# **CTCI Corporation August Corporate Day**

August 11, 2021



## Disclaimer

- The consolidated financial statement is hereby based on International Financial Reporting Standards (IFRS) and audited by CPA.
- This presentation may include forward-looking statements with respect to the operations and business of the company other than the historical results. The actual results may differ from those indicated forward-looking statements due to unknown risks and uncertainties. Investors should make their own judgement and control the investment risk.



## Contents

- Company Overview
- Operation Review for Current Status
- Market Opportunities
- □ Financial Highlights
- ESG Performance



## **Company Overview**



## **Company Profile**

History

1979 – CTCI Corporation was established and engaged in EPC business

1993 – CTCI Corporation started to list in Taiwan Stock Exchange (code: TWSE 9933)

□ Paid-in Capital ......TWD 7.63 Billion (USD 273 Million)

□ CTCI Market Cap ......TWD 29.3 Billion (USD 1.0 Billion)

□ Group Market Cap \* ...... TWD 47.4 Billion (USD1.7 Billion)

Base date: July 30, 2021 USD:NTD=1:27.925

 CTCI offers a comprehensive range of services, products, and solutions for EPC lump-sum projects in Hydrocarbon, Power, Environmental, Transportation and Advanced Technology Facility.





<sup>\*</sup> including two listed subsidiaries of ECOVE Environment and CTCI ASI in the sectors of resource cycling and intelligent solution respectively

### **Global Network**

CTCI has around 7,000 employees in around 40 affiliates spanning across more than 15 countries worldwide

Date: 2021.03 **Taiwan** China Vietnam **Thailand** India Malaysia Singapore USA **Manpower** 5,195 678 301 175 244 102 (Taiwan) **CTCI Shanghai CTCI Corporation (Headquarters)** CTCI Smart Engineering Corp. **CTCI** Thailand CTCI Abu Dhabi CTCI Resources Engineering Inc. **CTCI Beijing CTCI Vietnam** CTCI Advanced Systems Inc. **CTCI Qatar CTCI** Americas SINOGAL CTCI Chemicals Corp. (Macau) **CTCI** Arabia CINDA (India) CTCI Machinery Corp. **ECOVE Environment Corporation** - ECOVE Environment Services Corp. - ECOVE Waste Management Corp. - ECOVE Wujih Energy Corp. - ECOVE Miaoli Energy Corp. **ECOVE Solar Energy Corp.** - ECOVE Solvent Recycling Corp. CTCI E&C (Philippines) MIEI (Malaysia) **CTCI Singapore PT CTCI International** Indonesia

## **Growth Path and Strategy – 1/2**

### From Design to Lump Sum Turn Key







Construction



**Lump Sum Turn Key** 

### From Domestic to Global



Taiwan



Middle East



Southeast Asia



**USA** 

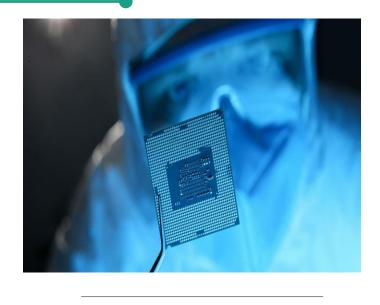


## **Growth Pattern and Strategy – 2/2**

### From Single Business to Diversified Footprint







1980s

Refining Petrochemical



2000s

Power
Transportation
General Industry
Environment



2020s

Green Energy Low Carbon Hi-tech

## **Company at a Glance**

### One of Global Major EPC Players

- Over 40 years of industry experience, involved in numerous landmark projects in Taiwan with solid customer profile and track records
- Enhancement of bidding competiveness by flexible strategy of bidding alone or with alliance partners (e.g. licensors, critical vendors, other world-class EPC companies) to win US\$ billions projects worldwide

### **Most Reliable Engineering Service**

- Commitment to reliable project execution as acknowledged by customers honorably
- ➤ Continuing improvement of unique abilities, such as Intelligent EPC(i EPC) systematic integration by adopting AI technology and big data analysis, modularization technology, etc.
- Well-diversified three business groups via group-wide subsidiaries to have a consolidated synergy

### Solid Foundation in ESG

- ▶ Embedded "ESG" as part of corporate DNA and transformed into the core competiveness of business
- Active engagement in the field of green energy & environment related to ensure stable income and profit on a long-term contract basis

