



2643

Soonest Express
Co. Ltd.

We are Professional 、 Prompt 、 Passionate 、 Progressive!

Limitation of Liabilities



2

- 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

1 Company Profile

2 2018 Q3 Performance

3 Cross-Border E-commerce
Potential

4 Three Major Developments

5 Q & A



Company Profile



4

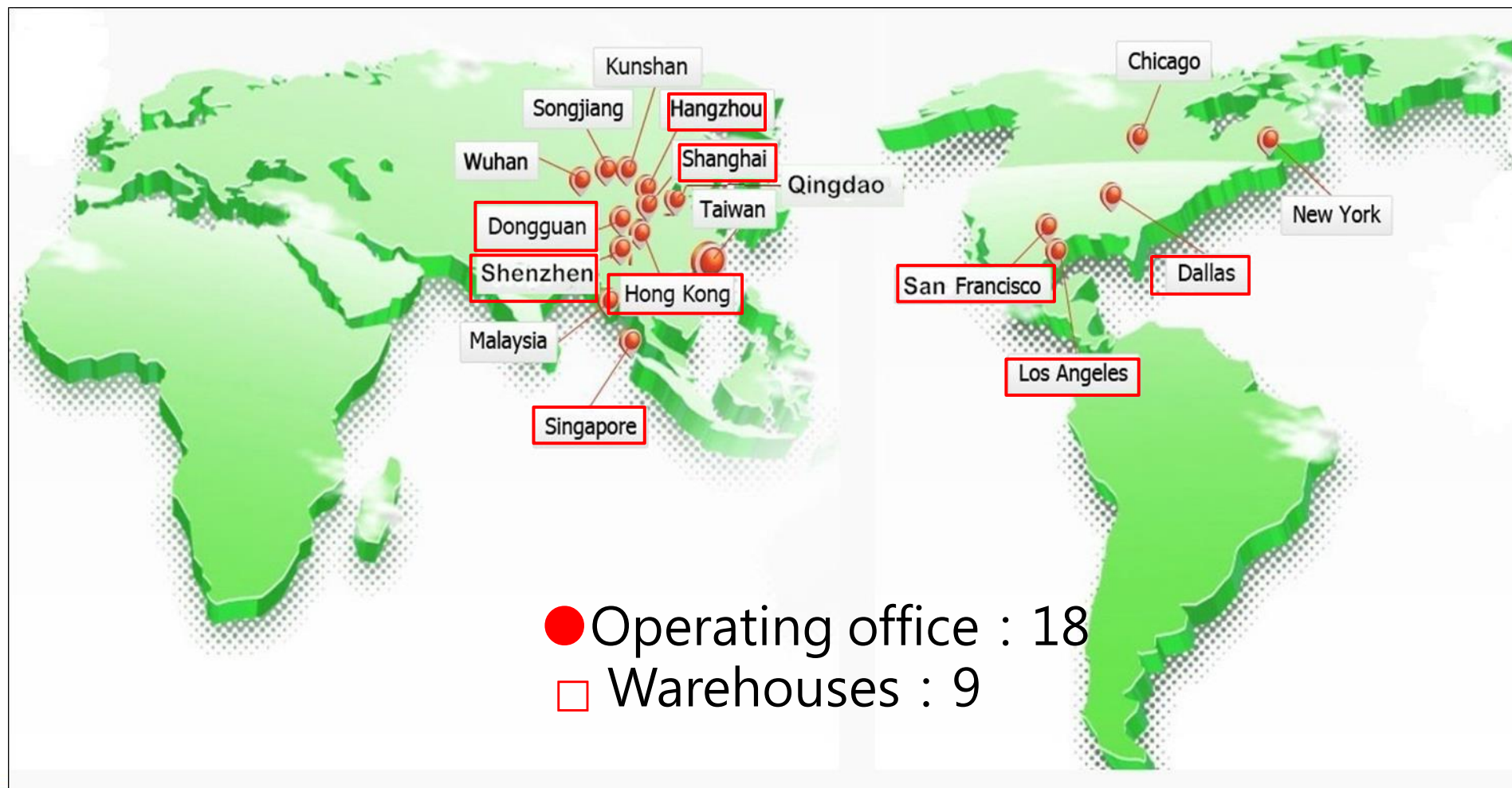
Established	Feb. 13, 1984	Stock code : 2643
IPO	Mar. 4, 2016	
Chairman	C. M. Ku	
General Manager	Kang Y. Sun	
Capital Investment	NTD 262,300,000	
Address	4F, No. 34, Rui Guang Rd., Taipei 114, Taiwan.	
Services	Integrated Logistics: Air/ Ocean Freight Forwarding 、 Customs Declaration 、 Warehouses 、 Transportation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



Worldwide Network



5



Services (Ocean /Land/Air)

SOONEST
EXPRESS CO., LTD.



