



上品綜合工業股份有限公司

ALLIED SUPREME CORP.

股票代碼：4770

Daiwa Investor Conference Hong Kong 2023

Nov. 9th ~10th 2023

*We are the company which can offer you
complete solution in Fluoropolymer*

<https://www.alliedsupreme.com/>

免責聲明

本簡報及同時發佈之預測性資訊，皆基於當前情況之預期以及對未來事件的預測，未來若有任何變更或調整時，本公司並不負責隨時提醒或更新。

預測性資訊依然受未知的風險、不確定因素以及其他因素之影響，故本公司未來實際所發生的營運結果、財務狀況，業務展望以及營運擴張，可能與預測性資訊有所差異。

簡報目錄 Contents



1. 公司介紹 (Company Profile)
2. 經營績效 (Operation Performance)
3. 交流問答 (Q & A)



01 公司介紹

關於上品



台灣

- 📍 集團總部 台北
- 📍 生產基地、研發中心 彰化
- 📍 營運據點 新竹
- 📍 營運據點 台南

中國

- 📍 生產基地、研發中心 嘉興

美國

- 📍 營運據點 內華達州
- 📍 營運據點 亞利桑那州



公司設立
1981年



實收資本額
796,970,000 NTD



上市時間
2021/12
股票代碼 4770



員工人數
集團 762 人
台灣 485 人



台灣生產基地、研發中心
/ 彰濱工業區 /

主要產品及產業概況



上游原料 Raw Material

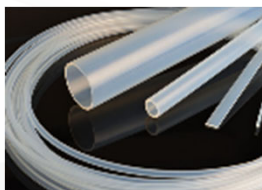
Fluoropolymer
Raw Material Provider



<https://www.alliedsupreme.com/>

上品集團生產產品 ASC Products

Semi-Finished
Products



Final Products



下游客戶 Customers

Customers

IC Industry
(半導體產業)

EL Chemical Industry
(電子化學品產業)

LCD Industry
(面板產業)

Petrochem
(化工產業)

主要產品分類



氟素樹脂材料

因應半導體及各產業所需的氟素樹脂 (PTFE、M-PTFE、PFA、PFA HP、PFA HP PLUS...等) 產品，上品研發並製作氟素樹脂內襯板材與焊接材料。

<https://www.alliedsupreme.com/>



氟素樹脂內襯

氟素樹脂內襯產品廣泛的應用於半導體設備、生化科技、製藥和精密化學工業等高純度要求的桶槽、槽車和所有藥液接觸的容器，以及客製化的熱交換器、溢流槽、治具等。



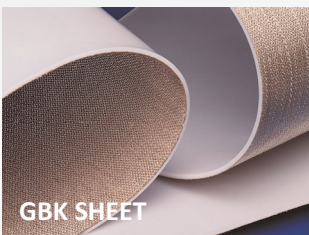
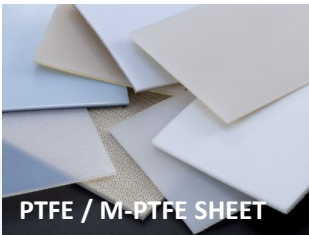
氟素工程

因應半導體及各產業所需，上品提供流體力學計算、高純化學品設備系統之設計規劃、製造及安裝一套完整的服務

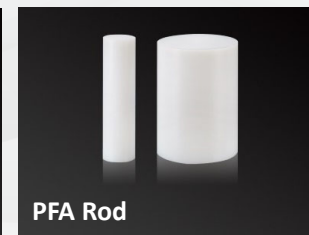
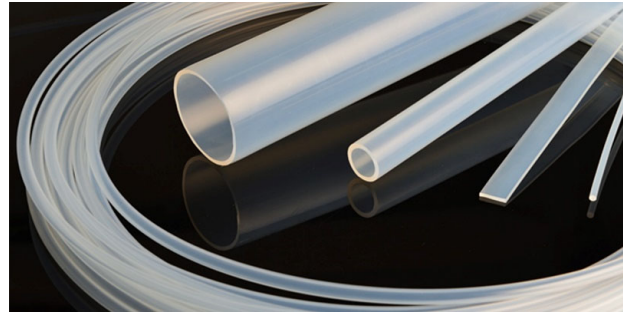
主要產品 / 氟素樹脂材料



