

We Serve With Vision

Utechzone(3455) Investor Conference

General Manager : Jack Chang

Finance and Accounting Manager : Ally Lin

2022/11/23

www.utechzone.com.tw

Worldwide AOI / AVI Expert | Taiwan OTC Code : 3455



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Agenda



Financial Statement

2022 Q3 Overlook

Operational Performance

Q&A

Financial Statement

2022 Q3 Consolidated Income Statement

Unit: Thousand (NTD)	2022 Q3		2021 Q3	
	Amount	%	Amount	%
Revenue	937,665	100	797,684	100
Equipment	914,115	97	766,584	96
Others	23,550	3	31,100	4
Cost of Revenue	417,885	45	351,346	44
Gross Profit	519,780	55	446,338	56
Operating Expenses				
Selling	140,204	15	112,718	14
Administration	58,285	6	44,898	6
Research and Development	87,577	9	92,318	12
Expected Credit Loss	13,855	2	-284	-
Operating Expense	299,921	32	249,650	32
Operating Income	219,859	23	196,688	24
Net Non-operating Income	100,060	11	1,489	-
Income Before Income Taxes	319,919	34	198,177	24
Income Tax Expense	63,984	7	42,075	5
Net Income	255,935	27	156,102	19
EPS(NTD)	4.28		2.61	

2022 Q1~Q3 Consolidated Income Statement

Unit: Thousand (NTD)	2022 Q1~Q3		2021 Q1~Q3	
	Amount	%	Amount	%
Revenue	2,147,176	100	1,825,012	100
Equipment	2,078,765	97	1,748,832	96
Others	68,411	3	76,180	4
Cost of Revenue	959,316	45	890,049	49
Gross Profit	1,187,860	55	934,963	51
Operating Expenses				
Selling	326,602	15	280,738	16
Administration	150,871	7	114,953	6
Research and Development	214,275	10	203,405	11
Expected Credit Loss	37,164	2	-	-
Operating Expense	728,912	34	599,096	33
Operating Income	458,948	21	335,867	18
Net Non-operating Income	208,930	10	3,888	-
Income Before Income Taxes	667,878	31	339,755	18
Income Tax Expense	142,578	7	56,248	3
Net Income	525,300	24	283,507	15
EPS(NTD)	8.78		4.74	



2022 Q3 Overlook

Q3 revenue totaled NTD 938 million, YoY 17.55%.

- IC substrate revenue was over 50%

Q3 EPS was NTD 4.28, YoY 63.98%, reaching historical new high.

Q1~Q3 gross margin 55.32%, YoY 8.19% , highest in the same period.

Q1~Q3 operating margin 21.37%, YoY 16.14%.

Q1~Q3 profit margin 24.46%, YoY 57.50%.

