

# | Earnings Presentation

12.05.2023

**CSHS** 建新國際 CHIEN SHING  
HARBOUR SERVICE  
CO., LTD.  
股份有限公司

[www.chienshing.com.tw](http://www.chienshing.com.tw)

## Forward-Looking Statement

**Please be advised, as Chien Shing does not release financial forecast, any forward-looking statement estimates in this presentation is subject to uncertainties in the future caused by whichever consequence uncontrollable, for example shifting in market demand, price fluctuation, rate variation and international economic changed and so forth.**

# Highlights

**A. CS at a Glance**

**B. Business Operation Results**

**C. Future Strategy & Vision**



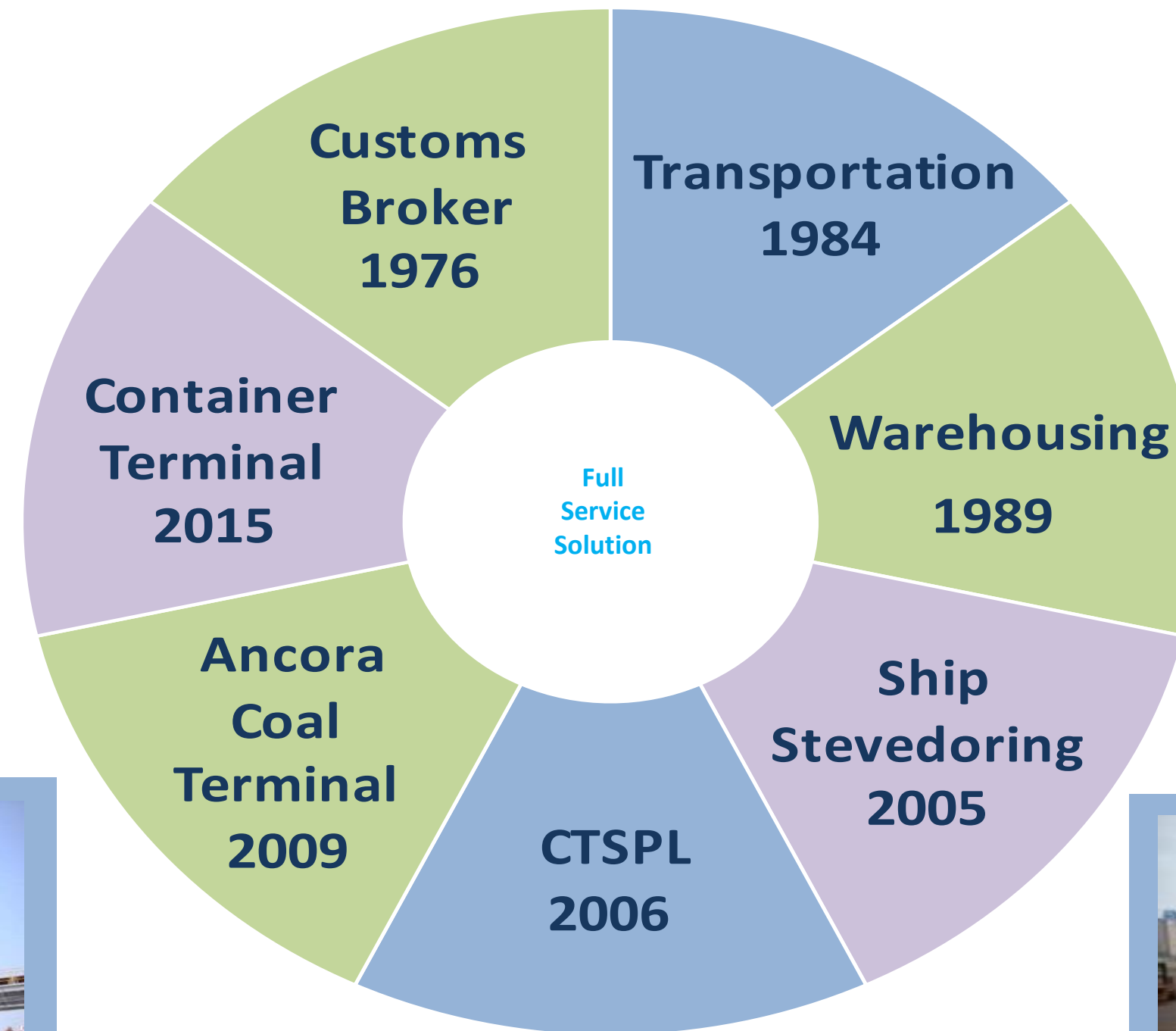


