# ememory

# 2Q 2014 Investor Conference

Aug-7, 2014

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### **Outline**

- Business Model
- Review of Operations for 2Q and 2014
- Future Outlook
- Q & A



### **Business Model**

- Founded in 2000. First customer engaged in 2002. Achieved profitability in 2005 and IPO in 2011. The largest logic non-volatile memory IP company.
- Since its IPO, the company initiated no new fund raising or bank debt, and has distributed in excess of 100% of earnings in cash dividends.
- Growth Indices: 1) No. of on-going technology platform
  - 2) No. of usage
  - 3) Royalty

Upfront Licensing Fee =Technology and Design License



Royalties =Collected directly from foundries upon mass production of customer wafers

### **Worldwide Customers**



	Taiwan	China	Korea	Japan	North America	Europe	Others
Foundry	5	6	3	2	1	0	1
IDM	0	0	0	8	2	1	0
Fabless	202	280	49	30	118	60	28

























































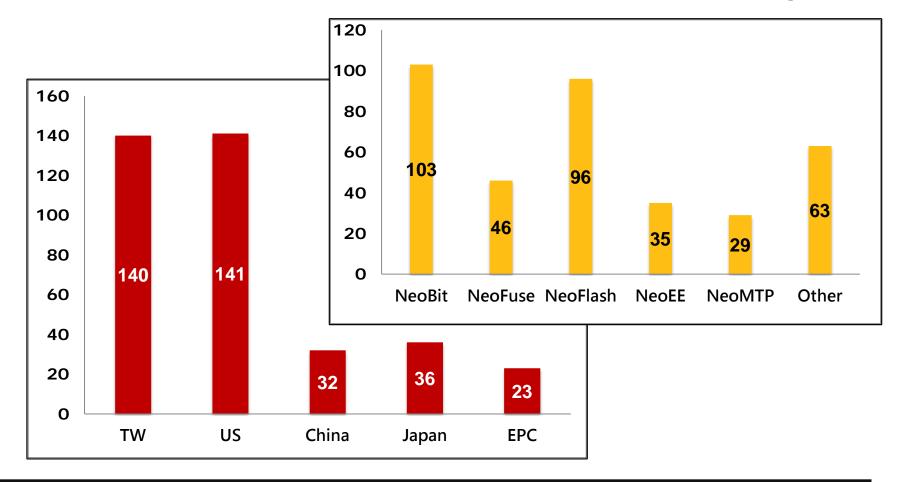






### **Patent Portfolio**

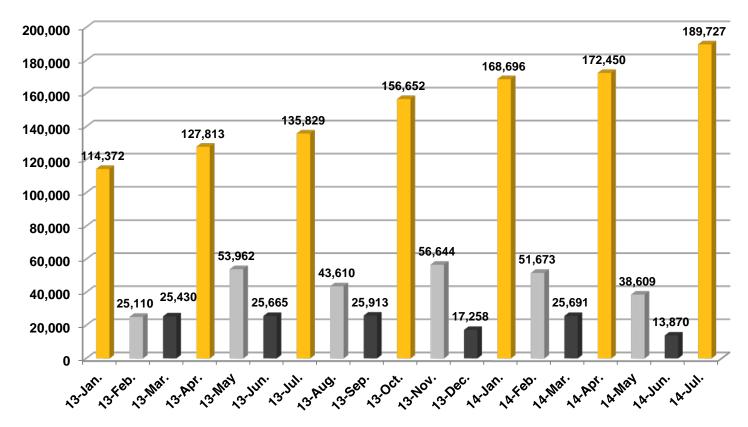
#### Totaled 372 patents as of June/2014, 236 issued, 136 pending



### **Quarterly Revenue Pattern**

 The quarterly royalty from most of foundries are collected at first month of each quarter and from some other foundries are collected at second month, and none at third month.





