



世豐螺絲

(股票代號：2065)

GO GREEN

法人說明會

2024年11月28日

Build Future with
SHEH FUNG

20
24



sheh fung
screws company

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公司簡介



創立日期：1973.8.9



實收股本：5.8億元



主要產品：建築工程及戶外修繕用螺絲
汽車螺絲



員工人數：293人



杜泰源董事長



陳駿彥總經理



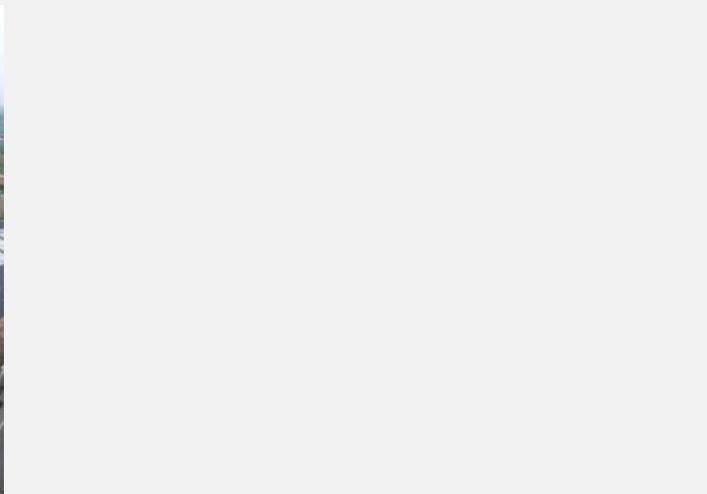
基本資料-廠區分佈

MANUFACTURING FACILITIES



