



SEA & LAND INTEGRATED CORP.

陸海股份有限公司

113年法人說明會簡報

2024 Investor Conference



**股票代號
Stock code 5603**

www.sea-land.com.tw

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公司簡介 Company Profile

- 公司名稱 : 陸海股份有限公司
Sea and Land Integrated Corporation
- 設立時間 : 1973年創立於台灣台北
1973, Established in Taipei, Taiwan
- 上櫃日期 : 1997年1月25日
January 25, 1997
- 實收資本額 : 新台幣10.48億元
NTD 1.048 Billion
- 員工人數 : 約280人
Around 280 people



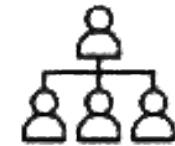
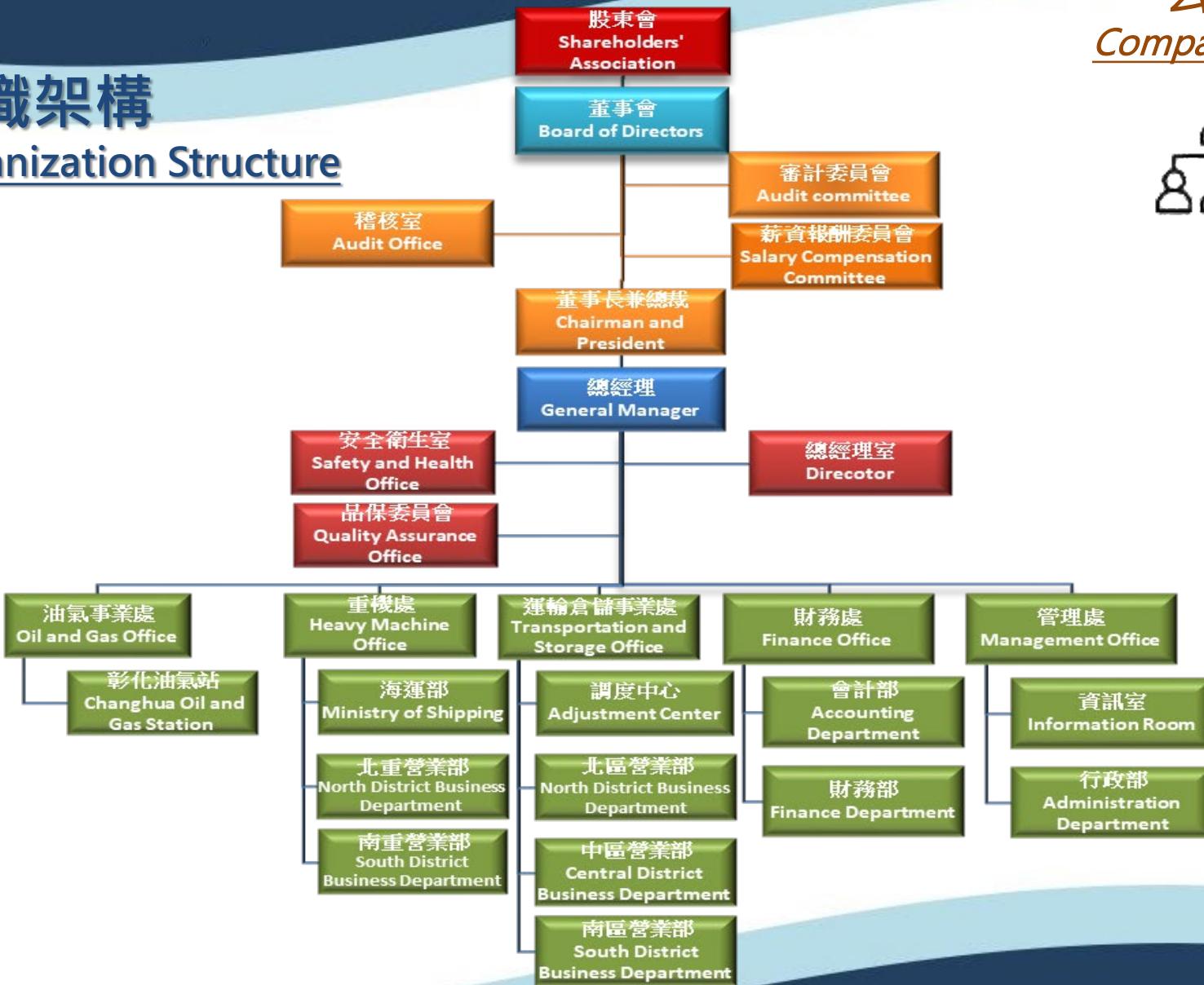


