

First Steamship Co., Ltd. Investors' Conference



2024/12/12



First Steamship Group

Disclaimer

- The contents in this presentation and relevant messages issued at the same time were obtained from the company's internal and external information such as operation results, financial status, business development, etc.
- The company does not release any financial forecast. However, the description involving the company's opinions on its future operation and industrial development in respect of the company's finance, business and Q&A made in this presentation could be different from the future actual results. The reasons for such differences may include changes in market demand, price fluctuations, competition behavior, international economic situation, exchange rate fluctuations, upstream and downstream supply chain, and other risk factors which are out of the company's control.
- The future outlook in this presentation reflects the company's views on the future to this day. The company will not be responsible to send reminders or make updates for any future change or adjustment in those views.



Agenda

- Company Profile
- Group Overview
- Business Development
- Financial Summary
- Business Vision



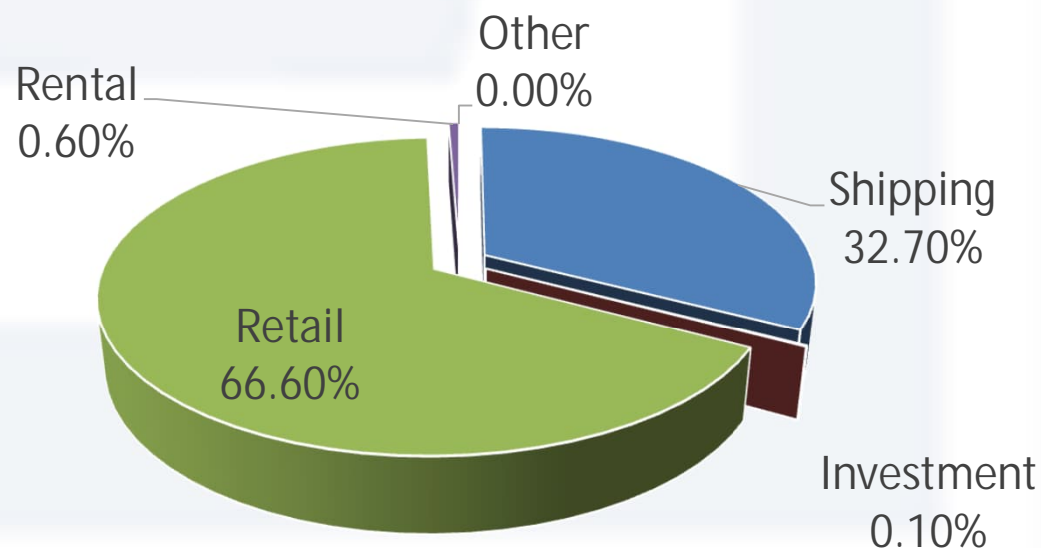
Company Profile

Basic Info

- Inception Date: 1963/10/8
- Listed Date: 1965/11/4
- Capital: NT\$8,247,760,670
- Stock Symbol: 2601

Business

- Operation includes shipping, retail, financial leases, property development, and financial services



Source: Financial Report as on 2024/9/30



Group Overview

1963



Shipping



2006

Grand Ocean



Retail



2013

Mariner Finance



Financial
Leasing



2015

RSW



Property
Development



2019

Da Yu Financial



Financial
Service



2017

Sandmartin



Group
Holding



First Steamship Group

Business Development : Shipping (1)

