

2643

SOONEST EXPRESS CO., LTD.

2023 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.

```
extern double StopLoss    =200; // SL for an opened order
extern double TakeProfit  =30; // TP for an opened order
extern int    Period_MA_1=11; // Period of MA 1
extern int    Period_MA_2=31; // Period of MA 2
extern double Distance    =20.0; // Distance between MAs
extern double Lots        =0.1; // Strictly set amount of lots
extern double Pips        =0.07; // Percent of free margin
```

■ 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



■ GLOBAL SERVICE



Worldwide Network

Over 6,270 agents
In 189 countries · 793 cities

■ SERVICES

INTEGRATED LOGISTICS



AIR FREIGHT
FORWARDING



CUSTOMS CLEARANCE



IN-LAND
TRANSPORTATION



OCEAN FREIGHT
FORWARDING



TRAN-
SHIPMENT/WAREHOUSE/
TRANSPORTATION



INTERNATIONAL
COURIOR

```
SL for an opened order
TP for an opened order
// Period of MA 1
// Period of MA 2
// Distance between MAs
// Strictly set amount of lots
// Percent of free margin
```

■ CPS 、 GLS 、 WMS System

Instant & Convenient Data accuracy

- Self-developed CPS 、 GLS 、 WMS systems
- Import/Export data with Excel
- Application Programming Interface (API)
 - Real-time screen monitoring
 - Online inquiry and ordering



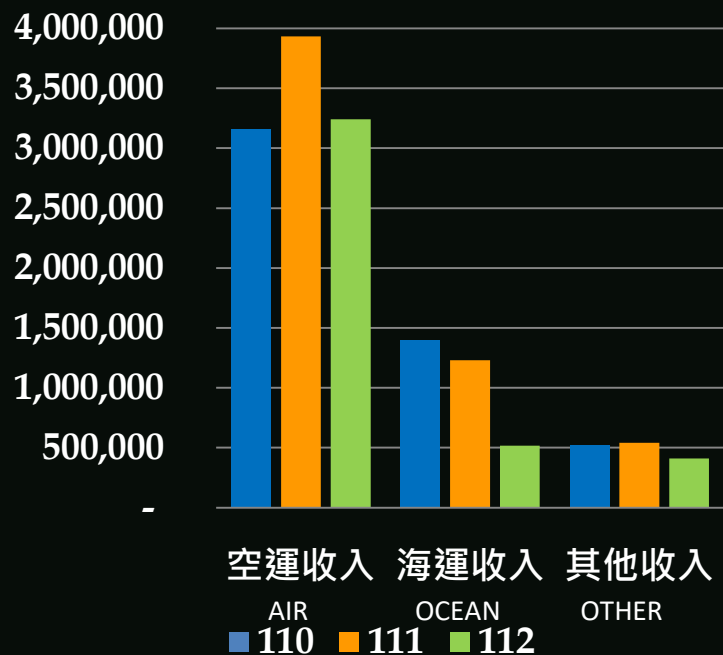
2023 PERFORMANCE



```
// Refresh rates  
// Minimal number  
// Lot margin  
// Price of 1 lot  
// Lot is changed
```

```
extern double StopLoss = 200; // SL for an opened order  
extern double TakeProfit = 30; // TP for an opened order  
extern int Period_MA_1 = 11; // Period of MA 1  
extern int Period_MA_2 = 11; // Period of MA 2  
extern double Distance = 20.0; // Distance between MAs  
extern double Lots = 0.1; // Strictly set amount of lots  
extern double Pips = 0.07; // Percent of free margin
```

PERFORMANCE-CONSOLIDATED REVENUE



Revenue (Million)