## **A. CS at a Glance**

**Domestic Uniqueness |**  
**Investment Infrastructure |**  
**Services Expansion |**  
**Services Advantages |**

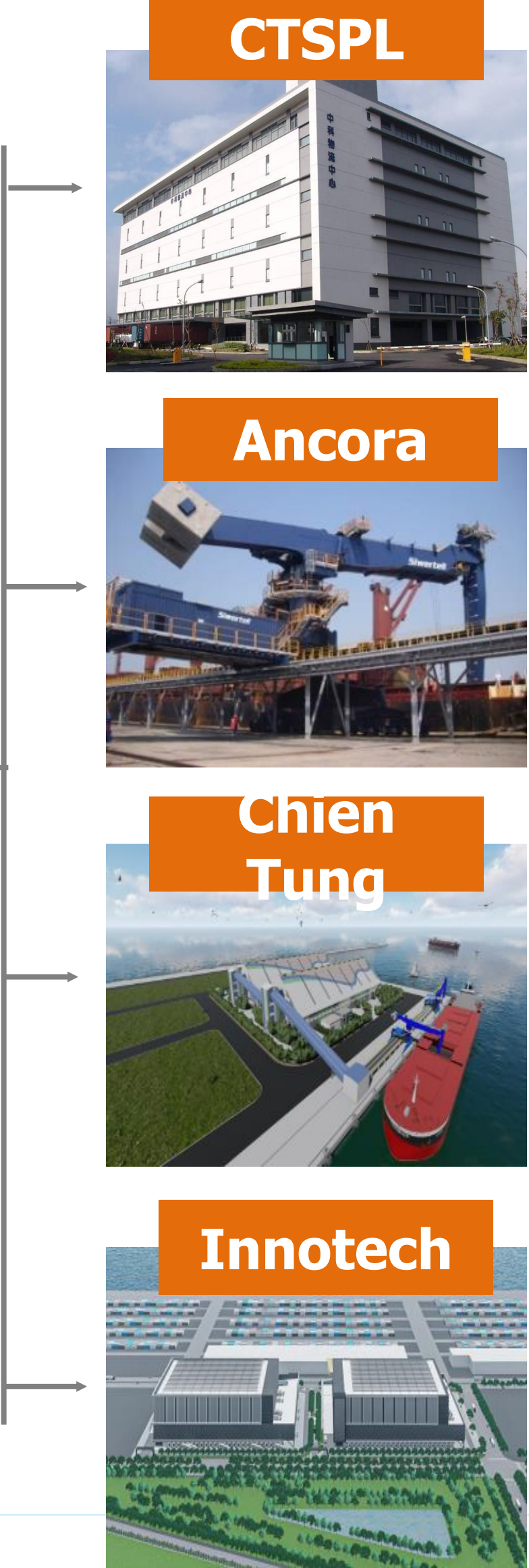


# Domestic Uniqueness





# Investment Infrastructure



**CT SPL**



- Capital NTD \$300 million
- Chien Shing holds 64.60 % of shares
- Value-added warehousing services

**Ancora**



- Capital NTD \$900 million
- Chien Shing holds 82.93 % of shares
- Automotive coal stevedoring and intelligent indoor coal warehouse services

