

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

2023/06/15



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- 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；主要業務範圍包括高科技廠房各系統，包括電腦、控制、無塵室、機電、電信系統之施作與整合服務。

漢唐集成的工程系統完備，服務更講求以提供整體施作方式一次滿足客戶需求。針對高科技事業建廠所需之無塵室系統、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、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採購、施工、試車、移交、保固到維護保養的服務，過程中並實施深化業主需求、提高施工品質的服務，以科技方式整合以上各項系統工程，達成介面統一，使客戶完全無需擔憂各個不同系統之間的介面整合問題；漢唐集成是國內目前具備系統工程整合技術及能力且有實績有信譽的廠商，並獲得業主及業界多次的授獎及讚譽。

**United Integrated Services Co., Ltd is a multidisciplinary engineering and construction company 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 includes high-tech factory construction, where clean-room systems, HVAC, electrical systems, instrumentation and control, process utilities, telecommunication systems, and tool hook-up are all vital components requiring total coordination.**

**UIS provides integrated services encompassing procurement, construction, testing, handover, warranty, and maintenance for all the aforementioned systems. Throughout the process, we deepen client requirements, enhance construction quality, and integrate these systems using technology, ensuring interface uniformity and eliminating concerns regarding integration issues between different systems.**

**In short, we strive to be a one-stop shop to satisfy our clients' every facility need. Our company is one of the few domestic firms with the technical expertise, capabilities, and achievements in system engineering integration, enjoying multiple awards and accolades from clients and the industry.**



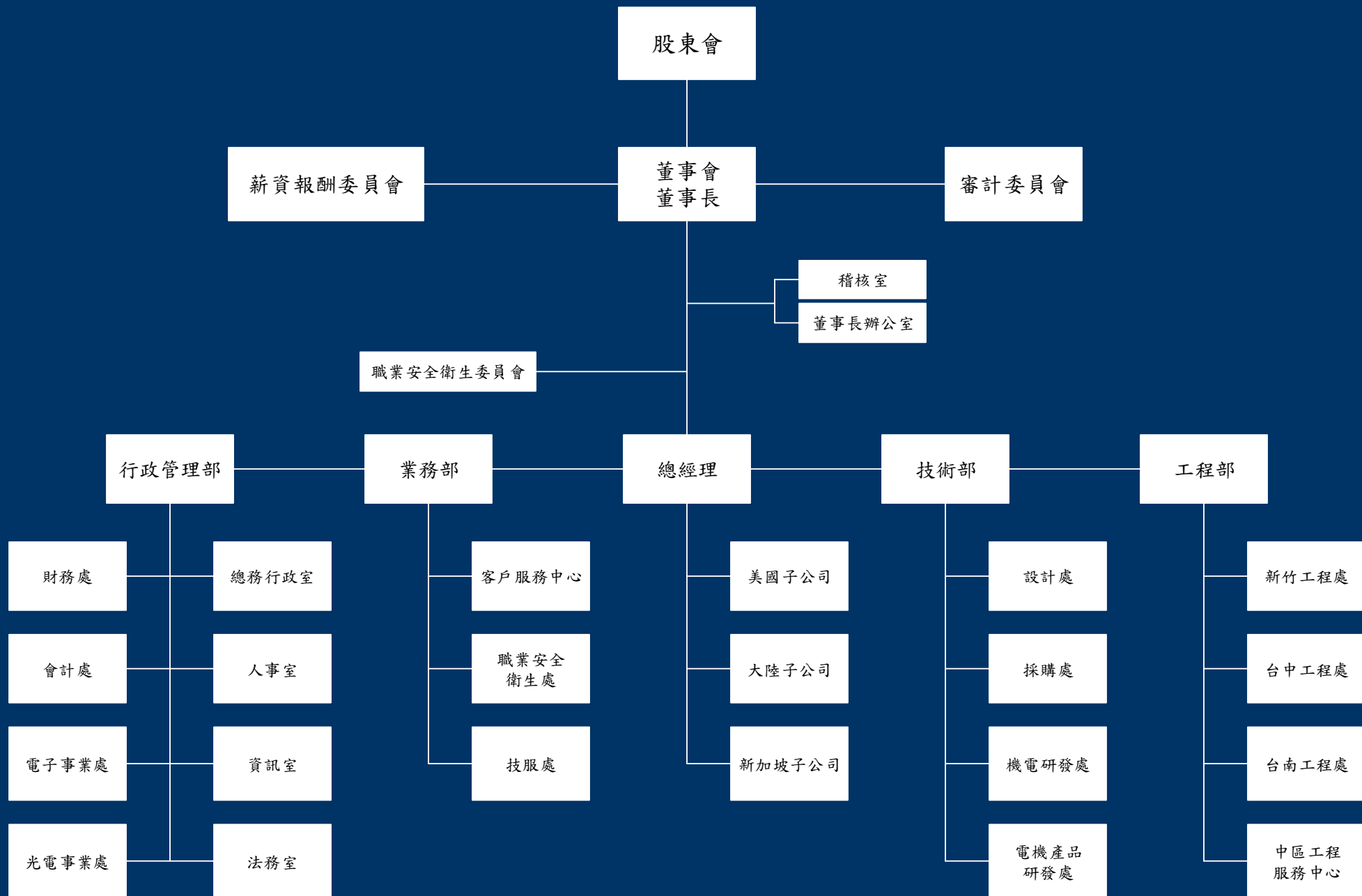
漢唐科技工程有  
限公司成立  
**Company  
Established**

