



環球水泥

# Universal Cement Corporation 2023 Investor Conference

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# Agenda

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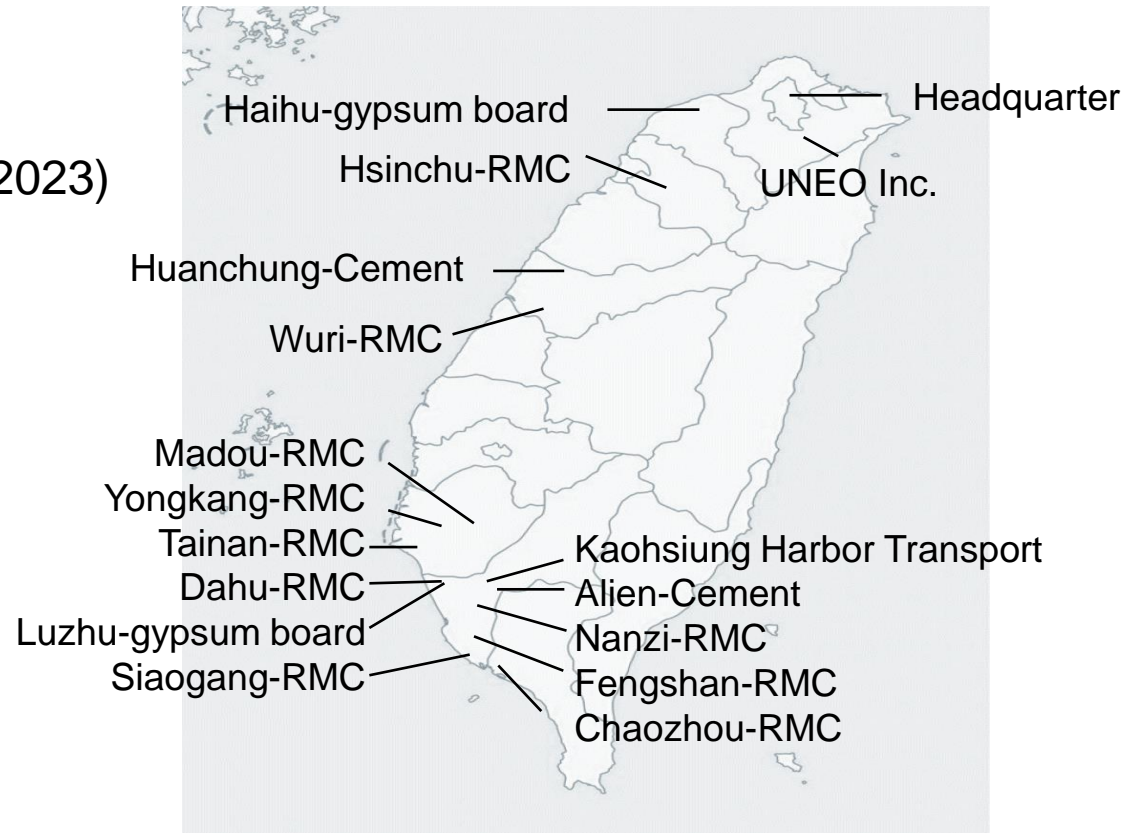
- Company profiles
- Business performance in Q3, 2023
- Business outlook in 2024

# Company profiles



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- Name: Universal Cement Corporation
- Address: 10F, No.125, Sec. 2, Nanking E. Rd, Taipei, Taiwan
- Website: [www.ucctw.com](http://www.ucctw.com)
- Listed on TWSE
- Code: 1104
- Paid-in Capital: NT\$ 6.7 Bil.
- Mkt Cap.: NT\$ 18 Bil. (Nov. 2023)
- Number of employee: 437



# Financial Performance

- Revenue: **growth of 11% YOY**, operating profit ratio of 12%, mainly due to the steady growth of building material products.
- Non-operating profit: **growth of 34% YOY**, mainly due to recognition of earnings of gains on disposal of real estate.
- Net profit after tax: **growth of 28% YOY**, and reporting EPS of NT\$ 2.45.

NT\$ in million	2023Q3	2022Q3	YOY%
Revenue	5,628	5,064	11%
Gross Profit from Operation	1,089	936	16%
Operation Profit	665	551	21%
Non-operating Profit	1,379	1,026	34%
Net profit before tax	2,044	1,577	30%
Net profit after tax	1,869	1,459	28%
EPS (in NT\$)	2.45	2.13	15%
Assets	28,328	27,029	5%
Liabilities	55,50	6,394	-13%
Equity	22,778	20,635	10%

# Financial Ratio



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Ratio	2023Q3	2022Q3	YOY%
<b>Gross Margin (%)</b>	19%	18%	1%
<b>Operating Margin (%)</b>	12%	11%	1%
<b>Net Profit after Tax (%)</b>	33%	29%	4%
<b>EPS (NT\$)</b>	2.45	2.13	15%
<b>NAVPS (NT\$)</b>	32.66	29.93	9%
<b>RoE (%)</b>	8%	7%	1%
<b>RoA (%)</b>	7%	6%	1%
<b>Current Ratio (%)</b>	168%	113%	55%
<b>Debt Ratio (%)</b>	20%	24%	-4%

# Sales Performance by Sector

Revenue					
Sector (NT\$ Mil)	2023Q3	%	2022Q3	%	YOY%
<b>RMC</b>	3,569	63%	3,323	66%	7%
<b>Cement</b>	1,249	22%	1,033	20%	21%
<b>Gypsum Board</b>	780	14%	678	13%	15%
<b>Other</b>	30	1%	30	1%	0%
<b>Total</b>	5,628	100%	5,064	100%	11%

Sales Volume			
Sector	2023Q3	2022Q3	YOY%
<b>RMC('000 M<sup>3</sup>)</b>	1,359.1	1,420.6	-4%
<b>Cement ('000 T)</b>	404.7	358.5	13%
<b>Gypsum Board ('000 M<sup>2</sup>)</b>	11,884.7	11,749.5	1%

# Cement: Profitable Steadily



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- Aim at satisfying customer's request and achieving steady profit.
- Plan to activate unutilized facilities of Alien Plant.



