

Eastern Media International Corporation (2614 TT/TW)

November 30, 2017



Safe Harbor Notice

The information contained in this presentation, including all forward-looking statements, is subject to change without notice, whether as a result of new information, future events or otherwise, and EMI undertakes no obligation to update or revise the information contained in this presentation.

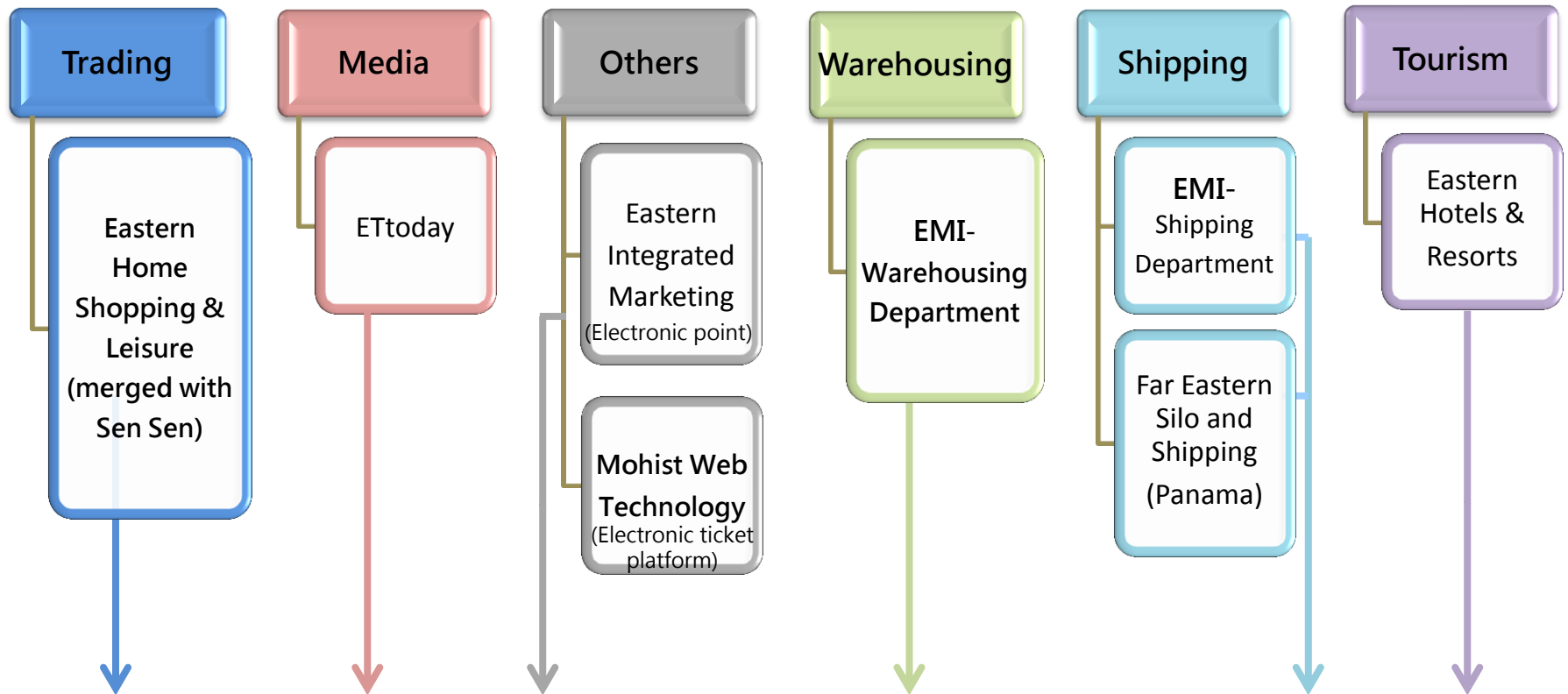
Actual results may differ materially from those expressed or implied in these forward-looking statements and no representation or warranty, either expressed or implied, is provided in relation to the accuracy, completeness or reliability of the information contained herein, nor is the information intended to be a complete statement of the Company, markets or developments referred to in this presentation.

About Company

Founded	1975/05/14
IPO	1995/09/23
Capital	NT\$6.96bn
Employees	270
Consolidated Employees	around 2,400



Main Segment Entities



-- Future Development --

Keep Investing

Stable Operating

To be Finished

17Q1~17Q3 Consolidated B/S

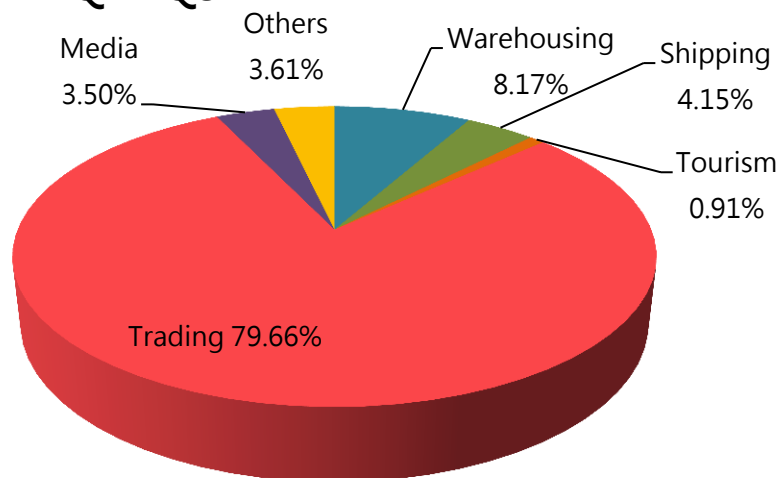
(NT\$m)	2017 Q1~Q3	2016 Q1~Q3	% chg
Operating revenues	10,099	8,141	24.04%
Operating costs	7,540	5,265	43.22%
Gross profit	2,559	2,877	(11.05)%
Operating expenses	2,766	2,704	2.31%
Net operating income	(208)	173	N.A
Non-operating income & expenses	147	228	(35.82)%
Profit	(108)	365	N.A
Other comprehensive income	(54)	(99)	45.81%
Total comprehensive income	(162)	265	N.A
Profit attributable to parent	(142)	487	N.A
Basic earnings per share	(0.20)	0.70	

