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2022

# Investors Conference

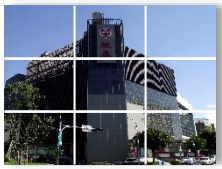
## Hsin Tai Gas Co., Ltd.

Code: 8917

Keynote Speaker: An-Cheng Hsieh

Sep. 21<sup>st</sup>, 2022





# Safe Harbor Statement

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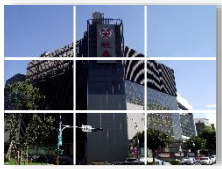
**This presentation and the financial numbers are based on IFRS approved by Financial Supervisory Commission(FSC) and prepared according to the reviewed/audited financial statements by CPA.**

**This presentation is based on information obtained from various sources, some of which may be affected by future uncertainties, which may result in differences from the original description of future prospects.**

**If there is any change or adjustment in the future, please refer to the announcement information of the Market Observation Post System(MOPS).**

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# Outline

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## Company Introduction

## Operation Overview

## Financial Position

## Business Prospect



# Company Introduction



# I. Major business items and service

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欣泰石油氣股份有限公司變更登記表

註：欄位不足請自行複製，未使用之欄位可自行刪除，若本頁不足使用，請複製全頁後自行增減欄位。

所 營 事 業		
編號	代 碼	營 業 項 目 說 明
1	D 2 0 1 0 1 1	公用煤氣業
2	E 5 0 2 0 1 0	燃料導管安裝工程業
3	C R 0 1 0 1 0	瓦斯器材及其零件製造業
4	E 6 0 3 1 3 0	燃氣熱水器承裝業
5	H 7 0 3 1 0 0	不動產租賃業
6	J E 0 1 0 1 0	租賃業
7	E 6 0 3 0 4 0	消防安全設備安裝工程業
8	E 6 0 3 0 5 0	自動控制設備工程業
9	E 8 0 1 0 7 0	廚具、衛浴設備安裝工程業
10	F 1 1 3 0 6 0	度量衡器批發業
11	F 2 1 3 0 5 0	度量衡器零售業
12	F 4 0 1 1 8 1	度量衡器輸入業
13	F 1 0 5 0 5 0	家具、寢具、廚房器具、裝設品批發業
14	F 2 0 5 0 4 0	家具、寢具、廚房器具、裝設品零售業
15	Z Z 9 9 9 9 9	除許可業務外，得經營法令非禁止或限制之業務



