



Eternal Materials Co., LTD.

The Overview of UV Curable Industry

Mark Chen, Vice President



Outline

- **Introduction**

Company Profile • History • Core Technology • Main Product
Production Sites • Global Revenue • Financial Feature • Index Significance

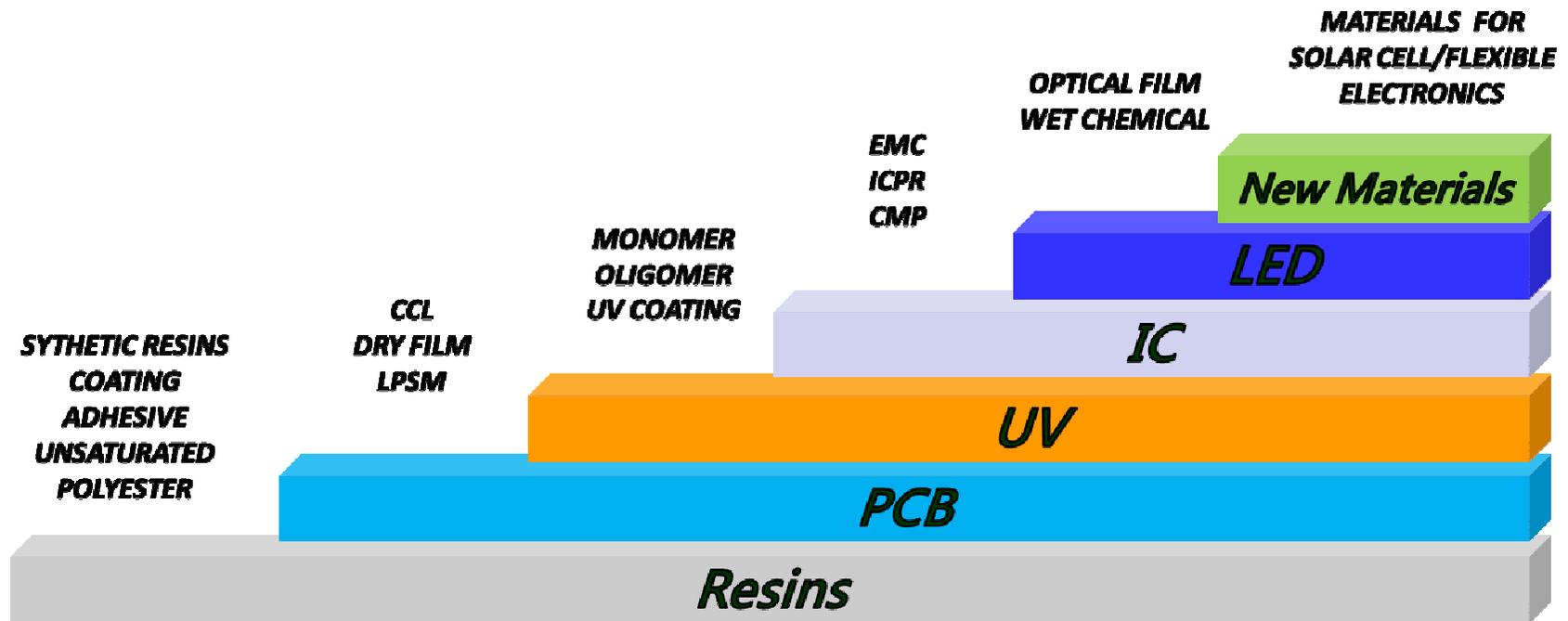
- **UV Curable Technology**

Features • Related Industries • Applications • Global Market
Global Demand • Eternal Capacity • Sales Ratio • Future Development

