

瑞穎股份有限公司法人說明會

Prohawk corporation investor conference

(股票代號：8083) Stock code: 8083

簡報大綱 Presentation Outline

一、公司概况：Company Overview

(一)公司簡介；Company Introduction

(二)主要產品：Main Products

種類、用途、產製過程及研發。

Types, Applications, Production Process, and R&D

二、產業概況：Industry Overview

(一)產業上中下游關聯性。

Upstream, Midstream, and Downstream Industry Linkages

三、營運概況：銷售實績。Operational Overview: Sales Performance

(一)銷售地區比重 Proportion of Sales by Region ；

(二)銷售產品比重 Proportion of Sales by Product ；

(三)營收與獲利來源 Sources of Revenue and Profit 。

四、財務概況：Financial Overview

(一)財務 Financials1 ；

(二)獲利 Profitability ；

(三)配息 Dividend Distribution 。

五、營運策略及未來展望：Business Strategy and Future Outlook

(一)年度營業計畫；Annual Business Plan

(二)未來發展策略。Future Development Strategies

六、報告結束 End of Report

七、Q&A

一之(一)公司簡介 Company Introduction

1. 設立日期：中華民國八十六年十一月十日。

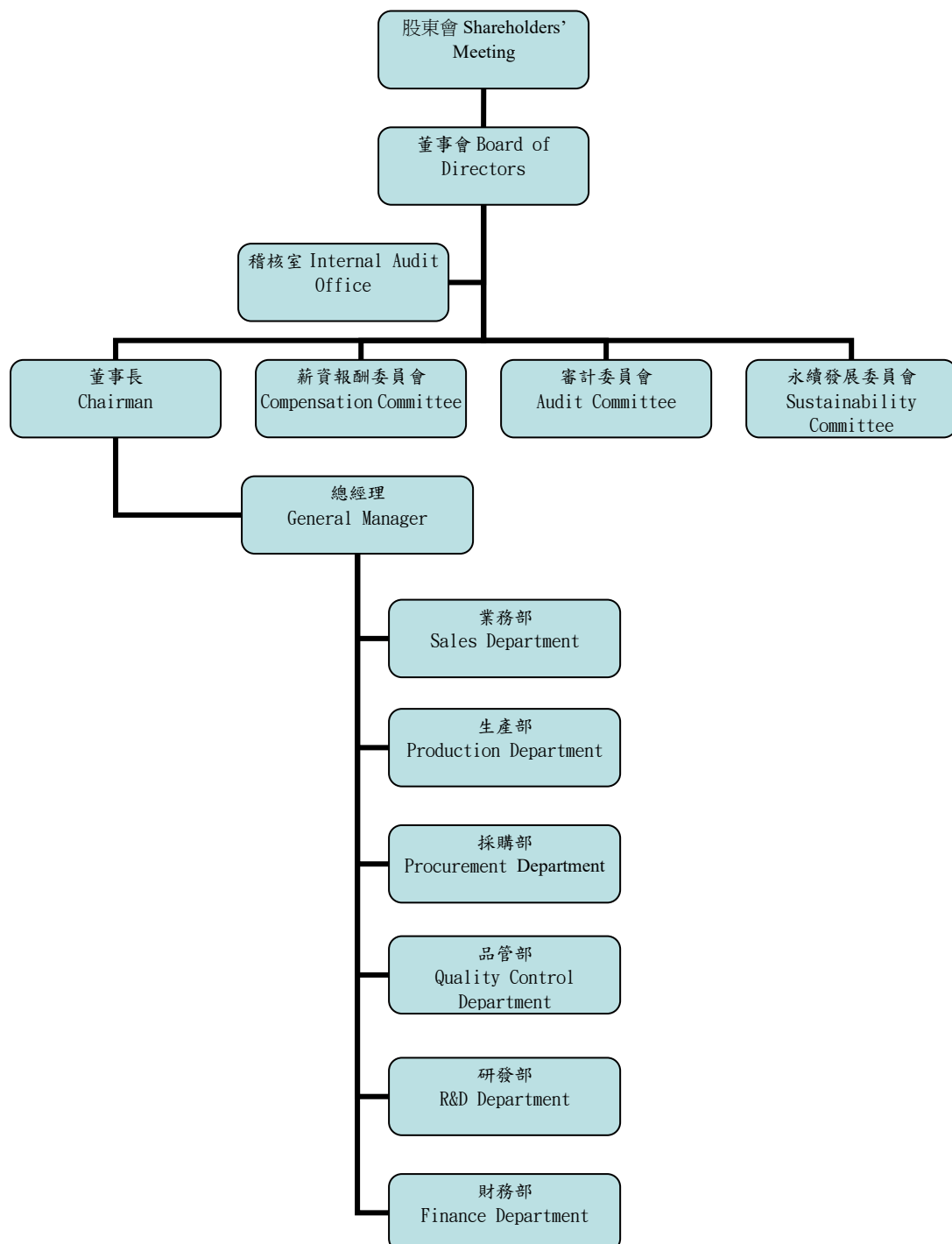
Date of Establishment: November 10, 1997 (Republic of China Year 86).