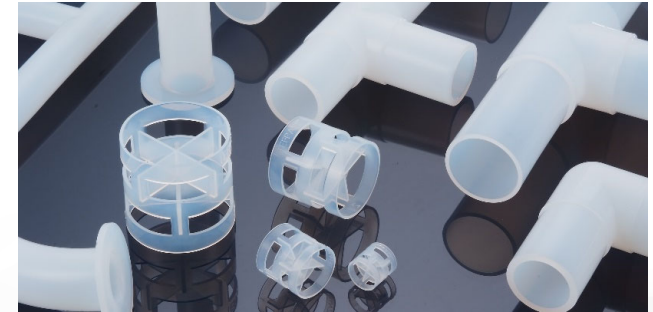
內襯板材與素板



內襯直管用管材



客製化射出件



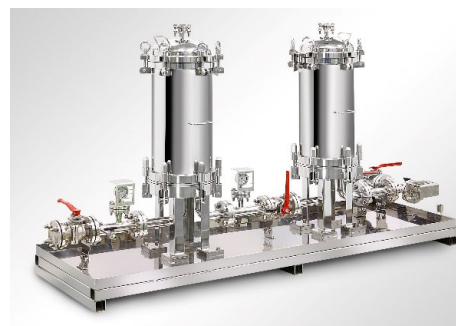
主要產品 / 氟素樹脂內襯



槽車



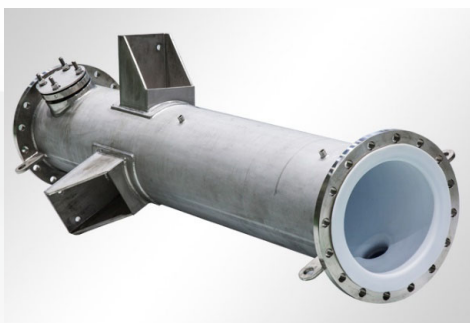
TEFPASS® 內襯管



過濾器



TEFPASS® 蛇管



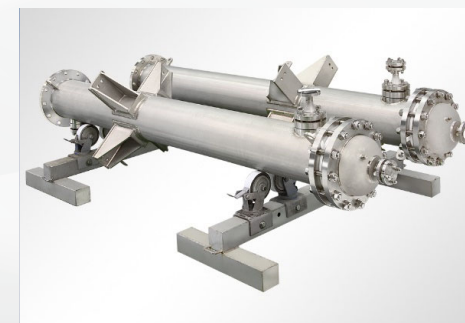
TEFPASS® 塔節



閥件



內襯桶槽/設備



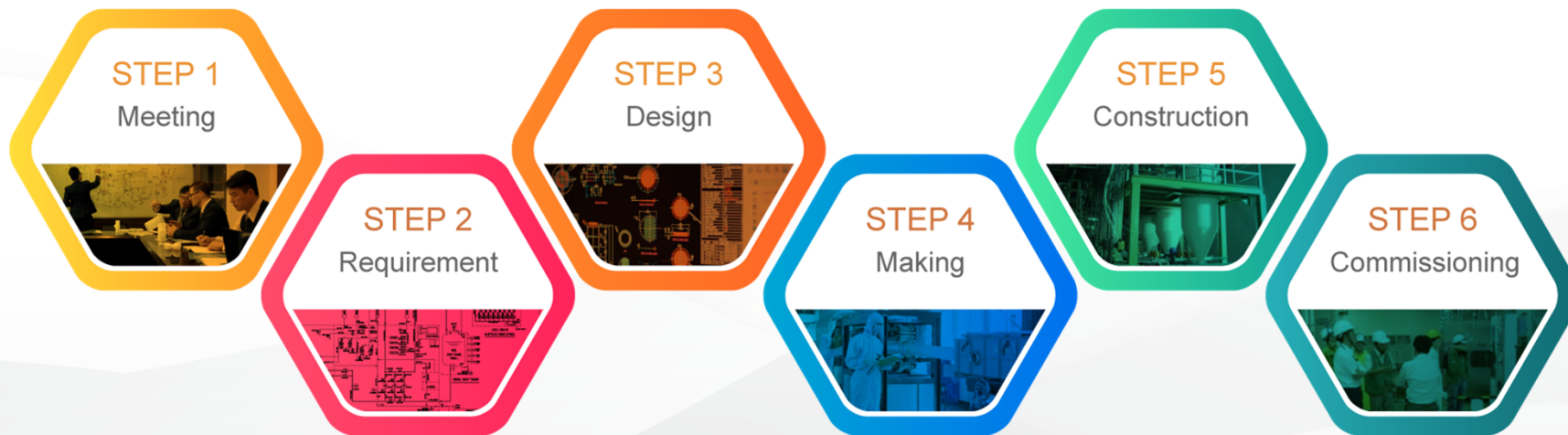
熱交換器

主要產品 / 氟素樹脂工程



For EL Grade Chemical CCB & Filling Station

We offer total solution fluoropolymer engineering for EL grade chemical provider and semiconductor industries.



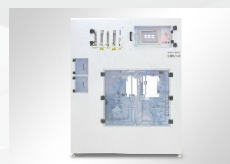
