



東南水泥股份有限公司

SOUTHEAST CEMENT CORPORATION

# 2024 Q2 INVESTOR SEMINAR

Stock ID : 1110



# DISCLAIMER

**The contents discussed in this briefing and in the conferences are prepared based on existing information. Some of the financial or business-related information may contain descriptions about the Company's future prospects. These descriptions are prone to risks and uncertainties, and may lead to outcomes that are different from those described in this briefing.**

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- Company Highlights
- Operating Highlights
- Financial Highlights
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# Company Highlights

1

**December 28, 1956**

**Founder Mr. Chiang-Chang Chen founded Southeast Cement**

2

**October 1994**

**Shares listed on TWSE for trading**

3

**July 2003**

**New Product Water-quenched blast furnace slag**

4

**September 2023**

**Kaohsiung Port Terminal officially opened transformation into a distributor**

# Main Business Items

Cement and furnace slag  
Business

Land development  
Business

Ready-mix Concrete  
Business

Circular Economy  
Business



# Operating Highlights

Cement and furnace slag Business

Southeast cement

Unit:ton

Type	Production/Buy-in		Sales	
	Cement	Slag	Cement	Slag
2024/1-2024/6	196,354	79,649	229,982	80,759
2023/1-2023/6	267,788	96,949	288,143	89,255
Differential discrepancy	-26.68%	-17.84%	-20.18%	-9.52%

◎In 2023, the Company will cease the operation of its cement production facilities, and in September, the Kaohsiung Port Terminal No. 45 shipping terminal was officially opened, transforming into a cement distributor.

◎Sales regions: Southern region, with Kaohsiung, Pingtung and Tainan as the main sales targets, off-shore islands and the Central region.

# Operating Highlights

Land development  
Business

**Dong Nai Construction**

- ✎ The spirit of "satisfactory service is the supreme priority to guarantee quality with our own brand name"
- ✎ Kaohsiung, Pingtung, and Tainan areas to develop and invest in the construction of residential buildings and house.
- ✎ Two projects in Pingtung City have been built and completed for sale in 2017 and 2019.
- ✎ 80% of the 27-unit homes in the 2024 Pending Sales Program have been sold.

## Under construction

41 houses in the Dongan section in Dongshan District of Tainan city

Expected to obtain the use license in the third quarter of 2024.

140 households elevator residence in the Dalian section of Pingtung City

Expected to obtain the use license in the third quarter of 2024.

20 houses in the Wufu Section in Chaozhou Township of Pingtung City

IN 2024 has been declared as the start of construction.



# Operating Highlights

Land development  
Business

**Dong Nai Construction**

## Planning cases

16 houses in the frontage area and 128 households elevator residence in the west section of New Hougang in Renwu District of Kaohsiung City.

Construction is expected to commence in 2025.

144 households elevator residence in the Fu Chun Section in Chaozhou Township of Pingtung County

Construction is expected to commence in the 4th quarter of 2024.



# Operating Highlights

Land development  
Business

Southeast Milo  
International

- Revitalization of 16,129.6 ping of owned land in Kaohsiung Asia New Bay Area
- The overall planning is divided into  
**Area A (on the side of Fuxing Road)**  
Establishment of outlets by major retailers  
**Area B (on the side of Chenggong Road)**  
12 large two-storey stores with flat parking lots
- The operation focuses on commercial space development.  
Store mode will be toward the development of independent individual stores in the future.

# Operating Highlights

Ready-mix Concrete Business

Southeast Topgood Resources Recycling

## Kaohsiung Factory

Unit:cubic meter

	Production	Sales
Type	Ready-mix Concrete	
<b>2024/1-2024/6</b>	<b>125,944</b>	<b>125,165</b>
<b>2023/1-2023/6</b>	<b>56,549</b>	<b>45,518</b>
Differential discrepancy	<b>122.72%</b>	<b>174.98%</b>

# Operating Highlights

Circular Economy Business

Southeast Topgood Resources Recycling

## ♻️ Dafa Factory

- Receiving general industrial waste.
- The recycled concrete granule products are produced and then handed over to the Kaohsiung factory to be manufactured into CLSM and other cement products.



- It is expected to complete the plant construction and equipment introduction in the fourth quarter of 2024 and then apply for trial operation.
- It will be put into production in the first quarter of 2025 after obtaining the operating license.

