ALi Corporation

ALi Confidential for
DIRECTV - ARGENTINA S.A.
(2021.07.20)

Agenda

- Company profile
- Status update
- Product Update

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ALi Corporation



Company Profile Update

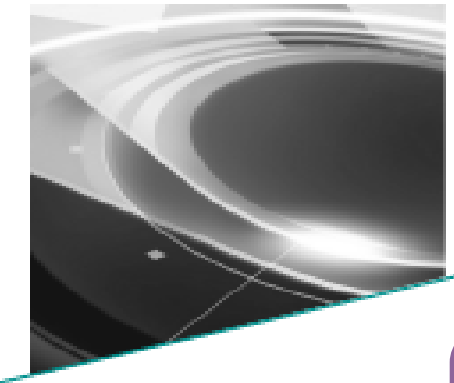
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Corporate Overview

- **Founded**: 1987
- **Employee**: 400
- **HQ**: Taipei, Taiwan
- **Branch**: China, Korea, India, Switzerland and representative at Mexico, Brazil, Russia
- **IPO:** Taiwan Stock Exchange 2002
- **Focus**: Top 3 global leaders in Set Top Box system-on-chips SOC with 1B unit shipments



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ALi Corp

Milestone & Achievement

1987
Founded

WW Top 3 System SOC
1987, Acer LAB

1999
IPO

WW Top 3 Servo Solution
1993 Spin off from Acer

2002
Listed on TW Stock

WW TOP3 DVD Player SOC
Expand into digital multimedia IC sector
2004 Acquired by MTK

2011
Retail STB SOC

WW Top 1 Retail STB SOC Vendor
WW Top 2 Audio SOC Vendor
WW Top 3 mp3 SOC VEndor

2017
PayTV STB SOC

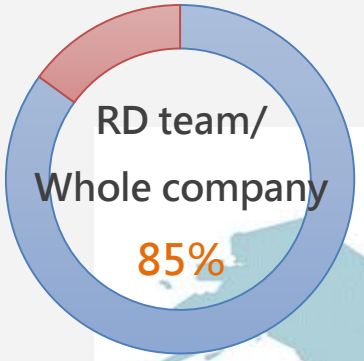
WW Top 3 PayTV SOC
Well certified by Security Vendors
Start Investing into smart Audio technology

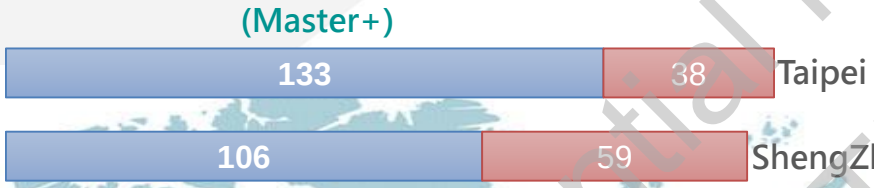
2018
Smart Audio & Robot SOC

Smart Audio & Robot Platform forming
Targeting Smart Home Appliance Launch at 2019

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World-Wide Operation：Deeply investment 32 years



