

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**

2021/04/20



uis

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 of 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因素影響，致使最後結果與原先的說明迥異，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。

- 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

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。

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.

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

成立漢軒能源股份有
限公司
漢特能源股份有限
公司
Established UIS,
Energy

成立美國漢唐
集成公司
Established
UIS USA



1990



2002



2011



1982



2000



2003

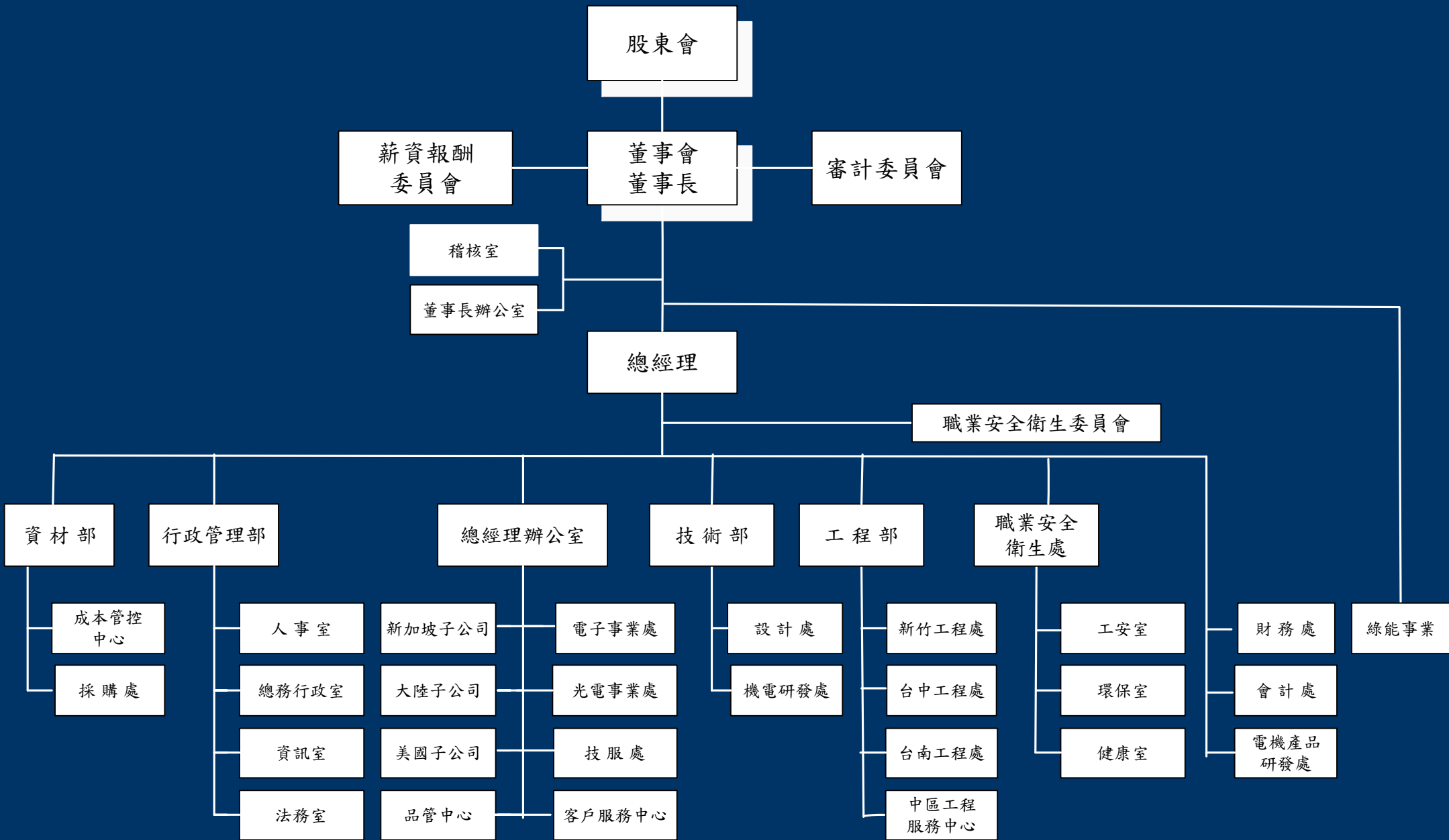


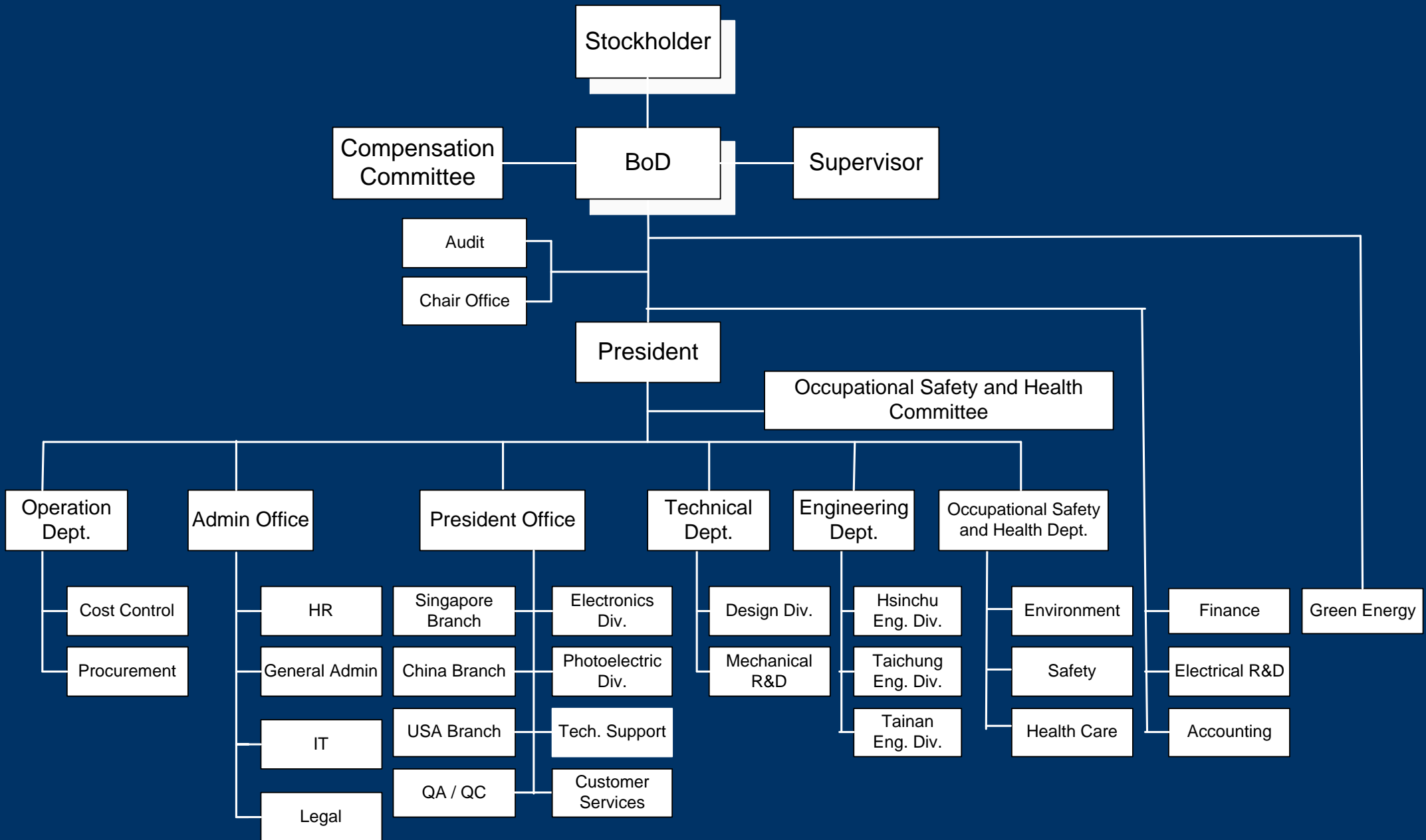
2020

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

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

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







■ 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

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, P8

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, P5, P6, P7

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

長江存儲 HOOK UP (90K)

半導體主要客戶

uis

Taiwan Semiconductor Manufacturing Company Ltd.

