

An aerial view of a city with various QR codes and Wi-Fi icons scattered across the scene, connected by thin white lines. The background is a blue-tinted aerial photograph of a city, likely San Francisco, with the Transamerica Pyramid visible. The QR codes and Wi-Fi icons are white and semi-transparent, overlaid on the cityscape. The overall aesthetic is modern and tech-oriented.

鼎翰科技股份有限公司 法人說明會

股票代號: 3611

2024.03

會議議程

- 財務報告與營運概況
- 法人提問

免責聲明 Disclaimer

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財務報告與營運概況

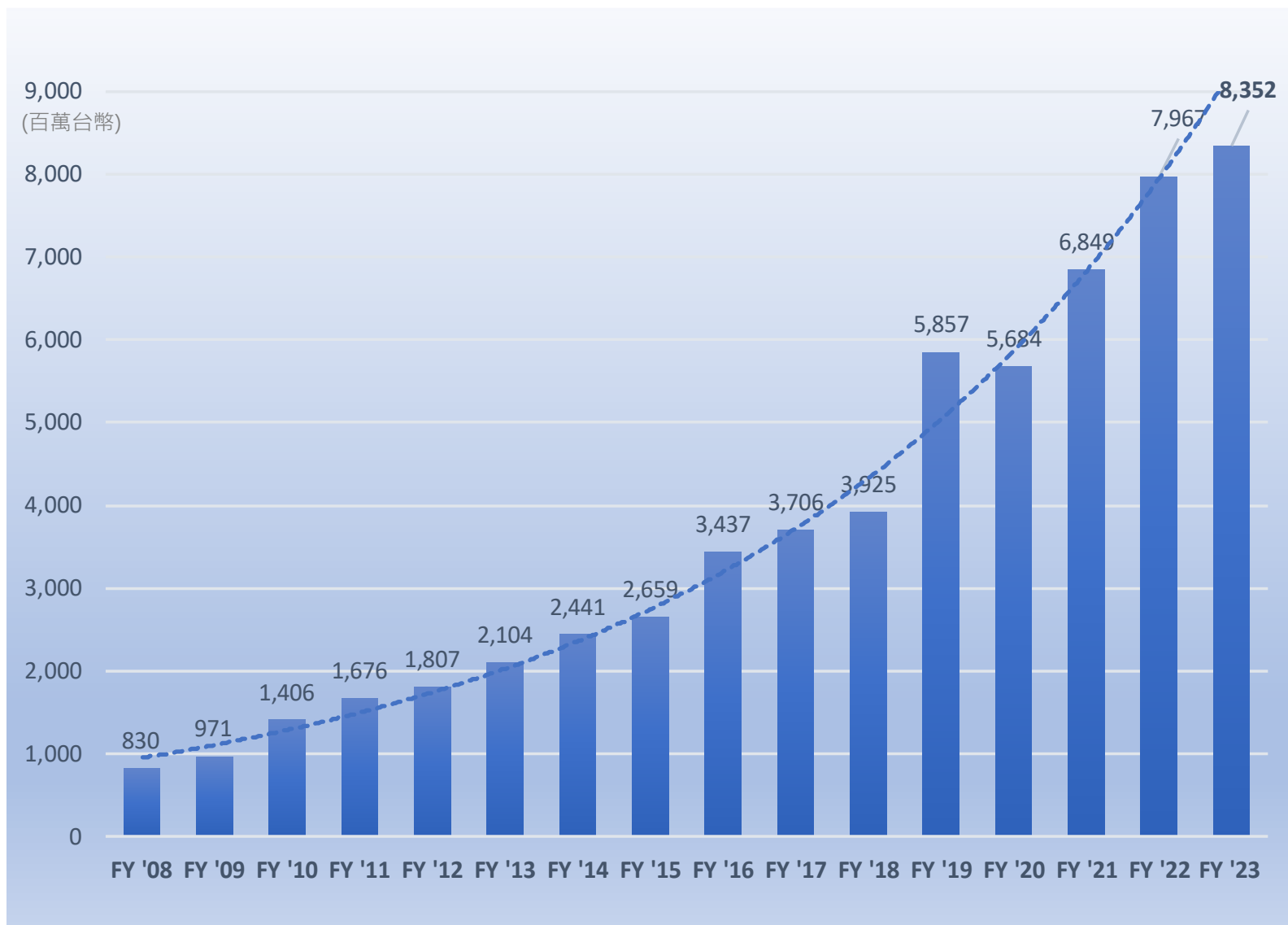
季營收趨勢



✓ 第四季營收 21.4億台幣;
YoY-1.9%

✓ 前四季平均營收20.9億台幣

年度營收趨勢

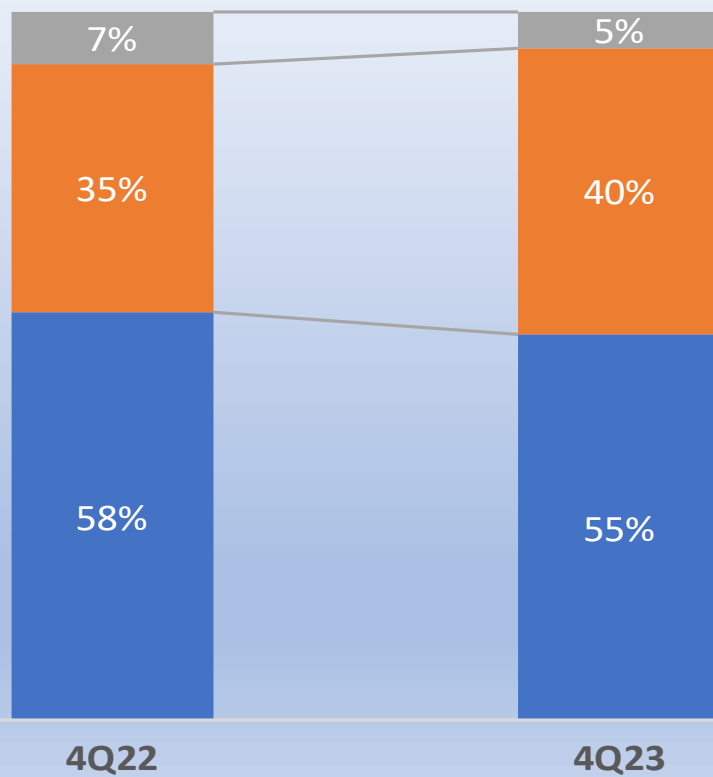


- ✓ 2023 營收 83.5 億台幣
- ✓ 歷史新高 YoY +4.8%
- ✓ CAGR 16.6% (2008~2023)

