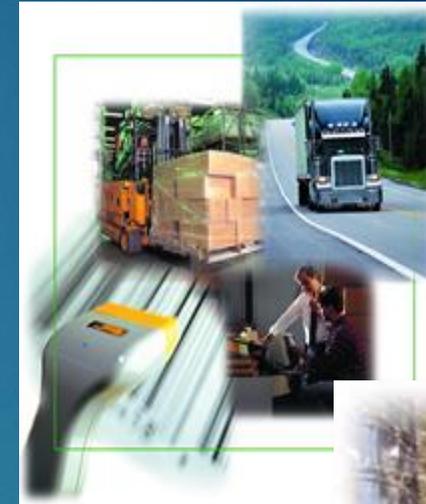


2643

# SOONEST EXPRESS CO., LTD

2021 Q2

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](http://www.soonest.com)

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- ▶ 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.



# ABOUT SOONEST

<b>ESTABLISHED</b>	Feb. 13, 1984
<b>STOCK CODE</b>	2643
<b>IPO</b>	Mar. 4, 2016
<b>CHAIRMAN</b>	C. M. Ku
<b>G. M.</b>	Kang Y. Sun
<b>CAPITAL INVESTMENT</b>	NTD 300,000,000
<b>ADDRESS</b>	4F, No. 34, Rui Guang Rd., Taipei 114, Taiwan
<b>SERVICES</b>	Air/Ocean Freight Forwarding、Customs Declaration、Warehouses、Transportation and Delivery
<b>WORLDWIDE</b>	Offices: 17, Warehouses: 9

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# GLOBAL OFFICES



17 offices :

TAIPEI (HEADQUARTERS) 、 HONG KONG 、 SHENZHEN 、  
DONGGUAN 、 XIANTAO 、 SINGAPORE 、 MALAYSIA 、  
SHANGHAI 、 NINGBO 、 KUANSHAN 、 SONGJIAN 、 HANGZHOU  
SAN FRANCISCO 、 LOS ANGELES 、 CHICAGO 、 NEWYORK 、  
DALLAS

9 warehouses:

