



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 condition and the business prospects may be different from these forecast due to various reasons beyond the company' s control.
- The prospects in this presentation only reflect the company' s view for the future to date. The company will not be hold responsible for any changes or updates on these views.

Company Profile



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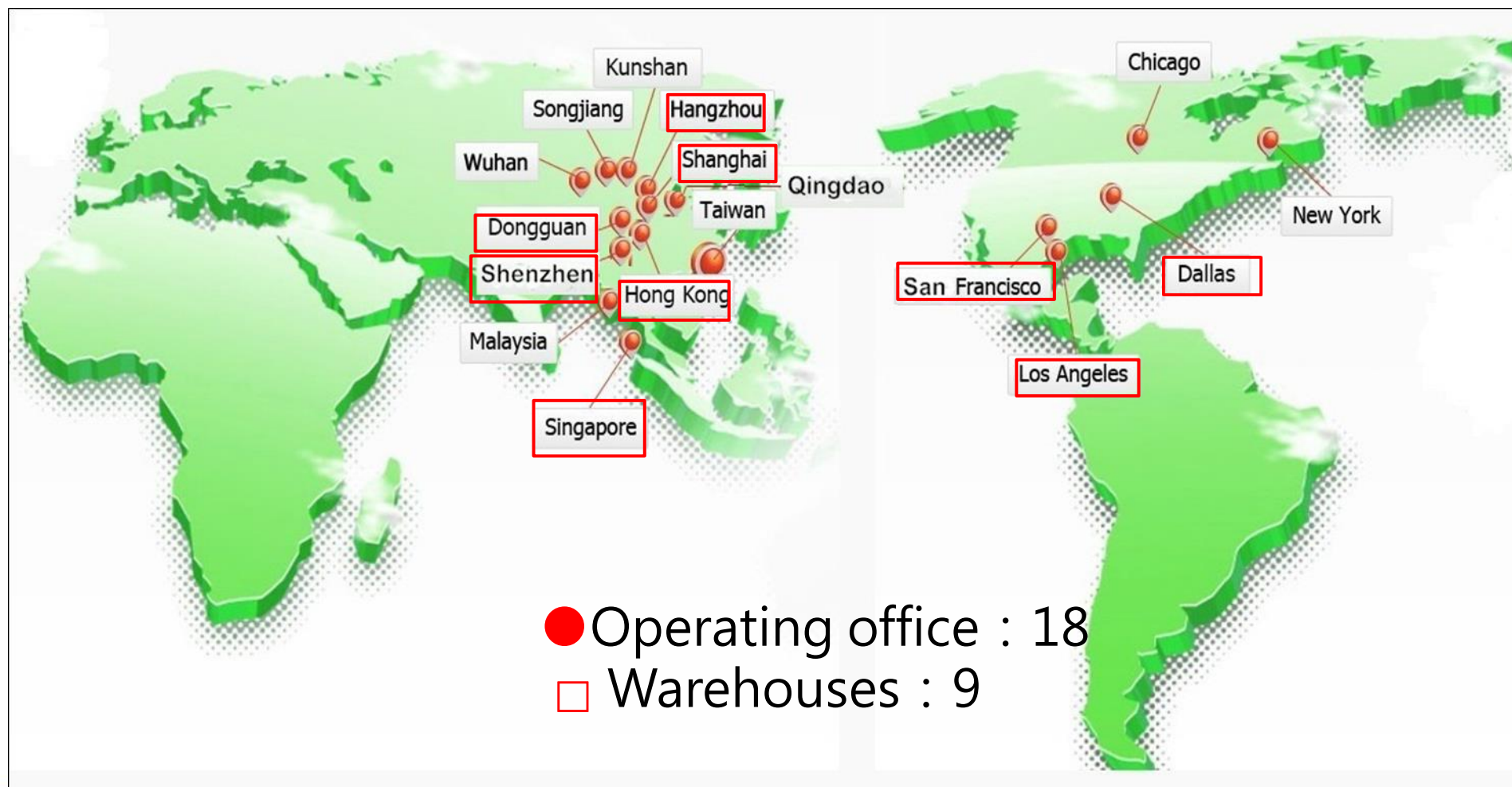
Established	Feb. 13, 1984	Stock code : 2643
IPO	Mar. 4, 2016	
Chairman	C. M. Ku	
General Manager	Kang Y. Sun	
Capital Investment	NTD 262,300,000	
Address	4F, No. 34, Rui Guang Rd., Taipei 114, Taiwan.	
Services	Integrated Logistics: Air/ Ocean Freight Forwarding 、 Customs Declaration 、 Warehouses 、 Transportation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



Worldwide Network



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Services (Ocean /Land/Air)

SOONEST
EXPRESS CO., LTD.



