



TSC Auto ID IR Conference Call

Code: 3611

2021.11.10

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Agenda

- **About TSC Auto ID**
- **Industry Trend**
- **Financial Update**
- **Q&A**

About TSC Auto ID

TSC Auto ID Technology

To provide world-class, innovative, and high-performance **tracking and identification solutions**

Barcode Printer Business

TSC Auto ID Technology

~ offers budget-friendly desktop printers to high-performance industrial solutions including rugged mobile printers

Printronix Auto ID

~offers premium, enterprise-level applications with a selection of high-end features including RFID encoding and integrated barcode verification

Label Supply Business

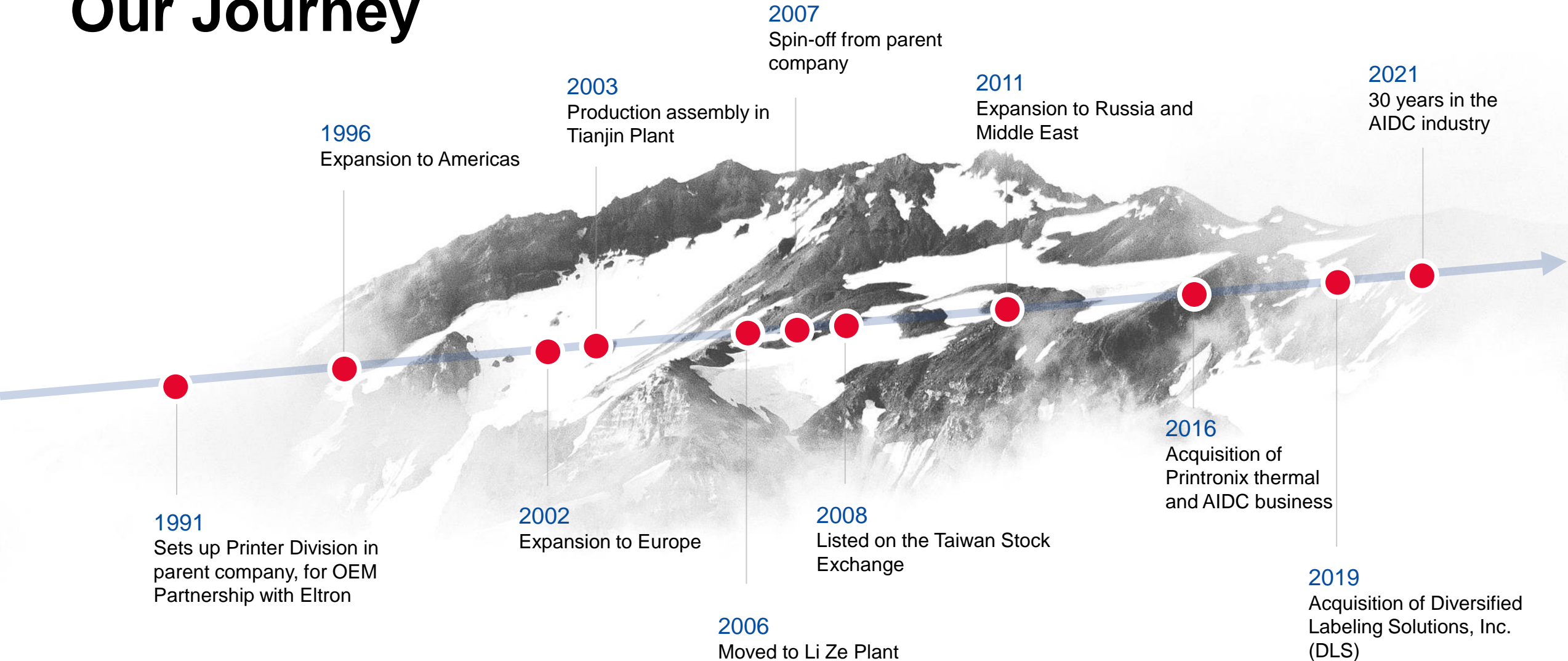
Diversified Labeling Solutions

~ a preferred B2B supplier of high-quality, custom-printed pressure sensitive labels



TSC Manufacturing Facility
Wujie Township, Taiwan

Our Journey



Company Snapshot

30

Years in
Auto ID Industry

5

A Top 5 Leader in the
Auto ID Industry

\$200+

Annual Revenue
(in Millions USD)

5 M

Printers installed
globally

87

Patents

12

Years listed on the Taiwan
Stock Exchange

100+





Countries we do
business in globally

850

Employees
worldwide

Global Presence



-  TSC and Printronix Auto ID Offices
-  TSC and Printronix Auto ID Rep. Offices
-  TSC and Printronix Auto ID Factories
-  DLS Factories

Product Family



Mobile

Desktop

Industrial

RFID

Barcode
Verification
(ODV)

Print Engine

PrintCart

Color

Core Vertical Market Solutions

Worldwide, major companies lean on TSC Printronix Auto ID to service their supply chain requirements. We have a proven track-record in providing solutions to key industries.