彌陀

- 打頭
- 夾尾
- 搓牙
- 包裝



越南



橋頭

- 熱處理
- 電鍍
- 烤漆
- 漆頭

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

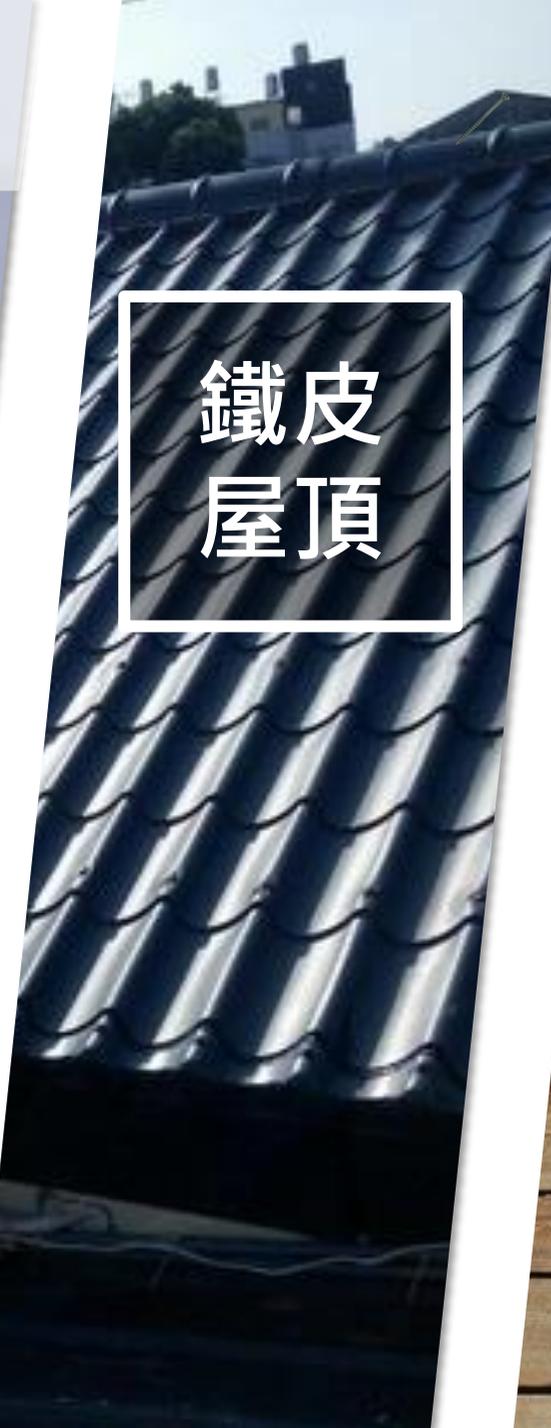
客戶服務

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

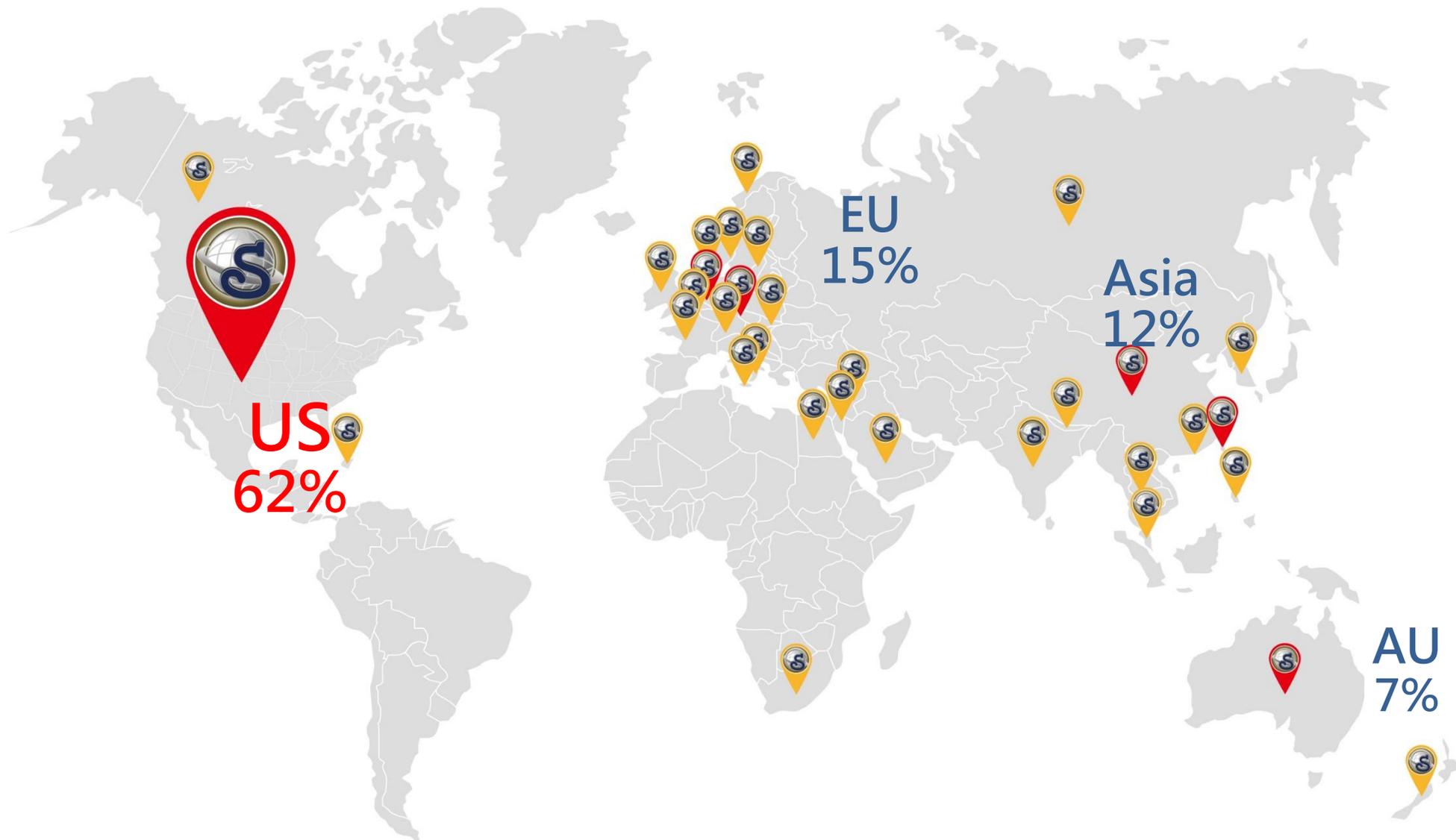


木棧道



室內
裝修

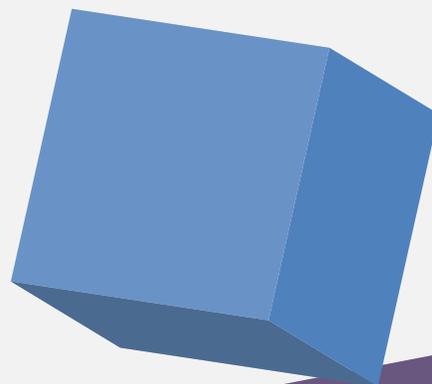
銷售市場分佈



各市場主力產品

美洲