CCB



Filling Station



Double drum unit



SUPPLY UNIT



FILTER UNIT



MaxFlow



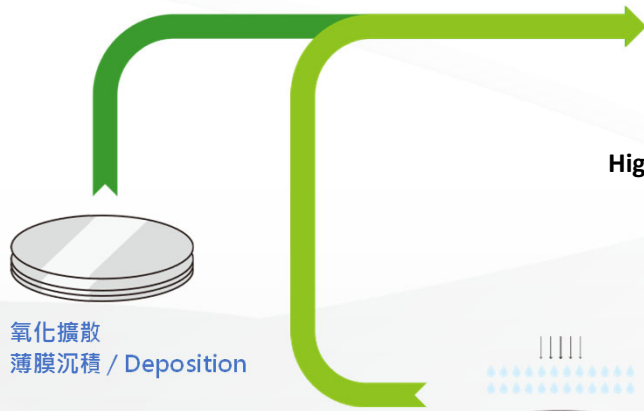
PASS BOX



VMB

上品設備的重要性

高純電子化學品為半導體製程良率的關鍵，
TEFPASS®為高純化學品品質維穩的成功所在



High Purity Chemical

Stable quality of IC chips

High Yield Rate

Green & circular economy

清洗 / Wet cleaning

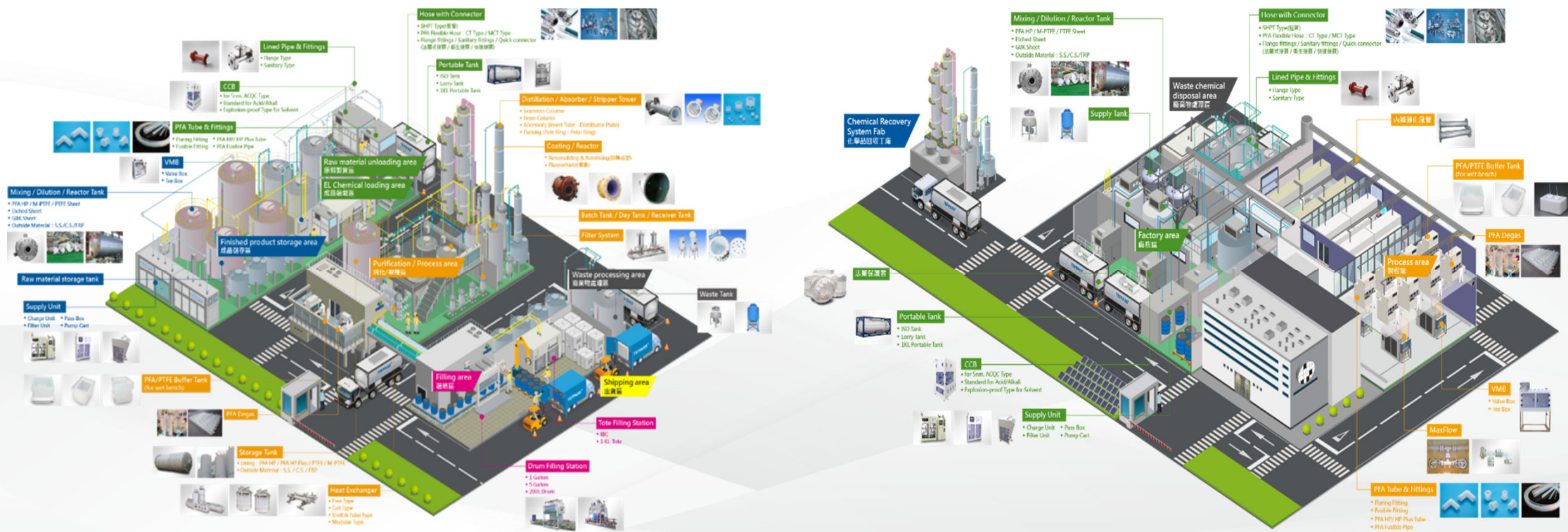
- H2O2雙氧水 + NH4OH氨水 + H2O (APM)
- H2O2雙氧水 + HCL鹽酸 + H2O (HPM)
- H2O2雙氧水 + H2SO4硫酸 + H2O (SPM)
- HF氫氟酸 + H2O (DHF)
- NH4OH氨水 + HF氫氟酸 + H2O (BHF)
- NH4F + HF氫氟酸(BOE/BHF)
- H3PO4磷酸, IPA異丙醇

