



Eastern Media International Corporation Investor Conference (Symbol: 2614)

December 26, 2022

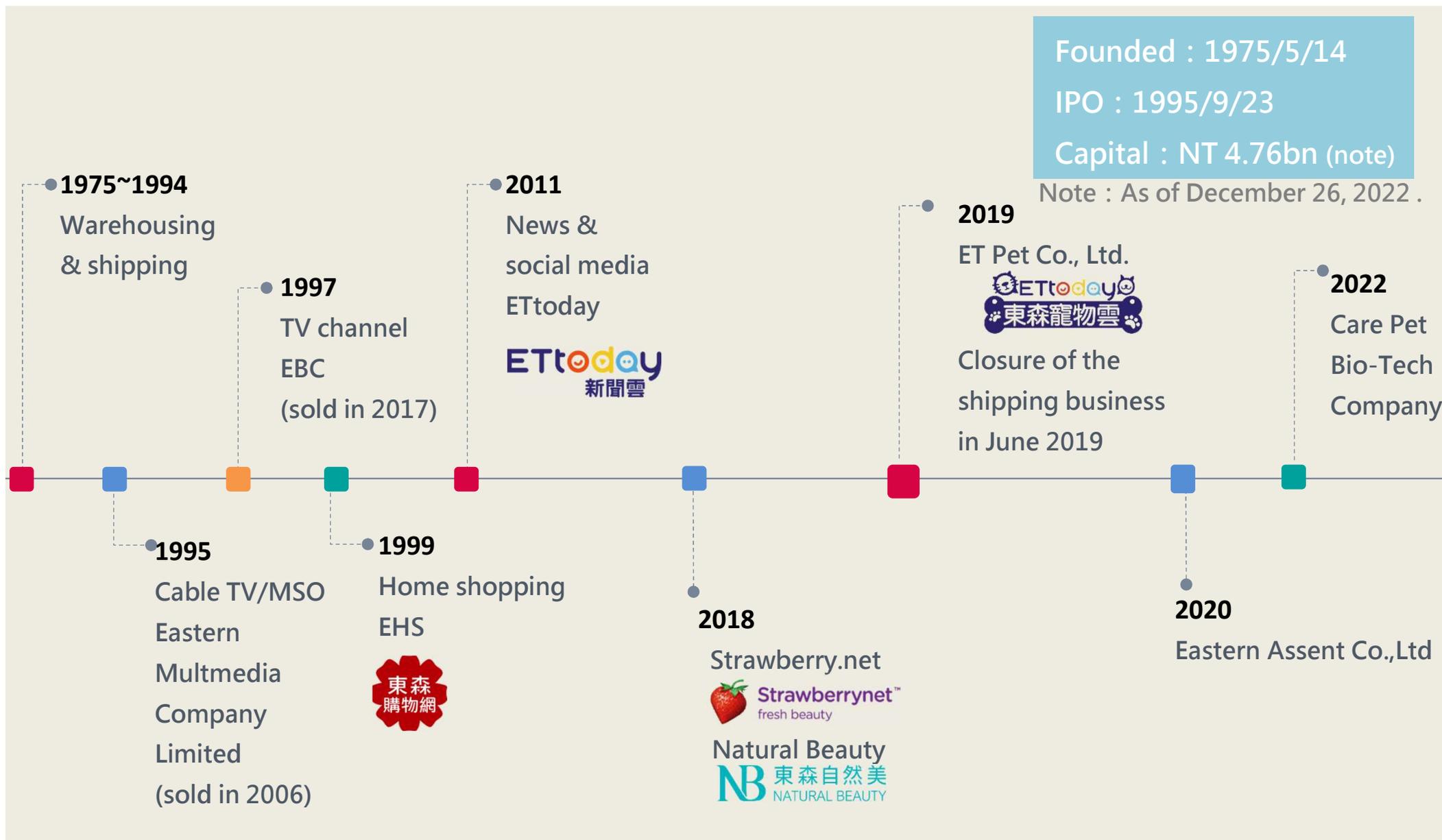


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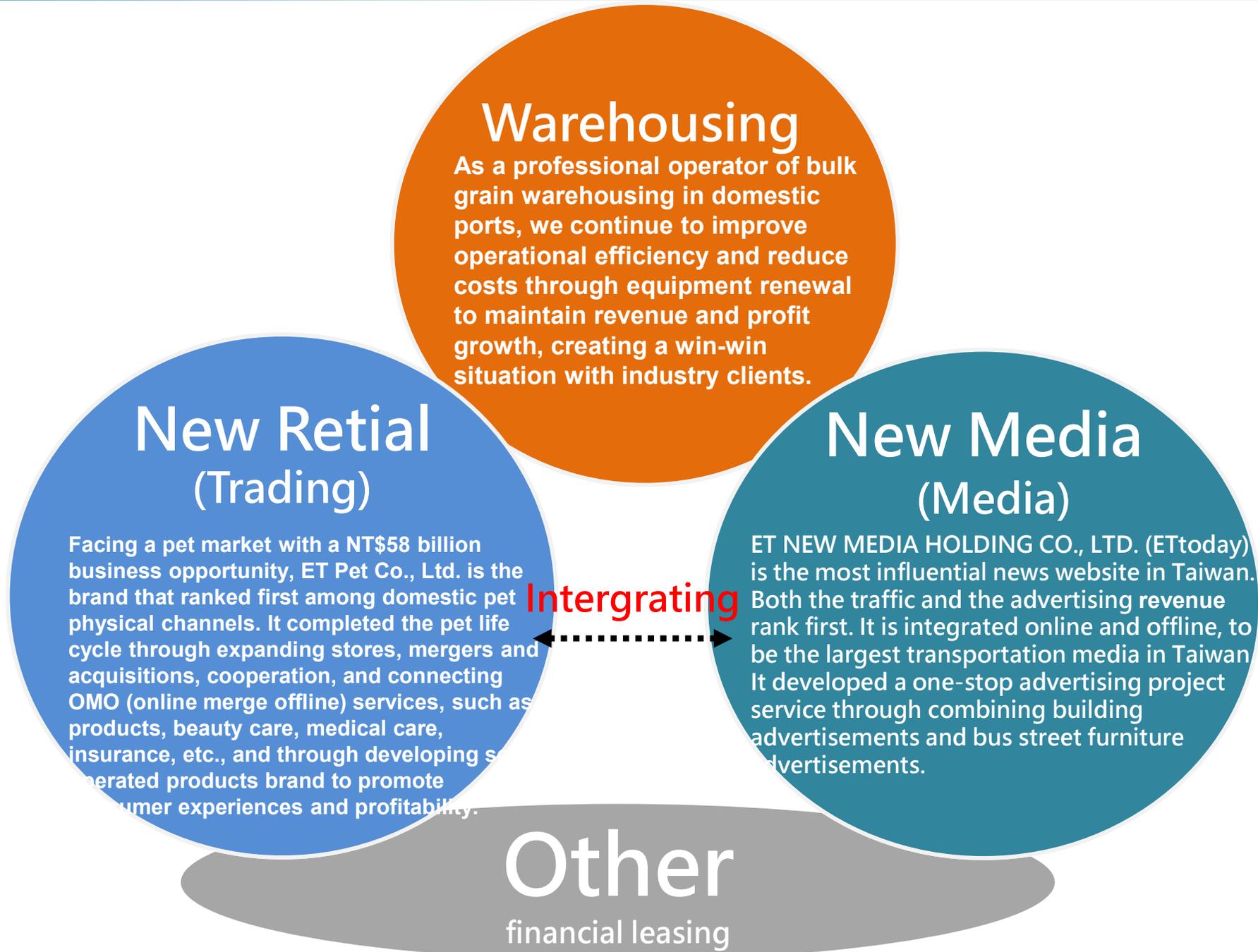
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EMI Development course



