



泓瀚科技股份有限公司

噴墨墨水產業的新契機

主講人: 呂植境 Alex Lu

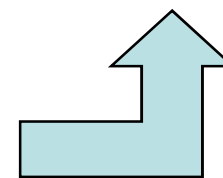
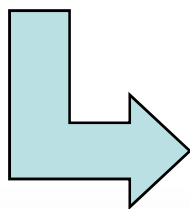
May 5th, 2016





技術的創新

造成產業的消失



Jetbest®

傳統印刷



Digital Printing

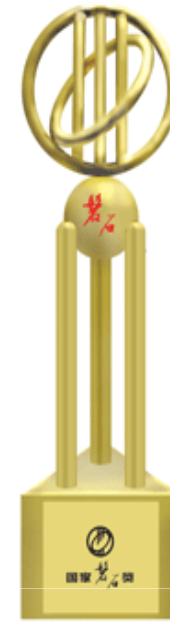
Laser

Inkjet



公司沿革

- 🔥 2004年成立於新竹市中華路四段
- 🔥 2005年發表第一款環保型奈米顏料墨水ECO in
- 🔥 2006年第一款日本原廠ODM專用墨水量產
- 🔥 2007年引進H&Q創投
- 🔥 2008年奈米研磨分散色漿量產
- 🔥 2009年穩壓式自動供墨系統上市
- 🔥 2010年興櫃發行
- 🔥 2010年獲頒中華民國經濟部第13屆小巨人獎
- 🔥 2011年榮獲第20屆國家磐石獎
- 🔥 2011年當選第34屆創業楷模獎
- 🔥 2012年袖料墨水及活性紡織墨水上市
- 🔥 2013年熱昇華紡織上市
- 🔥 2014年LED UV 微墨滴墨水上市
- 🔥 2015年第二款日本原廠ODM專用墨水代工



公司地點：新竹市大湖路173-2號

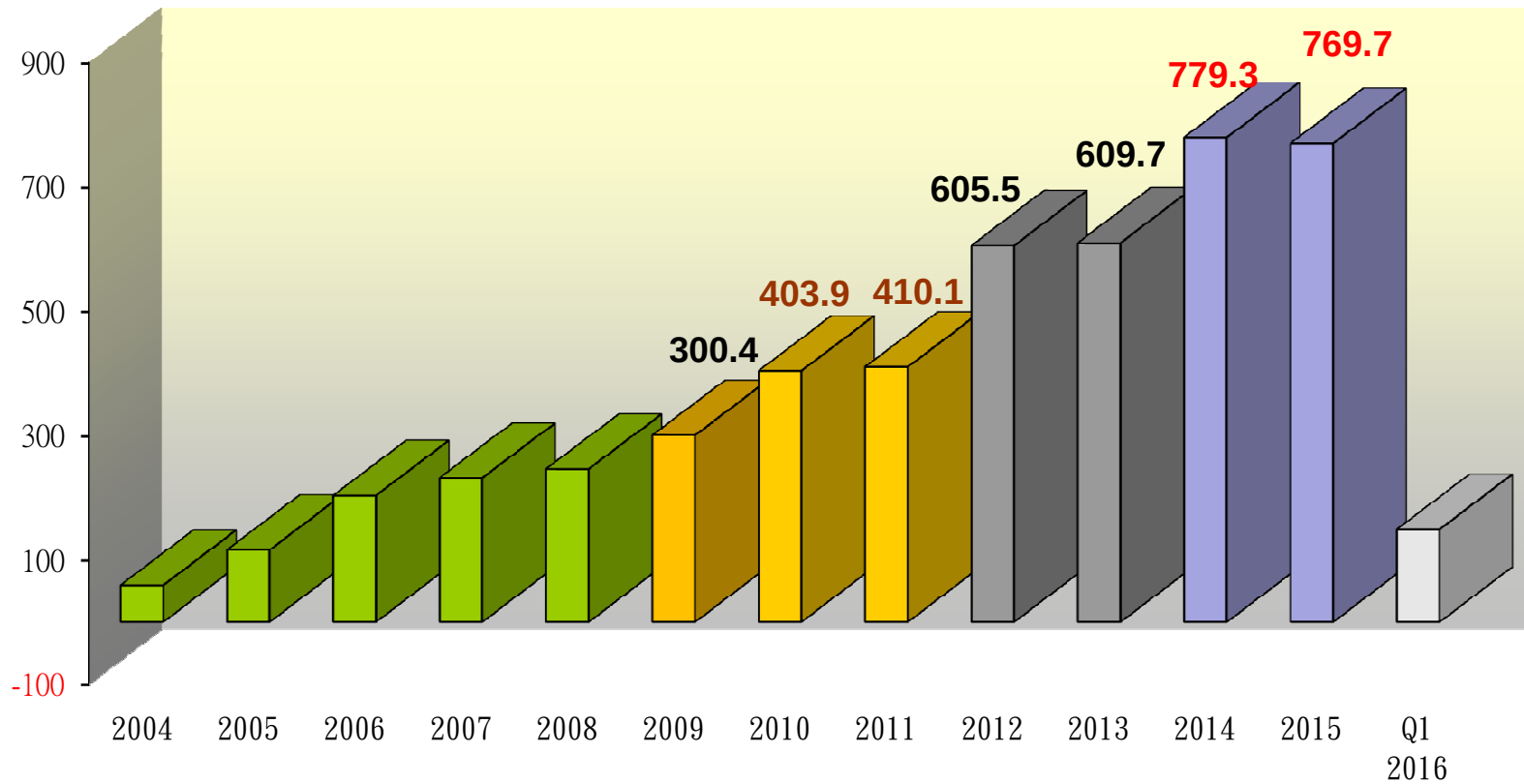


年輕・活力・有創造力的Jetbest



歷年營收

新台幣佰萬



year

2016

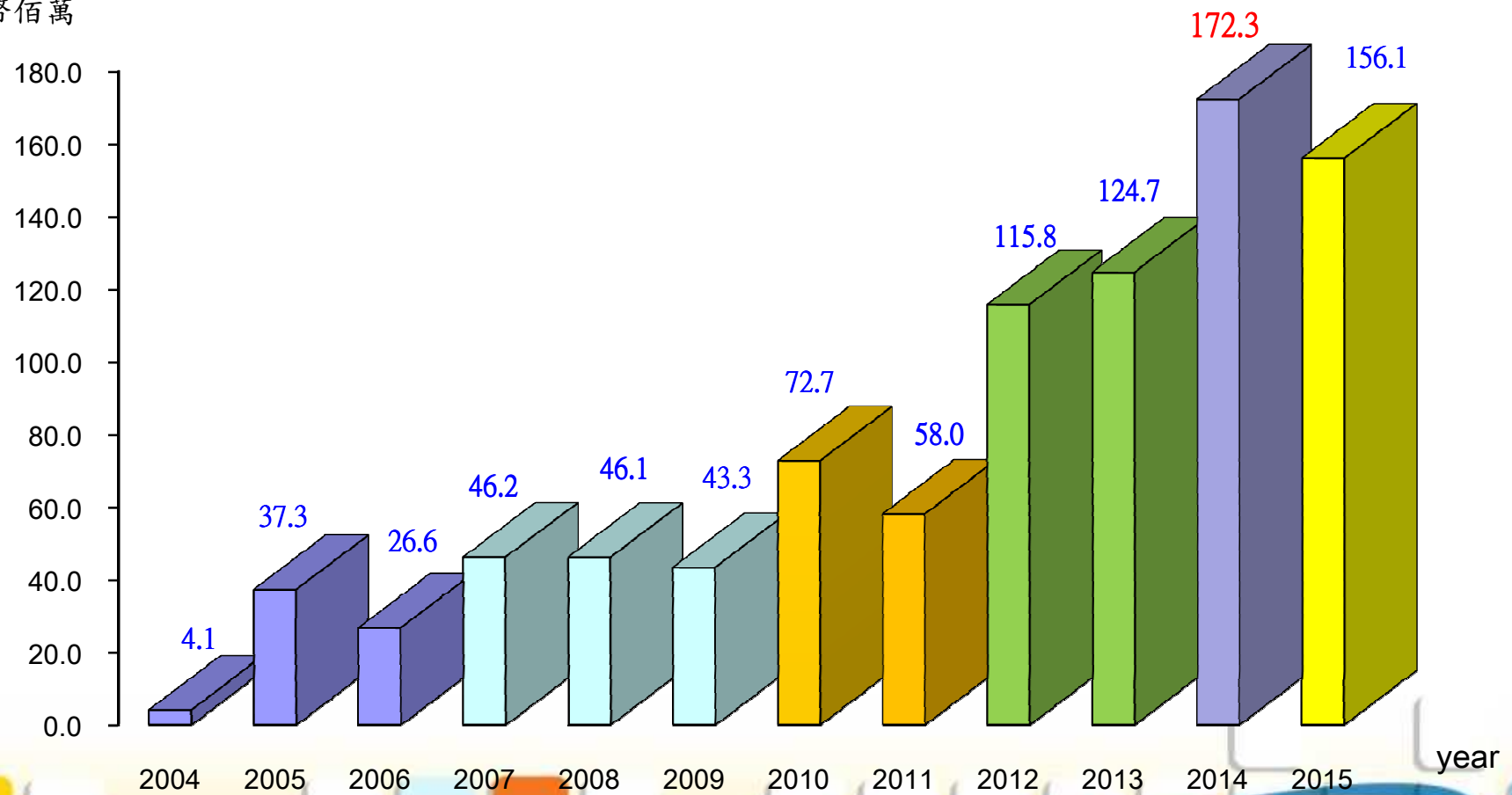
新台幣佰萬

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	Q1 2016
營收淨額	58.8	115.5	203	231.3	245.6	300.4	403.9	410.1	605.5	609.7	779.3	769.7	148.7



