

# 瑞穎股份有限公司法人說明會

Prohawk corporation legal person briefing

(股票代號：8083)

Code: 8083

## 簡報大綱

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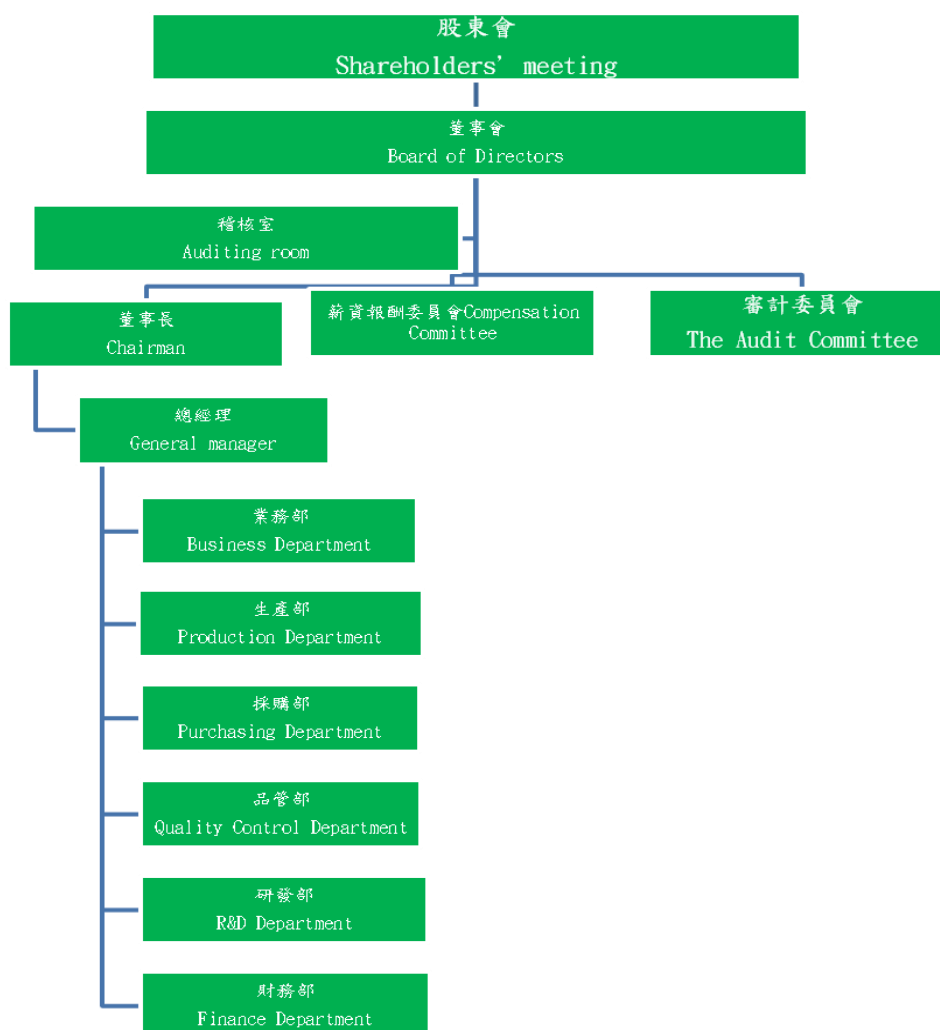
# 一、公司簡介

## Company Profile

1. 設立日期：中華民國八十六年十一月十日。  
Date of establishment: November 10, 1997
2. 上櫃日期：中華民國九十三年九月二十三日。  
OTC date: September 23, 2004
3. 組織結構：  
organizational structure

