



# 世豐螺絲股份有限公司

(股票代號：2065)

# 2022

法人說明會

2022年7月27日





sheh fung  
screws company

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# 公司簡介



創立日期：1973.8.9



實收股本：5.4億元



主要產品：建築工程及戶外修繕用螺絲



員工人數：290人



杜泰源董事長



陳駿彥總經理



# 基本資料-廠區分佈

MANUFACTURING FACILITIES



彌陀



橋頭

# 競爭優勢



市場材料

功能改良

機械性質

貫穿能力  
扭力  
抗拉力

耐腐蝕

鹽霧  
500hrs~3000hrs  
酸雨  
15~30cycles


客戶服務

共同開發  
產品設計討論  
開發文件撰寫

# 產品應用面



木造  
房屋



鐵皮  
屋頂



木棧道



室內  
裝修

# 各市場主力產品

烤漆螺絲

美洲

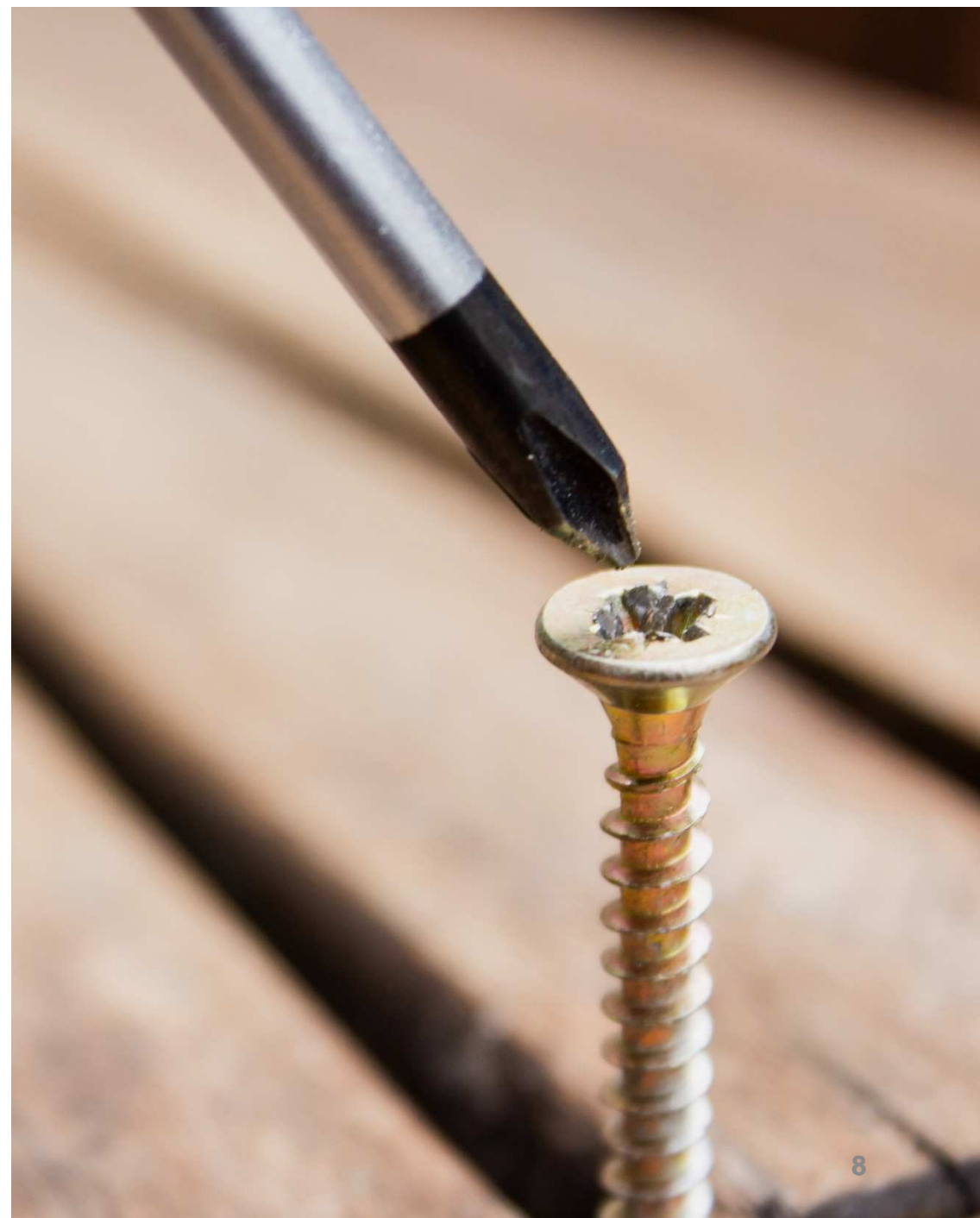


Chipboard screws

歐洲

鑽尾螺絲

澳洲、歐洲





# 客戶屬性

建築批發  
五金零售  
線上購物  
代木場

通路商

製造商

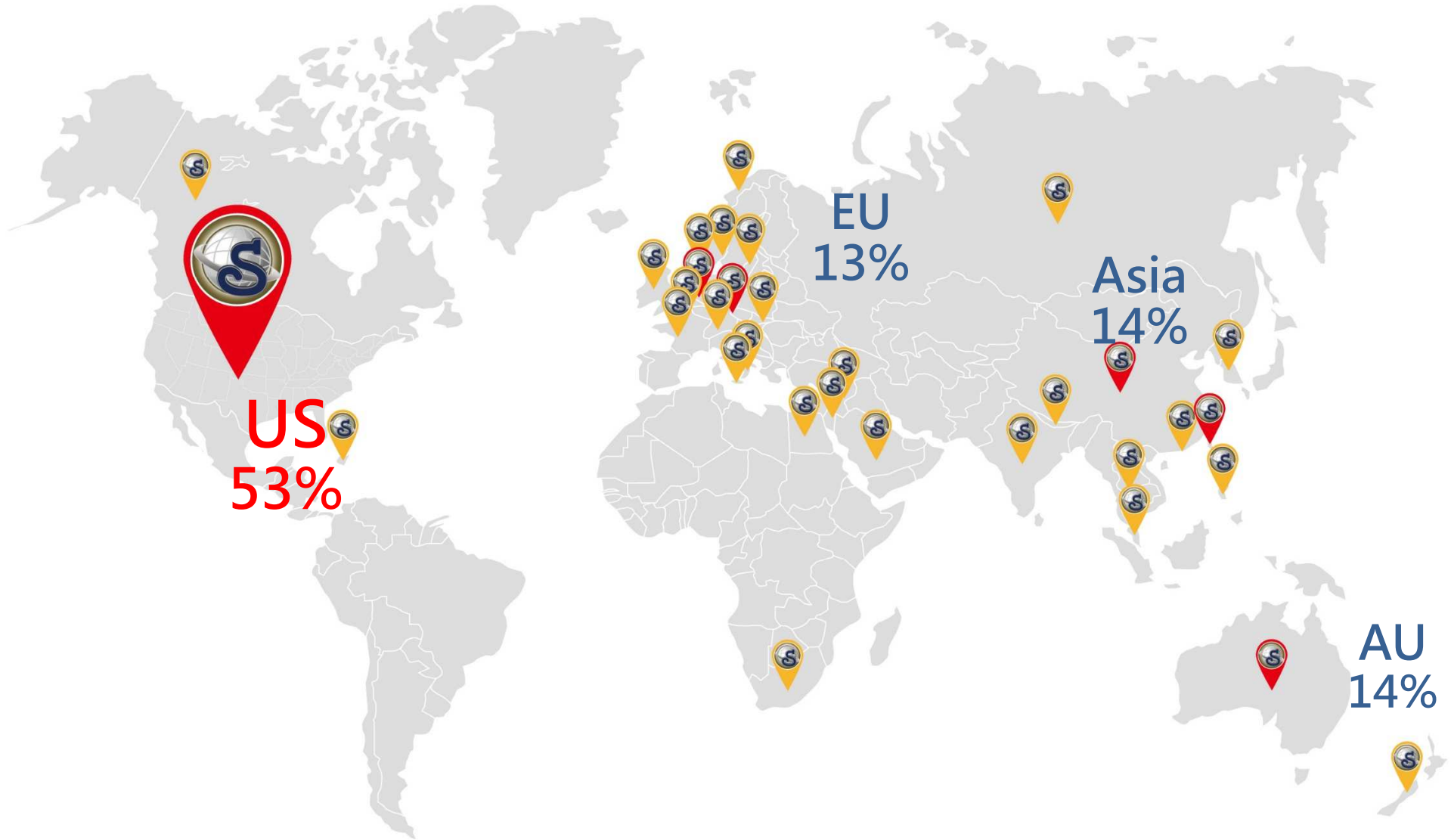
品牌商

自有品牌  
OEM

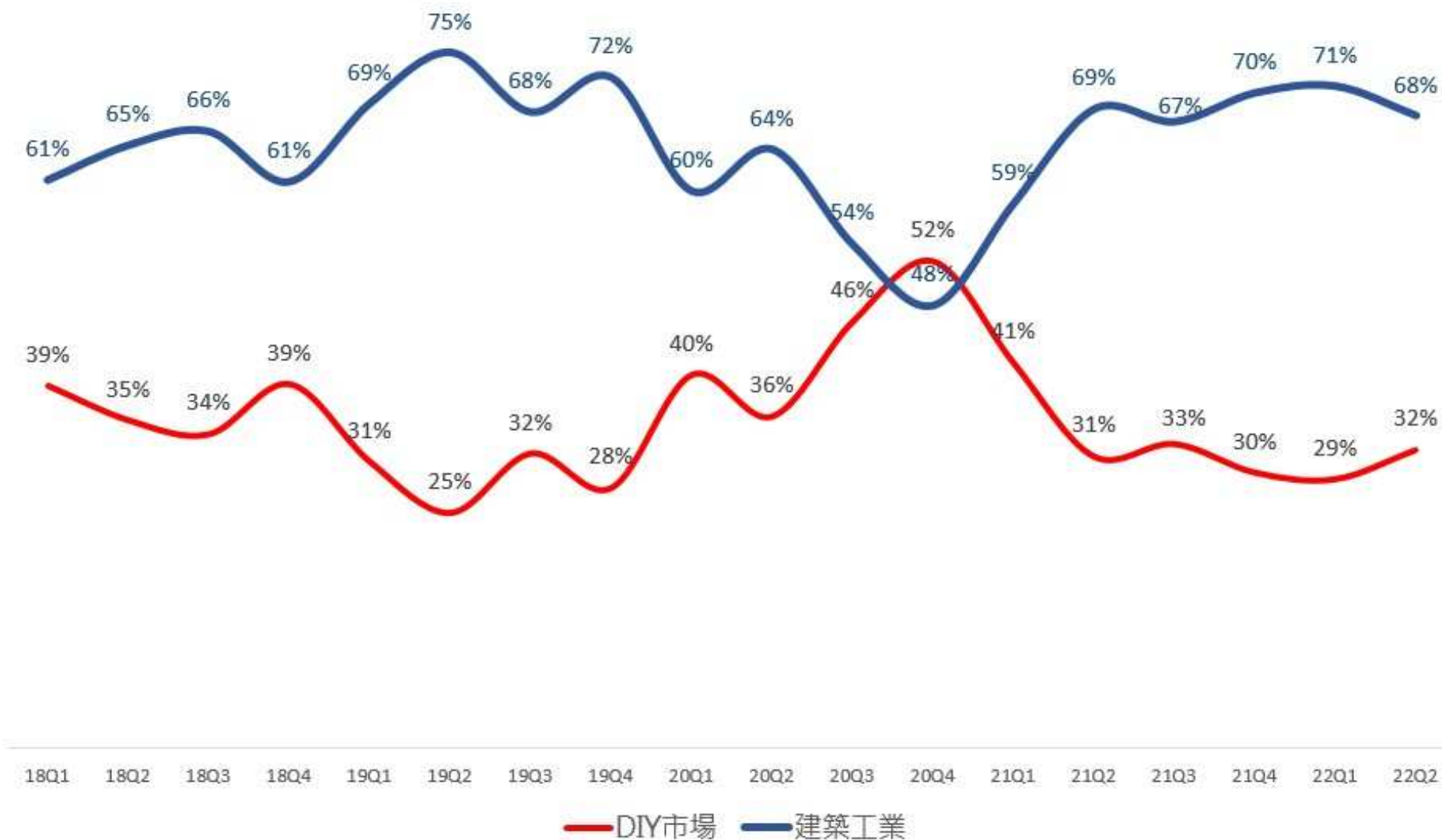
當地製造  
海外製造



# 銷售市場分佈

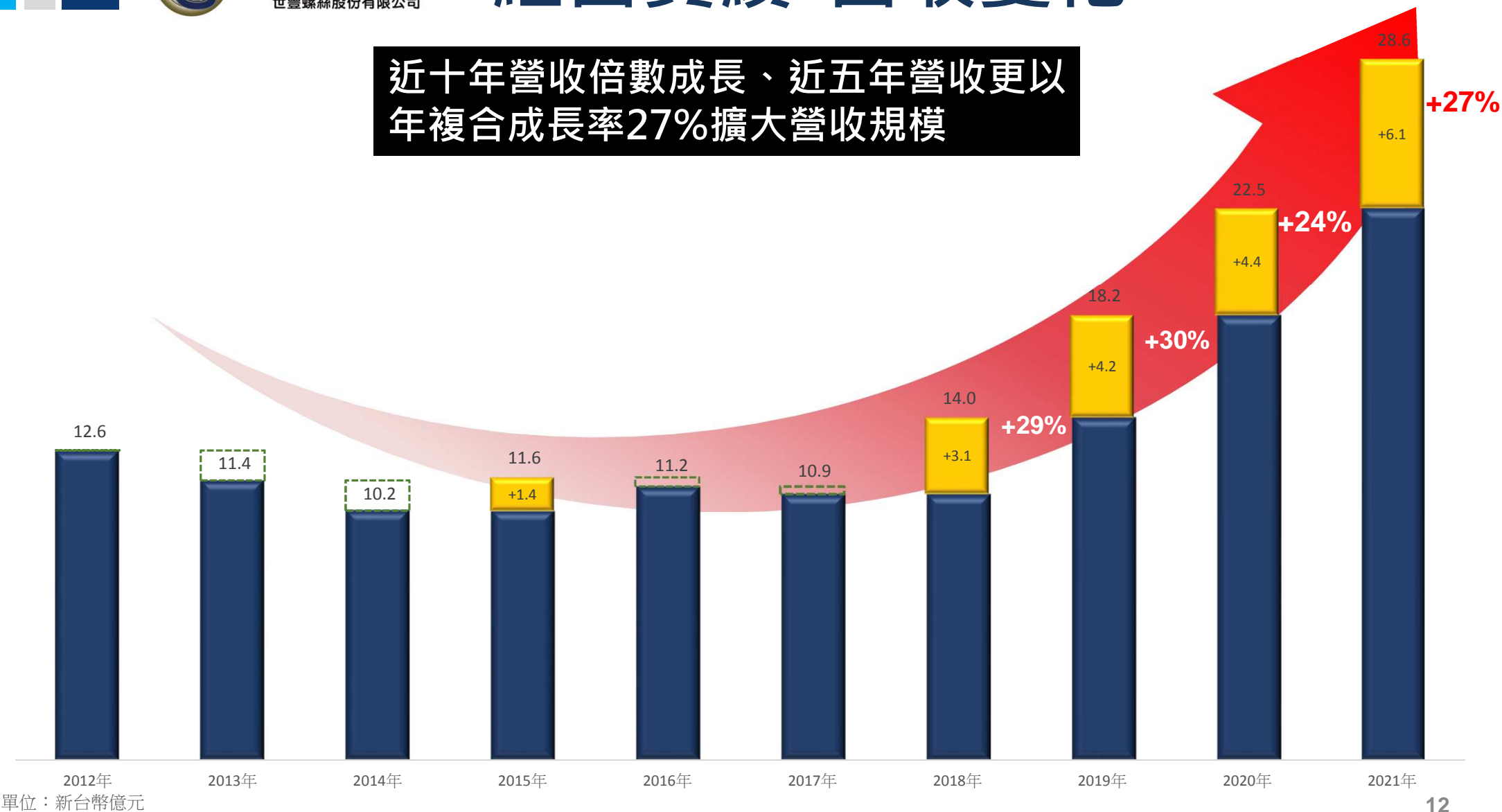