Manufacturing



Logistics



Retail



Automotive

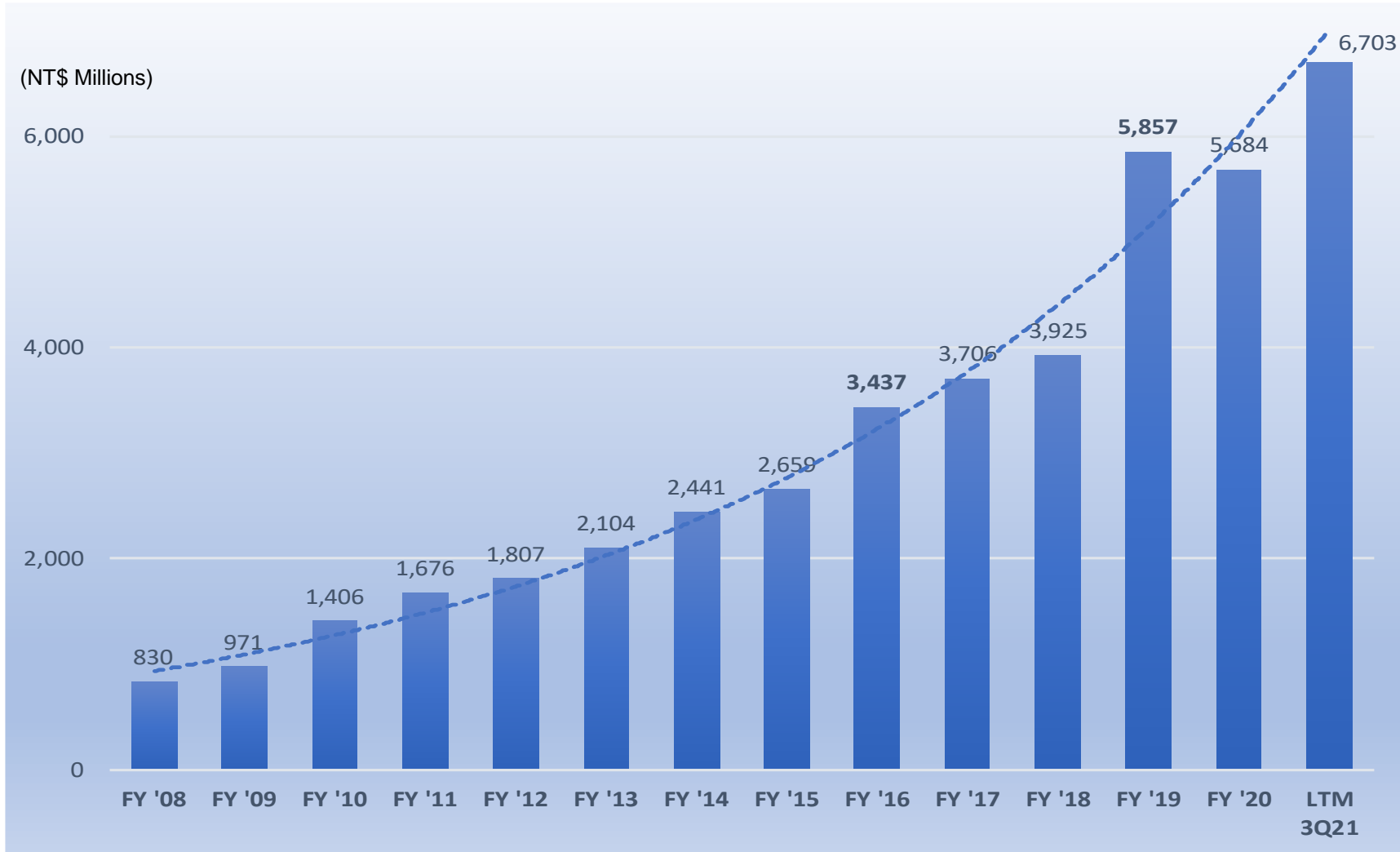


Food and Beverage



Healthcare

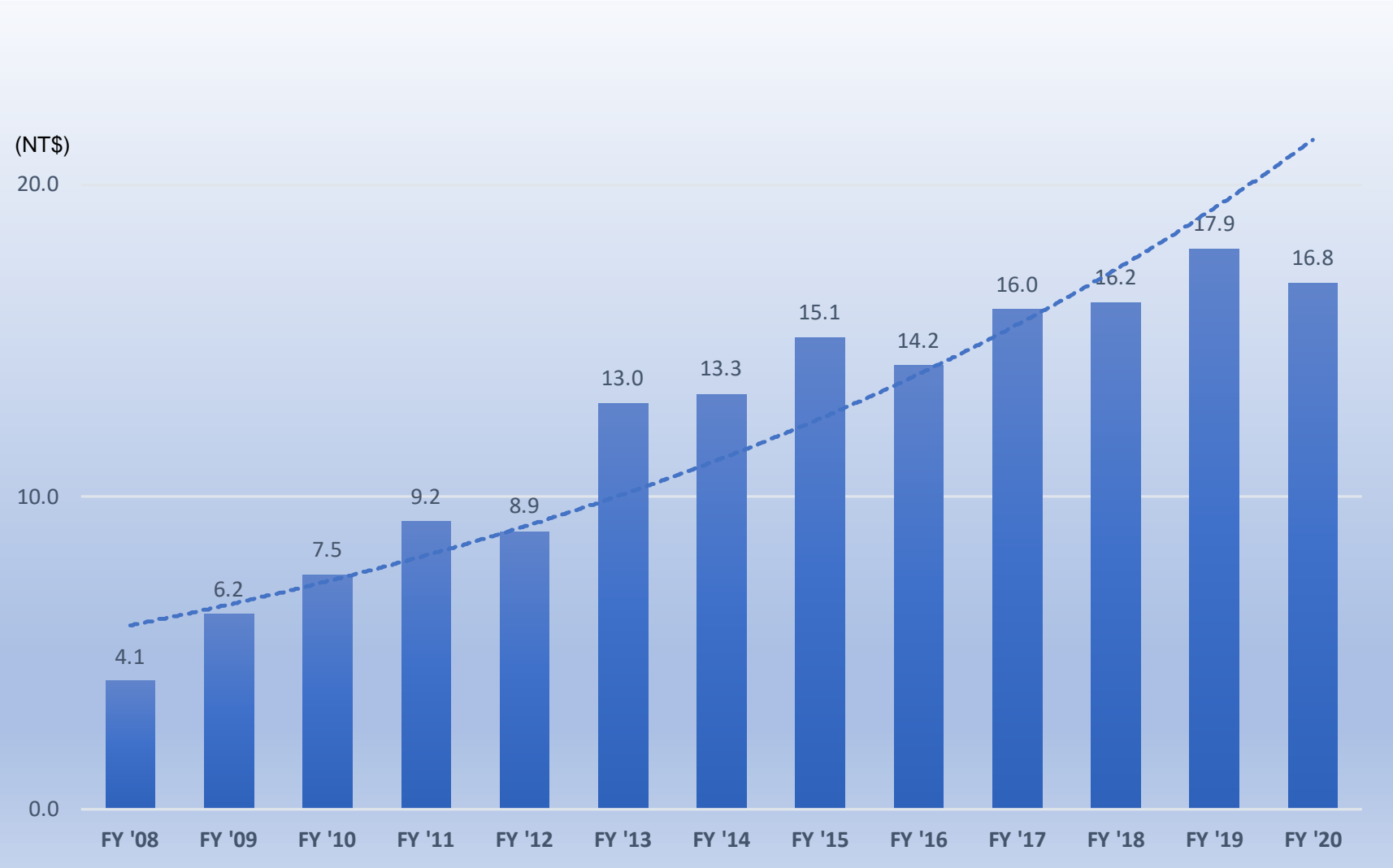
Annual Sales Revenue Trend



✓ CAGR 17.4% 2008~2020