稅前淨利

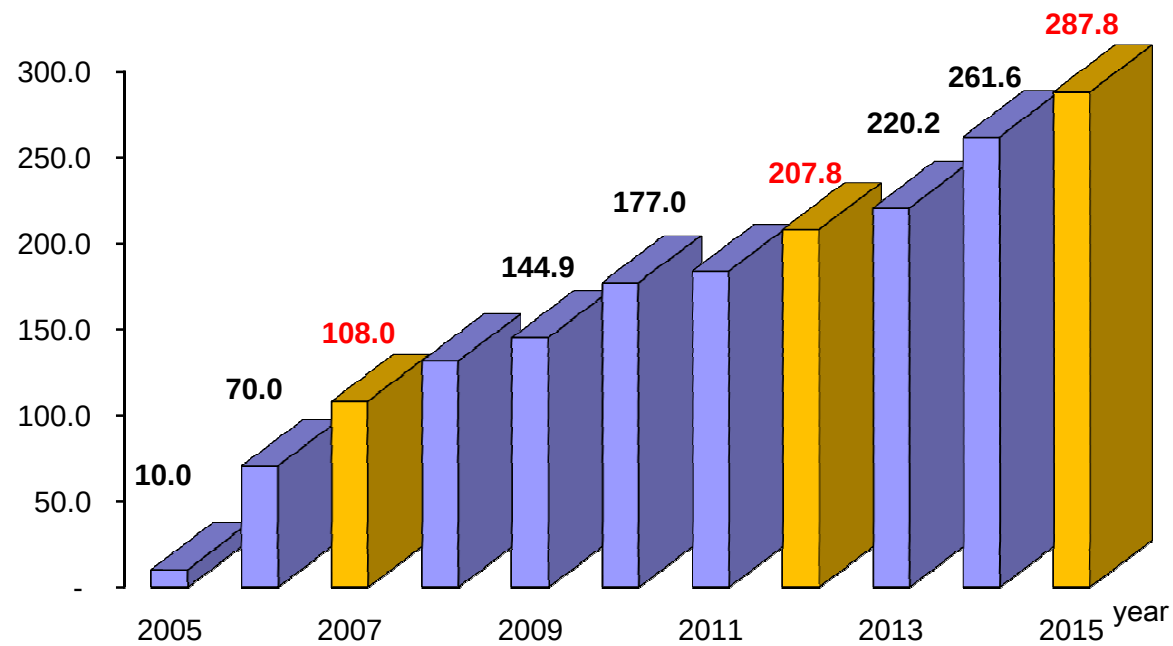
新台幣佰萬



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歷年股本

新台幣佰萬元



2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
10.0	70.0	108.0	131.3	144.9	177.0	183.5	207.8	220.2	261.6	287.8	

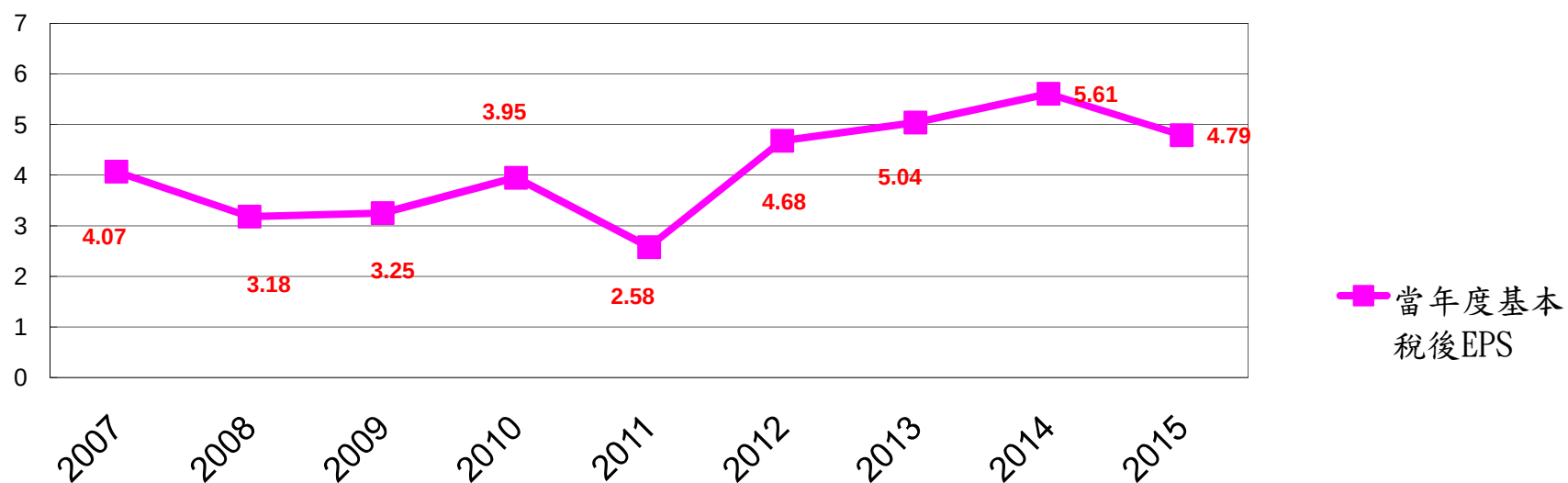
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小而美的泓瀚



台幣(元)

當年度基本稅後EPS



註：此表係當年度基本稅後盈餘，未追溯調整。



損益表 (2015 vs 2014)

單位：台幣佰萬

項 目	2015	%	2014	%	+ / -
銷貨收入淨額	769.7	100	779.3	100	(9.6)
營業成本淨額	495.1	64	492.1	63	3.0
銷貨毛利	274.6	35.7	287.2	36.9	(12.6)
營業費用合計	123.2	16	113.6	15	9.6
營業淨利	151.4	20	173.6	22	(22.2)
營業外收入及費用	4.7	1	(1.2)	0	5.9
稅前淨利	156.1	20	172.4	22	(16.3)
所得稅費用	18.0	2	26.2	3	(8.2)
本期淨利	138.0	18	146.1	19	(8.1)

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資產負債表 12/31/2015

單位：台幣佰萬

	12/31/2015	%
流動資產		
現金	271.7	22
應收帳款及票據	165.6	14
存貨	85.1	7
其他應收款	4.3	0
其他流動資產	5.3	0
流動資產合計	531.9	44
採權益法之長期股權投資	0.2	0
不動產、廠房及設備		
土地	122.9	10
廠房及設備		
成本	710.9	59
減：累計折舊	(221.1)	(18)
	489.8	40
小計	612.7	51
其他資產		
遞延所得稅資產--非流動	0.3	0
預付設備款	59.8	5
受限制資產	3.0	0
其他資產	3.9	0
其他資產合計	67.0	6
資產總計	1,211.8	100

	12/31/2015	%
流動負債		
短期借款	-	0
一年內到期之長期借款	69.0	6
應付帳款及票據	115.0	9
應付設備款	32.6	3
應付所得稅	16.4	1
應付薪資及獎金	14.8	1
應付員工及董監酬勞	13.5	1
預收款項及其他	14.2	1
流動負債合計	275.5	23
非流動負債		
長期借款	197.0	16
存入保證金	0.3	0
非流動負債合計	197.3	16
股東權益		
普通股股本	287.8	24
資本公積		
發行股票溢價	152.7	13
員工認股權	10.3	1
保留盈餘		
法定盈餘公積	64.8	5
未分配盈餘	223.4	18
股東權益合計	739.0	61
資產及股東權益總計	1,211.8	100

流動比 193 %

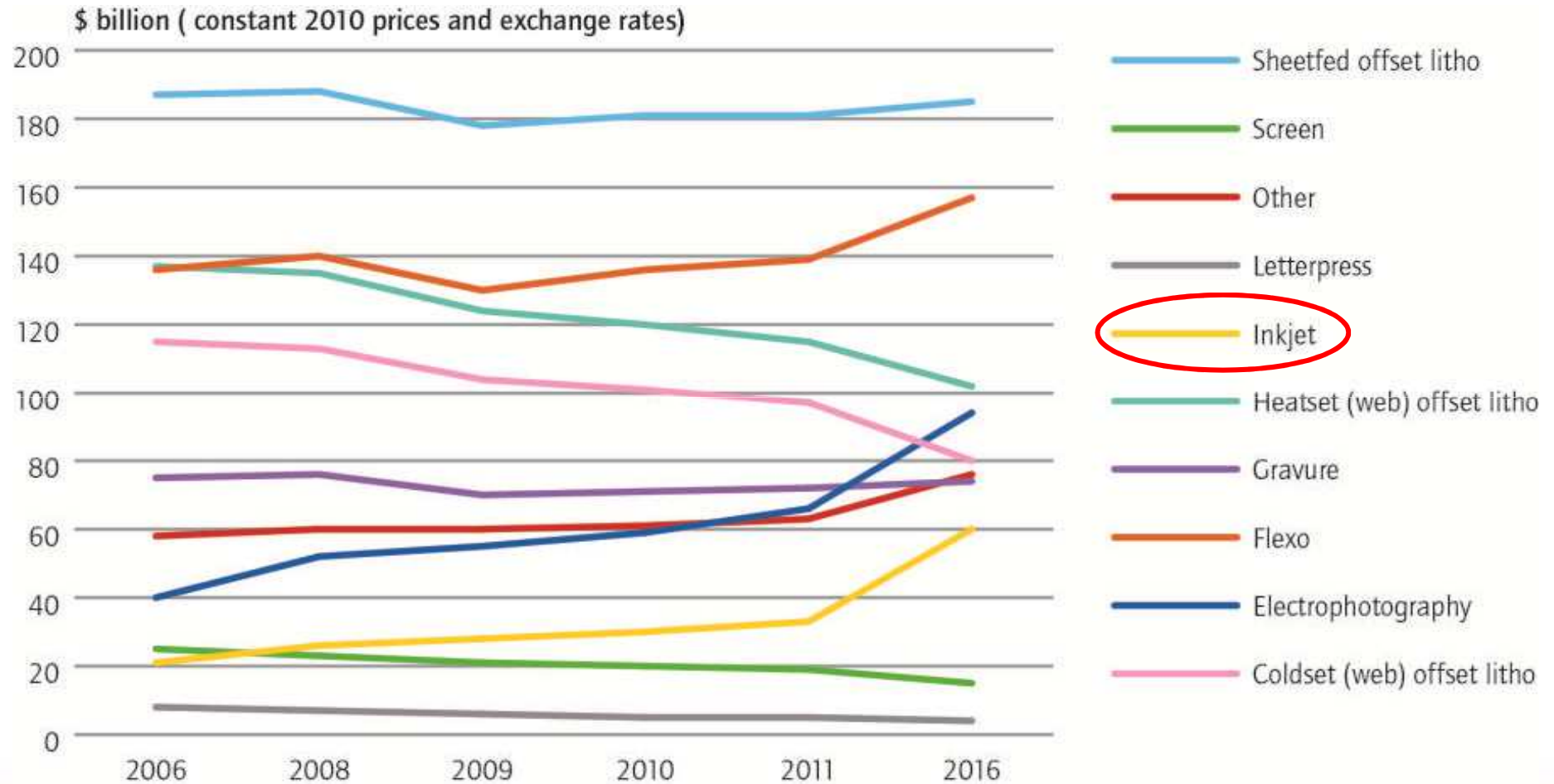
淨值\$25.7

地區別銷售資料 (2013~2015)

