



# 2019 Q1 TCC GROUP INVESTORS' CONFERENCE



# Disclaimer

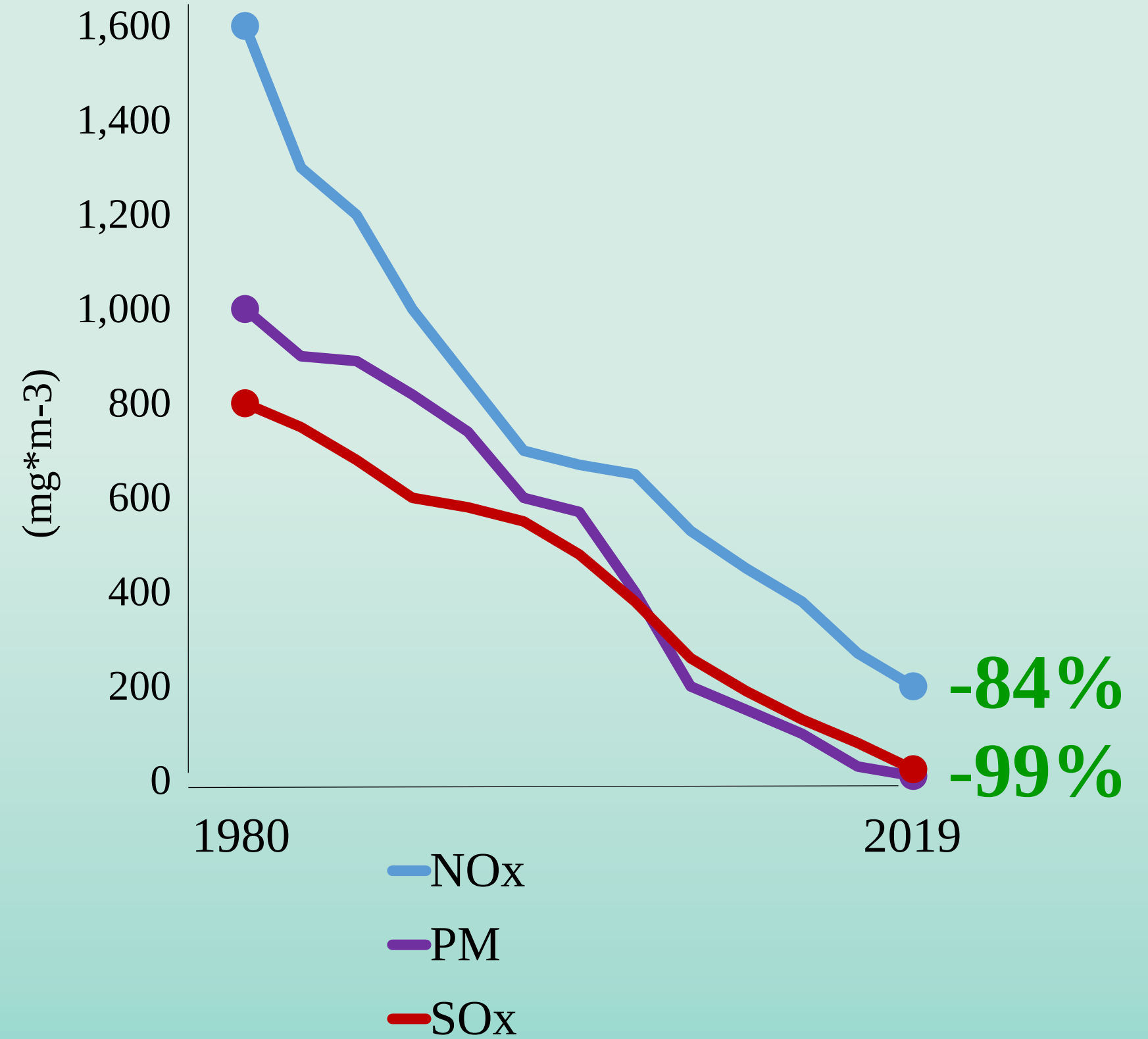
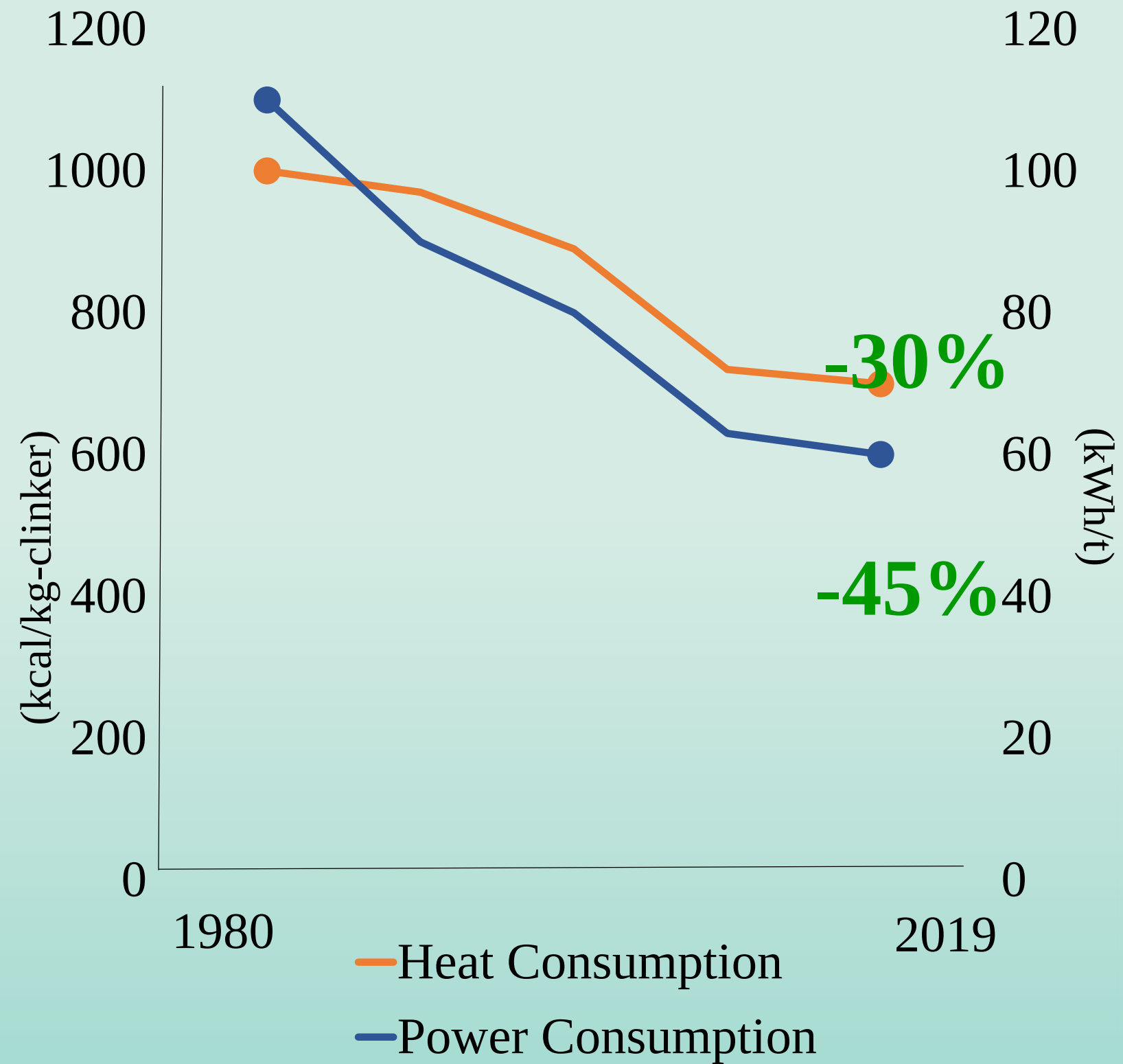
The forward-looking statements contained in this presentation are subject to risks and uncertainties and actual results may differ materially from those expressed or implied in these forward-looking statements.

