



高興昌鋼鐵股份有限公司

Kao Hsing Chang Iron & Steel Corp.

股票代號(StockCode):2008

法人說明會

Investor Conference

報告人:徐邦峰 鋼管部經理

Speaker: PANG-FENG HSU

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1. 公司簡介

Company Introduction

■ 公司簡介 Introduction

- 企業型態：台灣企業股份有限公司

Type of Enterprise : a limited joint stock Corporation in Taiwan

- 員工 employee：207人
- 資本額：新台幣 19.08 億元

Paid-up capital : NT\$ 1.908 billion

- 營業額：111年度新台幣22.1億元

Sales Revenue : NT\$ 2.21 billion in 2022

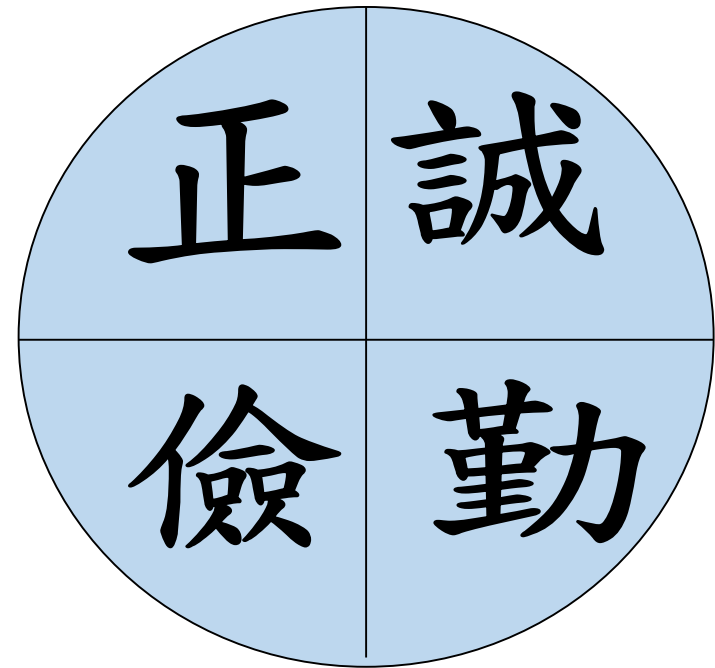
- 高興昌創立於民國55年，發展至今為製管專業製造廠商，主要產品為鋼管、鍍鋅鋼管、鋼管樁、API鋼管、PE包覆管

The company was founded in 1966 . Develops so far as a professional pipe and tube manufacturer . The main products are steel pipe, galvanized steel pipe, steel pipe piles, API 5L line pipe , API 5CT casing pipes and PE coating pipe.

■ 公司政策 Management Philosophy & Policy

經營理念(Management Philosophy) :

- 公司信念:正、誠、勤、儉
principles : Fairness 、Honesty 、Industry 、Thrift
- 誠信經營、穩健成長
Achieve a moderate growth by honest in business running
- 提供最優品質、滿足客戶需求
Provide the best quality products to satisfy customer's requirements
- 營造安全與溫馨的工作環境
Set up a safety and warmth working environment
- 健全的員工福利政策
Offer the perfect and sane welfare policy for employee





