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Chien Shing Harbour Service Co., Ltd.

Earnings Presentation

12. 15. 2020.



Forward-Looking Statement

Please be advised, as Chien Shing does not release financial forecast, any forward-looking statement estimates in this presentation subject to uncertainties in the future caused by every 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. Strategy Outlook**



A. CS at a Glance

Domestic Uniqueness |
Corporate Information |
Development Stages |
Services Advantages |

Domestic Uniqueness



Corporate Information

Information

Established	1989. 4. 25
Chairman	Mr. Yin Hai Chen
General Manager	Albert Chen
Actual Capital	Approximately USD \$27.18 million
Service domain	Logistics Integrator
No. of employee	544

Subsidiaries



Development Stages

1976~1991

- 1976** Customs Broker company established.
(Chien Shing Co., Ltd.)
- 1984** Transportation company established.
(Yi-Yuan Transportation Co., Ltd.)
- 1989** Warehousing company established.
(Chien Maw Co., Ltd.)

1992~2006

- 1998** Merged Chien Han Co., Ltd.
- 1999** Continuing to merge Chien Shing Co., Ltd. and applied for stock market listed.
- 2000** Changed company name from Chien Shing Co., Ltd. to Chien Shing Harbor Service Co., Ltd.
- 2005** Stevedoring business established.
- 2006** Invested in Central Taiwan Science Park Logistics Company.
- 2006** Started business in FTZ.

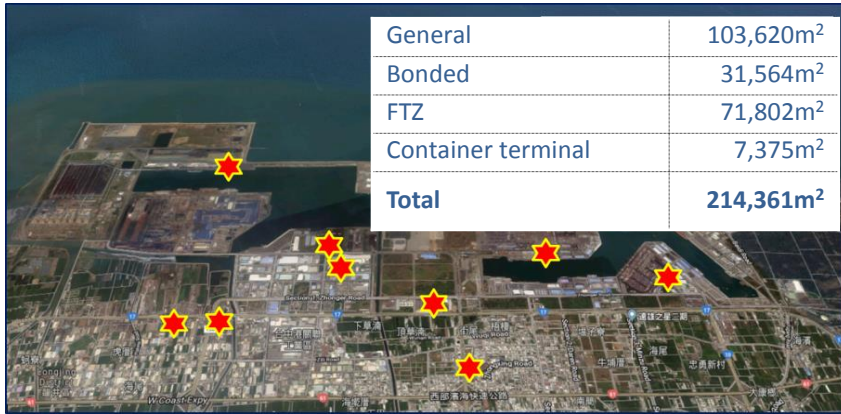
2007~Current

- 2009** Invested in Ancora stevedoring company.
- 2010** Central Taiwan Science Park Logistics Co., Ltd. obtained terminal cargo freight station operation permit at Air Cargo Terminal in Taipei.
- 2016** Inland container terminal business started.
- 2016** Expanded warehouse capacity in FTZ.
- 2018** Successfully became a listed company in Taiwan Stock Exchange.
- 2019** Obtained land area of 40,000 m² in Port of Taipei. Acquired operation authority of Coal Terminal in Port of Kaohsiung wharf No. S19. Obtained land area of 21,000 m² in wharf No. 43, Port of Taichung and 60,000 m² in Industrial Zone(III).



Services Advantages

Diversified and richness warehouse capacity



The only refined warehouse provider in the Central Taiwan Science Park

- **The only permitted warehouse land operator** in the CTSP.
- **Second warehouse expansion 23,537m²** has officially started to operate since 11 of Jan 2019.



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



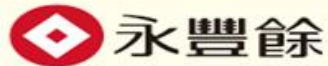
- **The only confined coal warehouse management** in Port of Taichung.
- **Advanced machinery applied:**
 - ✓ **32.66 time faster** than labor work.
 - ✓ **6.84 time faster** than traditional machine work.

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 uniqueness.



