



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 held responsible for any changes or updates on these views.

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Company Profile



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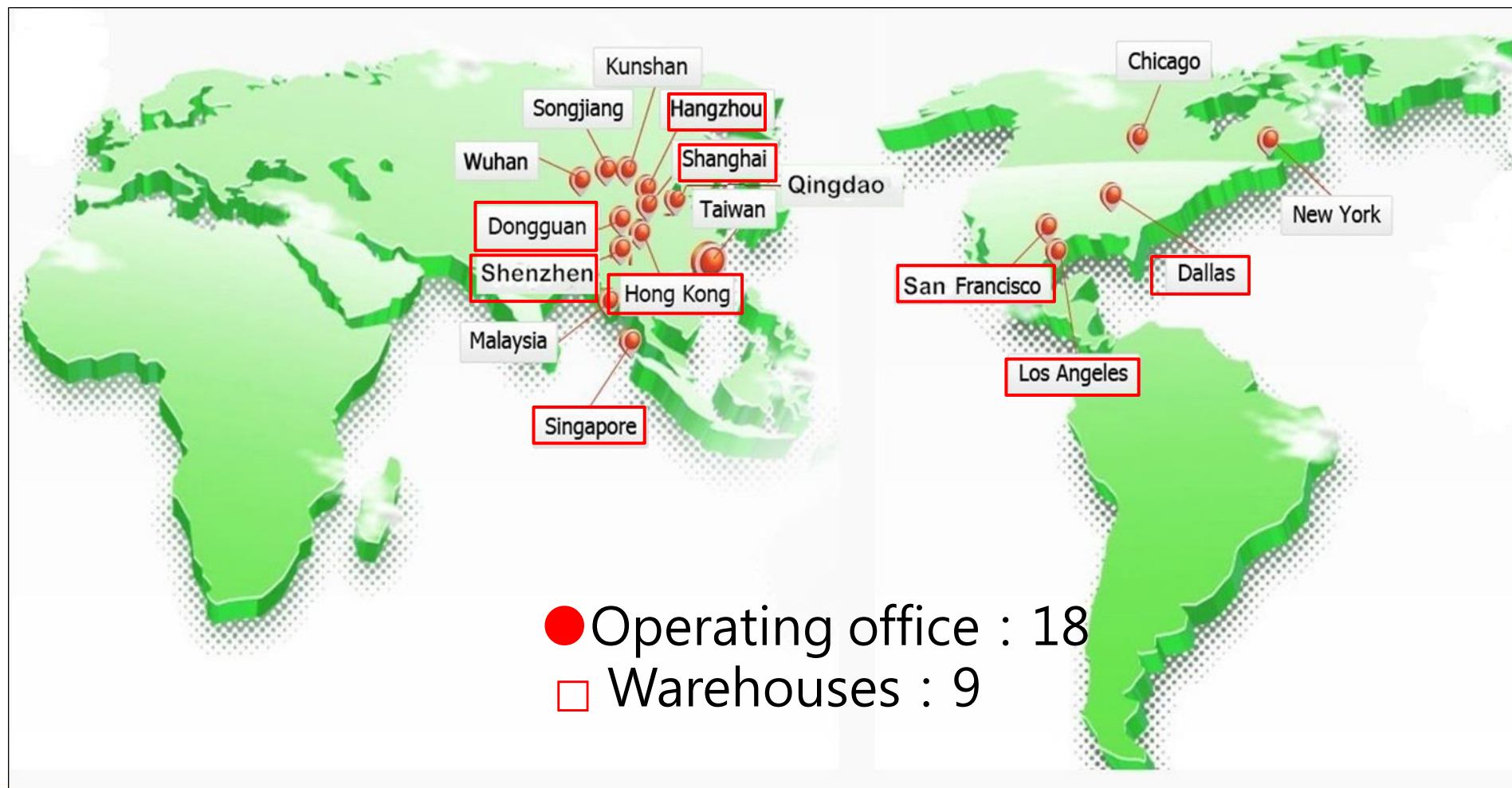
Established	Feb. 13, 1984	Stock code : 2643
IPO	Mar. 4, 2016	
Chairman	C. M. Ku	
General Manager	Kang Y. Sun	
Capital Investment	NTD 262,300,000	
Address	4F, No. 34, Rui Guang Rd., Taipei 114, Taiwan.	
Services	Integrated Logistics: Air/ Ocean Freight Forwarding 、 Customs Declaration 、 Warehouses 、 Transportation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



Worldwide Network



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Services (Ocean /Land/Air)



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Custom
Declaration

Air/Ocean
Freight
Forwarding

Warehouse/ Trans-
shipment
Distribution
Center

E-Commerce
Service

Integrated Logistics
Becoming Best Logistics Solutions
Provider for our Customers



