2643
Soonest Express Co. Ltd.

We are Professional、Prompt、 Passionate、 Progressive!

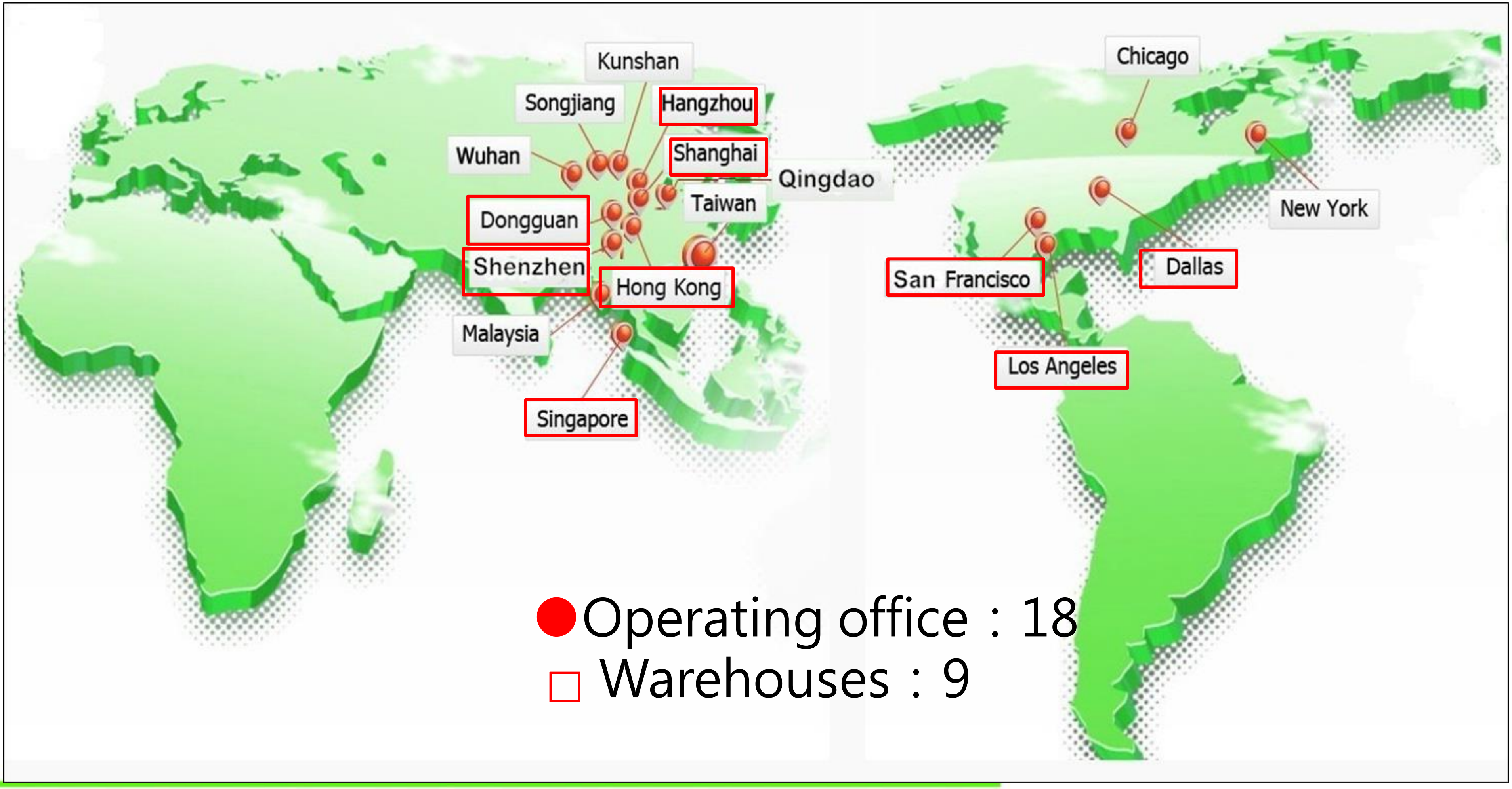
Limitation of Liabilities

- 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 forecast 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 hold responsible for any changes or updates on these views.

