



Sheh Fung Screws  
Co., Ltd

(SQL : 2065)

**GO GREEN**

**Investor Conference**

Dec 13, 2023

Investor Relations Contact : Maggie Chen

07-6116116 # 303

*Build Future with*  
**SHEH FUNG**

**20**  
**23**

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**This presentation and release contain “forward-looking statements” which may include projections of future results of operations, financial condition or business prospects based on our own information and other sources. Our actual results of operations, financial condition or business prospects may differ from those expressed or implied in these forward-looking statements for a variety of reasons, including but not limited to market demand, price fluctuations, competition, international economic conditions, supply chain issues, exchange rate fluctuations and other risks and factors beyond our control. The forward-looking statements in this release reflect the current belief of Sheh Fung screws company as of the date of this release. Sheh Fung screws company undertakes no obligation to update these forward-looking statements for events or circumstances that occur subsequent to such date.**

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# General Introduction



**Date of Establishment: 1973.8.9**



**Paid-in Capital: TWD 524 Million**



**Main Products: Construction Screws**



**Number of Employee: 291**



*President  
Terry Tu*



*General Manager  
Kent Chen*





# Manufacturing Facilities



Ciaotou

- Heat Treatment
- Electronic Plating
- Coating
- Head Coating



Vietnam



Mituo

- Heading
- Pinch Pointing
- Threading
- Packing

# R & D Direction



New  
Materials

Functional  
Improvements

Mechanical  
properties

Anti-corrosion

Customer  
Service




# Products Application



Wooden  
house



Iron  
roof



Wooden  
walkway



