



TSC Auto ID IR Conference Call

Code: 3611

2023.05

Agenda

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

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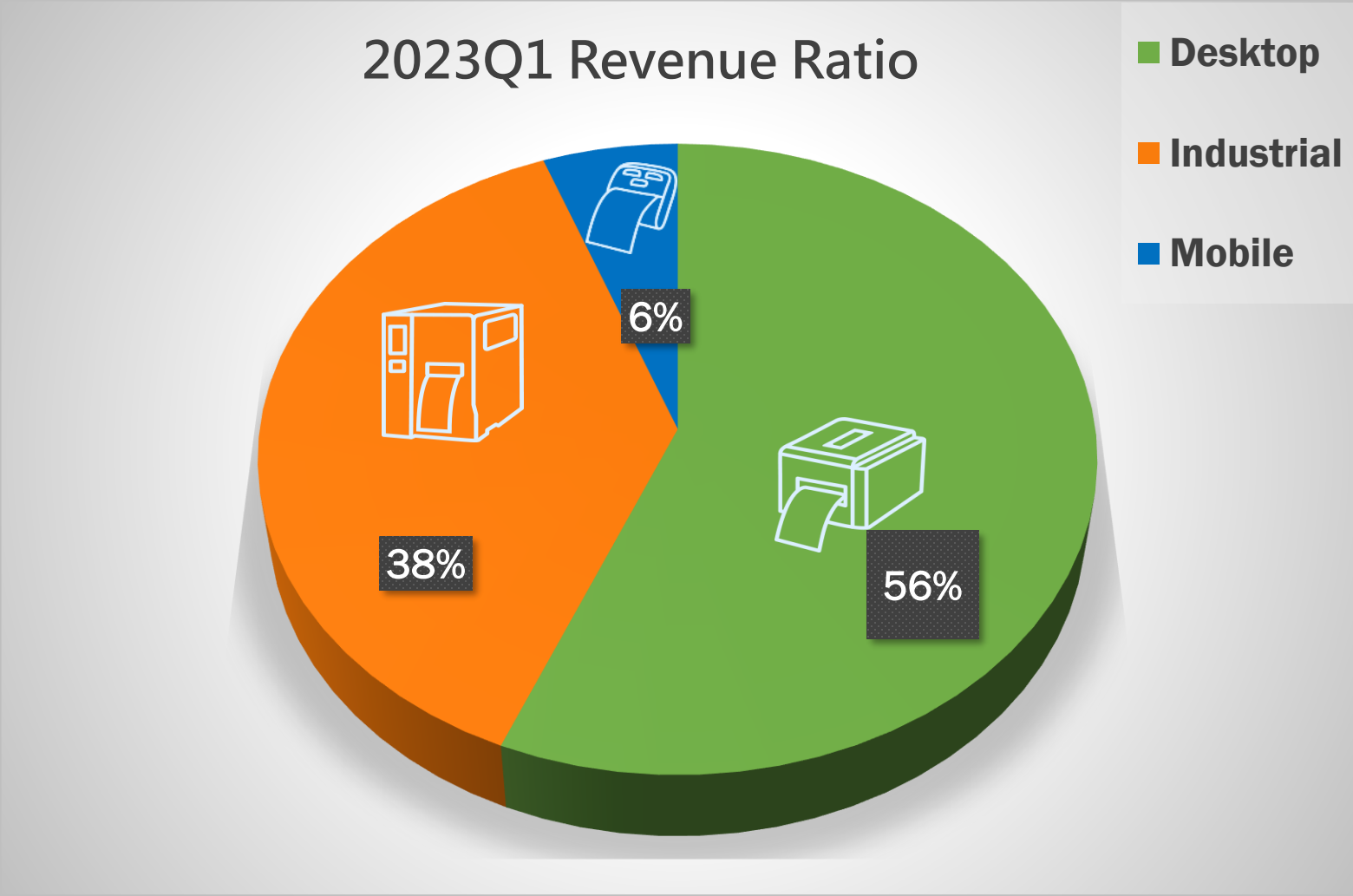
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Market Trend and Products

