



TSC Auto ID IR Conference Call

Code: 3611

2022.03

Agenda

- **Financial Update**
- **Market Trend and Products**
- **Q&A**

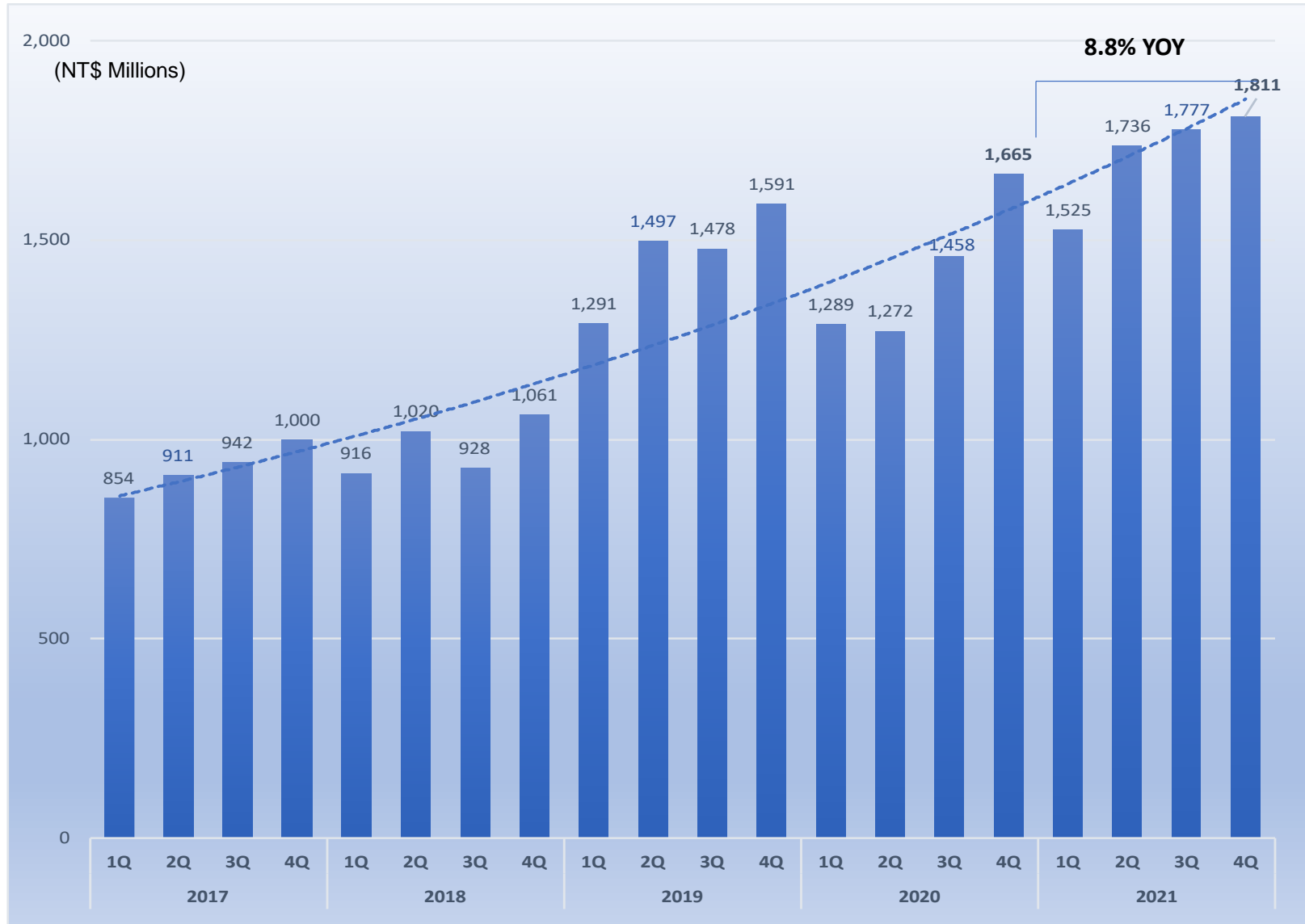