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



2017 Q1-Q3 Performance



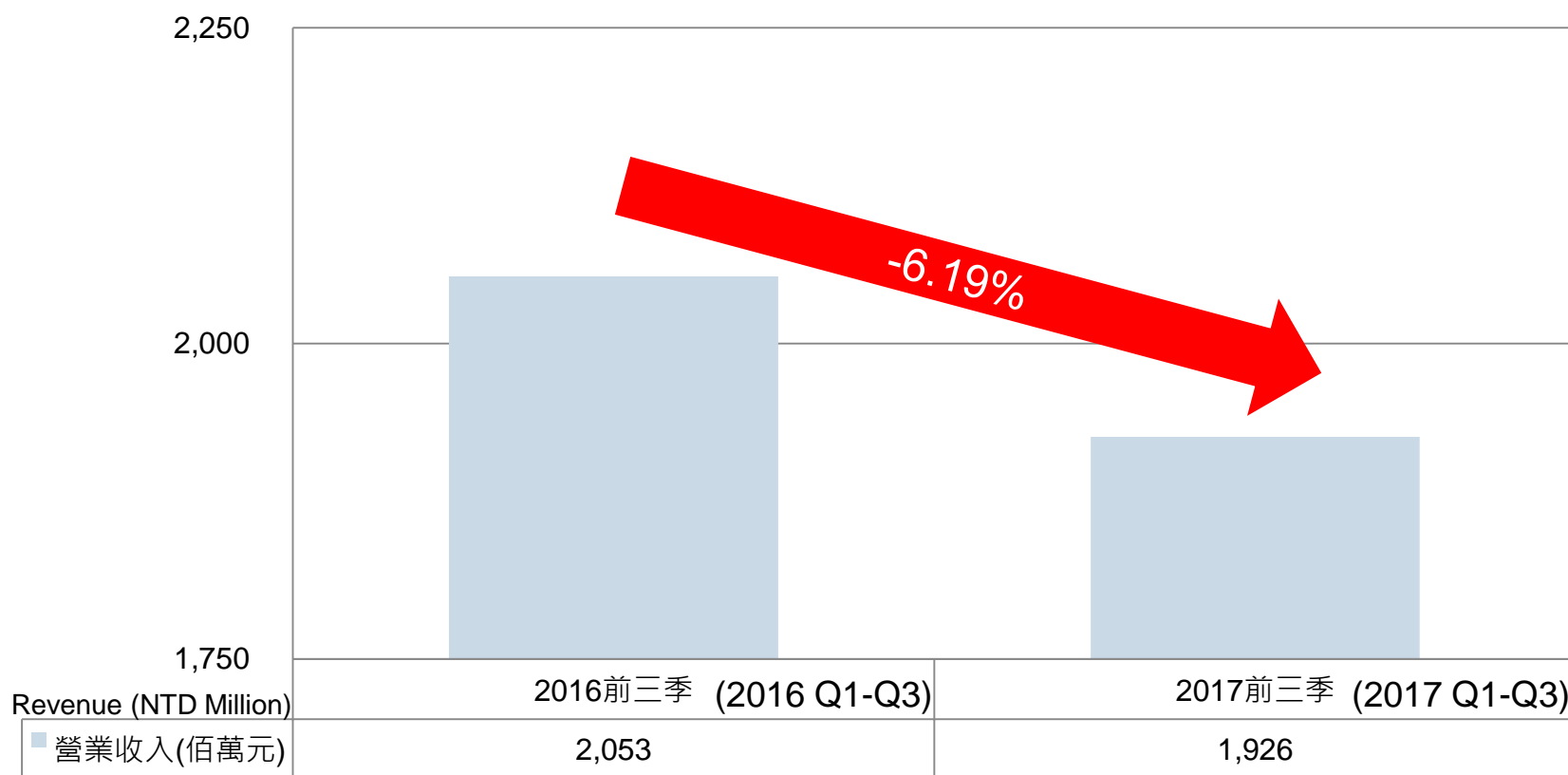
Consolidated Revenue



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營業收入(佰萬元)

Revenue (NTD Million)