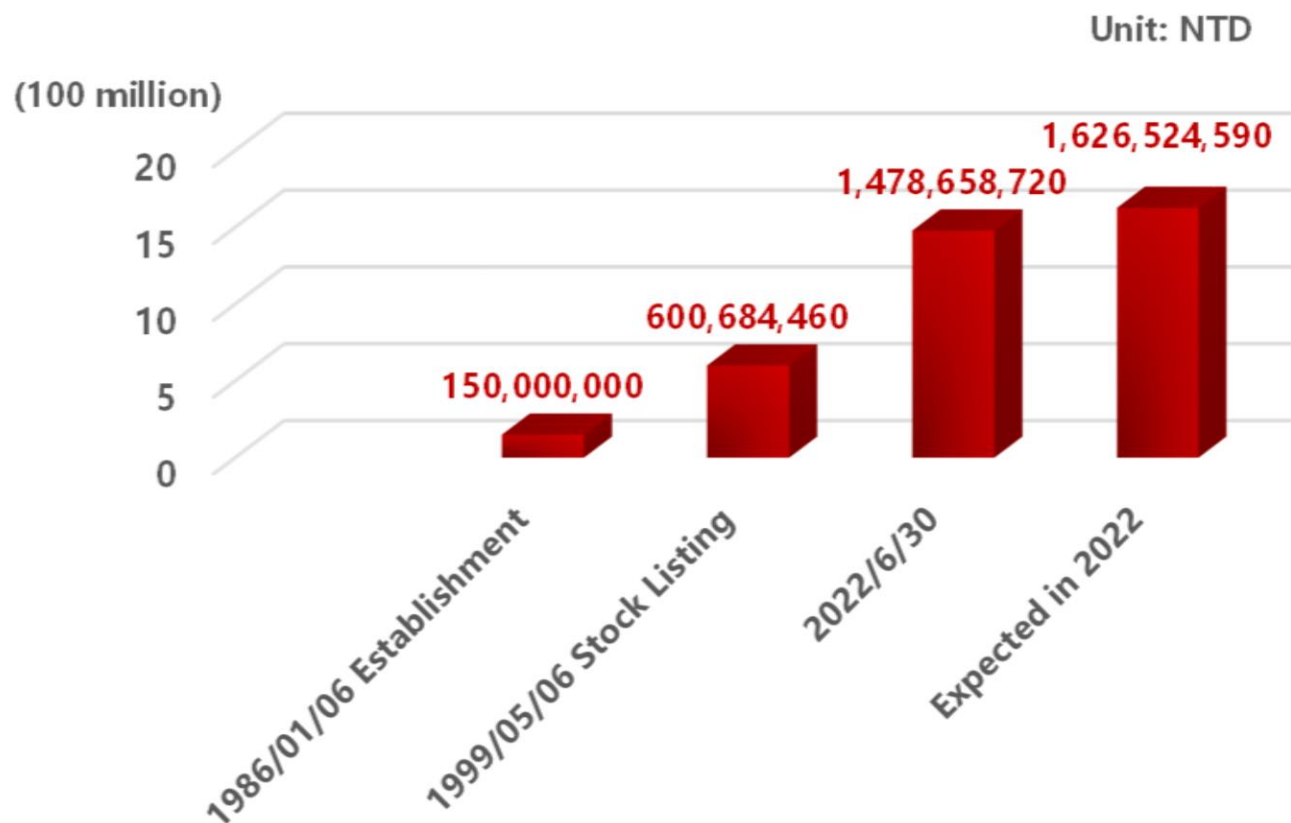
公務記載蓋章欄

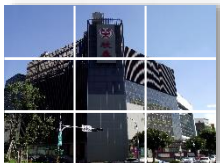
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The Company mainly **supplies natural gas transported through pipelines to customers in areas approved** by the competent authorities, and provides design and construction of **gas pipelines and gas safety equipment.**

