

捷迅股份有限公司

2020 Q3

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 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.

```
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
```

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 、 SHEK ZHEN 、
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

■ SERVICES

INTEGRATED LOGISTICS



AIR FREIGHT
FORWARDING



CUSTOMS
DECLARATION



CROSS-BORDER
E-COMMERCE
PARCEL DELIVERY



OCEAN FREIGHT
FORWARDING



WAREHOUSE / IN-LAND
TRANSPORTATION



INTERNATIONAL
COURIER

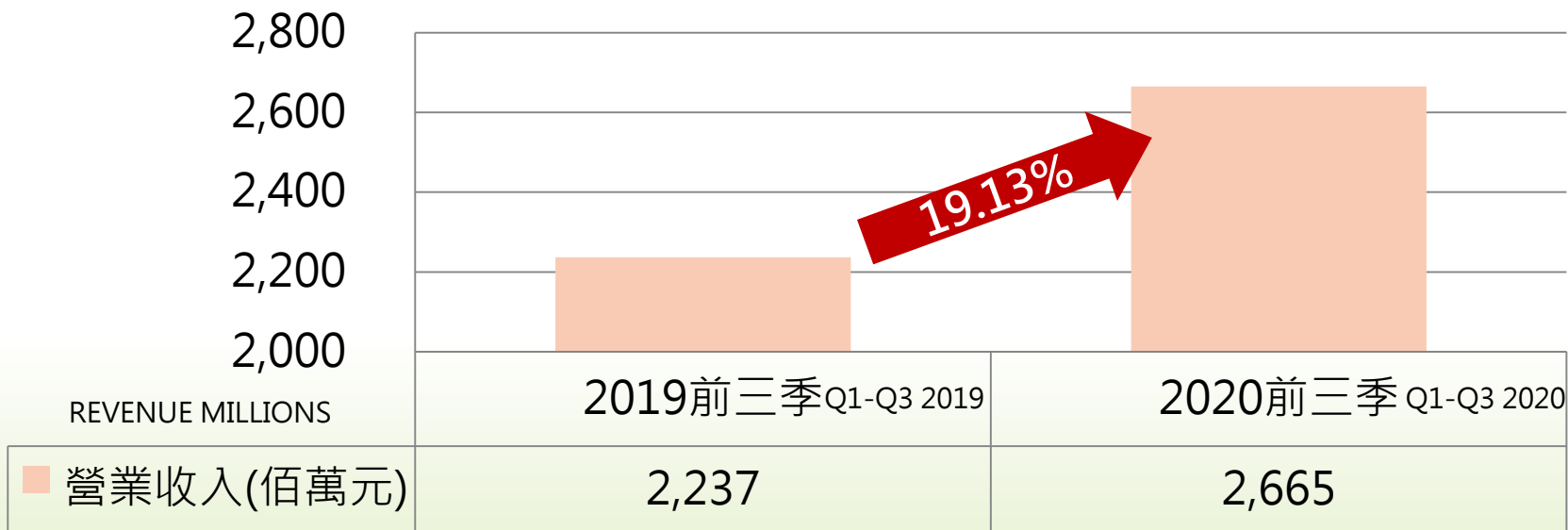


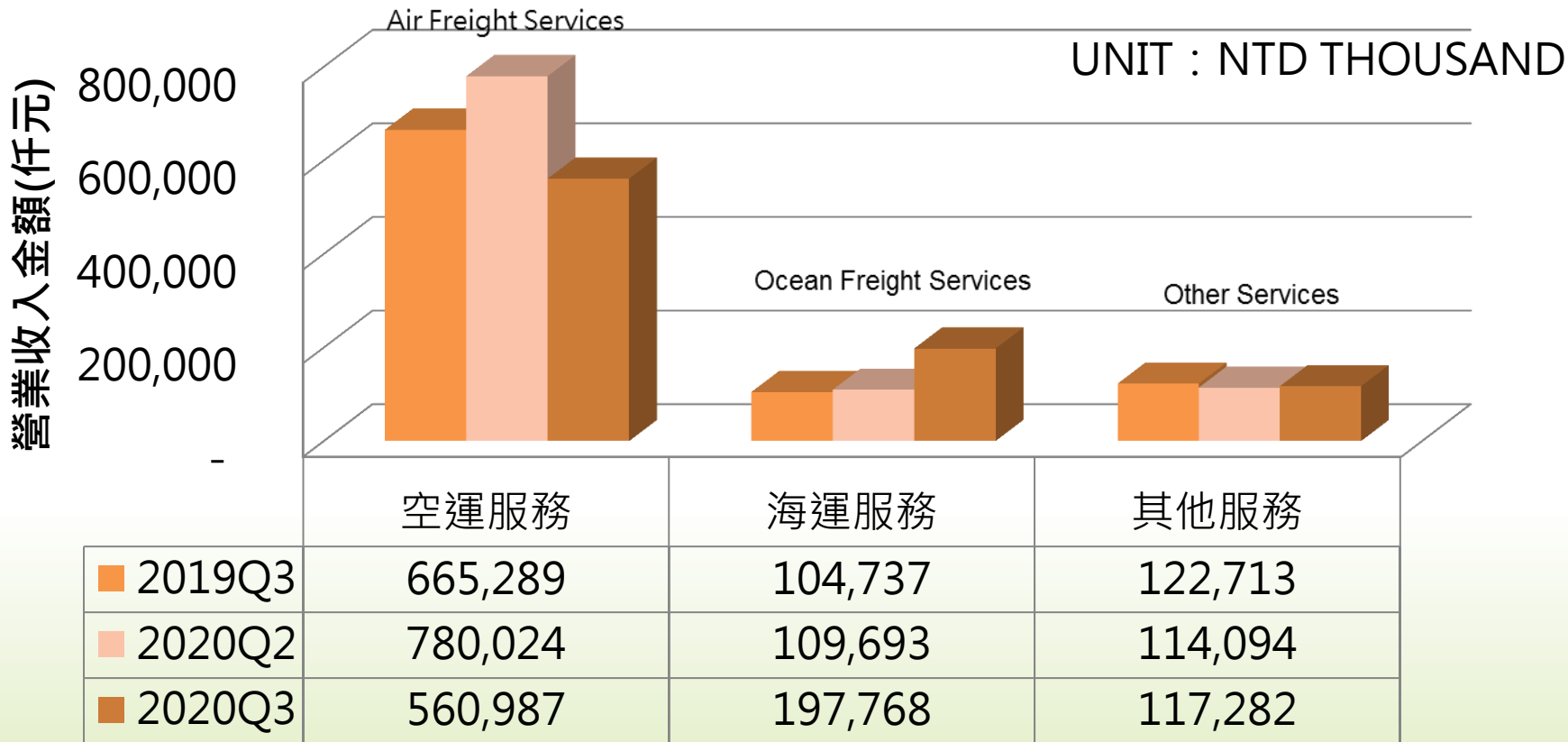
```
// SL for an opened order
// TP for an opened order
// Period of MA 1
