

# 敦泰電子(3545)法人說明會

## FocalTech Investor Conference

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- 在晶圓代工產能供應充足，加上導入客戶項目擴大下，敦泰2020年第1季IDC出貨持續走強，因此儘管有部份產品受到季節性影響，較上季有小幅衰退，但敦泰整體第1季營收仍季增3.7%，亦比上個年度同期大增77.4%，表現淡季不淡。
- In spite of seasonal slow down typically happens in Q1, FocalTech Q1 revenue rose 3.7% QoQ and 77.4% YoY. This is due to a drastic increase in IDC (TDDI) shipment, which is the result of sufficient wafer supply and many new design wins in smartphones.

- 整體HD規格的IDC市場受到晶圓代工供應商產能調整，而供應吃緊，但敦泰在提前配置產能的幫助下，出貨無虞。FHD方面，敦泰Mux1:6產品因獲得客戶青睞，進入放量出貨階段。因此敦泰第1季HD、FHD規格的市占率都有明顯的提升。
- A balance in supply and demand in Q1 significantly help IDC shipment in both HD and FHD resolutions. Particularly, the new FHD Mux 1: 6 products reached mass production stage.
- 在平板電腦方面，內嵌式面板的滲透率持續攀升，對IDC的需求亦持續增加，挹注第1季的業績。
- Tablet is also a market sector that continues to show strong growth. The demand for IDC has also been increasing.

- 在部分產品調漲價格，加上新產品出貨已占明顯比重的幫助下，敦泰第1季毛利率達21.99%，較上個季度提升1.95個百分點，稅後純益為5,900萬元，季增15.7%，每股純益0.24元。
- With the benefit of higher prices and the better product mix, FocalTech's gross margin in Q1 reached 21.99%; a 1.95% increase from the previous quarter. Net profit after tax was NT\$59 million, a quarterly increase of 15.7%, resulting in EPS of NT\$ 0.24.

# Q1 20' Income Statement /109年第1季損益表

**FocalTech**

Unit in NT\$ Million /單位: 新台幣佰萬元

	20' Q1	19' Q4	QoQ	19' Q1	YoY
Revenue/ 營業收入	2,910	2,807	3.7%	1,640	77.4%
Gross Profit/ 營業毛利	640	563	13.7%	344	86.0%
Gross Margin/ 營業毛利率	21.99%	20.04%	↑195bps	20.96%	↑103bps
Operating Expense/ 營業費用	569	556	2.3%	569	
Operating Income/ 營業淨利	71	6	1083.3%	(225)	
Non Operating Income/ 營業外收入	32	43	-25.6%	30	6.7%
Profit before Tax/ 稅前淨利	103	49	110.2%	(195)	
Profit after Tax/ 稅後淨利	59	51	15.7%	(194)	
EPS(Basic)/ 每股盈餘(基本)	0.24	0.20		(0.67)	



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# Q1 20' Balance Sheet / 109年第1季資產負債表

**FocalTech**

Unit in NT\$ Million / 單位: 新台幣佰萬元

	20' Q1	19' Q4	QoQ	19' Q1	YoY
Cash & Market Securities/ 現金及流動金融資產	5,070	5,296	-4.3%	4,381	15.7%
Accounts Receivable/ 應收帳款	1,527	1,420	7.5%	678	125.2%
Inventory/ 存貨	2,347	1,570	49.5%	2,414	-2.8%
Other Current Assets/ 其他流動資產	262	362	-27.6%	155	69.0%
Non Current Asset/ 非流動資產	2,890	2,954	-2.2%	3,057	-5.5%
Total Assets/ 資產總計	12,096	11,602	4.3%	10,685	13.2%
Current Liabilities/ 流動負債	3,616	3,412	6.0%	2,559	41.3%
Non Current Liabilities/ 非流動負債	442	462	-4.3%	192	130.2%
Owner's Equity/ 股東權益	8,038	7,728	4.0%	7,935	1.3%
Total Liabilities and Owners' Equity/ 負債與權益	12,096	11,602	4.3%	10,685	13.2%
Net Worth per share/ 每股淨值	26.87	26.66		27.97	
AR Days (Annual Basis)	46	40		46	
Inventory Days (Annual Basis)	78	60		157	



# Future Outlook /未來展望 (1)

- COVID-19疫情持續對智慧型手機供應鏈帶來衝擊，加上敦泰首季營運基期較高，且貢獻自智慧型手機的營收比重也較高，因此預期第2季手機相關產品出貨應會較第1季下滑。
- The outbreak of the COVID-19 in Q1 continued to show the impact on the smartphone supply chain in Q2. With a higher base in Q1, a shipment decline related to smartphone products in Q2 is likely to take place.



## Future Outlook /未來展望 (2)

- 雖然疫情壟罩，全球經濟受到影響，但因在家上班、遠距教學的普遍化，也促使了對平板電腦、 Notebook 等產品需求的增加，另外包括FHD Mux 1:6、Dual Gate HD、高刷新率、AMOLED 觸控等新產品在今年應都有增長，預期將在總體市場下降之際可為敦泰營運注入新的動能。
- Even with the pandemic affecting the global economy, there are bright spots in the market. For example, we see clear demand surge for Tablets and Notebooks. While many cellphone models suffered decrease in demand or delays the MP schedule, yet other models showed increase in demand forecast. With limited visibility in future, we are minimizing the impact of the pandemic by introducing more new products and by expanding into more types of applications.



# THANKS

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