

# Corporate Overview

March 2018





# Cautionary Statements & other Disclosures

This presentation includes forward-looking statements regarding Pixelworks' business outlook.

These forward-looking statements involve risks & uncertainties & actual results may vary significantly from those suggested here. Additional information concerning risk factors that could cause actual results to vary from these forward looking statements can be found in our Form 10-K for the fiscal year ended December 31, 2016 and subsequent SEC filings.

To the extent this presentation includes non-GAAP financial measures, the most directly comparable GAAP information and a reconciliation between the non-GAAP and GAAP figures is provided in our Q4 2017 press release which has been furnished to the SEC on Form 8-K.



### Company Overview

- › Fabless semiconductor company
- › Headquartered in San Jose
- › Fundamental IP in visual processing
- › Pioneer in Projectors (#1 mkt share)
- › Pursuing new growth drivers in Mobile and Video Delivery



### Recent Developments

- › 4th gen Iris processor released for production
- › Achieved over 55% GPM in Q4
- › Continue to gain market share in Projectors
- › ViXS integration complete

## Every pixel at its best

Pixelworks' technology and solutions cover end to end, optimized video delivery that is true to its creator's intent with a highly authentic viewing experience



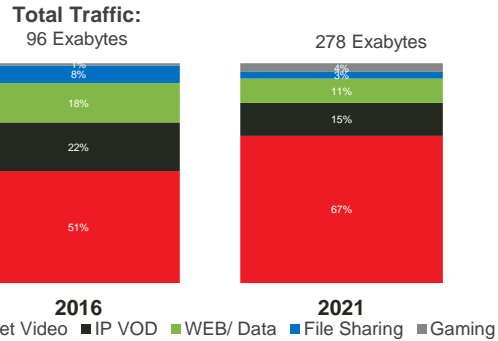
# Pixelworks' Opportunities in the New Video Ecosystem

4

## Video Content Exploding

### Global IP Traffic

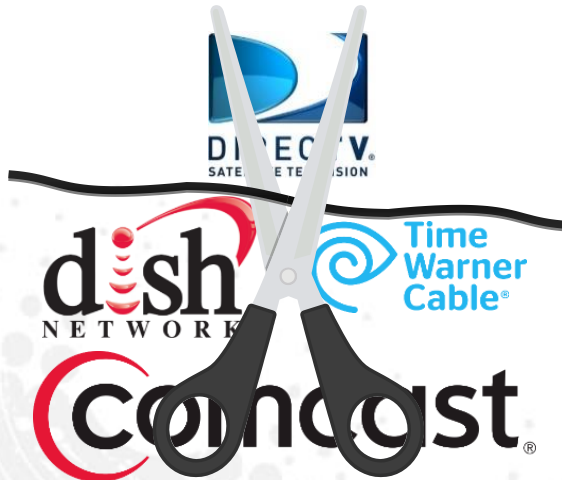
BY 2020, video on the internet will eat up a bigger share of increased web traffic



Source: Cisco



## Video Delivery Methods Multiplying



### Major Video Streaming Services



### Streaming Media Players



## Video Watching Patterns Changing



# Delivering Authentic Video Experience

5



Accuracy

True View™

True Clarity™

True Color



Quality

High Dynamic Range

Motion Processing



Adaptive  
View

Device type

Ambient conditions

True View™



# Visual Processing & Video Delivery IP

6

**20** Year History of  
Image Processing  
Innovation

**535+** patents  
(issued/pending)  
in Display  
Processing &  
Video Delivery



Fundamental patents for image processing  
in projectors & other displays, enabling



Image  
Scaling



Frame Rate  
Conversion



Video  
Analytics



Keystone Correction  
& Image Warping



Broad IP portfolio across the display  
processing & delivery pipeline, including

Motion Estimation / Motion Compensation

Color Processing

Image Sharpness

Image Contrast

Memory Compression

Transcoding

Content Protection

Adaptive Bit-Rate Streaming

# Trends in Mobile Displays

## High Dynamic Range (HDR)

- › UHDA announced mobile HDR certification
- › First mobile devices supporting HDR released
- › Netflix, Amazon Video streaming mobile HDR

## Wide Color Gamut & Accuracy & Auto Adaptability

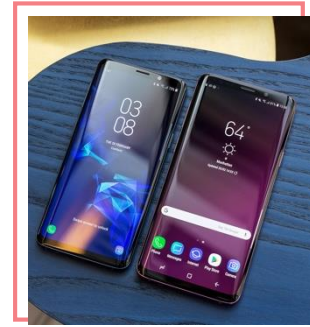
- › DCI-P3 is the Hollywood color gamut standard
- › 25% more colors than traditional sRGB
- › Auto-enhancement of on-screen color, contrast and image quality in real world viewing conditions

