

捷迅股份有限公司

2020

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 forecasts 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



■ SERVICES

INTEGRATED LOGISTICS



AIR FREIGHT
FORWARDING



CUSTOMS
DECLARATION



CROSS-BORDER
E-COMMERCE
PARCEL DELIVERY



OCEAN FREIGHT
FORWARDING



WAREHOUSE / IN-LAND
TRANSPORTATION



INTERNATIONAL
COURIER

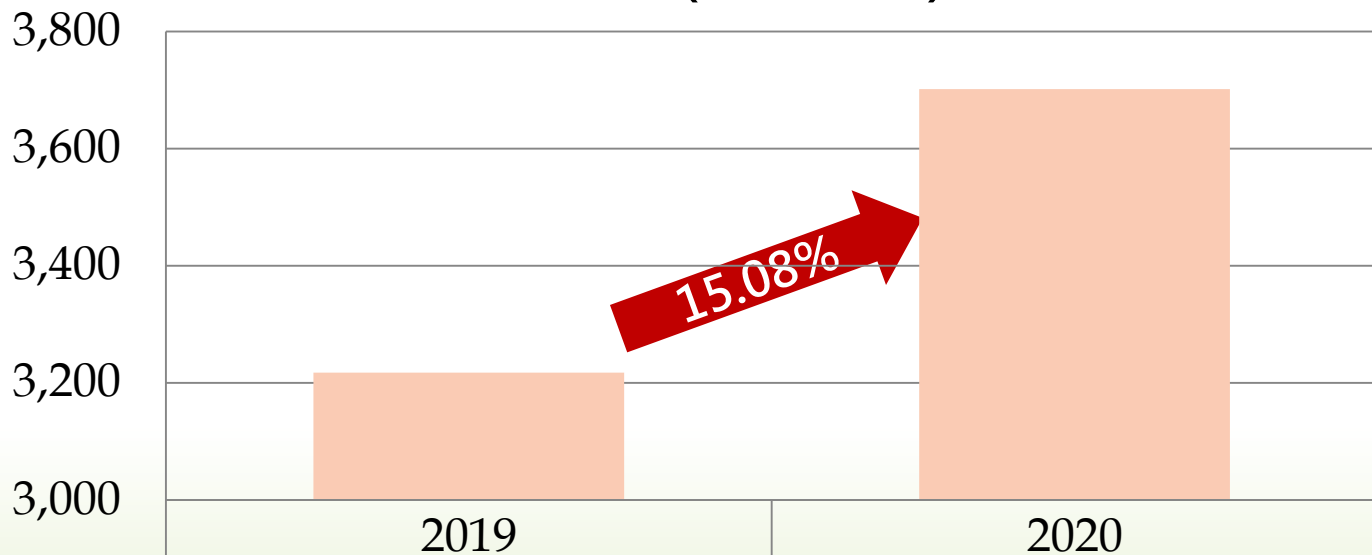


```
// SL for an opened order
// TP for an opened order
// Period of MA 1
// Period of MA 2
// Distance between MAs
// Strictly set amount of lots
// Percent of free margin

// 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
```

2020 PERFORMANCE

REVENUE(MILLION)

