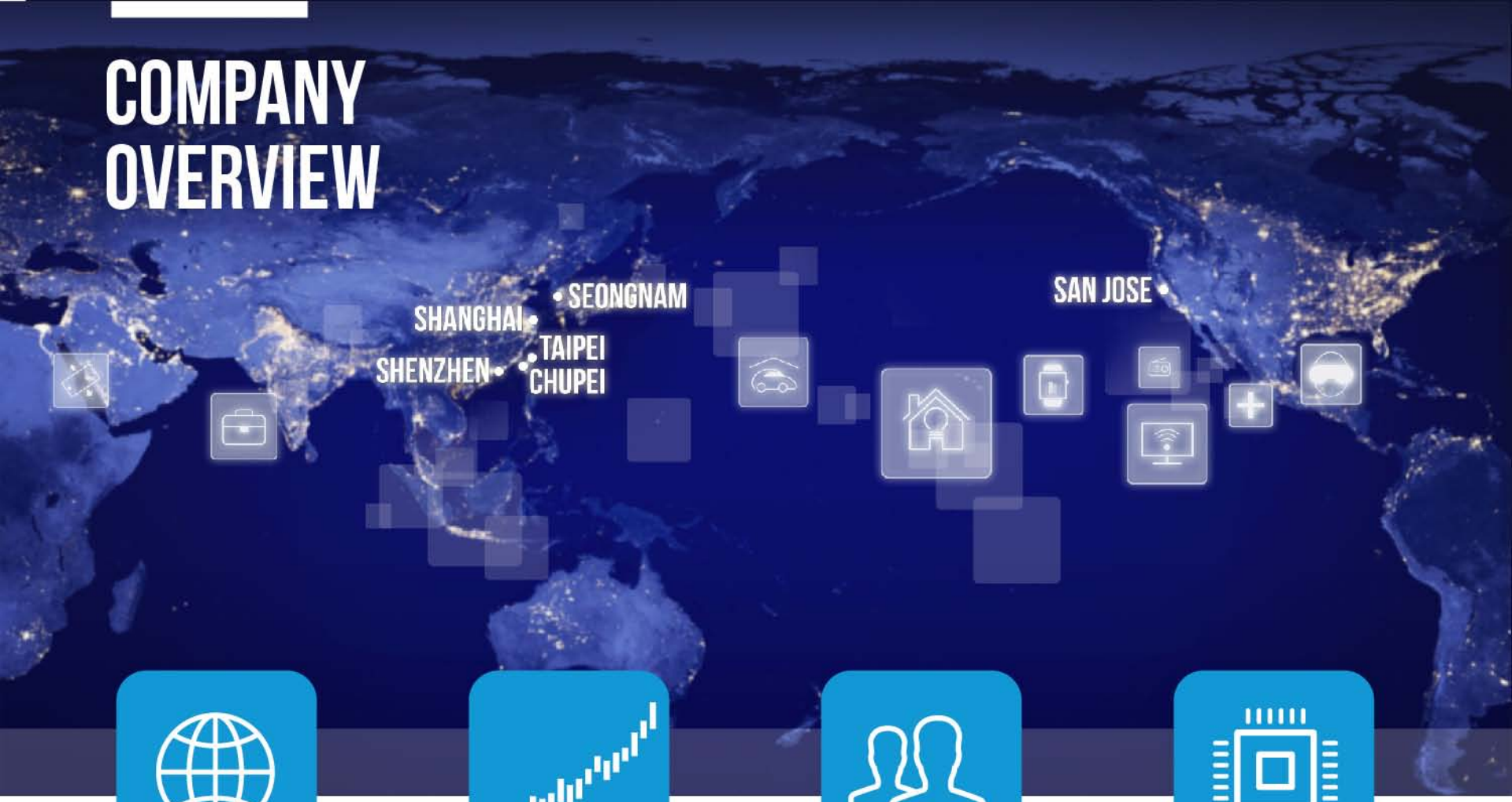
# RichWave Technology Corp.

