

POCS

Prime Oil Chemical Service Corporation Press Conference

May 26, 2021



Outline

- Company Profile and Financial Snapshots
- Tank Storage Service Division update
- Energy Division update
- Q&A

Company Profile and Financial Snapshots

About POCS

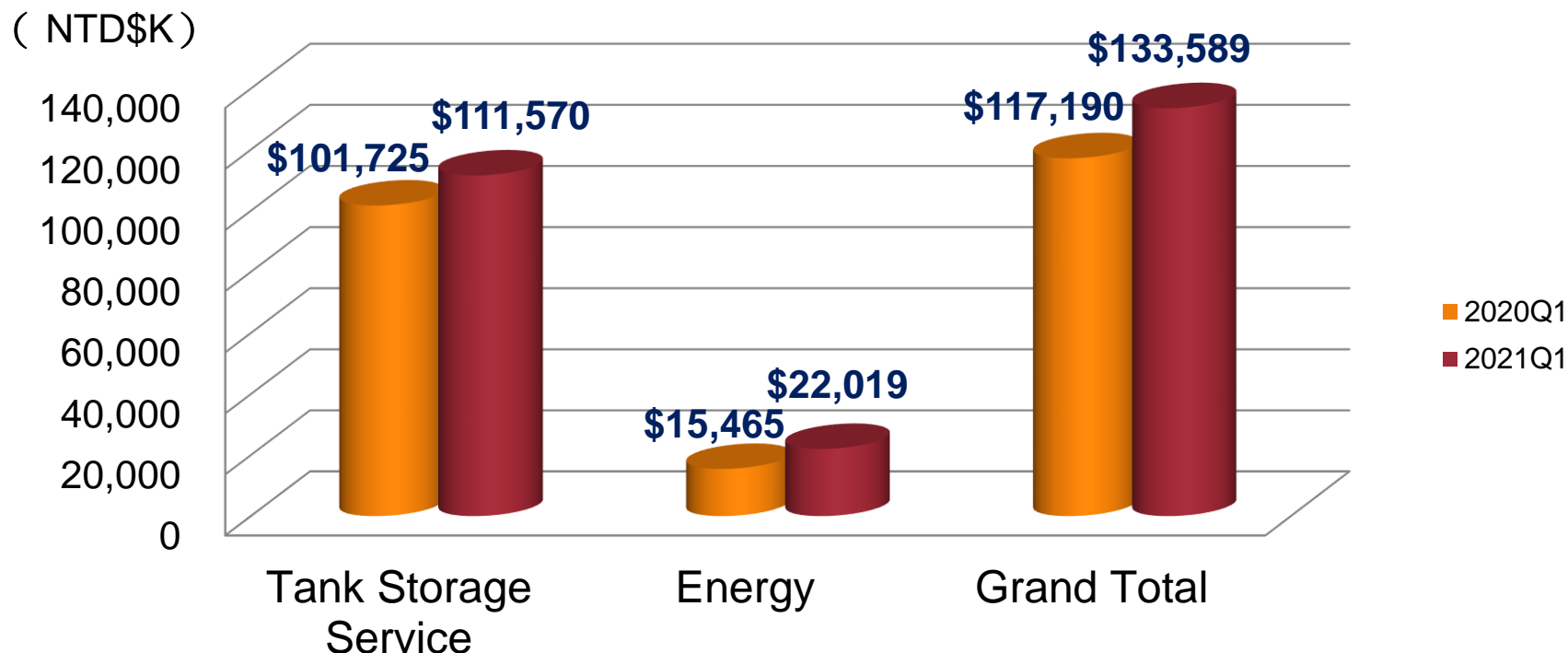
Prime Oil Chemical Service Corporation (POCS) was founded in 1978. We are a listed company on the Taiwan Stock Exchange (Stock Symbol 2904.tw). We have two main business divisions now.

Tank Storage Service Division contributes the majority of the revenues. With over 30-year experience, we are the largest-scale and the most well-managed petrochemical shore tank storage service provider in Taiwan.

Tank Storage Service Division primary clients are well-known petrochemical manufacturers and traders. Our service quality has earned the trust of our clients by obtaining ISO 9001, ISO 14001, ISO 18001, ISO45001&CNS45001(Taiwan) certifications and participating in CDI-T.

