



TSC Auto ID IR Conference Call

Code: 3611

2023.03

Agenda

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

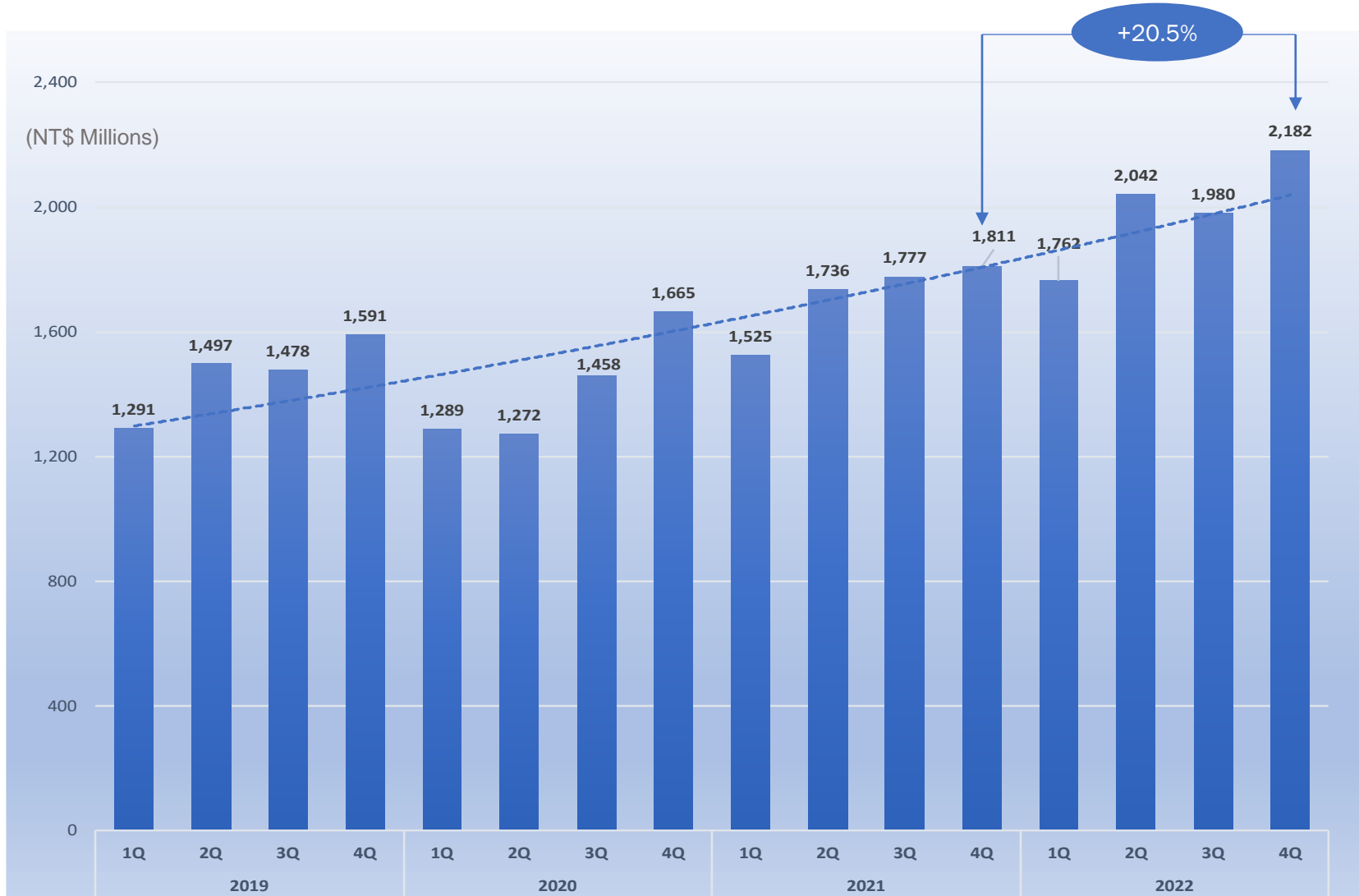
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Financial Update

