# **Investor/Analyst Day 2018**



#### **Forward Looking Statements**

This presentation includes forward-looking statements that involve risks and uncertainties, including our belief in continued expansion of our product lines, advances in our technology, anticipated market opportunities, gross margin targets, net & operating margin targets, inventory targets, continuing business diversification, growth and opportunities in China and Taiwan, and increasing sales penetration in Japan, Korea, the U.S., Singapore and Europe. Other forward-looking statements can be identified by terms such as "would," "could," "may," "will," "should," "expect," "Wall Street estimates," "intend," "plan," "anticipate," "believe," "estimate," "predict," "potential," "targets," "target ranges", "seek," or "continue," the negative of these terms or other variations of such terms. These statements are only predictions based on our current expectations and projections about future events. Because these forward-looking statements involve risks and uncertainties, there are important factors that could cause our actual results, level of activity, performance or achievements to differ materially from the results, level of activity, performance or achievements expressed or implied by the forward-looking statements. In this regard, you should specifically consider the risks identified in our most recent 10-K in the section entitled "Risk Factors," including the risks, uncertainties and cost of litigation and risks related to fluctuations in our operating results.

# Agenda

- Computing Power Evolution
- Battery Management
- Automotive Break
- e.Motion: A Market in Motion
- \$1B to \$2B
- E to E through eCommerce
- Financial Summary
- Q&A
- Event Summary

# **Computing Power Evolution**

Jinghai Zhou



#### It All Started with Two Innovations

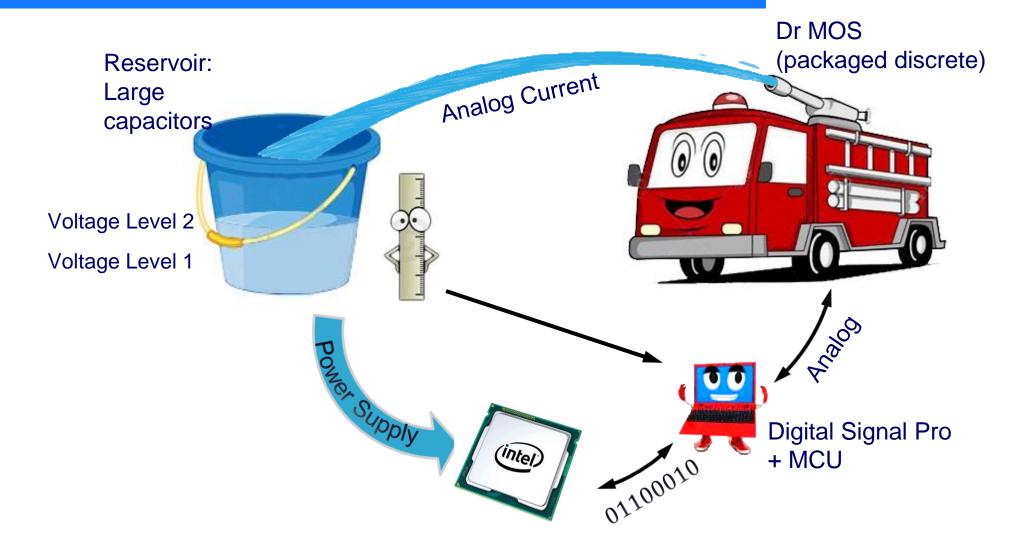
MPS Invented Intelli-phase in 2010
 World first monolithic power stage with integrated Accusense.

MPS Invented QSMOD in 2012

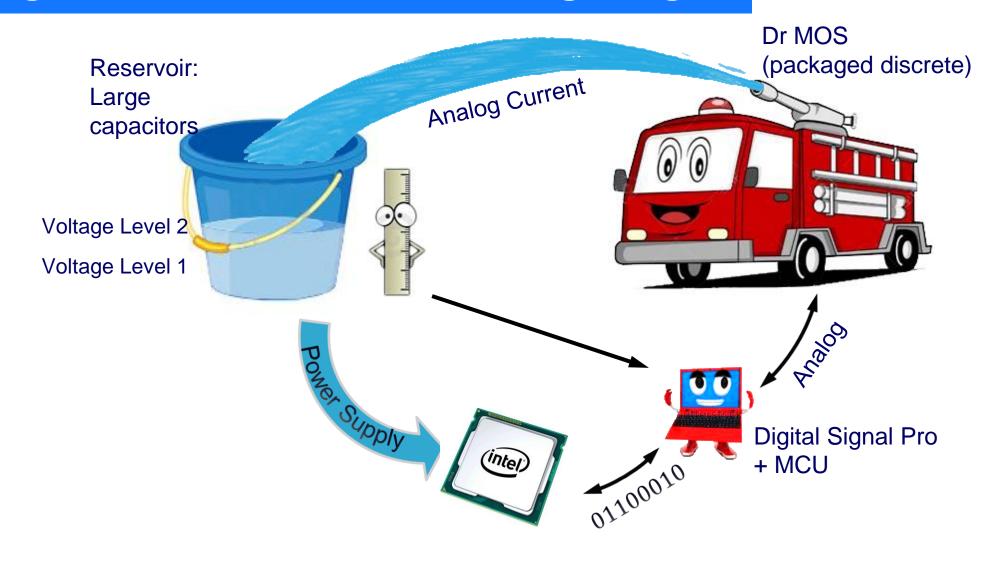
**Quantum State Modulation- Modulation based on finest digital steps to determine the real-time output voltage.** 

 MPS First Server Core Power Solution Successfully Powered Intel Grantley Platform in June 2014.

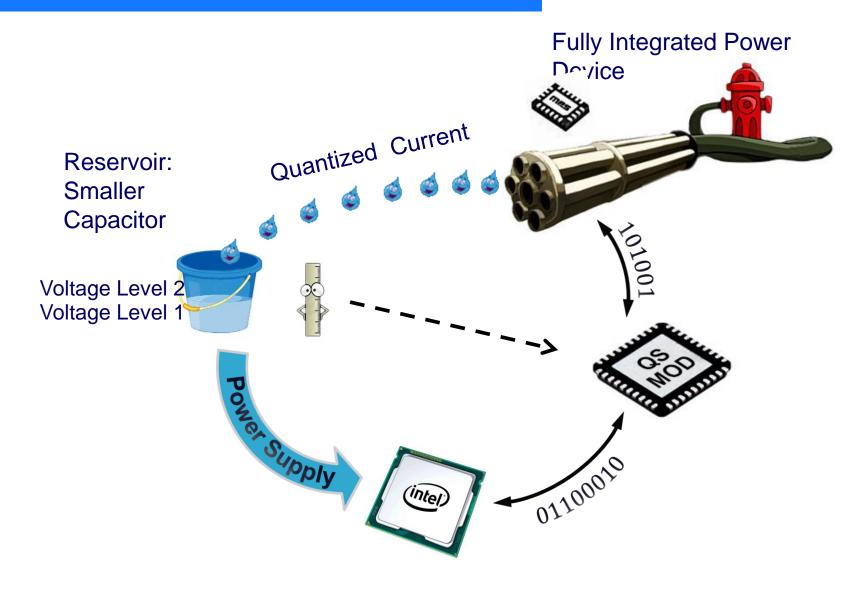
# Existing Solutions – Discrete + Analog + Digital



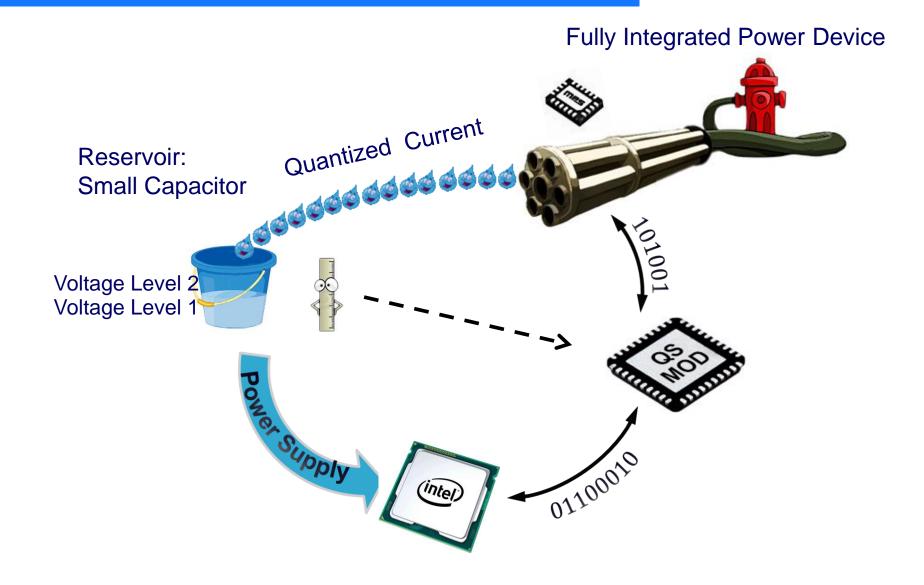
# Existing Solutions – Discrete + Analog + Digital



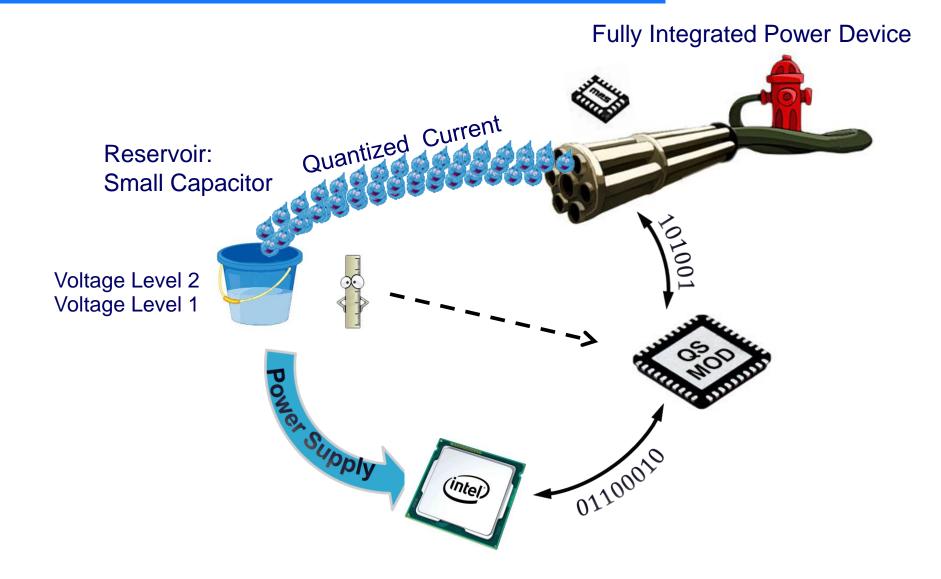
# QS MOD Solution: Fully Integrated + GUI