主要產品營收占比

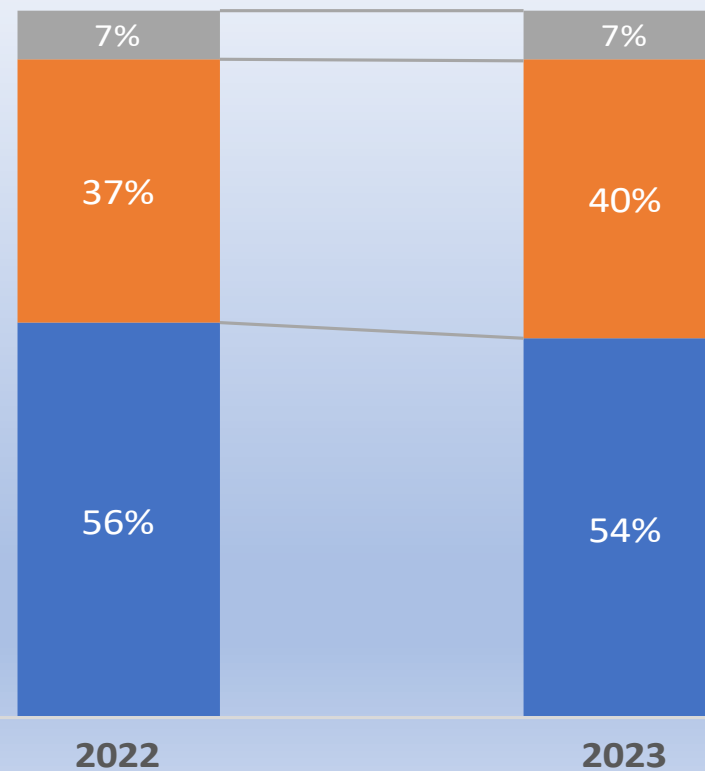
季度營收占比

Printers Labels Others



年度營收占比

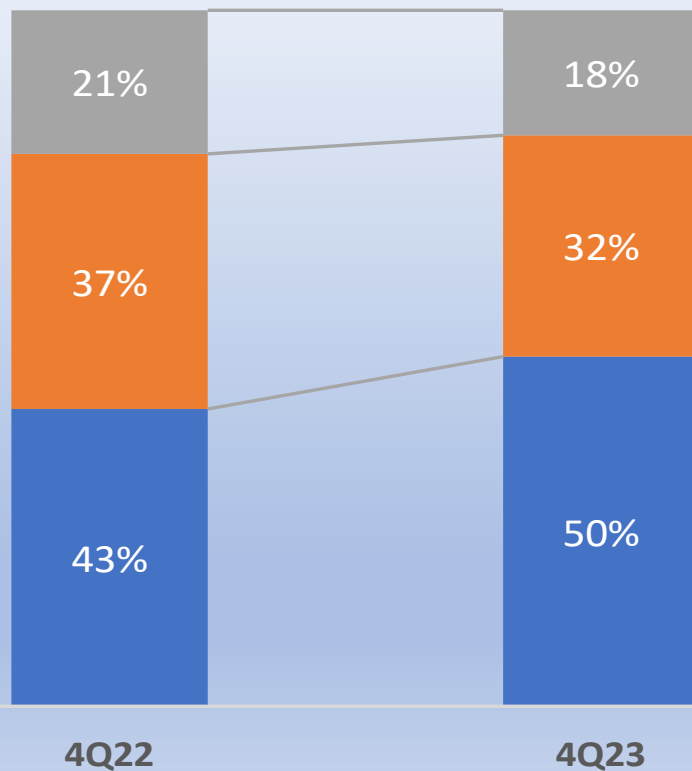
