# synaptics

INVESTOR DAY

September 7, 2023

# INTRODUCTION

Munjal Shah | VP Investor Relations



### Synaptics Investor Day 2023

### SAFE HARBOR STATEMENT

This presentation contains forward-looking statements that are subject to the safe harbors created under the Securities Act of 1933, as amended, and the Securities Exchange Act of 1934, as amended. Forward-looking statements give our current expectations and projections relating to our financial condition, results of operations, plans, objectives, future performance and business, and can be identified by the fact that they do not relate strictly to historical or current facts. Such forward-looking statements may include words such as "expect," "anticipate," "intend," "believe," "estimate," "plan," "target," "strategy," "continue," "may," "will," "should," variations of such words, or other words and terms of similar meaning.

All forward-looking statements reflect our best judgment and are based on several factors relating to our operations and business environment, all of which are difficult to predict and many of which are beyond our control. Such factors include, but are not limited to, the risks as identified in the "Risk Factors," "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Business" sections of our most recent Annual Report on Form 10-K and our most recent Quarterly Report on Form 10-Q; and other risks as identified from time to time in our Securities and Exchange Commission reports.

Forward-looking statements are based on information available to us on the date hereof, and we do not have, and expressly disclaim, any obligation to publicly release any updates or any changes in our expectations, or any change in events, conditions, or circumstances on which any forward-looking statement is based. Our actual results and the timing of certain events could differ materially from the forward-looking statements. These forward-looking statements do not reflect the potential impact of any mergers, acquisitions, or other business combinations that had not been completed as of the date of this presentation.

### **USE OF NON-GAAP METRICS**

In this presentation, Synaptics considers and uses certain non-GAAP financial measures, which are not a measurement of the company's financial performance under GAAP and should not be considered as an alternative or superior to GAAP financial metrics. The non-GAAP information excludes share-based compensation, acquisition related costs, and certain other non-cash or recurring and non-recurring items. In addition, non-GAAP financial measures are not standardized and may not be comparable to non-GAAP financial measures of other companies.

The company presents non-GAAP metrics as an important supplemental measure of its performance since it facilitates operating performance comparisons from period to period. Non-GAAP financial measures have limitations as an analytical tool and should not be considered in isolation or as a substitute for our GAAP financial measures. The principal limitations of these measures are that they do not reflect the company's actual expenses and costs and may thus have the effect of inflating or underestimating the non-GAAP financial measure when compared to the company's operating results reported under GAAP.

Please see our fourth quarter fiscal 2023 press release for additional discussion of our use of non-GAAP financial measures, and the tables attached to the end of this presentation for a complete reconciliation of GAAP to non-GAAP financial measures used in this presentation.

### REAFFIRM FISCAL Q1 GUIDANCE

See press release filed today, September 7, 2023

- We are reiterating our guidance for the September quarter given in the August 3, 2023 earnings release
- Webcast and slides of today's presentation are available on the IR section of <u>www.synaptics.com</u>
- Executive team Q&A at the end of the session
- Online audience can submit a question via email to <u>ir@synaptics.com</u>

### Synaptics Investor Day 2023

### ÁGENDA

Growth Strategy



**MICHAEL HURLSTON** 

President & CEO

Wireless Connectivity



**VENKAT KODAVATI** 

SVP & GM, Wireless

IoT Processors



**VIKRAM GUPTA** 

SVP & GM, IoT Processors

Enterprise Workspaces



SALEEL AWSARE

SVP & GM, Enterprise/Mobile

Automotive



MICHAEL HURLSTON

President & CEO

Financials for Growth



**DEAN BUTLER** 

CFO

Q & A



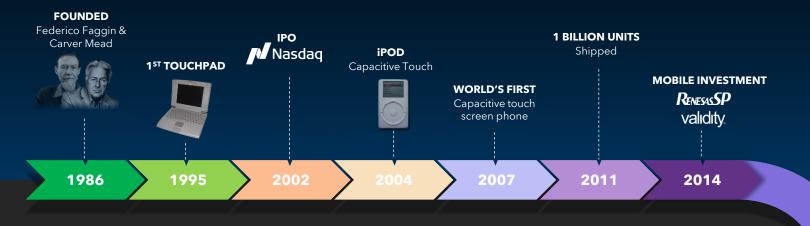
#### **EXECUTIVE TEAM**

Synaptics

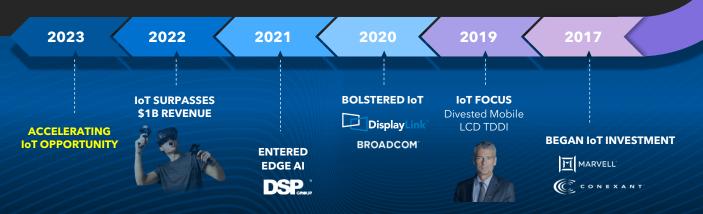
# **ACCELERATING GROWTH**

Michael Hurlston | President & CEO



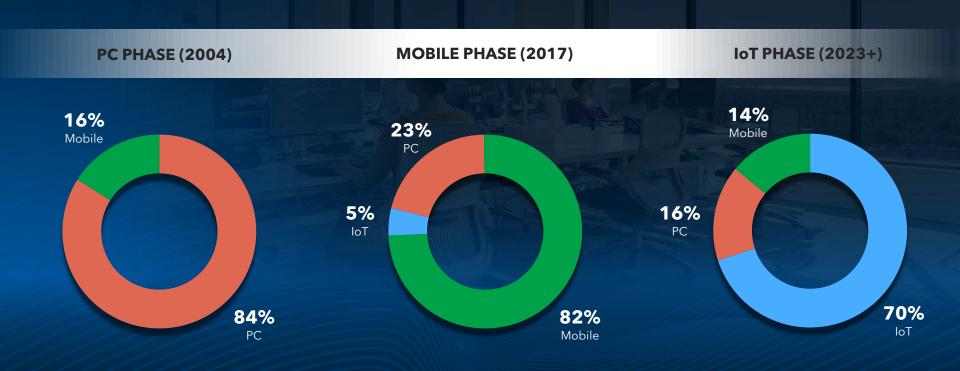


# Synaptics Investor Day 2023 THE SYNAPTICS JOURNEY



### SYNAPTICS' TRANSFORMATION JOURNEY

Long history of successfully transitioning into new markets



VIDEO INTERFACE





UNIFIED COMMUNICATIONS AND COLLABORATION (UCC)

AUTOMOTIVE INFOTAINMENT



MARKET
LEADING IoT
PRODUCTS



VIRTUAL REALITY DISPLAY DRIVERS

**ENTERPRISE HEADSETS** 





**IOT CONNECTIVITY** 

### Why IoT? THE RIGHT MARKET



Source: Gartner IoT Semiconductors, Worldwide, 2Q23 Update, and Synaptics internal estimates

### **SYNAPTICS SAM EXPANSION**

\$9.5B

2023



Note: Prior SAM estimates (green color) are as-presented during the Company's June 9, 2020 Investor Day Source: IDC, Gartner, Frost & Sullivan, Fortune, Omdia, SAR Insight, and Synaptics internal estimates