Interior  
renovation



# Main Products in Various Markets



Self-drilling Screws  
Australia 、 Europe



Painted Screws  
US



Chipboard Screws  
Europe



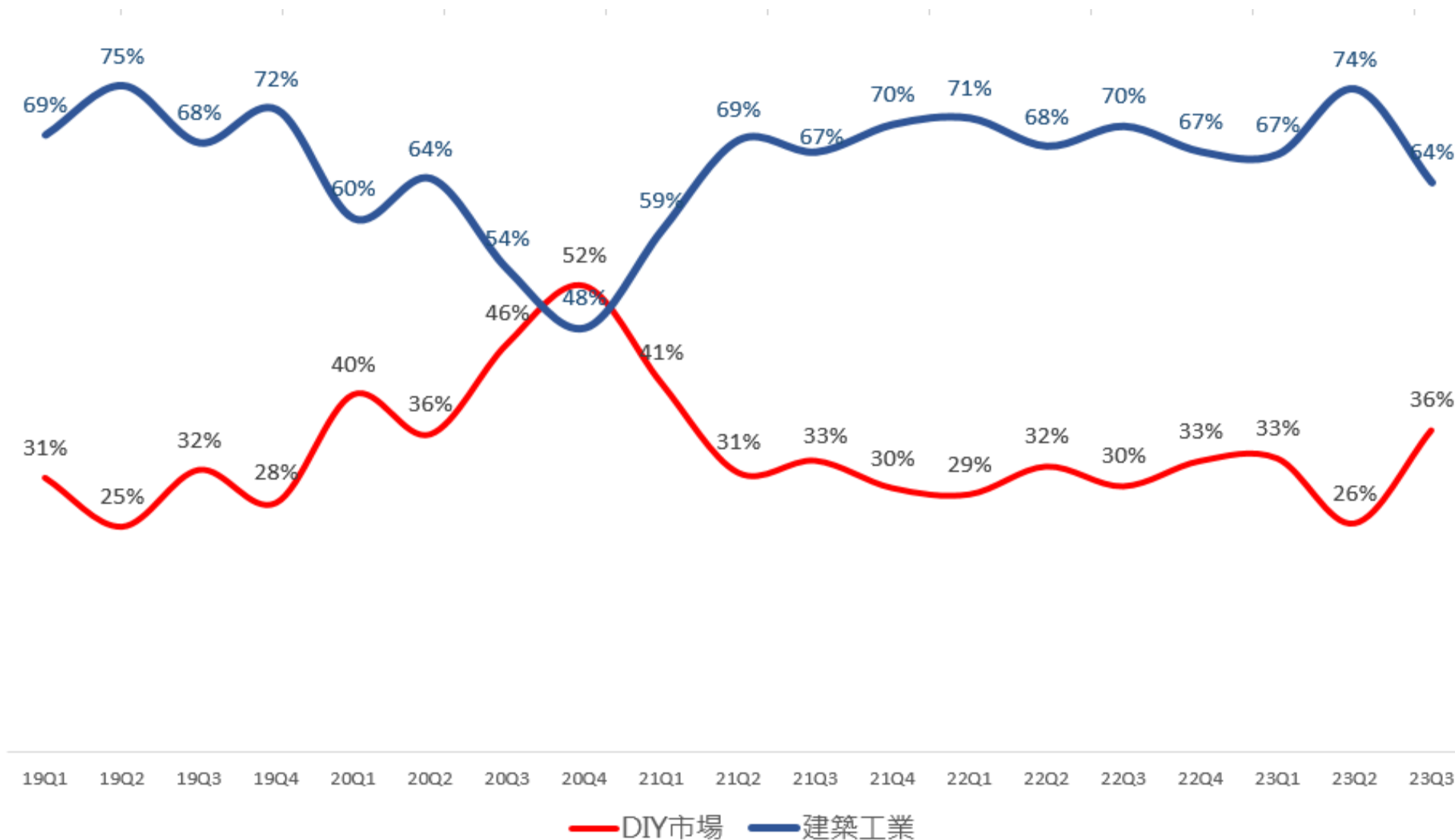


# Market Distribution



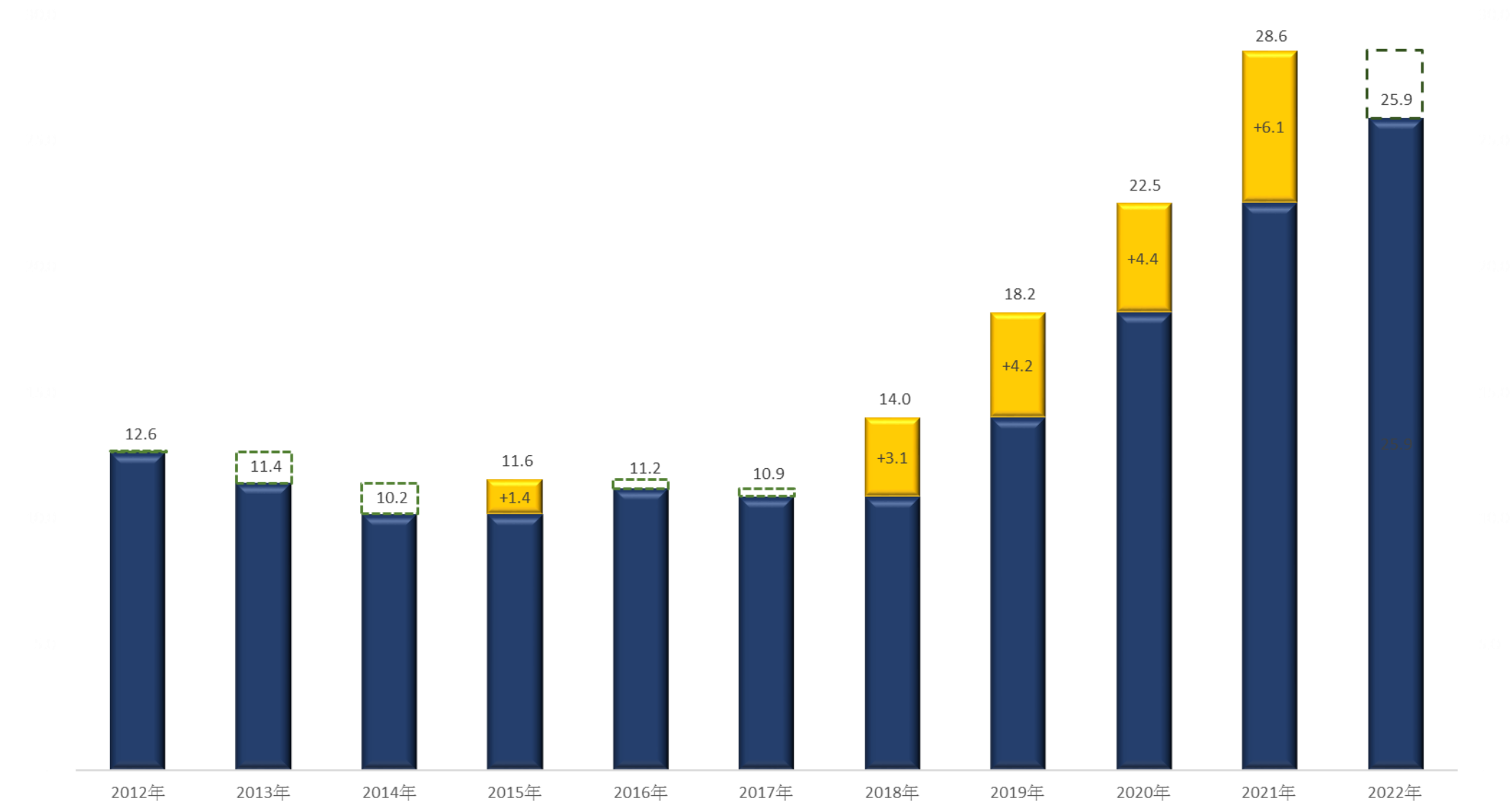


# Market Application





# Annual Revenue Changes



UNIT : NT billion



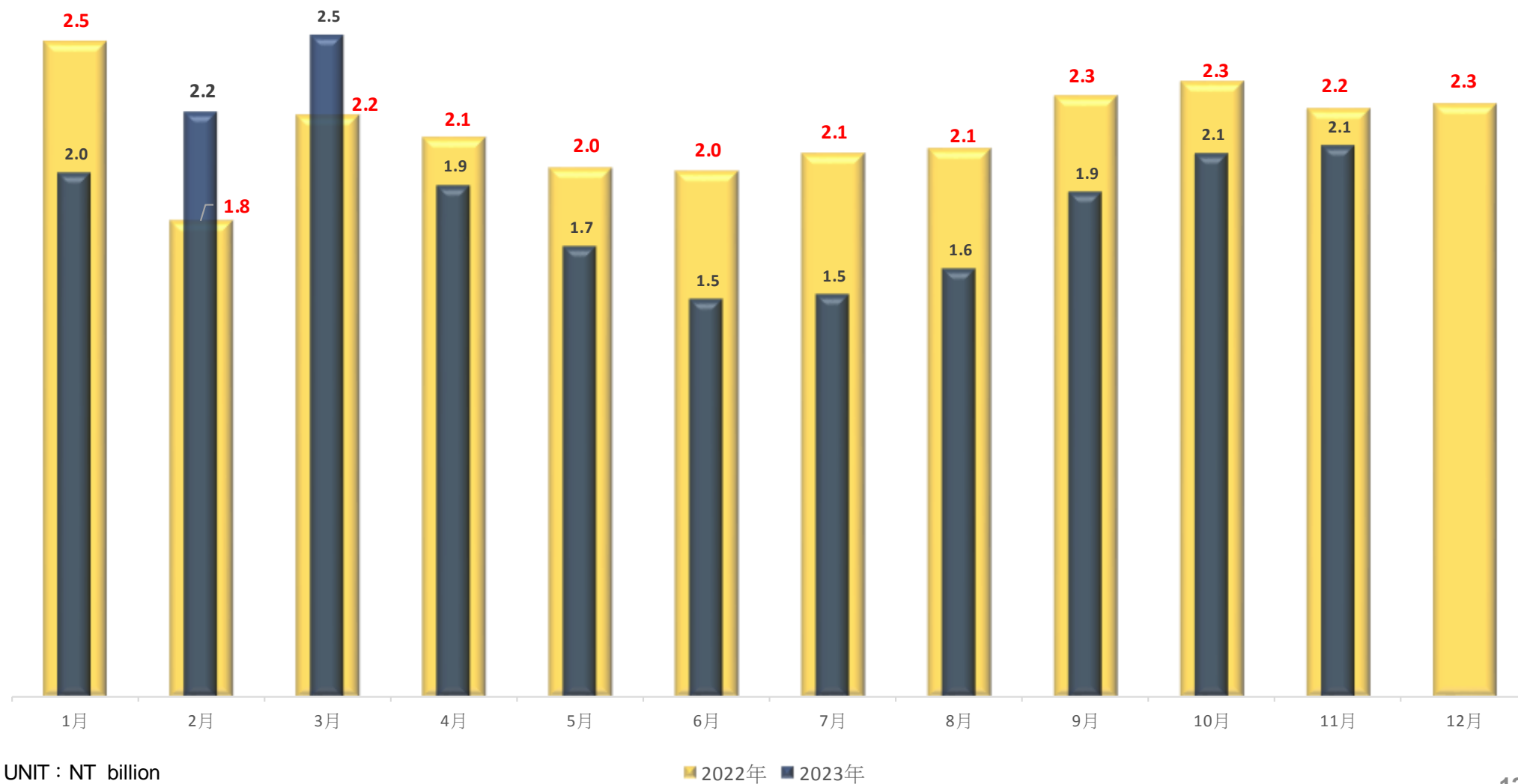
# Operating Performance

## INCOME STATEMENT

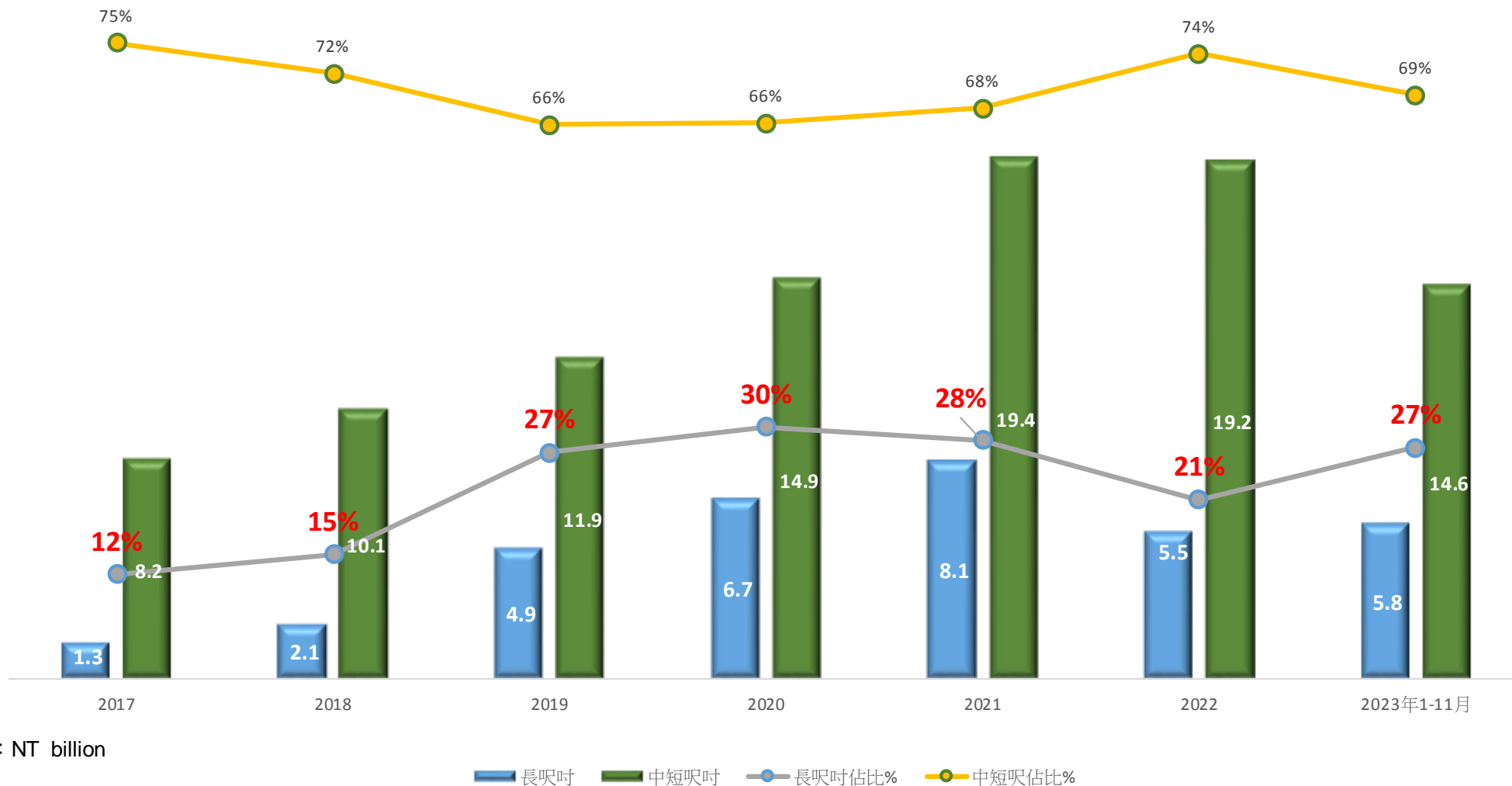
Unit : TWD 1,000

|                               | 2018             | 2019             | 2020             | 2021             | 2022             | 2023Q1           |
|-------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>Sales Revenues</b>         | <b>1,400,282</b> | <b>1,817,019</b> | <b>2,253,521</b> | <b>2,859,385</b> | <b>2,591,122</b> | <b>1,697,983</b> |
| Growth Ratio                  | 29%              | 30%              | 24%              | 27%              | -9%              |                  |
