



Chin Hsin Environ Engineering

Q3 2024 Investor Conference

CHIN HSIN

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- This document and relevant information herein may contain internal and external forward-looking information and constitute forward-looking statement.
- This document and relevant information may contain certain forward-looking statements. Such forward-looking statement is not actual results but only reflects the Company's estimates and expectations and is subject to inherent risks and uncertainties that could cause actual results to differ materially from such statement.
- Financial numbers in this document contains unaudited and unreviewed information. All information is for reference only.
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Company Overview

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About Chin Hsin

A professional **medical waste and industrial waste clearance organization**,
Established **in 1999** combining **reuse of medical waste plastic** with an **environmentally friendly plastic-wood production** company focused on circular economy.

Paid-in capital
460 million NTD

Revenue
487 million NTD in 2023

Group employees
222

Services & Products

- Medical waste clearance
- Industrial waste clearance
- Medical waste reuse
- Chin-hsin timber
- Wastewater treatment

Business Philosophy

Our core business philosophy is centered around service, innovation, and sustainability. By IT management of waste clearance processes, we transform traditional industries into modern and innovative sectors. Through cross-industry integration, we are committed to converting waste plastics into reusable resources. We promote green thinking in our operational planning and continue to apply our expertise in the three key areas of environmental protection, distribution channels, and circular economy.



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Services and Products

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Services & Products Overview



Cross-industry market development integration to increase the conversion of waste into reusable resources, reduce operating costs, and uncover business opportunities in the plastic circular economy.

Medical waste clearance



Industrial waste clearance



Medical waste reuse



Chin-hsin timber

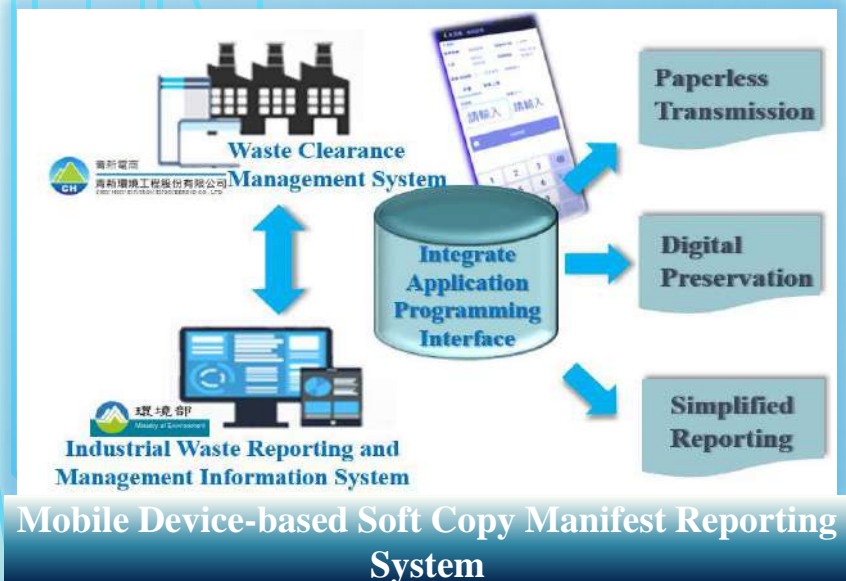


Wastewater treatment



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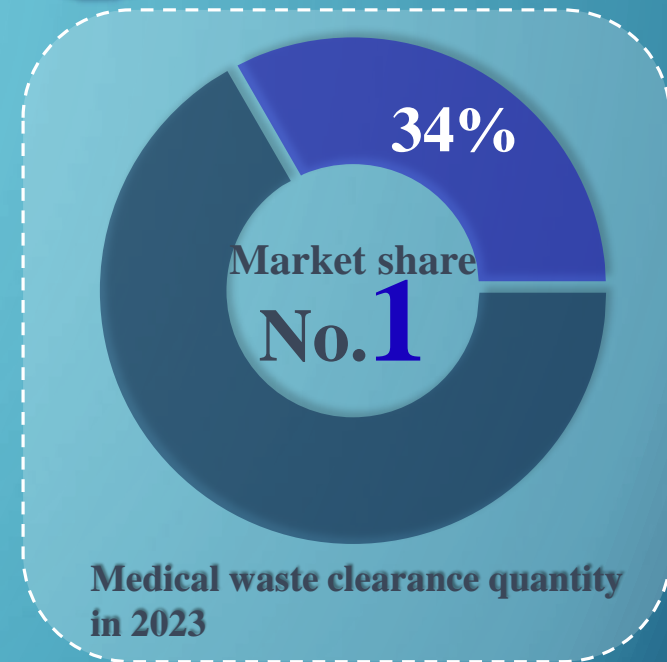
Medical Waste and Industrial Waste Clearance



Industrial waste



Medical waste



Scan the delivery slip for real-time GPS tracking

Develop more collaborative resource recovery disposal organizations.

