



2643

Soonest Express  
Co. Ltd.

*We are Professional 、 Prompt 、 Passionate 、 Progressive!*

# Limitation of Liabilities

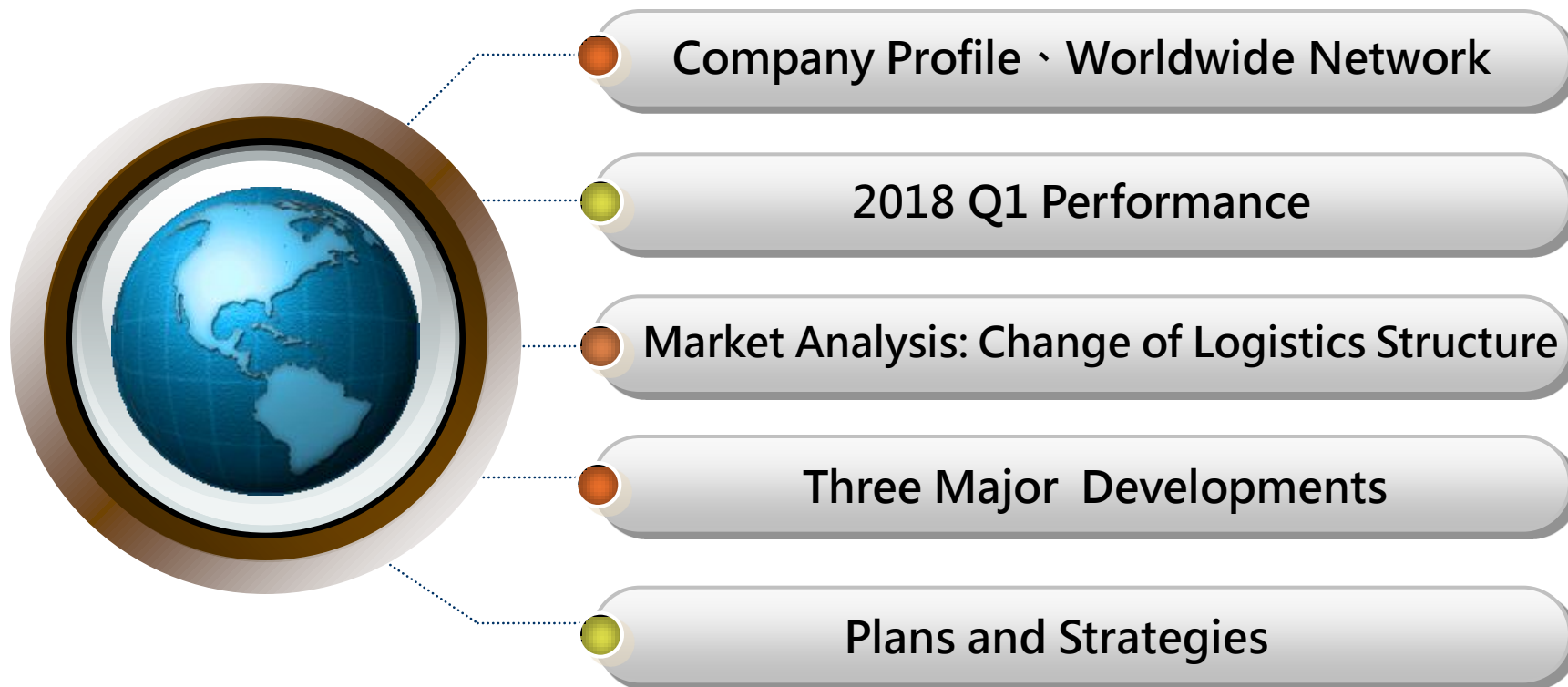


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- This presentation contains predictive information released from the company' s internal and external sources.
- The actual operating results, financial conditions and the business prospects may be different from these forecast and the reasons may due to various risks beyond the company' s control.
- The prospects in this presentation only reflect the company' s views for the future to date. The company will not be hold responsible for any changes or updates on these views.