Printers Labels Others



印表機相關業務區域營收占比

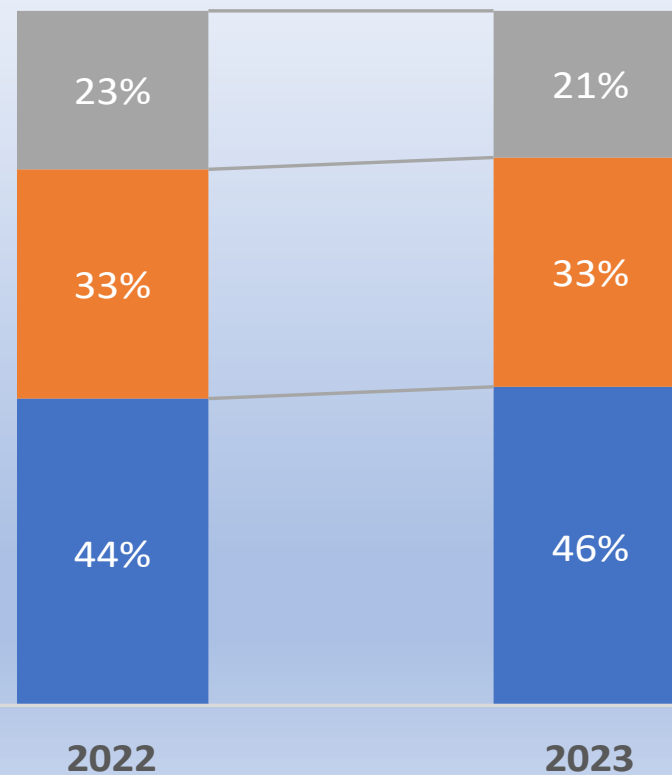
季度營收占比

■ APAC ■ EMEA ■ Americas