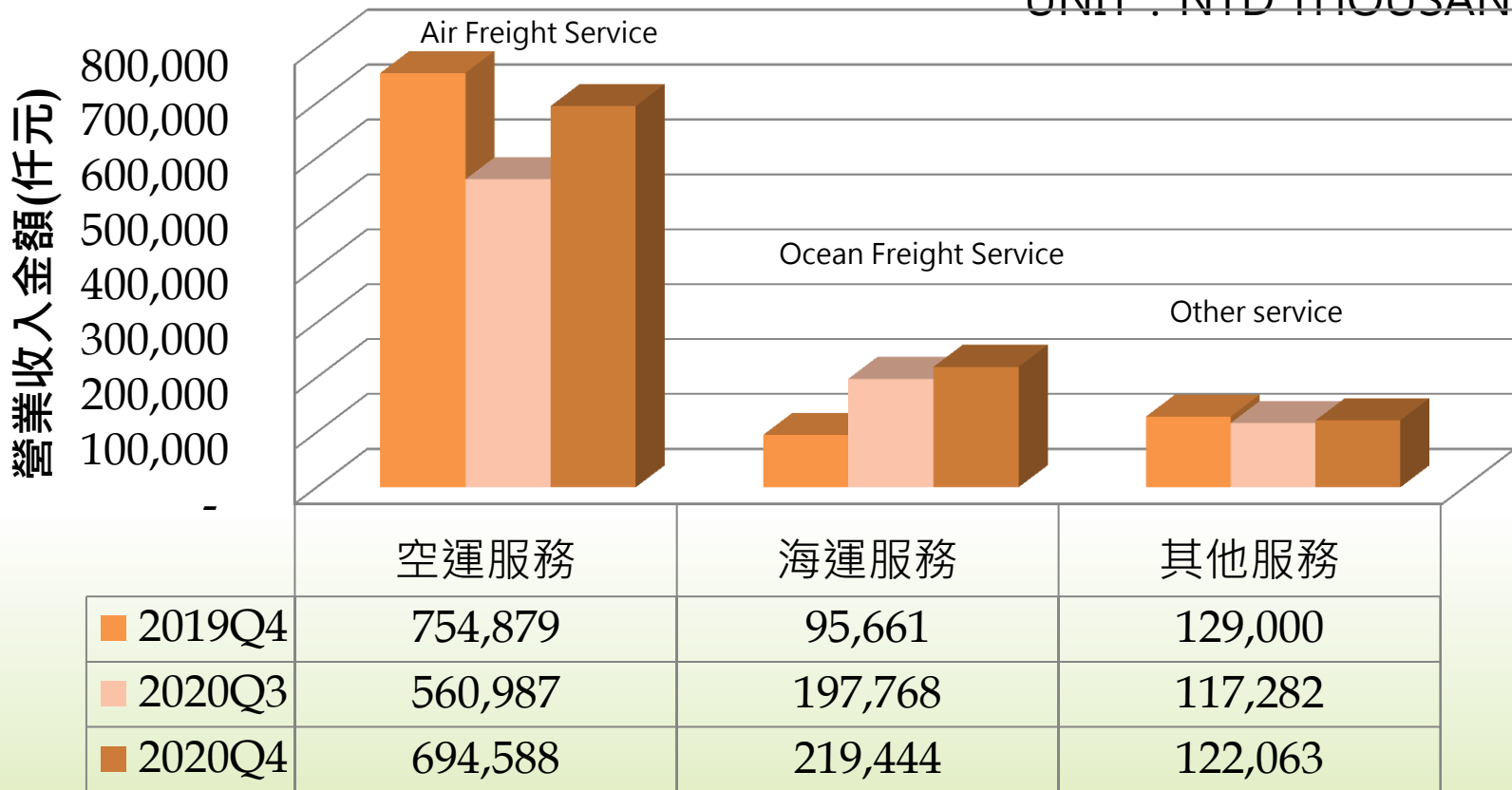


■ 營業收入(佰萬元)