- 2016 acquired Printronix Auto ID
- 2019 acquired DLS

Annual EPS Trend



\$10+ executive 8 years

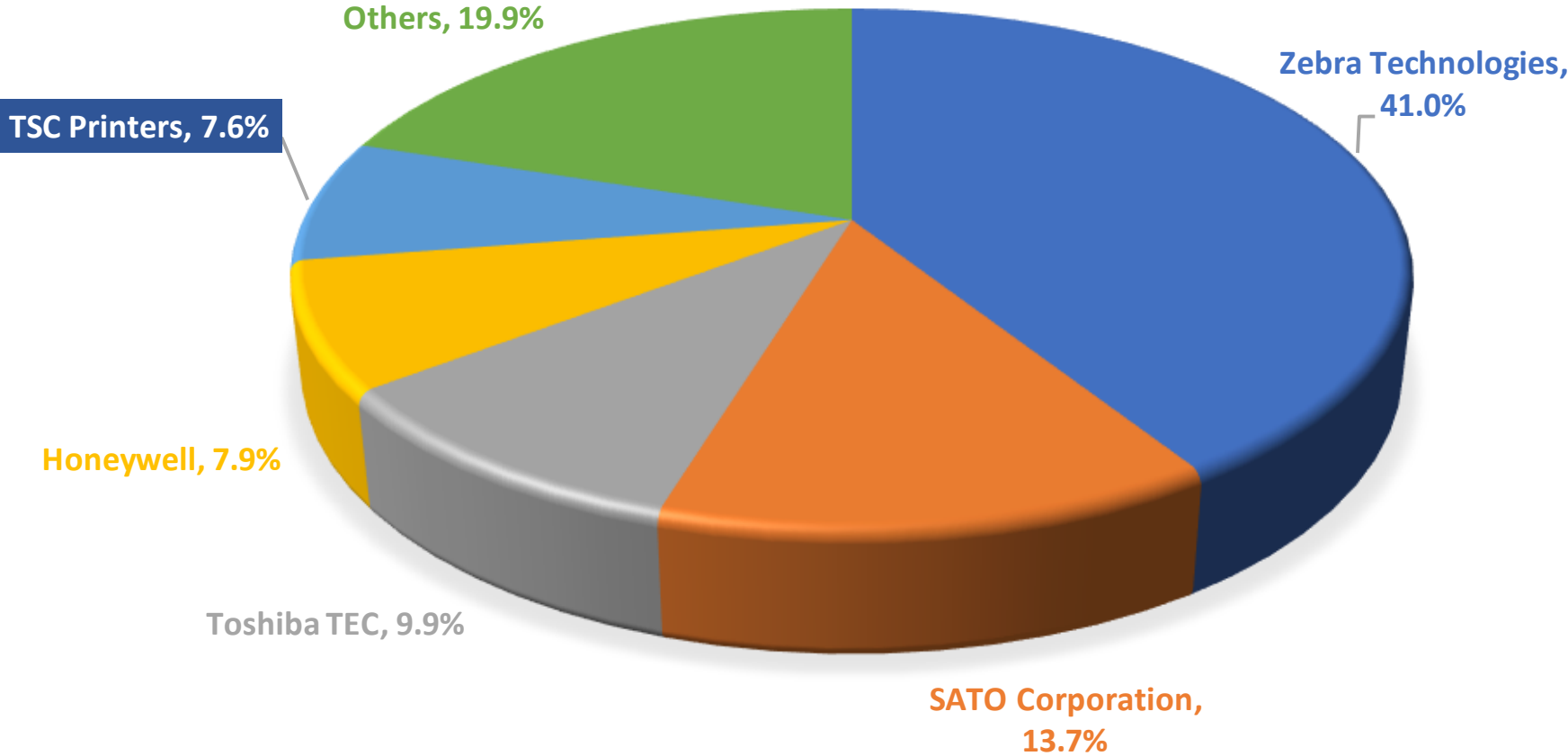
2013-2020

- ✓ \$17 Avg. the last 3 years
- ✓ \$16.2 Avg. the last 5 years
- ✓ \$14.6 Avg. the last 10 years

