

**Axcen Photonics Corp.**  
**創威光電股份有限公司**

**2024 Q3 Investor Conference**

**TPEX Code : 6530**

# Disclaimer

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- 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.
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- 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

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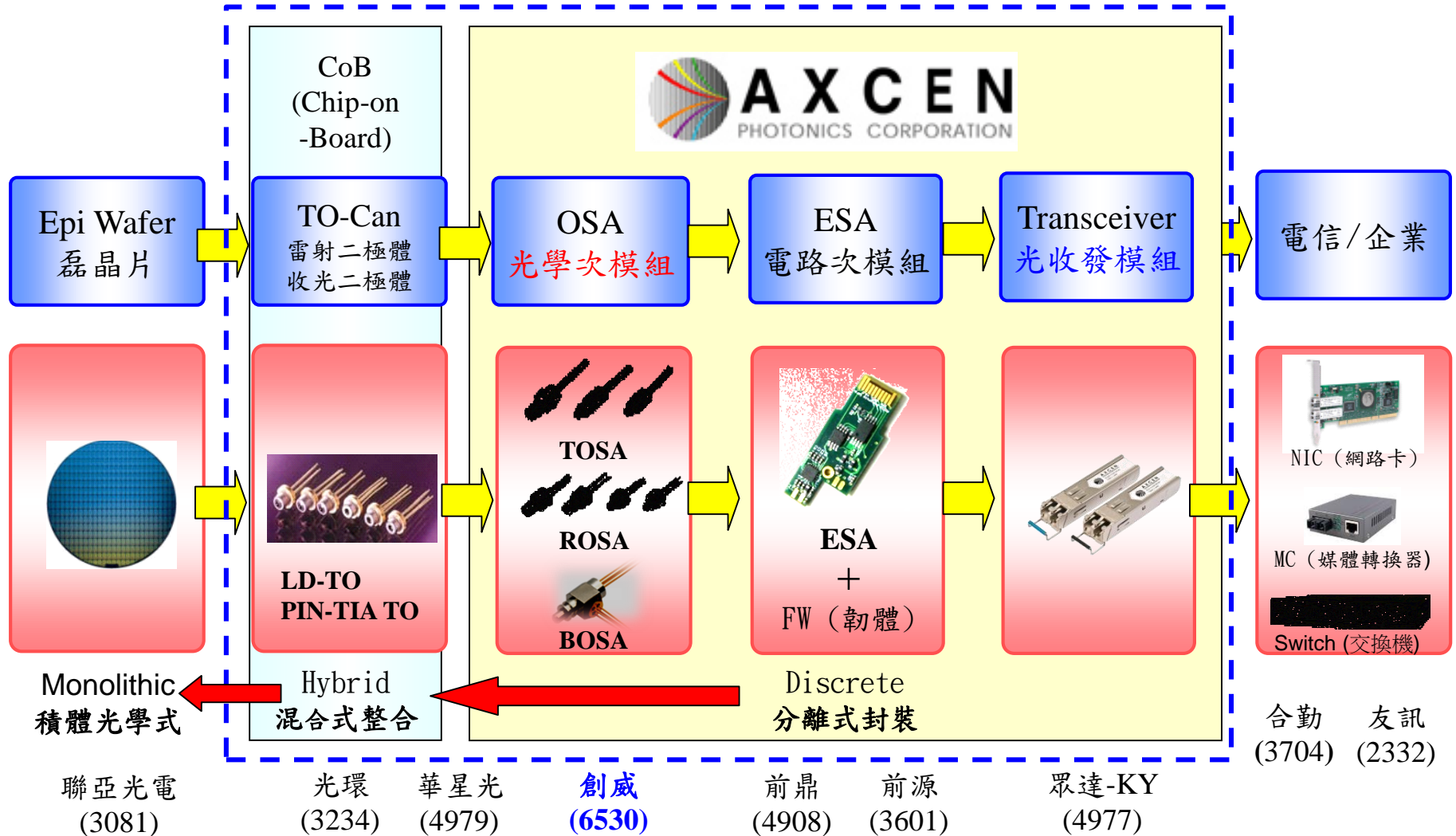
- I. Company Introduction
- II. Industry Overview
- III. Our Products
- IV. Competition Advantage
- V. Business Performance
- VI. Prospect

# I. Company Introduction

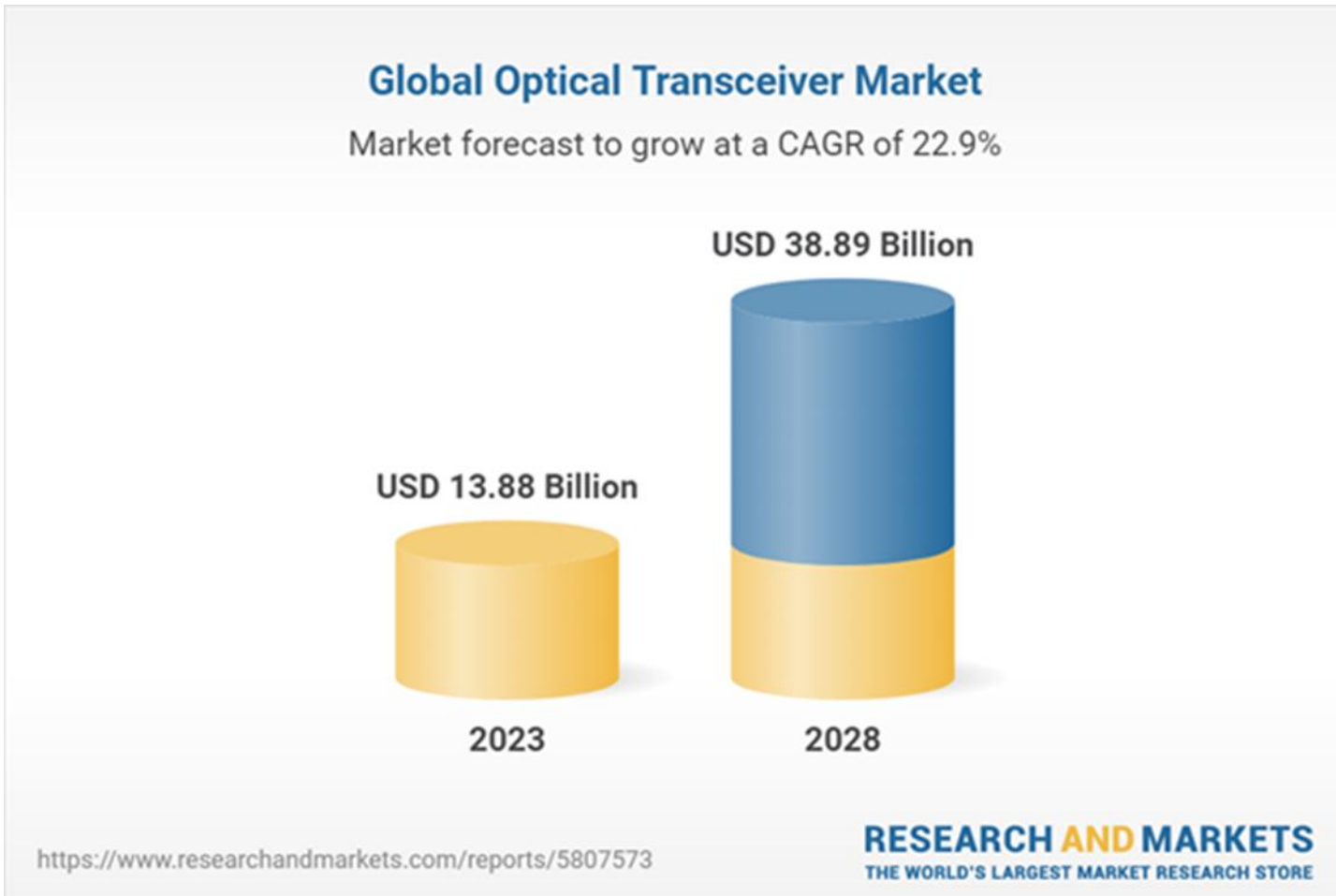
- Founded Date : April 15<sup>th</sup>, 2002
- Paid-in Capital : NT\$ 337,500,000
- Number of Employees : 75 (as of September 30<sup>th</sup>, 2024)
- Chairman & CEO : Vincent Chen
- Main Products : Optical Transceivers & Sub-Assemblings
- Location : 6F No. 119 Baozhong Road, Xindian District New Taipei City
- Listing Date : January 23<sup>rd</sup>, 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 22.9% from 2023 to 2028)**