3,217

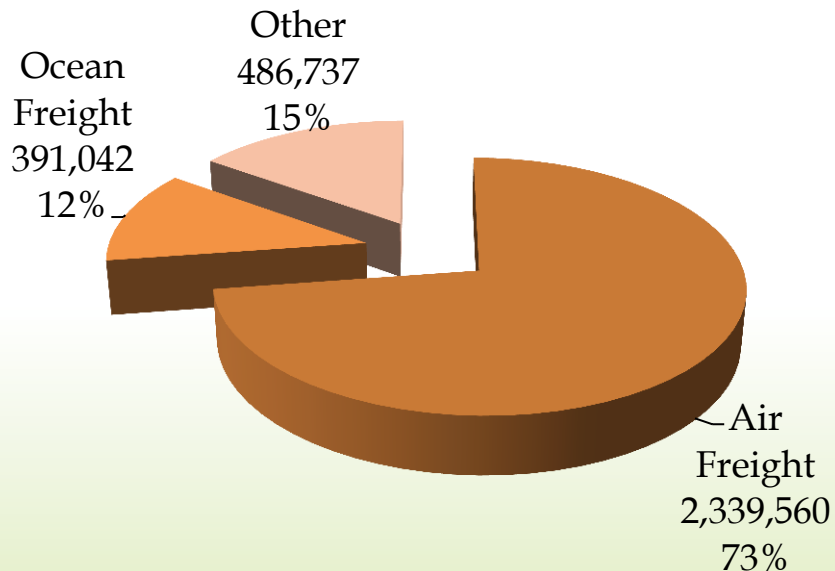
3,702

UNIT : NTD THOUSAND

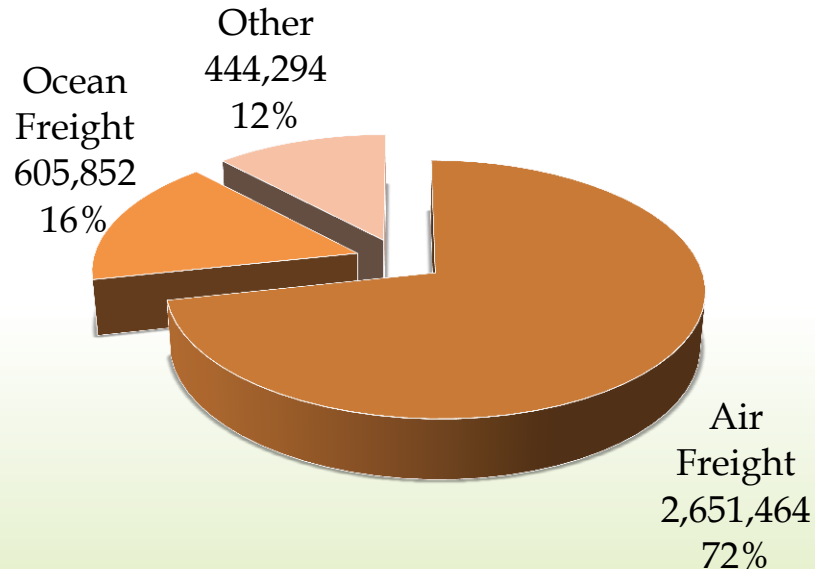