## End-to-End Display Processing

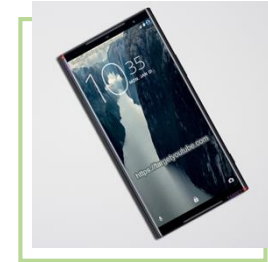
- › Mobile video is not controlled end-to-end
- › Need for bandwidth optimization
- › Need for better picture quality



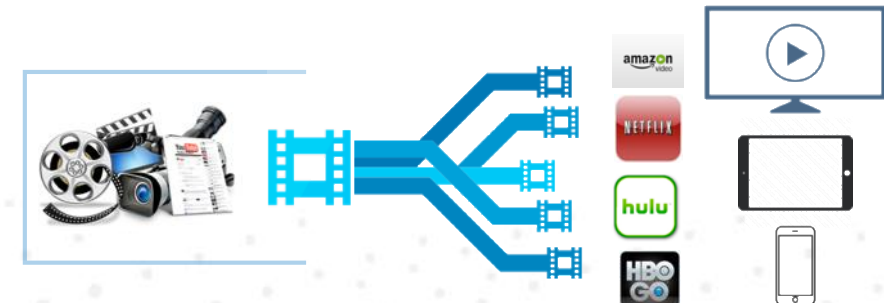
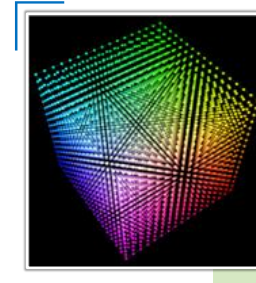
iPhone X, iPhone 8, 8-Plus



Samsung  
Galaxy S9



Sony  
Xperia XZ2

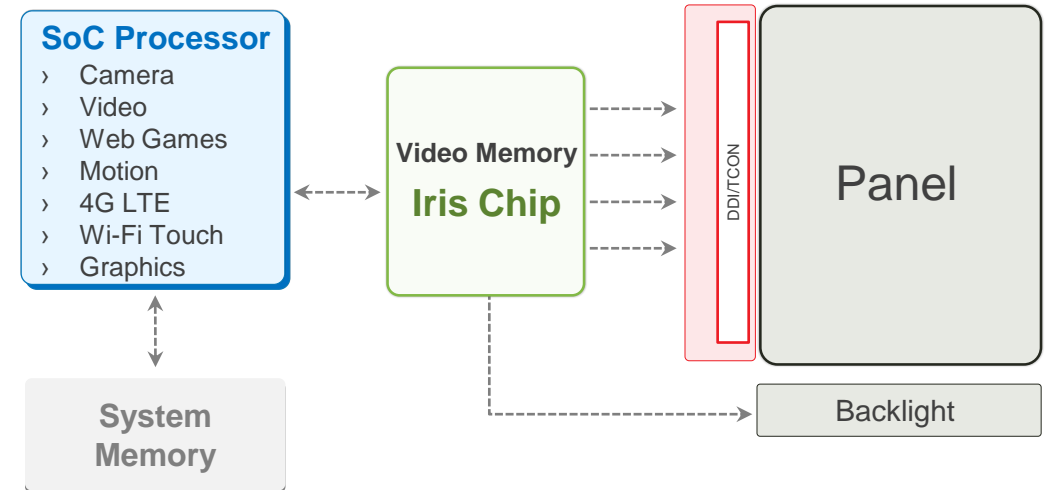


# Mobile Solution - Iris Architecture at the Core



Iris is the world's first Video Display Processor bringing superior picture quality while addressing system bottlenecks

## Optimized Mobile Display Architecture with Iris



### Existing Mobile Architecture

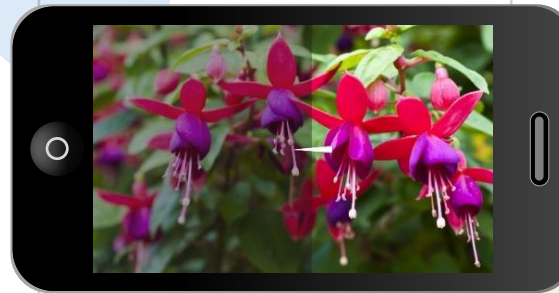


Limited Video Processing  
Discrete Memory  
Frame buffer in panel  
Increased Panel Costs  
Complex Supply Chain