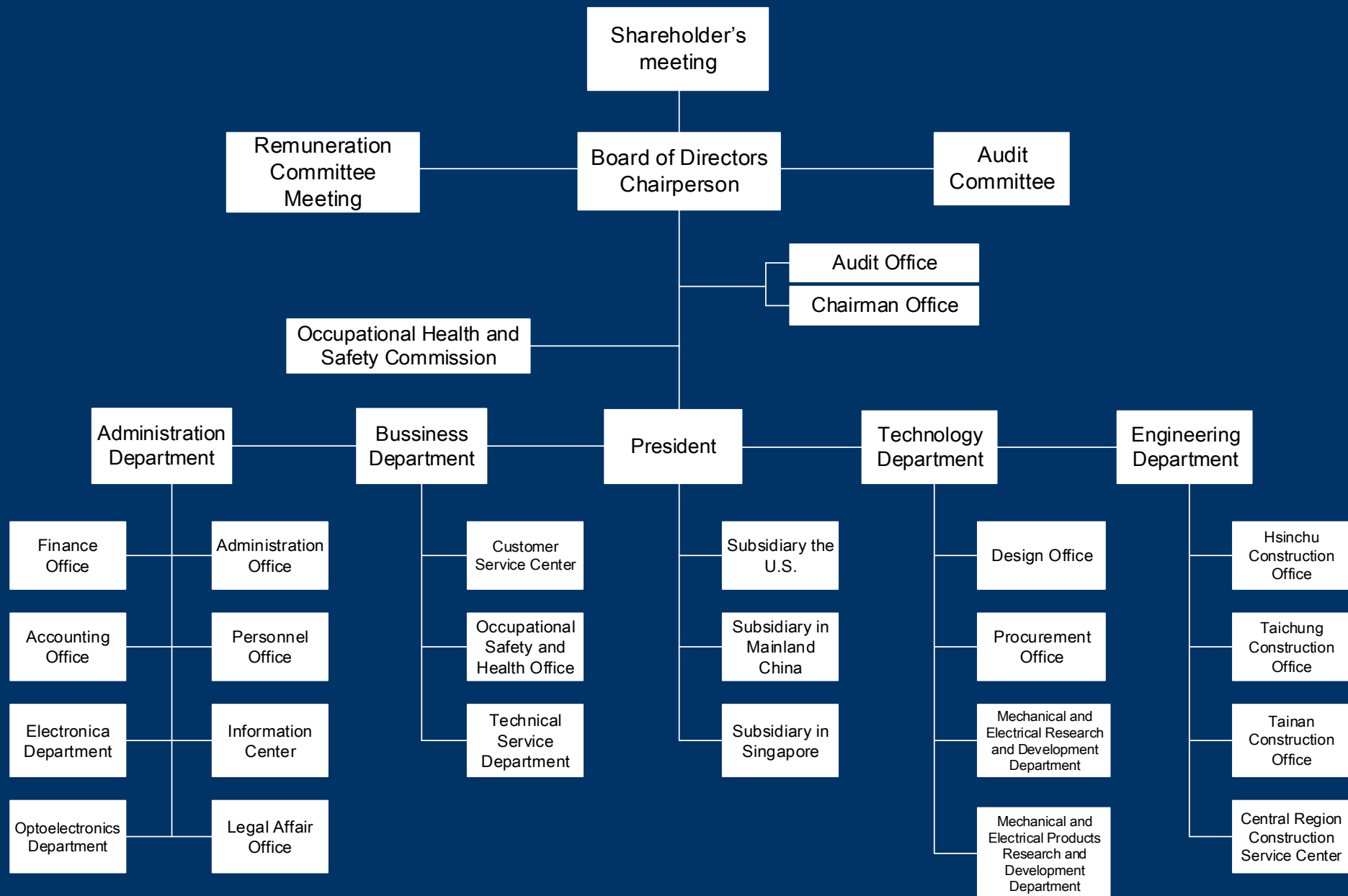
申請掛牌上市  
(股票代號 2404)  
**IPO**

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