# III. Our Products-Main Classification

Optical Transceiver

Pluggable



SFP28



SFP+



CSFP



SFP



BIDI SFP



Copper SFP

Fixed



1X9



BIDI 1X9



GEPON



2X5 SFF

Optical Sub-Assembling



BoB Pigtail

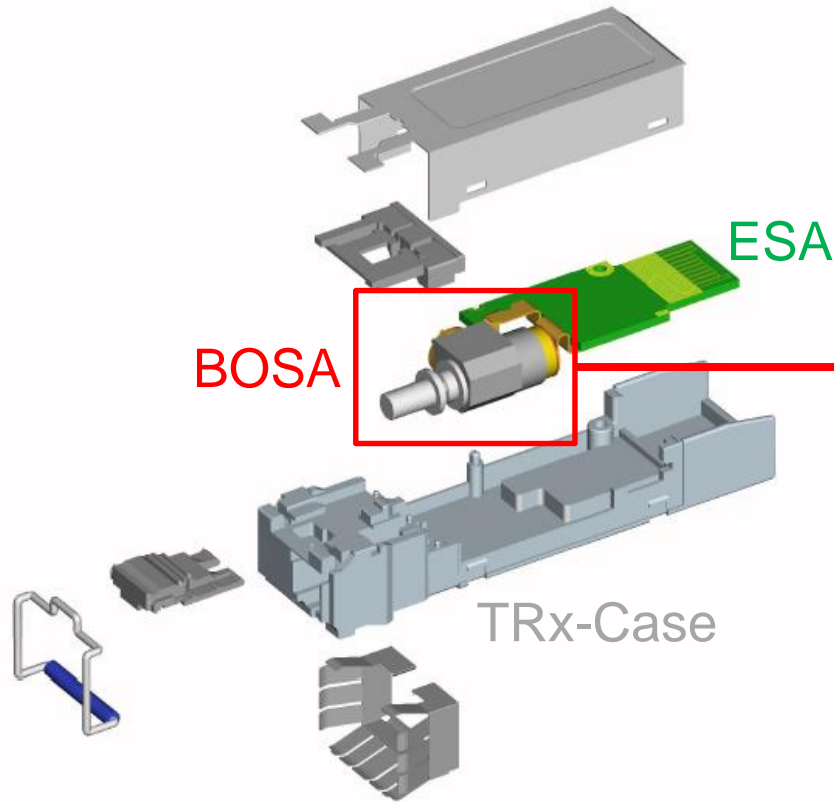


BoB Receptacle

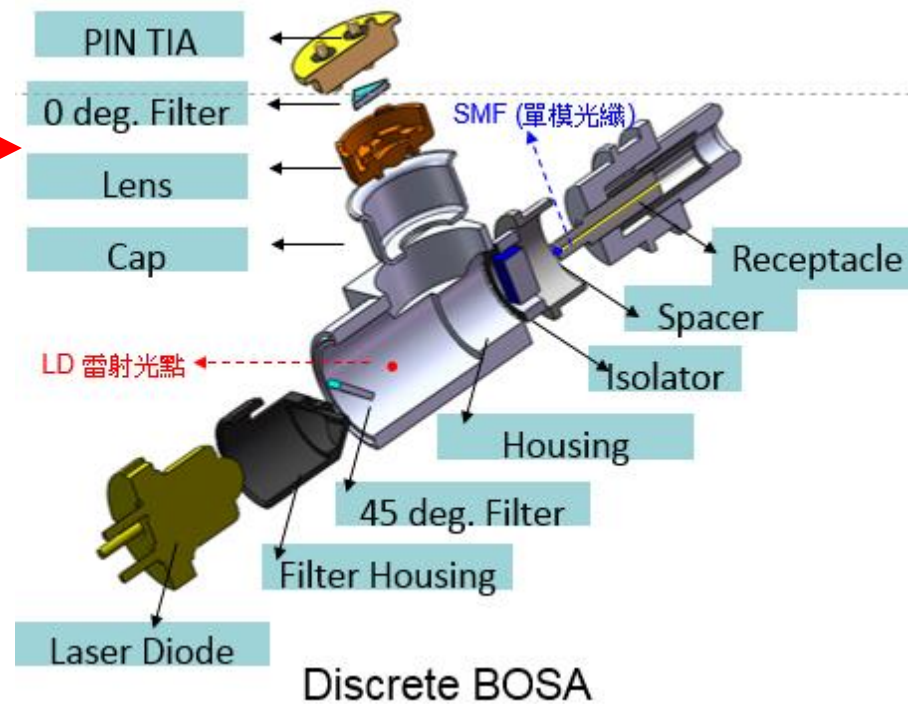
# III. Our Products-Structure

## BIDI-SFP

(單光纖雙向式光收發模組)