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

# *Cement and the Blue Magpie*

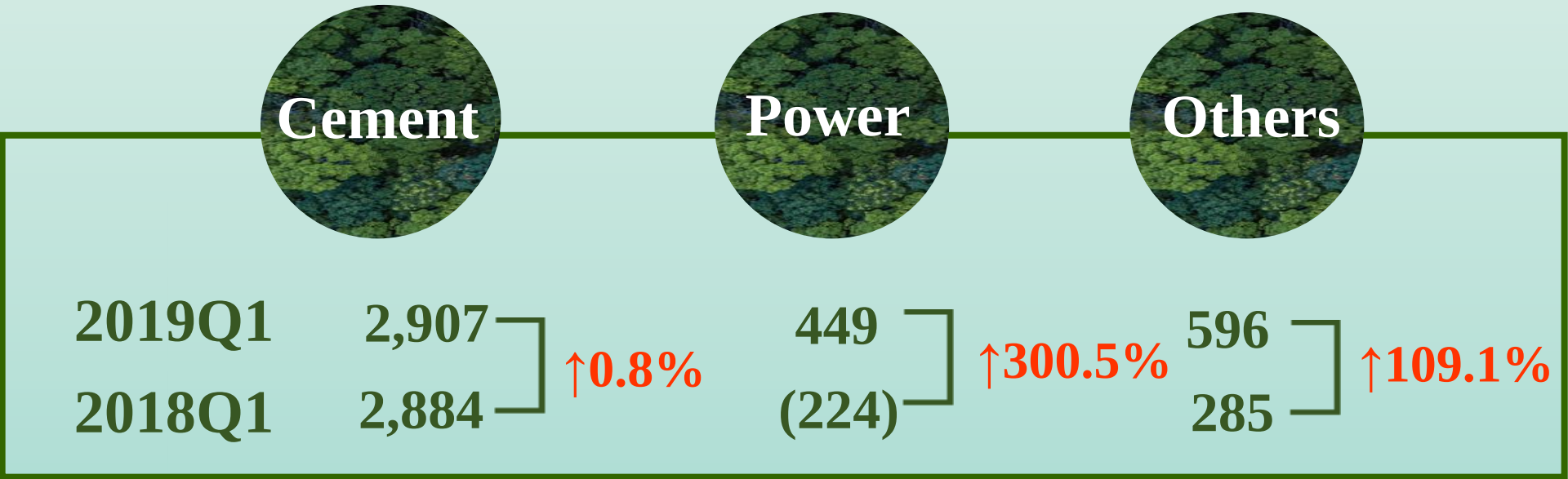
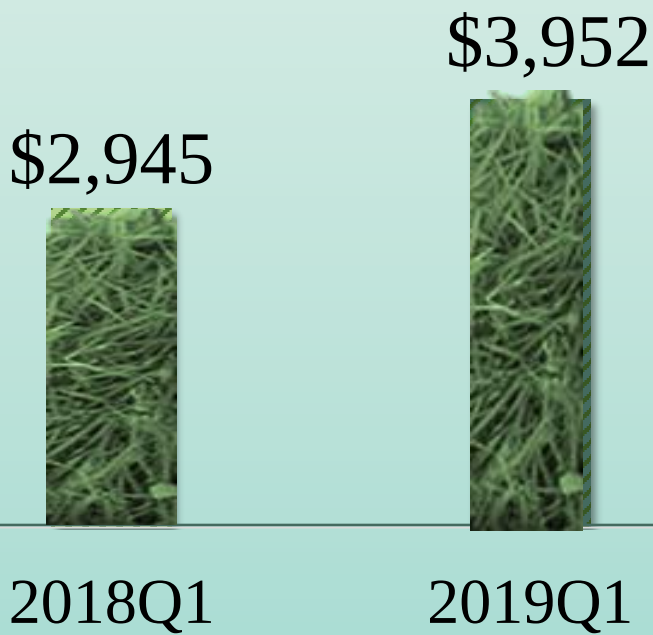
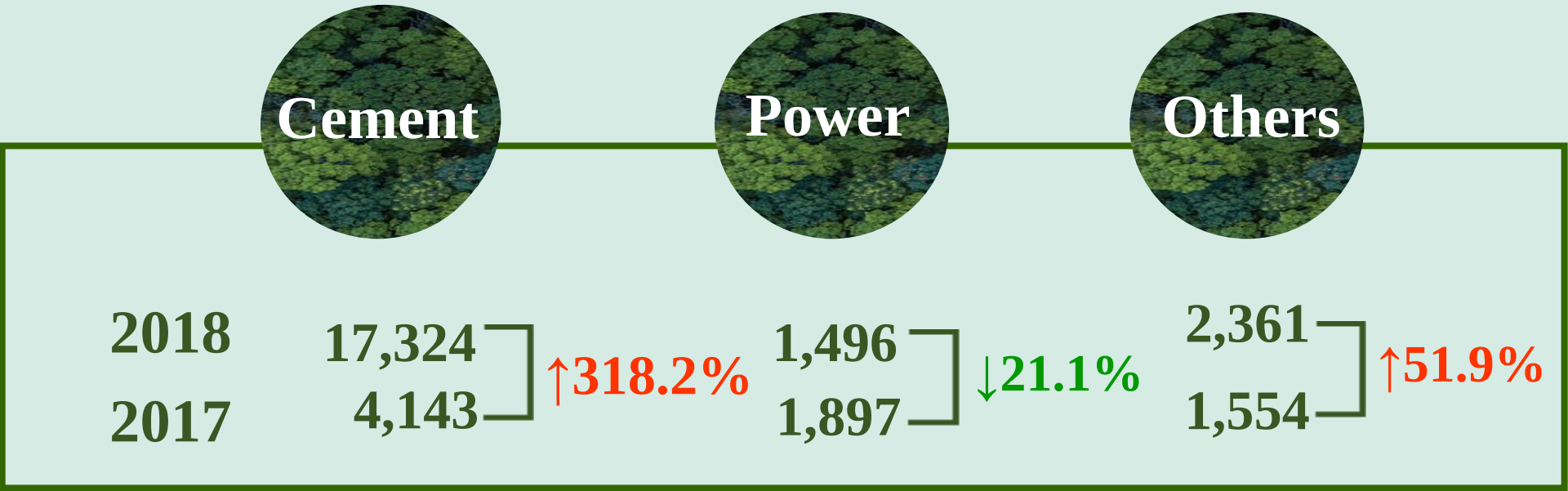
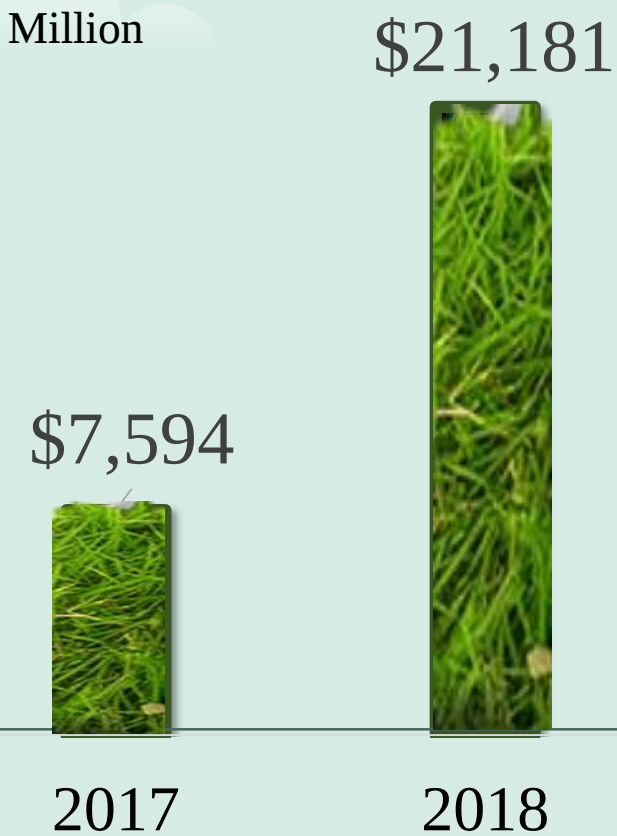


# The Green Pursuit



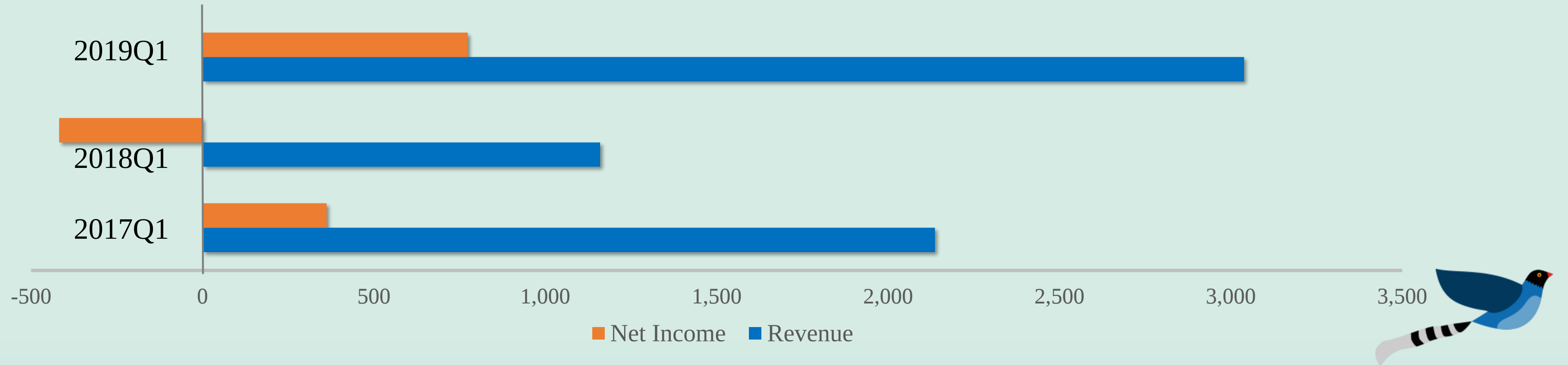
# 2019Q1 Net Income

Unit: NTD/ Million

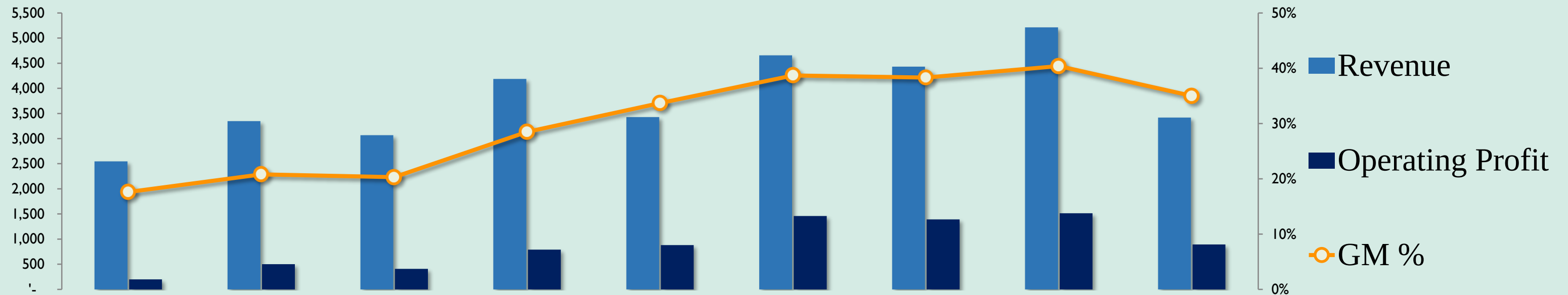


# Ho-Ping Power

Unit: Million NTD



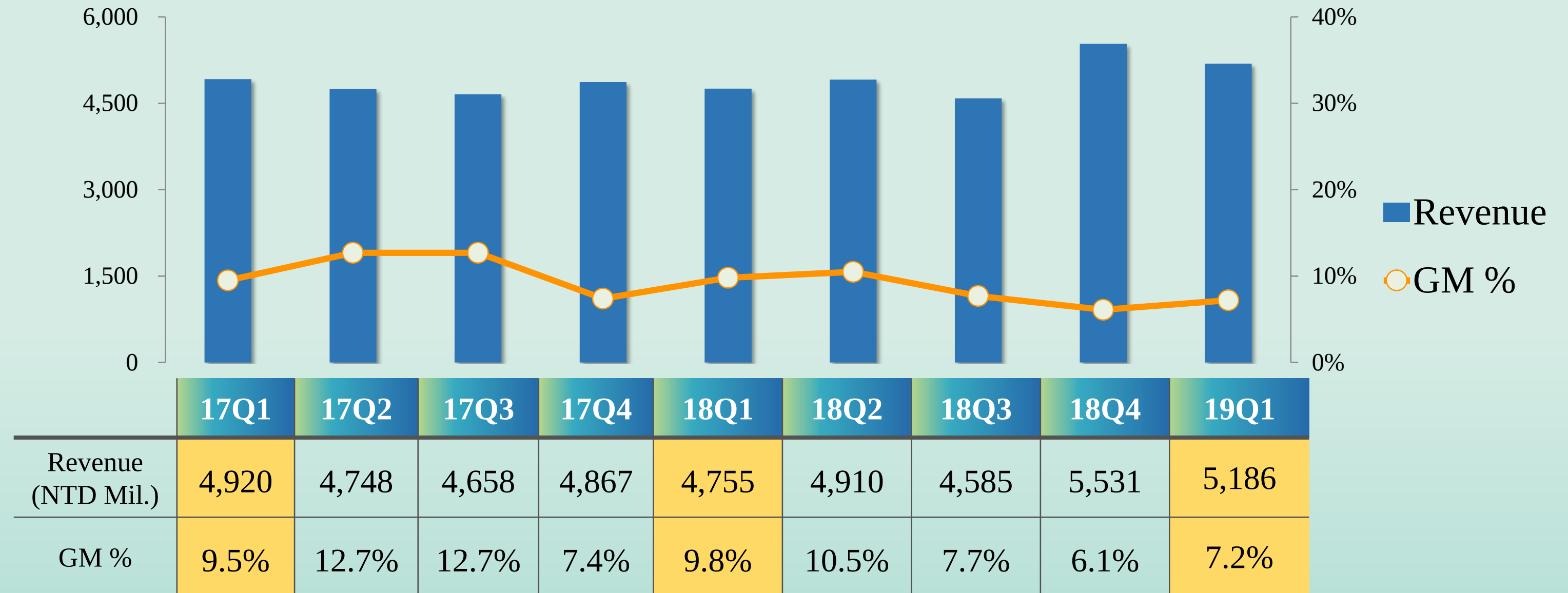
# GP Per Ton in Mainland China



|                         | 17Q1  | 17Q2  | 17Q3  | 17Q4  | 18Q1  | 18Q2  | 18Q3  | 18Q4  | 19Q1  |
|-------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sales Volume (Mil Tons) | 10.9  | 14.0  | 13.2  | 15.5  | 11.4  | 14.9  | 14.0  | 15.9  | 10.6  |
| Revenue ( RMB Mil )     | 2,545 | 3,348 | 3,068 | 4,186 | 3,429 | 4,656 | 4,430 | 5,212 | 3,419 |
| GP Per Ton              | 38.7  | 46.5  | 44.7  | 71.9  | 101.1 | 120.6 | 120.9 | 132.7 | 112.8 |
| Operating Profit        | 200   | 502   | 407   | 792   | 882   | 1,461 | 1,391 | 1,515 | 893   |
| GM %                    | 17.6% | 20.8% | 20.3% | 28.5% | 33.7% | 38.7% | 38.3% | 40.4% | 35.0% |

