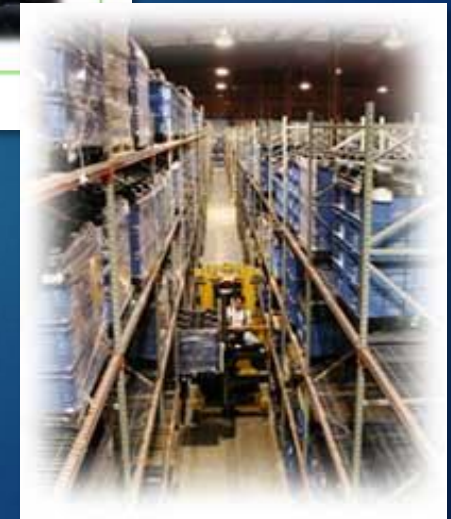
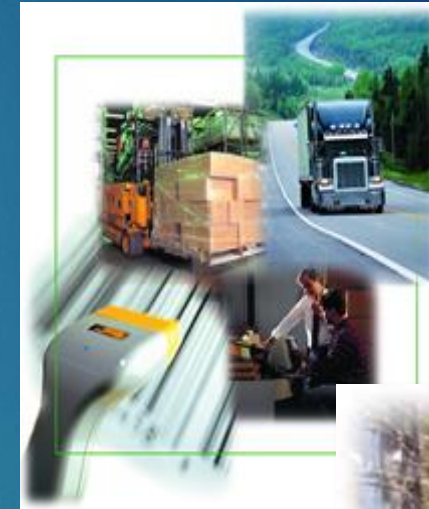


2643

# SOONEST EXPRESS CO., LTD

2021 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](http://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.



# ABOUT SOONEST

**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

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公司網址: [www.soonest.com](http://www.soonest.com)

# 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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公司網址 : [www.soonest.com](http://www.soonest.com)