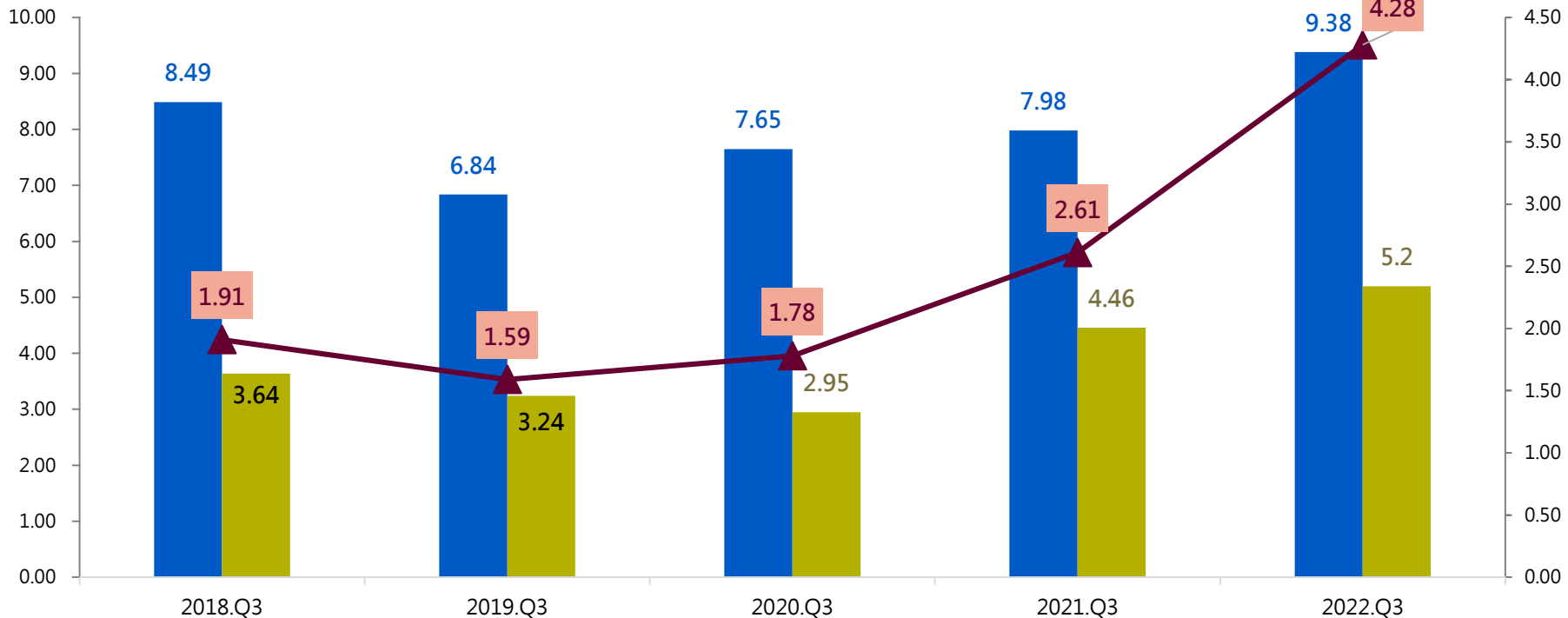
Q1~Q3 EPS was NTD 8.78, surpassing 2021 annual record.

2022 Q3 Sales and Profit Record

Unit: 100 million (NTD)

