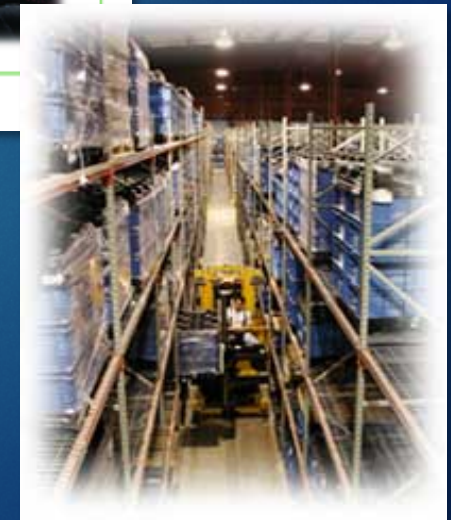


2643

# SOONEST EXPRESS CO., LTD.

2022 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

## COMPANY PROFILE



<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



# ■ GLOBAL OFFICES



17 Offices 9 Warehouses

TPE (HQ) 、HKG 、SZX 、DGN 、WUH 、  
SIN 、PEN 、  
PVG 、NBO 、SNJ 、HGH 、TAO  
SFO 、LAX 、ORD 、JFK 、DFW



# CORE SERVICES

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## OUR SERVICES



# 2022 Q3 PERFORMANCE

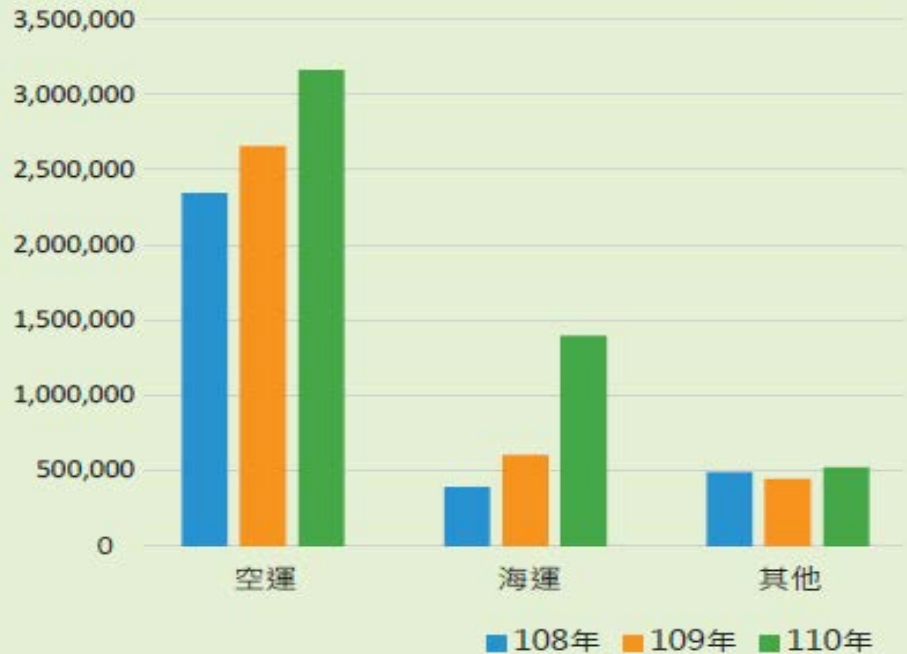




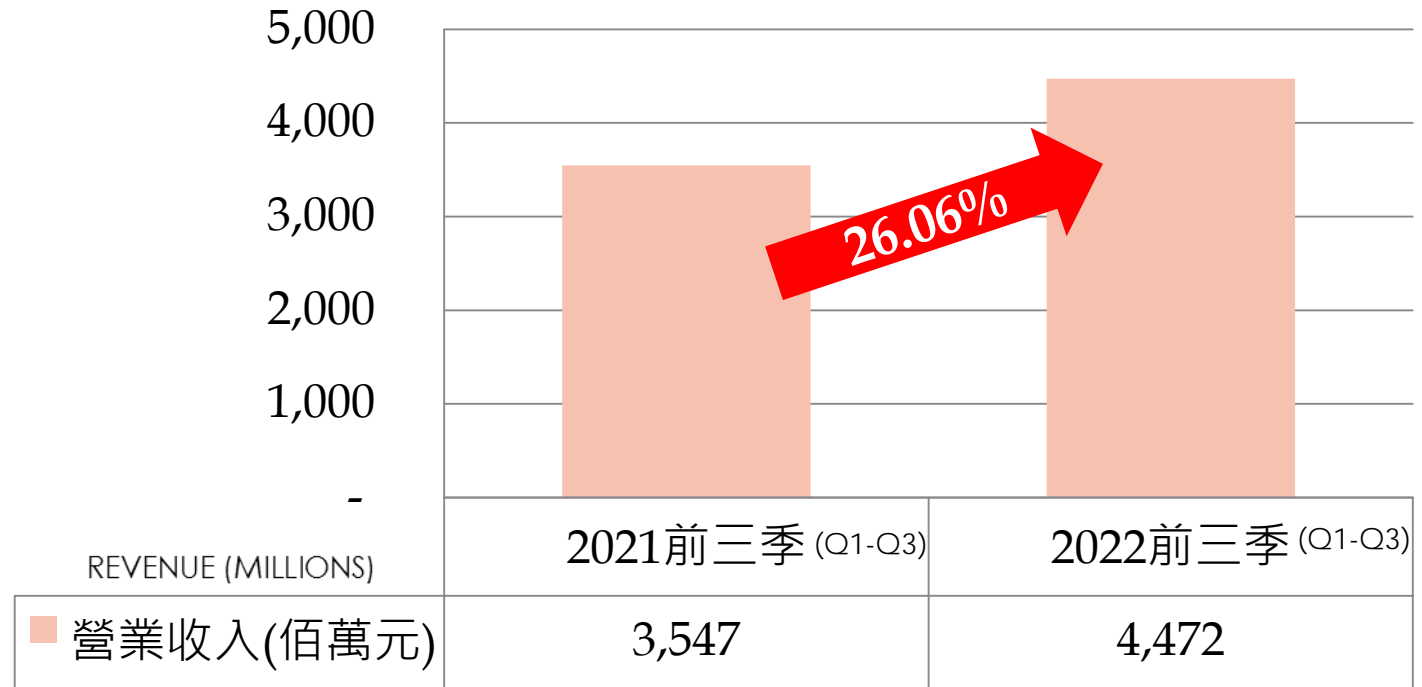
# PERFORMANCE-CONSOLIDATED REVENUE

## 捷迅股份有限公司 近3年總營收變化

(單位：仟元)



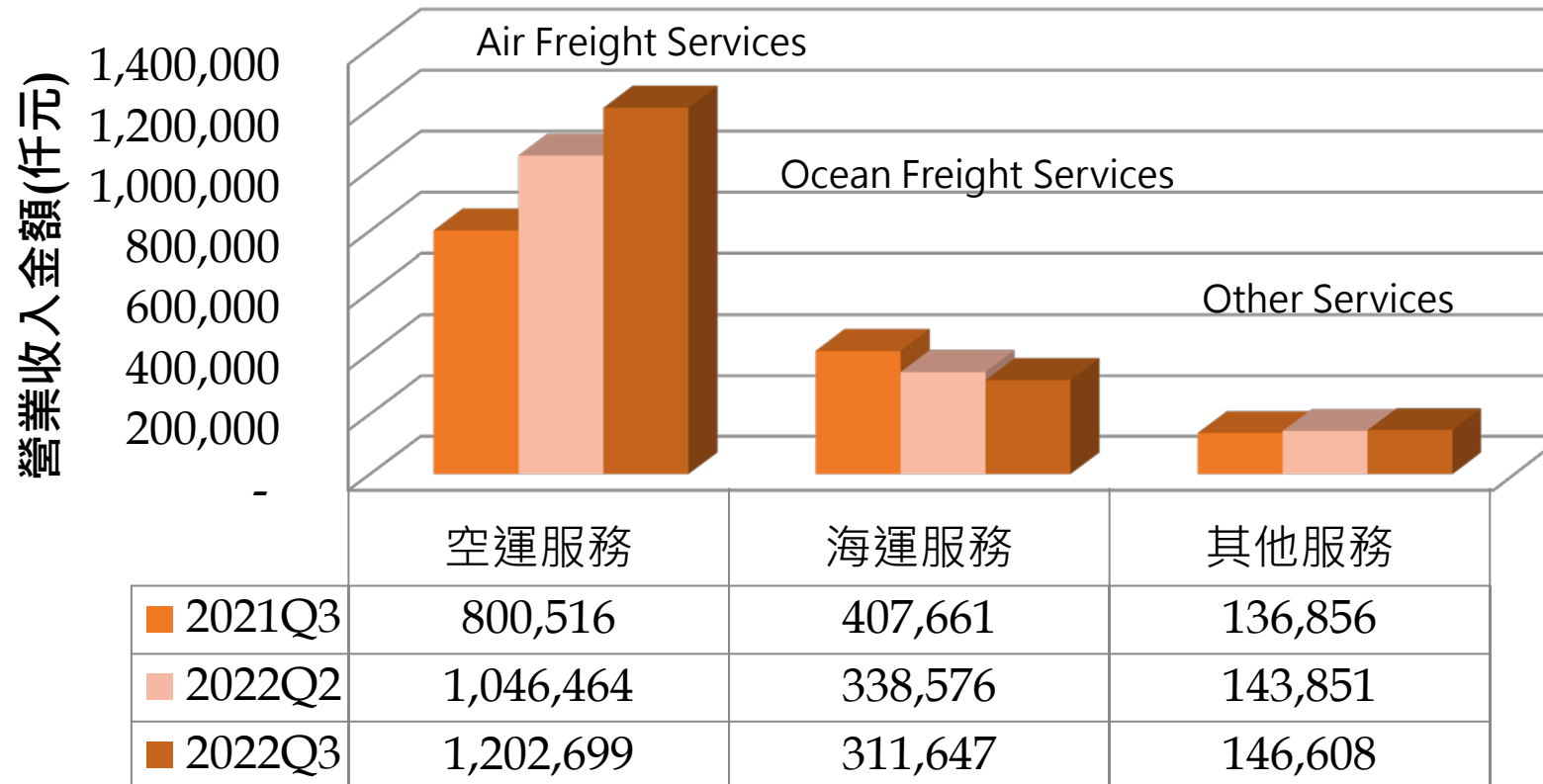
## (REVENUE MILLIONS)





