



2023 泓瀚科技法說會



2012 國家玉山獎



2011 創業楷模



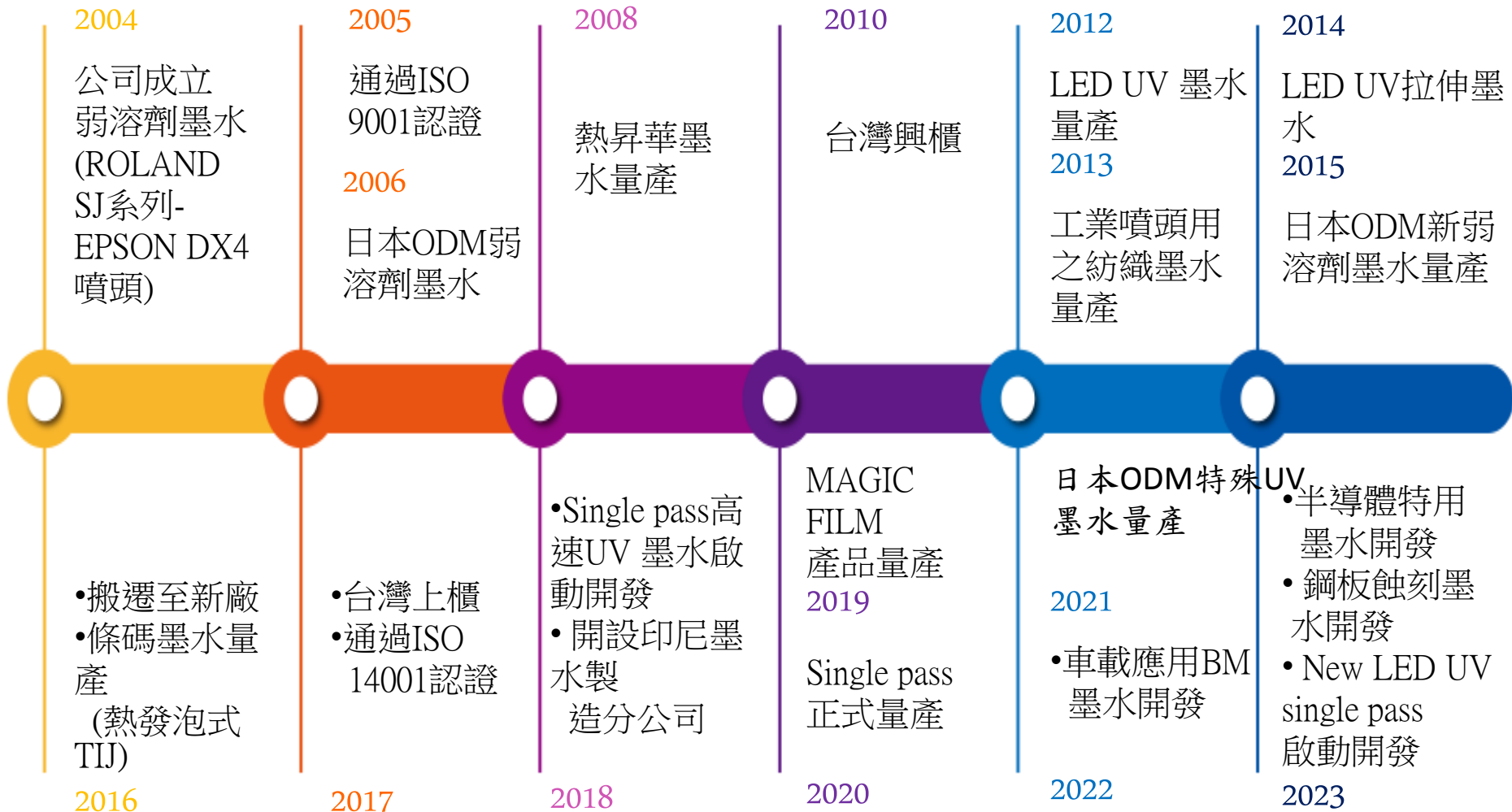
2011 國家磐石獎



2010 小巨人獎

主講人：泓瀚科技呂植境
日期：2023,9,6

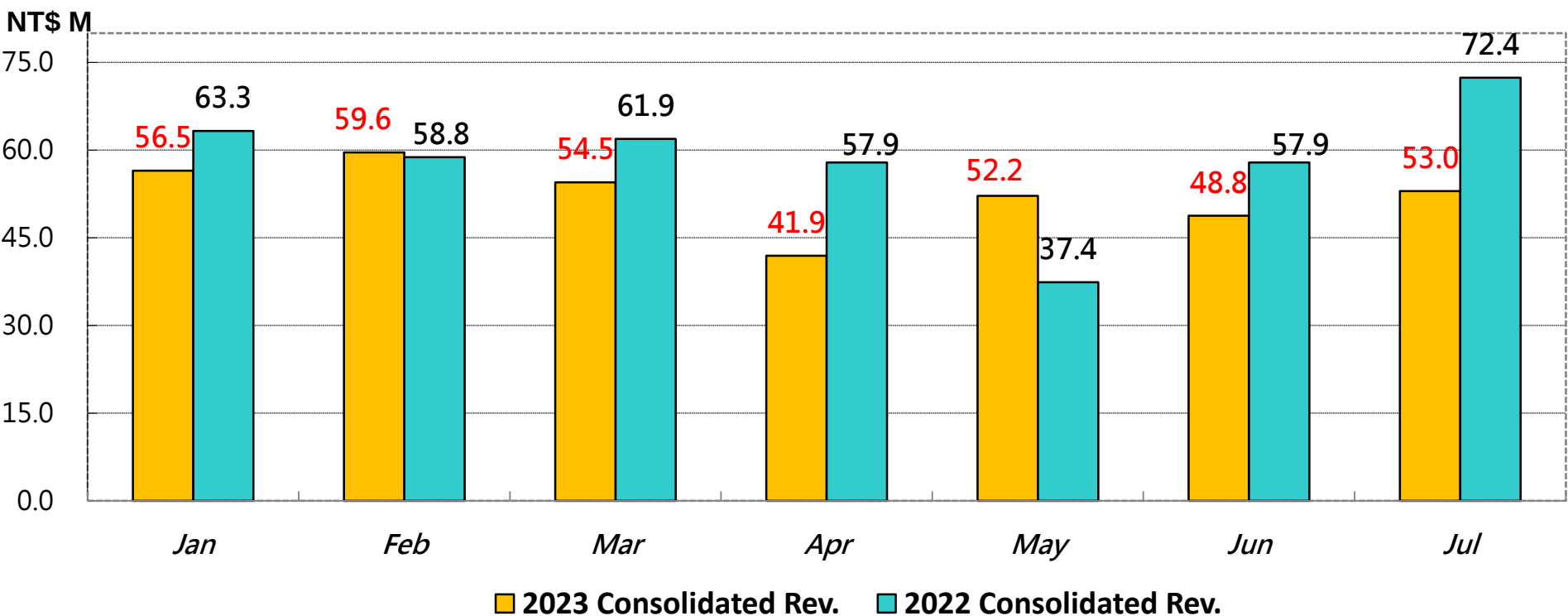
公司沿革



Financial information

2023.9.6

Consolidated Revenue 2022 vs 2023

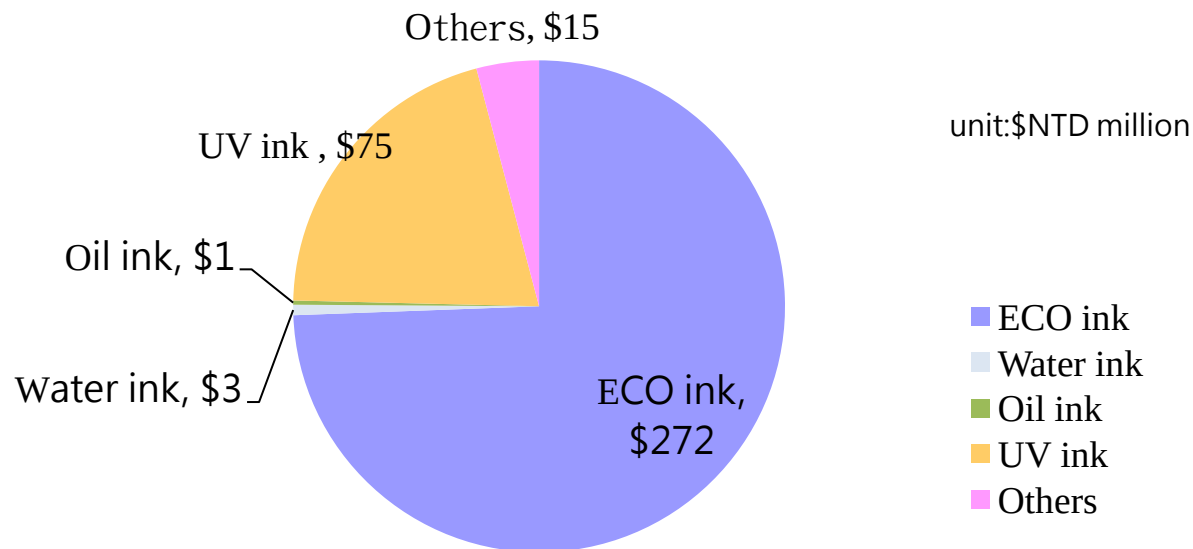


Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Jan ~ Jul.	YoY +/-	%
2023 Consolidated Rev.	56.5	59.6	54.5	41.9	52.2	48.8	53.0	366.5	(43.1)	-10.5%
2022 Consolidated Rev.	63.3	58.8	61.9	57.9	37.4	57.9	72.4	409.6	64.3	18.6%

