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**Nan Ya Plastics**  
**Year 2020 1Q**  
**Operations & Performance**

**Apr. 2020**



# Agenda

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- **Overview**
- **Financial Highlights**
- **Capacity Expansion Plan**
- **Q & A**

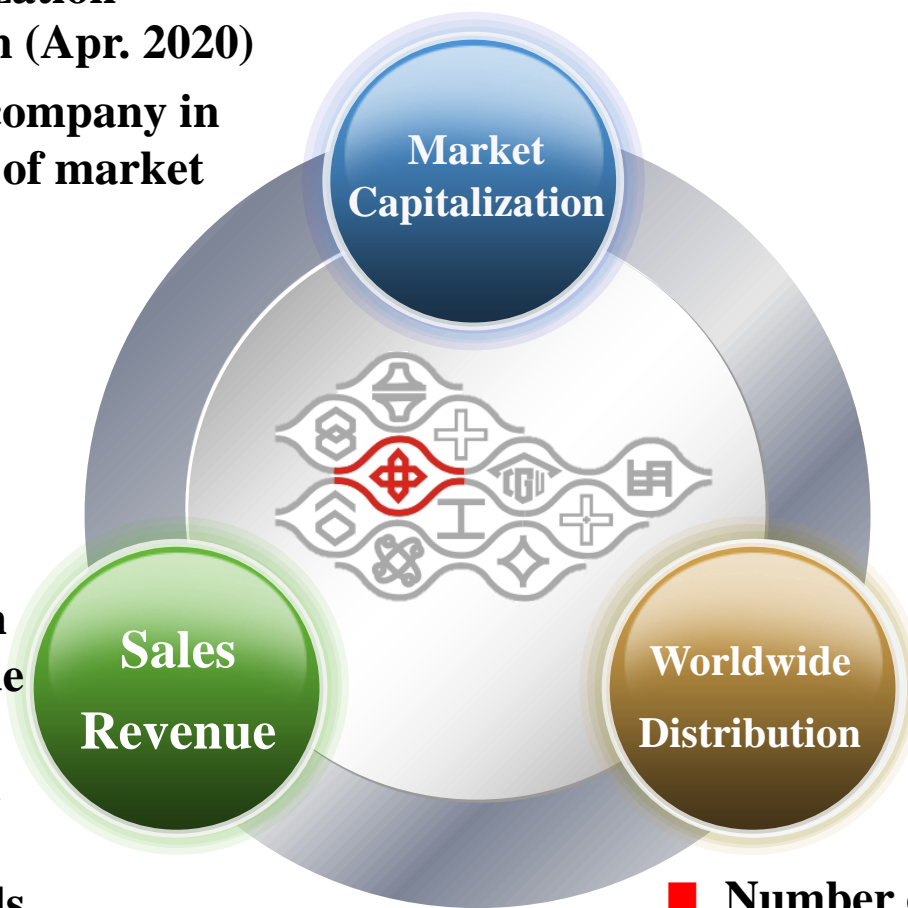


# Overview

## Highlights

- **Market Capitalization**  
NT\$ 463.2 billion (Apr. 2020)
- **The 9th largest company in Taiwan in terms of market capitalization**

- **NT\$ 286.3 billion**  
(Y2019, not include Nanya Tech. Co.)
- **Sales breakdown**
  - 15% in plastics
  - 25% in chemicals
  - 39% in electronics
  - 19% in polyesters