### **Maintain Steady Dividend Yield**

Consistently higher dividend yield in TWSE average

### Global Top 100/ Taiwan No.1 Leading EPC company



## **Operation Review for Current Status**



### **Outline for 2021 till Present**



New Fields (High-Tech), New Markets' (U.S.) Accomplishment



**Backlog Breaks Through New Record High (NT\$318 Billion)** 



**Global Low-Carbon Economy and Green Transformation Trend** 



The Impact of COVID-19

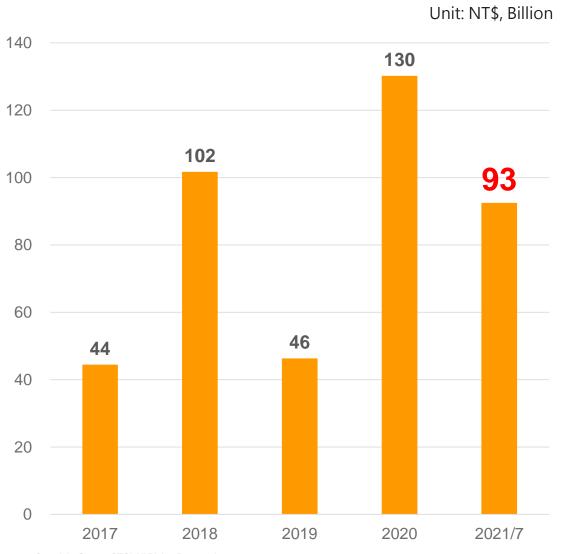


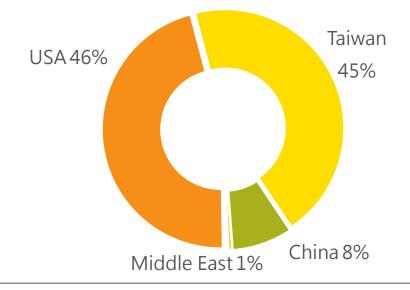
Fluctuations in raw material and labor prices