// Period of MA 2
// Distance between MAs
// Strictly set amount of lots
// Percent of free margin

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2020 Q3 PERFORMANCE

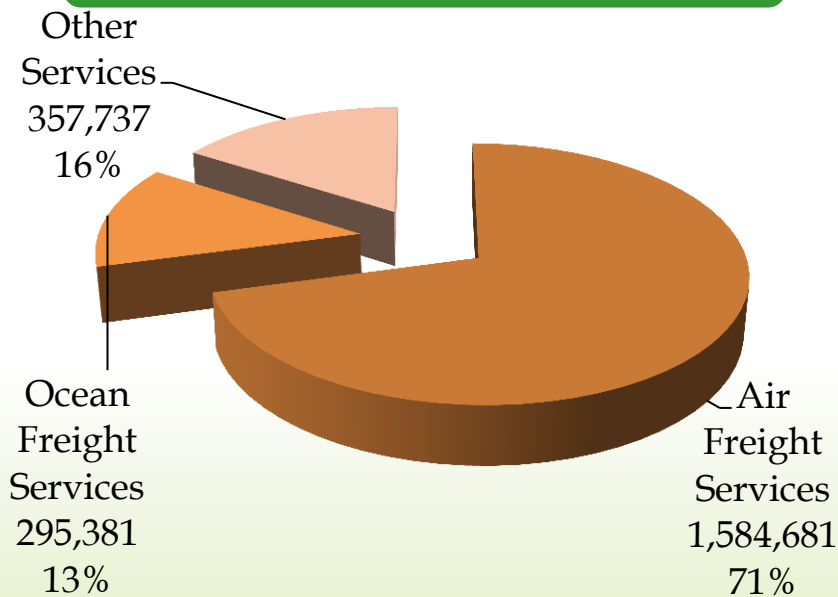
REVENUE (MILLIONS)



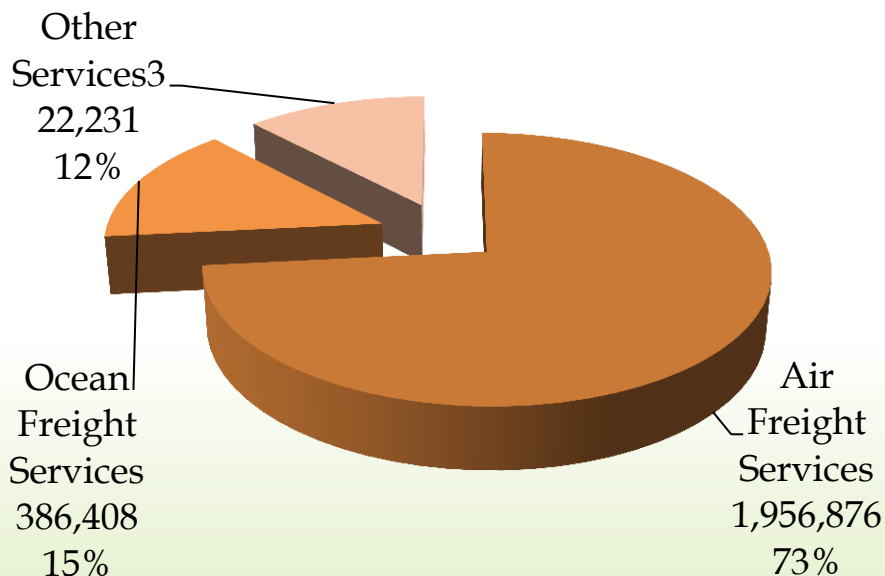


UNIT : NTD THOUSAND

2019 Q1-Q3

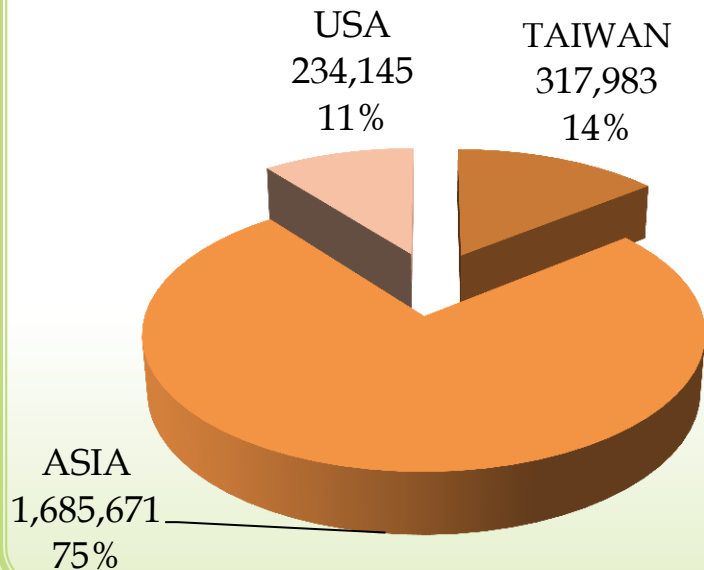