# Content

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# Company Profile



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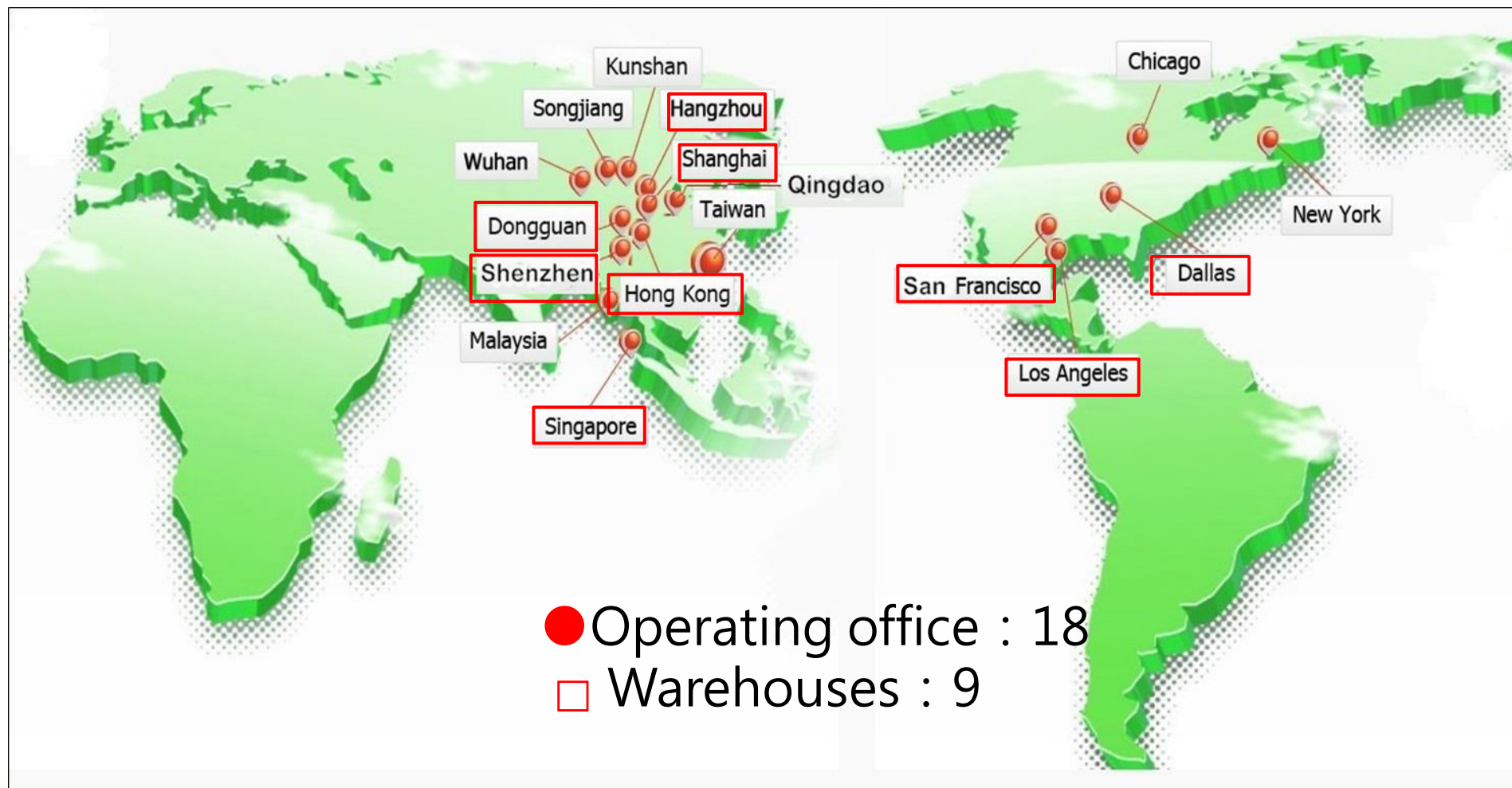
<b>Established</b>	<b>Feb. 13, 1984</b>	<b>Stock code : 2643</b>
<b>IPO</b>	<b>Mar. 4, 2016</b>	
<b>Chairman</b>	<b>C. M. Ku</b>	
<b>General Manager</b>	<b>Kang Y. Sun</b>	
<b>Capital Investment</b>	<b>NTD 262,300,000</b>	
<b>Address</b>	<b>4F, No. 34, Rui Guang Rd., Taipei 114, Taiwan.</b>	
<b>Services</b>	<b>Integrated Logistics: Air/ Ocean Freight Forwarding 、 Customs Declaration 、 Warehouses 、 Transportation and Delivery (Integrated Logistics)</b>	
<b>Worldwide Network</b>	<b>Offices:18, Warehouses: 9</b>	



# Worldwide Network



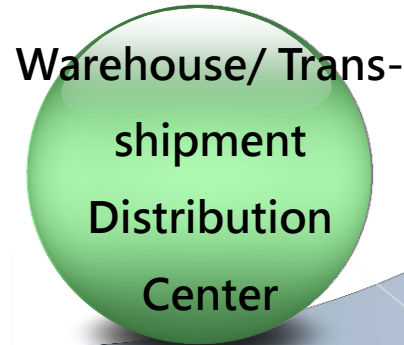
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# Services (Ocean /Land/Air)