HONG KONG 、 SHENZHEN 、 DONGGUAN 、 SINGAPORE 、  
SHANGHAI 、 HANGZHOU  
SAN FRANCISCO 、 LOS ANGELES 、 DALLAS

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# PRODUCTS



AIR / OCEAN FREIGHT FORWARDING



IMPORT/EXPORT CUSTOMS DECLARATION



WAREHOUSE / IN-LAND TRANSPORTATION



CROSS-BORDER E-COMMERCE PARCEL DELIVERY



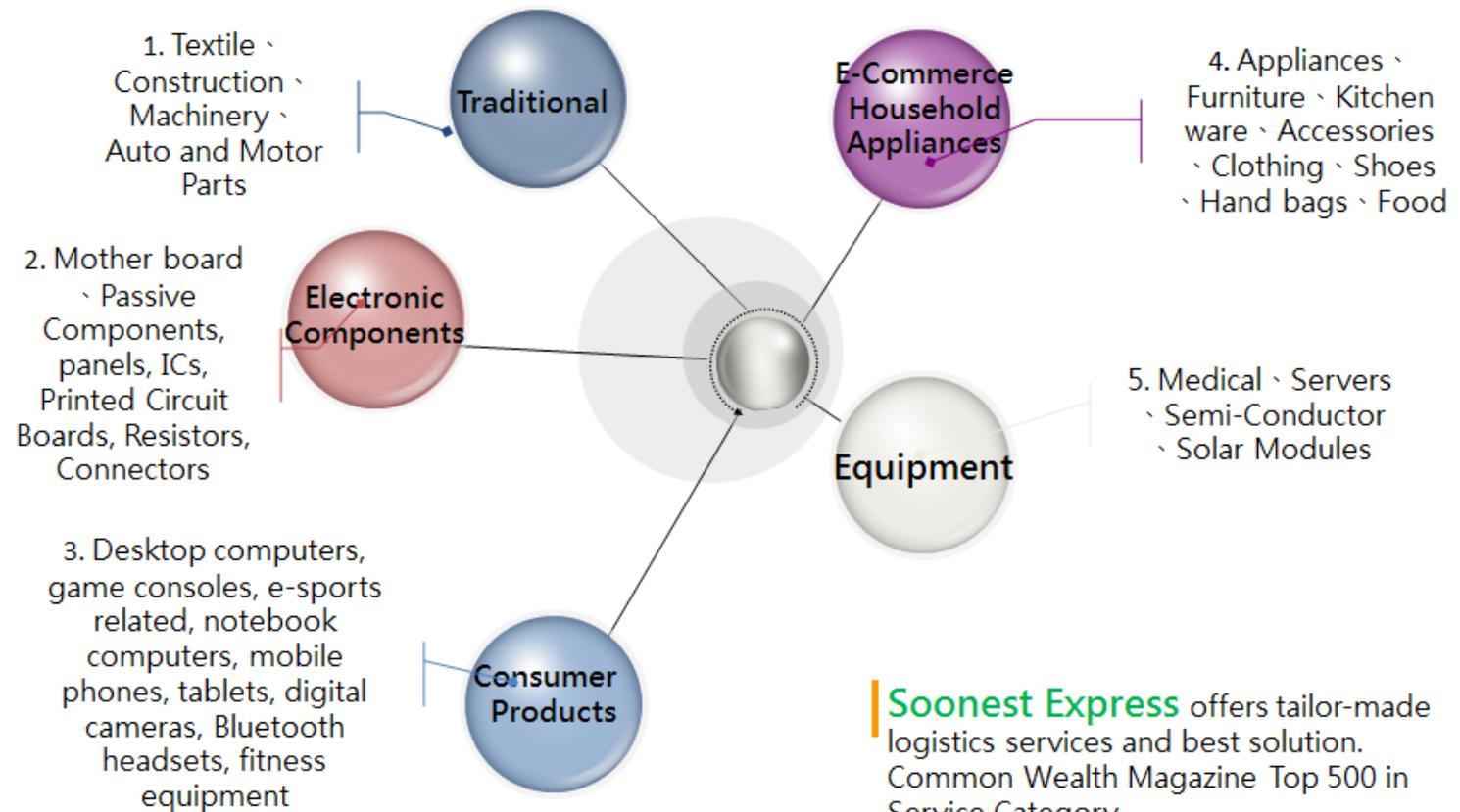
CARGO INSURANCE 、 GLOBAL LOGISTICS PLANNING



# CORE CUSTOMERS

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## CORE CUSTOMERS

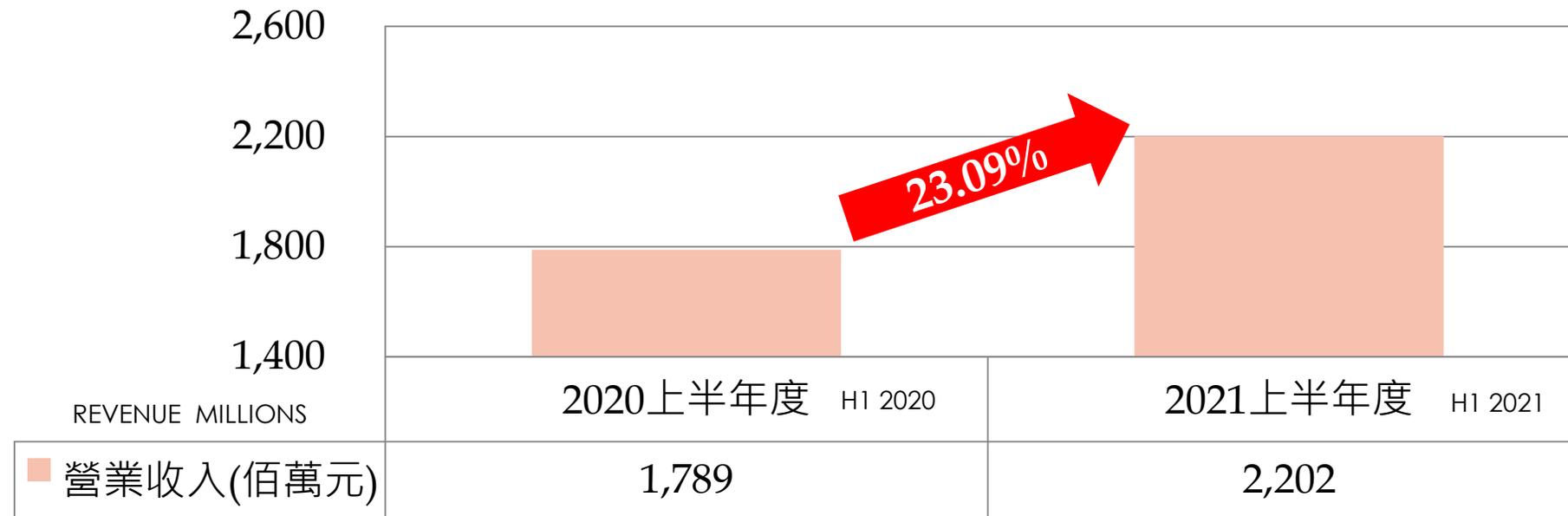


**Soonest Express** offers tailor-made logistics services and best solution. Common Wealth Magazine Top 500 in Service Category.

