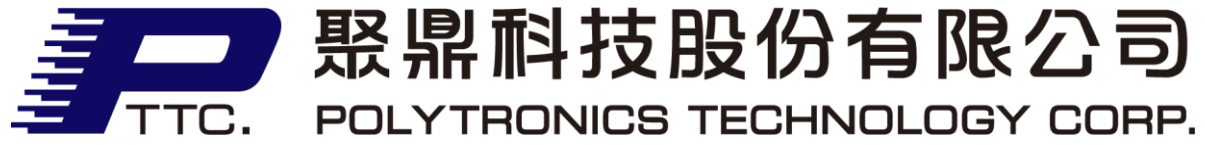


We Make It Better and Safer



2023年 Q4 Investor Conference

2023年12月 22 日
TWSE: 6224

Company profile

- Polytronics Technology Corp. (PTTC), established in 1997 and located in Science-Based Industrial Park, Hsinchu, Taiwan, is the first professional manufacturer in Asia specializing in the production of PPTC.
- Certifications and Awards
 1. Quality System: ISO 9001, ISO 14001, IATF 16949
 2. Laboratory Certification : certified by UL and TUV, complying with ISO17025
 3. Automotive Product Certification: VDA 6.3 Requirement, AEC-Q101 & AEC-Q200 Qualified
 4. SR(Supplier Responsibility): EICC and SR Requirement, certified by APPLE
 5. Economic Ministry's First Annual Emerging Mid-sized Enterprises Award(經濟部 第一屆潛力中堅企業)



The Global Deploy

Expansion of Manufacturing and Sales Locations to North America, Europe, Greater China, and Northeast Asia

營運中心與生產基地

台灣新竹

營運總部

聚鼎科技股份有限公司

美國威斯康辛

TCLAD INC.

中國大陸昆山

昆山聚達電子

營業據點

德國 TCLAD Europe GmbH

韓國

中國大陸 香港

中國大陸 深圳



History

1997	Capital 140,000 Thousand Dollars	2002	Invest and Establish Kunshan Polystar Electronics	2012	0402 Low-Rho SMD Development	2021	Acquire TCLAD group from Henkel
1998	Move into Hsinchu Science Park	2003	Apply Taiwan OCT	2014	Design-Win the Top 3 global cell phone company	2022	0201 SMD selling qty more than 500million pcs
1998	SMD Mass Production for ASUS customer	2005	Establish Kunshan Polystar Factory and Mass Production	2016	Current Limiting Module Development		
		2007	Low-Rho SMD Development	2017	Acquire Senchip Microelectronics Inc.		
		2008	TCB series Mass Production				
		2010	POLYMER ESD Launched				
1997~2000		2001~2010		2011~2020		2021~	

