

股票代號(Stock Code)：2029

盛餘股份有限公司
SHENG YU STEEL CO., LTD.

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

1 公司簡介 **Company Overview**

2 經營績效 **Performance**

3 銷售分析 **Sales**

4 主要產品應用 **Application of Main Products**



1

公司簡介 Company Overview

■公司介紹 Introduction

企業型態：台日合資之股份有限公司

Enterprise Type : **Mainly invested by Japanese and Taiwanese fund.**

員工 employee：486人 (As of June 30, 2021)

資本額：新台幣32.118億元

Paid-in capital: NTD 3.2118 billion

合併營業額：109年度新台幣93.82億元

Consolidated Sales: NTD 9.38 billion in 2020

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、烤漆鋼板之主力廠。

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

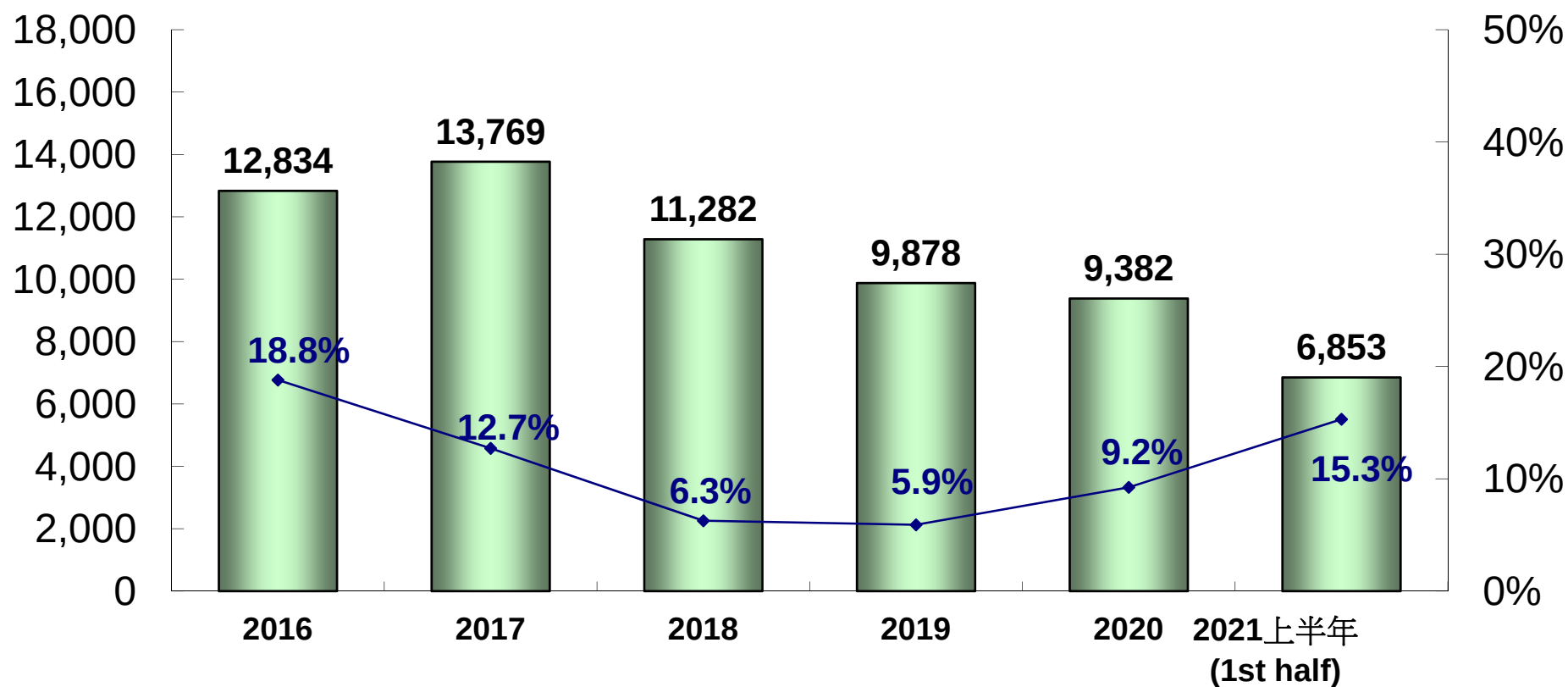
						單位 :新台幣百萬元 (Unit : NT\$ million)
年度(Years) 項目(Item)	2016	2017	2018	2019	2020	2021上半年 (1st half)
營業收入 Operating Revenues	12,834	13,769	11,282	9,878	9,382	6,853
營業毛利 Gross Profit	2,413	1,751	707	583	867	1,049
本期淨利 Net Profit (Loss)	1,289	749	97	30	253	629
每股盈餘 Earnings (Loss) Per Share (NT\$)	3.96	2.32	0.33	0.11	0.77	1.92

