



鼎翰科技股份有限公司 法人說明會

股票代號: 3611

會議議程

- 關於鼎翰
- 產業趨勢
- 財務報告
- 營運概況
- 法人提問

免責聲明 Disclaimer

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TSC Auto ID Technology and its subsidiaries have no intention and undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise, except as required by law.

Company Overview

Stronger Together

Celebrating 30 Years of Innovation in Asset Tracking and Identification Solutions

TSC Printronix Auto ID has embarked on the next phase of its journey that started 30 years ago. By bringing our brands together, we strengthen and empower our team and customers. When all links in the chain are strong, we are stronger together.



公司簡介

TSC PRINTRONIX
AUTO ID



公司概要

30

Years in
Auto ID Industry

5

A Top 5 Leader
in the AIDC Industry

87

Patents

12

Years listed on the
Taiwan Stock Exchange

\$200+

Annual Revenue
(in Millions USD)

5 M

Printers installed
globally

100+

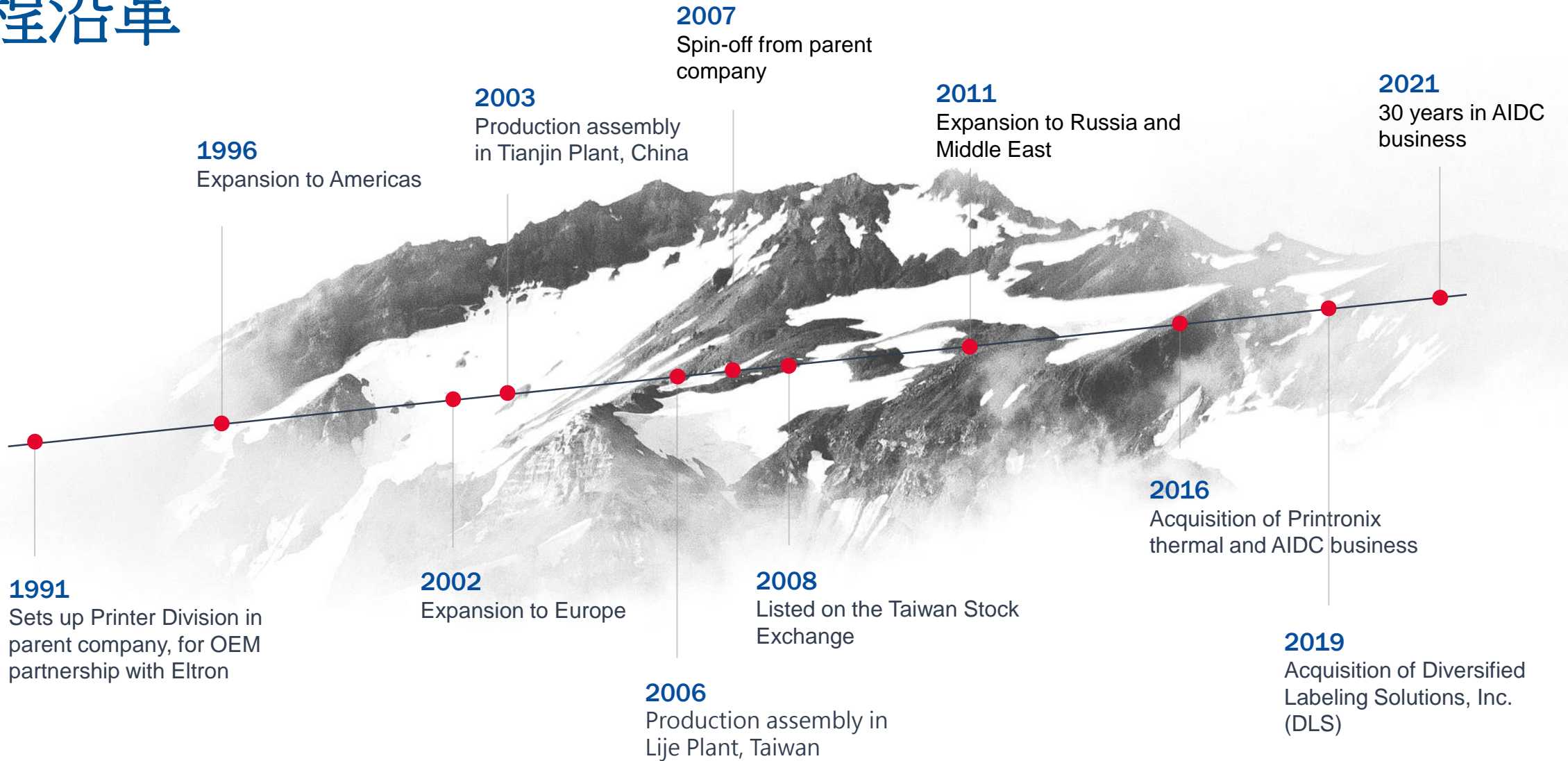
Countries we do
business in globally

750

Employees
worldwide



歷程沿革



全球據點

AMERICAS

California, US
Nevada, US
Texas, US
Illinois, US
Georgia, US
Florida, US
Bogota, Colombia
Jalisco, Mexico
Sao Paulo, Brazil

EMEA

Zorneding, Germany
Hanau, Germany
Swindon, UK
Wijchen, Netherlands
Paris, France
Madrid, Spain
Warsaw, Poland
Moscow, Russia
Bucharest, Romania
Dubai, UAE

APAC

Wujie Township, Taiwan
Seoul, Korea
Bangkok, Thailand
Kuala Lumpur, Malaysia
Tianjin, China
Shanghai, China
Shenzhen, China
New Delhi, India
Mumbai, India
Bangalore, India