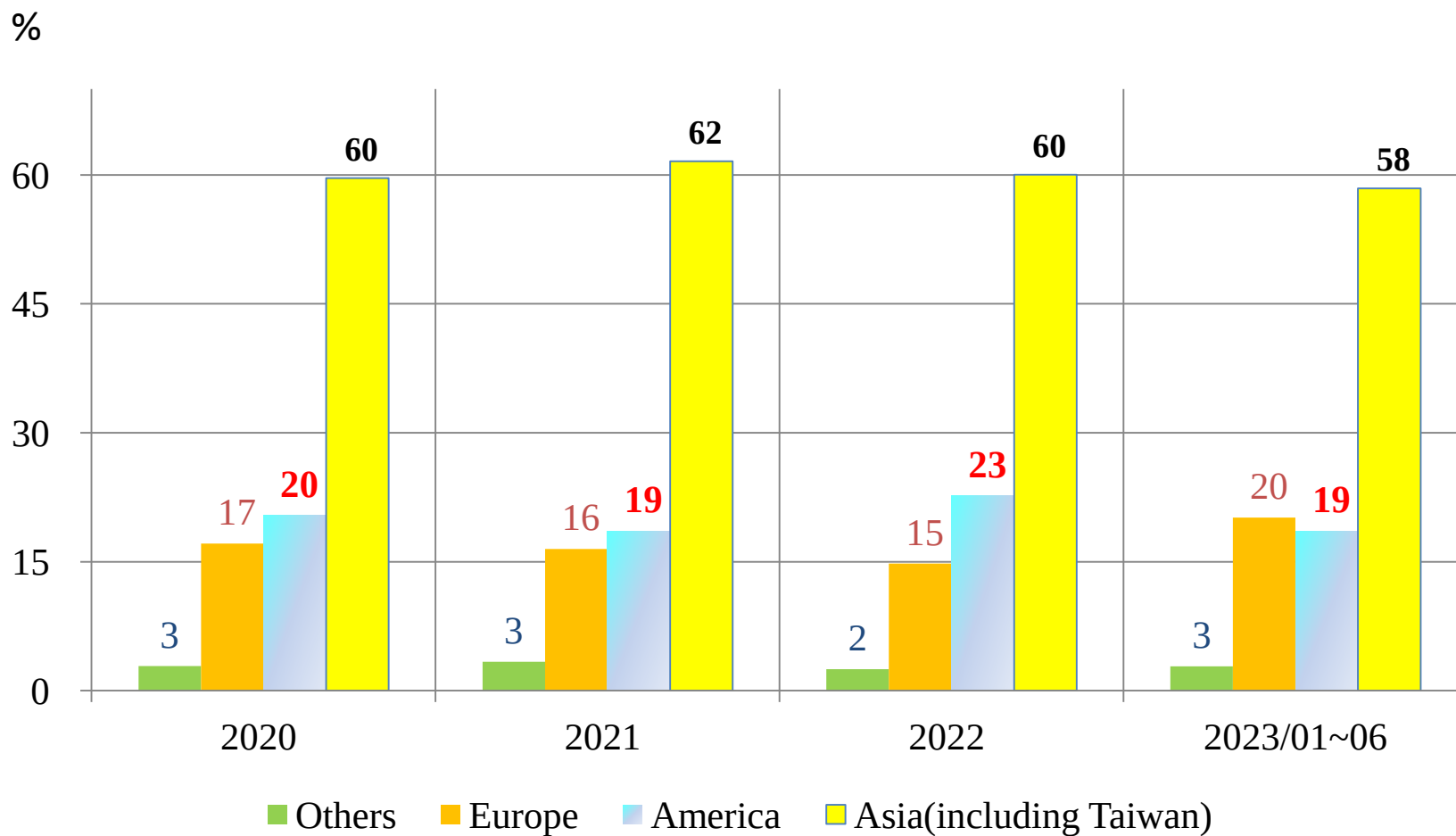
Consolidated Revenue by Product

2019~2023/01~07

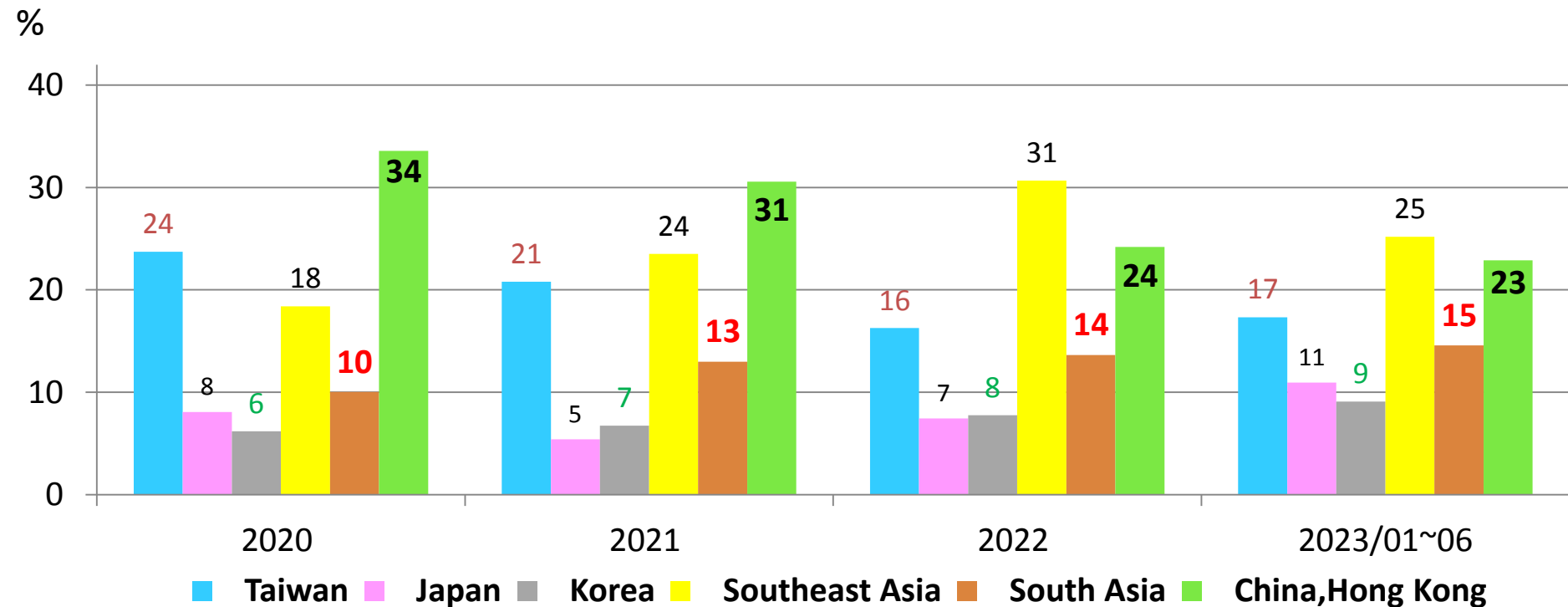
	2019		2020		2021		2022		2023/01~07	
	Rev.(M)	%	Rev.(M)	%	Rev.(M)	%	Rev.(M)	%	Rev.(M)	%
ECO ink	591	84%	483	83%	510	81%	581	80%	272	74%
Water ink	18	3%	13	2%	11	2%	10	1%	3	1%
Oil ink	2	0%	2	0%	2	0%	3	0%	1	0%
UV ink	46	7%	53	9%	75	12%	92	13%	75	20%
Others	50	7%	34	6%	32	5%	39	5%	15	4%
Total Rev.	707	100%	585	100%	630	100%	725	100%	366	100%



Consolidated Revenue by Geographic Information - Global



Consolidated Revenue by Geographic Information - Asia



Asia	2019	2020	2021	2022	2023/01~06
Taiwan	23	24	21	16	17
Japan	9	10	5	7	11
Korea	4	6	7	8	9
Southeast Asia	13	15	24	31	25
South Asia	15	10	13	14	15
China, Hong Kong	36	36	31	24	23
Total	100	100	100	100	100

Consolidated Balance Sheet

NT\$1,000

	20230630	%	20221231	%	20220630	%
Current Assets	532,404	47	554,675	47	527,160	46
Property, Plants & Equipments	584,506	52	604,223	52	623,199	54
Land	204,642		204,642		204,642	
Building & Equipments	379,864		399,581		418,557	
Other non-cur. Assets	9,286	1	9,604	1	7,943	-
Total Assets	1,126,196	100	1,168,502	100	1,158,302	100
Current Liability	216,843	19	214,636	18	228,686	20
Non-Current Liability	856	-	20,519	2	21,337	2
Total Liability	217,699	19	235,155	20	250,023	22
Capital- Common Shares	328,416	29	328,416	28	328,416	28
Additional Paid-in Capital	353,350	32	353,350	30	353,350	31
Retained Earnings	217,768	19	232,733	20	201,042	17
Other Equity	(430)	-	(891)	-	(909)	-
Non-controlling interests	9,393	1	19,739	2	26,380	2
Total Equity	908,497	81	933,347	80	908,279	78
Total Liability and Equity	1,126,196	100	1,168,502	100	1,158,302	100

