



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.
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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. : Dan Mundy, 17+ years industry experience
- Manufacturing Sites : Kaohsiung, Taiwan
 - ❑ There are 3 factories.
 - ❑ The 4th factory will commence operation by the end-2020.
- 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 – 26 meter and above models

AM : Kaohsiung, TW



Strong Boating Market Demand

- Significant growth momentum of global boating industry
 - ❑ Expected to grow at a CAGR of 11%+ during 2020 ~ 2025 vs. previous forecast CAGR of 4.2% during 2019 ~ 2024
(Source: Recreational Boat Market, published in April 2020)
- Surging demand for recreational marine activities during the pandemic and lean inventories in U.S.
 - ❑ 39% of Marine CEOs reported business was expanding and another 49% reported current business conditions were stable.
(Source: NMMA, Marine CEOs-Q2 sentiments more optimistic)
 - ❑ New boaters come into the recreational boating market.
 - ❑ The leading brands benefit from the changed consumption pattern.



Core Advantage



Product Roadmap

2018

2019

2020

2021

2022 & thereafter

Lauderdale
28R

Miami
45D

Miami
45C

2xR

Lauderdale
26R

Lauderdale
32L
27E
36L

3xR

3xR

3xL

Under Development



Balance Sheet Highlights

Selected Items

(NT\$ 000)	2020.09.30	2019.09.30
Cash & Cash Equivalents	799,797	870,712
Notes & Accounts Receivable	549,889	28,809
Inventory	3,059,801	3,454,512
Fixed Assets ⁽¹⁾	1,696,387	1,656,259
Total Assets	7,181,868	6,957,989
Short-term Debt ⁽²⁾	2,384,937	1,379,372
Unearned Receipts	137,471	278,820
Long-term Debt	1,268,605	1,761,281
Total Liabilities	4,812,554	4,471,432
Common Stock	908,863	909,083
Total Shareholders' Equity	2,369,314	2,486,557
Current Ratio	165%	218%
Debt Ratio	67%	64%

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



Statement of Comprehensive Income

Selected Items

(NT\$ 000)	9m 2020	9m 2019	YoY
Sales	2,908,636	2,248,211	29.4%
Gross Profit	594,101	474,191	25.3%
Operating Profit	11,698	(111,864)	-
Profit before Tax	(46,505)	(109,825)	-57.7%
Net Income	(69,525)	(130,229)	-46.6%
Basic EPS (NT\$)	(0.77)	(1.41)	
Capital	908,863	909,083	
<i>Gross Margin</i>	<i>20.4%</i>	<i>21.1%</i>	
<i>Operating Margin</i>	<i>0.4%</i>	<i>-5.0%</i>	
<i>Pretax Margin</i>	<i>-1.6%</i>	<i>-4.9%</i>	
<i>Net Margin</i>	<i>-2.4%</i>	<i>-5.8%</i>	



<https://oceanalexander.com/>



Thank You
