



和桐化學股份有限公司
HO TUNG CHEMICAL CORP.

HO TUNG CHEMICAL CO., INVESTOR CONFERENCE

(Stock Code: 1714)

2021.11.18

2021 The Investor Conference



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HO TUNG CHEMICAL CORP.

Outline



2021 The Investor Conference



Disclaimer

- ▶ This presentation only includes the Company's current information , if there has any other developments or adjustments in the future , there of will be published according to laws, regulations or rulings. This presentation will not be updated or revised.
- ▶ The information in this presentation is not for investment advices.



Company Profile

- ▶ Date of Established :1980.8.1
- ▶ Listed in The Taiwan Stock Exchange: 1991.8.30
- ▶ Capital: NT\$10,168,248,080
- ▶ Consolidated Revenue:NT\$25,849,191,000(Year 2020)
Individual Revenue:NT\$5,931,094,000(Year 2020)



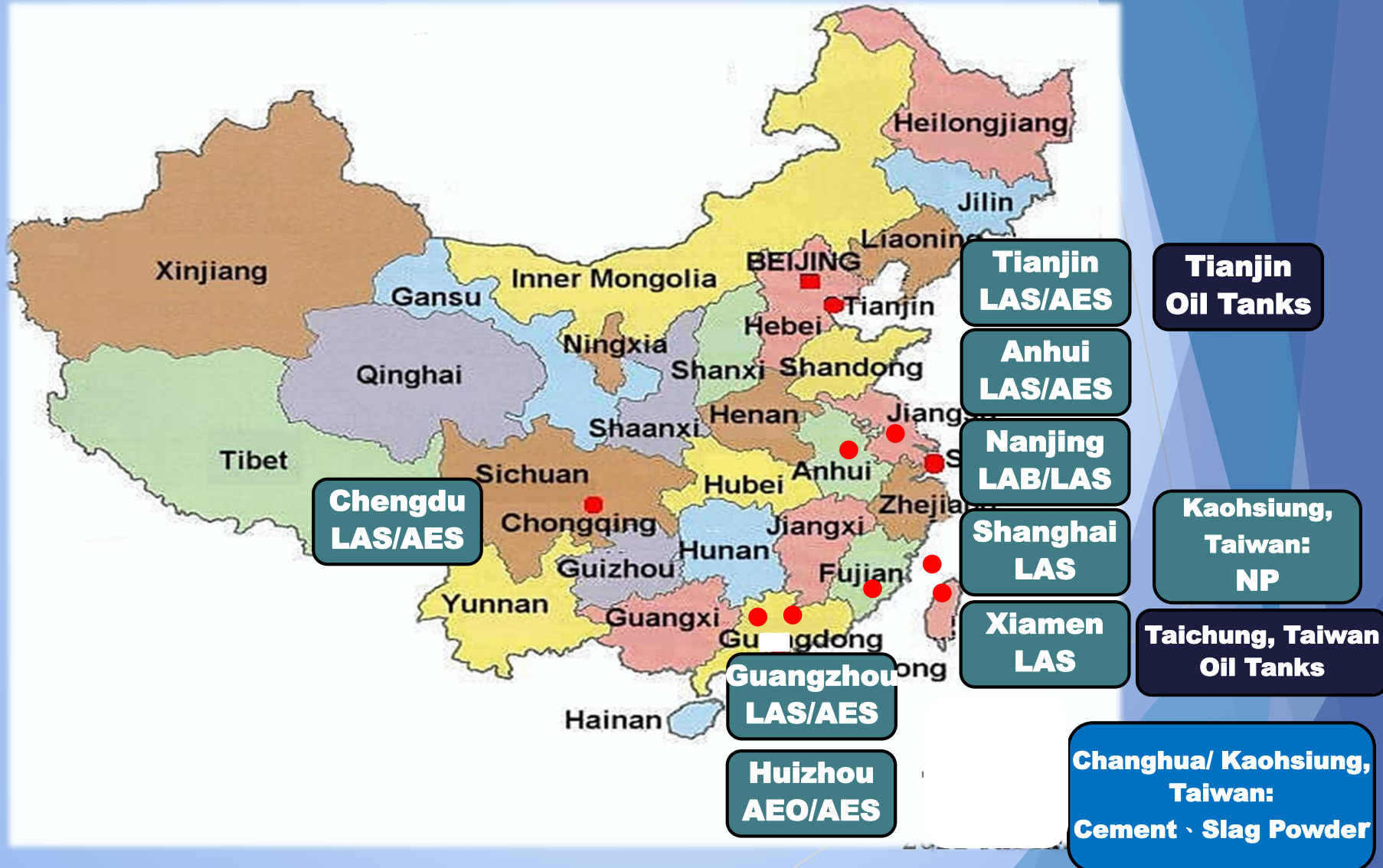
Sales Territory

Unit: NT

Area \ Year	Year 2019		Year 2020	
	Amount	%	Amount	%
Taiwan	1,577,964,000	5.75%	4,169,299	16.13 %
Mainland China	19,926,457,000	72.56%	17,083,559	66.09 %
Southeast Asia	2,739,372	9.98%	2,728,251	10.55 %
Others	3,215,844	11.71%	1,868,082	7.23%
Total	27,459,637	100%	25,849,191	100%



Global Operation/Production Centers




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graph LR
    KERO[煤油 KERO] --> NP[正烷屬烴 NP]
    KERO -.-> FO[航空燃油 FO]
    NP --> LAB[直鏈烷基苯 LAB]
    NP --> CP[氯化腊 CP]
    NP --> BO[潤滑油 BO]
    NP --> LAS[烷基苯磺酸 LAS]
    NP --> DETERGENT[清潔劑 DETERGENT]
    FO --> LAB
    FO --> CP
    FO --> BO
    FO --> LAS
    FO --> DETERGENT
    CP --> LAB
    CP --> CP
    CP --> BO
    CP --> LAS
