



**台硝股份有限公司**  
**T.N.C. INDUSTRIAL CO., LTD.**

# **Investor Conference**

**December 22, 2020**

**Speaker: Ken Lin, General Manager**

**Stock Code:1724**

# Agenda

- 1 Company Profile
- 2 Products and Applications
- 3 Industry Overview
- 4 Operational Overview
- 5 Prospects

# Disclaimer

The figures of briefing financial statements are compiled in accordance with the guidelines of the International Financial Reporting Standards (IFRSs) approved by the securities issuer's financial statements and prepared in accordance with the International accounting standards, interpretation and interpretation bulletins, and the verification by certified accountants.

The Company has not issued any financial forecast. The financial statements, the business descriptions and the Company's future business prospects in this Briefing may differ from those of actual operations in the future. Such differences may include changes in market demand, price fluctuations, International economic conditions and fluctuations of exchange rate, and other risks that the Company cannot grasp.

The information gathered in this Briefing is from various sources within and outside the Company. If there is any change in the future, please refer to the information announced by the Public Information Observatory.

# Company basic information



Date of Establishment	1954
Date of Listing	1995
Number of Employees	211
Capital Amount	NT\$ 12.7 billion
Chairman	Eric Lin
Products	Coating Chemicals, Electronic Chemicals
Locations	Taoyuan Headquarter, Taoyuan Plant