17Q1~17Q3 Consolidated B/S

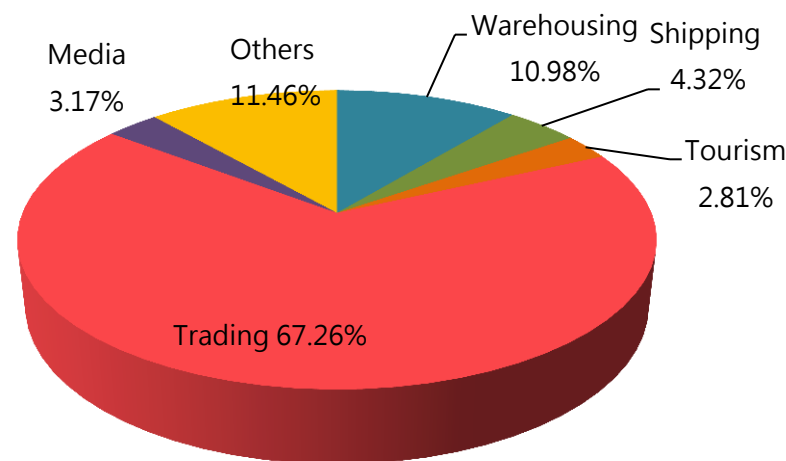
(NT\$m)	2017 Q1~Q3		2016 Q1~Q3	
	Amount	%	Amount	%
Balance Sheets				
<u>Current Assets</u>	5,414	41.77%	5,901	60.21%
Cash & cash equivalents	2,886	22.26%	4,071	41.54%
<u>Non-current Assets</u>	7,548	58.23%	3,899	39.79%
Investments (equity method)	766	5.91%	531	5.42%
Property, plant and equipment	2,472	19.07%	2,045	20.87%
Intangible assets	3,668	28.30%	86	0.88%
Total Assets	12,963	100.00%	9,800	100.00%
<u>Current Liabilities</u>	4,818	37.16%	3,623	36.97%
Account payable	1,853	14.29%	973	9.93%
<u>Non-current Liabilities</u>	2,692	20.77%	617	6.30%
Long-term loans	2,432	18.76%	178	1.81%
Total Liabilities	7,509	57.93%	4,241	43.27%
Total Equity	5,453	42.07%	5,560	56.73%
Value per share (NT\$)	6.26		7.39	
Key Indices				
Current ratio %	112%		163%	
Quick ratio %	72%		147%	
Debt ratio %	57.93%		43.27%	

Revenue by Segment

2017 Q1~Q3



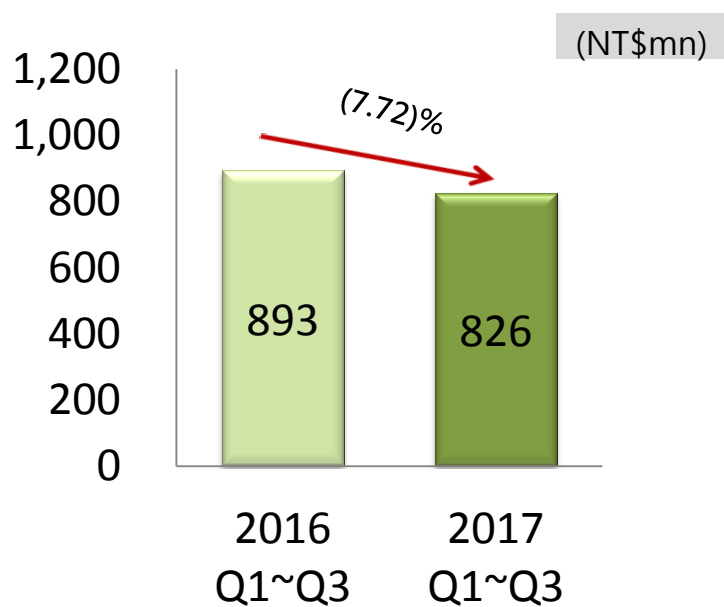
2016 Q1~Q3



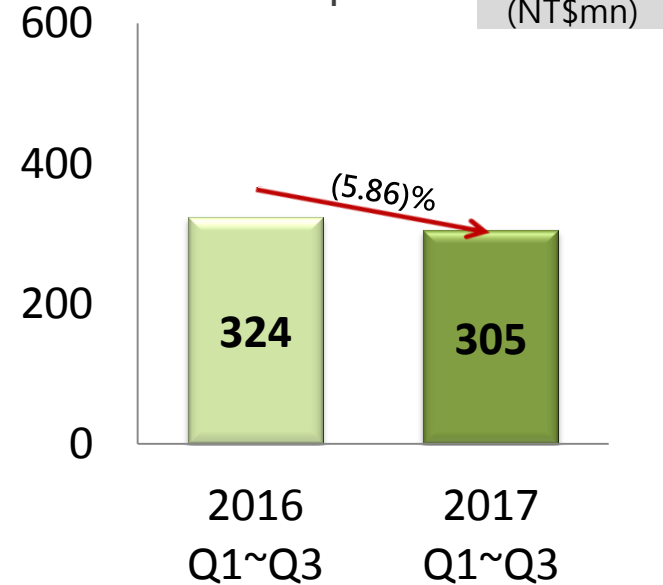
(NT\$m)	2017 Q1~Q3	%	2016 Q1~Q3	%
Revenue	10,099	100.00%	8,141	100.00%
Warehousing	826	8.17%	893	10.98%
Shipping	419	4.15%	352	4.32%
Tourism	92	0.91%	229	2.81%
Trading	8,045	79.66%	5,476	67.26%
Media	353	3.50%	258	3.17%
Others	364	3.61%	933	11.46%

