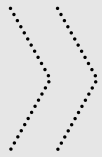




Cooperation with Korean EPC : A Success Story

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Coperion Technology Update 2025



1 Strategic Transition

The strategic transition of Korean companies
The strategic transition of Coperion

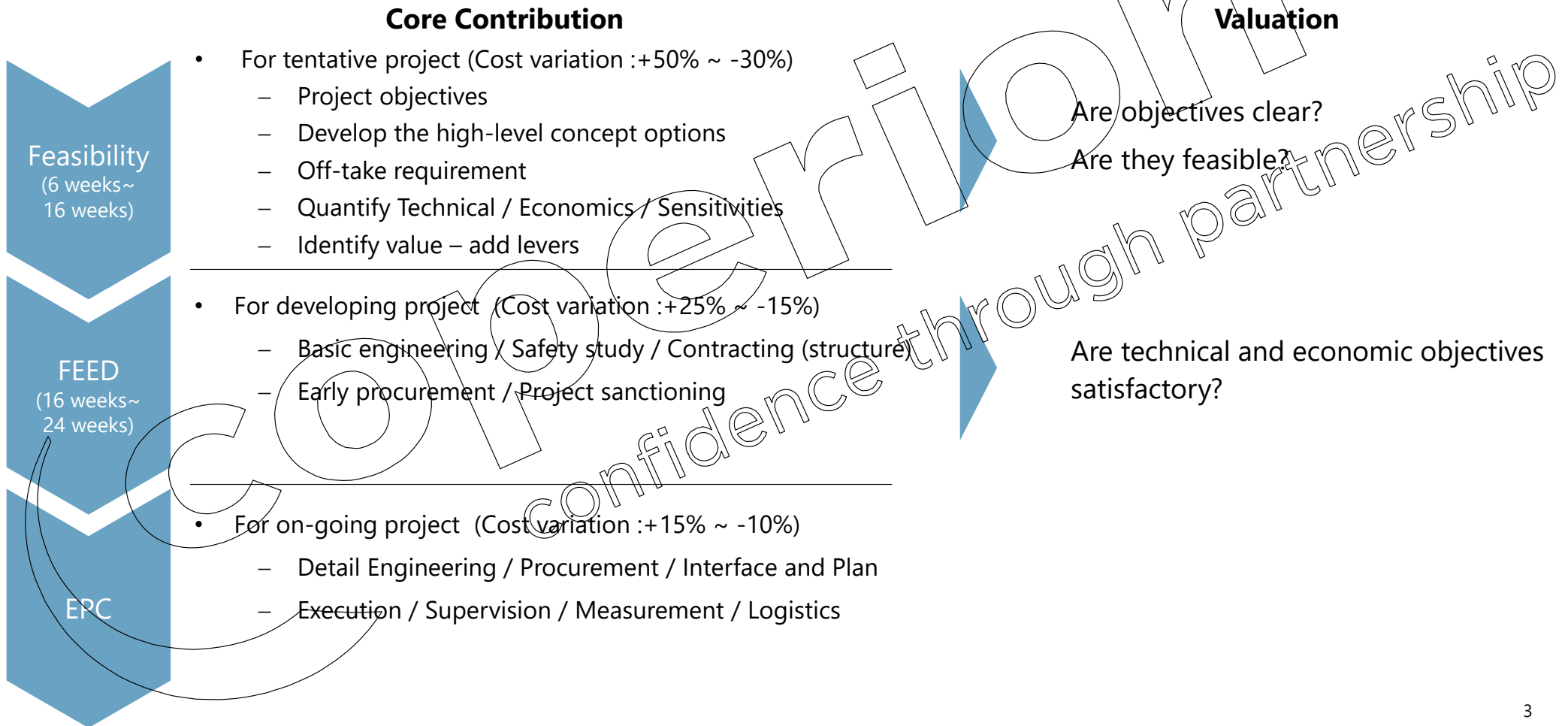
2 Achievement

Developing the role of Coperion S-Korea
Customers' feedback

3 Target of Coperion S-Korea

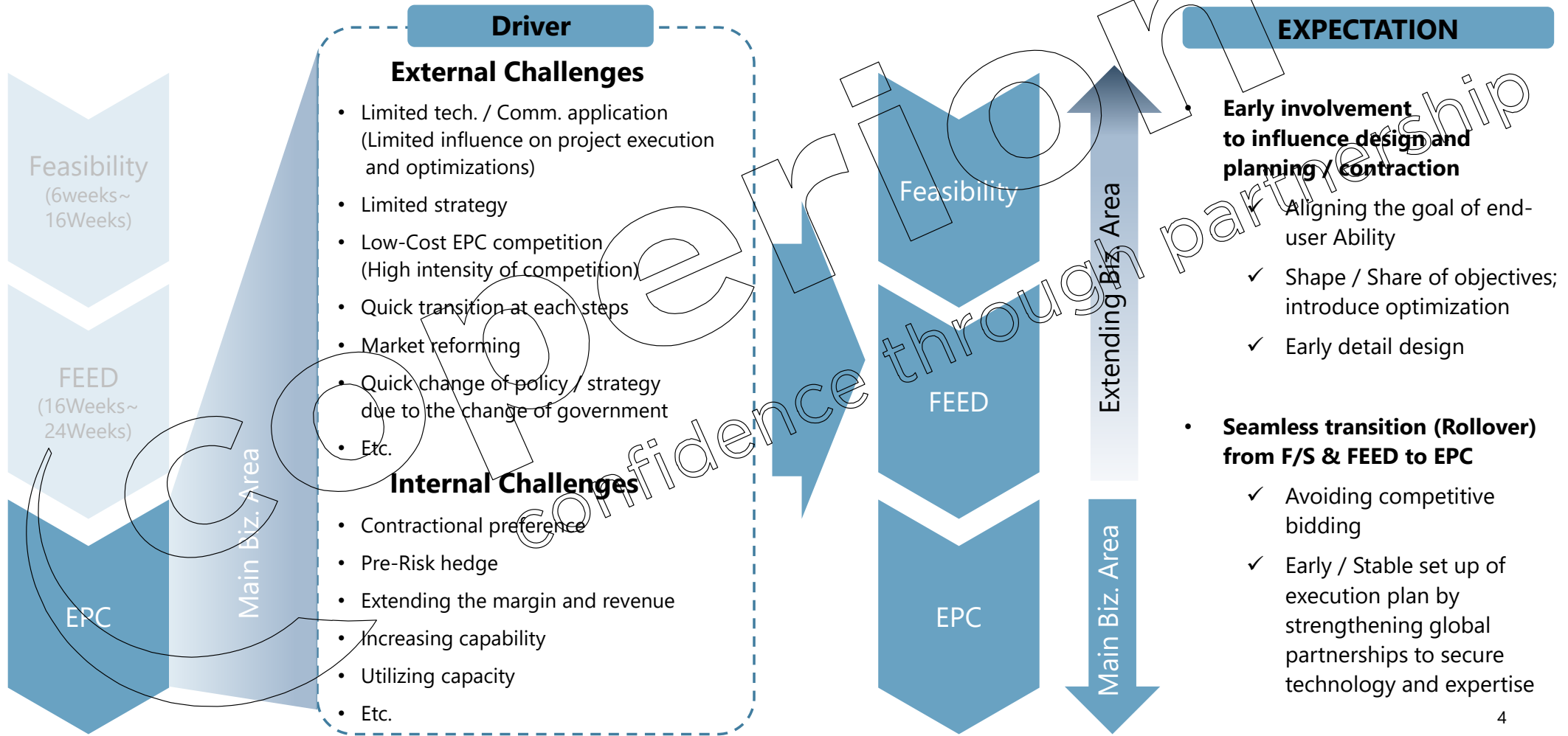
Strategic Transition

General Steps for Project Development



Strategic Transition of Korean Companies

Korean Companies have extended the Biz. Area from traditional EPC to cover also F/S and FEED



Strategic Transition of Coperion

Coperion set up the market strategy of Korea to increase the presence

Strategic transition of Korean companies

- To secure the Biz. Partner and position in order to extend Biz. Model from traditional EPC contracts to rollovers (from FEED design and feasibility studies).

Local customer voice

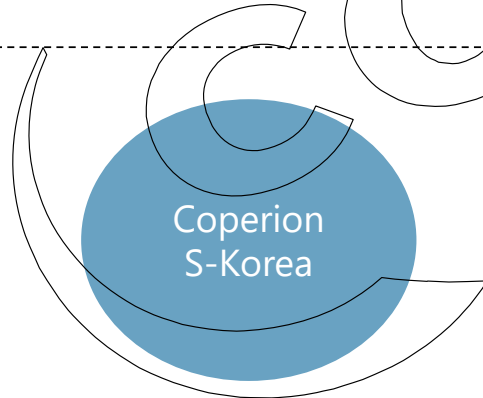
- Difficult to communicate
- Lack of local support
- Slow reaction

Coperion Purpose (Shape what matters for tomorrow™)

- Wins as one
- Partner with possibility
- Make it matter
- Drive to deliver

Contribution / Expectation to each parties

Deliver Coperion Value to Local Customer's Requirement by being prompt, close and agile.