    CP --> DETERGENT
    BO --> LAB
    BO --> BO
    BO --> LAS
    BO --> DETERGENT
    LAB --> LAS
    LAB --> DETERGENT
    LAS --> DETERGENT
    LAS --> SURFACTANT[工業用界面活性劑 Surfactant]
    LAS --> NP
    LAS --> AS[脂肪醇硫酸鹽 AS]
    LAS --> AES[醇醚磺酸鹽 AES]
    LAS --> SI[羥乙基磺酸鹽 SI]
    LAS --> EA[乙醇胺, 碳酸乙酯, 及其他衍生物 EA, EC, EOD]
    LAS --> CHEM[電子用化學品 Chemical for Electron]
    NP --> NP
    NP --> AS
    NP --> AES
    NP --> SI
    NP --> EA
    NP --> CHEM
    AS --> NP
    AS --> AS
    AS --> AES
    AS --> SI
    AS --> EA
    AS --> CHEM
    AES --> NP
    AES --> AS
    AES --> AES
    AES --> SI
    AES --> EA
    AES --> CHEM
    SI --> NP
    SI --> AS
    SI --> AES
    SI --> SI
    SI --> EA
    SI --> CHEM
    EA --> NP
    EA --> AS
    EA --> AES
    EA --> SI
    EA --> EA
    EA --> CHEM
    EO[環氧乙烷 EO] --> NP
    EO --> AS
    EO --> AES
    EO --> SI
    EO --> EA
    EO --> CHEM
  
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The diagram illustrates the chemical industry value chain, showing the flow from raw materials to various chemical products. The process is organized into several stages:

- Raw Materials (Left):** Includes KERO (煤油), NP (正烷屬烴), CP (氯化腊), BO (潤滑油), FO (航空燃油), LAB (直鏈烷基苯), LAS (烷基苯磺酸), NP (正烷屬烴), AS (脂肪醇硫酸鹽), AES (醇醚磺酸鹽), SI (羥乙基磺酸鹽), EA (乙醇胺, 碳酸乙酯, 及其他衍生物), and EO (環氧乙烷).
- Intermediate Products (Middle):** Includes LAB (直鏈烷基苯), CP (氯化腊), BO (潤滑油), LAS (烷基苯磺酸), NP (正烷屬烴), AS (脂肪醇硫酸鹽), AES (醇醚磺酸鹽), SI (羥乙基磺酸鹽), EA (乙醇胺, 碳酸乙酯, 及其他衍生物), and EO (環氧乙烷).
- Final Products (Right):** Includes DETERGENT (清潔劑), SURFACTANT (工業用界面活性劑), and CHEM (電子用化學品).

