股票代號：2404

漢唐集成股份有限公司
法人說明會

United Integrated Services Co.
Investor Conference

2019/05/17

Disclaimer

The above statements that pertain to future projections constitute the expectations, opinions, outlooks, or predictions of our company and its affiliates based on information available at the time the statements were made. Such statements may be affected by known and unknown risks and inherent uncertainties, the existence or emergence of facts or factors that differ from the assumptions, suppositions, or judgments of the Company, or other factors. Consequently, there may be significant discrepancies between actual results pertaining to the Company's future earnings, management results, financial conditions, and other matters as explicitly or implicitly referred to in the statements and the content of such statements.

The presentation is run exclusively for the purpose of providing information and not for the purpose of soliciting investments or recommending the buying or selling of specific shares or products. Company makes no warranty concerning the accuracy or completeness of the information and will not be liable for any damages arising out of use of the Information thereof.

本報告內容係依現有資訊而做成，上述說明中的財務或相關資訊可能包含一些對本公司及其子公司未來前景的說明，這些說明易受重大的風險和不確定性因素影響，致使最後結果與原先的說明迴異，是本公司特此聲明，本報告中的內容，僅為資訊流通之目的而公佈，並非投資建議，本公司不對報告內容的正確性、完整性或任何使用本報告內容所產生的損害負任何責任。

Agenda

- 漢唐集成公司簡介 (About UIS)
- 營運概況說明 (Operation)
- 財務狀況說明 (Financials)
- 業務展望 (Future Prospects)
- Q & A

關於漢唐集成

漢唐集成成立於1982年，為一以「全面性整合服務」方式，專業提供高科技產業建廠之系統集成服務公司；主要業務範圍包括技術顧問服務、高科技整廠集成專案及電腦、控制、無塵室、機電、電信系統之專案業務。

漢唐集成的工程系統完備，服務更講求以提供「整體解決方案」之方式，一次滿足客戶需求。針對高科技事業建廠所需之建築工程系統、無塵室系統、機械系統、電氣系統、配管系統、製程支援系統、儀錶及控制系統、通訊系統、生命安全系統、門禁及安全管理系統、空間規劃管理、大宗及特殊氣體系統、超純水（UPW）及再生系統、超純水回收系統、廢水處理與製程化學品輸送，及二次配管路工程等系統，均囊括在漢唐集成的服務範圍內。

漢唐集成並就以上各項系統提供從規劃、設計、施工、試車、移交、保固到維修，及營建之監督及管理的服務，同時將以上各項系統工程加以整合，達成介面統一，使客戶完全無需擔憂各個不同系統之間的整合問題；目前全國亦唯有漢唐集成真正有此能力，可將各種高技術系統工程加以集成。

About UIS

United Integrated Services Co., Ltd is a multidisciplinary engineering and construction company that is capable of overall systems coordination. We provide fully integrated design/build services to our clients in the high technology industry for their manufacturing facility needs.

Our scope of services include engineering consulting, high-tech factory planning and delivery in which clean-room systems, HVAC, electrical systems, instrumentation and control, process utilities, telecommunication systems and tool hook-up are all vital parts in need of total coordination. Our value added integrated turn-key services not only provide continuity from planning, design, procurement, construction, tool hook-up and start-up/commissioning but also go beyond after service by assisting our clients in facility operation and maintenance.

In short, we strive to be a one-stop shop to satisfy our clients' every facility needs.

UIS歷史沿革
About UIS

1982

漢唐科技工程有限公司成立
Company Established

1990

合併訊聯系統股份有限公司並更名為漢唐訊聯股份有限公司
Acquired United Information Systems

2000

申請掛牌上市(股票代號 2404)
IPO

2002

申請更名為漢唐集成股份有限公司
Changed name to United Integrated Services Co.

