

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 technological.

鼎翰科技股份有限公司 法人說明會

股票代號: 3611

2024.08

會議議程

- 財務報告與營運概況
- Bluebird Inc.併購說明
- 法人提問

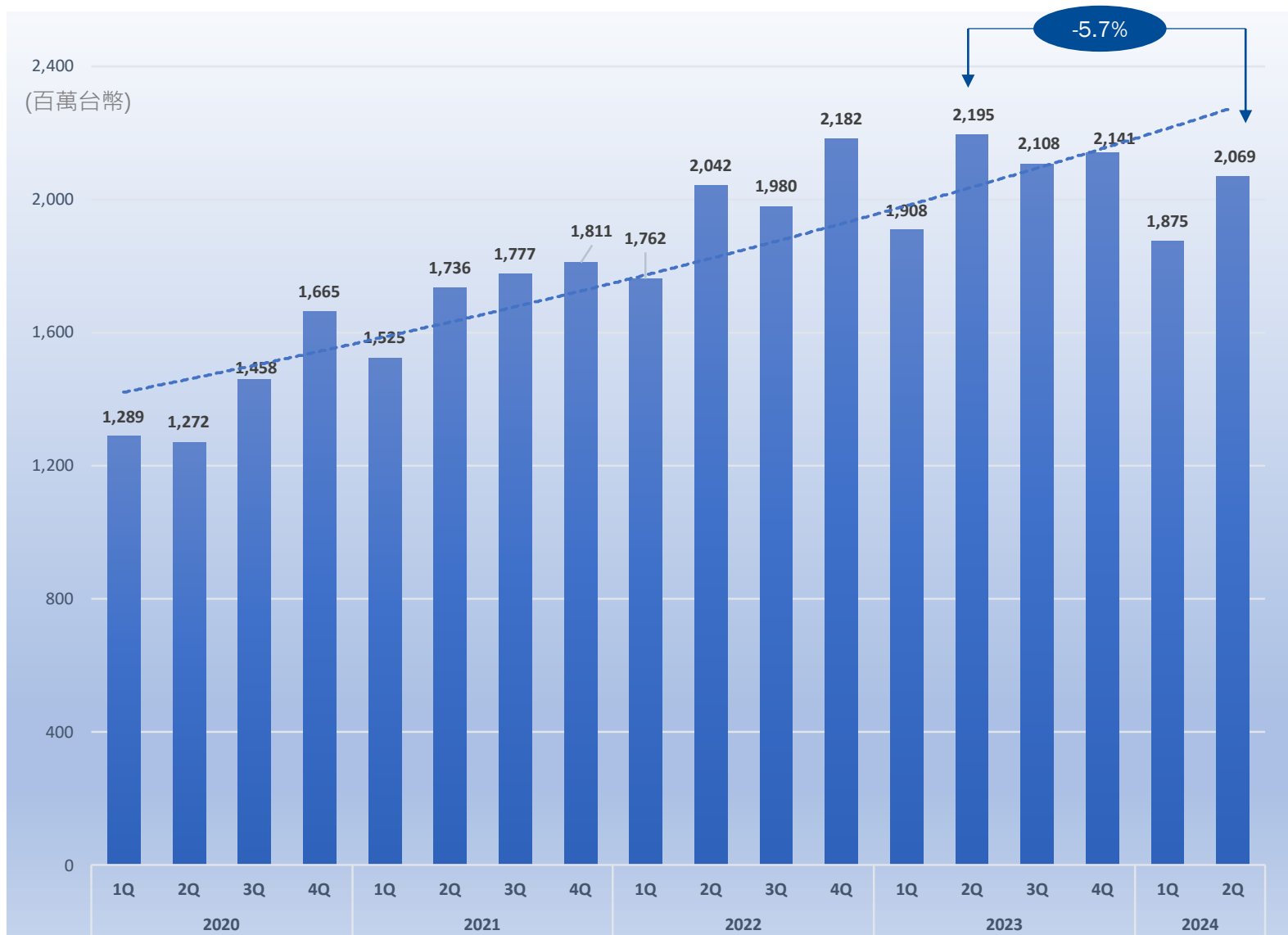
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TSC Auto ID Technology and its subsidiaries have no intention and undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise, except as required by law.