POCS started its **Energy Division** in 2016. Together with our subsidiary POCS Power Co., Ltd, we look for suitable locations to build photovoltaic power generation systems as a way to collect long-term electricity sales or receive rental revenues, as our main business model.

Sales Revenue by Division



Tank Storage Service Division accounts for 87% and 84% of consolidated sales revenue in 2020Q1 and 2021Q1.

Financial Snapshots (1)

Unit : NTD\$K (EPS=NTD\$)

| Consolidated F/S | 2021Q1 | 2020Q1 | 2020 | 2019 |
|--------------------|---------|---------|---------|---------|
| Sales Revenue | 133,589 | 117,190 | 540,837 | 505,225 |
| Gross profit% | 41% | 42% | 47% | 46% |
| Operating Income% | 25% | 29% | 33% | 33% |
| Net Income% | 30% | 23% | 29% | 27% |
| Earnings Per Share | 0.58 | 0.40 | 2.31 | 1.96 |

- Energy Division: Stable profitability and scaling up
- Tank Storage Service Division: Operating costs for 2021 Q1 were slightly higher than 2020 Q1 due to increase in the volume of goods stored by customers.

Financial Snapshots (2)

Unit : NTD\$K

| Consolidated F/S | 2021/03/31 | 2020/03/31 | 2020/12/31 | 2019/12/31 |
|--------------------------------------|------------|------------|------------|------------|
| Current assets | 258,390 | 329,128 | 222,362 | 228,460 |
| Non-current assets | 1,404,228 | 1,220,506 | 1,415,666 | 1,196,604 |
| Total assets | 1,662,618 | 1,549,634 | 1,638,028 | 1,425,064 |
| Current liabilities | 293,472 | 277,332 | 364,186 | 241,805 |
| Non-current liabilities | 293,657 | 242,675 | 235,404 | 179,771 |
| Total liabilities | 587,129 | 520,007 | 599,590 | 421,576 |
| Shareholders' equity | 1,075,489 | 1,029,627 | 1,038,438 | 1,003,488 |
| Liabilities+ Shareholders' equity | 1,662,618 | 1,549,634 | 1,638,028 | 1,425,064 |

The 2021Q1 major change is the Energy Division completed several solar power plants since 2020 H2.

