高興昌鋼鐵股份有限公司

Kao Hsing Chang Iron & Steel Corp.

股票代號(StockCode):2008

法 人 說 明 會

Investor Conference

報告人:徐邦峰 鋼管部經理

Speaker: PANG-FENG HSU

OCT.21 2022

簡報大綱 Outline of Contents

1. 公司簡介

Company Introduction

■公司簡介 Introduction

- 企業型態：台灣企業股份有限公司

  Type of Enterprise : a limited joint stock Corporation in Taiwan
- 員工 employee：204人
- 資本額：新台幣 20.08 億元

  Paid-up capital：NT$ 2.008 billion
- 營業額：110年度新台幣15.5億元

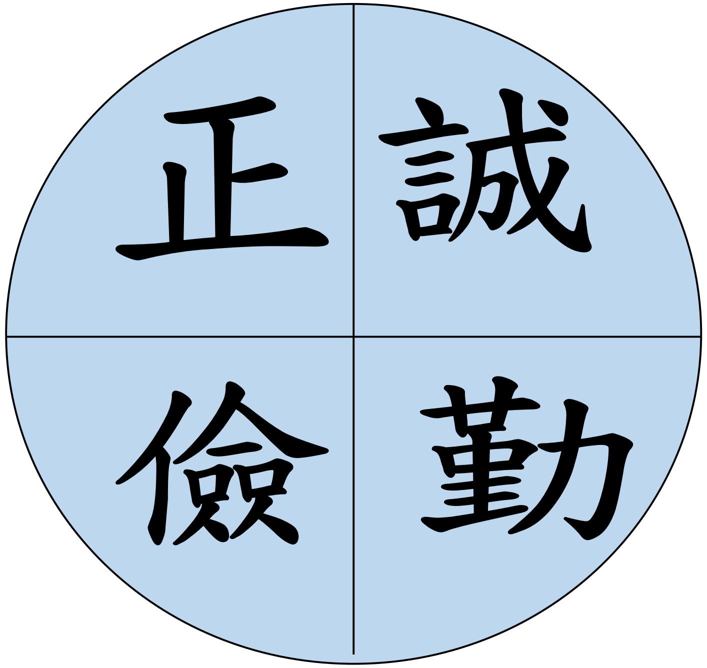
  Sales Revenue : NT$ 1.55 billion in 2021
- 高興昌創立於民國55年，發展至今為製管專業製造廠商，主要產品為鋼管、鍍鋅鋼管、鋼管樁、API鋼管、PE包覆管

  The company was founded in 1966，Develops so far as a professional pipe and tube manufacturer . The main products are steel pipe, galvanized steel pipe, steel pipe piles, API 5L line pipe , API 5CT casing pipes and PE coating pipe.

■公司政策 Management Philosophy & Policy

經營理念(Management Philosophy)：

- **公司信念:正、誠、勤、儉**
  principles : Fairness 、Honesty 、 Industry 、Thrift
- **誠信經營、穩健成長**
  Achieve a moderate growth by honest in business running
- **提供最優品質、滿足客戶需求**
  Provide the best quality products to satisfy customer’s requirements
- **營造安全與溫馨的工作環境**
  Set up a safety and warmth working environment
- **健全的員工福利政策**
  Offer the perfect and sane welfare policy for employee