Operating Profit = (Revenue – COGS – Operating Expense)  
 Price Increase => Profit Growth

# Revenue and GM % in Taiwan

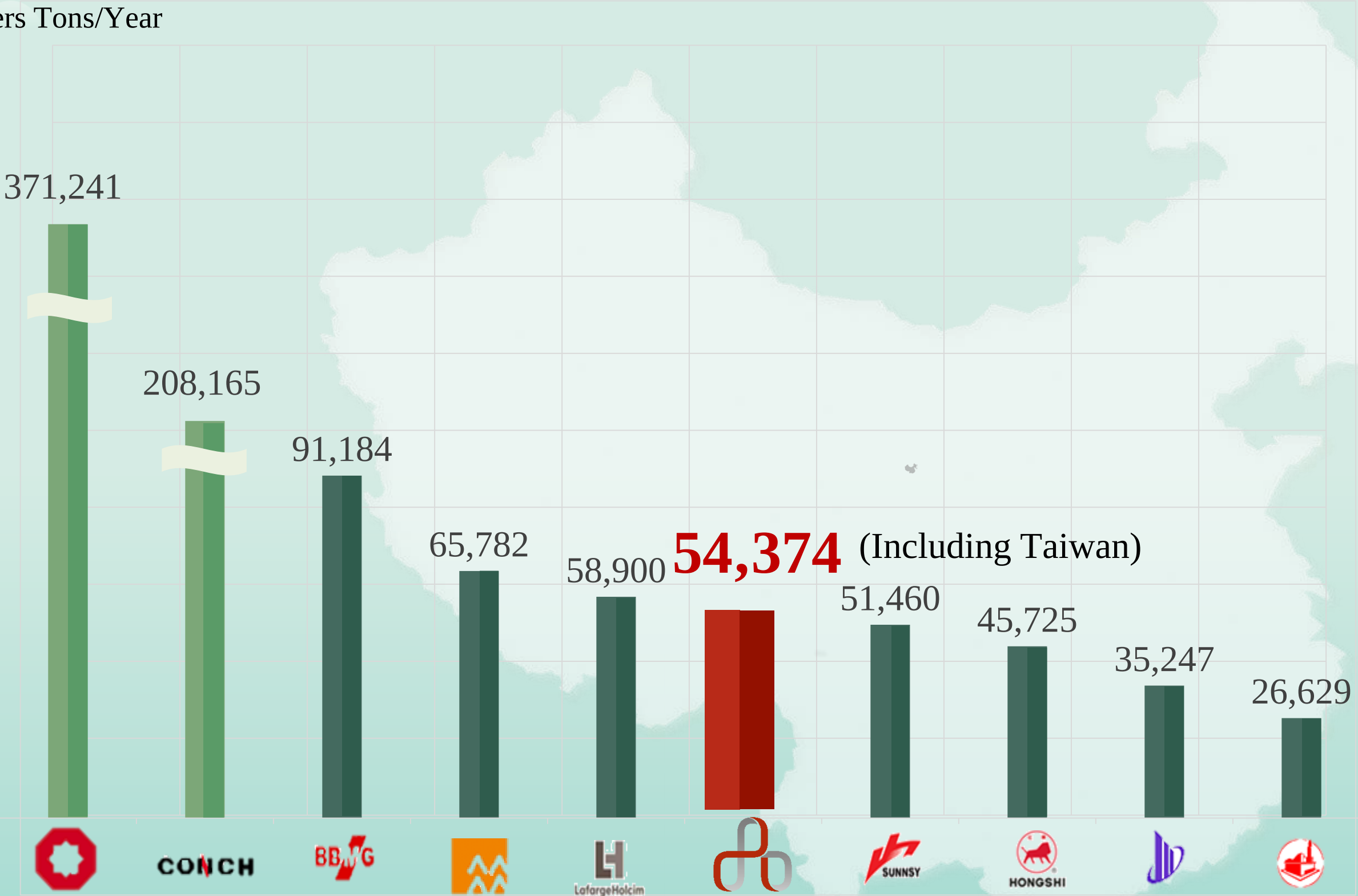


Gross Margin %  
 Gross Margin  
 Due to Different Sales Unit

= Gross Margin / Revenue  
 Includes Cement and RMC  
 => No Profit Per Unit Provided

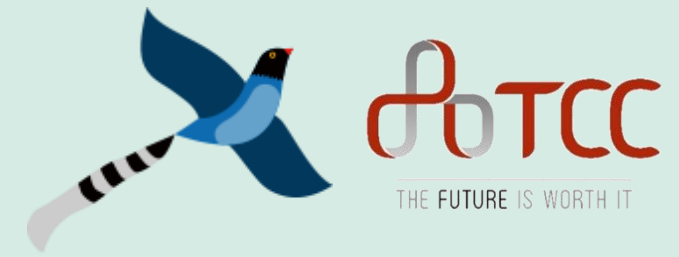
# Ranked 6th Place in 2018

Unit: 1,000 Clinkers Tons/Year

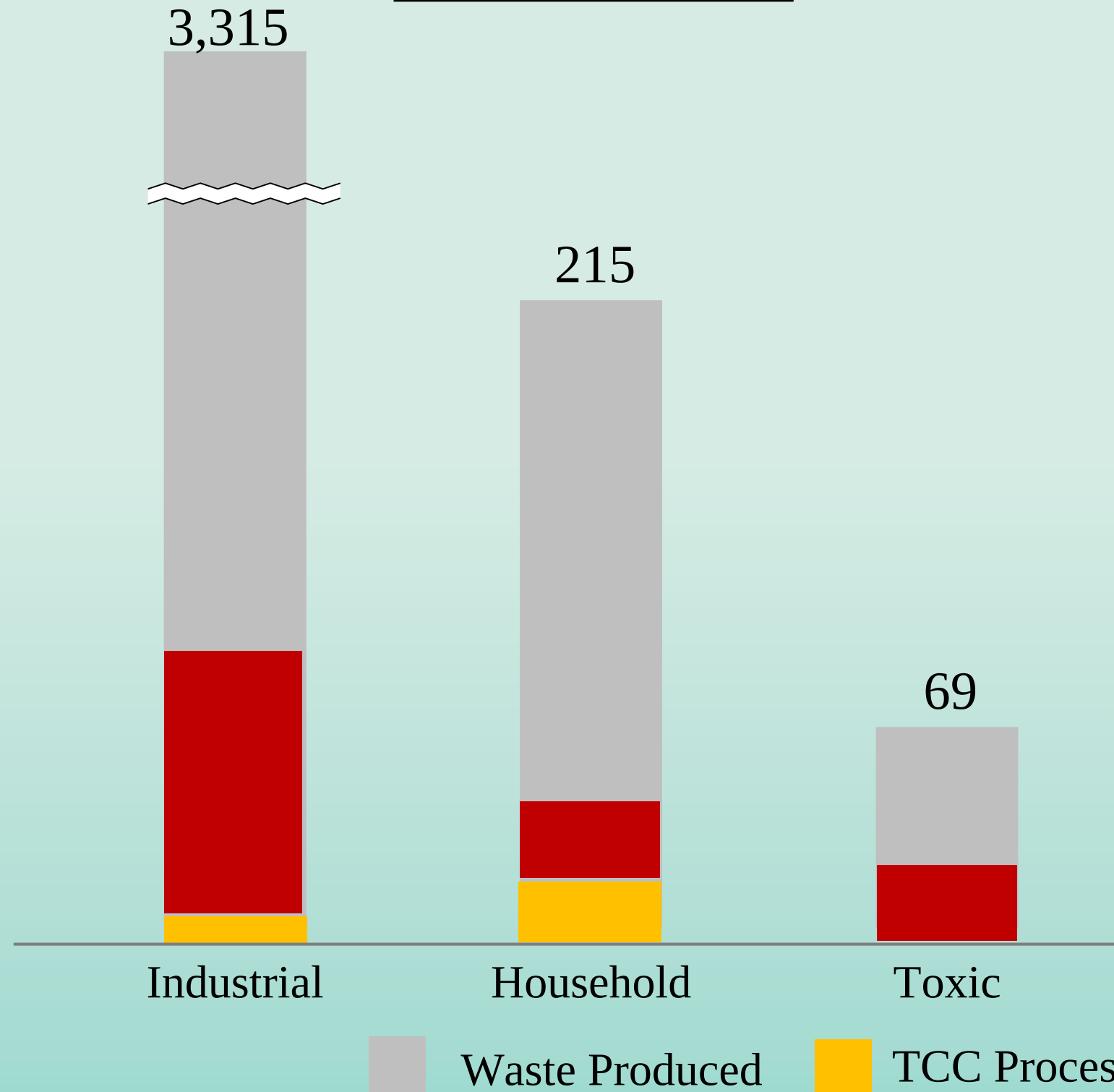


# Waste Treatment Potential

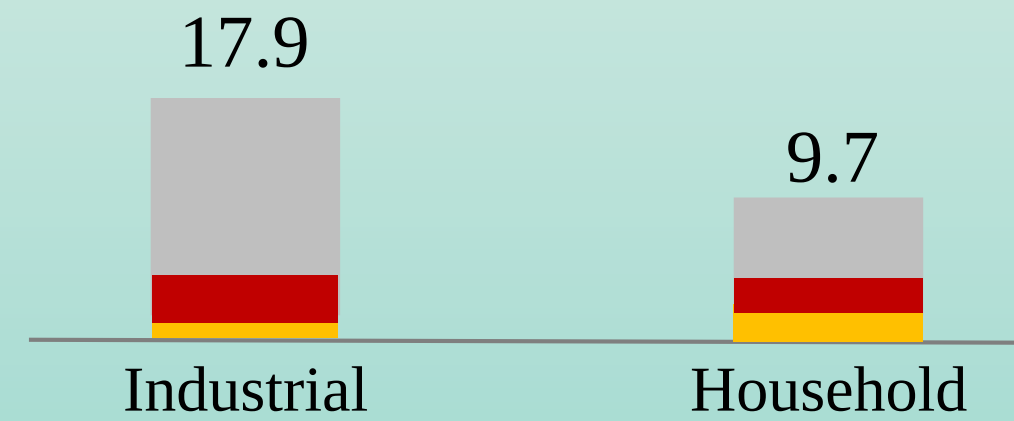
Unit: Million Tons



## Mainland China



## Taiwan



# Co-processing Waste Treatment Potential

## Landfill



## Cement Plant Co-processing



## Incinerator

# Major Progress



Guigang – Mainland China's **Largest** Co-processing Solid (Toxic) Waste Contract: **330,000 tons/year**