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組織架構

Organization Structure





營業據點 Office Locations

- 貨櫃內陸運輸
Container Inland Haulage Service

北區-基隆市七堵區

North - Keelung City, Qidu

中區-台中市梧棲區

Central - Taichung City, Wuqi

南區-高雄市小港區

South - Kaohsiung City, Xiaogang

- 油氣事業 LPG Business

彰化縣 Changhua

- 總公司 Head Office
新北市汐止區 New Taipei City, Xizhi

- 重機件運輸及吊裝
Heavylift Haulage & Erection

北區-新北市汐止區
New Taipei City, Xizhi

海運-高雄市小港區
Coastal Service - Kaohsiung City, Xiaoguang

南區-高雄市小港區
South Dist. - Kaohsiung City, Xiaoguang





營業概況 Operational Overview

主要營業項目 Business Scope

- 貨櫃內陸運輸
Container Inland Haulage Service
- 重機件運輸及吊裝起重
Heavylift Haulage & Erection Service





貨櫃內陸運輸業務介紹

Description of Container Inland Haulage Service

主要業務內容為：中大型航商的船邊作業及跨區轉運作業，
(CY)貨主進出口貨櫃的內陸運輸。

Our services: Cross-regional transfer activities for shipping entities and dockside operation. Inland transportation of import and export containers for CY cargo proprietors.

公司在台灣北、中、南皆設有營業據點，CY業務由各區直接服務；
跨區的短、中、長途轉運，則由專責部門統一洽商及運輸調度。

We have office in northern, central, and southern Taiwan. Each office directly services CY operations. Transshipments are coordinated by our central office.



重機件運輸及吊裝起重業務介紹

Description of **Heavylift Haulage & Erection Service**

重機件指的是「超長、超寬、超高、超重」特殊規格的貨物，
例如：各式槽體、電廠發電機組、鐵道車廂、風力發電機相關組件等。
此類貨物的運輸與吊裝，需高度的專業，服務內容從專案開始前的
路線及場地的調查、運輸方式的規劃、相關許可的申請，
運輸前道路的補強或臨時碼頭的建置、報關及臨時存放處所的安排等。

The heavy cargos we targeted include various tanks, power plant generator units, railway carriages, and wind turbine-related parts etc.
Our services span pre-project route survey and site evaluations, logistics planning, obtaining transportation permits, reinforcing roads, setting up temporary dock infrastructures, and coordinating temporary storage solutions.



海運照片 Maritime photos





海運照片 Maritime photos (cont.)



