

DFI

2023年第四季營運簡報

2024年3月11日



議程

- 一. 2023年財務結果及業務摘要
- 二. 營運展望
- 三. Q & A

免責聲明

本次法說會提供之簡報包含前瞻性陳述，內容包含本公司財務狀況、未來擴張計劃及公司策略等訊息。此前瞻性陳述係基於本公司目前可得資訊對未來事件的期望和預測，儘管本公司認為該期望和預測具合理性，但此類前瞻性聲明仍涉及風險及不確定性。

鑒於這些風險、不確定性及假設，前瞻性事件可能不會發生，且本公司實際結果可能與這些前瞻性聲明中的預期存在重大差異。若因未來實際結果與預期狀況有重大差異，須公開更新或修改任何前瞻性陳述，本公司將不承擔此責任。



一. 2023年財務結果及業務摘要

合併綜合損益表摘要

單位：新台幣千元

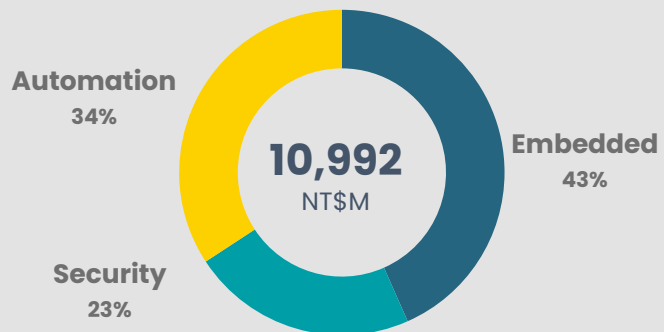
	YTD 2023年1-12月		YTD 2022年1-12月	
銷貨淨額	9,184,172	100.0%	10,991,887	100.0%
營業成本	(6,749,159)		(8,249,758)	
營業毛利	2,435,013	26.5%	2,742,129	24.9%
營業費用	(1,890,227)	-20.6%	(1,902,423)	-17.3%
營業淨利	544,786	5.9%	839,706	7.6%
營業外收支及費用	(37,502)		24,079	
稅前淨利	507,284	5.5%	863,785	7.9%
本期淨利	350,444	3.8%	597,000	5.4%
本期淨利歸屬於母公司業主	361,685	3.9%	528,230	4.8%
基本每股盈餘(NT\$)(a)	\$3.16		\$4.61	

(a)基本每股盈餘以加權平均流通在外股數計算(千股)