Quarterly Revenue Trend



✓ YoY+20.5%

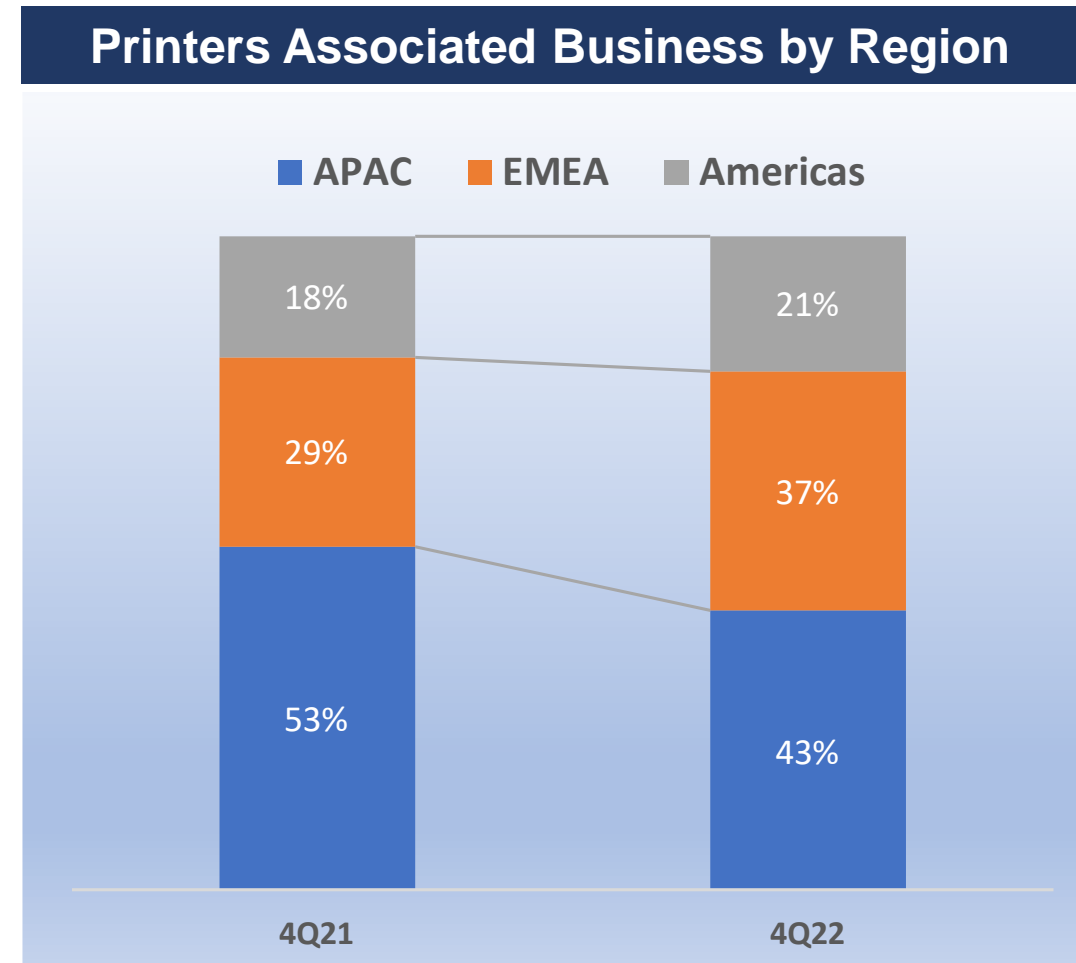
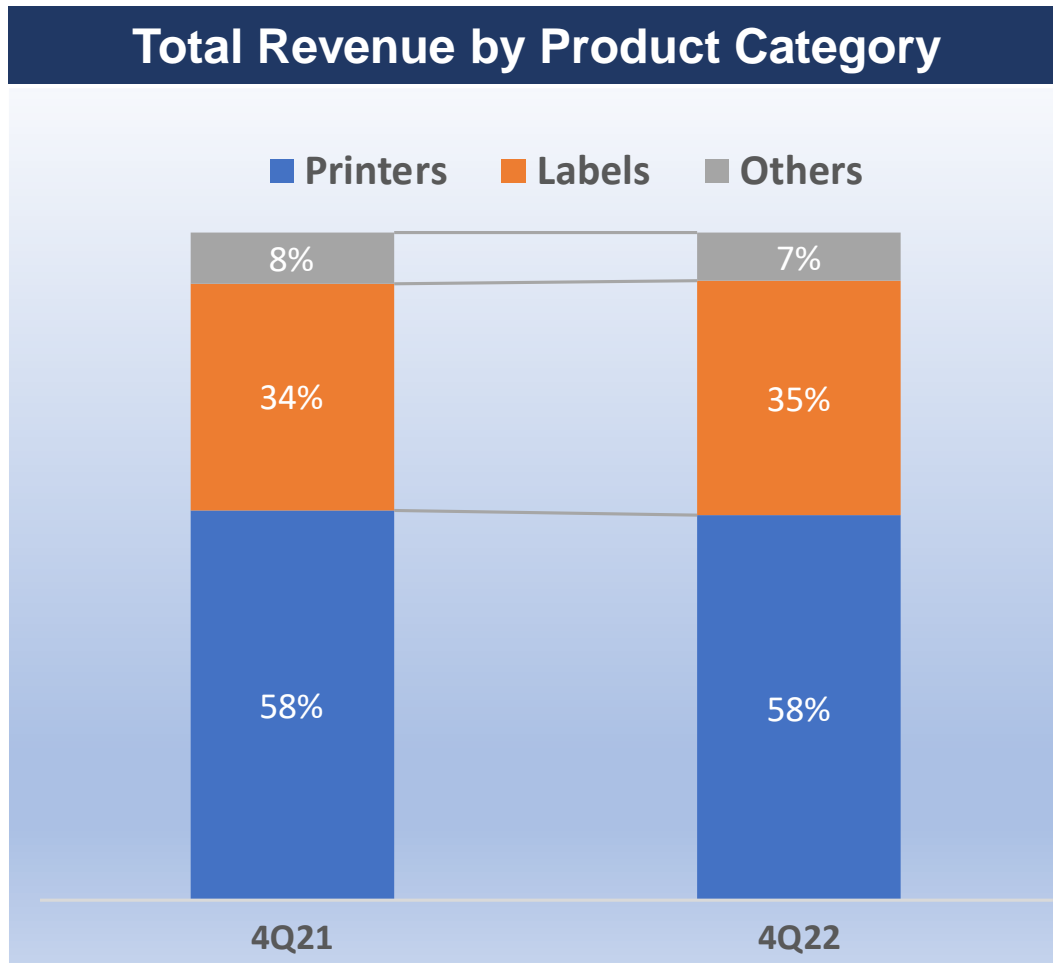
✓ Avg. NT\$ 1.99 Billion,
the last 4 quarters

