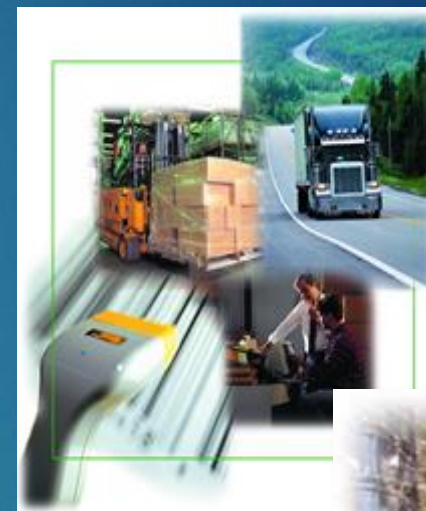


2643

# SOONEST EXPRESS CO., LTD.

2022 Q1 CORPORATE EARNINGS CONFERENCE



海空運承攬 | 海空聯運 | 進出口報關 | 國際快遞

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

# LIMITATION OF LIABILITIES

- ▶ 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 forecasts 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 held responsible for any changes or updates on these views.

# ABOUT SOONEST

## COMPANY PROFILE



ESTABLISHED	Feb. 13, 1984
STOCK CODE	2643
IPO	Mar. 4, 2016
CHAIRMAN	C. M. Ku
G. M.	Kang Y. Sun
CAPITAL INVESTMENT	NTD 300,000,000
ADDRESS	4F, No. 34, Rui Guang Rd., Taipei 114, Taiwan
SERVICES	Air/Ocean Freight Forwarding、Customs Declaration、Warehouses、Transportation and Delivery
WORLDWIDE	Offices: 17, Warehouses: 9