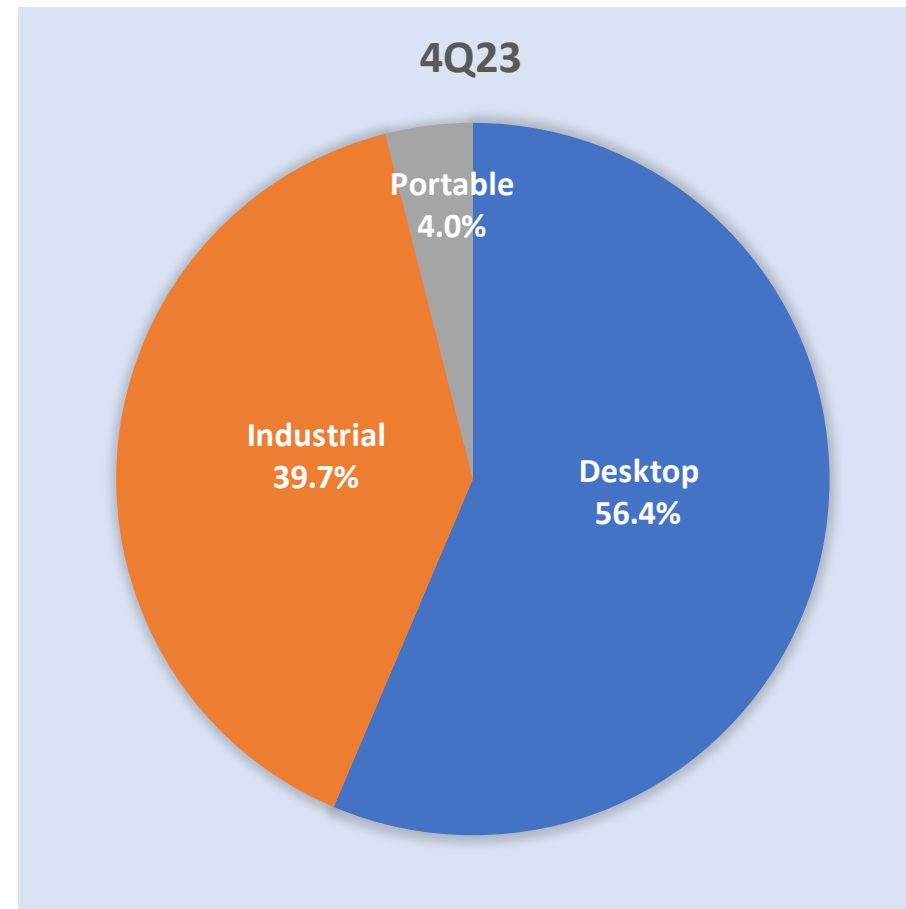
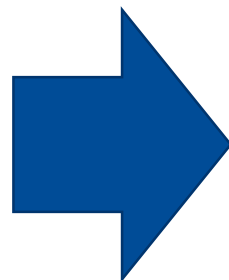
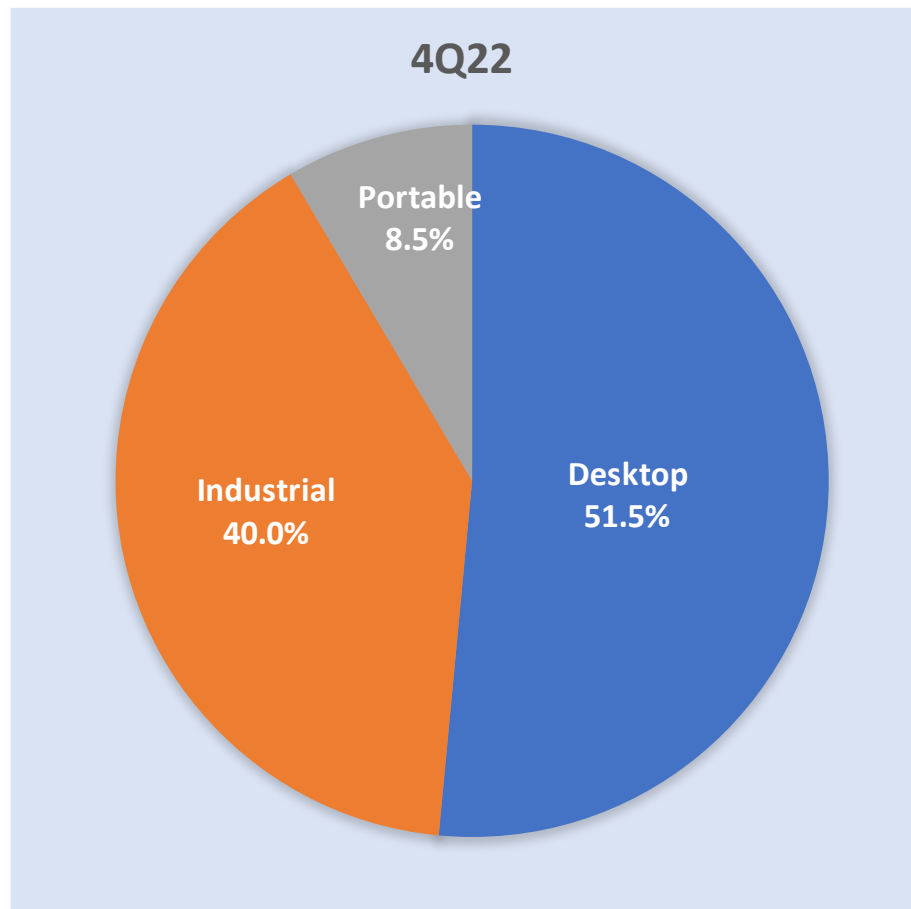