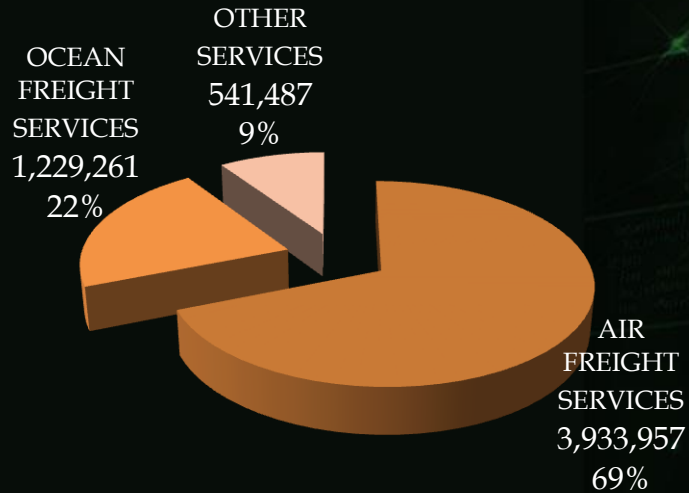
6,000
5,000
4,000
3,000
2,000
1,000
-



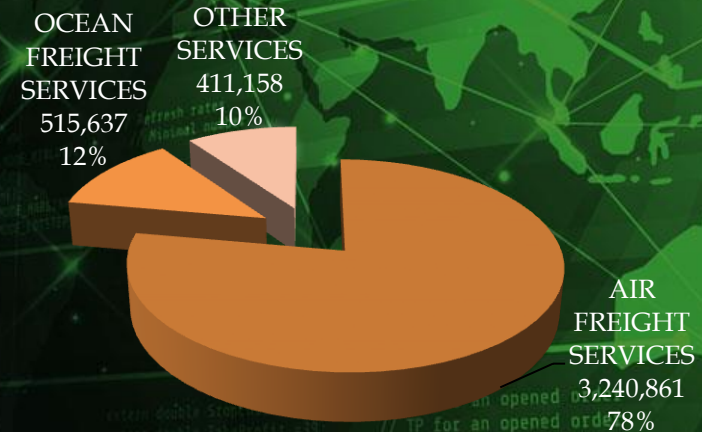
PRODUCT RATIO (REVENUE)

UNIT : THOUSAND

2022



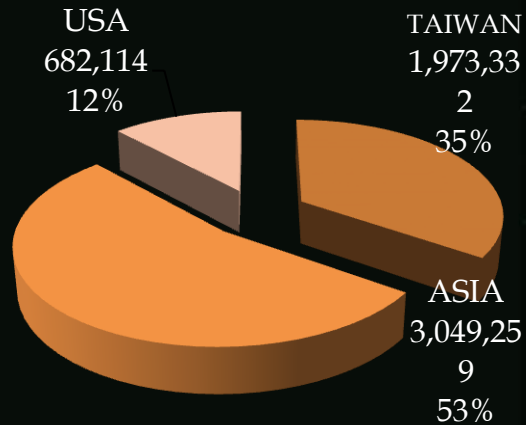
2023



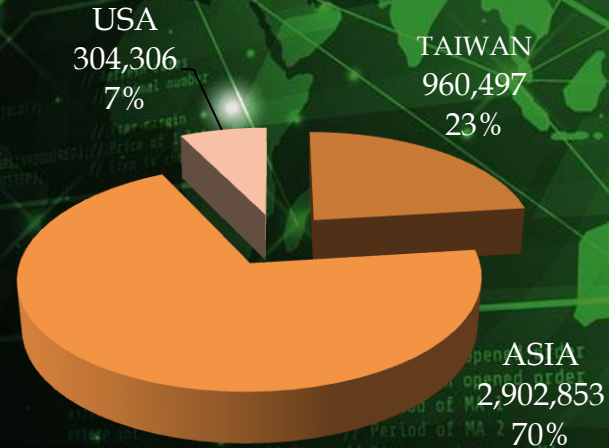
AREA RATIO (REVENUE)

