

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.

2023 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 Regulations Governing the Preparation of Financial Reports by Securities and IFRS, please refer to the published financial Statements for full content.

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02 | Operation Overview



03 | Financial Performance



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01

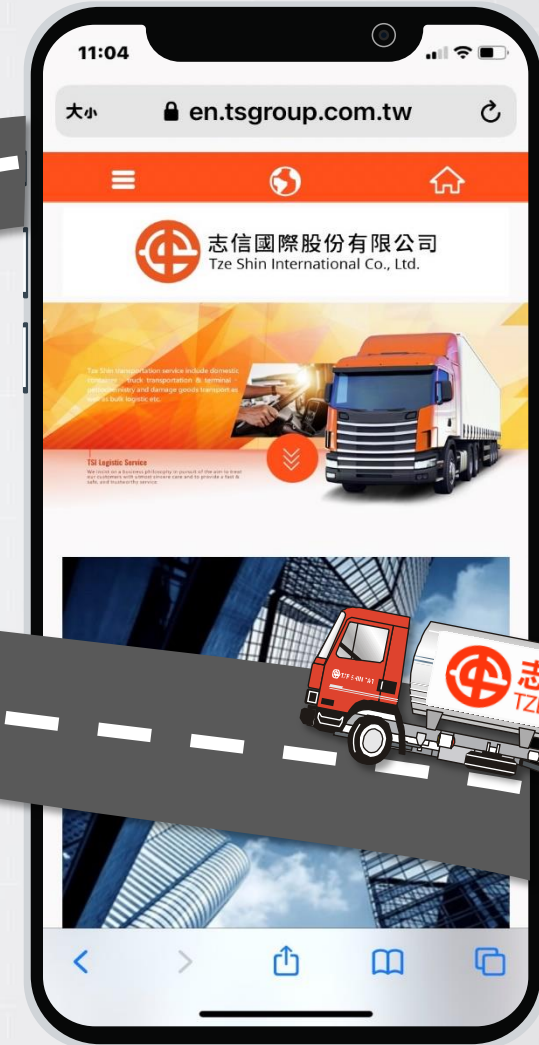


Company Profile

TZE SHIN INT'L

Company Profile

- Company Name : TZE SHIN International Co. Ltd.
- Established on : November 15th,1973
- Date of Listing : October 28th,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