# 市場應用比率



# 經營實績-營收變化

近十年營收倍數成長、近五年營收更以年複合成長率27%擴大營收規模



# 經營實績-五年度損益表

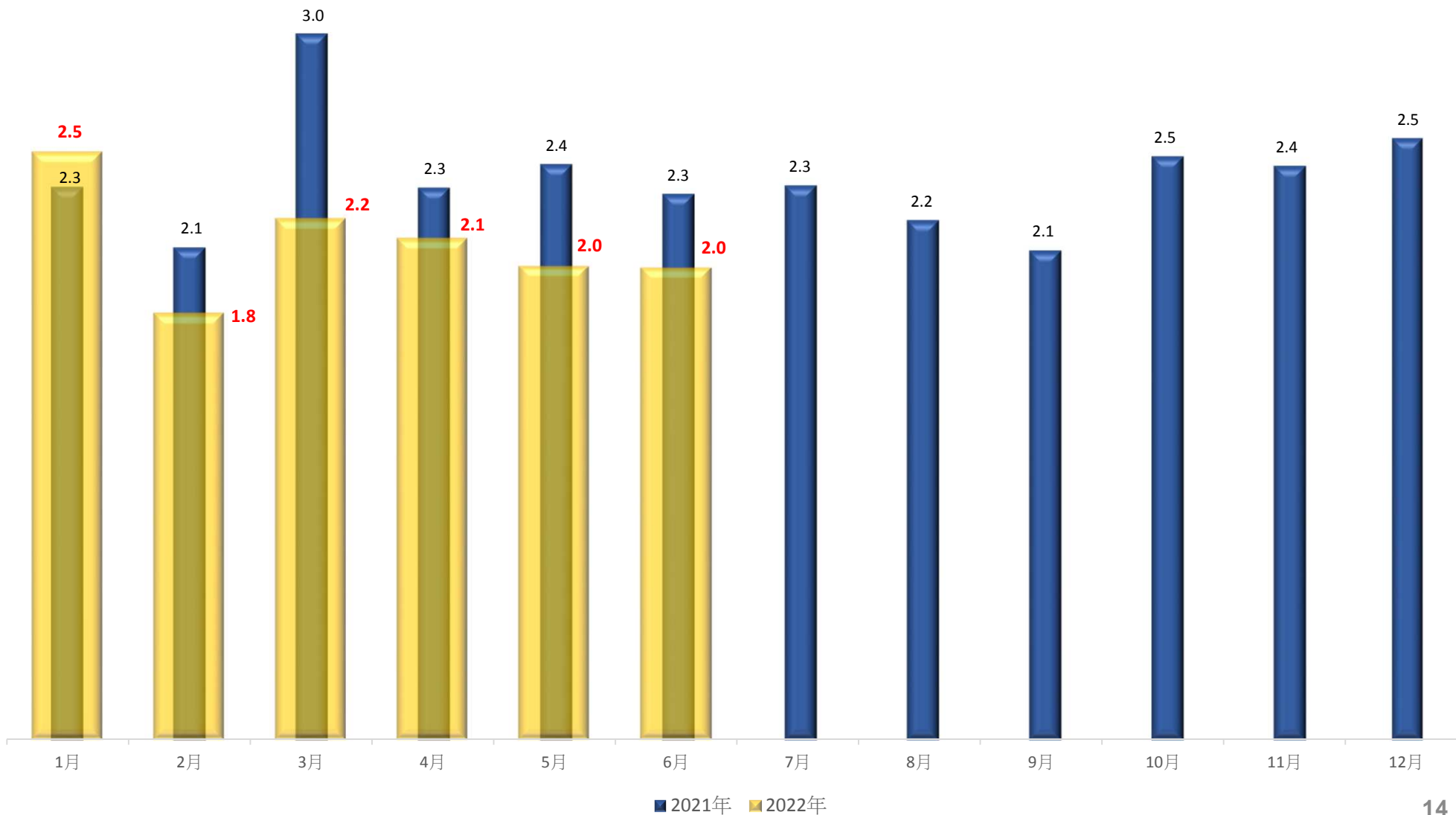
## INCOME STATEMENT

單位：仟元	2017年	2018年	2019年	2020年	2021年	2022年H1
<b>營收</b>	<b>1,087,241</b>	<b>1,400,282</b>	<b>1,817,019</b>	<b>2,253,521</b>	<b>2,859,385</b>	<b>1,264,764</b>
成長(%)	-3%	29%	30%	24%	27%	