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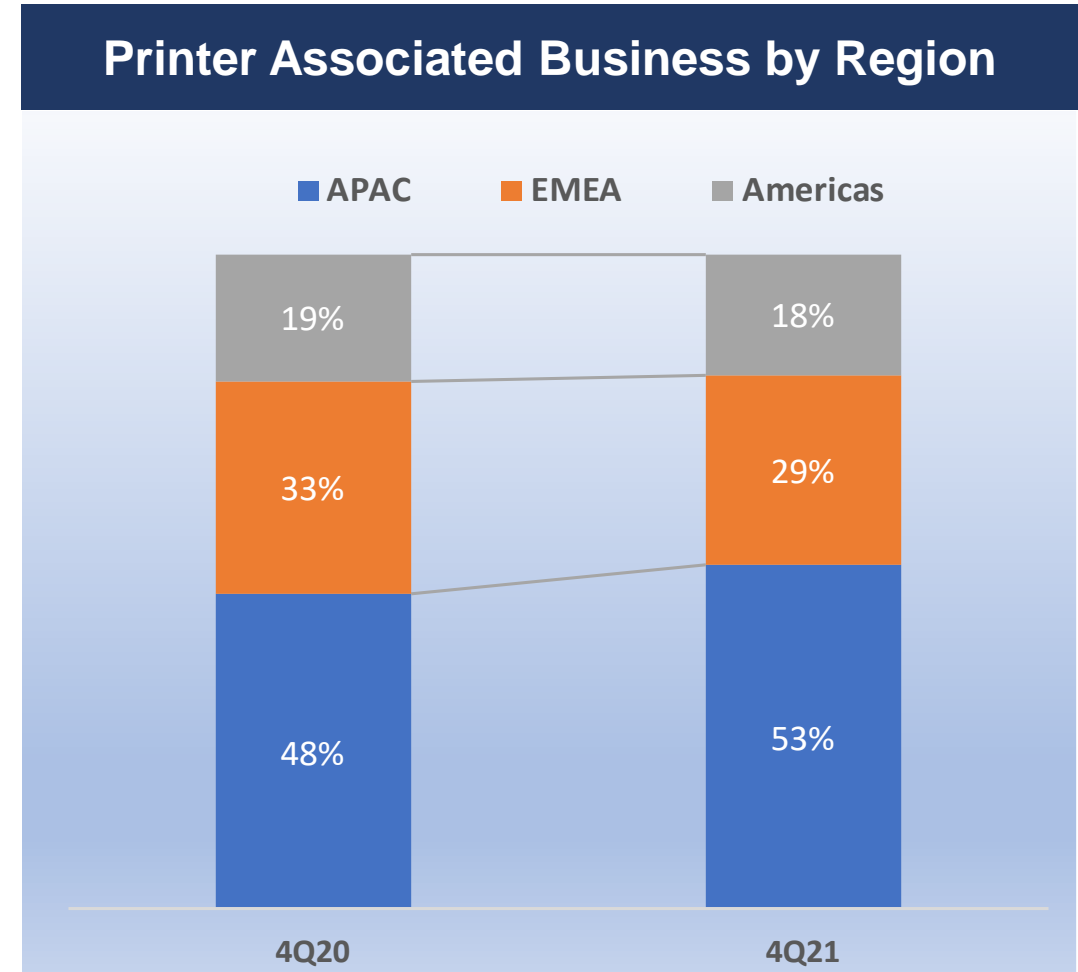
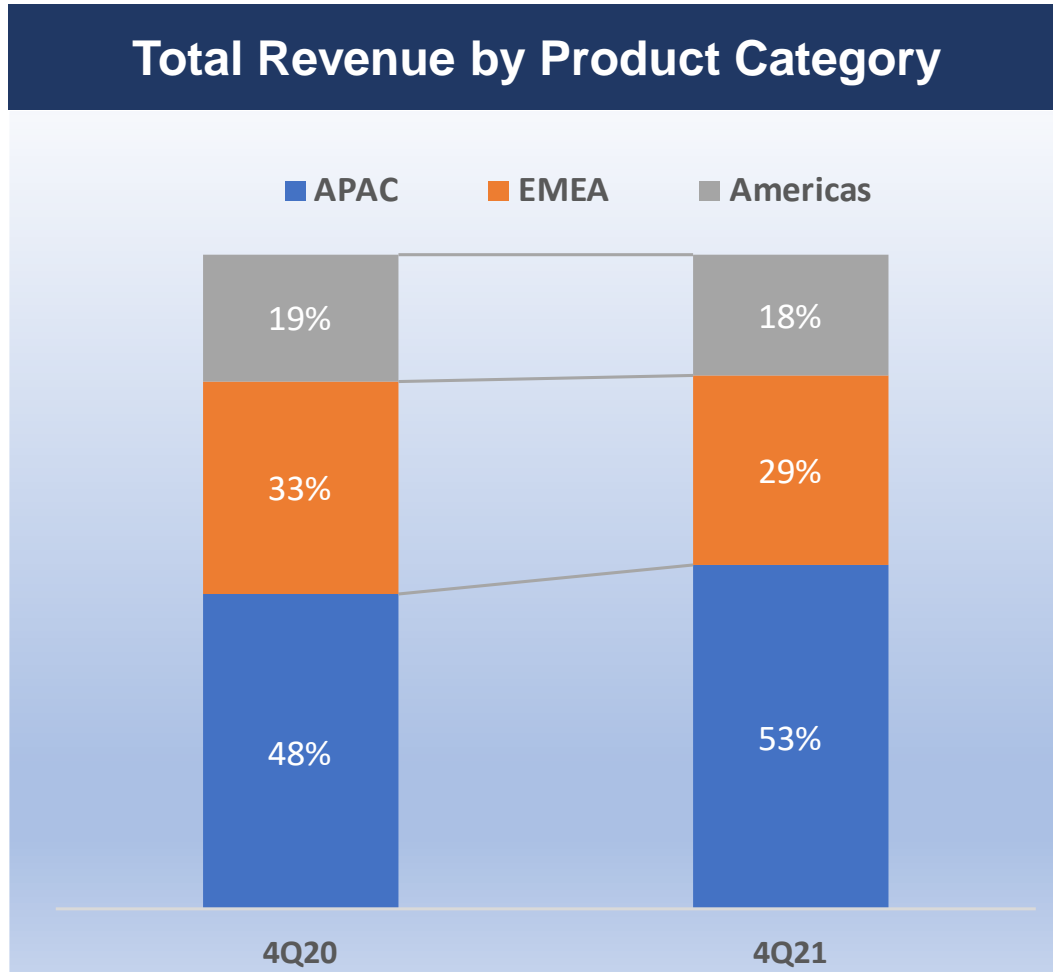
Financial Update