## ■ GLOBAL OFFICES

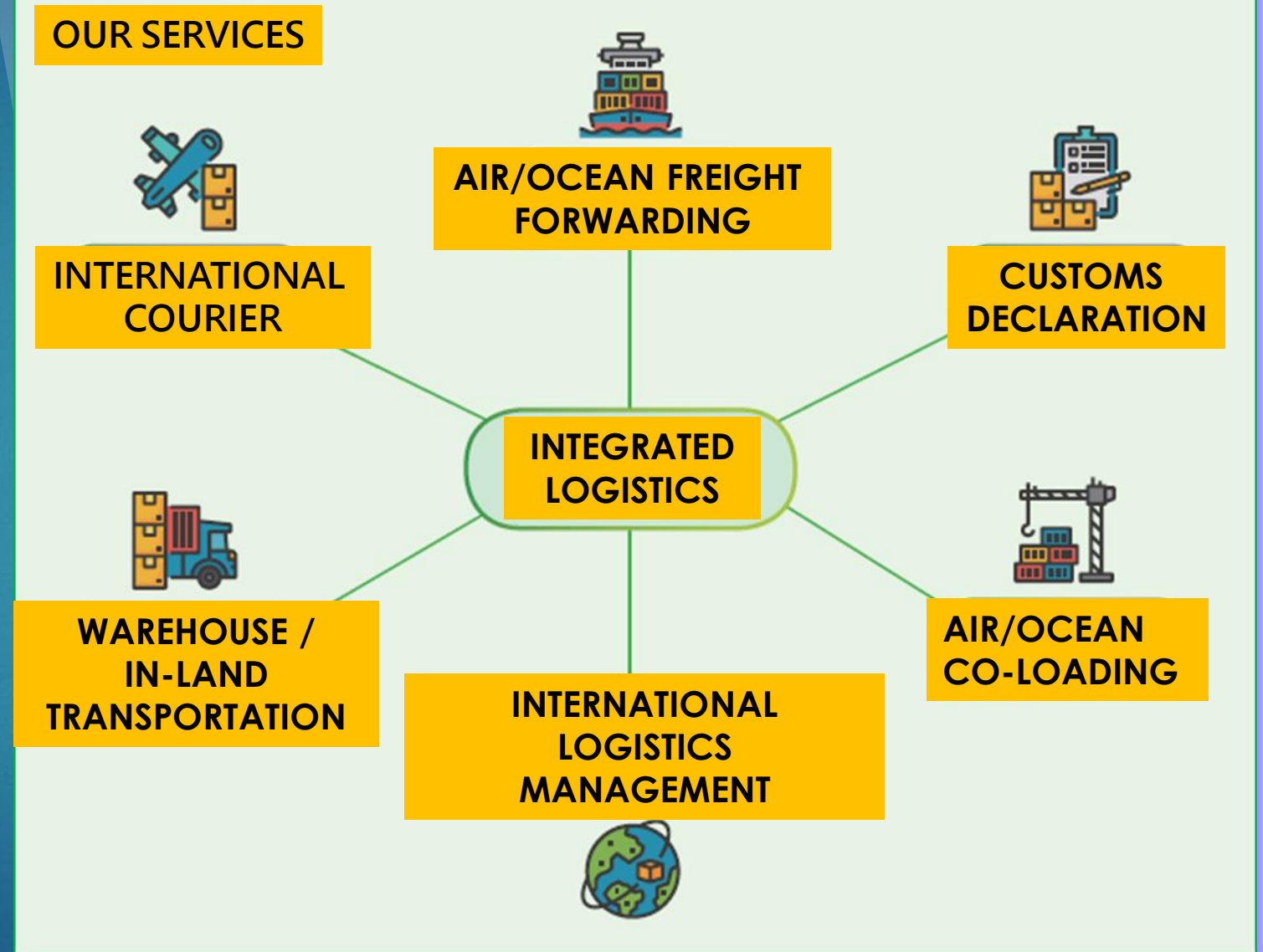


17 Offices 9 Warehouses

TPE (HQ) 、 HKG 、 SZX 、 DGN 、 WUH 、  
SIN 、 PEN 、  
PVG 、 KUS 、 SNJ 、 NBG 、 HGH  
SFO 、 LAX 、 ORD 、 JFK 、 DFW

# CORE SERVICES

## OUR SERVICES



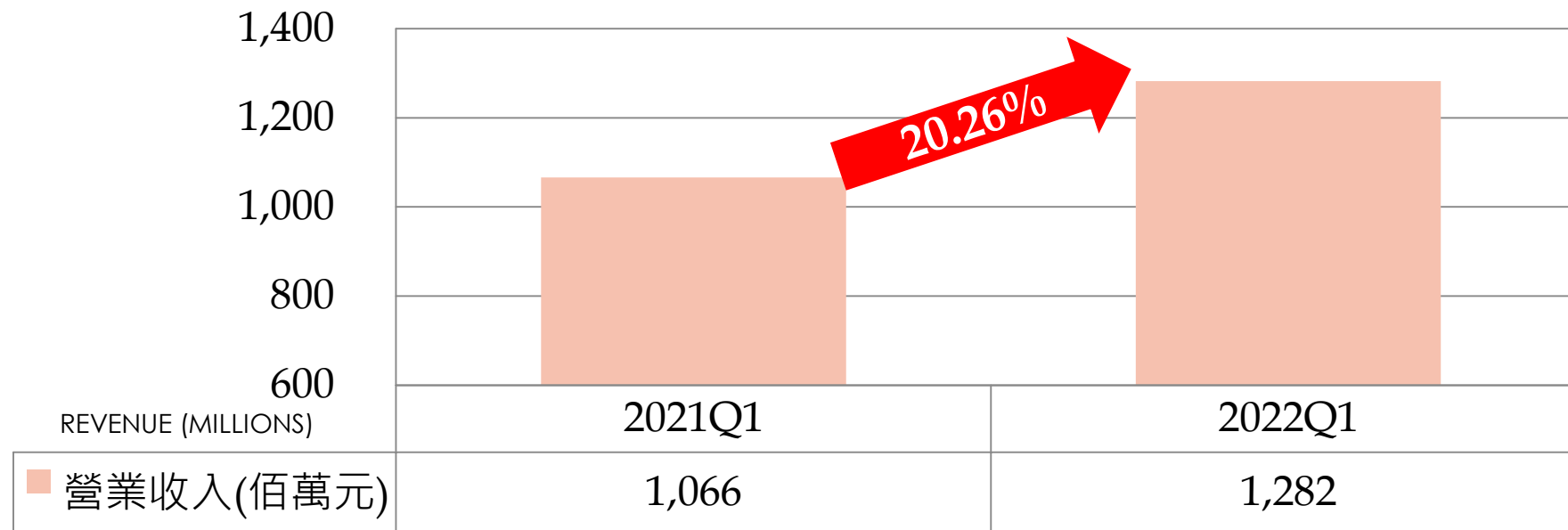