Annual Revenue Trend



- ✓ Record-high 2022 revenue NT\$ 7.97 Billion
- ✓ YoY+16.3%
- ✓ CAGR 17.5% (2008~2022)

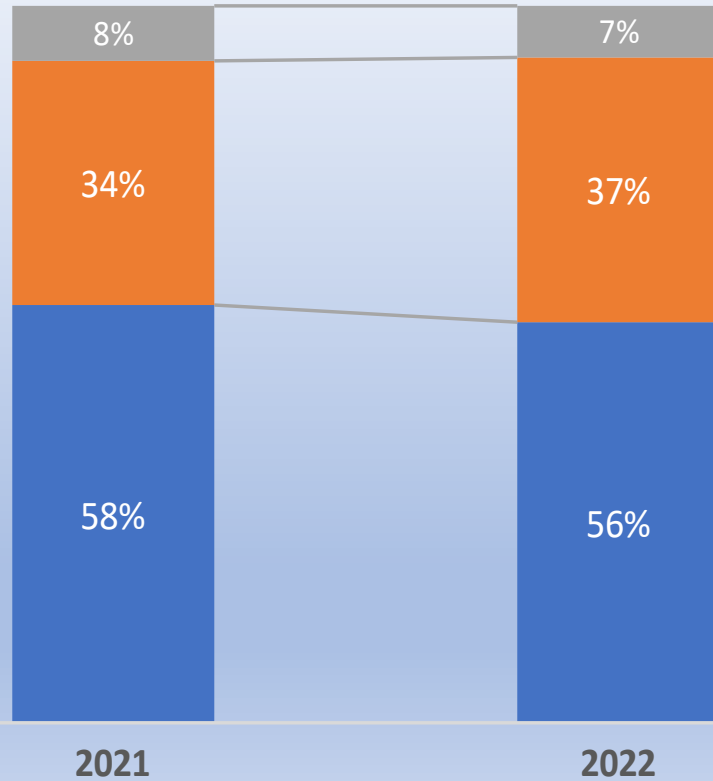
Revenue Contribution (4Q22)



Revenue Contribution (FY22)

