

# TSC Auto ID Investor Conference

Code: 3611

2024.05



# Agenda

- **Financial Update**
- **Market Trend and Products**
- **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

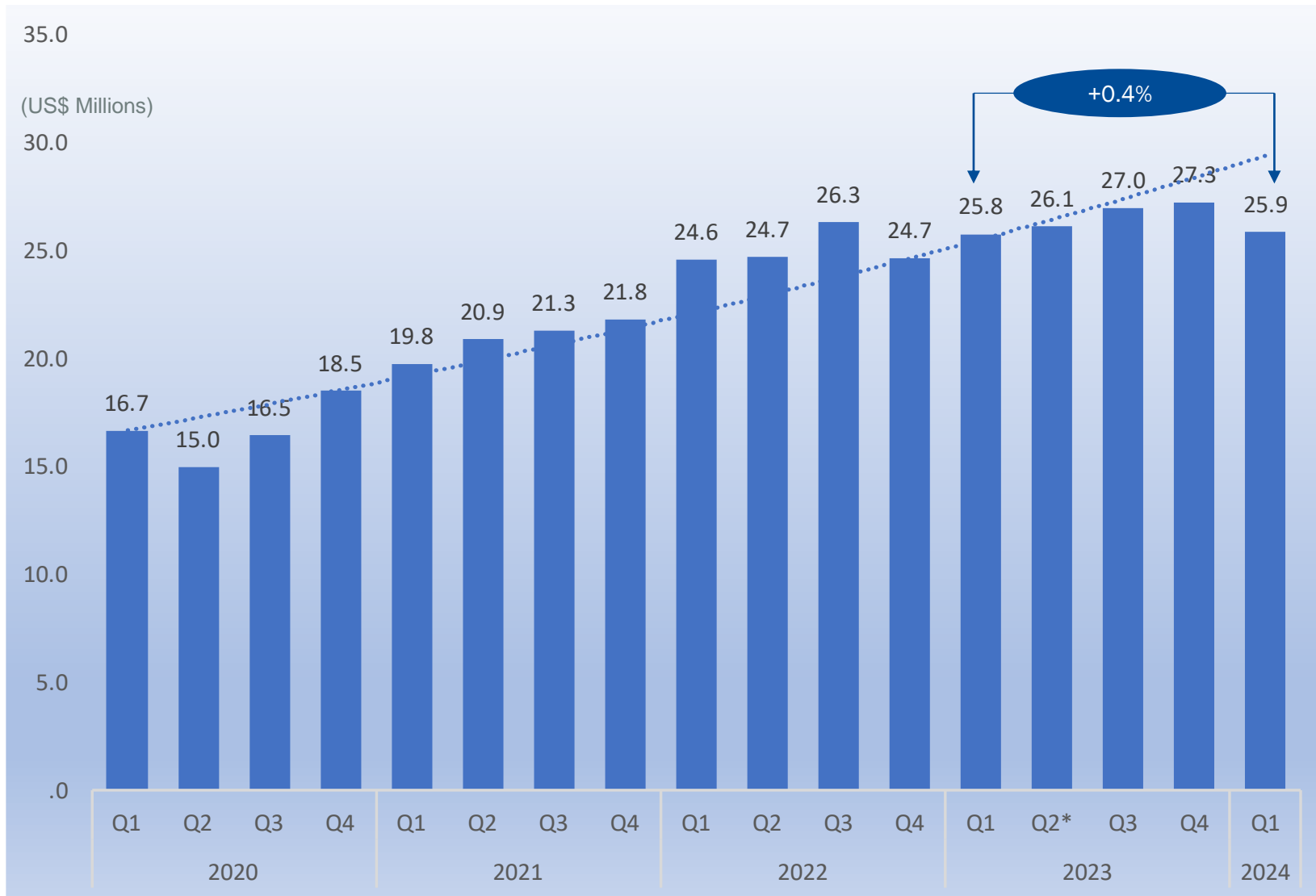
# Quarterly Revenue Trend



✓ YoY-1.7%

✓ Avg. NT\$ 2.08 Billion,  
the last 4 quarters

# Label Business (Quarterly)



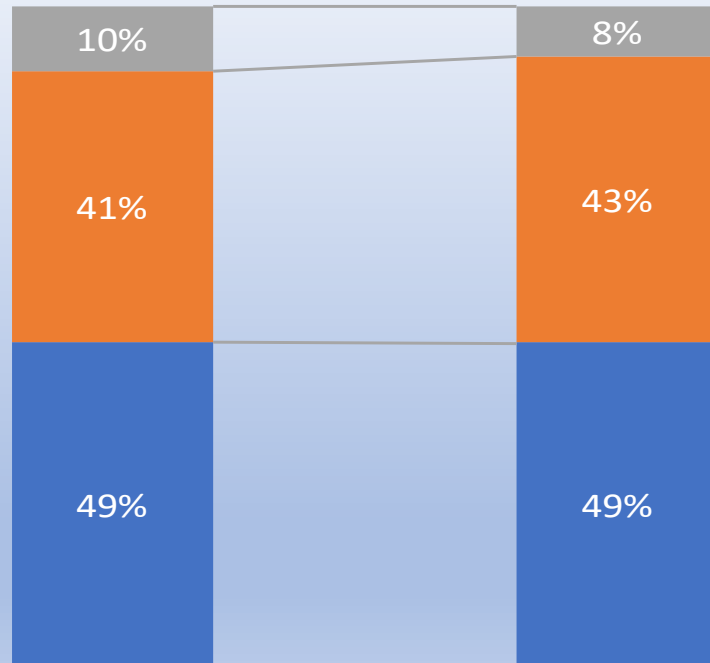
- ✓ 1Q24 Revenue  
US\$ 25.9M, YoY +0.4%
- ✓ Avg. US\$ 26.6M,  
the last 4 quarters