Tank Storage Service Division

About Tank Storage Service Division

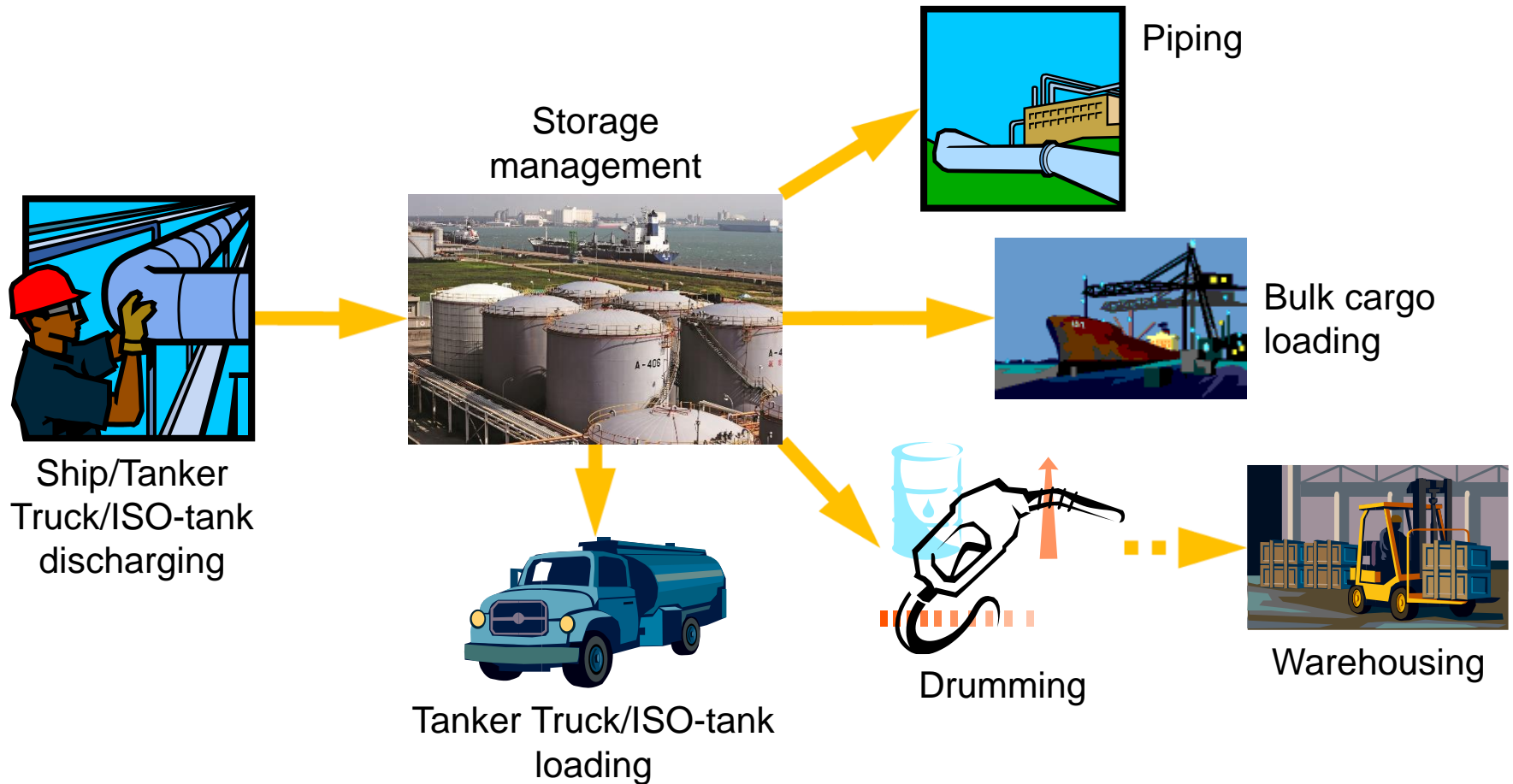


Terminal Profile

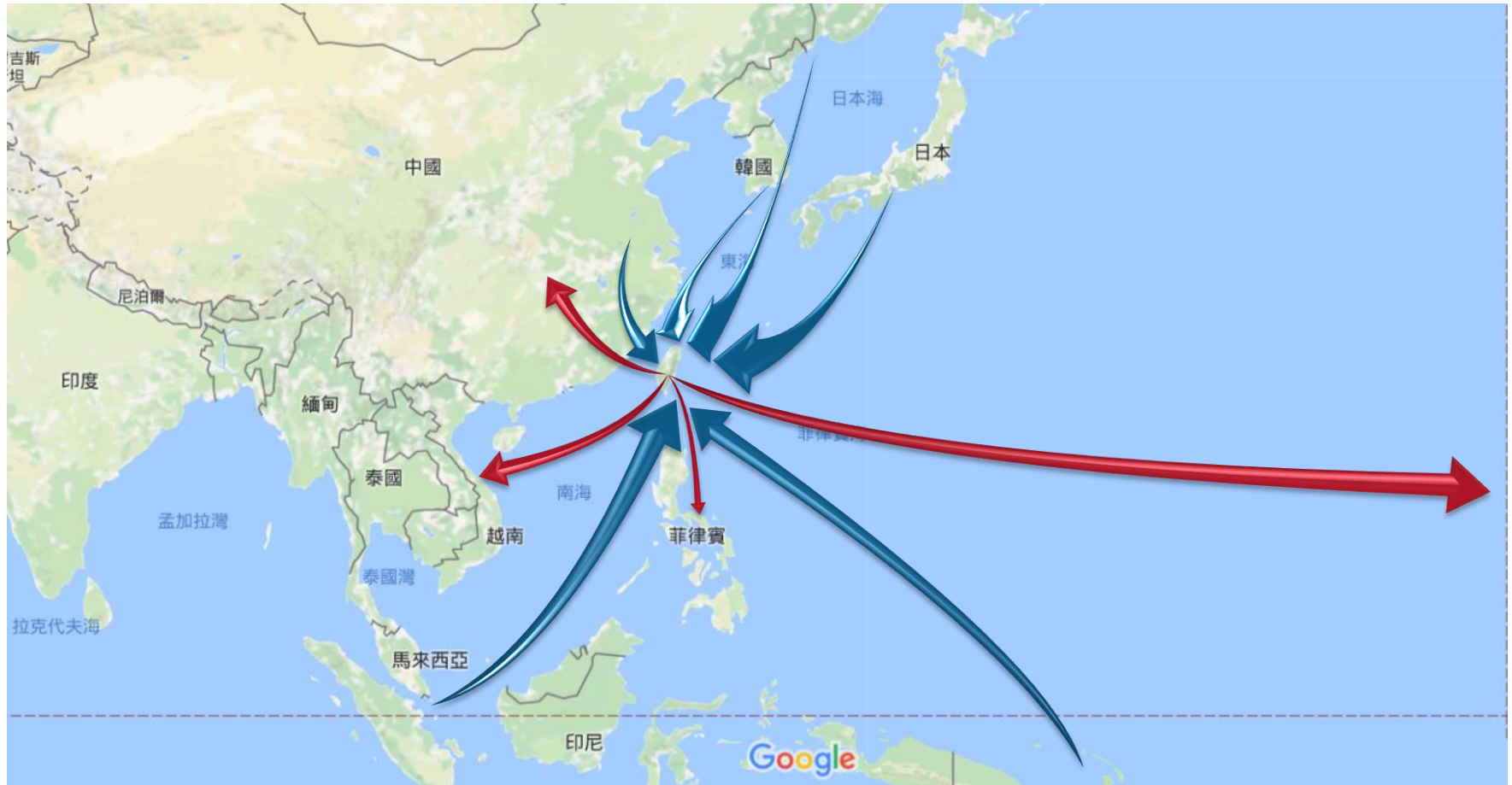
| | West #5 | West #2 |
|------------------------|--|-----------|
| Area (M ²) | 81,054 | 29,223 |
| Number of Tanks | 20 | 31 |
| Capacity (KL) | 242,200 | 63,450 |
| Loading bays | 12 | 18 |
| Employees | 29 | 19 |
| Throughput (MT/2020) | 3,393,109 | 409,976 |
| Cargos | Oils & chemicals | Chemicals |
| Key clients | Global oil traders, chemical manufacturers & traders | |



