

敦泰電子(3545)法人說明會

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Agenda

- 2025 Q3 Result Summary
- Future Outlook
- New Products
- Q&A

2025 Q3 Results Summary /114年第3季總結 (I)

- 受惠於大陸中高階智慧型品牌新機發布第四季促銷檔期備貨，本季度觸控產品出貨量持續成長。在非手機產品線如車用、平板及工控...等，也因新專案陸續導入，出貨開始成長，帶動整體出貨量比上季成長近一成。
- Benefiting from the launch of new mid- to high-end smartphone models and inventory buildup for Q4 promotional events in mainland China, shipments of touch products continued to grow this quarter. In non-cellphone product lines such as automotive, tablet, and industrial control applications, shipments also started to increase due to the introduction of new projects. Overall, total shipment volume rose by nearly 10% compared with the previous quarter.

2025 Q3 Results Summary /114年第3季總結 (II) FocalTech

- 然而大陸消費及汽車市場“內捲”情況依然嚴峻，價格持續下滑，對敦泰的營收帶來影響，導致本季營收僅較前一季(QoQ)增加1.8%，達到新台幣31.07億元。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LCD手機及車載顯示產品價格下滑影響，營收年減18.5%。
- However, the intense competition (“involution”) in China’s consumer and automotive markets remains severe, which led to continuing price decline and affected revenue outcome. As a result, revenue for the quarter increased only 1.8% QoQ to NT\$3.107 billion. As to comparing with the same period last year, although total shipment volume remains at similar level, the product price decline in LCD smartphone and automotive display drivers resulted in 18.5% YoY revenue decrease.

2025 Q3 Results Summary /114年第3季總結(III) *FocalTech*

- 中高階觸控產品出貨持續強勁讓產品組合較好，使得第三季毛利率提升至26.2%，毛利額也因此增加至新台幣8.1億元。敦泰基於對技術升級與產品優化的一貫重視，持續投入研發，使得營業費用增加至新台幣8億元。在業外收益的挹注下，第三季稅後淨利為新台幣0.82億元，每股盈餘為新台幣0.39元。
- Strong shipments of mid- to high-end touch products resulted in a more favorable product mix, driving the gross margin up in the third quarter. With gross margin of 26.2%, the gross profit increased to NT\$810 million. However, FocalTech' s continued emphasis on technology advancement and product optimization led to higher R&D investment, raising operating expenses to NT\$800 million. Including non-operating income, the net profit after tax for Q3 reached NT\$82 million, which translated to earnings per share (EPS) of NT\$0.39.

2025 Q3 Income Statement /114年第3季損益表

FocalTech

Unit: NT\$ Million /單位: 新台幣 佰萬元

	25' Q3	25' Q2	QoQ	24' Q3	YoY
Revenue/ 營業收入	3,107	3,052	1.8%	3,813	-18.5%
Gross Profit/ 營業毛利	813	765	6.2%	849	-4.3%
Gross Margin/ 營業毛利率	26.2%	25.1%	↑1.1%	22.3%	↑3.9%
Operating Expense/ 營業費用	801	759	5.6%	761	5.3%
Operating Income/ 營業淨利	12	6	83.9%	88	-86.9%
Non Operating Income/ 營業外收入	69	63	8.9%	82	-16.7%
Profit before Tax/ 稅前淨利	80	69	15.7%	171	-53.0%
Profit after Tax/ 稅後淨利	82	77	6.9%	168	-51.0%
EPS(Basic)/ 每股盈餘(基本) (Unit: NTD /單位:新台幣元)	0.39	0.36		0.79	



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2025 Q3 Balance Sheet / 114年第3季資產負債表 *FocalTech*

