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益張實業股份有限公司

I JANG INDUSTRIAL CO., LTD.

簡報人：蘇明宏

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全球商用置物設備值得信賴的提供者

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簡報大綱

公司簡介

營運概況

財務績效

未來展望

公司特性

穩健成長

三十年獲利
策略性營收成長

市場需求

未來需求成長產業
倉儲物流 醫療照護

益張

財務資金穩健
60%~90%配發率

高配息率

客製化設計
降低標準性產品

產品價值

公司策略

基本必需型工業

Product Design for Customized
益張客製化服務

管類及鈹金自動製程

產能建置

- 提升自製率，生產排程更穩定彈性
- 業務鈹件產品推展

製程技術掌控

- 增進產品工藝運用
- 提升托外議價能力
- 降低成本，提升大型專案競爭力

基本資料

成立日期	1987.05.04
公司位址	彰化縣埤頭工業區
實收資本額	335,367千元
董事長	陳新約
副董事長	黃秀英
總經理	邱明鶴
資深財務經理	蔡泰鋒
發言人	蘇明宏
員工人數	260人(含子公司)
經營業務	商用置物設備系列 置物架系列 功能架系列 其他系列 伸線製品

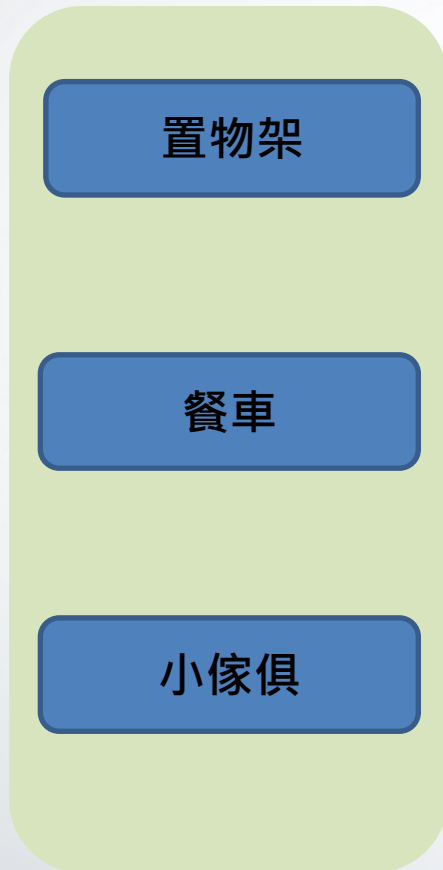


轉投資架構

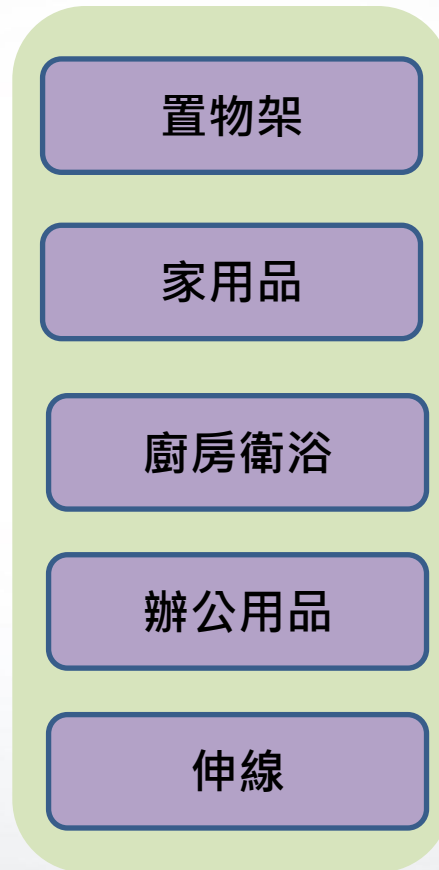


產品發展

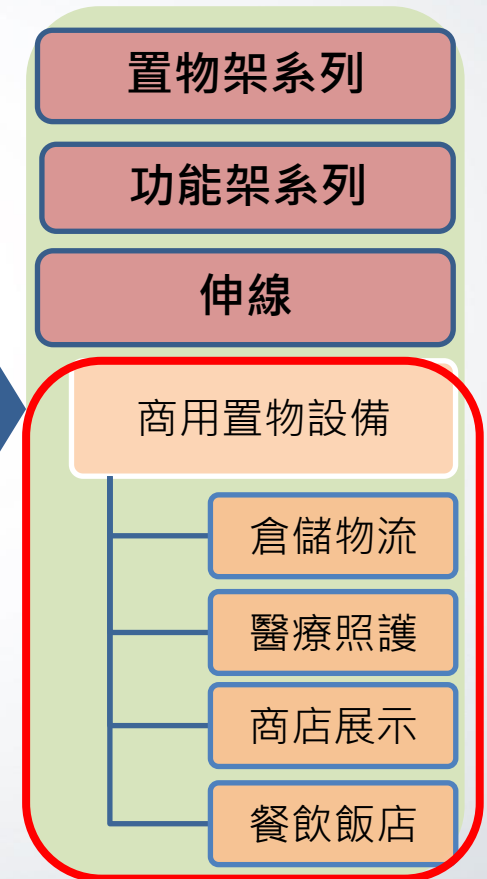
第一個十年



第二個十年



第三個十年



倉儲物流系列



自動倉儲系統客製化載具



醫療照護系列



商店展示系列



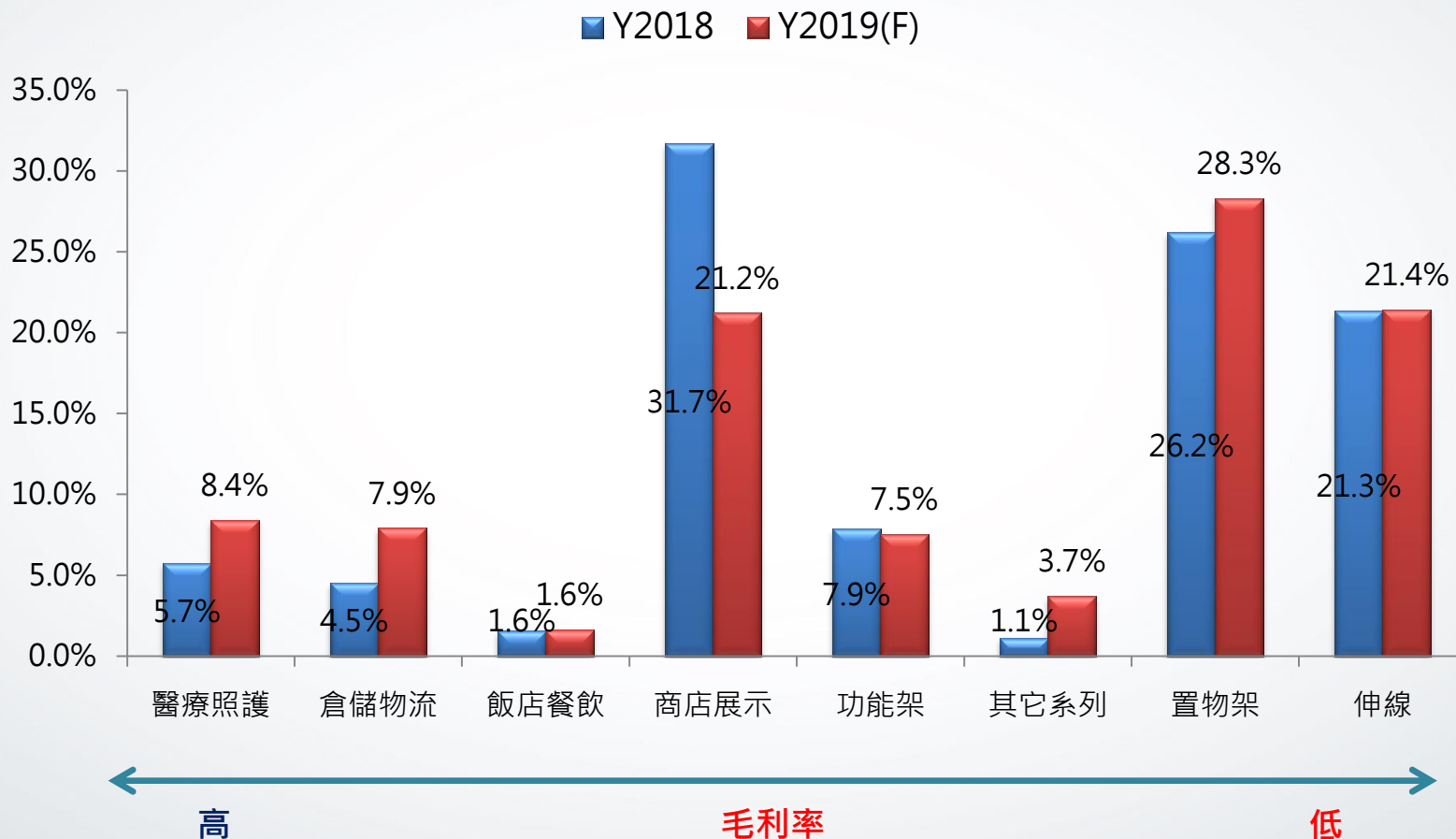
飯店餐飲系列



