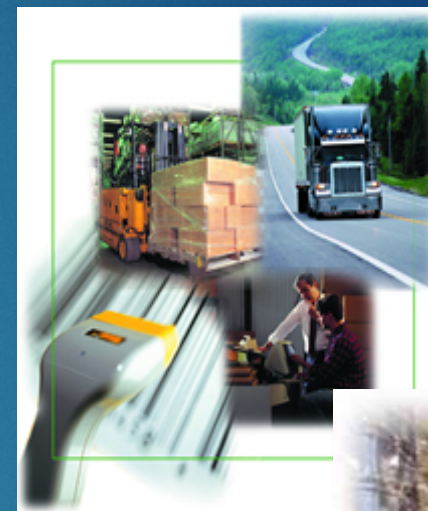


2643

SOONEST EXPRESS CO., LTD.

2023 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

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



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: 18, Warehouses: 9



■ GLOBAL OFFICES



18 Offices 9 Warehouses

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

CORE SERVICES

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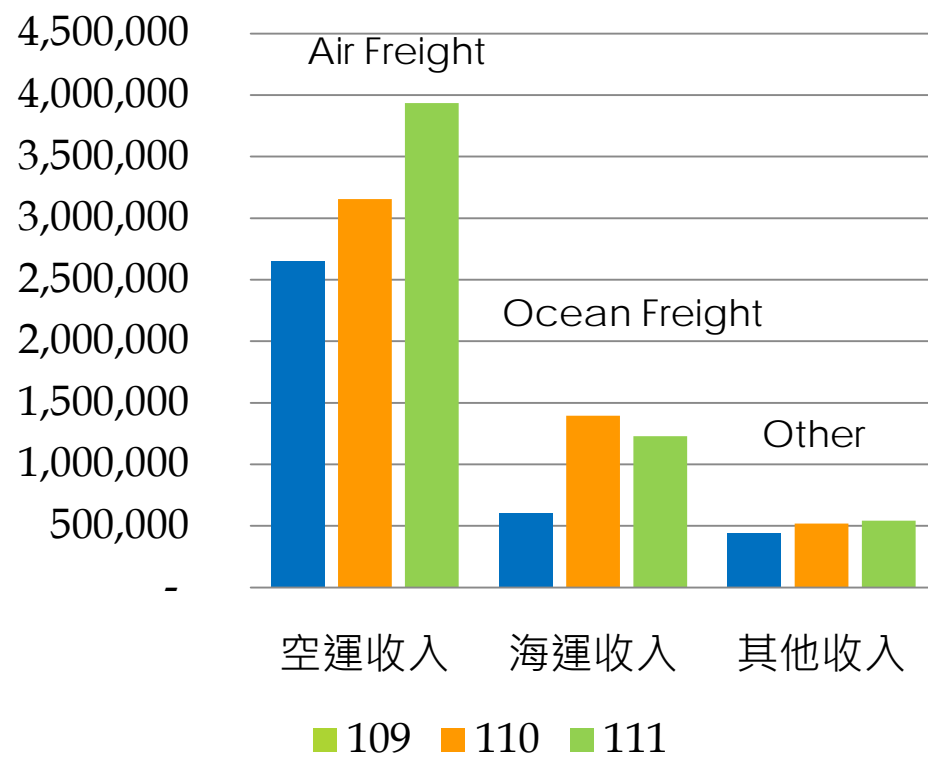
OUR SERVICES