TSMC FAB III

TSMC FAB IV

TSMC FAB VI

TSMC FAB XII P1, P2, P3, P4, P5, P6, P7, P8

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, P5, P6, P7

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

YMTC HOOK UP (90K)

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

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

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

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

廣州超視堺

A1 (Array L10/L20)

深超光電(深圳)有限公司

CDY Array/CF K1FAB

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

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)

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

	105年 (2016)	106年 (2017)	107年 (2018)	108年 (2019)	109年 (2020)
營業收入(千元) Rev.(thousand)	15,426,851	12,525,918	18,127,934	23,920,633	35,836,642
毛利(千元) Gross Profit(thousnad)	2,380,513	2,234,514	3,183,441	4,351,240	5,684,146
毛利率 Gross Profit %	15.43%	17.84%	17.56%	18.19%	15.86%
本期稅後損益(千元) EAT(thousand)	1,585,347	1,341,764	2,274,169	2,893,881	4,091,332
每股盈餘(元) EPS	6.52	5.10	9.42	14.77	21.16
現金股利(元) Cash Dividends	6.00	5.00	10.00	13.00	17.00
股利發放率 Dividend Payout Ratio	92.02%	98.04%	106.16%	88.02%	80.34%
負債佔資產比率 Debt Asset Ratio	60.94%	60.26%	64.02%	62.15%	62.47%
流動比率 Current Ratio	140.48%	144.04%	144.04%	137.42%	140.70%
純益率 Net Profit Margin	10.28%	10.71%	12.55%	12.10%	11.42%

近五年營收 (Revenue)

