

TSC

The Smarter Choice.

➤ www.tscprinters.com

鼎翰科技股份有限公司

2017年第一季營運業績說明會



公司介紹

關於TSC



/// www.tscprinters.com

LOCALIZED SERVICE & SUPPORT

- Over 15 global locations
- 2 ISO-certified factories: Taiwan + Tianjin



INDUSTRY LEADERSHIP

- 25 years of experience building rugged and reliable barcode printers
- More than 3 million barcode printers installed worldwide
- Top-5 global barcode printer manufacturer

COMPANY HIGHLIGHTS

- Publically listed on Taiwan Stock Exchange
- Winner of Forbes 200 Best Under a Billion Award
- Winner of Taiwan Excellence Award for product innovation

歷史沿革



Acquisition of Printronix Thermal/AIDC Business **2016**

Expansion to Russia & Middle East **2011**

Listed on the Taiwan Stock Exchange **2008**

Spin-off from parent company **2007**

Moved to Li Ze Plant **2006**

Production assembly in Tianjin Plant **2003**

Expansion to Europe **2002**

Expansion to Americas **1996**

Parent company Taiwan
Semiconductor sets up **1991**
Printer Division, for OEM
Partnership with Eltron



TSC Auto ID

TSC產品市場



**Transport &
Logistics**

Retail

Manufacturing



TSC產品市場

Healthcare

Hospitality &
Service

Custom
Signage



TSC 產品



COMPLETE DESKTOP, INDUSTRIAL, AND PORTABLE LINES



TSC合作客戶



MANUFACTURING

- Caterpillar
- Dole
- Ford Motor
- John Deere
- Michelin Tire
- Renault Nissan
- **Samsung**
- Volkswagen
- GEBERIT Group

RETAIL

- Adidas
- **Carrefour**
- Goodwill Industries
- IKEA
- Marks & Spencer
- **RT-Mart International Ltd**
- Safear Group
- Whole Foods
- **SM group**

HEALTHCARE

- Cleveland Clinics
- Hospital Citadelle (Belgium)
- Hospital Graz (Austria)
- Hospital Klagenfurt
- **National Taiwan University Hospital**
- University of Cincinnati Hospitals
- University Hospital Hannover (Germany)
- University Hospital Maribor (Slovenia)
- Yale University Hospitals

LOGISTICS

- **DHL**
- Hermes
- Panalpina
- **TNT**
- **Flipkart**
- **Kerry**

POSTAL

- Belgium Post
- **China Post**
- **Taiwan Post**
- Turkish Post
- **Thai Post**

GOVERNMENT

- **China Central Treasury**
- City of Munich
- U.S. Social Security

零售之應用及解決



Customer Self-service

(customers can use on their own in your store.)



Point of sale

(Make the checkout experience faster and more efficient)



Product marking, price tag

(re-pricing can reduce labor costs improving accuracy; better handling of returns.)



Receiving/shipping

(Improve inventory management and reduce out-of-stocks Add barcode labels at receiving for fast put-away and pick to speed)



Inventory labeling

(Get accurate visibility and control over the inventory)



Receipt/coupon printing

(Customers can use desktop printers at checkout registers or self-service kiosk printers to print out the receipt and coupon)



認證



SAP® Member
Printer Vendor Program



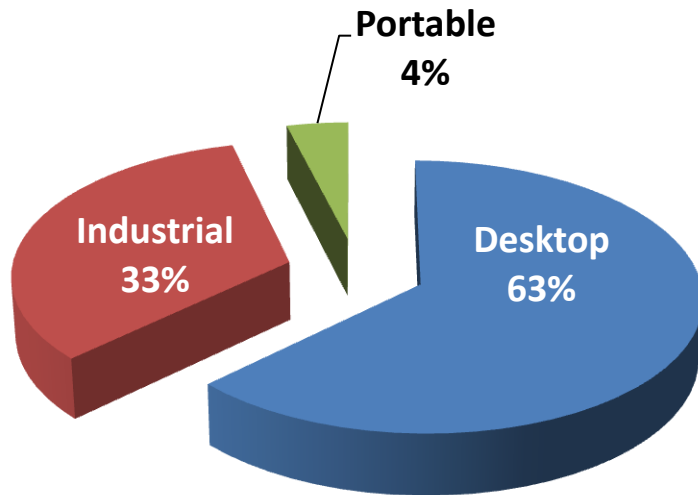


營運績效

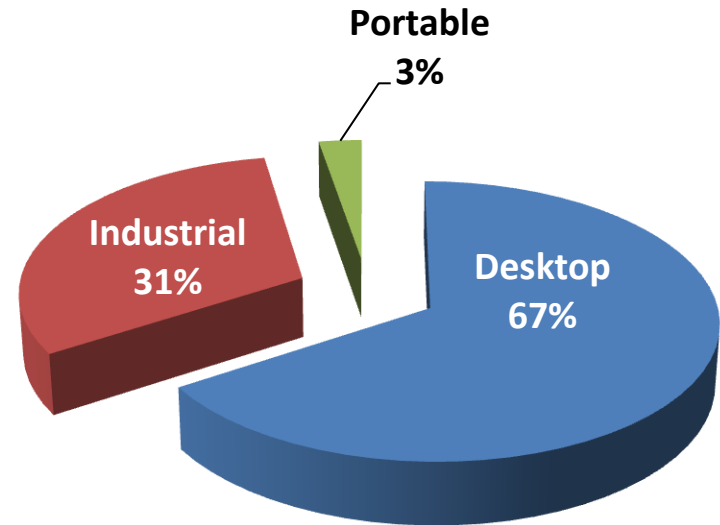
印表機機種銷售比較 - Q1 2017 vs 2016



Q1 2017 銷售額



2016Y 銷售額



合併綜合損益比較

Unit: NTD K

項目	Q1_2017	Q1_2016	Y/Y%	FY2016
營業收入	853,831	697,971	22%	3,437,453
營業毛利	399,685	311,837	28%	1,559,853
營業淨利	180,155	129,115	40%	691,589
營業外收入及支出	-37,429	6,519	-674%	17,601
稅前淨利	142,726	135,634	5%	709,190
本期淨利	114,938	107,164	7%	545,146
基本每股盈餘	2.98	2.79	7%	14.15
營業毛利%	47%	45%		45%
營業淨利%	21%	18%		20%
ROE (%)	22%	21%		27%
NTD/ USD Rate	30.330	32.185		32.250

2017.3.31 合併資產負債表

Unit: NTDK

項目	金額	項目	金額
流動資產	2,267,975	流動負債	1,180,909
非流動資產	2,595,054	非流動負債	1,529,928
資產總計	4,863,029	負債總計	2,710,837
		權益	2,152,192
		負債及權益總計	4,863,029



Q&A

Thank you !