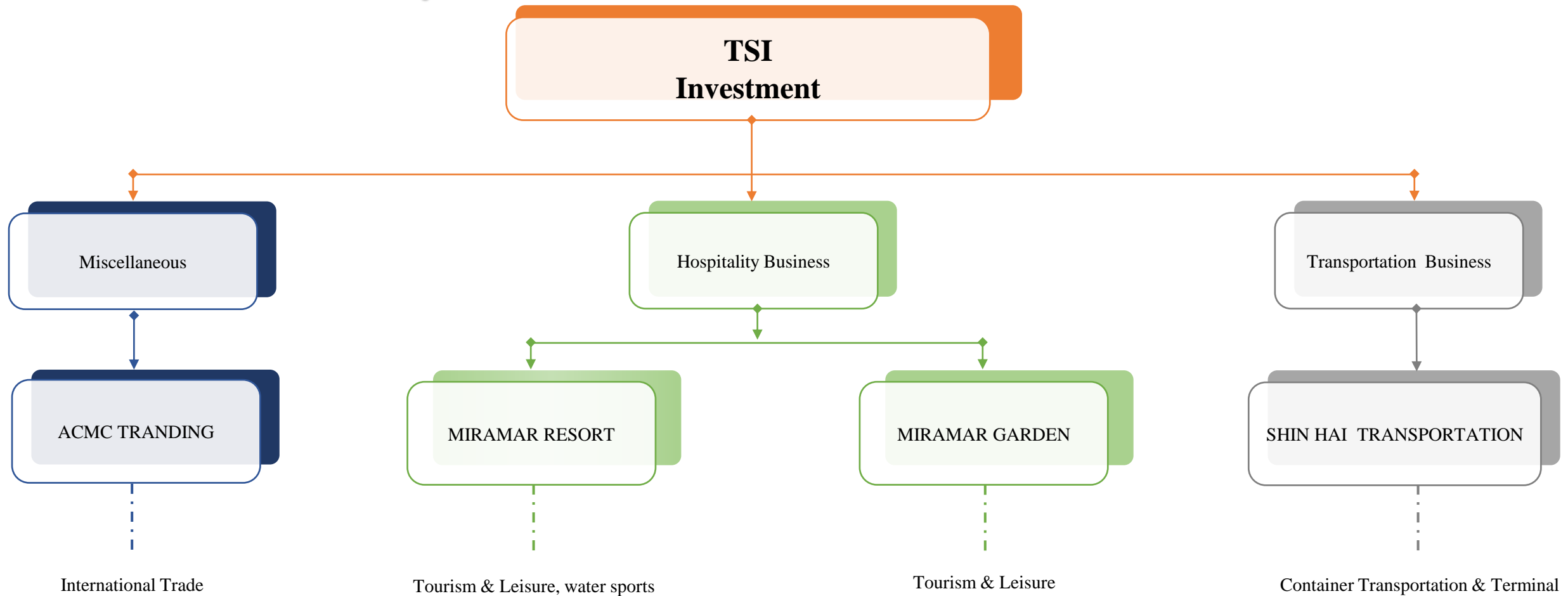
Determine -

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.

TZE SHIN INT'L

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.