Warehousing Segment Highlights

Operating revenues



Pretax profit

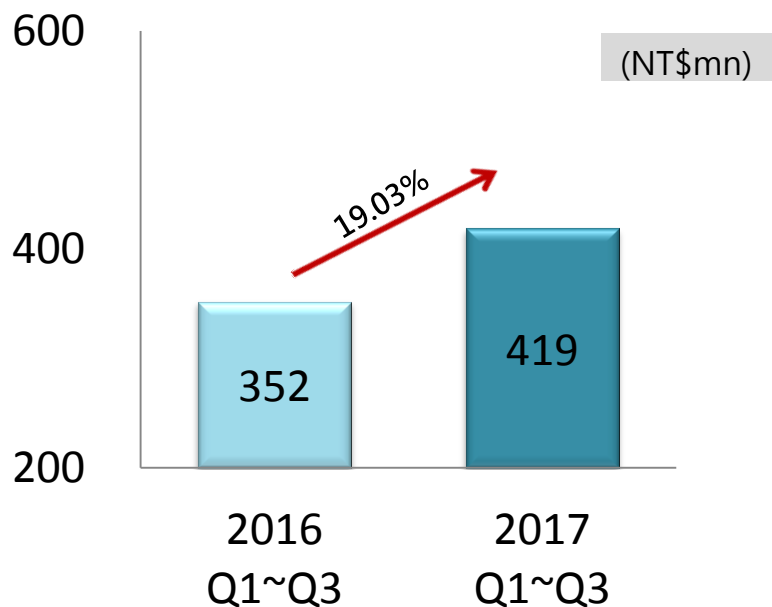


Year	Operating volume	Bulk		Bulk & Container	
		Import volume	Market share	Import volume	Market share
2016 Q1~Q3	480	495	97%	608	79%
2017 Q1~Q3	455	465	98%	626	73%

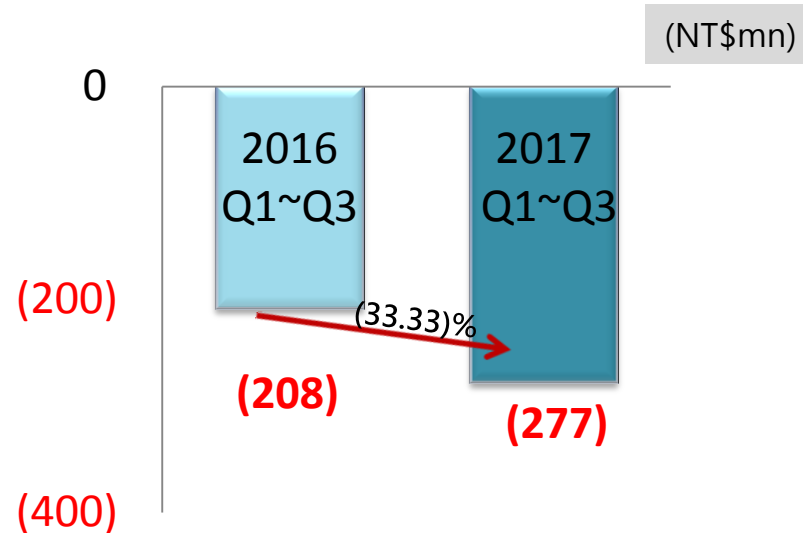
Unit:10,000 Tons

Shipping Segment Highlights

Operating revenues



Pretax profit

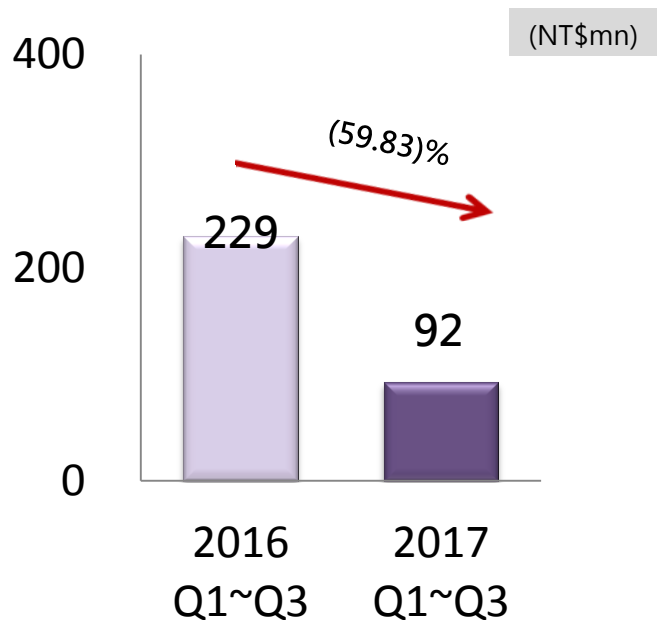


Daily Rates (USD)	Panamax	
Year	2016 Q1~Q3	2017 Q1~Q3
Net Rates Average	6,190	7,913
Spot TC Average	5,430	9,078