2018 Performance

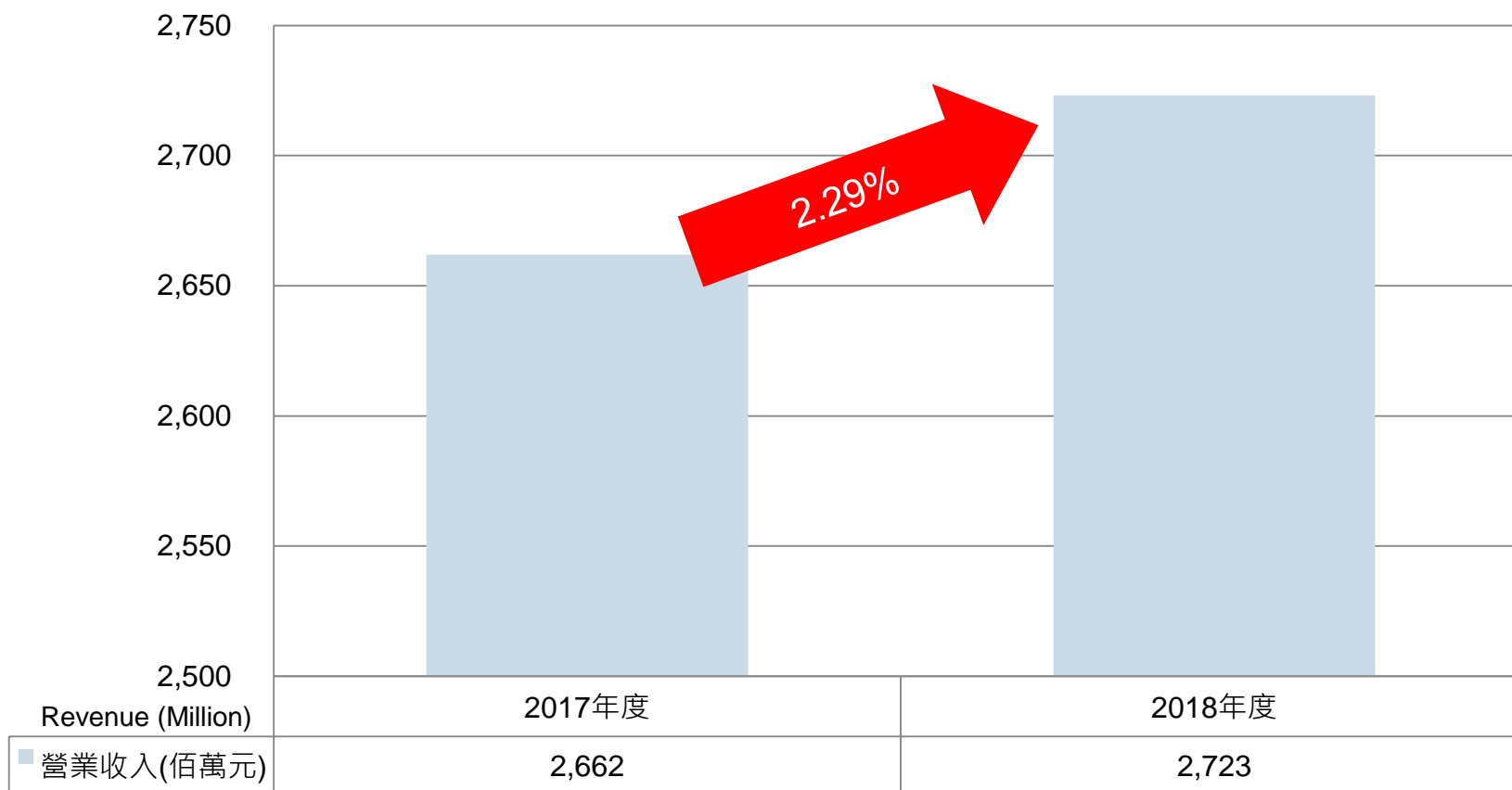


Consolidated Revenue



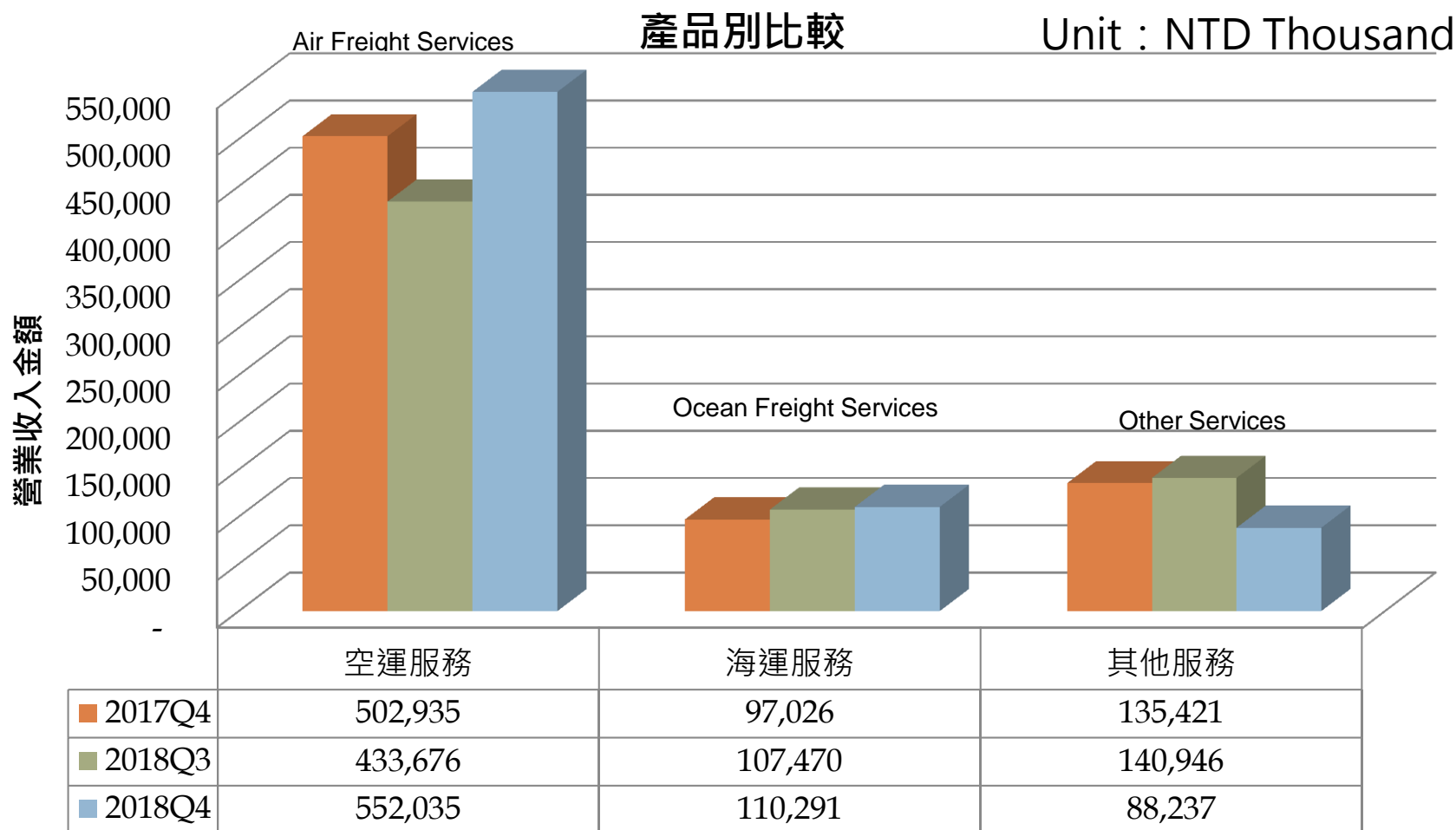
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Revenue (Million)



Product Revenue