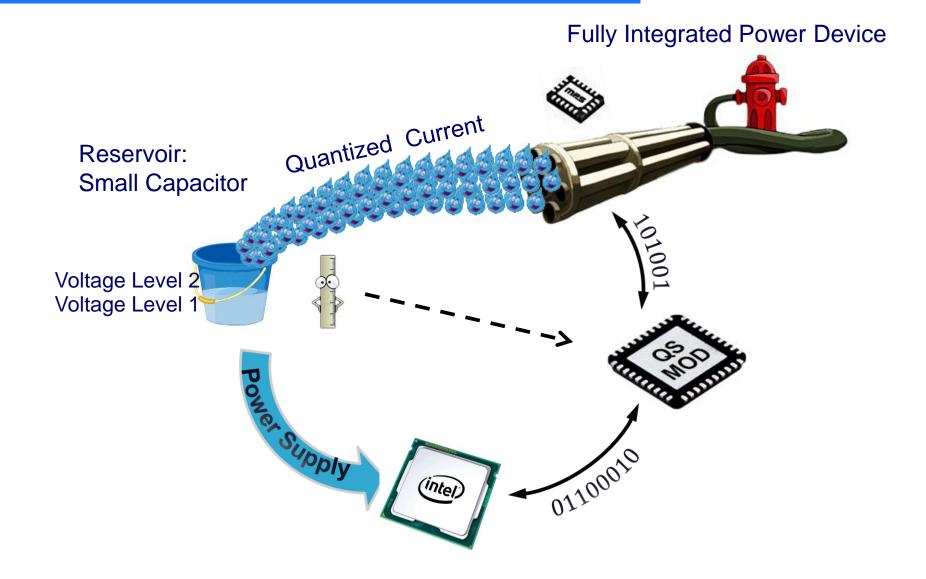
# MPS' Quantum State Modulation QS Mod



# MPS' Quantum State Modulation QS Mod

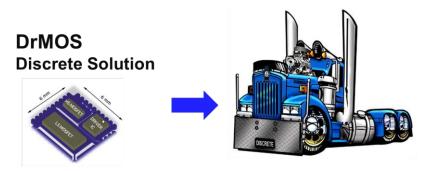


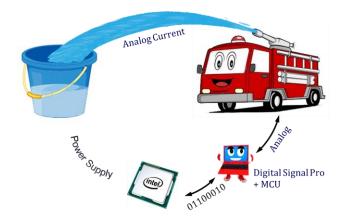
# MPS' Quantum State Modulation QS Mod



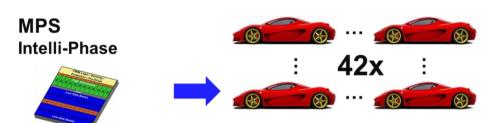
# The Concept is Simple

Competitors



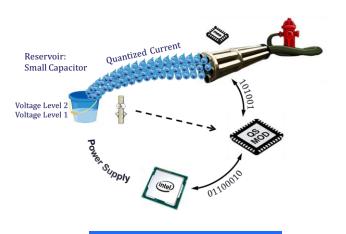


**MPS** 



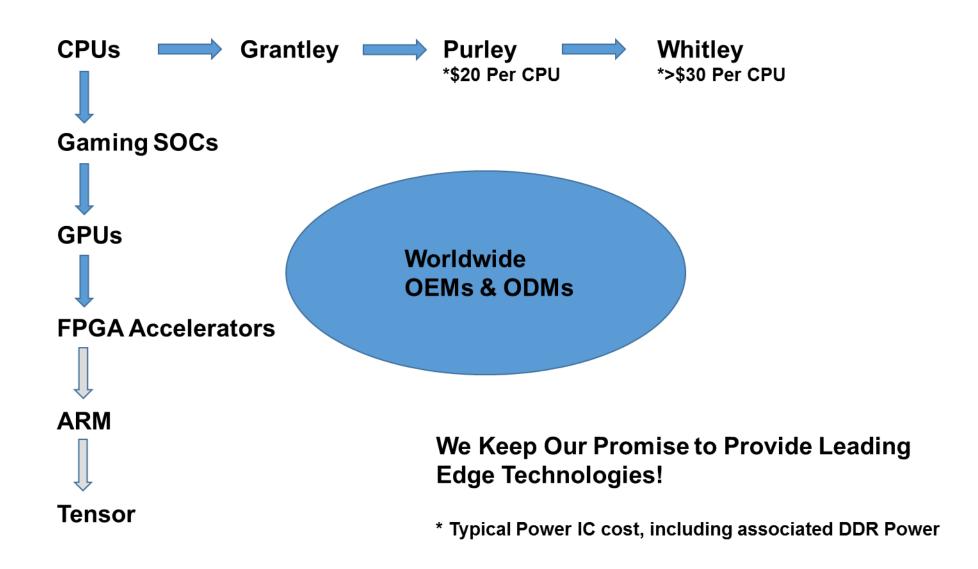
Fast





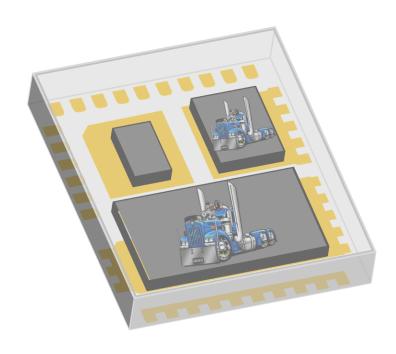
Accurate

### **Great Technology Wins Its Own Way**

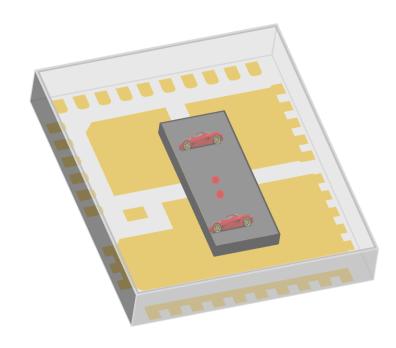


#### **Common Footprint, Uncommon Performance**

Discrete Die DrMOS

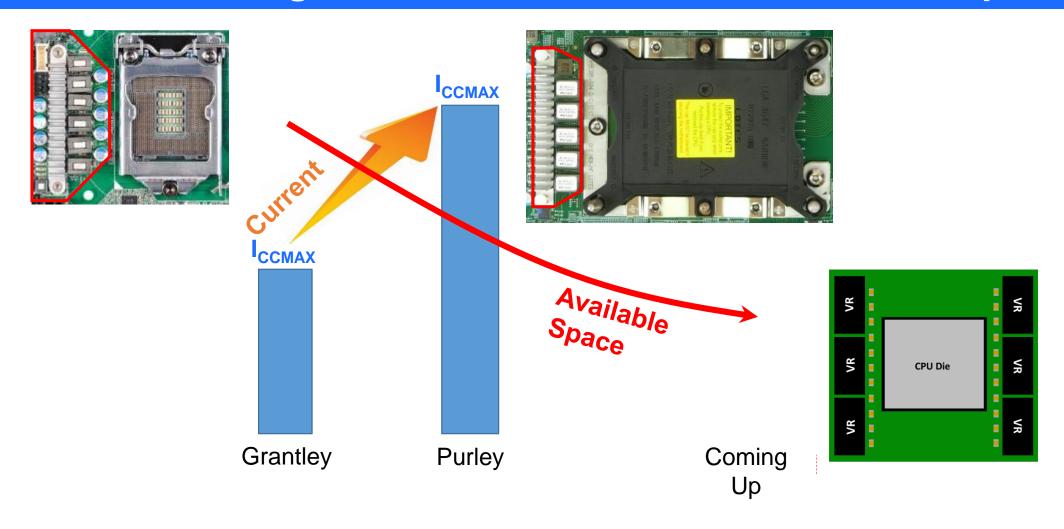


Monolithic Intelli-Phase



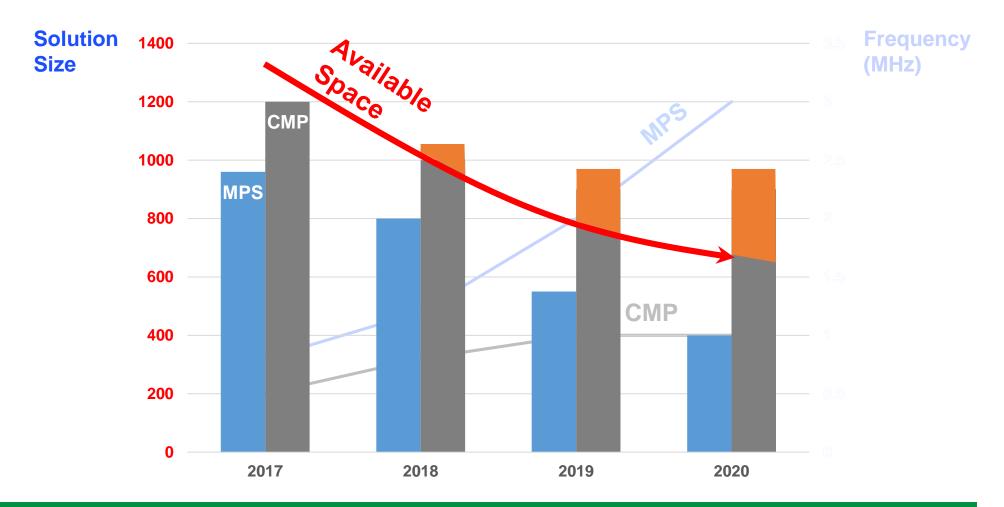
- Common Footprint Allows Access to Today's Markets
- Monolithic Die Provides Superb Switching Performance and Intelligence

### **CPU Demands Huge Current, with Much Less Available Space**



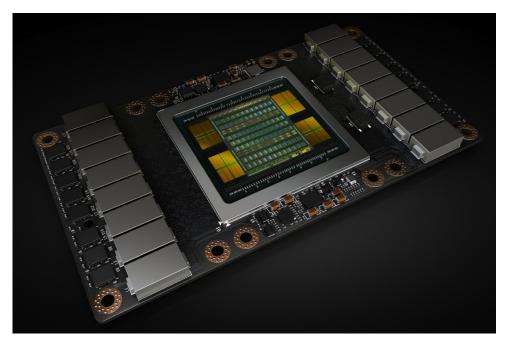
Bigger CPU Socket, More Memory DIMMs, The needs to Pull VR Closer to CPU- All Require Much Dense VRs

# Why MPS is Winning?



While Others Hitting Size and Frequency Boundaries, MPS Monolithic Solution Takes Off

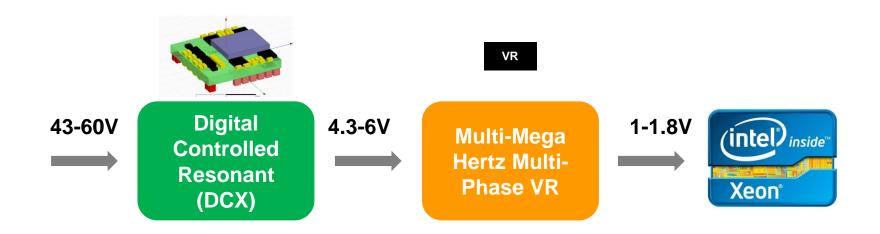
### **GPU** as an Al Engine Gets Power Hungry



\* Source: Nvidia GPU Conference, 2017

Al Engine Powered by MPS QSMOD-Integration Brings Unprecedented Feature Sets to the System

#### Ready for the 48V Power Architecture for Data Centers



#### 2-Stage Structure

- Simplicity well-understood architecture
- Scalability can address different power levels
- Transient performance independent second-stage offers superior performance
- Interchangeability each stage can be upgraded independently
- Efficiency. Size. Cost Optimized.