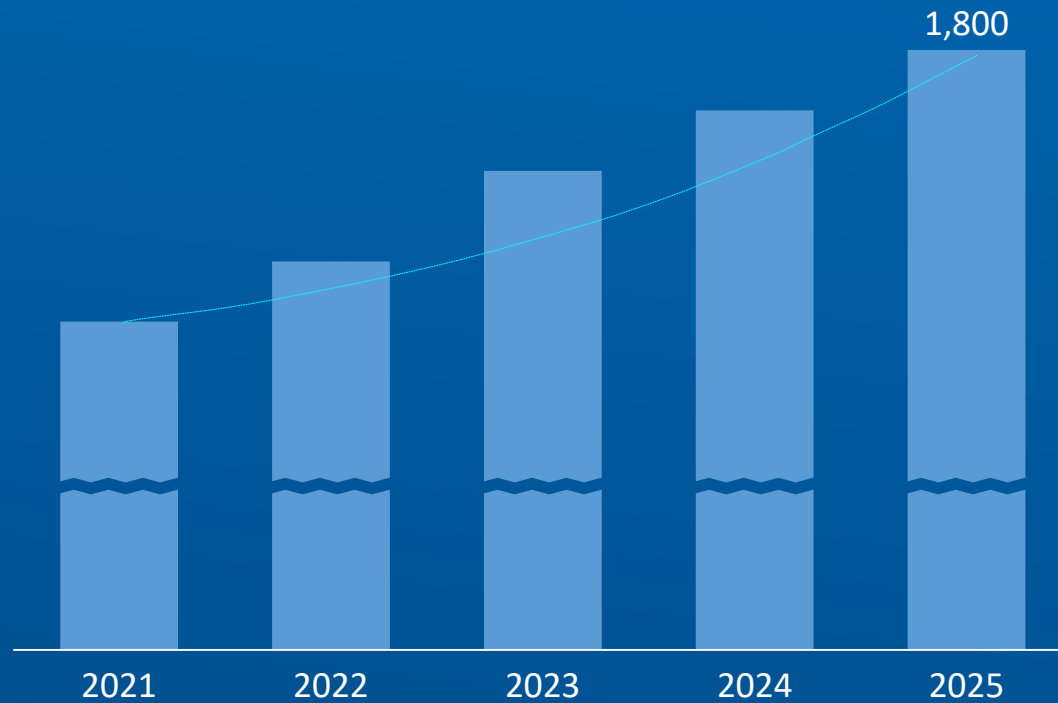
HEADQUARTERS

New Taipei City, Taiwan



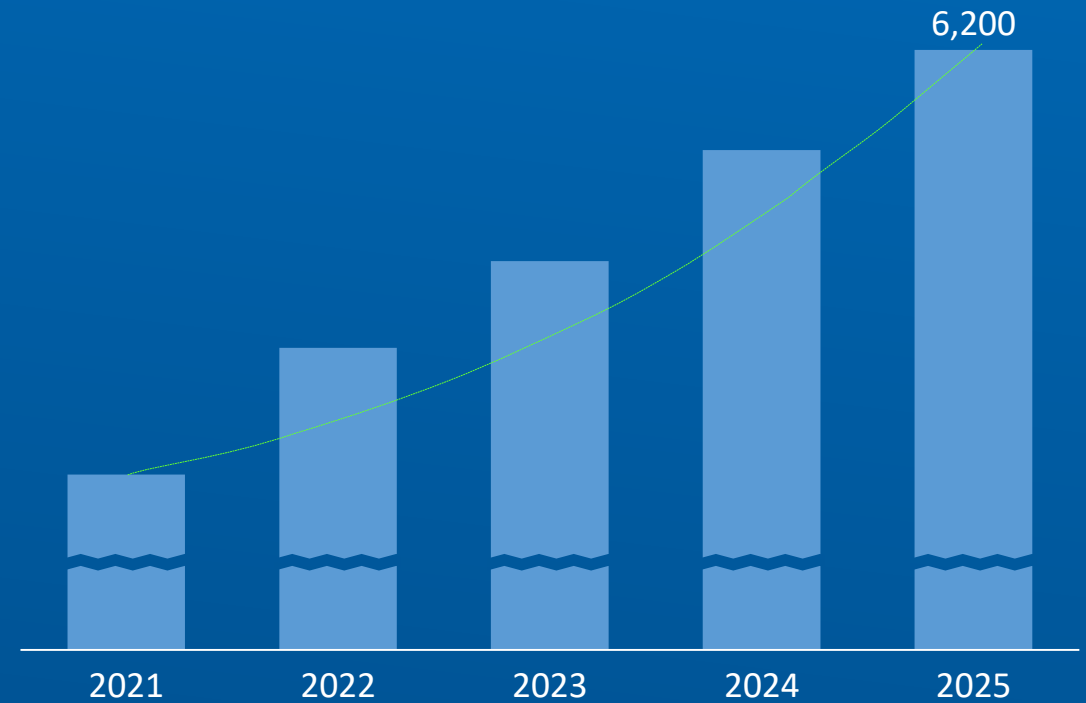
產業成長趨勢* (2021 – 2025)