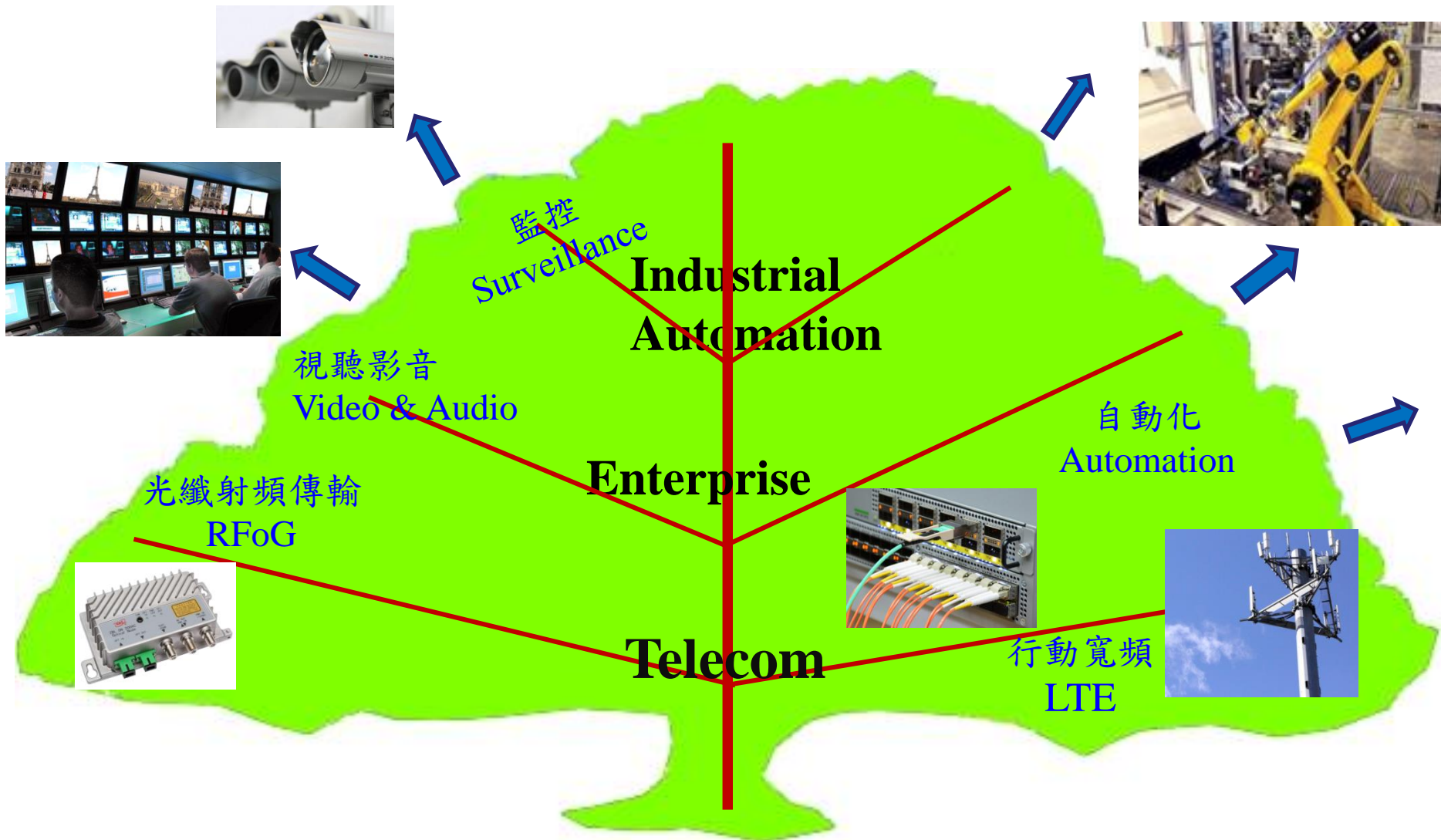


光學次模組(OA):16 processes  
電路次模組(ESA):14 processes

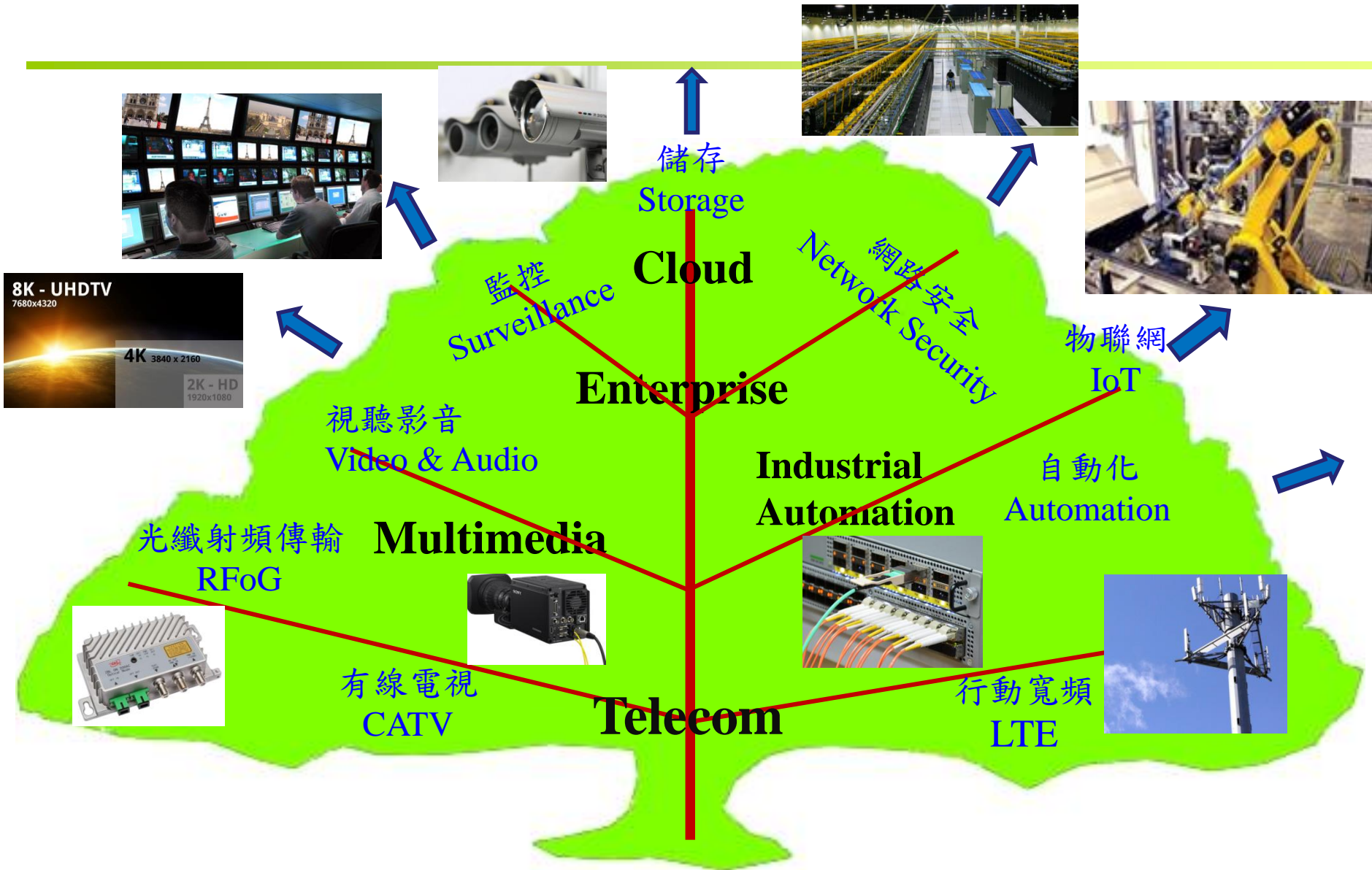




# III. Our Products-Application (Now)



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

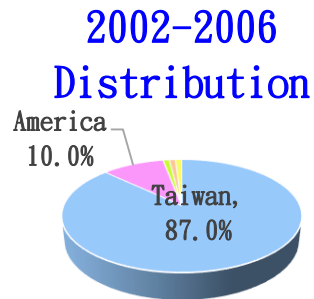
# IV. Major Competition Advantage

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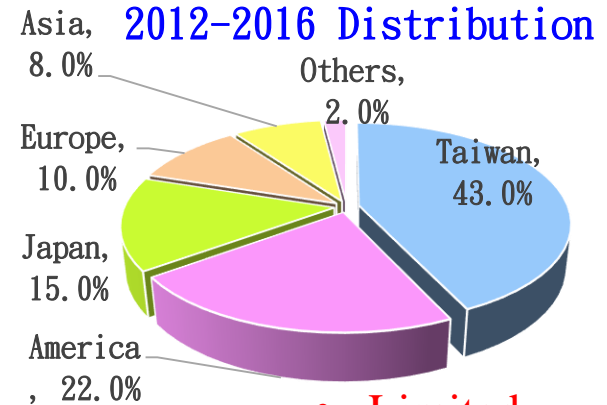
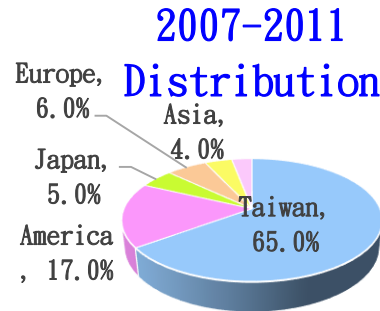
Axcen's competitive advantages in optical communication market

- 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**