# PRODUCTS



AIR / OCEAN FREIGHT FORWARDING



IMPORT/EXPORT CUSTOMS DECLARATION



WAREHOUSE / IN-LAND TRANSPORTATION



CROSS-BORDER E-COMMERCE PARCEL DELIVERY



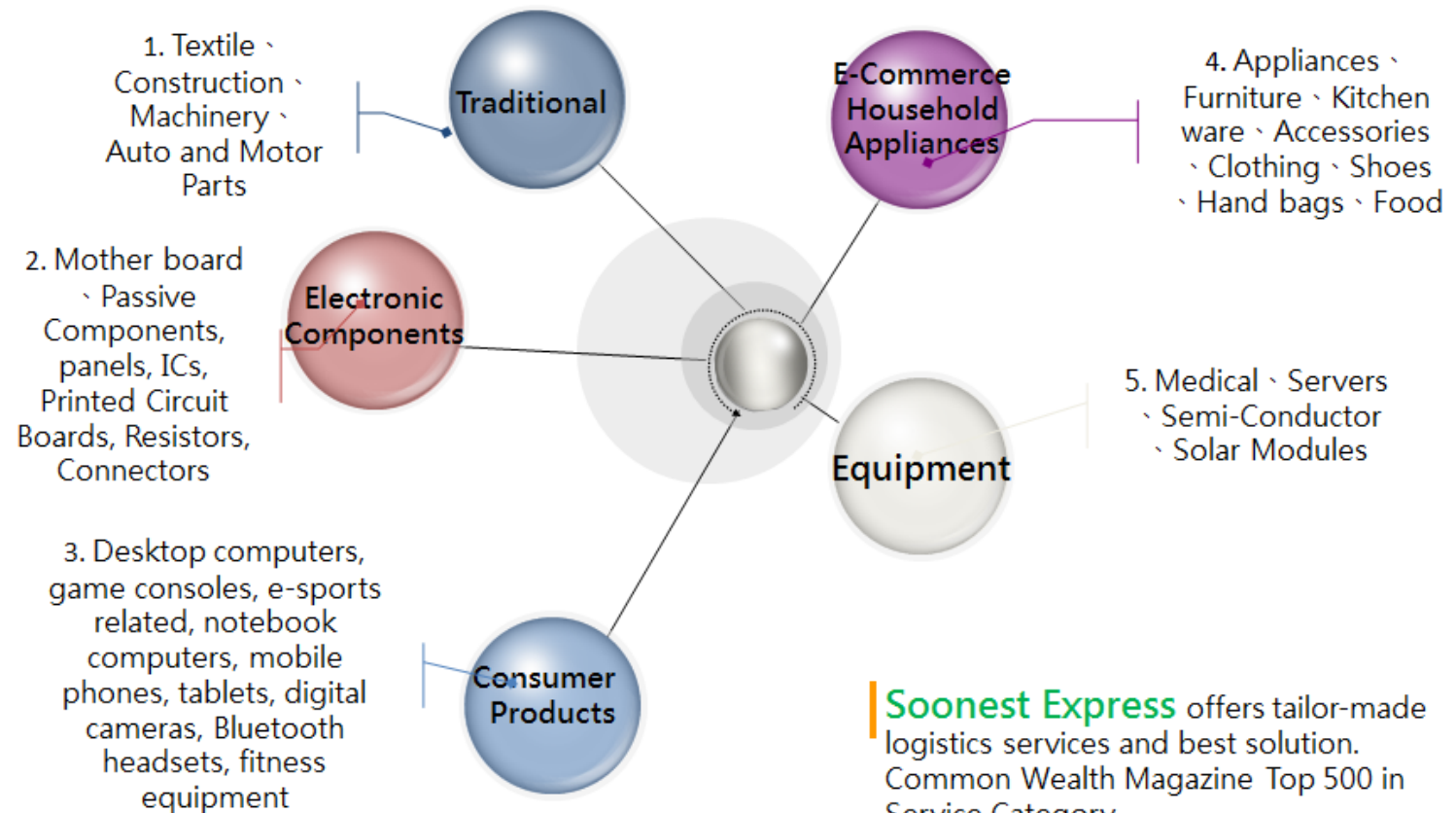
CARGO INSURANCE 、 GLOBAL LOGISTICS PLANNING



# CORE CUSTOMERS

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## CORE CUSTOMERS



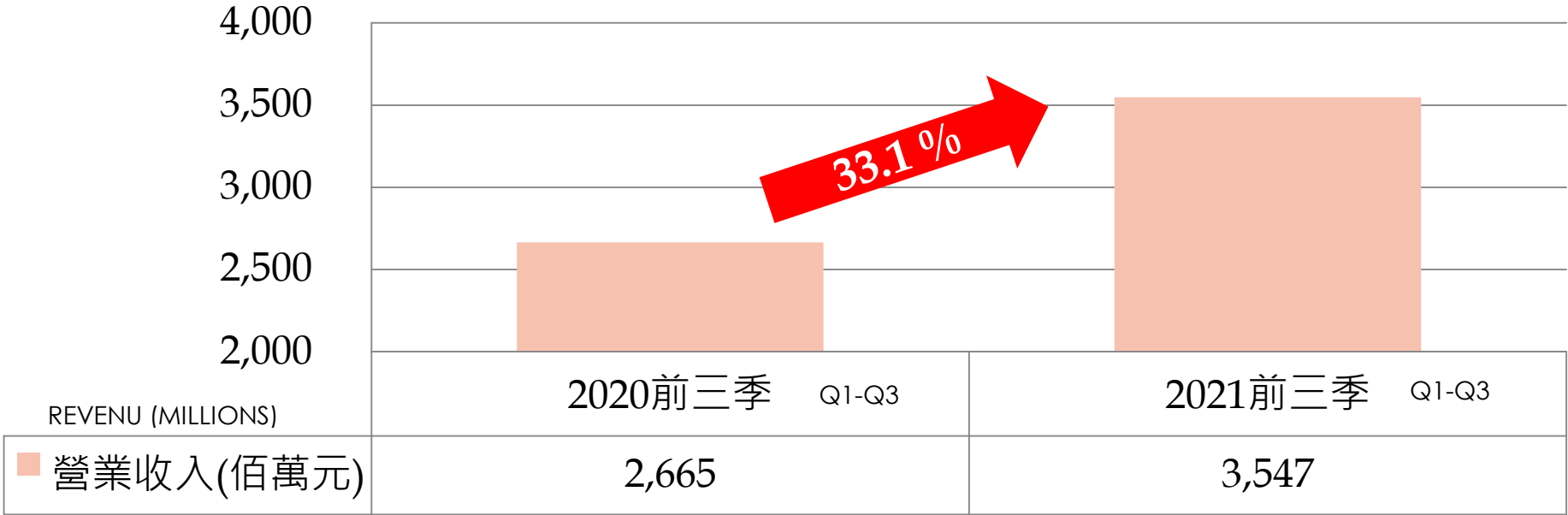
**Soonest Express** offers tailor-made logistics services and best solution. Common Wealth Magazine Top 500 in Service Category.