大潭長榮發電機出口 三菱，長榮物流



IHI 卸煤機駁運





軌道車廂類 Photos



大型桶槽類 Photos

台塑重工桶槽運輸



業界創舉



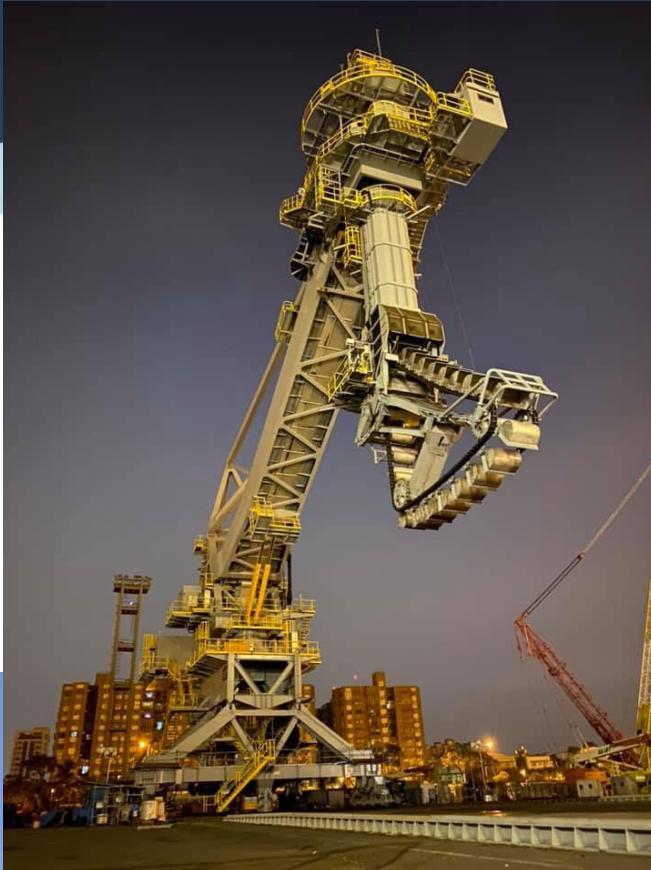
台塑南亞 洗滌槽 (105m ID8.5m 重1740噸)



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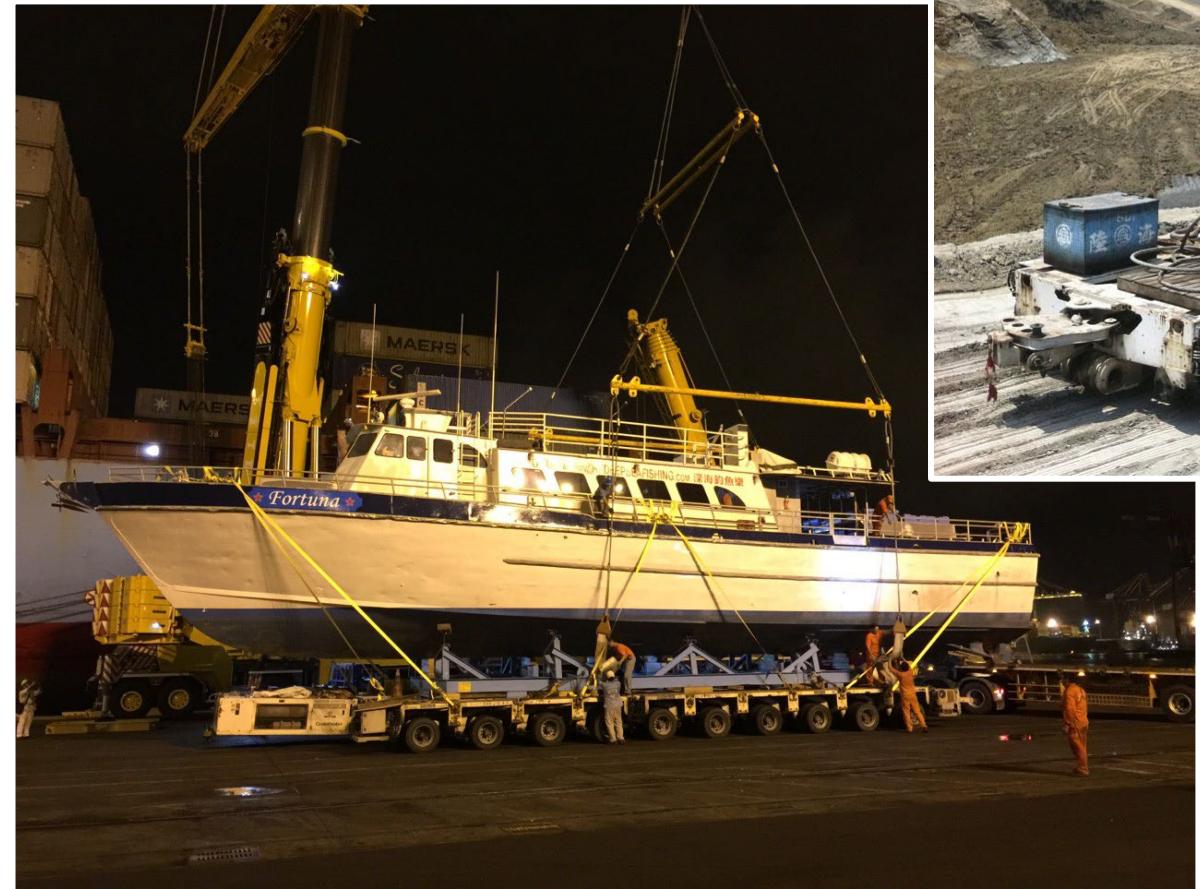
特殊機件類