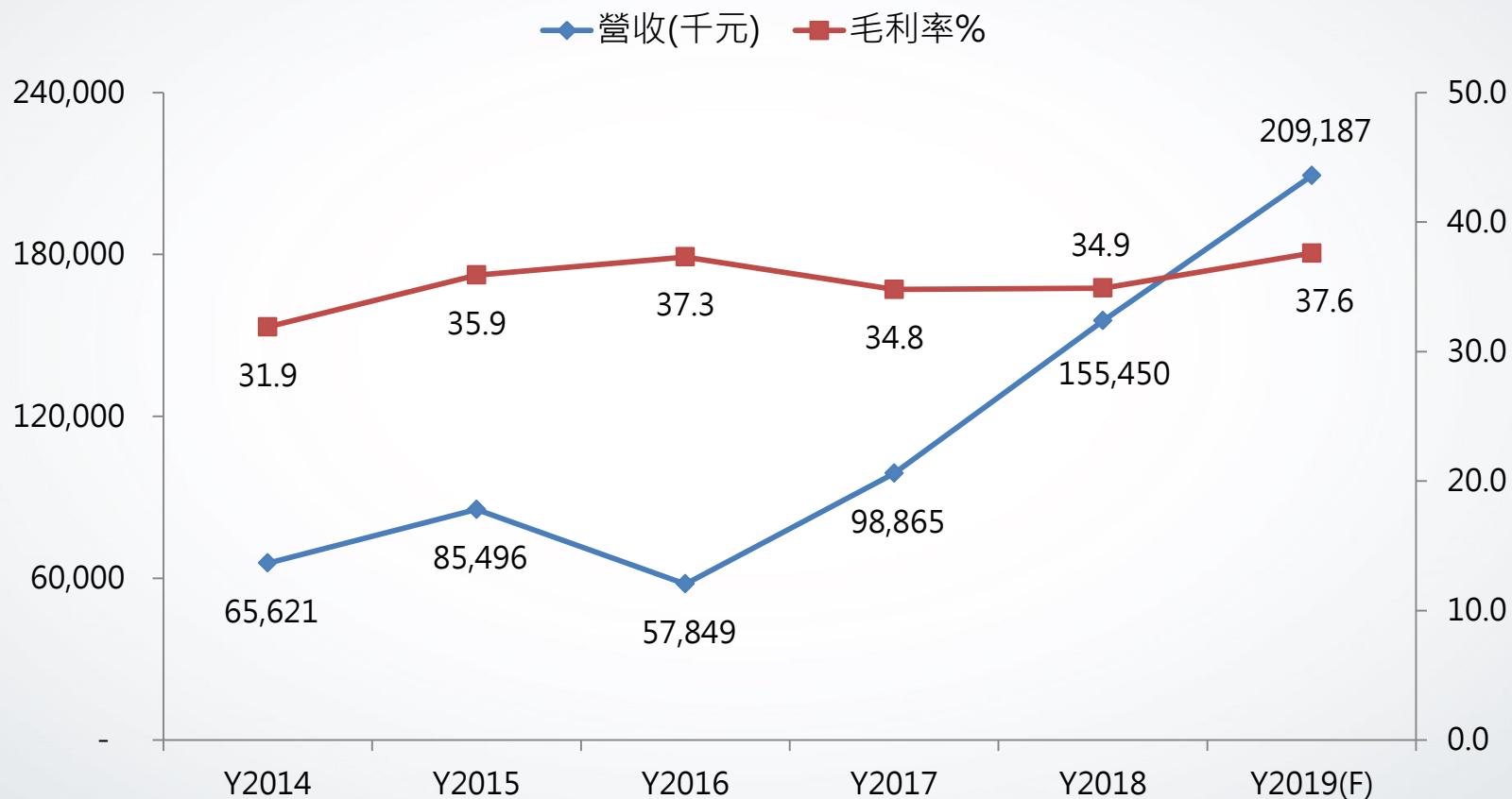
同業比較

		
<p>台灣 1987成立 營收約NTD15億</p>	<p>瑞典 1936成立 營收約NTD218億</p>	<p>美國 1929成立 營收約NTD150億</p>
<p>金屬展示架、可移動式倉儲架、醫療照護及倉儲物流產業置物及物流設備</p>	<p>展場或門市商店設備、結帳設施及專業照明系統等</p>	<p>金屬展示架、特殊功能性置物架及各類推車</p>
<p>A.客製化研發能力 B.完整衛星加工體系 C.人工及加工成本優勢 D.產品及客戶分散</p>	<p>A.歐洲跨國集團公司 B.零售連鎖完整方案提供 C.集團實力雄厚</p>	<p>A.全球跨國集團公司 B.客製化研發能力 C.產品及客戶分散</p>
<p>A.無自有品牌知名度低 B.無海外分支機構</p>	<p>A.產能較無法彈性調整 B.產品成本較高 C.產品集中商店項目</p>	<p>A.產能較無法彈性調整 B.產品成本較高</p>

