

POCS

Prime Oil Chemical Service Corporation Press Conference

September 8, 2017



About POCS

Prime Oil Chemical Service Corporation (POCS) was founded in 1978. We are a listed company on the Taiwan Stock Exchange(symbol : 2904). We have two main business divisions now.

One is Tank Storage Service Division. With nearly 30-year experience, POCS owns 51 shore tanks with various capacities of approximately 300,000 kiloliters at Port of Taichung. We are the largest-scale and the most well-managed petrochemical shore tank storage service provider in Taiwan.

POCS is dedicated to providing our customers with high-quality storage services. We have obtained ISO 9001, ISO 14001, OHSAS 18001, and CNS 15506 certifications and is participating in CDI-T. Our service quality earns the trust of our customers.

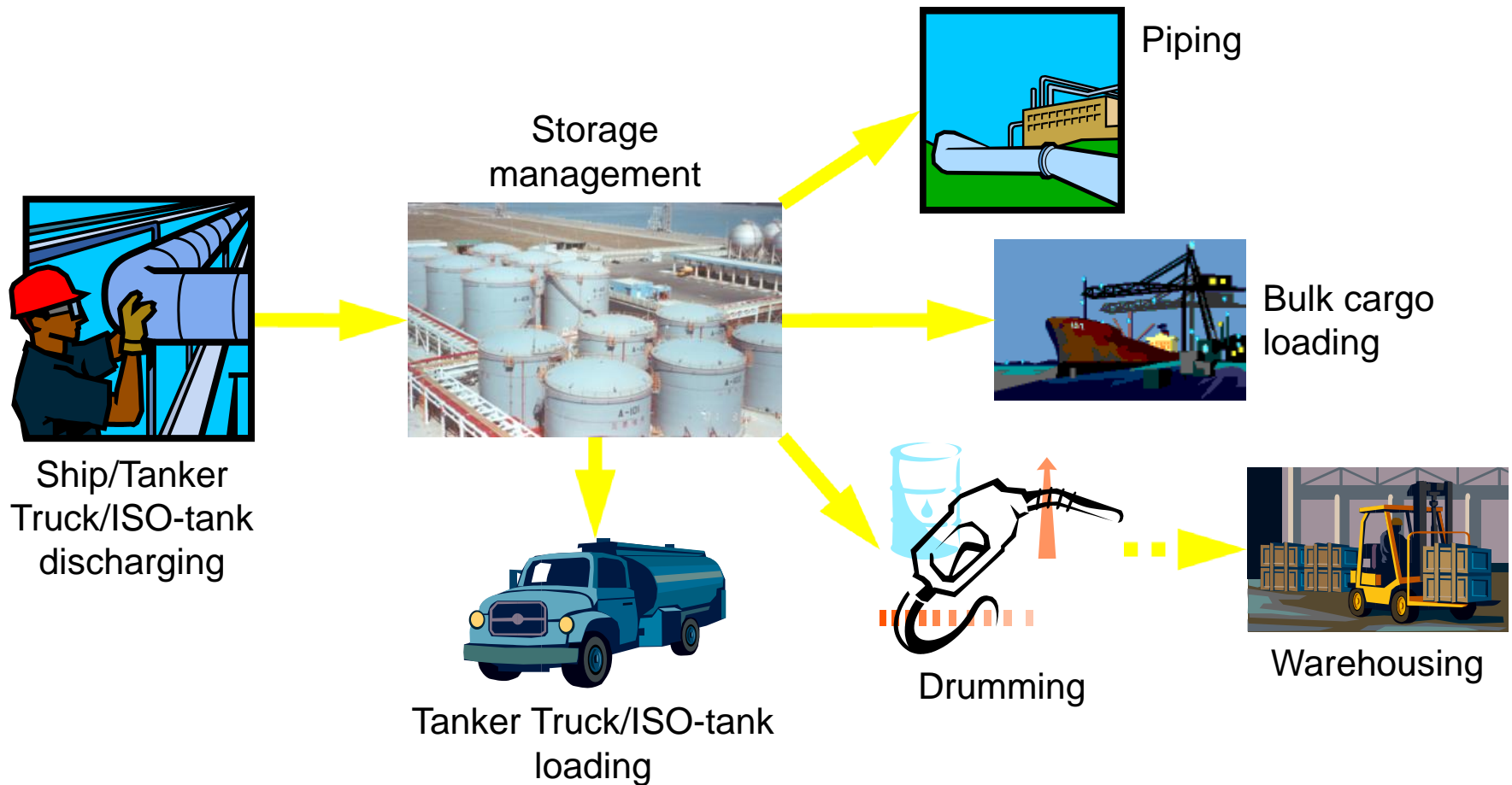
The other is Energy Division. From 2016,we strive to provide the excellent planning and engineering services of PV system to customers along with our subsidiary, POCS Power Co., Ltd. The main business model of this Division is earning long-term income from electricity generation and PV system rental.

