



# Corporate Overview

June 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, 2017 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 Q1 2018 press release which has been furnished to the SEC on Form 8-K.



### At a Glance

### (NASDAQ: PXLW)



### **Company Overview**

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

## Recent Developments

- Shipping 3<sup>rd</sup> and 4<sup>th</sup> gen Iris Mobile processor
- Continue to gain market share in Projectors
- ViXS integration complete

- > GPM over 54% in Q1
- Achieved breakeven EPS in Q1

## 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



#### Video Delivery Methods Multiplying





#### Video Watching Patterns Changing







### **Delivering Authentic Video Experience**





### **Visual Processing & Video Delivery IP**

**20** Year History of Image Processing Innovation

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







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









Video



Image Scaling Frame Rate Conversion

**Keystone Correction** Analytics & 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

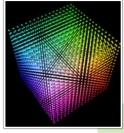


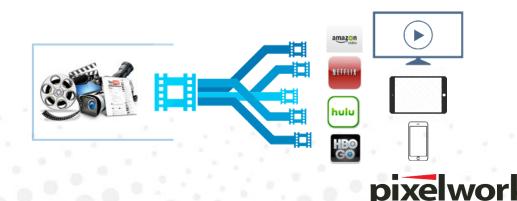










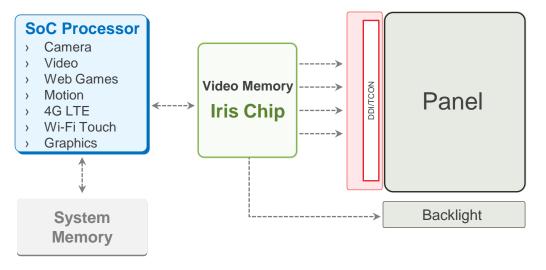


### Mobile Solution - Iris Architecture at the Core



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



**Bottlenecks** 

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

