



法說會投影片下載



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 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.

# OUTLINES



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Company Profile, Global Locations

2024 Q2 Performance

Overview on Ocean and Air Freight Market

Future Outlook

# COMPANY PROFILE



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<b>ESTABLISHED</b>	<b>Feb. 13, 1984</b>	<b>STOCK CODE : 2643</b>
<b>IPO</b>	Mar. 4, 2016	
<b>CHAIRMAN</b>	C. M. Ku	
<b>G. M.</b>	Kang Y. Sun	
<b>CAPITAL INVESTMENT</b>	NTD 350,000,000	
<b>ADDRESS</b>	4F, No. 34, Rui Guang Rd., Taipei 114, Taiwan	
<b>SERVICES</b>	Air/Ocean Freight Forwarding 、 Custom Declaration 、 Warehouses 、 Transportation and Delivery.	
<b>WORLDWIDE</b>	19 Offices and 9 Warehouses	

# GLOBLE OFFICES & WAREHOUSES



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# SERVICES (OCEAN、LAND、AIR)



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**INTEGRATED  
LOGISTICS**

CLIENTS' BEST LOGISTICS  
PARTNER



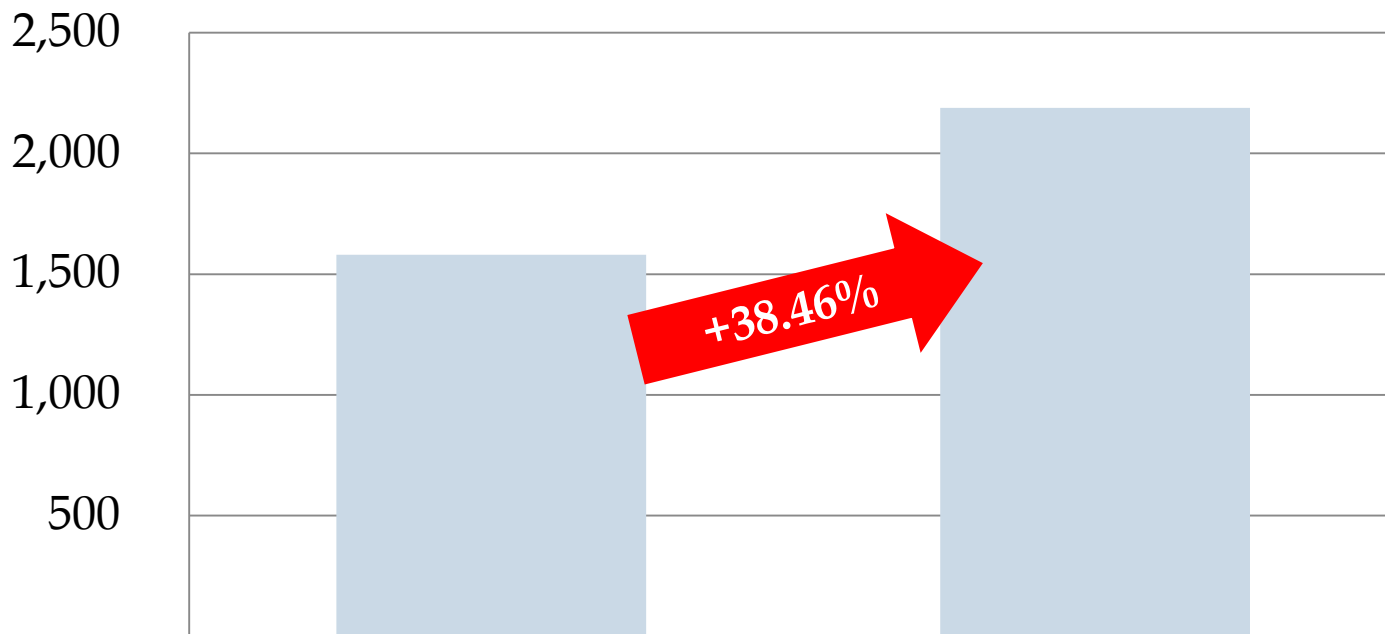
# 2024 Q2 Performance

# PERFORMANCE- CONSOLIDATED REVENUE



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## REVENUE(MILLION)