年度營收占比

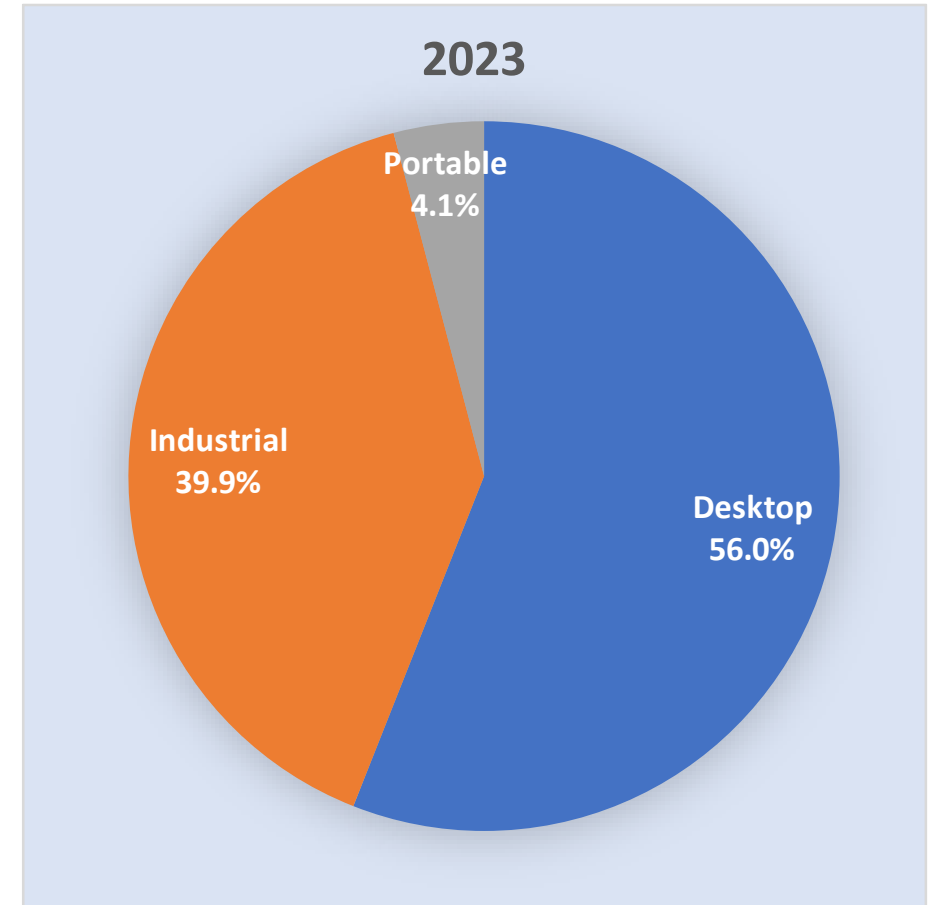
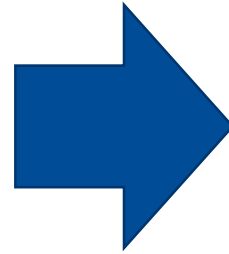
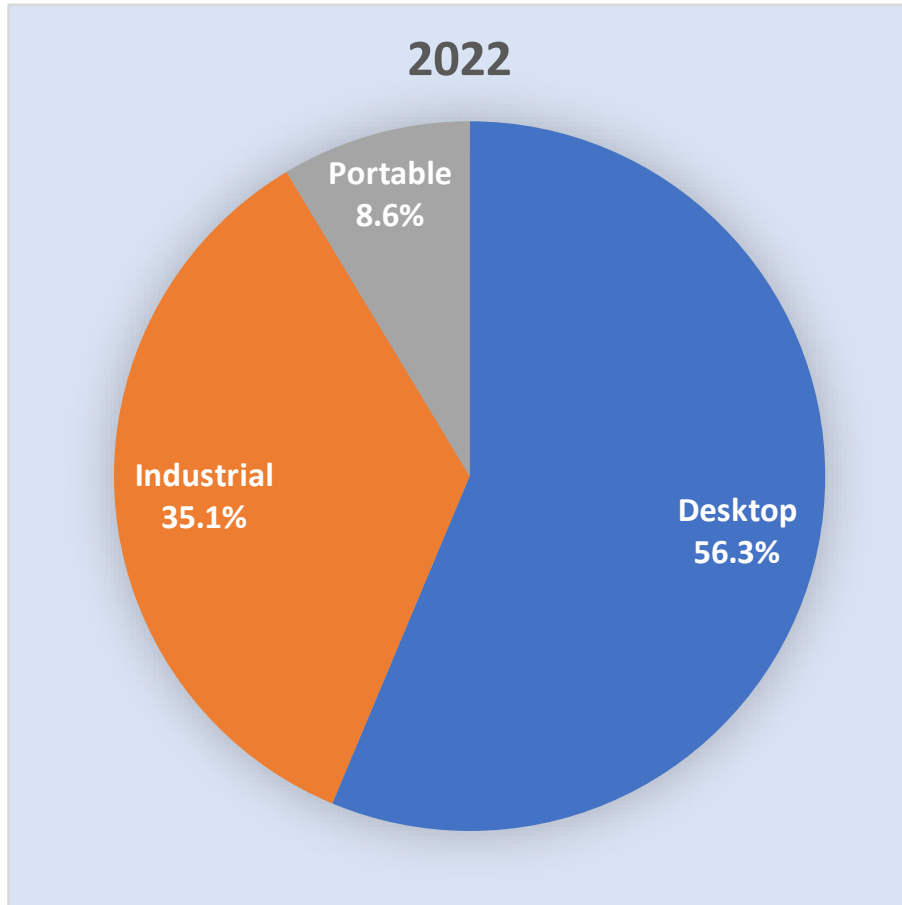
■ APAC ■ EMEA ■ Americas