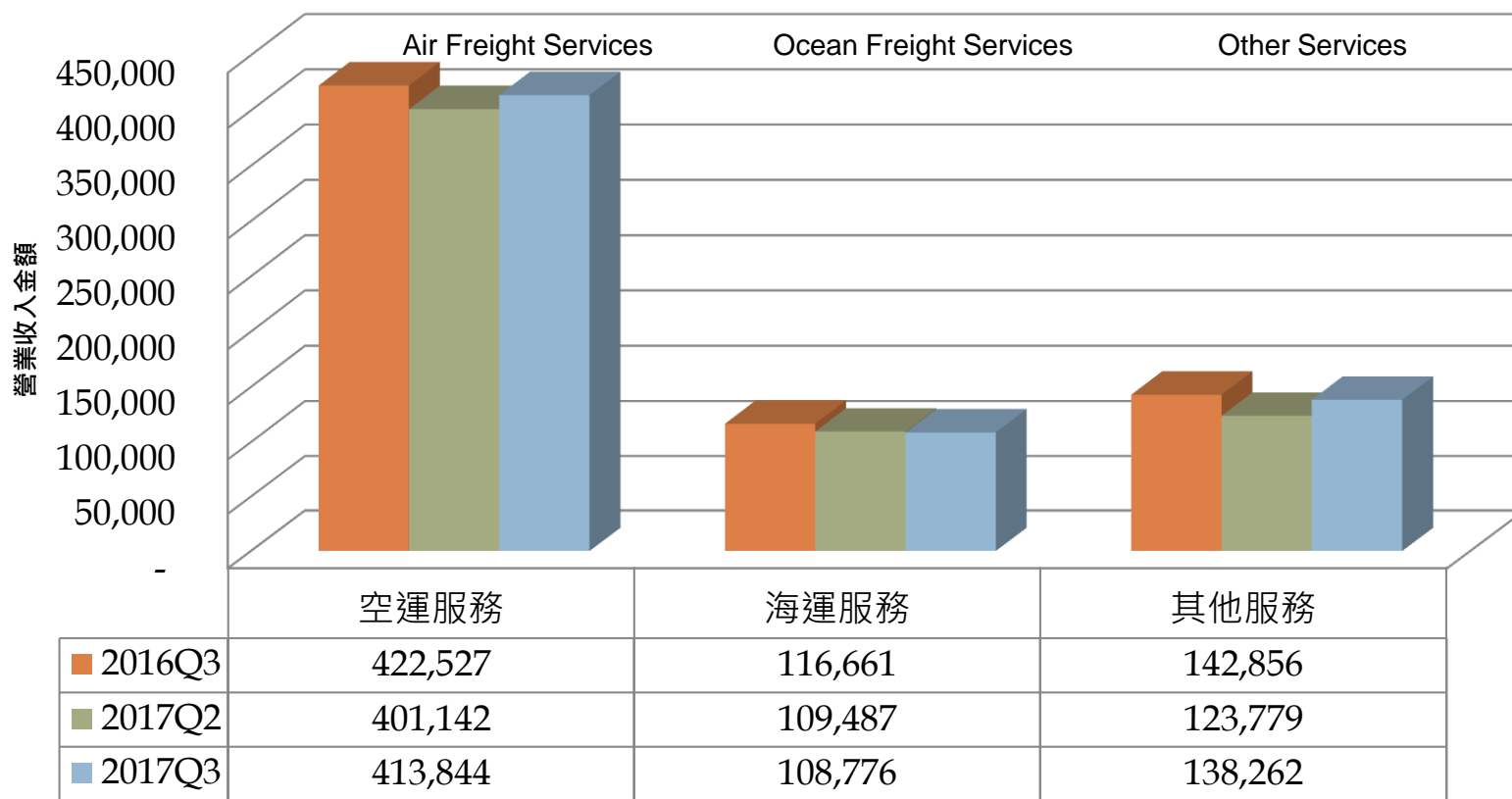
Product Revenue



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Product Revenue

UNIT : NTD Thousand



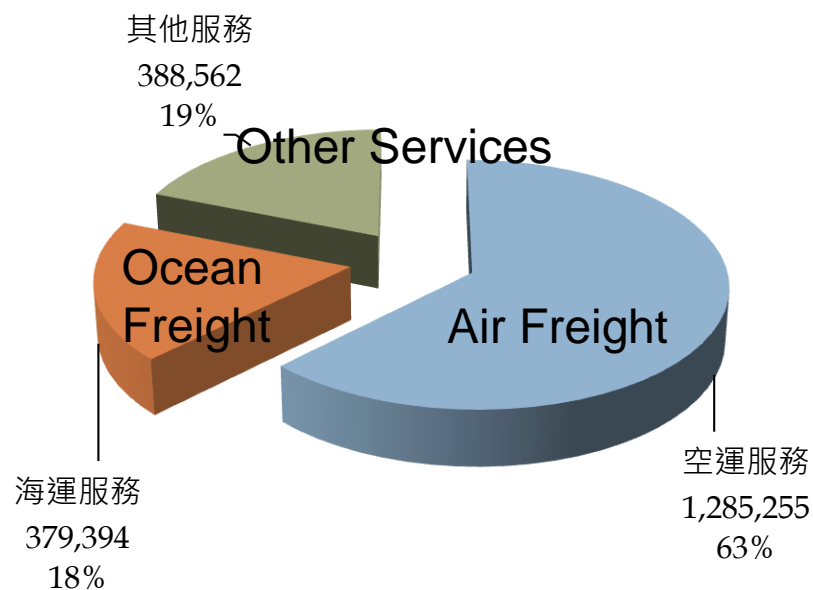
Product Ratio (Revenue)



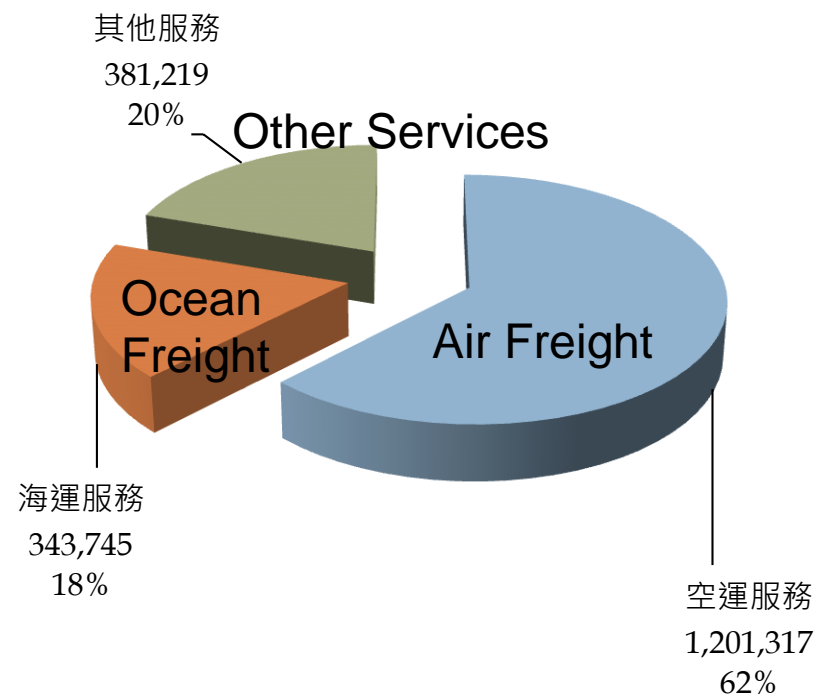
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UNIT : NTD Thousand