財務報告與營運概況

合併營收趨勢(季)



✓ 第二季營收

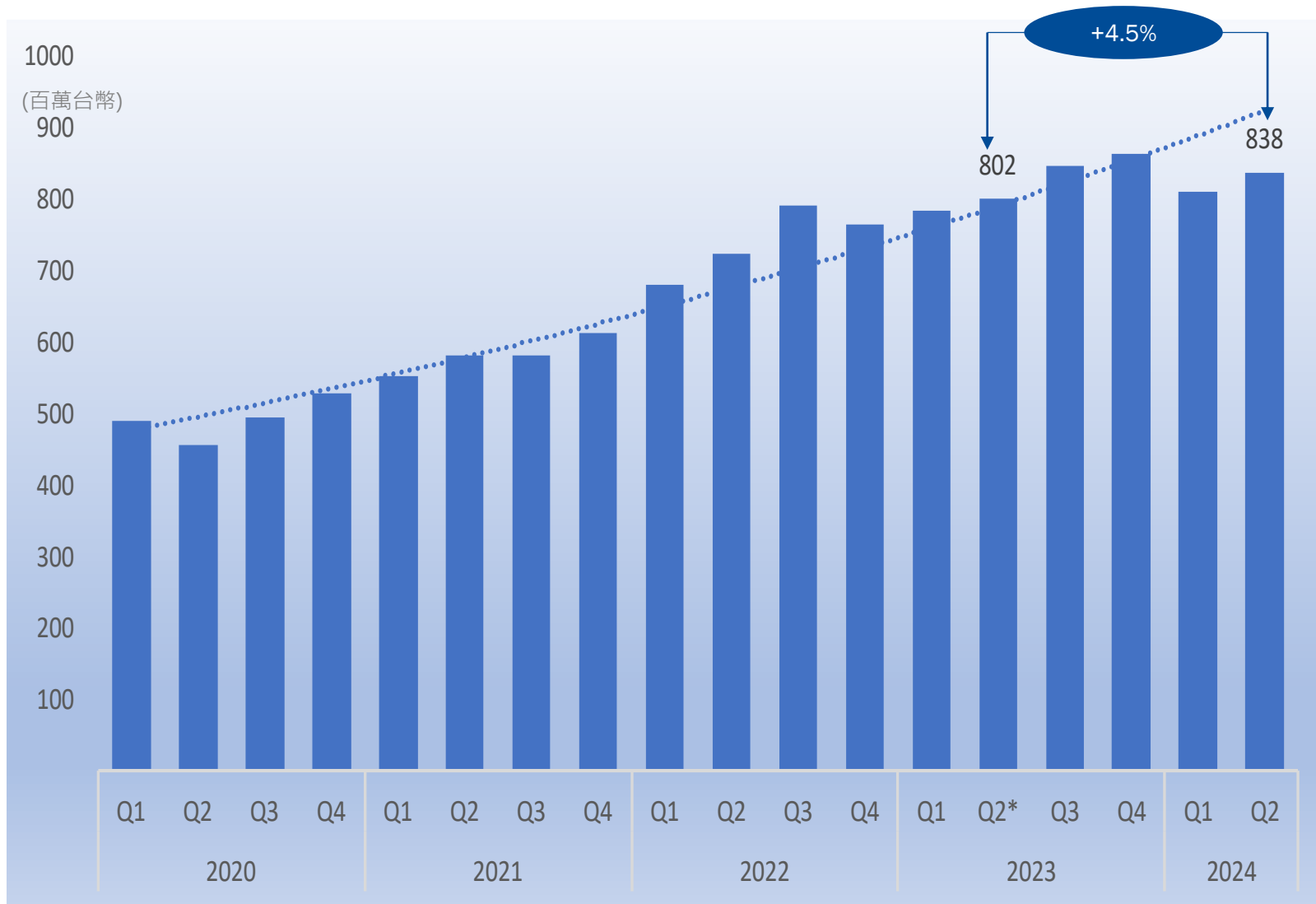
20.7億台幣

YoY-5.7%

✓ 前四季平均營收

20.5億台幣

標籤紙業務營收(季)