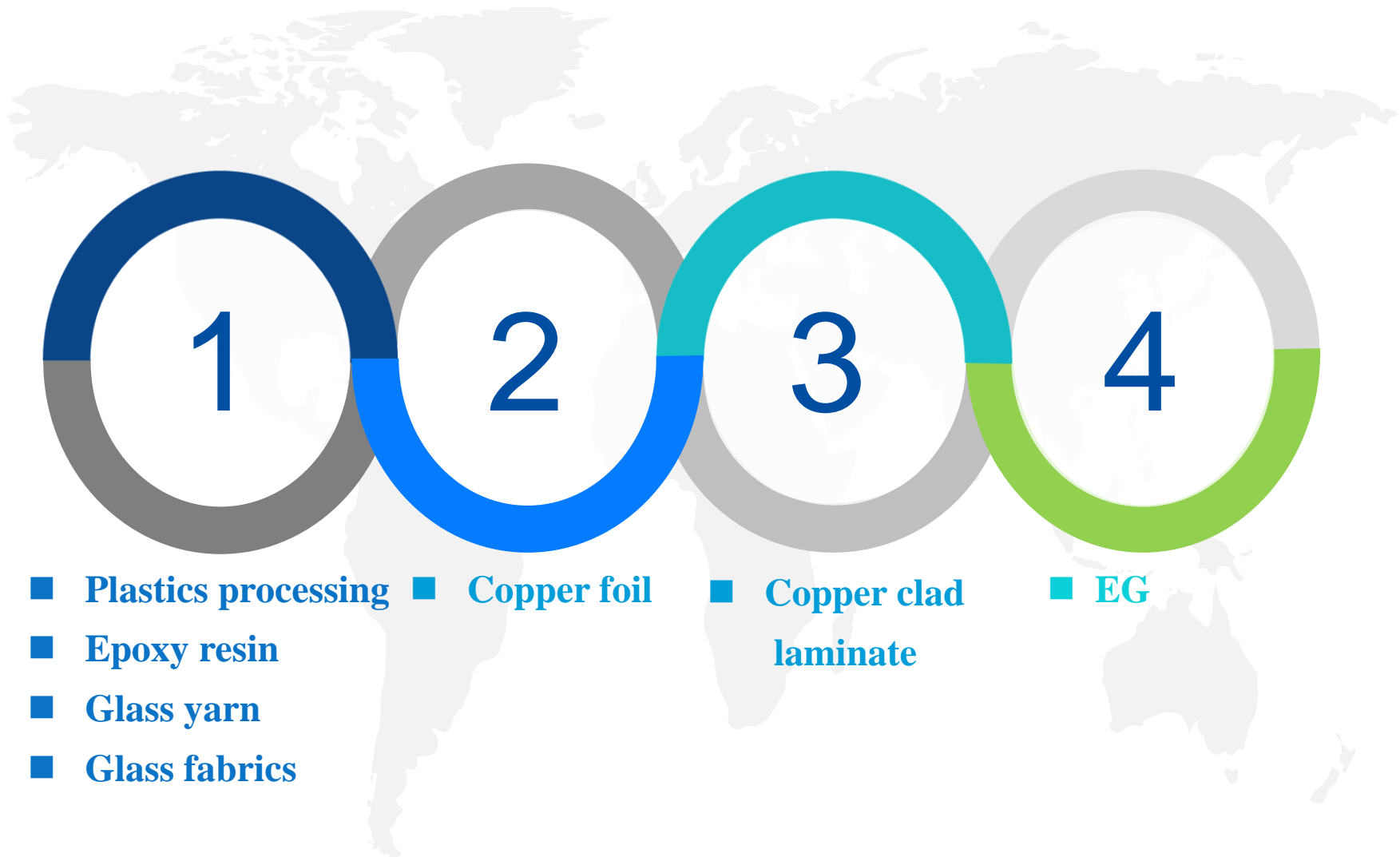
- **Total number of Plants 102**
  - 59 in Taiwan
  - 36 in China
  - 7 in US

- **Number of Employees 31,899**  
(The number of Plants and Employees includes the consolidated financial reporting company)



# Overview

## Leading market positions for capacity



※ Polyester products ranked 8<sup>th</sup>.



# Overview

## History



Plastics Processing

1958



Nan Ya USA  
& America Co.

1979

- Texas
- Louisiana
- South Carolina



Nanya Tech Co.

1995



Chemicals

1999

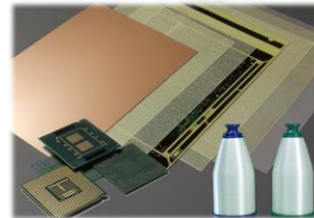
Polyesters

1969



Electronics  
& Nan Ya PCB Co.