\*Acquisition of MGN was completed in 2023.06

# Revenue Contribution

## Total Revenue by Product Category

■ Printers ■ Labels ■ Service & Spare parts

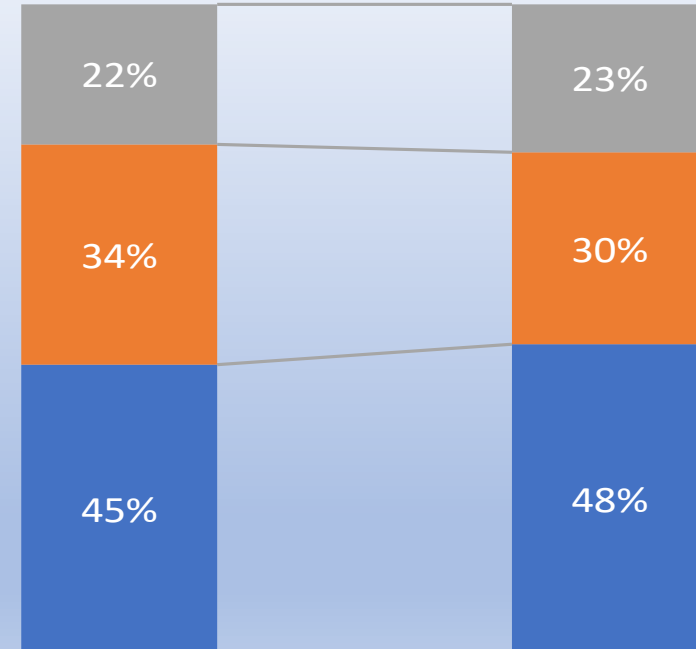


1Q23