# PRODUCT REVENUE

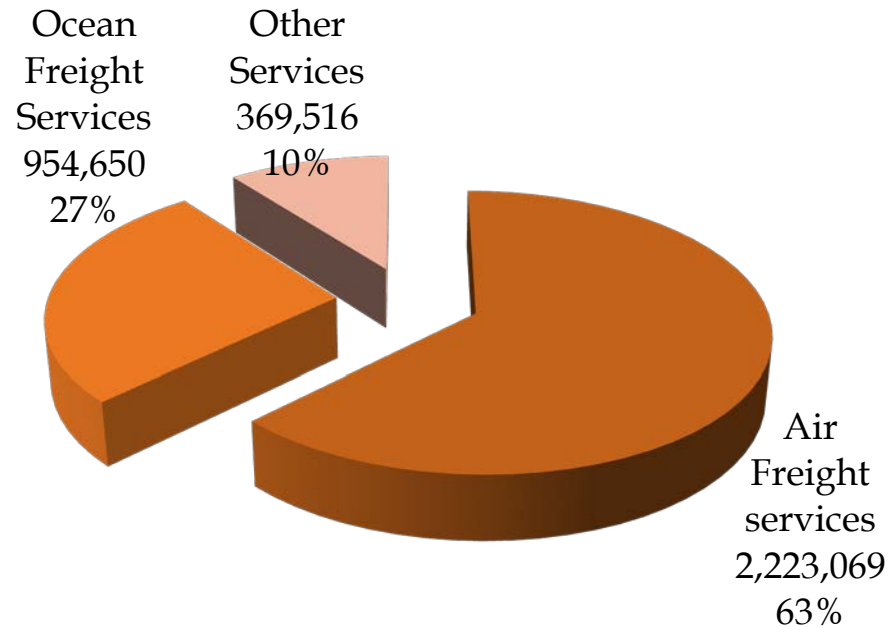
UNIT : THOUSAND



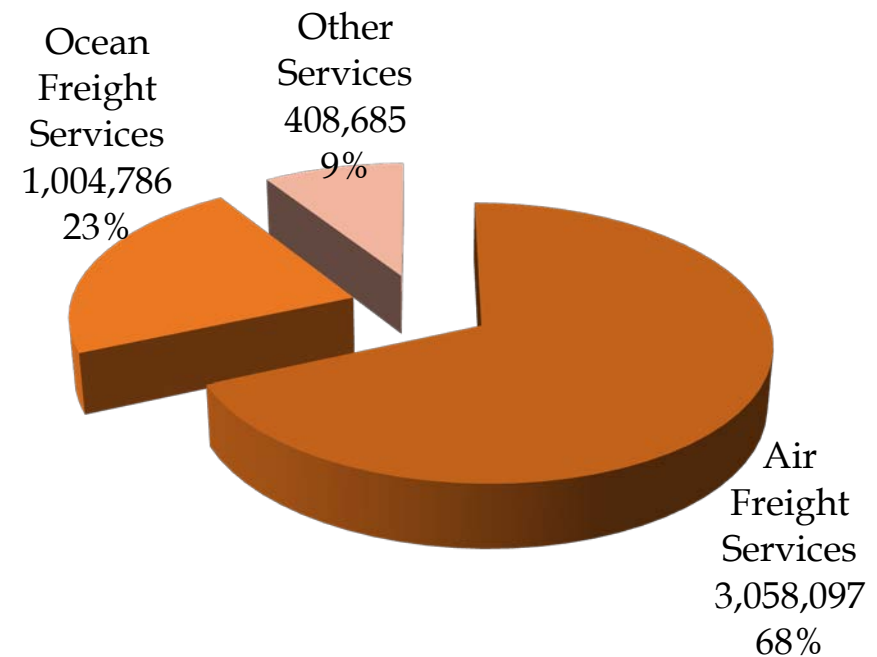
# PRODUCT RATIO (REVENUE)

