

## China Steel Corporation

June 24, 2016





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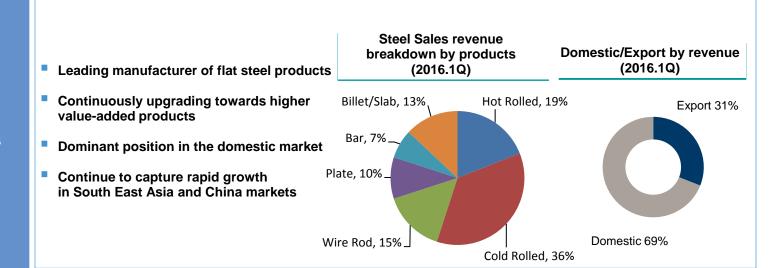


## Company overview: Business snapshot (CSC standalone)

#### Overview

- Leading Taiwanese steel manufacturer with integrated production capabilities
- Headquartered in Kaohsiung with major production sites located in Kaohsiung
- Annual capacity of 9.9 mmt as of Dec 31, 2015

#### Major business





## **Company overview:**

## **Business snapshot (CSC Group)**

### **Major business**

#### **Steel Core Businesses**

- China Steel Corporation
- Chung Hung Steel Corporation
- **Dragon Steel Corporation**
- CSC Steel Sdn. Bhd.
- China Steel Sumikin Vietnam (CSVC)
- China Steel Corporation India Pvt. Ltd (CSCI)

#### **Other Group Businesses**

#### **Engineering Businesses**

- China Steel Machinery Corporation
- China Steel Structure Co., Ltd.
- China Ecotek Corporation
- Info-Champ Systems Corporation

#### **Industrial Materials Businesses**

- C. S. Aluminum Corporation
- China Steel Chemical Corporation
- **CHC Resources Corporation**
- Himag Magnetic Corporation
- China Steel Precision Materials
- China Steel Resources Corporation
- **CSC Precision Metal Industrial Corporation**

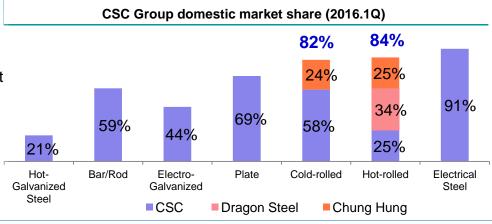
#### **Logistic Businesses**

- China Steel Express Corporation
- China Steel Global Trading Corporation
- China Steel Precision Metals Qingdao Co., Ltd.
- United Steel Engineering and Construction Co., Ltd (Kunshan coil center)

#### Service and Investments Businesses

- Gains Investment Corporation
- China Steel Security Corporation
- China Prosperity Development Corporation
- China Steel Management Consulting Corporation

Capacity & market share Our group crude steel capacity reached 16.1 mmt in 2015(combining China Steel Corporation and Dragon Steel's EAF and No.1&2 blast furnace).



### **Company Overview: Awards and Honours**



1

• 2016.01 CSC was ranked as RobecoSAM 2016 Steel Industry Silver Class Sustainability leaders.

2

• 2015.12 Green Enterprise Award, British Standards Institution.

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• 2015.11 CSC received "Ten Most Sustainable Company Award", "Taiwan Top 50 Corporate Sustainability Report Award", "Growth through Innovation Award", "Climate Leadership Award", and "Sustainable Water Management Award" by TAISE.

А

• 2015.11 CSC was included in CDP 's 2015 Climate Disclosure Leadership Index for Hong Kong and South East Asia region and received the highest disclosure score among all Taiwanese companies.

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• 2015.08 CSC was ranked 10th among large enterprises in the "Excellence in Corporate Social Responsibility Award" by Common Wealth magazine.

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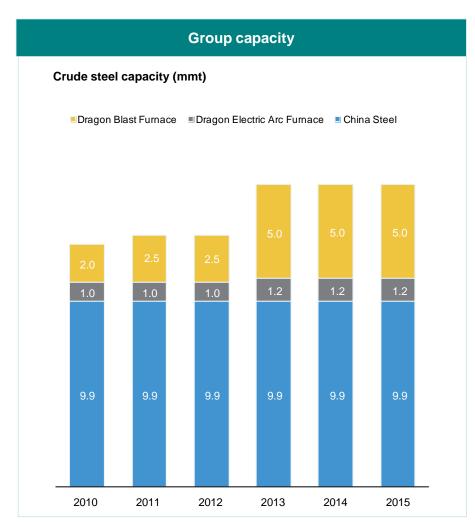
• 2015.01 CSC was ranked as RobecoSAM 2015 Steel Industry Bronze Class Sustainability leaders.