1Q24

## Printers Associated Business by Region

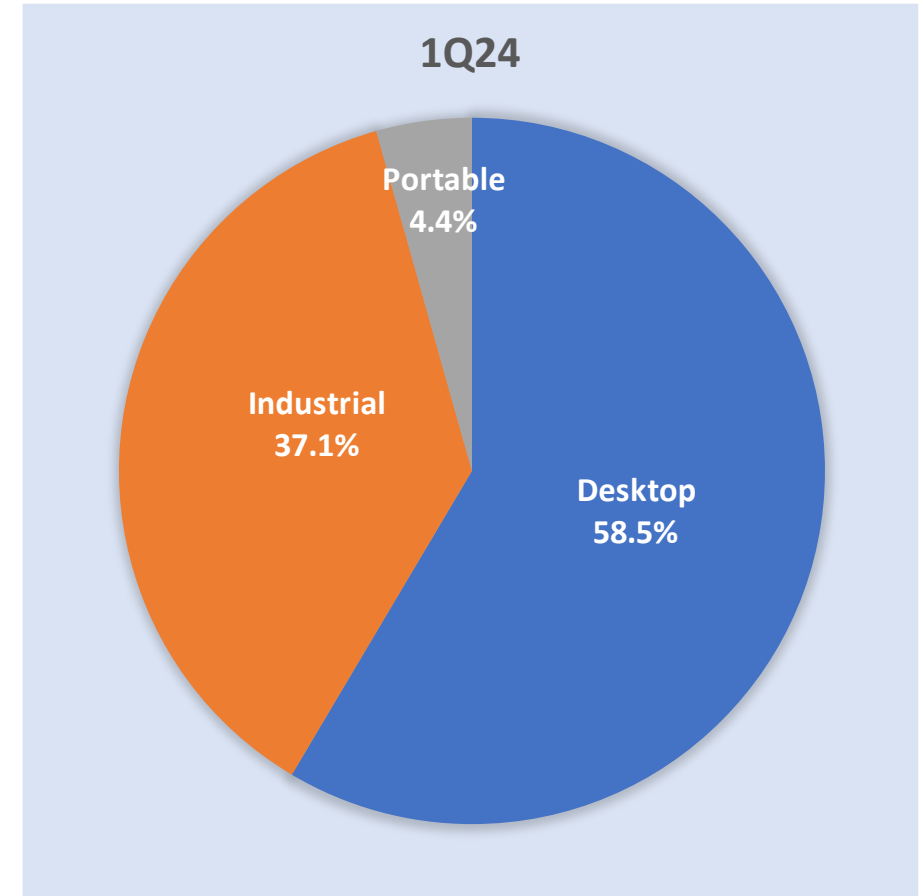
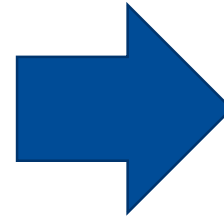
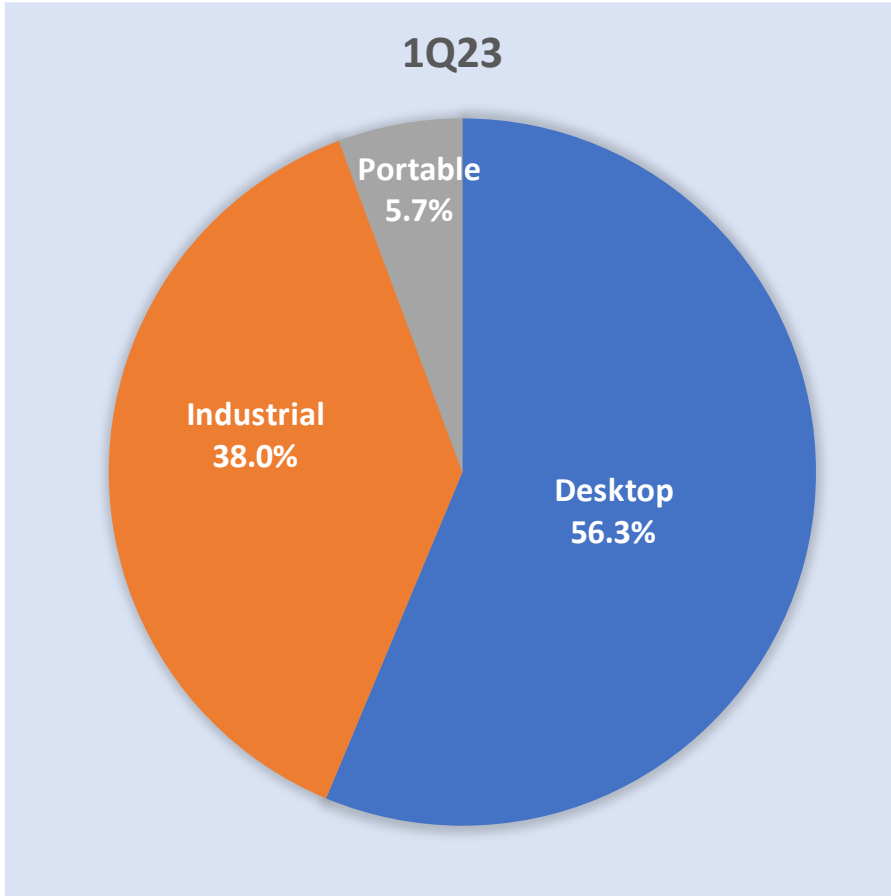
■ APAC ■ EMEA ■ Americas