2016 Q1-Q3



2017 Q1-Q3

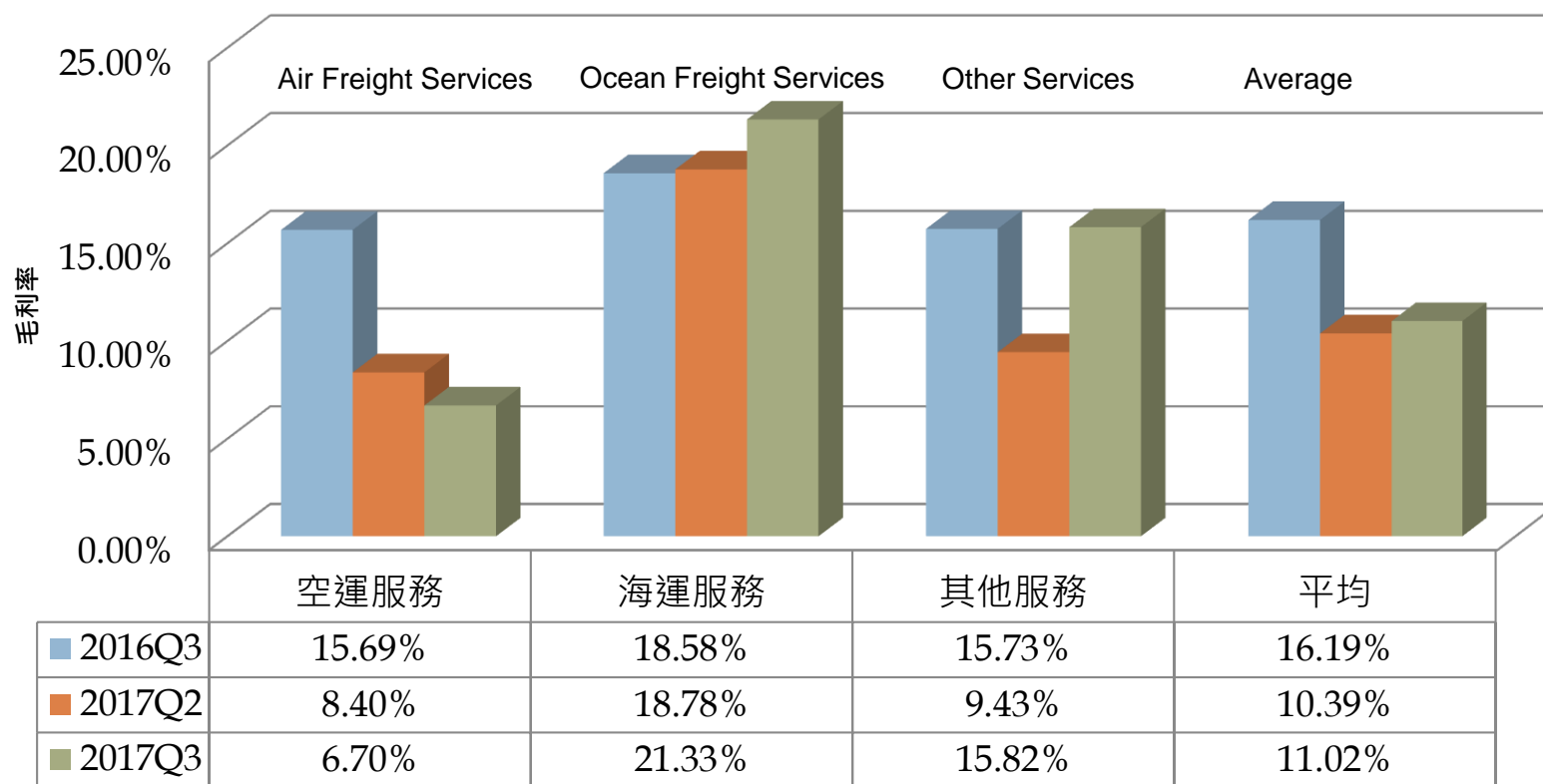


Product Gross Margin



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毛利率(%)



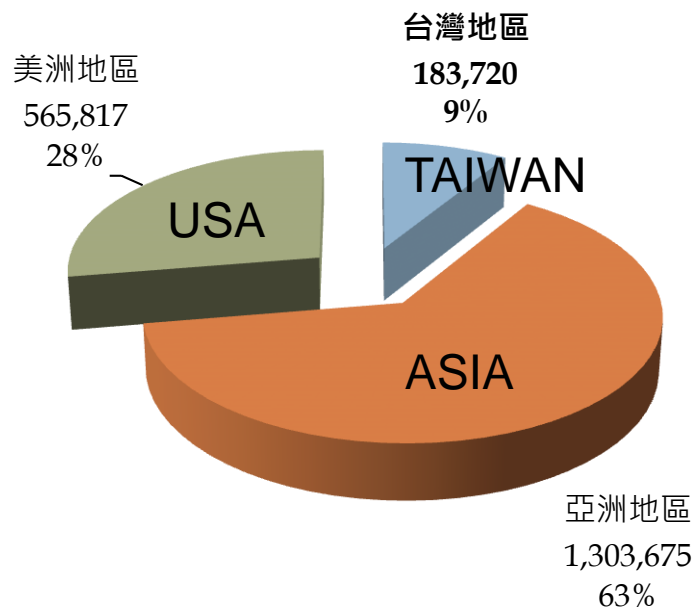
Area Ratio (Revenue)