Services Offered by POCS



Coverage of Cargo Transportation

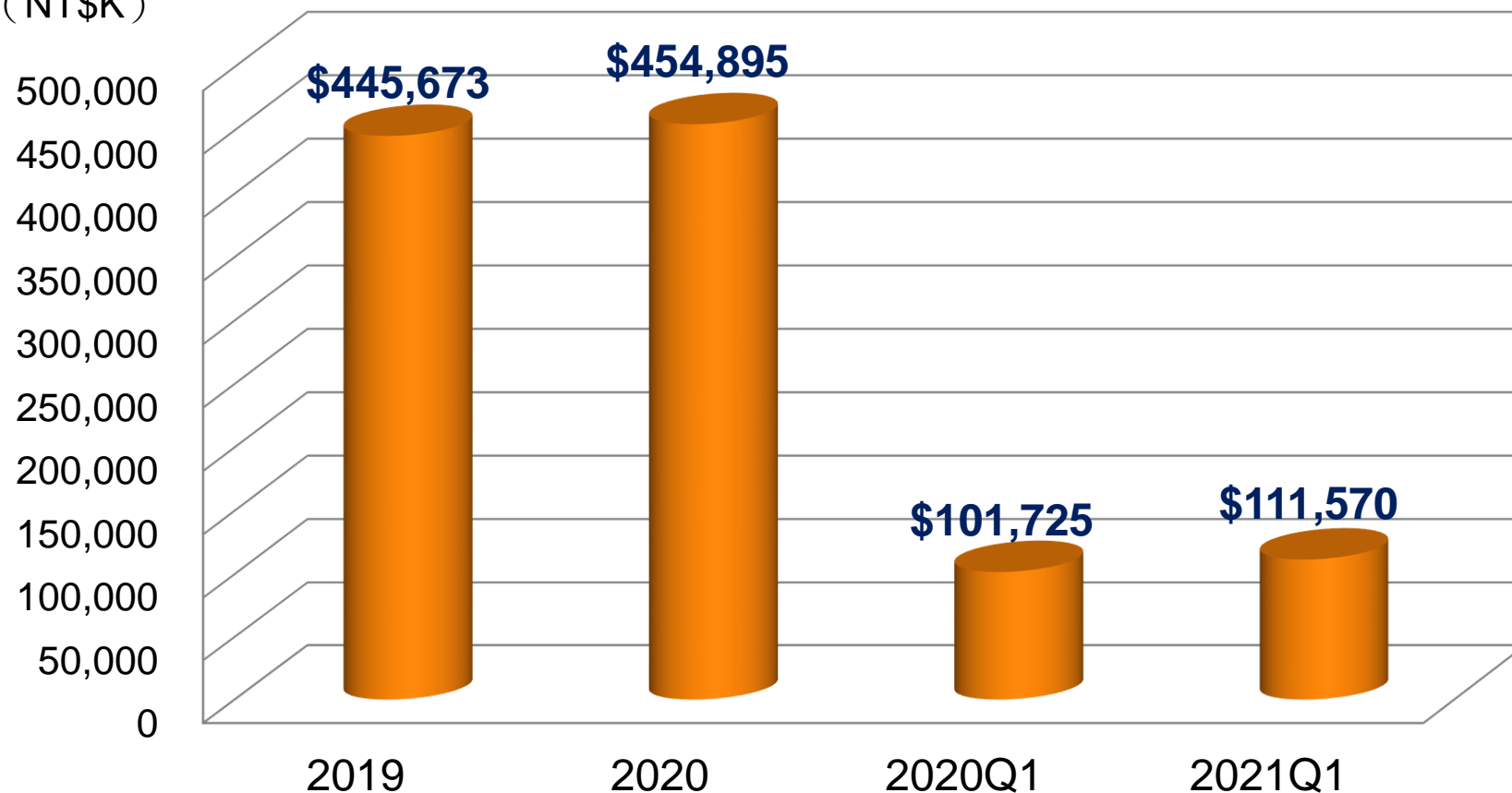


Our Advantages

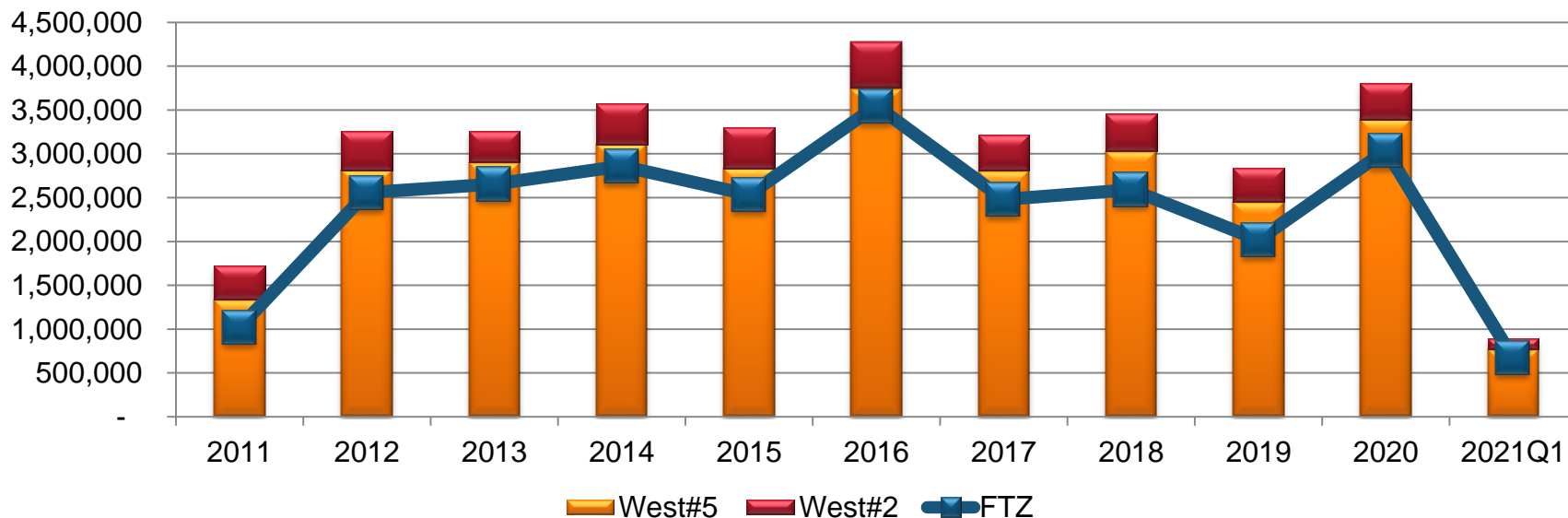
- Own a various range of capacity and types of shore tanks to meet different needs
- Can provide customized services
- Have had 30-year experiences in handling all kinds of petrochemical cargos
- Offer comprehensive services by in-house staff
- Focus on our core business to provide the most professional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

