

股票代號：2404

漢唐集成股份有限公司 線上法人說明會

**United Integrated Services Co.
Investor Conference**

2020/05/21



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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.

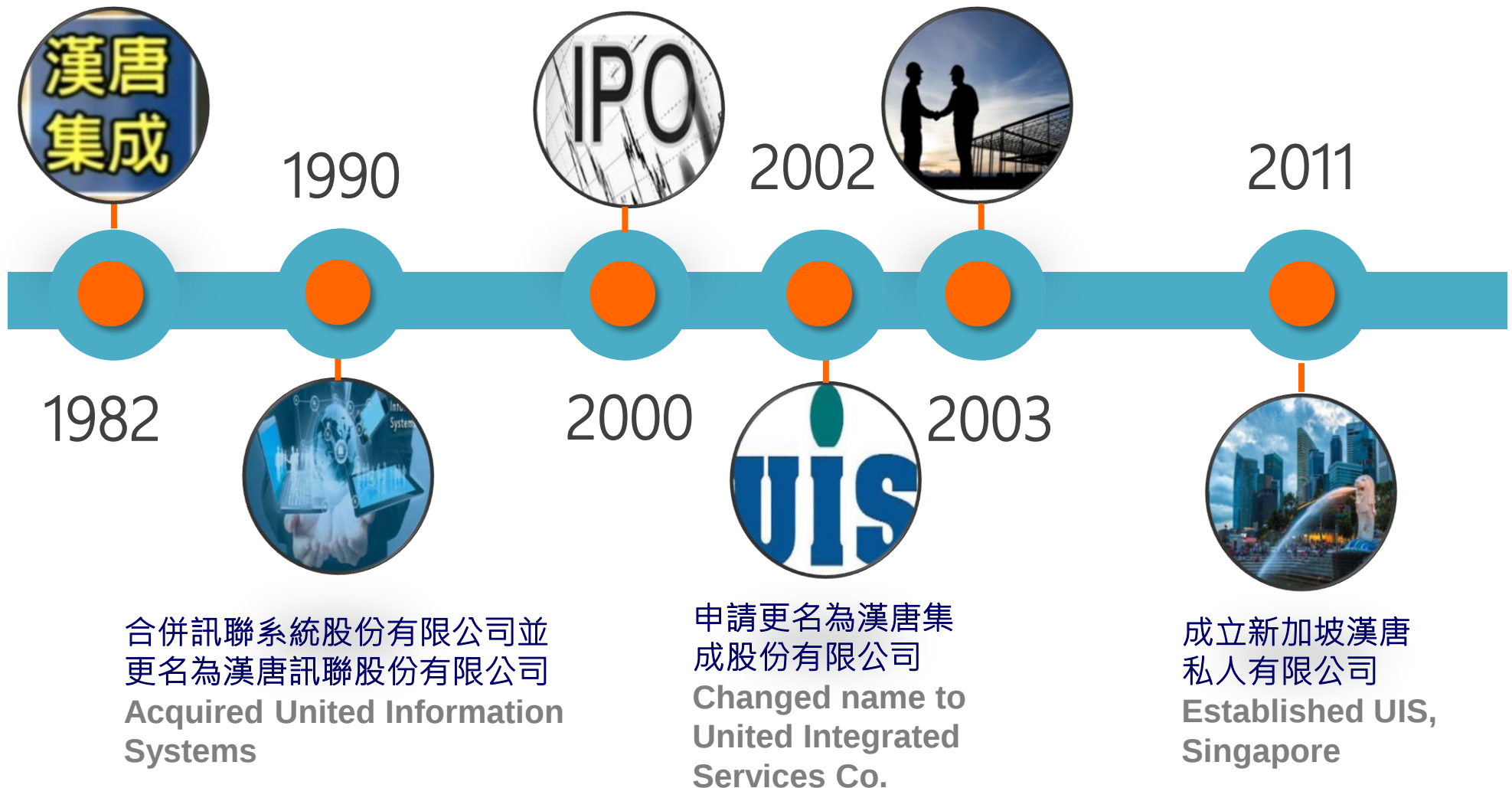
UIS歷史沿革

About UIS

漢唐科技工程有
限公司成立
Company
Established

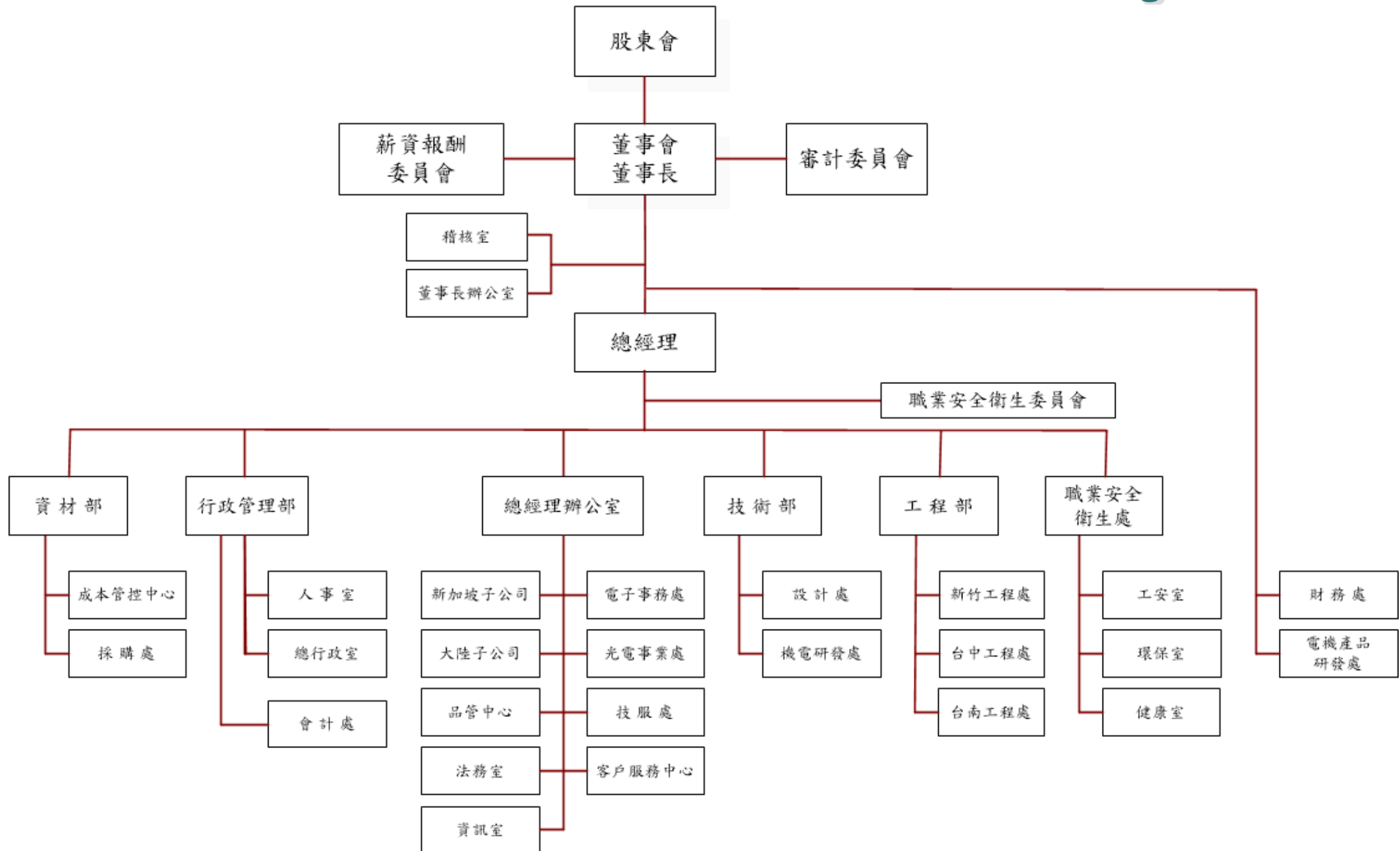
申請掛牌上市(股
票代號 2404)
IPO

成立江西漢唐系統
集成有限公司
Established UIS,
Jiang Xi



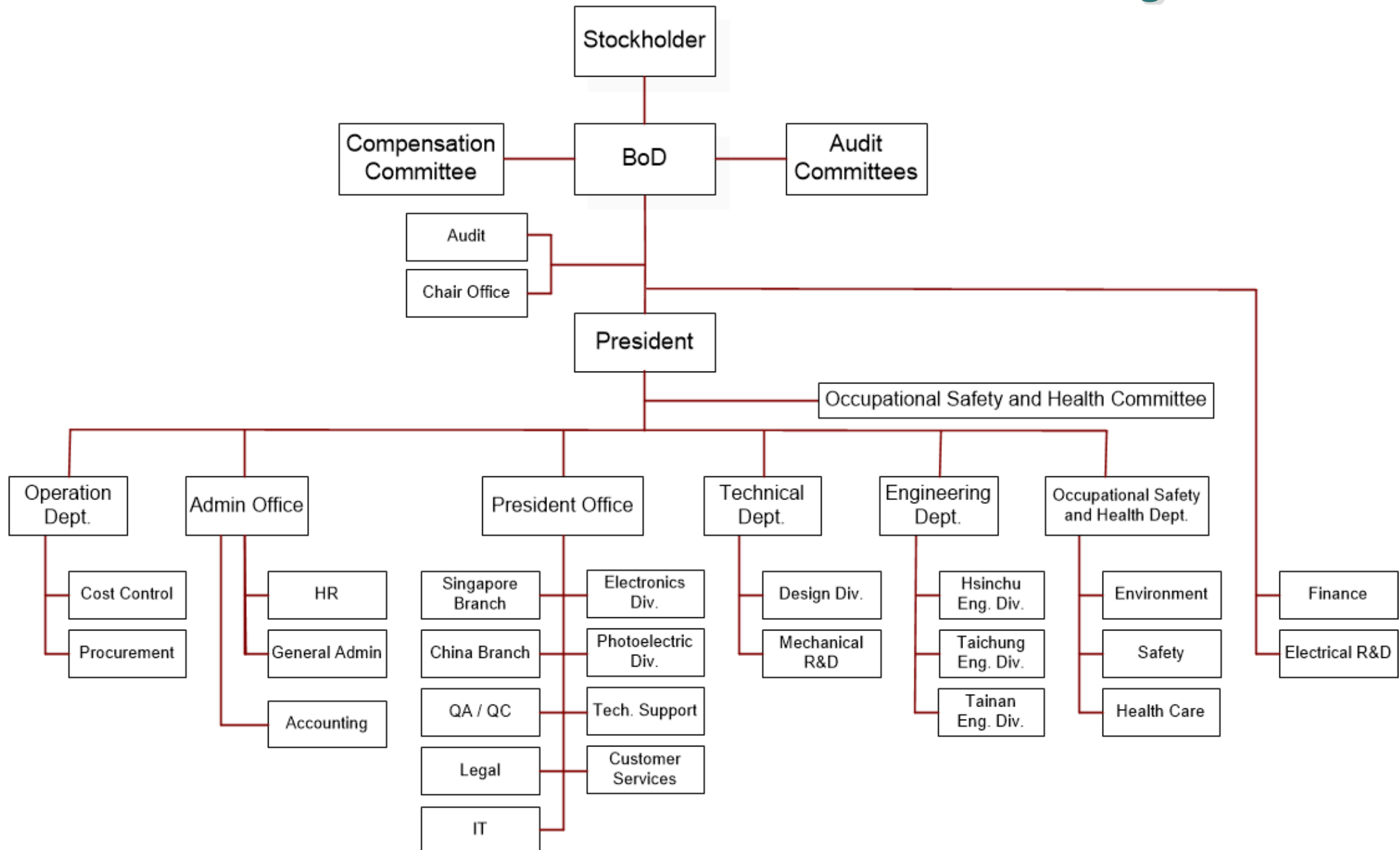
UIS公司組織表

Organization

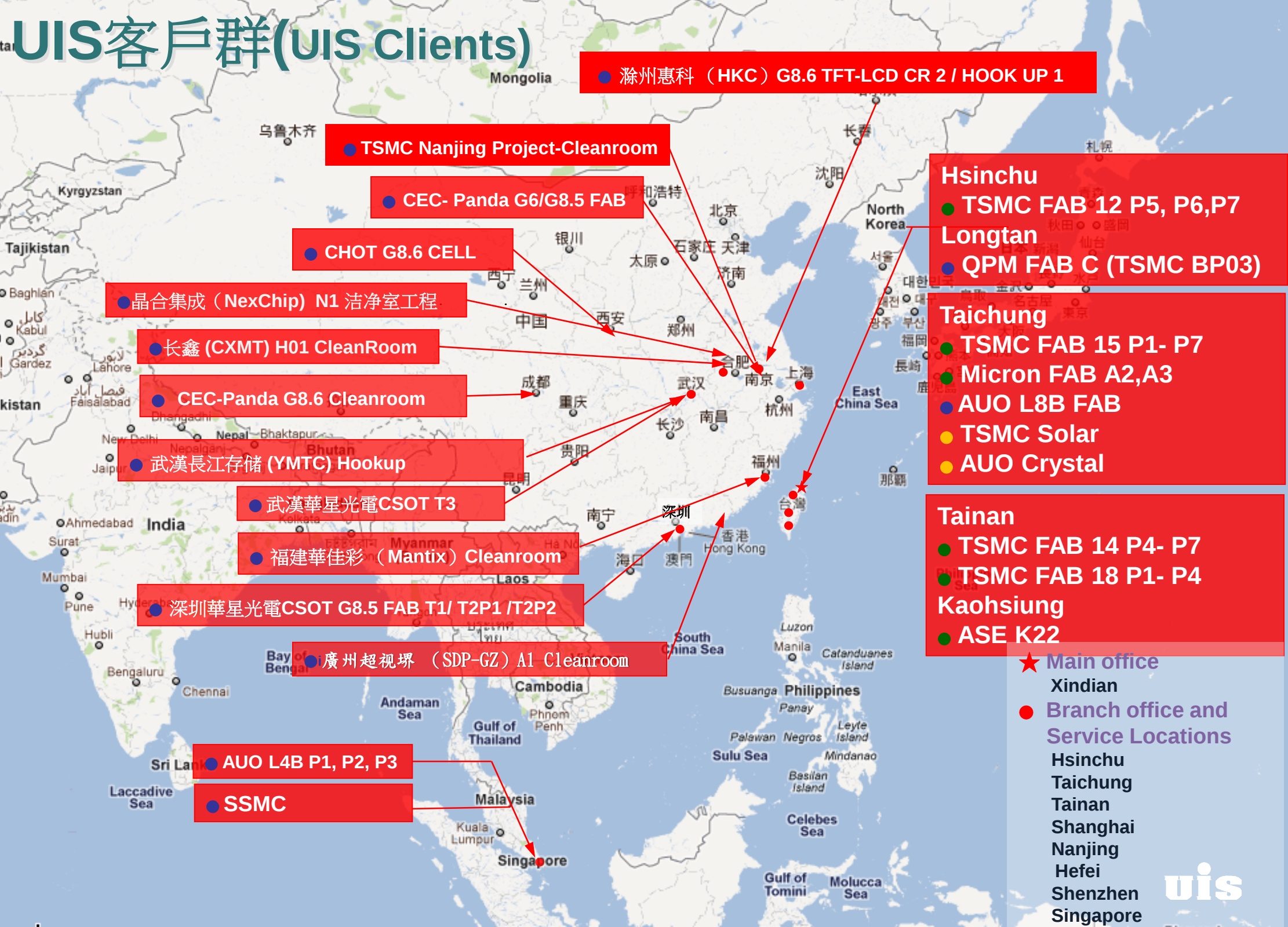


UIS公司組織表