% of gross sales

地區別	2013	2014	2015
台灣	16	13	10
日韓	8	7	9
東南亞	10	8	11
中國/香港	30	29	31
亞洲其他	6	6	8
北美	3	2	1
中南美	11	18	14
歐洲	13	13	12
其他(非、大洋洲)	3	3	4
合計	100	100	100

Print Processes

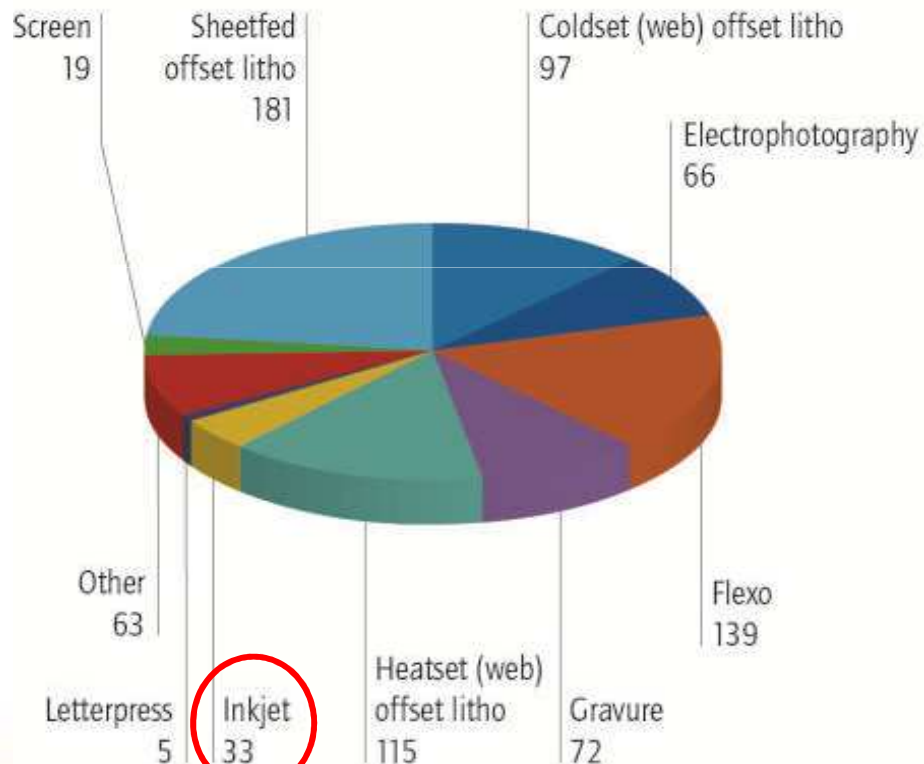


Source: Pira International

Print Processes – Market Share

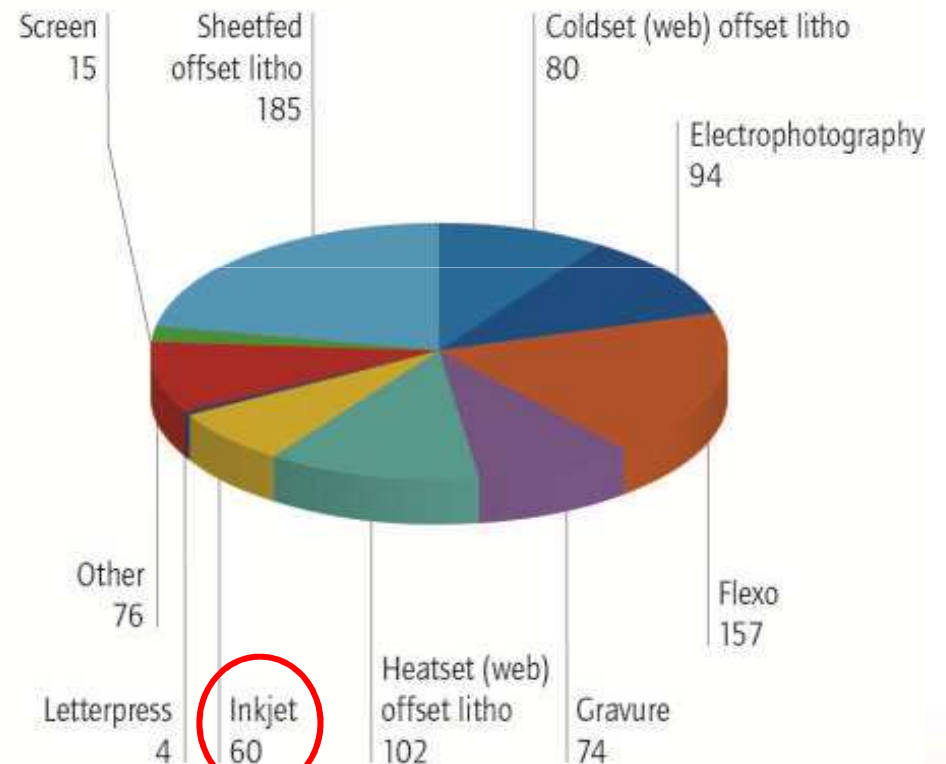
2011

\$ billion (constant 2010 prices and exchange rates)



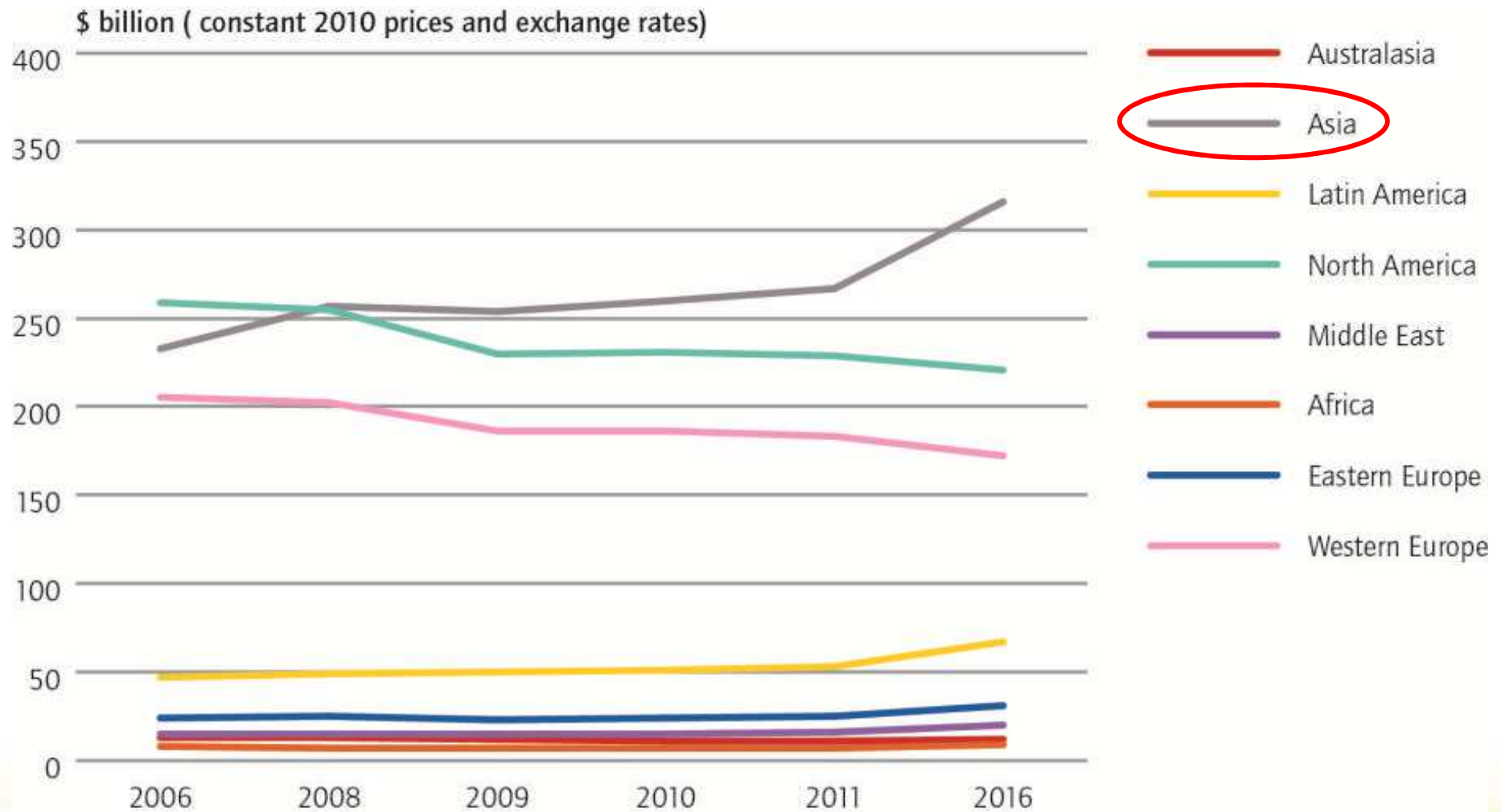
2016

\$ billion (constant 2010 prices and exchange rates)