2020 Q1-Q3

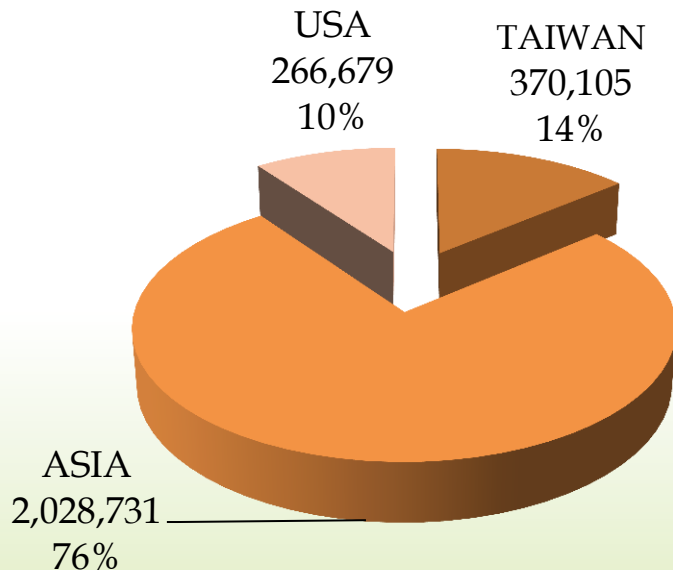


UNIT: NTD THOUSAND

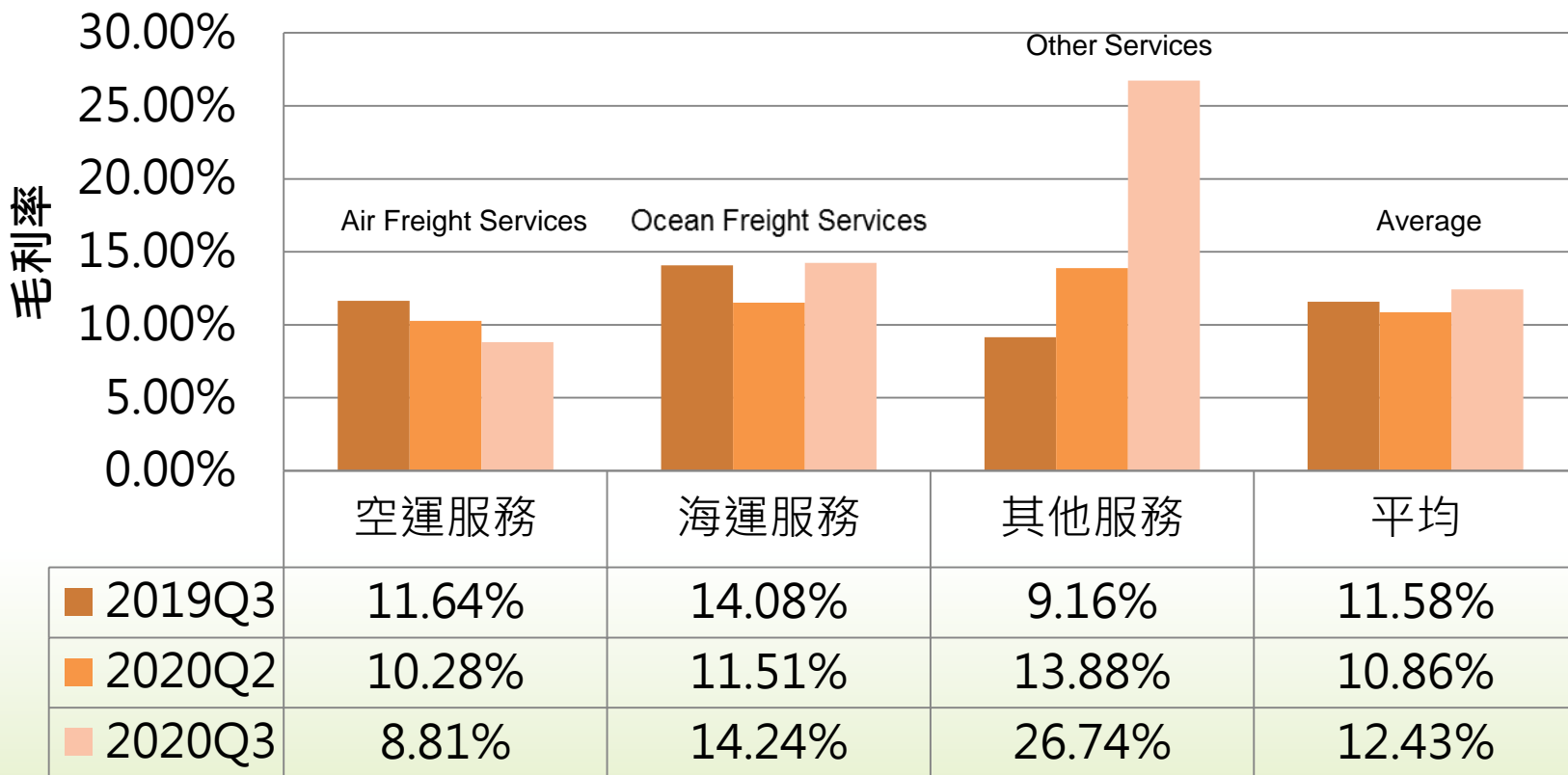
2019 Q1-Q3



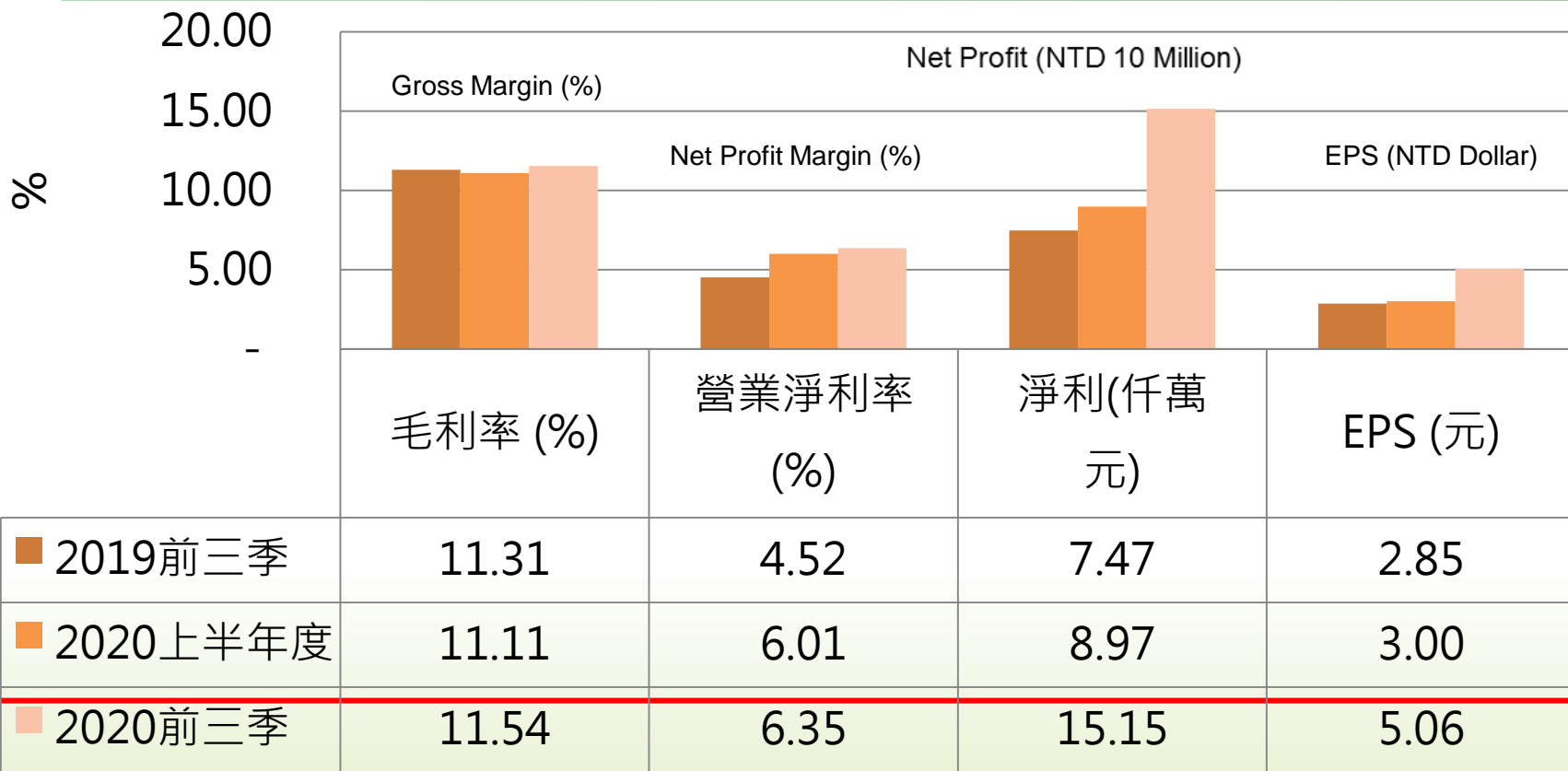
2020 Q1-Q3

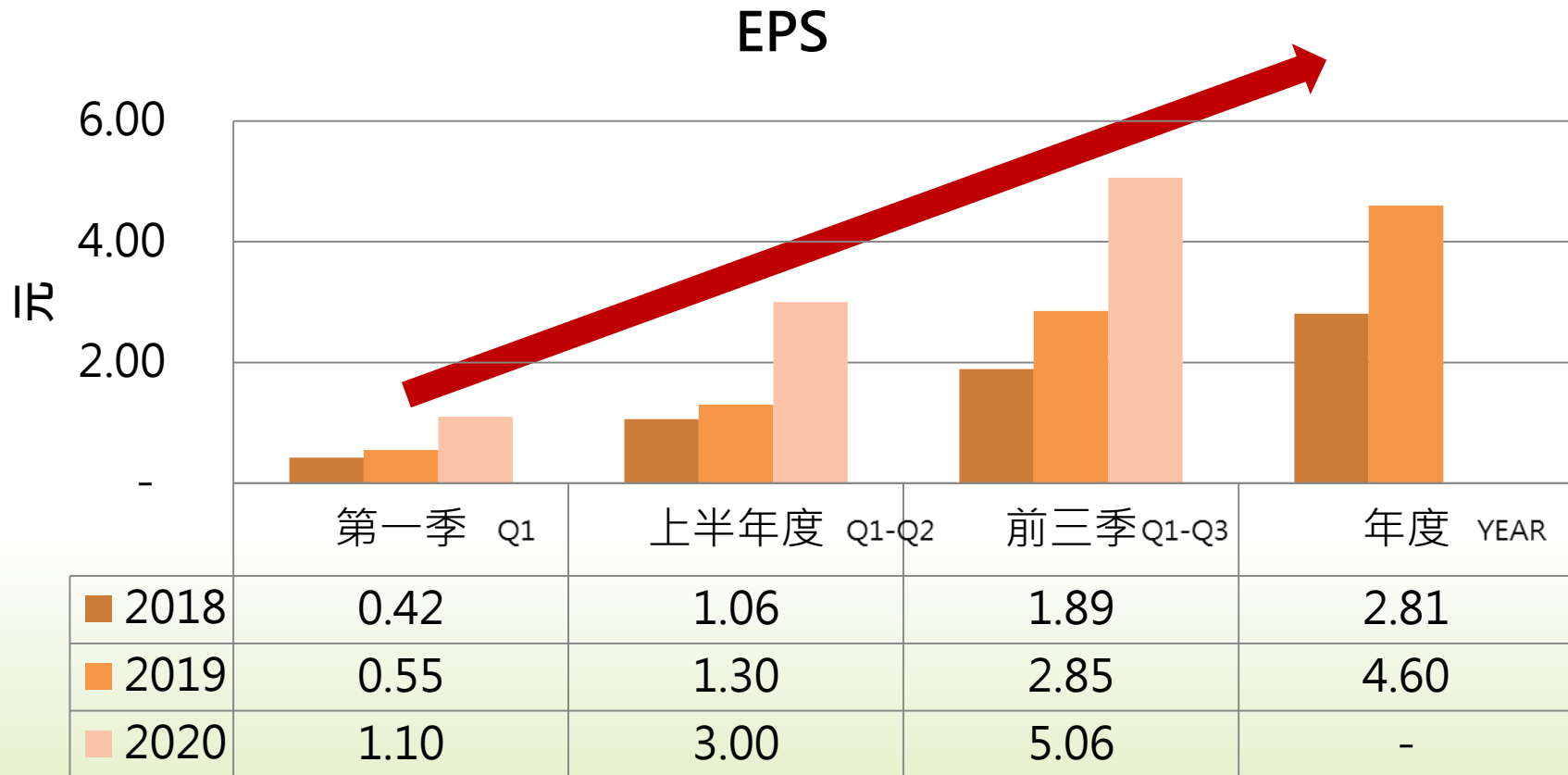


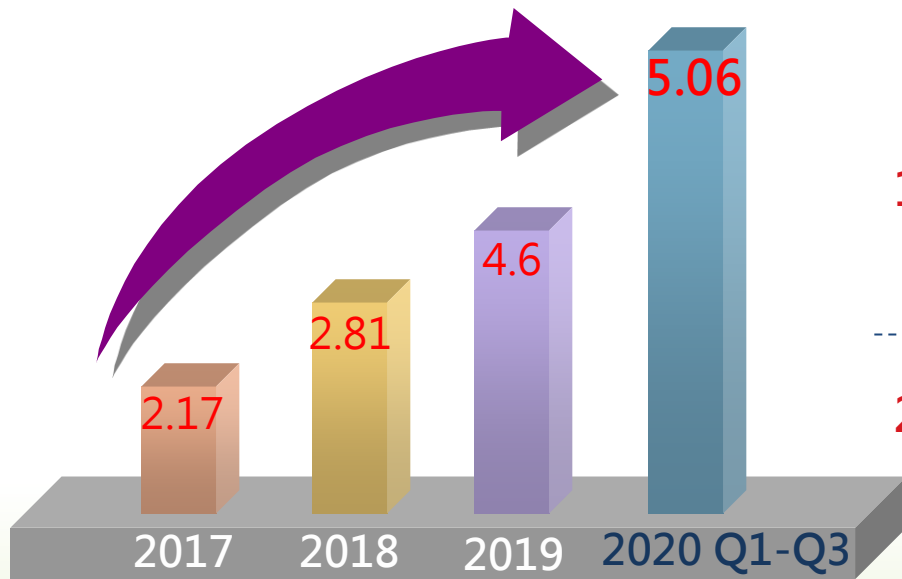
PRODUCT GROSS MARGINS



OPERATING PERFORMANCE – VARIOUS RATIO







EPS Performance

1. Consecutive growth on EPS for 10 seasons

2. Optimistic for future

Categories			2018	2019	2020Q3
Capital Structure	Debts Ratio (%)	(%)	43.84	51.13	41.67
Liquidity	Current Ratio (%)	(%)	234.53	199.03	249.95
Operating Performance	Average Collection Turnover	(TIMES)	5.17	5.30	5.72
Profitability	Return on Total Assets	(%)	6.66	9.92	14.00
	Return on Equity attributable to Shareholders of the Parent	(%)	11.85	18.10	25.36
	Net Margin	(%)	2.70	3.75	5.69
	EPS	(元)	2.81	4.60	5.06

LOGISTICS STRATEGIES UNDER PANDENMIC & DEVELOPING POINTS



Providing customers with creative methods for on-time and fast delivery, due to the trade war and post pandemic influences.



