



2643

Soonest Express
Co. Ltd.

We are Professional 、 Prompt 、 Passionate 、 Progressive!

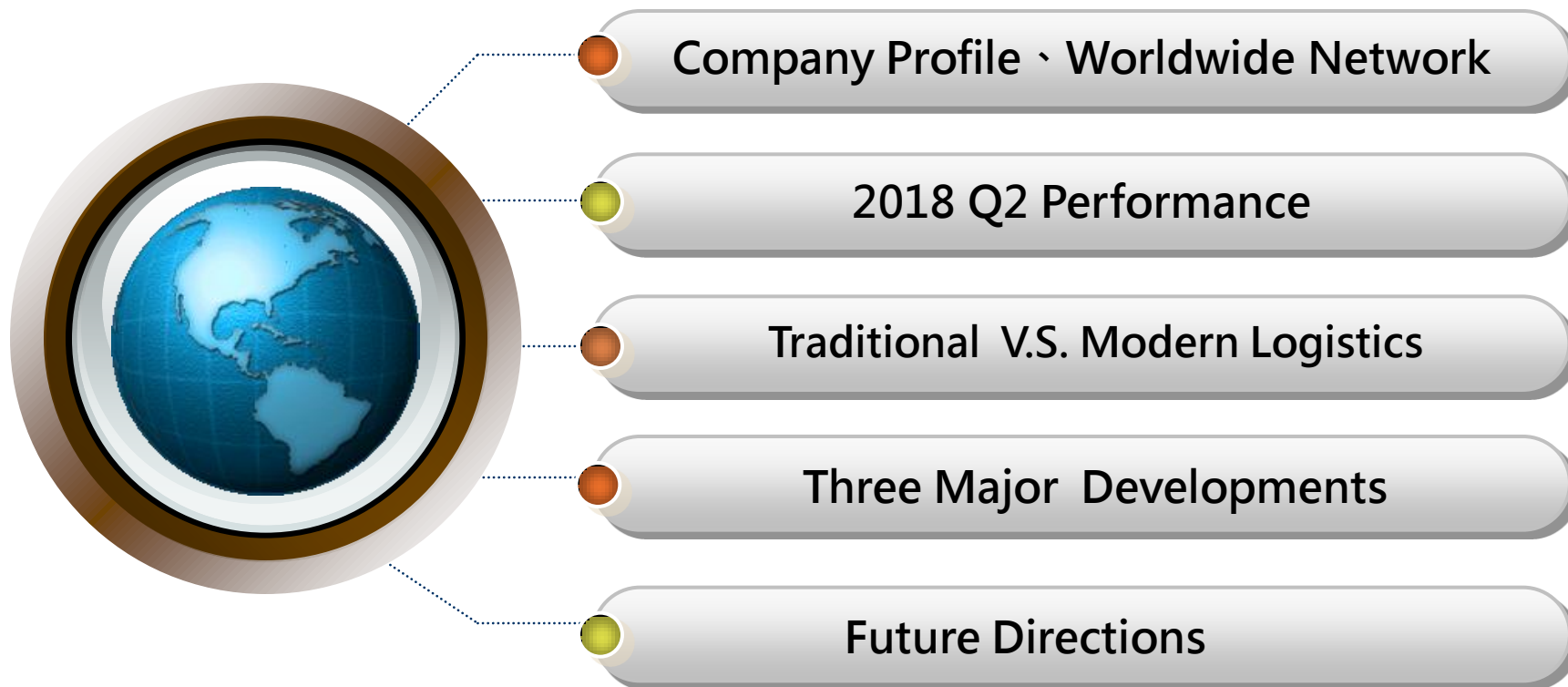
Limitation of Liabilities



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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 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.

