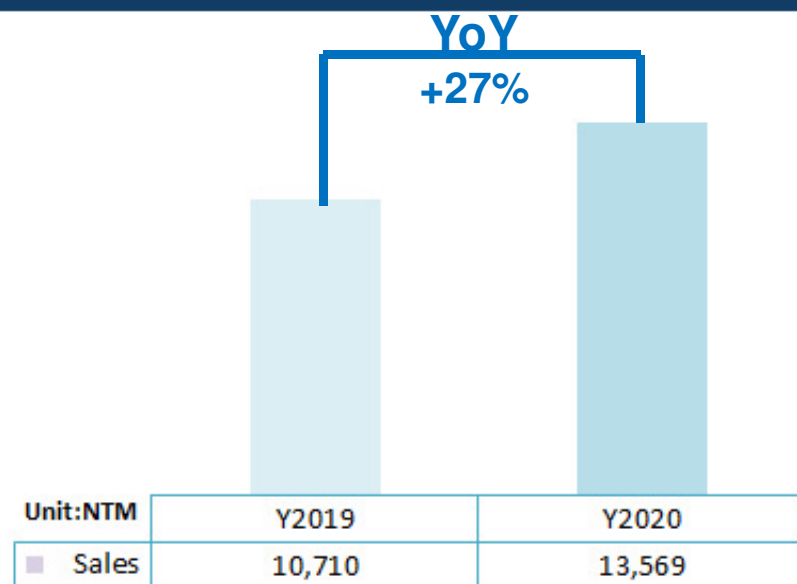
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# 2020 Statements of Comprehensive Income