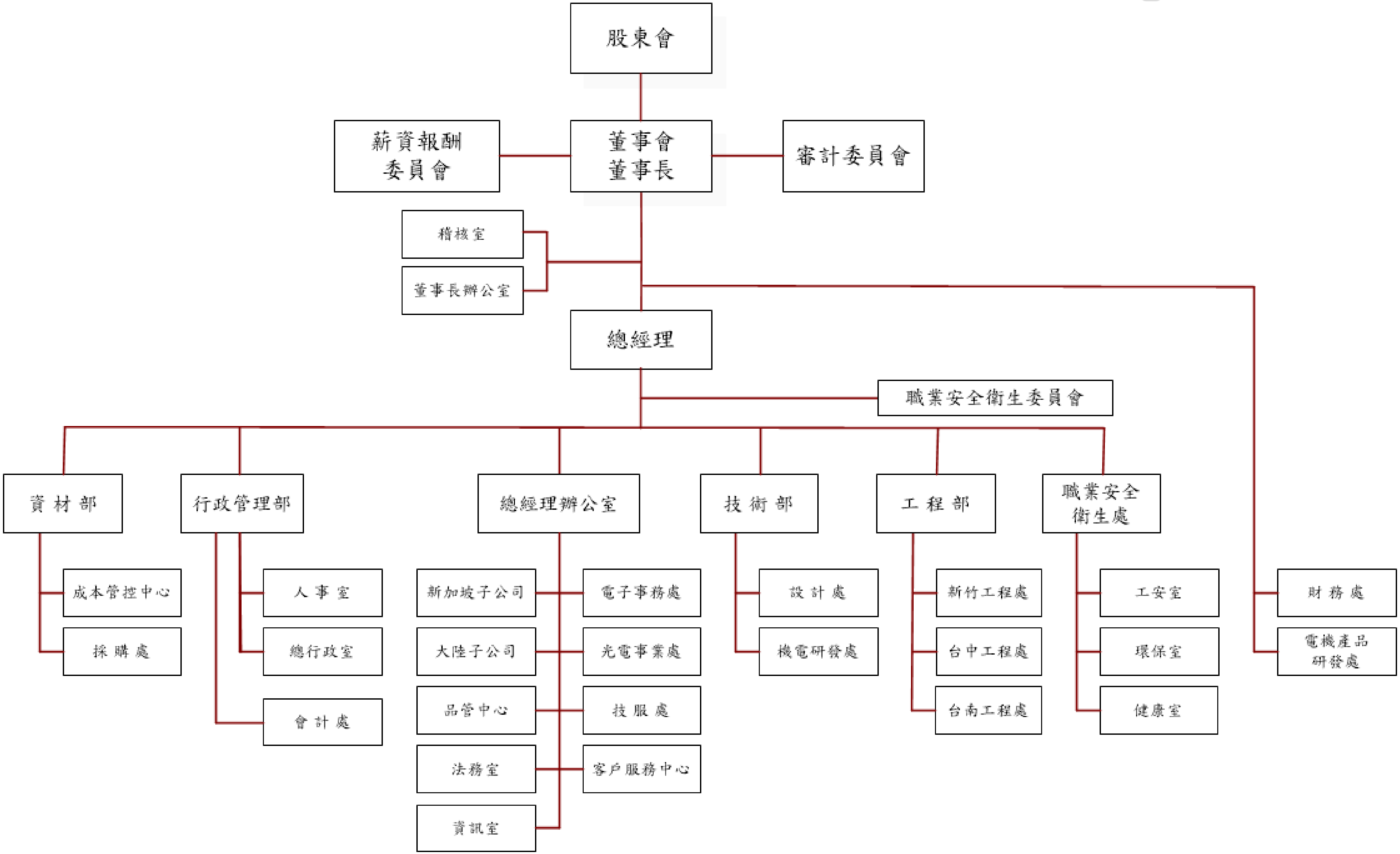
2003

成立江西漢唐系統集成限公司
Established UIS, Jiang Xi

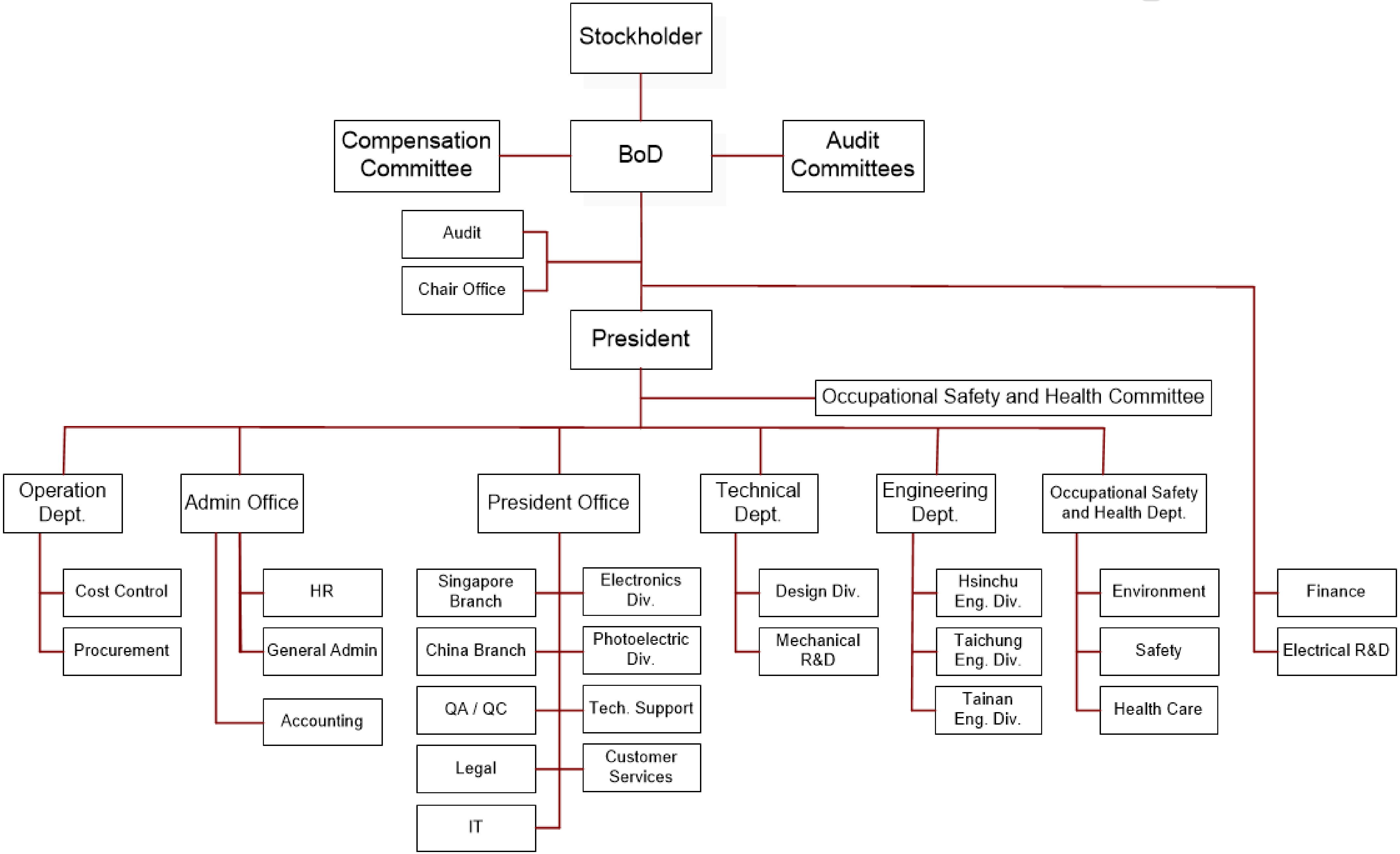
2011

成立新加坡漢唐私人有限公司