Content



Company Profile



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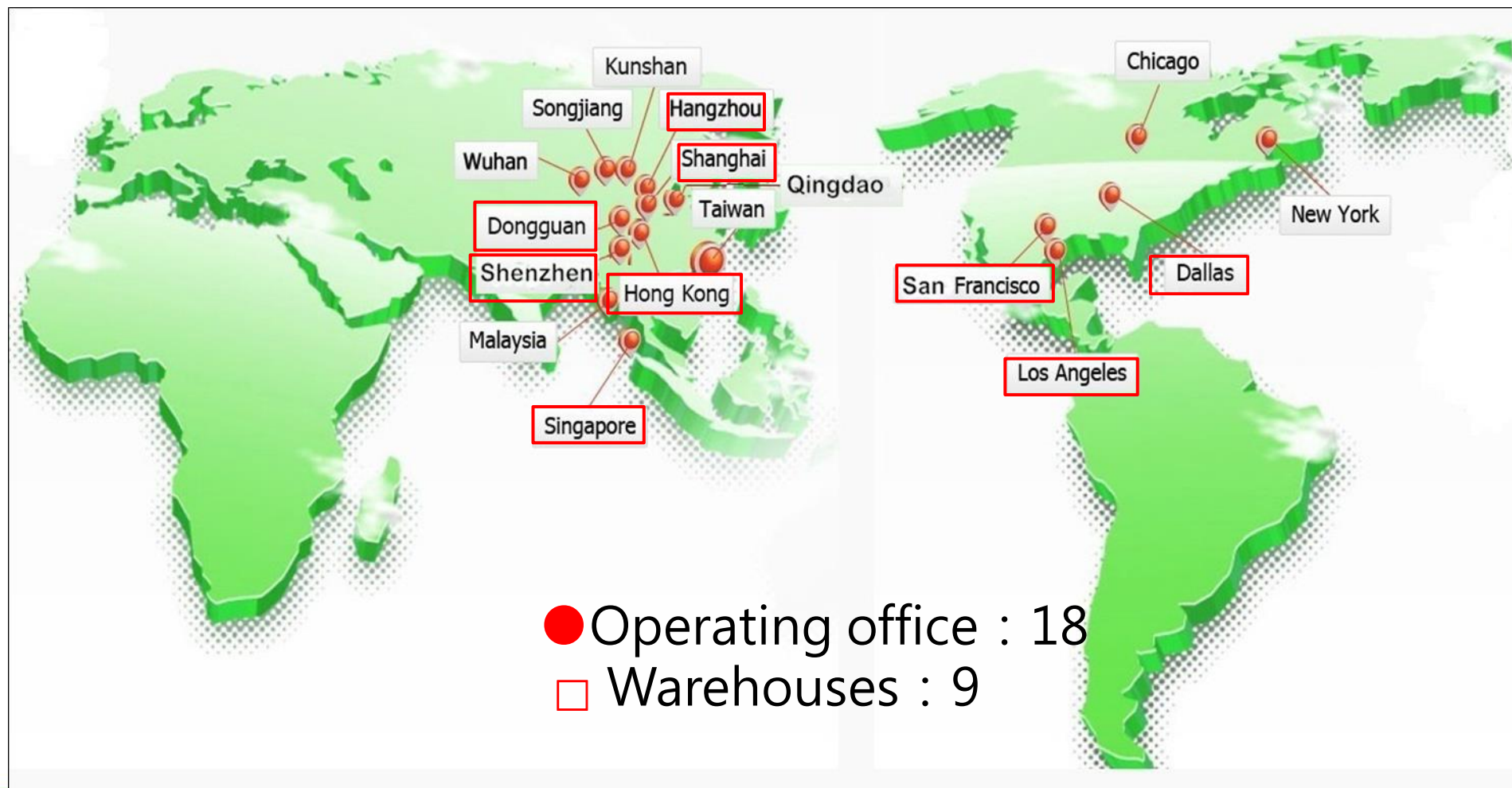
Established	Feb. 13, 1984	Stock code : 2643
IPO	Mar. 4, 2016	
Chairman	C. M. Ku	
General Manager	Kang Y. Sun	
Capital Investment	NTD 262,300,000	
Address	4F, No. 34, Rui Guang Rd., Taipei 114, Taiwan.	
Services	Integrated Logistics: Air/ Ocean Freight Forwarding 、 Customs Declaration 、 Warehouses 、 Transportation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



Worldwide Network



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Services (Ocean /Land/Air)

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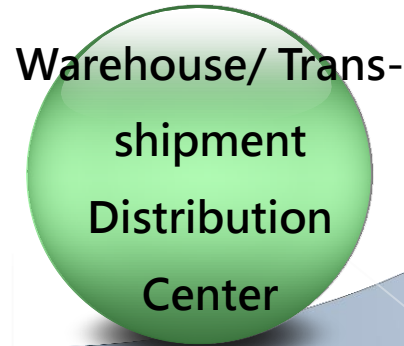
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Custom
Declaration



Air/Ocean
Freight
Forwarding



Warehouse/ Trans-
shipment
Distribution
Center



E-Commerce
Service

Integrated Logistics
Becoming Best Logistics Solutions
Provider for our Customers