Revenues of Tank Storage Service Division

(NT\$K)



Cargo Throughput



POCS has started the business of Free Trade Zone in Port of Taichung since 2007. We have offered our services to the global leading oil traders for several years. The annual cargo throughput are around 3 million metric tons since 2012. The throughput in 2021Q1 is slightly bigger than 2020Q1.

Outlook

- The impact on the global oil price and market by the COVID-19 pandemic has been recovered temporarily. We still need to keep an eye on the development of the pandemic.
- The recovery of the economy in the Asia-Pacific region is the key factor of the demand for oil products and the willingness of the clients to lease tanks.
- The tension within the Asia-Pacific region will affect the supply and demand of domestic petrochemical products.
- The operating costs of our terminals are on the rise due to stricter relevant regulations.

Energy Division

About Energy Division



40

PV projects have been installed in Taiwan
with a capacity of **13.8MW**



1

One PV project has been installed in overseas market.
with a capacity of **5.2MW**



Total installed capacity

19 MW

In 2020, the Energy Division created an aggregate of solar power of 14.3 million kWh domestically
Carbon fixation of 18.7 Da'an Forest Parks
Carbon dioxide emissions reduction of approximately 7,279 metric tons
Coal consumption reduction of 5,291 metric tons

Market & Sales Overview

- Sales by Location:

| Year | 2020 | | 2019 | |
|----------|-----------------------|----|-----------------------|----|
| Area | Sales Revenue (NT\$K) | % | Sales Revenue (NT\$K) | % |
| Taiwan | 71,691 | 83 | 47,162 | 79 |
| Cambodia | 14,251 | 17 | 12,390 | 21 |

Year of 2020 – Taiwan

| | |
|---|---------------|
| Total PV Capacity installed of Energy Division(kW) | 13,375 |
| Total PV Capacity installed and purchased by Taipower in Taiwan [Note] | 5,287,787 |
| Market Share by PV capacity installed | 0.25% |
| Total Power Generation of PV of Energy Division (kWh) | 14,301,524 |
| Total Power Generation of PV purchased by Taipower in Taiwan (kWh) [Note] | 5,750,700,045 |
| Market Share by kWh | 0.25% |

Note :

1. Source: Taipower Company Website.
2. The above performance of Energy Division is on the consolidated basis.

PV Systems Status (1)

- Completed

- Domestic: 13.8MW

| Year | Capacity (MW) | Type | Note |
|--------------|---------------|----------------|----------------------------|
| 2019 | 7.75 | Roof-mounted | |
| 2020 | 3.01 | Roof-mounted | |
| 2020 | 2.61 | Ground-mounted | |
| 2021 | 0.43 | Ground-mounted | Commissioned in early 2021 |
| Total | 13.8 | | |

- Overseas: 5.2MWp (Cambodia)

