



TSC Auto ID IR Conference Call

Code: 3611

2022.11

Agenda

- **Financial Update**
- **Q&A**

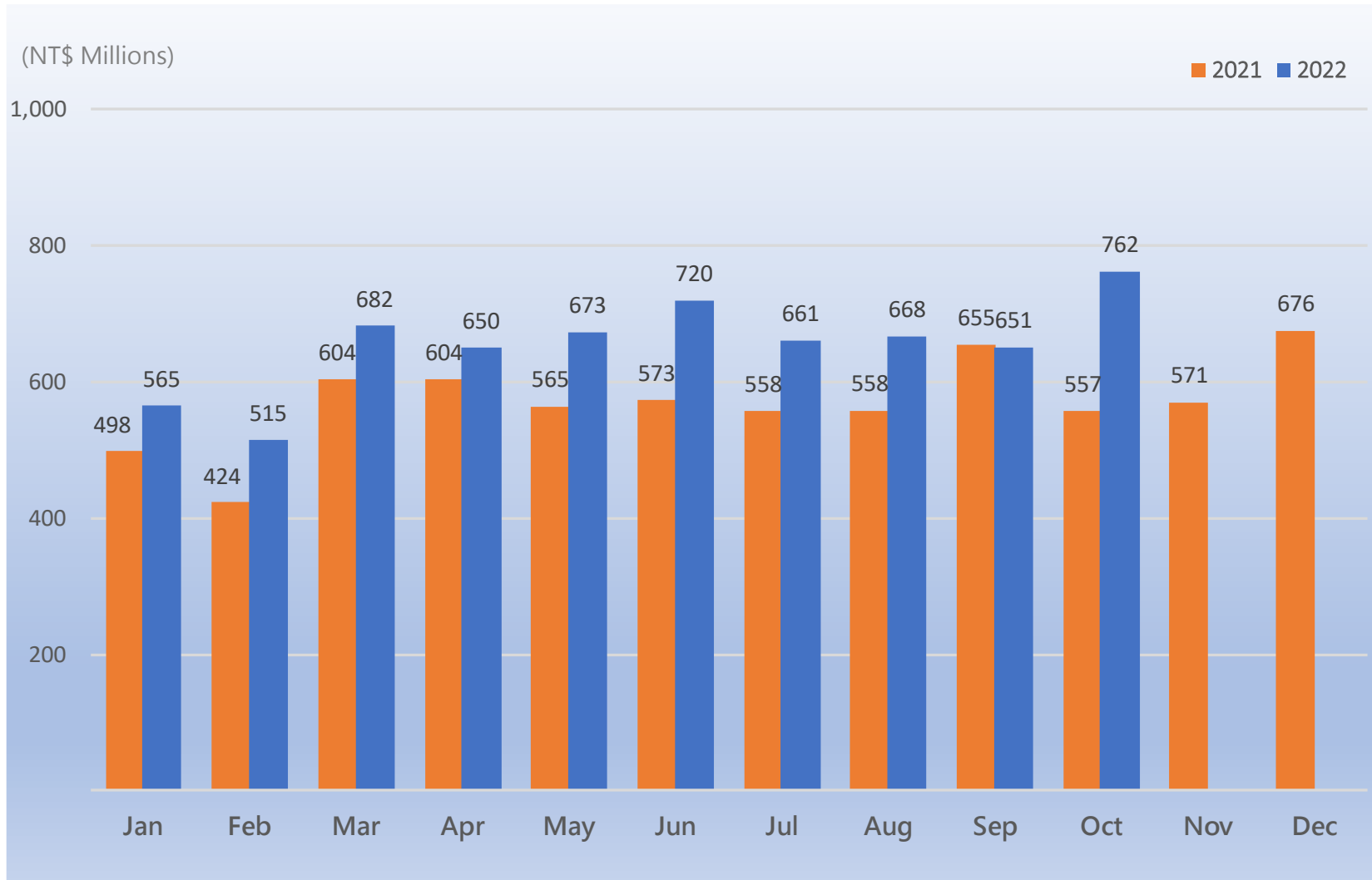
免責聲明 Disclaimer

簡報所提供之資訊可能含有前瞻性敘述，實際結果可能與這些前瞻性敘述大不相同。簡報資料中所提供之資訊並未明示或暗示的表達或保證其具有正確性及完整性，亦不代表鼎翰科技股份有限公司(本公司)對產業狀況或後續重大發展的完整論述。

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.

