



TSC Auto ID IR Conference Call

Code: 3611

2023.11

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

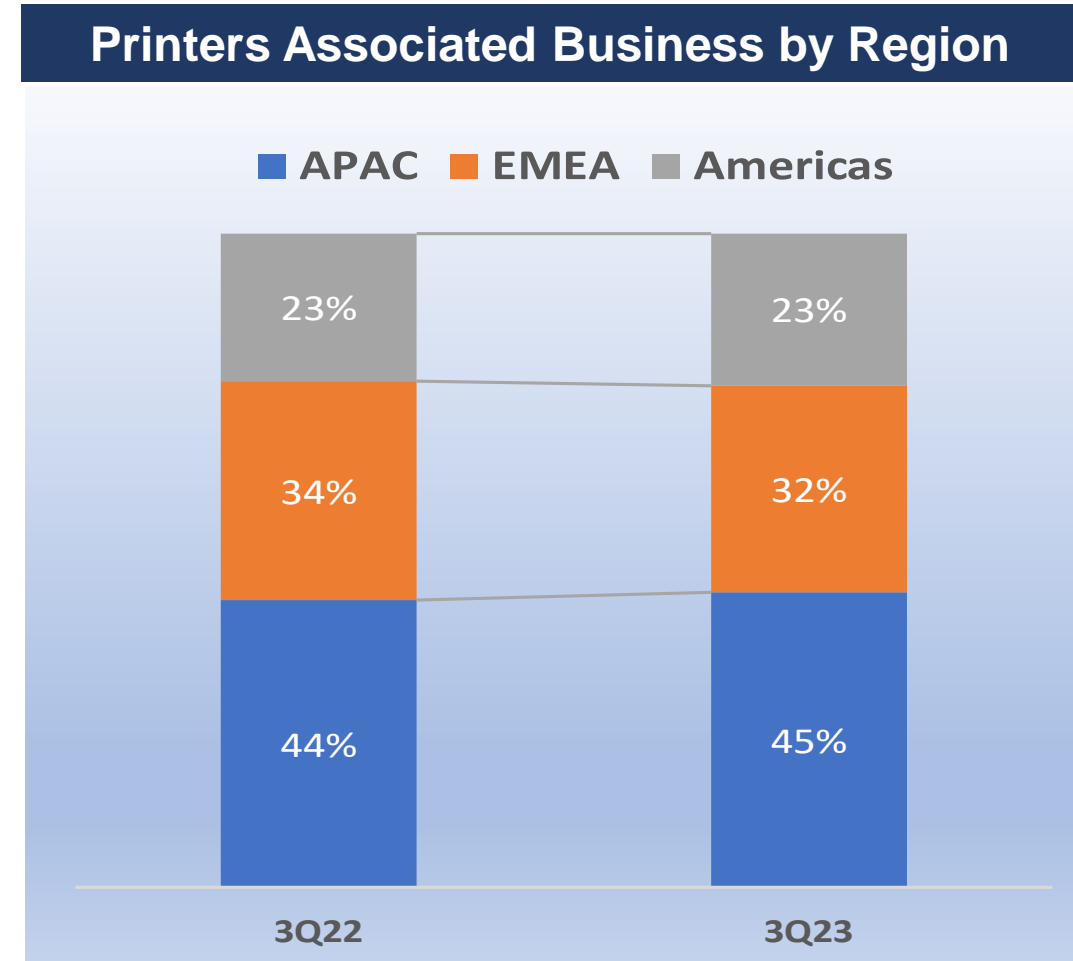
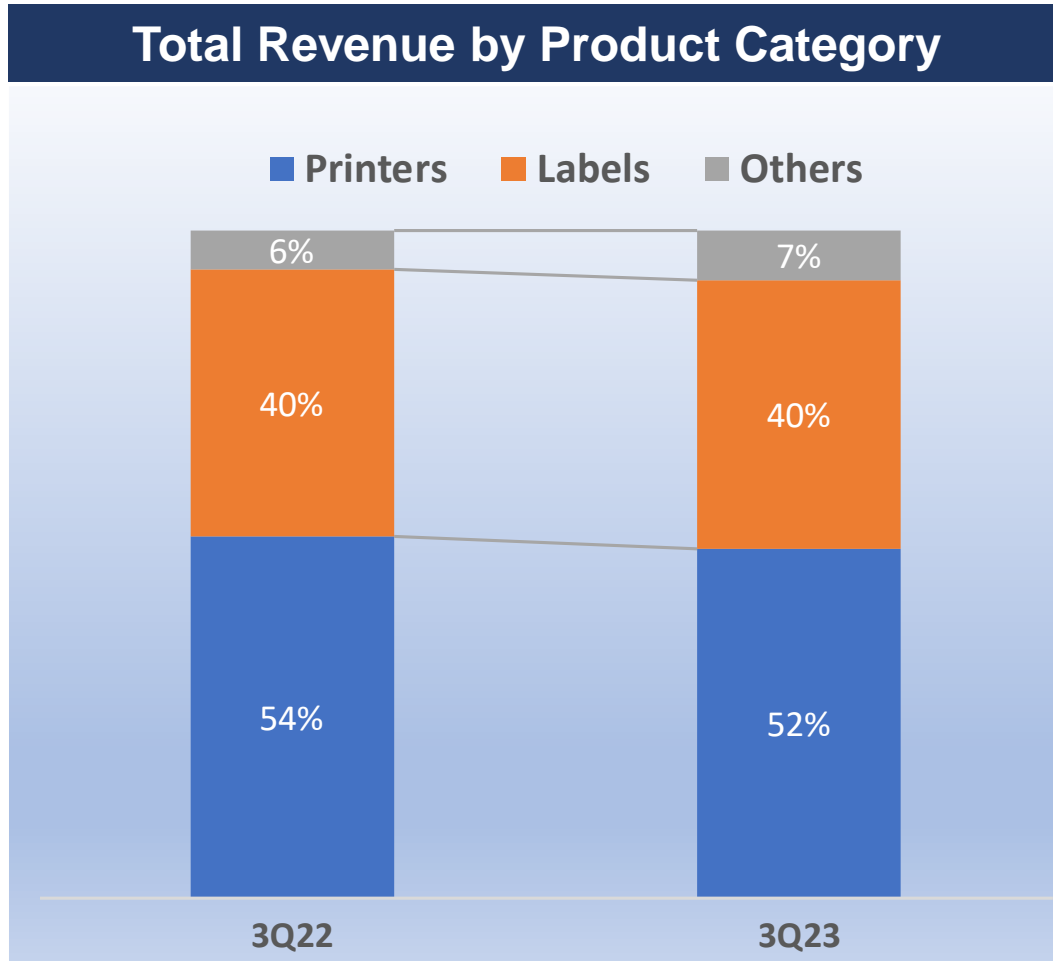
Quarterly Revenue Trend