MILLION	2023上半年度 2023H1	2024上半年度 2024H1
■ 營業收入(佰萬元)	1,580	2,188



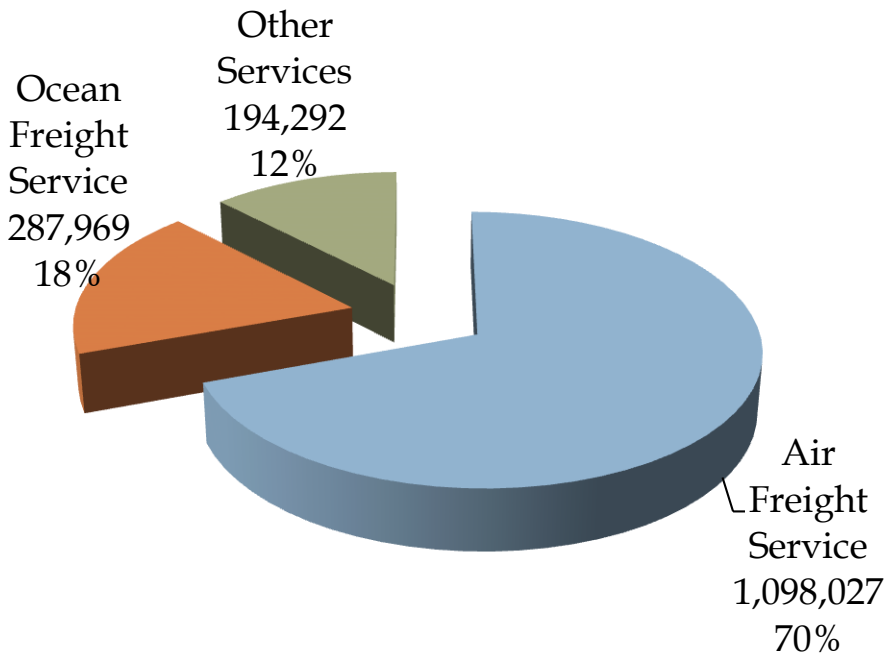


# PRODUCT RATIO (REVENUE)

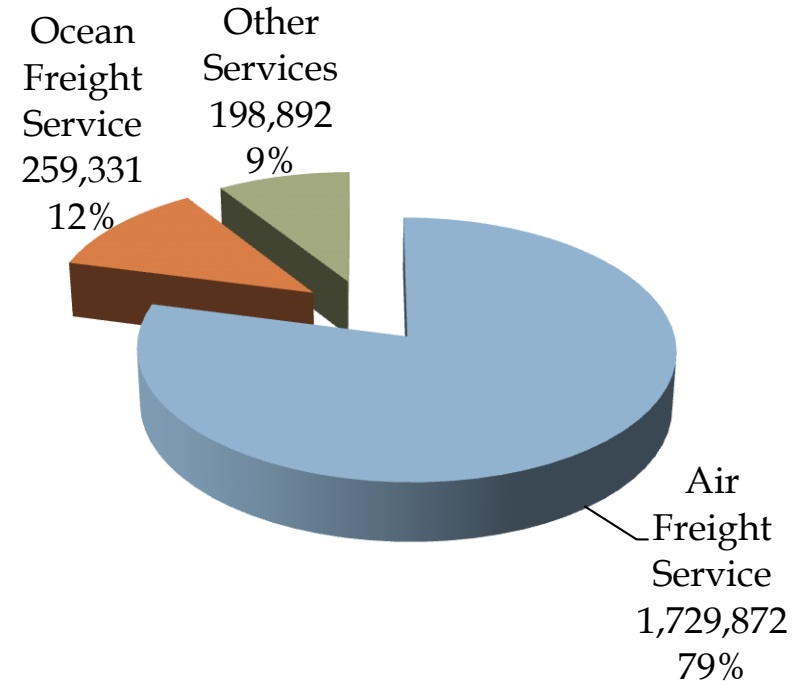


UNIT : NTD THOUSAND