Established UIS, Singapore

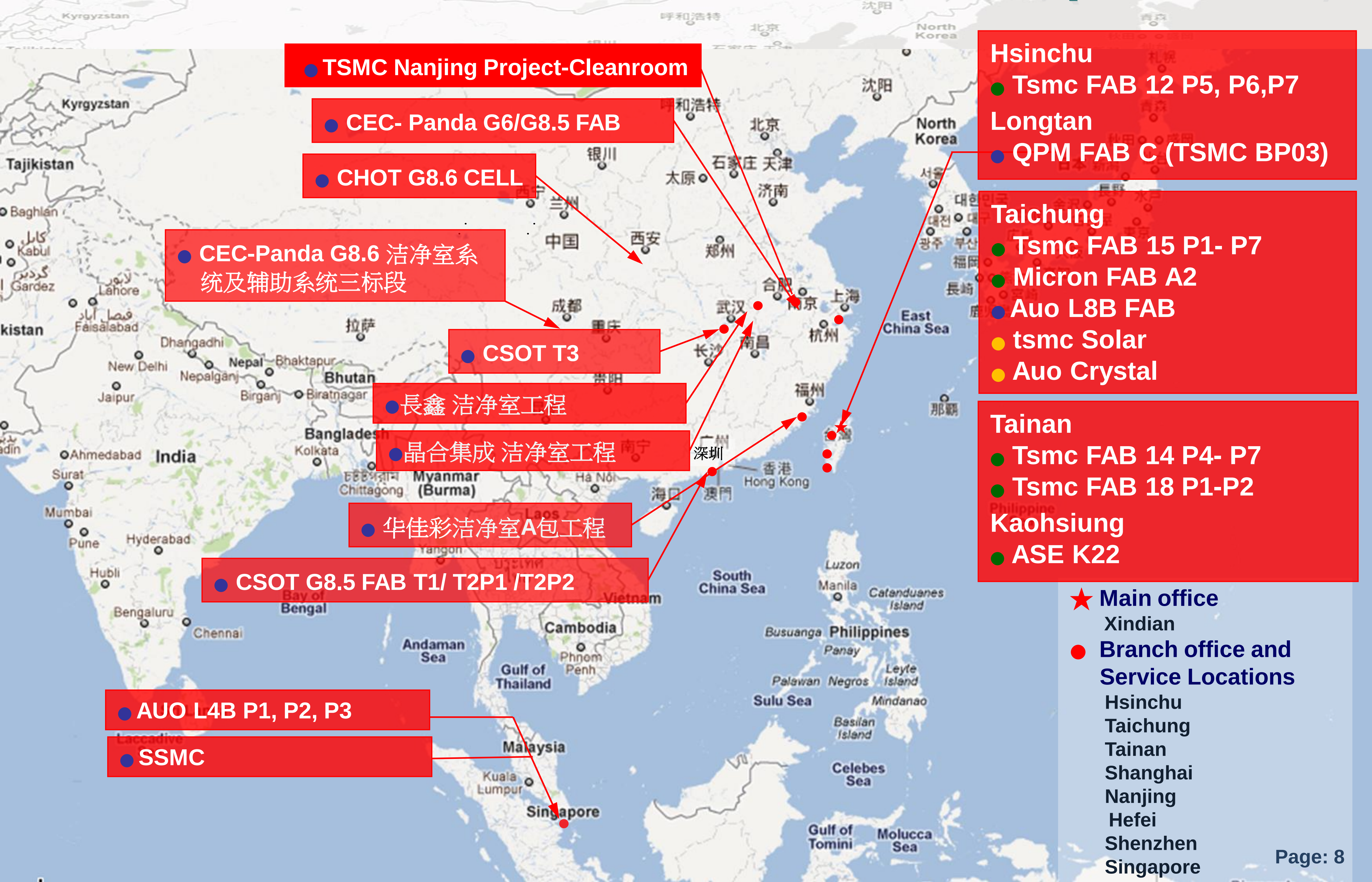
UIS公司組織表
Organization



UIS公司組織表
Organization



UIS客戶群(UIS Clients)



