



Axcen Photonics Corp. 創威光電股份有限公司

2022 Q2 Investor Conference

TPEX Code : 6530

Disclaimer

- This presentation includes forward-looking statements. All statements, other than statements of historical facts, that address activities, events or developments that Axcen Photonics Corp. expects or anticipates will or may occur in the future (including but not limited to projections, targets, estimates and business plans) are forward-looking statements.
- Axcen's actual results or developments may differ materially from those indicated by these forward-looking statements as a result of various factors and uncertainties, including but not limited to material cost increase, market demand, change in legal, financial and regulatory frameworks, government policies, financial market conditions, and other risks and factors beyond our control.
- Axcen does not undertake any obligation to publicly update any forward-looking statement to reflect events or circumstances after the date on which any such statement is made or to reflect the occurrence of unanticipated events.

Agenda

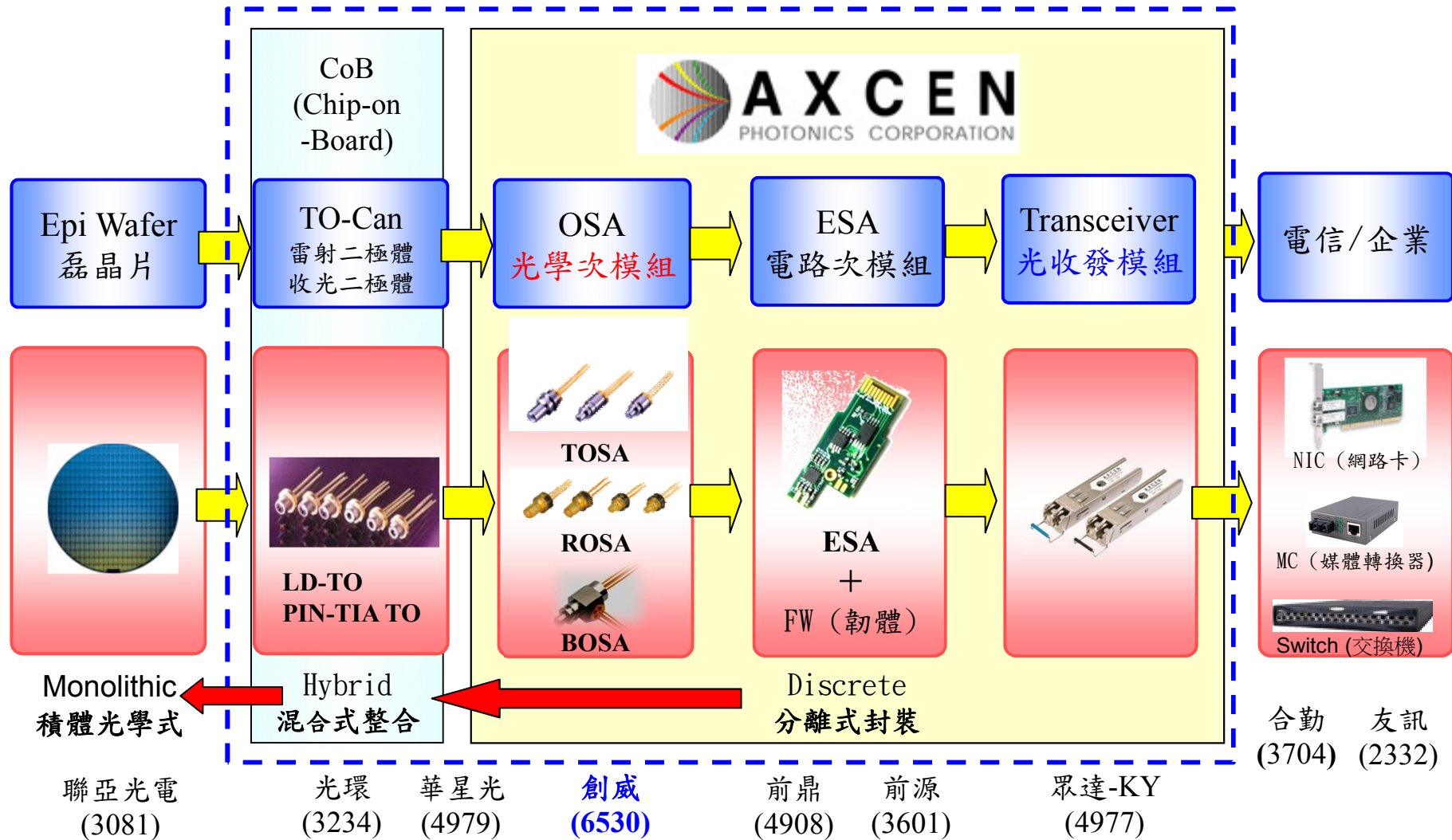
- I. Company Introduction
- II. Industry Overview
- III. Our Products
- IV. Competition Advantage
- V. Business Performance
- VI. Prospect