■ Sales Revenue ■ Gross Profit ▲ EPS

Unit: NTD

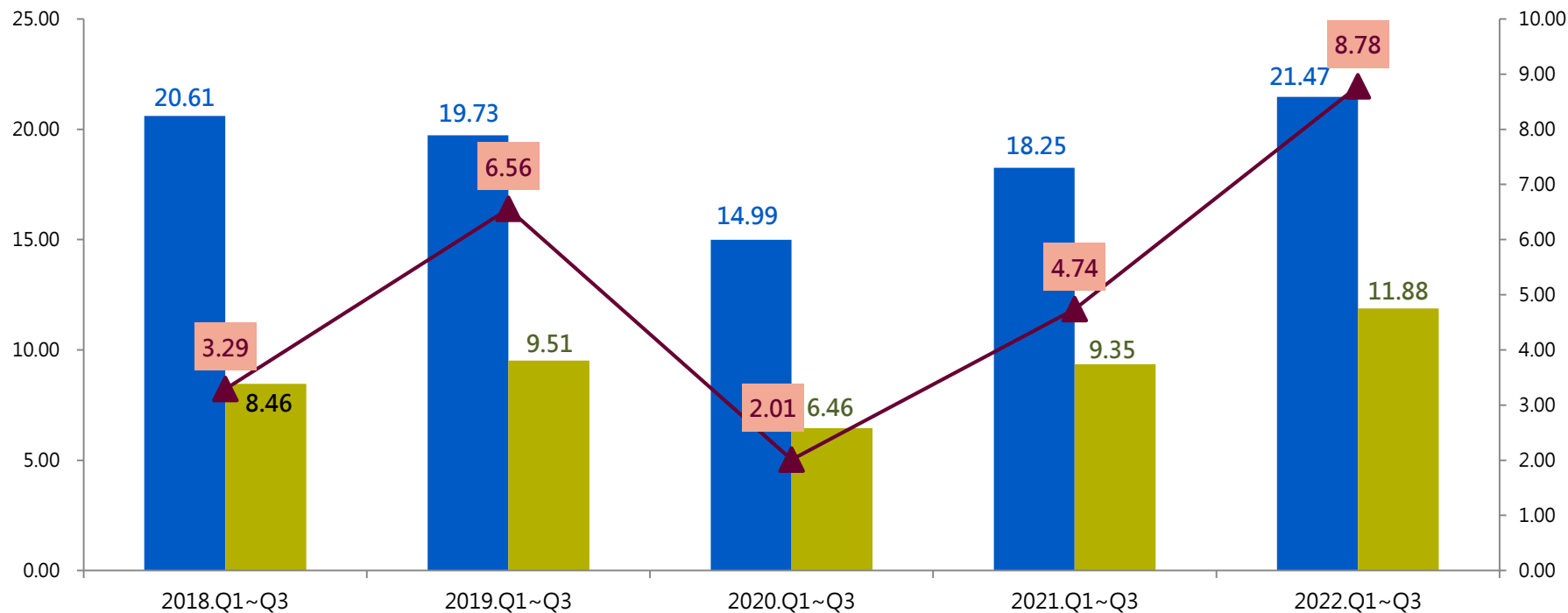


2022 Q1~Q3 Sales and Profit Record

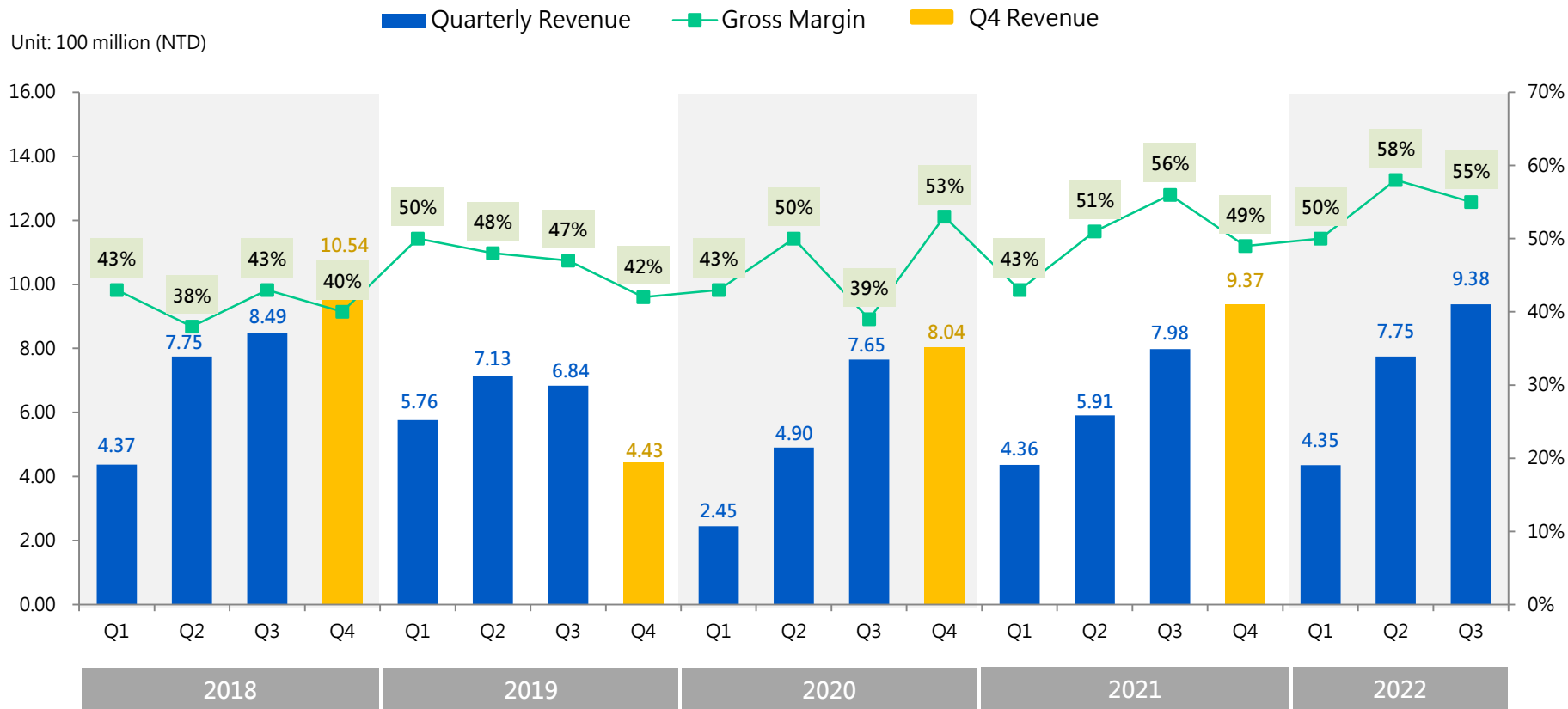
Unit: 100 million (NTD)