**Chien Tung**



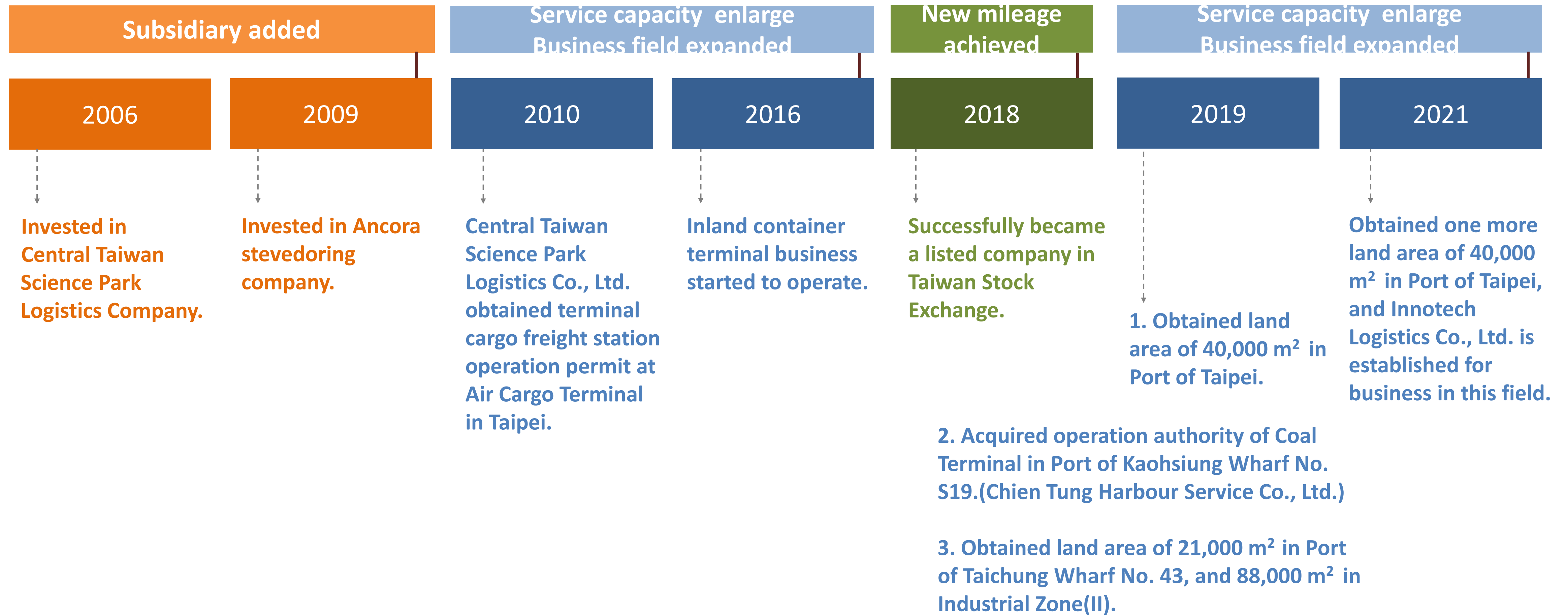
- Capital NTD \$700 million
- Chien Shing holds 40.11 % of shares
- Ancora holds 2.02 % of shares
- Automotive stevedoring and intelligent indoor coal warehousing services

**Innotech**



- Capital NTD \$500 million
- Chien Shing holds 52 % of shares
- CT SPL holds 12 % of shares
- 1<sup>st</sup> intelligence warehousing and distribution provider in Port of Taipei, aiming to become the very 1<sup>st</sup> benchmark of the industry

## *Service Expansion*









# Services Advantages

## Diversified and richness warehouse capacity



General	102,050m <sup>2</sup>
Bonded	19,164m <sup>2</sup>
FTZ	68,122m <sup>2</sup>
Container terminal	7,438m <sup>2</sup>
<b>Total</b>	<b>196,774m<sup>2</sup></b>

## The only refined warehouse provider in the Central Taiwan Science Park

- The only permitted warehouse land operator in the CTSP.
- Total warehouse area of CTSPL is **59,504m<sup>2</sup>**.



