


Jetbest®

泓瀚科技股份有限公司

呂植境
Alex Lu

公司沿革

www.jetbest.com

04.01.02
成立

公開發行
實施內稽
制度

日本最大噴繪機原廠
墨水代工(1)

泓瀚科技
股票登錄
興櫃

Magic Inks
革命性發表

獲第十三屆
小巨人獎

04

05

06

07

08

09

10

11

12

ISO 9001
通過認證

研發二部
成立

製造二課
成立

日本原廠墨水
代工(2)

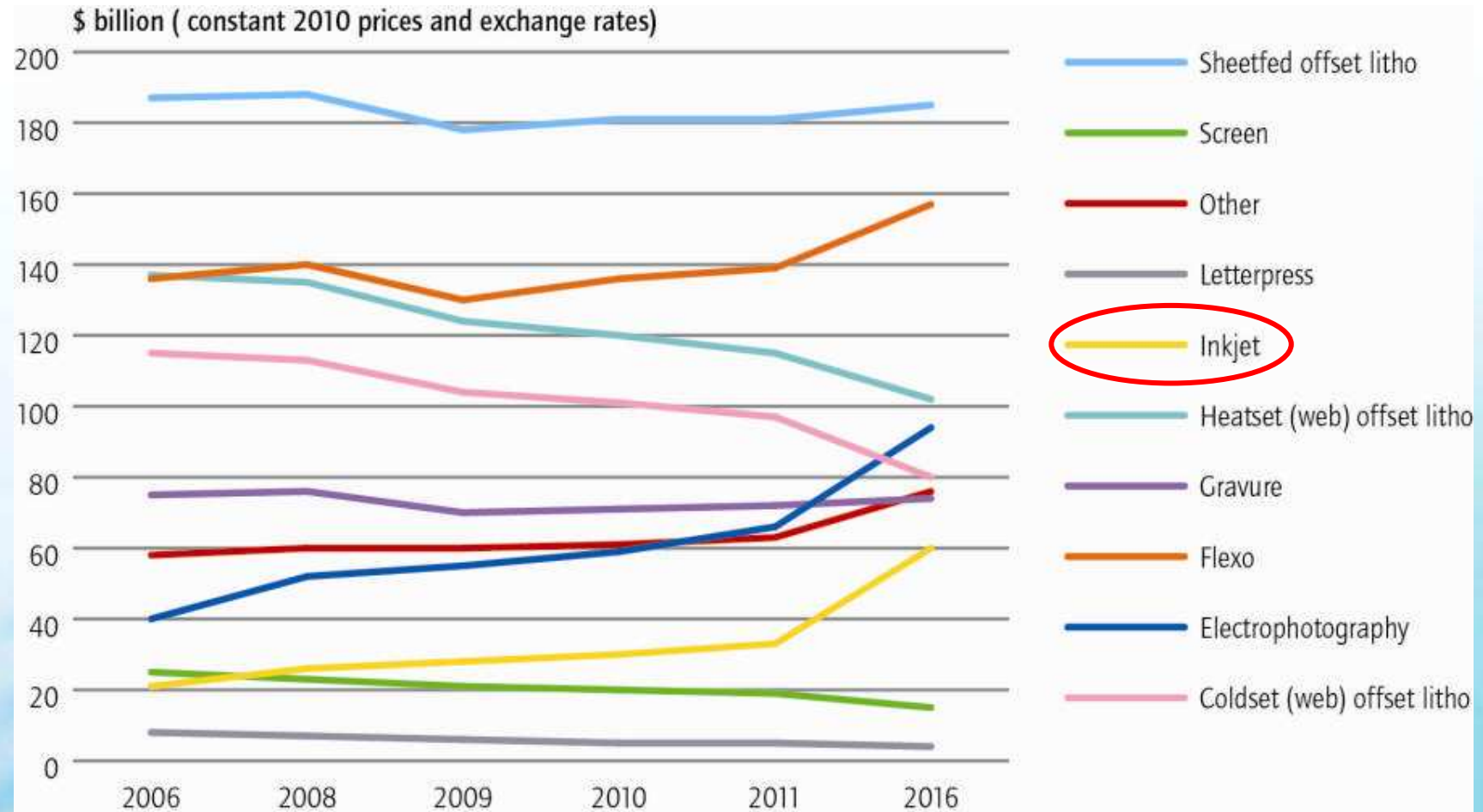
獲第三十四屆
青創楷模

生產二廠
擴廠

獲第二十屆
國家磐石獎

Jetbest®

Print Processes

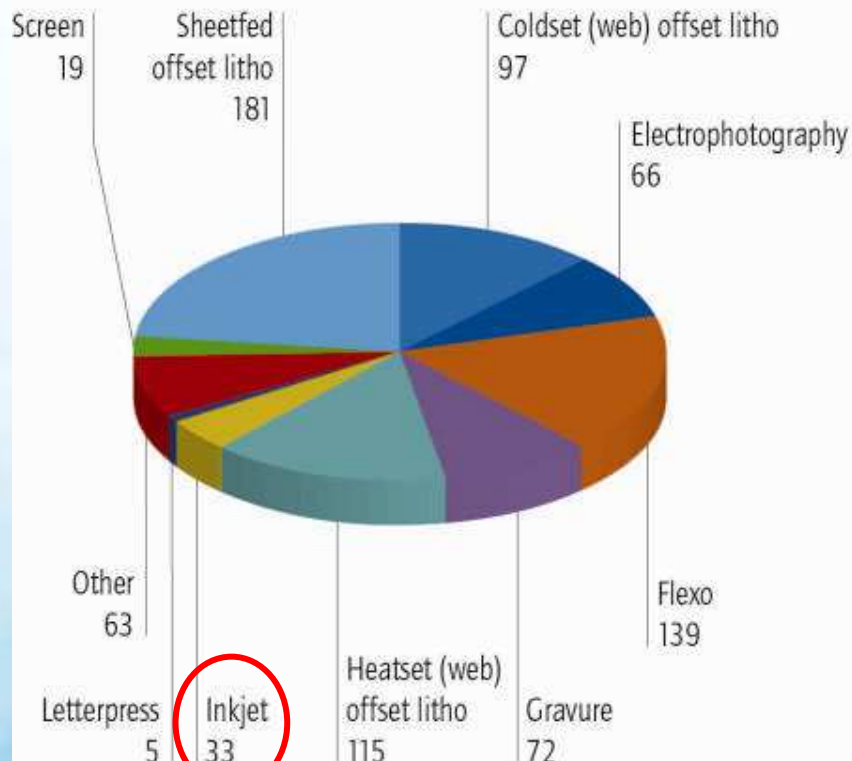


Source: Pira International

Print Processes – Market Share

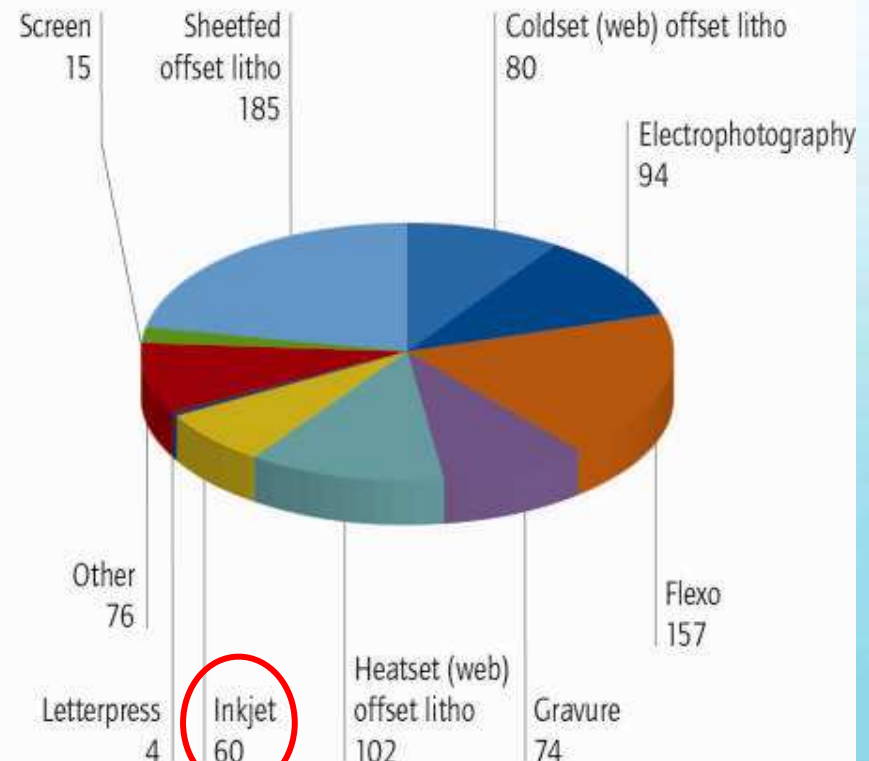
2011

\$ billion (constant 2010 prices and exchange rates)



