# **Investor Conference**





2019/12/18



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- 1 L&K Introduction
- **2** Operational Summary
- 3 Strategy and Prospect
- 4 Financial Summary

# L&K Introduction

Innovation. Leadership. Professionalism. Waste Reduction. Responsibility

In the past, we got a foothold in Taiwan.

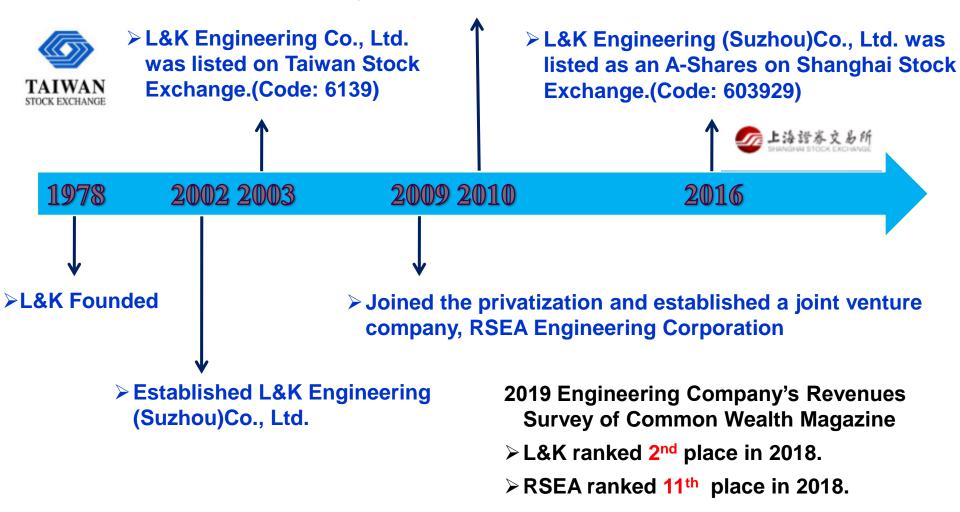
Nowadays, we strive to expand our business in China.

Future, we expect to service the whole Asia.



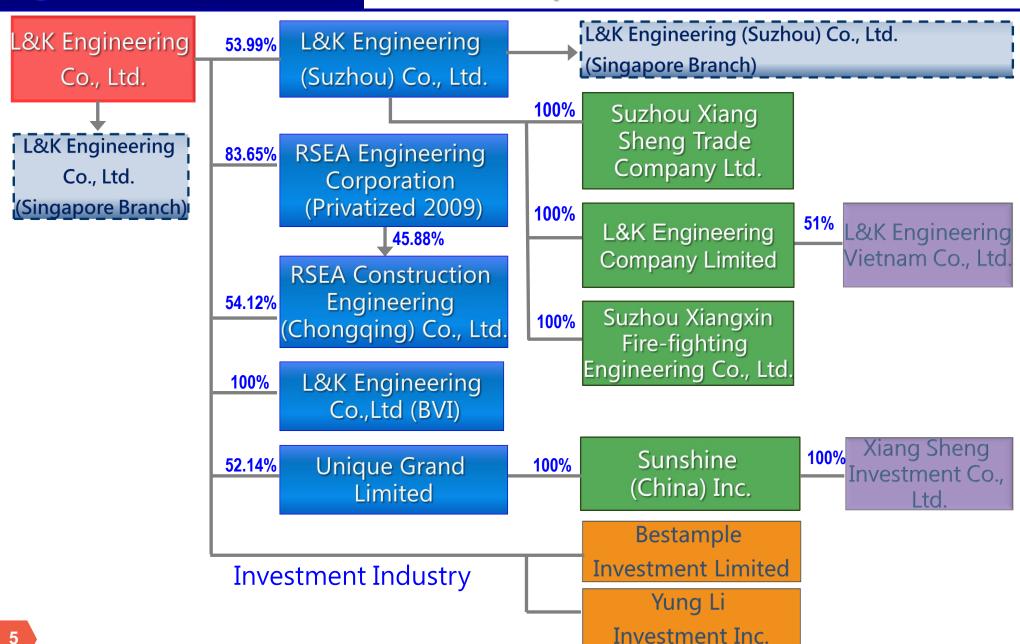
# History & Chronicle

➤ Established Unique Grand Limited in Hong Kong and reinvest Sunshine (China) Inc.