✓ 第二季營收

8.4億台幣

YoY +4.5%

✓ 前四季平均營收

8.4億台幣

*2023.6月完成收購MGN

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營收占比 (季)

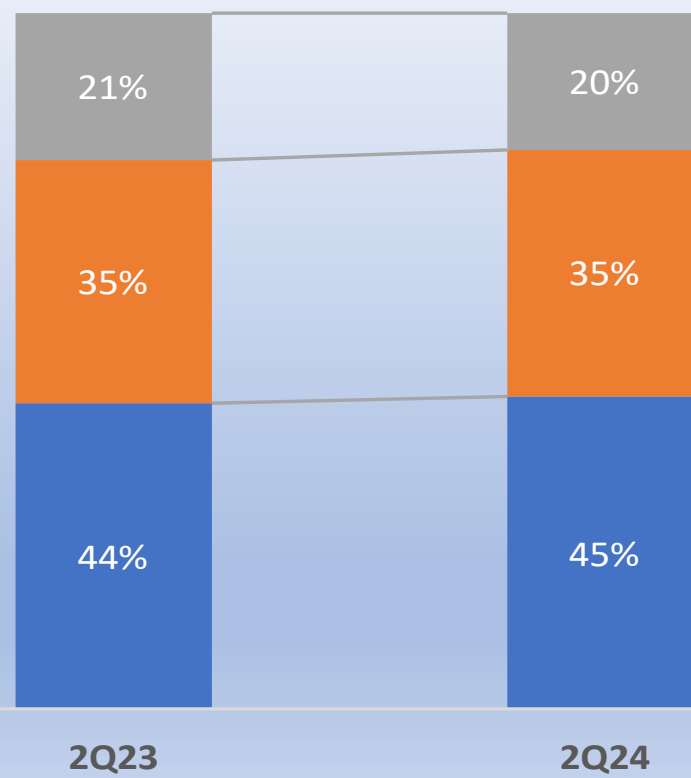
產品營收占比

