

**SOONEST**  
EXPRESS Co., LTD.



**捷迅股份有限公司**

SOONEST EXPRESS CO., LTD.



- 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.

Established	Feb. 13, 1984	Stock code : 2643
IPO	Mar. 4, 2016	
Chairman	C. M. Ku	
General Manager	Kang Y. Sun	
Capital Investment	NTD 300,000,000	
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: 17, Warehouses: 9	



營運據點 :

**17**

OFFICES



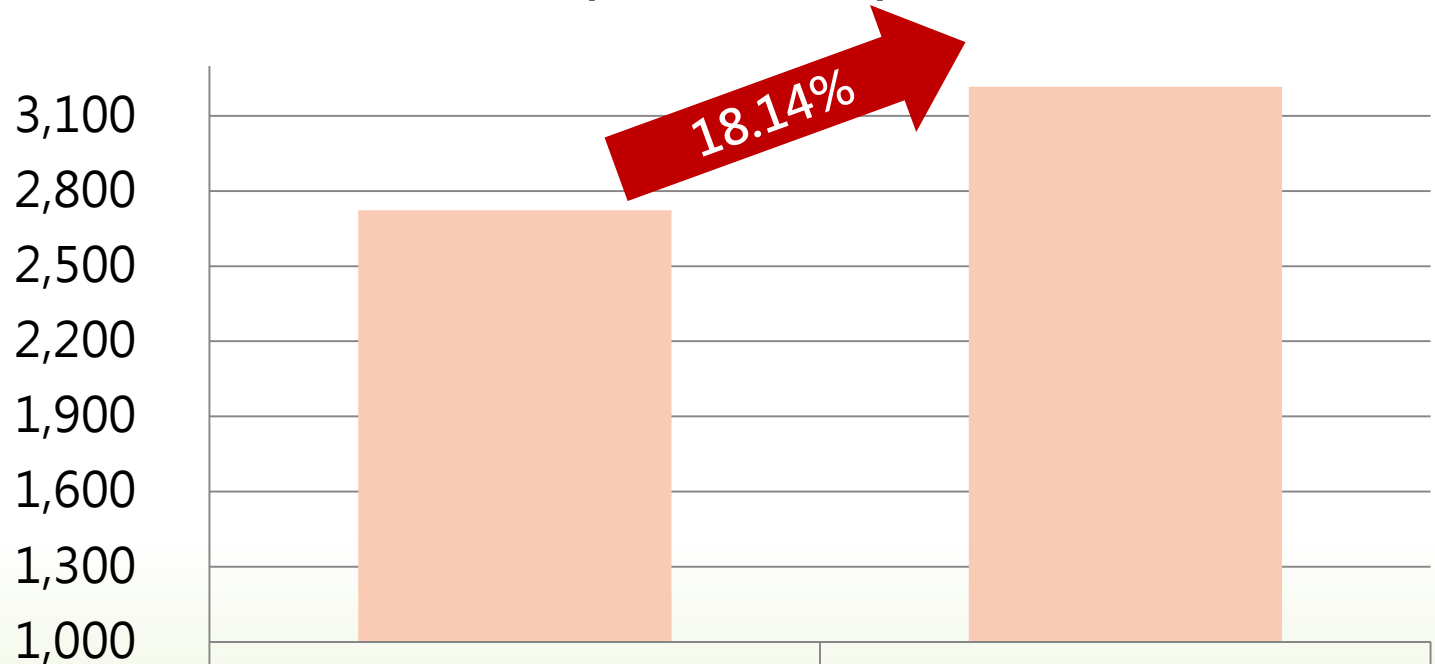
倉儲據點 :

**09**

WAREHOUSES

# 2019 PERFORMANCE

## REVENUE (MILLIONS)



REVENUE (MILLIONS)

營業收入(佰萬元)