### 2Q Revenue Breakdown

#### **Unit: NTD Thousands**

	2Q14	1Q14	QoQ Growth Rate	2Q13	YoY Growth Rate	1H14	1H13	YoY Growth Rate
Royalty	167,731	171,015	-1.92%	126,492	32.60%	338,746	240,652	40.76%
Licensing	57,198	75,045	-23.78%	80,948	-29.34%	132,243	131,700	0.41%
Total	224,929	246,060	-8.59%	207,440	8.43%	470,989	372,352	26.49%

#### **Number of contract**

		2Q14	1Q14	2Q13	1Q13
Technology License		6	6	8	4
Design License	NRE	12	33	14	7
	Usage	86	90	69	73

### **Financial Income statement**

Unit: \$ NT thousand	1H14	1H13	YoY
Revenue	470,989	372,352	26%
Gross Margin	100%	100%	-
Operating Expense	256,125	226,630	13%
Operating Margin	46%	39%	+7ppts
Non operating Income	5,091	4,054	26%
Net Income	193,321	127,721	51%
Net Margin	41%	34%	+7ppts
EPS (unit: \$NTD)	2.55	1.71	49%
ROE	24%	17%	+7ppts

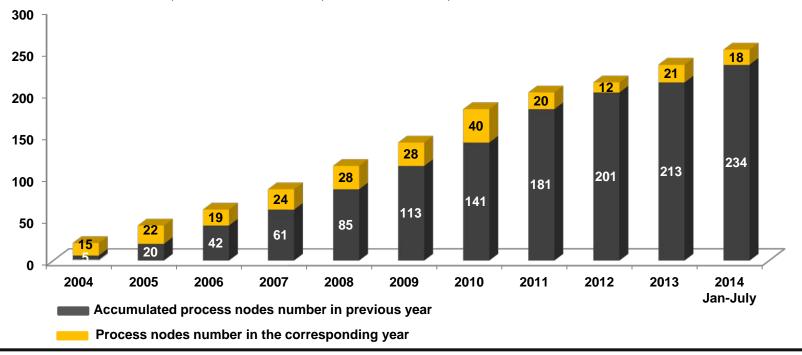
### **Technology License Statistics**

Year	2012	2013	1Q2014	2Q2014
License number	12	19	6	6

Note: The terms (including number of process nodes and licensing fees) for each technology license are set contractually. Payments are made according to set milestones, and there are no particular seasonal factors involved.

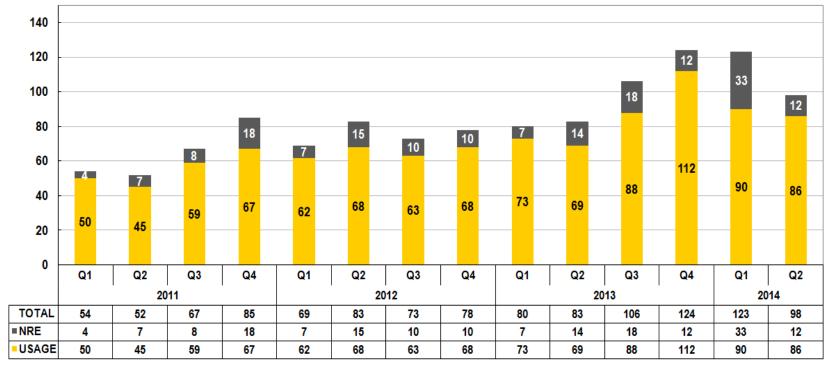
On going technology process nodes under development: 64

25 for the NeoBit, 23 for NeoFuse, 11 for NeoEE, 1 for NeoFlash and 4 for NeoMTP.



