

公司簡稱：大飲  
股票代號：1213



# OCEANIC BEVERAGES CO., INC.

## INVESTOR CONFERENCE

Time	Agenda
15:00~15:20	Brief summary
15:20~15:40	Q&A

《Nov. 29, 2019》  
natural. Safe. health



# Disclaimer

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1. The consolidated financial figures are compiled in accordance with the international financial reporting standards(IFRS) and reviewed by CPA.
2. This Presentation contains certain forward-looking statements that are based on current expectations and are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements.  
Except as required by law, we undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.
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## Company Profile

The Company was founded in the 54th year of the Republic Era. "Apple Sidra", the well-known brand in beverages market, has been introduced in Taiwan markets more than 5 decades popularizing as well as around the world. Oceanic Beverage Co., Inc. upholds a diversified business strategy, such as apple carbonated drink 、 ready-to-drink tea 、 fruit juice 、 yogurt drink 、 distilled bottled water and other high-quality beverage product lines are selling in the main retails channels and gain great popularity.

During the period the company encountered the most important event since its foundation, We would like hereby to present our deep thanks to the all consumers who have supported "Apple Sidra" with their loyalty all the times, we believe that "Quality and The business honor " are the basis of sustainable business, but also the competition in markets. We will strengthen the market activities and service to feed back to the consumer's supports.





# Industry overview

## 1. Industry status and development

The industry prosperity status is closely related to the costs of domestic raw material, therefore, it is necessary to expand market share by the activity of product marketing. In order to get the food industry's competitive advantage in the future, brand loyalty must be built up with product value to increase market shares.

## 2. Industries relevance - Upstream, Midstream and downstream :

<b>Upstream</b>	<b>Stock farming 、 packaging 、 fuel material etc...</b>
<b>Midstream</b>	<b>R&amp;D, manufacturing, packaging</b>
<b>Downstream</b>	<b>Transportation, warehousing, sales and other industries</b>



# Industry overview

## 3. Product development trend and competition

The volume of soft drink sold in supermarkets and hypermarket is about 50% ratio of the beverage market ; to enhance product marketing activities in order to keep the annual revenue growth steady. The volume in Convenience stores' sold is about 18% ratio of the beverage market

“Health and functionality drink” is the current trend in beverage market. “Apple Sidra” and “Yogurt Drinks” , earning annual revenue growth, the natural soft drinks conform to the consumption characteristics of the mainstream in the future.

Market competition : Under the marketing dominance of large-scale retailers, supermarkets and super-business channels, the contract costs hike up year by year. Therefore, it is necessary to create the best cost effect with marketing promotion, product innovation and forms a partnership with the distributors and retailers for sustainable growth.



## Performance summary

Affected by the global economic downturn and the prices of bulk raw materials hiking up. The Company will continuously strive to search various raw material resources, stabilize the supply sources and reduce purchase costs, strengthen market development operations to expand the ratio of market shares.





# Financial summary

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Unit: NT \$ thousand

	3Q 2019	%	3Q 2018	%	2Q 2019	%	YoY
Operating Revenue	128,944	100	209,420	100	149,094	100	(38.43)
Net Operating Margin	3,659	3	13,662	7	16,020	8	(73.22)
Operating profit(loss)	(11,889)	(9)	(2,463)	(1)	(15,301)	(7)	(382.70)
Non-Operating Income And Expenses	(3,651)	(3)	(1,784)	(1)	(11,019)	(5)	104.65
Profit before income tax(loss)	(15,540)	(12)	(4,247)	(2)	(26,320)	(12)	(265.91)
Profit for the period(loss)	(12,704)	(10)	(3,564)	(2)	(22,990)	(11)	(256.45)
Basic Loss per share (in dollars)	(0.22)		(0.07)		(0.41)		



# Conclusion

## CONSOLIDATED BALANCE SHEETS

Unit: NT \$ thousand

	3Q 2019	%
<b>Current Assets</b>	269,476	20
<b>Noncurrent Assets</b>	1,034,277	80
<b>Total Assets</b>	1,303,753	100
<b>Current Liabilities</b>	336,056	26
<b>Noncurrent Liabilities</b>	396,875	30
<b>Total Liabilities</b>	732,931	56
<b>Total Equity</b>	570,822	44
<b>Total Liabilities And Equity</b>	1,303,753	100





## Future prospects

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With reference to the domestic and overseas marketing promotion campaigns of each sales channel, will participate different season and festival theme planning marketing activities to increase interaction between consumers and brand loyalty.

In response to the emerging development of E-commerce and global logistics industry, the Company will strive to increase the markets in overseas countries and mainland China in order to embrace prosperity of the future.

“Healthy Function · Natural ” food and beverage are the market's main trend in the future. Innovative research and development in the direction of natural manufacturing process to meet the characteristics of the future consumer mainstream.



## Conclusion

The Company will strengthen the audit and control system to enhance the internal performance management, and financial accuracy, human nature administration, personnel rationalization, in order to achieve the goals of sustainable growing .



The image features a central white circle with a subtle drop shadow, containing the text "Q&A" in a bold, blue, sans-serif font. The background is a light gray gradient, accented by two large, overlapping blue wave-like shapes on the left and right sides. The top-left wave is a darker shade of blue, while the bottom-right wave is a lighter shade. The overall design is clean and modern.

**Q&A**



**End**