



Q3 2023 法人說明會

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# SAFE HARBOR NOTICE

TCL's statements of its current expectations are forwardlooking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.

Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.

# 膠原蛋白及玻尿酸生技醫療公司

股票代號 1783

員工數 150 人

2021 年營收 NTD 5.12 億元





# 膠原蛋白及玻尿酸產品應用

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## 玻尿酸

**骨科**

關節內注射劑

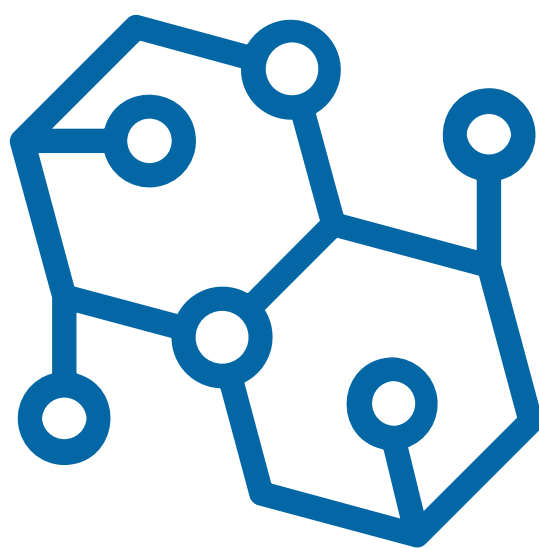
**眼科**

眼科黏彈劑

**醫美**

皮膚填補劑

**保健品**



## 膠原蛋白

**骨科**

骨骼填補物