The three fundamental pillars of growth and expansion

Total Circuit Protection Solution

OCP



OVP



OTP

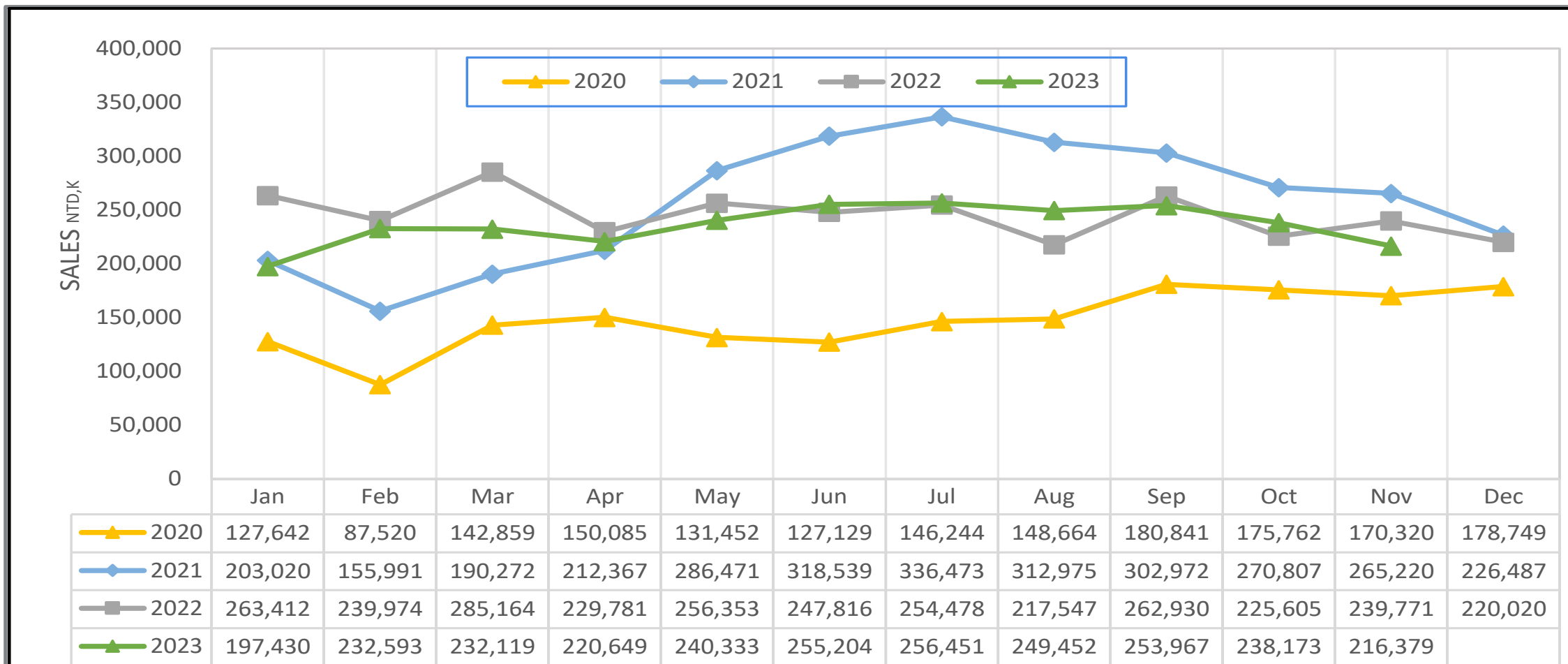


Polytronics = Polymer (core technology) + Electronics (target market)