# **Quarterly Design Licensing** (New Tape Out)

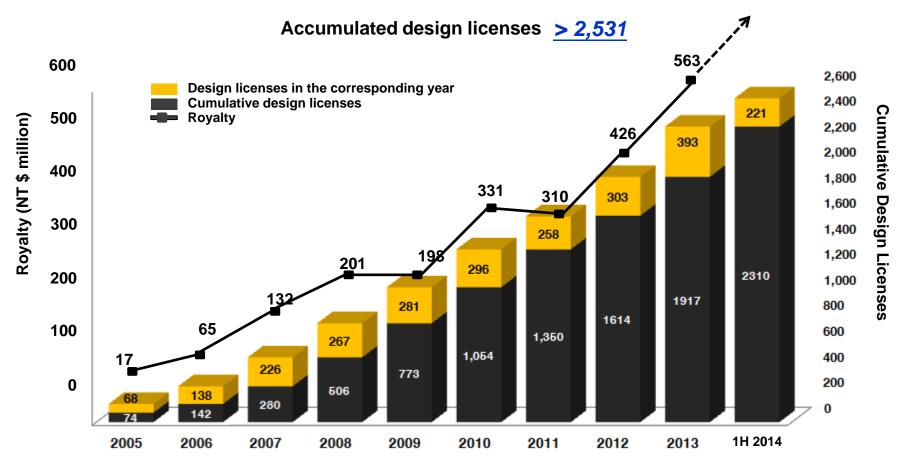
- Total **221** NTO in 1H2014 ( **393**@2013, **303**@2012, **258**@2011)



NRE: NRE covers the customization of IP that must undergo new verification or qualification. It typically requires 1 to 1.5 years before resulting in royalty revenue.

Usage: Usage of pre-qualified and verified IP (charged by per product tape out or annual package), the cycle time from design implementation to royalty payments for mass production is faster, typically less than one year.

### **Accumulated Licenses Drive Future Royalties**



note 1: Due to the 2009 recession, royalty income was down annually 1.5%.

note 2: Pre-payment of royalty fees by a single customer contributed to 2010 annual growth of 67%, causing a drop of 6.3% in the following year, 2011.

note 3: CAGR for 2009-2013 was 30%.

### **Outlook for 3Q and Beyond**

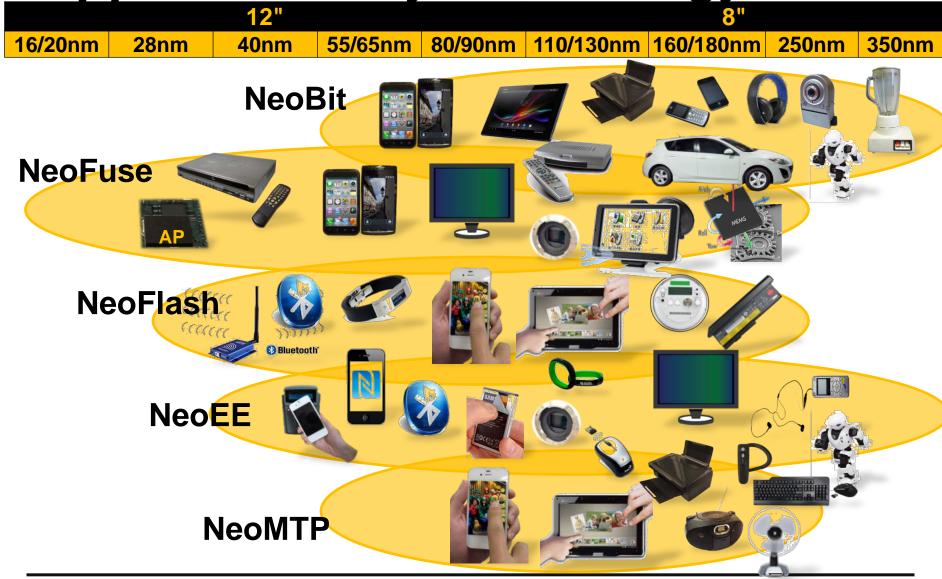
- Double digit revenue growth in the coming two quarters.
- Our penetration rate in the world's leading foundry has continued to rise, and we forecast this trend to continue and spread to other foundries.

embedded eMemory IP in T Company (\$revenue)