**牙科**

牙科填補物、傷口敷料

**外科**

傷口敷料、引導組織再生膜

**保健品**



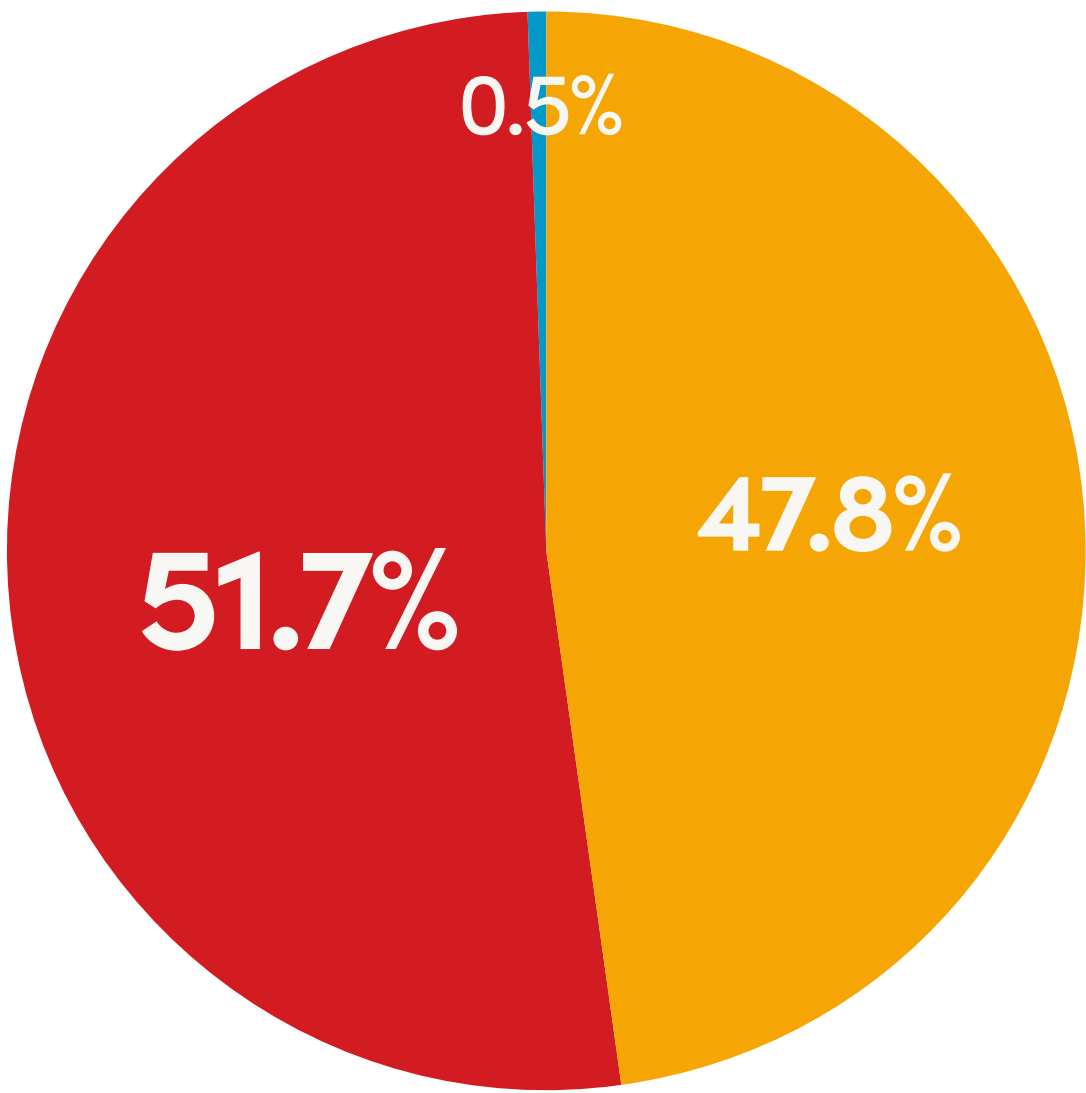
# 絲登齡上市發表會盛況



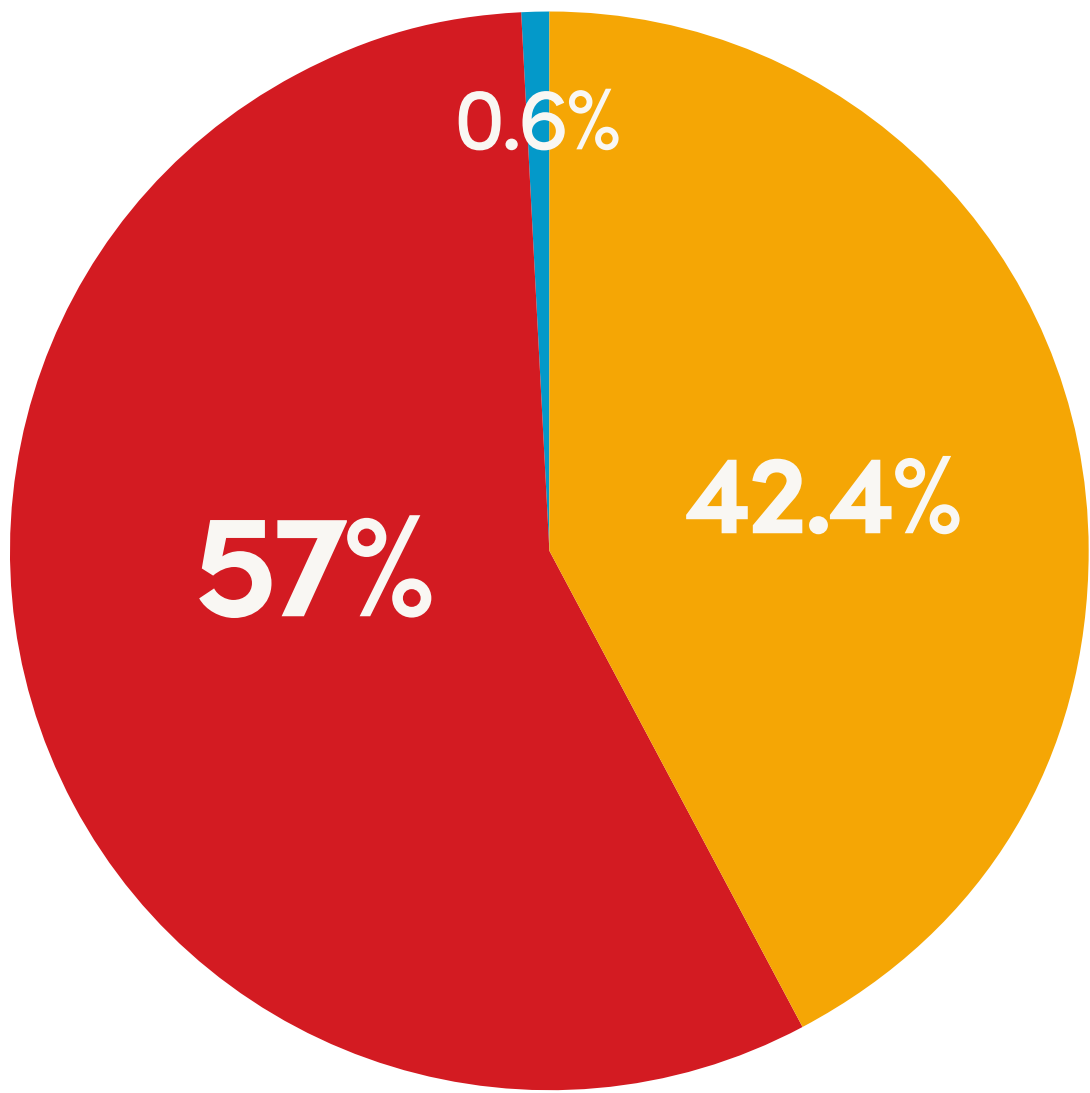
# 專注於膠原蛋白及玻尿酸生技領域

營收分佈 依產品  