Consolidated Financial Statements

	2017H1	2016	2015
Current assets%	37%	48%	62%
Non-current assets%	63%	52%	38%
Current liabilities%	21%	18%	5%
Non-current liabilities%	2%	2%	2%
Liabilities%	23%	20%	7%
Shareholders' equity%	77%	80%	93%
Gross Profit Margin%	37%	38%	41%
Operating Income Margin%	23%	25%	28%
Net Income Margin%	20%	21%	30%

Tank Storage Service Division

Services Offered by POCS

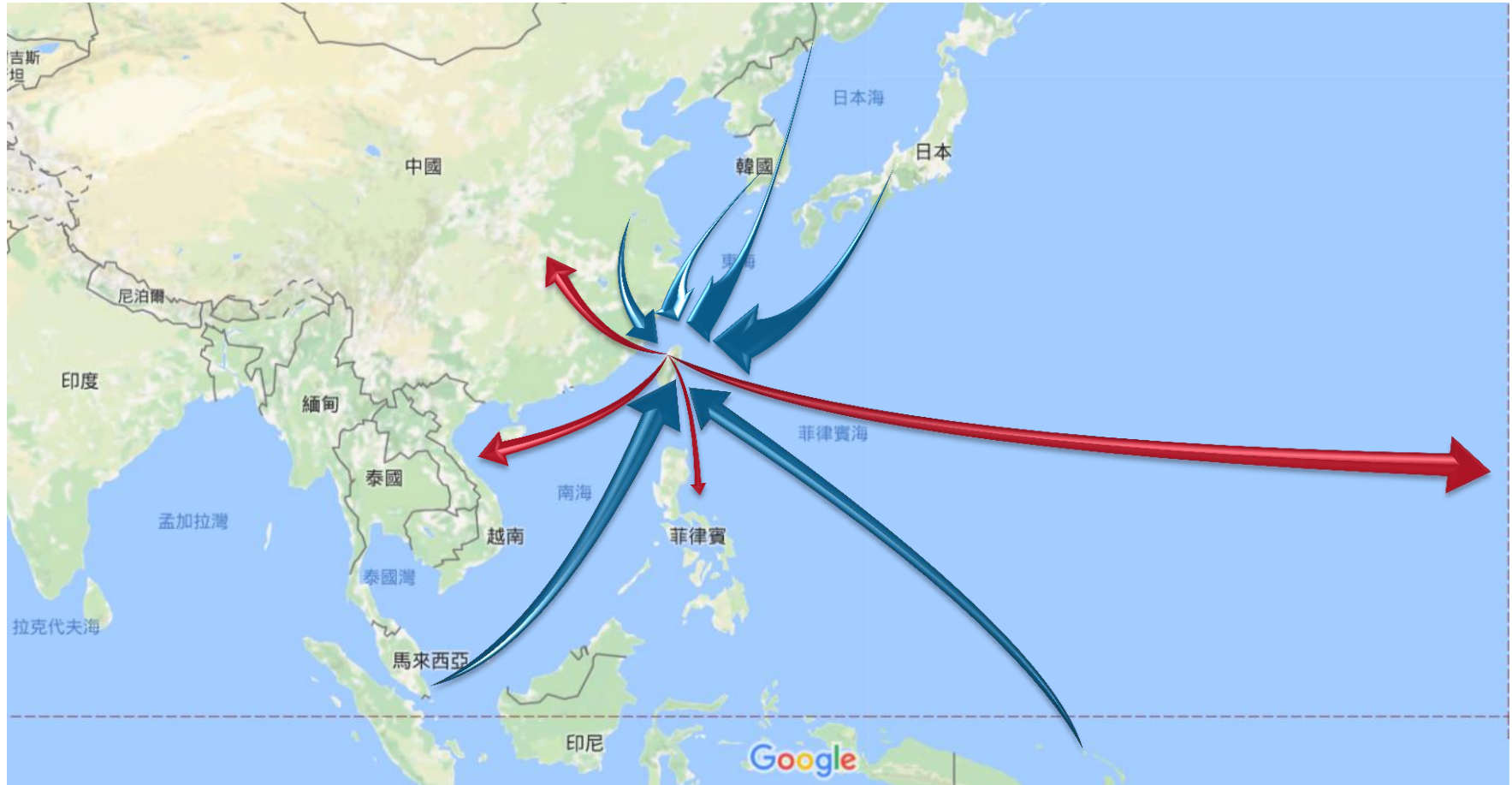


Terminal Profile

	West #5	West #2
Area (M ²)	81,054	29,223
Number of Tanks	20	31
Capacity (KL)	242,200	63,450
Loading bays	12	18
Employees	33	17
Handling Quantity (MT/2016)	3,746,241	533,148
Cargos	Oils & chemicals	Chemicals
Key customers	Global oil traders, chemical manufacturers & traders	



