

敦泰電子(3545)法人說明會

FocalTech Investor Conference

2022/07/29

Agenda

- 2022 Q2 Result Summary
- Future Outlook
- Q&A

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Q2 22'Income Statement / III年第2季損益表

Unit: NT\$ Million /單位: 新台幣 佰萬元

	22' Q2	22' Q1	QoQ	21' Q2	YoY
Revenue/ 營業收入	3,327	3,893	-14.5%	5,772	-42.4%
Gross Profit/ 營業毛利	1,127	1,542	-26.9%	2,908	-61.2%
Gross Margin/ 營業毛利率	33.9%	39.6%	↓5.7%	50.4%	↓16.5%
Operating Expense/ 營業費用	1,105	869	27.2%	869	27.2%
Operating Income/ 營業淨利	22	673	-96.7%	2,039	-98.9%
Non Operating Income/ 營業外收入	186	222	-16.2%	362	-48.6%
Profit before Tax/ 稅前淨利	209	895	-76.6%	2,401	-91.3%
Profit after Tax/ 稅後淨利	83	723	-88.5%	2,099	-96.0%
EPS(Basic)/ 每股盈餘(基本)	0.44	3.57		10.43	

Q2 22' Balance Sheet / III年第2季資產負債表

Unit: NT\$ Million / 單位: 新台幣 佰萬元

	22' Q2	22' Q1	QoQ	21' Q2	YoY
Cash & Market Securities/ 現金及流動金融資產	8,497	11,363	-25.2%	7,939	7.0%
Accounts Receivable/ 應收帳款	1,875	2,295	-18.3%	2,554	-26.6%
Inventory/ 存貨	8,066	5,819	38.6%	1,944	314.9%
Other Current Assets/ 其他流動資產	241	371	-35.0%	415	-41.9%
Non Current Asset/ 非流動資產	6,769	6,649	1.8%	3,589	88.6%
Total Assets/ 資產總計	25,448	26,497	-4.0%	16,441	54.8%
Current Liabilities/ 流動負債	8,853	6,565	34.9%	4,823	83.6%
Non Current Liabilities/ 非流動負債	5,301	5,284	0.3%	703	654.1%
Owner's Equity/ 股東權益	11,294	14,648	-22.9%	10,915	3.5%
Total Liabilities and Owners' Equity/ 負債與權益	25,448	26,497	-4.0%	16,441	54.8%

- 在終端市場需求減緩及降價壓力的雙重影響之下，導致敦泰第二季營收及獲利衰退。目前來說，終端市場需求疲軟的現象也從手機產品逐步擴及至個人電腦產品。
- The decline of sales and profit in 2nd quarter was caused by the combination of weak demand and the drop in selling price. The weak end market demand is wide spread, which covers all consumer sectors from cellphones to personal computers.

- 市場需求放緩一旦開始，隨之引起的是存貨水準過高的問題。過去兩年，許多製造商由於擔心供應鏈斷鏈及晶片短缺造成不齊套料，影響到未來的生產計畫，因此多已超額準備庫存，但這也造成了手機和個人電腦等產業目前普遍存在庫存過高的問題，而這些庫存可能需要幾個季度來消化。
- The onset of weak demand usually leads a pile up of inventory. This time, due to the interruption of supply chain and the shortage of chips in the past two years, most manufacturers have prepared extra inventories as a common practice. As a result, the inventory pile up this time has created a big problem. This inventory situation is affecting the entire cellphone and personal computer industry and may take multiple quarters to correct.

- 公司與客戶目前維持緊密協商及合作，希望能儘速解決目前庫存過高的問題。公司與客戶簽訂的供貨合約(LTA)在短期內雖然無法立刻解決目前庫存過高的問題，但這些供貨合約(LTA)提供了敦泰一個恰當的機制去與客戶共同協商出未來的長期出貨計畫，以實現雙贏的局面。
- We are working closely with our customers to cope with the inventory issue. The LTA we had signed with the customers appears not a short-term tool to fix the over inventory problem, but provides us a good platform to work with our customers towards a win-win situation in longer term.

- 儘管目前全球經濟充斥著負面的消息，但敦泰還是有一個令人振奮的亮點，那就是我們的車載產品。敦泰車載部門的IDC(TDDI)產品在市場中持續成長。統計今年上半年車載In-cell產品出貨量，已超越2021年全年的表現。現階段，敦泰已經晉升為世界頂級供應商之一，並期待車載相關產品的營收能夠在下半年持續成長。
- Amid the bad economic news all around, there is a shining spot; that is our automotive business. FocalTech's IDC (TDDI) for automotive sector continues to grow in contrast to the declining consumer market. The shipment of our In-cell products in the first 6 months this year exceeds the shipment of whole year in 2021. Currently ranked as the world's top supplier, we expect the sales for automotive applications will continue to increase in the 2nd half of the year.



THANKS

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