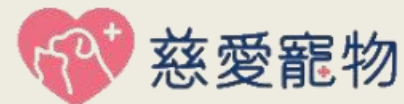




Eastern Media International Corporation Investor Conference (Symbol: 2614)

December 26, 2023



Safe Harbor Notice

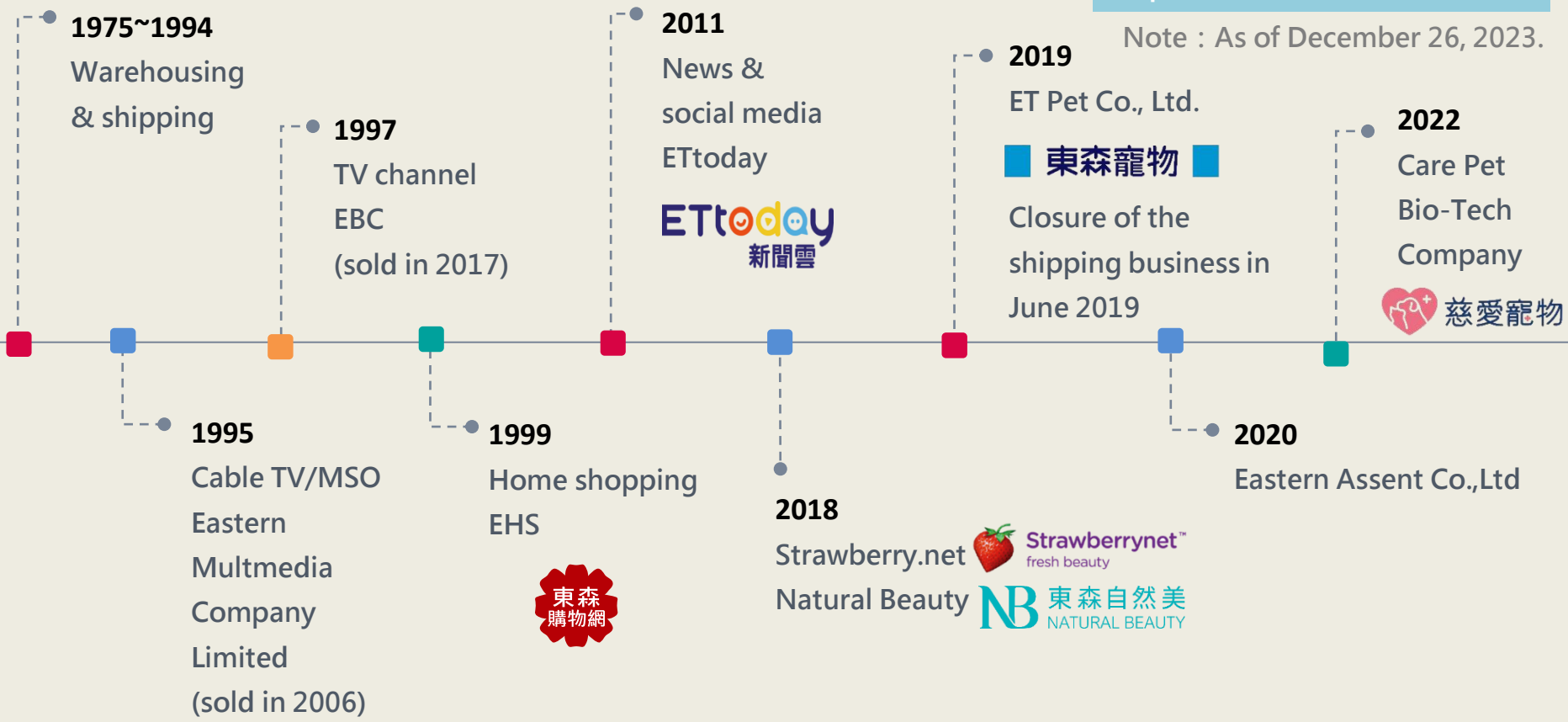
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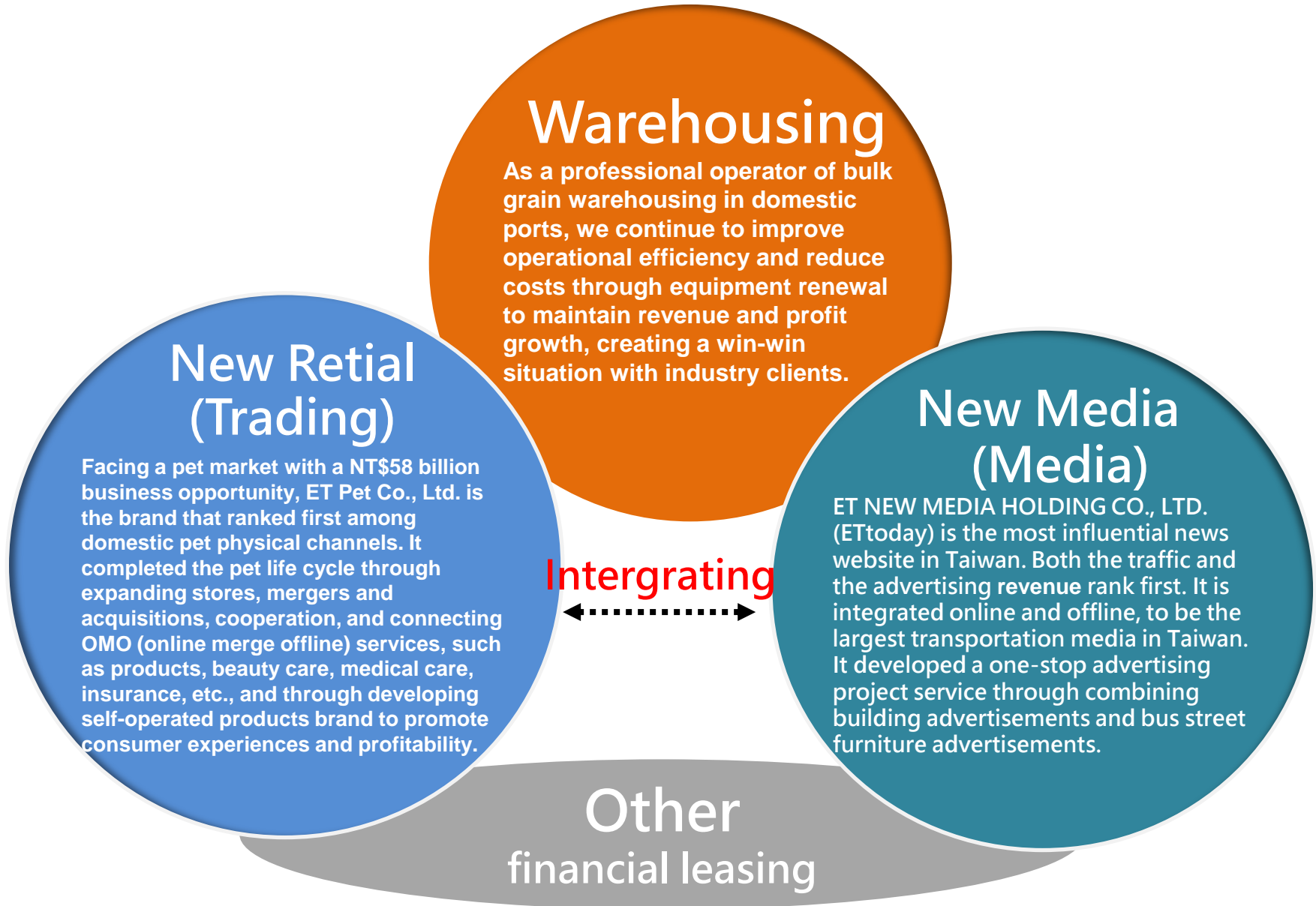
Actual results may differ materially from those expressed or implied in these forward-looking statements and no representation or warranty, either expressed or implied, is provided in relation to the accuracy, completeness or reliability of the information contained herein, nor is the information intended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

EMI Development course

Founded : 1975/5/14
 IPO : 1995/9/23
 Capital : NTD 3.00 bn (note)

Note : As of December 26, 2023.