# Product Introduction



Nitrocellulose, plasticized chips,  
customized nitrocellulose  
solution

Coating Chemicals

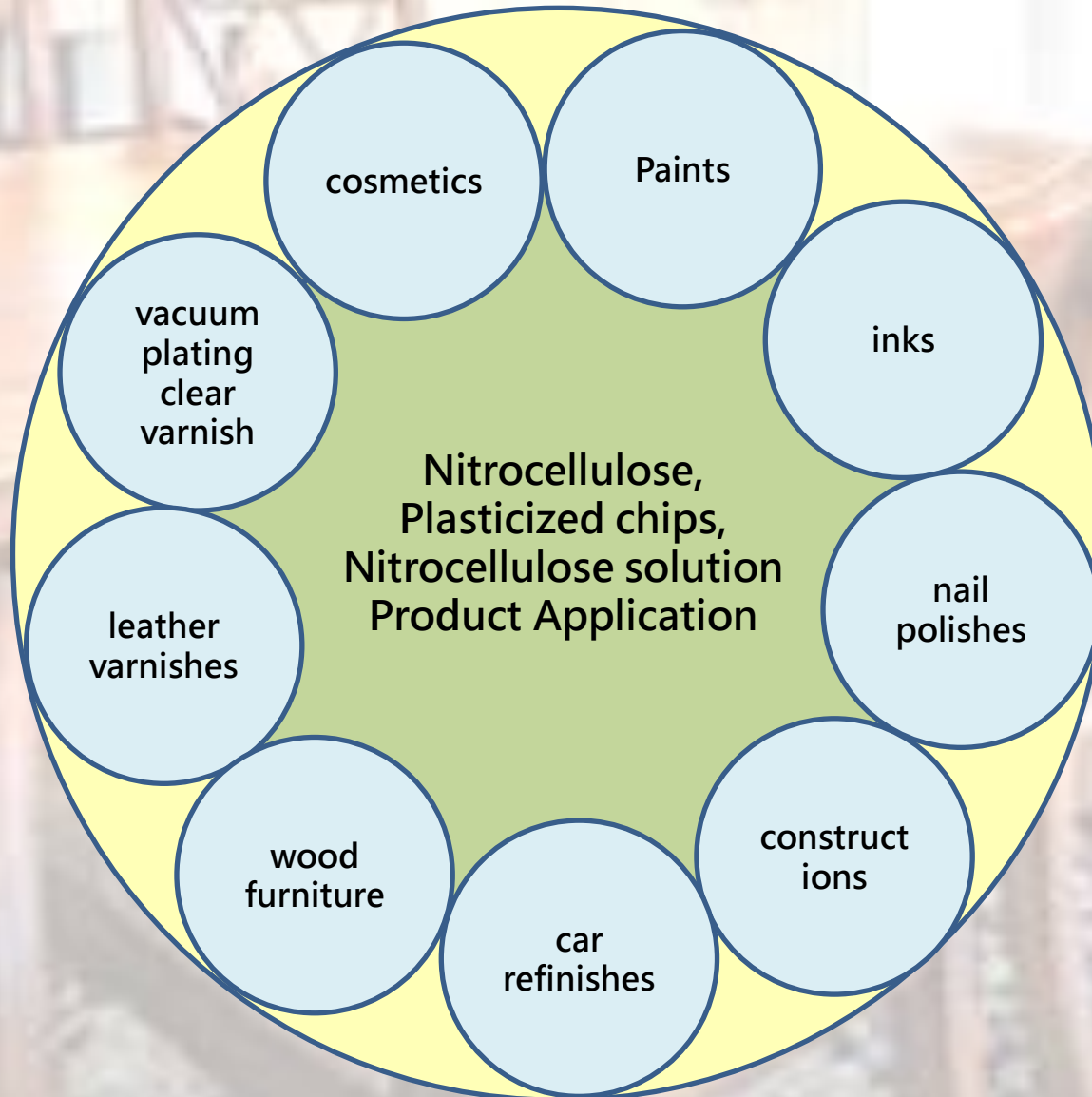


Nitric Acid, Hydrochloric Acid,  
Acetic Acid and other

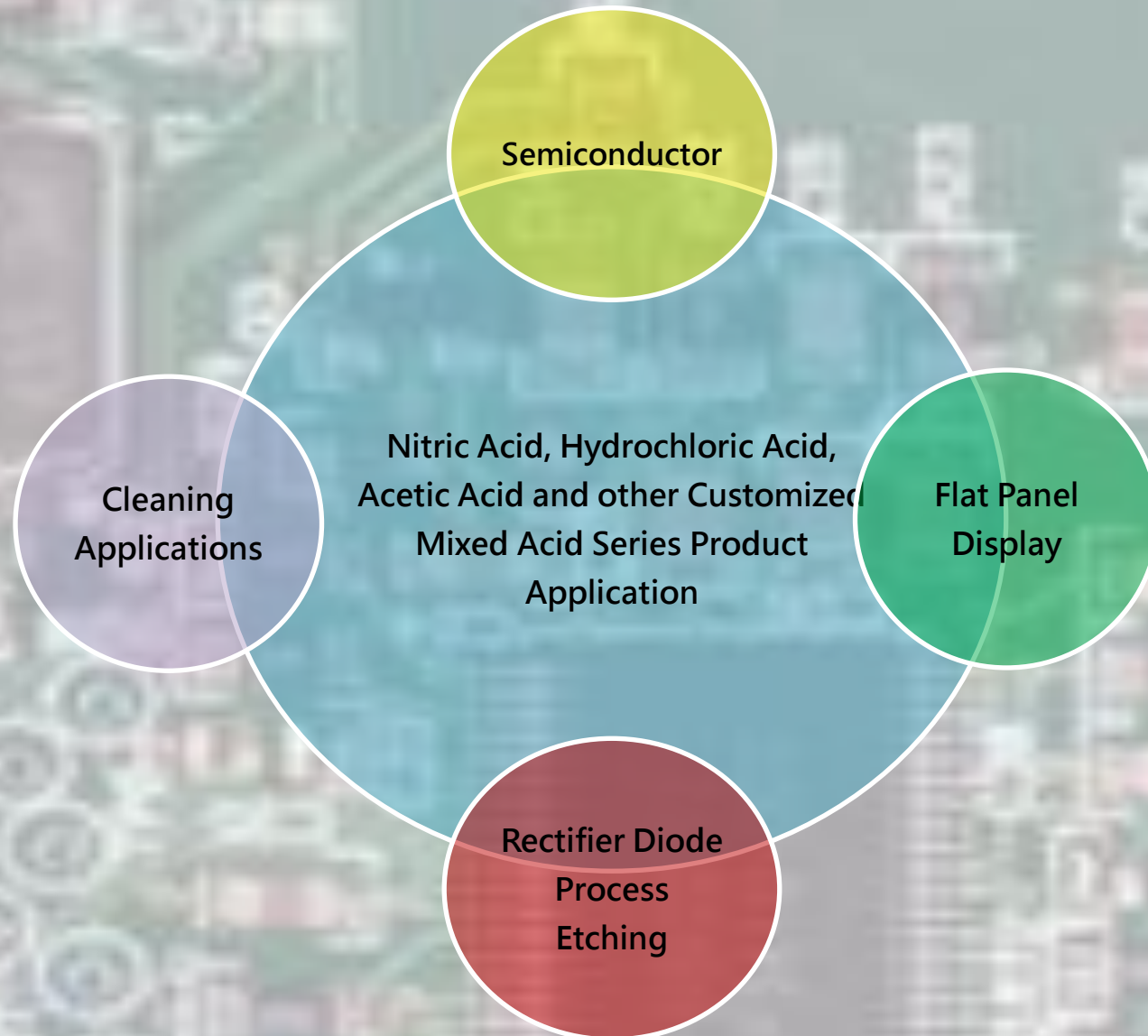
Electronic Chemicals

Customized Mixed Acid Series

# Coating Chemicals Product Application



# Electronic Chemicals Product Application



# The Relevance of industry upstream, mid-stream and downstream(I)



## Coating Chemicals

Upstream

- Wood pulp · NA · SA · IPA industry.