Main Segment Entities



Income Statements Overview (Consolidated)

(NT\$million)	1-3Q22	1-3Q21	%chg
Operating revenues	4,399	3,999	10%
Operating costs	3,012	2,819	6.8%
Gross profit	1,387	1,180	17.5%
Operating expenses	1,208	1,070	12.9%
Net operating income	179	110	62.7%
Non-operating income & expenses	(20)	502	(103.9)%
Profit	95	651	(85.4)%
Other comprehensive income	248	(41)	704.8%
Total comprehensive income	343	610	(43.8)%
Profit attributable to parent	110	650	(83.1)%
Basic earnings per share	0.22	1.18	

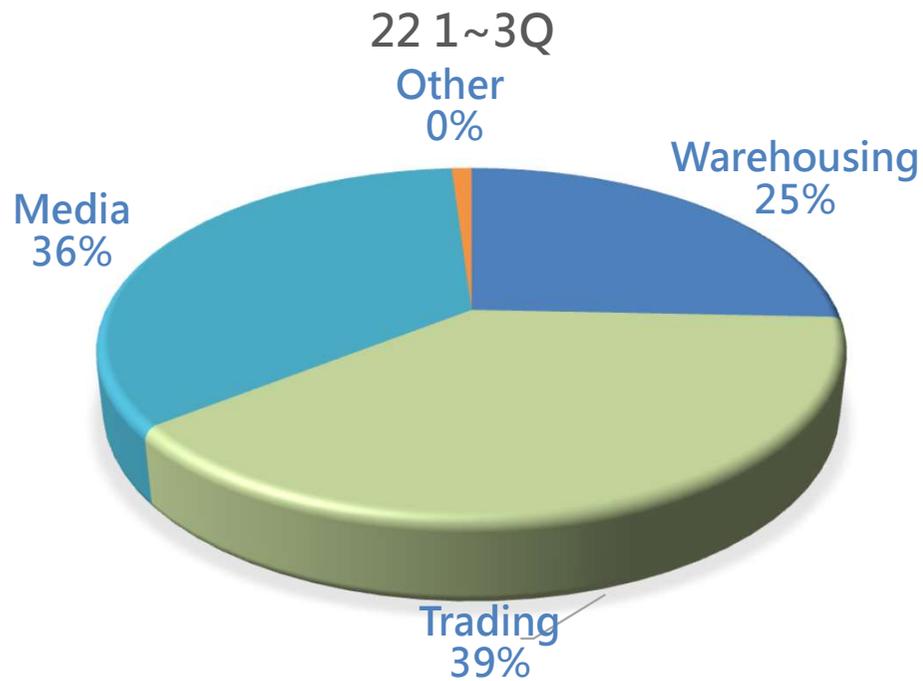
Balance Sheet Overview (Consolidated)

(NT\$ million)	3Q22		3Q21	
Balance Sheets	Amount	%	Amount	%
<u>Current Assets</u>	3,823	24.1%	3,348	21.3%
Cash & cash equivalents	1,596	10.1%	1,772	11.3%
<u>Non-current Assets</u>	12,011	75.9%	12,371	78.7%
Investments (equity method)	2,530	15.6%	2,392	15.2%
Property, plant and equipment	2,168	13.7%	1,751	11.1%
Right-of-use asset	5,842	36.9%	6,525	41.5%
Total Assets	15,834	100.0%	15,719	100.0%
<u>Current Liabilities</u>	3,162	31.1%	2,607	16.6%
Account payable	653	6.4%	580	3.7%
Lease liabilities	963	9.5%	1,110	7.1%
<u>Non-current Liabilities</u>	6,985	68.9%	6,496	41.3%
Lease liabilities	4,954	48.8%	5,459	34.7%
Total Liabilities	10,147	57.9%	9,103	57.9%
Total Equity	5,687	35.9%	6,616	42.1%
Value per share (NT\$)	11.20[Note 1]		11.65 [Note1]	
Key Indices				
Current ratio %	121%		128%	
Quick ratio %	119%		111%	
Debt ratio %	64% [Note 2]		58% [Note 2]	

Note1 :The number of shares issued after the capital reduction is 476,055,355 & 528,950,395 in the third quarter of 2022 & 2021.

Note2 :Mainly "lease liabilities" accounted for 41% of total assets.

Revenue by Segment

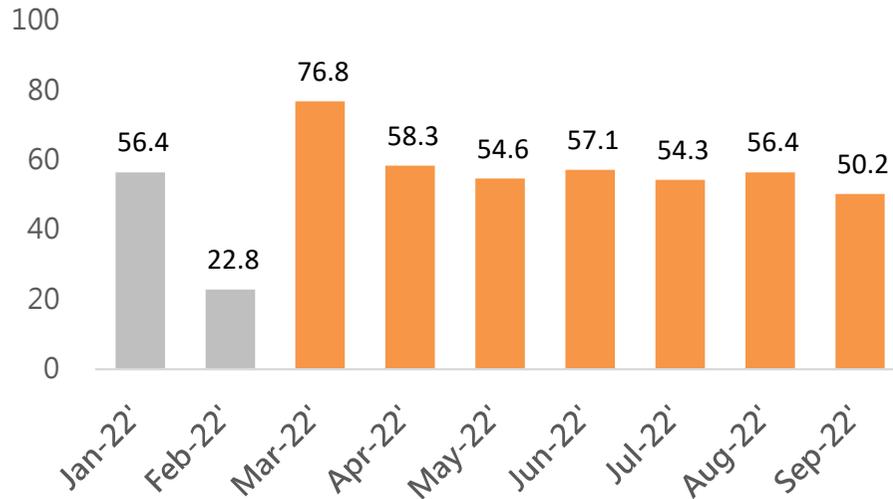


	(NT\$m)	22 1~3Q	%	YOY	21 1~3Q	%
1	Warehousing	1,093	25%	+6.5%	1,026	26%
2	Trading	1,734	39%	+12%	1,548	39%
3	Media	1,566	36%	+13.2%	1,383	34%
4	Other	6	0%	(8.6%)	42	1%
5	Revenue	4,399	100%	+10%	3,999	100%

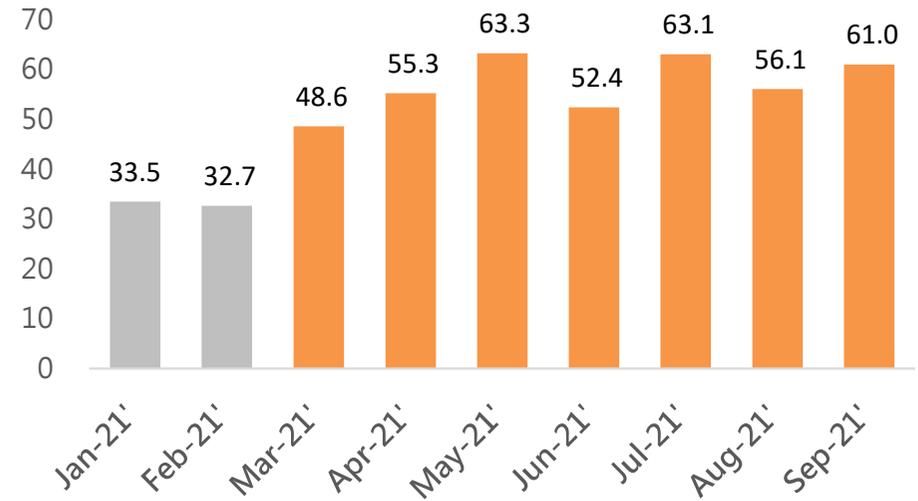
Segments Overview

Warehousing-Volume

Unit : 10,000 Tons 2022 1-3Q Operating volume



2021 1-3Q Operating volume



- The warehousing business is mainly engaged in automated granaries operations, such as in bulk grain unloading, grain storage and truck/train loading and unloading .