Company Profile

Established	Feb. 13,1984	Stock code：2643
IPO	Mar. 4, 2016	
Chairman	C. M. Ku	
General Manager	Kang Y. Sun	
Capital Investment	NTD 262,300,000	
Address	4F, No. 34, Rui Guang Rd., Taipei 114, Taiwan.	
Services	Integrated Logistics: Air/ Ocean Freight Forwarding、Customs Declaration、Warehouses、Transportation and Delivery (Integrated Logistics)	
Worldwide Network	Offices:18, Warehouses: 9	

Worldwide Network

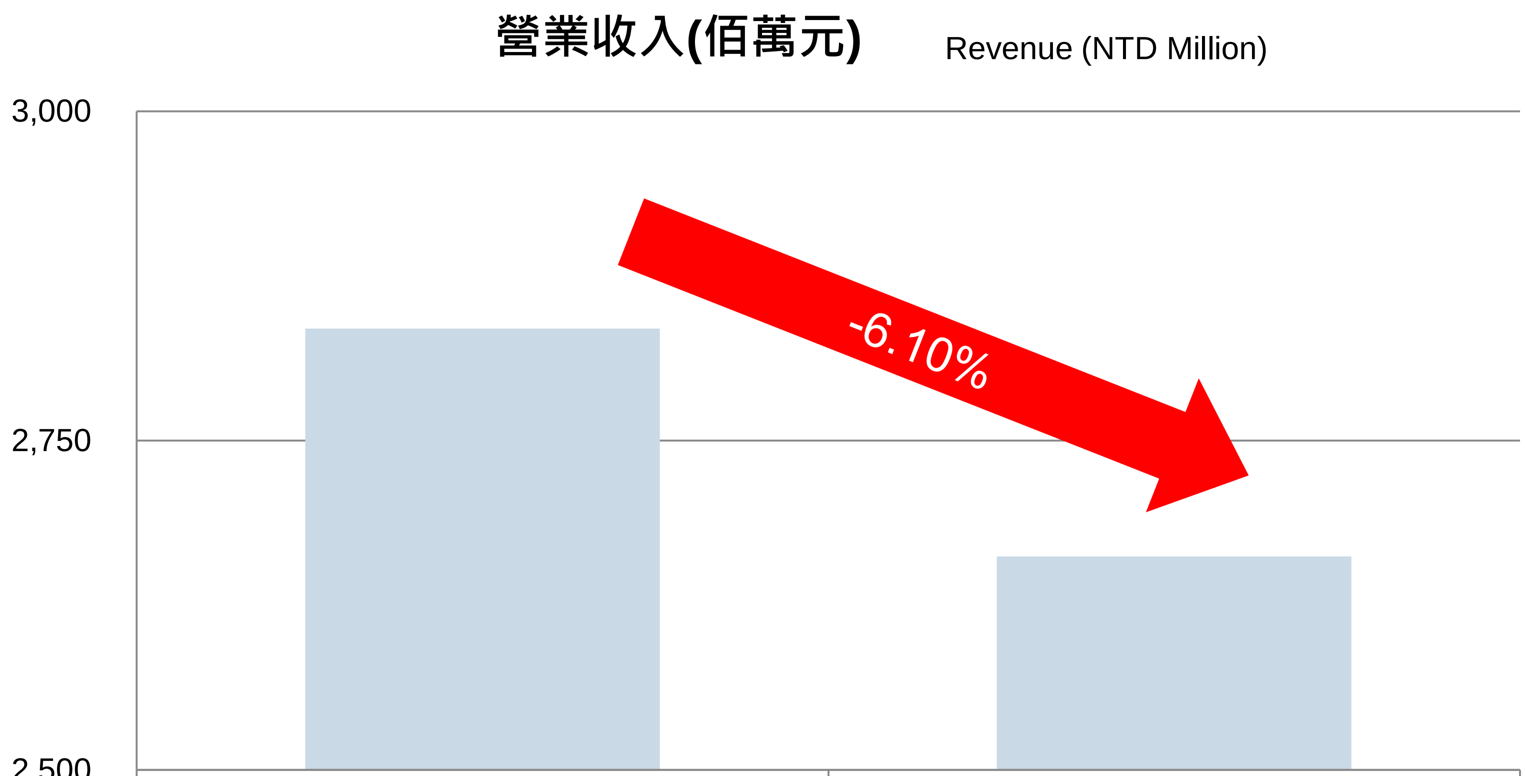


Services (Ocean /Land/Air)