■ 營運績效-營業額及毛利率(合併)

Gross Margin -Consolidated

單位 :新台幣百萬元
(Unit : NT\$ million)

單位 : %
(Unit : %)

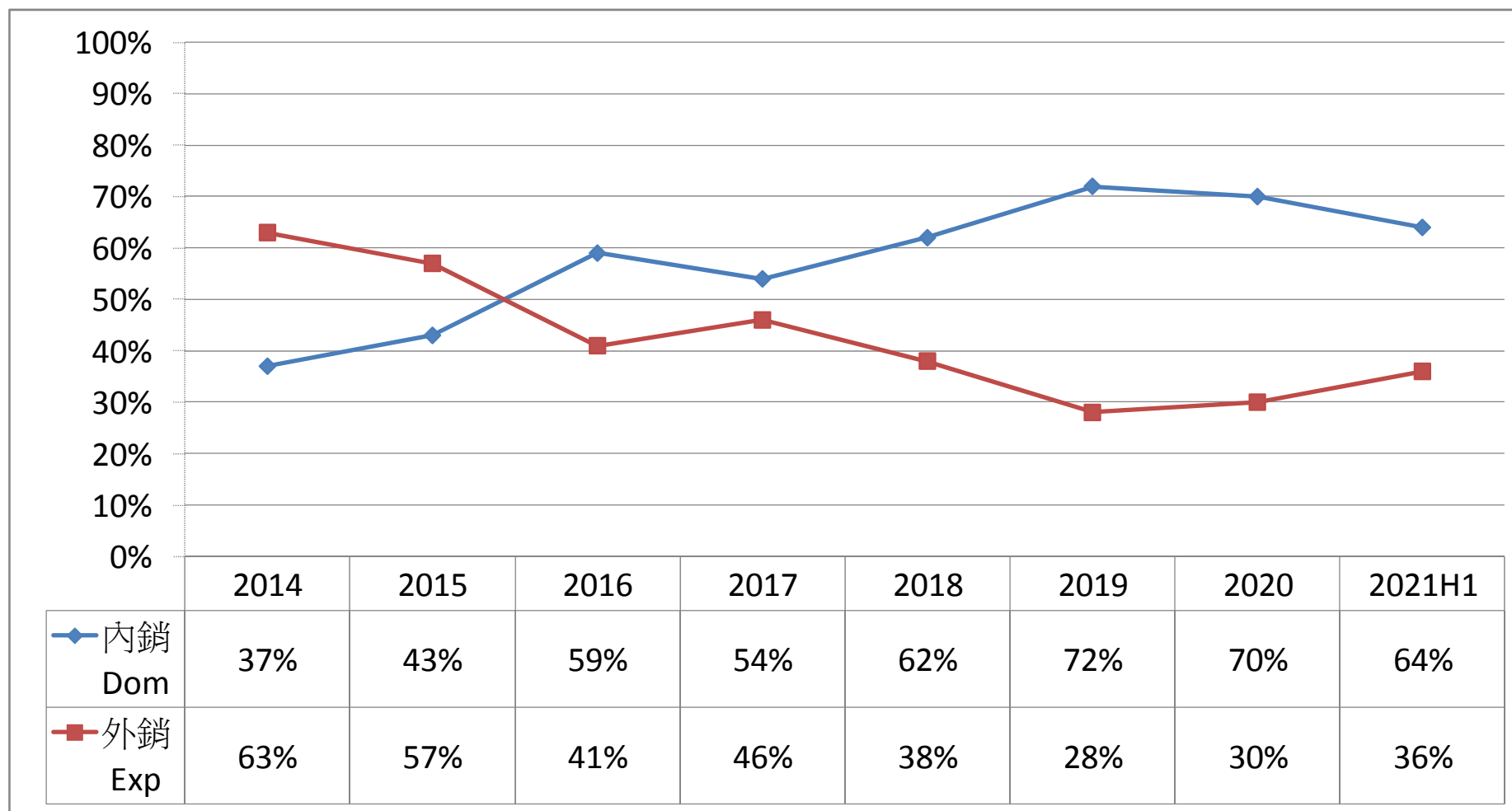




3 銷售分析 Sales

2014~2021上半年鍍製產品內、外銷比例

2014~2021 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. 中國財政部宣布8/1開始實施取消冷軋、鍍鋅鋼品的13%出口退稅措施，有助將國內廠家與中國鋼廠的價格拉近，鋼價秩序可獲得控制，推測東南亞和中東市場之鋼鐵進口價格可能會上漲。

China's Ministry of Finance has cancelled export tax rebate on certain steel products from Aug. 1st 2021, including Cold Rolled and Galvanized Steel products. This measure terminates steel price unfairness between Chinese/other countries for a long time, and will very likely to improve steel prices in Middle East and Southeast Asian countries. A new balance will be established.

2. 自今年5月以來美國本地與進口鋼價兩者間的價差逐漸拉大，許多美國當地的下游廠持續轉向採購進口鋼材，雖然交期大於美國當地鋼廠但在價格上的誘因還是促使進口量持續上漲。

In the United States, price gap between local/foreign mills has been broadened, since May this year. Therefore, more local buyers tend to import, instead of purchasing from local mills. Through the lead-time takes longer, it's still a bargain to these buyers, which results in the growth of import quantities.

3. 持續強化行銷通路與供應鏈服務，通路策略依市況進行彈性調整，提昇利基鋼品研發及新應用推廣速度，以提升整體競爭力。