### Bottlenecks

System Memory  
SoC Performance



### Pixelworks Iris Solution



### Benefits

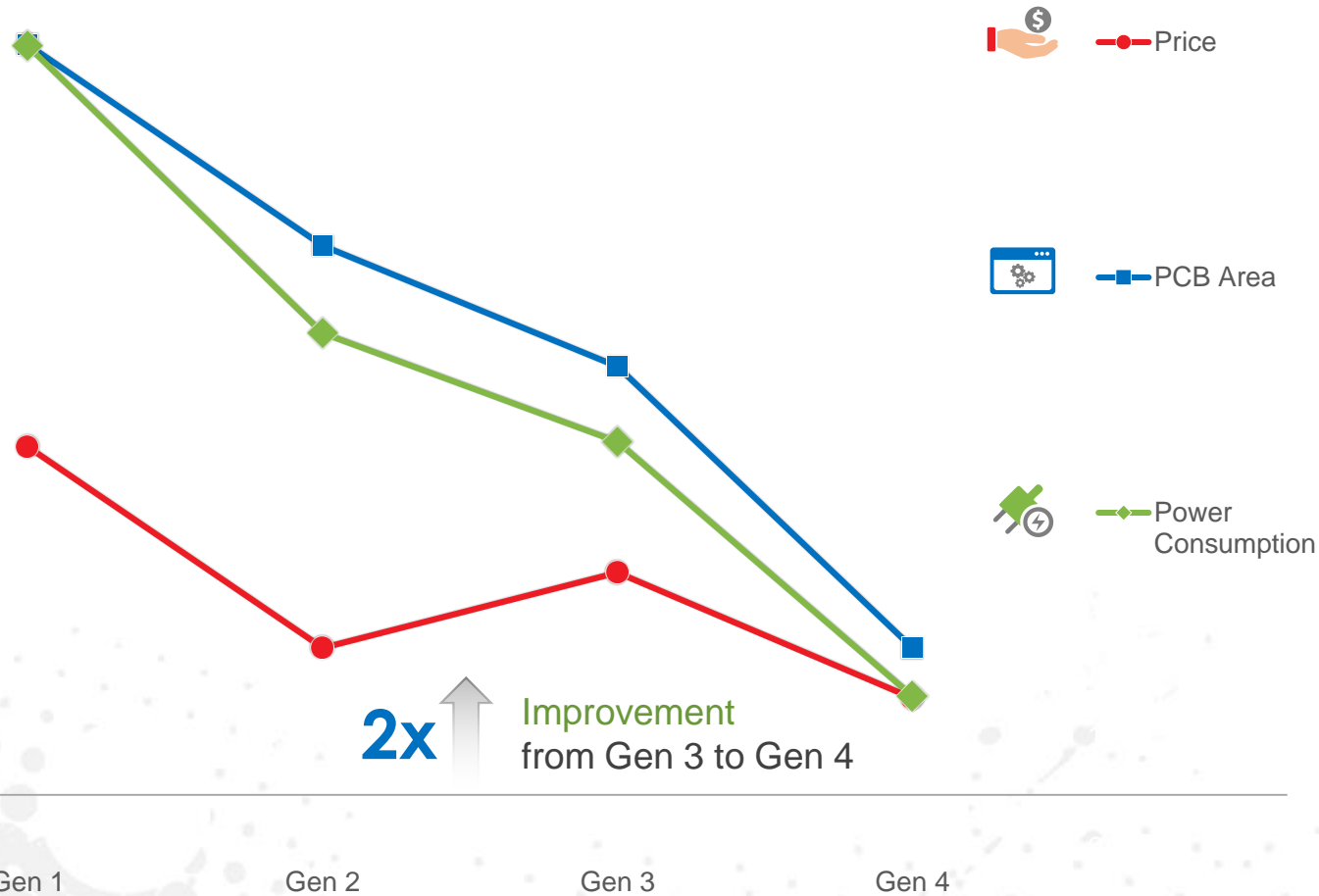
High-end TV HDR Processing  
Integrated Video Memory  
Optimized space & power  
Cost-effective Panels  
Simplified Supply Chain