# 2022Q1 PERFORMANCE





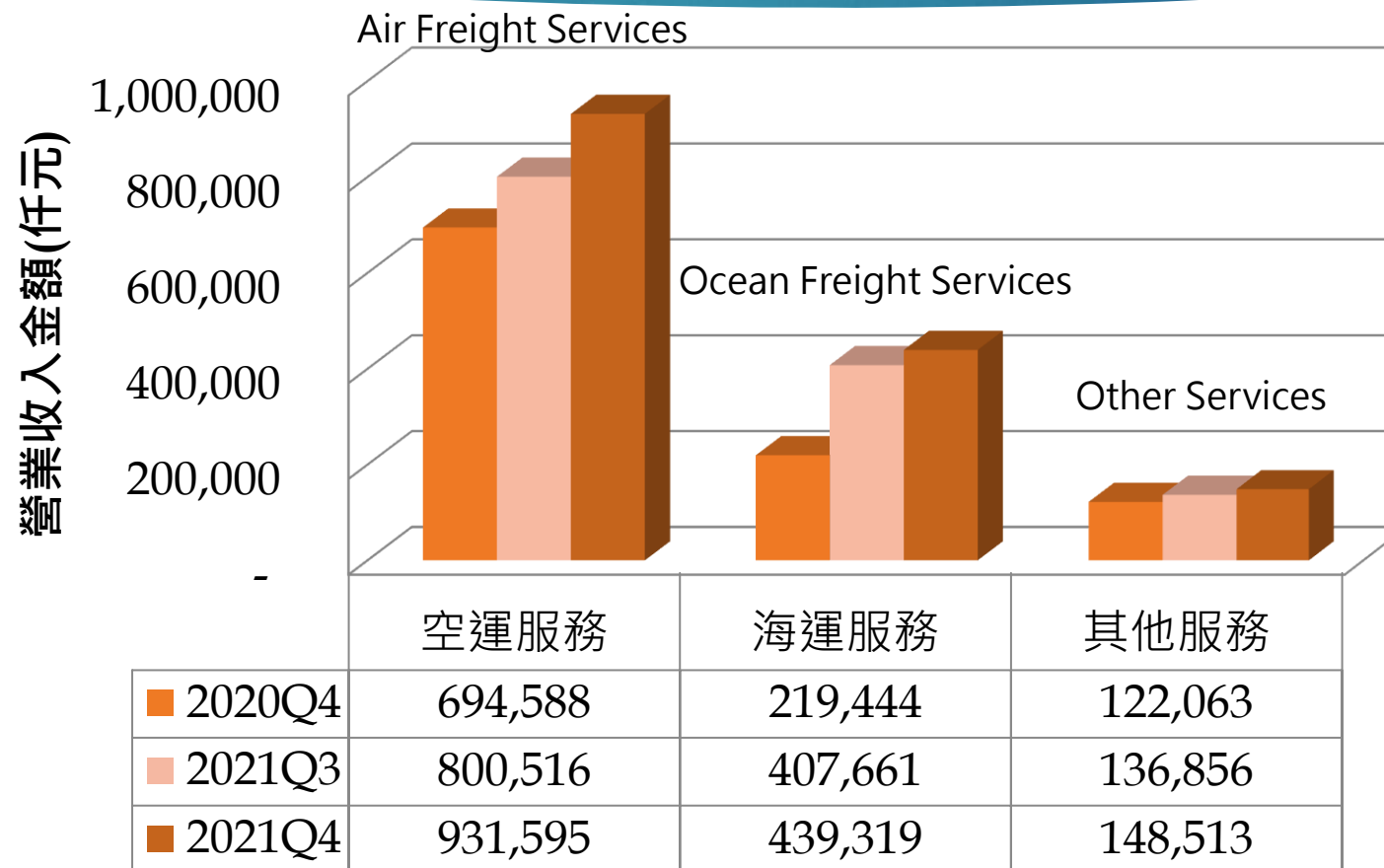
# PERFORMANCE-CONSOLIDATED REVENUE

## REVENUE (MILLIONS)





# PRODUCT REVENUE

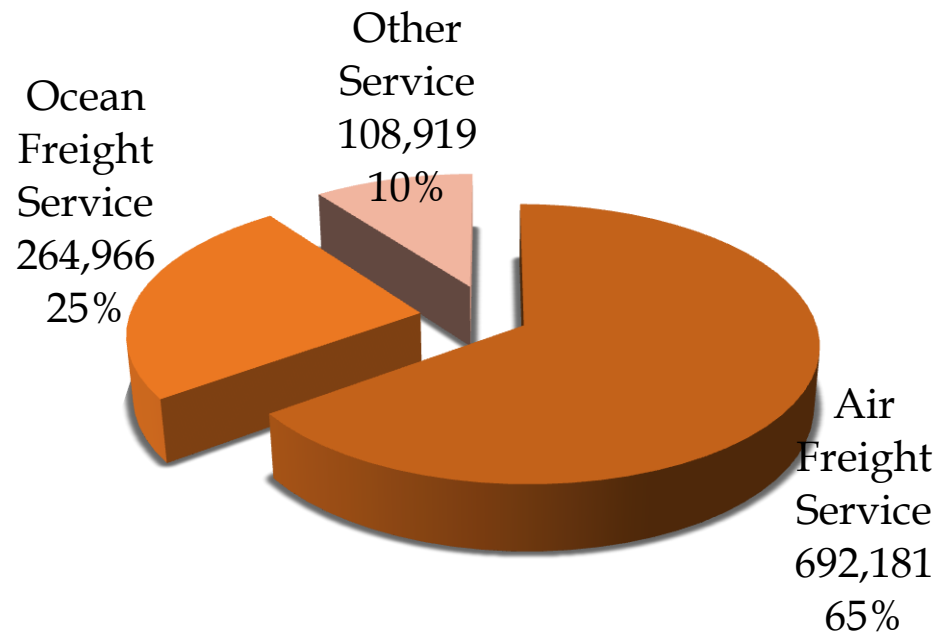


UNIT : NTD THOUSAND

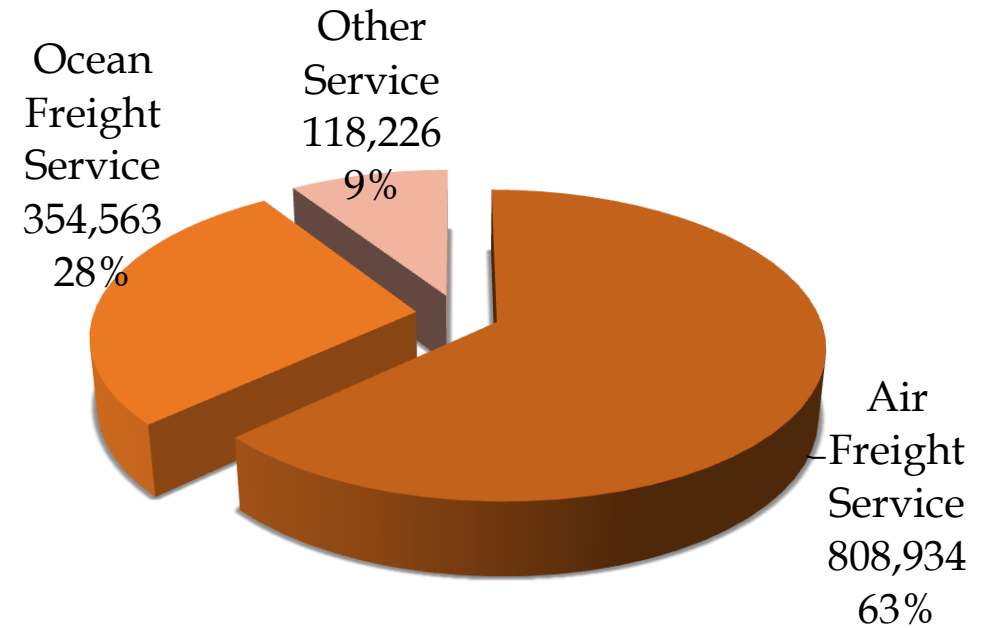
# PRODUCT RATIO (REVENUE)