## 瑞穎股份有限公司組織圖

### Organization Chart of PROHAWK CORPORATION.



## 二、產品種類、用途、產製過程及研發

Products, application, production procedure, R&D

### 二之 1. 產品種類及用途

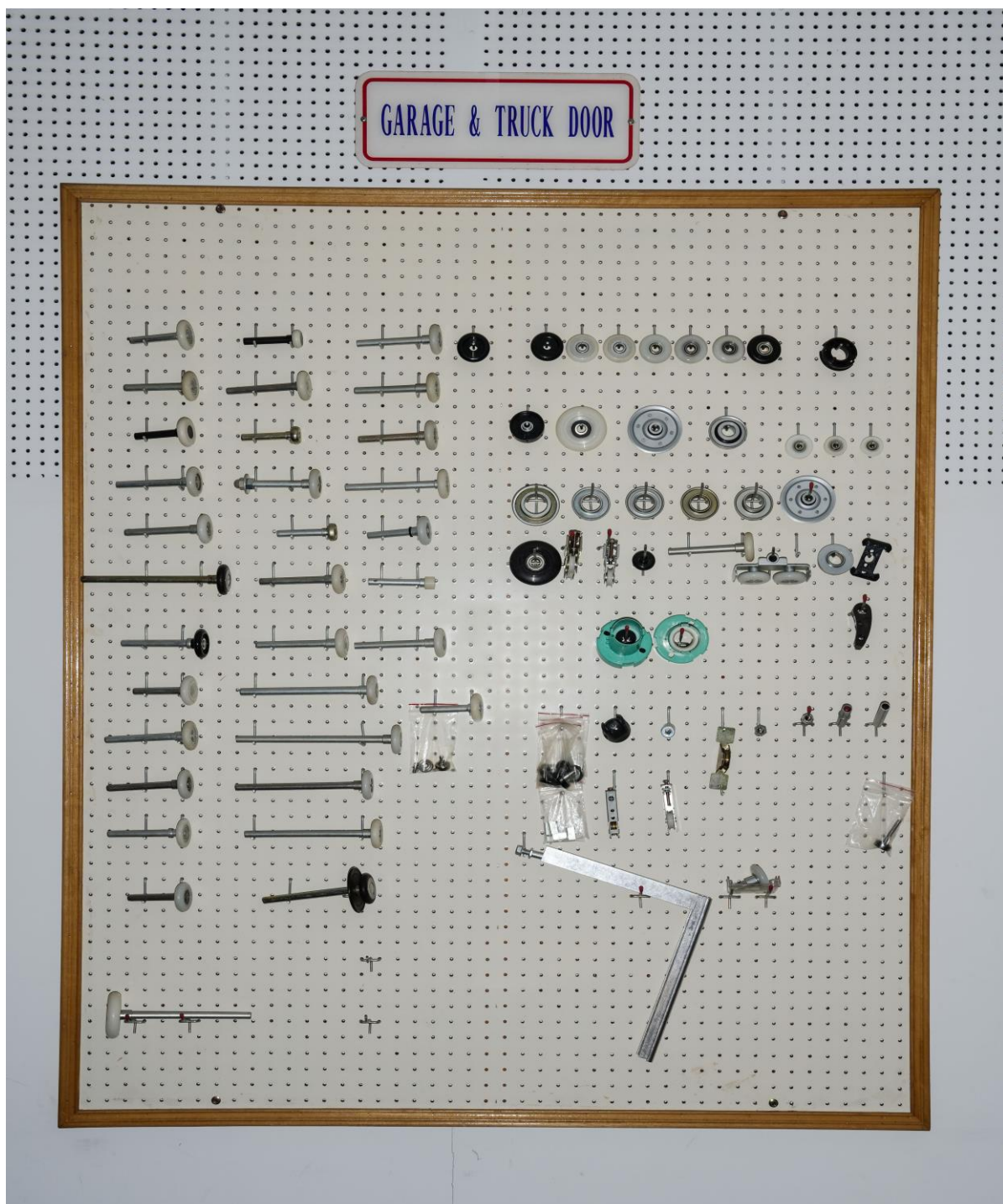
Products & application

種類 Product types	用途 Product uses
A. 車庫門使用 之滾動軸承 Garage Door rollers & bearings	車庫門滾輪 Hardware for Garage door
B. 手推車使用之滾動軸承 Bearings for casters	手推車、購物車、機場手推車、割草機用軸承 Bearings for trolleys, shopping carts, airport trolleys, lawn mowers
C. 自動倉儲使用之滾動軸承 Bearings & rollers for conveyor systems	輸送帶用軸承 Components for conveyor systems
D. 休旅車拉門軸承 Sliding door rollers	休旅車用軸承 Door rollers for vehicles
E. 其他 other	溜冰鞋、傢俱、門窗用軸承 Bearings for roller skates, furniture, doors and windows

