

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

2022/06/14



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



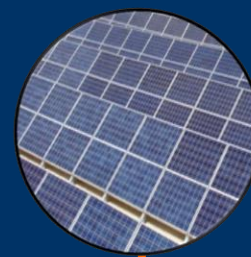
1990



2002



2011



1982



2000



2003



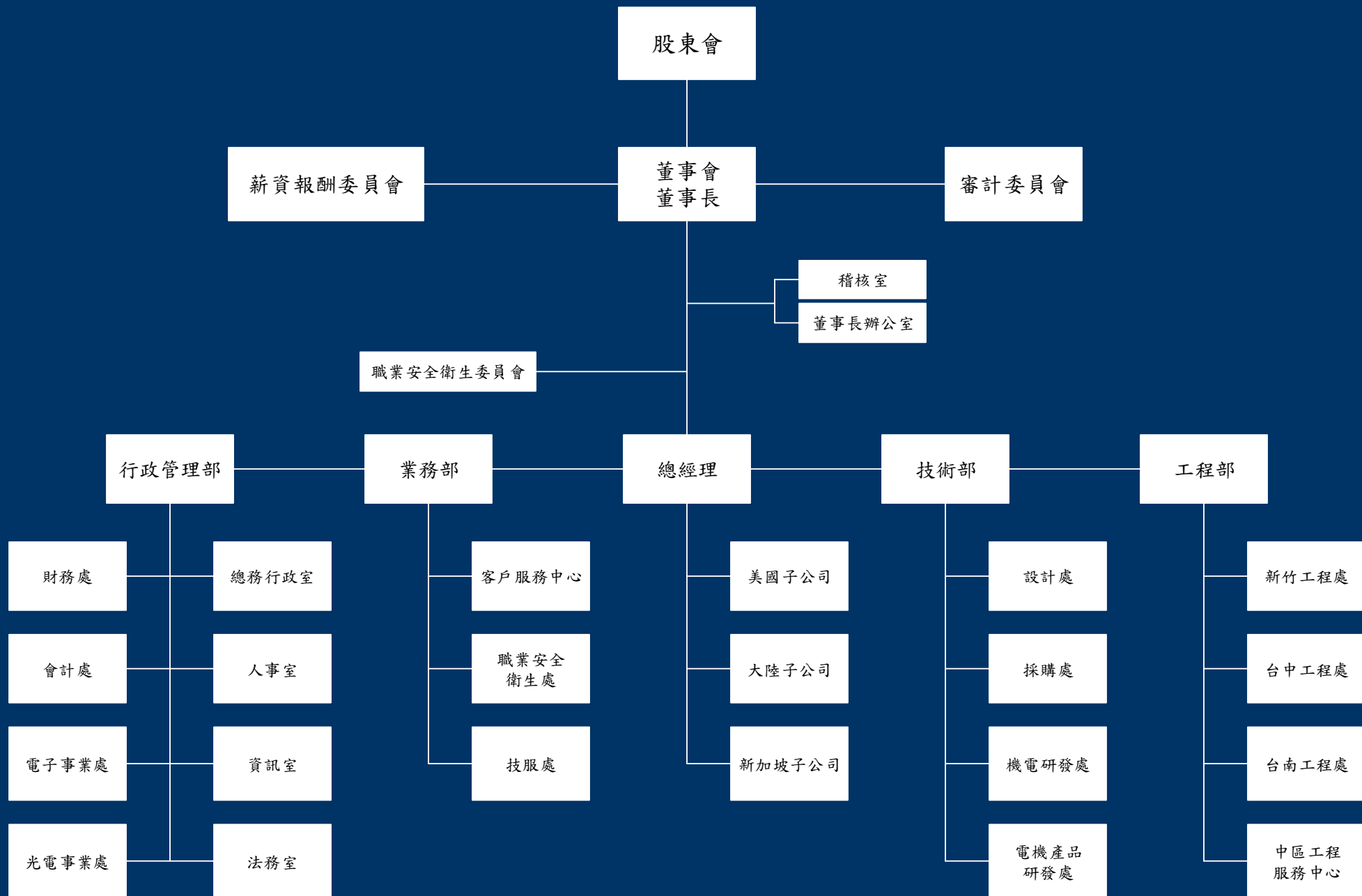
2020

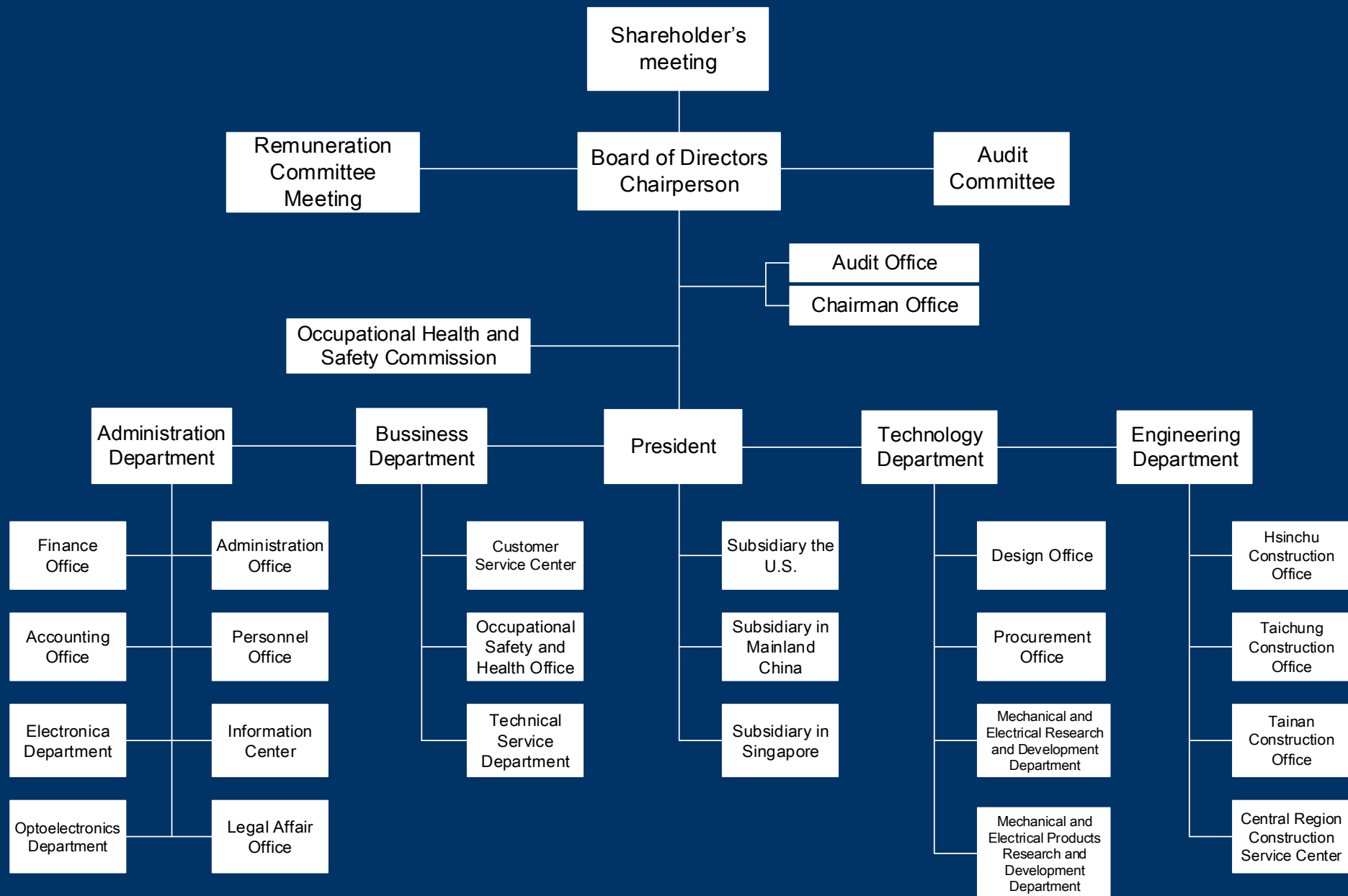
合併訊聯系統股份有限公司並  
更名為漢唐訊聯股份有限公司  
Acquired United Information  
Systems