Source: Pira International

Geographic Regions

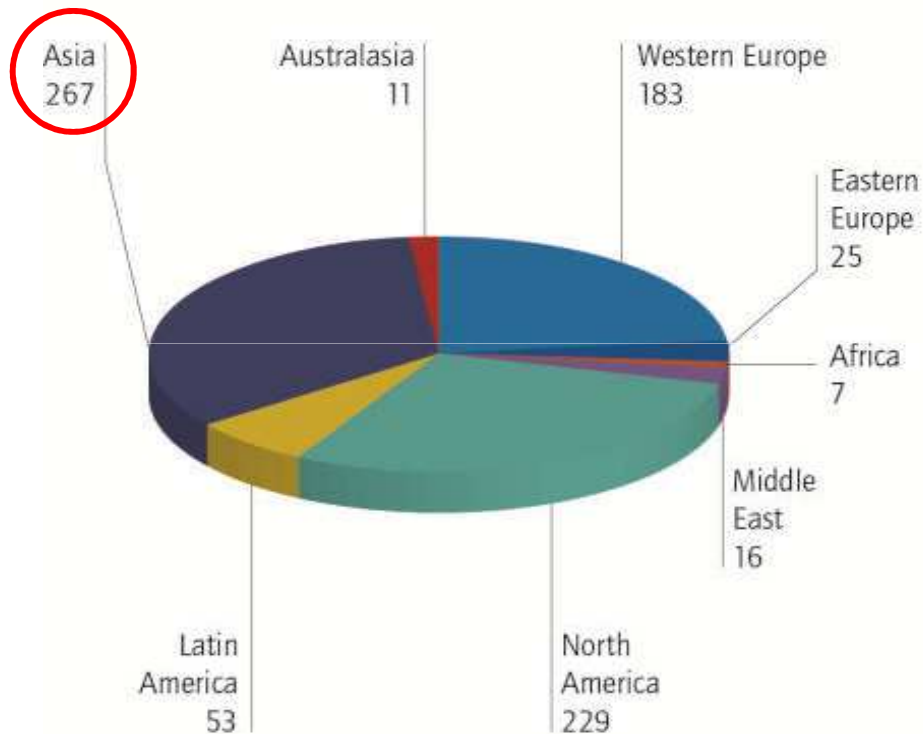


Source: Pira International

Geographic Regions – Market Share

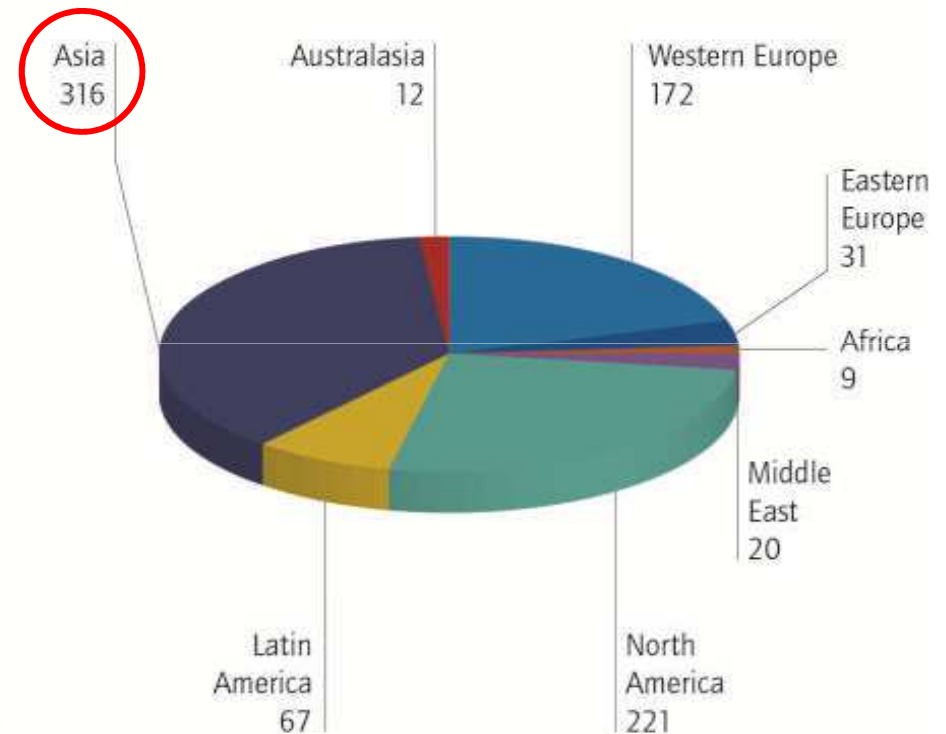
2011

\$ billion (constant 2010 prices and exchange rates)



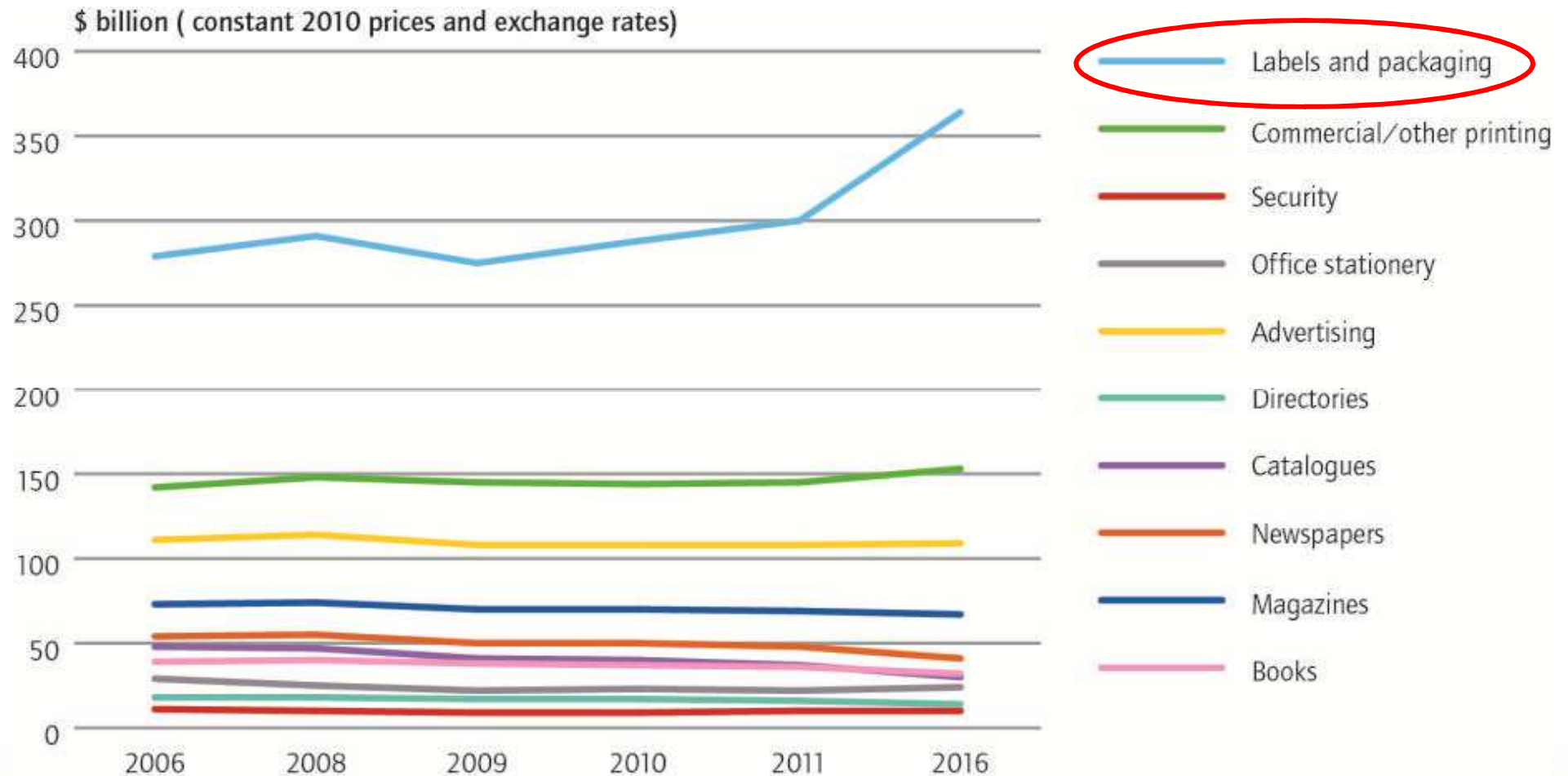
2016

\$ billion (constant 2010 prices and exchange rates)