# Ready-mixed Concrete: Maintain market share



- As of October 2023, the total volume to be supplied is **2.36 million M<sup>3</sup>**.
- In Hsinchu: aim at mega projects as AI Smart Park, TSMC Plant.
- In Taichung: aim at mega projects as Entertainment and Shopping Center in HSR Station, Taichung Arena and TSMC Plant.
- In Tainan, Kaohsiung, Pingtung: aim at projects as Kaohsiung TSMC Plant, Southern Taiwan Science Park expansion project, and major infrastructures as Highway No. 7 Construction, Kaohsiung Metro, and social housing projects.

Region	Vol.
Hsinchu	7%
Taichung	10%
Tainan	42%
Kaohsiung	33%
Pingtung	8%
<b>Total</b>	<b>100%</b>

Category	Residential	Industrial & Commercial	Civil Engineering	Infrastructure
Hsinchu	50%	40%	9%	1%
Taichung	72%	4%	2%	22%
Tainan	52%	14%	4%	30%
Kaohsiung	46%	31%	3%	20%
Pingtung	88%	5%	5%	2%

\*Volume to be supplied, October 2023





# Building Material: Varied uses of Gypsum Board

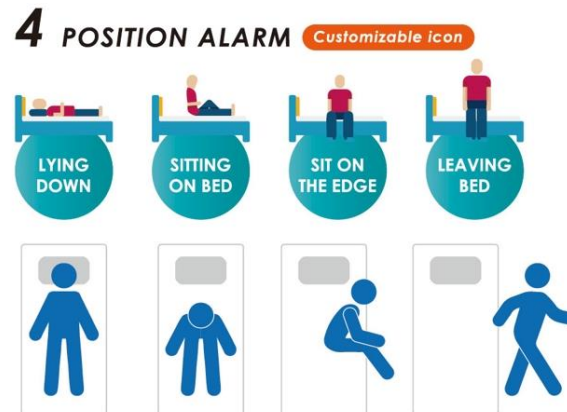
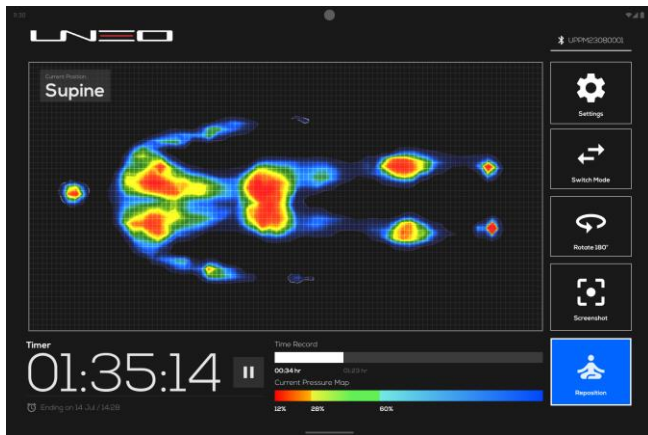
- Continuous effort in improving the gypsum board performance of water-proof, fire-proof, thermal-insulation, noise-insulation and easy to install.
- By incorporating the Wall-panel system with NICHIIHA Fiber Cement Board, we developed diversified pre-fabrication solution that can be used for indoor decoration, wall panel, double wall and reduce the number of working hours and workforce and maintain consistent quality of work.
- Continuous promotion of reward for recycled gypsum board with a 100% reuse rate.

Category	Vol.
Residential	35%
Industrial & Commercial	20%
Hotel	3%
Infrastructure	19%
Other	23%
Total	100%



# UNEO: pressure sensor solutions in new area

- JUNO :
  - Applicable to mattress manufacturers or retail channels with stores, it can sense the pressure distribution when the human body comes into contact with the mattress.
- PPM (Patient Pressure Management) :
  - Medical mattress module has already been applied to well-known teaching hospital in Taiwan .
  - Applicable to patients who are bedridden or have limited mobility, it can detect the pressure conditions on affected areas or determine different postures such as sitting or lying down.
- MFM (Medical / Furniture Module) :
  - This module can detect the user's posture on the bed, alleviate the burden on caregivers, and is suitable for use by mildly to moderately mobile patients.
- Kartos :
  - An industrial measurement device used to measure pressure uniformity, applicable in manufacturing industries, panel factories, semiconductor factories, and other processes. It enhances production line yield and allows for digital storage and analysis of pressure uniformity, replacing traditional pressure-sensitive paper.
- SRS (Smart Replenishment System) :
  - Has been engaging with major smart retail vendors in Europe and USA.



Shelf	Vacancy Rate	Pressure Image
P6	0%	
P5	10%	
P4	20%	
P3	50%	
P2	0%	
P1	0%	

# Outlook 2024: Winning through consistency

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- Although inflation, rising interest rates, shortage of labor and materials remain the biggest concerns for businesses, demand will continue for public infrastructure and industrial/commercial buildings.
- Deliver consistency amid global economic uncertainties.
- Renew production facility for energy conservation and emission reduction.
- Madou RMC plant and Luzhu gypsum board plant will go into production in H2, 2024.