1986



Investing in  
China

1996

- Xiamen
- Guangzhou
- Nantong
- Huizhou
- Kunshan
- Ningbo



# Overview

## Major Businesses

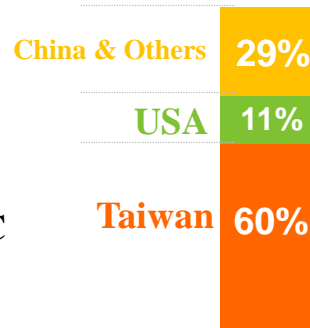
Sales breakdown in 2019



### Plastics

15%

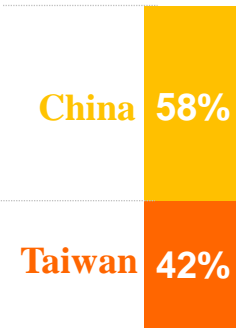
PVC Sheeting, PVC Rigid Film, PU Leather, PVC Rigid Pipe & Fittings, Window & Door Frames, Films, Engineering and PVC Compounds, PP Synthetic Paper



### Electronics

39%

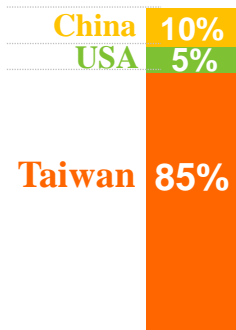
Glass Yarn, Glass Fabrics, Epoxy Resin, Copper Foil, Copper Clad Laminate, Printed Circuit Board



### Chemicals

25%

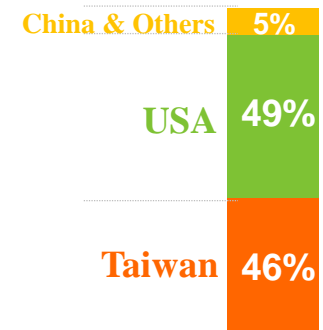
EG, BPA, 1,4BG, Plasticizer, PA, 2EH, INA, MA



### Polyesters

19%

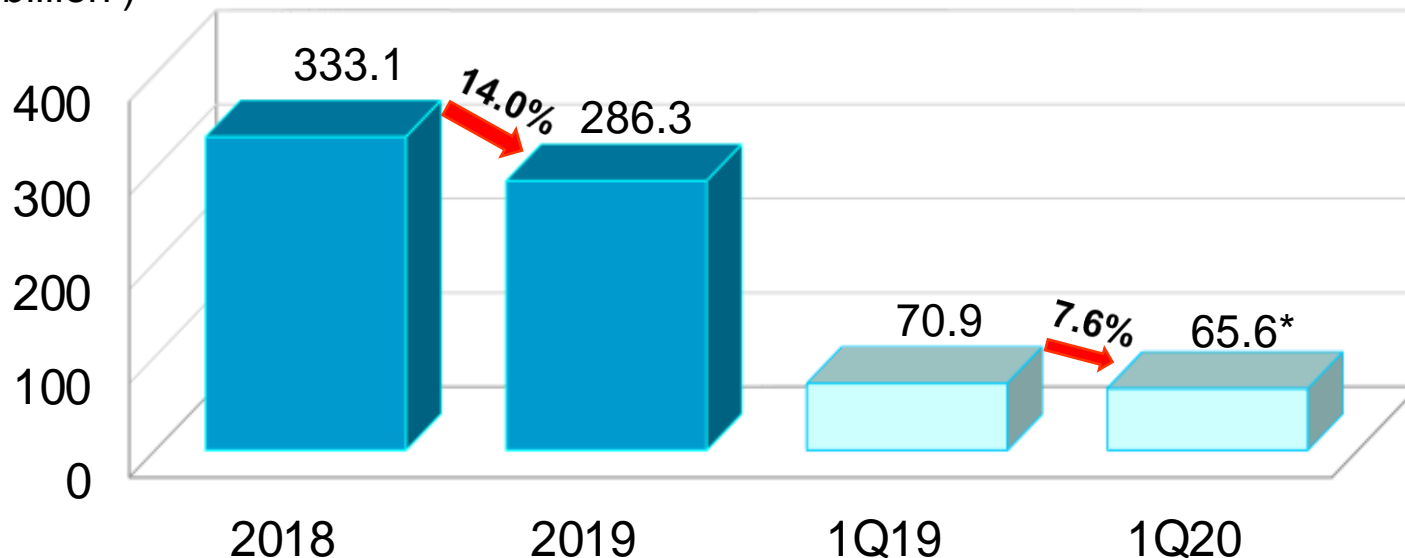
Polyester Staple Fiber, PET Resin, Filament, PET Film