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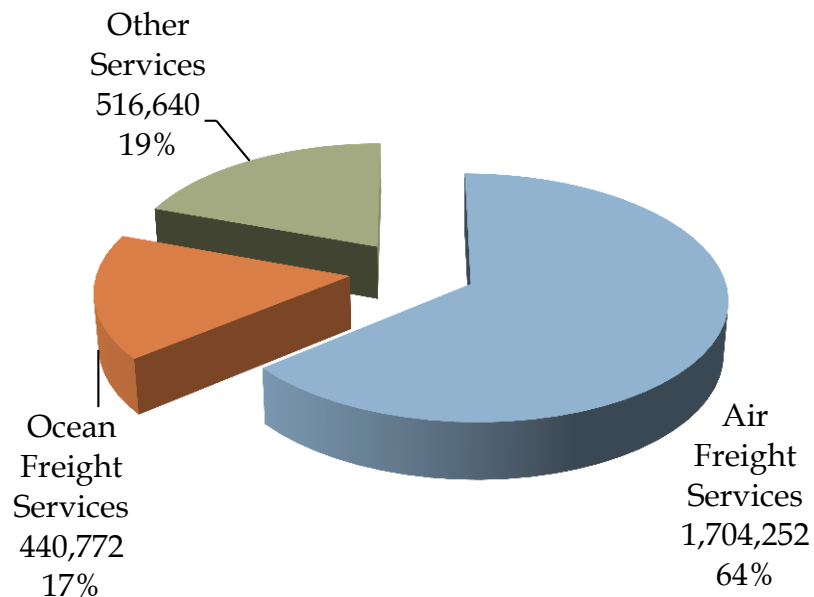
Product Ratio (Revenue)



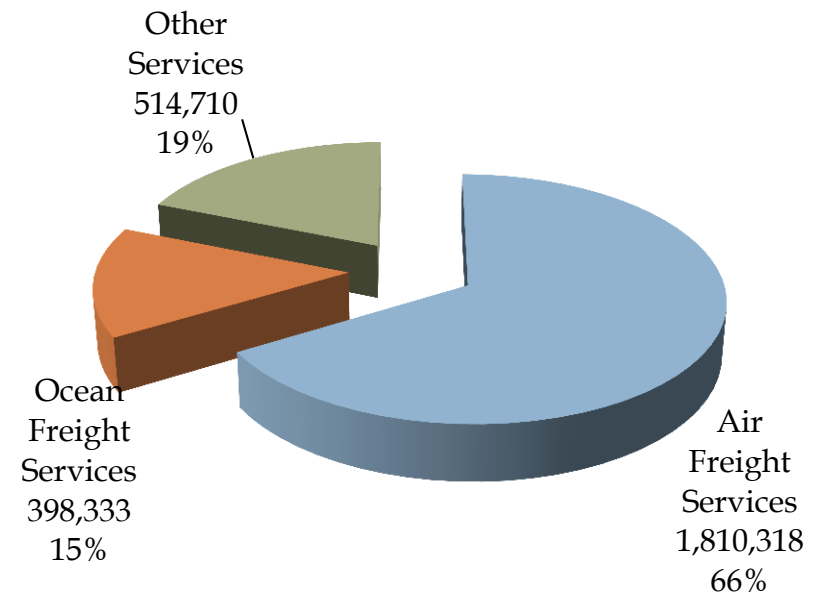
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Unit : NTD Thousand