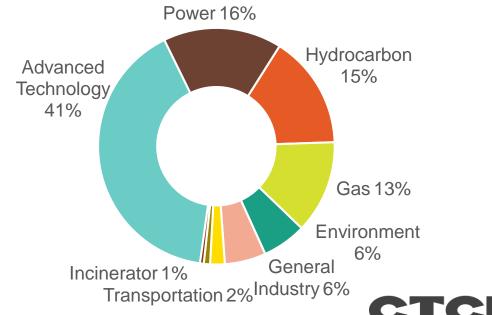


## New Fields (High-Tech), New Markets' (U.S.) Accomplishment

### New Contract up to 31 July, 2021

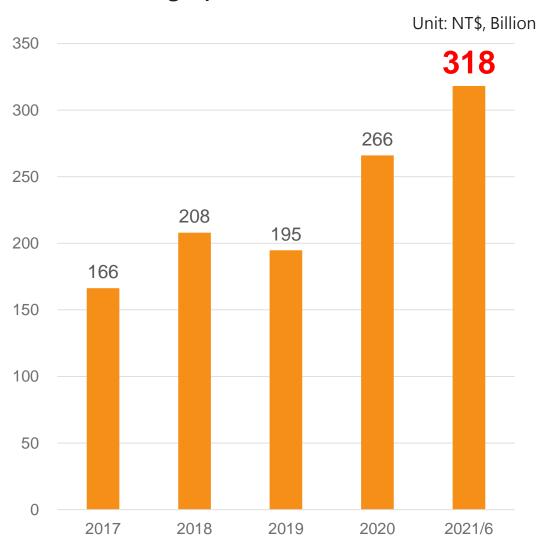


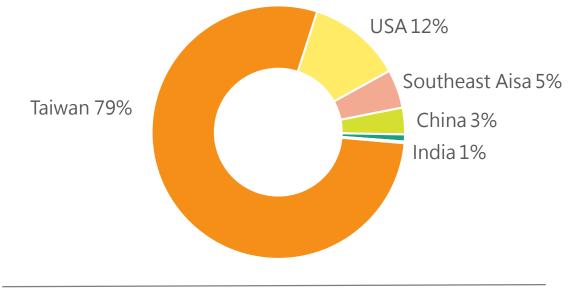


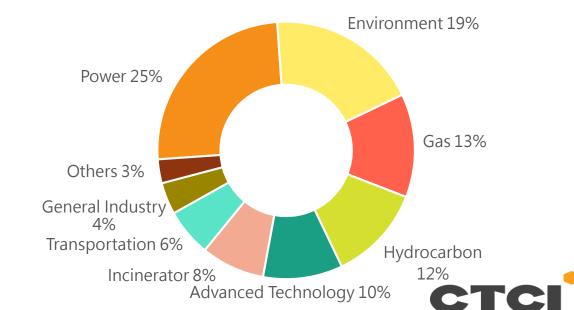


## **Backlog Breaks Through New Record High**

### Backlog up to 30 June, 2021



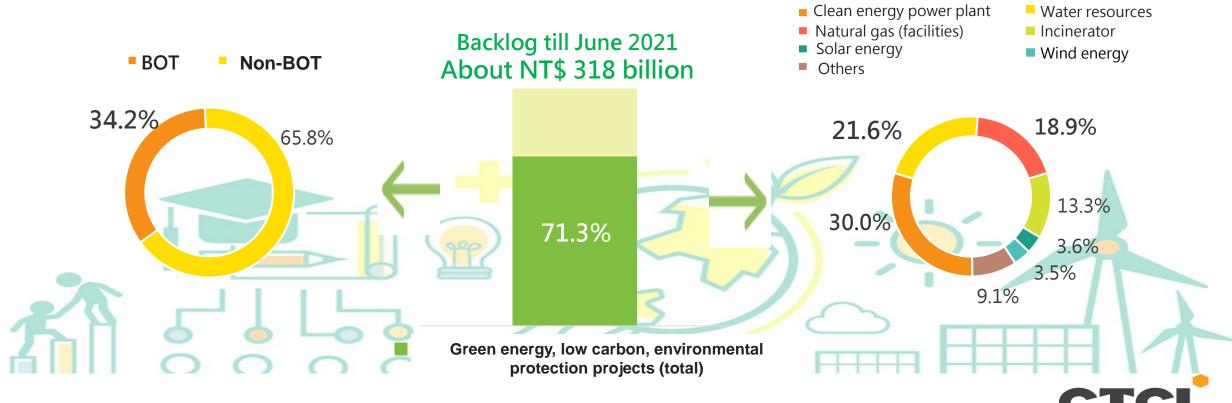




## Global Low-Carbon Economy and Green Transformation Trend

### Long-term attention in Global Warming, Climate changing, ESG, etc.

- Actively cultivate strengths in clean energy, water resources, waste treatment, etc., via dedicated business units from many years ago.
- Actively participates in investment development and operations in addition to EPC work in order to pursue long-term stable revenue and profit.



## The Impact of COVID-19



- Many countries have successively unblocked due to the popularity of vaccines
- Global Investment plans gradually recover
- India and UK have successively appeared coronavirus variants, and the epidemic situation in Taiwan has also become tense, causing pressure to restart the epidemic



### Influences

 Most overseas construction sites have been under normal construction, and only a project in south Vietnam has affected the construction progress



### **Actions**

- The epidemic situation in Taiwan is rising:
  - Socially distanced workforce, separated seating arrangement, online meetings, etc.→ Back to Normal Operation
  - Has been implemented COVID-19 rapid antigen test by Taipei Medical University Hospital and provide free rapid test kit for employees to take at home
  - Assist in the health care of the confirmed staff
- Public constructions can apply for cost compensation and project period extension caused by epidemic
- Actively strive for relief subsidies from various countries



### Fluctuations in Raw Material and Labor Prices

### **Overview**

- The epidemic has eased, the global economy has recovered rapidly cause shortage of supply
- Government's incentive measures have driven capital back to Taiwan enhance new constructions
- Large Hi-Tech factories have built new plants, and labor demand has increased
- Significant price increases both in raw material and labor from in 2020Q3

### Influences

- The projects awarded in 2020H2 have moderately reflected the price increases in the cost estimation
- The projects acquired before 2020H2, the prices of some materials are higher than budgeted

## Action

- Public constructions can apply price adjustment clauses to adjust the project cost
- Bids in preparation:
  - Sign pre-bid agreements with subcontractors/ suppliers
  - Carefully evaluate and appropriately increase the risk reserve
  - Continue to exercise copper hedging