### **Autonomous Driving**

MPS Powered Al Datacenters Allow Autonomous Vehicles to Learn...





Learning

Perception

#### Prediction

Policy



Inferencing



Next step- the inference engine that resides on the AV itself is what MPS will power!

#### The Evolving of the Computing Eco-System

**Datacenter, Cloud** 



**5G Network, Coming Soon** 

5G Enabled Cloud 2.0

Happening Now

**Hyper Converged** 

- -Storage
- -Computing
- -Networking

MPS High Speed, High Density Power Solutions- Well Suited for Computing Infrastructure Now and Beyond

# We Are the Champion



**Proudly Powering Olympics** 

# **Battery Management**

**Chris Sporck** 



# MPS Battery Management Applications

**Portable** Power

2-6 Cell non-USB **Applications** 

Wearable Devices

Connected **Devices** 

Mobile Computing

**Battery** Management **Systems** (BMS)

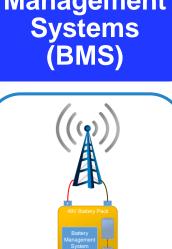






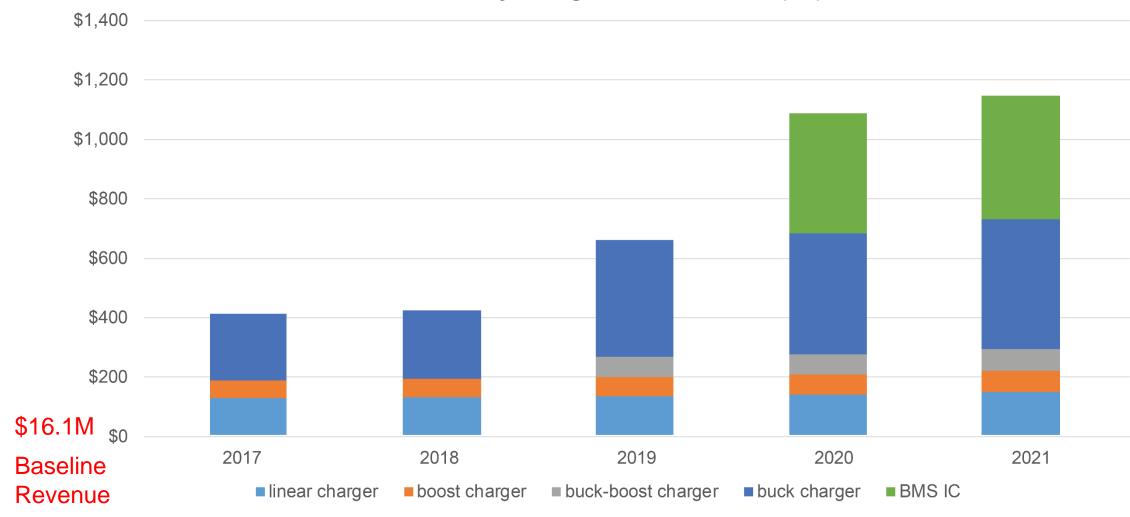




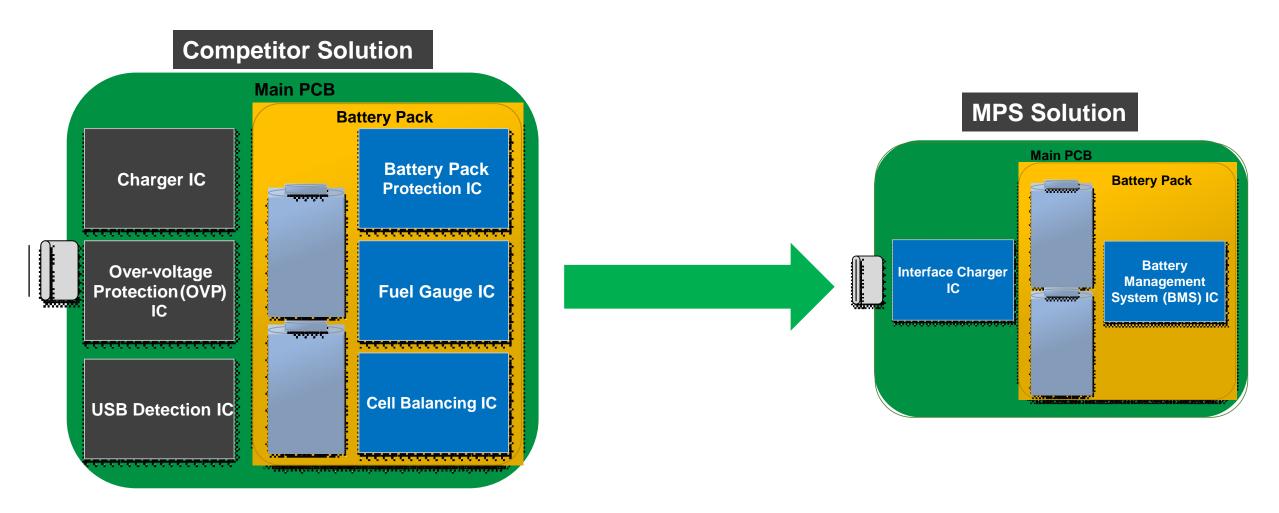


# **MPS Battery Management SAM Growth**

#### MPS Battery Management SAM Growth (\$M)

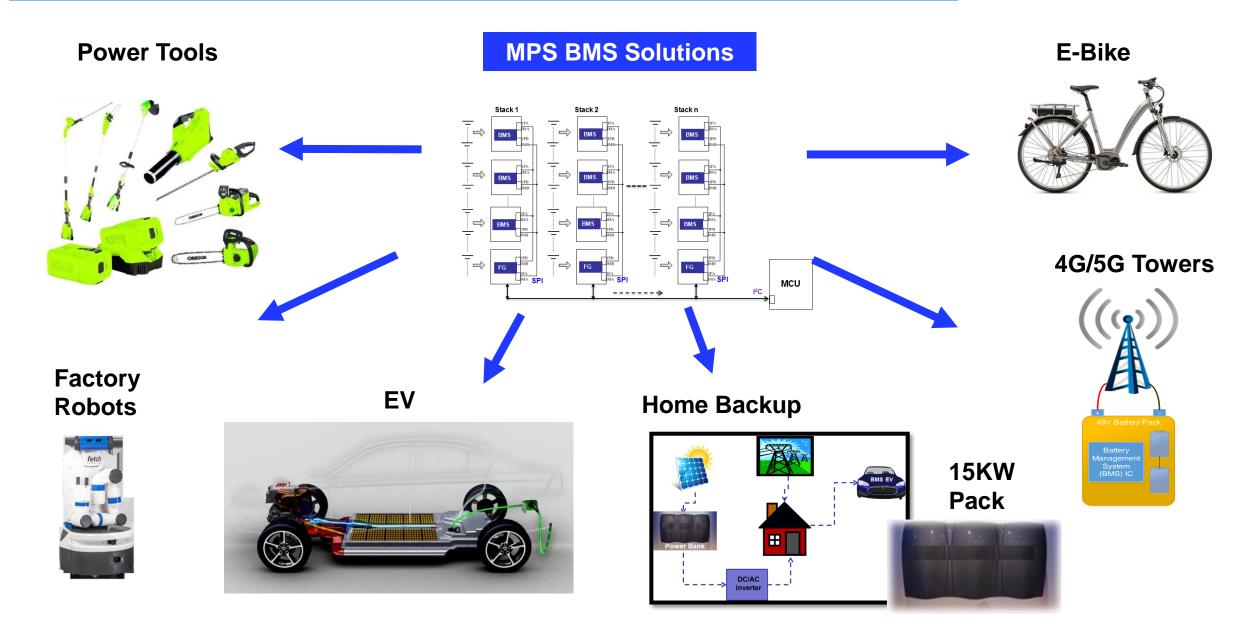


### **MPS Battery Management Advantages**

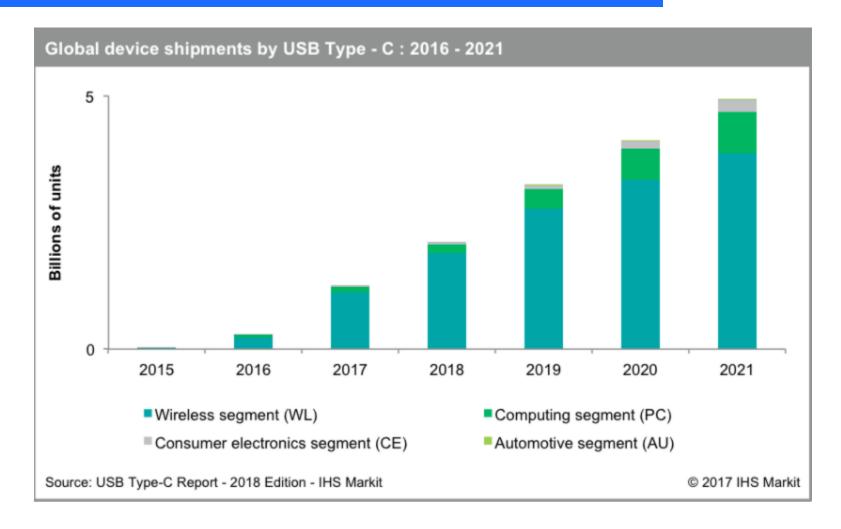


 MPS solutions use our leading power FET technology to offer a high level of integration which means smaller total solution size, easier system design, and better cost structure