2017



2018



Air Freight Services: ↑ 2% · Ocean Freight Services: ↓ 2%



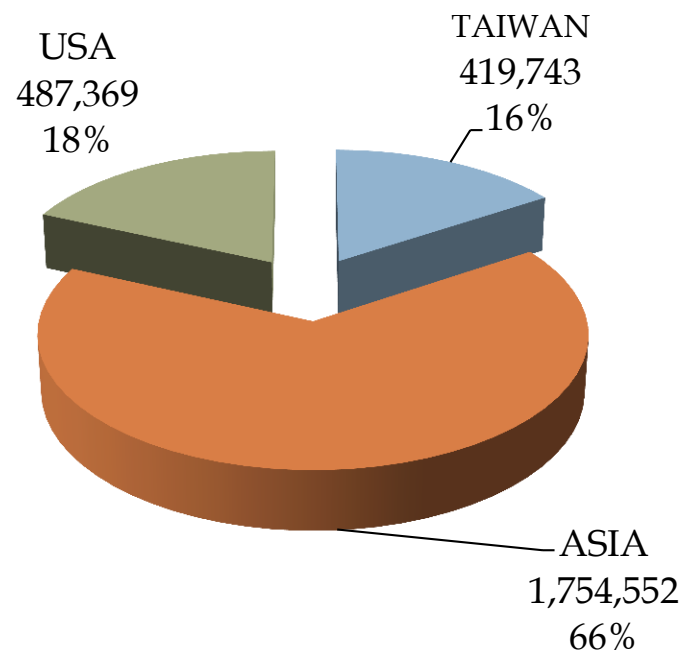
Area Ratio (Revenue)



