



2023 泓瀚科技法說會



2012 國家玉山獎



2011 創業楷模



2011 國家磐石獎



2010 小巨人獎

主講人： 泓瀚科技 呂植境
日期： 2023,9,6

公司沿革

2004

公司成立
弱溶劑墨水
(ROLAND
SJ系列-
EPSON
DX4噴頭)

•搬遷至新廠
•條碼墨水量
產
(熱發泡式
TIJ)

2016

2005

通過ISO
9001認證

2006

日本ODM弱
溶劑墨水

•台灣上櫃
•通過ISO
14001認證

2017

2008

熱昇華墨水
量產

•Single pass
高速UV 墨水
啟動開發
•開設印尼墨
水製
造分公司

2018

2010

台灣興櫃

MAGIC
FILM
產品量產
2019

Single pass
正式量產

2020

2012

LED UV 墨
水量產
2013

工業噴頭用
之紡織墨水量
產

日本ODM特
殊UV墨水量
產

2021

•車載應用
BM
墨水開發

2022

2014

LED UV拉伸墨
水
2015

日本ODM新弱
溶劑墨水量產

•半導體特用
墨水開發
•鋼板蝕刻墨
水開發
•New LED UV
single pass
啟動開發

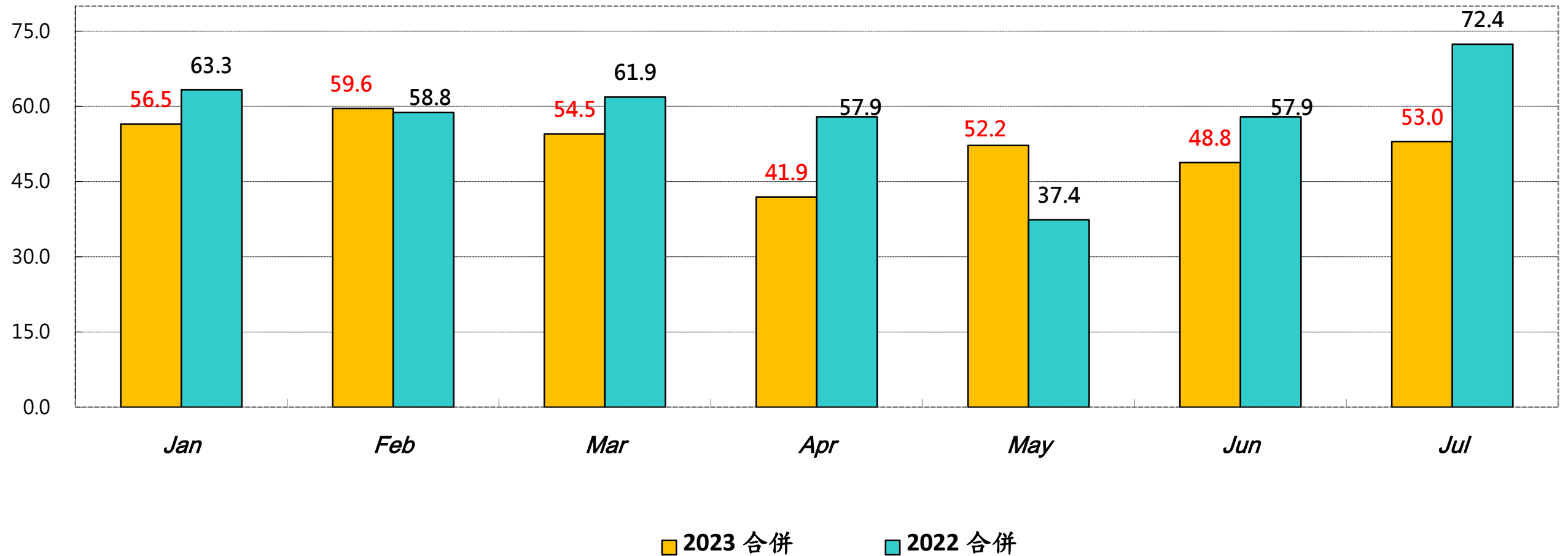
2023

財務資訊

2023.9.6

合併營收 2022 vs 2023

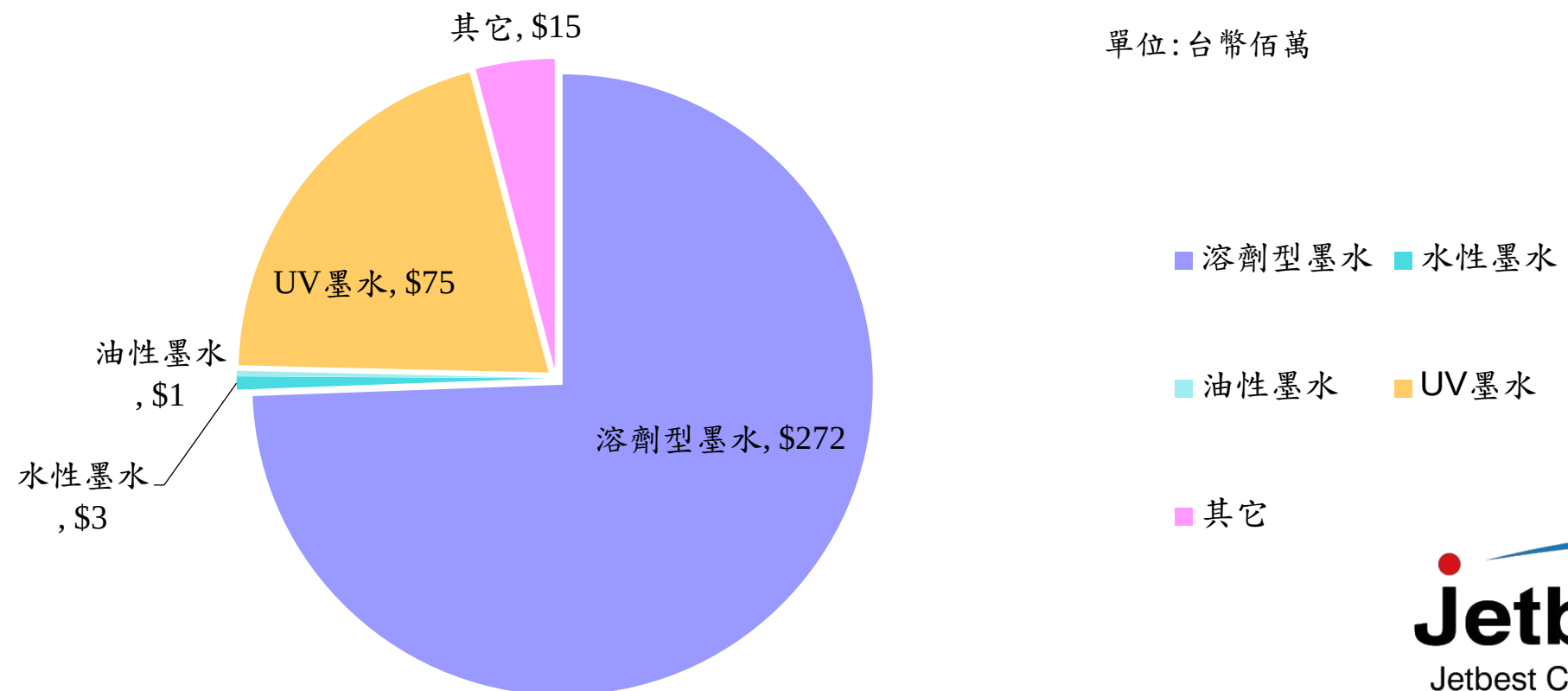
NT\$ M



Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Jan ~ Jul.	YoY +/-	%
2023 合併	56.5	59.6	54.5	41.9	52.2	48.8	53.0	366.5	(43.1)	-10.5%
2022 合併	63.3	58.8	61.9	57.9	37.4	57.9	72.4	409.6	64.3	18.6%

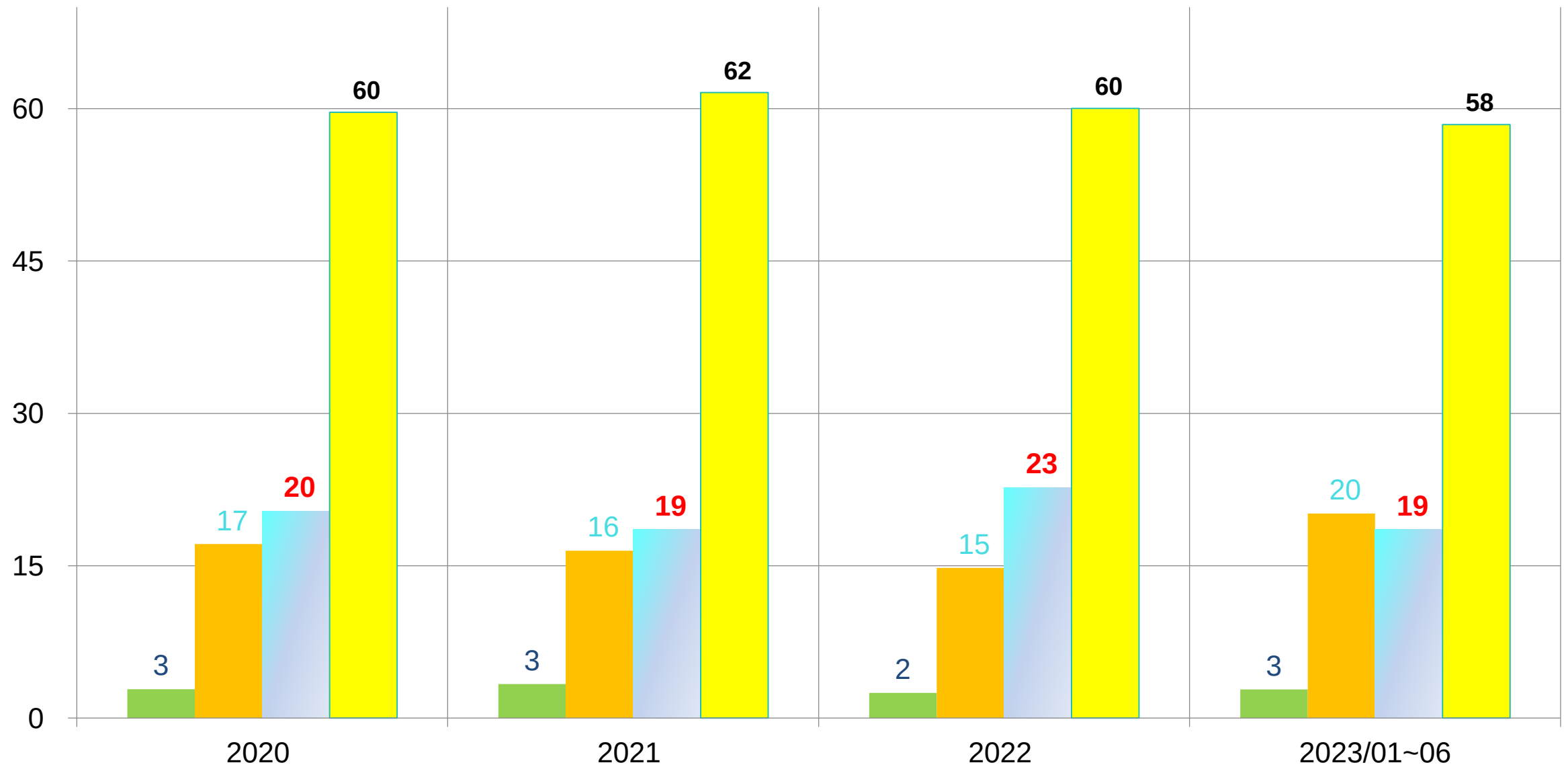
2019~2023/01~07產品別合併營收

	2019		2020		2021		2022		2023/01~07	
	銷值(M)	%	銷值(M)	%	銷值(M)	%	銷值(M)	%	銷值(M)	%
溶劑型墨水	591	84%	483	83%	510	81%	581	80%	272	74%
水性墨水	18	3%	13	2%	11	2%	10	1%	3	1%
油性墨水	2	0%	2	0%	2	0%	3	0%	1	0%
UV墨水	46	7%	53	9%	75	12%	92	13%	75	20%
其它	50	7%	34	6%	32	5%	39	5%	15	4%
銷售合計	707	100%	585	100%	630	100%	725	100%	366	100%



