



遠東集團
FAR EASTERN GROUP

亞洲水泥股份有限公司 Asia Cement Corporation

Stock code:

1102 TT

IR presentation



Mar 2020



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- Company snapshot
- What's New
- PRC market overview
- Taiwan market overview
- Dividend Policy
- Financials
- CSR achievement



Company Snapshot

Company Snapshot



Market Cap: US\$ 4.3 bn / NT\$ 131.4 bn (as of 30 Mar 2020)

Asia Cement
(1102 TT)

Consolidated Entities

**ACC
Taiwan**

- Established in 1957
- 2nd largest cement producer
- Cement capacity: 5.0 mtpa.

ACC China
(743 HK)

- 10th largest cement producer
- In Central and Western China
- Cement capacity: 33.0 mtpa.

**Other
Business**

- LNG fired IPP (8% of revenue)
- Cold rolled stainless steel (6% of revenue)

Equity Investments

FENC
(1402 TW)

**U-Ming
Marine**
(2606 TW)

**Shanshui
Cement**
(691 HK)

Investment Portfolio in Far Eastern Group



NT\$ mn

Incorporated Year	Investees	Stock code	Holdings ⁽¹⁾	Market Value ⁽²⁾	Equity Income				
					2018	1Q19	2Q19	3Q19	4Q19
2004	Asia Cement (China) Holdings Corp.	743 HK	67.7%	34,420					
1997	Far EasTone Telecommunications Ltd.	4904 TT	1.0%	1,935					
1992	Far Eastern International Bank	2845 TT	2.4%	789					
1975	Oriental Union Chemical Corp.	1710 TT	7.2%	921					
1968	U-Ming Marine Transport Corp.	2606 TT	39.3%	8,458	655	37	13	338	249
1967	Far Eastern Department Stores Ltd.	2903 TT	5.7%	1,705					
1949	Far Eastern New Century Corp.	1402 TT	23.8%	28,756	2,343	331	518	469	320
	Others				1,147	(33)	1,514	1,174	561
Total				76,984	4,144	335	2,046	1,980	1,130

Note1: Asia Cement comprehensively holds 72.0% of Asia Cement(China) Holdings.

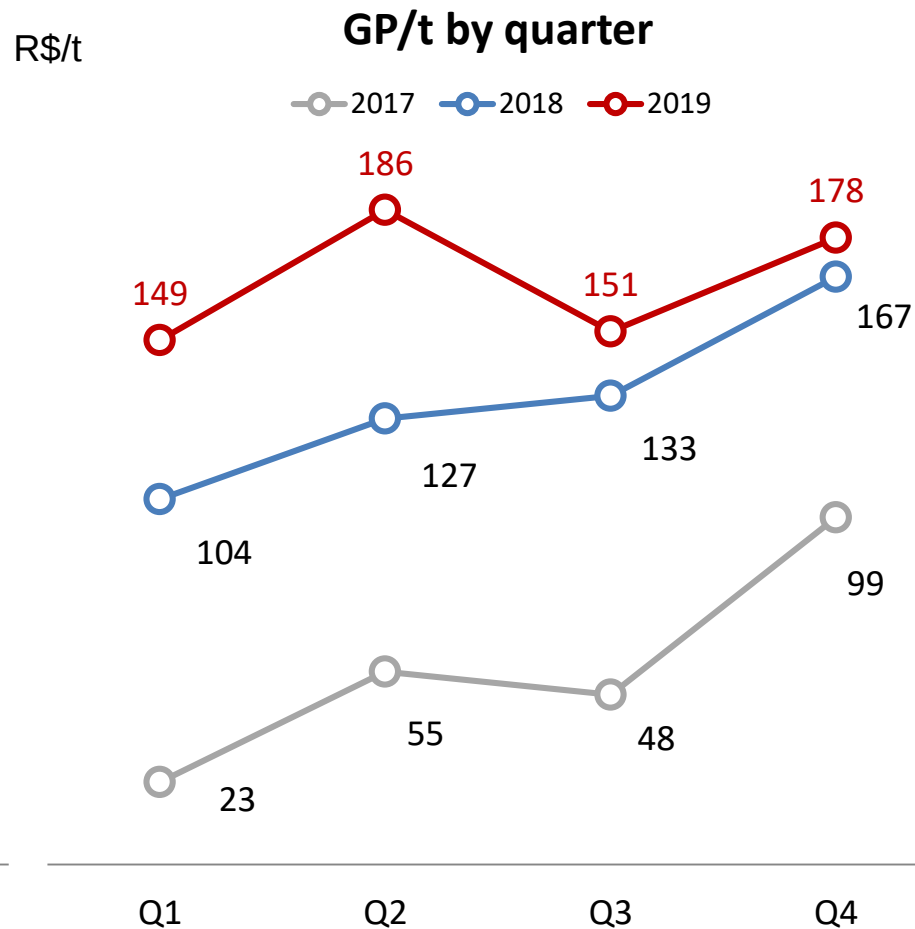
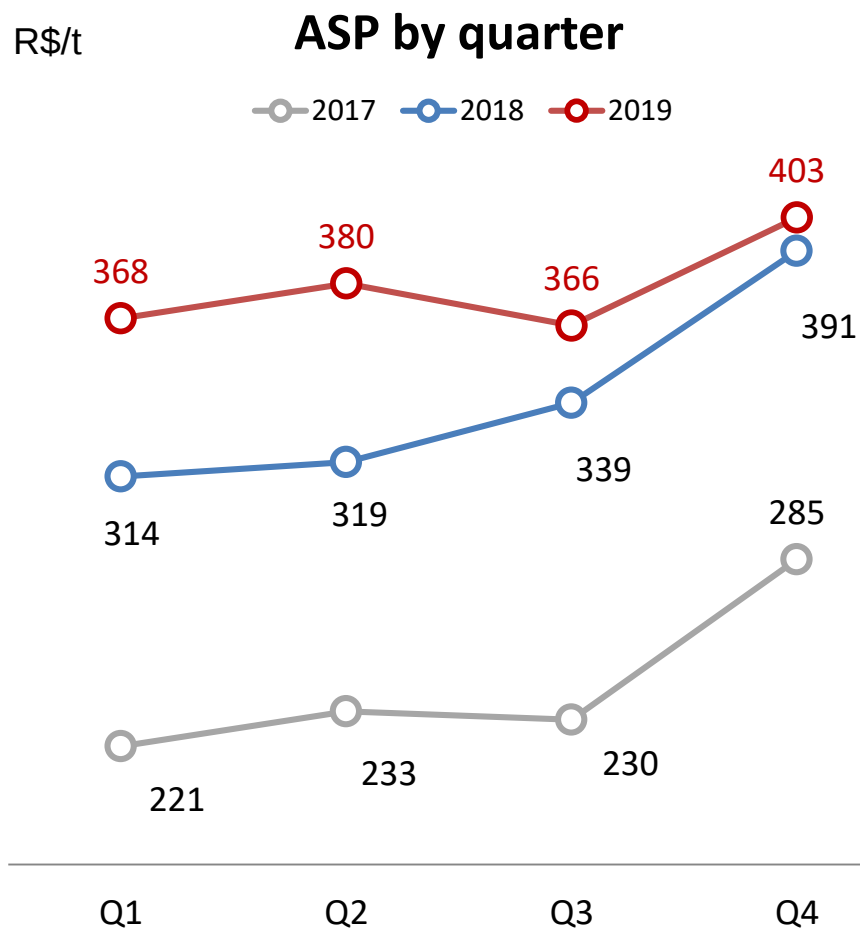
(100%-owned AC(Singapore) holds a 4.1% stake and Asia Engineering Pte. holds a 0.2% stake of Asia Cement(China))

Note2: The market value is calculated on the basis of ACC's holding shares and the equity's closing price at 30 Mar 2020.



What's New

What's New: Strong ASP and GP growth of ACCH

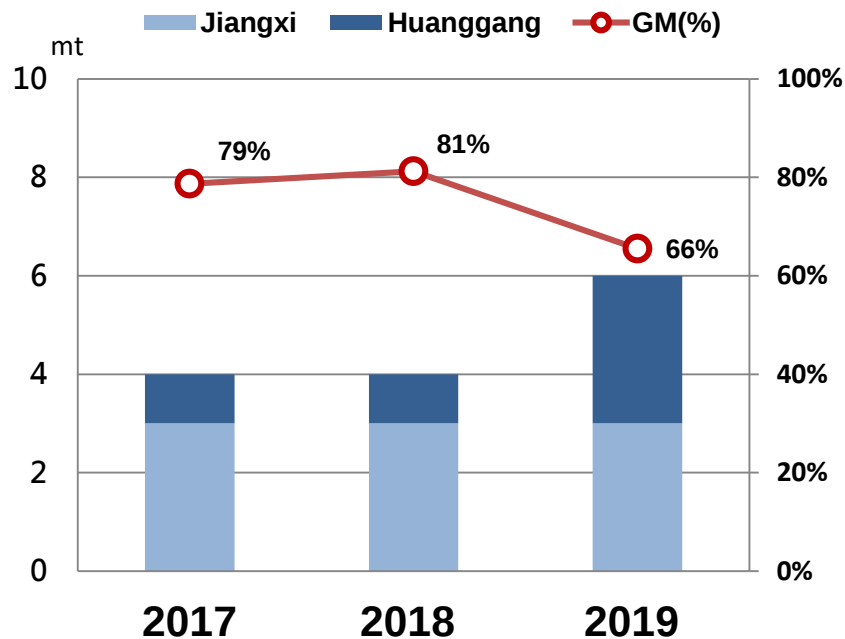


What's New: Undergoing Investments and Future Prospects

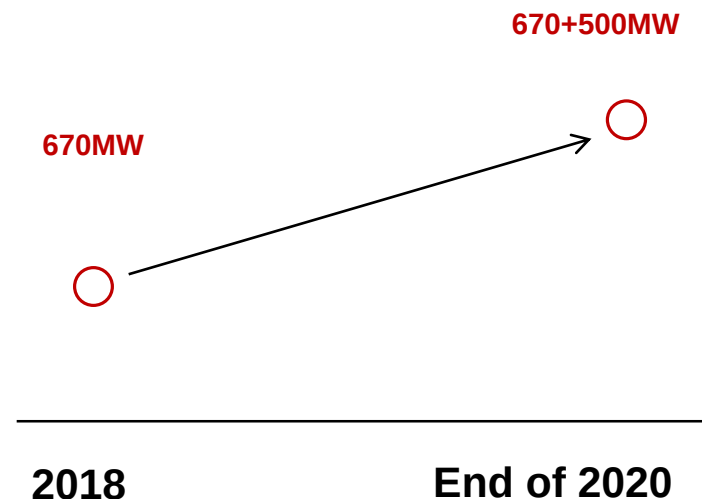


1. GM of aggregate was 66% in 2019 due to the production disruption in Jiangxi in 4Q19. Production has resumed in 1Q20.
2. IPP phase II project is expected to start operation by the end of 2020. Total CAPEX budget is NT\$10.7bn.