UNIT : THOUSAND

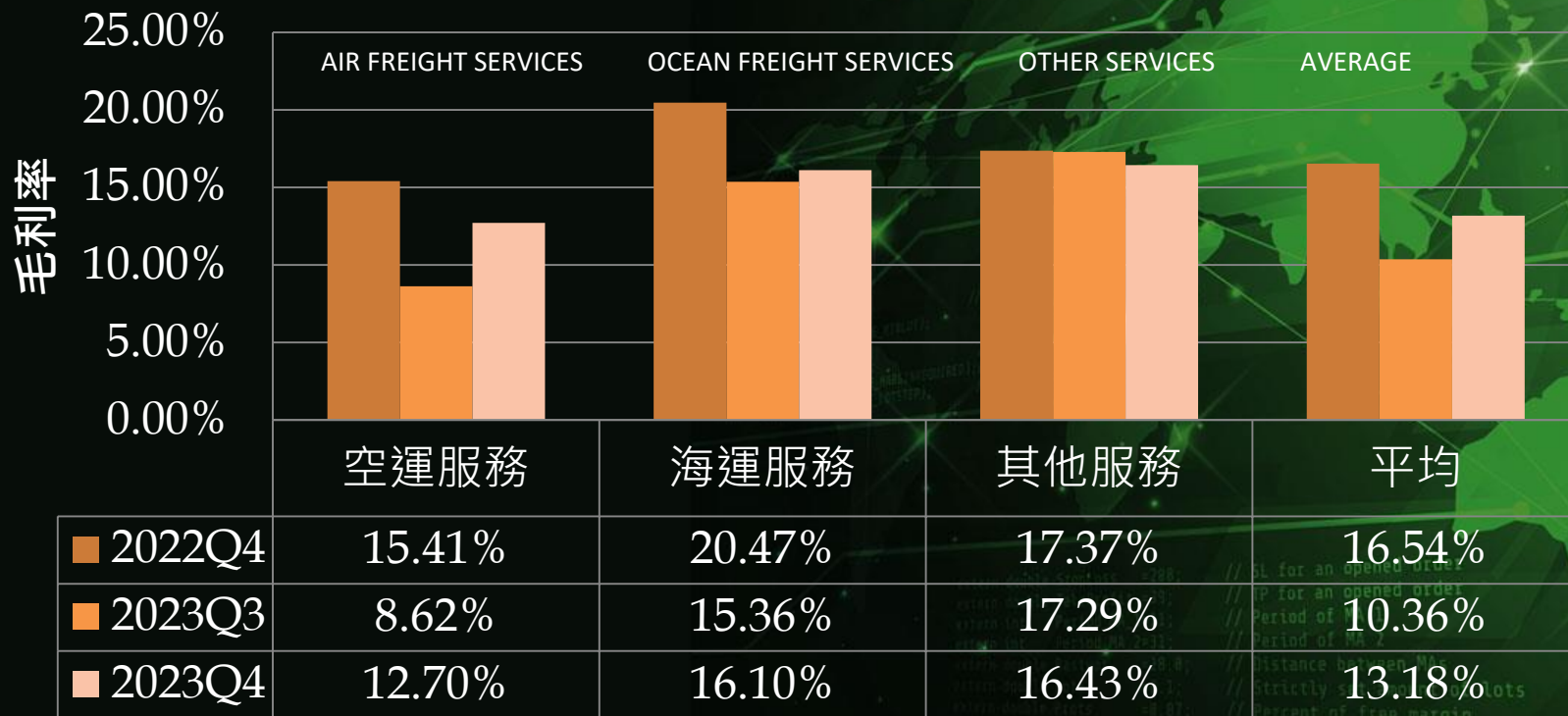
2022



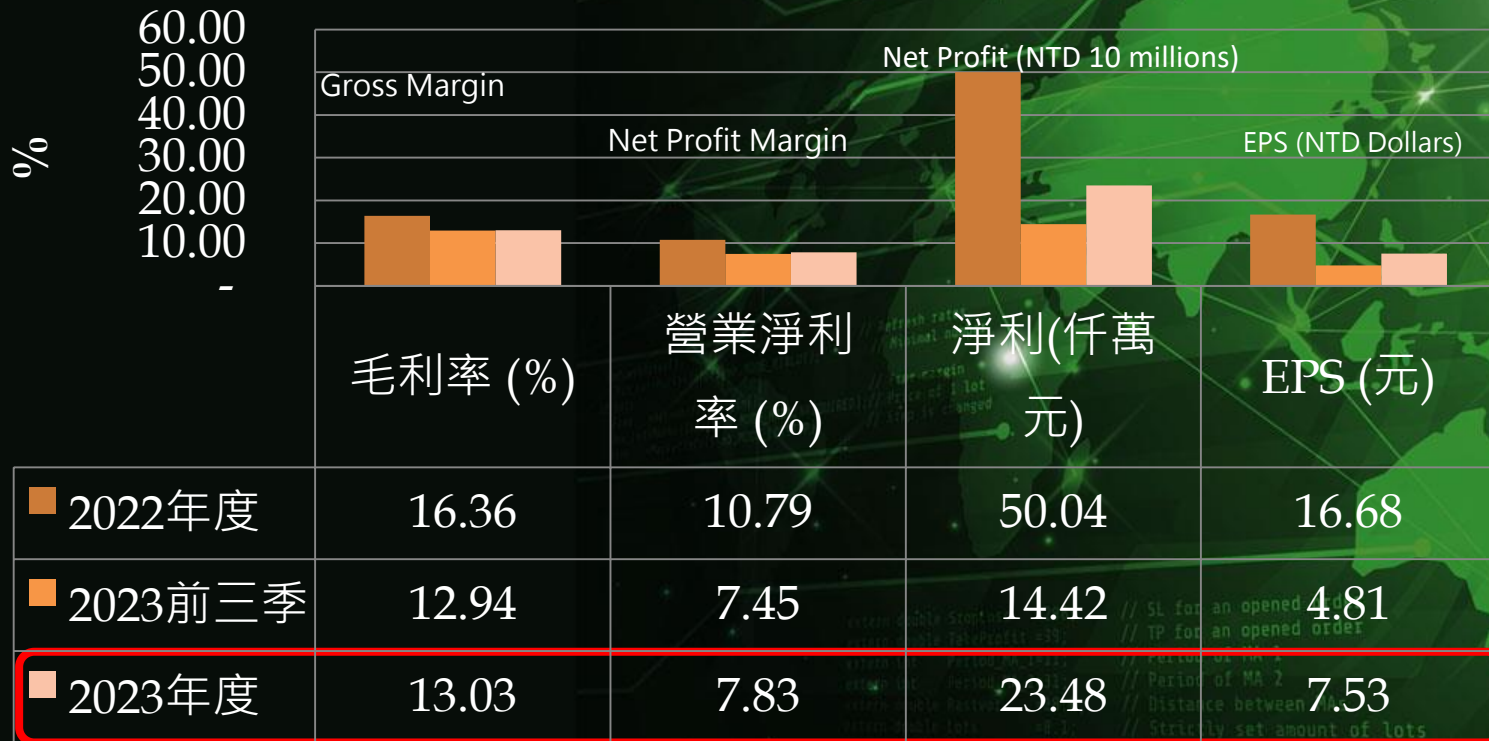
2023



PRODUCT GROSS MARGINS



OPERATING PERFORMANCE –VARIOUS RATIO



OPERATING PERFORMANCE

EPS



OPERATING PERFORMANCE

Categories			2021	2022	2023
Capital Structure	Debts Ratio	(%)	40.50	38.66	38.52
Liquidity	Current Ratio	(%)	255.57	280.23	282.86
Operating Performance	Average Collection Turnover	(TIMES)	6.05	5.68	3.37
Profitability	Return on Total Assets	(%)	17.11	23.04	8.79
	Return on Equity Attributable to Shareholders of the Parent	(%)	28.21	37.80	13.84
	Net Margin	(%)	5.75	8.77	5.63
	EPS	(NTD)	9.72	16.68	7.53

INTERNATIONAL MARKET STATUS & OUTLOOK



```
extern double StopLoss =200; // SL for an opened order
extern double TakeProfit =30; // TP for an opened order
extern int Period_MA_1=11; // Period of MA 1
extern int Period_MA_2=11; // Period of MA 2
extern double Distance =20.0; // Distance between MAs
extern double Lots =0.1; // Strictly set amount of lots
extern double Pips =0.07; // Percent of free margin
```