Becoming Best Logistics Solutions Provider for our Customers

2017 Performance

Consolidated Revenue

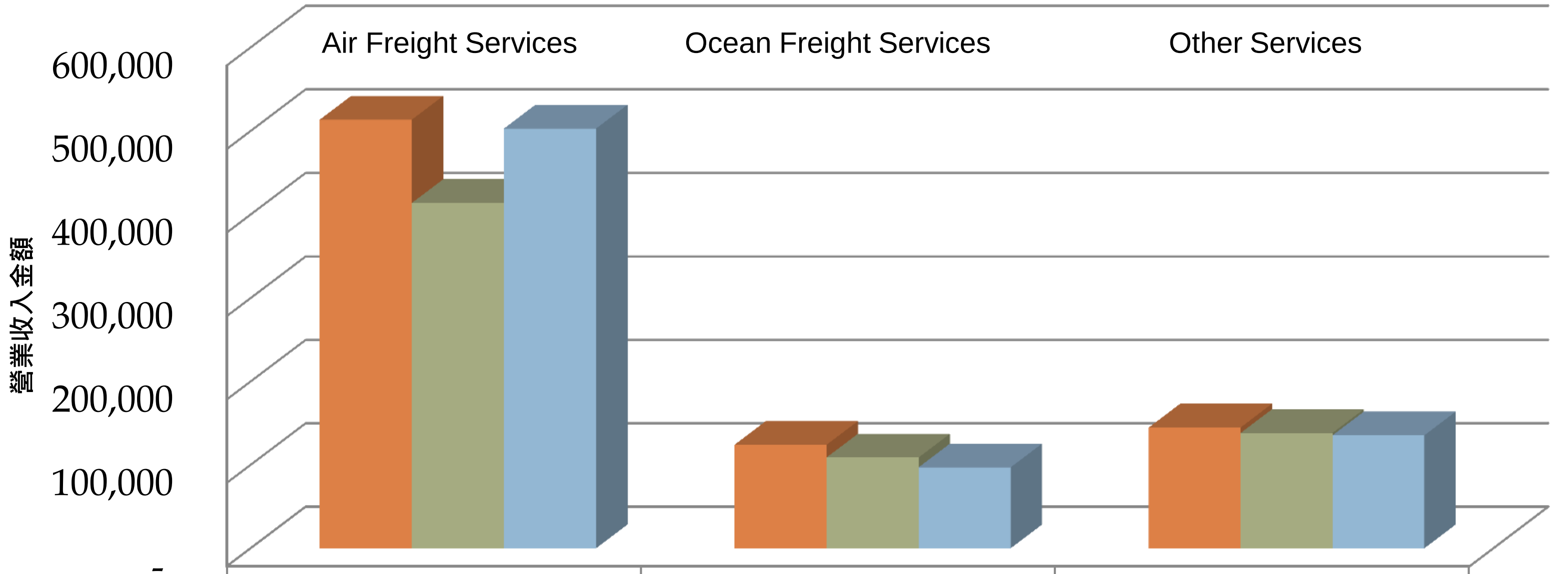


Revenue (NTD Million)	2016年度	2017年度
營業收入(佰萬元)	2,835	2,662

Product Revenue

產品別比較

