

# GRAND PACIFIC PETROCHEMICAL CORPORATION



## Investor Conference



113.06.18

# Agenda

- 1 Company Profile Director Hsiu-tsan Lo
- 2 Industry Overview and Prospect Director Hsiu-tsan Lo
- 3 Financial Reports Director Mei-yiu Shen
- 4 Construction Status of Quanzhou Grand Pacific Chemical Co., Ltd. President Chia-hsiung Tseng
- 5 Q&A President Chia-hsiung Tseng

# Disclaimer

The forward-looking statements contained in this presentation are subject to risks and uncertainties and actual results may differ materially from those expressed or implied in these forward-looking statements.

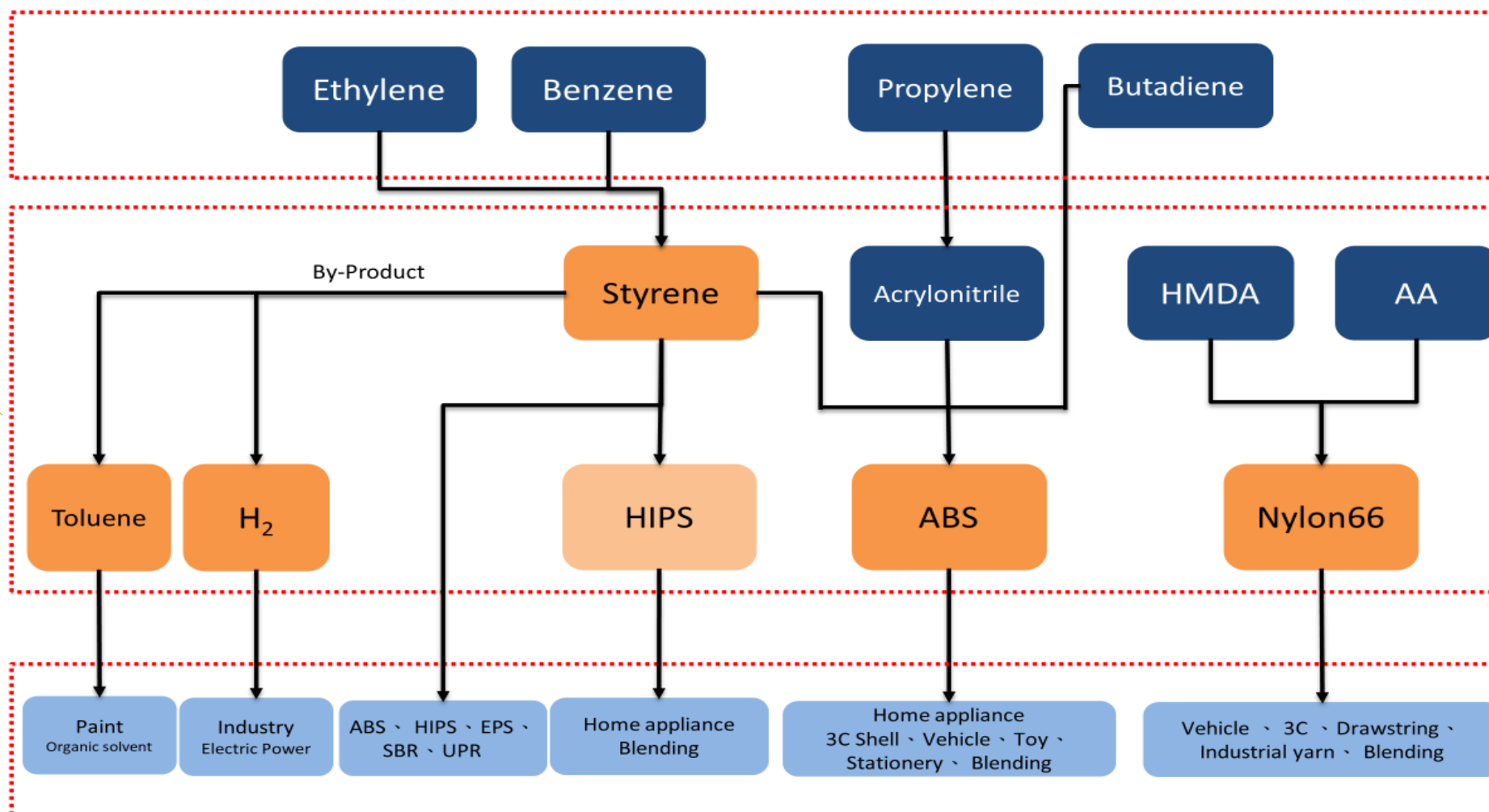
Grand Pacific Petrochemical Corporation makes no representation or warranty as to the accuracy or completeness of these forward-looking statements and nor does Grand Pacific Petrochemical Corporation undertake any obligation to update any forward-looking statements, whether as a result of new information or future events.

# 1. Company Profile

|             |                           |
|-------------|---------------------------|
| Established | 1973                      |
| Capital     | NT 11.27 billion          |
| Revenue     | NT 3.255 billion (2024Q1) |
| Employee    | 370 (2024Q1)              |