# **Battery Management System (BMS) Growth Markets**

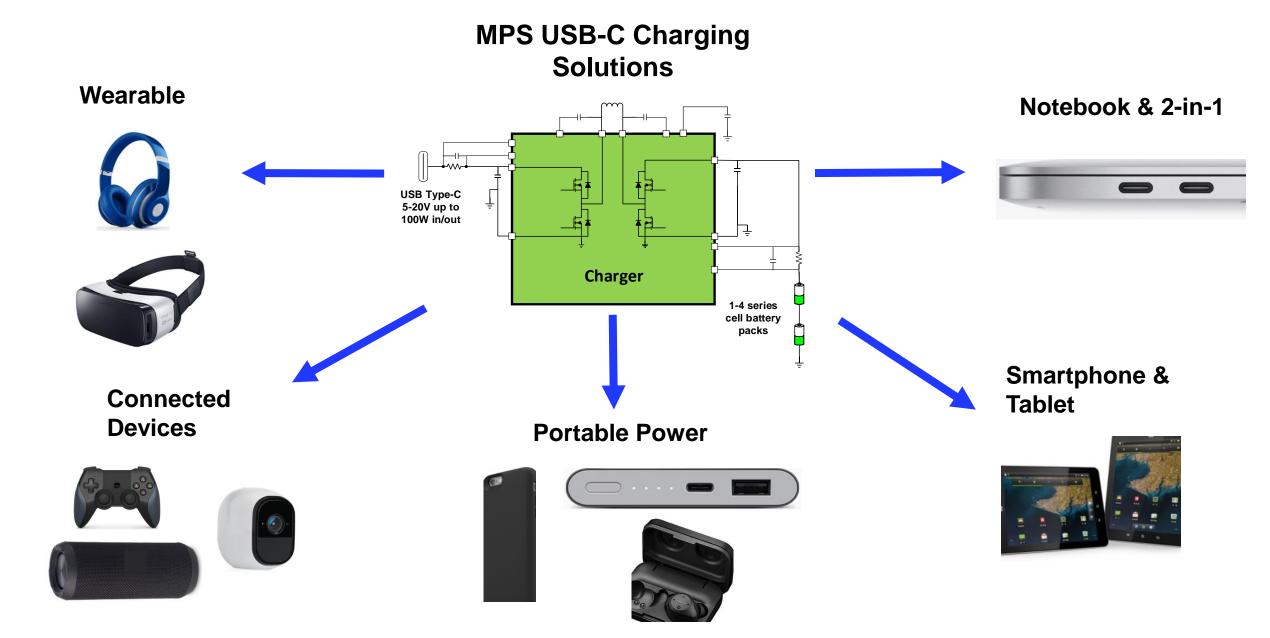


# Capitalizing on USB Type-C and PD Expansion



- CAGR of 105% over the next 5 years and \$3B TAM in semiconductor IC revenue in 2021
- MPS currently has key design wins in the Wireless and Consumer electronics segments

# **USB Type-C and PD Charging Growth Markets**



# Why MPS Battery Management Will Win

- Increasing product offering diversity driving SAM expansion
- Growth strategy focused on high level of integration of charger, BMS, USB, and protection functions

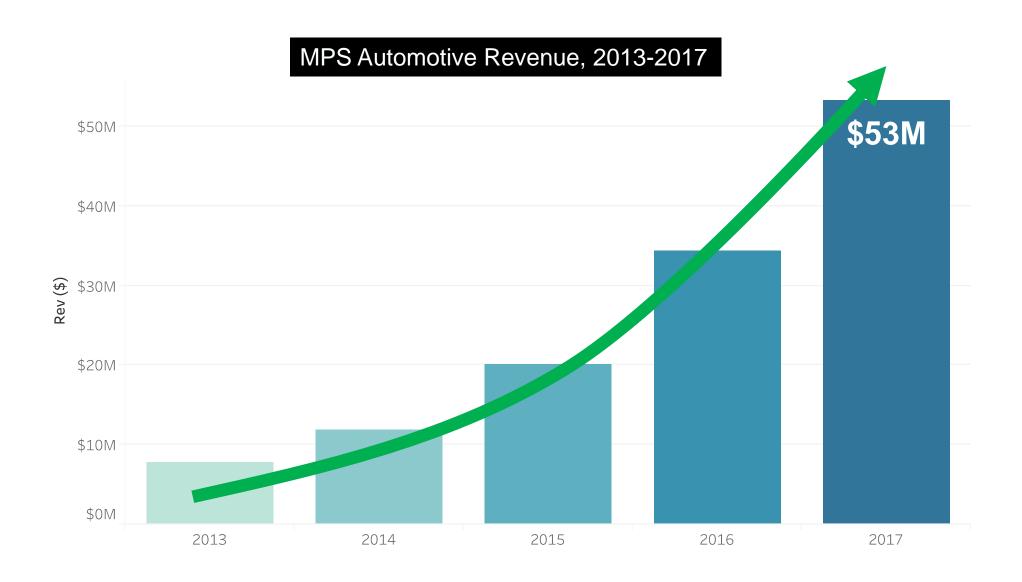
- Fully monolithic chargers for high-power USB Power Delivery applications
- R & D investment on precision accuracy monitoring and protection circuits for BMS

# Automotive

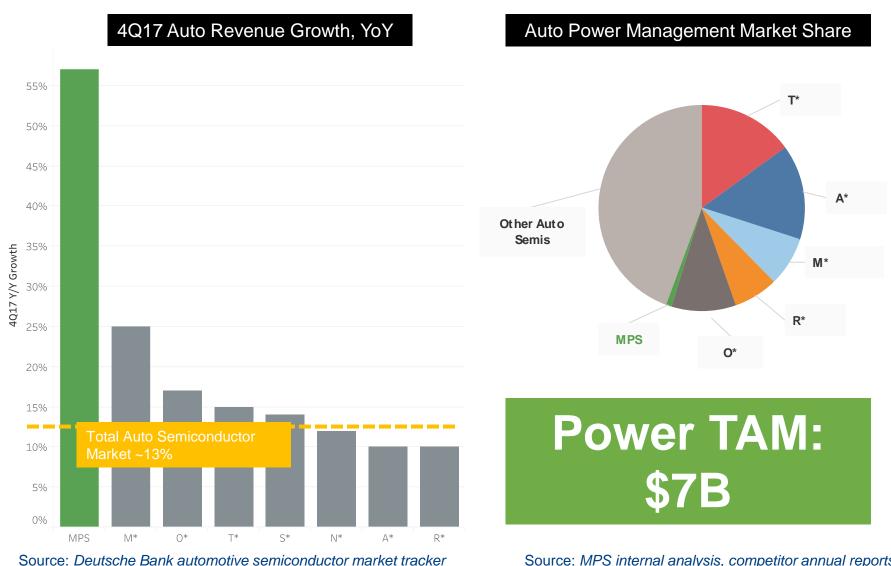
Allen Chen



# **MPS Automotive Growth is Accelerating**

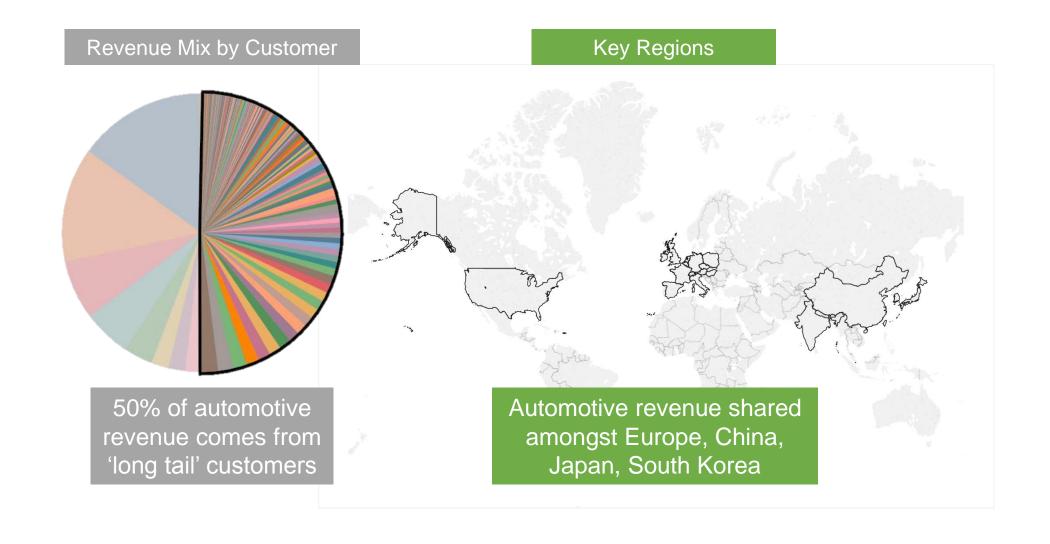


# MPS Automotive Growing Over 4x Market



Source: MPS internal analysis, competitor annual reports

### **Great Revenue Diversification**

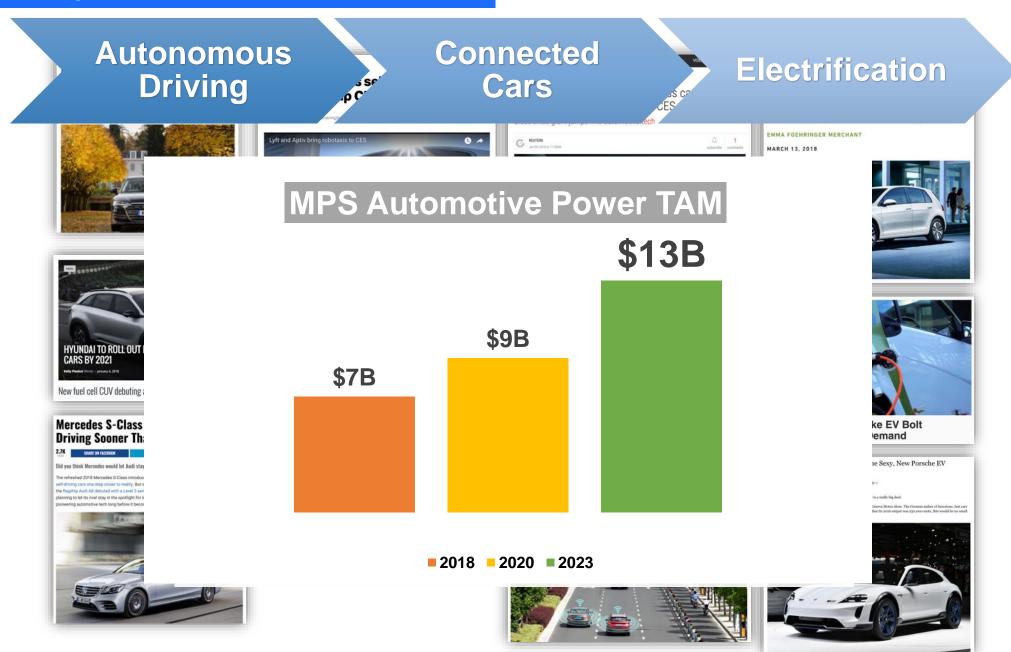


#### MPS Ramping At Half of Top 50 Tier 1s

...and engaged with most of the rest



# **Three Major Automotive Trends**



# **Our Target Automotive Applications**





Digital Cockpit Infotainment, Cluster, HUD, USB Charging



Lighting
Matrix Headlamp,
Dynamic Lighting,
Interior



Body Electronics HVAC, Seat, Lift Gate, Auto Door Handle, Moonroof

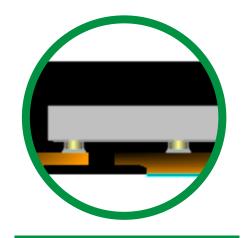


Battery Management 48V, HEV, EV



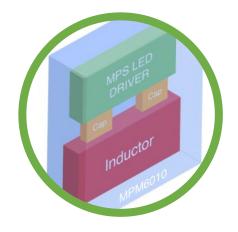
ADAS
Radar, Camera,
Lidar, Self-Driving
Compute