✓ Revenue CAGR 6%



Unit: USD millions

✓ Unit CAGR 10%



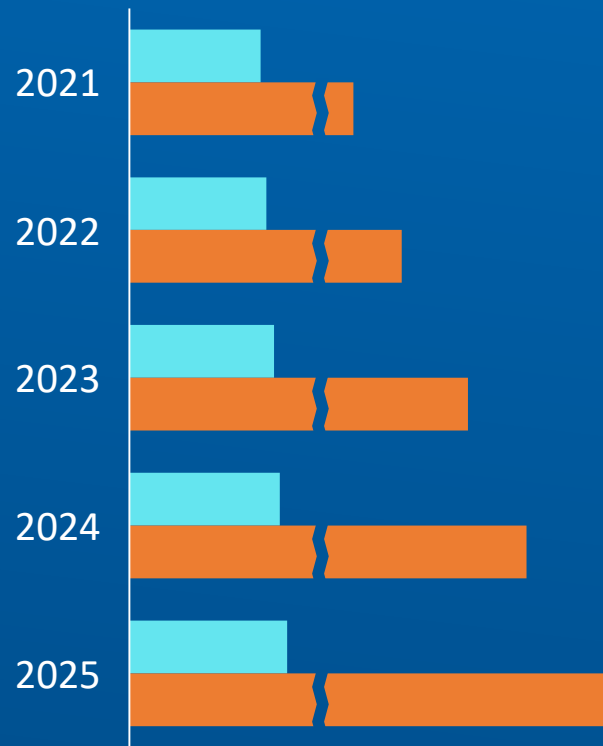
Unit: K units

* excluding mobile barcode printers

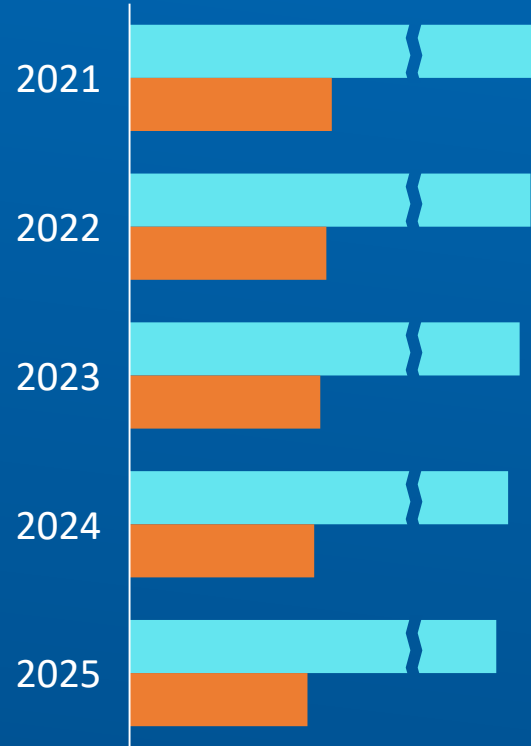
(Source: VDC | Research, The Global Market for Stationary Thermal Barcode Printers, July 2021)

條碼印表機規格比較 (2021 – 2025)

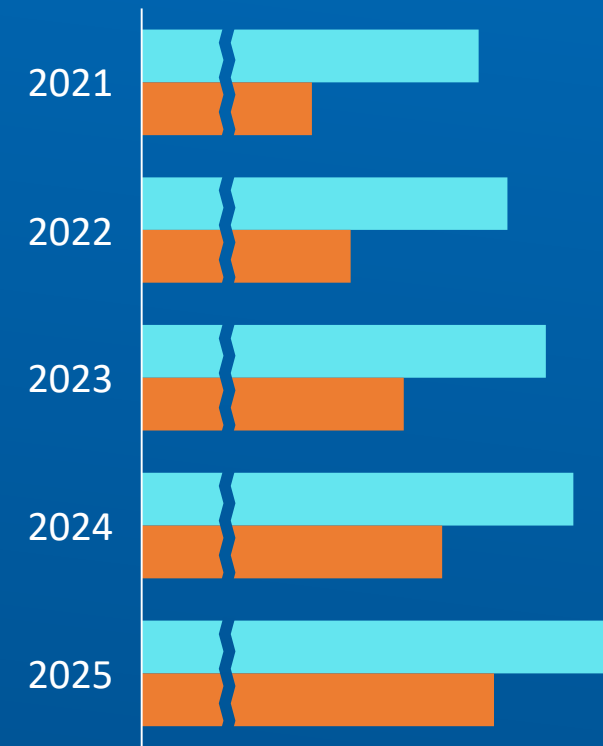
Industrial
Desktop



Unit CAGR: mid to low double digit



ASP CAGR: low negative single digit



Revenue CAGR: mid to high single digit

(Source: VDC | Research, The Global Market for Stationary Thermal Barcode Printers, July 2021)



歷史年度營收

NT\$ million



✓ CAGR +15% 2010 ~ 2020

- ✓ 2016 acquired Printronix Auto ID
- ✓ 2019 acquired DLS

歷史每股盈餘

NT\$ Dollar



\$10+ executive 8 years

2013 – 2020

- ✓ **\$17.** Avg. the last 3 years
- ✓ **\$16.2** Avg. the last 5 years
- ✓ **\$14.6** Avg. the last 10 years

產品簡介


TSC Printronix Auto ID is a leading designer and manufacturer of innovative thermal printing solutions.

The company is comprised of two-industry-leading brands, TSC and Printronix Auto ID and has over 65 years of combined industry experience, strong local sales engineering support, and a history of continuous investment in new product development. TSC Printronix Auto ID is capable of quickly adapting solutions to meet the needs of customers, from small businesses to Fortune 500 companies.

TSC Auto ID offers budget-friendly desktop printers to high-performance industrial solutions including rugged mobile printers.

Printronix Auto ID offers premium, enterprise-level applications with a selection of high-end features including RFID encoding and integrated barcode verification.

TSC and Printronix Auto ID are proud members of the TSC Auto ID Technology Company family.



TSC Printronix Auto ID is capable of quickly adapting solutions to meet the needs of customers, from small businesses to Fortune 500 companies.

Core Verticals

Worldwide, major companies rely on TSC Printronix Auto ID to provide asset tracking and identification solutions. We have a proven track-record in providing solutions to key industries and specialize in adapting solutions to meet diverse business needs.