- EMI is the professional port warehouse operating company in Taiwan.

- EMI is the largest port warehouse operating company in Taichung and Kaohsiung , which operates four 14.5m deep-water wharf automated granaries with a total capacity of 330 thousands tons.

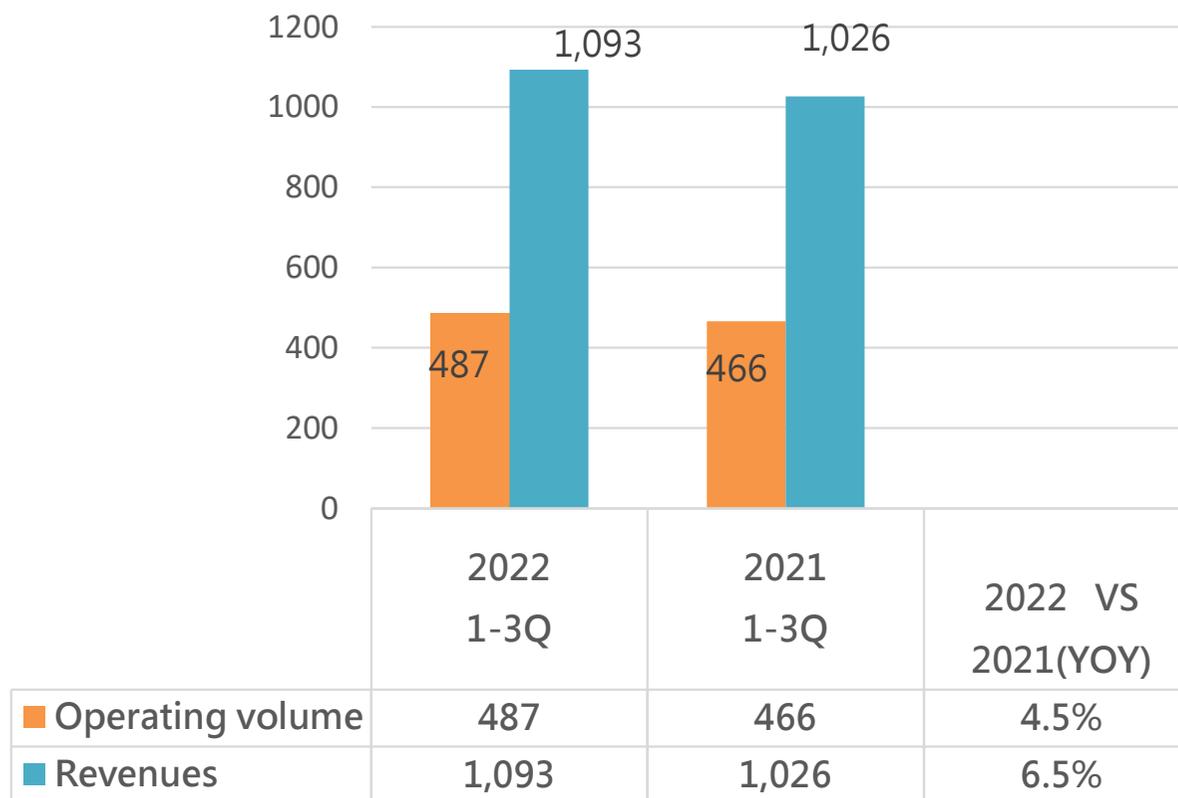
- EMI currently processes around 70~80% of all bulk grain imports in Taiwan, which the unloaded bulk grain imports volumes reaches around 6~6.5 millions tons.

- The effective management of the warehousing division in replacing old pneumatic un-loaders, upgrading machinery and equipment, and improving operational efficiency.

- In 2022, the operating volume increased by 4.5% compared with the same period last year. Due to the investment in equipment and the improvement of service quality, the income per metric ton increased 4 dollars, and the revenue of the warehouse business increased by 6.5% in the first three quarters.

Warehousing-Highlights

Unit : 10,000 Tons/ NT\$m

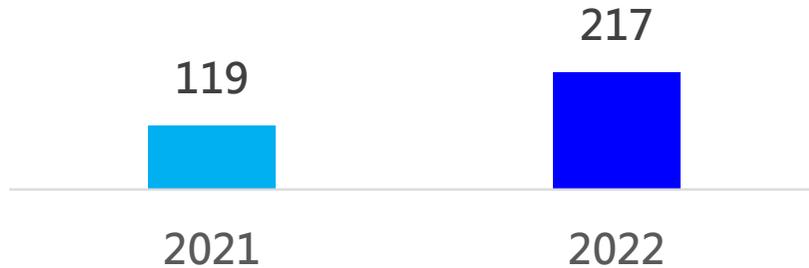


Note : COVID-19 pandemic in the operating volume and revenue declines .

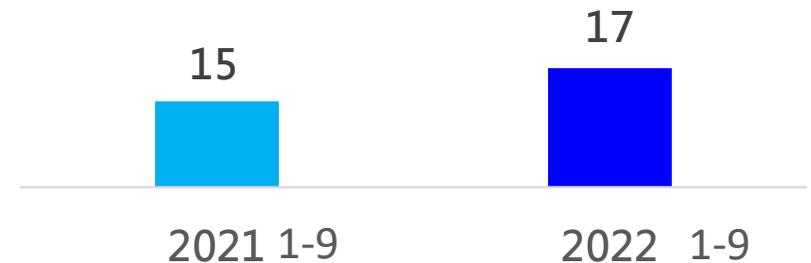
Year Unit: 10,000 Tons	Operating volume	Bulk		Bulk & Container	
		Import volume	Market share	Import volume	Market share
2022 1~3Q	487	487	100%	655	74%
2021 1~3Q	466	466	100%	629	74%

