



# Mayer Steel Pipe Corporation

## Investor Conference

112 . 12 . 26



# First professional steel pipe manufacturing company in Taiwan. 美亞鋼管廠股份有限公司

60 years of craftsmanship

01

After 60 years of craftsmanship, Mayer has accumulated profound skills and product thinking in the industry, reflecting the connotation and charm everywhere.

Informatization+  
intelligent manufacturing

02

Mayer realizes industrial intelligent manufacturing through information transformation:

- ❑ Improve operational efficiency with informatization and intelligent manufacturing systems
- ❑ Based on ESG, based on high industry standards
- ❑ Increase profitability with Industry 4.0 technologies

Cost reduction and  
efficiency increase +  
green production

03

Comprehensively reduce costs and increase efficiency, move towards green production, and conform to the sustainable consumption and production model promoted by the state.

# Outline :

1 Business Outlook

Operational Overview 2

3 ESG work report

Financial Overview 4

# Safe Harbor Statement



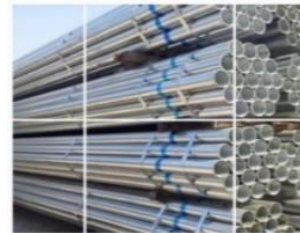
This presentation may contains forward-looking statements. All statements other than historical and current fact, without limitation, including business outlook, predictions, estimates, are forward-looking statements.

Such statements are based upon management' s current beliefs and expectations and are subject to various risks, uncertainties and other factors that could cause actual outcomes and results to differ materially. We caution readers not to place undue reliance on forward-looking statements as these statements speak only as of the date they are made, and we disclaim any obligation to, update or alter any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law or regulation. This cautionary statement is applicable to all forward-looking statements contained in this presentation.

# The external competitive environment, regulatory environment, and general economic environment

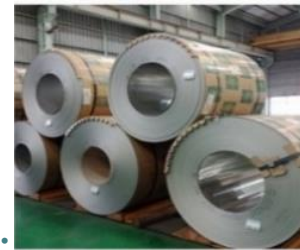
1. The impact of high-inflation, high-interest and deglobalization.

2. The impact of China's steel industry on global steel prices



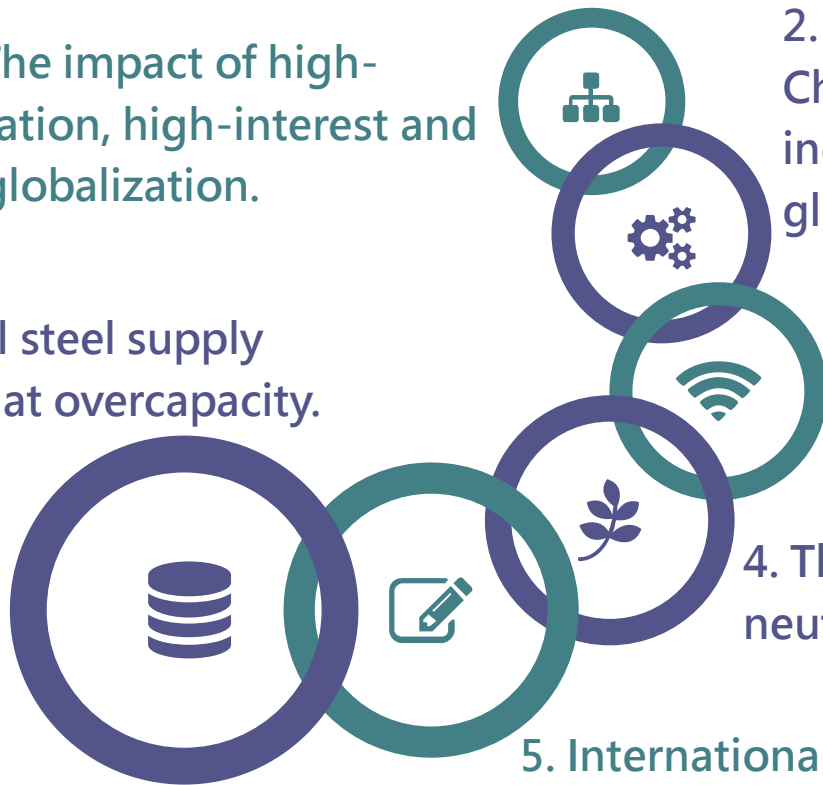
6. Global steel supply remains at overcapacity.