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**Integrated Logistics**  
Becoming Best Logistics Solutions  
Provider for our Customers



# 2018 Q1 Performance



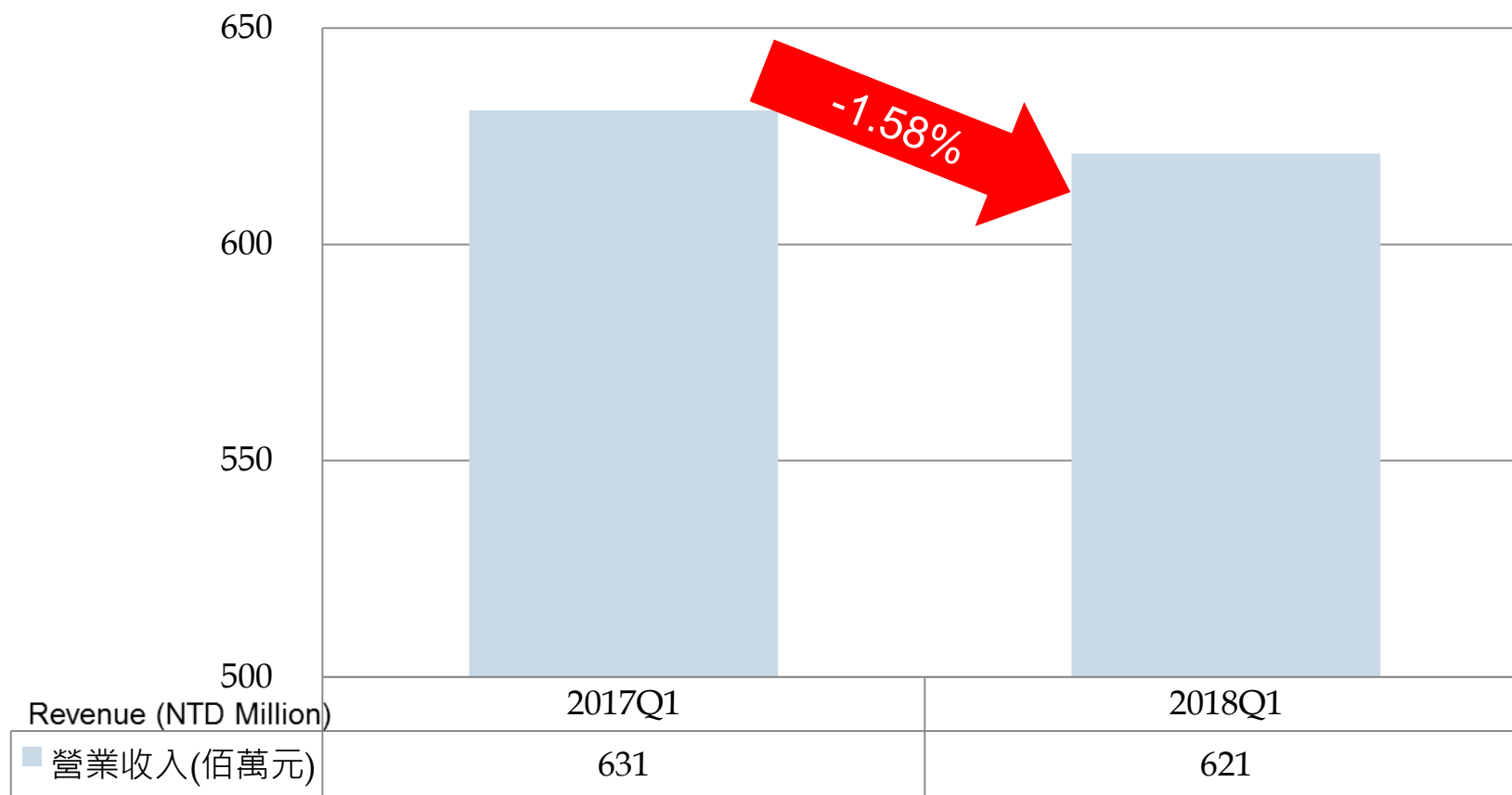
# Consolidated Revenue



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營業收入(佰萬元)

Revenue (NTD Million)