Organization



UIS客戶群(UIS Clients)



■ 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
UPW / WWT / Gas / Chem.
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

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, P3, P4

台積電南京廠 F16P1

台積電龍潭 BP03

台灣美光記憶體股份有限公司

美光 FAB A1 A2 A3

力晶半導體股份有限公司

力晶 FAB 8A , P3 , P4, P5

華邦電子股份有限公司

華邦 FAB I , FAB II , FAB III , FAB IV

華邦 FAB CTSP, FAB 6C

旺宏電子股份有限公司

旺宏 FAB I , FAB II, FAB III

合肥晶合集成電路有限公司

合肥晶合 N1

合肥長鑫存儲技術有限公司

合肥長鑫 H01

長江存儲科技責任有限公司

長江存儲 HOOK UP (一期)

長江存儲 HOOK UP (20-50K) Phase 2

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, P3, P4

TSMC China Nanjing F16

TSMC BP03

Micron Memory Taiwan Co., Ltd.

Micron FAB A1 A2 A3

Powerchip Technology Corporation

PSC FAB 8A , P3 , P4, P5

Winbond Electronics Corp

Winbond FAB I , FAB II , FAB III , FAB IV

Winbond FAB CTSP, FAB 6C

Macronix International Co., Ltd

MXIC FAB I , FAB II, FAB III

Nexchip Semiconductor Corporation

Nexchip N1

ChangXin Memory Technologies, Inc.

CXMT H01

Yangtze Memory Technologies Co., Ltd

YMTC HOOK UP

YMTC HOOK UP (20-50K) Phase 2

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 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

中電熊貓集團

南京中電熊貓6代廠
南京中電熊貓8.5代廠
成都中電熊貓8.6代廠

咸陽彩虹光電

咸陽彩虹光電8.6代廠

惠科光電

綿陽惠科光電8.6代廠
滁州惠科光電8.6代廠

高通液晶顯示器股份有限公司

高通 FAB C

群創光電股份有限公司

Innolux T2廠

華星科技有限公司

華星科技(深圳) 8.5代廠(T1廠)
華星科技(深圳) 8.5代廠(T2廠)
華星科技 (武漢) LTPS(T3廠)

瀚宇彩晶股份有限公司

瀚宇彩晶 FAB I, FAB II
瀚宇彩晶 FAB III, FAB IV

廣州超視堺

A1 (Array L10/L20)

深超光電(深圳)有限公司

CDY Array/CF K1FAB

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

Qualcomm Panel Manufacturing Ltd.

