



環球水泥

# Universal Cement Corporation 2024 Investor Conference

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# Agenda

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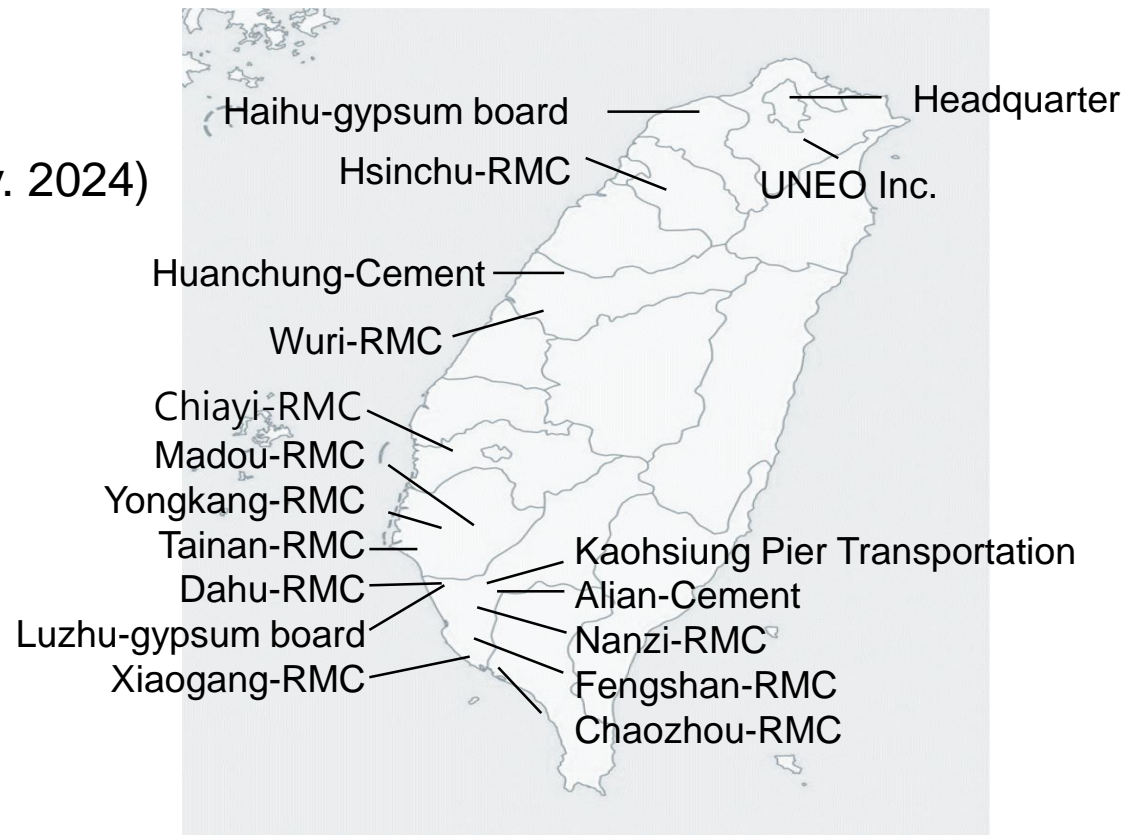
- Company profiles
- Business performance in Q3, 2024
- Business outlook in 2025

# 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\$ 6.9 Bil.
- Mkt Cap.: NT\$ 20.5 Bil. (Nov. 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 58% YOY**, mainly due to recognition of gains from the disposal of real estate in 2023.
- Net profit after tax: **reduction of 39% YOY**, and reporting EPS of NT\$ 1.61.