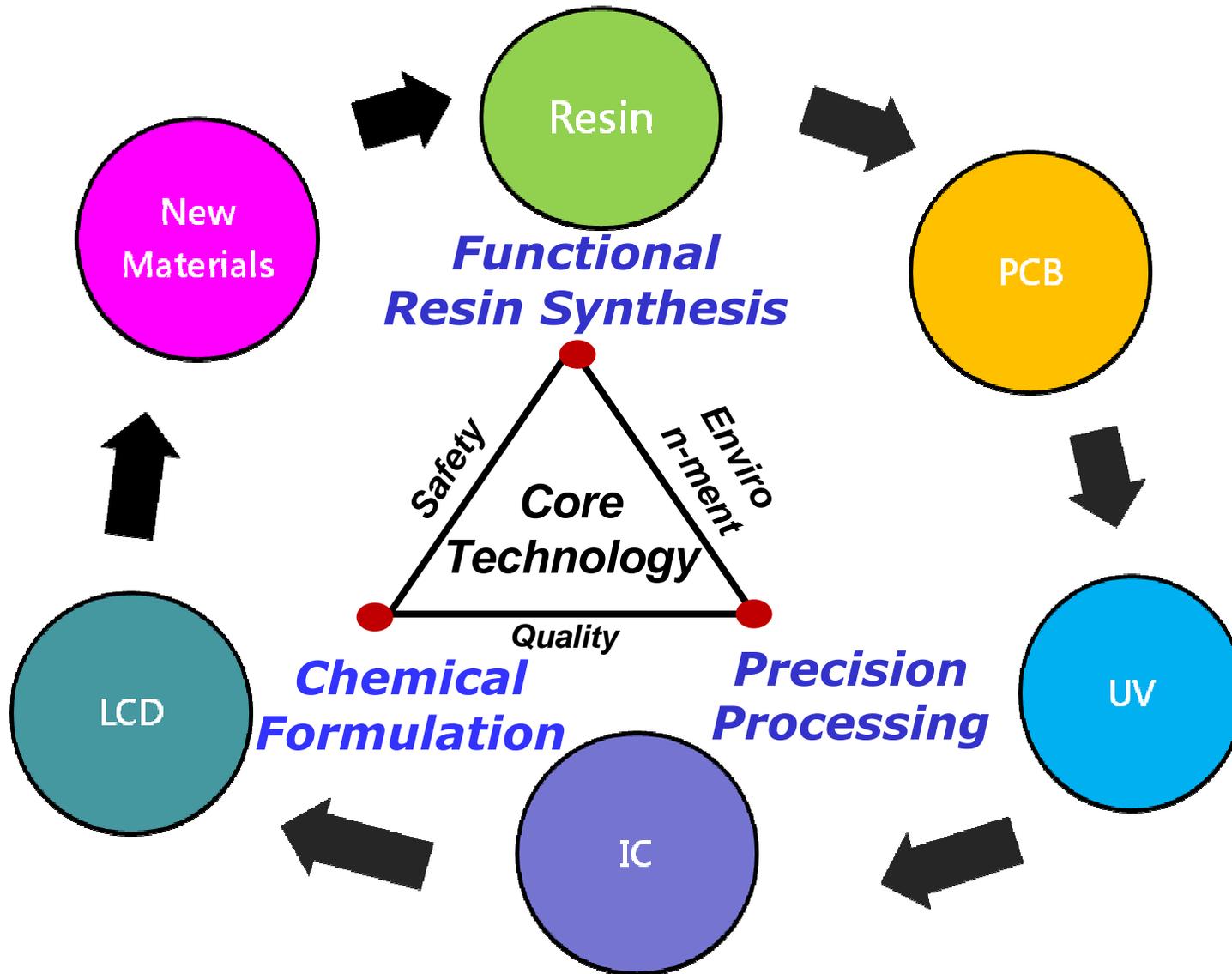
Introduction - Company Profile

- ◆ **Business: Electronic and Chemical Materials**
- ◆ **Founding: 1964**
- ◆ **Number of Production Sites: 25**
- ◆ **Number of Employees: 5088**
- ◆ **Capital: NTD 11.6 billion**
- ◆ **Revenue: NTD 38.7 billion**
- ◆ **Headcounts of Researchers : 600 (R&D expenditures accounted for 3.6% of sales revenue)**