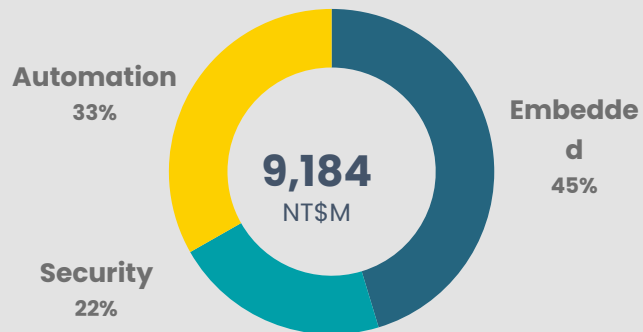
114,488

114,488

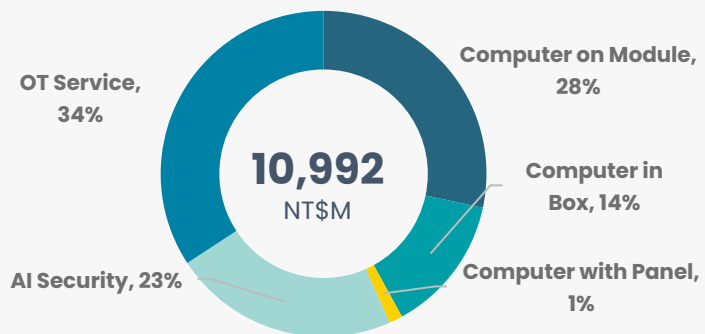
2022 應用



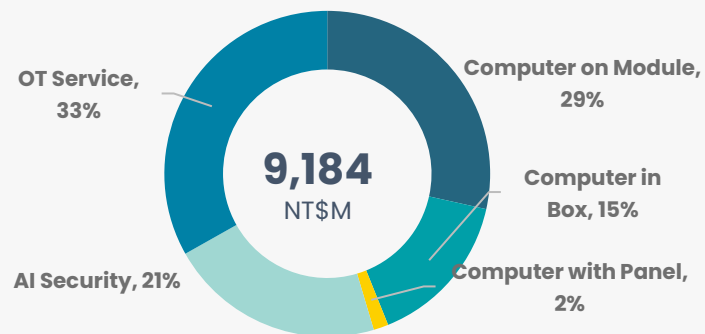
2023 應用



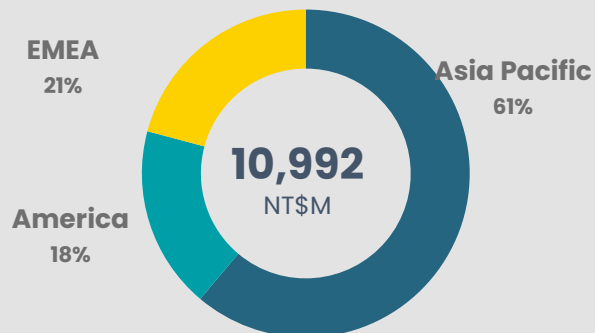
2022 產品



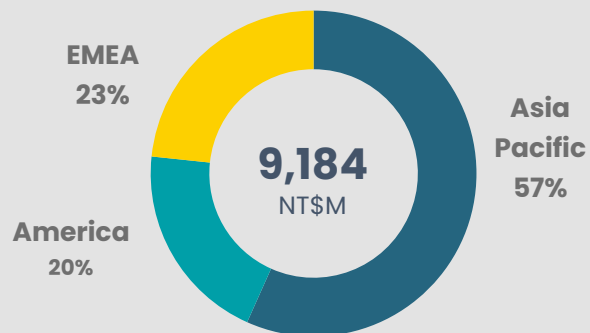
2023 產品



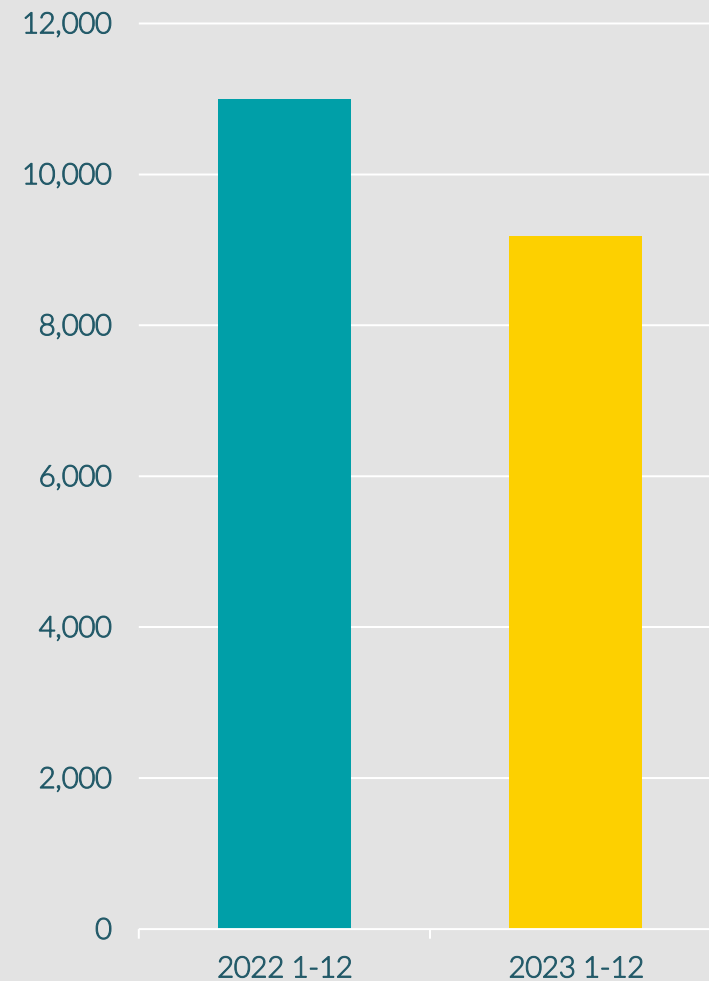
2022 區域



2023 區域



1-12月合併營收(NT\$M)



合併資產負債表摘要

單位：新台幣千元

	2023.12.31	2023.09.30	2022.12.31 (重編後)
現金及約當現金	1,490,285 16%	1,558,624 13%	1,690,474 13%
應收票據及帳款(含關係人)	1,939,296 22%	2,486,489 22%	2,884,097 22%
存貨	1,893,457 21%	3,096,572 29%	3,816,596 29%
不動產、廠房及設備	2,548,819 28%	2,593,482 21%	2,793,096 21%
總資產	9,101,605 100%	11,715,784 100%	13,174,581 100%
流動負債	2,909,498 32%	4,515,075 39%	5,190,715 39%
非流動負債	1,209,225 13%	1,554,512 17%	2,159,076 17%
權益總計	4,982,882 55%	5,646,197 44%	5,824,790 44%
每股淨值 (NT\$)	27.62	27.12	28.36
每股淨值以流通在外股數計算(千股)	114,488	114,488	114,488