蝕刻/去光阻 / Etching

- HF氫氟酸, H2SO4硫酸,
- H3PO4磷酸,
- Stripper剝離液, BOE,
- Al- Etching, Cu-Etching,
- Thinner光阻稀釋液
(PGMEA, PGME)



產品應用場景-從“電子化學品製造商”至“半導體晶圓廠”



核心競爭優勢



產品線	上品	同業
氟原料	X	X
氟半成品材料生產	V	X
氟內襯設備加工	V	V
工程服務	V	X



可為全球電子化學品之生產廠商及半導體客戶之在地化提供關鍵設備

高值化ESG產品



上品為減少浪費及降低塑料桶廢棄物產生而努力

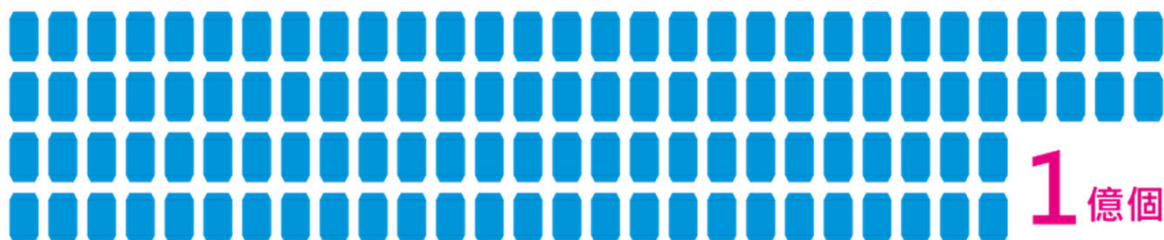
200L PE桶



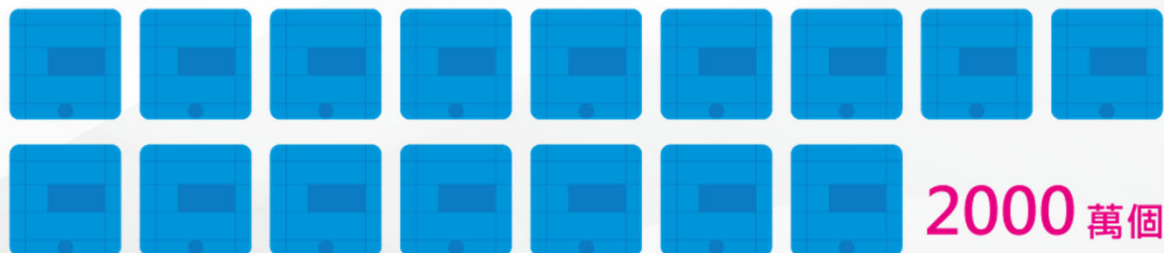
1000L PE桶



200L PE桶, 10年產生的廢棄物 :