Income Statements Overview (Consolidated)

(NT\$million)	2023 1-3Q	2022 1-3Q	%chg
Operating revenues	4,317	4,399	(1.87%)
Operating costs	3,026	3,012	0.47%
Gross profit	1,291	1,387	(6.96%)
Operating expenses	1,348	1,208	11.54%
Net operating income	(57)	179	(132.04%)
Non-operating income & expenses	119	(20)	686.98%
Profit	37	95	(60.77%)
Other comprehensive income	86	248	(65.24%)
Total comprehensive income	124	343	(64.00%)
Profit attributable to parent	82	110	(25.28%)
Basic earnings per share	0.27	0.33	

Balance Sheet Overview (Consolidated)

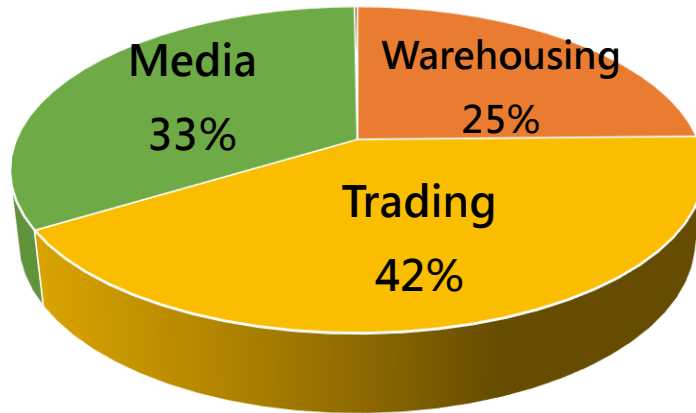
(NT\$million)	3Q23		3Q22	
	Amount	%	Amount	%
Balance Sheets				
<u>Current Assets</u>	4,152	25.7%	3,823	24.1%
Cash & cash equivalents	1,619	10.0%	1,596	10.1%
<u>Non-current Assets</u>	11,991	74.3%	12,011	75.9%
Investments (equity method)	1,555	9.6%	2,530	16.0%
Property, plant and equipment	3,844	23.8%	2,168	13.7%
Right-of-use asset	5,584	34.6%	5,842	36.9%
Total Assets	16,142	100.0%	15,834	100.0%
<u>Current Liabilities</u>	3,347	20.7%	3,162	20.0%
Account payable	1,213	7.5%	653	4.1%
Current lease liabilities	678	4.2%	963	6.1%
<u>Non-current liabilities</u>	8,374	51.9%	6,985	44.1%
Non-current lease liabilities	4,973	30.8%	4,954	31.3%
Total Liabilities	11,721	72.6%	10,147	64.1%
Total Equity	4,422	27.4%	5,687	35.9%
Value per share (NT\$) [Note 1]		12.33	11.20	
Key Indices				
Current ratio %		124%	121%	
Quick ratio %		106%	105%	
Debt ratio % [Note 2]		73%	64%	

Note1 : After capital reduction to make up for losses in the third quarter of 2023, the number of issued shares was 300,243,070 shares. After cash capital reduction in the third quarter of 2022, the number of issued shares was 476,055,355 shares.

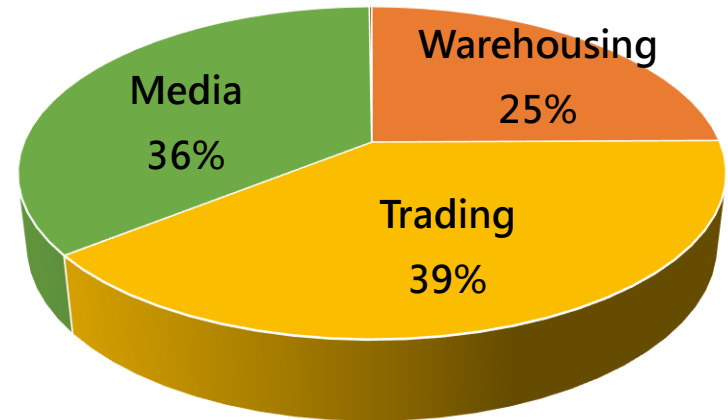
Note2 : Mainly "lease liabilities" accounted for 35% & 37% of total assets.

Revenue by Segment

2023 1~3Q



2022 1~3Q



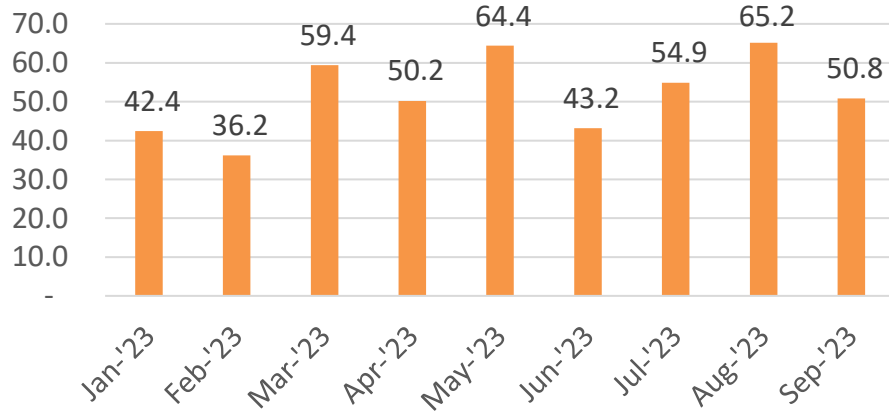
	(NT\$m)	2023 1~3Q	%	YOY	2022 1~3Q	%
1	Warehousing	1,066	25%	(2.47%)	1,093	25%
2	Trading	1,795	42%	+3.52%	1,734	39%
3	Media	1,449	34%	(7.47%)	1,566	36%
4	Other	7	0%	+16.67%	6	0%
5	Revenue	4,317	100%	(1.86%)	4,399	100%

