



Sheh fung screws company

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Kent Chen, GM

2018/05/23



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screws company
世豐螺絲股份有限公司



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EXECUTIVE SUMMARY

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世豐螺絲股份有限公司

General introduction

- Established in: 1973.8.9
- Capital: NT\$ 327,000,000.
- Chairman: Abraham Chen ; President: Kent Chen
- Products : Screws for architectural and outdoor repairs
- No. of Employees: 274





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General introduction

Ciaotou

Back-end processes
9917 square meter



Mituo

Forming facility
19834 square meter



Yongan

Coating facility
13223 square meter





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Coating processes





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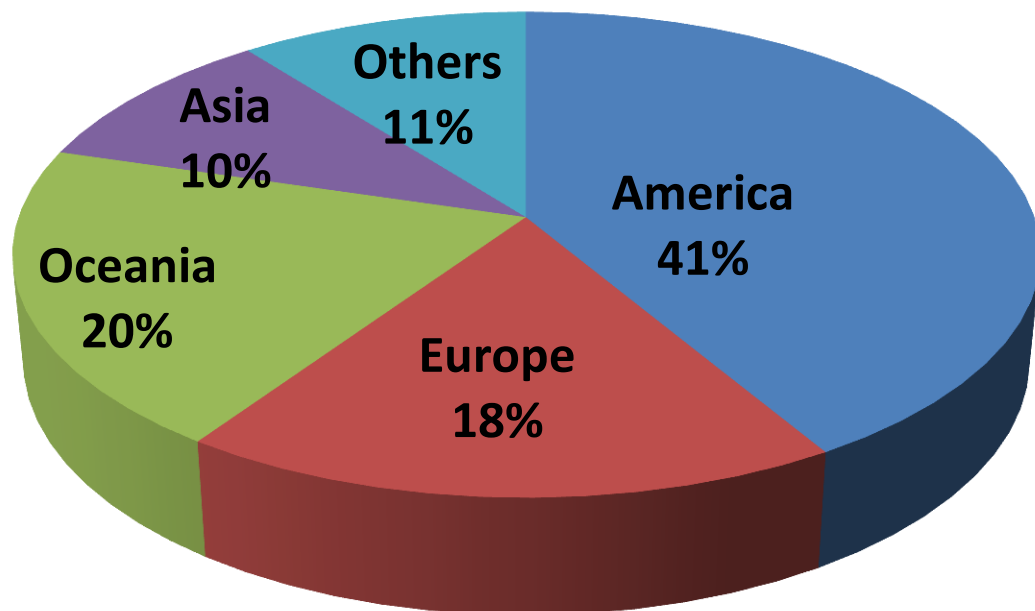
Competitive edge