Affected By the epidemic in 2022

Offline stores increase **17%**



Offline store' s revenue increase **12%**



Offline stores ranked first in the market

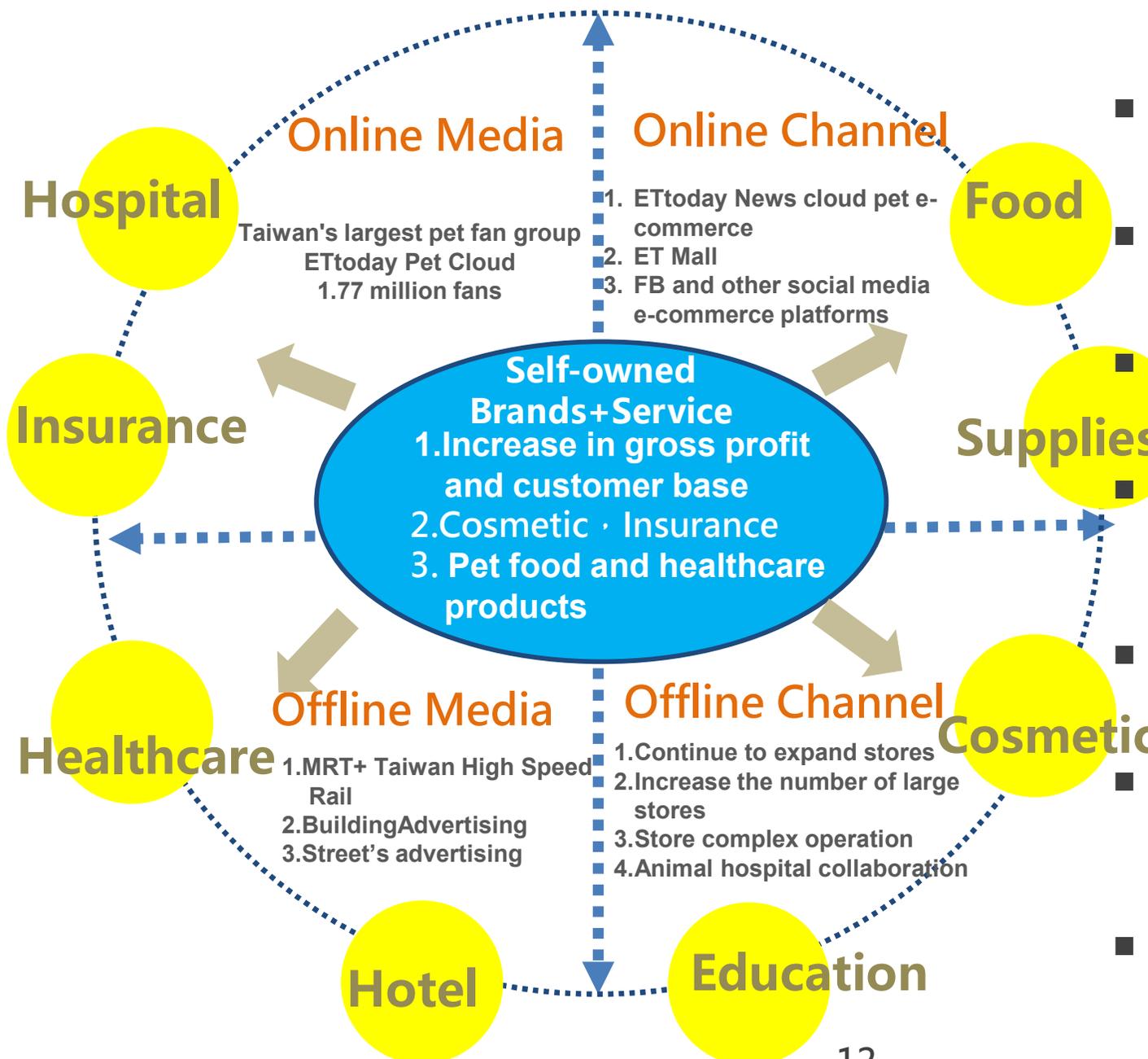
- ◆ 139 stores provide professional services.
- ◆ The services cover 18 counties and cities in Taiwan (coverage rate reaches **82%**).
- ◆ The first chain pet store that officially serves the **outlying islands**.
- ◆ More than **160** free pet clinics with **more than 3,600** pets were served.
- ◆ The only chain retail channel with more than 100 professional pet stores in Taiwan.



Rapid growth and ranked first on scale

- ◆ Monthly revenue exceeded **NT\$200 million**.
- ◆ Serving more than **230,000** consumers per month.
- ◆ Providing beauty care services for pets more than **30,000 times per month (NT\$16 million per month)**.
- ◆ E-commerce monthly revenue exceeds **NT\$10 million**.

ET Pet Ecosystem



- The main operating entity of the Trading Division is a subsidiary: ET Pet Co.,Ltd.
- The number one brand in Taiwan's pet industry with 150 stores and revenue reached 3,090 million.
- **BIG DATA** to expand the stores scientifically: increase the success rate of expanding new stores.
- Store renovation: increase the growth of PSD growth of a single store.
- Multi-channel sales deployment strategy: Integrate online and offline channels and expand external channels.
- Complex Store(ET Food court): Jointly set up FamiSuper and ET Pet, Open on 12/15
- Complex store ET members and ET Today's resources: highlighting the competitive advantages of ET Pet Co., Ltd.
- Beauty care, health care, and cooperation with animal hospitals: improve services and create new value.