UNIT : THOUSAND

## 2021 Q1-Q3



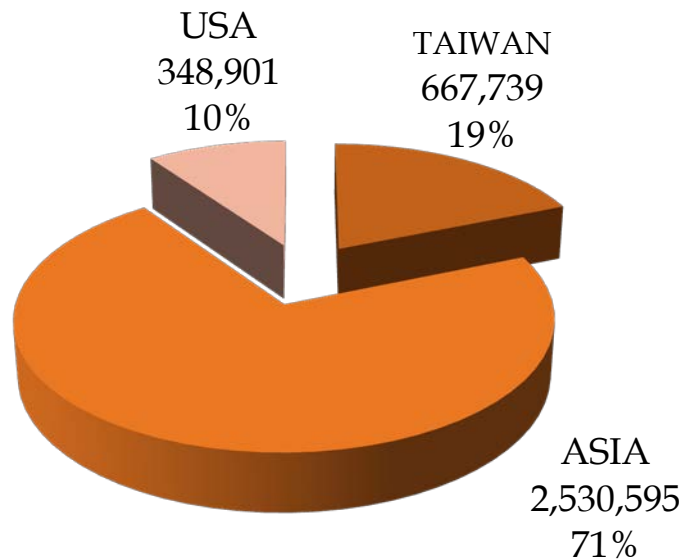
## 2022 Q1-Q3



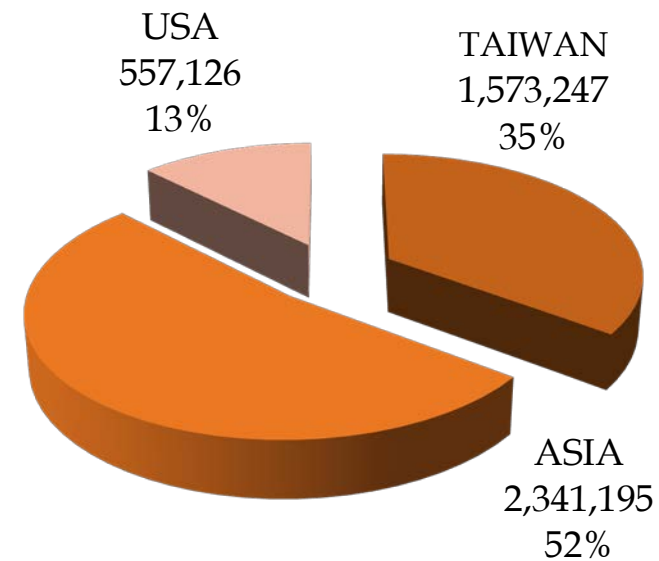
# AREA RATIO (REVENUE)