<b>營業毛利</b>	<b>143,565</b>	<b>230,611</b>	<b>343,072</b>	<b>372,835</b>	<b>569,240</b>	<b>275,022</b>
毛利率(%)	13.2%	16.5%	18.9%	16.5%	19.9%	21.7%
<b>營業費用</b>	<b>128,436</b>	<b>134,270</b>	<b>171,715</b>	<b>170,311</b>	<b>220,344</b>	<b>96,196</b>
費用率(%)	11.8%	9.6%	9.5%	7.6%	7.7%	7.6%
<b>營業淨利</b>	<b>15,129</b>	<b>96,341</b>	<b>171,715</b>	<b>202,524</b>	<b>348,896</b>	<b>178,827</b>
淨利率(%)	1.4%	6.9%	9.5%	9.0%	12.2%	14.1%
<b>稅後淨利</b>	<b>38,170</b>	<b>93,636</b>	<b>139,098</b>	<b>152,091</b>	<b>275,900</b>	<b>175,432</b>
稅後淨利率(%)	3.5%	6.7%	7.7%	6.7%	9.6%	13.9%
<b>員工人數</b>	<b>285</b>	<b>274</b>	<b>310</b>	<b>310</b>	<b>302</b>	<b>290</b>
人均產值(仟元/人)	3,815	5,111	5,861	7,269	9,468	4,361
<b>EPS</b>	<b>1.20</b>	<b>2.87</b>	<b>3.55</b>	<b>3.71</b>	<b>5.42</b>	<b>3.23</b>
股本(億元)	3.3	3.3	3.3	4.5	5.4	5.4