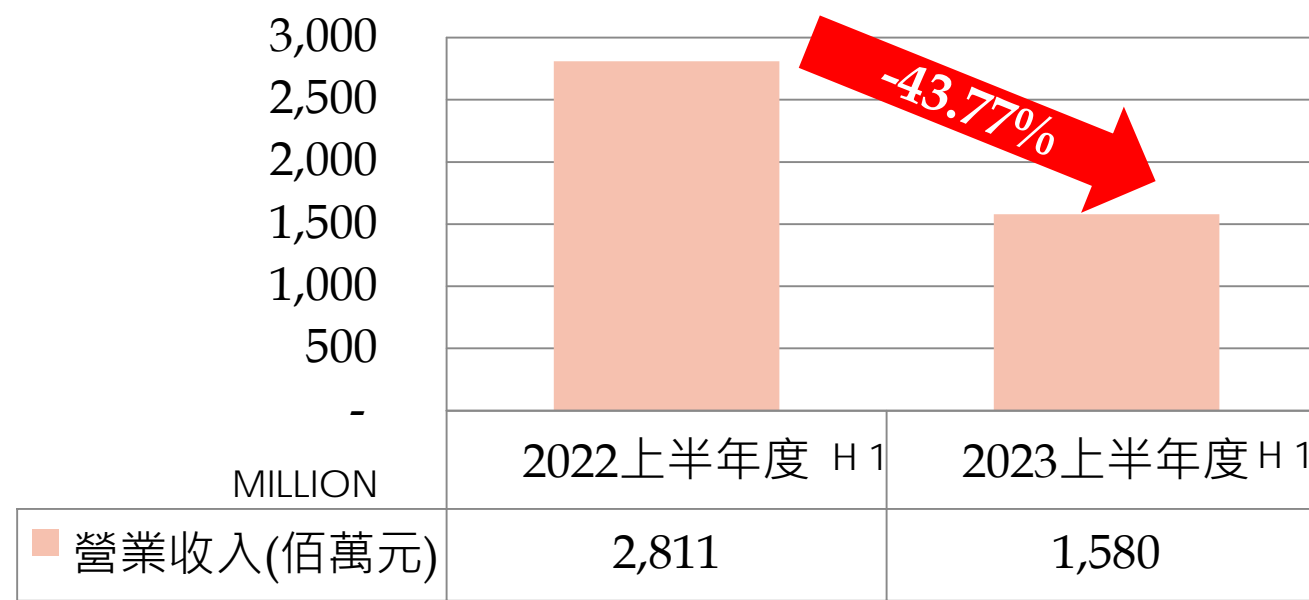
2023 Q2 PERFORMANCE



PERFORMANCE-CONSOLIDATED REVENUE



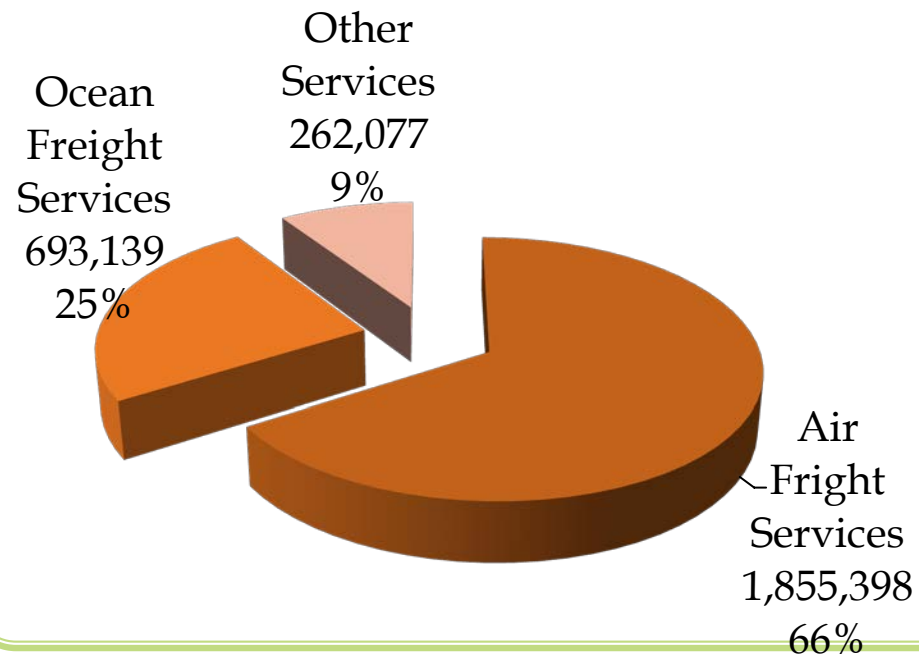
營業收入(佰萬元)



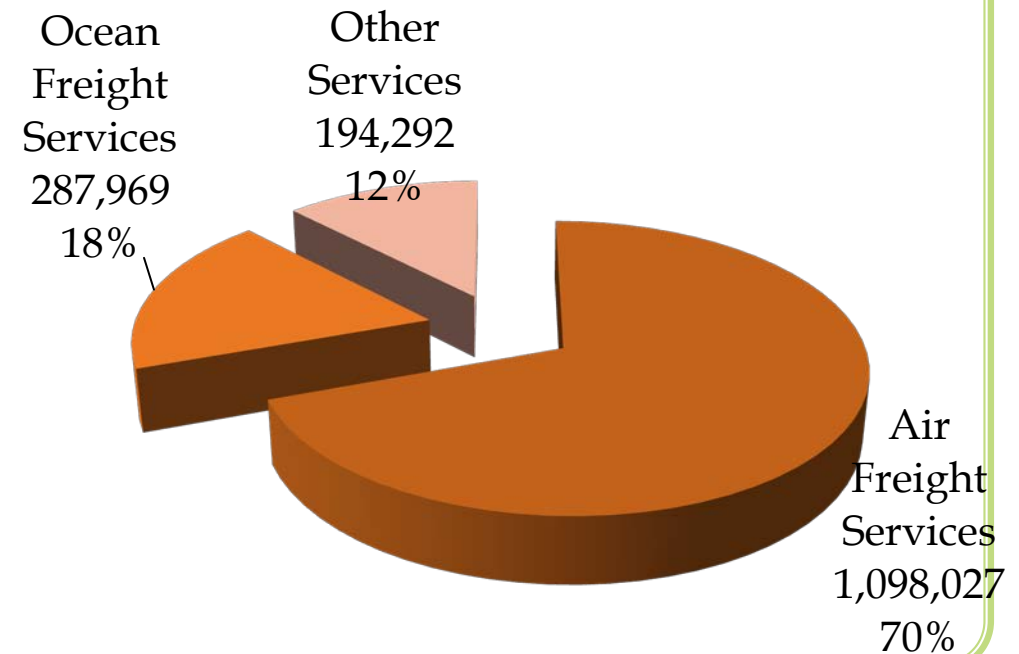
PRODUCT RATIO (REVENUE)

