



# TSC Auto ID Technology 4Q20 Conference Call

Code: 3611 TT

# Agenda

- 01** 4Q20 Financial Results
- 02** Operation Overview
- 03** Market Trend & Products
- 04** Q&A

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# 01 4Q20 Financial Results

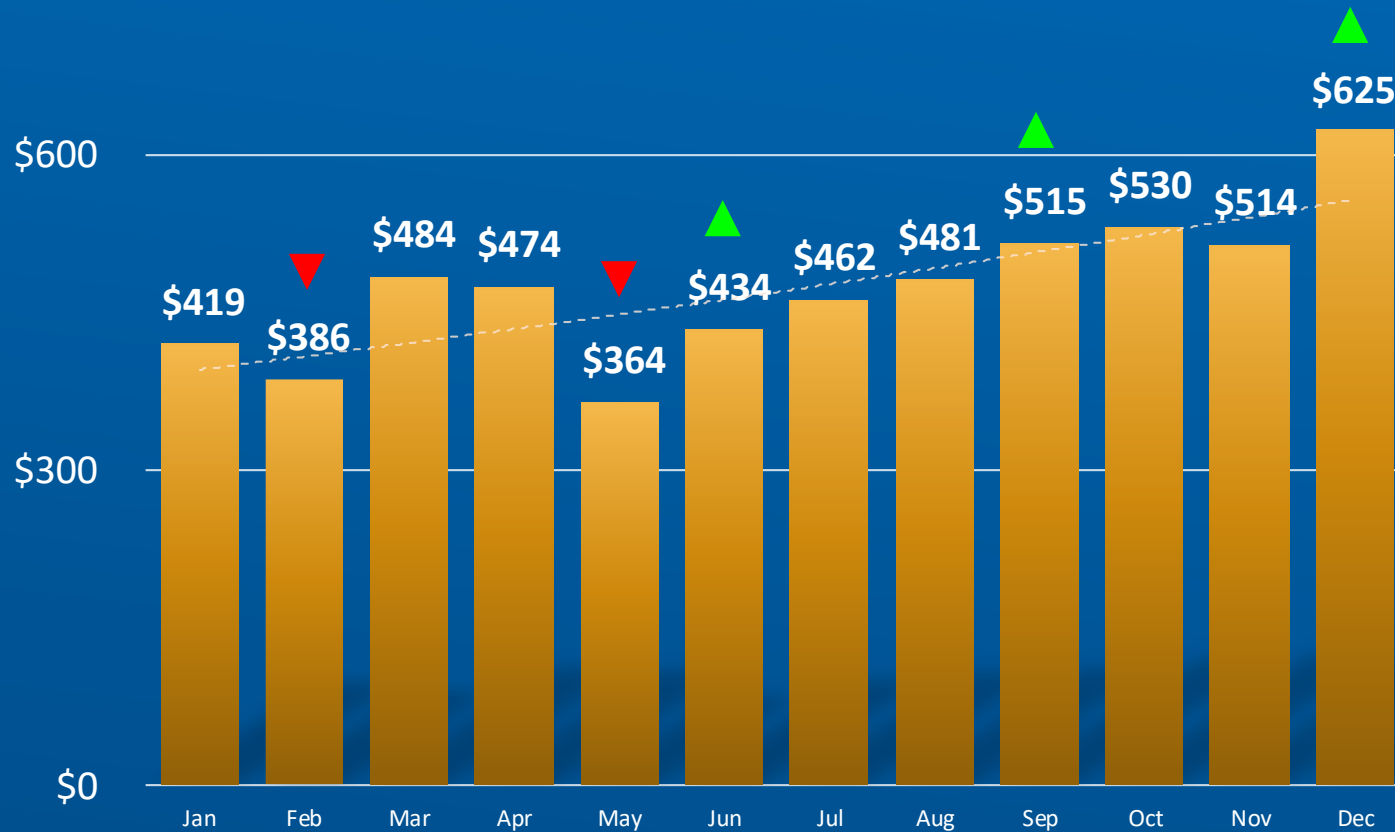
# 4Q20 Performance

- ✓ Sales Revenue All-time record high
- ✓ Op Expense Executing cost reduction and saved 3% yoy
- ✓ Op Income Exceeding +7% yoy, reached NT\$ 300M
- ✓ Earnings /Share Delivered EPS NT\$ 6, yoy +NT\$ 1.1

# 4Q20 Financials

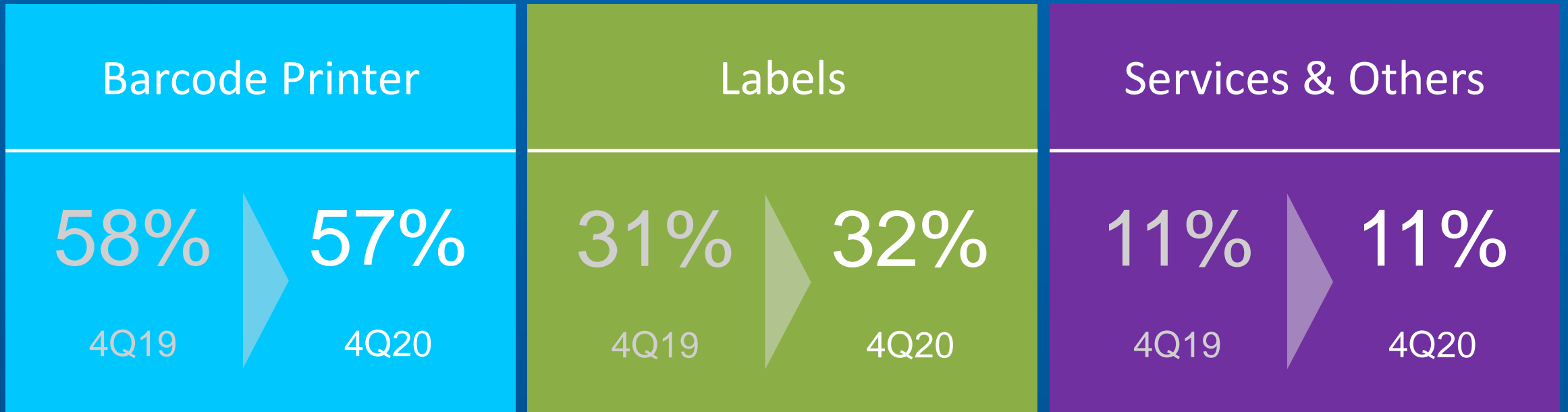
NTD millions	4Q20		4Q19		YoY		Note
Sales Revenue	1,665	100%	1,591	100%	74	5%	Favorable
Gross Margin	601	36.1%	591	37.2%	10	1.7%	Favorable
Op Expense	(303)	-18%	(313)	-20%	9	-3%	Favorable
Op Income	298	18%	279	18%	20	7%	Favorable
Tax & Others	(43)	-3%	(70)	-4%	27		Favorable
Net Income	255	15%	209	13%	46	22%	Favorable
EPS (Basic)	6.00		4.92		1.08		