Self-owned fleet dedicated in the dry bulk ship market

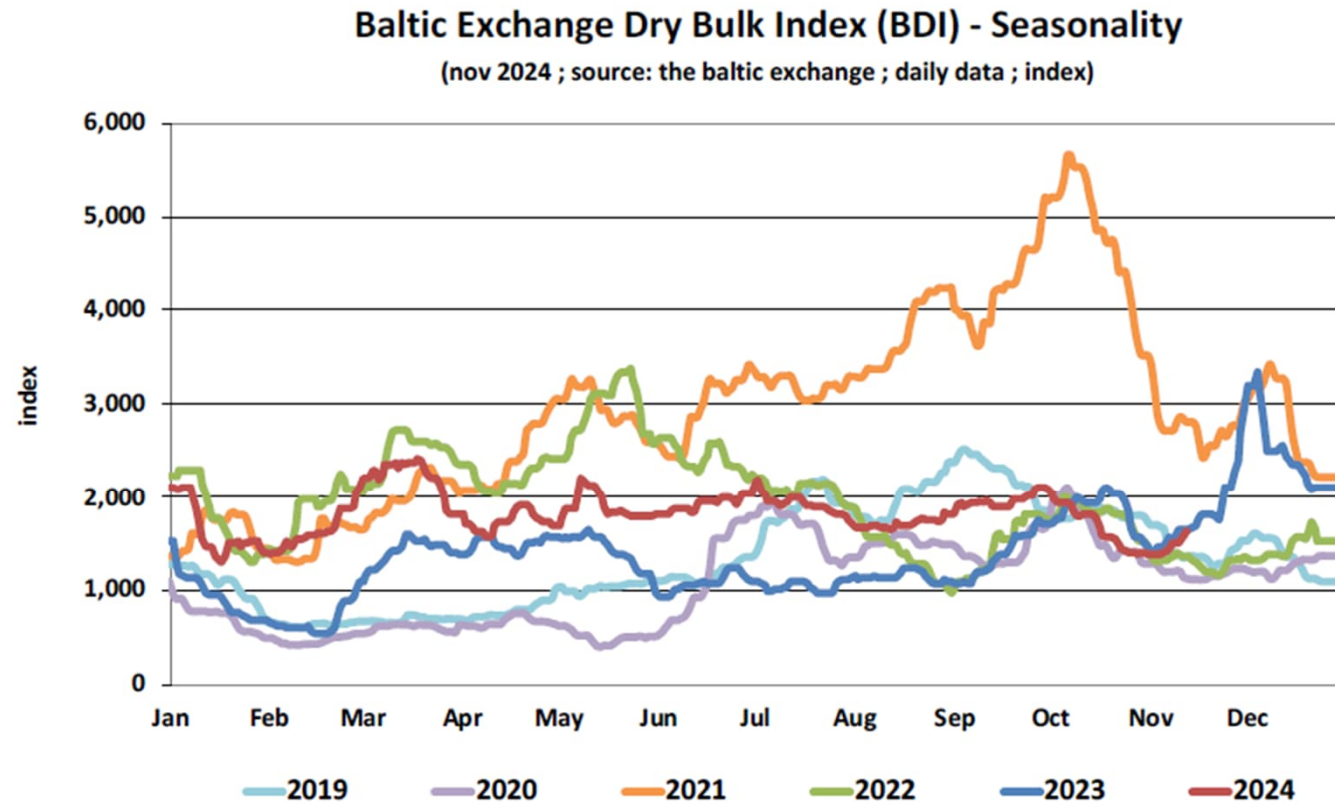
- Currently own 11 vessels: 2 Handysize-type, 5 Kamsarmax-type, and 4 Supramax-type.
- Maintain high operation flexibility by switching between time charter model and joint-pool operation model as well as effective vessel asset management.
- Strengthen E-management and maintenance effectiveness , lowering operation costs and boosting operation efficiency.



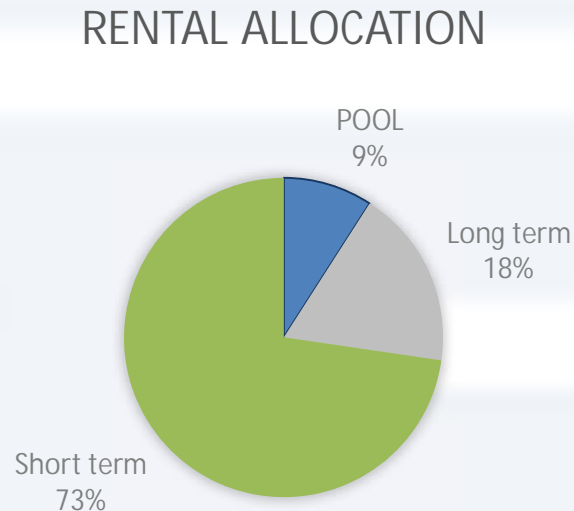
Business Development : Shipping (2)

DRY BULK – SPOT RATES

- In Oct 2024, the Baltic Dry Index (BDI) averaged 1670 USD/day, -14.9% m-o-m, and -10.3% y-o-y
- In Jan-Oct 2024, the Baltic Dry Index (BDI) averaged 1833 USD/day, +46.8% y-o-y
- In Jan-Dec 2023, the Baltic Dry Index (BDI) averaged 1395 USD/day, -27.8% y-o-y