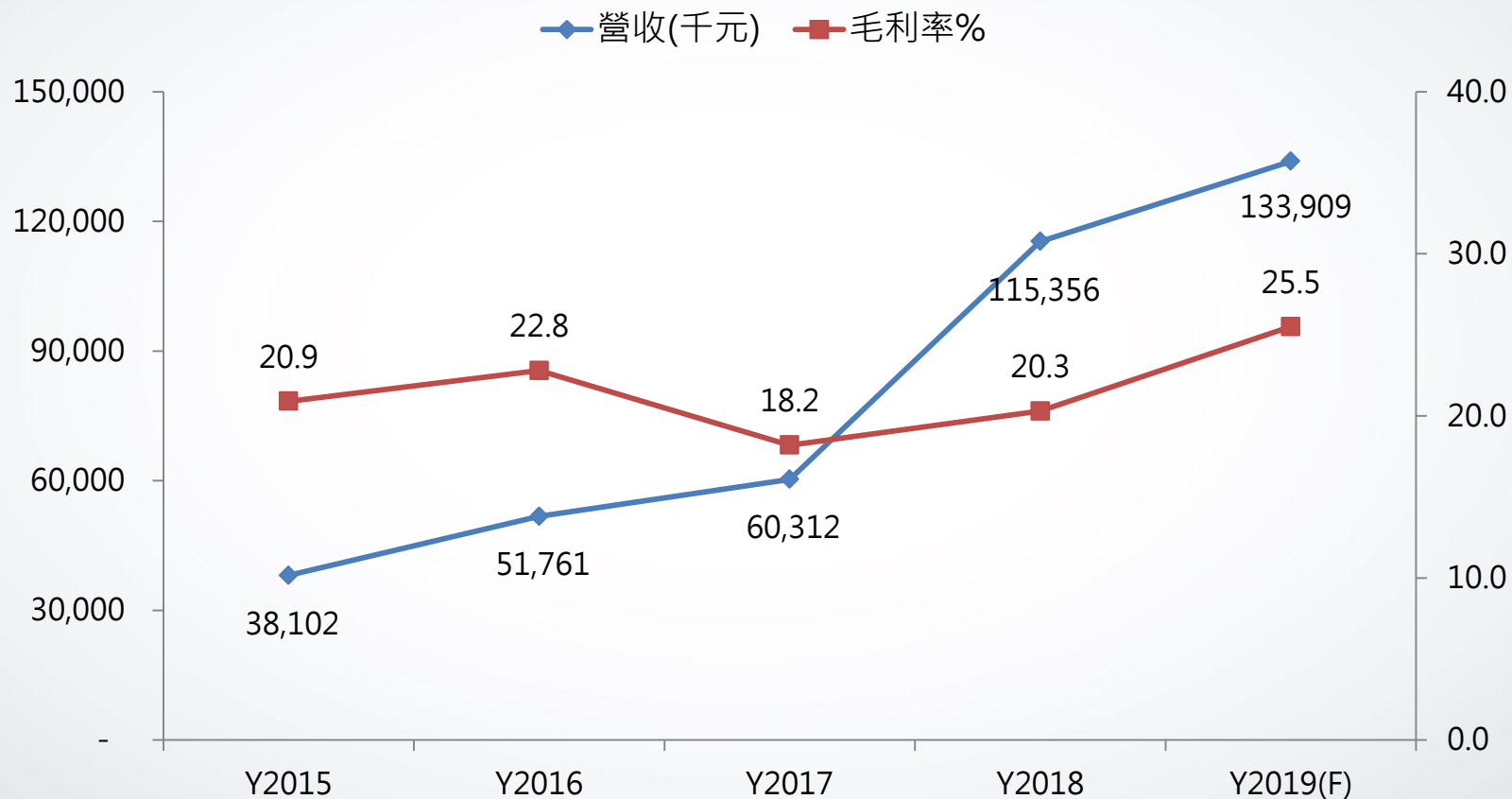
產品比重



醫療照護及倉儲物流領域