Segments Overview

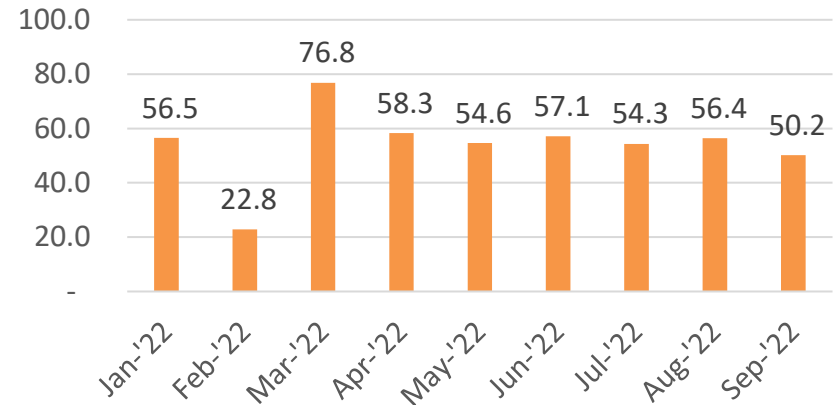
Warehousing-Volume

Unit : 10,000 Tons

2023 1-3Q Operating volume



2022 1-3Q Operating volume



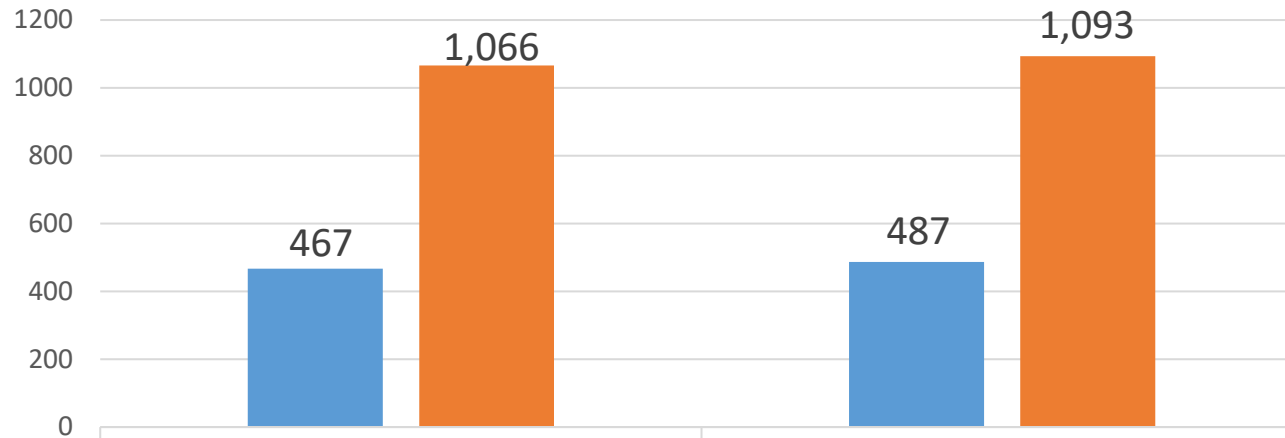
- The warehousing business is mainly engaged in automated granaries operations, such as in bulk grain unloading, grain storage and truck/train loading and unloading .
- EMI is the professional port warehouse operating company in Taiwan.

- 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.

- Adjustment of 10% port tariffs in 2023. The Company is committed to replacing old equipment with new equipment, and improving service quality. Although the sales volume of the warehousing business in the first three quarters fell by 4.1% compared with the same period last year, its revenue only declined by 2.5%.

Warehousing-Highlights

Unit : 10,000 Tons/ NT\$m



	2023 1~3Q	2022 1~3Q	YOY
Operating volume	467	487	-4.11%
Revenues	1,066	1,093	-2.47%

Year Unit: 10,000 Tons	Operating volume	Bulk		Bulk & Container	
		Import volume	Market share	Import volume	Market share
2023 1~3Q	467	467	100 %	585	80%
2022 1~3Q	487	487	100%	655	74%

Offline stores ranked first in the market



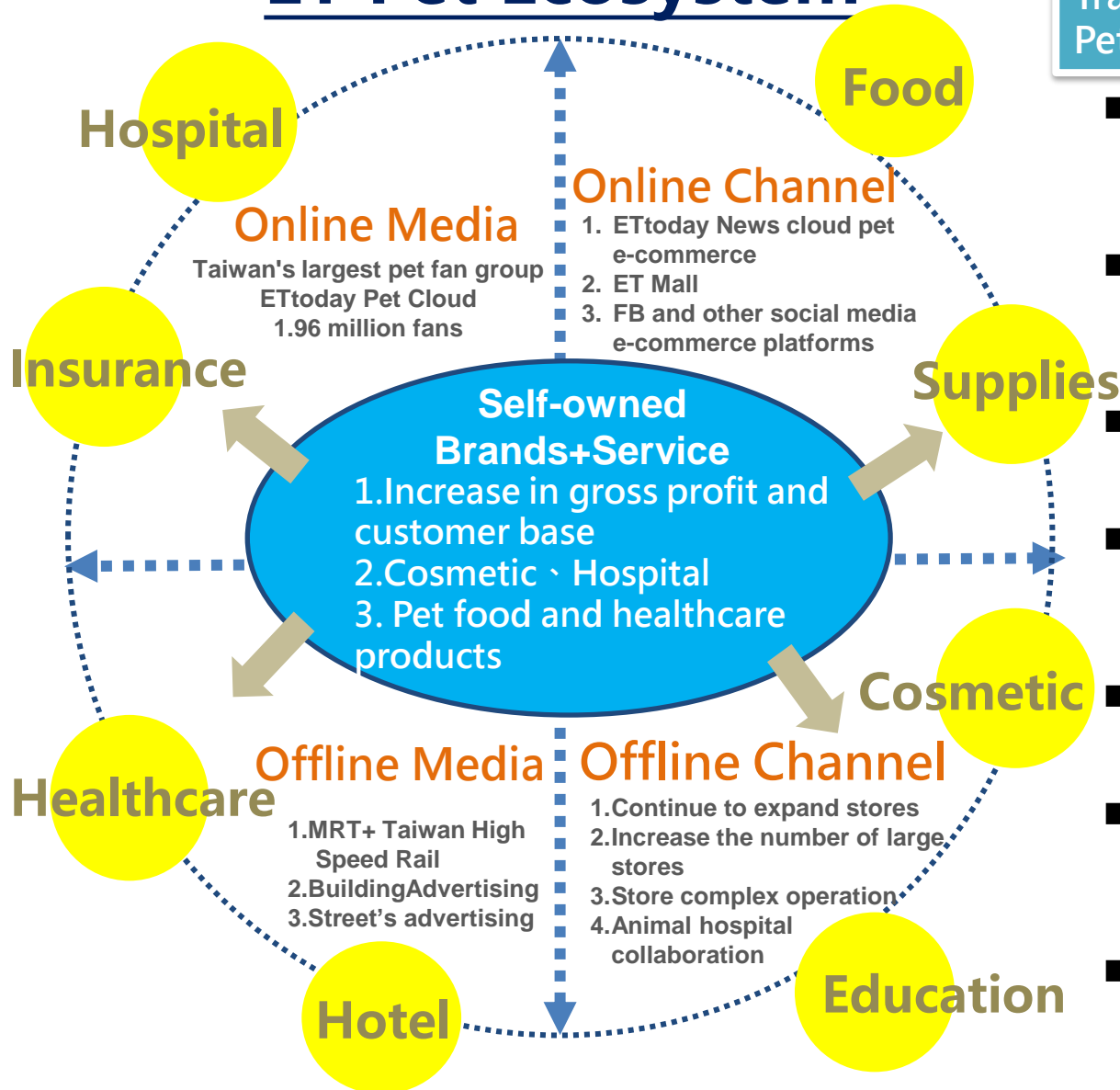
- 138 stores provide professional services.
- The services cover 18 counties and cities in Taiwan (coverage rate reaches 85%).
- The first chain pet store that officially serves the outlying islands.
- The only retail channel for the pet industry in Taiwan that provides one-stop professional services for beauty care, health care, and exotic pets.