# **L&K Group and Affiliates**





### **L&K Group Introduction**

#### Company

• L&K Engineering Co., Ltd.

#### RSEA Engineering Corporation

• L&K Engineering (Suzhou) Co., Ltd.

• Sunshine (China) Inc.

#### **Founded**

- Founded by Yao Chu Shiang (Kenneth Yao) in 1978
- Listed on Taiwan Stock Exchange in 2003
- Stock Code 6139

- Fouded by Veterans Affairs Commission of Executive Yuan, R.O.C in 1956
- Joint-venturing with L&K Engineering Co., Ltd. in Nov. 2009
- Founded by Yao Chu Shiang (Kenneth Yao) in 2002
- Listed as on Shanghai Stock Exchange in 2016
- Stock Code 603929

 Reinvested through Unique Grand Limited by L&K Taiwan in 2010

#### Capital

- NT\$ 3.5 billion dollars
- Paid-in Capital is NT\$ 2.255 billion dollars
- NT\$ 5 billion dollars
- Paid-in Capital is NT\$ 3.228 billion dollars
- CNY \$ 213.36 million dollars

USD \$99.8 million

#### Service Area

- EPC Turnkey (Design, Procurement, Construction)
- Clean room Construction and Products Manufacture
- Comprehensive Construction Enterprises of Category A (綜甲H字第B01417-000號)
- EPC Turnkey
- MEP Installation Class 1
- Development and construction of tourist facilities
- Natural ecological science and engineering research and development
- Development and research of energy saving technologies for green resources
- Corporate and Engineering Management
- Environmental Protection Information Service

#### **Employee**

- 394 employees (as of November 2019)
- 902 employees (as of November 2019)
- 634 employees (as of November 2019)
- 23 employees (as of November 2019)

#### **Telephone**

· +886-2-2691-9099

· +886-2-8691-7366

· +86-512-67027000

+86-028-67778813

Official Website

- http://www.lkeng.com.tw
- http://www.rseaec.com.tw
- · http://www.lkeng.com.cn
- http://www.igarden.cn



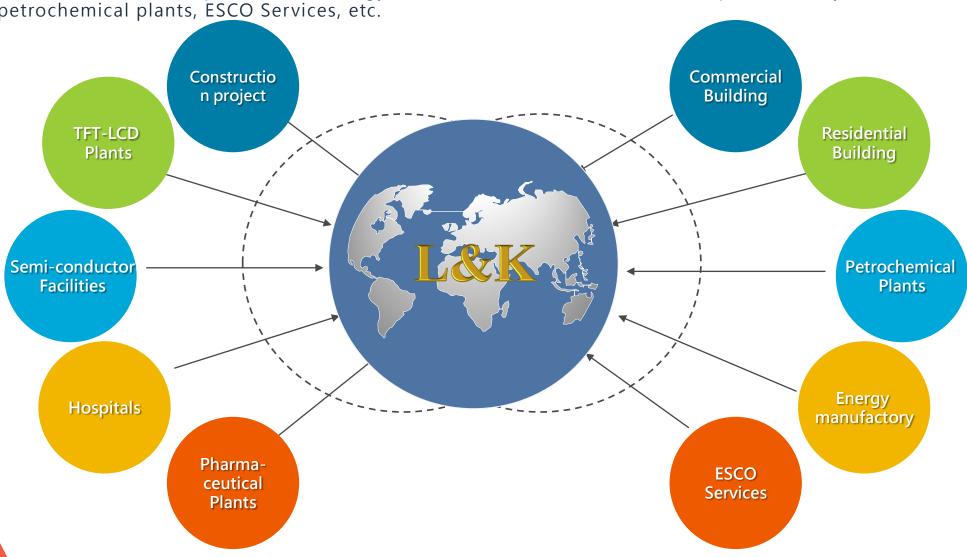
### **Location of Subsidiary and Branches**





#### **Market and Industries**

L&K's more than 41 years engineering experiences, and we have progressively expanded our scope of service which is including hospitals, Pharmaceutical Plants, commercial building, residential building, solar cell and module plants, solar energy, semiconductor facilities, TFT-LCD plants, Utility Plants, petrochemical plants, ESCO Services, etc.