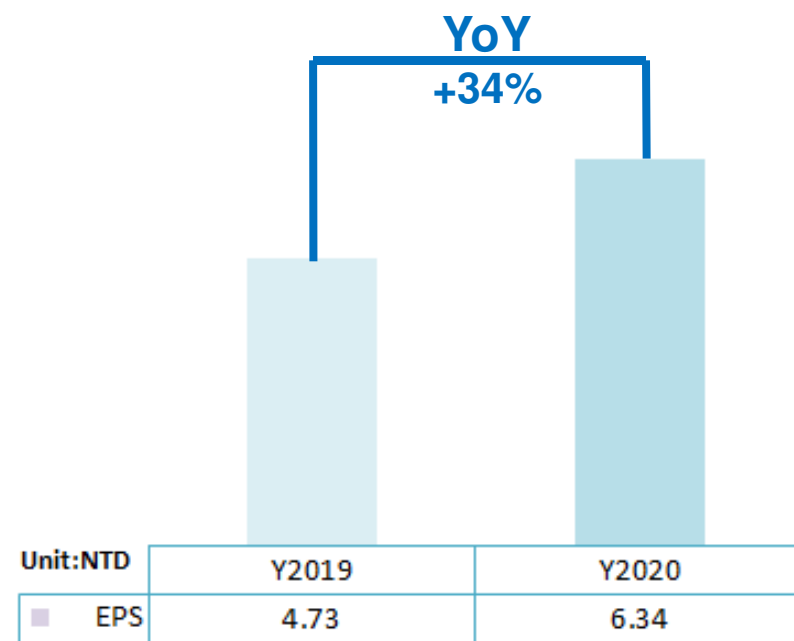
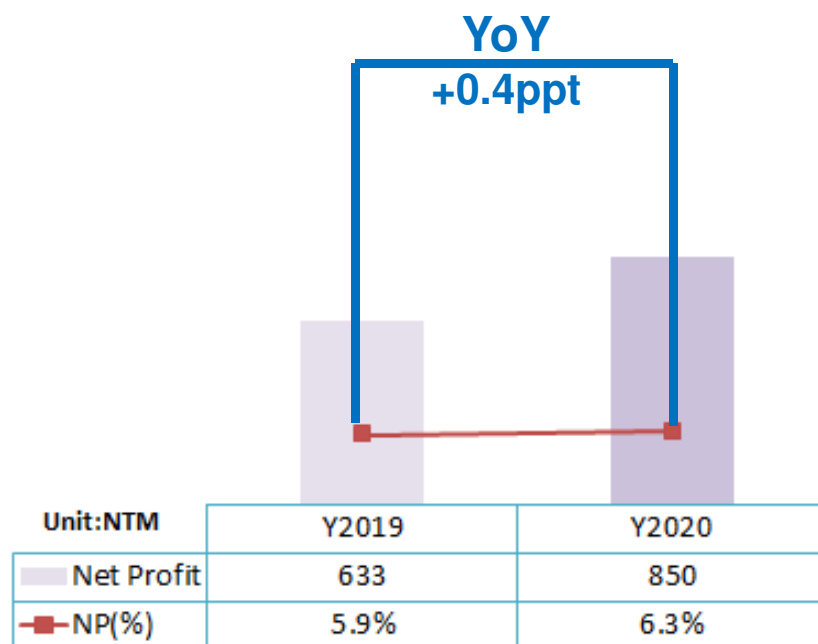
|                            | 2017          |              | 2018          |              | 2019          |               | 2020          |              |
|----------------------------|---------------|--------------|---------------|--------------|---------------|---------------|---------------|--------------|
|                            | Amount        | %            | Amount        | %            | Amount        | %             | Amount        | %            |
| <b>Revenues</b>            | <b>12,161</b> | <b>31% *</b> | <b>13,460</b> | <b>11% *</b> | <b>10,710</b> | <b>-20% *</b> | <b>13,569</b> | <b>27% *</b> |
| NRE                        | 2,642         | 22%          | 4,079         | 30%          | 3,206         | 30%           | 4,614         | 34%          |
| Turn Key                   | 9,266         | 76%          | 9,168         | 68%          | 7,189         | 67%           | 8,525         | 63%          |
| Others                     | 253           | 2%           | 213           | 2%           | 315           | 3%            | 430           | 3%           |
| <b>Gross Margin</b>        | <b>3,165</b>  | <b>26.0%</b> | <b>4,017</b>  | <b>29.8%</b> | <b>3,530</b>  | <b>33.0%</b>  | <b>4,071</b>  | <b>30.0%</b> |
| SG&A Exp                   | (606)         | -5.0%        | (647)         | -4.8%        | (613)         | -5.7%         | (603)         | -4.4%        |
| R&D Exp                    | (1,628)       | -13.3%       | (2,274)       | -16.9%       | (2,220)       | -20.8%        | (2,504)       | -18.5%       |
| <b>Operating Income</b>    | <b>931</b>    | <b>7.7%</b>  | <b>1,096</b>  | <b>8.1%</b>  | <b>697</b>    | <b>6.5%</b>   | <b>964</b>    | <b>7.1%</b>  |
| <b>Non-Operating Items</b> | <b>58</b>     | <b>0.4%</b>  | <b>39</b>     | <b>0.3%</b>  | <b>86</b>     | <b>0.8%</b>   | <b>38</b>     | <b>0.3%</b>  |
| <b>Income Tax</b>          | <b>(134)</b>  | <b>-1.1%</b> | <b>(147)</b>  | <b>-1.1%</b> | <b>(150)</b>  | <b>-1.4%</b>  | <b>(152)</b>  | <b>-1.1%</b> |
| <b>Net Income</b>          | <b>855</b>    | <b>7.0%</b>  | <b>988</b>    | <b>7.3%</b>  | <b>633</b>    | <b>5.9%</b>   | <b>850</b>    | <b>6.3%</b>  |
| <b>EPS (NT\$)</b>          | <b>6.38</b>   |              | <b>7.37</b>   |              | <b>4.73</b>   |               | <b>6.34</b>   |              |

