

捷迅股份有限公司

2020 Q2

Corporate Earnings Conference

SOONEST
EXPRESS CO., LTD

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 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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// Period of MA 1
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// Distance between MAs
// Strictly set amount of lots
// Percent of free margin
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```

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: 17, Warehouses: 9



■ GLOBAL OFFICES

17 offices · 9 warehouses

TAIPEI (HEADQUARTERS) · HONG KONG · SHEENZHEN ·
DONGGUAN · XIANTAO · SINGAPORE · MALAYSIA ·
SHANGHAI · NINGBO · KUANSHAN · SONGJIAN ·
HANGZHOU

SAN FRANCISCO · LOS ANGELES · CHICAGO · NEW YORK ·
DALLAS



■ WORLDWIDE NETWORKS



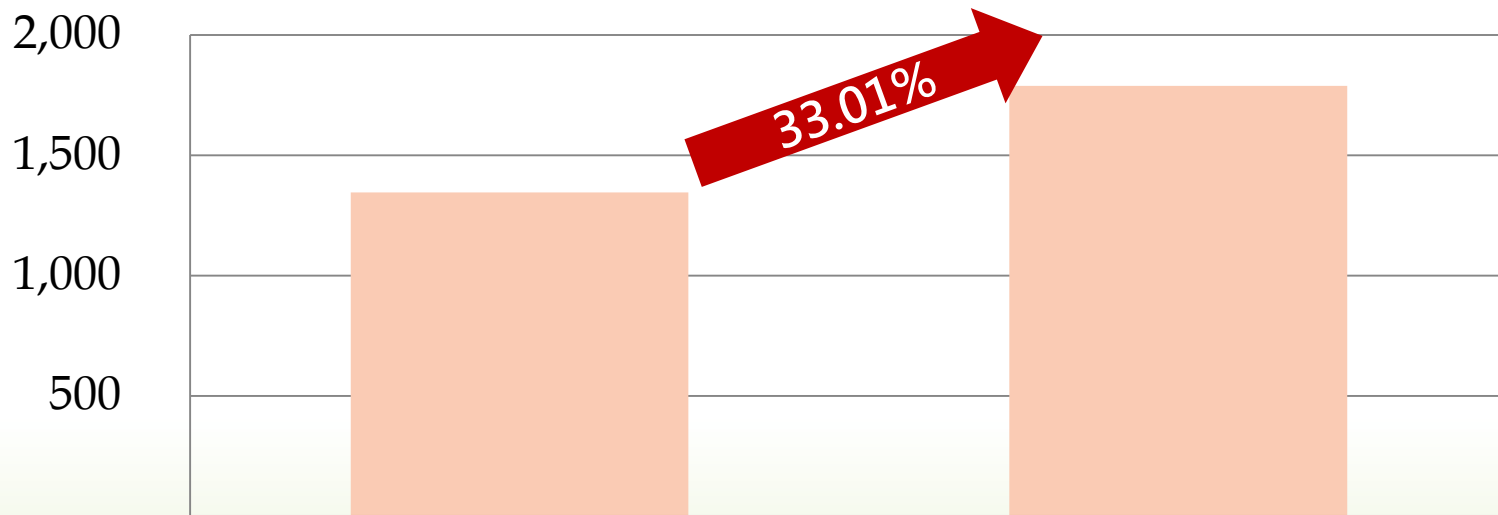
Worldwide Networks (WCA)