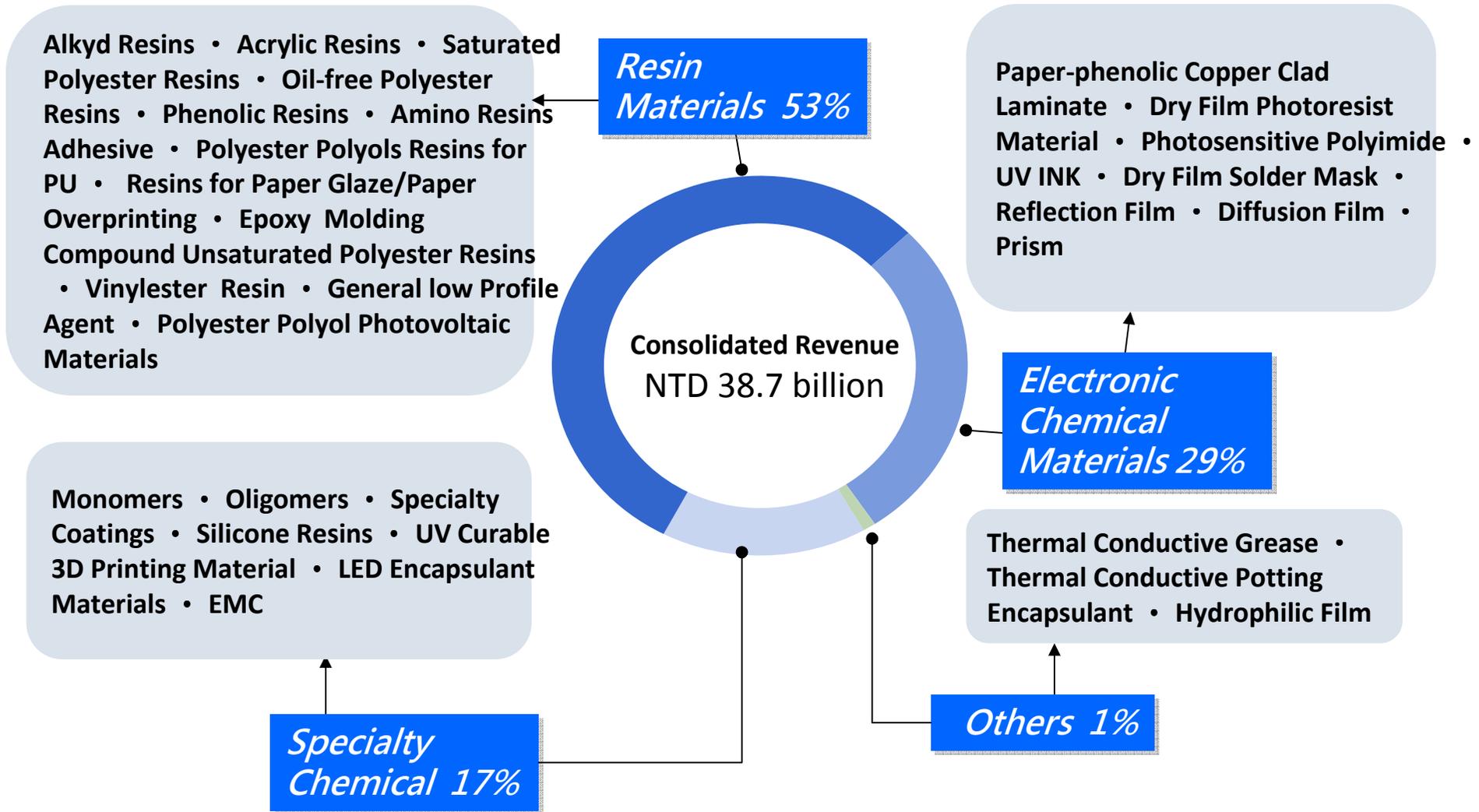
Introduction - History



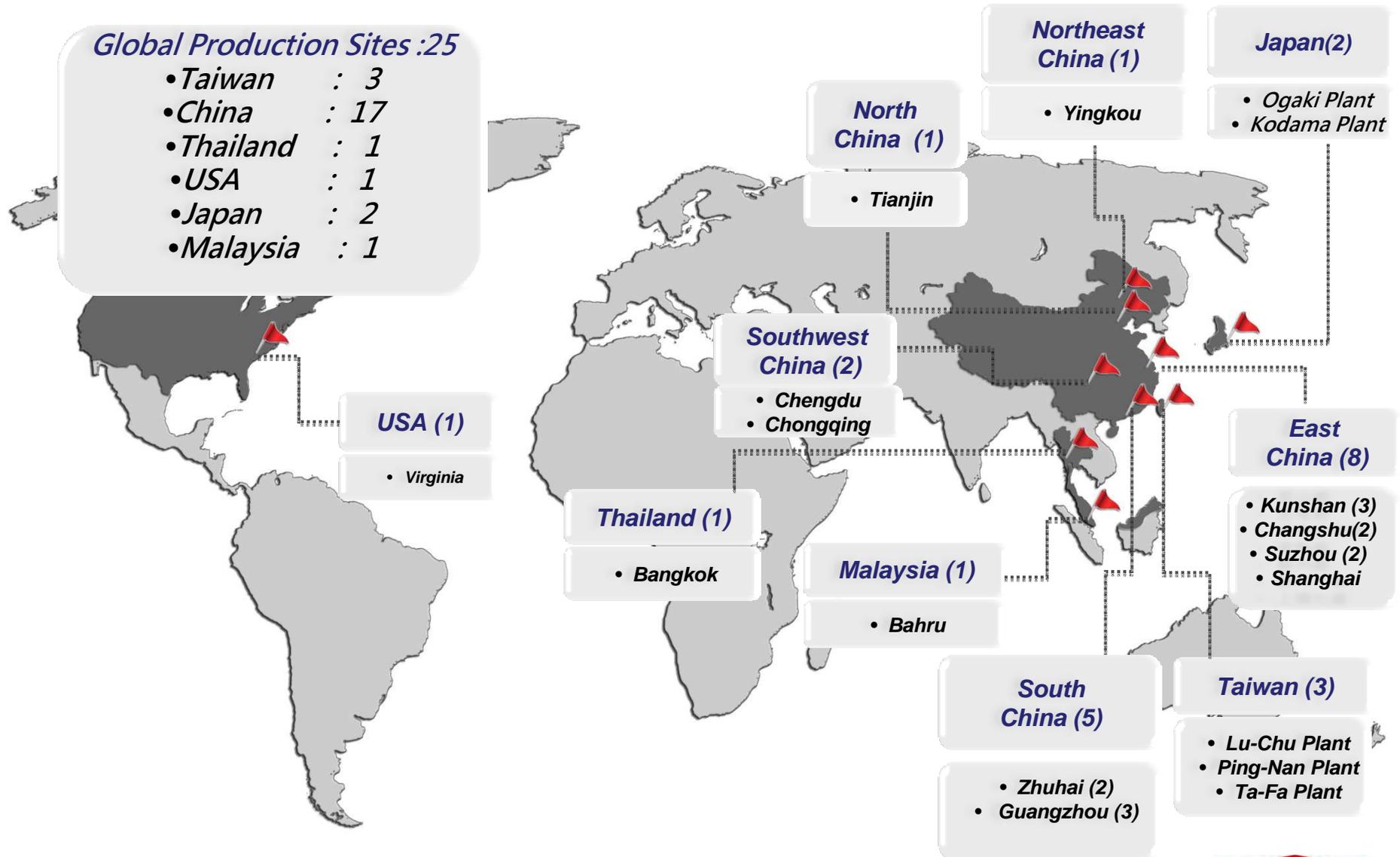
Introduction – Core Technology



Introduction – Main Product

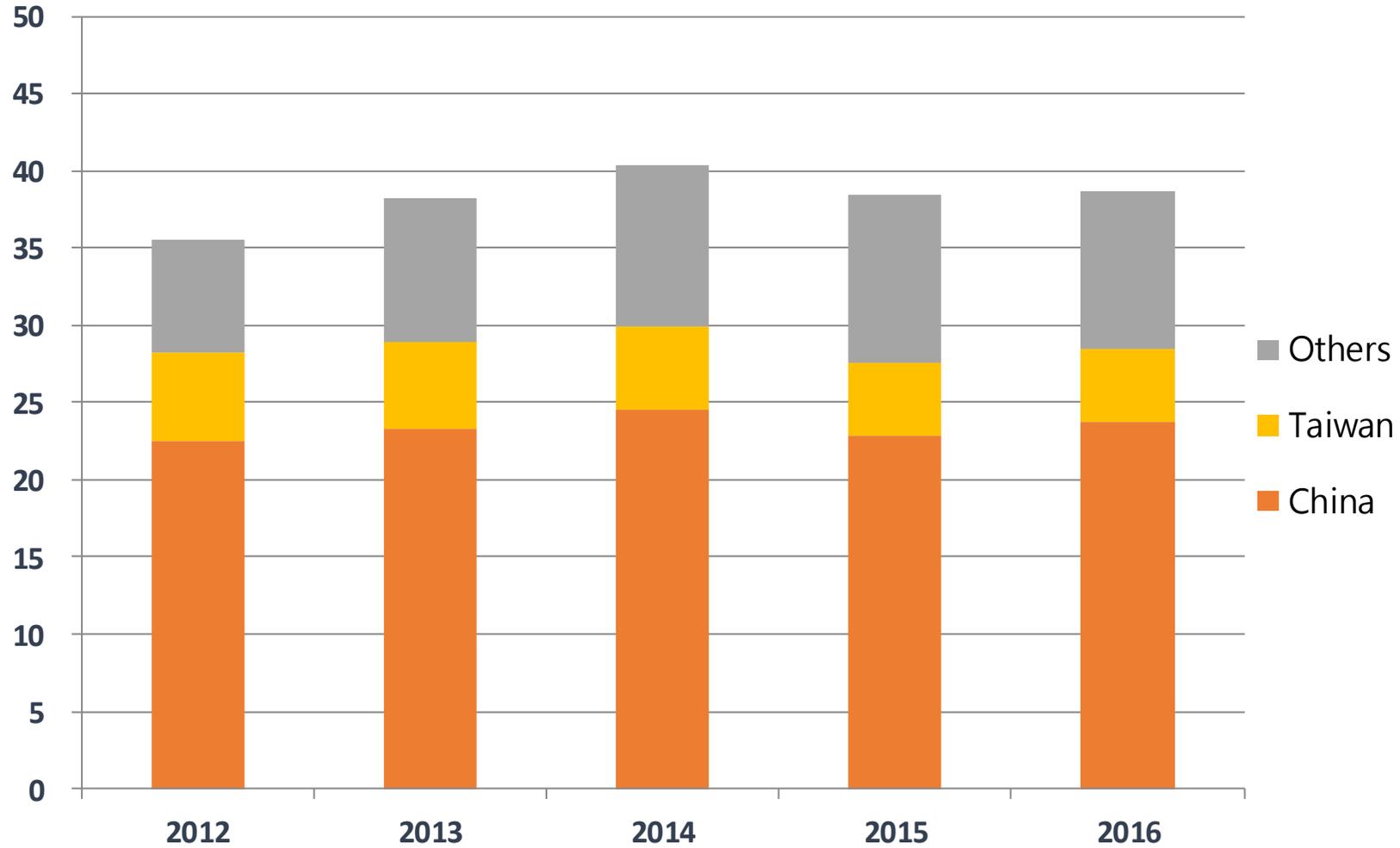


Introduction – Production Sites



Introduction – Global Revenue

(Unit : NTD billion)



Introduction – Financial Feature

Unit : NTD Million

Subject / Year	2014	2015	2016	2017H1
Net Sales	40,343	38,487	38,680	19,057
Gross Profit	7,780	8,747	8,582	3,410
Operating Expense	4,950	5,349	5,453	2,685
Operating Income	2,829	3,397	3,129	726