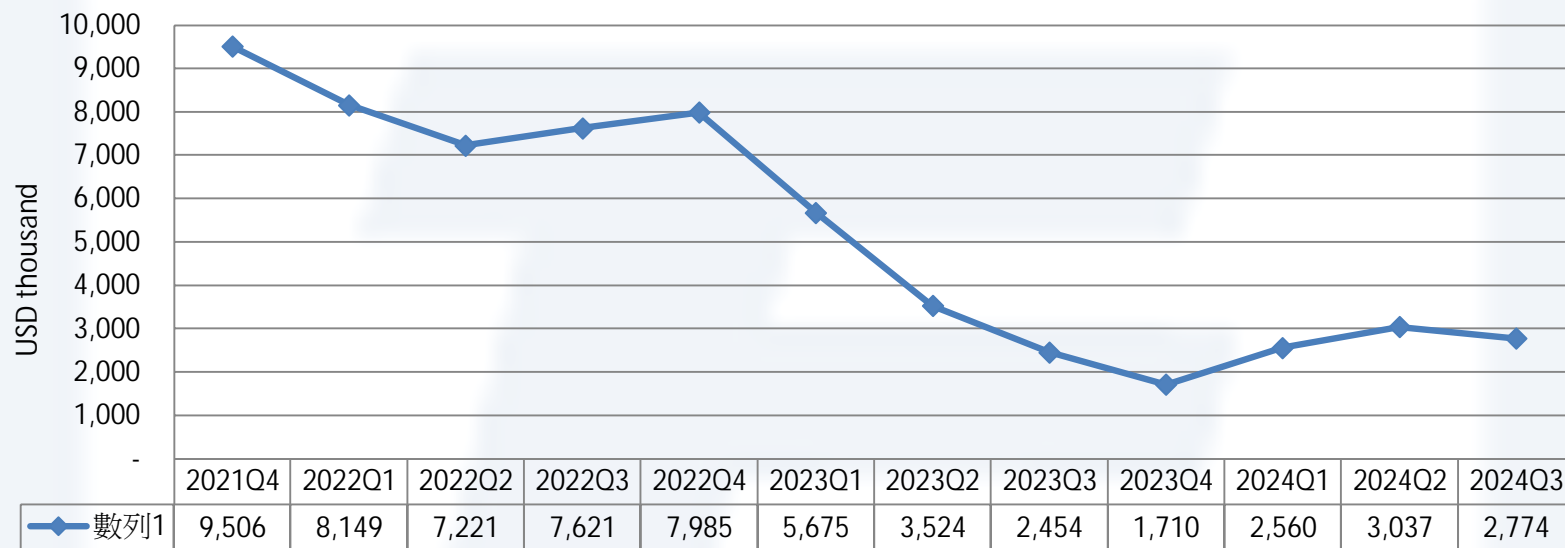
Business Development : Shipping (3)



- Among 11 ships in the fleet, 2 are under long-term rental contracts with duration above 2 years, 1 is under pool operation, and the other 8 are under one-year contracts, which allocation will bring stable revenues and decrease market risks.

Business Development : Shipping (4)