TCCI and Baowu Group Environmental Resources Technology Strategic Alliance  
Solid Waste Potential: **40,000,000 tons/year**



# The Last Mile



1.656GWh

▽8,941 (kg)



▽4,104 (kg)



892,000 (t)



▽317,172 (kg)

26,000 Tree

CO<sub>2</sub>

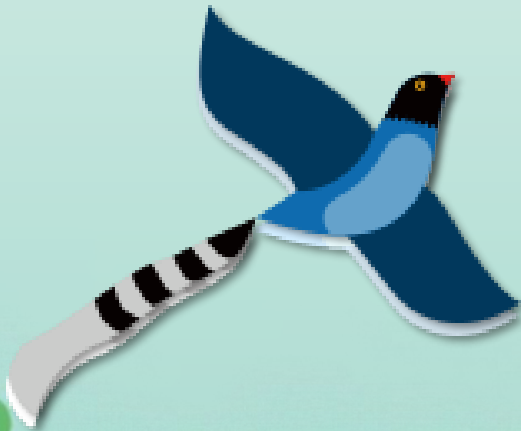


▽355 (t)



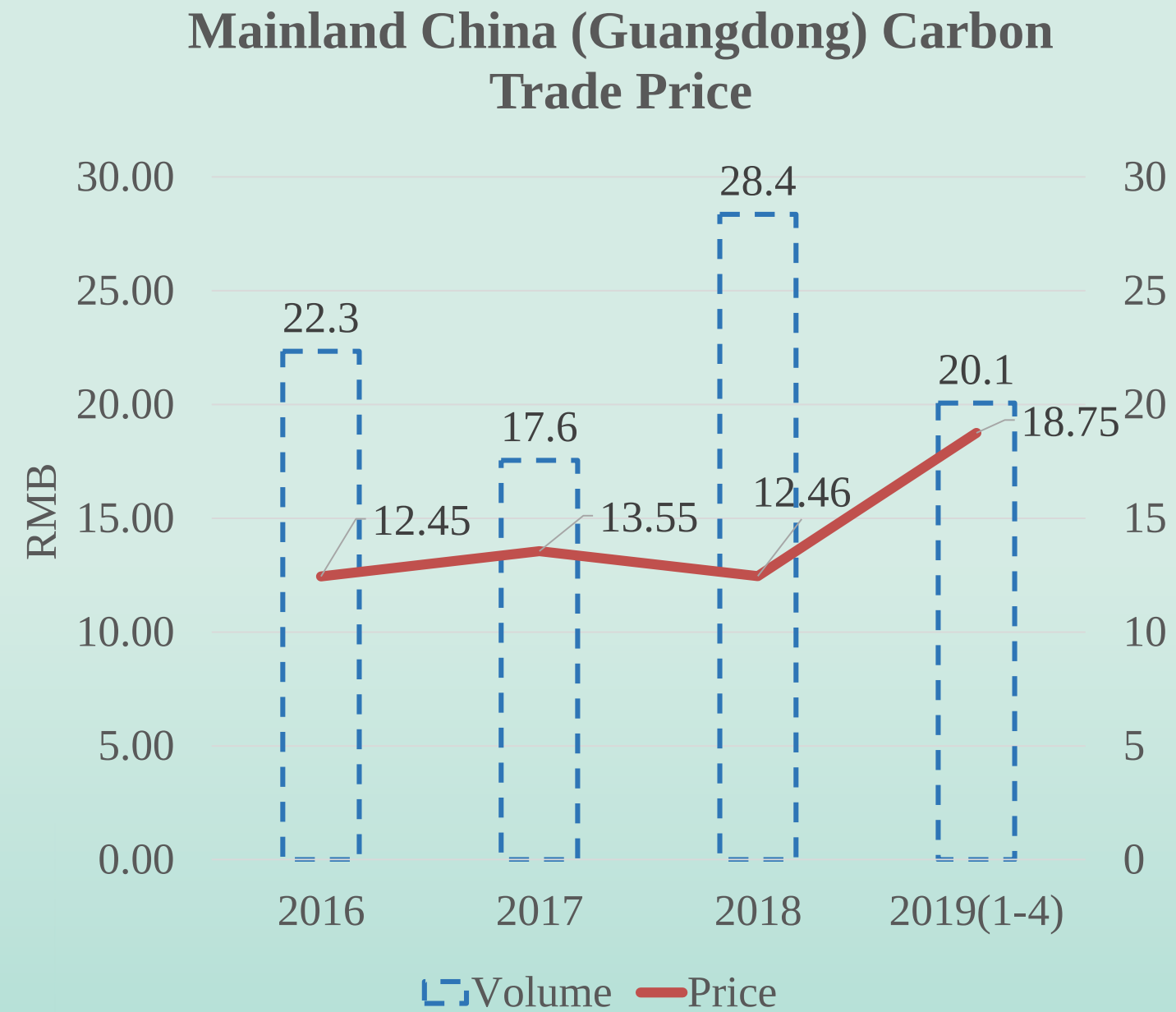
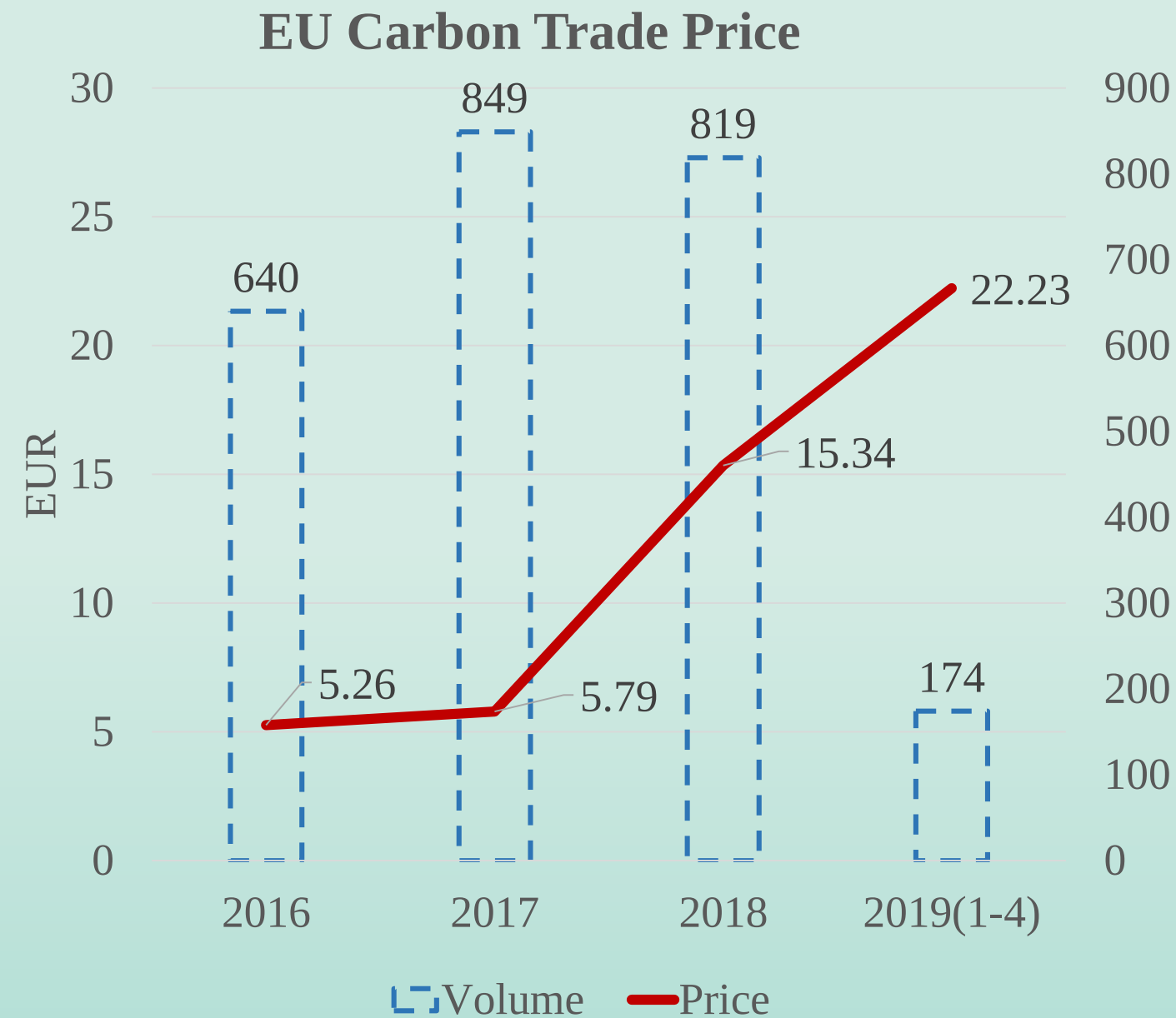
**Total**  
**2,375,597 (t) CO<sub>2</sub>**  
**=200 Million Trees**