6

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 Q3 Performance

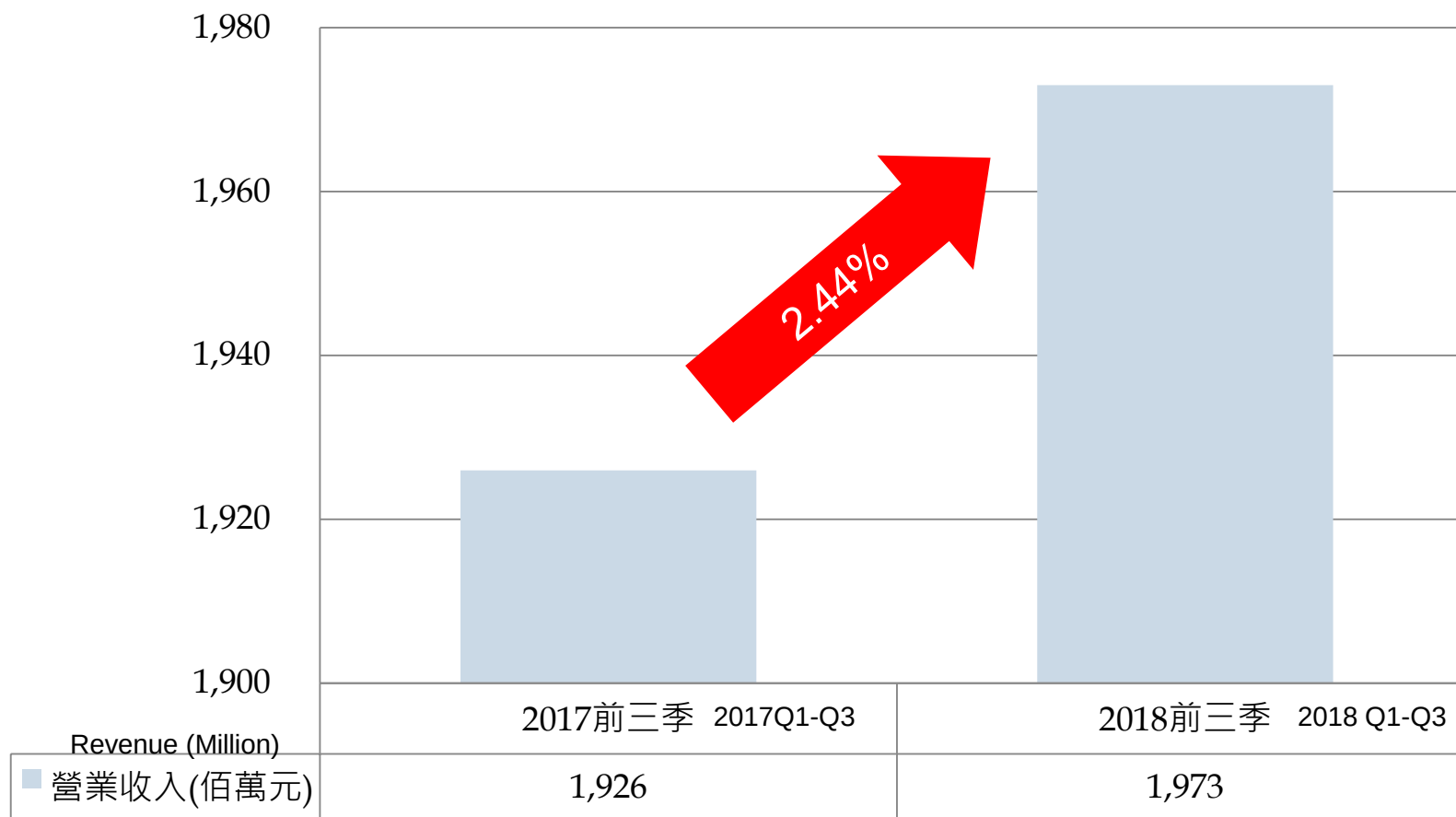


Consolidated Revenue



8

Revenue (NTD Million)