Net income	2,307	2,872	2,606	759
EPS	2.26	2.81	2.38	0.68

Introduction – Index Significance

1964 Established in Kaohsiung, Taiwan with capital of NTD 800,000

1988 Joint venture with DSM Resins BV and DSM Resins (Far East) Co., Ltd. established

1994 Company listed on the Taiwan Stock Exchange on March 31

1995 1st overseas plant established in China ,“Eternal Chemical (China) Co., Ltd.”

1996 In order to develop the Japanese market, “Eternal Chemical (Japan) Co., Ltd.” was established in Tokyo

1998 In order to expand R&D and technical service into China market, “Eternal Technologies (Shanghai) Co., Ltd.” was established

1999 “Eternal Technology Corporation (ETC)” established

2003 Set up Industrial Technology Innovation Center approved by Ministry of Economic Affairs

2008 Awarded "Long-Standing Enterprise for 40-year upward " by Ministry of Economic Affairs, R.O.C.

2009 Awarded “National Standardization Award” by Ministry of Economic Affairs, R.O.C.

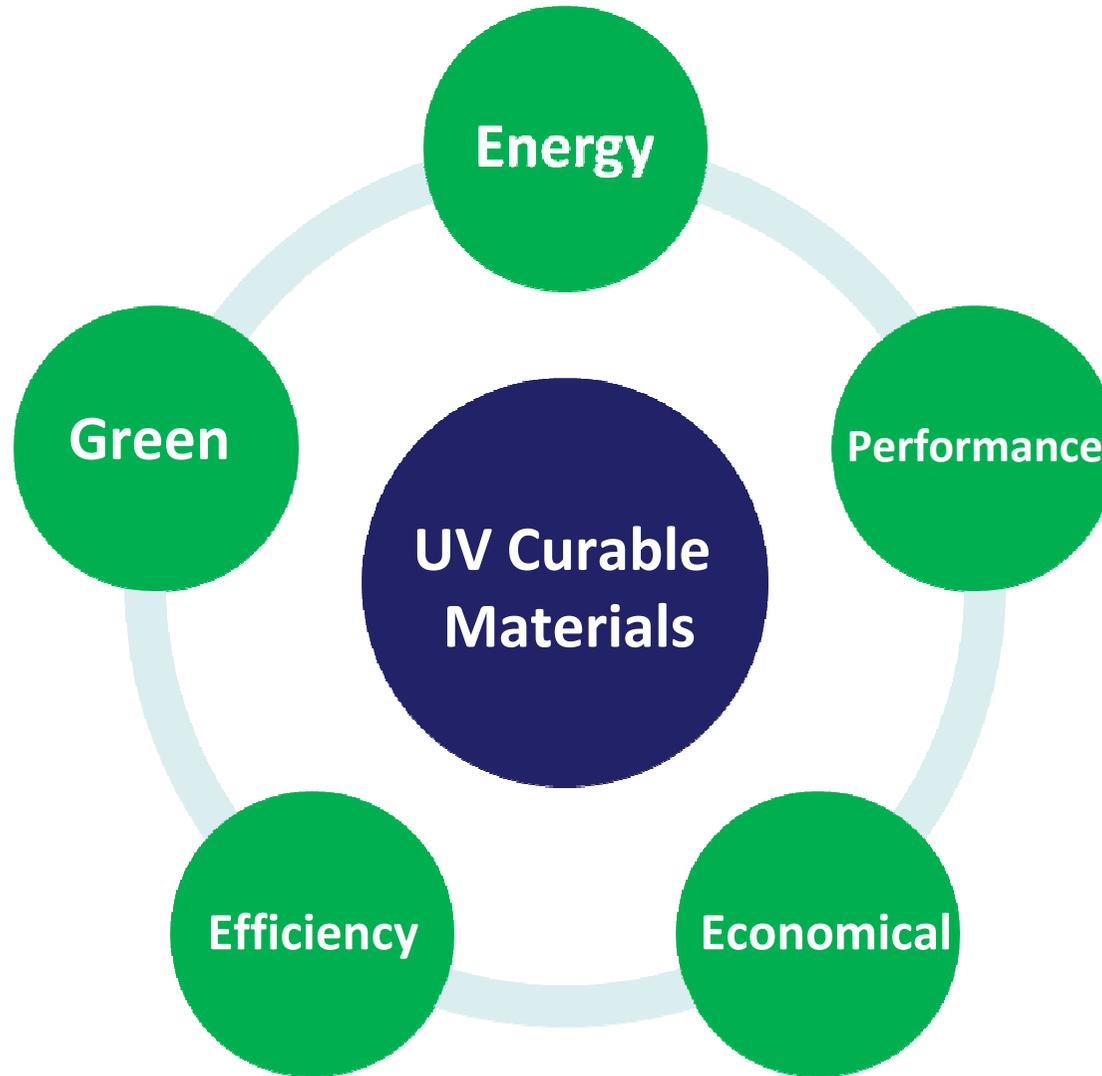
2010 Awarded Outstanding Enterprise Innovation Award by Taiwan Nanotechnology