System Memory SoC Performance





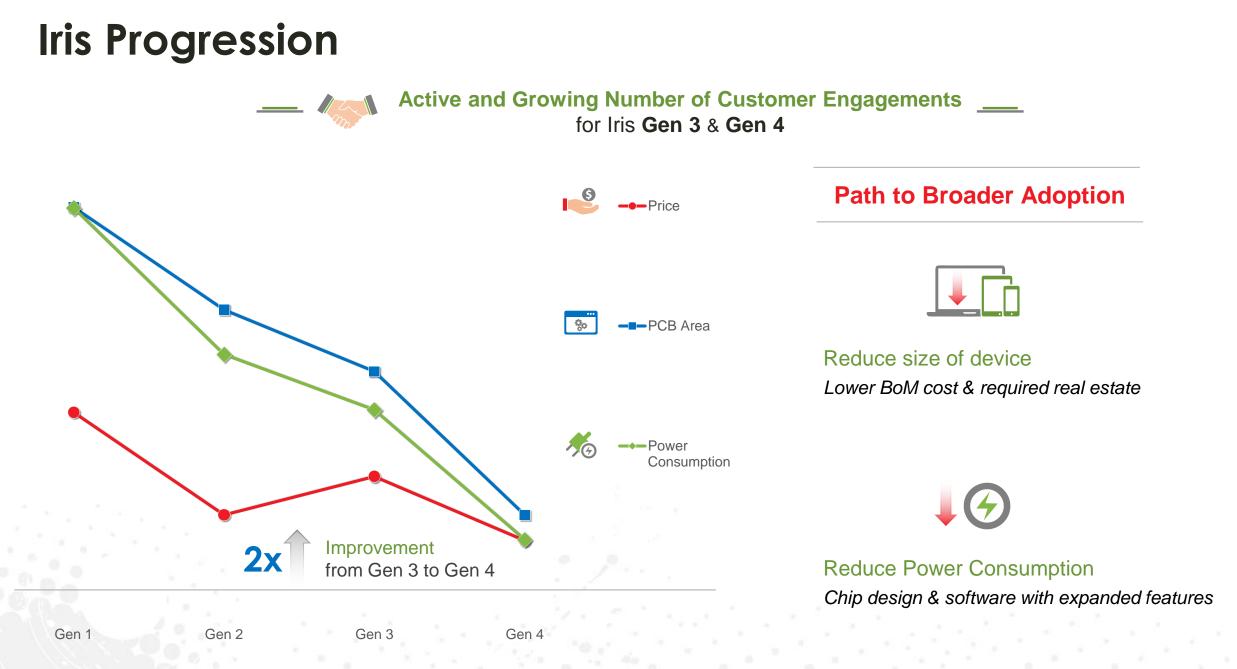
**Benefits** 

Integrated Video Memory Optimized space & power Cost-effective Panels Simplified Supply Chain Video Frame Buffer

SoC Off-load

High-end TV HDR Processing

pixelworks<sup>®</sup>





### Black Shark & ASUS – Validation of Mobile Technology



#### □ True Clarity<sup>™</sup> for smooth, blur-free motion

- □ True Color<sup>™</sup> for up to 1 billion accurate, vibrant colors
- □ Color calibration for indiscernible variations in accuracy
- □ Comprehensive tone-mapping pipeline for HDR10 videos
- □ Sophisticated contrast management and sharpness

#### ASUS ROG Phone





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ZenPad™Z8

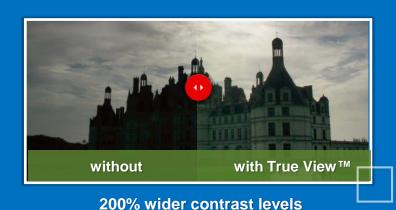


ZenPad<sup>™</sup> Z10 (exclusively at Verizon Wireless)





Sharper, lifelike images with color accuracy





### Pixelworks Features Ideal for the Gaming Phone Market







#### **Gaming Phones Differentiating with Pixelworks**

- Xiaomi Blackshark launch (top row) from April'18 highlighting Pixelworks features at launch
- ROG Phone launch (bottom image) at Computex 2018
- Better picture quality, smoother gaming performance, HDR, SDR to HDR, truer game colors, auto adaptive display are all valuable features to this market

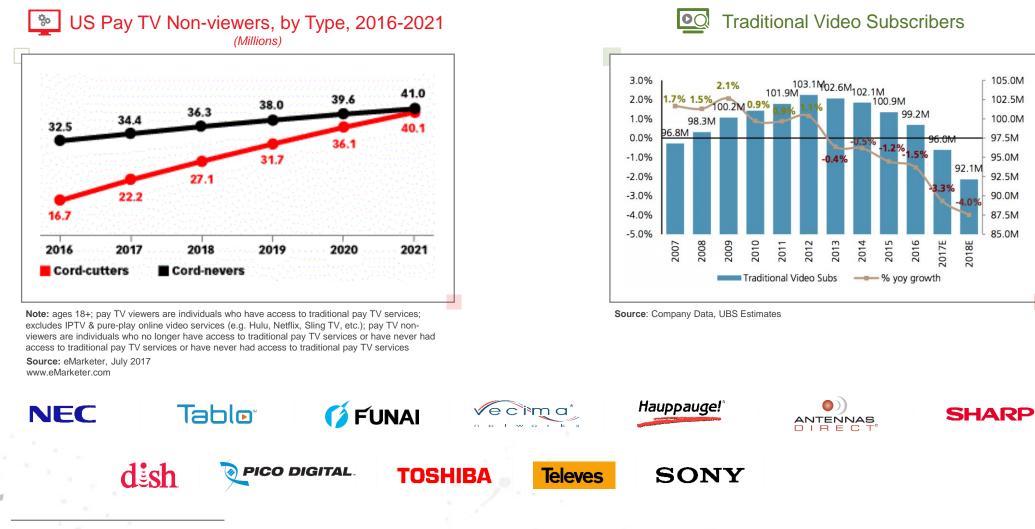


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### Video Delivery – Cord Cutter Solution