UNIT : NTD THOUSAND

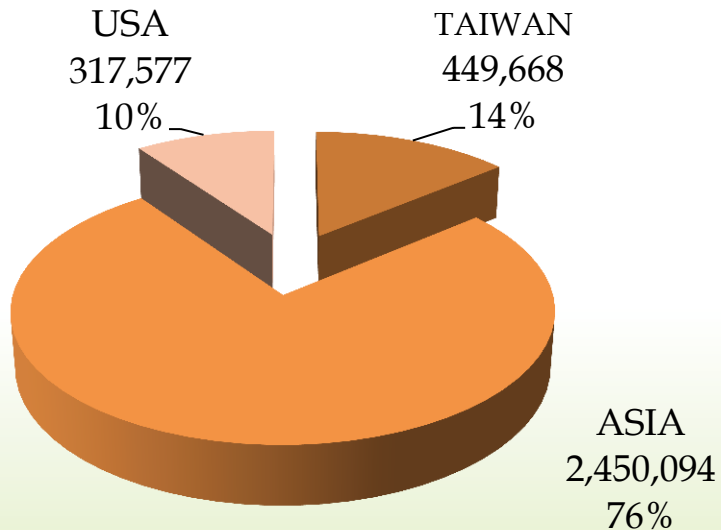
2019



2020

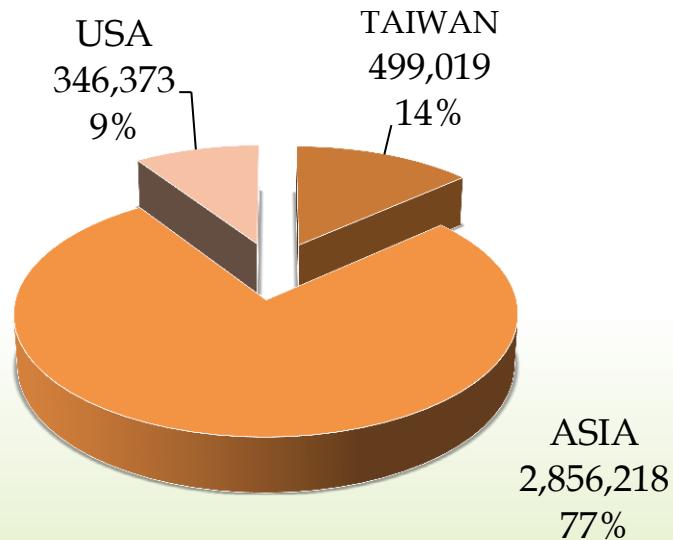