Aggregate Capacity in China



IPP Phase II project in TW



What's New: Growing investment income



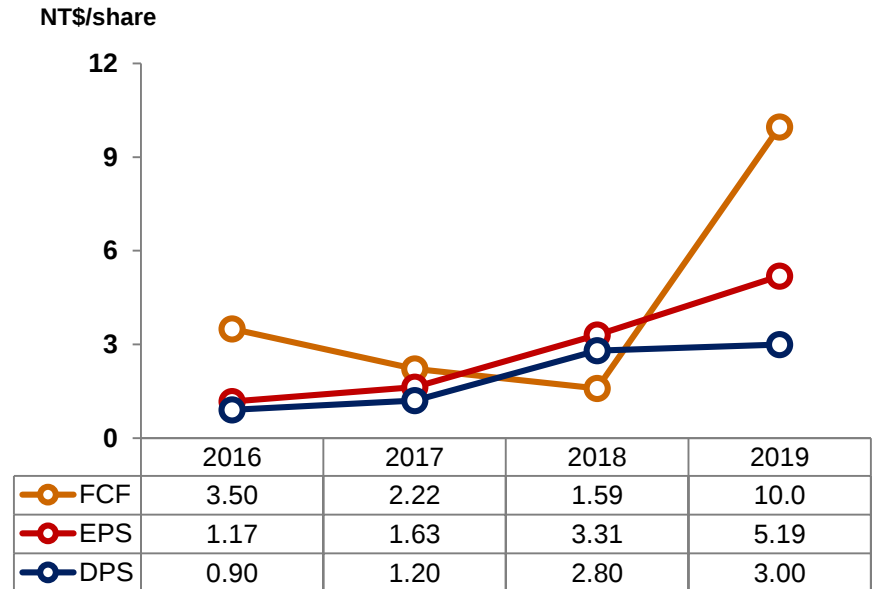
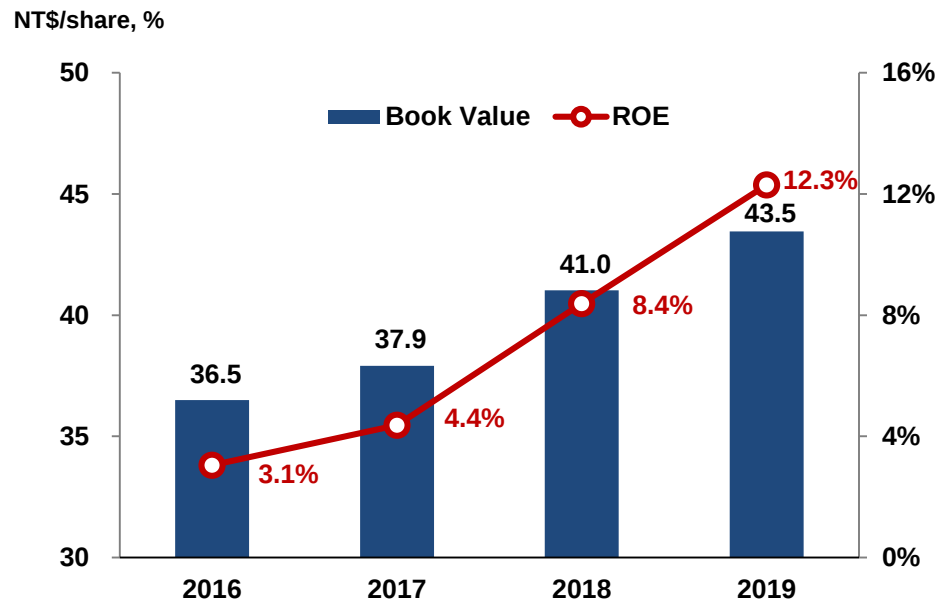
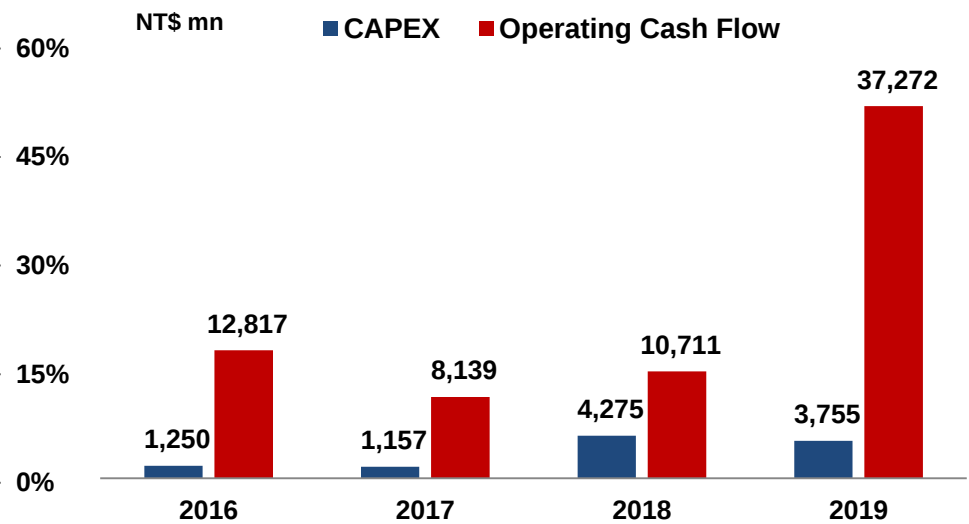
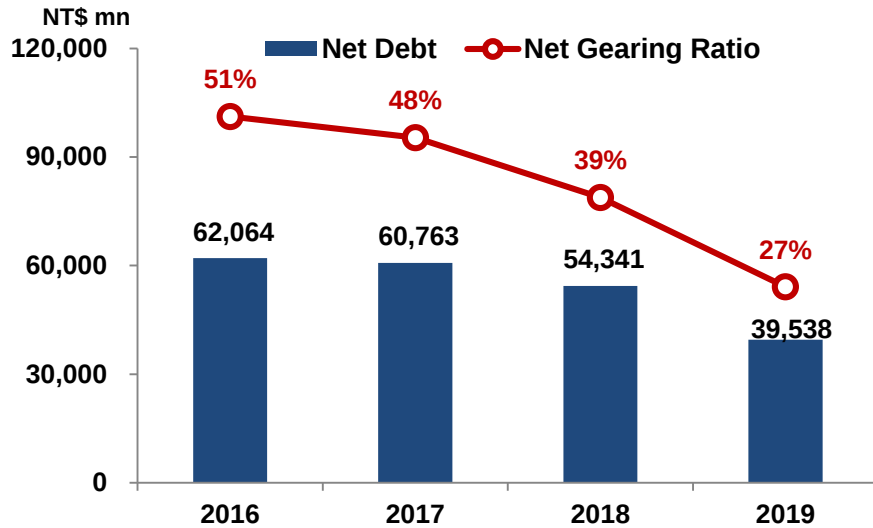
1. U-Ming: BDI index could be bottoming out as China stimulus would drive the global dry bulk demand.
2. FENC: Promising demand for R-PET will contribute polyester segment profits, while textile and real estate businesses are also expected to grow.
3. Shanshui Cement: 2019 profits have improved thanks to strong demand in northern China.

NT\$ mn

Investees	Holdings	Equity income (1102 TT)									
		1Q18	2Q18	3Q18	4Q18	2018	1Q19	2Q19	3Q19	4Q19	2019
U-Ming Marine Transport Corp.	39.3%	83	199	294	79	655	37	13	338	249	637
Far Eastern New Century Corp.	23.8%	510	1,000	686	147	2,343	331	518	469	320	1,638
Shanshui Cement Co. Ltd.	17.5%	-	-	-	377	377	(169)	1,119	885	376	2,212
Others (unlisted investees)		136	364	162	108	770	136	395	288	185	1,004
Total		729	1,564	1,142	710	4,144	335	2,046	1,980	1,130	5,490

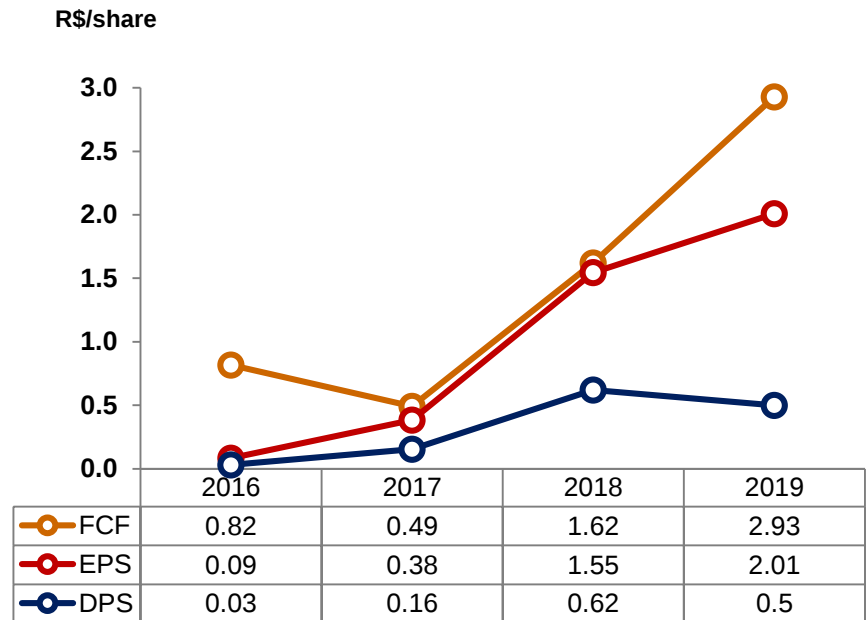
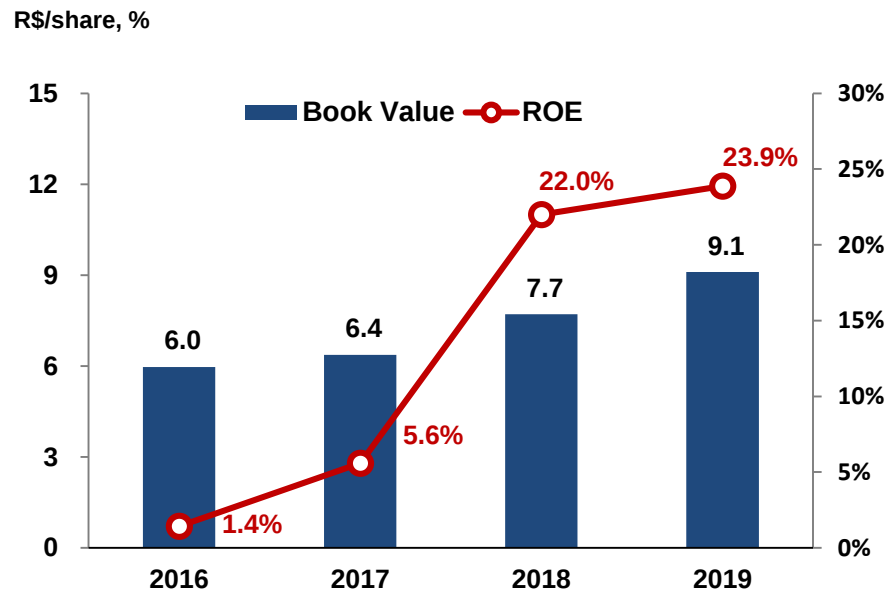
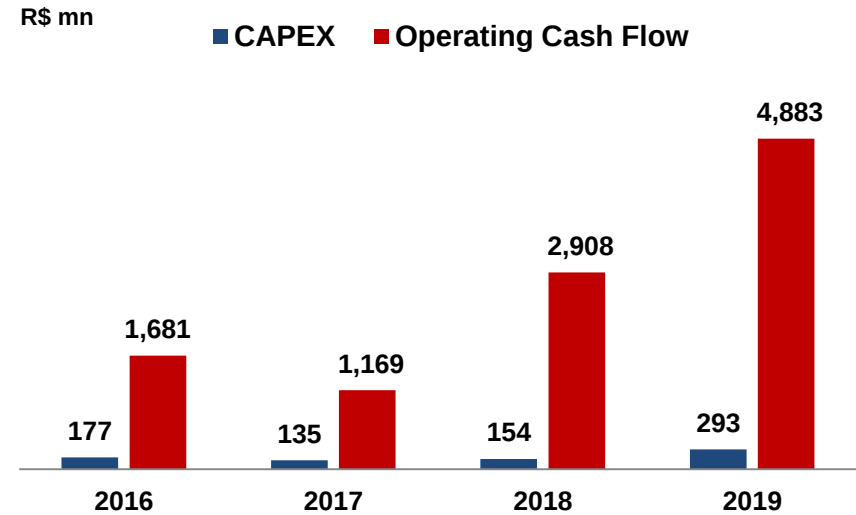
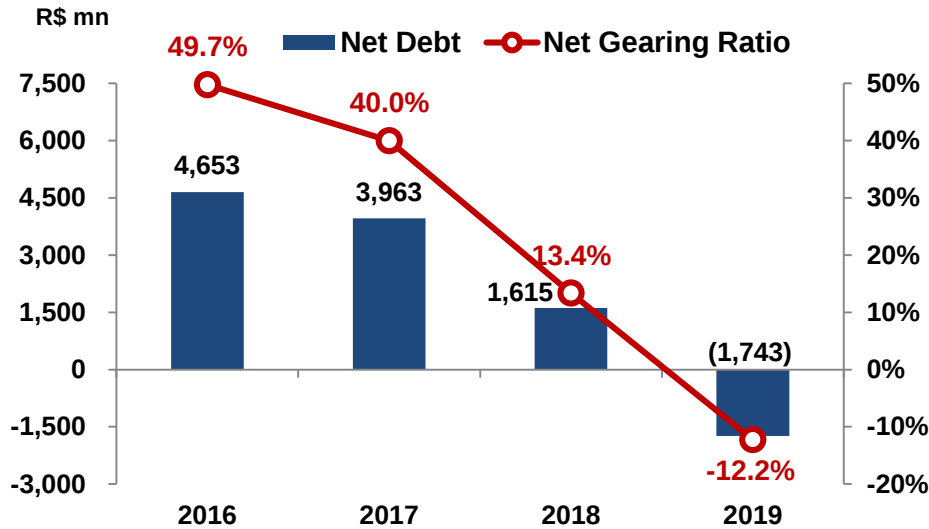
Asia Cement (1102 TW):

Robust financial structure and high dividend Payout



Note: EPS is calculated using total outstanding shares.