Gross Profit of Shipping Department

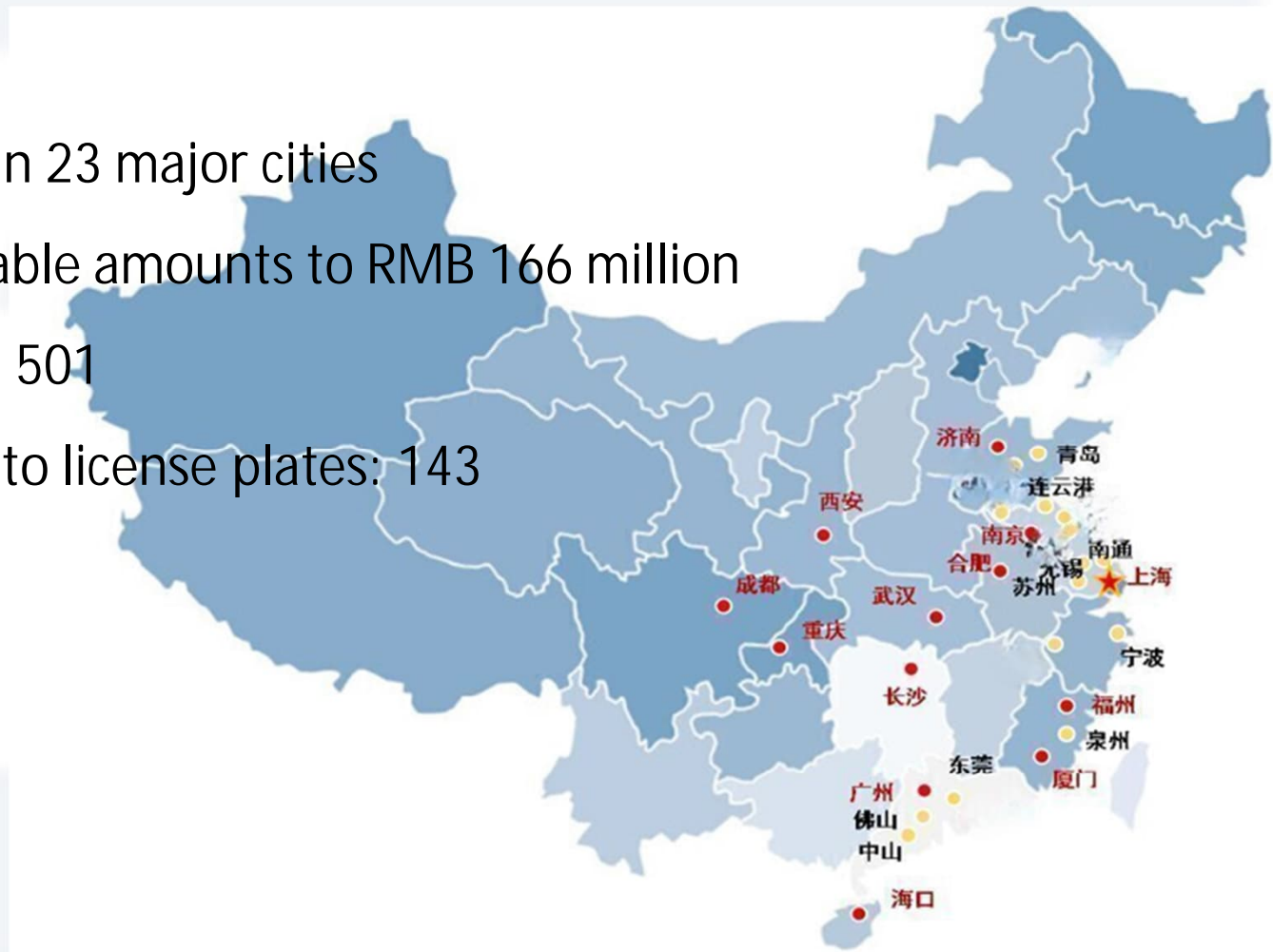


Business Development : Mariner Finance Ltd.

- Provides financial leasing service for businesses and for individuals, including but not limited to new car leasing

■ As of 2024/9/30

- Operations in 23 major cities
- Loan receivable amounts to RMB 166 million
- Auto leases: 501
- Shanghai auto license plates: 143



Business Development: Royal Sunway



- Expert in rental and sale of real estates, and investments in infrastructure, new town , and new community development, etc.
- “River & Tree” JV Project:
All apartments in 1st Phase have been sold and transferred. Only the storefront is retained for flexible use. The building permit in 3rd Phase is acquired, and a JV project will be launched next year accordingly.
- Project of Land No. 55 &55-1 in Tucheng Dist. has acquired its building permit on Sep. 8th, 2021, and been approved design changes on Jun. 11th, 2024. The sale is expected to begin in Q3 2025.
- Project of Land No. 70, 73, &74 in Tucheng Dist has obtained its building permit on Oct. 12th, 2023. the sale is expected to begin in Q4 2024.
- Project in Wushi Port has applied for design changes on Apr. 19th, 2024, and revised its content on Oct. 22nd, 2024. It is scheduled for review by the local government.
- Project of Jiankang Rd. received its building permit on Jan. 4th, 2023. The basement is currently under construction and the whole project is expected to be completed by the end of 2027.



Group's Holding: Sandmartin International Holdings Limited

- SIHL is the primary shareholder of the largest satellite television provider in Nepal, Dish Media Network, which has about 2.13M registered users and 0.62M active users. Its ISP service has accumulated approximately 0.4M users and was merged with a local big ISP in Nepal; thus, it became the largest local broadcast and network communications group in Nepal. Its Nepal IPO is still in process due to the characteristics of businesses and operation.
- LNB industry: Its sales were adversely affected by one top customer in North America reduced its on-premises expenditures due to its satellite failure. Orders from other customers in North America are stable. Sales grow to a certain extent in Latin America, and sales improved in India, Europe, and Middle East.
- Telecom industry: Entering the supply chain in Europe and the United States, it has begun shipping its products. The trial run of new products is passed and it is expected to increase its customer basis and thus the volume of products sold.
- Microwave, passive components and radio frequency antennas: Small quantity shipment. The resources of the microwave and passive components will be increased gradually in the future.
- In response to China-India relations, Indian factories face great needs of transfer orders. Its utilization rate is high, and sales grow rapidly.
- Vietnam factory, the main European and American customers approved the factory, benefited from the Sino-US trade war, is expected to bring business opportunities, currently close to the break-even point, but the current utilization rate is still low.
- New factories of Zhongshan Land have built, and some of the new ones are completed. This enhances the company's net worth and increases rental income.
- In 2024H1 its sales grew from recovery of economy after COVID19, but its margin decreased by the rise of material costs. SIHL recorded profit from book value increase due to part of the completion of the Zhongshan park. Looking into the future, its asset value and rental income will be benefited from the further completion of the Zhongshan park. After Nepal IPO lock-up period, shares can be disposed of and the investment gain will be realized. Sales of LNB businesses and telecom products will expand after it passes the new customer qualifications and receives orders from Europe customers.