全球地區別合併銷售

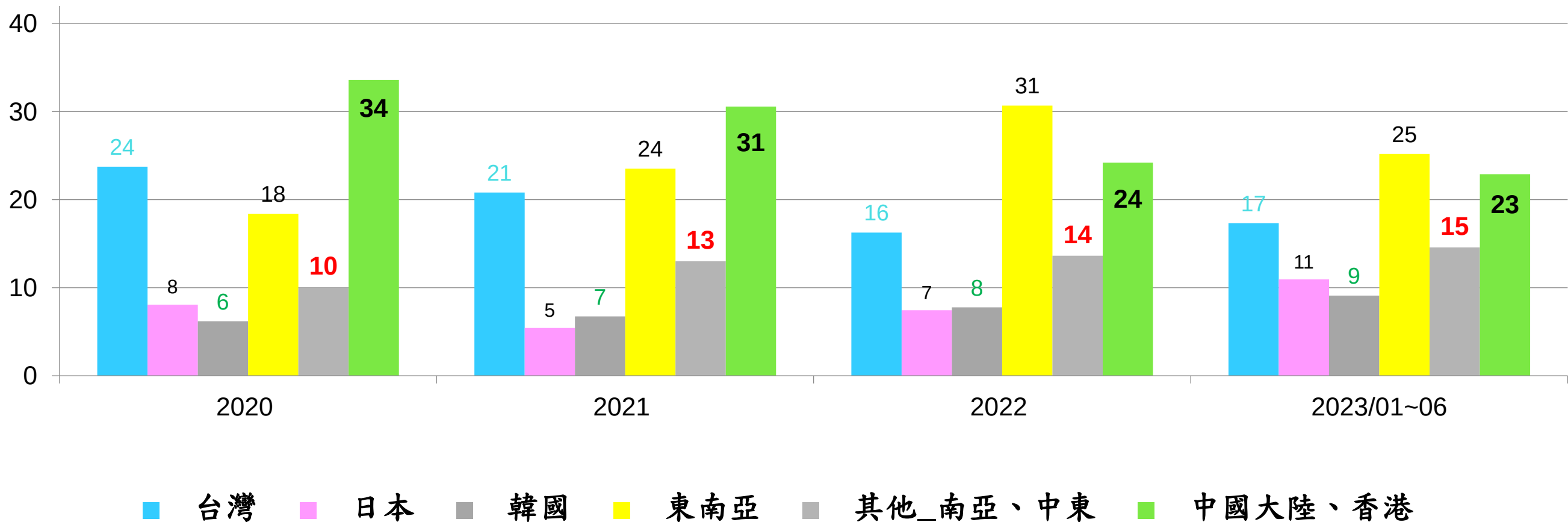
%



■ 其他(非、大洋洲) ■ 歐洲 ■ 美洲 ■ 亞洲(含台灣)

亞洲地區國家別合併銷售

%



亞洲	2019	2020	2021	2022	2023/01~06
台灣	22	24	21	16	17
日本	9	8	5	7	11
韓國	4	6	7	8	9
東南亞	16	18	24	31	25
其他_南亞、中東	15	10	13	14	15
中國大陸、香港	35	34	31	24	23
亞洲合計	100	100	100	100	100

合併資產負債表

單位：仟元

	20230630	%	20221231	%	20220630	%
流動資產	532,404	47	554,675	47	527,160	46
不動產、廠房及設備	584,506	52	604,223	52	623,199	54
土地	204,642		204,642		204,642	
廠房及設備	379,864		399,581		418,557	
其他非流動資產	9,286	1	9,604	1	7,943	-
資產總計	1,126,196	100	1,168,502	100	1,158,302	100
流動負債	216,843	19	214,636	18	228,686	20
非流動負債	856	-	20,519	2	21,337	2
負債總計	217,699	19	235,155	20	250,023	22
普通股股本	328,416	29	328,416	28	328,416	28
資本公積	353,350	32	353,350	30	353,350	31
保留盈餘	217,768	19	232,733	20	201,042	17
其他權益	(430)	-	(891)	-	(909)	-
非控制權益	9,393	1	19,739	2	26,380	2
權益總計	908,497	81	933,347	80	908,279	78
負債及股東權益總計	1,126,196	100	1,168,502	100	1,158,302	100

淨值

27.38

合併綜合損益表

NT\$仟元

項目	2023 Q1	%	2023 Q2	%	2023 H1	%	2022 Q2	%	2022 H1	%
營業收入	170,568	100	142,918	100	313,486	100	153,231	100	337,204	100
營業成本	122,582	72	103,407	72	225,989	72	118,564	77	260,113	77
營業毛利	47,986	28	39,511	28	87,497	28	34,667	23	77,091	23
推銷費用	4,130	2	7,368	5	11,498	4	4,847	3	10,419	3
管理費用	14,661	9	15,546	11	30,207	9	14,172	9	28,808	9
研究發展費用	13,767	8	12,118	9	25,885	8	12,972	9	27,110	8
營業費用合計	35,558	19	35,032	25	67,590	21	31,991	21	66,337	20
營業淨利	15,428	9	4,479	3	19,907	7	2,676	2	10,754	3
營業外收入及支出合計	(279)	-	3,553	3	3,274	1	4,810	3	12,103	4
稅前淨利	15,149	9	8,032	6	23,181	8	7,486	5	22,857	7
所得稅費用	2,102	1	864	1	2,966	1	3,167	2	3,362	1
本期淨利	13,047	8	7,168	5	20,215	7	4,319	3	19,495	6
其他綜合損益	465	-	448	-	913	-	(2)	-	7	-
本期綜合損益總額	13,512	8	7,616	5	21,128	7	4,317	3	19,502	6