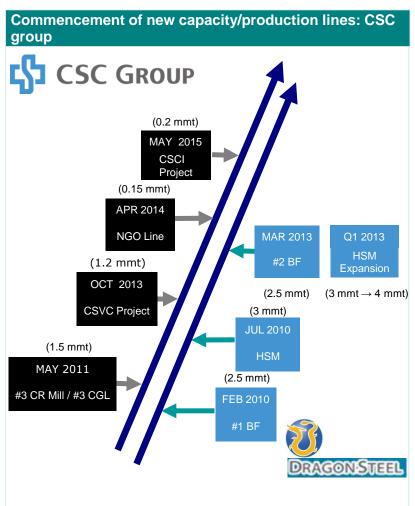
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• 2014.12 Sustainable Governance Award, British Standards Institution.

### **Company overview: Group capacity & Production lines**









## Performance- Consolidated operating results

**Amount: NT\$ million** 

ltem	2015	2016.1Q	*2016.1~4
Consolidated Operating Revenue	285,054	64,959	87,841
Consolidated Operating Income	8,116	940	2,721
Consolidated Income Before Income Tax	9,506	831	2,379

<sup>\*</sup>preliminary result



## **Performance-Sales Revenue Breakdown**

**Unit: NTD Thousands** 

	Item	2015	*2016.1Q	*2016.1~5
1	Steel products	225,757,645	51,254,982	89,404,622
2	Non-steel industry materials	31,316,093	6,902,976	11,757,187
3	Construction	18,147,093	4,799,283	7,335,275
4	Transportation and service	6,718,202	1,496,898	3,032,542
5	Others	3,114,843	504,404	790,608
Less	Sales returns and allowances	0	0	0
	Total	285,053,876	64,958,543	112,320,234

<sup>\*</sup>preliminary result

# Performance-CSC group Segment revenues and operating results



**Unit: NTD Thousands** 

2016. Q1		Steel	(	Ocean Freight Forwarding		Others		Adjustment & Elimination		Total
Revenues from external customers	\$	50,474,417	\$	103,577	\$	14,380,549	\$	_	- ,	\$ 64,958,543
Inter-segment revenues		12,428,401		2,441,628		6,870,171	(	21,740,200)	)	_
Segment revenues	\$	62,902,818	\$_	2,545,205	\$	21,250,720	<u>(\$</u>	21,740,200)		\$ 64,958,543
Segment profit	(\$	564,136)	\$	374,855	\$	1,180,832	(\$	52,032)	) :	\$ 939,519
Interest income		44,005		643		44,910	(	14,529)	)	75,029
Financial costs	(	876,520)	(	34,674)	)(	83,416)		8,255	(	986,355)
Share of the profit of associates		339,130	(	106,569)	)	294,651		(498,575)	)	28,637
Other non-operating income and expenses		736,078		21,167		165,537	(	148,673)		774,109
Profit before income tax	(	321,443)		255,422		1,602,514	(	705,554)		830,939
Income tax	(	142,078)	(	6,773)		262,423	(	12,980)		100,592
Net profit for the period	(\$	179,365)	\$	262,195	\$	1,340,091	(\$	692,574)	\$	730,347

## **Performance- consolidated basis**



### **Consolidated Income Statement**

Units: NT\$ millions

	2015	2015.1Q	2016.1Q
Revenues	285,054	80,804	64,959
Gross profit	21,401	9,865	4,171
Gross margins	7.51%	12.21%	6.42%
Profit before tax	9,506	6,039	831
Net profit	<u>7,619</u>	<u>4,795</u>	<u>730</u>
Attributable to			
Owners of the corporation	7,605	5,526	482
Non-controlling interests	14	-731	248



## Performance: financial review (Consolidated Basis)

Units: NT\$ millions

	12/31/2011	12/31/2012	12/31/2013※	12/31/2014※	12/31/2015※	3/31/2016※
Debt	299,578	312,393	362,630	348,049	357,414	349,520
Debt/Equity	95.99%	102.26%	113.55%	103.99%	111.44%	108.74%
Asset	611,686	617,892	681,999	682,737	678,139	670,942
Debt / Asset	48.98%	50.56%	53.17%	50.98%	52.71%	52.09%
Net Debt *	273,421	283,402	338,593	322,284	329,674	327,999
Net Debt /Asset	44.70%	45.87%	49.65%	47.20%	48.61%	48.89%

Since 2009, CSC group have issued corporate bonds and signed syndicated bank loans for DSC's expansion project and overseas investments.

