



點序科技股份有限公司
ASolid Technology Co., Ltd.

Investor Conference

Kevin Liu
2022/11/09

Safe Harbor Statement

- **This document and relevant information may contain certain forward-looking statements that are inherently subject to risks and uncertainties, including but not limited to market risks, supply chain risks, market demand, product competition, other risks and etc. Actual results may differ materially from those contained in the forward-looking statements.**
- **Any business outlook or forward-looking statement hereof reflects the Company's estimates and expectations as of now. Except otherwise required by law, we undertake no obligation to update any forward-looking statement.**

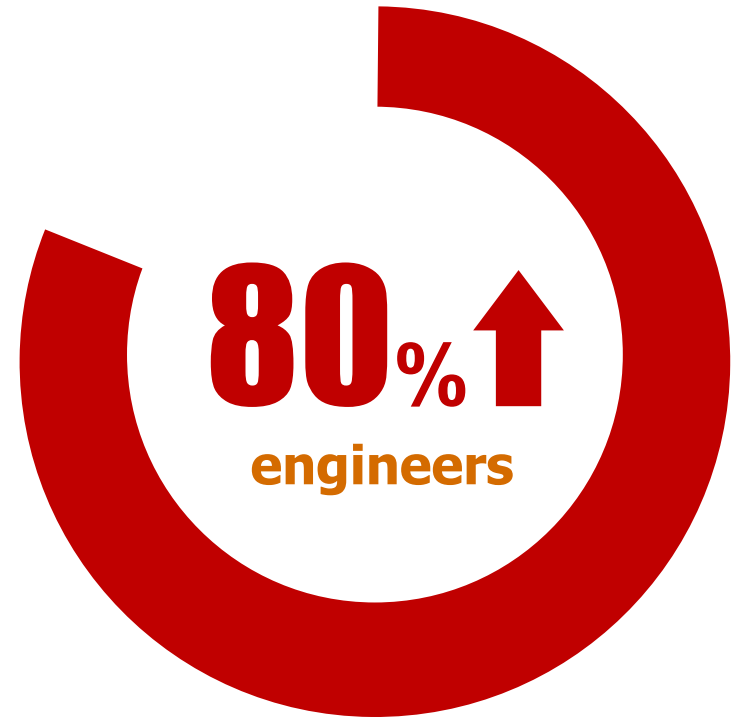
Agenda

- **About ASolid**
- **2022Q3 Report**
- **2023- Outlook**

About ASolid

A PURE PLAY NAND FLASH CONTROLLER COMPANY

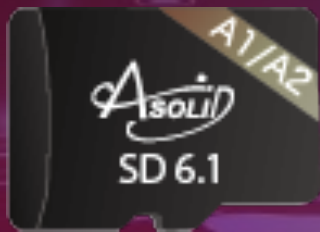
- **Founded: March 2008**
- **Listed OTC: Nov 17, 2015**
- **Chairman: Kevin Liu**
- **President: Kevin Liu**
- **Headquarter: Hsinchu, Taiwan**
- **Capital: NT\$442M**
- **Market Cap: NT\$3B**
- **Product: Controllers**
 - SD 2.0/ UHS-I
 - USB 2.0/ 3.2
 - eMMC 5.1
 - SATA III
 - PCIe
- **Headcount: 303 (275 in Taiwan / 28 in SZ)**
 - **80% are engineers**



Wide Product Coverage

ASolid is one of the few that

covers **four NAND Flash controller** categories.



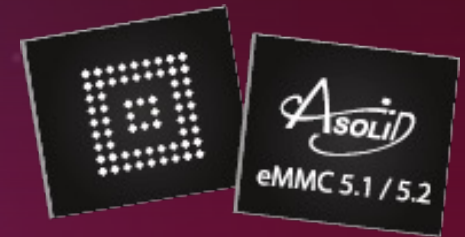
SD



UFD



SSD



eMMC

ASolid Market Position

ASolid SD Controllers

Worldwide **NO.1** Market Share



ASolid USB3.2 Controllers

Worldwide **NO.1** Market Share



ASolid SSD Controllers

Design-in more than **50%** of
TOP 10 Branded SSD companies



ASolid eMMC Controllers

MP Stably with **STB** & **Tablet** Companies



ASolid Supports All NAND Flash

KIOXIA

 **Micron**[®]

SAMSUNG

 **SK** hynix

 **SOLIDIGM**

Western Digital[®]



Consolidated Balance Sheet

(NTD in thousands)

