

# TSC

*The Smarter Choice.*

➤ [www.tscprinters.com](http://www.tscprinters.com)

## TSC Auto ID Technology Co., Ltd.

## Q1 2017 Results Analyst Meeting



# Company Profile

# About TSC



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## 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

# Our History Milestones



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 Markets

**Transport &  
Logistics**

**Retail**

**Manufacturing**



# TSC Markets

Healthcare

Hospitality &  
Service

Custom  
Signage



# Product Overview



## COMPLETE DESKTOP, INDUSTRIAL, AND PORTABLE LINES



# TSC: Trusted by leading companies



## 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



# Retail Application/ Solution

## 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)



# Certifications



**SAP**® Member  
Printer Vendor Program



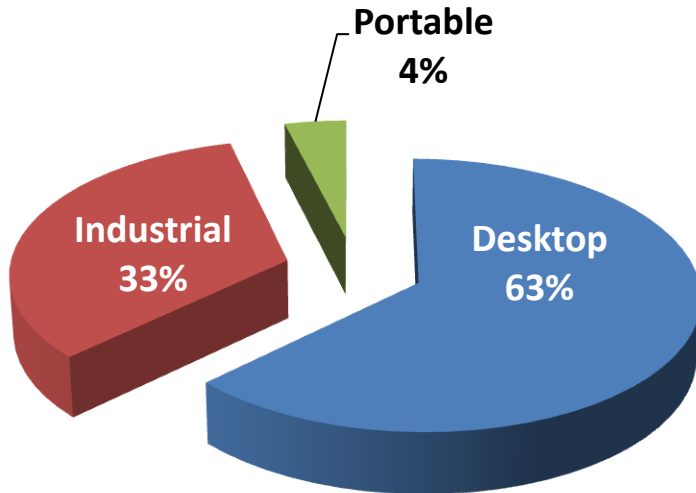


# Financial result

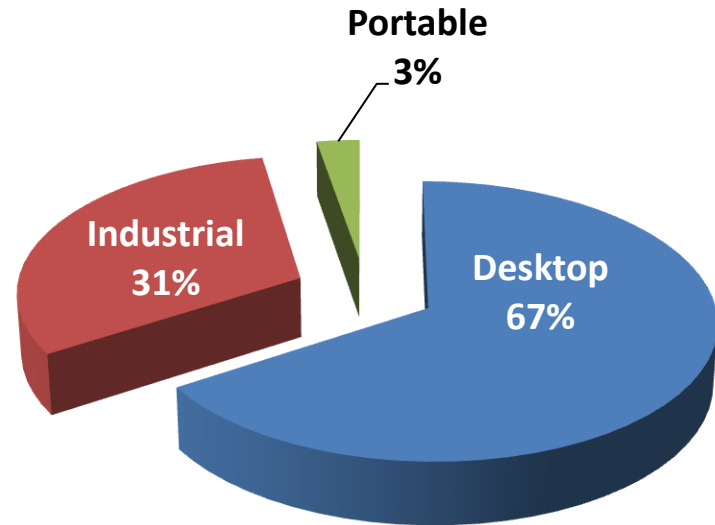
# Printer Sales Comparison – Q1 2017 vs 2016



Q1 2017 Sales Rev.



2016Y Sales Rev.



# Financial Summary

Unit: NTD K

Item	Q1_2017	Q1_2016	Y/Y%	FY2016
Revenue	853,831	697,971	22%	3,437,453
Gross margin	399,685	311,837	28%	1,559,853
Operating income	180,155	129,115	40%	691,589
Non-op. income	-37,429	6,519	-674%	17,601
Pre-tax income	142,726	135,634	5%	709,190
Net income	114,938	107,164	7%	545,146
EPS	2.98	2.79	7%	14.15
Gross margin %	47%	45%		45%
Operating income %	21%	18%		20%
ROE (%)	22%	21%		27%
NTD/ USD Rate	30.330	32.185		32.250

# 2017.3.31 Consolidated B/S

Unit: NTDK

Item	Amount	Item	Amount
Current Assets	2,267,975	Current Liabilities	1,180,909
Non-current Assets	2,595,054	Non-current Liabilities	1,529,928
Total Assets	4,863,029	Total liabilities	2,710,837
		Shareholders' Equity	2,152,192
		Total Equity & Liabilities	4,863,029



# Q&A

# Thank you !