Offering sufficient space and competitive price to fulfill our social responsibilities as solutions provider and keep our promise to deliver.



- Boeing A757 Freighter
- Two charters per week
- Nanking ↔ Taiwan

- Annual contract
- 25~30 tones /charter
- High demand from customers
- Stable space and price



STRATEGIE - CROSS-TRAIT CHARTER (CON' T)



- Eastern China Area
- B737-800F Freighter
- Five flights per week
- Fuzhou → Taiwan

- Supplement Space
- Passenger flights for cargo use
- A330-200
- Shanghai → Taiwan



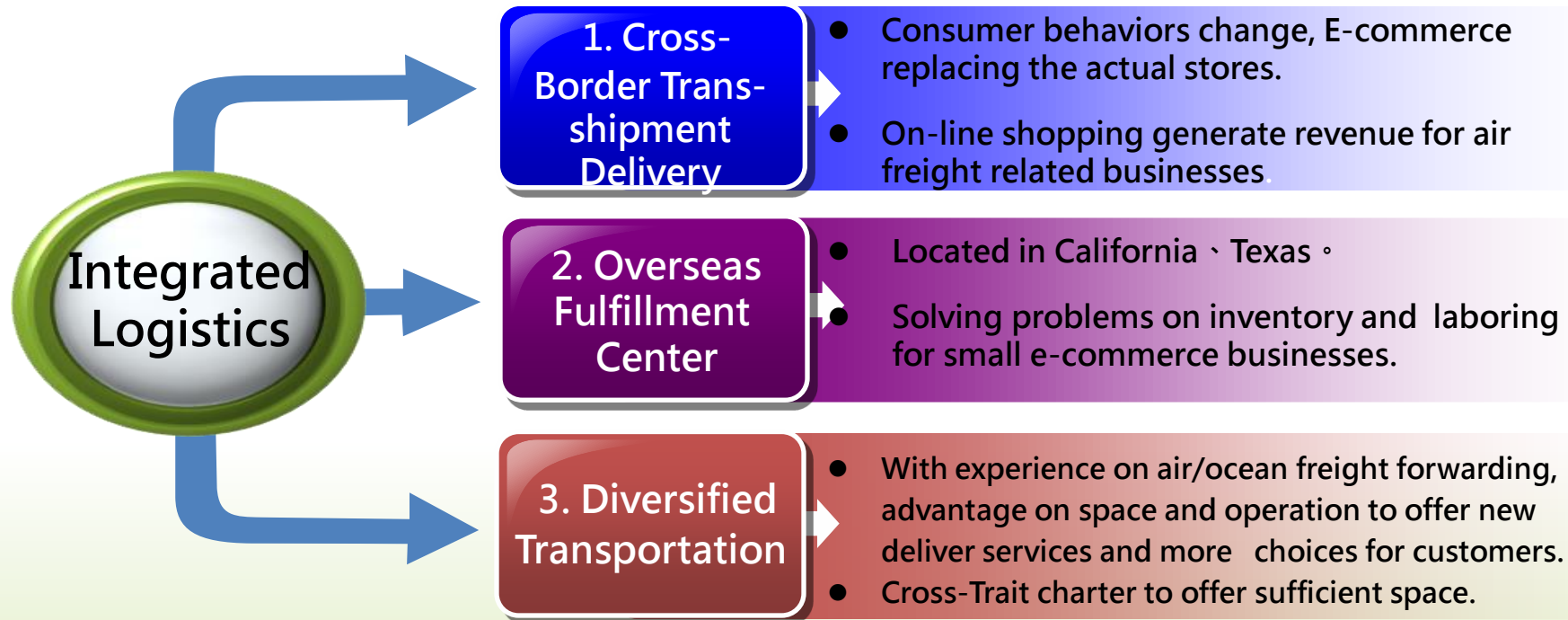
STRATEGIE - CROSS-TRAIT CHARTER (CON' T)



- Southern China Area
- A330 freighter and passenger
- Irregular charter, over 100 flights in 2020.
- Hong Kong -> Taiwan

- Supplement space
- Passenger flights for cargo use
- Task-oriented 、seasonal charters.





COVID – 19 IMPACTS ON INTERNATIONAL LOGISTICS

Year of 2020

FEB.

- TPE – China (Shanghai 、 Hongchiao 、 Chengdu 、 Xiamen 、 Beijing) 、 Hong Kong and Macau export air freight charges increased twice.
- China and Hong Kong 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 Hong Kong 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 flights are limited, charges are still 3 times higher than pre-COVID 19.