每股盈餘

\$0.54

\$0.41

\$0.94

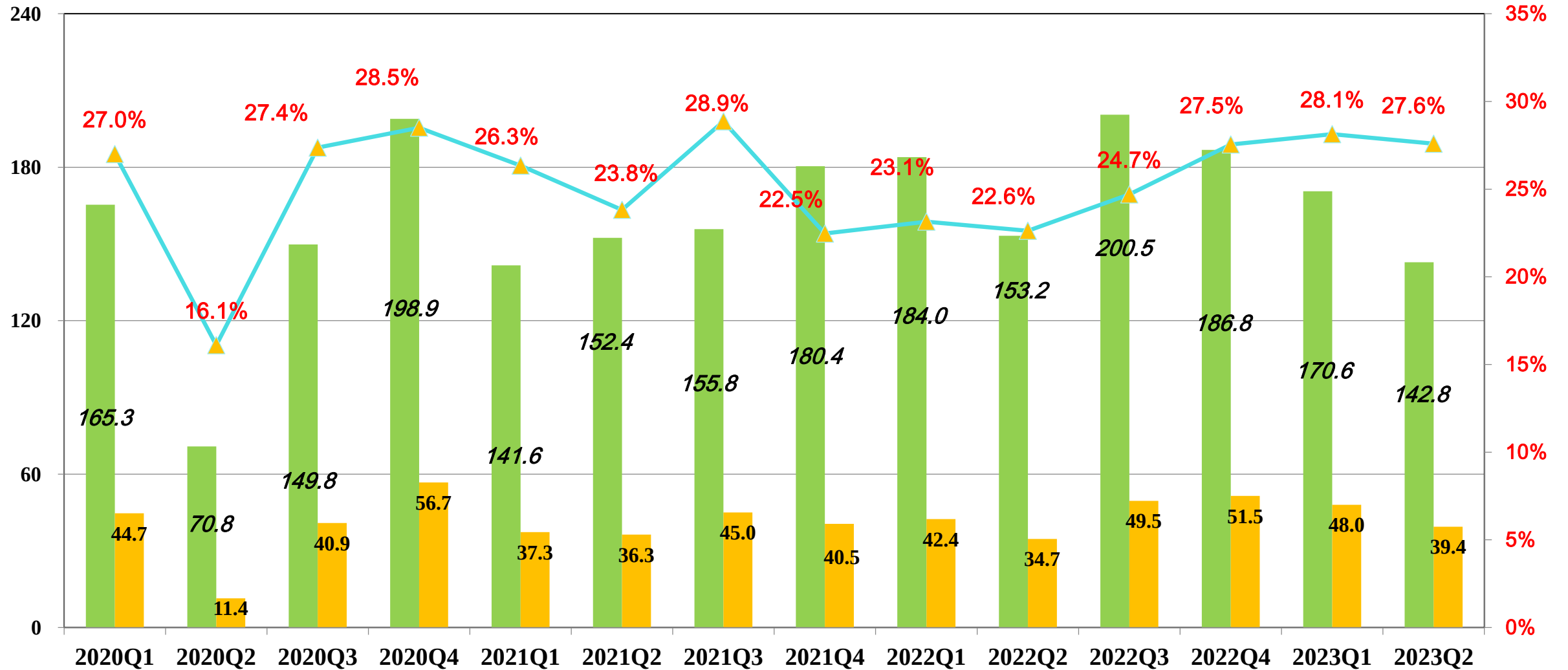
\$0.23

\$0.72

合併營收與毛利趨勢 2020Q1 ~ 2023Q2

in NT\$M

%

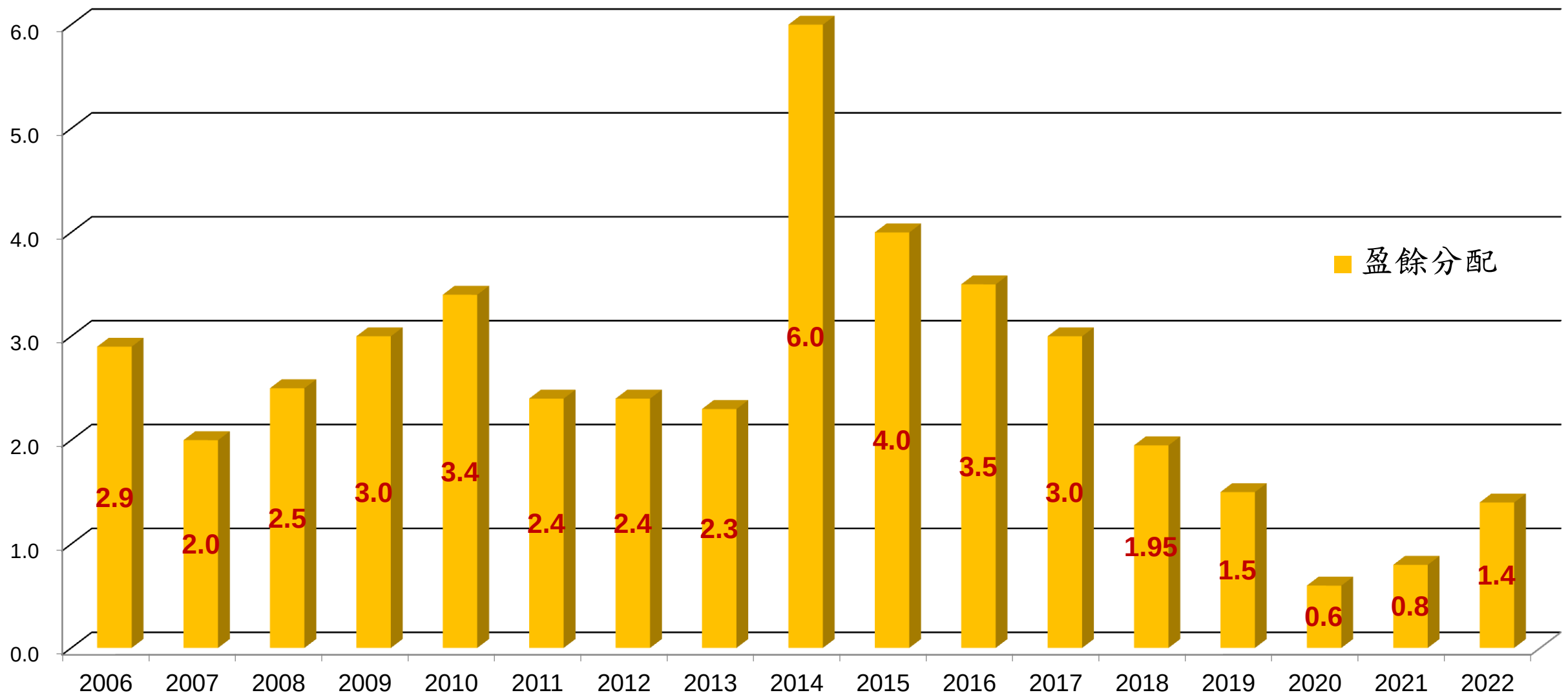


Consolidated Revenue

Gross Profit

Gross Margin Rate

歷年盈餘分配



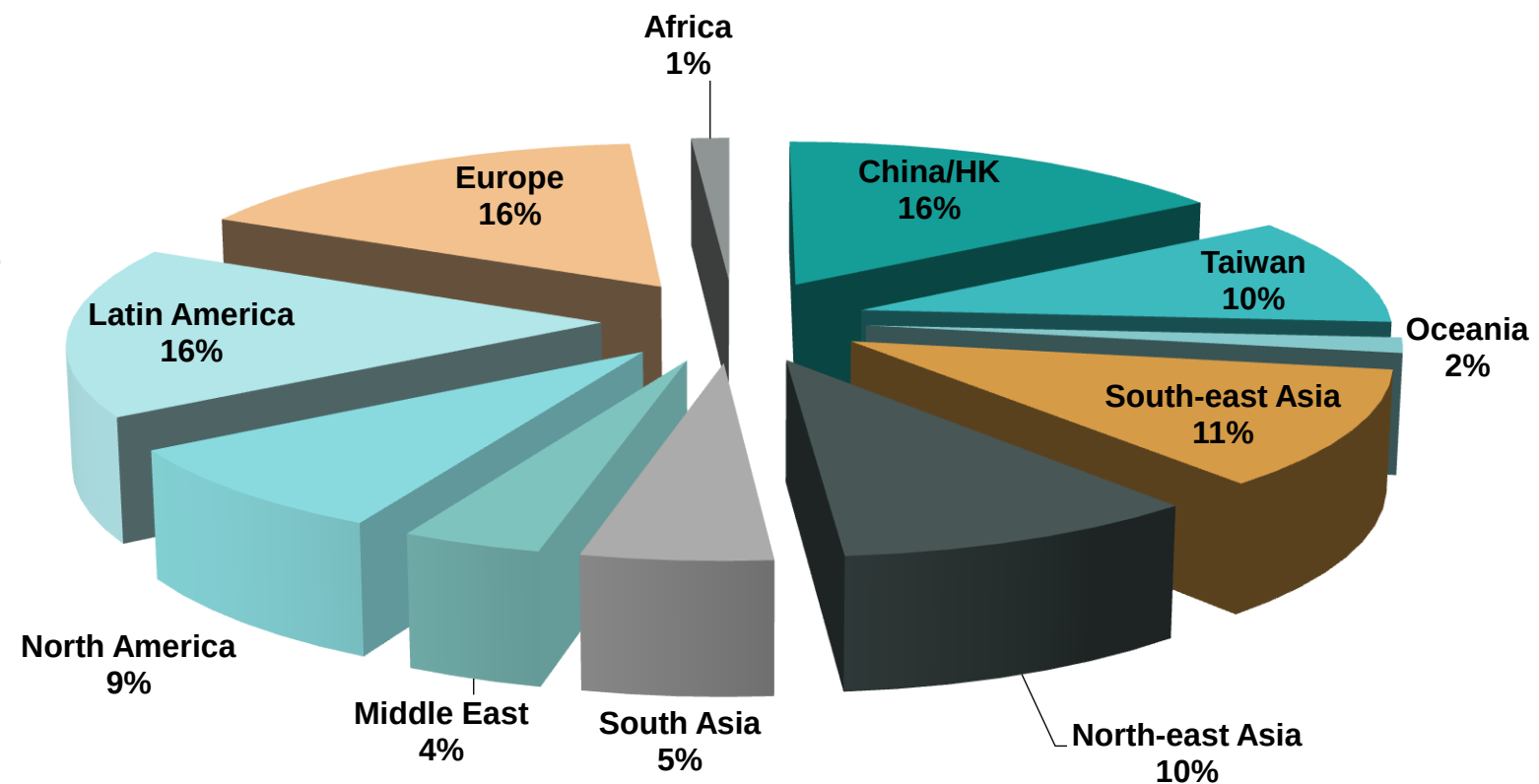
盈餘年度	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
股票股利	2.9	2.0	1.0	1.5	0.6	1.2	0.6	0.8	1.0								
現金股利			1.5	1.5	2.8	1.2	1.8	1.5	5.0	4.0	3.5	3.0	1.95	1.2	0.6	0.8	1.4
盈餘分配合計	2.9	2.0	2.5	3.0	3.4	2.4	2.4	2.3	6.0	4.0	3.5	3.0	1.95	1.2	0.6	0.8	1.4
資本公積 - 現金														0.3			
合計	2.9	2.0	2.5	3.0	3.4	2.4	2.4	2.3	6.0	4.0	3.5	3.0	1.95	1.5	0.6	0.8	1.4



Global Distributors

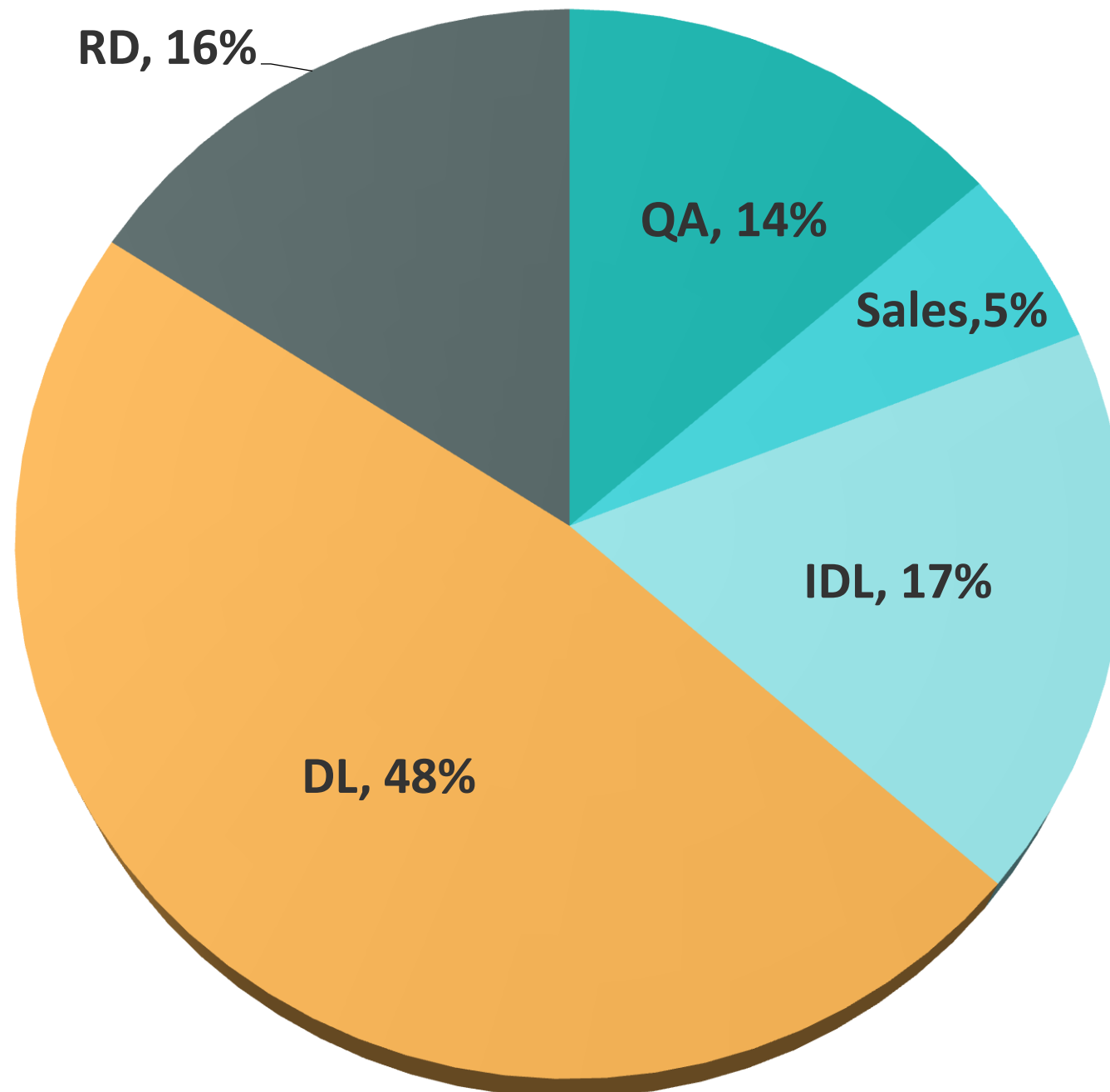
300 Distributors;
94 Countries

Regional sales ratio





2023 Employee Distribution



2023 employee number: 200 people



Ink Development

5 R&D Dept.
over 30
researchers

Professional
experimental
equipment



ECO solvent ink
Water base ink
UV Ink

RFID control
system



Our own tracking
code for MES

Tracking system
for whole process

Worldwide
product delivery

Development

Paste Grinding

Ink Blending

Ink Filling

Packing



First grade
equipment
and facilities

108 tons per
month paste
capacity



15 tons per
day ink filling
capacity



Ink Applications



禮物

包裝

標籤

貼紙

辦公室用

工廠製造

食品包裝

設計家

廣告

影印

招牌

Jetbest
Jetbest Corporation



Extended Applications

Hi UV



Hi UV Printer



Printing Speed up to : 200 M² / hour

Magic Film



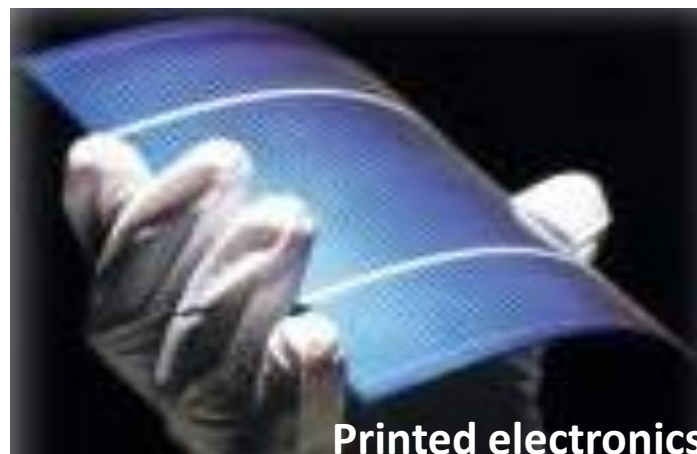


Basic Ink Types

Eco Solvent



UV Ink



Printed electronics

Furniture laminates



Ceramics

Textile Ink



Application Trend of Inkjet Textile



低溫熱昇轉印



高溫熱昇直噴



高耐候熱昇直噴



旗幟熱昇直噴



T-shirt直噴



單pass紡織直噴



單pass紡織直噴

Thermal Bubble Barcode inks

全球最新應用最廣條碼墨水

墨水型態：solvent & UV

優勢：設備小，價格便宜

取代CIJ傳統墨水

可噴二維條碼

全球市場：30億美金

策略：墨水匣+墨水網綁銷售



Jetbest[®]
Jetbest Corporation



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World First Full-Color 3D Printer