2. 上櫃日期：中華民國九十三年九月二十三日。

Date of OTC Listing: September 23, 2004 (Republic of China Year 93).

3. 組織結構：瑞穎股份有限公司組織圖。

Organizational Structure: Organizational chart of Prohawk corporation.



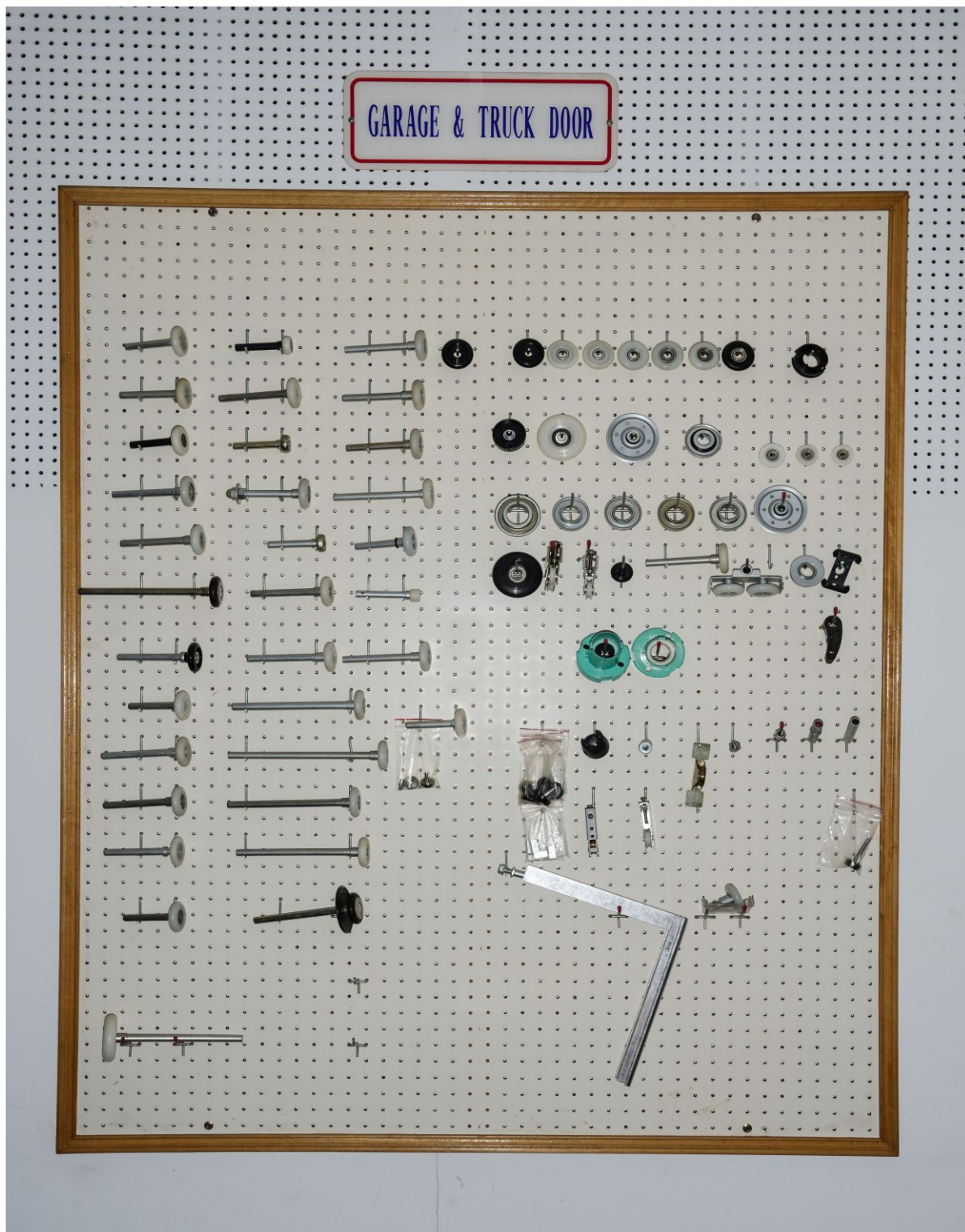
一之(二)主要產品：種類及用途

Main Products: Types and Applications

種 類 Types	用 途 Applications
車庫門使用之滾動軸承 Rolling Bearings for Garage Doors	車庫門的導桿 Guide rails of garage doors
