

Tze Shin transportation service include domestic container 、 truck transportation & terminal 、 petrochemistry and dangerous goods transport as well as bulk logistic etc.



# TZE SHIN International Co. Ltd.

2022 Investor Conference

<https://www.tsgroup.com.tw/>

Stock code : 2611

# Disclaimer

This presentation is prepared according to the reviewed financial statements by CPA and the financial numbers hereby are based on IFRS, please refer to the published financial statements for full content.

The presentation may contain forward-looking information and may differ materially from the actual results.

TSI does not warranty as to the accuracy or completeness of such information and nor assume any undertaking further information becomes available or in light of changing circumstances. You shall not place undue reliance on any forward-looking information.



# Agenda



01 | Company Profile



02 | Operation Overview



03 | Financial Performance



04 | Future Outlook



01



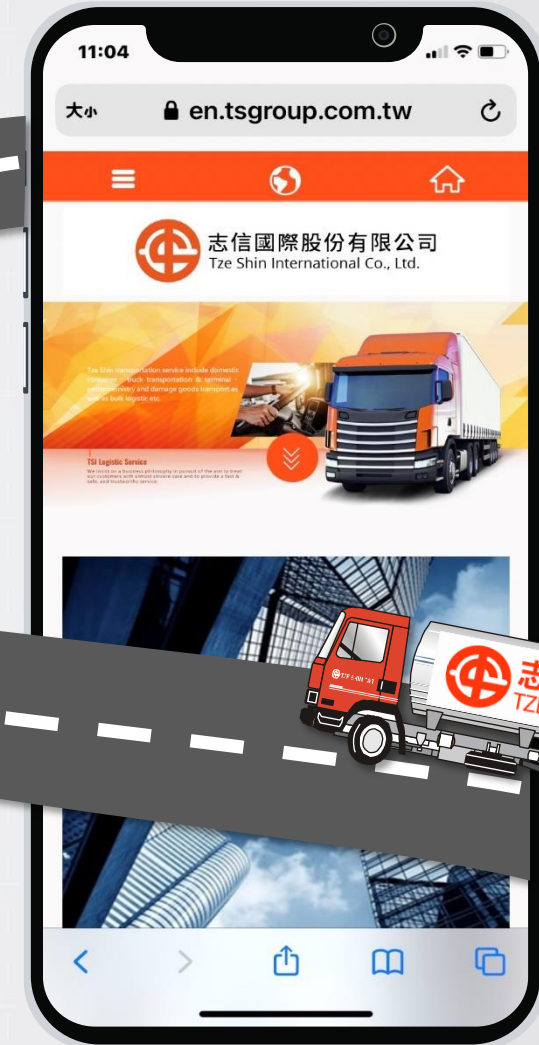
# Company Profile

---

TZE SHIN INT'L

# Company Profile

- Company Name : TZE SHIN International Co. Ltd.
- Established on : November 15<sup>th</sup>,1973
- Date of Listing : October 28<sup>th</sup>,1993
- Paid-in Capital : NTD\$ 1,890,022,720
- Business Segment : Truck & Container  
Transportation 、 Construction 、  
Tourism & Leisure 、 Trading



