

公司簡稱：大飲  
股票代號：1213



OCEANIC BEVERAGES CO., INC.

# INVESTOR CONFERENCE

《Dec. 12, 2024》  
natural. Safe. health



# Disclaimer

1. The consolidated financial figures are compiled in accordance with the international financial reporting standards(IFRS) and audited 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.  
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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 、 distilled bottled water and other high-quality beverage product lines are selling in the main retails channels and gain great popularity.

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 the market shares.

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

Upstream	Raw materials 、 packaging 、 fuel etc...
Midstream	R&D, manufacturing, packaging
Downstream	Transportation, warehousing, sales and other industries



# Industry overview

## 3. Product development trend and competition

- The volume of soft drink sold in supermarkets and hypermarket is about 65% 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 25% ratio of the beverage market.
- With the change of the catering industry, it will continue to expand the market share and leading position of catering channel beverages.



## Industry overview

4. “Health and functionality drink” is the current trend in beverage market. “Apple Sidra” and “Fruits Juice Drinks” are the natural soft drinks conform to the consumption characteristics of the mainstream in the future.
5. Suppliers are affected by strong competition from large-scale mass merchandisers, supermarkets, and supermarket channels every year, and sales costs increase year by year. With the annual changes and integration of the channel market, they must create maximum marginal benefits through marketing improvements and investment in new products, and cooperate with the channels. Form a partner for sustainable growth



## Recent Operations Overview

1. In 2023, the halt in production lines and off-shelf affected the company 's revenue in severe decline.
2. The prices of various raw materials continue to rise sharply, which causing production costs hiked up, margin shrunk and loss.
3. Major beverage manufacturers have successively launched apple-flavored soda drinks to seize the company's market opportunities.



# Operational Overview Description

1. At present, the company's most popular PET600 and CAN330 apples are in full production and have resumed sales at major open channels such as FamilyMart, PX Mart, Hi-Life, Carrefour, RT-Mart and local supermarkets, etc... CAN250ml will also resume production and launch this month.
2. Major restaurants, hot pot restaurants, seafood quick-fried restaurants, and snack bars have all gradually resumed full recovery and maintained their leading position in beverages.
3. PET1250 and 2000 are also currently undergoing production line adjustments. They are expected to return to the market with the highest quality next year. We hope that revenue will return to normal next year and live up to the trust of consumers and investors.





## Important matters

### **Description of the Company's disposal of real estate:**

Signing date: July 30, 2013.

Subject matter: 51 land lots including 27 in Zhongshan Section, Hunei District, Kaohsiung City, and 2 buildings with 2 building numbers including 178 and 179 in Puji Section.

Transaction counterparty: Genxian Construction Co., Ltd.

Its relationship with the company: None.

Disposal price: 962,743 thousand yuan (tax included).

Estimated net profit from disposal: 591,423 thousand yuan. Actual profit and loss from disposal shall be subject to audit by accountants.



## Important matters

- The specific purpose or use of the disposal : The disposal price is used to repay the loan and make up for the losses in recent years, enrich the working capital and maintain and update the production equipment to ensure the company's product production quality and production capacity improvement, so that the company's operations can quickly get back on track.
- Implementation status: The land price has been fully collected in late November, and the loans from financial institutions have been fully paid off. Currently, the company has no other liabilities and has sufficient funds to invest in company operations.



# Financial summary

OCEANIC BEVERAGES CO., INC.

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Unit: NT \$ thousand

	3Q 2024	%	3Q 2023	%	2Q 2024	%	YoY
<b>Operating Revenue</b>	<b>138,932</b>	<b>100</b>	<b>108,491</b>	<b>100</b>	<b>75,252</b>	<b>100</b>	<b>28</b>
<b>Net Operating Margin</b>	<b>(29,451)</b>	<b>(21)</b>	<b>(69,594)</b>	<b>(64)</b>	<b>(27,020)</b>	<b>(36)</b>	<b>58</b>
<b>Operating profit(loss)</b>	<b>(59,072)</b>	<b>(42)</b>	<b>(106,671)</b>	<b>(98)</b>	<b>(44,796)</b>	<b>(60)</b>	<b>45</b>
<b>Non-Operating Income And Expenses</b>	<b>15,205</b>	<b>11</b>	<b>25,956</b>	<b>24</b>	<b>18,829</b>	<b>25</b>	<b>(41)</b>
<b>Profit before income tax (loss)</b>	<b>(43,867)</b>	<b>(31)</b>	<b>(80,715)</b>	<b>(74)</b>	<b>(25,967)</b>	<b>(35)</b>	<b>46</b>
<b>Profit for the period (loss)</b>	<b>(42,558)</b>	<b>(30)</b>	<b>(96,894)</b>	<b>(89)</b>	<b>(24,609)</b>	<b>(33)</b>	<b>56</b>
<b>Basic earnings per share</b>	<b>(0.75)</b>		<b>(1.71)</b>		<b>(0.43)</b>		



## Conclusion

### OCEANIC BEVERAGES CO., INC. CONSOLIDATED BALANCE SHEETS

Unit: NT \$ thousand

Project	3Q 2024	%	3Q 2023	%
<b>Current Assets</b>	<b>566,806</b>	<b>59</b>	<b>117,804</b>	<b>13</b>
<b>Noncurrent Assets</b>	<b>388,731</b>	<b>41</b>	<b>800,318</b>	<b>87</b>
<b>Total Assets</b>	<b><u>955,537</u></b>	<b>100</b>	<b><u>918,122</u></b>	<b>100</b>
<b>Current Liabilities</b>	<b>735,181</b>	<b>77</b>	<b>330,794</b>	<b>37</b>
<b>Noncurrent Liabilities</b>	<b>35,709</b>	<b>4</b>	<b>318,323</b>	<b>34</b>
<b>Total Liabilities</b>	<b>770,890</b>	<b>81</b>	<b>649,117</b>	<b>71</b>
<b>Total Equity</b>	<b>184,647</b>	<b>19</b>	<b>269,005</b>	<b>29</b>
<b>Total Liabilities And Equity</b>	<b><u>955,537</u></b>	<b>100</b>	<b><u>918,122</u></b>	<b>100</b>



## Future prospects

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.

“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.

Expand the integration with international mainstream media, actively cooperate with various industries in various counties and cities for joint marketing, fulfill social corporate responsibilities, and create a blue ocean for enterprises to meet new challenges.



# Conclusion

The company will implement ESG corporate sustainable management and use environmental protection, social responsibility, and corporate governance as guidance for various business plans to strengthen operational management performance and thereby reduce potential risks. The company will operate sustainably and reach new heights in profits.



# Q & A