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

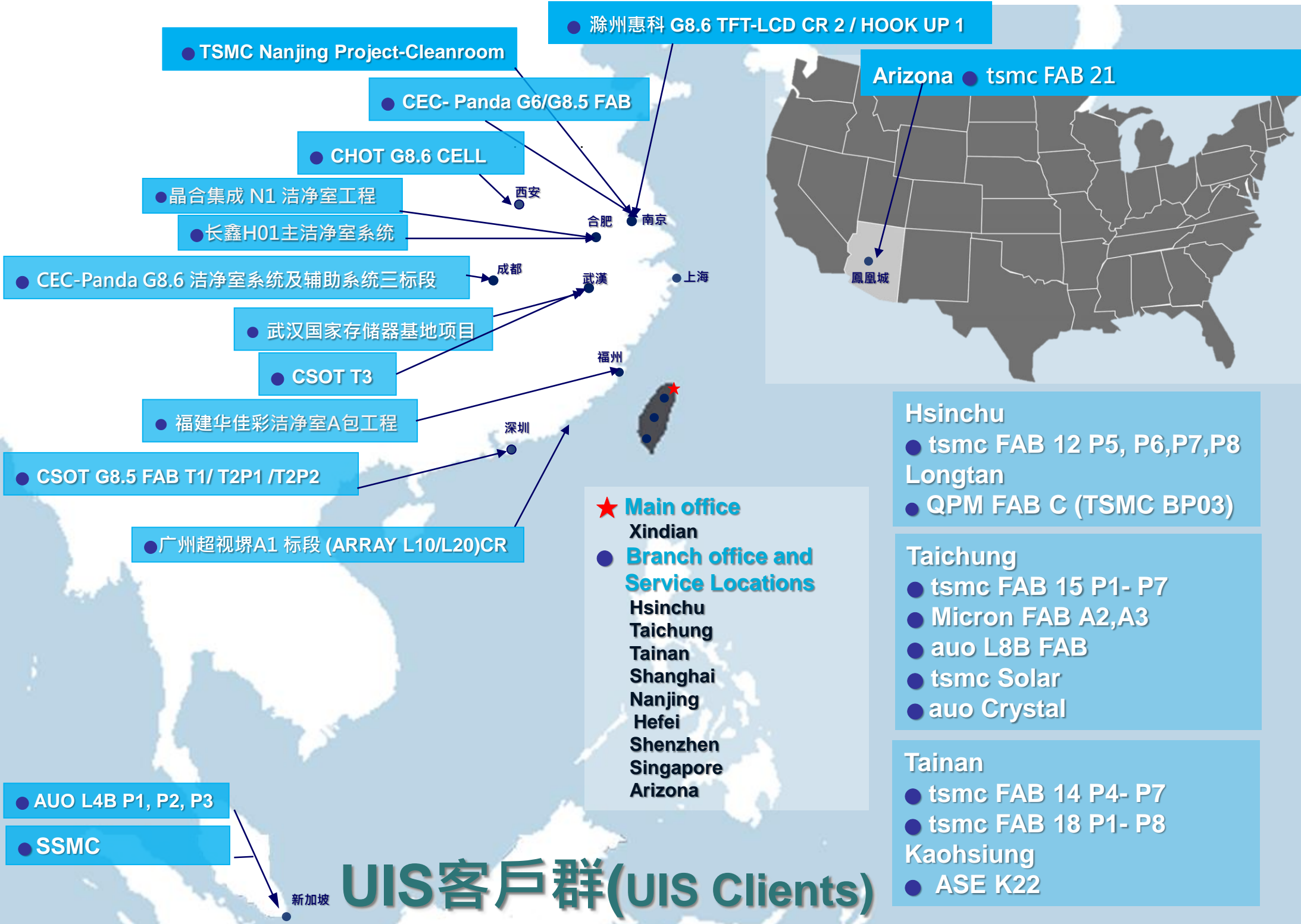
成立新加坡漢唐私人有限  
公司  
Established UIS,  
Singapore