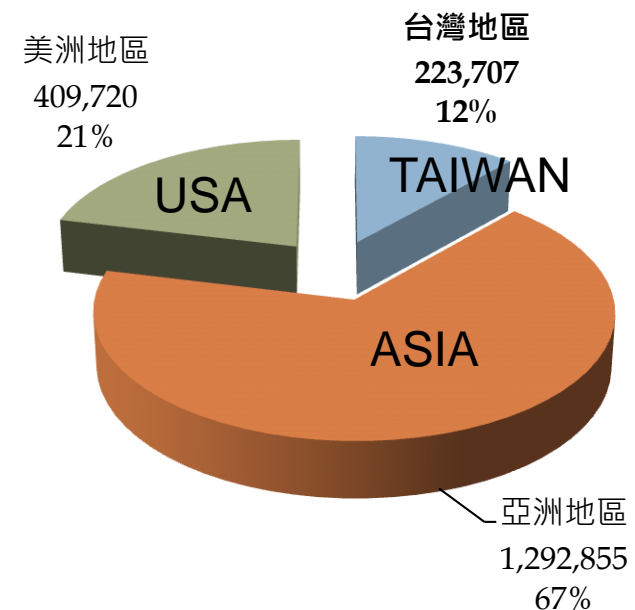
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UNIT : NTD Thousand

2016 Q1-Q3



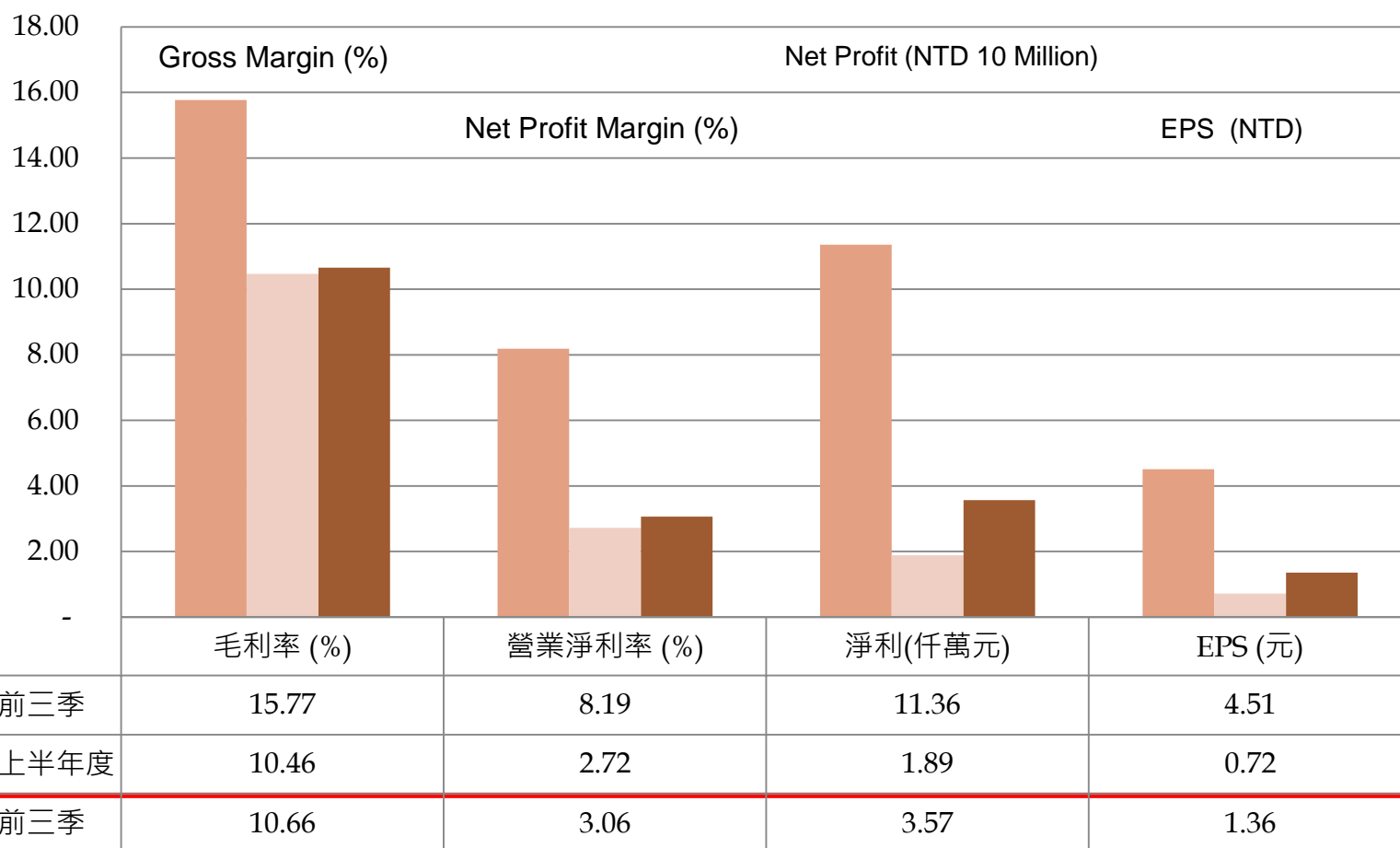
2017 Q1-Q3



Operating Performance -Various Ratio



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Operating Performance



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Categories		2015	2016	2017 Q1-Q3
Capital Structure	Debts Ratio (%)	53.01	40.30	45.17
Liquidity	Current Ratio (%)	188.33	259.72	232.92
Operating Performance	Average Collection Turnover (Times)	5.48	5.41	5.37
Profitability	Return on Total Assets (%)	9.74	13.11	4.45
	Return on Equity attributable to Shareholders of the Parent (%)	20.84	24.37	7.71
	Net Margin (%)	3.22	4.74	1.85
	EPS (NTD)	4.08	5.27	1.36