## 2. Industry Overview and Prospect

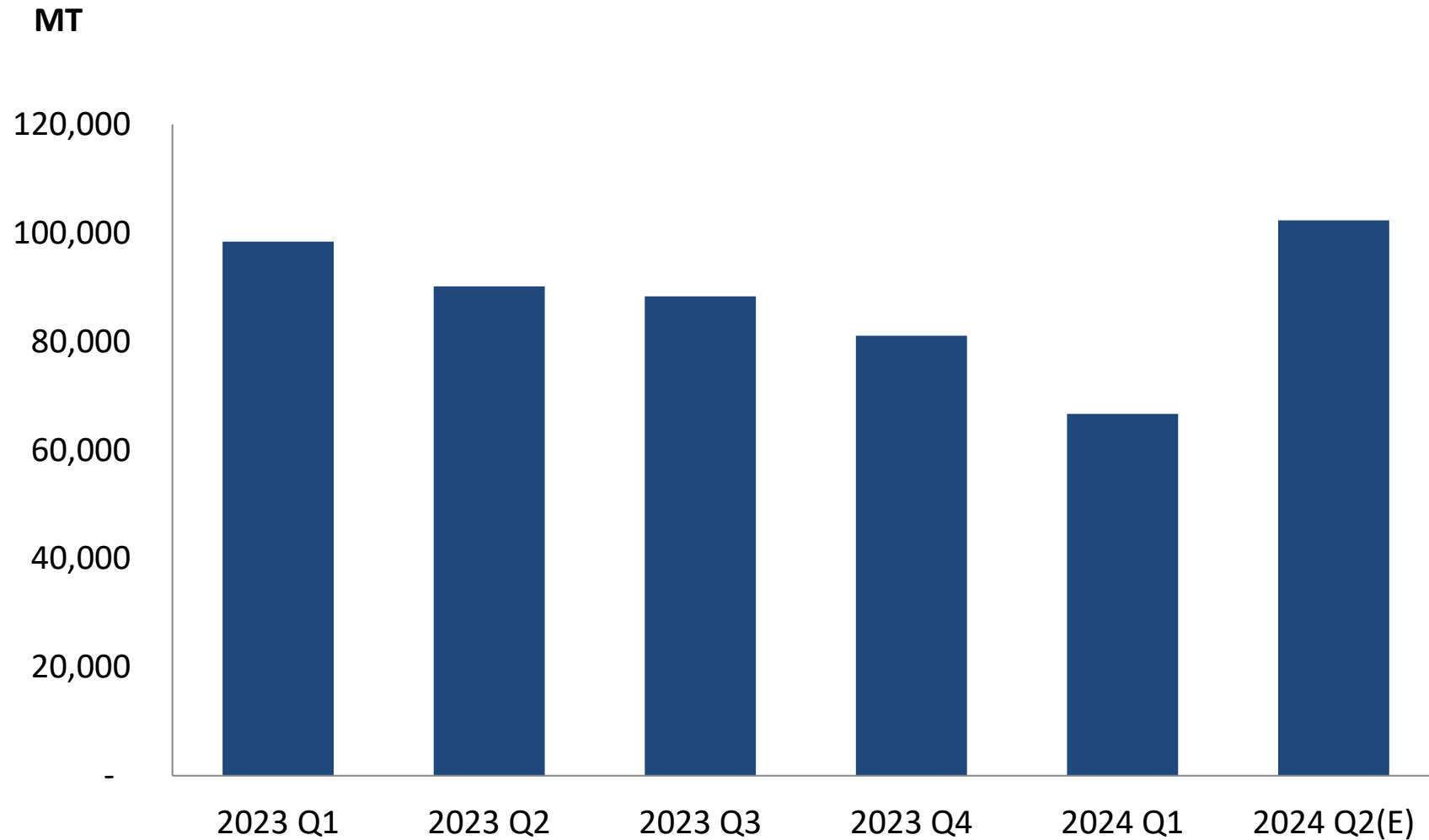
### ◆ Upstream feedstocks and downstream applications



# ◆ Most frequently mentioned impacts on industries

- Geopolitics sustained, and more than ever, has a deepening impact on the global economy.
- With protectionism on the rise, the need to reduce risks and increase resilience, supply chains are facing restructuring and adjustment.
- Anti-dumping duties (ADD) and logistics constraints have increased trade barriers.
- High interest rates affect investment and consumer confidence. The European Union and Canada have started to cut interest rates. When will the FED start to reduce the rate is concerned.
- The rapid expansion of China's production capacity has led to oversupply , a sharp drop in production profits or even losses, and the rationalization of the industry.
- Under the impact of the AI wave, circular economy and net-zero carbon emissions, how the industry will develop and respond in the future.