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\$20 million per month)**.
- Revenue grew by 4%, while high-margin pet care products exhibited growth of 22%



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 142 stores and achieve sustainable revenue growth.
- **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.
- Expansion of a new multi-store model: Introduce popular daily supplies and health foods
- Complex storeET 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.

Trading- ET Pet's Short, medium and long term development strategies

Short-term

Continue to expand the number of stores and distribution channels, with the aim of achieving a market share of 20%, and maximizing procurement price negotiation power.



Rapidly increase market share and bargaining power

- Quick store expansion and M&A to expand market share.
- Compound management to create unlimited possibilities.

Medium-term

Develop pet veterinary services, and deepen customer loyalty, so as to underpin its self-operated business and rapid growth of the revenue of health care products.



Develop pet medical care with the concept of professionalism, trust and dependence

- Develop pet medical care and deepen customer relationship with ET Pets.
- Sell high-margin pet health products and build customer loyalty through professionalism.

Long-term

To establish a complete food chain for pets, ET Pet store provides comprehensive services for pets throughout their lifetime.



Cover a complete pet ecological chain

- Combine the online and offline resources of Eastern Group, in order to provide the best services for the customers' pets in the pet ecological chain from birth to death.

Leading New Media in Taiwan

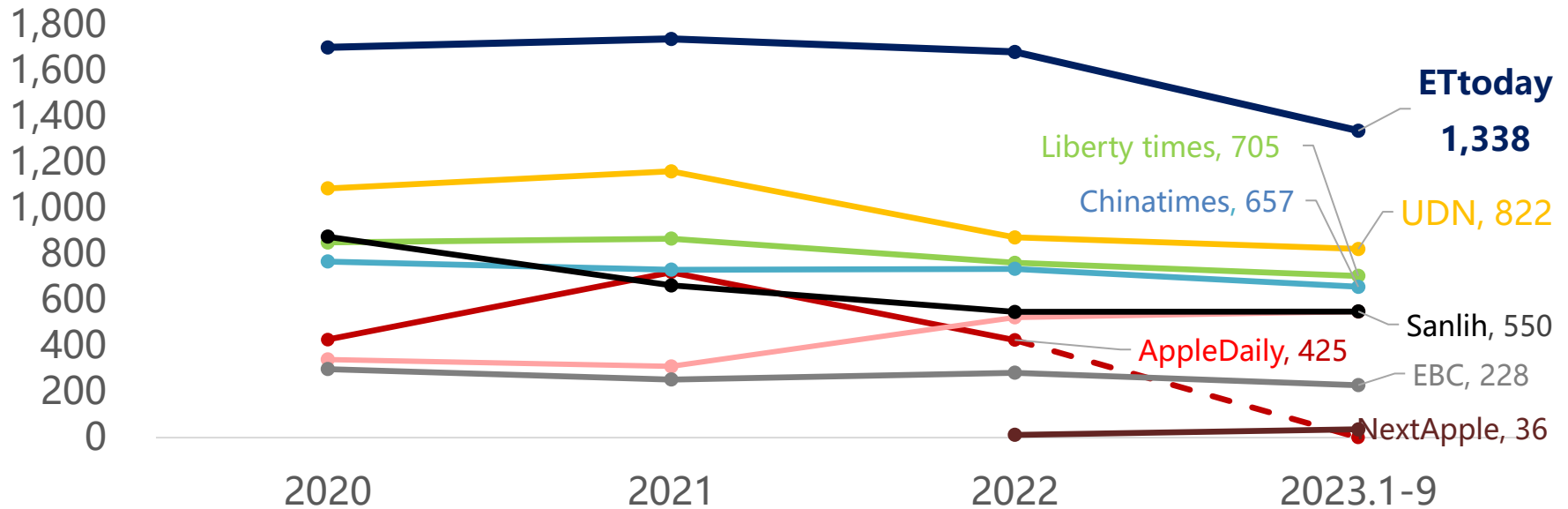
Pageviews
17.44million

FB Fans
26 million

DAU
4.26 million

APP Pageviews
3.19million

Mainstream Media Pageview in Taiwan



Source:GA, Comscore

1. ETtoday' s OOH AD accounts around 60% of total outdoors media slots, including Taipei Metro 、 Taoyuan Metro 、 THSR and Taipei Street Furniture.
2. Global AD revenue grow 3.3% in 2023. The whole Taiwan TV AD revenue is up to 19.05 billion in 2023 and compared to the previous year, a 10% decline in growth rate.
3. ETtoday, digital and OOH provider, offers total AD solutions and AD revenue Year to Year grow 2%.

The Growth rate of mainstream media AD revenue in 2023



01

AI-based short video channel

Based on AI technology to enhance the volumes of short videos and advertising revenues.

02

Online learning school

With the rise of the online study market, it has excellent potential to increase future revenue growth by employing ETtoday's pageviews, branding, professional production team, and on-stop-shop advertising resources.

03

Live E-commerce

To build live commerce with adequate referral power and trace audience preference, ETtoday collects first-party data for product R&D, marketing, and sales based on ETtoday's high website traffic.