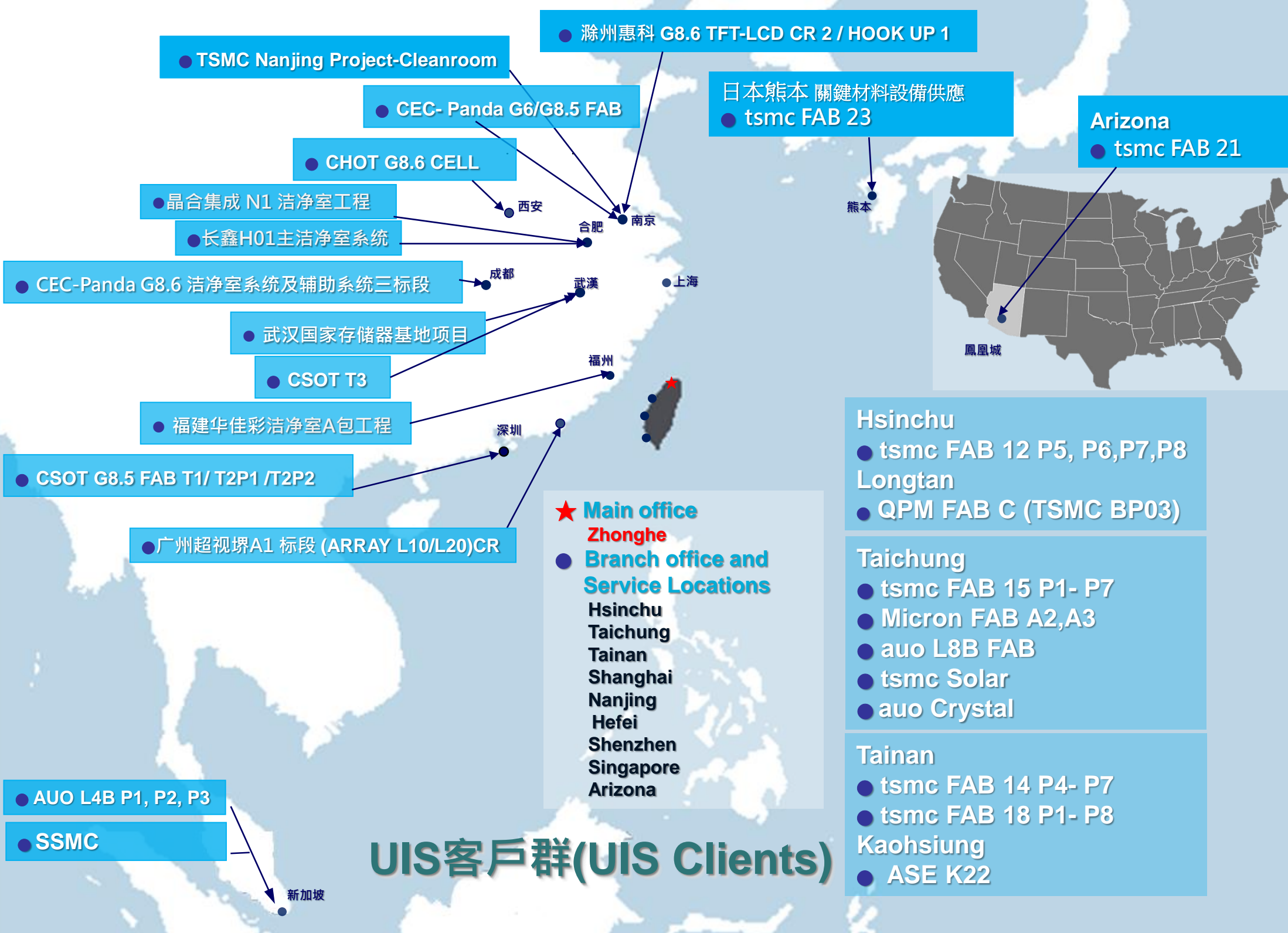
成立美國漢唐  
集成公司  
**Established  
UIS USA**