1000L PE桶, 10年產生的廢棄物 :



TEFPASS®Sheet/GBK Lined ISO-TANK, 10年產生的廢棄物 :



02

經營績效



Consolidated Income Statement 綜合損益表



In NT\$ thousands

(In NT\$ thousands)	End of Sep, 23	End of Sep, 22	YoY	3Q23	2Q23	QoQ
Net sales	4,403,897	4,507,418	-2%	1,234,905	1,464,950	-16%
Gross profit	2,008,748	2,001,628	0%	573,912	645,562	-11%
Operating exp.	481,350	468,075	3%	165,474	161,462	2%
Operating profit	1,527,398	1,533,553	0%	408,438	484,100	-16%
Non-ope items	76,274	50,591	51%	49,408	9,461	422%
Pre-tax profit	1,603,672	1,584,144	1%	457,846	493,561	-7%
Tax exp.	306,352	313,486	-2%	74,384	117,920	-37%
Net profit	1,297,320	1,270,658	2%	383,462	375,641	2%
EPS	16.38	16.15	0.23	4.82	4.75	0.07
Margins %	End of Sep, 23	End of Sep, 22	YoY	3Q23	2Q23	QoQ
Gross profit	45.6%	44.4%	1.2%	46.5%	44.1%	2.4%
Ope exp.	10.9%	10.4%	0.5%	13.4%	11.0%	2.4%
Ope profit	34.7%	34.0%	0.7%	33.1%	33.0%	0.0%
Pre-tax profit	36.4%	35.1%	1.3%	37.1%	33.7%	3.4%
Tax exp.	7.0%	7.0%	0.0%	6.0%	8.0%	-2.0%
Net Profit	29.5%	28.2%	1.3%	31.1%	25.6%	5.4%