- Electronics and E-Commerce industries are look forward to the growth post-COVID 19.

AUG

- Additional fuel charges starts.
- Increase fuel charge by 125% for North America and Europe shipments. TWD4 to TWD9 per kg. from 9/1.

SEPT

- China recovering manufacture capacity to fulfilled demands of new electronics products.
- Air freight charge increases from TWD8-20/kg for shipment to HKG, MAU and China, starting 9/19.
- To prepared for China' s long vacation in October, air freight charges increases by 20~25% for shipment to North America staring 9/17.

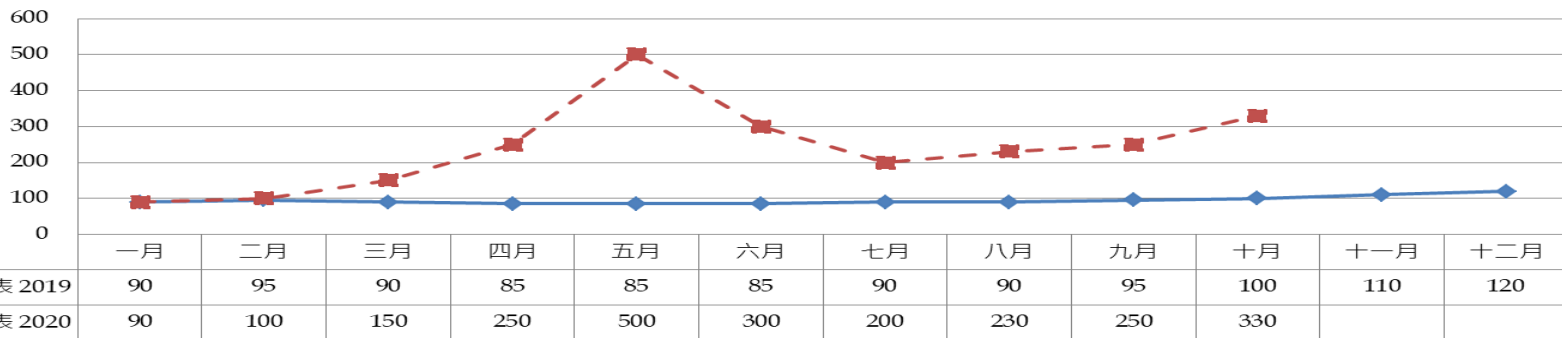
OCT.

- Air freight charge increases by 10~15% for shipment to Europe, starting 10/19.
- Air freight charge increases by 20~25% for shipment to North America, starting 10/20.
- Air freight charge increases by 30~40% for shipment to North America, starting 11/3. Charge increases 15-20% for shipment to Europe, starting 11/1.

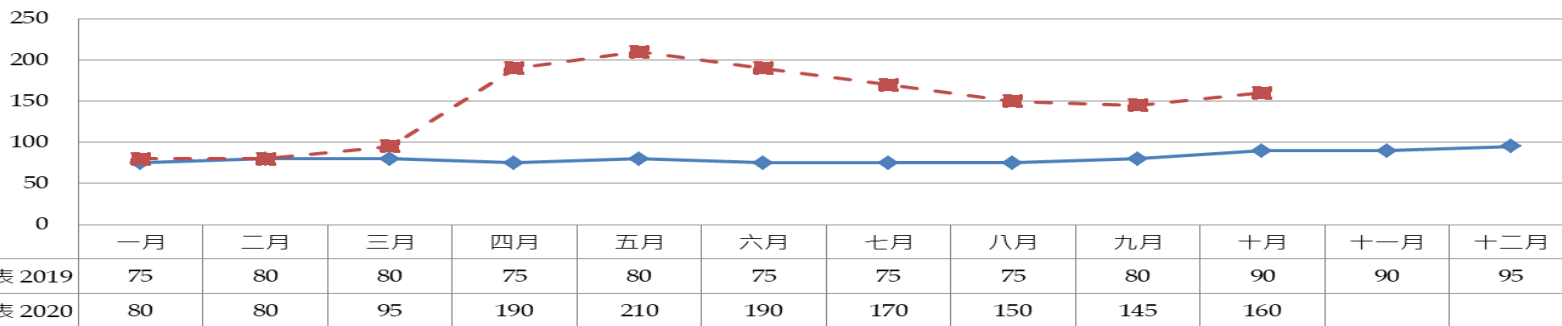
2019 vs 2020 AIR FREIGHT PRICE

CURRENCY :TWD/KG

美洲運價表(TPE/USA)



歐洲運價表(TPE/EUR)



Q & A





捷迅股份有限公司

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