Photos



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其他特殊類 Photos



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貨櫃內陸運輸業務現況

Current Container Inland Haulage Service

台灣進出口貨櫃量，於新冠疫情期间波動甚鉅，2023上半年大致已回到疫情前較正常的水準。然而因諸多不利因素仍持續影響中，如：庫存去化、區域戰爭、中美貿易戰、地緣政治、通貨膨脹等。致2023下半年起，貨櫃量開始下滑，持續至今年上半年，內部資料顯示，今年上半年與去年同期比較，有部份航商的櫃量減少幅度達2位數。

前述海運貨櫃量的減少，直接連動到貨櫃內陸運輸業，致貨櫃部營收下滑。貨櫃量的減少，更直接挑起運輸同業的削價競爭，致大幅侵蝕貨櫃部門的獲利。

During the COVID-19, Taiwan's import and export container volumes fluctuated significantly. However, by the first half of 2023, they had mostly returned to previous normal levels. Unfortunately, starting in the second half of 2023, a combination of various unfavorable factors caused container volumes to decline once again, a trend that has continued into the first half of 2024.

This decline in shipping container volumes has had a direct impact on the inland container transportation industry, resulting in lower revenue for our container division. Moreover, intensified price-cutting competition among transportation companies, significantly eroding profits in the container division.



重機件運輸及吊裝起重業務現況

Current Heavylift Haulage & Erection Service

國內近年的公共建設，重機事業處皆積極參與，今年上半年已參與執行的工作，包括：

- 台電及民營多個電廠機組的汰舊換新計畫
- 中油天然氣接收站的建設
- 捷運輕軌擴建
- 石化產業的設備減碳計畫等重大工程

其主要運送的重型貨物，包含四組大型發電機組、30件超過200噸的重型設備的運送。

在沿海船舶運輸方面，已執行達20航次，其中中油LNG接收站超大模組(每件皆逾200噸)共18件，且尚有後續的航次任務將繼續執行。

重機處上半年收入及獲利與去年同期比，皆有2位數的成長。



重機件運輸及吊裝起重業務現況

Current Heavylift Haulage & Erection Service

In the first half of this year, we participated projects including the replacement of power generation units for Taipower and private power plants, the construction of LNG receiving station, the expansion of MRT light rail systems etc. We have successfully transported 4 large generator sets and 30 pieces of heavy equipment, each exceeding 200 tons.

In coastal ship transportation, we have completed 20 voyages, including the successful delivery of 18 ultra-large modules to LNG receiving station. Revenue and profits from the Heavy Machinery Division in the first half of this year have grown by double digits compared to the same period last year.

三鶯線捷運車廂

New



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天然氣接收站工程

New



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電廠設備運輸

New



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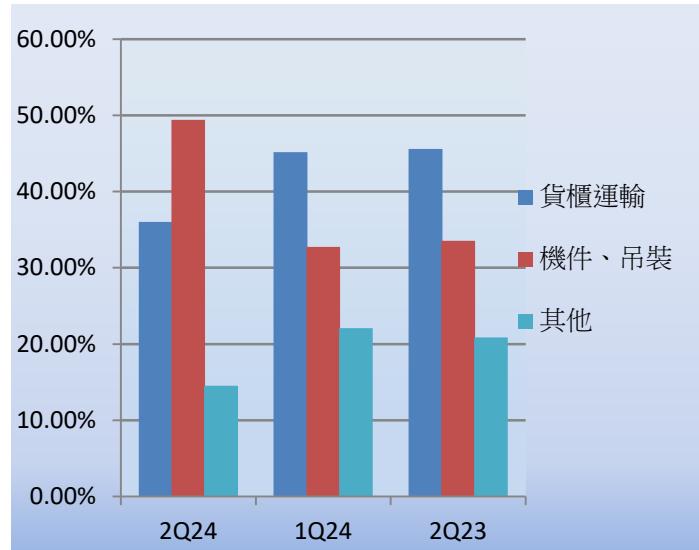