# 2021 Q2 PERFORMANCE

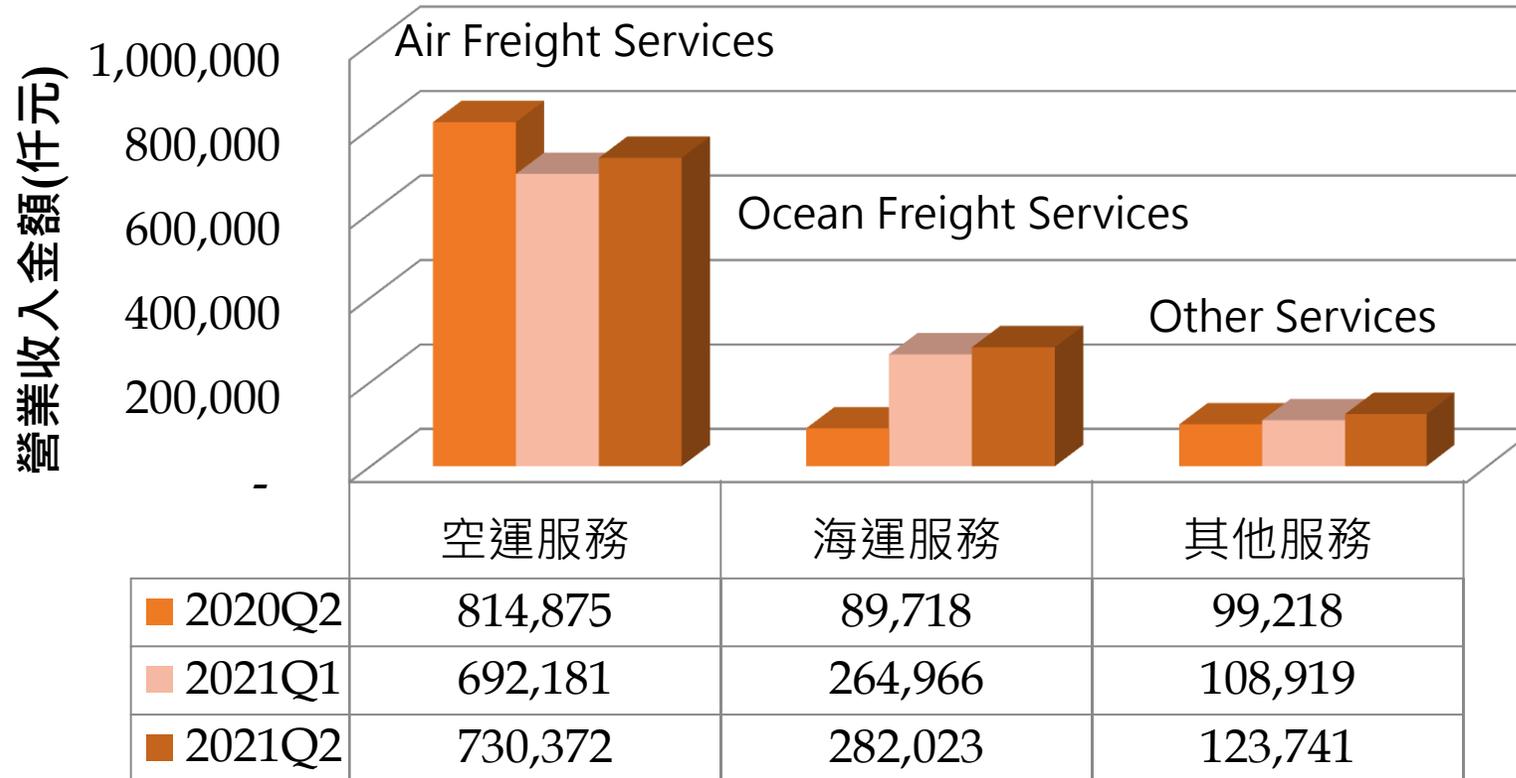
# PERFORMANCE-CONSOLIDATED REVENUE

## REVENUE (MILLION)



# PRODUCT REVENUE

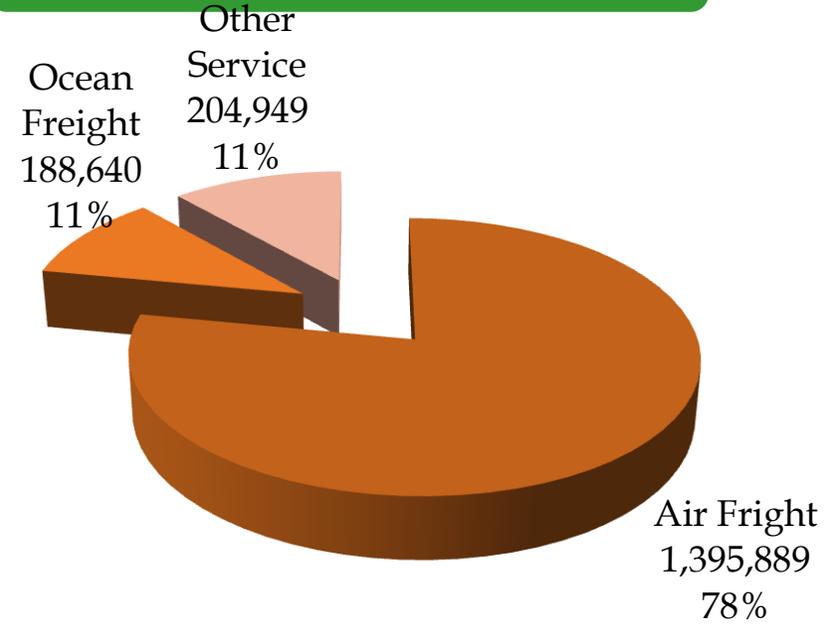
UNIT : NTD THOUSAND