# 2020 Sales Revenue by Month



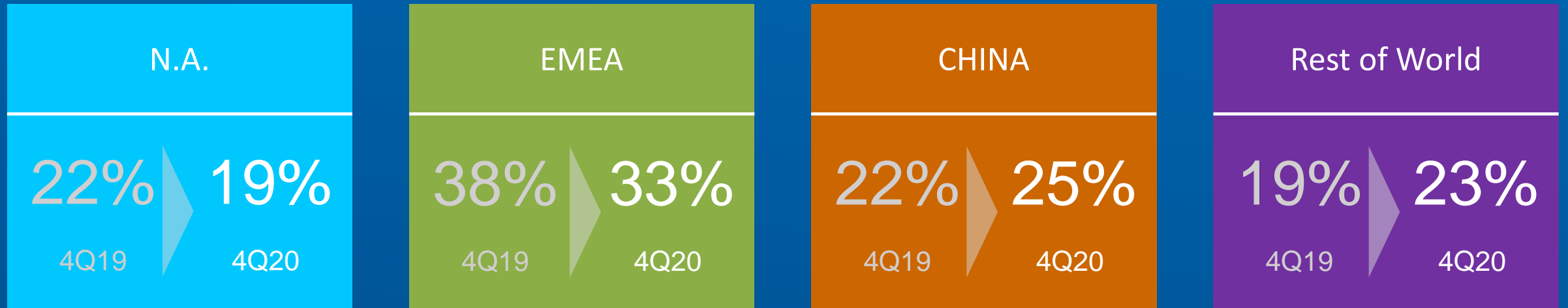
- ✓ Feb: Pandemic – China & APAC
- ✓ May: Pandemic – N.A. & EMEA
- ✓ Jun: Start of consecutive growth
- ✓ Sep: Higher sales yoy
- ✓ Nov: Cargo delayed impact
- ✓ Dec: All-time high

# Revenue Contribution - Product



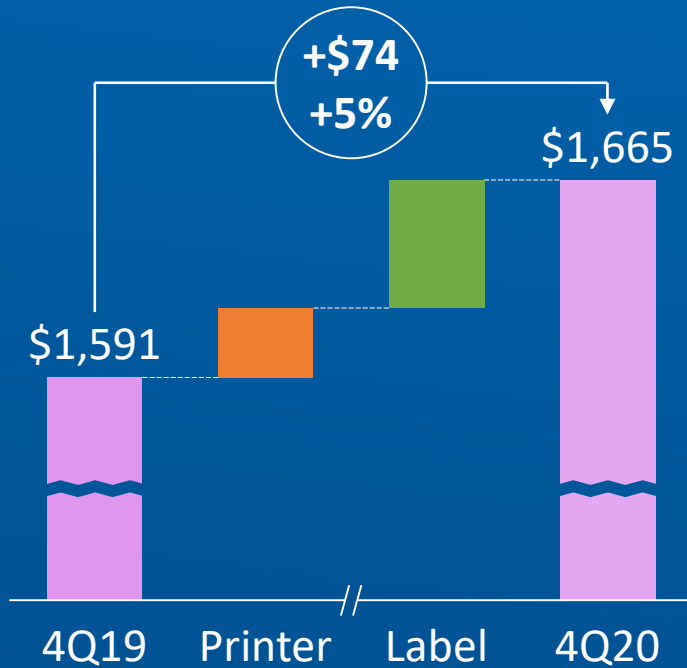


# Barcode Printer Contribution - Region

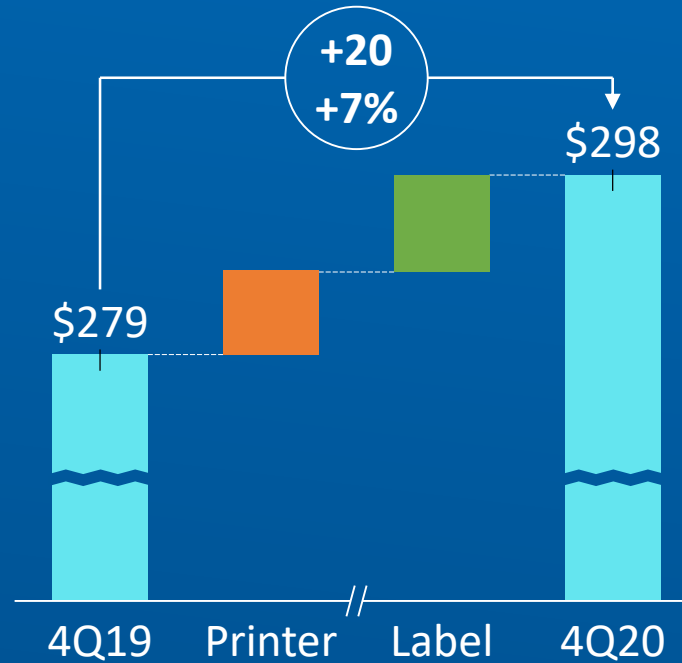


# Revenue and Income

NTD millions



Sales Revenue



Net Income

- ✓ Excluding FX impact, Sales in USD reached tens digit growth
- ✓ Printer & Label contributed positive income, EPS NT\$ 6.0 altogether