## ■ 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

- 工程設計  
Design
- 工程施工  
Construction
- 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

台積電日本F23 (關鍵材料設備供應)

台積電二十廠 P1

台積電二十二廠 P1

## 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**

**TSMC F20 P1**

**TSMC F22 P1**

## **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

主要客戶FPD

uis



# 近五年盈餘分配狀況

## Income Statement

	107年 (2018)	108年 (2019)	109年 (2020 )	110年 (2021)	111年 (2022)	112年Q3 (2023Q3)
營業收入(千元) Rev.(thousand)	18,127,934	23,920,633	35,836,642	25,606,141	48,200,310	50,737,737
毛利(千元) Gross Profit(thousnad)	3,183,441	4,351,240	5,684,146	4,086,636	6,718,724	5,559,110
毛利率 Gross Profit %	17.56%	18.19%	15.86%	15.96%	13.94%	10.96%
本期稅後損益(千元) EAT(thousand)	2,274,169	2,893,881	4,091,332	2,820,482	4,101,845	3,767,794
每股盈餘(元) EPS	9.42	14.77	21.16	14.53	21.25	19.57
現金股利(元) Cash Dividends	10.00	13.00	17.00	13.00	15.00	
股利發放率 Dividend Payout Ratio	106.16%	88.02%	80.34%	89.47%	70.59%	
負債佔資產比率 Debt Asset Ratio	64.02%	62.15%	62.47%	58.88%	68.30%	
流動比率 Current Ratio	134.70%	137.42%	140.70%	143.61%	132.50%	
純益率 Net Profit Margin	12.55%	12.10%	11.42%	11.01%	8.51%	