MANUFACTURING



LOGISTICS



RETAIL



AUTOMOTIVE



FOOD & BEVERAGE



HEALTHCARE

DESKTOP

MOBILE
DESKTOP
INDUSTRIAL
MOBILE
DESKTOP
INDUSTRIAL



TSC Auto ID Performance Product Line

TSC printers offer a wide array of options that are **high performance and cost-effective**.

Our Performance printers are known for high-quality and affordability. We offer a wide range of printers for diverse applications from rugged mobile, budget-friendly desktop, to high-performance industrial printers. These printers can easily fit into almost any environment with the power of our TSPL-EZD firmware that is capable of providing extensive customizations and supports most major printer languages right out of the box. Our printers are easy to install, service, and manage with the support of TSC Console and SOTI Connect remote printer management software with enhanced features and tools. Customers have the power to control their printer fleet from anywhere from a single seat.



Key Features



Highly Customizable

A wide selection of hardware and compatible supplies allows for high levels of customizations on any TSC device in our Late Point Configuration center.



Wide Range of Products

An extensive variety of printer selection gives customers options across all levels of printers from mobile to industrial applications.



Printer Language Support

Emulations of most major printer languages enables easy plug-and-play in most applications with TSPL-EZD firmware.



TSC Console

TSC Console provides advanced remote printer management capabilities across all TSC performance printer models for multiple tasks and reduced maintenance costs.



SOTI Connect

SOTI Connect Remote Management is available for select TSC Printronix Auto ID printers and promotes enhanced enterprise mobility management across your fleet from any location.

Mobile Printers



Print receipts and labels on the go and on-demand. Our small, lightweight, and rugged mobile printers with long battery life are made to last the entire workday and efficiently print at the point of application to reduce downtime and increase production. Our mobile printers are capable of printing linerless labels that help reduce waste and boost productivity. A full line of accessories are available.



■ Alpha-30L

The new Alpha-30L mobile printers propel you into the next generation of smart, enhanced technology solutions for industrial-grade label printing applications.



■ Alpha-40L

The Alpha-40L mobile printers also provide a full line of accessories to assist in performing diverse labeling tasks while on the go, especially in rigorous logistics applications.



■ Alpha-2R

The Alpha-2R is a comfortable, lightweight printer capable of working with any mobile printing application where you need access to quick, simple receipts or tickets.



■ Alpha-3R

The Alpha-3R is a comfortable, lightweight printer capable of printing labels on demand, and built for durability and can withstand up to 5-foot falls and keep printing.



■ Alpha-4L

The Alpha-4L direct thermal portable label printer features a rugged design and reliable performance. Accessories such as a linerless printing option save time, money, and resources.



■ TDM Series

The TDM Series features a rugged palm-sized design for easy, on-the-go printing for over 17 hours on a single battery charge.

Desktop Printers



We manufacture one of the largest selections of desktop printers on the market. Designed to the highest quality standards, our desktop printers are also budget-friendly and customizable to adapt to a wide variety of industries and applications. Our desktop printers come standard with premium features like high-resolution, RFID, and remote printer management.



■ TX Series

Available in three models, the TX series is ideal for printing high volume shipping labels, high resolution product marking and graphic solutions.



■ TC Series

The TC Series can produce 4-inch-wide labels, tags or receipts at up to 6 ips, offering one of the best price-performance combinations on the desktop printer market.



■ DA Series

The DA Series features a user-friendly design ideal for a wide variety of applications including product marking, point of sale, retail, small office, shipping labels, and many more at a very competitive price.



■ TE Series

The TE Series features our value-leading, most affordable desktop printer models. Using half-inch core ribbons up to 110 m, the TE Series models offer a popular footprint to meet nearly any customer's label printing needs at an attractive price.



■ TTP Series

The TTP Series brings TSC quality, innovation, reliability and value in a small printer footprint. It delivers premium performance for most retail, medical and office applications at an affordable price.



■ TDP Series

The TDP Series features a compact design and high-performance engine and is ideal for healthcare, retail and asset tagging labeling applications.

Industrial Printers



Our Performance industrial printer selection is built for high-performance and high-volume printing. With some of our fastest print speeds and premium printhead technology, our Performance industrial thermal printers deliver high quality, crisp and clear labels for nearly any industrial printing application. Our industrial printers come enhanced with features like colorful LCD displays, multiple resolutions, and extensive communication options including Wi-Fi and Bluetooth.



■ MB Series

The MB Series of industrial thermal label printers is a value leader for 4-inch-wide light industrial label printing.



■ MH Series

The MH Series features is our flagship industrial barcode label printer with premium printhead technology, fast processor, and memory capacity to print high quality labels at the fastest speeds.



■ MX Series

Featuring our fastest print speeds ever, the MX Series boosts productivity with and is ideal for applications that include manufacturing, logistics, shipping, and product identification.



■ TTP Series

With its high quality printhead and fast processor, the TTP Series is ideal for a wide range of industrial duty printing, from healthcare patient safety, electronics and jewelry labeling to shipping and distribution labels.



■ ML Series*

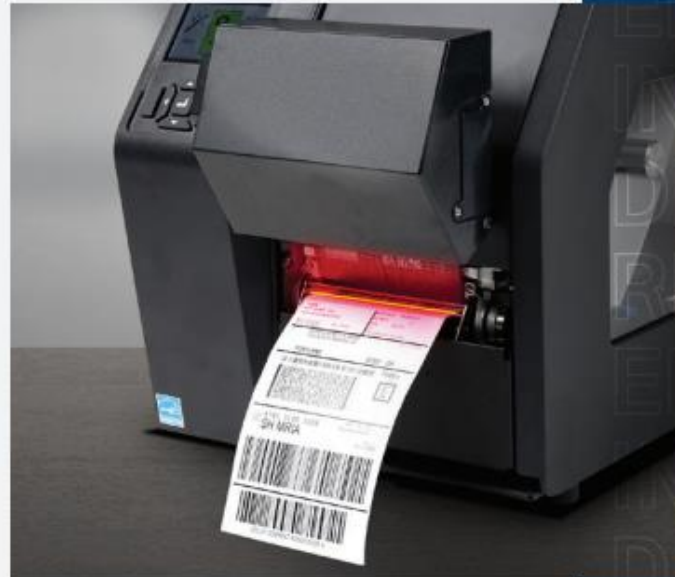
The ML Series is a new generation of smaller industrial barcode label printers that are designed to fit into more work areas. It features a durable design, ease-of-use, noise-reduced printing, self-diagnostic TPH Care and easy maintenance.

