



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 held responsible for any changes or updates on these views.



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Company Profile



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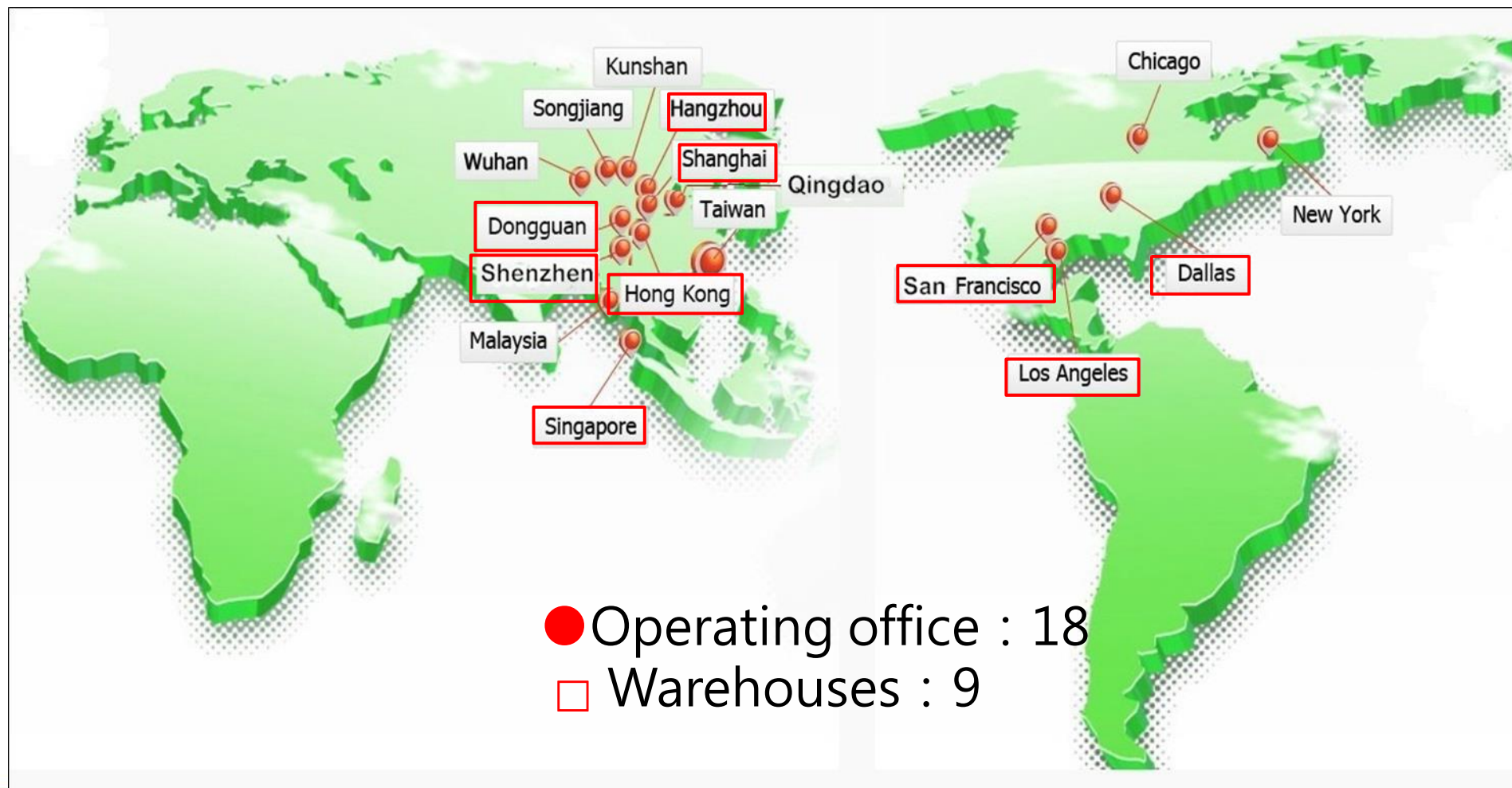
Established	Feb. 13, 1984	Stock code : 2643
IPO	Mar. 4, 2016	
Chairman	C. M. Ku	
General Manager	Kang Y. Sun	
Capital Investment	NTD 262,300,000	
Address	4F, No. 34, Rui Guang Rd., Taipei 114, Taiwan.	
Services	Integrated Logistics: Air/ Ocean Freight Forwarding 、 Customs Declaration 、 Warehouses 、 Transportation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