Asia Cement (China)(743 HK): Excellent profitability and rich cash flow



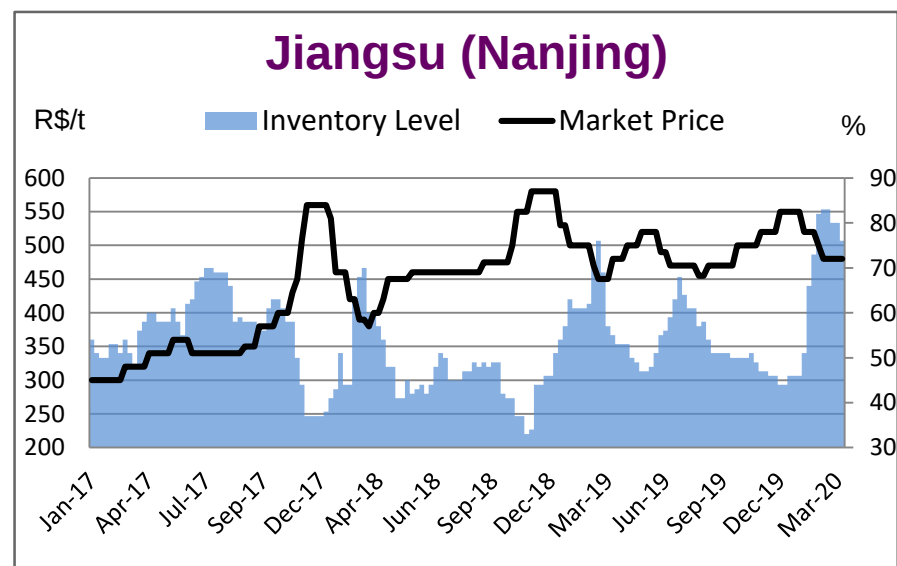
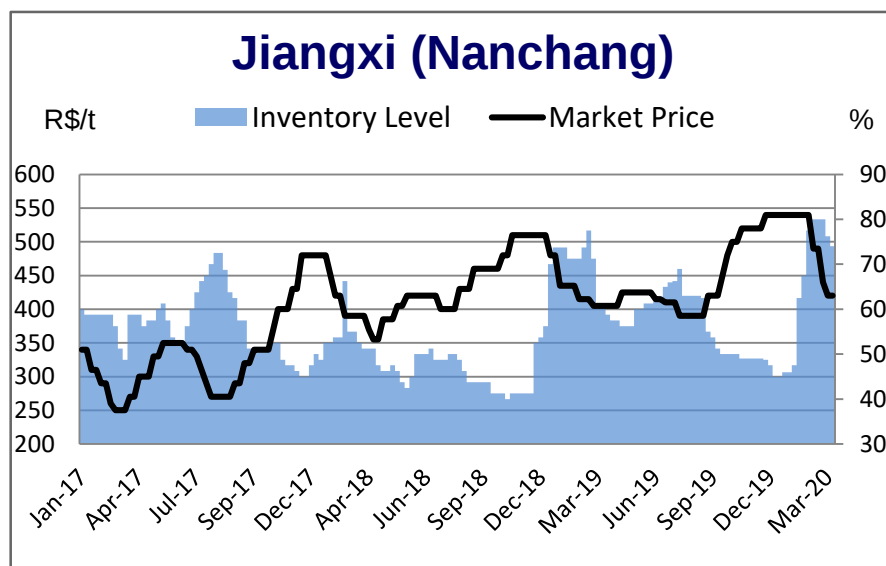
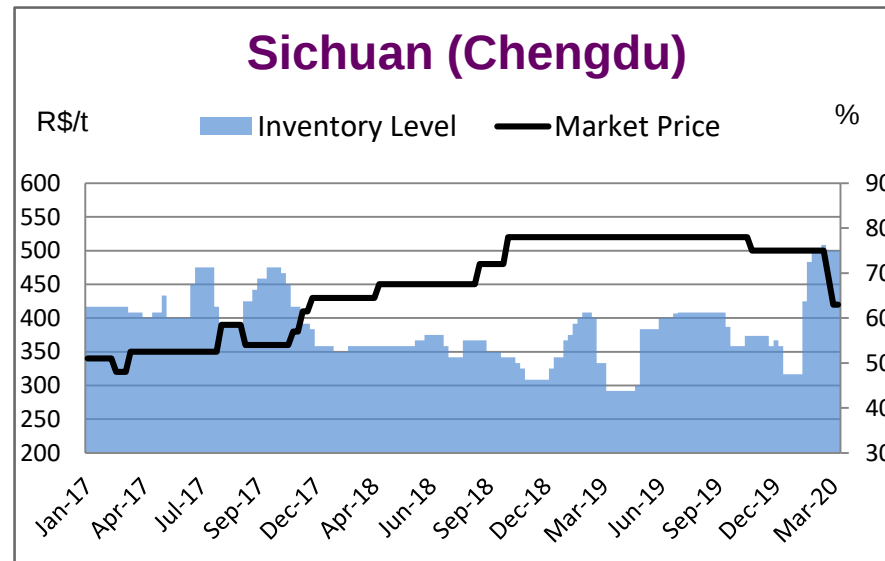
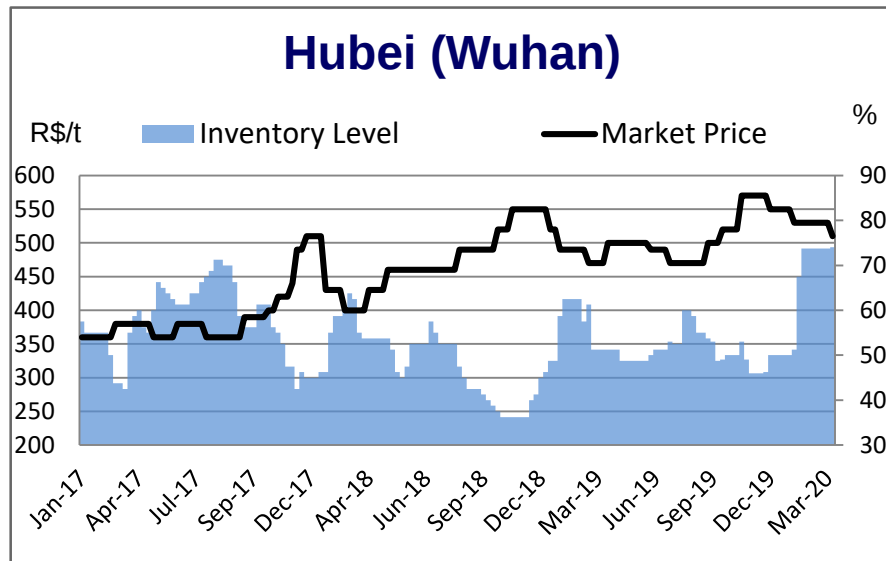


Asia Cement (China) Operating Data

AC(China): Regional P.O42.5 Price & Inventory Level



Unit: R\$/t ; %



Source: Digit Cement. Inventory level is based on the average of province.