主要服務
Key Services

■ 工程承包範圍
Scope of Engineering

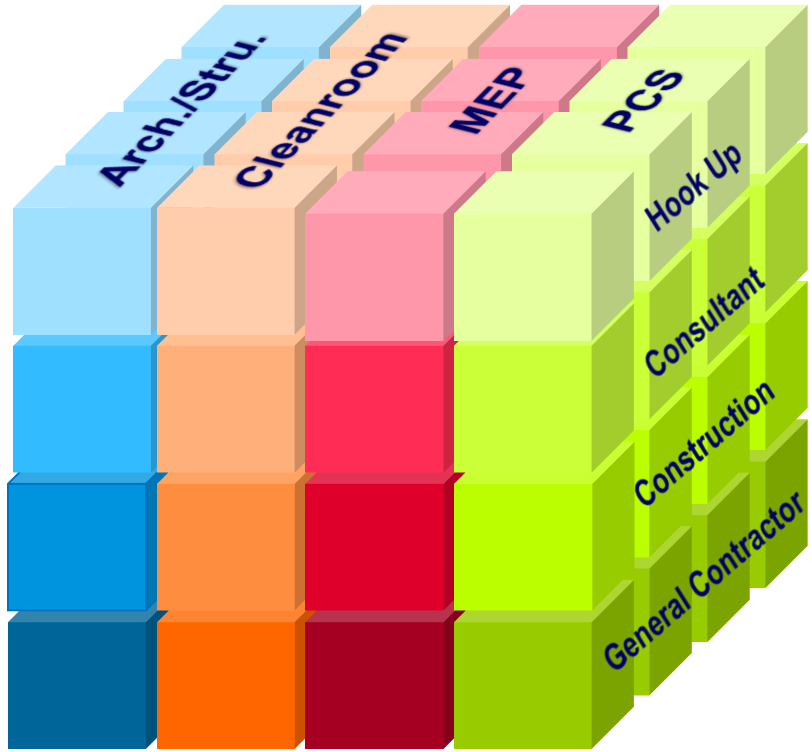
- 無塵室工程
  Cleanroom
- 機電工程
  Mech. / Elec. Engineering
- 水氣化等特殊系統工程
  Gas / Chem. / Special Systems
- 監控系統工程
  I&C

■ 服務範圍
Scope of Services

- 工程顧問服務
  Consulting
- 工程設計
  Design
- 工程施工
  Construction
- 工程監造
  construction supervision
- 售後服務
  After Sale Services

整合服務
System Integration

- Architectural Systems
  - ✓ Civil
  - ✓ Landscaping
  - ✓ Finishes
  - ✓ Exterior Wall System
  - ✓ Special Equipment; such as kitchen equipment, loading/unloading, etc.
  - ✓ Interior of general areas
  - ✓ Aesthetic Lighting
- Structural Systems
  - ✓ Piling
  - ✓ Foundations
  - ✓ Structural Floors and Walls
  - ✓ Seismic Considerations



- Wastewater collection and treatment
- Bulk gas, specialty gas and clean dry air
- Chemical delivery, waste chemical collection, and chemical reclaim

- Mechanical System
- Electrical System
- Plumbing System

- Cleanroom System
  - ✓ Partitions, Floors, and Ceiling
  - ✓ Temperature and Humidity Control
  - ✓ Process Support
  - ✓ Process Exhaust
  - ✓ Contamination Control
  - ✓ Lighting

半導體主要客戶
Semiconductor

Taiwan Semiconductor Manufacturing Company, Ltd.

- tsmc FAB III
- tsmc FAB IV
- tsmc FAB VI
- tsmc FAB XII P1, P2, P3, P4, P5, P6, P7
- tsmc FAB XIV P1, P2, P3, P4, P5, P6, P7
- tsmc FAB XV P1, P2, P3, P4, P5, P6,P7
- tsmc FAB XVIII P1, P2
- tsmc NANJING F16P1

Powerchip Semiconductor Corp.

- PSC FAB 8A
- PSC FAB P3
- PSC FAB P4, P5

Micron Memory Taiwan Co., Ltd.

- Micron FAB A1 A2

Winbond Electronics Corp.

- Winbond FAB I
- Winbond FAB II
- Winbond FAB III
- Winbond FAB IV
- Winbond FAB CTSP, FAB 6C

Macronix International Co., Ltd.

- MXIC FAB I
- MXIC FAB II
- MXIC FAB III

半導體主要客戶
Semiconductor

台灣積體電路製造股份有限公司

台積電三廠
台積電四廠
台積電六廠
台積電十二廠 **P1, P2, P3, P4, P5, P6, P7**
台積電十四廠 **P1, P2, P3, P4, P5, P6, P7**
台積電十五廠 **P1, P2, P3, P4, P5, P6,P7**
台積電十八廠 **P1,P2**
台積電南京廠 **F16P1**

力晶半導體股份有限公司.

力晶 **FAB 8A**
力晶 **FAB P3**
力晶 **FAB P4, P5**

台灣美光記憶體股份有限公司

美光 **FAB A1 A2**

華邦電子股份有限公司

華邦 **FAB I**
華邦 **FAB II**
華邦 **FAB III**
華邦 **FAB IV**
華邦 **FAB CTSP, FAB 6C**

旺宏電子股份有限公司

旺宏　**FAB I**
旺宏　**FAB II**
旺宏　**FAB III**

AU Optronics Corp.

- auo FAB L3C
- auo FAB L3D (QDI Line I)
- auo FAB L4A
- auo FAB L5A
- auo FAB L5B
- auo FAB L5C
- auo FAB L5D (QDI Line II)
- auo FAB L6A
- auo FAB L6B (QDI Line III)
- auo FAB L7A, L7B
- auo FAB L8A, L8B

Chi Mei Optoelectronics Corp.

- CMO FAB III
- CMO FAB IV
- CMO FAB V
- CMO FAB VI
- CMO FAB VII
- CMO FAB VIII

HannStar Display Corp.