# 近五年營收 (Revenue)

Unit: NTD 100 million    單位：億元

■ 個體營收

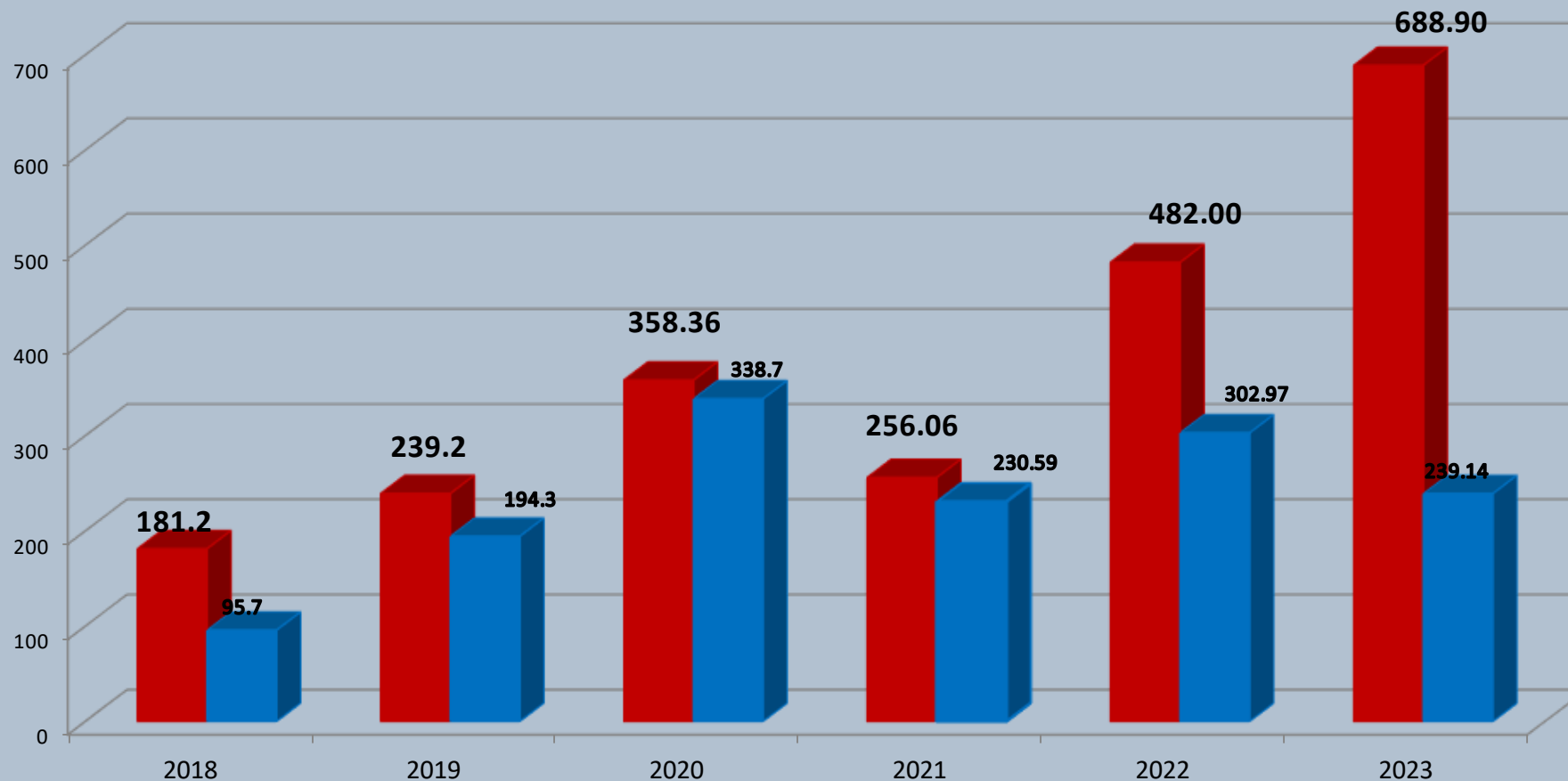
Individual

■ 合併營收

Consolidated

漢唐 2018 至 2023 營業收入

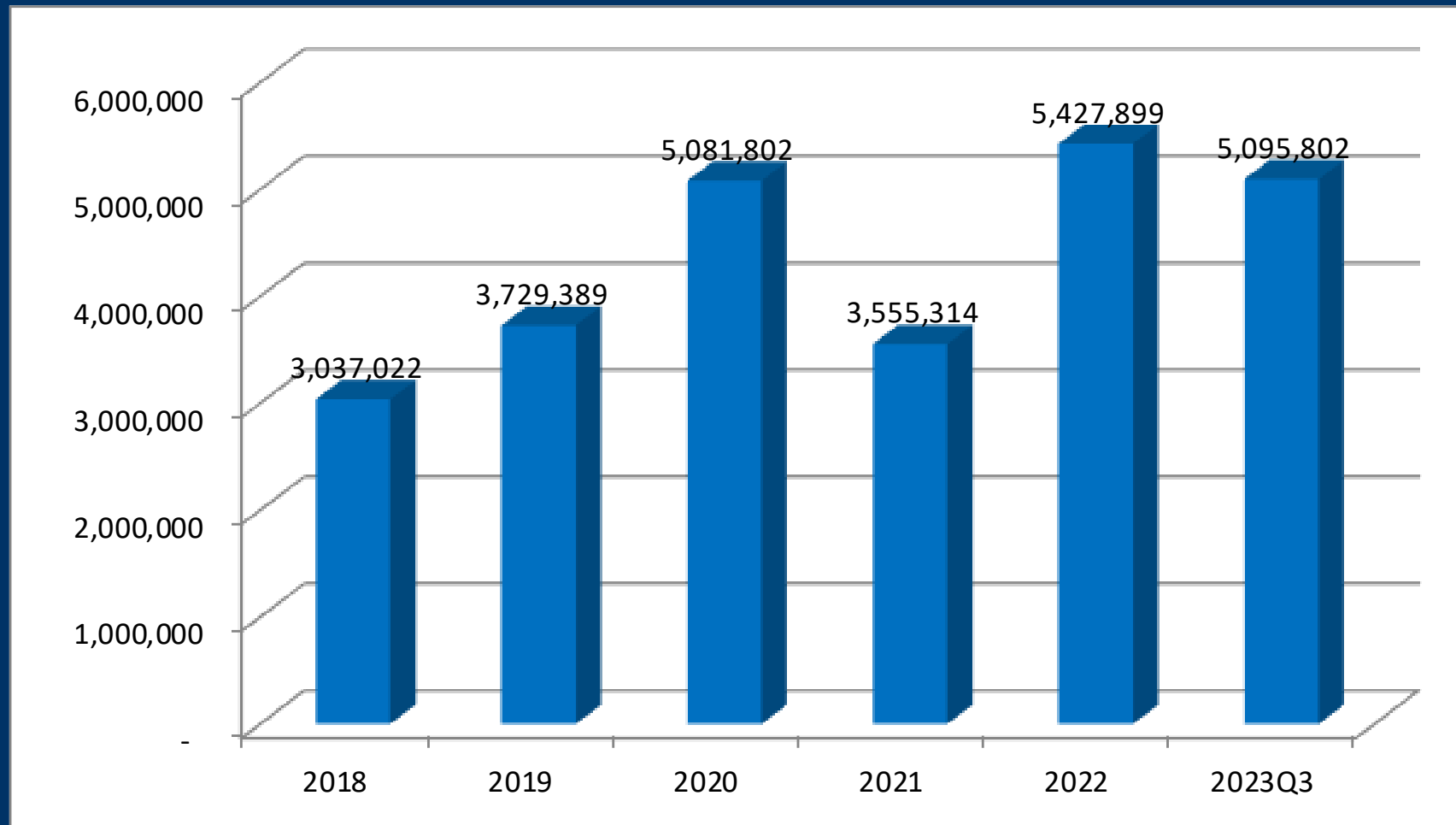
