

敦泰電子(3545)法人說明會

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Agenda

- 2024 Q3 Result Summary
- Future Outlook
- New Products
- Q&A

2024 Q3 Results Summary /113年第3季總結 (I)

- 第3季為傳統旺季，高階手機有較強勁的銷售，帶動AMOLED Touch IC出貨持續成長。而中低階IDC(TDDI) IC產品則因缺料價格趨穩，提升供應鏈備貨意願，拉貨力道轉強。平板及車載新產品在導入品牌客戶幾個季度後，於本季度有初步的銷售貢獻。2024年第三季的營收為新台幣38.13億元，與前一季(QoQ) 相比，增長28.1%，與去年同期(YoY)相較，增長6%。
- The third quarter is normally a hot season for cellphones, the high-end mobile phone segment continues to drive the demand of Touch IC. Meanwhile, the demand of IDC (TDDI) for mid-to-low-end segment is also stronger than Q2 owing to the channel is replenishing the inventory after observing the price appears stabilized in the quarter . The sales from tablet and automotive segments also made a encouraging portion of this quarter. Overall sales revenue in Q3 reaches NT\$3.813 billion, a quarterly (QoQ) increase of 28.1% and an annual (YoY) increase of 6%.

- 因中低階 IDC(TDDI) IC 出貨轉強，產品銷售組合改變，使得毛利率下滑到22.3%，較上季減少2%，但由於整體營業額較上季明顯增長，毛利額增加至新台幣8.49億。營業費用在預期範圍內來到新台幣7.61億，第三季營業淨利為新台幣8千8佰萬元。受惠於業外收入，稅後淨利為新台幣1.68億元，本季每股盈餘新台幣0.79元。
- Due to changes in the product mix, which comes from stronger sales of mid-to-low-end IDC (TDDI) ICs, the gross profit margin drops to 22.3% or by 2% QoQ. However, gross profit amount rises to NT\$849 million due to higher total sales revenue. Operational expense is NT\$761 million as planned, thus the net operation profit in Q3 is NT\$88 million. Including the non-operating income, the net profit after tax is NT\$168 million. EPS for this Q3 is NT\$0.79.

2024 Q3 Income Statement /113年第3季損益表

Unit: NT\$ Million /單位: 新台幣 佰萬元

	24' Q3	24' Q2	QoQ	23' Q3	YoY
Revenue/ 營業收入	3,813	2,977	28.1%	3,598	6.0%
Gross Profit/ 營業毛利	849	722	17.6%	706	20.2%
Gross Margin/ 營業毛利率	22.3%	24.3%	↓2%	19.6%	↑2.7%
Operating Expense/ 營業費用	761	721	5.5%	693	9.8%
Operating Income/ 營業淨利	88	1	8411.6%	13	562.3%
Non Operating Income/ 營業外收入	82	105	-21.6%	138	-40.1%
Profit before Tax/ 稅前淨利	171	106	60.8%	151	13.2%
Profit after Tax/ 稅後淨利	168	106	57.7%	124	34.8%
EPS(Basic)/ 每股盈餘(基本) (Unit: NTD /單位:新台幣元)	0.79	0.51	↑0.28	0.61	↑0.18

2024 Q3 Balance Sheet / 113年第3季資產負債表

Unit: NT\$ Million / 單位: 新台幣 佰萬元

	24' Q3	24' Q2	QoQ	23' Q3	YoY
Cash & Market Securities/ 現金及金融資產	10,365	9,954	4.1%	7,777	33.3%
Accounts Receivable/ 應收帳款	1,241	1,003	23.7%	1,600	-22.4%
Inventory/ 存貨	2,564	2,871	-10.7%	3,298	-22.3%
Other Current Assets/ 其他流動資產	264	320	-17.5%	204.18	29.2%
Non Current Asset/ 非流動資產	4,752	5,240	-9.3%	6,100	-22.1%
Total Assets/ 資產總計	19,186	19,388	-1.0%	18,979	1.1%
Current Liabilities/ 流動負債	5,442	5,494	-0.9%	4,778	13.9%
Non Current Liabilities/ 非流動負債	3,976	4,246	-6.4%	4,865	-18.3%
Owner's Equity/ 股東權益	9,767	9,648	1.2%	9,336	4.6%
Total Liabilities and Owners' Equity/ 負債與權益	19,186	19,388	-1.0%	18,979	1.1%
Net Worth per share/ 每股淨值 (Unit: NTD /單位:新台幣元)	44.28	43.72	↑0.56	42.95	↑1.33

- 考慮明年春節的效應，第四季營運仍有基本備貨需求支撐，手機中低階IDC (TDDI) IC銷售量可望維持，但由於第三季的缺料現象已緩解，造成售價又開始微幅鬆動。而AMOLED 的應用，無論在手機及中大尺寸等多項高附加價值領域的滲透率皆持續提升，使Touch IC的出貨量持續創高。整體而言，預計第四季營收與第三季相較可以小幅成長。
- We expect the shipments of mid-to-low-end IDC (TDDI) ICs for smartphones to continue in Q4. However, we expect price may drop again in Q4 due to less strained supply situation to Q3. Meanwhile, the penetration of AMOLED applications continues into various higher-value areas, including medium-to-large size displays, which will drive further growth of the Touch IC demand. Overall, revenue in Q4 is expected to grow slightly compared to Q3.

- 敦泰積極投入研發，經過多年的努力，AMOLED Touch IC 除了在直板手持續擴大市佔外，另外在摺疊手機、平板、NB、車載等多個領域不斷開發，並導入多個品牌客戶，未來將成為公司重要的成長來源，提升公司的長期獲利能力。
- FocalTech is committed to research and development in human machine interface segment. After years of effort, AMOLED Touch ICs have expanded their market share not only in traditional smartphones, but also in new areas including foldable phones, tablets, notebooks, and automotive displays. By penetrating these products into multiple brand customers, these new applications are set to become an important source of profit, enhancing the company's long-term profitability.



THANKS

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