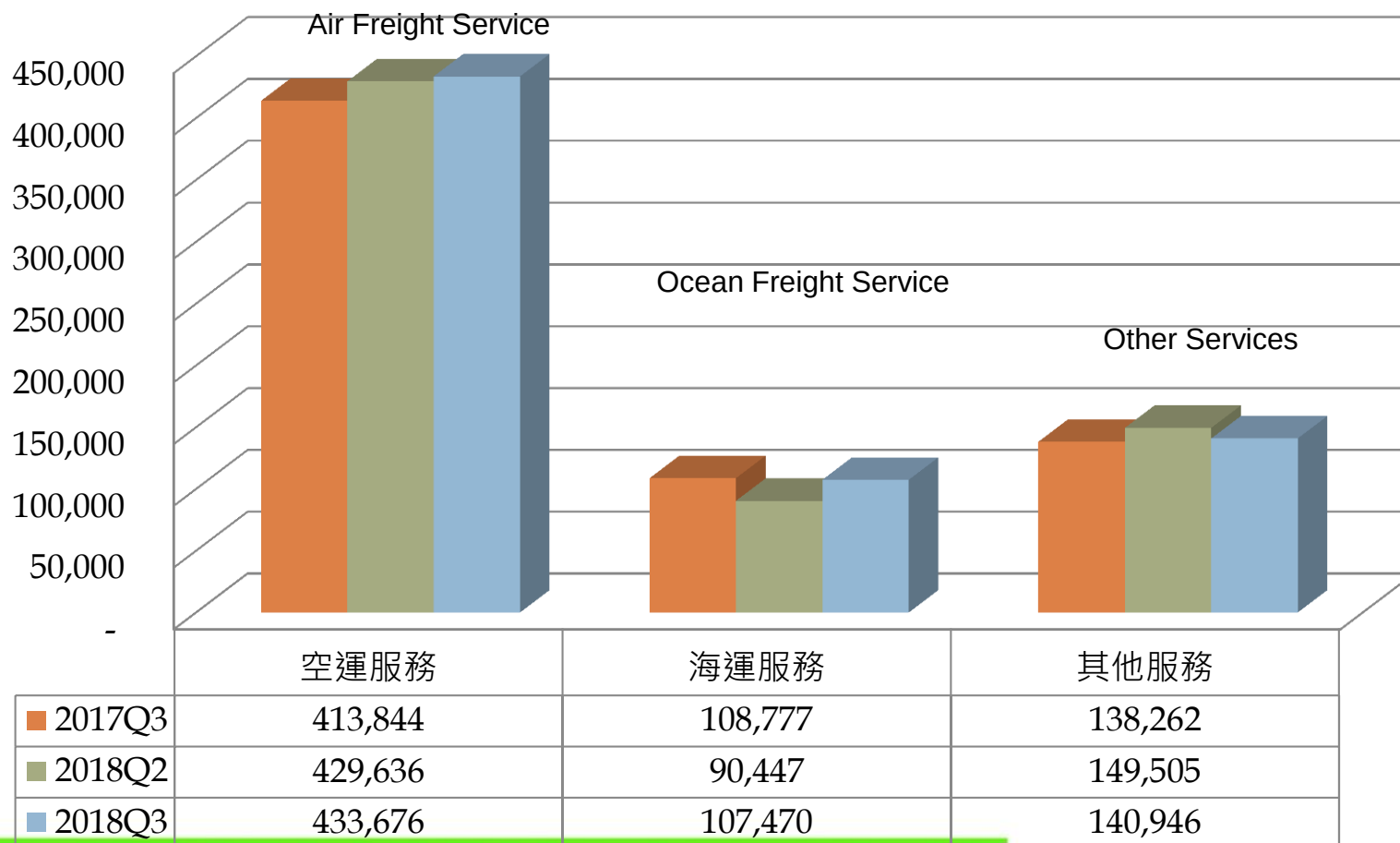
Product Revenue



9

Product Revenue

Unit: NTD Thousand



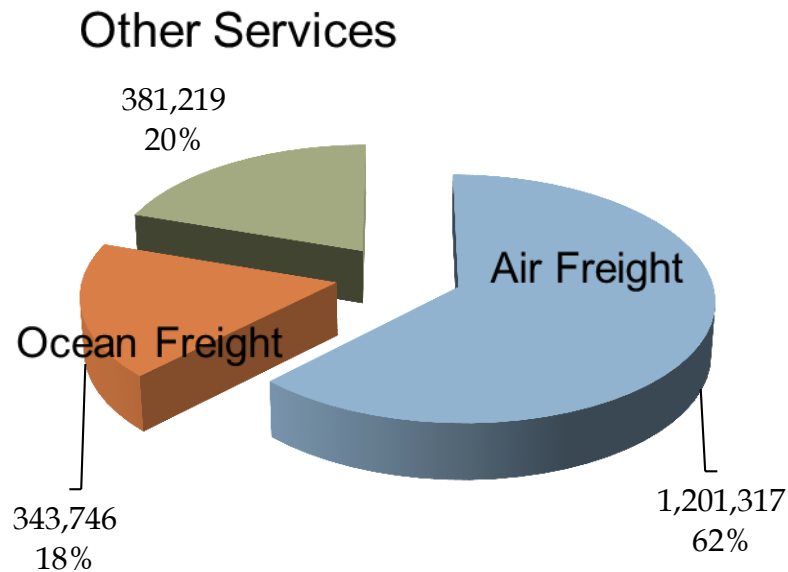
Product Ratio (Revenue)