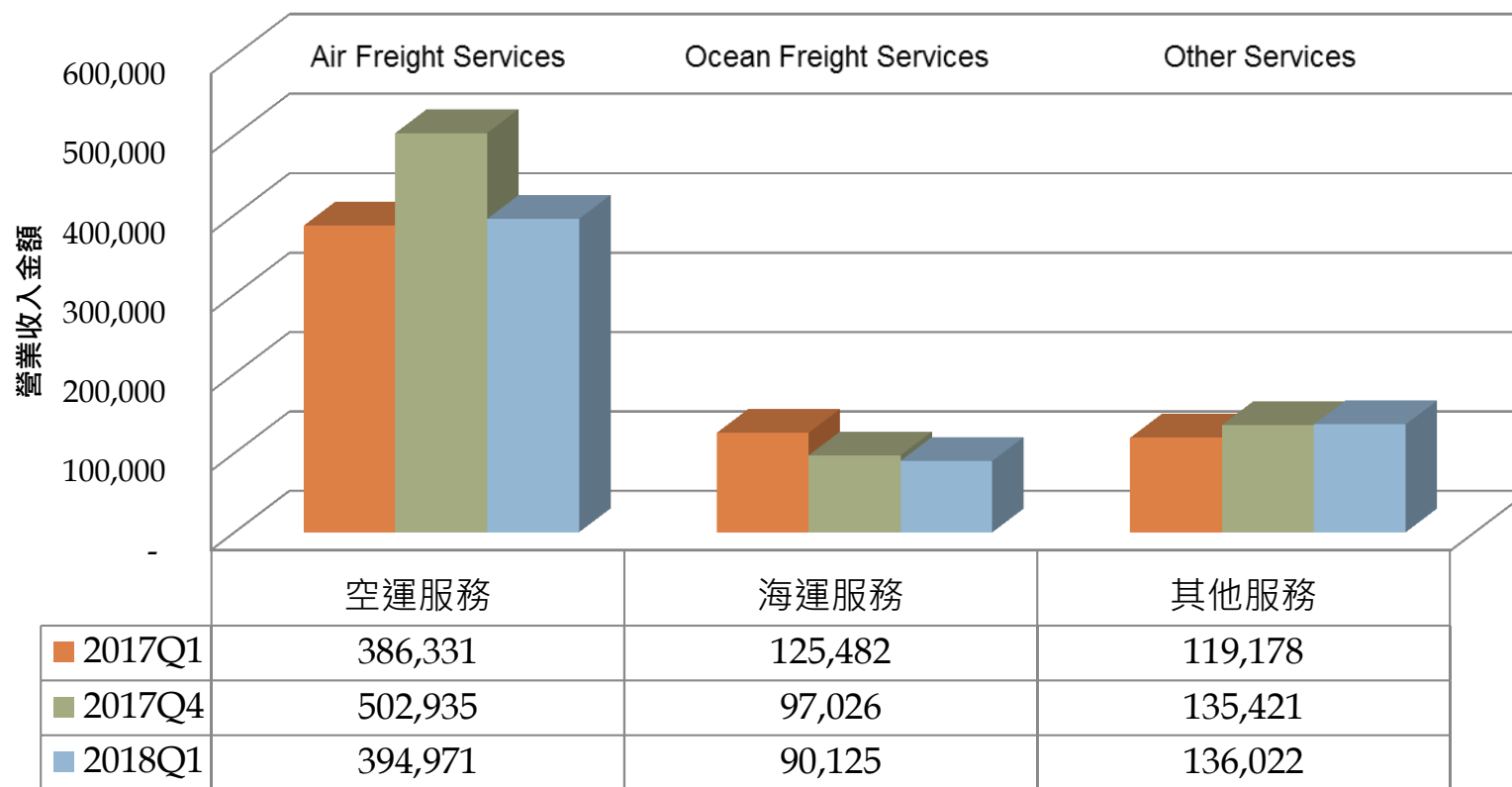
# Product Revenue



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產品別比較

UNIT: NTD Thousand



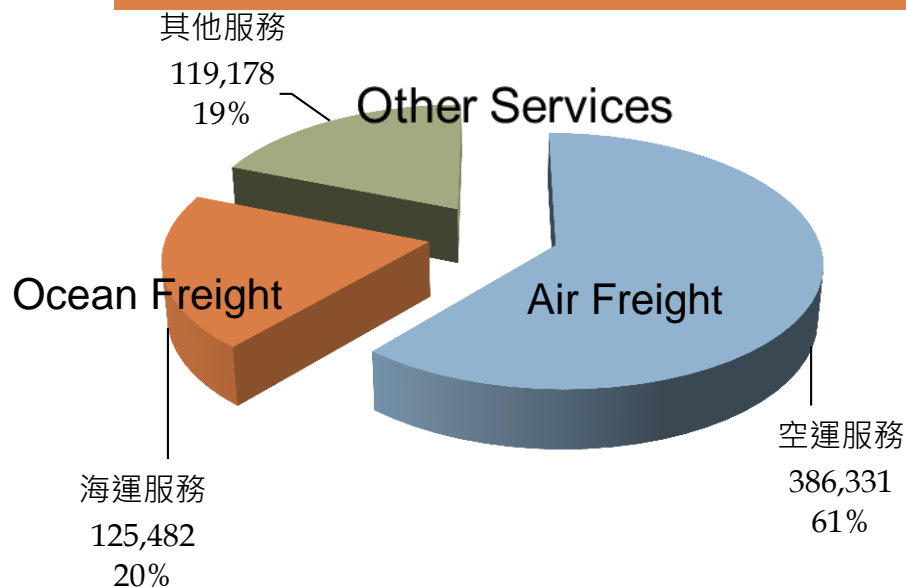
# Product Ratio (Revenue)