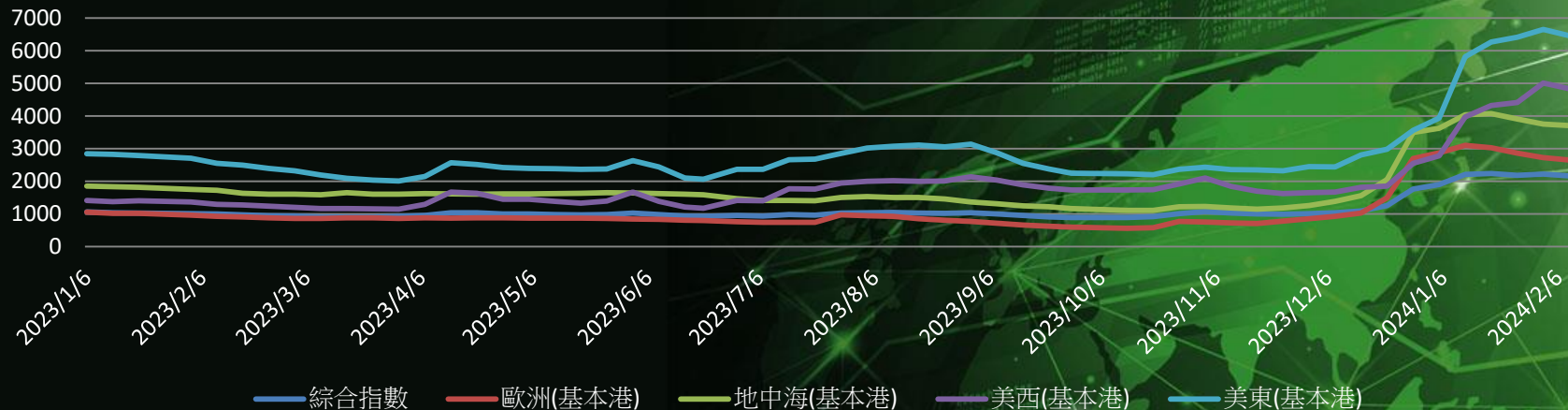
AIR FREIGHT CURRENT STATUS

- The air cargo volume of Taoyuan Airport in 2023 fell by 16.77% compare to 2022, and was -3.18% compared with 2019 before the epidemic.
- Taoyuan Airport maintain an average monthly total volume of 180,000 tons in 2023. Exports have the largest decline compared with last year (-21.27%), followed by postal services (-20.64%) and imports (-17.29%). Compared with 2019, the decline was 3%. Trans-shipment benefited from the domestic airlines' good fleet schedules and the flexibility of freighters, so it grew 8% more than before the pandemic.
- Although industrial inventories will return to normal in 2024, the U.S. Department of Transportation announced starting March 31, number of direct flights between China and the United States will be increased from current 66 flights on to 50 flights per week, which will expand the cargo space. However, there are still rooms for growth compare to 300 flights before the pandemic.



```
draw lot: period, MA 2=31; // Period of MA 2
width double bar1: =28.8; // Distance between MAs
width double lot: =8.1; // Strictly set amount of lots
width double lots: =8.07; // Percent of free margin
```