Sales Breakdown - by Product

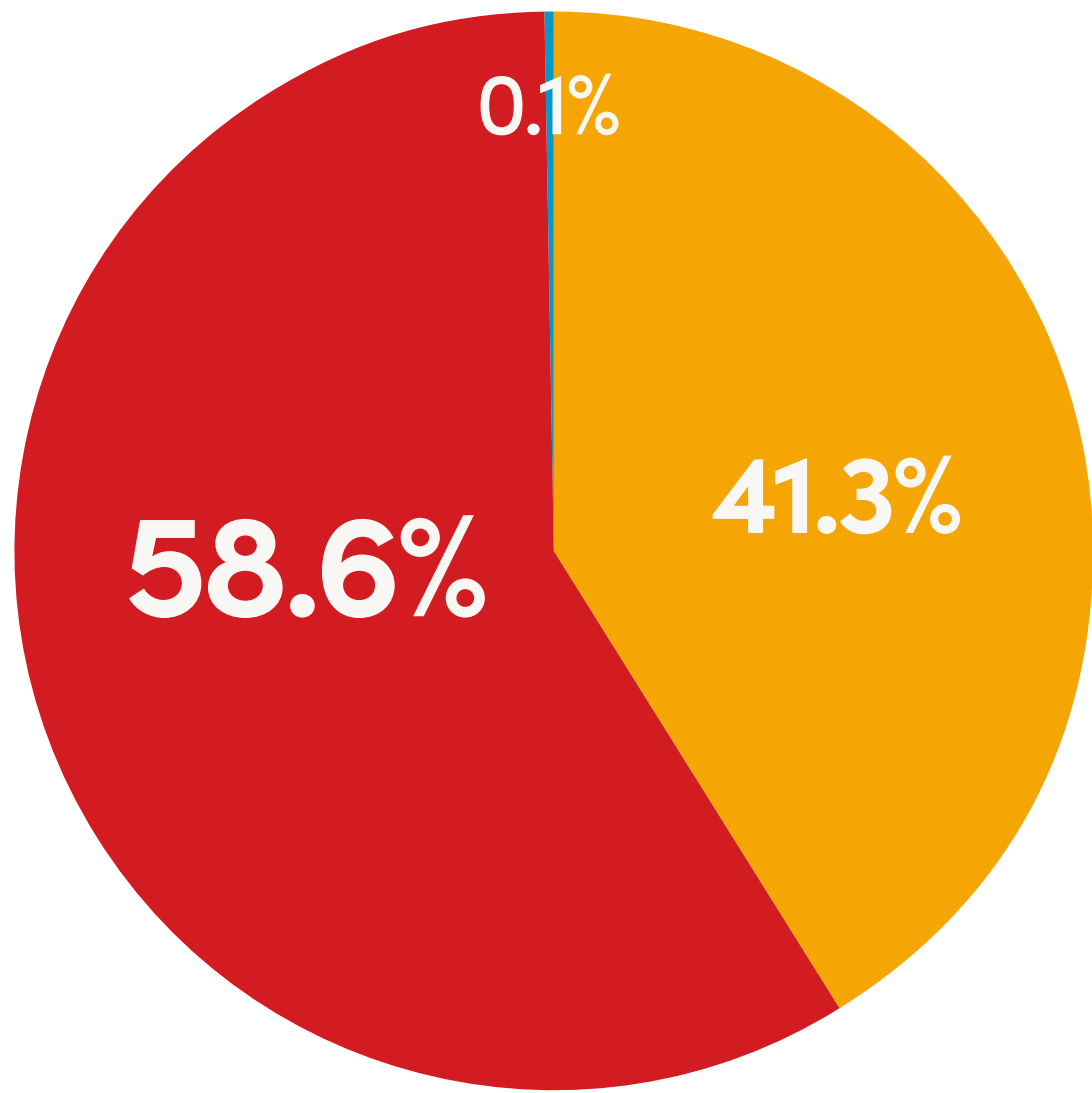
● HYALURONIC ACID RELATED    ● COLLAGEN RELATED    ● OTHER



Q1 2023



Q2 2023

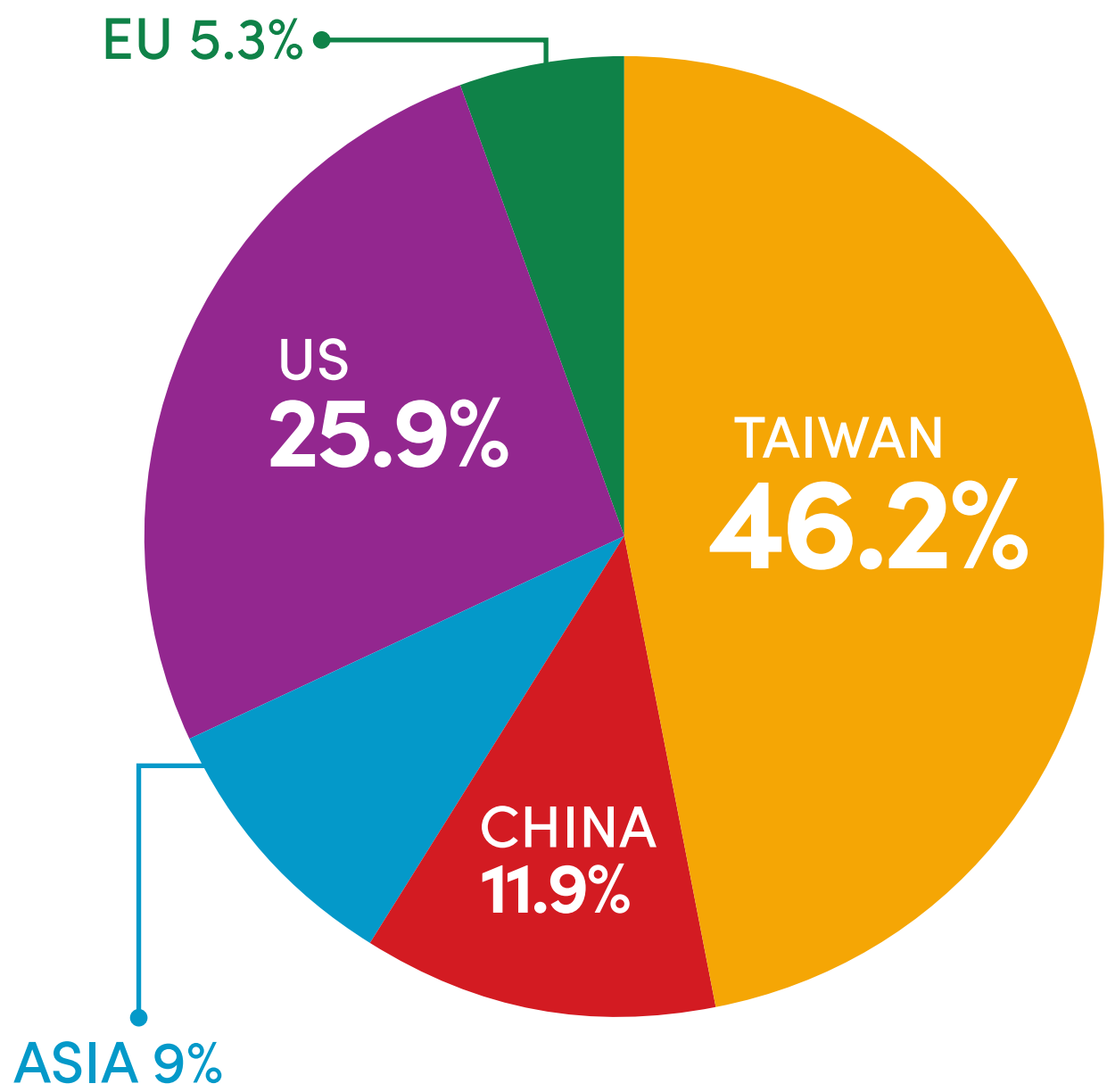