2. 經營績效

Operating Results

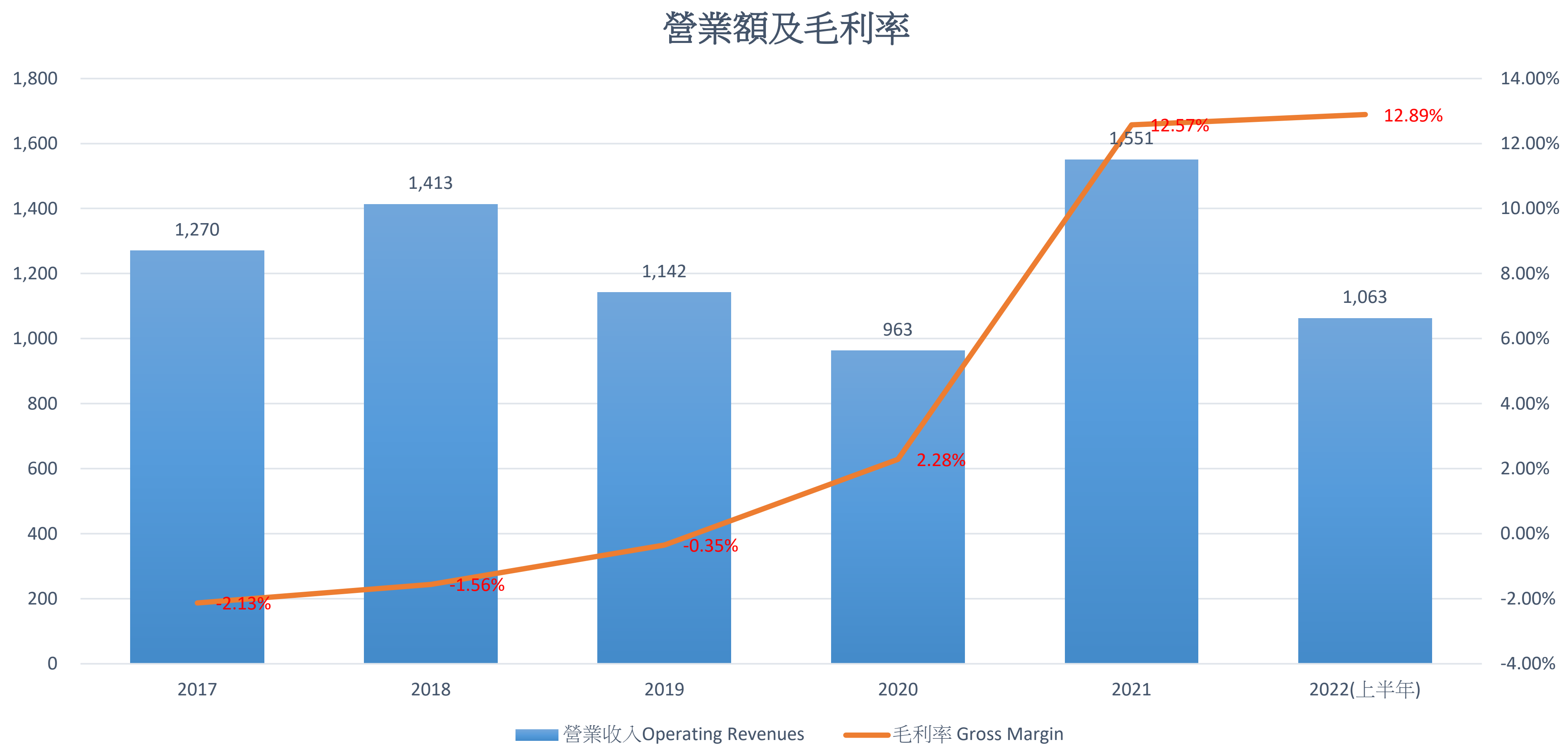
■營運績效 Operating results

單位：新台幣百萬元
(Unit : NT$ million)

年度(Year) 項目(Items)	2017	2018	2019	2020	2021	2022 上半年
營業收入 Operating Revenues	1,270	1,413	1,142	963	1,551	1,063
營業毛利(損) Gross Profit(Loss)	-27	-22	-4	22	195	137
本期淨利(損) Net Profit (Loss)	-225	-176	-124	-33	42	34
每股盈餘(虧) Earnings (Loss) Per Share (NTD)	-1.02	-0.88	-0.62	-0.16	0.21	0.17