Change of Business Structure



Blue Ocean Strategy- Secure Profit



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Air Transportation Market

Traditional
Air-Freight
Forwarding



International
Express
Delivery

90% -> 55%

10% -> 45%

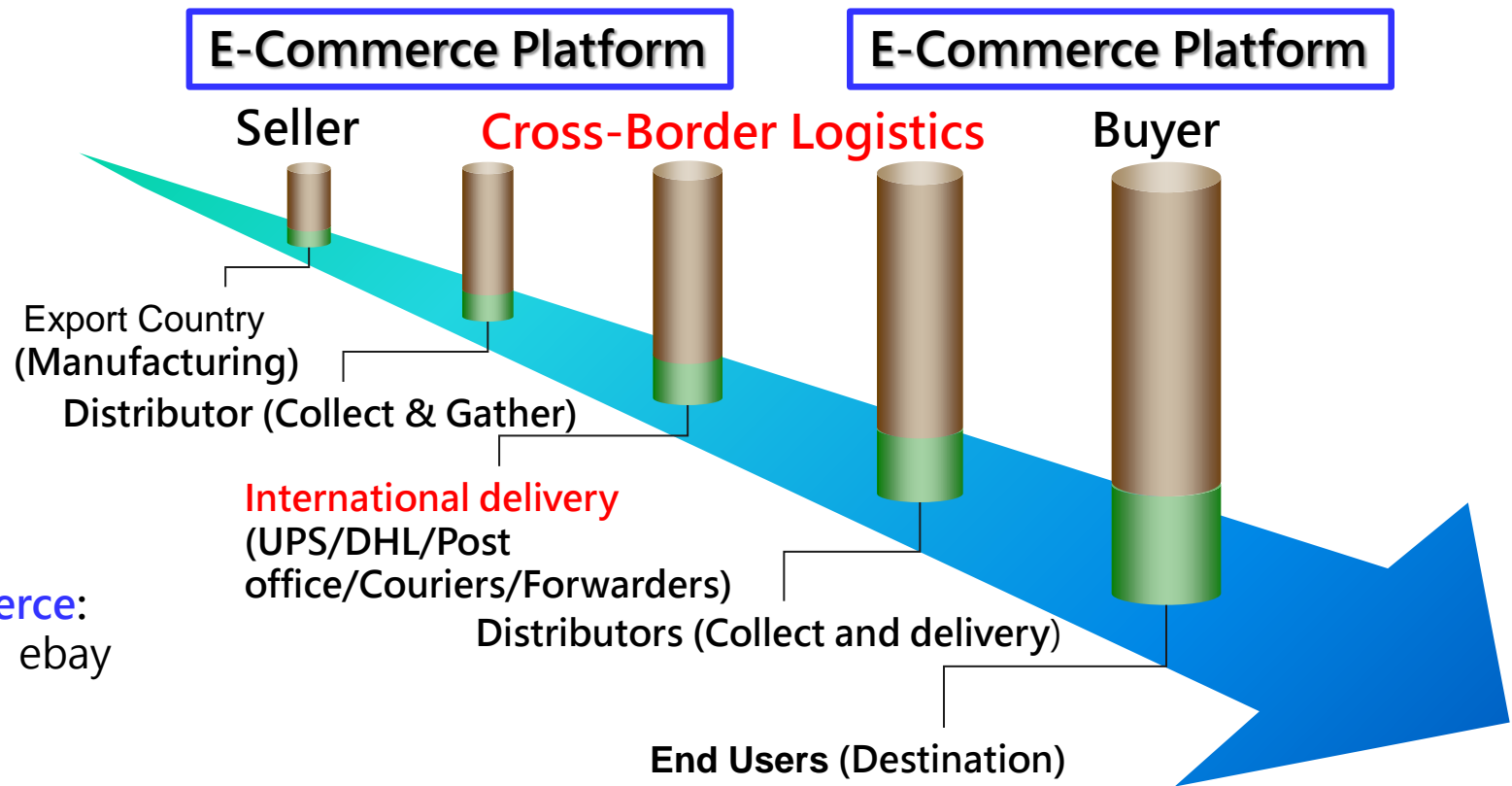
Taiwan Local market (1,000 Forwarders)
15~25%