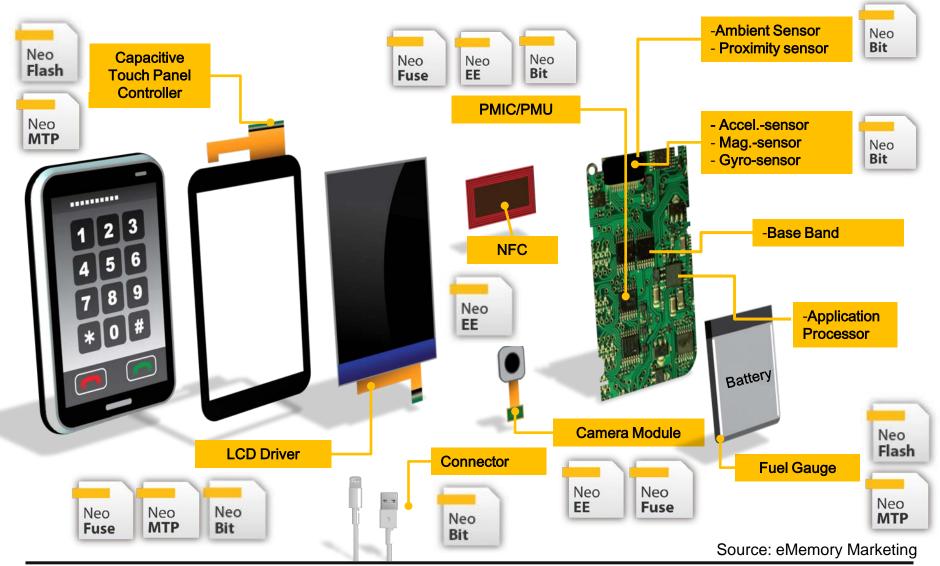
	Process node	*% of T	2Q13	1Q14	2Q14
8"	0.5+	1%	0	0	0
	0.25/0.35	4%	16.8%	23.8%	34.2%
	0.15/0.18	14%	9.8%	14.7%	13.3%
	0.11/0.13	3%	15.4%	21%	20.4%
12"	90nm	7%	4.7%	15.3%	18.3%
	65nm	15%	0%	0%	0%
	40/45nm	19%	0%	0%	0%
	28nm	37%	0%	0%	0%
8"		22%	11%	16%	17%
12"		78%	0.5%	1.4%	1.6%
Total		100%	3.1%	4.7%	5.1%

<sup>\* %</sup> of Process node in T company total revenue in 2Q14

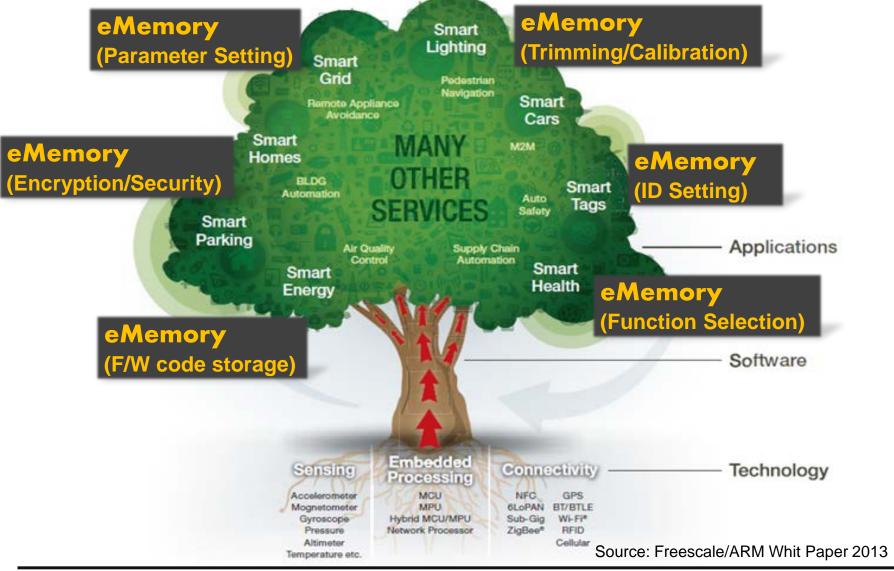
**Applications by Technology** 



### eMemory IP in Smart Phone



Role of eMemory IP



## Q & A

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