| <b>Gross Profit</b>           | <b>230,611</b>   | <b>343,072</b>   | <b>372,835</b>   | <b>569,240</b>   | <b>591,740</b>   | <b>356,677</b>   |
| (%)                           | 16.5%            | 18.9%            | 16.5%            | 19.9%            | 22.8%            | 21.0%            |
| <b>Operating expenses</b>     | <b>134,270</b>   | <b>171,715</b>   | <b>170,311</b>   | <b>220,344</b>   | <b>197,130</b>   | <b>125,330</b>   |
| (%)                           | 9.6%             | 9.5%             | 7.6%             | 7.7%             | 7.6%             | 7.4%             |
| <b>Net operating income</b>   | <b>96,341</b>    | <b>171,715</b>   | <b>202,524</b>   | <b>348,896</b>   | <b>394,610</b>   | <b>231,347</b>   |
| (%)                           | 6.9%             | 9.5%             | 9.0%             | 12.2%            | 15.2%            | 13.6%            |
| <b>Profit For the Period</b>  | <b>93,636</b>    | <b>139,098</b>   | <b>152,091</b>   | <b>275,900</b>   | <b>370,177</b>   | <b>218,369</b>   |
| (%)                           | 6.7%             | 7.7%             | 6.7%             | 9.6%             | 14.3%            | 12.9%            |
| <b>Number of employee</b>     | <b>274</b>       | <b>310</b>       | <b>310</b>       | <b>302</b>       | <b>315</b>       | <b>296</b>       |
| Output per capita(per person) | 5,111            | 5,861            | 7,269            | 9,468            | 8,226            | 5,736            |
| <b>EPS</b>                    | <b>2.87</b>      | <b>3.55</b>      | <b>3.71</b>      | <b>5.42</b>      | <b>6.95</b>      | <b>4.21</b>      |
| Capital(Billion)              | 3.3              | 3.3              | 4.5              | 5.4              | 5.1              | 5.2              |