Achievement

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

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

Coperion S-Korea
establishment

After

- Local generation of budgetary quotation
- 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

- 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 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.

Target of Coperion S-Korea



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

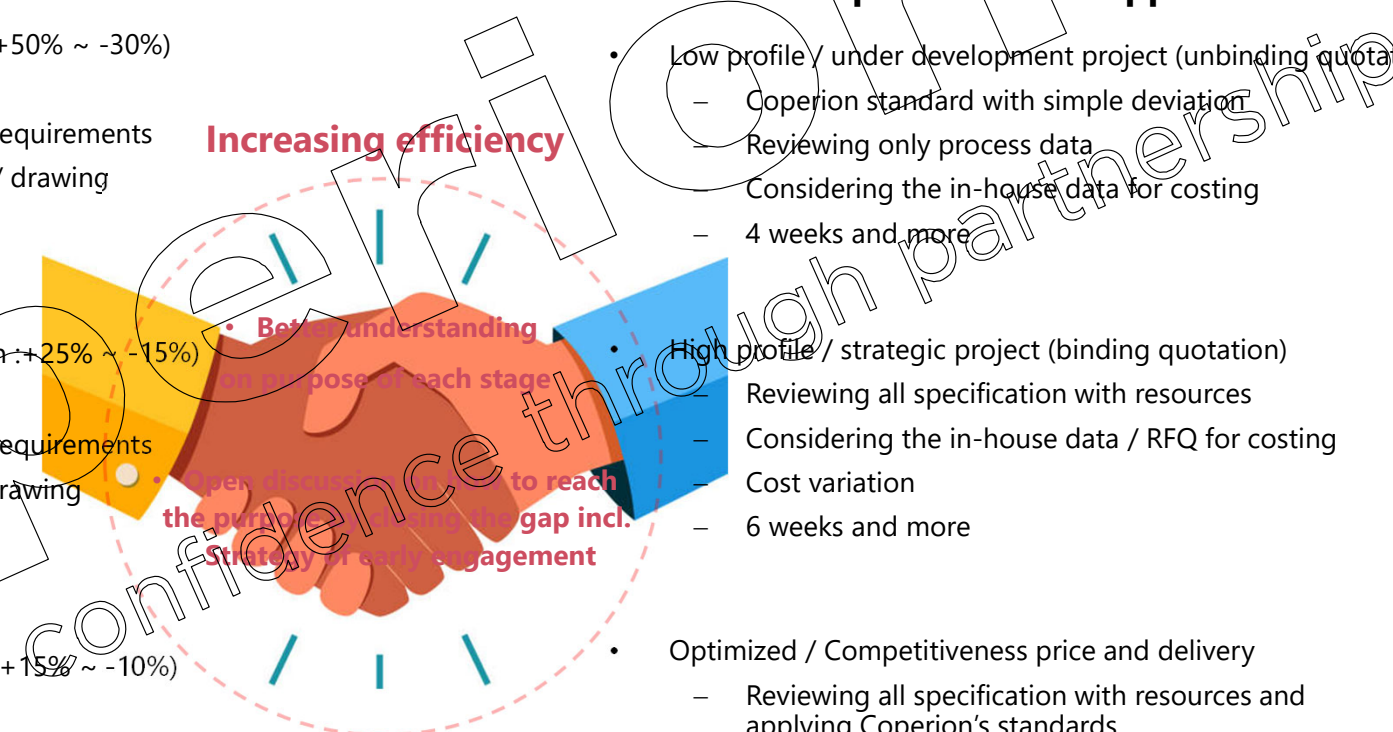


Expectation

- 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
 - Quick reply within 1~2 weeks
- For developing project (Cost variation :+25% ~ -15%)
 - 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 project design / drawing for related design
 - High precise estimation
 - Quick reply within 4 weeks

Coperion Actual Approach

- Low profile / under development project (unbinding quotation)
 - Coperion standard with simple deviation
 - Reviewing only process data
 - Considering the in-house data for costing
 - 4 weeks and more
- High 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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