3. Economic uncertainty from geopolitical risks.



4. The importance of carbon neutrality is increasing.

5. International economic and trade integration is crowded out.



# Operation Overview

## Revenue

Unit:NT\$ Thousand

TON

2023  
Q1~Q3

2022  
Q1~Q3

2022

2021

Steel

4,953,660

4,899,510

6,555,002

6,515,200

Real estate  
investment

489,667

-

-

-

Hotel  
service

113,108

38,279

67,837

40,698

Investment

-

1,507

1,506

2,720

Total

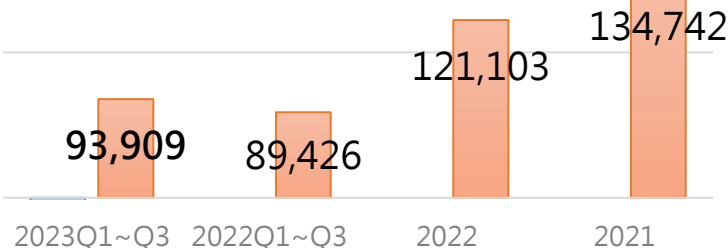
5,556,435

4,939,296

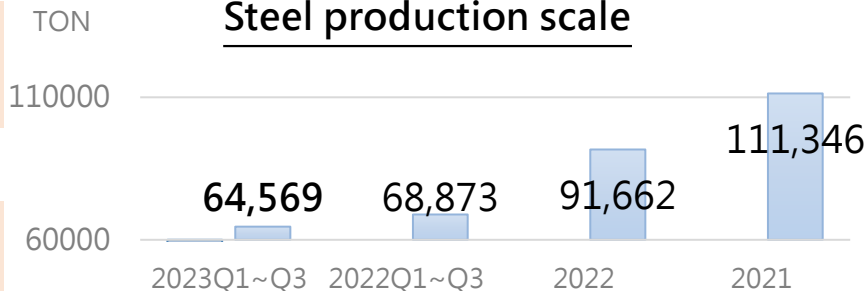
6,624,345

6,558,618

## Steel sales scale



## Steel production scale



# Operation Overview

## Sales region of major commodities :



Unit : NT\$ Thousand

Region	2023/1/1 To 2023/9/30		2022/1/1 To 2022/9/30		2022		2021	
	Net sales	Proportion (%)	Net sales	Proportion (%)	Net sales	Proportion (%)	Net sales	Proportion (%)
Taiwan	5,247,684	94.44	4,562,254	92.37	6,132,730	92.58	6,027,298	91.90
Vietnam	186,891	3.36	243,325	4.93	316,572	4.78	314,340	4.79
Thailand	84,768	1.53	102,628	2.08	133,250	2.01	172,489	2.63
Other	37,092	0.67	31,079	0.62	41,793	0.63	44,491	0.68
Total	5,556,435	100	4,939,296	100	6,624,345	100	6,558,618	100

# Operation Overview: Main Business Locations



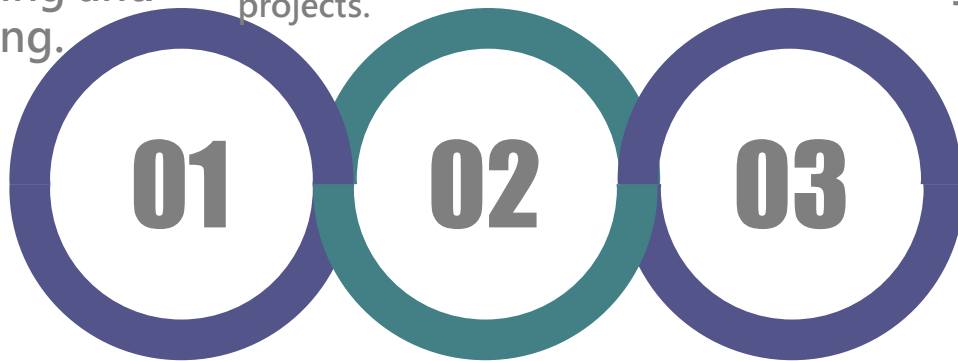


# Operation Overview: Future Market Development of Carbon Steel Products

Price instability in steel will impact downstream processing and marketing.