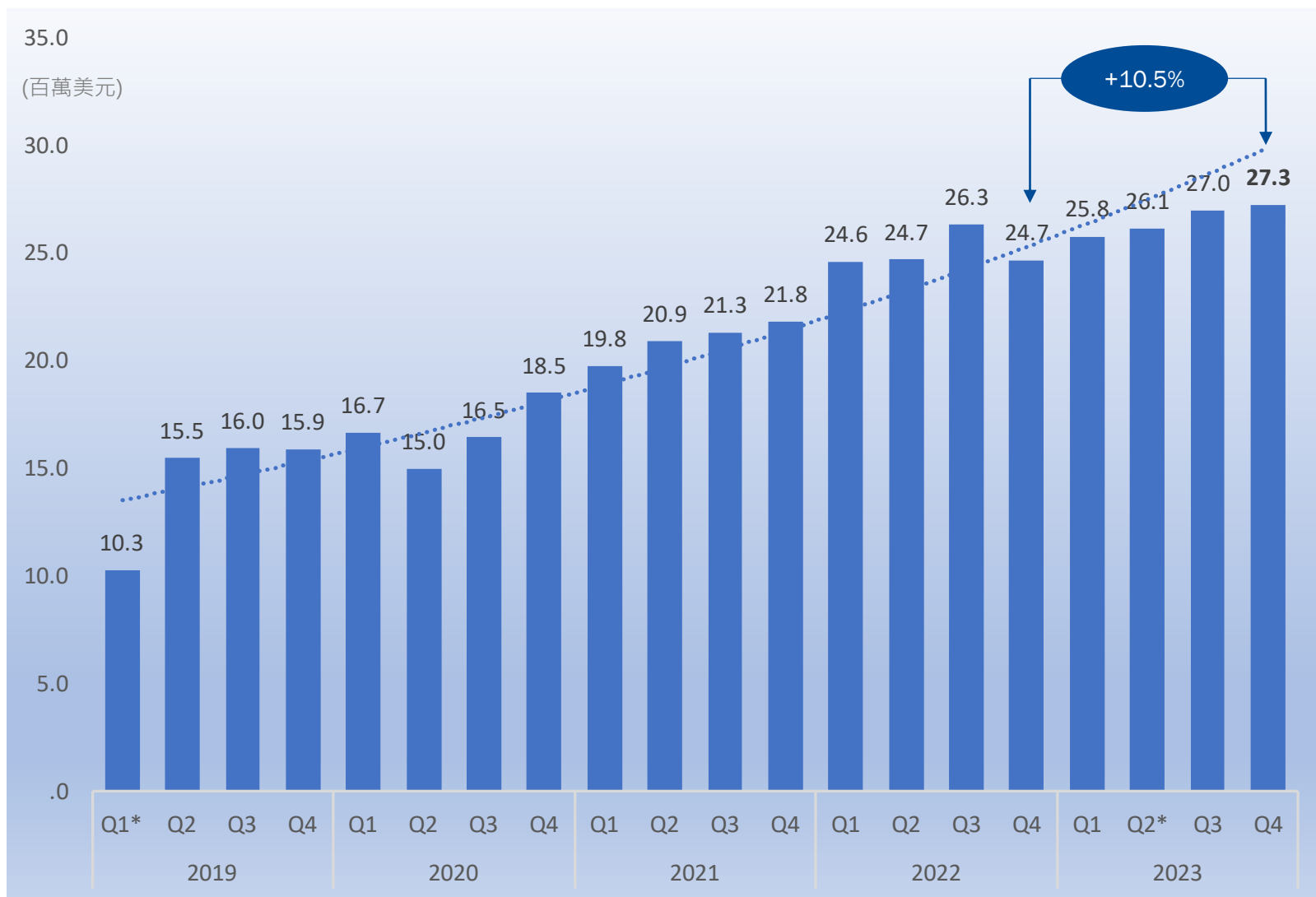
印表機機種出貨占比 (季)