Worldwide Network



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Services (Ocean /Land/Air)



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



2019 Q2 Performance

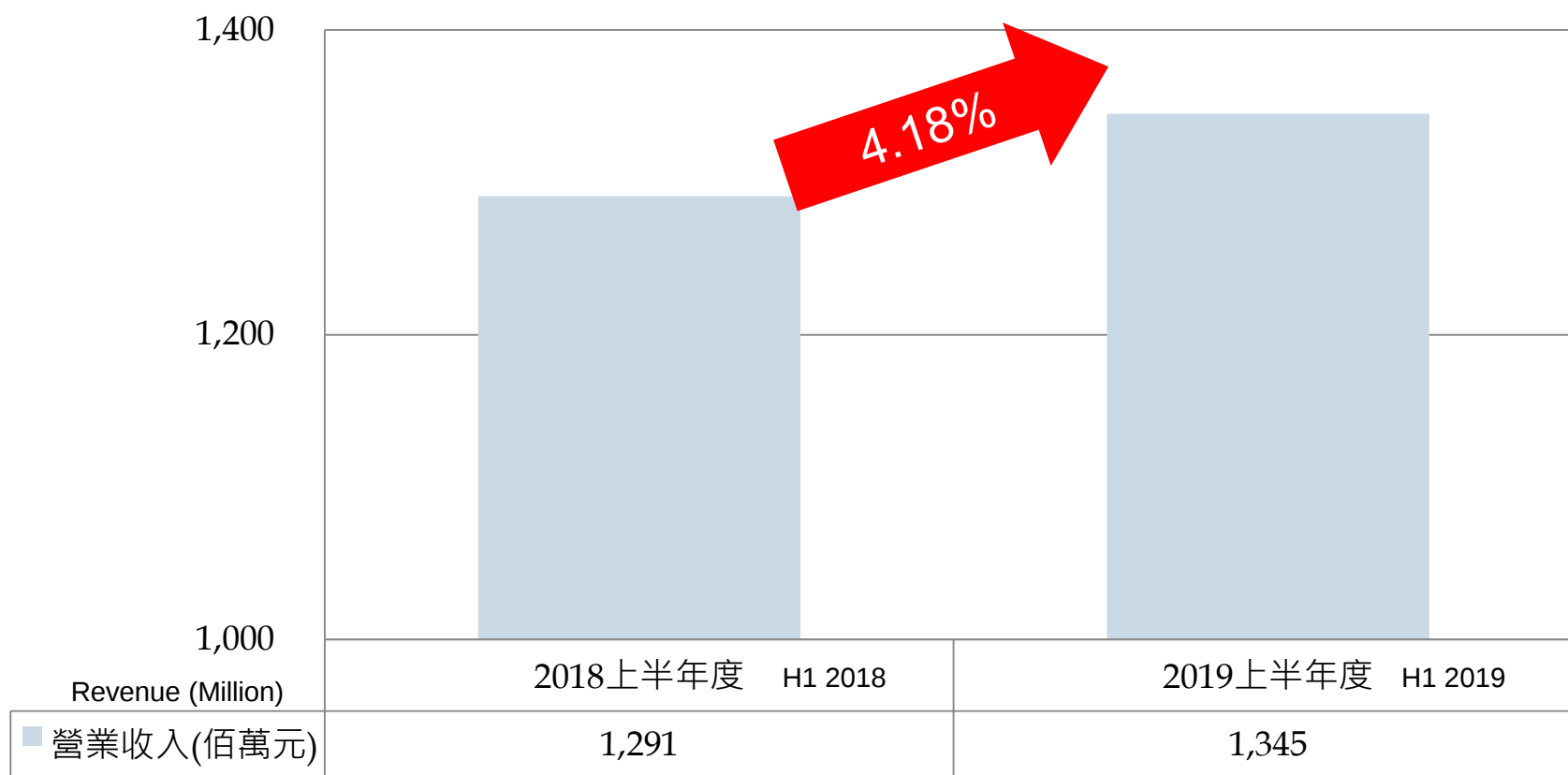


Consolidated Revenue