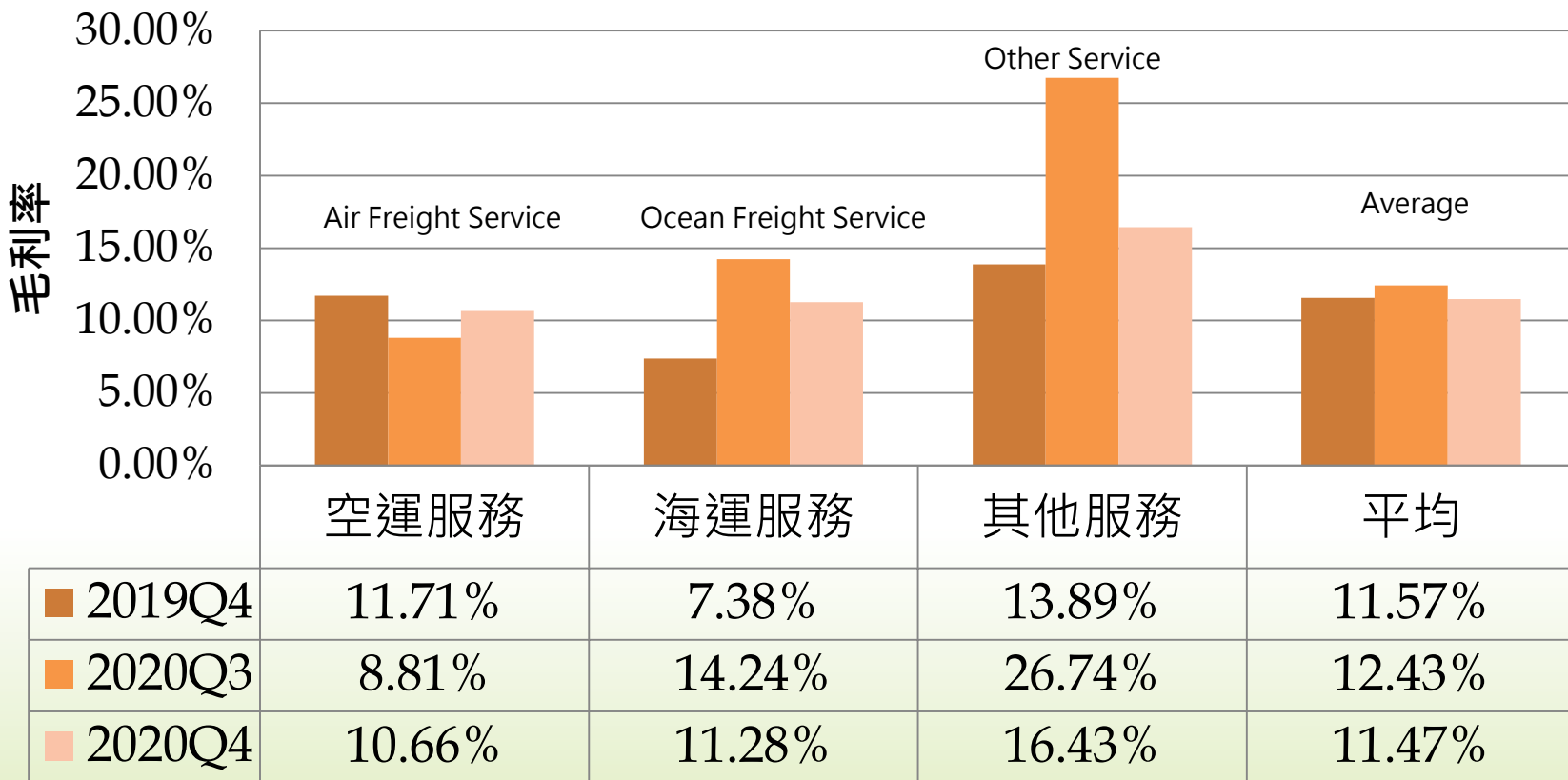
2019

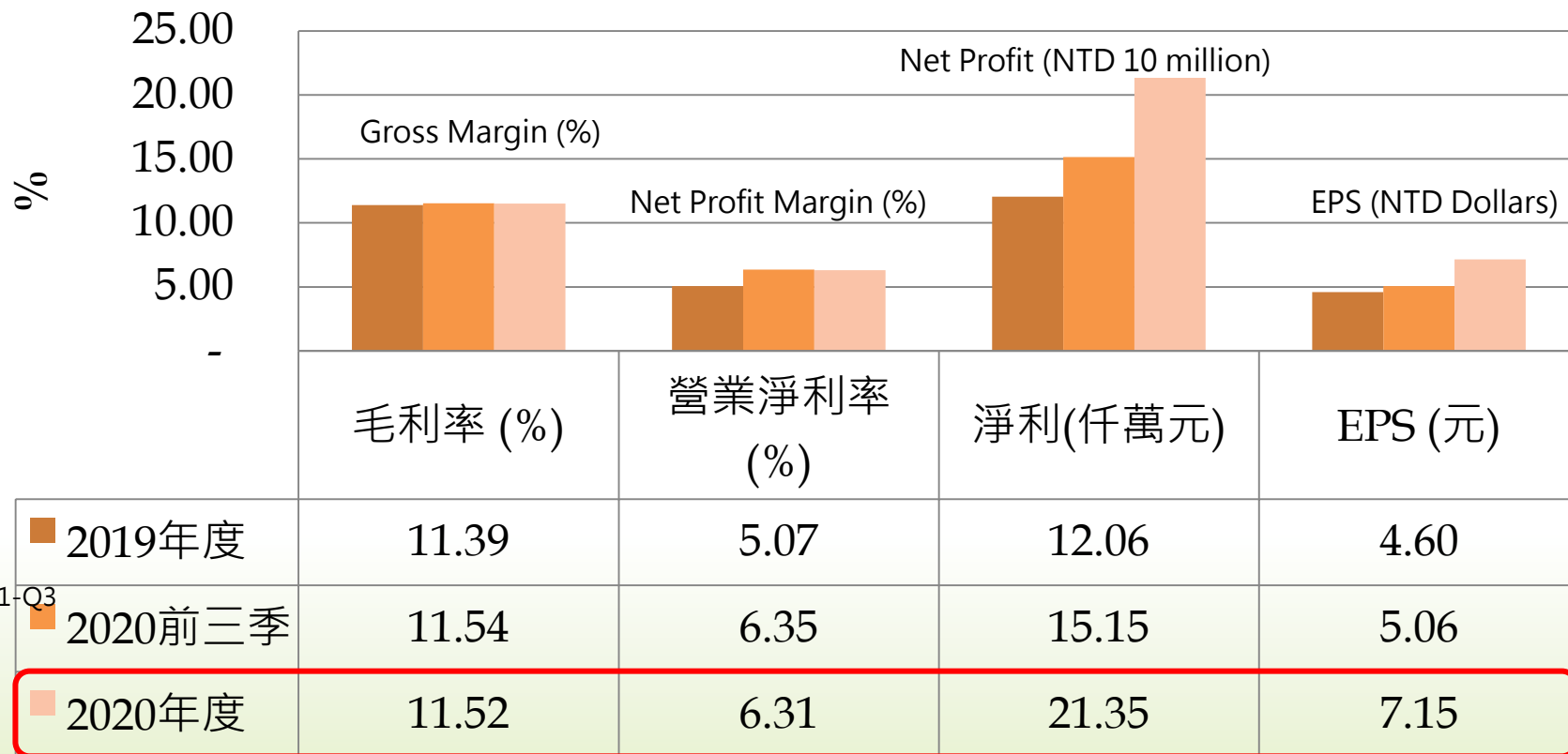


UNIT : NTD THOUSAND