■ Sales Revenue ■ Gross Profit ▲ EPS

Unit: NTD

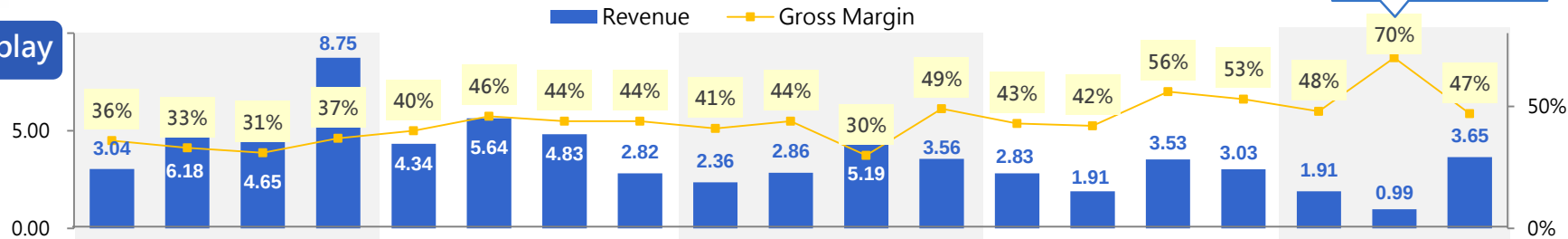


Quarterly Sales and Gross Margin Record

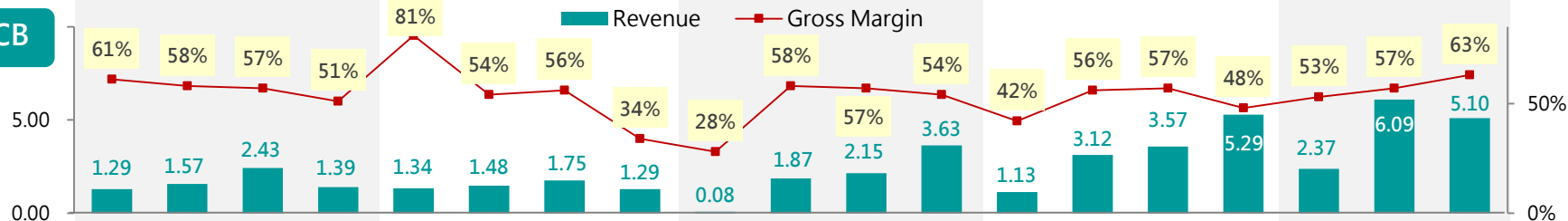


Quarterly Products Record

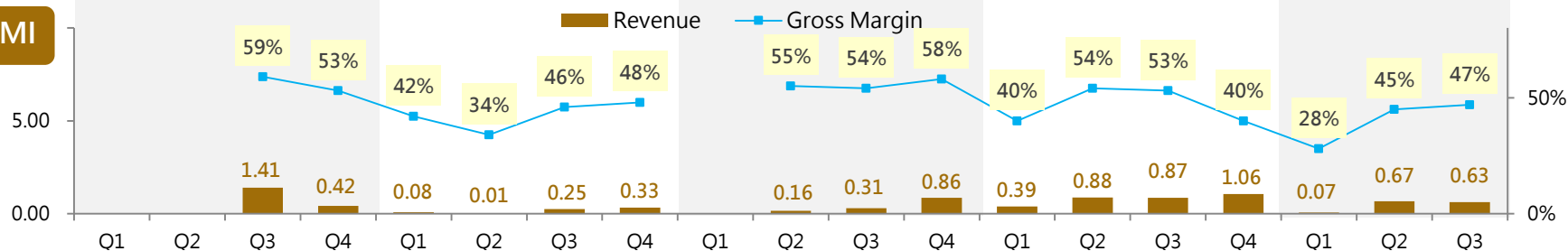
Display



PCB



SEMI

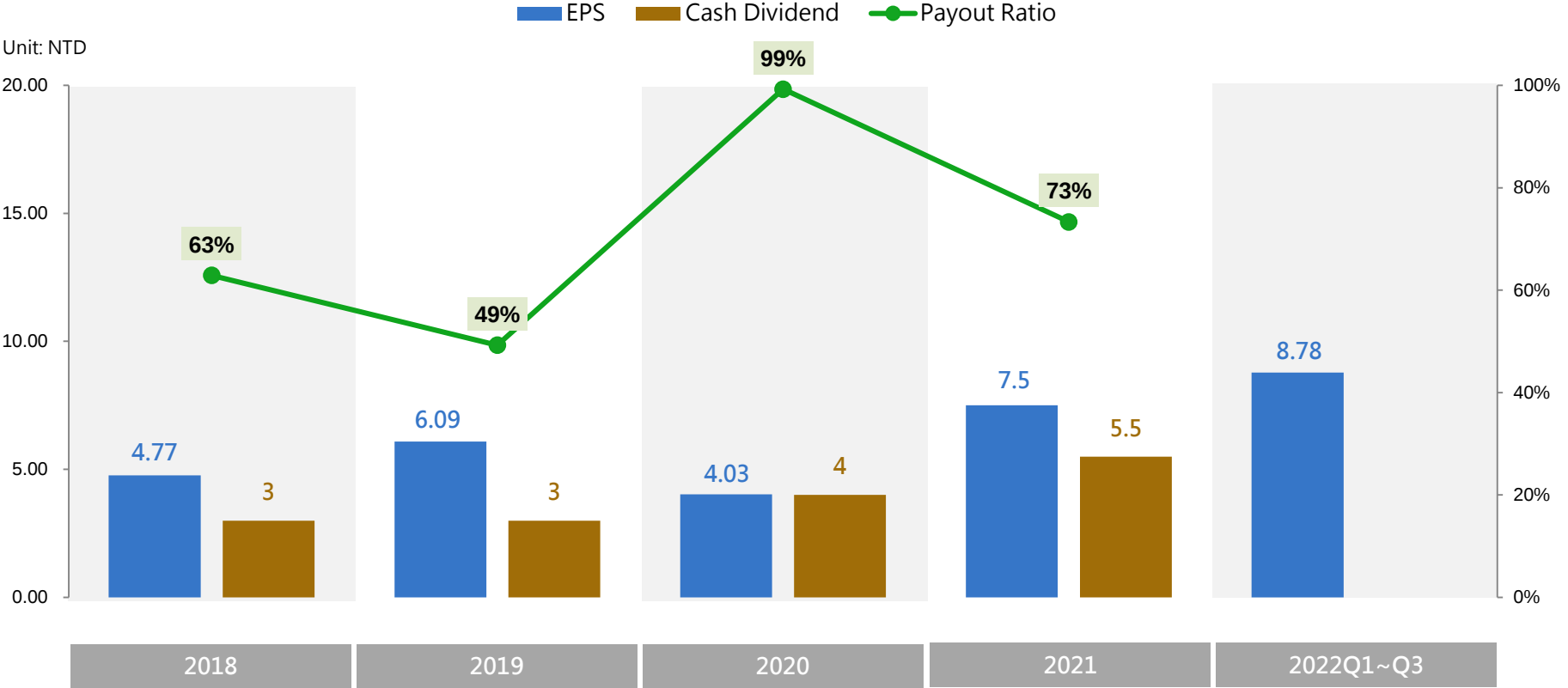


Warranty Return

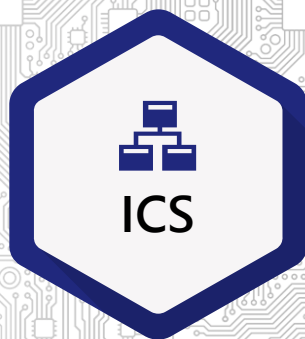