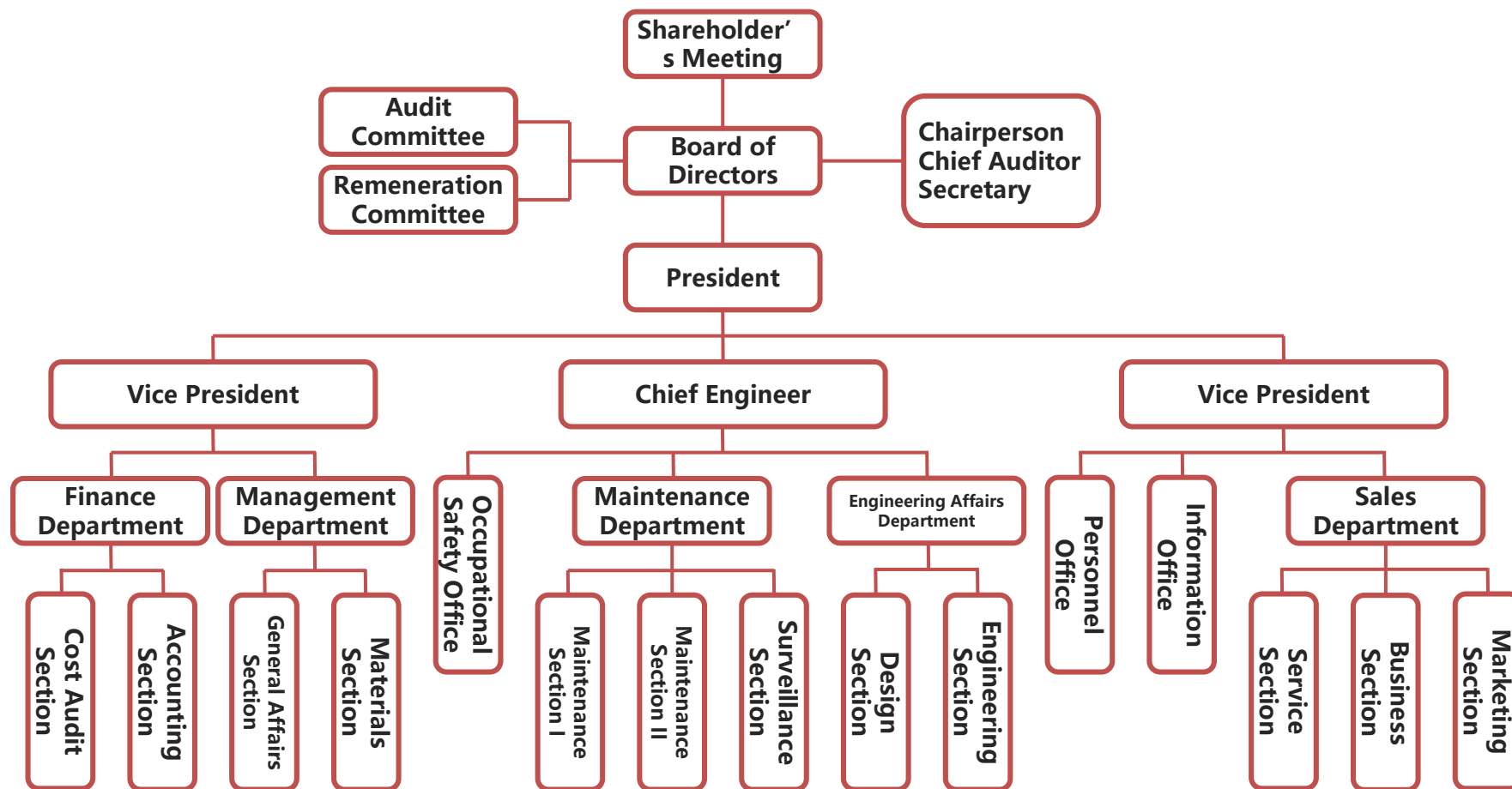


# II. Capital Growth





# III. Organizational Chart





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# Operation Overview





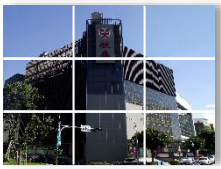
# I. Operation Overview

As of June 30<sup>th</sup>, 2022

<b>Date of Initial Gas Supply</b>	<b>1986.09.10</b>		
<b>Amount of Paid-In Capital</b>	<b>\$1,478,658K</b>		
<b>Pipeline Length</b>	<b>1,726,676 meters</b>		
<b>Gas Users</b>	<b>259,221 households</b>		
<b>Total Number of Employees</b>	<b>171</b>		<b>Number of Technical Employees</b> <b>108(63.2%)</b>
<b>Number of Certified Employees in Pipeline Professional</b>	<b>Class A</b>	<b>65</b>	<b>Both Class A &amp; B</b>  <b>65</b>
	<b>Class B</b>	<b>103</b>	