2018 Q2 Performance

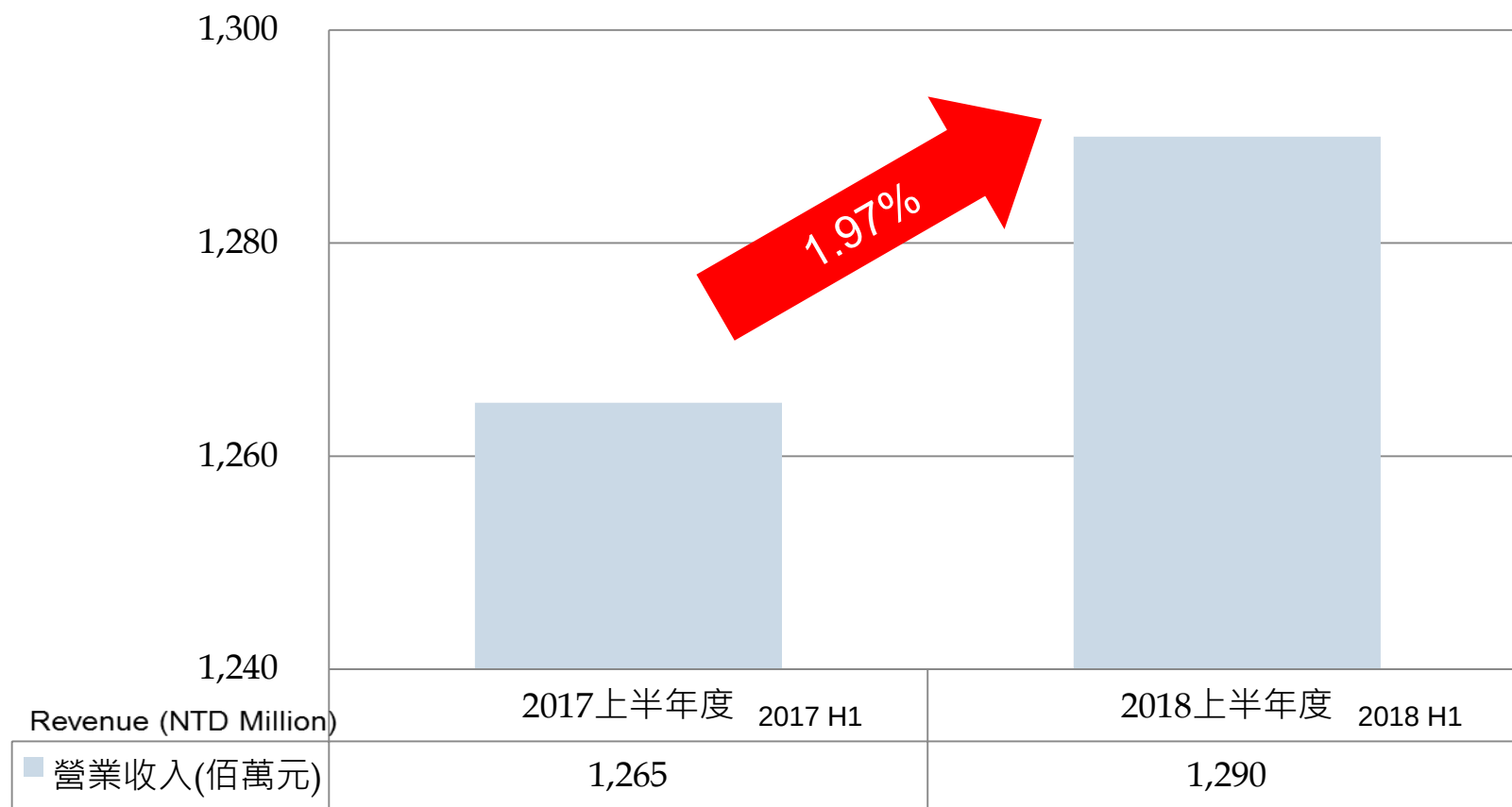


Consolidated Revenue



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Revenue (NTD Million)