## 2019 Q2 Investor Conference

August 2019

# COMPANY OVERVIEW




| Founded | Listed in TSE | Customers | Products |
|---|---|---|---|
| **Jan. 2004** | **Nov. 2015** | **350+** | **270+** |

# Vision

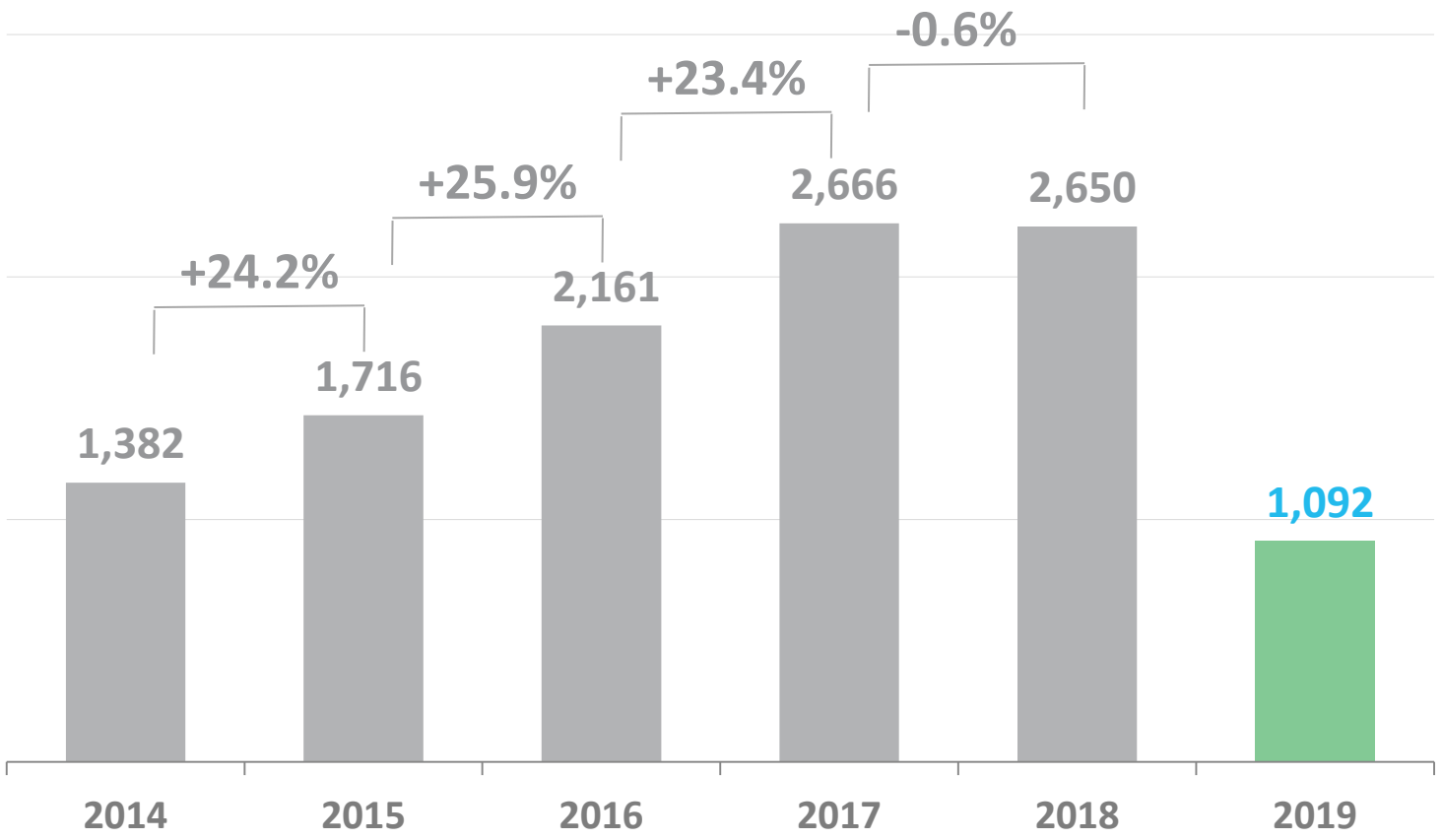
RichWave

## World RF IC Leader
## by Technology and Innovation

# 2019 Q2 P&L

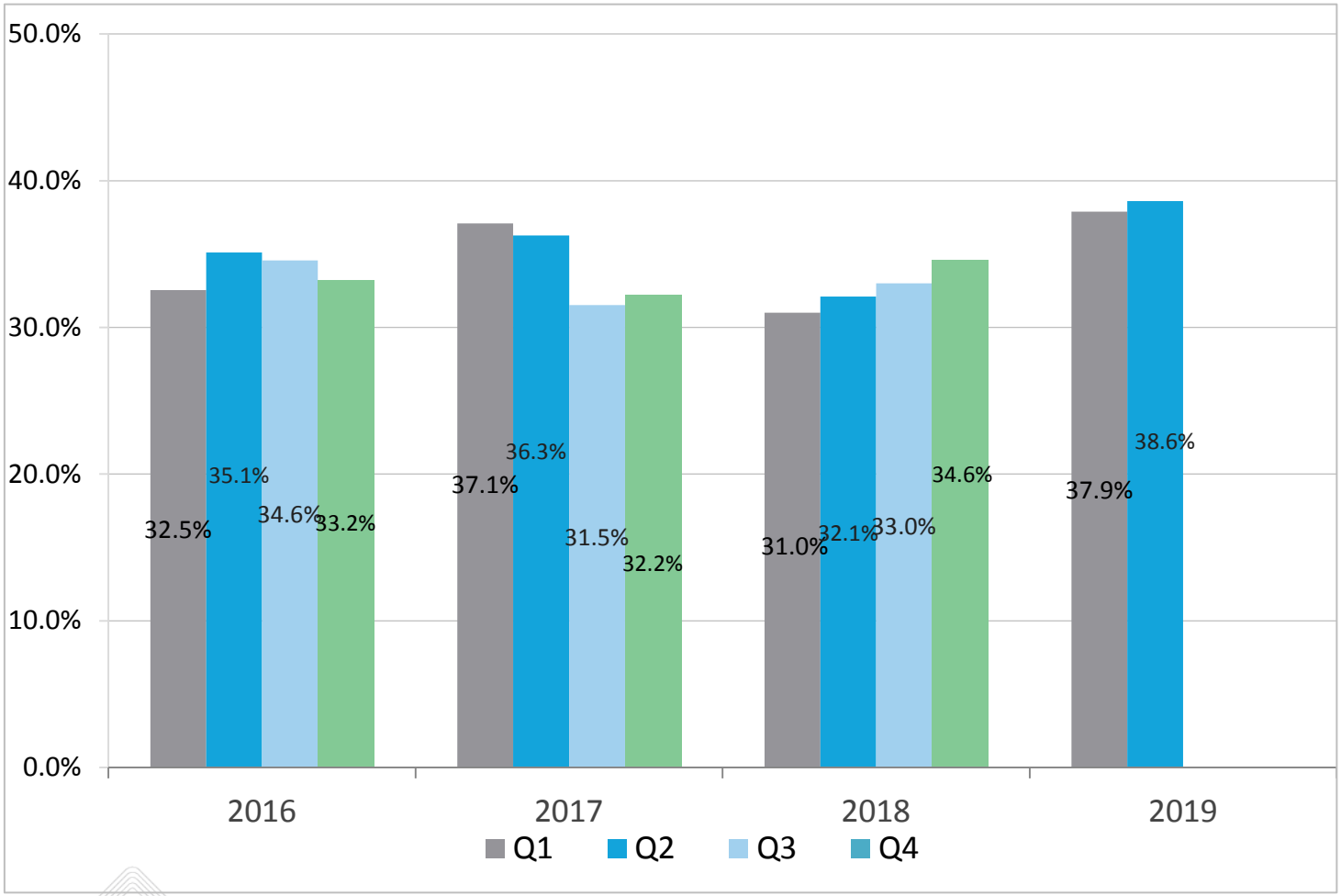
| Amount: NT$ MN | 2019 Q2 | | 2019 Q1 | | QoQ | 2018 Q2 | | YoY |
|---|---|---|---|---|---|---|---|---|
| | Amount | % | Amount | % | % | Amount | % | % |
| Net Sales | 666 | 100.0% | 425 | 100.0% | 56.7% | 712 | 100% | -6.5% |
| Gross Margin | 257 | 38.6% | 161 | 37.9% | 59.6% | 229 | 32.10% | 12.2% |
| Operating Expense | 178 | 26.7% | 174 | 40.9% | 2.3% | 180 | 25.30% | -1.1% |
| Operating Profit | 79 | 11.9% | -13 | -3.0% | 707.7% | 49 | 6.80% | 61.2% |
| Non-Op. Profits(Loss) | 2 | 0.3% | -1 | -0.2% | 300.0% | 12 | 1.70% | -83.3% |
| Net Income before Tax | 81 | 12.2% | -14 | -3.2% | 678.6% | 61 | 8.50% | 32.8% |
| Net Income aftere Tax | 61 | 9.2% | -11 | -2.6% | 654.5% | 47 | 6.60% | 29.8% |
| EPS | 1.00 | | -0.18 | | | 0.86 | | |

