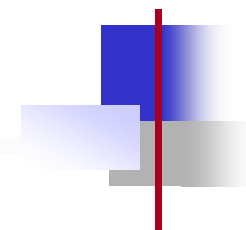


盛餘股份有限公司
SHENG YU STEEL CO., LTD.

股票代號：2029

法人說明會 Investor Conference



報告人：許清俊 總經理

Speaker：President Colin Hsu

簡報大綱 Table of Contents

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■ 公司簡介 Overview

企業型態：台日合資之股份有限公司

Mainly invested by Japanese and Taiwanese fund.

員工 employee：570人

資 本 額：新台幣32.118億元

Paid-up capital: NTD 3.2118 billion

合併營業額：107年度新台幣112.82億元

Consolidated Sales: NTD 11.28 billion in 2018

盛餘創立於民國62年，發展至今已由製管加工蛻
變為台灣第一家生產鍍鋅、鍍鋁鋅、烤漆鋼板的

主力廠。The company was founded in 1973 originated in pipe
making, currently devoted to producing pre-painted steel
sheet in coils.

■ 公司政策 Management Philosophy & Policy

經營理念(Management Philosophy)：

- 超越顧客期待的品質

Quality exceeding customers' expectation

- 誠信經營的企業形象

Ethical business conduct

- 安全與溫馨的工作環境

Safe and pleasant working environment

- 在工作挑戰中提昇自我

Personal development through challenging work

- 公平回饋員工

Fair reward to employees





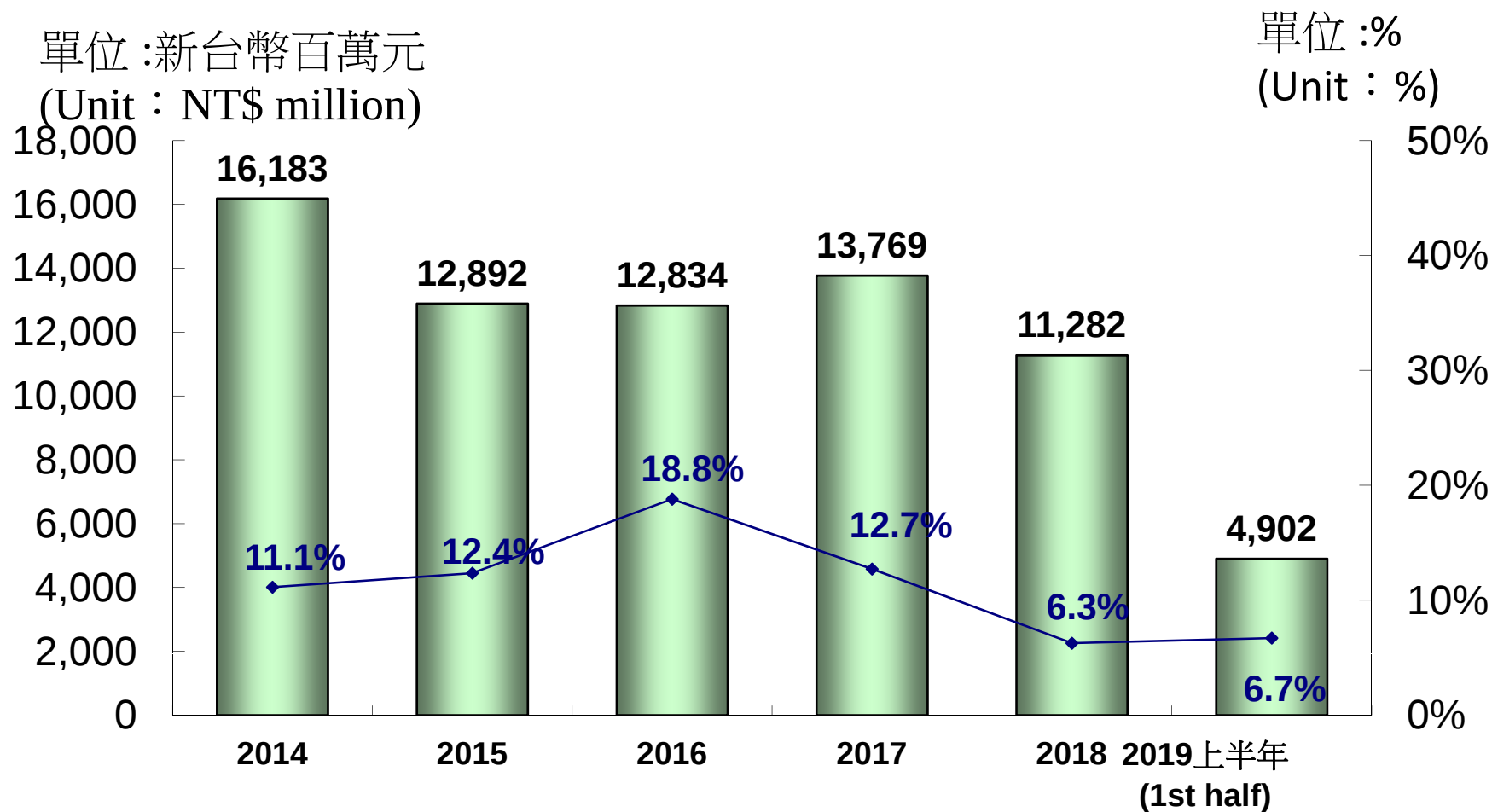
2. 經營績效 Performance

營運績效-合併 Consolidated operating results

單位 :新台幣百萬元 (Unit : NT\$ million)						
年度(Years) 項目(Item)	2014	2015	2016	2017	2018	2019上半年 (1st half)
營業收入 Operating Revenues	16,183	12,892	12,834	13,769	11,282	4,902
營業毛利 Gross Profit	1,802	1,593	2,413	1,751	707	329
本期淨利 Net Profit (Loss)	422	(90)	1,289	749	97	55
每股盈餘 Earnings (Loss) Per Share (NTD)	1.36	(0.29)	3.96	2.32	0.33	0.18

■ 營運績效-營業額及毛利率(合併)