uis









# 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

## 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, P8

台積電南京廠 F16P1 P2

台積電龍潭 BP03

台積電美國F21

## 台灣美光記憶體股份有限公司

美光 FAB A1 A2 A3 TCP2

## 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)

長江存儲 HOOK UP (120K)



## **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 P1, P2**

**TSMC BP03**

**TSMC USA F21**

## **Micron Memory Taiwan Co., Ltd.**

**Micron FAB A1 A2 A3 TCP2**

## **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)**

**YMTC HOOK UP (120K)**



## 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)

主要客戶FPD

uis



## 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

	106年 (2017)	107年 (2018)	108年 (2019)	109年 (2020)	110年 (2021)	111年Q1 (2022 Q1)
營業收入(千元) Rev.(thousand)	12,525,918	18,127,934	23,920,633	35,836,642	25,606,141	5,792,575
毛利(千元) Gross Profit(thousnad)	2,234,514	3,183,441	4,351,240	5,684,146	4,086,636	929,489
毛利率 Gross Profit %	17.84%	17.56%	18.19%	15.86%	15.96%	16.05%
本期稅後損益(千元) EAT(thousand)	1,341,764	2,274,169	2,893,881	4,091,332	2,820,482	542,282
每股盈餘(元) EPS	5.10	9.42	14.77	21.16	14.53	2.79
現金股利(元) Cash Dividends	5.00	10.00	13.00	17.00	13.00	
股利發放率 Dividend Payout Ratio	98.04%	106.16%	88.02%	80.34%	89.47%	
負債佔資產比率 Debt Asset Ratio	60.26%	64.02%	62.15%	62.47%	58.88%	
流動比率 Current Ratio	144.04%	144.04%	137.42%	140.70%	143.61%	
純益率 Net Profit Margin	10.71%	12.55%	12.10%	11.42%	11.01%	