烤漆螺絲



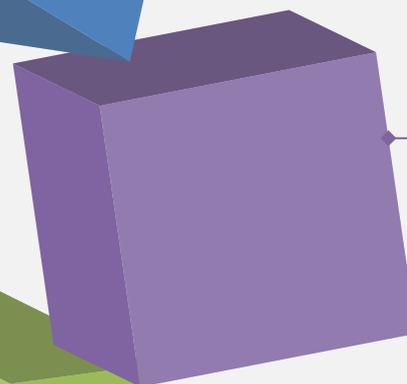
歐洲.澳洲

鑽尾螺絲



歐洲

Chipboard screws

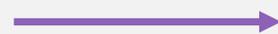


客戶屬性



通路商

建築批發、五金零售
線上購物、伐木場



品牌商

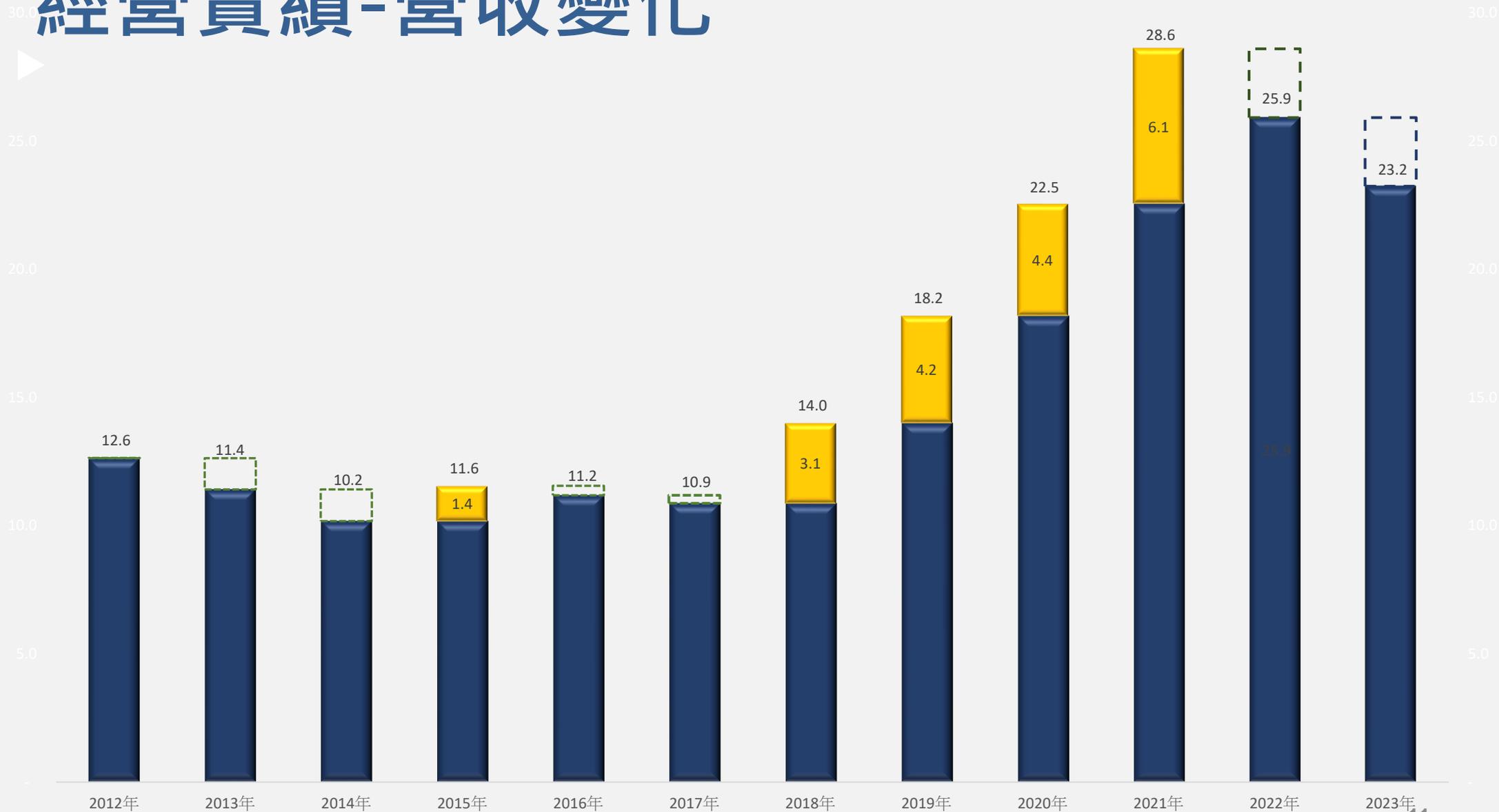
自有品牌
OEM



製造商

當地製造
海外製造

經營實績-營收變化



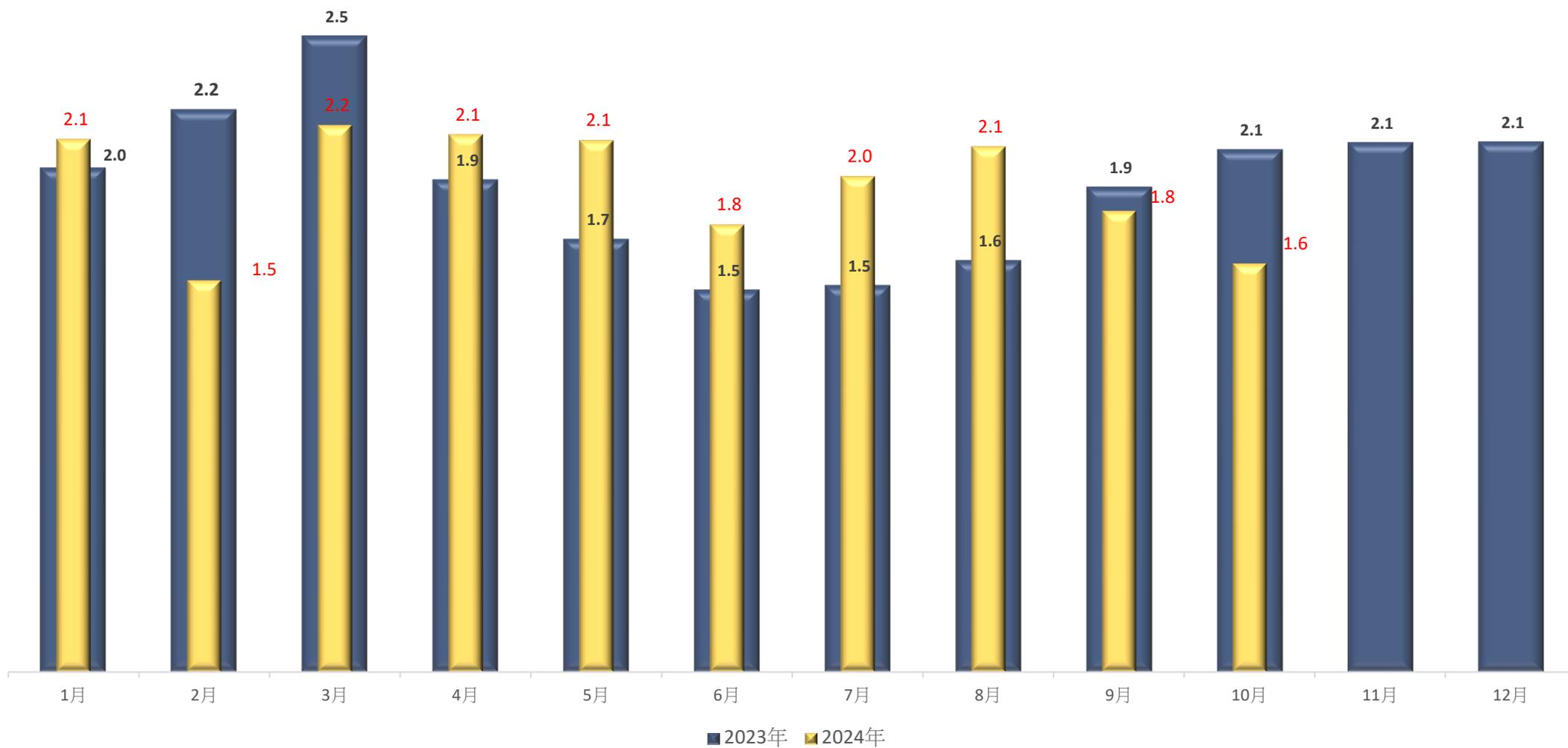
單位：新台幣億元

經營實績-五年度損益表

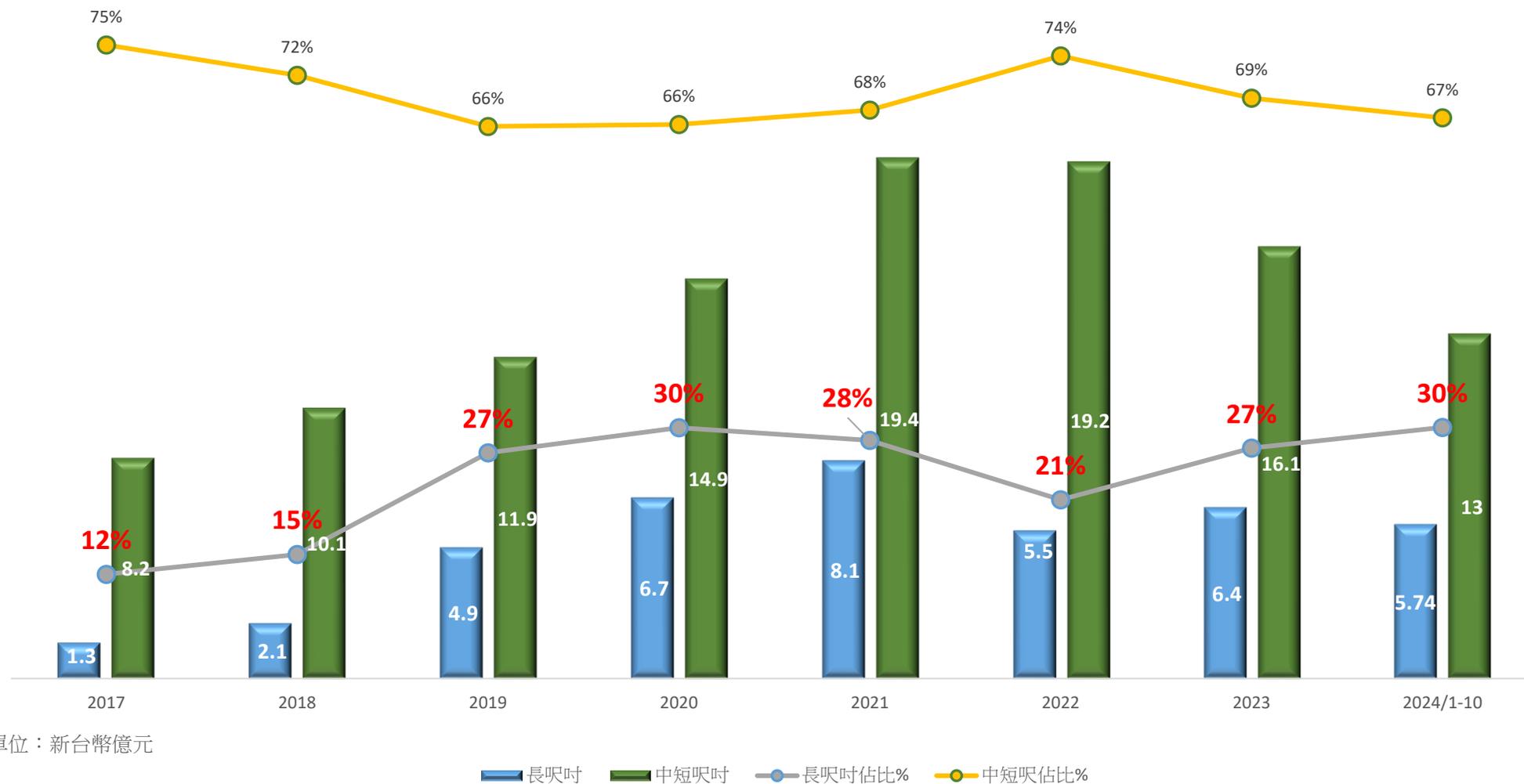
INCOME STATEMENT

單位：仟元	2019年	2020年	2021年	2022年	2023年	2024年1-9月
營收	1,817,019	2,253,521	2,859,385	2,591,122	2,323,605	1,781,037
成長(%)	30%	24%	27%	-9%	-10%	
營業毛利	343,072	372,835	569,240	591,740	495,267	348,756
毛利率(%)	18.9%	16.5%	19.9%	22.8%	21.3%	19.58%
營業費用	171,715	170,311	220,344	197,130	178,105	159,006
費用率(%)	9.5%	7.6%	7.7%	7.6%	7.7%	8.9%
營業淨利	171,715	202,524	348,896	394,610	317,162	189,750
淨利率(%)	9.5%	9.0%	12.2%	15.2%	13.6%	10.6%
稅後淨利	139,098	152,091	275,900	370,177	266,683	169,881
稅後淨利率(%)	7.7%	6.7%	9.6%	14.3%	11.5%	9.5%
員工人數	310	310	302	315	286	293
人均產值(仟元/人)	5,861	7,269	9,468	8,226	8,124	6,078
EPS	3.55	3.71	5.42	6.95	5.12	2.97
股本(億元)	3.3	4.5	5.4	5.1	5.3	5.8

