
Nan Ya Plastics
Year 2020 3Q
Operations & Performance

Dec. 2020



Agenda

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

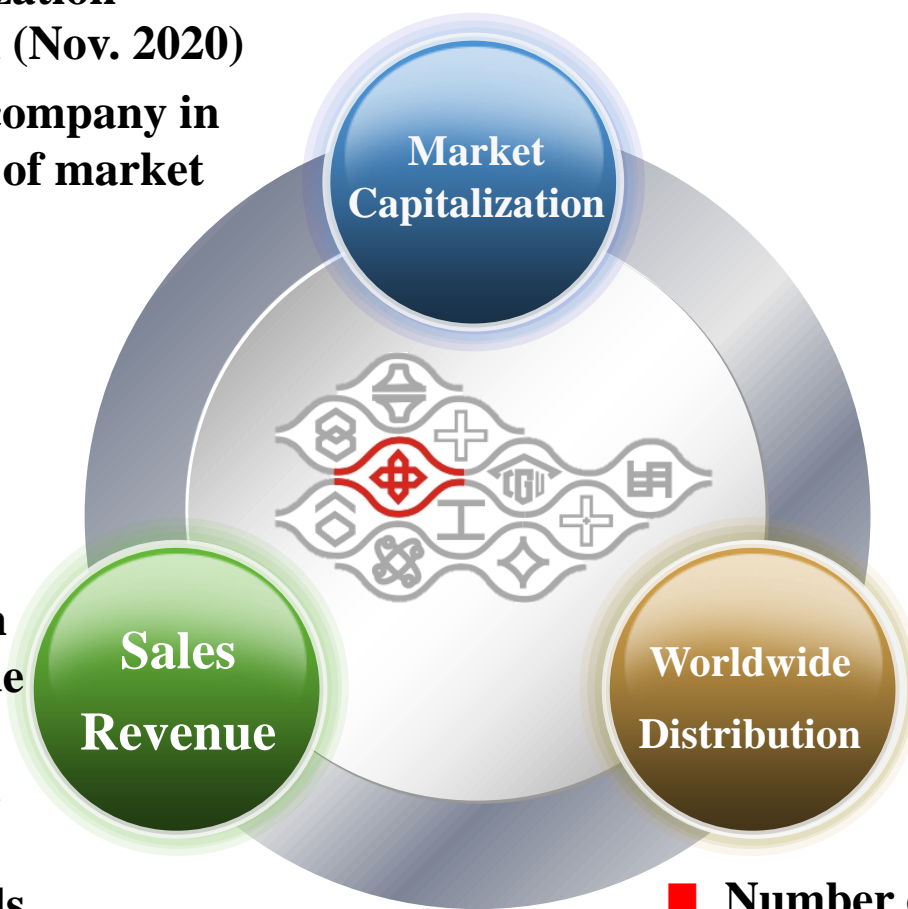


Overview

Highlights

- **Market Capitalization**
NT\$ 509.2billion (Nov. 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