# Financial Highlights

## Consolidated income statement

Unit: thousand dollars

	2024/1- 2024/6	2023	2022	2021
Operating revenues	1,181,516	2,273,518	1,794,015	1,846,785
Gross profit	195,106	203,879	121,279	134,568
Operating profit	137,077	59,378	(31,499)	12,054
Current net income	114,170	156,053	108,124	133,811

Unit: thousand dollars

	2024/1- 2024/6	%	2023	%	2022	%	2021	%
Cash and cash equivalents	266,127	2.1%	287,887	2.4%	296,374	2.5%	419,504	3.8%
Notes and accounts receivable	698,800	5.6%	604,211	5.1%	374,887	3.1%	341,504	3.1%
Inventory	1,344,427	10.8%	1,188,767	10.1%	1,016,152	8.5%	841,074	7.7%
Current assets	2,736,307	22.1%	2,485,708	21.0%	2,486,102	20.7%	2,053,373	18.7%
Total assets	12,404,924	100.0%	11,821,562	100.0%	11,989,689	100.0%	10,958,500	100.0%
Short-term borrowing	1,220,000	9.8%	898,000	7.6%	1,530,000	12.8%	1,240,000	11.3%
Accounts payable	252,399	2.0%	263,293	2.2%	250,786	2.1%	194,523	1.8%
Current liabilities	2,066,813	16.7%	1,740,711	14.7%	2,381,025	19.8%	1,683,431	15.4%
Non-current liabilities	1,116,406	9.0%	1,055,613	8.9%	881,996	7.4%	564,360	5.1%
Total shareholders' equity	9,221,705	74.3%	9,025,238	76.4%	8,726,668	72.8%	8,710,709	79.5%

# Financial Highlights

Consolidated  
balance  
sheet

# Financial Highlights

## Consolidated revenue performance

Unit: thousand dollars

	2024/1-2024/6	2023/1-2023/6	Annual growth (decline)
Operating revenues	1,181,516	1,143,437	3.33%
Gross profit	195,106	147,053	32.68%
Operating profit	137,077	72,382	89.38%
Other income/expenses	(247)	26,802	(100.92%)
Pre-tax profit	136,830	99,184	37.96%
Current net income	114,170	84,795	34.64%
Other comprehensive income - current	196,863	148,164	32.87%
Total comprehensive income - current	311,033	232,959	33.51%
Net profits attributable to shareholders of owners of the parent	87,886	101,031	(13.01%)
Net profits attributable to non-controlling interests	26,284	(16,236)	261.89%
Earnings per share	0.15	0.18	(16.67%)
Closing outstanding shares(thousand shares)	572,000	572,000	-



# Financial Highlights

Consolidated  
financial analysis  
for the most recent  
year

	2024/1-2024/6	2023/1-2023/6
Debt Asset ratio (%)	25.66%	28.60%
Current Ratio (%)	132.39%	130.74%
Return on Assets (%)	1.06%	0.83%
Return on equity (%)	1.25%	0.96%
Profit margin (%)	9.66%	7.42%
Earnings per share (NTD)	0.15	0.18



# Corporate Carbon Reduction and Sustainable Operation

Cement clinker made in-house by the M01 process was stopped and purchased instead, significantly reducing carbon emissions by approximately 570,000 metric tons per year.

Through the SME Accelerated Investment Program of Small and Medium Enterprise and Startup Administration Ministry of Economic Affairs, the Subsidiary is one of the enterprises that are committed to the reduction of carbon emissions.

Estimated 1041KW of rooftop solar power systems to be built. Estimated total annual electricity generation 1,139,884KW.

2017

2021

2022

2023

2024

2050  
Net Zero  
Emission

Built a rooftop solar power system of 640KW and has generated 1,810,025 kWh of electricity by the second quarter of 2024.


Stopping the production of cement and switching to the sale of purchased cement products in bulk and packaging will reduce carbon emissions by about 19,000 tons per year.

# Corporate Carbon Reduction and Sustainable Operation

Southeast Topgood Resources Recycling Recycled Products

## Low-carbon air-cooled blast-furnace slag concrete

- Cooperated with CSC in the R&D of new low carbon concrete proportioning to reduce carbon emissions from concrete
- Air-cooled blast-furnace stone is a recycled material that replaces natural resource materials
- Comply with the principles of circular economy and reuse with carbon reduction ratio as high as 25~45%
- The project results have been applied to the construction of the United Steel Engineering-Yanbei section of the building
- Obtained CETES certification from Taiwan Construction Research Institute
- The research results have been published in the first quarter of 2024 in the journal "Concrete Technology"




財團法人台灣營建研究院  
中華民國營建科技審查制度  
認可登錄證明書  
茲證明


東南高良綠色氣冷高爐石混凝土

申請 CETES 驗證  
經核與本院  
中華民國營建科技審查制度  
之規定相符予以認可登錄  
認可登錄範圍如附錄

原始登錄日期中華民國 113 年 4 月 2 日  
本證明書有效期限至中華民國 116 年 4 月 1 日  
證明書編號： (113)營建產證 002 號



認可登錄  
REGISTERED

院長 

本證明書與附錄頁分開使用無效

中華民國 113 年 4 月 2 日

Q&A



THANKS!