B. 手推車使用之滾動軸承 Rolling Bearings for Handcarts	手推車、購物車、機場手推車、割草 機用軸承 Handcarts, shopping carts, airport trolleys, lawn mower bearings
C. 自動倉儲使用之滾動軸承 Rolling Bearings for Automated Storage Systems (Sales share exceeds 70%.)	輸送帶用軸承 Conveyor system bearings

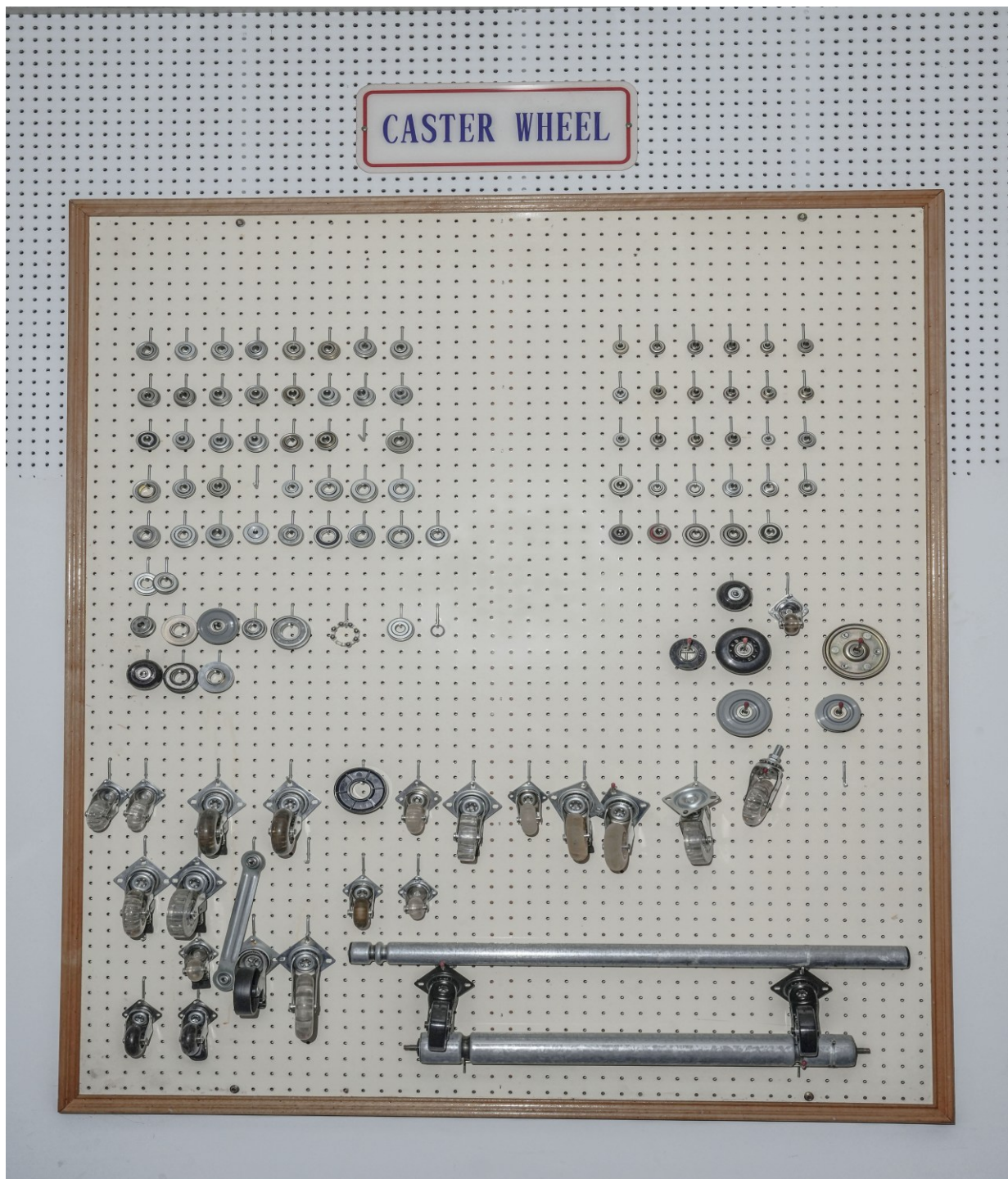
一之(二)主要產品：產品照片 Main Products: Product Photos