# V. Business Performance-Sales Area Distribution

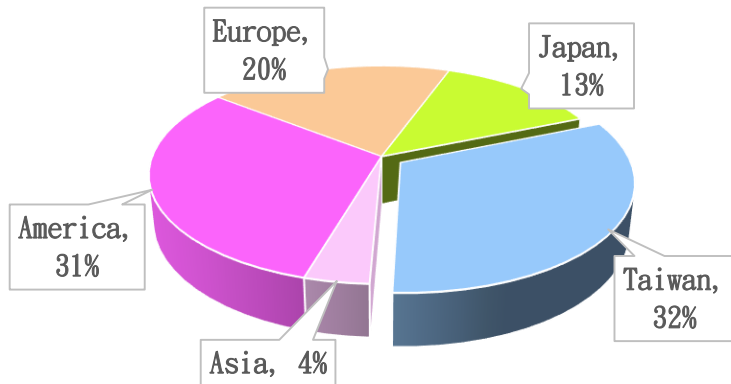


- Single Market Concentration



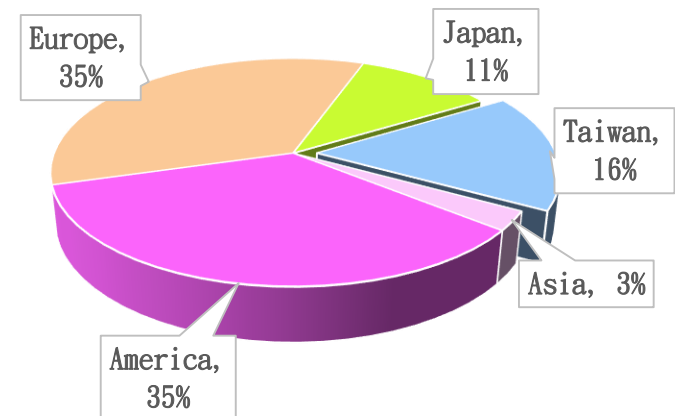
- Limited Market Expansion

**2017-2021 Distribution**



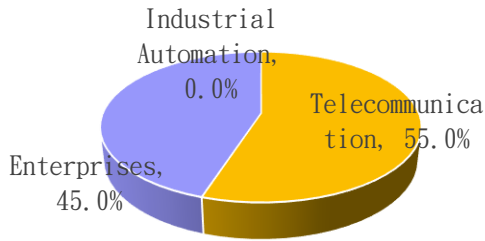
- Continuous Growth in All Regions
- Widespread Market Reach

**2022-2023 Distribution**



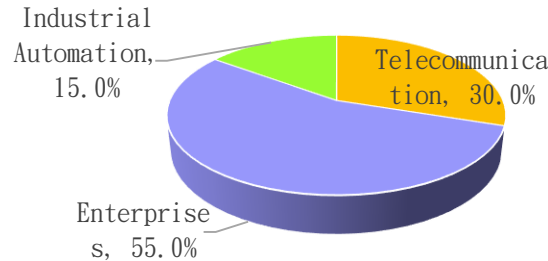
# V. Business Performance-Sales Application Distribution

2002-2006 Distribution



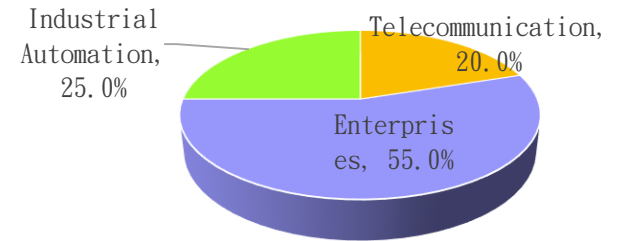
Reliant on the telecommunications industry