- HannSrar FAB I
- HannSrar FAB II
- HannSrar FAB III
- HannSrar FAB IV

Nanjing CEC Panda LCD Technology Co., Ltd.

- CEC Panda G6 FAB
- CEC Panda G8.5 FAB

CSOT Corporation

- CSOT G8.5 FAB(T1)
- CSOT G8.5 FAB II(T2)
- CSOT LTPS(T3)

Qualcomm Panel Manufacturing Ltd.

- QMP FAB C

Century Display (Shenzhen) Co., Ltd

- CDY Array/CF K1FAB

主要客戶
FPD

友達光電股份有限公司

友達 **FAB L3C**

友達 **FAB L3D (QDI Line I)**

友達 **FAB L4A**

友達 **FAB L5A**

友達 **FAB L5B**

友達 **FAB L5C**

友達 **FAB L5D (QDI Line II)**

友達 **FAB L6A**

友達 **FAB L6B (QDI Line III)**

友達 **FAB L7A, L7B**

友達**o FAB L8A, L8B**

奇美電子股份有限公司

奇美 **FAB** 三廠

奇美 **FAB** 四廠

奇美 **FAB** 五廠

奇美 **FAB** 六廠

奇美 **FAB** 七廠

奇美 **FAB** 八廠

瀚宇彩晶股份有限公司

瀚宇彩晶 **FAB I**

瀚宇彩晶 **FAB II**

瀚宇彩晶 **FAB III**

瀚宇彩晶 **FAB IV**

南京中電熊貓液晶顯示科技有限公司

南京中電熊貓**6**代廠

南京中電熊貓**8.5**代廠

華星科技有限公司

華星科技**8.5**代廠**(T1**廠**)**

華星科技**8.5**代廠**(T2**廠**)**

華星科技 **LTPS(T3**廠**)**

高通液晶顯示器股份有限公司

高通 **FAB C**

深超光電(深圳)有限公司

CDY Array/CF K1FAB

主要客戶
Solar & Others

Taiwan Semiconductor Manufacturing Company, Ltd

tsmc Solar FAB

AUO Crystal Corp.,

auo Crystal Wuqi

auo Crystal Houli

Darwin Precisions Corporation

Tianma Microelectronics Co., Ltd

Tripod Technology Corporation

BenQ Hospital

Global Advanced Packaging Technology Limited

Radiant Opto-Electronics Corporation

Shanghai Huahong (Group) Co., Ltd.

Taiwan Polysilicon Corp.

Advanced Semiconductor Engineering Inc

ChipMOS TECHNOLOGIES INC

Xintec Inc

Thailin Semiconductor Corp.

ProMOS Technologies Inc

AGC Display Glass Taiwan Co.,Ltd.

Hermes-Epitek Corp

Chipmore Technology Corporation Limited

TCL Communication Technology Holdings Limited

BASED SOLAR （JIANGSU）ENERGY HIGH TECHNOLOGY CO., LTD

Kunshan Guoxian Optoelectronics Co., Ltd.