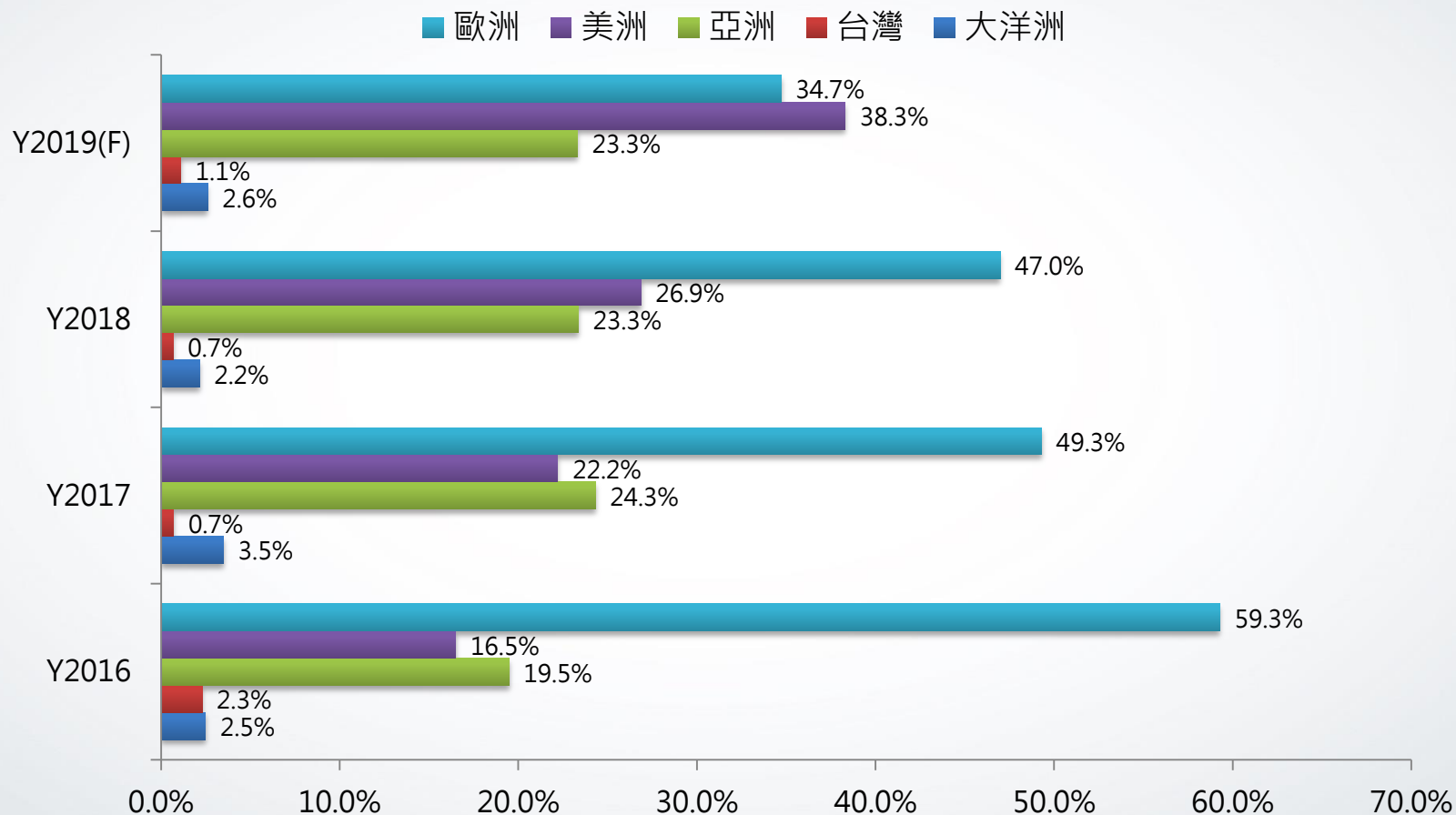


特殊金屬材質應用 (不銹鋼 & 鋁合金)