Video Frame Buffer  
SoC Off-load



# Iris Progression

 **Active Customer Engagements** on Gen 3 & Gen 4 devices



## Path to Broader Adoption



Reduce size of device  
*Lower BoM cost & required real estate*



Reduce Power Consumption  
*Chip design & software with expanded features*

# ASUS: Validation of Technology

10



ZenFone™ 3 Ultra



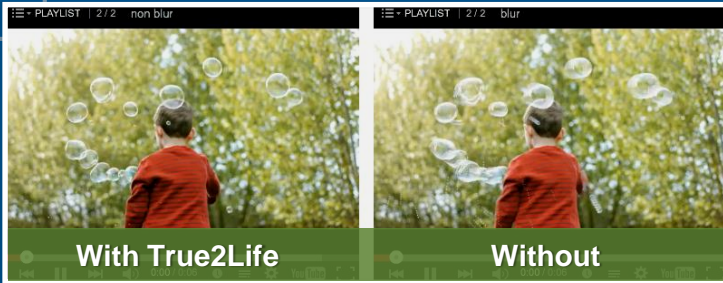
ZenPad™ Z8  
(exclusively at  
Verizon Wireless)



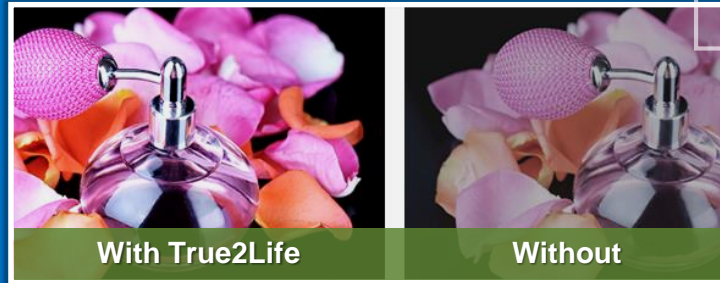
ZenPad™ 8.0



ZenPad™ Z10  
(exclusively at  
Verizon Wireless)



Clear, blur-free motion with True2Life+



Sharper, lifelike images with sharpness optimization



200% wider contrast levels, enhances every pixel



# Video Delivery – Cord Cutter Solution



1

**Cord Cutter Solution** connects to home network, starts to transcode and stream Free OTA content to mobile device

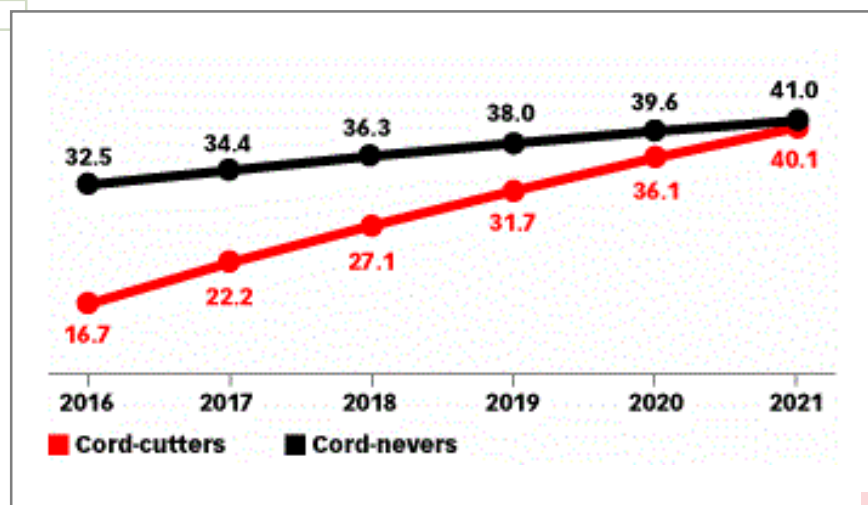
2

Mobile, TV and Media devices find Cord Cutter solution via the **home network**



# Video Delivery Market & Opportunity

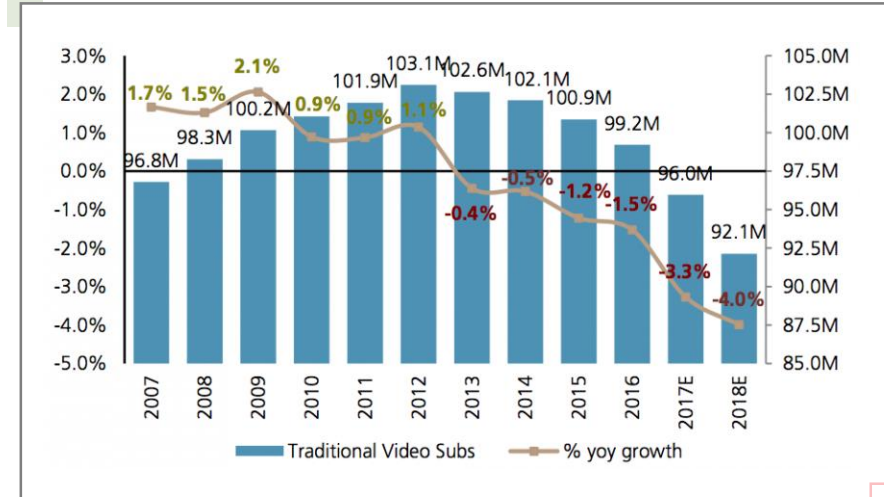
 US Pay TV Non-viewers, by Type, 2016-2021  
(Millions)