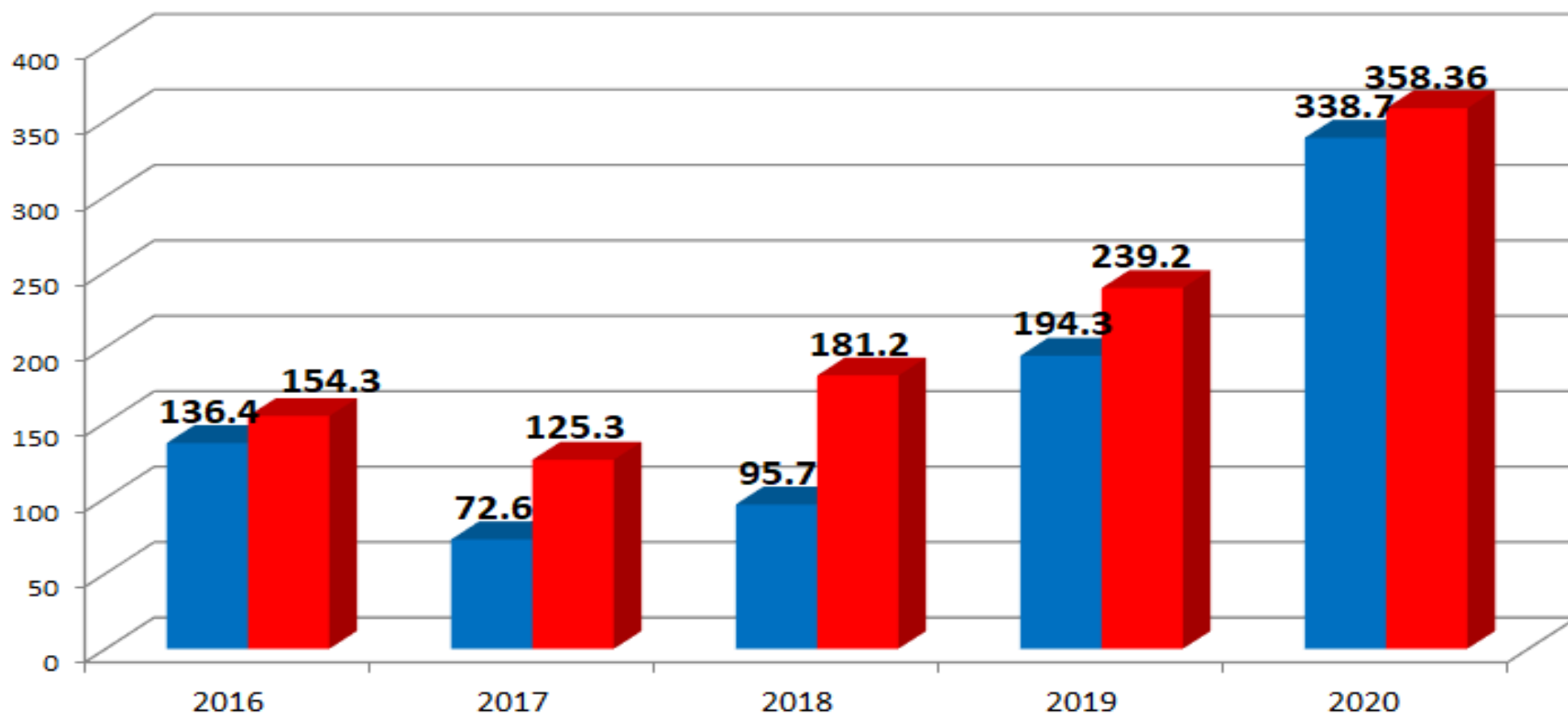
Unit: NTD 100 million 單位：億元

■ 個體營收

Individual

■ 合併營收

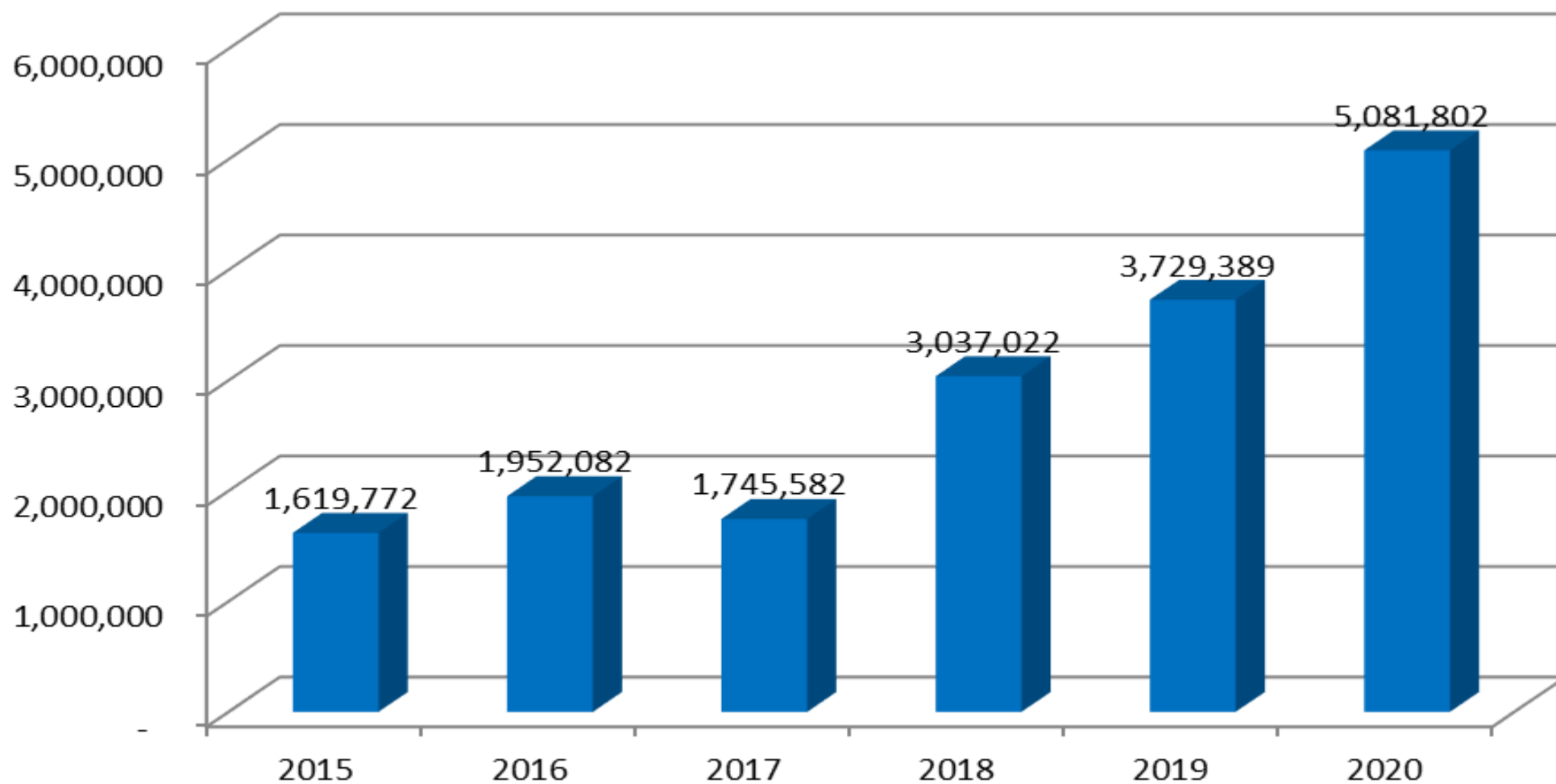
Consolidated



稅前淨利 (EBIT)