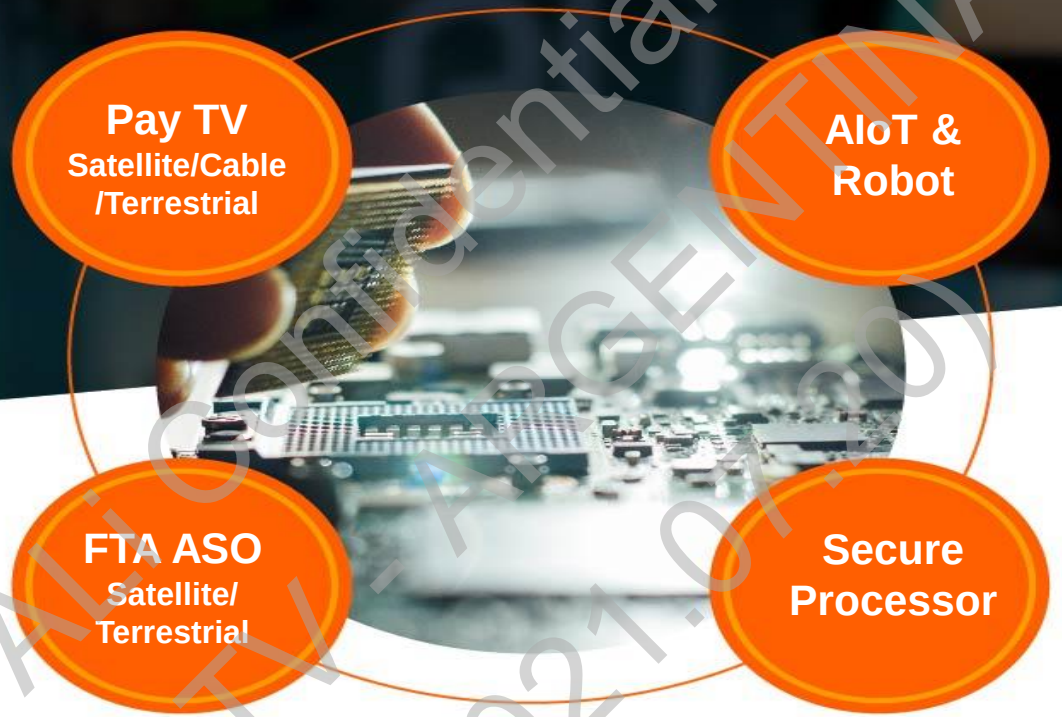




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ALi Product Portfolio

- Established solution for emerging markets
- Over hundreds MSOs have deployed ALi based STBs
- Strong development program for hardware based security since 2010



- Smart Audio SOC with Edge Computing and Security
- Robot SOC Platform with Algorithm integration

- Leader in Terrestrial ASO Program
- Target FTA satellite channel growth in emerging markets leverage Western Europe FTA Market

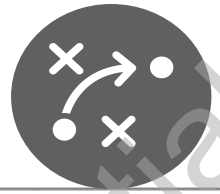
- WW No1 market Share of CAM
- Module Extension to USB CAM

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Strong Technology Portfolio



IP/Technology Development



Multiple technology SOC/system integration



Unify Platform SDK/HDK development

Solid/Constructive/Creativite IP/SOC/System Design,. Thoughtfully close to customer expectation

- Strong Security Know-how and HW architecture
  - HW/SW compatible acceleration design
  - System/PCBA compatible design with Chipset CP value
- AI Engine/ASIC development

- Heterogeneity CPU integration
- PCBA/System total solution offering
  - Mature FAB process with the best CP value
- Constructive/Solid chipset Validation

- Unify driver Interface cross CPU/OS
  - Mature Linux/RTOS software with security technology integration
- Friendly developer environment with timely customer support
- SDK/HDK Open Platform

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Patent Portfolio

- ALi's patents for STB chipsets and system solutions:
  - ~500 Patents, not include the CPU/GPU/Op Storage/IO
  - Digital Circuit/Mixed Signal for STB Chipsets
  - Communications
  - Video & Audio CODEC/Display Engine
  - SoC
  - System Software/Application/User Interface

To ALi's knowledge and belief, that at the declaration date there are no pending claims or actions commenced against ALi for infringement by any third party patents. ALi owns and retains all property and proprietary rights of ALi IP designed or developed itself or has acquired suitable license from third party licensors.

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ALi IPR Policy

- Statement:
  - Ali' Intellectual Property Rights("IPR") stand behind our product.
  - Ali's patent is never been sue, which can show its strength.
  - Ali' patent team continuously improves IPR protection to Ali's products.
  - Ali's legal team is experienced with patent licensing and IP dispute resolving through negotiation.

- Ali's IPR indemnification:
  - Ali agrees to defend IPR suits against customer for **Ali's product in the country product delivered**.
  - If use and sale of Ali's products is prohibited by court, Ali will:
    - obtain for customer the right to use and sell of Ali's product, or
    - substitute an product which has equivalent performance.
  - If sale of Ali's products is prohibited by court in any country, Ali will, at no expense to customer:
    - obtain for customer the right to use and sell of Ali's product, or
    - substitute an product which has equivalent performance.

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World-wide Operator Foot Print



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ALi WW ODM System



- ALi is an international company with WW ODM system
- China, ChangHong/Coship/JiuZhou/SkyWorth
- Taiwan, Askey / Skardin/SandMartin/Telesystem
- Korea, Kaon/Handan/Homecast/DMT
- India, VEPL/Mybox/Agressiv
- Europe, SmarDTV
- CIS, TriColor

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Status Update

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Operational Highlights

No debt

$61.5M USD Cash, no debt
Great recovery from 2018

Core business

STB is 95% business of ALi
Commit to further investment
Very Focus and never give up

Solid Financial Status



Product with WW service



Long term Investment



Experience PayTV Vendor



WW team with good product

Solid design with platform consideration
SW compatible generation to generation
WW service from both business and engineering

100M+ shipment

Over 100M+ PayTV shipment WW
Irdeto middleware integration experience (VideoCon)

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ALi's Robust Financial Structure