2007-2011 Distribution



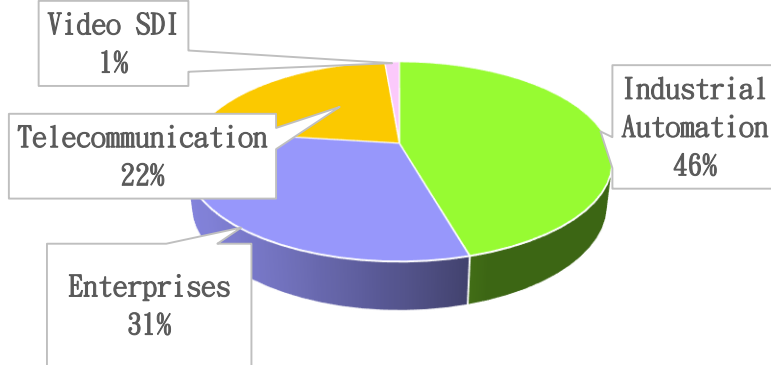
Industrial Automation sector begins to grow, while telecommunications' share decreases

2012-2016 Distribution

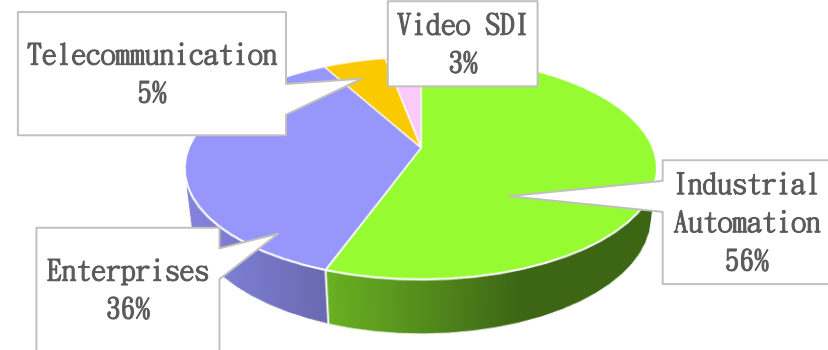


The industrial Automation sector's share becomes more stable and continues to increase

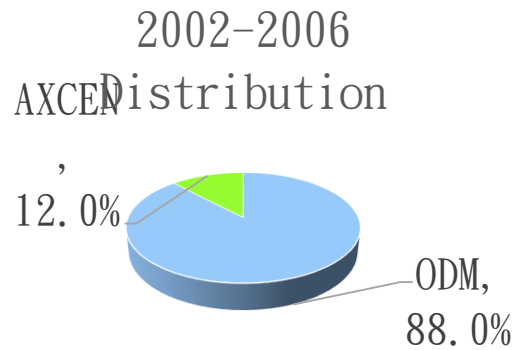
2017-2021 Distribution



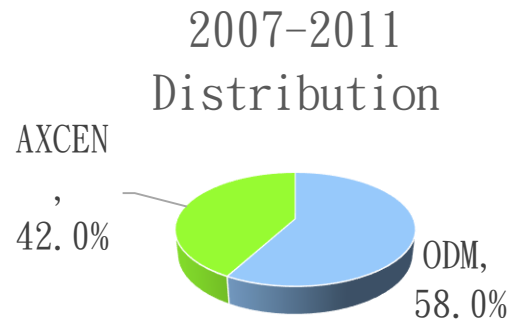
2022-2023 Distribution



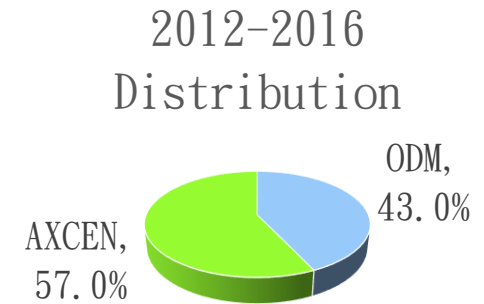
# V. Business Performance-Sales Brand Distribution



Dominated by ODM during early stage

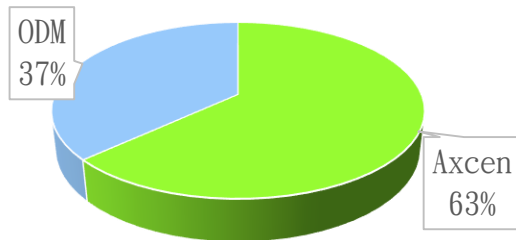


Axcen's own brand sales gradually increase

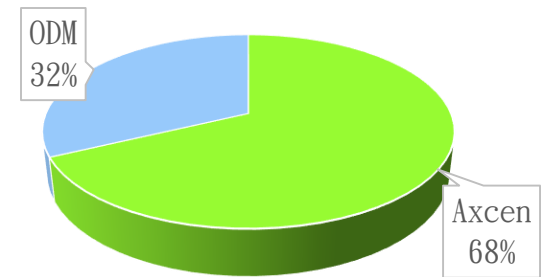


The share of Axcen's own brand surpasses ODM

2017-2021 Distribution



2022-2023 Distribution



# V. Business Performance-Recent Financial Result

In NT\$ thousands

Item	2021	2022	YOY%	2023	YOY%	2024Q2	YOY%
Operating Revenue	271,302	274,207	1.07%	251,831	-8.16%	133,863	9.23%
Gross Margin	38.89%	44.67%		42.86%		43.21%	
Operating Income	46,158	60,738	31.59%	48,328	-20.43%	25,468	15.28%
Income before Tax	36,710	53,776	46.49%	42,218	-21.49%	24,821	24.94%
Basic EPS (NT\$)	1.09	1.59		1.25		0.74	

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# VI. Prospect-Manufacturing Technology