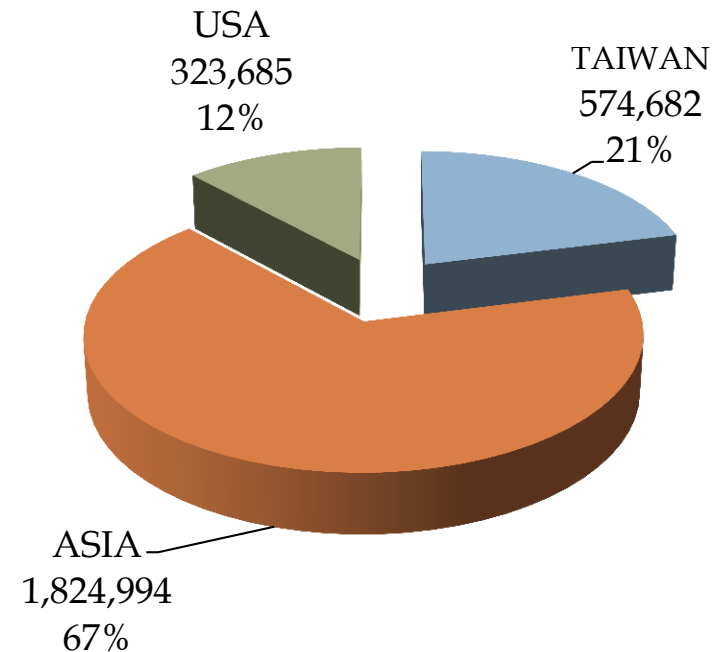
11

Unit : NTD Thousand

2017



2018

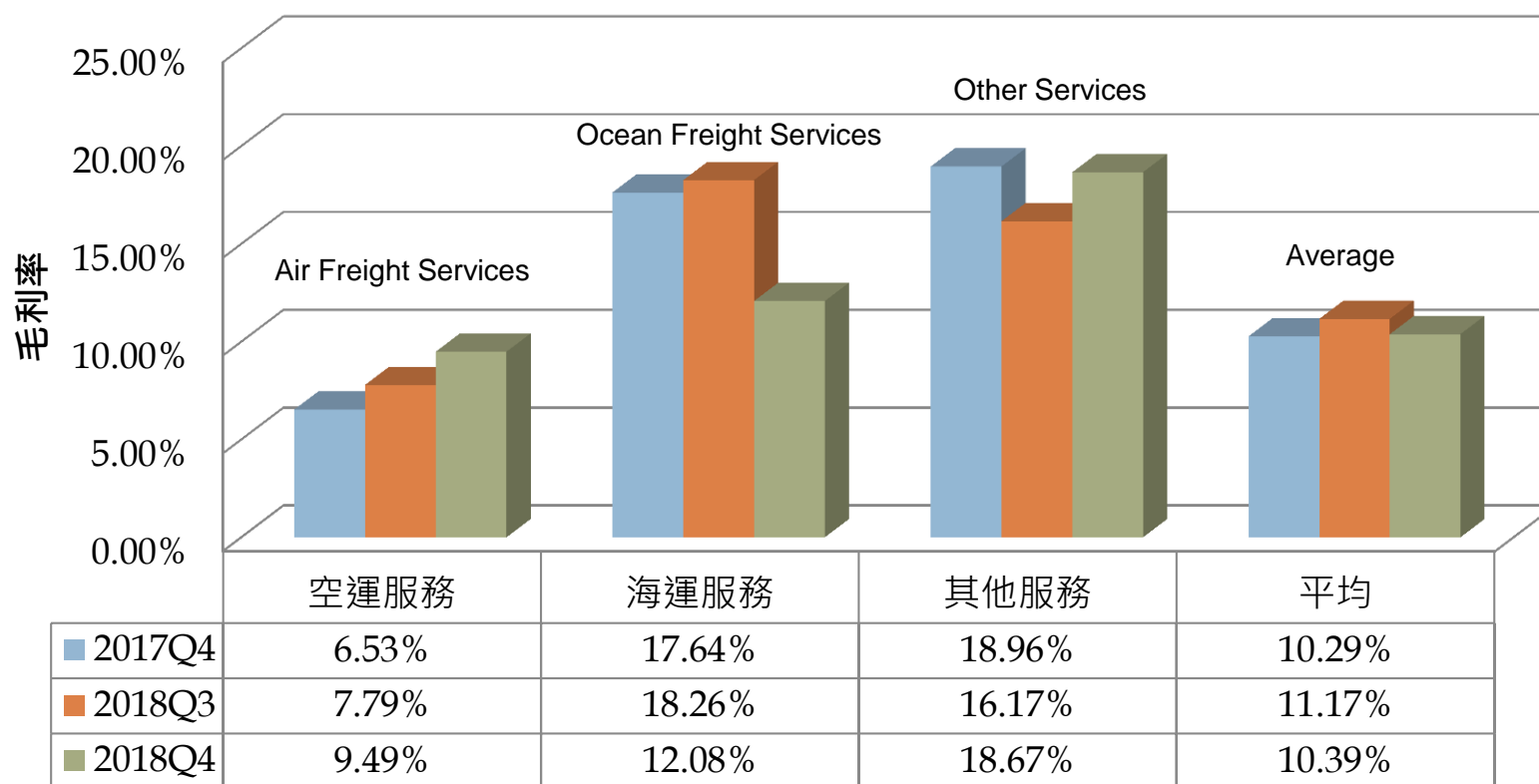