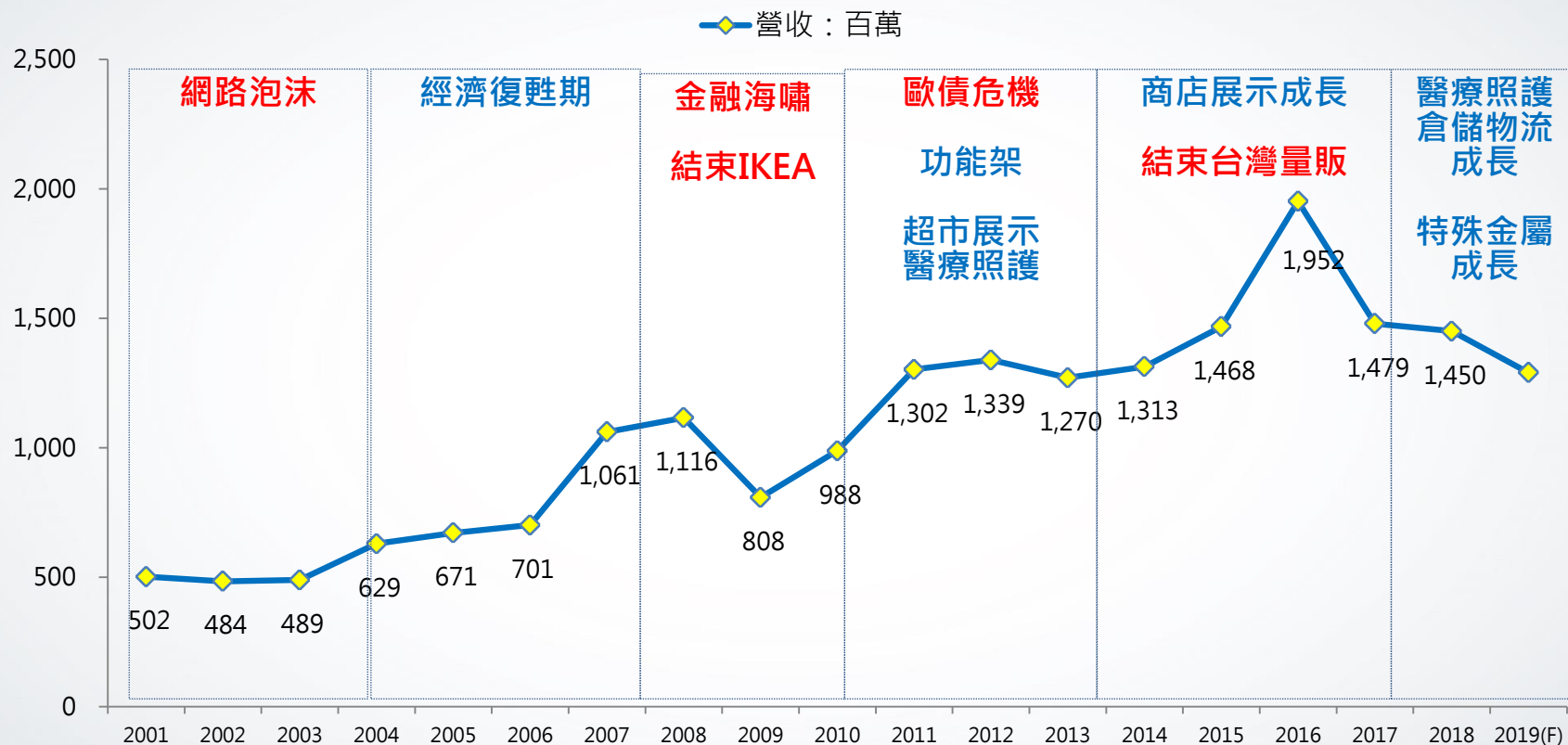
註：特殊材質產品具有毛利率較高、ASP較高之特性

區域比重



註：分析資料為益張個體資料

歷年營收



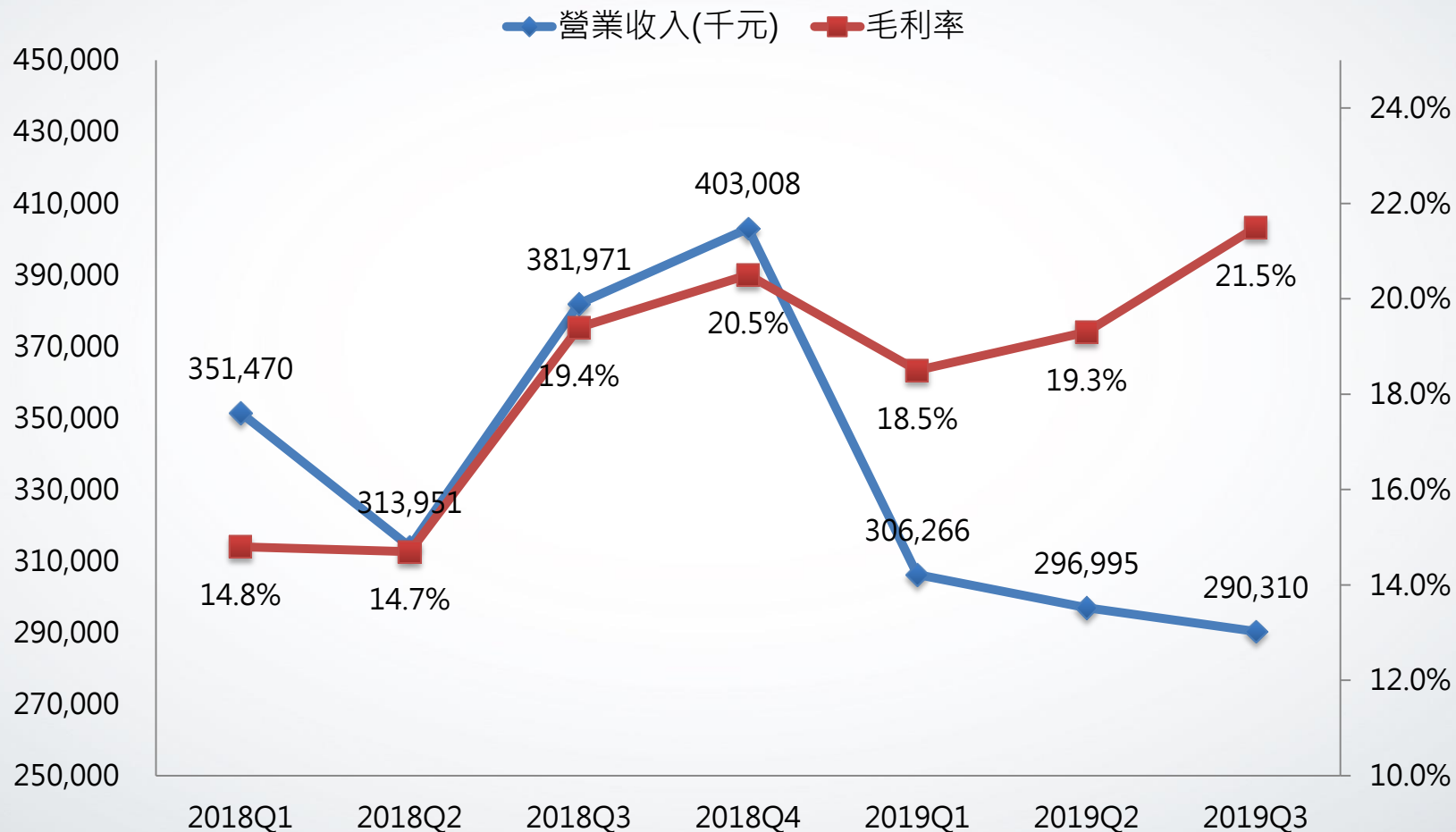
穩健階段性營收成長策略，維持獲利基礎後，進行營運規模擴張

年度合併損益

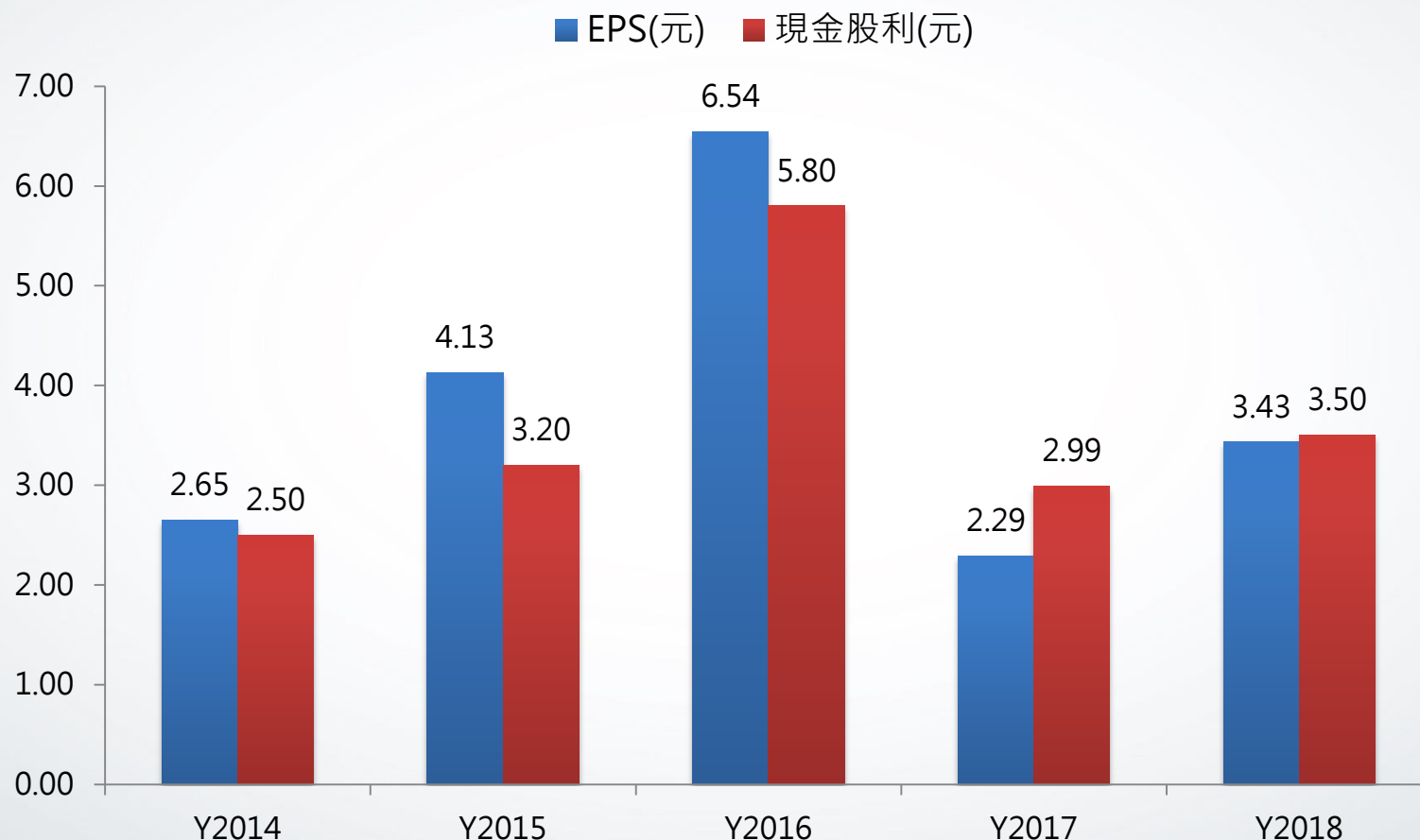
新台幣千元

項目	Y2015	Y2016	Y2017	Y2018	2019Q3
營業收入	1,467,976	1,951,955	1,478,697	1,450,400	893,571
營業毛利	295,760	418,536	263,827	254,737	176,433
毛利率%	20.1	21.4	17.8	17.6	19.7
營業費用	173,864	187,835	138,320	150,667	105,866
營業利益	121,896	230,701	125,507	104,070	70,567
營業外收支	11,169	10,279	-37,011	39,515	12,149
稅後獲利	111,803	199,654	74,104	116,738	69,020
母公司淨利	109,606	194,627	69,724	113,729	66,062
EPS(元)	4.13	6.54	2.29	3.43	1.97

營收 & 毛利率



股利發放



表面處理製程整合

串聯表面處理 + 組裝 (規劃中)

新增噴塗製程自製率，降低生產成本

擴增製程項目，提升客戶配合意願

建構自動化、智能化工廠，提升生產效率

表面處理、包裝製程整合，降低Lead-time



THANK YOU !

Q & A



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