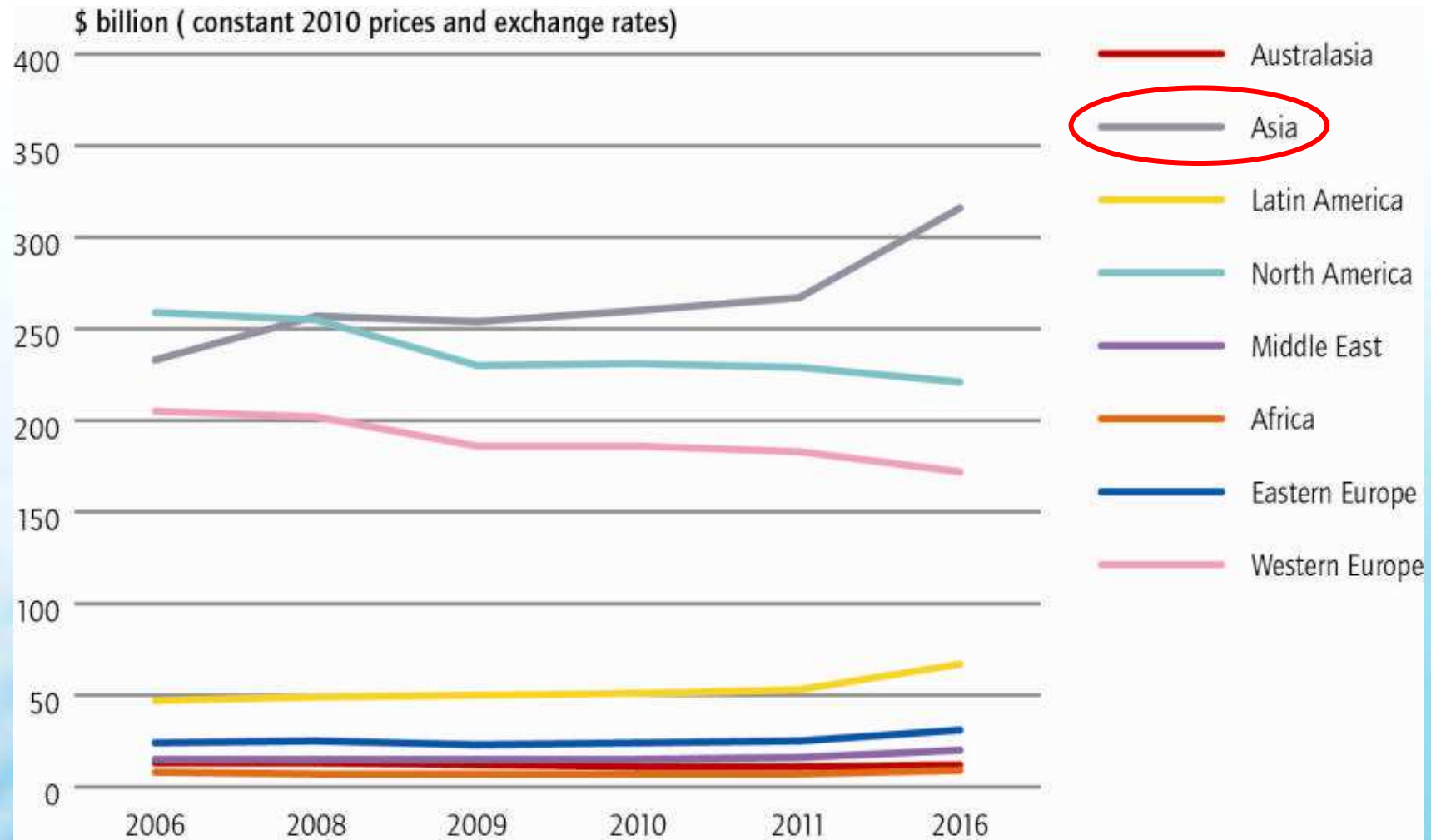
2016

\$ billion (constant 2010 prices and exchange rates)



Source: Pira International

Geographic Regions

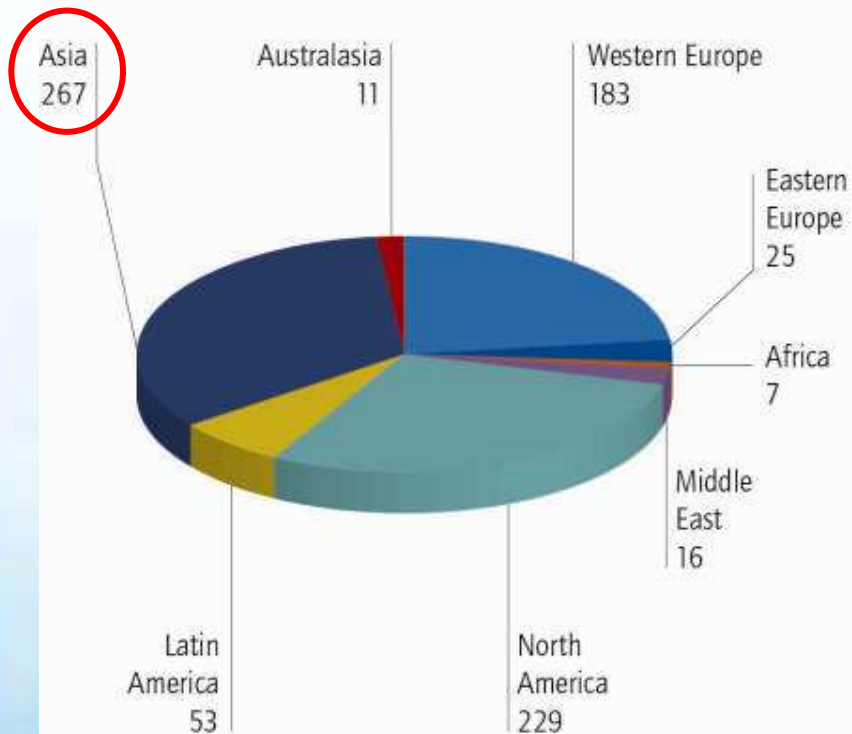


Source: Pira
International

Geographic Regions – Market Share

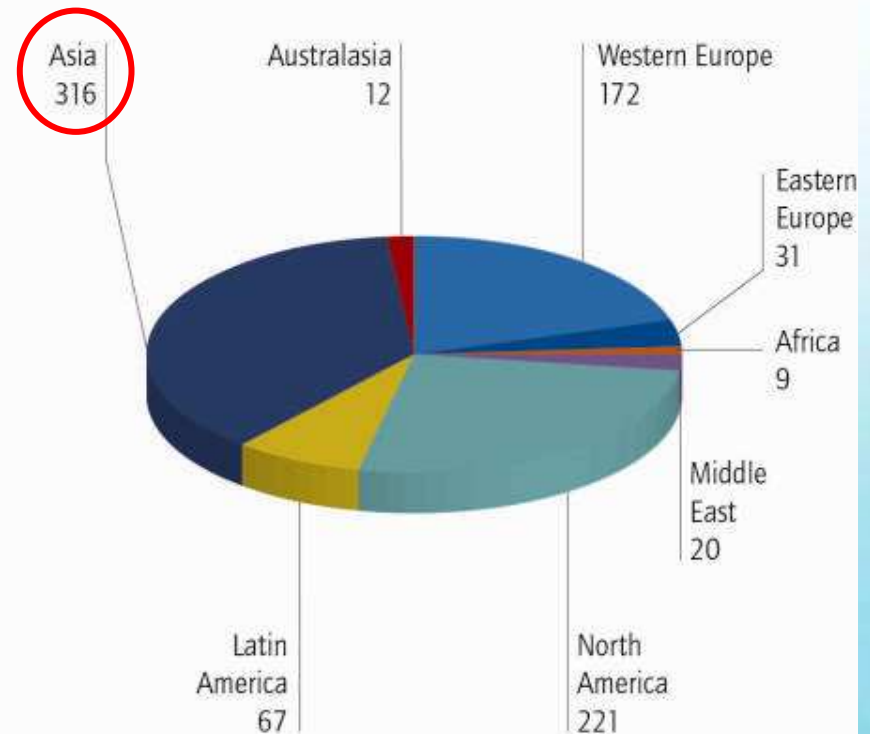
2011

\$ billion (constant 2010 prices and exchange rates)