2. 經營績效

Operating Results

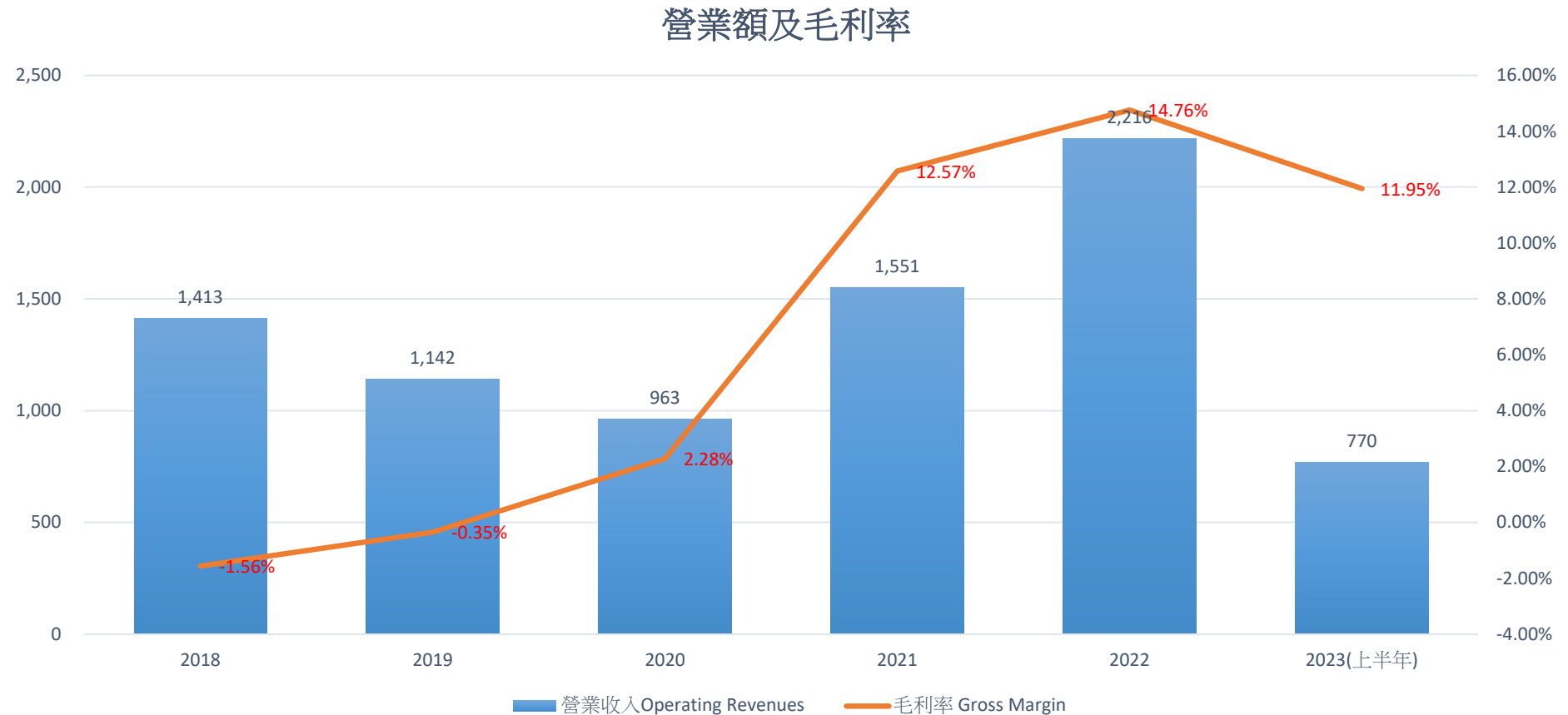
■ 營運績效 Operating results

單位：新台幣百萬元
(Unit : NT\$ million)

年度(Year) 項目(Items)	2018	2019	2020	2021	2022	2023 上半年
營業收入 Operating Revenues	1,413	1,142	963	1,551	2,216	770
營業毛利(損) Gross Profit(Loss)	-22	-4	22	195	327	92
本期淨利(損) Net Profit (Loss)	-176	-124	-33	42	112	391
每股盈餘(虧) Earnings (Loss) Per Share (NTD)	-0.88	-0.62	-0.16	0.21	0.56	2.0

