

敦泰電子(3545)法人說明會

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- 因亞洲疫情趨緩，全球供應鏈逐步回穩，又受惠於智慧型手機傳統旺季，敦泰第3季IDC及各項手機及平板電腦相關產品出貨放量，市佔率快速提升，單季營收成長達38.16億元，季增37.9%，年增48.3%，創單季歷史新高。
- As the pandemic is easing in Asia, the electronic supply chain has largely returned to normal in Q3. The demand from the cellphone industry increased stronger than what we used to see even considering Q3 is a traditionally high season. This pushed the quarterly revenue to a FocalTech historical high at NT\$3.82 billion, a QoQ increase of 37.9 % or a YoY increase of 48.3%.

- 第3季因產品組合微幅變動，毛利率為21.35%，較上季小幅下滑0.81個百分點，但受益於營業額上揚及費用控管得宜，單季稅後純益為2.68億元，季增1.65倍，每股純益為1.06元，創敦泰自2013年上市後最高紀錄。
- Because of the product mix change, the gross margin dropped 0.81 percentage points from Q2 to 21.35% in Q3. However, benefited from higher revenue and better cost control, the net profit after tax reached NT\$268 million. This is a quarterly increase of 165% and an EPS of NT\$1.06 was achieved. Similar to the revenue, the quarterly profit also sets a new record high since the IPO of FocalTech in 2013.

Q3 20' Income Statement / 109年第3季損益表

Unit in NT\$ Million / 單位: 新台幣佰萬元

	20' Q3	20' Q2	QoQ	19' Q3	YoY
Revenue/ 營業收入	3,816	2,768	37.9%	2,573	48.3%
Gross Profit/ 營業毛利	815	613	32.9%	596	36.6%
Gross Margin/ 營業毛利率	21.35%	22.16%	↓81bps	23.18%	↓183bps
Operating Expense/ 營業費用	576	506	13.84%	572	0.7%
Operating Income/ 營業淨利	239	107	122.5%	25	859.9%
Non Operating Income/ 營業外收入	39	29	35.7%	56	-30.5%
Profit before Tax/ 稅前淨利	278	136	104.3%	81	244.8%
Profit after Tax/ 稅後淨利	268	101	164.8%	73	267%
EPS(Basic)/ 每股盈餘(基本)	1.06	0.38		0.29	

Q3 20' Balance Sheet / 109年第3季資產負債表

Unit in NT\$ Million / 單位: 新台幣佰萬元

	20' Q3	20' Q2	QoQ	19' Q3	YoY
Cash & Market Securities/ 現金及流動金融資產	5,066	4,290	18.1%	5,315	-4.7%
Accounts Receivable/ 應收帳款	1,487	1,418	4.8%	1,077	38%
Inventory/ 存貨	2,267	2,748	-17.5%	1,406	61.2%
Other Current Assets/ 其他流動資產	247	209	18.2%	231	7%
Non Current Asset/ 非流動資產	2,876	2,846	1.05%	2,921	-1.5%
Total Assets/ 資產總計	11,943	11,511	3.7%	10,950	9.1%
Current Liabilities/ 流動負債	4,213	3,277	28.6%	2,785	51.3%
Non Current Liabilities/ 非流動負債	473	324	46%	334	41.6%
Owner's Equity/ 股東權益	7,257	7,910	-8.3%	7,831	-7.3%
Total Liabilities and Owners' Equity/ 負債與權益	11,943	11,511	3.7%	10,950	9.1%
Net Worth per share/ 每股淨值	34.71	26.46		27.12	
AR Days (Annual Basis)	34	48		34	
Inventory Days (Annual Basis)	75	106		77	



Future Outlook /未來展望 (1)

- 第4季一般逐步進入產業傳統淡季，但今年IC產業由於晶圓代工供應端吃緊，加上供應商有限，手機產業已轉為賣方市場。自年中以來因晶圓及原材料等生產製造相關的成本相繼上漲，導至IC產品售價已開始上漲。在兩個因素加乘的效果之下，第4季雖然出貨數量可能受限，但營業額及利潤仍可望維持一定水準。
- Typically, Q4 is a slower season for the industry and the business level for smartphone would be negatively affected. However this year, due to the global foundry capacity shortage, the market is turning into a seller's market. At the same time, the production cost such as wafers, material, and shipping have been increasing since middle of the year, the ASP has been gradually rising accordingly. We expect both the revenue and the profit would remain healthy.

Future Outlook /未來展望 (2)

- 在AMOLED觸控產品、電容式指紋及傳統顯示驅動IC產品方面，需求亦相當熱絡，預期整體營收在可見的未來仍有較佳的表現。
- In addition, the demand for our AMOLED touch controllers and capacitive fingerprints sensors continue to show strong momentum. Therefore, we are optimistic about the outlook of the over-all business and profitability in the near to mid future.

Future Outlook /未來展望 (3)

- 敦泰電容式指紋布局陸續傳出捷報，成功切入多個國際一線品牌廠，後市出貨量預期會見到相當的成長，有機會成為市場上主力供應商。且敦泰透過與IDC及觸控產品相互搭配，可望為客戶提供高度整合的一站式服務，為客戶創造最高的附加價值。
- FocalTech' s capacitive fingerprint successfully entered international top brand supply chain, which is expected to see a significant growth in shipments and become a key supplier in the market. With IDC and touch controllers forming a complete product portfolio, FocalTech can provide much more efficient sales and engineering services to our customers, which creates higher added value on our products.



THANKS

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