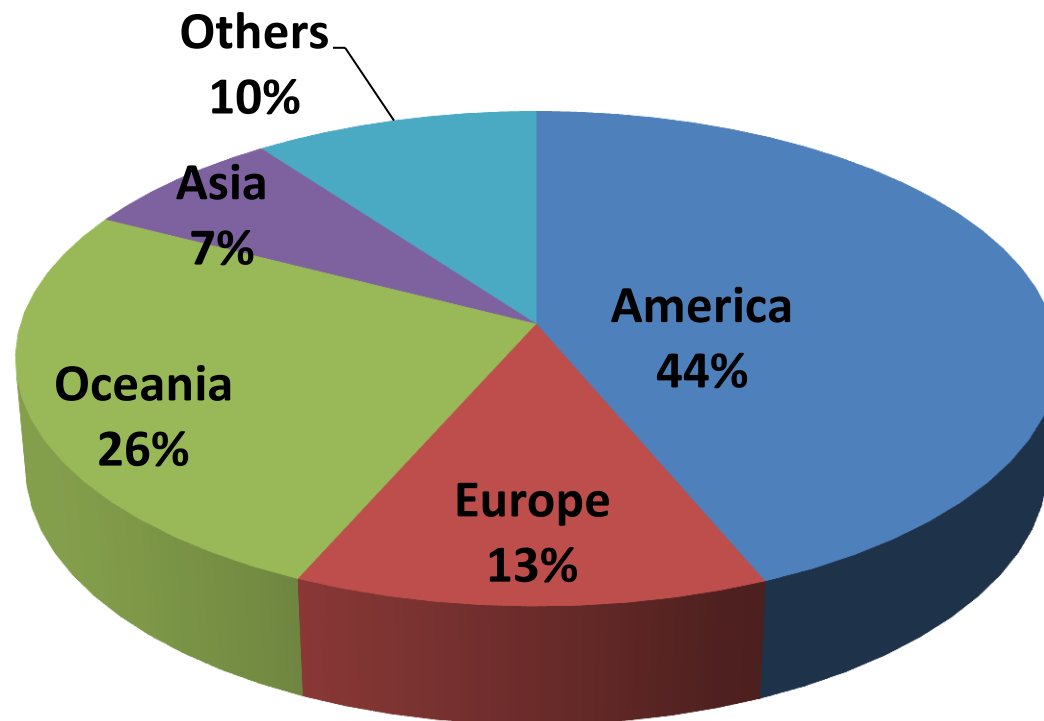


Market Distribution

2017 Sales territory



2018 Q1 territory





International situation

- ◆ 美國退出伊朗核協議，國際原油價格創3年新高，預期生產成本及報價將提升。

The price of international crude oil hit the new high of 3 years after US quitted the Iran Nuclear Deal. We expect all costs will increase.

- ◆ 依據歷史數據，公司訂單會受預計鋼價走勢影響，2017年鋼鐵原料走勢偏強，全年上漲23.8%，2018年在中美貿易及大陸產能去化的影響下原料將價格持續上升。

The orders will be affected by the steel price. The average steel price in 2017 has increased by 23.8%. We expect the material cost will keep rising in 2018 because of the US-China trade war and steel capacity decreasing in China.



International situation

- ◆ 美國301制裁清單對螺絲螺帽等鋼鐵加工成品並未在列，但台灣若對大陸進口鋼品實行總量管制，台灣螺絲業成本勢必提高，由於世豐90%以上的原料皆由中鋼提供，故世豐的原料供給及成本較同業穩定。

The fastener is not listed in the Special 301 report, but if the Taiwanese Government starts to control the import of Chinese material, the material cost for Taiwanese suppliers is getting higher. The 98% material Sheh Fung's used is from China Steel Corporation, that means the supply and cost is more stable than others.

International situation

- ◆ 在市場外在波動不確定的狀況下，世豐持續進行智能化製造，提升品質(Q)、交期(D)、服務(S)、降低成本(C)，進而優選客戶，提升整體獲利。

Although the market is unstable and uncertain, Sheh Fung keeps the intelligent manufacturing to achieve the high quality, good delivery, excellent service, and lower cost to increase the profit by selecting good customers and developing the long term partnership with them.

Future Perspectives

Market expansion

- Southeast Asia
- Europe
- America
- Automotive fasteners

Intelligent Manufacturing

- Customized production
- Shorter delivery times
- Enhance customer satisfaction

Vertical integration

- Upgrade the IT system
- Lean management
- New Tooling Management
- To improve the packaging equipment



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Speaker

Maggie Chen, CFO



Operating Performance

單位：新台幣仟元 Unit: NT\$ thousand

年度	2017年度		2016年度		2015年度	
項目 ITEM	金額	%	金額	%	金額	%
營業收入(淨額)Revenue	1,087,241	100.00	1,118,385	100.00	1,155,447	100.00
營業成本Operating cost	943,676	86.80	921,918	82.43	975,799	84.45
營業毛利Gross Profit	143,565	13.20	196,467	17.57	179,648	15.55
營業費用Operating Expense	128,436	11.81	133,184	11.91	129,846	11.24
營業利益Operating Income	15,129	1.39	63,283	5.66	49,802	4.31
營業外收支Non Operating Income	25,301	2.33	38,654	3.46	15,165	1.31
稅前淨利Profit before Tax	40,430	3.72	101,937	9.11	64,967	5.62
所得稅費用 Tax	2,260	0.21	12,964	1.16	10,685	0.92
稅後淨利Profit after Tax	38,170	3.51	88,973	7.96	54,282	4.70
期末資本額	326,792		300,000		300,000	
基本每股盈餘(元)EPS	1.20		3.04		1.86	
現金股利(元)	1.58		3.00		2.00	