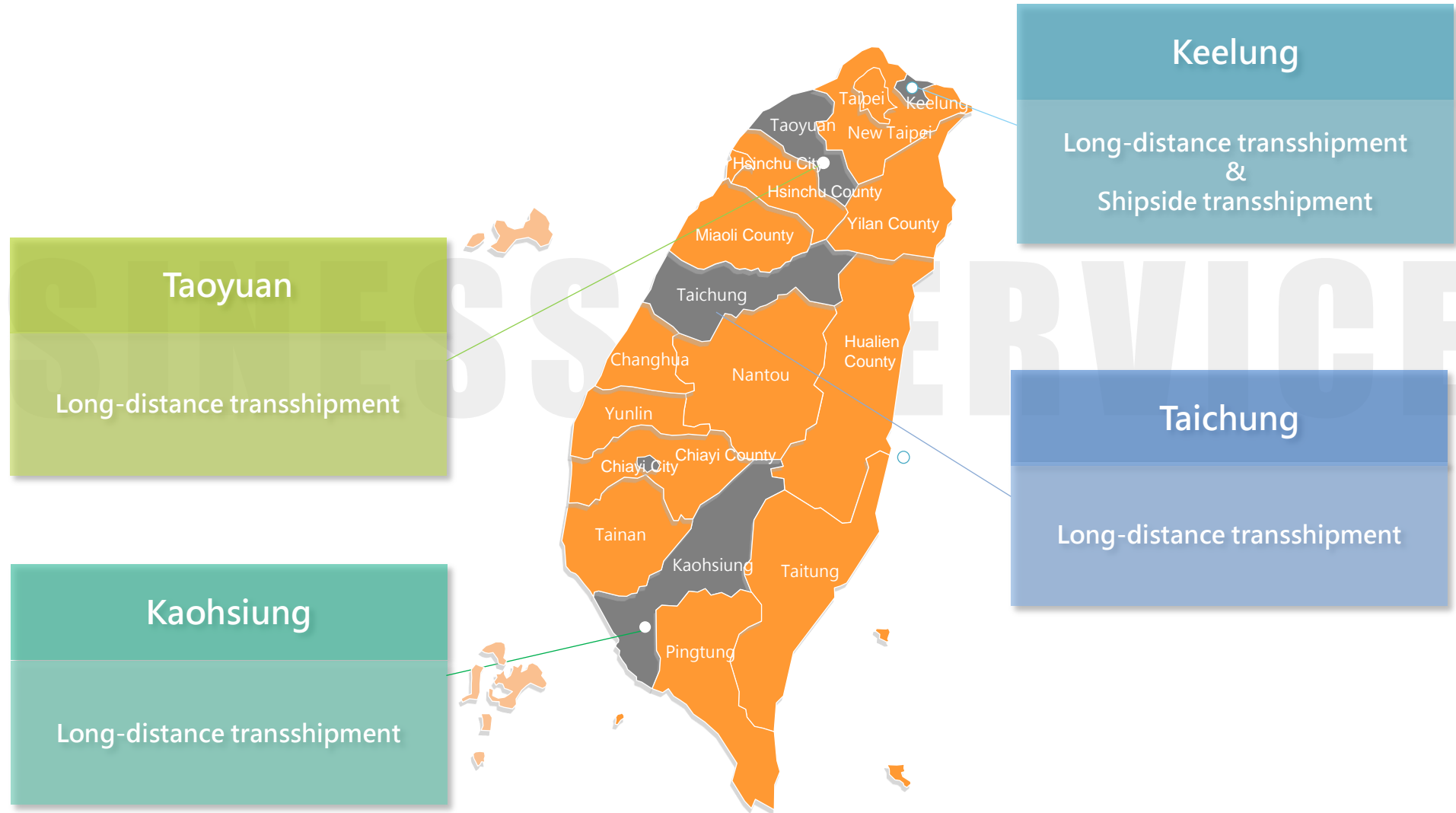
Transportation of Oil container

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 of Taipei City. The site is about $4,070\text{m}^2$, and the plan is to construct a multi-dwelling complex that is 17 levels above ground and 3 levels below ground.

We applied for the permit of urban renewal of $2,088\text{m}^2$ on Dec 14, 2023.



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.

Operation Overview -Hospitality

The Miramar Garden Hotel initiated a comprehensive five-month renovation project in November 2022. It reopened with brand new luxurious guest rooms on January 18, 2023, to welcome guests.

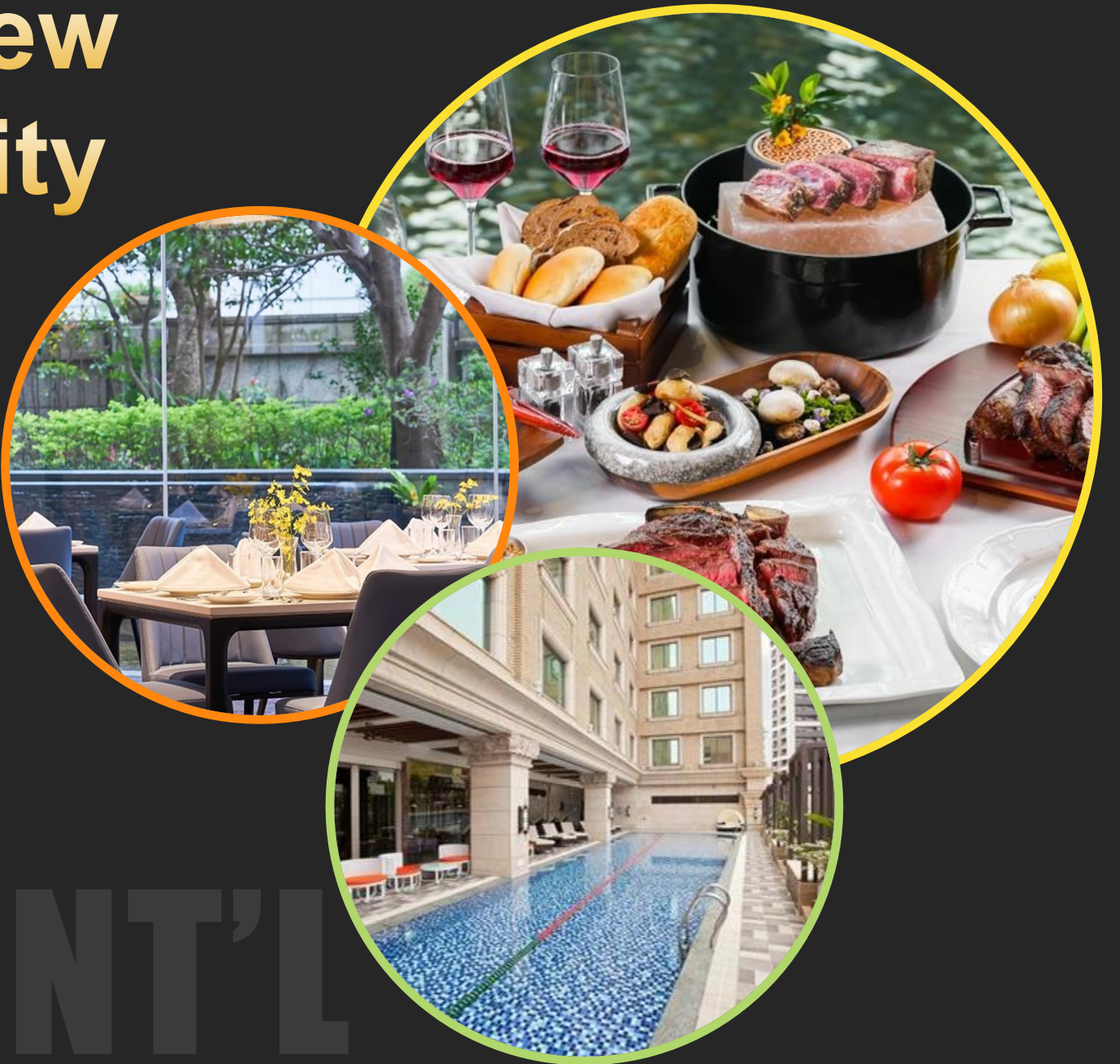
As pandemic restrictions eased, travelers gradually returned, and by June 2023, the hotel's occupancy rate approached pre-pandemic levels. The occupancy rate has consistently remained above 80% in the second half of the year.