Net Value Per Share

27.38

Consolidated Statement of Comprehensive Income

NT\$1,000

	2023 Q1	%	2023 Q2	%	2023 H1	%	2022 Q2	%	2022 H1	%
Net Sales	170,568	100	142,918	100	313,486	100	153,231	100	337,204	100
Cost of Goods Sold	122,582	72	103,407	72	225,989	72	118,564	77	260,113	77
Gross Margin	47,986	28	39,511	28	87,497	28	34,667	23	77,091	23
Selling	4,130	2	7,368	5	11,498	4	4,847	3	10,419	3
Administration	14,661	9	15,546	11	30,207	9	14,172	9	28,808	9
R&D	13,767	8	12,118	9	25,885	8	12,972	9	27,110	8
Operating Expense	35,558	19	35,032	25	67,590	21	31,991	21	66,337	20
Operating Income	15,428	9	4,479	3	19,907	7	2,676	2	10,754	3
Total Non-operating	(279)	-	3,553	3	3,274	1	4,810	3	12,103	4
Earning Before Income Tax	15,149	9	8,032	6	23,181	8	7,486	5	22,857	7
Income Tax Expense	2,102	1	864	1	2,966	1	3,167	2	3,362	1
Earning After Income Tax	13,047	8	7,168	5	20,215	7	4,319	3	19,495	6
OCI	465	-	448	-	913	-	(2)	-	7	-
Total Comprehensive Income	13,512	8	7,616	5	21,128	7	4,317	3	19,502	6

EPS(NT\$)

\$0.54

\$0.41

\$0.94

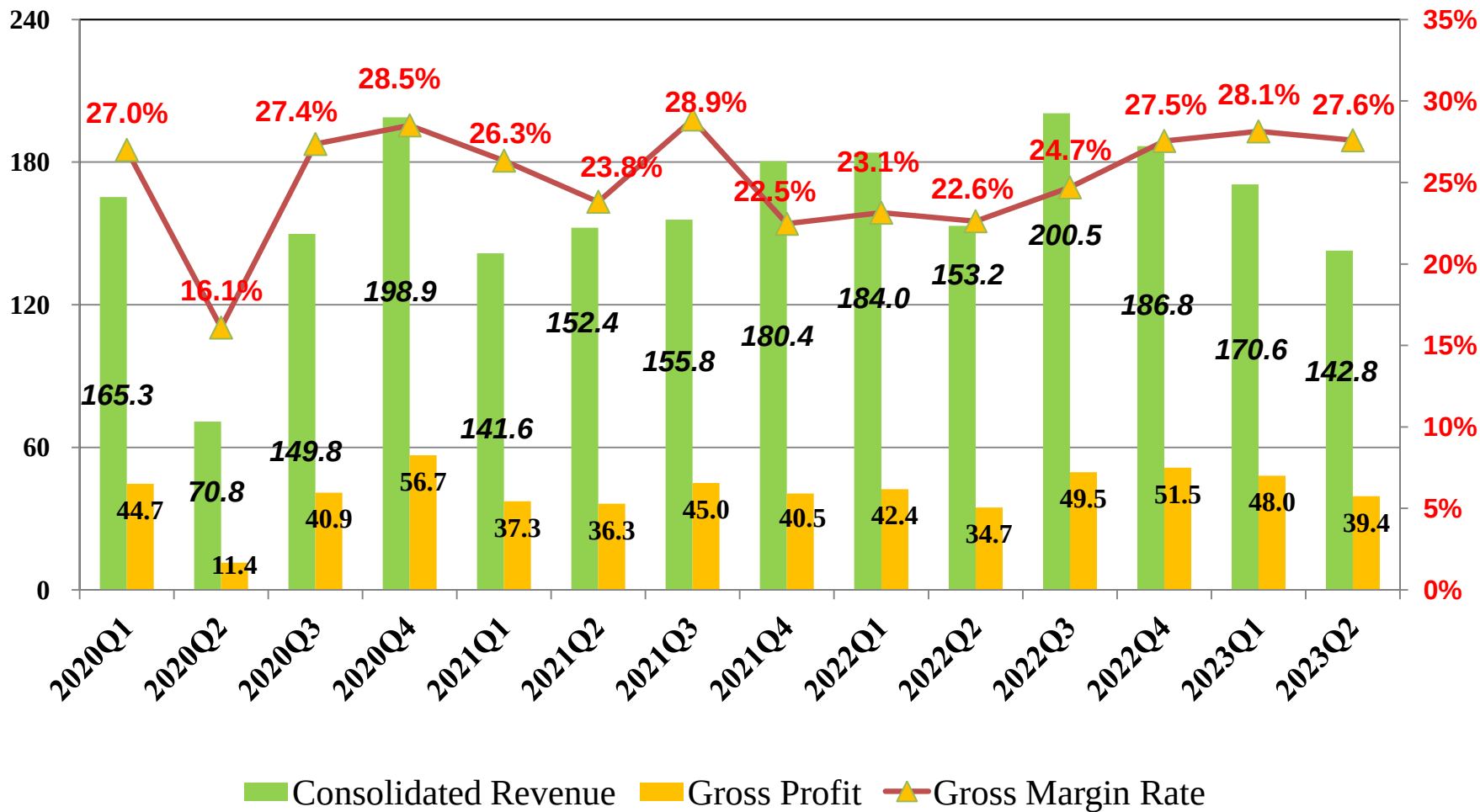
\$0.23

\$0.72

Consolidated Quarterly Revenue and GM Trend 2020Q1 ~ 2023Q2

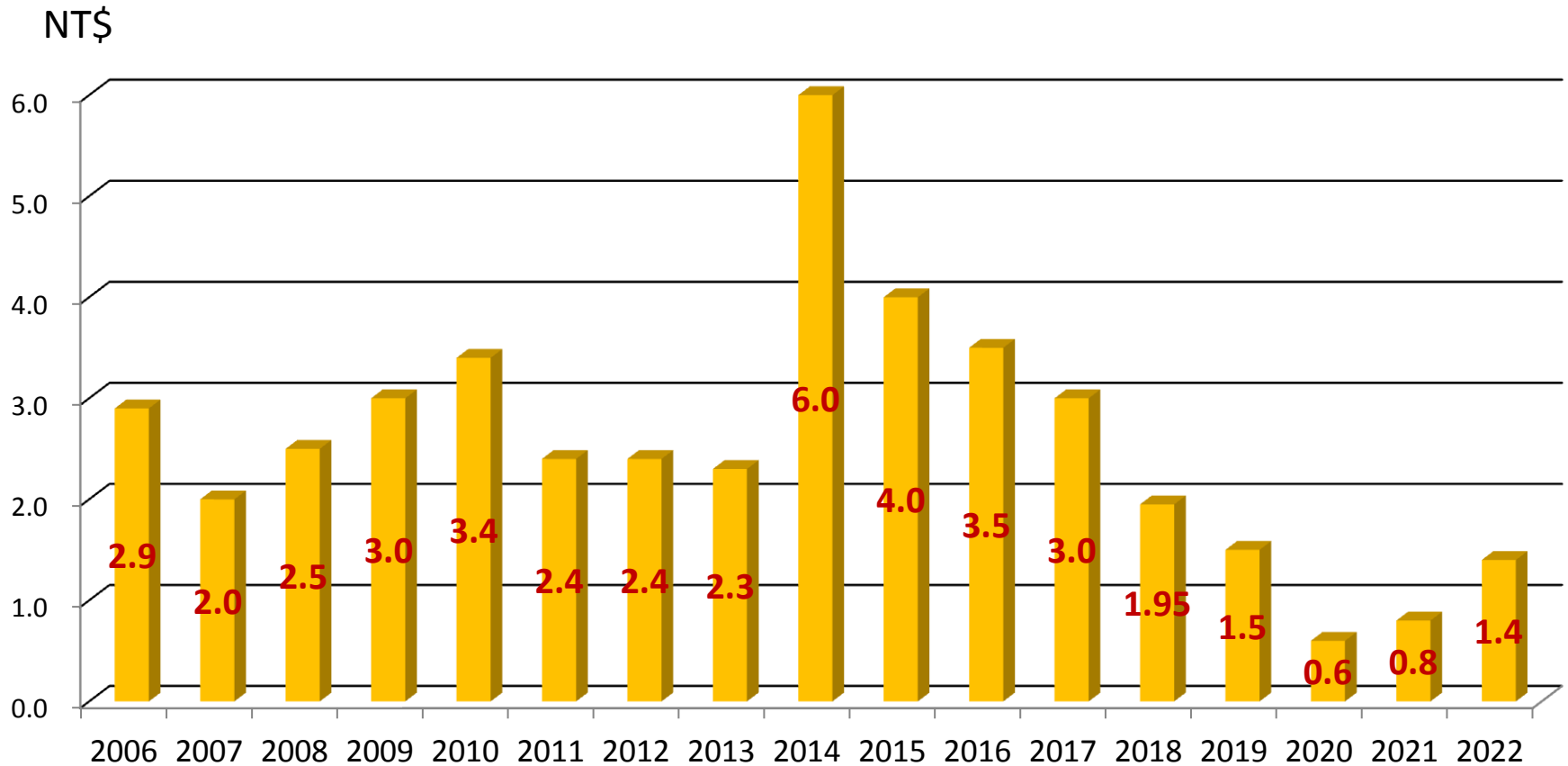
in NT\$M

%



Earning Distribution

FY 2006~ FY 2022



Year	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Stock Dividend	2.9	2.0	1.0	1.5	0.6	1.2	0.6	0.8	1.0								
Cash Dividend			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
Total Dividend	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
APIC - Cash														0.3			
Total	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