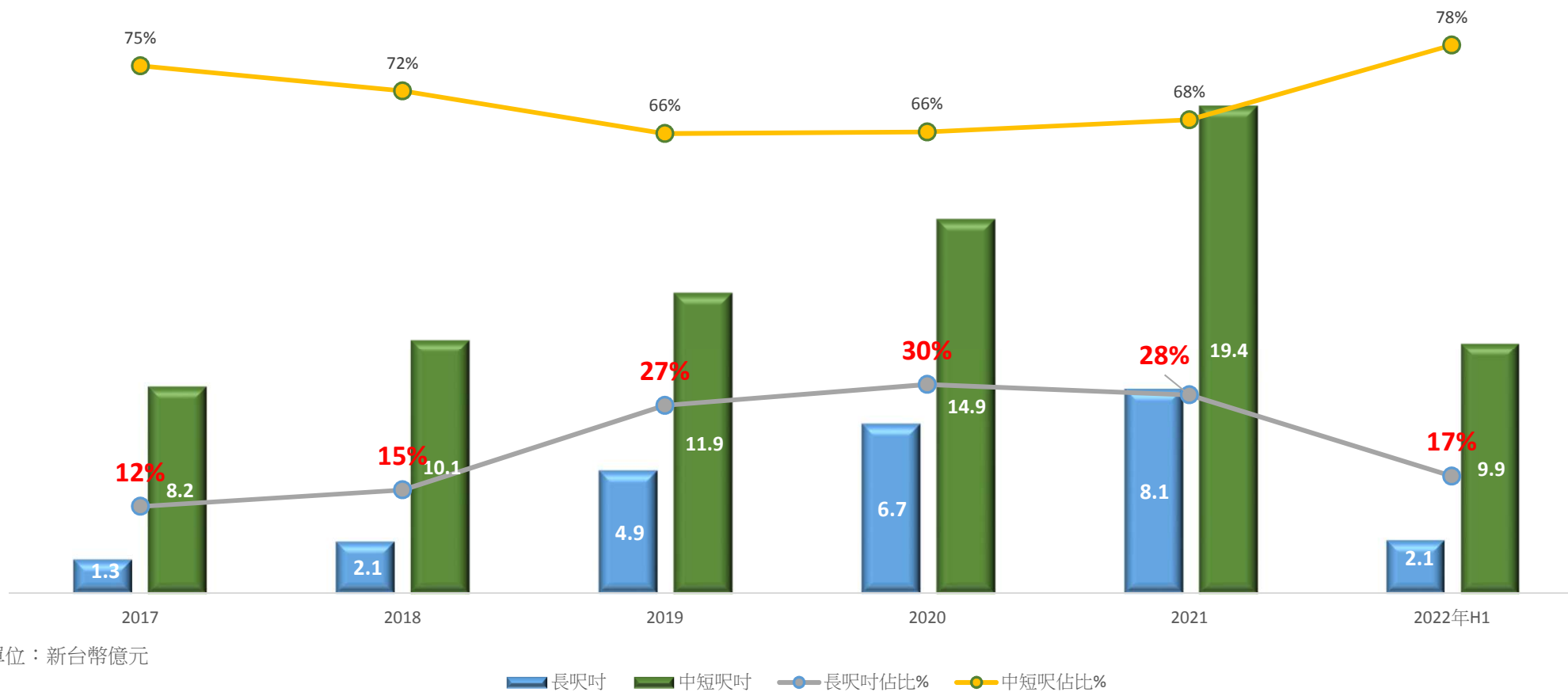


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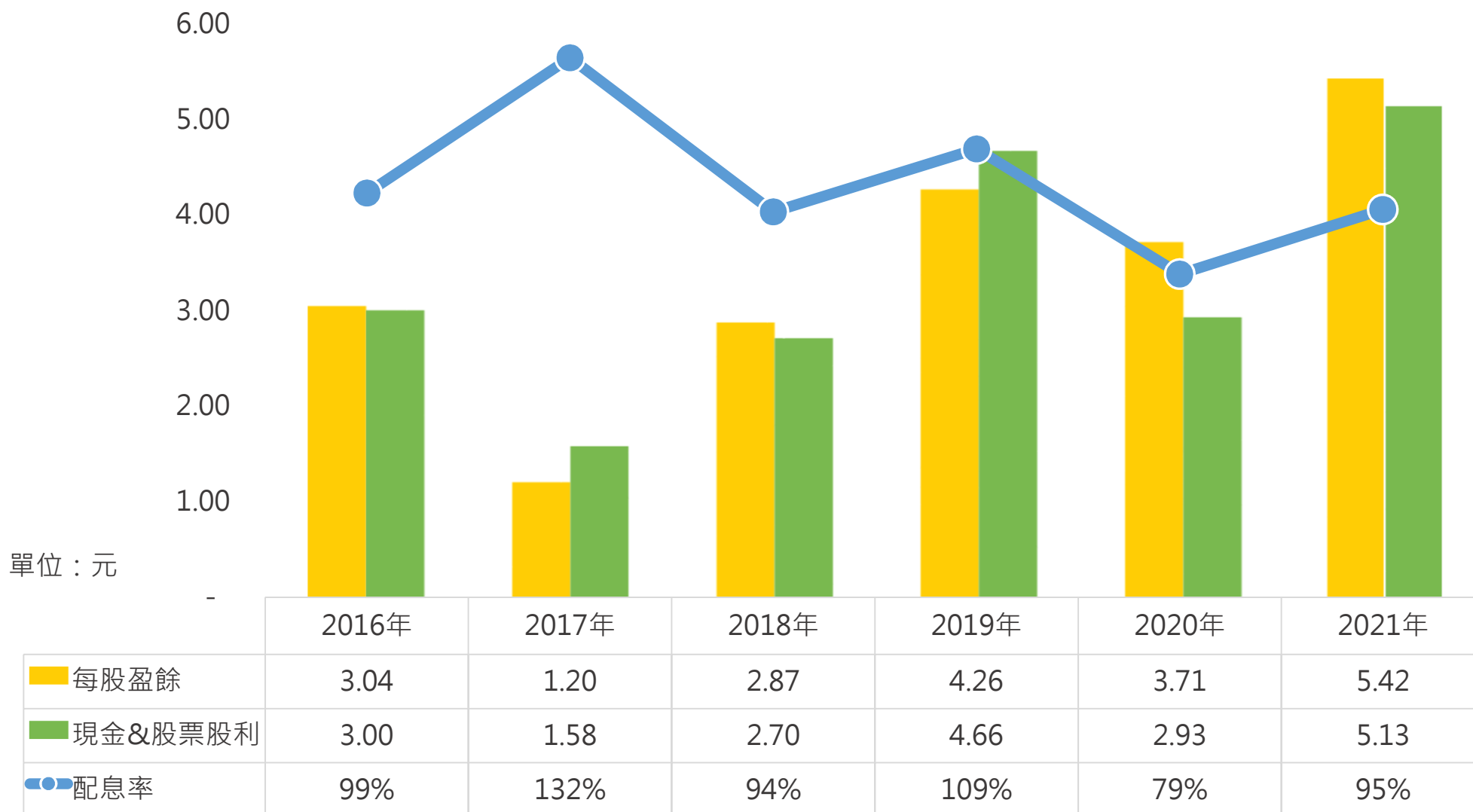
# 經營實績-各月營收