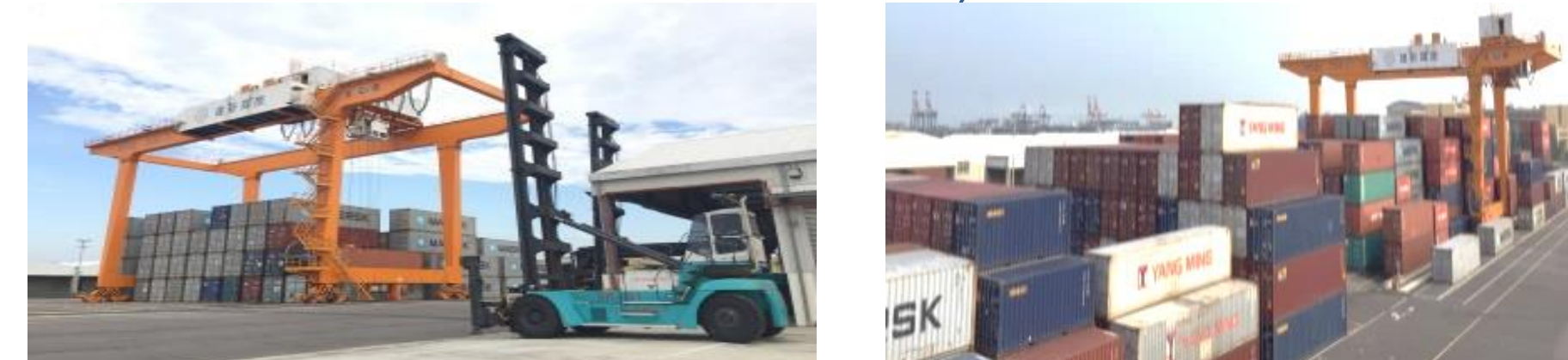
## The only automotive + environmental first stevedoring provider in Port of Taichung



- The only confined coal warehouse management in Port of Taichung.
- Advanced machinery applied:
  - ✓ 32.66 time faster than labor work.
  - ✓ 6.84 time faster than traditional machine work.

## The only inland container terminal in Port of Taichung

- Excellent location, it is in the central of Taiwan and close to port .
- Use the latest machinery, highly efficiency and availability, lower operation costs, standing out in service excellency.
- 5 business divisions are consolidated, creates service