Financial Update

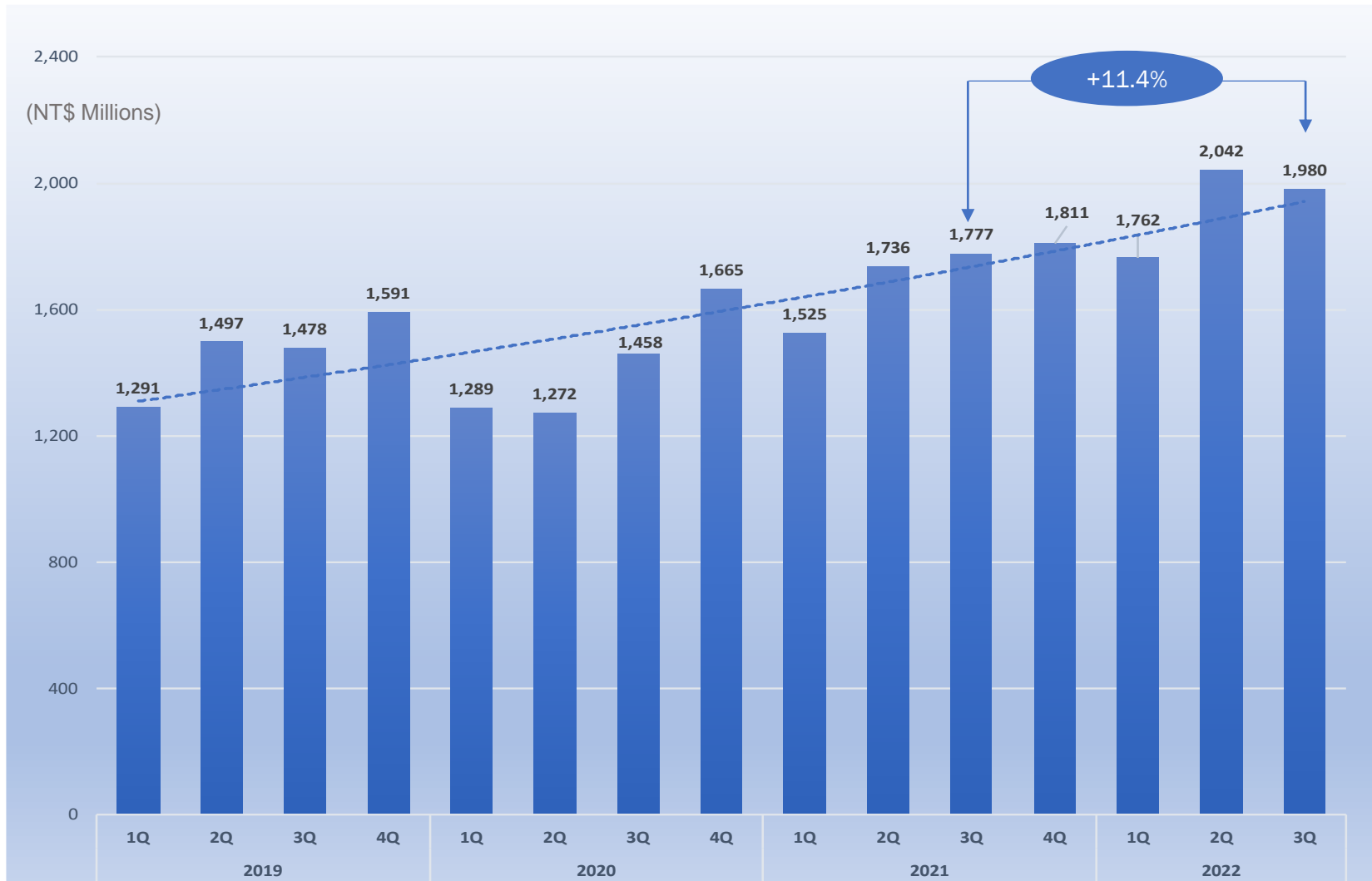
Monthly Revenue Trend



✓ Record-high in Oct 2022

✓ Avg. NT\$ 650M (LTM)