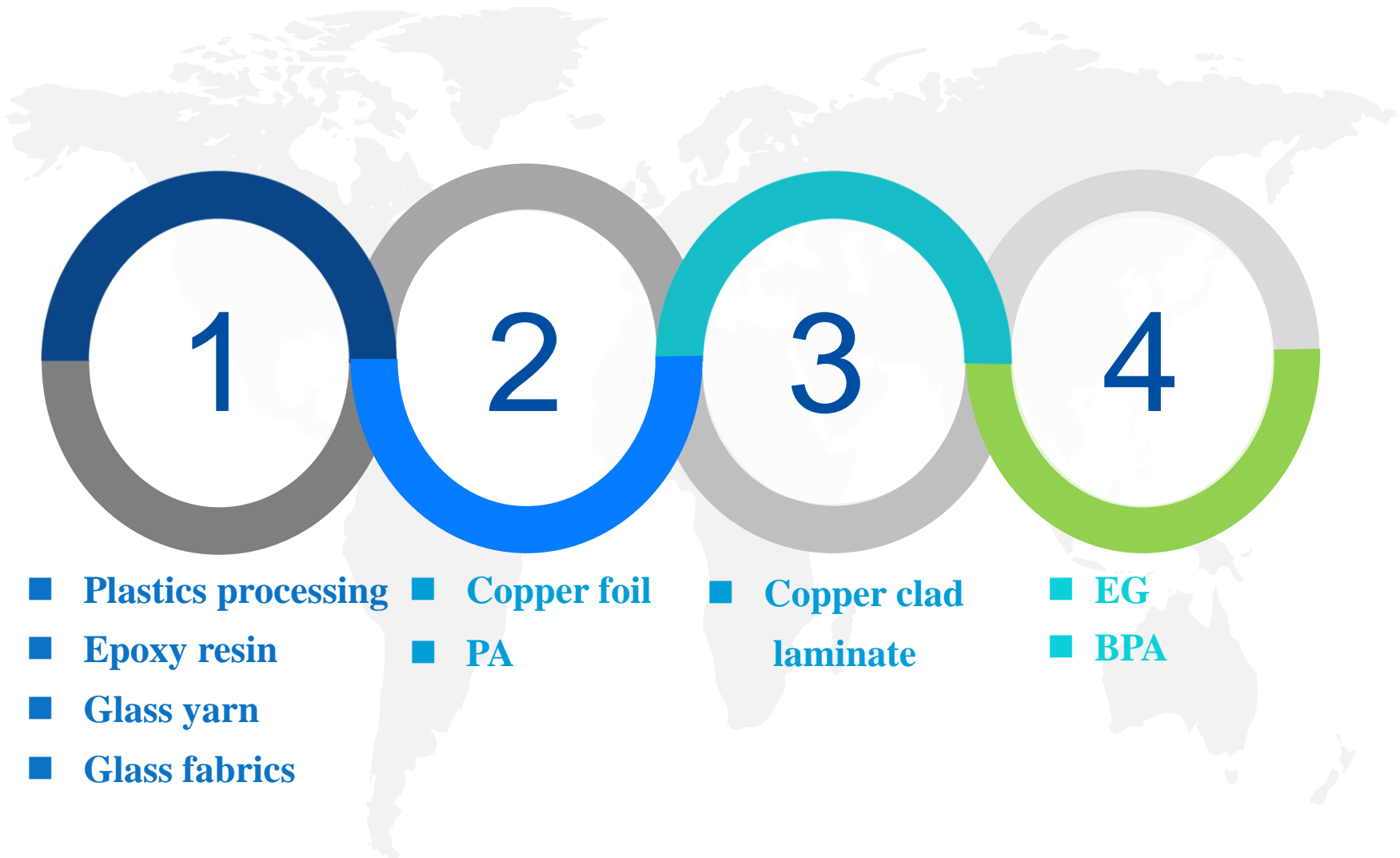
- **Total number of Plants 102**
 - 59 in Taiwan
 - 36 in China
 - 7 in US

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



Overview

Leading market positions for capacity



※Plasticizer products ranked 5th
Polyester products ranked 11th



Overview

History



Plastics Processing

1958



Nan Ya USA
& America Co.

- Texas
- Louisiana
- South Carolina

1979



Nanya Tech Co.

1995



Chemicals

1999

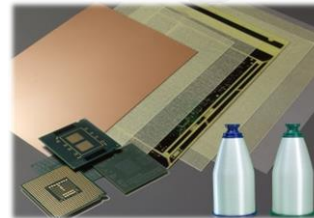
Polyesters

1969



Electronics
& Nan Ya PCB Co.

1986



Investing in
China

1996

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



Overview

Major Businesses

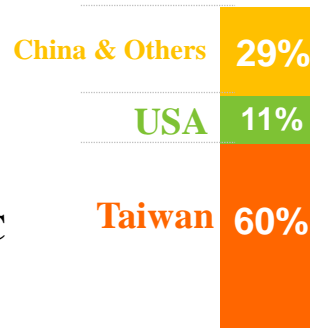
Sales breakdown in 2019



Plastics

15%

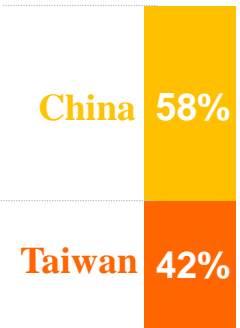
PVC Sheeting, PVC Rigid Film, PU Leather, PVC Rigid Pipe & Fittings, Window & Door Frames, Films, Engineering and PVC Compounds, PP Synthetic Paper