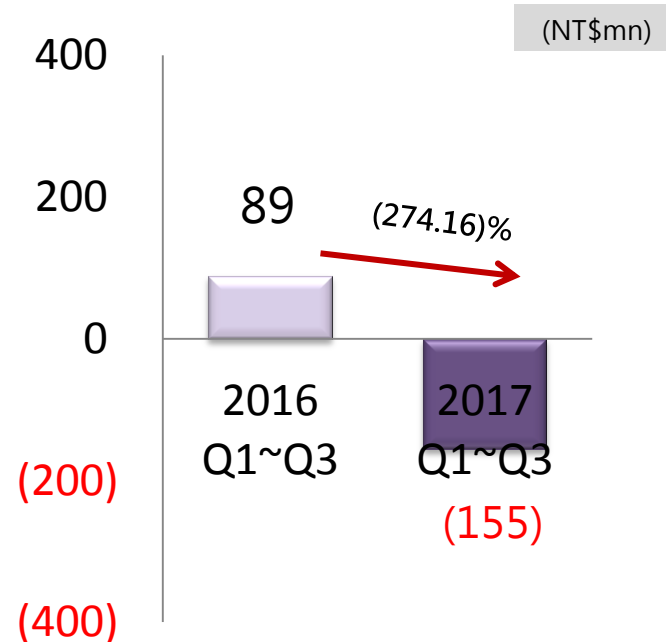
Year	2016	2017	2018	2019	2020
Panamax Fleet	9->6	6	6->3	3->1	1

Tourism Segment Highlights

Operating revenues



Pretax profit



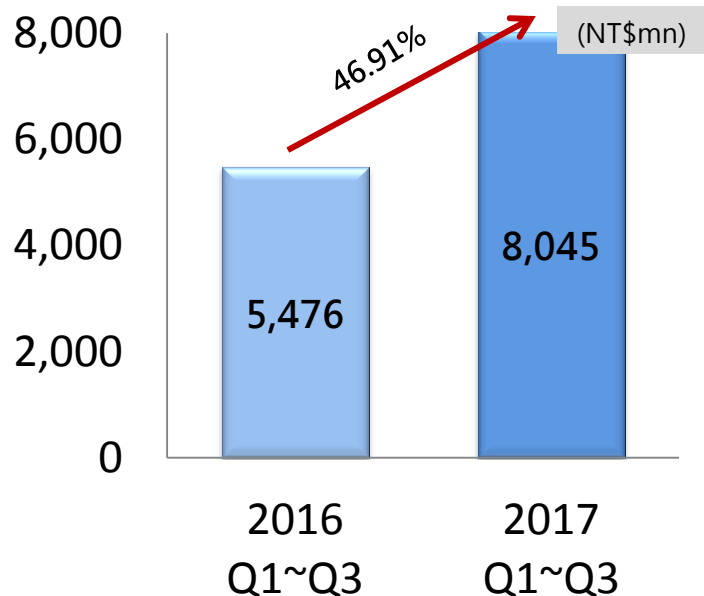
	Year	Room Occupancy	Average Rate (NT\$)
Eastern Hotel & Resorts	2016Q1~Q3	54%	4,371
	2017 Q1~Q3	48%	3,859

- Taiwan's tourism market is facing the oversupply of hotel rooms. Due to the downturn of the market, Eastern Hotel & Resort is scheduled to be closed on Dec. 1st, 2017.
- After the closure of the business, EMI will reduce a net loss of 55 million each year.

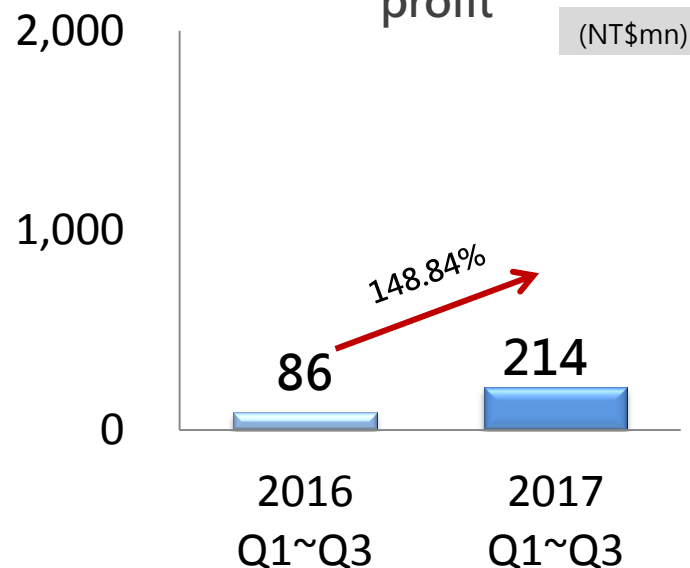
Trading (Home Shopping) Segment Highlights