Diversified Customer Base

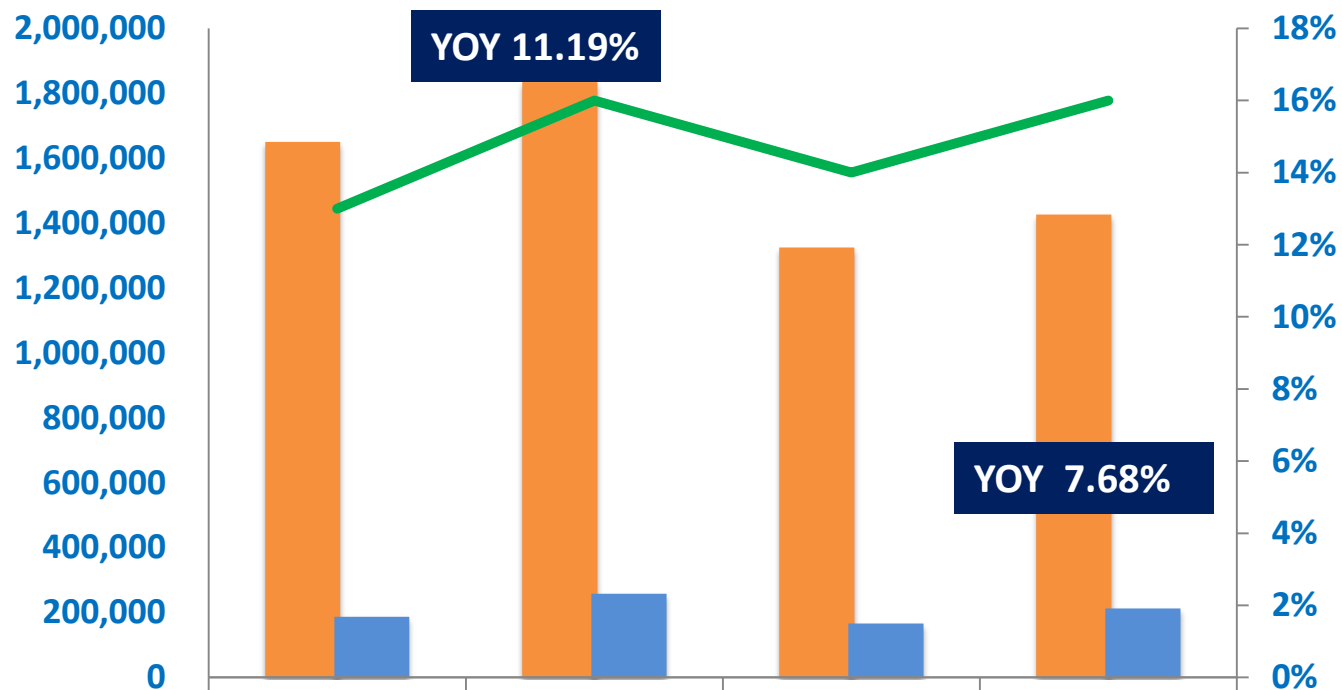


B. Business Operation Results

Corporation Operation Results |
Revenues of Business Divisions |

Corporation Operation Result

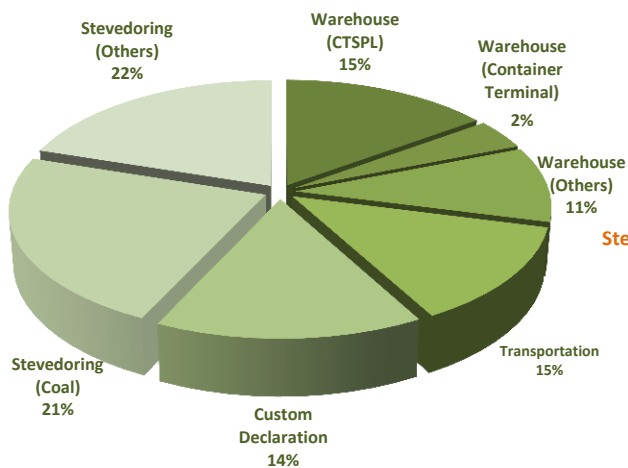
Currency : New Taiwan Dollar (in thousands)