NT\$ in Billion	2024Q3	2023Q3	YOY%
Revenue	5.873	5.628	4%
Gross Profit from Operation	1.163	1.089	7%
Operation Profit	0.783	0.665	18%
Non-operating Profit	0.577	1.379	-58%
Net profit before tax	1.36	2.044	-33%
Net profit after tax	1.137	1.869	-39%
EPS (in NT\$)	1.61	2.4	-33%
Assets	29.075	28.328	3%
Liabilities	5.013	5.55	-10%
Equity	24.062	22.778	6%

# Financial Ratio



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Ratio	2024Q3	2023Q3	YOY%
<b>Gross Margin (%)</b>	20%	19%	1%
<b>Operating Margin (%)</b>	13%	12%	1%
<b>Net Profit after Tax (%)</b>	19%	33%	-14%
<b>EPS (NT\$)</b>	1.61	2.4	-33%
<b>NAVPS (NT\$)</b>	33.91	32.02	6%
<b>RoE (%)</b>	5%	8%	-4%
<b>RoA (%)</b>	4%	7%	-3%
<b>Current Ratio (%)</b>	184%	168%	16%
<b>Debt Ratio (%)</b>	17%	20%	-3%



# Sales Performance by Sector

Revenue					
Sector (NT\$ Bil.)	2024Q3	%	2024Q3	%	YOY%
RMC	3.784	64%	3.569	63%	6%
Cement	1.276	22%	1.249	22%	2%
Gypsum Board	0.792	13%	0.78	14%	2%
Other	0.021	1%	0.03	1%	-30%
<b>Total</b>	<b>5.873</b>	<b>100%</b>	<b>5.628</b>	<b>100%</b>	<b>4%</b>

Sales Volume			
Sector	2024Q3	2023Q3	YOY%
RMC('000 M <sup>3</sup> )	1,346.6	1,359.1	-1%
Cement ('000 T)	414.8	404.7	2%
Gypsum Board ('000 M <sup>2</sup> )	11,501.5	11,884.7	-3%

# 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 October 2024, the total volume to be supplied is **2.5 million M<sup>3</sup>**.
- In Hsinchu: aim at mega projects as TSMC Fabs, Hsinchu Di-Bao.
- In Taichung: aim at mega projects as projects in HSR Taichung Station Area and 7th & 14th Redevelopment Zone, TSMC Fabs, Taichung MRT.
- In Tainan, Kaohsiung, Pingtung: aim at projects as social housing projects, Southern Taiwan Science Park expansion project, TSMC Fabs, Kaohsiung MRT, Tainan MRT, Highway No. 7.
- Apply for “Carbon Footprint Labeling” and implement in response to the net zero carbon reduction policy.

Region	Vol.
Hsinchu	6%
Taichung	10%
Tainan	39%
Kaohsiung	36%
Pingtung	9%
<b>Total</b>	<b>100%</b>

Category	Residential	Industrial & Commercial	Civil Engineering	Infrastructure
Hsinchu	30%	56%	10%	4%
Taichung	71%	5%	3%	20%
Tainan	53%	21%	5%	21%
Kaohsiung	34%	38%	6%	22%
Pingtung	77%	6%	3%	14%

\*Volume to be supplied, October 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	35%
Industrial & Commercial	30%
Hotel	2%
Infrastructure	13%
Other	20%
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 Asia have expressed willingness to implement the system. In Taiwan, both operating rooms and geriatric wards are currently conducting tests. Multiple air mattress manufacturers in Taiwan 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. By measuring posture and determining the chance of getting out of bed, it provides early warnings to prevent patient falls. Many long-term care facilities in Taiwan have already adopted this system. We are also in contact with several European medical bed manufacturers and are currently sending samples for testing.
  
- JUNO product:
  - Suitable for mattress manufacturers or retailers with physical stores, JUNO can sense the pressure distribution between the human body and the mattress. This verifies whether JUNO can improve mattress quality and allow consumers to freely choose the most suitable mattress. Currently, a US manufacturer and distributor is interested in testing samples, and an exhibition is scheduled for 2025 Q1.
  
- Kartos product:
  - An industrial measurement device used to measure pressure uniformity. It can be applied to manufacturing processes in traditional industries, panel factories, semiconductor factories, etc., to improve production yield. It can also digitize data, visualize pressure distribution, and perform analysis, replacing traditional pressure-sensitive paper. We are actively sampling customized products with well-known Taiwanese semiconductor companies and expect multiple orders by Q2 2025.

# Outlook 2025

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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.
- This year, we were recognized by the Ministry of the Environment for outstanding achievements in green procurement. All gypsum board products were awarded Carbon Footprint Label by Ministry of Environment.
- Madou and Chiayi RMC plants will go into production in 2025, providing high-quality services to regional customers.



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**Q & A**