## ◆ GPPC sales volume(MT)

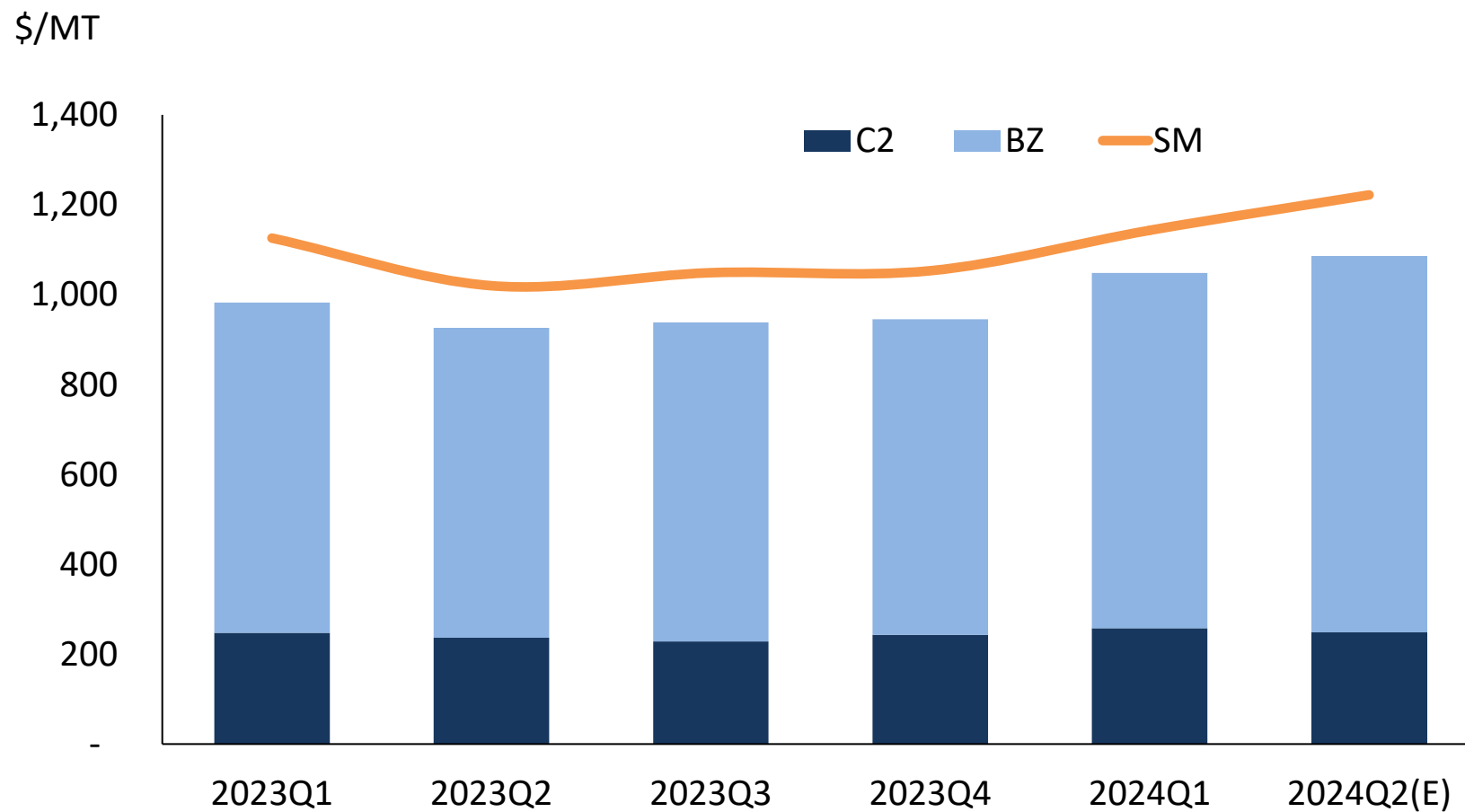


2. Industry Overview and Prospect

# ◆ SM expansion vs rationalization

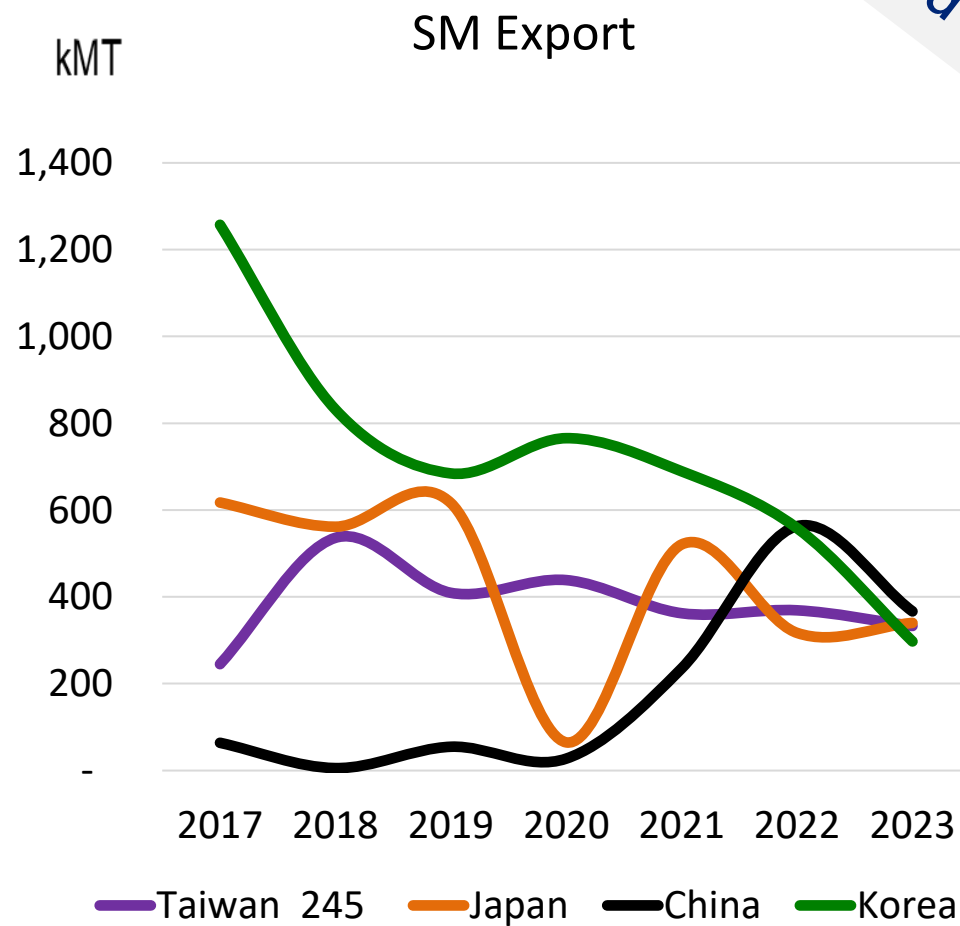
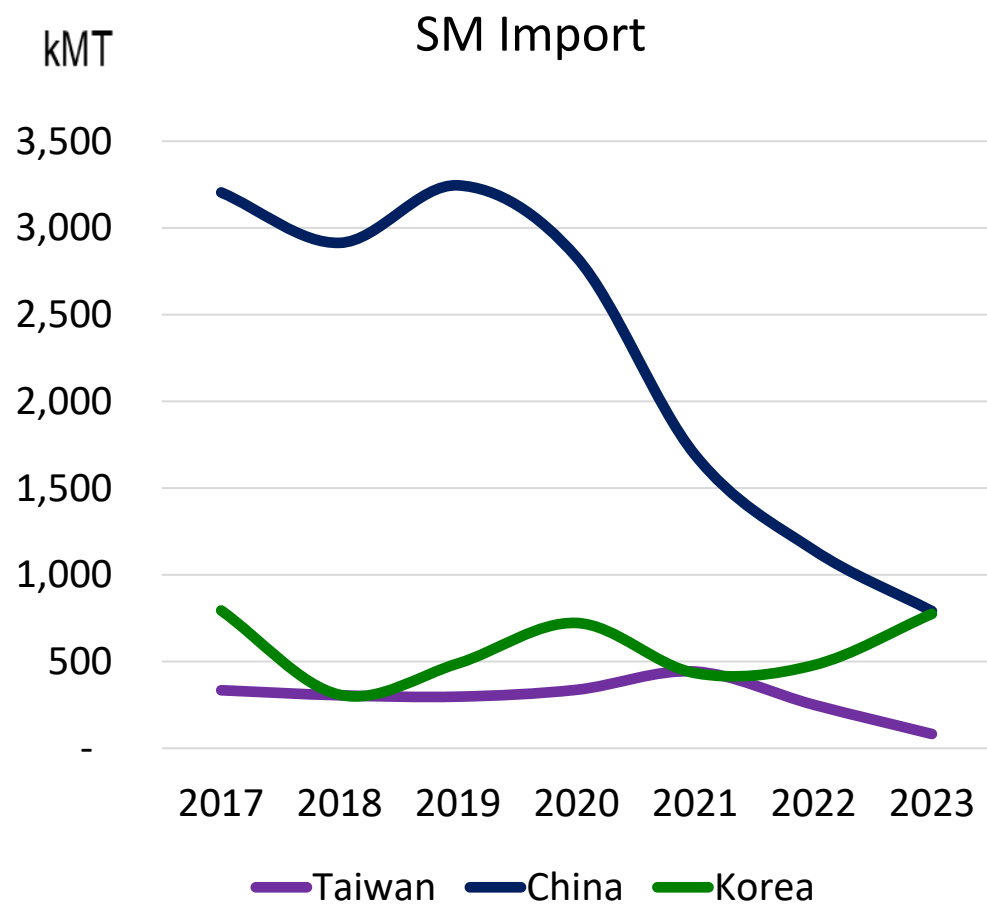
| Producer                                        | Location             | Capacity | Start-up time |               | POSM |
|-------------------------------------------------|----------------------|----------|---------------|---------------|------|
| LG Chem                                         | Daesan/Korea         | (170)    | End Q4        | 2021          |      |
| Ningbo ZRCC LyondellBasell New Material Company | Ningbo, Zhejiang     | 600      | Early Jan     | 2022          | POSM |
| Lihuayi Group(利華益)                              | Dongying, Shandong   | 720      | Jan           | 2022          |      |
| Sinopec Maoming Petrochemical                   | Maoming, Guangdong   | 400      | Early Jun     | 2022          |      |
| Tianjin Dagu Chemical                           | Tianjin, Hebei       | 450      | End Jun       | 2022          | POSM |
| Lianyungang Petrochemical(衛星石化)                 | Lianyungang, Jiangsu | 600      | End Dec       | 2022          |      |
|                                                 |                      | 2,770    |               |               |      |
| Trinseo Böhlen**                                | Böhlen/Germany       | (300)    | Nov           | 2022          |      |
| Taiyo oil ***                                   | Ube/Japan            | (370)    | Dec           | 2022          |      |
| CNPC Jieyang(揭陽石化)                              | Jieyang, Guangdong   | 800      | Mar           | 2023          |      |
| Zibo Junchen(淄博峻辰)                              | Zibo, Shandong       | 500      | Apr           | 2023          |      |
| Zhejiang Petrochemical Co. Ltd..(浙石化)           | Zhoushan, Zhejiang   | 600      | Jun/Jul       | 2023          | POSM |