### **Scope of Expertise**

Civil

Civil, Structure, Architect, Decoration Work



HVAC System, Mechanical System, Electrical System, Piping System,

Fire Protection System, Water Supply and Drainage System, Security, Control and Monitoring System



(Exhaust)



(CUB area)



HVAC System, Mechanical System, Electrical System, Fire Protection System, Water Supply and Drainage System, Security, Control and Monitoring System



Process Exhaust System, Process Vacuum System, Cooling Water System, Waste Water Treatment System, Pure and Ultra-pure Water System, Gas Distribution System, Chemical Dispensing System



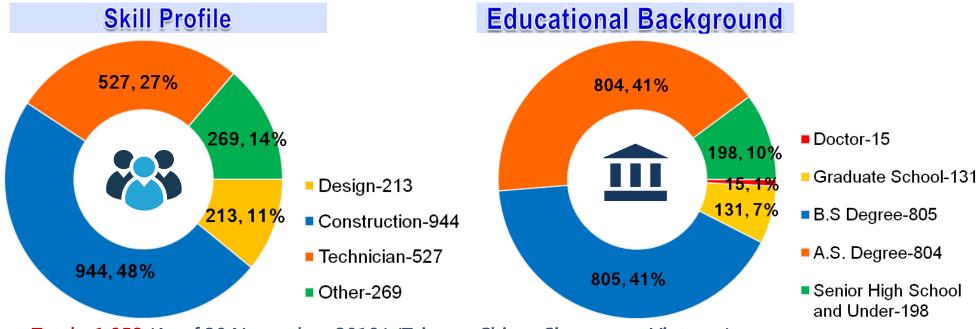
(PCW system)



(HOOK UP)



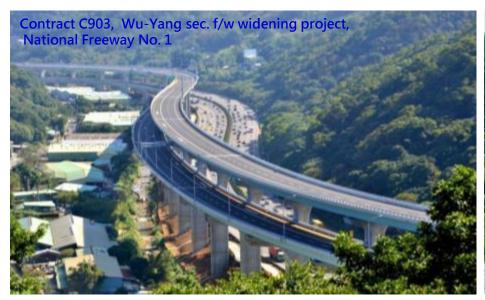
# **Employee Skill Profile- L&K Group**



■Total: 1,953 (As of 30 November, 2019) (Taiwan+China+Singapore+Vietnam)

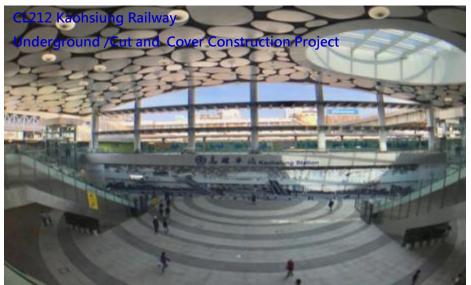
Registered Professionals in Taiwan		Registered Professionals in China	Registered Professionals in Singapore	
•Civil engineer-10	Level A technician for for Occupational safety management-1	•Senior Engineer-16	Certificate in Building Information	
•Hydraulic engineer -1	<ul> <li>Level A Technician for Refrigeration &amp; Air Conditioning Installation &amp; Repair-1</li> </ul>	•Intermediate Engineer-1	Modeling (BIM) Management- 1	
•Environmental engineer-1	Level A technician for construction engineering-8	•Engineer-61	Certificate in Construction	
•Geotechnical engineer-4	Level A technician for architecture engineering-1	•Associate Constructor-17	Productivity Management - 1	
•Structural engineer-3	• Level A Survey engineer-2	•Safety Officer-207	Construction Safety Course for	
•Licensed HVAC Engineer-4	<ul> <li>Level A Qualified certificate for exclusive personnel of waste water treatment-2</li> </ul>	•Certified Safety Engineer-10	Project Managers -1	
•Fire Protection Equipment Engineer-2	<ul> <li>Level A Qualified certificate for exclusive personnel of air pollution prevention-1</li> </ul>	•Constructor-27	Building Construction Safety	
•Licensed Mechanical Engineer-1	• Level A Qualified certificate for technical personnel of waste treatment-2	•Senior Accounting Certificate-1	Supervisor Certs 3	
•Class I Certified Occupational Safety Specialist-10	Level A Qualified certificate for technical personnel of waste disposal-3	•Intermediate Accounting Certificate-5		
•Class I Certified Occupational Hygiene Specialist -6	Class A Electrician-16	•Economist-5		