■營運績效 - 營業收入及毛利率

Operating income & Gross margin



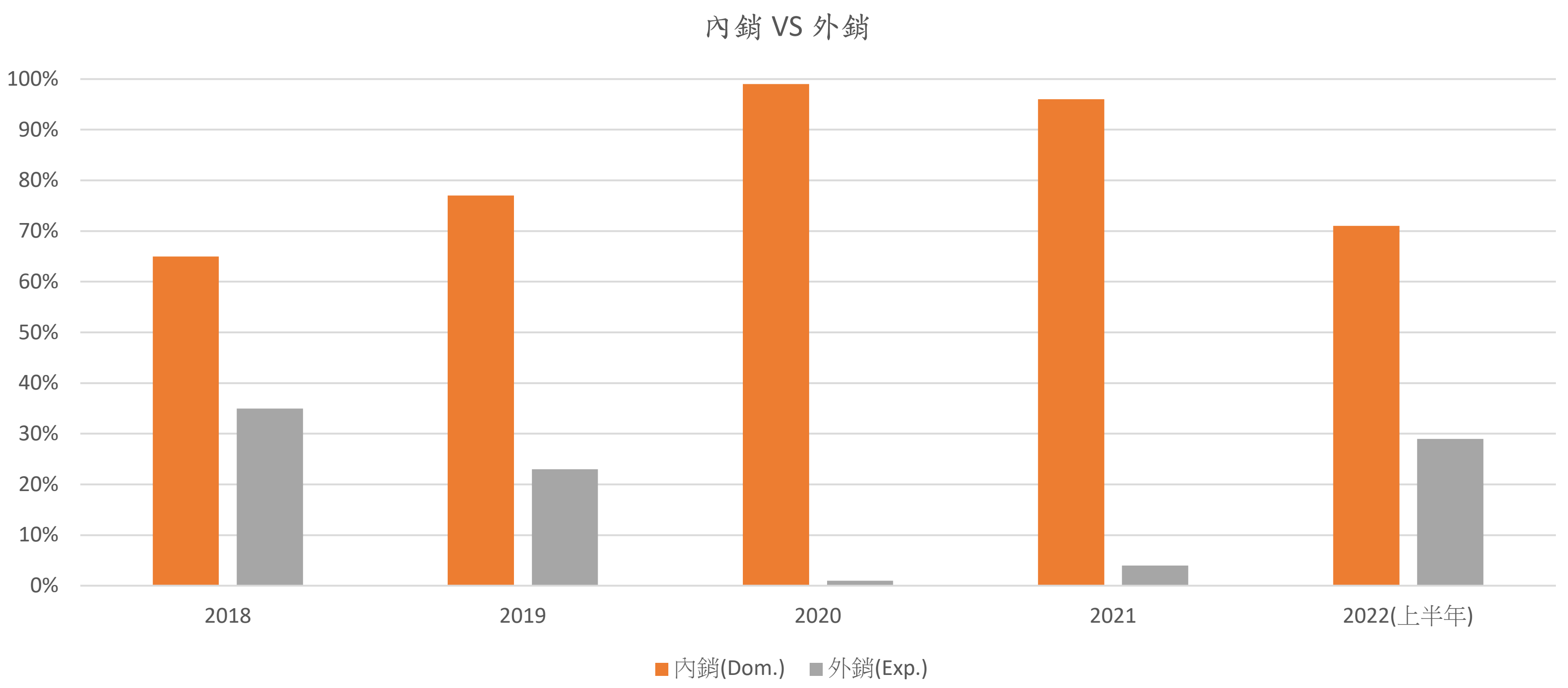
3. 銷售分析

Sales Analysis

2018年~2022 1Q~2Q產品內、外銷比例

2018~2022 1Q~2Q Ratio of between Domestic and Export Sales

	2018	2019	2020	2021	2022 上半年
內銷(Dom.)	65%	77%	99%	96%	71%
外銷(Exp.)	35%	23%	1%	4%	29%



產銷供需狀況與市場走向(一)