## 二之 2 · 產品照片 Pictures of the products

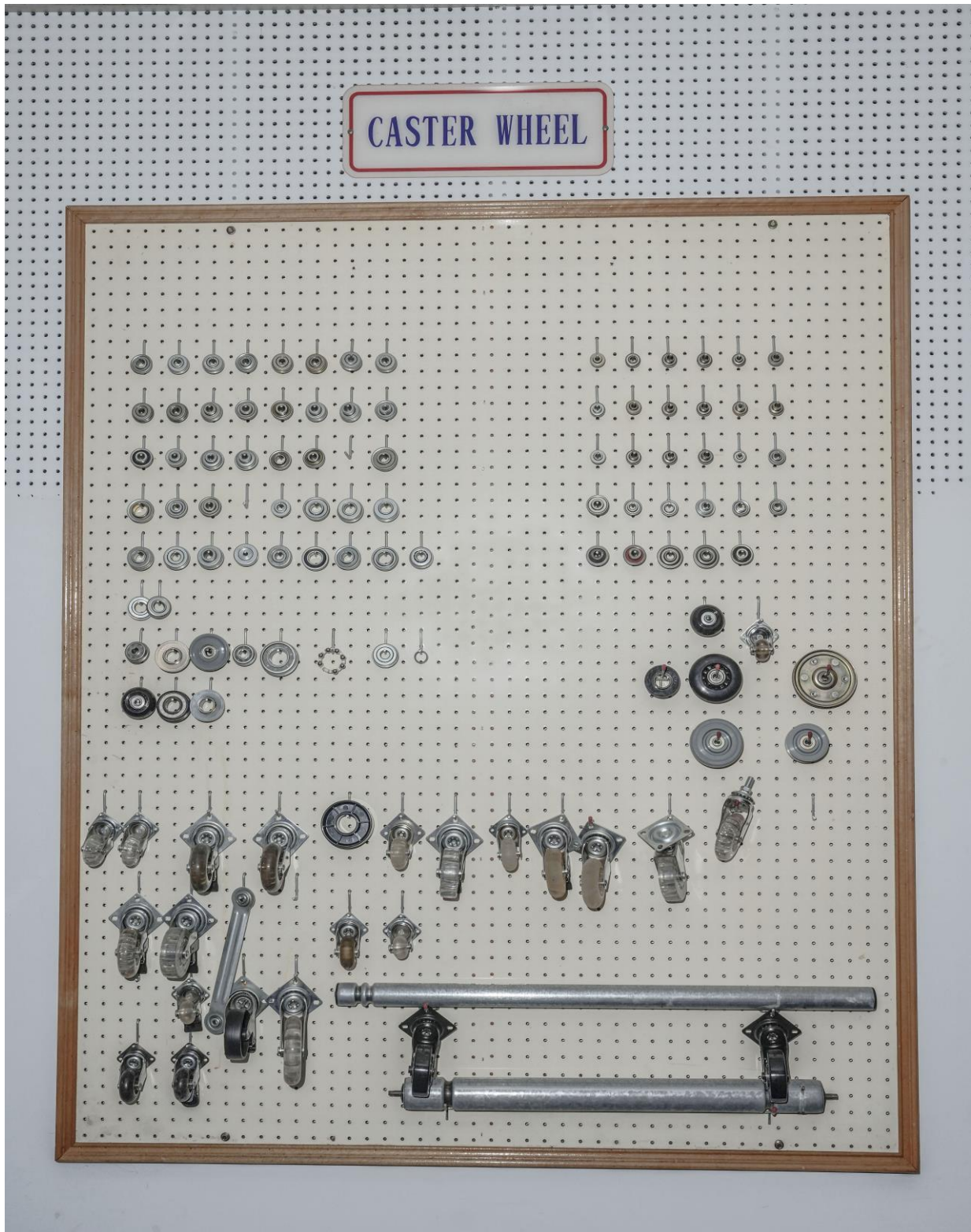
### A. 車庫門使用之滾動軸承

Garage Door rollers and bearings

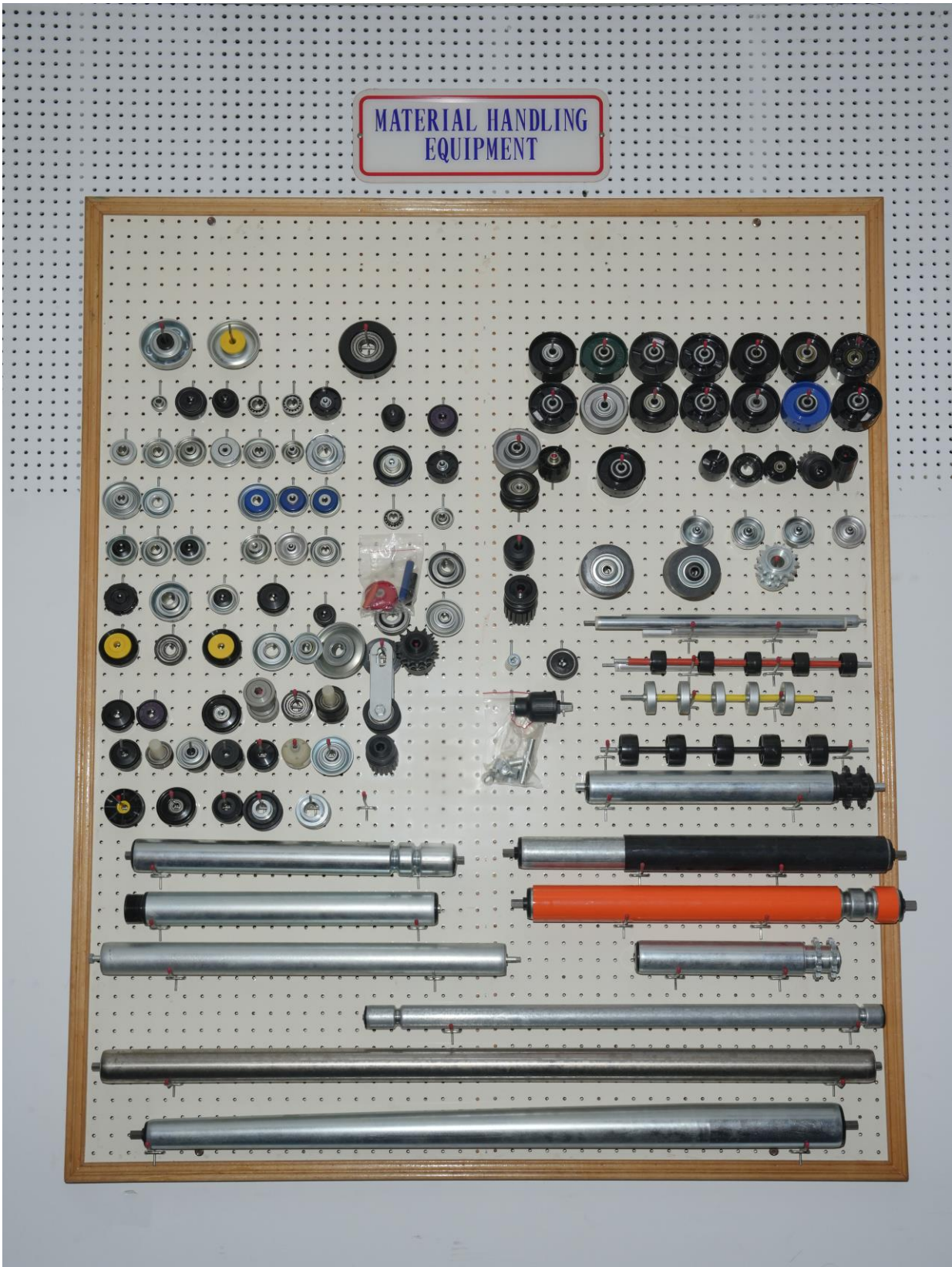


B. 手推車使用之滾動軸承

Bearings for casters

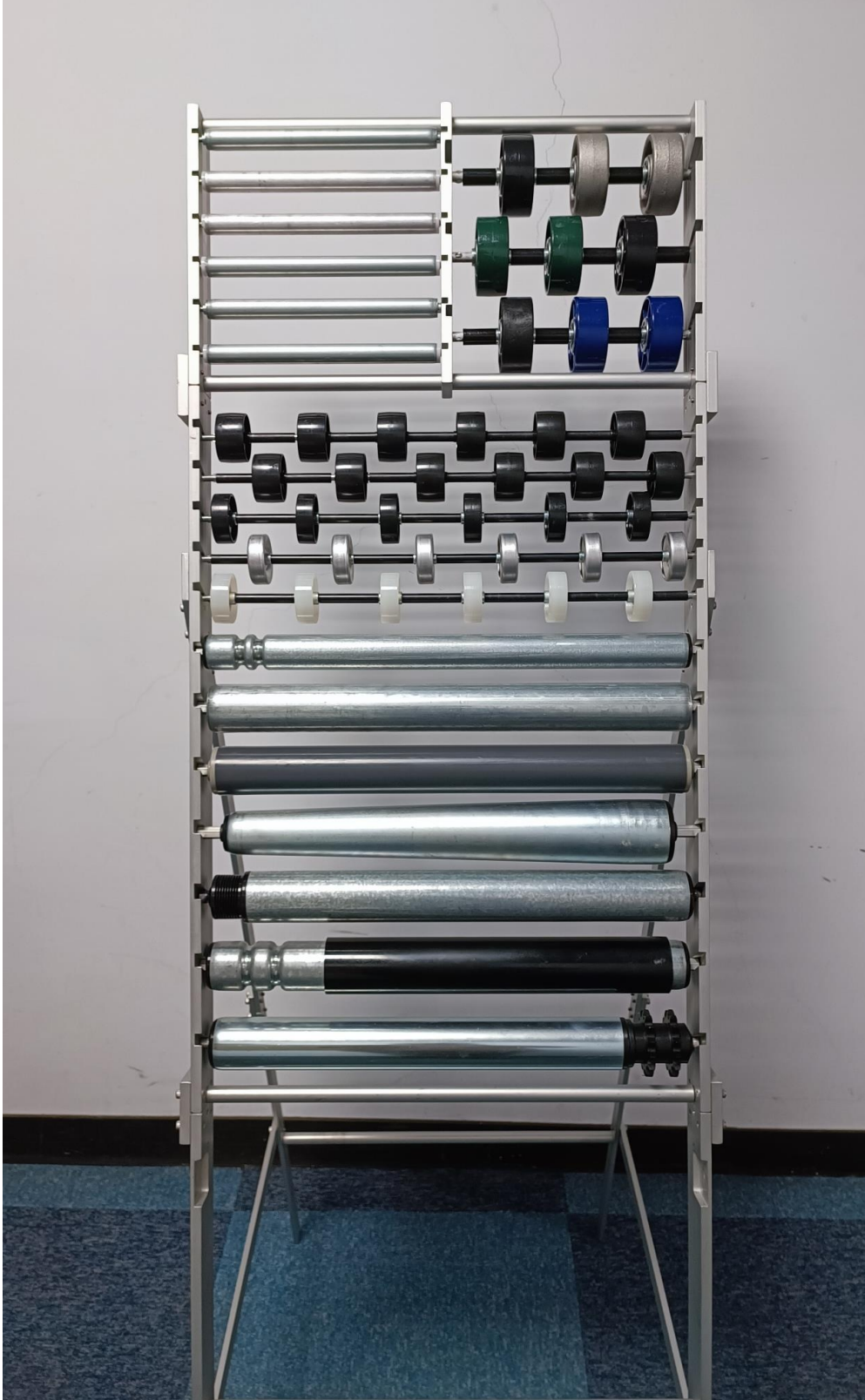


C. 自動倉儲使用之滾動軸承  