1Q23

1Q24

# Printers Revenue by Product Category





# 1Q24 P&L Summary

(NT\$ Millions)	1Q24		1Q23		YoY	
<b>Net Sales</b>	<b>1,875</b>	<b>100.0%</b>	<b>1,908</b>	<b>100.0%</b>	<b>(33)</b>	<b>-1.7%</b>
Cost of Goods Sold	1,284	68.5%	1,282	67.2%	2	0.1%
<b>Gross Profit</b>	<b>591</b>	<b>31.5%</b>	<b>626</b>	<b>32.8%</b>	<b>(34)</b>	<b>-1.3 pts</b>
Operating exepnses	391	20.9%	345	18.1%	46	13.3%
<b>Operating Income</b>	<b>200</b>	<b>10.7%</b>	<b>280</b>	<b>14.7%</b>	<b>(80)</b>	<b>-4 pts</b>
Non-operating income (loss)	17	0.9%	(2)	-0.1%	19	-865.6%
<b>Earnings Before Tax</b>	<b>217</b>	<b>11.6%</b>	<b>278</b>	<b>14.6%</b>	<b>(61)</b>	<b>-3 pts</b>
Tax	57	3.1%	74	3.9%	(17)	-22.4%
<b>Net Income</b>	<b>160</b>	<b>8.5%</b>	<b>204</b>	<b>10.7%</b>	<b>(45)</b>	<b>-2.2 pts</b>
<b>EPS (Basic), NTD</b>	<b>3.39 *</b>		<b>4.33 *</b>		<b>(0.94)</b>	

\* Weighted average ordinary shares: 47,143 thousand shares

© 2023 All Rights Reserved. TSC Auto ID. Confidential and proprietary.



# Other Financials

(NT\$ Million)

## Selected Item from Balance Sheets

	1Q24		1Q23		YoY
Cash & Marketable Securities	1,082	12%	1,105	13%	(23)
Accounts Receivable	1,246	14%	1,254	15%	(8)
Inventories	1,569	17%	1,681	19%	(112)
Net PP&E	1,294	14%	1,069	12%	226
Long-term Investments	1,183	13%	1,539	18%	(357)
<b>Total Assets</b>	<b>9,055</b>	<b>100%</b>	<b>8,646</b>	<b>100%</b>	<b>409</b>
ST Borrowings&Current Portion of LT Debt	622	7%	703	8%	(81)
Accounts Payable	688	8%	740	9%	(52)
Long-term Interest-bearing Debts	569	6%	522	6%	47
<b>Total Liabilities</b>	<b>3,592</b>	<b>40%</b>	<b>3,260</b>	<b>38%</b>	<b>332</b>
<b>Total Shareholders' Equity</b>	<b>5,463</b>	<b>60%</b>	<b>5,386</b>	<b>62%</b>	<b>77</b>

## Changes in Cash Flow

Cash from Operating Activities	283		305		(21)
Cash from Investing Activities	(135)		(35)		(100)
Cash from Financing Activities	(151)		(308)		156
Effect of Foreign Exchange Rates	19				19
<b>Net Changes in Cash</b>	<b>16</b>		<b>(38)</b>		<b>54</b>

# Market Trend and Products

# Agenda

- Market Trend
- TSC Hero Products
- Think Sustainability

# Market Trend



**High Global Inflation**



**Distributors Conservative in Stocking Up**



**Enhance Sustainability Metrics**



**Prolong asset refresh cycles**

Reduce Business  
Downtime with Our  
**On-Site  
Service  
Program**

# Product Family

Mobile

Desktop

Industrial

RFID

Barcode  
Inspection  
(ODV)

Print  
Engine

Linerless

Healthcare

Software

Consumable



# TSC Hero Product - TH DH Series Family



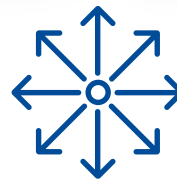
# TH DH Series - The Handy Way to Conquer Label Printing Challenges