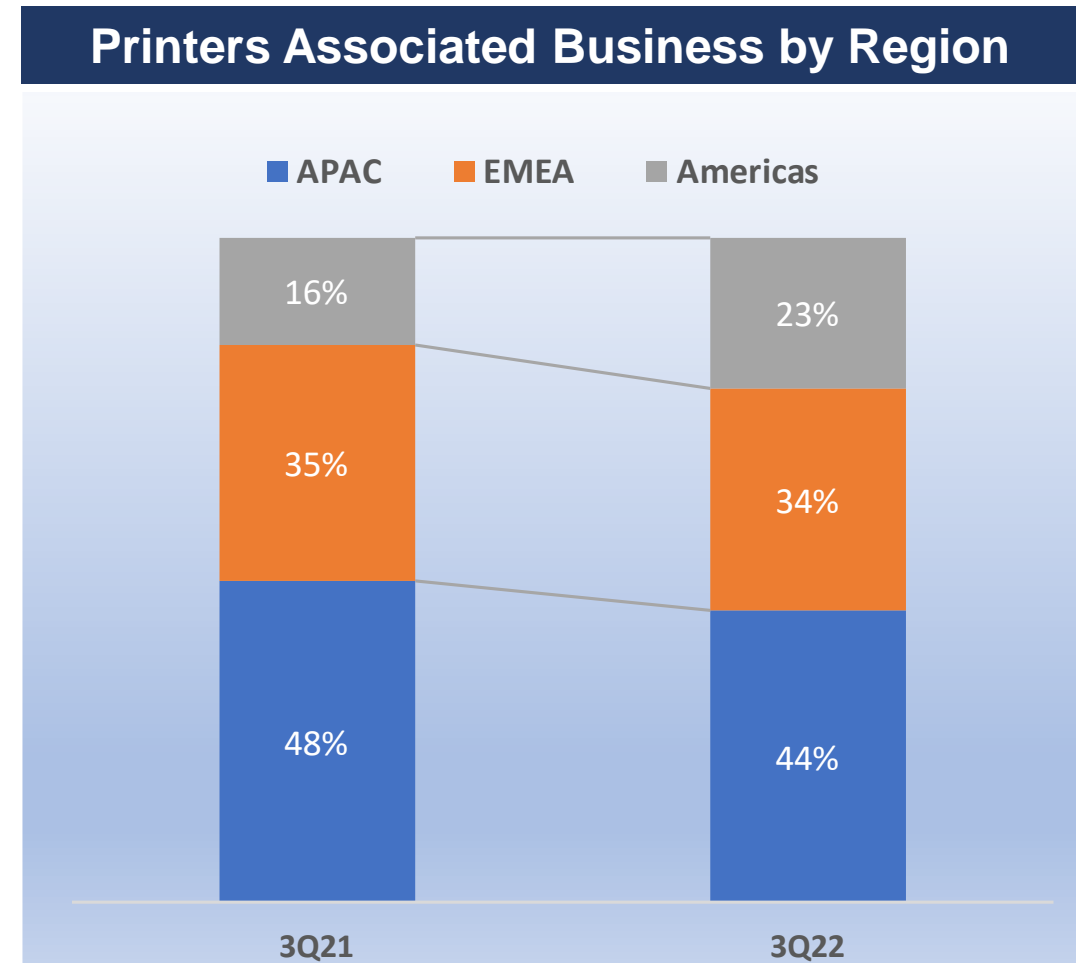
