

# TZE SHIN International Co. Ltd.

Stock code : 2611

## 2019 Investor Conference

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追求卓越 永續經營  
誠信第一 服務至上

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October 2<sup>nd</sup> , 2019

# Disclaimer

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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

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- 01 | Company Profile
- 02 | Operation Overview
- 03 | Financial Performance
- 04 | Future Outlook
- 05 | Q & A



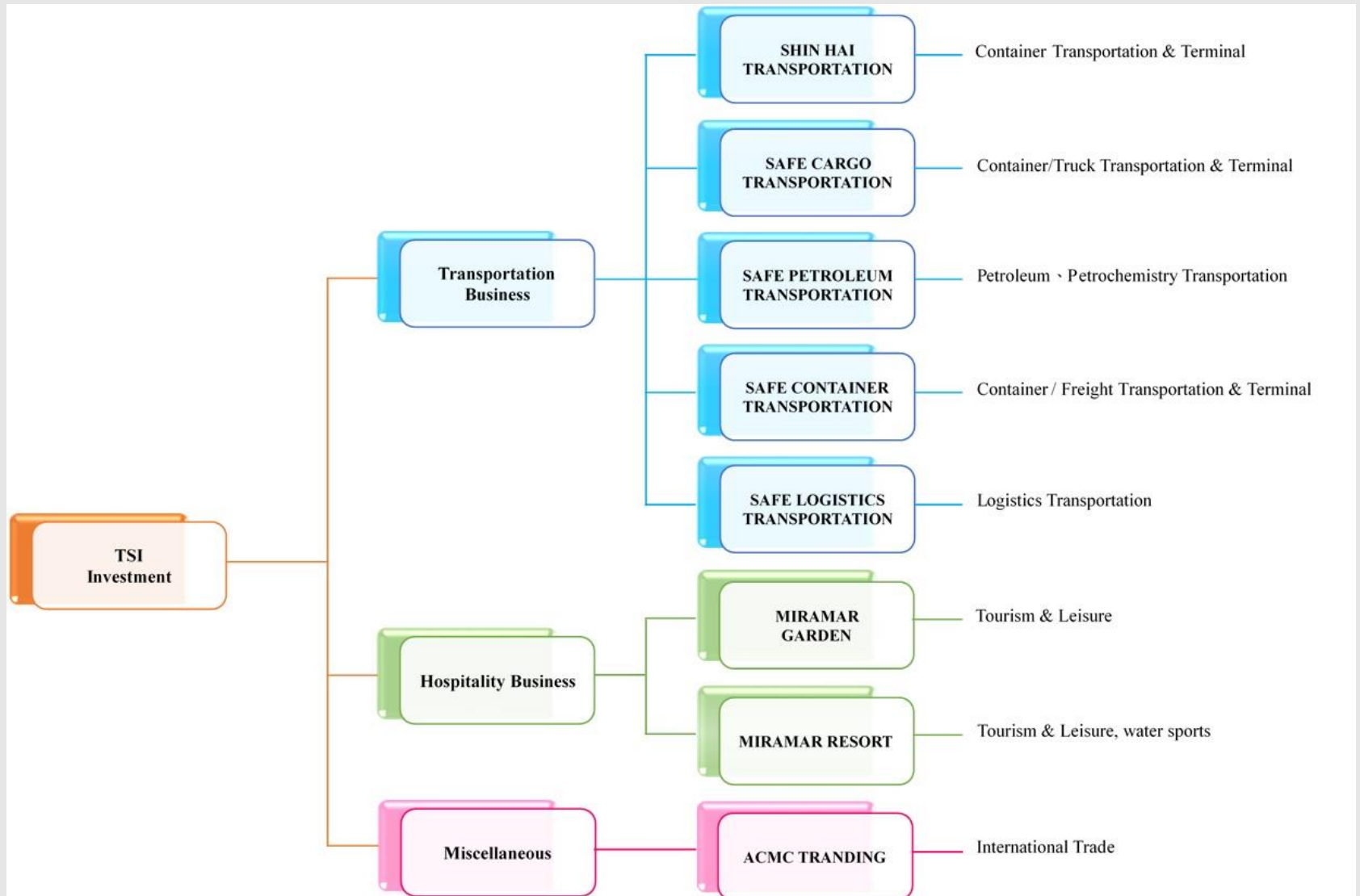
# 01 Company Profile

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- 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\$ 1,759,942,470
- Business Segment : Truck & Container Transportation 、  
Air FAT Service management 、 Construction 、 Tourism  
& Leisure 、 Trading & Merchandise