AC(China): 4Q19 Operating data points

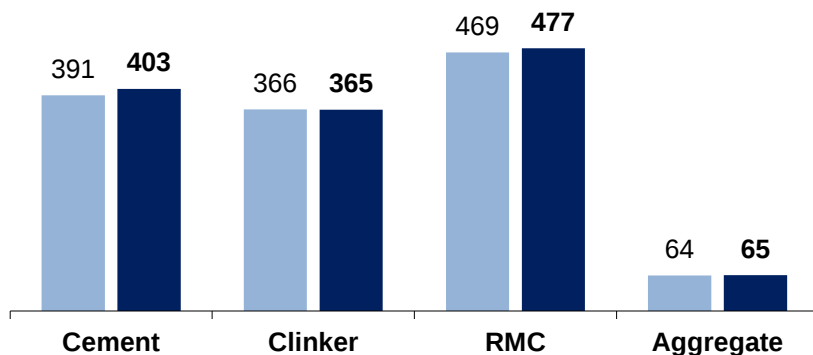


R\$/t

RMC:R\$/mm³

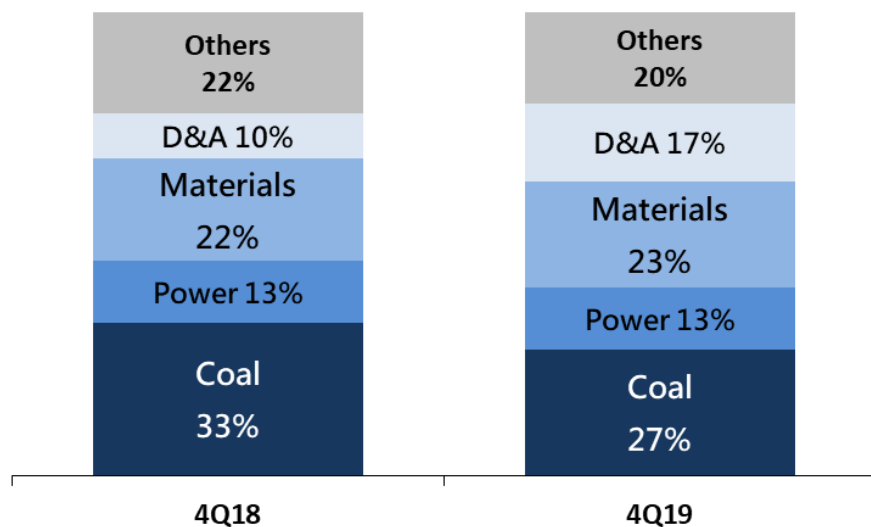
ASP

■ 4Q18 ■ 4Q19



Note: Net of VAT

Cost Breakdown

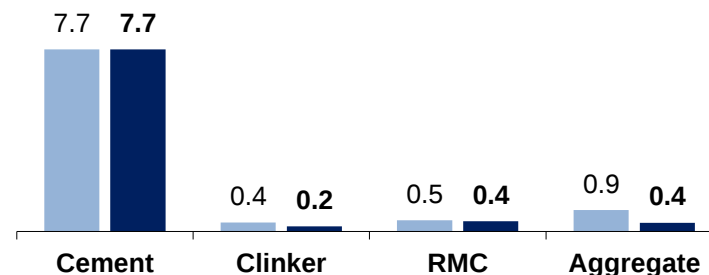


mt

RMC:mm³

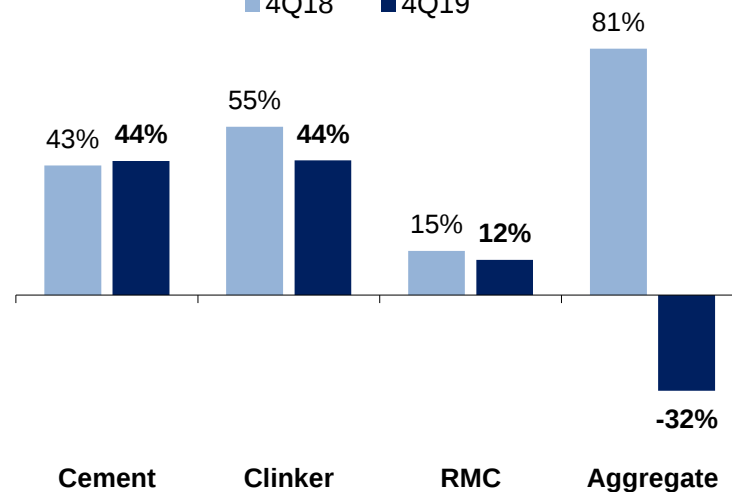
Shipment

■ 4Q18 ■ 4Q19



Gross Margin

■ 4Q18 ■ 4Q19



AC(China): 4Q19 Operating data points

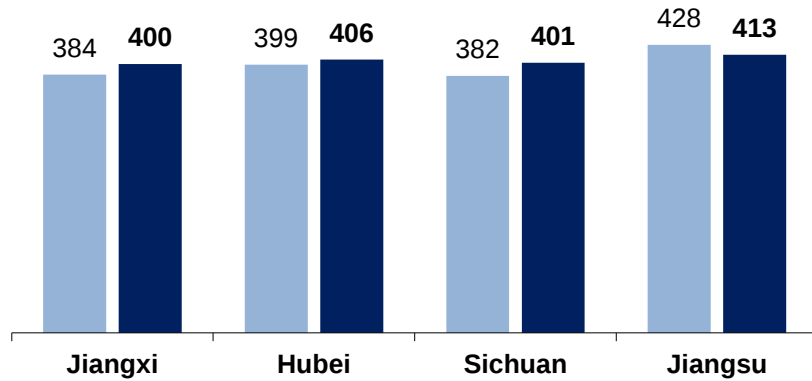


Cement Product by Regions

R\$/t

ASP

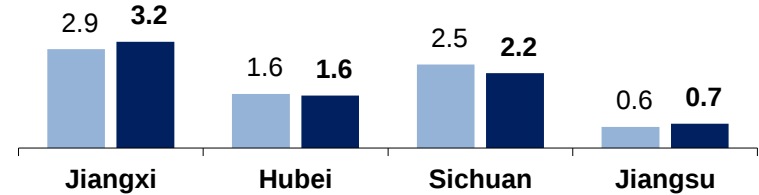
■ 4Q18 ■ 4Q19



mt

Shipment

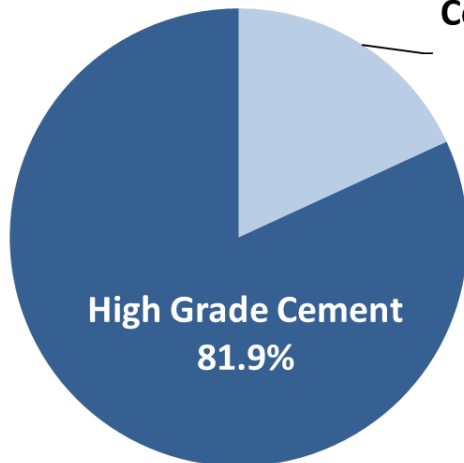
■ 4Q18 ■ 4Q19



Product Type

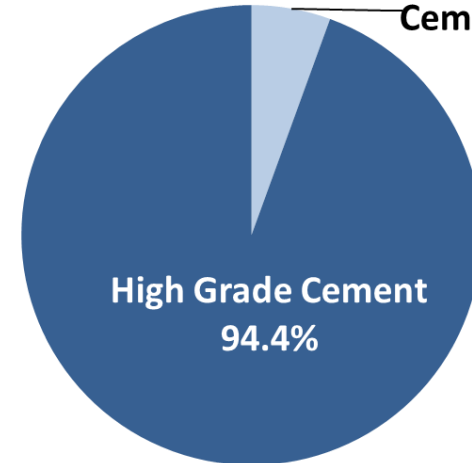
4Q18

Low Grade
Cement 18.1%



4Q19

Low Grade
Cement 5.6%



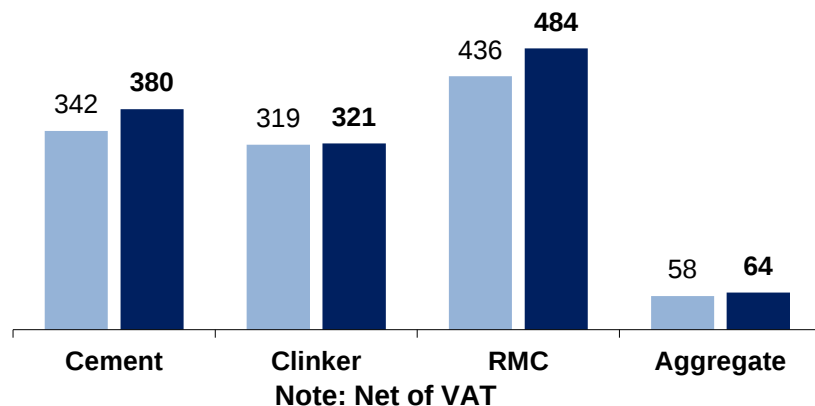
AC(China): 2019 Operating data points



R\$/t
RMC:R\$/mm³

ASP

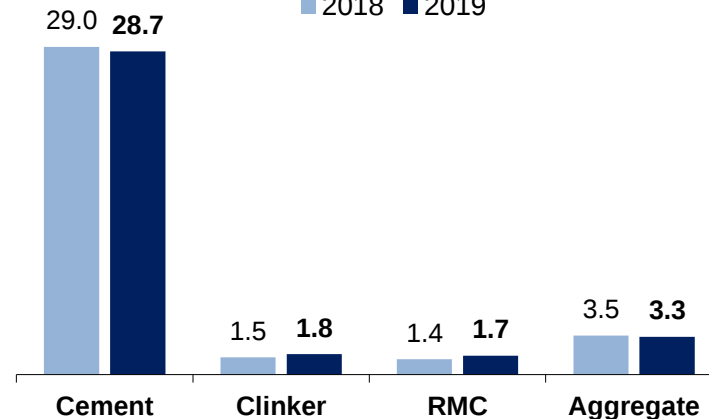
■ 2018 ■ 2019



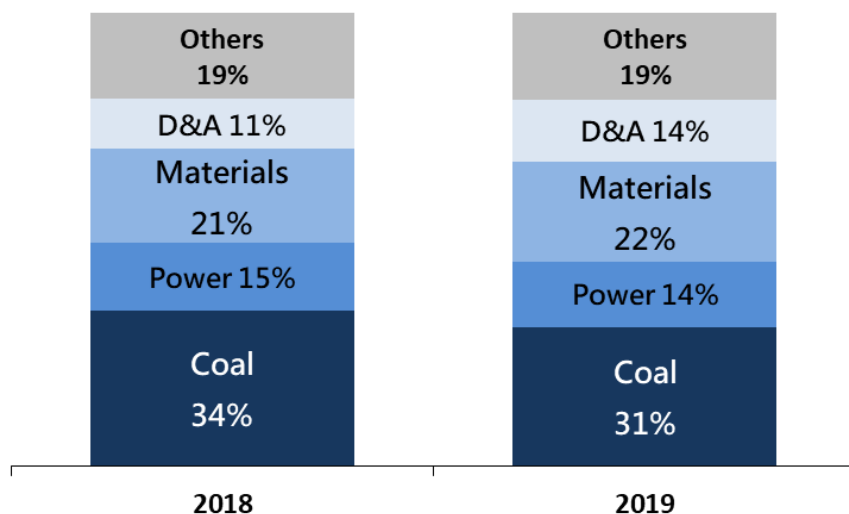
mt
RMC:mm³

Shipment

■ 2018 ■ 2019

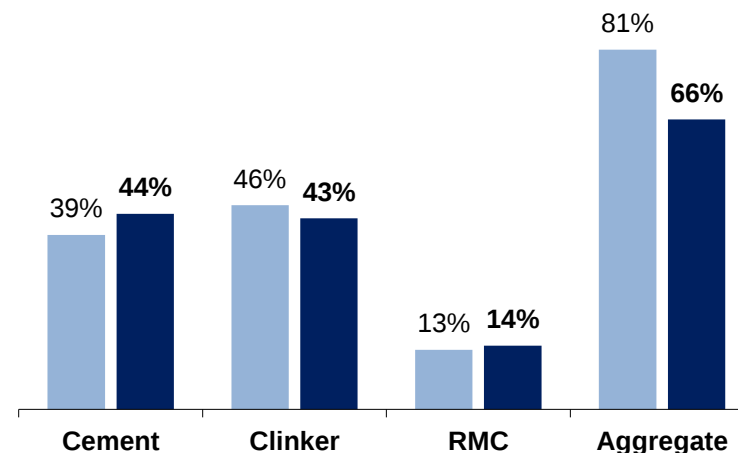


Cost Breakdown



Gross Margin

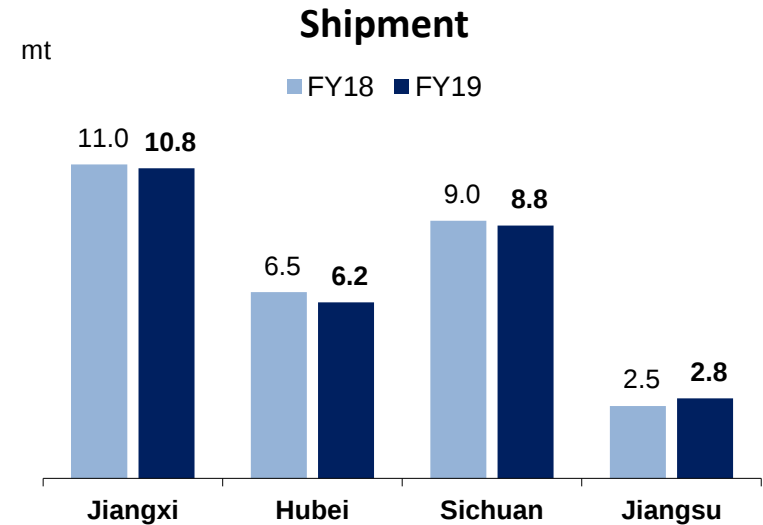
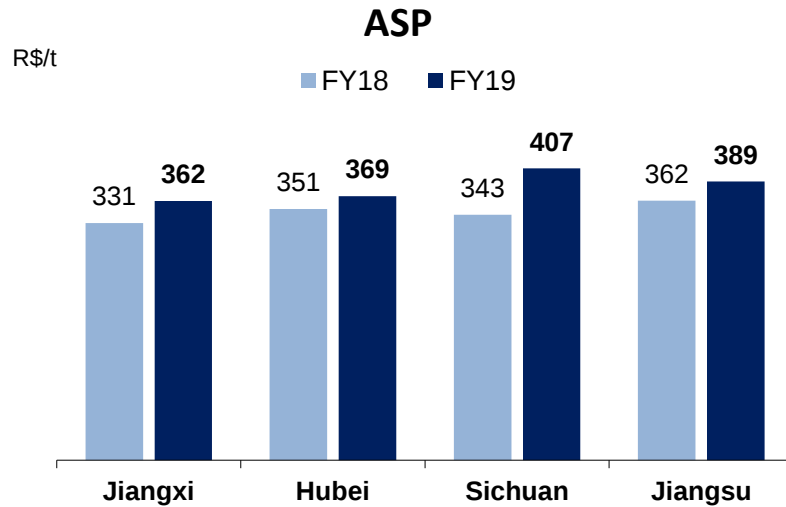
■ 2018 ■ 2019



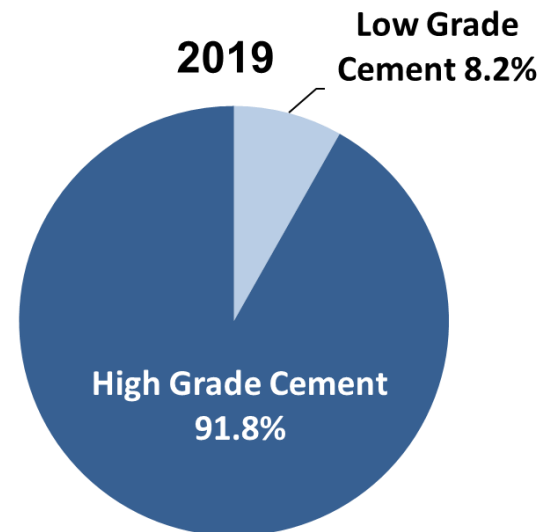
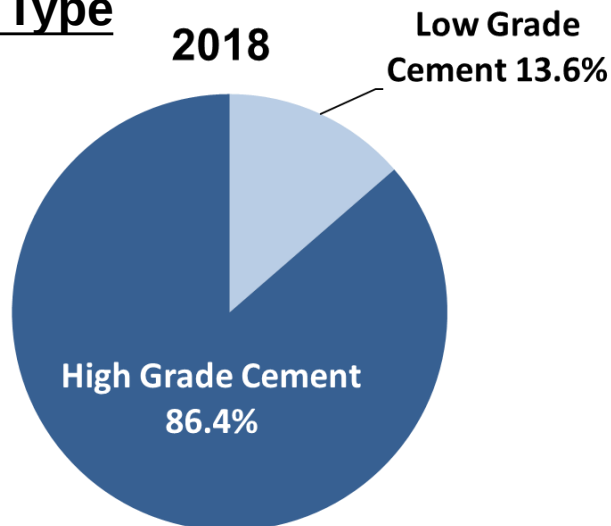
AC(China): 2019 Operating data points



Cement Product by Regions



Product Type



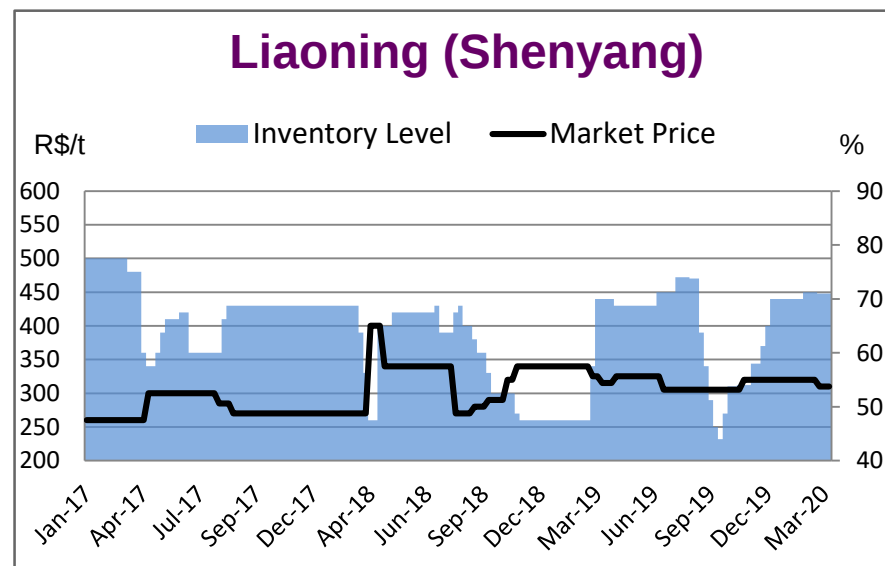
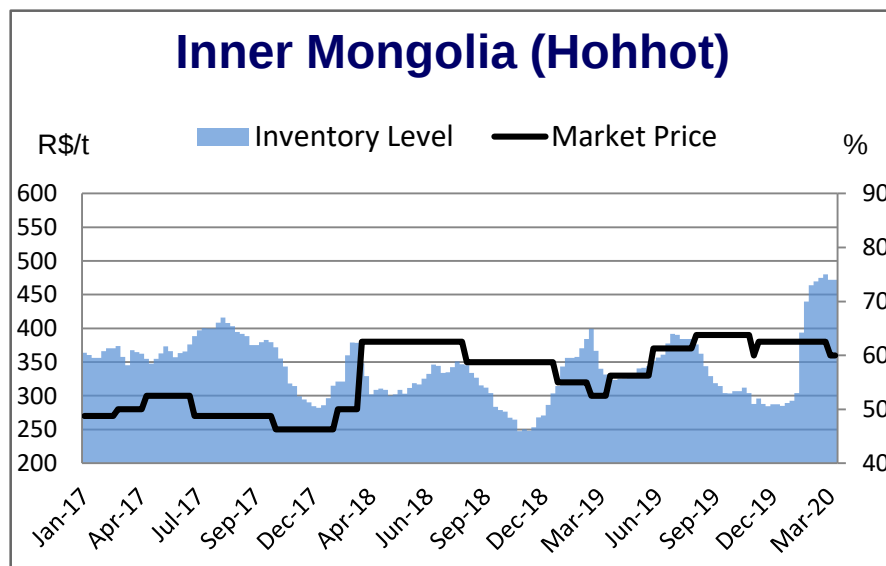
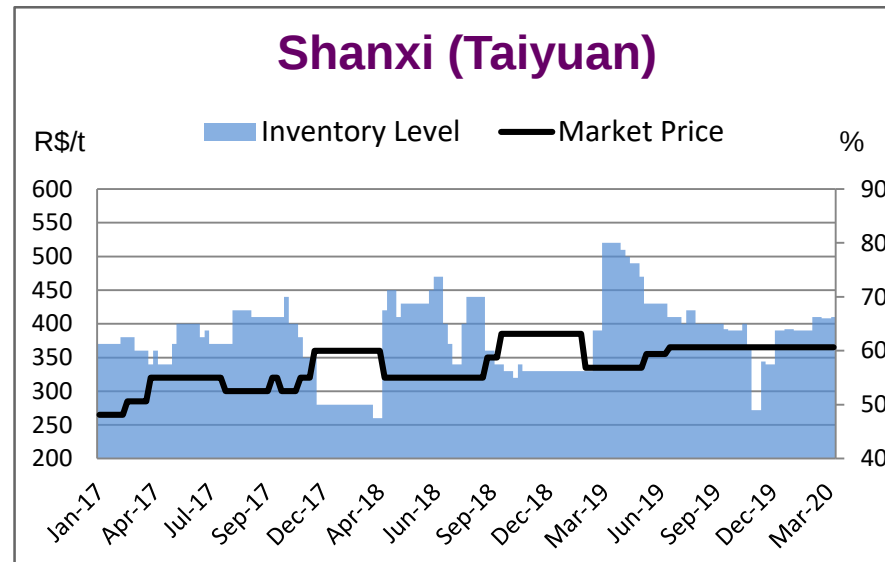
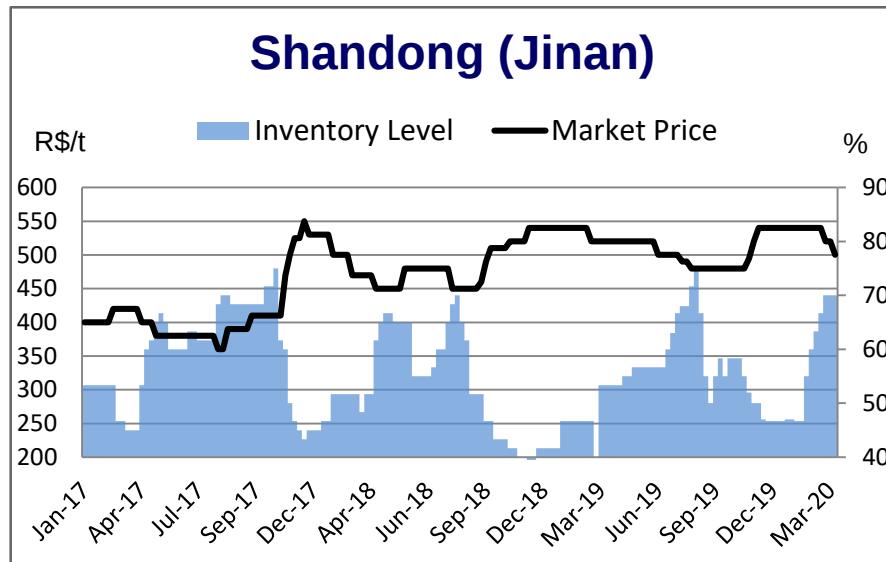


Shanshui Cement Profile

Shanshui: Regional P.O42.5 Price & Inventory Level



Unit: R\$/t ; %

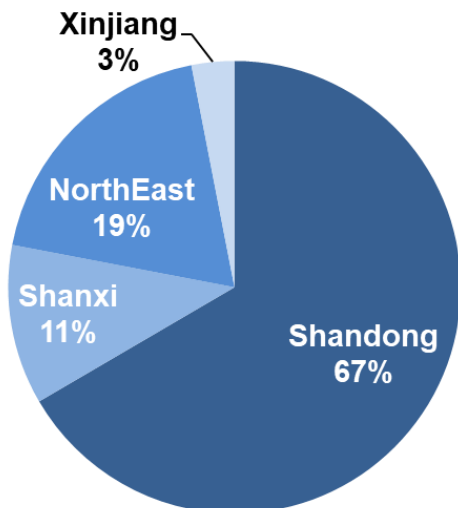


Source: Digit Cement. Inventory level is based on the average of province.