\$38B

2028

# THE RIGHT TECHNOLOGY

### **SENSING**



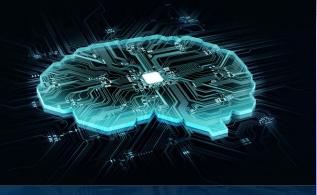
Touch

Biometrics

Computer Vision

Intelligent Audio

### **PROCESSING**



Al Accelerators Low-Power Neural Networks

Audio/Video Processing

MPU MCU

### CONNECTING



Wi-Fi

Bluetooth

ZigBee

**GPS** 

## THE RIGHT TEAM

#### **ACCESS TO IOT TALENT WORLDWIDE**

### MANAGEMENT WITH 85 YEARS OF EXPERIENCE LEADING HIGH-GROWTH IOT TEAMS















US	NON-US	HW	SW
18%	82%	54%	46%













Why IoT? THE RIGHT **CUSTOMERS** 







Microsoft

Google Meta Targus samsung









swisscom























Well-established strategic relationships with key players across the IoT space

### FOCUS ON PROCESSORS AND WIRELESS

MOVES SYNAPTICS INTO THE LARGEST PIECE OF THE IOT MARKET

### **PROCESS**

### **CONNECT**



# Synaptics Investor Day 2023 WHY PROCESSORS AND WIRELESS





TRACK RECORD OF SUCCESS





#### **LARGE MARKETS**





#### **RIGHT TECHNOLOGY**

### Best-in-class





**End-to-end portfolio** 



Scalable Software

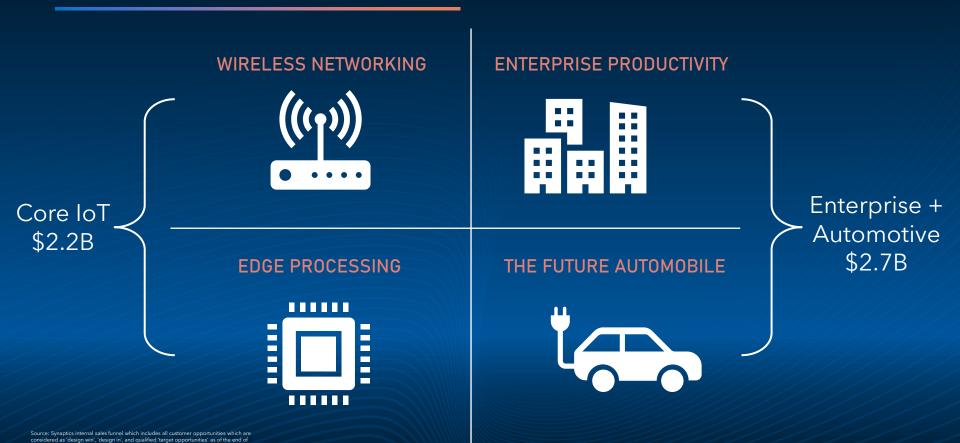


**Efficient AI Network** 

FY2023. Valued as the estimated lifetime value of the opportunity based on the customer's

estimated volume forecast for that opportunity and Synaptics sales estimate of ASP.

### PROCESSORS AND WIRELESS DRIVE FUNNEL





Synaptics has reinvented itself many times over its history





Focus on IoT has generated the margins and Cash flow that enable further investment



**Processors and Wireless: Large Opportunity within IoT** 



Doubling down leads to outsized growth and shareholder value

# **WIRELESS CONNECTIVITY**

Venkat Kodavati | General Manager, Wireless



### **OUR BROAD PORTFOLIO**

IoT connectivity supplier with deep know-how and best-in-class products



LARGEST SAM WITH HIGH GROWTH AUGMENTS V

**AUGMENTS WI-FI & BT IN NICHE IOT APPLICATIONS** 

## WI-FI ANYWHERE, ANYTIME



### Synaptics Wireless

# BLUETOOTH® EVERYDAY CONNECTIONS









NUMBERS IN BILLIONS



7.6
BILLION
Annual shipments





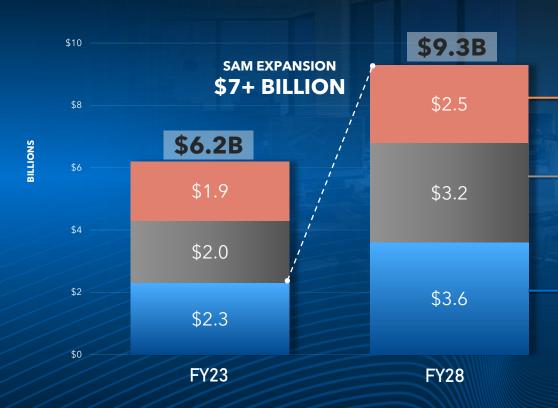






9% CAGR

# Synaptics Wireless WI-FI & BT CONNECTIVITY MARKET



#### **BLE & THREAD**

- Standalone BLE/Thread
- Low data rate/low cost
- MCU integrated

#### **BROAD MARKET**

- Low cost
- MCU integrated segments
- Low power
- Data connectivity

#### **HIGH PERFORMANCE**

- Performance driven
- Video distribution
- Rate-over-Range

**NEW MARKETS FOR SYNAPTICS** 

Team, Revenue & Engineering
WIRELESS FOUNDATION

**Synaptics** 

300 CUMULATIVE YEARS OF WIRELESS EXECUTIVE LEADERSHIP

FY2023

### **ORGANIC DEVELOPMENT**

- Delivered 4 high-performance SoCs
- Branching out to broad market

### **REVENUE GROWTH**

- 3.5x revenue
- 10x customers

### **TEAM BUILDING**

- Assembled top team of 350+
- Extensive engineering infrastructure build

FY2021

FY2022

## HIGH PERFORMANCE MARKET



High speed

Reliable connection

• Wi-Fi/BT co-existence

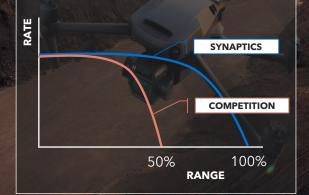
Rate-over-Range

### synaptics

### AHEAD OF THE CURVE

#### **LONG RANGE**

- Enhanced Spatial diversity algos for 2x range
- Consistent video delivery over large range



#### **IC INNOVATION**

- 16nm process for low power & size
- Lowest power consumption by 25%



#### WI-FI/BT COMBO LEADERSHIP

- First Wi-Fi 7 and Bluetooth®6.0 product for IoT market
- World's first innovative Bluetooth MIMO