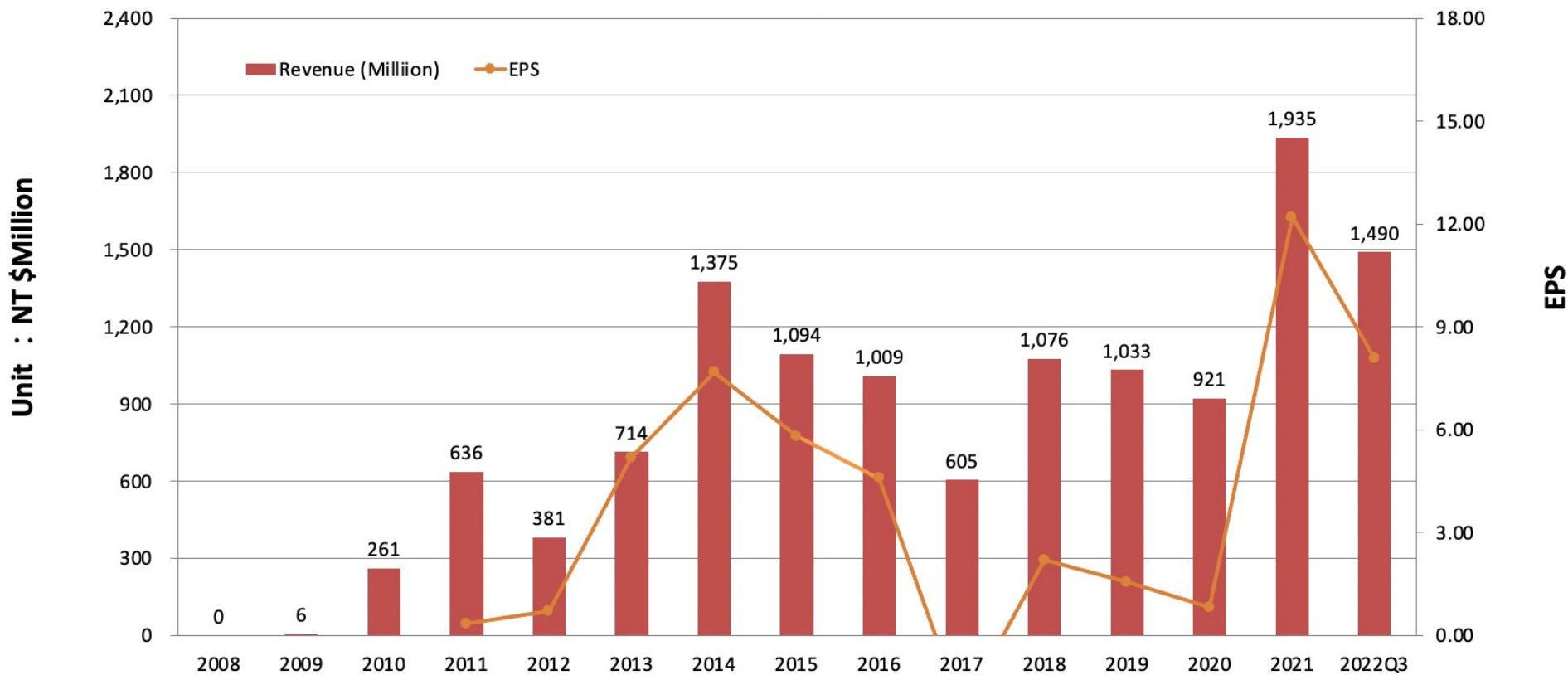
2022/09/30

	Amount	%
Cash and Cash Equivalents	1,455,219	58
Account Receivable	219,357	9
Inventory	463,987	19
Other Assets	348,674	14
Total Assets	2,487,237	100
Total Liabilities	581,772	23
Capital	441,520	18
Capital Surplus	678,810	27
Retained Earnings	784,774	32
Shareholders' Equity	1,905,465	77