TZE SHIN INT'L



# Business philosophy

In search of excellence and everlasting management

Sincerity and customer service oriented

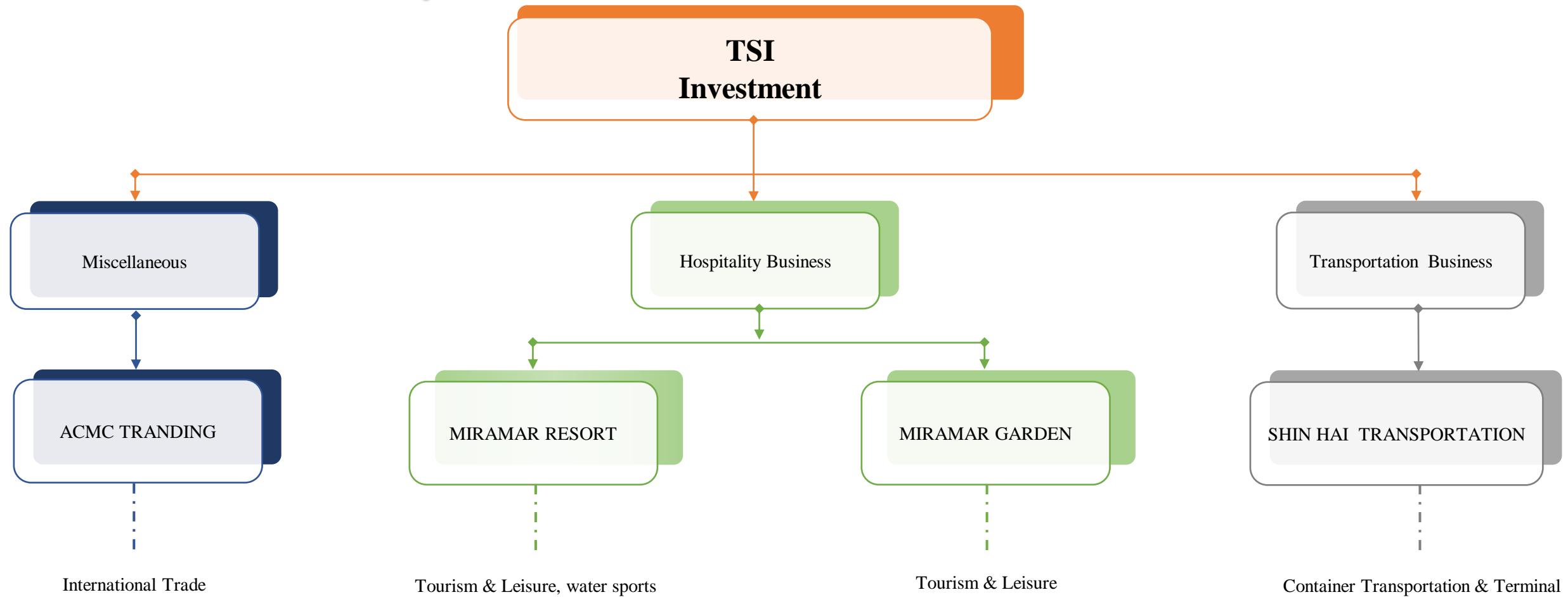
Determine -

Pursuit of excellence/  
Sustainable development

Integrity -

Integrity first/Service-oriented

# Business Scope



TZE SHIN INT'L

02



# Operation Overview

---

TZE SHIN INT'L



# Business Segments



The Tze-Shin Company mainly focuses on container transportation, and the business scope spans construction, tourism and leisure, commercial commodity trading, and etc.

The company adheres to the business philosophy of pursuing excellence and sustainability, and is committed to achieving the triple-win goal of customer satisfaction, employee satisfaction and shareholder satisfaction.



# Operation Overview

## – Transportation Business

VALUE  
01



The Tze-Shin transportation team's services include long-distance cargo transport across the province, portside container haulage and oil tank container transportation.

VALUE  
02



We have set up transportation bases in the northern, central and southern provinces to provide more economical and timely transportation services. Our high-level and detailed quality management system and reduced operating costs will bring the greatest benefits to our customers.

VALUE  
03



Tze Shin upholds the core value of safety and customers first to provide a fast, safe, and trustworthy service.

# Inland Fleets and Services



## Long-distance transshipment

Provide long-distance container haulage between Keelung, Taoyuan, Taichung, Kaohsiung, etc.



## Shipside transshipment

Provide container haulage between shipside and inland container yards.