Su Ao + Ho-Ping  
ISO 14046 Water Footprint



# Carbon Trade

Unit: Million Tons

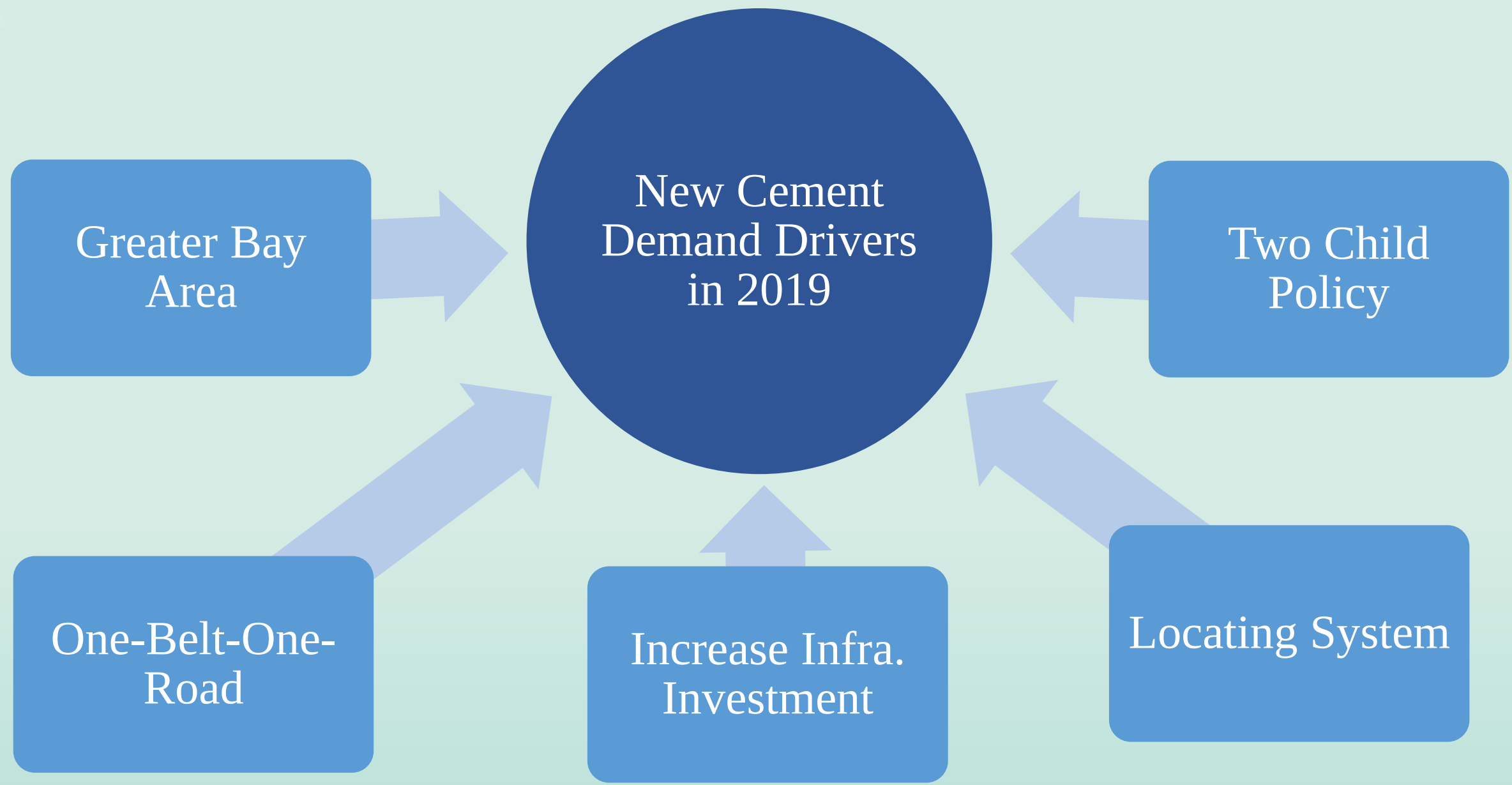


## TCC 2019

✓ CO2 Saved: 900,000 tons

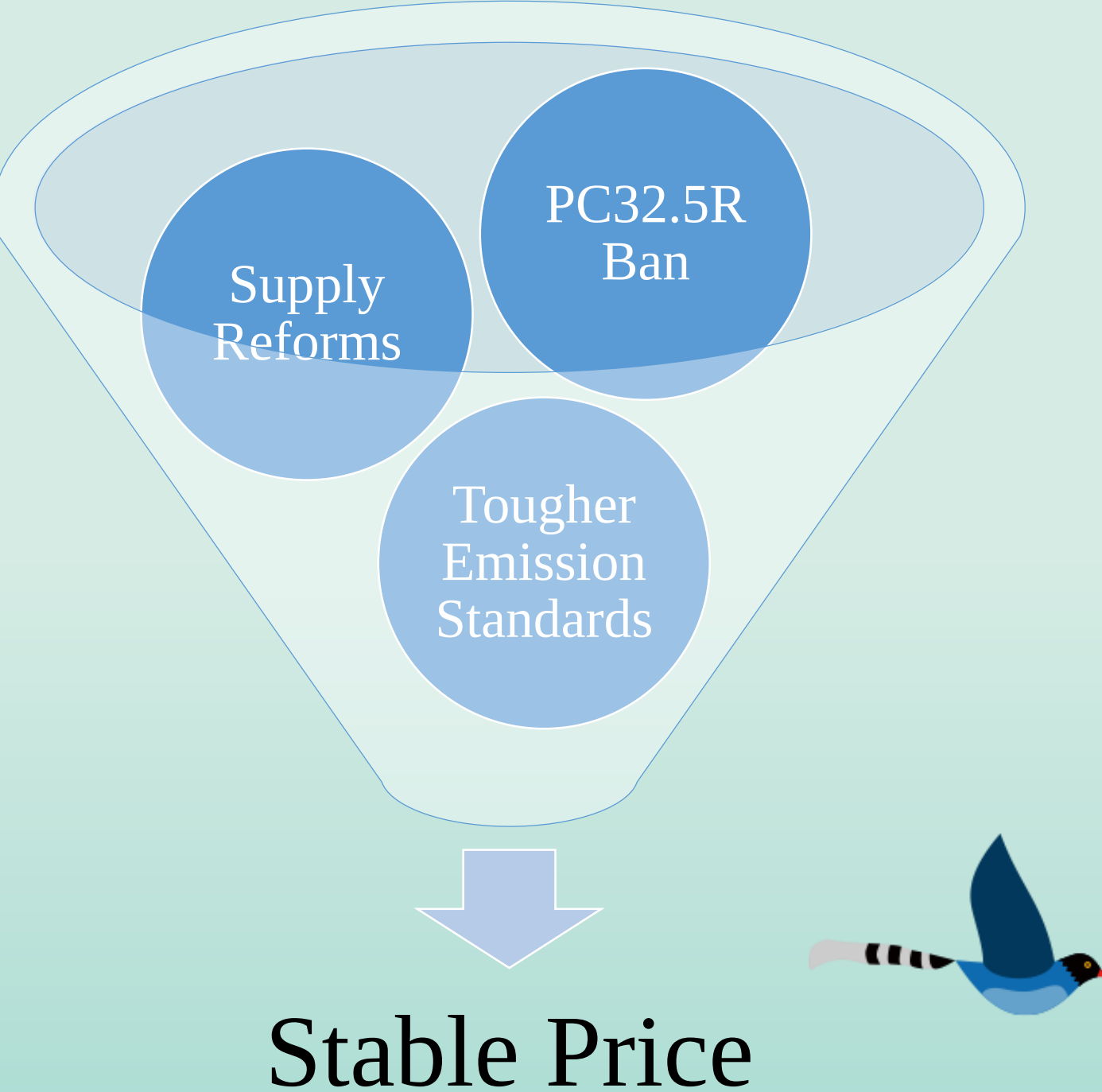
✓ Benefits: RMB18.5 million

# Mainland China Market: Demand

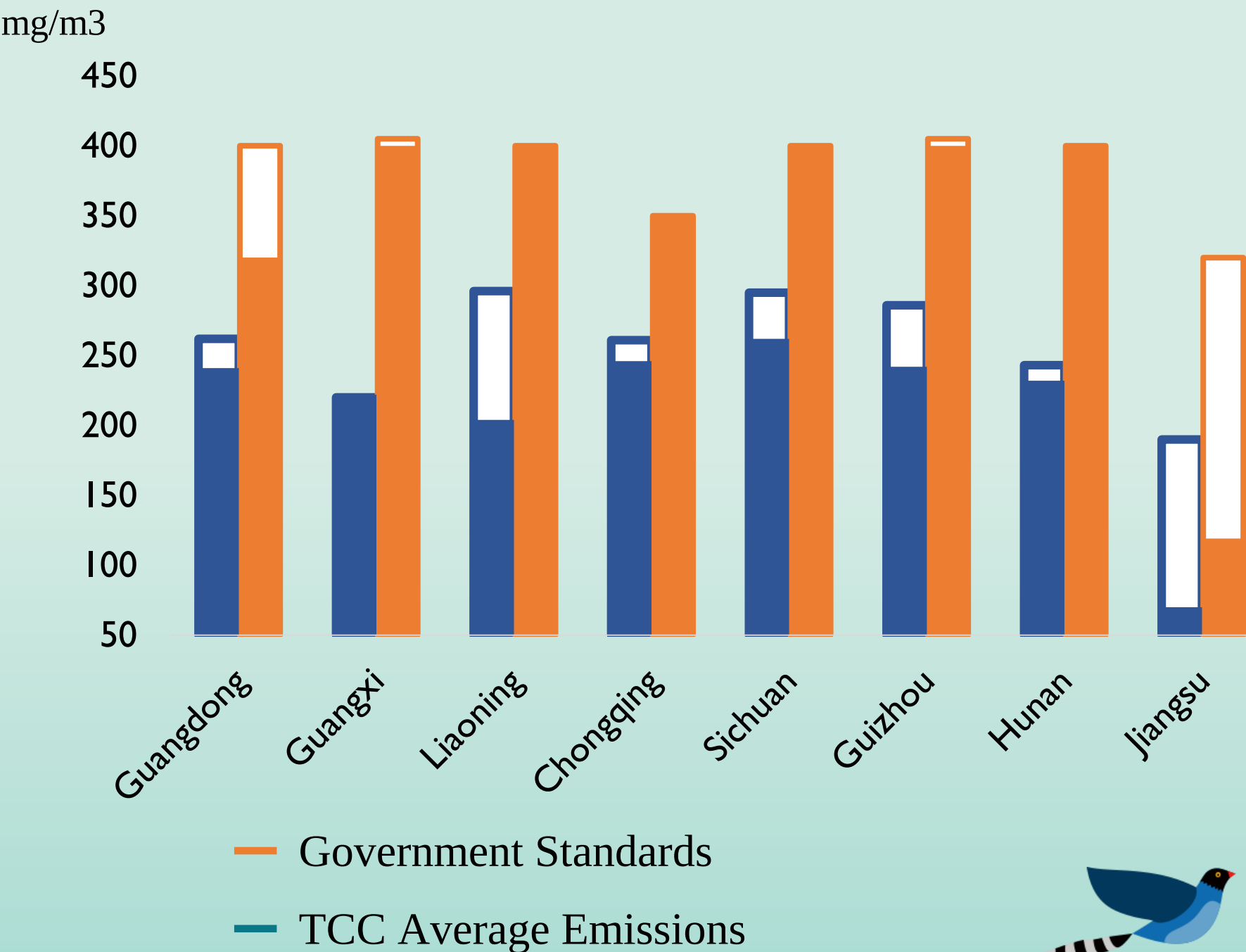


