

公司簡稱：大飲
股票代號：1213



OCEANIC BEVERAGES CO., INC.

INVESTOR CONFERENCE

Time	Agenda
14:00~14:20	Brief summary
14:20~14:40	Q&A

《Dec. 28, 2023》
natural. Safe. health



Disclaimer

1. The consolidated financial figures are compiled in accordance with the international financial reporting standards(IFRS) and audited by CPA.
2. This Presentation contains certain forward-looking statements that are based on current expectations and are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements.
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Company Profile

The Company was founded in the 54th year of the Republic Era. "Apple Sidra", the well-known brand in beverages market, has been introduced in Taiwan markets more than 5 decades popularizing as well as around the world. Oceanic Beverage Co., Inc. upholds a diversified business strategy, such as apple carbonated drink 、 ready-to-drink tea 、 fruit juice 、 distilled bottled water and other high-quality beverage product lines are selling in the main retails channels and gain great popularity.

We would like hereby to present our deep thanks to the all consumers who have supported "Apple Sidra" with their loyalty all the times, we believe that "Quality and The business honor " are the basis of sustainable business, but also the competition in markets. We will strengthen the market activities and service to feed back to the consumer's supports.





Industry overview

1. Industry status and development

The industry prosperity status is closely related to the costs of domestic raw material , therefore, it is necessary to expand market share by the activity of product marketing. In order to get the food industry's competitive advantage in the future, brand loyalty must be built up with product value to increase the market shares.

1. Industries relevance - Upstream, Midstream and downstream :

Upstream	Raw materials 、 packaging 、 fuel etc...
Midstream	R&D, manufacturing, packaging
Downstream	Transportation, warehousing, sales and other industries



Industry overview

3. Product development trend and competition

The volume of soft drink sold in supermarkets and hypermarket is about 65% ratio of the beverage market ; to enhance product marketing activities in order to keep the annual revenue growth steady. The volume in Convenience stores' sold is about 25% ratio of the beverage market.

“Health and functionality drink” is the current trend in beverage market.

“Apple Sidra” and “Fruits Juice Drinks” and new products 「 E2 Sports Drink 」 , 「 Longjing Green Tea Drink 」 , are the natural soft drinks conform to the consumption characteristics of the mainstream in the future.



Performance summary

1. The halt in production lines and off-shelf affected the company 's revenue in severe decline.
2. The prices of various raw materials continue to rise sharply, which causing production costs hiked up, margin shrunk and loss.
3. The company conducted Trial production in October and November , on Dec. 18th 2023 received an official notification of Products restored to shelves from Department of Public Health Taoyuan City, at the same time an announcement was issued by the Company at Market observation post system.
4. Today, Apple Sidra 330ml and PET600ml gradually resume on-shelves at various channels and expect that revenue of next year will recover back to growth.





Financial summary

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Unit: NT \$ thousand

	3Q 2023	3Q 2022	%	2Q 2023	%	YoY
Operating Revenue	(7,229)	104,489	100	115,720	100	(107)
Net Operating Margin	(43,005)	(96)		(26,589)	(23)	(44,697)
Operating profit(loss)	(56,810)	(14,594)	(14)	(49,861)	(43)	(289)
Non-Operating Income And Expenses	31,735	(2,305)	(2)	(5,779)	(5)	1,477
Profit before income tax (loss)	(25,075)	(16,899)	(16)	(55,640)	(48)	(48)
Profit for the period (loss)	(37,119)	(16,837)	(16)	(59,775)	(52)	(120)
Basic earnings per share (loss)(in dollars)	(0.66)	(0.3)		(1.06)		



Conclusion

CONSOLIDATED BALANCE SHEETS

Unit: NT \$ thousand

Unit : NT\$000	3Q 2023	%
Current Assets	117,804	13
Noncurrent Assets	800,318	87
Total Assets	918,122	100
Current Liabilities	330,794	37
Noncurrent Liabilities	318,323	34
Total Liabilities	649,117	71
Total Equity	269,005	29
Total Liabilities And Equity	981,122	100





Future prospects

With reference to the domestic and overseas marketing promotion campaigns of each sales channel, will participate different season and festival theme planning marketing activities to increase interaction between consumers and brand loyalty.

In response to the emerging development of E-commerce and global logistics industry, the Company will strive to increase the markets in overseas countries and mainland China in order to embrace prosperity of the future.

“Healthy Function 、 Natural ” food and beverage are the market's main trend in the future. Innovative research and development in the direction of natural manufacturing process to meet the characteristics of the future consumer mainstream.



Conclusion

The Company will strengthen the audit and control system to enhance the internal performance management, and financial accuracy, human nature administration, personnel rationalization, in order to achieve the goals of sustainable growing .





Q&A



End