相片來源:潘冀聯合建築師網站











Fujian Jinhua Integrated Circuit Co., Ltd.
Fujian Jinhua integrated circuit memory production project CR Project
Package A & Process Pipeline Package & HOOK UP Project







































UBI Pharma Inc. (YANGZHOU) MEP & CR Project
United BioPharma Inc. (YANGZHOU) MEP & CR Project



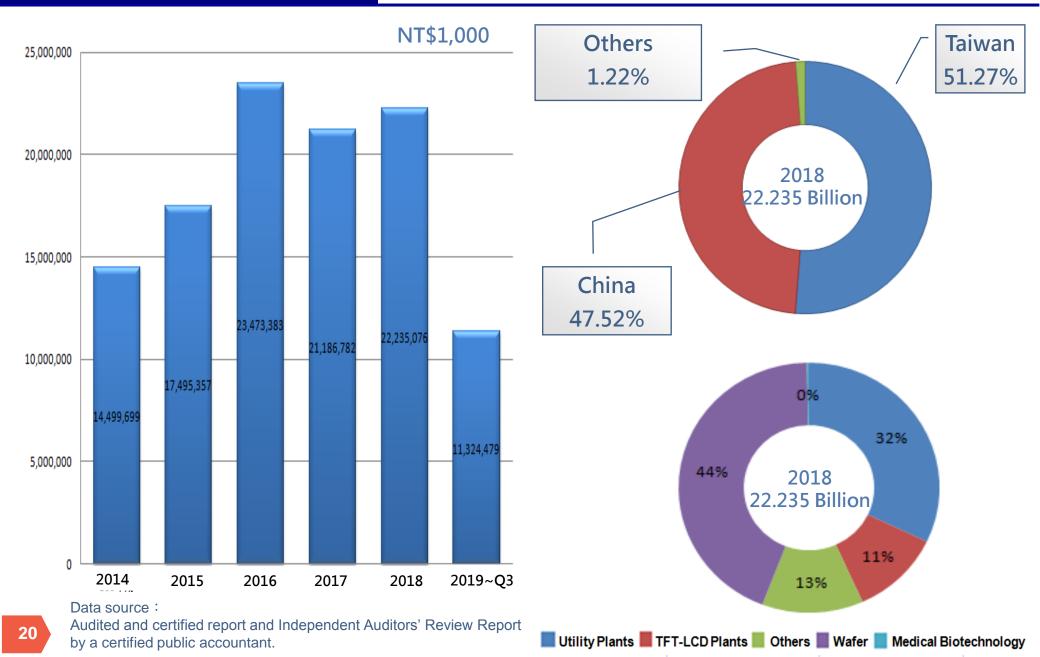


# **Operational Summary**

Design · Procurement · Construction · Performing · After-sales Service ...

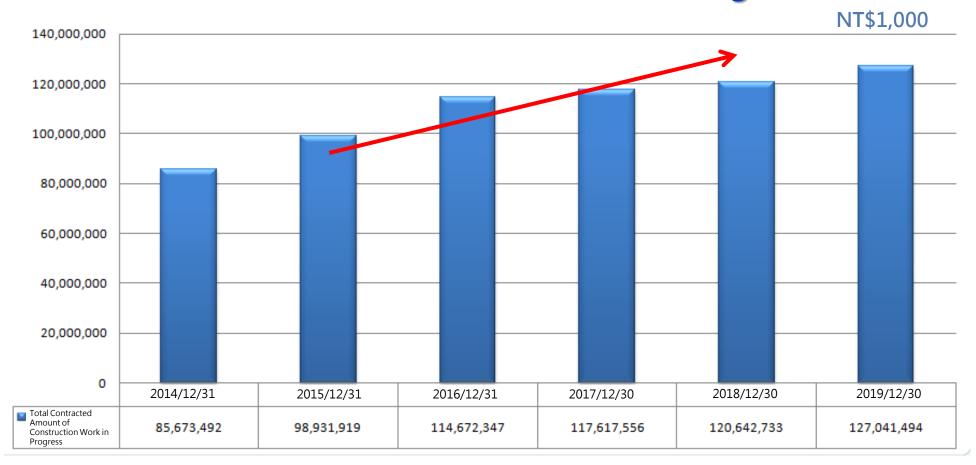


#### **Consolidated Revenue and Distribution**





#### Total Contracted Amount of Construction Work in Progress



- ◆ From January 2019 to September 2019, the total amount of new contracts is NT\$19.279 billion.
- ◆ The total contracted amount of construction work in progress is NT\$127.041 billion. (as of September 30,2019)
- ◆ The balance of not under construction contracts is NT\$46.266 billion. (As of September 30, 2019)

#### Data source:

Audited and certified report and Independent Auditors' Review Report by a certified public accountant.