■ Printers ■ Labels ■ Service & Spare parts

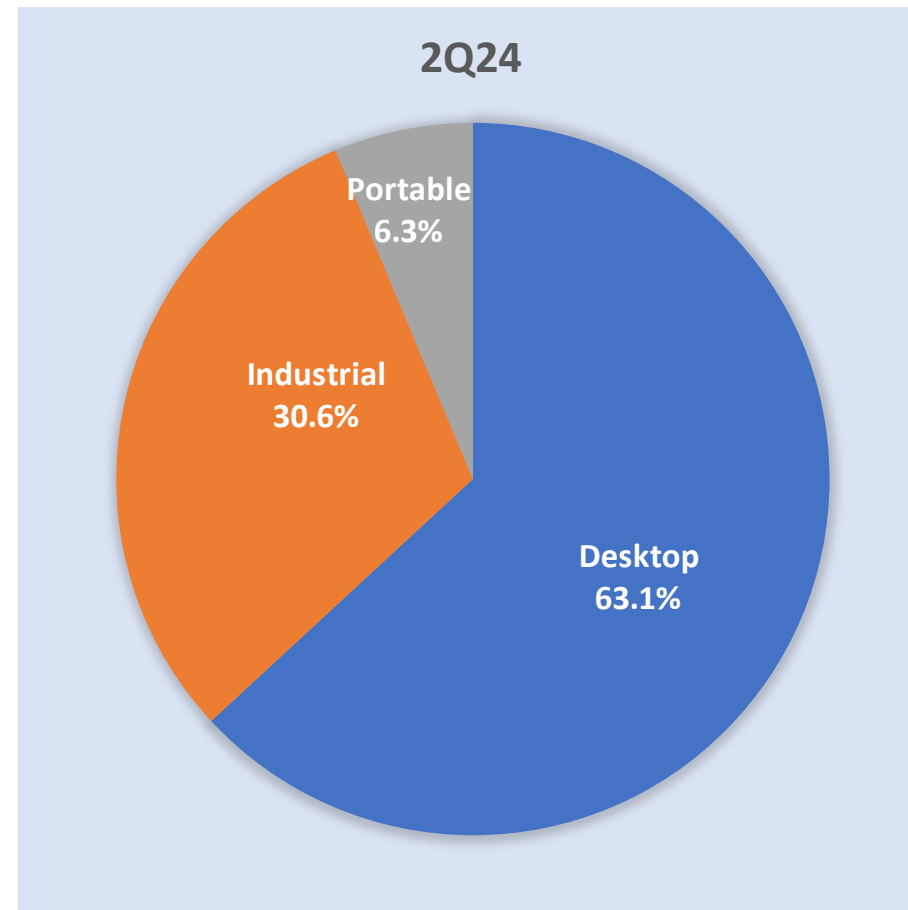
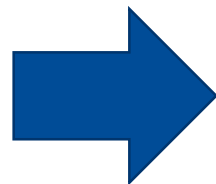
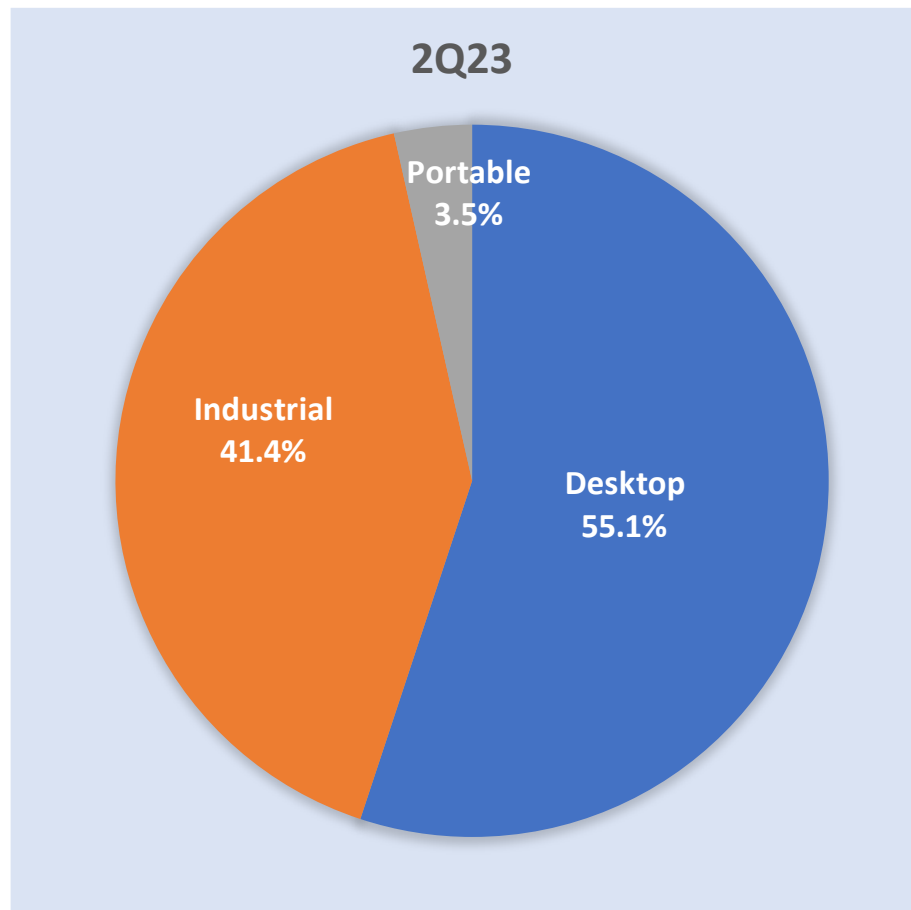