UNIT: NTD Thousand



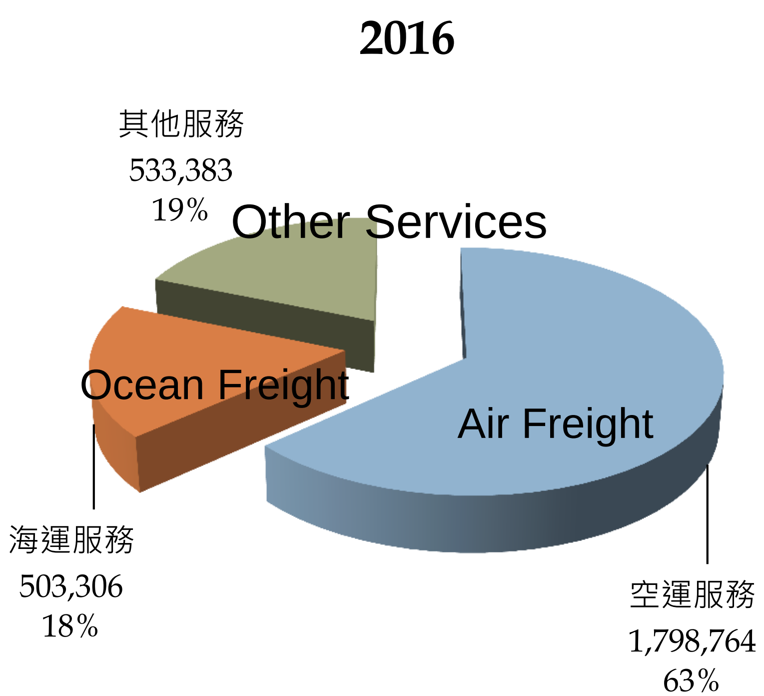
	空運服務	海運服務	其他服務
2016Q4	513,509	123,912	144,821
2017Q3	413,844	108,776	138,262
2017Q4	502,935	97,027	135,421

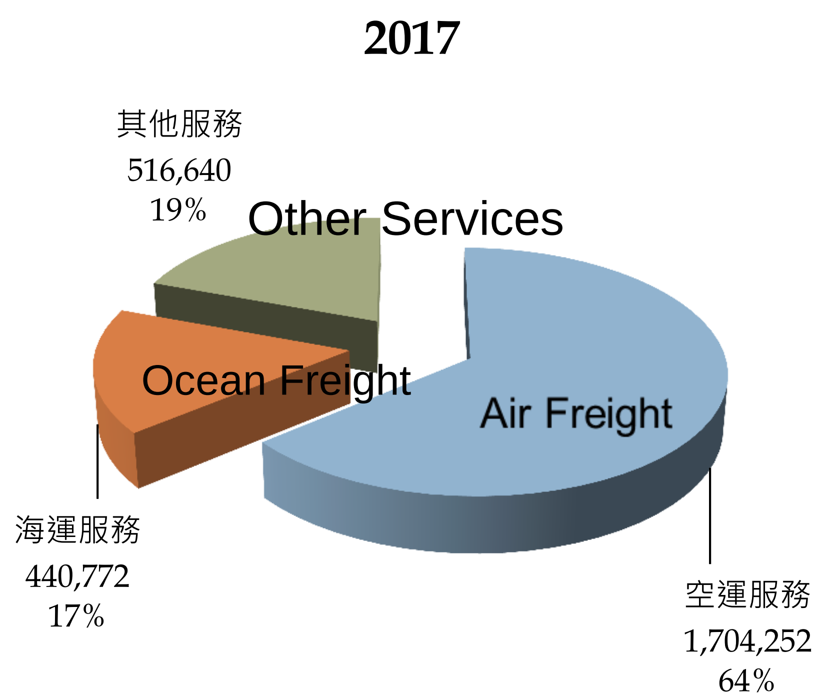
Product Ratio (Revenue)