Source: Pira International

End-use Sectors

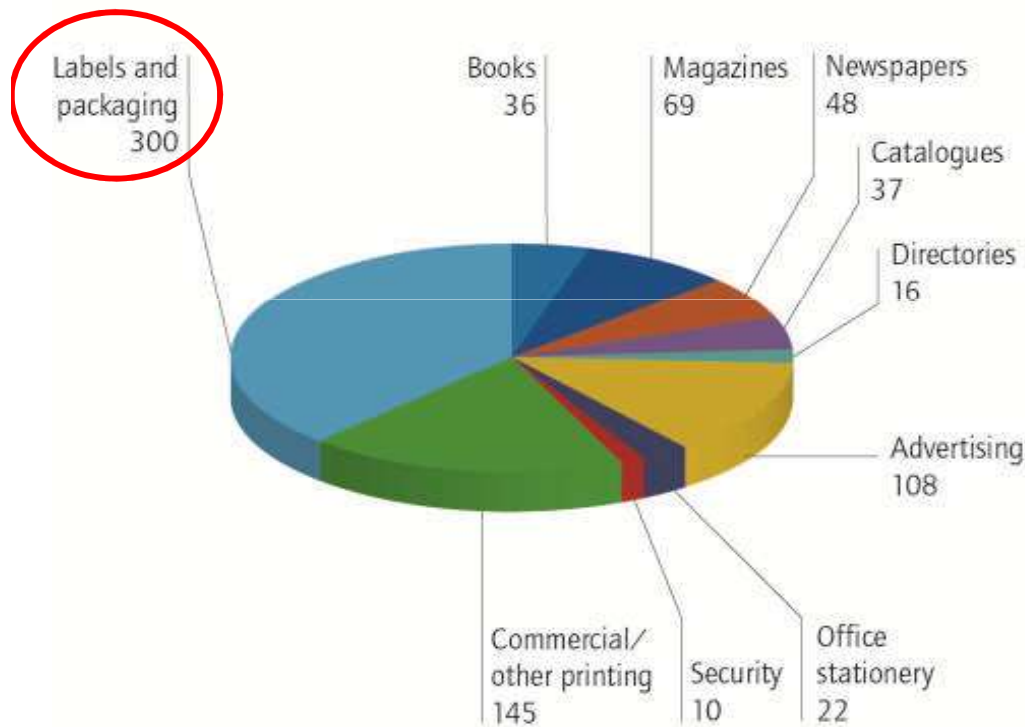


Source: Pira International

End-use Sectors – Market Share

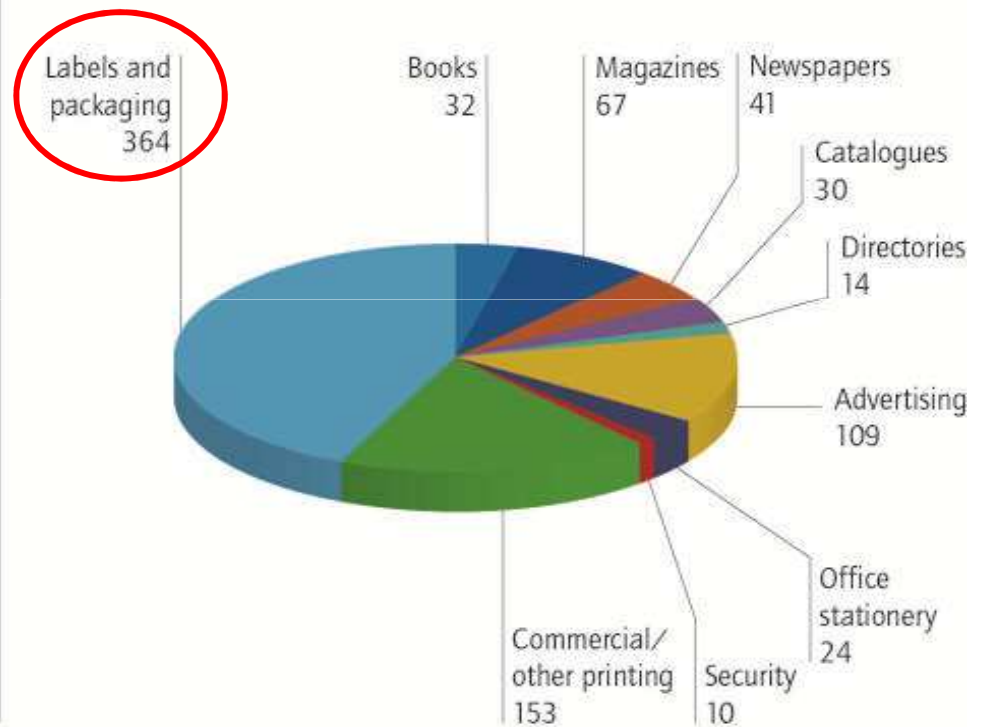
2011

\$ billion (constant 2010 prices and exchange rates)



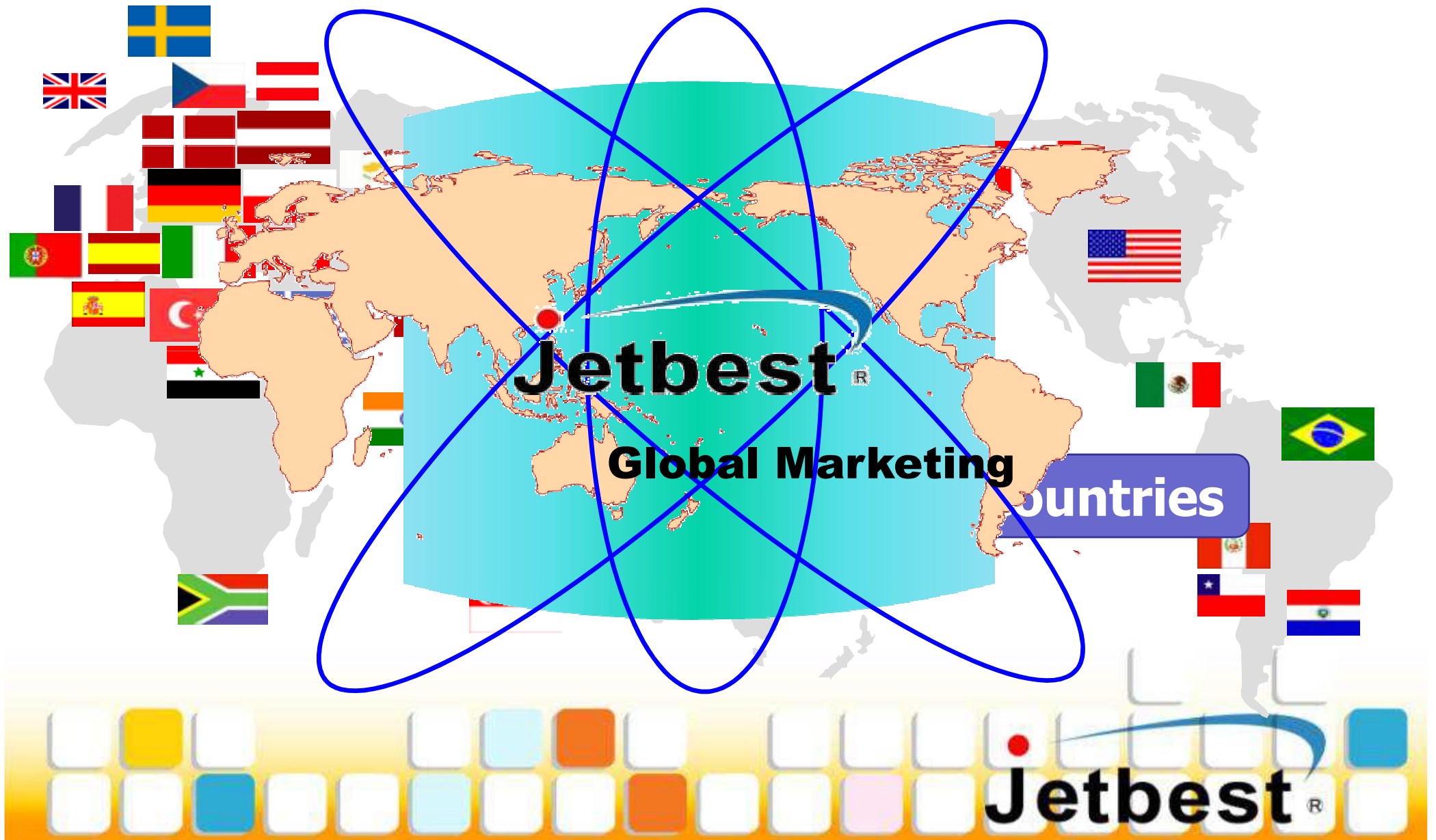
2016

\$ billion (constant 2010 prices and exchange rates)