Various Types of Over-Current and Over-Voltage Protection Products

Sales Revenue (Monthly) 2020~2023

Unit: 1,000 NTD



Consolidated Income Statements 2020~2023 Q3

Unit: NTD. 1,000,000

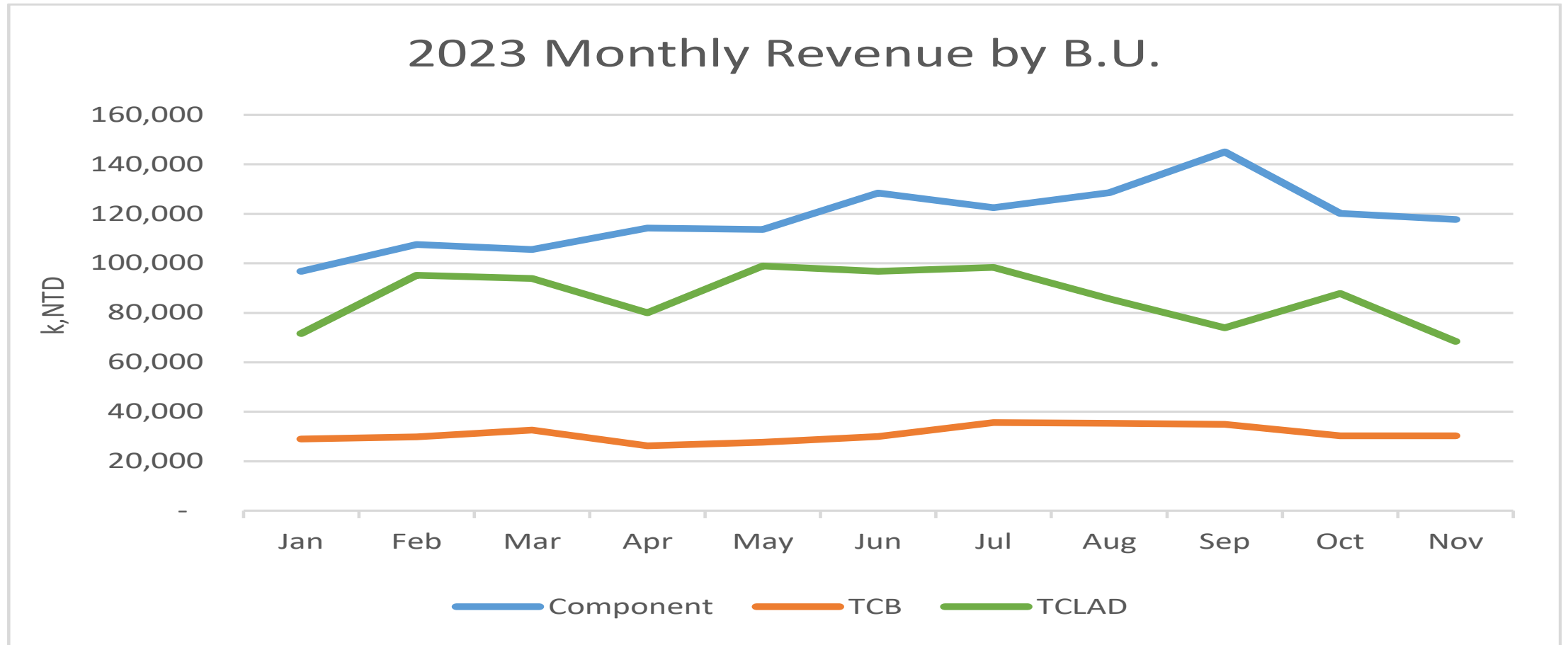
	2020	%	2021	%	2022	%	2023Q1~Q3	%
Operating Revenue	1,767,267	100	3,081,593	100	2,942,851	100	2,138,196	100
Net operating margin	879,537	50	1,114,246	36	508,877	17	536,184	25
Operating Profit	423,925	24	505,785	16	-185,663	- 6	-41,699	- 2
Non-operating income(expense)	57,562	3	65,030	2	156,646	5	104,687	5
Profit before tax	481,487	27	570,815	19	-29,017	- 1	62,988	3
Profit for the period	400,635	23	450,987	15	-106,195	- 4	21,766	1
Profit attributable to owners of the parent	400,635	23	510,054	17	89,938	3	101,532	5
Basic earnings per share	5.01		6.02		1.05		1.19	

Consolidated Income Statements of 2022Q3~2023Q3

Unit: NTD. 1,000, %

	2022 Q3	%	2022 Q4	%	2023 Q1	%	2023 Q2	%	2023 Q3	%
Operating Revenue	734,954	100	685,396	100	662,142	100	716,184	100	759,870	100
Net operating margin	150,971	20	112,592	16	137,825	21	167,077	23	231,282	30
Operating Profit	-19,005	-3	-63,495	-9	-47,186	-7	-15,112	-2	20,599	3
Non-operating income(expense)	47,556	7	30,434	4	41,302	6	32,658	5	30,727	4
Profit before tax	28,551	4	-33,061	-5	-5,884	-1	17,546	2	51,326	7
Profit for the period	7,256	1	-43,616	-6	-20,126	-3	16,116	2	25,776	3
Profit attributable to owners of the parent	42,561	6	4,431	1	5,242	1	38,356	5	57,934	8
Basic earnings per share	0.50		0.05		0.06		0.45		0.68	

Revenue by B.U.