I. Company Introduction

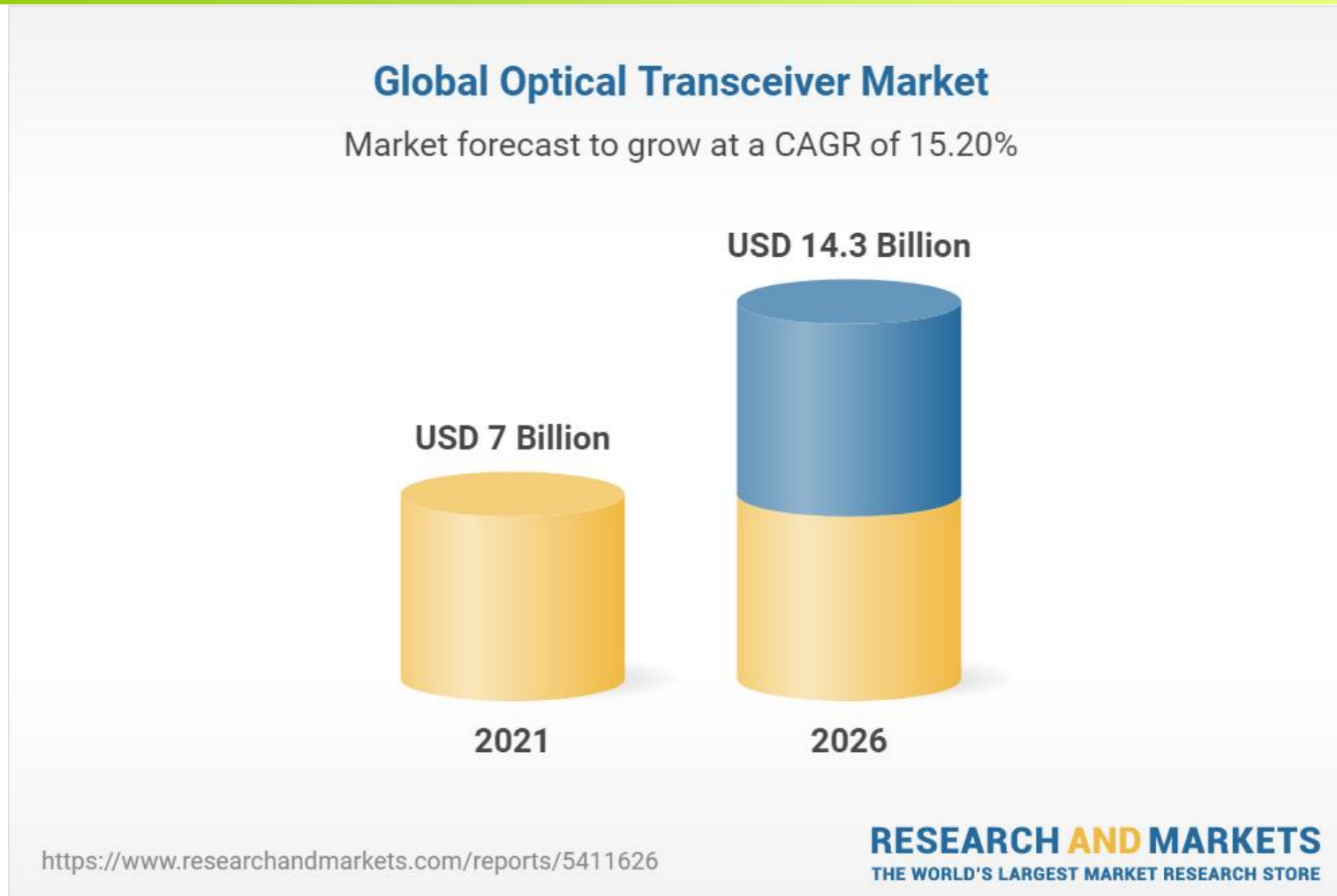
- Founded Date : April 15th, 2002
- Paid-in Capital : NT\$ 337,500,000
- Number of Employees : 76 (as of August 31st, 2022)
- Chairman & CEO : Vincent Chen
- Main Products : Optical Transceivers & Sub-Assemblings
- Location : 6F No. 119 Baozhong Road, Xindian District New Taipei City
- Listing Date : January 23rd, 2018



II. Industry Overview-Supply Chain



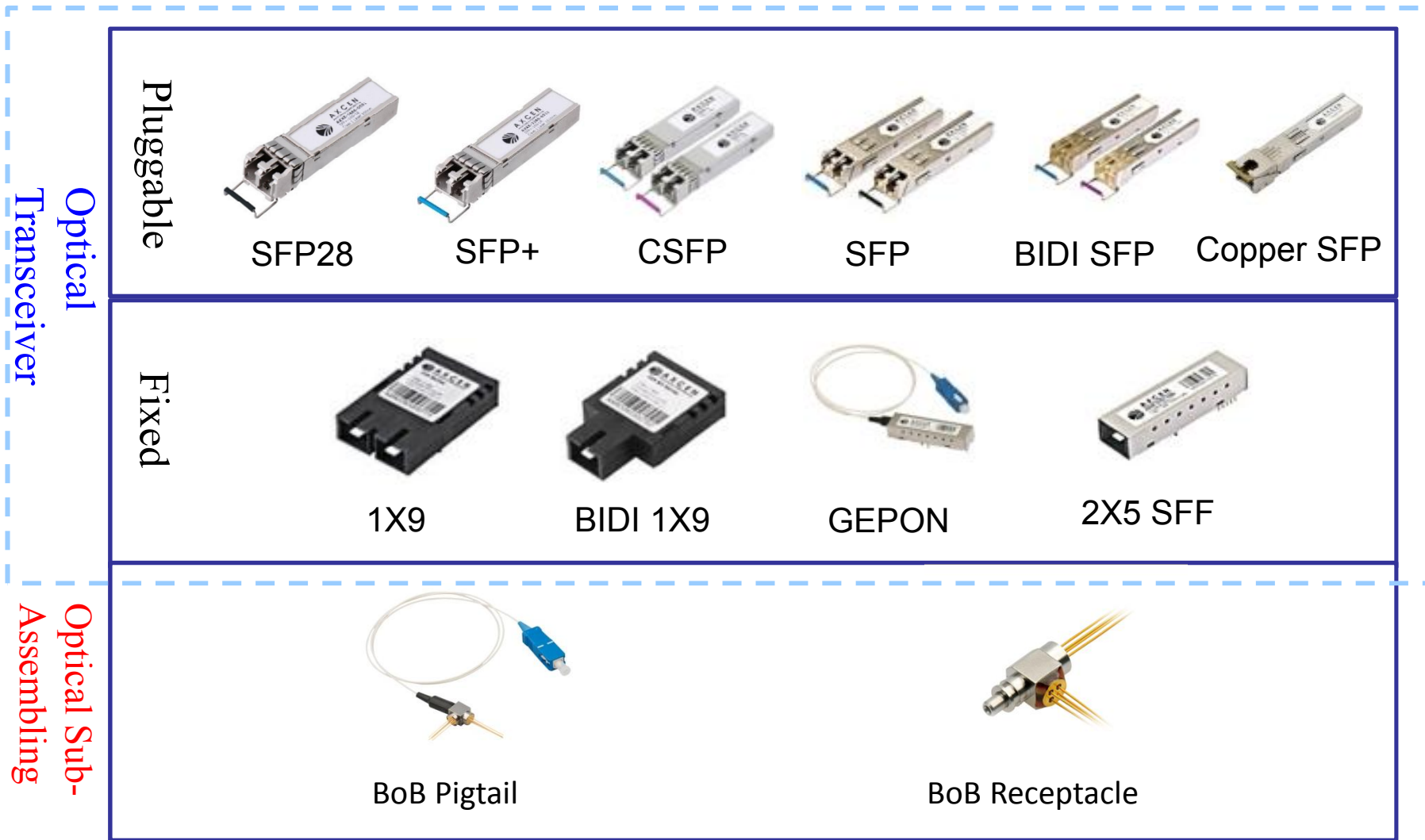
II. Industry Overview-Global Optical Transceiver Market