The demand for pipe fittings for construction projects continues to slow down, and it still needs to be invested in new public works and private construction projects.

The demand for pipe fittings for machining is slowly recovering.



# Operation Overview: Future Market Development of Stainless Steel Product

The huge fluctuation in cost of raw materials has not stabilized.

Declining export demand impacts domestic sales and price.

Supply is greater than demand, making the structure hard to ameliorate.



# Operation Overview: Overseas business development



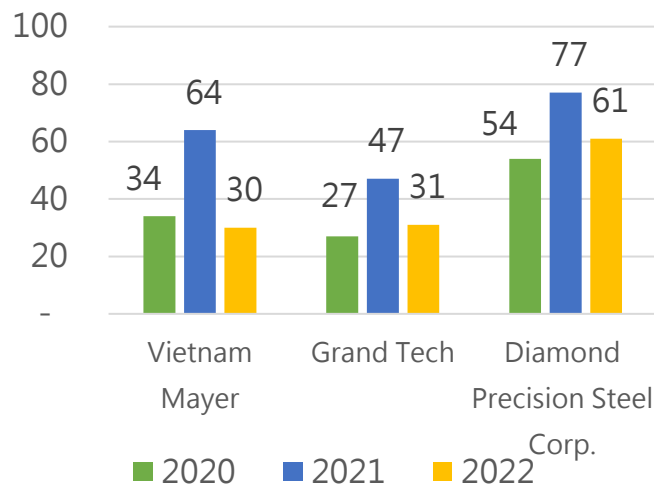
Unit : Ton / NT\$ Thousand

	2023/1/1 To 2023/9/30		2022/1/1 To 2023/9/30		2022		2021	
	Sales volume	Sales value	Sales volume	Sales value	Sales volume	Sales value	Sales volume	Sales value
Vietnam Mayer	5,081	\$194,204	5,925	\$257,897	8,441	\$337,994	9,332	\$350,154
Grand Tech	5,414	408,903	5,878	356,999	7,653	471,998	8,094	454,022
Diamond Steel Tube	8,662	490,631	10,468	632,197	14,080	836,397	12,698	698,600

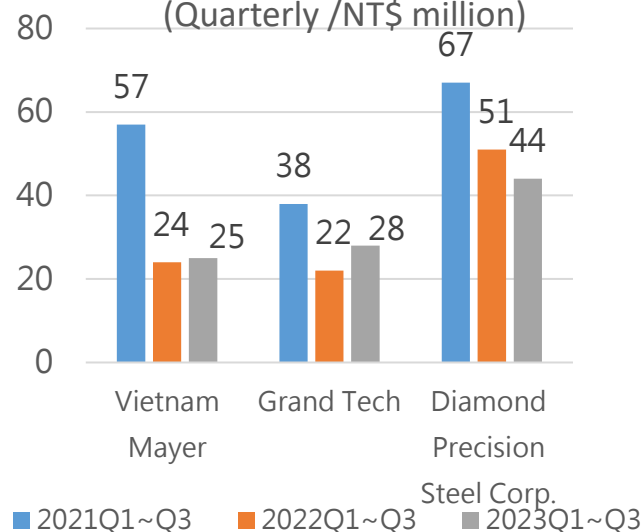
# Operation Overview

## Overseas business development:

Investment income recognized by  
Mayer Steel Pipe Corporation  
(Year/NT\$ million)



Investment income recognized by  
Mayer Steel Pipe Corporation  
(Quarterly /NT\$ million)





## Environmental



- 1.Greenhouse Gas: Complete the ISO 14064-1 greenhouse gas inventory.
- 2.Energy Management: Replace major machinery with high-frequency and transistor equipment to achieve energy-saving efficiency.
- 3.Renewable Energy Generation: Install a self-owned photovoltaic (PV) power plant and plan to increase the power generation capacity in 2024.
- 4.Water Source Environmental Protection: Install new types of wastewater treatment equipment to achieve the goal of water purification.