## **Market Opportunities**

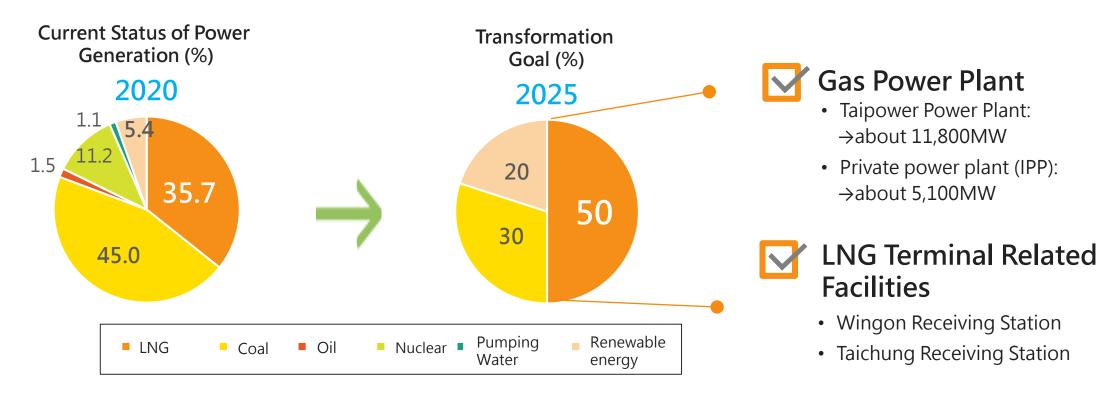


## **Domestic Clean Energy Opportunities**

Taiwan 2025 Energy Policy:

Reduce Coal-fired, Increase Nature Gas, and Promote Green Energy

Natural gas is a clean energy with environmental advantages, and the growth of natural gas use is a world trend



- Datan Power Plant is Taipower's first gas-fired power plant to be outsourced under lump sum contract. After that, the total capacity of gas-fired power plants via publicly tendered under the lump sum contract totaled 13,850MW, and CTCI Corp. awarded about 74%.
- CTCI Corp. is the only domestic engineering firm who is capable of executing lump sum contracts for LNG gasification facilities and storage tanks.



## **Deploy Strongly in the U.S. Market**



- ExxonMobil and SABIC's major investment in the Gulf Coast which is the largest MEG modularized plant in the world
- Cooperate with McDermott and the advanced modularization technology obtain the recognition and trust of the owner
- The contract amount is close to US\$ 1 billion
- It is expected to be completed successfully this year

Step into renewable energy and lowcarbon business

- **Semiconductor Industry Business Opportunities** 
  - Huge demand for electric vehicles and 5G
  - The U.S. intends to expand local semiconductor production capacity and Taiwan companies plan to have new investment there.
  - Drive high-tech industry supply chain manufacturers to copy Taiwan's successful experience to the U.S.
- Renewable fuel business opportunities
  - The demand for clean energy continues to grow
  - Biden government strongly supports green energy and environmental protection industry
  - U.S. multi-state governments offer incentive policies for renewable fuels



## **New Opportunities in China**

- ✓ BASF Petrochemical Complex Project in Zhanjiang, Guangdong
- ✓ Dow Chemical Manufacturing Hub for Specialty Chemicals in Zhanjiang, Guangdong
- ✓ SABIC/Fuhaichuang Petrochemical Complex Project in Gulei, Fujian



#### Investment from Taiwan:

- ✓ Quanzhou Grand Pacific Chemical Co. Ltd.
- Zhangzhou CHIMEI Chemical Co., Ltd.
- √ Formosa Petrochemical Corporation (FPCC)
- Chang Chun Petrochemical Co., Ltd.
- ✓ Taita Chemical Co., Ltd.



### Foreign Investment Increase

Foreign investment restrictions are loosened, 100% foreign investments are allowed in large-scale refining and chemical integration projects, cause new foreign investment projects in China are gradually increasing.



### China's Fourteenth Five-Year Plan

Announced to accelerate the goal to enlarge high-value downstream polymers, implement the elimination of backward production, and promote the integration of production capacity.



### **BASF** designated partner

Following large engineering companies in the U.S. and Japan, CTCI Group becomes a limited qualified partners who been designated by BASF.