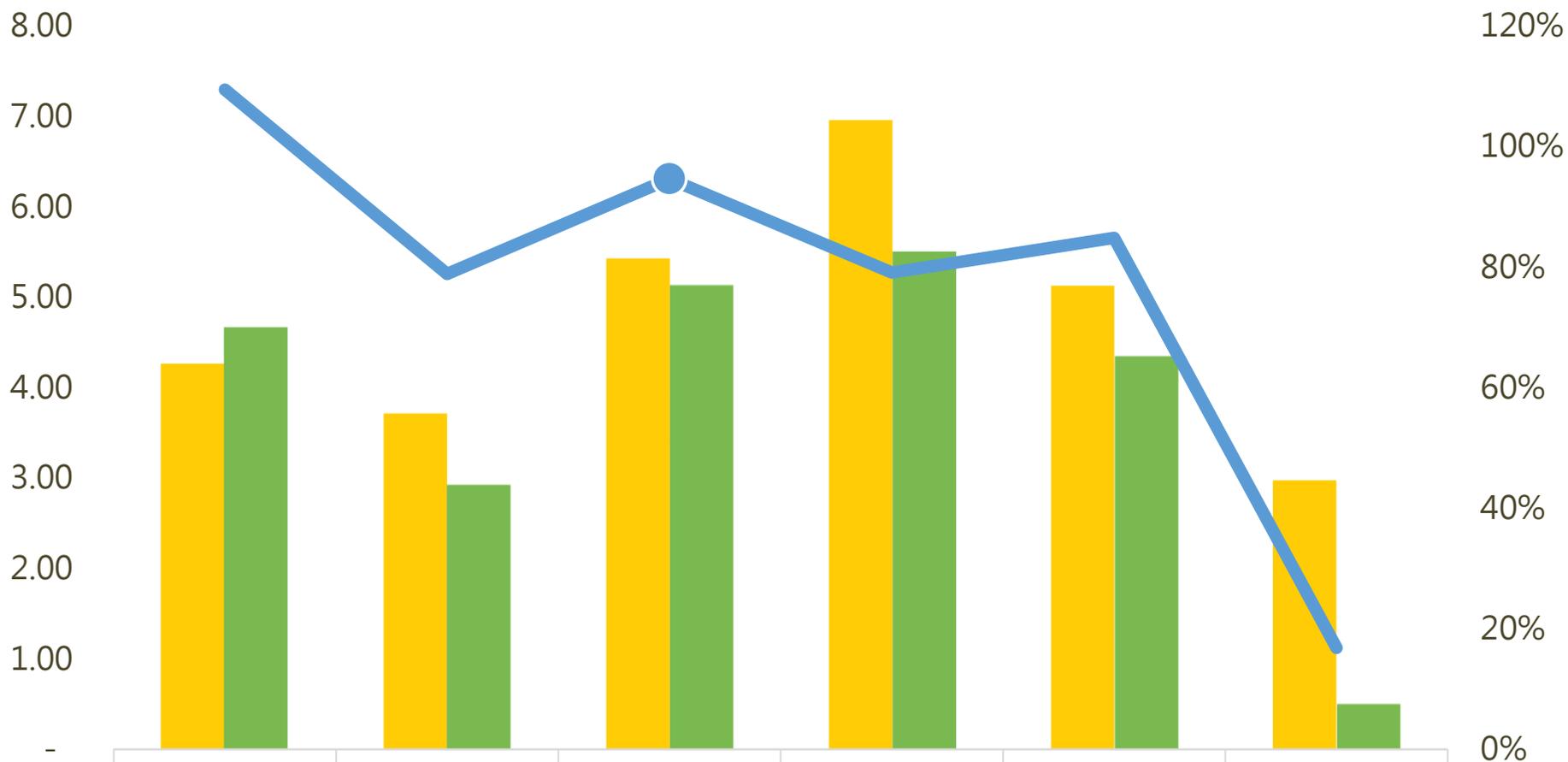
經營實績-各月營收



經營實績-分類比較



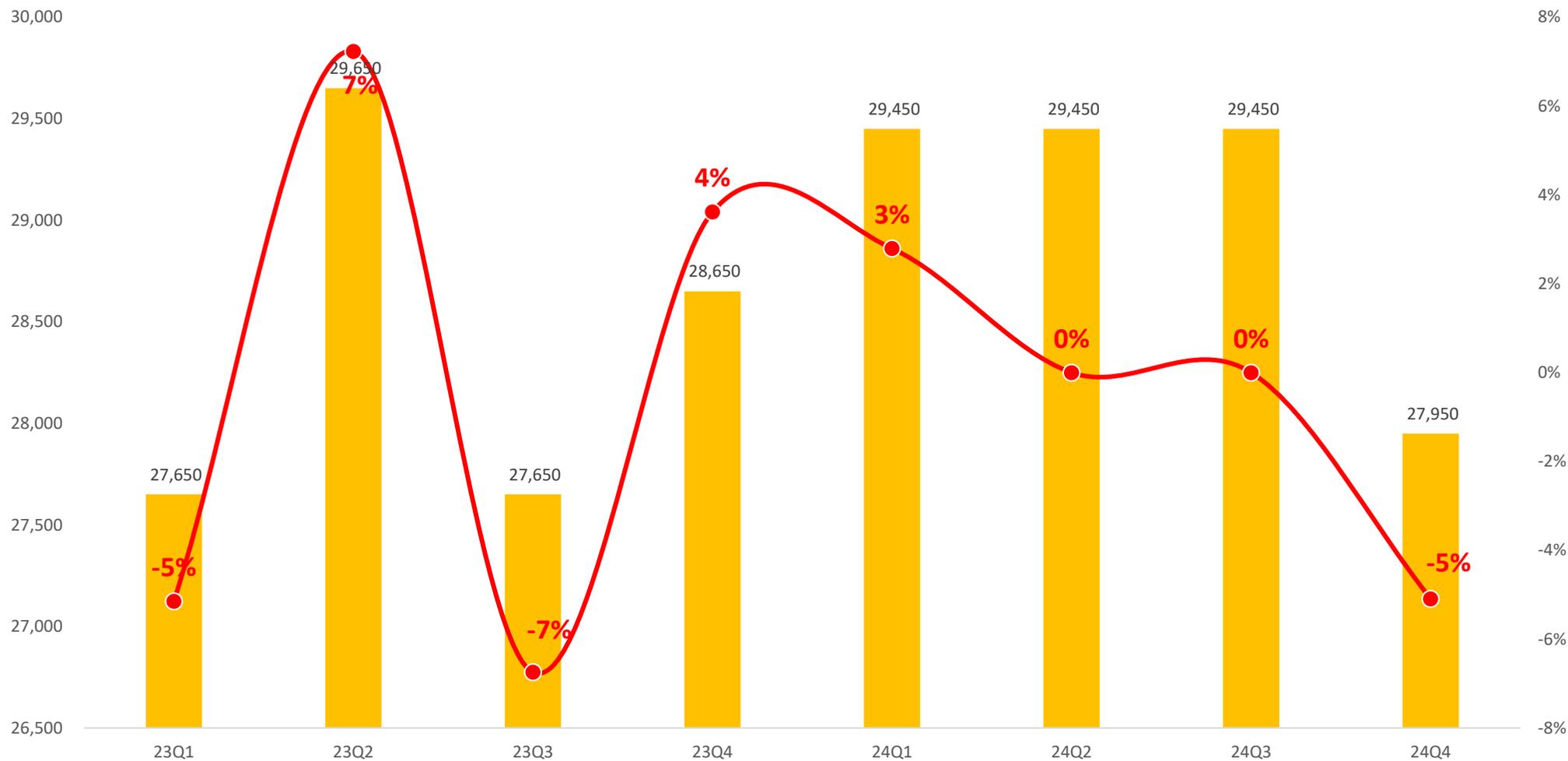
經營實績-股利配發狀況



單位：元

■ EPS	4.26	3.71	5.42	6.95	5.12	2.97
■ 現金&股票股利	4.66	2.93	5.13	5.50	4.35	0.50
— 配息率	109%	79%	95%	79%	85%	17%