# Business Scope



# Business Segments

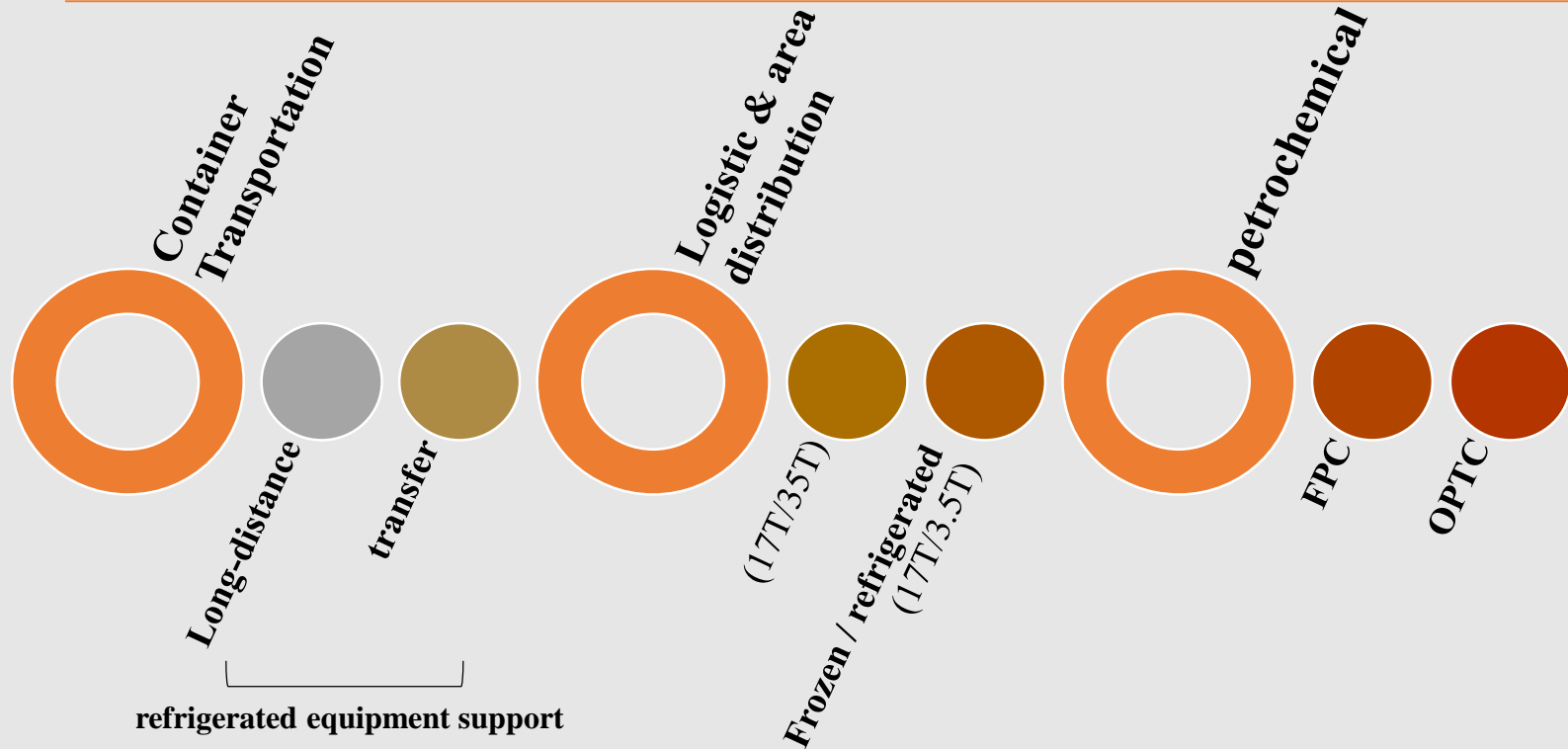
Tze Shin established in 1973, initial main business by container and truck transportation; Along with the business development, in 1993 the stock went public, until today Tze Shin Group has been operating the business in accordance with its segment in truck & container transportation、air FAT service management、construction、tourism and Leisure、trading and merchandise.