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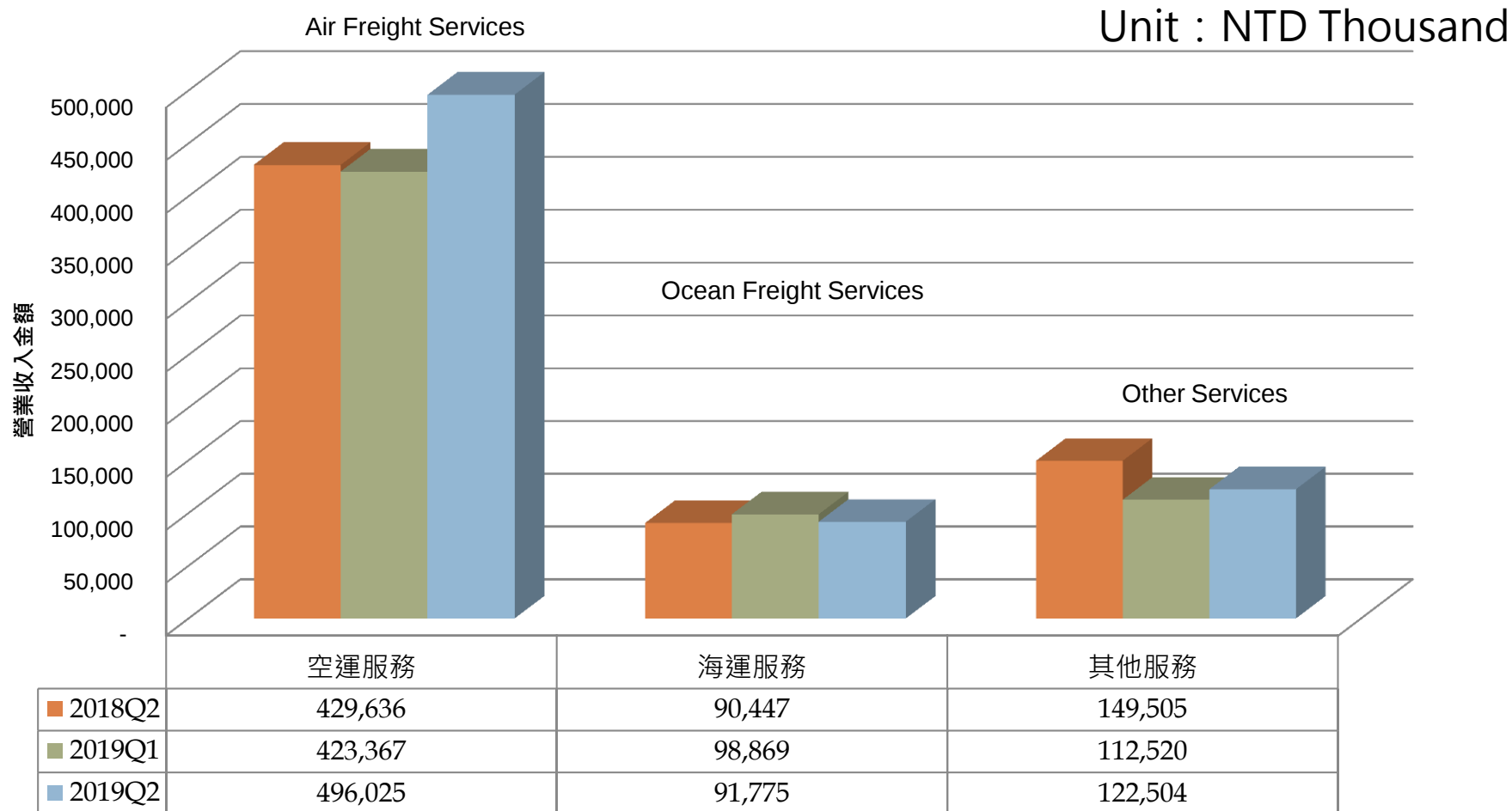
Revenue (Million)



Product Revenue



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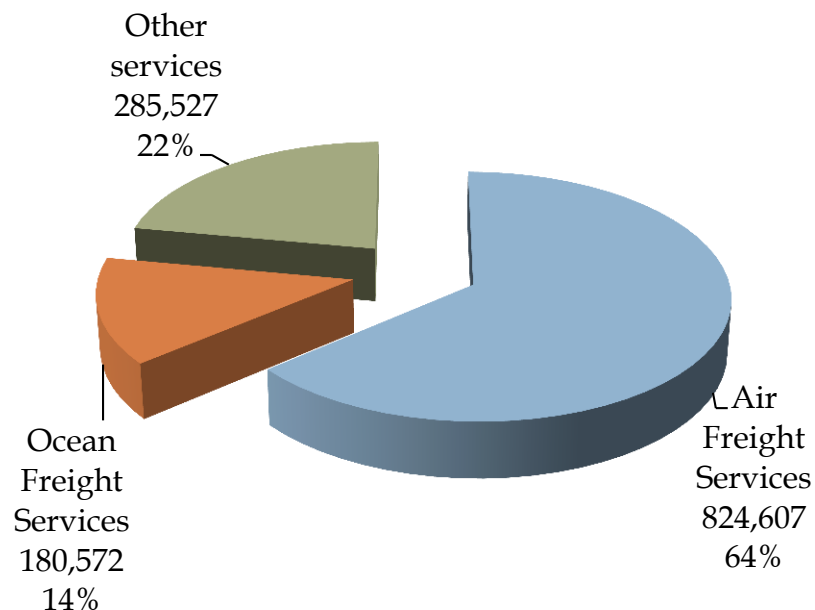
Product Ratio (Revenue)