# 2021 Q3 PERFORMANCE

# PERFORMANCE-CONSOLIDATED REVENUE

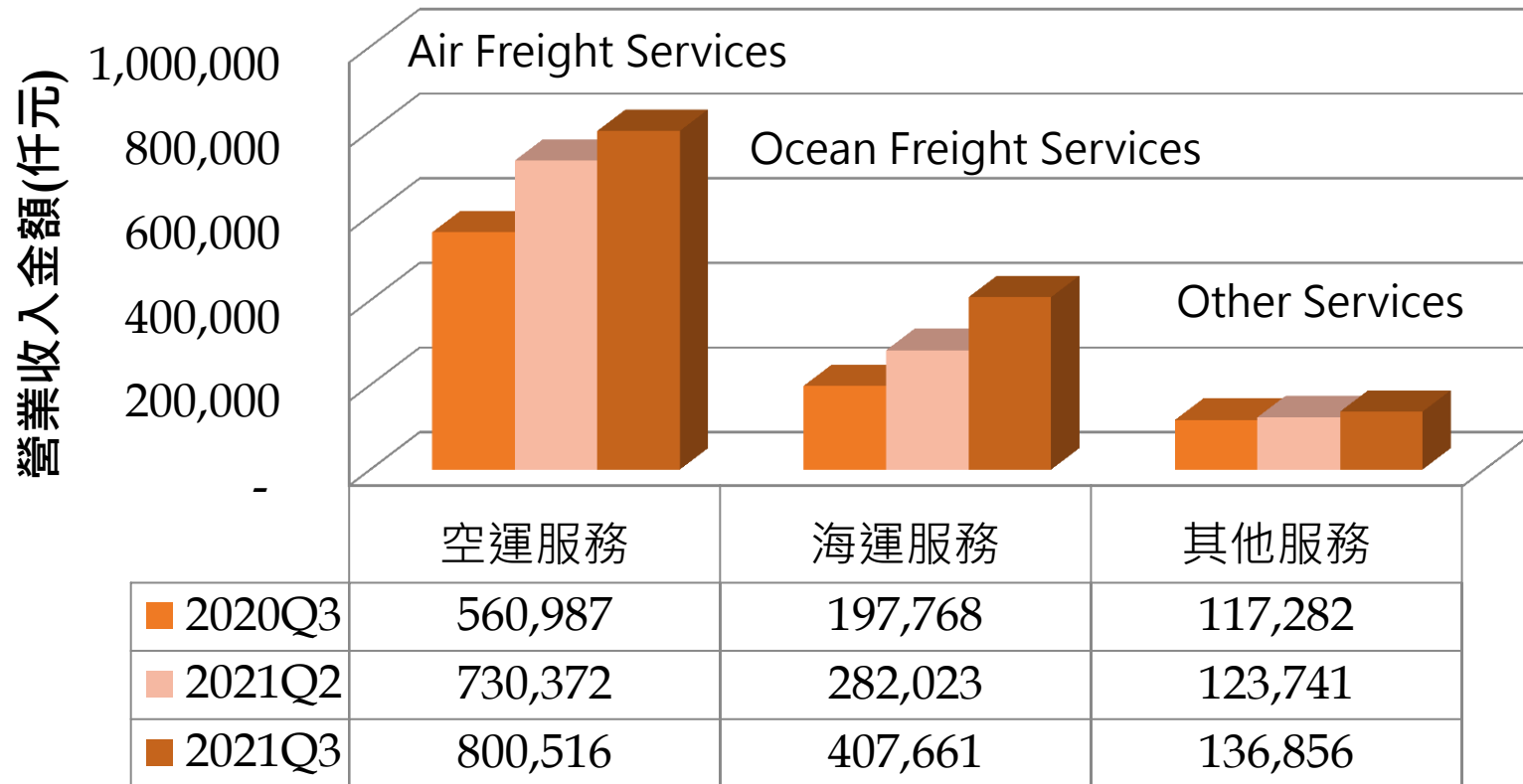
## REVENUE (MILLIONS)