Electronics

39%

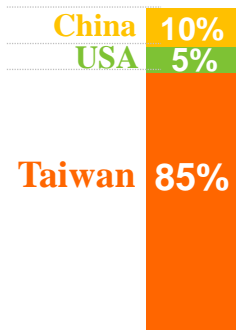
Glass Yarn, Glass Fabrics, Epoxy Resin, Copper Foil, Copper Clad Laminate, Printed Circuit Board



Chemicals

25%

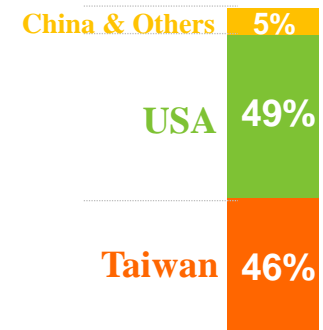
EG, BPA, 1,4BG, Plasticizer, PA, 2EH, INA, MA



Polyesters

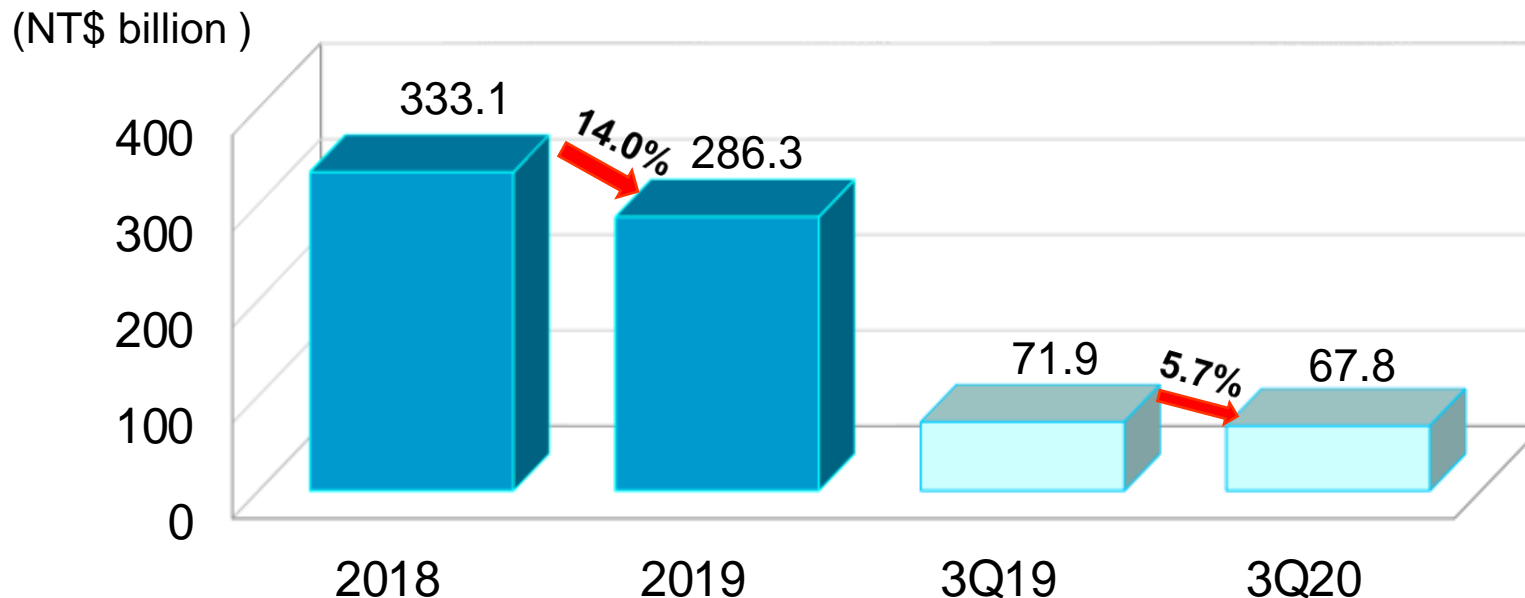
19%

Polyester Staple Fiber, PET Resin, Filament, PET Film



Financial Highlights

Consolidated Revenue (IFRS)



- **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.