# 2020 Financials

NTD millions	CY20		CY19		YoY		Note
Sales Revenue	5,684	100%	5,857	100%	(173)	-3%	Unfavorable
Gross Margin	2,023	35.6%	2,202	37.6%	(179)	-8.1%	Unfavorable
Op Expense	(1,106)	-19%	(1,216)	-21%	110	-9%	Favorable
Op Income	917	16%	986	17%	(69)	-7%	Unfavorable
Tax & Others	(202)	-4%	(225)	-4%	23		Favorable
Net Income	715	13%	761	13%	(45)	-6%	Unfavorable
EPS (Basic)	16.84		17.93		(1.09)		

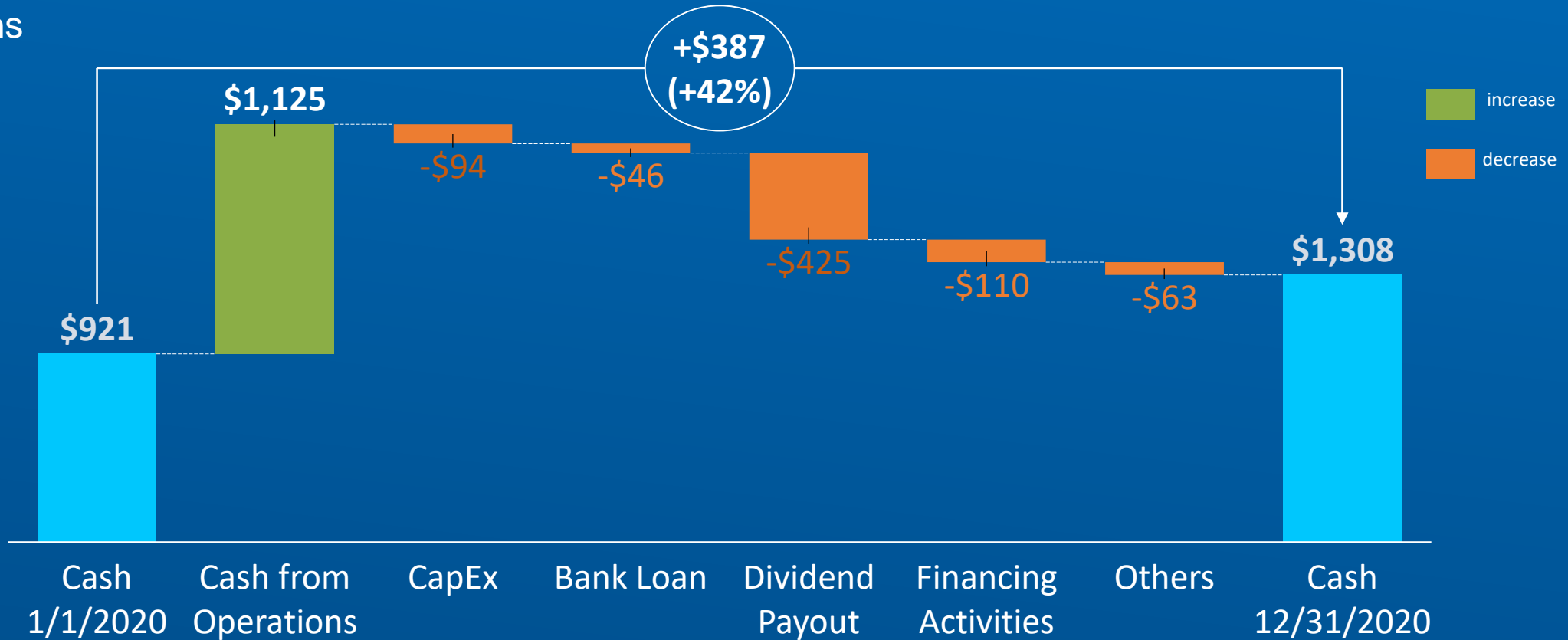
# Financial Summary

NTD hundred millions



# Cash Flow & Resource Use

NTD millions



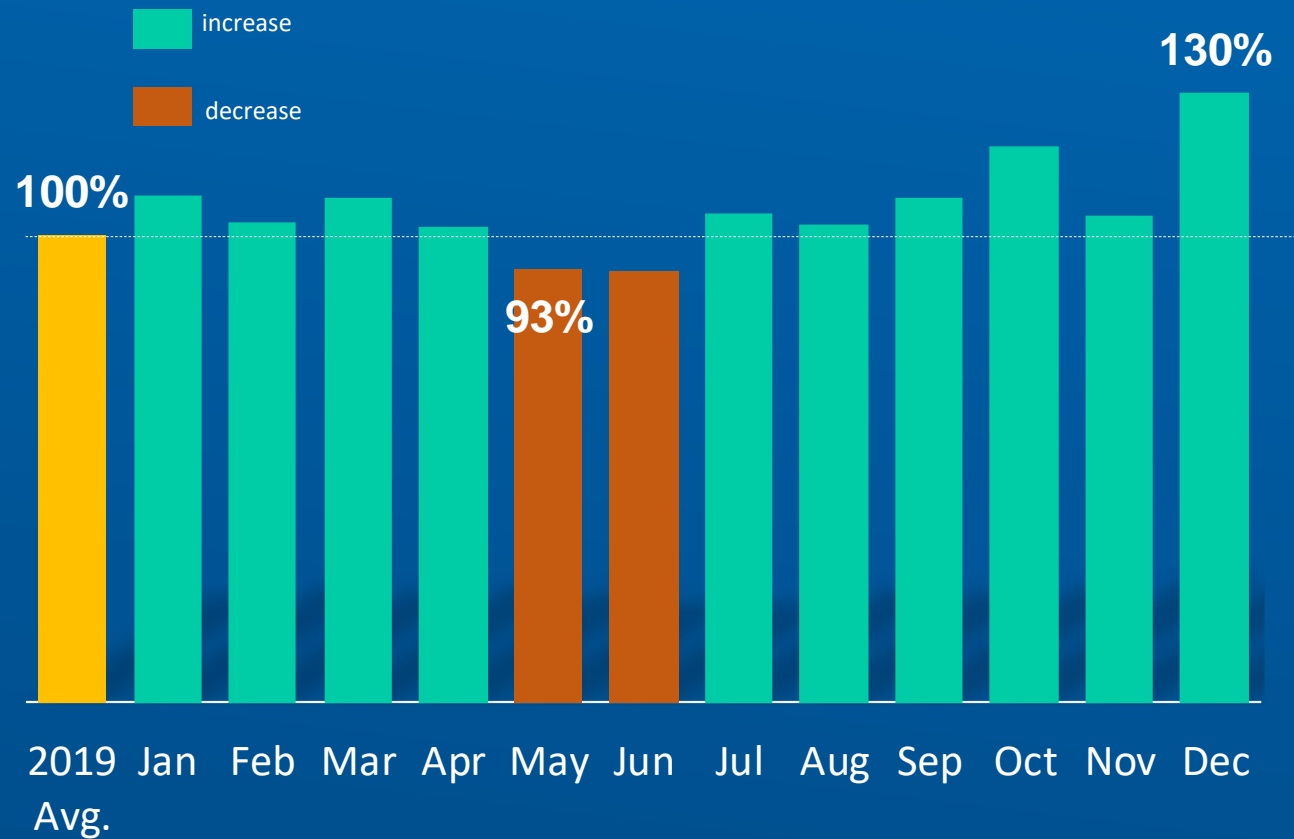
# 02 Operation Overview

# Operation Overview

- ✓ We don't provide financial outlook
- ✓ Economic responses to Coronavirus Pandemic vary worldwide, we are cautiously optimistic to our 1Q21 business activity
- ✓ Longer lead-time for materials & supply , higher freight expense to support on-time delivery
- ✓ Gross margin rate improving through a favorable mix
- ✓ Continue on expense control
  - Inject sales & marketing expenses appropriately to support business expansion
  - Continue investment on R&D and digital marketing during Pandemic

# DLS Overview

2020 monthly revenue vs. 2019 average (in US\$ as 100%)



- ✓ Pandemic has minor impact to business
- ✓ Sales revenue growth in USD yoy
- ✓ Contributed recurring cash flow and net income
- ✓ Synergy with printer + label projects
- ✓ Support printer business with branding image