UNIT : NTD THOUSAND

2021Q1



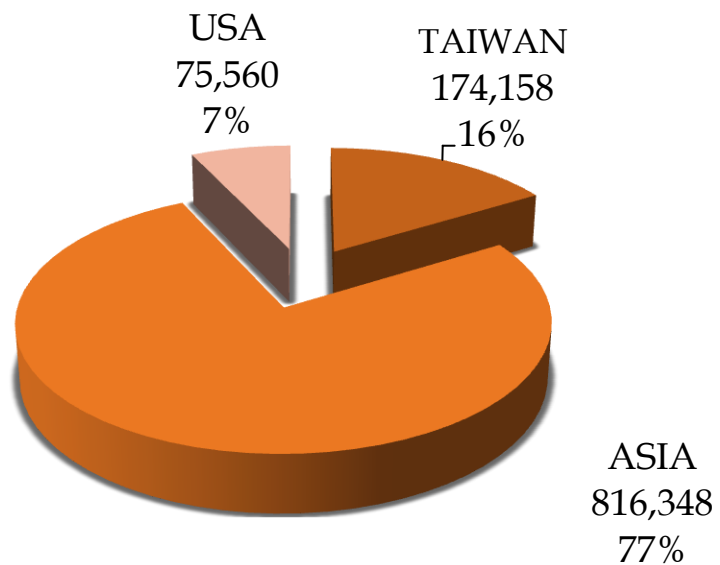
2022Q1



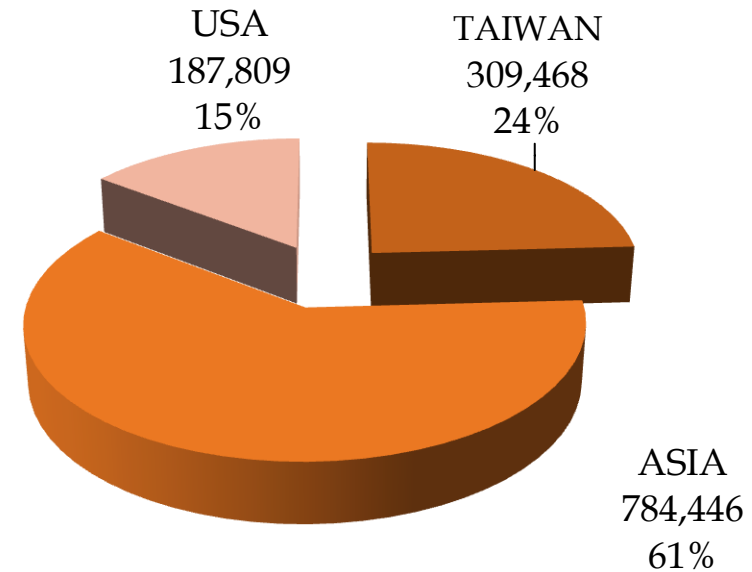
# AREA RATIO (REVENUE)