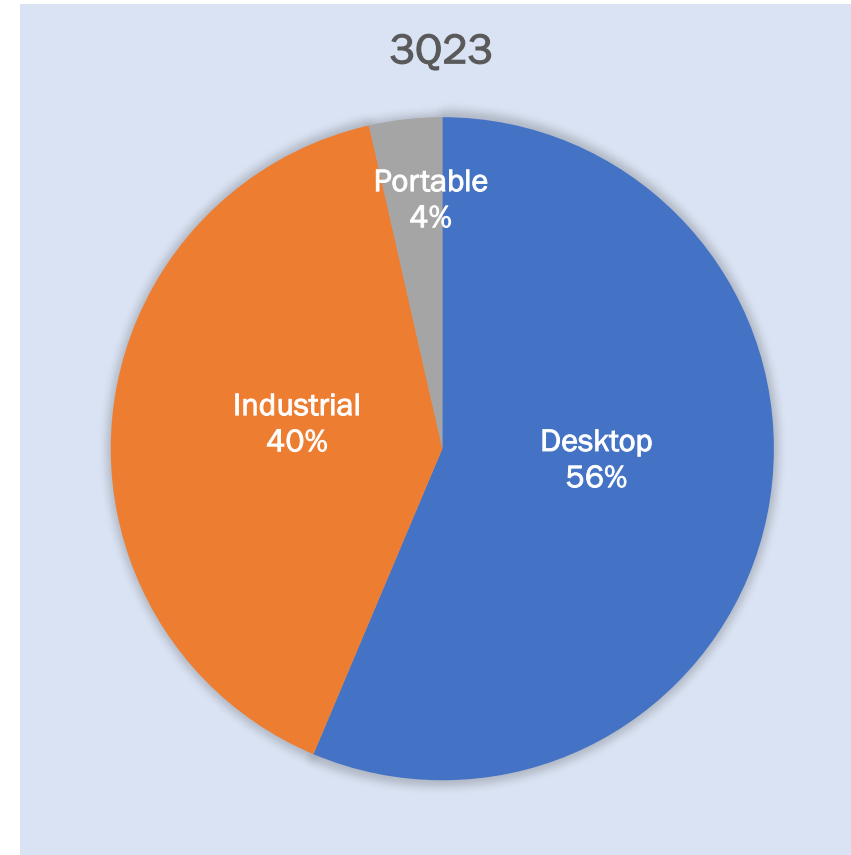
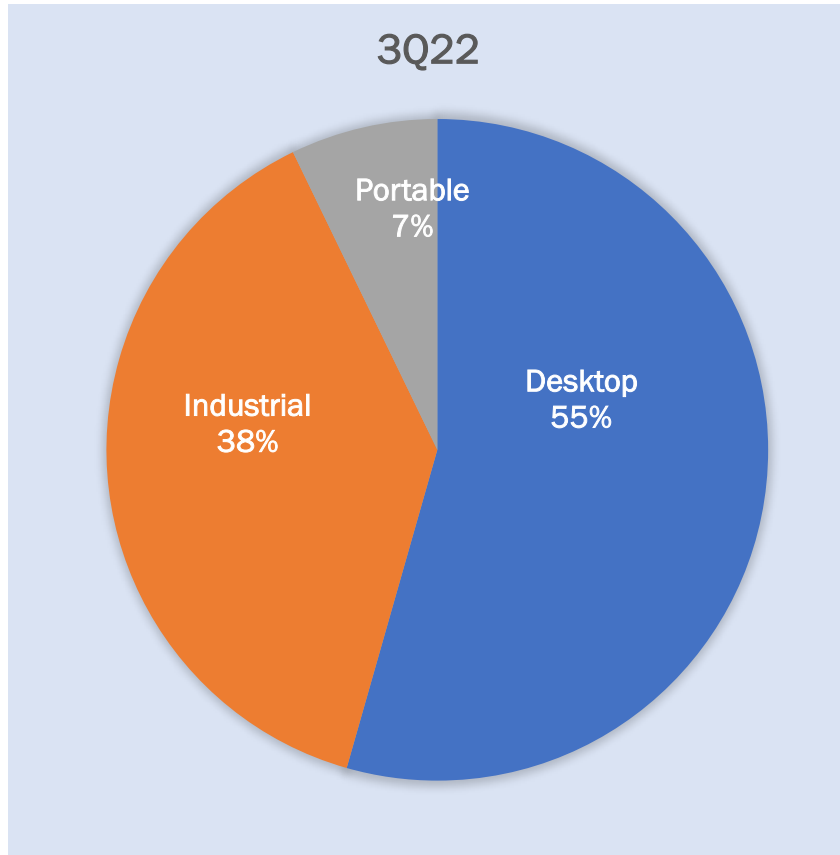
✓ YoY+6.4%