2011 “Eternal (China) Investment Co., Ltd.” established

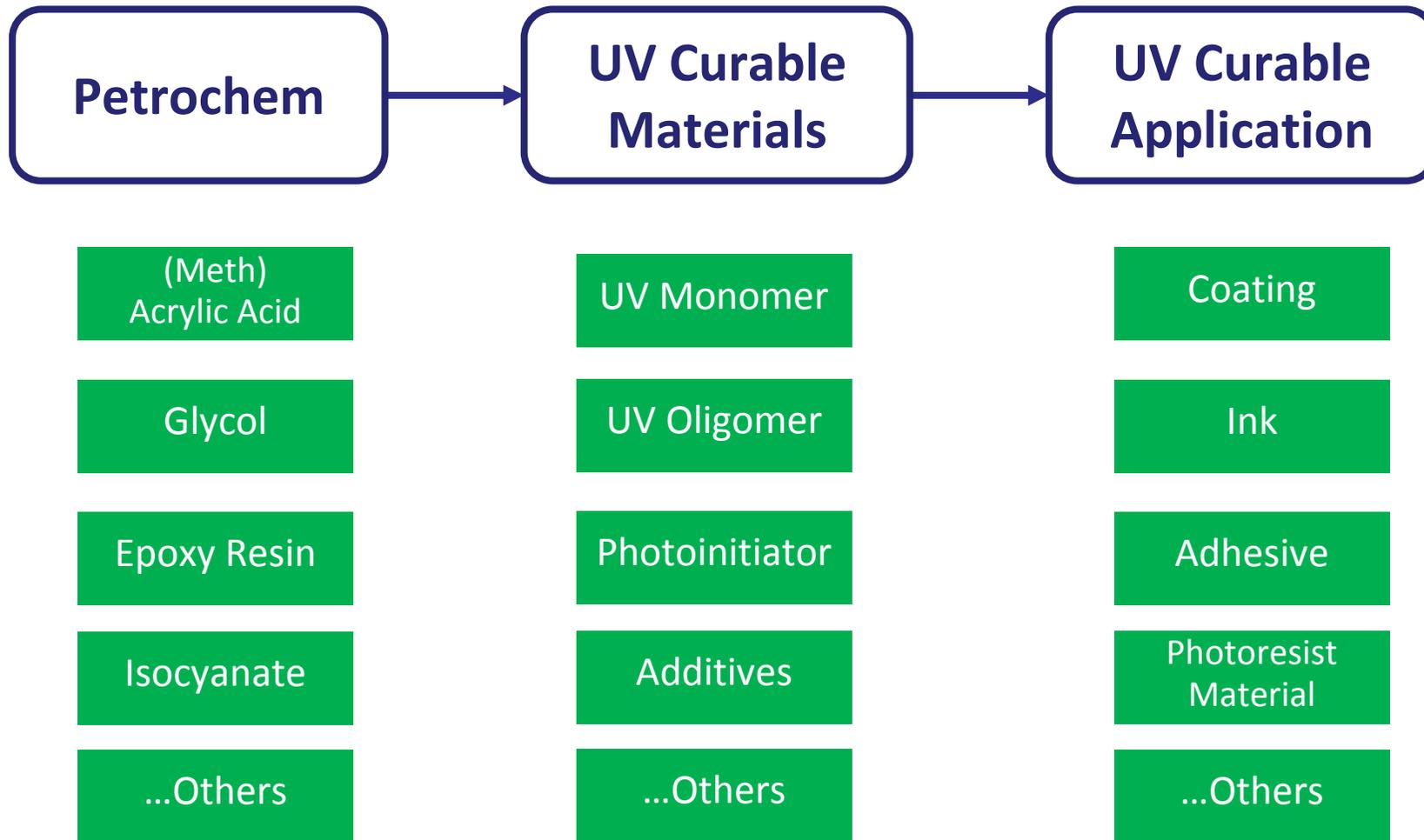
2013 Awarded “Taiwan Mittelstand Award” by Ministry of Economic Affairs, R.O.C.