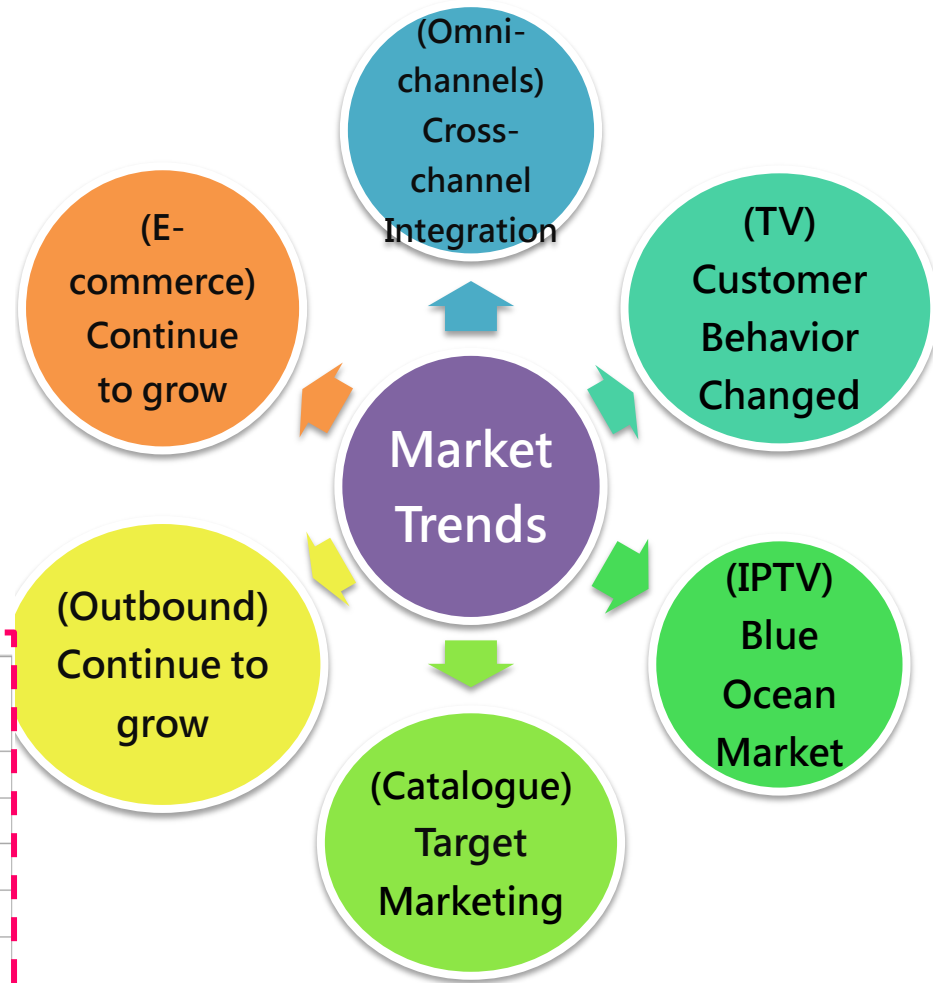
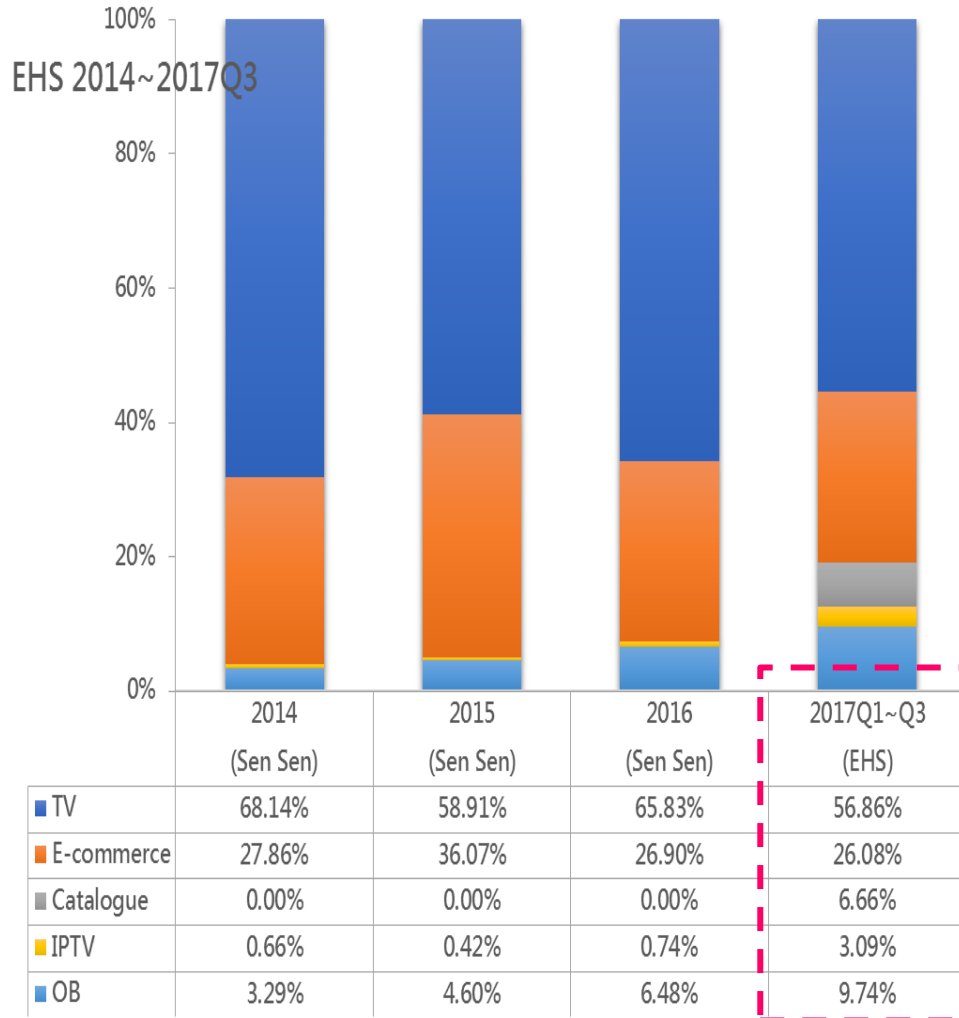
- The subsidiary Eastern Home Shopping & Leisure Corp. (EHS) is the main operating entity of this segment.
- EHS is mainly engaged in 5 TV shopping channels and own the biggest share in Taiwan's TV shopping market. EHS sells merchandises on the Internet, smartphone, catalogue, IPTV, etc.
- EHS merged with Sen Sen on April 1st, 2017.