Group's Holding : DA YU

FINANCIAL HOLDINGS LIMITED

- Da Yu is a financial service provider offering corporate consulting and asset management services. According to HK Securities and Futures Ordinance, Da Yu is licensed & regulated to activities type 1 (dealing in securities), type 4 (advising on securities), type 6 (advising on corporate finance), & type 9 (asset management). Its main activities include corporate finance and asset management services.
- As a financial adviser, Da Yu advises IPO issuers, stockholders and investors on the IPO process, GEM IPO procedures and rules of mergers & acquisitions. As an independent financial consultant to IPO issuers, Da Yu offers independent suggestions of IPO processes, merger rules and other specific cases. As a long-term financial consultant hired by IPO issuers, Da Yu provides opinions of IPO processes, GEM IPO procedures and merger rules.
- In recent years, the Hong Kong capital market faced economic turbulence; therefore, financial advisory services were severely affected. Provision for goodwill impairment was HKD21.7M in 2022 and was HKD172M in 2023 respectively by its accountant. Since goodwill impairment is a non-cash item, Da Yu's financial position are still robust.
- Facing uncertainty of Hong Kong's political and economic situation and thus difficulties of its financial advisory services, despite its optimistic outlook in Hong Kong as an important financial hub in the Greater China region in the long term, Da Yu has expanded investment business. YMHD fund and its bond portfolio have brought revenue to the company in 2024H1, and the scenario of additional interest cuts should further benefit its investment result.

Unit: HKD thousand	2021	2022	2023	2024H1
Revenue	59,476	76,700	43,360	24,832
Other Revenue	547	267	4	1
Other Financial Income (Expenses)	(9,785)	(1,739)	7,382	18,235
Operating Expenses	(41,511)	(42,276)	(38,039)	(16,060)
Goodwill Impairment	(4,988)	(21,724)	(172,453)	0
Financial Expenses	(145)	(78)	(207)	(67)
Income before Tax	3,594	11,150	(159,953)	26,941
Tax	(2,459)	(5,785)	(1,838)	(1,128)
Income after Tax	1,135	5,365	(161,791)	25,813
Income before Tax before Impairment	8,582	32,874	12,500	26,941



Business Development: Grand Ocean



since 2002

(Stock Symbol : 5907)

GRAND OCEAN RETAIL GROUP LIMITED
大洋商業集團控股股份有限公司

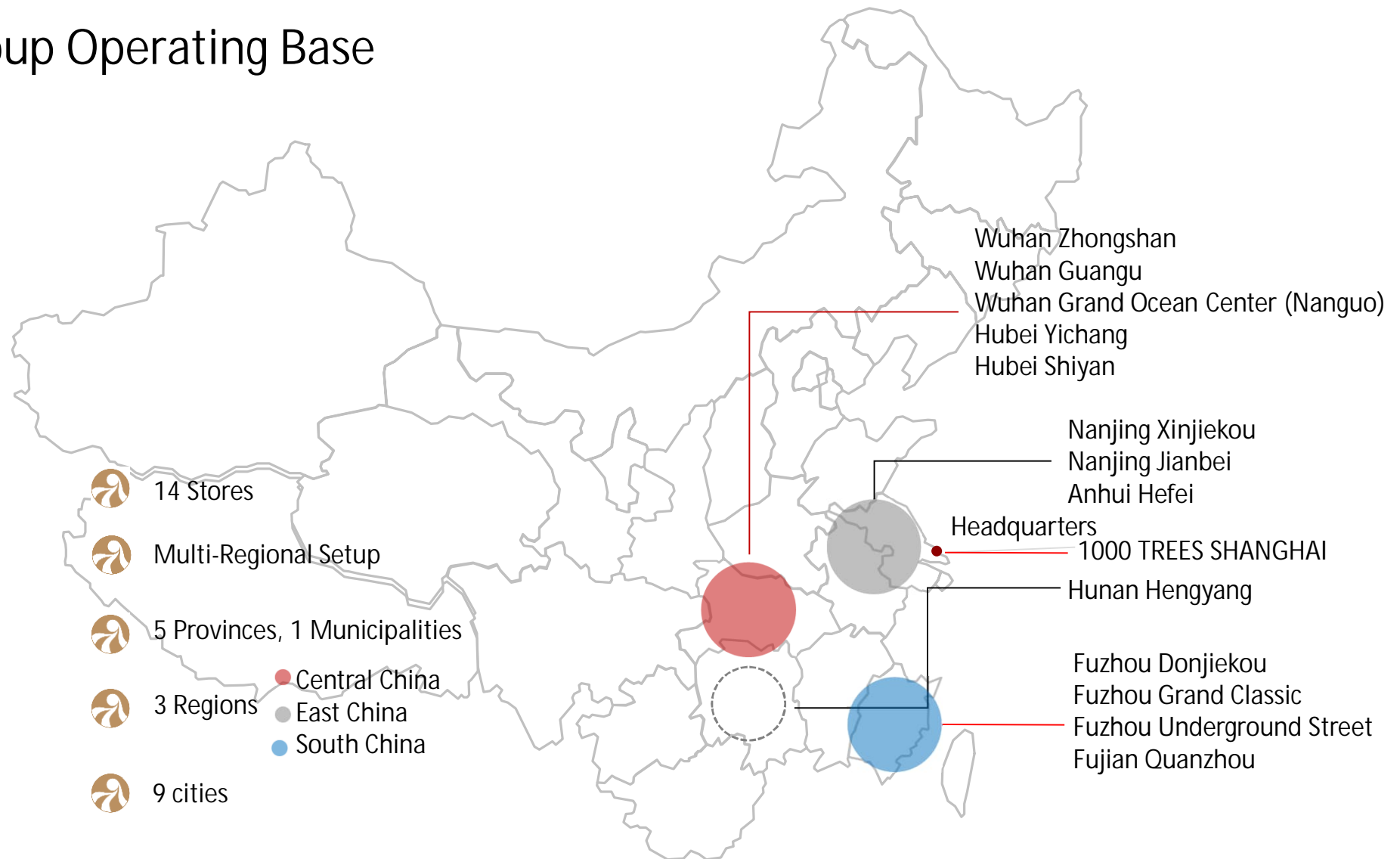
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COMPANY PROFILE