Source : Research and Markets

(Market forecast to grow at a CAGR of 15.2% from 2021 to 2026)

III. Our Products-Main Classification



Aspiring for Advanced & Excellent Life

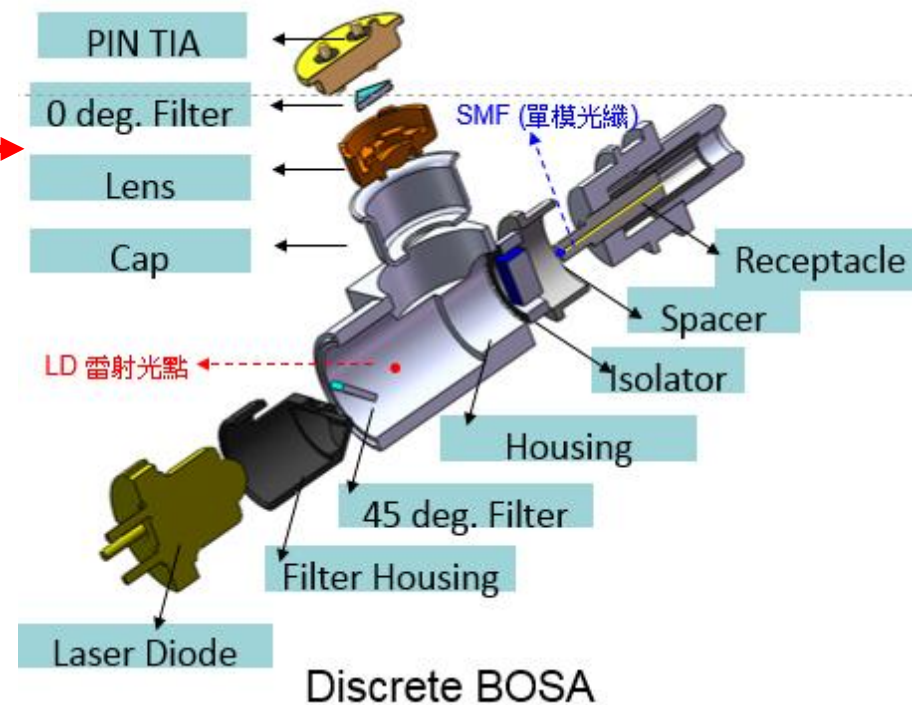
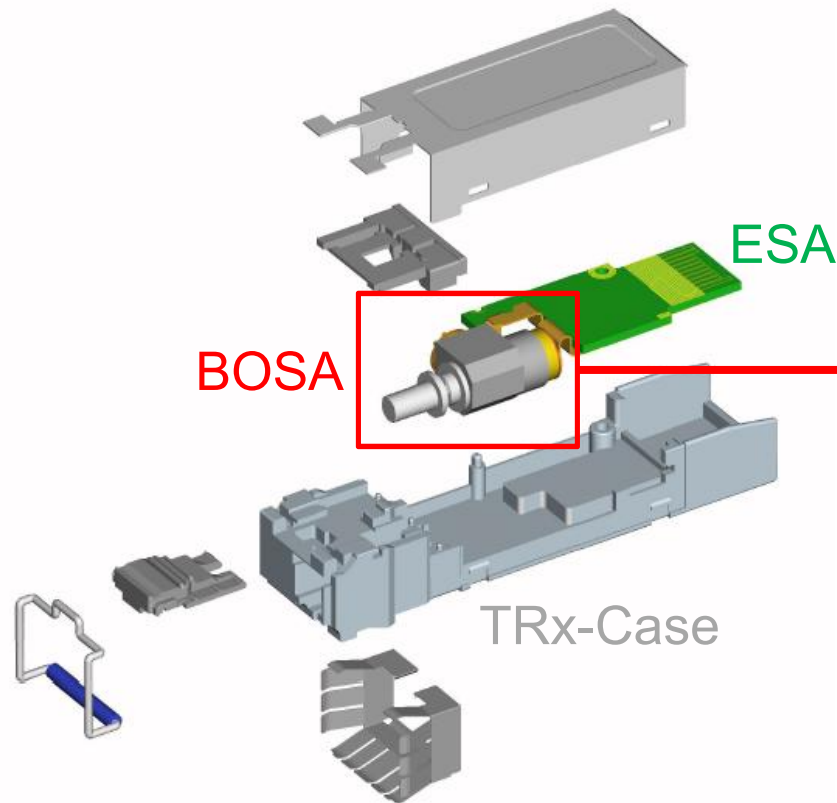
Copyright 2010 © Axcen Photonics Corp. All right reserved.

III. Our Products-Structure

BIDI-SFP

(單光纖雙向式光收發模組)