Quarterly Revenue Trend



- ✓ Record-high 4Q21 revenue, YoY+8.8%
- ✓ Avg. NT\$ 1.71 Billion, the last 4 quarters

Revenue Contribution – 4Q20 vs 4Q21



Fourth Quarter P&L Summary

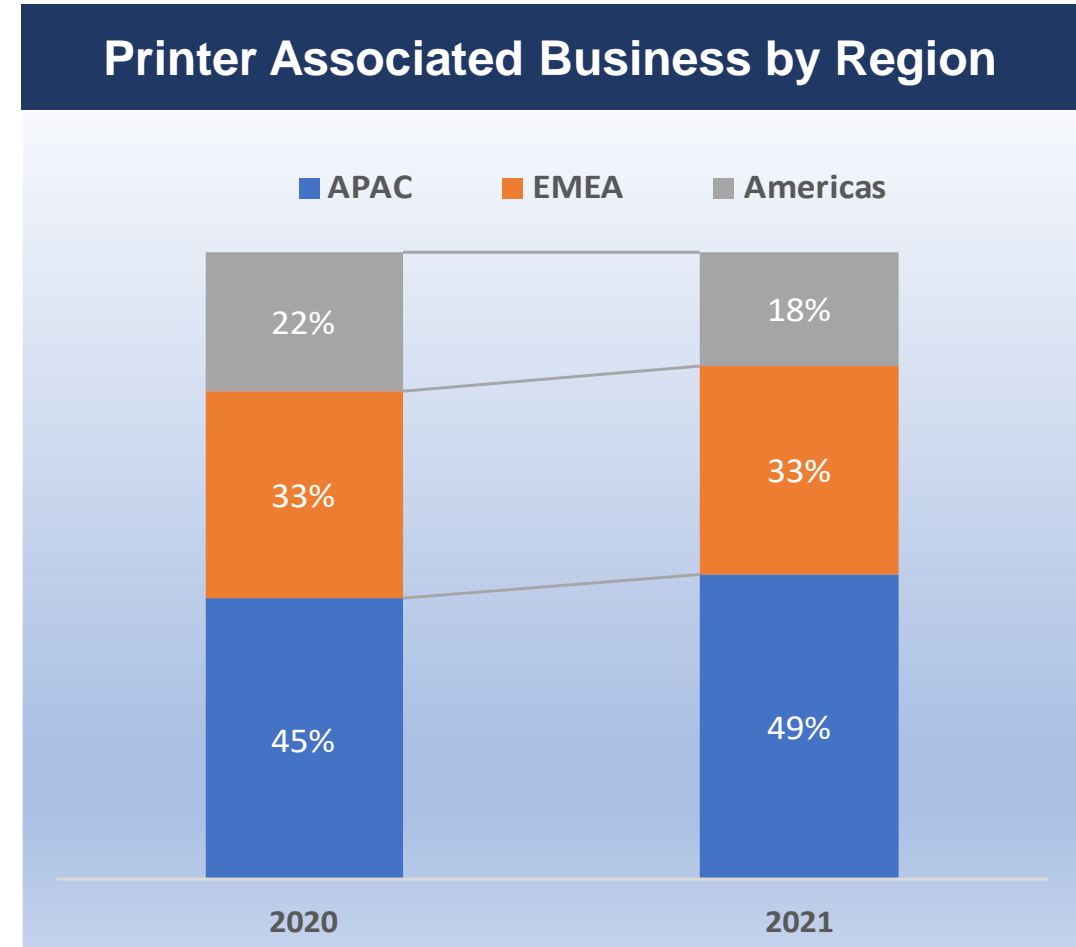
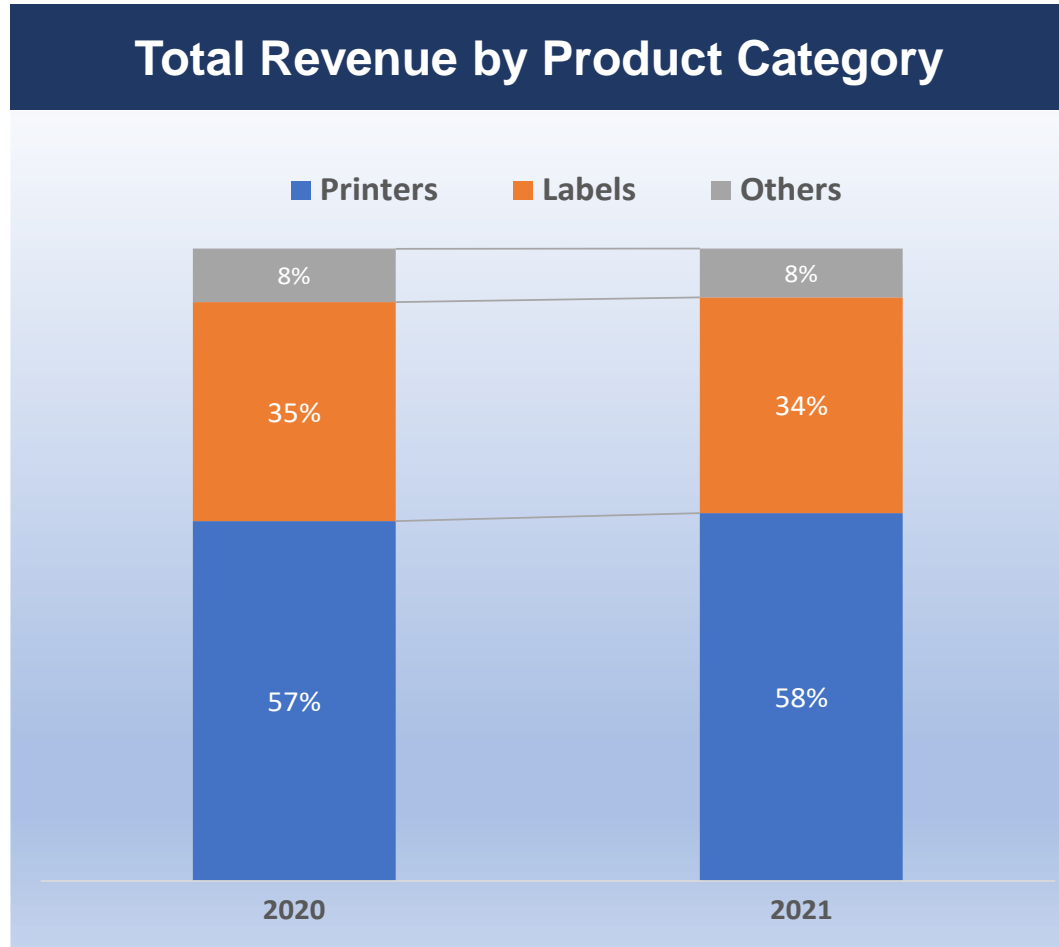
(NT\$ Millions)	4Q21		4Q20		YoY	
Net Sales	1,811	100.0%	1,665	100.0%	146	8.8%
Cost of Goods Sold	1,218	67.3%	1,063	63.9%	155	14.6%
Gross Profit	592	32.7%	601	36.1%	(9)	-3.4 pts
Operating exepnses	337	18.6%	303	18.2%	34	11.1%
Operating Income	255	14.1%	298	17.9%	(43)	-3.8 pts
Non-operating income (loss)	.01	0.0%	20	1.2%	(20)	-99.9%
Earnings Before Tax	255	14.1%	318	19.1%	(62)	-5 pts
Tax	71	3.9%	63	3.8%	8	12.6%
Net Income	185	10.2%	255	15.3%	(70)	-5.1 pts
EPS (Basic), NTD	4.35		6.00		(1.65)	