Unit: NT\$ Million / 單位: 新台幣 佰萬元

	25' Q3	25' Q2	QoQ	24' Q3	YoY
Cash & Market Securities/ 現金及金融資產	6,809	7,046	-3.4%	10,365	-34.3%
Accounts Receivable/ 應收帳款	935	753	24.2%	1,241	-24.6%
Inventory/ 存貨	2,379	2,953	-19.4%	2,564	-7.2%
Other Current Assets/ 其他流動資產	252	220	14.3%	264	-4.5%
Non Current Asset/ 非流動資產	4,048	4,002	1.2%	4,752	-14.8%
Total Assets/ 資產總計	14,423	14,974	-3.7%	19,186	-24.8%
Current Liabilities/ 流動負債	3,597	4,459	-19.3%	5,442	-33.9%
Non Current Liabilities/ 非流動負債	1,053	1,044	0.9%	3,976	-73.5%
Owner's Equity/ 股東權益	9,772	9,471	3.2%	9,767	0.0%
Total Liabilities and Owners' Equity/ 負債與權益	14,423	14,974	-3.7%	19,186	-24.8%
Net Worth per share/ 每股淨值 (Unit: NTD / 單位: 新台幣元)	44.88	43.54		44.28	



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- 受大陸消費性電子市場持續低迷與整體經濟環境不確定性影響，終端需求表現疲弱。加上雙11等促銷檔期效應逐漸減弱，品牌客戶的拉貨動能相對保守。受此影響，公司預計第四季出貨量雖仍將維持增長，但因ASP下降，營收可能與第三季持平或呈現小幅下滑。
- Domestic market in China remains gloomy and the overall uncertainty in the economic environment made end demand weak. In addition, the promotional effects of events such as “Double 11” have gradually diminished, leading brand customers to become conservative in inventory buildup. As a result, while the Company expects shipment volume to increase slightly in Q4, yet the continued decline in ASP may cause revenue to remain flat or show a slight decrease compared to Q3.

Future Outlook /未來展望 (II)

- 在OLED觸控產品線方面，近年來產品規格不斷升級，由GOLED面板擴展至POLED面板，由直板機延升到折疊機，近日並增加主動筆功能，出貨量逐季提升，帶動整體產品組合優化，為公司營收與獲利注入持續的成長動能。
- On the OLED touch IC side, our product specifications have been continuing upgraded in recent years. The product portfolio has expanded to cover from GOLED panels to POLED panels, and from straight phone to foldable models. Recently, active stylus feature has also been added. These have helped in both shipment volume and the overall product mix, which resulted in more revenue and better profitability.

Future Outlook /未來展望 (III)

- 敦泰已成功在第三季導入海外國際知名手機品牌，並開始進入量產，這是公司多年來努力擴展營收到國際市場的重要成果。此外，新一代產品也已成功切入大陸多款中高階使用柔性 OLED 面板的機型，預計將於明年年初進入規模化放量階段，進一步鞏固公司在中高階市場的佔有率，並持續推升整體產品的平均售價。
- Mass production with POLED panels in cellphone has started for a major international brand in Q3. This is a significant step to expand the business outside mainland China market. In addition, a new-generation touch IC has been adopted by several high-end cellphone models in China mainland. Volume production is expected to ramp up early next year. This will further strengthen the Company' s market share in the high-end segment and continue to drive up the average selling price (ASP).

Future Outlook /未來展望 (IV)

- 在OLED顯示產品線方面，敦泰由穿戴式市場切入，經過數年的技術及產品的迭代，已逐漸進入主流市場，目前經多個國際及大陸一流品牌認可，通過嚴格工程驗證已開始量產。至於在手機方面的產品，則尚正在工程驗證中，依規劃可在明年二季度或三季度量產。
- On the OLED display driver side, FocalTech initially entered market with products for wearable applications. After several years of technological and product iterations, the Company has gradually moved into the mainstream market. Its solutions are now recognized by multiple leading international and mainland Chinese brands. Mass production has begun following rigorous engineering test and certification. As for smartphone applications, products are currently undergoing engineering evaluation, with volume production planned for the second or third quarter of next year.



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