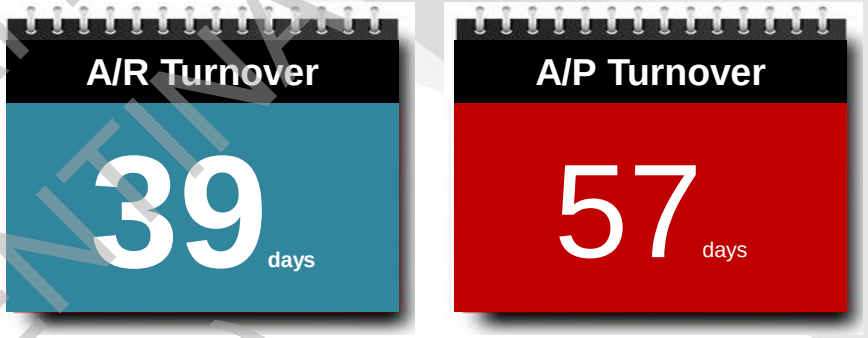
Strong Cash Position

US$ 61.7 Million Cash

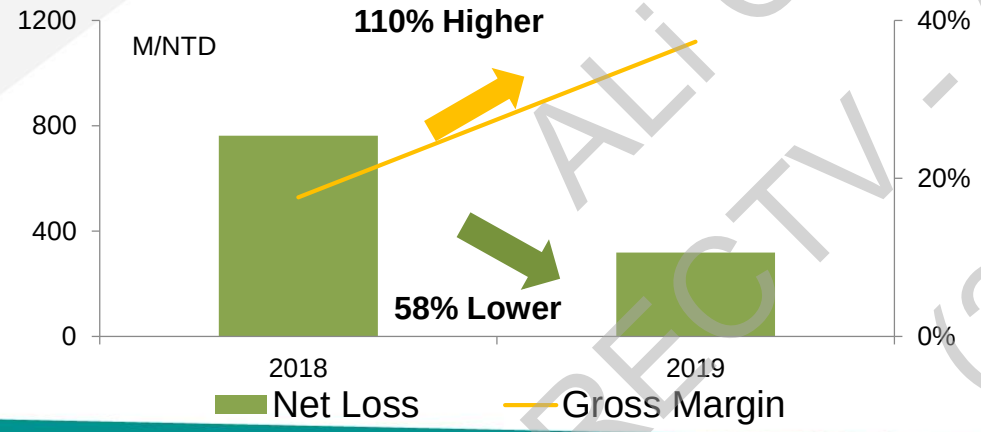
II

22 **months of ALi's Expenses**

Collect cash faster than pay out



Gross Margin increase & Net Loss drop

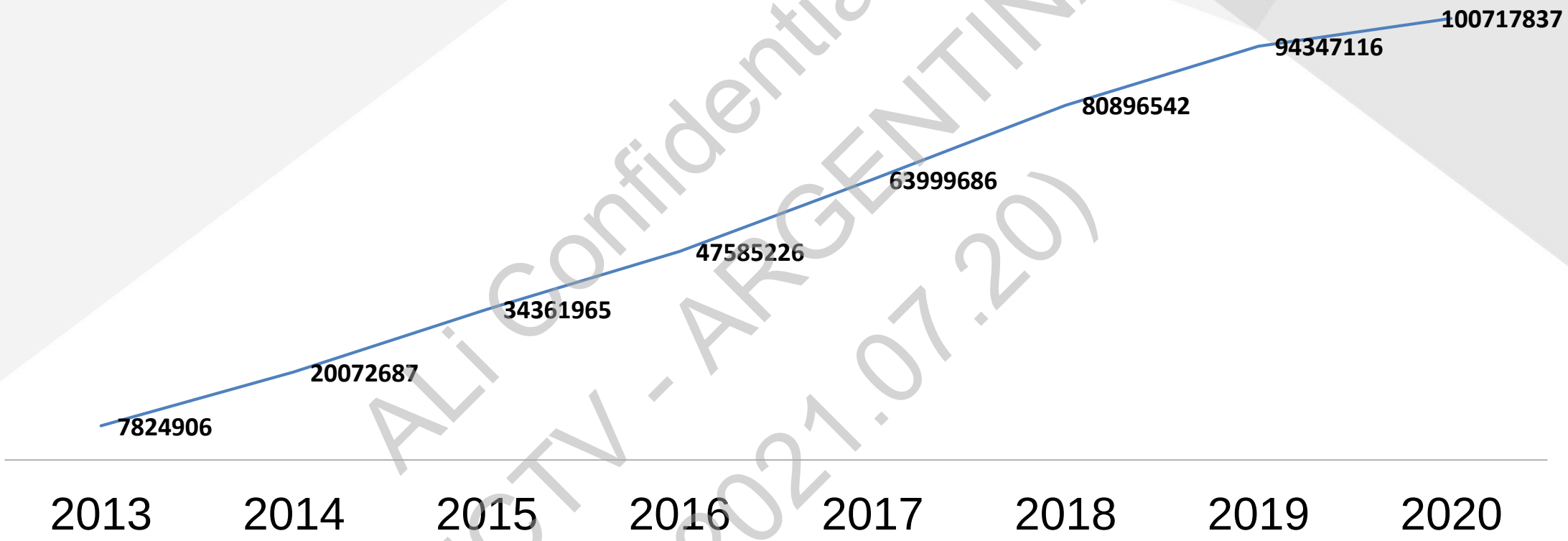


No bank borrowing



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Accumulate PayTV Shipment



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Successful Stories

Market	WW Top 5 Operator	Total Shipment
Satellite	DISH TV	12026419
	Canal Overseas	6500000
	DISHHOME	1871602
	Cignal	2000000
	America Movil-CENAM	1403274
Cable	TACTV	4158779
	UCN	3726327
	ICNCL	2468012
	Televisa	2057679
	Telefonica	1792572
	Reliance Jio	1000000
Terrestrial	StarTimes Operator	3851885
	NBC	306170
	DIGITALB	101300
	KPN	52220
	MyTV	48616

Irdeto Sockets	Total Shipment
Multichoice	3500000
DIALOG	720528
MyTV	568816
StarTV	190810
MTS	105220
D-Smart	104799
BEXIMCO	104276
Red Intercable	77870
Fragment_S_AMERICA	74520
KPN	52240
Cable Color	21700
Fragment_CIS	18250
AmericaTV	2500
Fragment_CENAM	2000

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Partnership with Reputable ODM/OEM, CAS, DRM & Middleware

CAS/DRM/Middleware Partners

NAGRA KUDELSKI
conax
irdeto
verimatrix
viaccess·orca
NSTV
ABO
Sumavision