03

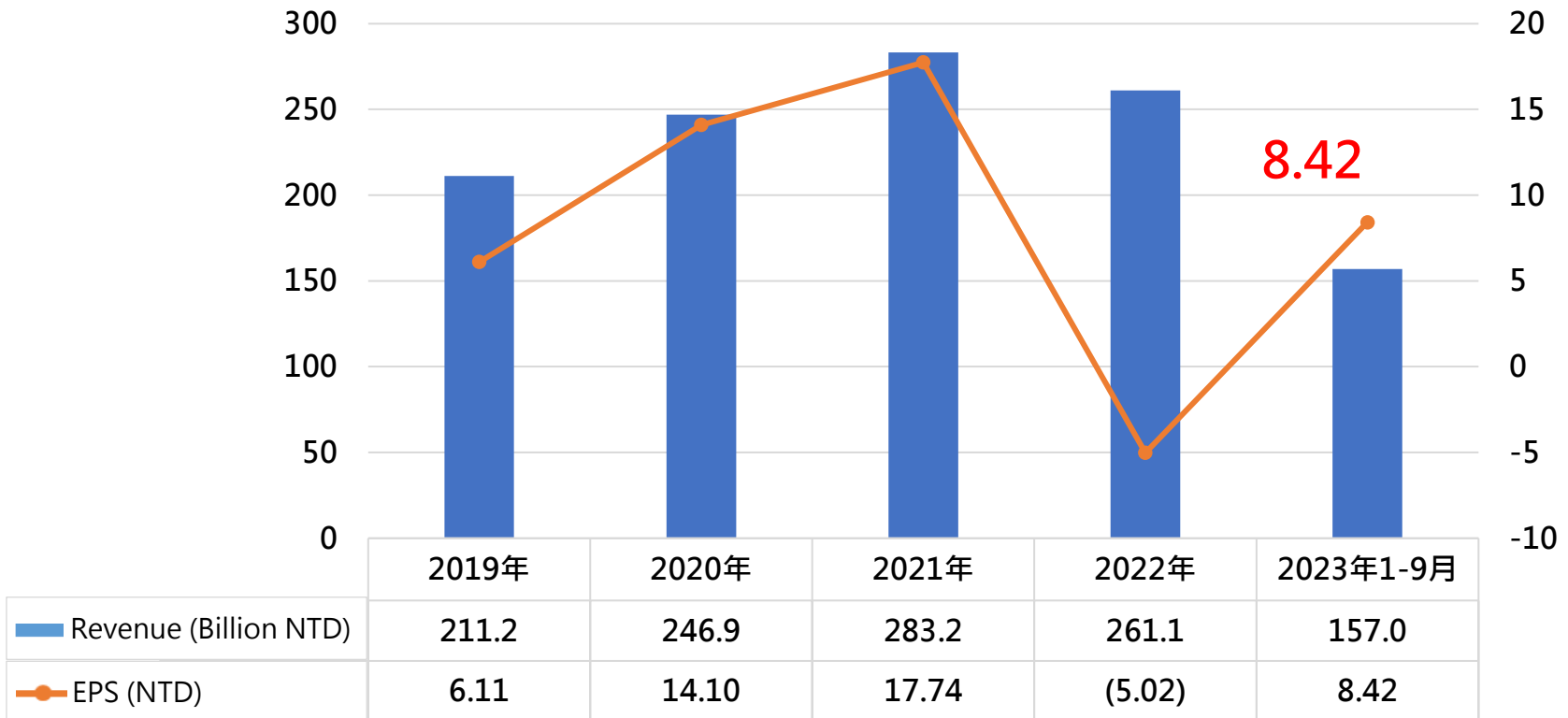
UGC platform

MOOD, the user-generated content platform, affiliates we-media to strengthen digital advertising and initiates "content creators" plans to help advertisers execute influencer/blogger campaigns.

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

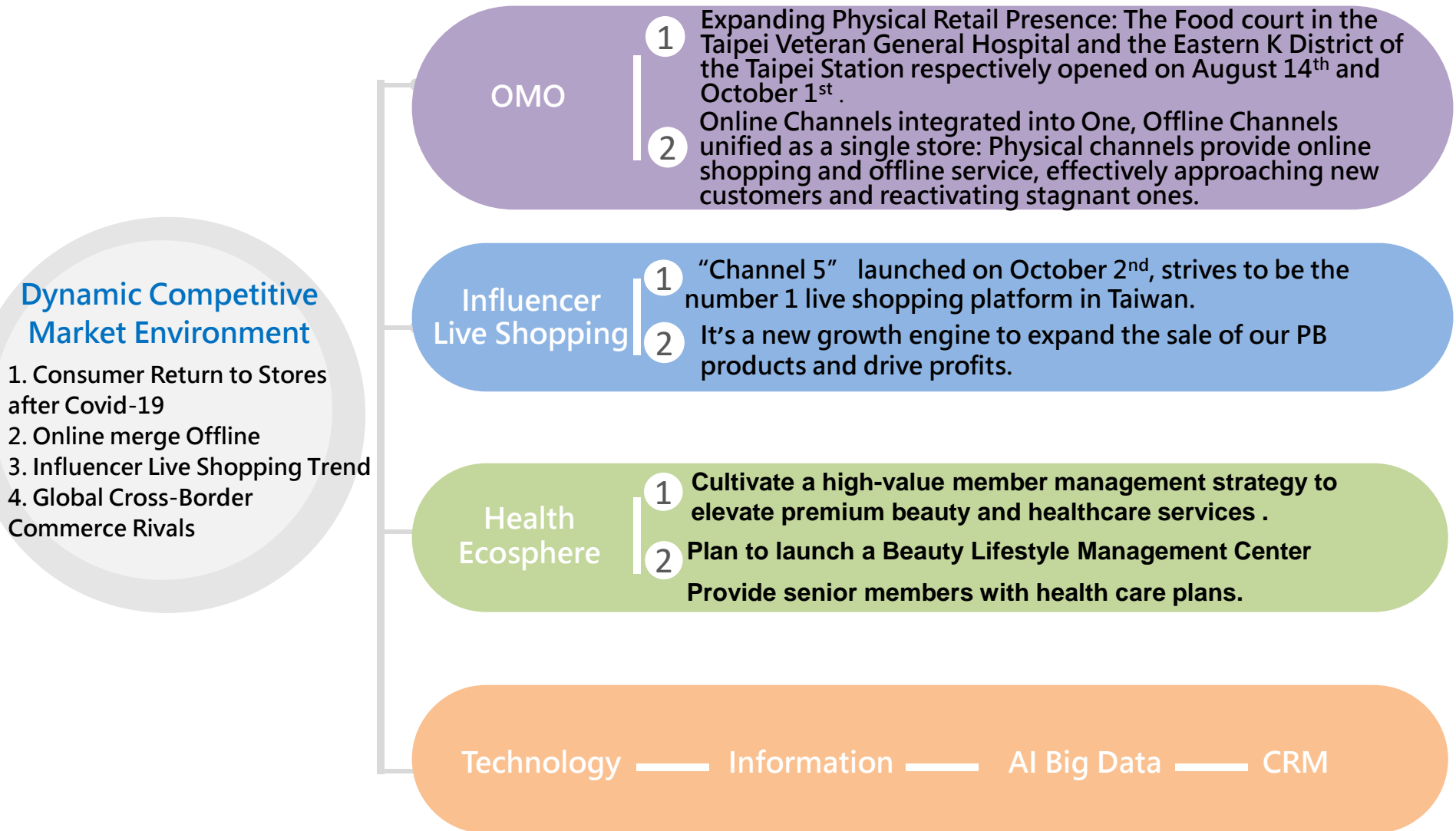
The consolidated revenue of E.H.S. from January to September achieves **NT\$ 15.7 billion** and generates **EPS NT\$8.42** !