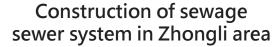
### **Advantages of Deep Farming**

CTCI Beijing has been in China close to 30 years and is one of the few foreign engineering companies that entered China in the 1990s. The localization and the Class A qualifications of chemical and petrochemical, municipal administration, etc., enhance the competitiveness,

## **Water Investment Drives Business Opportunities**

### **Domestic Water Resources Performance**







Kaohsiung Fengshan Creek Reclaimed Water Plant

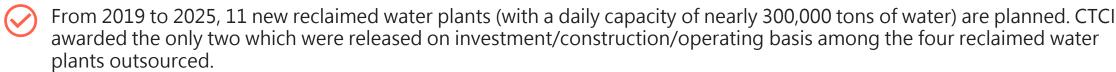


Kaohsiung Linhai Sewage Treatment Plant and Reclaimed Water



Tainan Science Park Reclaimed Water Plant

BOT 2+33 year	BTO 2+15 years	BTO 3+15 years	BOT 1.5+20 years
156,000 tons/day	45,000 tons/day	33,000 tons/day	20,000 tons/day
The total length of the pipeline is 246 km, connecting 200,000 households	The first domestic municipal sewage recycling BTO demonstration project	The first domestic project that combines municipal sewage treatment and reclaimed water systems	The world's first project of high-tech wastewater reclaimed to the semiconductor process



Government plans to release five desalination plants (Taoyuan, Hsinchu, Chiayi, Tainan, Kaohsiung) on investment/construction/operation basis.

As a only one domestic professional player with both municipal sewage and industrial sewage treatment capabilities, together with the abilities in full life cycle performance in investment/construction/operation in reclaimed water business.

## **Opportunities for Waste Treatment**

Investment/Construction/Operation

4 Plants

- 24 large-scale municipal waste incineration plants in Taiwan, CTCI Group owns 2 plants (Wuri Plant/Miaoli Plant) among the three plants of which are on the investment/construction/operation basis, and also undertakes the operation of the third one.
- Cross into the investment/construction/operation of comprehensive waste treatment sectors(Taoyuan Biomass Energy Center and Changbin Resource Treatment Center)

Large-scale municipal waste incineration plant operation

10 Plants

- CTCI Group is the largest incinerator operator in Taiwan.
- A total of 19 large-scale municipal waste incineration plants operated by the private players and CTCI Group obtained 8 plants, plus 2 overseas incineration plants
- In the next 5 years, it is estimated that there will be 12 municipal waste incineration plants for new construction, remapping or expansion plans to adopt investment/construction/operation basis (estimated opportunity is about NT\$140 billion).
- The demand for waste treatment plants in the industry has greatly increased due to insufficient industrial waste treatment capacity
- The only domestic professional player with full life cycle performance in investment/construction/operation of the incineration industry.





## **Rail Transportation Market Potentials**

In the next five years, three track constructions will be launched one after another and localization policies will be cited

Total mechanical and electrical budget: NT\$31.5 billion

Extension of the transportation network in Taipei, Taichung and Kaohsiung or the promotion of new route plans

Total mechanical and electrical budget: NT\$87 billion

CTCI is the leading player in domestic MRT system E&M work lump sun turnkey business