UNIT : THOUSAND

2021 Q1-Q3

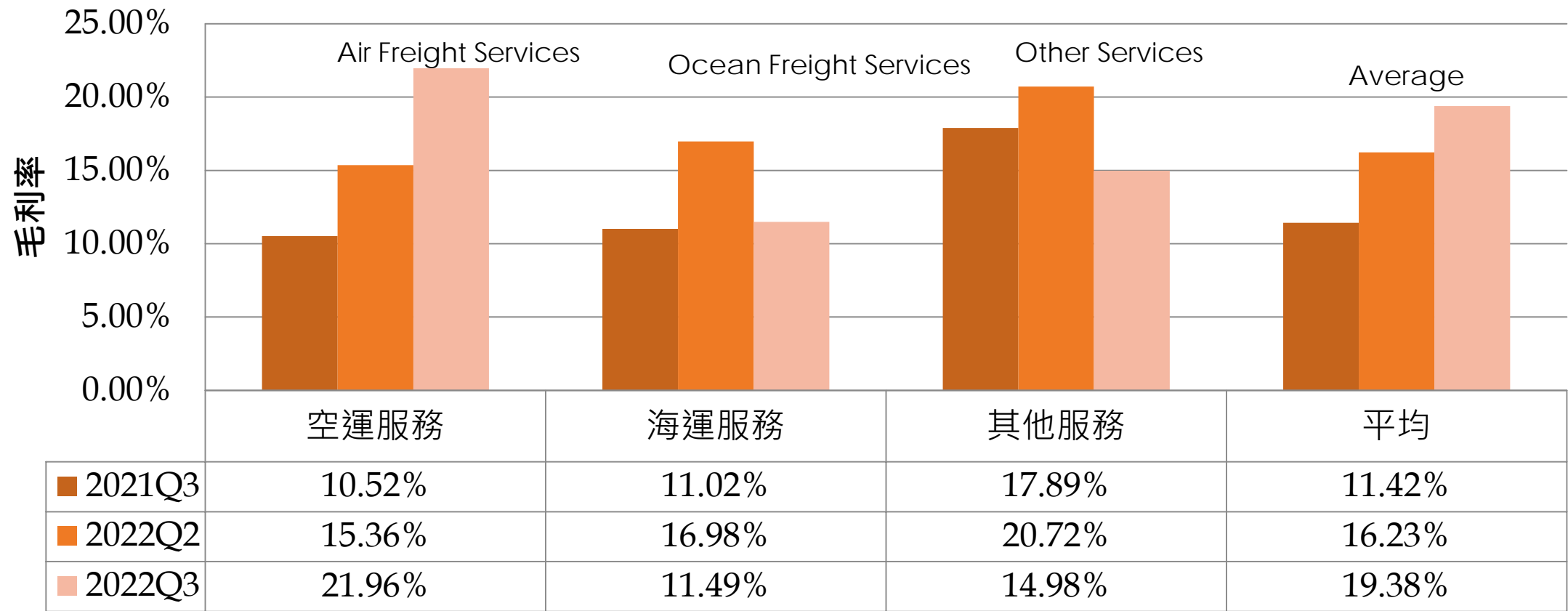


2022 Q1-Q3

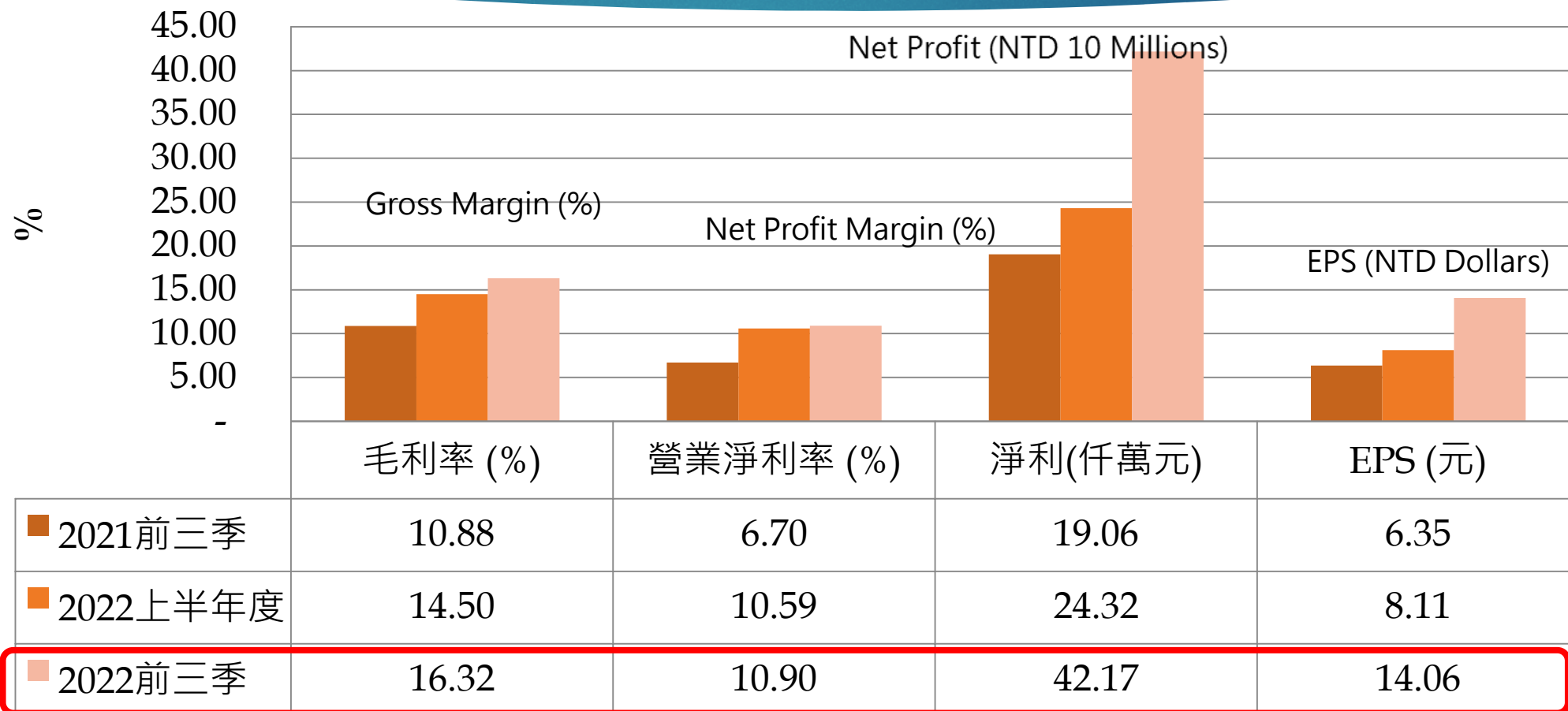




# PRODUCT GROSS MARGINS

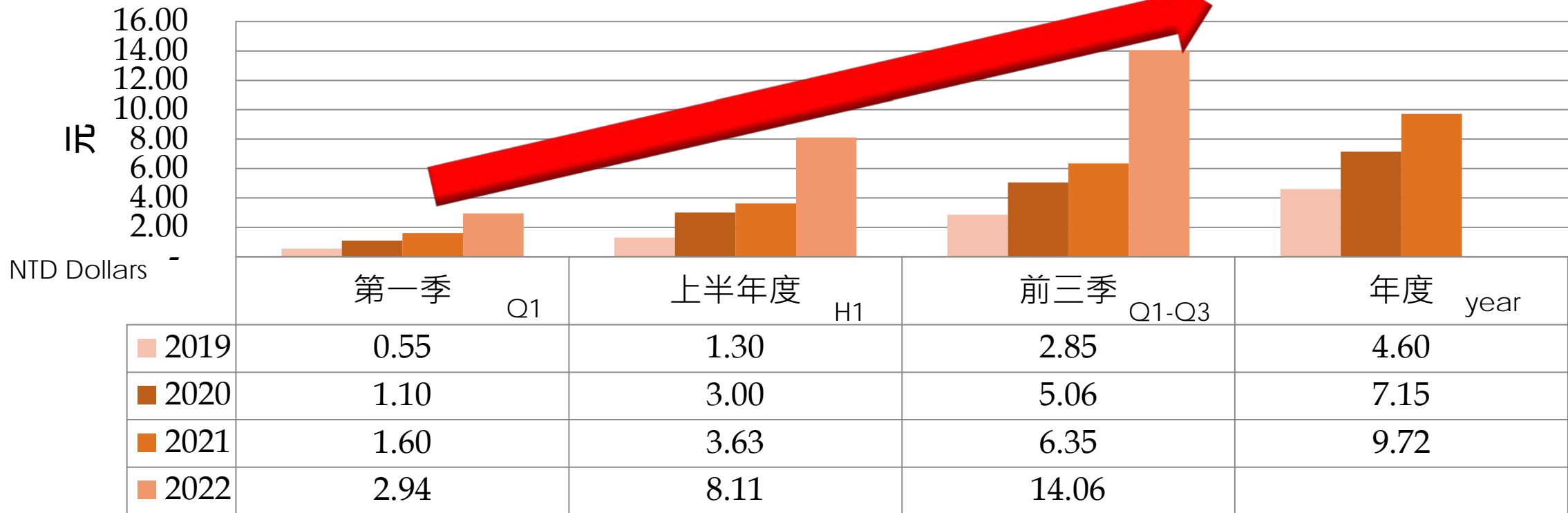


# OPERATING PERFORMANCE – VARIOUS RATIO



# OPERATING PERFORMANCE-EPS

## EPS





# OPERATING PERFORMANCE

Categories			2020	2021	2022 Q1-Q3
Capital Structure	Debts Ratio	( % )	39.93	40.50	44.78
Liquidity	Current Ratio	( % )	256.57	255.57	233.68
Operating Performance	Average Collection Turnover	( TIMES )	5.50	6.05	4.95
Profitability	Return on Total Assets	( % )	14.52	17.11	24.82
	Return on Equity Attributable to Shareholders of the Parent	( % )	25.91	28.21	43.35
	Net Margin	( % )	5.77	5.75	9.43
	EPS	( NTD )	7.15	9.72	14.06