| Ningxia Baofeng(寧夏寶豐)                           | Ningdong, Ningxia    | 200      | Middle        | 2023          |      |
| Anqing Petrochemical(安慶石化)                      | Anqing, Anhui        | 400      | H4            | 2023          |      |
|                                                 |                      | 2,500    |               |               |      |
| LG Chem                                         | Yeosu/Korea          | (200)    | Middle        | 2023          |      |
| Trinseo                                         | Terneuzen/Netherland | (500)    | Nov           | 2023          |      |
| Shandong Jingbo 京博石化 (中泰化学)                     | Binzhou, Shandong    | 600      | Q3            | 2024          | POSM |
| Shenghong Group(盛虹)                             | Lianyungang, Jiangsu | 450      |               | 2024/2025     | POSM |
|                                                 |                      | 1,050    |               |               |      |
| LG Chem                                         | Yeosu/Korea          | (300)    | Mar           | 2024          |      |
| Shandong Yulong (山東裕龍石化)                        | Yantai, Shandong     | 600      | H1            | 2025          |      |
| Fujian Haiquan (福建海泉)                           | Zhangzhou, Fujian    | 450      | H2            | 2025          | POSM |
| Petrochina Guangxi (中石油廣西石化)                    | Qinzhou, Guangxi     | 600      | H2            | 2025          | POSM |
| CITC Guoan (中信國安)                               | Doming, Shandong     | 200      |               | 2019 Finished | POSM |
| Sinopec Luoyang Company(中化洛陽)                   | Luoyang, Henan       | 120      |               | 2021 Finished |      |
|                                                 |                      | 1,970    |               |               |      |