# Revenue Trend

NT\$ million

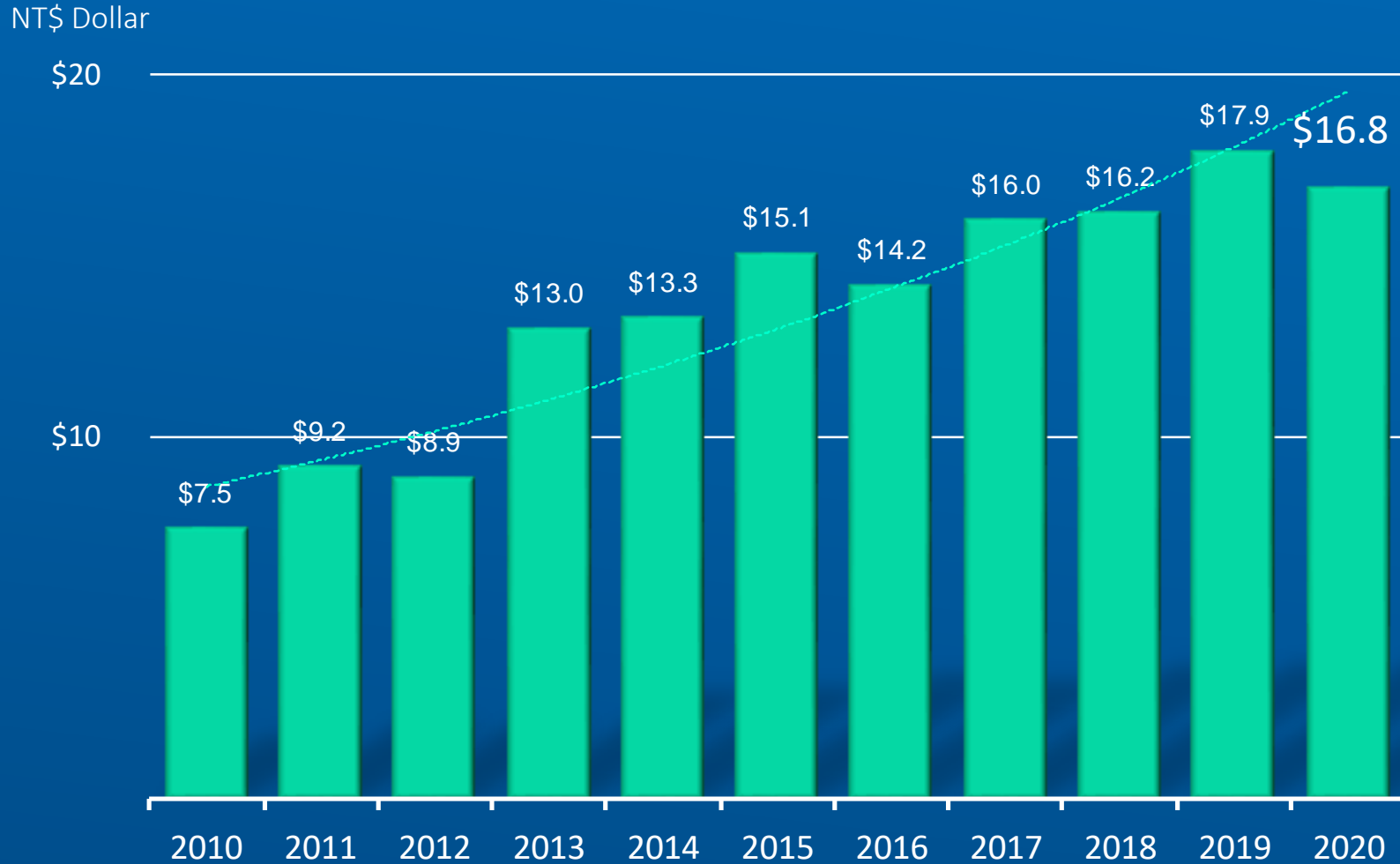


✓ CAGR 15% 2010 ~ 2020

✓ 2016 acquired  
Printronix

✓ 2019 acquired  
DLS

# 歷年每股盈餘



- ✓ EPS consecutive 8 years above NT\$10 (2013 – 2020)
  - ✓ **\$17.** last 3-year average
  - ✓ **\$16.2** last 5-year average
  - ✓ **\$14.6** last 10-year average

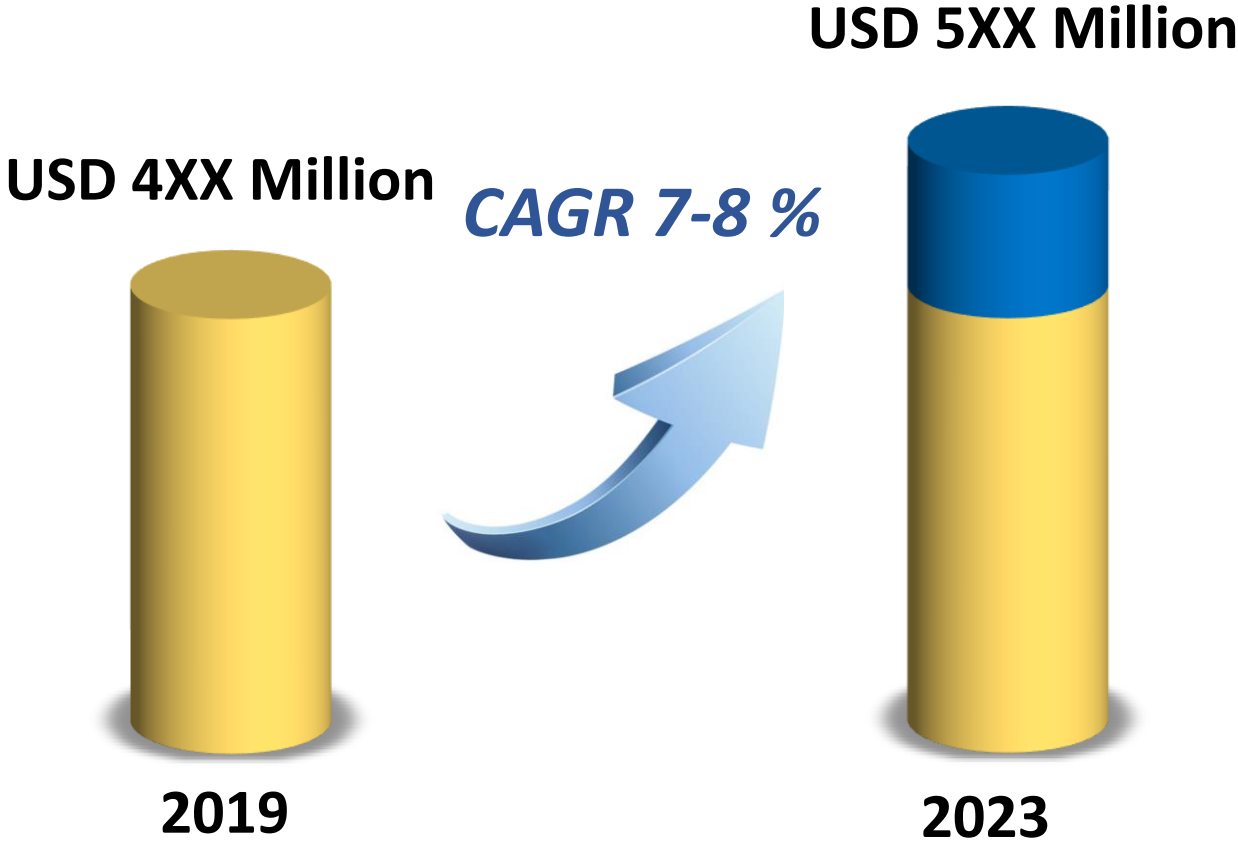
# 03 Market Trend & Products



# Market Trend & Products \_ Mobile Barcode Printers

2021 Mar. 22nd

# Mobile Printer Market Trend



Transportation & Logistics



Retail



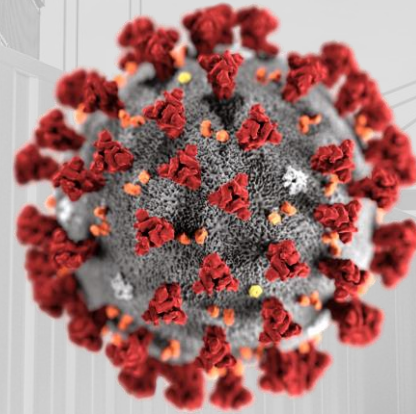
Manufacturing

# Post COVID-19 Business Transformation:

E-Comm

Contactless

Healthcare



# TSC Mobile Product Portfolio



**Enterprise Level**

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**Label Printing**

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**Existed/New Customers**

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**Total Solution**

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# The Power of Mobile Printing in Your Hands