 ● 運輸業務 貨櫃運輸及貨運運輸 (包含化學品、 油品及物流等)	 ● 航空業務 航空票務管理業務。	 ● 商品買賣 歐洲進口精品家電廚具 最優代理銷售業務。	 ● 營建業務 以住宅及廠辦大樓為主，主力的開發、規劃及興建等業務。	 ● 觀光休閒 & 旅館 台北美麗信花園酒店， 結合歐式古典與現代摩登， 以歐風優雅氣質著稱。
				



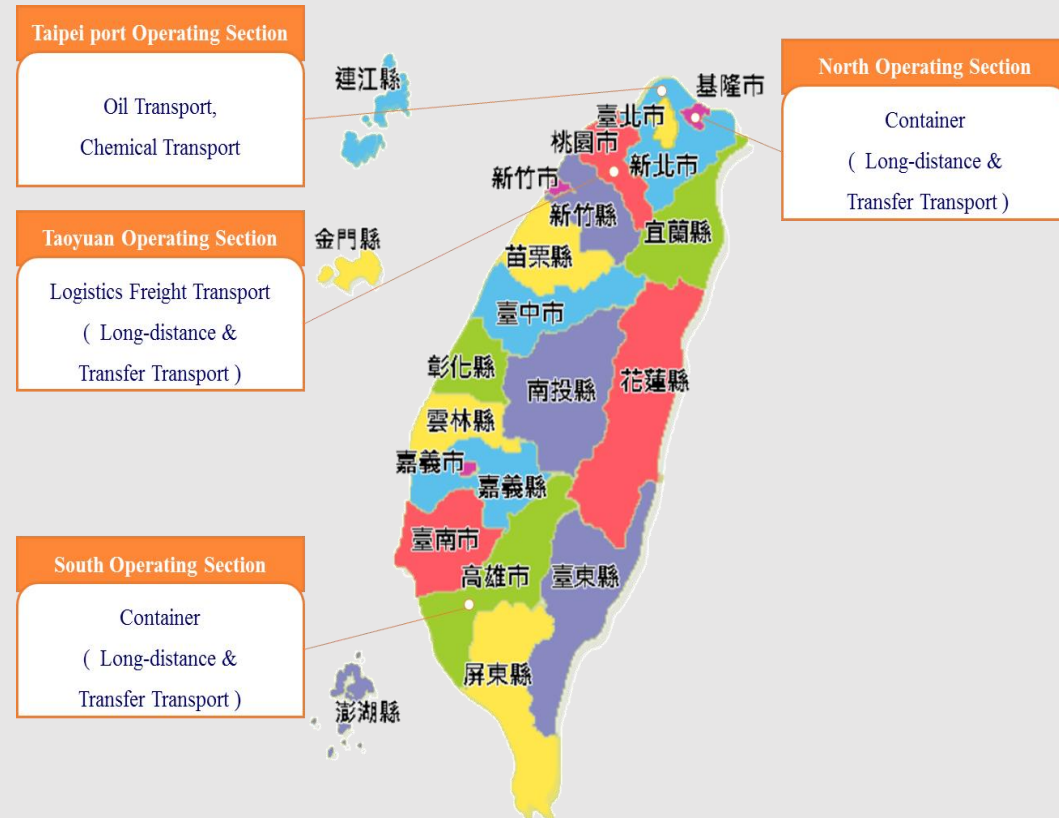
# Inland Fleets and Services



- Shin Hai Transportation: Container Transportation
- Safe Cargo Transportation: Container & Truck Transport
- Safe Petroleum Transportation: Oil Transport, Chemical Transport
- Safe Container Transportation: Container Transport
- Safe Logistics Transportation: Logistics & Area Distribution