2015 Awarded Talent Quality Management System(TTQS) enterprise version Gold Medal by Ministry of Labor, R.O.C.

UV Curable Technology – Feature



UV Curable Technology – Related Industries



UV Curable Technology – Ink

Printing /
Packaging



Printing



Decorating Film

UV Curable Technology – Coating

Cosmetic /
Appliance



Cosmetic



Appliance

UV Curable Technology – Coating

Flooring /
Furniture



Flooring



Furniture

UV Curable Technology – Coating

Automotive



Interior



Carlamp

UV Curable Technology – Electronics

PCB / LCD



Dry Film Photoresist Material



Optical Film

UV Curable Technology – Electronics

Touch Panel /
Disk



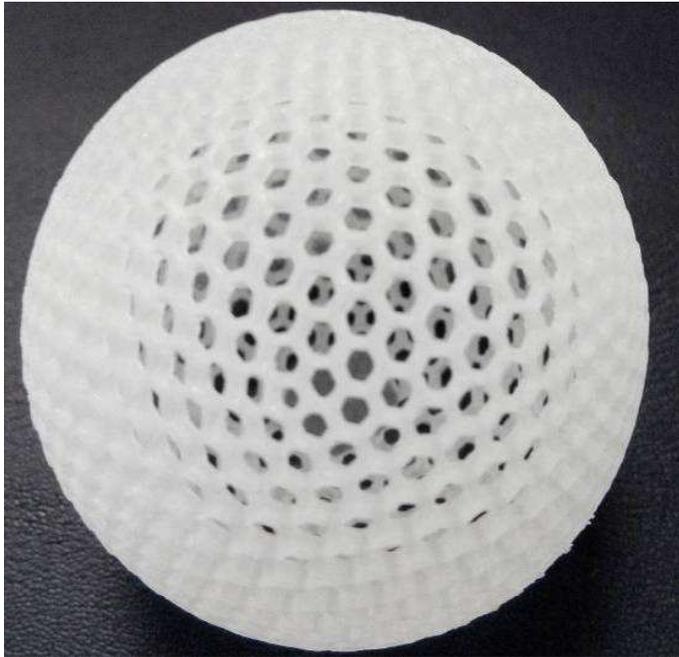
Touch Panel



CD/DVD

UV Curable Technology – Others

3D Printing /
Lens

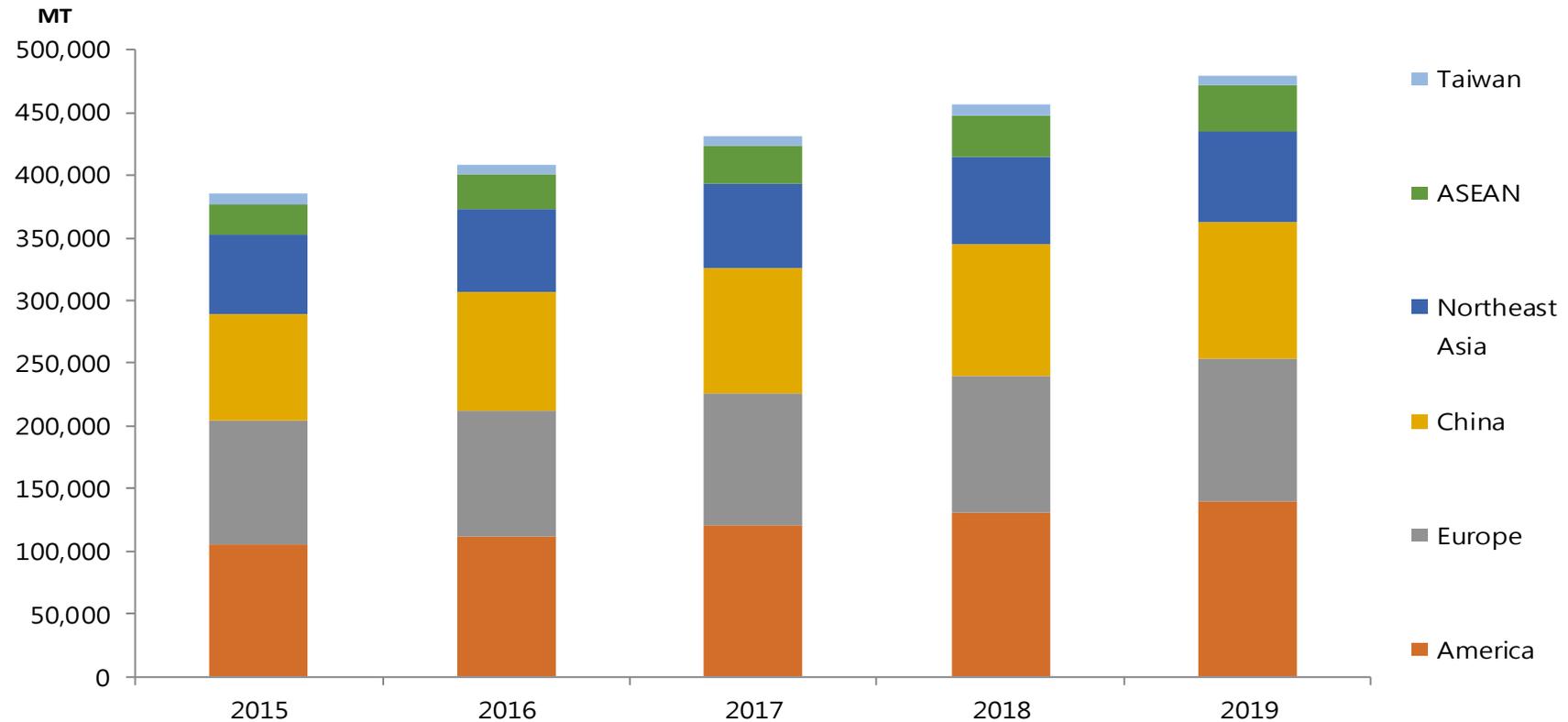


3D Printing



Lens

UV Curable Technology – Global Market



2017 Market demand: 430,000 Mt (100,000Mt in-house demand excluded)

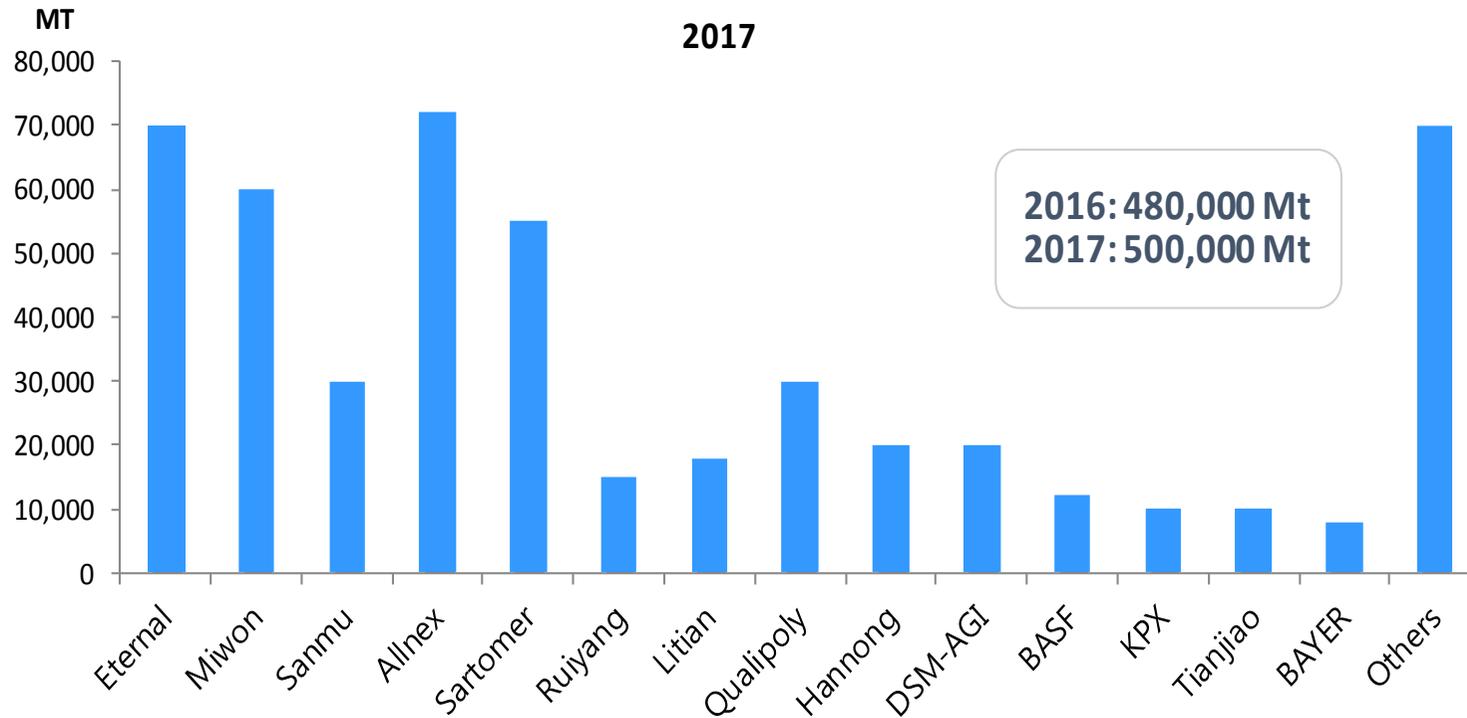
--North America: 120,000Mt & Europe: 100,000 Mt (+4~7%), about 52% globally

--China: 100,000 Mt (+7%), 23% globally

--ASEAN: 30,000 Mt (+10%)



UV Curable Technology – Global Supply



1. 2016 global supply is about 480,000 Mt
 Demand is about 410,000 Mt, Operating rate 85%

2. 2017 forecasted global supply is about 500,000 Mt
 Demand is about 430,000 Mt, Operating rate 86%

3. Others: About 70,000 Mt from 16 suppliers



UV Curable Technology – Capacity of Eternal

UV Materials (Capacity: 70,000 Mt/year)



Zhuhai



Luchu, Taiwan



Suzhou

UV Curable Technology – Capacity of Eternal

UV Coating (Capacity: 8,000 Mt/year)