# Financial Highlights

## Consolidated Revenue (IFRS)

(NT\$ billion)



- **Revenue in 2019 decreased 14.0% YoY due to:**

Under the circumstance that the market supply increased or remained steady, the product price facing strict competition, causing the revenue to decrease. Revenue of chemical products like EG and BPA dropped the most, and polyesters also had a decline.

- **Revenue in 2020 1Q decreased 7.6% YoY due to :**

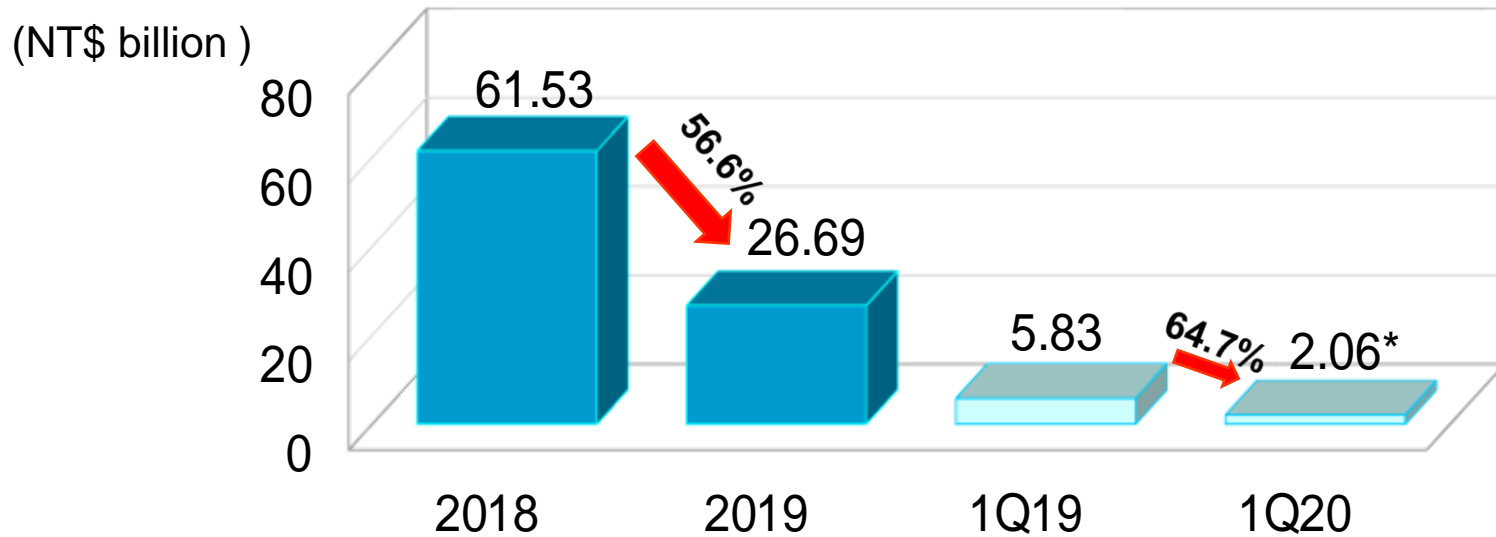
Driven from the falling of crude oil price and a following drop of product price, the overall revenue declined.