Unit: 100 million (NTD)



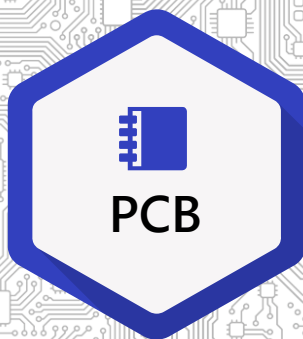
Payout Ratio Record



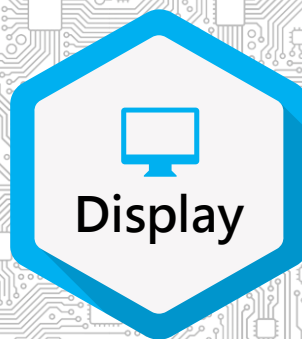
Operational Performance



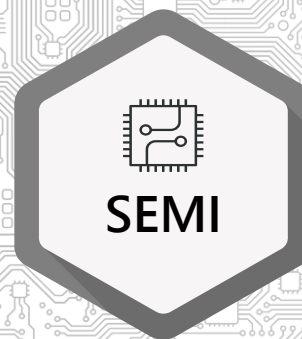
- ABF/ BT
- IC Substrate
- Flip Chip



- Flex PCB STS/RTR
- Substrate Like PCB
- Mini LED Substrate
- HDI/ PCB
- COF/ Copper Foil