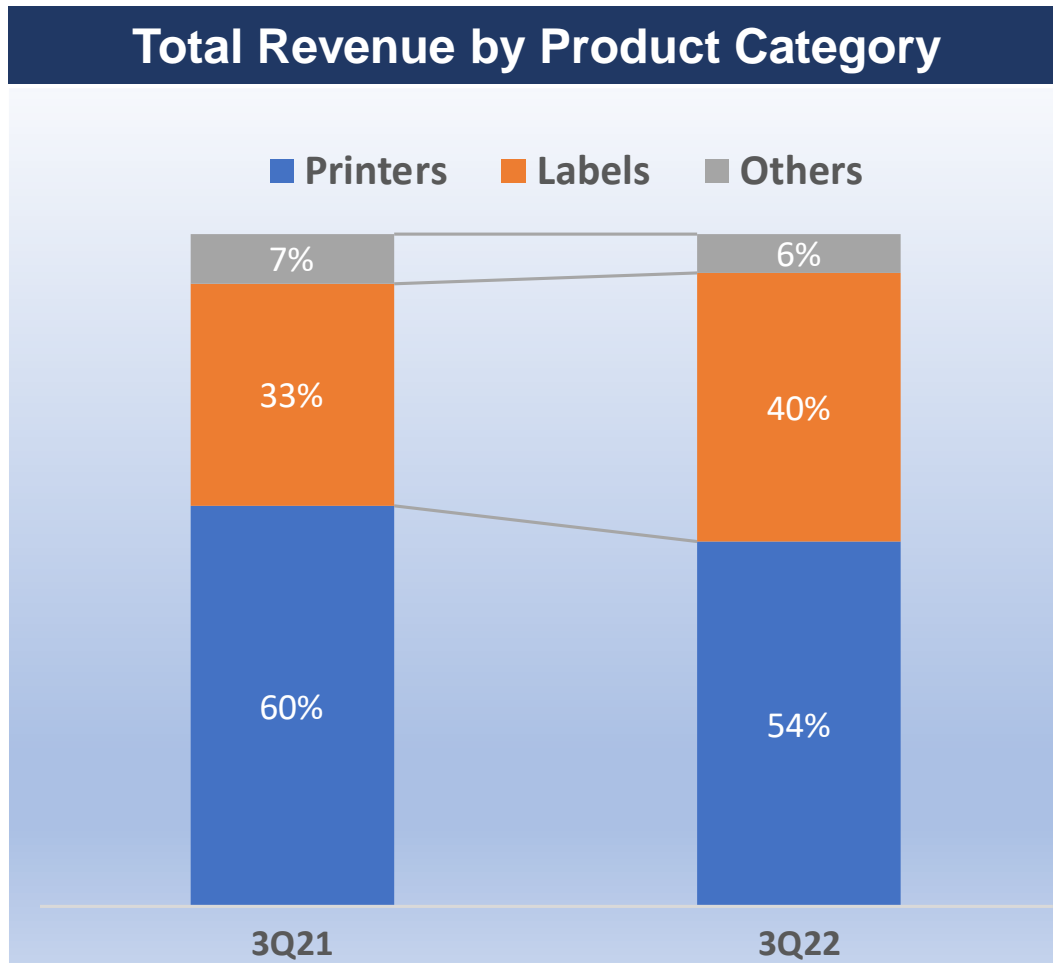
Quarterly Revenue Trend