# Synaptics Wireless INDUSTRY-LEADING PERFORMANCE

#### SYNAPTICS WI-FI/BT CO-EX ENGINE: 20 YEARS OF EXCELLENCE















#### **BEST IN CLASS INTEROPERABILITY**













### High Performance Wireless

# WHY WE WIN





Unmatched Interoperability

смоѕ

#### **CUTTING EDGE CMOS RF DESIGN**

High reliability and low system cost

#### **EASY HOST INTEGRATION**

Lightweight host driver. Robust SW performance

#### **LEADING FEATURES**

Wi-Fi 6E, RSDB, HADM, LE Audio, Triple Combo Co-Existence

## **BROAD MARKET APPLICATIONS**

Low-cost

**Small size** 

**HOME AUTOMATION SENSORS WEARABLES APPLIANCES** 0 157 bpm

Low power

**Turnkey System** 

# INNOVATION FOR BROAD MARKET

**HIGH PERFORMANCE** 

**BROAD MARKET** 



**COMPONENT SIZE** 

40%

SMALLER CHIP SIZE



**INTEGRATION LEVEL** 

50% LOWER SYSTEM COST



**POWER DRAW** 

50%
LOWER
POWER DRAW

# WI-FI/BT MCU INTEGRATION

Next-gen creates MCU and wireless connectivity application overlap



### Broad Market Applications

## WHY WE WIN





#### **INDUSTRY-LEADING PERFORMANCE**

Bringing high performance to Broad Market with best interoperability



#### **CUTTING EDGE FEATURES**

Delivering first-to-market features



#### MARKET COMPETITIVE COST AND POWER

Enables rapid customer expansion



#### MCU + AI INTEGRATION

Reduces BOM cost and expands to new applications

**Distance measure** 

**HEALTH CARE INDUSTRIAL LOCATION SERVICE CONSUMER** 

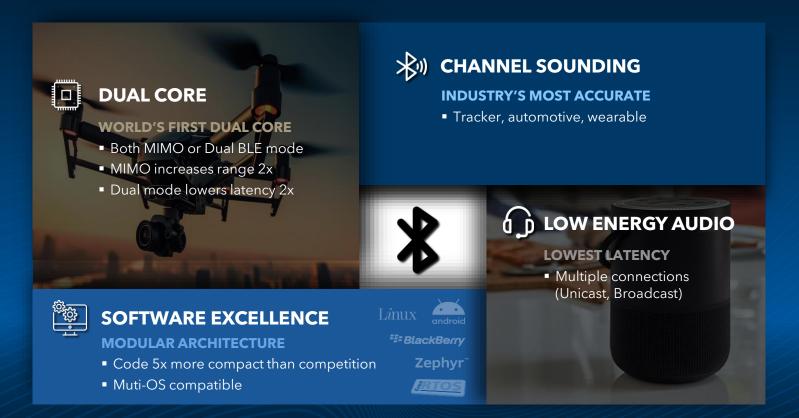
Low power

**High quality** 

Range extension

### Highly Efficient Coders

# FIRST-RATE BLE FOUNDATION



# **INNOVATION FOR BLE & THREAD**

#### **CURRENT GENERATION**

#### **NEXT GENERATION**



50% SMALLER SIZE



**50%**SMALLER
TX @ 8dBm



### BLE & Thread Market

### WHY WE WIN





#### **HIGH-PERFORMANCE STARTING POINT**

Solves interoperability and software problems



#### **LEVERAGE EXISTING BLE IP**

To contain cost & drive revenue growth



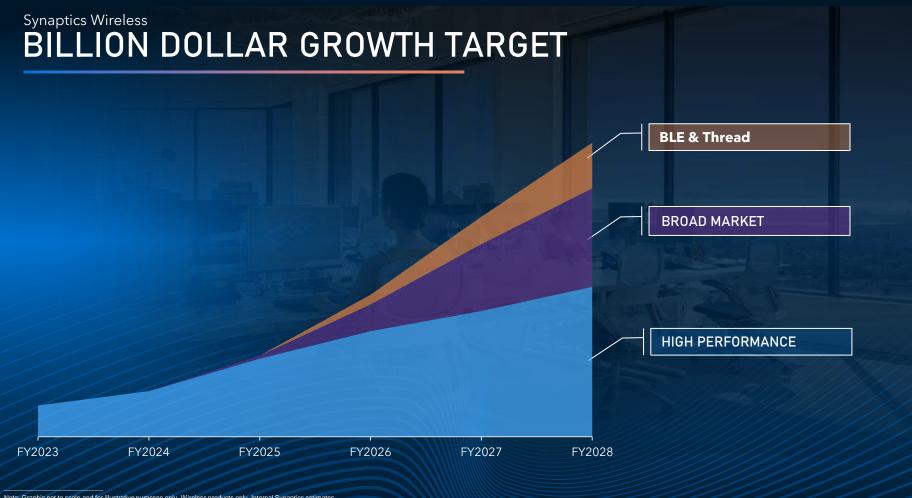
#### **ULTRA-LOW COST & POWER BLE**

With more robust RF



#### FIRST-TO-MARKET IN IOT

With multi-core Bluetooth®





### **HIGH PERFORMANCE LEADERS**

Synaptics world class wireless talent

### **EXPANDING INTO BROAD MARKET & BLE**

Additional \$7B+ connectivity SAM

#### **PROCESSORS + CONNECTIVITY**

Facilitates & accelerates Broad Market IoT expansion



#### **MAJOR REVENUE GROWTH**

Poised to hit \$1B in the next 5 years

### **PROCESSORS**

Vikram Gupta | General Manager, IoT Processors



# The Future of the IoT EDGE PROCESSING & AI

SENSE PROCESS CONNECT



#### **EDGE PROCESSORS EXPECTED TO INCREASINGLY BECOME AI ENABLED**









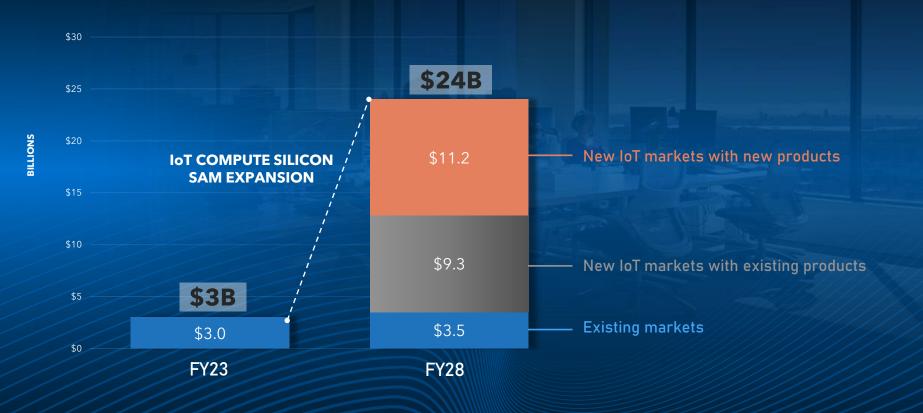


### A \$24 BILLION DEVICE EDGE OPPORTUNITY

#### **Expanded SAM opportunity targeting Edge AI IoT devices**







Established in Market with Key Customers

### WE PROVIDE EDGE PROCESSORS TODAY

**ADVANCED STREAMERS & STB** 



**MULTIMEDIA PHONES** 



SMART DISPLAYS





**DIRECTY GO** 



**EPOS** 



logitech



swisscom









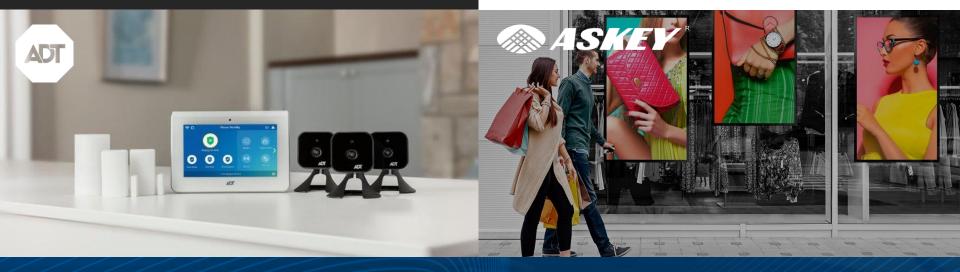




### NEW CUSTOMER PULL FOR OUR SOLUTIONS

### **SECURITY SYSTEMS**

### **SMART SIGNAGE**











### FAMILY OF EDGE AI PROCESSORS FOR IOT

#### **SCALABLE COMPUTE SOLUTIONS FOR CONSUMER & INDUSTRIAL IOT MARKETS**



#### **HIGH PERFORMANCE MPUs**



Al-Native Compute

