

敦泰電子(3545)法人說明會

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- 隨著產業需求旺盛，敦泰第2季出貨進入高檔；同時，由於觸控、IDC產品市場價格繼續上揚，推高Q2營收達57.72億元，較Q1季增33%，年增109%。從去年第2季度因新冠疫情的低點開始，連續四個季度的成長，再創公司單季歷史新高。
- With the warming up of market demand in Q2, FocalTech shipments increased to a new high. At the same time, due to the tightness of supply, the ASP of IDC and touch controller continued to rise, which led Q2 revenue reaching NT\$5.77 billion; 33% increase QoQ or 109% increase YoY. This represents a revenue increase of 4 straight quarters since the last dip in Q2 of 2020 due to the impact of Covid-19. This also sets a historical high since the inception of FocalTech 16 years ago.

- 主力產品IDC在第2季因應市場售價普遍上漲而大幅提升，推升Q2毛利率達50.4%，較上季提升13個百分點，帶動單季稅後純益達20.99億元，季增逾1.5倍，年增近20倍，每股純益為NT\$10.43元，獲利創敦泰自2013年上市後單季最高紀錄。
- Due to the drastic ASP increase in Q2, the gross margin of Q2 jumped to 50.4 %. This led to the quarter net profit after tax reaching NT\$1.04 billion, representing a 151% QoQ increase or more than 19 folds YoY increase. The EPS of NT\$10.23 was achieved for the quarter. This sets a record high since FocalTech IPO in 2013.

Q2 21' Income Statement / 110年第2季損益表

FocalTech

Unit in NT\$ Million / 單位: 新台幣佰萬元

	21' Q2	21' Q1	QoQ	20' Q2	YoY
Revenue/ 營業收入	5,772	4,350	33%	2,768	109%
Gross Profit/ 營業毛利	2,908	1,629	79%	613	374%
Gross Margin/ 營業毛利率	50.4%	37.4%	↑13%	22.16%	↑28%
Operating Expense/ 營業費用	869	703	24%	506	72%
Operating Income/ 營業淨利	2,039	925	120%	107	1806%
Non Operating Income/ 營業外收入	362	53	583%	29	1148%
Profit before Tax/ 稅前淨利	2,401	978	145%	136	1665%
Profit after Tax/ 稅後淨利	2,099	837	151%	101	1978%
EPS(Basic)/ 每股盈餘(基本)	10.43	4.24		0.38	2645%



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Q2 21' Balance Sheet / 110年第2季資產負債表

Unit in NT\$ Million / 單位: 新台幣佰萬元

	21' Q2	21' Q1	QoQ	20' Q2	YoY
Cash & Market Securities/ 現金及流動金融資產	7,939	7,110	12%	4,290	85%
Accounts Receivable/ 應收帳款	2,554	1,823	40%	1,418	80%
Inventory/ 存貨	1,944	2,021	-4%	2,748	-29%
Other Current Assets/ 其他流動資產	415	252	65%	209	99%
Non Current Asset/ 非流動資產	3,589	2,861	25%	2,846	26%
Total Assets/ 資產總計	16,441	14,067	17%	11,511	43%
Current Liabilities/ 流動負債	4,823	4,681	3%	3,277	47%
Non Current Liabilities/ 非流動負債	703	691	2%	324	117%
Owner's Equity/ 股東權益	10,915	8,695	26%	7,910	38%
Total Liabilities and Owners' Equity/ 負債與權益	16,441	14,067	17%	11,511	43%
Net Worth per share/ 每股淨值	50.36	41.3		26.46	
AR Days	34	36		48	
Inventory Days	61	62		106	

Future Outlook /未來展望 (1)

- 智慧型手機晶片供給已接近當下晶圓代工產能上限，因此在既有產能的限制及新產能開出緩慢的情況下，預期各類型的IC在下半年的出貨狀況成長空間有限。
- While the industry-wide chip supply has reached capacity limit, and the wafer production capacity expansion has to take time. Significant increase in IC shipment volume becomes difficult in the short term.
- 預料晶圓代工及後段生產成本將於Q3開始有比較明顯的上漲，因此相關產品的售價亦可能驅於持續上漲，預料下半年營運將隨之正向發展。
- Foundry wafer price and back-end manufacturing costs will continue to rise rather sharply in Q3, which may lead the ASP to continue rising and push up the overall operations.

Future Outlook /未來展望 (2)

- 隨著營收規模擴大，敦泰亦積極多角化布局，強化非手機領域之應用產品。而包括平板、NB、車用的產品都已或將陸續進入量產狀態。
- With the expansion of revenue base, FocalTech is also actively diversifying the application of nearly all products into the non-mobile phone sectors. Products including tablets, NB, and automotive are all entering mass production at various stages.

Future Outlook /未來展望 (3)

- 在AMOLED面板方面，敦泰將持續搶攻小尺寸觸控方案，從硬式面板擴及至柔性面板，逐步增加在韓系及大陸面板廠的市佔率。此外，亦積極開發AMOLED驅動IC，將開始出貨於穿戴式的應用上，並規劃送樣多個手機客戶。
- In the area of AMOLED display, in addition to our breakthrough performance in TP products for both rigid and flexible panel types, FocalTech is also actively engaged in the field of driver ICs. FocalTech is starting to volume ship products for wearable applications and plans to ship samples for multiple cellphone customers soon.



THANKS

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