# 經營實績-分類比較



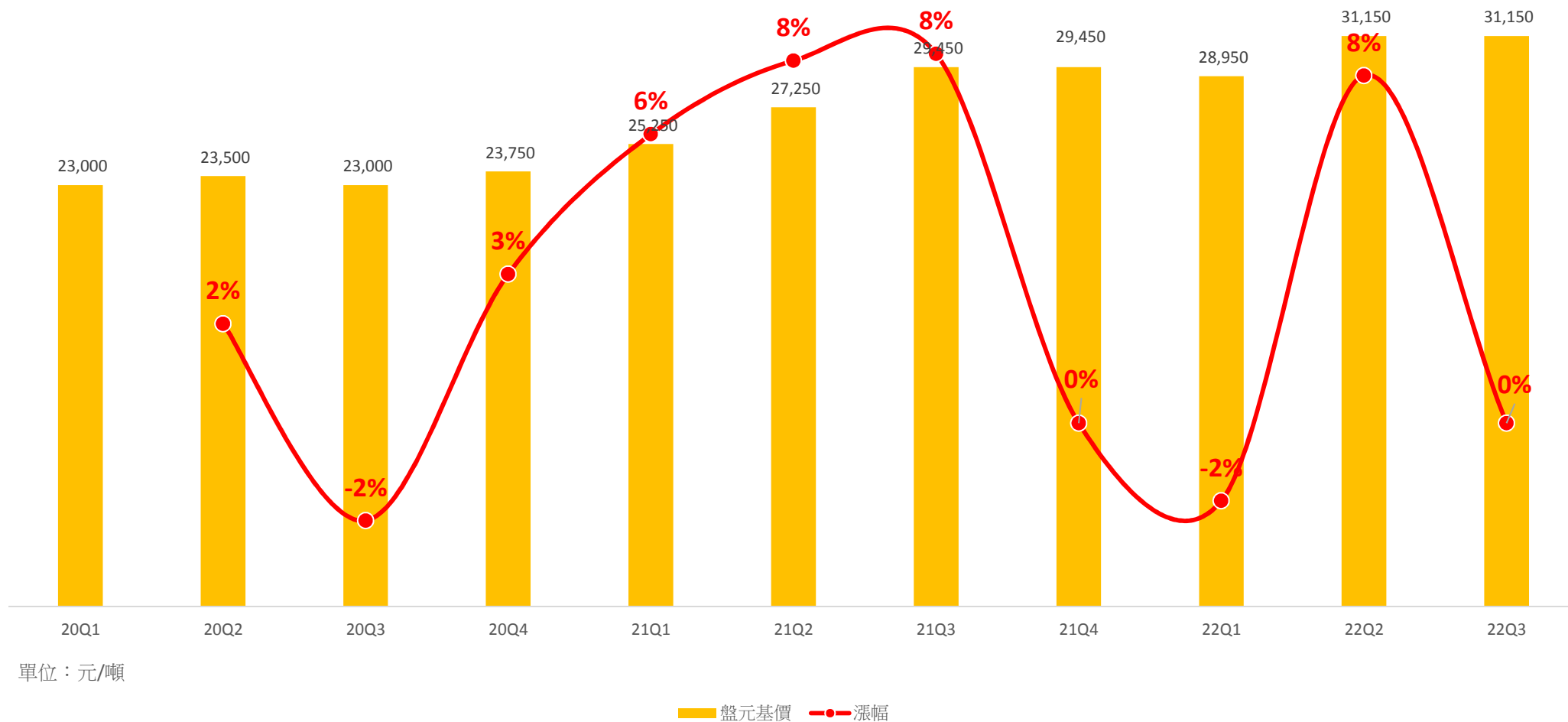
# 經營實績-股利配發狀況







# 盤元價格波動表





# 扣件分銷商指數(FDI)

## Fastener Distribution Trends: June 2022

FASTENER DISTRIBUTION AT A GLANCE											
June 2022											
	----- Index Values -----								Direction	Rate of Change	
	Jun	May	Apr	Mar	Feb	Jan	Dec	Nov			
ISM PMI (Manufacturing)	53.0	56.1	55.4	57.1	58.6	57.6	58.7	61.1	Growing	Slower	
<b>FDI</b>	<b>53.8</b>	<b>52.7</b>	<b>52.6</b>	<b>57.2</b>	<b>56.0</b>	<b>52.7</b>	<b>56.2</b>	<b>57.6</b>	Growing	Faster	
<b>FLI</b>	<b>51.5</b>	55.4	55.1	65.4	55.6	62.8	63.7	64.0	Growing	Slower	
<b>(Other Metrics)</b>											
Sales	65.5	56.3	60.5	75.2	79.1	64.5	75.7	76.6	Growing	Faster	
Employment	59.1	62.9	53.1	62.1	48.3	55.0	54.7	63.6	Growing	Slower	
Supplier Deliveries	65.2	69.4	68.8	69.7	72.4	71.7	79.7	78.8	Growing	Slower	
Respondent Inventories	63.6	62.9	59.4	50.0	56.9	41.7	46.9	53.0	Growing	Faster	