**Note:** ages 18+; pay TV viewers are individuals who have access to traditional pay TV services; excludes IPTV & pure-play online video services (e.g. Hulu, Netflix, Sling TV, etc.); pay TV non-viewers are individuals who no longer have access to traditional pay TV services or have never had access to traditional pay TV services or have never had access to traditional pay TV services

**Source:** eMarketer, July 2017  
www.eMarketer.com

 Traditional Video Subscribers



**Source:** Company Data, UBS Estimates

NEC

Tablo

FUNAI

vecima  
networks

Hauppauge!

ANTENNAS  
DIRECT

SHARP

dish

PICO DIGITAL

TOSHIBA

Televes

SONY

“

A new generation of media consumers has risen, demanding content delivered when they want it, how they want it and very much as they want it

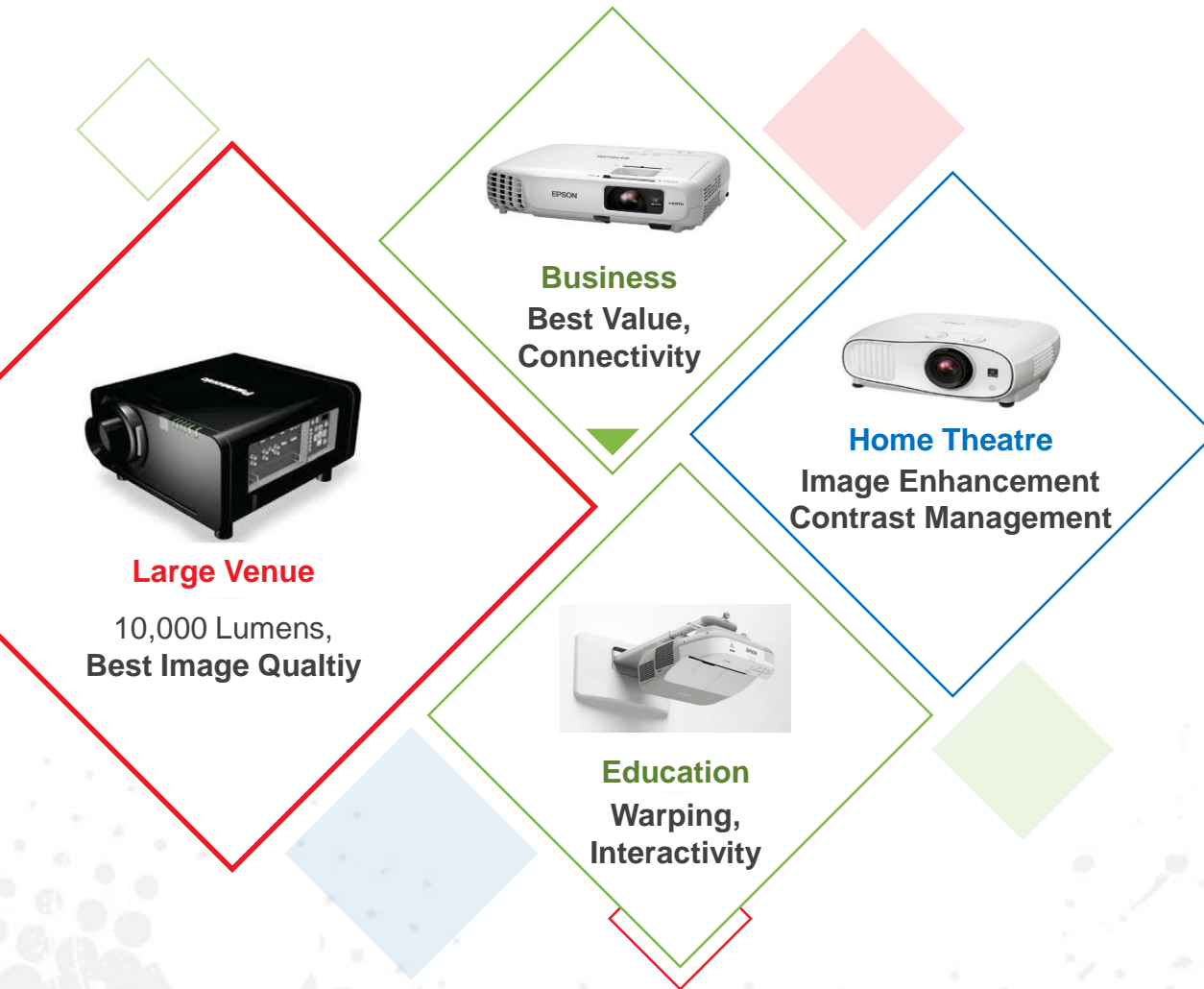
Rupert Murdoch

pixelworks®  
PIXEL PERFECTION



# Projectors – Solution & Market

13



Pixelworks' integrated display processing platforms enable top projector OEMs to develop highly differentiated projectors for all market segments