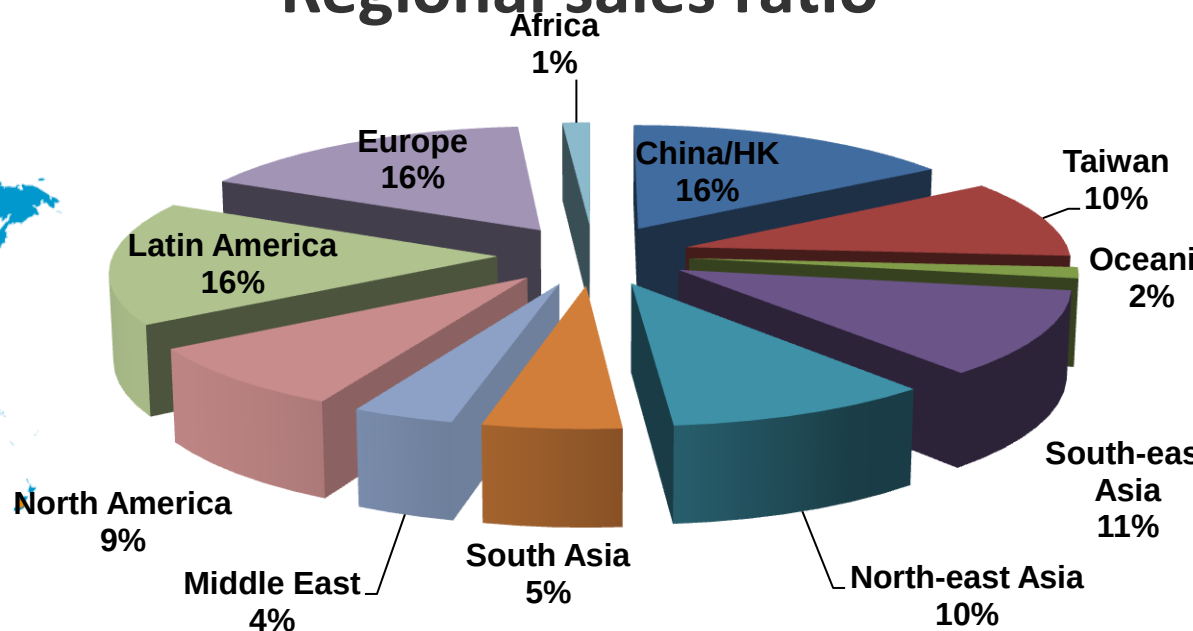


Global Distributors

300 Distributors;
94 Countries

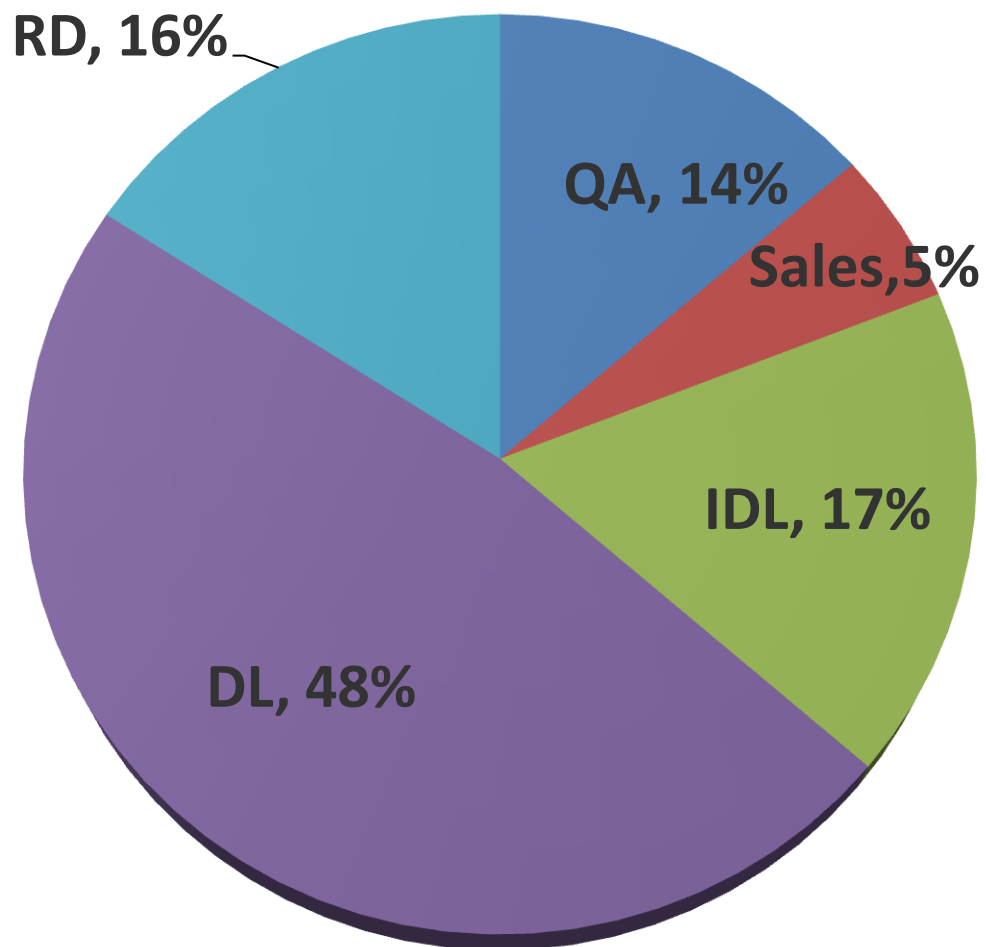


Regional sales ratio





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

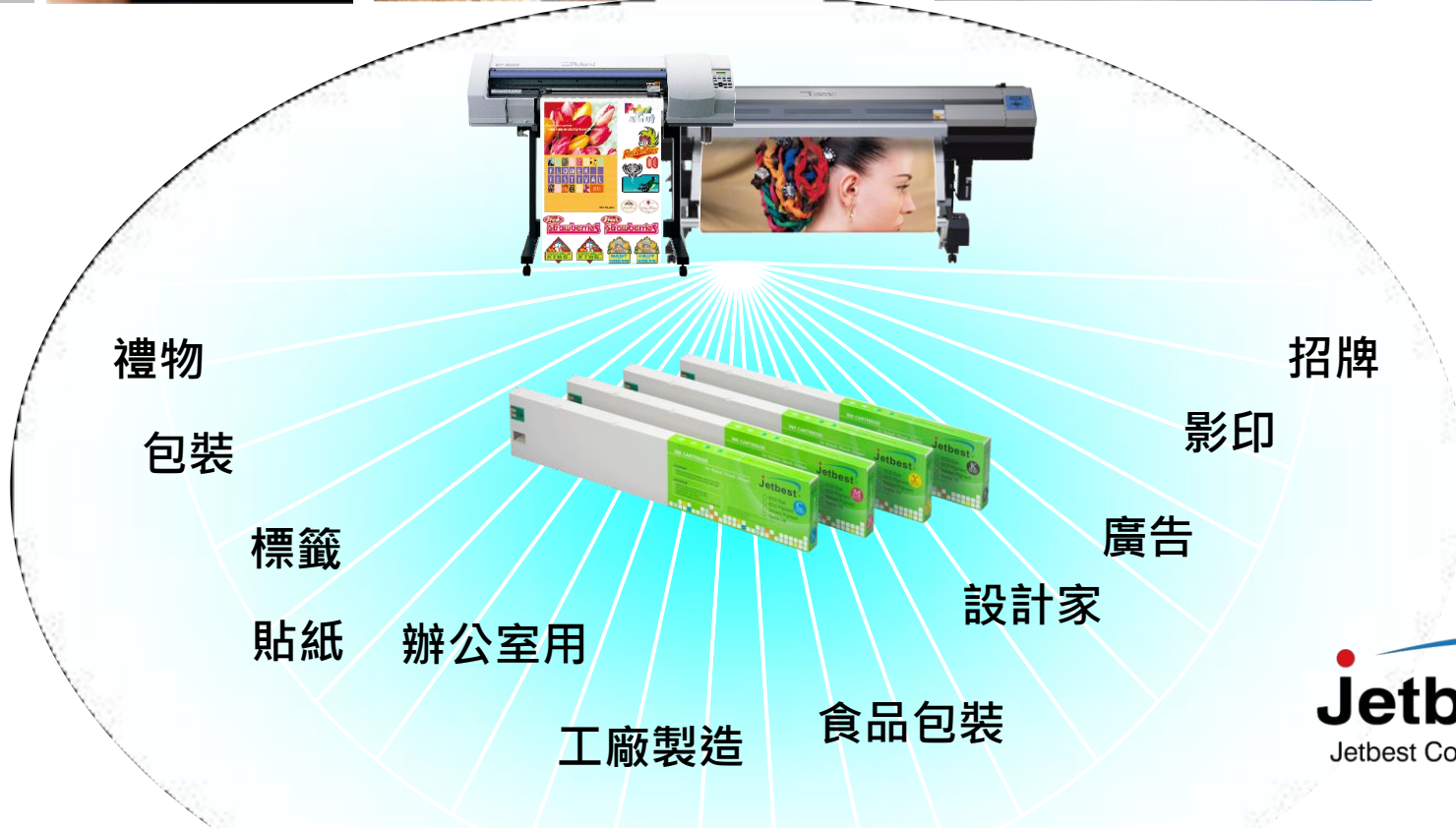
108 tons per
month paste
capacity



15 tons per
day ink filling
capacity



Ink Applications





Extended Applications

Hi UV



Hi UV Printer



Printing Speed up to : 200 M² / hour

Magic Film



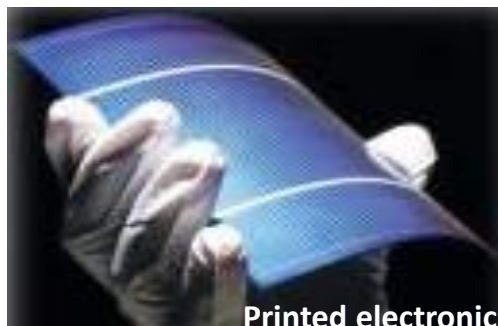


Basic Ink Types

Eco Solvent



UV Ink



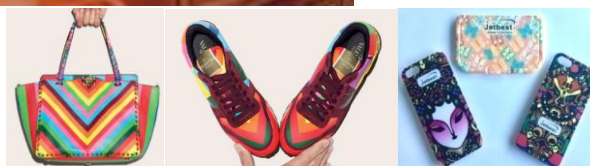
Printed electronics



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

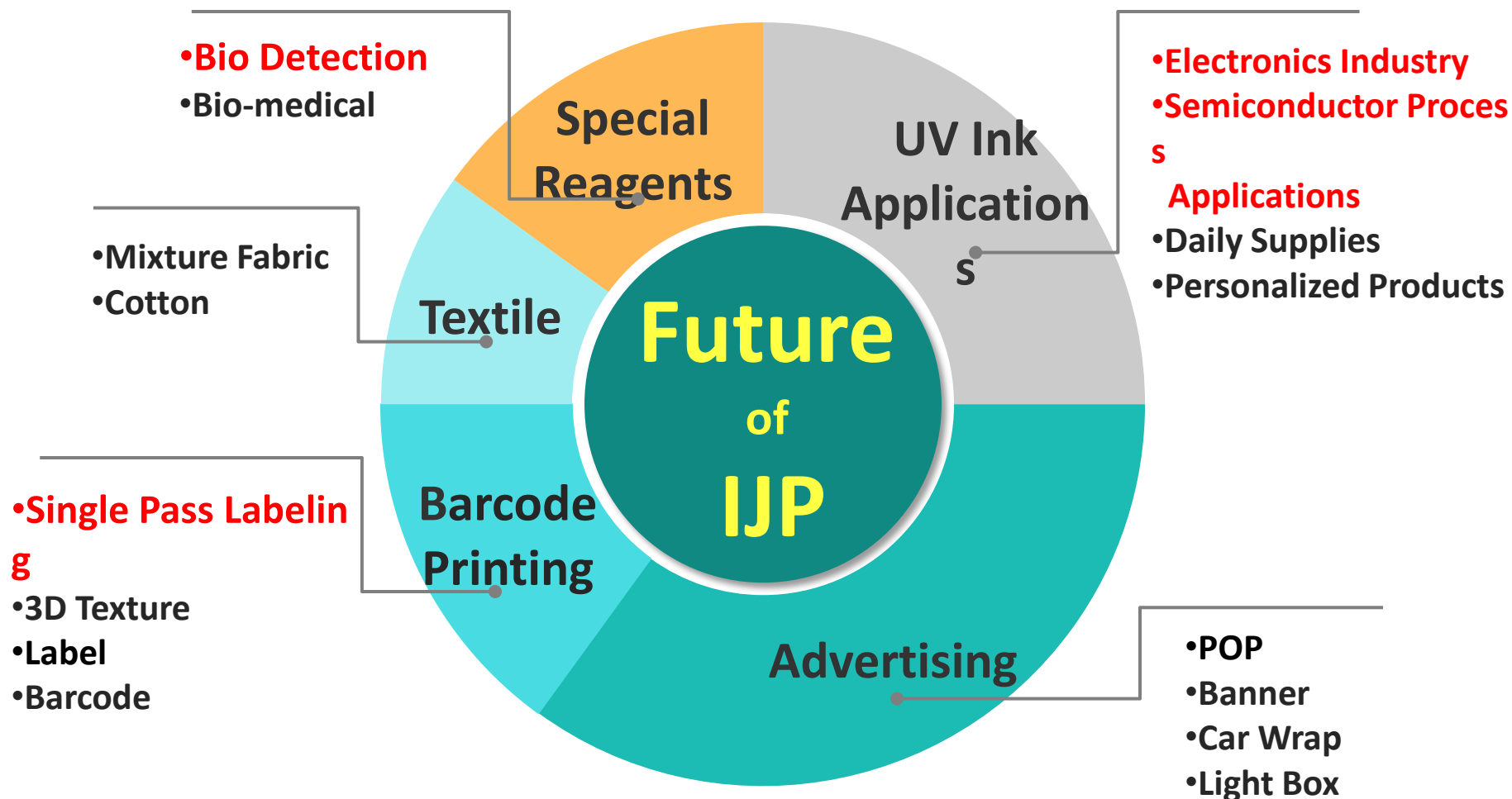