## Social



- 1.Occupational Safety: Prioritize occupational safety by implementing personnel training and professional certification management.
2. Talent retention and cultivation: fully implement online training and physical exchanges for management cadres and reserve supervisors.
3. Respect human rights: Diversity and inclusiveness, and provide a gender-friendly working environment.

## Governance



- 1.Publish the first ESG sustainability report.
2. Actively promote corporate governance and establish a board-level risk management committee.
- 3.Scored 4.52 in the board performance evaluation for the fiscal year 111, indicating a excellent performance.



# ESG work report

Promoting Green Energy : In line with policies and social responsibilities we have built PV power generators on the roofs of our plants.

Year	2019	2020	2021	2022	2023	Total
Estimated Capacity Installed (kw)	962	-	-	-	341	1,303
Actual Capacity Installed(kw)	962	-	-	-	-	962
Electricity Output (kwh)	801,540	1,070,596	1,023,956	999,588	995,466 (1-11月)	4,891,146

As of Nov. 2023, the accumulated electricity output of solar power in CSC group reached 4,891,146 kwh. Revenues from electricity sales reached 25,696 thousand. Carbon reduction reached 2,421 tons, equivalent to the CO2 absorption of 6.20 Taipei Daan Park.

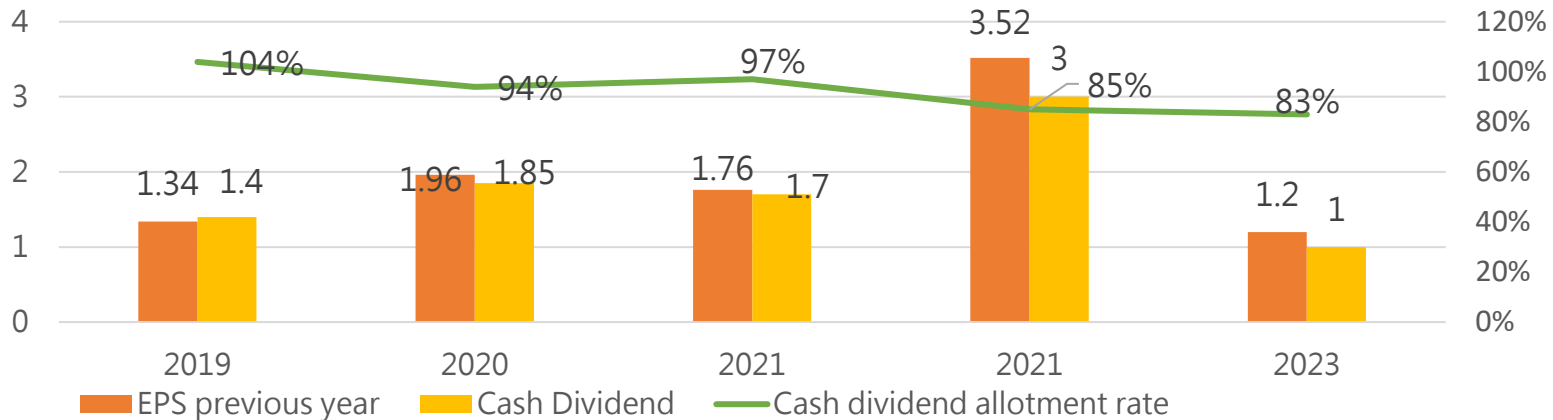


\* (Estimated based on the June 2023 Taipower electricity carbon emission factor, 0.495 kg CO2e/kwh)