UNIT：NTD Thousand

2016年度

2017年度

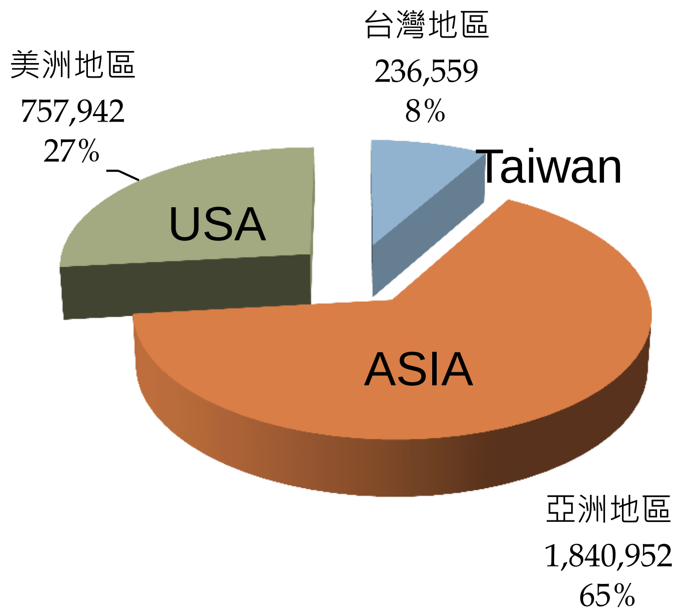


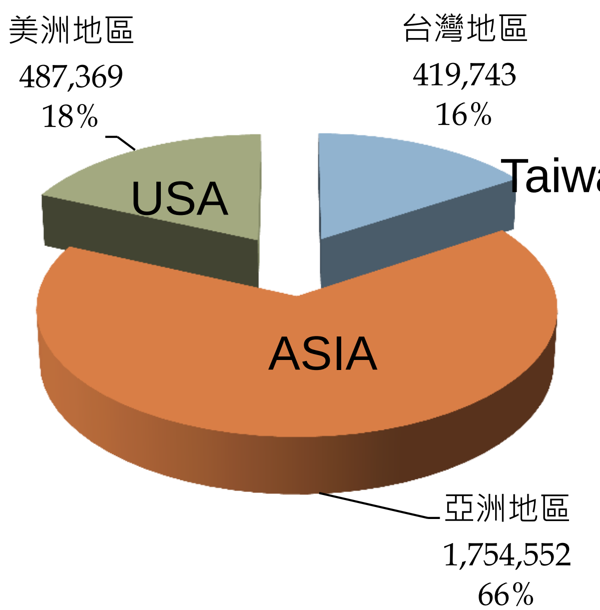


Area Ratio (Revenue)