印表機機種出貨占比(年)



標籤紙業務營收(季)



✓ 4Q23營收 US\$ 27.3M

YoY +10.5%

✓ 前四季平均營收

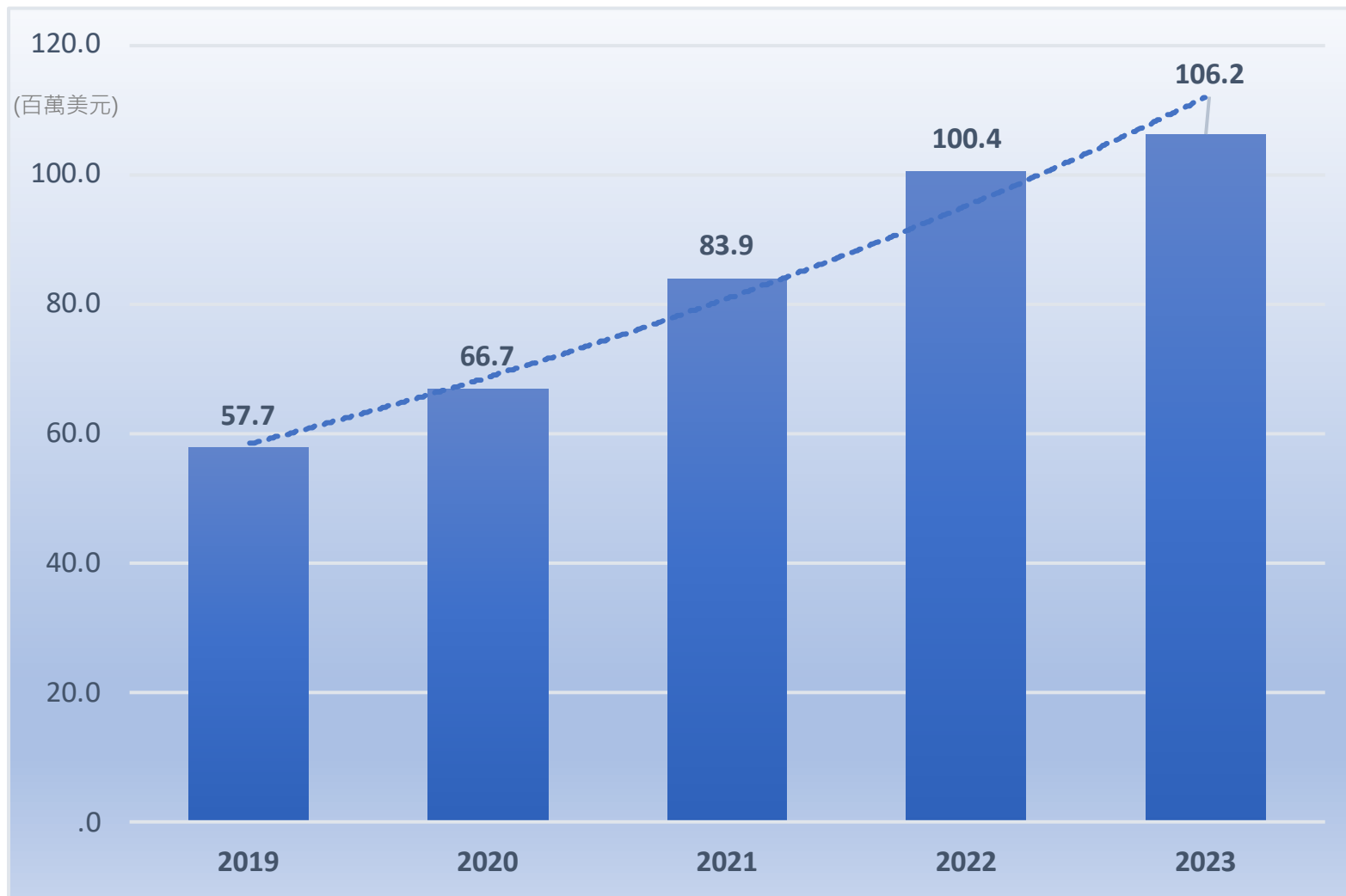
US\$26.6M

*2019.1月完成收購DLS; 2023.6月完成收購MGN

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標籤紙業務營收(年)



- ✓ 2023營收續創新高
US\$ 106.2M, YoY +6%
- ✓ CAGR 16.5% (2019~2023)

*2019.1月完成收購DLS; 2023.6月完成收購MGN

2023年第四季合併損益

(百萬台幣)

	4Q23		4Q22		YoY	
營業收入	2,141	100.0%	2,182	100.0%	(41)	-1.9%
銷貨成本	1,472	68.7%	1,416	64.9%	56	3.9%
營業毛利	669	31.3%	766	35.1%	(97)	-3.8 pts
營業費用	442	20.6%	376	17.2%	65	17.4%
營業淨利	228	10.6%	390	17.9%	(162)	-7.2 pts
業外收支	(19)	-0.9%	(23)	-1.1%	4	-17.5%
稅前淨利	209	9.7%	366	16.8%	(158)	-7.1 pts
所得稅費	43	2.0%	101	4.6%	(57)	-57.0%
稅後淨利	165	7.7%	266	12.2%	(100)	-4.5 pts
每股盈餘(基本), 元台幣	3.50 (註)		5.64 (註)		(2.13)	

(註:普通股加權平均股數47,132千股)

2023全年合併損益

(百萬台幣)

	2023		2022		YoY	
營業收入	8,352	100.0%	7,967	100.0%	385	4.8%
銷貨成本	5,545	66.4%	5,319	66.8%	225	4.2%
營業毛利	2,807	33.6%	2,647	33.2%	160	0.4 ppt