\*Non-audited number



# Financial Highlights

## Pre-tax Income



■ **2019 pre-tax income decreased 56.6% YoY due to :**

1. The decrease came mainly from chemical product (EG and BPA the most). Electronic materials, polyester products and plastics products declined as well.
2. Equity income decreased NT\$14.3bn YoY :  
(1) FPCC -NT\$5.4bn (2) Nanya Tech -NT\$8.7bn

■ **2020 1Q pre-tax income decreased 64.7% YoY due to :**

1. Operating profit increased NT\$0.6bn mainly due to electronic material products benefited from 5G construction, leading a significant increase in profit.
2. Equity income decreased NT\$4.6bn YoY :  
(1) FPCC -NT\$4.4bn (2) Nanya Tech -NT\$0.5bn

\*Non-audited number

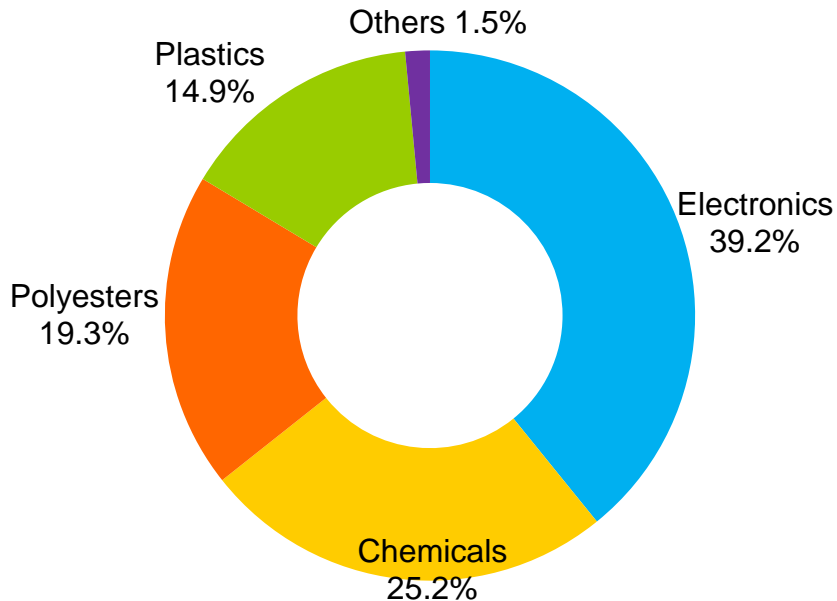




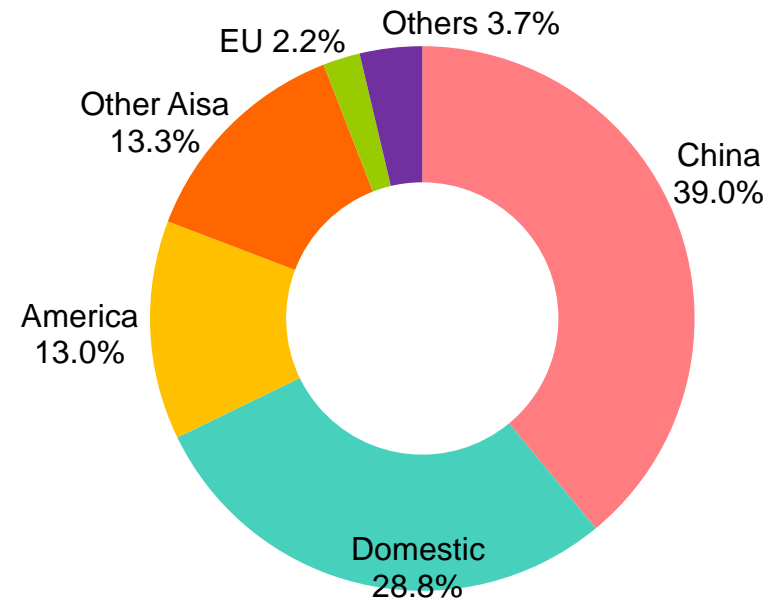
# Financial Highlights

## Revenue Breakdown

**2019 Net Sales**  
**NT\$ 286.3 billion**



**2019 Sales Breakdown**  
**by Geography**



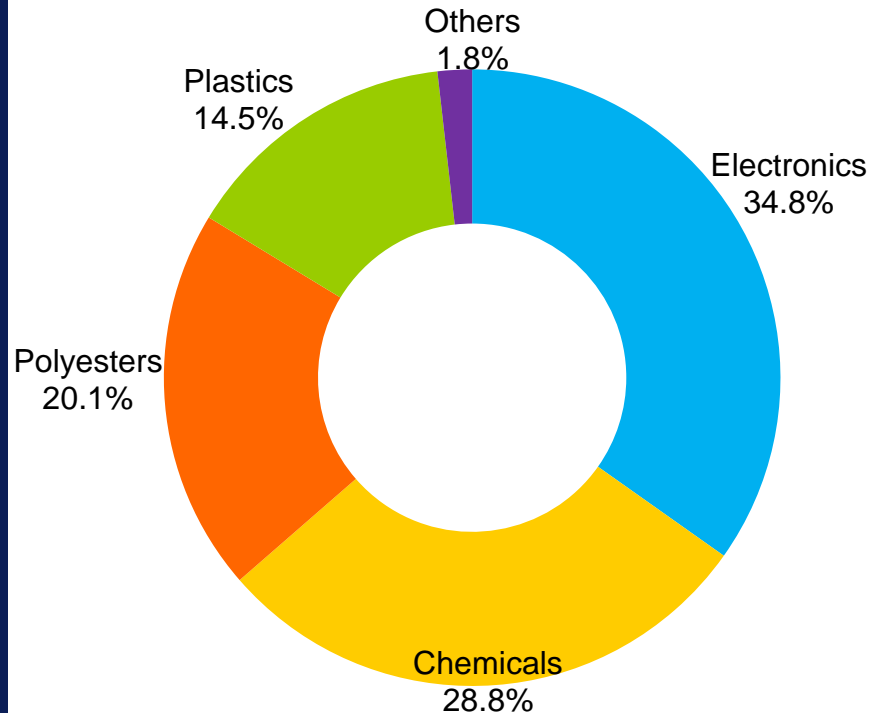
- Under the circumstance that the market supply increased or remained steady, the product price facing strict competition, causing the revenue to decrease. Revenue of chemical products dropped the most, and polyesters also had a decline.
- Revenue in the next few years is still mainly driven by chemicals product and electronic materials.
- Mainland China remains the most important market, accounting for 55% of total overseas in 2019.