Industry Trend

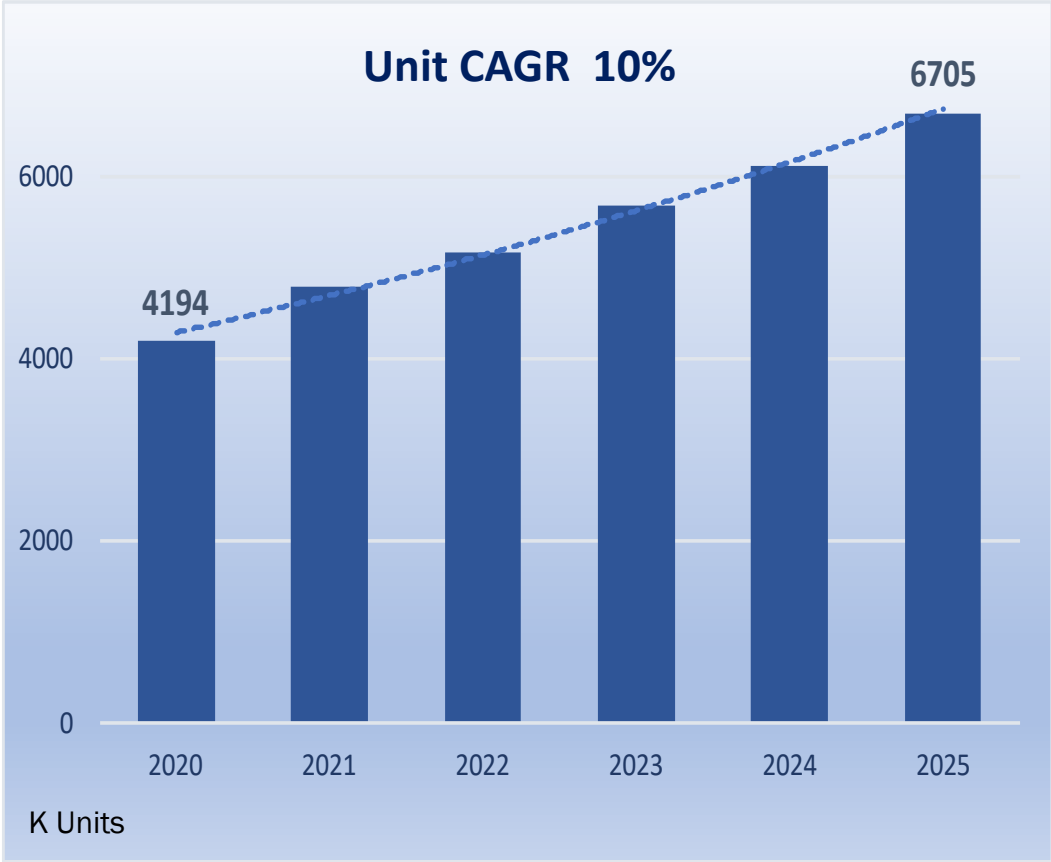
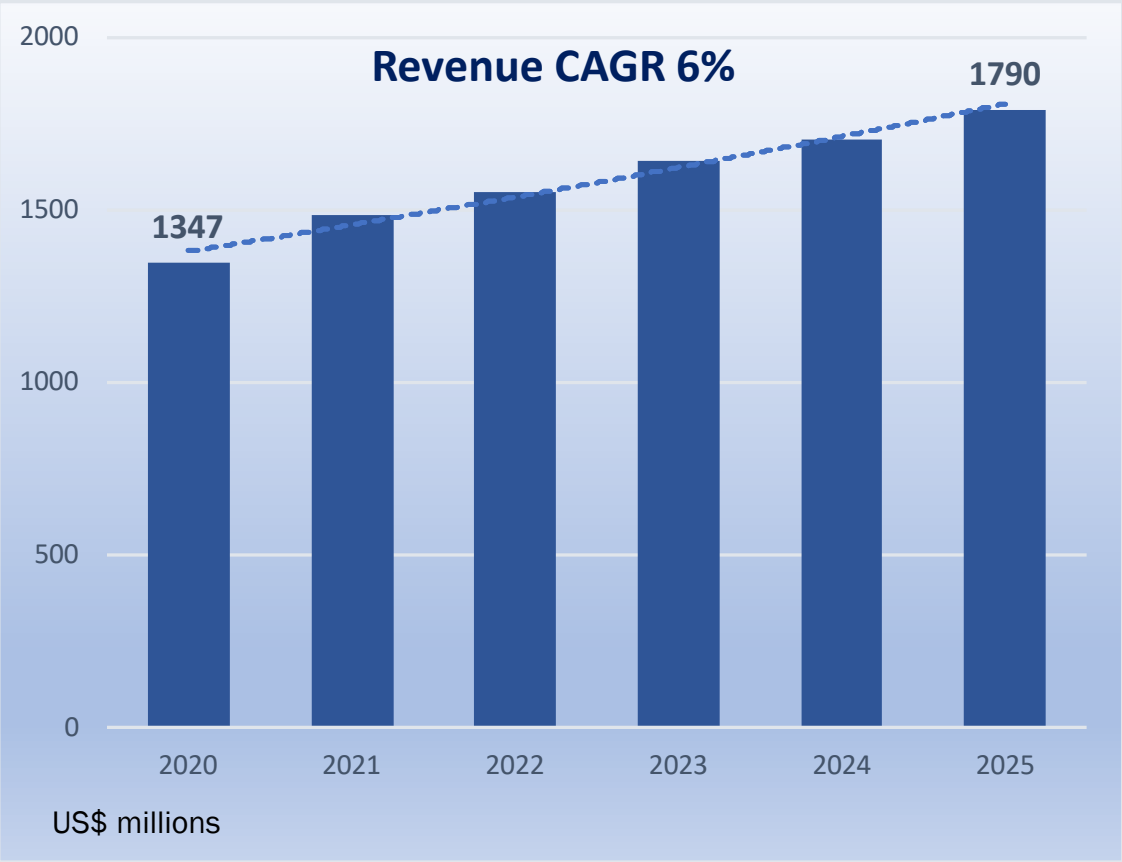
Global Stationary Barcode Printer Market - 2020