Annual Revenue Trend



- ✓ Record-high 2021 revenue NT\$ 6.8 Billion; YoY+20%
- ✓ CAGR 19.2% 2008~2021

Revenue Contribution – 2020 vs 2021



Label Business



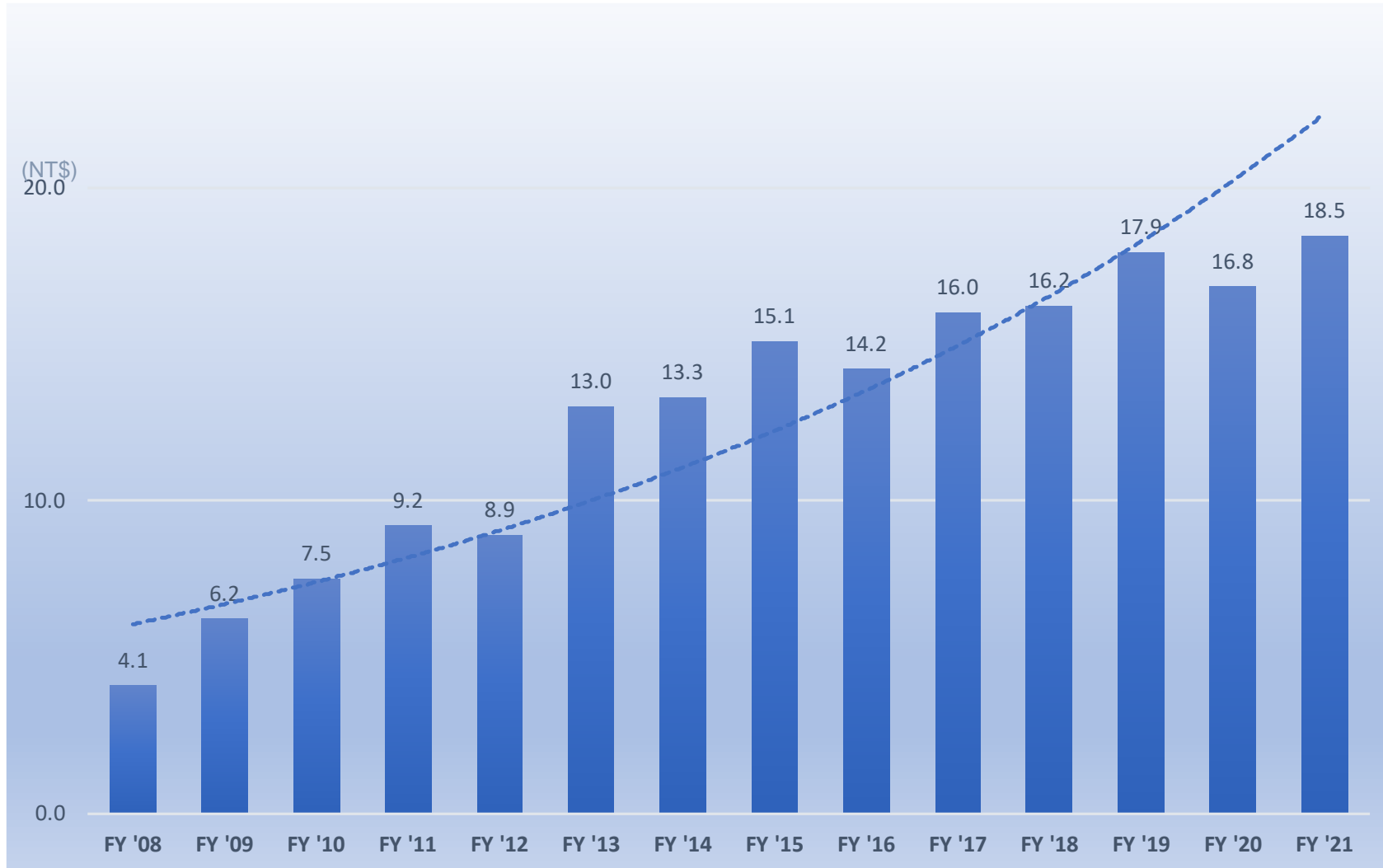
- ✓ Record-high 2021 revenue US\$ 84M; YoY 25.8%
- ✓ CAGR 20.6% 2019~2021
- ✓ Solid business growth supported by strong demand from both new and existing customers