Consolidated Statements of Comprehensive Income

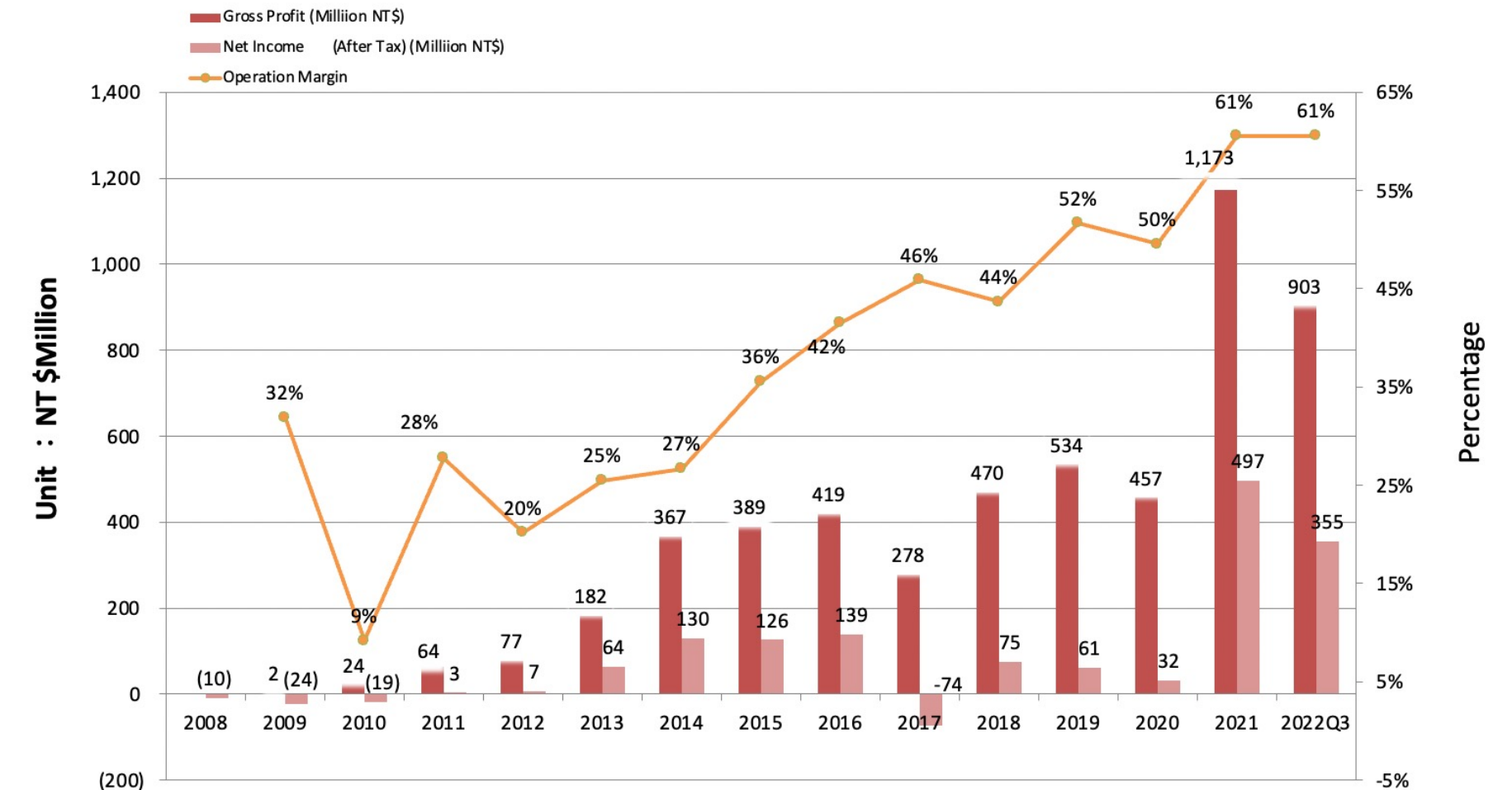
(NTD in thousands)	Q3/2022		Q1-Q3/2022	
	Amount	%	Amount	%
Net Sales Revenue	443,224	100	1,490,281	100
Gross Profit	247,950	56	903,048	61
Operating Expenses	(149,324)	(34)	(465,190)	(31)
Operating Income	98,626	22	437,858	30
Non-operating Revenue And Expenses	6,832	2	16,800	1
Profit Before Income Tax	105,458	24	454,658	31
Income Tax Expenses	(22,300)	(5)	(99,936)	(7)
Net Income	83,158	19	354,722	24
Earnings Per Shares (NTD)	\$1.88		\$8.08	