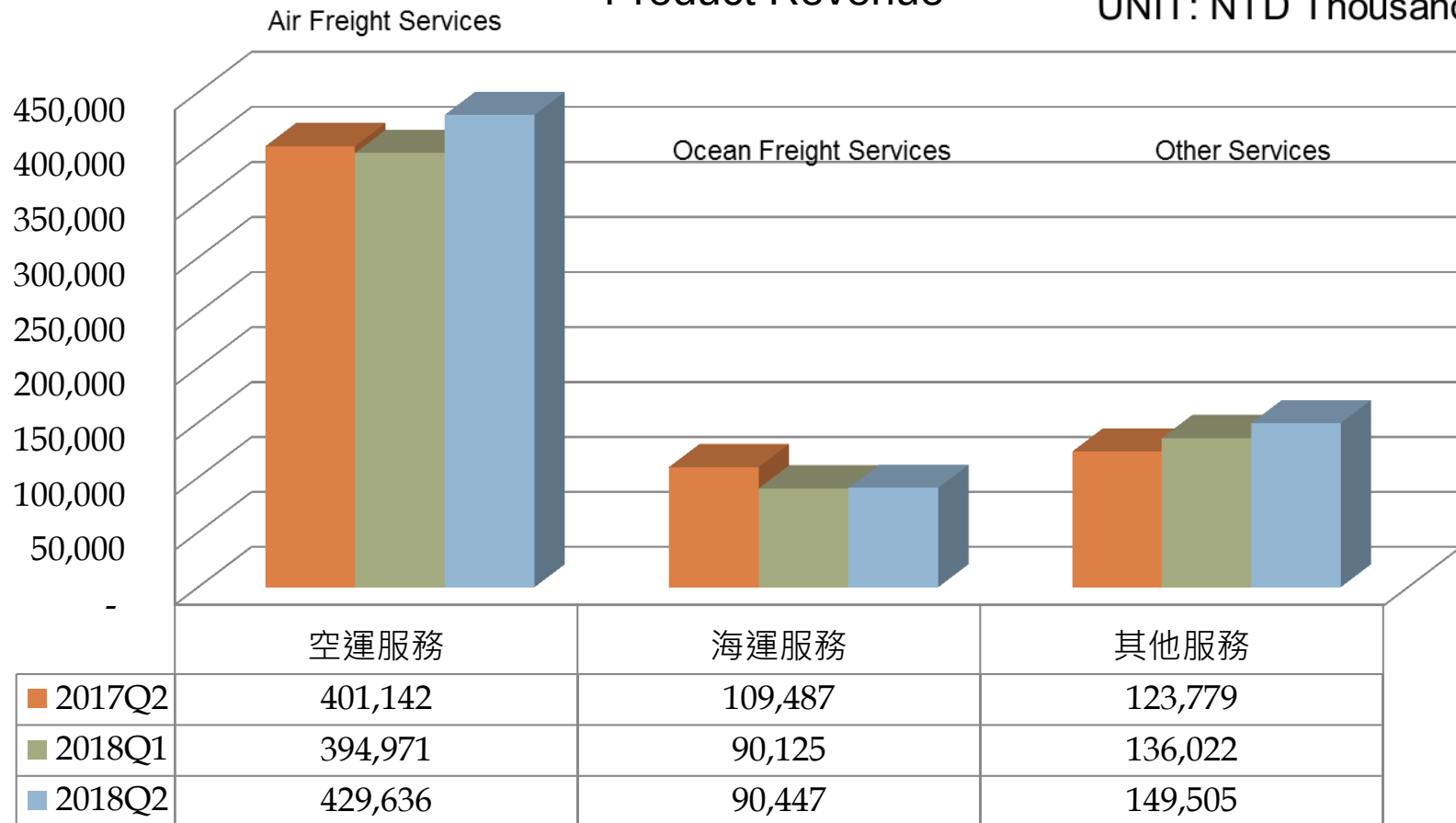
Product Revenue



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Product Revenue

UNIT: NTD Thousand



Product Ratio (Revenue)

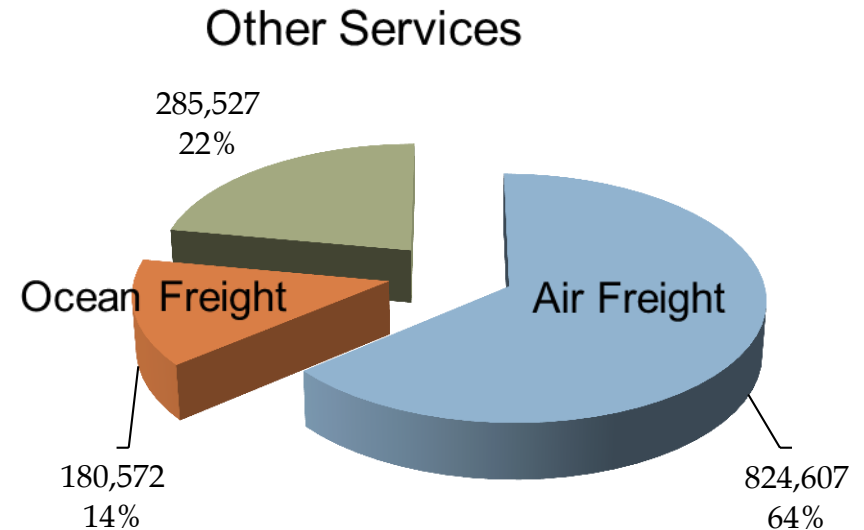
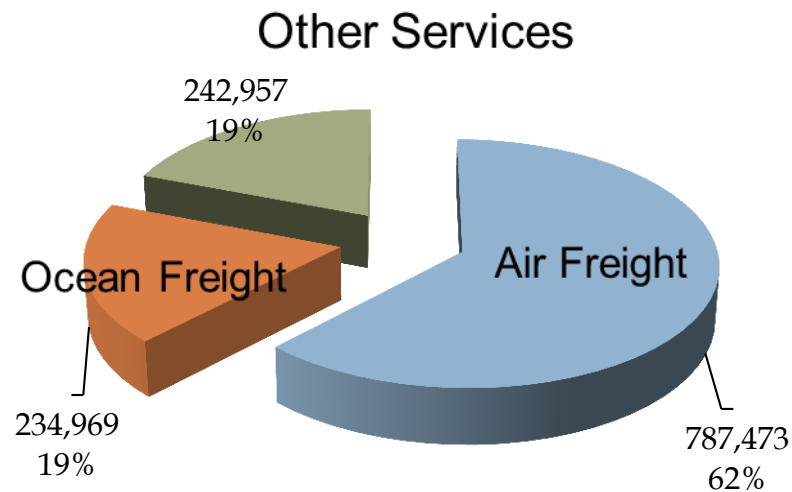