單位:億元



# 稅前淨利 (EBIT)

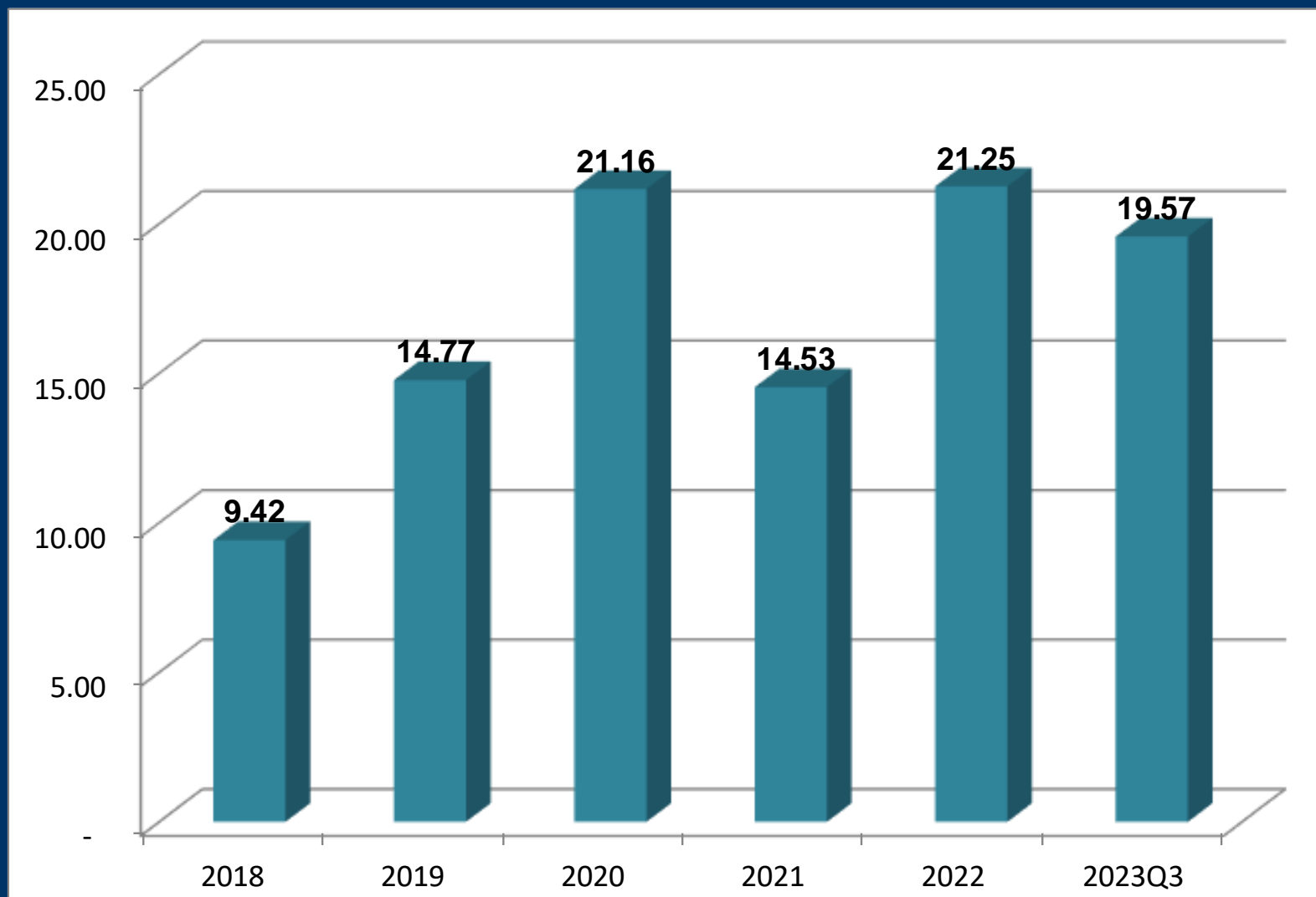
Unit: NTD thousand

單位：仟元



# 每股盈餘 (EPS)

Unit: NTD



## 累計接單狀況統計 Business in total

- 112年接單合約金額(1~05月份)  
2023 Contract Value **NTD 7,293,389 仟元**
- 112年1月至05月累計營收  
Accumulated Rev. **NTD 28,611,439 仟元**  
(from Jan. to Apr.)
- 截至112年05月已簽約未認列之金額  
Accumulated **NTD 60,179,495 仟元**  
Account Receivable  
(to Apr.)