QMP FAB C

Innolux Corporation

Innolux T2

SDP-GZ Corporation

A1 (Array L10/L20)

Century Display (Shenzhen) Co., Ltd

CDY Array/CF K1FAB

CEC Panda

Nanjing CEC Panda G6 FAB

Nanjing CEC Panda G8.5 FAB

Chengdu CEC Panda G8.6 FAB

Xianyang CaiHong Optoelectronics Technology Co., Ltd

G8.6 FAB

HKC Optoelectronics Technology Co., Ltd

Mianyang G8.6 FAB

Chuzhou G8.6 FAB

CSOT Corporation

CSOT G8.5 FAB(T1)

CSOT G8.5 FAB II(T2)

CSOT LTPS(T3)

HannStar Display Corp.

HannStar FAB I, FAB II

HannStar FAB III, FAB IV

近五年盈餘分配狀況

Income Statement

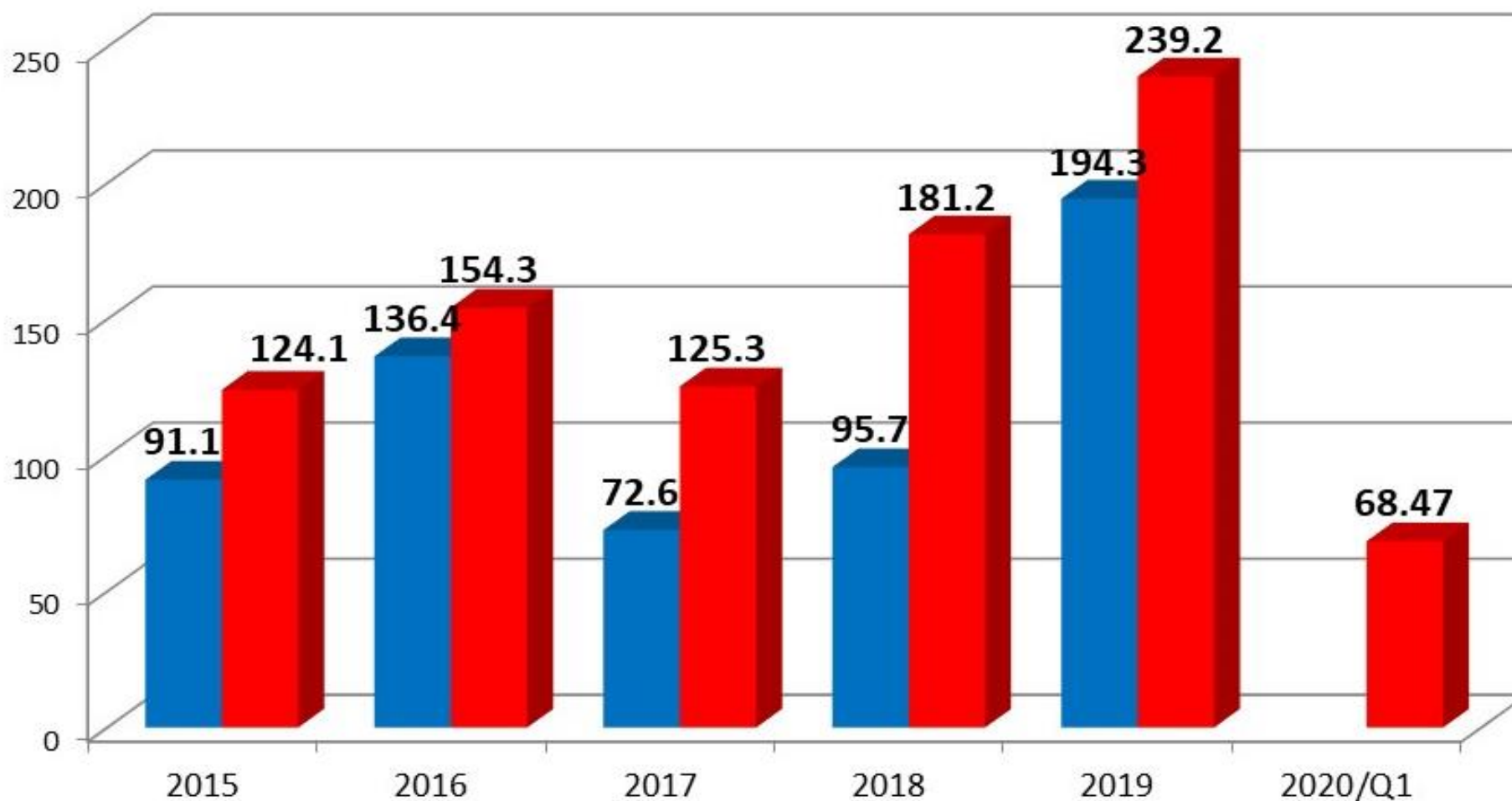
	104年 (2015)	105年 (2016)	106年 (2017)	107年 (2018)	108年 (2019)	109年(Q1) (2020 Q1)
營業收入(千元) Rev.(thousand)	12,418,557	15,426,851	12,525,918	18,127,934	23,920,633	6,846,675
毛利(千元) Gross Profit(thousnad)	1,742,768	2,380,513	2,234,514	3,183,441	4,351,240	1,276,330
毛利率 Gross Profit %	14.03%	15.43%	17.84%	17.56%	18.19%	18.64%
本期稅後損益(千元) EAT(thousand)	1,280,670	1,585,347	1,341,764	2,274,169	2,893,881	761,712
每股盈餘(元) EPS	5.24	6.52	5.10	9.42	14.77	3.91
現金股利(元) Cash Dividends	4.50	6.00	5.00	10.00	13.00	
股利發放率 Dividend Payout Ratio	85.88%	92.02%	98.04%	106.16%	88.02%	
負債佔資產比率 Debt Asset Ratio	57.68%	60.94%	60.26%	64.02%	62.15%	
流動比率 Current Ratio	147.33%	140.48%	144.04%	144.04%	137.42%	
純益率 Net Profit Margin	10.31%	10.28%	10.71%	12.55%	12.10%	