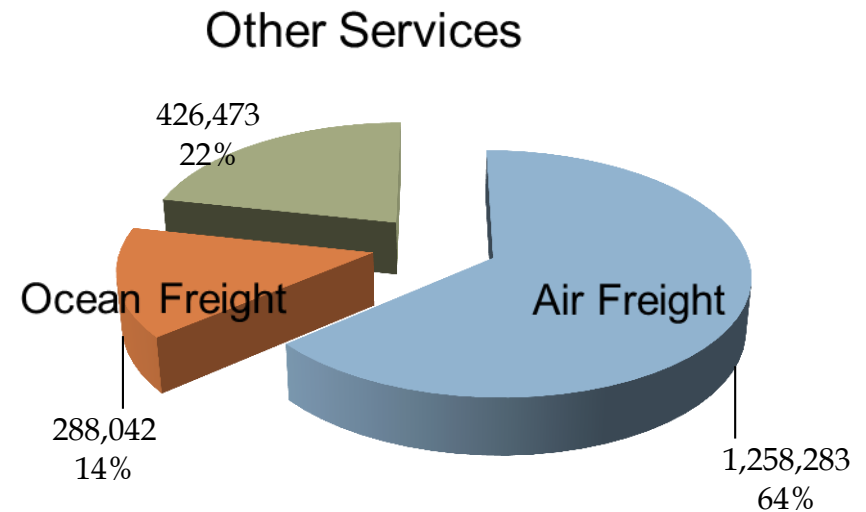
10

UNIT : NTD Thousand

2017 Q1-Q3



2018 Q1-Q3



Air Freight : ↑ 2% · Other : ↑ 2% · Ocean Freight : ↓ 4%



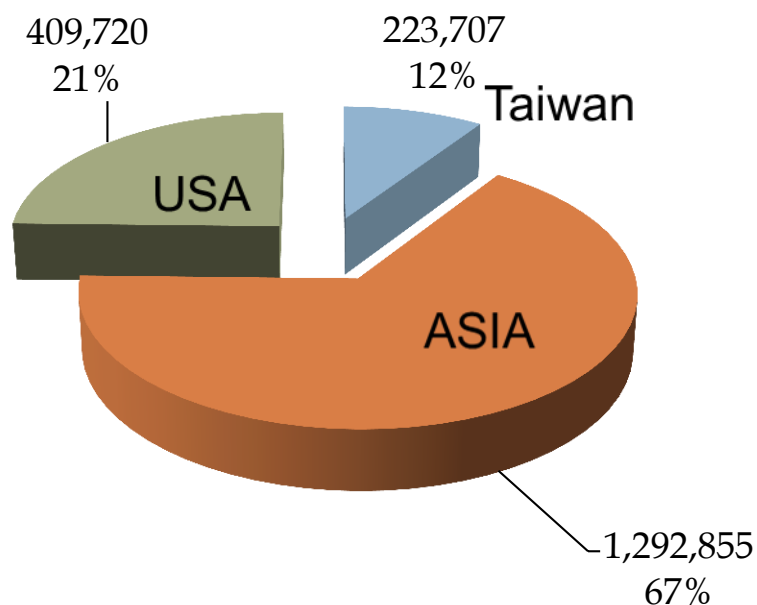
Area Ratio (Revenue)