The flowchart shows the following connections:

- KERO (煤油) flows to NP (正烷屬烴) and FO (航空燃油).
- NP (正烷屬烴) flows to LAB (直鏈烷基苯), CP (氯化腊), BO (潤滑油), LAS (烷基苯磺酸), and DETERGENT (清潔劑).
- FO (航空燃油) flows to LAB (直鏈烷基苯), CP (氯化腊), BO (潤滑油), LAS (烷基苯磺酸), and DETERGENT (清潔劑).
- CP (氯化腊) flows to LAB (直鏈烷基苯), CP (氯化腊), BO (潤滑油), LAS (烷基苯磺酸), and DETERGENT (清潔劑).
- BO (潤滑油) flows to LAB (直鏈烷基苯), BO (潤滑油), LAS (烷基苯磺酸), and DETERGENT (清潔劑).
- LAB (直鏈烷基苯) flows to LAS (烷基苯磺酸) and DETERGENT (清潔劑).
- LAS (烷基苯磺酸) flows to DETERGENT (清潔劑), SURFACTANT (工業用界面活性劑), NP (正烷屬烴), AS (脂肪醇硫酸鹽), AES (醇醚磺酸鹽), SI (羥乙基磺酸鹽), EA (乙醇胺, 碳酸乙酯, 及其他衍生物), and CHEM (電子用化學品).
- NP (正烷屬烴) flows to NP (正烷屬烴), AS (脂肪醇硫酸鹽), AES (醇醚磺酸鹽), SI (羥乙基磺酸鹽), EA (乙醇胺, 碳酸乙酯, 及其他衍生物), and CHEM (電子用化學品).
- AS (脂肪醇硫酸鹽) flows to NP (正烷屬烴), AS (脂肪醇硫酸鹽), AES (醇醚磺酸鹽), SI (羥乙基磺酸鹽), EA (乙醇胺, 碳酸乙酯, 及其他衍生物), and CHEM (電子用化學品).
- AES (醇醚磺酸鹽) flows to NP (正烷屬烴), AS (脂肪醇硫酸鹽), AES (醇醚磺酸鹽), SI (羥乙基磺酸鹽), EA (乙醇胺, 碳酸乙酯, 及其他衍生物), and CHEM (電子用化學品).
- SI (羥乙基磺酸鹽) flows to NP (正烷屬烴), AS (脂肪醇硫酸鹽), AES (醇醚磺酸鹽), SI (羥乙基磺酸鹽), EA (乙醇胺, 碳酸乙酯, 及其他衍生物), and CHEM (電子用化學品).
- EA (乙醇胺, 碳酸乙酯, 及其他衍生物) flows to NP (正烷屬烴), AS (脂肪醇硫酸鹽), AES (醇醚磺酸鹽), SI (羥乙基磺酸鹽), EA (乙醇胺, 碳酸乙酯, 及其他衍生物), and CHEM (電子用化學品).
- EO (環氧乙烷) flows to NP (正烷屬烴), AS (脂肪醇硫酸鹽), AES (醇醚磺酸鹽), SI (羥乙基磺酸鹽), EA (乙醇胺, 碳酸乙酯, 及其他衍生物), and CHEM (電子用化學品).