近五年營收 (Revenue)

Unit: NTD 100 million

單位：億元

■ 個體營收
Individual
■ 合併營收
Consolidated

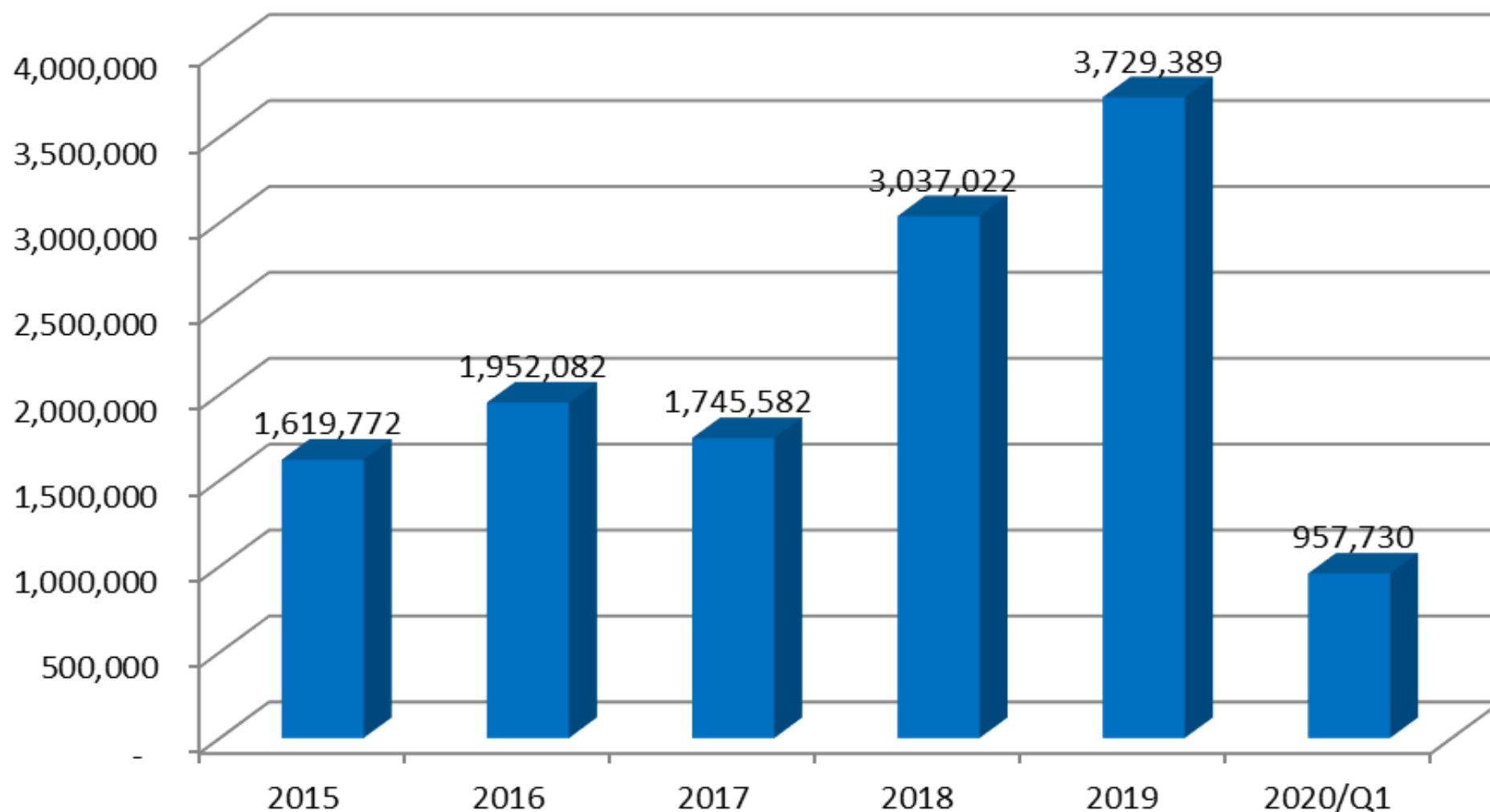