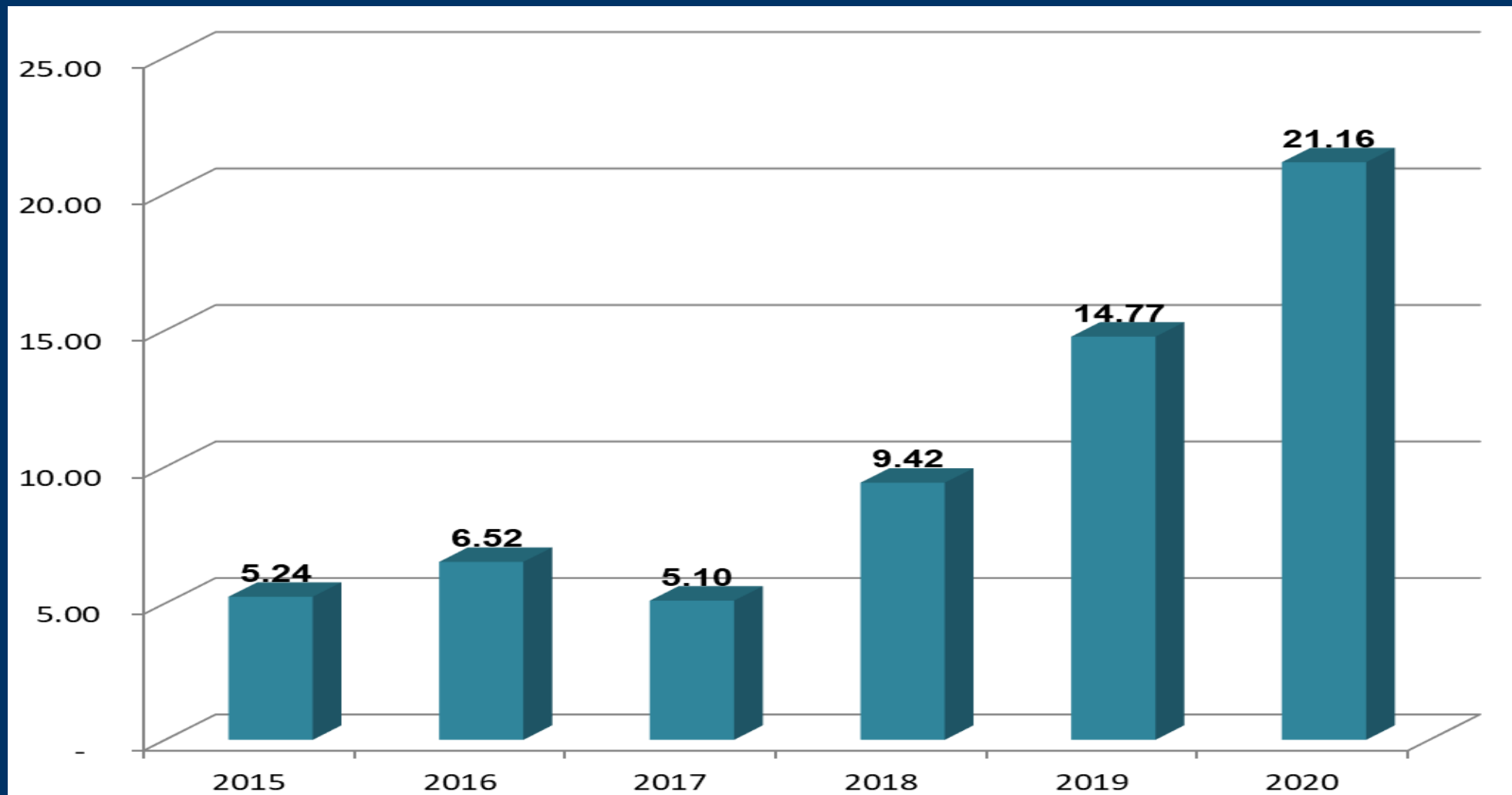
Unit: NTD thousand

單位：仟元



每股盈餘 (EPS)