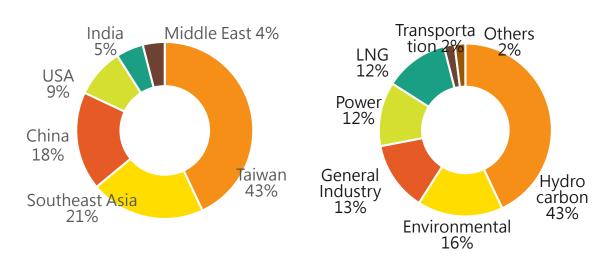


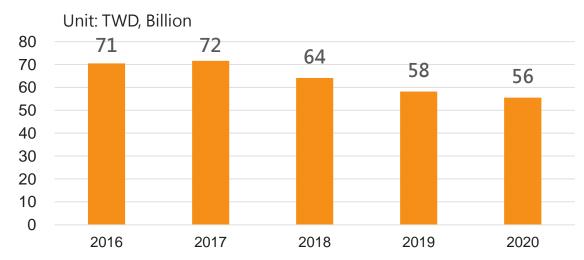
## **Financial Highlights**



### **2020 Financial Performance**

### 2020 Consolidated Revenue



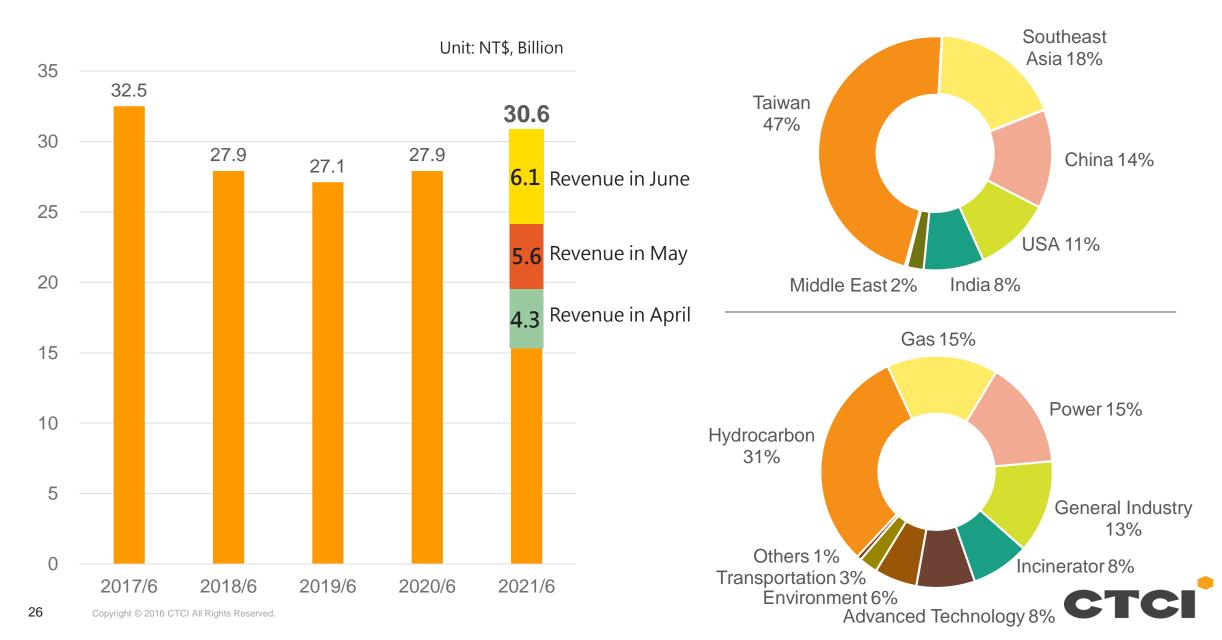


	Jnit: TWD, Thousand	
Revenue	55,558,409	
Gross Profit	3,643,650	
Profit attributable to Owners of the parent	766,548	
Total basic earnings per share	1.01	
Current assets*	47,518,372	
Non-current assets	23,269,591	
Total assets	70,787,963	
Current liabilities	34,849,103	
Non-current liabilities	16,904,623	
Total Liabilities	51,753,726	
Total equity	19,034,237	
*Cash and cash equivalents: TWD 13.4 billion		

<sup>\*</sup>Cash and cash equivalents: TWD 13.4 billion



### **Consolidated Revenue and Distribution till June 2021**



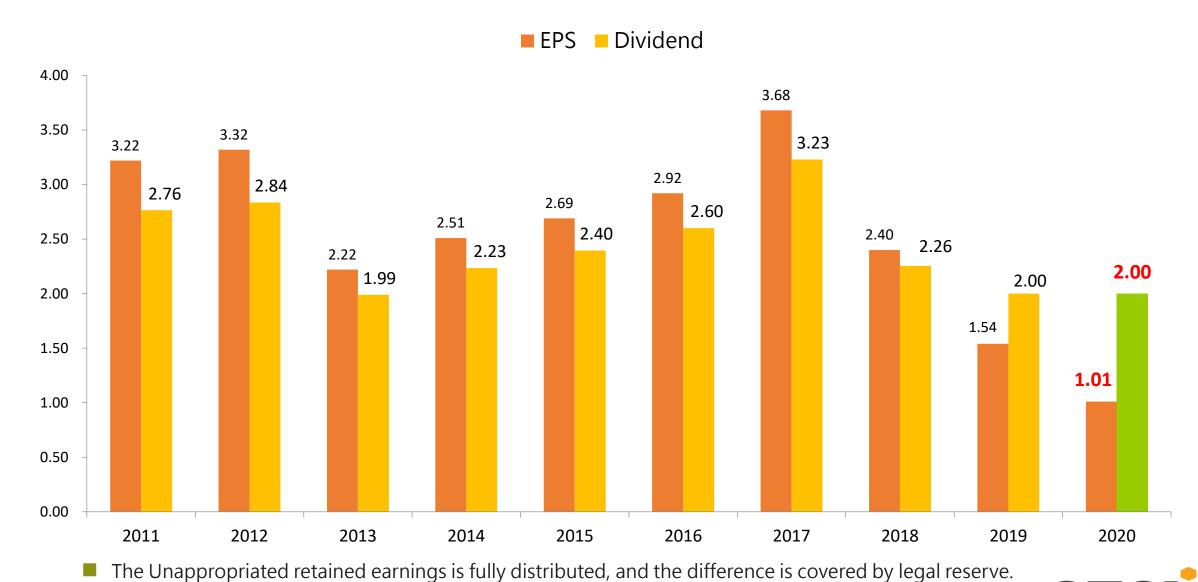
## **2021Q2 Consolidated Income Statement**