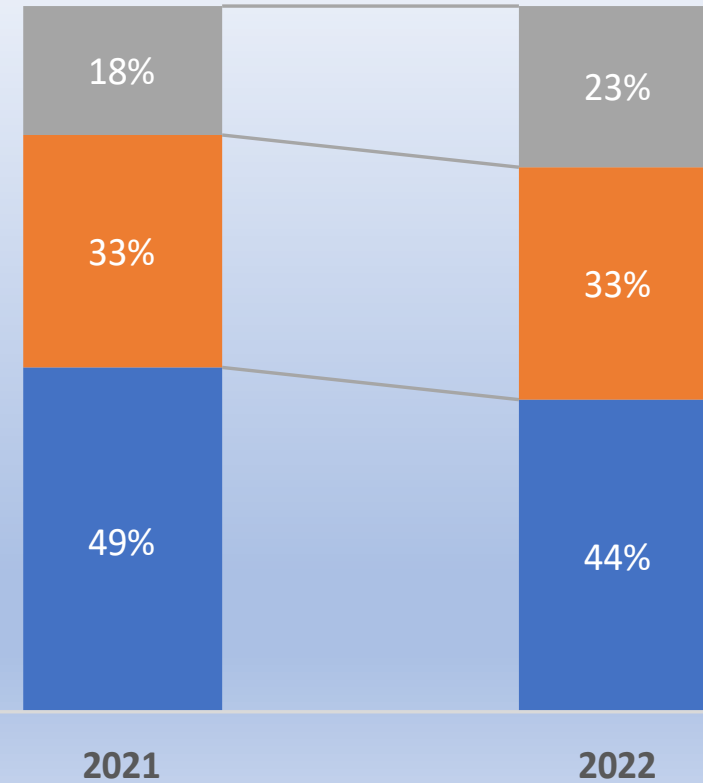
Total Revenue by Product Category

Printers Labels Others

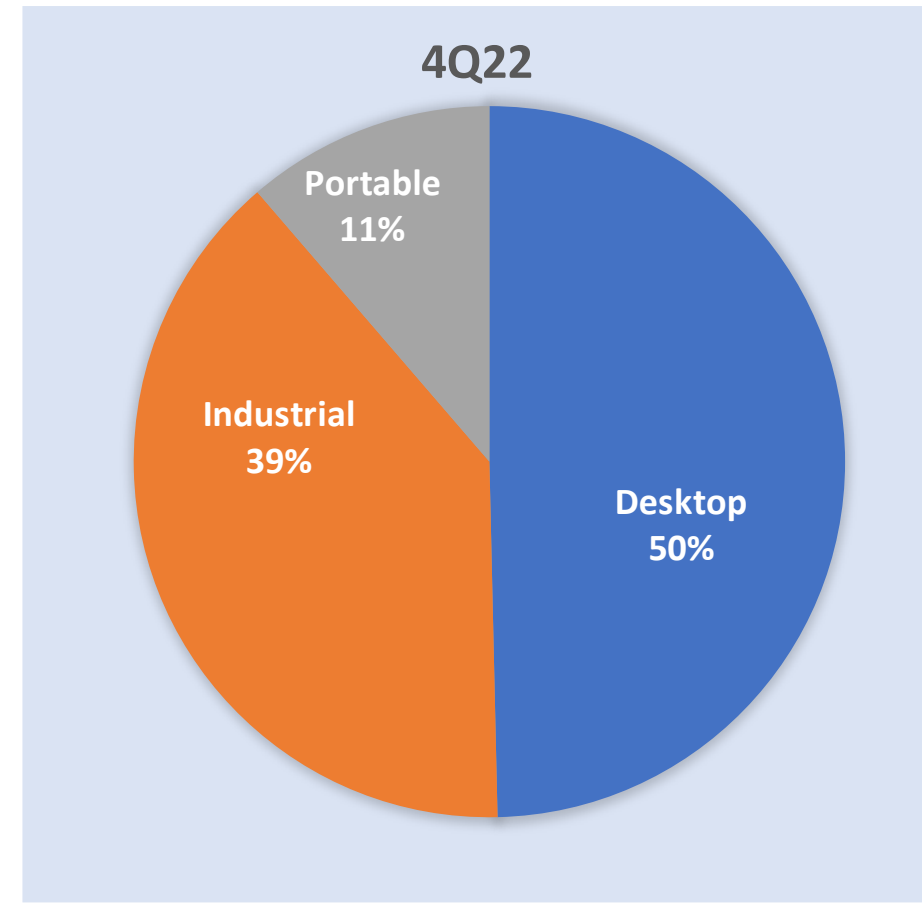
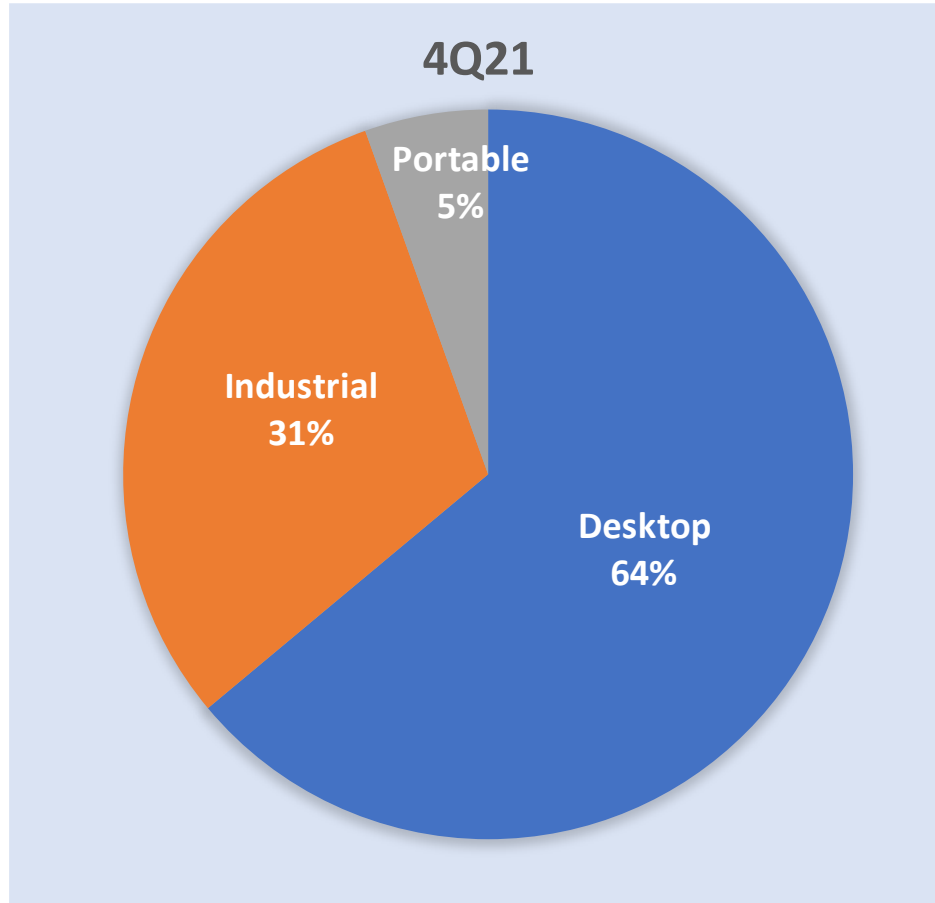