Gross Margin -Consolidated



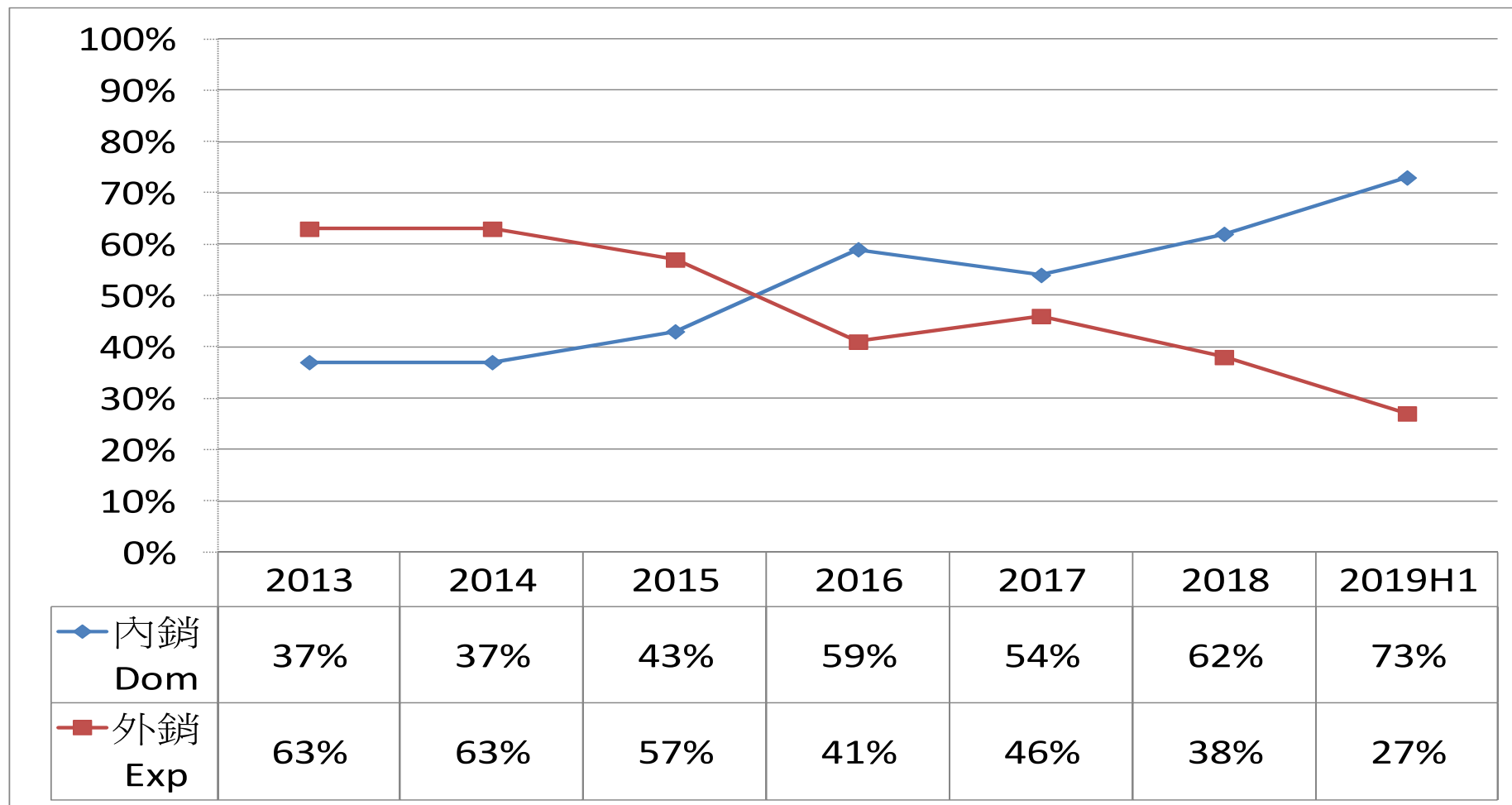


3. 銷售分析

Sales

2013~2019上半年鍍製產品內、外銷比例

2013~2019 H1 Ratio of Coated Product between Domestic and Export



產銷供需狀況與市場走向

Supply vs. Demand Situation and Market Trend

1. 國際市場各國貿易壁壘高築，外銷面臨窘困。
International sales face difficulty due to trade barrier effects from different countries.
2. 國內需求明顯減少，預期未來回復以往榮景機會不高。
Obvious significant reduction in domestic demand leads to less chance getting back to seller's market.
3. 鋼鐵產業供過於求態勢已確立且未來會更趨嚴重。
The oversupply issue in steel industry has sustained, and will be more severe in the future.



4. 主要產品應用

Application of Main Products

主要產品 Main Products

鍍鋅產品

- 鍍55%鋁鋅鋼捲

55% Al-Zn Alloy-Coated Steel Coils

- 鍍鋅鋼捲 Galvanized Steel Coils

特性：耐腐蝕性、耐熱性、反射性。

Characteristics : Corrosion Resistance 、Heat Resistance 、Heat Transmission and Reflectivity



烤漆產品

- 鍍55%鋁鋅烤漆鋼捲(可拉壯)

Prepainted 55% Al-Zn Alloy-Coated Steel Coils

- 鍍鋅烤漆鋼捲(可拉鋅) Prepainted Galvanized Steel Coils

特性：1. 表面顏色有選擇性；2. 耐環境的優越性；
3. 耐屈曲性、耐衝擊性及耐酸、耐鹼性。

Characteristics : 1.Many colors are available to match 2.Superior resistance against environment
3.Formability,impact resistance, and acid/alkali resistance,superior workability and chemical resistance