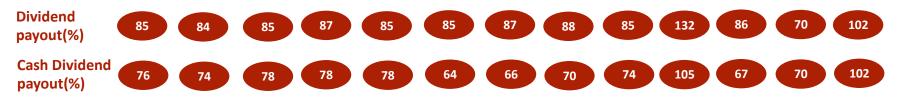
<sup>\*</sup> Net debt = debt - cash & cash equivalents - ( financial assets at fair value through profit or losscurrent+ available-for-sale financial assets-current +held-to-maturity financial assets-current+ derivative financial assets for hedging-current)

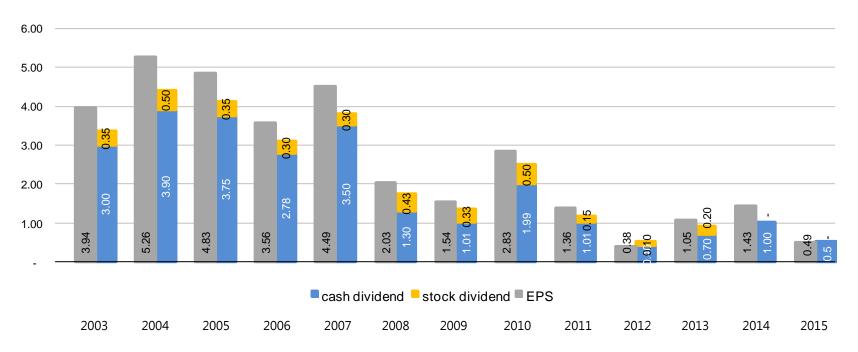
**<sup>%</sup>IFRSs** basis



### Performance- Historical EPS and dividends paid

(in NTD per share)