# Monthly Revenue Changes



# Screw Revenue changes by size

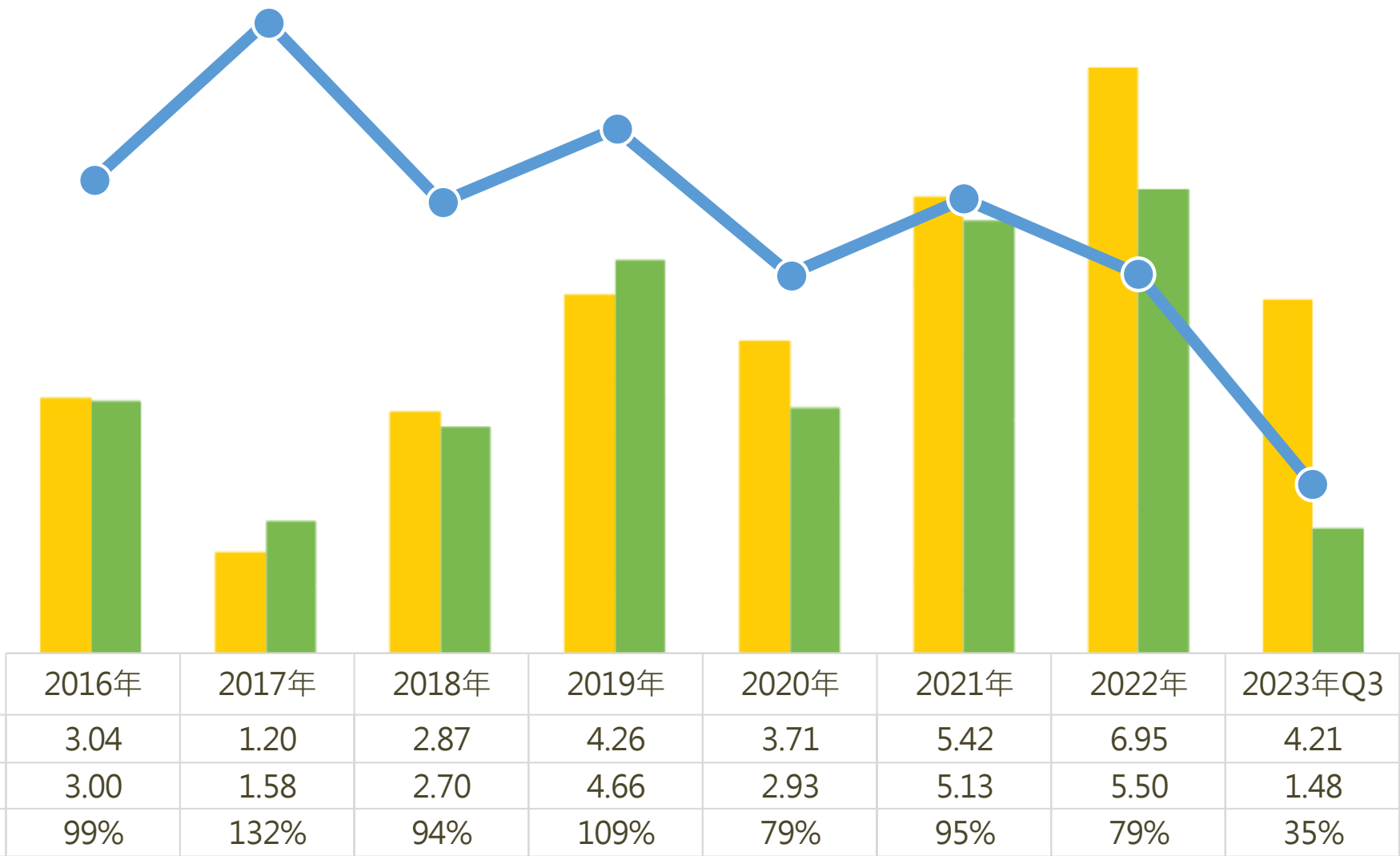






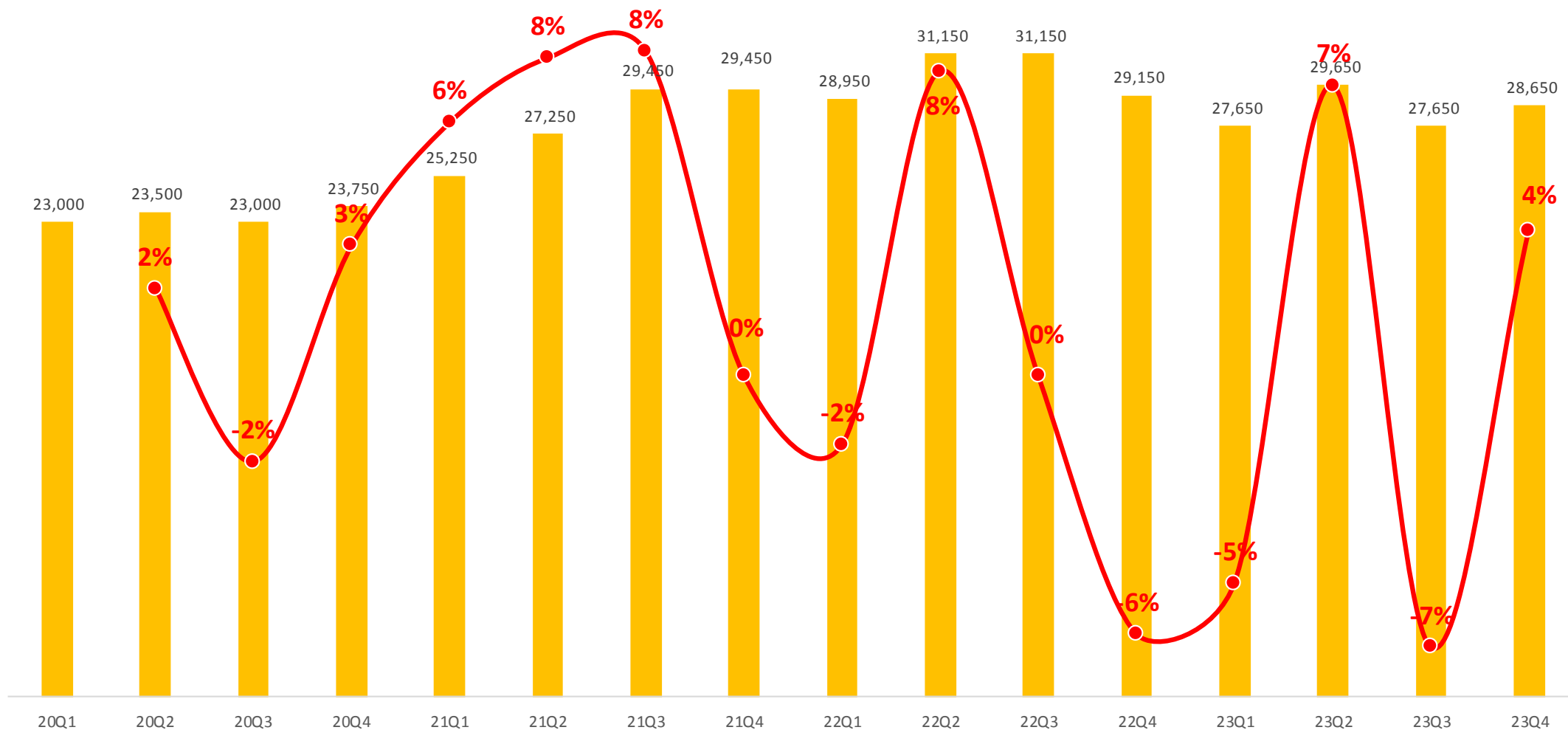
# Operating Performance

單位：元





# Raw Material price changes



單位：元/噸

盤元基價 漲幅

# Fasterner Distribution Trends

## Fastener Distribution Trends: November 2023

| FASTENER DISTRIBUTION AT A GLANCE |                          |             |             |             |             |             |             |             |           |                |
|-----------------------------------|--------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|----------------|
| November 2023                     |                          |             |             |             |             |             |             |             |           |                |
|                                   | ----- Index Values ----- |             |             |             |             |             |             |             | Direction | Rate of Change |
|                                   | Nov                      | Oct         | Sep         | Aug         | Jul         | Jun         | May         | Apr         |           |                |
| ISM PMI (Manufacturing)           | 46.7                     | 46.7        | 49.0        | 47.6        | 46.4        | 46.0        | 46.9        | 47.1        | Stable    | Same           |