Agenda

- **Revenue by Product Category**
- **Market Trend**
- **Barcode Printer Technology Trend**
- **Automatic Labeling Trend and Application**
- **UHF RFID printing Challenges and Application**

Product Revenue by Category



Market Trend



E-Commerce & Omni-Channel



High Automation



RFID Integration

Product



Automatic Labeling



RFID



Automatic Labeling Trend and Applications



Key Trends of Automatic Labeling Solution

Increased Use of Automation

- Manage Maintenance and Downtime
- Manage and Monitor Remotely

Increased Complexity

- Scale to Meet Diverse Applications
- Solution to Identify and Track Items

Challenges of Automatic Labeling Solution

Increased Use of Automation

Market Trends

Increased Complexity

Manage Maintenance and Downtime

- Quick maintenance and repair
- Printer firmware and label content update



Manage and Monitor Remotely

- Dynamic management for Printhead/Media/Error
- Remote facilities management with dashboard



Challenges

Scale to Meet Diverse Applications

- Highly compatible with label applications
- High speed supporting
- Accurate label imprint and placement
- Easy to operate
- Technical support required



Solution to Identify and Track Items

- RFID encoding capability



Automatic Labeling Application



Manufacturing

- Automotive
- Food and Beverage



T.&L.

- Pallet Labeling
- Carton Shipping



Healthcare

- Pharmaceutical Labeling

TSC Automatic Labeling Solution



MB/MH Print Module
4"



PEX-1001
4"



PEX-2000
6"



Manufacturing

- Automotive
- Food and Beverage



T.&L.

- Pallet Labeling
- Carton Shipping



Healthcare

- Pharmaceutical Labeling



FOL GPX NYLON BROOM

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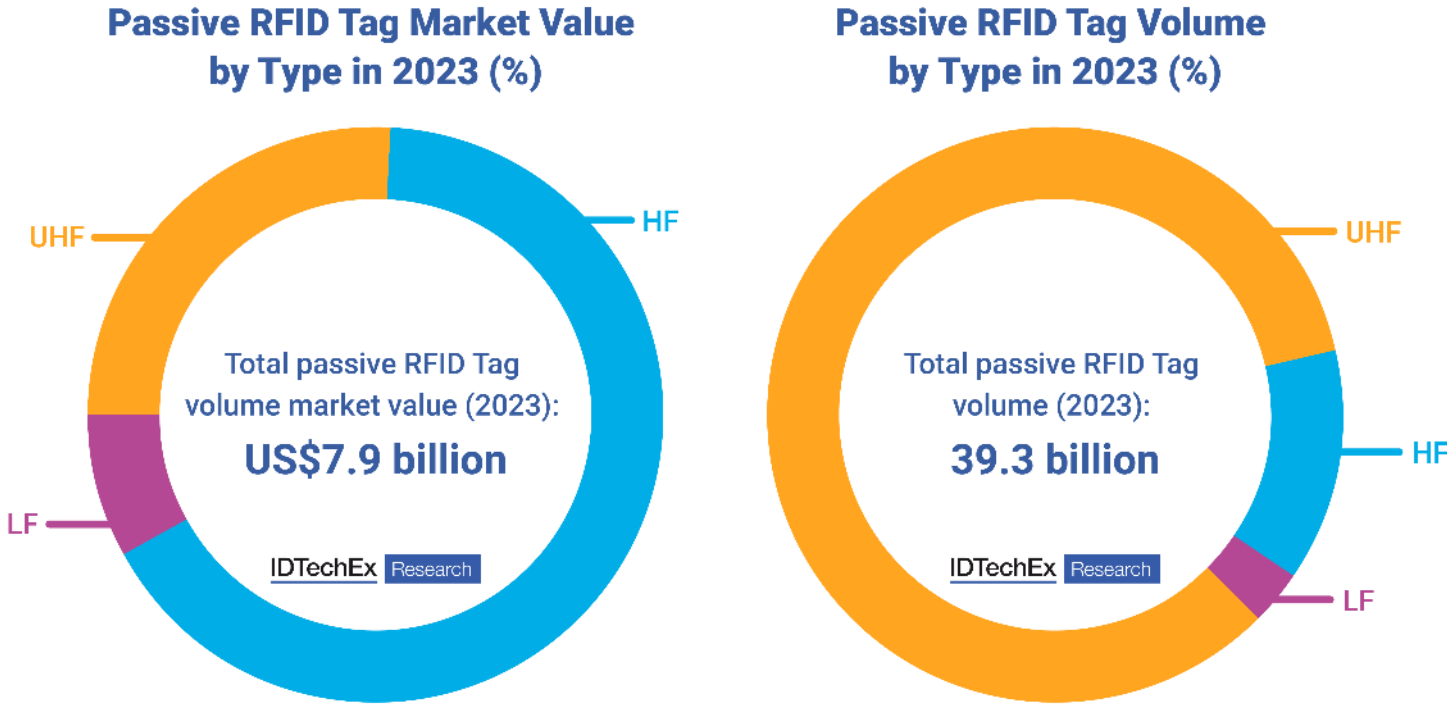