### **Technology is Our Core Advantage**



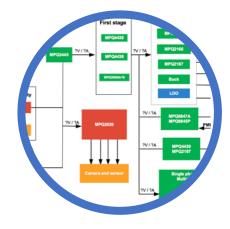
### Packaging

- O 1ST AUTO QUALIFIED FLIP-CHIP POWER PART approved by a major Tier 1 (top 5)
- 2X POWER DENSITY vs competition
- O BILLIONS of units shipped solid track record



### Integration

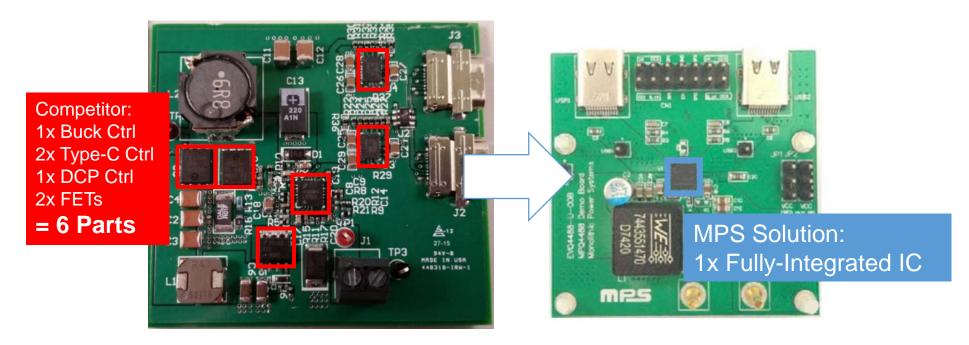
- O WORLD'S MOST
  COMPACT integrated
  LED driver module
  (with inductor)
- O 4X SMALLER than similar automotive solution from competition

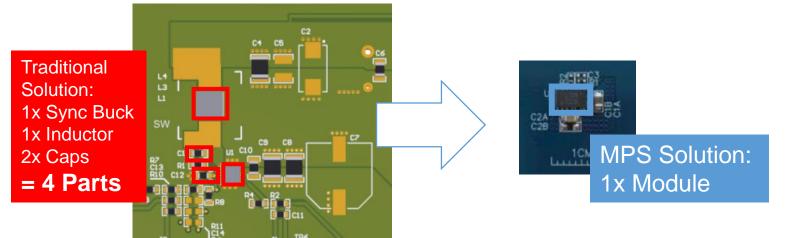


#### Full Power Tree

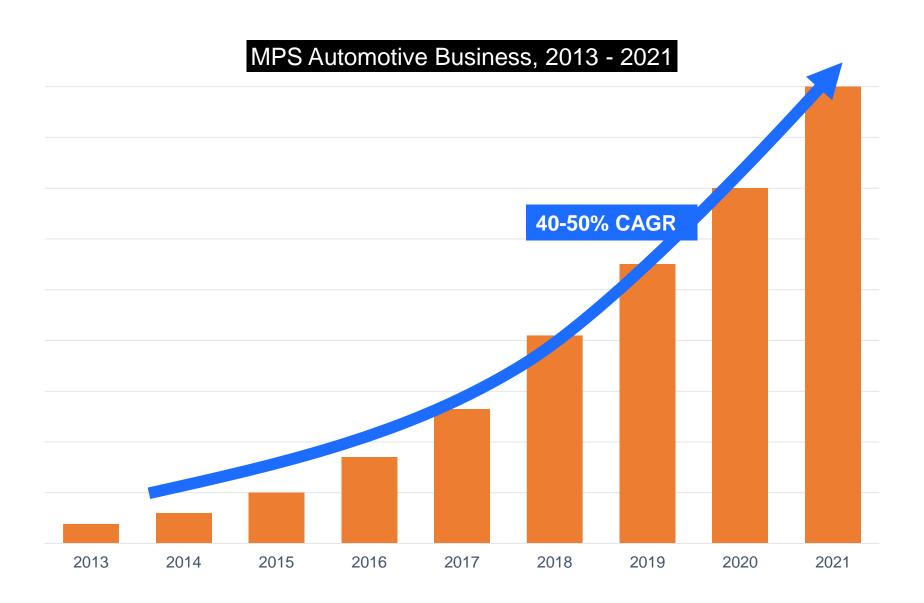
- ONE-STOP
  SHOPPING for every
  power rail
- O ADVANCED
  FEATURES like digital
  programmability
- O RESIDENT EXPERTS
  on hot topics like EMI
  and Thermal
  Management

### Higher Integration: USB Charging, Power Modules





### **Automotive Long Term Goal**



# Michael Hsing

CEO



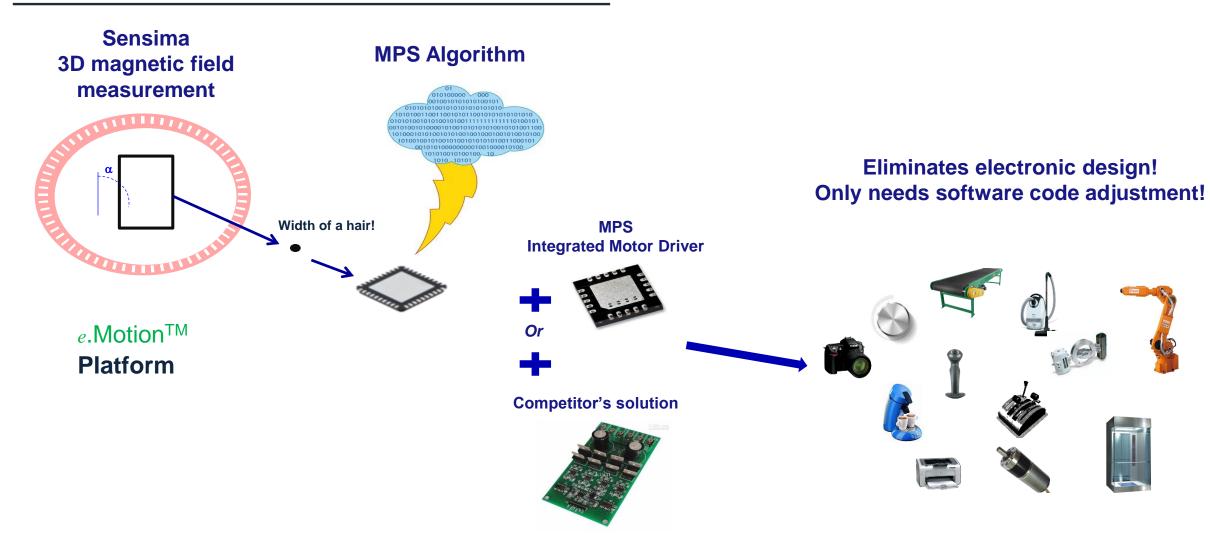
## e.Motion<sup>TM</sup>

A Market in Motion

Jens Muttersbach



### How does e. Motion<sup>TM</sup> work?





### $e.\mathsf{Motion}^\mathsf{TM}$

### Our Solution for Integrated Motion Control

One-stop Solution for Advanced Drive Tasks

### **POSITION SENSING**

Angle Feedback

Magnetic

Small & Robust

### **MOTOR DRIVERS**

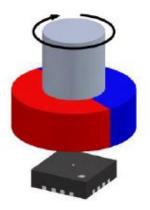
Energizing the Windings
Efficiency
Size

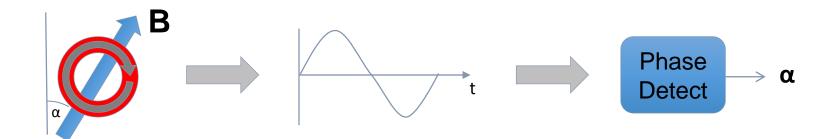
### **Huge and Diverse Market**



### MPS Spinaxis Technology— Our Unique Advantage

- MPS proprietary
- Integrated angle sensor
- Based on a simple time measurement





#### **Customer Benefits**

Replace bulky optical encoders Lower power consumption

Fast sensing Small components

Robust setup Attractive price

### MagAlpha Angle Sensor Family has Promising Growth

### 20+ products already have design wins:



### **Controlled Motion**

### Leveraging MPS' strength in power semiconductors

Technology

**Packaging** 

**Testing** 

**Support** 

#### **Customer benefits**

Size

**Efficiency** 

**Thermal** 

Cost

Stepper

**Brushed DC** 

Brushless DC



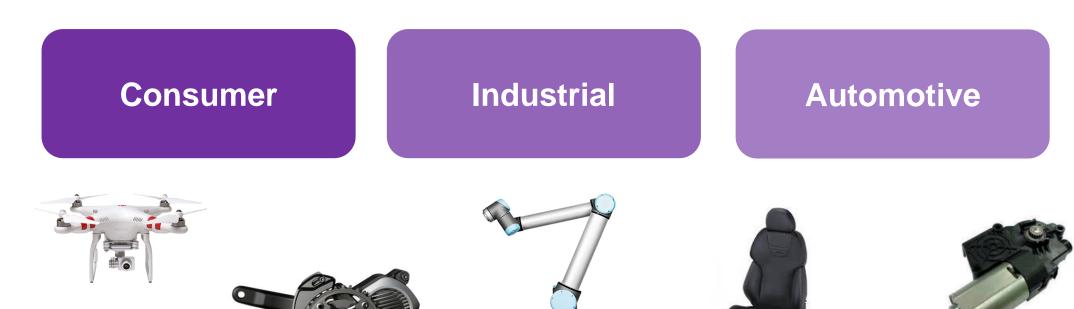




### A lot of Drive in Motor Drivers

Portfolio addressing stepper, brushed and brushless DC motors Providing high integration and efficiency in small footprints

### **Design wins:**



### A Market in Motion

### $e.\mathsf{Motion}^\mathsf{TM}$

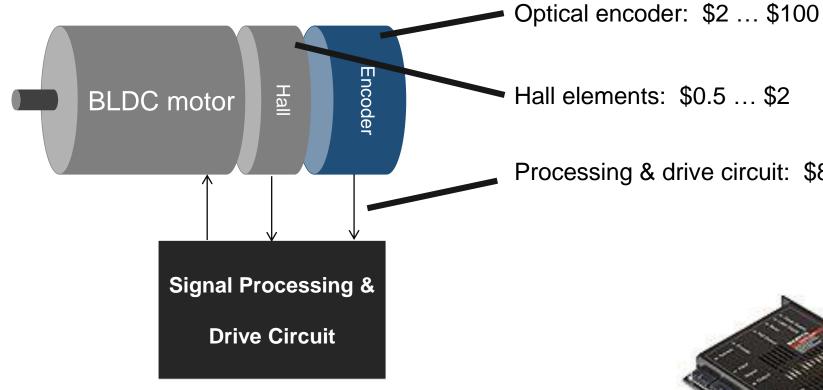
### Addresses the challenges & benefits of a growing market