Alpha-30L

Alpha-40L

## Retail



## Healthcare



## Logistics



## Manufacturing

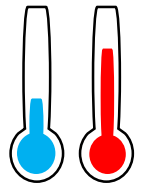




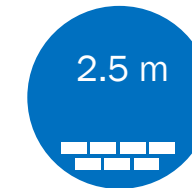
# Shipping and Receiving



Water Dust Proof



-20~50°C



Drop

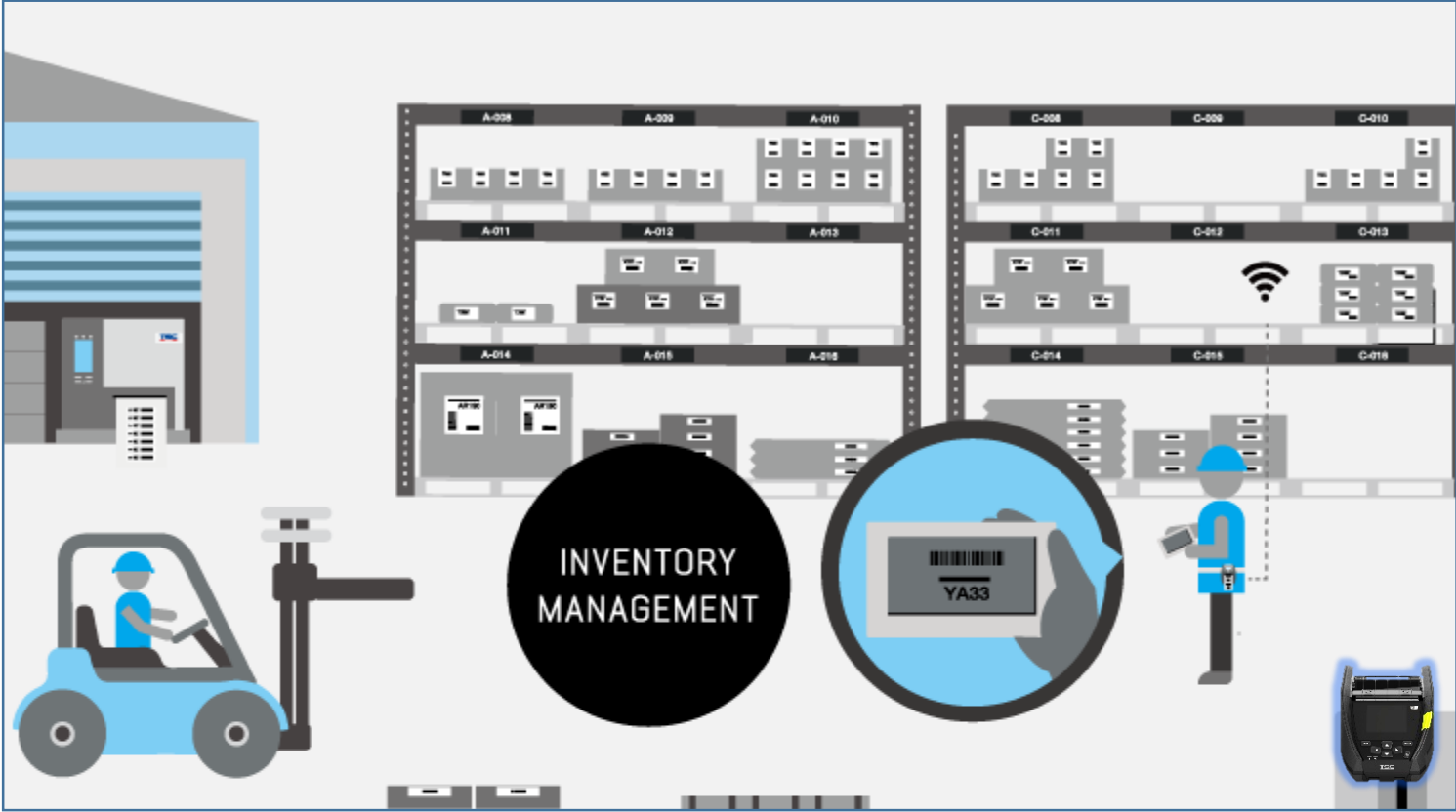


Rolling



Long Lasting Battery

# Inventory Management



Wi-Fi Certified