## 2023H1



## 2024H1



Air Freight Service: ↑ 9%    Ocean Freight Service: ↓ 6%    Other services: ↓ 3%



# AREA RATIO (REVENUE)

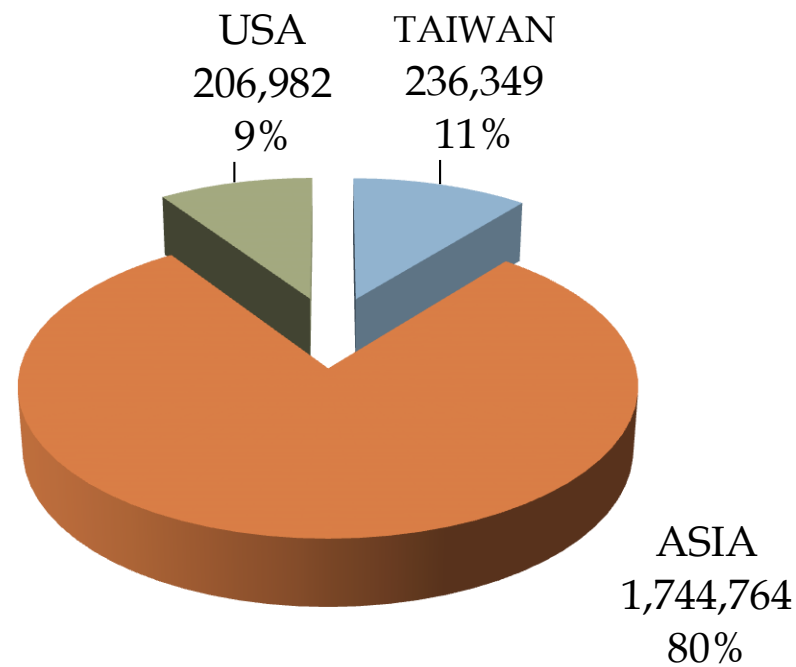
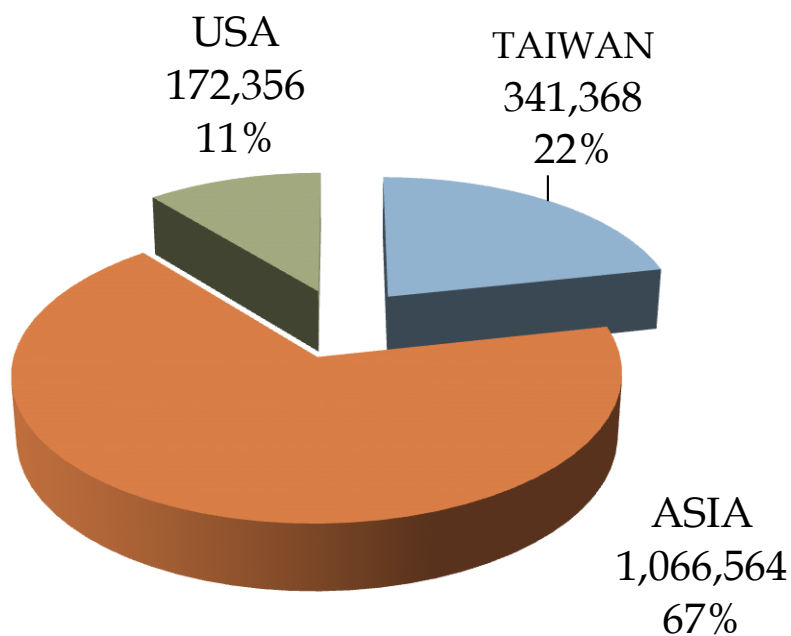