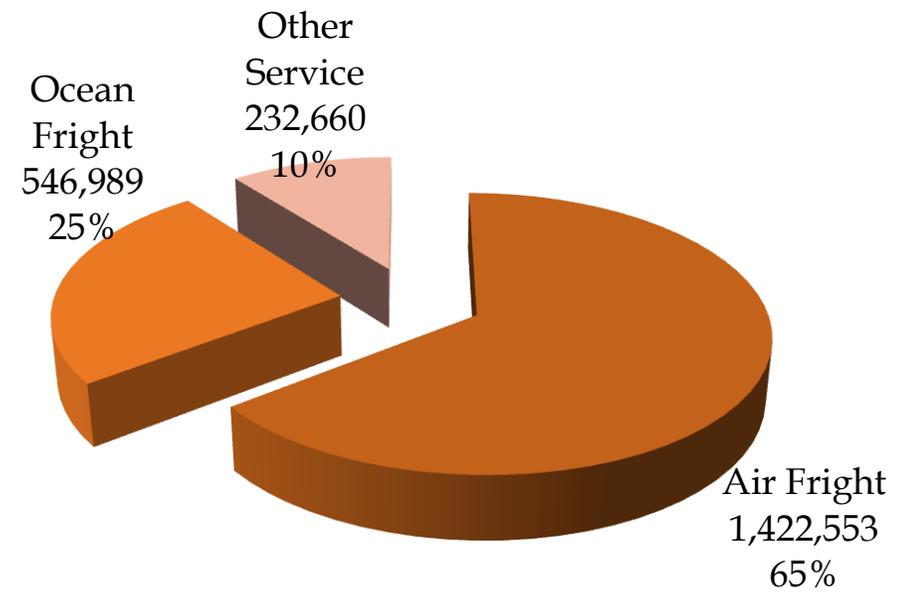
# PRODUCT RATIO (REVENUE)

UNIT : NTD THOUSAND

**2020H1**



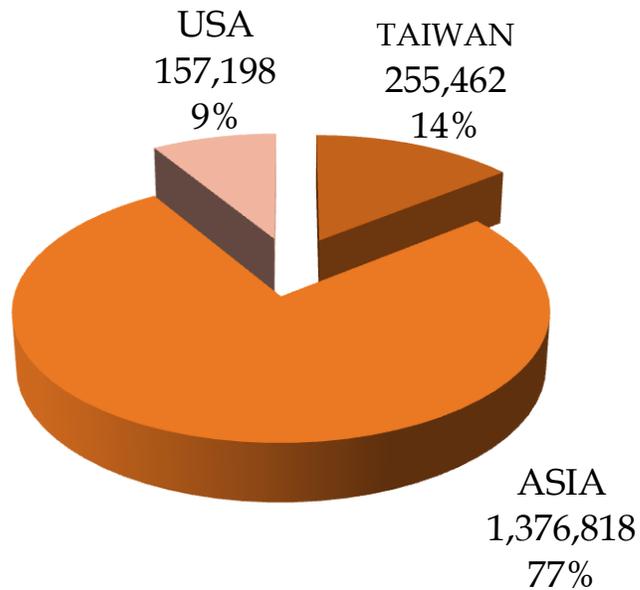
**2021H1**



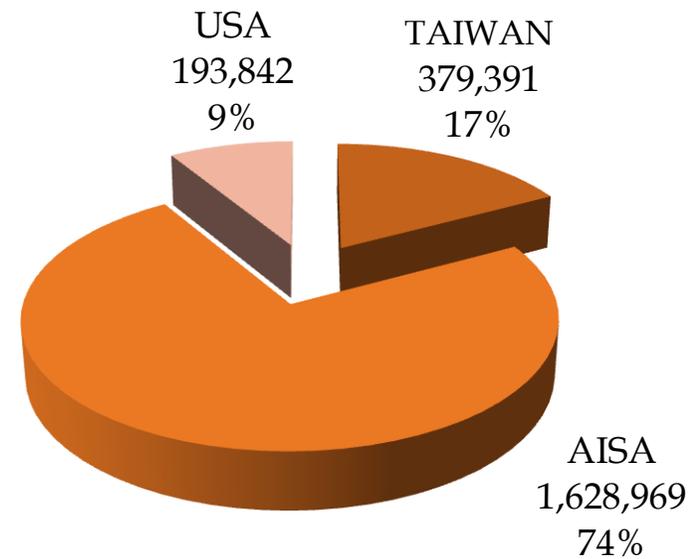
# AREA RATIO (REVENUE)