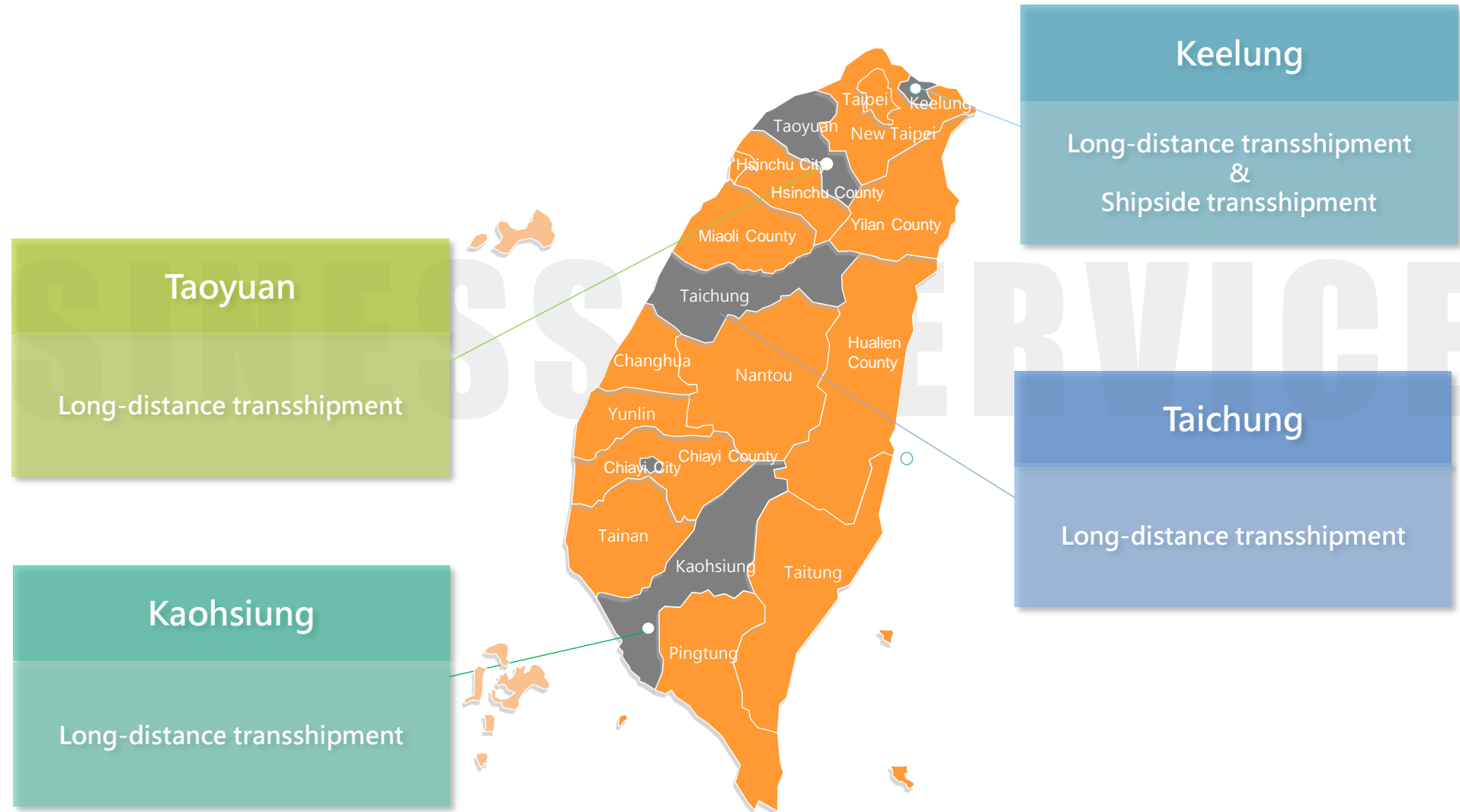
## Transportation of Oil container

Provide oil container haulage between container yards.

# BUSINESS SERVICE

# Operation Overview

## –Transportation Business





## Operation Overview

### -Construction Business



Factory



Condo/  
apartment



Shopping  
center



Leisure  
residence

The Construction department is committed to the development, planning for construction of factories, shopping malls and residential buildings; Mainly operating area are around of Taipei, Hsinchu and Taichung. In recent years, we have developed high-quality leisure and vacation residence communities to cater to the future market.