財務績效-營業項目收入占比

Financial Performance-Operating Profit Margin

財務績效-營業項目收入占比

項目 Items	單位：千元					
	2Q24	%	1Q24	%	2Q23	%
貨櫃運輸 Container Transportation	204,594	36.03%	181,656	45.16%	218,005	45.58%
機件、吊裝 Lifting & Crane Operation	280,647	49.43%	131,677	32.73%	160,495	33.56%
其他 Others	82,568	14.54%	88,920	22.11%	99,792	20.86%
合計 Total	567,809	100.00%	402,253	100.00%	478,292	100.00%





財務績效-合併綜合損益表 Financial Performance

單位：千元

項目 Items	2Q24	1Q24	2Q23	QoQ	YoY
營業收入 Operating revenue	567,809	402,253	478,292	41.16%	18.72%
營業毛利 Gross profit	105,687	48,400	87,677	118.36%	20.54%
營業費用 Operating expenses	46,768	44,820	45,800	4.35%	2.11%
營業利益 Operating profits	58,919	3,580	41,877	1545.78%	40.70%
營業外收入及支出 Non-operating income and expenditure	45,744	33,824	31,134	35.24%	46.93%
稅前淨利 Net profit before tax	104,663	37,404	73,011	179.82%	43.35%
所得稅費用 Income tax expense	11,193	1,324	7,930	745.39%	41.15%
歸屬母公司之淨利 Unappropriated retained earnings	93,569	36,579	64,684	155.80%	44.66%
每股盈餘 Earnings per share	0.89	0.35	0.62		





財務績效-資產負債表 Financial Balance Sheet

項目 Items	2024 Q2	2024 Q1	2023 Q2
資產總額 Total assets	3,088,772	2,822,896	2,814,470
流動資產 Current assets	896,428	687,735	760,103
不動產、廠房及設備 Property, plant and equipment, net	1,440,940	1,427,430	1,449,546
其他資產 Other non-current assets	751,404	707,731	604,821
負債總額 Total liabilities	1,166,701	870,239	1,020,189
流動負債 Current liabilities	901,122	587,114	752,366
非流動負債 Non-current liabilities	265,579	283,125	267,823
權益總額 Total equity	1,922,071	1,952,657	1,794,281
歸屬母公司權益 Equity attributable to owners of the parent	1,849,077	1,879,564	1,725,471
非控制權益 Non-controlling interest	72,994	73,093	68,810





每股盈餘及股利政策

Earnings per share and dividend policy

項目 Items	2019	2020	2021	2022	2023
每股盈餘 Earnings per share	-0.15	1.42	9.2	1.89	1.93
現金股利 Cash Dividend	0	1	4	1	1.2
股票股利 Stock Dividend	0	0.3	3	0	0



貨櫃內陸運輸 Container Inland Haulage Service

有關需求面，進出口貨櫃量下滑到一定程度後，會有基本的剛性需求支撐，多數航商皆認為目前已到谷底，再下滑的機率不高，且應會開始復甦。今年下半年開始，對於前述的看法，公司貨櫃部已實際感受到貨櫃量上升的熱度，故公司對未來需求面是樂觀的。之於供給面，運輸同業短視的削價競爭，終將考驗其永續經營的能力，尤其是將難以吸引到人才，其缺工將造成運力下降。而勞動力的稀缺將越來越嚴峻，故整體運力的供給，必將自然的減少，此對公司長期是有利的。而我們一直在做的是，客戶關係的維持、吸引優秀人才、制度與IT的優化、同業關係與適當委外比例的維持等，我們將持續努力，讓公司朝向更優質的永續發展。



貨櫃內陸運輸 Container Inland Haulage Service

On the demand side, there are basic demand support on import and export container volumes. Most shipping companies believe the market has now hit its bottom, with recovery expected to begin in the second half of this year. We think so too.