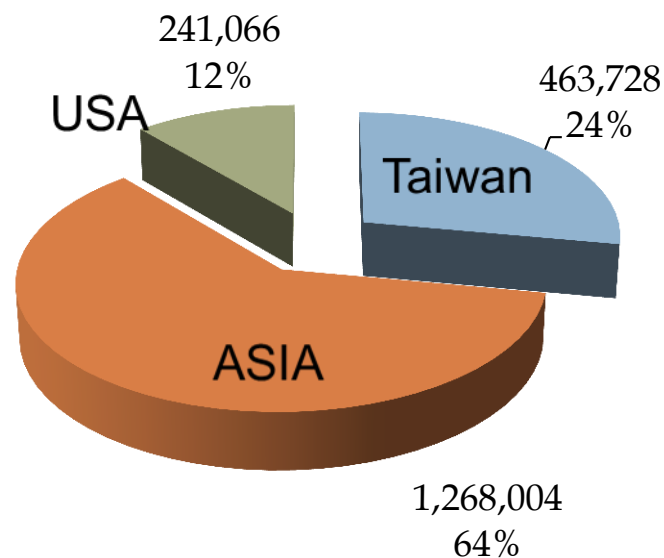
11

UNIT : NTD Thousand

2017 Q1-Q3



2018 Q1-Q3

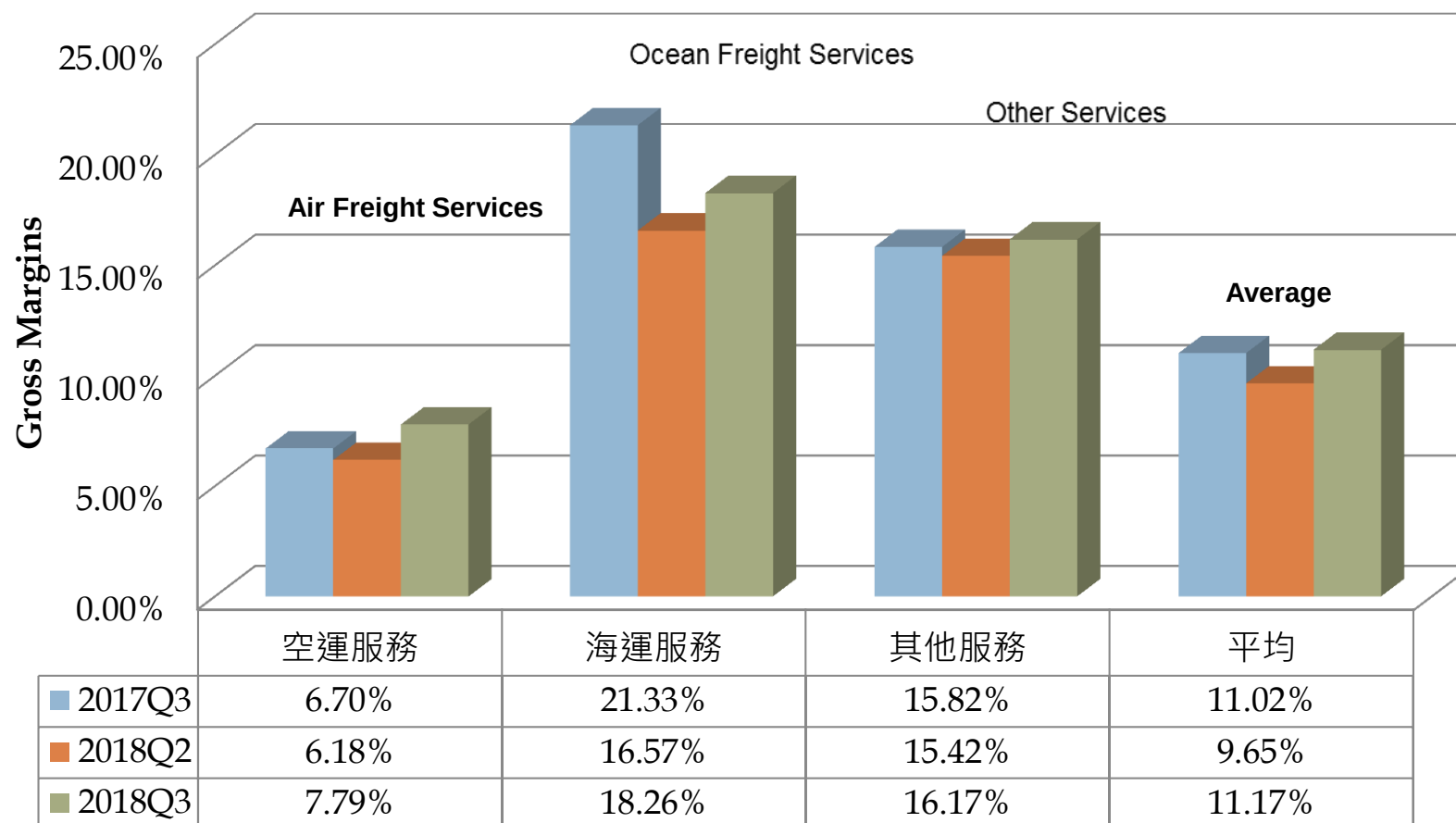


Product Gross Margin



12

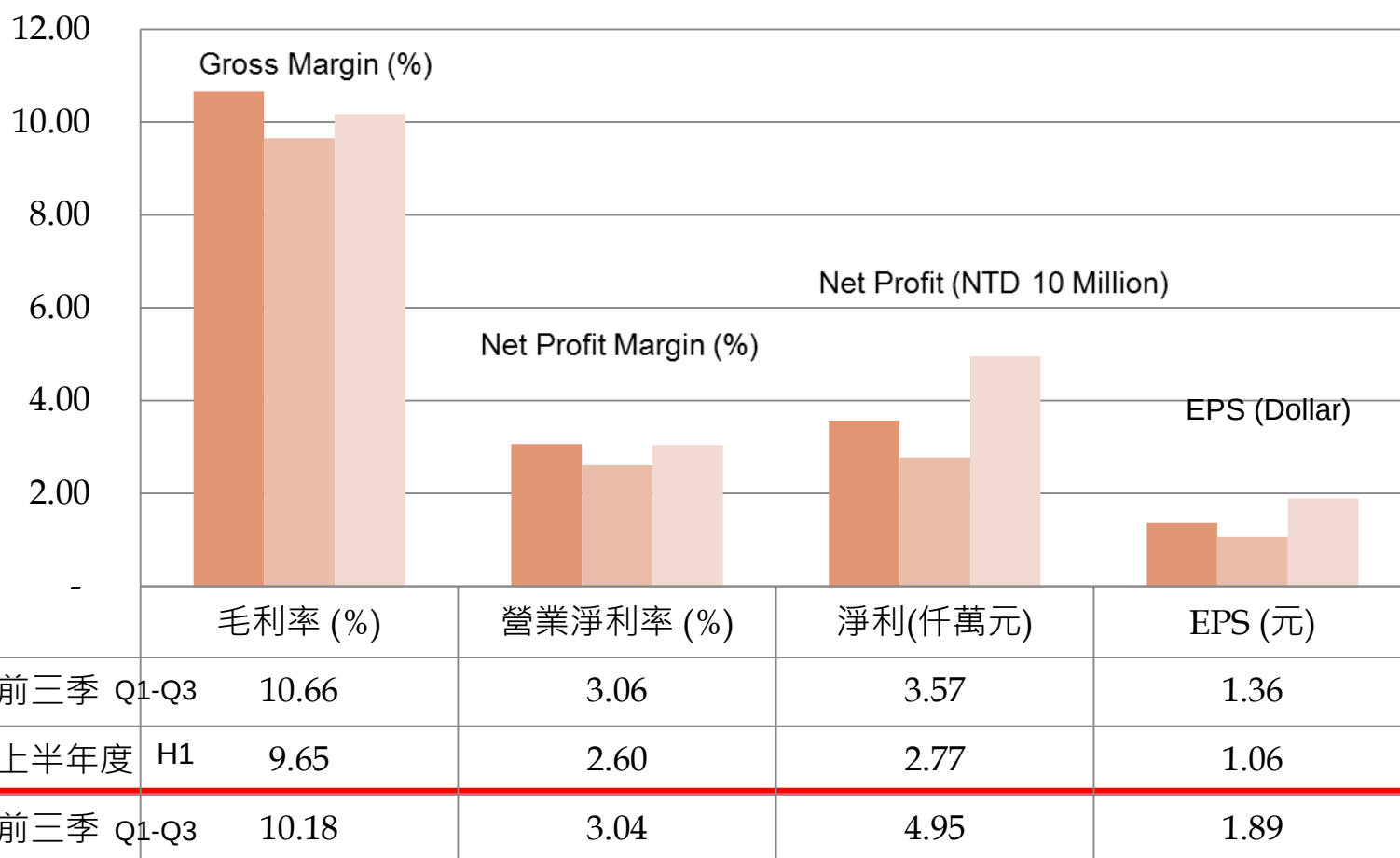
Product Gross Margins



Operating Performance -Various Ratio



13



Operating Performance

SOONEST
EXPRESS CO., LTD.



14

Categories		2016	2017	2018 H1
Capital Structure	Debts Ratio (%)	40.30	45.56	44.73
Liquidity	Current Ratio (%)	259.72	234.72	229.30
Operating Performance	Average Collection Turnover (Times)	5.41	5.32	5.14
Profitability	Return on Total Assets (%)	13.11	5.26	6.09
	Return on Equity attributable to Shareholders of the Parent (%)	24.37	9.12	1.089
	Net Margin (%)	4.74	2.14	2.51
	EPS (NTD)	5.27	2.17	1.89