# II. Business Areas



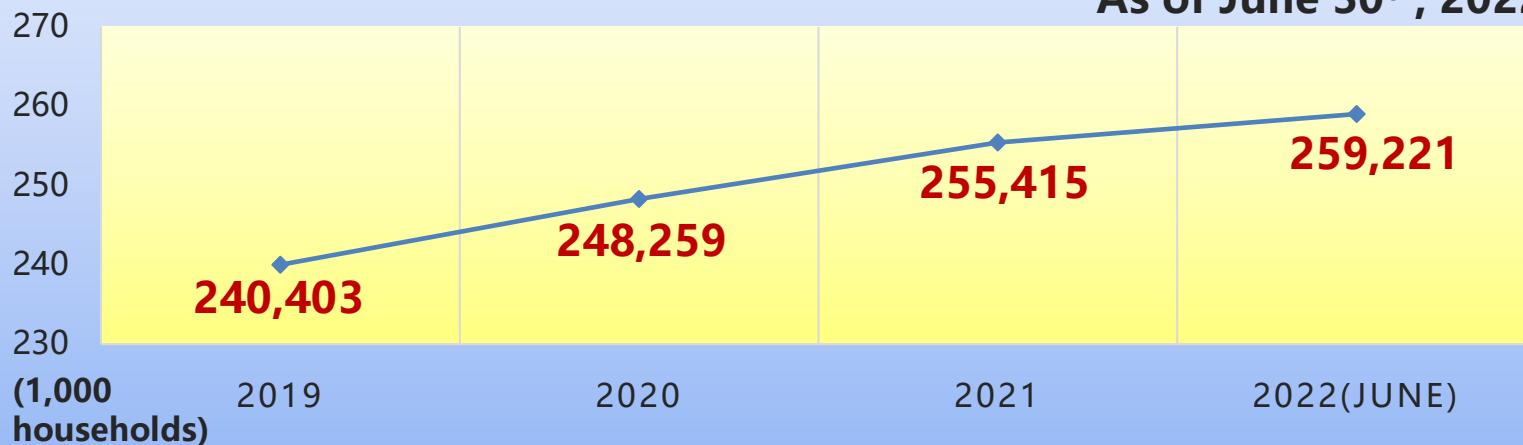
Business Areas	
north areas	Bali
	Linkou
	Wugu
	Luzhou
	Taishan
south areas	Shulin
	Yingge
	Tucheng
	Sanxia
	Huilong Vil.



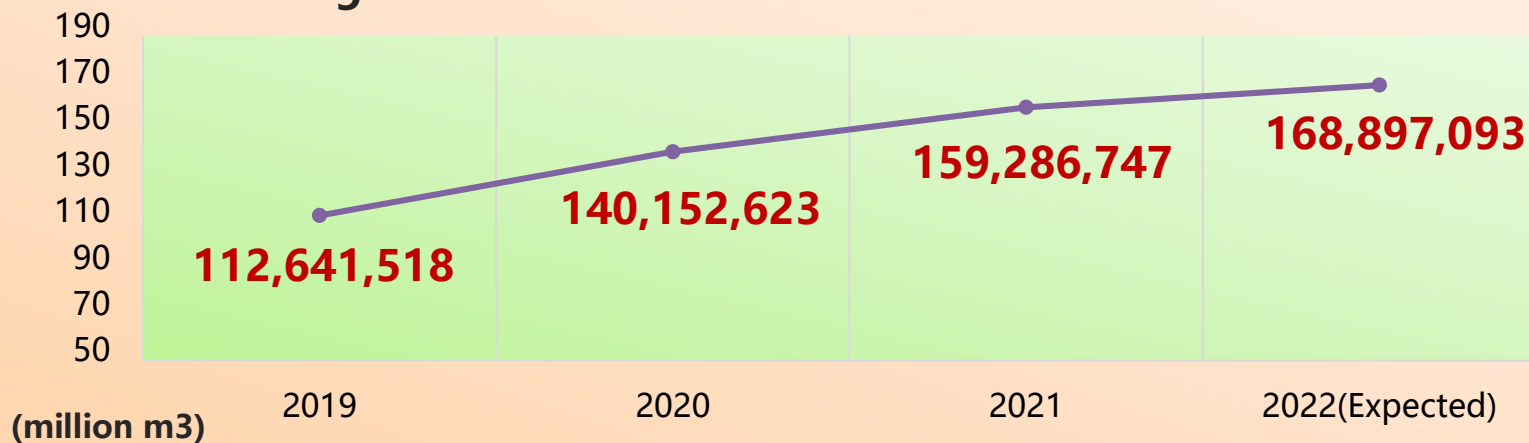
### III. Overview of Gas sales volume and users in recent years