Operation Overview -Hospitality

The Garden Terrace has been transformed into a romantic European-style garden steakhouse, offering a seafood semi-buffet dining experience. With a dining space featuring a soaring height of 3.7 meters, guests can enjoy the rare greenery and beautiful scenery of Taipei city while dining.

The Miramar Garden Hotel is committed to providing heartfelt service to solidify its existing customer base and actively adopts innovative marketing strategies to attract new customers. With the principle of "service first, customer foremost," the hotel aims to provide customers with services that are "considerate, warm, and comfortable."



03



Financial Performance

TZE SHIN INT'L

Income Statements(consolidated)

In Thousands of NTD

Items	2023.09.30	2022.12.31	2022.09.30
Current assets	2,309,453	1,954,950	2,115,691
Non-current assets	1,695,645	1,638,897	1,495,980
Total assets	4,005,098	3,593,847	3,611,671
Current liabilities	466,053	326,628	344,122
Non-current liabilities	555,286	553,054	560,292
Total liabilities	1,021,339	879,682	904,414
Total equity of the owner of the Company	2,753,370	2,473,456	2,459,603
Non-controlling interests	230,389	240,709	247,654
Total equity	2,983,759	2,714,165	2,707,257
Total Liabilities and Equity	4,005,098	3,593,847	3,611,671

Income Statements(consolidated)