The World First Full-Color 3D Printer
Announce in 2017/May
Start Shipping 2017/Sep





The Future Application of Inkjet





Optical Finger-Printer Ink



The world first optical finger print ink

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

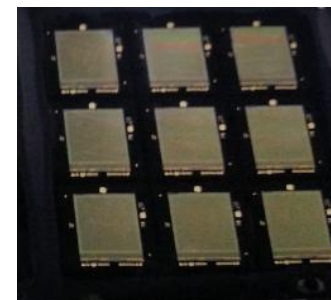
**Advantage: the only ink that can use for
under display optical type finger
print IC**

Characteristics:

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

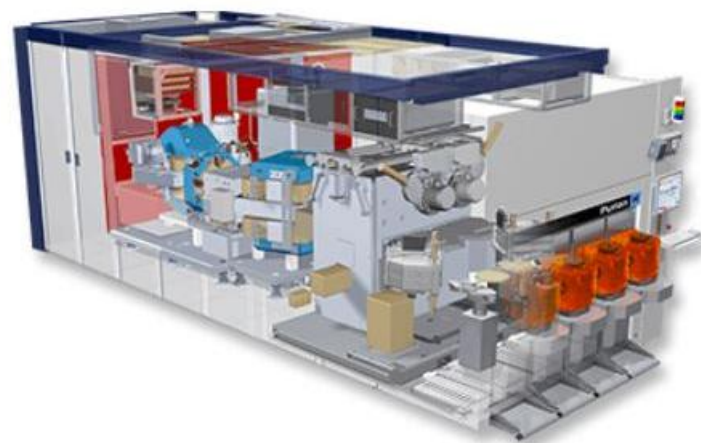


Finger Print Lock on Door

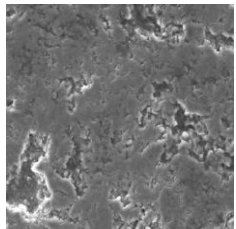
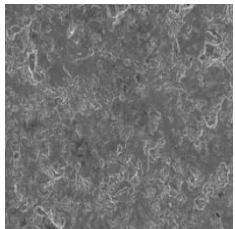
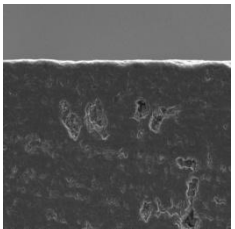




Semiconductor Process Application



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)