Midstream

- Nitrocellulose

Downstream

- Paints, inks, nail polishes, constructions, car refinishes, wood furniture, leather varnishes, vacuum plating clear varnishes, cosmetics, etc.



## Electronic Chemicals

Upstream

- Chemical raw material manufacturers

Midstream

- Chemical refining, purification, mixed acid manufacturers

Downstream

- Semiconductor, Flat Panel Display, Diode, PCB, etc.

# Sales analysis

Unit: tons, NT\$ thousand dollars

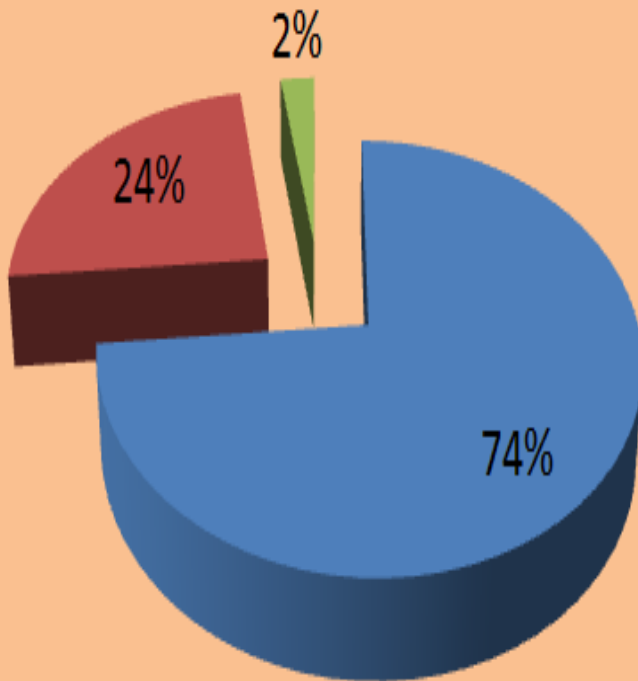
Item	January-September 2020		January-September 2019	
	Sales Volume	Operating Revenue	Sales Volume	Operating Revenue
Coating Chemicals	13,295	953,537	13,918	1,078,761
Electronic Chemicals	11,791	309,883	10,429	287,377
Other	7,002	31,941	8,002	35,930
<b>Total</b>	<b>32,088</b>	<b>1,295,361</b>	<b>32,349</b>	<b>1,402,068</b>