UNIT : NTD THOUSAND

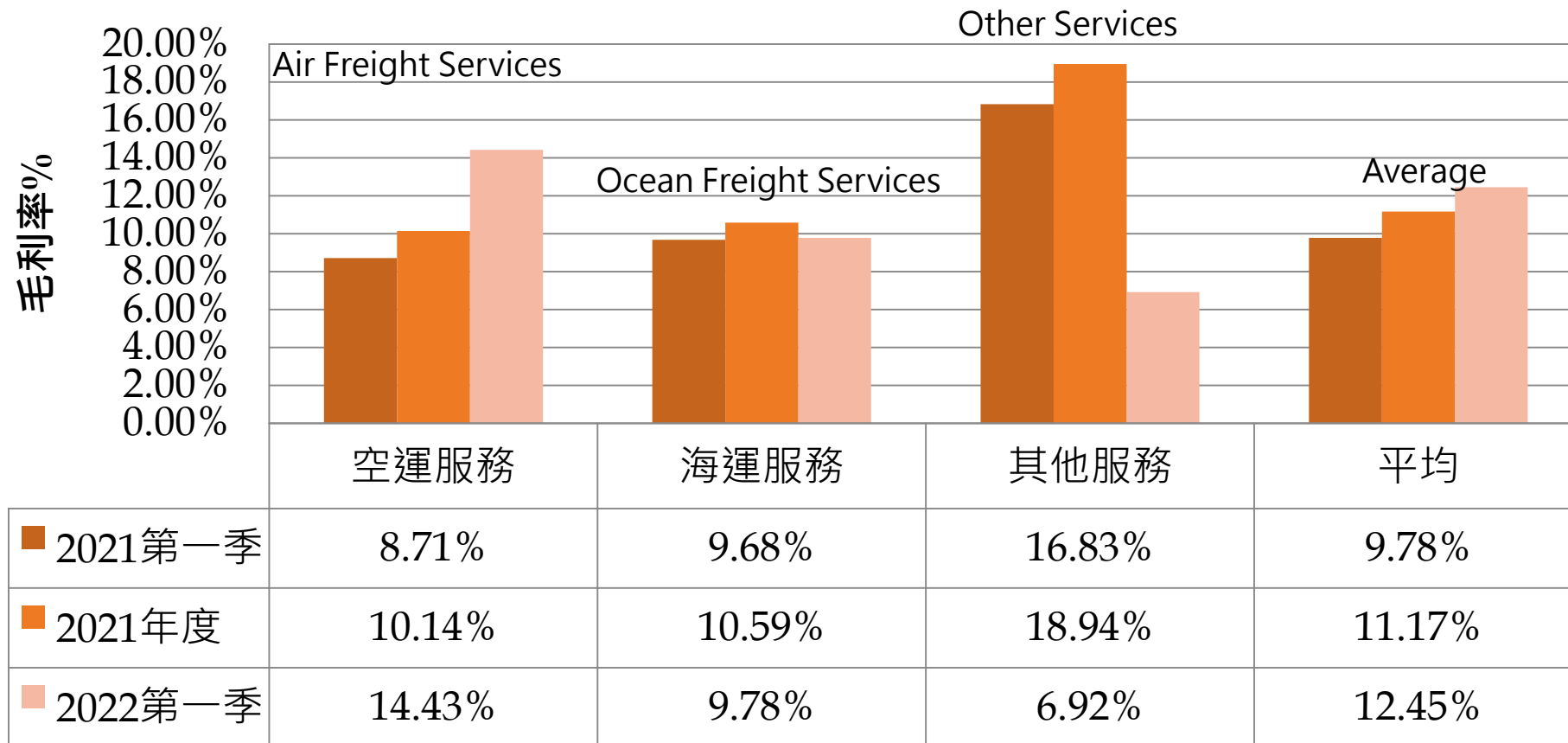
2021Q1



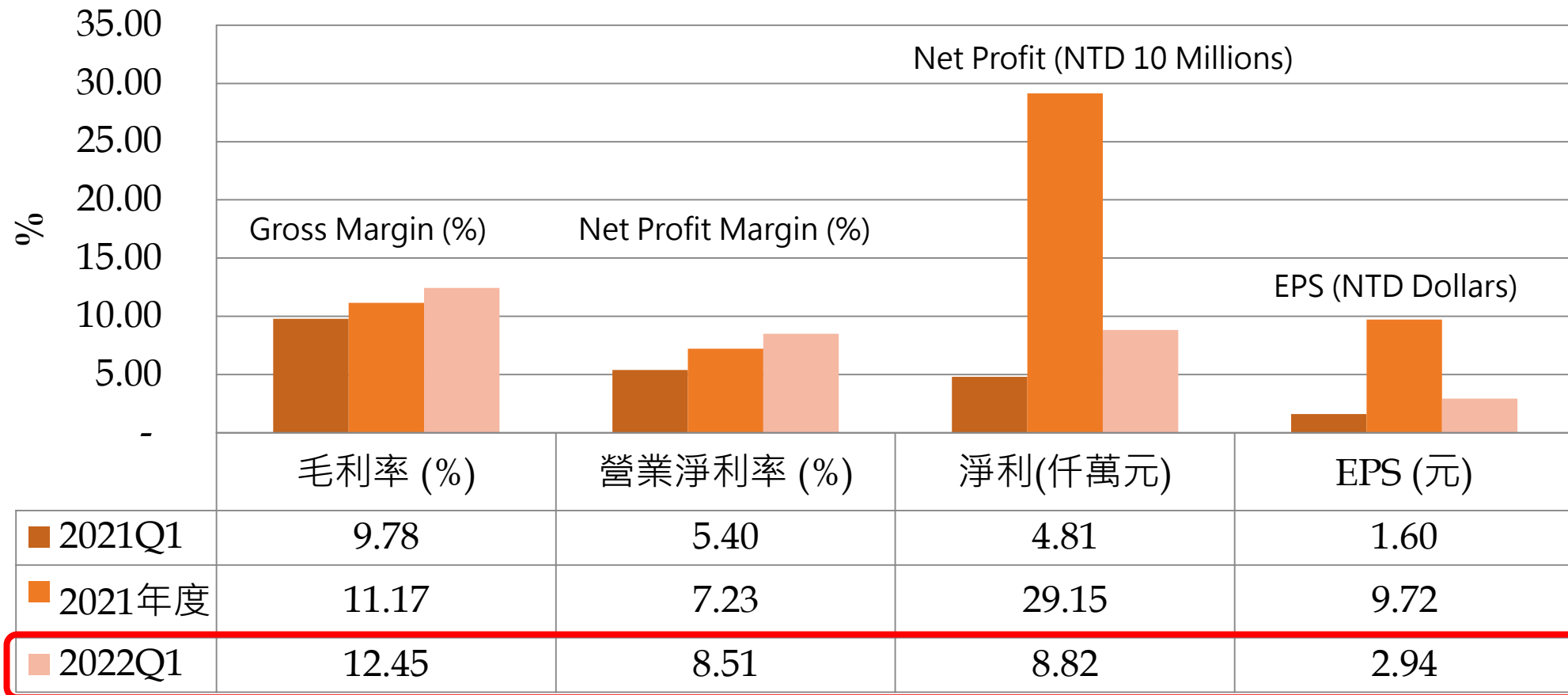
2022Q1



# PRODUCT GROSS MARGINS

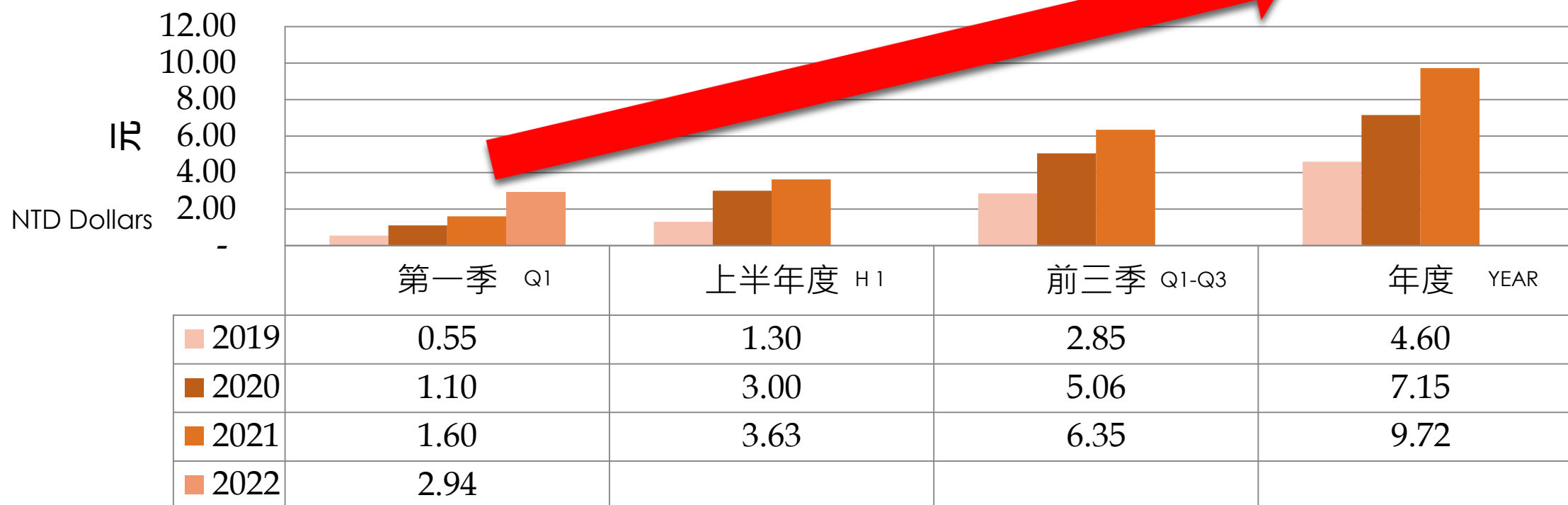


# OPERATING PERFORMANCE –VARIOUS RATIO



# OPERATING PERFORMANCE-EPS

## EPS



# OPERATING PERFORMANCE

Categories			2020	2021	2022Q1
Capital Structure	Debts Ratio	( % )	39.93	40.50	38.51
Liquidity	Current Ratio	( % )	256.57	255.57	274.77
Operating Performance	Average Collection Turnover	(Times)	5.50	6.05	5.32
Profitability	Return on Total Assets	( % )	14.52	17.11	18.44