■ 營運績效 - 營業收入及毛利率

Operating income & Gross margin





3. 銷售分析

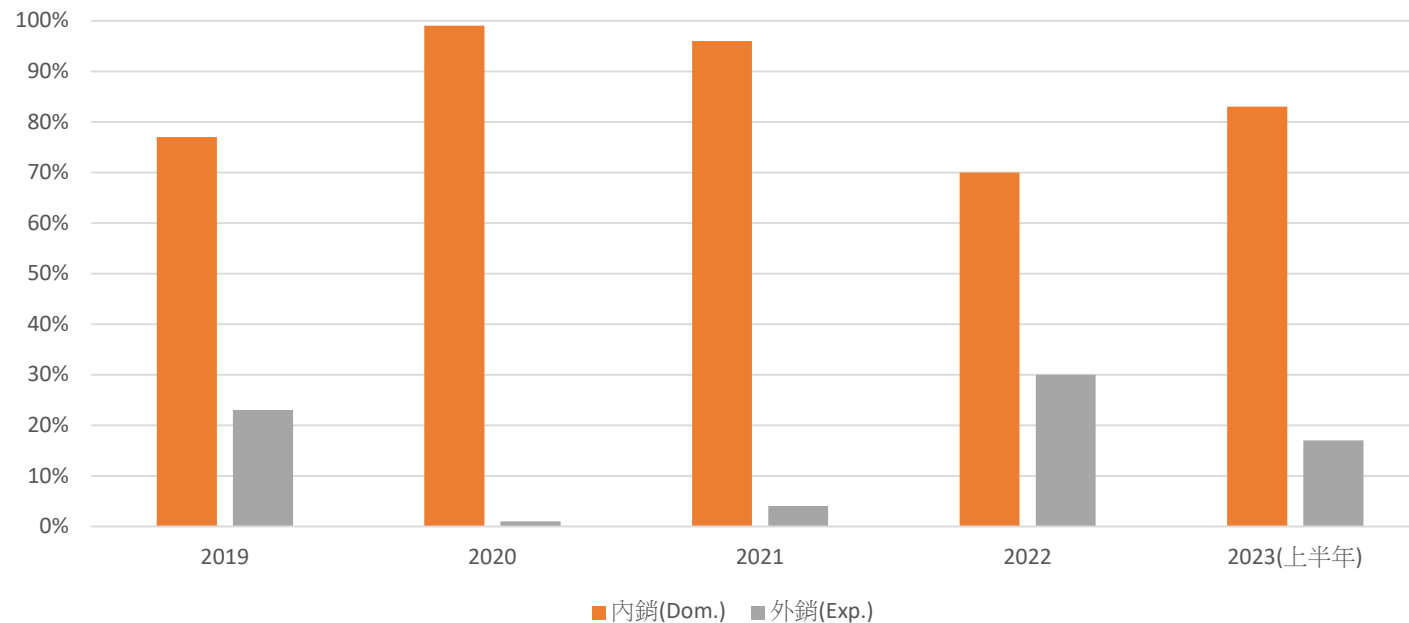
Sales Analysis

2019年~2023 1Q~2Q產品內、外銷比例

2019~2023 1Q~2Q Ratio of between Domestic and Export Sales

	2019	2020	2021	2022	2023 上半年
內銷(Dom.)	77%	99%	96%	70%	83%
外銷(Exp.)	23%	1%	4%	30%	17%

內銷 VS 外銷



產銷供需狀況與市場走向(一)

Supply vs. Demand Situation and Market Trends

- 在全球鋼鐵需求預測方面，SGM會議預測2023年需求為1,822.3百萬噸（+2.3%），較前次預測1,814.7百萬噸，上修約760萬噸，較2022年需求增加約4,080萬噸。2024年需求預測為1,854.0百萬噸（+1.7%），較2023年需求增加約3,170萬噸。

In terms of global steel demand forecast, the SGM conference predicts that demand in 2023 will be 1,822.3 million tons (+2.3%), which is revised up by approximately 7.6 million tons from the previous forecast of 1,814.7 million tons, and will increase by approximately 40.8 million tons compared with 2022 demand. Demand in 2024 is forecasted to be 1,854.0 million tons (+1.7%), an increase of approximately 31.7 million tons compared with the 2023 demand.

產銷供需狀況與市場走向(二)

Supply vs. Demand Situation and Market Trends

- 碳中和趨勢的重要性日增，美國、歐盟與中國分別宣示其認真看待碳中和議題，揭示出達成零排放年期的國家目標，綠鋼、高成本鋼、高價鋼的時代趨勢已然明確。

The importance of the carbon neutrality trend is growing day by day. The United States, the European Union, and China have each declared a serious commitment to achieving carbon neutrality, setting forth national goals for a zero-emission period. The trend towards an era of green steel, high-cost steel, and higher-priced steel has become evident.

產銷供需狀況與市場走向(三)

Supply vs. Demand Situation and Market Trends

- 國內主要機構預測2023年GDP成長率下修至1.6~1.66%。民間消費湧現商機，主要受惠於後疫時期之解禁與遞延性需求等，然上半年受全球終端需求不振，商品存貨調整時間拉長國際商品貿易持續低迷，台灣身為外貿導向成長經濟體面臨嚴峻挑戰，整體而言，台灣2023年第4季景氣續呈內溫外冷現象。

Major domestic institutions predict that the GDP growth rate in 2023 will be revised down to 1.6~1.66%. Business opportunities have emerged for private consumption, primarily due to the lifting of restrictions and deferred demand in the post-epidemic period. However, in the first half of the year, due to sluggish global end demand, the adjustment time for commodity inventory has been prolonged. International merchandise trade continues to be sluggish. Taiwan, as a foreign trade-oriented growth economy, faces severe challenges. Overall, Taiwan's economy in the fourth quarter of 2023 is expected to remain robust internally but face external challenges.

產銷供需狀況與市場走向(四)

Supply vs. Demand Situation and Market Trends

- 內銷市場由於第2季鋼價持續下跌，國內需求萎縮嚴重，市場銷售量普遍減少30%~40%，5/6月接單幾乎停擺，還好1~3月由於電子廠訂單與營建訂定大量流出，上半年接單量以至下半年9月份。展望112年下半年由於國內鋼價穩定且價格持續上揚，重大工程陸續推出如高雄楠梓台積電建廠、高雄亞洲新灣區特貿三/特貿六及商四土地區興建、新北市環狀線建與開發與台中百億大案建設等，鍍鋅鋼管需求會持續增加；內銷7月份起陸續有訂單及詢單進來，7/8月預期接單至112年年底，內銷下半年銷售情勢目前一切看好。