Leading New Media in Taiwan

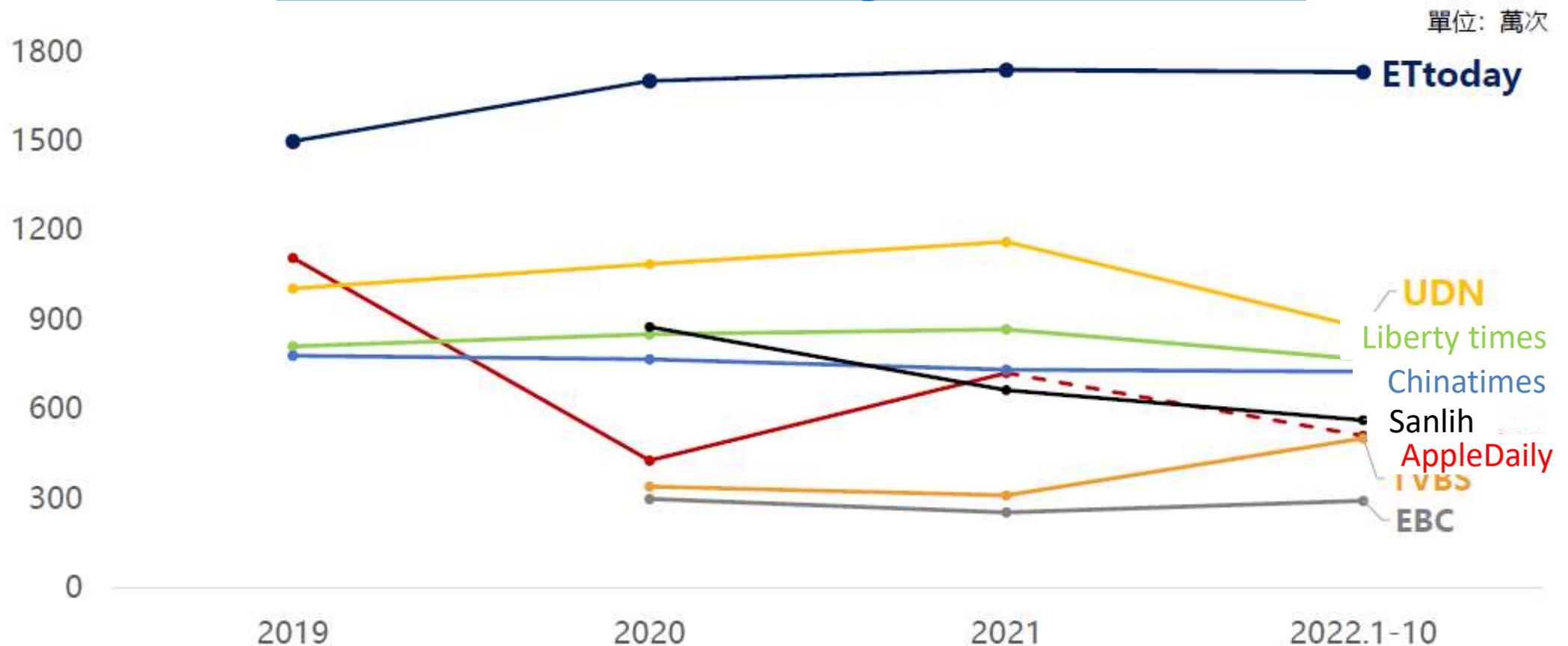
Pageviews
17.44million

FB Fans
21.27 million

DAU
5.38million

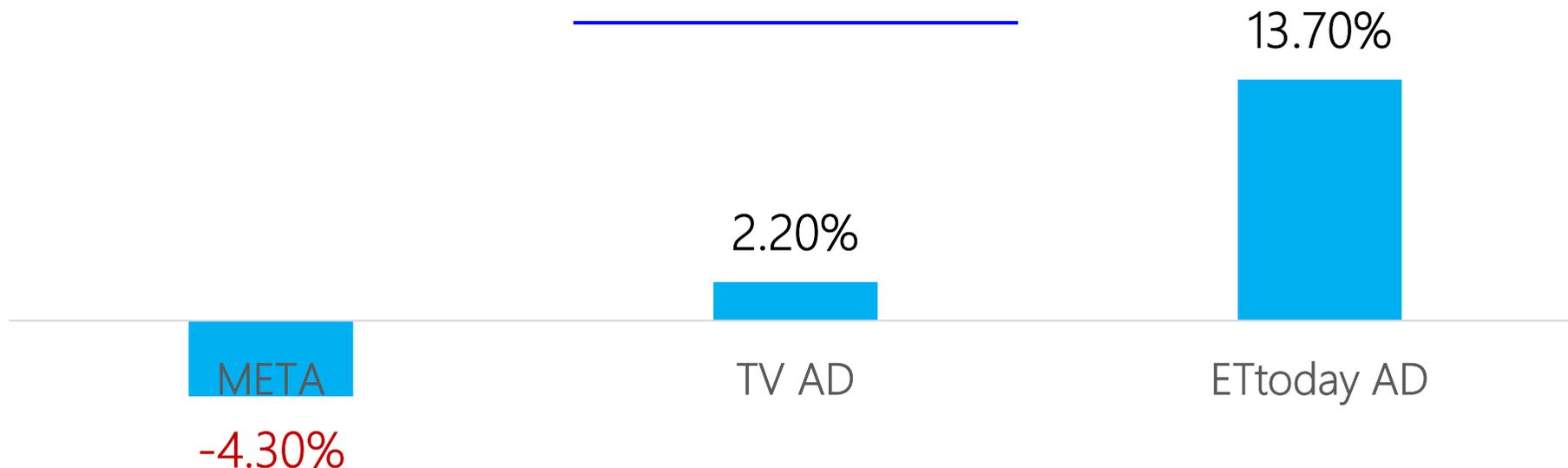
APP Pageviews
4.01million

Mainstream Media Pageview in Taiwan



1. ETtoday' s OOH AD accounts for 57.2% of total outdoors media slots, including 381 stations and 4,053 AD slots.
2. Meta AD revenue drops 4.3% in 2022. The whole Taiwan TV AD revenue is up to 19.41 billion in 2022 and compared to the previous year only grow 2.2%.
3. ETtoday, digital and OOH provider, offers total AD solutions and AD revenue reaches NT 2.38 billion, Year to Year grow 13.7%.

The Growth rate of mainstream media AD revenue in 2022



New Media- ETtoday 2022

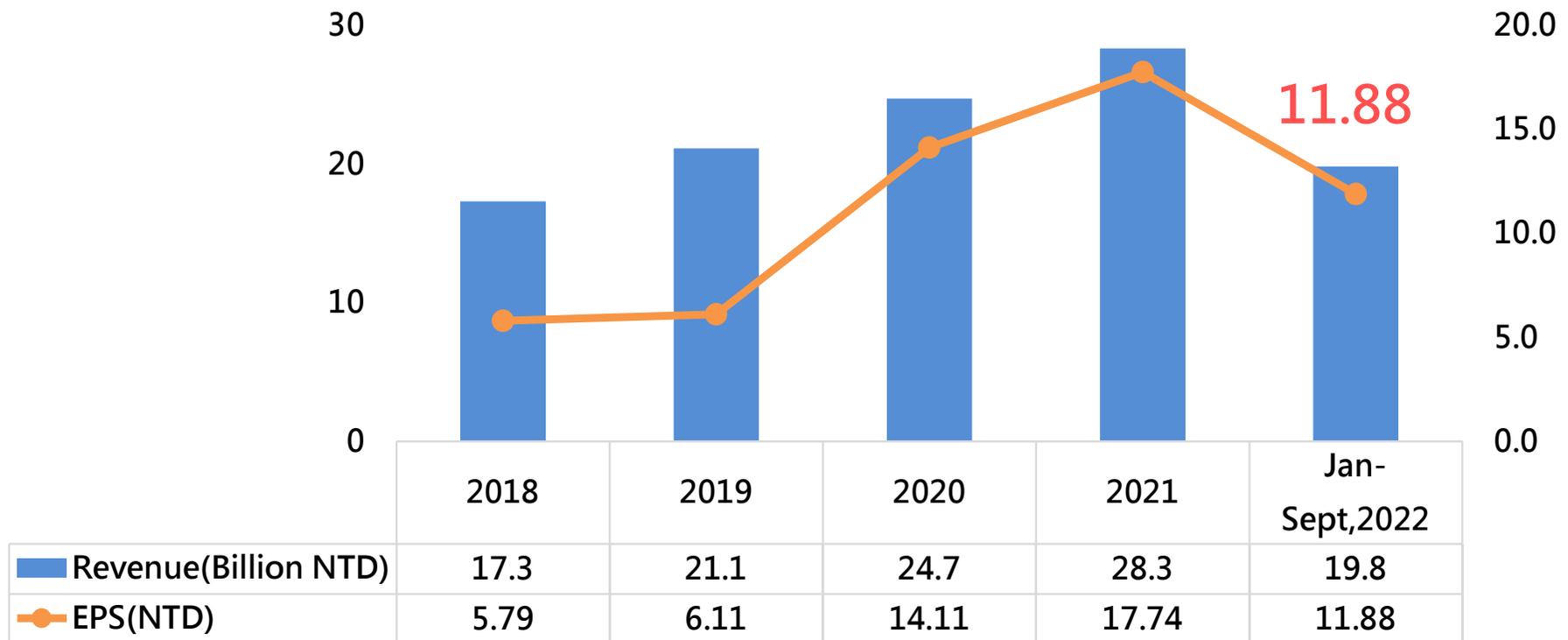
The Paradigm shift of media is emerging due to new technology and lead to innovative platform win the market. All big giants are actively involving short video and therefore, ETtoday committed to UGC and short video markets.



Investment Business Development Strategy— Eastern Home Shopping(E.H.S.)

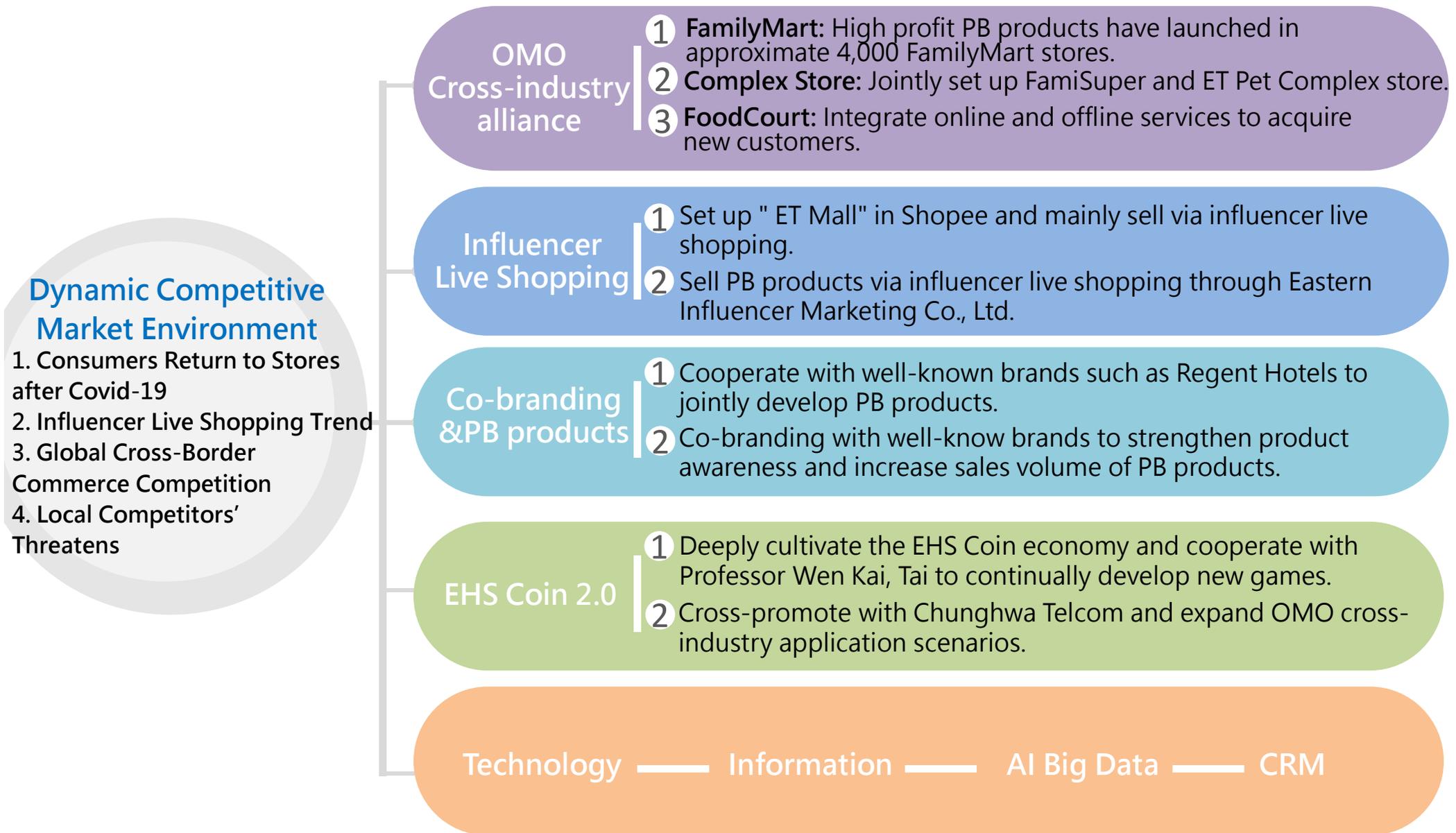
The consolidated revenue of E.H.S. from January to September achieves **NT\$ 19.81 billion** and generates **EPS NT\$11.88** !