Over 6,270 members

In 189 countries · 793 cities

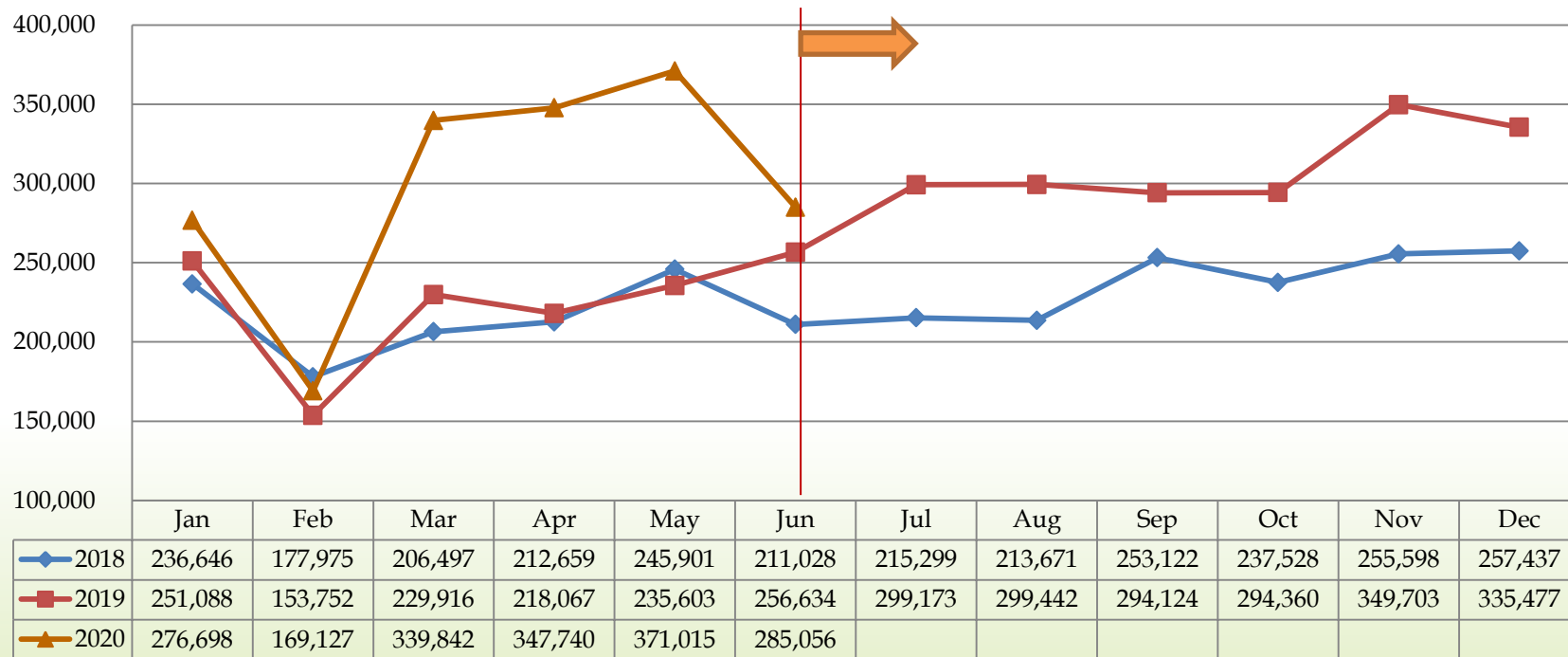
2020 Q2 PERFORMANCE

REVENUE(MILLIONS)