\* YoY revenue growth rate

# 2020 Financial Results



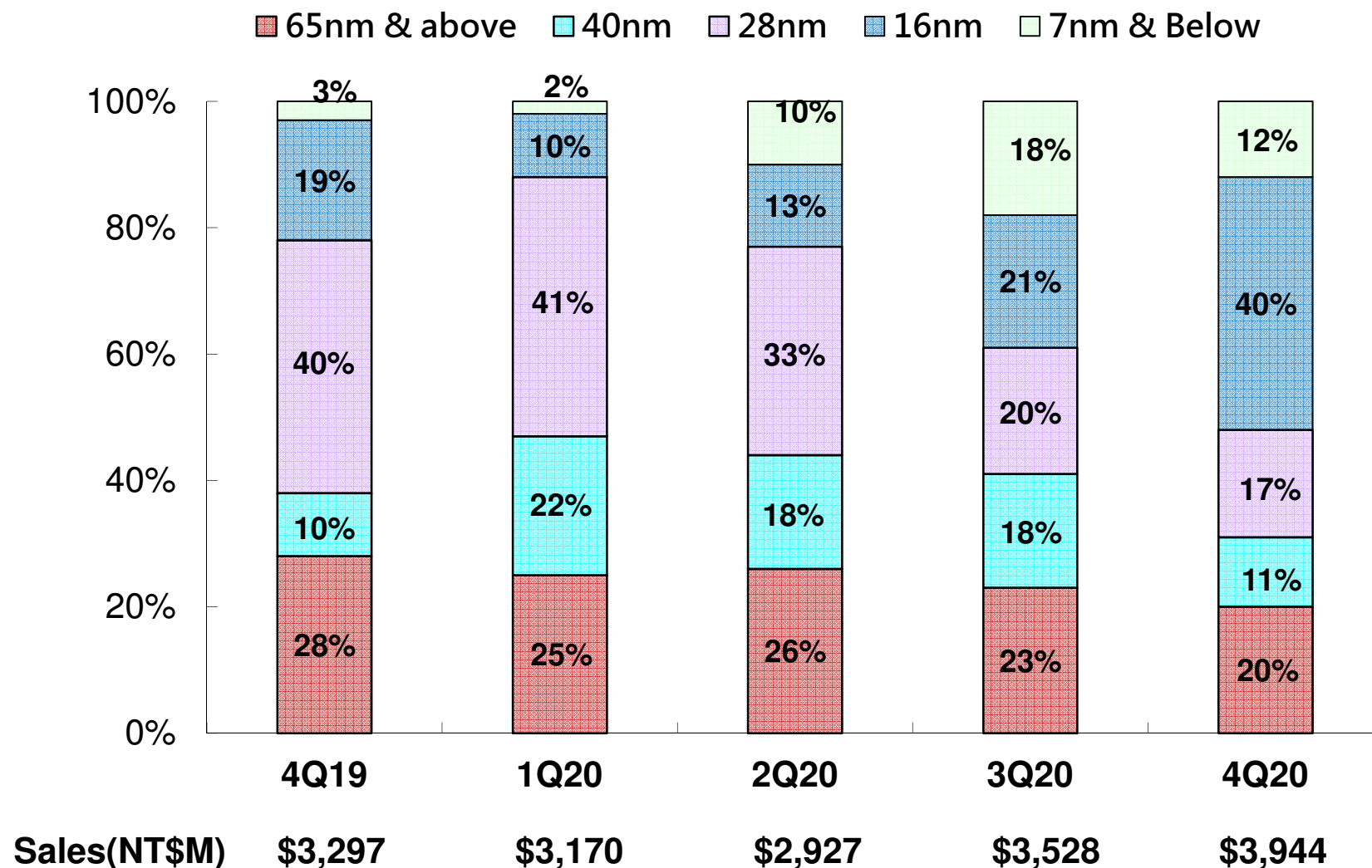
# 2020 Financial Results