# Proportion of Product Revenue



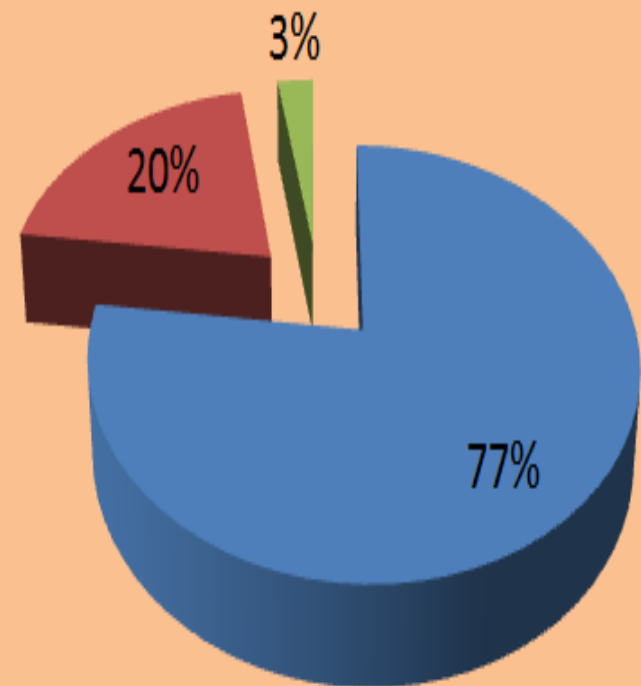
## January-September 2020

■ Coating Chemicals ■ Electronic Chemicals ■ Other

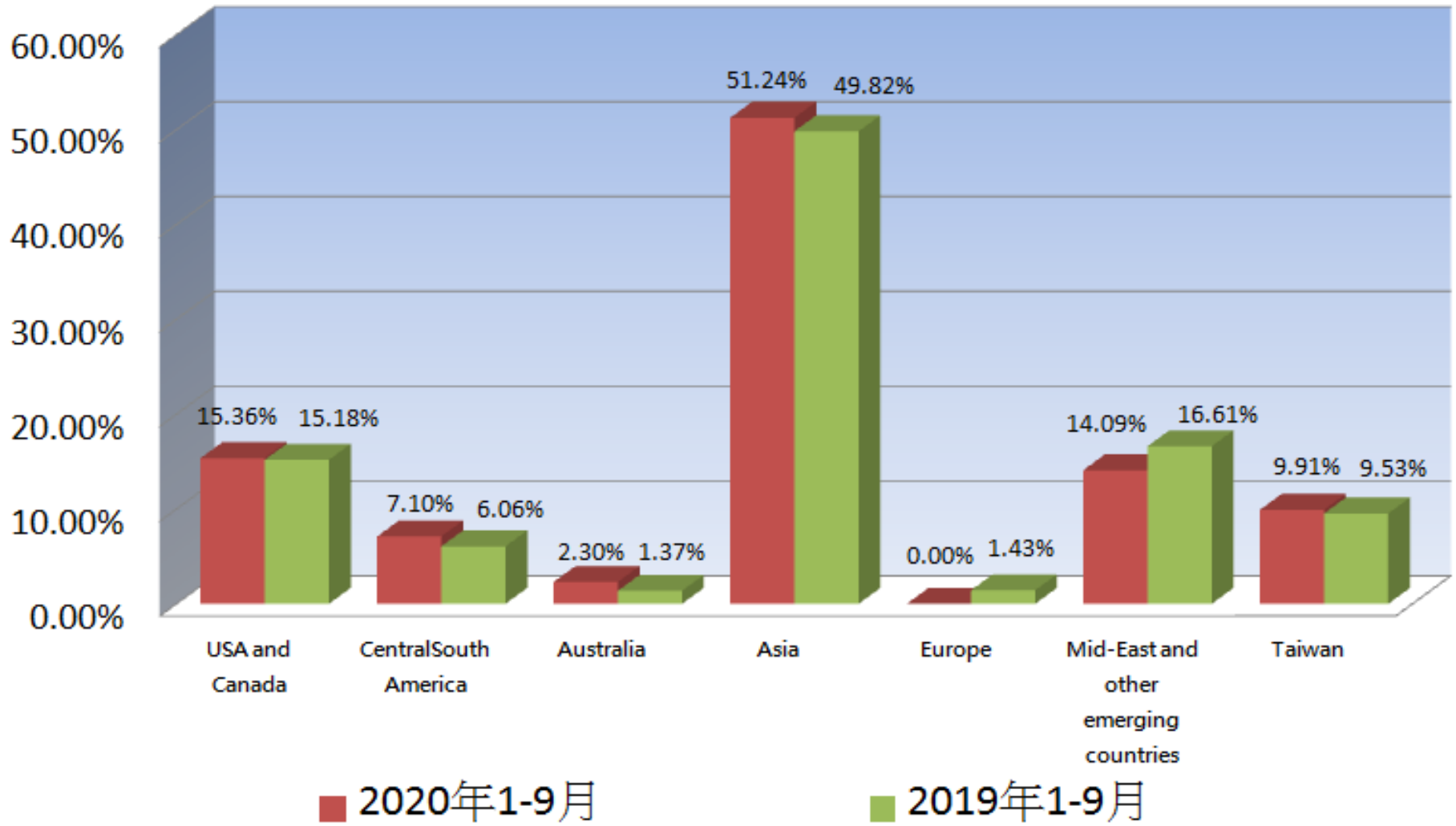


## January-September 2019

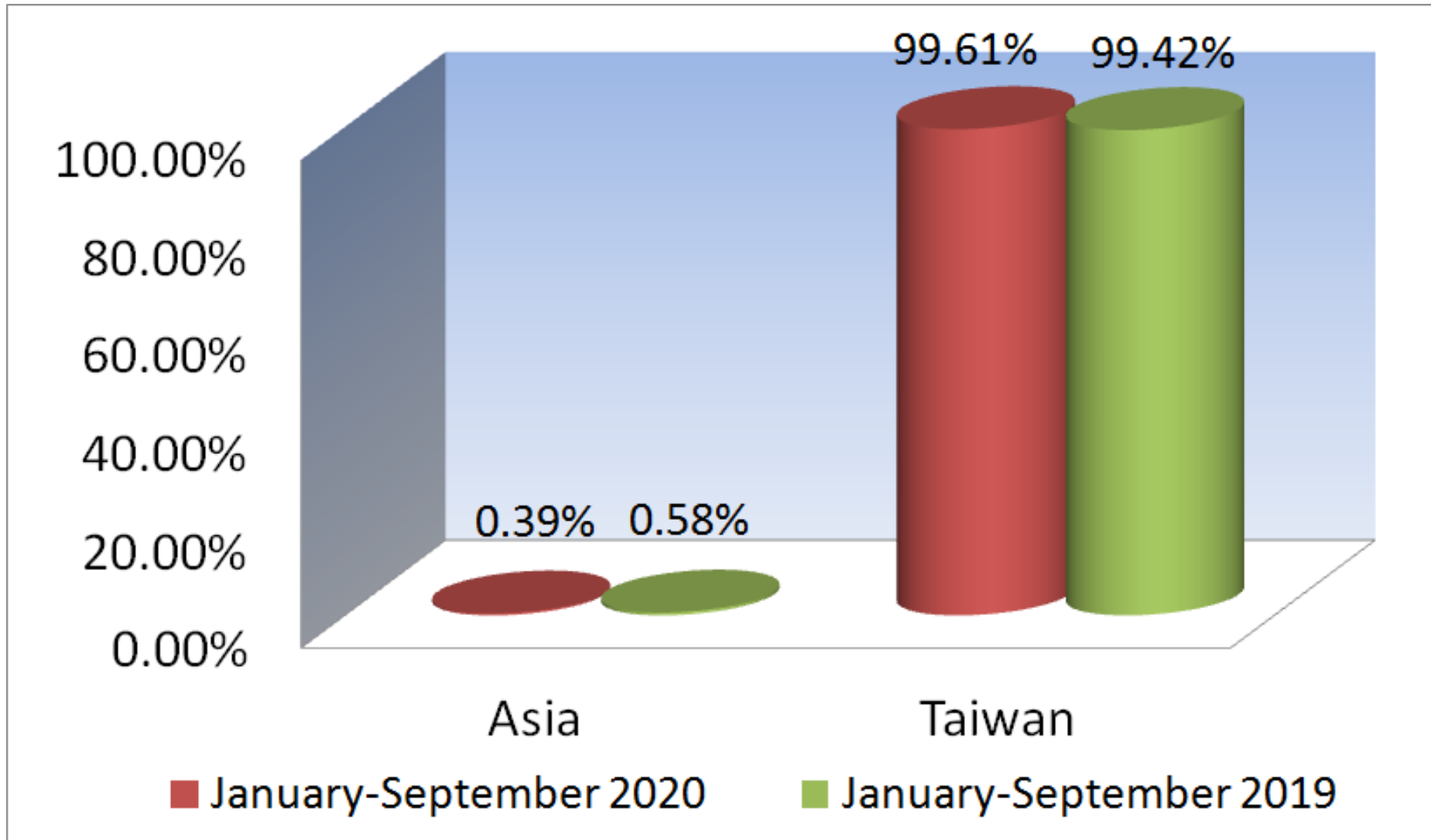
■ Coating Chemicals ■ Electronic Chemicals ■ Other



# Revenue Area Ratio of Coating Chemicals



# Revenue Area Ratio of Electronic Chemicals



# Financial Performance Report



Unit : NT \$ thousand

Item\Year	January-September 2020	January-September 2019	Increase(decrease) Amount	Ratio of Change %
Operating Revenue	1,295,361	1,402,068	(106,707)	(7.61)
Operating Cost	(1,135,523)	(1,218,855)	(83,332)	(6.84)
Operating Margin	159,838	183,213	(23,375)	(12.76)
Operating Profit	55,729	74,977	(19,248)	(25.67)
Net profit before tax	27,146	80,473	(53,327)	(66.27)
Net profit after tax	22,919	61,358	(38,439)	(62.65)
Gross profit margin(%)	12.34%	13.07%	-	-5.59
Net profit margin(%)	1.77%	4.38%	-	-59.59