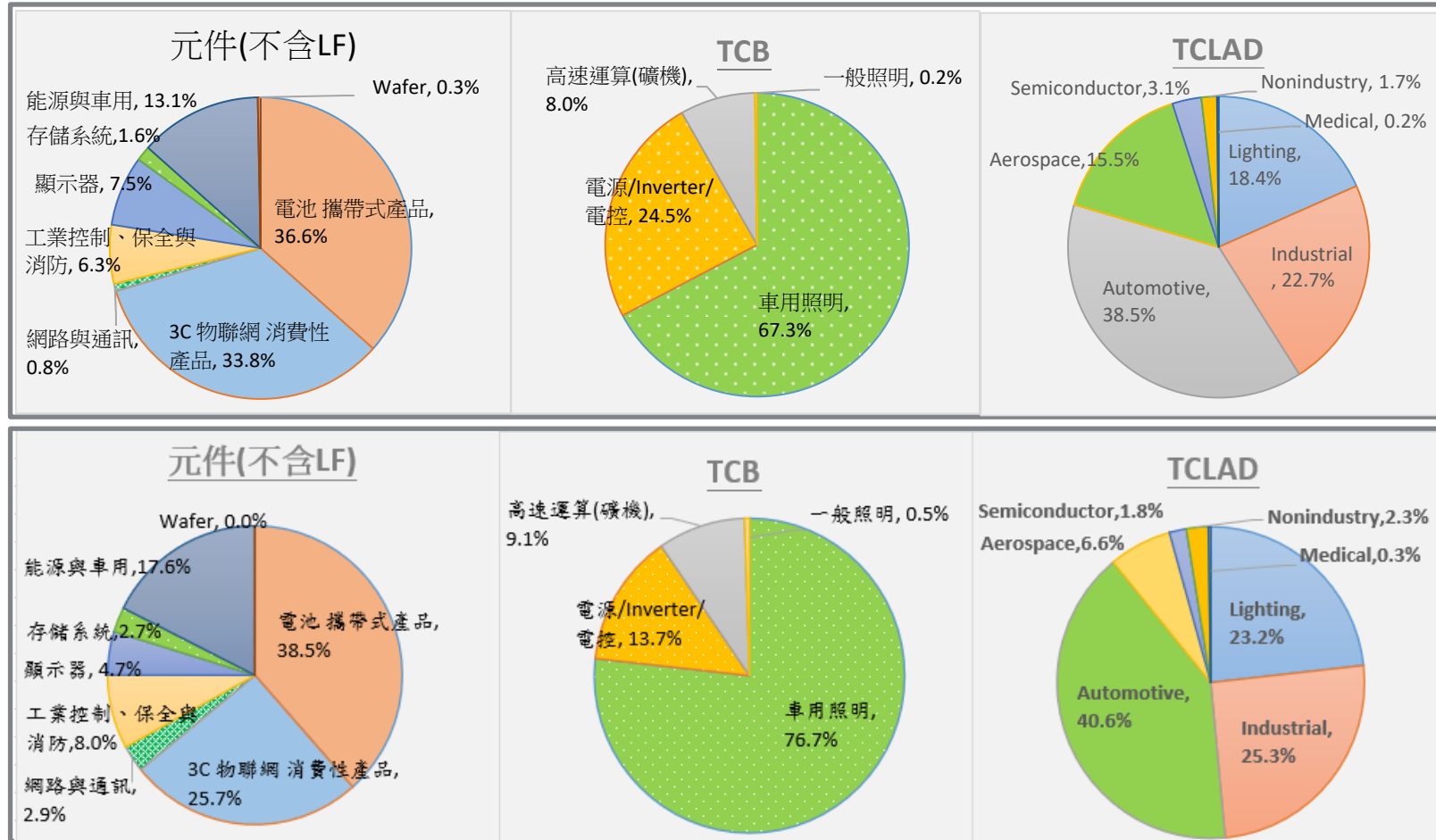


Product Application by B.U.