Annual Revenue and EPS of EHS



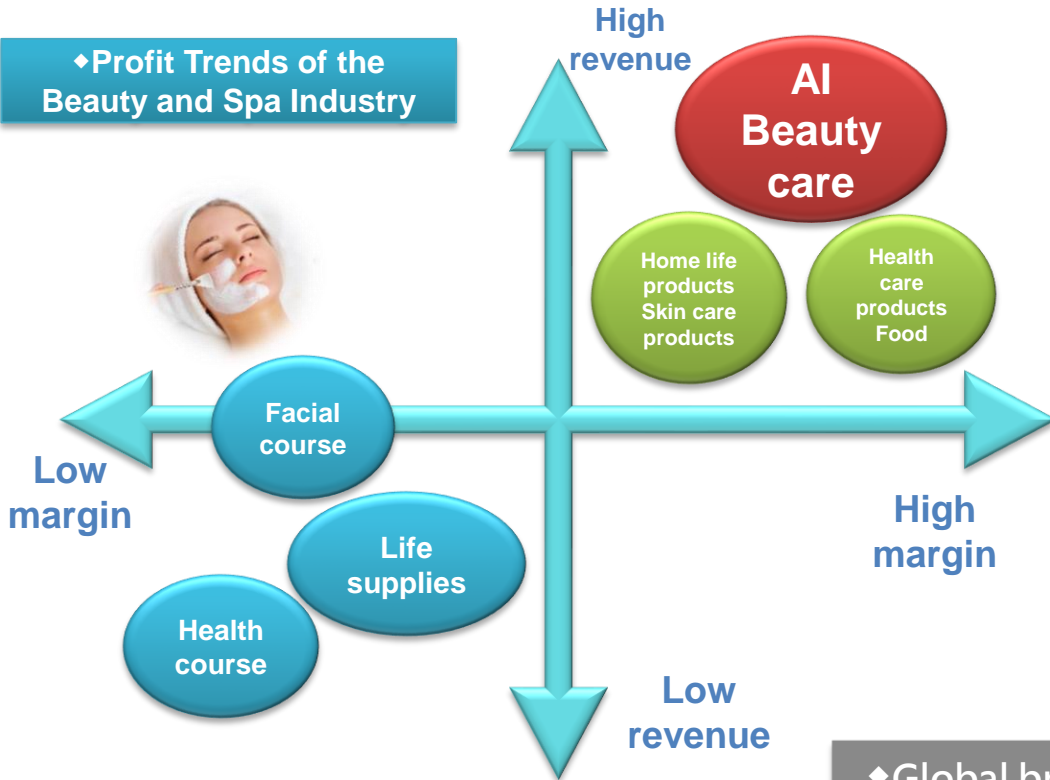
Source: Consolidated financial statements of EHS

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



Natural Beauty(NB)

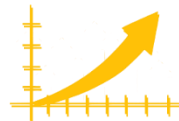
◆Profit Trends of the Beauty and Spa Industry



1. Expert consultants to assist in product R&D and product upgrades.
2. The new beauty and spa trends in the AI era – Comprehensive and real-time skin testing over an extended period of time.
3. Sales strategy of health care products – From beauty care to health care.

4. Continue toward global deployment, including Malaysia and cross-border e-commerce channel StrawberryNet covering China, Hong Kong, Macao, and the Southeast Asian market.
5. Combine live streamers and external sales channels to boost growth performance.

◆Global brand development



Investment Business Development Strategy— Natural Beauty(NB)

Donated the core laboratory of NTU-Eastern Biotech & Biomedical Research Center



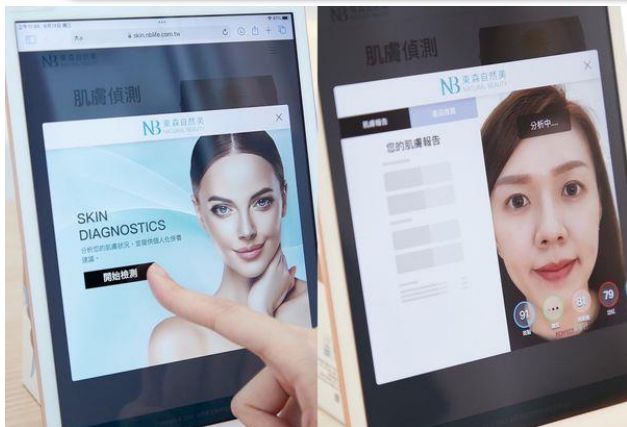
In 2019, Eastern started to cooperate with the Institute of Biotechnology, NTU, and established the “NTU-Eastern Biotech & Biomedical Research Center” in November 2021. NTU, the highest-ranked academic institution in Taiwan, cooperated with Eastern, the leading company in the retail market. As such, Eastern announced its determination to enter the biotechnology industry, as well as “EHS Select’s” prudent and responsible attitude towards products. In October 2023, the “NTU-Eastern Core Laboratory” was donated to assist in advanced equipment upgrades in Taiwan’s biotechnology industry. We hope to provide high-quality products and services which are scientifically certified, so as to win customer loyalty.

Won the 20th National Brand Yushan Award-Best Product

Eastern Natural Beauty has won national awards for four consecutive years. In recent years, NT\$50 million has been invested to set up the high specification biotechnology R&D center in the beauty care industry, dedicating its efforts to product innovation. The R&D consultant team covers PhD experts and professionals from National Taiwan University, Hungkuang University, National Yang Ming Chiao Tung University, and Shin Kong Wu Ho-Su Memorial Hospital, with regular discussion meetings to continuously improve product technology and service quality, working towards becoming the top beauty care brand in Taiwan.



▲ Natural Beauty NB-1 Plus
Brightening and Repair Essence
By use of Harvard NB Biotechnology SCT technology, the product successfully obtained a US patent, with more than 13 million patent searches worldwide.



Eastern Natural Beauty x Perfect Corp., to Provide AI and AR Virtual Beauty Services

In the new era of beauty and skin care technology, Eastern Natural Beauty started to provide AI skin testing services in cooperation with Perfect Corp. The big data relating to skin care was accumulated by Eastern Natural Beauty over the past years. It is coupled with Perfect Corp.’s AR and AI deep learning algorithms, with clinical analysis by skin experts during the testing process, various skin problems can be quickly and accurately detected and analyzed by use of efficient algorithms, allowing consumers to readily understand their skin needs, easily select suitable skin care products, and continuously track the efficacy of skin care products.