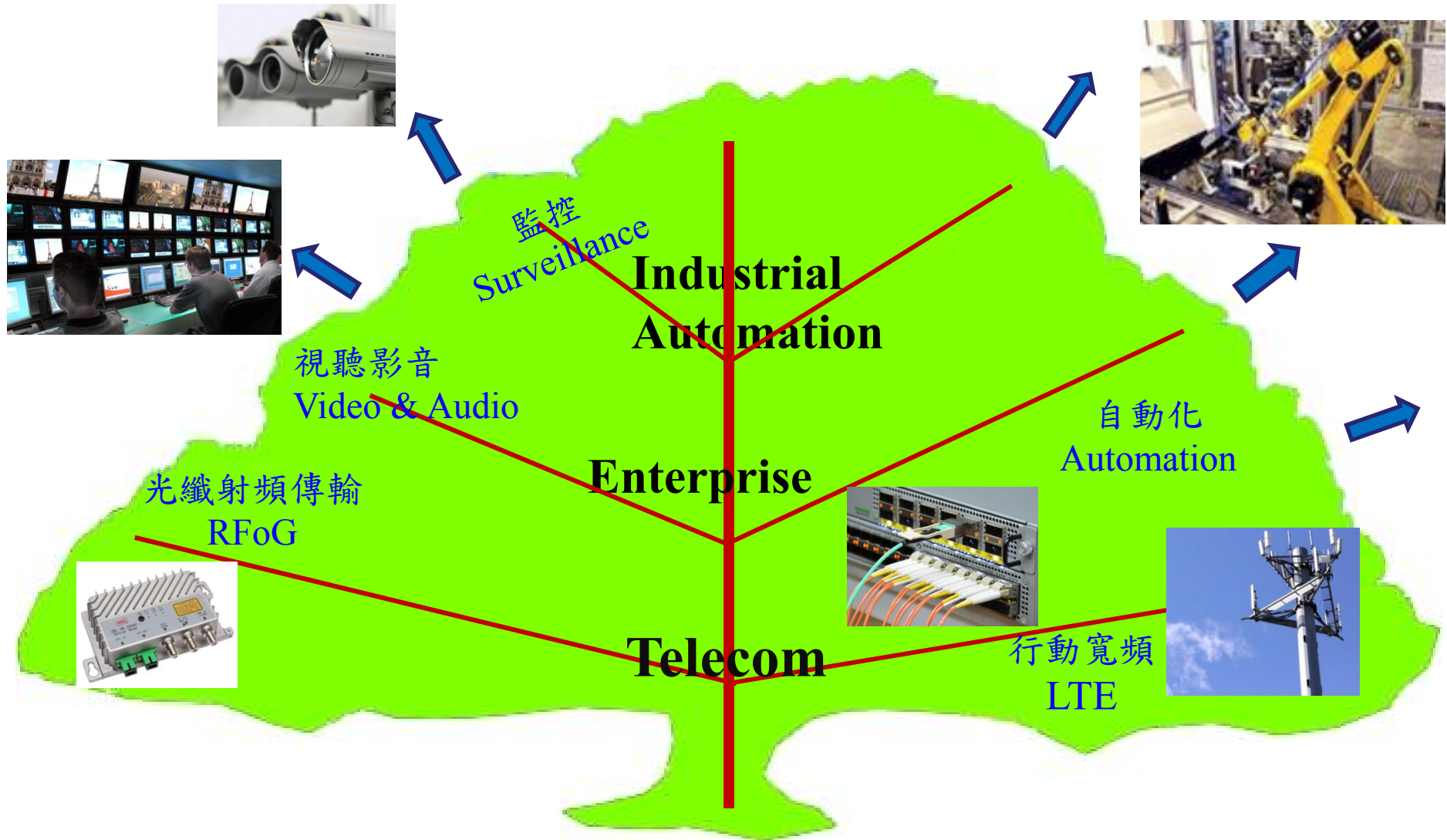
光學次模組(OSA):16 processes
電路次模組(ESA):14 processes



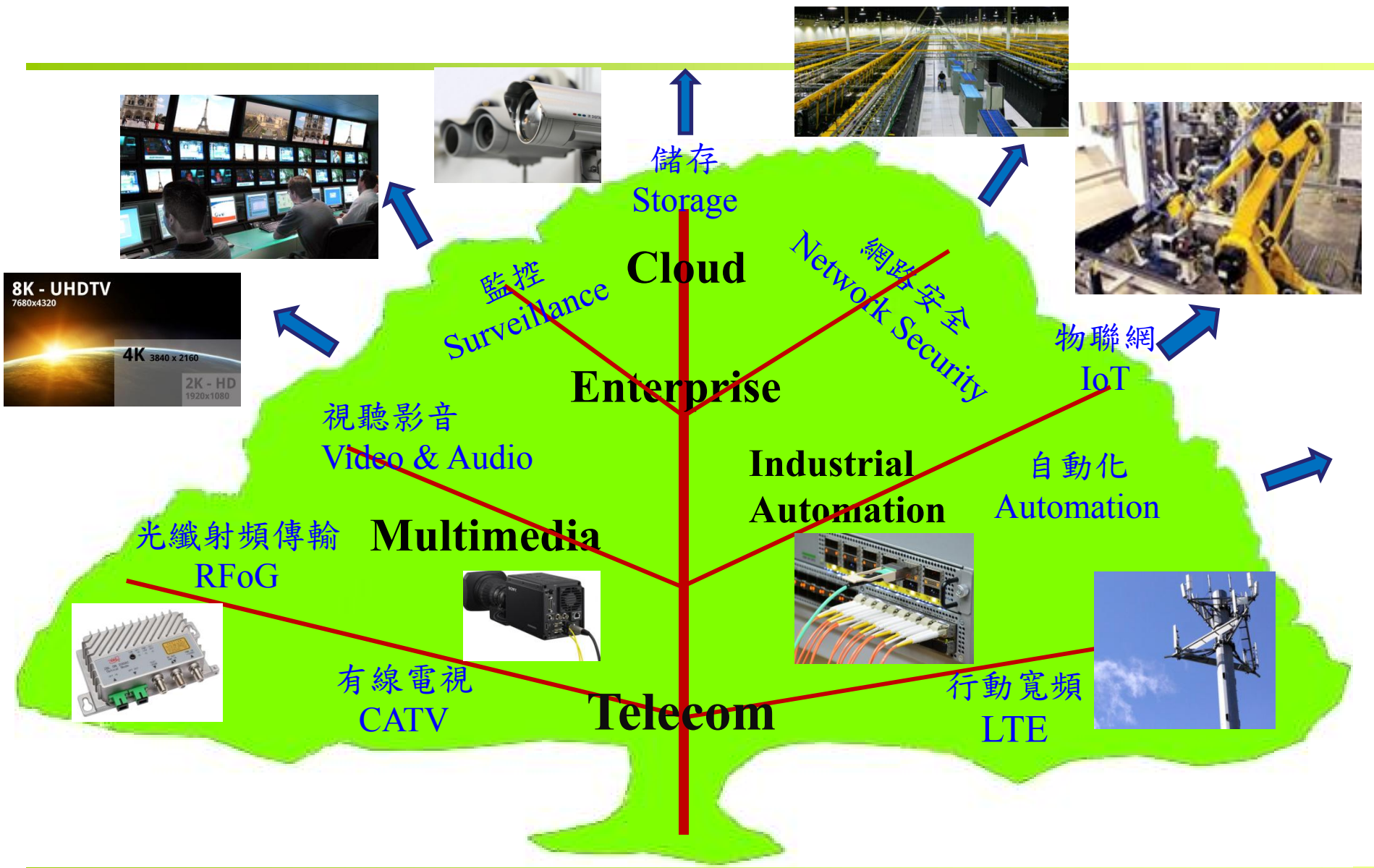
Aspiring for Advanced & Excellent Life

Copyright 2010 © Axcen Photonics Corp. All right reserved.