## Primary Market Drivers



Education in Emerging Markets



Enterprise in Developing Markets



Interactivity Applications



Laser Projection

## Mature Market



8Mu annually



Long Product Cycles, Limited Competition

EPSON®

BenQ®

Optoma

acer®

NEC

SONY

HITACHI

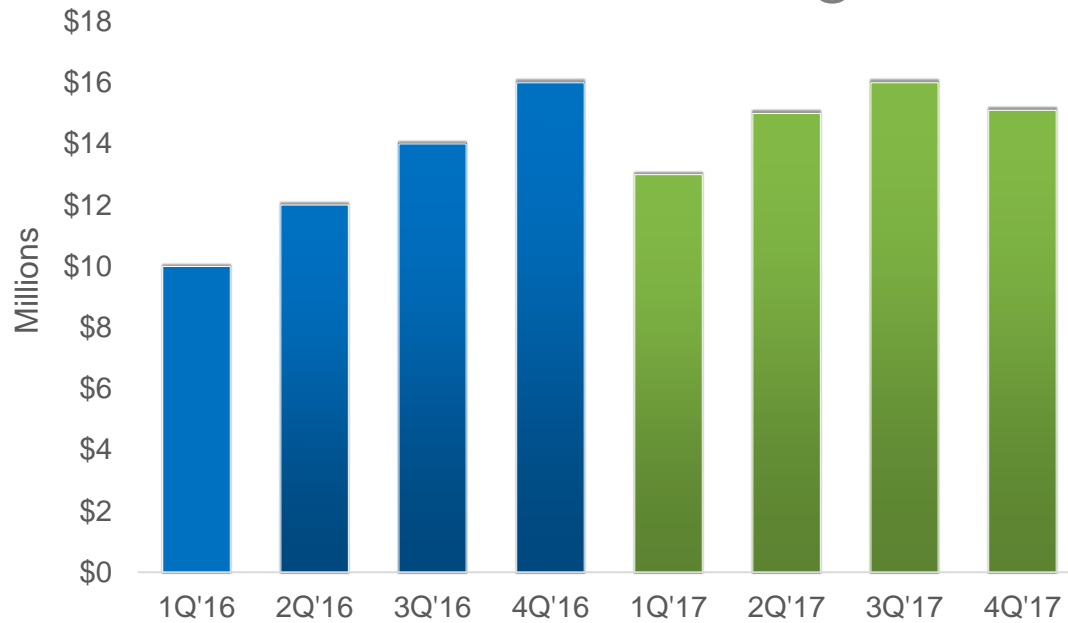
Panasonic

ViewSonic

pixelworks®  
PIXEL PERFECTION

# Digital Projection: Pixelworks Performance

Pixelworks Projector Revenue



2016

- › Revenue & units suppressed due to industry-wide inventory correction & earthquake disrupted Sony's 3LCD panel supply
- › Customer order patterns normalized 4Q16



2017

(Revenue +38% Yr/Yr)

- › Market recovery from Kumamoto earthquake
- › Benefited from last-time buys in 1H 2017
- › Core business growth outside of EOL
- › Increasing adoption at largest customer
- › \$8M co-development with leading customer



Outlook

- › Richer product margin mix after EOL
- › Healthy market channel inventories
- › Continued growth in core business driven by adoption at key customers & incremental market share gains