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UNIT : NTD Thousand

2017 H1

2018 H1



Air Freight : ↑ 2% · Other : ↑ 3% · Ocean Freight : ↓ 5%



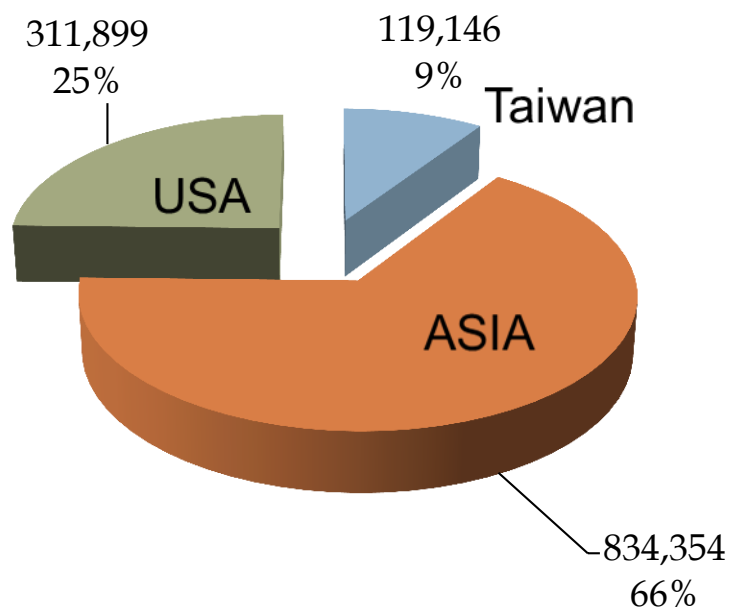
Area Ratio (Revenue)



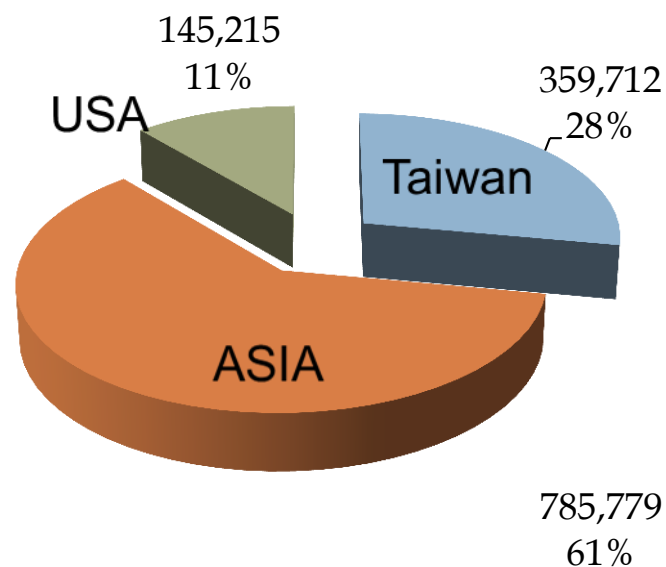
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UNIT : NTD Thousand