| <b>FDI</b>                        | <b>53.4</b>              | <b>52.6</b> | <b>48.5</b> | <b>50.0</b> | <b>40.7</b> | <b>45.6</b> | <b>44.7</b> | <b>46.3</b> | Growing   | Faster         |
| <b>FLI</b>                        | <b>50.4</b>              | <b>47.1</b> | <b>44.8</b> | <b>45.9</b> | <b>38.8</b> | <b>39.3</b> | <b>40.6</b> | <b>37.8</b> | Growing   | Faster         |
| <b>(Other Metrics)</b>            |                          |             |             |             |             |             |             |             |           |                |
| Sales                             | 63.0                     | 52.6        | 44.9        | 48.8        | 22.3        | 41.9        | 35.9        | 43.2        | Growing   | Faster         |
| Employment                        | 55.9                     | 51.6        | 41.9        | 45.7        | 38.3        | 44.8        | 55.6        | 46.3        | Growing   | Faster         |
| Supplier Deliveries               | 42.6                     | 51.6        | 50.0        | 52.9        | 43.3        | 46.6        | 42.6        | 40.0        | Declining | Faster         |
| Respondent Inventories            | 66.2                     | 64.1        | 71.0        | 70.0        | 73.3        | 69.0        | 75.9        | 73.8        | Growing   | Faster         |
| Customer Inventories              | 54.4                     | 51.6        | 51.6        | 50.0        | 56.7        | 51.7        | 50.0        | 57.5        | Growing   | Faster         |
| Pricing, month-to-month           | 50.0                     | 45.3        | 54.8        | 55.7        | 48.3        | 55.2        | 55.6        | 55.0        | Declining | Same           |
| Pricing, year-to-year             | 45.6                     | 60.9        | 62.9        | 61.4        | 61.7        | 62.1        | 72.2        | 60.0        | Declining | Faster         |
|                                   |                          |             |             | Higher      | Same        | Lower       |             |             |           |                |
| 6-Month Outlook - November        |                          |             |             | 47%         | 29%         | 24%         |             |             |           |                |

*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.*

Source: Baird, FCH Sourcing Network, Institute for Supply Management





# Future Perspectives

**Business  
Strategy**



**Market  
Planning**



**Financial  
Structure**



**Product  
Development**



# Vietnam Factory progress



## Factory Structure

2023/12

# Vietnam Factory progress



## Factory Structure

2023/12



# Vietnam Factory progress



**Machine** 2023/12

# Vietnam Factory progress



**Machine** 2023/12





# Q&A



shih fung  
screws company  
世豐螺絲股份有限公司