## 02 Operation Overview –Transportation Business

- Tze Shin transportation service includes domestic container 、 truck 、 bulk logistic and petrochemistry & damage goods.
- Tze Shin transportation fleets have FDA Food Business registration which are in line with FDA regulation.
- Tze Shin upholds the core value of safety and customers first to provide a fast, safe, and trustworthy service.





# Quality Certification & Commitment

- In spite of the competitive environment, we're still in line with our faith in the operation of an enterprise relies largely on the cultivation of talents together with the spirit of research and development. However, continual creativity and innovation result in our leading in the field, heading to an excellent and brilliant prospect for our company.



## ISO9001:2015

Certification body :  
Bureau Veritas Certification

Original certification date :  
Jan. 15 , 1993

Certification date :  
March 2017~March 2020

## 02 Operation Overview -Aviation Business

✈ Tze-Shin International has contracted with FEA to provide ticketing sales management services.

✈ The services include cross-strait and Kinmen and Magong City.



Cross-strait-flight

Domestic  
(Taipei、Taichung、  
Kaohsiung、  
Penghu、Kinmen)



## 02 Operation Overview -Construction Business

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Factory



Condo/ apartment



Shopping center

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.





## 02 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.



## 03 Financial performance — Balance Sheet<sub>(consolidated)</sub>

In Thousands of NTD

Item	30-Jun-19	31-Dec-18	Increased (reduced) amount	Change%
Currenet Assets	1,840,774	1,901,026	(60,252)	(3.17%)
Non-currenet Assets	2,972,600	2,421,709	550,891	22.75%
Total Assets	4,813,374	4,322,735	490,639	11.35%
Current Liabilities	1,300,012	1,263,359	36,653	2.90%
Non-current Liabilities	671,053	232,521	438,532	188.60%
Total Liabilities	1,971,065	1,495,880	475,185	31.77%
Capital Stock	1,779,942	1,779,942	-	-
Additional paid-in Capital	2,381	3,316	(935)	(28.20%)
Retained Earnings	768,197	797,466	(29,269)	(3.67%)
Other Equity	50,425	(9,752)	60,177	(617.07%)
Treasury Stock	(15,127)	-	(15,127)	-
Noncontrolling Interests	256,491	255,883	608	0.24%
Total Equity	2,842,309	2,826,855	15,454	0.55%
Total Liabilities&Equity	4,813,374	4,322,735	490,639	11.35%