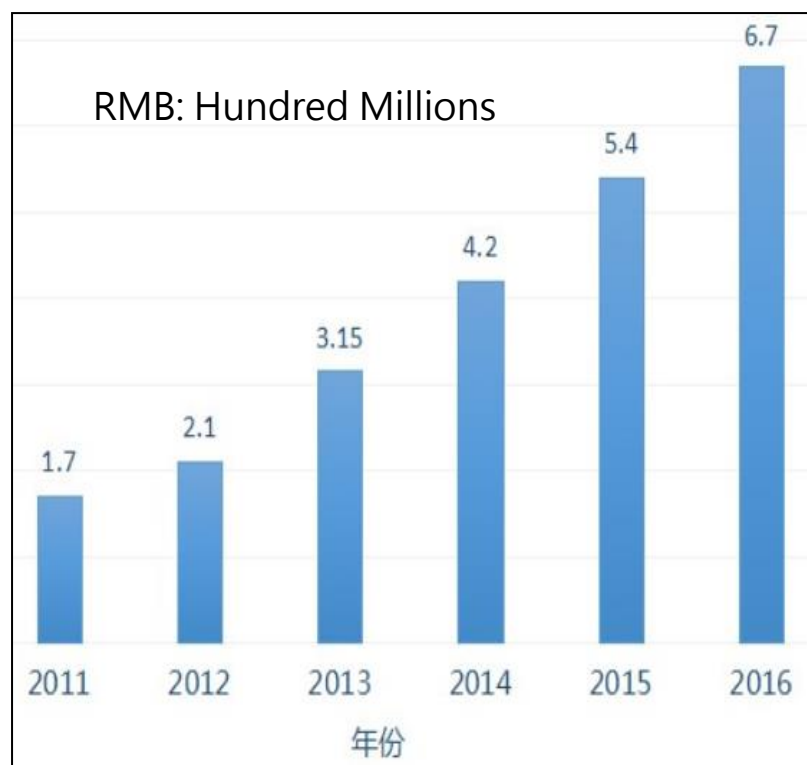
Cross-Border E-commerce Potential



E-commerce in China

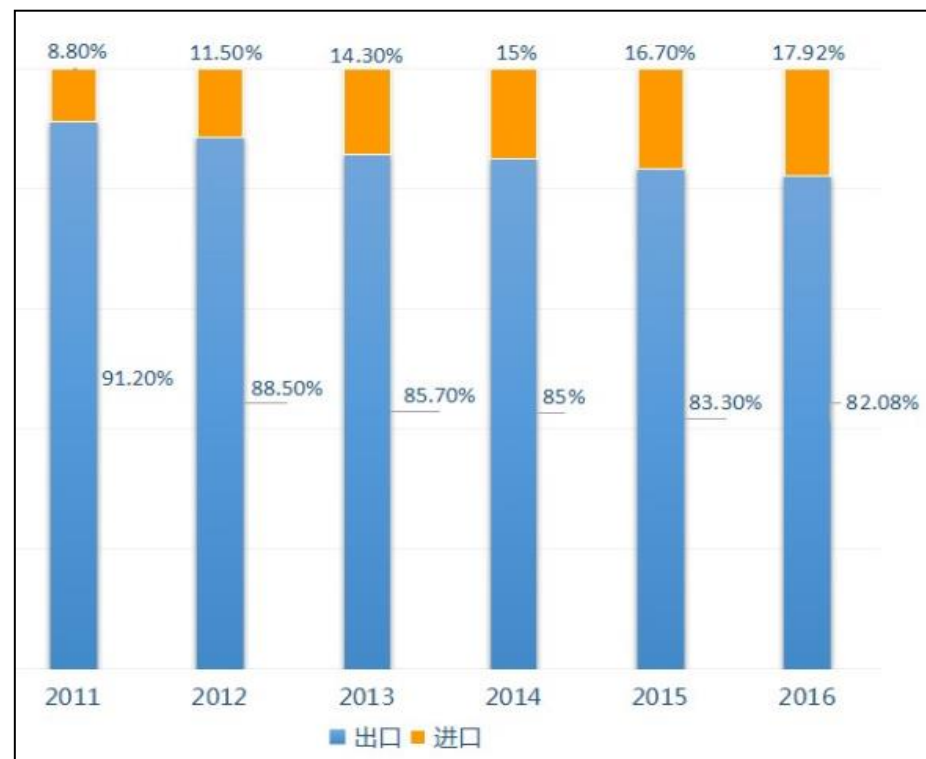
16

2011~2016 Sum of Transaction



SOURCE: ECRC

2011~2016 Import & Export Ratio



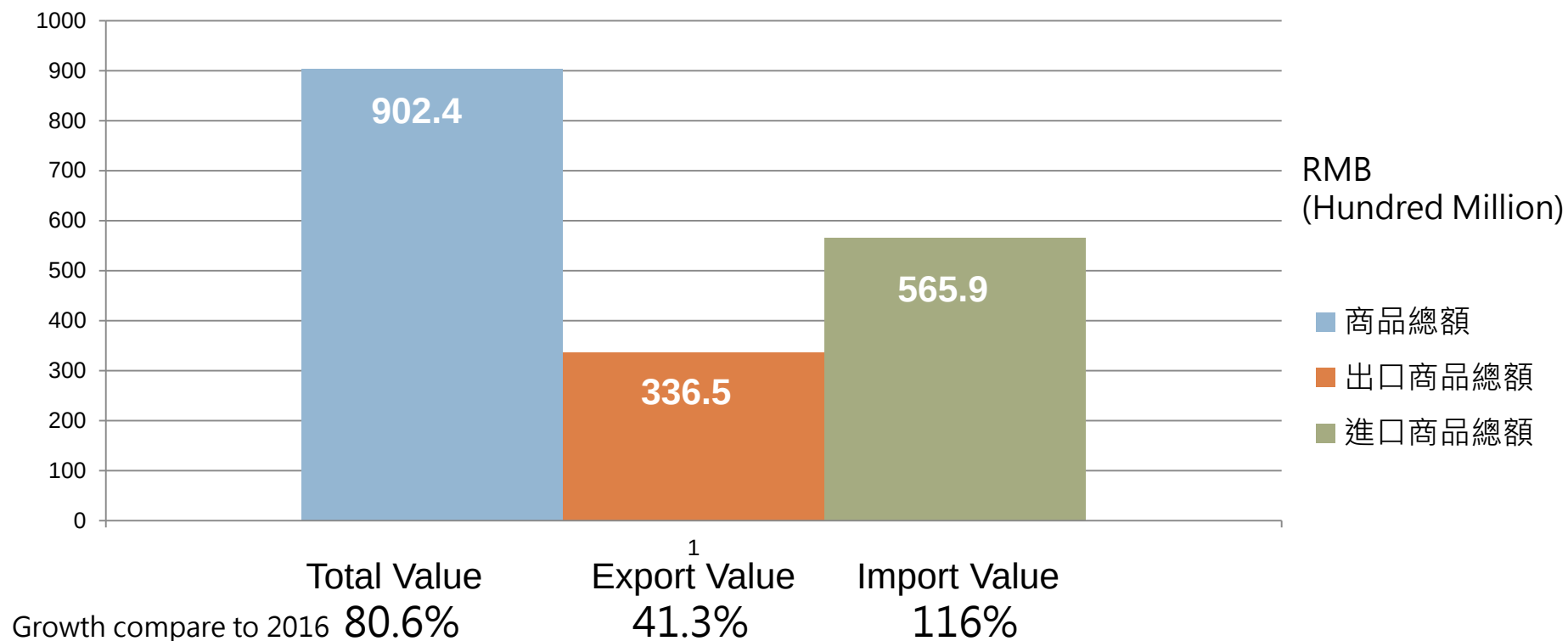
■ Export ■ Import



2017 China EC Merchandise Value



17



2017/11/11 alone , Chinese Customs handled 16,200,000 cases ,
(average 187/ Sec) 。 Total value reaches 57 trillions in 2020 。



Three Major Developments



Three Major Developments

SOONEST
EXPRESS CO., LTD.



19



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

SOONEST
EXPRESS CO., LTD.

20



- Taiwan has the advantages of sufficient experience and aviation space to handle transshipment. China could use this advantage to move large amount of parcels to the world.