Coverage of Cargo Transportation

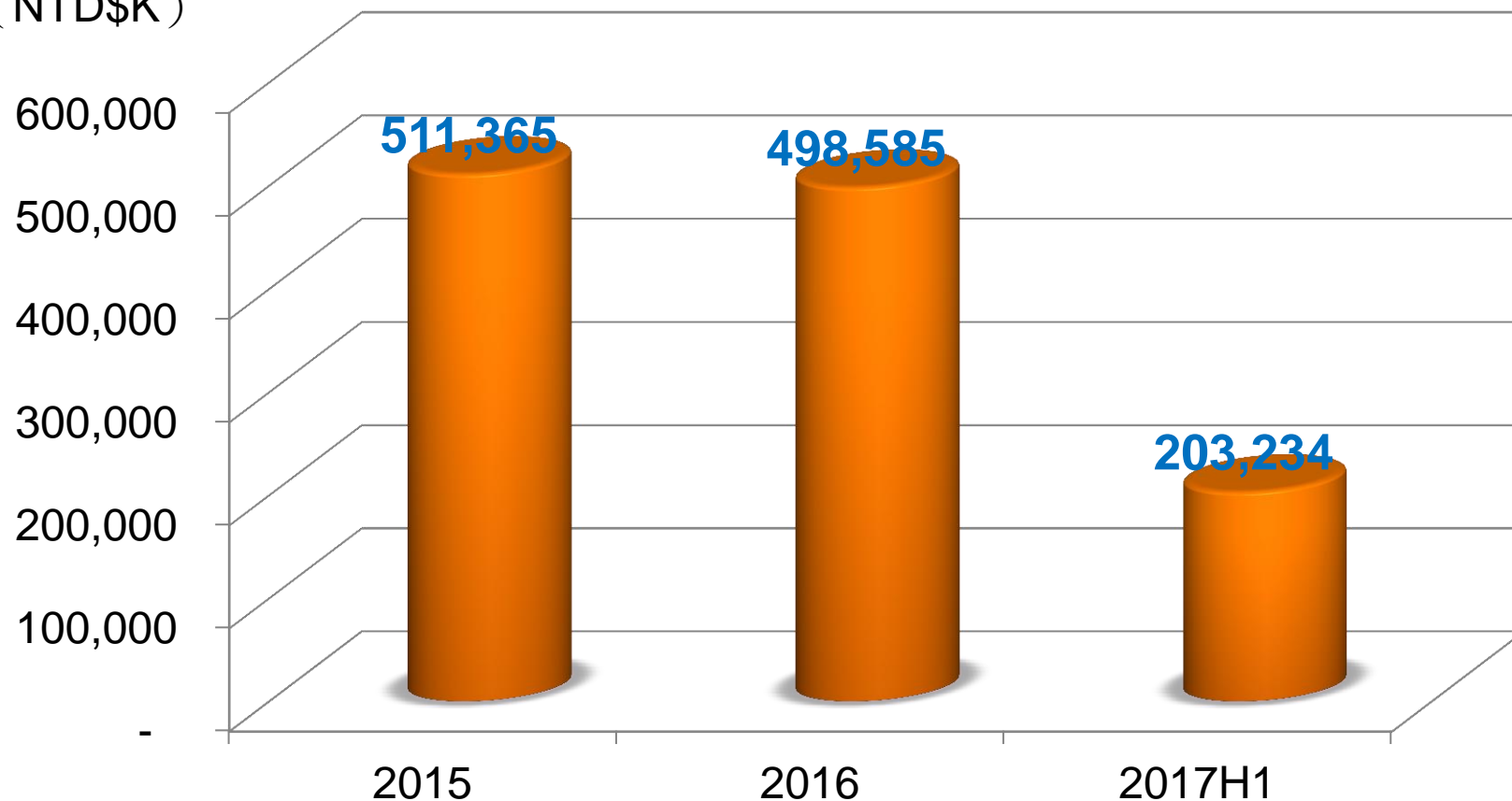


Our Advantages

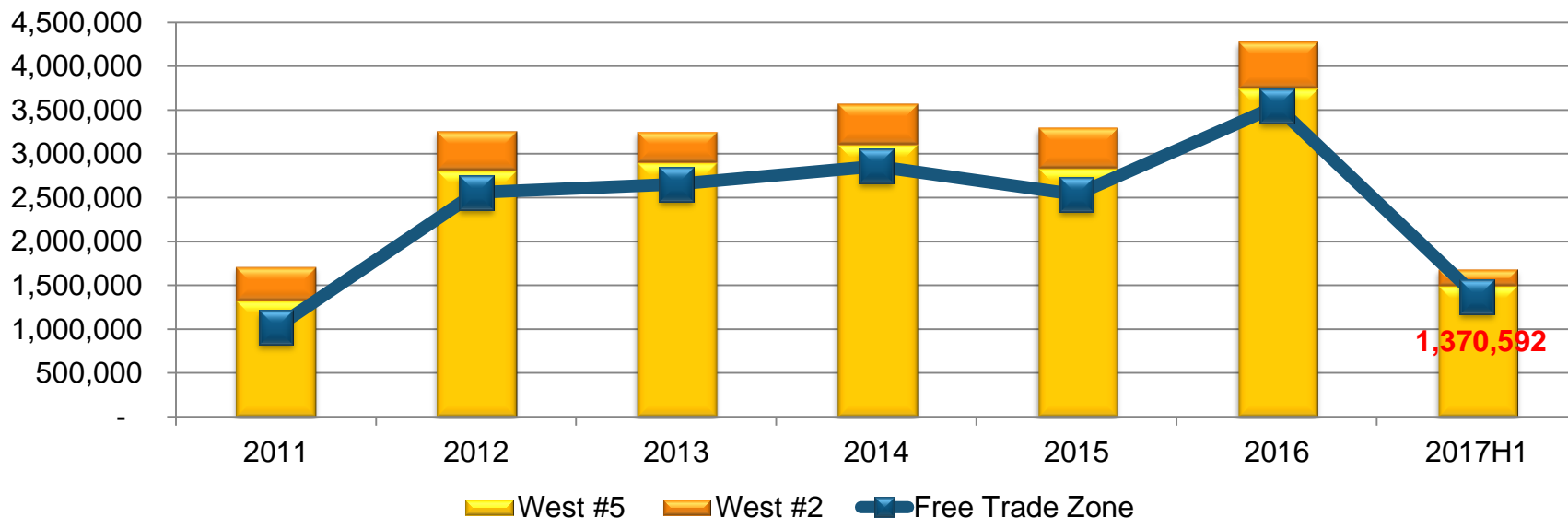
- Own a various range of capacity and types of shore tanks to meet different needs
- Can provide customized services
- Have had nearly 30 year experiences in handling all kinds of petrochemical cargos
- Offer comprehensive services by company-owned staff
- Focus on our core business to provide the most professional services to customers