Components for conveyor systems



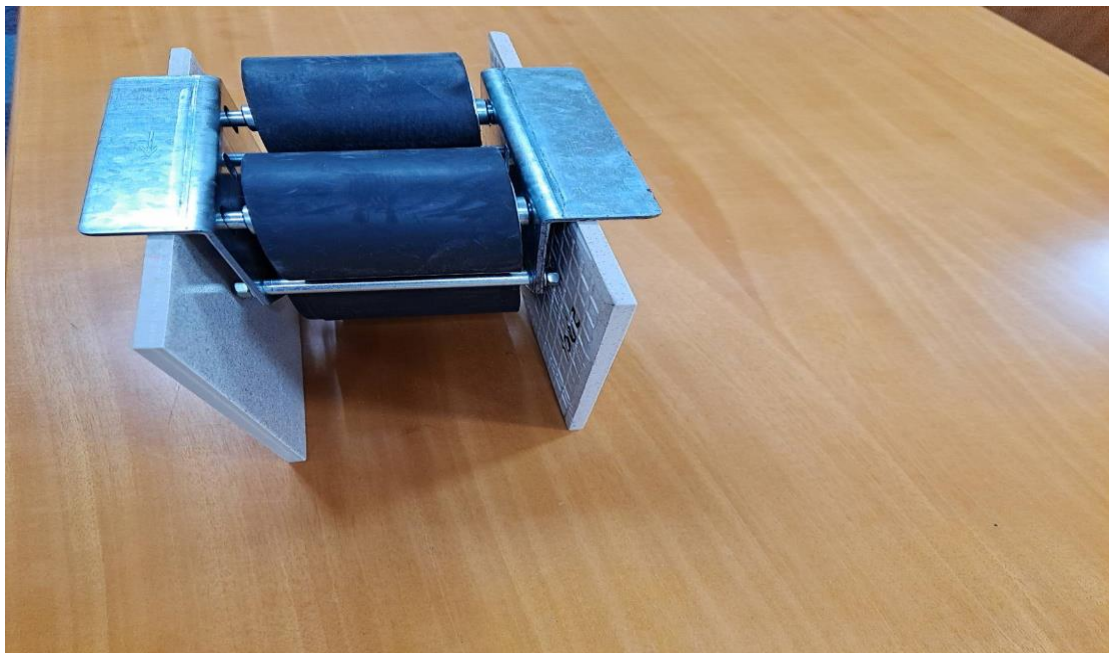
C. 自動倉儲使用之滾動軸承

Bearings & Rollers for Material handling equipment



C. 自動倉儲使用之滾動軸承---減速器

Bearings & Rollers for Material handling equipment---SPEED CONTROL





D. 休旅車拉門軸承  
Sliding door roller

## Automotive Door Rollers



Sliding Door Rollers for Vehicles

## 二之 3·C 類自動倉儲物流使用之軸承，占營收比重達 7 成以上，是主要營收及獲利產品(容後再述，詳三之 2)

The sales amount for the products applied for automatic warehousing and logistics account is more than 70%. These products are the main profitable products (more on this later, detail 2 of 3)

## 二之 4. 產製過程與效率

Production procedures and efficiency



## 二之 5. 研發：

R&D

生產設備研發，從軟體自行設計、機件採購組裝，均在廠內完成，市場無法購得。

The complete production lines including the software of the machine are designed and made in house.