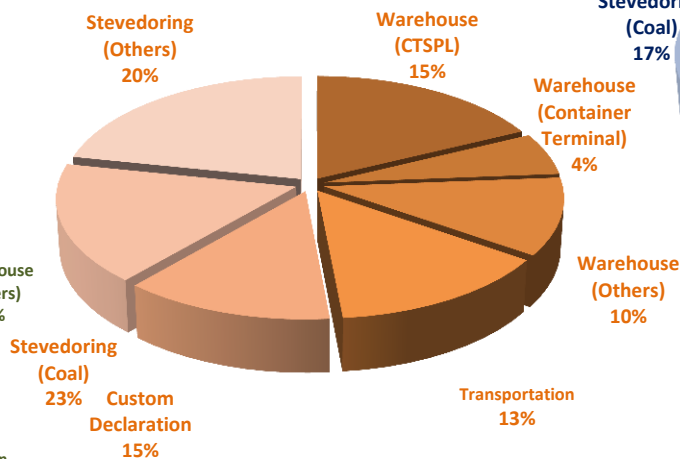
■ Revenues	1,649,772	1,834,310	1,324,124	1,425,798
■ Net profit before tax	186,608	257,272	166,213	212,123
— Operating Profit Margin	13%	16%	14%	16%

Revenues of Business Divisions-I

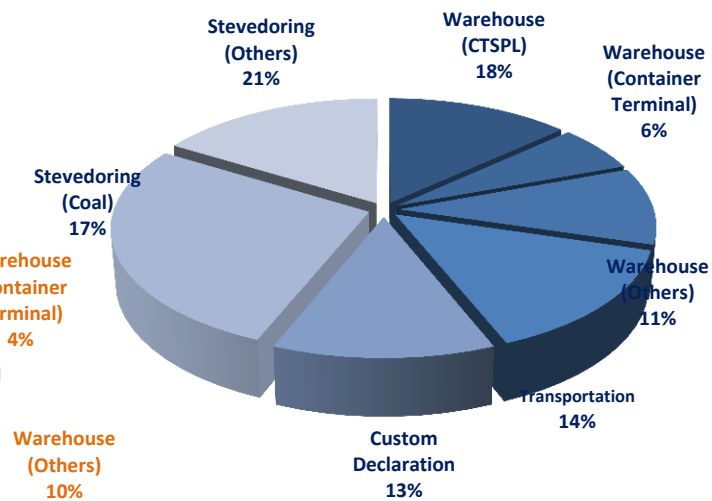
2018



2019

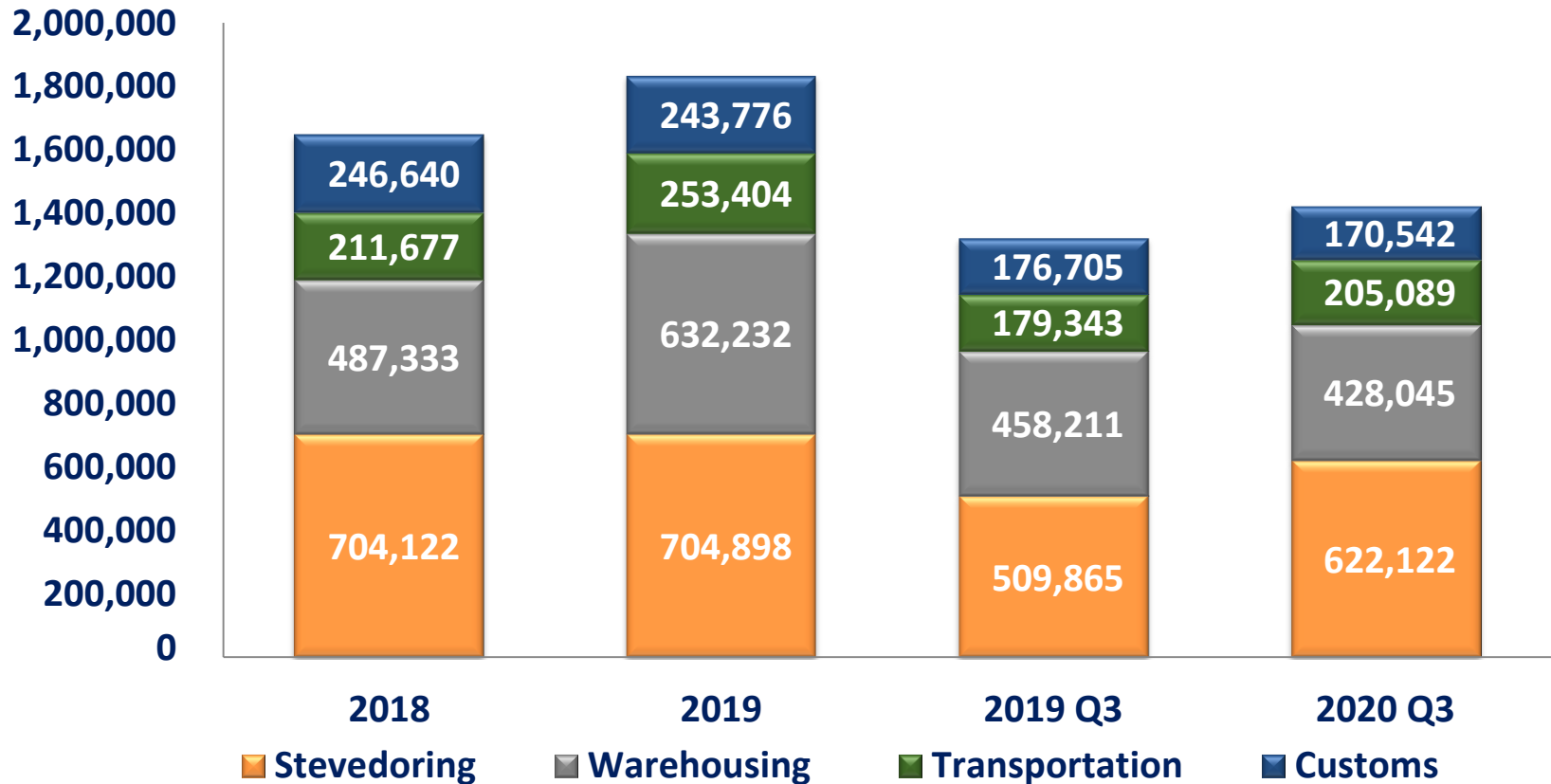


2020 Q3



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.

- Ancora is the only company consistence in operating closed coal loading and unloading automotive machinery in Port of Taichung.
- Acquired exclusive operation right authority of coal terminal in Port of Kaohsiung Intercontinental Container Terminal (ICT) Project Phase 2. Chien Tung Harbour Service Co., Ltd was founded and will be ready to operate in Q3, 2022 for this operation .
- Fulfill management guideline of environmental protection based on Taiwan International Ports Corporation Ltd., utilized highly efficient stevedoring machinery to make a difference in stevedoring industry.

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

- Considerable great service demands in customs declaration, stevedoring, transportation and warehouse for heavy duty mechanical and spare part of wind farm machinery sea freight and transportation businesses.
- Chien Shing is the best partner to provide comprehensive harbour services in Port of Taichung compare to others.
- Has successively contracted stevedoring service for basic engineering and warehousing for machinery logistict of wind farm project in Port of Taichung. Attempting to acquire other business sector in 2021.
- Had invested in Century Heavy Duty International Co., Ltd. for future wind farm stevedoring business alliance in Port of Taipei.