印表機營收占比

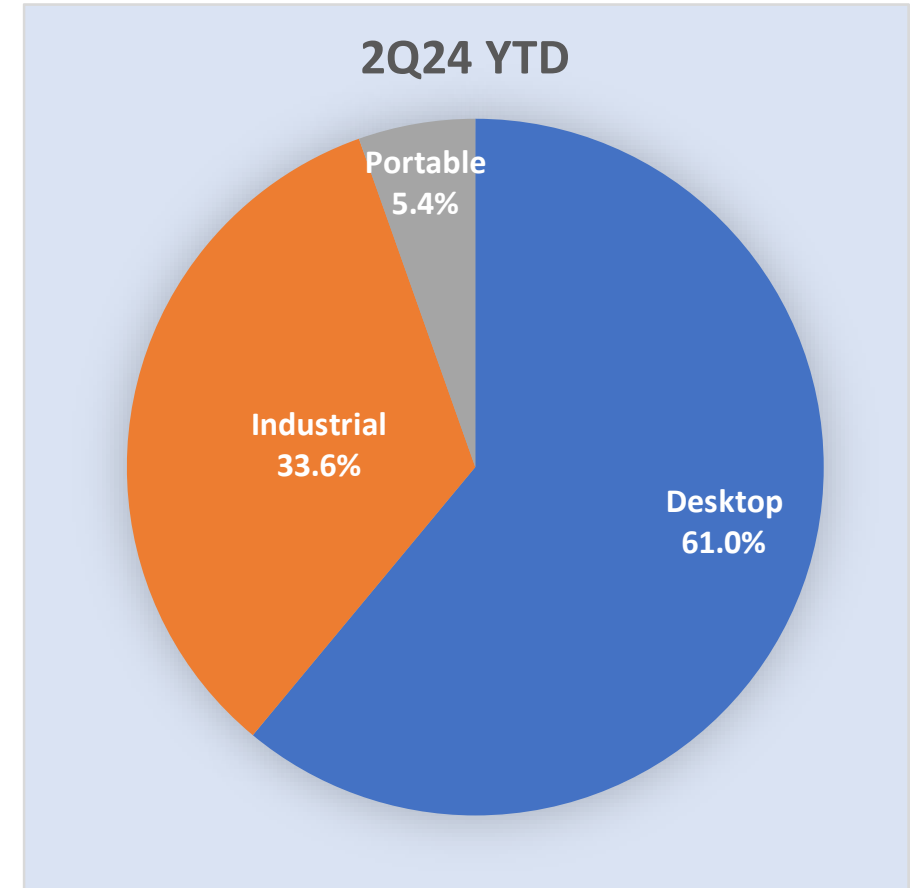
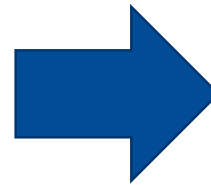
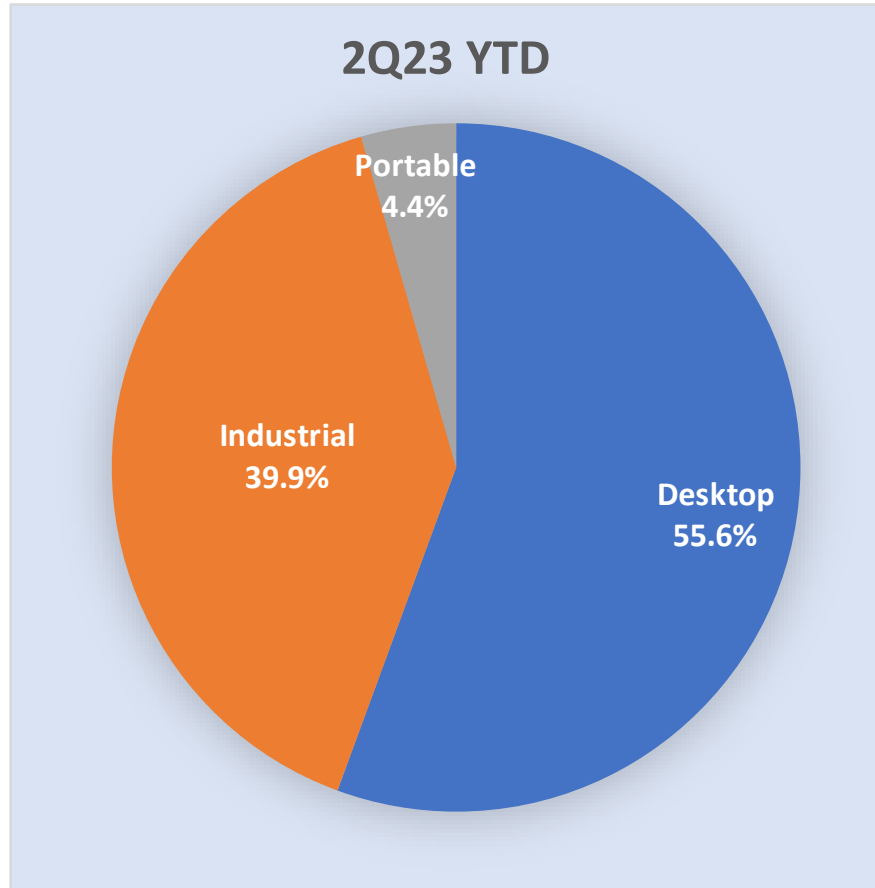
■ APAC ■ EMEA ■ Americas