*Acquisition of DLS was completed in 2019.01

FY 2021 P&L Summary

(NT\$ Millions)	2021		2020		YoY	
Net Sales	6,849	100.0%	5,684	100.0%	1,165	20.5%
Cost of Goods Sold	4,573	66.8%	3,661	64.4%	912	24.9%
Gross Profit	2,275	33.2%	2,023	35.6%	253	-2.4 pts
Operating exepnses	1,225	17.9%	1,106	19.5%	120	10.8%
Operating Income	1,050	15.3%	917	16.1%	133	-0.8 ppt
Non-operating income (loss)	33	0.5%	26	0.5%	6	24.8%
Earnings Before Tax	1,083	15.8%	943	16.6%	139	-0.8 ppt
Tax	298	4.4%	228	4.0%	70	30.8%
Net Income	784	11.5%	715	12.6%	69	-1.1 pts
EPS (Basic), NTD	18.47		16.84		3.25	

Annual EPS



- ✓ 2021 EPS NT\$ 18.5
- ✓ CAGR 13.4% 2008~2021
- ✓ Over NT\$ 10 for 9 consecutive years

Other Financials

(NT\$ Million)

Selected Item from Balance Sheets

Cash & Marketable Securities		
Accounts Receivable		
Inventories		
Net PP&E		
Long-term Investments		
Total Assets		
ST Borrowings&Current Portion of LT Debt		
Accounts Payable		
Long-term Interest-bearing Debts		
Total Liabilities		
Total Shareholders' Equity		

Changes in Cash Flow

Cash from Operating Activities		
Cash from Investing Activities		
Cash from Financing Activities		
Effect of Foreign Exchange Rates		
Net Changes in Cash		

2021	
1,203	16%
1,270	17%
1,158	15%
1,015	13%
1,069	14%
7,670	100%
616	8%
758	10%
835	11%
3,582	47%
4,088	53%
952	
(152)	
(888)	
(20)	
(108)	

2020	
1,309	18%
1,104	16%
779	11%
973	14%
846	12%
7,103	100%
799	11%
540	8%
1,026	14%
3,552	50%
3,551	50%
1,125	
(150)	
(591)	
4	
387	