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RFID Market Trend

RFID Tag Market Value & Tag Volume by Type



Passive RFID tag market value by type in 2023 and passive RFID tag volume by type in 2023. Source: IDTechEx - "RFID Forecasts, Players and Opportunities 2023-2033"

UHF RFID Tag Printing Challenges

Variable Tag Types and Size
Auto-Calibration
Support Multiple Tag Settings

Barcode& Tag EPC Conversion
Read/Write advanced chip
memory
Mobile Printing

UHF RFID Applications



Retail

- Apparel/Boutique
- Furnishings/Electronics



Manufacturing

- Automotive
- Industrial Manuf.



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- Vehicle Access Control
- SHG Crate



Healthcare

- Medication
- Asset Tracking

TSC Printronix RFID Solution

Complete RFID printing solution for every application



High Speed Encoding



Standard/On-Metal and
Other Tag Types



Advanced RFID Chip
Support



RFID Auto-Calibration

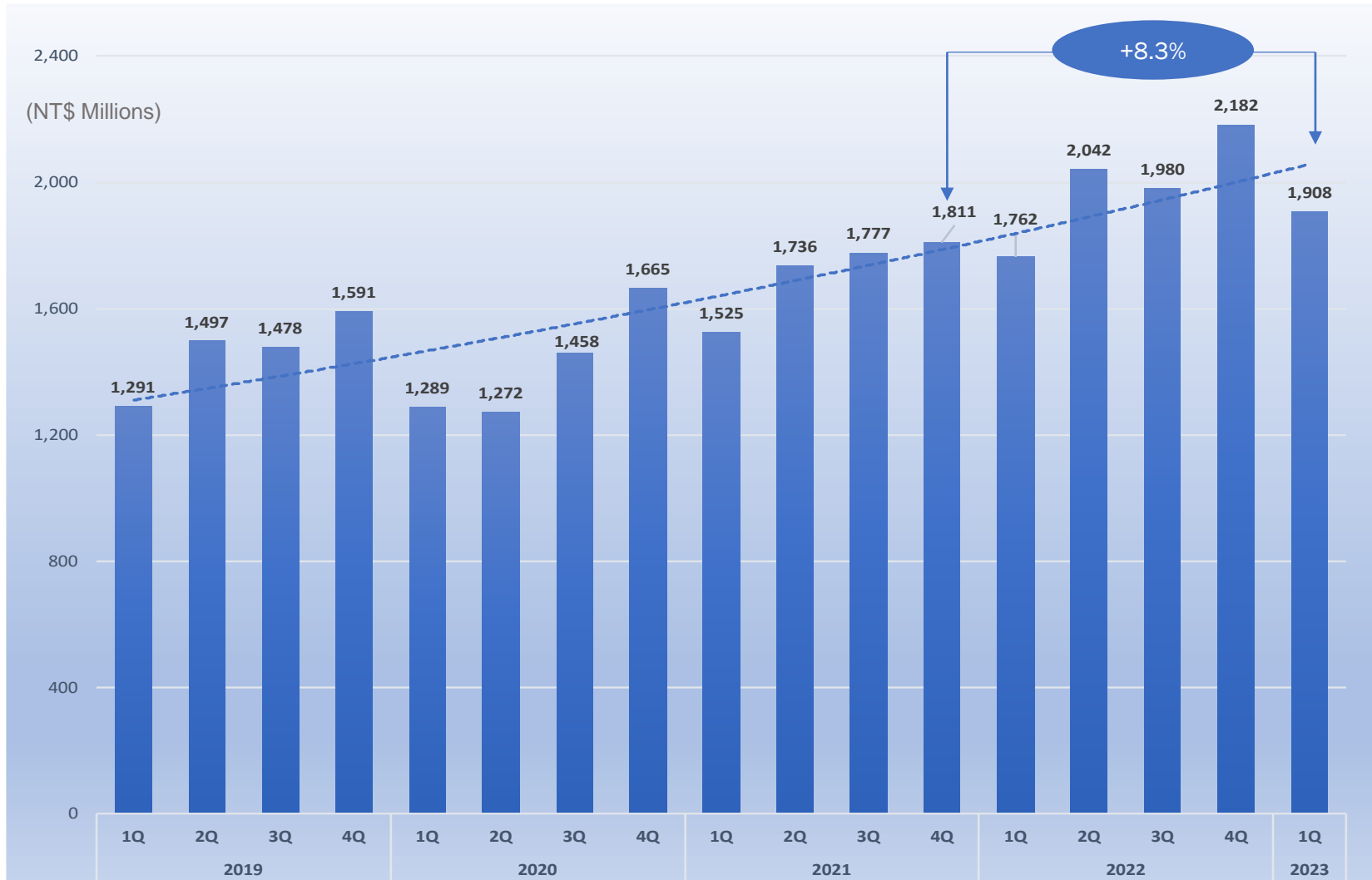


Tab & Inlay
Certification Lab



Financial Update

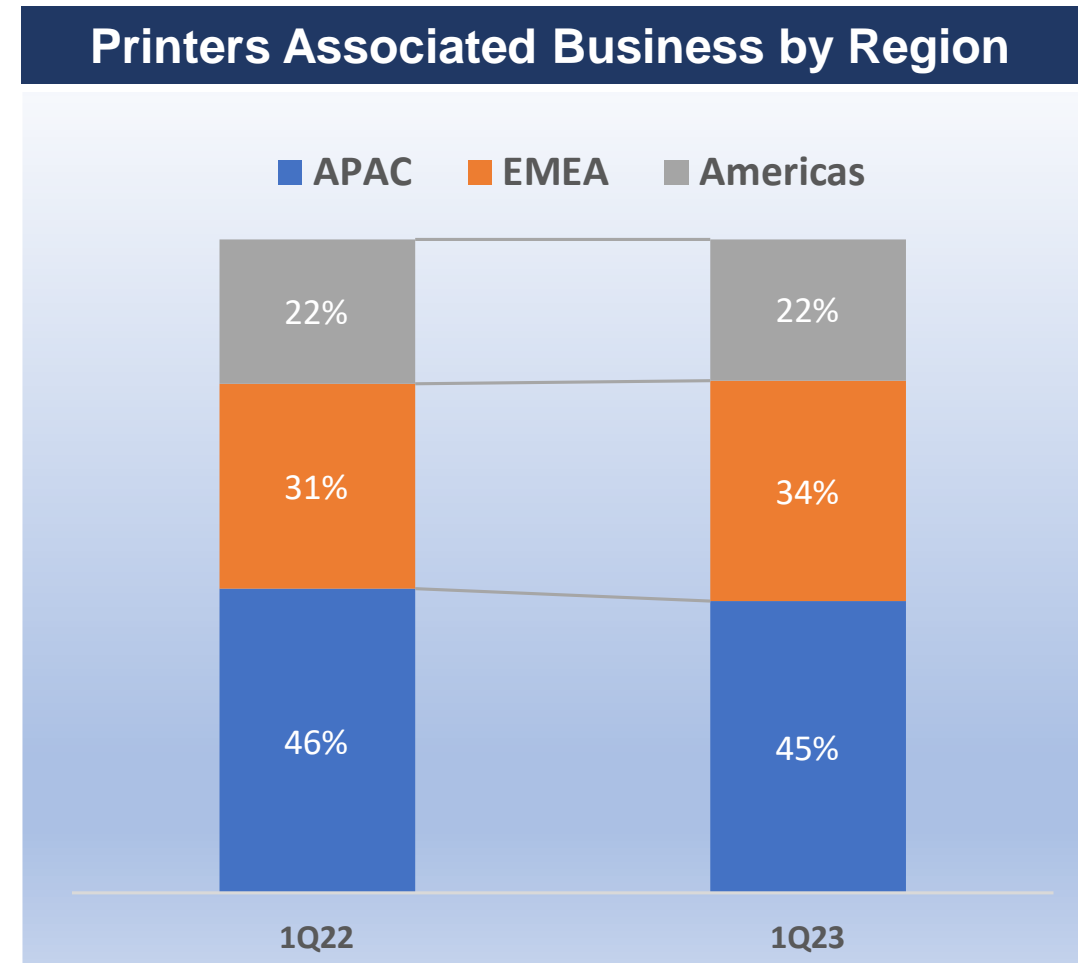
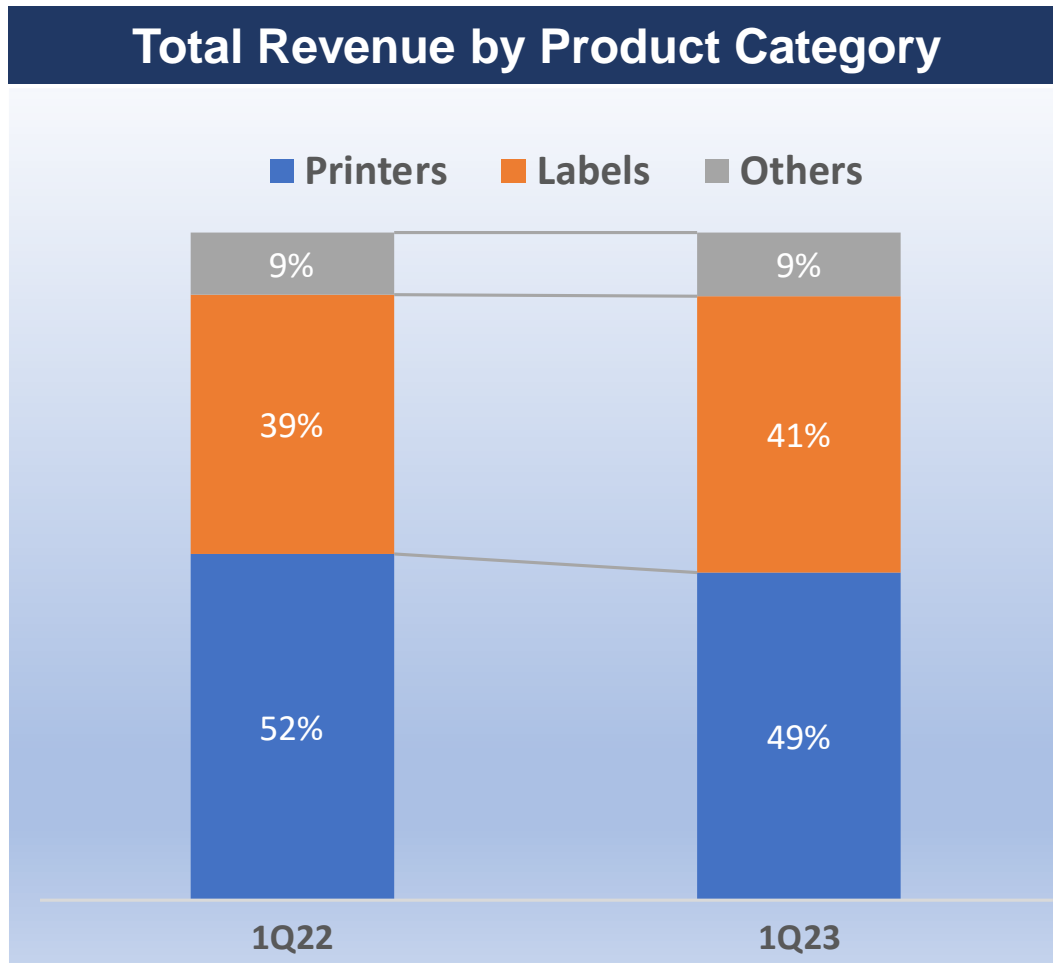
Quarterly Revenue Trend