Seamless Integration  
with Effortless  
Deployment



Minimizing Downtime  
While Maximizing  
Uptime



Versatility with Quality  
for Present and Future  
Applications



Greener Label Printing:  
The Utmost in Thermal  
Printer Sustainability



Healthcare Tailored  
Design



Versatility with Quality for  
Present and Future Applications

# Wide Media Range Support



Car Plate & Signage



Narrow Shrink Tube



Linerless  
Media



Thick Tag



Care Label

# Think Sustainability

## 100% Green Package



## Development Sustainably



## Linerless Solutions



## Ribbon Saver Solution



# Why Linerless Printing Solution?

## Elevate Work Efficiency with a Greener Approach



### More Efficient

No need to remove liners.



### More Sustainable

No liner waste, up to 15% raw material reduced



### More Labels per Roll

Without liners, rolls can hold up to 40% more labels



### Decreased Storage & Shipping Cost

More labels per roll lead to fewer rolls and lighter freight loads



### More Flexible

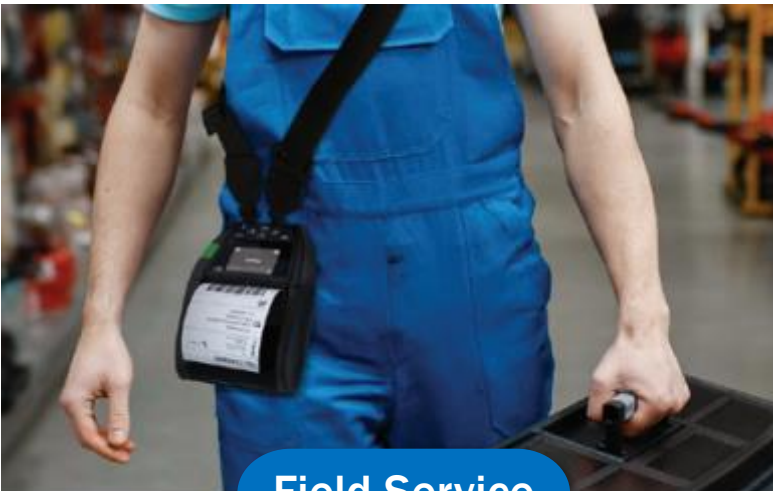
Flexible printing lengths eliminate unnecessary white space



# Linerless Applications



Food Service



Field Service



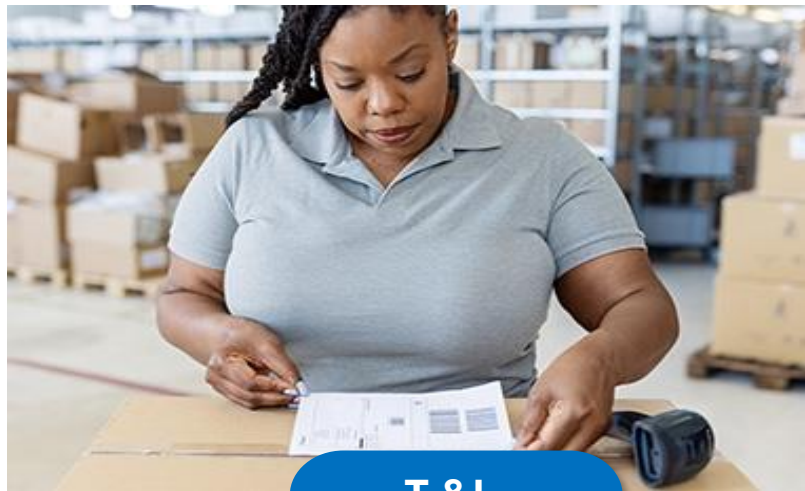
Warehouse



Retail



Healthcare



T.&L.

# Linerless Printer Family

Alpha-30R



Alpha-40L



Alpha30L Series



MB240 Series



Mobile

DA220 Series



DH240T Series



DH220T Series



Industrial

Desktop



# Eco-Friendly Ribbon Saver Solution Optimize Efficiency

## Why Ribbon Saver Solution?

- Reduced waste
- Improved efficiency
- Long-term cost savings

# How does it Work?



[Video](#)

# Q&A





**Thank You**

**TSC Auto ID** [tscprinters.com](https://www.tscprinters.com)