	Return on Equity Attributable to Shareholders of the Parent	( % )	25.91	28.21	30.19
	Net Margin	( % )	5.77	5.75	6.88
	EPS	( NTD )	7.15	9.72	2.94



# INTERNATIONAL MARKET OUTLOOK & CHALLENGE



# AIR FREIGHT PERFORMANCE – TAIWAN EXPORT MARKET TO WORLDWIDE

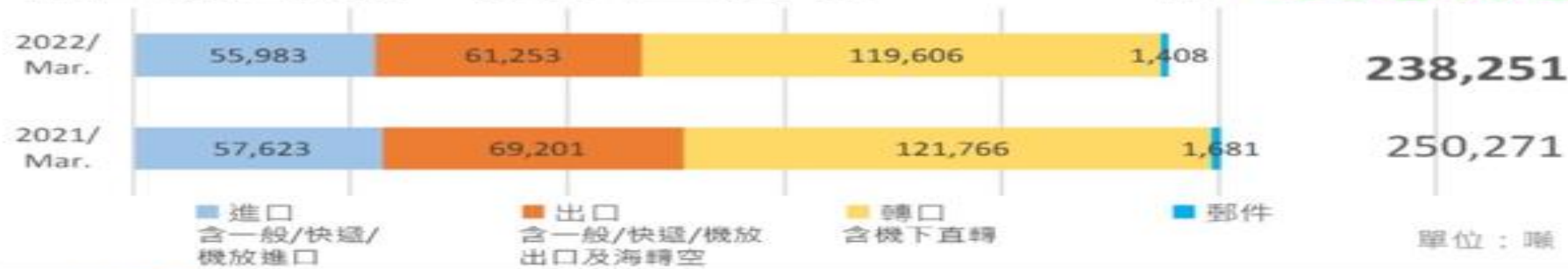
**DROPPED 4.8%  
COMPARE TO SAME  
TIME LAST YEAR**

2022.March

## 2022年3月 桃園機場航空貨運量表現

去年同期比  
YoY

**4.8% ↓**



Jan ~ Mar  
comparison

1~3月 累月比較	進口	出口	轉口	郵件	總重(噸)
2022/1~3	157,454	166,969	341,471	4,278	670,172
2021/1~3	159,973	175,730	328,941	5,077	669,721
去年同期比	-1.6%	-5.0%	3.8%	-15.7%	0.1%