# 近五年營收 (Revenue)

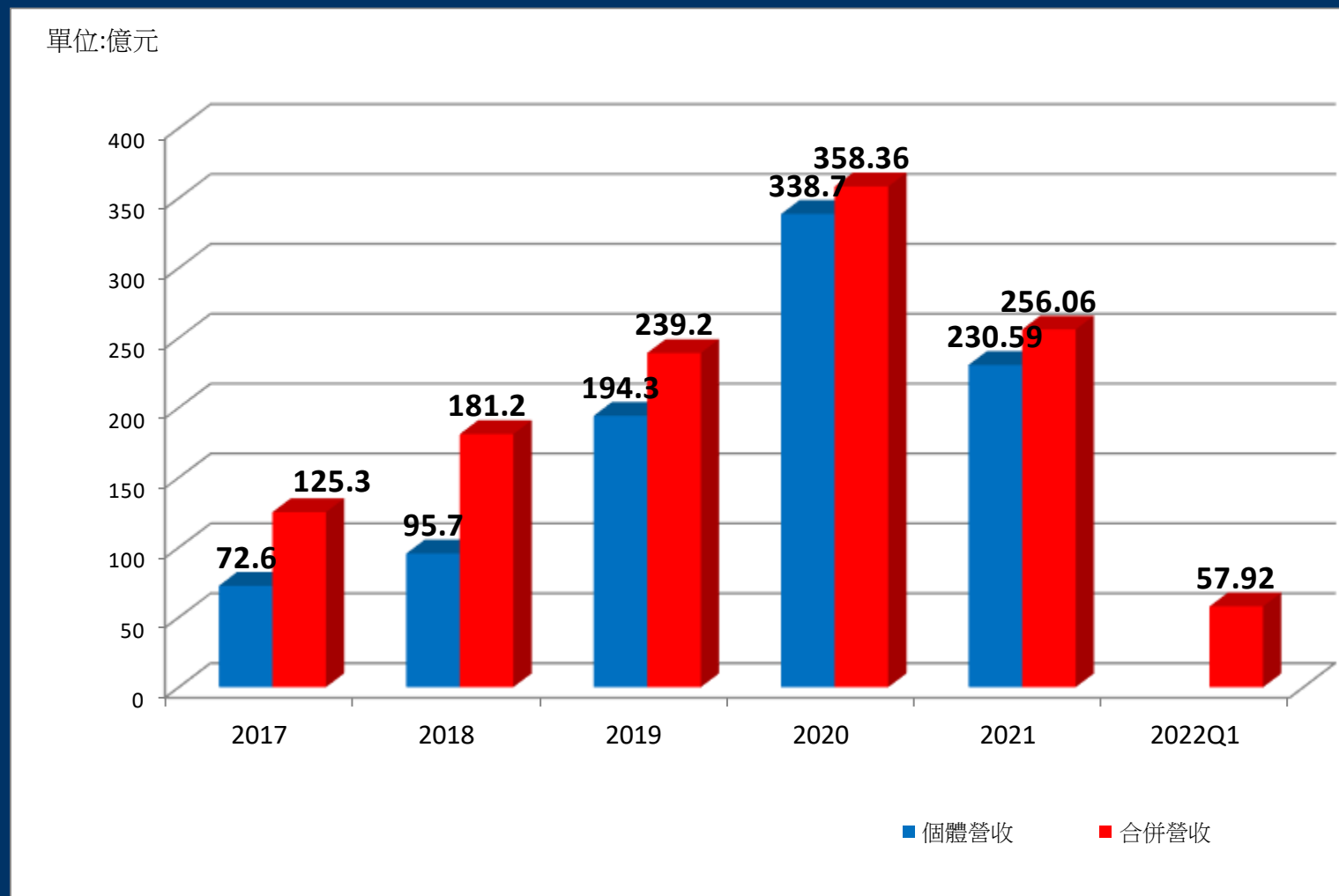
Unit: NTD 100 million    單位：億元

■ 個體營收

Individual

■ 合併營收

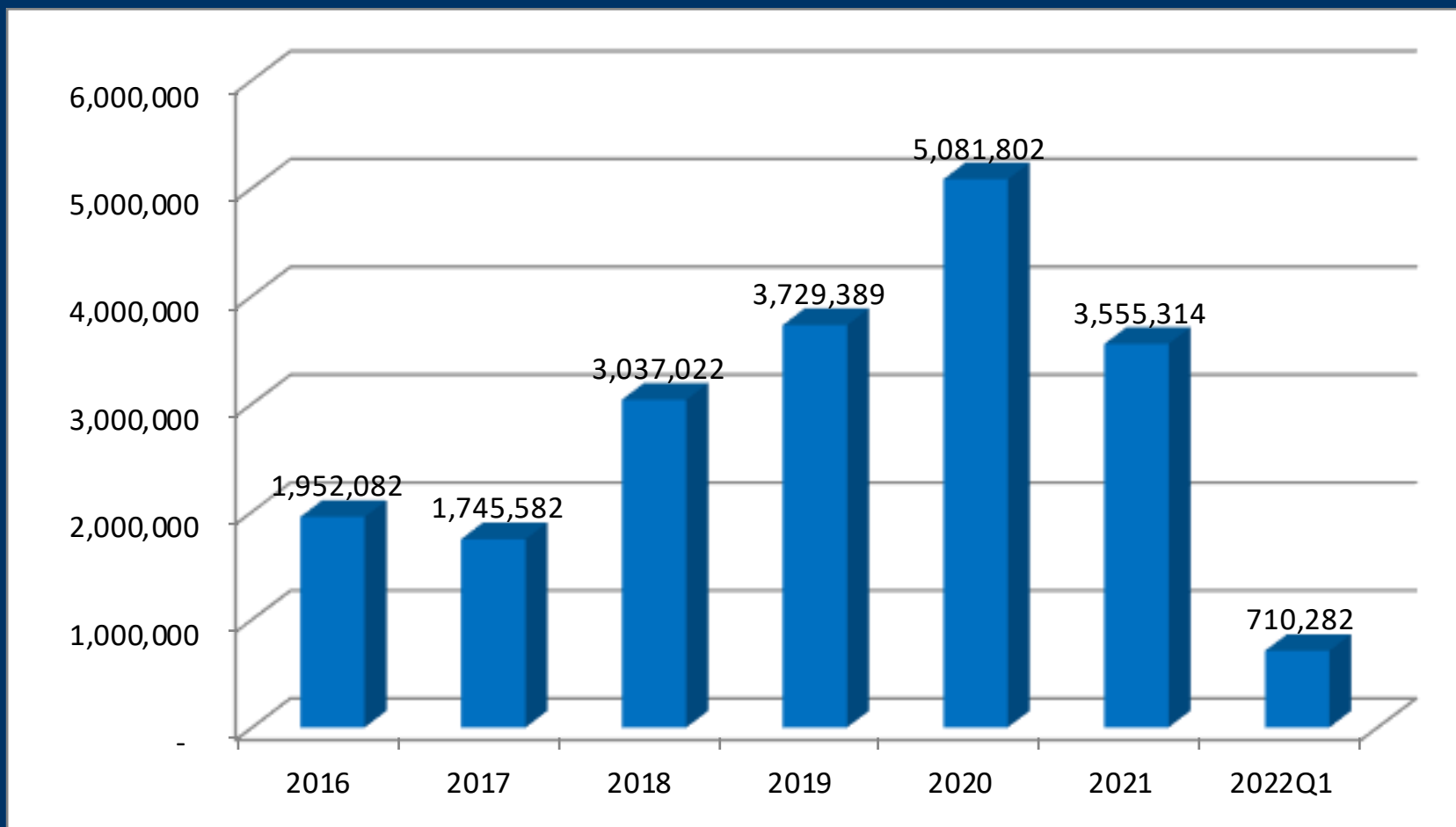
Consolidated