主要客戶
Solar & Others

台灣積體電路製造股份有限公司

tsmc Solar FAB

友達晶材股份有限公司

auo Crystal 中港廠

auo Crystal 后里廠

Darwin Precisions Corporation

Tianma Microelectronics Co., Ltd

Tripod Technology Corporation

BenQ Hospital

威宇科技封裝測試有限公司

瑞儀光電(南京)有限公司

華虹NEC(上海)有限公司

福聚太陽能股份有限公司

日月光半導體製造股份有限公司

南茂科技股份有限公司

精材科技股份有限公司

泰林科技股份有限公司

茂德科技股份有限公司

旭硝子顯示玻璃股份有限公司

漢民科技股份有限公司

頎中科技（蘇州）有限公司

TCL光電科技(惠州）有限公司

江蘇百世德太陽能高科技有限公司

昆山龍騰光電有限公司

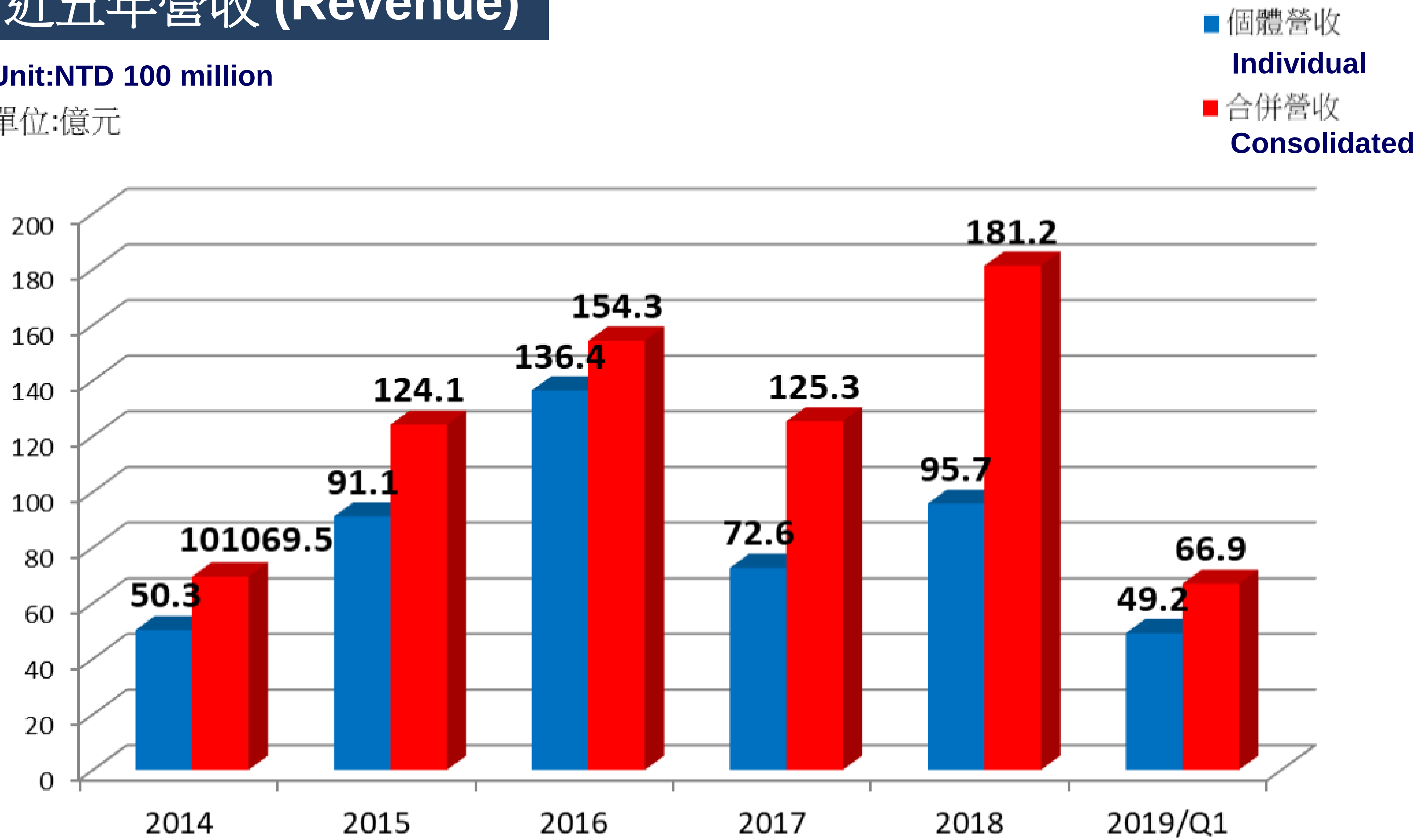
近五年盈餘分配狀況
Income Statement

	103年 (2014)	104年 (2015)	105年 (2016)	106年 (2017)	107年 (2018)	108年(Q1) (2019 Q1)
營業收入(千元) Rev.(thousand)	6,949,507	12,418,557	15,426,851	12,525,918	18,127,934	6,687,700
毛利(千元) Gross Profit(thousnad)	1,252,845	1,742,768	2,380,513	2,234,514	3,183,441	1,098,913
毛利率 Gross Profit %	18.03%	14.03%	15.43%	17.84%	17.56%	16.43%
本期稅後損益(千元) EAT(thousand)	771,617	1,280,670	1,585,347	1,341,764	2,274,169	742,314
每股盈餘(元) EPS	3.14	5.24	6.52	5.10	9.42	3.75
現金股利(元) Cash Dividends	2.50	4.50	6.00	5.00	10.00	
股利發放率 Dividend Payout Ratio	79.62%	85.88%	92.02%	98.04%	106.16%	
負債佔資產比率 Debt Asset Ratio	59.15%	57.68%	60.94%	60.26%	64.02%	
流動比率 Current Ratio	138.48%	147.33%	140.48%	144.04%	144.04%	
純益率 Net Profit Margin	11.10%	10.31%	10.28%	10.71%	12.55%	

近五年營收 (Revenue)

