



環球水泥

# Universal Cement Corporation 2024 Investor Conference

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# Agenda

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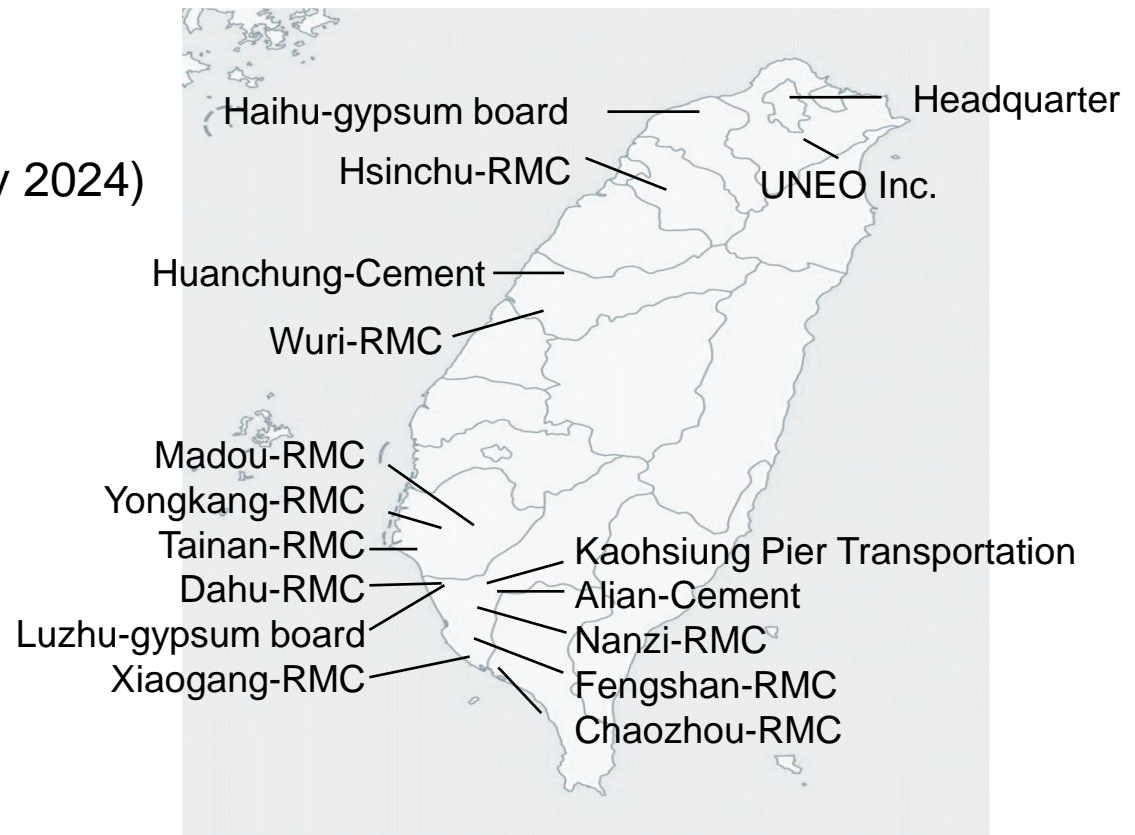
- Company profiles
- Business performance in Q1, 2024
- Business outlook in 2024

# Company Profiles



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- Name: Universal Cement Corporation
- Address: 10F, No.125, Sec. 2, Nanjing 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\$ 22.5 Bil. (May 2024)
- Number of employee: 437





# Financial Performance

- Revenue: **growth of 4 % YOY, operating profit ratio of 13%**, mainly due to the steady growth of building material products.
- Non-operating profit: **reduction of 14% YOY**, mainly due to recognition of earnings of gains on disposal of Financial assets mandatorily classified as at FVTPL in 2023.
- Net profit after tax: **reduction of 9 % YOY**, and reporting EPS of NT\$ 0.37.