Import

export

transit

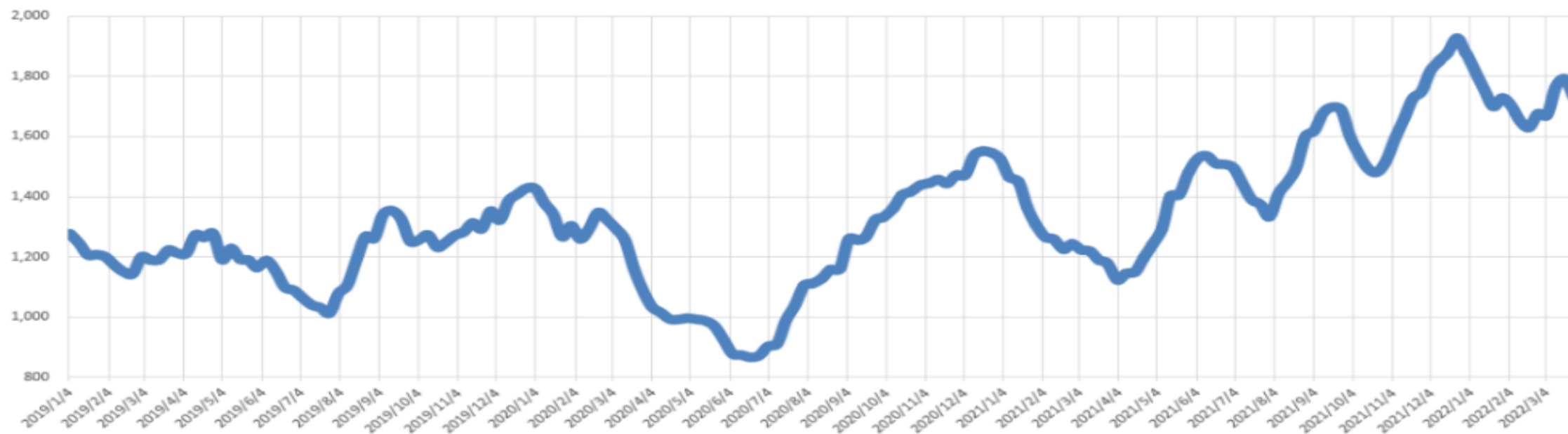
mail

total

# CHINA DOMESTIC TRADE CONTAINER FREIGHT INDEX

► 2019.01 ~ 2022.03

新华·泛亚航运中国内贸集装箱运价指数——综合指数



# OUTLOOK AND CHALLENGE

## ➤ Ukrainian-Russian war impacts global economy and disrupting supply chain

1. Prices soaring, countries downgrading economic growth, and inflation issues continue
2. Energy shortages · rising fuel surcharge · higher transportation costs
3. Foreign airlines decrease flight frequency between CN & Europe



## ➤ Countries gradually open border, passenger traffic slowly heats up

1. Vaccine coverage continues to improve, coexisting with the virus
2. Passenger aircraft tourism routes increase, focus in tourist region of Southeast, Northeast Asia
3. Consumers' confidence takes longer to recover, still depends on freight movement.

# OUTLOOK AND CHALLENGE (CON' T)

- **Changes in the operating environment and structure affecting the timeline of industry recovery**
  1. The global aviation and tourism industries recovered but still rely on government assistance
  2. The shortage of electronic materials and labor make the stocking cycle longer
  3. Consumption of electronics products slowed down and inventories increased
- **Due to Shortage of freight capacity, and the freight rate is easy to rise and hard to fall**
  1. Resources and capacity are concentrated on routes with high demand, and flights are adjusted in response to China's epidemic control
  2. Crew entry quarantine regulations affect the recovery of transportation capacity
- **The labor shortage caused by the maritime terminal negotiations and the closure of the Chinese city continues to affect global logistics**
  1. International trade is still limited by logistics and transportation obstacles, delivery time is long and cost still high
  2. Inland transportation supply chain has not eased, defer effect on freight remains