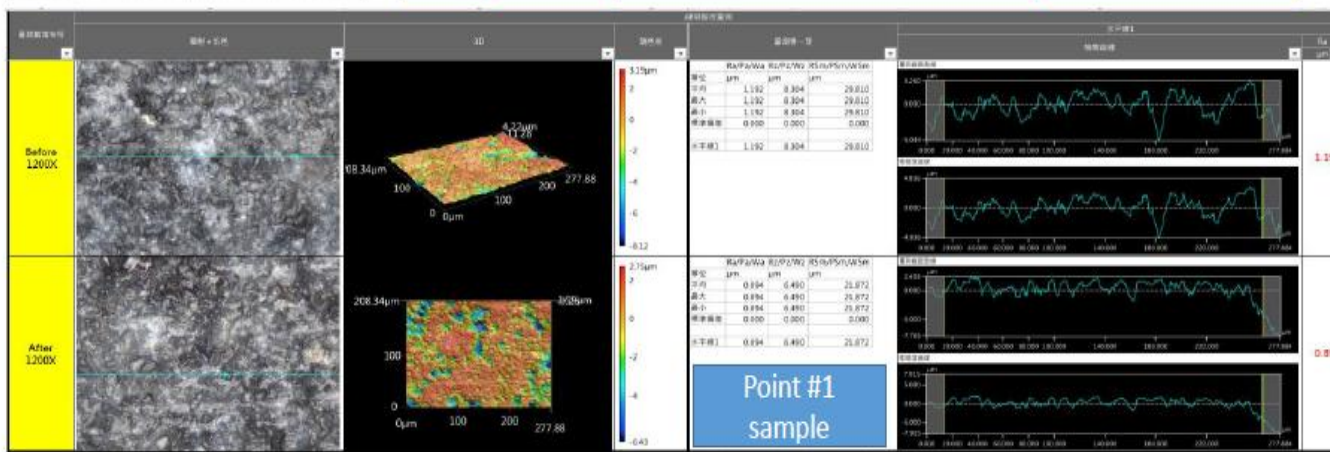
Bottom ~ 2.46 μm

After SiO₂ coating

Dimple ~ 0.898 μm (In spec)

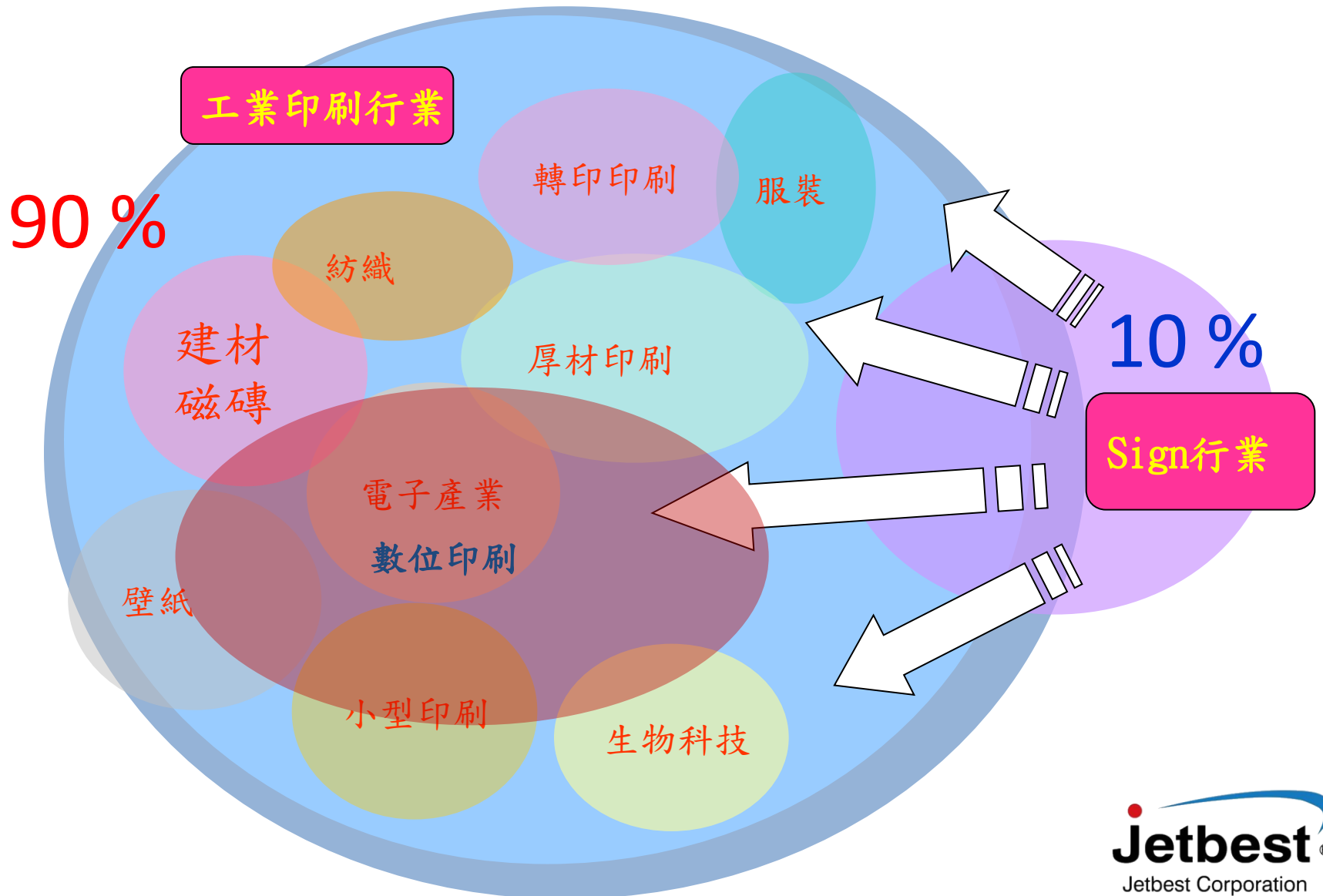
Bottom ~ 1.64 μm

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



■ 國際印刷包裝市場趨勢：

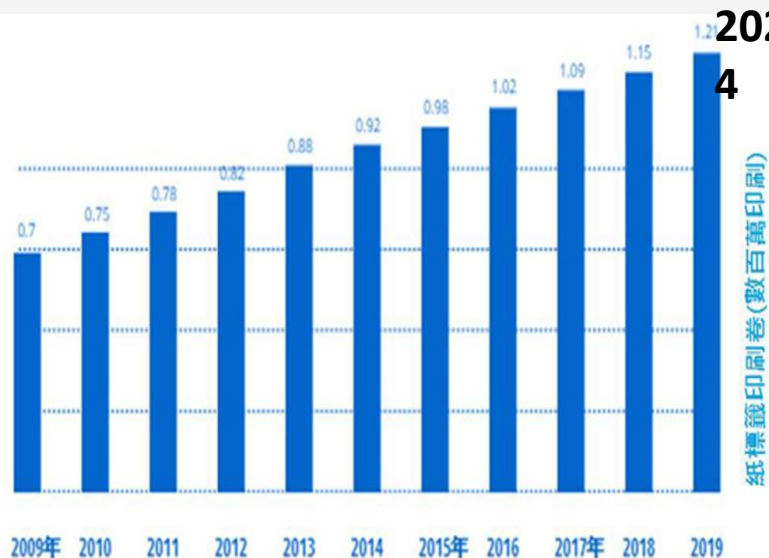
由Smithers PIRA最新市場報告預測，全球印刷包裝市場規模約8180億美元，到2024年將增加至8740億美元，年平均增長率約4.7%。

■ 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。

4.7%
↑

2024



■ 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的品質與成本的需求。

■ 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%**。

數位印刷標籤產品及應用.

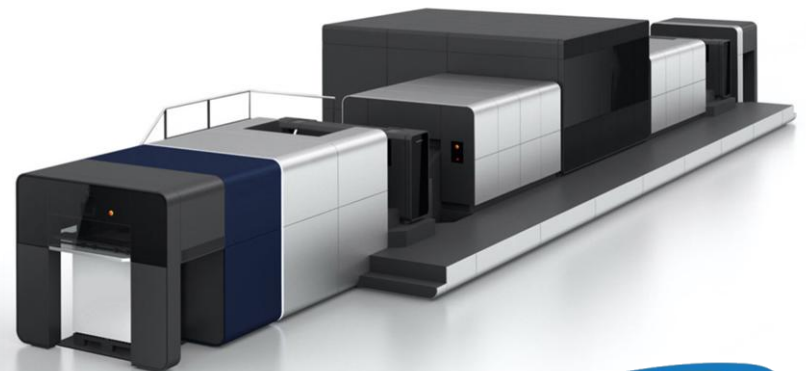
■ 2024年標籤印刷市場的未來：

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







Revolutionary Staining Method

Advantages of inkjet technology on tissue stains:

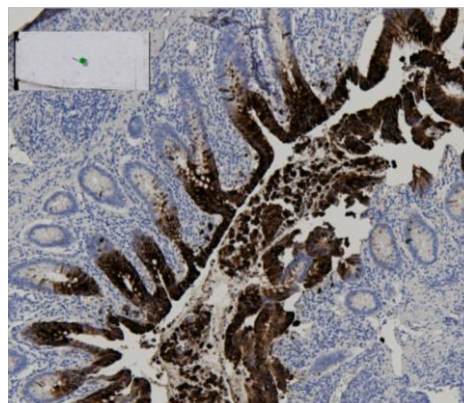
- Prevent stain oxidation for longer shelf life
- Reduced stain consumption
- No cross contamination
- With a vision system, targeted deposition of stain to area of interest