III. Our Products-Application (Now)



III. Our Products-Application (Future)



IV. Competition Advantage- Niche Points in All Applications

<u>Application Fields</u>	<u>Niche Points</u>	<u>Featured Products</u>
Telecom	<ol style="list-style-type: none"> 1. Products contain high quality and long-term reliability / stability , deeply trusted by major telecom carriers. 2. In-house capability of F/W development , which enhances product values & compatibility for the customers. 	SFP-DD BoB
Enterprise	<ol style="list-style-type: none"> 1. Products own the benefit of miniaturization , which fully saves the space and cost for the enterprise customers. 2. Products own the benefit of intellectualization , which is deeply appreciated by enterprise customers. 	CSFP Copper-SFP
Industrial Automation	<ol style="list-style-type: none"> 1. Products possess long-term reliability / stability under severe high / low temperature 2. Can be applied to ultra surge, humidity, corrosion.....etc., such kind of extremely harsh environment. 3. Can offer highly value-added customization services to the customers in the field of industrial automation. 	1x9-IT SFP-IT SFP-CC
Video & Audio Broadcasting Multimedia	<ol style="list-style-type: none"> 1. Complete patents arrangement (under application) , which contains the competitive advantage among peers. 2. In the leading position to contact potentially key customers , and conduct joint development for the high-end products 12G and 25G, so that future growth could be expected. 	SFP-SDI SFP-IP

IV. Major Competition Advantage

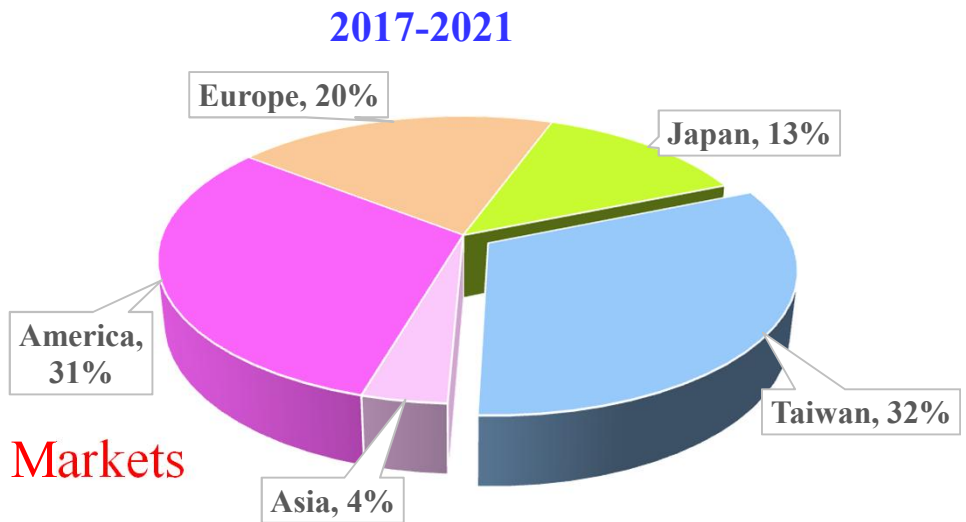
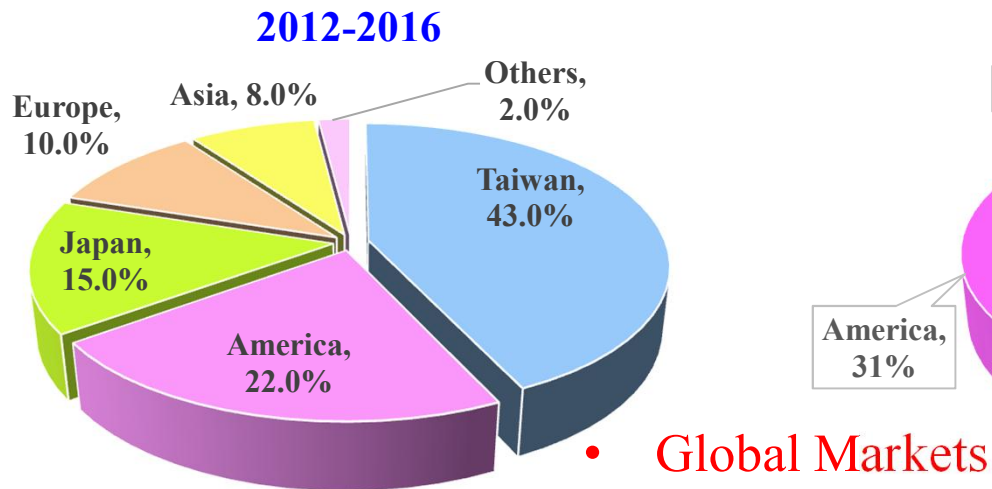
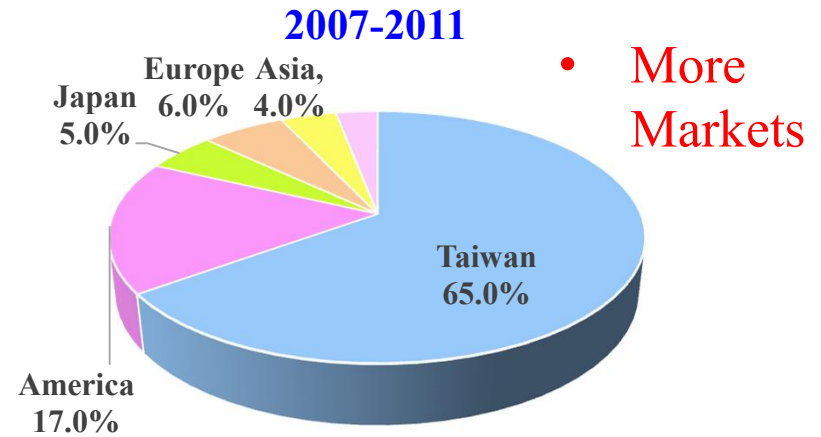
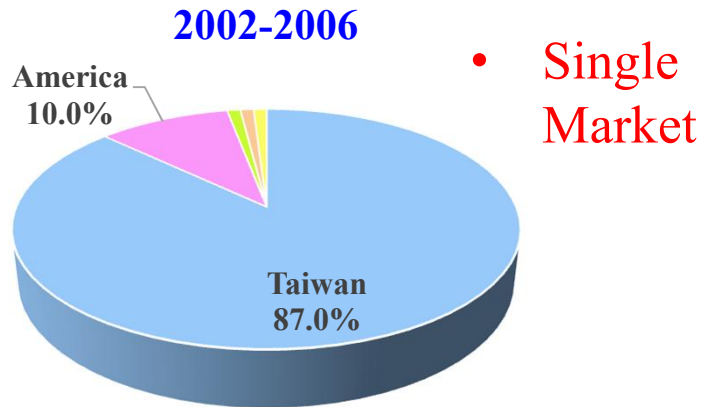
Axcen's competitive advantages in optical communication market

- Has core optical design and development capabilities
- Master key manufacturing processes (including fast photo-coupling and sub-micron laser packaging)
- Has high-frequency circuit design and firmware development capabilities, can cooperate with customers to provide high-value **customized** products and services
- Products have **high quality** and **long-term stability**
- Revenue generated from diverse customers, multi-applications and different regions, which results to lower operation risk and more energy to grow
- Professional team with 20+ years of experience
- The products have been recognized by many world-class manufacturers and have stable and healthy orders
- **Healthy and stable financial position**

Aspiring for Advanced & Excellent Life

Copyright 2010 © Axcen Photonics Corp. All right reserved.