✓ Avg. NT\$ 2.1 Billion, the last 4 quarters

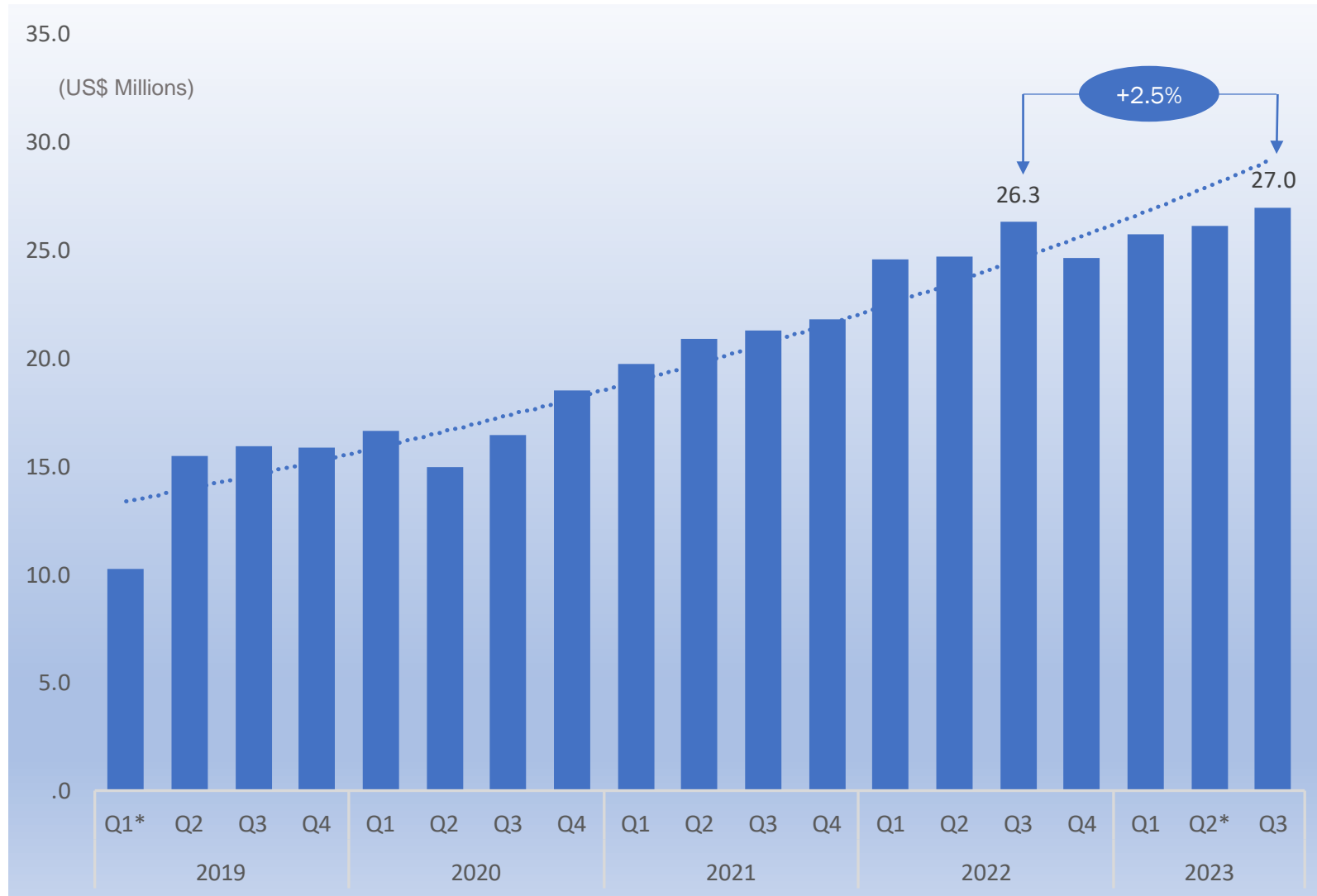
Revenue Contribution



Printers Revenue by Product Category



Label Business



- ✓ 3Q23 Revenue US\$27M
- ✓ Avg. US\$ 25.9M, the last 4 quarters

*Acquisition of DLS and MGN were completed in 2019Q1, and 2023Q2 respectively.

3Q23 P&L Summary

(NT\$ Millions)	3Q23		3Q22		YoY	
Net Sales	2,108	100.0%	1,980	100.0%	128	6.4%
Cost of Goods Sold	1,372	65.1%	1,324	66.9%	48	3.7%
Gross Profit	735	34.9%	656	33.1%	79	1.8 pts
Operating exepnses	432	20.5%	340	17.2%	92	27.0%
Operating Income	304	14.4%	316	16.0%	(13)	-1.6 pts
Non-operating income (loss)	18	0.8%	32	1.6%	(14)	-44.5%
Earnings Before Tax	321	15.2%	348	17.6%	(27)	-2.3 pts
Tax	92	4.3%	102	5.2%	(11)	-10.6%
Net Income	230	10.9%	245	12.4%	(16)	-1.5 pts
EPS (Basic), NTD	4.89 *		5.25		(0.36)	

* Weighted average ordinary shares: 46,934 thousand shares

3Q23YTD P&L Summary

(NT\$ Millions)	3Q23		3Q22		YoY	
Net Sales	6,210	100.0%	5,784	100.0%	426	7.4%
Cost of Goods Sold	4,073	65.6%	3,903	67.5%	169	4.3%
Gross Profit	2,138	34.4%	1,881	32.5%	256	1.9 pts