# 112年合併資產負債表

## 2023 Consolidated Balance Sheet

單位:仟元  
Unit: thousand

	112/6/30	112/12/31	111/6/30		112/6/30	112/12/31	111/6/30
現金及約當現金 Cash	11,447,782	11,223,268	6,362,903	銀行借款 Bank loan	2,257,115	-	-
				應付帳款 PA	6,939,923	6,269,785	5,593,819
合約資產 Contract assets-current	6,558,606	3,818,977	6,280,294	合約負債 Contract liabilities	18,366,378	13,682,905	9,576,814
其他流動資產 Others	21,474,994	13,973,983	10,862,046	其他流動負債 Others	5,383,284	1,945,976	4,024,098
流動資產合計 Total Current Assets	39,481,382	29,016,228	23,505,243	流動負債合計 Total Current Liabilities	32,946,700	21,898,666	19,194,731
不動產、廠房及設備 PPE	1,384,713	1,405,613	1,376,796	其他非流動負債 Others	781,866	963,533	747,518
其他非流動資產 Others	3,079,581	3,050,706	3,304,231				
非流動資產合計 Total Non-current Assets	4,464,294	4,456,319	4,681,027	負債總計 Total Liabilities	33,728,566	22,862,199	19,942,249
				股東權益總計 Total SE	10,217,110	10,610,348	8,244,021
資產總計 Total Assests	43,945,676	33,472,547	28,186,270	負債及權益總計 Total Liabilities+ SE	43,945,676	33,472,547	28,186,270

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



# 112年合併損益表

## 2023 Consolidated Income Statement

單位:仟元  
Unit: thousand

	112年1月至6月 2023 Jan.~Jun.		111年1月至12月 2022 Jan.~Dec.		111年1月至6月 2022 Jan.~Jun.	
營業收入 Revenue	33,191,319	100%	48,200,310	100%	15,803,150	100%
營業成本 Cost	29,415,425	88%	41,481,586	86%	13,344,397	84%
營業毛利 Gross Profit	3,775,894	12%	6,718,724	14%	2,458,753	16%
營業費用 Operating expenses	739,010	2%	1,288,360	3%	526,114	3%
營業淨利 Operating Income	3,036,884	10%	5,430,364	11%	1,932,639	13%
營業外收入淨額 Net non-operating income	299,138 -		(2,465) -		(80,710) -	
稅前淨利 EBIT	3,336,022	10%	5,427,899	11%	1,851,929	12%
所得稅費用 Income Tax	931,125	3%	1,326,054	3%	418,989	3%
本期淨利 Net Income	2,404,897	7%	4,101,845	8%	1,432,940	9%
本期淨利歸屬於母公司 Net Income (Parent company)	2,364,542	7%	3,999,485	8%	1,405,163	9%
綜合損益歸屬於母公司 Composite Net Income (Parent Company)	2,468,737	7%	3,842,345	8%	1,482,086	10%
基本每股盈餘 EPS	12.61		21.25		7.44	
稀釋每股盈餘 Diluted EPS	12.48		20.89		7.37	

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為了長期經營與發展，本公司將採取以下經營方針與發展策略。首先，在加強內部管理的同時，我們將大幅提升在成本、品質及技術方面的競爭優勢，並積極培訓更多幹部、引進相關系統菁英人才，隨客戶布局海外業務發展預作準備。此外，本公司將持續提升公司體質，改善工法降低成本並提升獲利率，擴大佔有率，拉大與同行間的距離，以維持領先地位。

預估到一一二年度，主要客戶的投資速度雖有緩和，但仍未大幅減少。例如，美光調整產品策略後繼續執行A3二期工程計畫；台積2奈米製程的投資，台積海外生產的布局等等都按計畫推展。此外，隨著客戶的海外布局，有望為公司帶來一定的收益。綜上所述，雖然景氣不像一一一年火熱，但公司營收預估應可持平。

In order to ensure UIS's long-term operation and development, our company will adopt following business policies and development strategies. Firstly, while strengthening internal management, UIS will significantly enhance our competitive advantages in terms of cost, quality, and technology. We will actively train more executives and introduce talented professionals in relevant project systems to adequately prepare for overseas business expansion.

Projected for the year 2023, although the investment pace of our major clients may slow down, important projects will continue. For instance, Micron will execute the A3 Phase 2 project as planned after adjusting its product strategy. TSMC will also proceed with planned investments in 2-nanometer processes and overseas production layouts. Furthermore, with the expansion of our clients' overseas presence, we anticipate gaining certain benefits. In summary, while the business environment may not be as vibrant as in 2022, we estimate that our company's revenue will remain stable and steady.

# Thank You

# Q & A