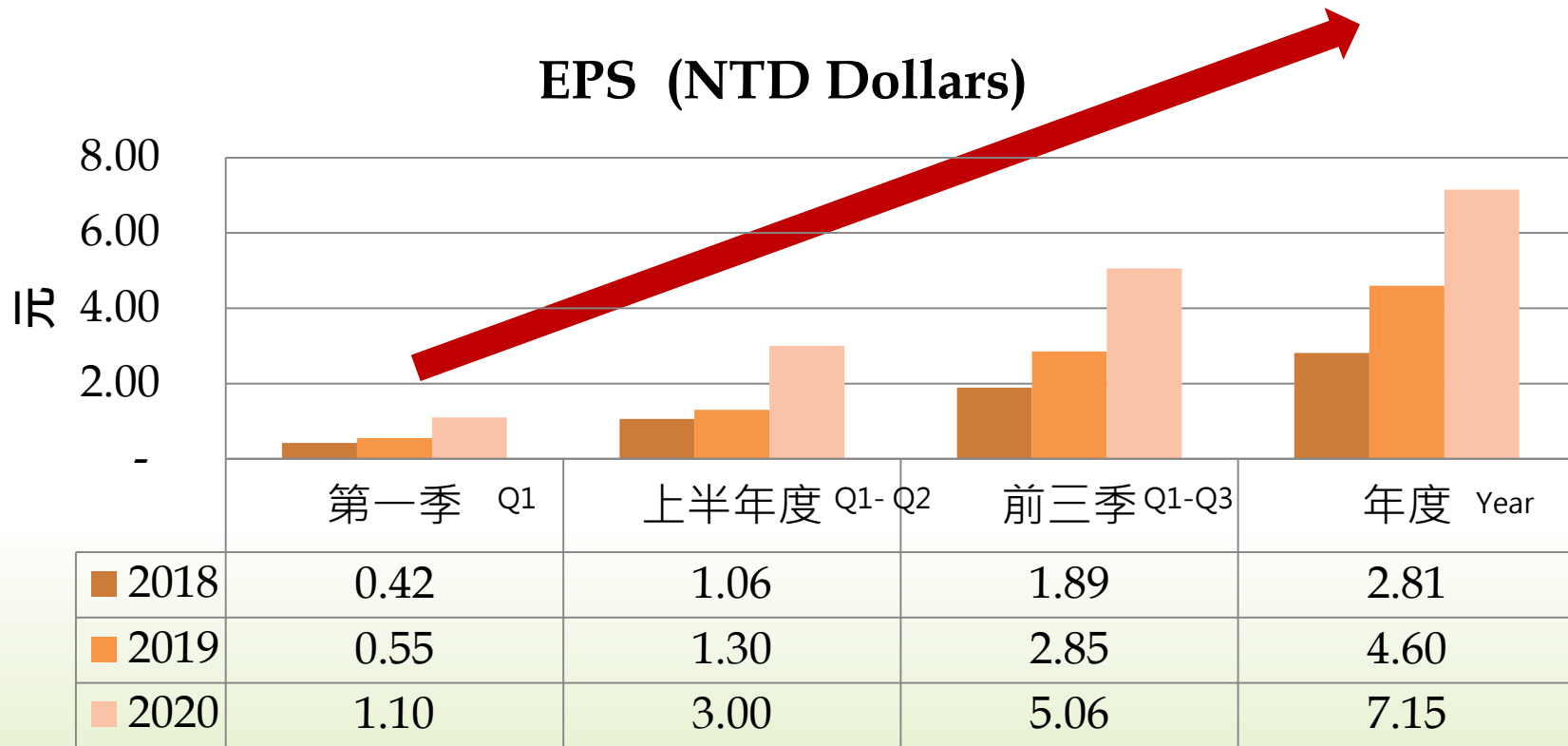
2020

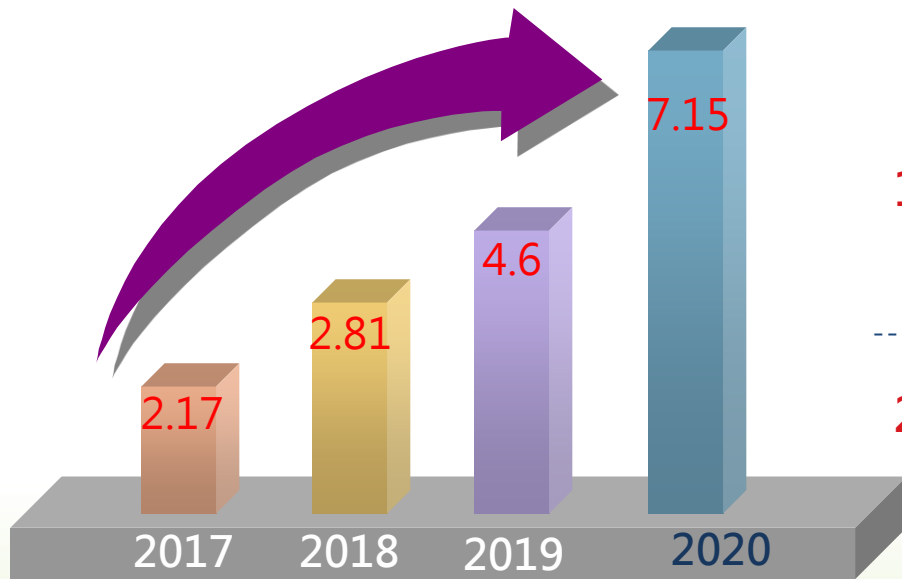






EPS (NTD Dollars)