UNIT : NTD THOUSAND

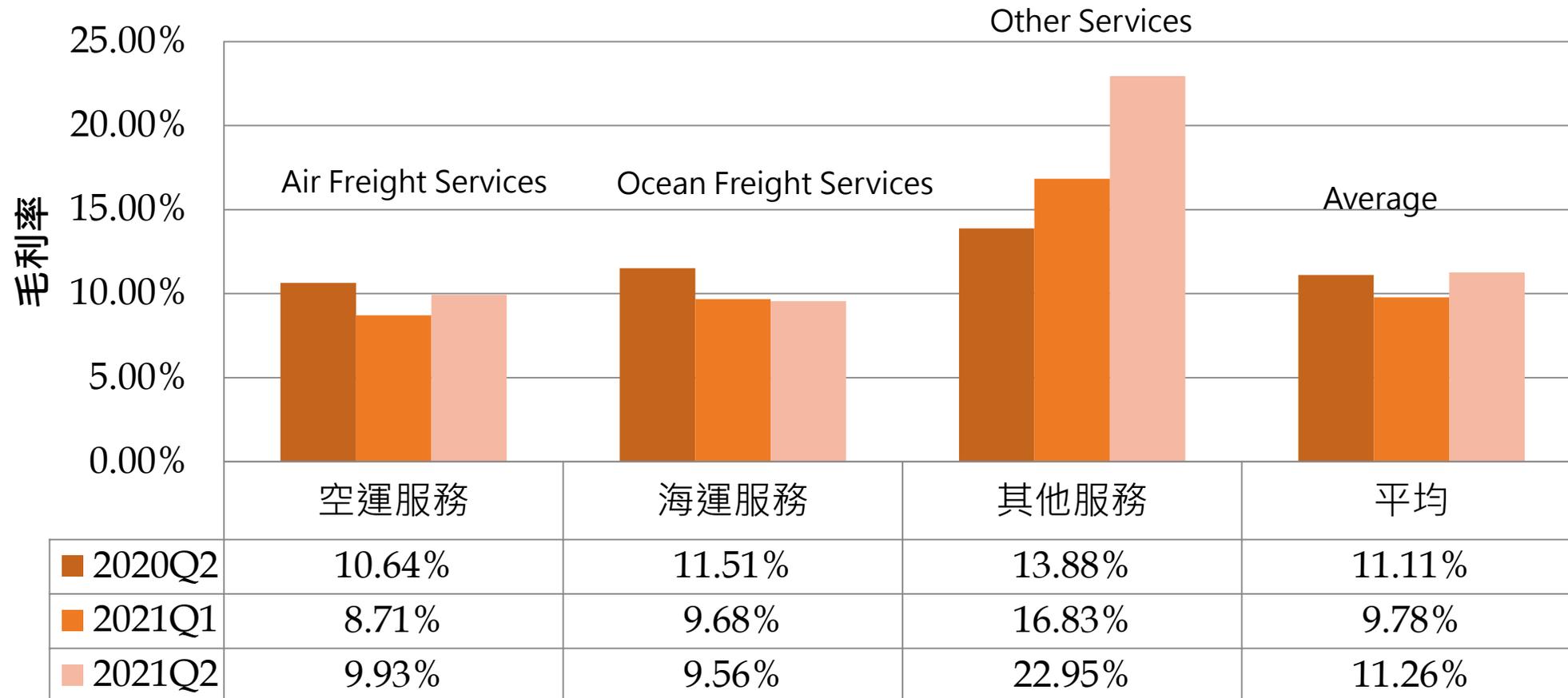
2020H1



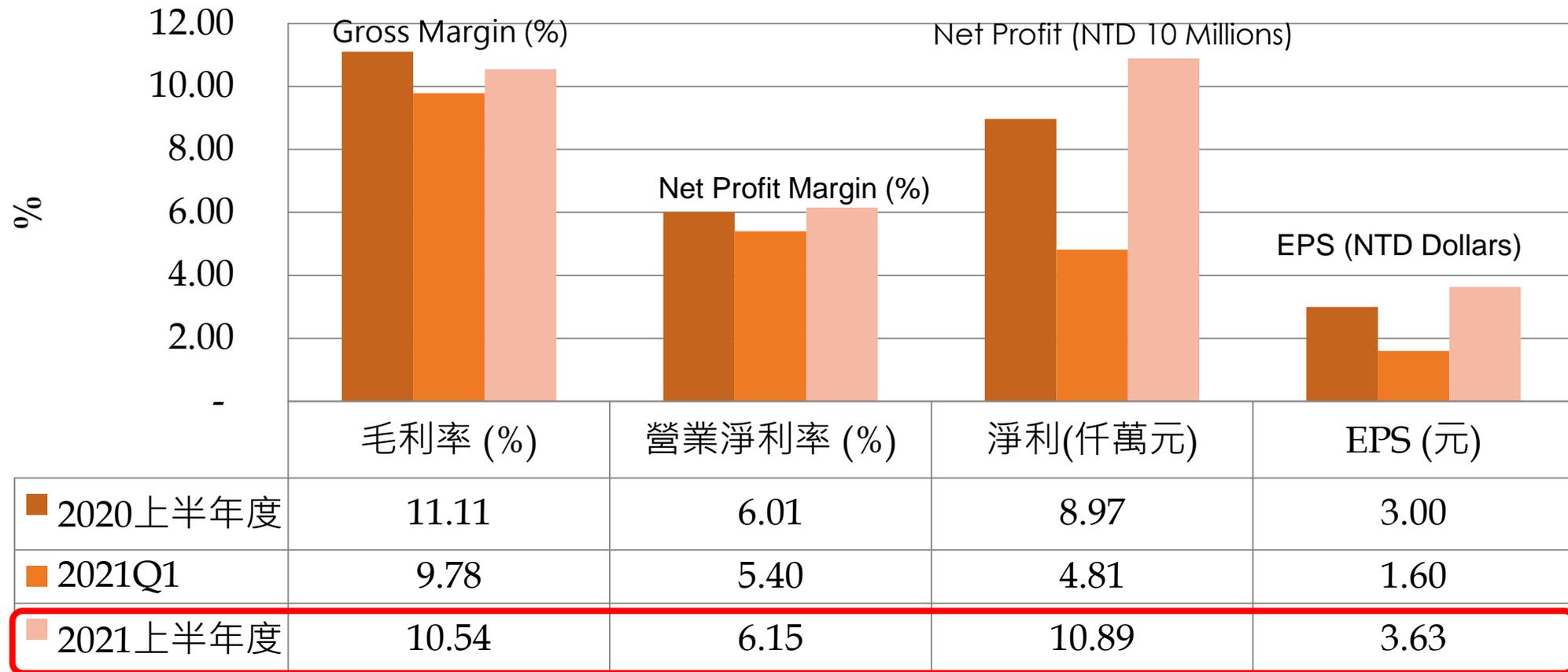
2021H1



# PRODUCT GROSS MARGINS

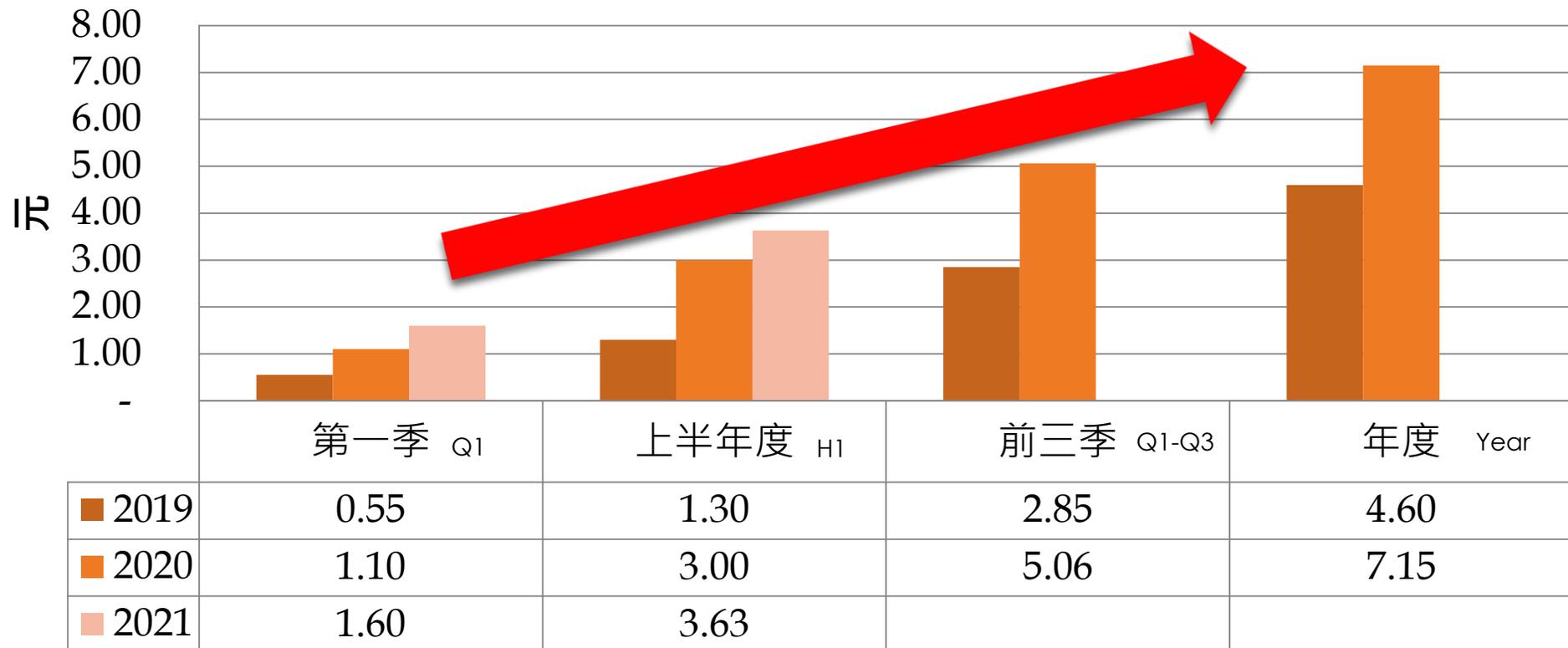


# OPERATING PERFORMANCE – VARIOUS RATIO



# OPERATING PERFORMANCE-EPS

## EPS



# OPERATING PERFORMANCE

Categories			2019	2020	2021Q2
Capital Structure	Debts Ratio	( % )	51.13	39.93	46.74
Liquidity	Current Ratio	( % )	199.03	256.57	215.71
Operating Performance	Average Collection Turnover	(Times)	5.30	5.50	6.04
Profitability	Return on Total Assets	( % )	9.92	14.52	13.32
	Return on Equity Attributable to Shareholders of the Parent	( % )	18.10	25.91	23.12
	Net Margin	( % )	3.75	5.77	4.95
	EPS	(NTD)	4.60	7.15	3.63



# AIR 、 OCEAN FREIGHT MARKET ANALYSIS

# AIR FREIGHT MARKET

SENARIO	INDUSTRY PERSPECTIVE
1. Different airlines in different countries have different fleets and models	Airlines are more diversified than international shipping companies. Passenger aircraft, cargo aircraft, narrow-body and wide-body, and operational destinations will all affect airlines to adjust delivery mechanisms.
2. Import country, export manufacturing –differences on pandemic control.	Exporting countries (China, Southeast Asia and other places), and Importing countries (Europe and the United States) are not in step with pandemic control. Causing unbalance situation in between supply and demand.
3. Monitoring Southeast Asia's passenger transport recovery	Observing the recovery of passenger transport after unblocking. This can be judged from the degree of short-distance travel.
4. Air cargo market supply and demand	The level of air freight charges depend on the recovery of the consumer market and supply. There will be strong demand for holidays and new product launches in the second half of the year. catching up with the logistics and transportation delays in the previous quarters is crucial.
5. Linkage relationship between upper and lower supply chain.	The electronics industry, semiconductor equipment, electric vehicles and other upper and lower supply chain shipments will have a linkage relationship.

