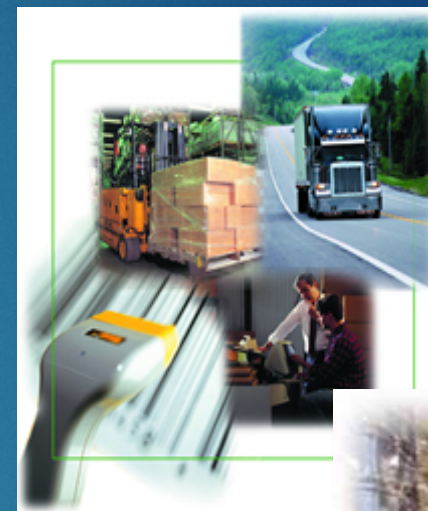


2643

SOONEST EXPRESS CO., LTD.

2023 Q3 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

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: 18, Warehouses: 9



■ GLOBAL OFFICES



18 Offices 9 Warehouses

TPE (HQ) 、 HKG 、 SZX 、 DGN 、 WUH 、
SIN 、 PEN 、
PVG 、 NBO 、 SNJ 、 HGH 、 TAO
SFO 、 LAX 、 ORD 、 JFK 、 DFW
MAA

CORE SERVICES

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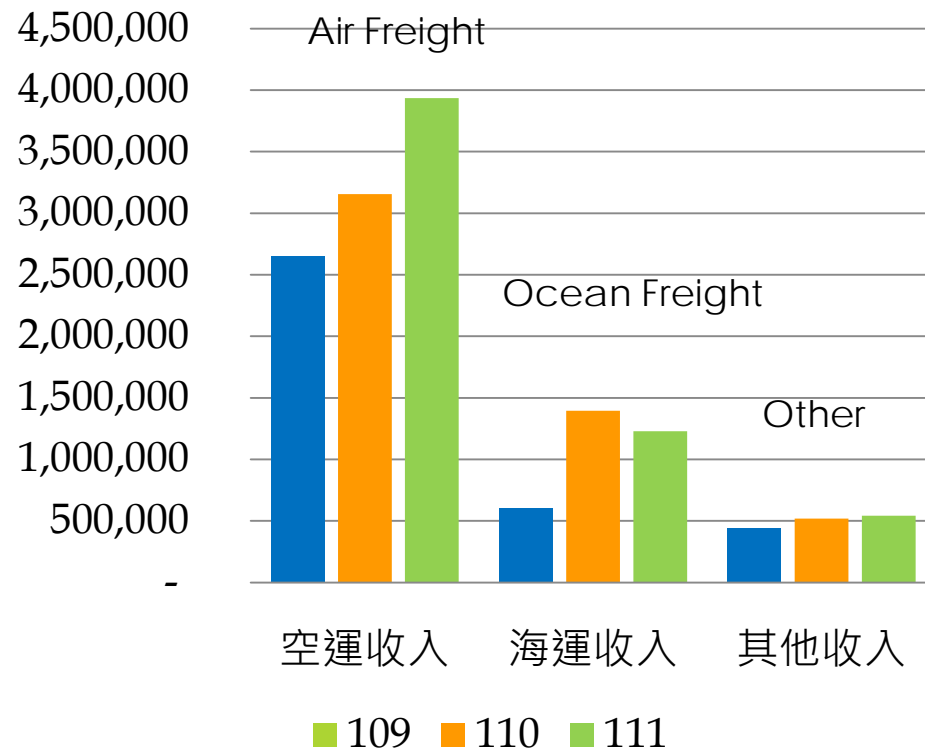
OUR SERVICES