EPS PERFORMANCE

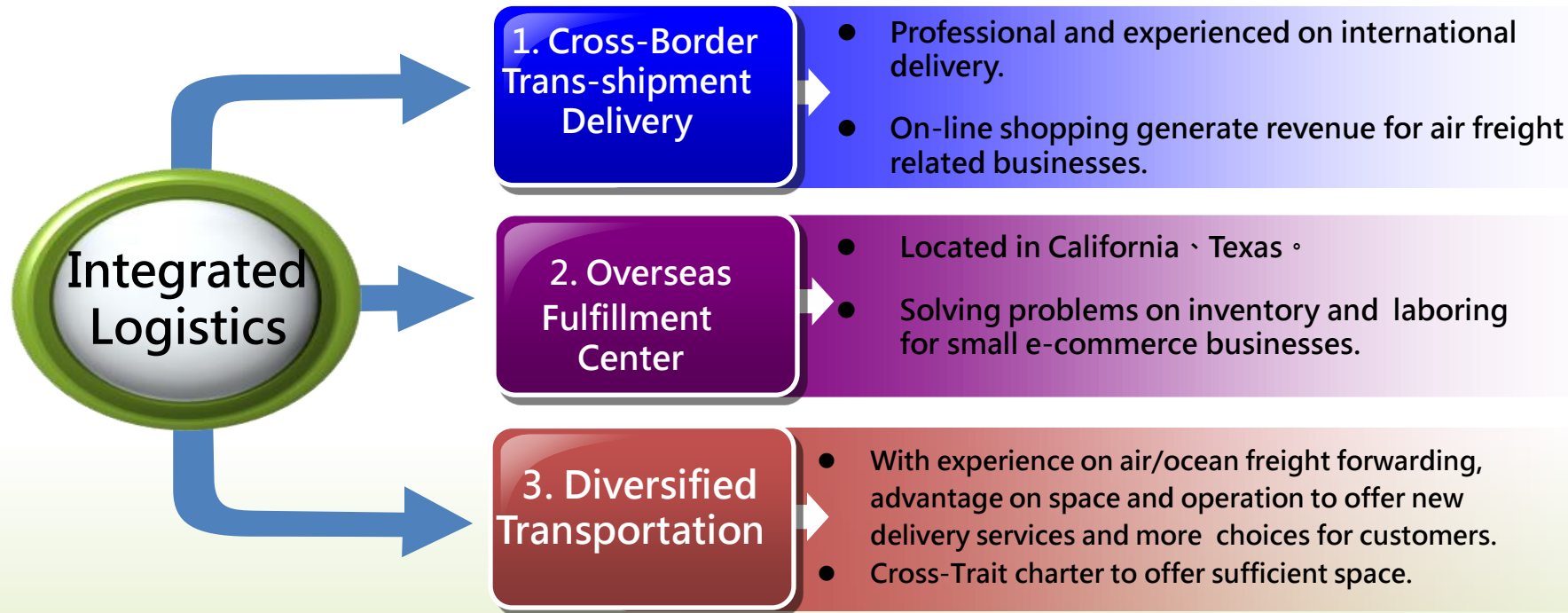
1. Consecutive growth on EPS for 11 seasons