# Operation Overview -Construction Business

On November 28, 2022, the company signed the joint construction project contract of Wenshan District. The site is about 4,070 m<sup>2</sup>, and the plan is to construct a multi-dwelling complex that is 18 levels above ground and 3 levels below ground.

The site's surrounding has great convenience and living amenities due to its close vicinity to Jingmei Girls High School, and the nearby Xindian River Park provides the location with outstanding views.





# Operation Overview

## -Hospitality Business

Miramar Hotel Group built up as classic European style combined with modern sophistication, by providing professional service, global view and treating customer as family.

In addition to joint folklore festival and participate government promotional campaign to win international and domestic business recognition.





# MIRAMAR GARDEN TAIPEI



## Diversified software and hardware facilities services

Provide comprehensive and complete service requirements, covering rich and exquisite delicacies, well-equipped fitness clubs, first-class business meeting facilities, as well as parking, laundry, in-room dining, business secretary multi-functional services, babysitting services and more in 2013 Private butler services, etc., are in meeting the leisure enjoyment of holiday travelers and the perfect functional needs of business people.





**COMING  
SOON**

## **Operation Overview -Hospitality Business**

From November 2022 to early January 2023, the Miramar Garden Hotel will carry out full building maintenance and updates as well as renovation to its guest rooms and restaurants. It is estimated that the construction will be completed before January 15, 2023, and the hotel will be reopened for the Chinese New Year. Although the current tourism market is facing a slight downturn compared to previous years, Miramar Garden Hotel will work to consolidate its existing customer base through diligent and attentive services, as well as implementing an active and innovative marketing model to attract new customers. Putting customers first and ensuring that we provide them with a caring, warm and thoughtful service is our goal and philosophy.