Fast Roaming



Dynamic Printer Management

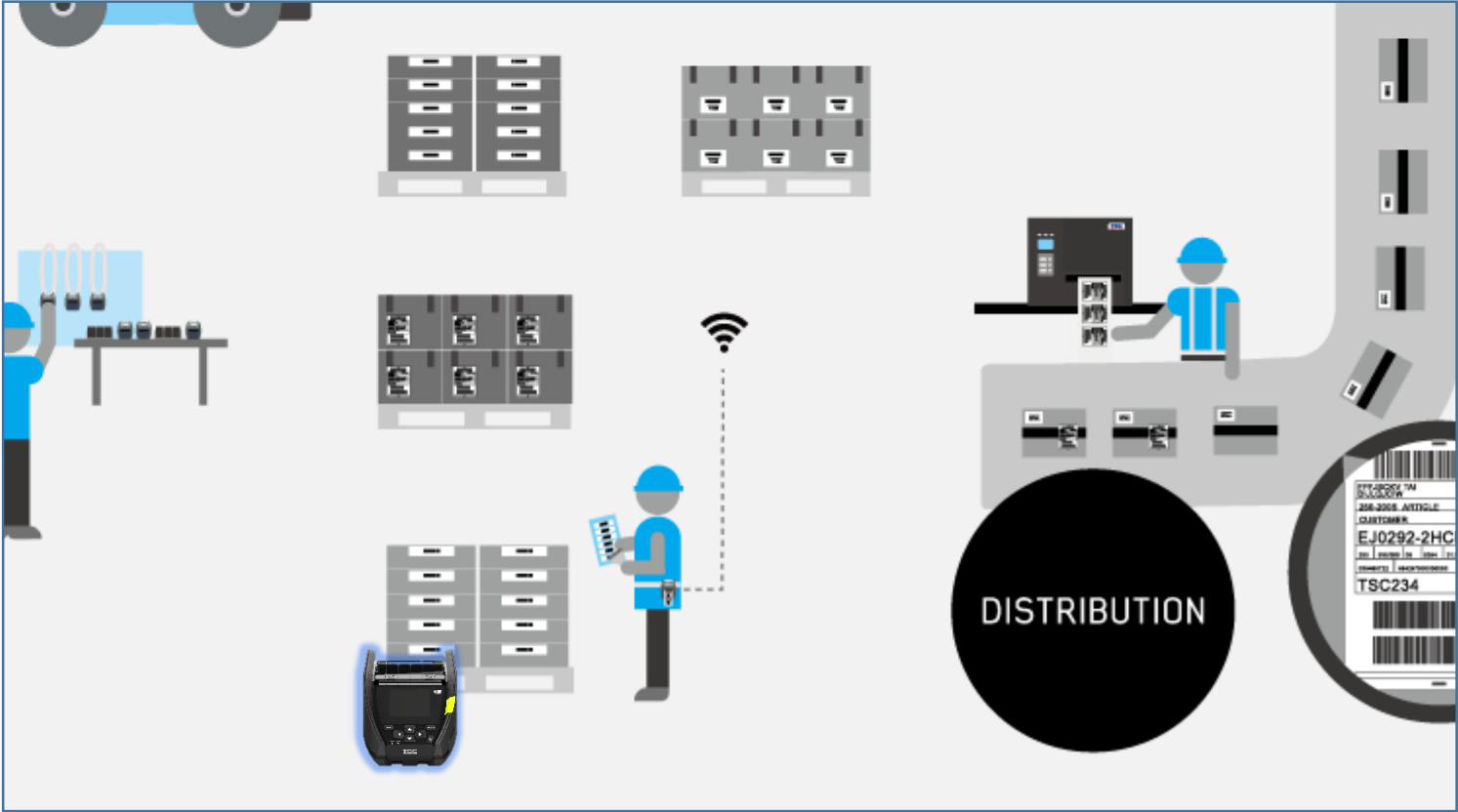


Full Line of Accessories



Linerless

# Production Line Efficiency



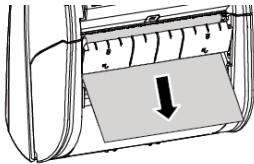
Dynamic Printer Management



TPH Care

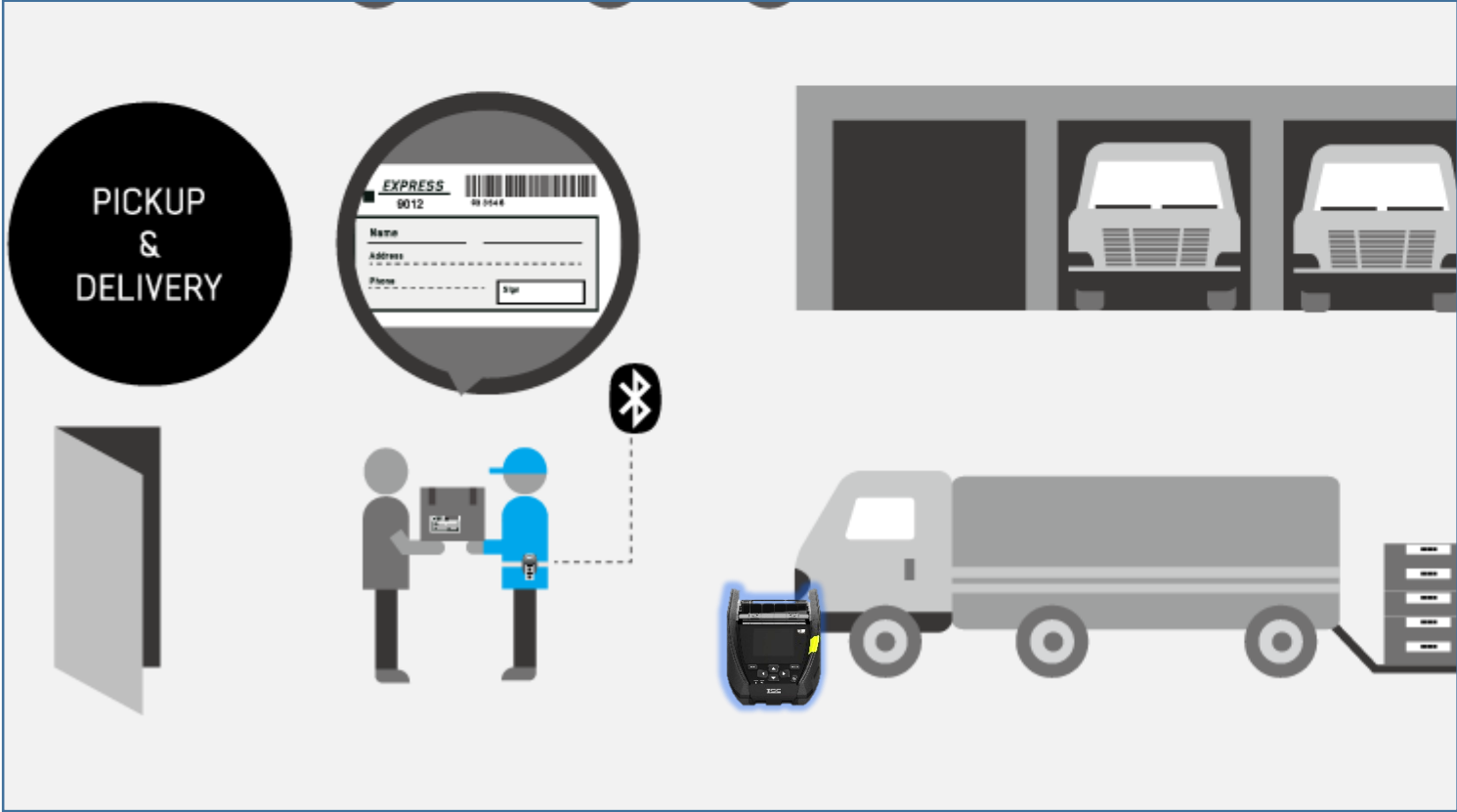


Smart Battery



Peeler

# Pickup and Delivery



Made for  
iPhone | iPad | iPod