Develop waste liquid clearance business for technology industry clients.

Strive for the clearance business of asbestos tiles from local government.

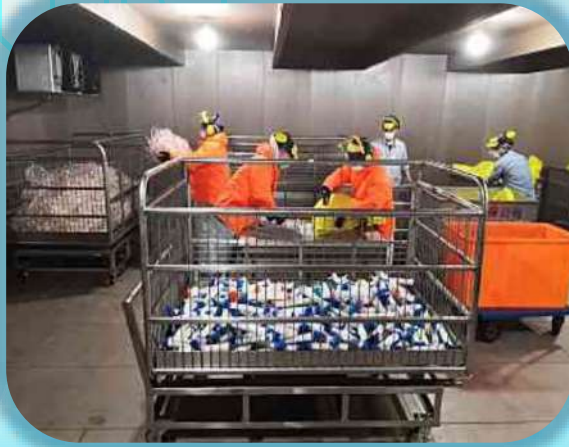
Strive for bids from public medical institutions.

Develop waste clearance business for biotechnology industry clients.

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Medical Waste Reuse

New In



Initial Manual Sorting



Sterilizing with High Temperature and High Pressure



Cleaning, Sorting, Cutting, and Extruding

Market share of Medical waste **clearance**

37%

2024 Reuse potential clients (our clearance clients)

Market share of Medical waste **reuse**

5.7%

2024 Reuse acquired clients

Waste Resource Recovery Rate

55%

Q3'2024 The conversion of waste into reusable resources

Applying for approval to add items for reuse.

Increase the shift for processing personnel.

Medical institutions strengthen waste reuse policies.

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Environmentally Friendly Building Materials- Chin-Hsin Timber

Obtain certifications and inspection approvals



Green Building Material Label



ISO9001:2015 Manufacturing of Environmentally Friendly Building Materials



CNS15730 Wood-Plastic Recycled Composite



CNS7774 Rigid Foam Urethane for Heat Insulating

Policies for the use of recycled materials in public construction

Continuously strive to become a supplier of building materials for government public construction.



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A large, stylized blue number '3' is positioned on the left side of the slide. The background features a dark teal color with a subtle pattern of light blue circuit lines and nodes on the left side.

Q3'24

Financial Results

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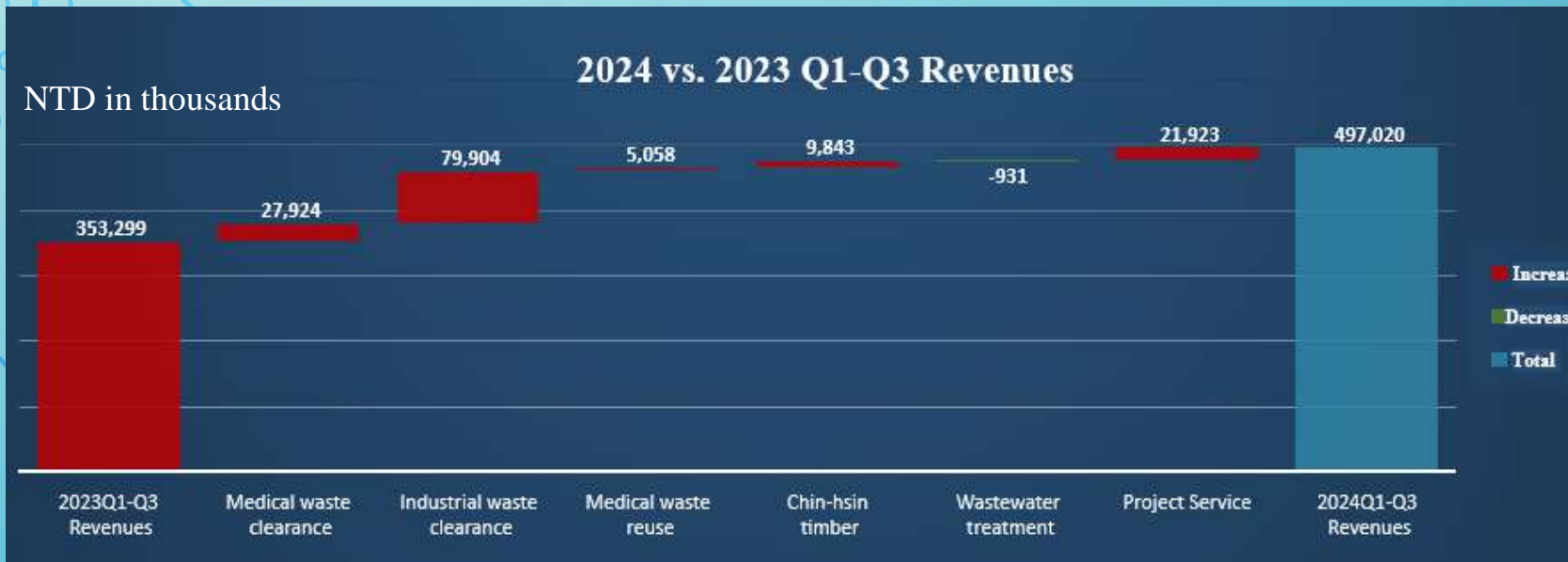
2024 Q3 Financial Results Summary