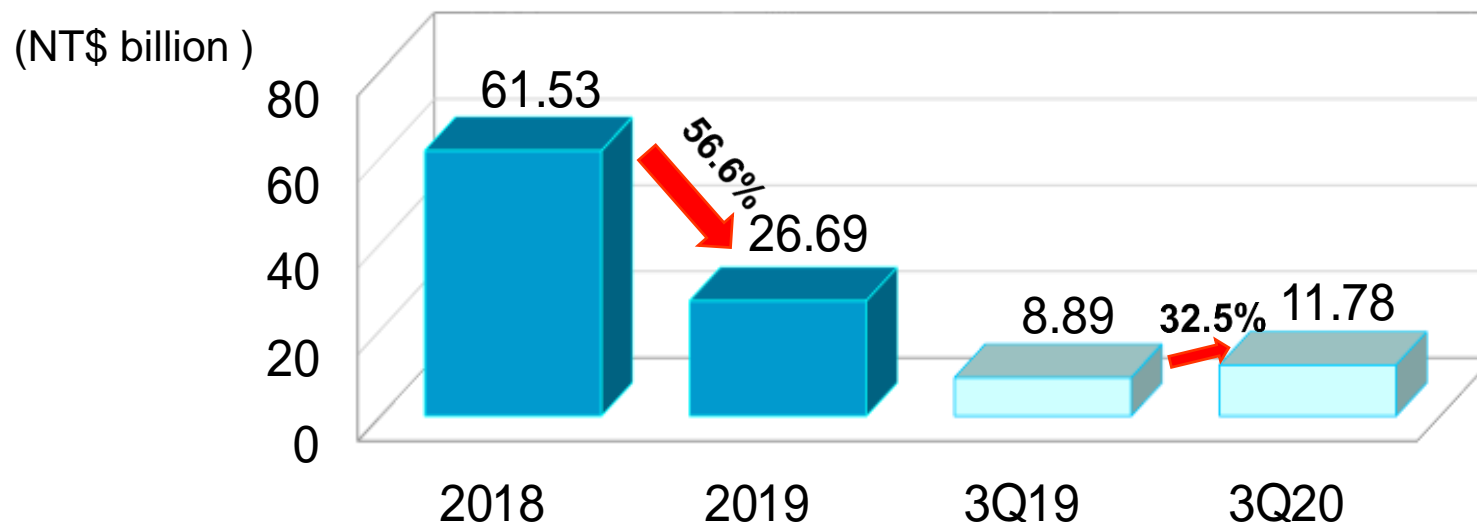
- **Revenue in 2020 3Q decreased 5.7% YoY due to :**

Driven by the increasing demand of 5G telecom service and its related industries and remote network connection, the revenue of electronic material products increased. However, the revenue of polyester, chemicals and plastic products dropped due to the decline of oil and raw materials prices, causing the overall revenue slightly decreased.



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 3Q pre-tax income increased 32.5% YoY due to :

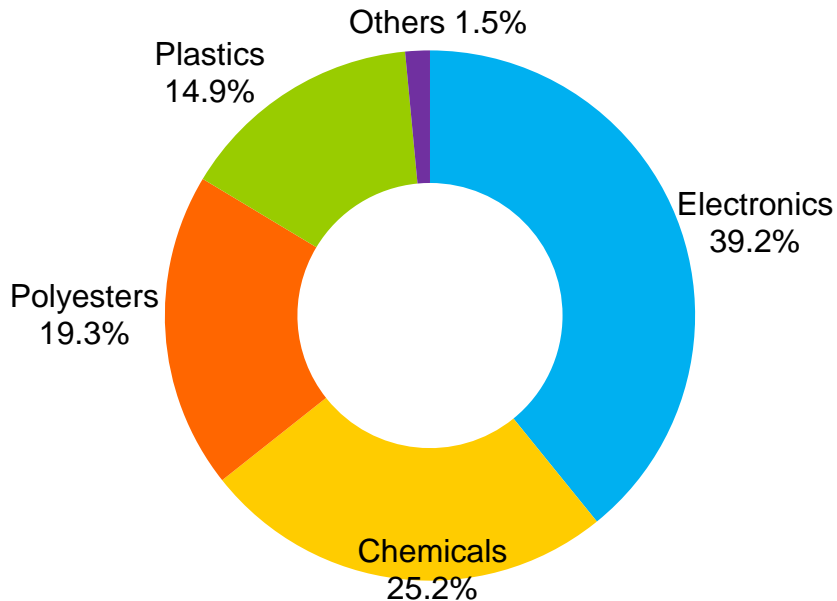
1. Operating profit increased NT\$2.5bn mainly due to electronic material products benefited from 5G construction, leading a significant increase in profit.
2. Equity income decreased NT\$1.4bn YoY :
(1) FPCC +NT\$0.8bn (2) Nanya Tech -NT\$0.2bn (3) MPC +NT\$0.5bn