**HIGH PERFORMANCE MCUs** 

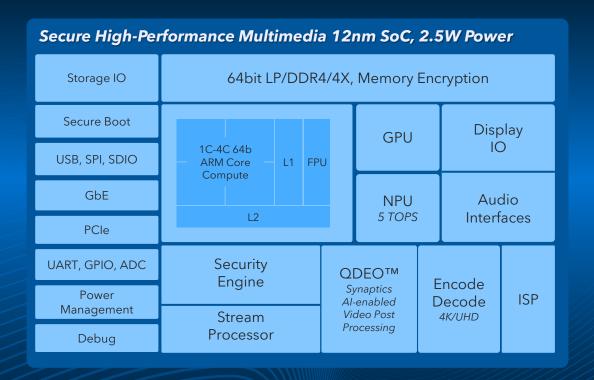


Al Compute

#### **CONNECTIVITY MCUs**



### ANATOMY OF A HIGH PERFORMANCE SYNAPTICS MPU



EDGE AI SENSING, VIDEO, AUDIO

HARDENED SECURITY ENGINE

MULTIPLE AI ENGINES

PROPRIETARY DISPLAY, VIDEO PIPELINES

#### Secure Multi-modal Linux and Android SoCs

### HIGH PERFORMANCE MPUs

**STB & STREAMERS** 

**HOME AUTOMATION** 

**PROCESS CONTROL** 

**POS & SCANNERS** 

**SMART APPLIANCES** 



Multi-core accelerated SoCs



Graphics, video, DSP subsystems



Al engines 5+ TOPS



Yocto, Linux, Android

**SYNAPTICS VALUE-ADD** 



**ADVANCED** SILICON **PROCESS** NODES



**MULTI-CORE** COMPUTE GPU, DSP, AI



SYNAPTICS AI MODELS & **TOOLS** 



HIGH-**PERFORMANCE** CONNECTIVITY **PAIRING** 

#### Multi-modal Al-enabled Solution

### HIGH PERFORMANCE MCUs

**HOME CONTROL** 

**SECURITY & VISION** 

**WEARABLES** 

**POS & SCANNERS** 

**PROCESS CONTROL** 









High-performance Standard cores

Audio, graphics, imaging

Al engines 10-100 GOPS

Context-aware computing

Always-on sensing

s-on Standard HW ing security Zephyr, Free RTOS

SYNAPTICS VALUE-ADD





BEST-IN-CLASS CORES GPU, DSP



SYNAPTICS
AI MODELS &
TOOLS



OPTIMAL
CONNECTIVITY
PAIRING

# Power-Efficient, Al-enabled Solution CONNECTIVITY MCUs

WEARABLES

**APPLIANCES** 

**ASSET TRACKING** 

SENSORS

**HEALTHCARE** 



Ultra-low power 32bit Standard cores



Integrated connectivity: Wi-Fi, BT, BLE



Al engines 10s of GOPS



Matter compliant

Zephyr, Fre RTOS

Standard HW security

SYNAPTICS VALUE-ADD



COST-OPTIMIZED LOW POWER PROCESSORS



BEST-IN-CLASS
CONNECTIVITY
INTEGRATED



SYNAPTICS
EMBEDDED
SDK & TOOLS



SYNAPTICS
AI MODELS &
TOOLS

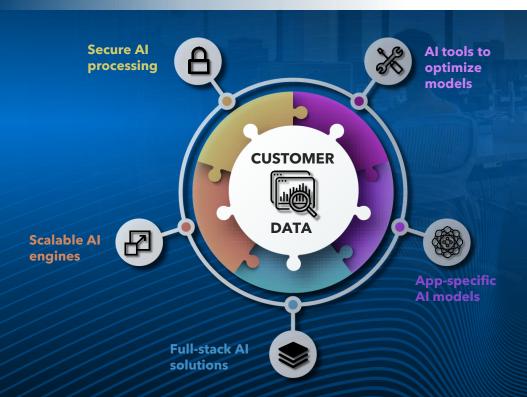
### SOFTWARE PLATFORM OF CHOICE

#### **ENABLE SOFTWARE REUSE WITH A SEAMLESS EXPERIENCE ACROSS THE PORTFOLIO**



### EASY AI INTEGRATION FOR CUSTOMERS

#### **BUILDING A UNIVERSAL PLATFORM TO ENABLE AI USE-CASES ACROSS OUR IOT PRODUCTS**



Customers incorporate marketspecific Al-enhanced use-cases

**VIDEO & IMAGE ENHANCEMENT** 

**PREDICTIVE MAINTENANCE** 

**USER PRESENCE DETECTION** 

SMART ENERGY MANAGEMENT

**SMART MEDICAL INSIGHTS** 

**WI-FI SENSING** 



**PROCESSORS** 

Key Takeaways

### **UNLOCK A \$24 BILLION OPPORTUNITY**

Capitalize on AI trends to disrupt IoT verticals & considerably expand SAM



#### **WE ARE AN EXISTING PROVIDER**

Already supplying Edge Processing Solutions for the IoT market



#### **CUSTOMER-CENTRIC FOCUS**

Streamline customer experience by creating an industryleading IoT Software and AI platform



#### POSITIVELY IMPACT FINANCIALS

Generate significant growth by taking a share of the Edge Processing SAM

### ENTERPRISE WORKSPACES

Saleel Awsare | General Manager, Enterprise & Mobile



Insightful Solutions to Enable Enterprise

### TOTAL WORKSPACE PLATFORM

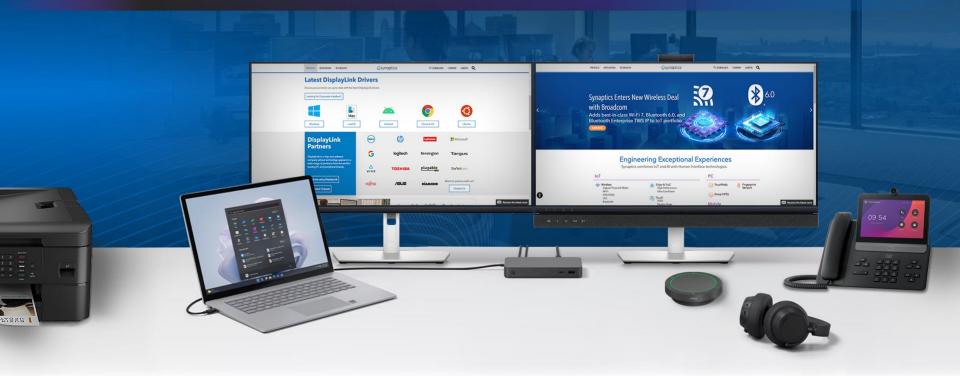
30M DOCKS

**180M** NOTEBOOKS

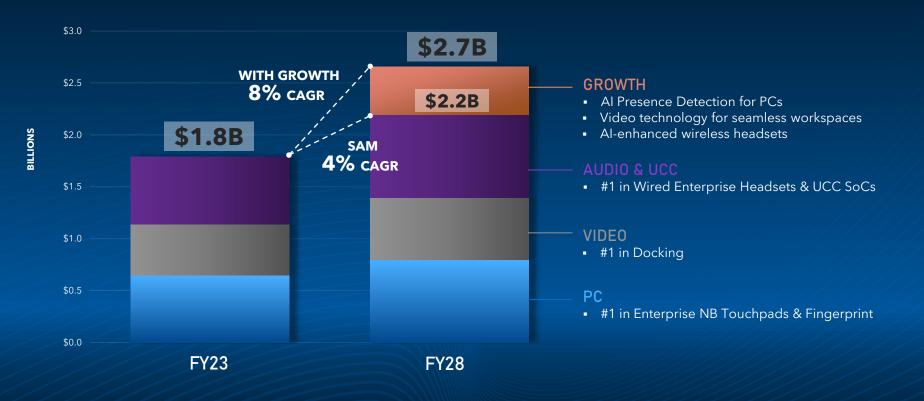
**120M** MONITORS

**20M** CONFERENCE PHONES

**90M** HEADSETS



### LEADERSHIP IN A GROWING MARKET



Key Partner for Enterprise Leaders

### MARQUEE CUSTOMERS

- Trusted partner with 35+ years of strategic relationships
- Unparalleled commercial reach & scale supporting customers wherever they are
- Enabling multiple different products
- Cross-selling solutions