*ML Series is a special order item

Printronix Auto ID Enterprise Product Line

The Printronix Auto ID products and solutions are ideal for enterprise customers who put a high value on **performance, ease and flexibility of integration, and high reliability.**

All products are built on the Printronix System Architecture (PSA) with numerous features, including support for nine competitor printer languages, the latest Wi-Fi technology, including enterprise-grade security, and support for remote management software. In addition, Printronix Auto ID printers offer extensive RFID encoding options on both desktop and industrial models, as well as integrated inline barcode verification solutions. Printronix Auto ID products are designed and tested for high reliability and durability to withstand the most challenging environments.



Key Features



PSA

PSA is the common design platform on which all Printronix Auto ID printers are built. PSA allows for easy plug-and-play by supporting most major thermal printer languages.



SOTI Connect

SOTI Connect Remote Management promotes enhanced enterprise mobility management across your fleet from any location.



RFID

RFID Encoding enables improved asset visibility and tracking.



PrintNet Enterprise

PNE Remote Management allows for simple, remote printer management from a single dashboard.



Barcode Verification

Inline Barcode Verification ensures each barcode label is scannable, verified, and meets industry standards.

Enterprise Printers



Considered rugged workhorses, our full range of mid-range to enterprise-level industrial barcode label printers are designed for the most demanding environments. Available in a wide selection of sizes, our enterprise printers deliver high performance, flexibility, and reliability through a range of printer language emulations and secure and reliable wireless connectivity options. All of these printers are equipped with SOTI Connect remote printer management.



■ T800 Desktop Printer

The T800 high-performance desktop printer has industrial features and is built on the reliable Printronix System Architecture (PSA). This enterprise printer includes extensive Wi-Fi capabilities and top of the line security and printer management.



■ T4000 Compact Barcode Printer

The T4000 is our entry-level industrial enterprise printer with flexibility to fit into almost any environment. It can successfully emulate 9 major printer languages for seamless integration.



■ T6000e Mid-Range Barcode Printer

Featured in RFID Journal's Top 10 Products of 2020, the T6000e sets the standard for productivity and versatility in fast paced environments where speed, exceptional print quality, and advanced features are needed.



■ T8000 High-End Industrial Printer

Our most durable 24/7 enterprise printer with 4-in., 6-in., 8-in. widths, the T8000 Series is built for durability, compatible with remote printer management software, and includes a host of tools and emulations that allow it to install easily into existing applications.

RFID Printers



Our RFID printers offer solutions for a wide range of applications from enterprise-level desktop printers to high-volume industrial printers. We offer high-performance features, including 4-inch and 6-inch print widths, the ability to print on standard RFID labels and on-metal tags and up to 600 dpi for small labels. Printronic Auto ID RFID printers are enhanced to include high-speed encoding, high-memory encoding, and RFID upgrade kits. Our printers are easy to use, easy to calibrate and offer compatibility with PrintNet Enterprise remote printer management software.



■ T800 Desktop Printer

The T800 high-performance RFID printer offers industrial features in a desktop footprint including, tracking products throughout the supply chain, taking inventory in real-time, and quickly locating assets within the enterprise.



■ T4000 Compact Barcode Printer

The T4000 offers industrial printer features the ability to encode on both standard and on-metal RFID tags.



■ T6000e Mid-Range Barcode Printer

Featured in RFID Journal's Top 10 Products of 2020, the T6000e offers top of the line RFID encoding abilities including high-speed and high-memory encoding.



RFID Upgrade Kits

Compatible with the T4000 and T6000e printers, customers are able to transform their standard printer into an RFID printer with an RFID upgrade kit.

Barcode Verification Printers



■ T6000e Mid-Range Barcode Printer

The award-winning T6000e with ODV-1D and ODV-2D inline barcode verifier technology is also compatible with the optional top-of-the-line RFID high-speed encoding abilities.