# Financial Overview

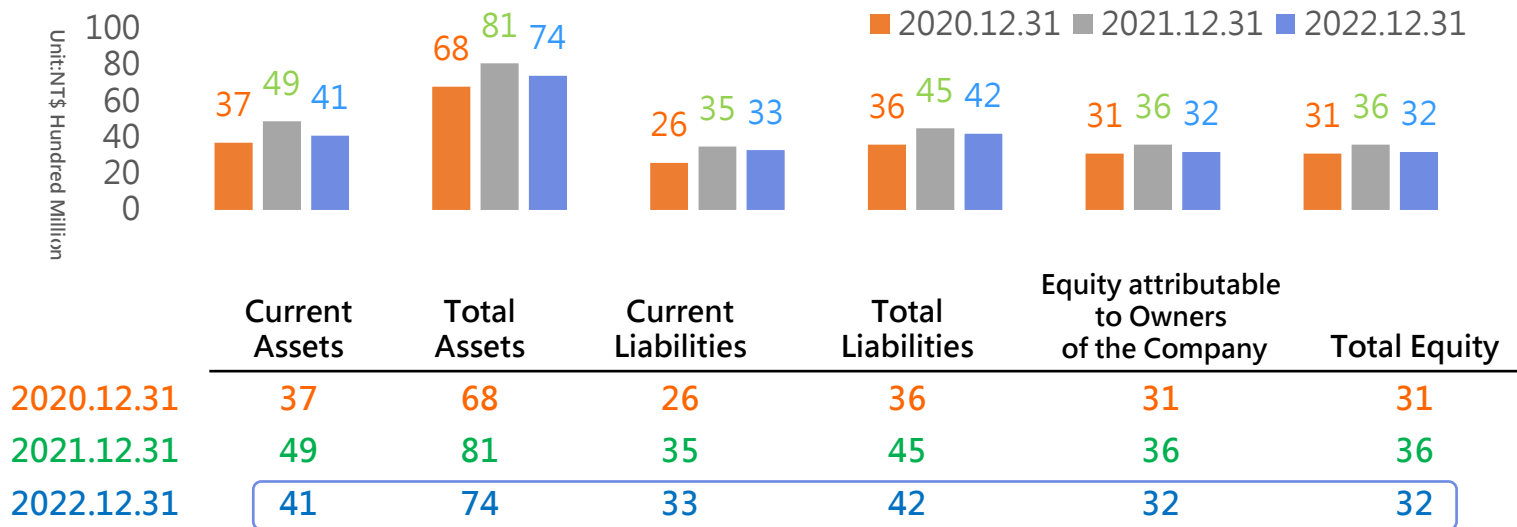
## Historical EPS and Dividends Paid

Profitable year	2019	2020	2021	2022	2023
EPS (previous year)	1.34	1.96	1.76	3.52	1.2
Cash Dividend in NTD per share	1.40	1.85	1.70	3	1
Cash dividend allotment rate(%)	104	94	97	85	83