- LCD
- LCM
- Automobile Panel



- Wafer (8" /12")
- Fan out/ RDL/ Bumping
- Driver IC
- [Bipolar](#)

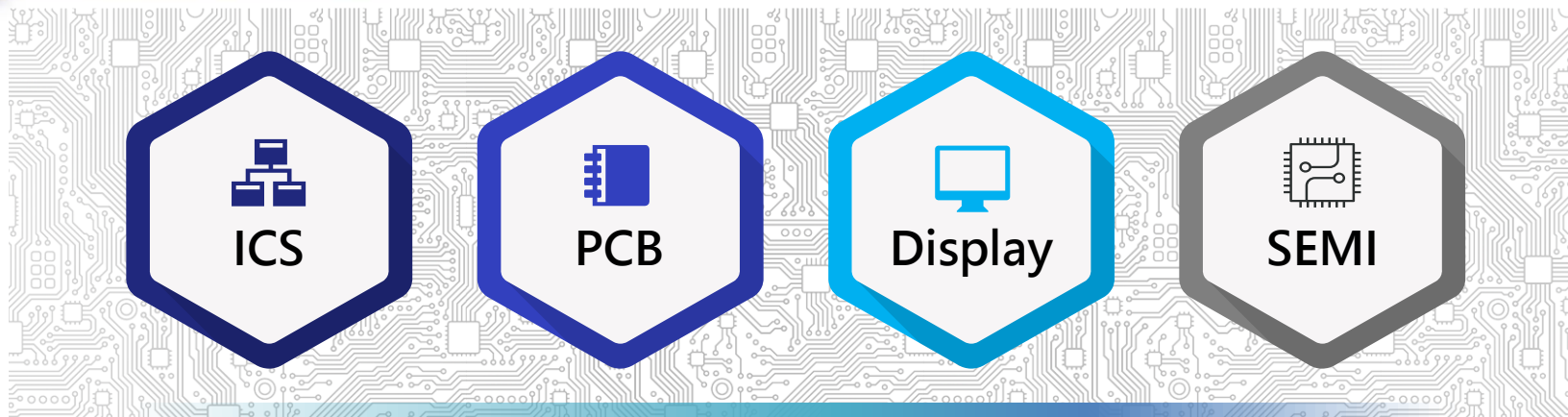
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- AVI (Sheet/ Magazine/ Tray)
 - [IPQC](#)
 - [Laser Cleaning](#)

- AVI (Inline/ Offline/ Manual)
- [AOI \(Inline/ Offline/ Manual\)](#)
- [TOP](#)
- [AOM](#)

- AOI
- DM
- Demura
- [API \(for Automobile\)](#)

- [AOI](#)
- [Auto OM](#)

Steady Growth in Operations

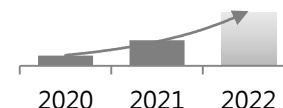
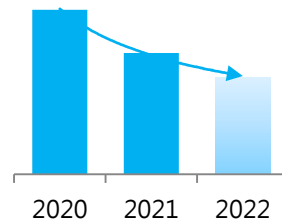
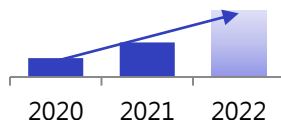
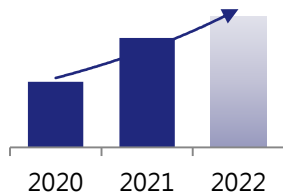


First

Abundant

Strengthen

Thrive



The image features a complex abstract background. On the left, there's a dark blue area with concentric circular patterns and a grid of small white dots. A grey, curved, 3D-like shape separates this from the right side. The right side is a light blue gradient with faint, concentric circular lines. In the top left corner, the letters 'UT' are displayed in a white, sans-serif font.

UT

Q&A



台灣股票代號：3455

Thank You

由田新技股份有限公司，謝謝您的指教！