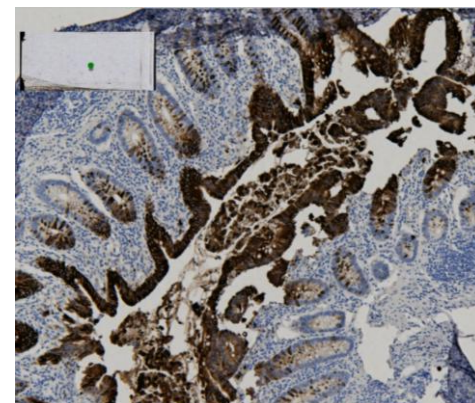
Dipping Staining



Inkjet Staining



Conventional Staining



Inkjet Staining



Bio Ink Barcode application



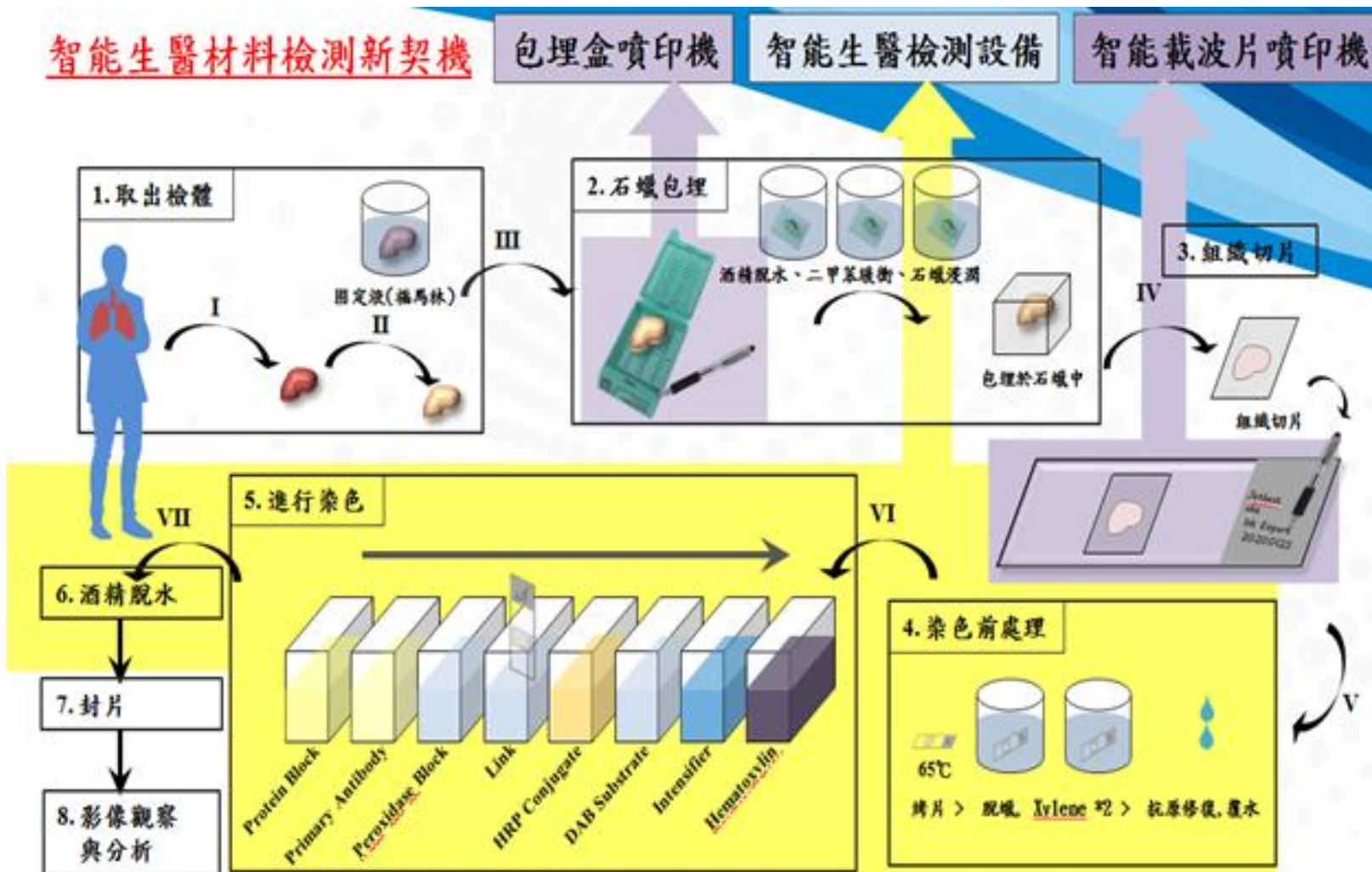
Bio Ink Application Process

智能生醫材料檢測新契機

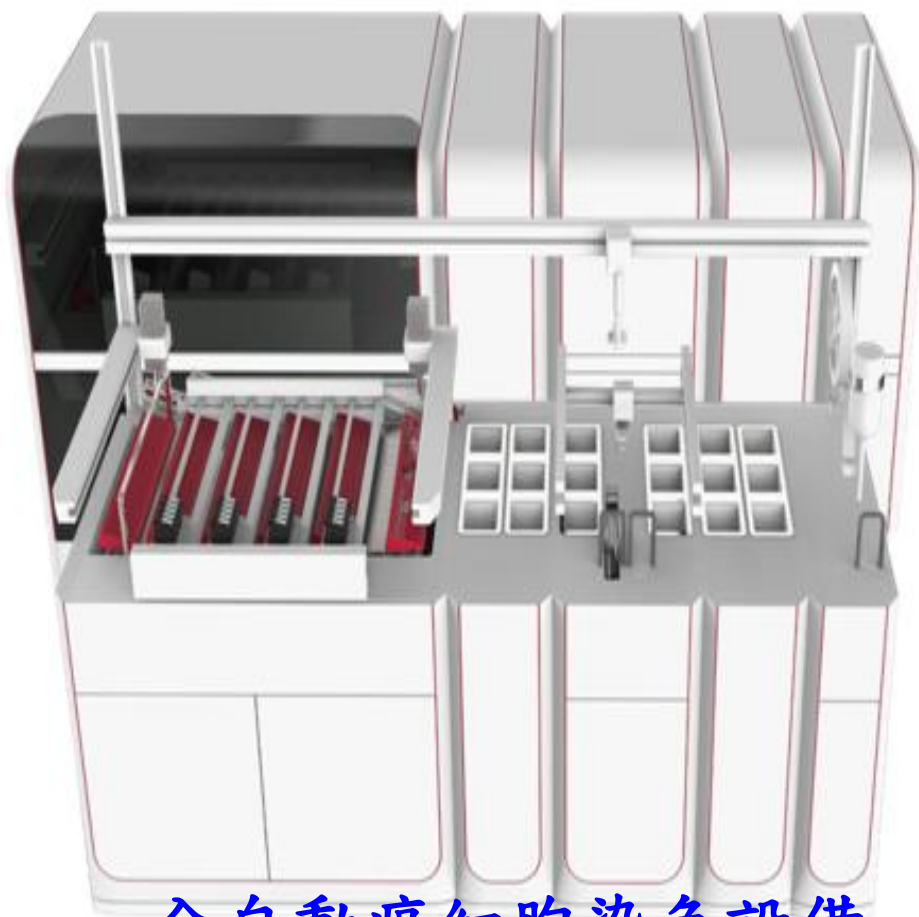
包埋盒噴印機

智能生醫檢測設備

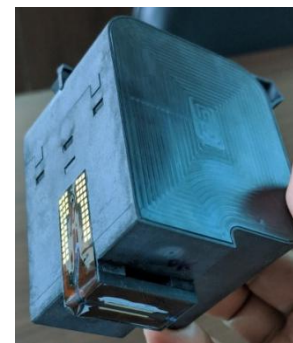
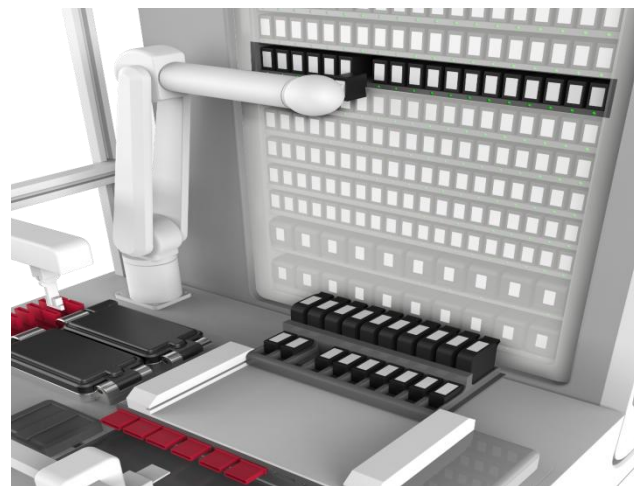
智能載波片噴印機



