

# 敦泰電子(3545)法人說明會

## FocalTech Investor Conference

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# Agenda

- 2024 Q2 Result Summary
- Future Outlook
- New Products
- Q&A

- 第2季觸控IC因AMOLED手機持續成長，而表現出色，IDC產品則因價格持續下滑，供應鏈備貨意願低，拉貨力道弱，造成營收衰退。至於車載相關產品，因大陸新能源車出口遭歐美加徵關稅，整體車載市場成長未達預期，導至營業額比第一季度降低。2024年第二季的營收為新台幣29.77億元，與前一季(QoQ) 相比，衰退16.4%，與去年同期(YoY)相較，衰退4.3%。
- In Q2 2024, AMOLED touch IC sales revenue grows significantly due to the demand of AMOLED-based smart phones continue to increase. On the other hand, sales of IDC (TDDI) for LCD-based phones decreased due to the price erosion, which has been continuing over several quarters. As for automotive IDCs, due to the high tariff imposed on China mainland by EU and US, the growth in this sector did not meet the previous expectation. Overall sales revenue in Q2 was NT\$2.977 billion, a quarterly (QoQ) decrease of 16.4% and an annual (YoY) decrease of 4.3%.

- 因出貨動能轉往AMOLED的顯示屏靠攏，此趨勢導致產品銷售組合改變，使得毛利率提升到24.3%，較上季增加2.1%，但由於整體營業額較上季為低的關係，毛利額降至新台幣7.22億。營業費用較上季減少至新台幣7.21億，第二季營業淨利為新台幣1佰萬元。受惠於業外收入，稅後淨利為新台幣1.06億元，本季每股盈餘新台幣0.51元。
- Due to sales growth of higher-margin AMOLED touch ICs, the gross profit rate reached 24.3%, an increase of 2.1% QoQ. However, due to lower total sales revenue, gross profit amount fell to NT\$722 million. On the other hand, operation expense reduced to NT\$721 million, thus the net operation profit in Q2 was NT\$1 million. Benefiting from non-operating income, net profit after tax was NT\$106 million. EPS for this quarter was NT\$0.51.

# 2024 Q2 Income Statement /113年第2季損益表

Unit: NT\$ Million /單位: 新台幣 佰萬元

	24' Q2	24' Q1	QoQ	23' Q2	YoY
Revenue/ 營業收入	2,977	3,561	-16.4%	3,112	-4.3%
Gross Profit/ 營業毛利	722	792	-8.8%	638	13.2%
Gross Margin/ 營業毛利率	24.3%	22.2%	12.1%	20.5%	13.8%
Operating Expense/ 營業費用	721	784	-8.0%	601	20.1%
Operating Income/ 營業淨利	1	8	-86.9%	37	-97.2%
Non Operating Income/ 營業外收入	105	103	1.6%	99	5.8%
Profit before Tax/ 稅前淨利	106	111	-4.7%	137	-22.4%
Profit after Tax/ 稅後淨利	106	112	-4.7%	103	3.6%
EPS(Basic)/ 每股盈餘(基本) (Unit: NTD /單位:新台幣元)	0.51	0.54	↓0.03	0.51	0.00

# 2024 Q2 Balance Sheet / 113年第2季資產負債表

Unit: NT\$ Million / 單位: 新台幣 佰萬元

	24' Q2	24' Q1	QoQ	23' Q2	YoY
Cash & Market Securities/ 現金及金融資產	9,954	9,374	6.2%	6,721	48.1%
Accounts Receivable/ 應收帳款	1,003	1,340	-25.1%	1,180	-15.0%
Inventory/ 存貨	2,871	2,811	2.1%	3,593	-20.1%
Other Current Assets/ 其他流動資產	320	300	6.5%	223	43.3%
Non Current Asset/ 非流動資產	5,240	5,373	-2.5%	6,426	-18.5%
Total Assets/ 資產總計	19,388	19,198	1.0%	18,143	6.9%
Current Liabilities/ 流動負債	5,494	5,159	6.5%	4,148	32.4%
Non Current Liabilities/ 非流動負債	4,246	4,387	-3.2%	4,952	-14.3%
Owner's Equity/ 股東權益	9,648	9,652	0.0%	9,043	6.7%
Total Liabilities and Owners' Equity/ 負債與權益	19,388	19,198	1.0%	18,143	6.9%
Net Worth per share/ 每股淨值 (Unit: NTD / 單位: 新台幣元)	43.72	43.72	-	41.58	↑2.04

- 第三季將進入傳統旺季。隨著蘋果和三星發布新的AI手機，預計將帶動高階手機市場的強勁銷售。另一方面，有跡象顯示手機中低階IDC ( TDDI ) IC價格趨穩，顧客開始備貨。因敦泰的產品涵蓋手機多個領域，預計下半年營收將有較好的成長機會。
- The third quarter is traditionally a hot season. As many cellphone makers are beginning to introduce new AI-based smart phones, stronger sales is expected in the high-end mobile phone segment this year. At the same time, the price pressure on mid-to-low-end IDC (TDDI) ICs may have come near an end. We start to see volume demand increase now. Because FocalTech's products cover many segments of mobile phones, we expect to see some revenue growth in the coming quarters.

- 敦泰持續投入研發，開發高端的LCD IDC(TDDI) 產品，經過多年的努力，敦泰的產品在車載、NB、家電、工控等領域的營收逐步提升，將成為敦泰的重要獲利來源。隨著 AMOLED 產品的應用越來越普及，敦泰作為觸控產業的領先廠商，也將持續推出更具有競爭力的新產品，增強公司的長期獲利能力。
- FocalTech continues to invest in R&D to develop higher-end LCD IDC(TDDI) products. With years of effort, the sales revenue in Automotive, NB, AIoT, and Industrial Control segments has been increasing noticeably. These new segments will also become an important source of profit for FocalTech. On the other hand, the AMOLED based products are also becoming more popular, FocalTech, as a leader in the touch ICs, will continue to launch new products in both touch IC and display drivers to improve the company's long-term profits.



# THANKS

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