



OCEAN ALEXANDER

Alexander Marine Co., Ltd.

東哥企業股份有限公司

Stock Code : 8478



Disclaimer

- This presentation may contain 'forward-looking statements' which may include projections on future results of operations, financial condition and business prospects based on our own information and other sources.
- The actual results of operations, financial condition and business prospects may differ from those explicitly or implicitly indicated in those forward-looking statements for a variety of reasons, including but not limited to market demand, price fluctuations, competition, supply chain issues, global economic conditions, exchange rate fluctuation and other risks and factors beyond Alexander Marine's controls.
- The forward-looking statements in this presentation, if any, only reflect the current view of Ocean Alexander as of the date of its release. Ocean Alexander undertakes no obligation to update those forward-looking statements for events or circumstances that occur subsequently.

Profile

- Name : Alexander Marine Co., Ltd.
 - Brand : Ocean Alexander
- Established : Jan. 23, 1978
- Senior Management team
 - ▣ Chairman : Johnny Chueh, 20+ years industry experience
 - ▣ CEO : Kevin Tseng, 30+years industry experience
 - ▣ Sales/Marketing EVP. : Richard Allender, 15+ years industry experience
- Manufacturing Sites : Kaohsiung Taiwan & Florida USA
- Number of employees : over 600 (including subsidiaries)
- Capital : NT\$ 909 million



Diversified Business Lines

Service

After-sale maintenance service

ECYG (US East Coast)

PCYS (US West Coast)

Marketing

1. Brokerage / Used boats
2. Other brands' small boats
3. OA luxury yachts

Own Channels :

AMA (Australia)

AMUSA (US West Coast)

Distributors :

MarineMax (US East Coast)

Giaroli (Europe)