Top 5 manufacturer worldwide



(Source: VDC | Research, The Global Market for Stationary Thermal Barcode Printers, July 2021)

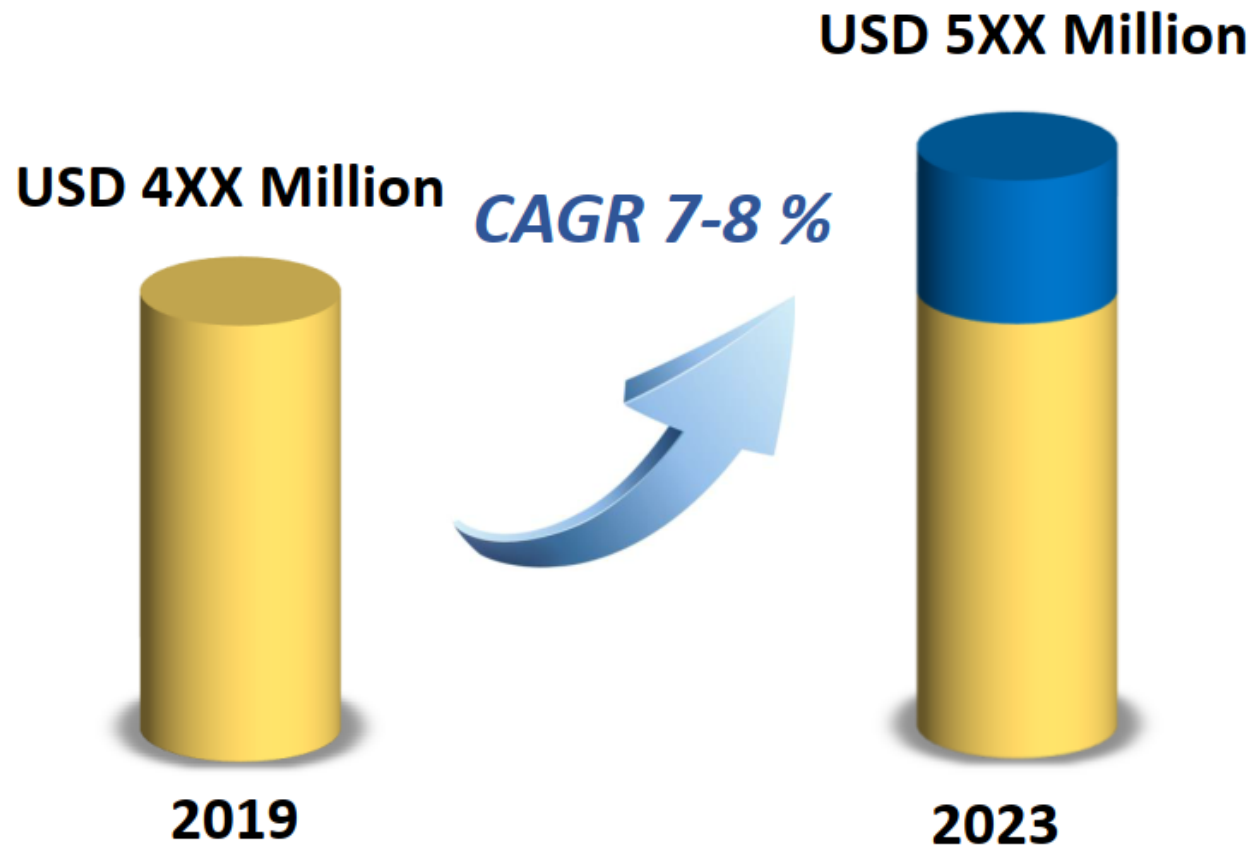
Stationary Printers CAGR (2020 – 2025)



*excluding mobile barcode printers

(Source: VDC | Research, The Global Market for Stationary Thermal Barcode Printers, July 2021)