### Video Delivery Market & Opportunity



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** 



### Projectors – Solution & Market

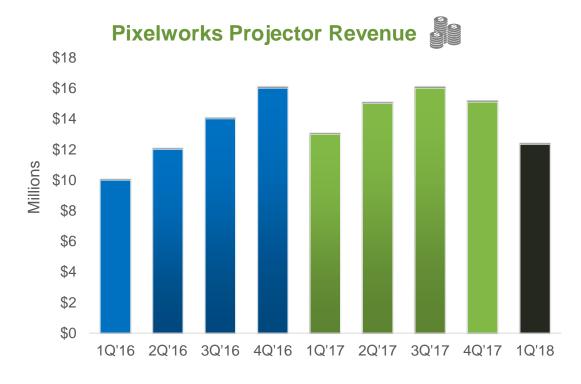


Pixelworks' integrated display processing platforms enable top projector OEMs to develop highly differentiated projectors for all market segments

Primary Market Drivers — Education in Emerging Markets <u>ill</u> ~⁄ Enterprise in Developing Markets Interactivity Applications Laser Projection Mature Market — 8Mu annually Long Product Cycles, Limited Competition Benq. **EPSON**<sup>®</sup> acer Optoma NEC SONY **HITACHI Panasonic** ViewSonic



### **Digital Projection: Pixelworks Performance**







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

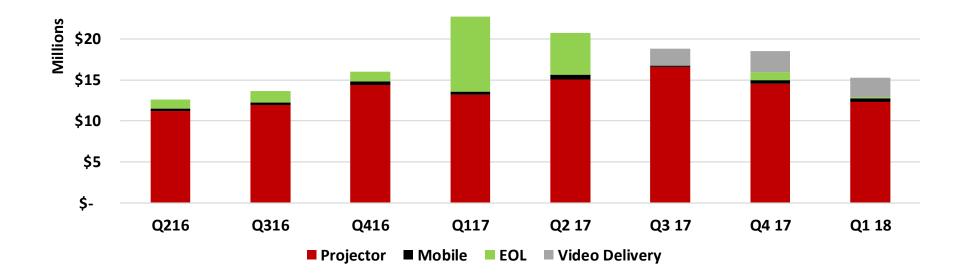


### **Financial Overview**

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	Q2 '16	Q3 '16	Q4 '16	Q1 '17	Q2 '17	Q3 '17	Q4 '17	Q1 '18
Revenue	\$12.6	\$13.7	\$16.0	\$22.7**	\$20.7**	\$18.8	18.5**	\$15.3
Gross Profit % (non-GAAP)	51.6%	48.6%	53.6%	54.8%	54.4%	54.9%	56.9%	54.2%
EPS (non-GAAP)	(\$0.03)	(\$0.02)	\$0.04	\$0.12	\$0.10	\$0.03	(\$0.01)	\$0.00
EBITDA (non-GAAP)	\$0.3	\$0.7	\$2.1	\$5.0	\$4.7	\$2.3	\$0.8	\$1.3

\*\*Q1'17, Q2'17, Q4 '17 and Q1 '18 Results included approximately \$9.2M, 5.1M, \$1M and \$144K of EOL revenue, respectively.



### **Balance Sheet**

	Q4 '16 A	Q4 '17 A	Q1 '18 A
Assets			
Cash and Investments	\$19,622	\$27,523	\$20,611
Accounts Receivable	3,118	4,640	4,451
Inventories	2,803	2,846	2,589
Property, Plant & Equipment	3,793	5,605	5,871
Goodwill	-	18,407	18,407
Acquired Intangibles	-	5,856	5,457
Prepaid Expenses & Other Assets	1,521	2,666	5,077
Total Assets	\$30,857	\$67,543	\$62,463
Liabilities			
Accounts Payable	\$1,734	\$1,436	\$3,092
Other Liabilities	8,054	17,872	13,747
Income Taxes Payable	2,020	2,728	2,707
Debt	-	6,069	-
Shareholders Equity	19,049	39,437	42,916

\$67,543

\$30,857

\$62,463

**Total Liabilities & Shareholders' Equity** 



### Foundation for Growth & Profitability