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UNIT: NTD THOUSAND

2023H1

2024H1



# PRODUCT GROSS PROFIT MARGINS



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## GROSS PROFIT MARGINS%



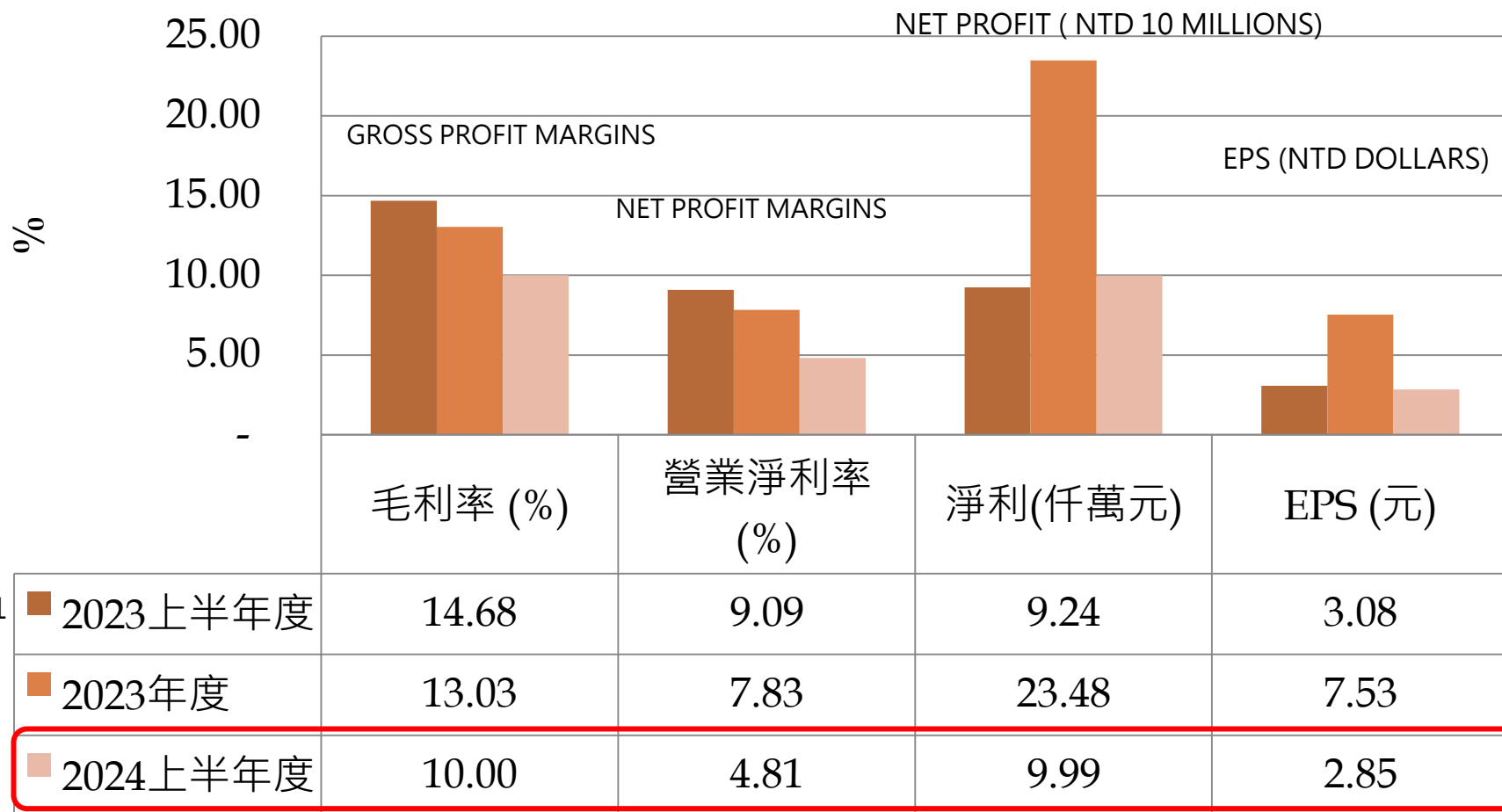
	空運服務	海運服務	其他服務	平均
2023Q2	10.74%	18.56%	16.94%	12.94%
2023Q4	12.70%	16.10%	16.43%	13.18%
2024Q2	9.79%	3.69%	17.87%	9.86%