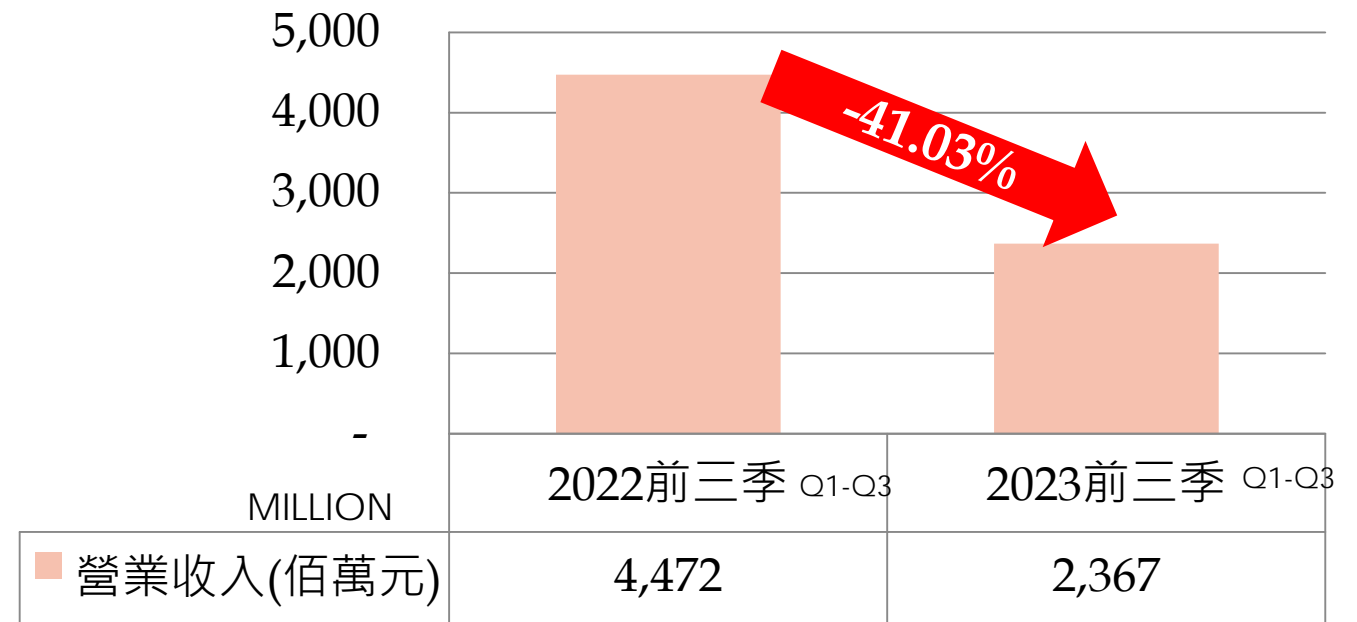
2023 Q3 PERFORMANCE



PERFORMANCE-CONSOLIDATED REVENUE



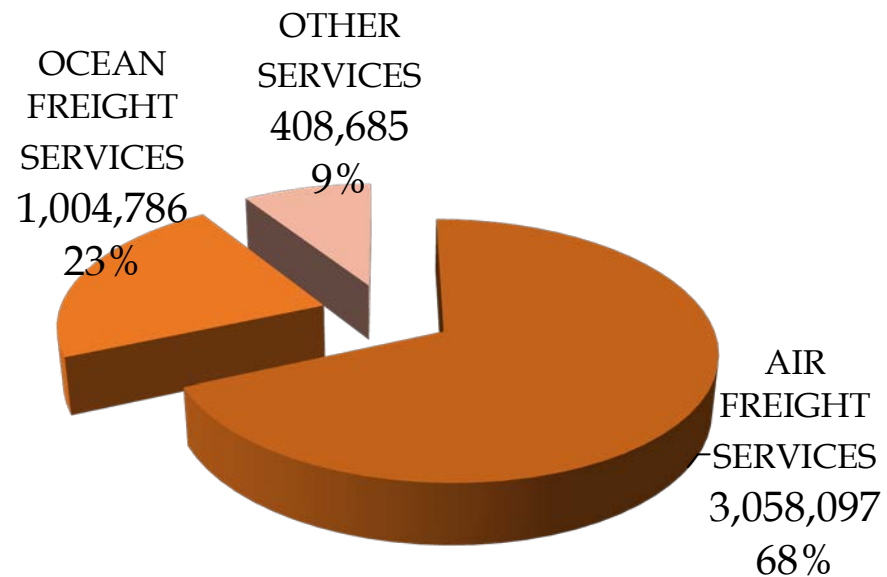
REVENUE (MILLION)



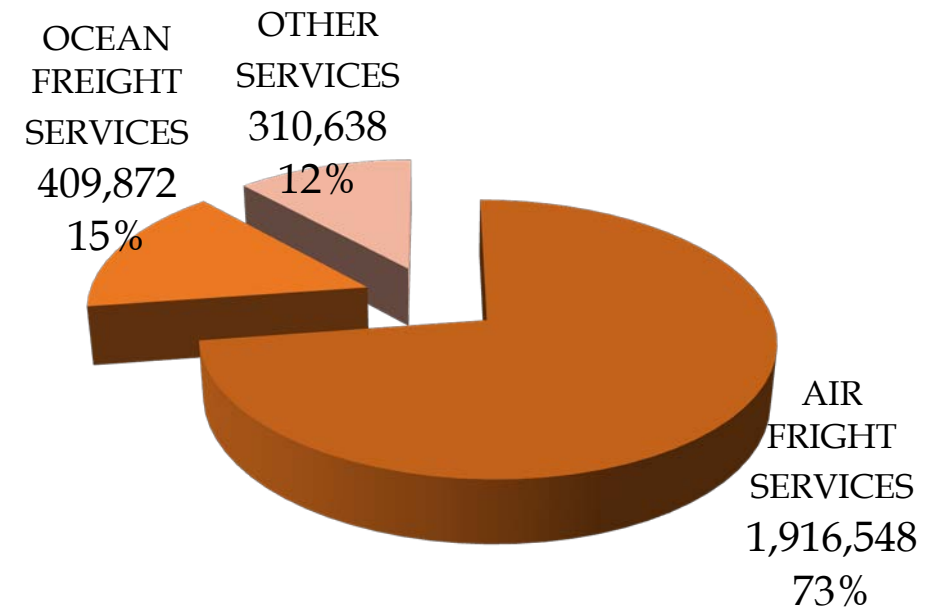
PRODUCT RATIO (REVENUE)