#### Motion control market trends

- Overall number of electric motors growing
- Strong trend towards brushless DC motors
  - Efficiency
  - Space
  - Noise
  - Torque ripple
- Challenge: cost for controlling BLDC motors

### **Typical Motion Control**

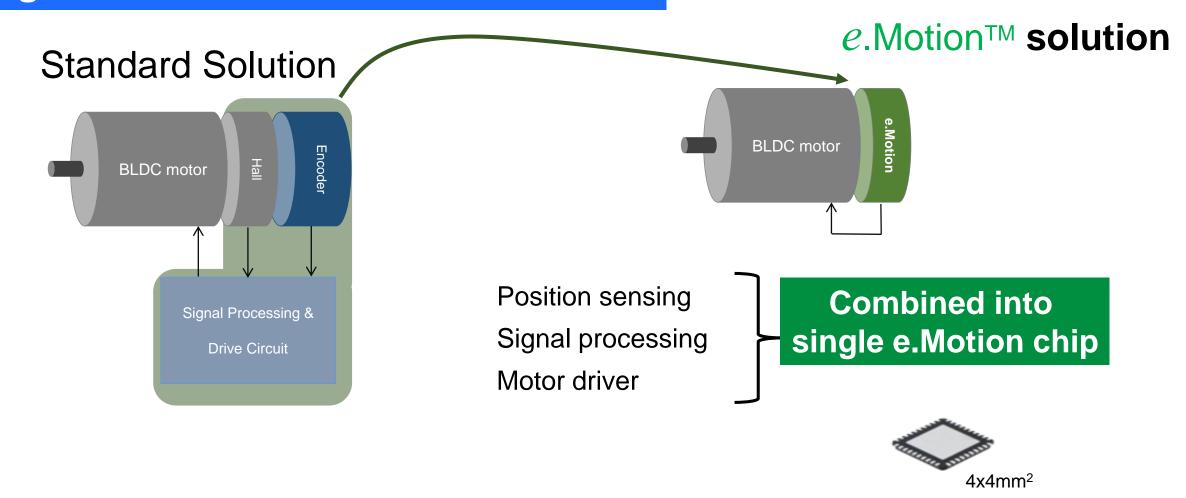
Standard solution



Overall System Size: 2x ... 5x Volume of the Motor

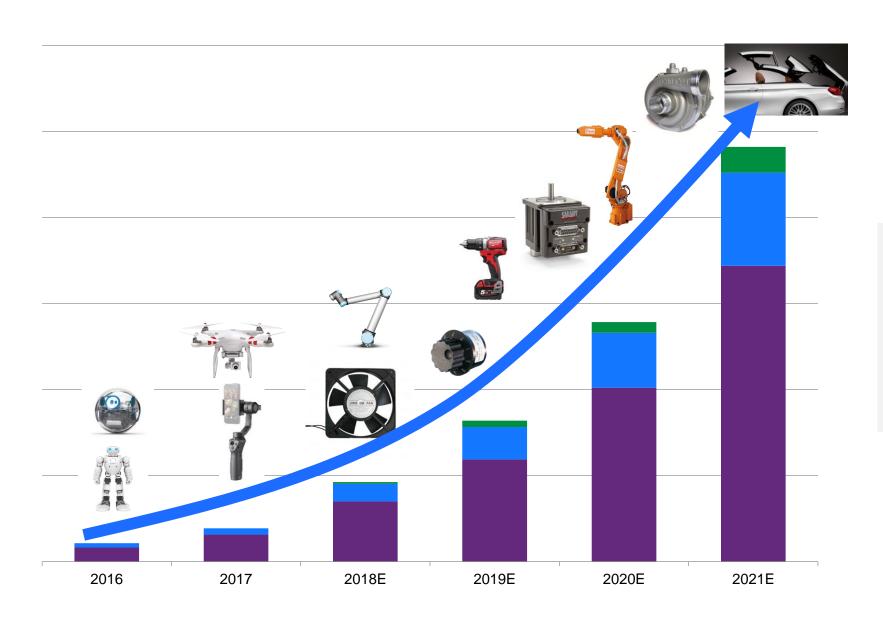


### **Integrated Motion Control – e.Motion**

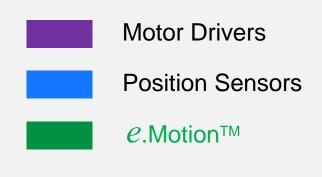


Providing field-oriented control (FOC) algorithm to achieve best performance and efficiency

### Motion Control Long Term Goal



### 60-80% CAGR



### **Key Take-aways**

- Well positioned by unique technologies in both
  - Magnetic position sensing
  - Motor drivers and pre-drivers
- High growth rates in these markets
- Convergence into e.Motion
  - Unique bundle for integrated motion control
  - High value for customers
- Technical & cost advantage for customer
- Higher \$ amount per application

# Michael Hsing

CEO

MPS

### **Product Families**

#### **AC/DC Power Conversion**

- · High-Voltage Buck Regulator
- High-Voltage LDO
- Flyback Controller
- · Flyback Synchronous Rectifier
- · Active PFC Controller
- LLC Resonant Converter Controller
- · LLC Synchronous Rectifier
- PFC&LLC Combo Controller
- X Cap Bleeder

#### **DC/DC Power Conversion**

- Step-Up (Boost)
- · Step-Down (Buck)
- Buck/Boost
- · CPU Core Power
- 50A DrMOS in a 5x5mm QFN

#### **Battery Management**

- Li-Ion Single and Multi-Cell
- USB Complaint Chargers
- Switching Chargers
- Linear Chargers
- Integrated Power Bank Solutions

#### **Class-D Audio**

- · Analog Input Class-D Amplifiers
- PWM Input Power Stages

#### **Display Backlighting Power**

- · Backlight Drivers
- · Electro-Luminescent Drivers
- · Photo Flash Drivers
- · LCD Power Supplies

#### E-Fuse, USB & Load Switches

- Programmable Current Limit up to 50A per Device
- Adjustable Slew Rate
- · Reverse Current Blocking
- Output Discharge (Load Switch)
- Integrated Auto Detection
- Pin Compatible
- · Parallel able up to 10 Devices
- · PMBus Command and Control

#### **Automotive & Industrial**

- AEC-Q100
  - o DC/DC
  - LED Lighting
  - Power Modules
- Motor Drivers
- USB Charging
- o Display Backlighting
- Precision Analog

#### **LED Lighting & Illumination**

- TRIAC Dimmable AC/DC LED Controller
- PWM and Analog Dimmable AC/DC LED Controller
- DC/DC LED Controller: Buck, Boost, & Buck-Boost
- · LED Protection IC

#### **Computing Power**

- CPU Core Power
- High current DrMOS
  - o 60A DrMOS in a 4x5mm QFN
- POL

#### **Motor Drivers & Position Sensors**

- Brushless DC Motor Driver
- Stepper Motor Driver
- Brushed DC Motor/Solenoid Driver
- Half-bridge/Full-bridge/Three-phase Power Stages
- Magnetic Angular Position Sensors

#### **Power Modules**

- 6V, 600mA-4A
- 16V, 600mA 60A
- 21V, 600mA 2A
- 36V, 600mA 5A
- 55V, 1A 3A
- 75V, 300mA

#### **Precision Analog**

- Analog Switches
- Current Sense Amplifiers
- Operational Amplifiers
- Voltage Reference