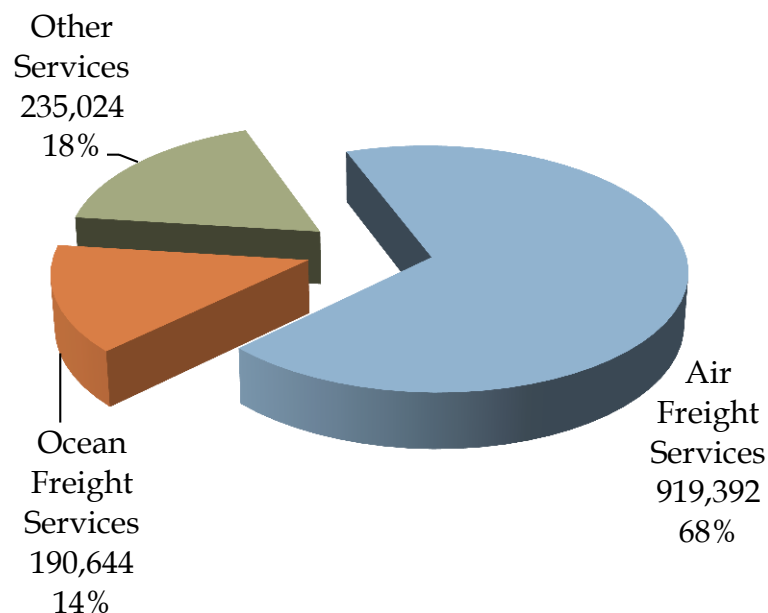
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Unit : NTD Thousand

2018H1



2019H1



Air Freight Services : ↑ 4% / Other services : ↓ 4%



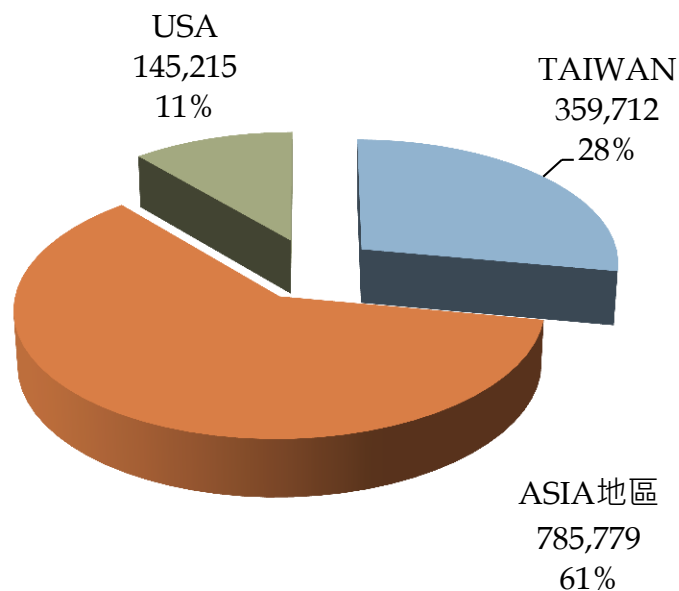
Area Ratio (Revenue)