Supply vs. Demand Situation and Market Trends

- **世界鋼鐵協會(worldsteel)對2023年全球鋼鐵需求預測2.2%成長，將增加4,100萬噸。此外，美國與歐日英達成鋼鐵關稅配額協議，鋼鐵國際貿易逐步恢復正常。**
  The world steel association (worldsteel) forecasts a 2.2% growth in global steel demand in 2023, which will increase by 41 million tons. In addition, the United States and Europe, Japan and the United Kingdom reached a steel tariff quota agreement, and the international steel trade gradually returned to normal.
- **大陸為了落實碳達峰、碳中和政策，擴大鋼廠限產力道，同時加嚴低碳排放標準，節能環保等成本持續推高鋼廠生產成本；印度政府為控制高通膨壓力，公告加徵大宗鋼材與鐵礦出口關稅，其中碳鋼由原先零關稅上調至15%，限縮鋼鐵供給，將有助於提升國際鋼價走勢。**
  In order to implement the policy of carbon peaking and carbon neutrality, China has stepped up efforts limit production while tightening low carbon emission standards to push up the production cost of steel production. The Indian government has imposed addition tariff on bulk and iron ore exports in order to control high inflation pressure. Carbon steel has been increased from zero to fifteen percent。
- **國內電子大廠台積電、力積電、友達、彩晶與南亞科等陸續投資興建新廠，國內鍍鋅鋼管/黑管需求大增。**
  Domestic electronics giants such as TSMC, NSMC, AUO, Caijing and Nanya Technology have successively invested in the construction of new factories, and the domestic demand for galvanized steel pipes/black pipes has greatly increased.

產銷供需狀況與市場走向(二)

Supply vs. Demand Situation and Market Trends

- 國際油價突破100美元/桶以上，頁岩油勘井數增至800口，雖API輸美油管依然面臨韓國無關稅低價競爭，但因油價高漲，API-5CT的訂單依然熱絡，外銷接單能見度已到年底。

  The international oil price has exceeded US$100/barrel, and the number of shale oil exploration wells has increased to 800. Although the API oil pipeline to the United States is still facing tariff-free and low-price competition from South Korea, due to the high oil price, API-5CT orders are still hot, and export orders are received. Visibility has reached the end of the year.

- 未來外銷鋼管銷售前景，美國進口關稅取消與否、油價是否持續維持在80美元/桶以上及COVID-19疫情後續發展，都是影響銷售的主要因素。

  The future sales prospects of exported steel pipes, the cancellation of U.S. import tariffs, the continued maintenance of oil prices above $80 per barrel, and the follow-up development of the COVID-19 epidemic are the main factors affecting sales.

- 高通膨、大幅升息和俄烏戰爭對全球經濟造成嚴重影響，也對全球鋼材需求帶來負面衝擊。

  High inflation, sharp interest rate hikes and the Russian-Ukrainian war caused serious impact on global economy. Also, will result in negative factors on global steel demand.

4. 主要產品

Application of Main Products

■主要產品 Main Products

- 焊接鋼管
  Welded Steel Pipes
- 熱浸鍍鋅鋼管
  Hot dipped Galvanized Steel Pipes
- 油管線管
  Line and Casing pipes for petroleum
- 打樁鋼管
  Piling Steel Pipes
- 聚乙烯塗層鋼管
  Polyethlene Coated Steel Pipes
- 埋弧焊鋼管
  Submerged-arc Welding Steel Pipes

■主要產品運用 Application of Main Products

品質管理系統與產品認可證書
Quality Management System and Certificates awarded

鋼管ISO-9001證書
- 7M8Y042-11

API授權書
- NO.5L-0031.1
- NO.5CT-0874

職業安全衛生系統
- CB15-108055-00

ISO-14001 證書
- 717E001-01

鋼管CNS正字標記證書
CNS CERTIFICATE

一般結構用碳鋼鋼管

- 總號：CNS 4435
- 類號：G3102
- 證書號碼:台正字第6643號

電線電纜用鍍鋅鋼製導線管

- 總號：CNS 2606
- 類號：C4060
- 證書號碼:台正字第6537號

壓力配管用碳鋼鋼管

- 總號：CNS 4626
- 類號：G3111
- 證書號碼:台正字第6644號

配管用碳鋼鋼管

- 總號：CNS 6445
- 類號：G3217
- 證書號碼:台正字第6538號

敬請指教

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