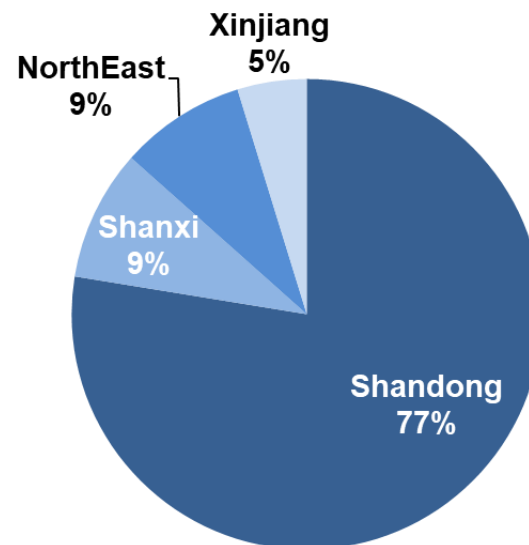
Shanshui: Overview by Regions



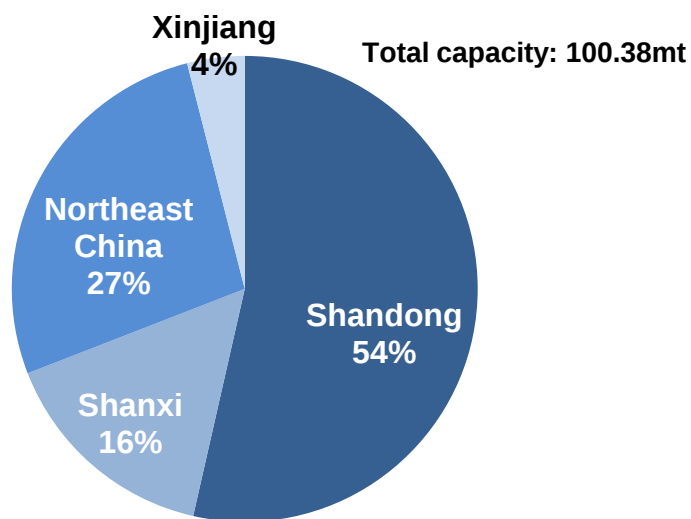
2019 Revenue by Regions



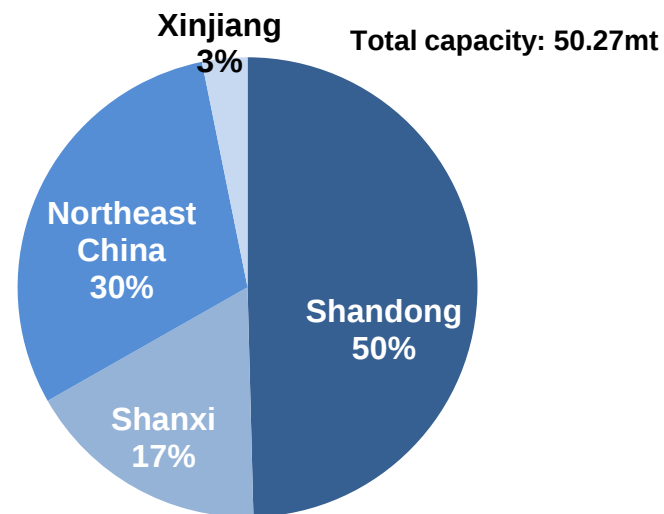
2019 Pretax Profit by Region



Cement Capacity



Clinker Capacity

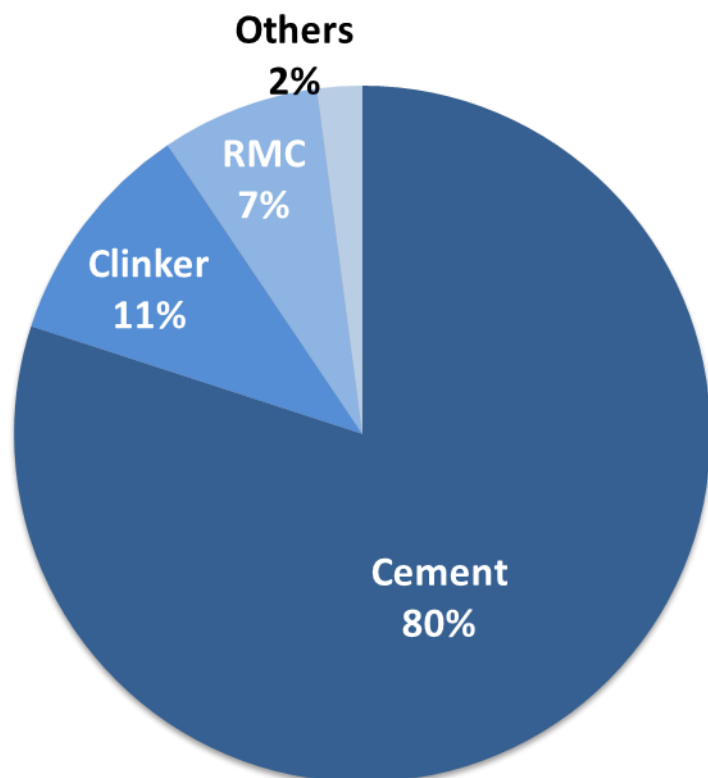


Note: Western Shandong region includes the capacities in Tianjin city. Northeast China region includes Liaoning province and Inner Mongolia.
Source: China Shanshui Cement Group Ltd. 2019 financial report and 1H19 interim report.

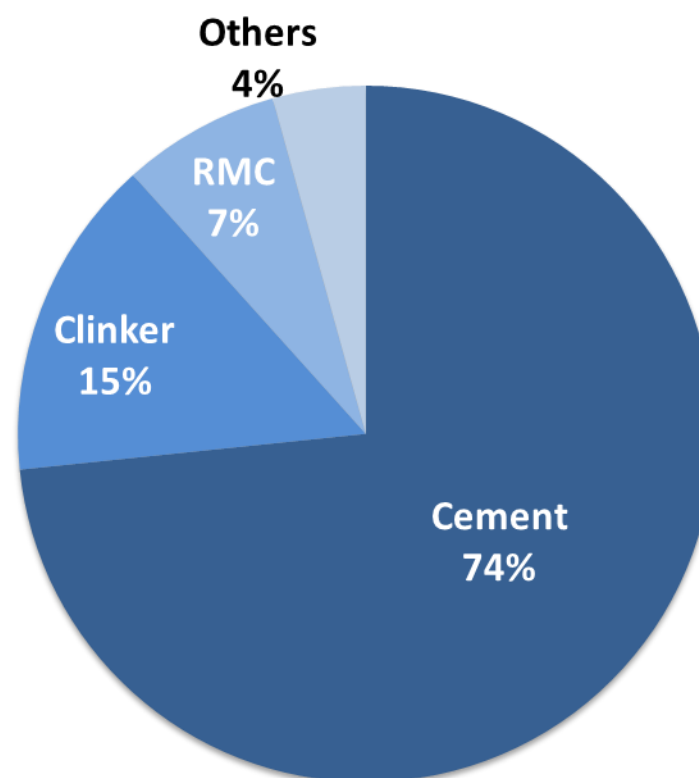
Shanshui: Revenue Breakdown



2019



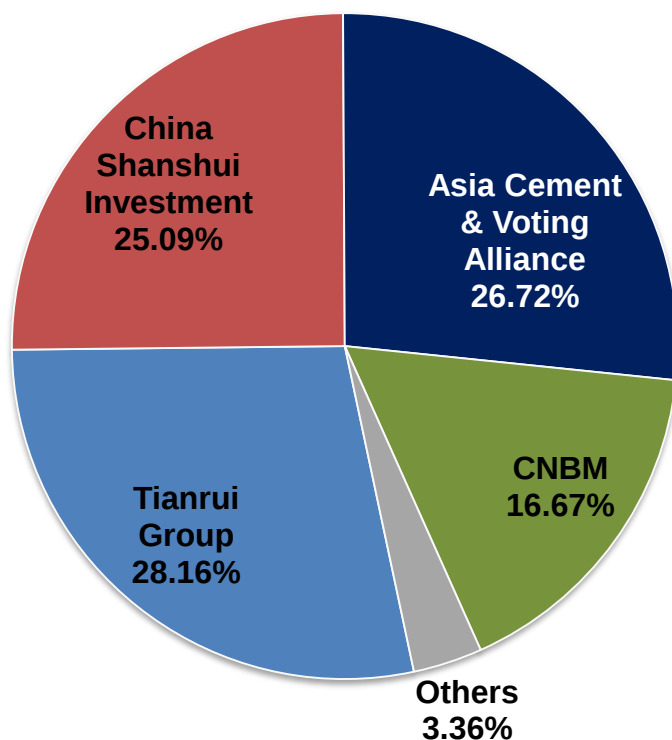
2018



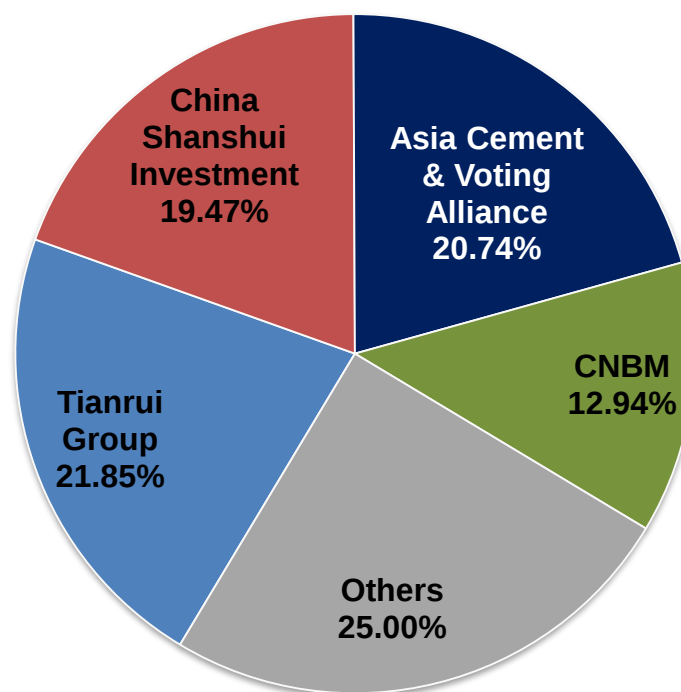
Shanshui: Shareholder Structure



Prior EGM 2018/10/30



Current



Note: Asia Cement holds 17.46%, and 3.28% of the interests are held through agreement to acquire interests in the Company, required to be disclosed under s.317(1)(a) and s.318 of the SFO.

Source: http://www3.hkexnews.hk/listedco/listconews/SEHK/2018/1030/LTN20181030956_C.pdf.



PRC Market Overview

China Cement Demand: The New Normal



2009-2011:

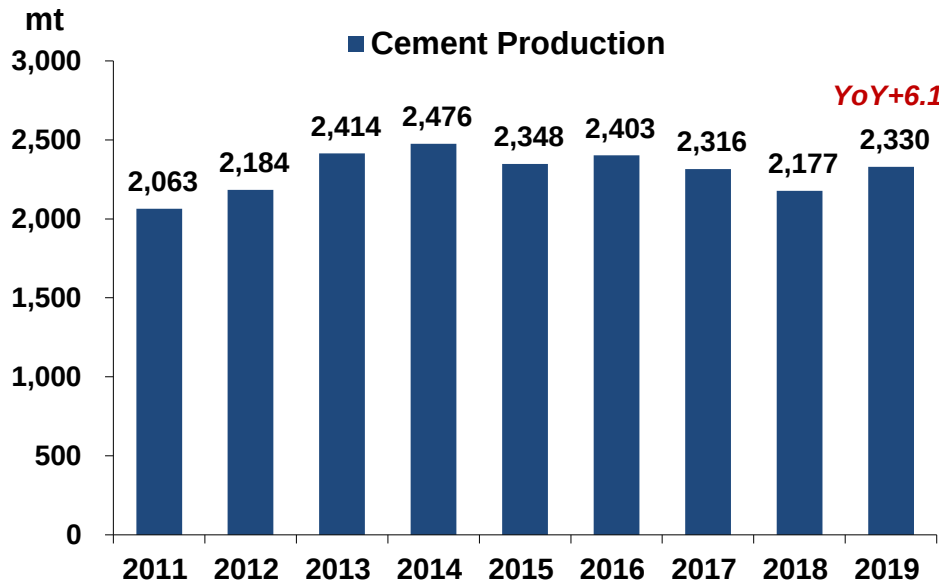
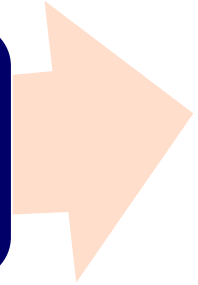
Demand boosted by R\$4 trillion stimulus

2012-2015:

Demand increase slowed down and oversupply weakened ASP

2016-2020:

“New Normal Economy” urges Supply-Side Reform and industry evolution.



2020 cement demand :

- China government is proactively taking counter-cyclical measures and issuing more special bonds to offset the economic downturn.
- Demand from property could be stable for 2020 thanks to large under-construction GFA, but Covid-19 adds to the uncertainty.