# Net Sales 2014-2019

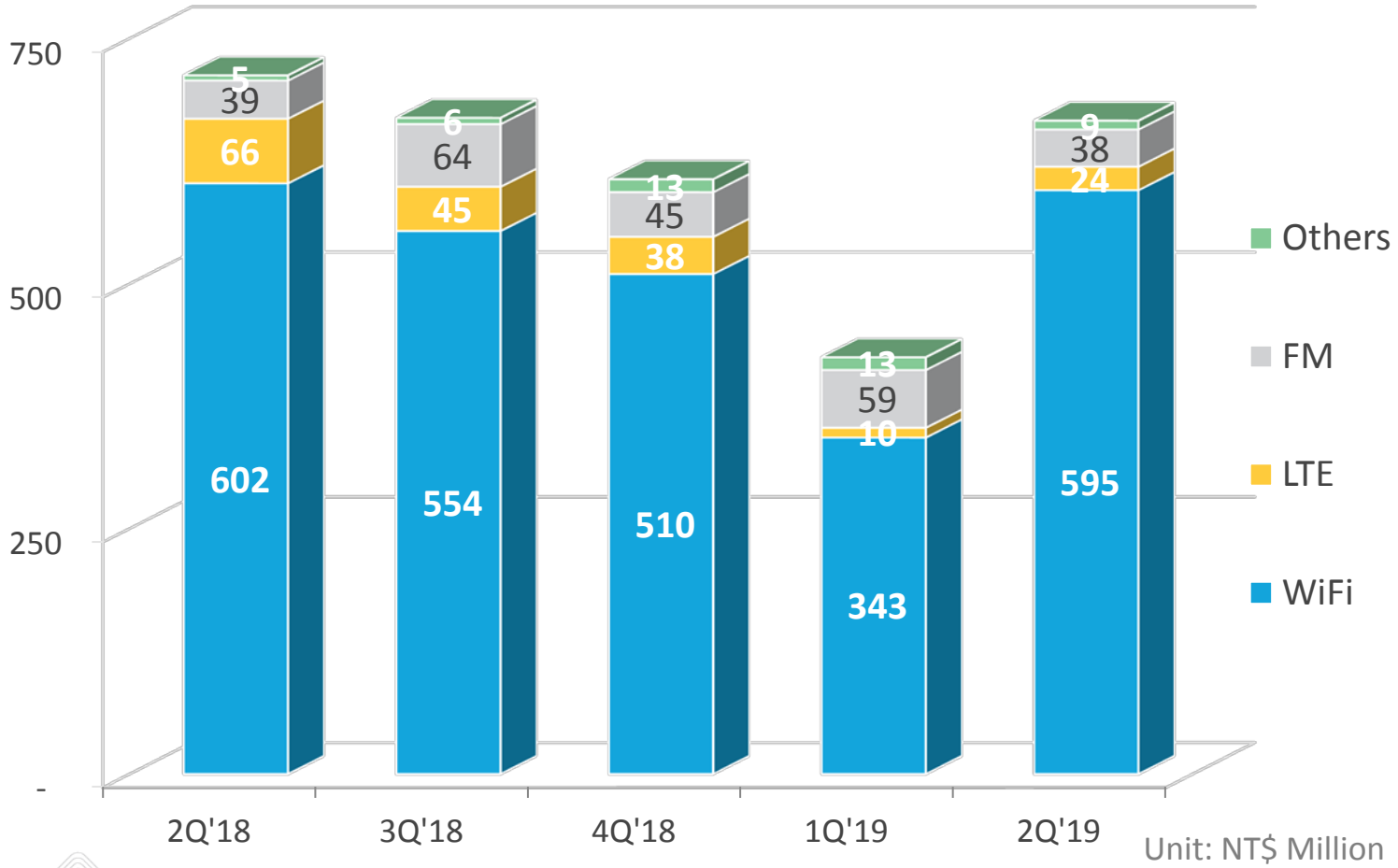



Unit: NT$ million

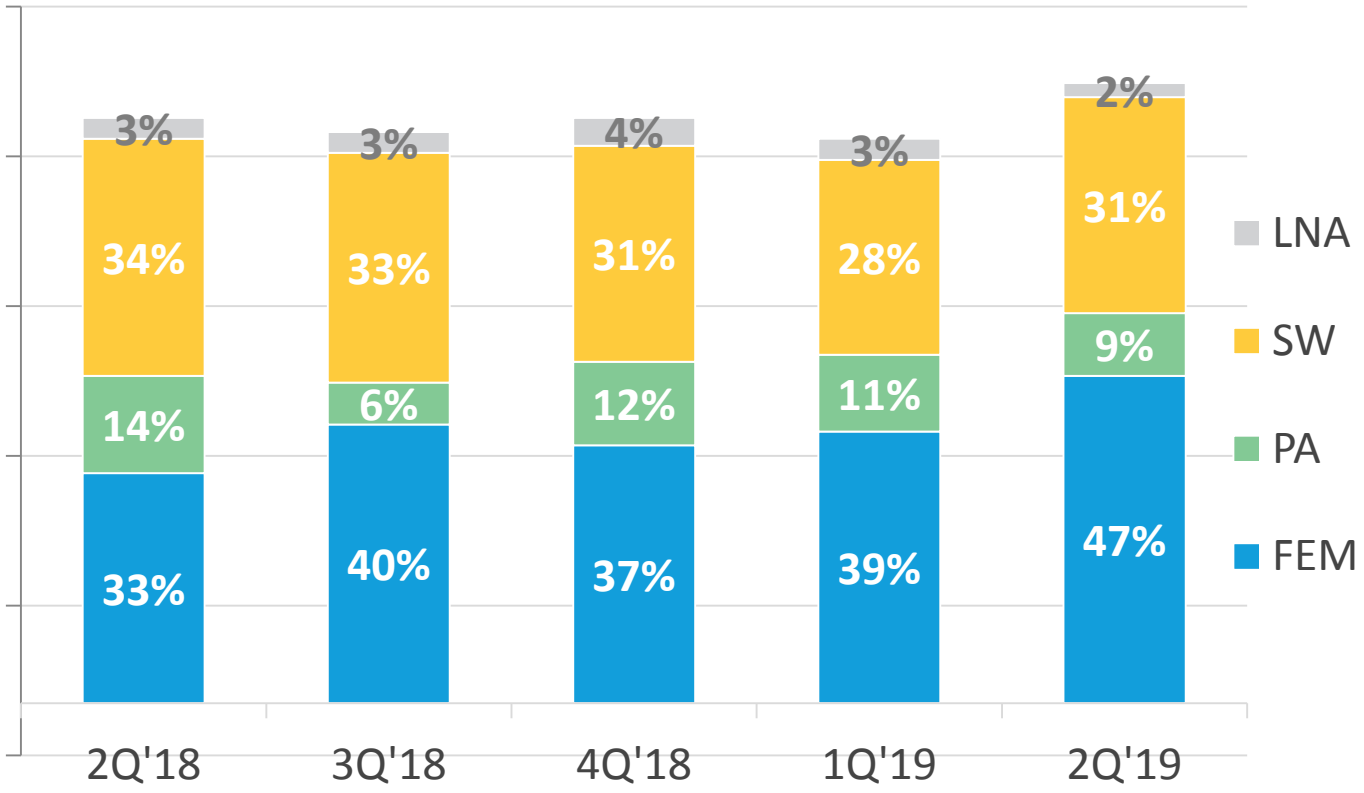
# Gross Margin Trend 2016-2019



# Revenue by Products



# High Integration WiFi FEM & High Power PA Gain Weighting



# Business Highlights – WiFi

- Start first shipment of 11ax FEMs for DSL gateway for Swedish telecom operator.
- Volume shipment of 11ac FEMs for EU routers for Technicolor.
- Volume shipment of WiFi switches for Nintendo Switch (gaming).
- Win 11ac FEMs design for 10G PON gateway for Sagemcom
- Win 11ac FEMs design for cable gateway for Ubee for US cable operator.
- Win 11ac FEMs design for GPON gateway for Switzerland telecom operator.
- Win 11ac FEMs design for home gateway & mesh router for India Reliance.
- Win 11ac FEMs design for WiFi repeater and gateway for Freebox.
- Win WiFi switches design for Amazon doorbell.
- Become Huawei approved vendor (AVL), and start shipment of 11ac FEMs for Huawei routers.