# Major ongoing project –Taiwan

Client	Project
1.Utility Plants -Mass Rapid Transit Project	
Department of Rapid Transit Systems, New Taipei City	San-Ying Line MRT Project(D&B)
South District Project Office, Department of Rapid Transit Systems, Taipei City Government	Wanda-Zhonghe-Shulin Line Project Phase 1 Contract No.CQ850
Land Transport Authority (LTA) Singapore	Construction of Mount Pleasant Station and Tunnel for Thomson Line T215
2.Utility Plants -Construction Project	
New Construction Office, Public Works Department, Taipei City Government	General Building and Underground Parking Lot Project ,Taipei Jingmei Girls High School
Taiwan Life Insurance Co., Ltd.	Main Contractor Project Of Taipei City Nangang District Jingmao Section Land serial no.15 Superficies
Taiwan Obayashi Corporation · Farglory Construction · Obayashi Corporation Taiwan Branch Joint Venture	Taipei Dome Complex-Large Indoor Stadium Project - Mechanical & Electrical Construction
3. Utility Plants - Professional Equipment Project	
East District Project Office, Department of Rapid Transit Systems, Taipei City Government	Taipei Performing Arts Center Theater Equipment Phase One 〈TP4〉
4.Utility Plants - Railway/ Highway Project	
Railway Reconstruction Bureau, Ministry of Transportation And Communications.	CL212 Kaohsiung Railway Underground Project
Railway Reconstruction Bureau, Ministry of Transportation And Communications.	CL212 -1 Kaohsiung Railway Cut and Cover Construction Project
Railway Reconstruction Bureau, Ministry of Transportation And Communications.	CONTRACT CE02, Civil Engineering of Railway Technology Research and Verification Center



# Major ongoing project –Taiwan

Client	Project
5. Utility Plants - Others	
Southern Region Water Resources Office, WRA, MOEA	Nanhua Reservoir Prevent silt tunnel project
Taiwan Power Company	Talin Power Plant Renewal Project-Coal Storage Silo System(D&B)
CPC Corporation, Taiwan	Engineering, Procurement Construction and Commissioning Project for Full Containment LNG Storage Tanks of Taichung LNG Plant Phase II Expansion Project
6. Semi-conductor Facilities	
Taiwqn Apple LLC, Taiwan Branch	LY3 Expansion Project
Taiwan Semiconductor Manufacturing Company Limited	F15 P7 MEP Package
Taiwan Semiconductor Manufacturing Company Limited	F18 P1/P2/P3 Underground Piping System & Earthwork Digging and Filling Project
United Microelectronics Corporation	8CD WAT C/R Expansion Project
Nanya Technology Corp.	NTC FAB 3AN Phase 9.1 Cleanroom Expansion Project
Macronix International Co., Ltd.	FAB 5 Expansion MEP Project of Facility System
Macronix International Co., Ltd.	FAB5 BAY29/30 Cleanroom Construction Project
Winbond Electronics Corp.	Phase 1 MEP Construction Project of Kaohsiung Plant