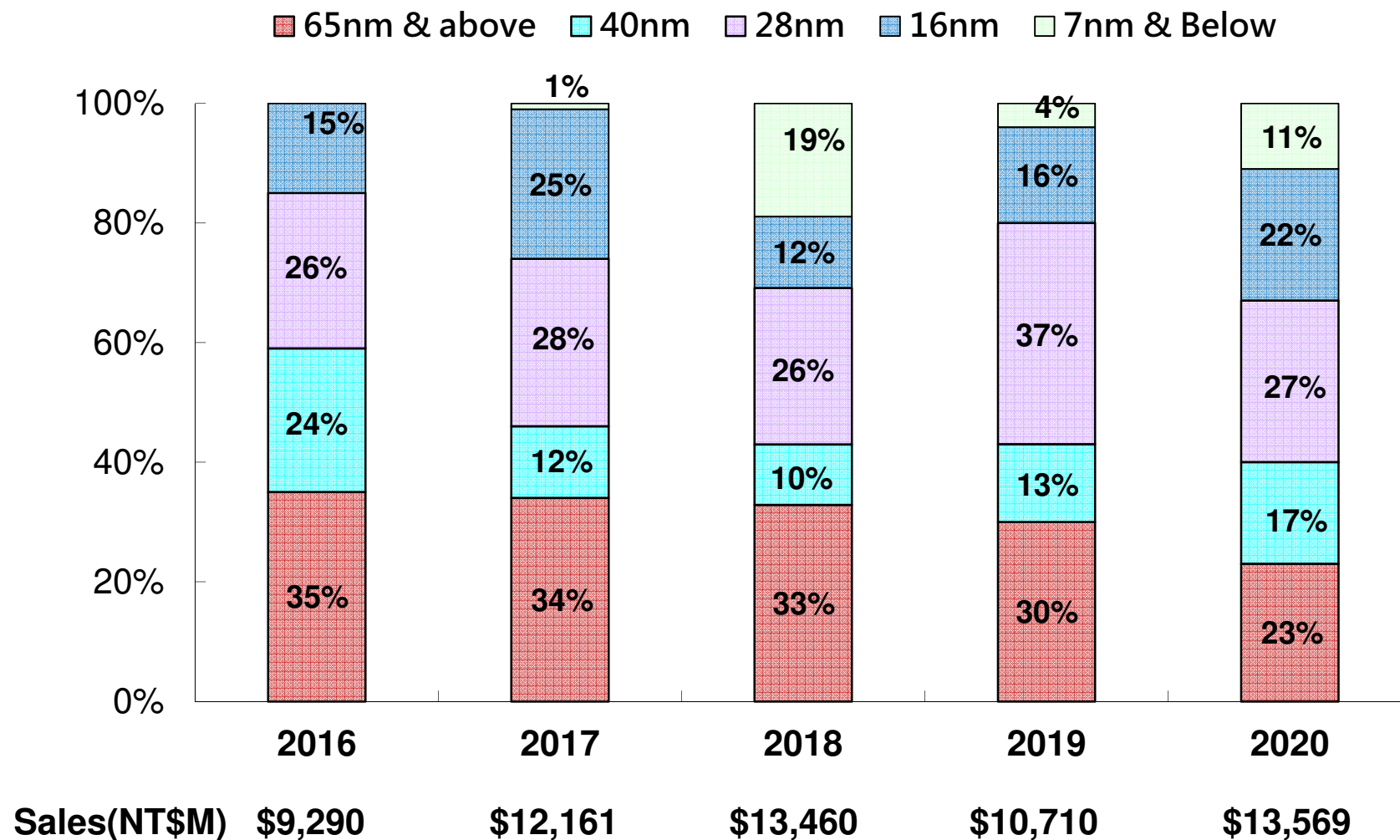


# Business Update

# Quarterly Sales Breakdown by Technology



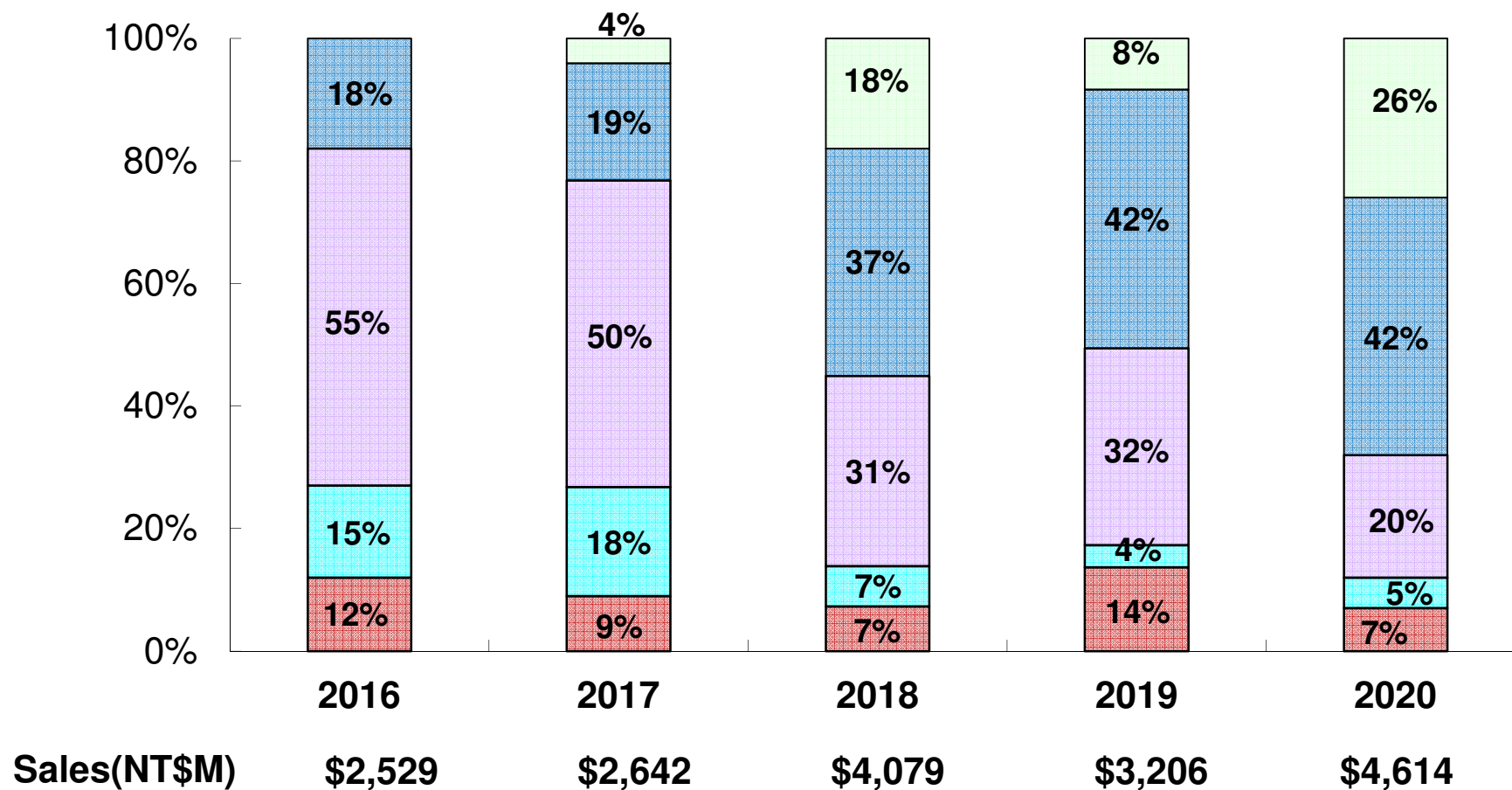