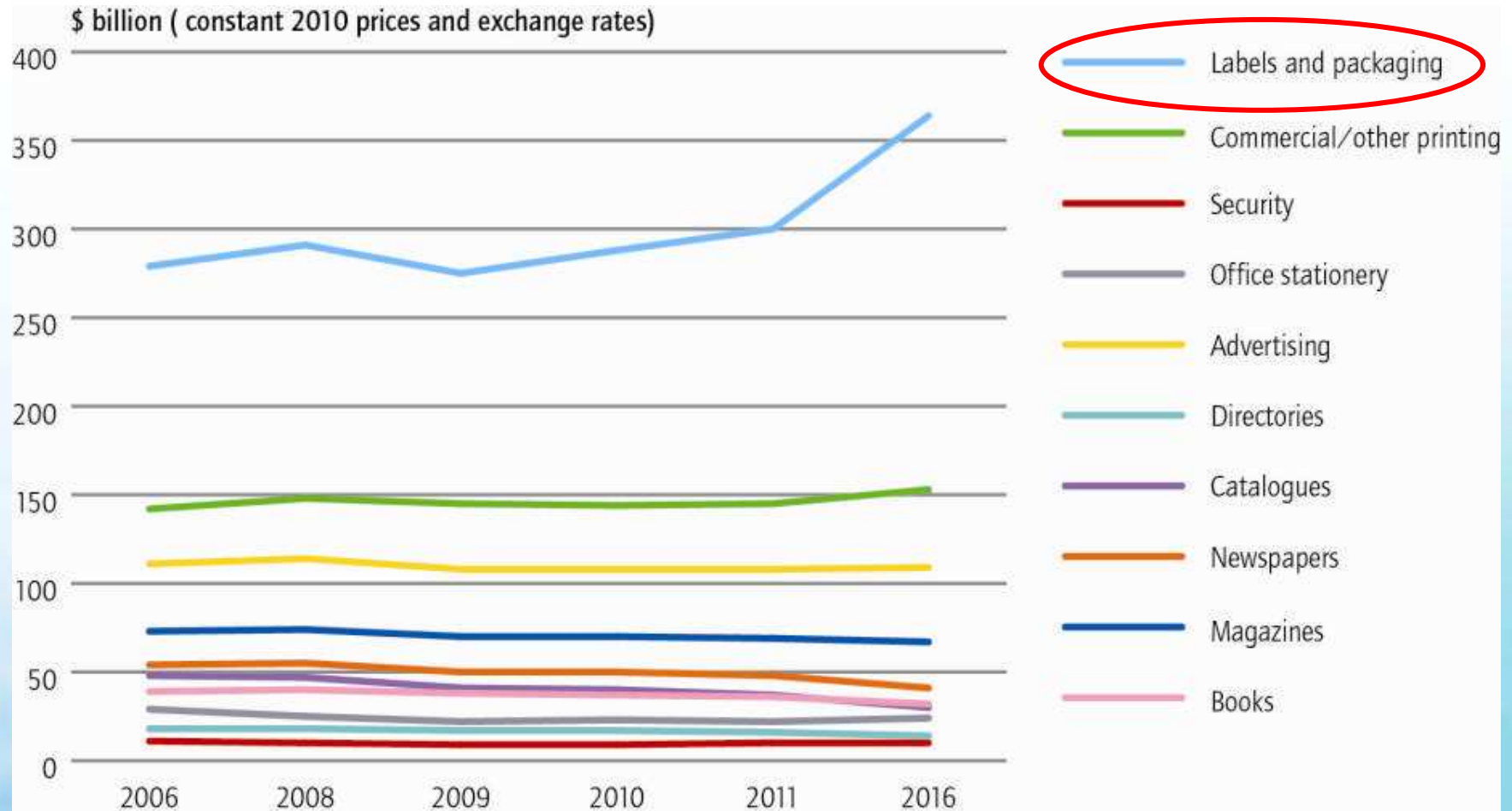
2016

\$ billion (constant 2010 prices and exchange rates)



Source: Pira International

End-use Sectors

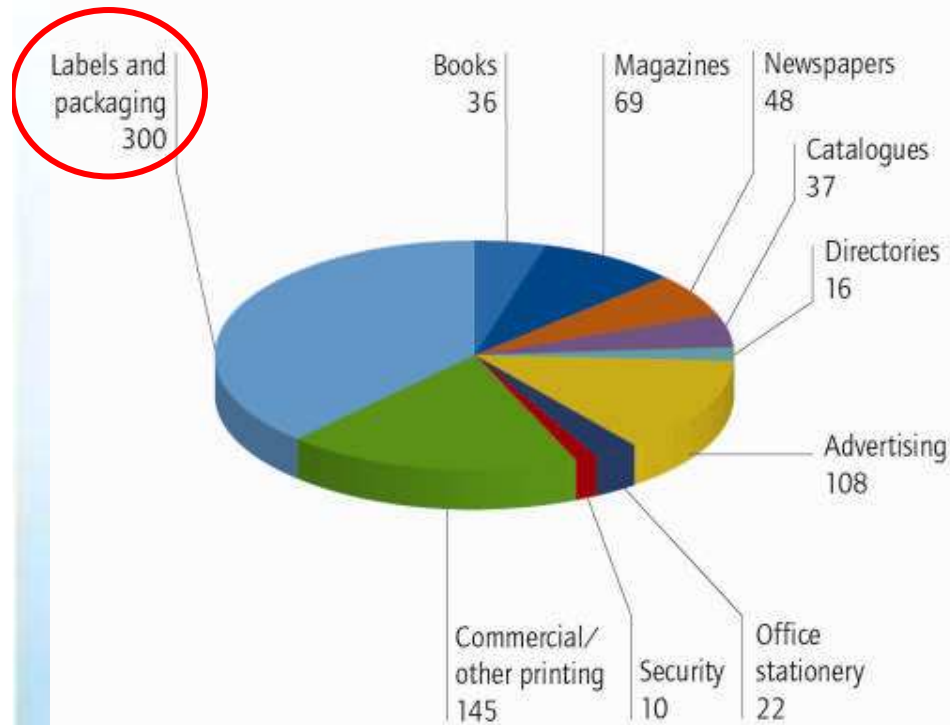


Source: Pira International

End-use Sectors – Market Share

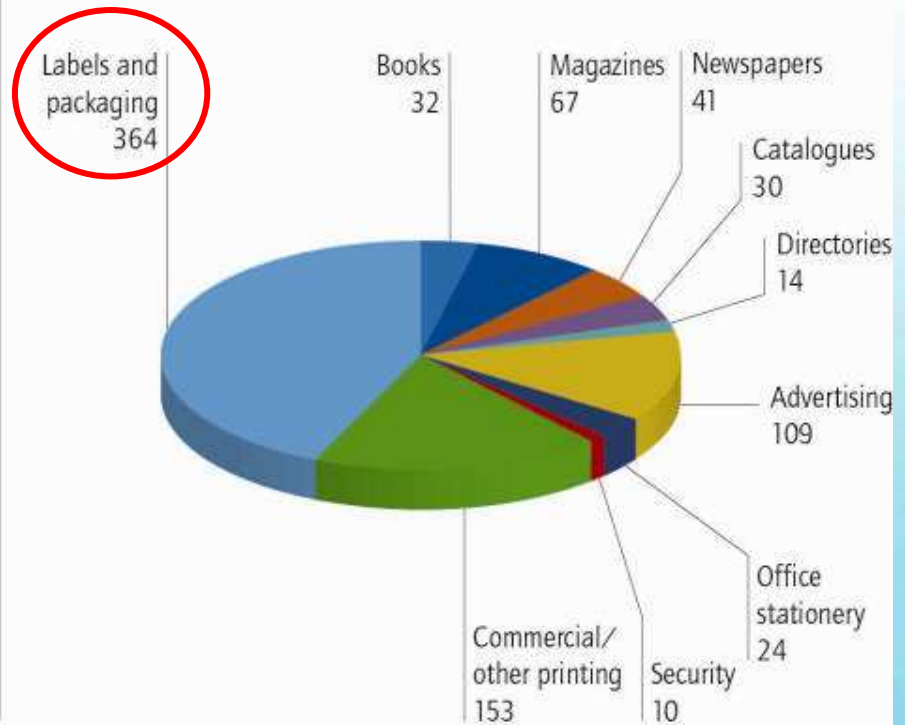
2011

\$ billion (constant 2010 prices and exchange rates)



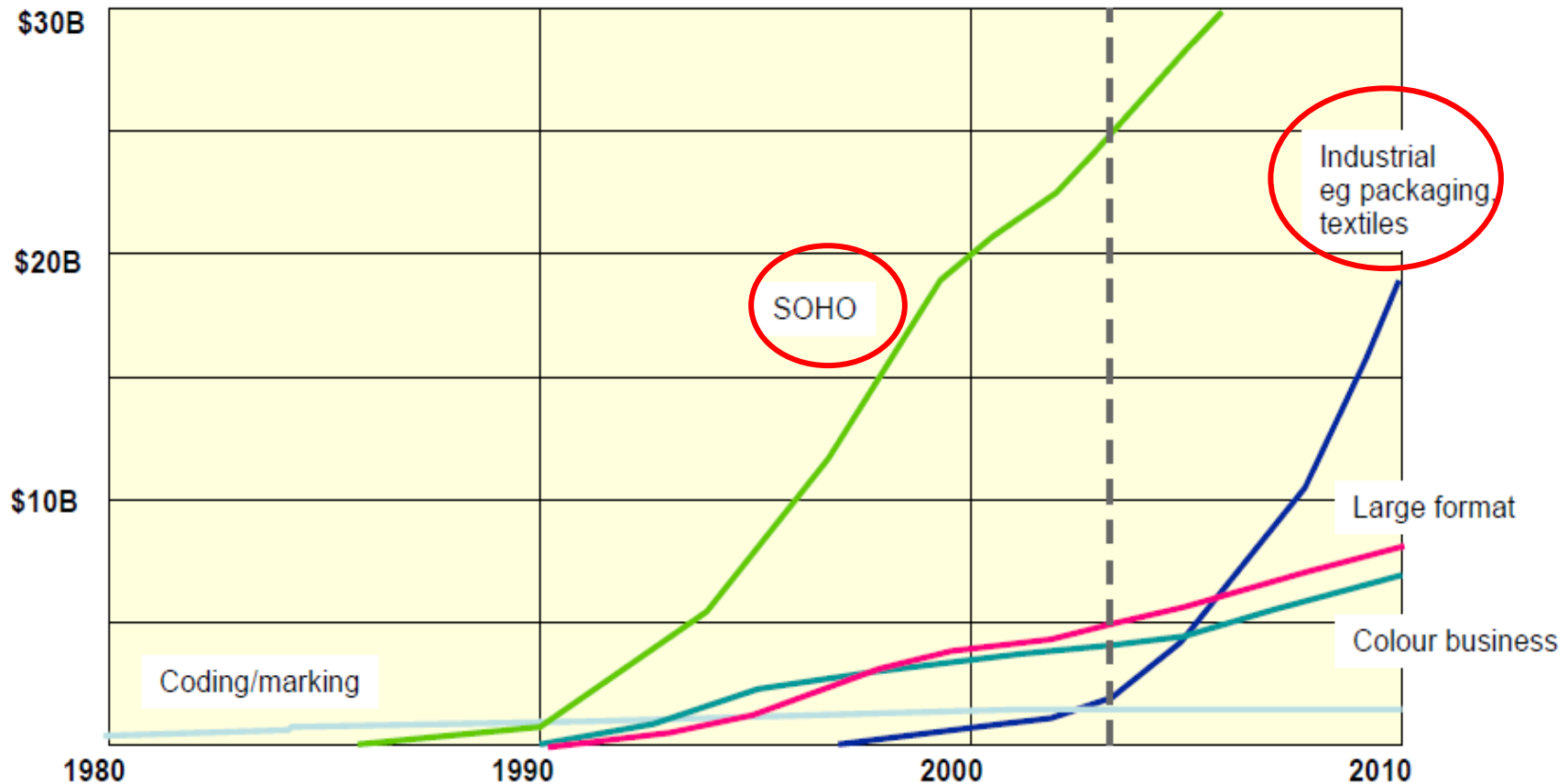
2016

\$ billion (constant 2010 prices and exchange rates)