#### Households With Supplied Gas

As of June 30<sup>th</sup>, 2022

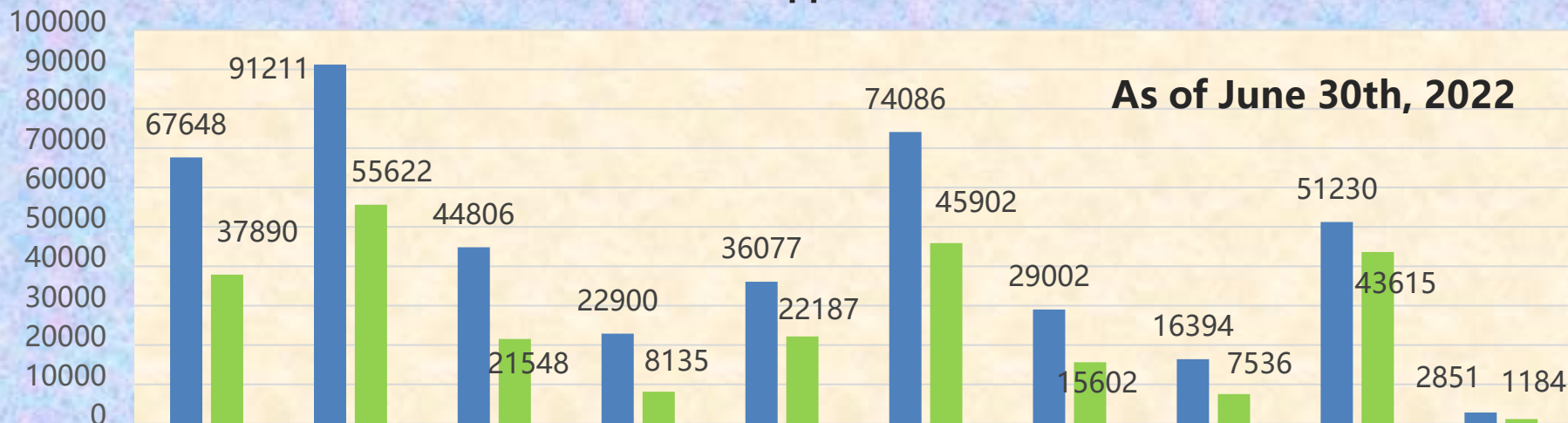


#### Annual gas sales volume



# IV. Penetration rate

Households: 436,205 / Households with Supplied Gas: 259,221 / Penetration Rate: 59.43%



	Shulin	Tucheng	Sanxia	Yingge	Wugu	Luzhou	Taishan	Bali	Linkou	Huilong Vil.
Households	67,648	91,211	44,806	22,900	36,077	74,086	29,002	16,394	51,230	2,851
Gas Supplied	37,890	55,622	21,548	8,135	22,187	45,902	15,602	7,536	43,615	1,184
Rate	56.01%	60.98%	48.09%	35.52%	61.50%	61.96%	53.80%	45.97%	85.14%	41.53%
Remark	2020 Households: 428,701 / Gas Supplied: 248,259 / Rate: 57.91% 2021 Households: 434,504 / Gas Supplied: 255,415 / Rate: 58.78%									





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# Financial Position





# I. Main Business Items

Unit: NT\$ 1,000

Items	2022Q2	2021Q2	2021Q4
Natural Gas Revenue	1,080,648	967,219	1,889,398
Installation Services Revenue	176,723	149,620	271,120
Other Operating Revenue	71,768	68,581	133,554
Rental Income	2,438	2,439	4,927
<b>Total</b>	<b>1,331,577</b>	<b>1,187,859</b>	<b>2,298,999</b>



## II. Condensed Consolidated Statement of Comprehensive Income

Unit: NT\$ 1,000

項目	2022Q2	2021Q2	2021Q4
Operating Revenue	1,331,577	1,187,859	2,298,999
Operating Costs	(1,019,798)	(904,051)	(1,788,853)
Operating Gross Profit	311,779	283,808	510,146
Operating Expenses	(61,763)	(57,380)	(120,412)
Operating Income	250,016	226,428	389,734
Non-operating Income And Expenses	2,137	5,497	14,798
Income Before Income Tax	252,153	231,925	404,532
Income Tax Expense	(50,771)	(44,982)	(78,174)
Net Income	201,382	186,943	326,358
Earnings Per Share (NTD)	1.36	1.26	2.21
Date of Unconditional Stock Dividends Distribution			
The earnings per share was adjusted on Aug. 17 <sup>th</sup> , 2022 for the issuance of bonus shares.	1.24	1.15	2.01