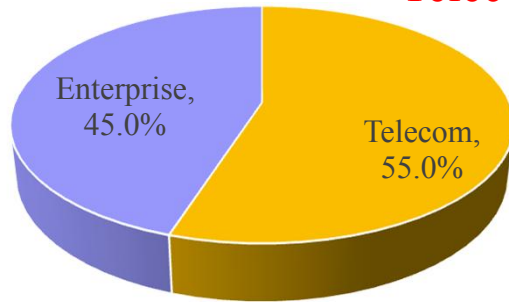
V. Business Performance-Sales Area Distribution



V. Business Performance-Sales Application Distribution

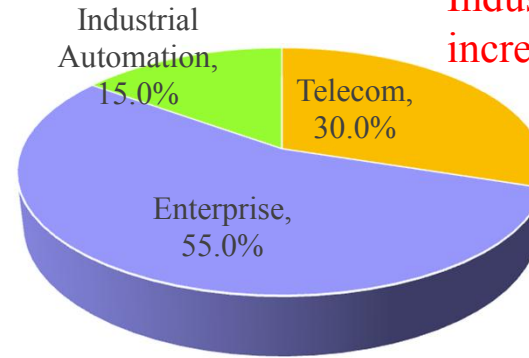
2002-2006

Telecom Mostly



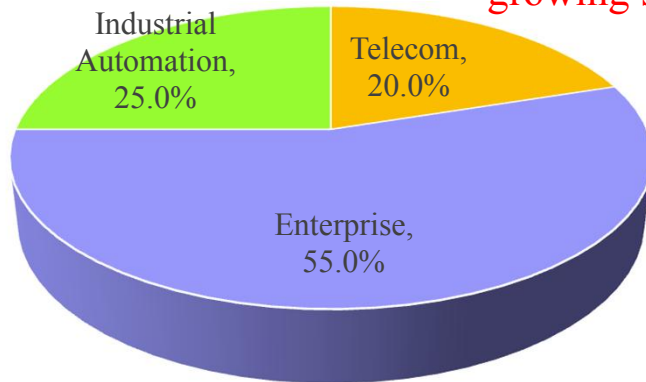
2007-2011

Industrial Automation increasing



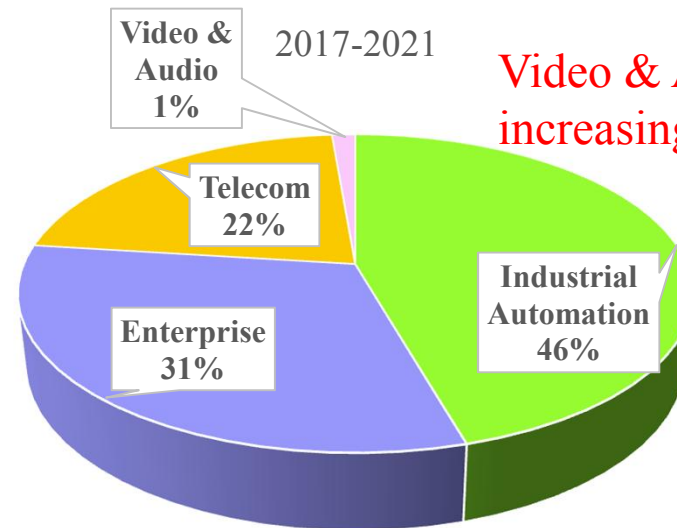
2012-2016

Industrial Automation growing steadily



2017-2021

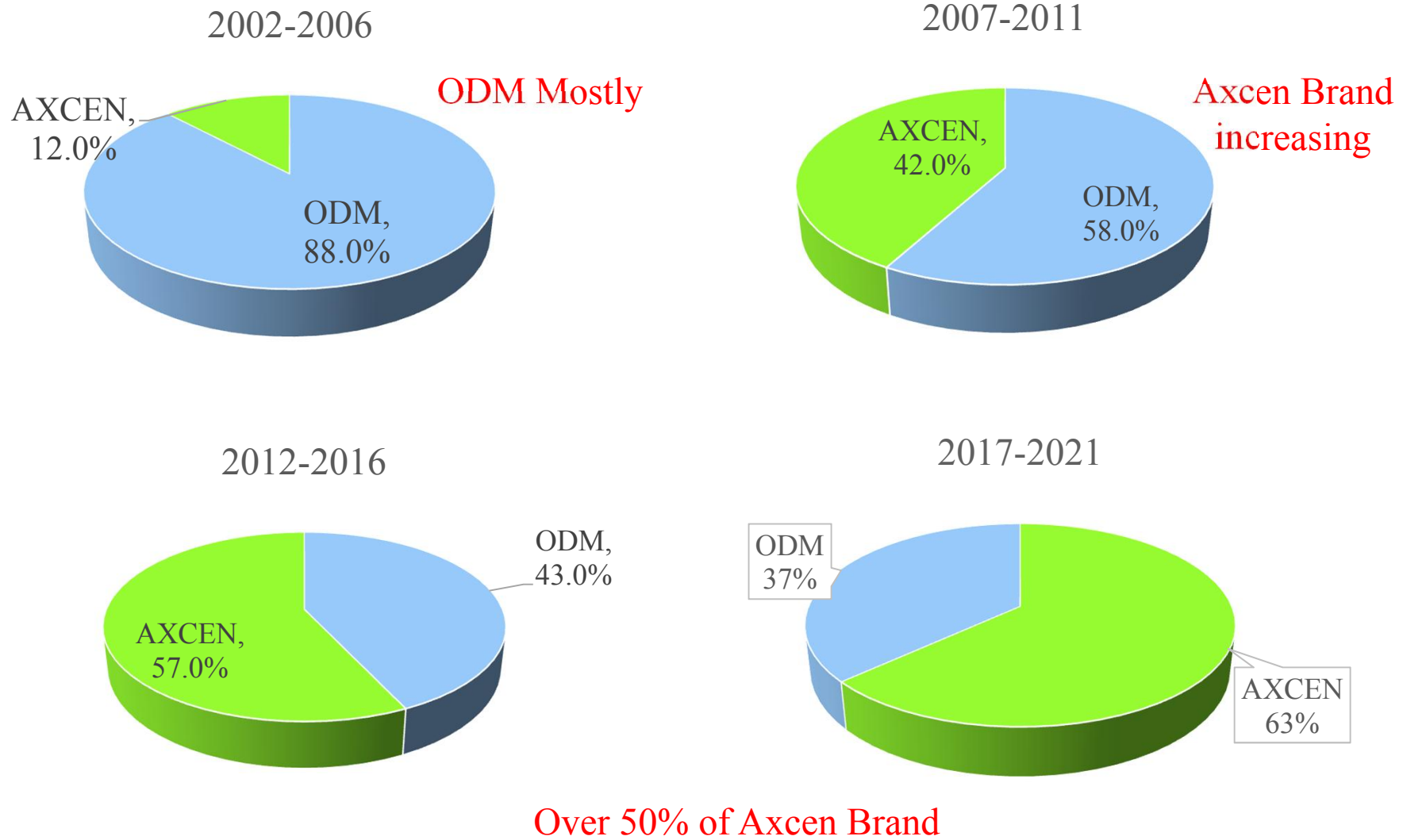
Video & Audio increasing



Aspiring for Advanced & Excellent Life

Copyright 2010 © Axcen Photonics Corp. All right reserved.

V. Business Performance-Sales Brand Distribution



Aspiring for Advanced & Excellent Life

Copyright 2010 © Axcen Photonics Corp. All right reserved.

V. Business Performance-Recent Financial Result