UNIT : THOUSAND

2022 Q1-Q3



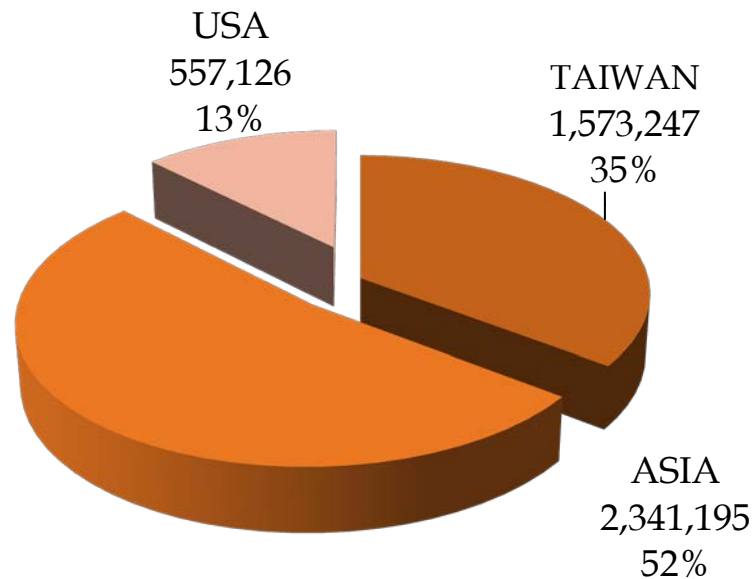
2023 Q1-Q3



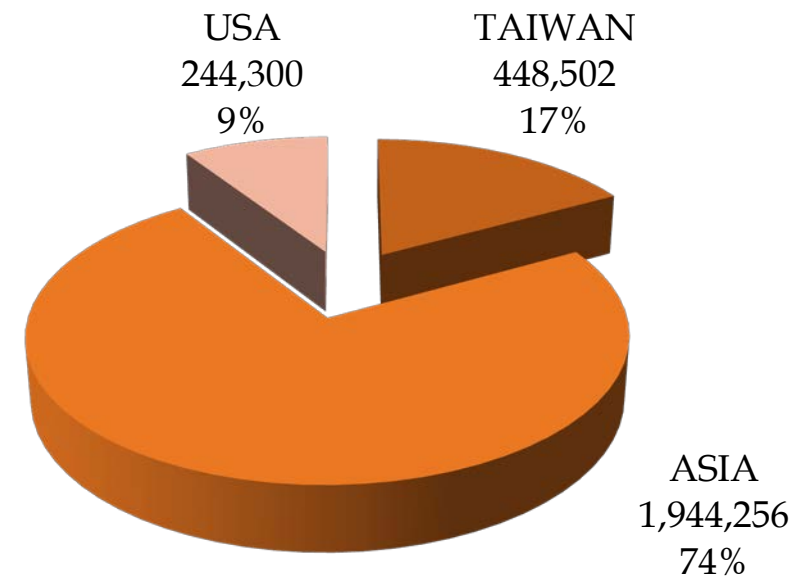
AREA RATIO (REVENUE)