Jetbest CMYK Ink

+



3D Printer

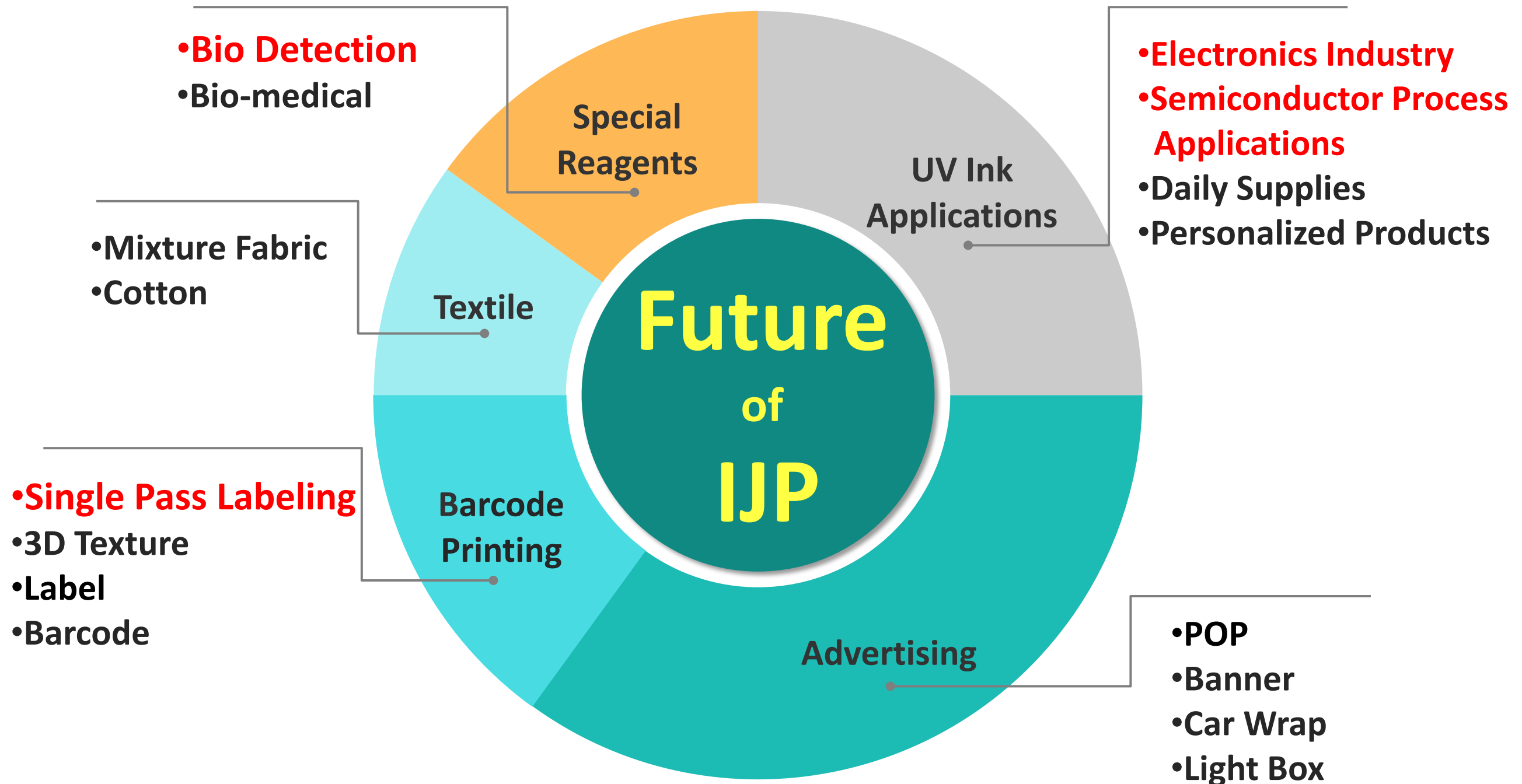


The World First Full-Color 3D Printer
Announce in 2017/May
Start Shipping 2017/Sep





The Future Application of Inkjet





Optical Finger-Printer Ink



The world first optical finger print ink

Ink Type: IR Ink & AF Coating Ink (ETC)

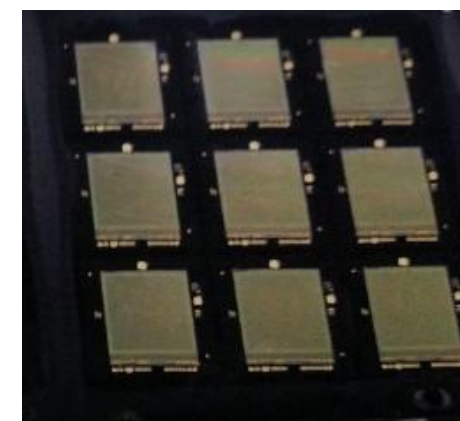
**Advantage: the only ink that can use for
under display optical type finger
print IC**

Characteristics:

- 7H hardness
- AF coating (ETC)
- Multi color ink
- IR penetration
- Low/High temp crack endurance



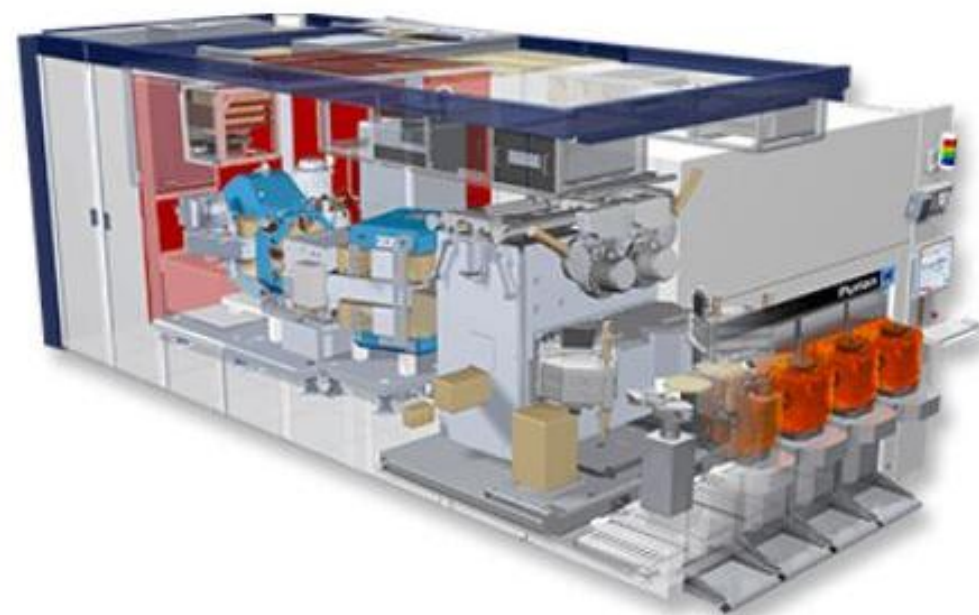
Finger Print Lock on Door



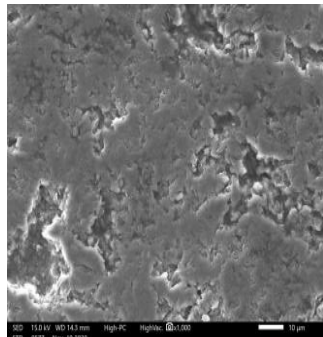
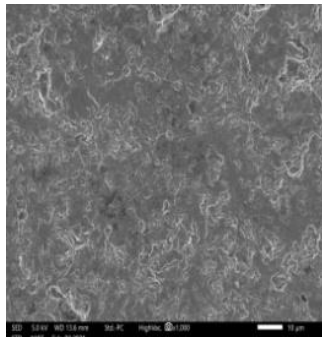
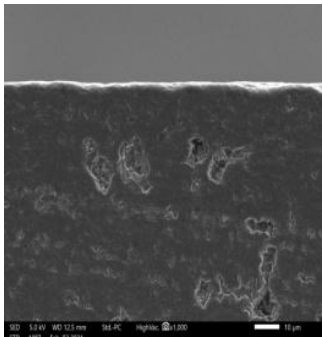


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Semiconductor Process Application



ion implanters

	Before	After 800°C,3hr-vacuum	
SEM/ EDEX (x1000)			

- No peeling after 800 °C-3hr under vacuum environment
- No Particle Problem
- 6X lifetime extension



Semiconductor Process Application



Ra spec 0.6 ~ 1.0 μm , 1200 X 白光干涉儀檢測

Before SiO₂ coating

Dimple ~ 1.18 μm (Out of COA spec)

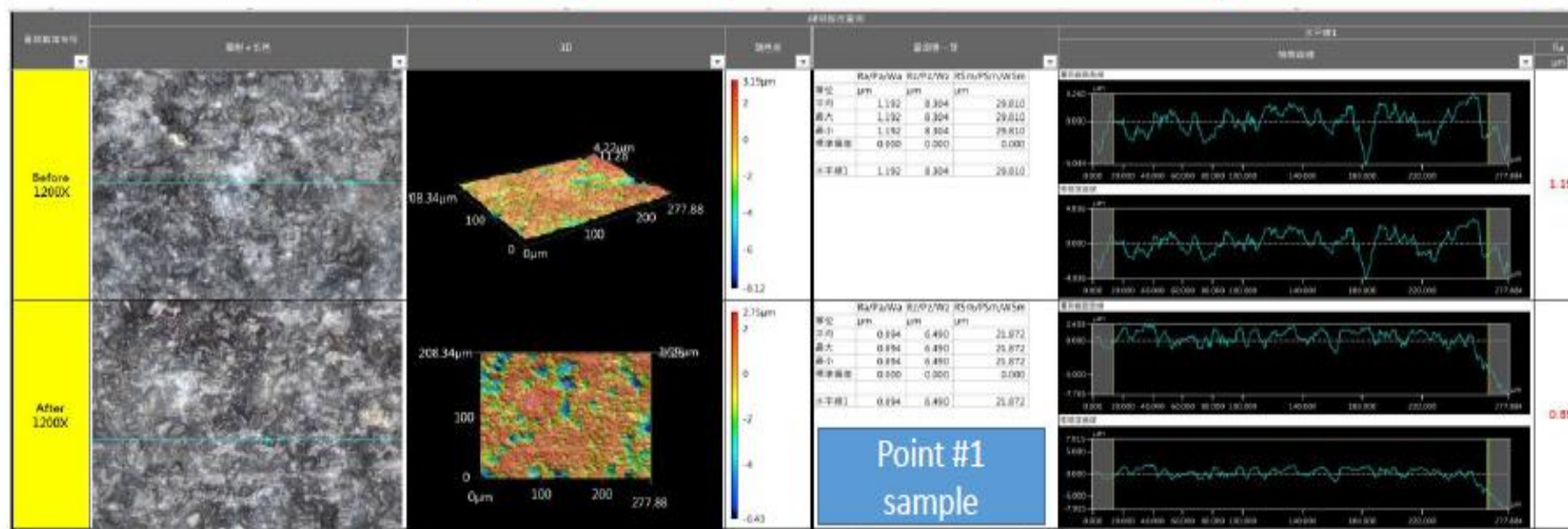
Bottom ~ 2.46 μm

After SiO₂ coating

Dimple ~ 0.898 μm (In spec)