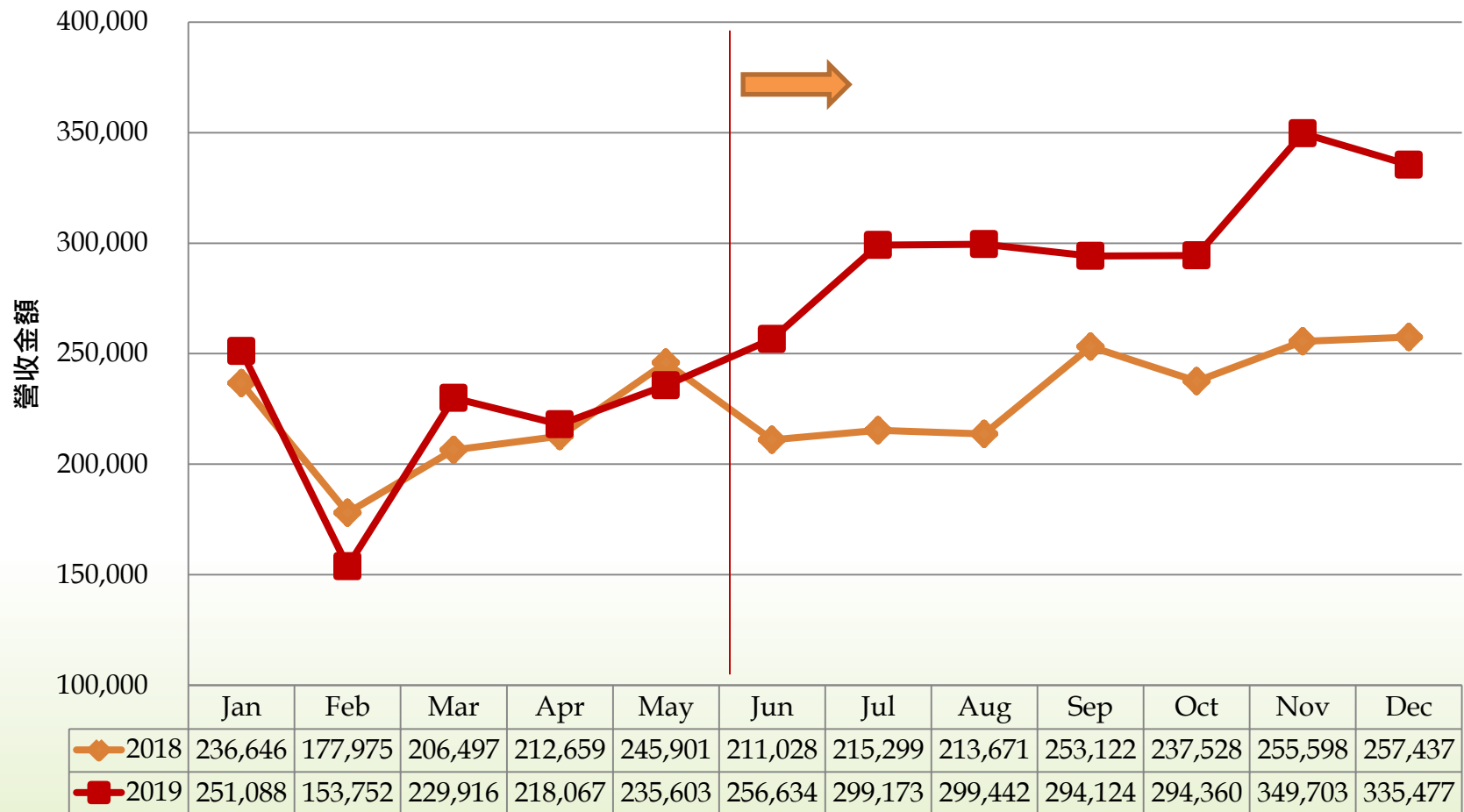
2018年度

2,723

2019年度

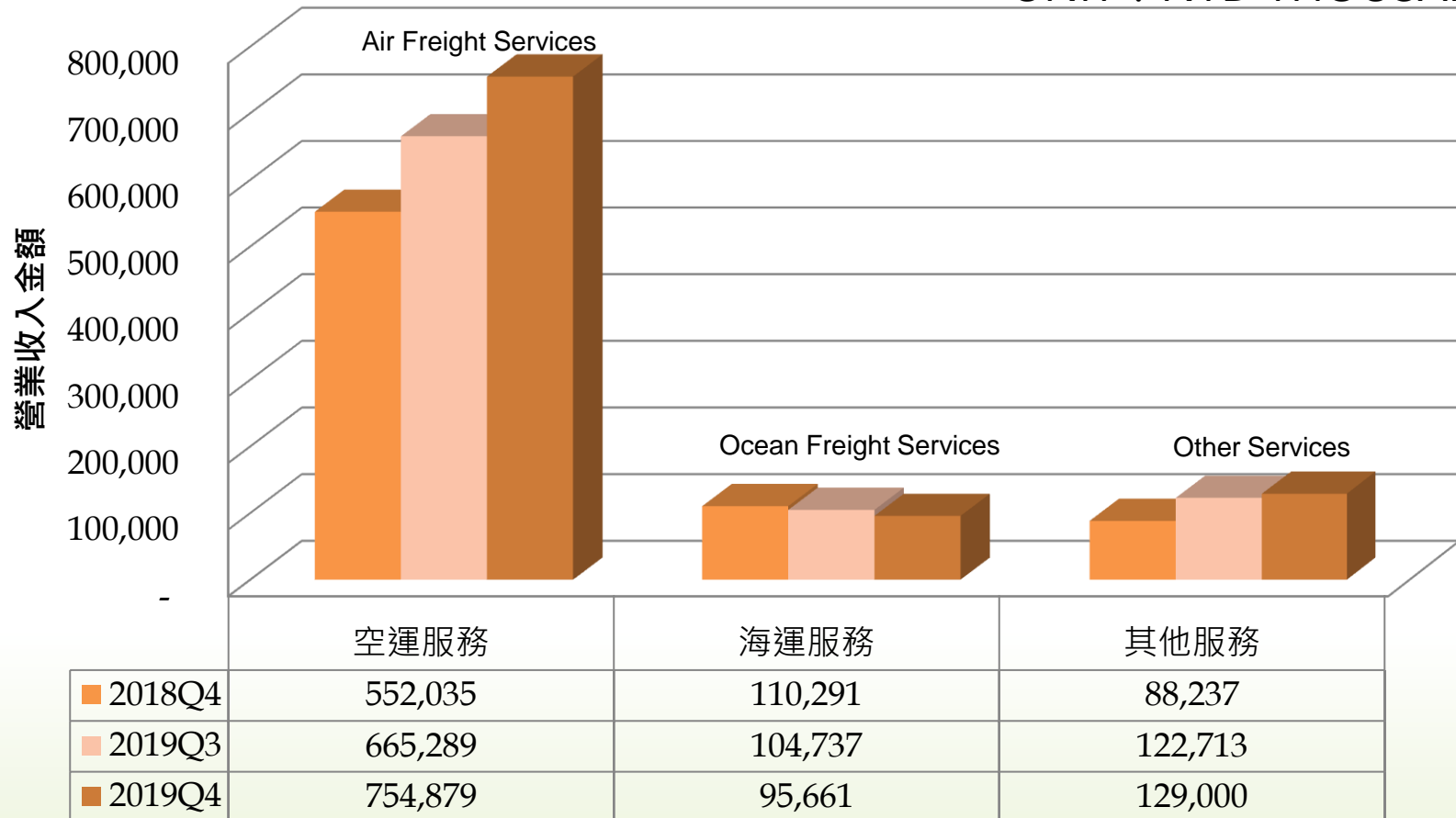