UNIT : THOUSAND

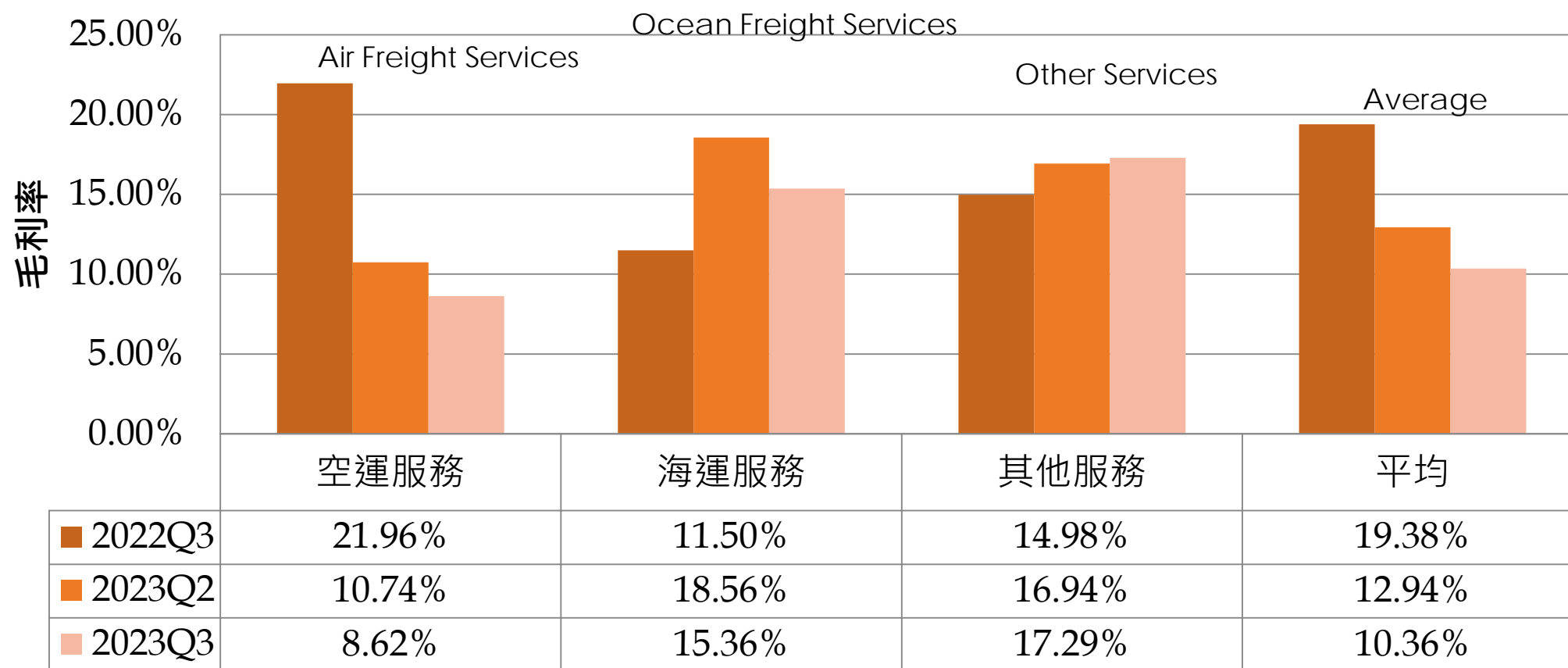
2022 Q1-Q3



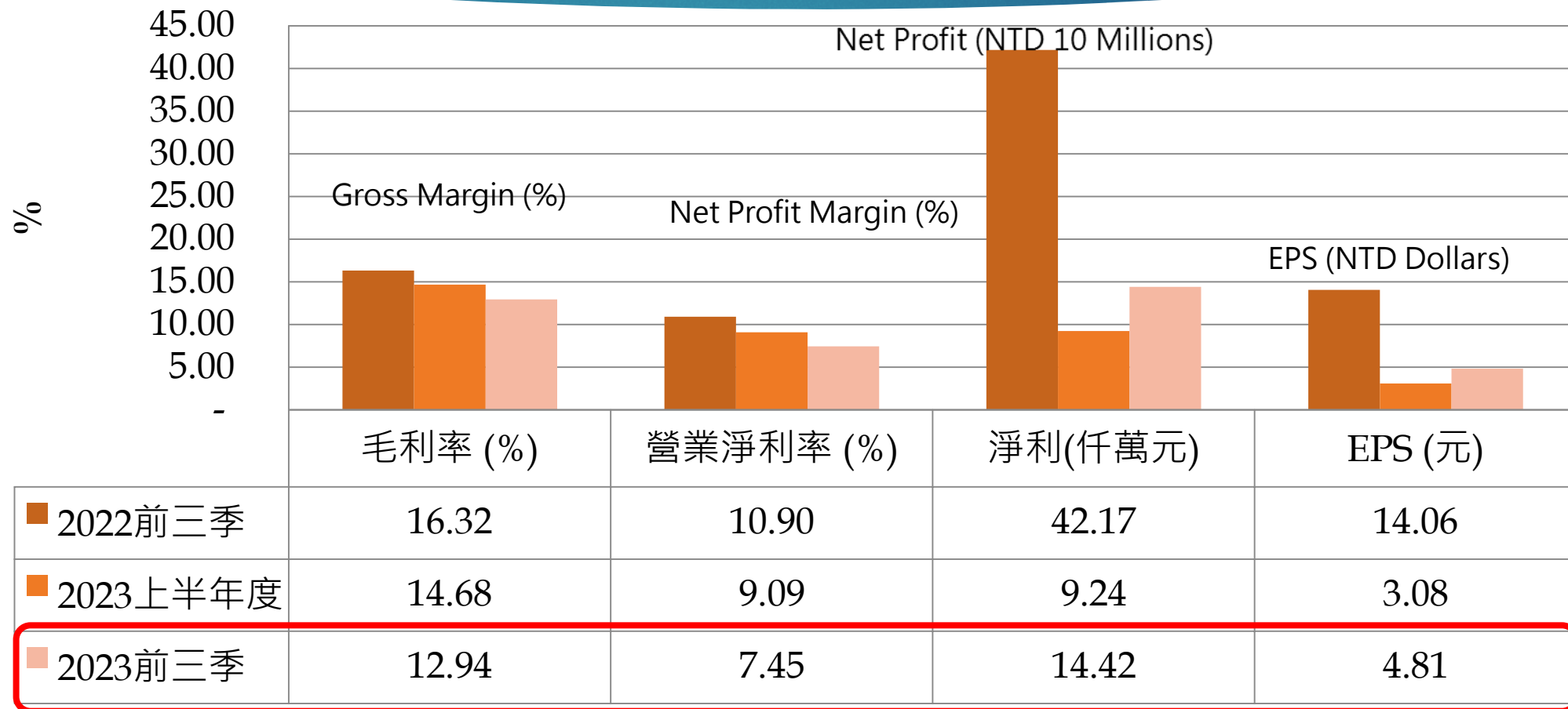
2023 Q1-Q3



PRODUCT GROSS MARGINS

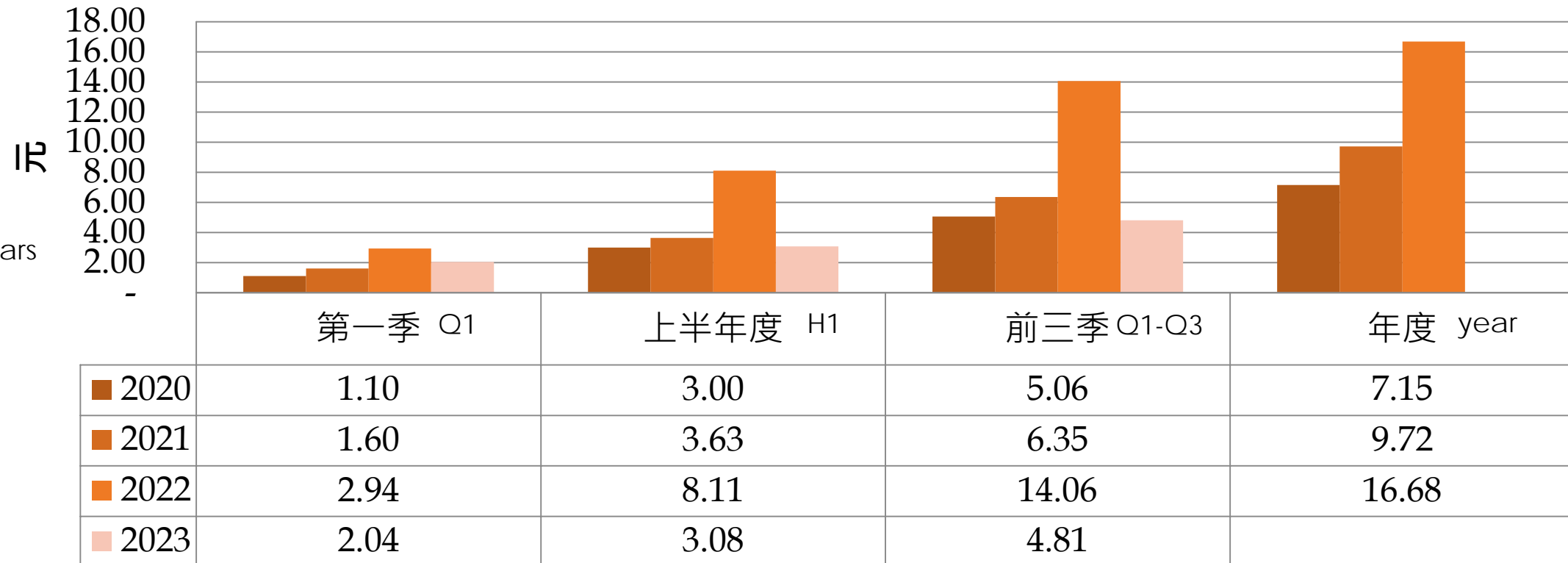


OPERATING PERFORMANCE –VARIOUS RATIO



OPERATING PERFORMANCE

EPS



OPERATING PERFORMANCE

Categories			2021	2022	2023Q1-Q3
Capital Structure	Debts Ratio	(%)	40.50	38.66	35.76
Liquidity	Current Ratio	(%)	255.57	280.23	330.80
Operating Performance	Average Collection Turnover	(TIMES)	6.05	5.68	3.48
Profitability	Return on Total Assets	(%)	17.11	23.04	7.85