# Major ongoing project – China & overseas

Client	Project
1. Wafer Industry	
Zhen Ding (Qinghuangdao) Technology Holding limited Zhen Ding Tech.	Qinhuangdao A08 extension (Phase II, Architecture project)
Fujian Jinhua Integrated Circuit Co., Ltd.	JHICC 20K HOOKUP-ELEC/HVAC/WW
SMIC integrated circuit manufacturing (ShangHai) Co Ltd.	.,2019 Fab8 P2 Power Phase II-System Expansion PCW/PV/HV
Wuhan Xinxin Semiconductor anufacturing Co.,Ltd.	Wuhan Xinxin National Memory Base Project (Phase I) Stage II Project- Gasification Pipeline Project (VMB / VMP Expansion Project)
Changjiang Storage Technology Co., Ltd.	Wuhan Xinxin Semiconductor Manufacturing Corporation General Distribution Package P1-2
Wuhan Hongxin Semiconductor Manufacturing Co.,Ltd.	Wuhan Hongxin Semiconductor Manufacturing Co.,Ltd. Clean room system engineering
Wuhan Hongxin Semiconductor Manufacturing Co.,Ltd.	Wuhan Hongxin Semiconductor Manufacturing Co.,Ltd. General electromechanical system engineering
Semiconductor Manufacturing International Corporation	Tianjin Zhongxin Tiandome Expansion Project Power Engineering
SICC Materials Co., Ltd.	Construction of Enclosure Structure and MEP Installation in the Expanded Processing Area
Innotron Memory Co., Ltd.	Hefei Changxin 12" Wafer CP Production Process Machine Installation and Secondary Metering Project
TSMC China Nanjing Company Limited	Chiller Machine Room Expansion Project



# Major ongoing project – China & overseas

Client	Project
2. Panel Industry	
Mianyang HKC Optoelectronics Technology Co.,Ltd	8.6 Generation Thin Film Transistor LCD Project Clean Pack 1 Project
Wuhan China Star Optoelectronics Technology Co.,Ltd.	CR Package Project of T3 MOD L10 Warehouse Reconstruction Project of the 6th Generation Display Panel Production Line Project
Ningbo Nanda Optoelectronic Material Co., Ltd	Ningbo NANDA Photolithography Building Installation Project (Turnkey Project)
Shenzhen China Star Optoelectronics Technology Co.,Ltd.	T1 Secondary Distribution Project of GOA 120K Equipment Purchase and Transformation Project in 2019
Shenzhen China Star Optoelectronics Technology Co.,Ltd.	T2 Newly Purchased Oversized Line (CUT line) CR Reconstruction Project
3.Others	
UBI Pharma Inc. (YANGZHOU)	UBI Pharma Inc. (YANGZHOU) MEP & CR Project
United BioPharma Inc. (YANGZHOU)	United BioPharma Inc. (YANGZHOU) MEP & CR Project
HUAWEI digital technology (Suzhou) Co., Ltd.	Suzhou HCIE Data Center Electromechanical contract Package II (Electrical, Plumbing and Sanitary and steel platform)
HUAWEI Investment & Holding Co., Ltd.	LG19111 Songshan Lake C11 precision mold project

# Strategy and Prospect



# Public Construction and Commercial Building

#### **Public Construction Market**

#### Railway Construction

Chiayi City Railway Elevated Plan, Taoyuan Metropolitan Area Railway Underground Plan, Wanda-Zhonghe-Shulin Line Project Phase 2, Taoyaun Airport MRT added A14 station, Taoyuan Metropolitan Area MRT Green Line and Land Integration Development Plan, Taoyuan MRT Green Line and Extend to Zhongli, Kaohsiung Metropolitan Area MRT Gangshan and Lujhu Extension Line(Phase 2), the North and South section of the Circular Line (Taipei Metro), and so on.

#### Water Environmental Construction

Zengwen-Nanhua Communicating Tube Construction Plan, The Implementation Plan (Turnkey Project) of Reuse of Effluent Water in Anping Water Resources Center (Tainan City).

#### Energy Engineering

Engineering, Procurement, Construction and Commissioning Works for LNG Storage Tanks of LNG Receiving Terminal Project for Taichung Power Plant, 12 Seats 50000kl Oil Tank Of Epc Project For Zone 1 Of Talin Petrochemical Storage And Pipeline Center, 17 Seats 50000kl Oil Tank Of Epc Project For Zone 1 Of Talin Petrochemical Storage And Pipeline Center

#### **Commercial Building**

#### Commercial Building

The social housing in Taoyuan Aerotropolis.

About the commercial buildings, we are actively expanding business with potential private owners.