Printers Associated Business by Region

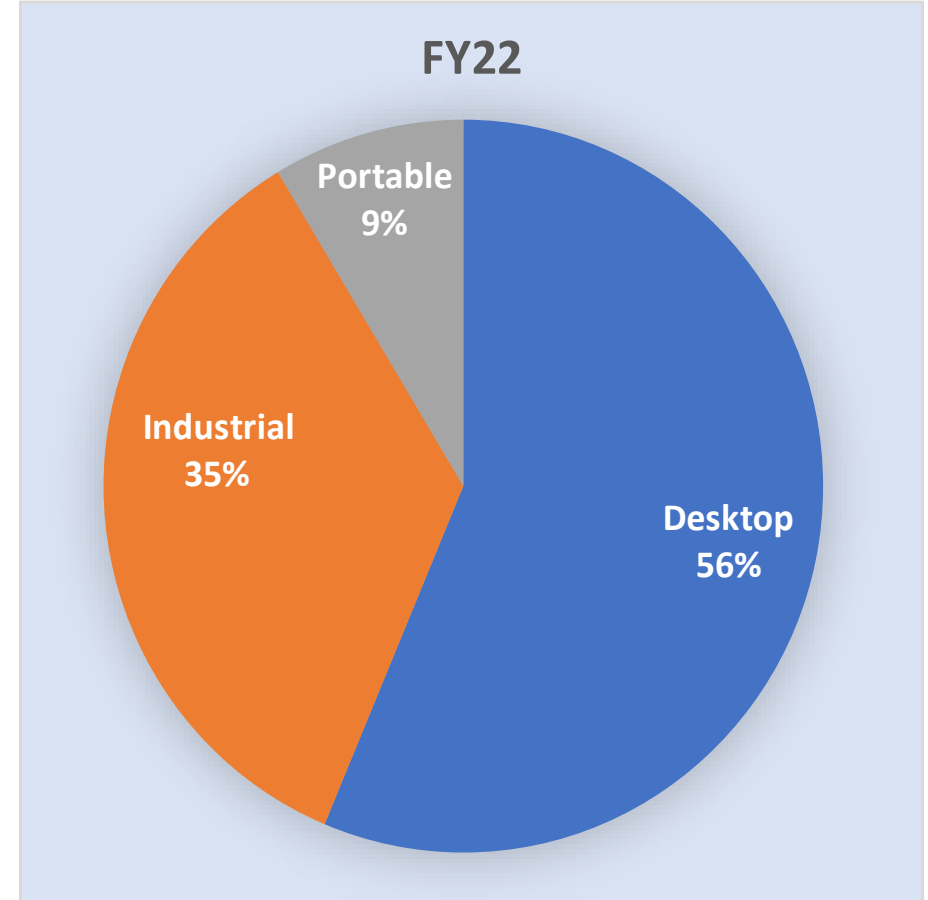
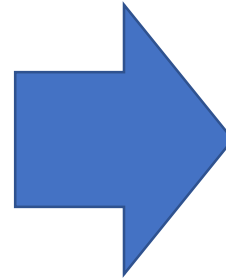
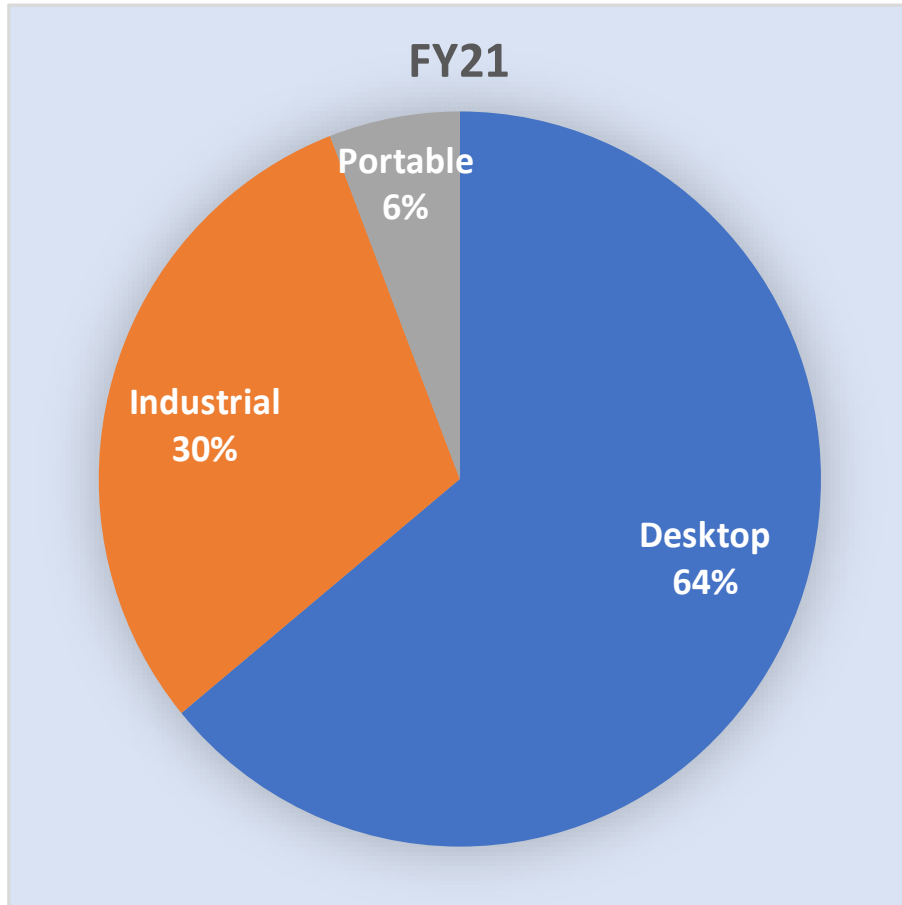
APAC EMEA Americas