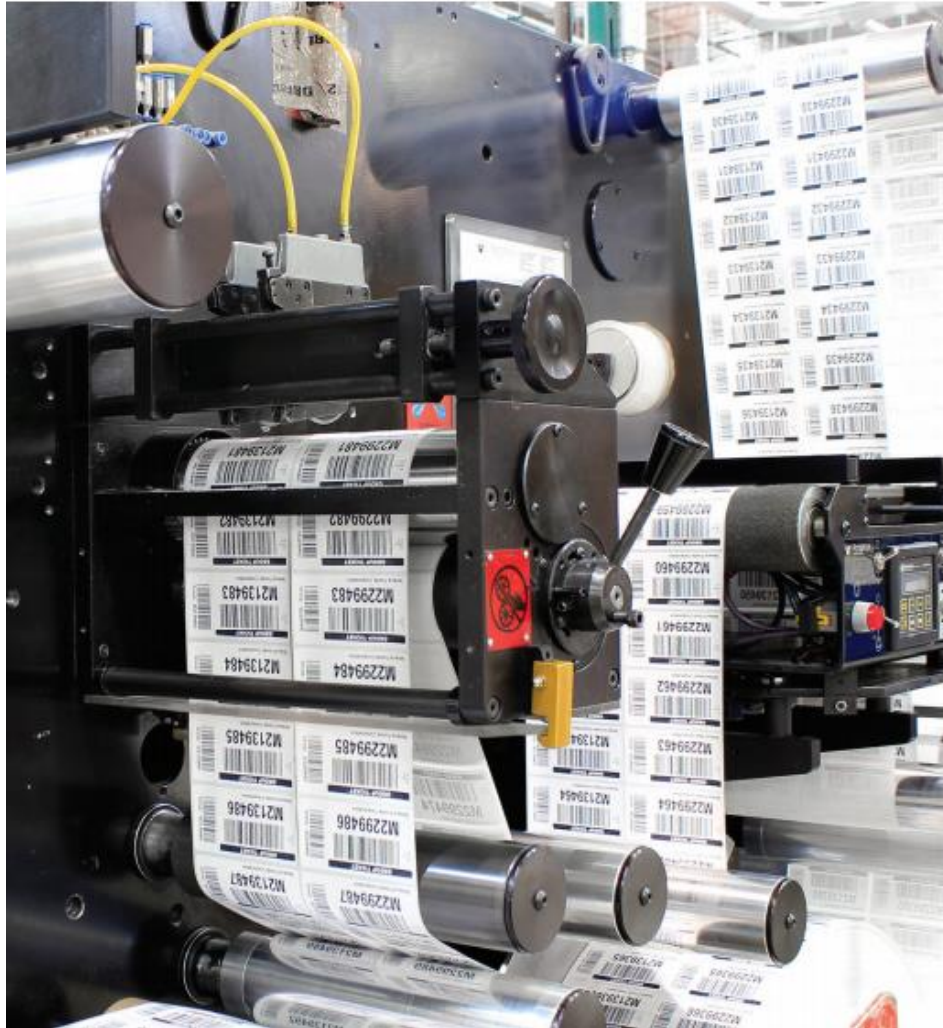


■ T8000 High-End Industrial Printer

Our most versatile enterprise-grade industrial printer, the T8000 Series with ODV-1D and ODV-2D inline barcode verification takes productivity and performance to new heights.

Printronix Auto ID inline data verification technology is integrated into our Printronix Auto ID industrial thermal printers. Easy to use, our barcode verification technology reads each barcode as it is printed, strikes out rejected barcodes and reprints a new label. Printronix Auto ID printers with barcode verification give customers confidence that every barcode label they send out will be accurate and printed at the highest level of quality. The ODV-2D pays for itself by eliminating costly charge backs and fines for non-conforming labels. Available as an option on the T8000 and T6000e thermal printers.

Genuine Supplies

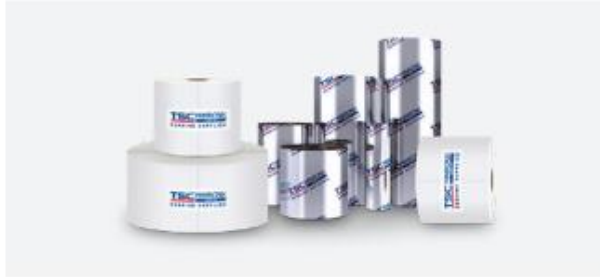


Our product expertise runs deep and our supplies knowledge base is comprehensive.

With product experts that can guide you through all stages of your consumables application, you can be assured that your supplies will be optimized in form, fit and function.



Genuine Supplies Products



Thermal Printing Solutions



UHF RFID Labels



Wristbands



Inkjet Labels and Tanks



Custom Labels



Cleaning Supplies

Remote Printer Management

Printer Management Made Easy



SOTI Connect

SOTI Connect is an Enterprise Mobility Management (EEM) software that provides complete lifecycle management of TSC Printronix Auto ID mobile, desktop, industrial, and RFID printer models.



TSC Console

TSC Console is a free software for quickly and remotely monitoring printers, configuring settings, deploying programs, and troubleshooting problems.



PrintNet Enterprise

PrintNet Enterprise is a free software that allow you to easily organize your Printronix Auto ID thermal and RFID printers in a single dashboard from which you can remotely monitor and control them from any networked PC.



財務報告

30 Years in the Making

Established in 1991

Today, TSC Printronix Auto ID is a trusted source for barcode label printing solutions with one of the largest hardware product offerings in the industry. Customers choose TSC Printronix Auto ID for reliable, high-performance products, incredible value, and local support.