# OPERATING PERFORMANCE — VARIOUS RATIO



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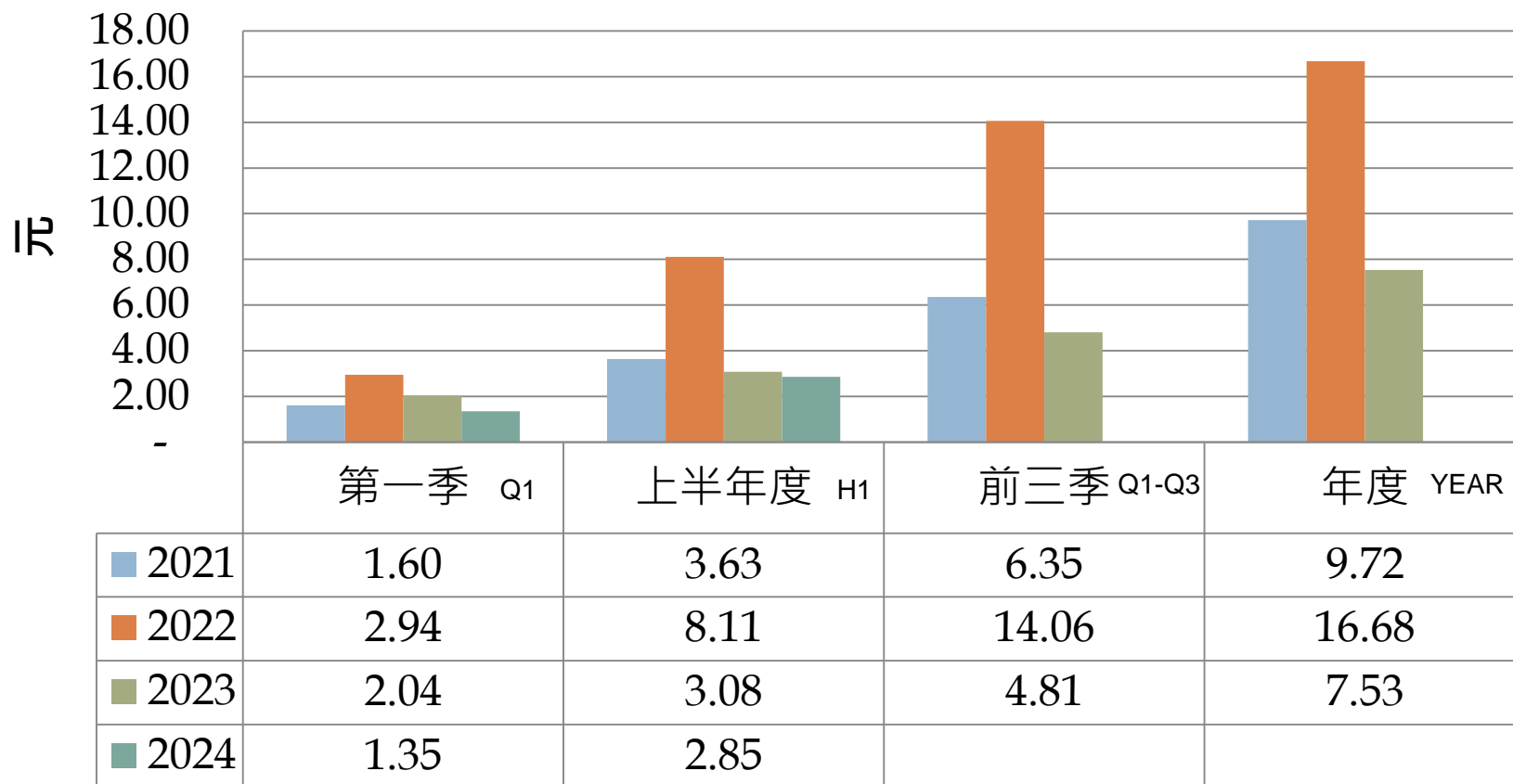
# OPERATING PERFORMANCE

## – EPS



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### EPS (NTD DOLLARS)



# OPERATING PERFORMANCE



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Categories			2022	2023	2024H1
Capital Structure	Debts Ratio	( % )	38.66	38.52	34.35
Liquidity	Current Ratio	( % )	280.23	282.86	305.31
Operating Performance	Average Collection Turnover	( TIMES )	5.68	3.37	3.41
Profitability	Return on Total Assets	( % )	23.04	8.79	7.14
	Return on Equity Attributable to Shareholders of the Parent	( % )	37.80	13.84	10.81
	Net Margin	( % )	8.77	5.63	4.57
	EPS	( NTD )	16.68	7.53	2.85