3,217

UNIT : NTD THOUSAND





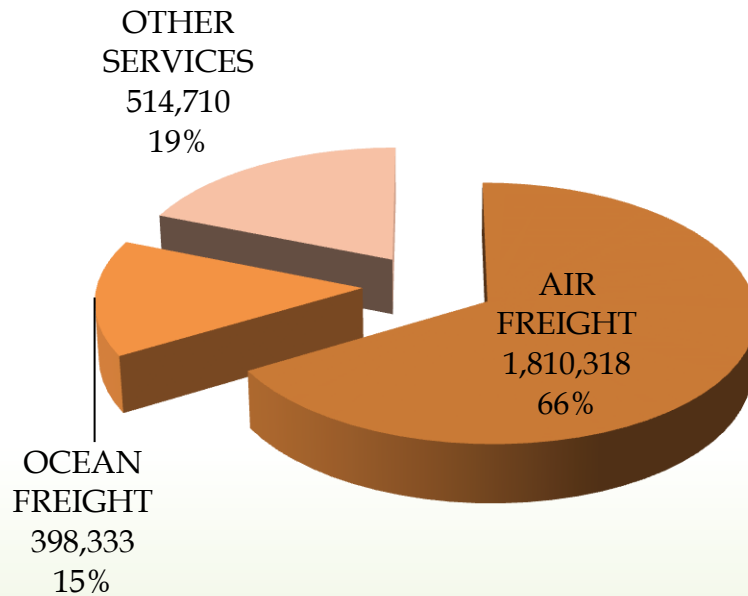