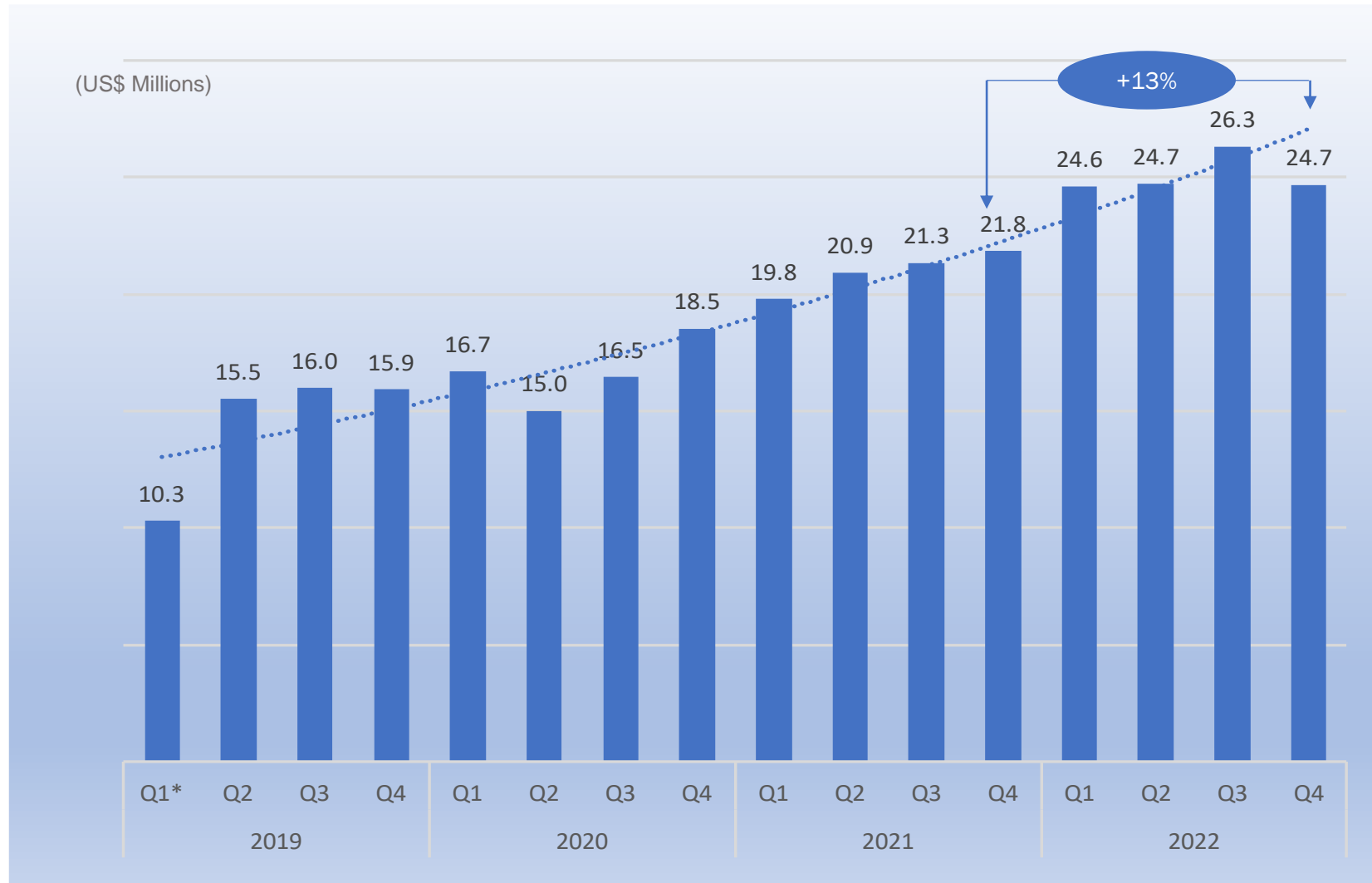
Printers Revenue by Product Category (4Q22)