Mobile Barcode Printer Market



Logistics



Retailing

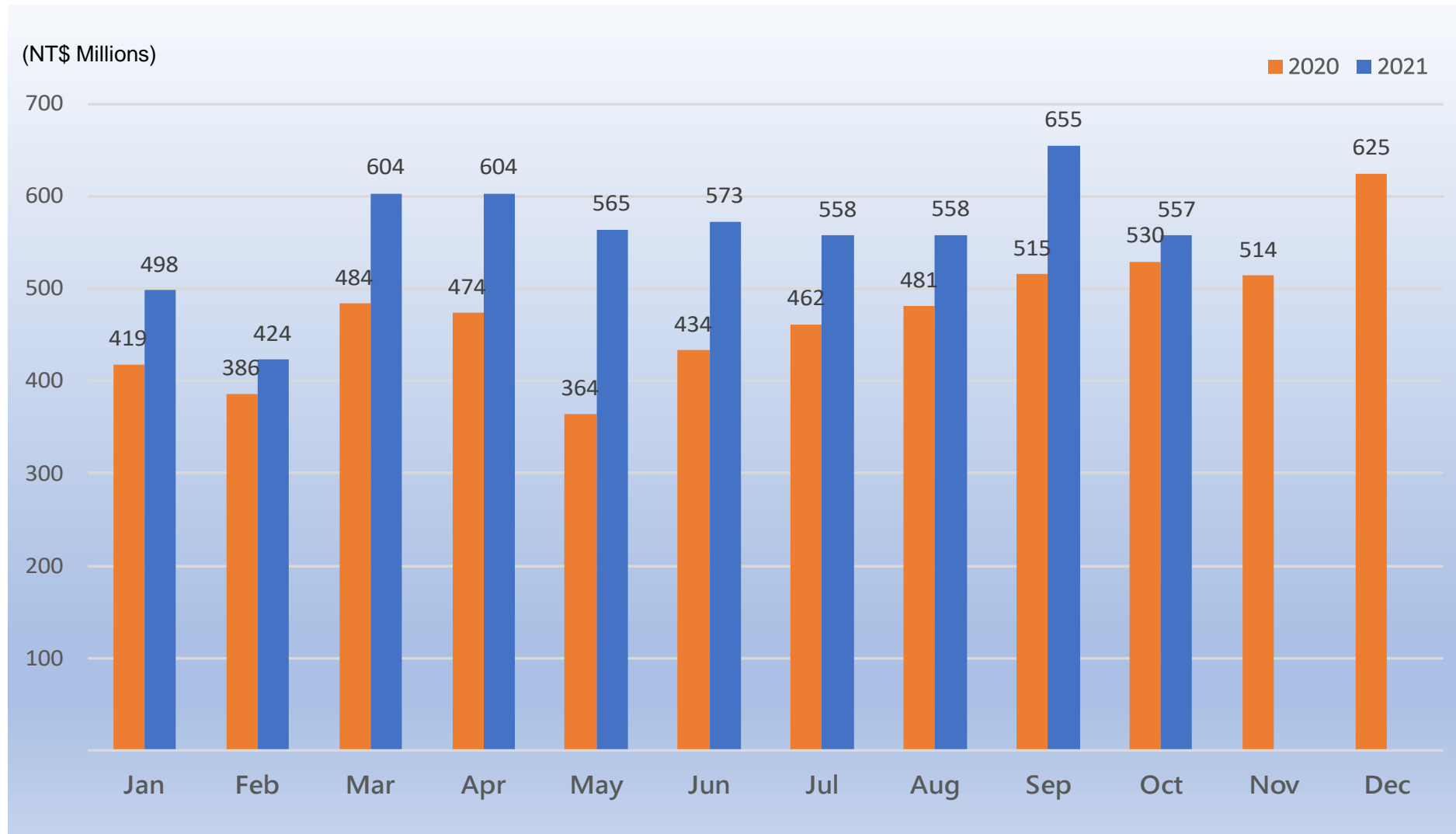


Manufacturing

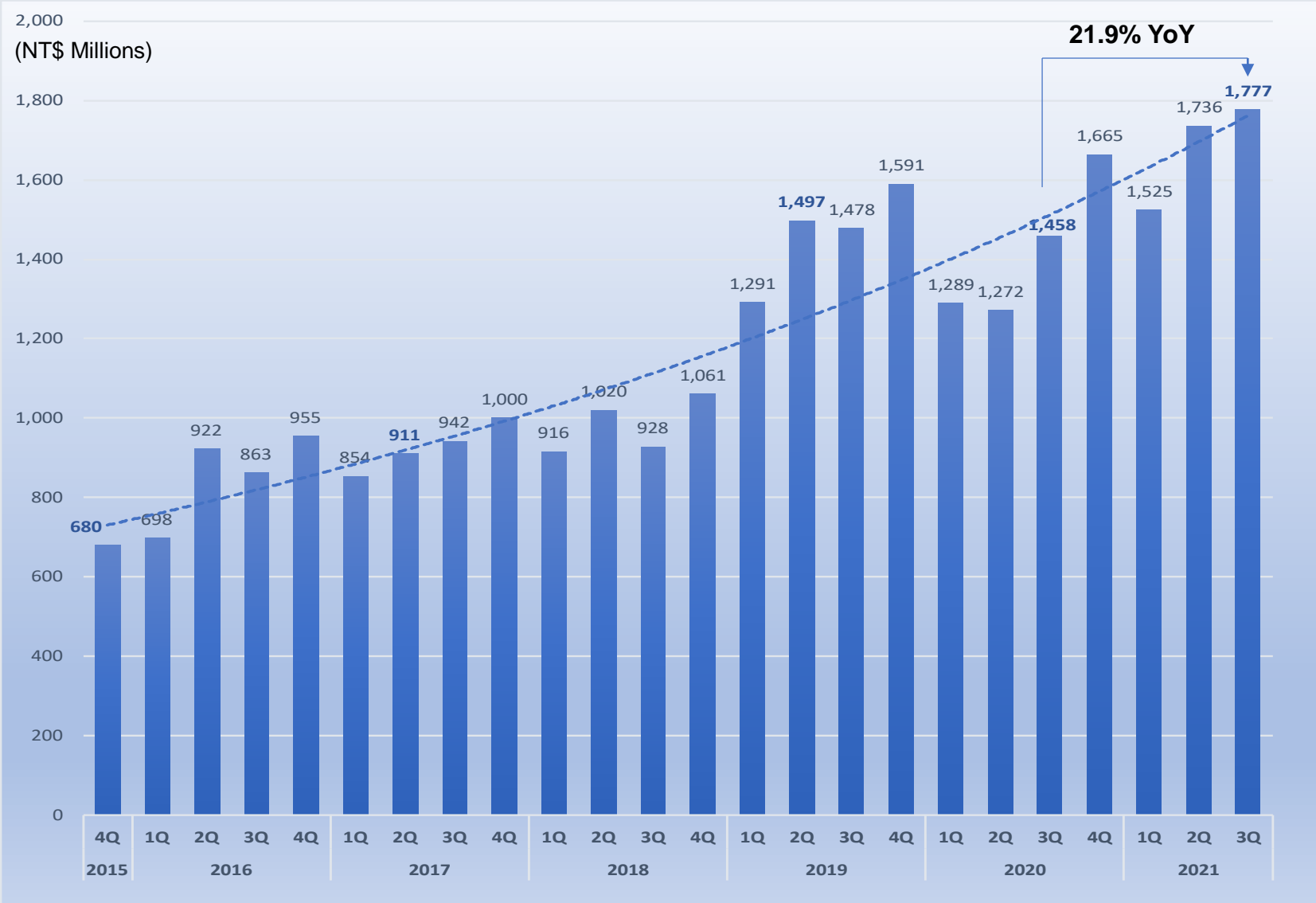
(Source: Company estimate)