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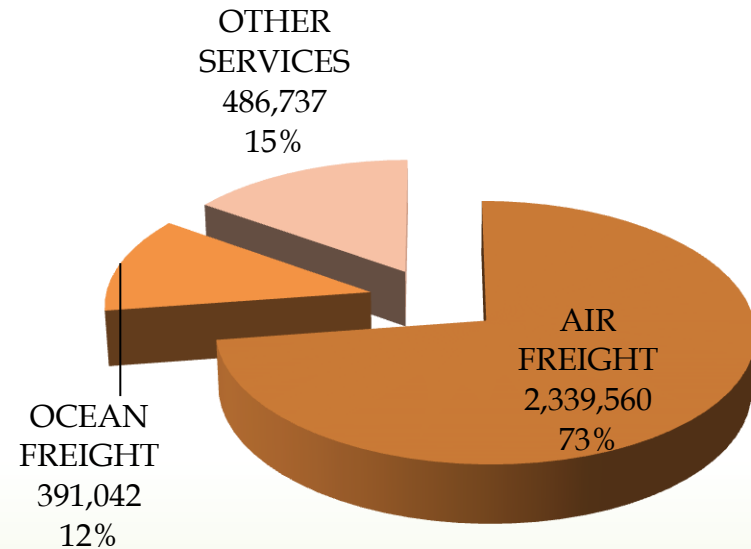