海空運承攬 | 海空聯運 | 進出口報關 | 國際快遞

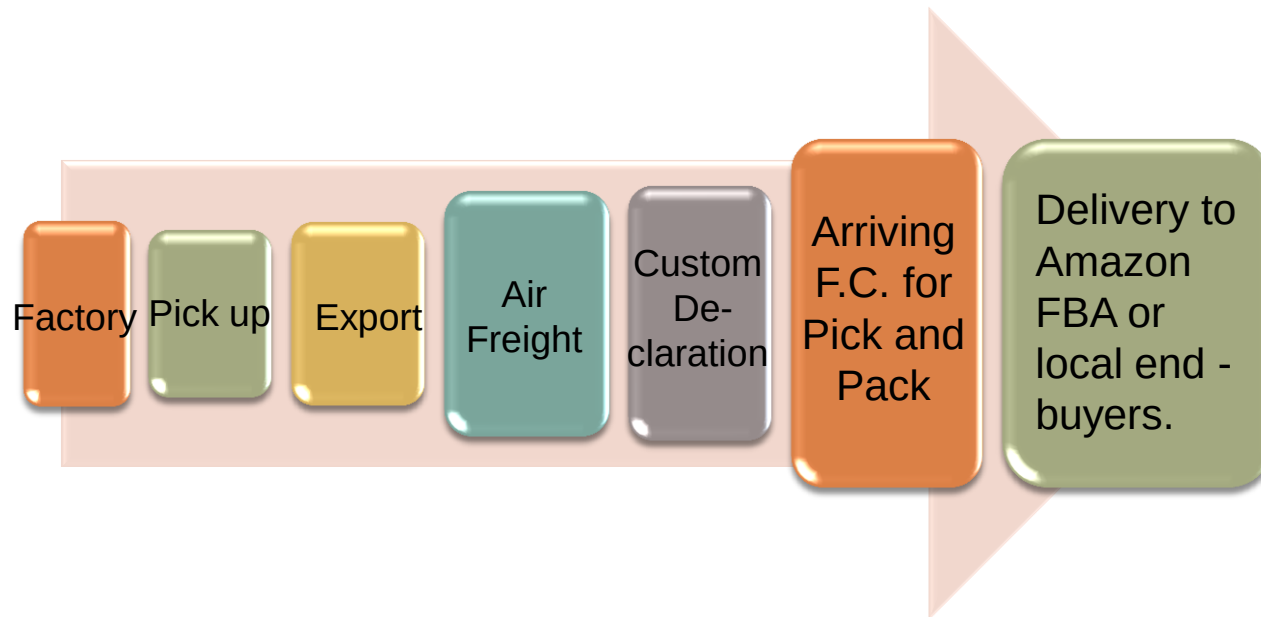
公司網址 : www.soonest.com



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



21



Warehouse in L.A.



22

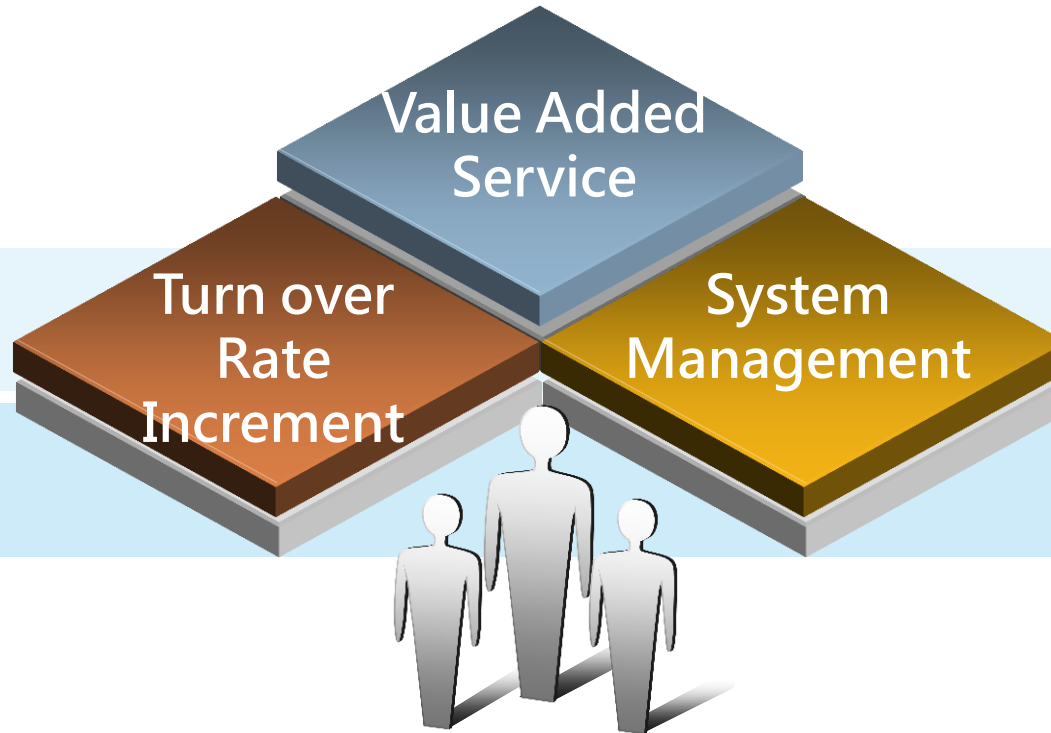


Hong Kong Logistics Hub

– INCREASE PROFIT MARGIN



24



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



3) International Parcel Last Mile Delivery



24



Support IOS / ANDRIOD
Self-Developed Real
time Track
& Trace System (LMS)



Future Development



25



**Guaranteed
sufficient
cargo
space and
competitive
prices**

**World-wide
services
networks**

**Efficient
Fulfillment
centers
establish-
ment**

**Real-time
track and
trace services**



Q & A