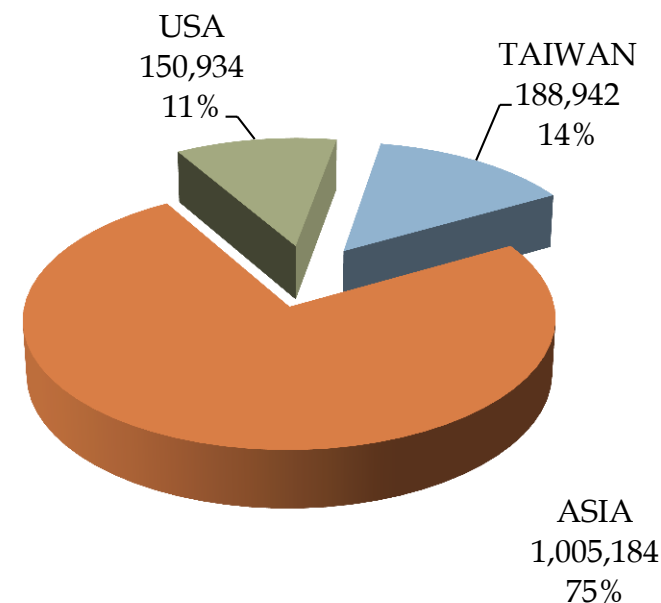
11

Unit : NTD Thousand

2018H1



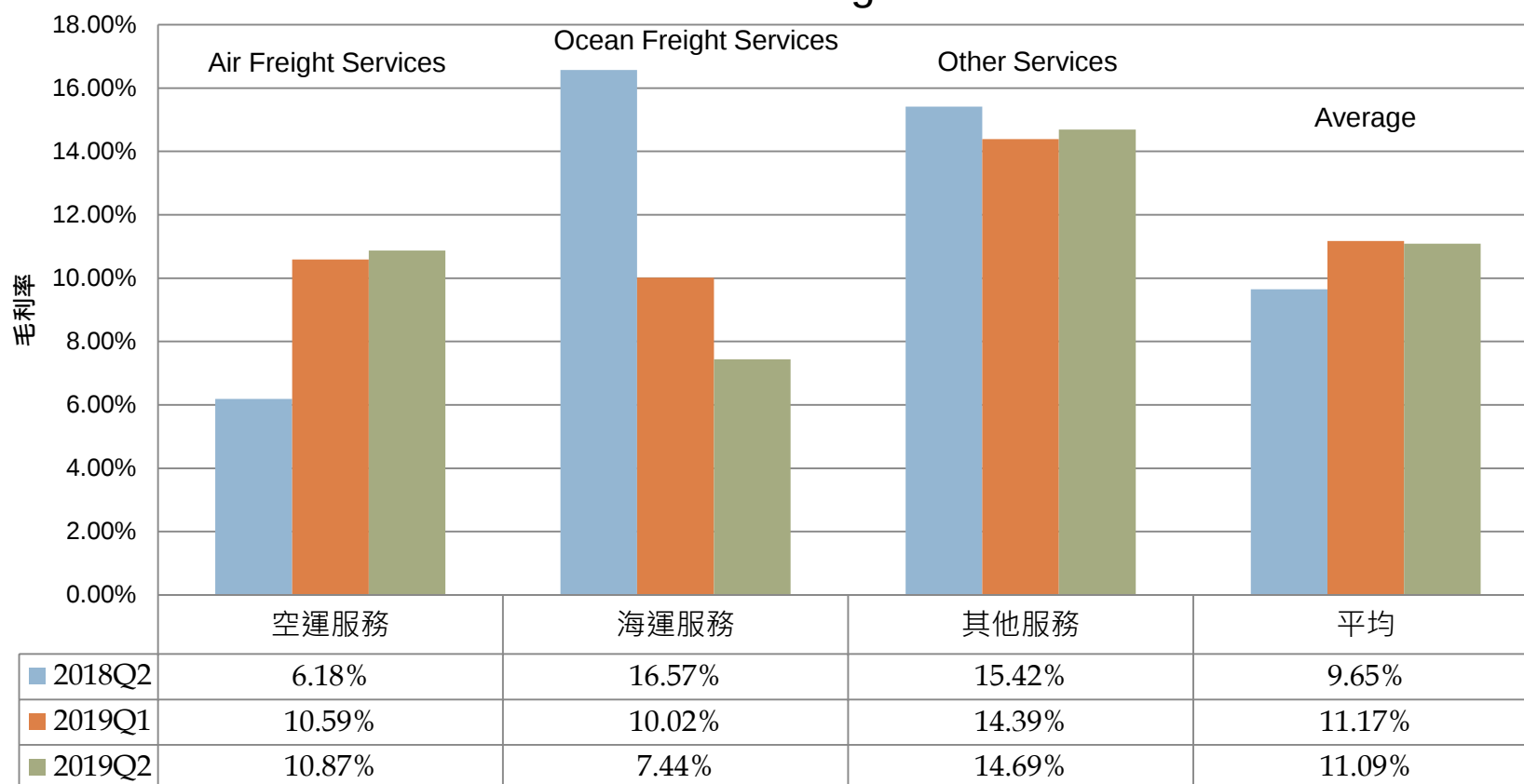
2019H1