## Diversified Customer Base



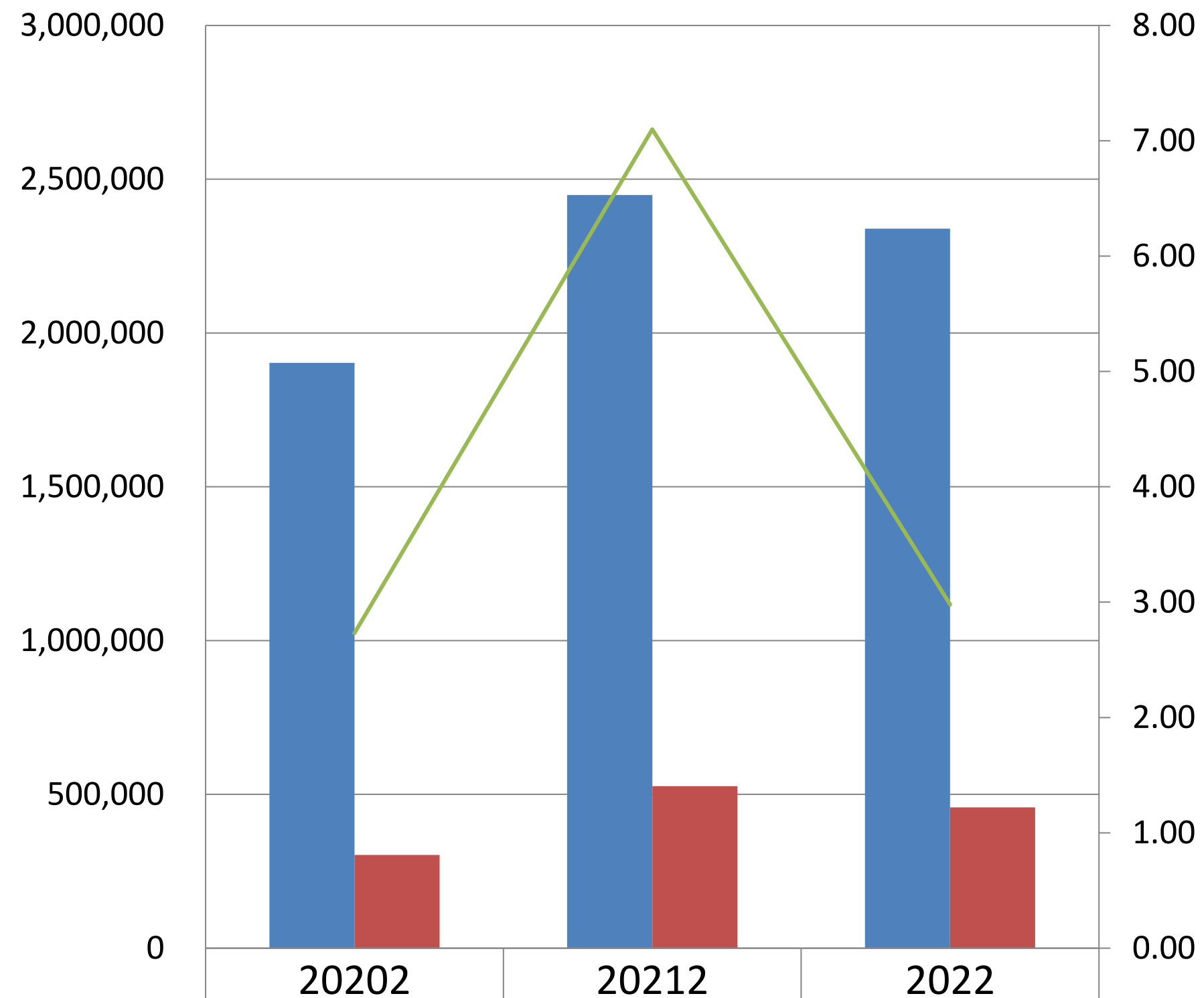




## **B. Business Operation Results**

**Corporation Operation Results |**  
**Revenues of Business Divisions |**

# Corporation Operation Result



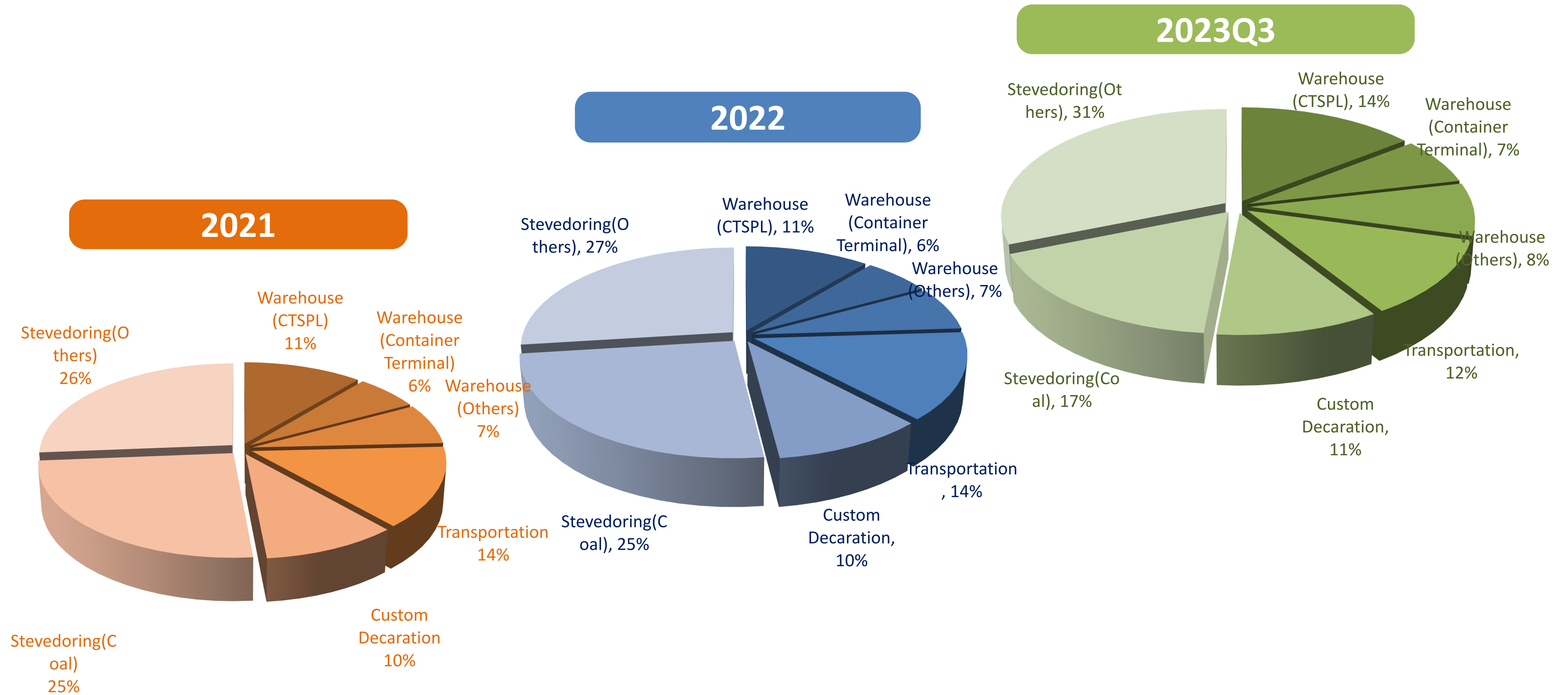
Operating revenue	1,903,290	2,448,575	2,339,082
Operating income	302,910	526,968	457,619
EPS	2.73	7.10	2.98