## ◆ Asian price trend - styrene

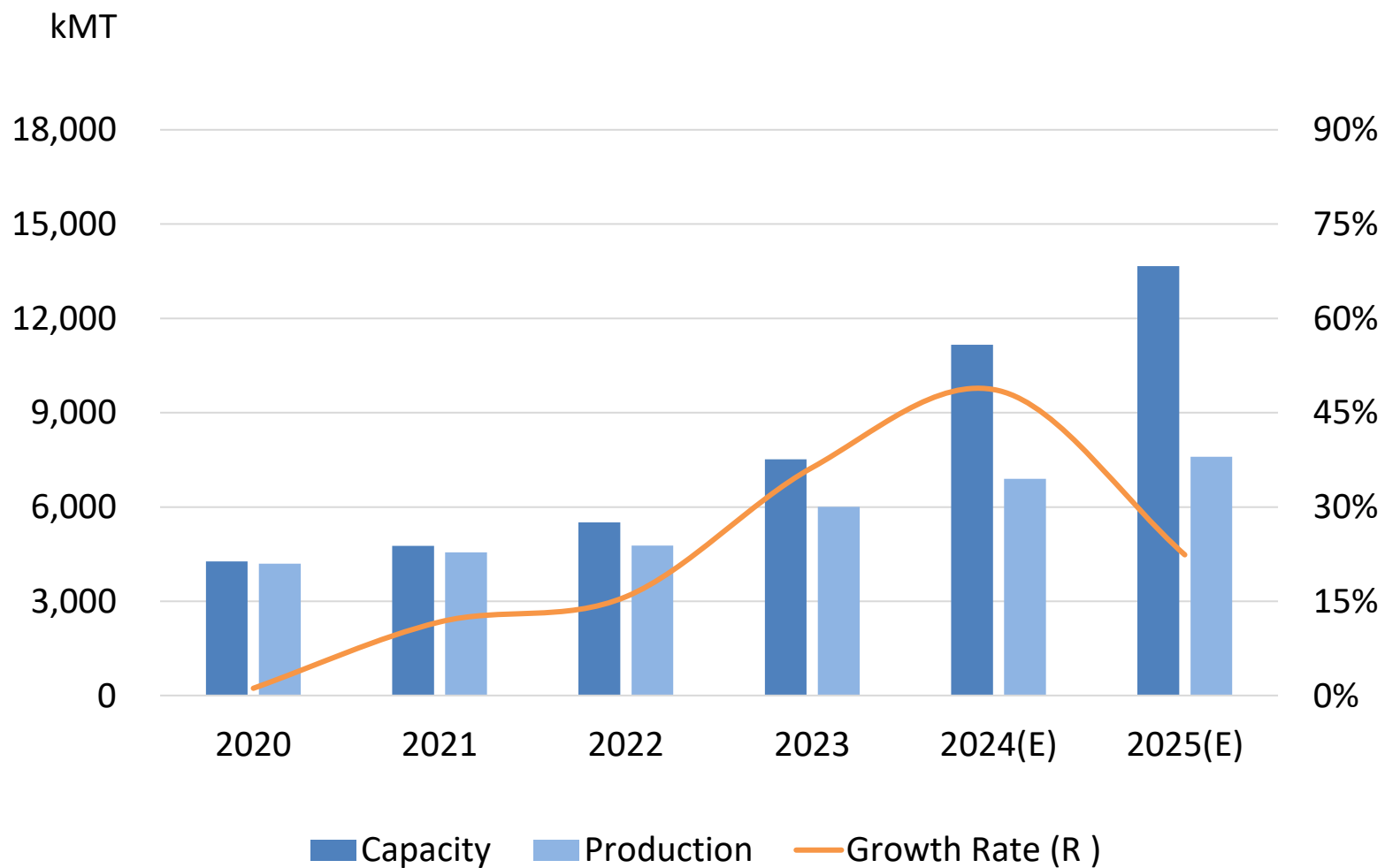


2. Industry Overview and Prospect

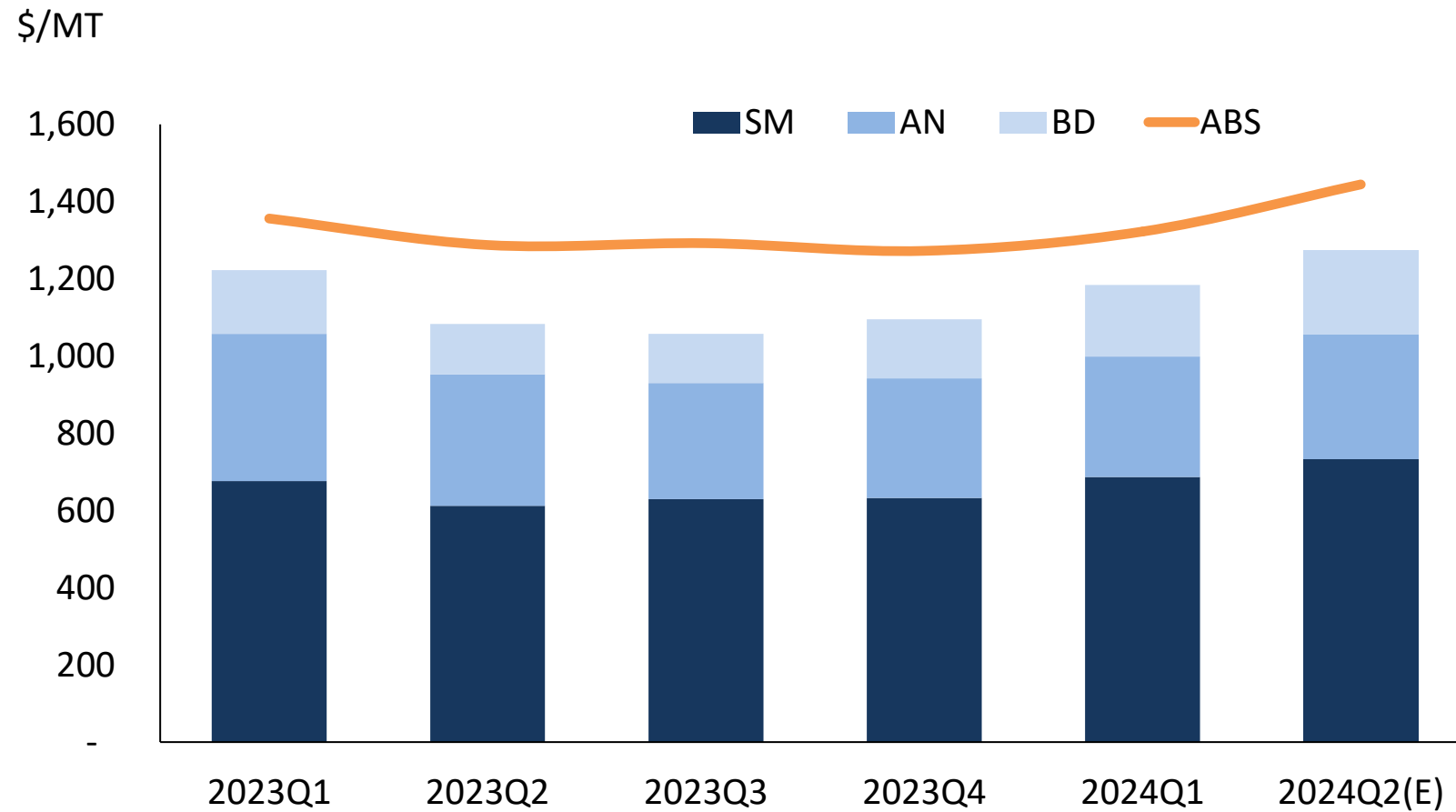
## ◆ NEA SM import/export



## ◆ China ABS capacity