Source: Pira International

Basici Dynamics of Inkjet Markets



Figures are world-wide, and include hardware, ink, media

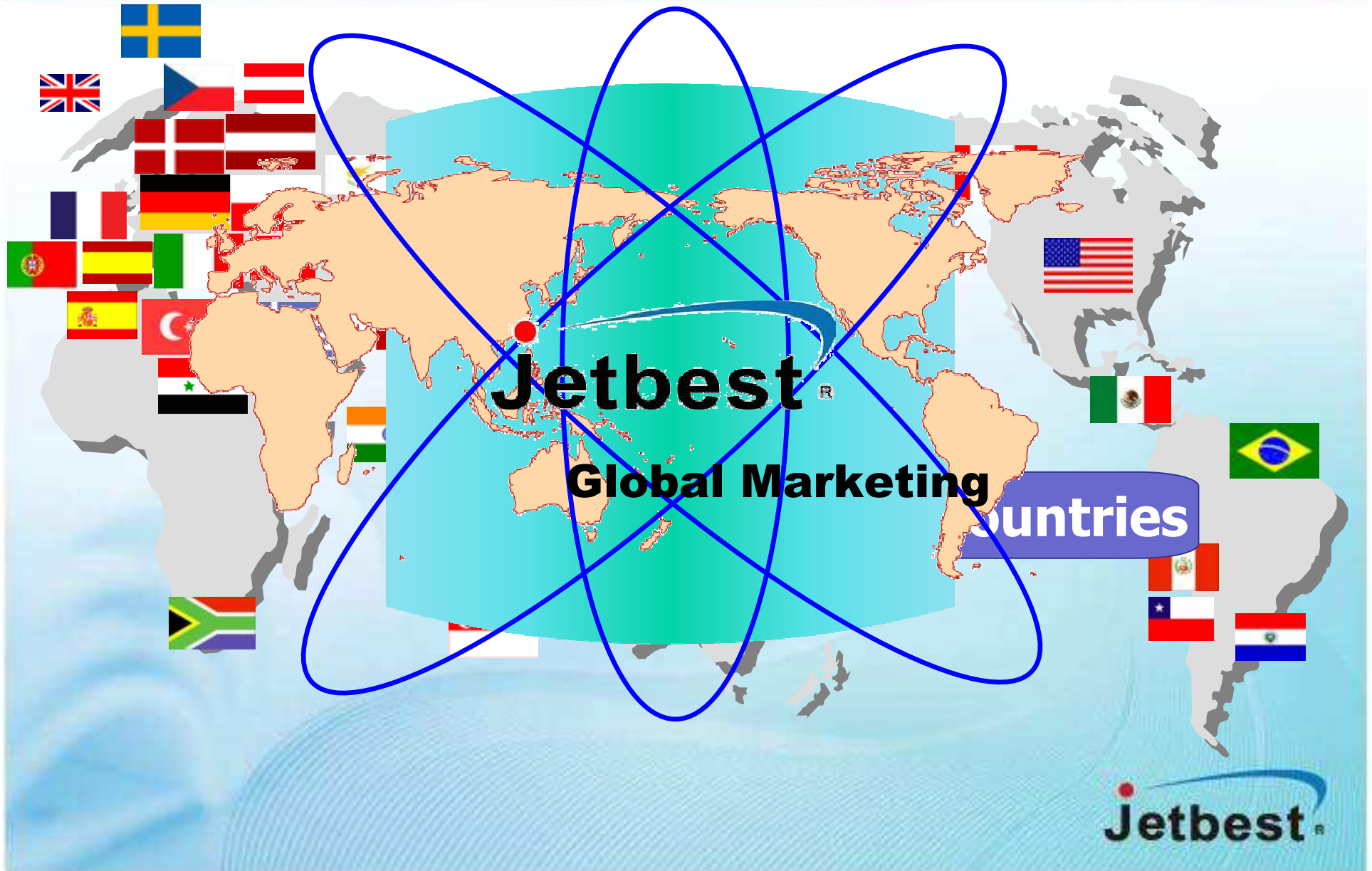
Source: Industry trade & market research organizations, Pivotal Resources





Brand owners want innovative packaging and better graphics to gain competitive edge and enhance shelf appeal