# Annual Sales Breakdown by Technology





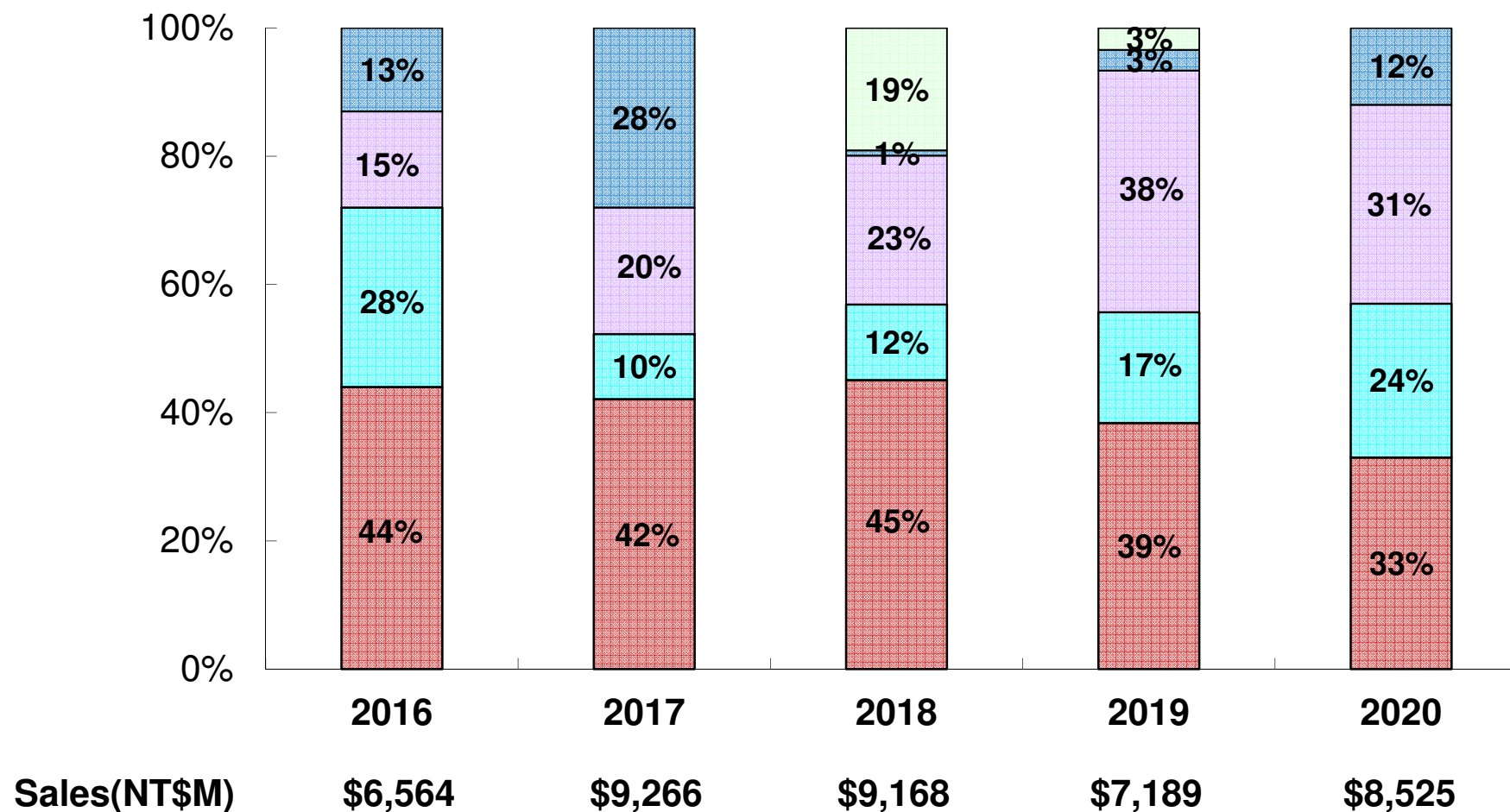
# Annual **NRE** Breakdown by Technology