UNIT：NTD Thousand

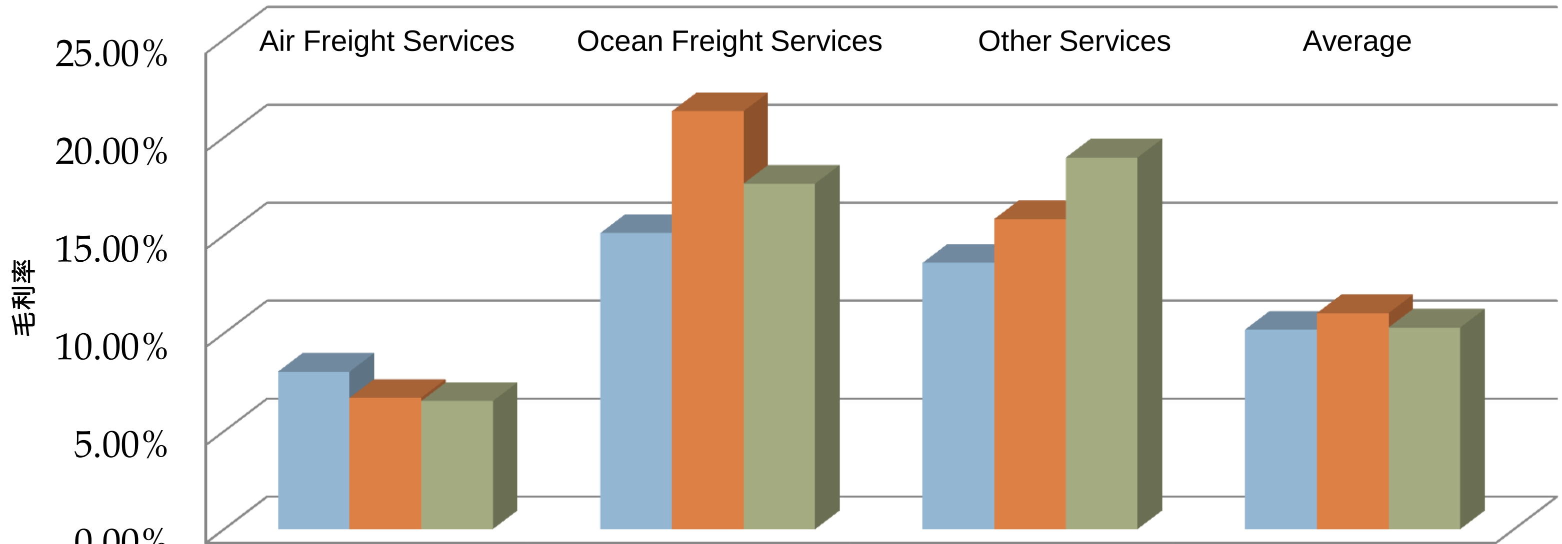
2016 | **2017**





Product Gross Margin

毛利率(%)



	空運服務	海運服務	其他服務	平均
2016Q4	8.03%	15.11%	13.59%	10.18%
2017Q3	6.70%	21.33%	15.82%	11.02%
2017Q4	6.53%	17.64%	18.96%	10.29%

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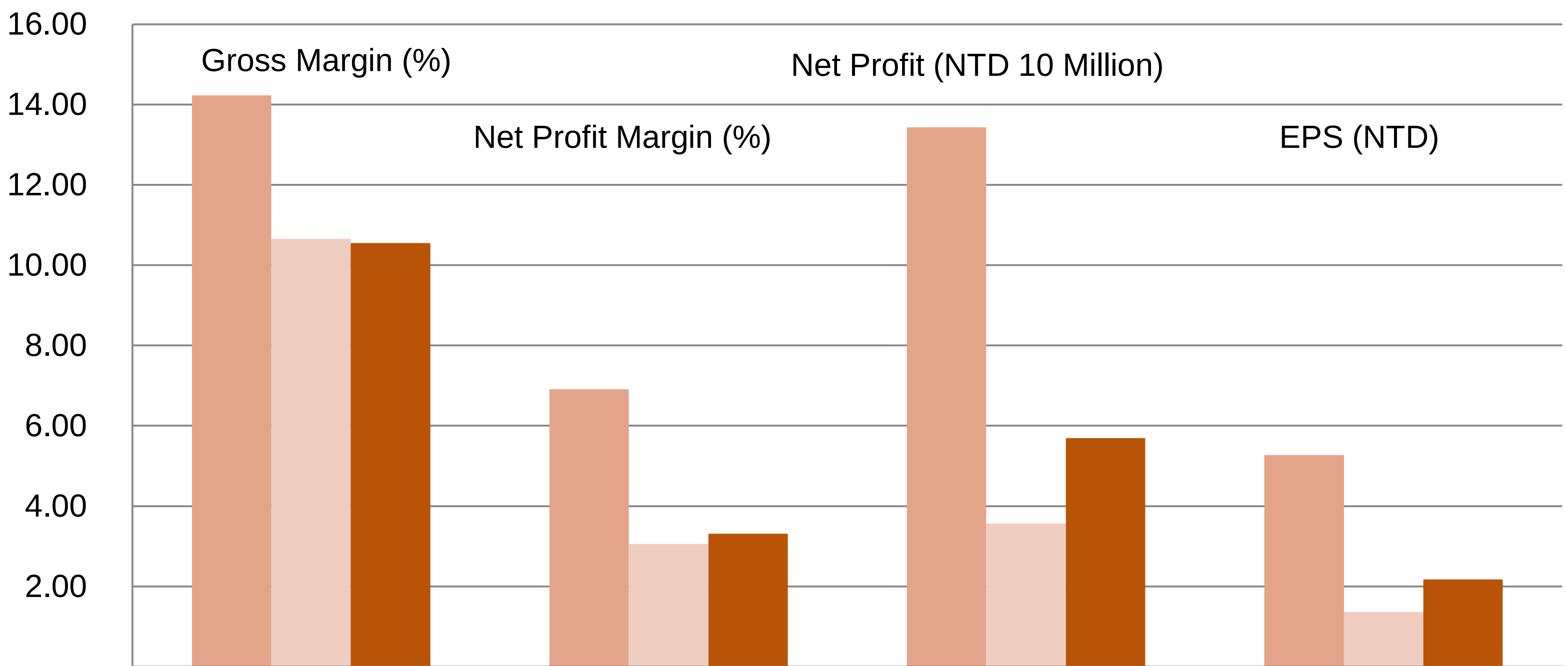
Operating Performance -Various Ratio