- **Grand Total: 19.0MW**

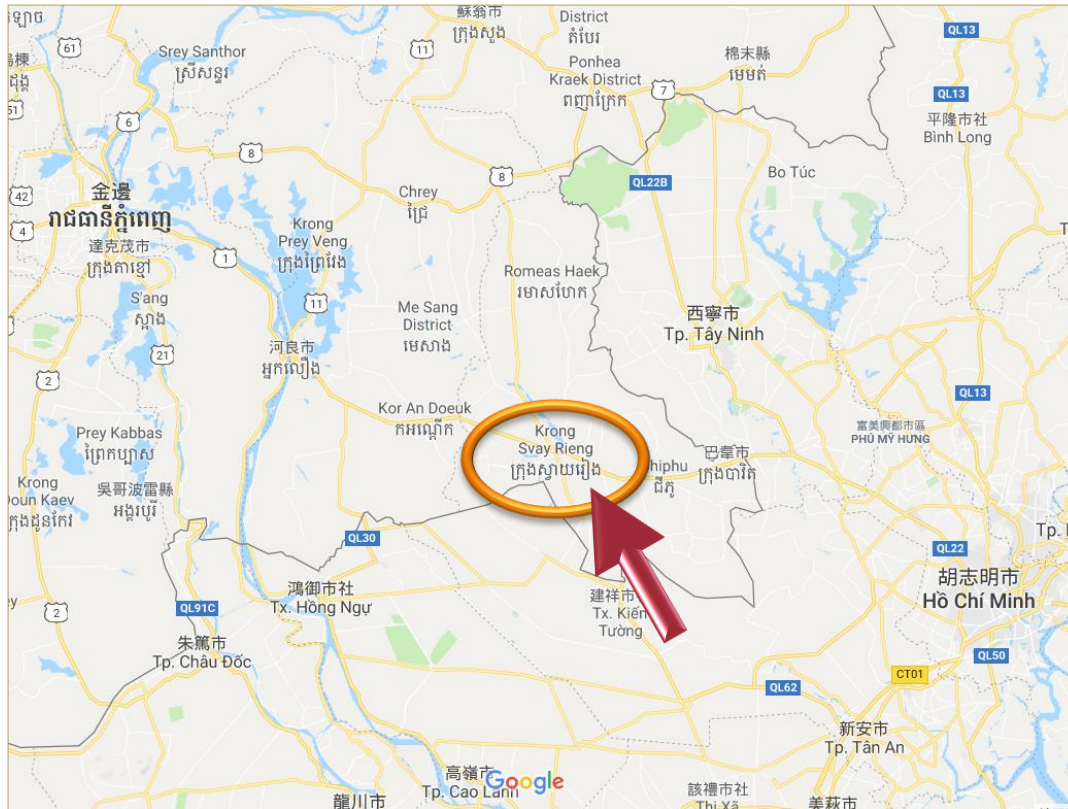
PV Systems Status (2)

- Under Construction

- Four projects obtained in 2020; One new project obtained in 2021, details are as below:

| Project Name | Capacity (MW) | Type | Est. complete date | Note |
|----------------|---------------|---------------------------------------|--------------------|---|
| Tainan (4-7) | 1.01 | Ground-mounted | Jun 2021 | |
| Taichung (4) | 1.51 | Floating solar | Aug 2021 | Due to the change of topography and landform, its type will be changed to floating solar instead. |
| Kaohsiung (21) | 0.46 | Covered playground | Sept 2021 | The 2021 H1 Feed-in tariff is applicable to this project in the category of covered playground with corrugated steel sheet. |
| Kaohsiung (22) | 0.83 | Covered playground and Ground-mounted | Sept 2021 | |
| Tainan (8-18) | 2.22 | Ground-mounted | Jan 2022 | Obtained in April 2021 |
| Total | 6.03 | | | |