A. 車庫門使用之滾動軸承 Rolling Bearings for Garage Doors



一之(二)主要產品：產品照片 Main Products: Product Photos

B. 手推車使用之滾動軸承 Rolling Bearings for Handcarts



一之(二)主要產品：產品照片 Main Products: Product Photos

C. 自動倉儲使用之滾動軸承

Rolling Bearings for Automated Storage Systems



一之(二)主要產品：產品照片 Main Products: Product Photos

C. 自動倉儲使用之滾動軸承

Rolling Bearings for Automated Storage Systems

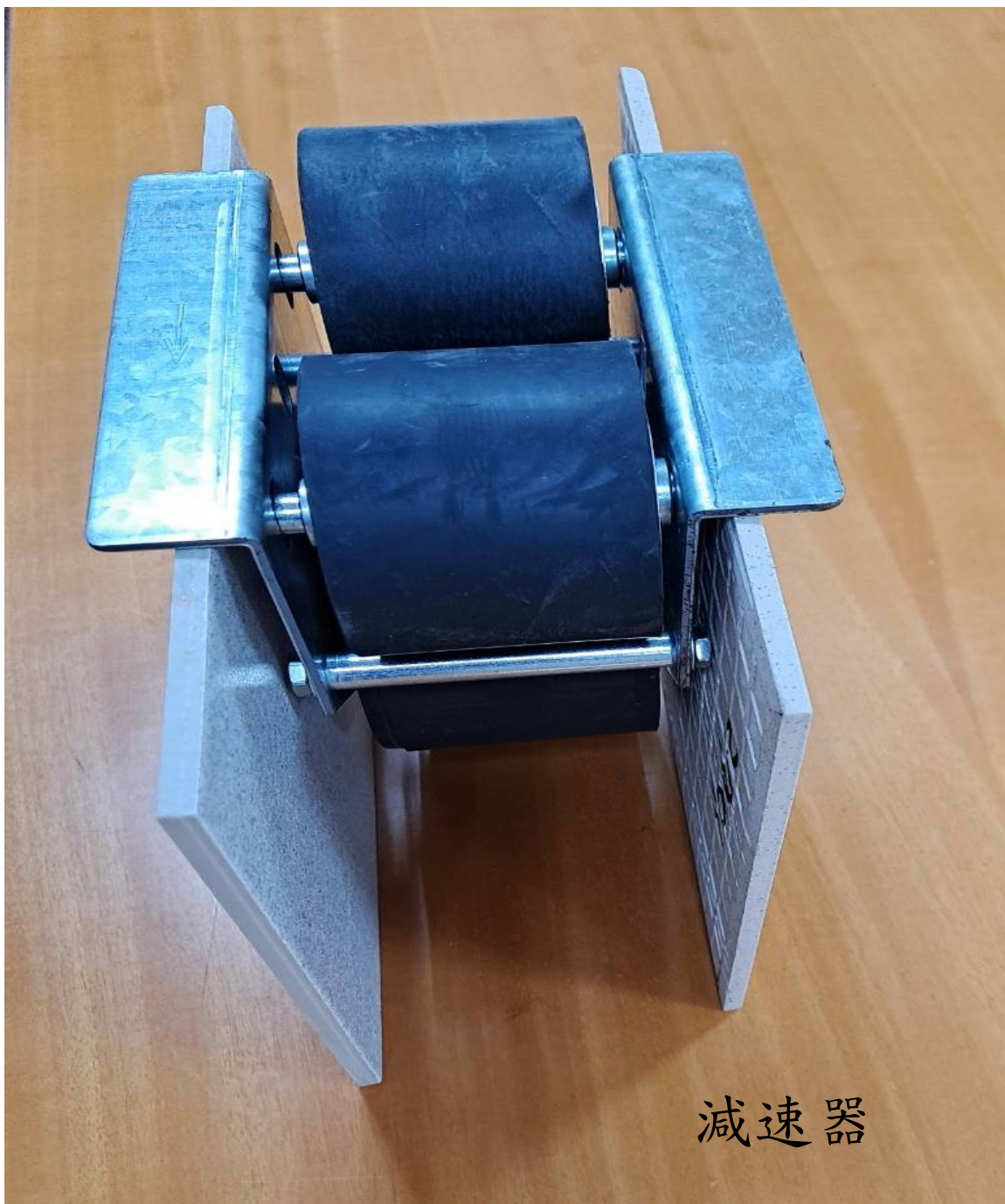


一之(二)主要產品：產品照片 Main Products: Product Photos

C. 自動倉儲使用之滾動軸承---減速器 Speed Reducer

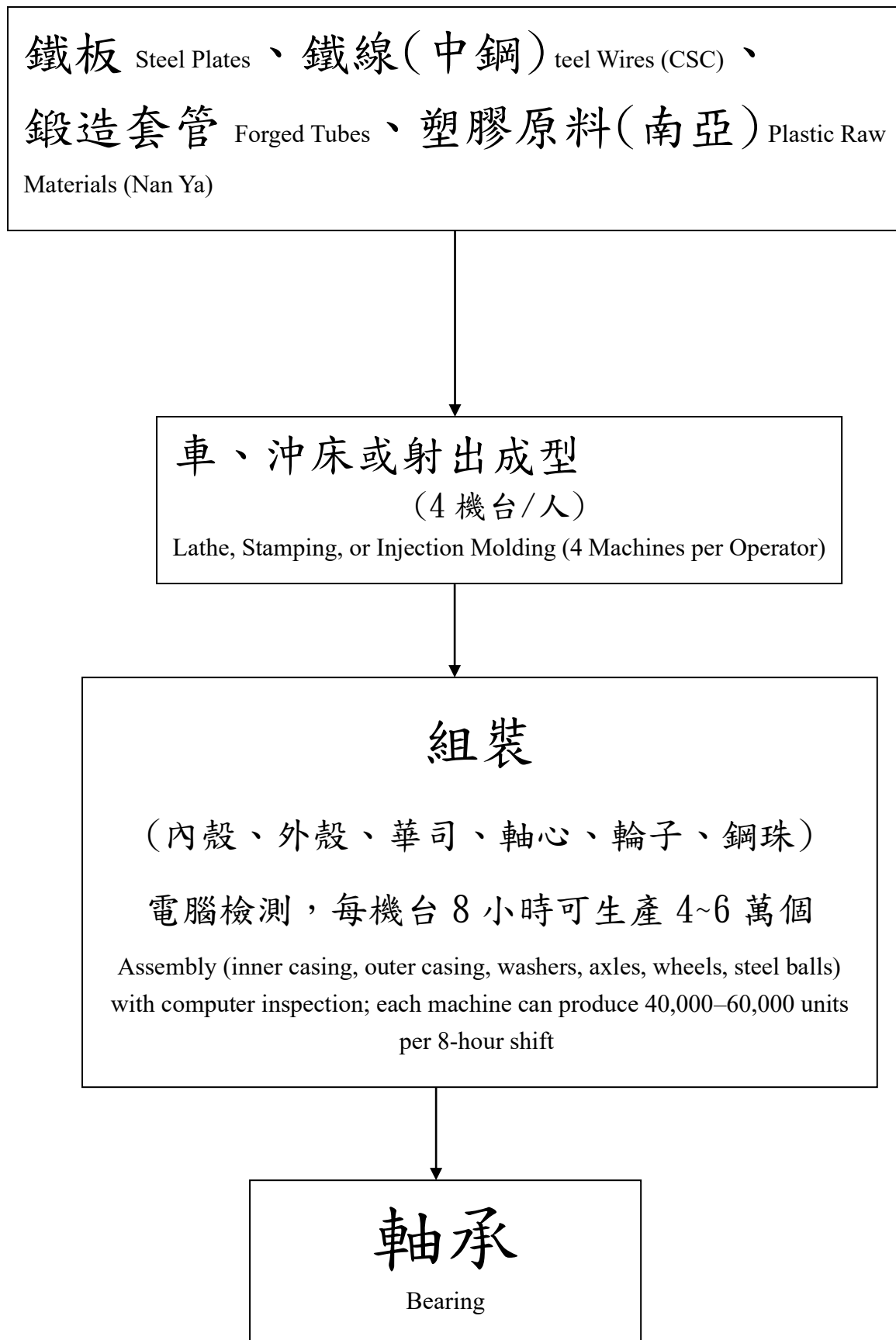
Rolling Bearings for Automated Storage Systems