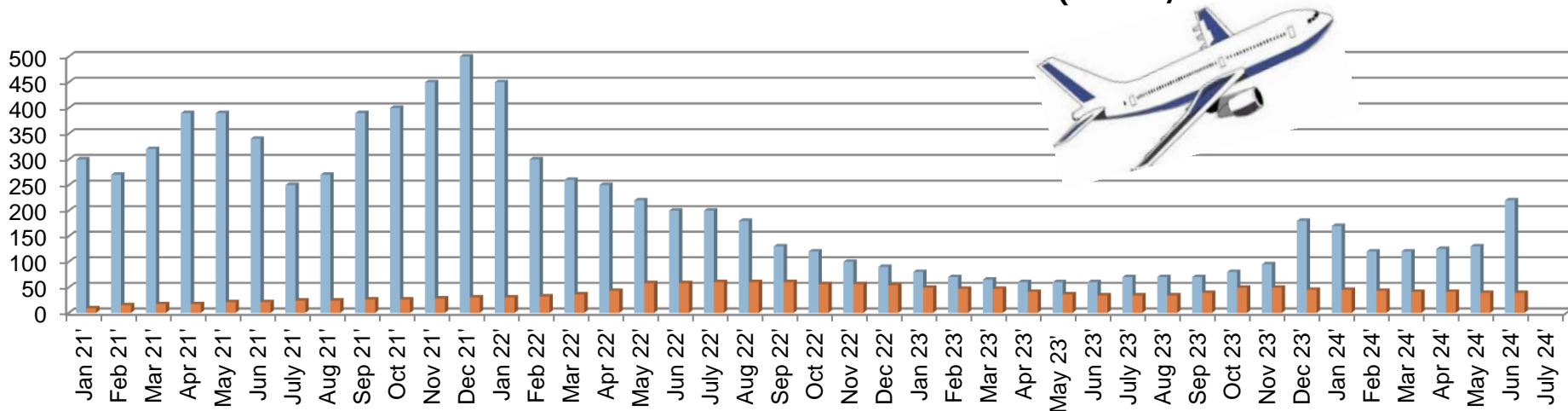


# Overview on Ocean / Air Freight Market

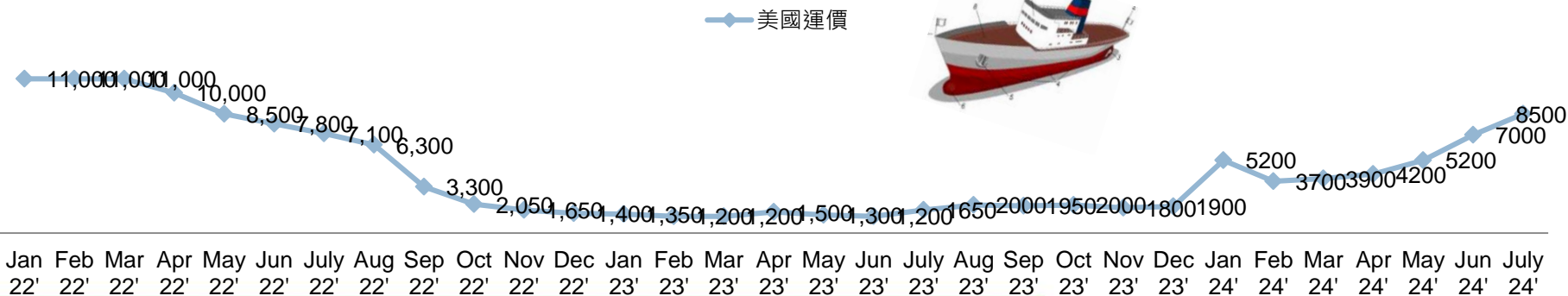
# OCEAN / AIR FREIGHT CHARGES



## ASIA to USA AIR FREIGHT CHARGES (TWD/KG)



## ASIA to US (WEST COAST) (40') OCEAN FREIGHT CHARGES (USD)



Jan 22' Feb 22' Mar 22' Apr 22' May 22' Jun 22' July 22' Aug 22' Sep 22' Oct 22' Nov 22' Dec 22' Jan 23' Feb 23' Mar 23' Apr 23' May 23' Jun 23' July 23' Aug 23' Sep 23' Oct 23' Nov 23' Dec 23' Jan 24' Feb 24' Mar 24' Apr 24' May 24' Jun 24' July 24'





# 2024 H2 AIR FREIGHT MARKET



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1. AI Shipping Surge	Exports from Taiwan drive the shipping surge of the server and semiconductor industries
2. E-Commerce Goods	The spillover effect caused by China-U.S. Trade War's prevention on number of flights returning to before the epidemic.
3. Mobile phones, PCs, and NB Purchasing Surge	Shipping demands 2 to 3 months before the new phone launches , and back-to-school replacement of PCs and NB.
4. Unstable shipping routes and detours make the shipping time longer.	To meet deadline, certain industries switch from ocean to air delivery. As a result, air freight charge has been boosted and the space becomes limited.
5. New routes and new aircraft enter the market	China Airlines, Starlux and Delta Airlines add flights to Seattle.