In Thousands of NTD

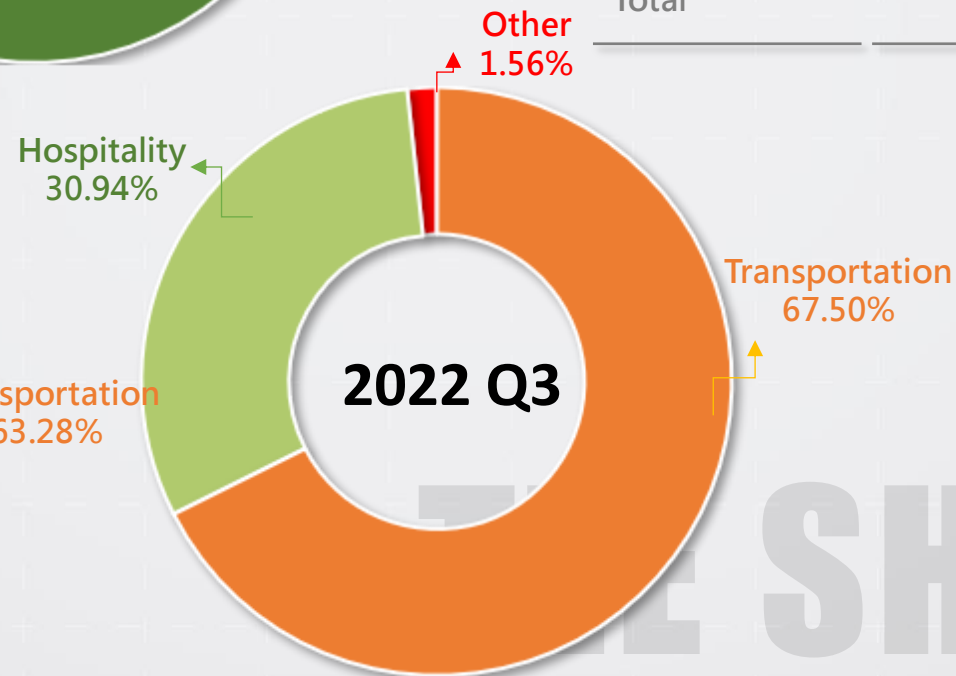
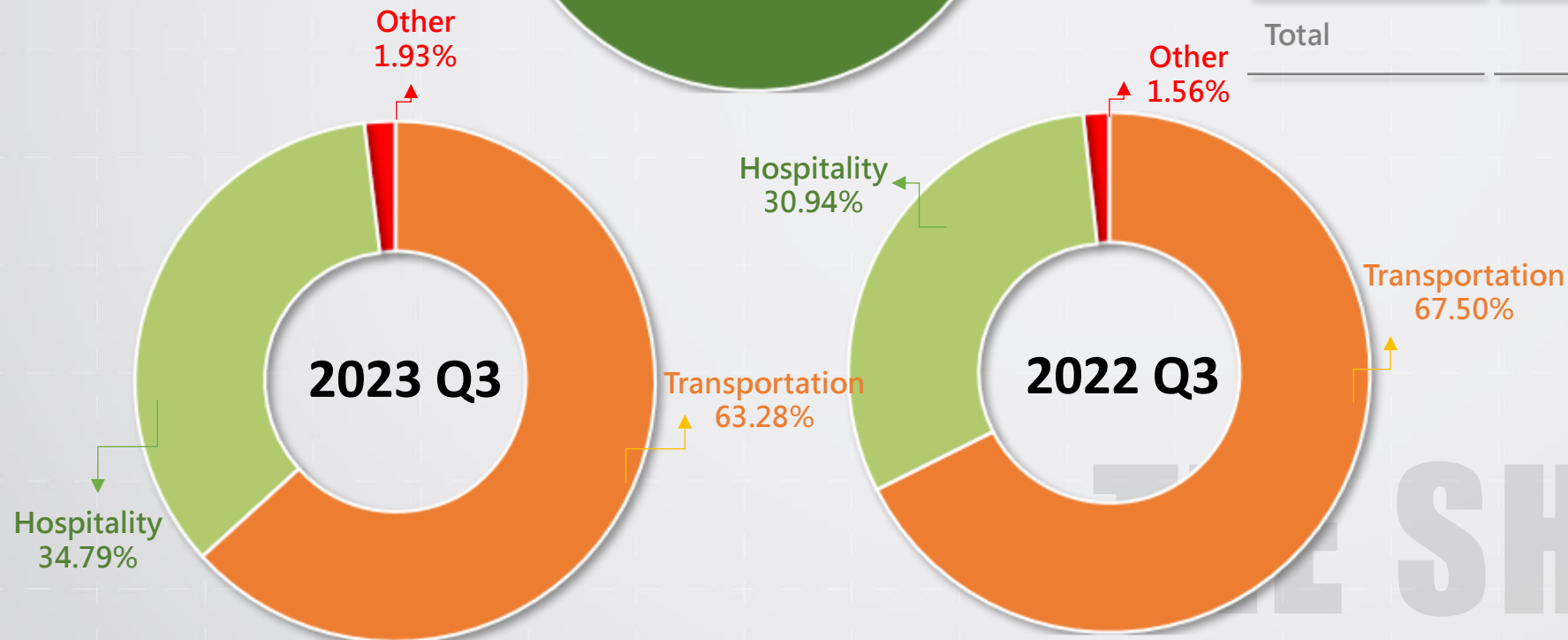
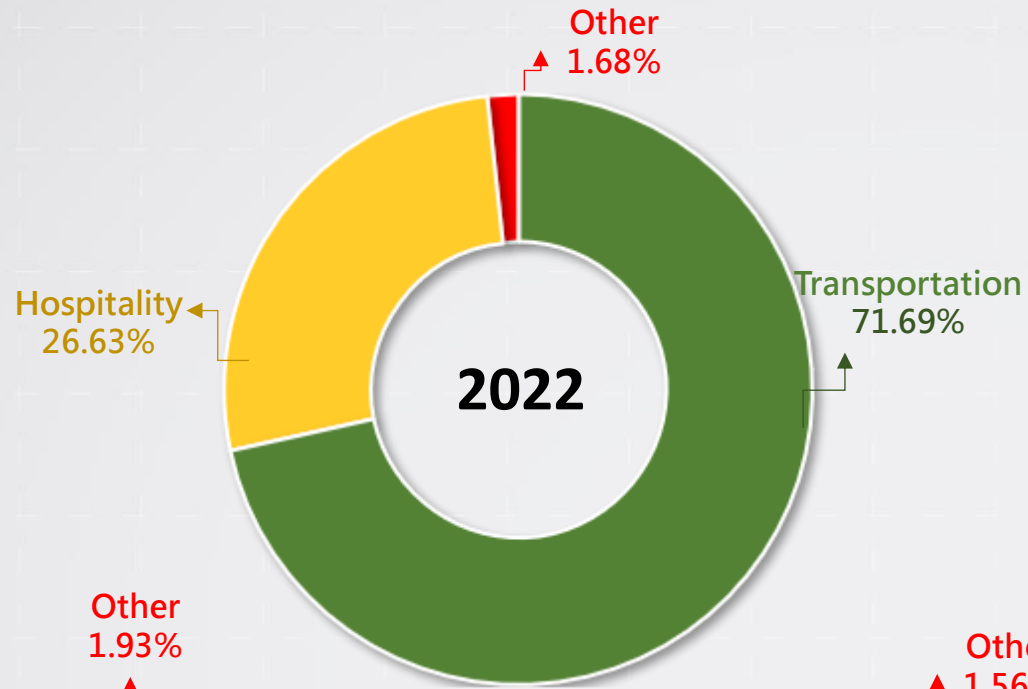
Items	2023 Q3	2022	2022 Q3
Operating Revenue	449,477	729,967	606,057
Operating Costs	352,779	571,803	451,308
Gross Profit	96,698	158,164	154,749
Operating Expenses	128,956	174,067	131,015
Operating Income (Loss)	(32,258)	(15,903)	23,734
Non-operating Income and Expenses	293,092	(224,625)	(273,570)
Income before Tax	260,834	(240,528)	(249,836)
income tax expense(benefit)	1,134	4,634	9,948
Net Income	259,700	(245,162)	(259,784)
Consolidated Net Income Attributed to Stockholders of the Company	258,253	(259,843)	(282,512)
EPS(Unit: NT\$) (Note)	1.37	(1.37)	(1.49)