Operating revenue	1,810,842	1,769,773	1,618,247
Operating income	405,751	370,488	247,363
EPS	6.24	2.23	2.2

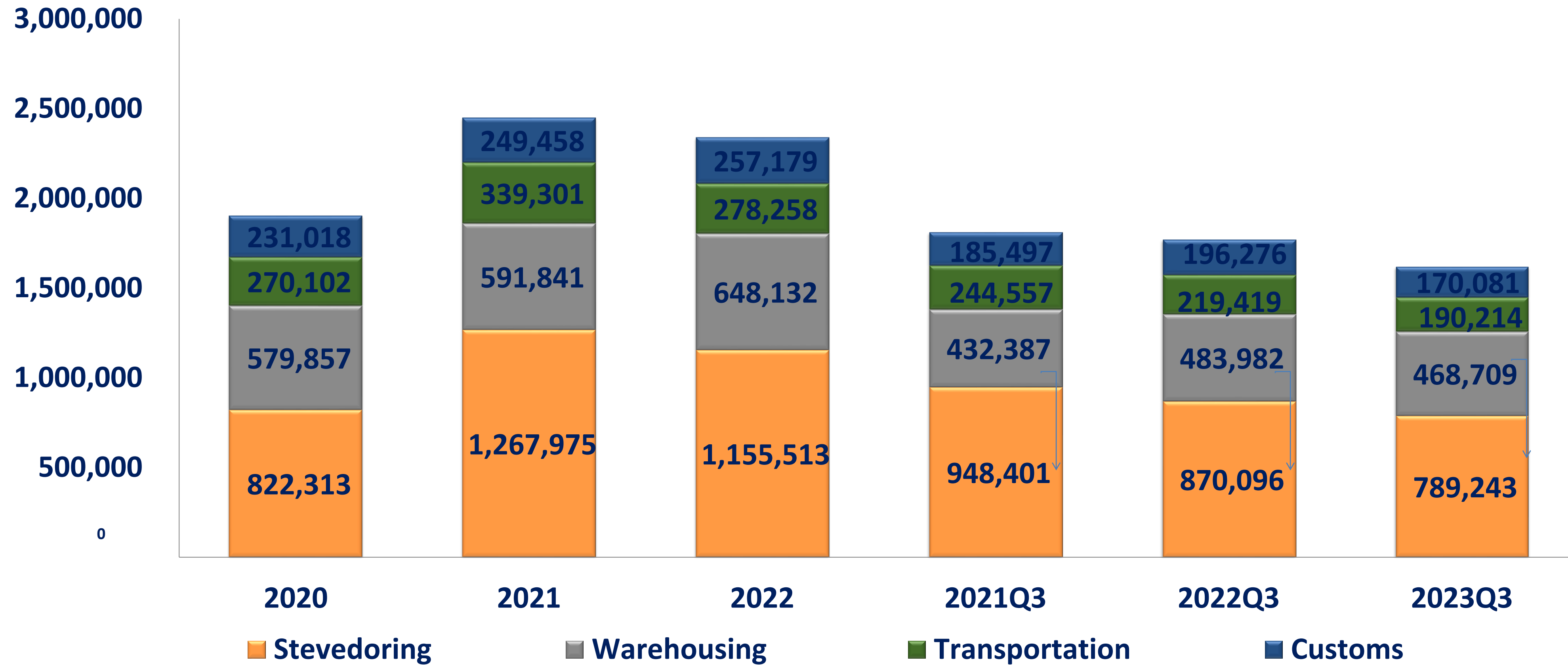


# Revenues of Business Divisions-I



# Revenues of Business Divisions-II

Currency : New Taiwan Dollar (in thousands )







## **C. Strategy Outlook**

**Market Opportunity |**  
**Future Growing |**

## *Market Opportunity*

### **Captured the opportunity of environmental protection.**

- In response to the future demand for biomass energy, Ancora Harbor Service Co., Ltd. has applied to Port of Taichung of Taiwan International Ports Corporation, Ltd. (TIPC) for warehousing business.
- Grasp the future trend of environment protection at Port of Kaohsiung, the exclusive coal terminal will be in operation in 2023/11, and can concurrently operate other bulk cargo.
- Fully adhere to the environment protection policy of Taiwan International Ports Corporation Ltd., we utilize highly efficient stevedoring machinery to make a difference in stevedoring industry.

### **Opportunity of offshore wind power leads logistic industry jumping ahead of trend.**

- Chien Shing is the best logistics company with the largest storage area and the most diverse services in the area of Port of Taichung.
- The second stage of offshore wind power development has been confirmed, and the logistics requirements for importing customs declaration, stevedoring, transportation, and warehousing of huge wind farms and components have been quoted, and it is expected to be confirmed in Q1 2024.

### **Container Terminal is benefited from limited location resource in Port of Taichung.**

- Chien Shing is the best logistics company with the largest storage area and the most diverse services in the area of Port of Taichung.
- Excellent geographic location for North & South transportation.
- The latest machinery used to increase productivity.
- A number of customers are currently in discussion for the development of a delivery center in the central area, and it is expected to be confirmed in Q1 2024.

### **Success of business operation in Port of Taichung is copied in other ports.**

- Port of Taipei is positioned as the largest international port by government while inner space in Port of Keelung has becoming decreased.
- Innotech Logistics Co., Ltd. obtained leased land of 80,000m<sup>2</sup> in Port of Taipei for the purpose of business expansion, and started to construct the logistics park.
- The Coal Terminal in Port of Kaohsiung Wharf No. S19.(Chien Tung Harbour Service Co., Ltd.) provides automotive stevedoring and intelligent indoor coal warehousing services.