# PRODUCT REVENUE

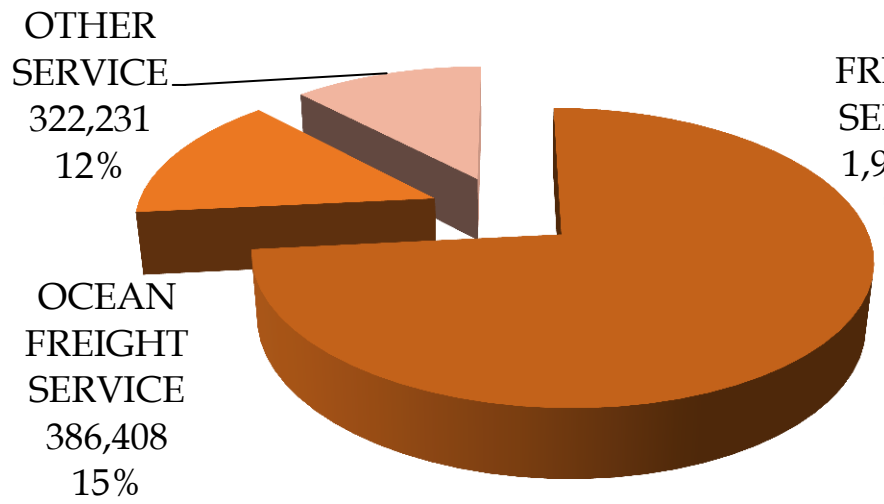
UNIT : NTD THOUSAND



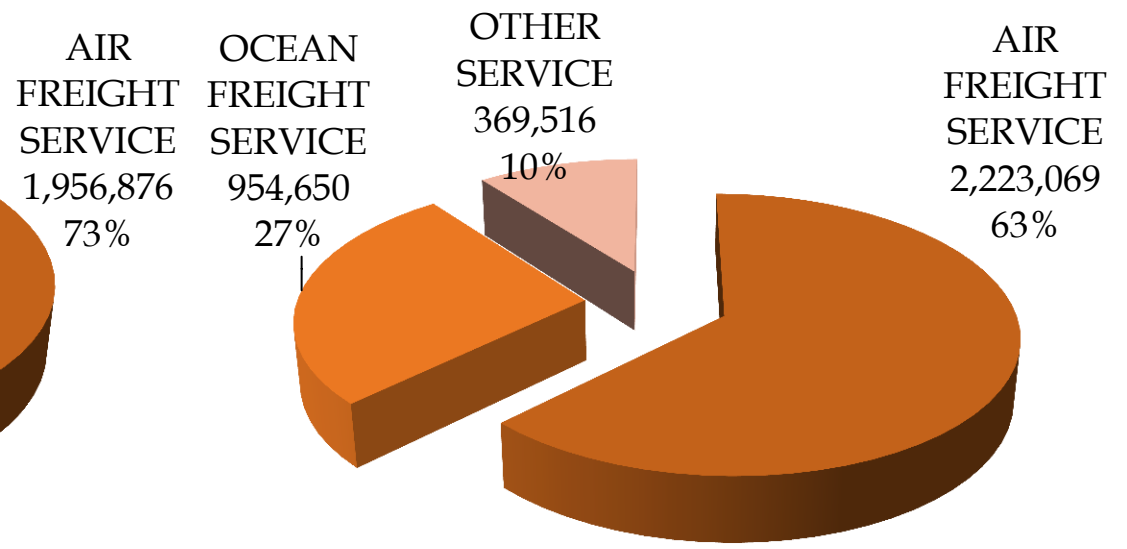
# PRODUCT RATIO (REVENUE)

UNIT : NTD THOUSAND

**2020 Q1-Q3**



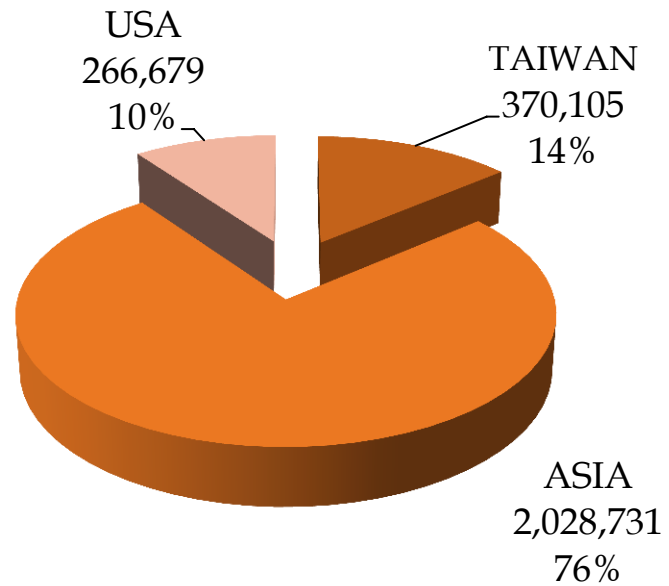
**2021 Q1-Q3**



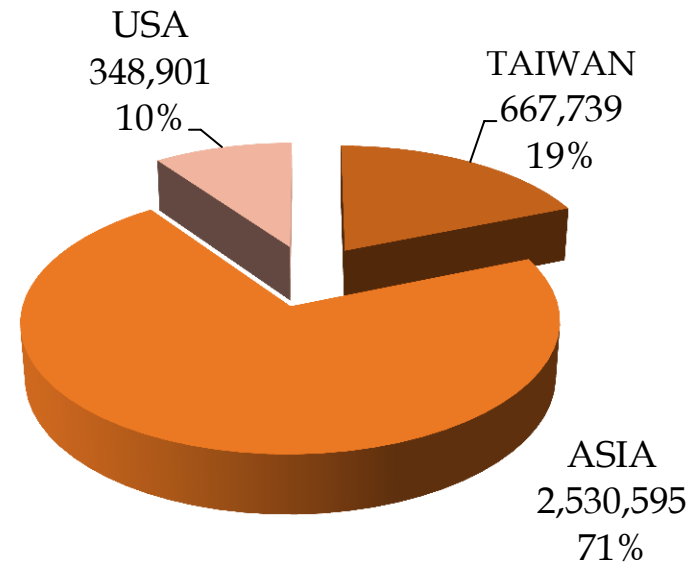
# AREA RATIO (REVENUE)