Unit: NTD



累計接單狀況統計

Business in total

➤ **110年接單合約金額(1~03月份)**

2021 Contract Value **NTD4,756,281千元**

➤ **110年1月至03月累計營收**

Accumulated Rev. **NTD5,794,427千元**
(from Jan. to Mar.)

➤ **截至110年03月已簽約未認列之金額**

Accumulated **NTD41,538,178千元**
Account Receivable
(to Apr.)

109年合併資產負債表

2020 Consolidated Balance Sheet

單位:仟元
Unit: thousand

	109/12/31	108/12/31		109/12/31	108/12/31
現金及約當現金 Cash	8,501,567	6,391,222	應付帳款 PA	7,123,988	5,634,636
合約資產 Contract assets-current	2,246,005	1,680,082	合約負債 Contract liabilities	7,266,043	6,515,385
其他流動資產 Others	12,204,226	11,082,921	其他流動負債 Others	1,922,811	1,788,231
流動資產合計 Total Current Assets	22,951,798	19,154,225	流動負債合計 Total Current Liabilities	16,312,842	13,938,252
不動產、廠房及設備 PPE	790,818	778,132	其他非流動負債 Others	584,207	409,271
其他非流動資產 Others	3,305,951	3,152,979			
非流動資產合計 Total Non-current Assets	4,096,769	3,931,111	負債總計 Total Liabilities	16,897,049	14,347,523
			股東權益總計 Total SE	10,151,518	8,737,813
資產總計 Total Assests	27,048,567	23,085,336	負債及權益總計 Total Liabilities+SE	27,048,567	23,085,336

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

109年合併損益表

2020 Consolidated Income Statement

單位:仟元
Unit: thousand

	109年1月至12月 2020 Jan.~Dec.		108年1月至12月 2019 Jan.~Dec.	
營業收入 Revenue	35,826,642	100%	23,920,633	100%
營業成本 Cost	30,152,496	84%	19,569,393	82%
營業毛利 Gross Profit	5,684,146	16%	4,351,240	18%
營業費用 Operating expenses	1,063,500	3%	943,942	4%
營業淨利 Operating Income	3,857,864	14%	2,331,431	14%
營業外收入淨額 Net non-operating income	461,156	1%	322,091	2%
稅前淨利 EBIT	5,081,802	14%	3,729,389	16%
所得稅費用 Income Tax	990,470	3%	836,508	4%
本期淨利 Net Income	4,091,332	11%	2,893,881	12%
本期淨利歸屬於母公司 Net Income (Parent company)	4,033,304	11%	2,815,298	12%
綜合損益歸屬於母公司 Composite Net Income (Parent Company)	3,919,632	11%	3,219,592	14%
基本每股盈餘 EPS	21.16		14.77	
稀釋每股盈餘 Diluted EPS	20.83		14.57	

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

一〇九年度於大陸及新加坡市場仍沒有起色，由一〇八年度營收佔比19.5%降為6%。但因台灣市場成長很大，所以整體營收仍有大幅成長。

一一〇年度海外市場仍處於低溫狀況，台灣市場則仍然熱絡，但因一〇九年度從美光客戶認列營收非常龐大的因素，造成當年度營收大幅成長。所以預估一一〇年度仍然是很好的一年，但營收會比一〇九年度下降。預期一一一年度有機會再創新高。

During 2020 period, the market at Mainland China and Singapore did not improve; revenue dropped to 6% comparing to 2019's revenue of 19.5%. However, with the growth in Taiwan's domestic market, overall net revenue has greatly increased.

For 2021, the overseas markets are in a stalemate position which is in high contrast to the lively Taiwanese market. From 2020 onwards due to revenue derived from MICRON; our overall revenue has increase exponentially. Therefore, 2021 is forecasted to be an excellent year for UIS but when comparing to 2020 there will be a slight drop. UIS is still optimistic on achieving record high for 2022.

Thank You

Q & A