Production

TW – 80" and above models
US – 70" and smaller models

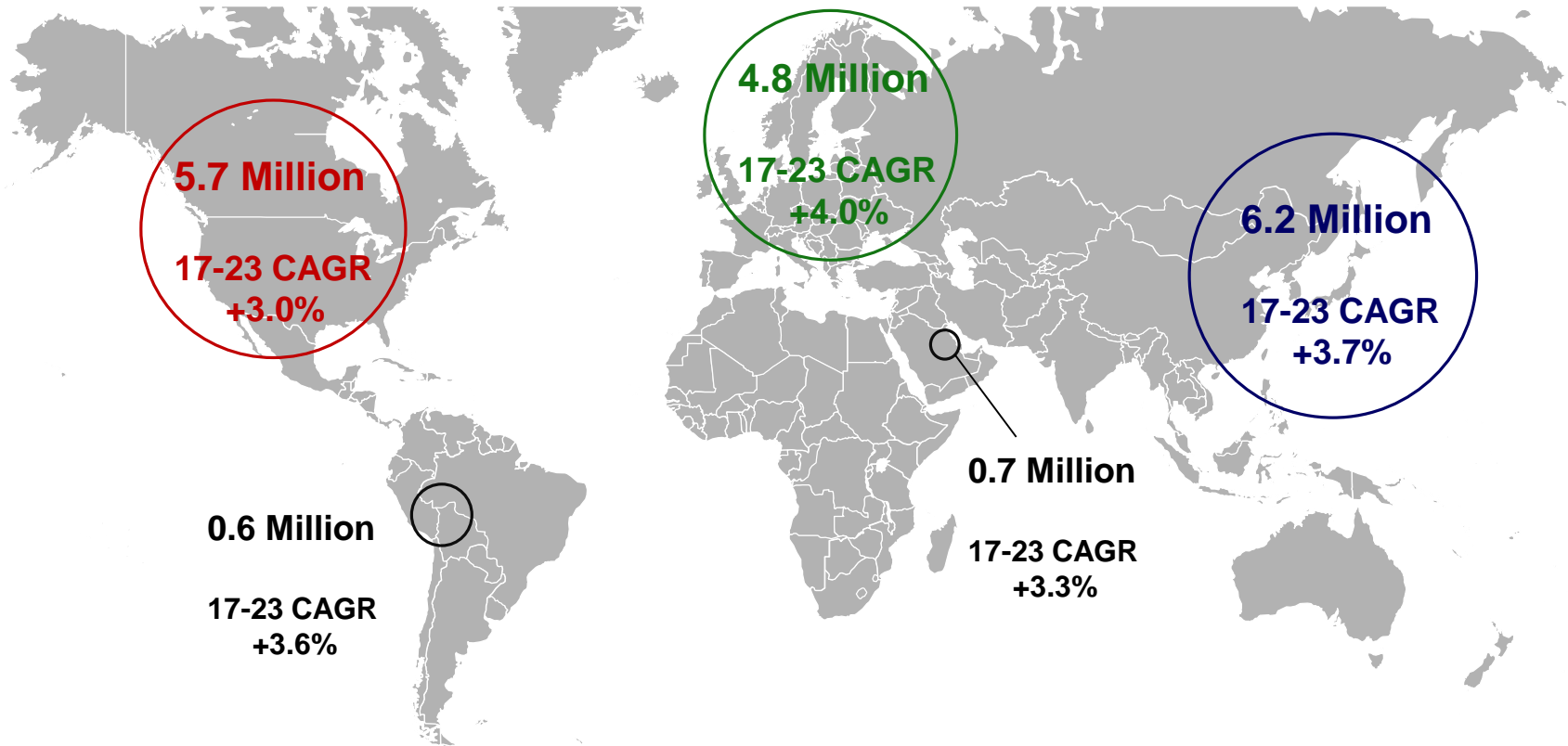
AM : Kaohsiung, TW

MIBW : Florida, US



NHWI Population Landscape

- The global HNWI's population accounts for 18.2 million.
- 2017-2023 population growth (CAGR) +3.6%