噴墨在細胞染色的新科技



全自動癌細胞染色設備

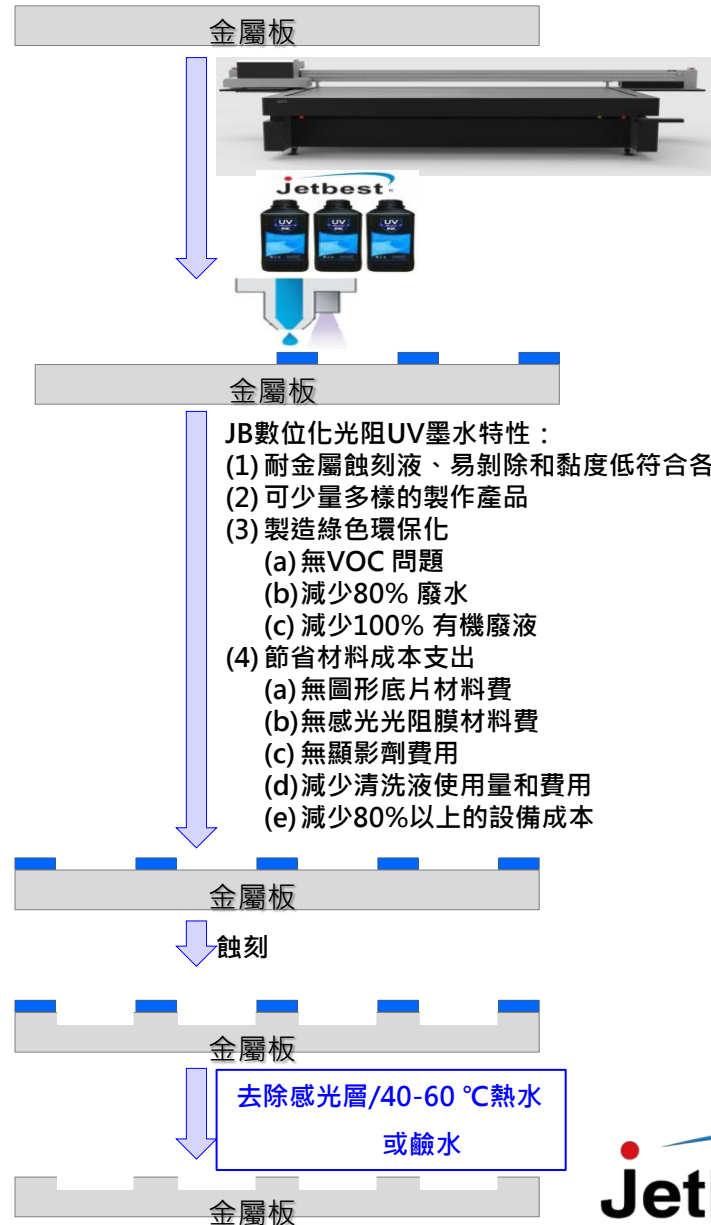
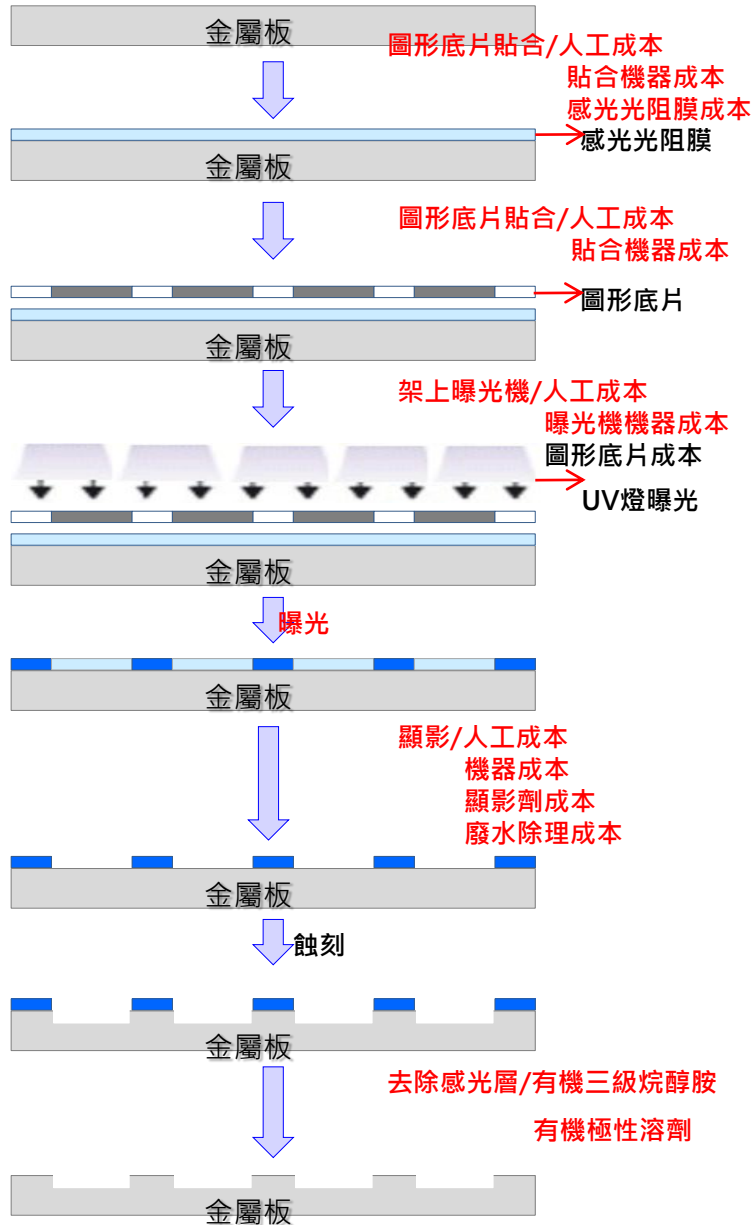


噴墨試劑墨匣



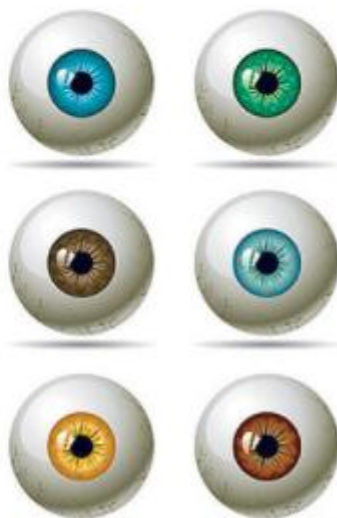
不鏽鋼數位光阻型UV噴墨墨水製程

傳統製程



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

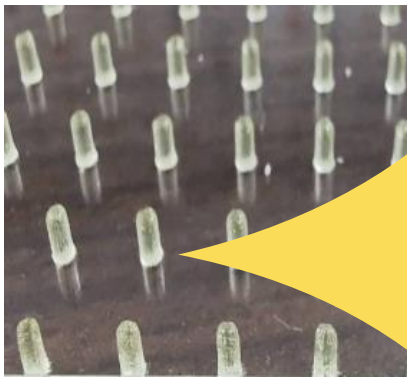
- Superior adhesion (cross hatch test $\geq 5B$)
- Excellent optical density value (≥ 5 @15um)
- Good thermal-shock resistance
- Good chemical resistance
- Good pencil hardness





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



Mimaki

Jetbest®
Jetbest Corporation



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



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

SCREEN

Roland®

MUTOH



AZON®

SYNNEX 



alfanorm



PROPHOTO
OF MIAMI



nova silk
reflective & digital printing

MARIDI DIGITAL PRINTING

BHINNEKA.COM
INDONESIA'S NO.1 COMPUTER WORKSHOP



SII 



Jetbest®
Jetbest Corporation



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



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

電子產業墨水
Jetbest®
Jetbest Corporation

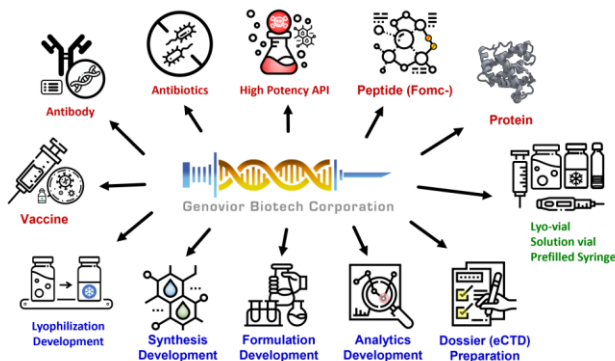
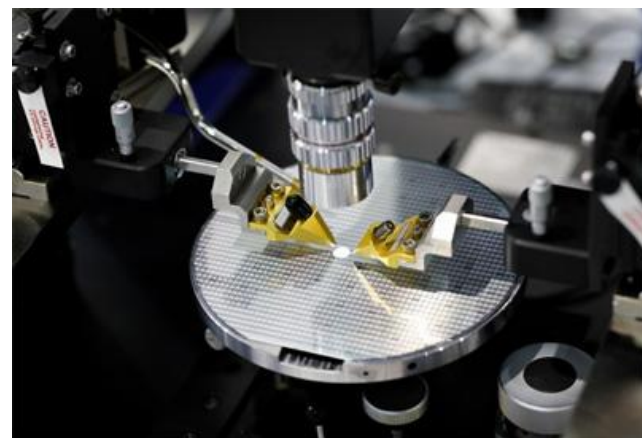
噴墨產業大願景



- 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!