Bluetooth<sup>®</sup> 5

Apple MFi BT 5.0



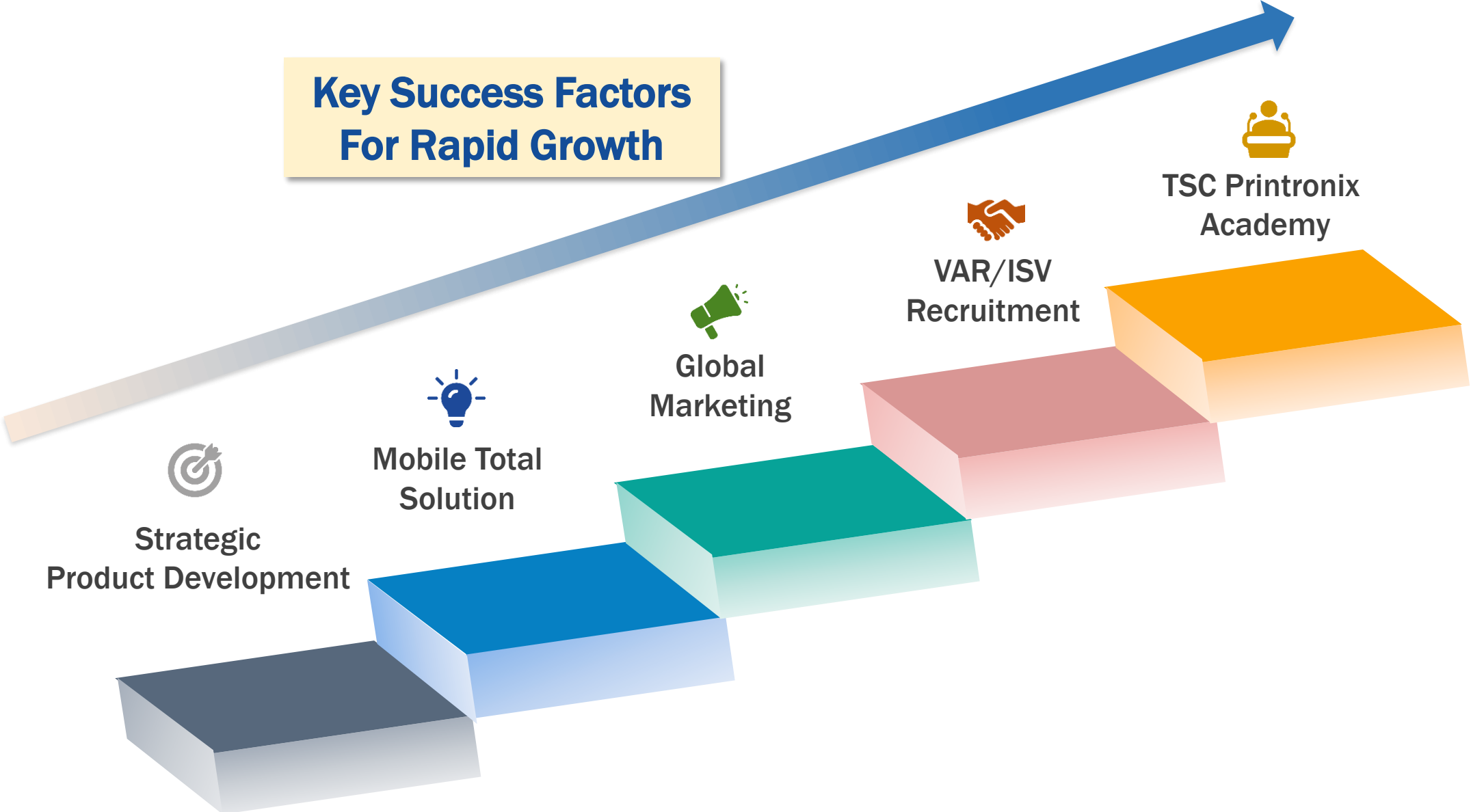
Mobile Utility



Integrated  
Software Pack

# Continuous Investment

**Key Success Factors  
For Rapid Growth**



# 04 Q&A

Thank You

**TSC Auto ID** [tscprinters.com](https://tscprinters.com) | **Printronix Auto ID** [printronixautoid.com](https://printronixautoid.com)