Printers Revenue by Product Category (FY22)



Label Business



- ✓ 4Q22 Revenue
US\$ 24.7M, YoY +13%
- ✓ Avg. US\$ 25.1M,
the last 4 quarters
- ✓ Record-high FY22
US\$100.4M

*Acquisition of DLS was completed in 2019.01

4Q22 P&L Summary

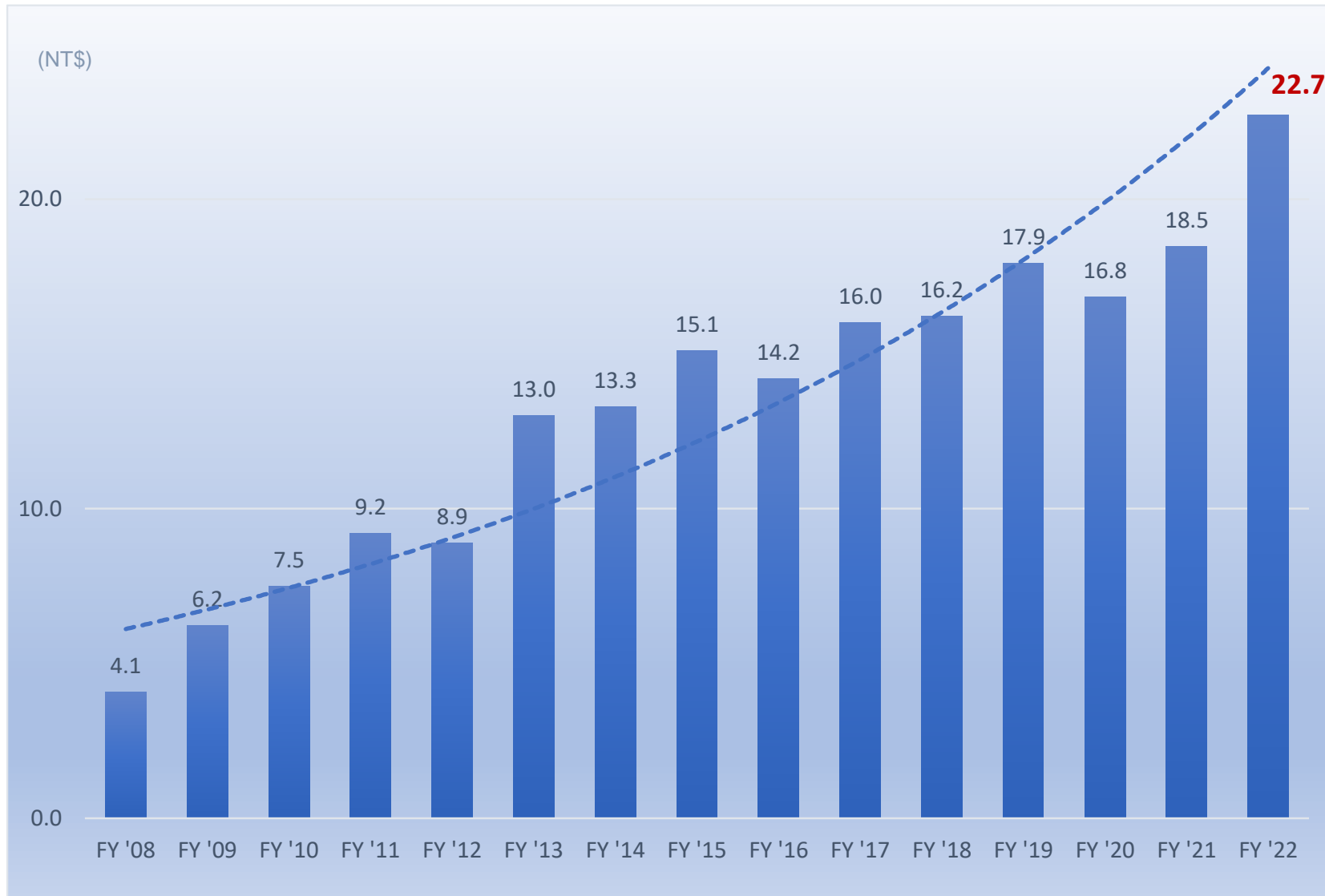
(NT\$ Millions)