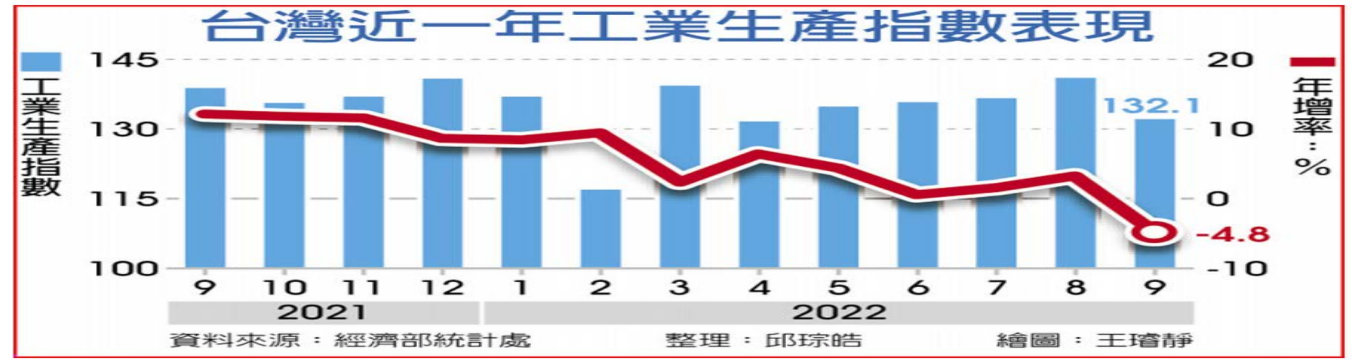
# INTERNATIONAL MARKET OUTLOOK & CHALLENGE



# AIR FREIGHT PERFORMANCE – TAIWAN

**CARGO VOLUME DROPPED 14.53 % COMPARE TO SAME TIME LAST YEAR**

**INDUSTRY PRODUCTION INDEX: ANNUAL GROWTH RATE DROPPED TO -4.8%**



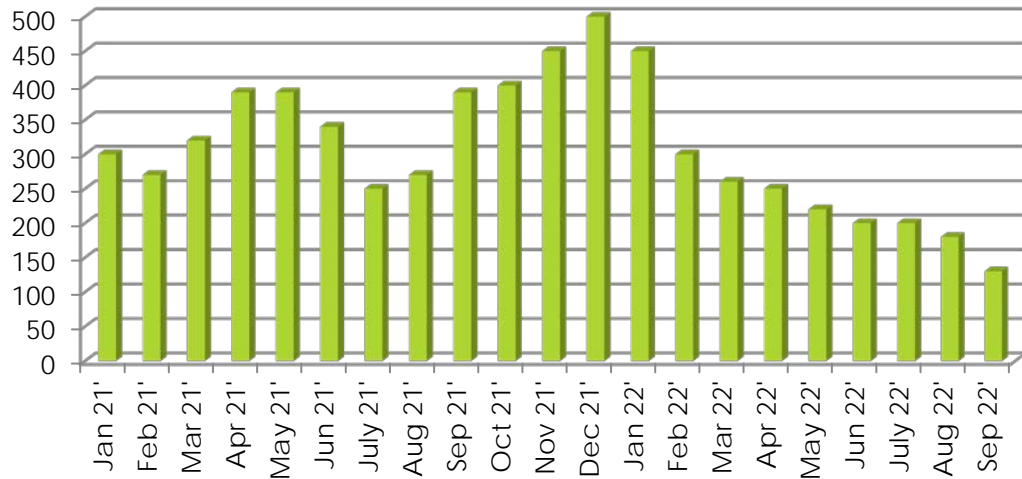
Source: Taoyuan International Airport Corp. Ltd.