Statements of Income

(NTD in thousands)	Q3/24	Q2/24	QoQ	Q3/23	YoY
Revenues	208,488	157,748	32%	124,437	68%
Gross Profit	125,118	87,297	43%	61,866	102%
Operating Income	84,949	50,410	69%	31,878	166%
Total Non-Op. Income and Expenses	8,079	1,037	679%	(383)	-2209%
Income Before Tax	93,028	51,447	81%	31,495	195%
Income Tax Expense	(18,525)	(10,715)	73%	(6,770)	174%
Profit (Loss) Attributable to Owner of the Parent	74,787	40,942	83%	25,092	198%
Earnings Per Share (NTD)	1.63	1.00	63%	0.63	159%
Gross Profit Margin	60.01%	55.34%	467bps	49.72%	1030bps
Operating Profit Margin	40.75%	31.96%	879bps	25.62%	1513bps
Net Profit Margin	35.87%	25.95%	992bps	20.16%	1571bps

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2024 Q3 Performance Results

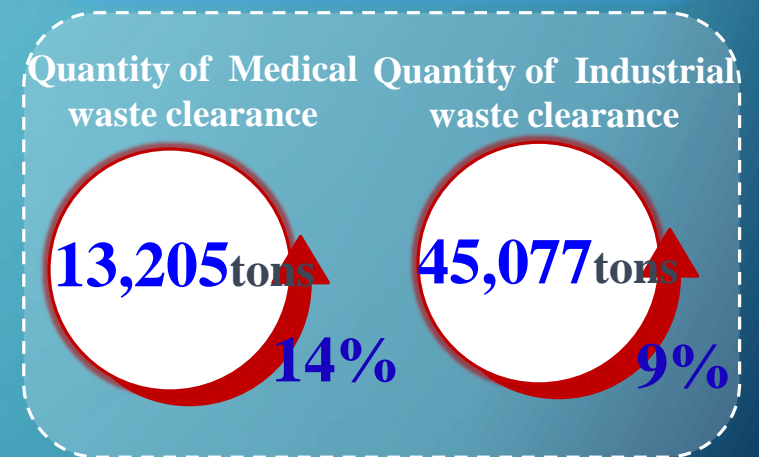


As of September 30, 2024

The client amount of Medical institutions is **10,987**.

The client amount of Medical institutions is **561**.

The client amount of Medical institutions for waste reuse is **439**.



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2024 Q3 Cash Flow

Statements of Cash Flow

(NTD in thousands)	2024.1.1-2024.9.30	2023.1.1-2023.9.30
Net Cash Flows from (Used in) Operating Activities	121,404	85,978
Net Cash Flows from (Used in) Investing Activities	(60,505)	(73,544)
Net Cash Flows from (Used in) Financing Activities	218,490	(53,390)
Capital Expenditures	(41,786)	(46,819)
Free Cash Flow (FCF) ¹	79,618	39,159

1. Free Cash Flow = Net Cash Flows from (Used in) Operating Activities – Capital Expenditures

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Business Outlook

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Business Outlook

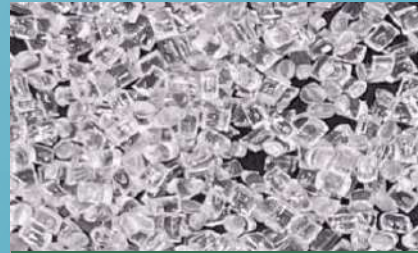
2024



 Medical waste clearance



 Industrial waste clearance



 Medical waste reuse



 Chin-hsin timber



 Wastewater treatment

YoY



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Recap of Recent Major Events

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Recap of Recent Major Events

Entered the medical waste reuse market

Our company obtained approval from the Ministry of Health and Welfare in late January for the reuse of waste sharp implements, dialysis waste filters, and disposable conduits from medical institutions, officially developing our medical waste resource recovery business.

Feb.

Obtained Green Building Material Label

Our company's eco-friendly plastic wood—Chin-Hsin Timber polystyrene composite material product has obtained the Healthy Green Building Material Certification from the Ministry of the Interior.

May

Listed on the Taiwan Innovation Board

Our company completed a pre-IPO capital increase, issuing 6,000,000 new shares on June 14, and was listed on Taiwan Stock Exchange on June 18.

Jun.

Sep.

Implemented an ESG reporting information system

Up to now, we've completed the organization of the sustainable development promotion team, the internal control system for the management of sustainability information, and the identification of stakeholders and major topics. We expect to complete the preparation of our first ESG report by August 2025.



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Thanks

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Questions



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