Investor Conference

2018.11.14
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Outline

1. Introduction of the company
2. Operation performance
3. Financial overview
4. Future prospect
Introduction of the company
Company Timeline

Capital NTD $355 Million

- B'IN LIVE CO., LTD. was organized in 2014/01
- B'IN LIVE LTD. was organized in 2014/09
- B'IN LIVE CO., LTD. public traded company in 2015/03
- Gorgeous Entertainment / CHILL was organized in 2018/02
- B'IN LIVE (CHENGDU) CO., LTD. was organized in 2018/08
group structure

B’IN LIVE LTD. (HK)
100% Investment

Gorgeous Entertainment CO., LTD. (TW)
75% Investment

B’IN LIVE (SHANGHAI) CO., LTD.
100% Investment

B’IN LIVE (CHENGDU) CO., LTD.
100% Investment

CHILL CO., LTD. (TW)
67% Investment
Scope of service

Performance planning and execution
- Production
- Design
- Technology
- Engineering
- Strategic integration

Performance and exhibition host
- Domestic and overseas ticket sales concerts, overall execution of fan meeting activities
- Self-made IP
  - 8 booland exhibition

PR marketing and integration
- Software marketing planning and service execution
- Planning and brainstorming, proposal planning, strategy drafting, event execution, topic creation, media integration, shaping of corporate image, business event recruitment and follow-up beneficial analysis, etc.
Competitive edge

- **Creativity Design**
  - Software competency from planning to execution
  - Program, visual effect, stage, lighting, sound design

- **Production Service**
  - Hardware competency of technology and planning
  - Visual space effect, stage, lighting and sound engineering

- **Software and hardware integration**
  - Software and hardware engineering integration competency
  - An large-scale event coordinating company that is able to host concerts, awards ceremonies, corporate’s year-end events and commercial performances

- **Tour planning**
  - Taiwan, Hong Kong, China, Japan, Singapore and Malaysia, Europe and America
  - Participate in more than 200 live performances such as concerts or award ceremonies every year. There is a concert participated by the B’IN LIVE member in the world on average of every 2 days.
Core of B’IN LIVE

- IP content investment
  - 8 bool and concert/exhibition/ticket sales of self-made content and drama creation, etc.

- New creation/research and development
  - Various hardware technologies, visual-effect technology and tool development of new media, etc.

- Production of performing arts/Visual production/
  Proposal design/media procurement
  - Director group of program production, creativity center and media analysis, etc.

- Hardware engineering services
  - Technical service personnel, and creating the requirement analysis and service, etc.
Operation performance
2018年 演出規劃執行

### 演唱會類製作
- 五月天 LIFE『人生無限公司』世界巡迴演唱會
- 羅大佑『當年離家的年青人』巡迴演唱會
- 李宇春『流行』巡迴演唱會
- 光良『今晚我不孤獨』世界巡迴演唱會
- SHE 17週年演唱會
- 許如芸《綻放的綻放的綻放》巡迴演唱會
- 吳宗憲Jacky Wu 台北小巨蛋 演唱會

### 演唱會類硬體服務
- ONE OK ROCK AMBITIONS ASIA TOUR 2018
- 2018 Katy Perry Witness The Tour Concert in Taipei
- SBS SUPER CONCERT IN TAIPEI
- Guns N' Roses Not In This Lifetime Tour Live In Taiwan
- BTS WORLD TOUR LOVE YOURSELF TAOYUAN
- 瑪麗亞凱莉MARIAH CAREY2018 台北演唱會
- 頑童幹大事演唱會 2018
- 三毛 齊豫潘越雲【回聲】演唱會

### 頒獎典禮類
- 2018 第13屆KKBOX風雲榜
- 2018 Hito流行音樂獎
- 2018 觀光節慶祝大會頒獎典禮
- 第42屆金鼎獎 頒獎典禮
- 2018 第九屆金音創作獎
- 2018 咪咕匯頒獎典禮
- 2018 金視獎頒獎典禮

### 音樂晚會類
- 2018 花蓮太平洋觀光節
- 2018 紅白藝能大賞
- 雙11 PChome來了
- 台新VIP之夜
- Real Me — 2018來電之夜
- 2018 超硬電司趴
- 2018 體育表演會

### 運動及其他
- 2018 臺灣文博會開幕暨交流晚宴
- Holyland校園電競公開賽
- 2018 國際萬金石馬拉松博覽會
- 2018 葡眾表揚大會巡迴
- 2018 HBL冠軍賽
- 2018 Garena 傳說對決競賽
- 淘寶達人之夜

### 棚內錄影節目
- 声林之王
- 超級夜總會
- 一呼百應
- 小明星大跟班
- 麻辣天后傳
- 天才衝衝衝
- 一字千金
- 台灣NO.1
- 超級紅人榜
- 綜藝大熱門
- 綜藝菲常讚
- 明星便利店
- 17金麥克
- 男神女神在身邊
2018~2019年 演出展覽主辦

自製IP 8咘

2018年8咘的搞怪樂園夏日派對

2019年8咘展覽樂園

演唱會主辦製作方

2018 李昇基 台北見面會

2018 李鍾碩crank up 台北見面會

2019 Since 5566 台北演唱會

吳宗憲Jacky Wu 台北小巨蛋 演唱會
"The overall project planning and execution"
Venue decoration, stage performance and event execution
Financial overview
## Statement of Comprehensive Income

Unit: NTD thousand

<table>
<thead>
<tr>
<th>Item</th>
<th>YT3Q18</th>
<th>YT3Q17</th>
<th>Annual Growth Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>REVENUE</td>
<td>943,788</td>
<td>750,577</td>
<td>26%</td>
</tr>
<tr>
<td>GROSS PROFIT</td>
<td>172,970</td>
<td>97,494</td>
<td>77%</td>
</tr>
<tr>
<td>GROSS PROFIT RATIO</td>
<td>18%</td>
<td>13%</td>
<td></td>
</tr>
<tr>
<td>OPERATING EXPENSES</td>
<td>96,131</td>
<td>73,648</td>
<td>31%</td>
</tr>
<tr>
<td>INCOME FROM OPERATIONS</td>
<td>76,839</td>
<td>23,846</td>
<td>222%</td>
</tr>
<tr>
<td>Operating Profit Ratio</td>
<td>8%</td>
<td>3%</td>
<td></td>
</tr>
<tr>
<td>NET INCOME</td>
<td>54,952</td>
<td>12,017</td>
<td>357%</td>
</tr>
<tr>
<td>BASIC EARNINGS PER SHARE</td>
<td>1.57</td>
<td>0.37</td>
<td>324%</td>
</tr>
</tbody>
</table>
Revenue

**YT3Q18**
- Concert: 67%
- Non-Concert: 24%
- Organize show: 9%

**YT3Q17**
- Concert: 68%
- Non-Concert: 30%
- Organize show: 2%

Legend:
- Organize show
- Concert
- Non-Concert
Future prospect
Future prospect

Speed up the Overseas Market Arrangement

• Development of base resources in Chengdu and Western China.

IP Content Investment

• Concert IP development.
• Functional drama creation and filming.
• 8 booland IP licensing promotion.