UNIT : NTD THOUSAND

2018

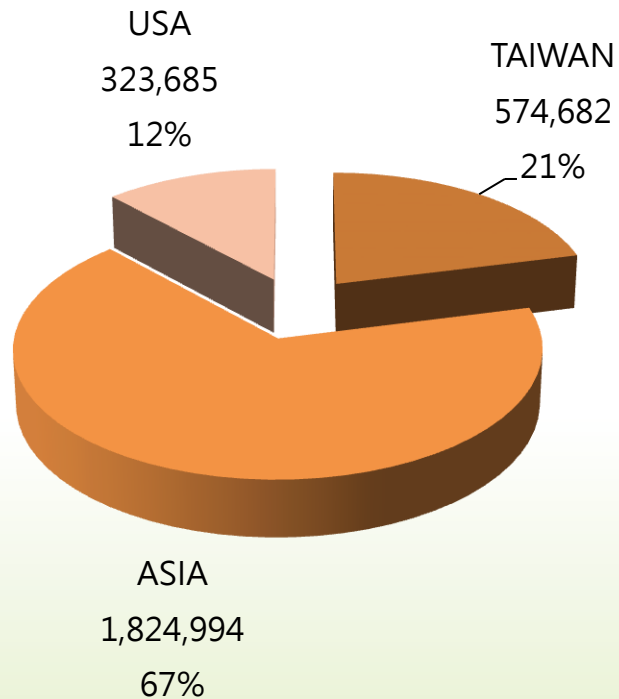


2019

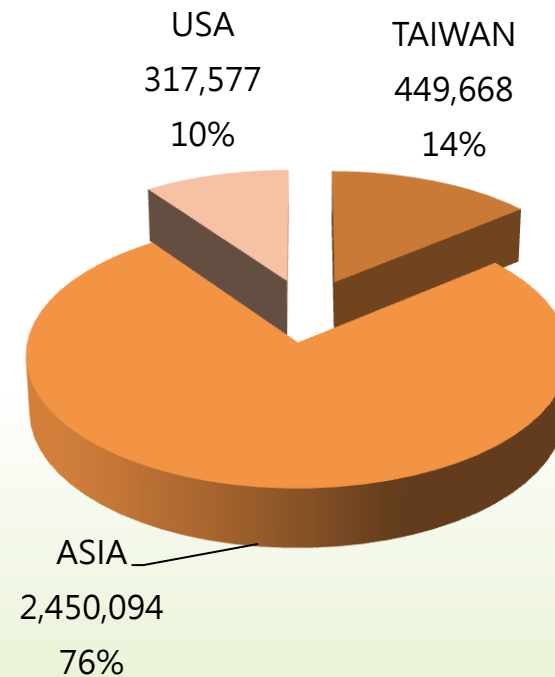


UNIT : NTD THOUSAND

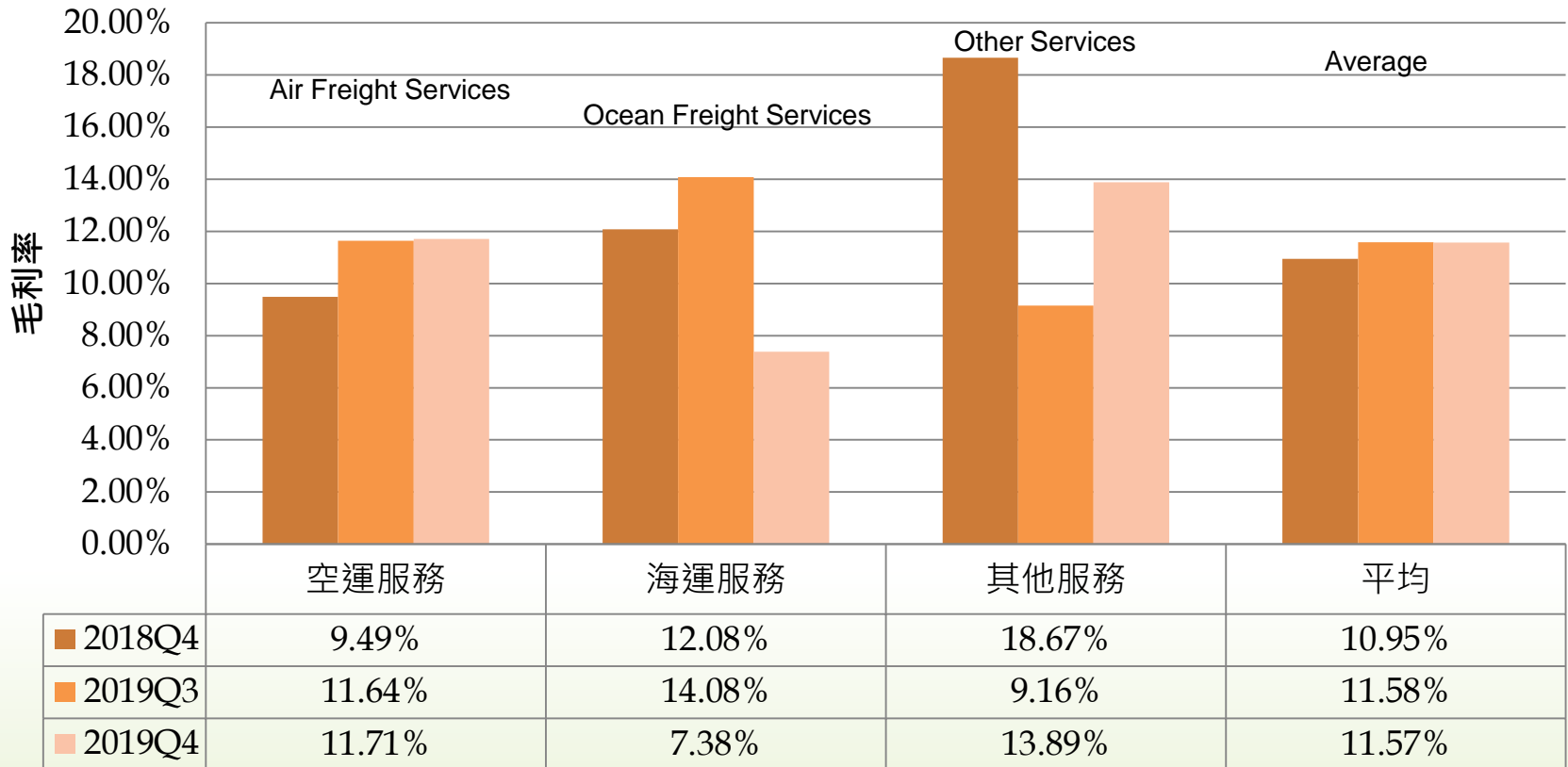
2018

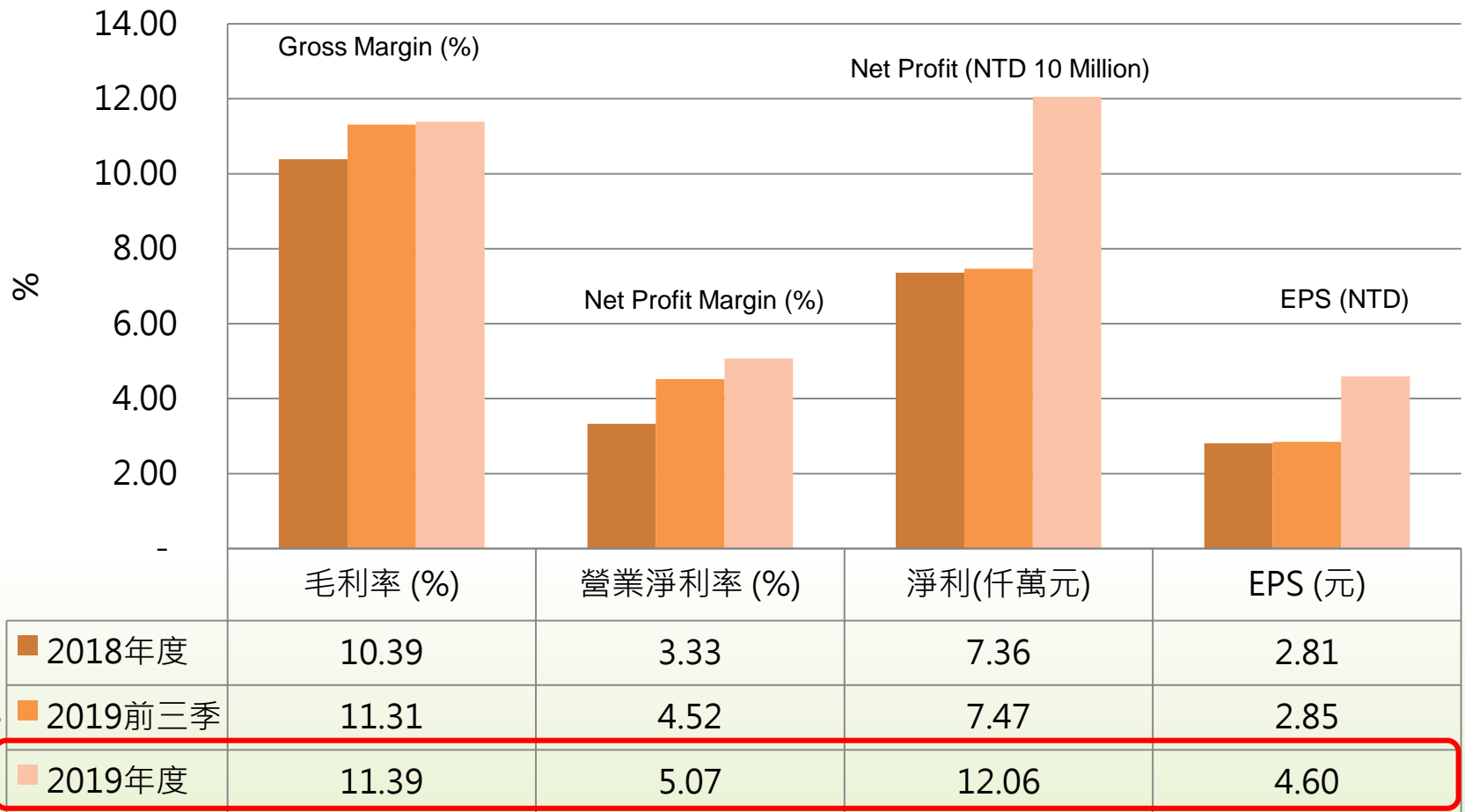


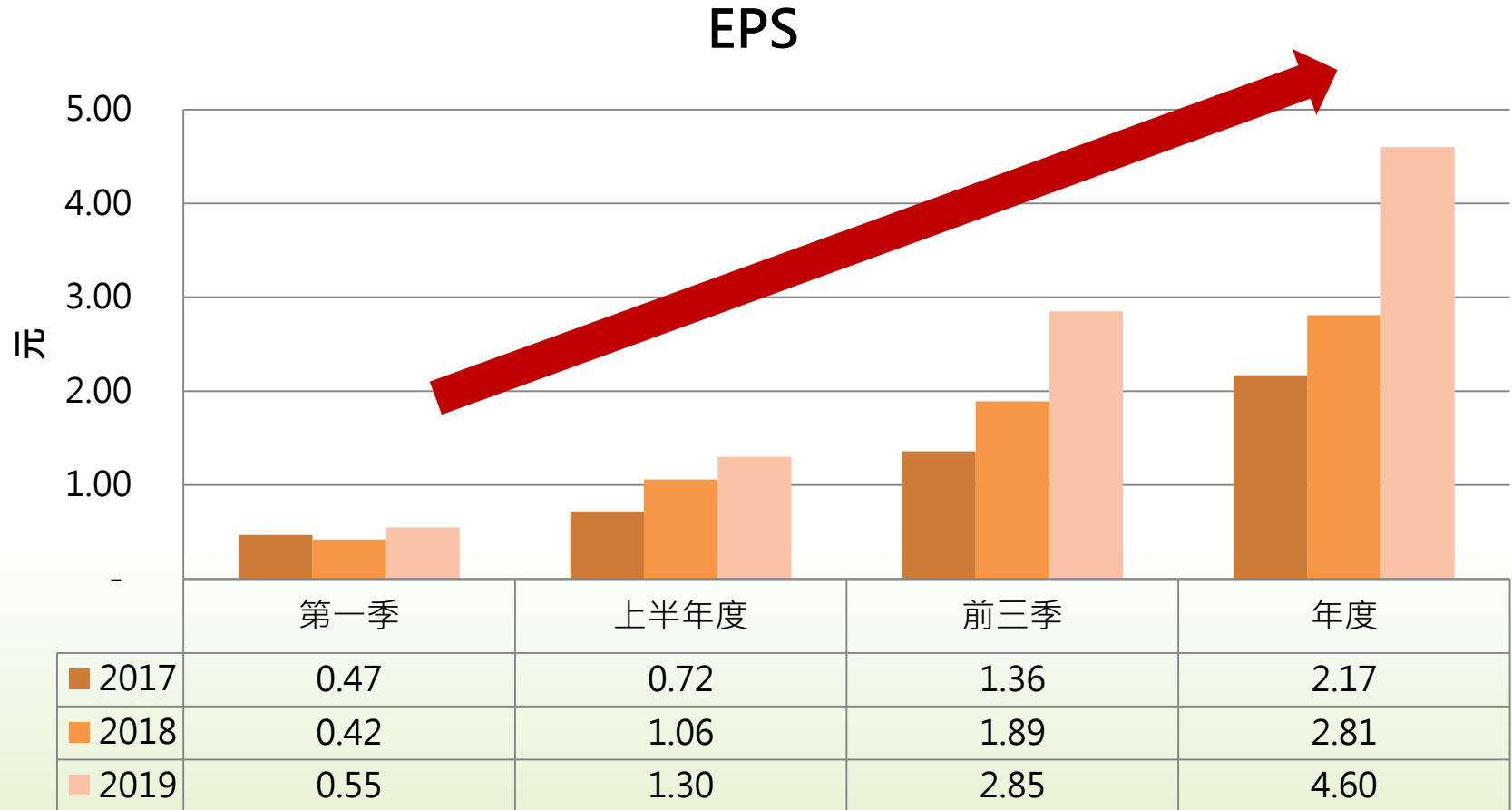
2019



## Gross Margins







Categories			2018	2019
Capital Structure	Debts Ratio (%)	( % )	43.84	51.13
Liquidity	Current Ratio (%)	( % )	234.53	199.03
Operating Performance	Average Collection Turnover	(TIMES)	5.17	5.30
Profitability	Return on Total Assets	( % )	6.66	9.92
	Return on Equity attributable to Shareholders of the Parent	( % )	11.85	18.10