Revenues of Tank Storage Service Division

(NTD\$K)



Cargo Handling Quantities



POCS has started the business of Free Trade Zone in Port of Taichung from 2007. We have offered our services to the global leading oil traders for several years. Our cargo handling quantities are increasing gradually. The annual cargo handling quantities in 2016 are more than 4 million MT. The quantities of 2017H1 are practically equal to the average of the same period of the past 3 years.

Outlook

- The economic situation in the region will be the key factor of oil demand.
- The strategy of oil traders may be influenced by global oil price and market demand-supply.
- Stricter environmental protection, employee health, and safety requirements will increase the operating cost continually.
- The demand of chemical tank storage service will be impacted by the competition and imbalance between demand and supply.

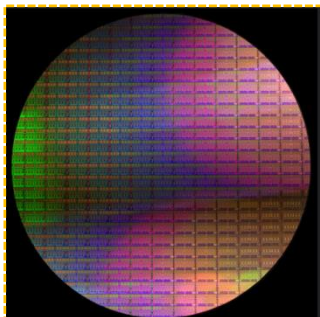
Energy Division

Strategy & Positioning

- Focus on developing renewable energy, leaving a cleaner globe for generation to come
- Raise Environmental awareness and support government's green policy
- 20-year FIT(Feed-in Tariff) mechanism
- Focus on PV System business model