Q3 2023

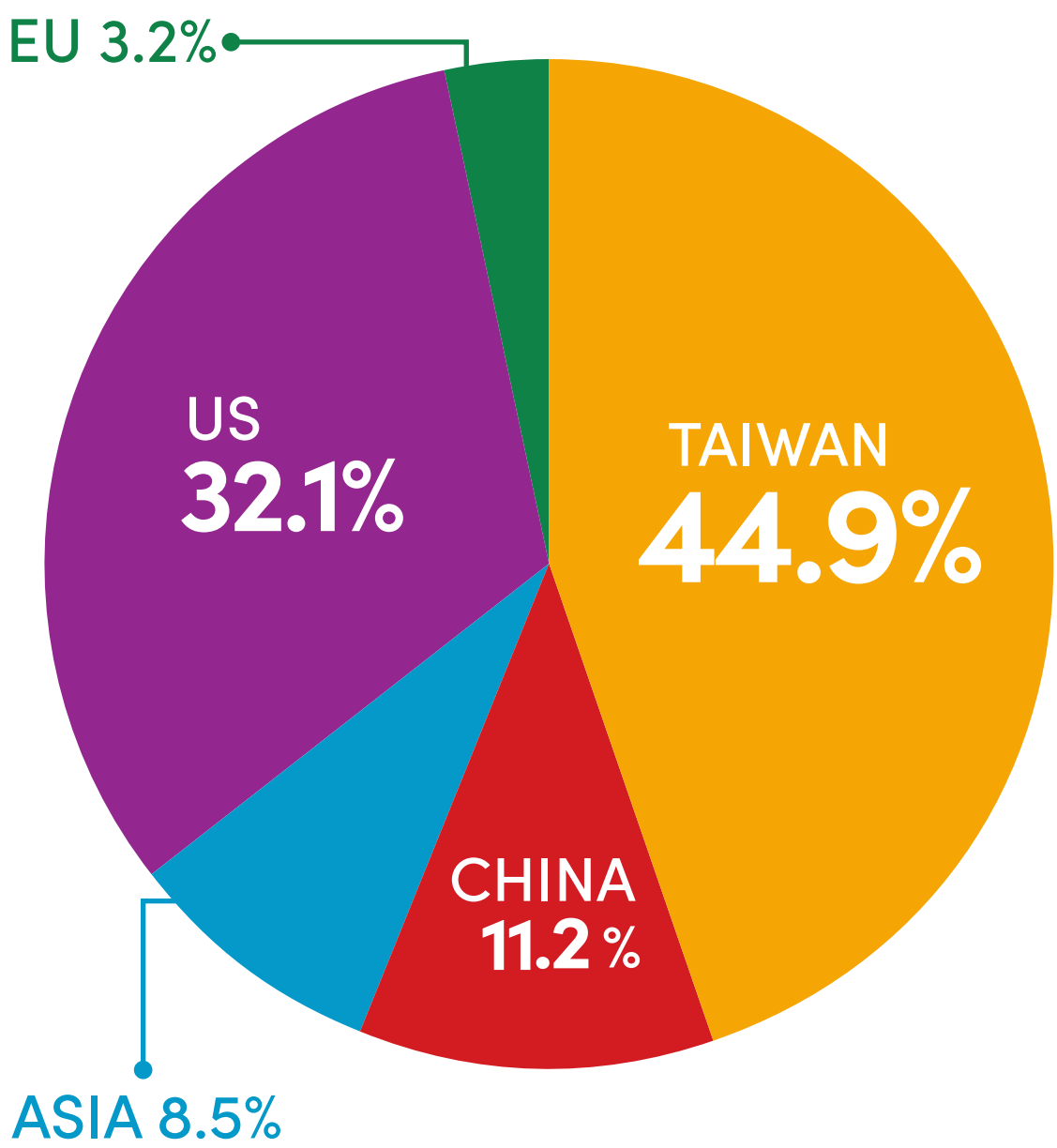
# 營收分佈 依區域

Sales Breakdown - by Region

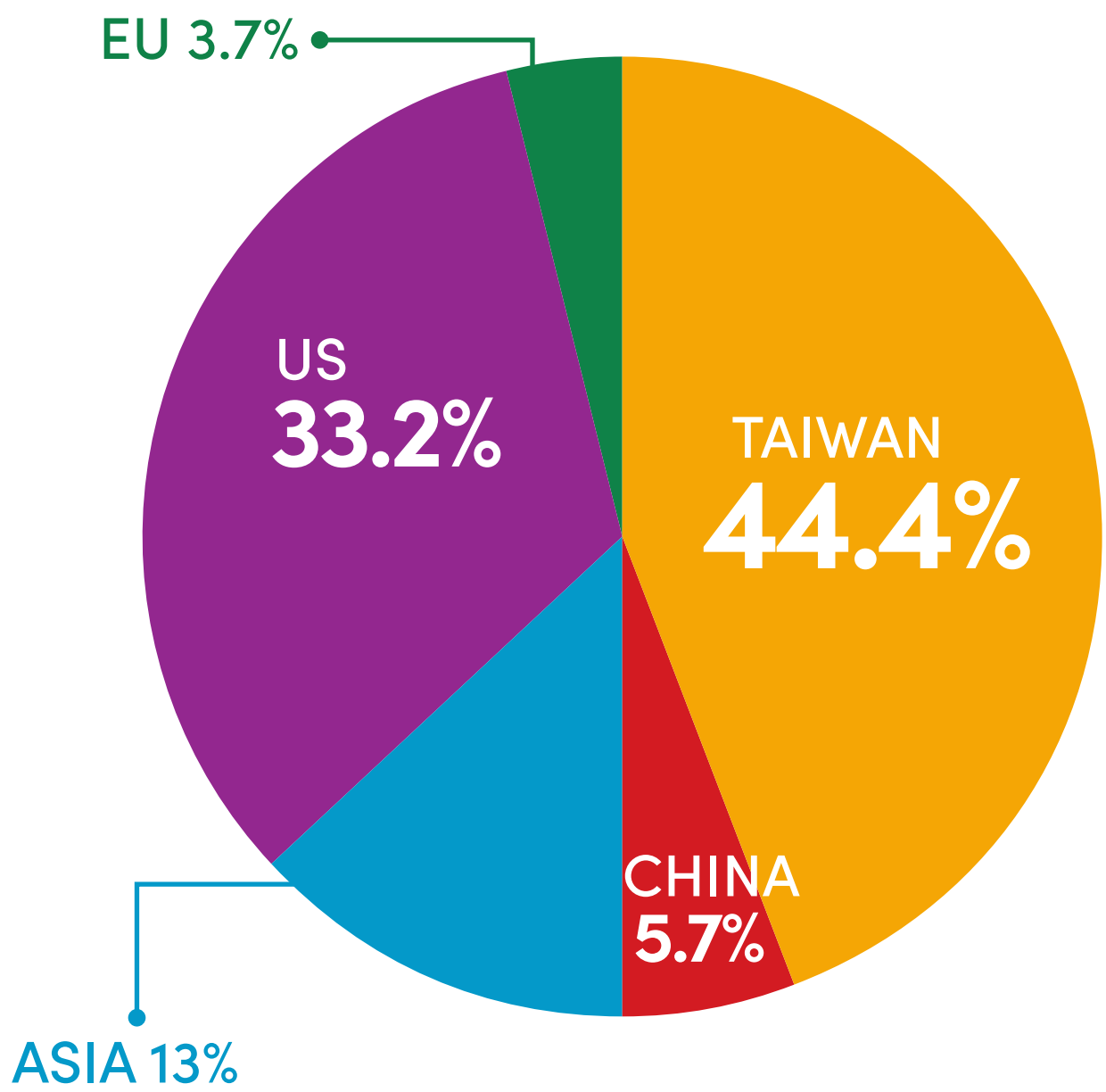
● TAIWAN ● US ● EU ● CHINA ● ASIA ● OTHER