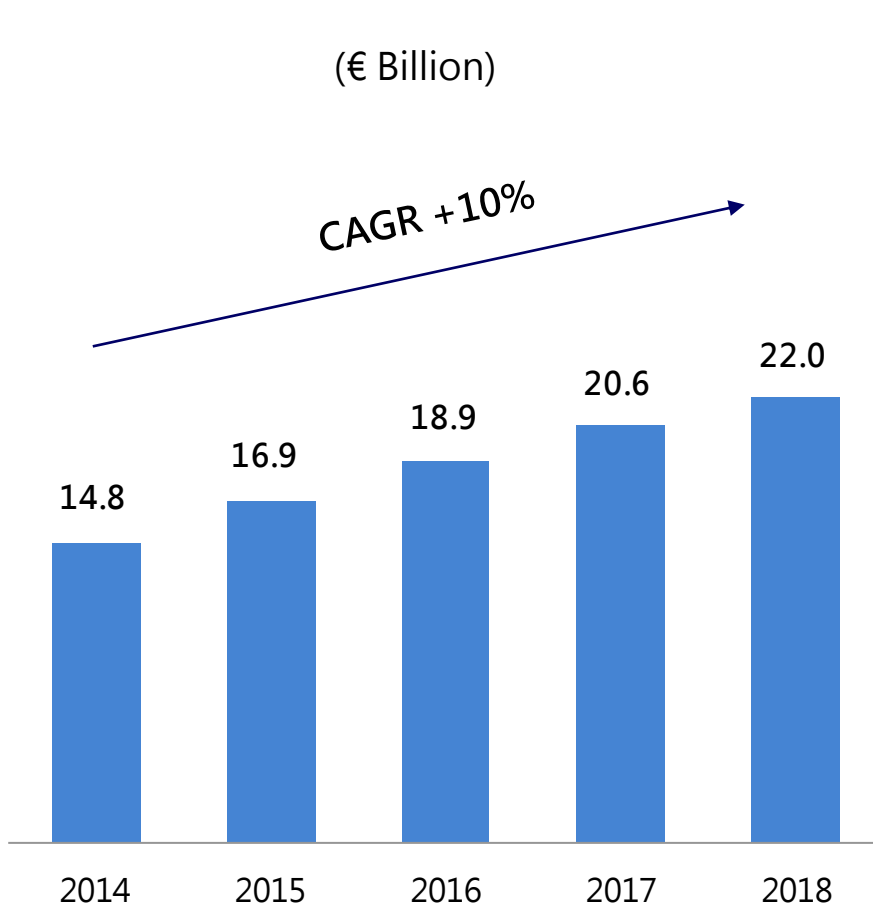


Source: Deloitte , and The Wealth Report



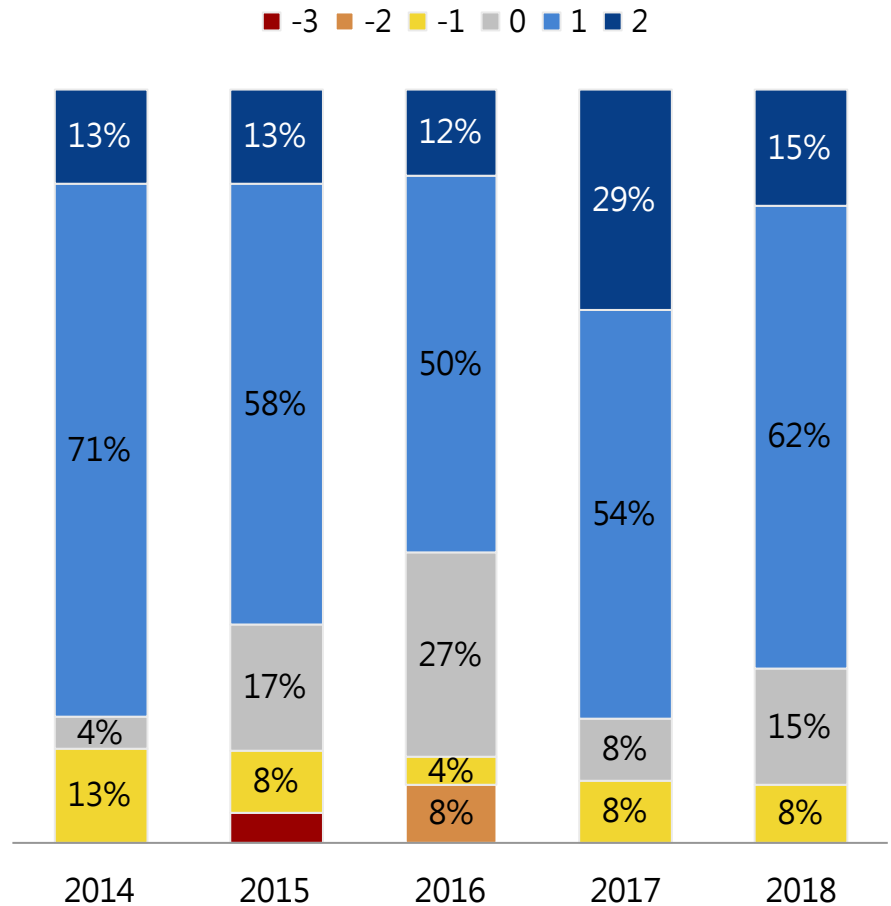
Bullish Outlook

Global Retail Market Value Trend



Source: Deloitte Boating Market Monitor

Market Outlook Survey



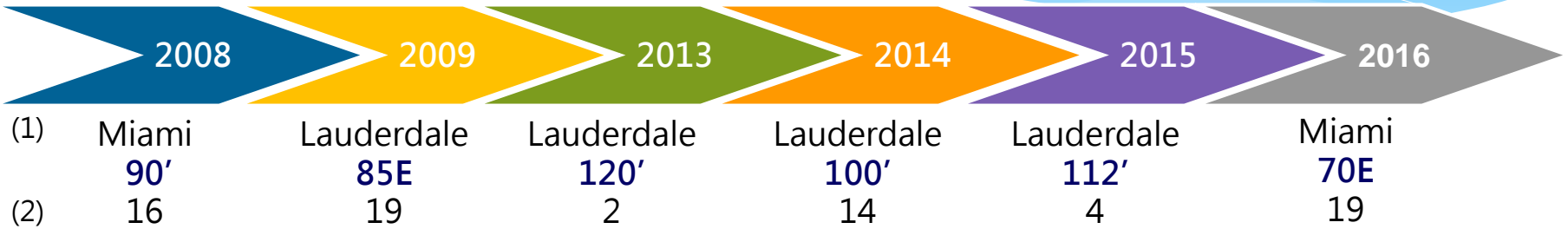
Source: ICOMIA' s MIA Mid-Year Market Survey