# GLOBLE OCEAN FREIGHT STATUS



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	EUROPEAN	USA
1. Red Sea Crisis	Israel-Kazakhstan phased ceasefire agreement	x
2. Panama Canal, Singapore Port Blockage	Extended Delivery Time	Extended Delivery Time
3. High Freight Charge Attracts Small and Medium Ships Enter the Market (TS LINE、Sea Lead)	Freight Rate Fluctuations	Freight Rate Fluctuations
4. Consumer Market Demand	Paris 2024 Olympics (7/26~8/11)、Electric Cars	Early Arrival of Peak Season and Q3 Traditional Peak Season
5. USA Presidential Election	Environmental Awareness Increases	Increase Custom Tariffs on Chinese Products
6. Shipping Company Quarterly Profits Increases	Price Cuts Will Not Return to Pre-Pandemic Levels	Price Cuts Will Not Return to Pre-Pandemic Levels
7. Dockworkers Strike	Dockworkers Strike in Germany (July 2024)	East Coast and Mexico Dockworkers Strike Due to Automation at the Port

# FUTURE OUTLOOK

# 1) E-COMMERCE LOGISTICS



- E-COMMERCE REQUIRED:
- Timeliness guaranteed
  - Smooth import customs clearance
  - Stable space supply

# 2) OVERSEAS WAREHOUSES— One-stop Integrated Service



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# WAREHOUSE – LOS ANGELES



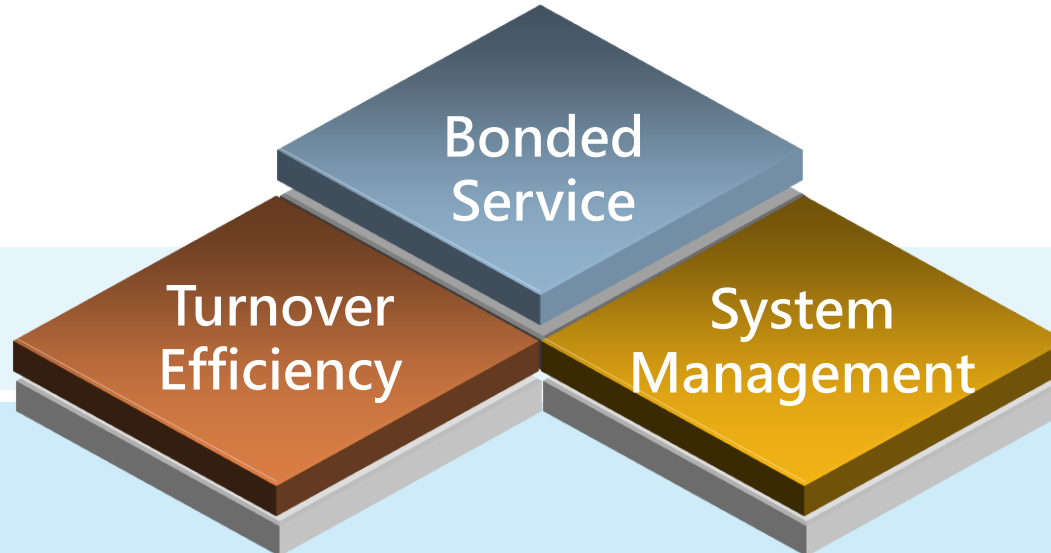
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# WAREHOUSE - DALLAS



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# 3) AIR FREIGHT DEVELOPEMENT



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- Completed multiple charter flights to the United States and Canada.
- Sign long-term stable space with airline company.
- Continue to plan routes to Europe, America and Asia.
- Stable e-commerce platform and AI cargo supply.





## 4) DEVELOPMENT of OCEAN FREIGHT BUSINESS



1

Long-term contracts with many shipping companies such as COSCO/EMC/YML/MSK/OOCL, ensuring shipping space during peak seasons.

2

Shipping contracts with many large companies on key operating routes in Southeast Asia, the Middle East, Europe and the United States

3

Became supplier to one of the top three new energy vehicle companies in mainland China for five consecutive years. In 2023, we moved over 5,000 TEU of spare parts, KD, and complete vehicle.

4

Experienced in multi-modal transportation. Facing the changing market, we can develop exclusive logistics solutions according to customer needs.

# DEVELOPMENT KEY POINT

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- Q2 Revenue QOQ +23.44 % 、YOY +57.56 %
- Air freight AI, e-commerce products, and electric vehicle customers continue to export.
- Application AI, PC, NB, and smart phones are gradually becoming common, driving a wave of replacement surge.
- Other electronic spare parts are moving to ASEAN markets such as India and Vietnam, generate new logistics needs.
- Logistics warehouse needs increase. Diversified cooperation with customers.



# Q & A