UNIT : THOUSAND

2022 H1



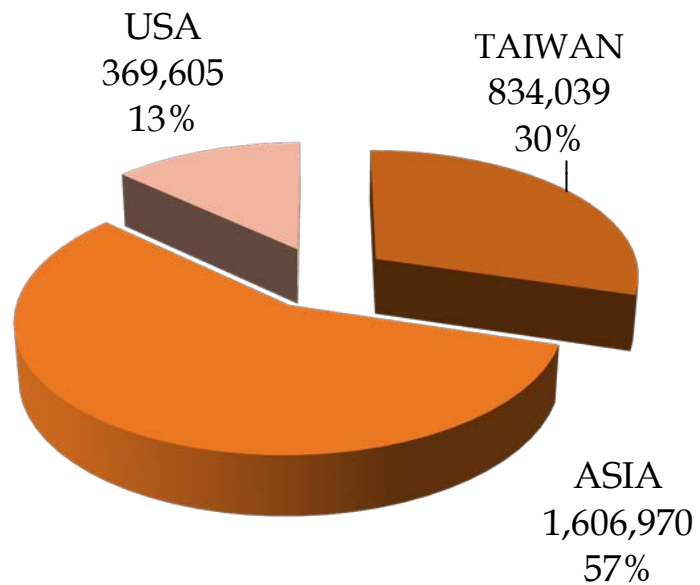
2023 H1



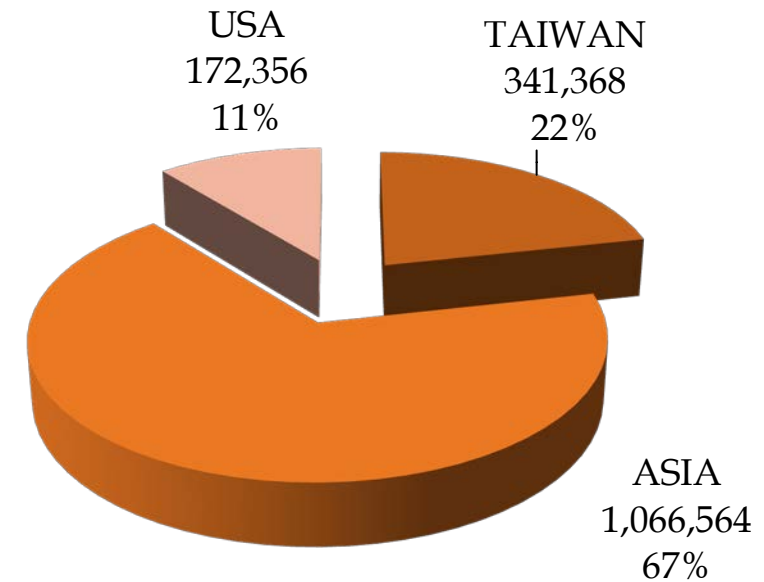
AREA RATIO (REVENUE)