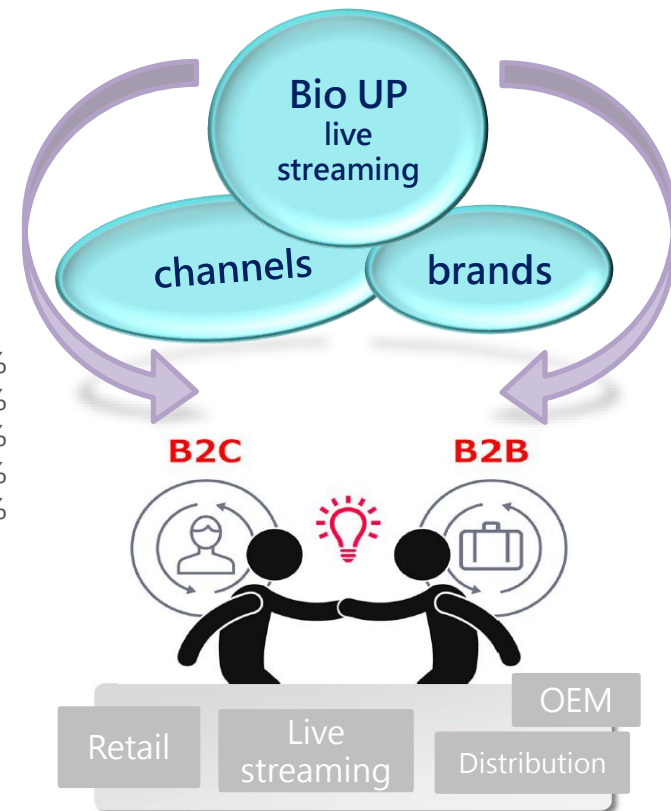
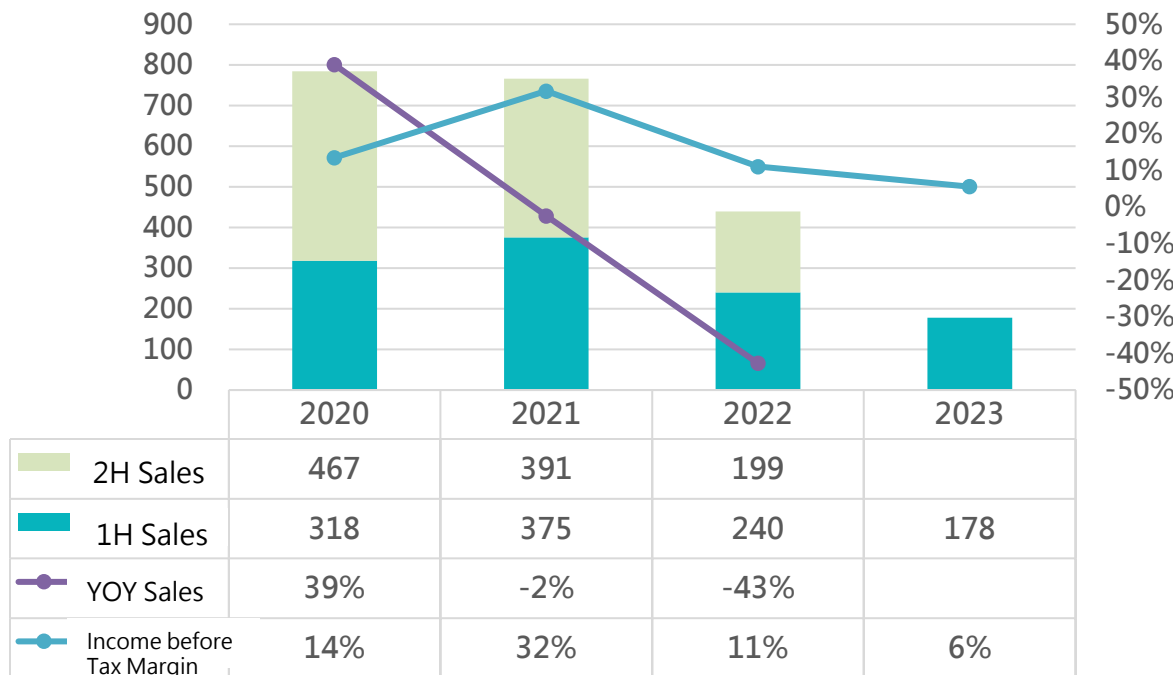
Natural Beauty(NB)

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. Affected By the epidemic in 2022, Natural Beauty' s business model is developing towards the direction of OBM . It will continue to make stable profits in 2023. There are 9 REGAL CLUB & SPA and 307 franchise stores in Taiwan.

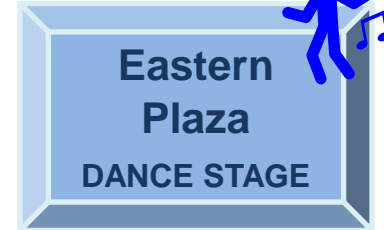
Sales and Income before Tax Margin of NB in Taiwan

Unit : NT\$m



Online Channel, Offline Store

New Media Advertising + New Physical Retail Store Services
to Create a New OMO Business Model



【ETmall Channel 5 X EHS Select】

Seize global live streaming business opportunities

Establish the **School of Internet Celebrity**

Training of live streaming talents in Taiwan by ETstar Learning Cloud



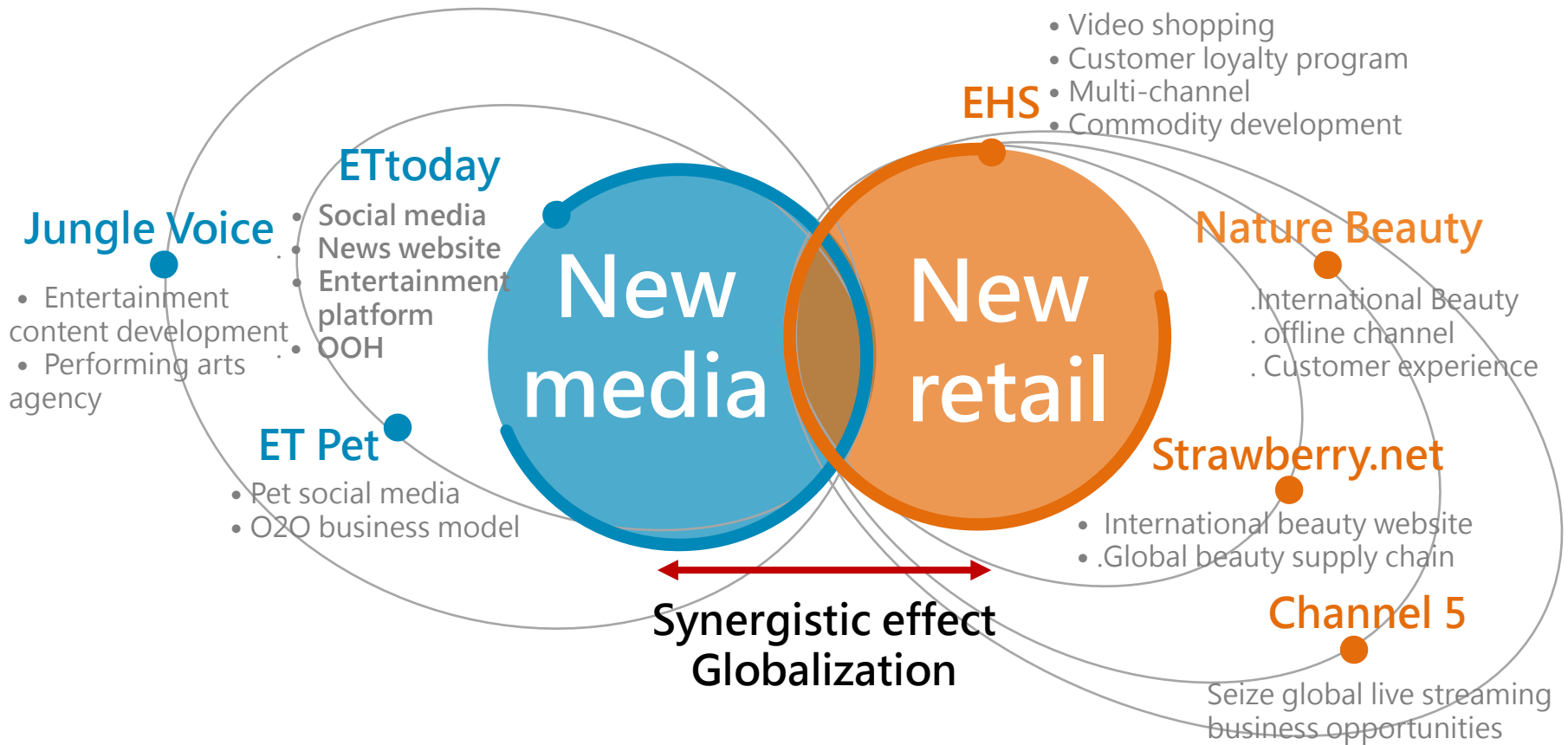
Taipei Veterans General Hospital Evergreen Building and Clinic II Food Court

