



September 6<sup>th</sup>, 2021

## **Explanation of FCFC's Consolidated Operating Revenue in August 2021**

### I. Comparison of consolidated operating revenue in August 2021 and in July 2021.

NTD in Thousands

August, 2021	July, 2021	Amount Difference	Growth Rate
30,621,450	30,240,623	380,827	1.3

1. The consolidated operating revenue in August amounted 30.62 billion, increasing by 0.38 billion compared with it in July, with a growth rate of 1.3%. Amount of sales volume influence increases 0.57 billion, and of selling price influence decreases 0.19 billion.

#### 2. Aspect of sales volume

##### i.FCFC : 0.2 billion less

Because of plant Aroma-2's scheduled overhaul from mid-Jul. to late-Aug., sales amount of PX decreased by 0.25 billion. Also, sufficient supply of PIA and SM made customers purchased only on the basis of their inelastic demand, affecting 0.15 billion. In response to the high quotation of coal, operating hours of generator set were made to decrease, affecting 0.12 billion. Also, a decrease of 0.08 billion was found resulted from the overhaul of BPA in Nan Ya corp.

On the other hand, the overhaul completion of PP#3 and plant PTA in Mailiao brought an extra of 0.25 billion. Besides, reconciliation of acetone and ABS contributed another 0.1 billion as well.

##### ii.FCNB : 1.38 billion plus

Plant PTA resumed from overhaul of July, generating an extra sales of 1.14 billion compared with last month. And the new production line of MX contributed 0.2 billion.

##### iii.FIC in Vietnam :

Affected by the pandemic, Vietnamese government implemented a "three-on-site policy" which led to factories suspension and productive loads reduction, affecting 0.38 billion in total.

##### iv.FIPC :

In preparation for the arranged overhaul in Sep./Oct., sales were planned to shutdown for stock accumulation, affecting 0.17 billion.

### II. Aspect of Selling Price :

Influenced by the pandemic, oil quotation ,competitors enlarging productivity and the high freight, clients tend to be more cautious and purchase based on their rigid demand. Therefore, price of main products had experienced a pretty bumpy ride. The market trend slightly adjusted to the average standards, totally affecting 0.19 billion.

### III. Comparison of consolidated operating revenue of August in 2021 and in 2020

NTD in Thousands

August, 2021	August, 2020	Amount Difference	Growth Rate
30,621,450	18,984,099	11,637,351	61.3

1. Consolidated operating revenue in August 2021 was 30.62 billion, increasing by 11.64 billion compared with last August, with a growth rate of 61.3%. Among the difference, the sales amount accounted for 2.47 billion increase and the selling price supported the rest 9.16 billion .
2. Aspect of sales volume
  - i. FCFC : 1.04 billion plus  
Last year, Aro-1, PP#3 and plant PTA in Mailiao had their overhauls and thus resumed this year. PX, PP and PTA's outbound sales and the raffinate oil backward sales to FPCC increased 0.88 billion in total. And thanks to the reconciliation on phenol, acetone, SM and ABS, sales increase by 0.18 billion. However, PIA decreased by 0.16 billion as the clients purchased per their inelastic demand
  - ii. FCNB : 1.58 billion plus  
The completion fo plant phenol's debottlenecking project and the new product line of MX and PIA made the sales increased by 1.19 billion. Also, plant PTA resumed from the overhaul of last year, generating an increase of 0.54 billion. On the other hand, the generator set was suspended for equipment reform, affecting 0.12 billion.
  - iii. FIC in Vietnam :  
Affected by the pandemic, Vietnamese government implemented a "three-on-site policy" which led to factories suspension and productive loads reduction, affecting 0.19 billion in total.
3. Aspect of selling price  
In spite of the delta variants, threat from COVID-19 is getting weaker owing to the rising vaccination rate. Quotations of petrochemical, plastic, fiber and spinning products performed a lot higher than last year thanks to the ban lifting from countries. FCFC, FCNB, FIPC and other subsidiaries benefited 5.16, 2.41, 0.5 and 1.09 billion from the trend respectively.

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