Foreign companies'
Routine Order
75~85%



Change of International Trading



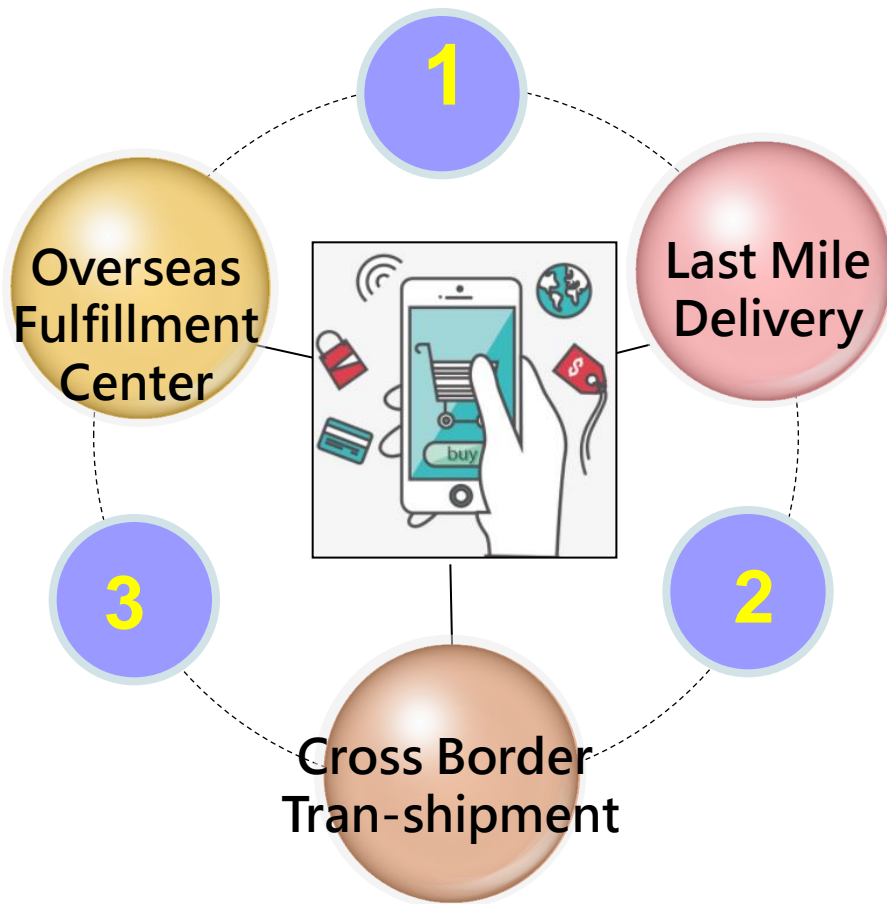
E-Commerce:
Amazon/ ebay
JD.com
Soonnet
PChome
Bloggers
Shopee.tw



Future Development



Three Major Development



Key Points

1. Last Mile Delivery

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

2. Cross-Border Tran-shipment Delivery

- Became necessary due to the 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. Last Mile Delivery---

GLS VS. LMS

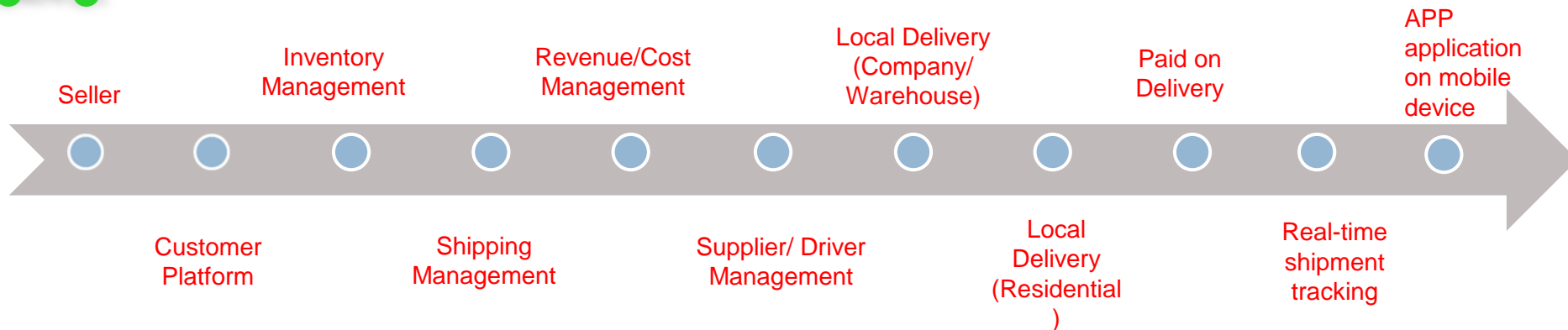


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Provides B2B Cargo Management System



Provides B2B 、 B2C 、 C2C 、 C2B Cargo Management System



Singapore International Parcel Delivery



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- Renting new warehouse for new e-commerce business starting Sept. 2017.
- Handled 60-100 deliveries per day up to end of Jul., 2017. Handled 300 deliveries daily by the end of Oct., 2017 Increase 3-5 times by Q3.
- Customers' trace and track the goods with our self-developed system (LMS).



Last Mile System

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Self-developed APP
Support IOS / ANDRIOD
Real time Trace & Track