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 Q1 2026. It will operated and managed by Silk Hotel Group under the brand name "Wellspring by Silks".

Far Eastern Group invested nearly 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 !



▲ Eastern Media International (EMI) received the 8th Sports Enterprise Certification in 2023, and the Company's spokesperson Ying-Na Cheng received the award on behalf of the company, implementing corporate social responsibility (CSR) and employee care.



▲ Eastern Media International and ETmall both won the Taiwan Corporate Sustainability Awards (TCSA). Spokesperson Ying-Na Cheng and General Manager Hung-Wu Peng received the awards on behalf of the company. Eastern Media International has won the award for four consecutive years, while ETmall has won the award for three consecutive years, indicating that Eastern Group's successful investment in ESG.

Corporate Governance and Sustainability Development Committee

We established a Corporate Governance and Sustainability Development Committee under our Board of Directors on November 4, 2021 for continued promotion of sustainable development at EMI. The Committee is composed of three independent directors, our chairman, our spokesperson, and our corporate governance officer, with one independent director serving as convener and committee chair. Seven work groups have been established under the Committee to implement sustainability matters across all three ESG aspects. Each work group is headed by a senior executive who not only periodically tracks performance based on corporate governance evaluation indicators, but also formulates short, medium, and long-term goals based on issues of concern for stakeholders. We will continue to track and review our implementation results to meet public expectations.



Economic Governance

Received TCSA Corporate ESG Report
Category 2 Platinum Award in Trading and Consumer Goods Category



Warehousing business received ship stevedore operator **Golden Ship Award** from Taiwan International Ports Corporation



The OMO advertisement business platform owned by our media business received first place in the 19th **National Brand Yushan Awards "Best Product Category"**

Ranked in top **6-20%** (second tier) of listed companies in 9th (2022) Corporate Governance Evaluations

Media business was ranked as the new media business with the **highest** reach in Taiwan by Oxford University for **five consecutive years**

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



Media business **received second** place in "Internet Video News Feature" from the 2022 Taiwan Press Photography Contest

Media business received Honorable Mention in Print News Reporting category from the 2022 Bright Society News Reporting Awards



Media business received **Podcast News Program Award and News Photography Award** from the 21th Excellent Journalism Awards



Pet business continues to expand and now has **138** physical stores



Pet business **entered the pet health industry**

Media business News Cloud app was listed in the **International Innovation Awards "Service & Solution"** category in 2022



Pet business received the **"Outstanding Enterprise Award"** and **"Best Product Award"** from the 19th **National Brand Yushan Awards**

Pet business received **"Top Ten Outstanding Products in Large Enterprises Group"** from the 21st **Golden Peak Awards**

Pet business received **"Top Ten Promising Enterprises"** and **"Top Ten Promising Products"** from the 17th **Golden Torch Awards**

Environmental

EMI Group invested **NT\$ 52.21 million** in energy management and conservation measures in 2022, and energy intensity (kWh/million in revenue) was reduced **by 5.2%** compared with the previous year



EMI Group began regularly implementing ISO 14064 greenhouse gas inventory and third-party verification procedures in 2022



Water usage at the EMI Group for 2022 was reduced by **648 tons (0.56%)** compared with 2021



Media business introduced the iTrash automated recycling machine on December 16, 2022, encouraging colleagues to place aluminum cans, plastic bottles, and other recyclable items into the machine to receive cash rewards to build a habit of recycling. A total of **94 people** used this machine to recycle **142 bottles** and received **NT\$ 14** in rewards from December 16-31, 2022

Natural Beauty(NB) promotes a plan that recycling empty bottles from 2022. Protect the environment and love our planet.

Social



EMI Group again received the Happy Enterprise **Gold Award** in 2022

Total investment in social participation amounted to **NT\$20,719,035**

Continued the Breakfasts Made of Love program for the **16th year**, investing **NT\$ 6,940,135** in the program which was distributed to **72 schools**

EMI Group E-Learning digital platform reached **13,835 users** and total reading time was **3,855 hours**



EMI obtained Accredited Healthy Workplace Certificate and Badge of Accredited Healthy Workplace for Preliminary Health Workplace



The "2022 ETtoday Golf Charity Tournament" raised **NT\$ 875,000**



★ In July 2023, EMI's Taichung and Kaohsiung Operations Offices both passed the ISO 14001 Environmental Management System Certification & ISO 45001 Occupational Safety and Health Management System Certification from SGS.

Love Breakfast



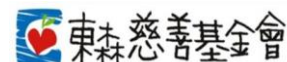
After-Care News Cloud



Beach Clean-Up



Tree planting activity



✿ Produce program of Indigenous



✿ Donate Meals for Disadvantaged groups at festivals



✿ Cultivate healthcare students



✿ Donate feed for stray animals



EMI



1. TCSA(16th) ESG Report **Gold Award**
2. 2023 Happy enterprise Awards- **Service Golden Award**
3. 2023年(8th)Taiwan I Sport certification

ETtoday



- 1.The Award of Bight Side in Society Report
ETtoday won the excellent award for print report and the honorable mention award for TV report.
2. Journalist Impact Award
ETtoday won the Merit Award for print and digital report.
3. The National Brand Yushan Award
ETtoday APP won the best product award
- 4.Digital News Report Award
ETtoday won Taiwan's most used and trusted digital media based on the Digital News Report for six consecutive years.
5. 2023 Happy enterprise Awards- Silver Award

ET Pets



- 1.The National Brand Yushan Award (20th) **Product Award**





1. 2023 Happy enterprise Awards-
Service Golden Award
2. TCSA(16th) ESG Report-
Gold Award
3. 2023 Taiwan Best Customer
Center Awards- **Golden Award of
Enterprise Sustainability in Retail
Industry**
4. Outstanding Exhibitors in the Disaster
Preparedness Products



1. The National Brand Yushan
Award (20th)-**Product Award**
2. 2023 Happy enterprise Awards-
Service Golden Award
3. Certified by Republic of China
Professors Association(8th)-
National Quality Golden Award
4. Symbol of national Quality(25th)
Cosmetics & Skincare





Thank you

Q&A

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