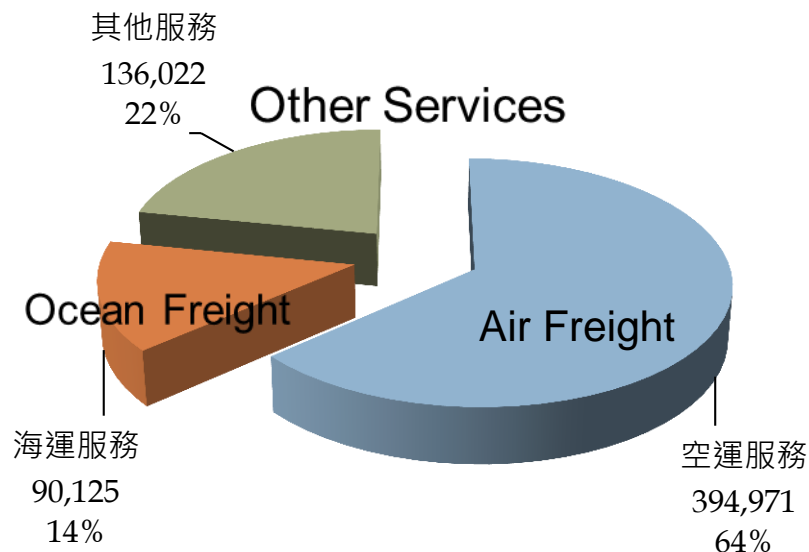
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UNIT : NTD Thousand

2017 Q1



2018 Q1



Air Freight: ↑ 3% · Other Services: ↑ 3% · Ocean Freight: ↓ 6%



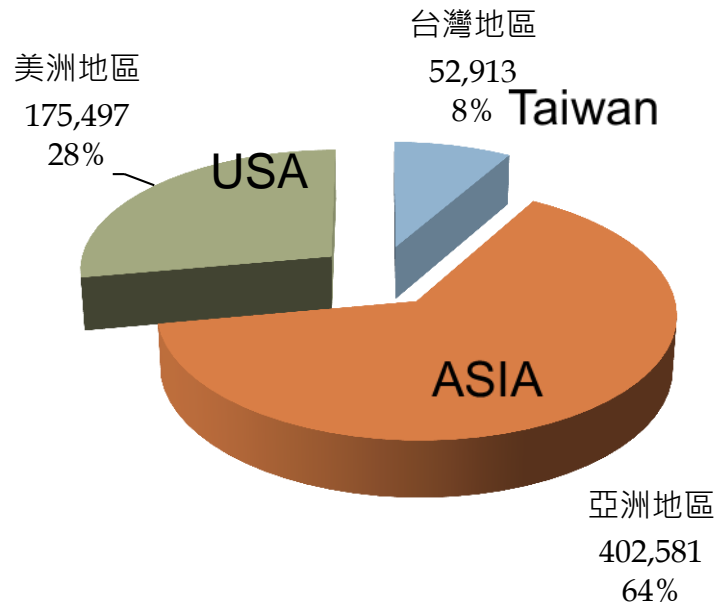
# Area Ratio (Revenue)



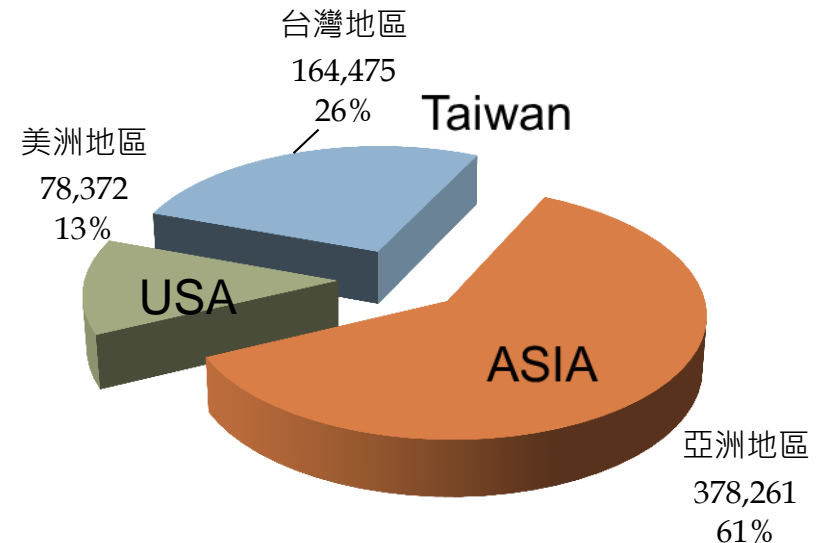
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UNIT : NTD Thousand