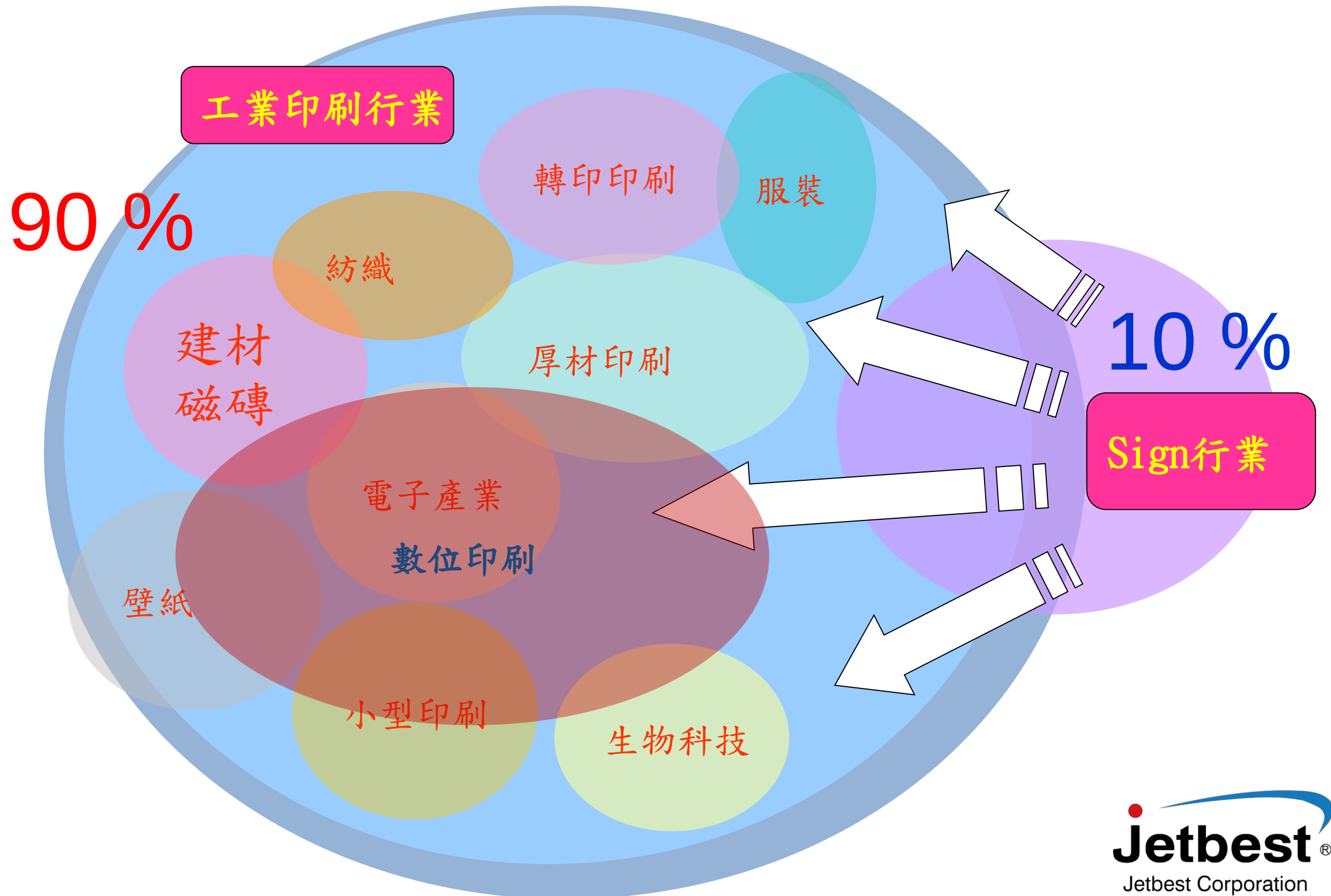
Bottom ~ 1.64 μm

Dimple Ra improved 23.9% , Bottom Ra improved 33.3 %



- No Particle Problem
- 3X lifetime extension
- Excellent Uniformity

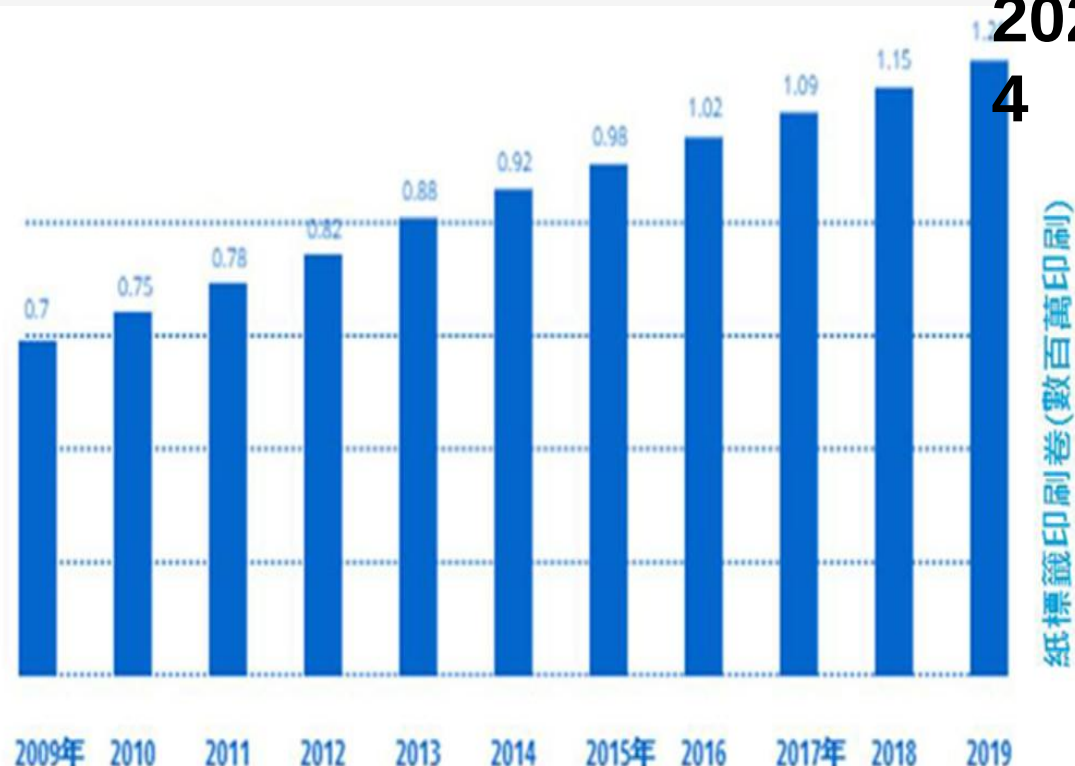
The Huge Future of Inkjet



2024 數位印刷標籤市場潛力與趨勢



4.7
%
2024



■ 國際印刷包裝市場趨勢：

由Smithers PIRA最新市場報告預測，全球印刷包裝市場規模約8180億美元，到2024年將增加至8740億美元，年平均增長率約4.7%。

■ 後疫情時-電商大幅崛起的印刷包裝產業：

遠距上班、客戶溝通、業務開發、採購物流的數位化服務成為趨勢，使得消費市場與通路明顯化，全球透過電商網購圖書、食品、醫療用品的等消費卻是大幅增長。

■ 全球標籤市場需求量逐年上升：

客製化標籤、標籤材質等亦漸受重視，延伸出少量、多樣、客製化印刷的需求，數位標籤印刷訂單交貨期明顯短於傳統大量印刷，有效縮短少量訂單交貨期，在傳統印刷難以滿足印刷需求的變化之際，數位標籤印刷機的靈活運用滿足龐大市場品質與成本的需求。

■ 擁抱未來的數位印刷包裝產業：

標籤 & 書籍印刷的成長、紙箱、紙盒、軟包、罐裝包裝等市場規模，將從2019的3506億美元增長到2024年的4406億美元，**複合年增長率為4.7%**。Jetbest Corporation



數位印刷標籤產品及應用.

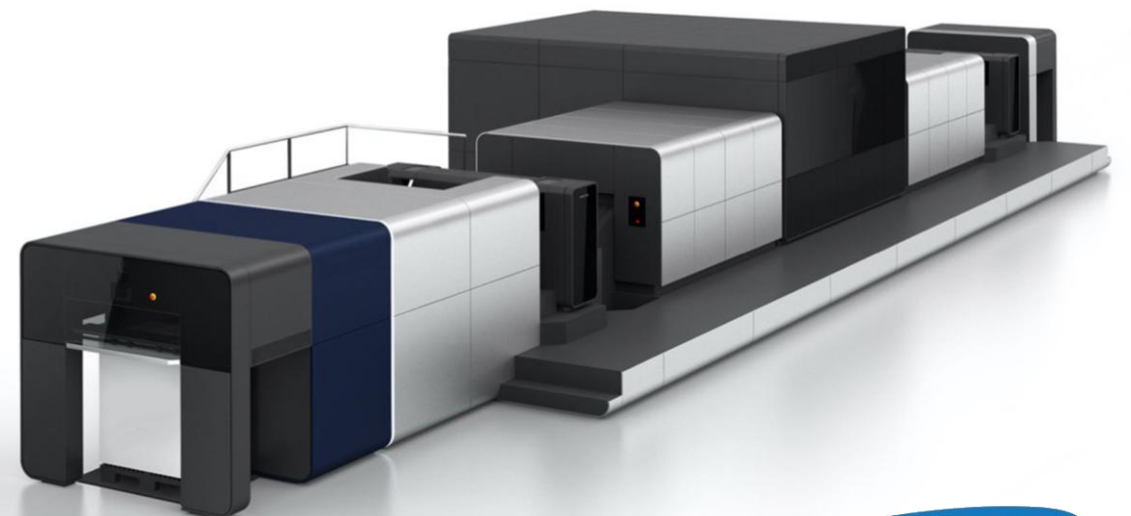
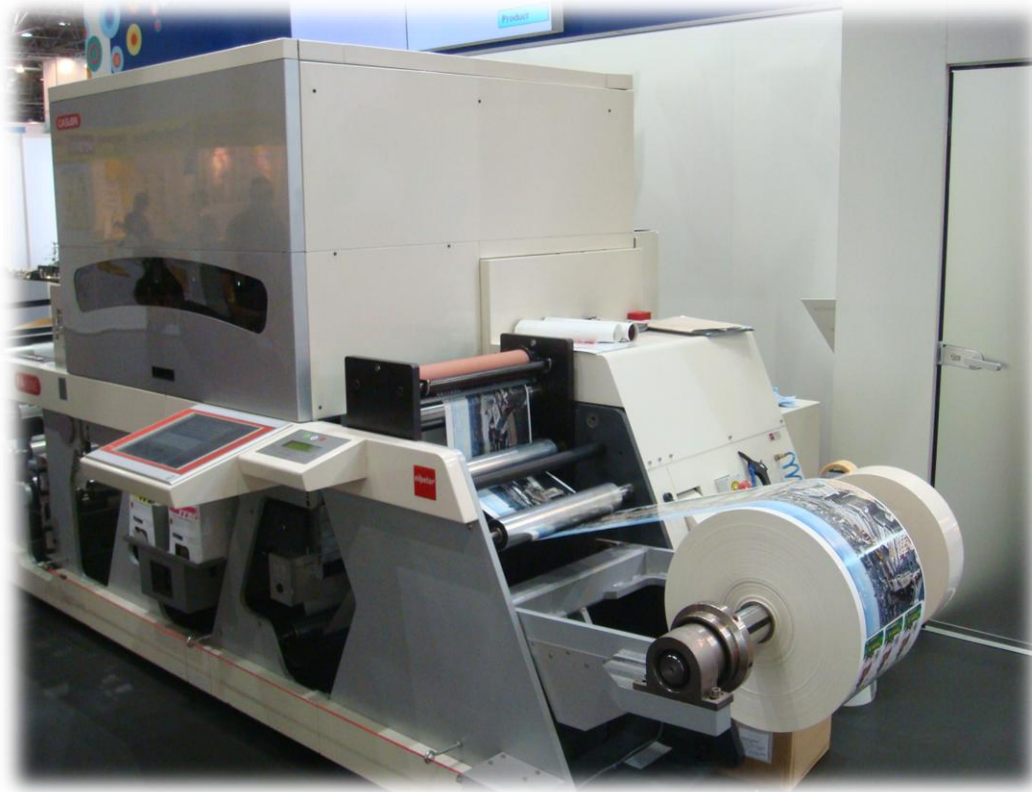
■ 2024年標籤印刷市場的未來：