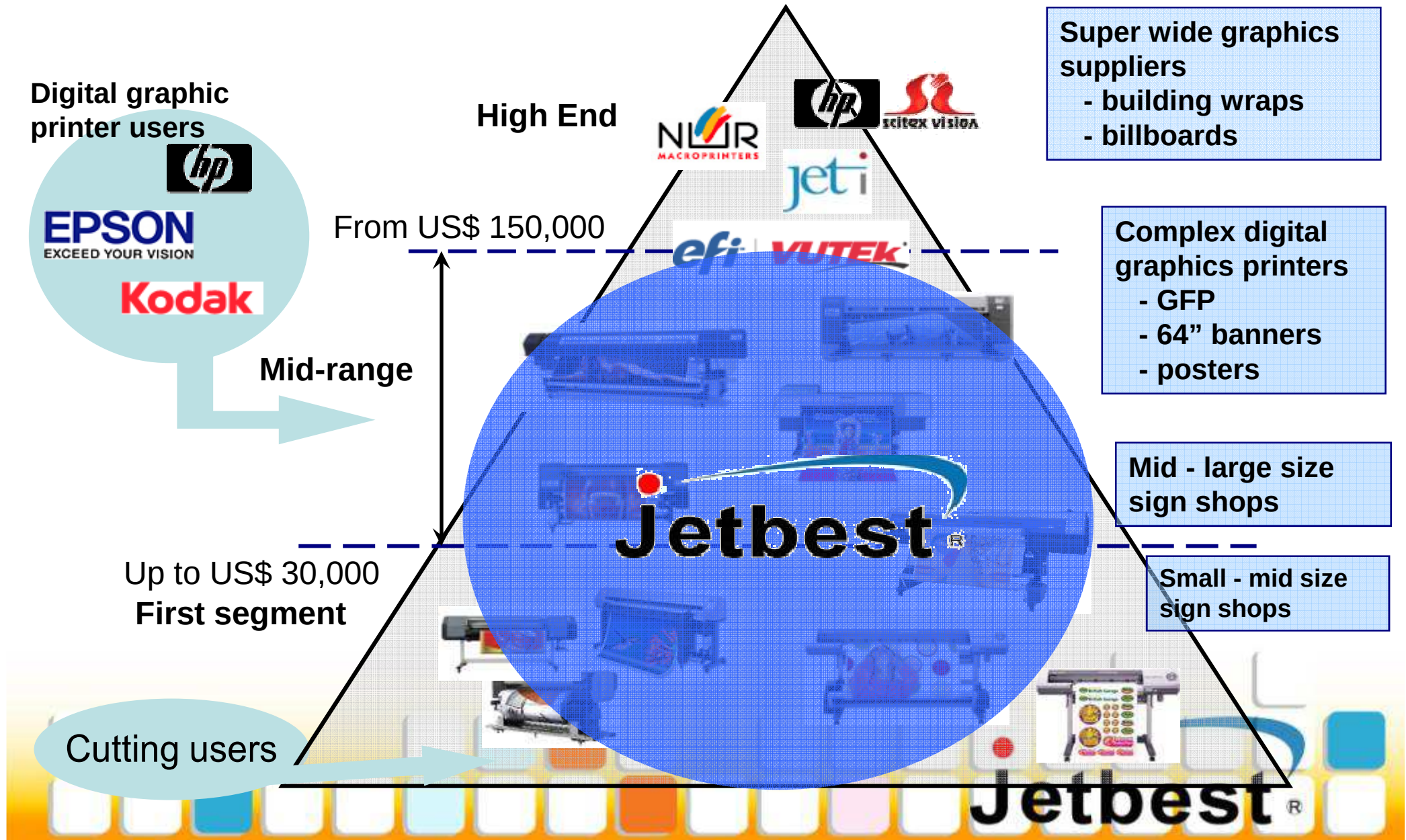


Source: Pira International

泓瀚科技的行銷業務

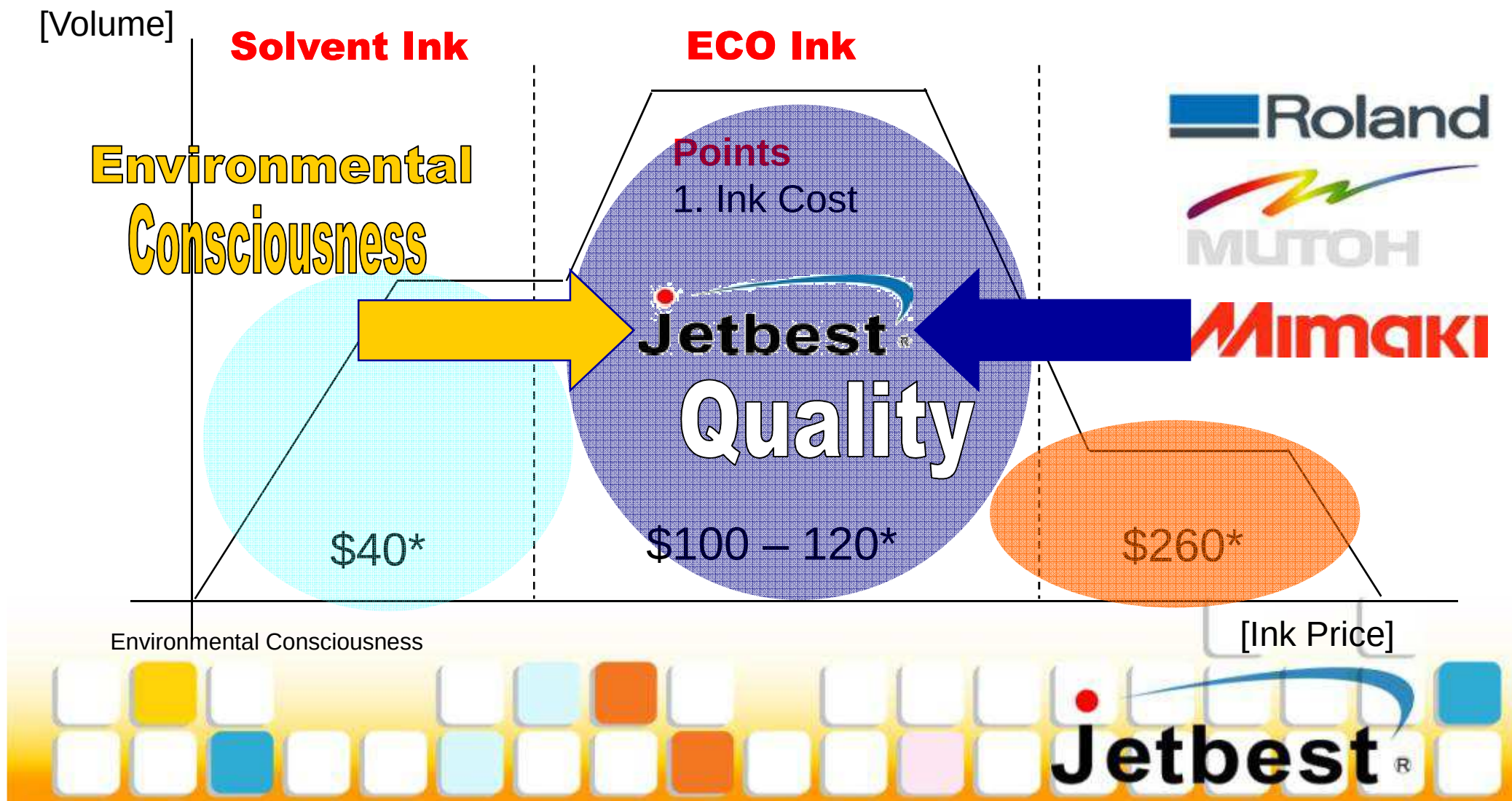


噴繪市場架構



WF INK Survey Review報導：

- Running cost is the key to the next customers



Roland



AJ-1000



HJ-50/52



FJ-500/600



Model SJ-740
SJ-540
SC-540

Jetbest®

Mutoh



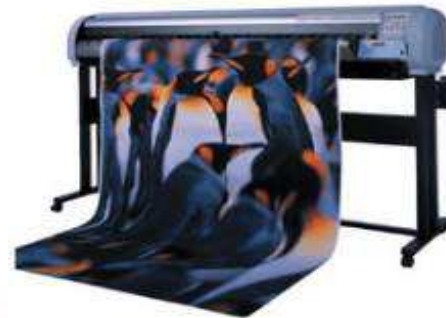
RJ-4000



RHII K+



2216



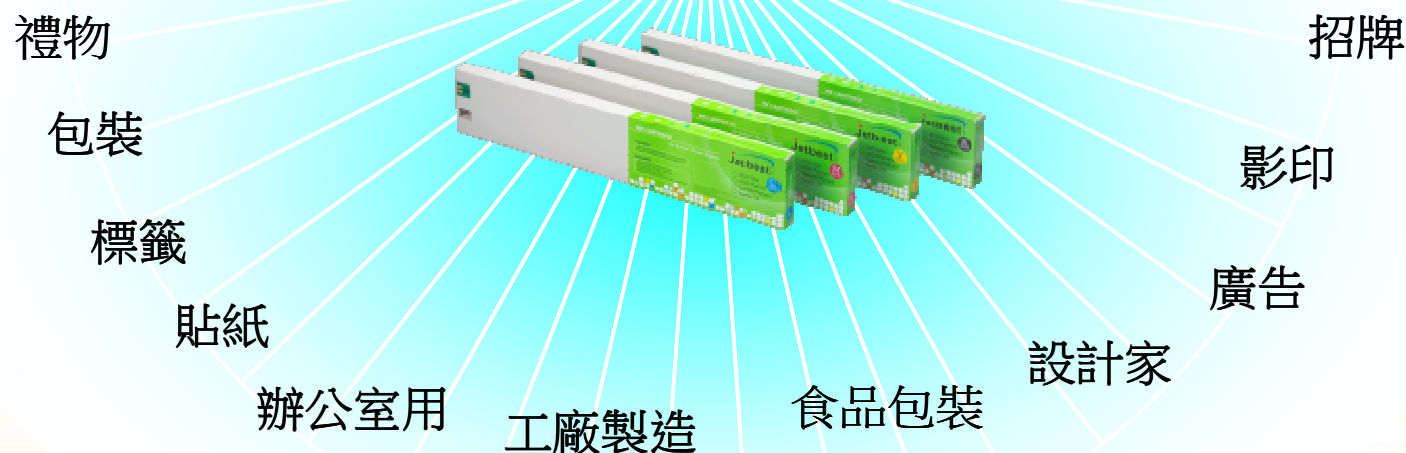
RJ-6000



RJ-8000

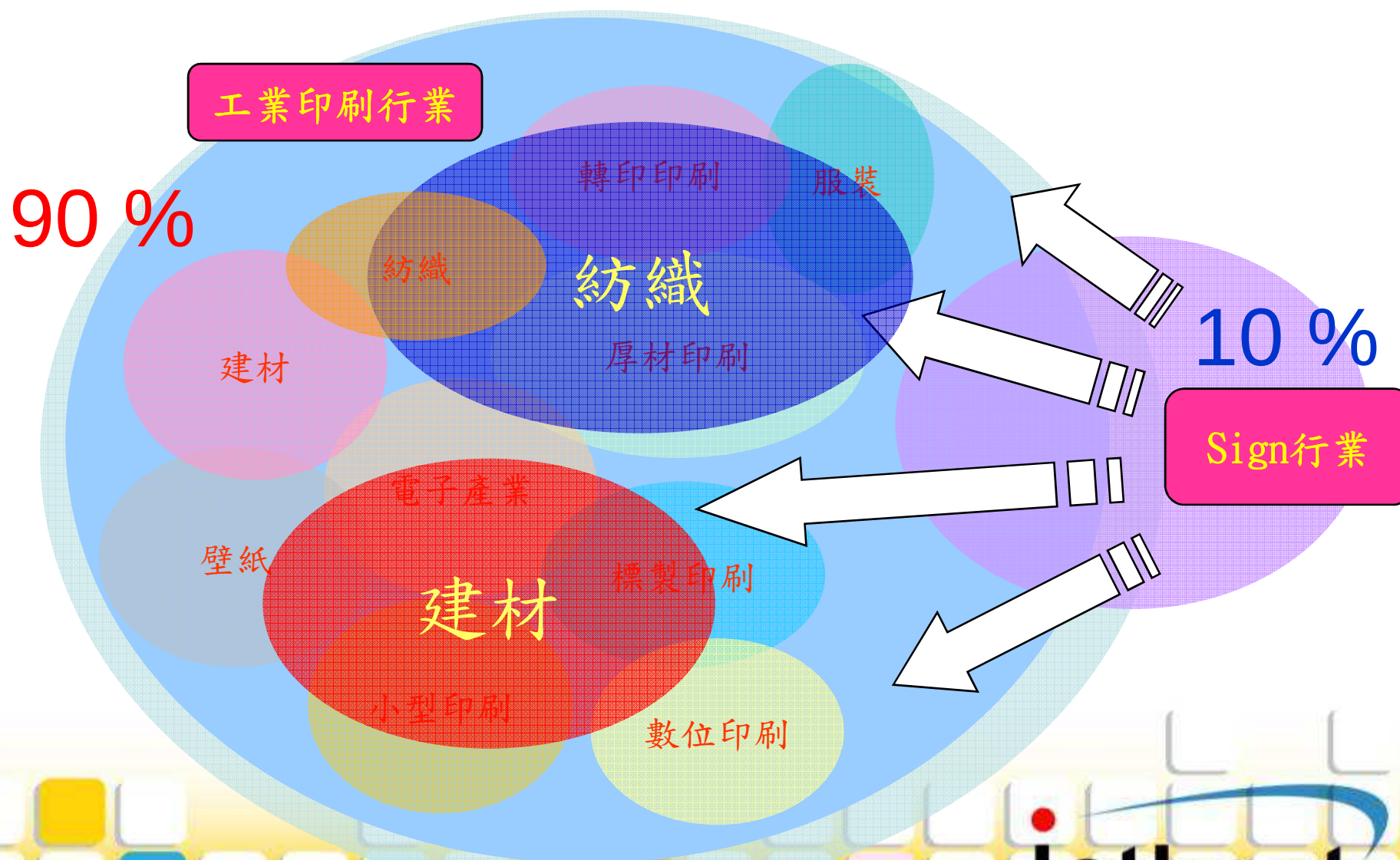
China DX5/DX6 Printer





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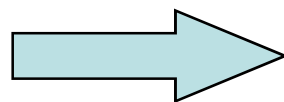
噴墨未來的應用趨勢