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

Core Business

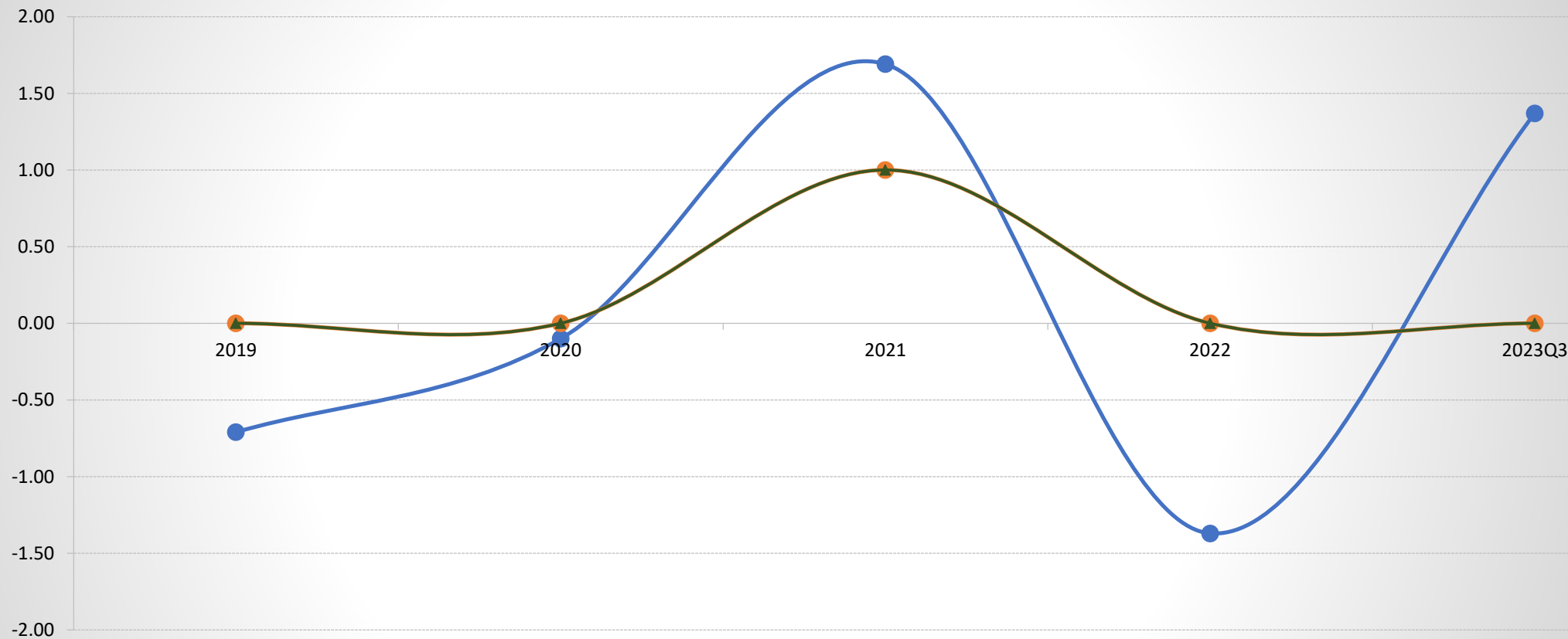
In Thousands of NTD

	2022	2023 Q3	2022 Q3
Transportation	523,305	284,415	409,080
Hospitality	194,415	156,366	187,499
Other	12,247	8,696	9,478
Total	729,967	449,477	606,057



SHIN INT'L

OPERATING Results



Item/Year	2019	2020	2021	2022	2023 Q1~Q3
EPS	(0.71)	(0.10)	1.54	(1.37)	1.37
Cash Dividend	-	-	1	-	-
Stock Dividend	-	-	1	-	-

04



Future Outlook

TZE SHIN INT'L

Future Outlook

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- 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 .

 **TZE SHIN INTERNATIONAL CO., LTD.**

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

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THANK YOU

TZE SHIN INT'L