UNIT : NTD THOUSAND

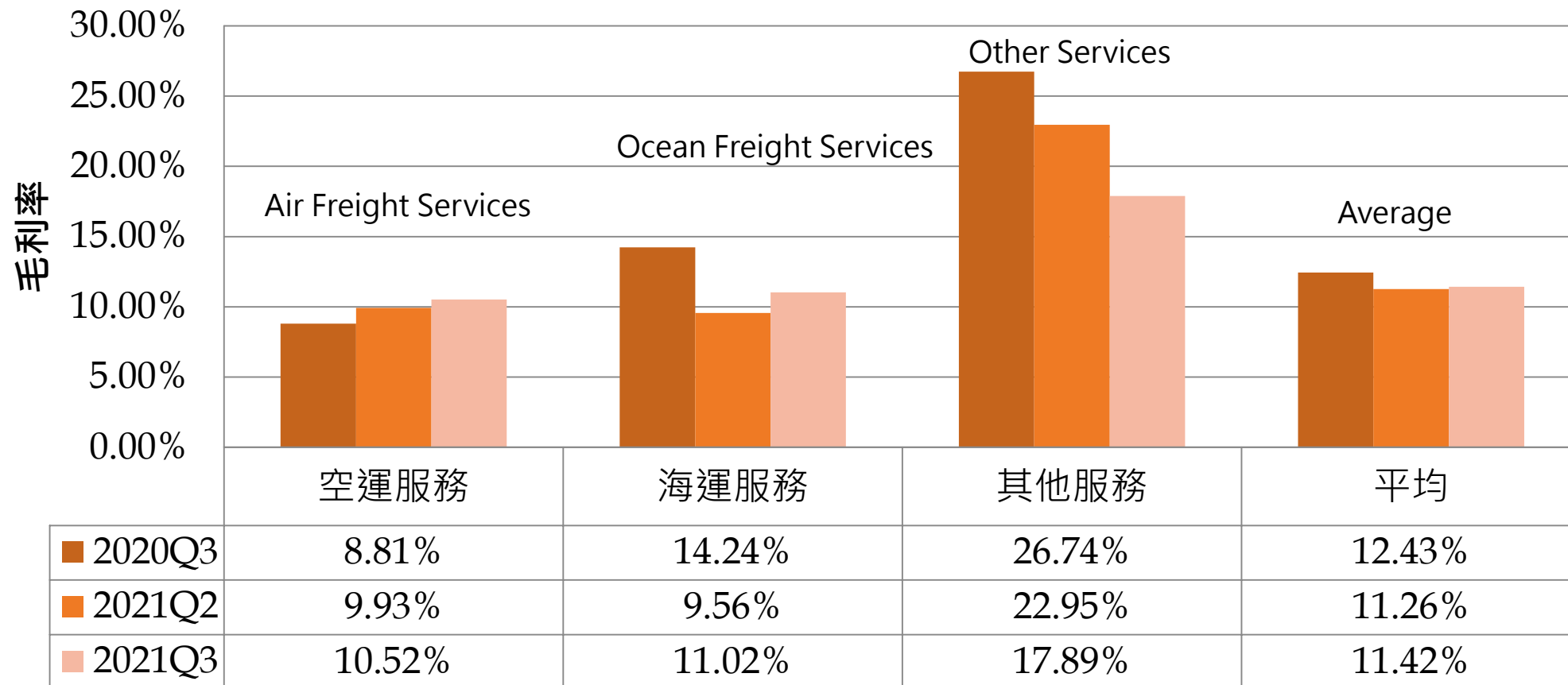
## 2020 Q1-Q3



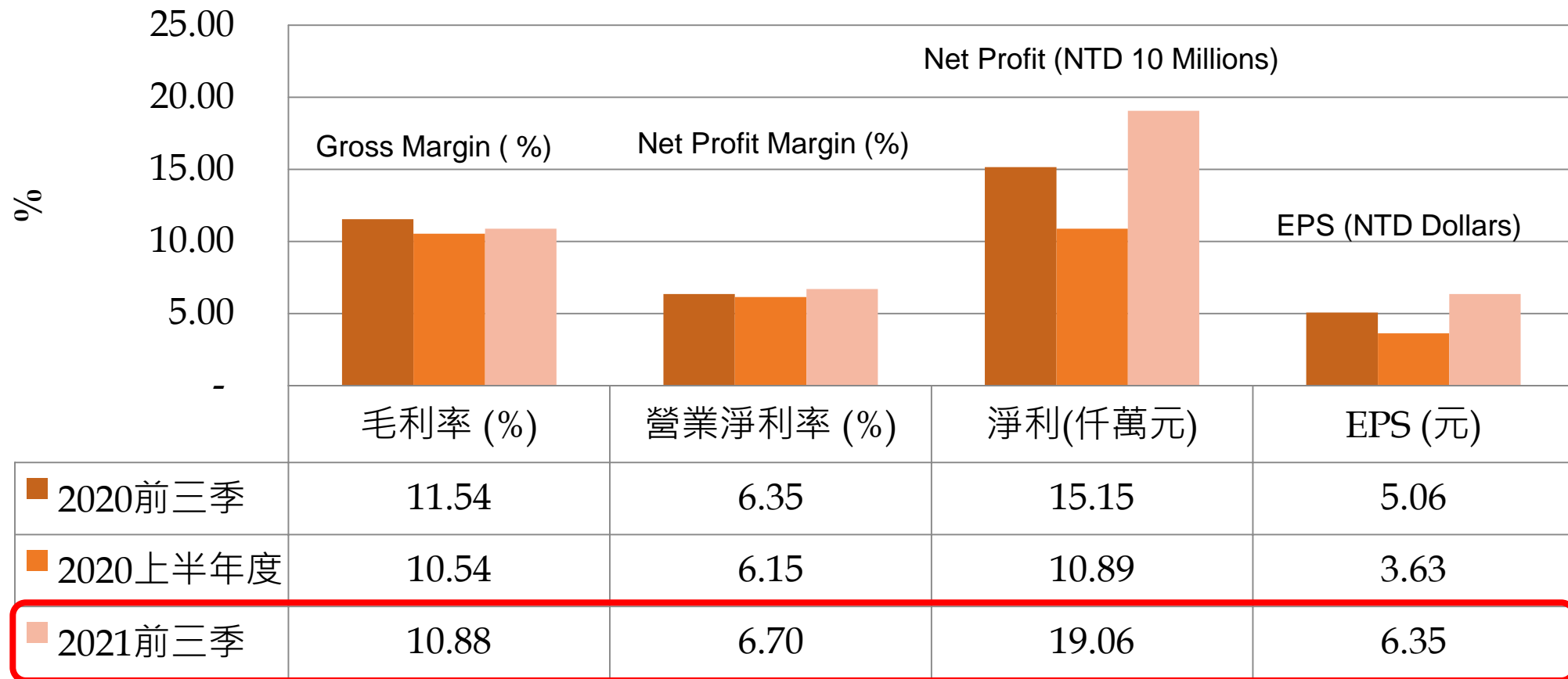
## 2021 Q1-Q3



# PRODUCT GROSS MARGINS

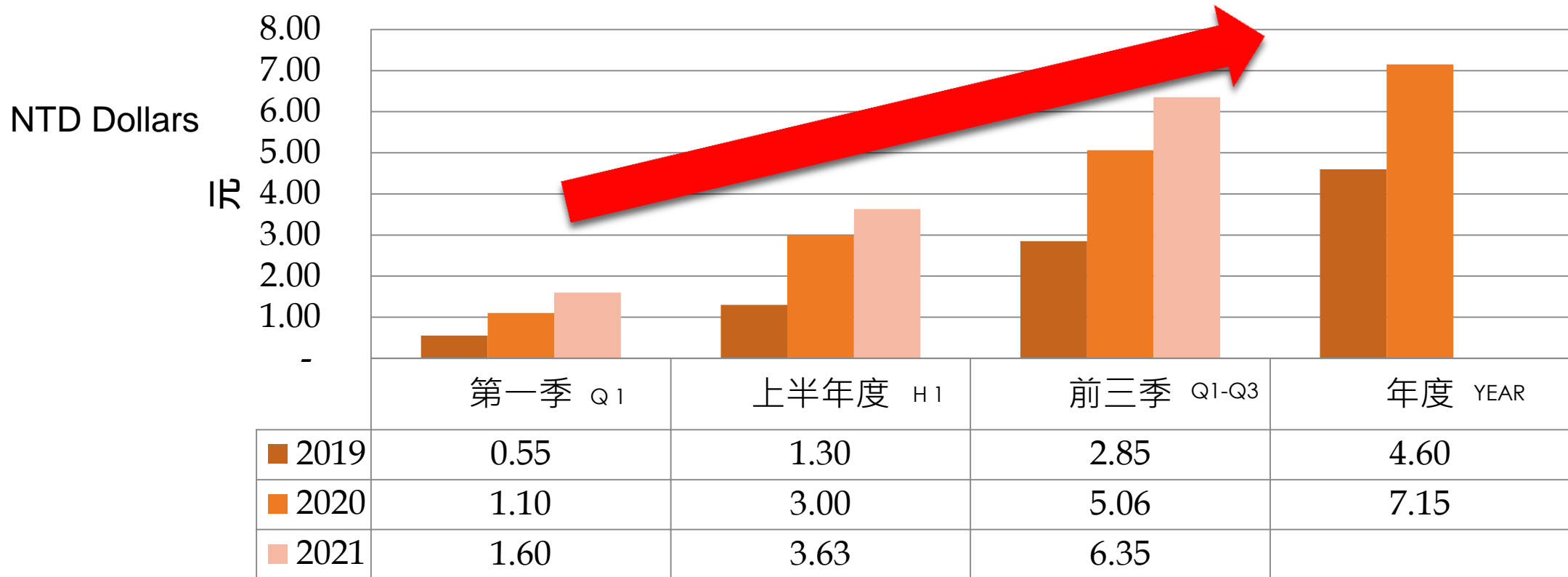


# OPERATING PERFORMANCE – VARIOUS RATIO



# OPERATING PERFORMANCE-EPS

## EPS



# OPERATING PERFORMANCE



## 1. Solid Management

Ambitious on profit growth even before being hit by the epidemic.

## 2. Integrated Operations Planning Offers Diverse Solution

Operations can be synchronized in all directions, during and after the epidemic.



# OPERATING PERFORMANCE

Categories			2019	2020	2021 Q3
Capital Structure	Debts Ratio	( % )	51.13	39.93	42.03
Liquidity	Current Ratio	( % )	199.03	256.57	243.24
Operating Performance	Average Collection Turnover	(Times)	5.30	5.50	6.07
Profitability	Return on Total Assets	( % )	9.92	14.52	15.51
	Return on Equity Attributable to Shareholders of the Parent	( % )	18.10	25.91	25.85
	Net Margin	( % )	3.75	5.77	5.37
	EPS	(NTD)	4.60	7.15	6.35



# AIR 、 OCEAN FREIGHT MARKET ANALYSIS

# AIR FREIGHT MARKET

2021 Q1

Q2

Q3

Q4

2022 Q1

➤ PANDEMIC WORSEN IN AMERICA & EUROPE

➤ PANDEMIC CONTROL UP TO THIRD DEGREE IN TAIWAN, · SOUTHEAST ASIA PANDEMIC WORSEN.