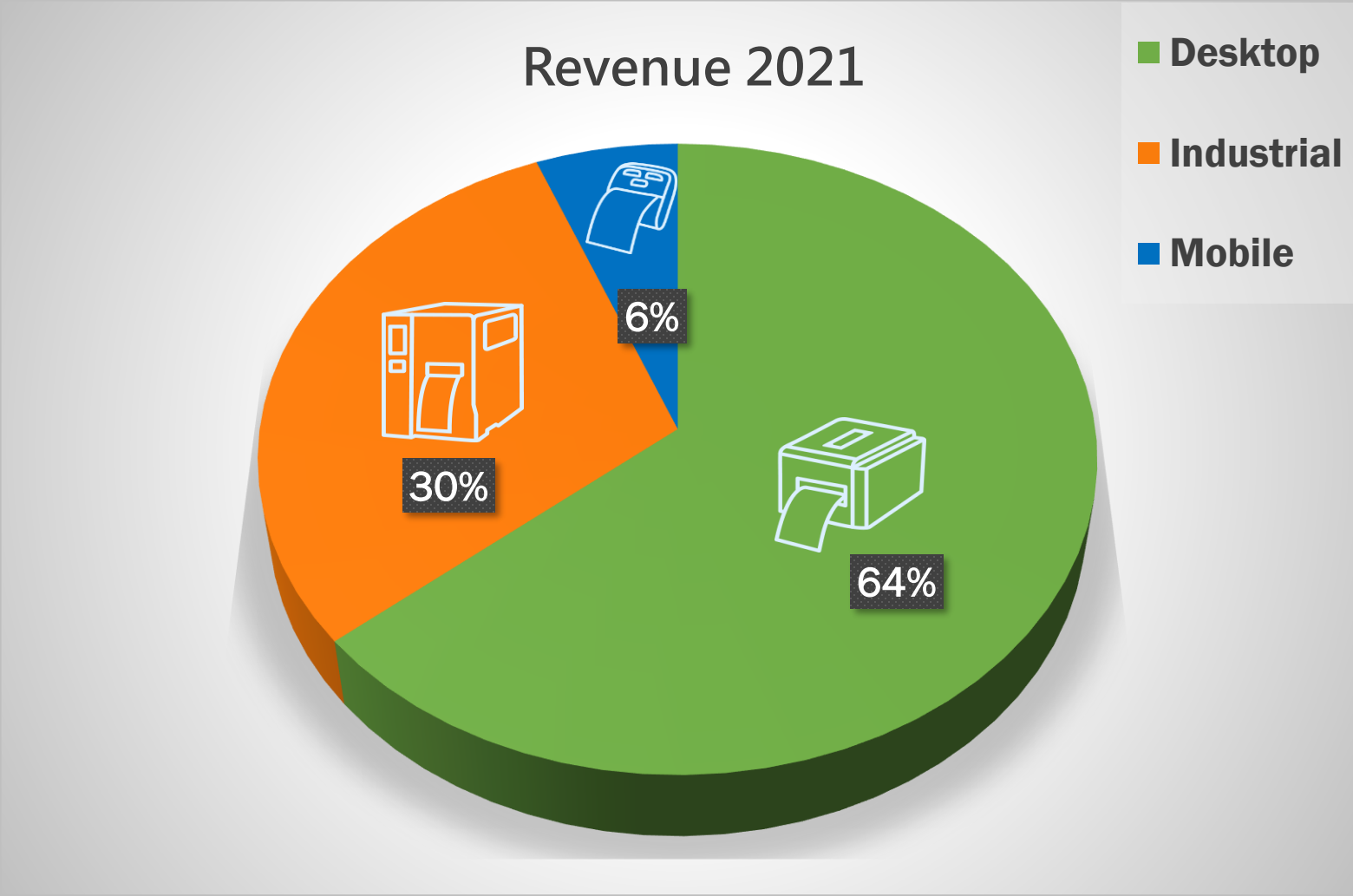
YoY
(106)
166
379
42
223
567
(183)
218
(191)
30
537
(173)
(2)
(296)
(24)
(495)

Market Trend & Products

Agenda

- **Revenue by Product Category**
- **Market Trend**
- **Barcode Printer Technology Trend**
- **Integrated Print Solutions**
- **Multiple Value-Added Service Option**