近年來，數位標籤印刷已成趨勢，各行各業使用客製化標籤區分產品和品牌識別，標籤設計影響著各式產品在市場上的接受度，包裝上的食品標籤貼紙代表著其品牌精神，營銷研究機構Smithers Pira的最新數據顯示，

■ 數位標籤印刷產業的印量產值從2019年的50億增加到2024年的100億。



Digital Label Printer



Digital Label Printer







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Revolutionary Staining Method

Advantages of inkjet technology on tissue stains:

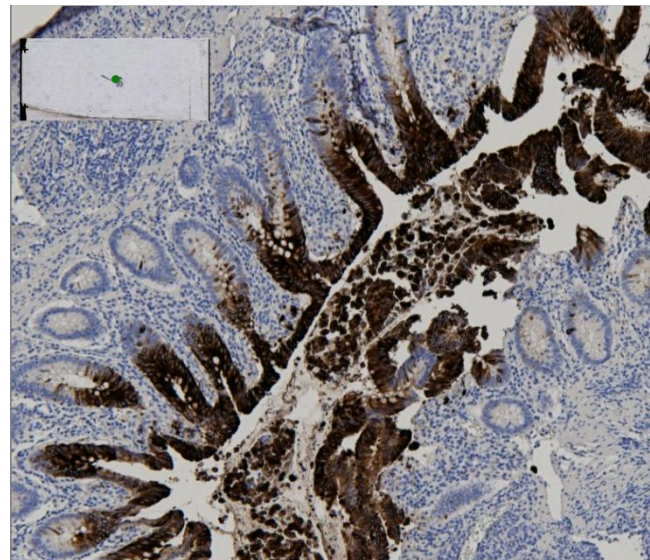
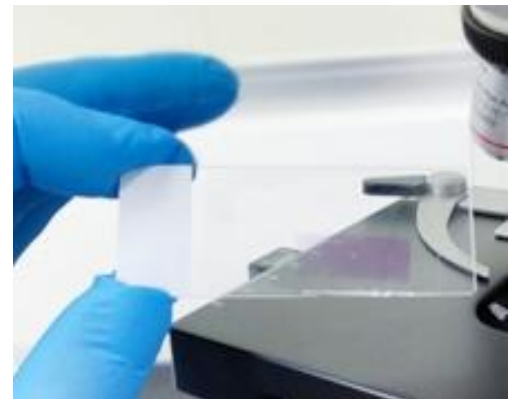
- Prevent stain oxidation for longer shelf life
- Reduced stain consumption
- No cross contamination
- With a vision system, targeted deposition of stain to area of interest



