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## **Explanation of FCFC's Consolidated Operating Revenue in November 2020**

### I. Comparison of consolidated operating revenue in November 2020 and in October

Nov., 2020	Oct., 2020	Amount Difference	Growth Rate
23,935,729	23,525,959	1,409,770	6.3

1. Consolidated operating revenue in November increased by 1.41 billion compared with it in October, with a growth rate of 6.3%. Among the increase, the sales amount accounted for 0.01 billion while the price raise supported the rest 1.4 billion.

#### 2. Aspect of sales volume

##### i.FCFC : 0.08 billion less

To cope with the adjustment of supply and marketing, the sales of PX, phenol and acetone decreased by 0.39 billion in total. Also, the demand of PTA from downstream went down which resulted in a 0.08 billion sales drop. However, the additional sales of OX and PIA at a remunerative price as well as the reversed sell of raffinate backward to FPCC jointly generated a sales raise of 0.42 billion.

##### ii.FCNB : 0.21 billion plus

Coping with the adjustment of supply and marketing, PTA increased its sales by 0.35 billion. On the other hand, the scheduled overhaul and the debottlenecking project of Plant Phenol has brought a negative growth, amounted 0.07 billion.

##### iii.FIC in Vietnam : 0.16 billion plus

The main generator set that replaced with the new equipment in October performed decent this month and the success of Nylon Chip for Engineering use accounted 0.14 billion in all.

##### iv.FBPC : 0.16 billion less

The difference mainly resulted from the overselling of last month.

##### v.FTC : 0.12 billion plus

Due to the pandemic, the overseas demand hasn't recovered comprehensively.

#### 3. Aspect of Selling Price :

In favor of the strong demand from the mainland and the returns of Euro-American orders, PS, ABS, PP, PC and other plastic related products were all in a high demand, thus enjoying a sharp price. In addition to that, because of the flourishing demands and the market's abnormal short supply, the price of SM especially went up dramatically.

## II. Comparison of consolidated operating revenue of November in 2020 and in 2019

Nov., 2020	Nov., 2019	Amount Difference	Growth Rate
23,935,729	23,105,972	829,757	3.6

1. Consolidated operating revenue in November increased by 0.83 billion compared with last November, with a growth rate of 3.6%. Among the difference, the sales amount accounted for 2.52 billion increase while the decrease of selling price led to a 1.69 billion decrease.

### 2. Aspect of sales volume

#### i. FCFC : 2.23 billion plus

The sales adjustment and the supply of PX to Chemical Division III, as well as the raffinate's reversed sell to FPCC led to an increase of 1.47 billion. Besides, Plant PP came back for production from the overhaul last November also generated a 0.58 billion increase. The PTA and PIA's adjustment of supply and marketing along with the tight demand boosted 4.4 billion increases. Yet, the stock adjustment of phenol and the SM for self-use brought down the sales by 0.23 billion.

#### ii. FCNB : 0.28 billion plus

PTA increased its sales by 0.46 billion due to the adjustment of supply and marketing. And, demand of ABS from the downstream boosted a 0.1 billion sales increase. Nevertheless, the scheduled overhaul and the debottlenecking project of Plant Phenol had brought a negative growth compared with last November, amounted 0.29 billion.

#### iii. FIC in Vietnam : 0.13 billion plus

The sales increase mainly came from the adjustment on the production structure, the Nylon Chip for Engineering use as well as the Polyester Staple Fiber's downstream demand.

#### iv. FIPC : 0.1 billion plus

The overall demand from downstream accounted for the sales increase.

#### v. FTC : 0.21 billion less

Branding customers had gradually got rid of the effect of COVID but hadn't completely recovered their business, which resulting in a sales drop of 0.24 billion.

### 3. Aspect of sales volume

In favor of the economic recovery of mainland China and the returns of Euro-American orders, SM, ABS, PS, PC and other plastic related products are all in a high demand, enjoying a sharp price. Besides, the sanitation needs of the COVID prevention also boosted the price of acetone.

Price of those affected by the pandemic, oil price and the new productivity in China remains relatively low compared with last November. Among the decrease, Taiwan accounted for 1.24 billion, Vietnam 0.2 billion, FCNB 0.14 billion and other subsidiaries accounted for 0.11 billion.

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