# 稅前淨利 (EBIT)

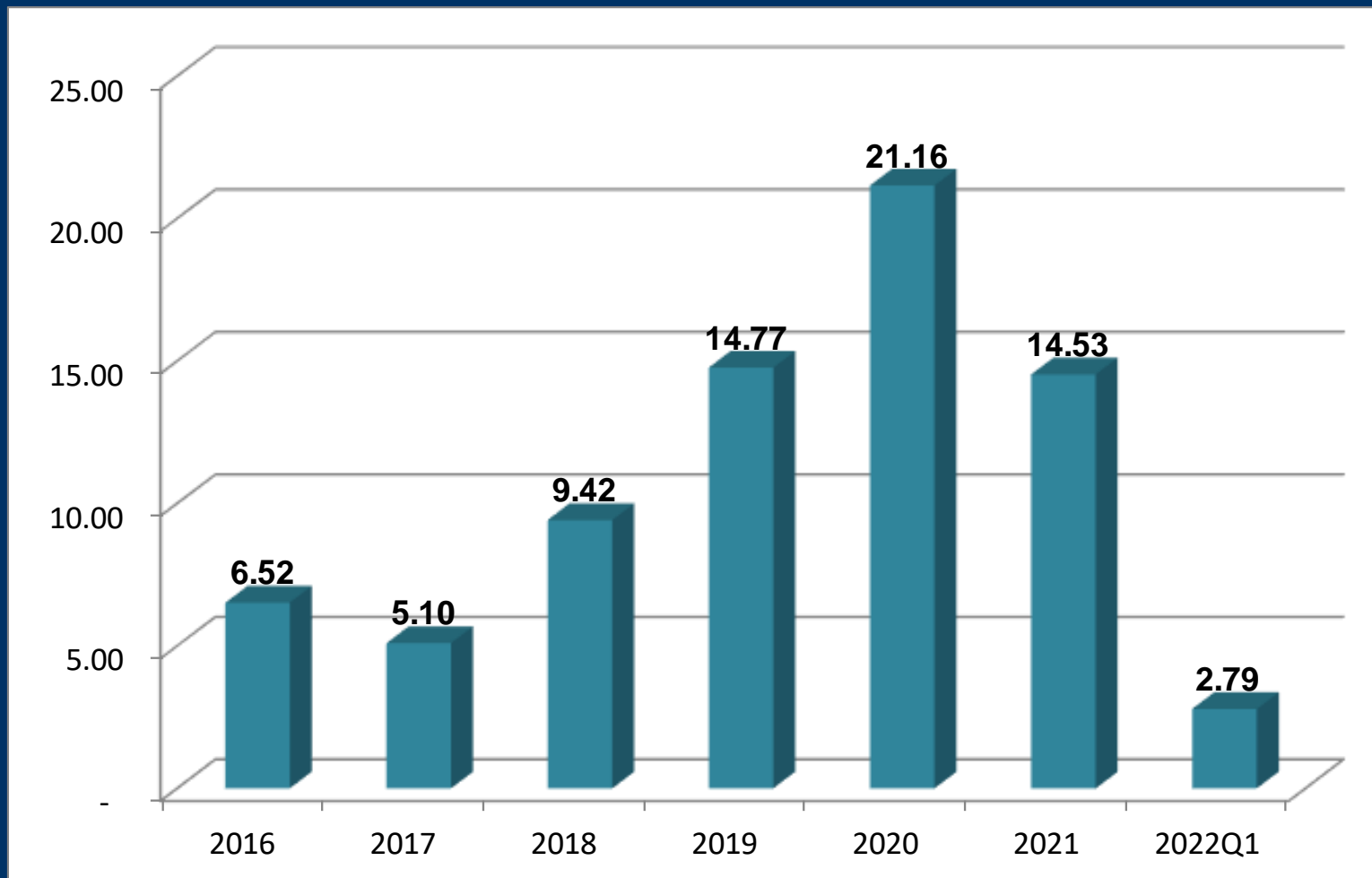
Unit: NTD thousand

單位：仟元



# 每股盈餘 (EPS)

Unit: NTD



## 累計接單狀況統計 Business in total

### ➤ 111年接單合約金額(1~04月份)

2022 Contract Value      **NTD 39,565,491 仟元**

### ➤ 111年1月至04月累計營收

Accumulated Rev.      **NTD 8,029,517 仟元**  
(from Jan. to Apr.)

### ➤ 截至111年04月已簽約未認列之金額

Accumulated      **NTD 93,361,494 仟元**  
Account Receivable  
(to Apr.)