03



# Financial Performance

---

TZE SHIN INT'L



# Income Statements(consolidated)

In Thousands of NTD

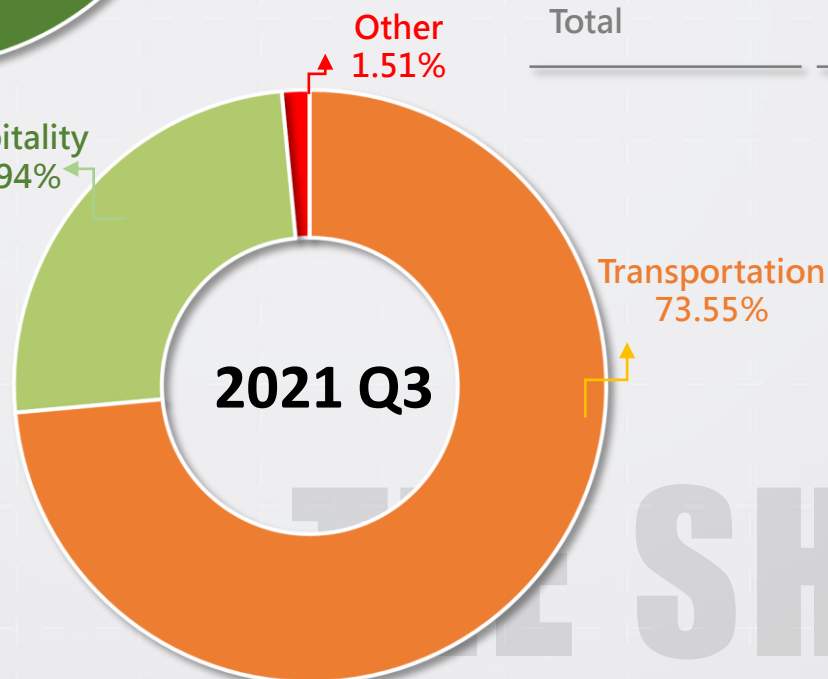
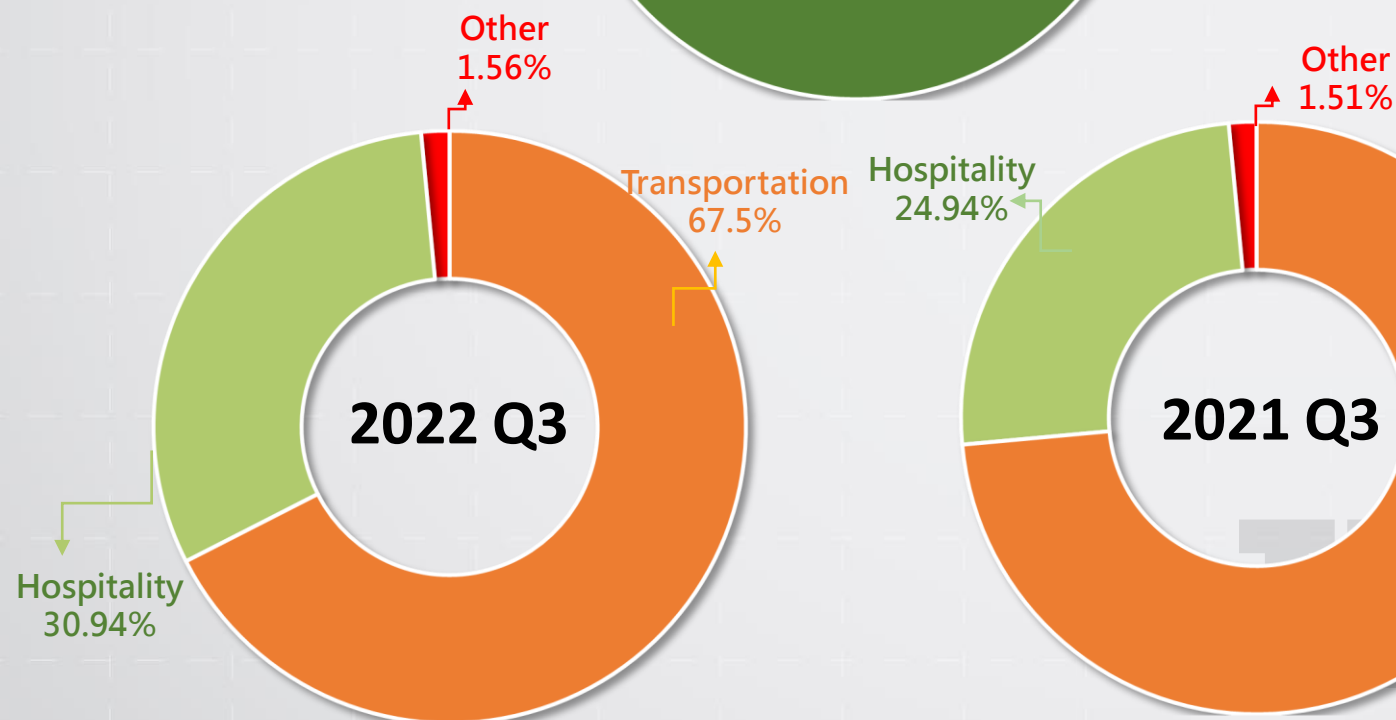
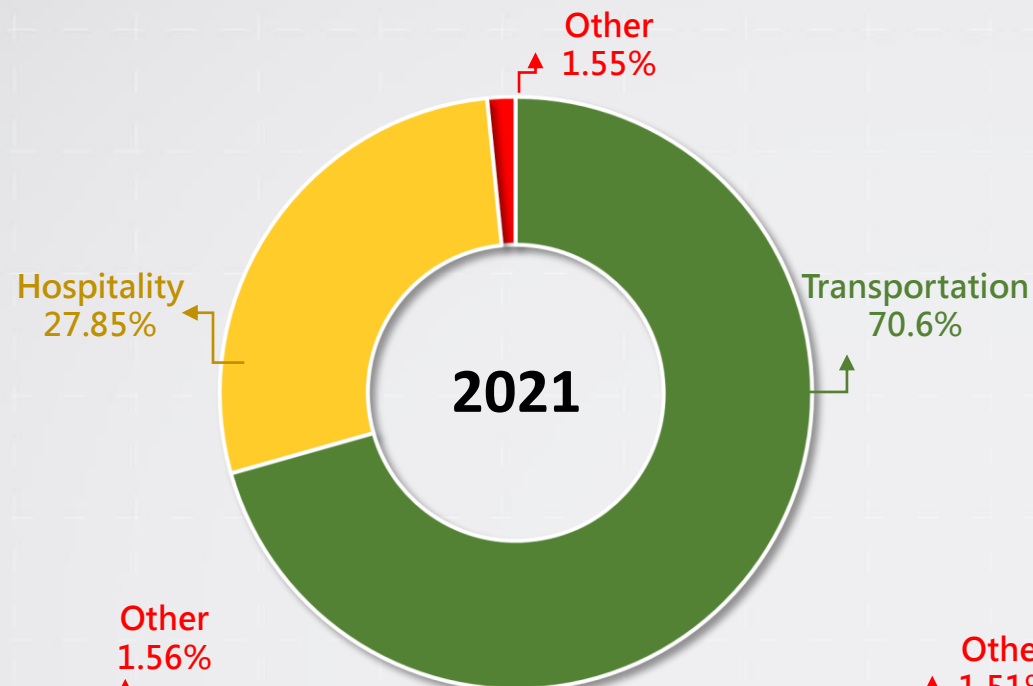
| Item   | 2021     | 2022 Q3   | 2021 Q3  | Increased<br>(reduced)<br>amount | YoY%     |
|--|----------|-----------|----------|----------------------------------|----------|
| Operating Revenue  | 791,835  | 606,057   | 554,334  | 51,723                           | 9.33%    |
| Operating Costs  | 634,531  | 451,308   | 453,503  | (2,195)                          | -0.48%   |
| Gross Profit   | 157,304  | 154,749   | 100,831  | 53,918                           | 53.47%   |
| Operating Expenses   | 189,107  | 131,015   | 136,774  | (5,759)                          | -4.21%   |
| Operating Income<br>(Loss)   | (31,803) | 23,734    | (35,943) | 59,677                           | -166.03% |
| Non-operating<br>Income and Expenses                                       | 357,984  | (273,570) | 318,333  | (591,903)                        | -185.94% |
| Income before Tax  | 326,181  | 249,836   | 282,390  | (32,554)                         | -11.53%  |
| income tax<br>expense( benefit)  | 10,901   | 9,948     | 5,142    | 4,806                            | 93.47%   |
| Net Income   | 315,280  | (259,784) | 277,248  | (537,032)                        | -193.70% |
| Consolidated Net<br>Income Attributed to<br>Stockholders of the<br>Company | 291,201  | (282,512) | 264,972  | (547,484)                        | -206.62% |
| EPS(Unit: NT\$) (Note)   | 1.54     | (1.49)    | 1.40     | (2.89)                           | -206.43% |