2017 Q1



2018 Q1

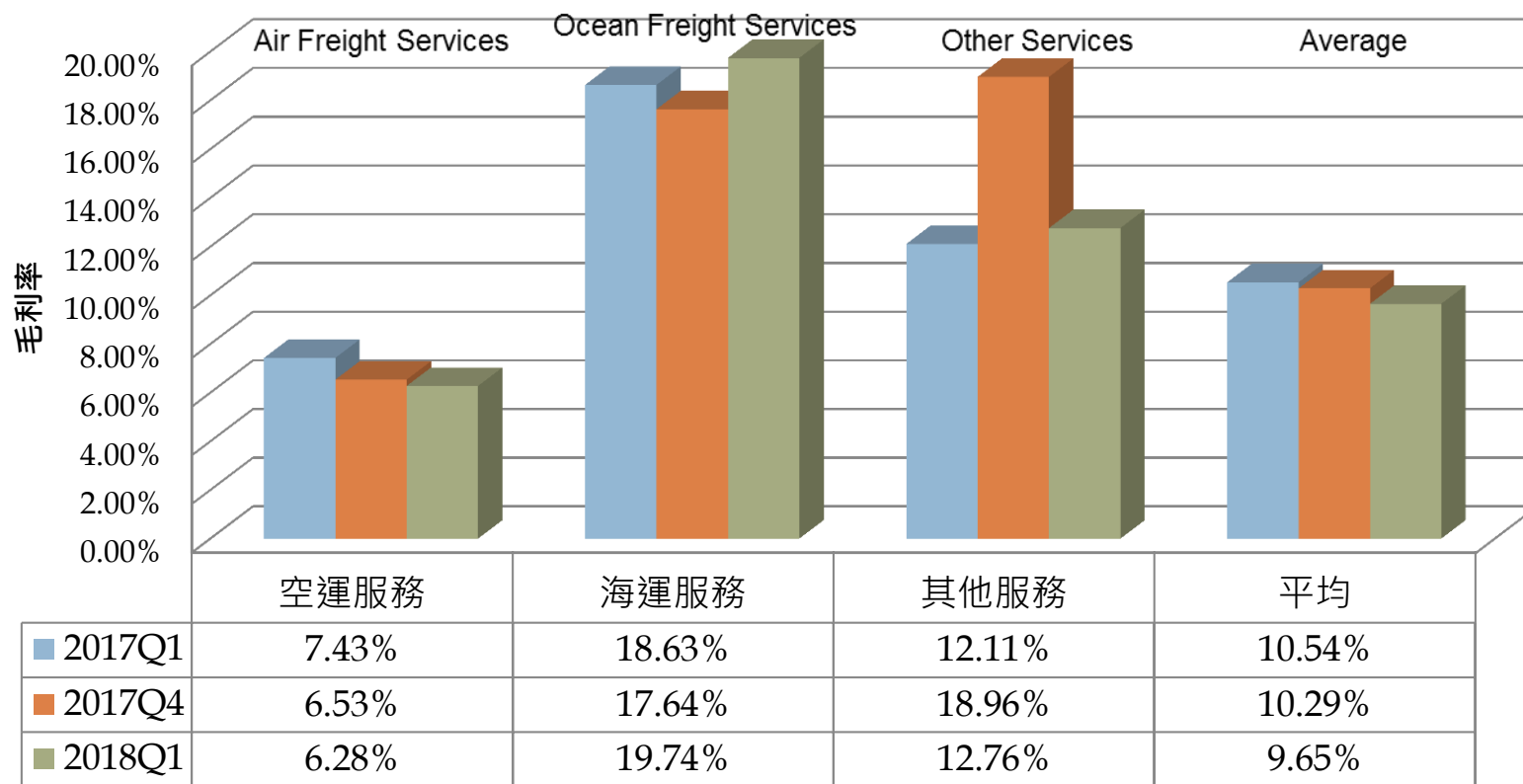


# Product Gross Margin



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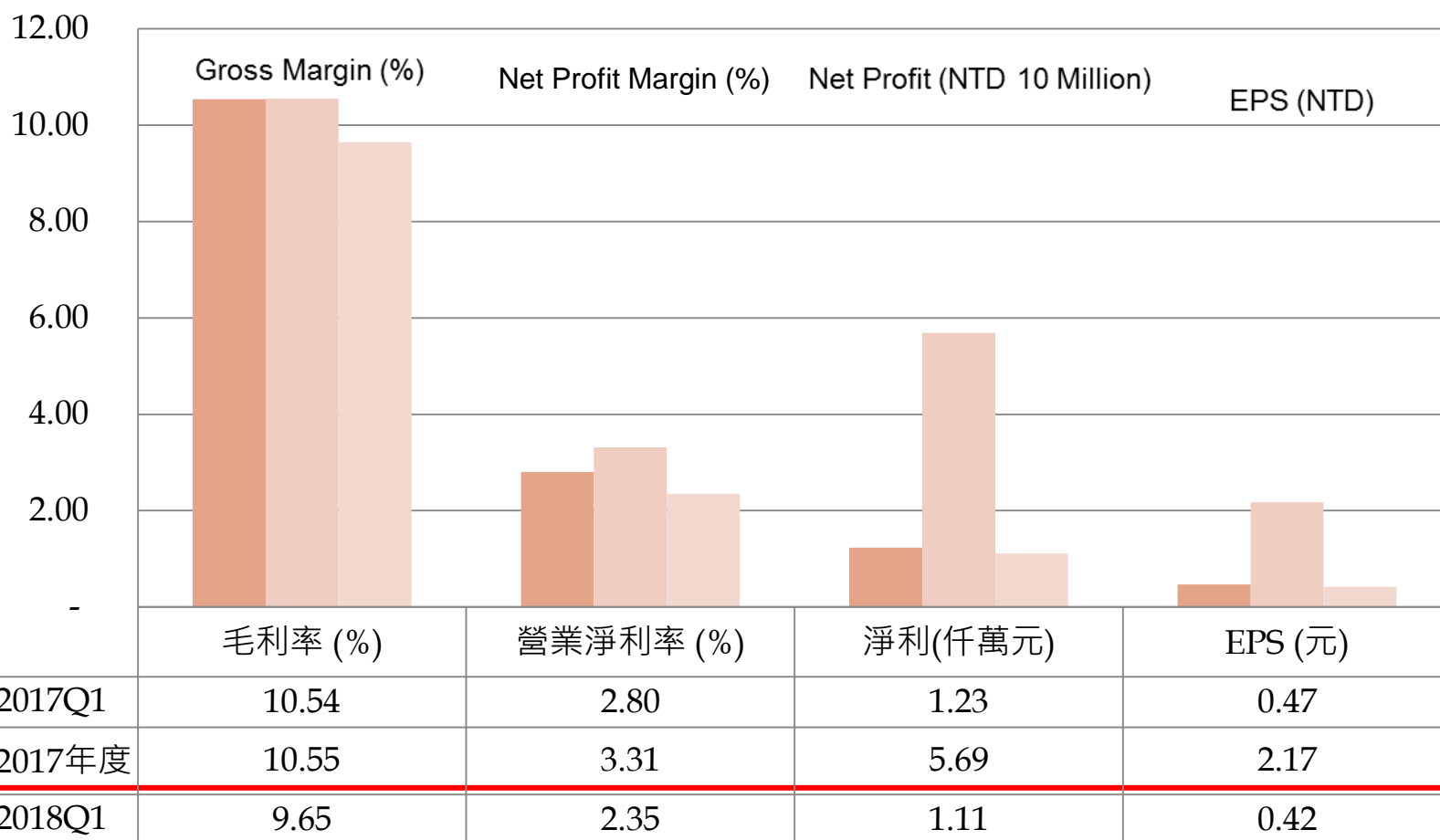
毛利率(%)



# Operating Performance -Various Ratio



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# Operating Performance



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Categories		2016	2017	2018 Q1
Capital Structure	Debts Ratio (%)	40.30	45.56	42.49
Liquidity	Current Ratio (%)	259.72	234.72	257.80
Operating Performance	Average Collection Turnover (Times)	5.41	5.32	5.47
Profitability	Return on Total Assets (%)	13.11	5.26	4.25
	Return on Equity attributable to Shareholders of the Parent (%)	24.37	9.12	7.39
	Net Margin (%)	4.74	2.14	1.79
	EPS (NTD)	5.27	2.17	0.42