Discrete



Hybrid



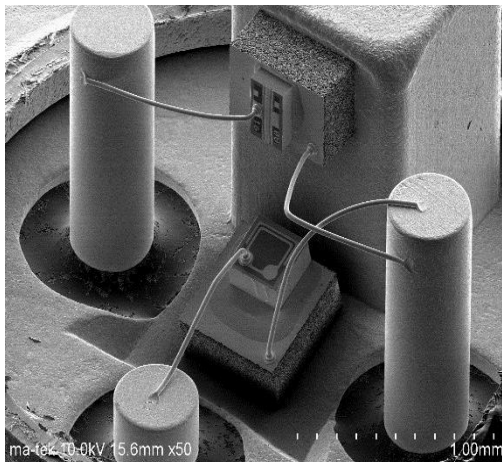
Monolithic

分離式元件封裝

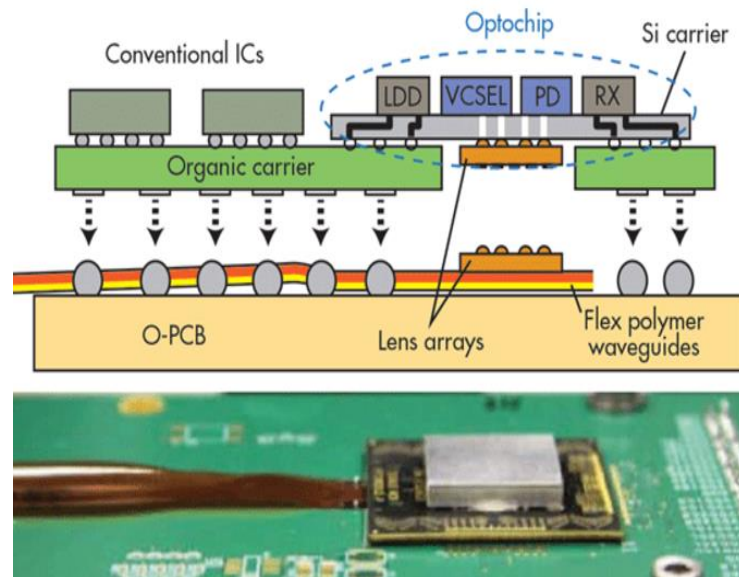
混合式元件整合

積體光學式

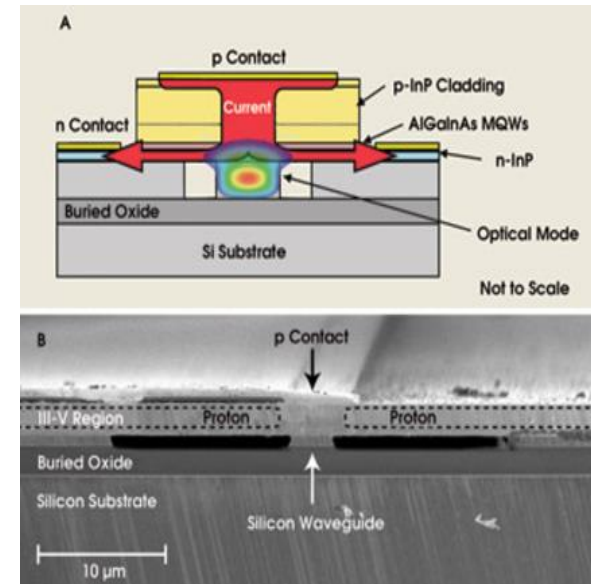
CoB (Chip-on-Board) or CoS (Chip-on-Substrate)  
 (買 LD, PD, IC, Optics 等 Chip元件, 封裝整合到基板上)



Chip-on-Header



Chip-on-PCB



Chip-on-Silicon  
(Si-Photonics)

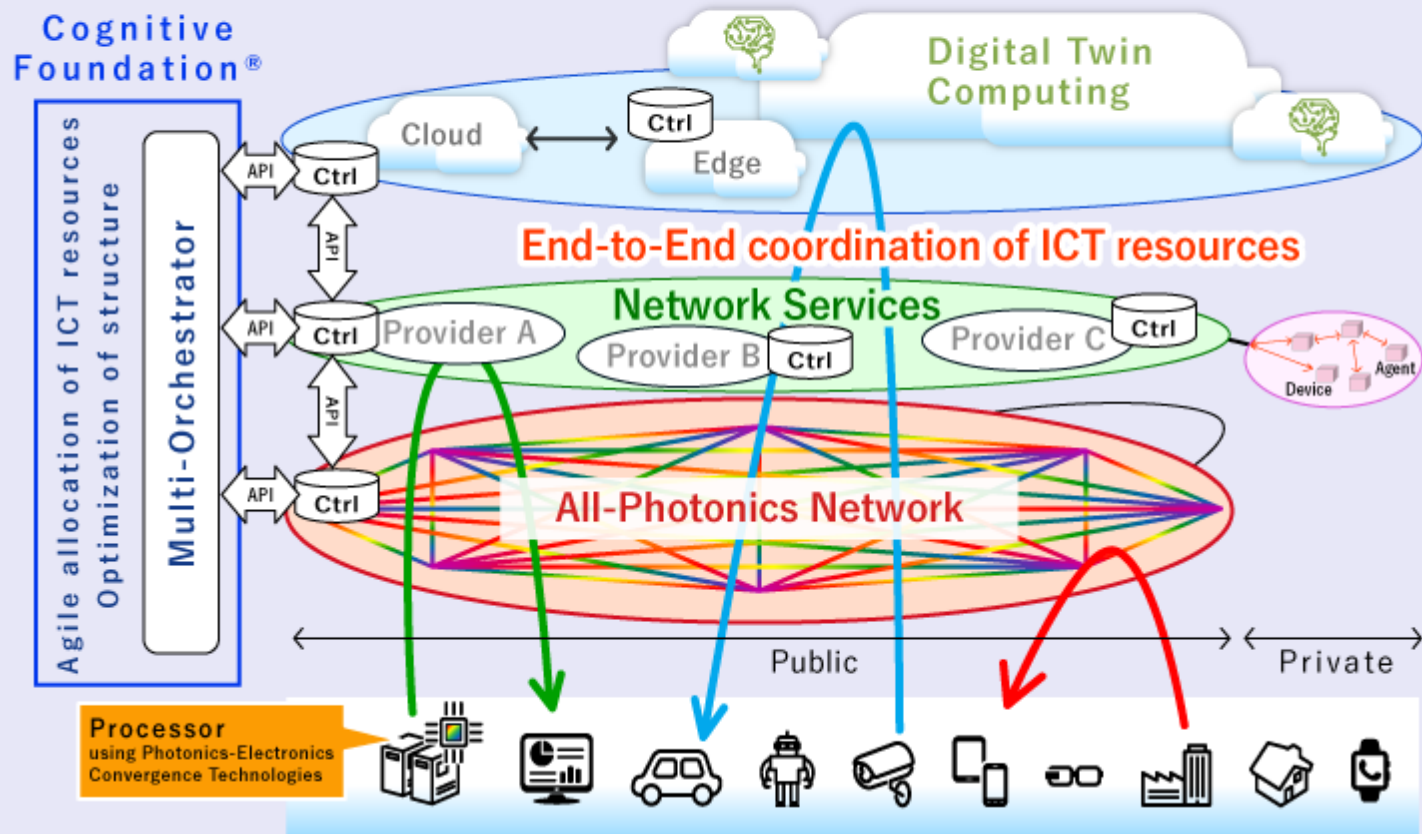
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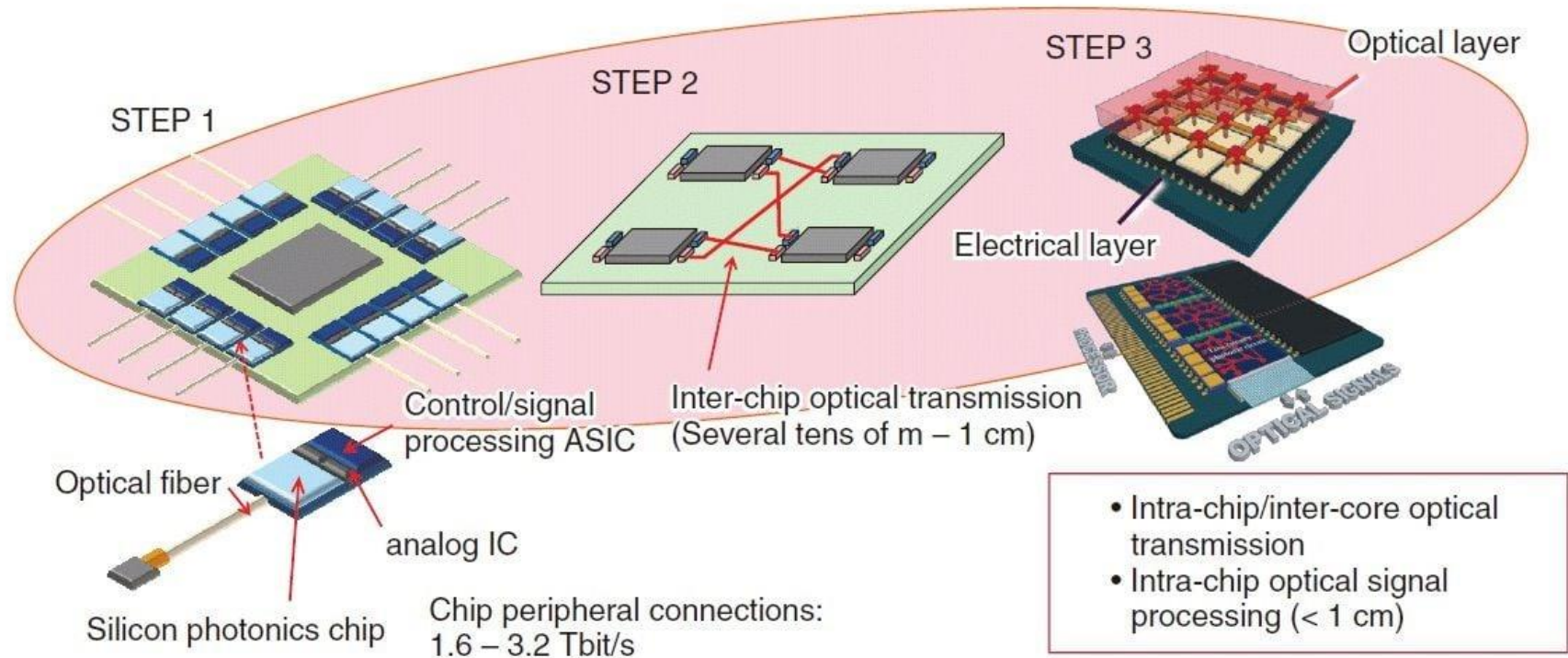
# VI. Prospect-Application Development