# Income Statements<sub>(consolidated)</sub>

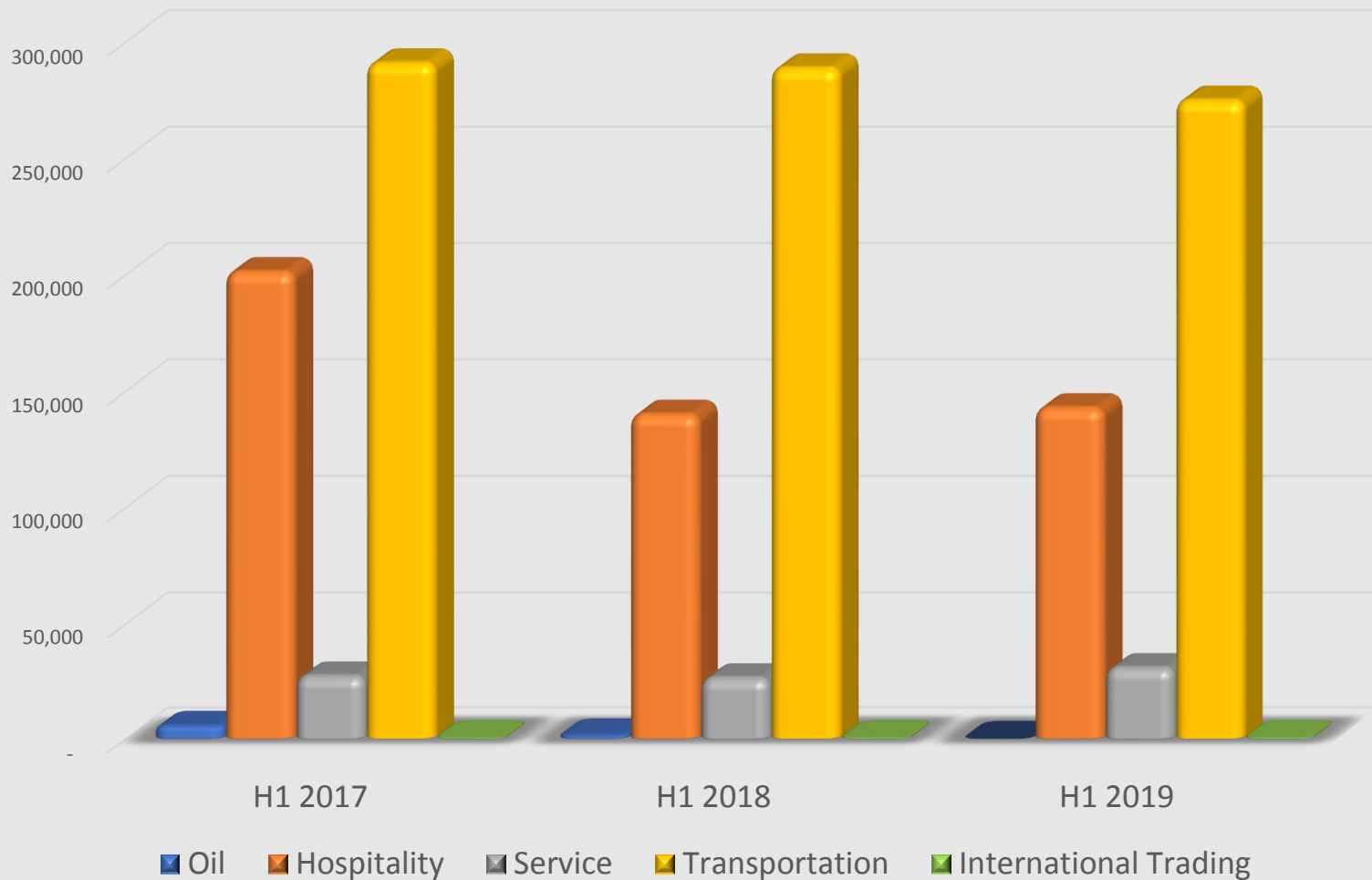
In Thousands of NTD

Item	H1 2019	H1 2018	Increased (reduced) amount	Change%
Operating Revenue	448,788	457,168	(8,380)	(1.83%)
Operating Costs	336,768	353,203	(16,435)	(4.65%)
Gross Profit	112,020	103,965	8,055	7.75%
Operating Expenses	104,821	106,266	(1,445)	(1.36%)
Operating Income(Loss)	7,199	(2,301)	9,500	(412.86%)
Non-operating Income and Expenses	45,670	5,073	40,597	800.25%
Income before Tax(Loss)	52,869	2,772	50,097	1,807.25%
income tax expense( benefit)	(1,643)	4,336	(5,979)	(137.89%)
Net Income(Loss)	51,226	7,108	44,118	620.68%
Consolidated Net Income Attributed to Stockholders of the Company	50,245	3,175	47,070	1,482.52%
EPS	0.28	0.02	0.26	1,300%