Operating exepnses	1,169	18.8%	1,013	17.5%	156	15.4%
Operating Income	969	15.6%	868	15.0%	101	0.6 ppt
Non-operating income (loss)	79	1.3%	113	2.0%	-33	-29.7%
Earnings Before Tax	1,048	16.9%	981	17.0%	67	-0.1 ppt
Tax	287	4.6%	282	4.9%	5	1.7%
Net Income	762	12.3%	699	12.1%	62	0.2 ppt
EPS (Basic), NTD	16.26 *		14.96		1.30	

* Weighted average ordinary shares: 46,831 thousand shares

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		

	3Q23		3Q22		YoY
	1,308	14%	809	10%	499
	1,454	15%	1,319	16%	136
	1,731	18%	1,754	21%	(23)
	1,161	12%	1,068	13%	93
	1,265	13%	1,228	15%	37
Total Assets	9,401	100%	8,315	100%	1,086
ST Borrowings&Current Portion of LT Debt	1,160	12%	1,288	15%	(128)
Accounts Payable	800	9%	730	9%	70
Long-term Interest-bearing Debts	733	8%	280	3%	453
Total Liabilities	4,114	44%	3,641	44%	472
Total Shareholders' Equity	5,288	56%	4,674	56%	614
Cash from Operating Activities	280		155		124
Cash from Investing Activities	(11)		3		(14)
Cash from Financing Activities	(92)		(405)		313
Effect of Foreign Exchange Rates	13.8		17		(4)
Net Changes in Cash	191		(229)		420

Q&A

Thank You

TSC Printronix Auto ID tscprinters.com