UNIT : THOUSAND

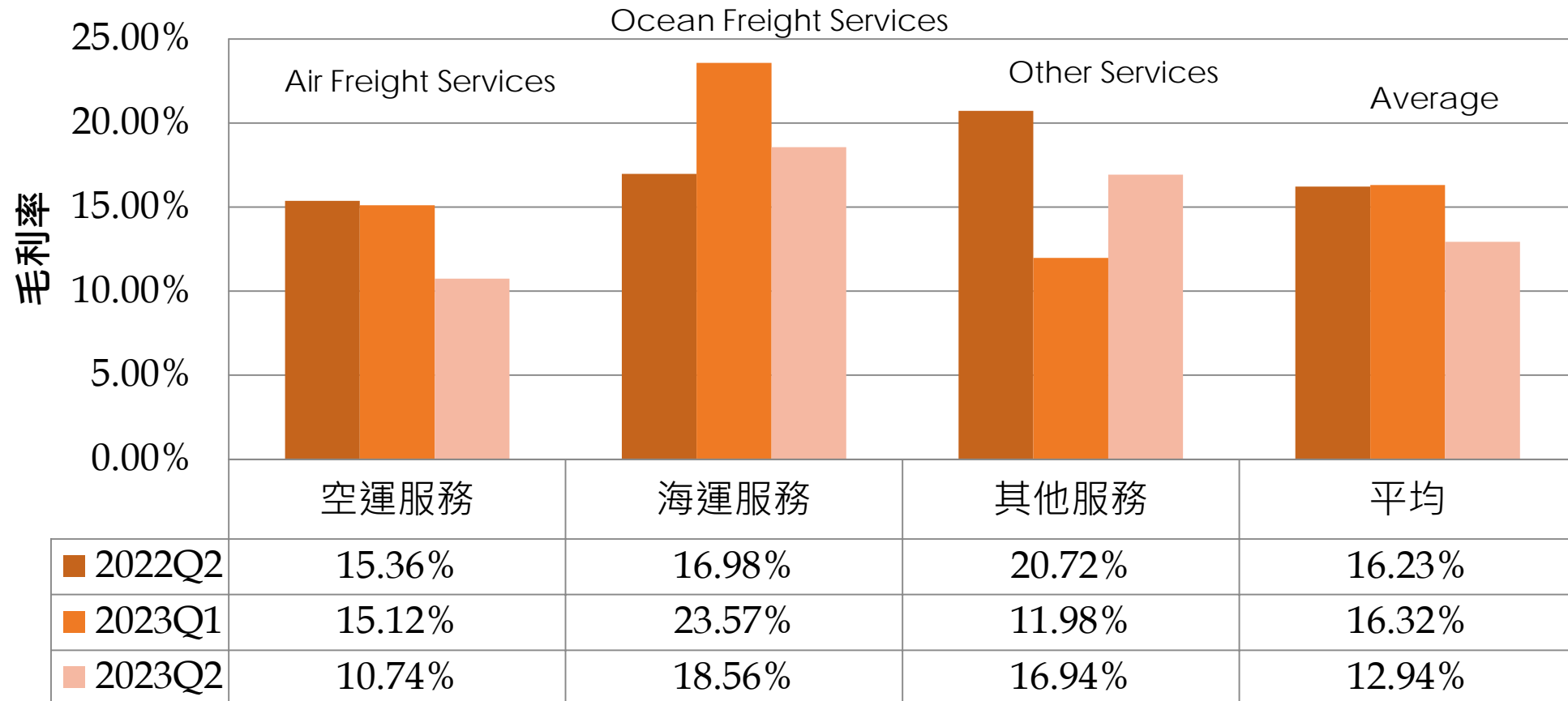
2022H1



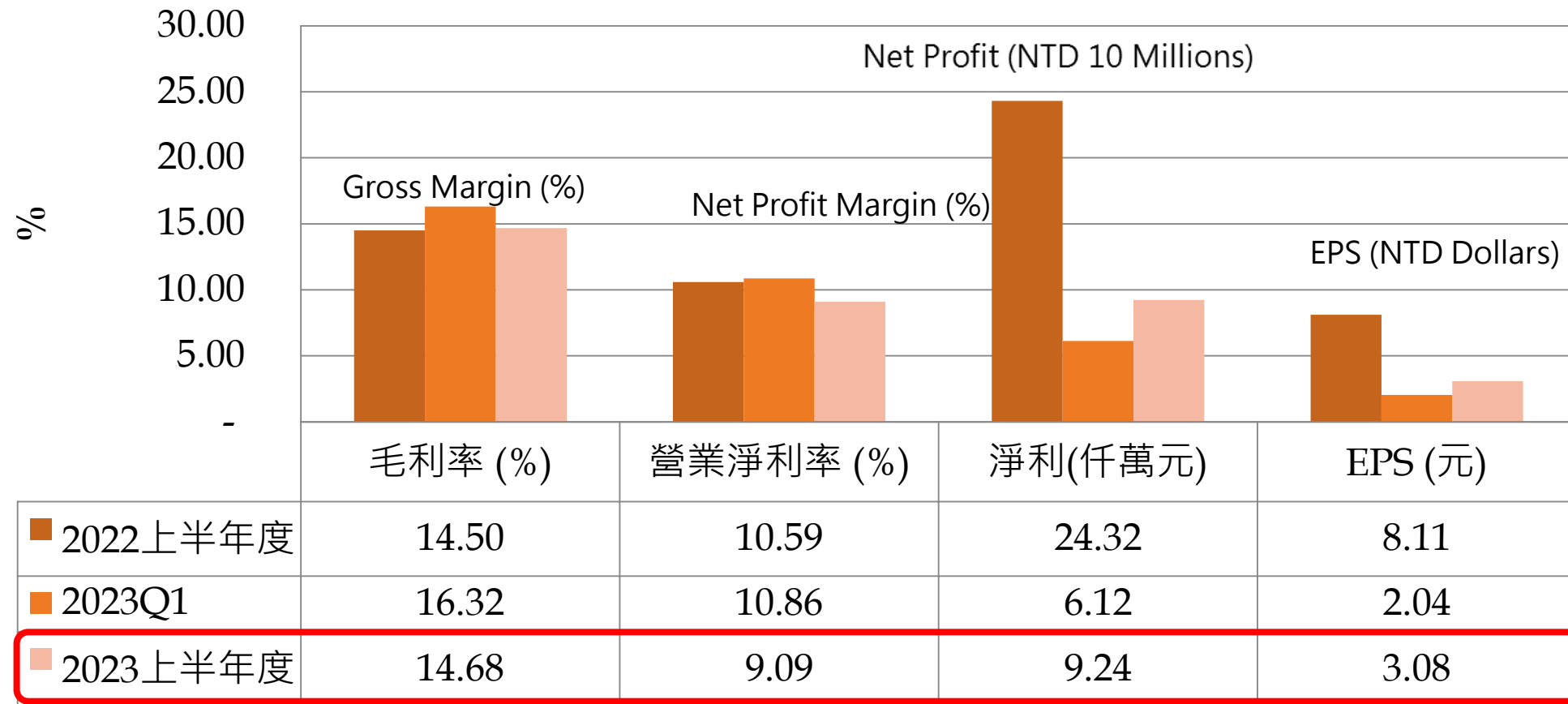
2023H1



PRODUCT GROSS MARGINS

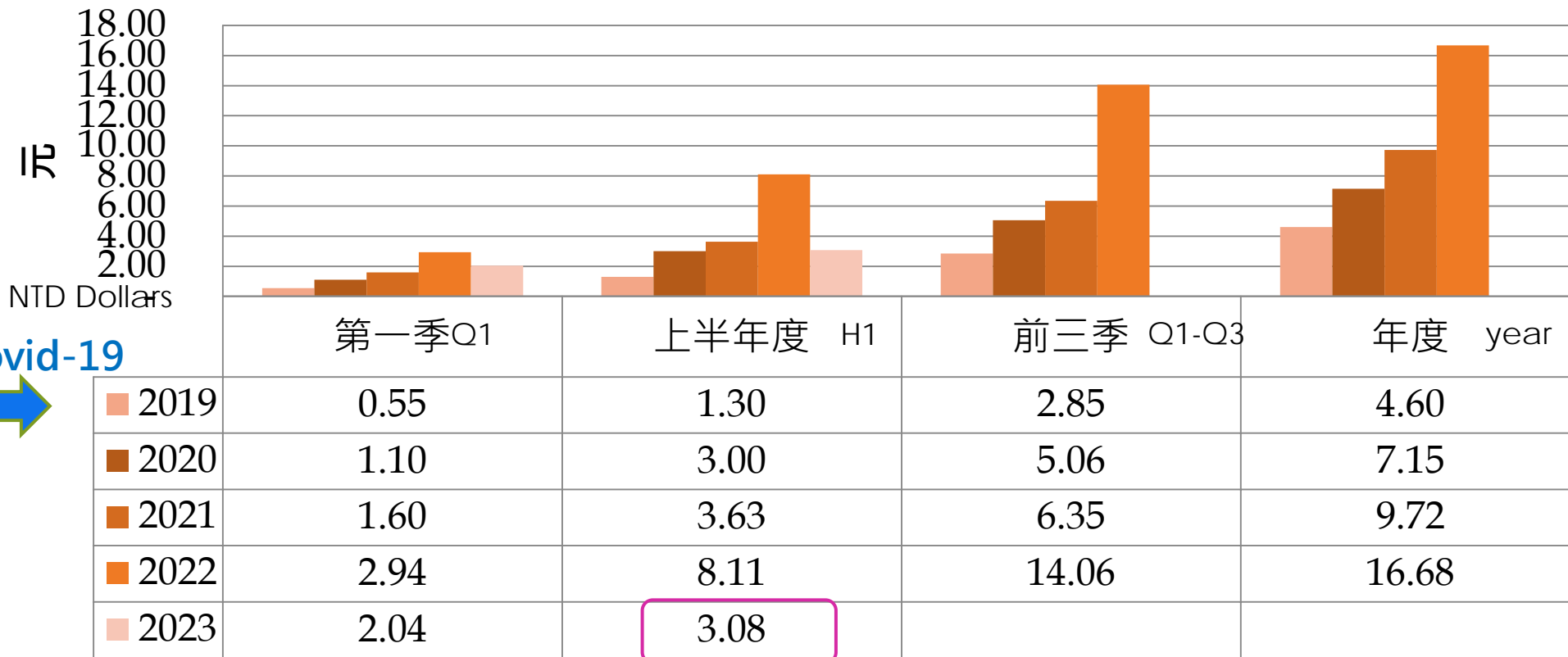


OPERATING PERFORMANCE –VARIOUS RATIO



OPERATING PERFORMANCE

EPS



Before Covid-19



OPERATING PERFORMANCE

Categories			2021	2022	2023H1
Capital Structure	Debts Ratio	(%)	40.50	38.66	42.25
Liquidity	Current Ratio	(%)	255.57	280.23	263.49
Operating Performance	Average Collection Turnover	(TIMES)	6.05	5.68	3.65
Profitability	Return on Total Assets	(%)	17.11	23.04	7.72
	Return on Equity Attributable to Shareholders of the Parent	(%)	28.21	37.80	12.51
	Net Margin	(%)	5.75	8.77	5.85
	EPS	(NTD)	9.72	16.68	3.08

INTERNATIONAL MARKET STATUS & OUTLOOK



AIR FREIGHT MARKET ANALYSIS

➤ 2023 H1

華航、長榮航近半年航班成長率

地區	華航	長榮航
北美	48%	56%
歐洲	28%	去年第4季加開米蘭、慕尼黑全新航線，也同步增班
亞洲	76%	51%
澳洲	22%	-----

- ◆ **Starlux Airlines** started flying to Los Angeles on April 26. Officially entered the North American market.
- ◆ **China Airlines'** new scheduled flight this summer is more than 50% of the previous quarter. Passenger traffic has resumed to 80% of the year 2019.
- ◆ Compared with December last year, China Airlines' number of flights in Asia has grown 72%, 48% in North America, 28% in Europe. Opened the Prague route on 7/18.
- ◆ **EVA Air:** After the resumption of passenger transport, the number of flights has also recovered 83% compare to pre-epidemic.