2008-2022Q3 Revenue & EPS

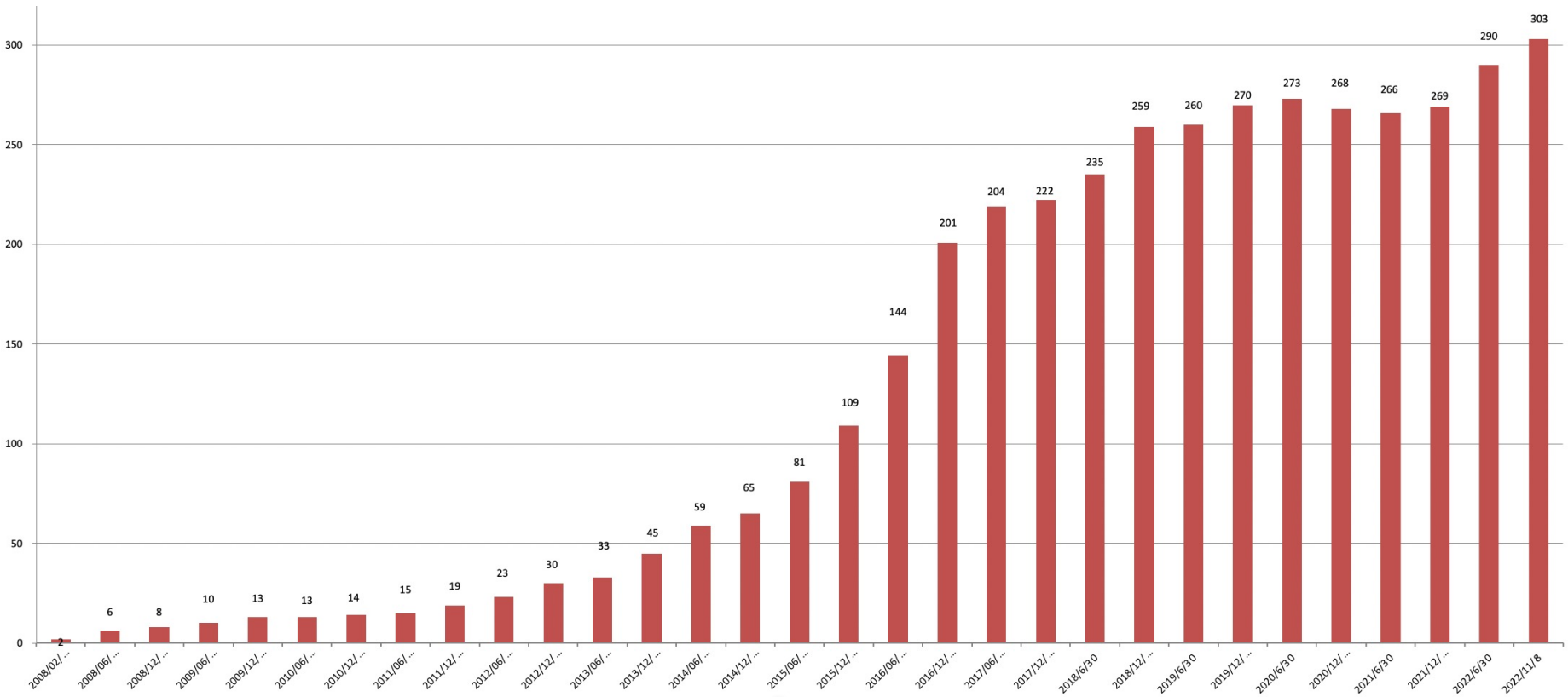


2008-2022Q3

Gross Profit & Net Income



2008-2022 Head Count



Outlook

- **Expectations for 2022 demand growth have moderated since 2Q22, primarily attributable to end demand weakness in consumer markets**
- **Remaining confident about the secure demand for our solutions and the attractiveness of our market opportunities**

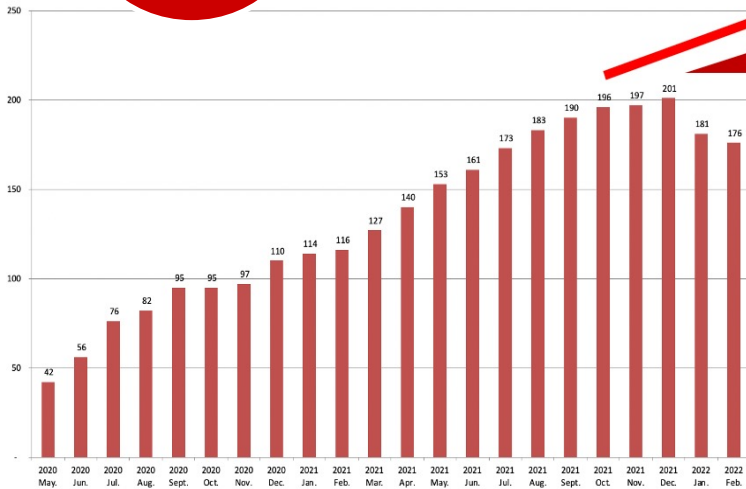
Growing Path

Improved product portfolio



Better customer mix

Ability to Weather any Potential Downturn Better Than in the Past



- Ongoing UFD3 penetration
- UFD3/microSD Market share gain

New TAM expansion into eMMC+SSD

- Key growth drivers for 2023 onward
 - Strong growth potential due to a relatively small global market share



2020

2021

2022

2023

2024

Questions?





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Thank You !

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