# Financial Overview

## Consolidated Balance Sheet(Year)

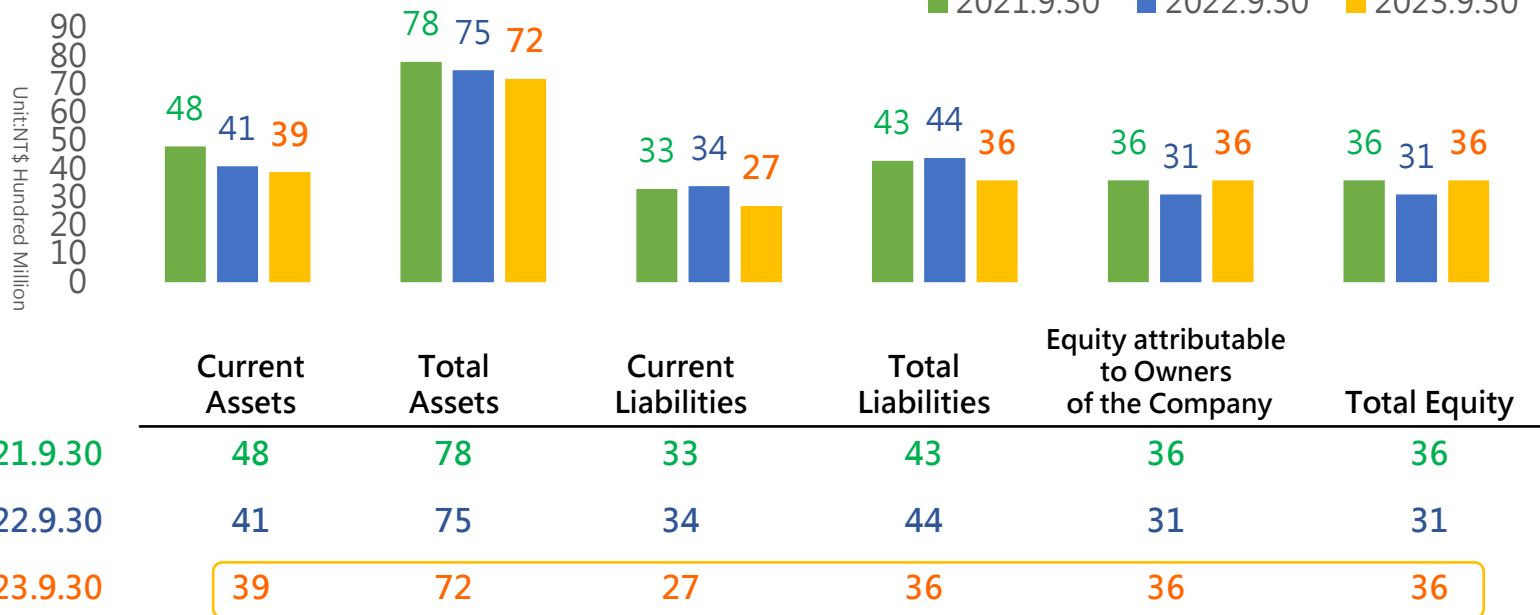




# Financial Overview

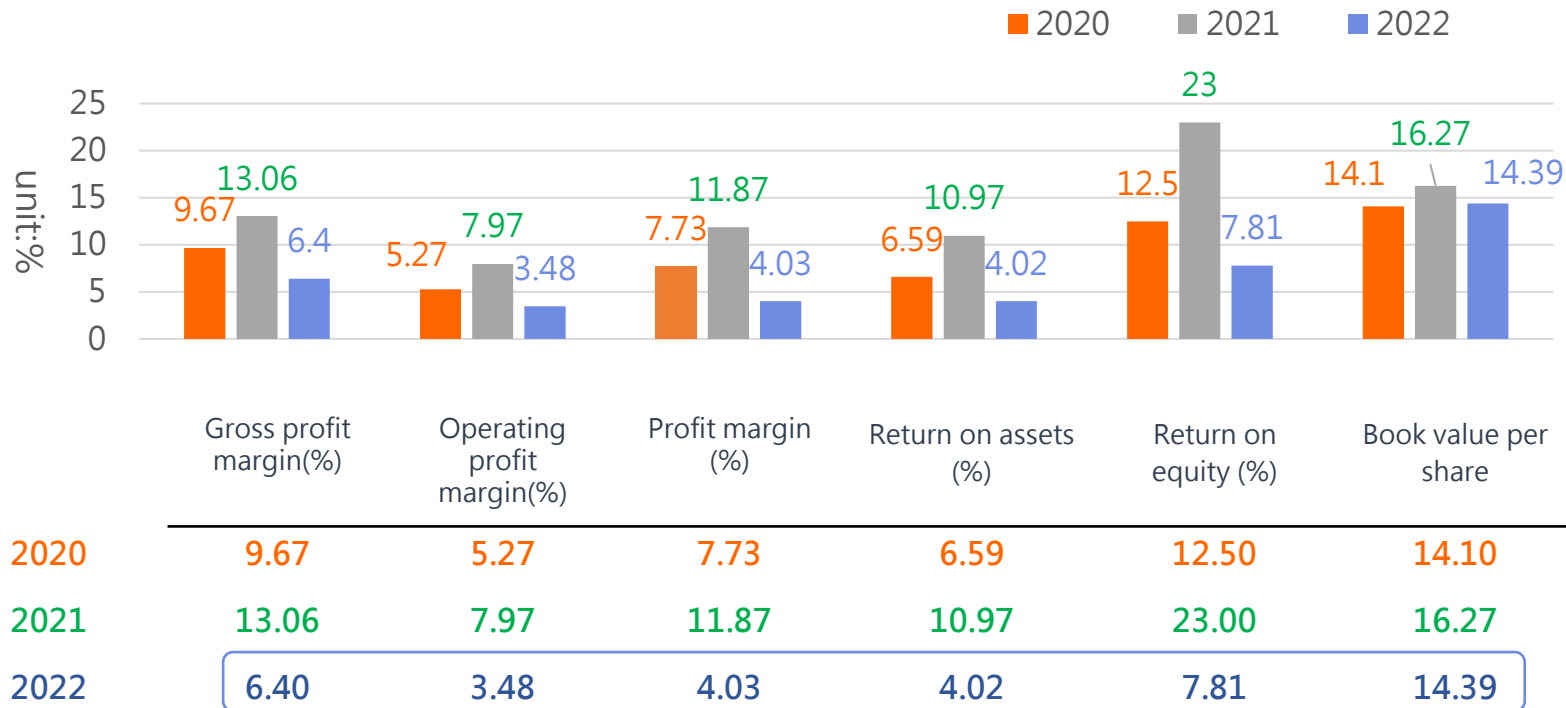
## Consolidated Balance Sheet(Quarterly)