65nm & above 40nm 28nm 16nm 7nm & Below



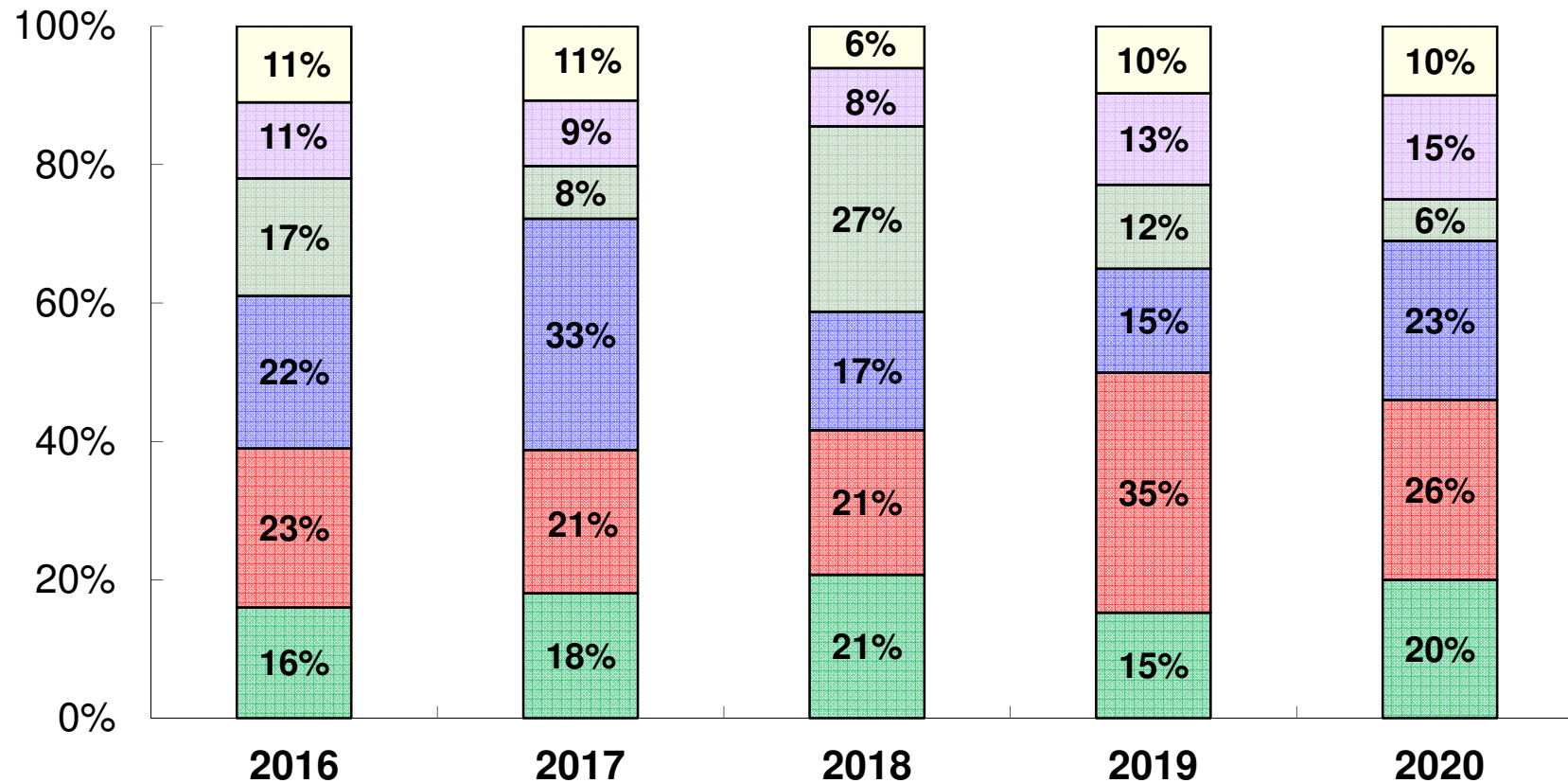
# Annual **Turnkey** Breakdown by Technology