一之(二)主要產品：產製過程與效率

Main Products: Production Process and Efficiency



一之(二)主要產品：研發

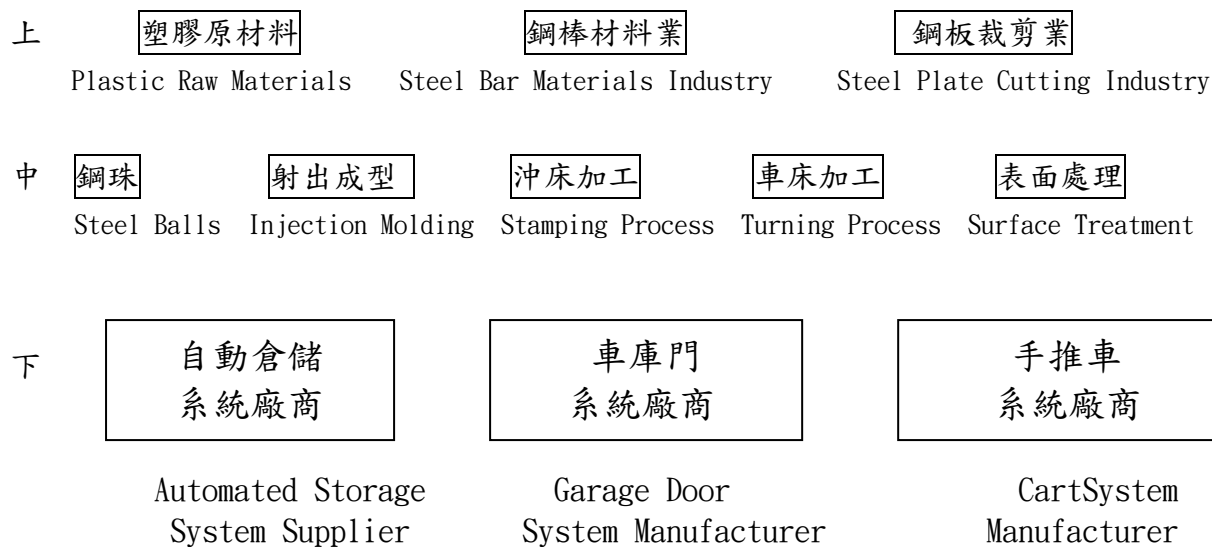
Main Products: Research and Development (R&D)

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。

Research and development of production equipment, with software independently designed and mechanical components procured and assembled in-house; not available on the market.

二產業概況：上、中、下游之關聯性

The Relationships Among Upstream, Midstream, and Downstream Segments of the Industry



三、營運概況：銷售實績 Operating Overview: Sales Performance

三之(一). 主要產品銷售地區 Main Sales Regions for Major Products

新台幣:仟元 NT\$ (in thousands)

<div> <div>年度 Year</div> <div>地區Region</div> </div>	112		113		114.1-9	
	銷售額 Sales Revenue	%	銷售額 Sales Revenue	%	銷售額 Sales Revenue	%
北美洲 North America	987,341	89.73	1,341,812	91.46	966,715	88.95
歐洲 Europe	41,807	3.80	53,962	3.68	53,809	4.95
亞洲 Asia	56,193	5.11	54,511	3.72	47,204	4.34
台灣 Taiwan	11,539	1.05	14,625	1.00	10,829	1.00
其他 Other Regions	3,429	0.31	2,197	0.14	8,222	0.76
合計 Total	1,100,309	100	1,467,107	100	1,086,779	100

三、營運概況：銷售實績 Operating Overview: Sales Performance

三之(二)：產品銷售比重 Product Sales Proportion •

自動倉儲物流軸承是公司目前最重要產品，銷售比重達七成以上；最近五年比重，如下表。 Automatic warehouse and logistics bearings are currently the company's most important product, accounting for more than 70% of total sales. The proportions over the past five years are shown in the table below.