# Change of Logistics Structure



# Blue Ocean Strategy- Secure Profit



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Air Transportation Market

Traditional  
Air-Freight  
Forwarding



International  
Express  
Delivery

90% -> **55%**

10% -> **45%**

Taiwan Local market (1,000 Forwarders)  
15~25%



Foreign companies'  
Routine Order  
75~85%





# Diversified Logistics Supply Chain



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Companies/Factories



( Well-known International Logistics Service Provider)



Seller



(Segmented Logistics)



(Integrated Logistics Service)

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公司網址 : [www.soonest.com](http://www.soonest.com)



# Future Development



# Three Major Developments

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## 1. Last Mile

- Pilot City: Singapore
- Others: Hong Kong & Taiwan

## 2. Cross-Border Trans-shipment Delivery

- Necessary due to demand on International parcel delivery
- Increment of Taiwan's air freight volume and revenue

## 3. Overseas Fulfillment Center

- Became distribution center for overseas parcel delivery
- Solving problems on inventory and laboring for small e-commerce businesses



# 1) Singapore International Parcel Delivery



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**Support IOS / ANDRIOD**  
**Real time Track  
& Trace**

- Customers' parcel track and trace with self-developed system (LMS).

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# 2) Cross-Border Parcel Transit



- Modulated work flow for trans-shipments to all over the world.
- From handling 4,000~10,000 to 25,000~40,000 shipments per day ( 6 - 10 times). Increasing Transit cargo volume.



# 3) Fulfillment Centers in the USA – Warehouse System



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## Process



# Warehouse in L.A.



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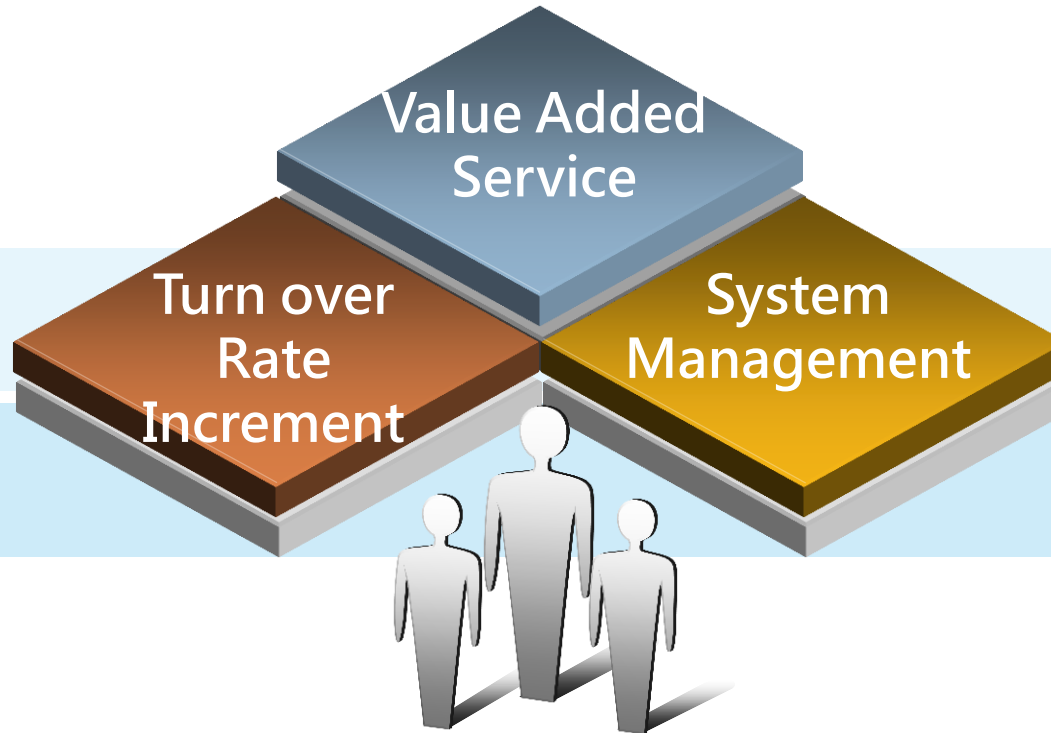


# Hong Kong Logistics Hub

## – INCREASE PROFIT MARGIN



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Fully-developed Trans-shipment Hub to be the most complete and efficient logistics platform provider.





# Development Plan -Cross-Border Logistics Solution

SOONEST  
EXPRESS Co., Ltd.



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**Best logistics service provider of  
cross-border e-commerce**

**Guaranteed  
sufficient  
cargo  
space and  
competitive  
prices**

**World-wide  
services  
networks**

**Fulfillment  
centers  
establish-  
ment**

**Real-time  
track and  
trace  
services**