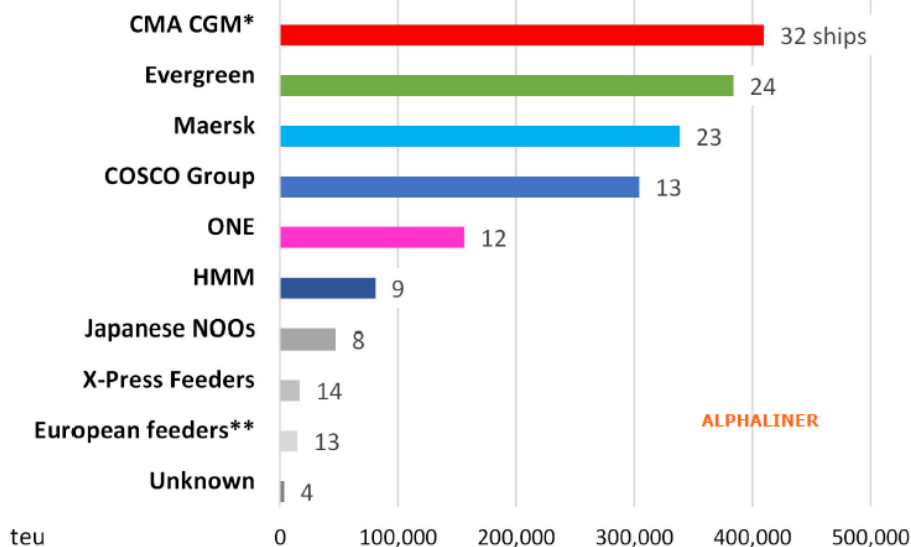

2023 ~ 2024 SCFI INDEX



- SCFI shows that the overall freight rate will return to pre-epidemic levels in 2023. It was not until the Red Sea crisis of the Israeli-Palestinian conflict in October that shipping companies increased additional costs by detouring around the Cape of Good Hope and freight rates rose sharply. Demand was strongest from mid-December to the Chinese Lunar New Year. Pushing up the composite index from a low of less than 900 points in 2023 to over 2,200 points in mid-January 2024.
- There is pressure to add new container ships, and the future global economic outlook is still uncertain. According to Alphaliner's latest shipping market supply and demand growth forecast, shipping capacity supply will grow by 9.1% in 2024, and demand will grow by 2.2%. There will be a clear imbalance between container supply and demand next year.
- The Red Sea War is still a decisive factor in the shipping company's revenue performance in 2024. As long as it circumvents the Cape of Good Hope, fleet demand will increase and freight rates will be maintained at a high level. Otherwise, freight rates will fall sharply.
- Reducing capacity and supply is the most direct and effective way to maintain freight rates. After making great profits in recent years, container ship operators no longer follow the old path of price-cutting competition, and reducing shifts is expected to support freight rates.
- The cargo volume decreased after the Lantern Festival, freight rates could not be supported from February to March. The SCFI index has fallen below 2,000 points in recent days.

OCEAN FREIGHT STATUS

Orderbook of methanol dual-fuel ships by carrier



Source: Alphaliner database (excluding methanol-ready orders)

*CMA CGM figures include 8 x 9,200 teu ships which might sail on LNG

**Orders for Unifeeder, NCL, A2B and Zephyr & Boree

- The orderbook for methanol dual-fuel ships totals 152 units for a combined capacity of 1.75 Mteu
- Already six top-10 carriers have methanol-powered ships on order
- Methanol dual-fuel ships account for 81.5% of all new orders in H2 of 2023 and beginning of 2024

DIRECTIONS ON OPERATION AND STRATEGIES



```
// SL for an opened order
// TP for an opened order
// Period of MA 1
// Period of MA 2
// Distance between MAs
// Strictly set amount of lots
// Percent of free margin
```

```
// Refresh rates
// Minimal number
// Free margin
// Price of 1 lot
// Step it changed
```

```
extern double StopLoss =200; // SL for an opened order
extern double TakeProfit =30; // TP for an opened order
extern int Period_MA_1=11; // Period of MA 1
extern int Period_MA_2=11; // Period of MA 2
extern double Distance =20; // Distance between MAs
extern double Lots =0.1; // Strictly set amount of lots
extern double Pairs =0.07; // Percent of free margin
```

LOGISTICS EXPANSION PROGRESS-- NEW OVERSEAS & LOCAL WAREHOUSE



Dallas



Taiwan

- ◆ To build a 130,000-square-foot bonded logistics warehouse in Texas, USA at the end of 2024.
- ◆ International Logistics warehouse was established in Taoyuan Aviation City, Taiwan in July 2023.

```
// SL for an opened order
// TP for an opened order
// Period of MA 1
// Period of MA 2
// Distance between MAs
// Strictly set amount of lots
// Percent of free margin
```


OPERATIONAL DIRECTION

ALL-ROUND LOGISTICS PROVIDER



Diverse Products

International air and sea transportation modes.
Warehousing and logistics, cross-border e-commerce.
Railway transportation, integrated planning.

Service Network

Deeply cultivated in cross-strait, Europe and the United States.
Steady development of the ASEAN market
Actively deploy in India and Vietnam
Adding Canadian routes

Customer Relations

Stable cooperation with well-known domestic and foreign manufacturers of notebooks, smart phones, PC game, semiconductors, AI servers, electric vehicles, etc.

STRATEGIES





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

公司網址: www.soonest.com