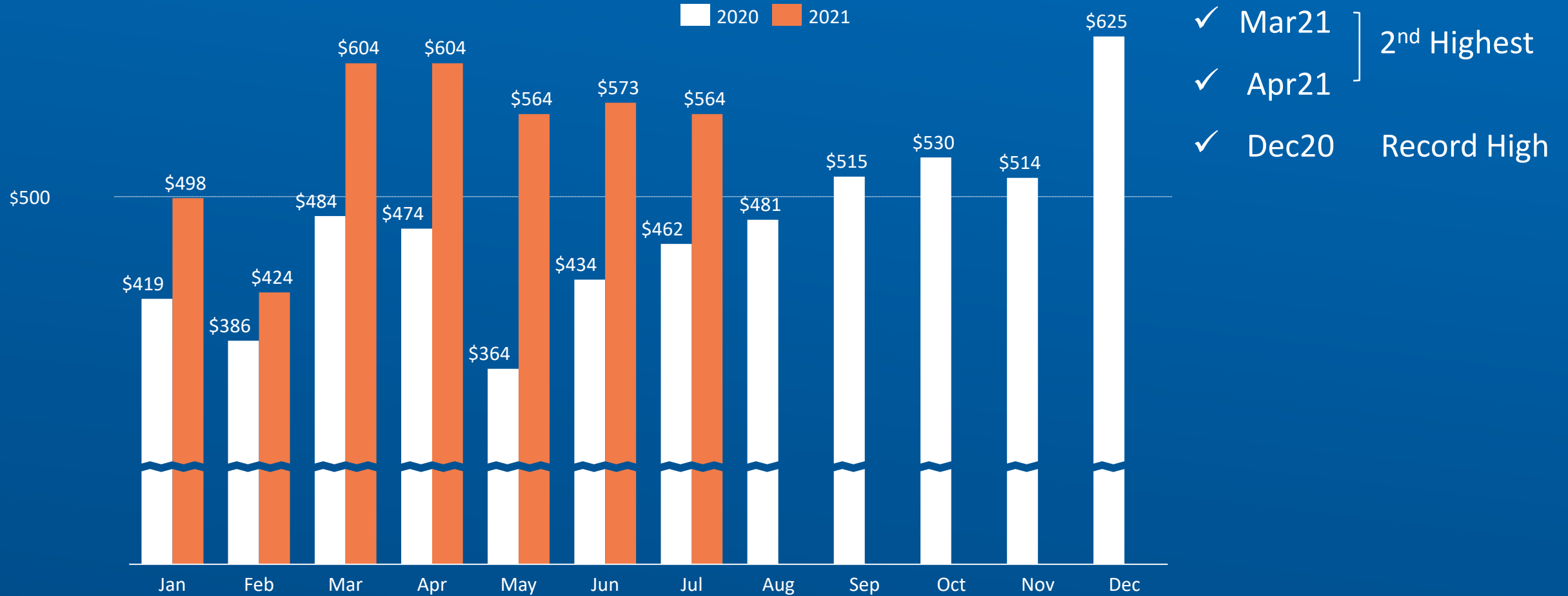
We join our teams all across the world to celebrate 30 years of being a world-class barcode label printer manufacturer.



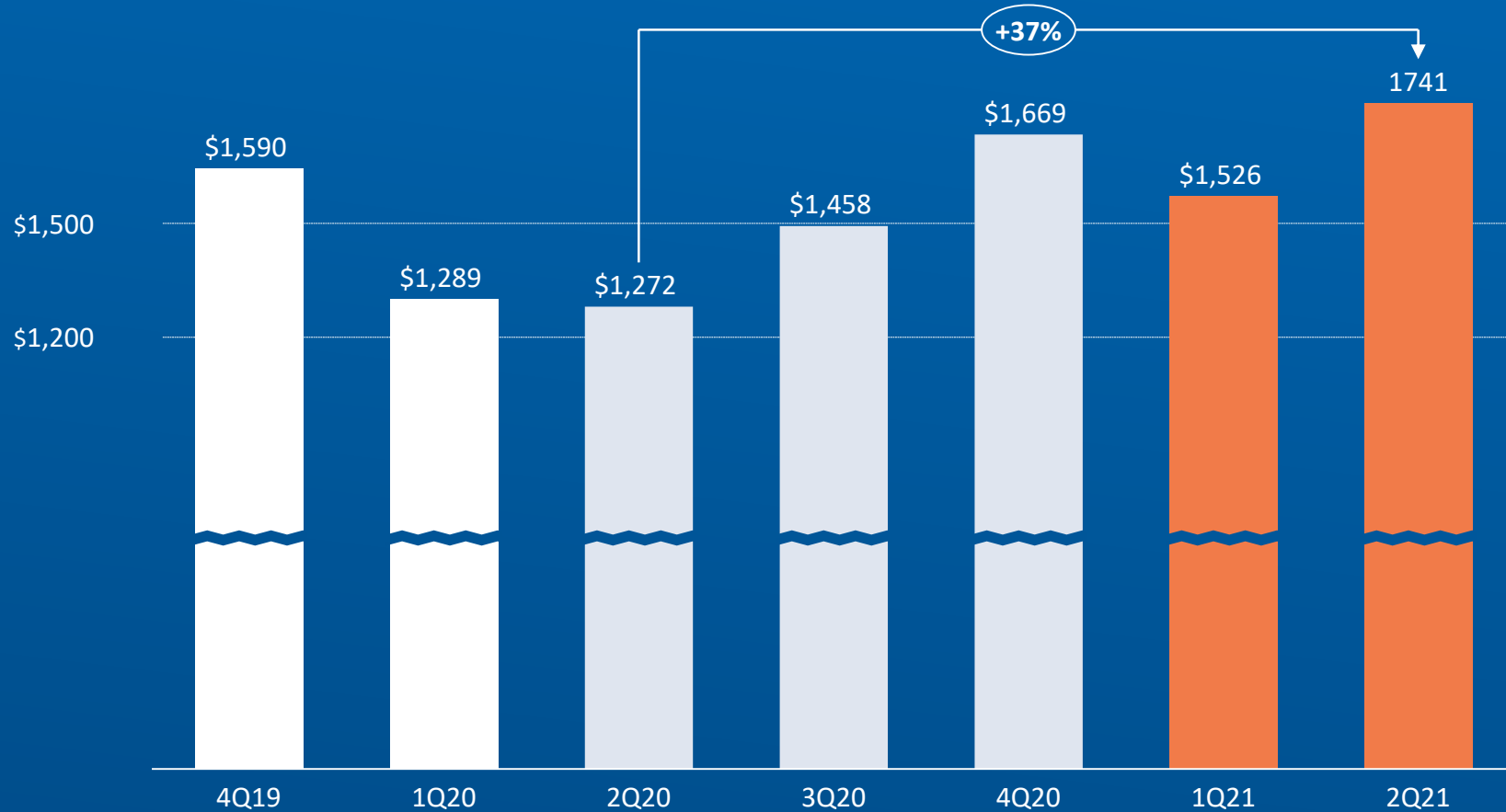
2Q21 營運摘要

- ✓ **Delivered better results YoY in terms of sales, gross profit, and EPS contributed to strong demand rebound from the pandemic and benefitting from continued investments in 2020**
- ✓ **Record-high sales reported in 2Q21; strong momentum behind printers and labels business and across all regions**
- ✓ **Some materials are secured through spot market with higher prices, and freight capacity and shipping container shortage affected our deliveries schedules**
- ✓ **Basic EPS NT\$ 5.01, up from NT\$ 3.28 or +52.7% YoY**