單位:% Unit: %					
年度Year 產品Product	109	110	111	112	113
A. 車庫門使用之滾動軸承 Rolling Bearings for Garage Doors	14.15	13.13	12.49	13.13	13.51
B. 手推車使用之滾動軸承 Rolling Bearings for Handcarts	12.08	11.21	9.02	8.40	7.23
C. 自動倉儲使用之滾動軸承 Rolling Bearings for Automated Storage	70.03	72.40	73.95	73.05	74.97
D. 休旅車拉門軸承 Bearings for Recreational Vehicles (RVs)	2.19	1.34	1.83	1.68	1.51
E. 其他 Others	1.55	1.92	2.71	3.74	2.78
合計 Total	100	100	100	100	100

三、營運概況：銷售實績 Operating Overview: Sales Performance

三之(三)：自動倉儲物流軸承及成品是營收與獲利主要來源。 Revenue and profit are primarily driven by automatic warehouse and logistics bearings as well as finished products.

(1)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，業績銷量比重高達七成；足見其重要性與對獲利的貢獻；惟今年(114 年)受川普強勢貿易保護政策，推動高關稅之影響，本公司 114 年營收 1-9 月與去年同期比較，微幅衰退 7.49%。 Since the development of automatic warehouse and logistics bearings, the company has earned strong customer trust and preference for its product quality and delivery reliability. Sales of this product account for as much as 70% of total revenue, highlighting its importance and contribution to profitability. However, in 2025 (Year 114 of the Minguo calendar), the company's revenue from January to September slightly declined by 7.49% compared to the same period last year, due to the impact of high tariffs imposed under the strong trade protectionist policies promoted by the Trump administration.

(2)應對美國高關稅措施：

與主要客戶積極協商合理的價格調整機制，目前客戶同意全部吸收鋼鋁關稅，對等關稅公司吸收 5%，其餘客戶自行吸收，公司將持續客戶服務，國際參展，開發全球銷售市場，以規避市場過於集中風險。 **Response to U.S. High Tariff Measures:**

The company has actively negotiated with major customers to establish a reasonable price adjustment mechanism. Currently, customers have agreed to fully absorb steel and aluminum tariffs, while the company absorbs 5% of equivalent tariffs, and the remaining tariffs are absorbed by other customers. The company will continue to provide dedicated customer service, participate in international exhibitions, and develop global sales markets in order to mitigate the risk of market concentration.

四財務概況：財務、獲利 Financial Overview: Financials and Profitability

四之(一). 財務資料及獲利能力 Financial Data and Profitability

單位:新台幣仟元Unit: NT\$ thousands

年度Year	財務資料Financial Data		財務資料Financial Data	
項目Item	112年	113年	113年1-9月	114年1-9月
總資產 Total Assets	1, 752, 786	1, 675, 865	1, 711, 949	1, 747, 731
權益總額 Total Equity	1, 121, 097	1, 233, 172	1, 166, 936	1, 129, 129
權益比率 Equity Ratio	64%	73%	69%	64%
營業收入 Operating Revenue	1, 100, 309	1, 467, 107	1, 174, 751	1, 086, 779 (註1)
營業毛利 Gross Profit	424, 416	633, 293	513, 795	442, 584
營業損益 Operating Profit or Loss	302, 068	427, 568	355, 891	331, 797
本期淨利 Net Profit for the Period	238, 505	358, 007	291, 771	247,288
每股盈餘(元) EPS (in NT dollars)	6. 79	10. 19	8. 3	7. 04
毛利率(%) Gross Profit Margin (%)	39	43	43	41
營業利益率(%) Operating Profit Margin (%)	27	29	30	30
純益率(%) Net Profit Margin (%)	22	24	25	22 (註2)

財務概況：財務資料及獲利能力說明

Financial Overview: Explanation of Financial Data and Profitability

註 1：Note 1

(1)114 年 1-9 月營業收入 1,086,779 仟元，較 113 年 1-9 月營業收入 1,174,751 仟元，減少 87,972 仟元，衰退 7.49%；另 114 年 1-9 月稅後每股盈餘 7.04 元，比 113 年 1-9 月稅後每股盈餘 8.3 元，減少 1.26 元，衰退

15.18%。From January to September of 2025, operating revenue was NT\$1,086,779 thousand, a decrease of NT\$87,972 thousand compared to NT\$1,174,751 thousand for the same period in 2024, representing a decline of 7.49%. In addition, the after-tax earnings per share (EPS) for January to September 2025 were NT\$7.04, which is NT\$1.26 lower than the NT\$8.30 recorded for the same period in 2024, representing a decline of 15.18%.