**VAT Cuts + Lower Utilities Costs + Lower Interest Rates**

# Mainland China Market: Supply

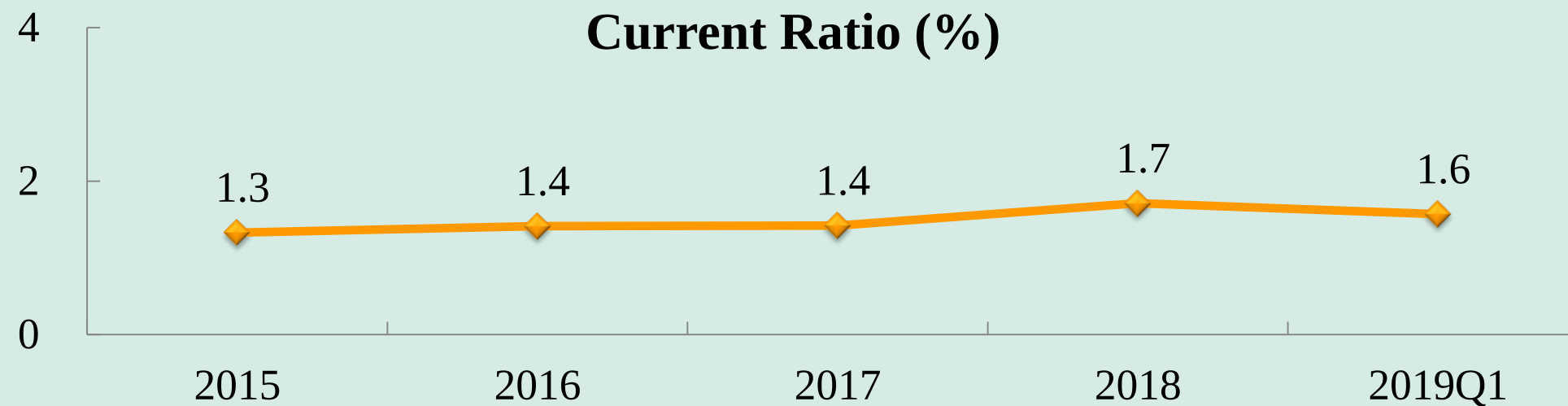


2019Q1 Average NOx Emissions

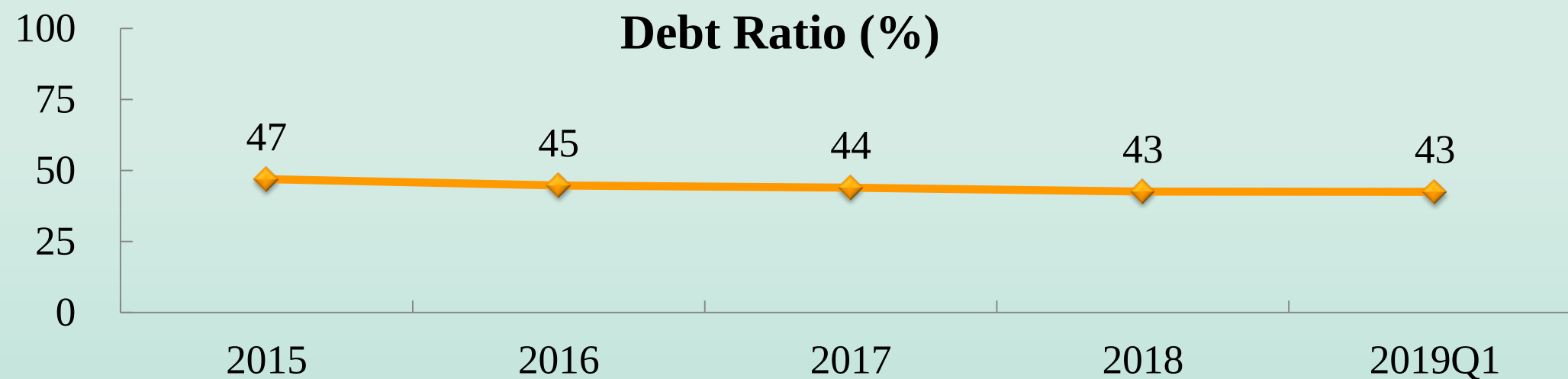


# TCC's Solid Financial Figures

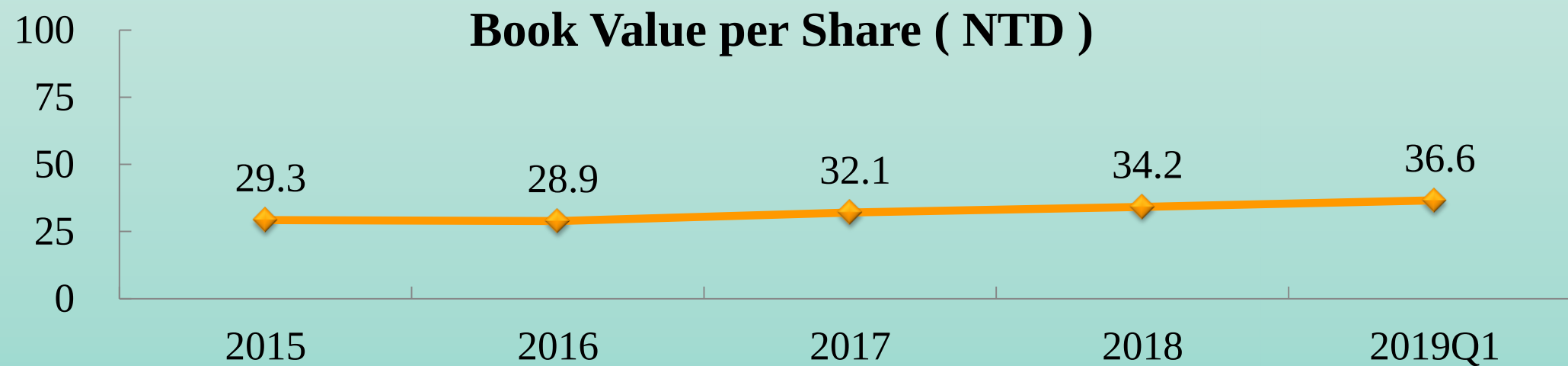
### Current Ratio (%)



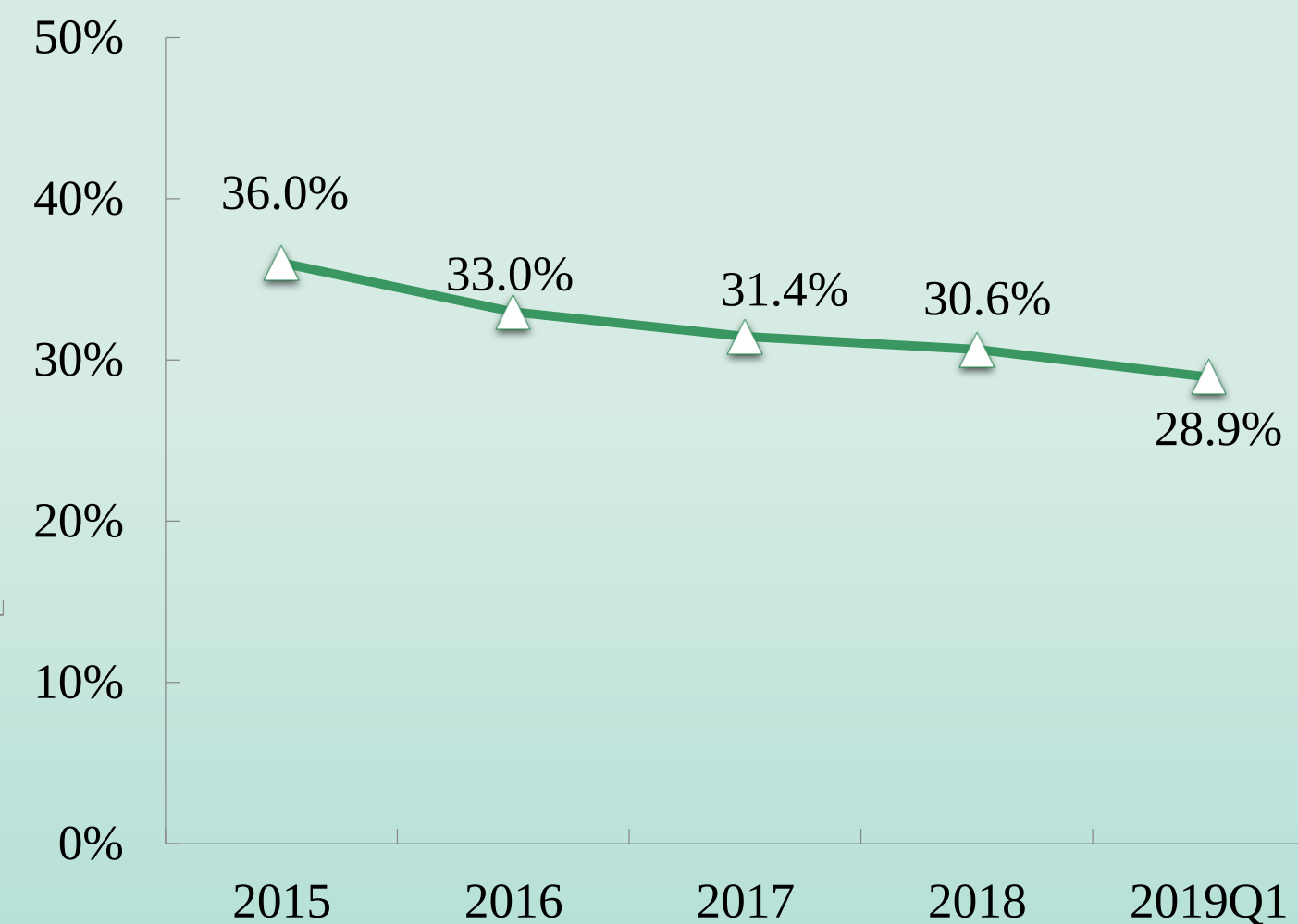
### Debt Ratio (%)