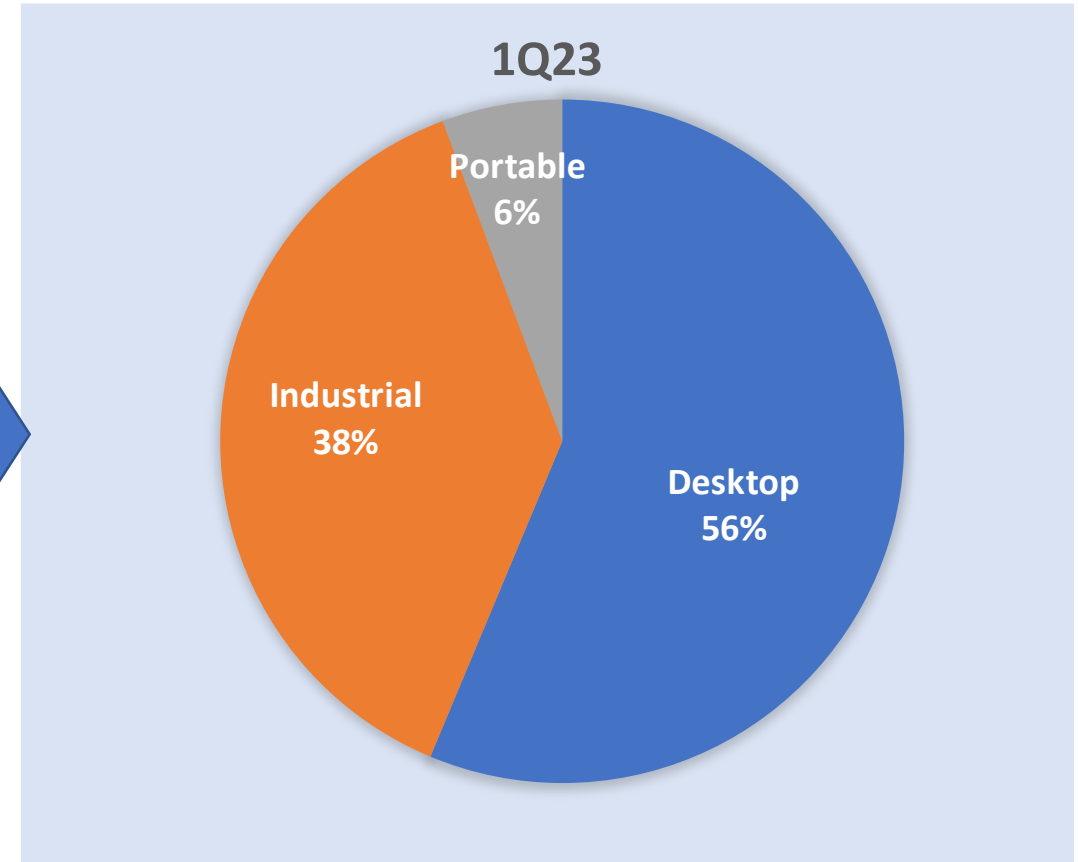
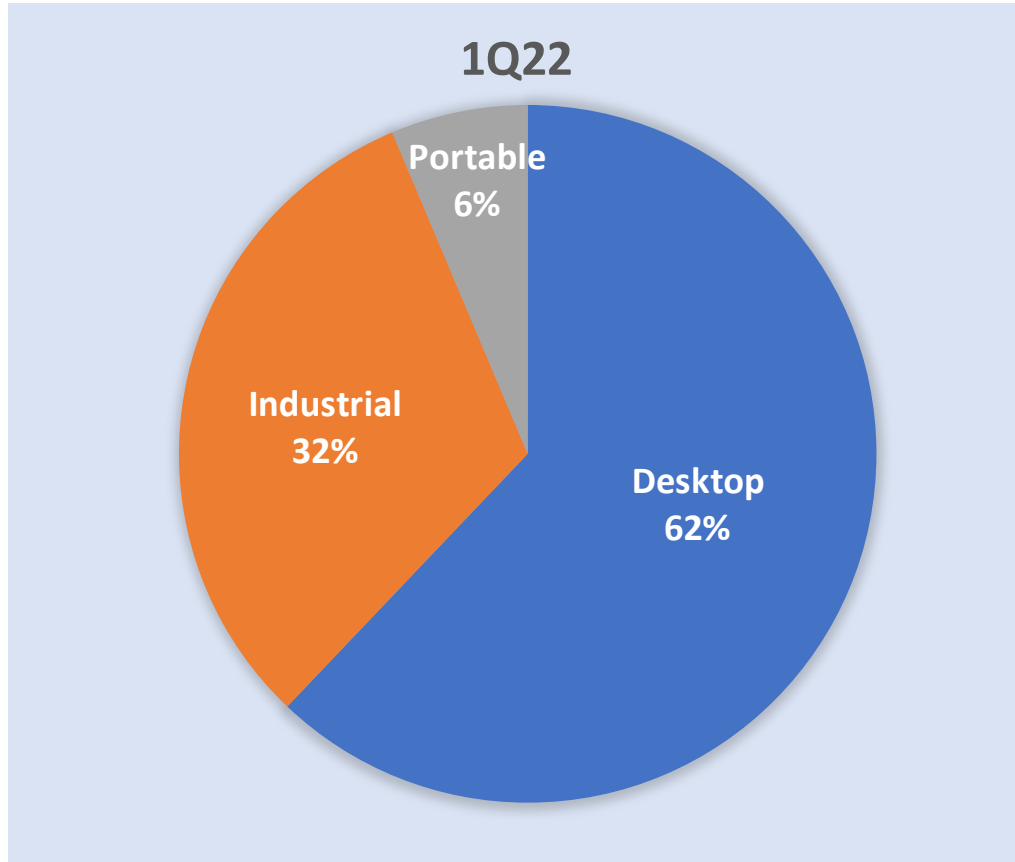
✓ YoY+8.3%