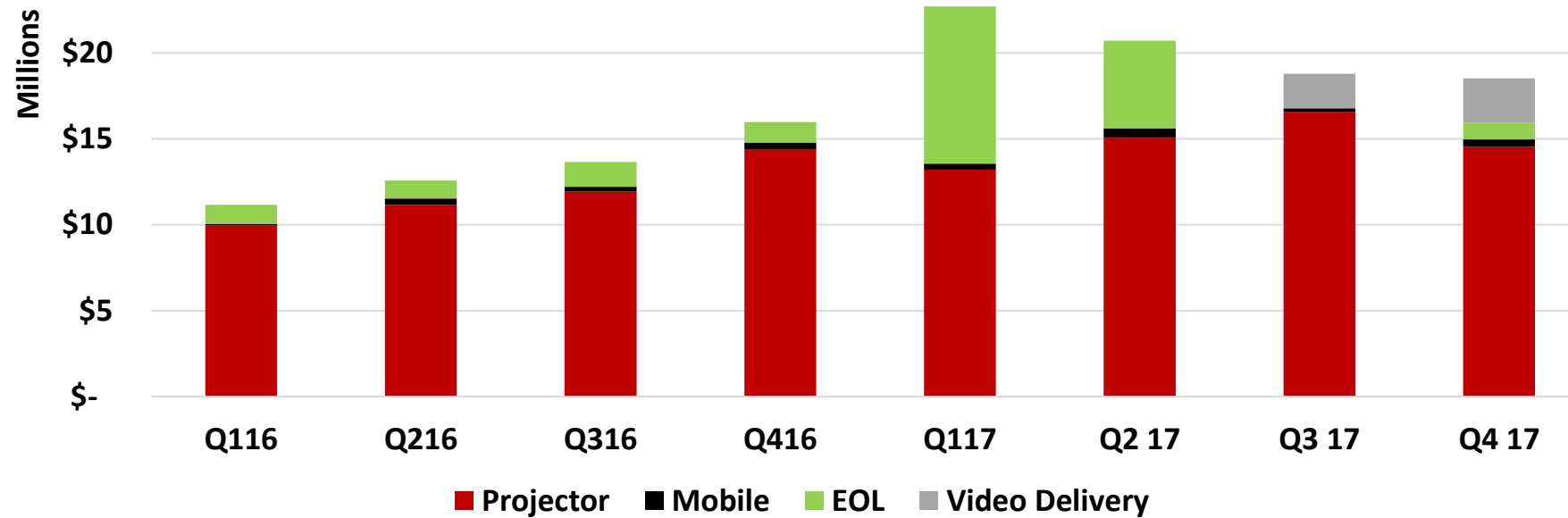
Future Market Opportunities

- › Pixelshift 4K projection
- › Cost reduced mainstream projection
- › DLP adjacent markets: MEMC, Keystone



Financial results and financial outlook data provided in the following slides is presented on both a GAAP and non-GAAP basis. Our non-GAAP financial results and non-GAAP financial outlook exclude restructuring charges and stock-based compensation expense, both of which are required under GAAP. We use non-GAAP measures internally to assess our operating performance, and believe non-GAAP measures provide meaningful perspective on our underlying cash flow dynamics. However, we caution users to consider these measures in addition to, not as a substitute for, nor superior to, our consolidated financial results presented in accordance with GAAP.

# Revenue and P&L Trend



In Millions, except EPS	Q1 '16*	Q2 '16	Q3 '16	Q4 '16	Q1 '17	Q2 '17	Q3 '17	Q4 '17
Revenue	\$11.2	\$12.6	\$13.7	\$16.0	\$22.7**	\$20.7**	\$18.8	18.5**
Gross Profit % (non-GAAP)	48.0%	51.6%	48.6%	53.6%	54.8%	54.4%	54.9%	56.9%
EPS (non-GAAP)	(\$0.14)	(\$0.03)	(\$0.02)	\$0.04	\$0.12	\$0.10	\$0.03	(\$0.01)
EBITDA (non-GAAP)	(\$2.9)	\$0.3	\$0.7	\$2.1	\$5.0	\$4.7	\$2.3	\$0.8

\*Q1'16 Results included a restructuring charge of \$4.3M or \$0.15 per share.

\*\*Q1'17, Q2'17 and Q4'17 Results included approximately \$9.2M, 5.1M and \$1M of EOL revenue, respectively.

# P&L Trend

	FY 16 A	FY 17 A
Revenue	\$53,390	\$80,729
Gross Margin	\$27,042	\$44,562
Gross Margin %	50.6%	55.2%
R&D	17,436	19,595
SG&A	12,898	15,654
Total Opex	30,334	35,249
Income/(Loss) from Operations	(3,292)	9,313
Other Income/(Expense)	(407)	(737)
Tax Provision/(Benefit)	355	836
Net Income/(Loss)	(4,054)	7,741
EBITDA		
Net Income/(Loss) per share	(\$0.14)	\$0.23
Weighted Shares Basic/Dilutive	28,275	33,668