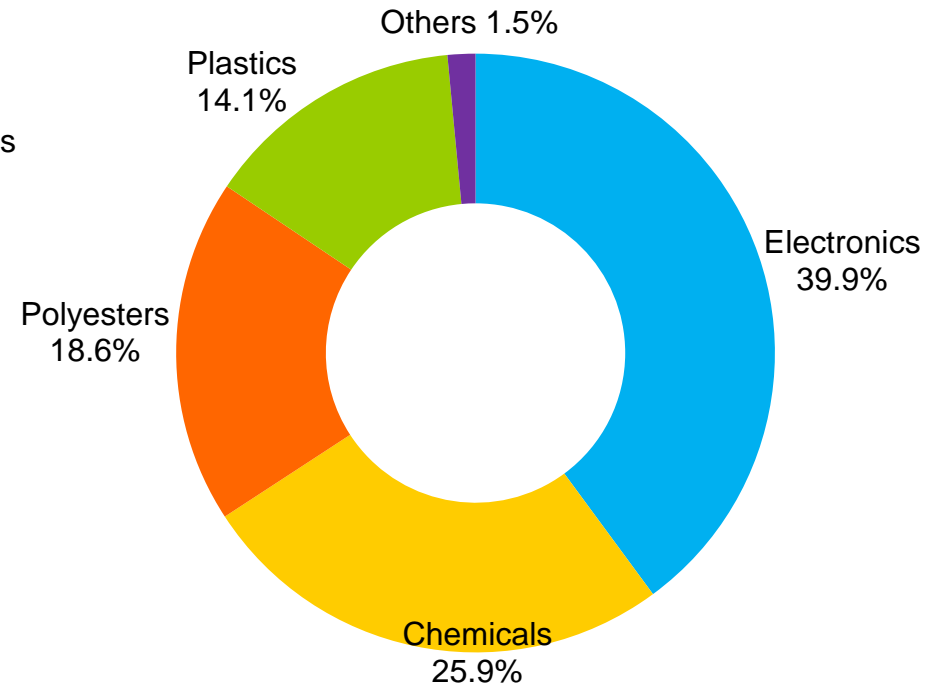
# Financial Highlights

## Revenue Breakdown by Product Segment

**2019 1Q Net Sales  
NT\$ 70.9 billion**



**2020 1Q Net Sales  
NT\$ 65.6 billion\***



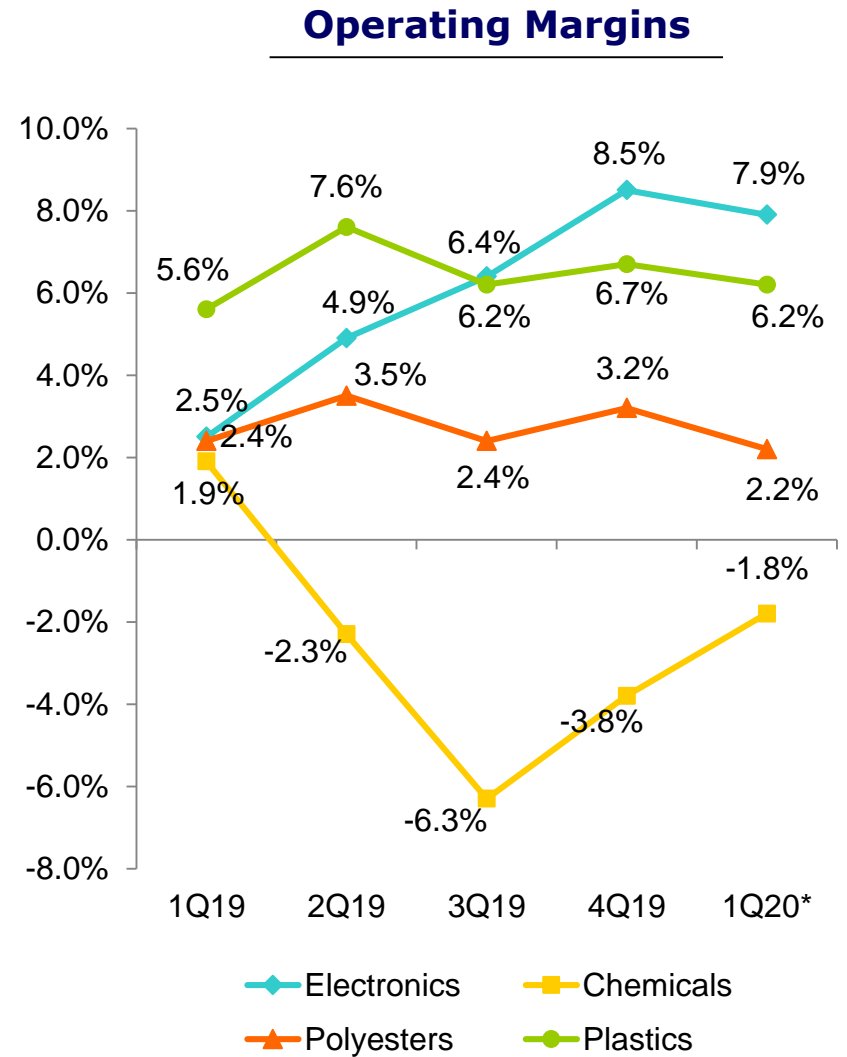
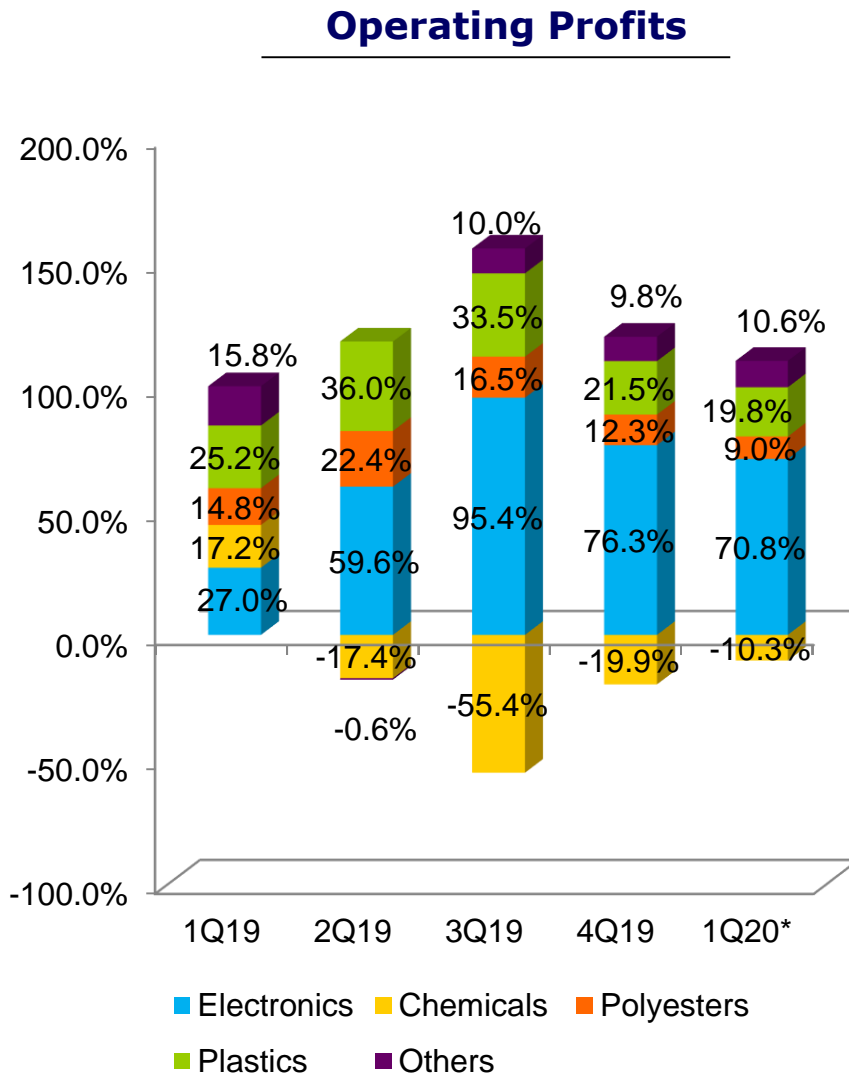
- Driven from the falling of crude oil price and a following drop of product price, the overall revenue declined, the revenue in 2020 1Q decreased 7.6% YoY.
- The proportion of plastic and polyester products decreased slightly, the proportion of electronic products increased, but on the contrary, the proportion of chemical products decreased more, showing the changes in industry trends.