Group Operating Base



Financial Summary

- Financial Analysis
- Consolidated Statements of Comprehensive Income



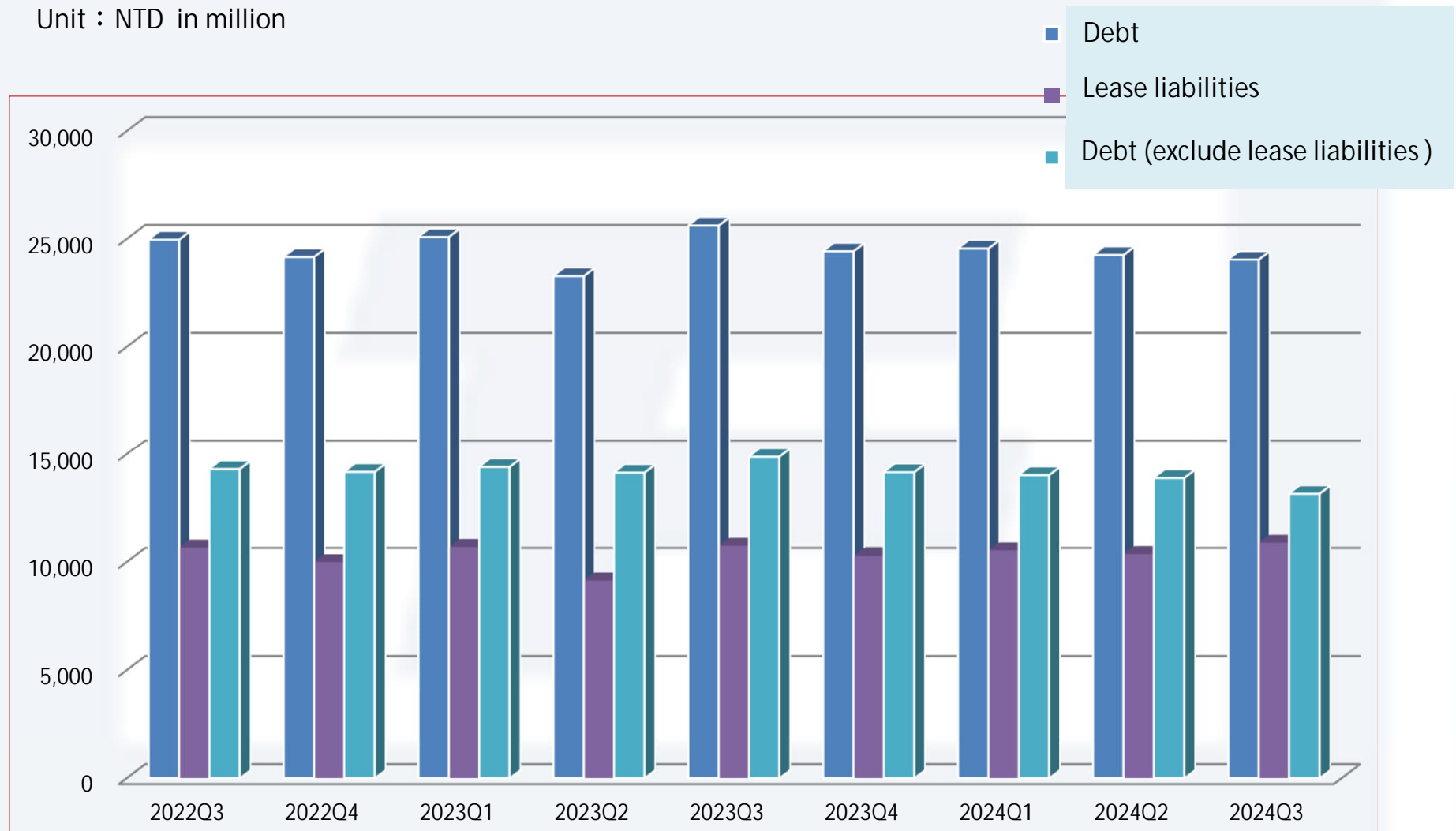
Financial Analysis

- Trend of Financial Liabilities
- Trend of the Debt to Net Worth Ratio
- Trend of Operating Revenues,
Operating Income, and Profit