NT\$ in million	2024Q1	2023Q1	YOY%
Revenue	19.09	18.36	4%
Gross Profit from Operation	3.83	3.45	11%
Operation Profit	2.46	1.93	27%
Non-operating Profit	1.05	1.22	-14%
Net profit before tax	3.51	3.15	11%
Net profit after tax	2.55	2.80	-9%
EPS (in NT\$)	0.37	0.41	-10%
Assets	285.73	281.35	2%
Liabilities	50.26	60.59	-17%
Equity	235.47	220.76	7%

# Financial Ratio



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Ratio	2024Q1	2023Q1	YOY%
<b>Gross Margin (%)</b>	20%	19%	1%
<b>Operating Margin (%)</b>	13%	11%	2%
<b>Net Profit after Tax (%)</b>	13%	15%	-2%
<b>EPS (NT\$)</b>	0.37	0.41	-10%
<b>NAVPS (NT\$)</b>	33.81	32.83	3%
<b>RoE (%)</b>	1%	1%	0%
<b>RoA (%)</b>	1%	1%	0%
<b>Current Ratio (%)</b>	184%	127%	57%
<b>Debt Ratio (%)</b>	18%	22%	-4%

# Sales Performance by Sector

Revenue					
Sector (NT\$ Mil)	2024Q1	%	2023Q1	%	YOY%
<b>RMC</b>	12.67	66%	11.66	64%	9%
<b>Cement</b>	3.87	20%	4.12	22%	-6%
<b>Gypsum Board</b>	2.44	13%	2.47	13%	-1%
<b>Other</b>	0.11	1%	0.11	1%	0%
<b>Total</b>	19.09	100%	18.36	100%	4%

Sales Volume			
Sector	2024Q1	2023Q1	YOY%
<b>RMC ('000 M<sup>3</sup>)</b>	457.9	447.6	2%
<b>Cement ('000 T)</b>	124.4	133.5	-7%
<b>Gypsum Board ('000 M<sup>2</sup>)</b>	3,644.3	3,670.2	-1%

# Cement: Profitable Steadily

- Aim at satisfying customer's request and achieving steady profit.
- Utilize idle space in Alian Cement Plant to manufacture cement based materials to improve vertical integration.
- Apply for “ Carbon Footprint Labeling” and implement in response to the net zero carbon reduction policy.





# Ready-mixed Concrete: Maintain Market Share

- As of April 2024, the total volume to be supplied is **2 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, projects in 7<sup>th</sup> & 14<sup>th</sup> Redevelopment Zone.
- In Tainan, Kaohsiung, Pingtung: aim at projects as Kaohsiung TSMC Plant, Southern Taiwan Science Park expansion project, and major infrastructures as Highway No. 7, Kaohsiung Metro, and social housing projects.
- Apply for “Carbon Footprint Labeling” and implement in response to the net zero carbon reduction policy.

Region	Vol.
Hsinchu	7%
Taichung	10%
Tainan	40%
Kaohsiung	34%
Pingtung	9%
<b>Total</b>	<b>100%</b>

Category	Residential	Industrial & Commercial	Civil Engineering	Infrastructure
Hsinchu	21%	71%	5%	3%
Taichung	71%	4%	5%	20%
Tainan	59%	11%	5%	25%
Kaohsiung	38%	36%	6%	20%
Pingtung	76%	7%	9%	8%

\*Volume to be supplied, April 2024





# Building Material: Varied Uses of Dry-Wall System

- 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 NICHHA Fiber Cement Board, we developed diversified pre-fabrication solution to reduce working hours and maintain consistent quality of work.
- Keep researching combinable building materials.
- Continuous study for gypsum recycling with a 100% reuse rate.
- Apply for “ Carbon Footprint Labeling” and implement in response to the net zero carbon reduction policy.

Category	Vol.
Residential	26%
Industrial & Commercial	31%
Hotel	3%
Infrastructure	19%
Other	21%
Total	100%

# UNEO: Pressure Sensor Solutions in New Area

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- UMAP (UNEO Pressure Monitoring System) product:
  - The primary applications for pressure injury prevention include surgical beds, general hospital beds, and air mattresses. Several hospitals in China have expressed willingness to implement the system. In Taiwan, both operating rooms and geriatric wards are currently conducting tests. Multiple air mattress manufacturers have shown interest in integrating the UMAP system.
  
- UEXT (UNEO Bed Exit Alarm System) product:
  - This product is primarily targeted at hospital and long-term care facility beds. Multiple units have already been implemented in long-term care centers.
  
- JUNO product:
  - Designed for mattress manufacturers or retailers. It has already been purchased or loaned by multiple mattress manufacturers in the Middle East, Europe, North America, and South America to verify its ability to improve mattress quality. A collaboration project with a well-known mattress manufacturer in the United States has concrete plans, with sampling expected to be completed by the end of July.
  
- Kartos product:
  - This industrial measurement equipment is used to measure pressure flatness and is applied in various industries such as manufacturing, panel factories, and semiconductor factories to improve production line yield.

# 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.
- Renew production facility for energy conservation and emission reduction.
- Madou RMC plant will go into production in Q4, 2024.
- Renovate RMC plant in Chiayi in 2025, to support TSMC plant construction projects.



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## Q & A