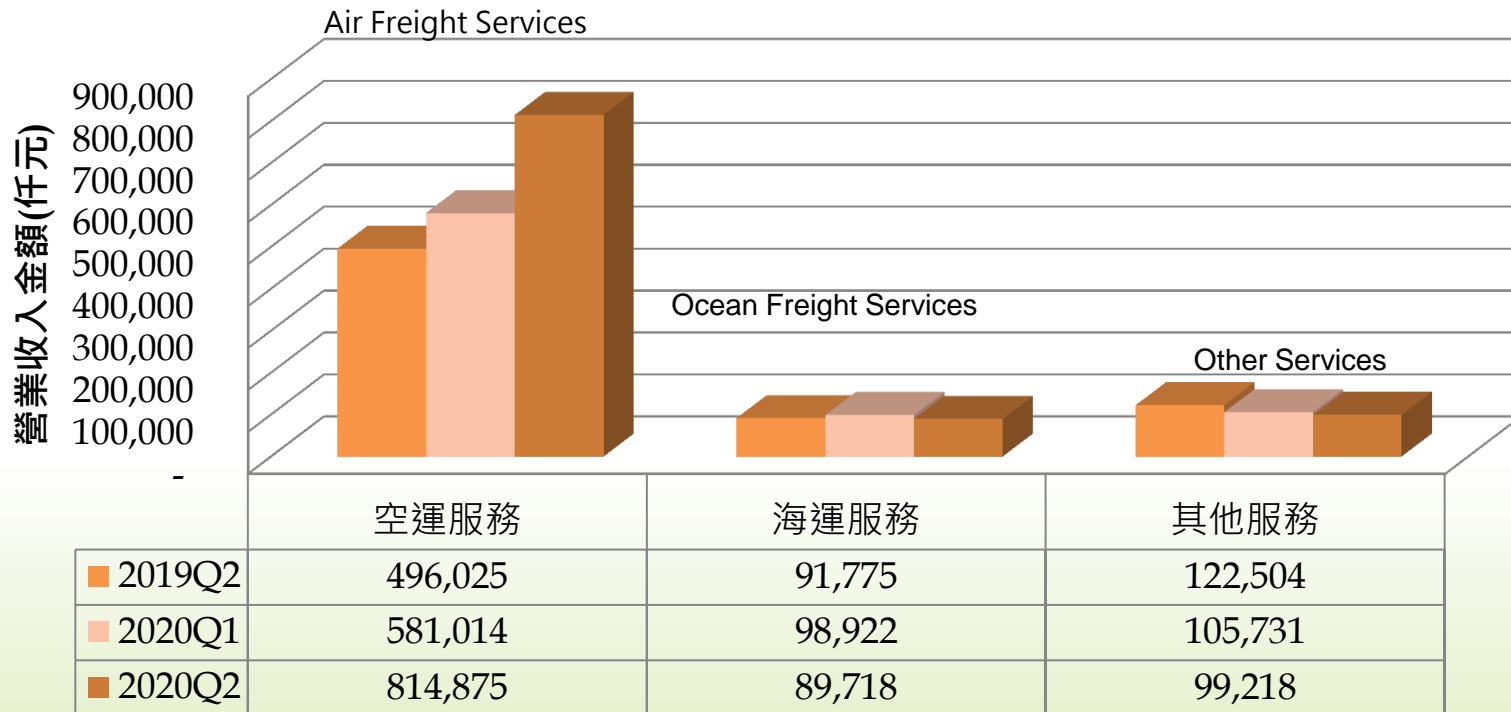


REVENUE MILLIONS	2019上半年度 H1 2019	2020上半年度 H1 2020
營業收入(佰萬元)	1,345	1,789

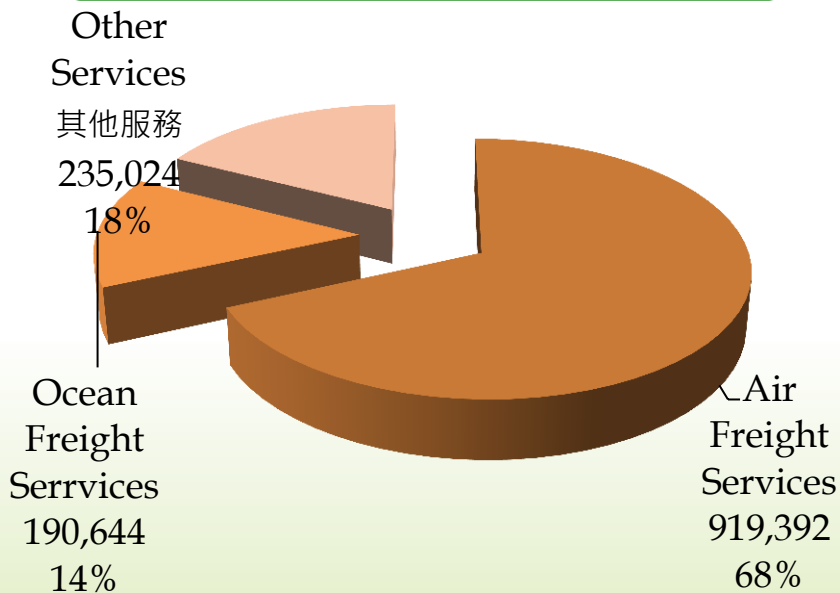
UNIT : NTD THOUSAND



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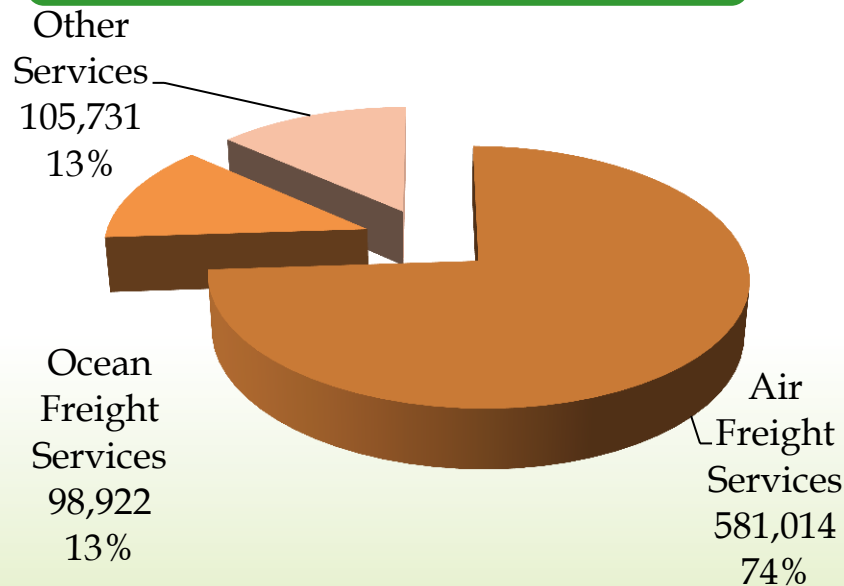