盤元價格波動表



單位：元/噸

盤元基價 漲幅

扣件分銷商指數(FDI)

Fastener Distribution Trends: October 2024

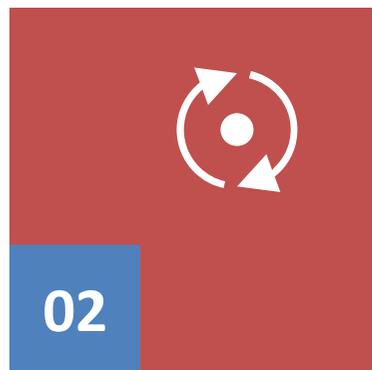
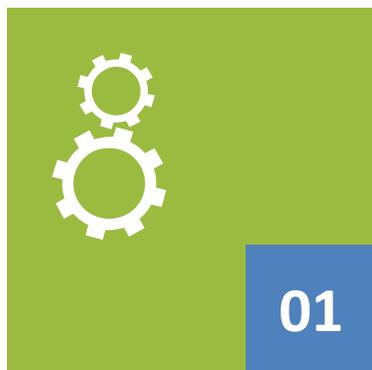
FASTENER DISTRIBUTION AT A GLANCE												
October 2024												
	----- Index Values -----										Direction	Rate of Change
	Oct	Sep	Aug	Jul	Jun	May	Apr	Mar	Feb			
ISM PMI (Manufacturing)	46.5	47.2	47.2	46.8	48.5	48.7	49.2	50.3	47.8		Declining	Faster
FDI	56.5	59.0	53.8	47.5	52.1	52.9	51.6	53.0	50.5		Growing	Slower
FLI	52.6	50.5	47.4	49.6	50.9	52.8	50.0	47.3	47.9		Growing	Faster
(Other Metrics)												
Sales	61.8	58.4	50.2	43.3	52.6	53.6	54.6	56.1	47.8		Growing	Faster
Employment	51.7	55.4	50.0	50.0	53.2	59.1	60.0	56.7	50.0		Growing	Slower
Supplier Deliveries	61.7	60.7	62.9	46.9	59.7	59.1	45.0	51.7	56.3		Growing	Faster
Respondent Inventories	63.3	64.3	67.7	62.5	64.5	60.6	63.3	66.7	67.2		Growing	Slower
Customer Inventories	48.3	55.4	50.0	48.4	45.2	45.5	48.3	48.3	48.4		Declining	Faster
Pricing, month-to-month	56.7	58.9	56.5	51.6	59.7	56.1	50.0	53.3	56.3		Growing	Slower
Pricing, year-to-year	56.7	62.5	45.2	42.2	54.8	50.0	33.3	45.0	56.3		Growing	Slower
				Higher			Same			Lower		
6-Month Outlook - October				50%			33%			17%		
<p><i>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.</i></p>												

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

未來展望

川普關稅影響

川普當選後，關稅進一步提高，依賴中國供應的客戶，積極尋求他國供應商。

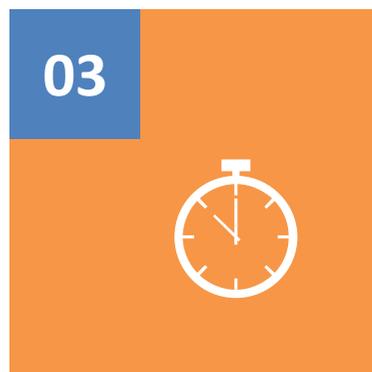
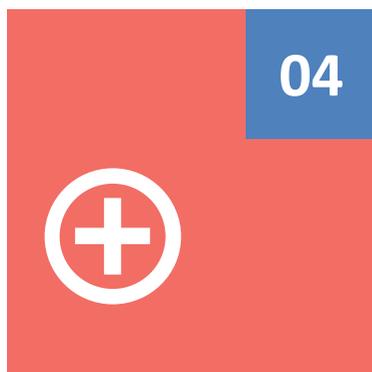


越南廠進展

初期試量產，穩定品質，並確保供應鏈協同效率，力求2025年達到設計產能，實現規模化效益

房市與經濟政策

經濟景氣促使降息，帶動消費力道，選舉因素市場持續觀望



明年展望

集中資源優化營運效率，同時抓住市場回溫的機會，力爭在明年第一季達成更高的營收目標



Q&A

敬請指教



shih fung
screws company
世豐螺絲股份有限公司