	Return on Equity Attributable to Shareholders of the Parent	(%)	28.21	37.80	12.02
	Net Margin	(%)	5.75	8.77	5.47
	EPS	(NTD)	9.72	16.68	4.81

INTERNATIONAL MARKET STATUS & OUTLOOK

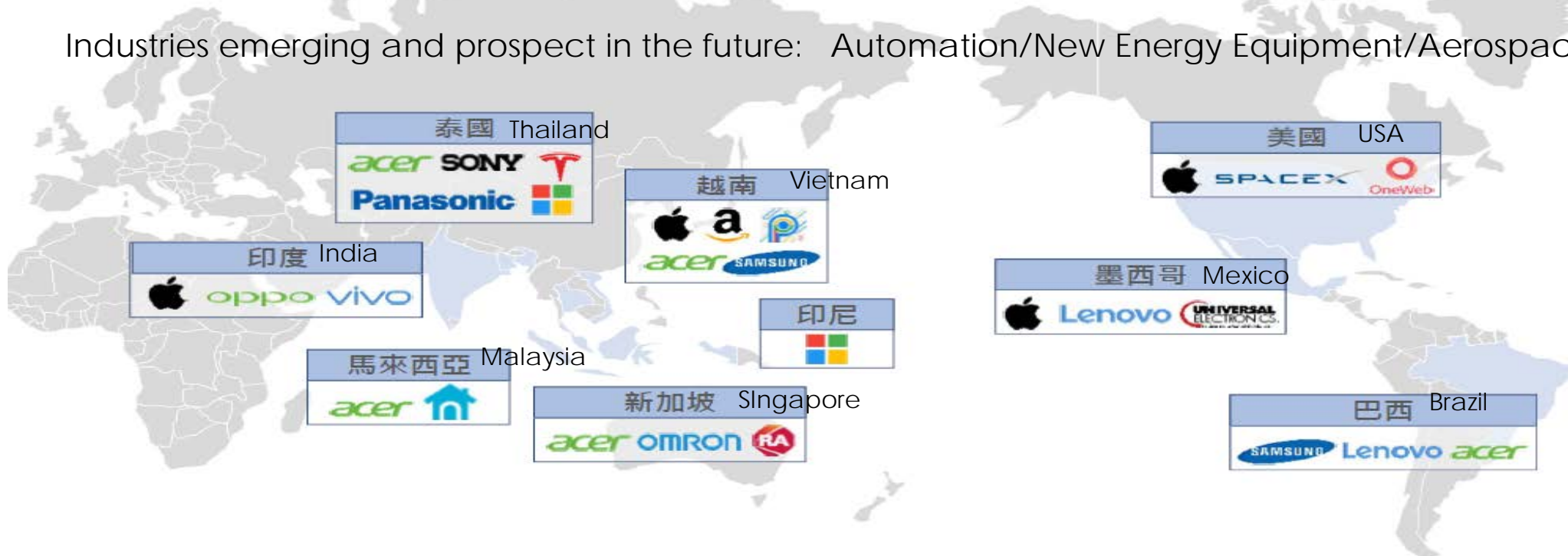


INTERNATIONAL TRADE WORLD FACTORY : CHINA → WORLDWIDE

持續穩健發展產業：電子產品、零組件、生醫設備...
未來新興成長產業：AIoT、自動化/新能源設備、航太...

Industries with sustainable and steady development:
electronics, components, biomedical equipment.

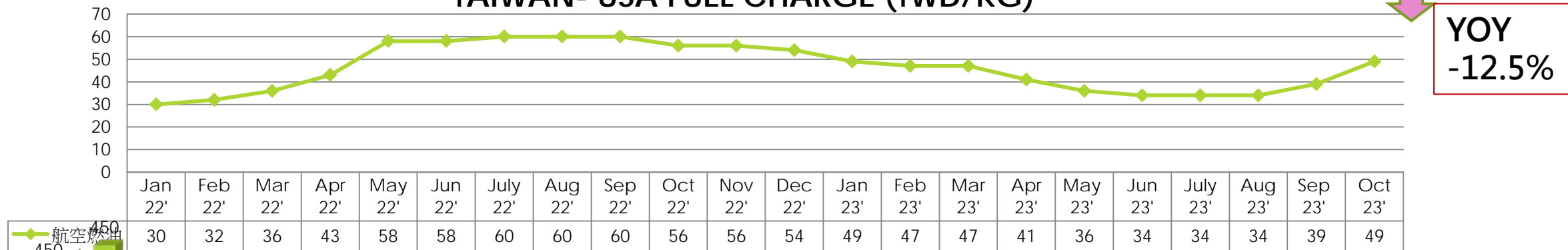
Industries emerging and prospect in the future: Automation/New Energy Equipment/Aerospace