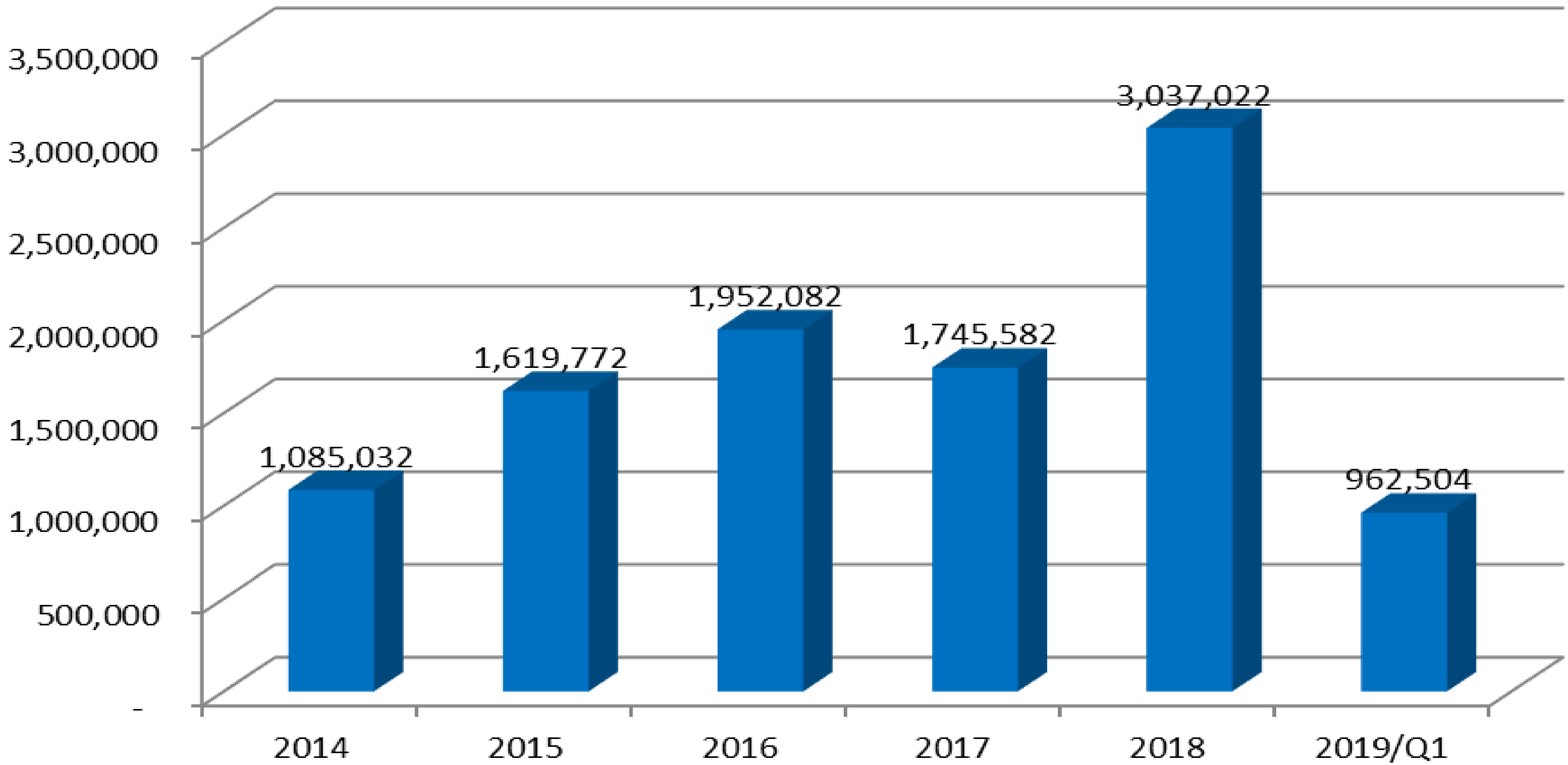
Unit:NTD 100 million

單位:億元



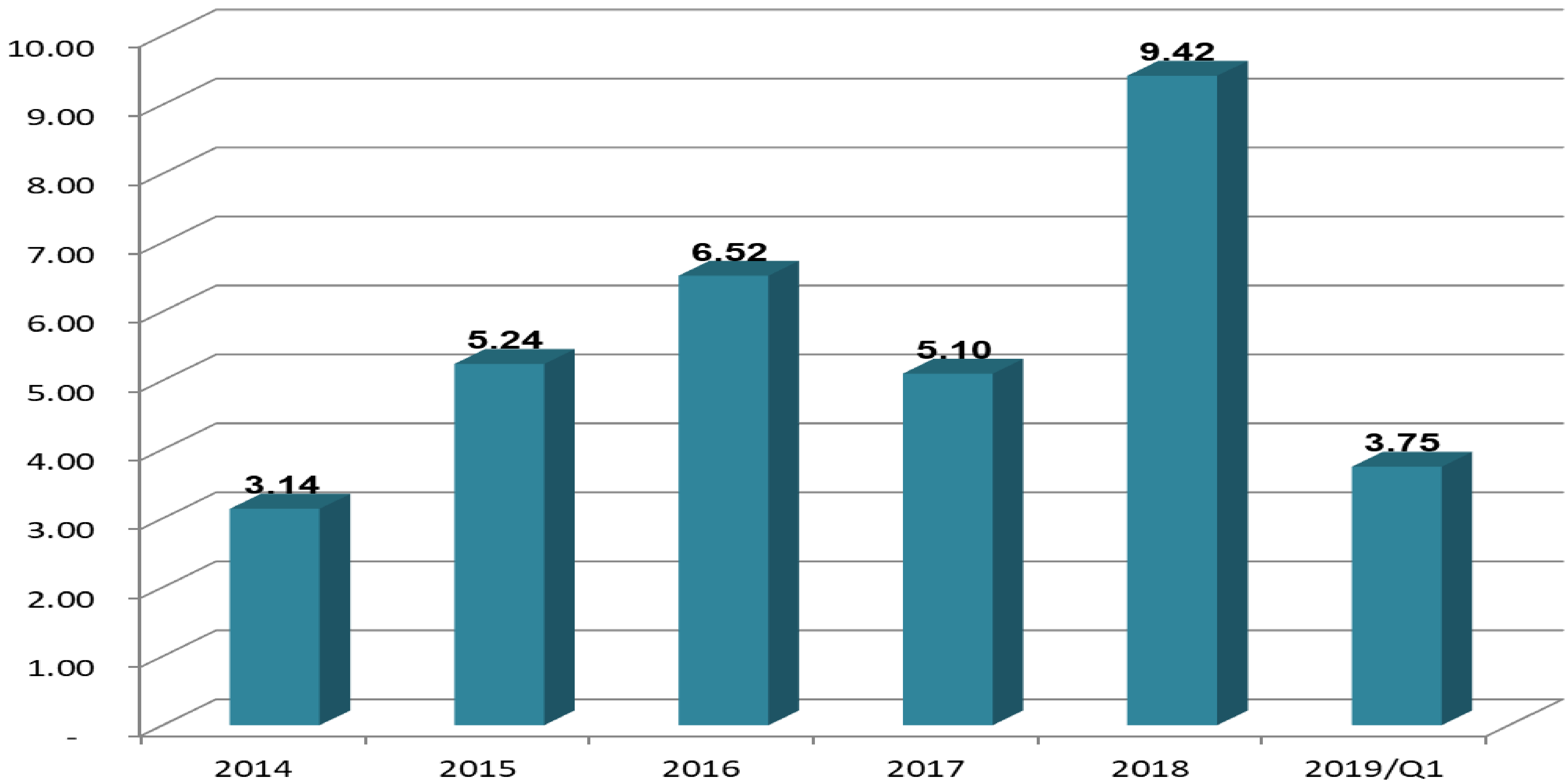
近五年稅前淨利 (EBIT)