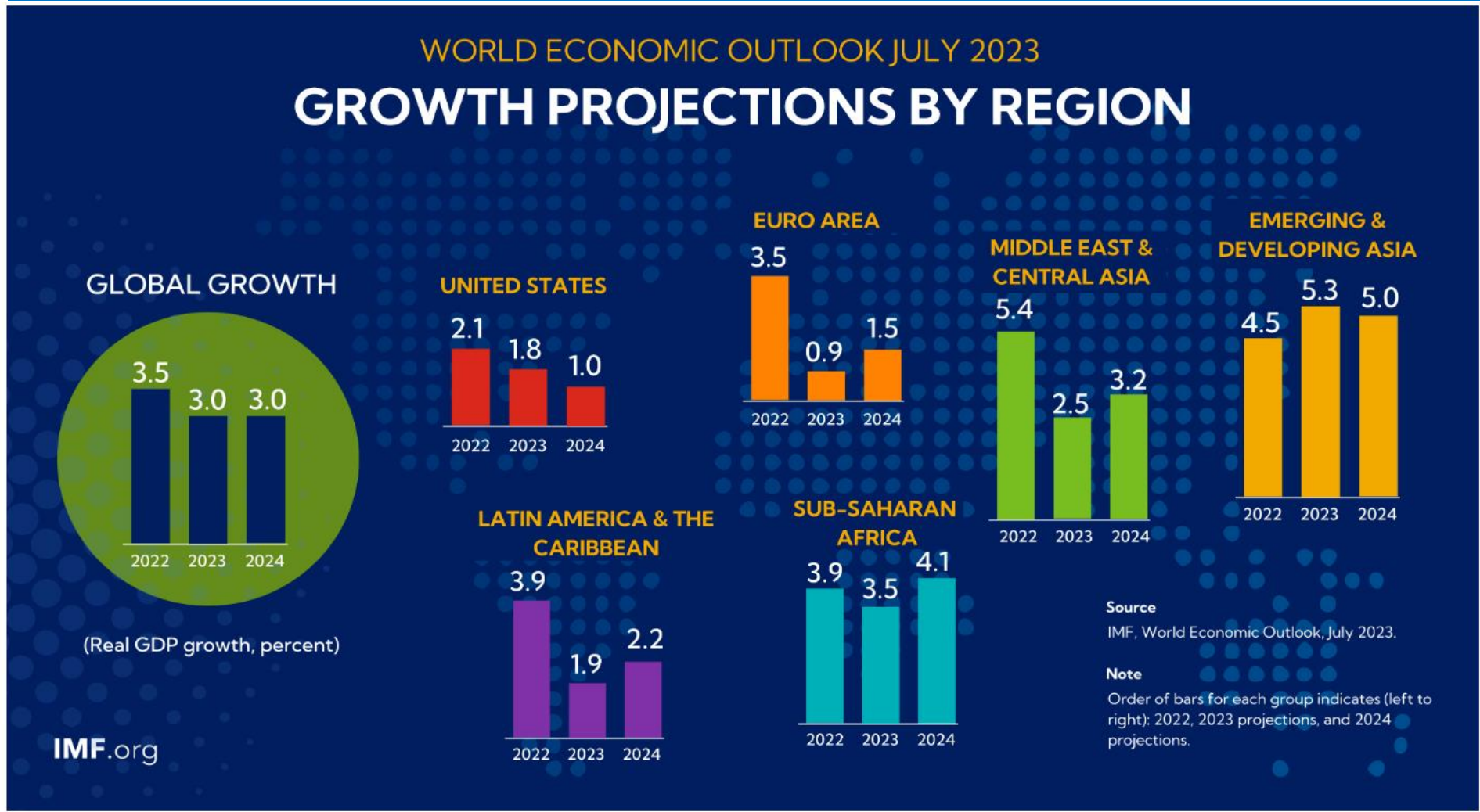
2023.1~11

VS.