## Innovative Optical and Wireless Network(IOWN)

Realizing a Smart World by using the 3 elements of All Photonics Network, Digital Twin Computing and Cognitive Foundation



# VI. Prospect-Product Development



ASIC: application specific integrated circuit

# VI. Prospect-Product Application

## Main applications of silicon photonics

- Communication
- Cloud computing
- AR/VR
- Optical sensing
- Biomedicine
- Quantum computing
- Quantum communication
- LiDAR (Laser Detection and Ranging)

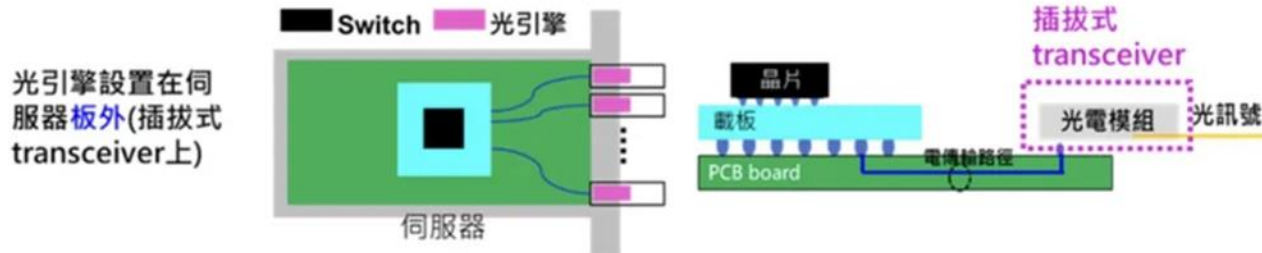
2022~2027 Estimated market size of silicon photonic modules

(Source : ITRI)