■ 65nm & above ■ 40nm ■ 28nm ■ 16nm ■ 7nm & Below



# Annual Sales Breakdown by Region

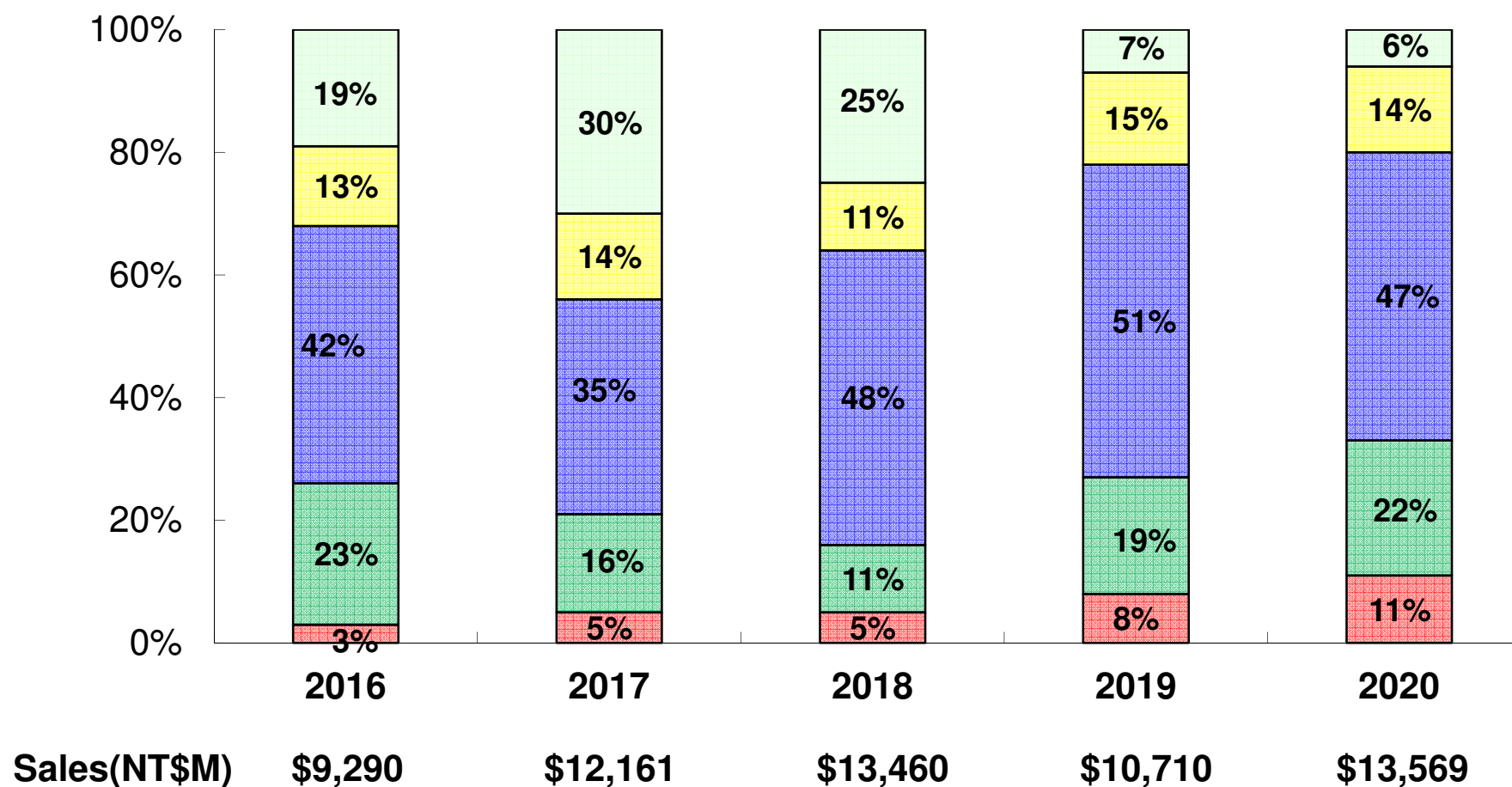
■ Taiwan ■ USA ■ China ■ Japan ■ Korea ■ Europe