growth

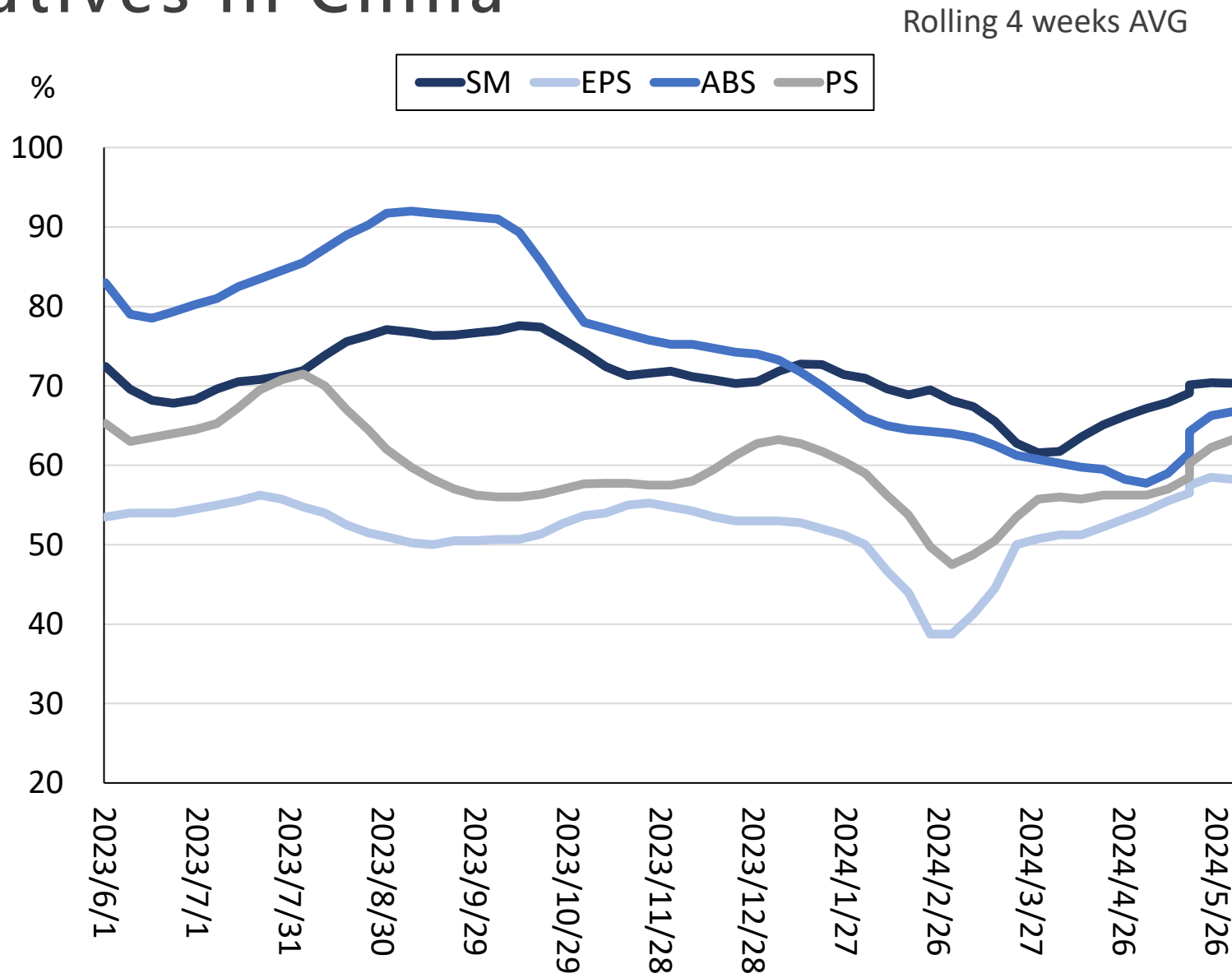


## ◆ Asian price trend - ABS

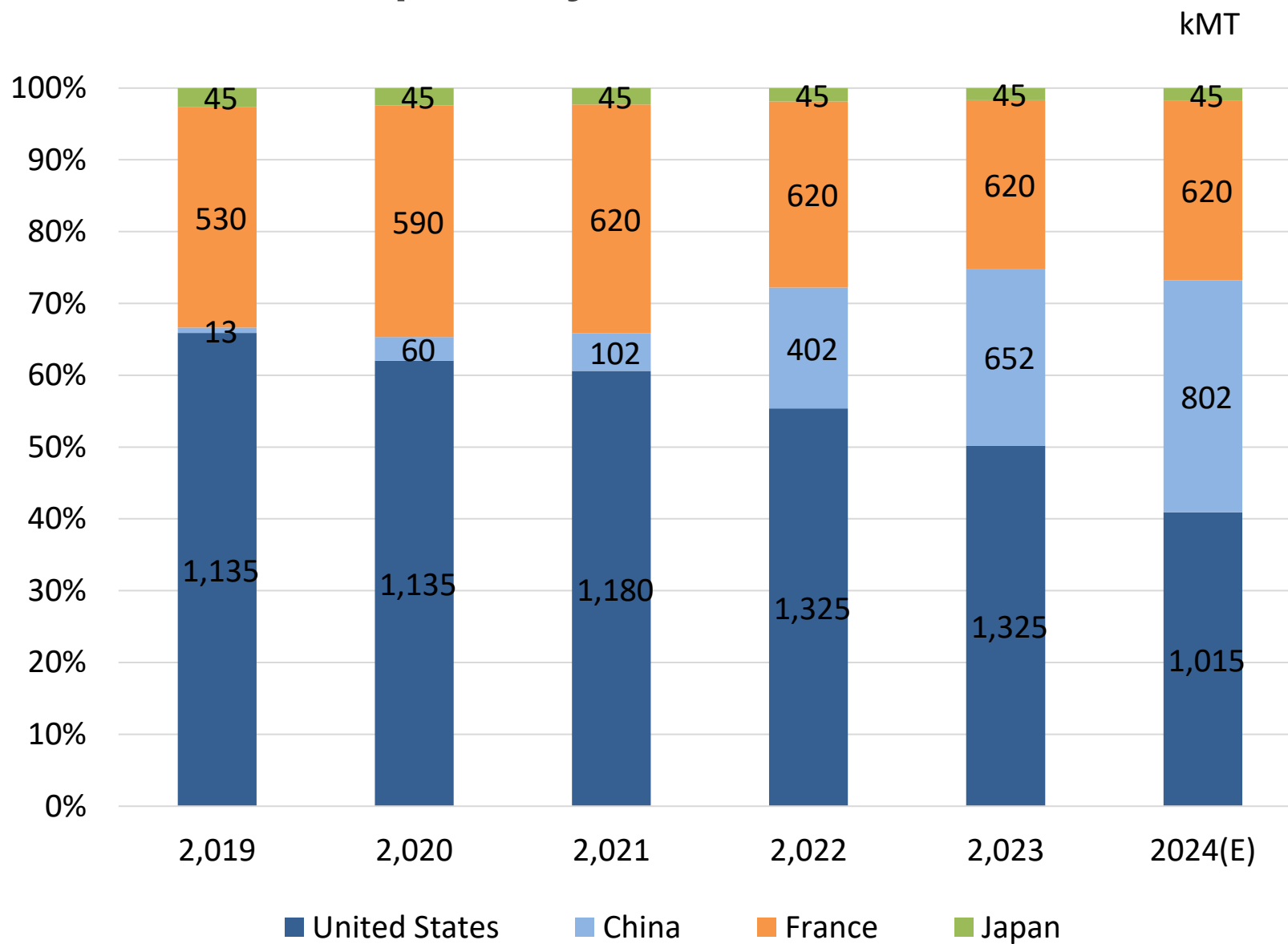


2. Industry Overview and Prospect

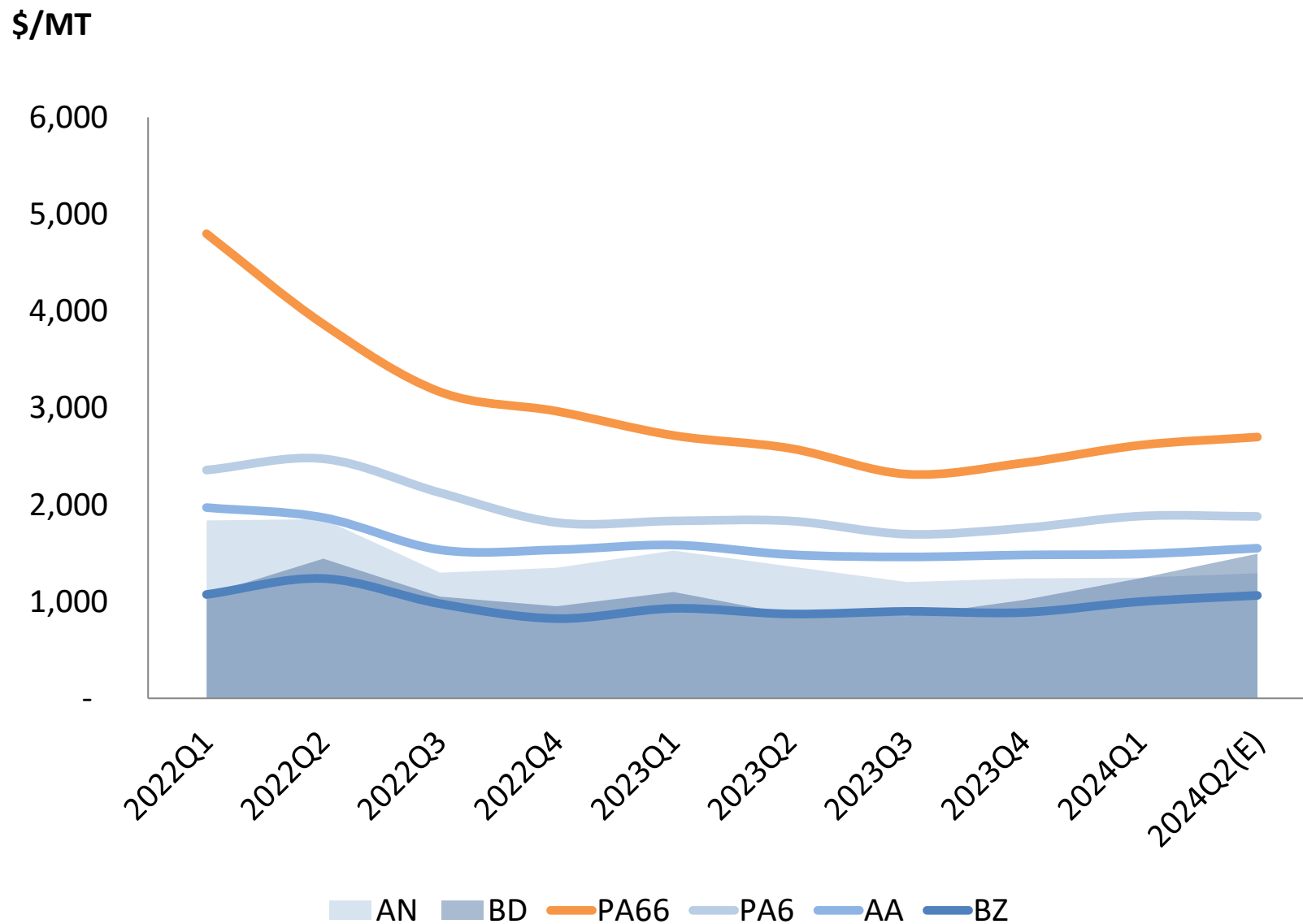