		毛利率 (%)	營業淨利率 (%)	淨利(仟萬元)	EPS (元)
2016	2016年度	14.23	6.91	13.43	5.27
2017 Q1-Q3	2017前三季	10.66	3.06	3.57	1.36
2017	2017年度	10.55	3.31	5.69	2.17

Operating Performance

Categories		2015	2016	2017
Capital Structure	Debts Ratio (%)	53.01	40.30	45.56
Liquidity	Current Ratio (%)	188.33	259.72	234.72
Operating Performance	Average Collection Turnover (Times)	5.48	5.41	5.32
Profitability	Return on Total Assets (%)	9.74	13.11	5.26
	Return on Equity attributable to Shareholders of the Parent (%)	20.84	24.37	9.12
	Net Margin (%)	3.22	4.74	2.14
	EPS (NTD)	4.08	5.27	2.17

Change of Logistics Structure

Blue Ocean Strategy- Secure Profit

Air Transportation Market

Traditional Air-Freight Forwarding

90% -> **55%**

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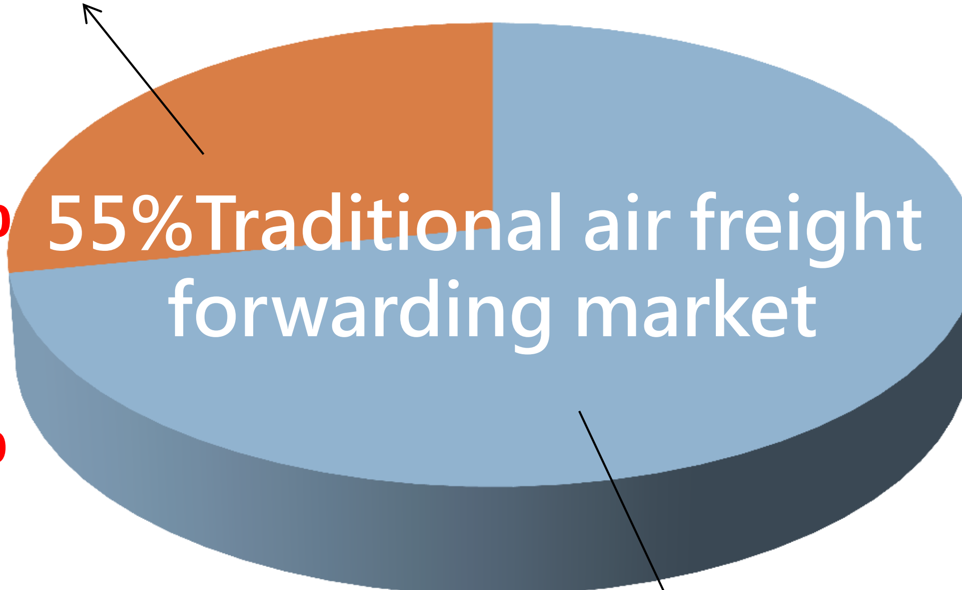
International Express Delivery

10% -> **45%**

Taiwan Local market (1,000 Forwarders) 15~25%



Foreign companies' Routine Order 75~85%

Diversified Logistics Supply Chain

Companies

(Well-known International Logistics Service Provider)

