

敦泰電子(3545)法人說明會

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Agenda

- 2025 Q1 Result Summary
- Future Outlook
- New Products
- Q&A

2025 Q1 Results Summary /114年第1季總結 (I) FocalTech

- 2025年第一季營收為新台幣29.93億元，因受手機傳統淡季影響，且部分手機產品因客戶於去年第四季提前備貨，導致本季營收較前一季（QoQ）下滑28.5%。至於與去年同期（YoY）相比，雖整體出貨量持平，但是受產品組合變化及中低階 IDC (TDDI)顯示產品價格持續下滑影響，營收年減16%。
- The first quarter is traditionally a slow season for cellphones. Furthermore, some mobile phone customers pre-stocked in the fourth quarter of last year preparing for the Chinese New Year. As a result, this quarter's revenue fell by 28.5% (QoQ) to NT\$2.993 billion. Compared with the same period last year (YoY), although overall shipment remained flat, revenue fell by 16% due to product mix change and the continuing price decline in low-end but high volume IDC (TDDI) display products.

2025 Q1 Results Summary /114年第1季總結(II) FocalTech

- 雖然第一季營收有較大的下滑，但本季度的獲利有超乎預期的表現，這是因為低毛利的顯示產品出貨減少，而高毛利的顯示產品及非手機產品受到季節性影響較少，使得產品組合變好，讓第一季毛利率大幅提升到26.9%，QoQ環比及YoY的同比也分別顯著增加了5.5及4.7個百分點。另外營業費用管控得宜及業外收益挹注，稅後淨利為新台幣1.71億元，本季每股盈餘新台幣0.8元，與上季相較僅小幅下降，但與去年同期相較則大幅增長超過5成。
- Although the first-quarter revenue was lower than previous quarter, the profit was still better than expected. This was due to the shipment decrease was limited mainly to low-margin display products, while high-margin products and non-mobile phone products were less affected by seasonality. The improved product mix resulted in significant increase in gross margin rate to 26.9%; a QoQ increase of 5.5% and YoY increase of 4.7% respectively. Benefiting further by the proper control of operating expenses and the non-operating income, the net profit was NT\$171 million, or EPS of NT\$0.8 for the quarter. EPS declined slightly compared with the previous quarter, but increased more than 50% compared with the same period last year.

2025 Q1 Income Statement /114年第1季損益表

Unit: NT\$ Million /單位: 新台幣 佰萬元

	25' Q1	24' Q4	QoQ	24' Q1	YoY
Revenue/ 營業收入	2,993	4,188	-28.5%	3,561	-16.0%
Gross Profit/ 營業毛利	805	896	-10.2%	792	1.6%
Gross Margin/ 營業毛利率	26.9%	21.4%	↑5.5%	22.2%	↑4.7%
Operating Expense/ 營業費用	754	826	-8.7%	784	-3.8%
Operating Income/ 營業淨利	50	69	-27.5%	8	533.1%
Non Operating Income/ 營業外收入	110	123	-10.6%	103	6.4%
Profit before Tax/ 稅前淨利	160	192	-16.7%	111	44.0%
Profit after Tax/ 稅後淨利	171	183	-6.4%	112	53.5%
EPS(Basic)/ 每股盈餘(基本) (Unit: NTD /單位:新台幣元)	0.80	0.86		0.54	

2025 Q1 Balance Sheet / 114年第1季資產負債表 *FocalTech*

Unit: NT\$ Million / 單位: 新台幣 佰萬元

	25' Q1	24' Q4	QoQ	24' Q1	YoY
Cash & Market Securities/ 現金及金融資產	8,172	9,920	-17.6%	9,374	-12.8%
Accounts Receivable/ 應收帳款	926	1,340	-30.9%	1,340	-30.9%
Inventory/ 存貨	3,323	2,574	29.1%	2,811	18.2%
Other Current Assets/ 其他流動資產	280	271	3.3%	300	-6.7%
Non Current Asset/ 非流動資產	4,449	4,558	-2.4%	5,373	-17.2%
Total Assets/ 資產總計	17,150	18,663	-8.1%	19,198	-10.7%
Current Liabilities/ 流動負債	5,235	5,799	-9.7%	5,159	1.5%
Non Current Liabilities/ 非流動負債	1,535	2,743	-44.0%	4,387	-65.0%
Owner's Equity/ 股東權益	10,380	10,122	2.6%	9,652	7.5%
Total Liabilities and Owners' Equity/ 負債與權益	17,150	18,663	-8.1%	19,198	-10.7%
Net Worth per share/ 每股淨值 (Unit: NTD /單位:新台幣元)	47.09	45.90		43.72	



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- 第二季隨著市場逐步回溫，預計手機中低階顯示產品的出貨將季節性回升。在觸控產品方面，受到客戶高階機種新品發佈時程的安排，第二季對芯片需求可見度較高，營收可望平穩成長。至於其他產品方面，隨著更多新項目導入，出貨量將逐季增長。在不考慮未來的匯率波動下，公司預期第二季的營收將較第一季成長。
- As the market gradually recovers in the second quarter, shipment of mid to low-end IDC (TDDI) display products are expected to increase. For touch controller products, the demand is expected to be stable and healthy with reasonable visibility. For non-cellphone products, as more new projects are scheduled to launch, shipments are expected to increase quarter by quarter. Without considering further exchange rate fluctuation, the revenue in the 2nd quarter is expected to grow comparing to the 1st quarter.

Future Outlook /未來展望 (II)

- ❑ 非手機的產品方面，因新產品上市出貨量將於第二季開始爬升，可持續帶動整體產品組合優化，為營收與獲利注入動能。
- ❑ Shipments of non-mobile phone products are expected to increase in the second quarter, which will continue to drive a better product mix and help maintain or improve gross margins.
- ❑ 關稅政策及匯率波動所帶來的不確定性，將使未來獲利難以預估。這些外部因素非我們所能控制，我們將專注於產品發展與強化應變能力，以因應未來各項變數。
- ❑ The uncertainty caused by tariff policies and exchange rate fluctuations will make it difficult to estimate future profits. These external factors are beyond our control. We will focus on product development and strengthening our resilience to cope with future uncertainties.

Future Outlook /未來展望 (III)

- 敦泰的平板及車用產品獲得許多大廠的肯定，並成功導入多項新專案，進一步帶動整體業績穩健成長。值得一提的是，敦泰甫於4月23日參加『第21屆上海國際汽車工業展覽會』並榮獲『年度汽車產業鏈突破獎』，再次彰顯於車用市場的技術實力與市場影響力，深獲產業界高度肯定。
- FocaTech 's tablet and automotive products have been adopted by major customers and have won a number of new projects. It is expected that the new design wins will continue to contribute to higher revenue and profits. Noticeably, FocalTech participated in the "21st Shanghai International Automobile Industry Exhibition" in April and won the "Annual Automotive Industry Chain Breakthrough Award", which is highly recognized by the industry. This demonstrated FocaTech' s technical strength and market recognition in automotive market in China.



THANKS

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