In NT\$ thousands

Item	2019	2020	YOY%	2021	YOY%	2022Q2	YOY%
Operating Revenue	250,878	249,476	-0.56%	271,302	8.75%	137,296	4.92%
Gross Margin	34.36%	36.11%		38.89%		42.51%	
Operating Income	28,426	32,906	15.76%	46,158	40.27%	28,584	34.80%
Income before Tax	31,231	32,424	3.82%	45,894	41.54%	31,422	50.39%
Basic EPS (NT\$)	0.75	0.76		1.09		0.75	

Aspiring for Advanced & Excellent Life

Copyright 2010 © Axcen Photonics Corp. All right reserved.

VI. Prospect-Manufacturing Technology

Discrete



Hybrid



Monolithic

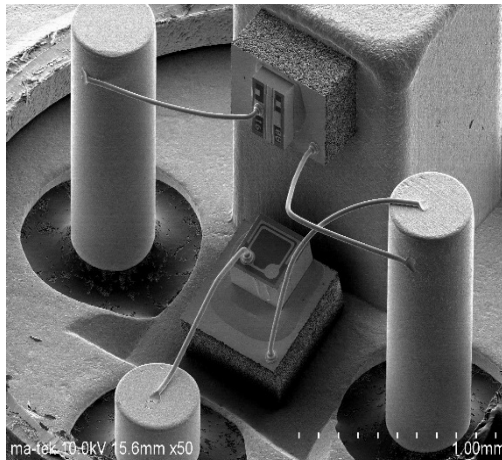
分離式元件封裝

混合式元件整合

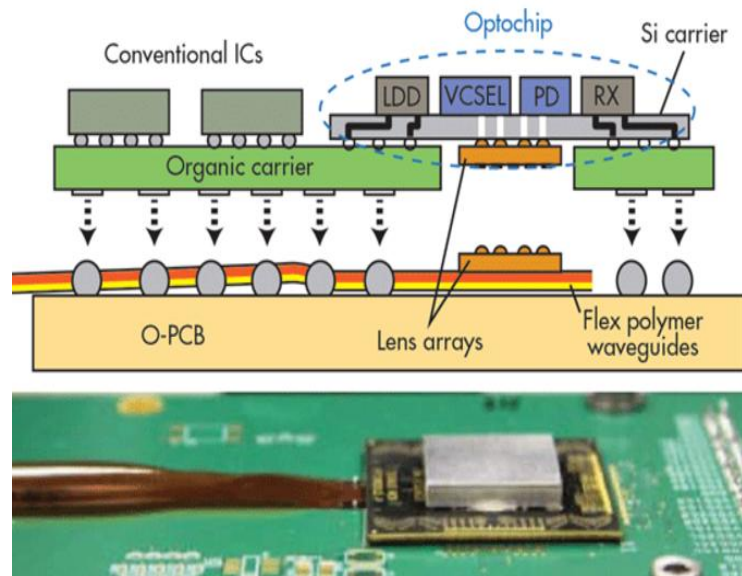
積體光學式

CoB (Chip-on-Board) or CoS (Chip-on-Substrate)

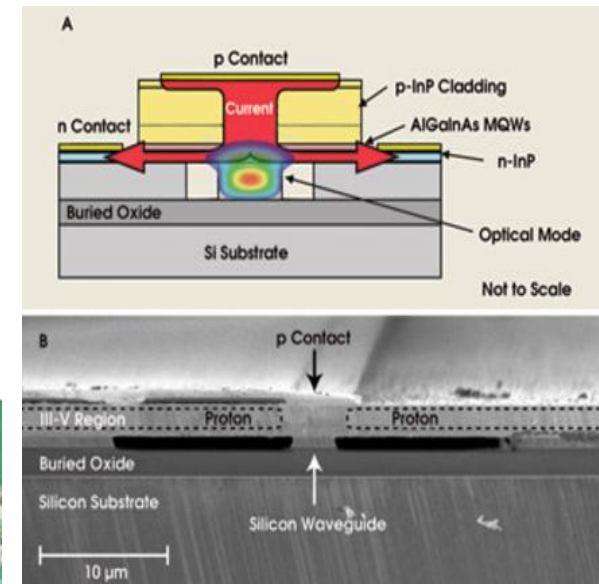
(買 LD, PD, IC, Optics 等 Chip元件, 封裝整合到基板上)