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紡織噴墨墨水種類

- 熱昇華墨水
- 塗料墨水
- 反應型墨水
- 酸性墨水



革命性的墨水

優點:

製程簡易

設備空間小

低耗能

無廢水



Jetbest®

革命性噴墨墨水的適用材料



silk



linen



cotton



polyester



poly/cotton blends



nylon

未來噴墨重要的工業應用

Application	Market Size	Market Requirement	Opportunity
紡織 (Reel to Reel-RTR)	Printed textiles \$165 Bn	Cost effective RTR printing with fast design introduction	High productivity RTR with aqueous dye inks
磁磚 (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)
壁紙/地板/家具	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
玻璃 (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

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Application Examples



Wall coverings



Furniture laminates



Ceramics



Textiles



Product decoration



Glass



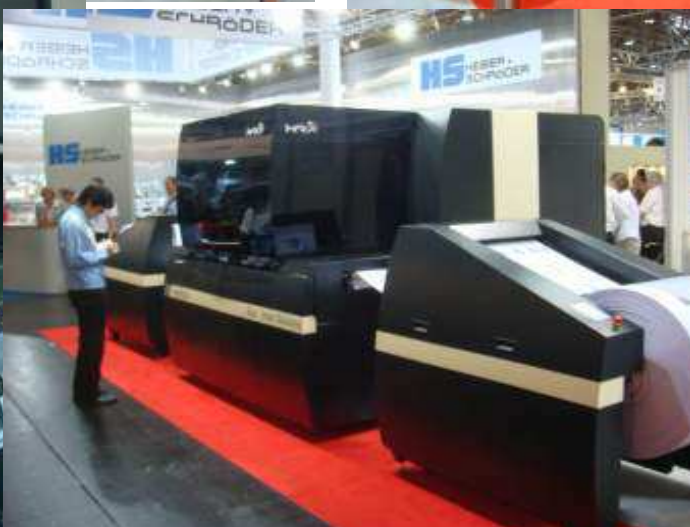
Packaging & labeling

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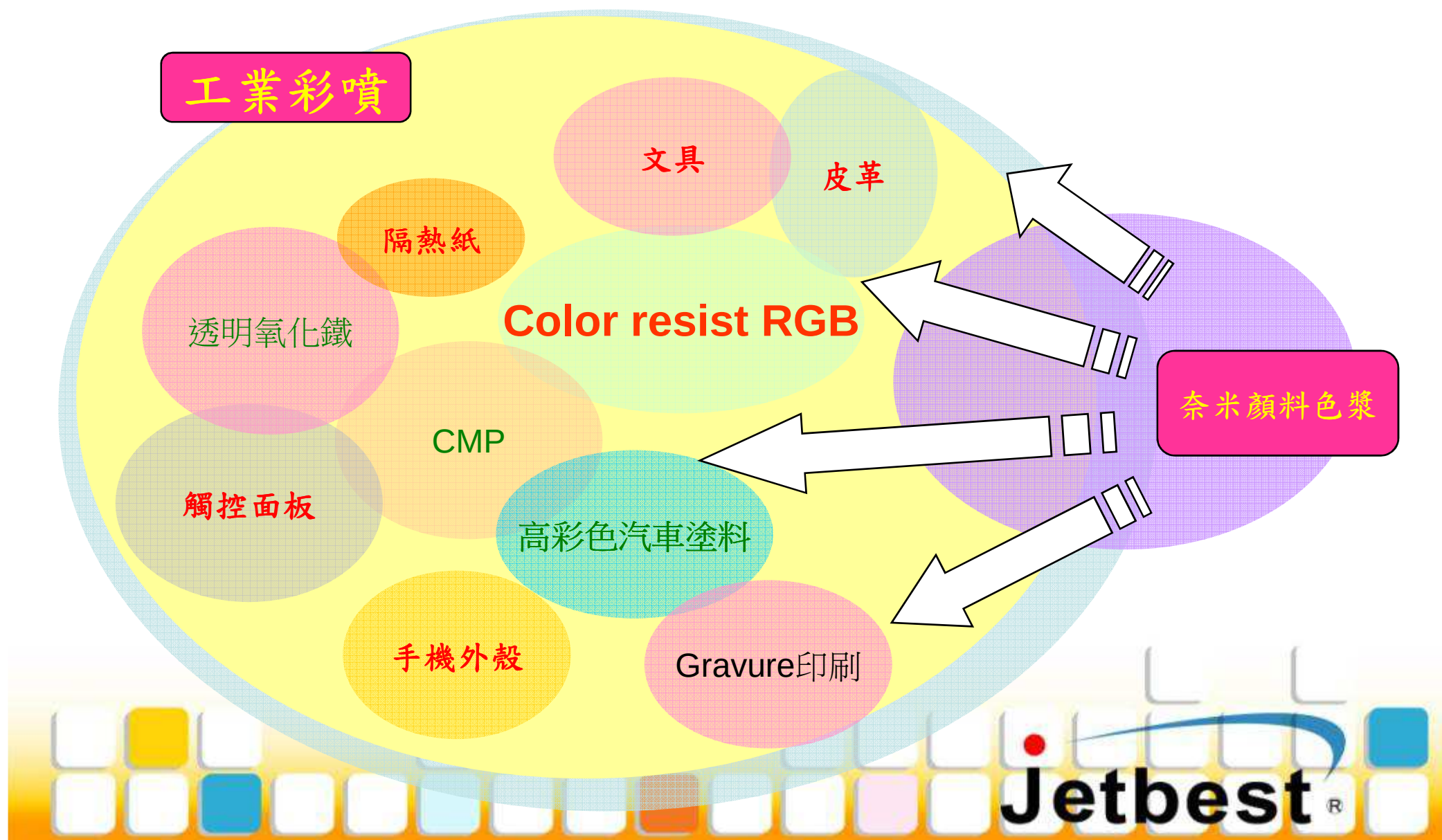