# ◆ Operation rates of SM and major derivatives in China



## ◆ Global ADN capacity

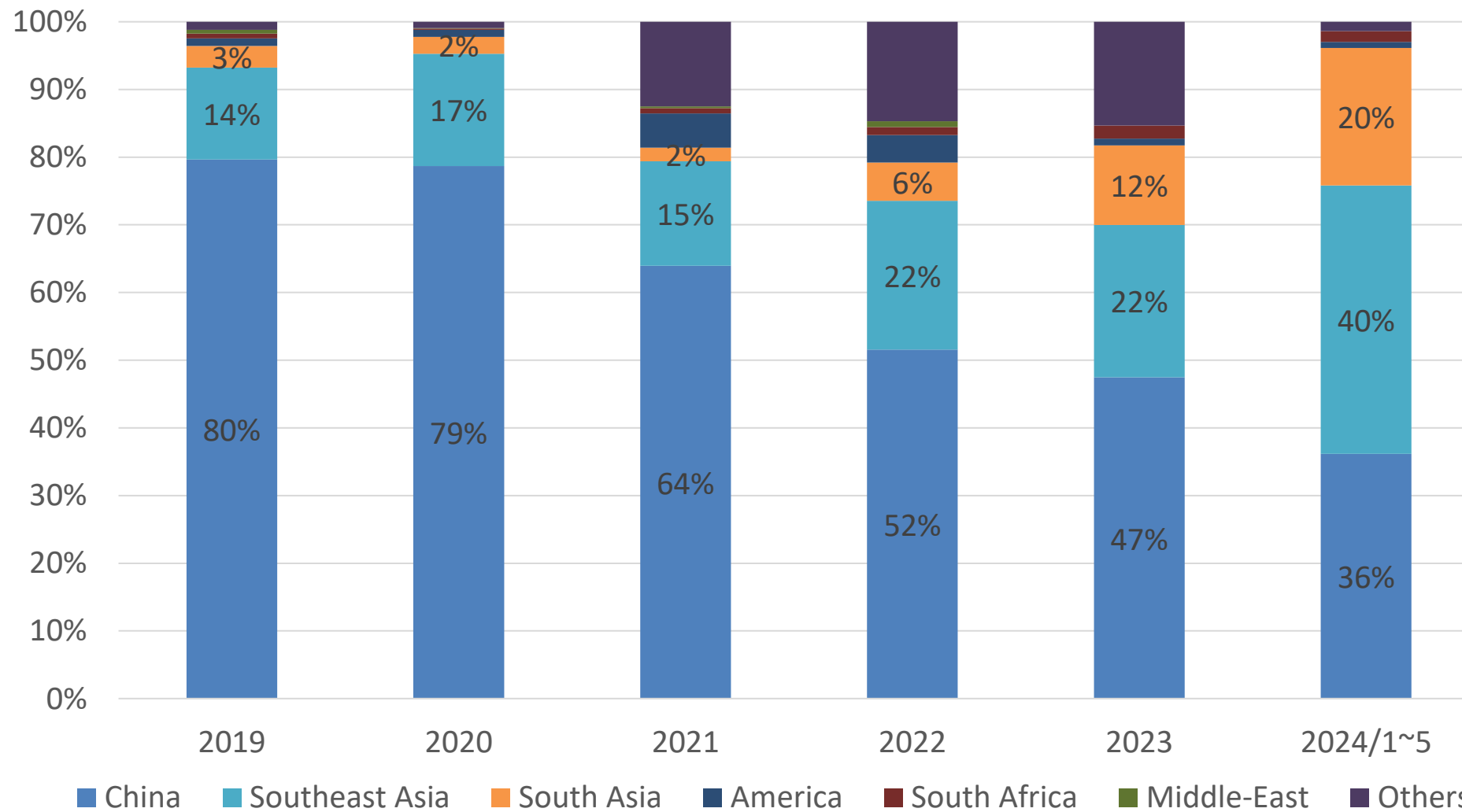


## ◆ Asian price trend – PA66



# ◆ Market diversify

Polymer Sales (volume)