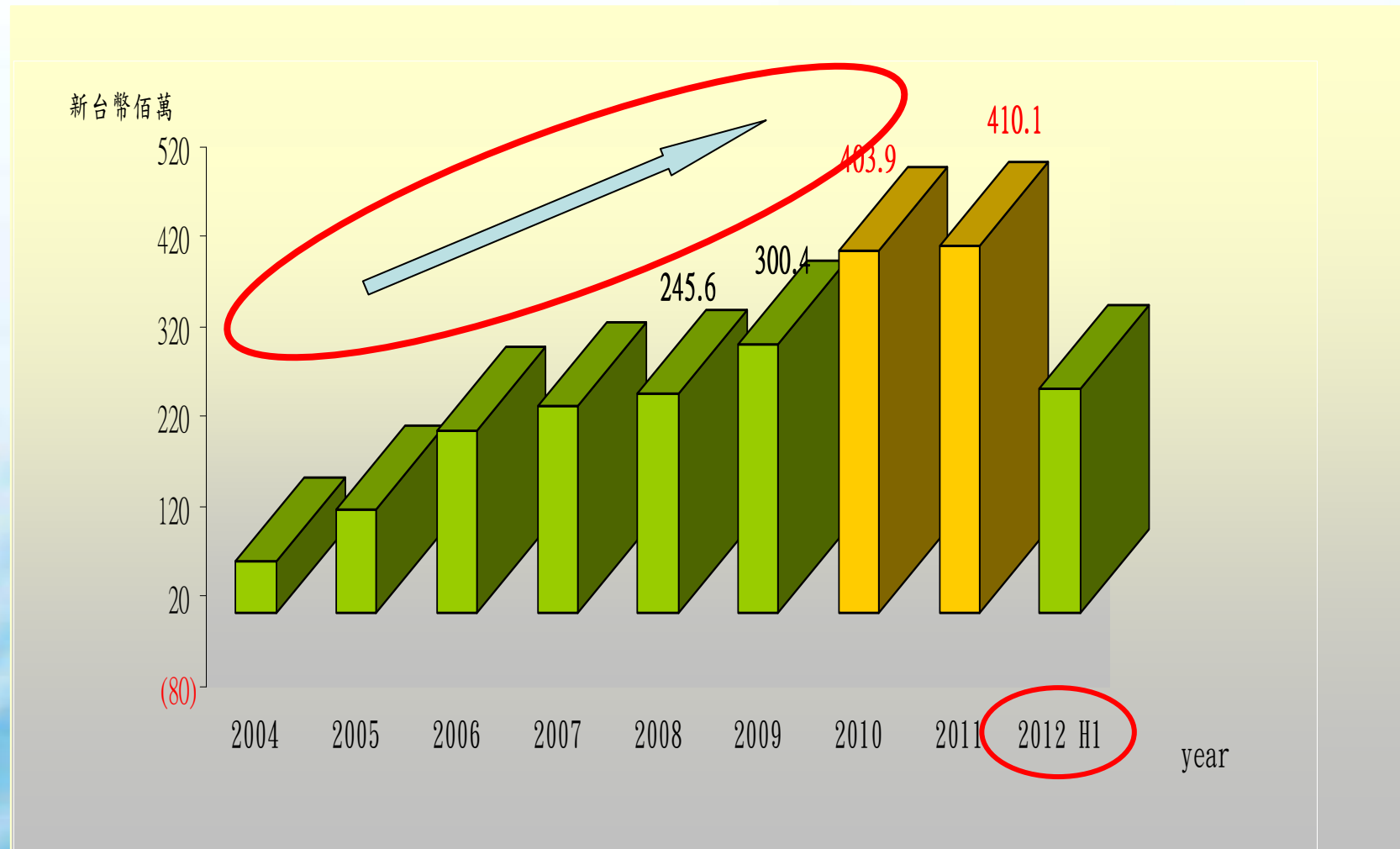
泓瀚科技的行銷業務



歷年營收成長圖

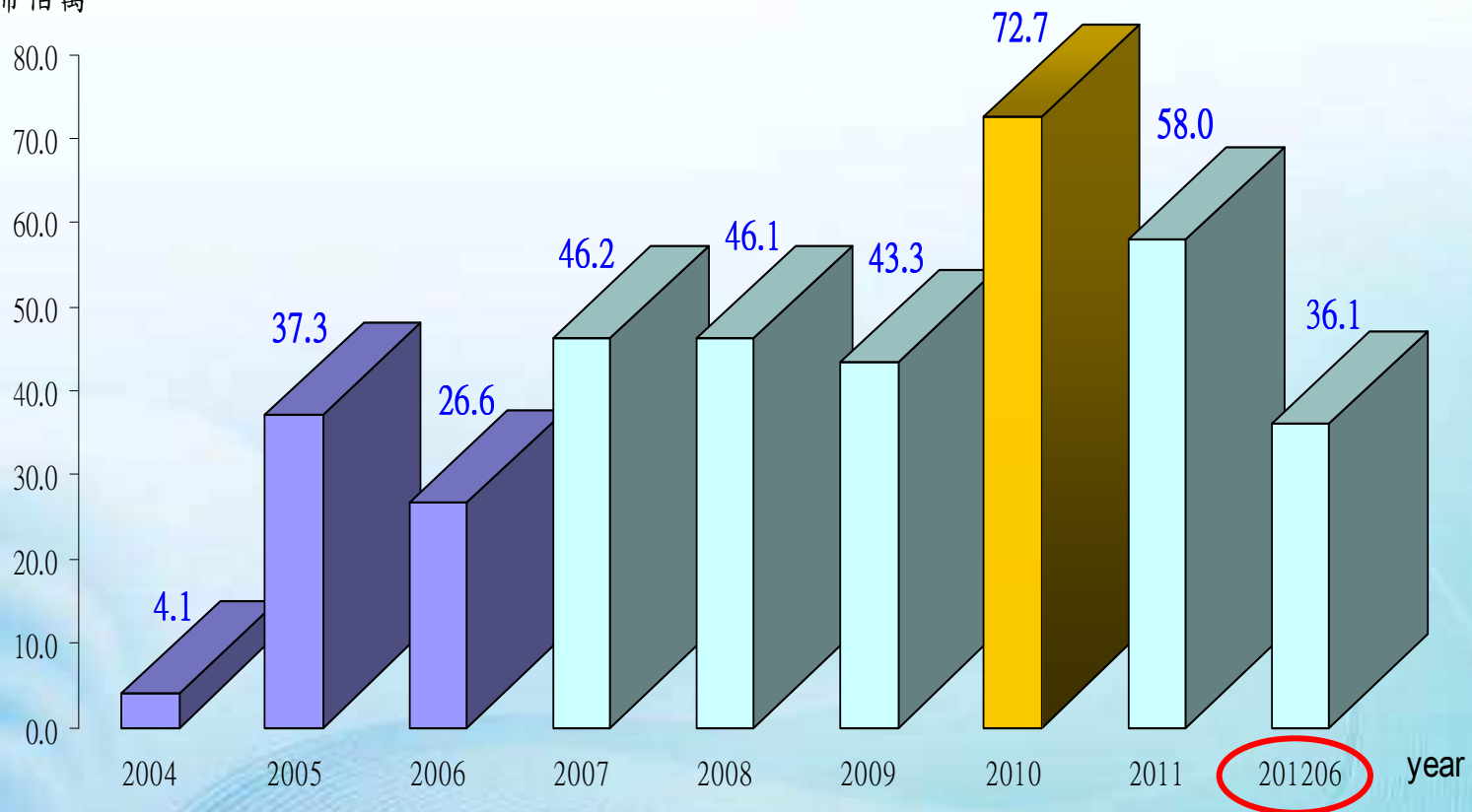
新台幣百萬

	2004	2005	2006	2007	2008	2009	2010	2011	201206
銷貨收入淨額	58.8	115.5	203	231.3	245.6	300.4	403.9	410.1	249.4



稅前淨利成長圖

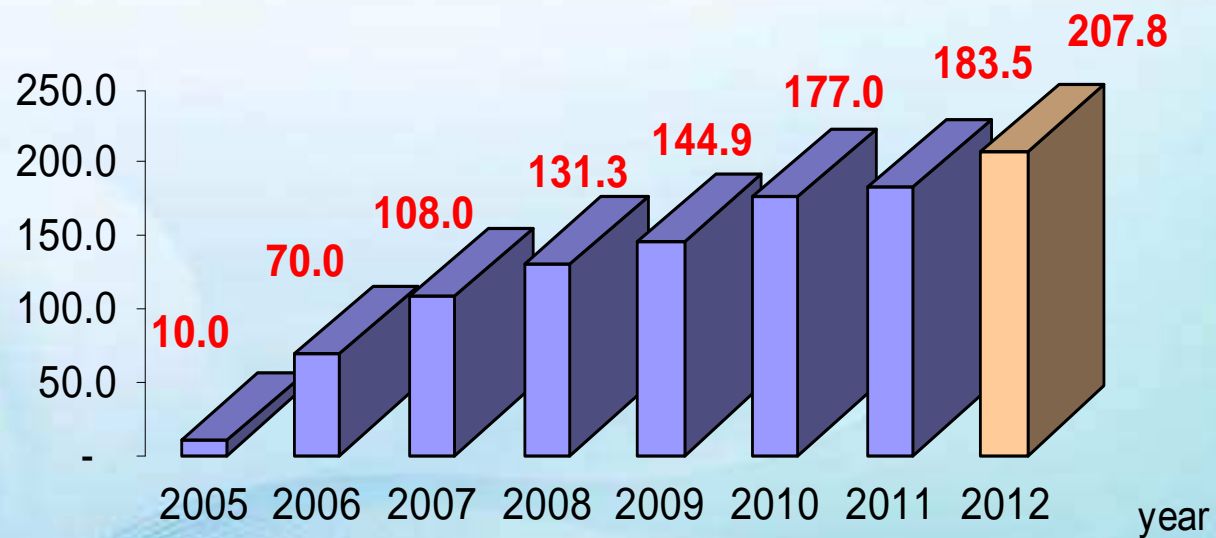
新台幣佰萬



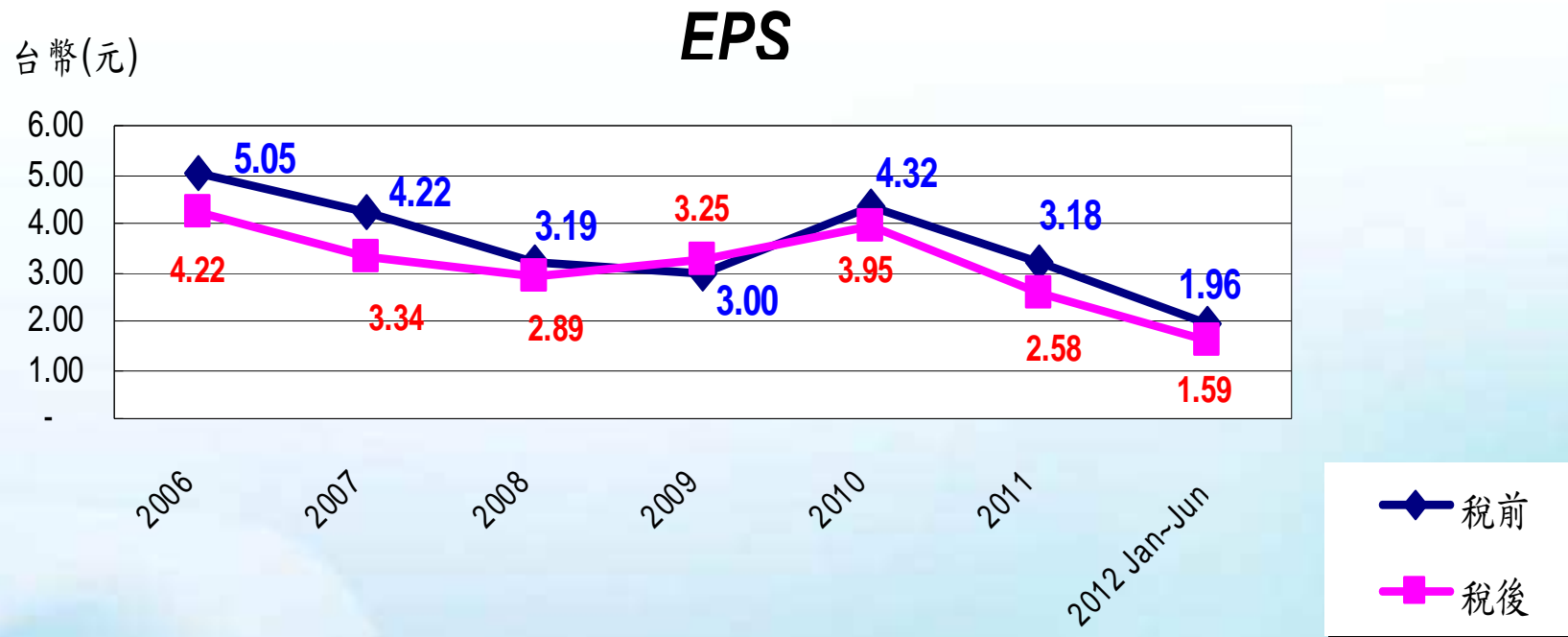
歷年股本成長情形

	2005	2006	2007	2008	2009	2010	2011	2012
年底資本額 (台幣佰萬元)	10.0	70.0	108.0	131.3	144.9	177.0	183.5	207.8

新台幣佰萬元



小而美的泓瀚



Year	2006	2007	2008	2009	2010	2011	2012 Jan~Jun
基本EPS (台幣元) -- 稅前	5.05	4.22	3.19	3.00	4.32	3.18	1.96
基本EPS (台幣元) -- 稅後	4.22	3.34	2.89	3.25	3.95	2.58	1.59

損益表 (Jan ~Jun 2012 vs 2011)

單位：台幣百萬

項 目	H1 2012	%	H1 2011	%	+/-	
銷貨收入淨額	249.4	100	187.8	100	61.6	
營業成本淨額	157	63	123	65	34.1	
銷貨毛利	92.8	37	65.3	35	27.5	+42%
營業費用合計	56.1	22	44.8	24	11.3	
營業淨利	36.7	15	20.5	11	16.2	
營業外收入及費用	(0.6)	(0)	1.2	1	(1.8)	
稅前淨利	36.1	14	21.7	12	14.4	+66%
所得稅費用	6.8	3	5.6	3	1.27	
本期淨利	29.3	12	16.1	9	13.14	