Product Gross Margin

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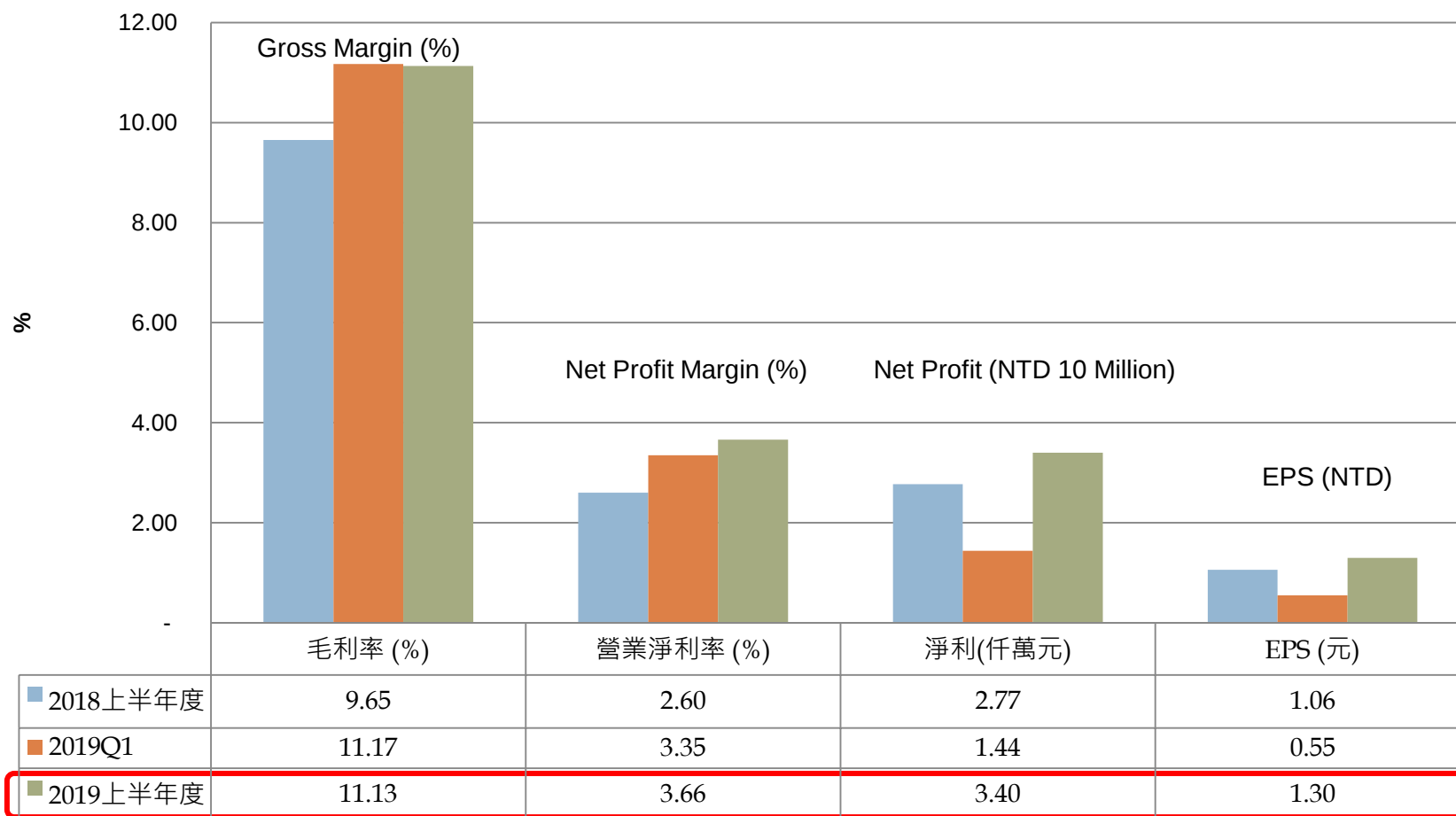
Gross Margin