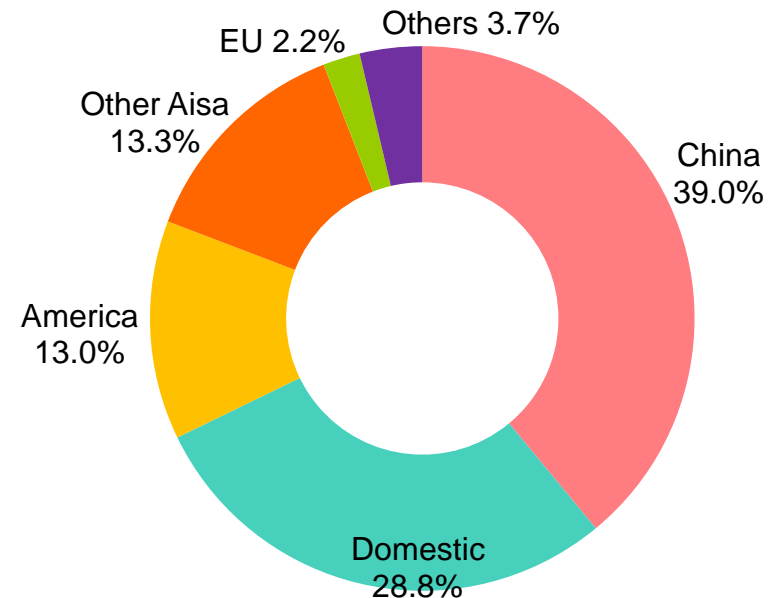
Financial Highlights

Revenue Breakdown

2019 Net Sales
NT\$ 286.3 billion



2019 Sales Breakdown
by Geography



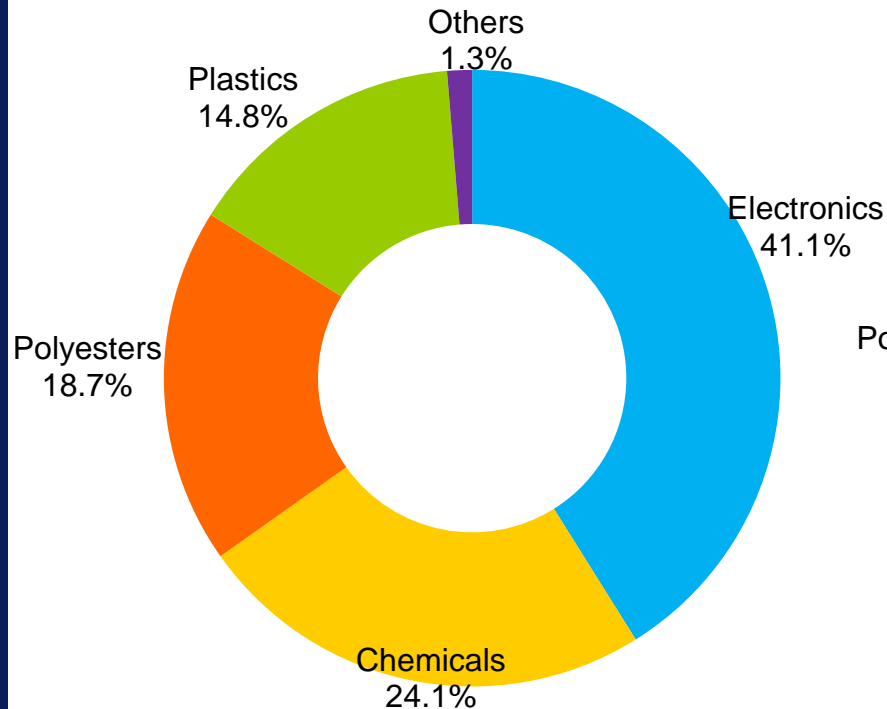
- Under the circumstance that the market supply increased or remained steady, the product price facing strict competition, causing the revenue to decrease. Revenue of chemical products dropped the most, and polyesters also had a decline.
- Revenue in the next few years is still mainly driven by chemicals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