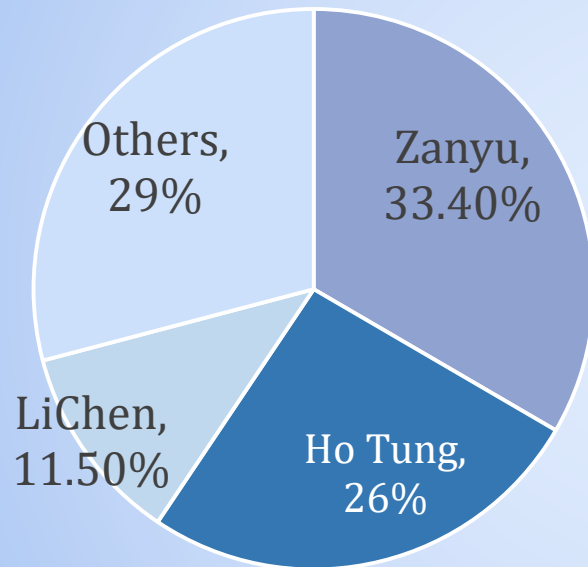
On the right side, there are images of consumer products:

- Home Care: Detergent:** A bottle of Woolite detergent.
- Personal Care: Shampoo, Body wash, Conditioner:** Three bottles of Dettol products.
- Antiseptic:** A bottle of Dettol Antiseptic.

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China Sulfonation Production Capacity in 2021



1 st Zanyu	900KT/Y
2 nd Ho Tung	700KT/Y
3 rd LiChen	310KT/Y

Others : 787KT/Y + Top 3 : 1910KT/Y = Total : 2697KT/Y



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Company Profile



Financial Report



Q&A



Operating revenue/Income in past 3 years

Unit: 1,000 NTD

	2018	%	2019	%	2020	%	2021Q3	%
Operating revenue	30,394,034	100	27,459,637	100	25,849,191	100	15,013,295	100
Operating Costs	28,100,469	93	24,915,522	91	19,843,413	77	12,497,482	83
Gross Profit	2,293,565	7	2,544,115	9	6,005,778	23	2,515,813	17
Operating Expenses	1,545,371	5	1,684,150	6	2,372,333	9	909,805	6
Operating Profit	748,194	2	859,965	3	3,633,445	14	1,606,008	11
Total Non-Op Inc. / Exp.	-77,837	-	-293,987	1	-623,417	3	62,283	-
Pre-Tax Income	670,357	2	565,978	2	3,010,028	11	1,668,291	11
Income Tax Expense	232,440	-	207,354	1	610,482	2	334,222	2
Net Income	437,917	2	358,624	1	2,399,546	9	1,334,069	9
EPS (NTD)	0.26		0.02		1.68		0.73	
Dividend (NTD)	Cash0.15				Cash0.7		-	



Consolidated Balance Sheets September 30, 2021

Unit: 1,000 NTD

Account	Amount	%	Account	Amount	%
Cash and cash equivalents	7,134,129	29.67	Short-term borrowing	774,448	3.22
Financial assets at fair value through profit loss-current	152,403	0.63	Total account payables	2,062,279	8.58
Accounts receivable	2,814,278	11.71	Other current liabilities	1,392,436	5.79
Inventories	2,222,016	9.24	Total current liabilities	4,229,163	17.59
Other current assets	1,297,752	5.40	Long-term loans	1,439,361	5.99
Total current assets	13,620,578	56.65	Other non-current liabilities	1,503,614	6.25
Financial assets at fair value through profit or loss-non-current	2,488,219	10.35	Total non-current liabilities	2,942,975	12.24
Property plant and equipment	5,036,441	20.95	Total liabilities	7,172,138	29.83
Right-of-use assets	1,510,231	6.28	Equity attributable to owners of parent company	12,359,865	51.41
Other non-current assets	1,387,809	5.77	Non-controlling interests	4,511,275	18.76
Total non-current assets	10,422,700	43.35	Total equity	16,871,140	70.17
Total assets	24,043,278	100.00	Total liabilities and equity	24,043,278	100.00



Financial Ratio Analysis

	Financial Ratio	2020/09/30	2021/09/30
Financial Structure	Shareholders' equity as asset ratio	67.39%	70.17%
	Liabilities to asset ratio	32.61%	29.83%
Solvency	Current ratio	304.68%	322.06%
	Quick ratio	247.93%	257.96%
Profitability	Gross margin	24.73%	16.76%
	Operating interest rate	15.17%	10.70%
Operational capacity	Average collection period	51days	53days
	Average payment period	20days	22days
Rate of return	Shareholders' return on equity	22.42%	10.71%
	Total return on assets	14.96%	7.63%



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