### Book Value per Share ( NTD )



### Gearing Ratio

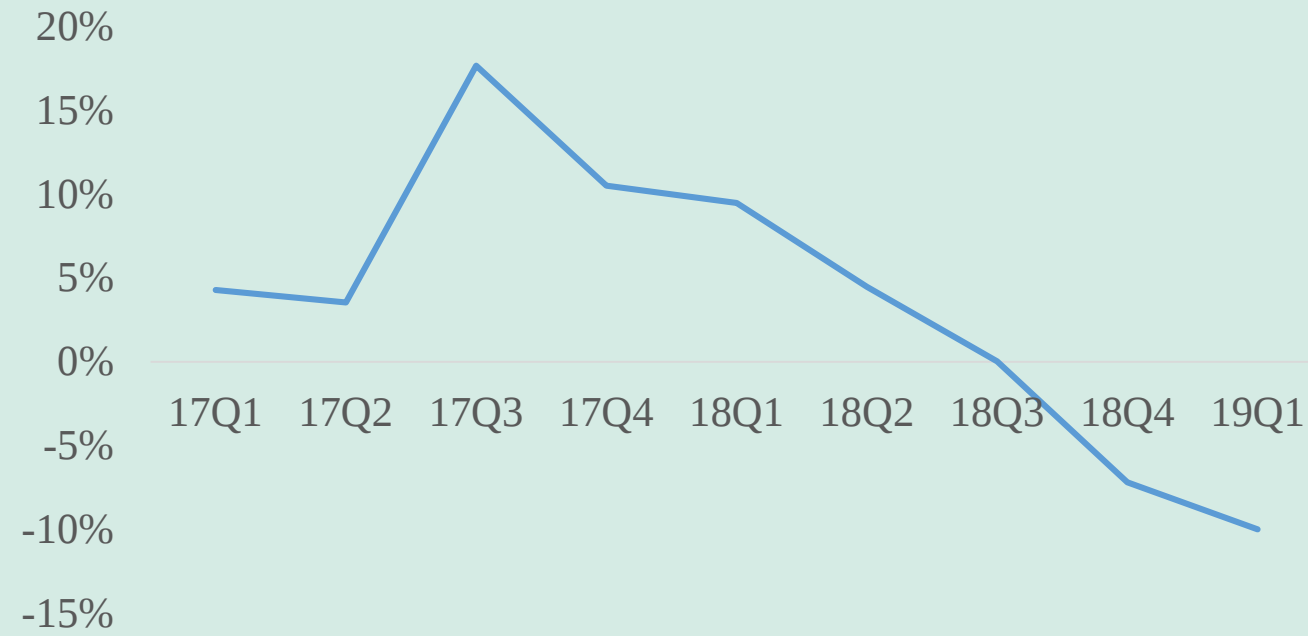


# Turkey & Portugal

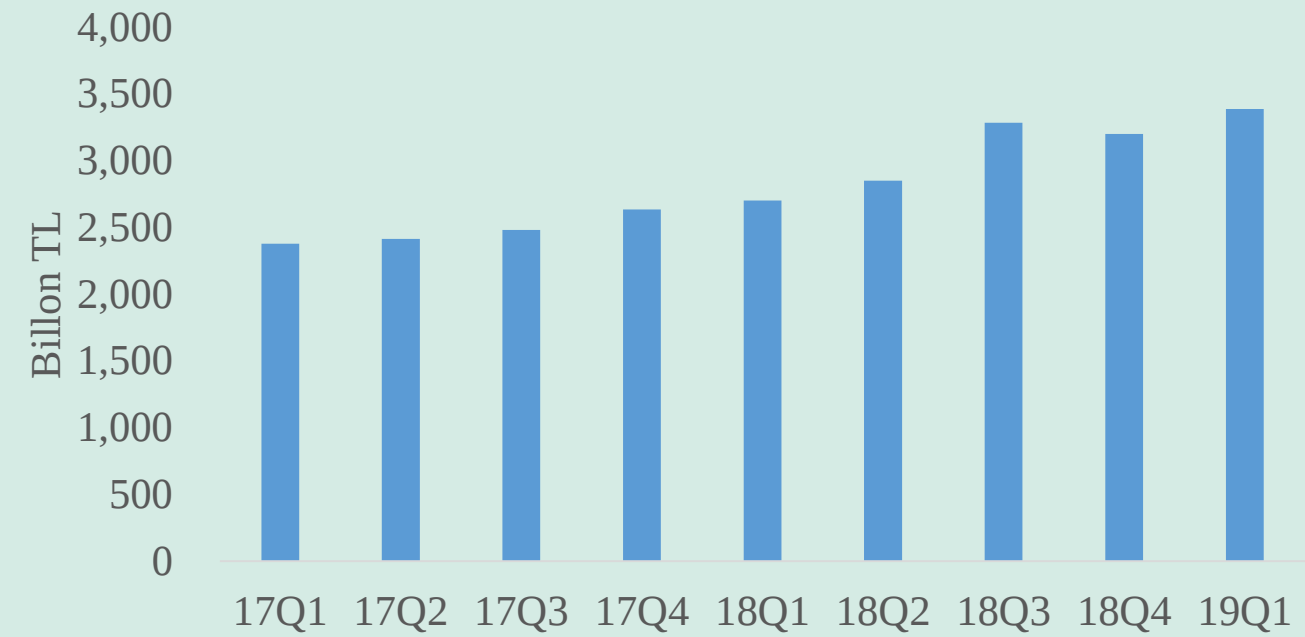
# Turkey's Economic Overview



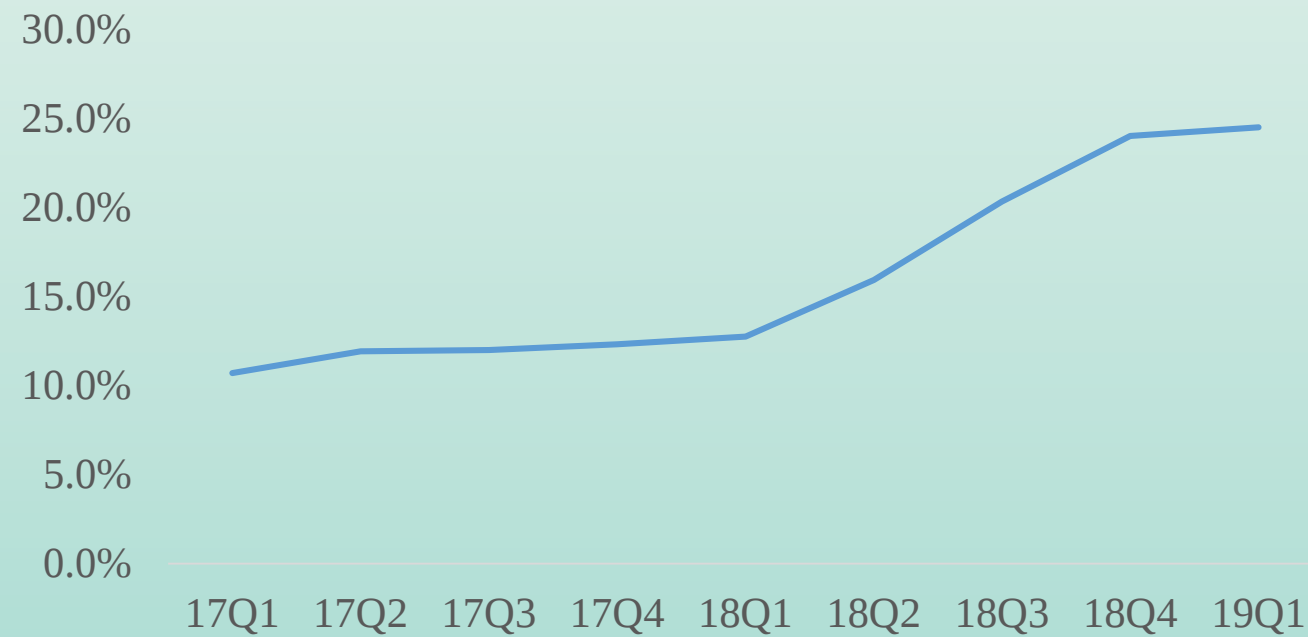
Industrial Production Annual Change



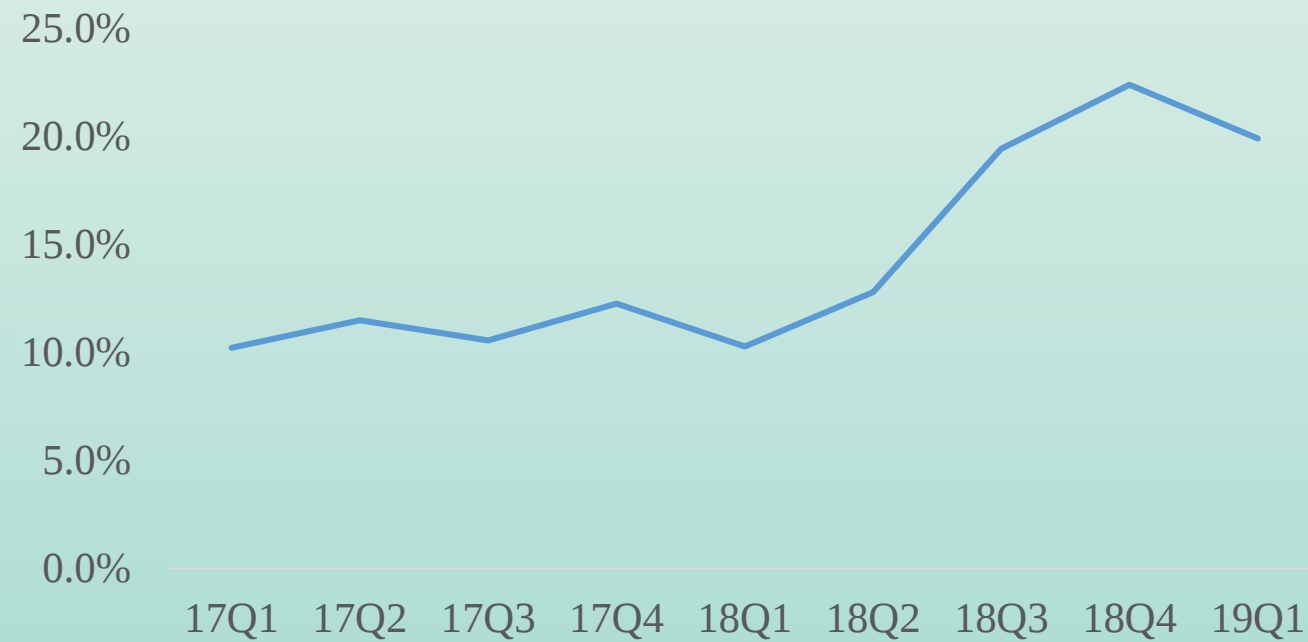
Total Government Debt



Interest Rate

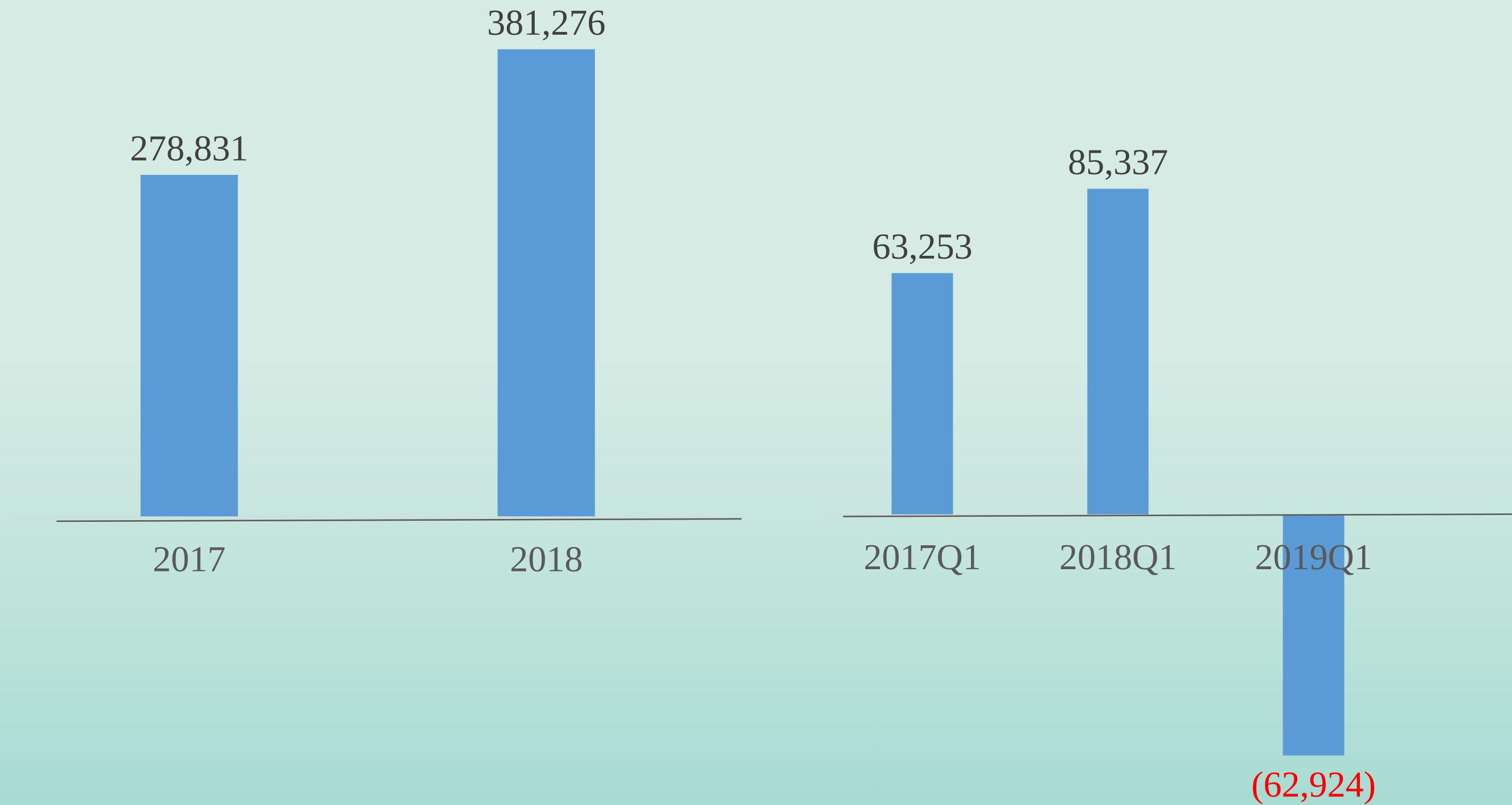


Inflation



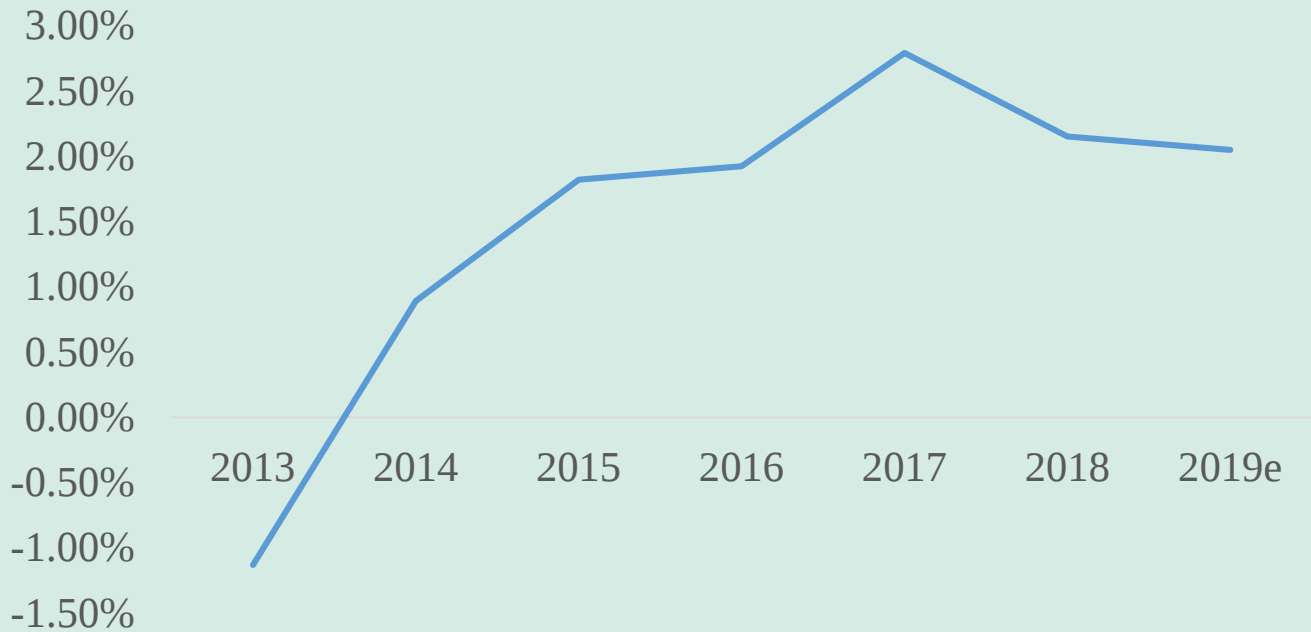
# Turkey: OYAK's Net Income

Unit: Thousand/Lira

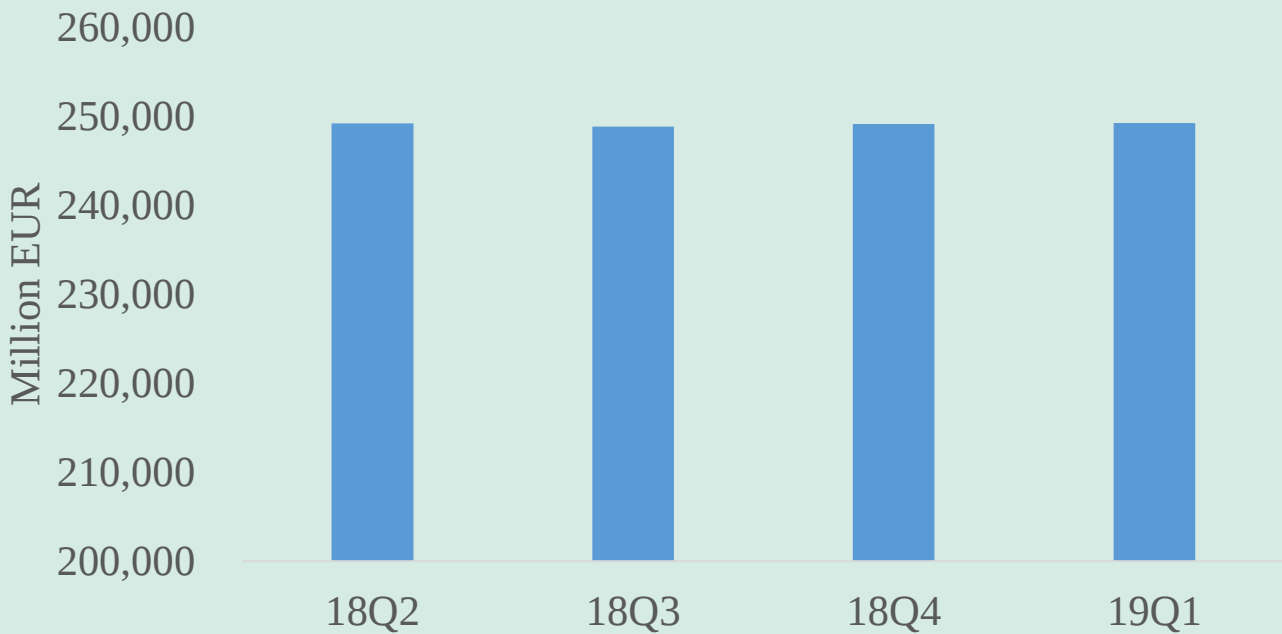