## 3. Financial results

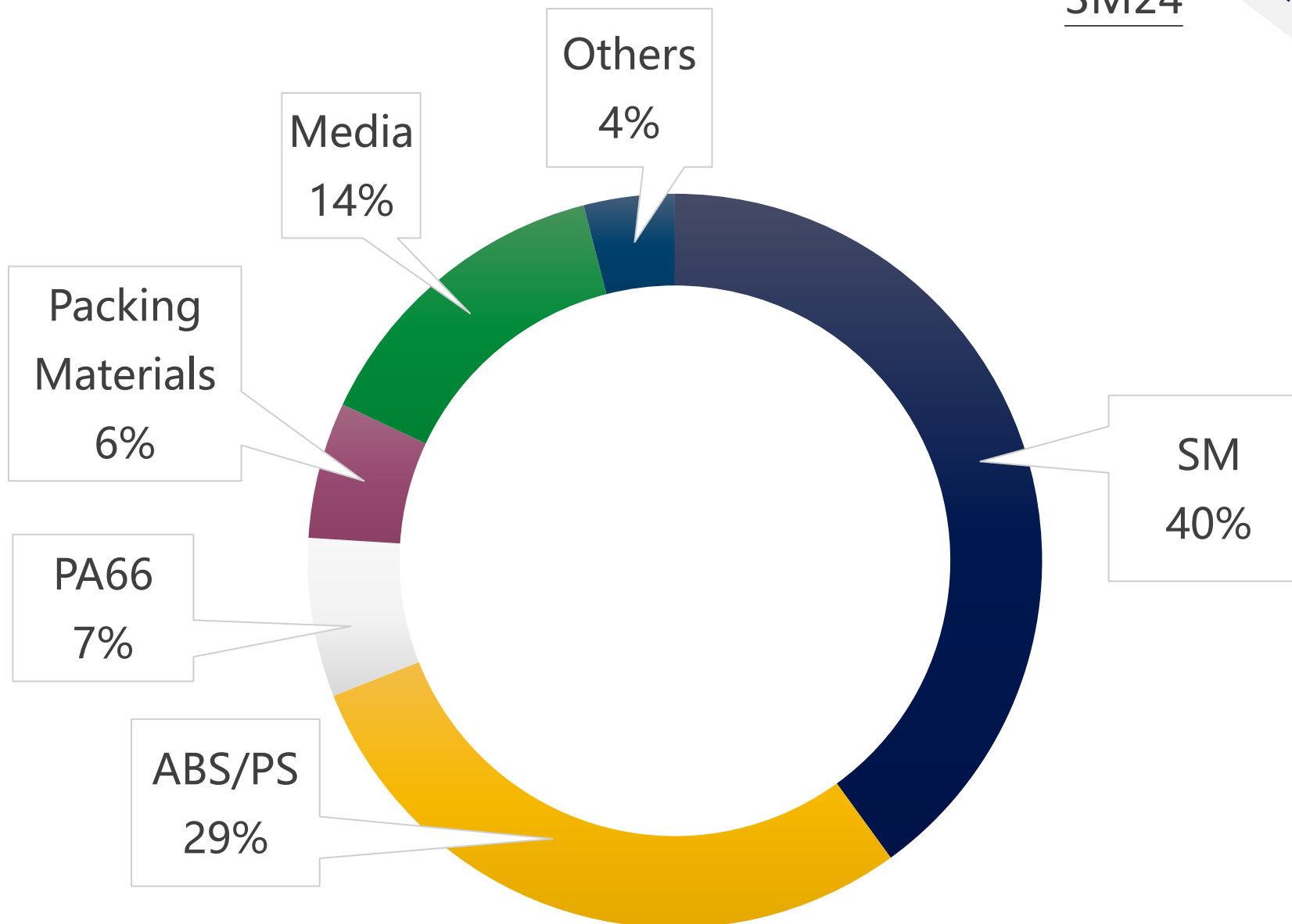
# ◆ Consolidated Statements of Income

(NT\$ BN)

| Item                              | FY21   | FY22   | FY23   | 3M23  | 3M24  |
|-----------------------------------|--------|--------|--------|-------|-------|
| Net Revenue                       | 22,547 | 18,176 | 15,719 | 4,218 | 3,255 |
| Cost of Revenue                   | 17,904 | 17,305 | 15,271 | 4,033 | 3,076 |
| Gross Profit                      | 4,643  | 871    | 448    | 185   | 179   |
| gross profit ratio                | 21%    | 5%     | 3%     | 4%    | 5%    |
| Operating Expenses                | 1,730  | 1,658  | 1,540  | 365   | 404   |
| Income from Operations            | 2,913  | -787   | -1,092 | -180  | -225  |
| operating income ratio            | 13%    | -4%    | -7%    | -4%   | -7%   |
| Non-operating Income and Expenses | 4,444  | 771    | -663   | 25    | -348  |
| Income Before Income Tax          | 7,357  | -16    | -1,755 | -155  | -573  |
| Income Tax Expenses(Revenue)      | 1,281  | 438    | -298   | -29   | -94   |
| Net Income                        | 6,076  | -454   | -1,457 | -127  | -479  |
| net income ratio                  | 27%    | -2%    | -9%    | -3%   | -15%  |
| Net Income Attributable to :      |        |        |        |       |       |
| -Shareholders of the Parent       | 5,881  | -494   | -1,438 | -138  | -484  |
| -Noncontrolling Interests         | 195    | 40     | -19    | 11    | 5     |
| Earnings per Share (NT\$)         | 6.47   | -0.56  | -1.59  | -0.16 | -0.44 |

3M24

## ◆ Revenue structure



## ◆ Financial Analysis

|                            | 2021   | 2022   | 2023   | 3M24   |
|----------------------------|--------|--------|--------|--------|
| Debt ratio (%)             | 19.80  | 40.19  | 41.07  | 41.68  |
| Current ratio (%)          | 342.53 | 367.65 | 187.03 | 132.09 |
| Quick ratio (%)            | 283.31 | 289.17 | 133.22 | 89.37  |
| A/R turnover (times)       | 8.98   | 8.39   | 8.85   | 8.48   |
| A /R turnover (days)       | 41     | 44     | 41     | 43     |
| Inventory turnover (times) | 10.22  | 8.84   | 8.28   | 5.12   |
| Days sales outstanding     | 36     | 41     | 44     | 71     |
| Return on equity (%)       | 17.28  | -1.21  | -4.01  | -1.31  |

# 4. Construction Status of Quanzhou Grand Pacific Chemical Co., Ltd.





# 5.Q&A

# THANK YOU



國喬石油化學股份有限公司

GRAND PACIFIC PETROCHEMICAL CORPORATION