Product Gross Margin



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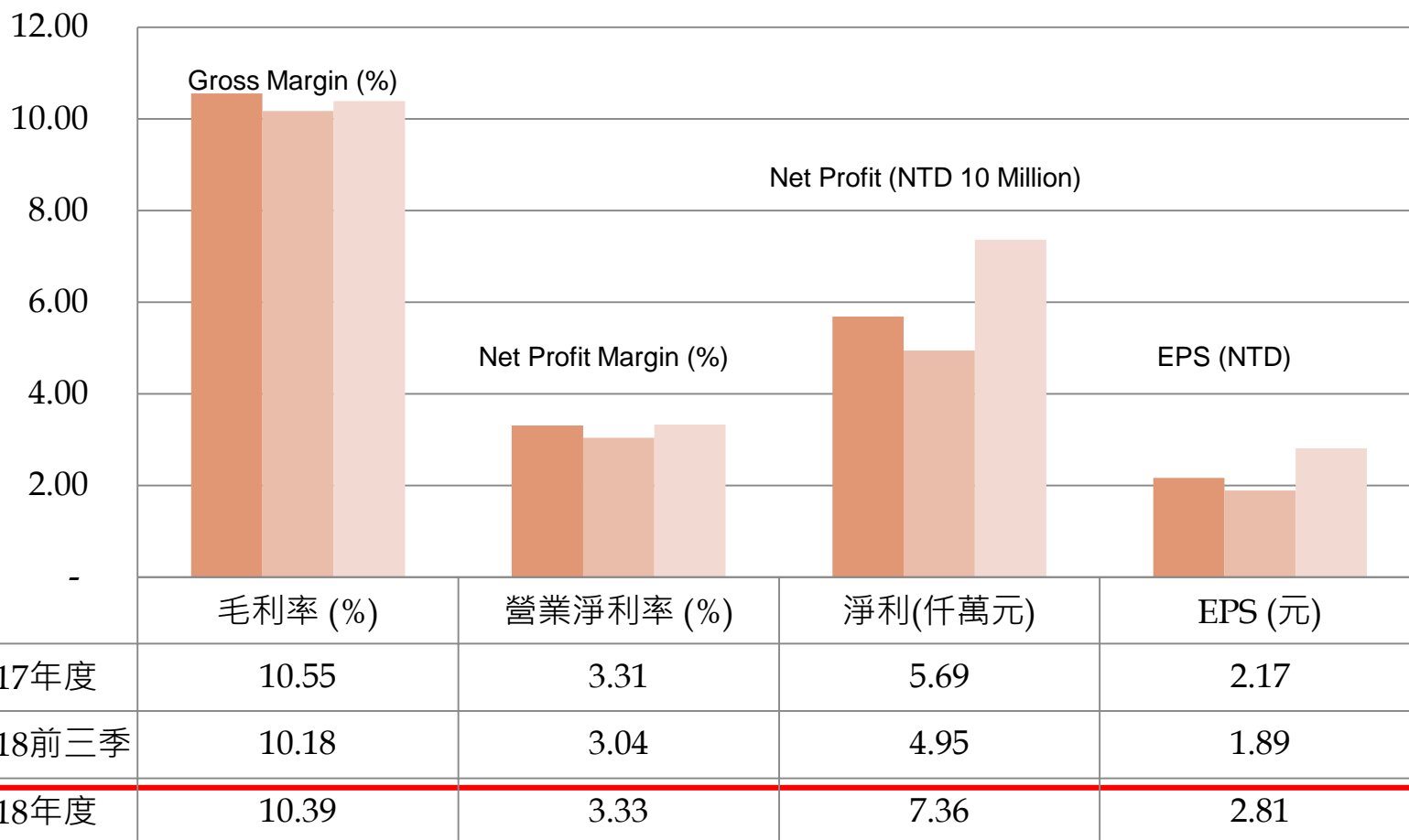
毛利率(%)