Financial Update

Monthly Sales 2021 vs 2020



Quarterly Sales Trend



- Record-High 3Q21 Revenue
- Avg. NT\$ 1,677M, the last 4 quarters

3Q21 Result Highlights

- Record-high sales in 3Q21 +21.9% YoY attributed to the continued demand rebound from the pandemic and dedicated support to customers
- Partial material shortages and global shipping constraints caused gross margin to drop by 4 pts YoY
- Well controlled expenses and economies of scale contribute to the decrease of OPEX ratio by 1.1 pts YoY
- Operating Margin 15.6% , dropped by -2.8 pts YoY
- Basic EPS NT\$ 4.98, up from NT\$ 4.51 or + 10.4% YoY

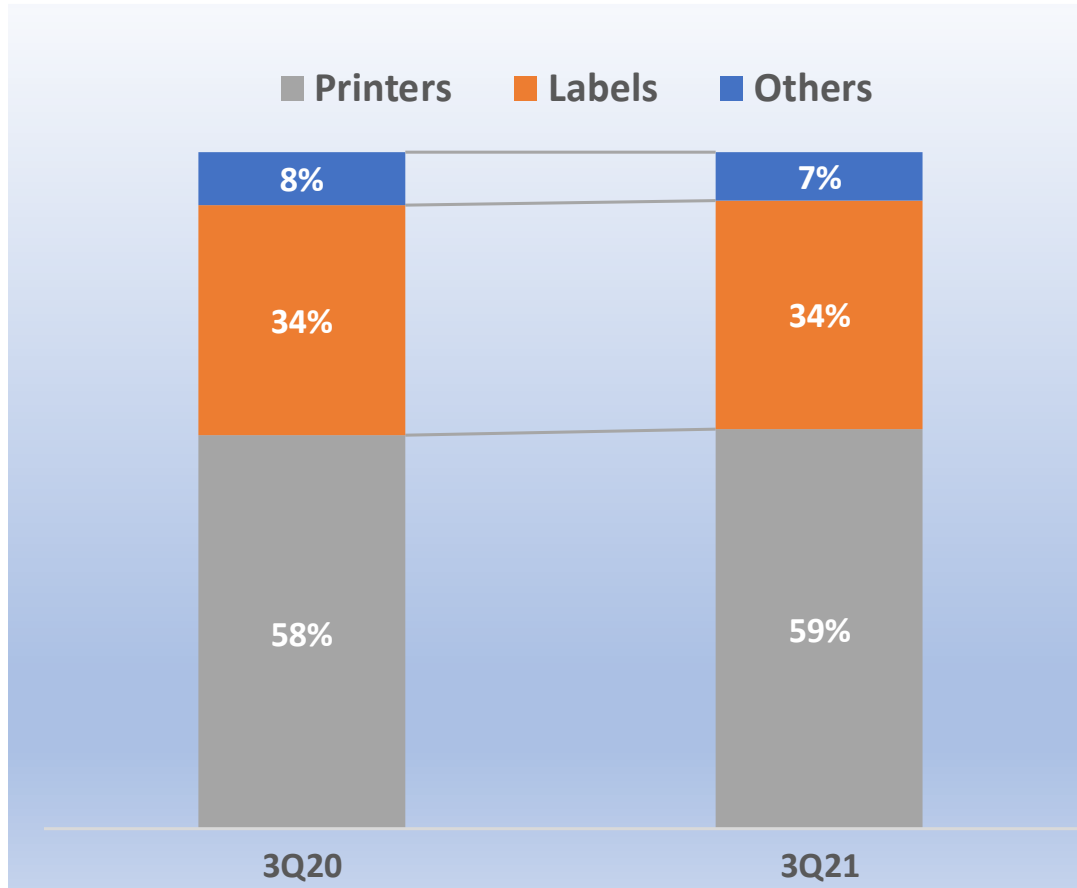
Third Quarter P&L Summary

(NT\$ Millions)