Revenue by Product Category



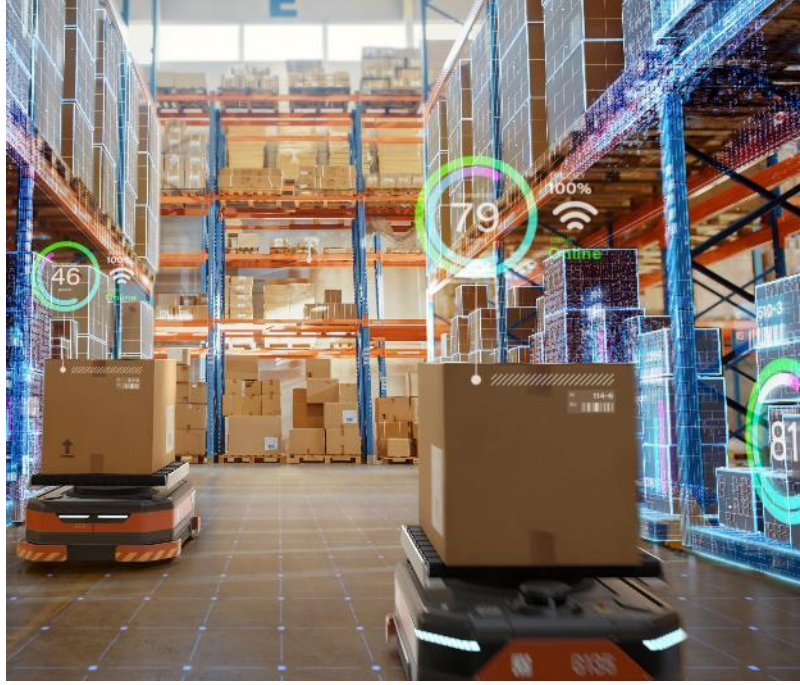
Market Trend



E-Commerce & Omnichannel



Supply Chain Visibility



Warehouse and Manufacturing Automation

Latest Technology Trends



Auto Barcode
Inspection



RFID



Integrated Print
Solutions

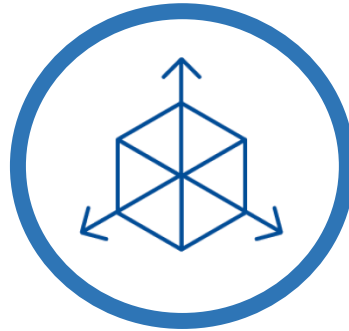
Integrated Print Solutions

- Design, Manage, and Integrate Label Production to Boost Productivity in an Ever-Changing Environment



Management

Remote access to printer fleet
Real-time printer health
monitoring and
troubleshooting



Flexibility

Easy configuration to meet
application requirements
Hassle-free integration



Insights

Preventative maintenance
reporting
Supplies usage calculation

Integrated Print Solutions

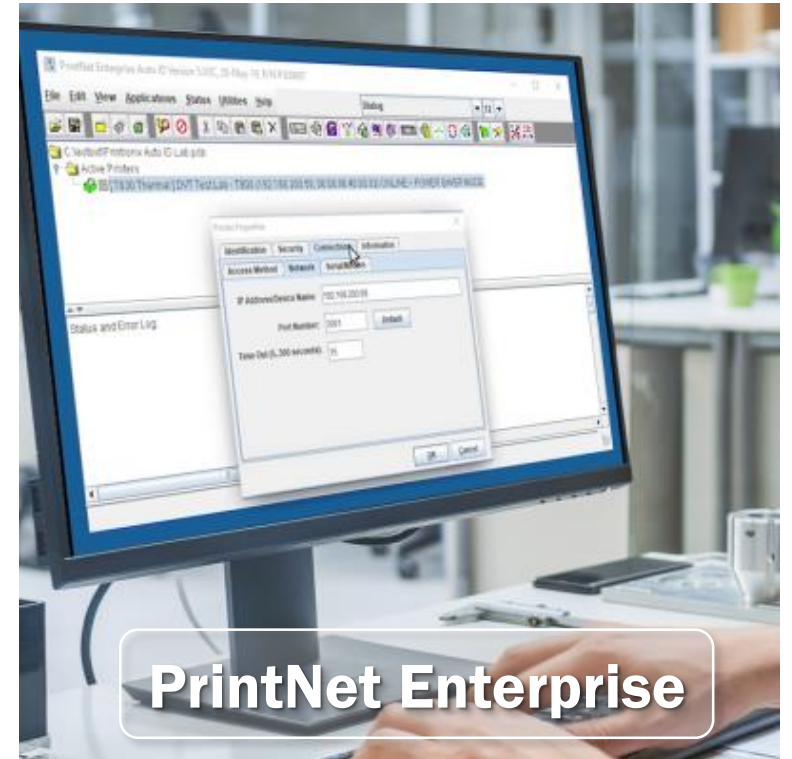
- Quickly and remotely monitor printers, configure settings, deploy programs, and troubleshoot problems



Cross platforms and brands



Support TSC Printer



Support Printronix Printer

Integrated Print Solutions

- Makes updating interactive touch panel menus and label designs easy. Streamline print operation at your Workplace and On-the-Go



No programming is required
for the design



Offer seamless printing operation on
mobile devices

Multiple Value-Added Service Option

Flexible local service,
increase your printer up time

- On-Site Service
- Extended Warranty
- Comprehensive Warranty
- Customized value-added Service



Q&A

Thank You

TSC Printronix Auto ID tscprinters.com