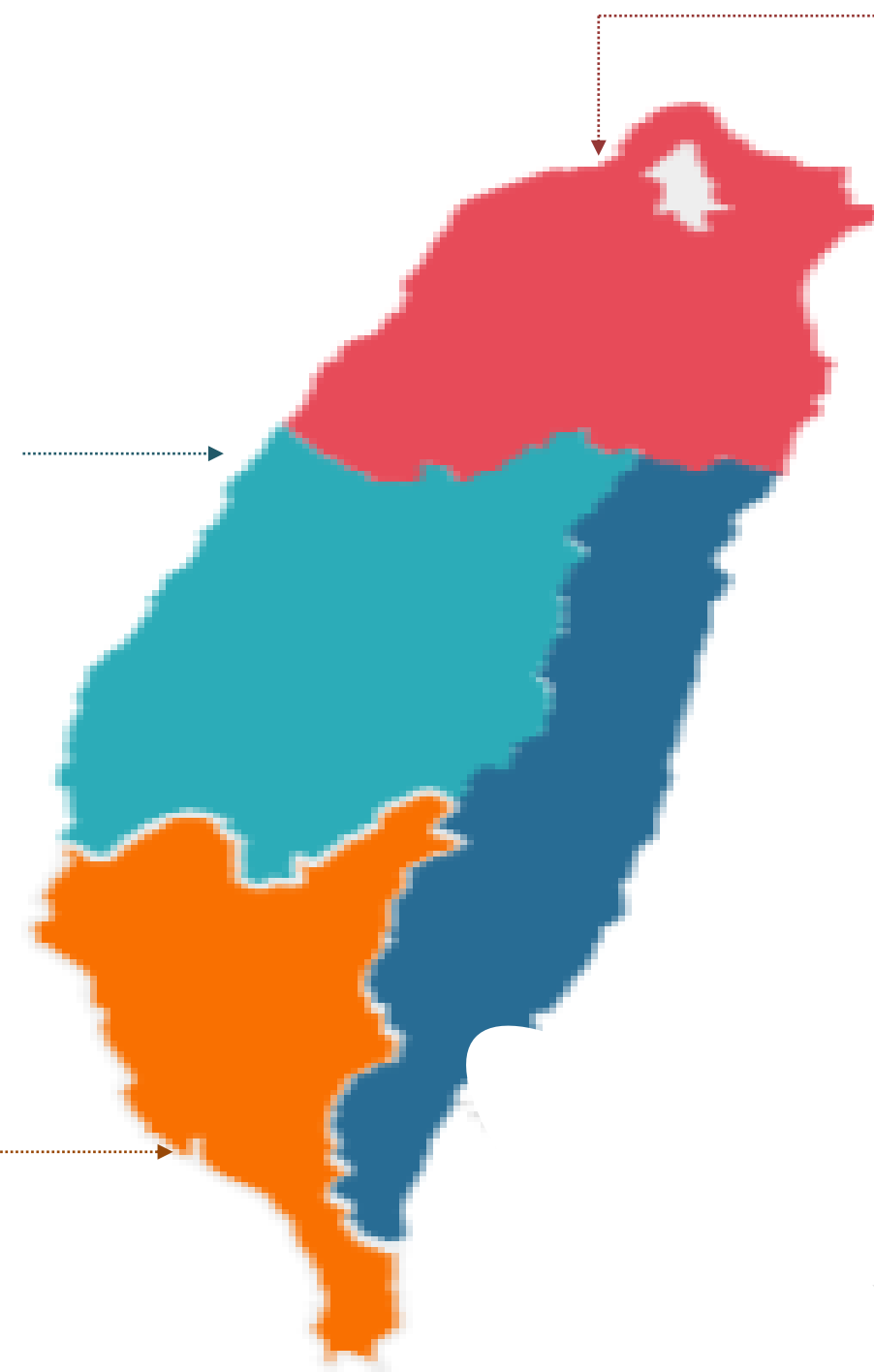
## *Future Prospect-Blooming*

### Continually contribution generated by relevant investments.

#### ***Ancora Harbor Service Co., Ltd.***

First stage of construction development of indoors warehouse in Port of Taichung in Industrial Zone(II) has accomplished and started to operate in 1<sup>st</sup> of July 2022. This will benefit in competition, brings operation profit enormously and to maximize investment efficiency.

Construction of ***Chien Tung Harbour Service Co., Ltd.*** site has started at Warf S19 in Port of Kaohsiung, and will be estimated to operate in the 1<sup>st</sup> of November, 2023.



***Innotech Logistics Co., Ltd*** in Port of Taipei logistics area will be projected to operate in 3<sup>rd</sup> quarter of year 2025.

***These above three businesses mentioned in ports of Taichung, Kaohsiung, and Taipei will be seen to have great expansion as revenue and profit are forecasting to rise year by year.***



THANK YOU FOR  
WATCHING !!