Core Advantage



Existing Product Lines

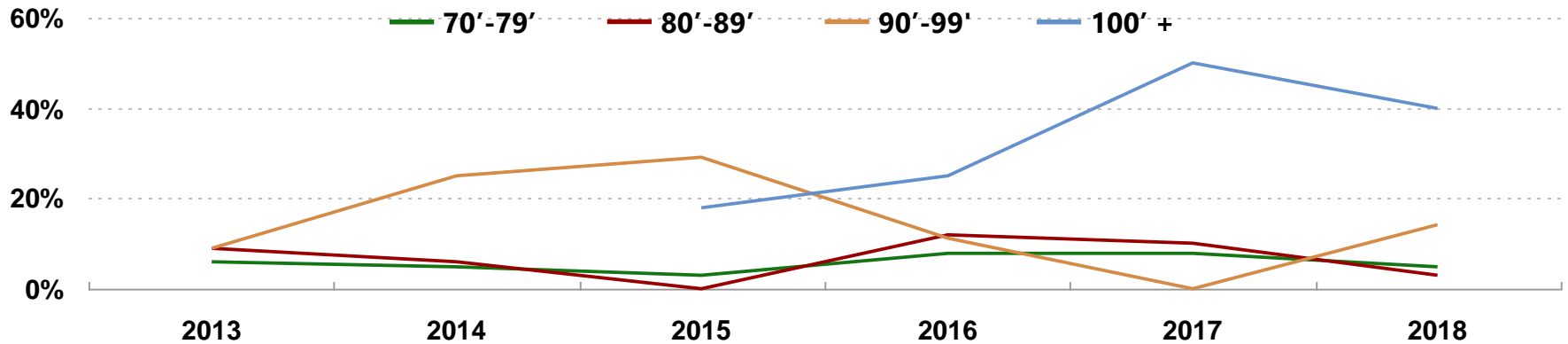
Existing Models :



Notes :

- (1) Refers to the boat show which the model was launched at.
- (2) Sales volume

Leading Brand in U.S. Market



Source : US Coast Guard



Product Roadmap

2018

2019

2020

2021

2022 & thereafter

Lauderdale
90R

Miami
45D

Miami
45C

Miami
105

Lauderdale
84R

Lauderdale
53'
110R

Lauderdale
88'
100R



Under Development

Statement of Comprehensive Income

Selected Items

(NT\$ 000)	1H 2019	1H 2018	YoY
Sales	1,969,380	1,571,752	25.3%
Gross Profit	468,723	461,737	1.5%
Operating Profit	45,479	71,784	-36.6%
Profit before Tax	56,814	140,931	-59.7%
Net Income	29,494	126,376	-76.7%
Basic EPS (NT\$)	0.32	1.34	
Capital	909,083	948,773	
<i>Gross Margin</i>	23.8%	29.4%	
<i>Operating Margin</i>	2.3%	4.6%	
<i>Pretax Margin</i>	2.9%	9.0%	
<i>Net Margin</i>	1.5%	8.0%	



Balance Sheet Highlights

Selected Items

(NT\$ 000)	2019.06.30	2018.06.30
Cash & Cash Equivalents	496,214	321,215
Notes & Accounts Receivable	999,761	365,498
Inventory	2,713,607	2,925,330
Fixed Assets ⁽¹⁾	1,563,405	738,665
Total Assets	6,582,489	4,843,750
Short-term Debt ⁽²⁾	1,048,202	1,529,746
Unearned Receipts	259,966	203,049
Long-term Debt	1,641,651	0
Total Liabilities	3,939,010	2,234,452
Common Stock	909,083	948,773
Total Shareholders' Equity	2,643,479	2,609,298
Current Ratio	252%	173%
Interest-bearing Debt Ratio	60%	46%

Notes : (1) Fixed assets= net PP&E + right-of-use assets

(2) Short-term debt = short-term loan + bills payable + current portion of long-term loan



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Thank You