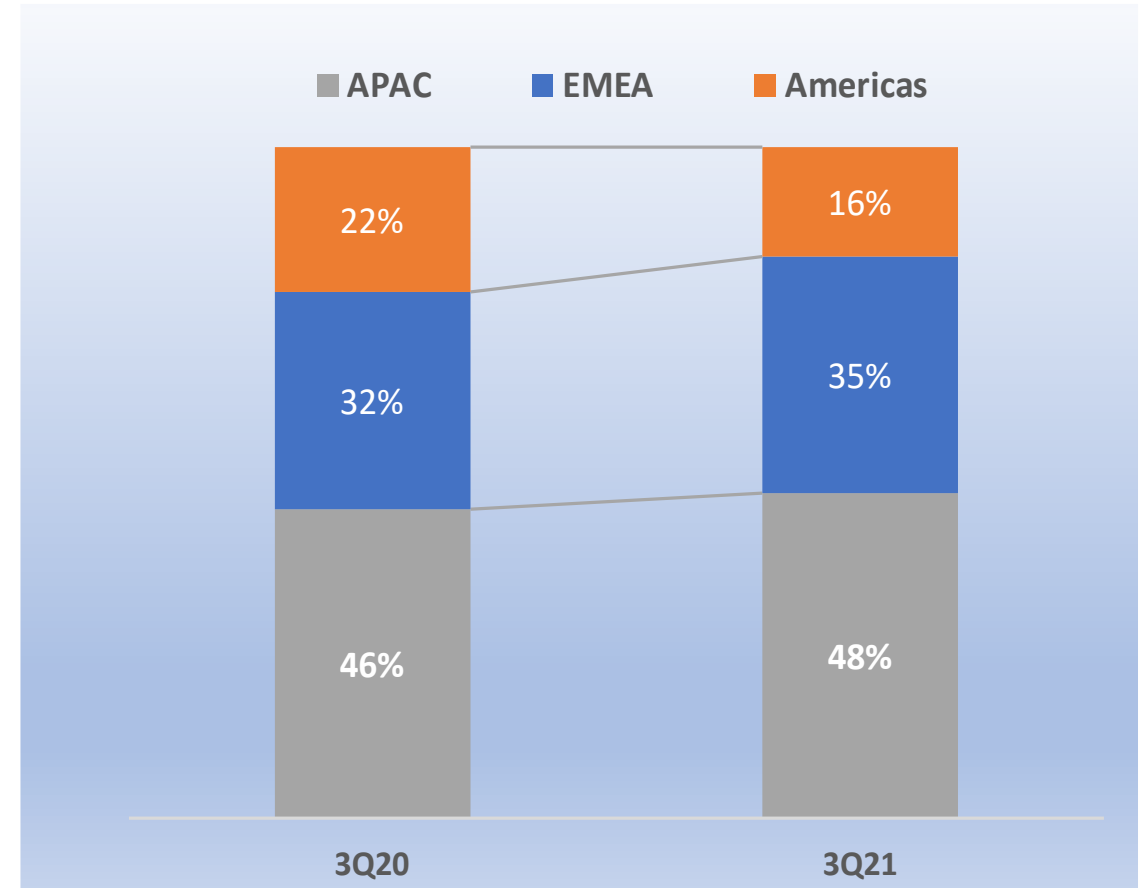
	3Q21		3Q20		YoY	
Net Sales	1,777	100.0%	1,458	100.0%	319	21.9%
Cost of Goods Sold	1,198	67.4%	926	63.5%	273	29.4%
Gross Profit	579	32.6%	533	36.5%	46	-4 pts
Operating exepnses	302	17.0%	264	18.1%	38	14.3%
Operating Income	277	15.6%	269	18.4%	8	-2.8 pts
Earnings Before Tax	288	16.2%	262	18.0%	26	-1.8 pts
Net Income	212	11.9%	192	13.1%	20	-1.2 pts
EPS (Basic), NTD	4.98		4.51		0.47	

Revenue Contribution – 3Q21

Total Revenue by Product Category



Printer Sales by Region



YTD P&L Summary

(NT\$ Millions)

	YTD 21		YTD 20		YoY	
Net Sales	5,038	100.0%	4,019	100.0%	1,019	25.3%
Cost of Goods Sold	3,355	66.6%	2,598	64.6%	757	29.1%
Gross Profit	1,683	33.4%	1,421	35.4%	262	-2 pts
Operating exepnses	888	17.6%	802	20.0%	86	10.7%
Operating Income	795	15.8%	619	15.4%	176	0.4 ppt
Earnings Before Tax	827	16.4%	626	15.6%	202	0.9 ppt
Net Income	600	11.9%	460	11.5%	139	0.4 ppt
EPS (Basic), NTD	14.12		10.87		3.25	

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

	3Q21		3Q20	
	1,323	17%	1,137	17%
	1,322	17%	921	14%
	1,120	15%	843	13%
	1,005	13%	981	15%
	881	11%	550	8%
	7,668	100%	6,654	100%
	1,289	17%	768	12%
	729	10%	423	6%
	665	9%	1,335	20%
	3,945	51%	3,637	55%
	3,723	49%	3,016	45%
	506		672	
	(114)		(151)	
	(365)		(307)	
	(15)		(1)	
	13		213	

Q&A

Thank You