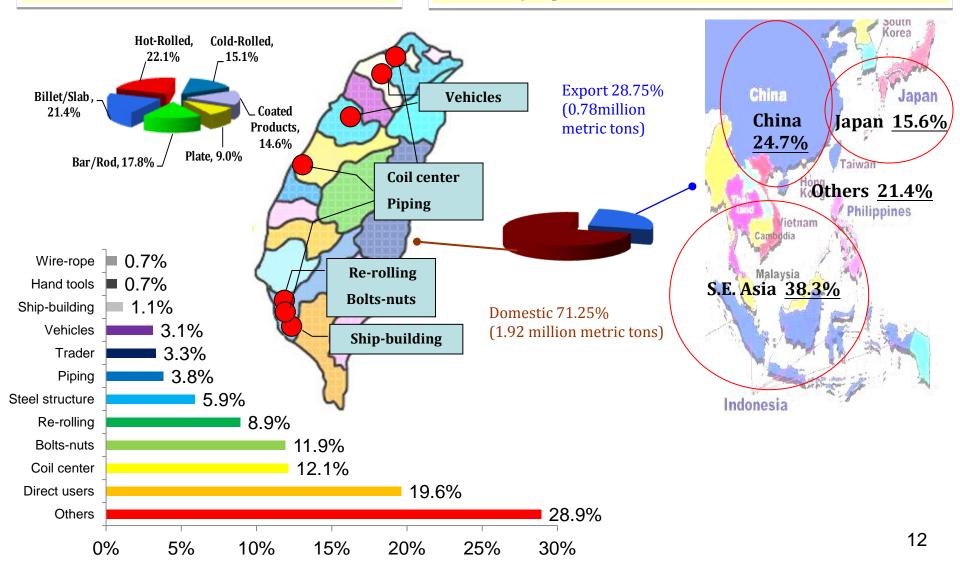


### Sales (CSC standalone)



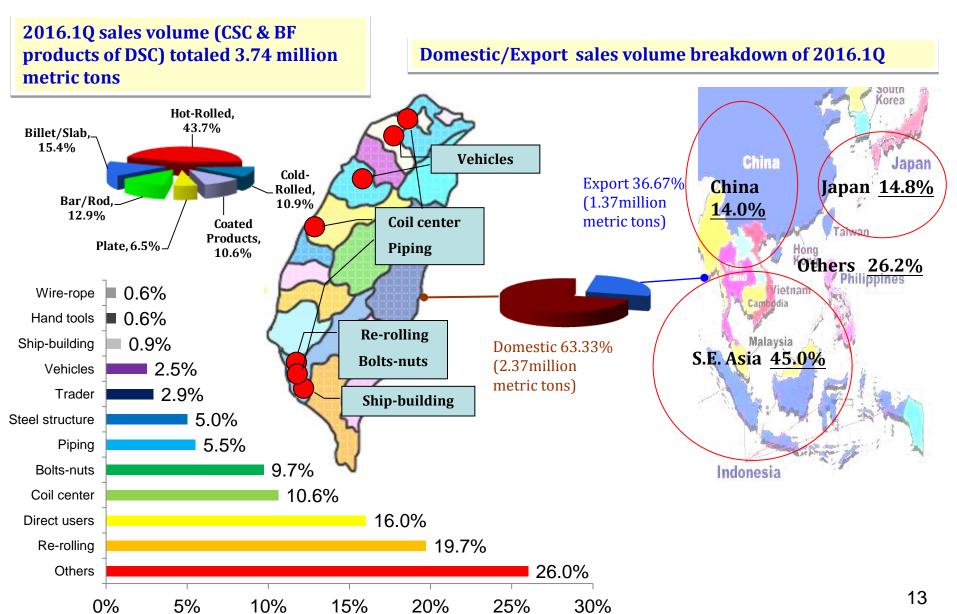
2016.1Q CSC sales volume totaled 2.70 million metric tons

#### Domestic/Export sales volume breakdown of 2016.1Q



## Sales (csc +Dsc:HRC)





## Key strategies to achieve the vision

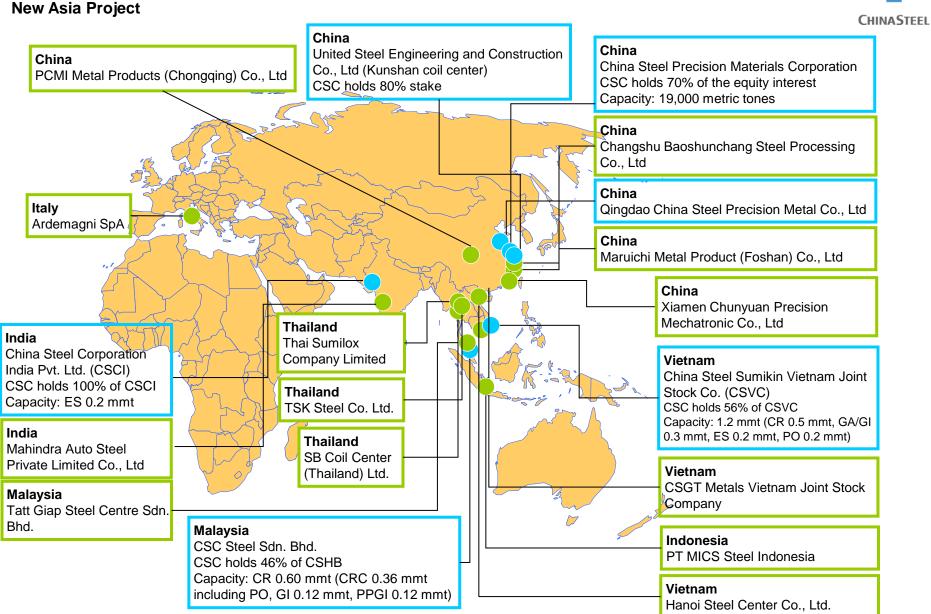


- Enhance corporate culture handing-down, reinforce human resources training & development, and solidify plans for management succession
- Strengthen sales channels through overseas investment
- Secure self-sufficiency in raw materials through strategic upstream investment
- Increase the supply chain value of steel-related industries by developing advanced products & technology and green manufacturing process
- Enhance client relationships and networks through engineering, technical, and information management services
- Implement cost reduction measures, enhance energy-saving & environmental protection, and strengthen workplace safety

With the key strategies implemented, China Steel Corporation aims to become a trustworthy steel partner pursuing growth, environmental protection, energy saving and value-innovation