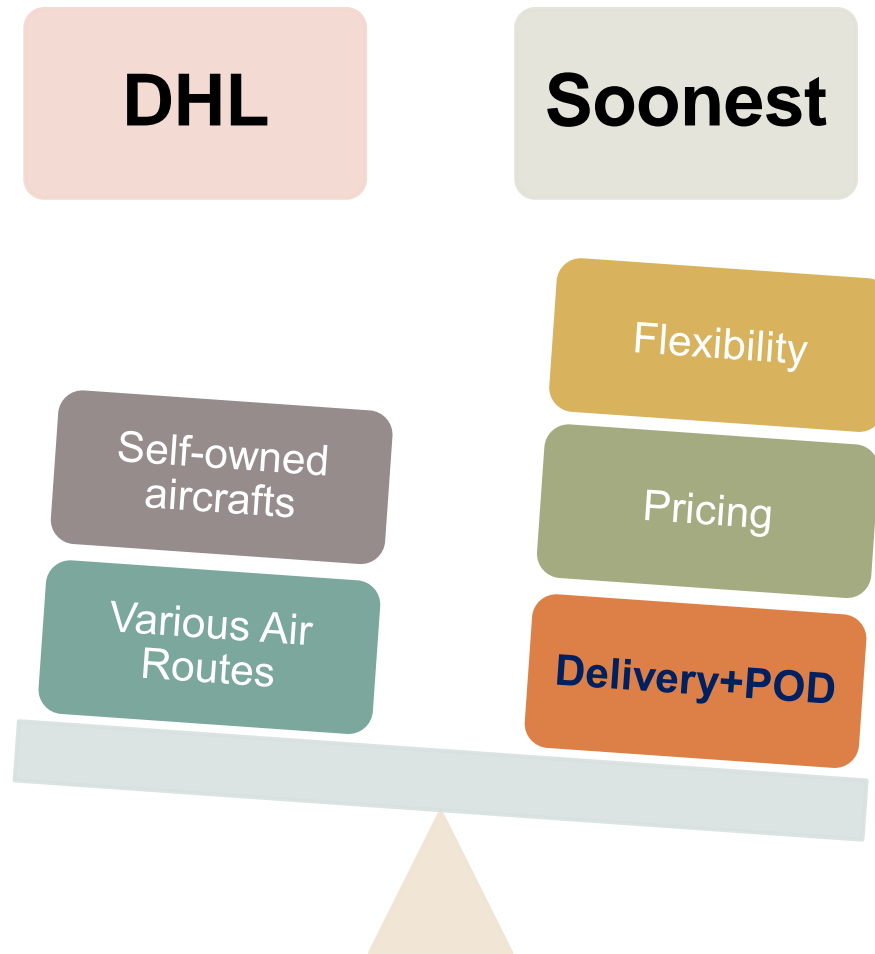
Seller 、 Buyer 、 Driver and Delivery Interfaces



Soonest's Competitiveness



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2) Cross-Border Parcel Transit in Taiwan



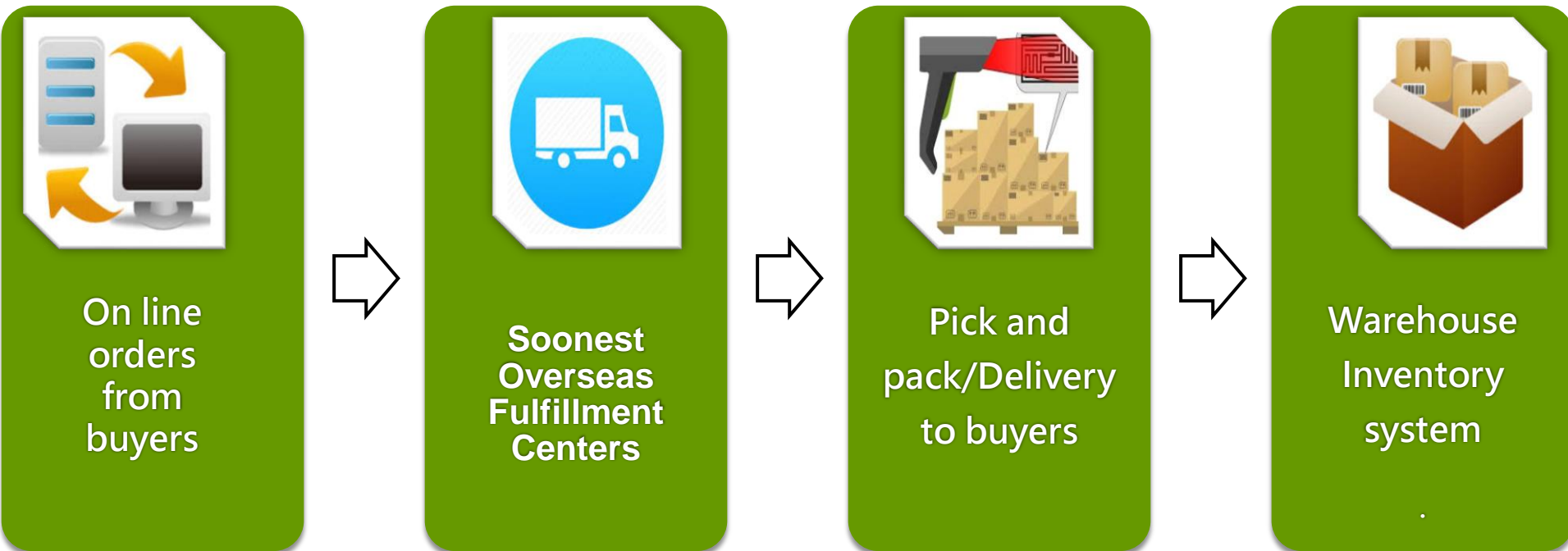
- Modulated work flow for trans-shipment from Taiwan to all over the world.
- From handling 4,000~10,000 shipments to 25,000~40,000 shipments per day. Increasing job opportunity and cargo volume at Taoyuan International Airport.

3) Fulfillment Centers in the USA – Warehouse System



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Process



Warehouse in L.A.



Future Development-Cross Border Logistics Solution



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Best logistics service provider of cross-border e-commerce

**Guaranteed
sufficient
space and
competitive
prices**

**World-wide
services
networks**

**Fulfillment
centers
establish-
ment**

**Real-time
trace and
track
services**