### 三、銷售實績

Sales performance

#### 三之 1. 主要產品銷售地區

Main market of the products

新台幣:仟元

New Taiwan Dollar: Thousand Yuan

年度 year 地區 area	109		110		111.1-9	
	銷售額 sales	%	銷售額 sales	%	銷售額 sales	%
北美洲 North America	1,717,316	91.35	2,001,287	87.47	1,247,040	87.59
歐洲 Europe	53,978	2.87	154,352	6.75	95,892	6.74
亞洲 Asia	82,359	4.38	90,986	3.98	51,812	3.64
台灣 Taiwan	24,103	1.28	38,854	1.7	27,691	1.94
其他 other	2,177	0.12	2,374	0.1	1,282	0.09

年度 year 地區 area	109		110		111.1-9	
	銷售額 sales	%	銷售額 sales	%	銷售額 sales	%
合計 total	1,879,933	100.00	2,287,853	100.00	1,423,717	100.00

## 三之 2 · 自動倉儲物流軸承及成品

Automatic storage logistics products

是公司目前最重要產品，占銷售比重已達七成已上；最近五年比重逐年成長，如下表。

The sales of the products for material handling equipment is more than 70%. These are the most important products of the company now.

Annual sales reports for those five years:

單位：%

年度 year 產品 product	106	107	108	109	110
A. 車庫門使用之滾動軸承 Garage door bearings & rollers	16.32	16.39	17.82	14.15	13.13
B. 手推車使用之滾動軸承 Bearings for casters	14.82	14.92	15.83	12.08	11.21
C. 自動倉儲使用之滾動軸承 Components for	58.04	58.83	59.34	70.03	72.40

material handling equipment					
D. 休旅車拉門軸承 Sliding door rollers for Vehicles	6.72	7.11	4.43	2.19	1.34
E. 其他 other	4.10	2.75	2.58	1.55	1.92
合計 total	100	100	100	100	100

本公司自開發自動倉儲物流軸承以來，品質交期深受客戶信賴喜愛，業績銷量呈逐年成長態勢；直迄疫情爆發後，業績未減反增，迄110年業績更攀上歷史高峯，達22.88億元，其中自動倉儲物流成品比重高達七成，足見其重要性與對獲利的貢獻；惟今年(111年)受通膨、戰爭及地緣政治——諸多因素影響，世界經濟已呈衰退現象，本公司111年營收1-9月與去年同期比較，也難倖免衰退，減少20.63%。

Since the development of automatic storage and logistics bearings, the company has been trusted by customers for its quality and delivery time. As a result of, our sales have shown a trend of increasing year by year; Since the outbreak of the epidemic, the sales has not decreased but increased. Our sales has reached a historical peak in year 2022, reaching 2.288 billion. NTD. The proportion of the products for automatic warehousing and logistics finished products is as high as 70%. The sales of these products is important.

Impacted by the inflation, war and geopolitics...etc., the world economy has been in recession, our sales from

January to September this year had a decrease of 20.63%.

## 四、財務、獲利及配息率

Financials, Profitability and Dividend Rates

### 四之 1. 財務資料及獲利能力

Financial Information and Profitability

單位：新台幣仟元

Unit: NT\$ thousand

年度 year 項目 project	財務資料 Financial Information		財務資料 Financial Information	
	109 年	110 年	110 年 1-9 月	111 年 1-9 月
總資產 Total assets	2,032,934	2,316,173	2,411,624	2,107,157
權益總額 Total equity	1,231,376	1,237,508	1,155,709	1,214,359
權益比率 Equity ratio	61%	53%	48%	58%
營業收入 Operating income	1,879,933	2,287,853	1,793,716	1,423,717 (註 1)
營業毛利 Operating profit	742,723	809,039	642,073	509,537
營業損益 Operating profit and loss	515,767	471,934	366,345	322,147
本期淨利 Net profit for the current period	388,627	354,205	275,469	335,210
每股盈餘(元) Earnings per share	11.1	10.08	7.84	9.54