■ 主要產品應用(1) Application of Main Products



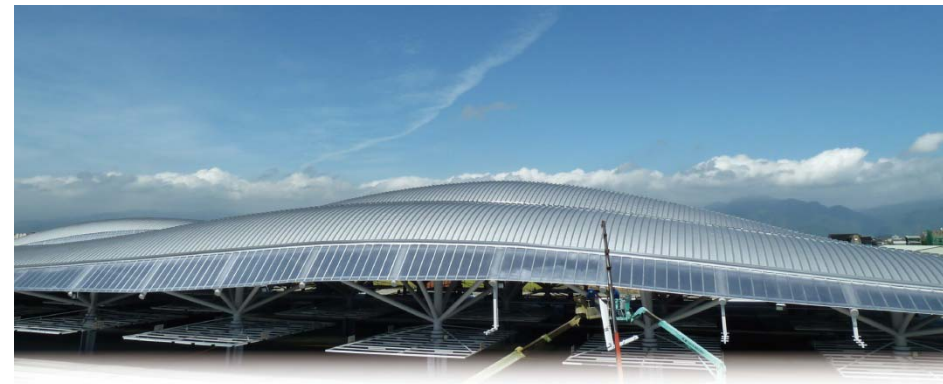
高雄好市多 Kaohsiung Costco Warehouse



高雄IKEA Kaohsiung IKEA

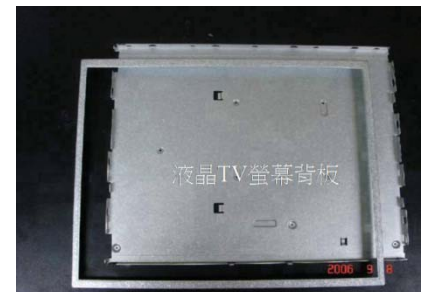


螺絲製造廠房 Screw Manufacturing Plant



宜蘭果菜市場 Yilan Fruit And Vegetable Market

■ 主要產品應用(2) Application of Main Products



■ 主要產品應用(3) Application of Main Products

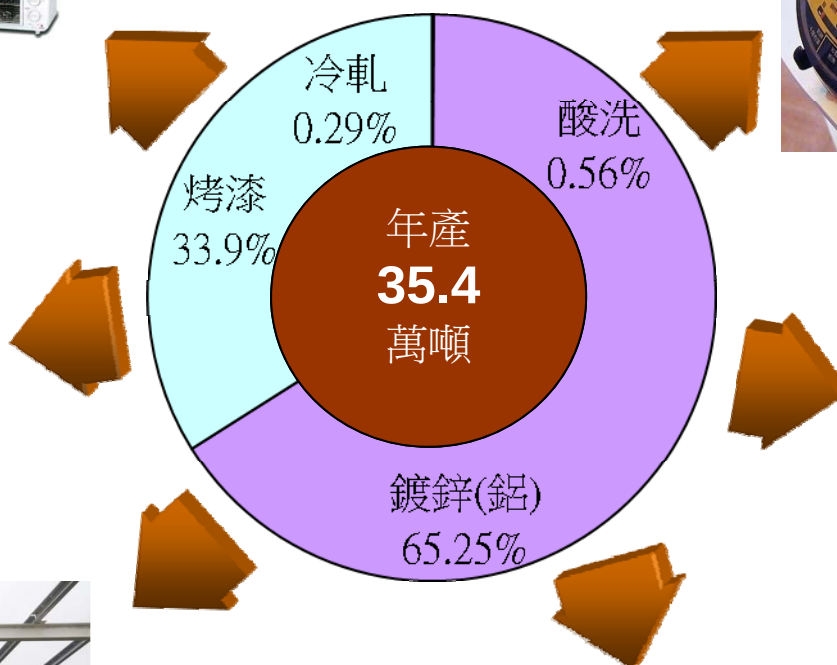
● 花蓮東華大學(太陽能光電板鍍55%鋁鋅鋼支架)



● 高雄左營訓練中心(太陽能光電板鍍55%鋁鋅鋼支架)



■ 主要產品應用(4) Application of Main Products



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