營業費用	1,611	19.3%	1,390	17.4%	221	15.9%
營業淨利	1,197	14.3%	1,258	15.8%	(61)	-1.5 pts
業外收支	60	0.7%	90	1.1%	(29)	-32.8%
稅前淨利	1,257	15.0%	1,347	16.9%	(91)	-1.9 pts
所得稅費	330	4.0%	382	4.8%	(53)	-13.7%
稅後淨利	927	11.1%	965	12.1%	(38)	-1 pts
每股盈餘(基本), 元台幣	19.76 (註1)		20.65 (註2)		(0.89)	

- ✓ 2023 EPS 19.76元
- ✓ 董事會通過2023年度盈餘分配建議，預計配發現金股利13元/每股
- ✓ 股利配發率 66%

(註1:普通股加權平均股數46,908千股; 註2:前期追溯調整數)

其他財務資訊

(百萬台幣)

資產負債摘要項目

現金及金融資產		
應收帳款		
存貨		
不動產、廠房及設備		
長期投資		
資產總計	8,957	100%
短借及一年內到期長債		
應付帳款		
長期計息負債		
負債總計	3,496	39%
股東權益總計	5,461	61%

現金流量變動

營業活動		
投資活動		
籌資活動		
匯率變動影響		
現金及約當現金淨增加	(242)	

4Q23

1,070	12%
1,306	15%
1,494	17%
1,292	14%
1,354	15%
8,957	100%
680	8%
691	8%
611	7%
3,496	39%
5,461	61%

4Q22

1,144	14%
1,350	16%
1,624	20%
1,054	13%
1,098	13%
8,295	100%
940	11%
698	8%
557	7%
3,544	43%
4,751	57%

YoY

(74)
(44)
(131)
238
256
663
(259)
(7)
54
(48)
711
44
(68)
(531)
(21)
(575)

法人提問



Thank You

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