2022



2022~2024 Global Regional Economic Growth Overview Forecast



China's GDP growth rate for the second quarter of 2023 is 6.3%, which, while impressive, falls significantly below the market's earlier expectation of 7.3%.
From National Bureau of Statistics of China

Domestic Economic Indicators



2023

16分

10月

燈號改變項目

	9月	10月
● 股價指數		
● 海關出口值		

燈號不變項目

- 貨幣總計數 M1B
- 工業生產指數
- 製造業銷售量指數
- 製造業營業氣候測驗點
- 非農業部門就業人數
- 機械及電機設備進口值
- 批發、零售及餐飲業營業額

Growth Strategy: Market Diversification and Product Diversification

	OCP	OVP	OTP
Organic Growth	<ul style="list-style-type: none">• PPTC• CLM	<ul style="list-style-type: none">• Polymer ESD	<ul style="list-style-type: none">• Thermal Substrate• IMS, TCI, TCP, TIM
Inorganic Growth	<ul style="list-style-type: none">• Fuse	<ul style="list-style-type: none">• ESD, TVS• TSS, GDT• MOV	<ul style="list-style-type: none">• Merger TCLAD



Growth Strategy: In-depth Cultivation of Unique Technologies and Market Focus

市場 Revenue



產品多角化擴展: 聚焦未來車用/ 工控/AIoT市場應用(Opportunity)

新能源與48V 輕油電車
 E-Bike E-Scooter
 OBC: On-Board Charger
 BMS: Battery Management System
 Charging Station



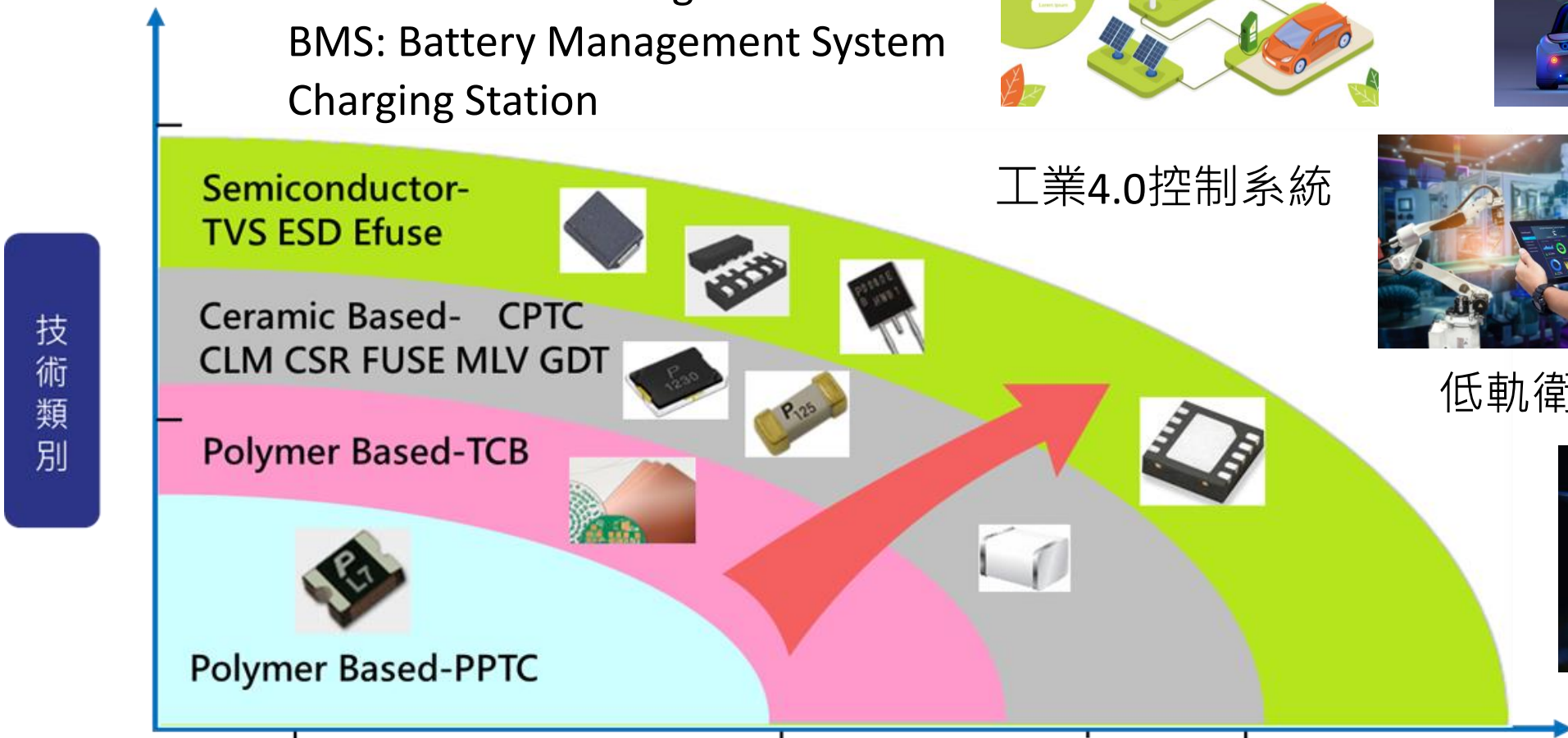
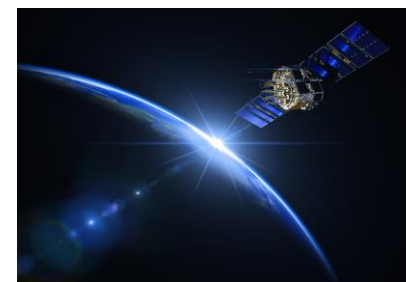
Infotainment system