Note:When calculating earnings per share, the impact of gratis allotment has been retroactively adjusted.

# Main operating income

In Thousands of NTD

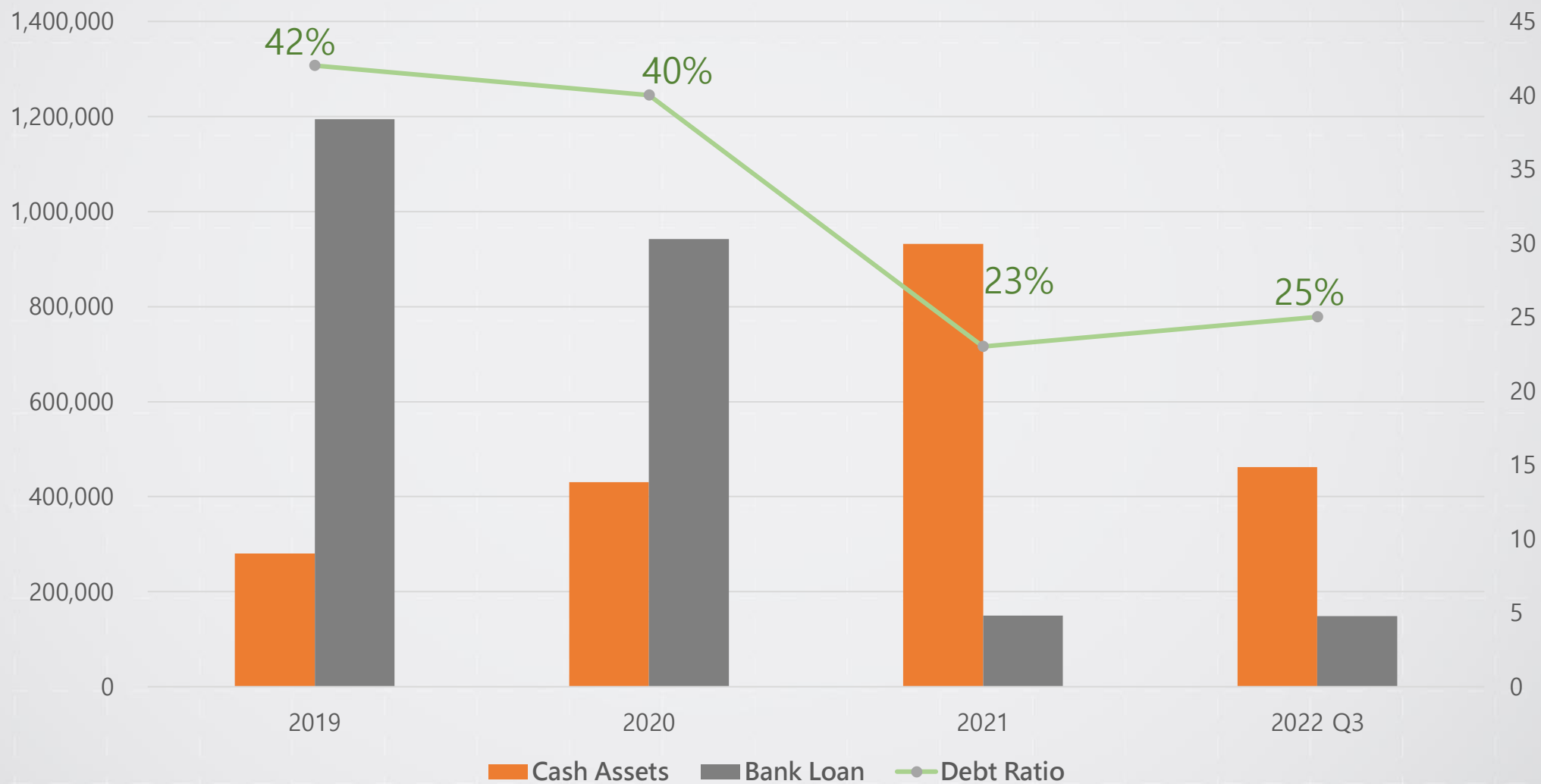
|                | 2021    | 2022 Q3 | 2021 Q3 |
|----------------|---------|---------|---------|
| Transportation | 559,052 | 409,080 | 407,694 |
| Hospitality    | 220,533 | 187,499 | 138,260 |
| Other          | 12,250  | 9,478   | 8,380   |
| Total          | 791,835 | 606,057 | 554,334 |