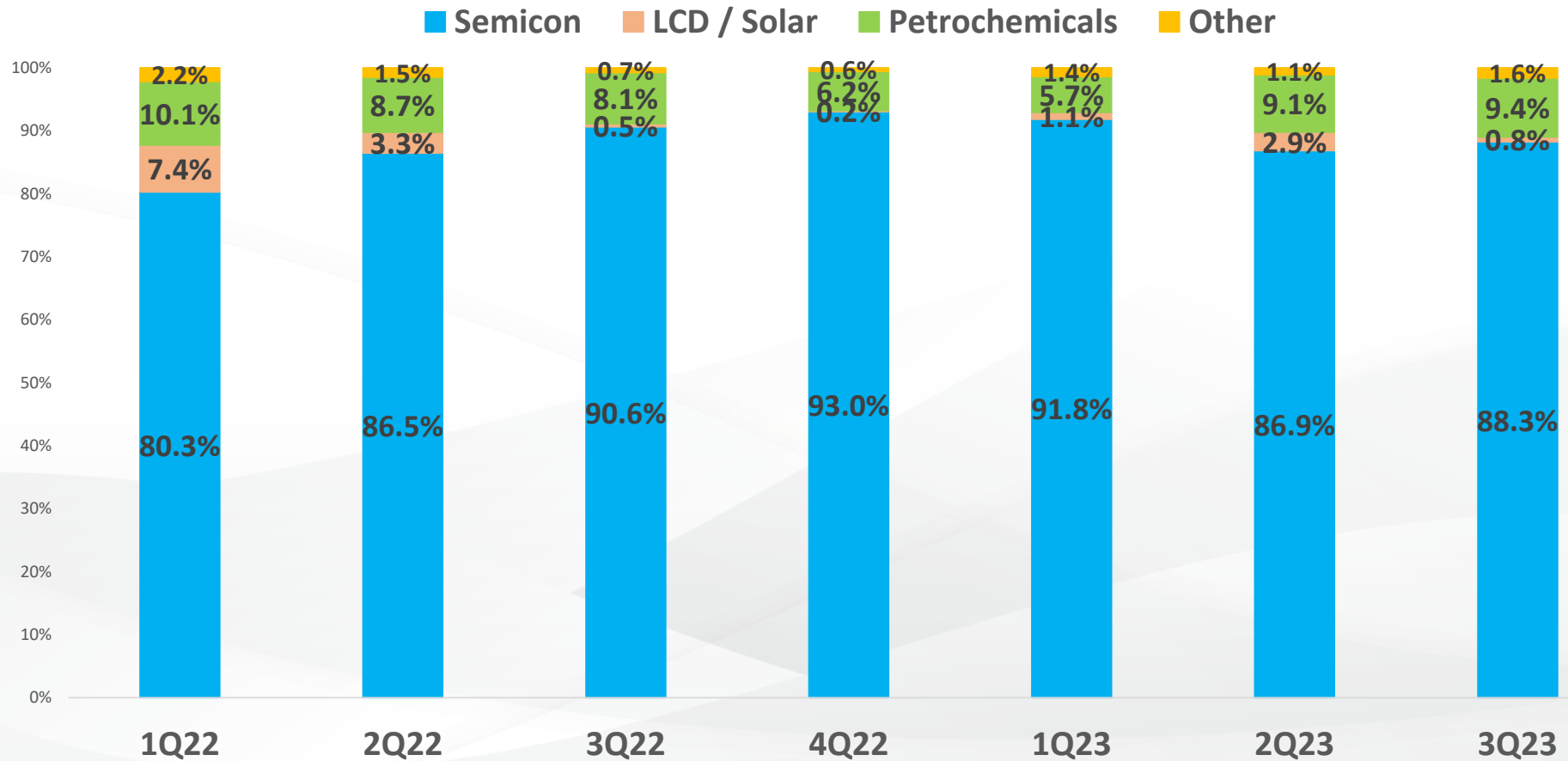
Consolidated Balance Sheet 資產負債表



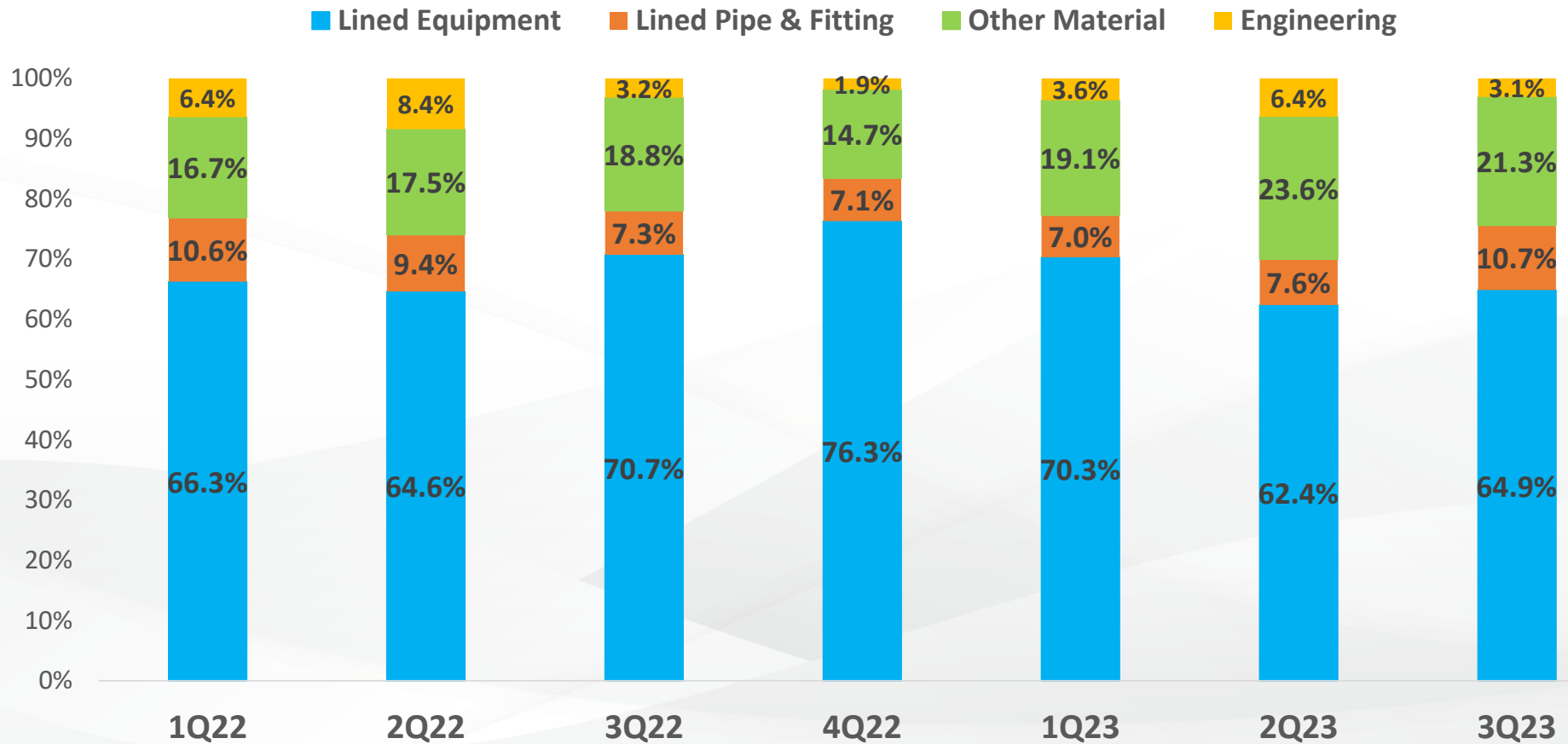
In NT\$ thousands

Balance Sheet Items (In NT\$ thousands)	3Q23		2Q23		1Q23		FY2022	
	Amount	%	Amount	%	Amount	%	Amount	%
Cash & cash equivalent	2,715,075	28.0%	2,634,657	28.4%	3,587,418	34.7%	3,365,150	35.3%
FA measured at amortized cost	64,540	0.7%	-	0.0%	127,975	1.2%	-	0.0%
Notes & trade receivables	2,170,625	22.4%	2,112,433	22.8%	2,145,369	20.8%	1,733,842	18.2%
Inventories	2,339,841	24.1%	2,182,809	23.5%	2,082,775	20.2%	2,037,463	21.4%
Other current financial assets	370,189	3.8%	355,492	3.8%	345,772	3.3%	403,237	4.2%
Other current assets	154,084	1.6%	130,131	1.4%	144,525	1.4%	124,155	1.3%
Total current assets	7,821,032	80.6%	7,417,523	79.9%	8,445,654	81.8%	7,666,974	80.5%
Net PP&E	1,746,518	18.0%	1,726,554	18.6%	1,726,511	16.7%	1,705,680	17.9%
Rights-of-use assets	66,870	0.7%	68,102	0.7%	71,560	0.7%	74,567	0.8%
Deferred tax assets	40,465	0.4%	43,635	0.5%	42,032	0.4%	42,210	0.4%
Other non-current assets	20,505	0.2%	23,035	0.2%	32,781	0.3%	27,609	0.3%