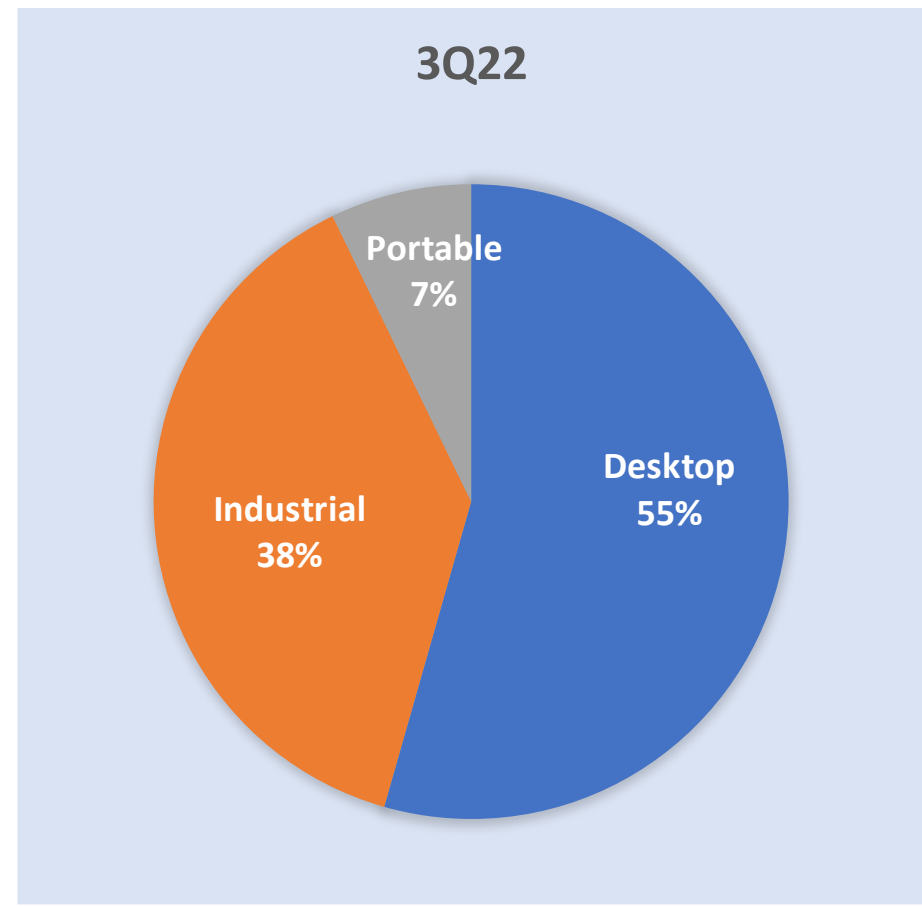
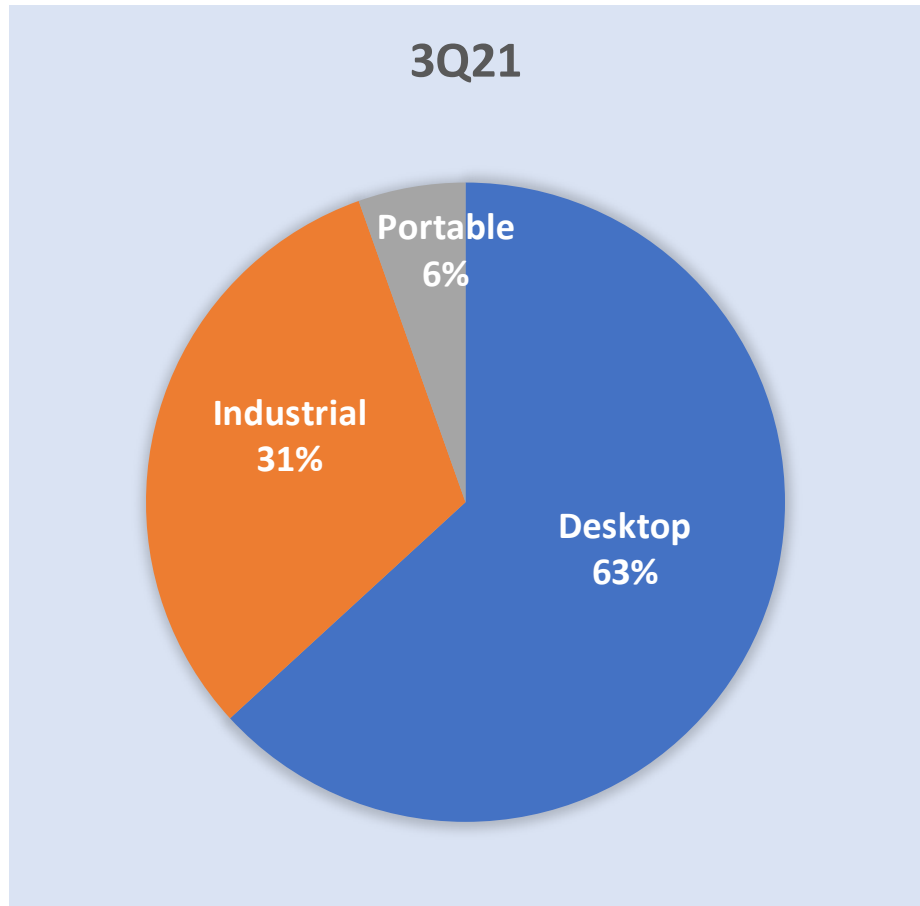
✓ YoY+11.4%