# \$1B to \$2B

MP5





### **Parcel Sorters**





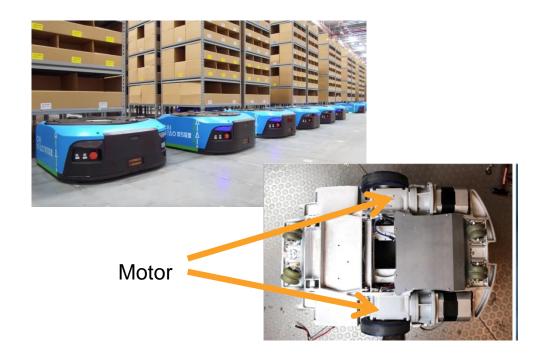
Motor

Motor Control & DCDC





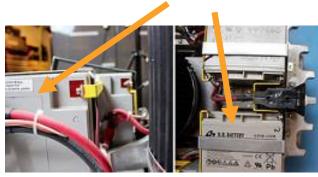
### Warehouse



Motor Control DCDC BMS







### **Textile Machinery Modernization**



#### Motor control / DC-DC

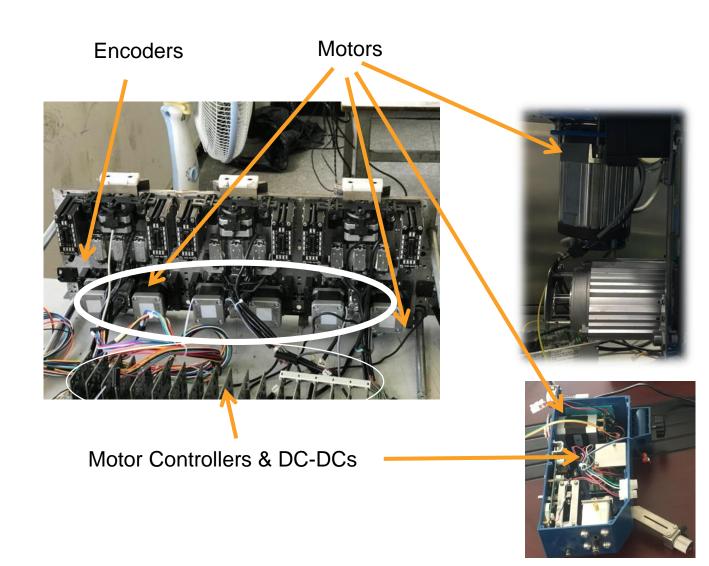








### **Textile Machine Teardown**





### **Building Automation**



### Industrial Hand Tool Electrification



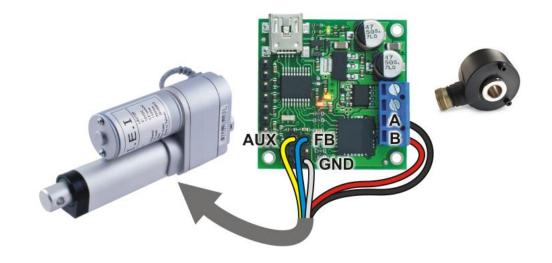
### **Others**





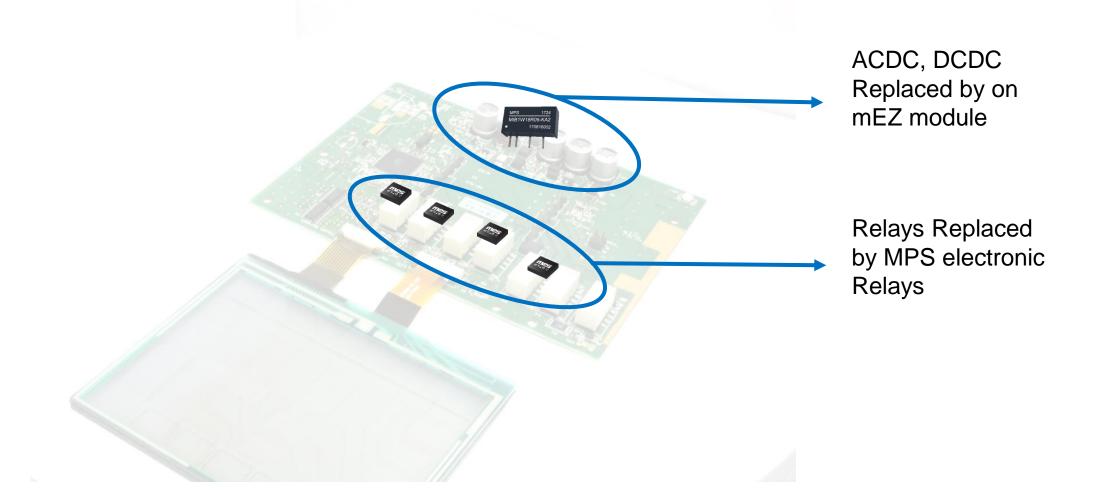






Motor Control, DC-DC AC-DC

### Other Large Market Segment



### Leveraging 2000+ Products

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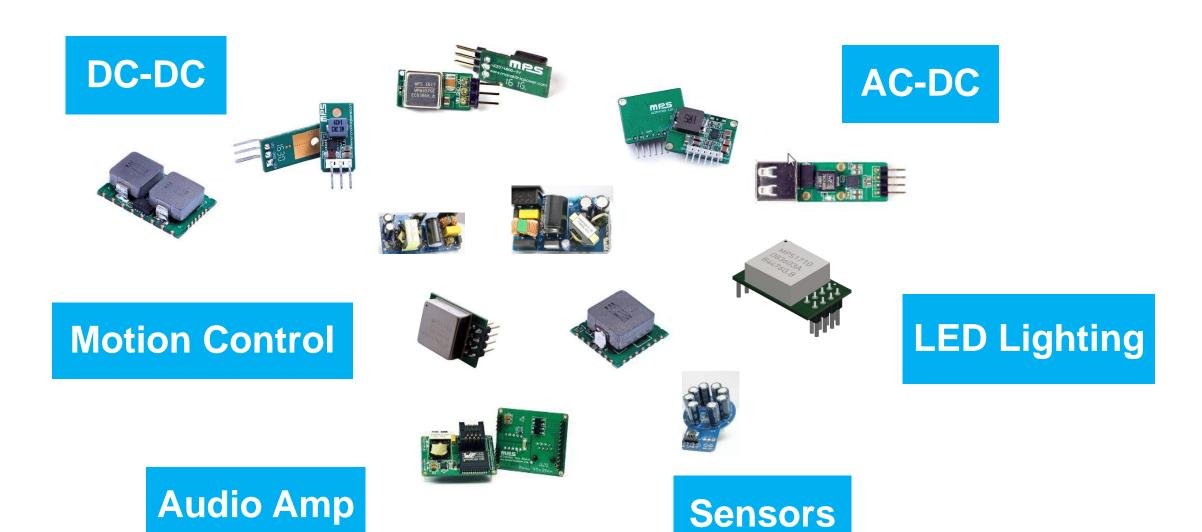
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- 75V, 300mA

#### **Precision Analog**

- · Analog Switches
- Current Sense Amplifiers
- Operational Amplifiers
- Voltage Reference

### **MPS Reconfigurable Standard Products**



# E to E through eCommerce

### E to E through eCommerce

#### **MPS AI Algorithm**







#### **BCD 5 Technology**

- Digital
- Memory
- Power
- Analog

#### **eCommerce Website**



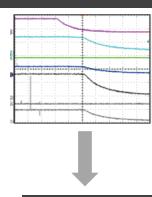
#### **Interactive Web Based Design**



#### **User input**



#### **Performance Verification**







**Custom Parts** 





Order



CART

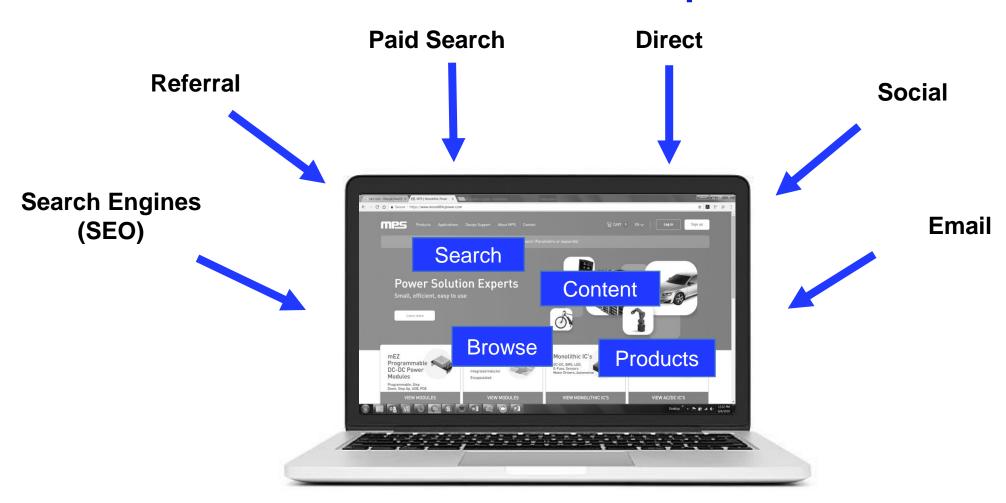
# How MPS Wins with Field Programmable Modules and e-Commerce

Dean Gannon

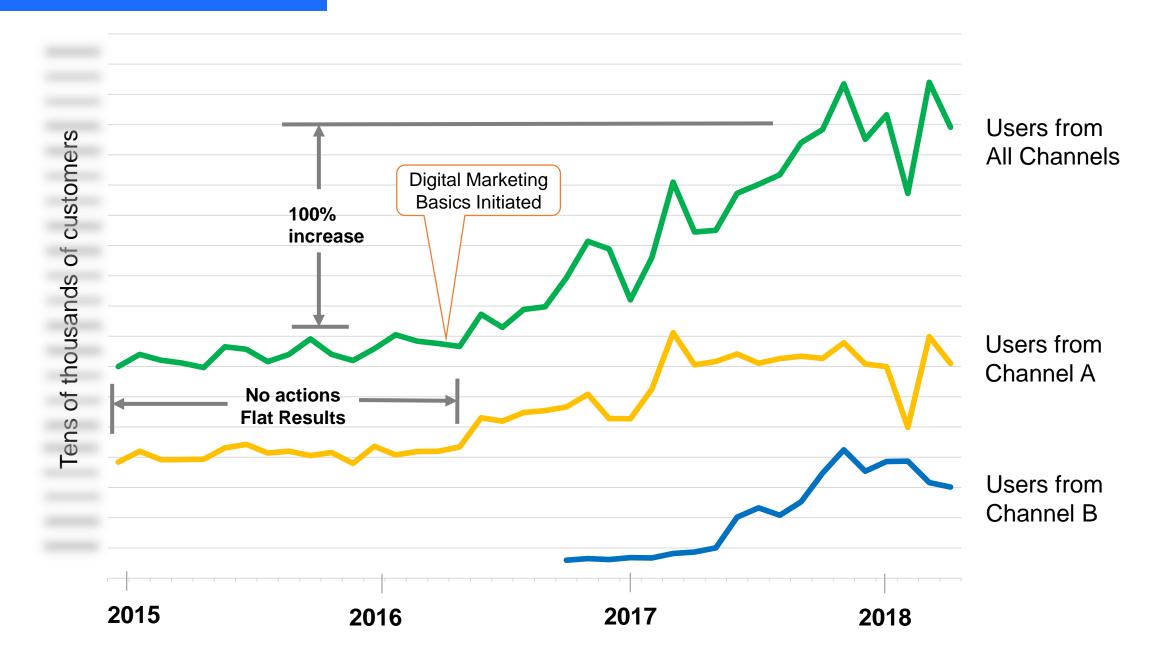


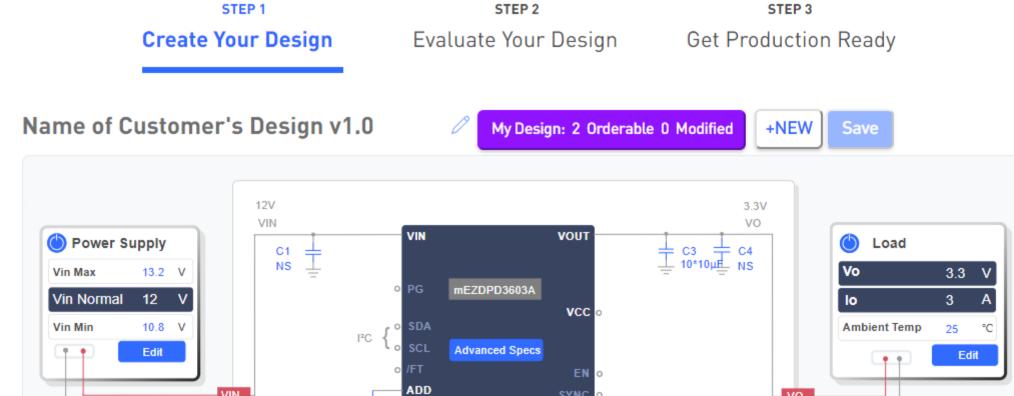
### Reaching Customers at Scale

### **Website Customer Acquisition**



#### **Website User Growth**





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VO

### E to E Service/Solution through eCommerce

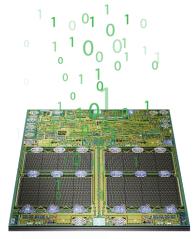
#### **Every Design Customized**



Input Voltage Vinmin (V)
Input Voltage Vin (V)
Input Voltage Vinmax (V)
Output Voltage Vo (V)
Output Current Io (V)
Switching Frequency Fsw (kHz)