#### **VIDEO & DATA TRANSPORT**

High-speed, low latency 40G Serdes & DisplayLink® Video





#### **BEST-IN-CLASS SECURITY**

Enterprise-grade security in all workspace solutions

#### **EDGE AI PROCESSING**

Low-power hardware + advanced ML algorithms



synaptics

## DIFFERENTIATED TECHNOLOGY

Synergistic portfolio enabling market leadership



#### **LEADING BIOMETRICS**

Al presence detection & MoS fingerprint



Industry's leading portfolio for PCs, Mobile & Automotive





#### **ADVANCED AUDIO**

Unmatched ENC for enterprise productivity





FIRST-TO-MARKET DISPLAYPORT 2.1



FIRST-TO-MARKET HDMI 2.1



FIRST-TO-MARKET SMART DOCK-ON-A-CHIP



PIONEERED UNIVERSAL DOCKING



No. 1 IN DOCKING



Enterprise Workspaces are Evolving

### UNIVERSALITY IS PIVOTAL

















**ANY PC** 

**ANY OS** 

**ANY CONNECTOR** 

<sup>1.</sup> Source: IDC estimate, 2021

<sup>&</sup>lt;sup>2</sup> Source: Zippia, Hybrid Work Statistics, 2023 3. Source: Cybersecurity Insiders BYOD report, 2021



# Driving Workspace Mobility THE FUTURE OF ENTERPRISE

Synaptics is **uniquely** positioned to enable seamlessly connected, wireless workspaces

LOW LATENCY VIDEO COMPRESSION + MA-USB + WIRELESS + AI PRESENCE DETECTION

**WIRELESS DOCKING** 





#### **FLEXIBLE MEETING ROOMS**



# Broadest Portfolio of Mechanical Clickpads & Haptic Forcepads LARGE TOUCHPADS



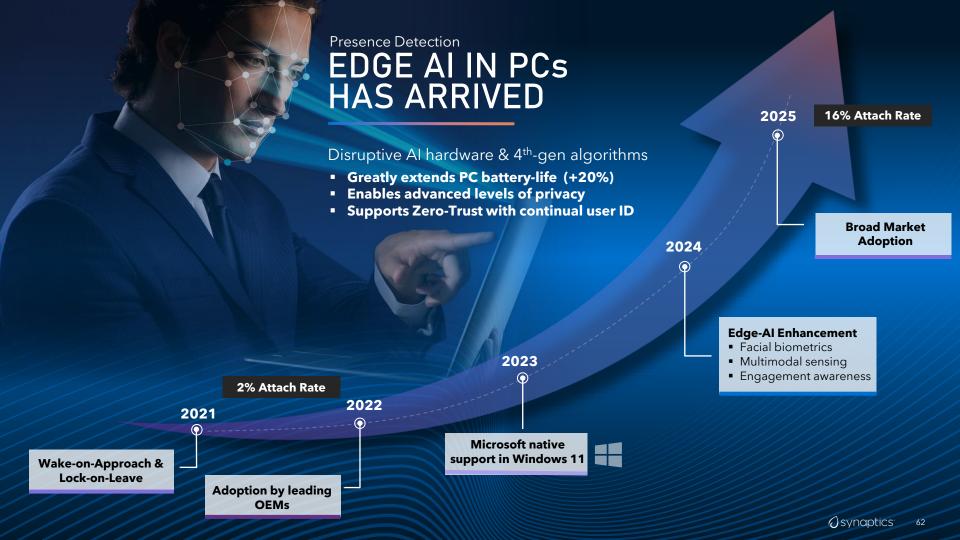
TOUCH + FORCE + HAPTICS + CLICK-ANYWHERE + ALACM

### **EXPERIENCE-DEFINING TECHNOLOGY**

- Market moving to large touchpads with higher ASPs ~ 40% of market by '28
- 3x content value with new haptic forcepads ~17% of market by '28
- Superior UX with AI-based palm rejection algorithms

# Best-in-Class Biometrics NEXT-GEN SECURE FINGERPRINT





World's Leading Supplier of Enterprise Collaboration Solutions

### UNIFIED COMMUNICATIONS & COLLABORATION

HEADSETS PHONES MONITORS SPEAKERPHONES VIDEO PHONES

AUDIO + VIDEO + AI + WIRELESS + SOCS

### **MARKET & TECHNOLOGY LEADERSHIP**

- No. 1 in Enterprise Collaboration products
- Full stack SoC, software and AI algorithm solution
- Leading transition to Video Collaboration

# Leading Enterprise Audio Performance NEXT-GEN HEADSETS

Enterprise-quality audio and connectivity



### **GROWTH**

- Market expansion
- ASP uplift in growing wireless segment



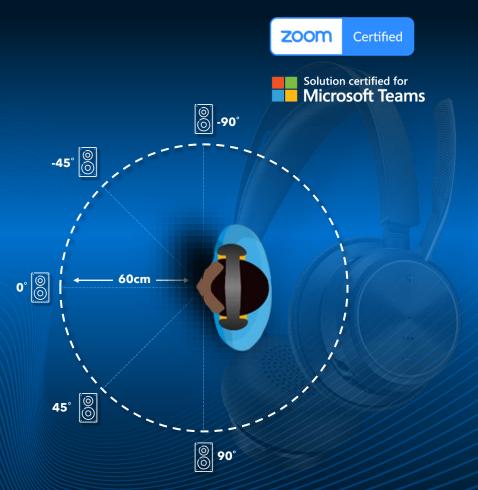
### **DIFFERENTIATION**

- Only provider of unified software platform
- Multi-protocol connectivity: BT, DECT, USB



### PERFORMANCE

- Al-enhanced noise cancellation algorithms
- Highest audio performance for lowest power





**NO. 1 IN EVERY MARKET WE SERVE** 



Key Takeaways



**GROWING CONTENT VALUE WITH INNOVATION** 



**BROADEST PORTFOLIO OF UNIQUE TECHNOLOGY** 



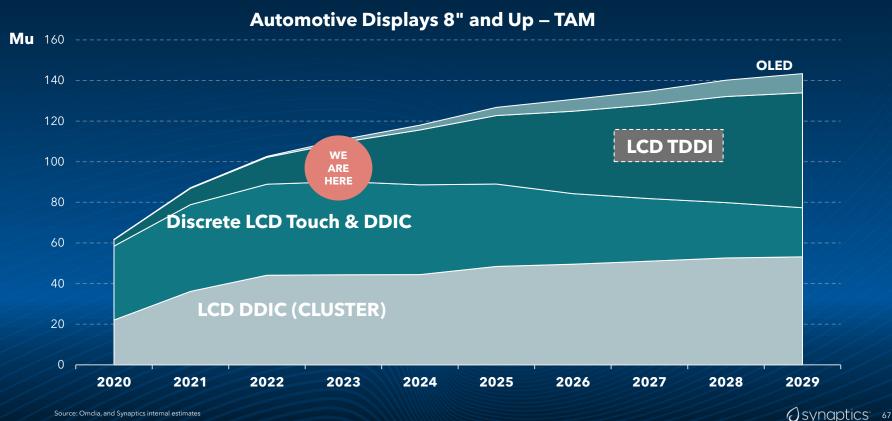
SUCCESSFULLY CROSS-SELLING MULTIPLE SOLUTIONS

### **AUTOMOTIVE**

Michael Hurlston | President & CEO



### INFOTAINMENT MARKET DYNAMICS



### **AUTOMOTIVE: TRENDS IN THE DIGITAL COCKPIT**

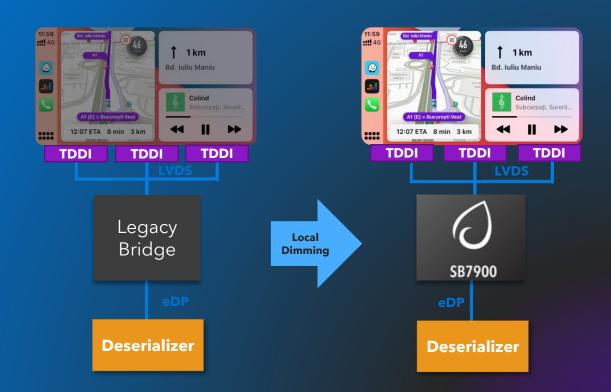
2010-2020 2026+ 2020-2025 Pillar to Post w/ Vivid Resolution **Digital Displays** Larger, Touch enabled 20"+ 6-8" 8-14" 3-6 TDDIs Discrete Touch 2-3 TTDIs Smartbridge Discrete DDIC \$4-10 \$20-30 \$12-25