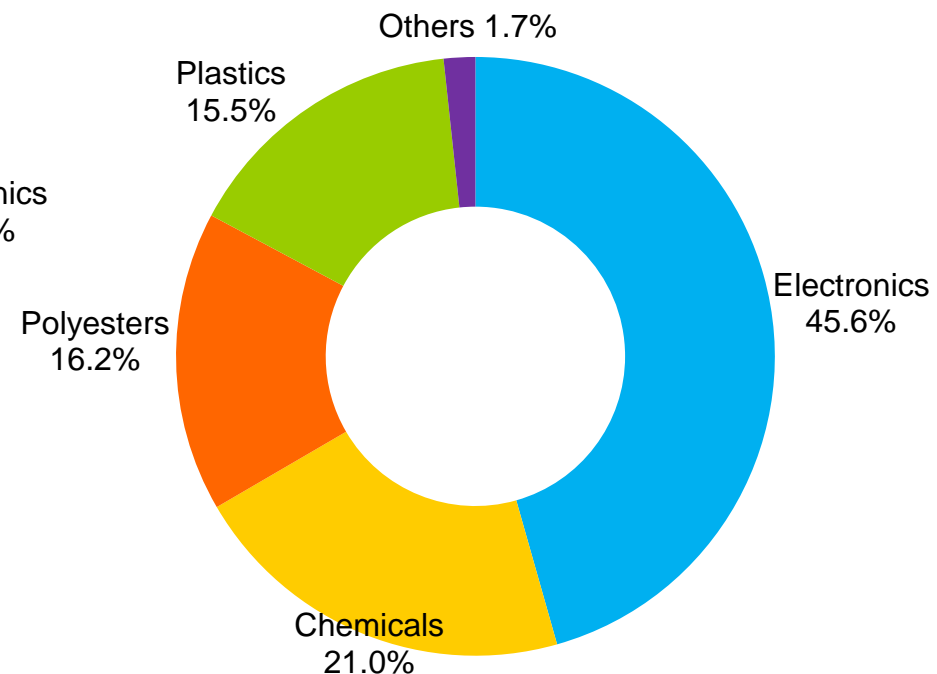
Financial Highlights

Revenue Breakdown by Product Segment

2019 3Q Net Sales
NT\$ 71.9 billion



2020 3Q Net Sales
NT\$ 67.8 billion



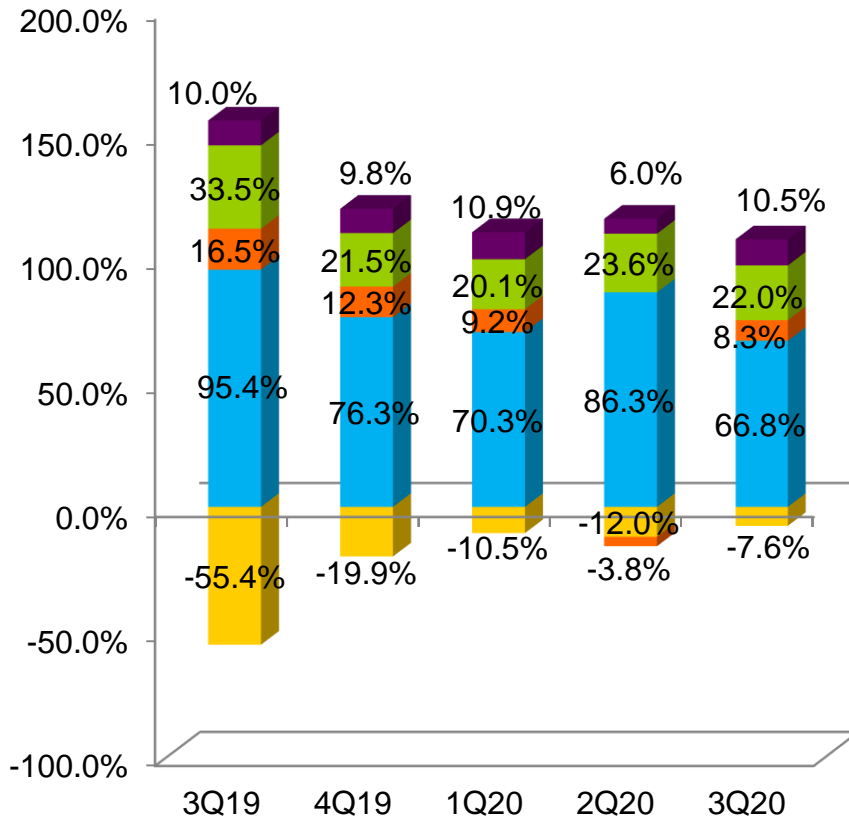
- Driven by the increasing demand of 5G telecom service and its related industries and remote network connection, the revenue of electronic material products went up. However, the revenue of polyester, chemicals and plastic products dropped due to the decline of oil and raw materials prices, causing the overall revenue slightly decreased.
- The proportion of electronic products increased, while the proportion of chemical and polyester products decreased, showing the changes in industry trends.



