

敦泰電子(3545)法人說明會

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Agenda

- 2025 Q2 Result Summary
- Future Outlook
- New Products
- Q&A

2025 Q2 Results Summary /114年第2季總結 (I)

- 大陸市場是公司的重要市場，2025年在大陸提升內需的政策引導之下，第二季的消費市場確有明顯回溫，觸控及顯示產品出貨量均有所增長，雖然受新台幣兌美元匯率大幅升值的影響，第二季營收仍較前一季(QoQ)增加2%，也比去年同期 (YoY) 增加2.5%，達新台幣30.52億元，成長表現出色。
- China mainland is one of the important markets for FocalTech. The consumer market there showed noticeable recovery in Q2, which was somewhat stimulated by government sponsored programs. Both of the touch controller products and the display products had strong sales. Despite the sharp increase in the value of Taiwan dollar, our Q2 revenue reached NT\$3.05 billion, which represented QoQ increase of 2% and YoY increase of 2.5%.

2025 Q2 Results Summary /114年第2季總結(II) FocalTech

- 因中高階產品出貨持續強勁讓產品組合較好，毛利率得以維持在高檔，但因新台幣升值使得毛利率受到負面影響，讓第二季毛利率降到25.1%。在營業費用管控得宜及業外收益的挹注下，稅後淨利為新台幣0.77億元，本季每股盈餘新台幣0.36元，較上季大幅下滑，主要原因是受新台幣升值影響，不然Q2的營業淨利應比上季成長。
- Due to the demand for higher value products continue to be strong, the overall gross margin for Q2 managed to held on at 25.1%. With tight control on operations expenditures and the contribution of non-operating income, the net profit was of NT\$77M, or EPS of NT\$0.36 for the quarter. Without the appreciation of the Taiwan dollar, the Q2 net profit should have been higher compared to the previous quarter.

2025 Q2 Income Statement /114年第2季損益表

FocalTech

Unit: NT\$ Million /單位: 新台幣 佰萬元

	25' Q2	25' Q1	QoQ	24' Q2	YoY
Revenue/ 營業收入	3,052	2,993	2.0%	2,977	2.5%
Gross Profit/ 營業毛利	765	805	-4.9%	722	6.0%
Gross Margin/ 營業毛利率	25.1%	26.9%	↓1.8%	24.3%	↑0.8%
Operating Expense/ 營業費用	759	754	0.6%	721	5.3%
Operating Income/ 營業淨利	6	50	-87.5%	1	504.4%
Non Operating Income/ 營業外收入	63	110	-42.7%	105	-40.0%
Profit before Tax/ 稅前淨利	69	160	-56.8%	106	-34.7%
Profit after Tax/ 稅後淨利	77	171	-55.1%	106	-27.7%
EPS(Basic)/ 每股盈餘(基本) (Unit: NTD /單位:新台幣元)	0.36	0.80		0.51	



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2025 Q2 Balance Sheet / 114年第2季資產負債表 *FocalTech*

Unit: NT\$ Million / 單位: 新台幣 佰萬元

	25' Q2	25' Q1	QoQ	24' Q2	YoY
Cash & Market Securities/ 現金及金融資產	7,046	8,172	-13.8%	9,954	-29.2%
Accounts Receivable/ 應收帳款	753	926	-18.7%	1,003	-25.0%
Inventory/ 存貨	2,953	3,323	-11.1%	2,871	2.9%
Other Current Assets/ 其他流動資產	220	280	-21.3%	320	-31.0%
Non Current Asset/ 非流動資產	4,002	4,449	-10.1%	5,240	-23.6%
Total Assets/ 資產總計	14,974	17,150	-12.7%	19,388	-22.8%
Current Liabilities/ 流動負債	4,459	5,235	-14.8%	5,494	-18.8%
Non Current Liabilities/ 非流動負債	1,044	1,535	-32.0%	4,246	-75.4%
Owner's Equity/ 股東權益	9,471	10,380	-8.8%	9,648	-1.8%
Total Liabilities and Owners' Equity/ 負債與權益	14,974	17,150	-12.7%	19,388	-22.8%
Net Worth per share/ 每股淨值 (Unit: NTD / 單位: 新台幣元)	43.54	47.09		43.72	



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Future Outlook /未來展望 (I)

- 預期第三季營收仍保持成長，主要是受惠於中高階智慧型手機品牌新機發布及大陸下半年促銷檔期備貨，出貨量可望穩健成長。至於非手機產品線也因新專案陸續導入，預期出貨量亦將呈逐季上升趨勢。然而大陸手機市場“內捲”情況依然嚴峻，價格下滑趨勢亦無減緩跡象，加上受新台幣匯率波動的影響，市場長期走勢並不明朗，但整體而言，目前預估公司第三季營收應可延續第二季度的成長。
- The sales in Q3 is expected to maintain the growth potential. Primarily, the momentum is from the new release of high-valued smart phones and the continuing government policy of boosting the domestic consumption in China mainland. Similarly, non-cellphone demand is also anticipated to be growing. Despite of the uncertainty in the exchange rate fluctuation and the influence of tariff, we anticipate a mild growth in revenue for the coming quarter.

Future Outlook /未來展望 (II)

- 在顯示產品線方面，主攻平板及工控市場的新產品已於第二季開始出貨，預期至第四季將達到新一波高峰。此趨勢將持續優化整體產品組合，進一步為營收與獲利挹注成長動能。
- New display products are gaining tractions for tablets and in industrial applications. Small volume production has started ramping up in the 2nd quarter. The ramping up will continue into Q4. This will help improve the revenue and profit due to improved product mix.
- 在觸控產品線方面，因近期業界部份封裝基材缺料，造成一些手機急單湧入，預期第三季的需求會持續強勁，但第四季度的市況尚不明朗。
- On the touch controllers, we have seen steady increase in demand from the AMOLED cellphone side. We expect this will continue throughout the 3rd quarter.

Future Outlook /未來展望 (III)

- 敦泰的車用產品獲多家國外大廠採用，並成功導入多項新專案，持續推動整體業績穩健成長。值得一提的是，最新車用晶片已打入大陸知名品牌 - 小鵬及零跑汽車，憑藉領先的 IDC (TDDI) 產品，有效克服傳統觸控屏貼合技術在透光率與折射上的限制，並實現窄邊框與一體黑的高質感顯示效果，顯著提升整體視覺體驗與座艙科技感。
- Display products, particular IDC (TDDI) products are continuing to penetrate the automotive applications at a fast speed. Recent success with Chinese famous brands such as XPENG and Leadmotor . IDC supports in-cell LCD panels, which offers much better optical quality and gives drivers or passengers a much better riding environment and experience.



THANKS

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