#### Introducing

### **SMARTBRIDGE**

Advanced Automotive Display Processor

- OLED-like Contrast Ratios at LCD panel prices
- Advantages of LCD:
  - Longer Lifetime
  - Lower Cost
  - Lower Power
- Synaptics SmartBridge: rBOM savings of >\$10



# DESIGN WIN TRACTION







25+ OEM Design Wins

Synaptics Investor Day 2023

### **CORPORATE RESPONSIBILITY**

ENVIRONMENTAL SOCIAL GOVERNANCE

CO2

Established Climate Targets
Energy efficient operations

Culturally diverse workforce
Socially responsible supply chain

High ethics and integrity standards Leading governance practices

More information can be found at: https://www.synaptics.com/company/corporate-social-responsibility

### FINANCIAL MODEL

Dean Butler | Chief Financial Officer



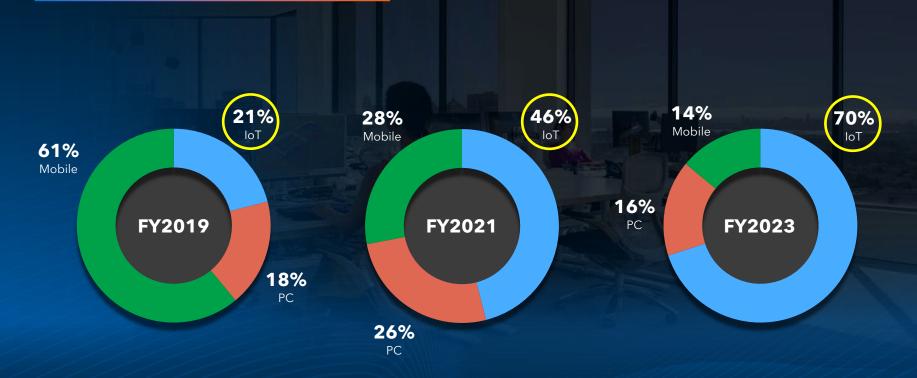
### TRACK RECORD OF FINANCIAL EXECUTION



**REVENUE GROWTH OF IOT PRODUCTS** 



# Synaptics Investor Day 2023 SUCCESSFUL PIVOT TO IoT (2019–2023)



### **DIVERSIFIED INDUSTRY STRUCTURE**

TRADITIONAL PC ~3 OEMs





**SMARTPHONES** ~6 OEMs

SAMSUNG



HONOR



**AUTOMOTIVE** ~20-30 OEMs



































**ENTERPRISE** 100's of OEMs













KONICA MINOLTA

**Mitel** 

















Lexmark\*

**CORE IOT** 1,000's of OEMs















































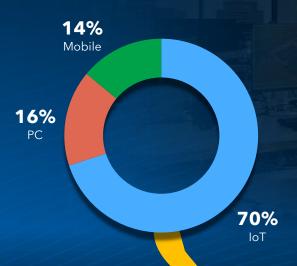






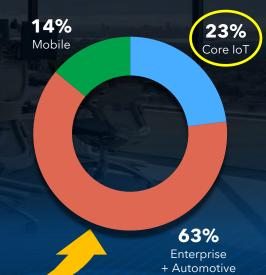
# ENHANCED ACCOUNTABILITY: INTRODUCING "CORE IOT"





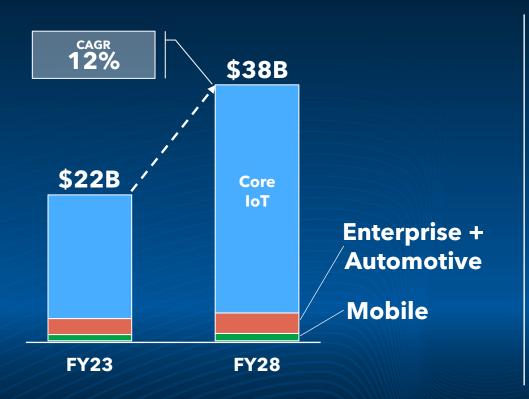


**NEW REPORTING** (FY2023 ACTUALS)



CORE IoT = PROCESS & CONNECT

# SIGNIFICANT SERVICEABLE ADDRESSABLE MARKET



#### Core IoT

- 10-15% % CAGR\*
- Wireless \$9B SAM\*
- Processors \$24B SAM\*

# Enterprise + Automotive (and Mobile)

- 3-6% CAGR\*
- \$5B SAM\*

### CORE IoT: NEW PRODUCTS DRIVE GROWTH UPSIDE

#### **Core IoT Revenue:**

Tremendous Growth Prospects

**NEW IoT PROCESSORS** 

**BROAD-MARKET CONNECTIVITY** 

**WI-FI 7 EXPANSION** 

EXISTING PRODUCTS (15-20% CAGR)

EXISTING PRODUCTS
SALES FUNNEL\*
28% YOY GROWTH

Excess Inventory Depletion

FY2024

FY2023

FY2025

FY2026

FY2027

FY2028

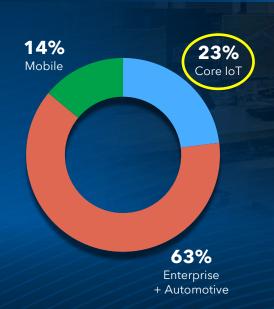
Note: Graphic not to scale and for illustrative purposes only. Core IoT products only. Synaptics internal estimates
\*Existing Products Sales Funnel growth as FY2023 vs FY2022 per Synaptics identified customer opportunities expressed in estimated lifetime value

#### Value of Revenue Reporting Reclassification

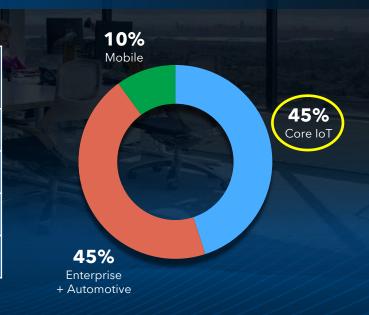
# MEASURING THE GROWTH

Synaptics almost **doubles** revenue by FY2028\* – driven primarily by Core IoT

FY2023 FY2028



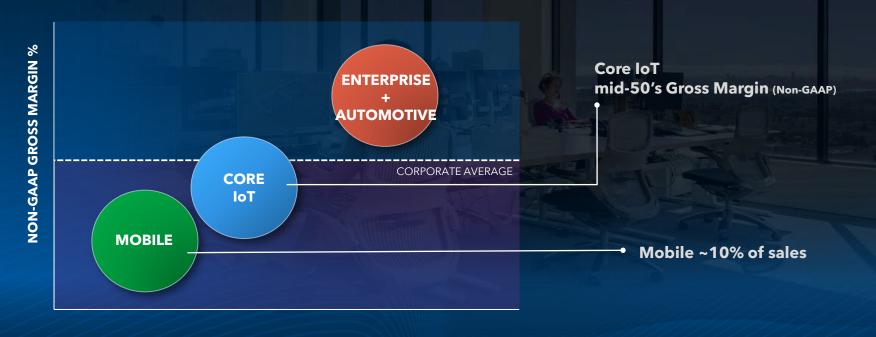
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	5-Year Revenue CAGR**
CORE IoT	25-30%
ENTERPRISE + AUTOMOTIVE	4-6%
MOBILE	3-5%
SYNAPTICS	10-15%