### Strengthen sales channels through overseas investment

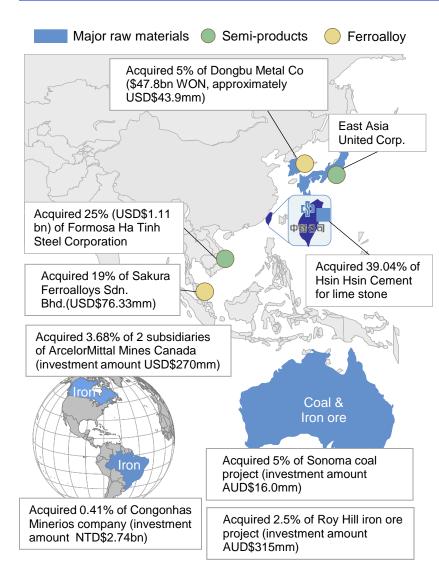




Overseas Investments of CSC group

## Secure self-sufficiency in raw materials through strategic upstream investment





#### **Major raw materials**

- Iron ore and coking coals are secured by long-term contract (volume)
- Partner with parties in Japan, South Korea, Mainland China, Australia and Brazil
- Secure lime stone acquired 39.04%(group shareholding) in Hsin Hsin Cement

#### **Semi-products**

- Secure supplies from strategic partnerships and JV's
- East Asia United Steel Corp.
  - NSSMC's Wakayama plant as a reliable supply source for slab
- Formosa Ho-Tinh Steel Corporation
  - As a mutual supply of hot-rolled and slab products.

#### **Ferro-alloy**

- Long-term contract to reduce market risks
- Purchased 5% stake in Dongbu Metal, Korea's largest ferroalloys producer
- Purchased 19% stake in Sakura Ferroalloys Sdn. Bhd.
  - Ensures a long-term stable supply of ferro-alloy, and lowers the acquisition cost.

## Increase the supply chain value of steel-related industries by developing advanced products and technology and green manufacturing process



Engineering
Research
Center
(ERC)

Through an innovative approach, ERCs strategically focus R&D effort on the need of industries and implement systemic, profound, and comprehensive long-term academic researches.

Electric Motor Technology ERC

Physical Properties & Microstructure of Metals ERC

Steel Structure ERC

Advanced Steel Microstructure Control ERC

High-value Metal Industry ERC

**Next-Generation Hand Tool ERC** 

Advanced Special Alloy ERC

Forging Roll Forming ERC

Joint Research Laboratory (JRL) To win trust and increase business opportunities, CSC establishes JRLs with customers and strives to enhance the suitability of CSC materials with customers' manufacturing processes.

Compressor and Motor JRL

Auto Steel JRL(HAITEC, MIRDC)

Motor JRL

**Auto Application JRL** 

Auto Steel JRL(Engley, Honley)

Alliance for Steel Industries CSC forms alliances with customers to improve international marketing and service capabilities.

Taiwan Elite Handtool Organization

Alliance for the fastener industry (under planning)



## Enhance client relationships and networks through engineering, technical, and information management services



## **Engineering and Technical** services

- Plant Construction
- Technical Consulting
- Environmental Engineering
- Railway and Rapid Transit
  System Engineering
- Industrial Air Conditioner

#### **Customer services**

- Real-time information services of order status
- Applied technology services
- Early vender involvement

#### **Others**

Domestic and oversea consulting services regarding environmental protection and energy saving



## Implement cost reduction measures, enhance energy-saving & environmental protection, and strengthen workplace safety

### **Cost Reduction Performance**

2015

4.84 billion NTD

- 1.53 bn: Expense saving from nationalization of equipment and spare parts
- 0.79 bn: Reduction of raw material procurement cost through negotiation and spot transaction
- 0.78 bn: Provide saturated steam and industrial gas to nearby plants
- 0.84 bn: Use of low cost raw material and reduction of fuel cost for blast furnace
- 0.26 bn: Establishment of On-line Monitoring System and automatic quality inspection system/Improvement of manufacturing process

2014

4.39 billion NTD

- 1.14 bn: Use of low cost raw material and reduction of procurement cost through negotiation
- 1.81 bn: Energy saving/ Provide saturated steam and industrial gas to nearby plants
- 0.70 bn: Expense saving from nationalization of equipment, replacement parts and spare parts
- 0.24 bn: Establishment of Facility On-line Monitoring and diagnosis System and automatic control systems