Annual Revenue and EPS of EHS



Source: Consolidated financial statements of EHS

Investment Business Development Strategy— Eastern Home Shopping(E.H.S.)



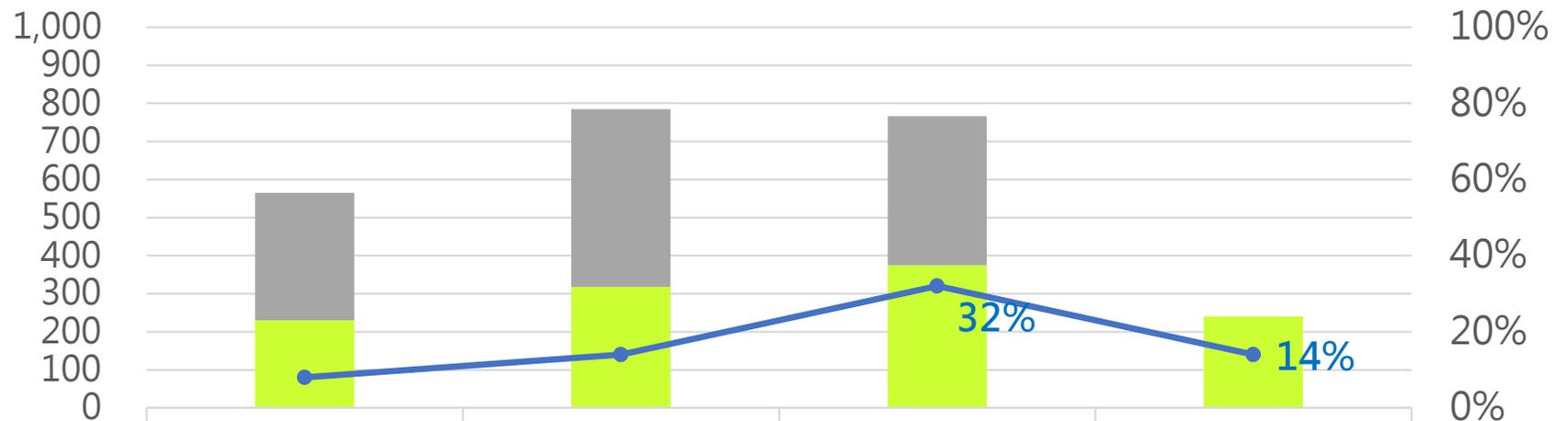
Investment Business Development Strategy— Natural Beauty(NB)

Natural Beauty's Innovative business model and complex operation

In 2018, EMI took over Natural Beauty, and its diversified model and multi-channel sales strategy in the Taiwan market have worked, along with its deep engagement with members, resulting in steady growth in revenue and pre-tax net profit. 2021 revenue reached NT\$766 million, up 39%, net margin increased to 32%, Affected By the epidemic in 2022, Natural Beauty's business model is developing towards the direction of OBM.

Sales and Income before Tax Margin of Natural Beauty in Taiwan

Unit : NT\$mn

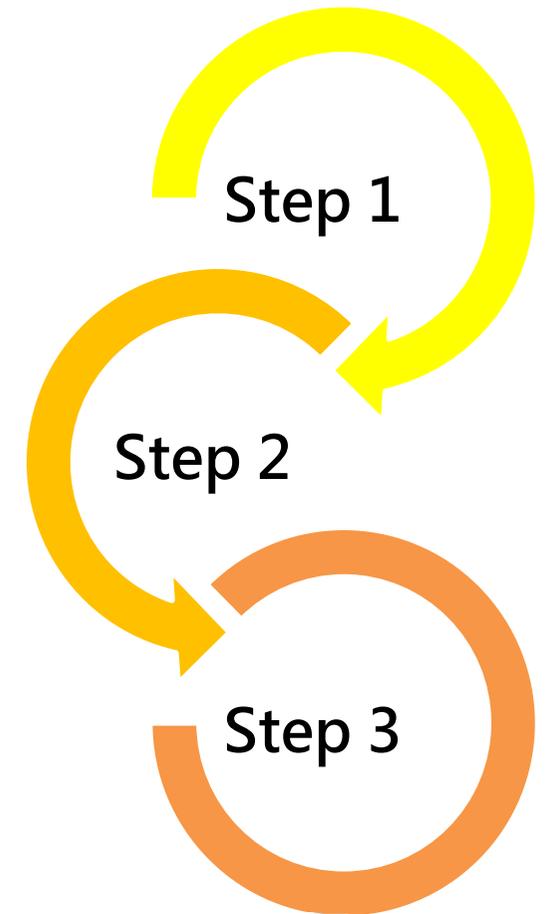


	2019	2020	2021	2022
Sales	565	785	766	
■ 2H Sales	335	467	391	
■ 1H Sales	230	318	375	240
YoY Sales	82%	39%	-2%	
● Income before Tax Margin	8%	14%	32%	14%

Investment Business Development Strategy— Natural Beauty(NB)

Competitive Strategy

1. Quality and Innovation.
2. Developed the new affordable brand 「BIO UP」.
3. Overseas market integration of physical stores and Strawberry Net cross-border e-commerce channels and products, while continuing to expand to Mainland China, Hong Kong, Macao and Southeast Asian markets, for a global deployment strategy.
4. Sell products via influencer live shopping.
5. Lead the industry by providing professional skin examination and consultation by doctors, and offer precise beauty courses and products according to customers' skin conditions.
6. In an opulent residential building in Taichung' s 7th Redevelopment Zone, the flagship Natural Beauty biotech and aesthetics center in Taichung is expected to open in Q1 2022, providing the most prestigious services to the top of the pyramid.