				Unit: N	Γ\$, Thousand
	2021/6/30		2020/6/30	•	YOY
Sales Revenues	30,639,250	100%	24,705,860	100%	24%
Operating costs	(29,081,874)	-94.9%	(22,819,348)	-92.4%	27.4%
Gross Profit	1,557,376	5.1%	1,886,512	7.6%	-17.4%
Operating expenses	(834,223)	-2.7%	(849,985)	-3.4%	-1.9%
Operating income	723,153	2.4%	1,036,527	4.2%	-30.2%
Total non-operating income and expenses	418,375	1.4%	(175,577)	-0.7%	-338.3%
Profit before income tax	1,141,528	3.7%	860,950	3.5%	32.6%
Income tax expense	(351,496)	-1.1%	(299,423)	-1.2%	17.4%
Profit for the period	790,032	2.6%	561,527	2.3%	40.7%
Profit attributable to Owners of the parent	554,115	1.8%	310,472	1.3%	78.5%
Total basic earnings per share	0.73		0.41		

## **2021Q2 Consolidated Balance Sheet**

			Unit: NT	, Thousand
	2021/6/30		2020/6/30	
Current assets*	57,308,344	70%	48,402,472	69%
Non-current assets	24,322,775	30%	21,414,058	31%
Total assets	81,631,119	100%	69,816,530	100%
Current liabilities	43,880,017	54%	35,132,283	50%
Nun-current liabilities	17,681,895	22%	16,758,130	24%
Total Liabilities	61,561,912	75%	51,890,413	74%
Equity attributable to owners of The parent	16,649,990	20%	15,220,252	22%
Non-controlling interest	3,419,217	5%	2,705,865	4%
Total equity	20,069,207	25%	17,926,117	26%
Total liabilities and equity	81,631,119	100%	69,816,530	100%
*Cash and cash equivalents: NT\$ 20.4 billion				

## **Dividend Payout**



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## **ESG Performance**



## **ESG** Performance

## Environmental(E)

A-	CDP questionnaire score, ranked as leadership level
13.4	EUI percentage for the headquarters within 2017-2020
900 GWh	Accumulated electricity savings of green engineering from 2018 to 2020
12.74 million tons	Cumulative CO2e reduction of green engineering from 2018 to 2020
47.2%	47.2% of R&D expenses was invested in environment related technologies in 2020

## Social(S)

175,431 HRs	Total hours for education and training in 2020
481 People	Number of attendees engaged in health promotion courses in 2020
5,321 million man-hours	Number of man-hours without lost time injuries within 2007-2020
15,301,934 <sub>NT\$</sub>	Cost of social investment in 2020
<b>1,441</b> HRs	Number of hours participated in social welfare activities and engaged as volunteers in 2020

## Governance(G)

Member of Dow Jones Sustainability Indices Powered by the S&P Global CSA	DJSI Emerging Markets Index (consecutive 6 years)	
A	MSCI ESG Ratings	
ALTOGRAPHICAL CANADA AND AND AND AND AND AND AND AND AN	Taiwan Corporate Sustainability Awards (TCSA) Top 10 Domestic Corporate	
<del>Top</del> <b>5</b> %	Top 5% listed companies in the Corporate Governance Evaluation by TWSE	
X Y & B S IS B	Excellence in Corporate Social Responsibility	



## **Company Honors**

Taiwan Corporate Sustainability Awards (TCSA) Taiwan Sustainability Report Award









Top 2,000 Service Enterprises

Top 1 in Contractor Sector



Taiwan High Compensation 100 Index Taiwan Employment Creation 99 Index MSCI Index







Oman Liwa project Breaks Safety Record of 70 million man-hours without lost time Injuries

Safety Record