CryptoGuard – Protect your content –
mirakulo
Ei TV
iWedia
Microsoft
Google
wyplay

OEM/ODM/Operator Partners

MultiChoice
DStv
CANAL+
dishtv
cignal
Skyworth 創維
SMARTDTV
KAON MEDIA
JIUZHOU
CHANGHONG 长虹
OVT
COSHIP
SKARDIN AUDIO VIDEO
HANDAN
GOSPELL Technology Serves People
EKT Innovative Digital Media Solutions
ZTE
ASKEY

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Product Update

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Satellite Chipset Roadmap - PayTV

Connected

4K

- 14K DMIPS
- 4K2Kp60
- HDR
- 10/100/1000 MAC+PHY
- OPGLES 2.0
- IRDETO

FHD

- 2K DMIPS
- 1080p60
- 256KB L2 Cache
- 10/100 MAC/PHY
- NOCS3.0/Conax /Softcell/VeriMatrix

- 2K DMIPS
- 1080p60
- 256KB L2 Cache
- 10/100 MAC/PHY
- QFP Advanced Security
- NOCS3.0/Conax /Softcell/VeriMatrix

Basic

FHD

- 2K DMIPS
- BGA/QFP
- 1080p60
- NOCS3.0
- FlexiCore 3.2

- 2K DMIPS
- 1080p60
- 128KB L2 Cache
- 10/100 MAC/PHY
- NOCS3.0-TSIO/Conax /VeriMatrix/FlexiCore 3.3

- 2K DMIPS
- 1080p60
- 128KB L2 Cache
- NOCS3.0/Conax/VeriMatrix /FlexiCore 3.3

- 2K DMIPS
- 1080p60
- 128KB L2 Cache
- 10/100 MAC/PHY
- CI Interface
- NOCS3.0/Conax/VeriMatrix /Flexicore 3.3

F6A

- 2.4K DMPS
- 1080p60 HDR
- Advanced Security
- NOCS3.0/Conax VeriMatrix/IRDETO/ NDS

Under planning

F/E Solution (MP)