Develop PB products Foods · Beautiful · Healthy · Life · Pets



Established the "NTU-EMI Biotechnology and Biomedical Research Center"



2022.10.21 NTU-EMI Biotechnology Industry-Academy Cooperation Information



Food Court

Integrate online and offline services to acquire new customers



Complex Store - 「ET Food Court」 2022.12.15 open

The First Complex Store in Taiwan

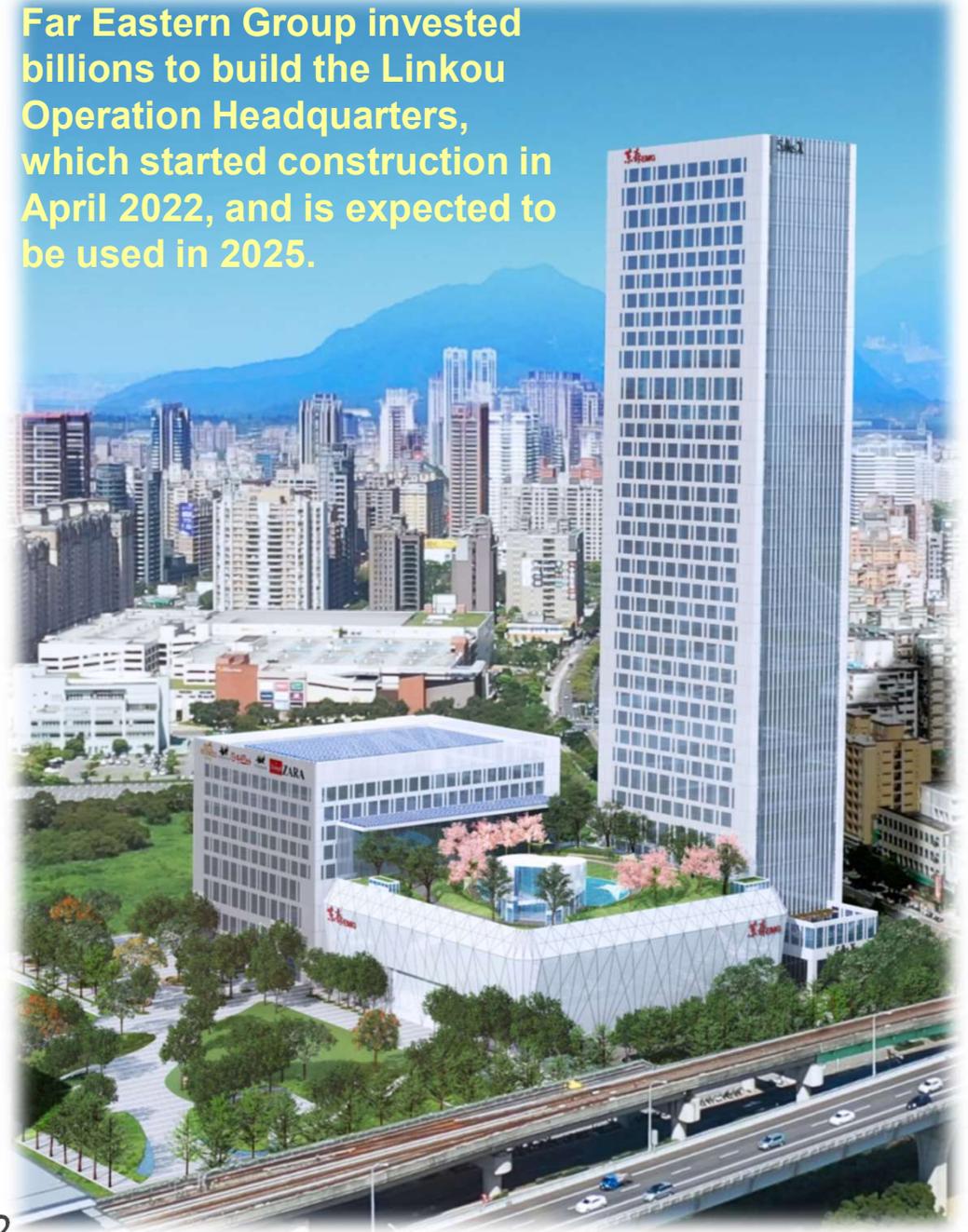
Jointly set up FamiSuper and ET Pet Complex store in Taiwan

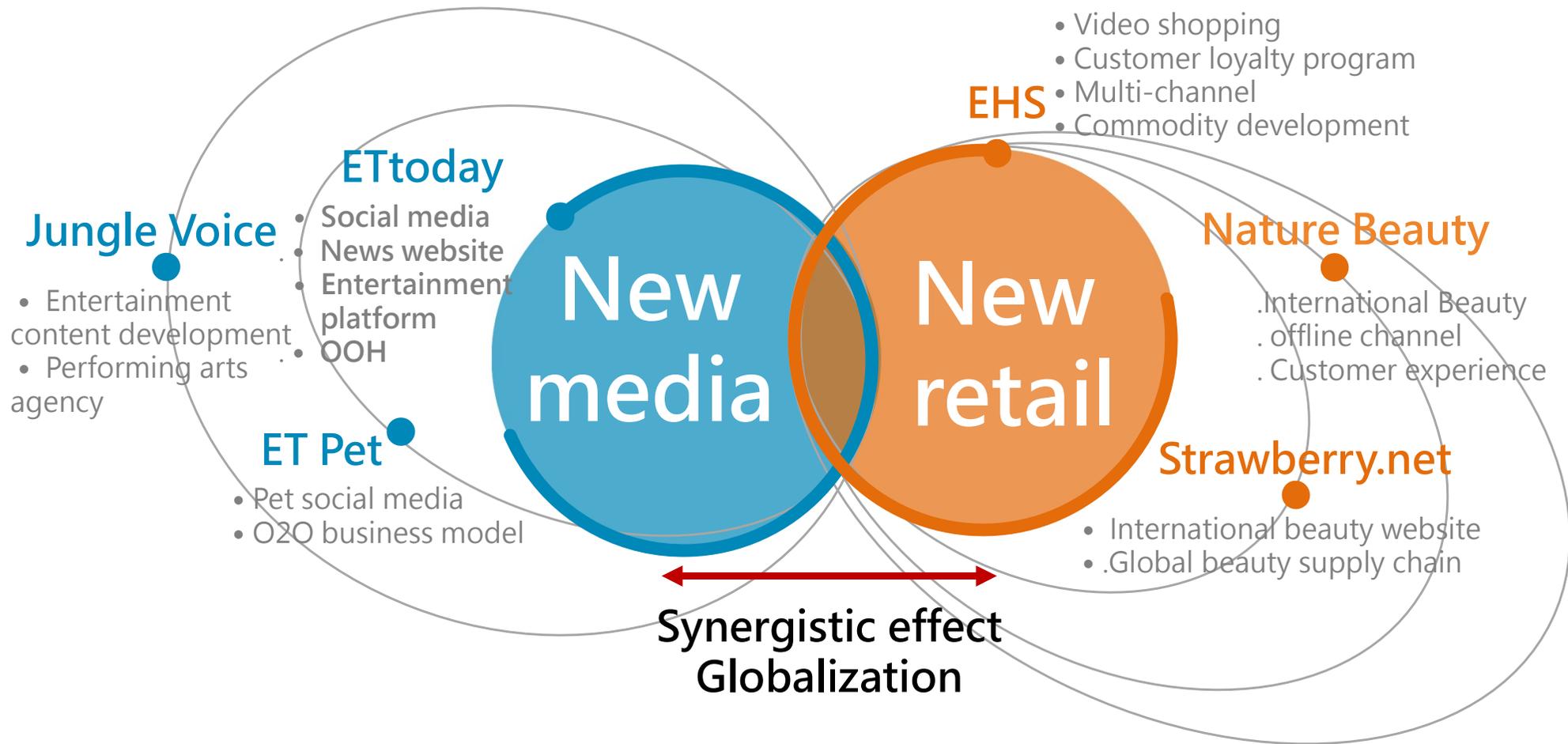
Attract Consumers to the Stores ,
(OMO)

2025 Making Linkou an new Landmark

- Build the entertainment and media industries in line with internationalization:
Making Linkou an important place with an entertainment and media industry that is in line with internationalization, and creating business opportunities of people flow, realizing new media technology and linking with OMO, and holding various international events. Combining the resources of ETtoday, committing to becoming the most active entertainment resort in Taiwan.
- Established new brand "Silks X" business hotel.
In light of the expanding living circle around Greater Taipei and Taoyuan, the 29-36F of EMI' s HQ in Linkou Media Park has been planned into a hotel. It will operated and managed by Silk Hotel Group under the new brand "Silks X". The hotel is expected to open in 2026.
- Relaunching "Eastern Hotels & Resorts"
The renovation project is expected to start in 2022 and will be completed and opened in September 2025. It will operated and managed by Silk Hotel Group under the brand name "Wellspring by Silks".