2023 OPERATING FLIGHTS :

CHINA AIR 88 (CARGO 23 + PASSENGER 65)

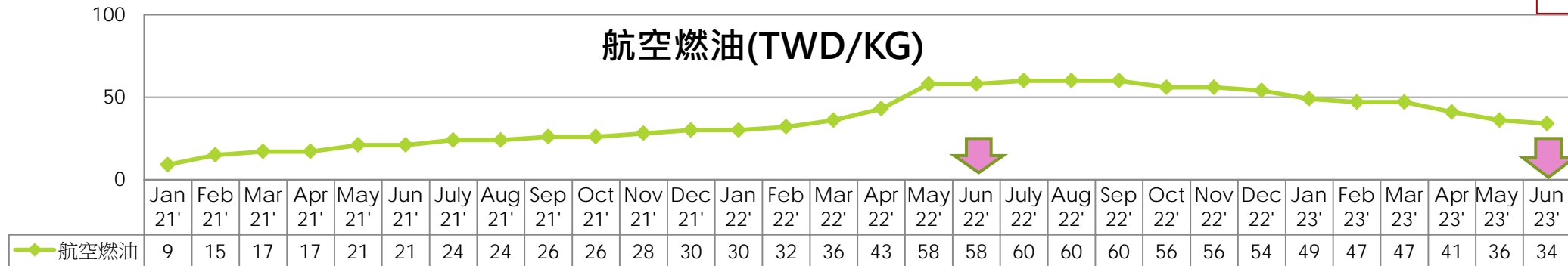
EVA AIR 88 (CARGO 9 + PASSENGER 79)

AIR FREIGHT & FUEL CHARGES

Jan.21' ~ Jun. 23'

FUEL CHARGES

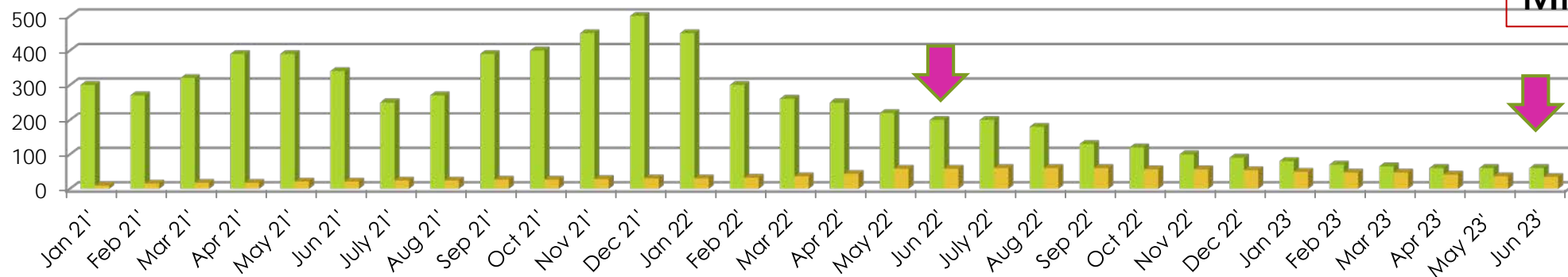
YOY
Minus 41%



美國運價(TWD/KG)