#### **Semi-conductor Facilities**

New equipment, include	ew equipment, include wafer fab, test, and A&P.						
	2018	2019F	2020F	2019F/2018 (YOY)	2020F/2019F (YOY)		
Taiwan	10.17	12.31	11.55	21%	-6%		
China	13.11	11.69	14.50	-11%	24%		
North Amereca	5.83	6.32	5.19	8%	-18%		
Korea	17.71	9.22	11.75	-48%	27%		
Japan	9.47	6.14	8.98	-35%	46%		
SEA/ROW	4.04	3.22	3.47	-20%	8%		
Furone	4 22	3 79	3 35	-10%	-12%		

New equipment, includes wafer fab, test, and A&P. Totals may not add due to rounding Source: SEMI July 2019, Equipment Market Data Subscription

Semiconductor	Equi	pmen	t-tne d	quarteriy	/ billing	s data
		•				

US\$ Billion

Semiconductor Equipment-the quarterly billings data						
	3Q2019	2Q2019	3Q2018	3Q19/2Q19 (Q/Q)	3Q19/3Q18 (YOY)	
Taiwan	3.90	3.21	2.90	21%	34%	
China	3.44	3.36	3.98	2%	-14%	
North America	2.49	1.70	1.27	47%	96%	
Korea	2.20	2.58	3.45	-15%	-36%	
Japan	1.67	1.38	2.41	21%	-30%	
Rest of World	0.76	0.51	0.98	48%	-23%	
Europe	0.39	0.57	0.85	-31%	-54%	
Total	14.86	13.31	15.84	12%	-6%	

Source:SEMI(www.semi.org) and SEAJ, December 2019

◆The growth rate of Taiwan is expected to rank first in the world with a growth rate of 21.1% in 2019. The equipment sales will be predicted to resume growth in 2020, and overall demand will jump 11.6% to US \$ 58.8 billion. China, South Korea and Taiwan will remain the top three markets. http://www1.semi.org/zh/node/99896



# **Biotechnology Industry Market**

In order to promote the industrial innovation, "the biotech pharmaceutical R & D industry settlements" was created. It connects biotech pharmaceutical corridors from north to south.

- ◆North- Nangang Biotechnology Park: R & D of New Drugs and Medical Devices
- ◆Hsinchu- Hsinchu Biomedical Science Park : Medical Equipment, IVD, biological product manufacturing
- ◆Central Taiwan- Central Taiwan Science Park: Drug Manufacturing, Medical Devices
- ◆South-Southern Taiwan Science Park: API, Implantable Medical Material, Minimally Invasive Surgical Instruments
- ◆Pingtung: Functional Food, Modern Chinese Herbal Medicine, Animal Vaccine, Animal Breeding







#### "13th Five-Year Plan" 5th Plenum

- Innovation Development: Internet + Nade in China 2025 National Big Data Strategy
- Coordinated Development: Area and Urban-rural Collaboration . Integrated **Development of the Economy and National Defense**
- Green Development: Build a Beautiful Country of China Low-Carbon Development **Environmental protection**
- Opening Up Development: One Belt One Road I International Capacity and Equipment Production Cooperation > FTA Strategy
- Sharing Development: Poverty Reduction . Increase Public Service Opportunities . **Universal Two-child Policy**

表3 《第四次工业革命》	預计将在 2025	年前出现的引爆点(	%
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AC O	《海州公丁五宝市的》 [34] 44年 5050 小品用水图3.31/6型 / 1/0.1	
	预测项目	概率
	10%的人穿戴接入互联网	91.2
	1万亿传感器将接入互联网	89.2
	美国出现首个机器人药利师	86.5
	10%的阅读眼镜接入互联网	85.5
	80%的人在互联网上拥有了数字身份	84.4
	首網3 D 打印汽车投产	84.1
	政府首次用大數据源取代人口普查	82.9
	首教植入式手机将商品化	81.7
	5 %的消费品都是 3 D 打印而成	81.1
	90%的人使用智能手机	80.7
	90%的人可经常接入互联网	78.8
	无人驾驶汽车占到美国道路行驶车辆的 10%	78.2
	首例 3D 打印肝脏实现移植	76.4
	30%的全业审计由人工智能执行	75.4
	政府首次采用区块链技术收税	73.1
	家用电器和设备占到一半以上的互联网流量	69.9
	全球拼车出行、出游的数量超出私家车	67.2
	出現首座人口超过5万但没有红绿灯的城市	63.7
	全球 10%的 GDP 区块链技术进行存储	57.9
	第一个人工智能机器将加入公司董事会	45.2
<b>条料</b>	<b>朱源。桃豆布耀写的《第四次工业革命》。</b>	



