

敦泰電子(3545)法人說明會

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- 受惠於智慧型手機傳統旺季及市場價格持續上揚，推高Q3營收達62.72億元，較Q2季增9%，年增64%。從去年Q2因新冠疫情的低點開始，連續五個季度的成長，創公司單季營收歷史新高。
- Benefited from the traditional high season and the continuous rising of ASP, the company's revenue in Q3 reached NT\$6.27 billion; 9% increase QoQ , or 64% increase YoY. This represents a revenue increase of 5 straight quarters since the last dip in Q2 of 2020 caused by the impact of Covid-19. This revenue also sets a historical new high since the inception of FocalTech 16 years ago.

- 主要產品在Q3因應市場售價普遍上漲，推升單季毛利率達54.5%，較上季提升4個百分點，公司營業淨利達24億元，再創歷史新高，但由於所得稅認列之影響，使得單季稅後純益減至18.27億元，較上季稍低但仍比去年同期大增5.82倍，每股純益為NT\$9.02元。
- Due to the continuing ASP increase, the gross margin in Q3 rose to 54.5%; 4 percentage points higher than in Q2. The operating profit reached NT\$2.41 billion; setting another new record in company history. However, due to the increase of income tax payable, the net profit after tax was NT\$1.83 billion, which represented more than 5-fold YoY increase. The EPS of Q3 was NT\$ 9.02.

Q3 21' Income Statement / 110年第3季損益表

Unit in NT\$ Million / 單位: 新台幣佰萬元

	21' Q3	21' Q2	QoQ	20' Q3	YoY
Revenue/ 營業收入	6,272	5,772	9%	3,816	64%
Gross Profit/ 營業毛利	3,415	2,908	17%	815	319%
Gross Margin/ 營業毛利率	54.45%	50.37%	↑4%	21.35%	↑33%
Operating Expense/ 營業費用	998	869	15%	576	73%
Operating Income/ 營業淨利	2,417	2,039	19%	239	911%
Non Operating Income/ 營業外收入	-12	362	-103%	39	-131%
Profit before Tax/ 稅前淨利	2,405	2,401	0%	278	765%
Profit after Tax/ 稅後淨利	1,827	2,099	-13%	268	582%
EPS(Basic)/ 每股盈餘(基本)	9.02	10.43		1.06	



Q3 21' Balance Sheet / 110年第3季資產負債表

Unit in NT\$ Million / 單位: 新台幣佰萬元

	21' Q3	21' Q2	QoQ	20' Q3	YoY
Cash & Market Securities/ 現金及流動金融資產	9,686	7,939	22%	5,066	91%
Accounts Receivable/ 應收帳款	2,575	2,554	1%	1,487	73%
Inventory/ 存貨	2,494	1,944	28%	2,267	10%
Other Current Assets/ 其他流動資產	486	415	17%	247	97%
Non Current Asset/ 非流動資產	6,227	3,589	74%	2,876	117%
Total Assets/ 資產總計	21,468	16,441	31%	11,943	80%
Current Liabilities/ 流動負債	6,490	4,823	35%	4,213	54%
Non Current Liabilities/ 非流動負債	2783	703	296%	473	488%
Owner's Equity/ 股東權益	12,195	10,915	12%	7,257	68%
Total Liabilities and Owners' Equity/ 負債與權益	21,468	16,441	31%	11,943	80%

Future Outlook /未來展望 (1)

- 由於全球手機終端市場銷售不如市場預期，手機相關的晶片在Q4的需求預料將趨減緩，但因上下游供應鏈存在長短料的情況，部份IC的需求依然十分強勁，供需不平衡的問題仍需要一段時間調整，因此晶片短缺的狀況亦將持續發酵。
- General shipment of cellphone related products in Q4 will slow down slightly due to slow sales of cellphones in the end market. However, some IC' s are still in severe shortage. The unbalance of IC supply and demand is expected to continue for some time.
- 因晶圓代工費用於Q4將持續上漲，而產品平均售價上揚已近飽和，成本將面臨轉嫁上的壓力，預料第4季的毛利率會較上一季有所下滑。
- Foundry wafer price will continue to rise in Q4. We expect that the overall Q4 gross margin may be lower than the previous quarter due to this cost increase.

Future Outlook /未來展望 (2)

- 隨著既有產品線的營收規模擴大，敦泰亦持續多角化布局，除了積極進攻 AMOLED 領域，開發驅動 IC 晶片，亦擴大 LCD 顯示、觸控及指紋辨識技術布局在車用及工控等非手機應用市場，預期 IDC(TDDI) 明年在車用市場將開始量產出貨。
- With the revenue increasing in recent years, FocalTech keeps diversifying our product portfolio and markets with the existing products and technologies such as display drivers, touch controllers and fingerprint sensors. New products include AMOLED display driver IC, IDC (TDDI) for automotive and Industrial applications. It is expected to have noticeable progress in automotive market starting 2022.



THANKS

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