USA FREIGHT CHARGES

YOY
Minus 71%

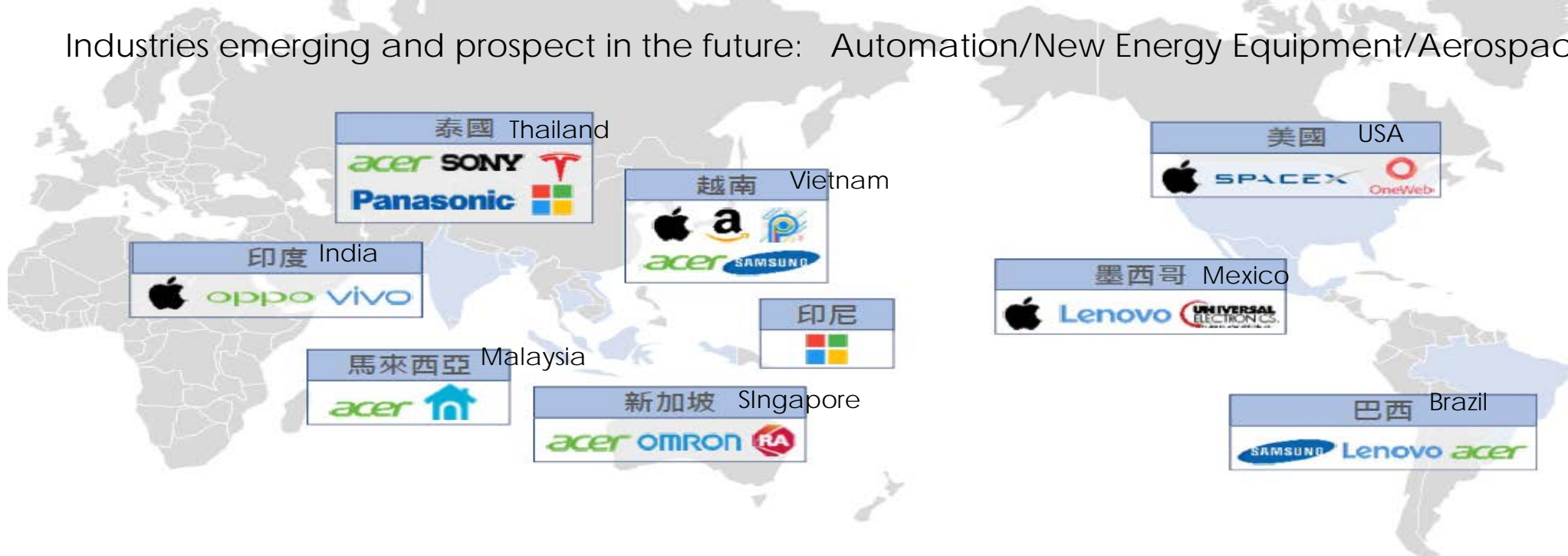


INTERNATIONAL TRADE WORLD FACTORY : CHINA → WORLDWIDE

持續穩健發展產業：電子產品、零組件、生醫設備...
未來新興成長產業：AIoT、自動化/新能源設備、航太...

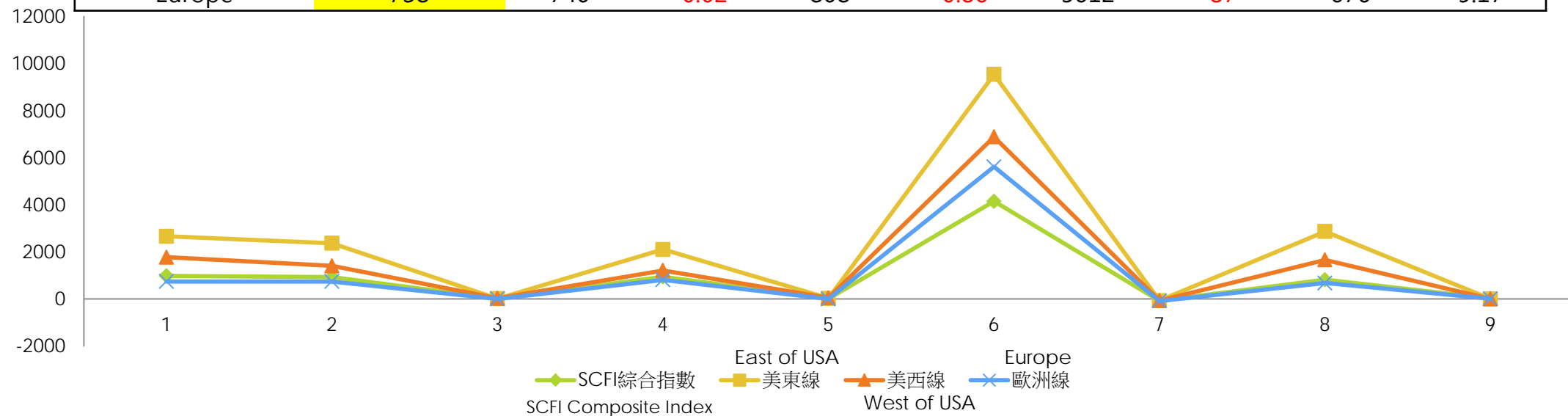
Industries with sustainable and steady development:
electronics, components, biomedical equipment.

Industries emerging and prospect in the future: Automation/New Energy Equipment/Aerospace



OCEAN FREIGHT MARKET ANALYSIS

SCFI	2023/7/14	Compare to last week	%	Compare to last month	%	Compare to same time last year	%	2019/7/14 Before pandemic	%
SCFI Composite Index	979.11	931.73	5.08	932.31	5.02	4143.7	-76	817.41	19.78
East of USA	2662	2368	12.41	2103	26.60	9534	-72	2864	-0.71
West of USA	1771	1404	26.13	1207	46.70	6883	-74	1659	0.69
Europe	738	740	-0.02	808	-0.86	5612	-87	676	9.17



OCEAN FREIGHT MARKET ANALYSIS

American Line Shipping Company reverses the traditional peak season operation and draws a large number of ships

In Q3, the traditional peak season for distribution, the volume of game consoles, electromechanical products, and labor-intensive products such as textiles, plastic products, and rubber products has increased. From the SCFI index, it can be seen that mid-July is better than last week and June, and the west of the United States is better than before the epidemic.

Large-scale new ships on the European line have joined, and it is not easy to draw boats or lines

Maersk took the lead, making a freight charge increase on 8/01 to USD900-1000/per 40-foot container. This increase prompted the shipping company to show its determination to adjust the price, but the shipping company delivered new ships one after another in 2023~2024, making it impossible to use the "space regulation" mechanism in the traditional off-season of Q4, so it is speculated to maintain high freight rates.