Shanghai Local State-Robot > owned Enterprises • Automobile > Disney Land Liquor Reform of Made in Semiconducto Dairy \ China State-owned **Transportation** Enterprises 2025 5G, IoT Internet • BDS . Civil-Communication > Internet + Aerospace \ military Information Airplane Fusion security > E-commerce Environment al Protection New Energy

> Nuclear power > **New Energy Vehicles**

# Financial Summary



# **Financial Summary**

2019 Third Quarter Consolidated Statements of Comp	ehensive Income
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NT \$1,000

	2019/09/30		2018/09/30		YOY
Operating Income	11,324,479	100%	17,757,581	100%	-36.2%
Gross Profit	791,469	7.0%	1,403,963	7.9%	-43.6%
Operating Expenses	(538,221)	4.8%	(492,620)	2.8%	9.3%
Net Operating Income	253,248	2.2%	911,343	5.1%	-72.2%
Income before Income Tax	797,830	7.0%	917,590	5.2%	13.1%
Income Tax Expense	(208,013)	1.8%	(267,622)	1.5%	-22.3%
Net Income	589,817	5.2%	649,968	3.7%	-9.3%
Net Income Attributable to the Parent Company	440,318		386,769		
Basic Earnings Per Share(Dollar)	1.95		1.71		

Data source:

Audited and certified report and Independent Auditors' Review Report by a certified public accountant.



# **Financial Summary**

2019 Third Quarter Consolidated Balance Sheets				NT \$1,000	
	108/09/30	107/0930		108/09/30	107/09/30
Liquefiable Assets	10,458,440	8,393,765	Current Liabilities	10,253,485	10,951,244
Receivables to Customer on Construction Contracts	8,726,204	10,236,007	Contract liability	3,578,720	1,867,720
Other Financial Assets - current	4,291,401	3,681,132	Long-term Borrowings	1,967,432	2,258,435
Property, Plant and Equipment	855,967	889,504	Other Non-current Liabilities	446,235	386,192
Right-of-use Asset	2,907,093	2,929,827	Total Liabilities	16,245,872	15,463,591
Other Non-current Assets	591,758	727,103	Total Shareholders' Equity	11,584,991	11,393,747
Total Assets	27,830,863	26,857,338	Total Liabilities and Equity of Shareholders	27,830,863	26,857,338

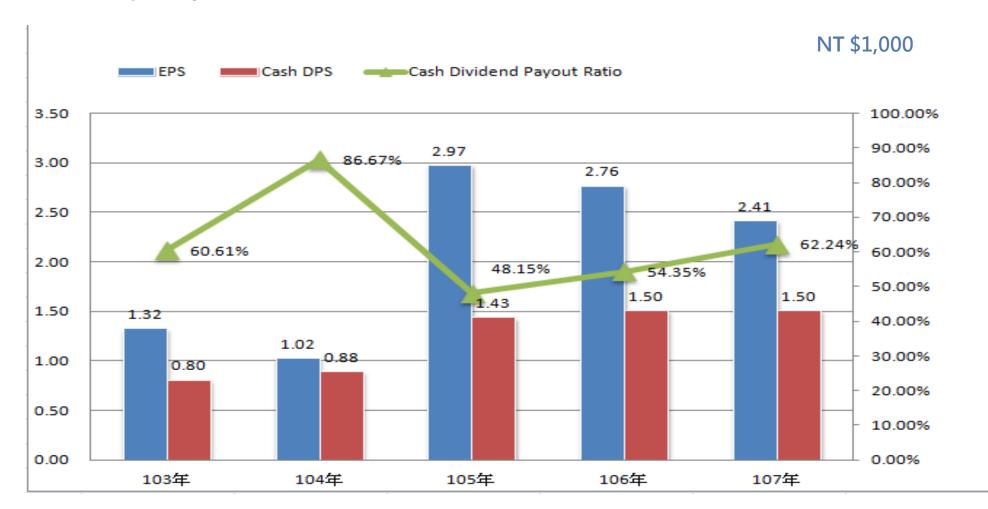
As of September 30, 2019, the Group's cash on the account was NT \$7.105 billion, including other financial asset(those more than three-month certificate of deposit and the guaranteed financial instrument that are limited to use or duration).

Data source:

Audited and certified report and Independent Auditors' Review Report by a certified public accountant.



#### **Dividend policy**



Data source: Audited and certified report and Independent Auditors' Review Report by a certified public accountant.



Q & A

