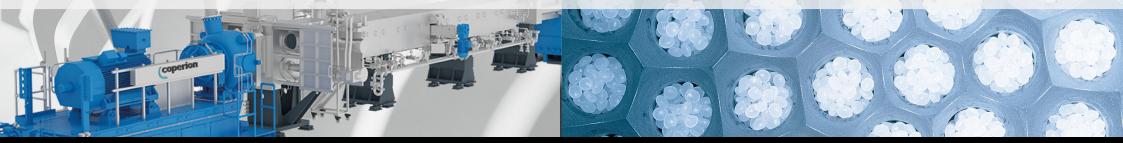
Cooperation with Korean EPC : A Success Story

Clark Son (Jihyung Son) – General Manager Coperion South Korea



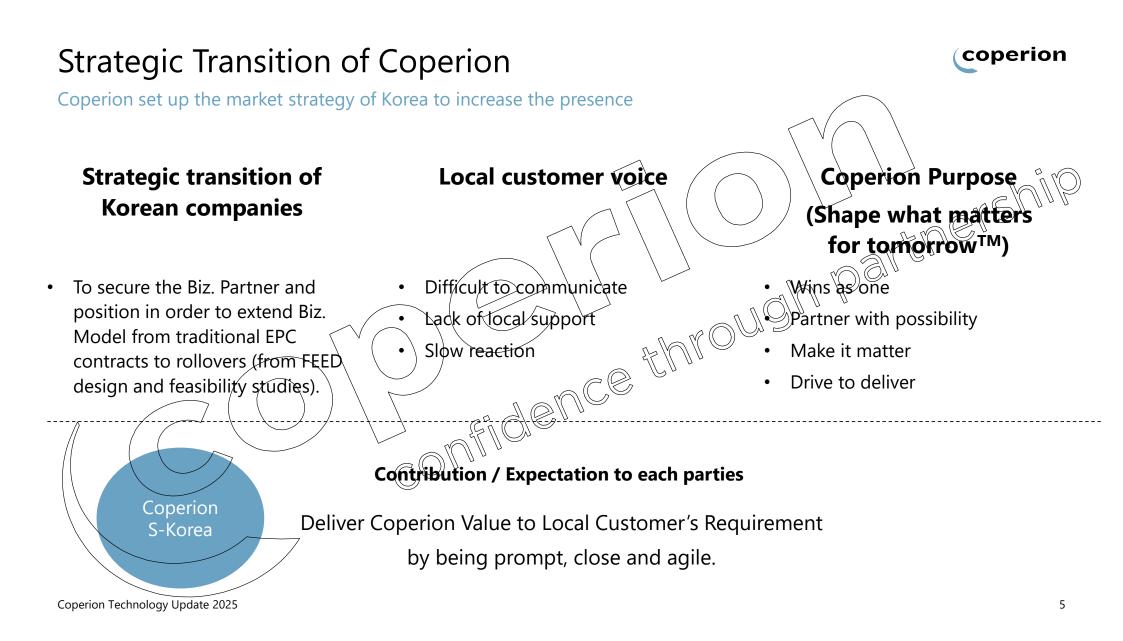
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coperion Strategic Transition General Steps for Project Development Valuation **Core Contribution** Are they feasible? Are they feasible? Are they feasible? For tentative project (Cost variation :+50% ~ -30%) **Project objectives** Develop the high-level concept options Feasibility Off-take requirement (6 weeks~ Quantify Technical / Economics / Sensitivities 16 weeks) ישטועוע פייין (Cost variation :+25% --15%) Basic engineering (Safety study / Contracting (structure) ארש ארש Early procurement / Project sanctioning _ For developing project (Cost variation :+25% ~ -15%) Are technical and economic objectives (ence FEED satisfactory? (16 weeks~ 24 weeks) For on-going project (Cost variation :+15% ~ -10%) Detail Engineering / Procurement / Interface and Plan _ FRC Execution / Supervision / Measurement / Logistics 3