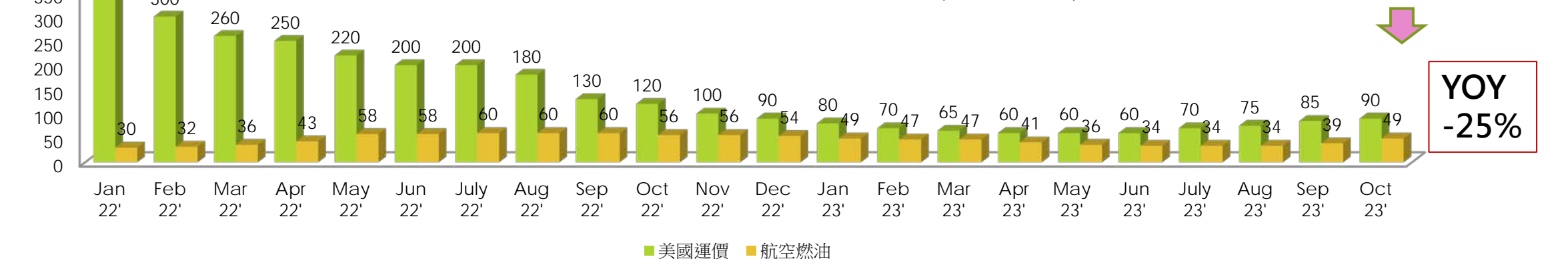
AIR CARGO :FREIGHT 、 FUEL CHARGE

➤ Jan.22' ~ Oct. 23'

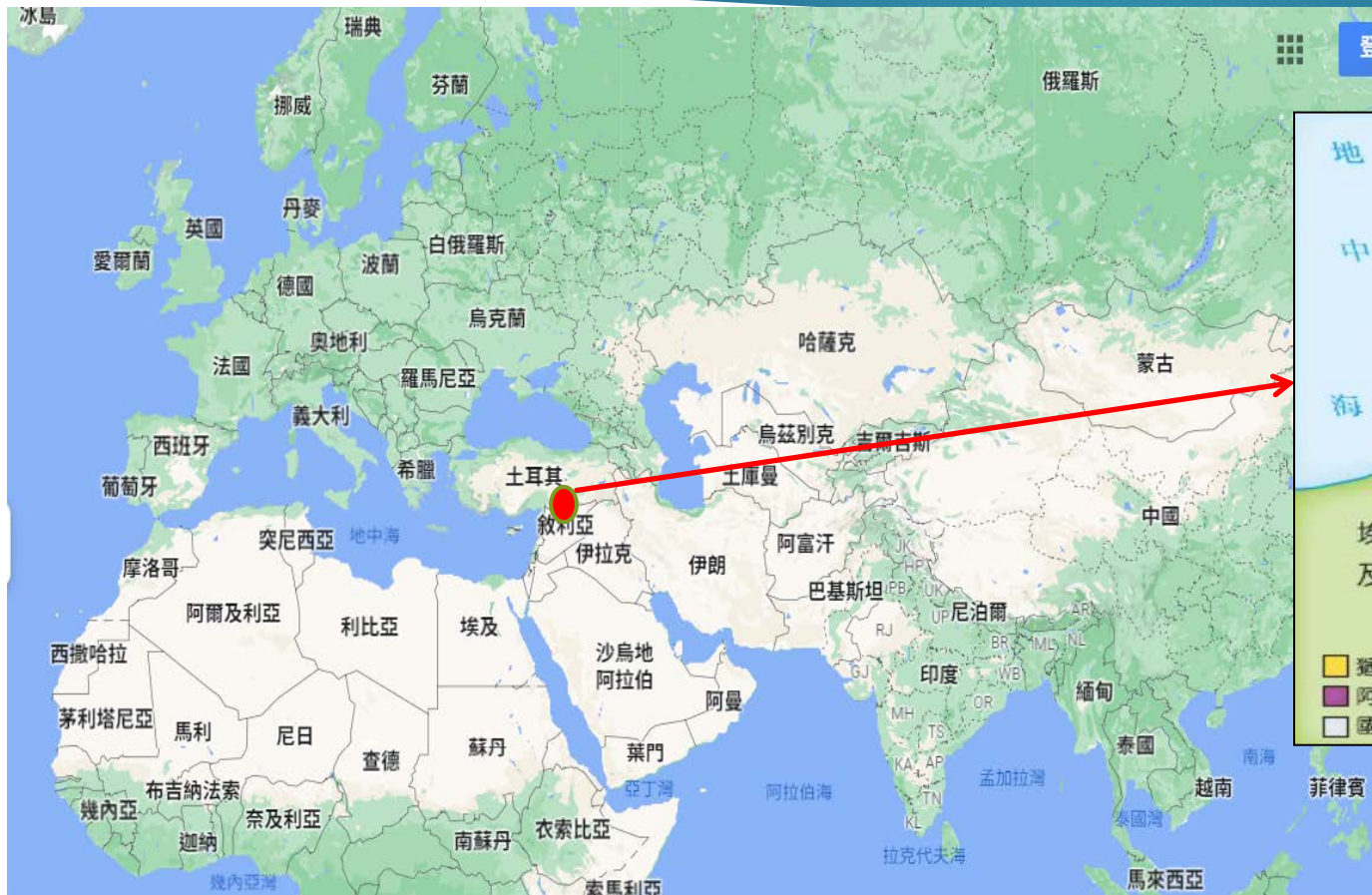
TAIWAN- USA FUEL CHARGE (TWD/KG)



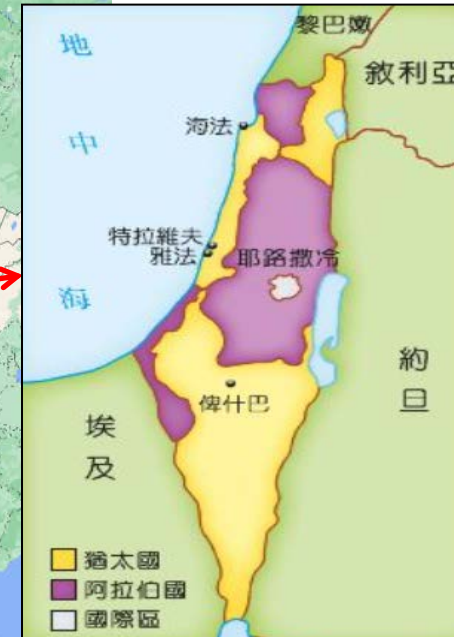
TAIWAN- USA FEIGHT CHARGE (TWD/KG)