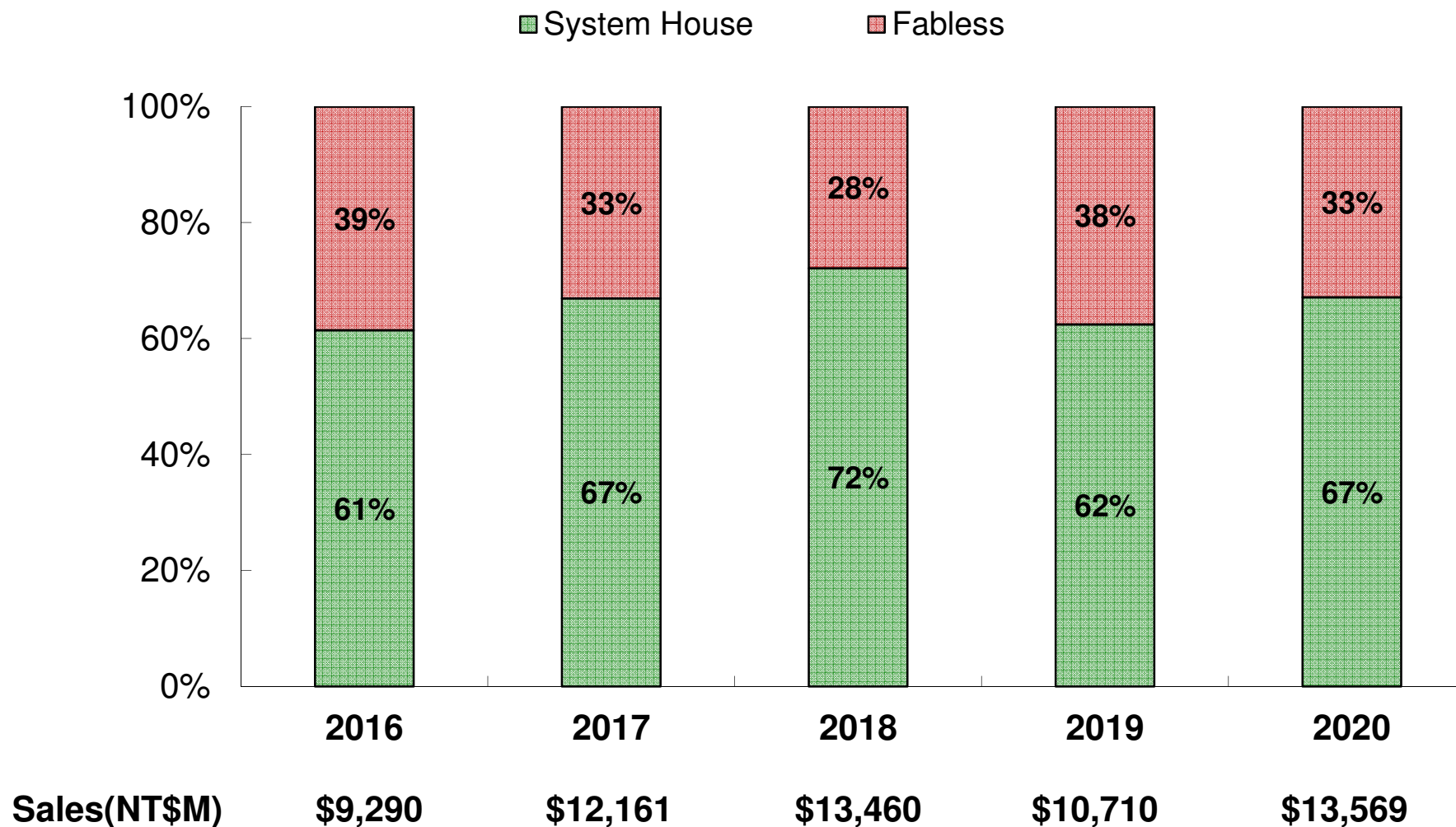
**Sales(NT\$M)**      **\$9,290**      **\$12,161**      **\$13,460**      **\$10,710**      **\$13,569**

# Annual Sales Breakdown by Application

■ AI/ML ■ Networking ■ Digital Consumer ■ Industry ■ Others



# Annual Sales Breakdown by Customer Type



***Thank you !***



**<http://www.guc-asic.com>**

**[irinfo@guc-asic.com](mailto:irinfo@guc-asic.com)**