# 111年合併資產負債表

## 2022 Consolidated Balance Sheet

單位:仟元  
Unit: thousand

	111/3/31	110/12/31	110/3/31		111/3/31	110/12/31	110/3/31
現金及約當現金 Cash	8,049,985	6,922,880	9,962,732	應付帳款 PA	4,668,537	4,720,567	5,892,966
合約資產 Contract assets-current	4,101,491	3,389,495	1,992,504	合約負債 Contract liabilities	9,318,689	7,191,840	6,343,335
其他流動資產 Others	9,087,992	8,650,998	9,349,401	其他流動負債 Others	3,813,670	1,292,038	5,038,826
流動資產合計 Total Current Assets	21,239,468	18,963,373	21,304,637	流動負債合計 Total Current Liabilities	17,800,896	13,204,445	17,275,127
不動產、廠房及設備 PPE	1,334,405	1,328,217	1,299,256	其他非流動負債 Others	765,759	778,749	836,477
其他非流動資產 Others	3,719,166	3,457,912	3,212,016				
非流動資產合計 Total Non-current Assets	5,053,571	4,786,129	4,511,272	負債總計 Total Liabilities	18,566,655	13,983,194	18,111,604
				股東權益總計 Total SE	7,726,384	9,766,308	7,704,305
資產總計 Total Assests	26,293,039	23,749,502	25,815,909	負債及權益總計 Total Liabilities+SE	26,293,039	23,749,502	25,815,909

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



# 111年合併損益表

## 2022 Consolidated Income Statement

單位:仟元  
Unit: thousand

	111年1月至3月 2022 Jan.~Mar.		110年1月至12月 2021 Jan.~Dec.		110年1月至3月 2021 Jan.~Mar.	
營業收入 Revenue	5,792,575	100%	25,606,141	100%	5,794,427	100%
營業成本 Cost	4,863,086	84%	21,519,505	84%	4,870,010	84%
營業毛利 Gross Profit	929,489	16%	4,086,636	16%	924,417	16%
營業費用 Operating expenses	241,597	4%	946,975	4%	222,786	4%
營業淨利 Operating Income	687,892	12%	3,139,661	12%	701,631	12%
營業外收入淨額 Net non-operating income	22,390	-	415,653	2%	256,173	5%
稅前淨利 EBIT	710,282	12%	3,555,314	14%	957,804	17%
所得稅費用 Income Tax	168,000	3%	734,832	3%	202,975	4%
本期淨利 Net Income	542,282	9%	2,820,482	11%	754,829	13%
本期淨利歸屬於母公司 Net Income (Parent company)	531,504	9%	2,769,475	11%	746,875	13%
綜合損益歸屬於母公司 Composite Net Income (Parent Company)	931,694	16%	2,833,267	11%	785,982	14%
基本每股盈餘 EPS	2.79		14.53		3.92	
稀釋每股盈餘 Diluted EPS	2.78		14.36		3.90	

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

在公司長期經營與發展，本公司除了加強內部管理，在成本、品質及技術上的競爭優勢都要大幅提升外，並培訓海峽兩岸和美國更多幹部、引進相關系統菁英人才，尤其大陸與新成立子公司的美國更需加強，以為其業務成長預作準備。

預估一一一年度，由於重要客戶市場需求仍高，投資計畫持續台灣市場依然火熱，再加上美國增資持股100%之 UNITED INTEGRATED SERVICES (USA) CORP.已接獲在美設廠訂單；大陸市場也有斬獲。綜上述，應可樂觀看待。

**In UIS's long-term operation and development, our company has not only strived to strengthen internal management, greatly improved our competitive advantages in cost, quality, and technology, but also trained more leaders from Mainland China, Taiwan, and the United States. We introduced elite talents from related systems, especially to Mainland China and the United States (which has newly established a subsidiary) to enhance the preparation for their business growth.**

**It is estimated that in 2022, due to the high market demand of important customers, the investment plan will continue to be hot in the Taiwan market. In addition, UNITED INTEGRATED SERVICES (USA) CORP., which UIS has increased its capital to hold 100% of its shares in the United States, has received orders to set up factories in the United States; The mainland China market has also made gains. In summary, our prospects shall be able to view with optimism.**

# Thank You

# Q & A