On the supply side, the unsustainable price-cutting competition among transportation companies will eventually challenge their long-term viability, particularly with difficulty attracting talent, which will result in reduced transportation capacity. Labor shortages are expected to worsen, naturally reducing overall transportation capacity, which will be beneficial to the company in the long run.

Our ongoing efforts focus on maintaining customer relationships, attracting top talent, optimizing systems and IT infrastructure, and maintaining appropriate levels of outsourcing. We are committed to ensuring the company continues to develop sustainably and with high quality.



重機件運輸及吊裝起重 Heavylift Haulage & Erection Service

國內近年公共建設持續推動，其中需大型貨物運送的建設，包括

台電及民營電廠發電機組持續的擴建與更新、LNG接收站的建設、
高鐵左營延伸線的拓展、高鐵新世代列車車廂(N700S)引進的運輸、
捷運持續擴建計劃的車廂運輸
石化產業大型設備運輸等重大工程。

我們不僅主動參與各項前期的調研和規劃，持續保持與業主的密切溝通，
進行全面的資料評估並提供即時建議，以確保能夠獲得最佳的標案機會。

為了提升市場競爭力和佔有率，我們有效整合了市場資源和專業執行能力，
致力於為業主提供最佳的服務方案。

我們將繼續以卓越的專業能力和服務品質，推動公司業務的成長和發展。



重機件運輸及吊裝起重 Heavylift Haulage & Erection Service

Public infrastructure development has continued to progress in recent years, with ongoing large-scale projects requiring the transportation of heavy cargo. These include the expansion and upgrading of generating units for Taipower and private power plants, the construction of LNG receiving stations, the extension of the Zuoying THSRC, the import of new-generation train carriages (N700S), MRT expansion projects, and the transportation of large equipment for the petrochemical industry.

We will proactively secure these opportunities. Our commitment to excellence in professional capability and service quality will continue to drive the stable growth and development of our business.

多角化經營

Diversified Operations

油氣的銷售與再生能源的售電收入，相當穩定，我們將繼續維持。

Sales of oil and LPG, and renewable energy power remain stable. we are committed to maintaining this consistency.

洋酒進口代理的銷售，因自有品牌已建立口碑並有完善的銷售通路。

Sales of wine import agents continue to perform well due to the established reputation of our brands and comprehensive sales channels.

而出租不動產方面，因多屬長期的租戶，故收益也都相當穩定。

Our real estate leasing operations also provide steady income, as most of our tenants are long-term.

ESG與淨零碳排 ESG and Net-Zero Carbon Emissions

淨零碳排 對我們而言，不是口號，而是一直在做的事，包含每年持續引進最新環保標準的車款、投資新能源相關產業、風電產業相關工作、電廠低碳機組更新及相關設施興建，我們也都積極參與。

碳盤查，已進行第二年，今年已將**範疇3**納入盤查範圍，並已取得**會計師**確信及**DNV**國際查驗證書，下半年將啟動減碳計畫。

ESG 對於永續經營，有來自上游客戶對供應鏈的期望、台灣政府機關的推動、往來銀行的重視，讓我們將更積極推動永續經營。已自發性較主管機關法定時間前前提前啟動，預計今年底前完成，公司網頁改版及永續報告書編制。2025年上半年取得2024永續報告書之確信。

ESG與淨零碳排

ESG and Net-Zero Carbon Emissions

Net-zero carbon emissions: It's not just a slogan for us but a continuous practice. We have consistently purchased environmentally friendly vehicle models each year, invested in new energy related, and actively participated in wind power projects, as well as low-carbon upgrades to power plant units and related infrastructure construction.

This year marks the second year of our carbon inventory efforts, with Scope 3 included in the assessment. We have successfully obtained DNV certification and accountant assurance.

ESG: We have also voluntarily initiated sustainable management practices ahead of regulatory deadlines, with plans to complete sustainability report and a website update by the end of this year, and to obtain certification for our 2024 sustainability report in the first half of 2025.

With increasing expectations from customers, the promotion of Taiwan government, and attention from our banking partners, we are further intensifying our commitment to sustainable operations.



Thank you



SEA & LAND INTEGRATED CORP.

陸海股份有限公司