Supply far exceeds demand

- Shipping consulting organizations, Alphaliner, Drewry, Clarksons, predict that the supply in 2023 and 2024 will exceed 8%, however, the demand in 2023 did not exceed 3%. Even if the estimated demand in 2024 exceeds 5%, it will not be able to meet the excess
- The positive variable for shipping companies in 2024 is the global constraints on carbon emissions, which will cause old or unqualified fleets to withdraw from the market and be dismantled. Even qualified fleets must sail slowly to reduce carbon emissions, which will help shipping companies to allocate fleets and reduce supply.

DIRECTIONS ON OPERATION AND STRATEGIES



OPERATION DIRECTIONS-- ALL-ROUND LOGISTICS PROVIDER



Diversified Products

International Air Shipping Mode
Warehouse Logistics
Express, professional customs
declaration
Integrated all-round

Service Network

Deeply cultivated in the three
places on both sides of the strait
and the United States
Actively expand the ASEAN market
Developing India

Customer Relations

Stable cooperation with well-
known electronic manufacturers at
home and abroad
Flexible logistics solutions enhance
competitive advantage

STRATEGIES ADDING DOMESTIC AND OVERSEAS WAREHOUSES



- ◆ Self-built 130,000 sq. ft. Overseas logistics warehouse in Texas, USA
- ◆ Set up Logistics Storage and Transportation Center near Taoyuan Aviation City, Taiwan

ESG PERFORMANCE



ESG PERFORMAMCE CERTIFICATE of APPRECIATION

Deputy Mayor of New Taipei City, Liu Heran, present the certificate of appreciation in person.



新台北市政府感謝狀



攜手響應全民運動 新北市之「最強市府飆 5K」

「最強市民飆 5K」於 112 年 4 月 24 日加開神秘場次，本賽事由捷迅與新北市政府共同舉辦市府員工運動日，邀請新北市市府同仁們共同參與運動賽事，透過賽事活動，讓同仁可以暫時放下手邊繁忙的市政公務，放鬆身心強身健體，增進同仁間、跨部會間的交流情誼。



新北市政府邱敬斌秘書長身體力行，鼓勵市府同仁們一起參與賽事，邱秘書長平時也熱愛跑步運動，更強調規律的運動是保持健康的重要關鍵，因此在捷迅於新北市各地田徑場舉辦了四年最強市民飆 5K 後，也衷心希望舉辦一場市府同仁專屬的跑步賽事，在全民運動科科長與其他市府同仁努力籌劃下，4 月 24 日最強市民飆 5K 賽事也就孕育而生，整場賽事主要由新北市市府同仁組成，從賽事跑者到活動志工，都可以看到市府同仁穿梭的身影，整場賽事宛如新北市市府的運動日，各位同仁也有機會與同事、長官們一同奔跑在跑道上，一起享受運動的挑戰與快樂，讓全民運動的政策由市府同仁領跑一同落實。

CONTINUING ON ESG

Launched in 2020 from the Taiwan HQ office and promoted to overseas subsidiaries.
Hong Kong staff worked hard in 2022 for the public good.

111 年 11 月新界東北



111 年 12 月南區瀑布灣



- 
1. 獲頒香港航空 2022 年度最佳銷售代理獎
 2. 與中華航空簽訂 2023 年度集團 RIA 合約
 3. 捷迅香港榮獲美國安富利頒發傑出供應商獎
 4. 捷迅香港獲頒中華航空 2022 年度千萬美金業績優質代理商
 5. 捷迅香港獲頒香港貨運航空 2022 年度貨量銷售獎
 6. 捷迅香港獲頒長榮航空 2022 年度貨量銷售獎
 7. 捷迅香港與國泰航空簽訂 2022 年香港至台北線包機 (共計 189 班)
 8. 捷迅香港與長榮航空簽訂 2022 年香港至台北線包機 (共計 124 班)
 9. 捷迅香港與香港貨運航空簽訂 2022 年度香港至台北線貨機包機 (共計 23 班)
 10. 捷迅中國獲頒中華航空 2022 年度佰萬美金大獎
 11. 捷迅中國獲頒上海長榮航空 2022 年度績優貨運代理
 12. 捷迅中國獲頒上海長榮航空 2022 年桂冠獎
 13. 捷迅中國獲頒中國國際貨運航空有限公司 2022 年度優質供應商
 14. 榮獲天下 2000 大倉儲運輸業營收第 11 名，服務業營收第 260 名。

- Rankings of the 2022 Top 2000 Service Industries by Commonwealth Magazine
- 1) Ranks 11th in terms of revenue in the warehousing and transportation industry
 - 2) Ranked 260th in term of revenue in the national service industry
 - 3) Ranked 208th in the after-tax net profit of the national service industry
 - 4) Ranked 203rd in term of profitability in the national service industry
 - 5) Ranked 231st in term of revenue growth rate in the national service industry

THANK YOU





捷迅股份有限公司

Soonest Express Co., Ltd.

TEL: 87929897

海空運承攬 | 海空聯運 | 進出口報關 | 國際快遞