AIR FREIGHT MARKET STATUS



ISRAEL

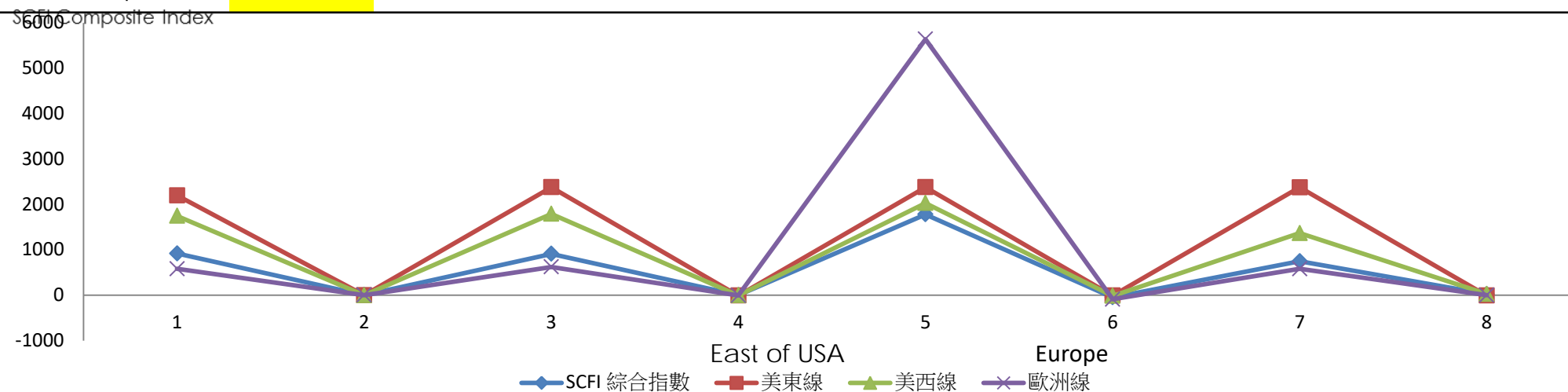


The Impact of the Israeli-Palestinian conflict on air cargo:

- ◆ China Airlines' flights to Europe and the United States and El Al Airlines' normal passenger and cargo flights take off and land with air force escort. "Tel Aviv Airport" and "Haifa Terminal" flights and ships not affected. The war is controlled in "Gaza" and Israel's southwest coast (Mediterranean Sea), all supplies are embargoed in Gaza.
- ◆ In China, some flights of Turkish Airlines, Hainan Airlines, and Cathay Pacific Airways are cancelled.
- ◆ International oil prices risen.

OCEAN FREIGHT MARKET STATUS

SCFI	2023/10/20	Compare to last week%	2023/9/22	Compare to last month %	2022/10/21	Compare to same time last year %	2019/10/18 Before Pandemic	%
SCFI Composite Index	917.66	2.93	911.71	0.65	1,778.69	-48.41	746.63	22.91
East of USA	2,198	-1.43	2,377	-7.53	2,379	-7.61	2,374	-7.41
West of USA	1,746	0.63	1,790	-2.46	2,029	-13.95	1,368	27.63
Europe	581	3.38	623	-6.74	5,639	-89.7	580	0.17

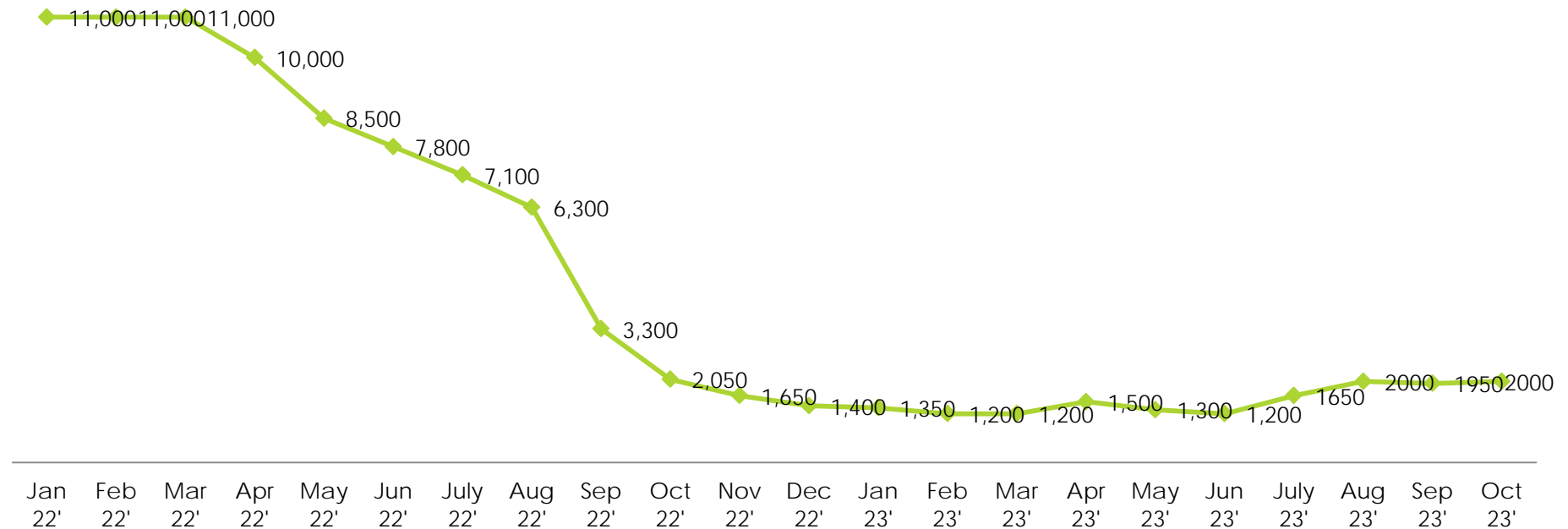


SCFI Composite Index

West of USA

OCEAN FREIGHT: MARKET PRICE (ASIA TO WEST OF USA)