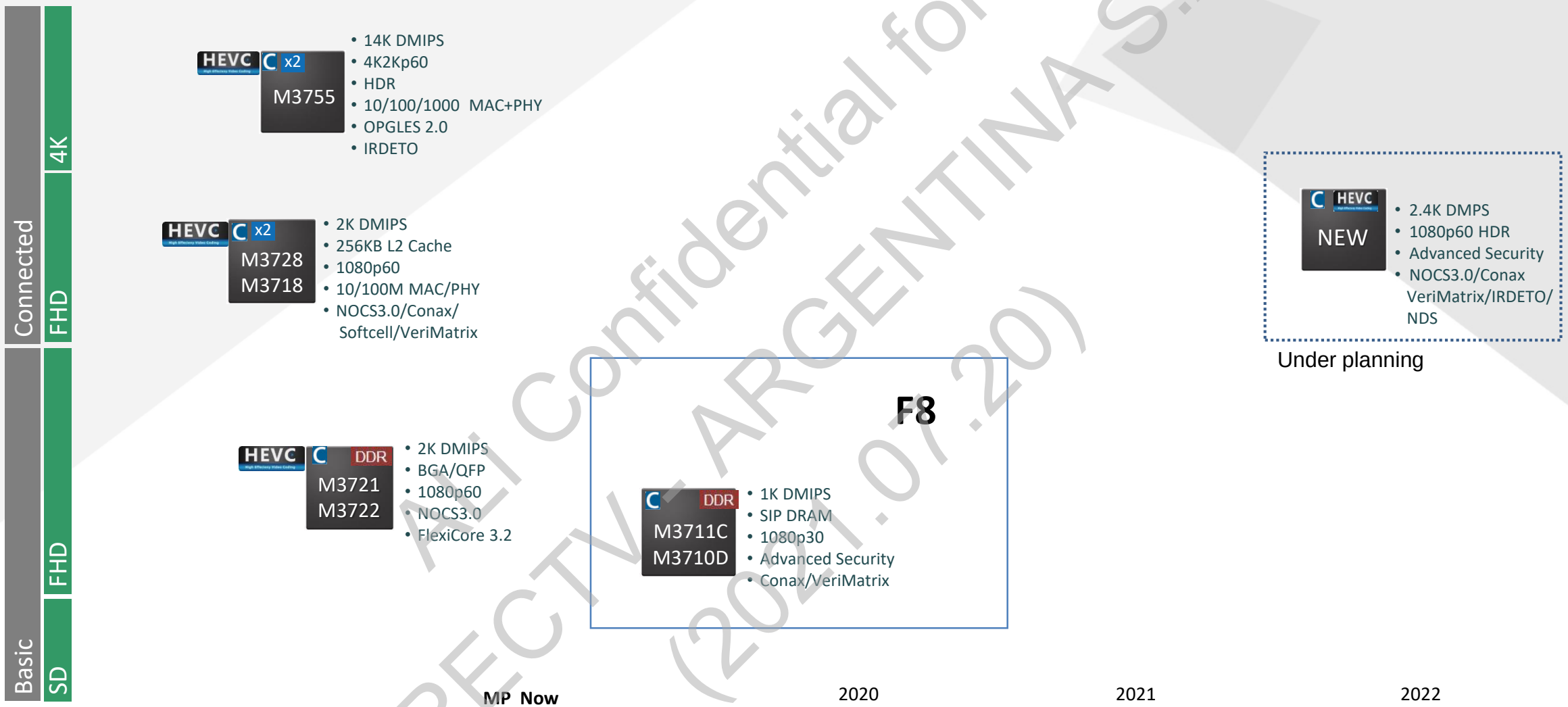
Demodulator
- M1501 : DVB-S/S2
- M1502 : DVB-S2X

Tuner
- DVB-S2/S2X

MP Now | 2020 | 2021 | 2022

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Cable Chipset Roadmap - PayTV



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Terrestrial Chipset Roadmap - PayTV

Connected

4K

- 14K DMIPS
- 4K2Kp60
- HDR
- 10/100/1000 MAC+PHY
- OPGLES 2.0
- CI Interface
- IRDETO



FHD

- 2K DMIPS
- 1080p60
- 10/100 MAC+PHY
- QFP Advanced Security
- NOCS3.0/Conax Softcell/VeriMatrix



F2C

- 2K DMIPS
- 1080p60
- HDR support
- 10/100 MAC+PHY
- Conax/VeriMatrix
- SIP DRAM/QFN





- 2.4K DMPS
- 1080p60
- Advanced Security
- NOCS3.0/Conax VeriMatrix/IRDETO/ NDS

Under planning

Basic

FHD



- 2K DMIPS
- BGA/QFP
- 1080p60
- NOCS3.0
- FlexiCore 3.2



- 1.2K DMIPS
- 1080p30
- 10/100 PHY



- 1K DMIPS
- SIP DRAM
- 1080p30
- Advanced Security
- Conax/VeriMatrix

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Thank You



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