結晶矽
Polysilicon



晶片
Wafer



太陽能電池
Solar Cell



模組
PV Module



系統
System

PV Systems Status

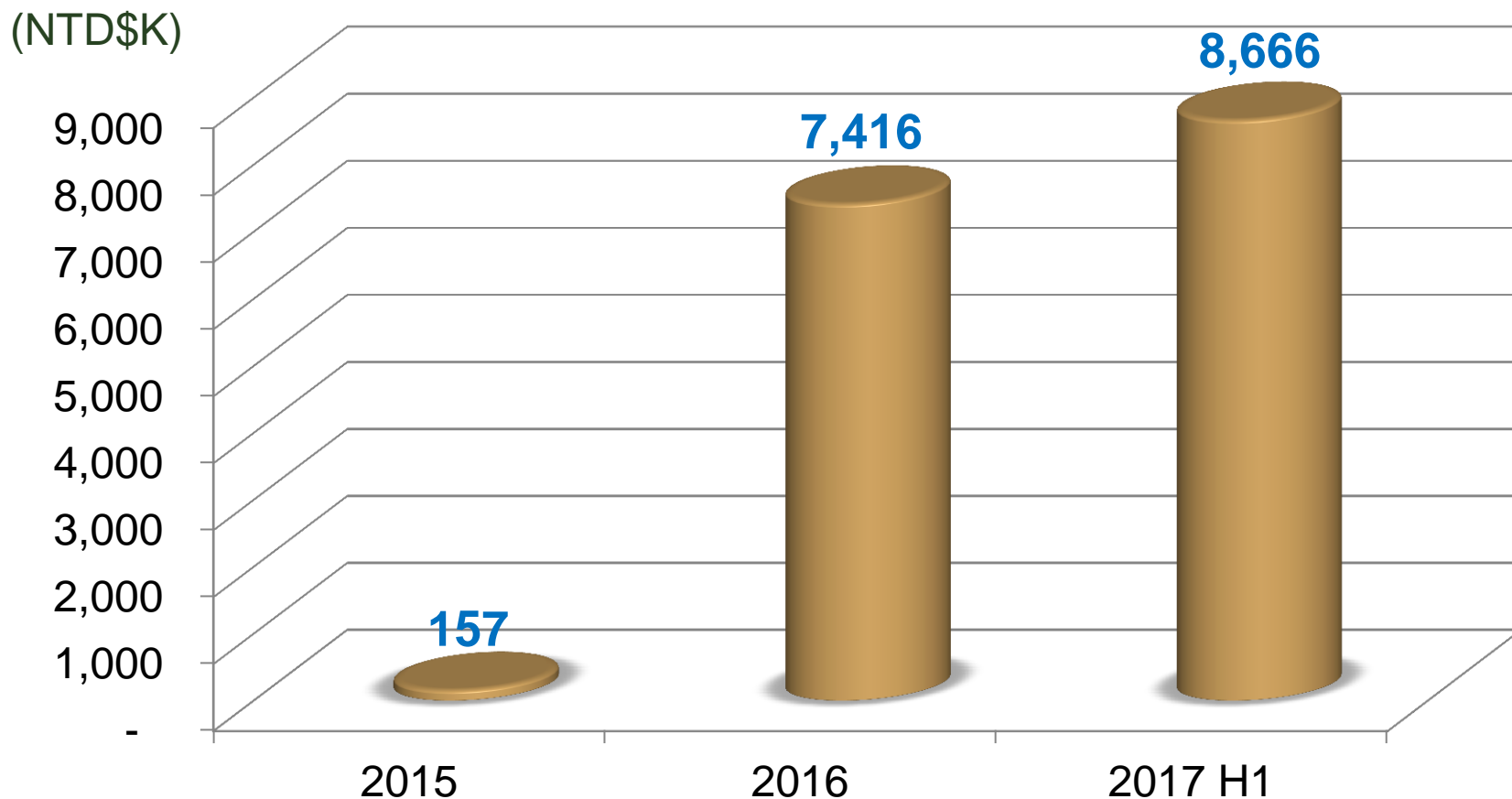
- Completed
 - Domestic Performance: 5.32MWp
- Under Construction
 - Domestic Performance: 1.226MWp
 - Overseas Performance: 5MWp (Cambodia)

Domestic PV Systems



Location	No. of PV	KW
Taichung	1	66
Nantou	1	396.775
Tainan	1	156.06
Kaohsiung	13	3,150.87
Pingtung	6	1,554.7
Total	22	5,324.405

Revenues of Energy Division



Future Plans

- Continue developing PV systems on large-scale industrial factory buildings
- Develop floating PV systems
- Source domestic/overseas business opportunities

PV Projects Developed (1)

Cian-Jhen Elementary School,
Kaohsiung



Da-Dun Junior High School,
Taichung



PV Project Developed (2)

Wun-Shan Elementary School,
Kaohsiung



Sing-Ren Junior High School,
Kaohsiung



PV Project Developed (3)

Zong-Lien Industry Co., Ltd.
Kaohsiung



Super-Cheng Industrial Co., Ltd.
Kaohsiung



Q & A

Thanks for your attention