coperion Strategic Transition of Korean Companies Korean Companies have extended the Biz. Area from traditional EPC to cover also F/S and FEED Driver **EXPECTATION External Challenges** Early involvement • Limited tech. / Comm. application to influence design and (Limited influence on project execution Feasibility planning (contraction and optimizations) Feasibility Area Limited strategy Aligning the goal of enduser Ability Low-Cost EPC competition, (High intensity of competition) Extending Biz Shape / Share of objectives; • Quick transition at each steps introduce optimization • Market reforming Early detail design \checkmark dence FFFD Quick change of policy / strategy **FEED** due to the change of government Seamless transition (Rollover) • Etc. from F/S & FEED to EPC Internal Challenges ✓ Avoiding competitive Contractional preference bidding Area Pre-Risk hedge Early / Stable set up of \checkmark execution plan by <u> Main Biz.</u> • Extending the margin and revenue EPC FR(strengthening global • Increasing capability partnerships to secure Utilizing capacity technology and expertise Etc.



Achievement

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Developing the role of Coperion S-Korea by extending the capability to bridge the gap

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Before

- Limit of role and responsibility to response and act to inquires and technical as well as commercial clarification
- Difficulty to delivery the interpretation of customer voice
- Limit of direct accessibility to decision

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Local generation of budgetary quotation

After

- Active provision/participation of technical solution (incl. review of specifications)
- Sharing the opinions to secure the competitiveness
- Efforts to find local sub vendors from the FEED stage to support the successful project
- Regular and frequently gathering customer voice by visiting the customer office and site

Achievement

Customers' feedback

Feedback from Korean customers

- partnership The prompt action and response has been developed, so some decision and communication has been able to be made within short time.
- The establishment of CSK is aligned with our company policy, which is ٠ direct communication with core partners,
- The different culture of how to work / how to understand () how to express in technical and commercial matters has been explained and understood with less misunderstanding, which was leading the progress of the work.
- It was possible to understand how to interpret the technical matter / field including licensors description.
- It was a chance to sustain / develop the business network / internal capability for the potential opportunities.

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Target of Coperion S-Korea

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CSK is expecting to secure the optimized / developed condition for all parties by understanding each position with open discussion

Be

-15%)

Increasing efficiency

standing

read

gap incl

agement

Expectation

- For tentative project (Cost variation :+50% ~ -30%)
 - Review on the MR / spec.
 - Providing the deviation on all requirements
 - Providing all reference design / drawing for related design
 - Optimized estimation

Feasibility

FEED

EPC

- Quick reply within 1~2 weeks
- For developing project (Cost variation :+ 25%)
 - Review on the MR / spec.
 - Providing the deviation on all requirements
 - Providing all project design / drawing for related design
 - High precise estimation
 - Quick reply within 2 weeks
- For on-going project (Cost variation :+ 15% ~ -10%)
 - Review on the MR / spec.
 - Providing the deviation on each spec.
 - Providing all prøject design / drawing for related design
 - High precise estimation
 - Quick reply within 4 weeks

Coperion Actual Approach

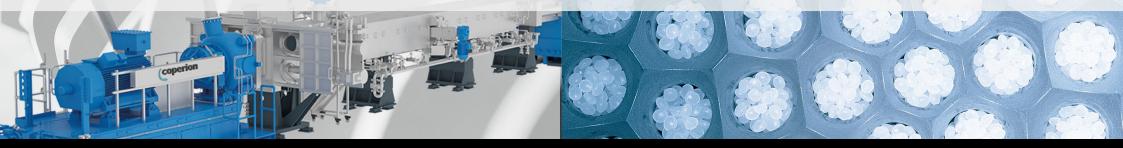
Low profile / under development project (unbinding autotation) - Coperion standard with simple deviation Reviewing only process data Considering the in-house data for costing

- 4 weeks and more
- Fight profile / strategic project (binding quotation)
 Reviewing all specification with resources
 Considering the in-house data / RFQ for costing
 Cost variation
 - 6 weeks and more

Optimized / Competitiveness price and delivery

- Reviewing all specification with resources and applying Coperion's standards
- Considering the in-house data / RFQ for costing
- Cost variation
- 6 weeks and more

Thank you very much for your attention.



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