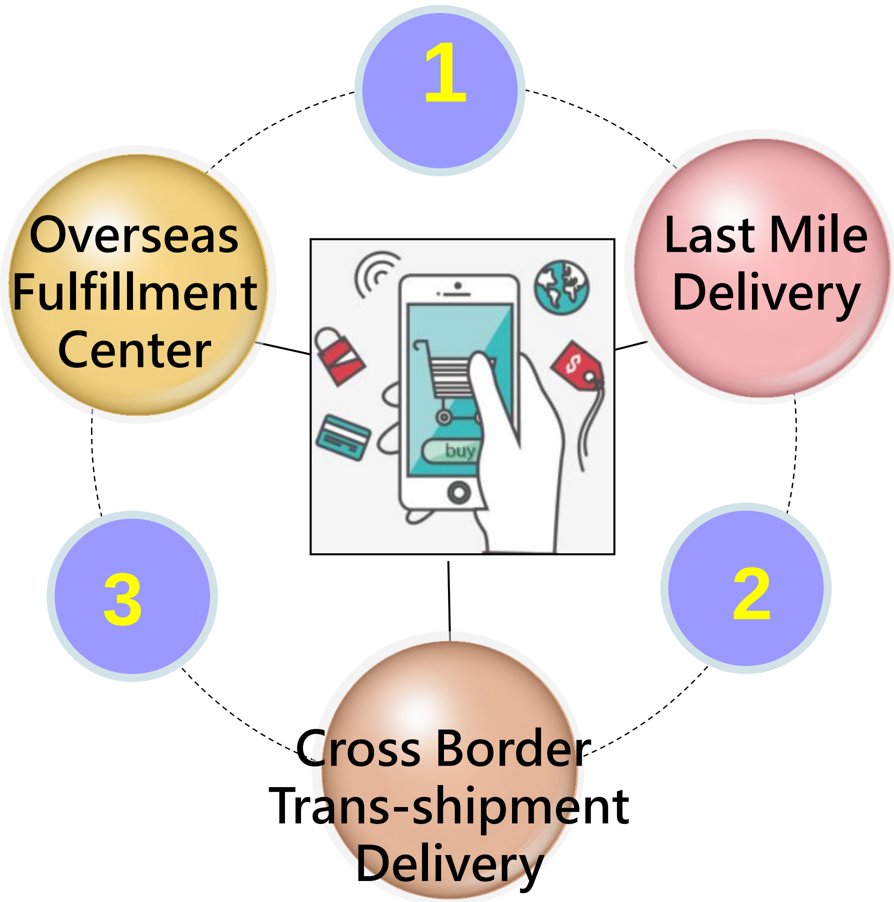
(Segmented Logistics)

Seller

(Integrated Service)

Future Development

Three Major Developments



Key Points

1. Last Mile Delivery

- Pilot City: Singapore
- Others: Hong Kong & Taiwan

2.Cross-Border Tran-shipment Delivery

- Became necessary due to the demand on International parcel delivery
- Increment of Taiwan’ s air freight volume and revenue

3.Overseas Fulfillment Center

- Became distribution center for overseas parcel delivery
- Solving problems on inventory and laboring for small e-commerce businesses

1) Singapore International Parcel Delivery

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

- Renting new warehouse for new e-commerce business starting Sept. 2017.
- 60-100 deliveries daily up to end of Jul., 2017. 300 deliveries daily by the end of Oct., 2017 (Increase 3-5 times by Q3 2017).
  2,018 Target at 1,300 deliveries daily. 。
- Customers' parcel trace and track with self-developed system (LMS).

Last Mile System (Smart Trace and Track)

Self-developed APP

Support IOS / ANDRIOD

Real time Trace & Track

Seller、Buyer、Driver and Delivery Interfaces

TRACK

2) Cross-Border Parcel Transit in Taiwan

- Modulated work flow for trans-shipments from Taiwan to all over the world.
- From handling 4,000~10,000 to 25,000~40,000 shipments per day (6 - 10 times). Increasing job opportunity and cargo volume at Taoyuan International Airport.

3)Fulfillment Centers in the USA – Warehouse System

Process

On line orders from Customers

Soonest Overseas Fulfillment Centers

Pick and pack/Delivery to buyers

Warehouse Inventory system

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Warehouse in L.A.

Future Development-Cross-Border Logistics Solution

Best logistics service provider of cross- border e-commerce

- Guaranteed sufficient cargo space and competitive prices
- World-wide services networks
- Fulfillment centers establish-ment
- Real-time trace and track services


Q&A