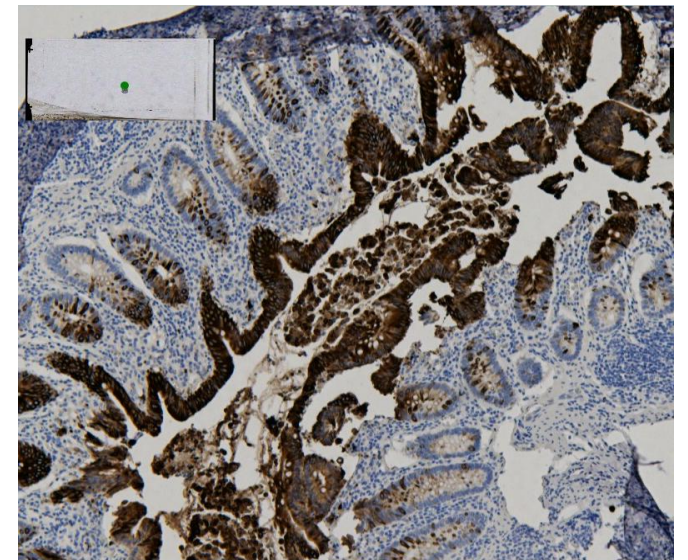
Dipping Staining



Inkjet Staining



Conventional Staining



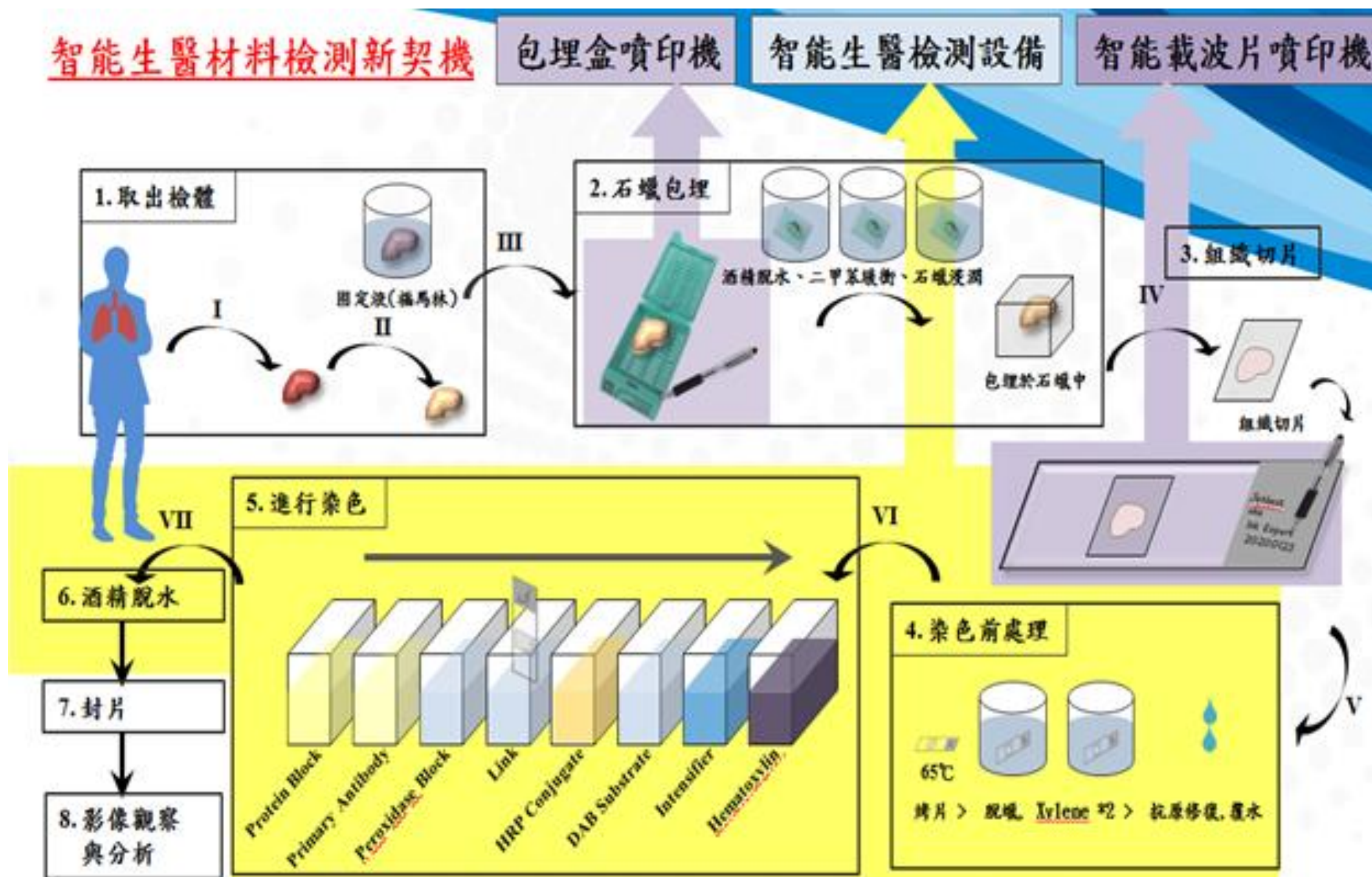
Inkjet Staining



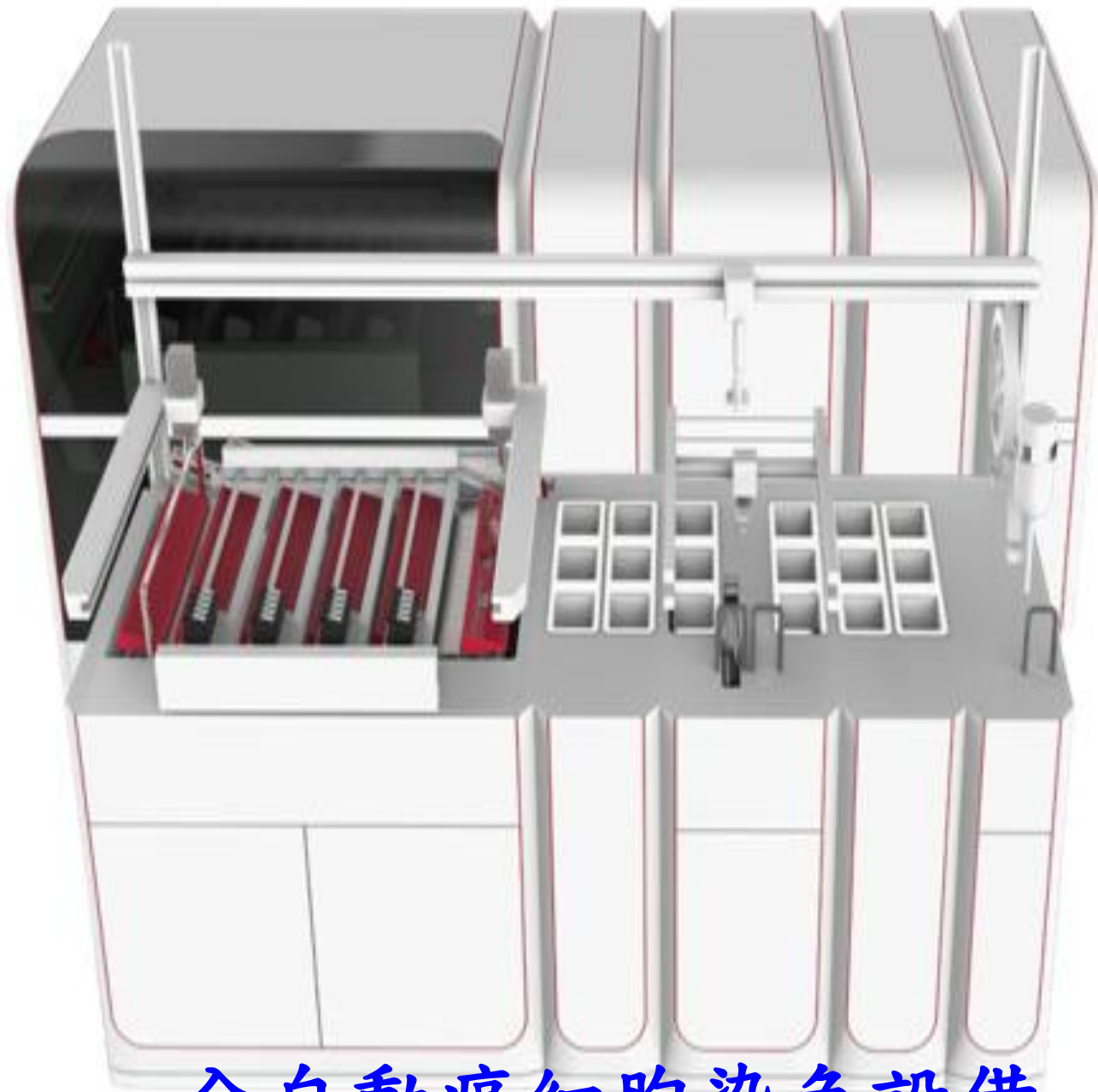
Bio Ink Barcode application



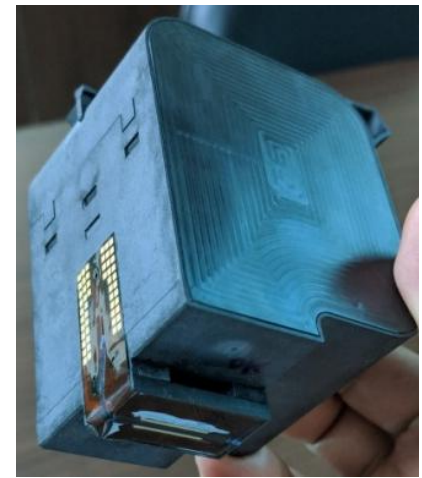
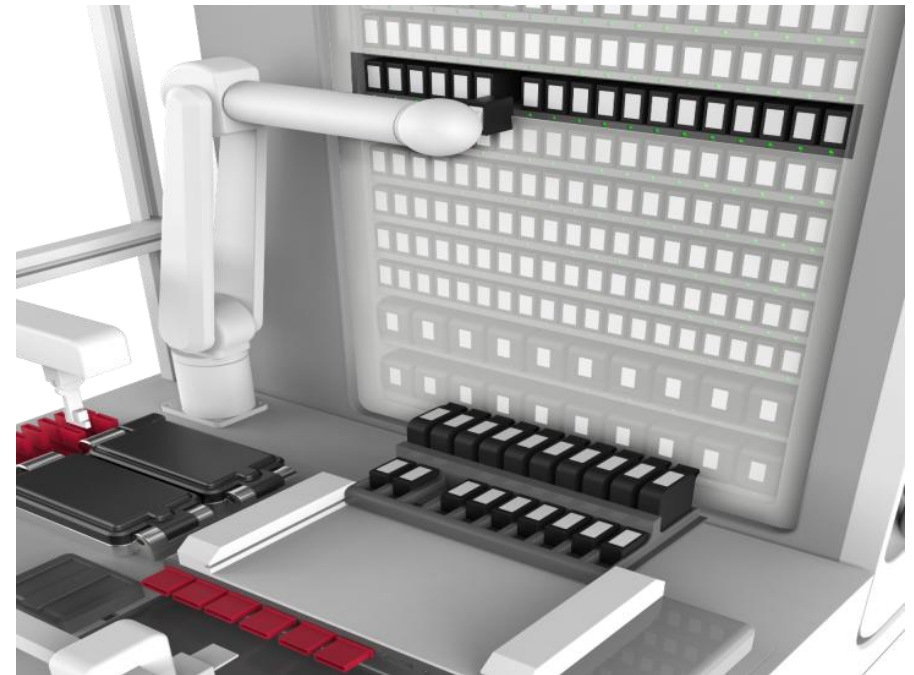
Bio Ink Application Process



噴墨在細胞染色的新科技



全自動癌細胞染色設備

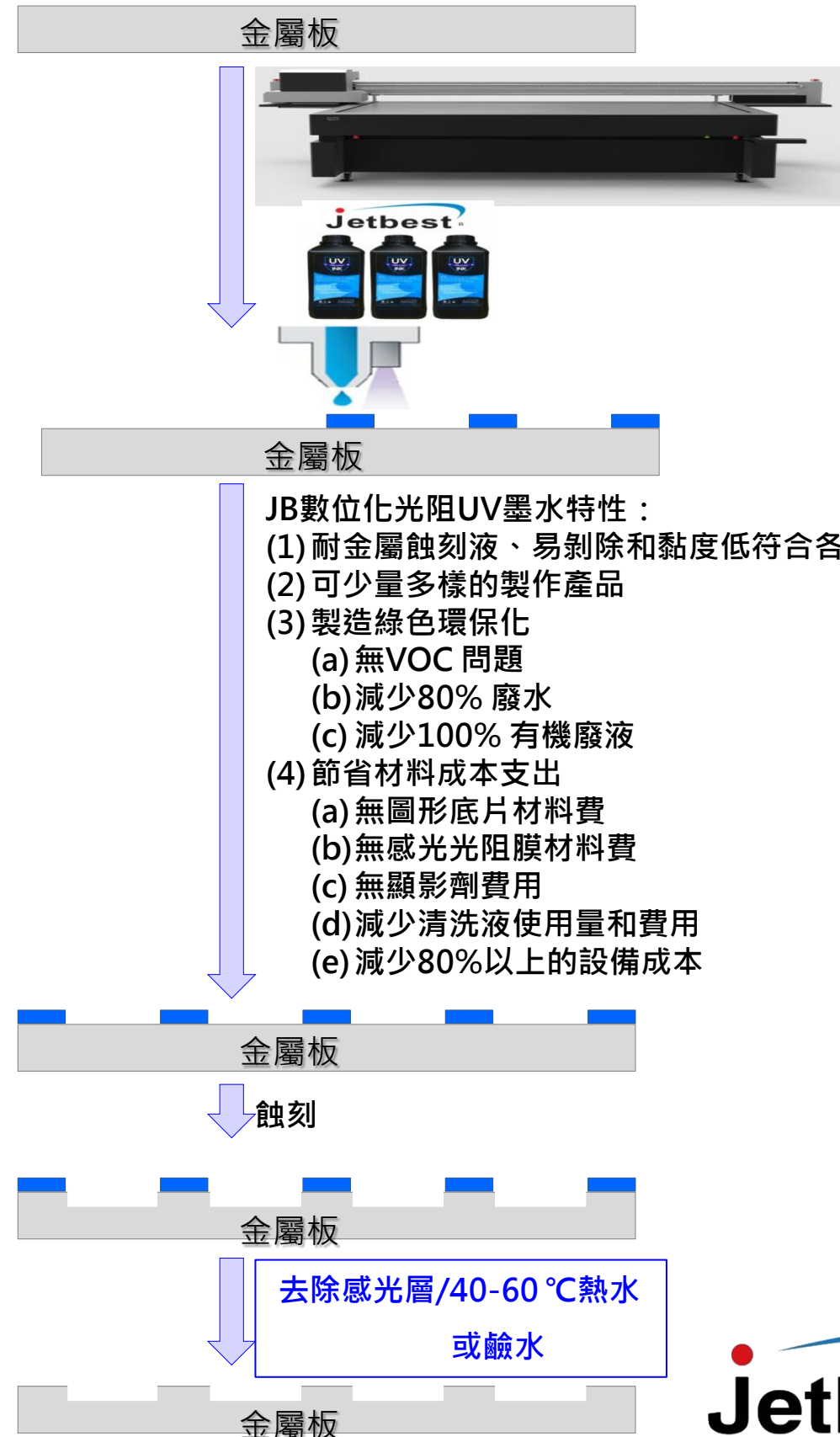
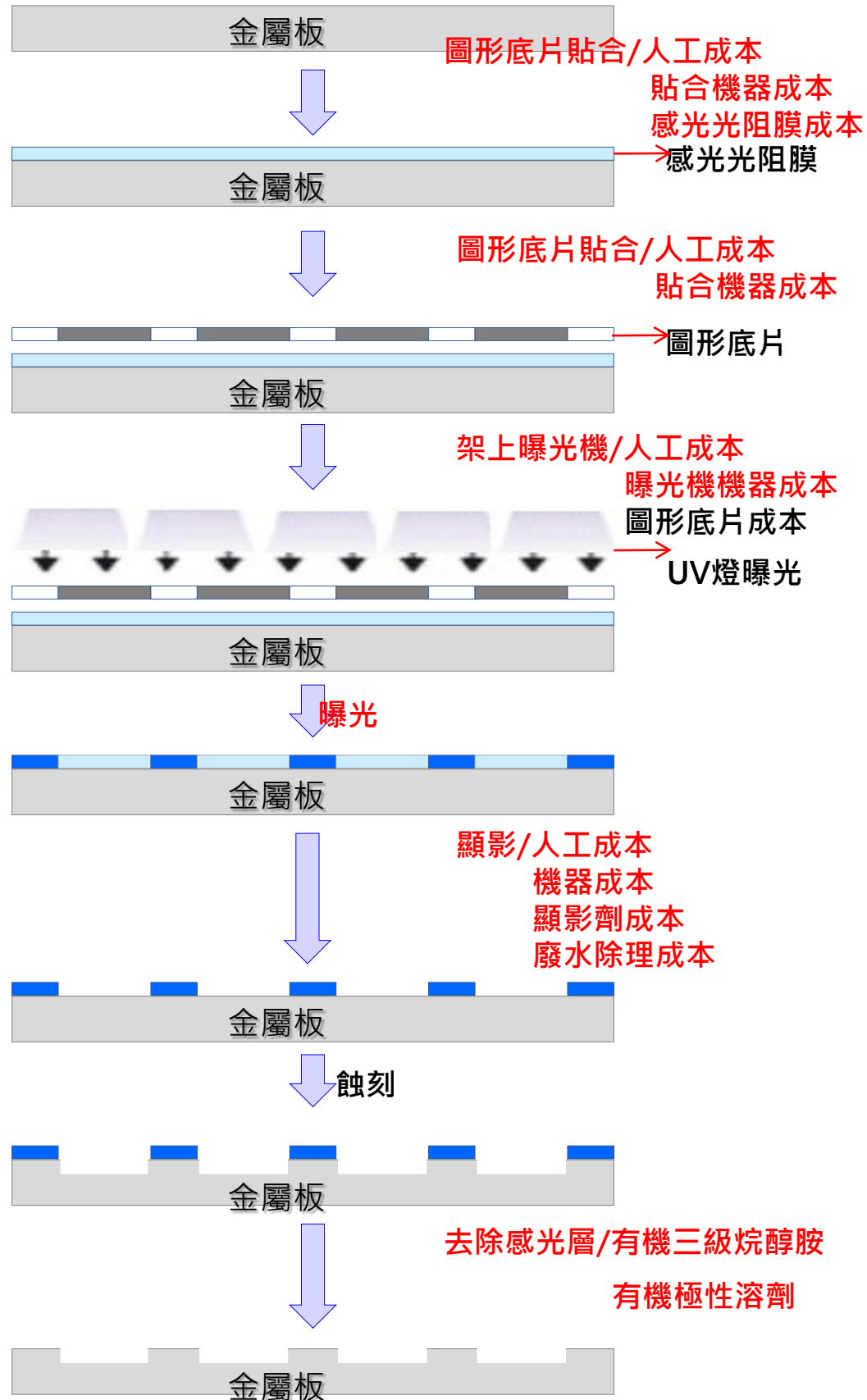