2017 H1



2018 H1

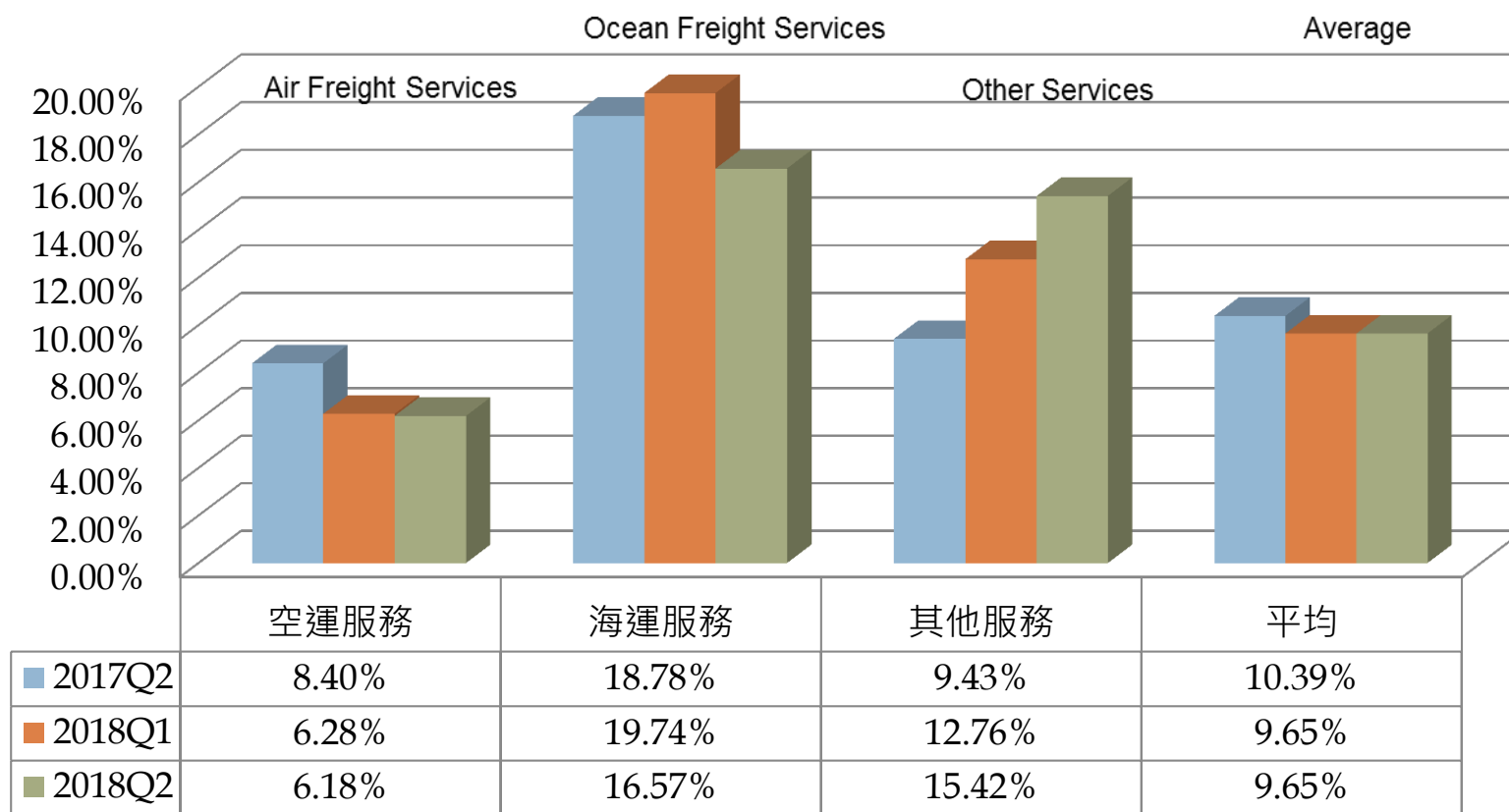


Product Gross Margin



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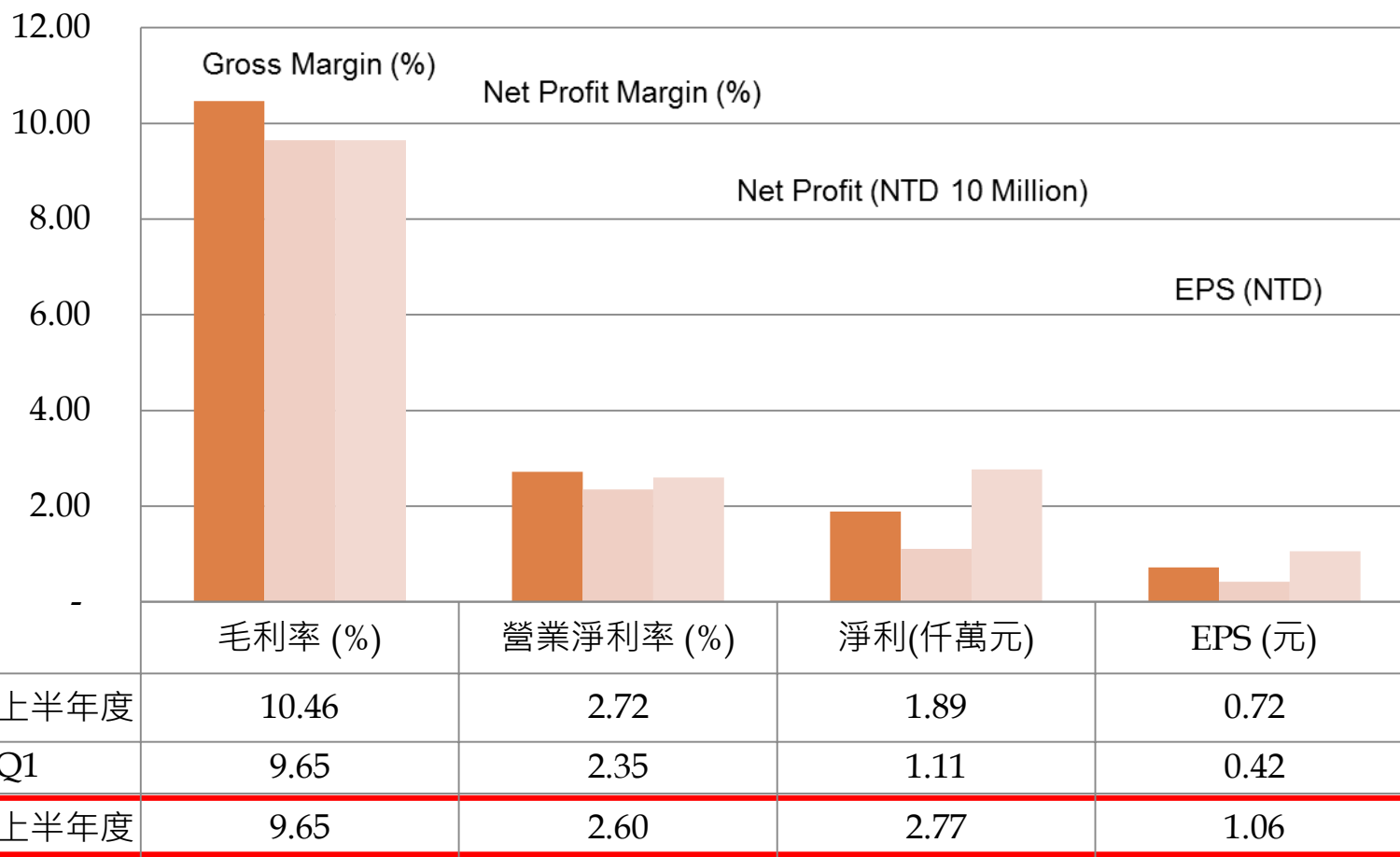
Product Gross Margin (%)