Total non-current assets	1,881,931	19.4%	1,867,727	20.1%	1,884,166	18.2%	1,861,882	19.5%
Total assets	9,702,963	100.0%	9,285,250	100.0%	10,329,820	100.0%	9,528,856	100.0%
Trade payables	564,642	5.8%	584,969	6.3%	598,011	5.8%	552,050	5.8%
Other payables	469,261	4.8%	423,080	4.6%	1,516,634	14.7%	542,792	5.7%
Contract liabilities	818,509	8.4%	757,239	8.2%	823,654	8.0%	849,341	8.9%
Total current liabilities	2,039,520	21.0%	2,079,590	22.4%	3,406,644	33.0%	2,325,396	24.4%
Long-term debts	448,682	4.6%	469,254	5.1%	489,826	4.7%	371,038	3.9%
Non-current tax liabilities	93,728	1.0%	90,016	1.0%	89,535	0.9%	87,707	0.9%
Total non-current liabilities	551,731	5.7%	570,438	6.1%	591,621	5.7%	473,243	5.0%
Total Liabilities	2,591,251	26.7%	2,650,028	28.5%	3,998,265	38.7%	2,798,639	29.4%
Total Equities	7,111,712	73.3%	6,635,222	71.5%	6,331,555	61.3%	6,730,217	70.6%
A/R Turnover Days	121		111		104		82	
Inventory Turnover Days	250		222		206		185	
Current Ratio	383.47%		356.68%		247.92%		329.71%	
Debt Ratio	26.71%		28.54%		38.71%		29.37%	
ROA	17.99%		19.43%		21.68%		20.09%	
ROE	24.99%		27.35%		32.96%		28.96%	