資產負債表 6/30/2012

	6/30/2012	%
流動資產		
現金	\$ 179,267	35
應收帳款及票據	97,561	19
存貨	73,104	14
預付款項	3,736	1
應收退稅款	1,839	0
其他流動資產	4,902	1
流動資產合計	360,409	71
採權益法之長期股權投資	29,015	6
固定資產		
成本	210,116	41
減：累計折舊	(105,741)	(21)
預付設備款	2,457	0
固定資產合計	106,832	21
其他資產		
遞延所得稅資產--非流動	6,594	1
受限制資產	3,000	1
其他資產	1,426	0
其他資產合計	11,020	2
資產總計	\$ 507,276	100

	6/30/2012	%
流動負債		
短期借款	\$ 29,880	6
應付帳款及票據	69,313	14
應付所得稅	4,484	1
應付費用	18,794	4
應付現金股利	22,025	4
應付設備款	1,583	0
預收款項及其他	8,595	2
流動負債合計	154,674	30
股東權益		
普通股股本	183,546	36
待分配股票股利	24,235	5
資本公積		
發行股票溢價	82,685	16
保留盈餘		
法定盈餘公積	29,409	6
未分配盈餘	32,727	6
股東權益合計	352,602	70
資產及股東權益總計	\$ 507,276	100

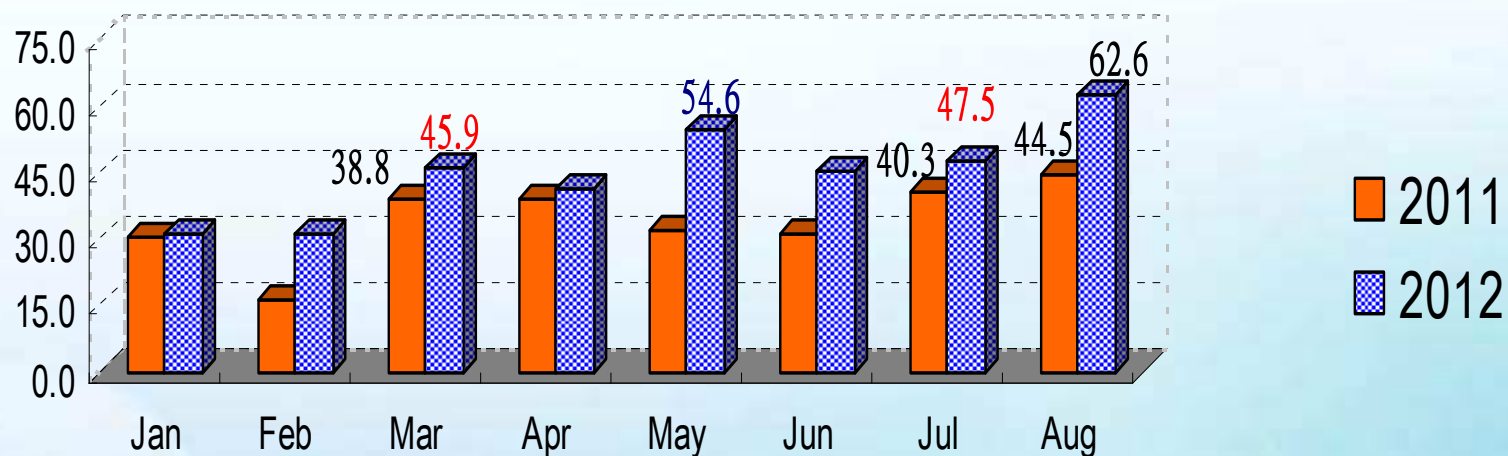
流動比 233 %

淨值 \$19.2

Jetbest®

今年營收成長趨勢 (2012 v.s 2011)

NT\$ M

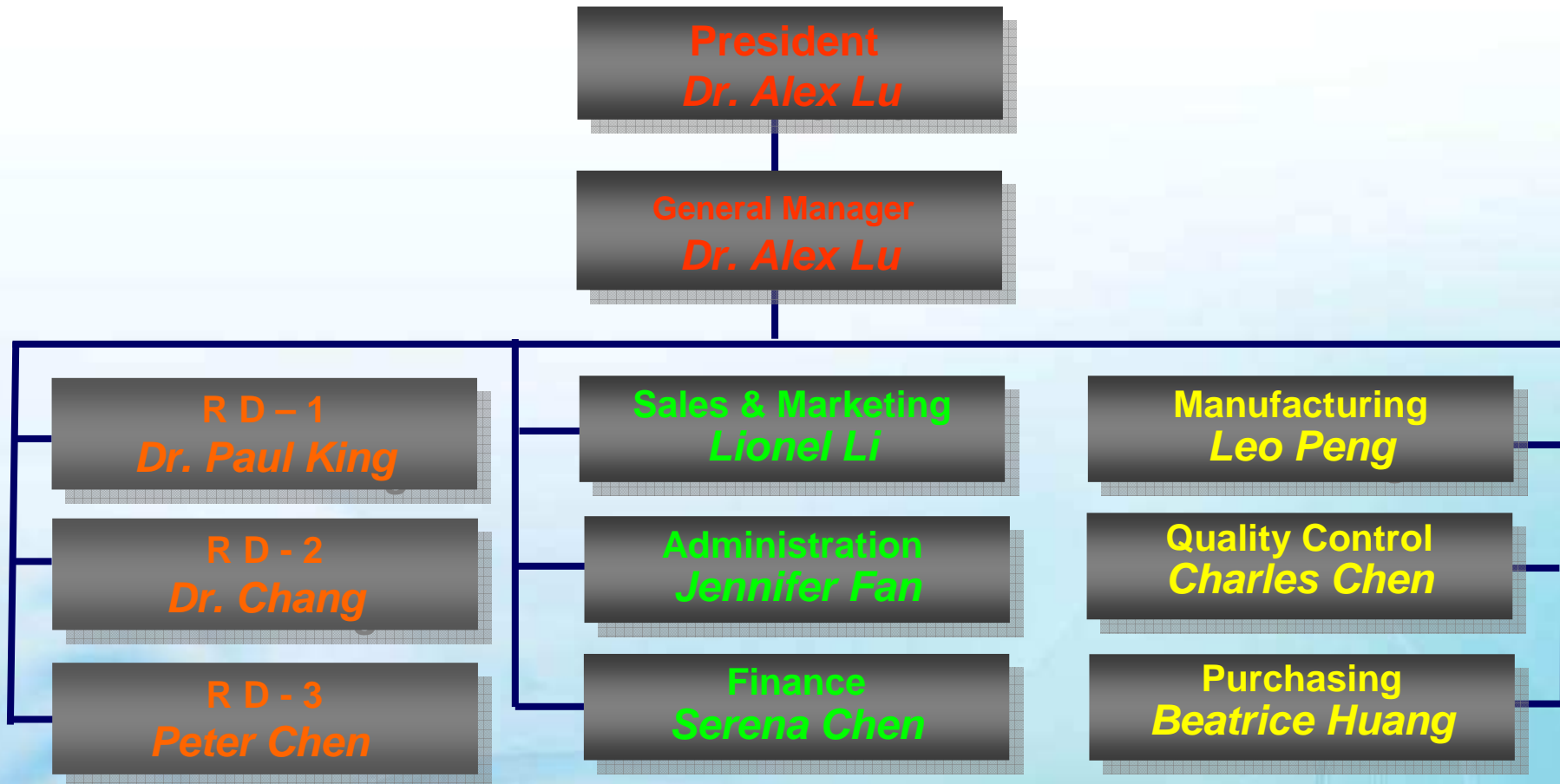


										in NT\$ M
Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Jan~Aug YTD	
2011	30.6	16.4	38.8	38.7	32.2	31.1	40.3	44.5	272.6	
2012	30.8	31.3	45.9	41.8	54.6	45.2	47.5	62.6	359.5	+86.9M

+32%

+86.9M

Organization Structure



主管學經歷

姓名	職稱	學歷	經歷
呂植境	董事長兼總經理	清大化學博士	佳士達, 研能科技
李聖然	行銷資深副總	美國德州碩士	瀚霖科技, 研能科技
金克永	研發處長	清大化學博士	中研院化學所
張家文	研發處長	清大化學博士	達興, 長興
彭明忠	廠長	台藝大	佳士達, 研能科技
陳介立	副廠長	交大碩士	群創科技
陳昭菁	財務協理	MBA, FDU in USA	統寶光電
樊嘉茹	管理協理	台科大	杰暘科技
黃麗秋	採購經理	明新科大	瀚霖科技

R & D Team in Jetbest

RD I

- 墨水配方
- 材料研究
- 製程開發



RD III

- 模具開發
- 生產技術研究
- 供墨系統開發

RD II

- 奈米研磨
- 新奈米材料開發
- 製程開發

Jetbest Products

Water dye

Water pigment

Oil dye

Oil pigment

Solvent dye

Solvent pigment

ECO- pigment

ECO-dye

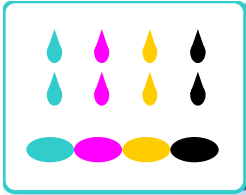
UV-curable ink

UV- liquid laminate

Dye sublimation ink

Water Pigment for cotton





優質墨水的發展



ECO Solvent Ink

For Mutoh. Roland. Mimaki

ECO Solmax Ink

SS2. MS2 Ink

SS21. ES3 Ink

HS. ECO-HS1 Ink

ECO Solvent Ultra Ink

Mild Solvent Ink



ECO Solvent Ink

For Konica.