Guangzhou

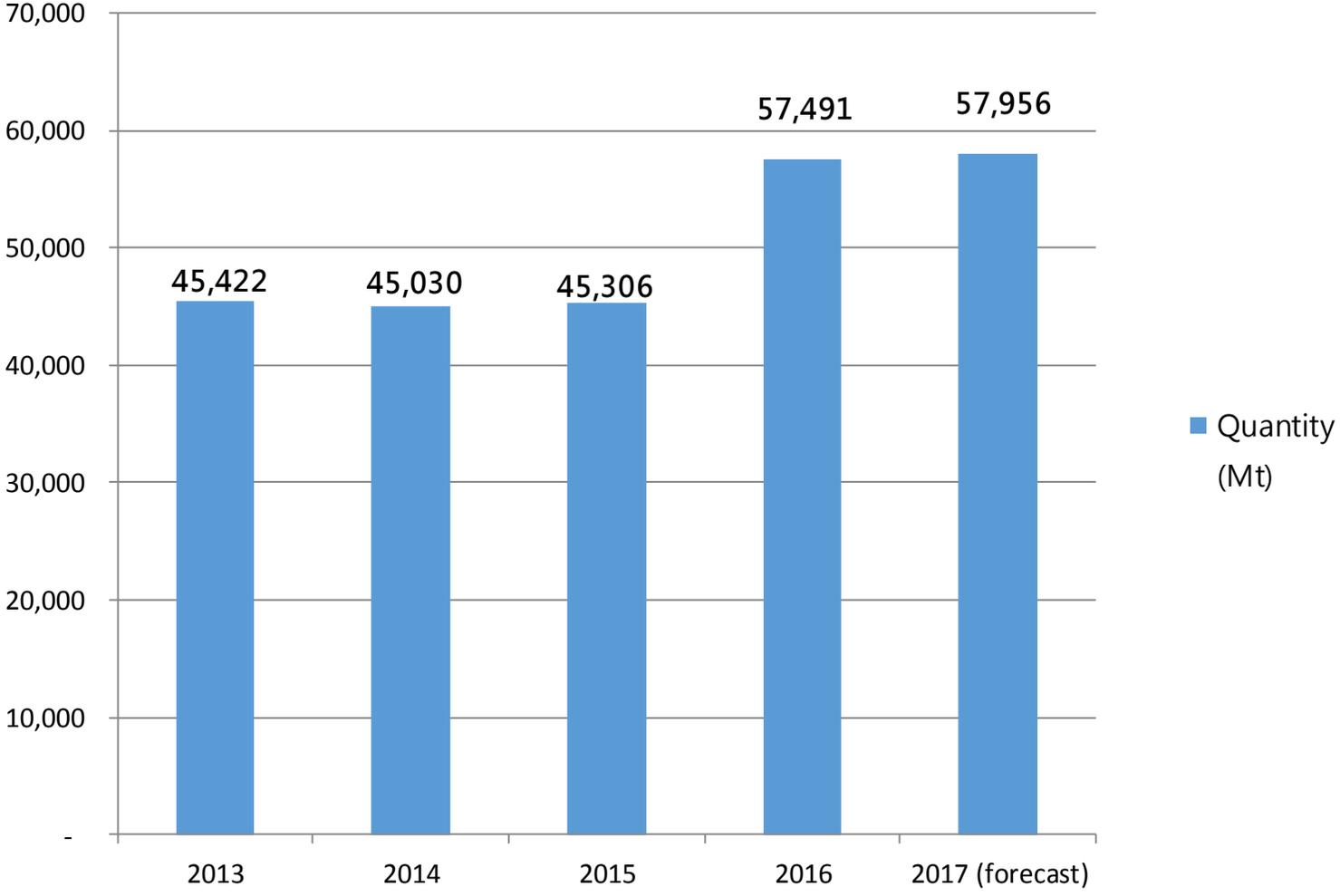


Luchu, Taiwan

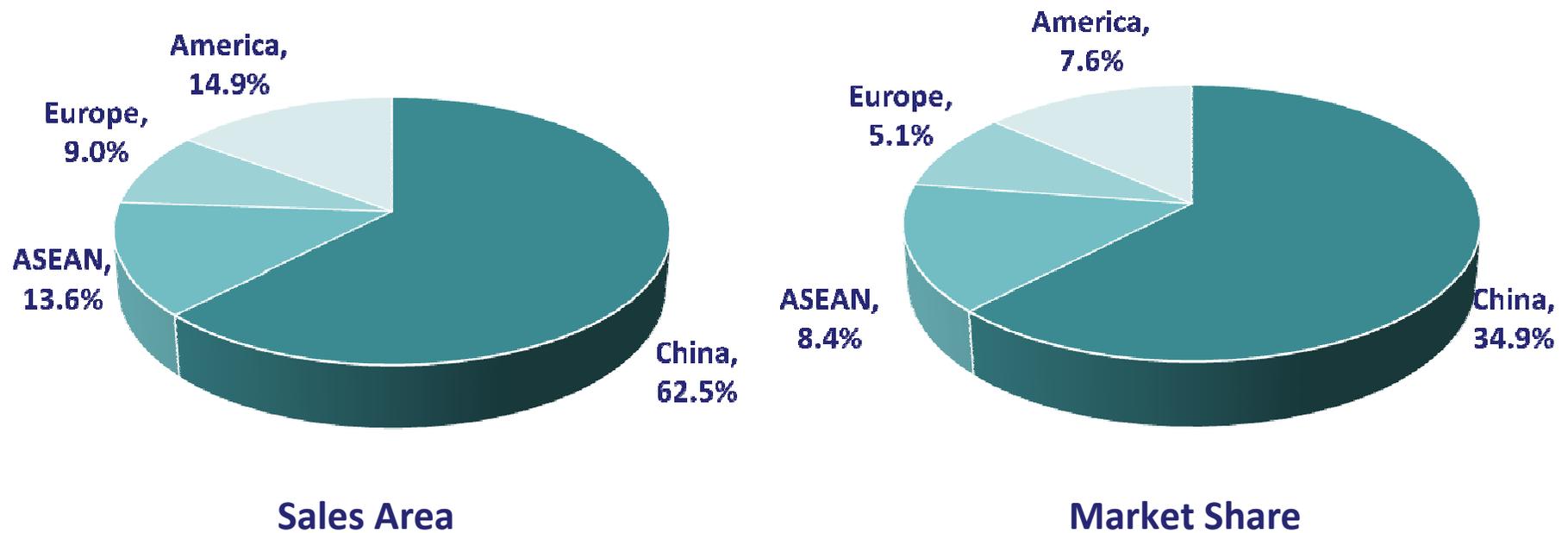


Shanghai

UV Curable Technology – Eternal Sales



UV Curable Technology – Eternal Market Share



UV Curable Technology – Future Development

◆ **Improving & Optimizing**
To increase 10,000Mt capacity
in Q4 2017

◆ **Novel Market & Application Development**
LED Curable
EB Curable
3D Printing

◆ **Exporting Expanding**
Latin America
South Asia
Nordic

◆ **Green & High Value Products**
Waterborne UV Materials
UV Hot Melt PSA
Electronics Adhesive

Q & A



807高雄市三民區建工路578號

TEL : +886-7-383-8181

FAX : +886-7-383-7952

E-mail : diamond_dai@eternal-group.com

Thank you !