(yuan)					
毛利率(%) Gross profit margin (%)	39.51	35.36		35.80	35.79
營業利益率(%) Operating profit rate (%)	27.44	20.63		20.42	22.63
純益率(%) Net Profit Rate (%)	20.67	15.48		15.36	23.54 (註 2)

## 註 1: Note 1

今年 1-9 月與去年同期比較營收衰退 20.63%，主係運費高漲及塞港問題，客戶無法穩定收到貨物，致部份有能力自行生產客戶抽單，造成營收下滑。業務人員已於 10 月中旬開始拜訪主要客戶，以往向客戶加收運費 surcharge(USD12,000/櫃)，從 11 月開始取消，客戶大部分同意，可望訂單回流，所以今年下半年先蹲，明年可望再往上跳。

Due to the high freight costs and port congestion problems, from January to September this year, compared with the same period of last year, the revenue declined by 20.63%. Customers can't receive their orders stably on time. As a result, some customers can't but need to produce themselves in house which causes the decline in our sales.

Our sales people started visiting the major customers in mid-October.

Customers had paid for the shipping surcharge of USD12,000 per container. Since this November, the shipping surcharge is removed.

Agreed by most of the main customers, the orders are expected to be released again soon. Our sales is expected to squat in the second half of 2022 then jump next year.

## 註 2: Note 2

今年 1-9 月與去年同期比較，每股盈餘不因營收衰退 20.63%而減少，獲利反而逆向成長 21.68%，創歷史新高，分析原因主係匯率貶值及運費減少。



From January to September this year, to compare with the same period last year, earnings per share was not decreased due to the 20.63% decline in revenue. Caused by the currency devaluation and reduction of the freight charge, the profit increases reversely by 21.68%, hitting the record high.

## 四之 2. 最近三年季別每股盈餘(EPS)

Earnings per share (EPS) for the last three quarters

單位：新台幣元

Unit: New Taiwan dollar

季別 season 年度 year	第一季 Season one	第二季 second season	第三季 third season	第四季 fourth season	合計 total
108	2.43	2.53	2.42	1.62	9.00
109	2.53	2.52	2.69	3.36	11.10
110	2.80	2.70	2.34	2.24	10.08
111	3.00	3.20	3.34		9.54 (前三季) (First three seasons)

### 四之 3. 股息及配息率

Dividend and dividend rate

單位：新台幣元

Unit: New Taiwan dollar

年度 year 項目 project	每股盈餘及配息 Earnings per share and dividends		
	108 年	109 年	110 年
每股盈餘 EPS	9.0	11.1	10.08
每股盈餘配息 Earnings per share dividend (A)	8.4	9.8	9.4
每股法定盈餘公積配息 Dividend distribution to statutory surplus reserve per share (B)	0.6	0.2	0.8
合計 total (A+B)	9.0	10.0	10.2
配息率(%) Dividend ratio (%)	100%	90.1%	101.2%

## 五、年度經營方針及未來發展策略

Annual business policy and future development strategy

### 1. 年度經營方針：

Annual Management Policy

(1) 掌握市場需求，蓄積產業經驗。

Grasp market demand and accumulate industry experience

(2) 改革生產技術，提高生產效率，降低成本，提高毛利。

Reform production technology, improve production efficiency, reduce costs and increase gross profit.

(3) 協調產銷平衡，滿足市場需求。

Coordinate production and sales balance to meet market demand

(4) 加強採購機能，掌握有利料源。

Strengthen purchasing function and grasp favorable material sources

(5) 開發新產品。

Develop new products.

### 2. 未來公司發展策略

Future company development strategy

(1) 培養產品創新能力。

Cultivate product innovation ability

(2) 提升員工專業技能。

Improve employee professional skills

(3) 分析產品價值趨勢。

Analyze product value trends

六、報告結束

end of report

歡 迎 蒞 臨

*Welcome*