2. Optimistic for future

Categories			2019	2020
Capital Structure	Debts Ratio	(%)	51.13	39.93
Liquidity	Current Ratio	(%)	199.03	256.57
Operating Performance	Average Collection turnover	(Times)	5.30	5.50
Profitability	Return on Total Assets	(%)	9.92	14.52
	Return on Equity attributable to Shareholders of the Parent	(%)	18.10	25.91
	Net Margin	(%)	3.75	5.77
	EPS	(NTD Dollars)	4.60	7.15

DEVELOPING POINTS & LOGISTICS STRATEGIES





STRATEGIE - CROSS-TRAIT CHARTER



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

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





- Eastern & Southern China Area
- freighter and passenger flights
- Non-Scheduled charter, over 109 flights in 2020.
- Hong Kong/Xiamen - > Taiwan

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





- Highly sensitive to the market, grasp the market logistics trend as early as possible.
- Understand the status of the shipping company's flight and container status, and assist customers in booking the shipping space in advance.
- Sign annual contracts to provide customers with stable prices.

COVID – 19 IMPACTS ON INTERNATIONAL LOGISTICS

AUG.

- Resumption of international fuel surcharge.
- Increased the fuel charge by 125% on 9/1, air freight charge increased from TWD4 to TWD9 per kg for cargo to North America and Europe.

SEPT.

- Resume production capacity in China to meet the supply demand for new electronic products.
- Increase air freight rate from TWD8 to TWD20 per kg to China, Hong Kong and Macau on 9/16.
- To meet the high demand before the long holiday in October, Air freight rate increased 20~25% to North America on 9/17.

OCT.

- Air freight increased 10~15% for cargos to Europe on 10/19.
- Air freight increased 20~25% for cargos to North America on 10/20.
- Received notice to increase air freight rate by 30~40% for cargo to North America on 11/3, increase by 15~20% for cargo to Europe on 11/1.

NOV.~
DEC.

- Received notice to increase air freight rate by 10~15% for cargo to China.
- Air freight rate increased from TWD15 to TWD30 per kg for cargo to China, Hong Kong and Macau on 1/16.

JAN.~
FEB.

- Increase air freight rate by TWD15~25% for cargo to Europe on 1/29.
- Fuel charge increased for cargo to USA from TWD9 to TWD15per kg on 3/1.

MAR.~
JUN.

- Air freight increase for cargo to USA by 25~40% starting March.
- Rate increase slow down, freight schedule stable from April to June.

Q & A



```

// SL for an opened order
// TP for an opened order
// Period of MA 1
// Period of MA 2

```

```

d  earth-double Pastrol:  =28.0; // Distance between MAS
    earth-double lot:    =0.1; // Strictly set amount of lots
    earth-double pct:    =0.07; // Percent of free margin

```