Operating Performance -Various Ratio



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Operating Performance

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Categories		2016	2017	2018 H1
Capital Structure	Debts Ratio (%)	40.30	45.56	45.82
Liquidity	Current Ratio (%)	259.72	234.72	233.35
Operating Performance	Average Collection Turnover (Times)	5.41	5.32	5.47
Profitability	Return on Total Assets (%)	13.11	5.26	5.16
	Return on Equity attributable to Shareholders of the Parent (%)	24.37	9.12	9.30
	Net Margin (%)	4.74	2.14	2.14
	EPS (NTD)	5.27	2.17	1.06

Traditional V. S. Modern Logistics



	Local Pick - up	Local Ware- house	Local Custom Services	Air Freight Delivery	Custom Clearance Services	Ware- house	Delivery
Traditional B2B	O	O	O	V	O	O	O
Int'l Freight Forwarders B2B	V/O	V/O	V/O	V	V/O	V/O	V/O
4 Major Int'l Couriers C2C	V	V	 V		 V	V	V
Soonest B2B、C2C	V	V/O	V	V	V	V	V/O

 : Courier Zone 24 -hour O : Contracted V : owned operation

Three Major Developments



Three Major Developments

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1. Cross-Border Trans-shipment Delivery

- Necessary due to demand on International parcel delivery
- Increment of Taiwan's air freight volume and revenue

2. Overseas Fulfillment Center

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

3. Last Mile

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



1) Cross-Border Parcel Transit

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- Modulated work flow for transshipments to all over the world.
- Handling 20,000~40,000 Parcels Daily (Approx. 200~400 Bags) · Increasing transit cargo volume



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公司網址 : www.soonest.com



Changing on the Cargo

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***Current Service**

***New Service**



Parts from Business
or Corporation



Personal E-Commerce goods



70% Cross Border E-commerce Using Government Postal Services



Advantages:

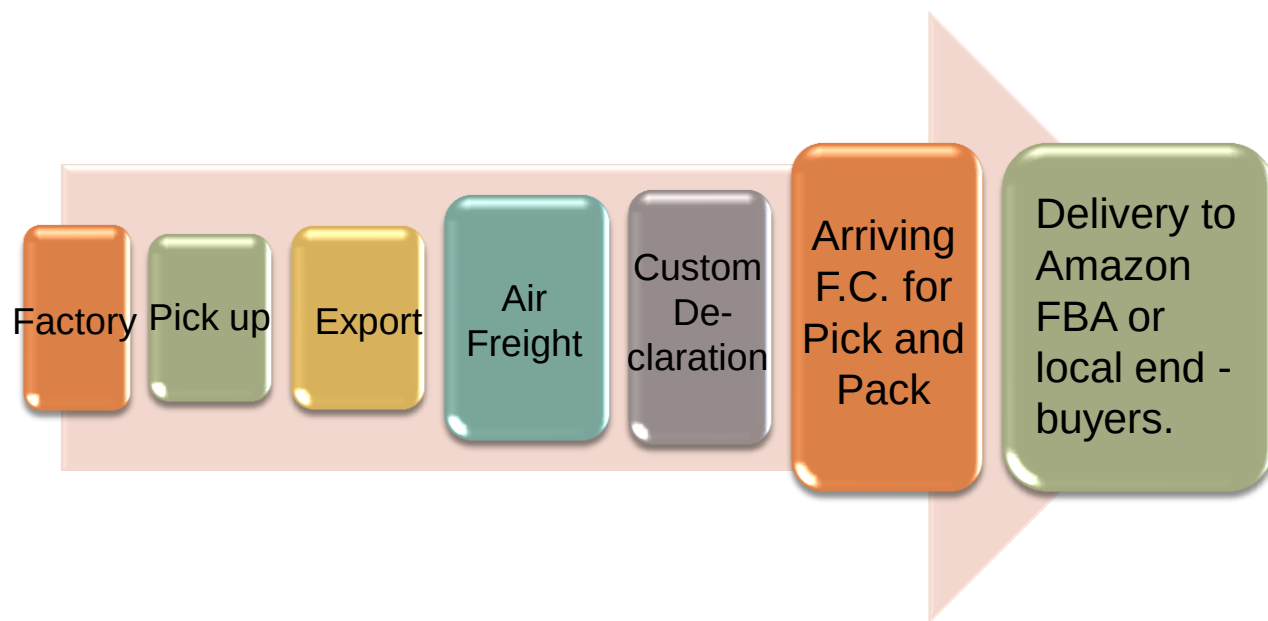
- Low Price
- Easier Custom Clearance
- Global Networks



2) USA Fulfillment Center - TAIWAN-USA One Stop Service



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Warehouse in L.A.



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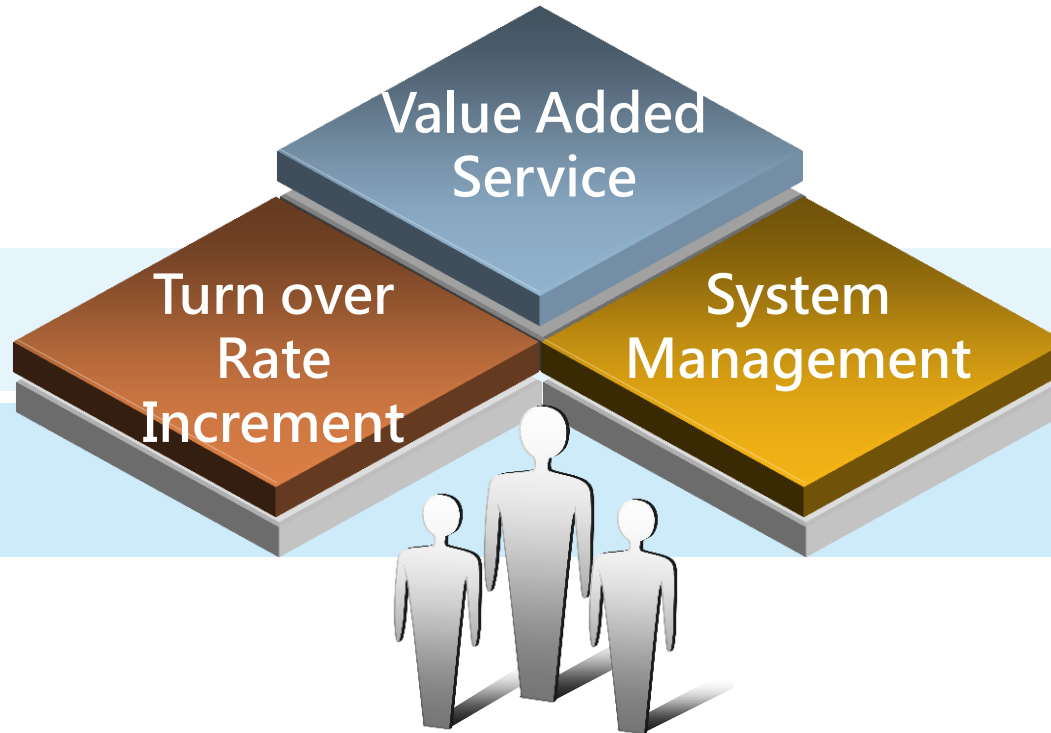


Hong Kong Logistics Hub

– INCREASE PROFIT MARGIN



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Fully-developed Trans-shipment Hub to be the most complete and efficient logistics platform provider.



3) International Parcel Last Mile Delivery



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Support IOS / ANDRIOD
**Real time Track
& Trace**



Future Development

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Guaranteed
sufficient
cargo
space and
competitive
prices

World-wide
services
networks

Fulfillment
centers
establish-
ment

Real-time
track and
trace
services



Q & A