\*Non-audited number



# Financial Highlights

## Operating Profits Breakdown by Product Segment



\*Non-audited number

# Business Overview

## Capacity Expansion Plan

Area	Product	Unit	Annual Capacity			Completion Date
			Current	Expansion	Increase%	
Taiwan	PP Synthetic Paper	KMT	65	22	34	2020/6
	Long Fiber-Reinforced Thermoplastics	KMT	0	5	100	2021/1
	Copper Foil	KMT	34	18	53	2021/1
	Polyester Film	KMT	94	13	14	2020/12
	Polyester Release Film (4 <sup>th</sup> coating machine )	KM <sup>2</sup>	240,000	120,000	50	2020/6
	Polyester Release Film (5 <sup>th</sup> set)	KM <sup>2</sup>	240,000	123,600	52	2021/1
Mainland China	PVC Leather	KYD	34,200	9,000	26	2020/12
	Aluminum Laminated Foil	KM <sup>2</sup>	0	13,536	100	2020/6
	PVC Decorative Film	KYD	24,000	19,200	80	2021/9
	Copper Clad Laminate	KSH	12,000	13,200	110	2021/12
	Prepreg	KM	24,000	28,800	120	2021/12
	Glass Fabrics	KM	0	102,000	100	2021/9
	PCB	KSF	17,304	271	2	2021/2
	BPA	KMT	130	130	100	2021/10
USA	Flexible PVC Sheeting	KMT	0	14	100	2021/11
	EG	KMT	360	828	230	2020/7



THE END