Q1 僅提供合併營收

近五年稅前淨利 (EBIT)

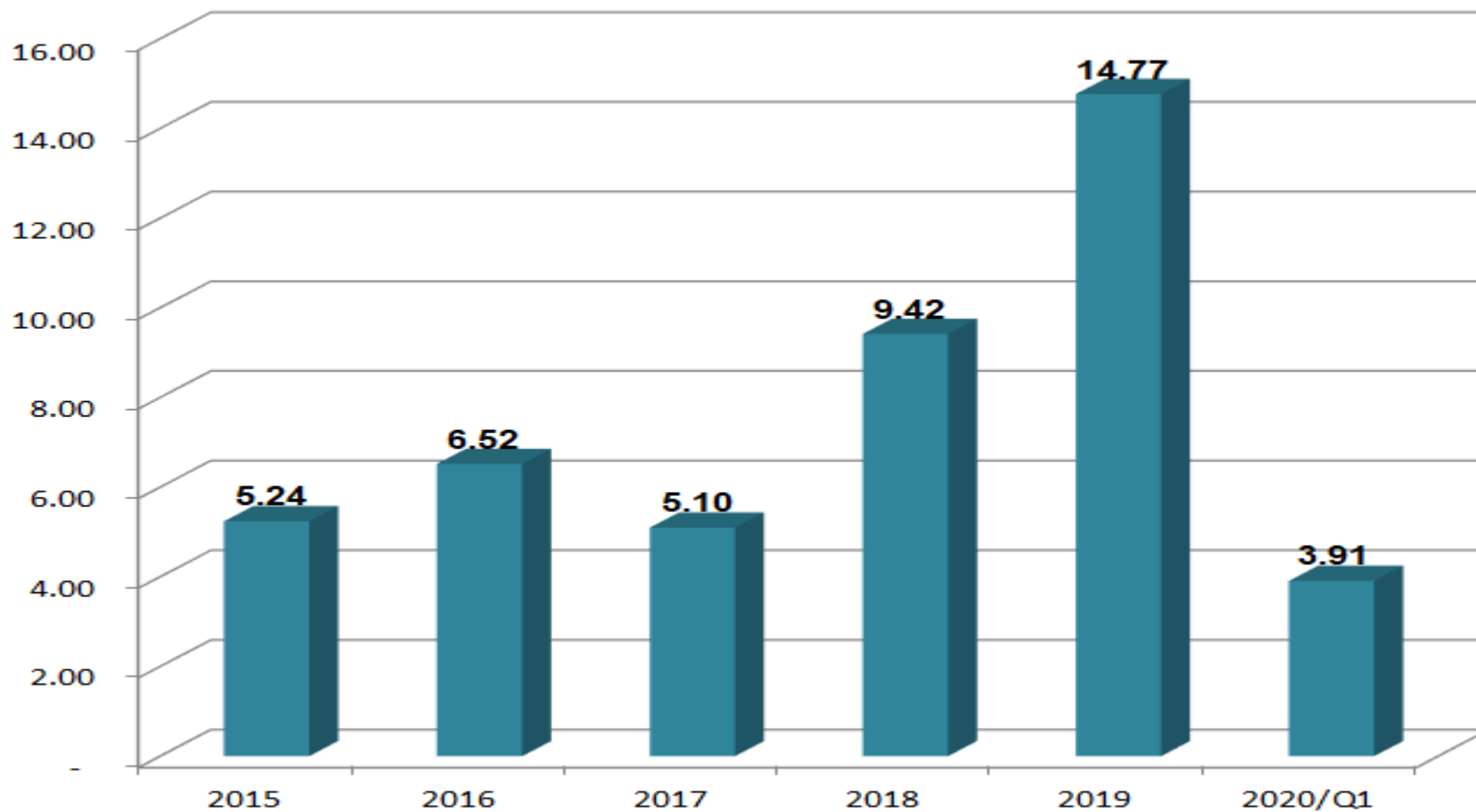
Unit: NTD thousand

單位：仟元



每股盈餘 (EPS)