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Inkjet已進入印刷行業



研磨分散部門的市場開發



戰略性的產品---噴墨頭

EPSON



KONICA MINOLTA



Panasonic

Canon

TOSHIBA

HITACHI

memjet®

RICOH

SEIKO

brother

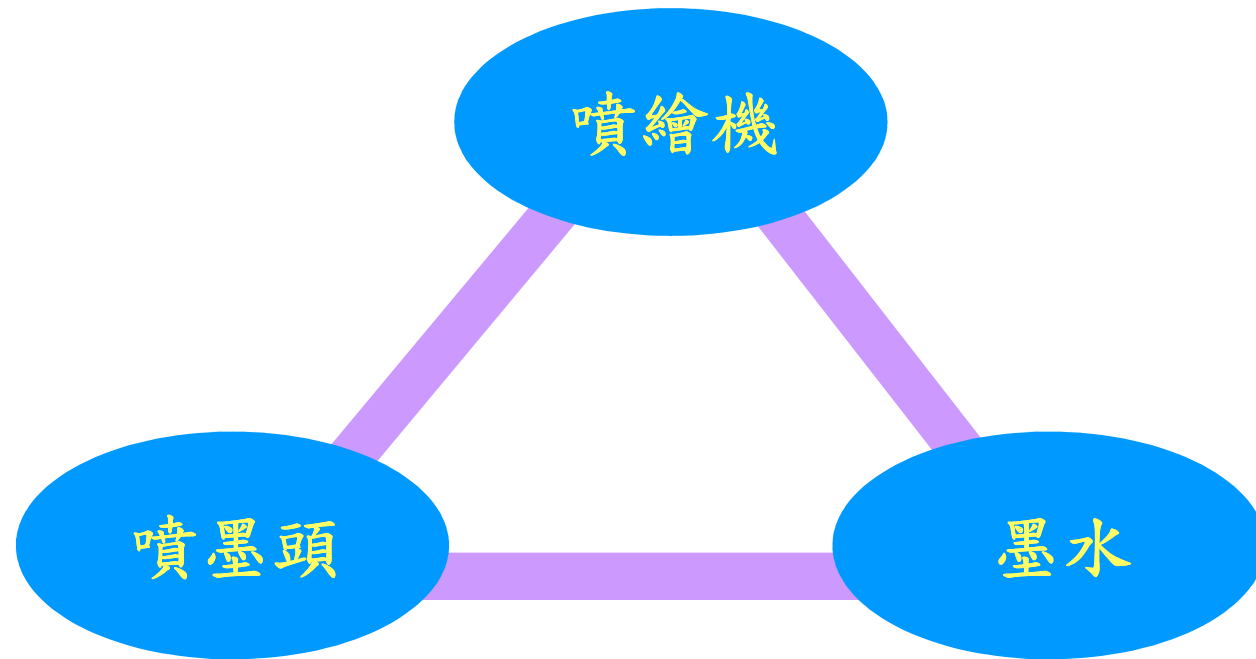
SHARP



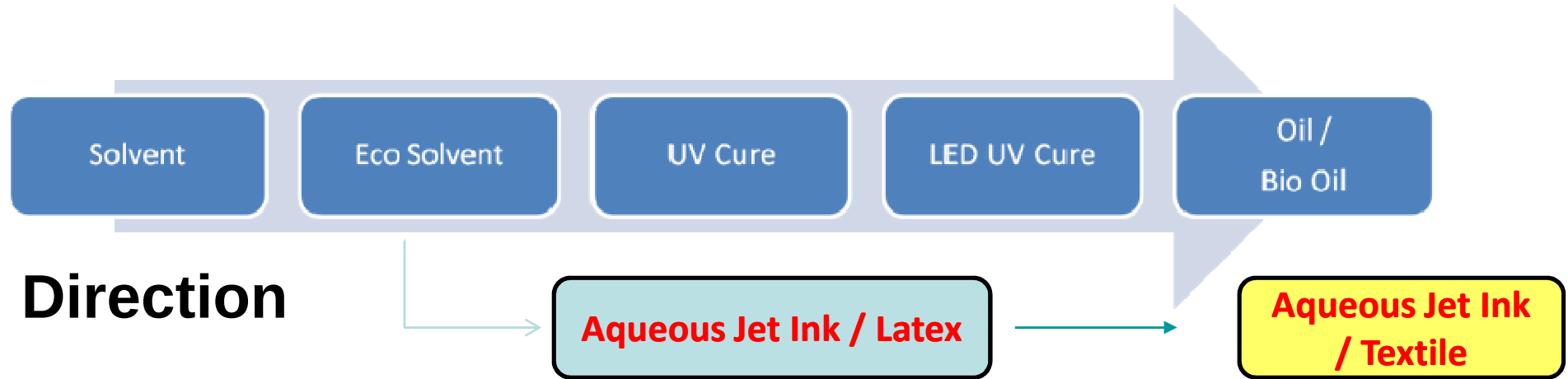
SAMSUNG



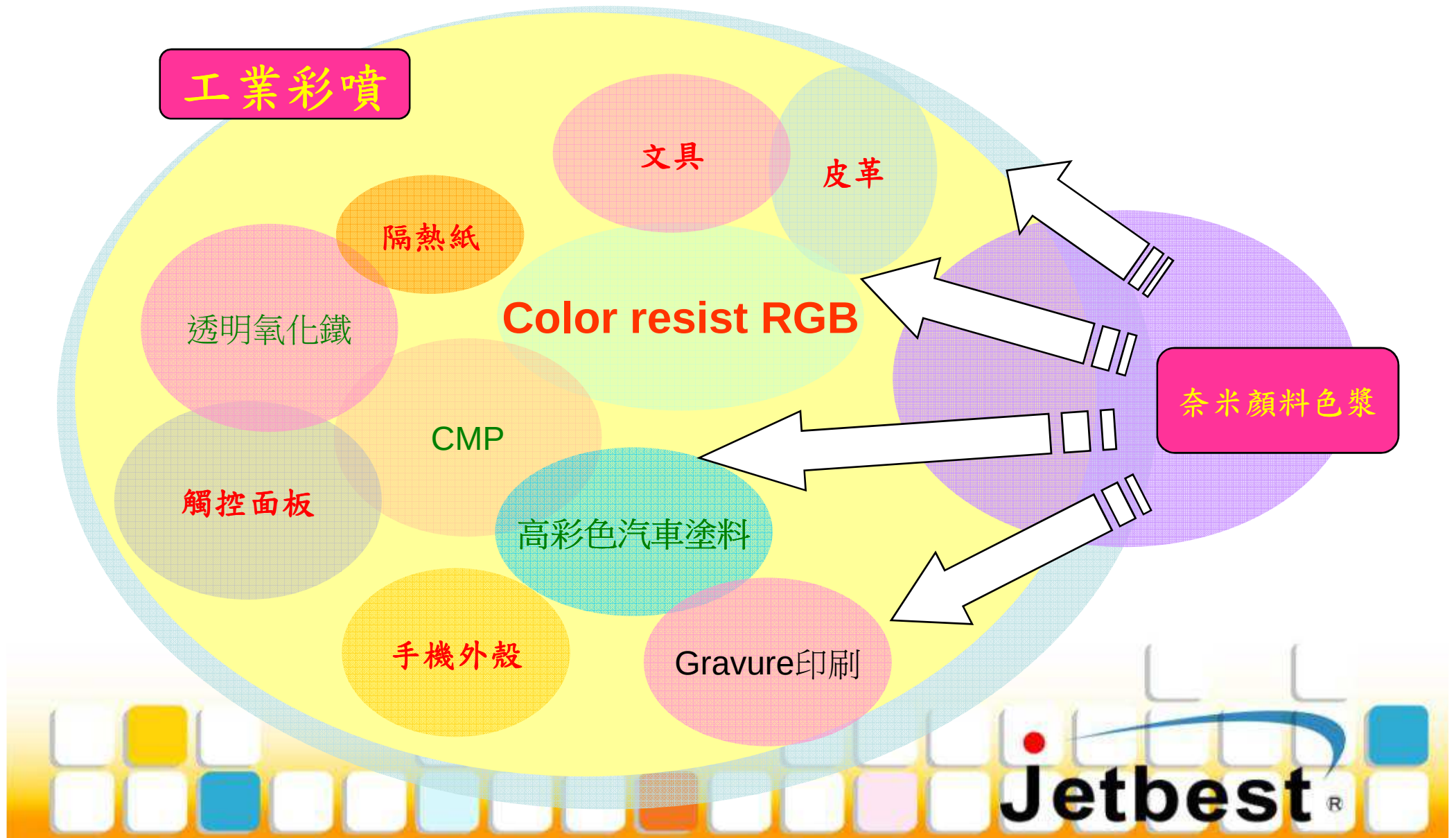
噴墨產業的聯盟與策略



Inkjet Ink in Response to Environmental Demand Trends



研磨分散部門的市場開發



Jetbest

Total Solutions



我們不作競爭者的對手
我們只作競爭者的標準



It is just this!!!

噴墨的靈魂 墨水



Endless development



Appearance of new factory



Appearance of new factory



Appearance of new factory



Grow up together with customer!

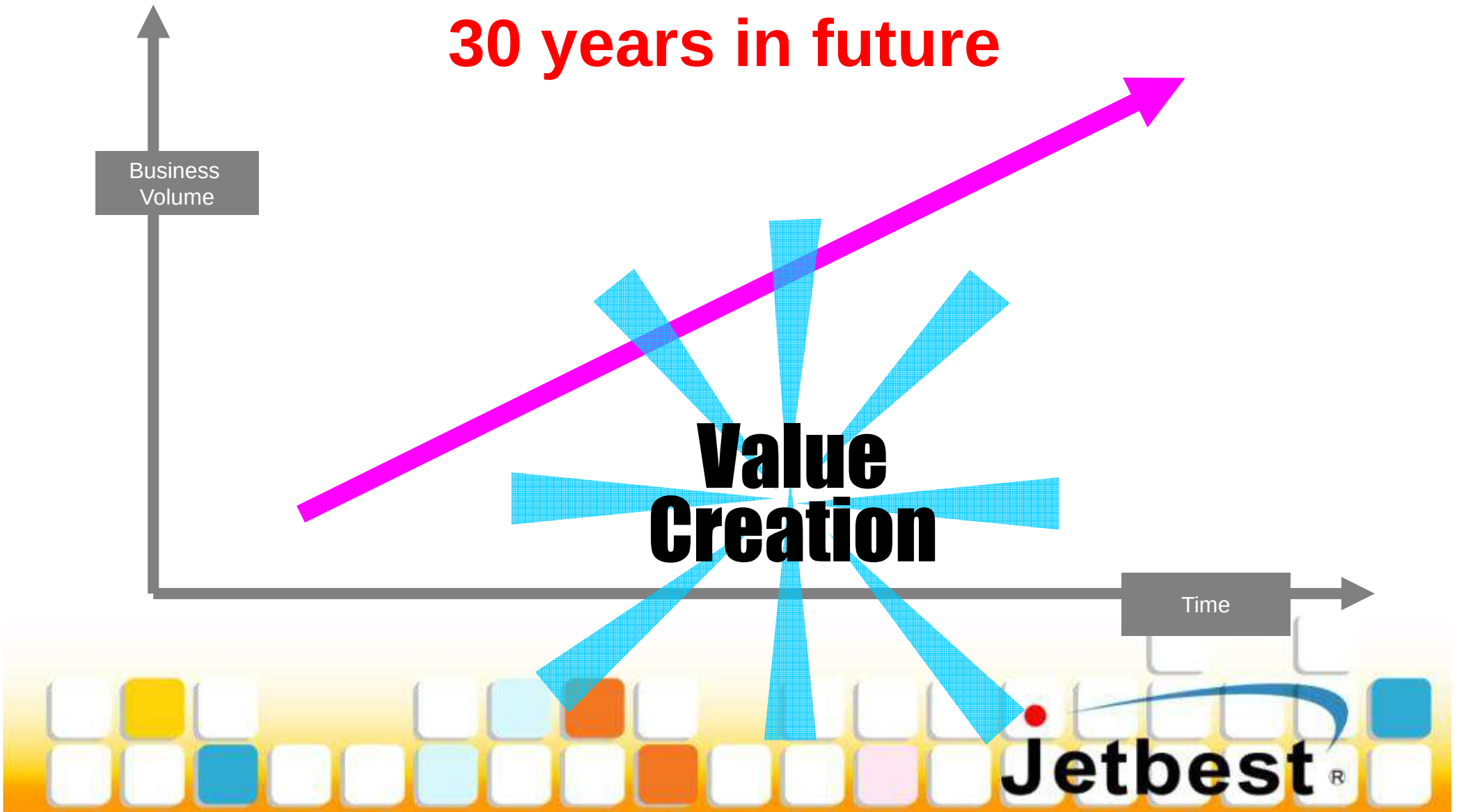
30 years in future

Business
Volume

**Value
Creation**

Time

Jetbest®



A nighttime photograph of the Taipei 101 skyscraper, illuminated with purple and green lights, standing prominently against a dark blue sky with scattered clouds. The city of Taipei is visible in the background, with numerous other buildings and streetlights glowing. Overlaid on the image is the text "Thanks For Your Attention" in a multi-colored, outlined font.

Thanks For Your Attention