Seiko.

XAAR.

Spectra



Solvent Ink



For Konica.

Seiko.

XAAR.

Spectra.

EPSON



Jetbest[®]

Water Based Ink

For Mutoh.

Roland.

Mimaki.

EPSON.

HP.

Encad



Dye Disperse Ink



For Roland.



Mutoh.

Mimaki.

EPSON



Reactive Dye Ink



For Mutoh. Roland. Mimaki



Roland



AJ-1000



HJ-50/52



FJ-500/600



Model **SJ-740**
SJ-540
SC-540

Mutoh



RJ-4000



RHII K+

Optional
CAPTIVAIR
Air Quality
System
Available!



2216

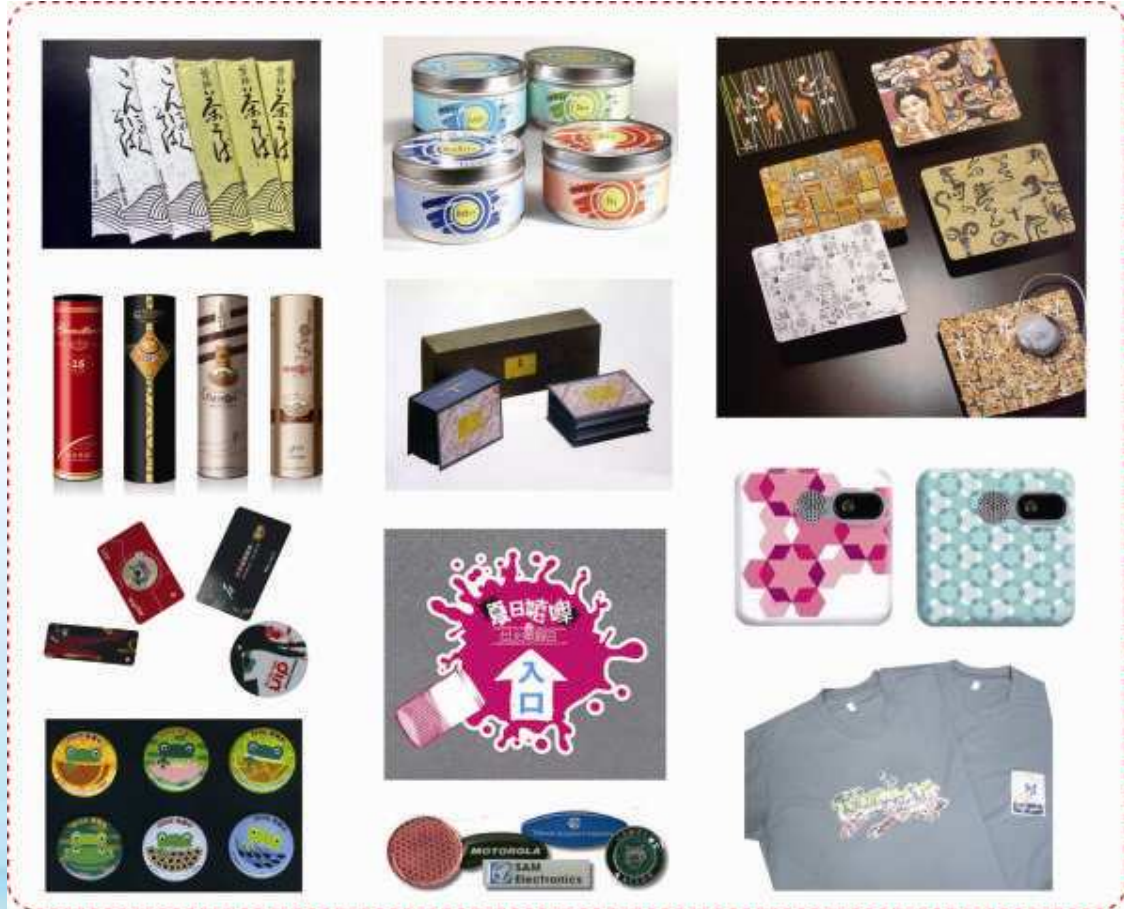


RJ-6000



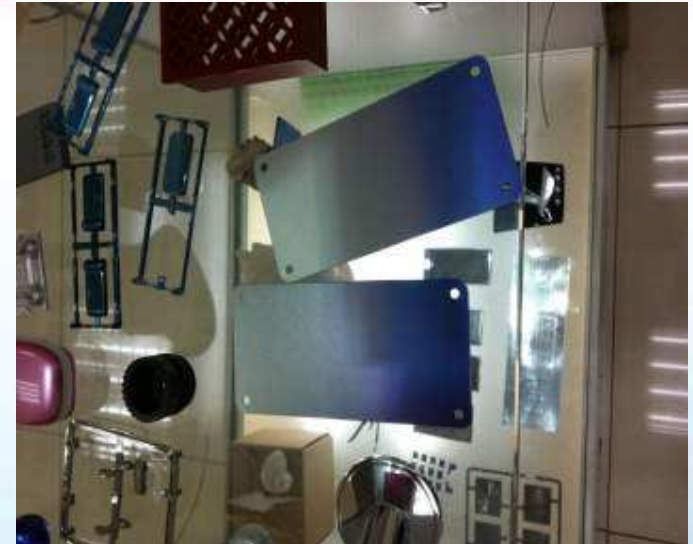
RJ-8000

Magic Ink (Dye & Pigment)



Printing Sample

Alumimum Notebook Cover



Iphone Cover













Touch Panel



E-Paper

Jetbest[®]

IT 產品的噴墨應用

Customer	Application				
	Metal or Plastic NB Cover	Touch panel for NB & PC	Mobil phone Cover	Mobil phone Touch Panel	Digital Camera Cover
	○	○	○	○	
	○	○			
	○	○	○	○	
	○	○	○	○	
	○	○	○	○	
	○	○			
	○	○			
			○	○	
					

China DX5/DX6 Printer

XENONS
锐诺斯



Phaeton 飞腾



特镁激光 CE
TEMEI Laser Engraving 专业的激光设备制造商



SPRINTER
Large Format Digital Inkjet Printer

WIT-COLOR



Jetbest



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

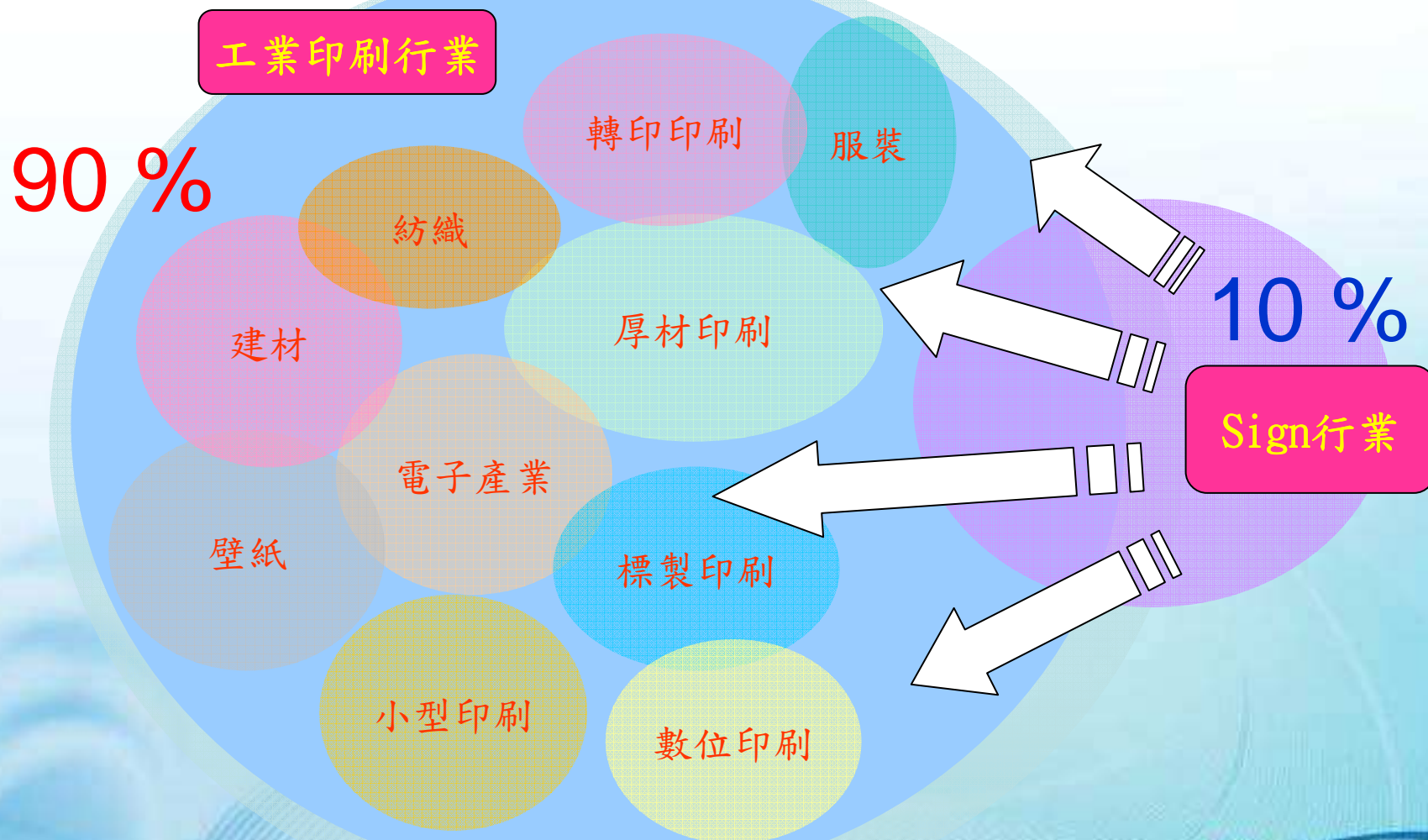
影印

招牌



Jetbest[®]