Operating revenues



Pretax profit

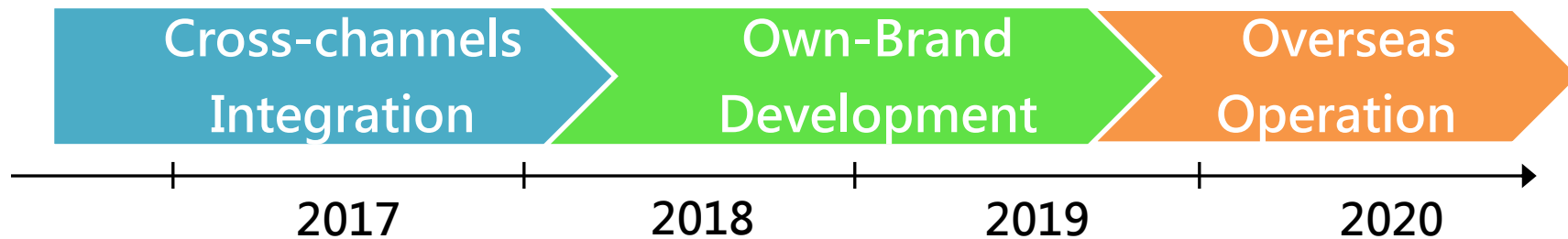




★note: including Q1 Sen Sen & Q2~3 post-merged EHS



Future Development



All Channels

- Cooperate with Korean Company (Hyundai Home Shopping)
- Improve production quality of programs

TV+IPTV

- Pursuit profit growth in mature market
- Attract new customers in Blue Ocean Market
- Cross-industry alliance cooperation
- Duplicate successful experience to expand overseas markets

Catalogue

- Engage in web community and to issue electronic catalogues

Outbound Call

- Increase Recruitment
- Own-brand product sale
- Create exclusive marketing team

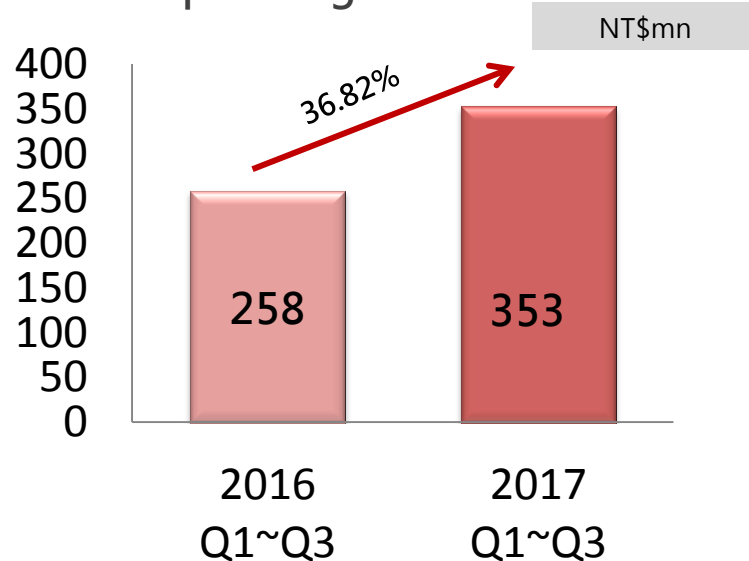
E-Commerce

- Rooted in e-commerce technology and platform optimization
- Product differentiation
- The introduction of big brand products

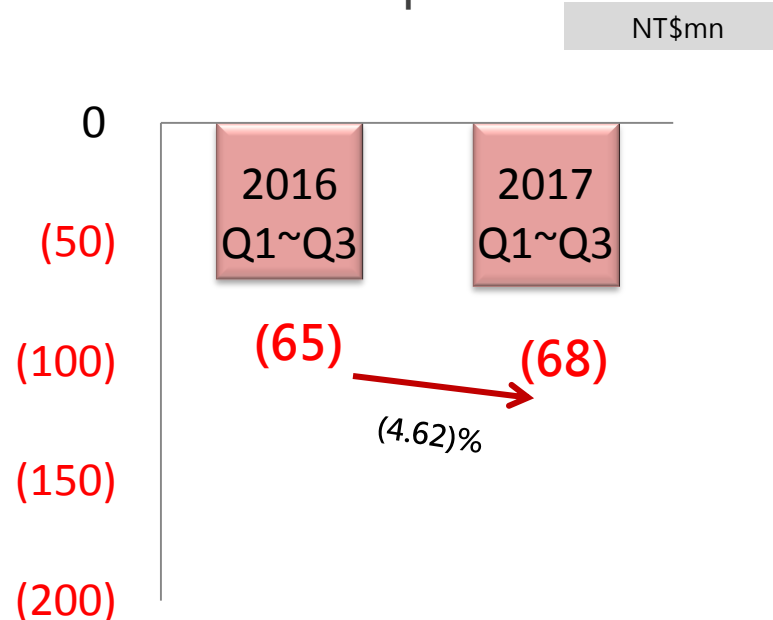
Media Segment Highlights

- The subsidiary ETtoday Corp. is the main operating entity of this segment.
- ETtoday was established in late 2011, as Taiwan's first web community news media.
- Achieved monthly profit target in 2017: January, May, June and October .