Overseas Solar Power Plant - Cambodia



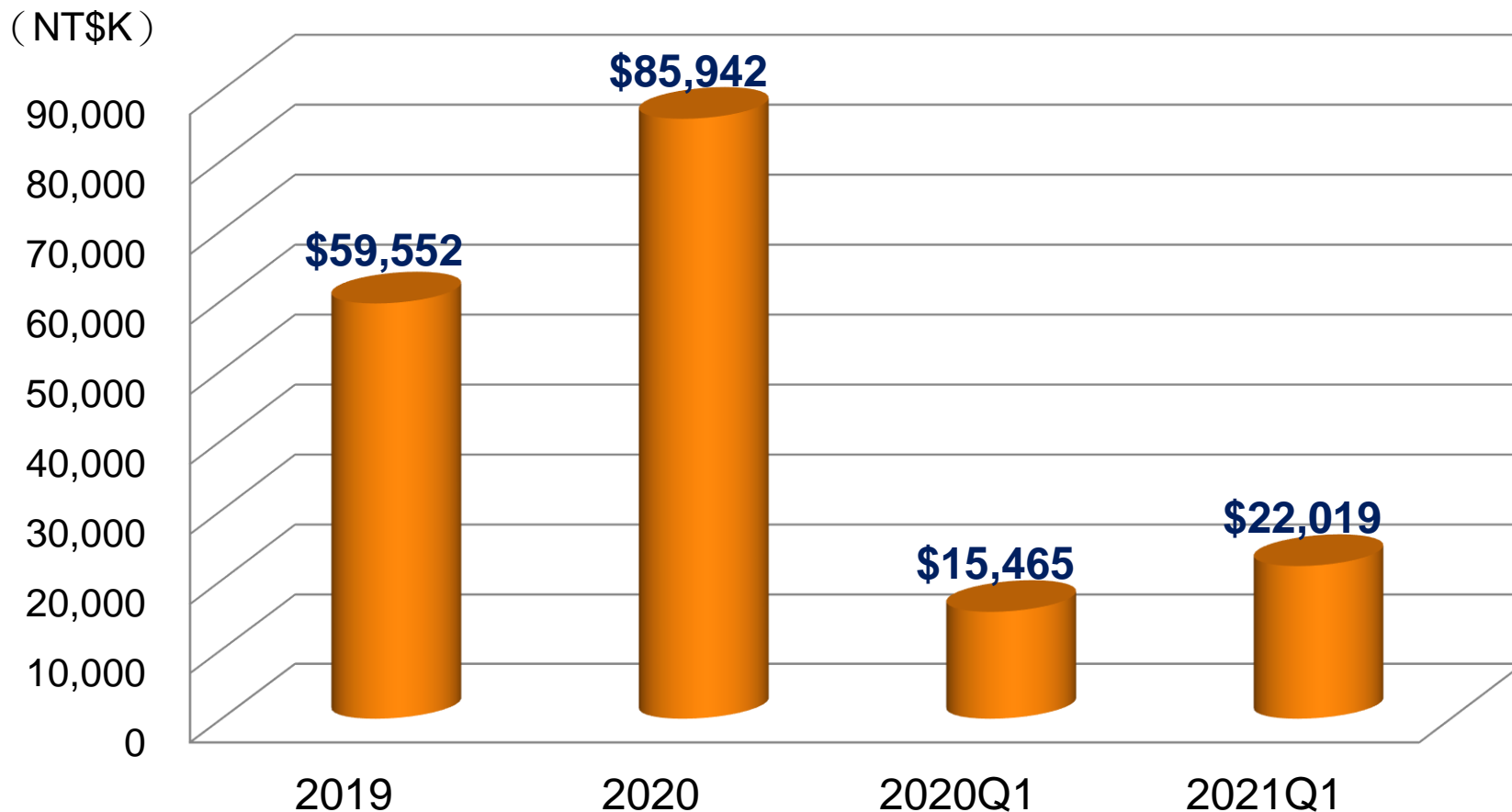
No. of Power Plant

- 1

Capacity

- 5.2MW

Revenues of Energy Division



Future Plans

- Expand large-scale roof-mounted, ground-mounted (activity center, parking lot and outdoor aquaculture-PV coexistence), floating solar and covered playground projects.
- Bid in various tenders from the government.
- Evaluate the feasibility of acquiring existing solar power plants to scale up.
- Evaluate overseas solar power business opportunities.

PV Project Developed (1)

Wun-Shan Elementary School,
Kaohsiung



Sing-Ren Junior High School,
Kaohsiung



PV Project Developed (2)

Zong-Lien Industry Co., Ltd.
Kaohsiung



Super-Cheng Industrial Co., Ltd.
Kaohsiung



PV Project Developed (3)

Dahan Institute of Technology
Hualien



Ta-Ming High School
Taichung



PV Project Developed (4)

Veterans General Hospital-
Parking lot



Veterans General Hospital-
Dormitory Phase I & II



PV Project Developed (5)

Tainan Liujia Farmers Association

Yunlin Gukeng Ground-mounted



PV Project Developed (6)

Taoyuan Youth Industrial Park
-parking lot



PV Project Developed (7)

Tai Seng Bavet SEZ, Cambodia



Q & A