In the domestic market, due to the sustained decline in steel prices in the second quarter, domestic demand has contracted significantly. Market sales have generally decreased by 30% to 40%. Order receipts almost came to a halt in May and June. Fortunately, electronic factory orders and construction had been pre-scheduled from January to March. Consequently, a substantial number of orders were shifted from the first half of the year to September in the latter half. Looking ahead to the second half of 2023, with domestic steel prices stabilizing and showing a continued upward trend, major projects are being launched one after another. These include the construction of the TSMC factory in Nanzi, Kaohsiung, the development of the Special Trade 3/6 and Shangsi land areas in the Kaohsiung Asia New Bay Area, as well as the New Taipei City ring. The demand for galvanized steel pipes is set to rise due to ongoing line construction, development projects, and the multi-billion-dollar endeavors in Taichung. Domestic sales have been receiving orders and inquiries since July, and it is anticipated that orders will be received from July/August through the end of 2023. As of now, everything looks promising.

產銷供需狀況與市場走向(五)

Supply vs. Demand Situation and Market Trends

- 外銷市場由於今年8月底美國天然氣及石油井口數下降至642口，相較於2022.11月底高峰減少近兩成，9月國際油價突破90美元/桶以上，原油價格高漲，是否重新啟動美國頁岩油的開採，帶動API鋼管的採購需求，也將是第4季市場需關注的重點。

In the export market, the number of natural gas and oil wells in the United States dropped to 642 by the end of August this year, nearly 20% less than the peak at the end of November 2022. With international oil prices exceeding US\$90 per barrel in September and crude oil prices soaring, the focus in the fourth quarter is whether the resurgence of the U.S. shale oil industry will lead to an increased demand for API steel pipes.



4. 主要產品

Application of Main Products

■主要產品 Main Products

- 焊接鋼管
Welded Steel Pipes
- 熱浸鍍鋅鋼管
Hot dipped Galvanized Steel Pipes
- 油管線管
Line and Casing pipes for petroleum
- 打樁鋼管
Piling Steel Pipes
- 聚乙烯塗層鋼管
Polyethylene Coated Steel Pipes
- 埋弧焊鋼管
Submerged-arc Welding Steel Pipes



■主要產品運用 Application of Main Products



品質管理系統與產品認可證書

Quality Management System and Certificates awarded

鋼管 ISO-9001 證書

- 7M8Y042-11



API 授權書

- NO. 5L-0031. 1
- NO. 5CT-0874

職業安全衛生系統

- CB15-108055-00



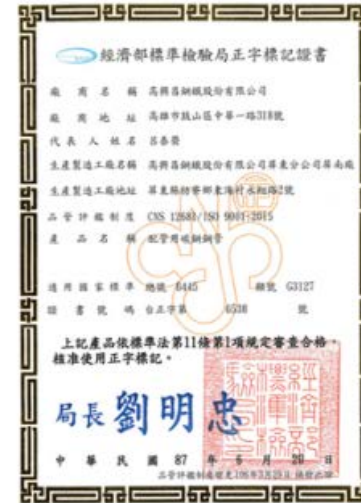
ISO-14001 證書

- 717E001-01

鋼管CNS正字標記證書 CNS CERTIFICATE

一般結構用碳鋼鋼管

- 總號：CNS 4435
- 類號：G3102
- 證書號碼：台正字第6643號

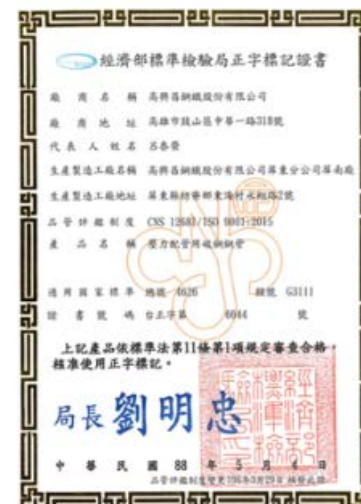
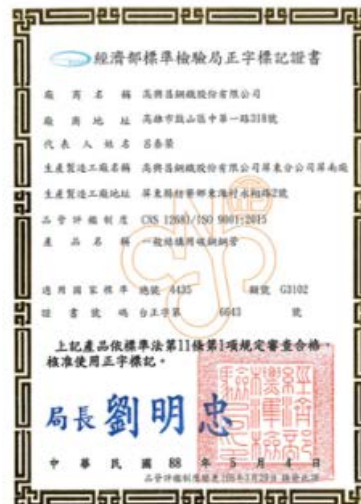


電線電纜用鍍鋅鋼製導線管

- 總號：CNS 2606
- 類號：C4060
- 證書號碼：台正字第6537號

壓力配管用碳鋼鋼管

- 總號：CNS 4626
- 類號：G3111
- 證書號碼：台正字第6644號



配管用碳鋼鋼管

- 總號：CNS 6445
- 類號：G3217
- 證書號碼：台正字第6538號

敬請指教

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