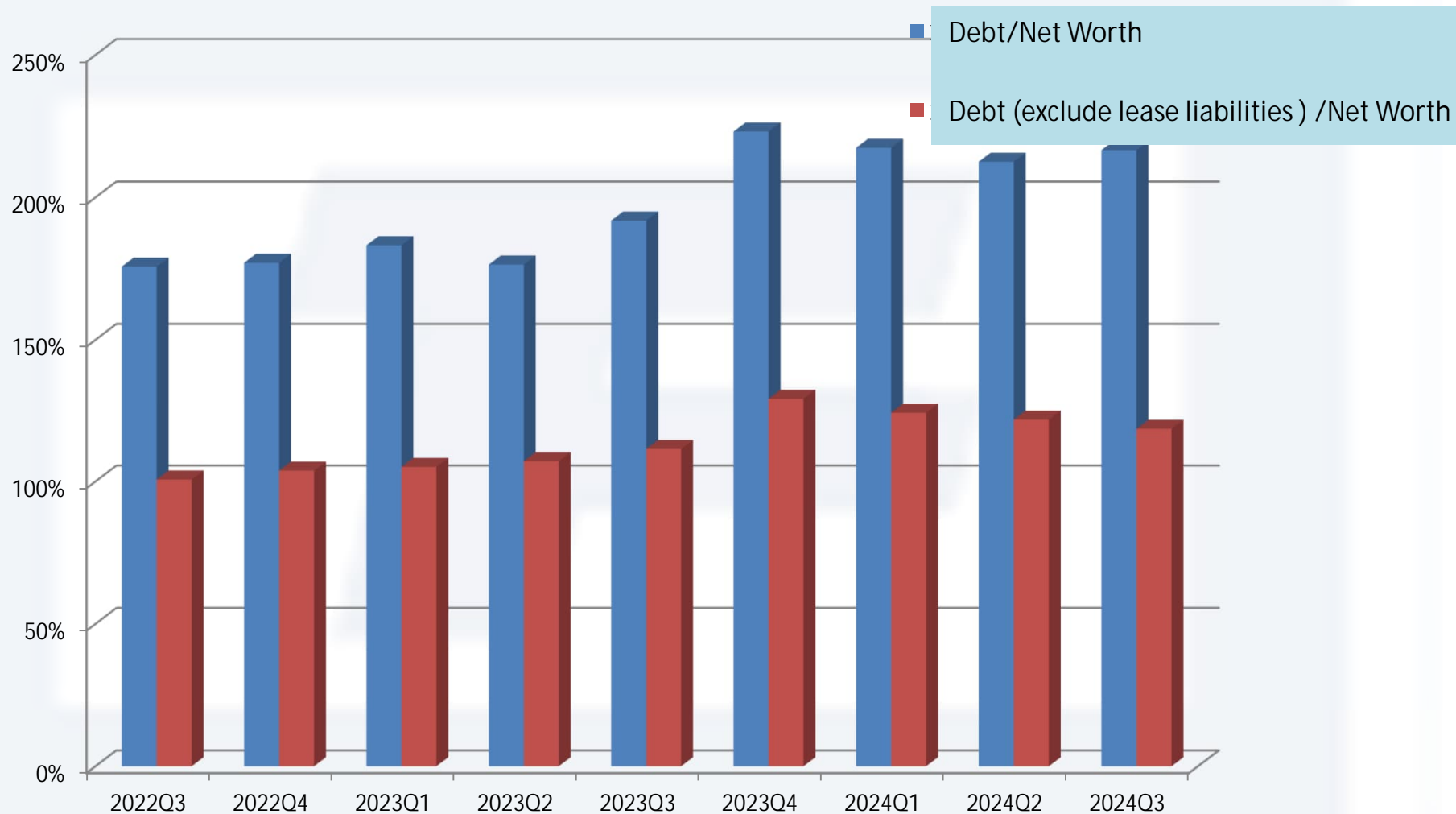
Trend of Financial Liabilities

Unit : NTD in million

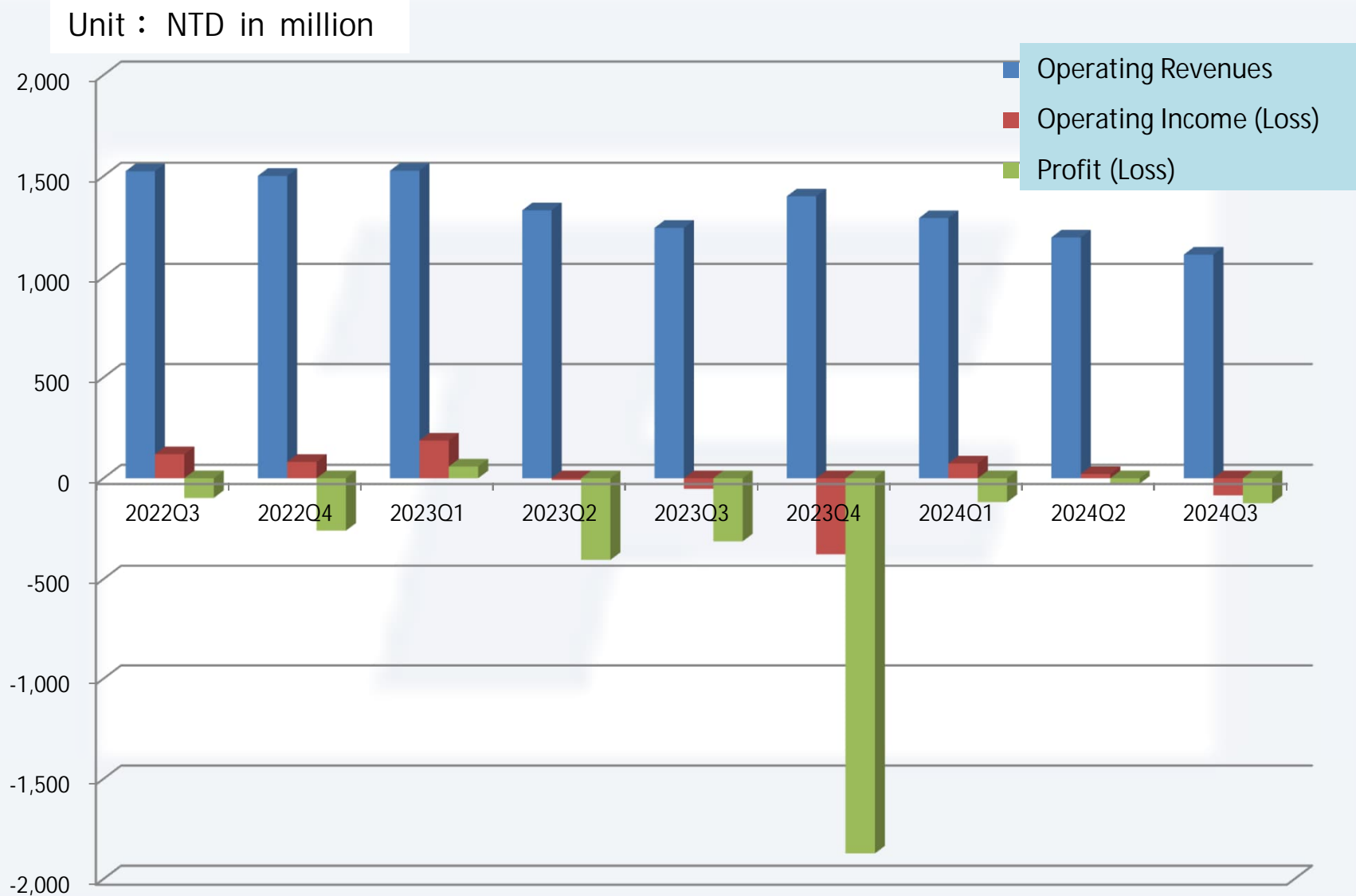


Trend of the Debt to Net Worth Ratio

Debt/Net Worth



Trend of Revenues, Operating Income, and Profit



Consolidated Statements of Comprehensive Income

Unit : NTD in million

項目	2024.1-9		2023.1-9		2023	
Operating Revenues	3,601	100%	4,102	100%	5,502	100%
Operating Costs	1,284	36%	1,405	34%	1,894	34%
Gross Profit from Operation	2,317	64%	2,697	66%	3,608	66%
Operating Expenses	2,307	64%	2,571	63%	3,859	70%
Net Operating Income	10	0%	126	3%	-251	-5%
Non-operating Income and Expenses	-261	-7%	-591	-14%	-2,054	-37%
(Loss) Profit from Operating before Tax	-251	-7%	-465	-11%	-2,305	-42%
Tax Expenses	18	0%	193	5%	227	4%
Loss	-269	-7%	-658	-16%	-2,532	-46%
Profit (Loss) (Owners of Parent)	-122	-3%	-384	-9%	-1,669	-30%
Basic EPS (NTD)	-0.15		-0.47		-2.02	



Consolidated Statements of Comprehensive Income

Unit : NTD in million

項目	2024 Q3		2023 Q3	
Operating Revenues	1,111	100%	1,244	100%
Operating Costs	403	36%	441	35%
Gross Profit from Operation	708	64%	803	65%
Operating Expenses	792	71%	855	69%
Net Operating Income	-84	-8%	-52	-4%
Non-operating Income and Expenses	-38	-3%	-237	-19%
(Loss) Profit from Operating before Tax	-122	-11%	-289	-23%
Tax Expenses	2	0%	23	2%
Loss	-124	-11%	-312	-25%
Profit (Loss) (Owners of Parent)	-58	-5%	-220	-18%
Basic EPS (NTD)	-0.07		-0.27	



Business Vision



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Thank You



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