ASIA to WSET OF USA (40') FRIEGHT CHARGE (USD)



OCEAN FREIGHT MARKET ANALYSIS

Freight in the S.W. USA reduced and combined, prices remained high. Demand in the E. USA dropped sharply. Coupled with union actions, freight are close to those in the southwestern USA.

Major alliances in the southwest US have combined or reduced flights to stabilize freight rates. Sharp decline in demand in the East United States, unabated flight supply, and the increase in space of non-alliance shipping companies are the main reasons for the decrease in freight rates. The settlement of the labor contract at the West U.S. terminal and the divergence of the labor contract in the East of U.S. may also lead to some cargo return to the West,.

New ships have been added to the European line, making it difficult to move ships or routes, and a new operating model has been created where supply exceeds demand.

Unwilling to be in the dilemma of losing money for a long time, Maersk took the lead on August 01 and drastically reduced flights, so that the freight rate increased by Usd500-700/FEU at one point. Although the increase in September will be exhausted or even lower than the price increase level, At least the supply exceeds demand. On 11/01 European merchant Hubrod also followed the same method and there will be an increase of Usd600-800. If successful, the shipping company will follow this model to increase prices in order to survive.

In response to the EU 2024 Carbon Emissions Trading Scheme (ETS), shipping companies actuarially calculate carbon tax and pass the on to users.

The European Union will launch the Carbon Emissions Trading Scheme (EU ETS) on 2024/01/01. In principle, this scheme will cause shipping companies to add another surcharge, hoping this surcharge will cover their emissions in the EU. The cost of purchasing carbon emission allowances (carbon tax) for domestic flights and flights to and from the EU. Each shipping company has actuarially calculated this cost, but due to different tonnage and distance of the ship, different carbon emission costs will occur. Therefore, there will be different EUA (carbon tax per metric ton). Of course, this cost will be passed on to users.

DIRECTIONS ON OPERATION AND STRATEGIES



OPERATION DIRECTIONS-- ALL-ROUND LOGISTICS PROVIDER



Diversified Products

International Air/Ocean Shipping
Mode
Warehouse Logistics
Express, professional customs
declaration
Integrated all-round

Service Network

Deeply cultivated in the three
places on both sides of the strait
and the United States
Actively expand the ASEAN market
Developing India
Adding flights to New Zealand,
Australia and Canada

Customer Relations

Stable cooperation with well-
known electronic manufacturers at
home and abroad
Flexible solutions to assist small
and medium-sized enterprises
Air freight advantage
Delivery time improves
competitiveness

STRATEGIES ADDING DOMESTIC AND OVERSEAS WAREHOUSES



- ◆ Self-built 130,000 sq. ft. Overseas logistics warehouse in Texas, USA
- ◆ Set up Logistics Storage and Transportation Center near Taoyuan Aviation City, Taiwan

ESG PERFORMANCE



ESG FROM OVERSEAS OFFICES

- Launched from the Taiwan head office in 2020 and promoted to overseas subsidiaries, Soonest Hong Kong clean up beaches and participate in tree planting activities. Soonest Group works together for social welfare.

111 年 11 月新界東北



111 年 12 月南區瀑布灣



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1. 獲頒香港航空 2022 年度最佳銷售代理獎
 2. 與中華航空簽訂 2023 年度集團 RIA 合約
 3. 捷迅香港榮獲美國安富利頒發傑出供應商獎
 4. 捷迅香港獲頒中華航空 2022 年度千萬美金業績優質代理商
 5. 捷迅香港獲頒香港貨運航空 2022 年度貨量銷售獎
 6. 捷迅香港獲頒長榮航空 2022 年度貨量銷售獎
 7. 捷迅香港與國泰航空簽訂 2022 年香港至台北線包機 (共計 189 班)
 8. 捷迅香港與長榮航空簽訂 2022 年香港至台北線包機 (共計 124 班)
 9. 捷迅香港與香港貨運航空簽訂 2022 年度香港至台北線貨機包機 (共計 23 班)
 10. 捷迅中國獲頒中華航空 2022 年度佰萬美金大獎
 11. 捷迅中國獲頒上海長榮航空 2022 年度績優貨運代理
 12. 捷迅中國獲頒上海長榮航空 2022 年桂冠獎
 13. 捷迅中國獲頒中國國際貨運航空有限公司 2022 年度優質供應商
 14. 榮獲天下 2000 大倉儲運輸業營收第 11 名，服務業營收第 260 名。

- Rankings of the 2022 Top 2000 Service Industries by Commonwealth Magazine
- 1) Ranks 11th in terms of revenue in the warehousing and transportation industry
 - 2) Ranked 260th in term of revenue in the national service industry
 - 3) Ranked 208th in the after-tax net profit of the national service industry
 - 4) Ranked 203rd in term of profitability in the national service industry
 - 5) Ranked 231st in term of revenue growth rate in the national service industry

THANK YOU





捷迅股份有限公司

Soonest Express Co., Ltd.

TEL: 87929897

海空運承攬 | 海空聯運 | 進出口報關 | 國際快遞