Reliance Industries Limited

Nintendo

amazon

technicolor

freebox

HUAWEI

ubee

Sagemcom

# Business Highlights – Mobile

- Win WiFi 11ac 5GHz FEM design for PAD/4G module:
  - Samsung PAD, Lenovo PAD, Ouectel LTE module
- Win LTE LNA design for smart phone/4G module:
  - LG smart phone, OPPO smart phone, Quectel LTE module

SAMSUNG

Lenovo

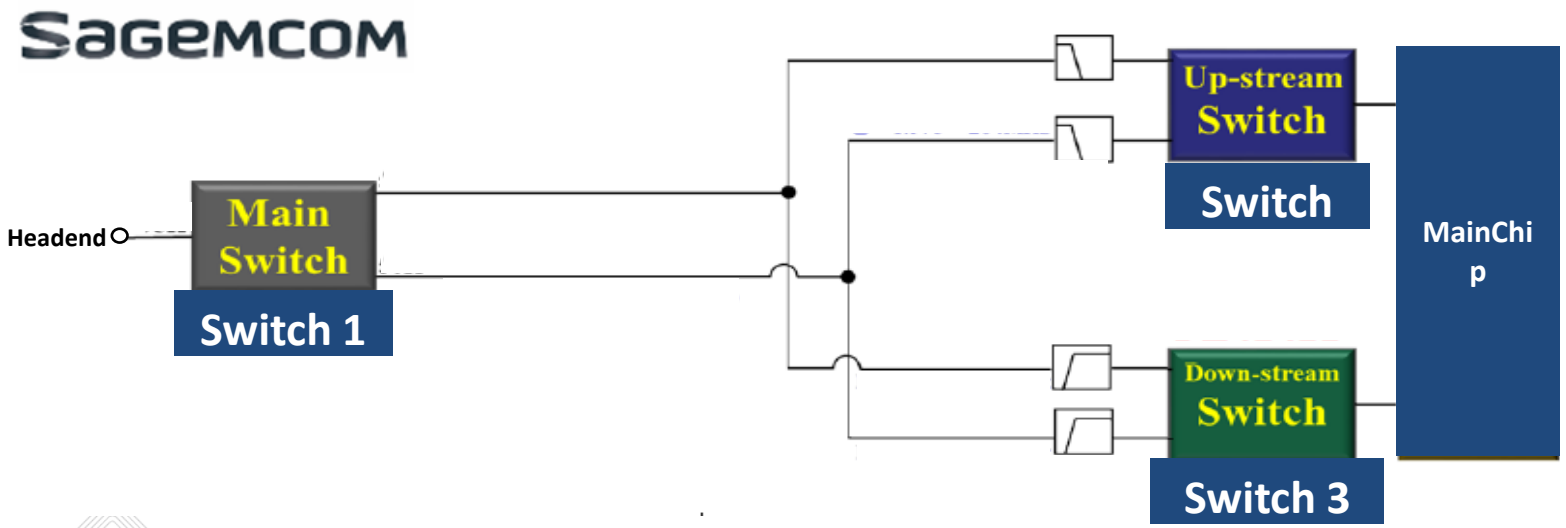
QUECTEL

oppo

motorola
a Lenovo company

# Business Highlights - Cable Switch

- Start first shipment of cable Docsis 3.1 switches to Sagemcom.
- Win cable Docsis 3.1 switches design for US cable operator.
- Win cable Docsis 3.1 switches design for EU cable operator.

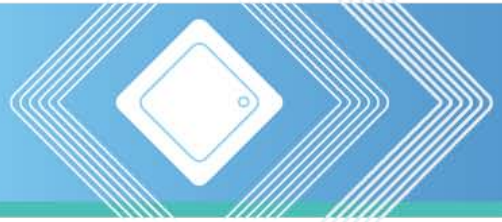


# Business Highlights – FM

- Win design with our next generation FM on new main flagship phone models and middle-end smart phone models for Korea main smart phone brands.

# Business Highlights – Automotive

- Start shipment of 11ac FEMs for WiFi modules for automotive for GM
- Start shipment of switches for LTE modules for automotive telematics for Bosch



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