China Cement Supply-side Reform:



Control capacity expansion



1. Prohibit using outdated pipelines for capacity swap
2. Tightening regulation for cross-provincial capacity swap



Phase out capacities by lifting industry standards



1. Raise UT rate from 70% to 80%
2. Eliminate PC 32.5R grade of cement
3. Promote intelligent manufacturing



Schedule production halt to restrain output



1. The government plays a more active role on implementing.
2. Differentiation measures provide uncertainty in 2020.



Encourage consolidation



1. M&A, cross holding, JVs, sales platform
2. Carry out pilot program to subsidize the exiting capacity

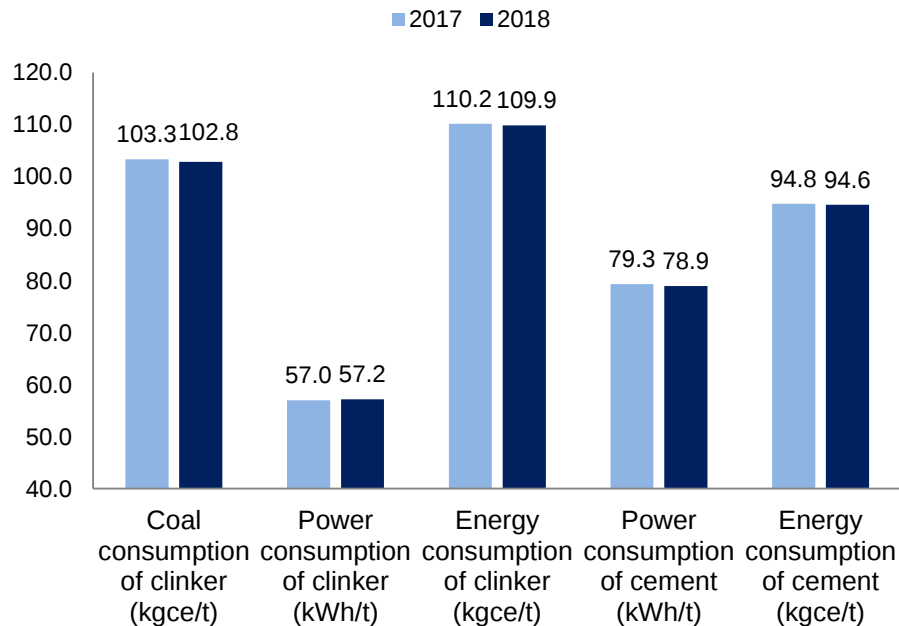
AC(China): Survival of the Fittest



Strength of AC(China)

- Superior to regulatory requirements in energy efficiency and GHG emission
- Sufficient limestone resources and reserves
- > 90% sales are high-grade cement
- 90% UT rate and no ≤ 2500 t/d clinker lines

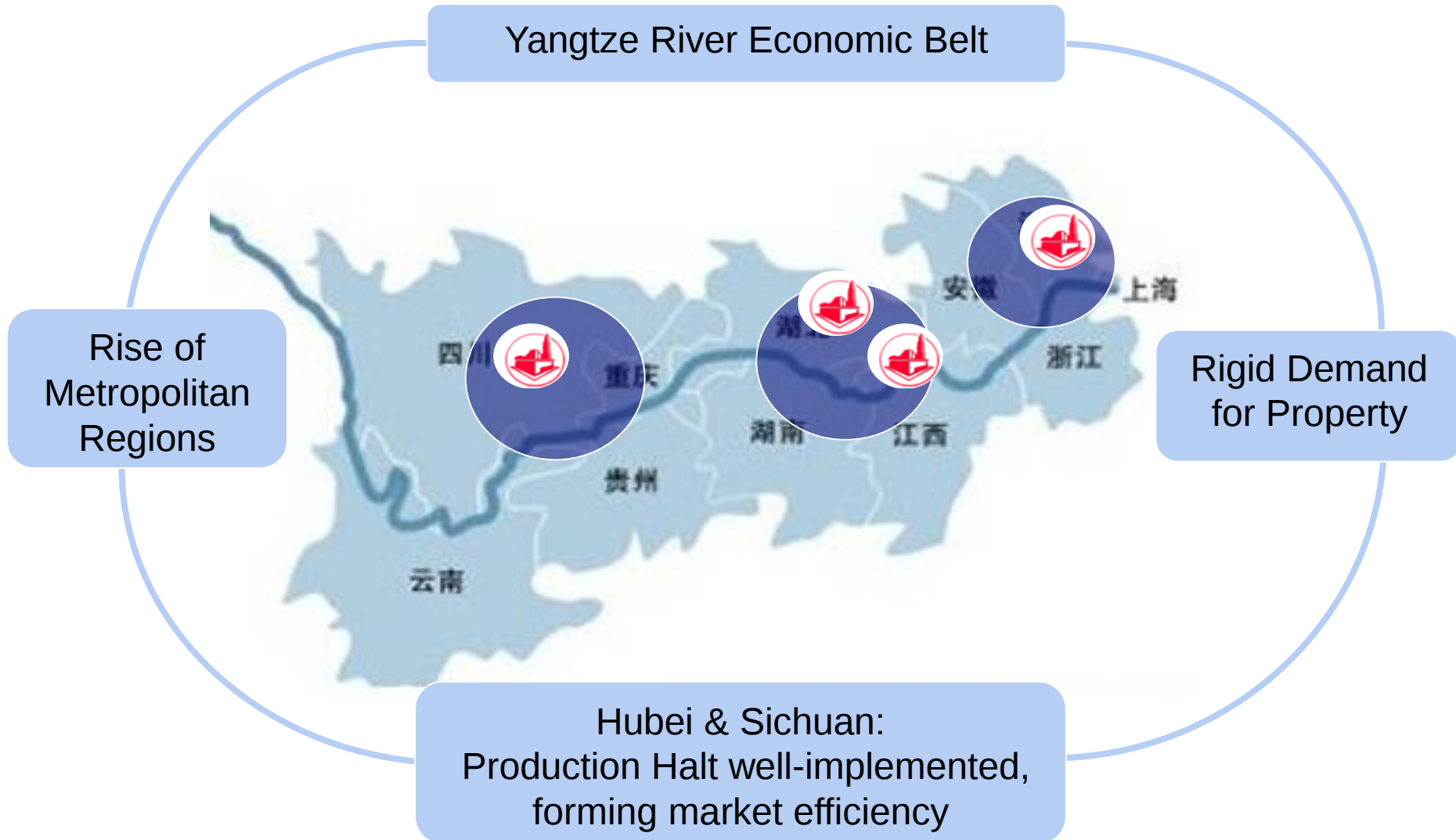
Energy Consumption and Emission



Unit: mg/m ³	SO ₂		NO _x		Dust Particles	
	2017	2018	2017	2018	2017	2018
ACC Jiangxi	80	59	309	282	10	16
ACC Hubei	40	18	262	252	12	8
ACC Sichuan	13	4	294	130	14	5
National Standard	200		400		30	
Special Limit	100		320		20	
Ultra-low Standard	35		100		10	

Note: Averaged by capacity

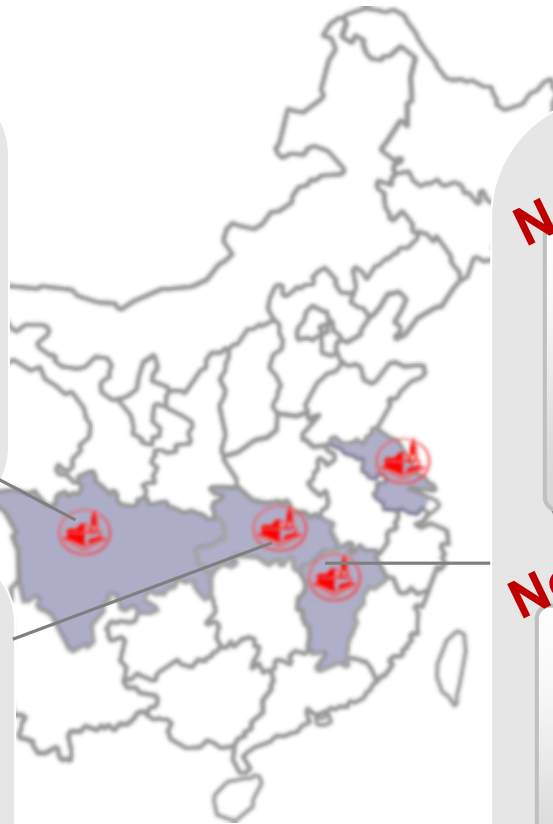
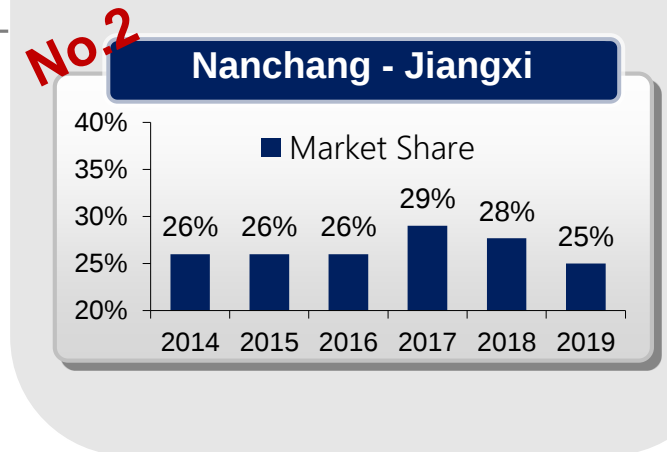
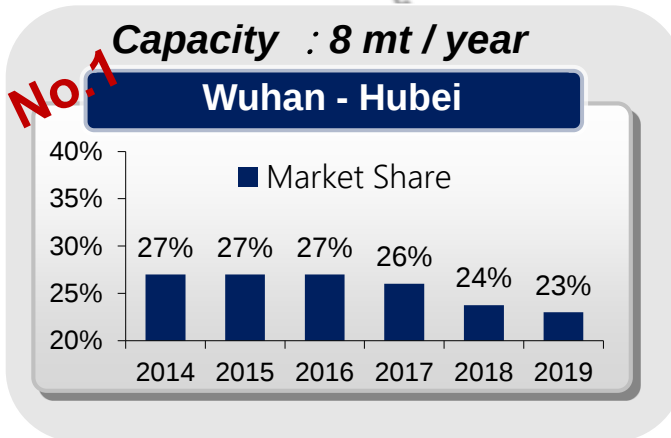
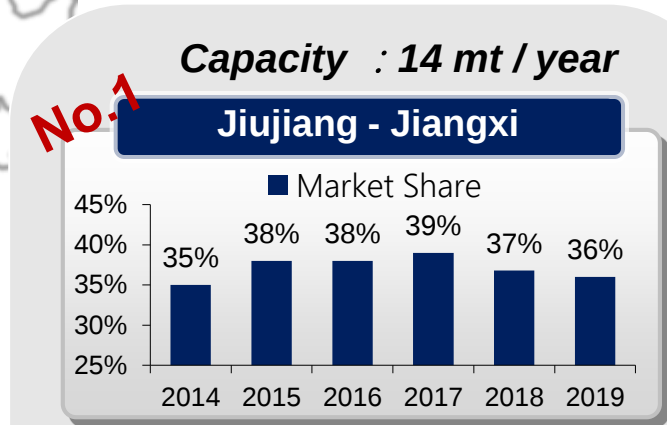
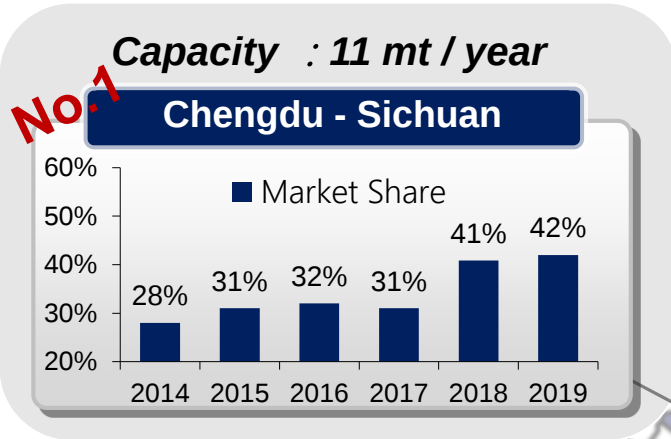
AC(China): Foreseeable Solid Regional Demand



AC(China) Strategy: to Dominate Locally



2019: Capacity Rank top 10 nationwide



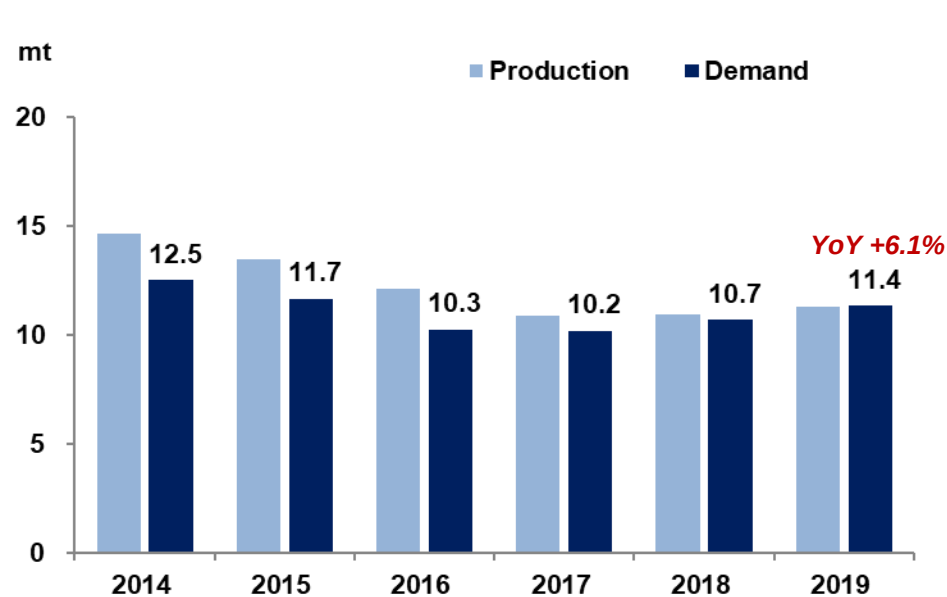


Taiwan Market Overview

TW Cement Market: Sophisticated and Highly Concentrated

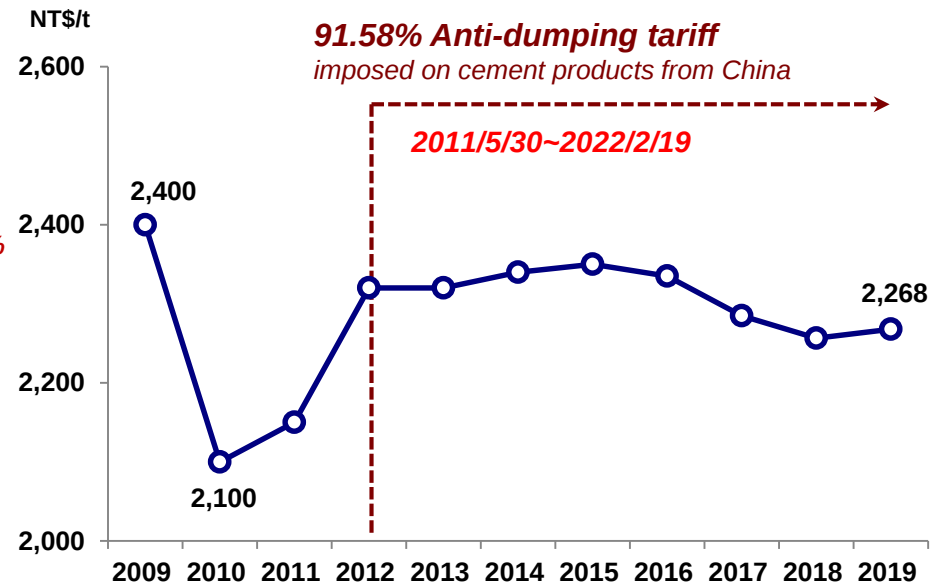


Mature and net export cement market



- Demand bottomed in 2017 due to private sector weakness.
- Catalyst: NT\$420 billion infrastructure budget from 2018~2021