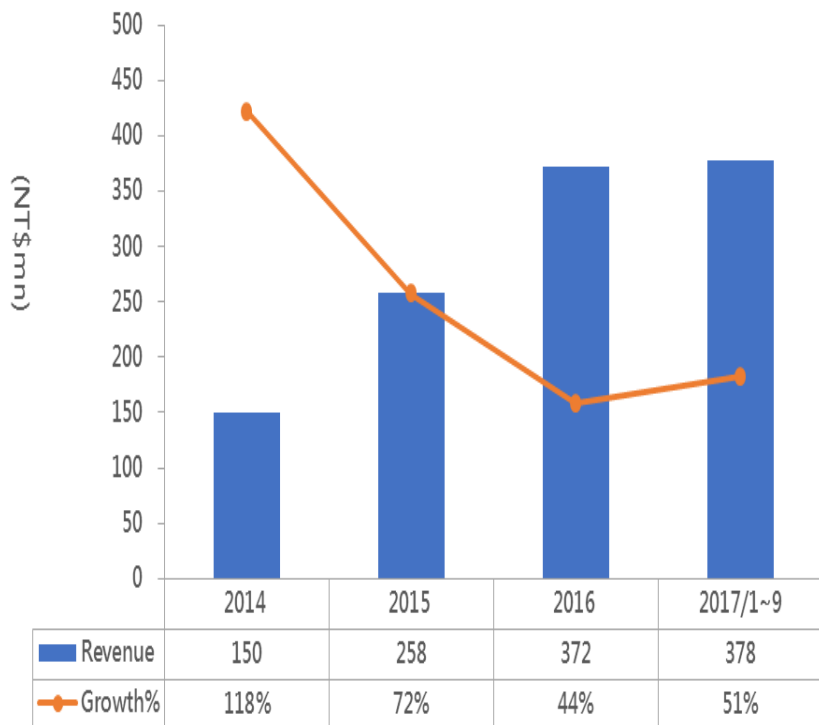
Operating revenues



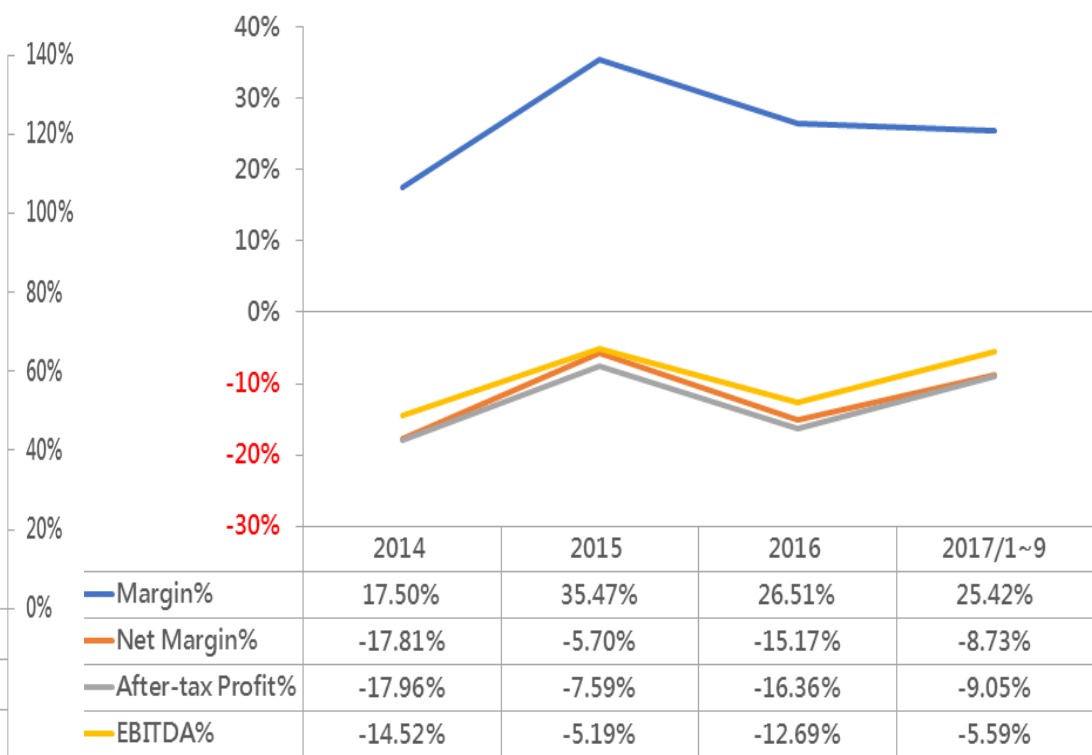
Pretax profit

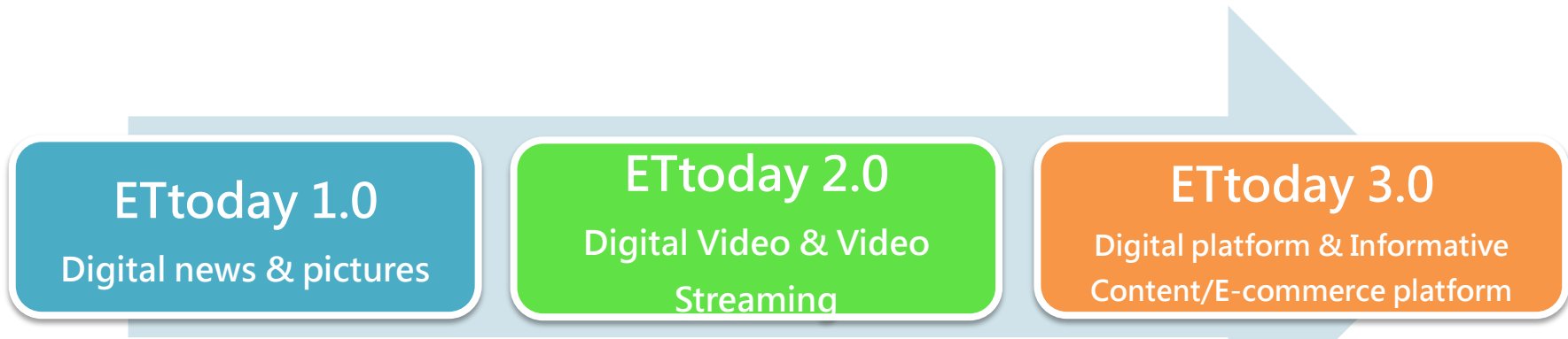


ETtoday 2014~2017 Revenue Trend

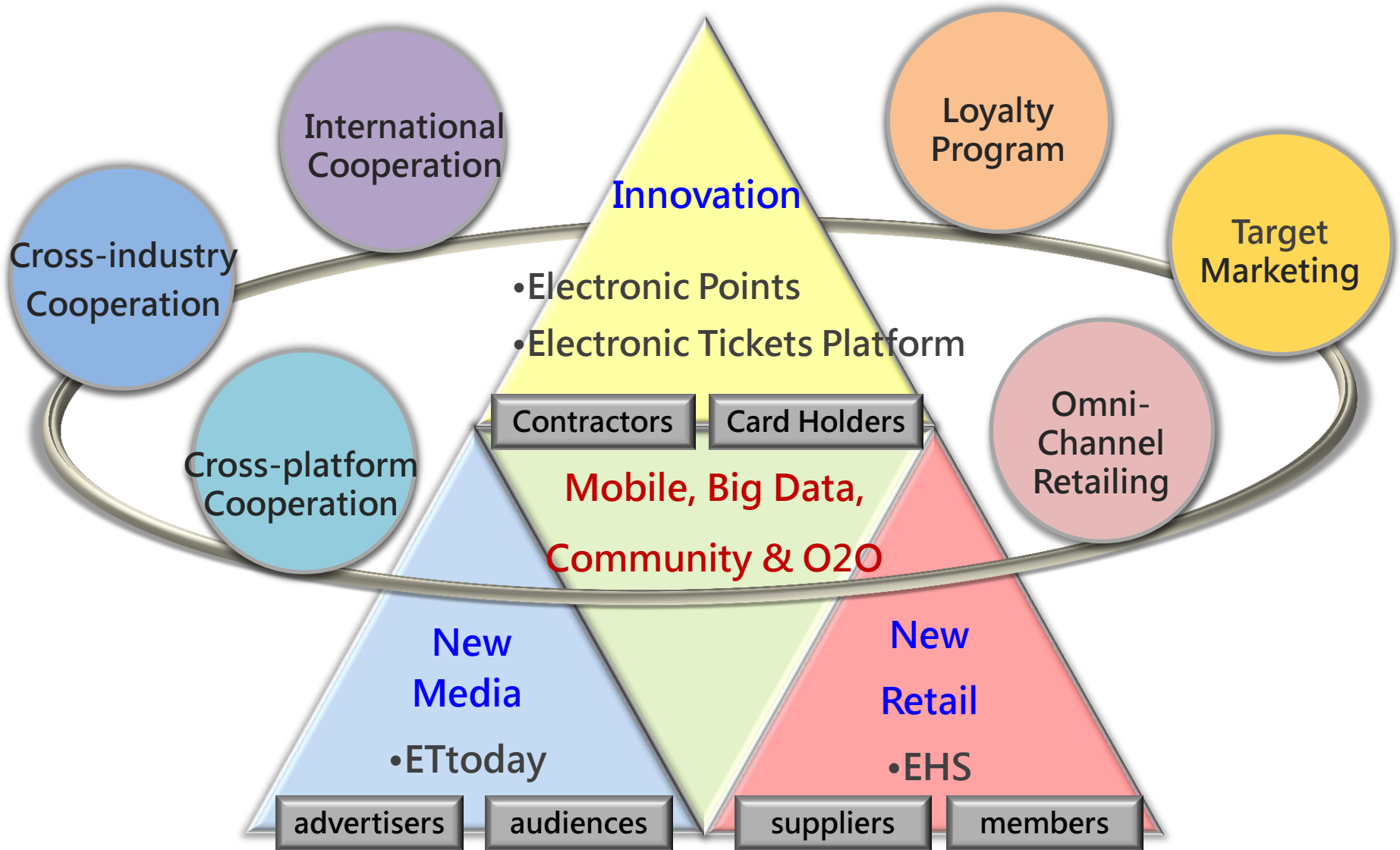


ETtoday 2014~2017 Profit Trend





Challenges & Opportunities



Recap of Recent Major Events

Disposal of
EBC Shares
(2017/11/2)

- The disposal of Eastern Broadcasting Company (EBC) 23.32% of shares and the disposal profit of NT\$ 3.05 bn (EPS contribution NT\$4.4) has been booked into account and reflected in the Q4 earnings.

Disposal of
EED Shares
(2017/9/29)

- After the completion of dealing procedures, the disposal of Eastern Enterprise Development (Shanghai) Co., Ltd. (EED) 100% of shares and the disposal profit of approx. NT\$ 2.04 bn (EPS contribution NT\$2.93) will be booked into account.

THANK YOU

<http://www.emic.com.tw>

ir@emic.com.tw