單位:仟元
Unit: NTD thousand



每股盈餘 (EPS)

Unit: NTD



累計接單狀況統計
Business in total

- **108**年接單合約金額

  2019Contract Value **NTD46,133,287**仟元

  (thousand)

- **108**年**1**月至**4**月累計營收

  Accumulated Rev. **NTD8,560,169**仟元

  (from Jan. to Apr.) (thousand)

- 截至**108**年**4**月已簽約未認列之金額

  Accumulated **NTD62,655,008**仟元

  Account Receivable

  (to Apr.) (thousand)

財務狀況說明
Financials

108年第一季合併資產負債表
2019 Q1 Consolidated Balance Sheet

單位:仟元
Unit: thousand

	108/03/31	107/12/31	107/03/31		108/03/31	107/12/31	107/03/31
現金及約當現金 Cash	7,579,809	7,029,298	6,883,072	應付帳款 PA	4,872,770	4,466,143	2,413,916
合約資產 Contract assets-current	1,892,501	2,176,124	1,285,958	合約負債 Contract liabilities	6,729,633	6,943,358	6,064,432
其他流動資產 Others	8,934,708	8,119,473	5,537,581	其他流動負債 Others	1,478,846	1,452,137	723,990
流動資產合計 Total Current Assets	18,407,018	17,324,895	13,706,611	流動負債合計 Total Current Liabilities	13,081,249	12,861,638	9,202,338
不動產、廠房及設備 PPE	806,771	806,633	830,161	其他非流動負債 Others	481,512	462,200	423,868
其他非流動資產 Others	2,835,484	2,679,075	3,555,584				
非流動資產合計 Total Non-current Assets	3,642,255	3,485,708	4,385,745	負債總計 Total Liabilities	13,562,761	13,323,838	9,626,206
				股東權益總計 Total SE	8,486,512	7,486,765	8,466,150
資產總計 Total Assests	22,049,273	20,810,603	18,092,356	負債及權益總計 Total Liabilities+SE	22,049,273	20,810,603	18,092,356

若本簡報引述的財務資料，與已對外公告的財務報告有不符的情形，以已對外公告的財務報告的內容為主.

If there is any conflict between, or any difference in the financial information quoted in this presentation and the announced financial report, the announced financial report shall prevail

財務狀況說明
Financials

108年第一季合併損益表
2019 Q1 Consolidated Income Statement

單位:仟元
Unit: thousand

	108年1月至3月 2019 Jan.~Mar.		107年1月至3月 2018 Jan.~Mar.	
營業收入 Revenue	6,687,700	100%	2,978,810	100%
營業成本 Cost	5,588,787	84%	2,450,084	82%
營業毛利 Gross Profit	1,098,913	16%	528,726	18%
營業費用 Operating expanses	229,015	3%	138,304	4%
營業淨利 Operating Income	869,898	13%	390,422	14%
營業外收入淨額 Net non-operating income	92,606	2%	(17,761)	-1%
稅前淨利 EBIT	962,504	15%	372,661	13%
所得稅費用 Income Tax	220,190	3%	127,720	4%
本期淨利 Net Income	742,314	12%	244,941	9%
本期淨利歸屬於母公司 Net Income (Parent company)	714,612	12%	189,342	7%
綜合損益屬於母公司 Composite Net Income (Parent Company)	966,259	15%	195,042	7%
基本每股盈餘 EPS	3.75		0.79	
稀釋每股盈餘 Diluted EPS	3.65		0.78	

若本簡報引述的財務資料，與已對外公告的財務報告有不符的情形，以已對外公告的財務報告的內容為主 .

If there is any conflict between, or any difference in the financial information quoted in this presentation and the announced financial report, the announced financial report shall prevail

一〇七年度由於大陸及新加坡市場有大幅成長，整體海外營收佔公司總營收達**47%**，是歷年來最高，加上台灣營收也有相當的成長，所以一〇七年度公司營收創歷史新高。

一〇八年度海外市場會較為降溫，但台灣市場將會持續成長，預估一〇八年度整體營收應屬持平狀況或有再突破的機會，但明後年應該有機會更好。

Due to the substantial growth of the Chinese market and Singapore market in 2018, the overall overseas revenue accounted for 47% of the company's total revenue, which was the highest in the recent years. In addition, Taiwan's revenue had also grown considerably, so the company's revenue in 2018 was a record high.

The overseas market will cool down in 2019, but the Taiwanese market will continue to grow. The overall revenue in 2019 is expected to remain the same and may have a chance to break through, but the next year should be have more opportunities can be better.

Thank You

Q & A