Customer Inventories	28.8	27.4	29.7	21.2	25.9	18.3	15.6	15.2	Declining	Slower	
Pricing, month-to-month	68.2	77.4	78.1	83.3	81.0	81.7	85.9	83.3	Growing	Slower	
Pricing, year-to-year	90.9	95.2	95.3	95.5	94.8	95.0	96.9	95.5	Growing	Slower	
					<u>Higher</u> <u>Same</u> <u>Lower</u>						
6-Month Outlook - June					27%			33%			39%

*FDI and Pricing are diffusion indexes. At 50, the performance of the category listed met expectations. A reading above 50 suggests the category outperformed expectations, while a reading below 50 suggests the category underperformed expectations.*

# 未來展望 Future Perspectives



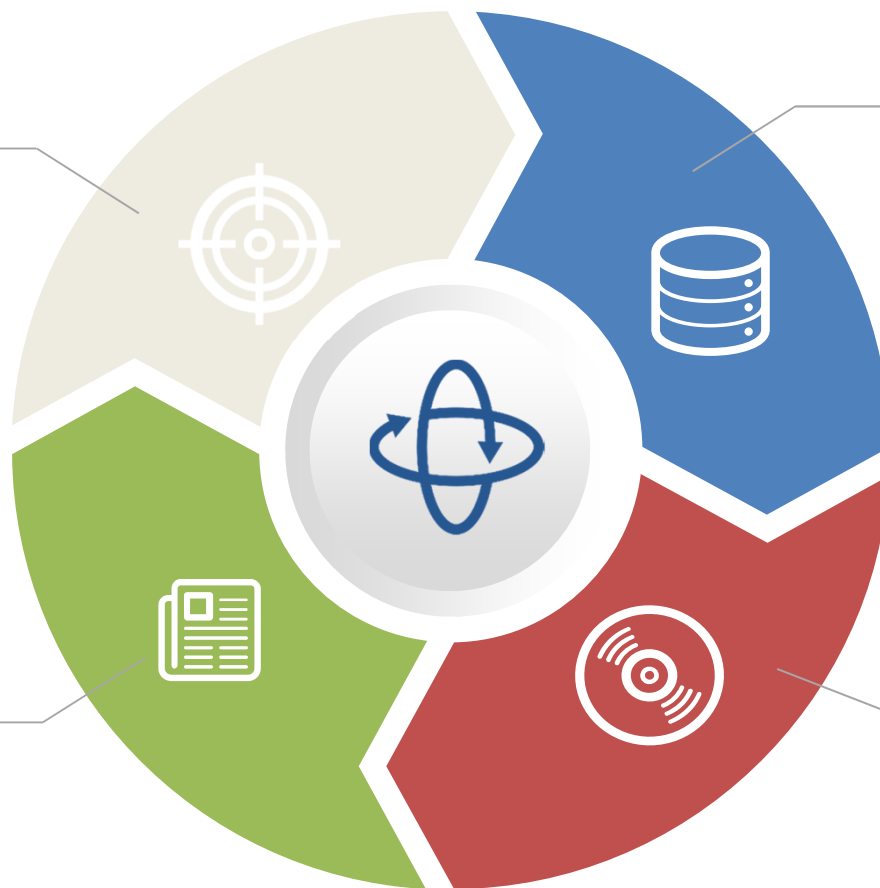
## 營運策略

- 存貨調控
- 依市場變化調控
- 廠房整合
- 獲利表現



## 財務結構

- 第二次CB發行
- 匯率波動
- 配息能力



## 市場佈局

- 美洲市場
- 歐洲反傾銷
- 越南進度



## 研發策略

- 新品開發
- 新客戶開發





# Q&A

## 敬請指教



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