噴墨試劑墨匣



不鏽鋼數位光阻型UV噴墨墨水製程

傳統製程



JB數位化光阻UV墨水特性：

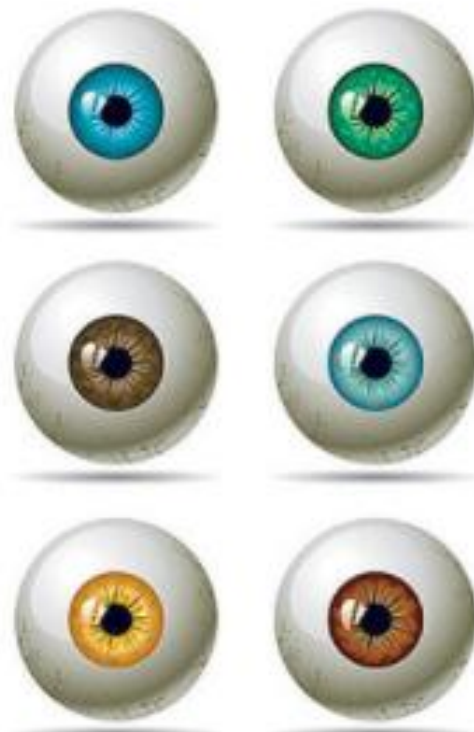
- (1) 耐金屬蝕刻液、易剝除和黏度低符合各式噴頭
- (2) 可少量多樣的製作產品
- (3) 製造綠色環保化
 - (a) 無VOC 問題
 - (b) 減少80% 廢水
 - (c) 減少100% 有機廢液
- (4) 節省材料成本支出
 - (a) 無圖形底片材料費
 - (b) 無感光光阻膜材料費
 - (c) 無顯影劑費用
 - (d) 減少清洗液使用量和費用
 - (e) 減少80%以上的設備成本

噴墨在隱形眼鏡的新應用

傳統移印設備



1. 需要製版
2. 精度不足
3. 製造速度慢
4. 工時長
5. 製造成本高





Ink For Bottle of Wine

World first ink for wine bottle manufacturer!

- Superior adhesion that could stand soaking in the alcohol
- Excellent hot water soaking resistance
- Good acid resistance
- Good rub resistance



Bottle of wine



Developed Ink for Display

Ink Type: Hybrid Ink

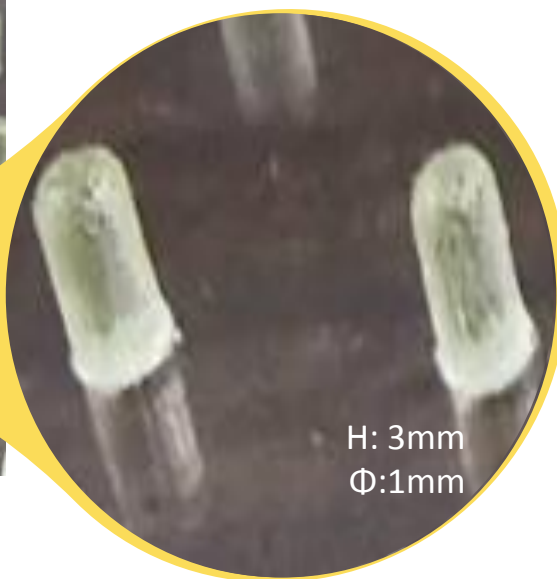
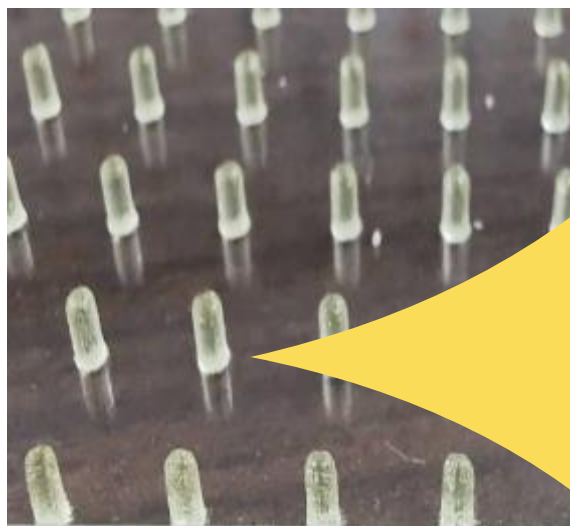
- Superior adhesion
(cross hatch test $\geq 5B$)
- Excellent optical density value
(≥ 5 @15um)
- Good thermal-shock resistance
- Good chemical resistance
- Good pencil hardness





Developed Ink for Display

Spacer by Digital Printing on the Glass



Ink Type: UV Ink

Advantage: Replace the traditional spacer and keep the pull & push strength without pin hole on the base glass materials

日本海外唯一噴墨墨水代工



眠图网 nipic.com/

Jetbest[®]
Jetbest Corporation



Confidential

ODM Product-Eco Ink



1L Ink Cartridge



1L Ink Bottle



500ml Ink Pouch

- Cost Efficiency
- Faster Time-to-Market
- Expertise and Innovation
- Reduced Risk
- Scalability and Flexibility



Confidential

ODM Product-Dye Sub Ink



1L Ink Pouch

- Cost Efficiency
- Faster Time-to-Market
- Expertise and Innovation
- Reduced Risk
- Scalability and Flexibility



Confidential

ODM Product-UV Ink



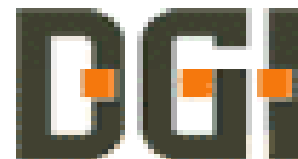
220ml & 440ml Ink Cartridge



4L Ink Bottle

- Cost Efficiency
- Faster Time-to-Market
- Expertise and Innovation
- Reduced Risk
- Scalability and Flexibility

ODM Partner





Ink Safety

- Compliance with RoHS from 2006
- Compliance with REACH from 2008
- Compliance with Green Guard Gold in 2023





Jetbest®

台灣泓瀚科技股份有限公司



2010
Rising Star
Award
第十三屆
小巨人獎



2011
National SMEs
Award
第二十屆
國家磐石獎



2012
National Brand
YuShan Award
第九屆
玉山獎傑出企業

World Only Ink Manufacturer Customized for All Industries

UV INKS 光固化墨水

HI UV INKS 高速光固化墨水

ECO SOLVENT INKS 弱溶劑墨水

DYE SUBLIMATION INKS 熱昇華墨水

GLASS INKS 玻璃墨水

BARCODE INKS 條碼墨水

BIO MEDICAL INKS 生物醫學墨水

ELECTRONICS INDUSTRY INKS 電子產業墨水

Jetbest®
Jetbest Corporation

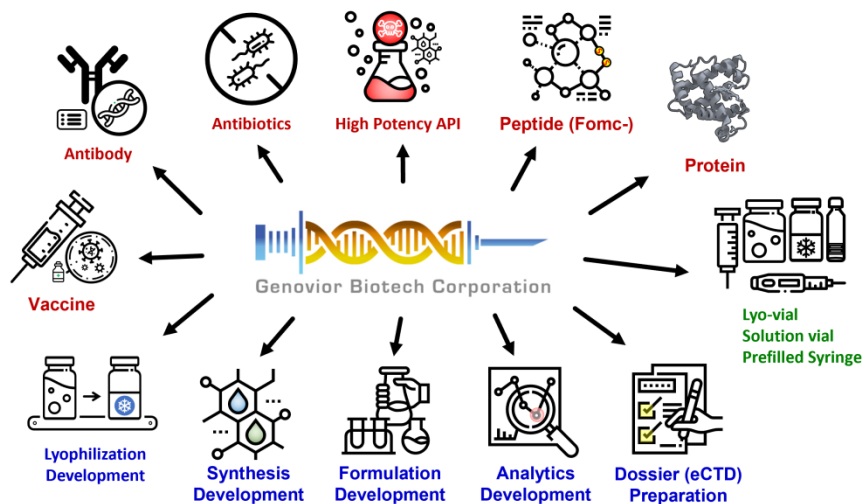
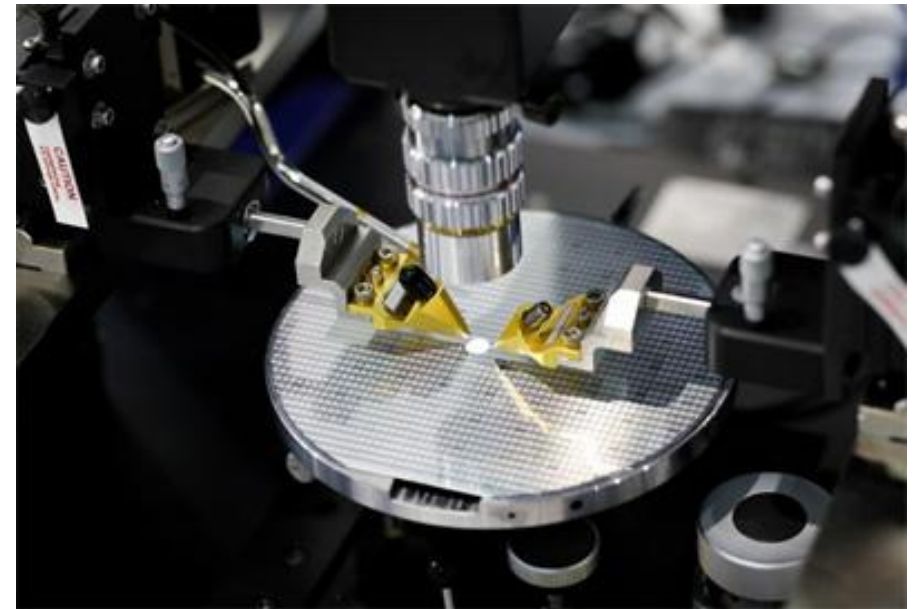
噴墨產業大願景



- 噴墨未來三十年還持續發展著
- 噴墨已不是只有彩色化
- 功能性及奈米化材料的開發
- 高精密對位的噴墨系統開發
- 對產業精密噴塗的敏感度

未來公司的大契機

- 印刷LED UV墨水
- 半導體表面保護處理
- 生技噴墨應用
- 車載面板晶面噴墨



Thank you!