<sup>\*</sup>Note: Revenue CAGR as estimate of FY2023 through FY2028 timeframe  $\,$ 

## **GROSS MARGIN PROFILE**

Long-term blended Gross Margin target: 57% of Sales (Non-GAAP)







#### **OUR THESIS**

- loT semiconductor market consolidates & rationalizes over time
  - Our growth rate & business model allows us to meaningfully participate



#### RECENT INVESTMENTS







#### **M&A CRITERIA**

#### **Core IoT Acceleration:**





- Further scale in Processors
- Industrial end market access
- Expansive go-to market capabilities

#### **Enterprise + Automotive Acceleration:**

- Bill-of-Material expansion at large customers
- Accretive to Growth and/or Accretive to Earnings



#### **ORGANIC GROWTH**

Prioritize fastest growing Core IoT

\$1.7B Total R&D Investments FY18-23 16% ROIC



#### **INORGANIC INVESTMENT**

Heavy bias for accretive opportunities

\$1.4B M&A Activity FY18-23

Leverage

FY2023 Ending

Gross: 2.2x Net: 0.2x



#### **DEBT MANAGEMENT**

Target gross leverage of 1.5x



#### **SHARE REPURCHASES**

Opportunistic depending on market conditions

\$425M Repurchased FY18-23 **9.7% CAGR ROI** 

# Synaptics 3.0 CAPITAL ALLOCATION PRIORITIES

#### \*Notes

Please see the appendix of this presentation for a reconciliation of these Non-GAAP financial measures to the most comparable GAAP measures.

- R&D investments as total Non-GAAP R&D operating expenses cumulative over this time period, asreported and not proforma for any acquisitions or divestitures
- ROIC defined as Non-GAAP Operating Income over the cumulative FY18-23 period, divided by Non GAAP R&D operating expenses
- 3. M&A activity as the sum of enterprise value of acquisition and divestitures closed from FY18-23
- 4. Leverage calculated as year-end FY2023 outstanding Debt balance divided by Adjusted EBITDA from the proceeding 4 quarters, a Non-GAAP metric which is defined per the company's Credit agreement. Net Leverage refers to the outstanding debt balance as of year end 2023 minus cash & cash equivalents as of year end 2023, divided by Adjusted EBITDA. See appendix for reconciliation of Adjusted EBITDA
- CAGR ROI refers to the compounded return on investment for each of the company's repurchases during FY2018-2023 using the blended average repurchase price relative to the closing price of \$88.23 on 08/18/2023



**SYNAPTICS 3.0** 

Accelerate growth while delivering on an established financial model

Synaptics, Inc.

## UPDATED FINANCIAL MODEL



**SYNAPTICS 2.0** 

Pivot portfolio to IoT, improve profitability

**SYNAPTICS 1.0**Smartphone & PC focused

#### **EVOLUTION OF THE FINANCIAL MODEL**

Non-GAAP Measures*	JUN 2020	FEB 2021	i i	UPDATED MODEL SEPT 2023
REVENUE	4-6%	8-10%		10-15%
GROSS MARGIN*	>50%	57%		57%
OPERATING EXPENSES*	26- 30%	n/a	1	25-29%
OPERATING MARGIN*	20%	30%		>30%

**OPERATING MARGIN\* > 30% AT REVENUE ≥ \$1.6B** 

\*Note: Gross Margin, Operating Expenses, and Operating Margin are presented as Non-GAAP measurements. See the appendix in this presentation for GAAP to Non-GAAP reconcilitations for prior results. June 2020 and February 2021 represent dates upon which the Company updated its prior long-term financial model, the Company has not presented any other long-term financial model(s) during this timeframe (CY2020-Sept 2023).



#### **HUGE OPPORTUNITY IN CORE IOT MARKET**

Significant growth accelerator



Key Takeaways



#### **ENTERPRISE LEADERSHIP UNDERPINS INVESTMENT**

Strong financial basis to fund Core IoT expansion



#### TRACK-RECORD OF SUCCESS

Established team history of delivering strong financial results



#### COMPELLING FINANCIAL MODEL

>30% Operating Margin



# FINANCIAL APPENDIX

Synaptics Investor Day 2023

Synaptics Investor Day 2023

# GAAP TO NON-GAAP RECONCILIATIONS

		FY23 Actual		FY22 Actual		FY21 Actual		FY20 Actual		FY19 Actual		FY18 Actual
GAAP gross margin	\$	715.9	\$	943.1	\$	611.2	\$	543.1	\$	497.1	\$	480.1
Acquisition related costs		95.0		97.0		103.4		39.7		62.6		109.7
Loss/(recovery) on supply commitment						(0.6)		(3.0)		9.0		-
Retention costs								0.5		0.1		-
Share-based compensation		4.0		4.2		3.4		2.1		3.1		3.2
Non-GAAP gross margin	\$	814.9	\$	1,044.3	\$	717.4	\$	582.4	\$	571.9	\$	593.0
GAAP gross margin - percentage of revenue		52.8%		54.2%		45.6%		40.7%		33.8%		29.4%
Acquisition related costs - percentage of revenue		7.0%		5.6%		7.7%		3.0%		4.2%		6.8%
Loss/(recovery) on supply commitment - percentage of revenue		0.0%		0.0%		0.0%		-0.2%		0.6%		0.0%
Retention costs		0.0%		0.0%		0.0%		0.0%		0.0%		0.0%
Share-based compensation - percentage of revenue	_	0.3%		0.2%		0.3%		0.3%		0.2%		0.2%
Non-GAAP gross margin - percentage of revenue		60.1%		60.0%		53.6%		43.7%		38.8%		36.4%
		FY23 Actual		FY22 Actual		FY21 Actual		FY20 Actual		FY19 Actual		FY18 Actual
GAAP operating expense	\$	561.6	\$	592.7	\$	464.2	\$	474.2	s	503.4	s	542.0
Share-based compensation	*	(118.6)	*	(128.8)	*	(89.7)	*	(58.3)	•	(55.9)	•	(68.1)
Acquisition related costs		(37.2)		(43.2)		(36.0)		(15.9)		(14.6)		(26.3)
Restructuring costs		-		(18.3)		(7.4)		(33.0)		(17.7)		(13.6)
Retention program costs						(5.1)		(13.4)		(2.5)		-
Vendor settlement accrual		(4.0)		-				-		-		-
Amortization of prepaid development costs		(5.8)		(10.0)		(9.2)						-
Gain on sale of audio technology assets		-				34.2						
In-process research and development charge		-						(2.4)		-		-
CEO severance costs		-		-		-				(2.2)		-
Arbitration settlement/costs, net										1.7		(2.8)
Non-GAAP operating expense	\$	396.0	\$	392.4	\$	351.0	\$	351.2	\$	412.2	\$	431.2
		FY23		FY22		FY21		FY20		FY19		FY18
		Actual		Actual	_	Actual	_	Actual	_	Actual	_	Actual
GAAP research and development expense	\$	351.2	\$	367.3	\$	313.4	\$	300.1	\$	340.0	\$	357.3
Share-based compensation		(52.7)		(69.7)		(45.4)		(32.3)		(33.7)		(38.6)
Retention program costs		- (5.0)		(40.0)		(4.0)		(8.4)				-
Amortization of prepaid development costs		(5.8)		(10.0)		(9.2)						- (0.4)
Integration related costs Non-GAAP research and development expense	\$	292.7	\$	287.6	\$	(0.9) <b>253.9</b>	\$	259.4	\$	306.3	\$	(0.4) 318.3
		FY23		FY22		FY21		FY20		FY19		FY18
		Actual		Actual		Actual		Actual		Actual		Actual
GAAP selling, general, and administrative expense	\$	175.0	\$	168.4	\$	144.9	\$	127.0	\$	129.8	\$	147.7
Share-based compensation		(65.9)		(59.1)		(44.3)		(26.0)		(22.2)		(29.5)
Retention program costs						(1.1)		(5.0)				
Vendor settlement accrual		(4.0)										
Arbitration settlement/costs, net		-								1.7		(2.8)
Transaction/Integration related costs		(1.8)		(4.5)		(2.4)		(4.2)		(3.4)		(2.5)
Non-GAAP selling, general, and administrative expense	\$	103.3	\$	104.8	\$	97.1	\$	91.8	\$	105.9	\$	112.9