# AIR FREIGHT & FUEL CHARGES

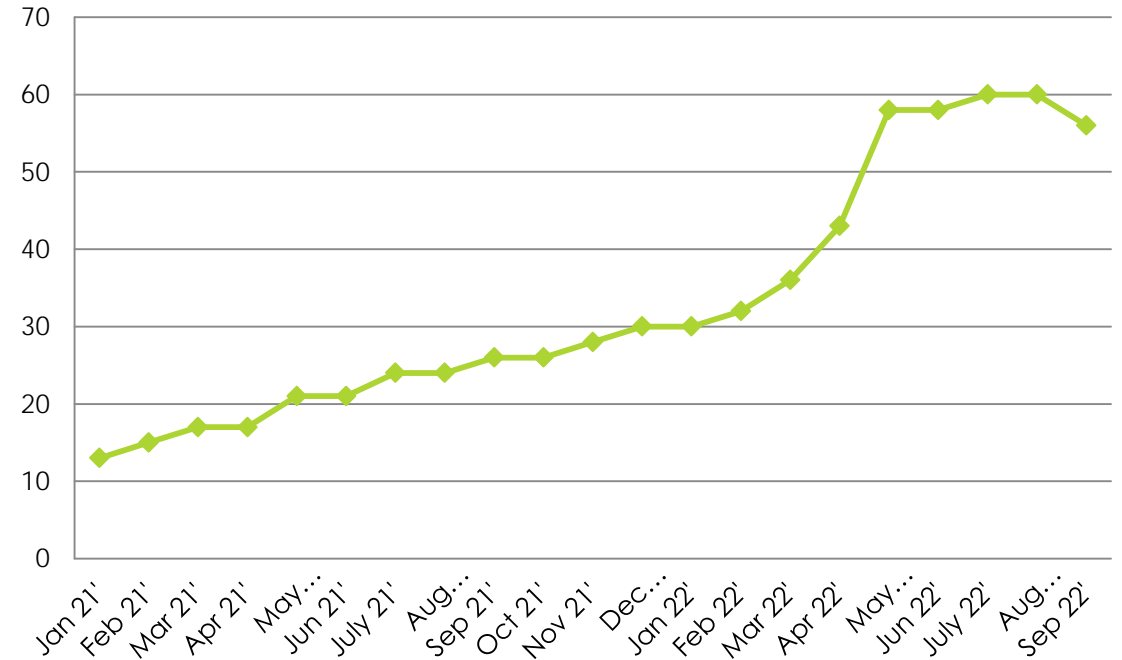
▶ 2021.01 ~ 2022.09

## USA FREIGHT CHARGES (TWD/KG)



■ 美國運價

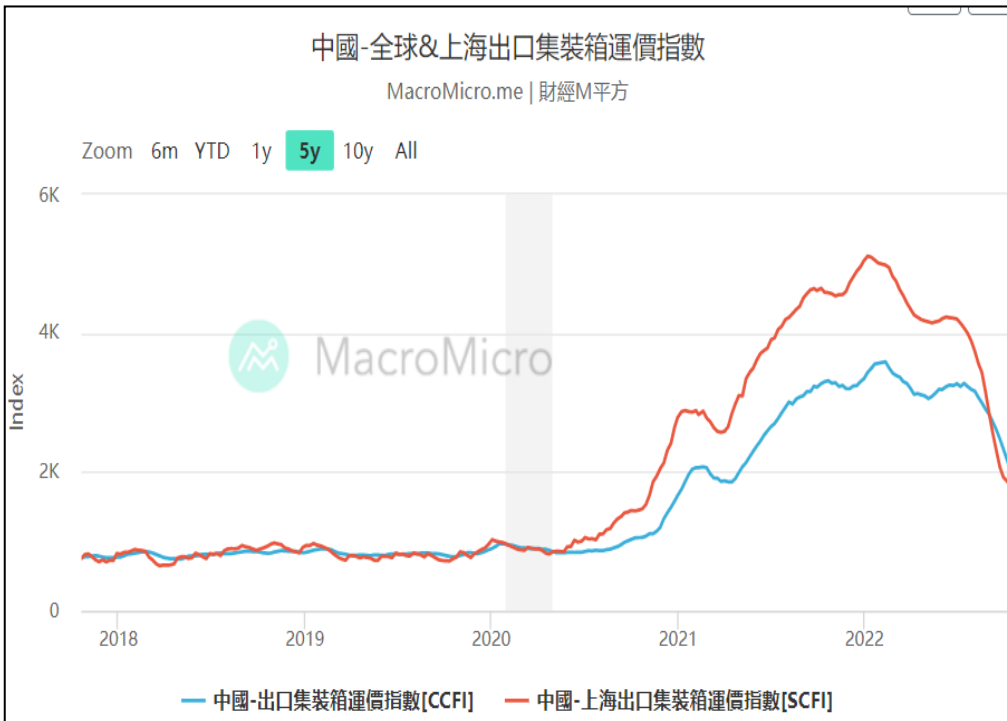
## FEUL CHARGES (TWD/KG)