Operating Performance -Various Ratio



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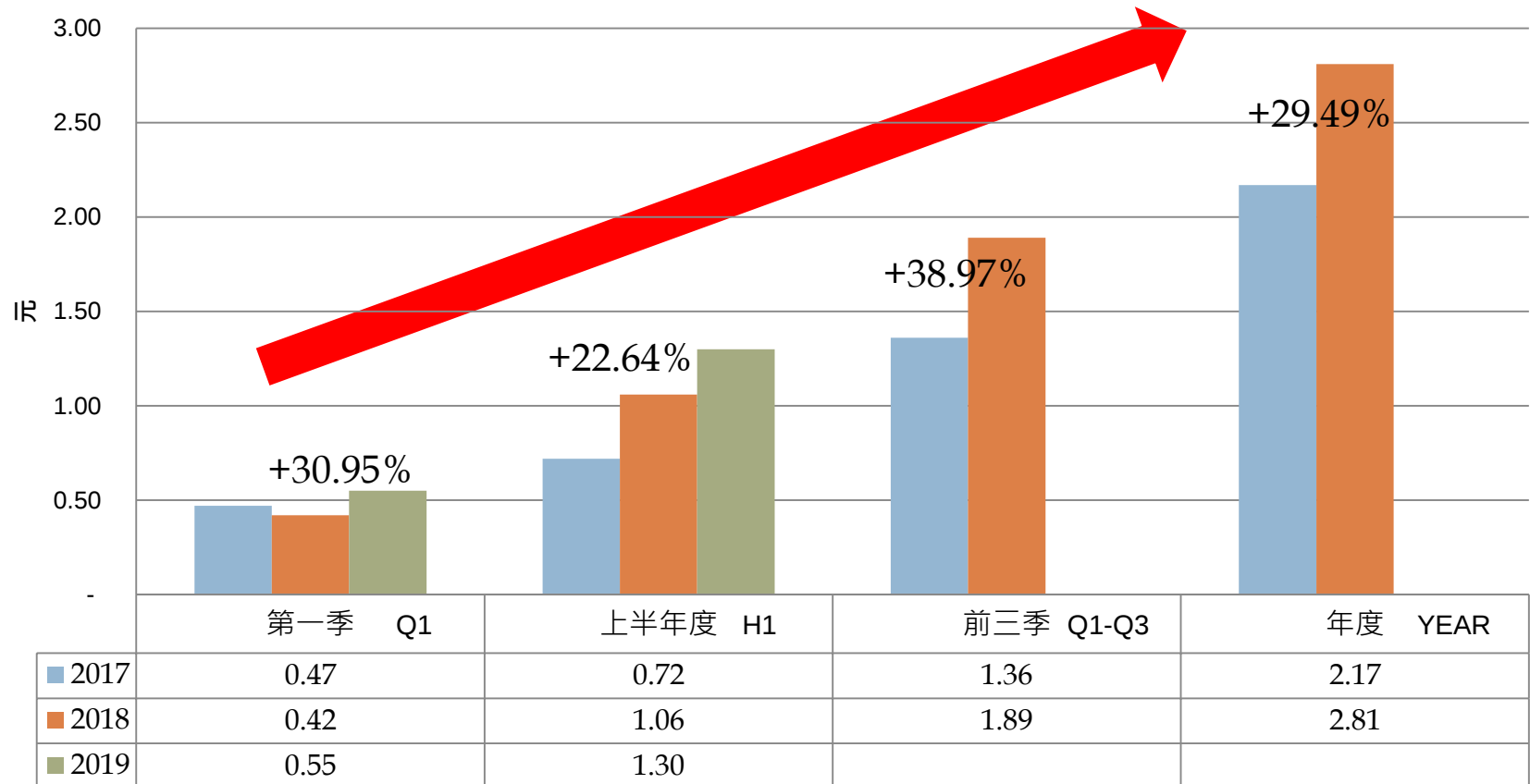


Operating Performance (EPS)



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EPS



Operating Performance



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Categories		2017	2018	2019H1
Capital Structure	Debts Ratio (%)	45.56	43.84	51.39
Liquidity	Current Ratio (%)	234.72	234.53	197.62
Operating Performance	Average Collection Turnover (Times)	5.32	5.15	4.81
Profitability	Return on Total Assets (%)	5.26	6.66	6.12
	Return on Equity attributable to Shareholders of the Parent (%)	9.12	11.85	10.75
	Net Margin (%)	2.14	2.70	2.53
	EPS (NTD)	2.17	2.81	1.30



Future Developments



Major Developing Points

SOONEST
EXPRESS CO., LTD.