印表機機種銷售占比 (季)



印表機機種銷售占比 (YTD)



2024年第二季合併損益

(百萬台幣)

	2Q24		2Q23		YoY	
營業收入	2,069	100.0%	2,195	100.0%	(126)	-5.7%
銷貨成本	1,377	66.6%	1,418	64.6%	(41)	-2.9%
營業毛利	692	33.4%	777	35.4%	(85)	-2 pts
營業費用	428	20.7%	392	17.9%	36	9.1%
營業淨利	264	12.8%	385	17.5%	(121)	-4.8 pts
業外收支	36	1.8%	64	2.9%	(28)	-43.4%
稅前淨利	301	14.5%	449	20.5%	(148)	-5.9 pts
所得稅費	72	3.5%	121	5.5%	(49)	-40.5%
稅後淨利	228	11.0%	328	14.9%	(99)	-3.9 pts
每股盈餘(基本), 元台幣	4.85		7.01		(2.16)	

2024年上半年合併損益

(百萬台幣)

	2Q24		2Q23		YoY	
營業收入	3,944	100.0%	4,102	100.0%	(157)	-3.8%
銷貨成本	2,661	67.5%	2,700	65.8%	(39)	-1.4%
營業毛利	1,283	32.5%	1,403	34.2%	(119)	-1.7 pts
營業費用	819	20.8%	737	18.0%	82	11.1%
營業淨利	465	11.8%	665	16.2%	(201)	-4.4 pts
業外收支	53	1.3%	62	1.5%	(9)	-14.2%
稅前淨利	518	13.1%	727	17.7%	(209)	-4.6 pts
所得稅費	129	3.3%	195	4.8%	(66)	-33.6%
稅後淨利	388	9.8%	532	13.0%	(144)	-3.1 pts
每股盈餘(基本), 元台幣	8.24		11.38		(3.14)	

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	9,337	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	4,188	45%
股東權益總計	5,149	55%

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	88	

	2Q24		2Q23		YoY
	1,169	13%	1,117	12%	52
	1,322	14%	1,496	16%	(174)
	1,629	17%	1,641	17%	(11)
	1,309	14%	1,196	13%	113
	1,210	13%	1,437	15%	(227)
資產總計	9,337	100%	9,486	100%	(149)
短借及一年內到期長債	698	7%	650	7%	48
應付帳款	764	8%	745	8%	19
長期計息負債	447	5%	766	8%	(319)
負債總計	4,188	45%	4,371	46%	(184)
股東權益總計	5,149	55%	5,115	54%	34
營業活動	239		305		(66)
投資活動	(62)		(428)		366
籌資活動	(91)		127		(218)
匯率變動影響	1		7		(6)
現金及約當現金淨增加	88		12		75