Unit: NTD



累計接單狀況統計

Business in total

- **109年接單合約金額(1~4月份)**
2020 Contract Value **NTD5,788,606千元**
(thousand)
- **109年1月至4月累計營收**
Accumulated Rev. **NTD9,891,368千元**
(from Jan. to Apr.) (thousand)
- **截至109年4月已簽約未認列之金額**
Accumulated **NTD54,051,476千元**
Account Receivable
(to Apr.) (thousand)

財務狀況說明

Financials

109年第一季合併資產負債表

2020 Q1 Consolidated Balance Sheet

單位:千元
Unit: thousand

	109/03/31	108/12/31	108/03/31		109/03/31	108/12/31	108/03/31
現金及約當現金 Cash	4,409,279	6,391,222	7,579,809	應付帳款 PA	5,956,338	5,634,636	4,872,770
合約資產 Contract assets-current	2,567,068	1,680,082	1,892,501	合約負債 Contract liabilities	5,816,221	6,515,385	6,729,633
其他流動資產 Others	12,631,611	11,082,921	8,934,708	其他流動負債 Others	4,323,538	1,788,231	1,478,846
流動資產合計 Total Current Assets	19,607,958	19,154,225	18,407,018	流動負債合計 Total Current Liabilities	16,096,097	13,938,252	13,081,249
不動產、廠房及設備 PPE	771,790	778,132	806,771	其他非流動負債 Others	408,938	409,271	481,512
其他非流動資產 Others	3,017,610	3,152,979	2,835,484				
非流動資產合計 Total Non-current Assets	3,789,400	3,931,111	3,642,255	負債總計 Total Liabilities	16,505,035	14,347,523	13,562,761
				股東權益總計 Total SE	6,892,323	8,737,813	8,486,512
資產總計 Total Assests	23,397,358	23,085,336	22,049,273	負債及權益總計 Total Liabilities+SE	23,397,358	23,085,336	22,049,273

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

109年第一季合併損益表

2020 Q1 Consolidated Income Statement

單位:仟元
Unit: thousand

	109年1月至3月 2020 Jan.~Mar.		108年1月至3月 2019 Jan.~Mar.	
營業收入 Revenue	6,846,675	100%	6,687,700	100%
營業成本 Cost	5,570,345	81%	5,588,787	84%
營業毛利 Gross Profit	1,276,330	19%	1,098,913	16%
營業費用 Operating expenses	229,015	5%	229,015	3%
營業淨利 Operating Income	978,025	14%	869,898	13%
營業外收入淨額 Net non-operating income	(20,295)	-	92,606	2%
稅前淨利 EBIT	957,730	14%	962,504	15%
所得稅費用 Income Tax	196,018	3%	220,190	3%
本期淨利 Net Income	761,712	11%	742,314	12%
本期淨利歸屬於母公司 Net Income (Parent company)	745,723	11%	714,612	12%
綜合損益歸屬於母公司 Composite Net Income (Parent Company)	618,792	9%	966,259	15%
基本每股盈餘 EPS	3.91		3.75	
稀釋每股盈餘 Diluted EPS	3.85		3.65	

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—一〇八年度於大陸及新加坡市場有大幅衰退，由一〇七年度營收佔比47%降為19.5%。但因台灣市場有倍數以上的成長，所以整體營收仍可保持相當的成長。

—一〇九年度海外市場仍處於低溫狀況，台灣市場則有機會持續成長，預估一〇九年度整體營收很有機會再創新高。

During 2019, China's and Singapore's market have greatly reduced; for 2018's revenue estimation of 47% was reduced to 19.5%. However, Taiwan's market has grown multiple folds resulting in an overall consistent revenue growth.

During 2020, condition in the overseas market remains conservative; Taiwan's market however provides opportunity for growth. Estimated 2020's revenue to be achieve a record high.

Thank You

Q & A

各位參與本次法說會貴賓朋友，若要以 call in 方式提問，請在留言版上留下您的公司名稱及您的姓名，我們將依序請您撥打此電話[TEL:02-29174060](tel:02-29174060)分機8276進行提問。謝謝！