Q1 2023



Q2 2023



Q3 2023



# Q3 2023 財務總覽

Financial Review





# 2023 第三季財務報表摘要

Q3 2023 Consolidated Financial Report

(新台幣百萬)

|            | Q3 2023 |      | Q2 2023 |      | QoQ    | Q3 2022 |      | YoY  |
|------------|---------|------|---------|------|--------|---------|------|------|
|            | Amount  | %    | Amount  | %    | %      | Amount  | %    | %    |
| 營業收入       | 159     | 100% | 171     | 100% | -7%    | 163     | 100% | -2%  |
| 營業毛利       | 108     | 68%  | 116     | 68%  | -7%    | 108     | 66%  | 0%   |
| 營業費用       | -82     | -52% | -63     | -37% | 30%    | -69     | -42% | 19%  |
| - 推銷費用     | -37     | -23% | -33     | -19% | 12%    | -20     | -12% | 85%  |
| - 管理費用     | -20     | -13% | -18     | -11% | 11%    | -19     | -12% | 5%   |
| - 研發費用     | -25     | -16% | -12     | -7%  | 108%   | -30     | -18% | -17% |
| - 預期信用損失   | 0       | 0%   | 0       | 0%   | -      | 0       | 0%   | -    |
| 營業利潤       | 26      | 16%  | 53      | 31%  | -51%   | 39      | 24%  | -33% |
| 營業外收入      | 29      | 18%  | 8       | 5%   | 263%   | 15      | 9%   | 93%  |
| 所得稅費用      | -13     | -8%  | 1       | 1%   | -1400% | -12     | -7%  | 8%   |
| 稅後淨利       | 42      | 26%  | 62      | 36%  | -32%   | 42      | 26%  | 0%   |
| 淨利歸屬於母公司業主 | 42      | 26%  | 62      | 36%  | -32%   | 42      | 26%  | 0%   |
| 基本每股盈餘     | 0.47    |      | 0.7     |      |        | 0.55    |      |      |

# 資產負債表摘要

Balance Sheet

| (新台幣百萬)    | Q3 2023<br>Amount | %    | Q2 2023<br>Amount | %    | Q1 2023<br>Amount | %    |
|------------|-------------------|------|-------------------|------|-------------------|------|
| 現金及約當現金    | 421               | 27%  | 413               | 27%  | 832               | 56%  |
| 應收帳款       | 111               | 7%   | 107               | 7%   | 112               | 8%   |
| 存貨         | 97                | 6%   | 86                | 6%   | 76                | 5%   |
| 不動產 廠房 及設備 | 914               | 59%  | 906               | 60%  | 435               | 29%  |
| 資產總計       | 1,543             | 100% | 1,512             | 100% | 1,492             | 100% |
| 短期借款       | -                 | 0%   | -                 | 0%   | -                 | 0%   |
| 流動負債合計     | 174               | 11%  | 196               | 13%  | 148               | 10%  |
| 負債總計       | 174               | 11%  | 196               | 13%  | 148               | 10%  |
| 權益總計       | 1,369             | 89%  | 1,316             | 87%  | 1,344             | 90%  |

# 現金流量表摘要

Cash Flow Statement

| (新台幣百萬)        | Q3 2023<br>Amount | Q2 2023<br>Amount | Q3 2022<br>Amount |
|----------------|-------------------|-------------------|-------------------|
| 期初現金及約當現金      | 791               | 791               | 513               |
| 營業活動之淨現金流入(流出) | 114               | 97                | 190               |
| 投資活動之淨現金流入(流出) | -485              | -485              | 10                |
| 籌資活動之淨現金流入(流出) | 0                 | 0                 | -1                |
| 匯率影響數          | 0                 | 0                 | 0                 |
| 期末現金及約當現金      | 420               | 403               | 712               |
|                |                   |                   |                   |
| 自由現金流          | 100               | 86                | 181               |

自由現金流=營運現金淨流入-資本支出