Bluebird Inc.併購說明

Bluebird Inc- 公司簡介



公司名稱	Bluebird Inc.
總部位置	Gangnam-gu, Seoul, South Korea
核心業務	Manufacturing and Sales of Enterprise, Industrial Mobile Computer, PDA, Payment Terminal, etc.
全球服務網路	<ul style="list-style-type: none">• Overseas Office: Atlanta, USA, Madrid, Spain, Frankfurt, Germany, Mexicoico City, Mexico• R&D Center: Bangalore, India• Service Center (Partner): 130 world-widely
製造中心	Seongnam, South Korea
員工人數	250+
營收 (FY23 合併)	Revenue: KRW 8.8 Billion (around NT\$, 2,102 million)

BLUEBIRD產品與解決方案 (1)



- Mobile Computers & Enterprise Tablets

5G 5G Ruggedness RFID

1-1 Handheld Computers

Handheld mobile computer with high-performance for enterprise

1-2 Managed Computers

The sleek and bezel-less design of a consumer smartphone with enhanced durability and enterprise functionality

1-3 Keypad Computers

The ultimate touch mobile computer with keypad

2-1 Rugged Enterprise Tablets

Rugged tablet optimized for business in every aspect

2-2 Managed Tablets

Smart tablet computer in a sleek design






2-3 Interactive Tablets

The right customer service solution for your business


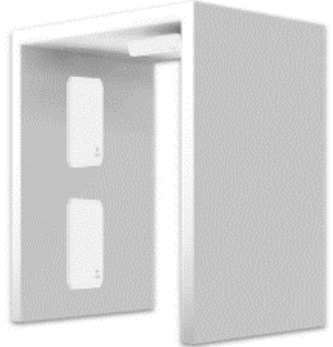




BLUEBIRD產品與解決方案 (2)

- RFID Solution

<p>3-1 Handheld RFID Reader</p>  <p>RFR901 for S50 RFR901 for SA RFR901 for U mount</p> <p>Compatible with iPhone and Galaxy</p>  <p>RFR900 for SA RFR900 for S50 RFR900 for S70</p>	<p>3-2 Fixed RFID Reader</p>  <p>FR900</p>	<p>3-3 Desktop RFID Reader</p>  <p>DR901 DR900</p>	<p>3-4 Short Range RFID</p>  <p>S20 RFID S50 RFID HF550X RFID VX500 RFID</p>
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3-5 RFID Integration System (Tunnel, Gate, Self-checkout, Antennas)

 <p>STR900 (Smart Tunnel Reader)</p>	 <p>Transition Gate</p>	 <p>Self Checkout</p>	 <p>ANS981 ANS961 ANS980</p> <p>ANS960 AN970 AN971 AN950</p>
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BLUEBIRD產品與解決方案 (3)

- Payment Terminal & Automotive

4-1 Portable



Seamless payment with rich interactivity

4-2 Countertop

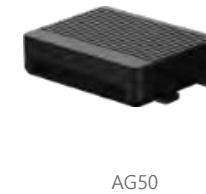


Wired payment terminal to accept various ways, such as magnetic cards, chips and pins, and contactless payments

4-3 Retail Mobility



5 Vehicle Gateway

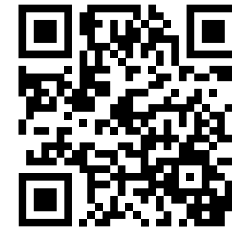


Advanced telematics device for car sharing management

交易架構

交易類型	股權交易 (100%收購) 已簽約收購 96.51% 股權，並將邀約收購剩餘3.49%股權
交易對價	KRW 123Billion for 100% shares • KRW 119Billion for 96.51% shares
交易對象	• (96.51%) H-Alpha Private Equity Fund+ Jang Won Lee • (3.49%)少數股東
資金來源	• 銀行貸款: 20台幣 • 自有現金與借款額度: 約9億台幣

法人提問



Thank You

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