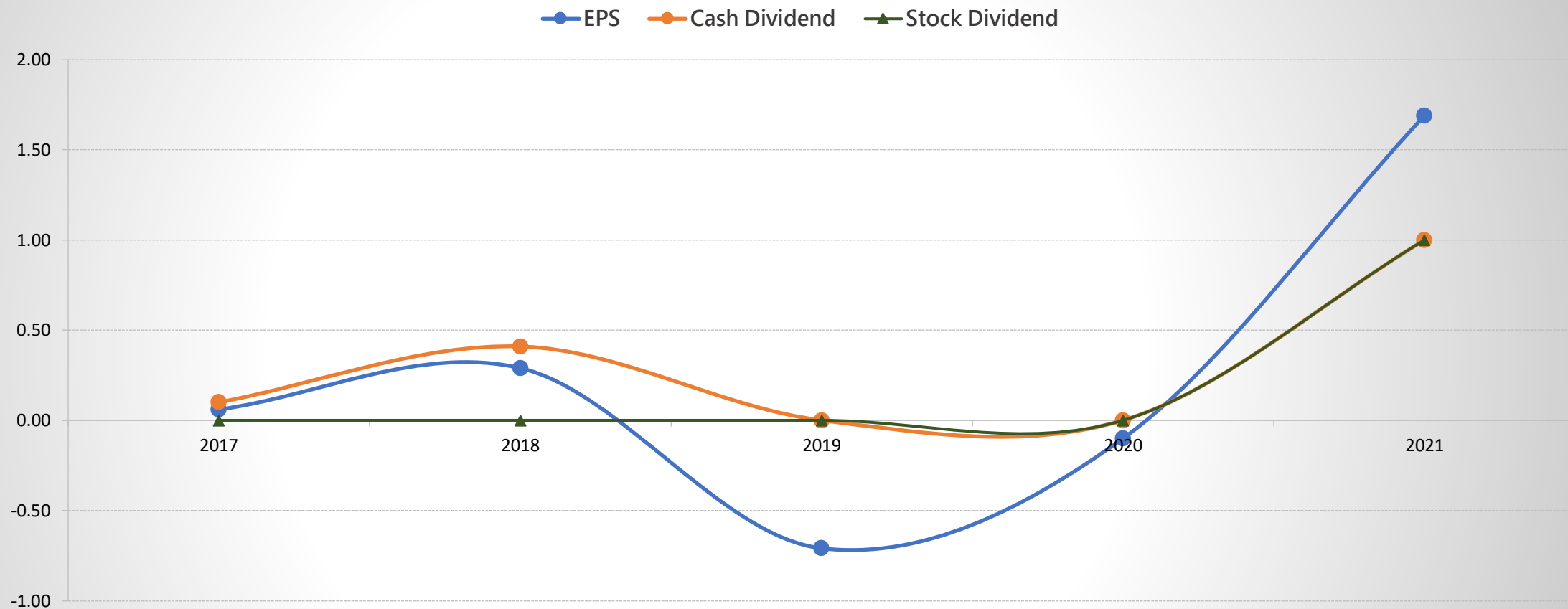
SHIN INT'L

# Financial Position

In Thousands of NTD



# Main operating income



| Item/Year      | 2017 | 2018 | 2019   | 2020   | 2021(Note) |
|----------------|------|------|--------|--------|------------|
| EPS            | 0.06 | 0.29 | (0.71) | (0.10) | 1.54       |
| Cash Dividend  | 0.10 | 0.41 | -      | -      | 1          |
| Stock Dividend | -    | -    | -      | -      | 1          |

Note: When calculating earnings per share, the impact of gratis allotment has been retroactively adjusted.

04



# Future Outlook

---

TZE SHIN INT'L



# Future Outlook

- In terms of the transportation business, we will strive to consolidate existing customer relationships, stabilize operating income, expand business through alliances or integration, and actively expand new types of transportation service opportunities such as commercial logistics and freezer container shipments.
- In terms of construction and development, we carefully evaluate market trends, professionally evaluate development sites and operating areas, and aim to create stable and long-term development. In the future, the company will aim to develop and grow in a diversified way, such as creating quality housing that is well-received and reputed by the market through urban renewal projects.
- Diversifying into hospitality industry, by the Miramar Hotel Group brand value and management skills to provide better services and know-how for further business success.
- By combining the cross-industry experience and resources of related companies , committed to expanding investment scope , and evaluate domestic and overseas investment projects , especially focus in green industry and ESG related , in order to achieve a diversified business model to create group synergy .

website address : <http://www.tsgroup.com.tw>

search website : <http://mops.twse.com.tw>



**THANK YOU**