At the next stage SYSCO will focus on the strengthening of channel marketing and supply chain services .Channel policies will be flexibly adjusted according to market situations.

Meanwhile SYSCO will also accelerate the development of new products and the promotion of new applications to enhance overall competitiveness



4

主要產品應用 Application of Main Products

主要產品 Main Products

鍍製產品

- 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

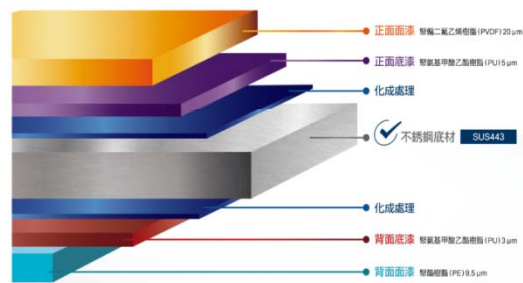


新產品 New Products

盛餘不銹鋼PVDF烤漆

SYSCO Prepainted Stainless Steel with PVDF Coating

鋼之昇華
Higher Level of Steel



SYSCO PPSS
盛餘不銹鋼烤漆



高性價比



不易腐蝕又環保



不易褪色

Hyper AZ300-鍍55%鋁鋅 太陽能支架專用材料

Hyper AZ300 - 55% Al-Zn Alloy Coated steel(The Bracket for Solar energy System)

極度耐蝕
Super anti-corrosion



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



緯紘精密工業股份有限公司 Vertex Precision



鼓山漁市場 Gushan Fishing Market



台灣傑希優股份有限公司 JCU Taiwan Corporation



新園教會 Garden Church

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



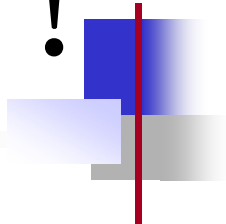
主要產品應用(3) Application of Main Products



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



簡報完畢，敬請批評指教！



Thanks for your attention.