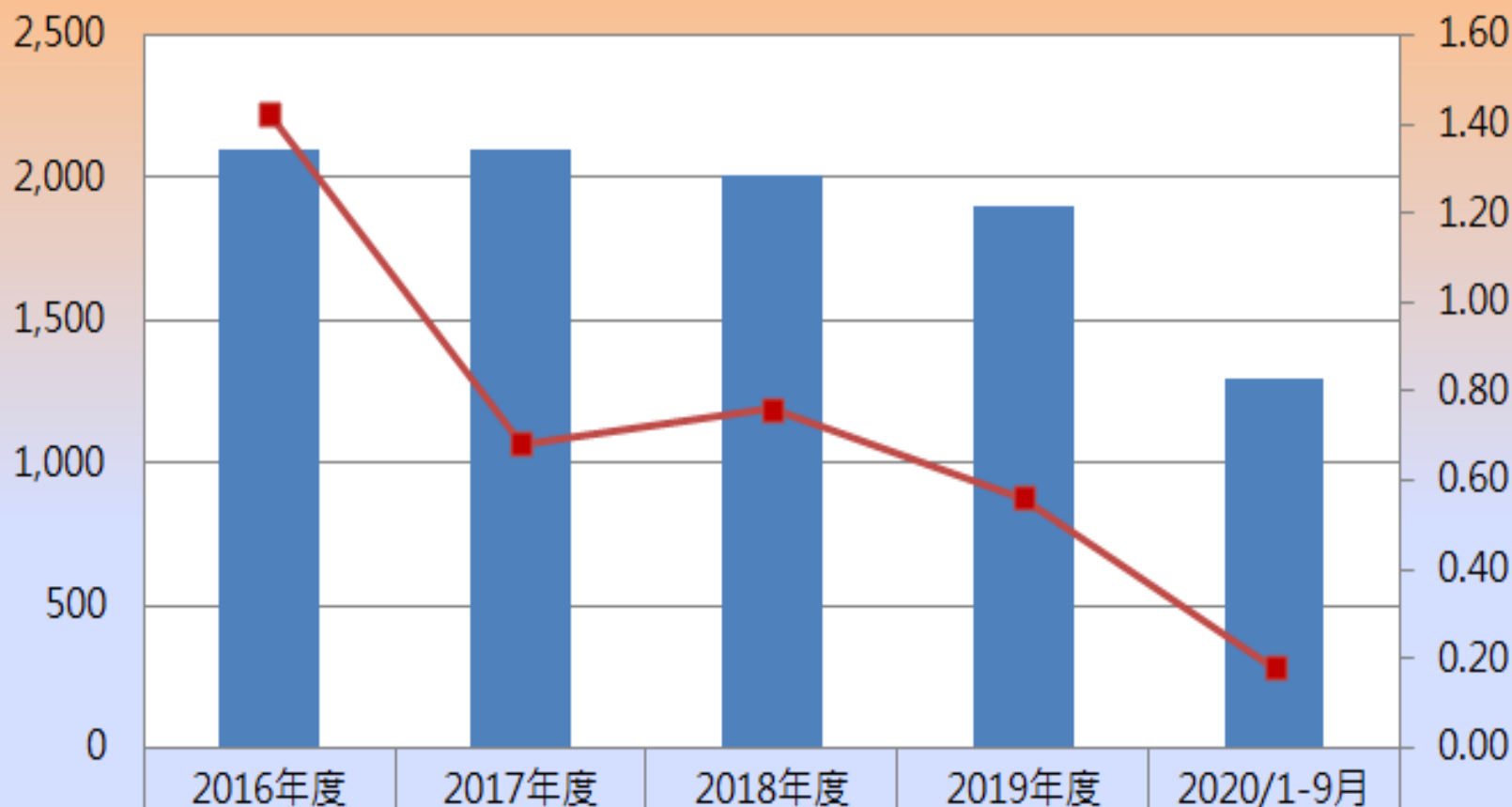
# Financial Status Report



Unit : NT \$ thousand↵

Item\Year↵	January-September 2020↵	January-September 2019↵	Increase(decrease) Amount↵	Ratio of Change %
Current Assets↵	1,534,996	917,952	617,044	67.22
Property · Plant and Equipment↵	1,331,445	1,458,542	(127,097)↵	(8.71)↵
Right-of-use Asset↵	10,294	8,666	1,628	18.79
Other Non-current Assets↵	377,798	387,635	(9,837)↵	(2.54)↵
Total Assets↵	3,254,533	2,772,795	481,738	17.37
Current Liabilities↵	1,224,463	703,848	520,615	73.97
Other Non-current Liabilities↵	88,112	88,157	(45)↵	(0.05)↵
Total Liabilities↵	1,312,575	792,005	520,570	65.73
Capital Stock↵	1,278,139	1,278,139	0	0.00
Capital Surplus↵	12,418	12,418	0	0.00
Retained Earnings↵	690,189	721,748	(31,559)↵	(4.37)↵
Other Equity↵	(38,788)↵	(31,515)↵	7,273	23.08
Total Equity↵	1,941,958	1,980,790	(38,832)↵	(1.96)↵
Total Liabilities & Equity↵	3,254,533	2,772,795	481,738	17.37