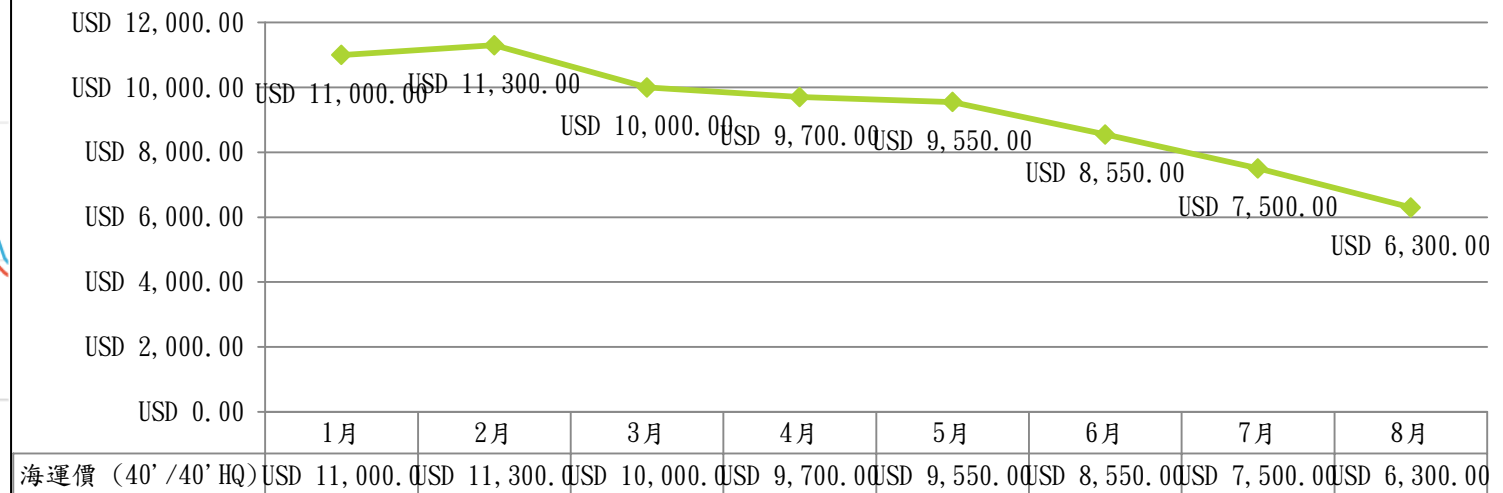
# OCEAN FREIGHT MARKET DURING AND AFTER THE EPIDEMIC

SITUATION	INDUSTRY VIEWS
1. Short Supply	Global containers are shipped to Europe and the United States consuming countries , due to the lack of workers ,drivers , vehicles and racks, and the delay of railway and road transportation cause congestion in ports, lack of cabins, and lack of containers.
2. Schedule unstable, higher price gets the space	Ships stucked in overseas due to Suez Canal Issue and Yantian Port Issue in 2021 Mar~May, etc., shipping schedule became unstable and the price goes high up for securing space. After the epidemic, those who have goods will bid for space, commonly known as buying cargo.
3. Shipping Company Revenue Repeatedly Broken Records	2021 (EBIT) global shipping industry revenue reaches 190 billion · Major shipping company' s revenue repeatedly broken records
4. Ship Building Plan	Transportation capacity improved and the ratio of own ships increased, the frequency of ship shifts is adjusted to achieve the maximum benefit of the shipping company.
5. Consumer Demand Booming	The consuming need increased after border unlocked. In 2021 the export countries started moving inventory and the production process. Traditional high season in second half of the year.
6. European Floods, U.S. Fires Cause Inland Shutdowns	Containers to inland Europe and America are stuck in major ports or even back to Asian ports. Customers rebook orders that cannot be sent to inland ports to major ports, making old and new demands crowd out each other.
7. Europe, America and Chinese officials investigate on freight rates	The purpose is to avoid monopoly of freight rates, violation of fair competition, and unable to suppress the freight rate mechanism <b>driven by supply and demand.</b>

# SCFI & OCEAN FREIGHT CHARGE



## CN – LAX OCEAN FREIGHT CHARGE (EACH 40' CONTAINER)





# OUTLOOK AND CHALLENGE

➤ **2022 Ukrainian-Russian war impacts global economy and disrupting energy resource**

1. Prices soaring, economic growth slow
2. Lack of Energy supply and high pricing, total logistics cost remain high
3. Adjust shipping or flight schedule according to supply and demands
4. European routes have short-term demand for thermal materials, causing flight congestion and prices go up.

➤ **Epidemic eased and border opened gradually. Passenger traffic increases**

1. Tourist routes 、 flights and passenger space increases
2. Flight in 2024 will resume to the frequency in 2019
3. Cargo' s high and low season became obvious
4. The phenomenon of "Today's high freight rate is Tomorrow's low freight rate" appears

CHINA AIR / EVA AIR Future Plan		
Cat. / AIRLINES	EVA AIR	CHINA AIRLINES
2022 passenger flight (Per week to end of year)	320 flight	Increased to 300 flight per week in Q4
2023 passenger flight plan	2023 adding two 787-9 and three 787-10 aircrafts	Adding 15 A321 NEO aircrafts
20233 Cargo flight plan	2023 adding one 777F cargo freighter	Adding 777F

# OUTLOOK AND CHALLENGE (CONT'D)

- **U.S. interest rate hikes, inflation, fiscal measures slow consumption**
  1. Consumption decreases, production slows down, inventory increases, and new product shipments have short-term effects
  2. Promotional price reductions shipments bring a "peak season" phenomenon
  
- **Supply chain manpower shortage**
  1. Manpower shortages in manufacturing, logistics, drivers, airlines and container terminals
  2. Shortages on electronic parts supplies, production cycle affected
  
- **The trade war between China and the US continues to affect global logistics**
  1. Complementary Policy on Global Economic and Trade started
  2. International trade relies on the world's factories. Delivery time, cost, and demand have not recovered from the epidemic
  3. The efficiency of moving the manufacturing location to ASEAN and other places remains to be seen

# DIRECTIONS ON OPERATION AND STRATEGIES





# OPERATION DIRECTIONS



# STRATEGIES

**Best Shipping Solution**

**Diversified Products**



- Increase customer base
- Strengthen peripheral supply chain
- Cross-strait, ASEAN market
- Global remote routes

**Education /Training**



- Long-term cooperation with domestic colleges and universities
- Complete internal and external education and training
- Job rotation
- Recruit industry professionals

**Supplier /overseas network**



- Long-term contract for stable air & sea space
- Newly signed numbers of international airlines & shipping companies
- Overseas offices set up.

**Strengthen customer relations**



- New business with well- known enterprises
- Flexible solution
- Value replaces price

# THANK YOU







# 捷迅股份有限公司

Soonest Express Co., Ltd.

TEL:87929897

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