Oligopoly keep ASP steady

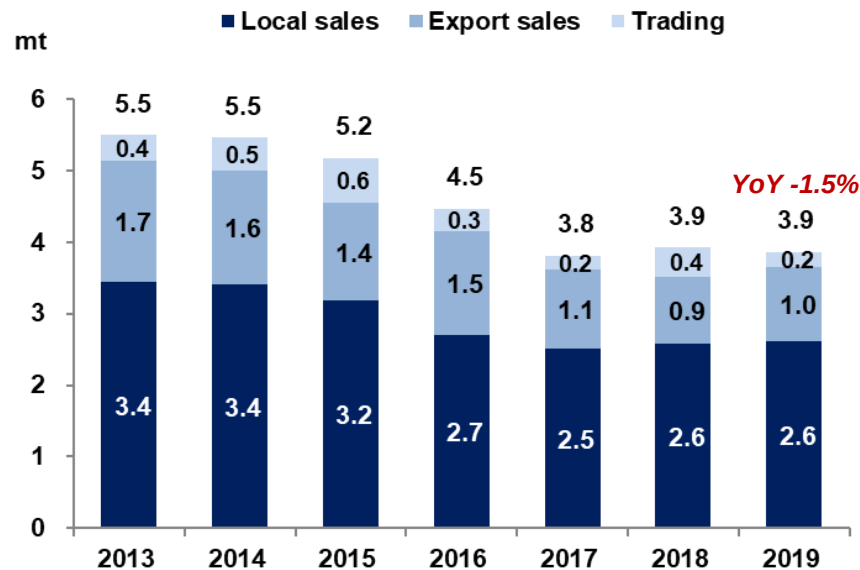


- **ACC & TCC dominate 75% of production**
- ASP remains steady since anti-dumping tariff blocked import from China

ACC: 2nd Largest Cement Player in Taiwan

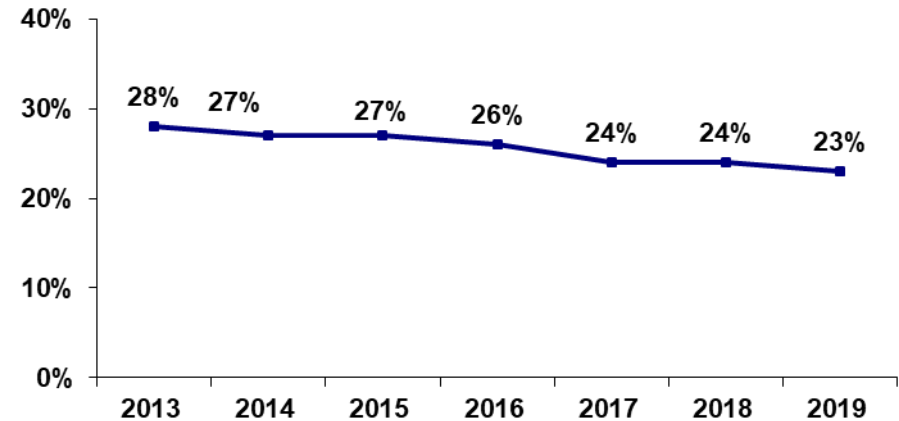


- ACC: Cement & Clinker Sales Volume

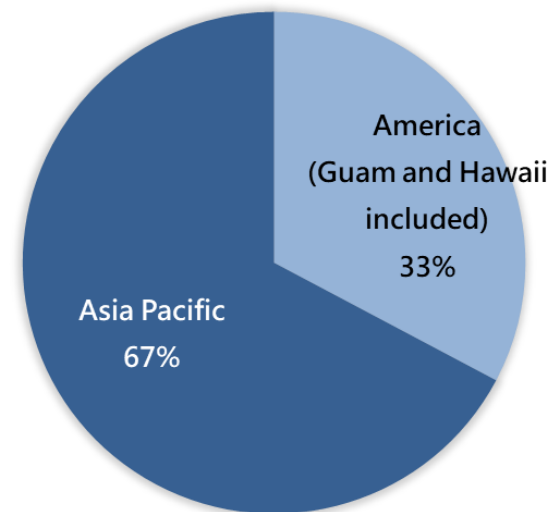


- Stable local market share and shipments
- Pressure from imports still exists.

- Domestic market shares



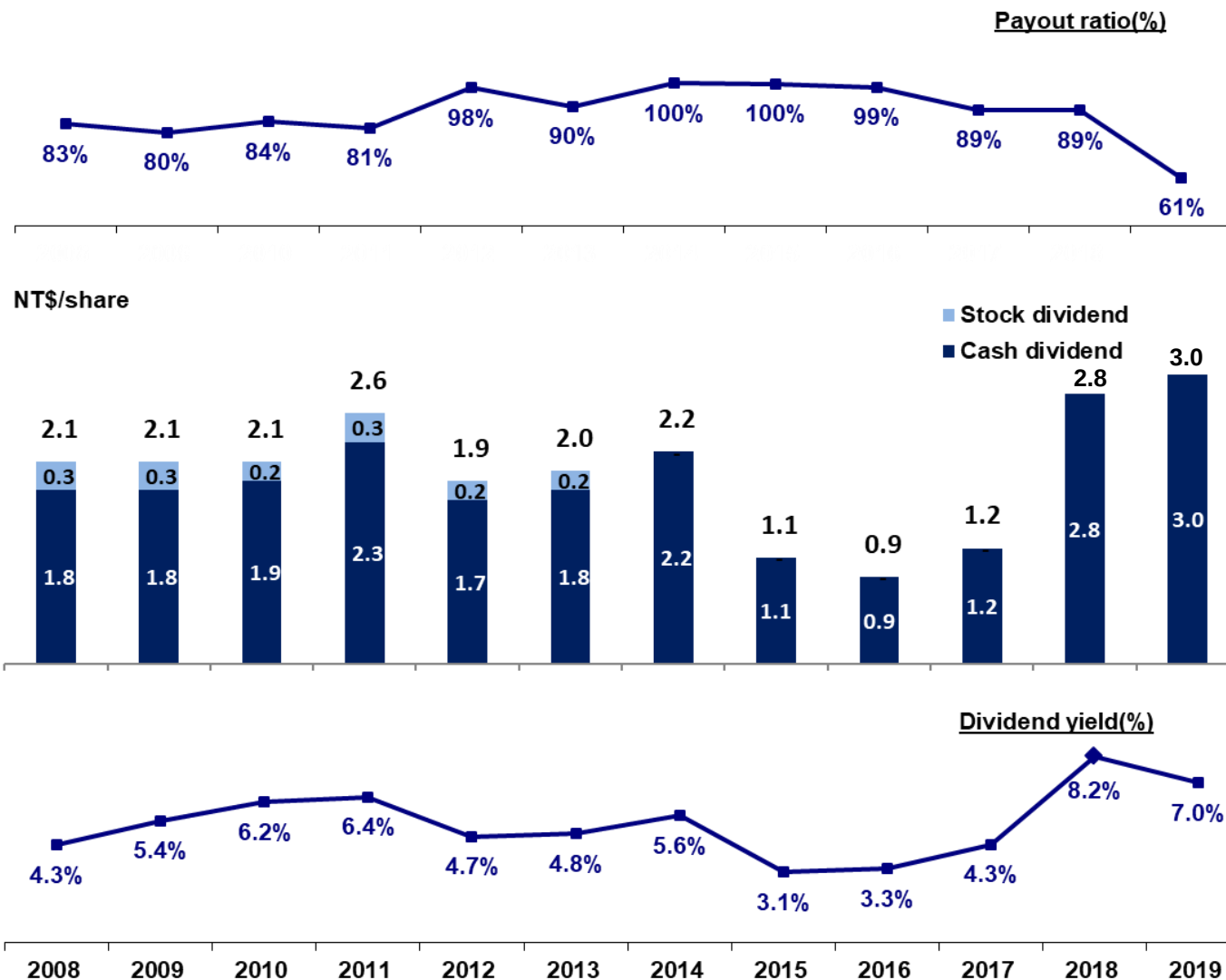
- 2019 Export market coverage





Dividend & Financials

Steady Payout with Enjoyable Yields



Note1: Payable EPS= Net income – Investment property adjustment

Note2: Dividend yield= Cash dividend / Last 12-month average share price

Summary of P&L



NT\$ mn

	4Q19	4Q18	YoY	2019	2018	YoY
Operating Revenue	23,141	21,833	6%	89,348	82,741	8%
Operating Cost	16,645	15,604	7%	63,747	61,585	4%
Net Gross Profit	6,496	6,228	4%	25,601	21,156	21%
SG&A expenses	619	450	37%	3,523	3,018	17%
Operating profit	5,863	5,793	1%	22,063	18,153	22%
Non-operating income(net)	1,007	(675)		6,330	2,217	
Equity Income	1,130	710	59%	5,490	4,144	32%
Net Interest Expense	(90)	(309)		(695)	(1,303)	
Dividend Income	3	4		451	435	
Gain (loss) on Investment Property	53	22		198	98	
Gain (loss) on exchange	(333)	103		(260)	91	
Gain (loss) on FVTPL Financial Assets and Liabilities	370	(475)		1,129	(256)	
Others	(125)	(730)		16	(992)	
Pre tax Income	6,870	5,118		28,393	20,370	
Tax	1,562	2,131		6,149	5,481	
Net income	5,307	2,987	78%	22,244	14,889	49%
Profit Attributable to Owners of Parent	4,001	1,819	120%	17,460	11,117	57%
EPS (NT\$/share)	1.27	0.58	120%	5.56	3.54	57%
Gross margin	28.1%	28.5%		28.7%	25.6%	
Operating margin	25.3%	26.5%		24.7%	21.9%	
EBITDA margin	35.9%	30.9%		31.5%	27.6%	
EBITDA	8,301	6,756		28,183	22,803	



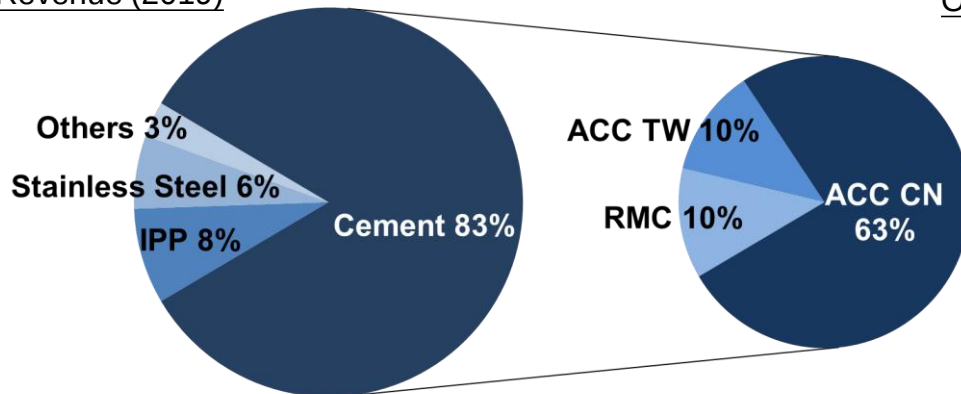
Performance by Segments

NT\$ mn

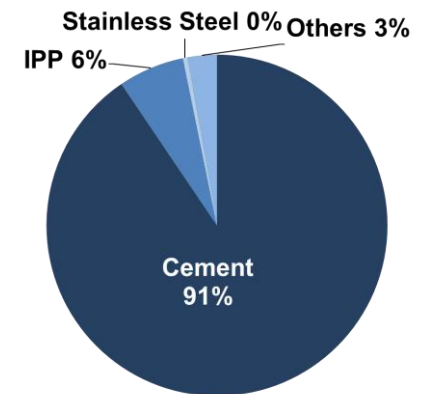
Note: Cement revenue= Taiwan cement operation(cement, RMC and other downstream value chain) + China cement operation

	4Q19	4Q18	YoY	2019	2018	YoY
Operating Revenue	23,141	21,833	6%	89,348	82,741	8%
Cement business	19,859	19,826		73,849	67,340	
Power business	1,422	1,514		7,115	6,682	
Stainless Steel business	1,228	(57)		5,439	5,677	
Others	632	550		2,945	3,042	
Operating Cost	16,645	15,604	7%	63,747	61,585	4%
Net Gross Profit	6,496	6,228	4%	25,601	21,156	21%
SG&A expenses	619	450	37%	3,523	3,018	17%
Operating profit	5,863	5,793	1%	22,063	18,153	22%
Cement business	5,519	5,643		19,974	15,952	
Power business	237	149		1,382	1,206	
Stainless Steel business	25	(60)		85	120	
Others	81	61		622	876	

Revenue (2019)



Operating Profit (2019)





Summary of Balance Sheets

NT\$ mn

	2019	3Q19	2018
Current Assets	89,242	86,685	80,359
Cash&Cash equivalents	24,735	19,051	14,929
Short-term Investments	31,724	33,515	27,170
Others	32,783	34,119	38,259
Non-Current Assets	208,036	203,707	198,829
Long-term Investment	96,140	94,045	88,646
Fixed Assets	86,858	87,111	88,515
Intangible Assets	7,000	3,630	3,695
Other Assets	18,038	18,922	17,975
Total Assets	297,279	290,393	279,188
Current Liabilities	74,336	64,963	62,804
Short-term debt	55,895	52,604	50,655
Others	18,440	12,359	12,150
Non-Current Liabilities	53,494	59,751	57,335
Bonds Payable	19,281	19,259	12,193
Bank Loans	20,821	27,337	33,594
Others	13,392	13,156	11,549
Total Liabilities	127,829	124,714	120,140
Total Shareholders' Equity	169,449	165,679	159,048
Book Value(NT\$/Share)	43.5	42.6	41.0
ROE	12.3%	10.9%	8.4%
Net Debt	39,538	46,633	54,341
Net Gearing Ratio	27.1%	32.6%	39.4%
Net Debt/EBITDA	1.4	1.8	2.4

Note: Net gearing = Net debt / (total shareholders' equity - minority interest)



Summary of Cash Flow Statement

NT\$ mn

	2019	2018	YoY
Net Income	17,460	11,117	
Depr&Amort	6,120	4,919	
Changes of non-cash WC	5,798	(7,479)	
Disposal/(Acquisition) of FVTPL FA ⁽¹⁾	5,660	(3,051)	
Other Ope. CF Items	2,234	5,205	
Operating Cash Flow	37,272	10,711	248%
CAPEX	(3,755)	(4,275)	
Disposal/(Acquisition) of AC FA ⁽²⁾	(8,716)	(9,538)	
Disposal/(Acquisition) of FVTOCI FA	(275)	(556)	
Other Inv. CF Items	(2,721)	(90)	
Investing Cash Flow	(15,466)	(14,459)	-7%
Changes in Debt/Borrowings	254	15,793	
Dividends Paid	(9,412)	(4,034)	
Other Fin. CF Items	(2,005)	(768)	
Financing Cash Flow	(11,163)	10,992	-202%
Effect of FX	(836)	(54)	
Net Changes in Cash	9,806	7,190	36%
Free Cash Flow	33,517	6,436	421%

Note1: Under the IFRS 9 applied since 2018, mutual fund investment has been classified as operating activities.