Operating Performance

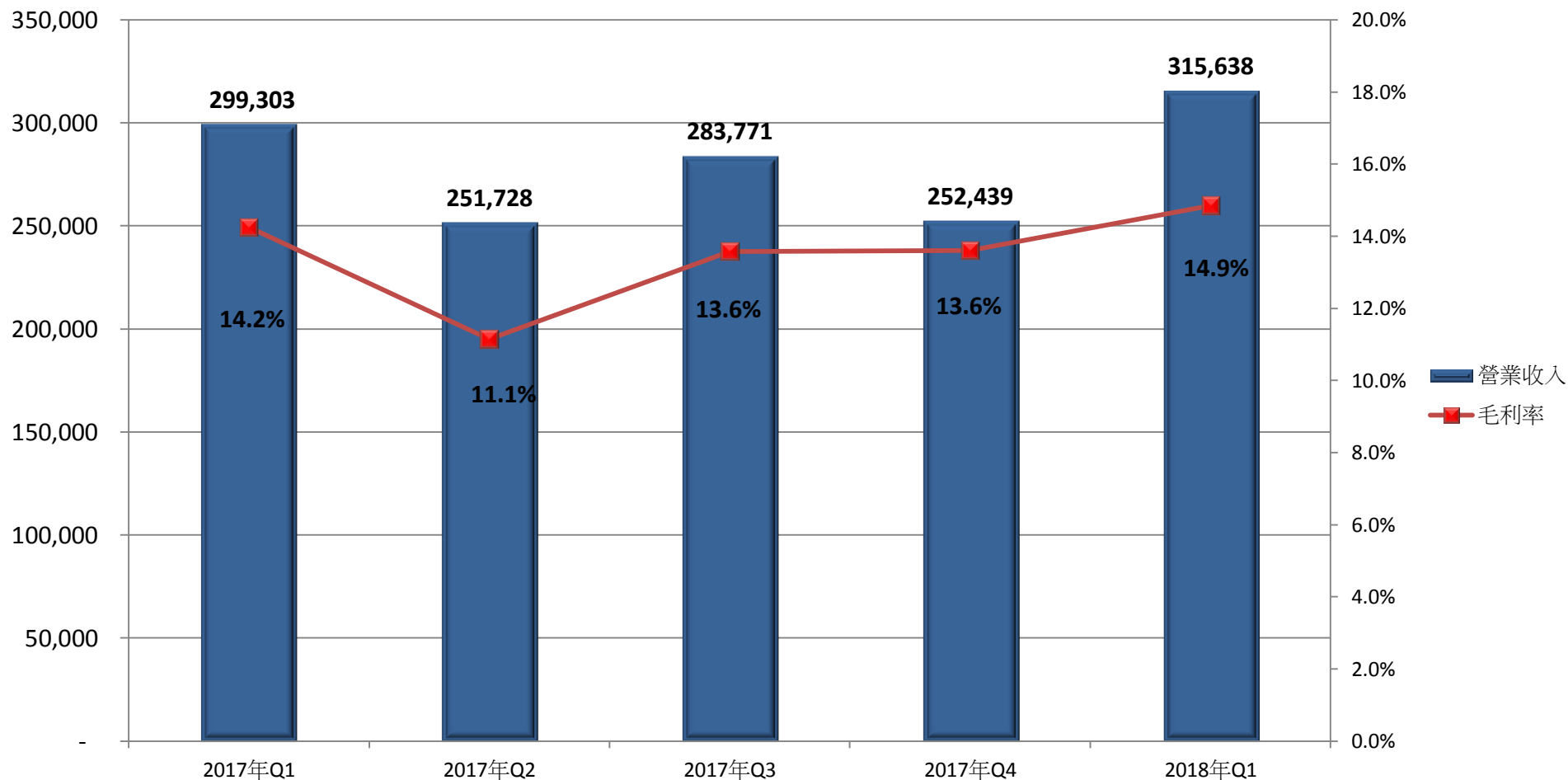
單位：新台幣仟元 Unit: NT\$ thousand

項目 ITEM	2018年 Q1	2017年 Q4	QoQ
營業收入 Revenue	315,638	252,439	25.0%
營業毛利 Gross Profit	46,880	34,347	36.5%
毛利率Gross Margin	14.9%	13.6%	
營業費用 Operating Expense	29,381	29,930	-1.8%
營業淨利 Operating Income	17,499	4,417	296.2%
營業外收支Non Operating Income	(4,400)	5,996	-173.4%
稅前淨利Profit before Tax	13,099	10,413	25.8%
稅後淨利Profit after Tax	11,343	11,802	-3.9%
基本每股盈餘EPS	0.35	0.36	-2.8%