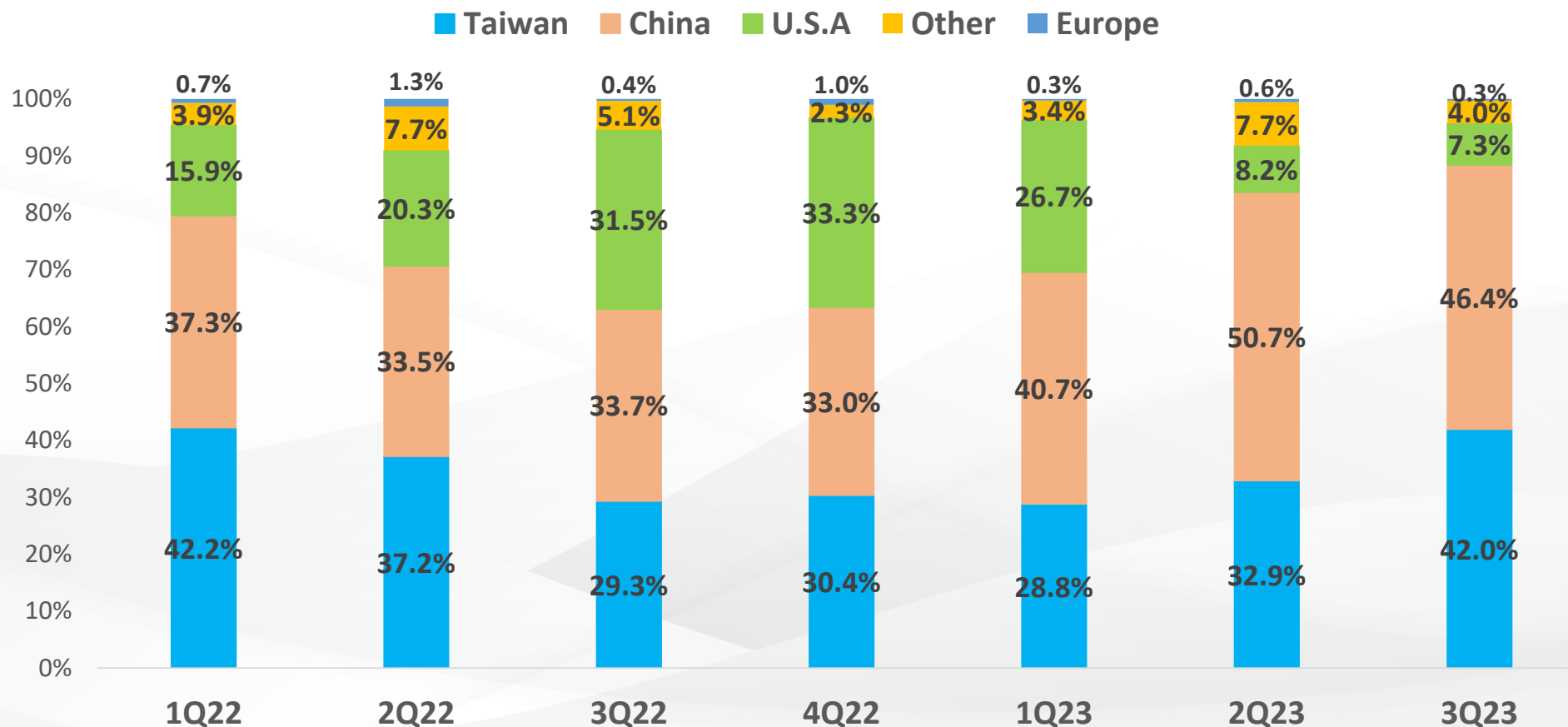
2023 Sales revenue % by Industries (産業別)



2023 Sales revenue % by Products (產品別)



2023 Sales revenue % by Customer's Location (地區別)





03

Q & A



Thank you

TEFPASS@alliedsupreme.com

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