# Main operating income

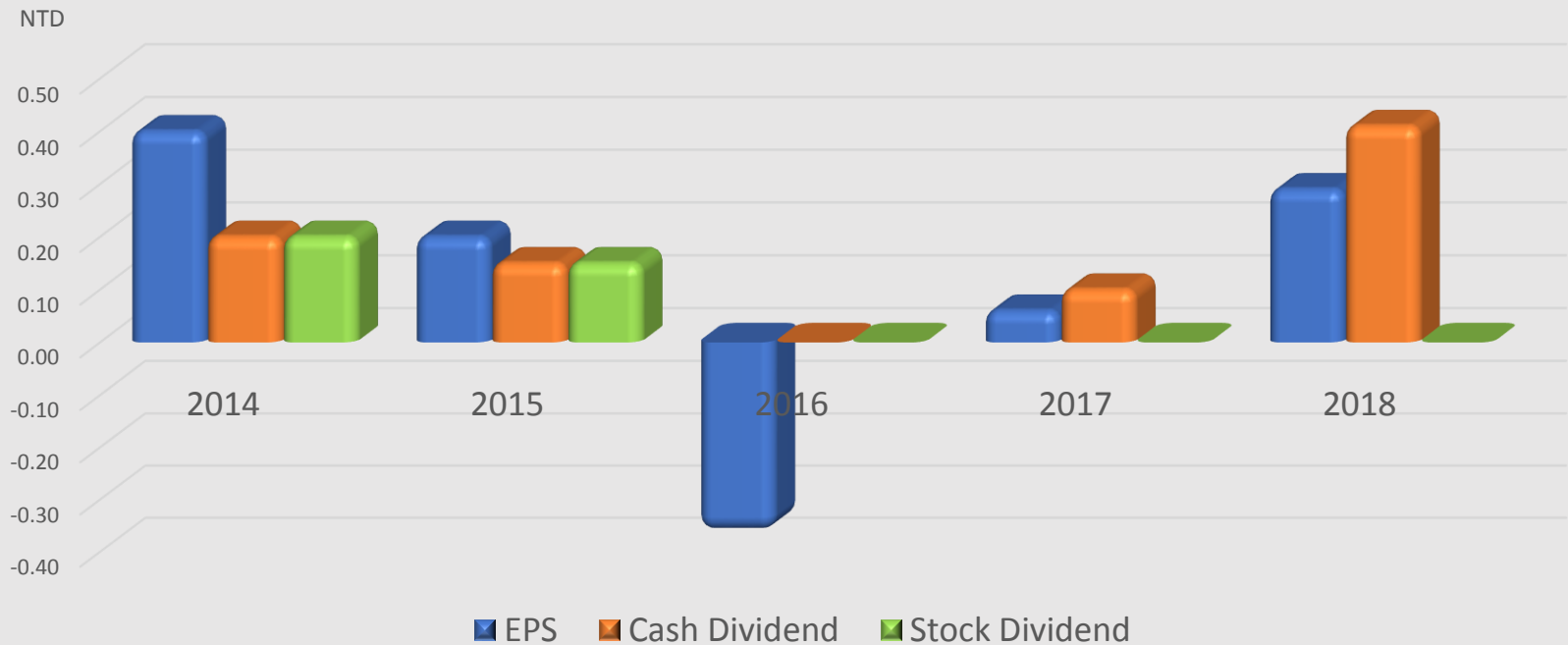
In Thousands of NTD



# EPS & Dividend

NTD

Items	2014	2015	2016	2017	2018
EPS	0.40	0.20	(0.36)	0.06	0.29
Cash Dividend	0.20	0.15	-	0.10	0.41
Stock Dividend	0.20	0.15	-	-	-





# 04 Future Outlook

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- In our transportation business is to strengthen the container and to integrate resources to improve operating efficiency and to save cost in order to meet customer satisfaction. In addition to maintain business relation with clients by strategic alliance to extend business scope and competitive advantages.
  - For the construction developing business plan is committed to develop and focus on factories, shopping malls, and residential buildings to achieving long-term sustainability.
  - 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.
  - Integration and utilization of the company's assets to improve corporate benefit. Collaborate with different industries for developing new business opportunities.



## 05 Q & A

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# Thank You

查詢網址:<http://mops.twse.com.tw>

公司網址:<http://www.tsigroup.com.tw>

志信國際股份有限公司 | TZE SHIN International Co. Ltd.