✓ Avg. NT\$ 2 Billion, the last 4 quarters

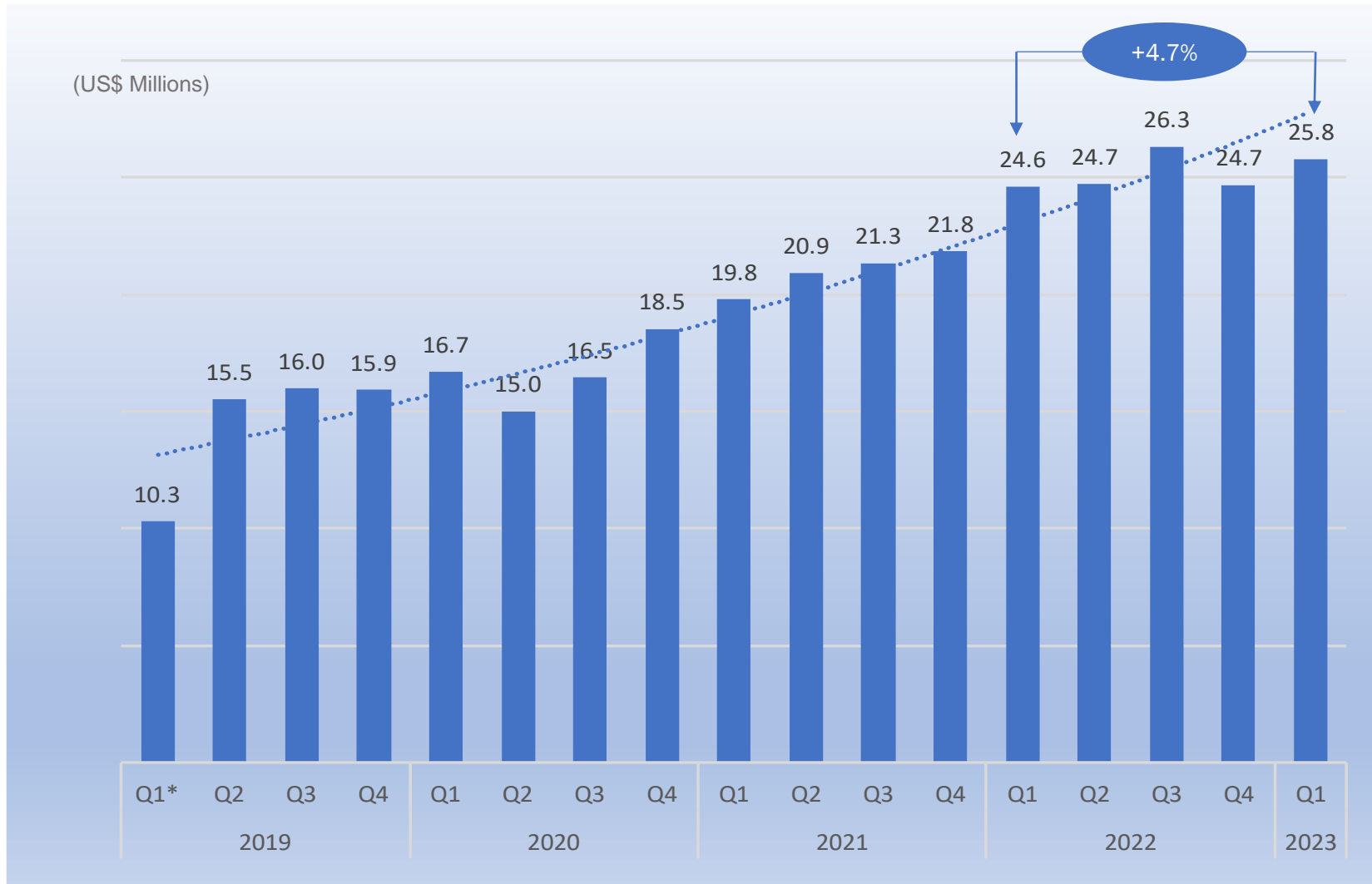
Revenue Contribution



Printers Revenue by Product Category



Label Business



✓ 1Q23 Revenue US\$25.8M

✓ Avg. US\$ 25.8M, the last 4 quarters

*Acquisition of DLS was completed in 2019.01

1Q23 P&L Summary

(NT\$ Millions)

	1Q23		1Q22		YoY	
Net Sales	1,908	100.0%	1,762	100.0%	146	8.3%
Cost of Goods Sold	1,282	67.2%	1,237	70.2%	45	3.6%
Gross Profit	626	32.8%	525	29.8%	101	3 pts
Operating exepnses	345	18.1%	320	18.1%	26	8.0%
Operating Income	280	14.7%	205	11.6%	75	3.1 pts
Non-operating income (loss)	(2)	-0.1%	16	0.9%	(18)	-113.6%
Earnings Before Tax	278	14.6%	221	12.6%	57	2 pts
Tax	74	3.9%	66	3.7%	8	12.3%
Net Income	204	10.7%	156	8.8%	49	1.9 pts
EPS (Basic), NTD	4.81		3.66		1.15	

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		

	1Q23		1Q22		YoY
	1,105	13%	883	11%	222
	1,254	15%	1,315	17%	(61)
	1,681	19%	1,398	18%	282
	1,069	12%	1,032	13%	37
	1,539	18%	1,280	16%	259
Total Assets	8,646	100%	7,936	100%	709
ST Borrowings&Current Portion of LT Debt	703	8%	570	7%	133
Accounts Payable	740	9%	761	10%	(20)
Long-term Interest-bearing Debts	522	6%	780	10%	(258)
Total Liabilities	3,260	38%	3,490	44%	(231)
Total Shareholders' Equity	5,386	62%	4,446	56%	940
Cash from Operating Activities	305		(52)		357
Cash from Investing Activities	(35)		(123)		88
Cash from Financing Activities	(308)		(153)		(155)
Effect of Foreign Exchange Rates	.3		10		(10)
Net Changes in Cash	(38)		(318)		280

Q&A

Thank You

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