2019 H1

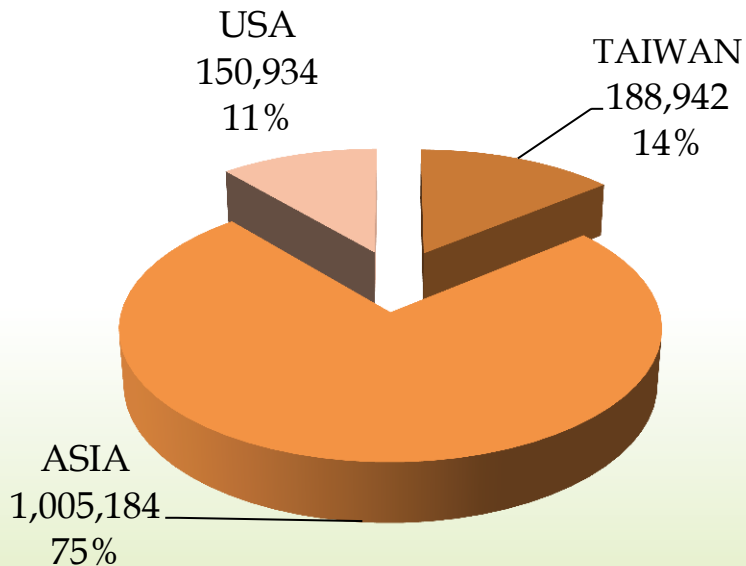


UNIT : NTD THOUSAND

2020 H1

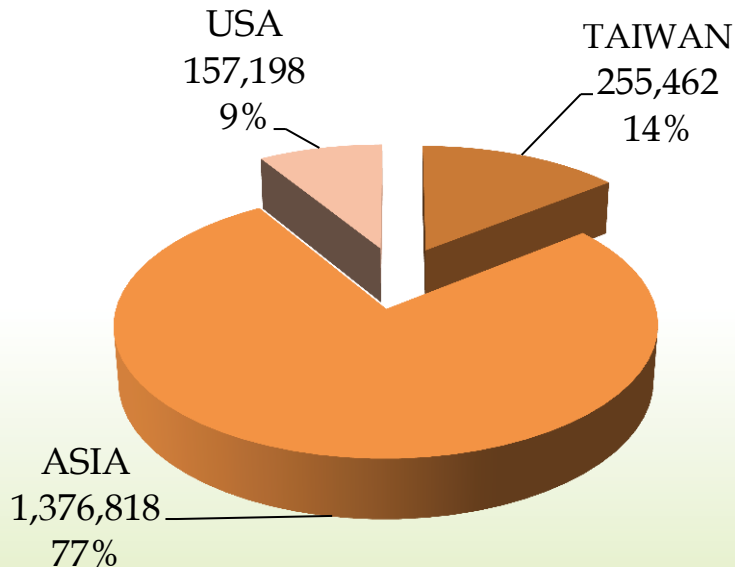


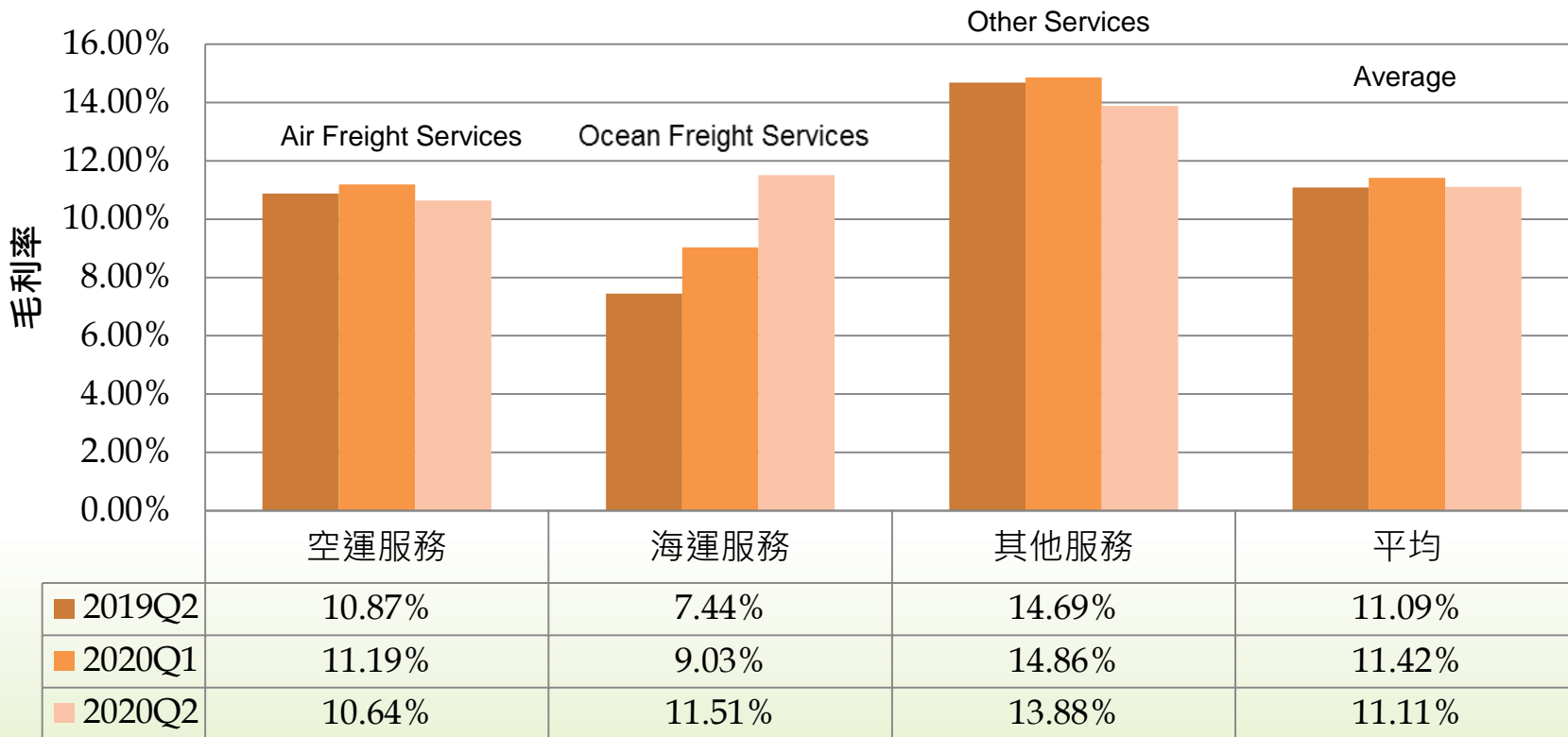
2019 H1

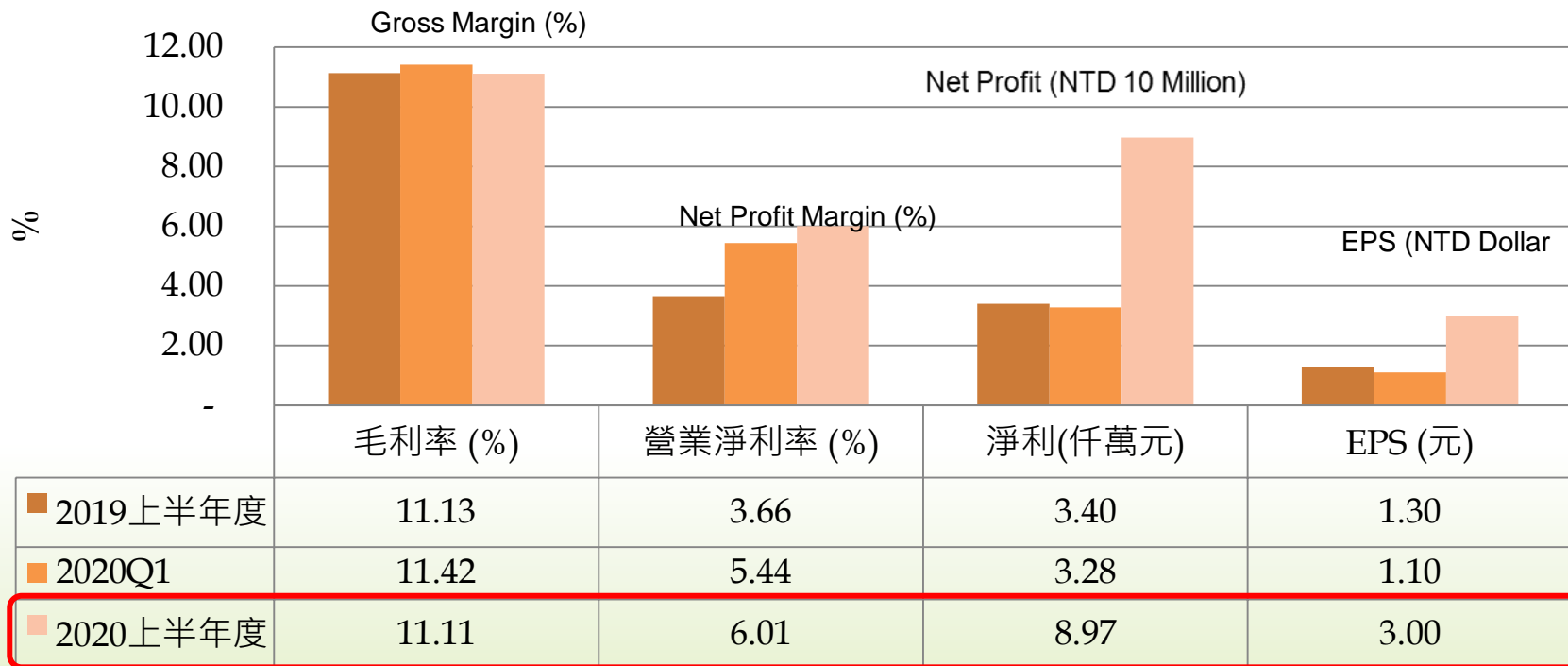


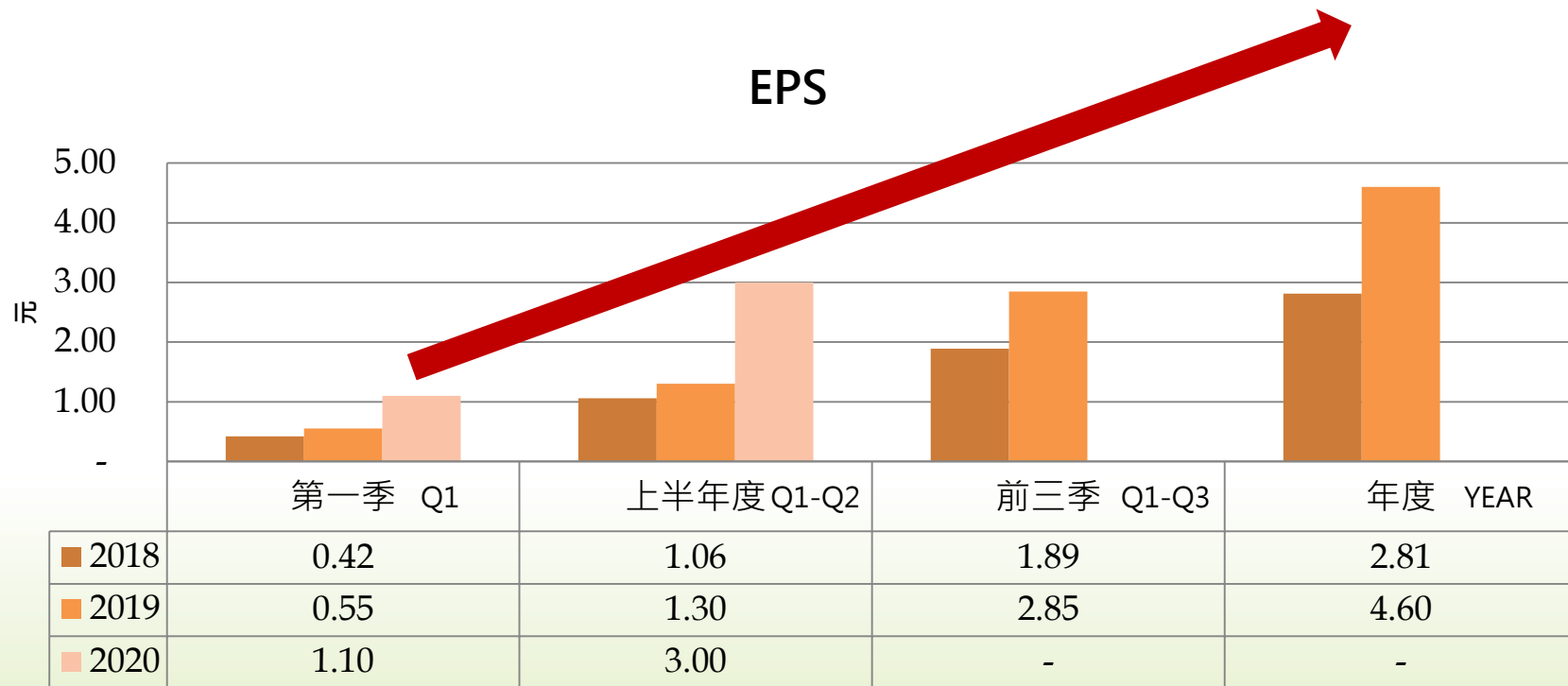
UNIT : NTD THOUSAND

2020 H1









Categories			2018	2019	2020Q2
Capital Structure	Debts Ratio (%)	(%)	43.84	51.13	46.60
Liquidity	Current Ratio (%)	(%)	234.53	199.03	219.11
Operating Performance	Average Collection Turnover	(Times)	5.17	5.30	5.38
Profitability	Return on Total Assets	(%)	6.66	9.92	12.32
	Return on Equity attributable to Shareholders of the Parent	(%)	11.85	18.10	23.29
	Net Margin	(%)	2.70	3.75	5.01
	EPS	(NTD)	2.81	4.60	3.00