工業4.0控制系統



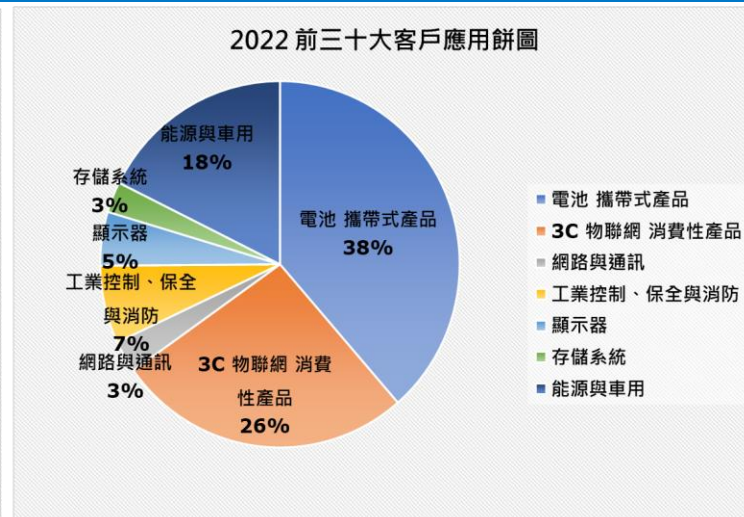
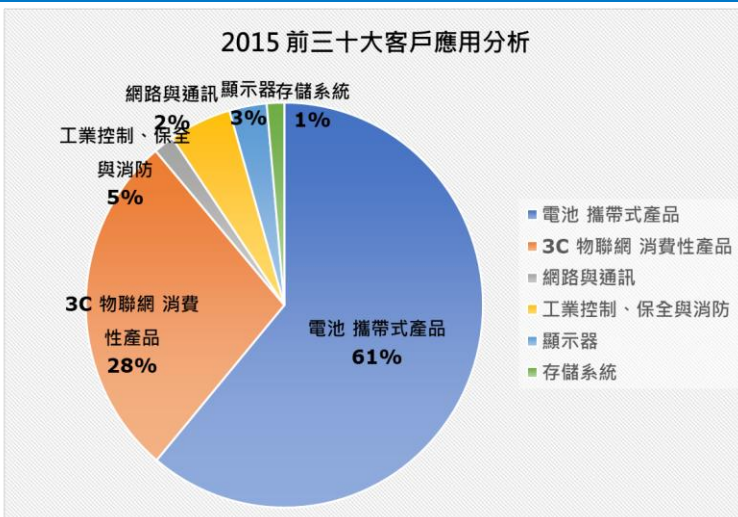
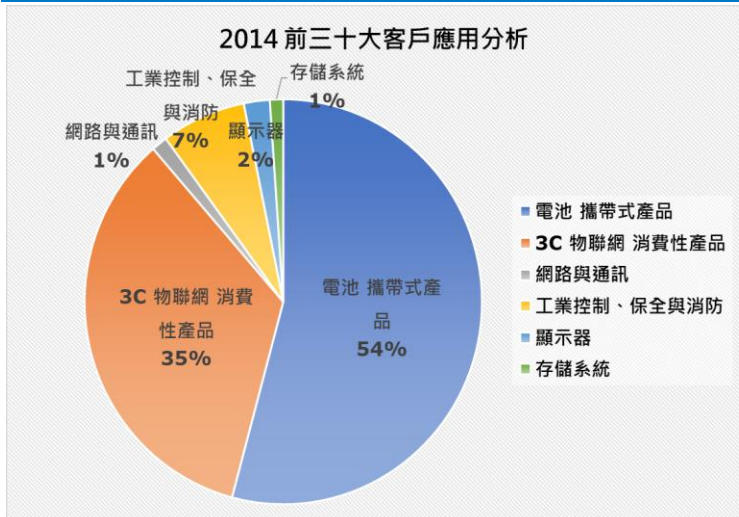
低軌衛星 6G Wifi 6E/7



技術類別

產品類別

聚鼎營運成長歷程的市場多元化演變(Opportunity)



應用別	2014 1~12	2015 1~12	2022 1~12
電池 攜帶式產品	54.2%	48.1%	38.6%
3C 物聯網 消費性產品	34.5%	36.8%	26.6%
網路與通訊	1.3%	2.3%	2.8%
工業控制、保全與消防	6.9%	6.0%	6.9%
顯示器	2.1%	3.6%	4.7%
存儲系統	1.1%	2.2%	2.7%
能源與車用	0.0%	0.0%	17.7%

從手機電池及PC為主的市場 藉由OVP與CLM FUSE等產品的加入，將市場應用面拓展至工控、安防、消防與新能源等領域，成為市場Total Solution服務商。

Operating Strategy

1. 元件:(OCP/OVP)

- Establishing a robust product portfolio through diversified product and material development.
- Proactively expanding into non-consumer electronics application markets to foster diverse market applications.
- Enhancing FAE services, facilitating synergistic introduction of various products to increase the breadth and depth of customer interactions.

2. 散熱:(OTP)

- Integrating the resources of TCB & TCLAD in procurement, marketing, manufacturing, and product development to maximize synergy.
- Adjusting the organizational structure to enhance the management efficiency of the group's multinational operations.

Company's Annual Operating Outlook

1. 元件事業:

The demand in the consumer electronics product market has yet to show a clear recovery. It is estimated that the full-year revenue for 2023 will decline compared to the previous year, but the second half is expected to outperform the first half.

2. 散熱事業(TCB):

Revenue for the first three quarters of 2023 is slightly higher than the same period in 2022. However, starting from Q4, the Israel-Palestine conflict has affected customer orders. It is estimated that the full-year revenue for 2023 will be on par with the previous year.

3. TCLAD:

The current losses are gradually narrowing, but it is anticipated that there will still be a deficit for the entire fiscal year.