註 2：Note 2

(2)營收減少主係受川普關稅影響，客戶觀望，調整貿易條件，以降低高額關稅，所以營收減少，影響整體毛利率微幅下跌 2%，同時貿易條件調整，運費亦跟隨減少，故營業利益率持平；另純益率減少 3%，係匯率升值所致。The decrease in

revenue was mainly due to the impact of the Trump tariffs, which caused customers to adopt a wait-and-see attitude and adjust trade terms to reduce high tariff costs. As a result, revenue declined, leading to a slight 2% drop in overall gross profit margin. At the same time, the adjustment of trade terms also reduced freight costs, so the operating profit margin remained unchanged. In addition, the net profit margin decreased by 3%, mainly due to the appreciation of the exchange rate.

(3)對等關稅 20%之對策：公司分攤 5%，餘客戶負擔。

Countermeasure for the 20% retaliatory tariff: the company will absorb 5%, and the remaining portion will be borne by the customers.

四財務概況之(二)

：最近三年季別每股盈餘(EPS)

Financial Overview (2): Quarterly Earnings Per Share (EPS) for the Most Recent Three Years

單位:新台幣元Unit: New Taiwan Dollars (NTD)					
季別 Quarter 年度Year	第一季 First Quarter	第二季 Second Quarter	第三季 Third Quarter	第四季 Fourth Quarter	合計 Total
111	3.00	3.20	3.34	0.76	10.30
112	1.07	1.76	2.43	1.53	6.79
113	3.10	3.41	1.79	1.89	10.19
114	1.89	2.83	2.32		7.04 (前三季) First Three Quarters

四財務概況之(三)：股息及配息率

Financial Overview (3): Dividends and Payout Ratio

單位：新台幣元Unit: New Taiwan Dollars (NTD)			
<div> <div>年度Year</div> <div>項目Item</div> </div>	<div>每股盈餘及配息</div> <div>Earnings Per Share and Dividend Distribution</div>		
	111年	112年	113年
<div>每股盈餘</div> <div>Earnings Per Share (EPS)</div>	10.30	6.79	10.19
<div>每股盈餘配息</div> <div>Earnings Distribution per Share</div> <div>(A)</div>	9.5	6.1	9.2
<div>每股法定盈餘公積配息</div> <div>Statutory Earnings Reserve Dividend per Share</div> <div>(B)</div>	0.7	0.9	0.8
<div>合計</div> <div>Total</div> <div>(A+B)</div>	10.2	7.0	10.0
<div>配息率(%)</div> <div>Payout Ratio (%)</div>	99%	103.10%	98.14%

五、年度經營方針及未來發展策略

Annual Business Strategies and Future Development Plans

1. 年度經營方針：Annual Business Strategies

(1)美國川普政府貿易保護政策，推高關稅，本公司積極調整產業結構、提升生產效率與競爭力，擴展非美市場，盡全力降低高關稅帶來的市場風險。In response to the Trump administration's trade protection policies and increased tariffs, our company has actively adjusted its industrial structure, enhanced production efficiency and competitiveness, expanded non-U.S. markets, and made every effort to reduce the market risks brought about by high tariffs.

(2)與主要客戶協商合理的價格調整機制，提供客制化解決方案，加強客戶服務，持續國際參展，開發全球銷售市場。We negotiate reasonable price-adjustment mechanisms with major customers, provide customized solutions, strengthen customer service, participate continuously in international exhibitions, and develop global sales markets.

2. 未來公司發展策略 Future Company Development Strategies

(1)提升生產效率與品質穩定度。
improve production efficiency and product quality stability.

(2)靈活因應國際政策變動，降低營運風險。
Respond flexibly to changes in international policies to reduce operational risks.

(3)啟動碳盤查及節能計畫，落實永續發展。
Launch carbon inventory and energy-saving initiatives to implement sustainable development.

六、報告結束 End of report

歡迎蒞臨

Welcome