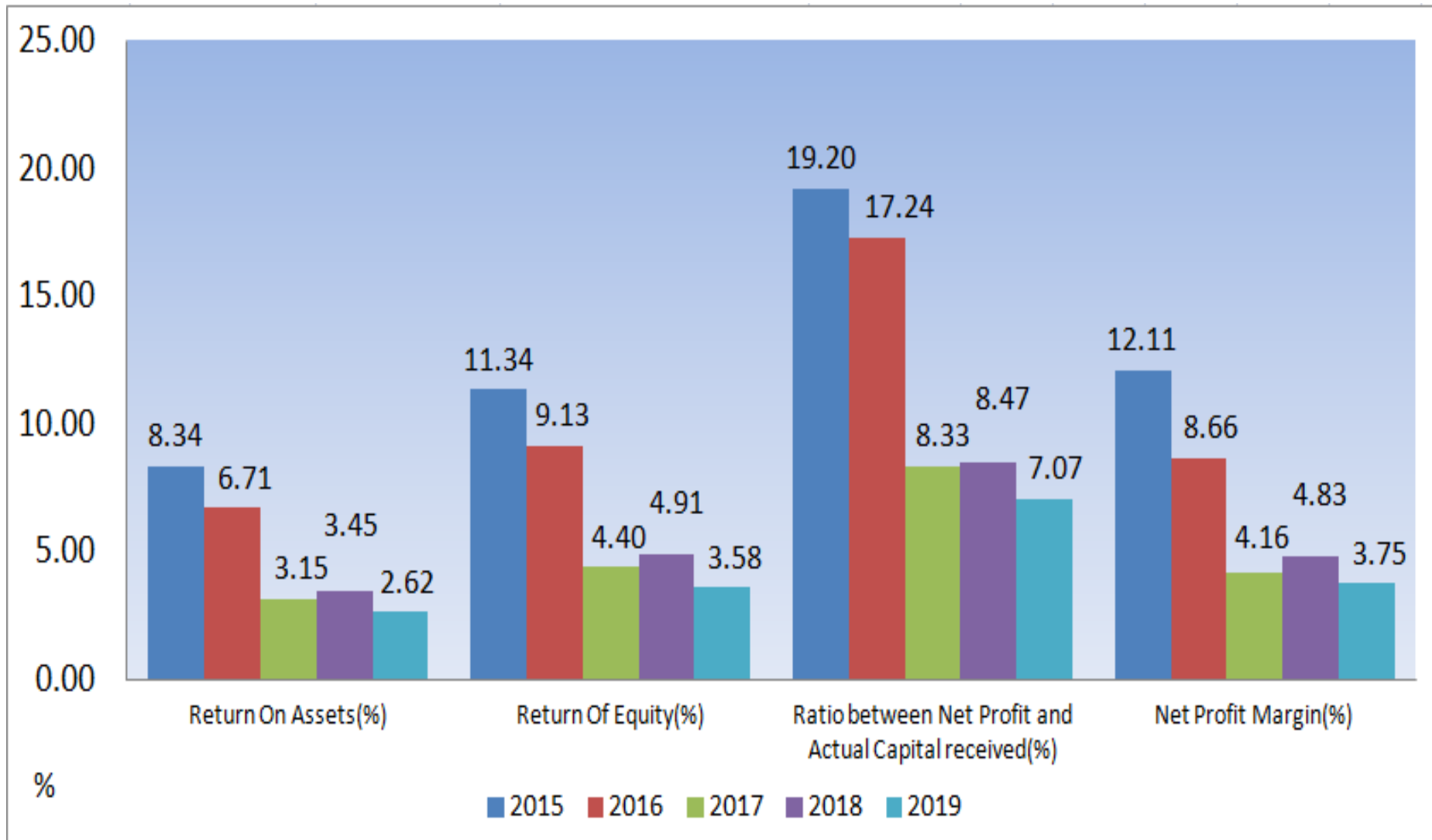
# Revenue and EPS



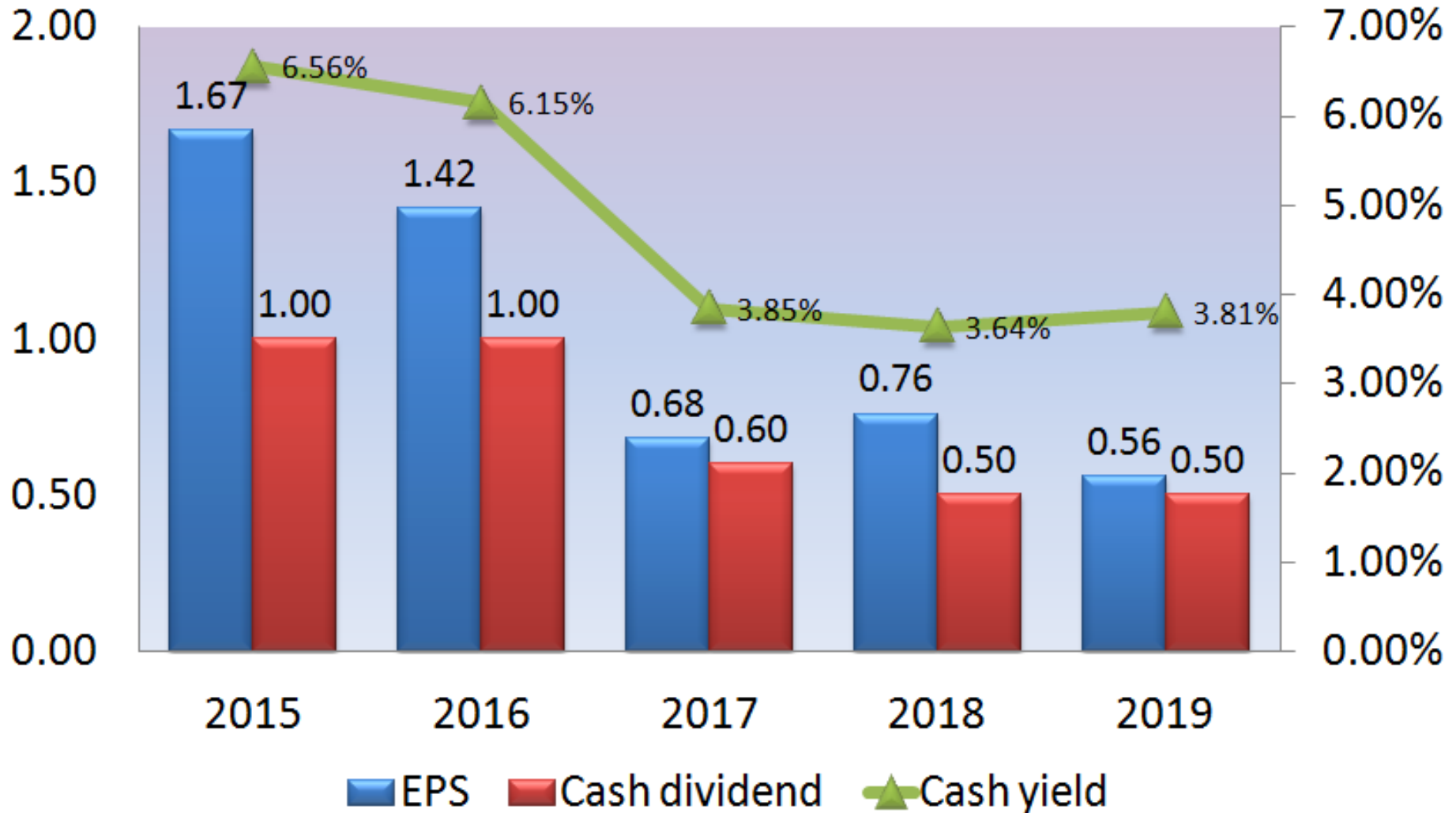
■ Revenue(million)	2,101	2,101	2,011	1,901	1,295
■ EPS	1.42	0.68	0.76	0.56	0.18



# Latest Annual Financial Analysis(Profitability)



# Dividend and Cash yield



## ■ Coating chemicals

➤ Expand the scope of sales in emerging markets.

## ■ Electronic chemicals

➤ Strengthen R&D of electronic chemicals by working closely with customers.

# Q & A

A white sign with a logo on the left and the text '台灣股份有限公司' and 'T.N.C. INDUSTRIAL CO., LTD.' in black on the right. The sign is mounted on a wall in front of a factory building.

台灣股份有限公司  
T.N.C. INDUSTRIAL CO., LTD.