	Net Margin	( % )	2.70	3.75
	EPS	( N T D )	2.81	4.60

# DEVELOPING POINTS & CHANGES OF LOGISTICS



## 1. Cross-Border Trans-shipment Delivery

- Consumer behaviors change due to increase of average income. E-commerce replacing the actual stores.
- Increment of Taiwan's air freight volume and revenue.
- Euro-bound export. (higher income).
- Cross-Border parcel delivery.

## 2. Overseas Fulfillment Center

- California 、 Texas 。
- Became distribution center for overseas parcel delivery.
- Solving problems on inventory and laboring for small e-commerce businesses.

## 3. Last Mile

- Charge by piece. (More than 10 thousands pieces per day.
- Different from air freight (charge by Kgs).
- Developing new delivery service mode and offering more choices for customers.



- Use traditional air and ocean freight experience , guaranteed spaces as the stepping stone for cross-border e-commerce practice.
- Transportation methods changed due to behaviors change.
- Diversified transportation to offer different solutions to different customers.

Feb.

- TPE – China (Shanghai 、 Hongchiao 、 Chengdu 、 Xiamen 、 Beijing) 、 Hong Kong and Macau export air freight charges increased twice.
- China and Macau export air freight charges increased ; air freight charges from USA to Asia reached all time high.

Mar.

- TPE to Korea , Southeast Asia to and from Taipei air freight charges increases two to three times.
- TPE – USA air freight charges increases 15~20% 、 TPE- Europe air freight increases 15 %.
- Italy Philippines borders closed.

Apr.

- China and Macau export freight charges for the second and third time.
- Flight space limited. Ocean Freight replaces the air freight.
- More flights are being canceled.



**捷迅股份有限公司**  
Soonest Express Co., Ltd.

台北市內湖區瑞光路34號4樓

+8862-8792-9897

# Q & A