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.
- On-line shopping generate revenue for air freight related businesses.
- Including developed and developing countries.
- Shipments are more and more diverse.

2. Overseas Fulfillment Center

- Located in California 、 Texas ◦
- Became distribution center for overseas parcel delivery.
- Solving problems on inventory and laboring for small e-commerce businesses.
- Shorten time of communication and Offering zero time difference service ◦

3. Diversified transportation

- With experience on air/ocean freight forwarding, advantage on space and operation to offer new deliver services and more choices for customers.
- Offer professional advice on appropriate routs and methods to our customers.

MIC → World Factory



- Trade war difficulties and post covid-19 situation diversified the transportation methods. We offer various efficient solutions to break the boundaries.
- Staff training focuses on localization and in -depth solution to offer professional services that meet the needs of customers.

FEB.

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

MAR

- TPE to Japan/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 HongKong export freight charges for the second and third time.
- Flight space limited for medical supplies and charter services.
- Fuel charges decreased.

MAY

- Freight charges reach all time high for export to Europe, USA, and Southeast Asia.
- Medical supplies or charter flights limited the space. Therefore, air freight charges are increased.

JUN.

- Medical supplies or charter services changed from Air freight to Ocean freight delivery.
- Scheduled flights became normal.
- Freight charges decreased due to more supplies.

JUL.

- Regular orders and inventories shipping are getting steady.
- Despite the rate decrease. The charges are still higher than pre-COVID 19.
- Electronics and E-Commerce industries are look forward to the growth post-COVID 19

Q & A





Soonest Express Co., Ltd.

TEL:02-87929897

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```

```
=200;  
=30;  
=11;  
=28.0;  
=8.1;  
=8.07;  
// SL for an opened order  
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