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1. Cross Border Trans-shipments Delivery

- E-Commerce became popular due to average income increase and change of consumer behaviors.
- Increment of Taiwan's air freight volume and revenue.
- Parcel destination are mostly in Europe and USA. (High average income)
- Cross border courier to cross border parcel delivery.

2. Overseas Fulfillment Center

- California, Texas
- Became finished product distribution center for E-commerce business .
- Solving problems on inventory and laboring for small e-commerce business.

3. Last Mile

- Charge by piece. (2000 Tons /month, = 2 M kilos , Approx. 20 M pieces)
- Delivery fees increase in Taiwan.
- Developing new service modes and integration.



Future Developments

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2017

- Started developing International integrated parcel delivery services. Effect seen in H2.
- The ratio of E-commerce customers gradually increased.
- Trial run Last Mile services in Singapore.
- Started to promote overseas fulfillment center in USA.

2019

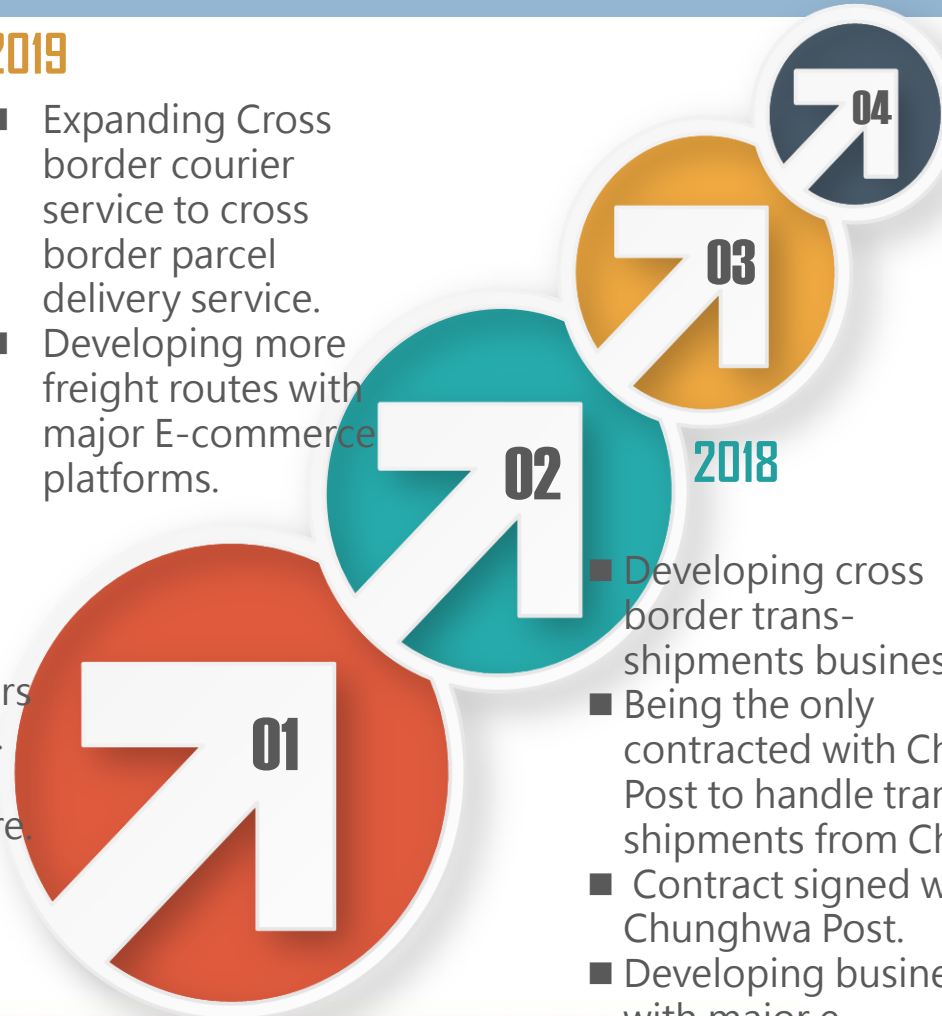
- Expanding Cross border courier service to cross border parcel delivery service.
- Developing more freight routes with major E-commerce platforms.

2018

- Developing cross border trans-shipments business.
- Being the only contracted with China Post to handle trans-shipments from China.
- Contract signed with Chunghwa Post.
- Developing business with major e-commerce platforms.

Future

- Continue on goals of becoming large international integrated parcel delivery service provider.
- Developing highly efficient overseas fulfillment center.
- Continuously broaden and balancing traditional air & ocean freights as well as trans-shipments delivery services.



Q & A