重要財務指標

	2023.12.31	2022.12.31 (重編後)
應收帳款週轉天數	98	65
存貨週轉天數	174	113
應付帳款週轉天數	83	62
營運資金週轉天數	189	116
權益報酬率(年化)(a)	6.5%	10.5%
流動比率	188%	166%
金融負債比率 (b)	21%	26%

(a)採年化稅後損益/平均權益總額

(b)金融負債包含長短期借款



二. 營運展望

友通產品佈局

Computer on Module

全球最小
SBC設計



軍規低功耗
導入AI平台



Computer in Box

微型工業電腦



自動化應用

車聯網應用

Computer with Panel



條形平板 PC



醫療顯示器



車載平板 PC



觸控平板 PC



條形顯示器



觸控顯示器



製造



車載



能源



醫療



軍工



零售博弈

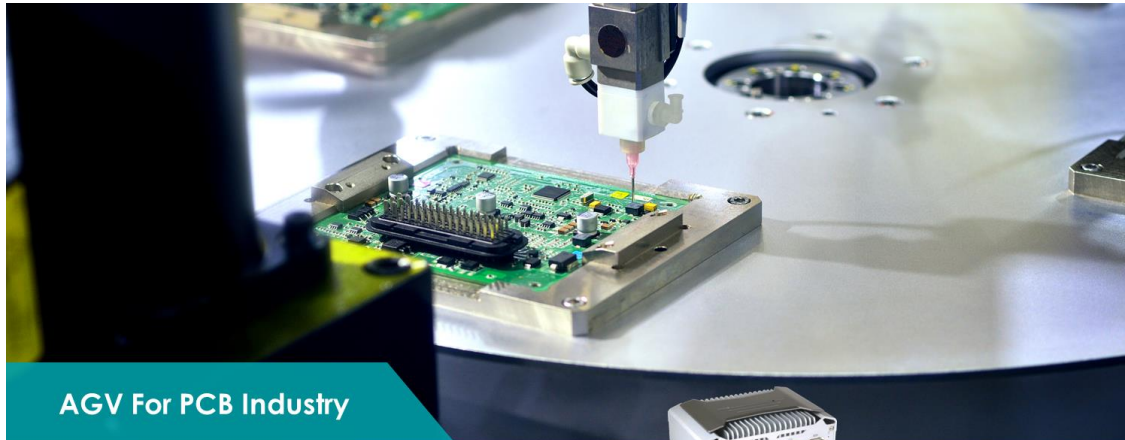


AI伺服器



AGV/AMR

Computer in Box 應用



AGV For PCB Industry

Excellent Computing Performance
Compact & Fanless Design with Long Lifecycle
Dual Wireless Network

Country: Taiwan

Learn More: <https://www.dfi.com/solution/successstory/62>



EC70A-SU
Industrial Computer

- 6th Generation Intel Core Processor
- Compact and Fanless Embedded System
- 4GB/8GB DDR4 memory onboard
- 1x 2.5" SATA 3.0 drive bay
- Supports 2 Mini PCIe for wireless application
- 2 Intel GbE, 4 COM, 4 USB 3.0



Real-Time License Plate Recognition

High Performance
Comprehensive I/O Interface
Low Power Consumption For Longer Battery Life

Country: Taiwan

Learn More: <https://www.dfi.com/solution/successstory/61>



ES220-CS
Industrial Computer

- Intel Atom Processor E3900 Series
- DDR3L-1866 memory onboard + 1 SODIMM up to 8GB
- Displays: DP/HDMI Auto-detection + 1 DP/VGA
- Supports 2 Mini PCIe and 1 M.2 slots
- Rich I/O ports: up to 4 Intel GbE, 4 COM, 4 USB
- Extended operating temperature: -40 to 70°C



Police Vehicle System

E-Mark and MIL-STD Certified
Support Power Management
Expandable for Wireless Connections

Country: Europe

Learn More: <https://www.dfi.com/solution/successstory/52>



VC230-AL
In-vehicle System

- Intel Atom Processor E3900 Series
- Up to 8GB DDR3L Single Channel Memory Down
- Rich I/O: 2 Intel GbE, 2 USB 3.0, 2 USB 2.0, 2 CAN-bus
- GPS Onboard, 3 SIM Slots Onboard for Wifi, 3G/LTE support
- Supports Ignition Delay on/off Function



Food Sorting System

Excellent Computing Performance
Compact & Fanless Design with Long Lifecycle
Dual Independent Displays

Country: The Netherlands



EC70A-SU
Industrial Computer

- 6th Generation Intel Core Processor
- Compact and Fanless Embedded System
- 4GB/8GB DDR4 memory onboard
- 1x 2.5" SATA 3.0 drive bay
- Supports 2 Mini PCIe for wireless application
- 2 Intel GbE, 4 COM, 4 USB 3.0



三. Q & A

Thank you