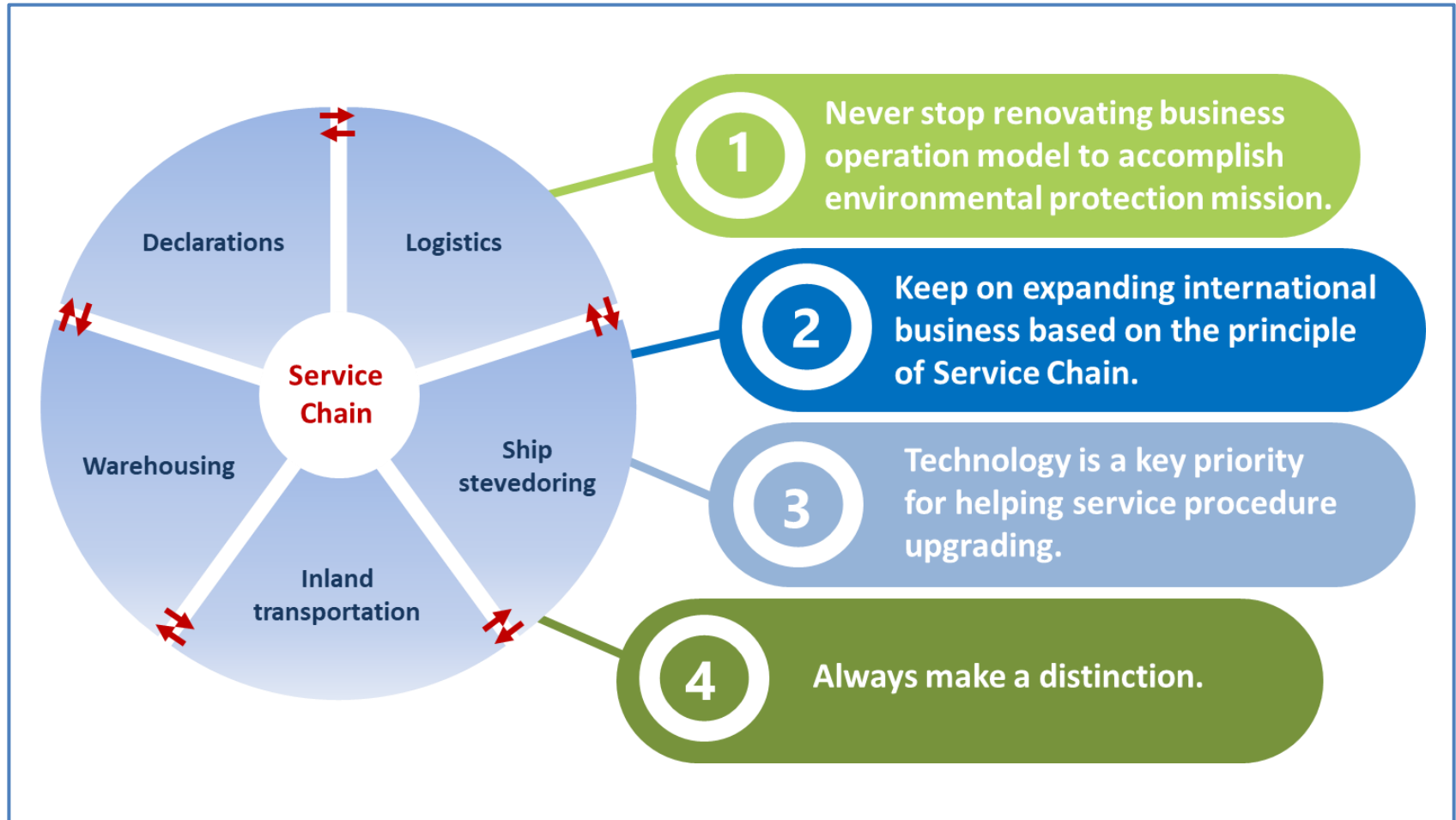
Container Terminal is benefited from Mitsui Outlet Park location.

- Import & export increased.
- Excellent geographic location for transportation.
- The latest machinery used to increase productivity.
- Gathering goods transportation from North & South in Central.
- Less queue for container truck to complete containers delivery.
- Obtained custom self-management in Container Terminal, this will benefit in cost deduction for our clients, and to increase containers consolidation business opportunity.
- Had started pulp transition business in 2019, business recovered and great growth is expected in 2021.

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.
- Port of Taipei is positioned as the largest offshore wind farm mechanical assemble area for import & export, it will expand function of free trade and port development in North of Taiwan.
- Chien Shing is the only full services provider in Port of Taichung.
- Chien Shing has rented 43,636 m² area in Port of Taipei for the purpose of business expansion. First stage of warehouse construction for mega three-dimensional logistic area will begin in Q2 of 2021

Future Growing





建新國際



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