Operating Performance -Various Ratio



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Operating Performance



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Categorieis		2016	2017	2018
Capital Structure	Debts Ratio (%)	40.30	45.56	43.84
Liquidity	Current Ratio (%)	259.72	234.72	234.53
Operating Performance	Average Collection Turnover (Times)	5.41	5.32	5.15
Profitability	Return on Total Assets (%)	13.11	5.26	6.66
	Return on Equity attributable to Shareholders of the Parent (%)	24.37	9.12	11.85
	Net Margin (%)	4.74	2.14	2.70
	EPS (NTD)	5.27	2.17	2.81

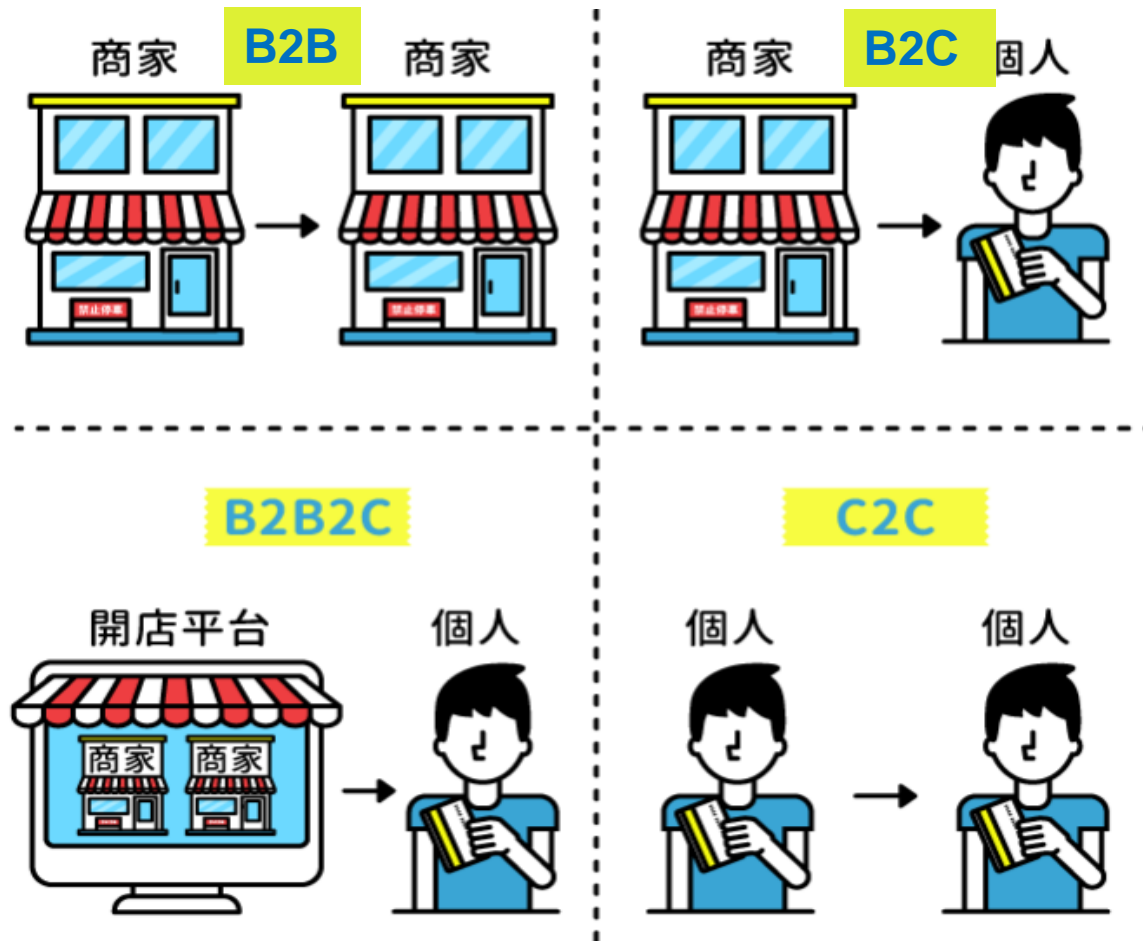


E-Commerce and Logistics



E-Commerce Modes

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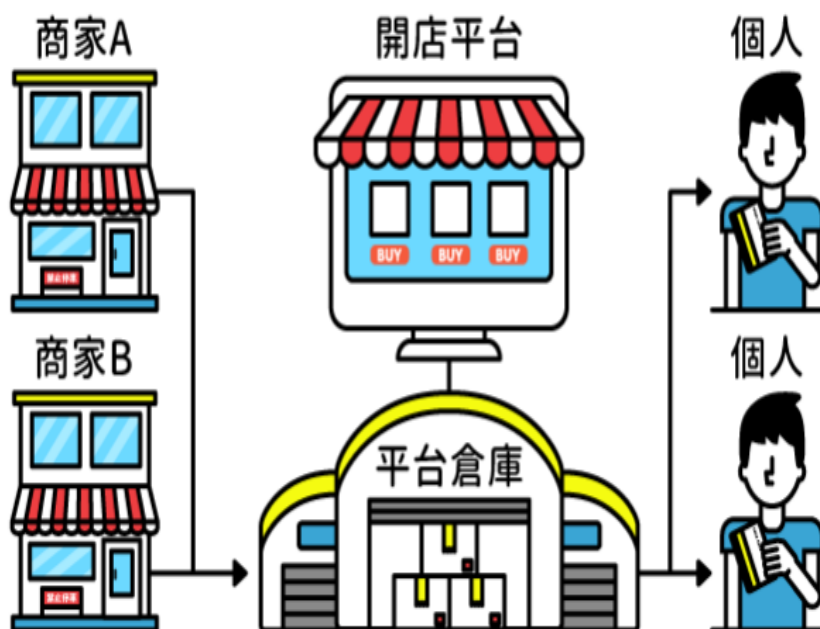


Logistics Flows

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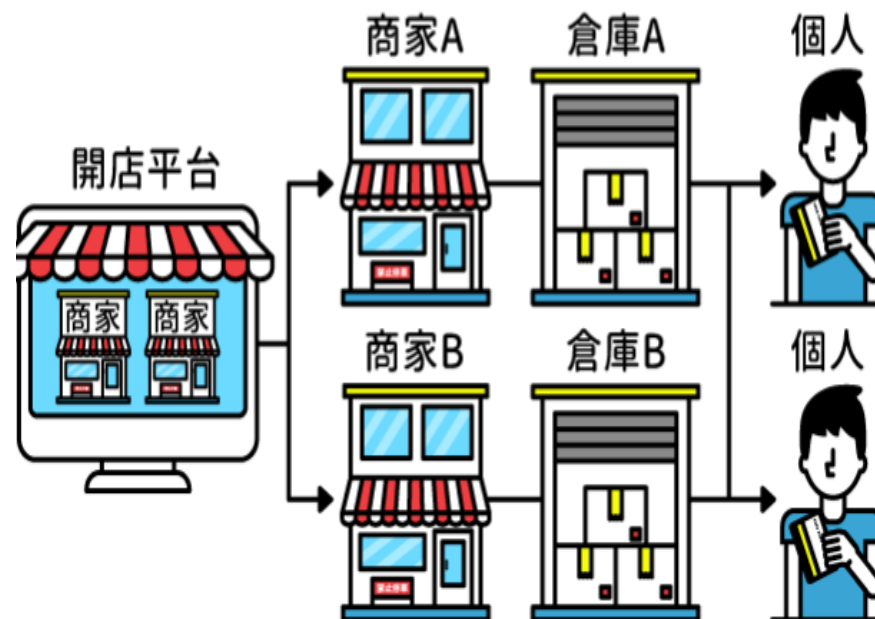
B2C

業者透過自身倉庫出貨



B2B2C

業者藉由各商家的倉庫出貨



O2O (Online to Offline)



Three Major Developments



Three Major Developments

SOONEST
EXPRESS CO., LTD.



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1. Cross-Border Trans-shipment Delivery

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

2. Overseas Fulfillment Center

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

3. Last Mile

B2B, B2C, C2B, C2C,
Online to offline



1) Cross-Border Parcel Transit



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- Taiwan has the advantages on handling trans-shipments from China to all over the world.
- Handling 60,000-80,000 parcels daily (in approx. 600-800 bags). Increase in-and-out volume of the cargo terminal.



Changing on the Cargo

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***Current Service**

***New Service**



Parts from Business
or Corporation



Personal E-Commerce goods



70% Cross Border E-commerce Using Government Postal Services



Advantages:

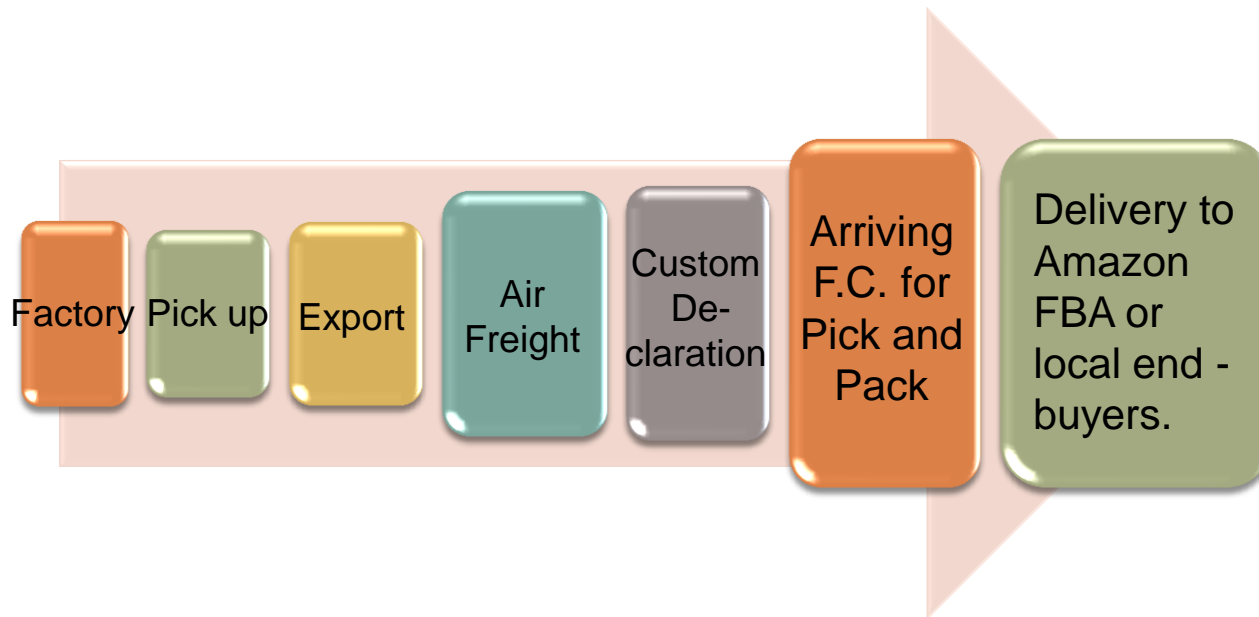
- Low Price
- Easier Custom Clearance
- Global Networks



2) USA Fulfillment Center - TAIWAN-USA One Stop Service



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Warehouse in L.A.



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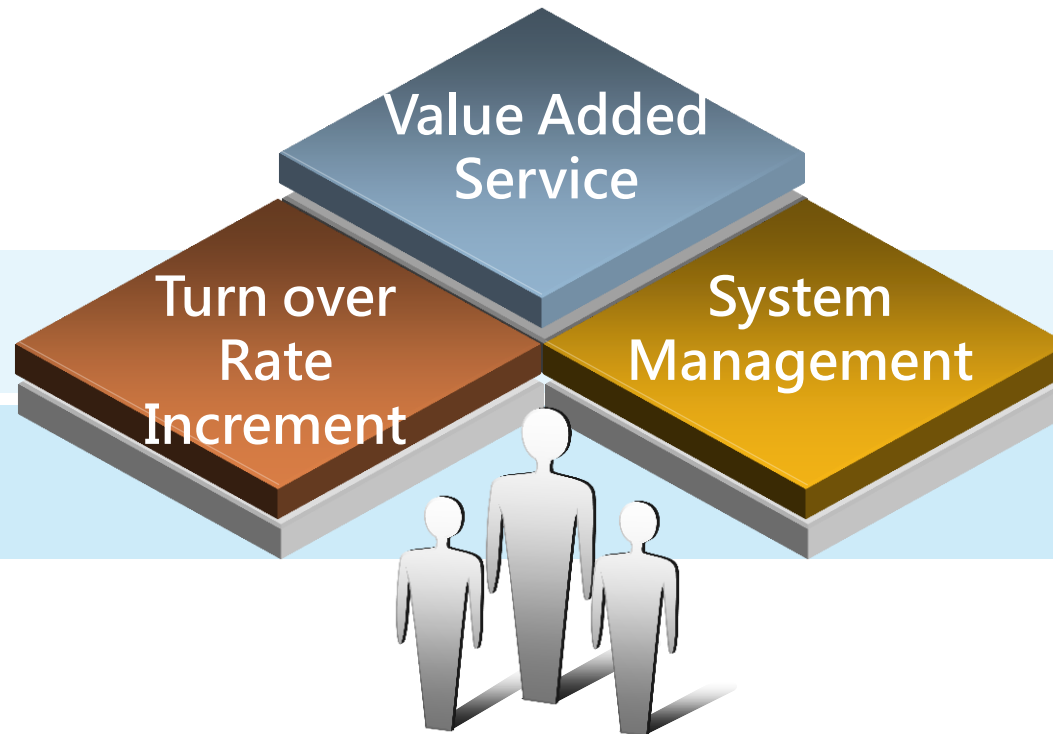


Hong Kong Logistics Hub

– INCREASE PROFIT MARGIN



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



3) International Parcel Last Mile Delivery



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Support IOS / ANDRIOD
Self-Developed Real
time Track
& Trace System (LMS)



Future Development

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Guaranteed
sufficient
cargo
space and
competitive
prices

World-wide
services
networks

Efficient
Fulfillment
centers
establish-
ment

Real-time
track and
trace services



Q & A