# Portugal's Economic Overview

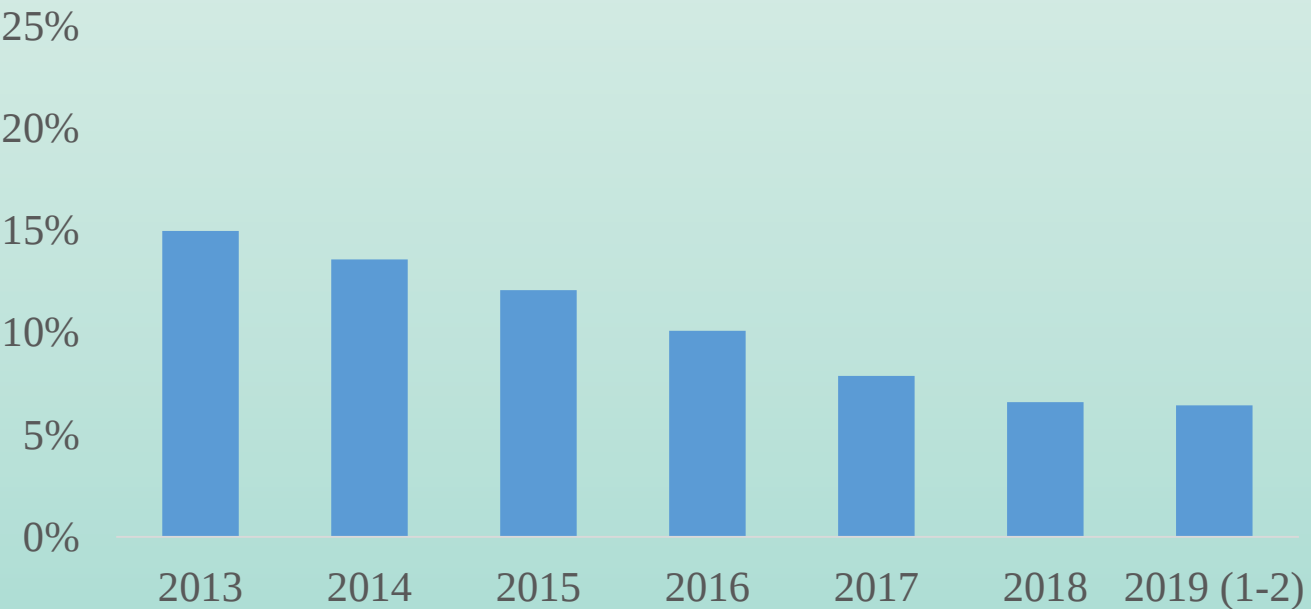
GDP Growth (OECD Data Forecast)



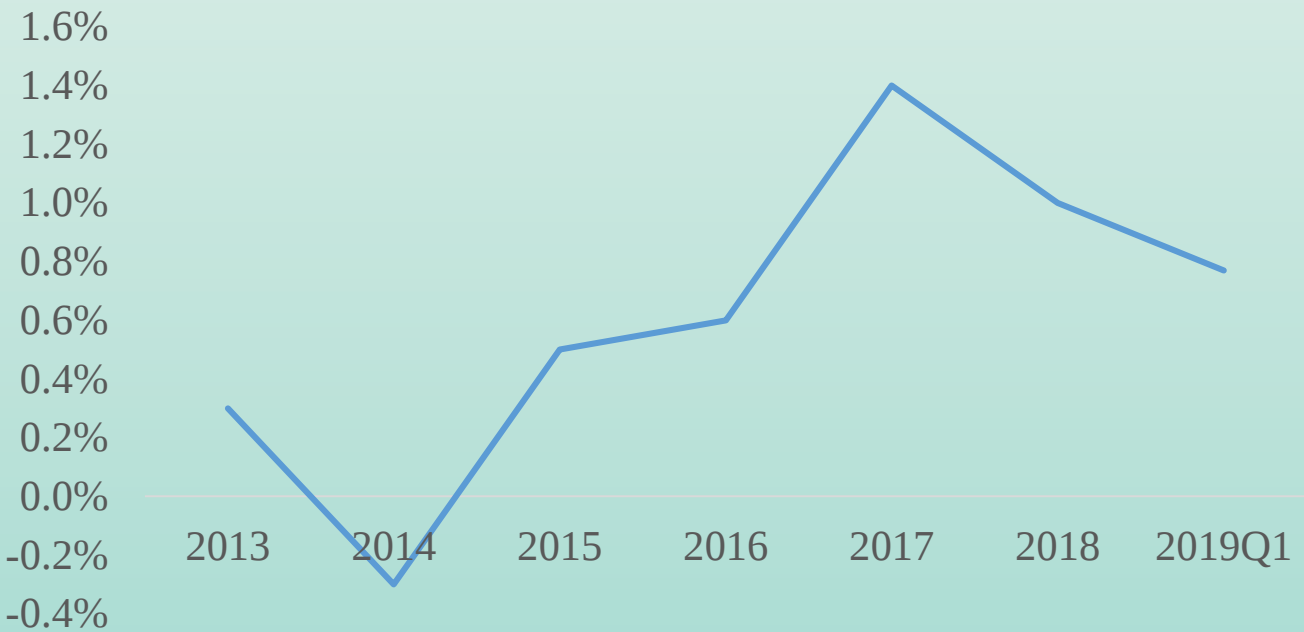
Total Government Debt



Unemployment Rate



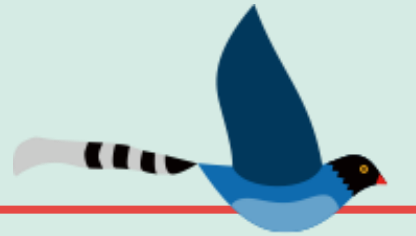
Inflation





CSR

# The Most Eco-Friendly Noodle



**1** Boil



**2** Ice



**3** Sprinkle



**Astaxanthin 7 Spices & Seaweed**



**6 minutes and 40 seconds!**



Create with the heart, build with the mind.

- Criss Jami





*We Appreciate You for Listening*