■ 2021.9.30 ■ 2022.9.30 ■ 2023.9.30



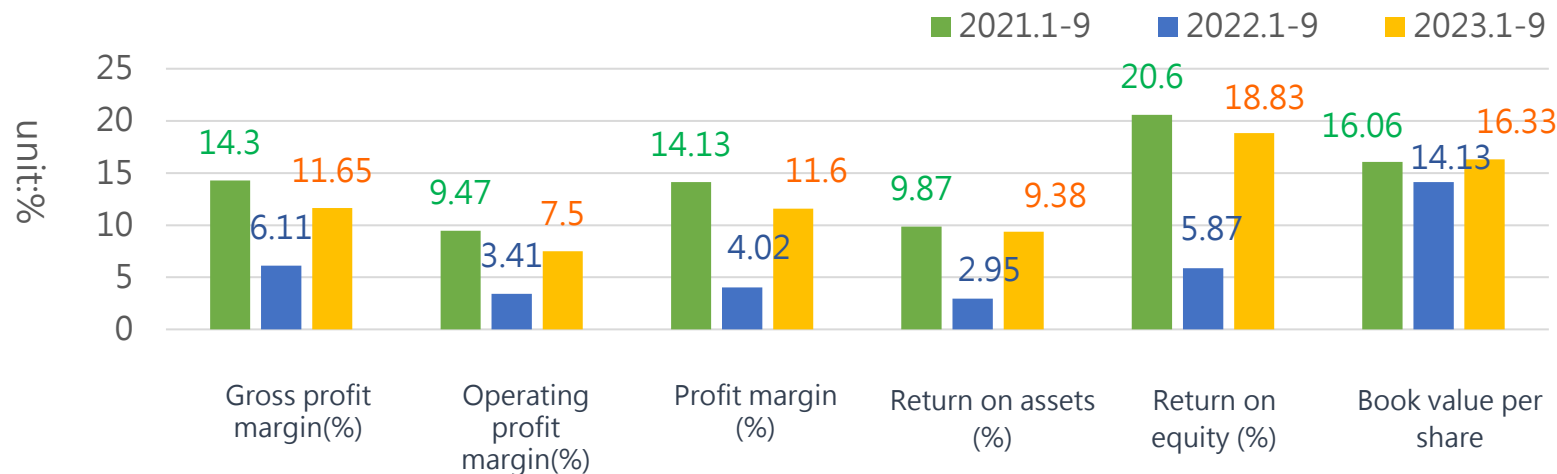
# Financial Overview

## Key Financial Indicators(Year)



# Financial Overview

## Key Financial Indicators (Quarterly)



2020.1-9

14.30

9.47

14.13

9.87

20.60

16.06

2022.1-9

6.11

3.41

4.02

2.95

5.87

14.13

2023.1-9

11.65

7.5

11.6

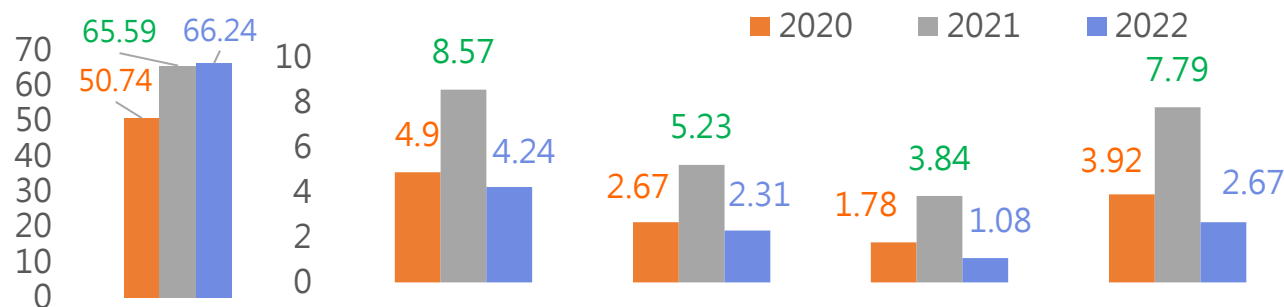
9.38

18.83

16.33

# Financial Overview

## Consolidated Income Statement(Year)

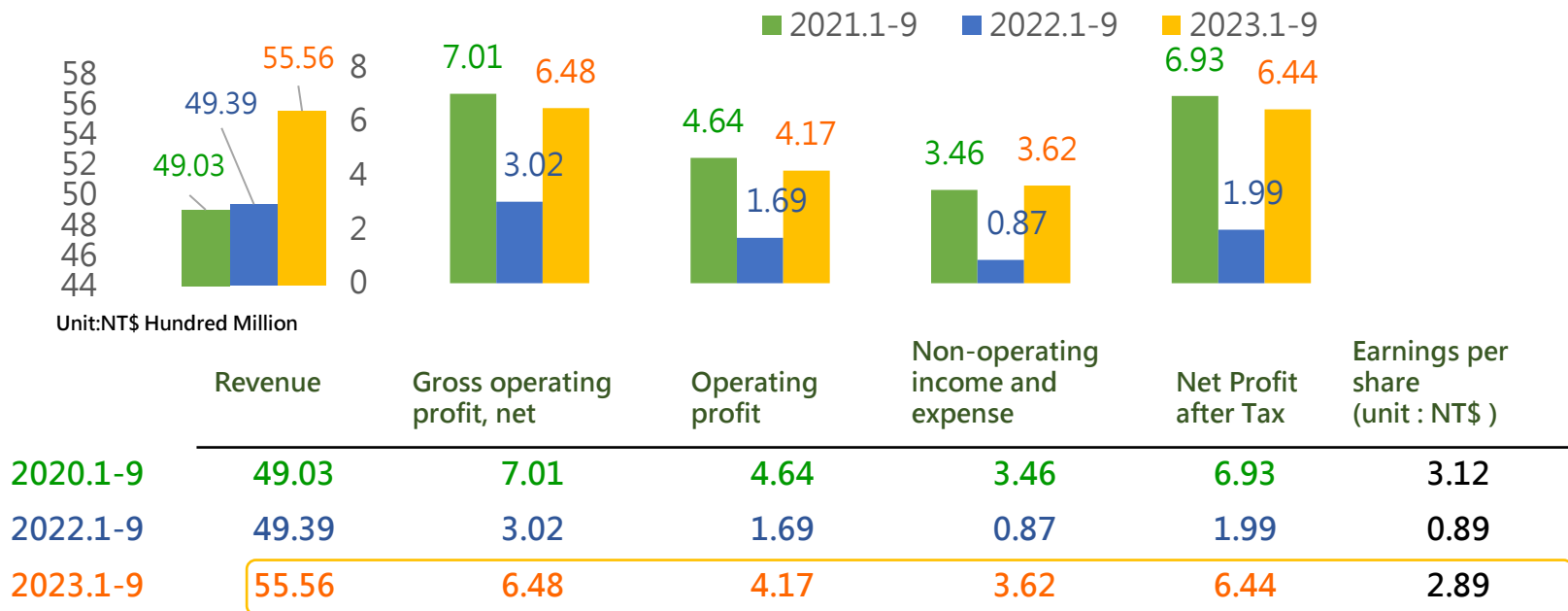


Unit:NT\$ Hundred Million

	Revenue	Gross operating profit, net	Operating profit	Non-operating income and expense	Net Profit after Tax	Earnings per share (unit : NT\$ )
2020	50.74	4.90	2.67	1.78	3.92	1.76
2021	65.59	8.57	5.23	3.84	7.79	3.52
2022	66.24	4.24	2.31	1.08	2.67	1.20

# Financial Overview

## Consolidated Income Statement(Quarterly)





**Q & A**  
**THANKS**

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