Financial Highlights

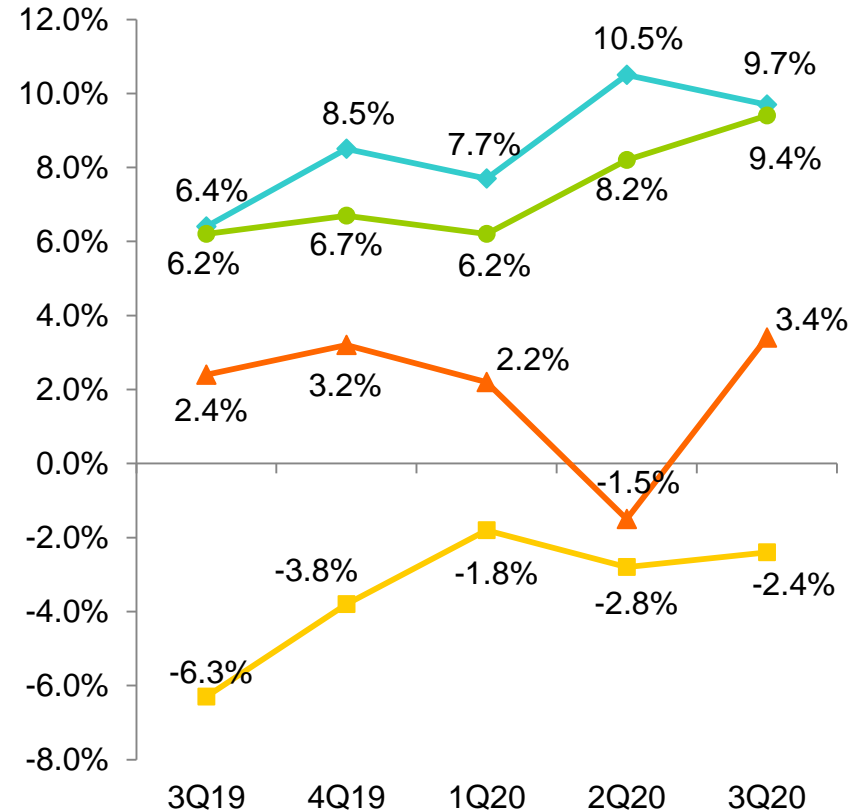
Operating Profits Breakdown by Product Segment

Operating Profits



■ Electronics ■ Chemicals ■ Polyesters
■ Plastics ■ Others

Operating Margins



◆ Electronics ■ Chemicals
▲ Polyesters ● Plastics



Business Overview

Capacity Expansion Plan

Area	Product	Unit	Annual Capacity			Completion Date
			Current	Expansion	Increase%	
Taiwan	PP Synthetic Paper	KMT	65	22	34	2021/4
	Long Fiber-Reinforced Thermoplastics	KMT	0	5	100	2021/1
	Copper Foil	KMT	34	18	53	2021/1
	Polyester Film	KMT	94	14	15	2021/4
	Polyester Release Film (4 th coating machine)	KM ²	240,000	120,000	50	2021/5
	Polyester Release Film (5 th set)	KM ²	240,000	123,600	52	2021/12
Mainland China	Aluminum Laminated Foil		0	26,664	100	2021/6
	PVC Decorative Film	KM ²	24,000	19,200	80	2021/9
	Copper Clad Laminate	KYD	12,000	13,200	110	2021/12
	Prepreg	KSH	24,000	28,800	120	2021/12
	Glass Fabrics	KM	0	117,000	100	2021/9
	PCB	KM	17,304	306	2	2021/2
	BPA	KSF	186	170	91	2021/10
USA	Flexible PVC Sheeting	KMT	0	14	100	2021/11
	EG	KMT	360	828	230	2020/12



THE END