Chip-on-Header



Chip-on-PCB

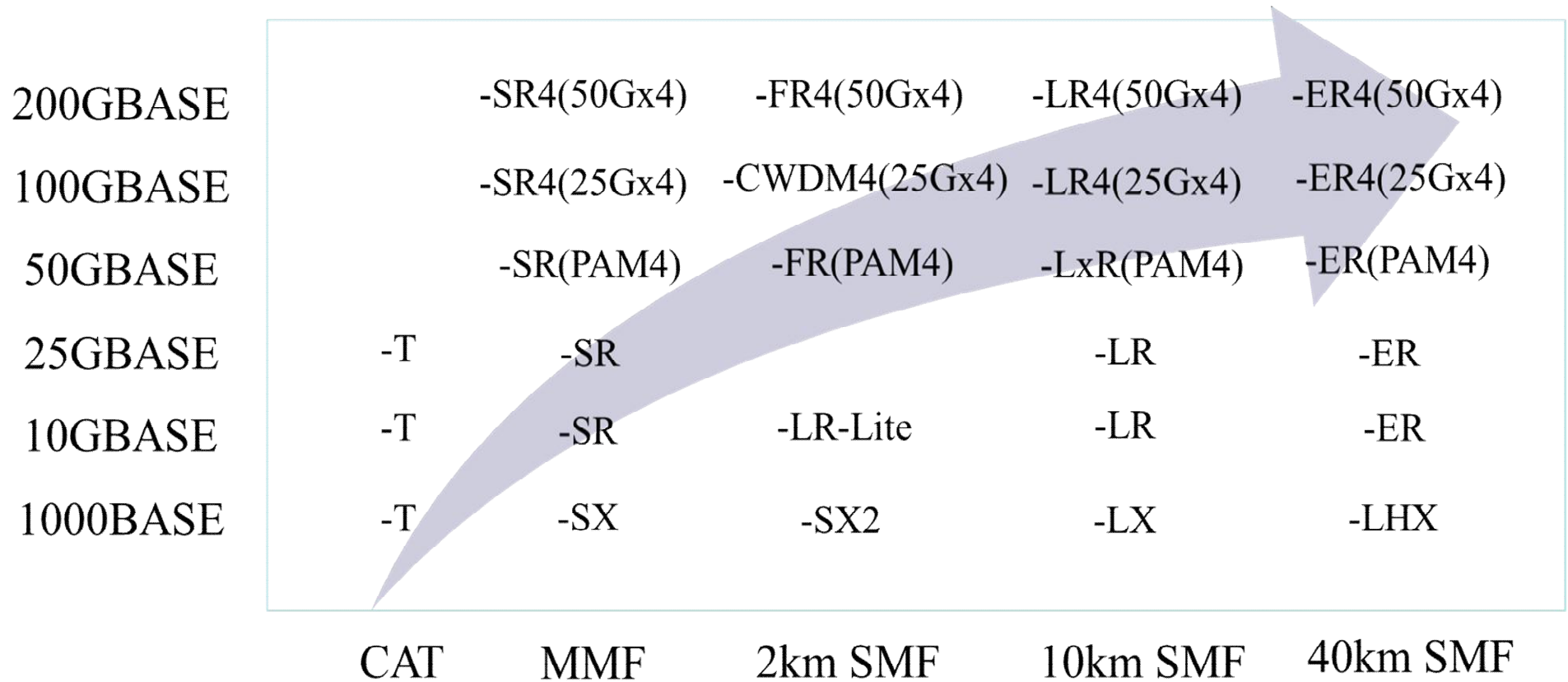


Chip-on-Silicon (Si-Photonics)

Aspiring for Advanced & Excellent Life

Copyright 2010 © Axcen Photonics Corp. All right reserved.

VI. Prospect-Product Roadmap



Product Roadmap : Higher Data-rate, More Compact

SFP/
SFP+/
SFP28/
QSFP28



- 1G SFP BiDi
- DDM



- 10G SFP+
- Long Reach



- 25G SFP28
- Long Reach



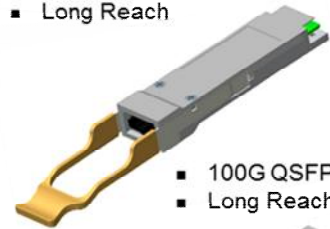
- 50G SFP56
- Long Reach



- 1G SFP
- DDM



- 1G CSFP (option2)
- DDM



- 100G QSFP+28
- Long Reach



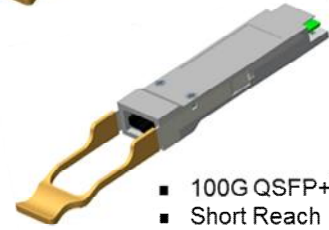
- 1G copper SFP
- SerDes / SGMII



- 10G SFP+
- Short Reach



- 25G SFP28
- Short Reach



- 100G QSFP+28
- Short Reach



- 50G SFP26
- Short Reach

Available

2024

Product Roadmap :

Endurance

Endurance

Extended Industrial Temp.



- 125M
- EIT (-40 ~ 100 °C)

- 125M
- EIT (-40 ~ 125 °C)

High Potential Test



- 125M
- Hi-Pot



- 125M
- Hii-Pot

Corrosive Gas Test



- 1.25G
- IT-CG (-40 ~ 85 °C)



- 125M
- IT-CG (-40 ~ 85 °C)



- 1.25G
- IT-CG (-40 ~ 85 °C)

Available

Product Roadmap : Video & Audio

SDI Patent (Owned)

	Taiwan	US	EU	Canada
Mechanism Design	●	●	●	●
EMI Design	●	●	●	●
SI Design	●	●	●	●

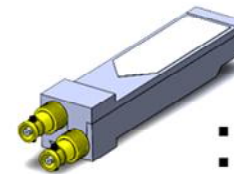
3G/12G-SDI



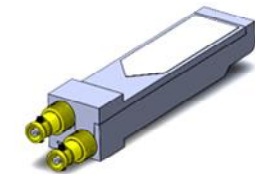
- 12G SDI SFP
- MSA/Non-MSA
- Single TX/Single Rx
- Dual Tx/Dual Rx



- 3G SDI SFP
- MSA/Non-MSA
- Single TX/Single Rx
- Dual Tx/Dual Rx



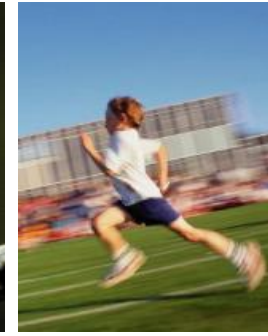
- 3G SDI SFP
- Coaxial
- MSA/Non-MSA



- 12G SDI SFP
- Coaxial
- MSA/Non-MSA

Available

2023



Q & A