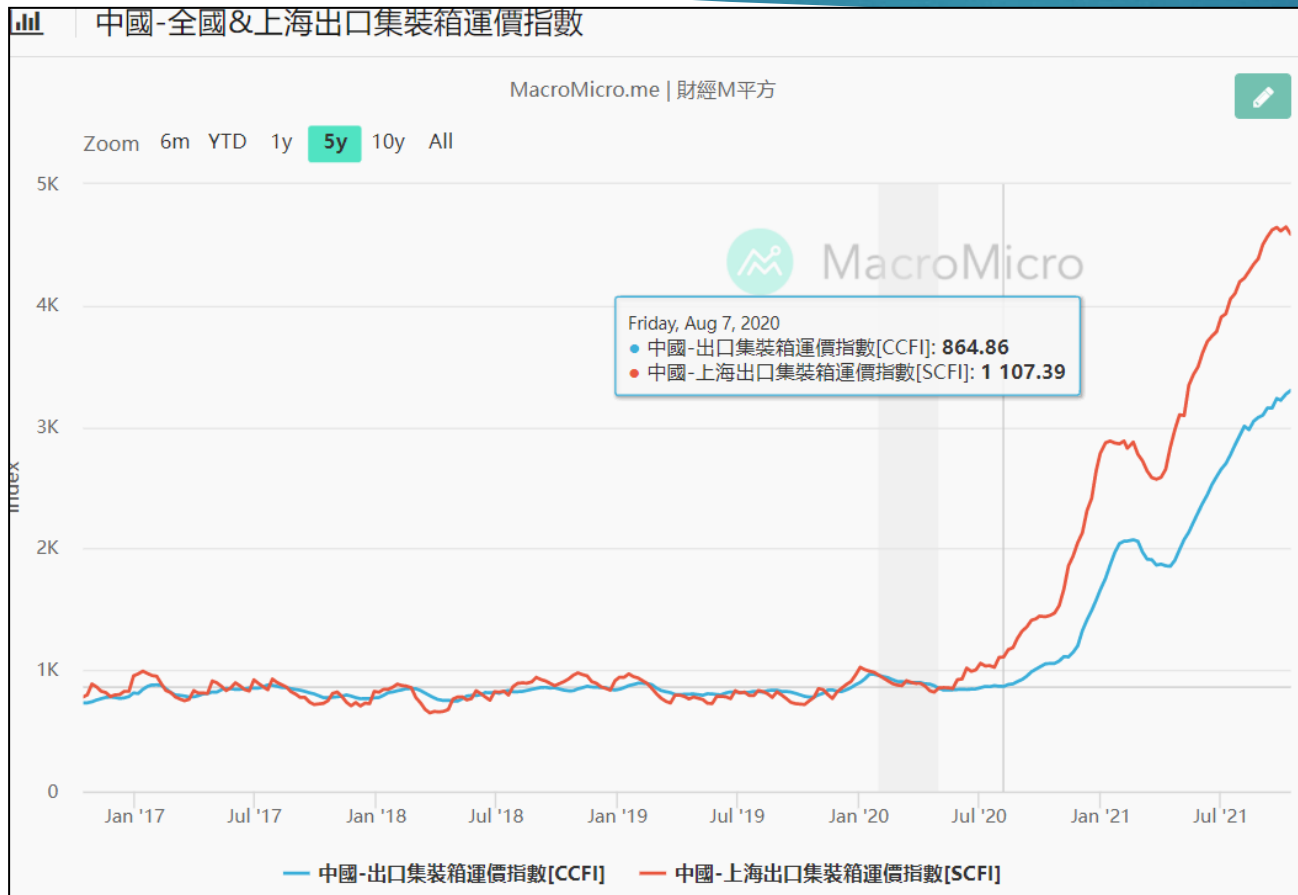
➤ 6-7 TIMES OF FREIGHT CHARGE INCREASE UP TO 20-30% FOR GOODS EXPORT TO CHINA · AMERICA AND EUROPE.

➤ TRADITIONAL HIGH SEASON OF 3C CONSUMER PRODUCTS INCREASED THE AIR FRIGHT DEMENDS.  
 ➤ CHARTER TO USA FORM 800-900 THOUSANDS USD TO 2 MILLIONS USD.

➤ COMMERCIAL FLIGHTS REVIVE · OIL PRICE GO UP · POWER CURTAILMENT IN CHINA

❖ COVID -19 CHANGES THE STRUCTURE OF FREIGHT SERVICE

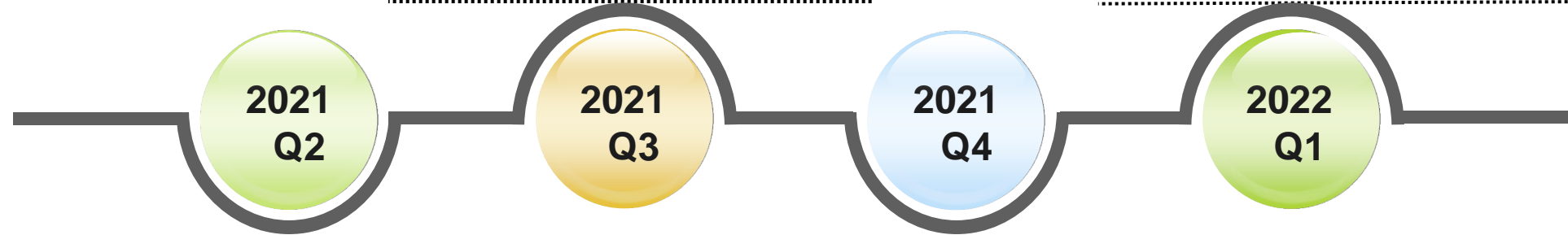
# OCEAN FREIGHT MARKET



- ◆ Reference indicator: To announce SCFI and CCFI on weekly basis to show price changes on consolidation exported from China. Being the world 's most exporting country the price change could reflects the actual demand and supply situation .