# CONTINGENCY PLANS DURING CHINA' S LOCKDOWN





# CINTINGENCY PLANS FOR SHANGHAI LOCKDOWN

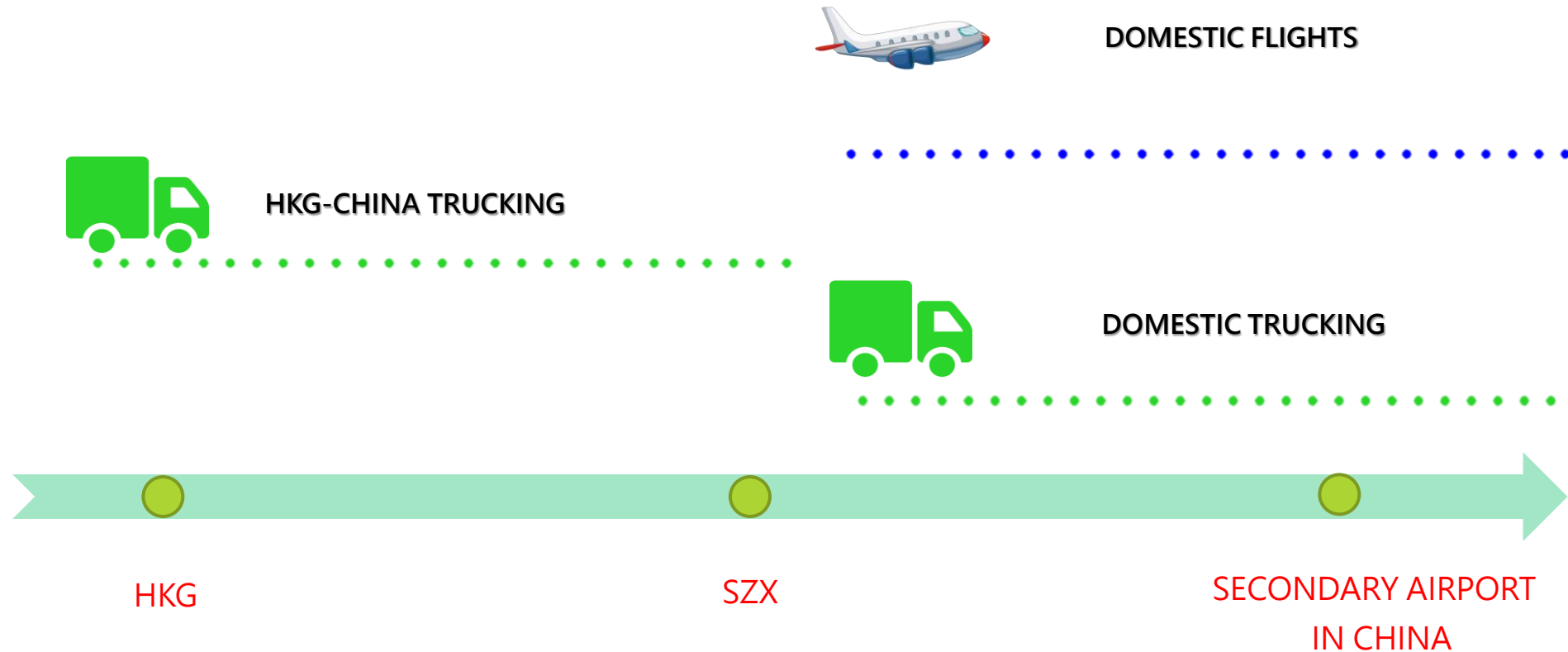
- ◆ Since the end of March, Pudong, Puxi and their surrounding cities have been lock down, and goods will be transported to other surrounding airports.
- ◆ Obtaining passes /licenses to assist customers moving urgent and special export goods.
- ◆ Properly cooperate with suppliers to arrange delivery of goods and solve customers' problems.





# CONTINGENCY PLANS FOR CHINA'S LOCKDOWN

- ▶ Air cargo to secondary cities in China changed routing of our arrangement:



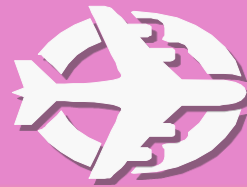
# STRATEGIES & DEVELOPING POINTS



# STRATEGIES

- Business expansion
- Increase customer base
- Cross-strait, Southeast Asia exports
- Global routes

## Diversified Products



## Education /Training



- Long-term cooperation with domestic colleges and universities
- Complete internal and external education and training
- Job rotation
- Recruit industry professionals

## Best Shipping Solution

- Long-term contract for stable air & sea space
- Newly signed numbers of international airlines & shipping companies
- Overseas bases in Southeast Asia and India

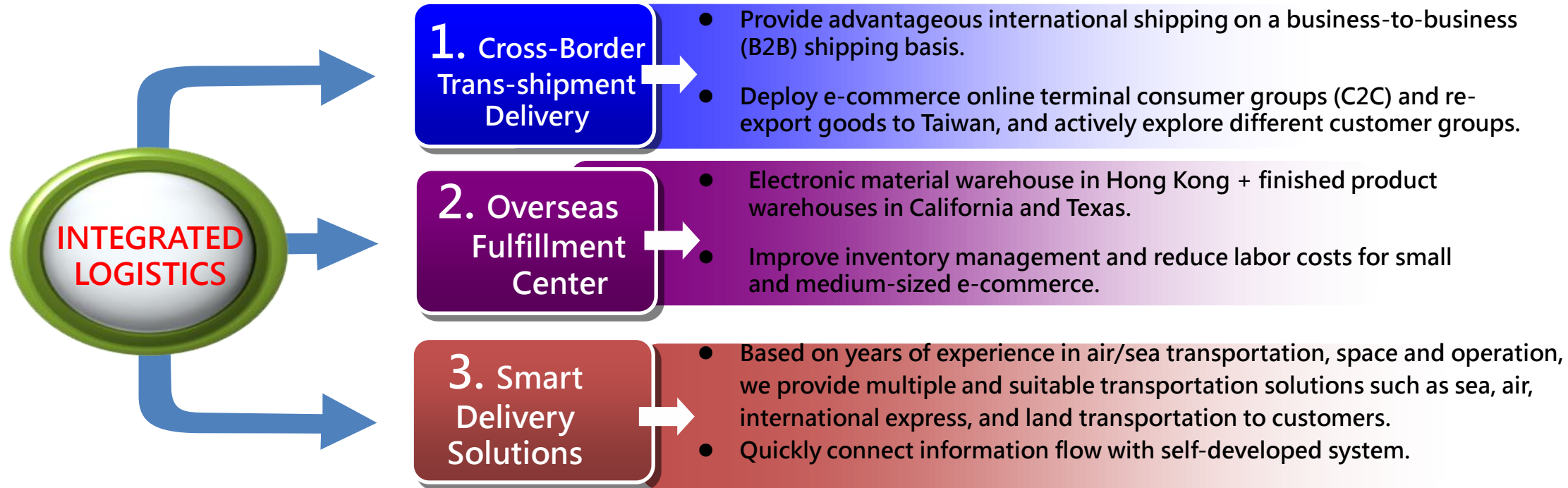


## Supplier /overseas network



- New business with well-known enterprises
  - Flexible solution
  - Value replaces price
- ## Strengthen customer relations

# DEVELOPING POINTS



# THANK YOU





# 捷迅股份有限公司

Soonest Express Co., Ltd.

TEL: 87929897

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