# Balance Sheet

	Q4 '16 A	Q4 '17 A
<b>Assets</b>		
Cash and Investments	\$19,622	\$27,523
Accounts Receivable	3,118	4,640
Inventories	2,803	2,846
Property, Plant & Equipment	3,793	5,605
Goodwill	-	18,407
Acquired Intangibles	-	5,856
Prepaid Expenses & Other Assets	1,521	2,666
<b>Total Assets</b>	<b>\$30,857</b>	<b>\$67,543</b>

## Liabilities

Accounts Payable	\$1,734	\$1,436
Other Liabilities	8,054	17,872
Income Taxes Payable	2,020	2,728
Debt	-	6,069
Shareholders Equity	19,049	39,437
<b>Total Liabilities &amp; Shareholders' Equity</b>	<b>\$30,857</b>	<b>\$67,543</b>

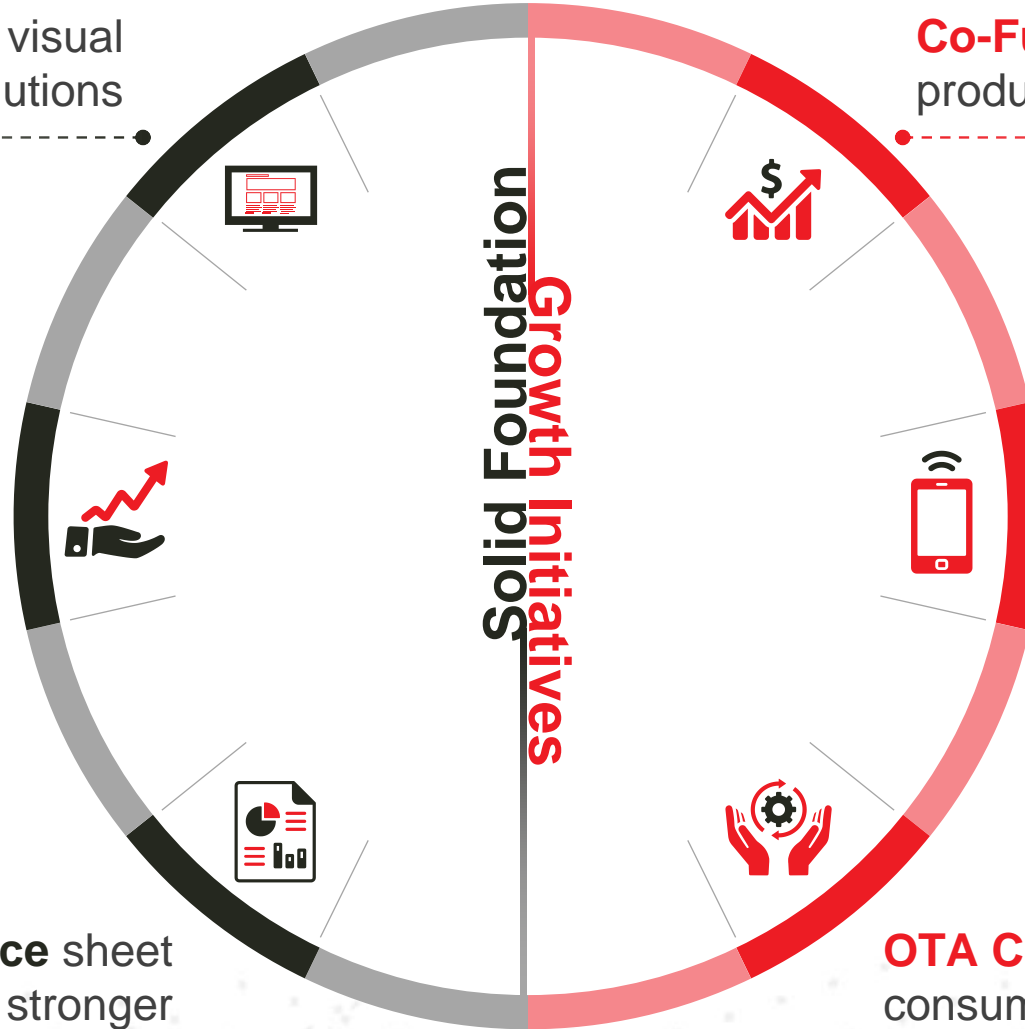
# Foundation for Growth & Profitability

19

**Fundamental Technology** for visual processing & video delivery solutions

**Stable, Profitable** digital projection business

**Strong Balance** sheet growing stronger



**Co-Funded Development** of future product by leading projector customer

**Mobile Initiative** bringing TV quality visual performance to smaller screens

**OTA Cord Cutter Initiative** for consumer Video Delivery markets



# THANK YOU