月營收比較表



季度營收比較

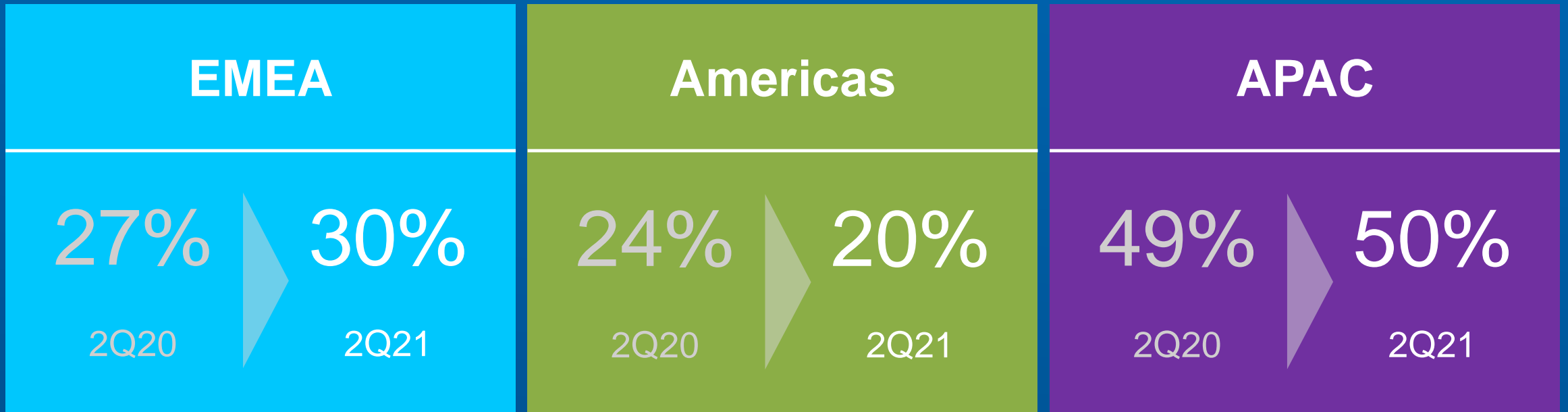


- ✓ 1H21 +27% yoy
- ✓ 2Q21 Record High
- ✓ 1Q21 New High (over the same period)
- ✓ 4Q20 2nd Highest

營收占比 – 2Q21



印表機營收佔比* – 2Q21



* excluding NTD FX impact

季度綜合損益摘要

NTD millions	2Q21		2Q20		YoY		Note
Net Sales	1,736	100%	1,272	100%	464	36%	Favorable
Gross Profit	579	33.3%	430	33.8%	149	-0.4 ppt	Unfavorable
Operating Expenses	300	17%	252	20%	48	19%	Favorable
Operating Income	279	16.1%	178	14.0%	101	+2.1 pts	Favorable
Non-Ops Income	20	1%	13	1%	8	63%	Favorable
Net Income	213	12.2%	139	11.0%	73	+1.3 pts	Favorable
EPS (Basic), NTD	5.01		3.28		1.73		

半年度綜合損益摘要

NTD millions	1H21		1H20		YoY		Note
Net Sales	3,261	100%	2,561	100%	700	27%	Favorable
Gross Profit	1,104	33.9%	889	34.7%	215	-0.8 ppt	Unfavorable
Operating Expenses	587	18%	539	21%	48	9%	Favorable
Operating Income	518	15.9%	350	13.7%	167	+2.2 pts	Favorable
Non-Ops Income	22	1%	14	1%	8	62%	Favorable
Net Income	388	11.9%	269	10.5%	119	+1.4 pts	Favorable
EPS (Basic), NTD	9.14		6.33		2.81		

其他重要財務資訊

NTD thousands	2Q21 YTD	2Q20 YTD
Net Income b/f Taxes	540	364
Net Changes in Operating	137	140
Net Changes in Asset / Liab..	(174)	(74)
Interest & Taxes Paid	(160)	(85)
Net Cash from Operating	342	345
Purchases of L-T Investment		(77)
Capital Expenses	(81)	(46)
Prepaid for Machinery	(7)	(20)
Others	(8)	(6)
Net Cash from Investing	(96)	(149)
L-T Borrowing (Payment)	(330)	31
Leasehold & Others	56	(161)
Interest Paid	(13)	(21)
Net Cash from Financing	(287)	(152)
Net Cash & Cash Equivalents	1,257	960

NTD thousands	2Q21 YTD	2Q20 YTD
Cash & Cash Equivalents	1,257	960
Account Receivable	1,315	910
Inventory	1,022	959
Other Current Assets	98	101
Current Asset, Total	3,692	2,930
Non Current Asset, Total	3,885	3,757
Total Asset	7,577	6,687
Account Payable	782	479
Short Term Borrowing	876	875
Other Current Liability	1,094	950
Current Liability, Total	2,752	2,304
Long Term Liability, Total	1,283	1,550
Total Liability	4,035	3,854
Equity	3,542	2,833
Liability & Equity	7,577	6,687

營運概況



Gross Margin impact

- Material & component shortage
- Shipping & freight costs
- Sales mix amid printers & labels
- Taiwan dollar currency exchange rate

Thank You

TSC Auto ID tscprinters.com | **Printronix Auto ID** printronixautoid.com