✓ Avg. NT\$ 1.9 Billion, the last 4 quarters

Revenue Contribution



Printers Revenue by Product Category



Label Business



- ✓ Record-high 3Q22 revenue
- ✓ Avg. US\$ 24.4M, the last 4 quarters

*Acquisition of DLS was completed in 2019.01

3Q22 P&L Summary

(NT\$ Millions)

	3Q22		3Q21		YoY	
Net Sales	1,980	100.0%	1,777	100.0%	203	11.4%
Cost of Goods Sold	1,324	66.9%	1,198	67.4%	126	10.5%
Gross Profit	656	33.1%	579	32.6%	77	0.6 ppt
Operating exepnses	340	17.2%	302	17.0%	38	12.8%
Operating Income	316	16.0%	277	15.6%	39	0.4 ppt
Non-operating income (loss)	32	1.6%	11	0.6%	21	198.4%
Earnings Before Tax	348	17.6%	288	16.2%	60	1.4 ppts
Tax	102	5.2%	76	4.3%	26	34.5%
Net Income	245	12.4%	212	11.9%	34	0.5 ppt
EPS (Basic), NTD	5.77		4.98		0.79	

3Q22YTD P&L Summary

(NT\$ Millions)	3Q22		3Q21		YoY	
Net Sales	5,784	100.0%	5,038	100.0%	746	14.8%
Cost of Goods Sold	3,903	67.5%	3,355	66.6%	548	16.3%
Gross Profit	1,881	32.5%	1,683	33.4%	198	-0.9 ppt
Operating exepnses	1,013	17.5%	888	17.6%	125	14.1%
Operating Income	868	15.0%	795	15.8%	73	-0.8 ppt
Non-operating income (loss)	113	2.0%	33	0.6%	80	245.6%
Earnings Before Tax	981	17.0%	827	16.4%	154	0.5 ppt
Tax	282	4.9%	228	4.5%	54	23.7%
Net Income	699	12.1%	600	11.9%	100	0.2 ppt
EPS (Basic), NTD	16.46		14.12		2.34	

Other Financials

(NT\$ Million)

Selected Item from Balance Sheets

	3Q22		3Q21		YoY
Cash & Marketable Securities	809	10%	1,323	17%	(514)
Accounts Receivable	1,319	16%	1,322	17%	(4)
Inventories	1,754	21%	1,120	15%	633
Net PP&E	1,068	13%	1,005	13%	63
Long-term Investments	1,228	15%	881	11%	347
Total Assets	8,315	100%	7,668	100%	647
ST Borrowings&Current Portion of LT Debt	1,288	15%	1,289	17%	(.5)
Accounts Payable	730	9%	729	10%	1
Long-term Interest-bearing Debts	280	3%	665	9%	(385)
Total Liabilities	3,641	44%	3,945	51%	(304)
Total Shareholders' Equity	4,674	56%	3,723	49%	951
Changes in Cash Flow					
Cash from Operating Activities	155		164		(8)
Cash from Investing Activities	3		(18)		21
Cash from Financing Activities	(405)		(78)		(327)
Effect of Foreign Exchange Rates	17		(3)		20
Net Changes in Cash	(229)		65		(293)

Q&A

Thank You

TSC Printronix Auto ID tscprinters.com