Note2: Mainly over 3 months time deposit.

AC(China): Summary of P&L



R\$ mn

	4Q19	4Q18	YoY	2019	2018	YoY
Operating revenue	3,426	3,441	0%	12,609	11,330	11%
Operating cost	2,009	2,006	0%	7,290	6,944	5%
Gross Profit	1,417	1,435	-1%	5,319	4,386	21%
Other net income/(loss)	90	3		170	(4)	
Selling&marketing costs	118	118		447	446	
Administrative expenses	93	99		429	316	
Operating income	1,297	1,222	6%	4,613	3,620	27%
Finance costs	57	71		268	244	
Shares of results of jointly controlled entities	0	2		5	8	
Pre tax Income	1,240	1,153		4,350	3,383	
Tax	306	304		1,120	882	
Net Income	933	848	10%	3,230	2,501	29%
Profit Attributable to Owners of Parent	907	822	10%	3,147	2,421	30%
Minority interests	26	26		83	80	
EPS (RMB/share)	0.58	0.52	10%	2.01	1.55	30%
Gross margin	41.4%	41.7%		42.2%	38.7%	
Operating margin	37.8%	35.5%		36.6%	31.9%	
Net margin	27.2%	24.7%		25.6%	22.1%	
EBITDA margin	48.6%	42.0%		45.4%	39.7%	
EBITDA	1,666	1,445	15%	5,724	4,499	27%

AC(China): Summary of Balance Sheets



R\$ mn

	2019	3Q19	2018
Current Assets	12,620	12,405	10,452
Inventories	674	729	726
Trade and other receivables	3,963	3,955	4,105
Bank balances and cash	7,943	7,575	5,009
Non-Current Assets	11,366	10,412	10,271
Property, Plant & Equipment	8,077	8,101	8,598
Total Assets	23,986	22,817	20,722
Current Liabilities	7,695	6,620	4,055
Borrowings- due within one year	4,770	5,058	2,475
Trade and other payables	2,174	969	988
Non-Current Liabilities	1,647	2,487	4,225
Borrowings- due after one year	1,444	2,285	4,155
Total Liabilities	9,343	9,107	8,280
Total Equity	14,643	13,710	12,442
Equity Attributable to Parent	14,264	13,357	12,088
Book Value(RMB/Share)	9.1	8.5	7.7
ROE	23.9%	24.9%	22.0%
ROA	14.1%	14.6%	13.0%
Net Gearing Ratio	-12.2%	-1.8%	13.4%
Net Debt	(1,743)	(241)	1,615

Note: Net gearing = Net debt / (total shareholders' equity – minority interests)

AC(China): Summary of Cash Flow Statement



R\$ mn

	2019	2018	<u>YoY</u>
Net Income		2,421	
Depr&Amort		871	
Changes of non-cash WC		(1,071)	
Other Ope. CF Items		687	
Operating Cash Flow	4,883	2,908	68%
CAPEX		(154)	
Other Inv. CF Items		83	
Investing Cash Flow	(217)	(71)	NA
Changes in Debt/Borrowings		1,727	
Dividends Paid		(243)	
Other Fin. CF Items		(252)	
Financing Cash Flow	(1,733)	1,232	-241%
Effect of FX			
Net Changes in Cash	2,934	4,068	-28%
Free Cash Flow		2,754	

Shanshui: Summary of P&L



R\$ mn

	4Q19	4Q18	YoY	2019	2018	YoY
Operating revenue	5,427	5,145	5%	21,479	17,638	22%
Operating cost	3,634	3,454	5%	14,207	11,715	21%
Gross Profit	1,793	1,691	6%	7,272	5,923	23%
Other net income/(loss)	22	63		337	407	
Selling&marketing costs	198	140		673	528	
Administrative expenses	695	696		2,243	2,023	
Operating income	922	917	1%	4,693	3,779	24%
Finance costs	152	211		510	778	
Shares of results of jointly controlled entities	6	21		43	46	
Pre tax Income	777	728		4,226	3,047	
Tax	318	252		1,198	878	
Net Income	459	476	-4%	3,028	2,169	40%
Profit Attributable to Owners of Parent	473	491	-4%	2,973	2,197	35%
Minority interests	(14)	(15)		55	(28)	
EPS (RMB/share)	0.11	0.11		0.68	0.62	
Gross margin	33.0%	32.9%		33.9%	33.6%	
Operating margin	17.0%	17.8%		21.8%	21.4%	
Net margin	8.5%	9.3%		14.1%	12.3%	

Shanshui: Summary of Balance Sheets



R\$ mn

	2019	1H19	2018
Current Assets	6,217	6,573	5,858
Inventories	1,995	1,951	1,459
Trade and other receivables	1,937	2,305	2,127
Bank balances and cash	1,364	1,356	1,304
Non-Current Assets	20,611	20,252	20,215
Property, Plant & Equipment	18,331	18,073	18,131
Total Assets	26,828	26,825	26,073
Current Liabilities	11,182	11,785	13,228
Borrowings- due within one year	3,911	4,093	5,919
Trade and other payables	3,742	3,740	3,240
Non-Current Liabilities	3,046	4,267	3,258
Borrowings- due after one year	2,249	3,459	2,501
Total Liabilities	14,227	16,051	16,486
Total Equity	12,600	10,774	9,586
Equity Attributable to Parent	12,497	10,717	9,522
Book Value(RMB/Share)	2.9	2.5	2.2
ROE	27.0%	34.5%	32.7%
ROA	11.2%	10.1%	8.6%
Net Gearing Ratio	36.5%	56.0%	71.8%
Net Debt	4,567	6,002	6,839

Note: Net gearing = Net debt / (total shareholders' equity – minority interests)

Shanshui: Summary of Cash Flow Statement



R\$ mn			
	2019	2018	<u>YoY</u>
Net Income			
Depr&Amort			
Changes of non-cash WC			
Other Ope. CF Items			
Operating Cash Flow	4,167	2,180	91%
CAPEX			
Other Inv. CF Items			
Investing Cash Flow	(1,567)	(849)	N.A.
Changes in Debt/Borrowings			
Issuance of Common Stock			
Dividends Paid			
Other Fin. CF Items			
Financing Cash Flow	(2,554)	(349)	N.A.
Effect of FX			
Net Changes in Cash	46	983	-95%
Free Cash Flow			



CSR Achievement



**Taiwan Corporate
Sustainability Awards:**
2018 Top 50



FTSE4Good
TIP Taiwan ESG Index



**Included as a member of
the FTSE4Good TIP
Taiwan Index by FTSE
Russel**



AREATM
— ASIA —
RESPONSIBLE
ENTERPRISE AWARDS

**Asia Responsible
Entrepreneurship Awards:**
Winner of Green Leadership



5 years listed in
“Taiwan Corporate Governance
100 Index” and
“Taiwan High Salary 100 Index”
by **TWSE**



Ministry of Economics Affairs:
6 times award winner of
Excellent Company in GHG
Reduction

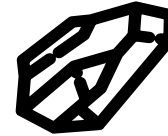


Carbon Disclosure Project:
2018 B List



Local Communication

- Conducting “mining area safety” hearing in Fushi village.
- Create LINE group talk for instant message and communicating.



Mining Area Safety

- Feelingless explosion : Vibration value under 1.5mm/s.
- Water draining and flood detention.
- Slope stability enhancement.



Mining Mountain Greenery

- Mimic natural eco vegetation.
- 23.7 thousand tons of CO₂ reduction.
- 25% waste heat power used in the plant.



Community Caring

- 25% aboriginal hiring in Hualien plant.
- Electric bill subsidy and property repair.
- Promoting tribe education.



Awards/Recognition



- Jiangxi Yadong and Huanggang Yadong awarded the third prize of **Green Mines Techniques** by **Green Mine Industry Alliance**
- Jiangxi Yadong awarded the name **Remarkable Eco-friendly Cement Corporation** by **China Cement Association**
- AC(China) assessed by **China Building Materials Federation** to be the **Demonstration Company of Energy conservation and Emission Reduction**



Low-carbon Green Intelligent Manufacturing

- Greatly **reduce the use of ammonia water and NO_x** by applying the denitrification techniques of low-nitrogen combustion.
- Reduced the amount of clinker used and saved electricity, equivalent to **decrease of 0.21mt on CO₂ emission** in 2018.
- **29.6% waste heat** power used in the plant.
- Emissions of pollutants all **above the national requirements**.



Sustainable Mines

Completed the experimental scheme for **green mines** in 2018.



Circular Economy

Disposed **12 thousand tons** of wastes in 2018 and strictly follow **classification, recycling, and reuse**. Actively engage in waste co-processing.



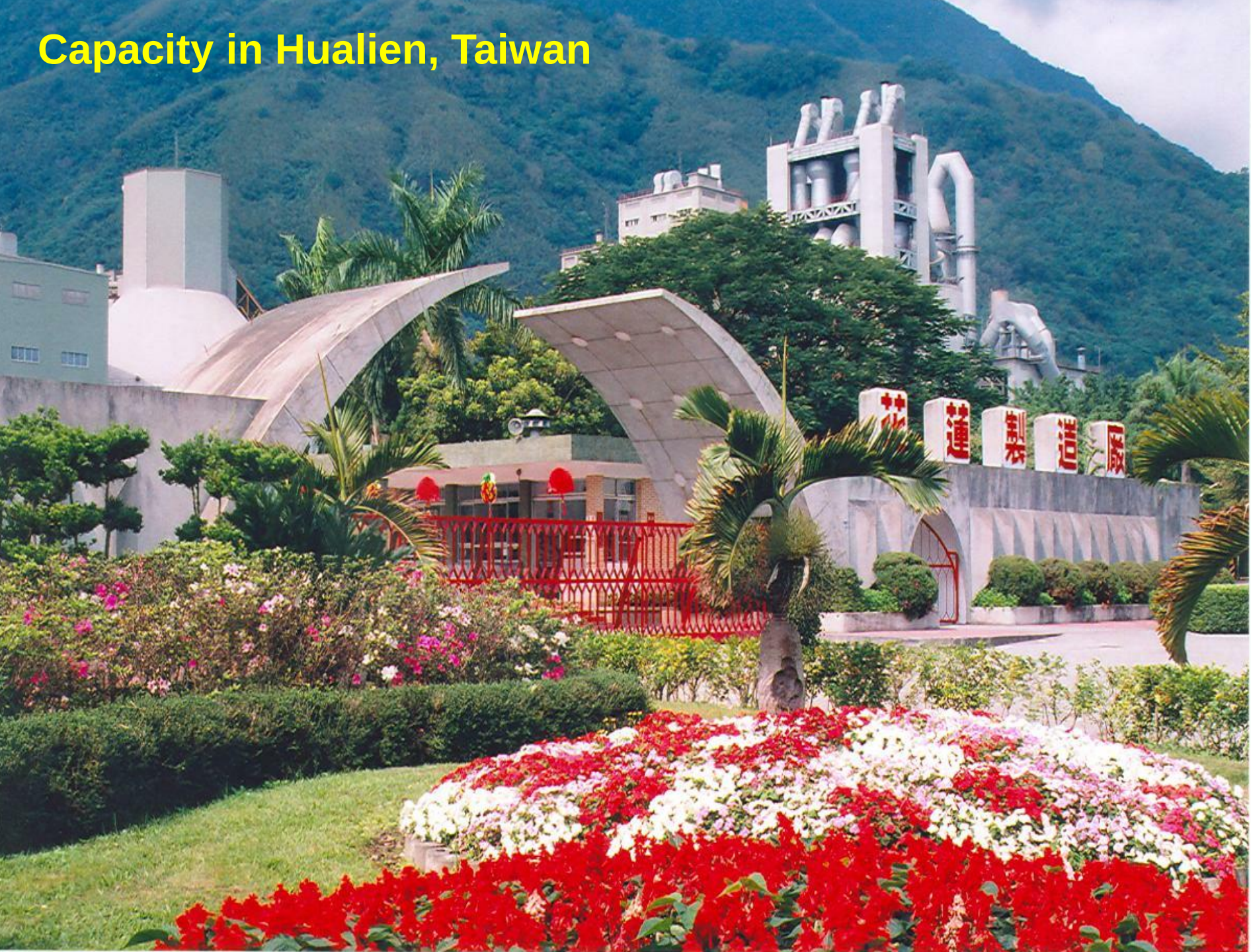
Social Care

Donate cement to the neighboring communities, **help the disadvantaged**, and actively participate in charity activities.

Capacity in Jiangxi, China



Capacity in Hualien, Taiwan





Thank you

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Q&A: Mining Concerns



**ACC Eco-friendly
Achievements**



Download: ACC Financials