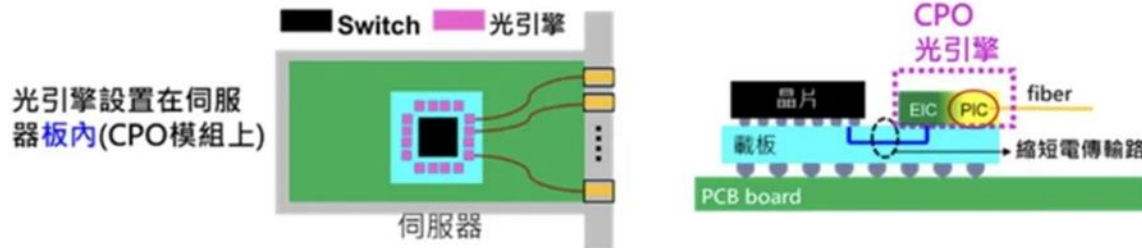


# VI. Prospect-Manufacturing Technology

(a) 插拔式光收發模組 (Transceiver) 架構

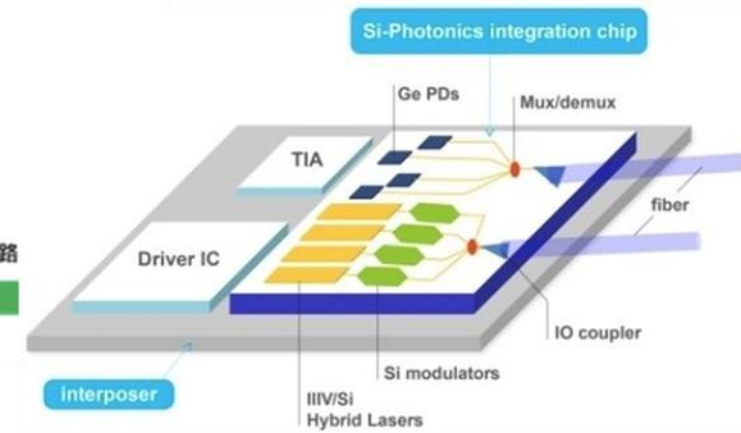


(b) 共封裝光學模組(CPO)架構



## Axcen vs. SiPH

- ✓ Optical Coupling Design
- ✓ Optical Mux/DeMux Design
- ✓ CPO共同封裝



# VI. Prospect-Product Roadmap

400GBASE		-SR8(50Gx8)	-FR8(50Gx8)	-LR8(50Gx8)	-ER8(50Gx8)
200GBASE		-SR4(50Gx4)	-FR4(50Gx4)	-LR4(50Gx4)	-ER4(50Gx4)
100GBASE		-	-CWDM4(25Gx4)	-LR4(25Gx4)	-ER4(25Gx4)
50GBASE		SR4(25Gx4) -SR(PAM4)	-FR(PAM4)	-LxR(PAM4)	-ER(PAM4)
25GBASE	-T	-SR		-LR	-ER
10GBASE	-T	-SR	-LR-Lite	-LR	-ER
1000BASE	-T	-SX	-SX2	-LX	-LHX
	CAT	MMF	2km SMF	10km SMF	40km SMF

# Product Roadmap :

## Higher Data-rate, More Compact

SFP/  
SFP+/  
SFP28/  
QSFP28



- 1G SFP BiDi
- DDM



- 10G SFP+
- Long Reach



- 25G SFP28
- Long Reach



- 1G SFP
- DDM



- 1G CSFP (option2)
- DDM



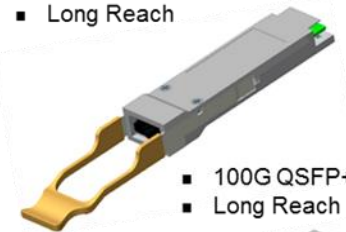
- 10G SFP+
- Short Reach



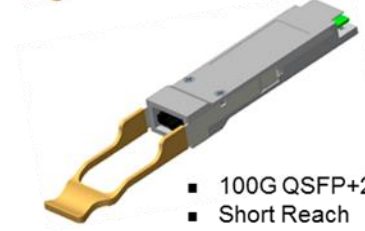
- 25G SFP28
- Short Reach



- 1G copper SFP
- SerDes / SGMII



- 50G SFP56
- Long Reach



- 100G QSFP+28
- Long Reach



- 100G QSFP+28
- Short Reach



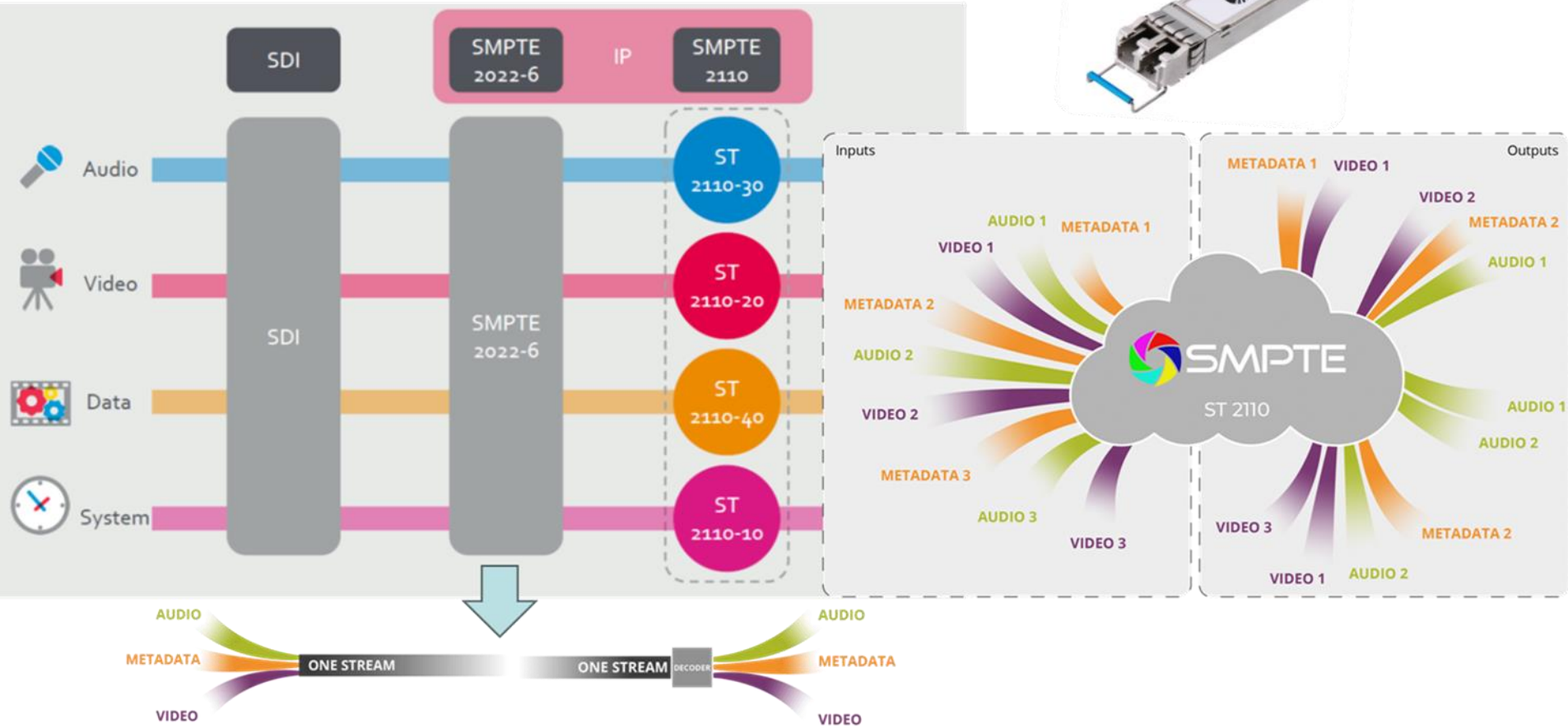
- 50G SFP26
- Short Reach

Available

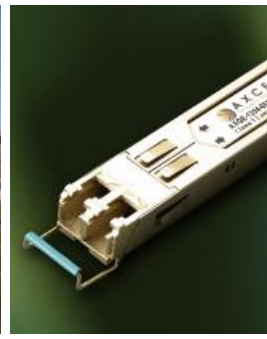
2025

# Product Roadmap : Video & Audio

- 3G SDI SFP
- 12G SDI SFP+
- 25G SDI SFP28







# Q & A