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# **GAAP TO NON-GAAP** RECONCILIATIONS

	FY23 Actual	FY22 Actual	FY21 Actual	FY20 Actual	FY19 Actual	FY18 Actual
GAAP operating income (loss)	\$ 154.3	\$ 350.4	\$ 147.0	\$ 68.9	\$ (6.3)	\$ (61.9)
Recovery on supply commitment		-	(0.6)	(3.0)	9.0	
Acquisition & transaction/integration related costs	132.2	140.2	139.4	55.6	77.3	136.0
Share-based compensation	122.6	133.0	93.1	60.4	59.0	71.3
Restructuring costs	-	18.3	7.4	33.0	17.7	12.0
Retention program costs	-	-	5.1	13.9	2.5	-
Amortization of prepaid development costs	5.8	10.0	9.2	-	-	-
Vendor settlement accrual	4.0	-			-	
Other items, net					0.5	4.4
In-process research and development charge		 	(34.2)	 2.4		
Non-GAAP operating income	\$ 418.9	\$ 651.9	\$ 366.4	\$ 231.2	\$ 159.7	\$ 161.8

		Y23	FY22		FY21		FY20	FY19		FY18
		ctual	Actual	_	Actual	_	Actual	 Actual	_	Actual
GAAP net income	\$	73.6	\$ 257.5	\$	79.6	\$	118.8	\$ (22.9)	\$	(124.
Acquisition & transaction/integration related costs		132.2	140.2		139.4		55.6	77.3		136.0
Loss/(recovery) on supply commitment		-			(0.6)		(3.0)	9.0		-
Share-based compensation		122.6	133.0		93.1		60.4	59.0		71.3
Restructuring costs		-	18.3		7.4		33.0	17.7		13.6
Retention program costs		-	-		5.1		13.9	2.5		-
Amortization of prepaid development costs		5.8	10.0		9.2		-			-
In-process research and development charge		-	-		-		2.4			-
Gain on sale of assets		-	-		-		(105.1)			-
Gain on sale and leaseback transaction		-	(5.4)		-		-			-
Gain on sale of audio technology assets		-	-		(34.2)		-			-
Gain on supplier settlement		-	(1.8)		-		-			-
Vendor settlement accrual		4.0	-		-		-			-
CEO severance costs								2.2		-
Other items, net		2.6	11.6		20.1		18.8	13.5		21.0
Equity investment (gain) / loss		-	(1.6)		9.1		2.0	1.8		1.
Non-GAAP tax adjustments		(14.4)	(10.6)		(11.8)		10.4	(18.9)		21.
Non-GAAP net income	\$	326.4	\$ 551.2	\$	316.4	\$	207.2	\$ 141.2	\$	141.
GAAP net income per share - diluted	\$	1.83	\$ 6.33	\$	2.08	\$	3.41	\$ (0.66)	\$	(3.63
Acquisition & transaction/integration related costs		3.29	3.44		3.64		1.60	2.23		3.98
Loss/(recovery) on supply commitment		-	-		(0.01)		(0.09)	0.26		-
Share-based compensation		3.05	3.27		2.43		1.73	1.71		2.07
Restructuring costs		-	0.45		0.19		0.95	0.51		0.34
Retention program costs		-			0.13		0.40	0.07		-
Amortization of prepaid development costs		0.14	0.24		0.24			-		-
In-process research and development charge		-	-		-		0.1	-		-
Gain on sale of assets		-	-		-		(3.0)	-		-
Gain on sale and leaseback transaction		-	(0.13)		-		-	-		-
Gain on sale of audio technology assets					(0.89)					-
Gain on supplier settlement			(0.04)							-
Vendor settlement accrual		0.10								-
CEO severance costs								0.06		
Other items, net		0.06	0.29		0.52		0.54	0.31		0.6
Equity investment (gain) / loss		-	(0.04)		0.24		0.06	0.05		0.0
Non-GAAP tax adjustment		(0.35)	(0.27)		(0.31)		0.30	(0.54)		0.64
Non-GAAP net income per share - diluted	S	8.12	\$ 13.54	\$	8.26	\$	5.95	\$ 4.00	\$	4.05

#### Reconciliation of R&D ROIC to nearest GAAP measure

	Totals
(\$ millions)	FY18-23
GAAP R&D Expense	\$2,029
Non-GAAP R&D Expense	\$1,718
GAAP Operating Income	\$652
Non-GAAP Operating Income	\$1,990
GAAP ROIC on R&D	-68%
Non-GAAP ROIC on R&D	16%

ROIC = Operating Income / R&D Expense -1

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# GAAP TO NON-GAAP RECONCILIATIONS

# Reconciliation of GAAP Net Income to Adjusted Earnings Before Interest Depreciation and Amortization (Adjusted EBITDA)

Consolidated EBITDA (trailing four quarters)	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	FY2023
\$ millions)					
Consolidated GAAP Net Income	64.6	22.0	10.4	(23.4)	73.6
+ plus income and franchise taxes	39.1	17.4	16.8	(20.9)	52.4
+ plus Consolidated Interest Expense	11.3	12.6	15.8	15.9	55.6
+ plus amortization and depreciation	41.7	41.1	40.6	40.2	163.6
+ plus extraordinary, unusual, non-recurring charges or losses	2.1	(1.5)	-	4.0	4.6
+ plus integration costs for Acquisitions	-	1.8	-	-	1.8
+ plus expenses associated with stock plans and similar arrangements	30.5	31.5	29.8	30.3	122.1
- minus interest income	3.0	5.8	8.4	10.8	28.0
Consolidated EBITDA	186.3	119.1	105.0	35.3	445.7

Provided August 3, 2023

# FISCAL Q1 2024 GUIDANCE

	GAAP	NON-GAAP ADJUSTMENT	NON-GAAP
REVENUE	\$215M to \$245M	N/A	N/A
GROSS MARGIN*	43.5% to 47.5%	\$18M	52.0% to 55.0%
OPERATING EXPENSE**	\$139M to \$147M	\$42M to \$47M	\$97M to \$100M

#### Notes:

<sup>\*</sup>Projected Non-GAAP gross margin excludes \$17.0 million of intangible asset amortization and \$1.0 million of share-based compensation

<sup>\*\*</sup> Projected Non-GAAP operating expense excludes \$29.0 million to \$31.0 million of share-based compensation, \$7.0 million to \$10.0 million restructuring costs, and \$6.0 million of intangible asset amortization