	4Q22		4Q21		YoY	
Net Sales	2,182	100.0%	1,811	100.0%	372	20.5%
Cost of Goods Sold	1,416	64.9%	1,218	67.3%	198	16.2%
Gross Profit	766	35.1%	592	32.7%	174	2.4 pts
Operating exepnses	376	17.2%	337	18.6%	39	11.7%
Operating Income	390	17.9%	255	14.1%	134	3.8 pts
Non-operating income (loss)	-23	-1.1%		0.0%	(23)	-231523.5%
Earnings Before Tax	366	16.8%	255	14.1%	111	2.7 pts
Tax	101	4.6%	71	3.9%	30	42.5%
Net Income	266	12.2%	185	10.2%	81	2 pts
EPS (Basic), NTD	6.26		4.35		1.91	

FY22 P&L Summary

(NT\$ Millions)	2022		2021		YoY	
Net Sales	7,967	100.0%	6,849	100.0%	1,118	16.3%
Cost of Goods Sold	5,319	66.8%	4,573	66.8%	746	16.3%
Gross Profit	2,647	33.2%	2,275	33.2%	372	0 ppt
Operating exepnses	1,390	17.4%	1,225	17.9%	165	13.4%
Operating Income	1,258	15.8%	1,050	15.3%	208	0.5 ppt
Non-operating income (loss)	90	1.1%	33	0.5%	57	174.2%
Earnings Before Tax	1,347	16.9%	1,083	15.8%	264	1.1 ppts
Tax	382	4.8%	298	4.4%	84	28.2%
Net Income	965	12.1%	784	11.5%	180	0.7 ppt
EPS (Basic), NTD	22.71		18.47		4.24	

Annual EPS



- ✓ 2022 EPS NT\$ 22.7
- ✓ CAGR 13.1% (2008~2022)
- ✓ FY 22 profit distribution plan passed by BOD:
 - Cash dividend NT\$ 13/share
 - Stock dividend NT\$ 1/share

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		

	4Q22		4Q21		YoY
	1,144	14%	1,203	16%	(59)
	1,350	16%	1,270	17%	80
	1,624	20%	1,158	15%	466
	1,054	13%	1,015	13%	39
	1,098	13%	1,069	14%	29
Total Assets	8,295	100%	7,670	100%	625
ST Borrowings&Current Portion of LT Debt	940	11%	616	8%	323.8
Accounts Payable	698	8%	758	10%	(60)
Long-term Interest-bearing Debts	557	7%	835	11%	(278)
Total Liabilities	3,544	43%	3,582	47%	(38)
Total Shareholders' Equity	4,751	57%	4,088	53%	663
Cash from Operating Activities	471		446		25
Cash from Investing Activities	(49)		(39)		(11)
Cash from Financing Activities	(95)		(523)		429
Effect of Foreign Exchange Rates	6		(5)		11
Net Changes in Cash	333		(121)		454

Q&A

Thank You

TSC Printronix Auto ID tscprinters.com