噴墨未來的應用趨勢



Key Applications in Industries

Application	Market Size	Market Requirement	Opportunity
Textiles (Reel to Reel-RTR)	Printed textiles \$165 Bn	Cost effective RTR printing with fast design introduction	High productivity RTR with aqueous dye inks
Ceramics (Tiles)	2010 ceramic tile output >9500 M m ² 2008 equipment sales >\$800M	Wall/floor tile printing with digital capability Digital ceramic decal printing	High throughput fixed array+ ceramic inks XY+ ceramic inks(sampling)
Wall/floor/furniture Coverings	Decorative laminate market \$ 21.2 Bn globally	Fast high quality digital wall covering printing High productivity digital laminate/ decor printing Rigid furnishings	High throughput fixed array+ solvent/ aqueous inks XY+UV inks
Glass (Architectural) (Appliance)	Printed glass \$ 1.3Bn	High productivity production printing Fast turnaround batch printing Ability to print non-flat	High throughput fixed array+ high temp inks XY+PVB inks/UV inks

Source: Xennia

Application Examples



Wall coverings



Biotechnology



Furniture laminates



Textiles



Printed electronics



Color Filter



Ceramics



Glass



Packaging & labeling



Product decoration



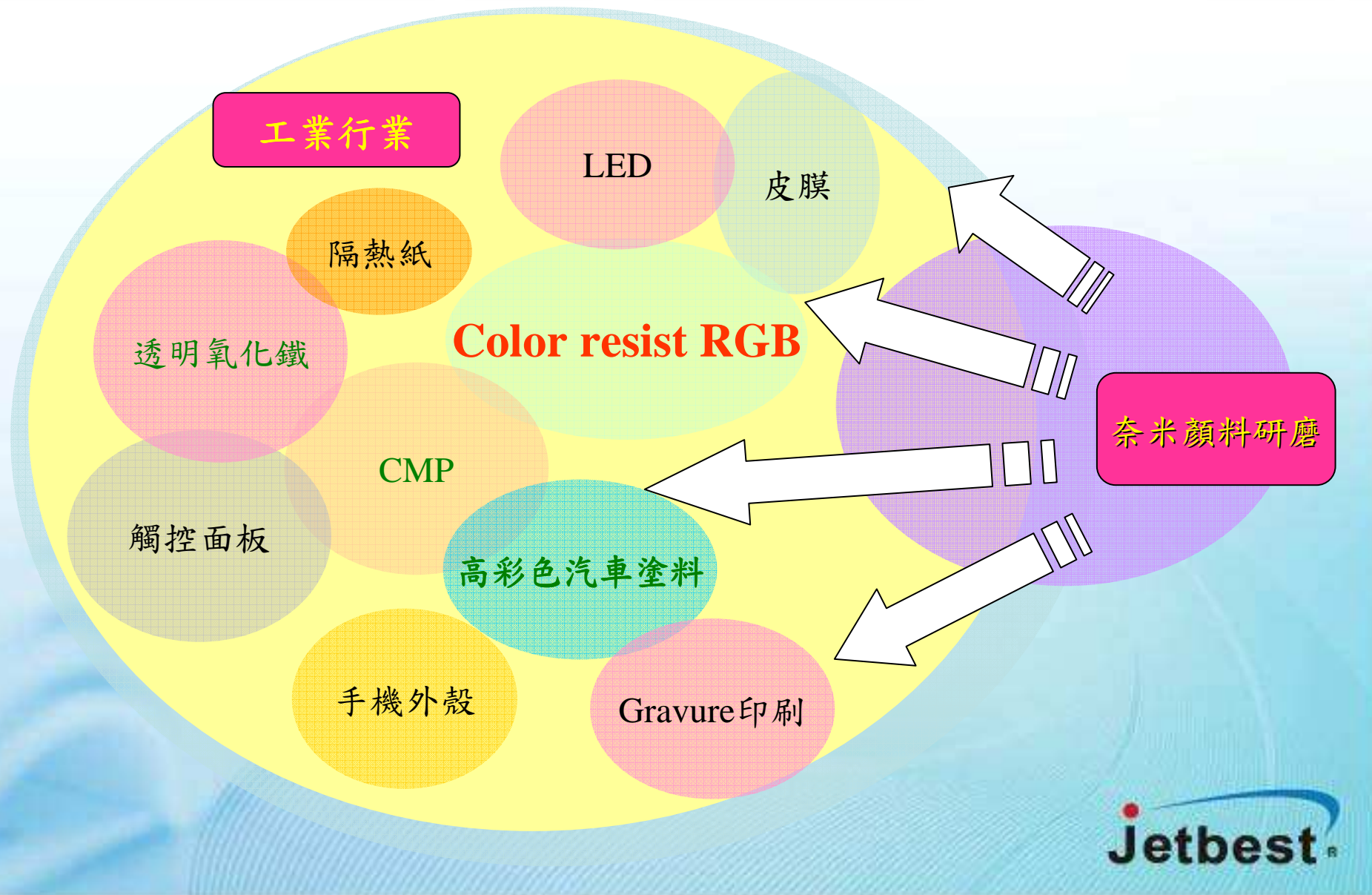
Inkjet已進入印刷行業





It is just this!!!

研磨分散部門的市場開發



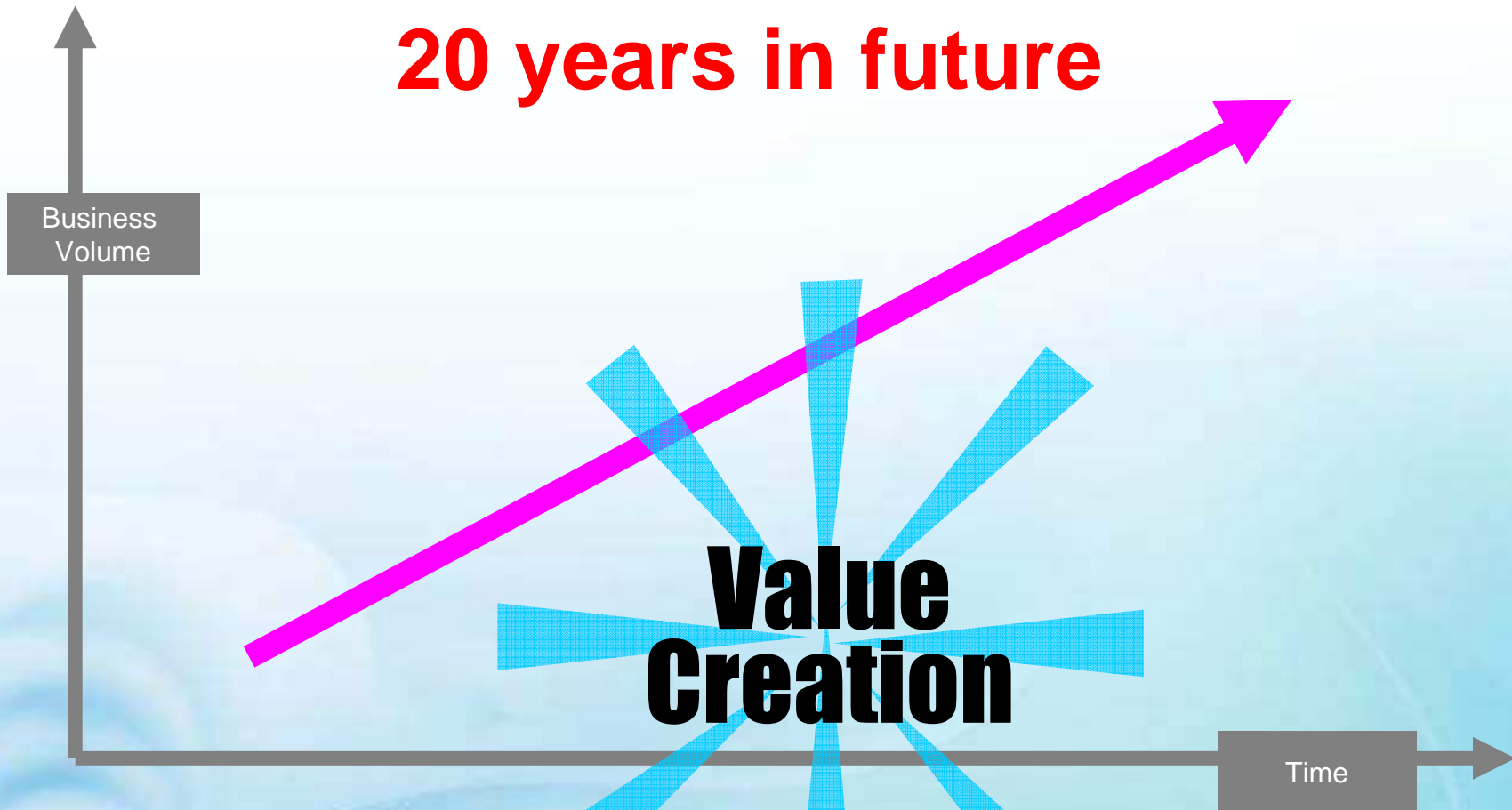


我們不作競爭者的對手
我們只作競爭者的標準

Jetbest®

Grow up together with customer!

20 years in future



Thanks for attention