# OCEAN FREIGHT MARKET (CONTINUE)

- SNOWBALLING EFFECT WORSEN AND CONTINUE
- TRADITIONAL HIGH SEASON · FRIGHT CHARGE REACHES ALL TIME HIGH
- FMC INVESTIGATION ON FRIGHT CHARGES
- CHINESE NEW YEAR AS WATERSHED. DEMEND WILL BE HIGHER BY MARCH.
- STRIKE ON WEST COAST PIER IS IMMINENT.
- NEW BOAT ARRIVE AT THE END OF 2023 · 2022 SUPPLY AND DEMEND STILL INBALANCED.



- SUEZ CANAL OBSTRUCTION IN MARCH
- 5月EPIDEMIC WORSENS IN YANTIAN PORT IN MAY
- LACK OF WORKERS AT U.S. TERMINALS CAUSES SHIPS TO STAY OFFSHORE.

- TRADITIONAL LOW SEASON
- CHINA' S LIMITS ON ENERGY CONSUMPRION AND LACK OF ELECTRICITY
- SCFI FREIGHT INDEX ADJUSTMENT
- SPOT RATE FRIGHT CHARGE DOWNWARD ADJUSTMENT
- YEAR END / HOLIDAY DEMENDS INCREASE
- PRESIDENT BIDEN INTERVENES ON TERMINAL OPERATIONS



# STRATEGIES & DEVELOPING POINTS

# STRATEGIES

Expand Ocean Freight Customer Base

Cross-Straits Export to America and Europe



Long-term /Stable Space to Customers

Air /Ocean Long-Haul Routs



Establish South East Asian Service network.

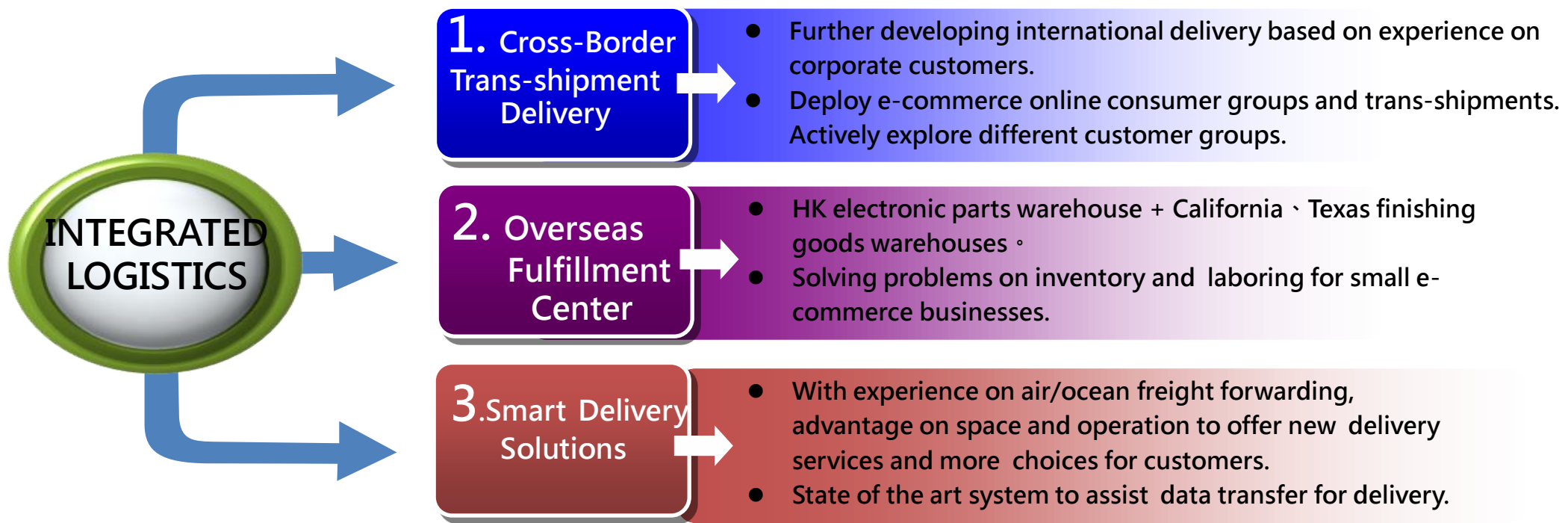
Singapore · Malaysia · India · Philippines · Vietnam



**Plan post-epidemic integrated logistics solutions for customers in order to adapt to the new shipping model.**



# DEVELOPING POINTS



# THANK YOU





## 捷迅股份有限公司

Soonest Express Co., Ltd.

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