## III. Condensed Consolidated Balance Sheet

Unit: NT\$ 1,000

項目	2022/06	2021/06	2021/12
<b>Total Assets</b>	<b>5,404,435</b>	<b>5,085,578</b>	<b>5,173,689</b>
<b>Cash and Cash Equivalents</b>	<b>658,102</b>	<b>541,681</b>	<b>396,235</b>
<b>Financial Asset at Amortized Cost</b>	<b>842,002</b>	<b>848,002</b>	<b>878,002</b>
<b>Accounts Receivables</b>	<b>203,214</b>	<b>178,705</b>	<b>231,357</b>
<b>Property, Plant and Equipment</b>	<b>2,764,606</b>	<b>2,634,273</b>	<b>2,761,386</b>
<b>Total Liabilities</b>	<b>2,926,368</b>	<b>2,615,492</b>	<b>2,759,575</b>
<b>Contract Liabilities</b>	<b>691,407</b>	<b>680,072</b>	<b>691,947</b>
<b>Accounts Payables</b>	<b>144,709</b>	<b>111,530</b>	<b>209,253</b>
<b>Other Payables</b>	<b>* 303,152</b>	<b>138,040</b>	<b>158,954</b>
<b>Deferred Revenue</b>	<b>1,509,673</b>	<b>1,417,008</b>	<b>1,429,141</b>
<b>Total Equity</b>	<b>2,478,067</b>	<b>2,470,086</b>	<b>2,414,114</b>

\* Including Dividend Payables \$162,652 thousand.







## IV. EPS & Dividend

Unit: NTD

Items	2021	2020
EPS	2.21	2.41
Cash Dividends per share	1.1	1.5
Share Dividends per share	1.0	1.0





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# Business Prospect





# I. Short-Term Plans

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- 1) To actively promote the newly built residential sites in the rezoned areas that have been developed by the government and those run by the private sector, such as Shulin&Sanxia Taipei University Specific rezoned areas, Tucheng Delayed Development Area and Vicinity Urban Land Consolidation Areas, Wugu ZhouZiyang rezoned areas, Luzhou rezoned areas, Bali Taipei Port Special District rezoned areas, and Linkou new town rezoned areas.
- 2) To actively promote the restaurant business and service industry in the business areas.
- 3) To promote the use of fuel for manufacturing plants in the four major industrial areas and unincorporated industrial areas in the region.
- 4) To explore old communities outside the pipeline area for development and promotion to increase the Penetration rate.
- 5) To sustain investing pipelines deployment in business areas for the stability of gas supply.





## II. Mid-Term Plans

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- 1) To cooperate with the local government in the development of emerging rezoning areas, such as rezoned areas in Tucheng and Shulin.
- 2) To actively promote the restaurant business and service industry in the business areas.
- 3) To promote the use of fuel for manufacturing plants in business areas.
- 4) To explore old communities outside the pipeline area for development and promotion to increase the Penetration rate.
- 5) To sustain investing pipelines deployment in business areas for the stability of gas supply.





## III. Long-Term Plans

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- 1) To cooperate with the government in the development of emerging rezoning areas and actively plan the construction and burial of pipeline networks, such as Shulin Wen-Zhong(3) private rezoned areas, Tucheng Ammunition Dump areas of urban renew projects, Sanxia MaiziYuan urban renew projects, Wugu Extended urban renew projects (parts of GengLiao and ShuiDui areas), Taishan WenZiJun urban rezoning areas, DaHanXi North urban renew projects and etc.
- 2) To sustain investing pipelines deployment in business areas for the stability of gas supply.





# Thank you for your attention