V More Option
Simulate Design

#### **MPS Algorithm**

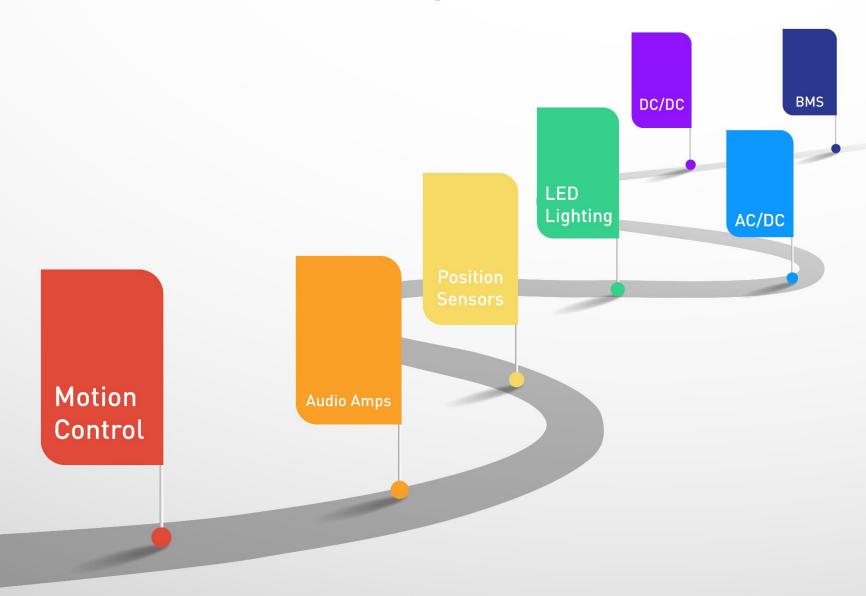




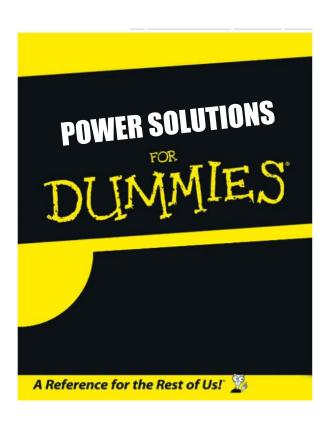
#### **Custom Parts Delivered in Days**



# Product Roadmap



### **Turnkey Power Solutions**



\$9B Addressable Market

# **Financial Summary**

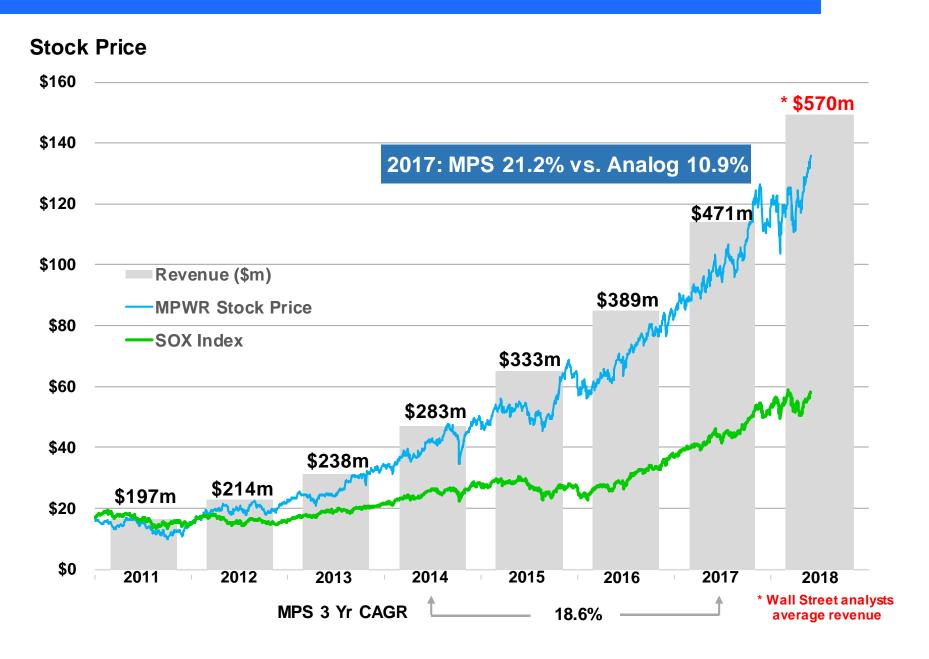
Bernie Blegen



## Q2 '18 Guidance

	Initial Guide April 26, '18	Updated June 7, '18
Revenue	\$135 – \$141M	\$138 – 141\$M
Non-GAAP Gross Margin%	55.4% - 56.4%	55.6% - 56.4%
Non-GAAP R&D + SG&A	\$33.7 – \$36.7M	\$34.7 – \$36.7M
Stock Comp	\$15.2 – \$17.2M	\$15.2 – \$17.2M
Fully diluted shares	43.9 – 44.9M	43.9 – 44.9M

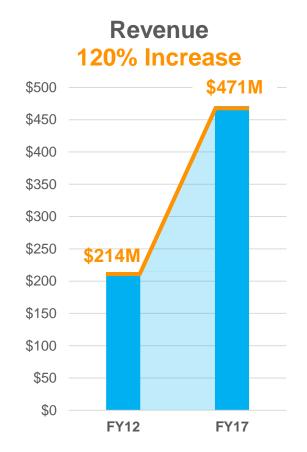
#### **Consistent Revenue Growth & Shareholders' Return**

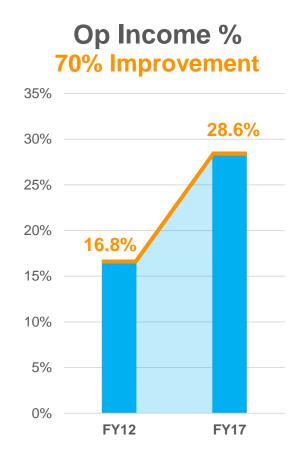


## **Diverse End Markets**

% of Revenue	2010	2014	2017	18Q1	2014-2017 CAGR
Automotive	1.9%	4.2%	11.4%	15.5%	65.4%
Storage / Computing	10.4%	16.3%	21.4%	23.5%	29.7%
Industrial / Other	4.8%	13.2%	13.4%	12.6%	19.2%
Consumer	65.1%	43.4%	40.3%	36.7%	15.6%
Communications	17.8%	22.9%	13.5%	11.7%	-0.5%
Total	100%	100%	100%	100%	18.6%

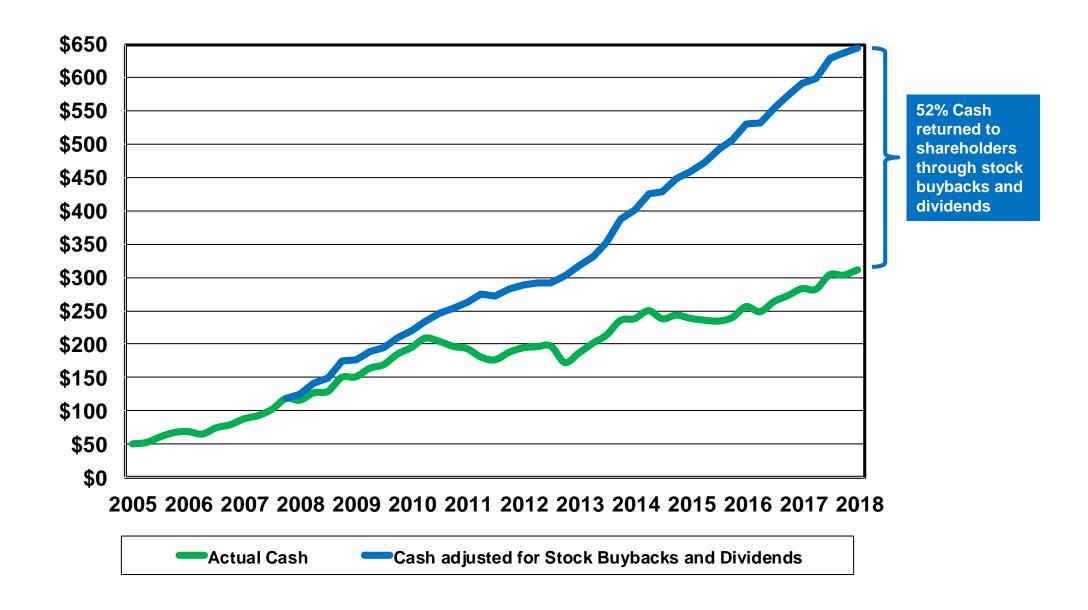
### **Operating Leverage and Margin Expansion**







### **Capital Allocation**



### **Growth Drivers by End Market**

Computing
Cloud Based

**Data Center** 

GPU's

Portable

Storage

Artificial Intelligence

Automotive

**Body Controls** 

**LED Lighting** 

**ADAS** 

Battery Management

Infotainment

Industrial

Instrumentation

Factory & Bldg Automation

**Robotics** 

Healthcare

Commercial Lighting Infrastructure

**5G and Wireless** 

**Base Stations** 

Networking

Optical

Consumer

IOT

Wireless Charging

Power Management

Augmented Reality

# **SAM Expansion**

Market	2015 SAM	2018 SAM
Automotive	\$6B	\$7B
Motion Control	\$2B	\$3B
ACDC	\$1B	\$2B
Modules	\$1B	\$2B
Cloud Computing (Server / Storage)	\$800M	\$1B
Networking / Telecom	\$600M	\$1B
Battery Management	\$600M	\$1B
<b>Total Market SAM</b>	\$12B	\$17B

#### **Strategic Goals**



Full digital solutions - Synthetic Analog



Integrated, software based, control with 3D sensor motor drive



Advanced power analog processes



Continued Compute and Automotive gains



Future Network Infrastructure and Industrial wins

## Financial Model (Non-GAAP) June 2018

	Financial Model		2017	2	2021	
	2015	2018	Actual	Target	Chg v '17	
Revenue, YoY	20+% growth	20+% growth	\$470.9m	\$1BN	114%	
Gross Margin	Mid to High 50's	Mid to High 50's	55.6%	57.5%	1.9 pts	
R&D & SG&A	50% – 60% of annual revenue growth%	50% – 60% of annual revenue growth%	27.0%	21.5%	(5.5) pts	
Operating Margin			28.6%	36.0%	7.4 pts	
Capital Allocation		30% – 40% of free cash flow	34.0%			



Michael Hsing CEO

Bernie Blegen CFO

Maurice Sciammas VP of Sales and Marketing

Jinghai Zhou Cloud Computing

Chris Sporck Battery Management

Allen Chen Automotive

**Dean Gannon** e-Commerce

Jens Muttersbach e.Motion

### **Closing Summary**

- Disruptive new products allowing unprecedented levels of integration, efficiency and ease of use.
- Pressing ahead with process technology lead
- Expanding in high growth, end markets of Automotive, Industrial, Cloud Computing and Networking
- Significant operating leverage while continuing to invest in next generation products and markets