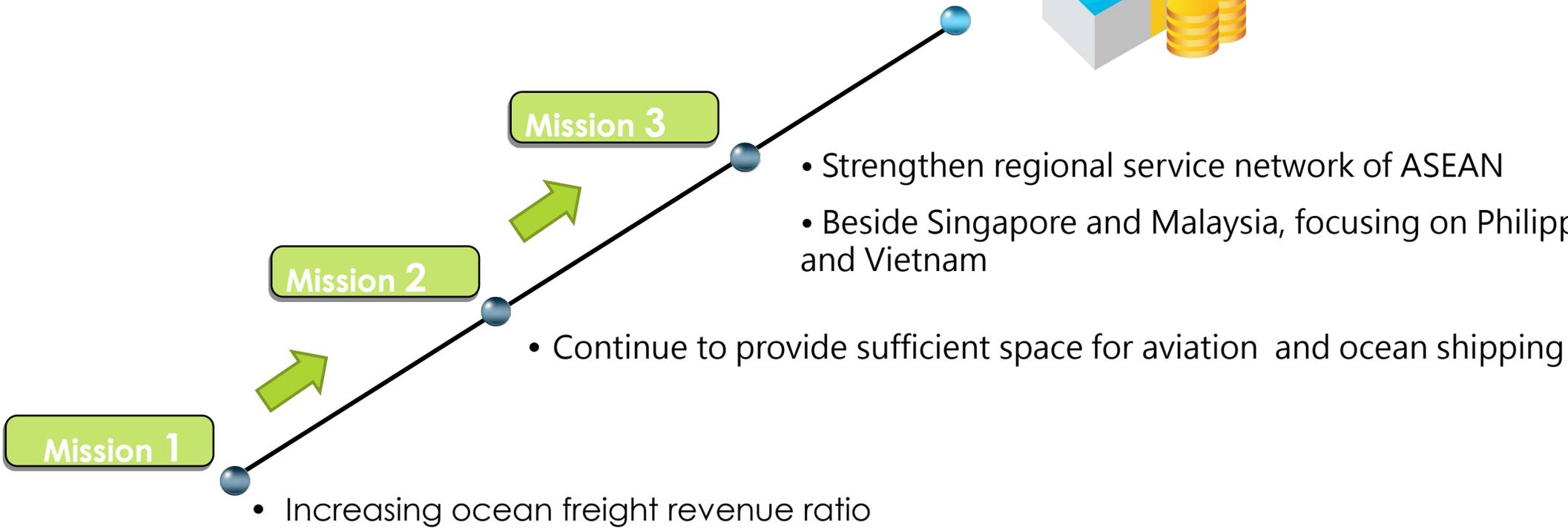
# OCEAN FREIGHT MARKET

SENARIO	INDUSTRY PERSPECTIVE
1. Short supply	Containers gathered in consumer countries (Europe and America), due to the pandemic, results in lack of workers, port congestion and lack of containers.
2. Shipping schedule unstable and price go up	Fare increase allowed high-priced routes to obtain space, the incidence of Suez Canal in March, and the Yantian Port problem in May have caused shipping companies to reduce number of ships and adjust the shipping schedules. The logistics time is lengthened.
3. Ship building project	The increase in transportation capacity and the adjustment of the frequency of the ship will achieves the maximum economic benefit of the shipping company.
4. Demand increases	After release of the lock down, the demand of large consumer countries increased, the export-manufacturing countries have activated the previously lagging business. Second half of the year is the traditional peak season.
5. In-land shut down due to floods in Europe, fires in Western U.S.	Containers shipped to Europe and the United States are jammed at major ports. Inland ports delivery are changed back to to major ports, which makes the new and old demand crowded out each other.
6. European and American officials involved in investigating freight rates	Aims to avoid container freight monopoly and violation of fair competition, and unable to suppress the freight mechanism driven by supply and demand.

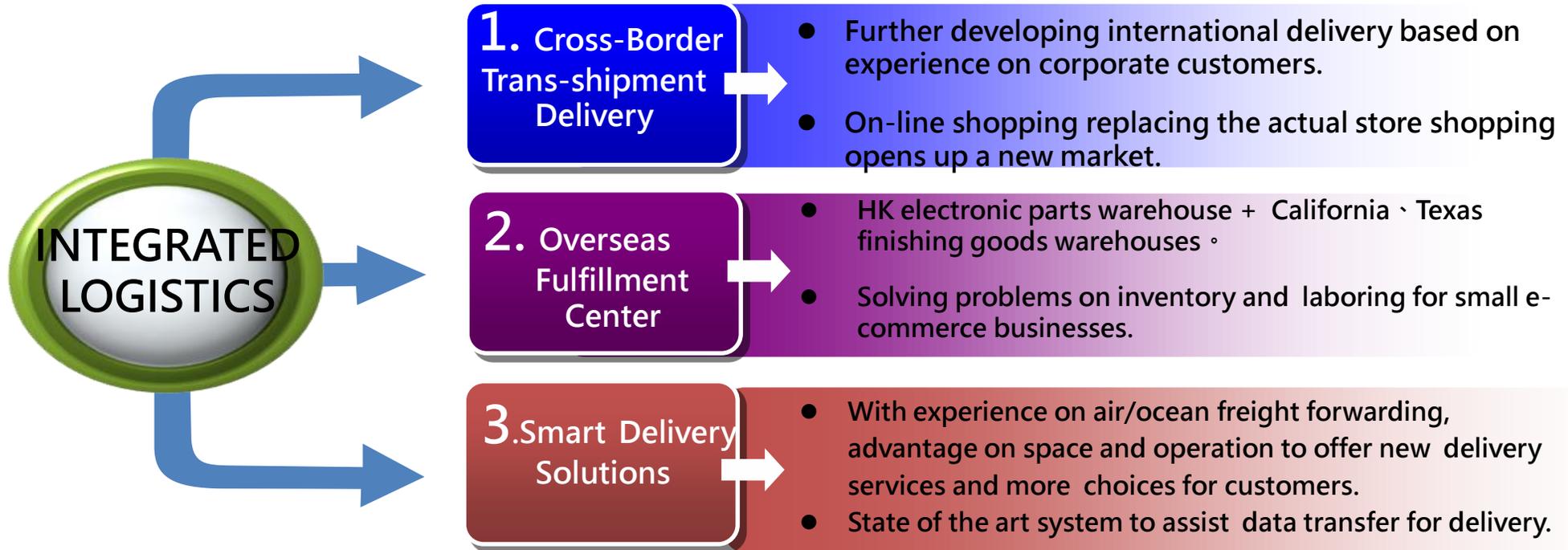


# STRATEGIES & DEVELOPING POINTS

# STRATEGIES



# DEVELOPING POINTS



# THANK YOU





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