Far Eastern Group invested billions to build the Linkou Operation Headquarters, which started construction in April 2022, and is expected to be used in 2025.





EMG GROUP

Build a one-stop OMO ecosystem !

Taiwan Corporate Sustainability Awards(15th)- Corporate Sustainability Report **Platinum Award**



▲2022年TCSA台灣企業永續獎，東森國際獲頒永續報告貿易百貨第2類白金獎，東森購物獲得貿易百貨第1類金獎。



▲東森集團旗下東森國際及東森購物雙雙獲得TCSA台灣企業永續獎肯定，東森國際董事長廖尚文(右)及東森國際發言人鄭應娜(中)及東森購物總經理彭鴻斌(左)共同出席受獎。



▲TCSA台灣企業永續獎今(16日)舉行頒獎典禮，東森國際榮獲永續報告貿易百貨第2類白金獎，東森購物拿下貿易百貨第1類金獎肯定，東森國際董事長廖尚文親自出席受獎。(圖/記者湯興漢攝，下同)



EMG Group' s New Taipei City Global Operations Headquarters "City Grace Gallery" won the award of New Taipei City Construction Engineering Fence Greening and Beautification



Governance

Received TCSA
Corporate Sustainability
Report Awards
Gold Award

Warehousing business
received TSAA Taiwan
Sustainability Action Awards
Bronze Award



Ranked **23rd** in the "Top 200 Resilient Enterprises-Top 100 in Annual Growth" category, ranked 3rd in the service industry, and ranked 11th out of the top 50 fastest growing service industry enterprises by the *CommonWealth Magazine* Top 2000 Survey

Media business was ranked as the new media business with the highest reach and trust scores in Taiwan by Oxford University for



Five consecutive years

Media business received *Manager Today*
Super MVP Award



Ranked **21% - 35%**
(third ranking group) in the 8th
Corporate Governance Evaluation

Media business received
Honorable Mention
at the Executive Yuan Consumer
Protection Committee Consumer
Rights Reporting Awards

Media business was ranked as
the new media business with
the best social interaction
performance in Taiwan by
CrowdTangle



Media business received
**"Top 10 Outstanding
Business Leaders"** and
"Customer Satisfaction"
Golden Torch Awards



Environmental

In 2021, our warehousing business invested **NT\$ 10.22 million** in energy management, and reduced annual electricity consumption by **773,881 kWh** and carbon emissions by **388,488 kg**



Warehousing business reduced
water consumption by **2,895 tons**
in 2021 compared with 2020



Media business reduced
water consumption by **324 tons**
in 2021 compared with 2020



Warehousing business implemented
ISO 50001
Energy Management
System and obtained
third-party verification



ISO14064-1 GHG inventory categories verified by SGS

Received

Promotion Bronze Medal and
Long-Term Sponsorship Award
at the 13th Sports Activists Awards from the
Ministry of Education Sports Administration



Provided free high-standard PCR screening
tests to all employees to create
a safe and healthy workplace

Continued to provide breakfasts for
disadvantaged children for
the 15th consecutive year,
benefiting more than **30,000 children**



Social

Received **2022**

**Gold Happy
Enterprise Award**
in the Household Services Category



E-learning digital platform
received **13,744 visits**
over a total of
3,070 reading hours



Employee welfare
expenditures amounted to
NT\$ 57,306,542
benefiting **5,258 persons**



Received

**Badge of Accredited
Healthy Workplace**
for Preliminary Health Workplace



Total investment in
all social participation
activities amounted to
NT\$ 23,244,580



Invested
NT\$ 2,392,922
in education and training for a
total of **2,955 persons**



Love Breakfast



"After-Care News Cloud"

EMI has long been attentive of the human rights of ex-prisoners and prisoners. Therefore, the ETtoday website officially launched the "After-Care News Cloud" page under the "Legal News Cloud" to uphold the spirit of "rehabilitation without hindrance and love for victims" and focus on news reports related to rehabilitated inmates and victims of crime to increase reader understanding of the difficulties they face, making readers more willing to lend a helping hand and build a peaceful society.



Supporting Epidemic Prevention and Spreading Love

In August 2021, children from mountainous regions participated in a donation event for medical professionals in Hualien hosted by EMI and affiliated companies to thank medical personnel for their hard work and efforts during the pandemic. During the event, the children transformed love from all sectors into care for others by making cards for medical personnel at all hospitals in Hualien, and also performed a song to spread positive energy for epidemic prevention.



Beach Clean-Up



Christmas Lighting Ceremony

In 2021, we hosted a Christmas lighting ceremony at our Zhonghe office and set up a "Happiness Marketplace," inviting rehabilitated inmates to set up stalls and sell their own food products. Employees and nearby residents all participated in the event. This Christmas lighting ceremony was the first to feature a live performance by a band formed by rehabilitated inmates. The set list included Lin Chung's "Marching Forward," encouraging the children at the event to courageously chase their dreams. After the Christmas tree was lit, "Jingle Bells" began to play, and flakes of artificial snow drifted down from the sky. EMI founder Gary Wang appeared as Santa Claus to distribute candy and have fun with the children. He also purchased egg rolls made by rehabilitated inmates and gifted these to the children from Nanhe Elementary School in Pingtung and Wanfeng Elementary School in Taichung.



Rewards and Highlights in 2022





- 1 Taiwan Corporate Sustainability Awards(15th)- Corporate Sustainability Report **_Platinum Award**
2. 2021 "Happy Enterprise Award" Livelihood Service Category-Golden Award





- 1.The National Brand Yushan Award (19th)-**Best product Award.**
2. 2022 Digital News Report-the most use new media and credibility **No.1 in five consecutive years.**
3. Excellent Journalism Award-Podcast and News Photography Award.
4. ETtoday APP membership achievement system win service solution award.





- 1.The National Brand Yushan Award (19th)-**product Award.**
2. National Brand Yu-Shan Award(19th)-**Outstanding Enterprise**
- 3.The Golden Peak Award(21th) –**Top 10 Best Product Award**
4. Golden Torch Awards(16th) -**Top 10 potential Enterprises - Top 10 potential Product Award**



EHS



1. Cooking Instant Food-National-Quality Golden Award, Taiwan Quality Product Bravo Award and iTQi 2 Stars Award
2. 2022 Common Wealth Magazine "Top 2,000 Survey" - No.7 in Wholesale and Retail Industry
3. New Taipei City Enterprise Classic Award(1st)-Extraordinary Enterprise and Diversified Service
4. 2022 1111 Job Bank "Happy Enterprise Survey" Livelihood Service Category-Golden Award
5. Taiwan Corporate Sustainability Awards- Golden Award of Enterprise Sustainability in Retail Industry
6. 2022 Manager today Magazine "100 MVP Managers Award" - EHS General Manager, Hung Wu, Peng
7. BSI InfoSec Standards- Information Resilience Elite Award



NB



1. Certified by Republic of China Professors Association- National-Quality Golden Award
2. Nominee for 2022 Pure Beauty Global Award
3. 2022 Monde Selection-Golden and Silver Awards
4. Global Green Beauty Awards 2022-Silver and Best Natural Body Product Award
5. National Brand Yu-Shan Award(19th) -Best Product Award
6. New Taipei City Enterprise Classic Award-Potential Enterprise Award



Thank you

Q&A

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