Operating Performance

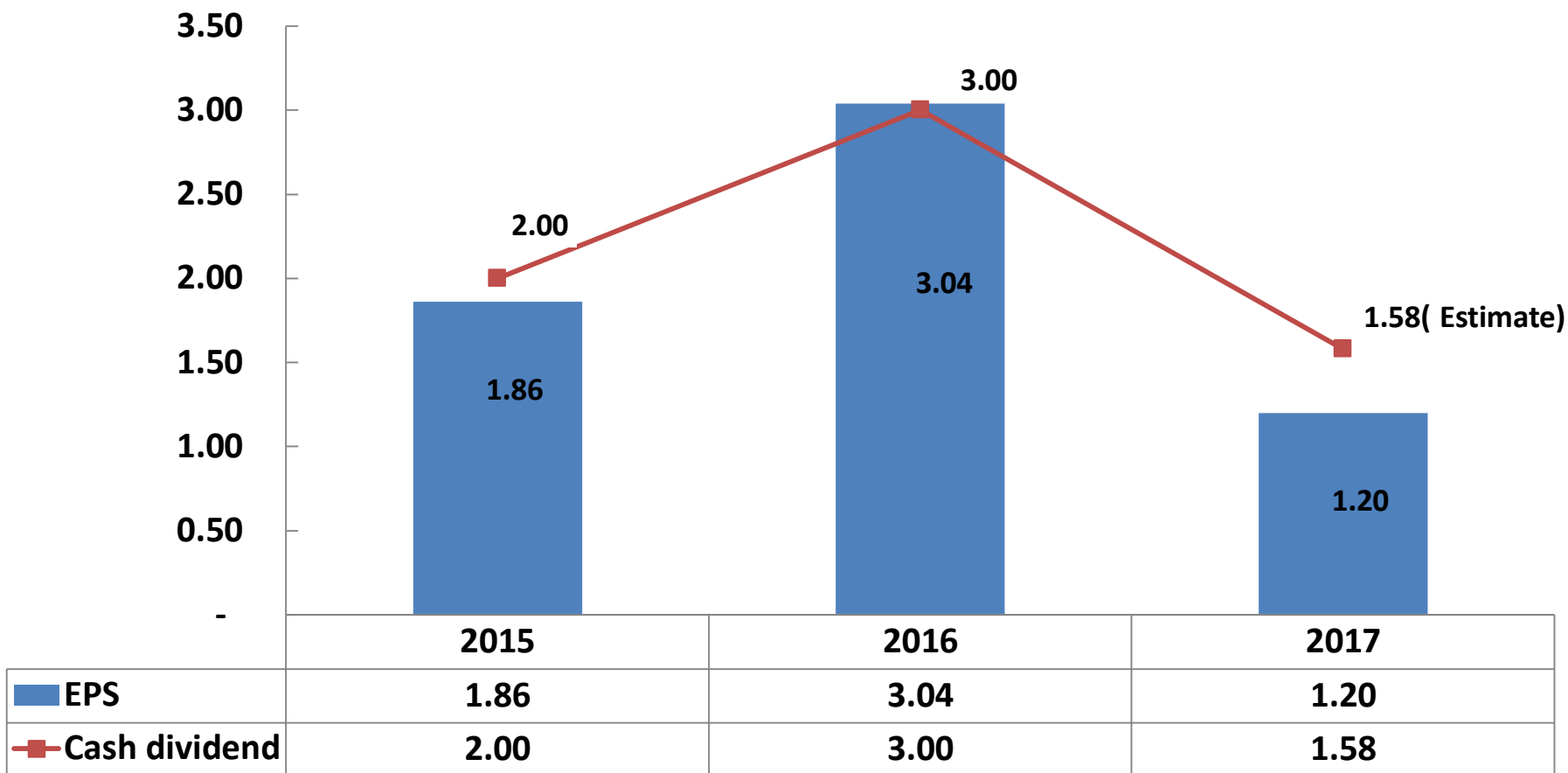
營收及毛利變化 Revenue and Gross Profit



單位：新台幣仟元
Unit: NT\$ thousand

Operating Performance

Earnings Distribution



Unit: NT\$ dollars

Social Responsibility

Family Day

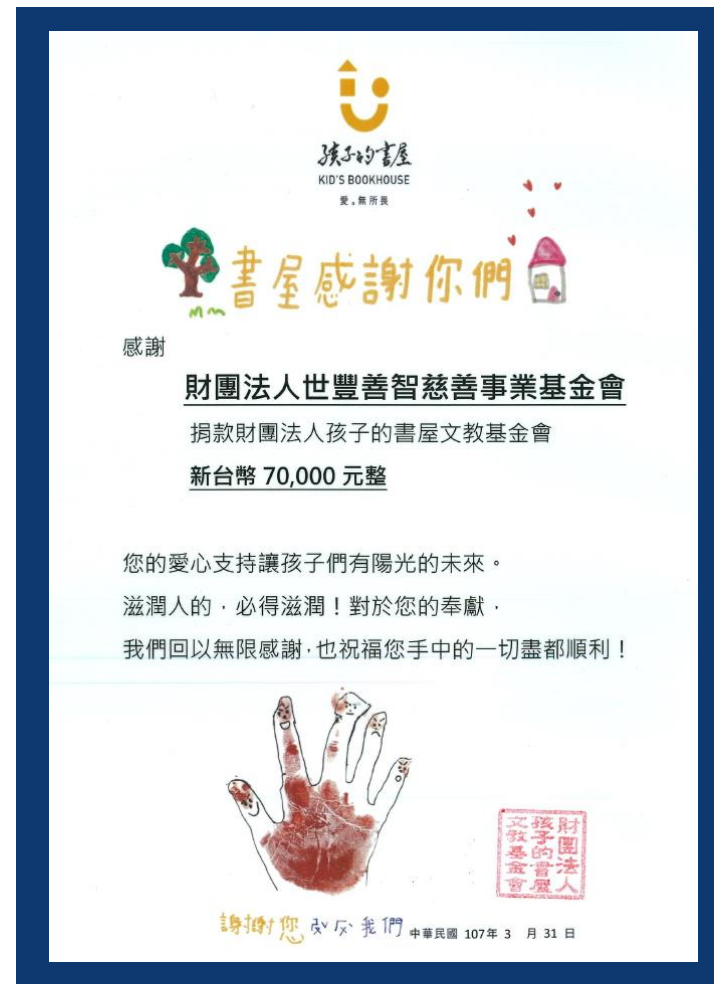




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Social Responsibility

Institution donation



Social Responsibility



Sheh fung charity foundation
<http://www.sfcharity.org.tw/>

Groups	Support item	From 2002 to 2018 April Total: NT\$ thousand	person
University	Scholarship	31,910	1,507
High school	Scholarship	10,150	1,438
Primary school	Scholarship	16,182	7,189
	Nutritional lunch	7,771	1,843
	Subsidy	2,326	1,234
	Emergency Allowances	2,063	242
合計		70,402	13,453



Q&A



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