

Phoenix Tours Int'l Inc.

Investors' Conference

Stock code: 5706

NOV 29 2019

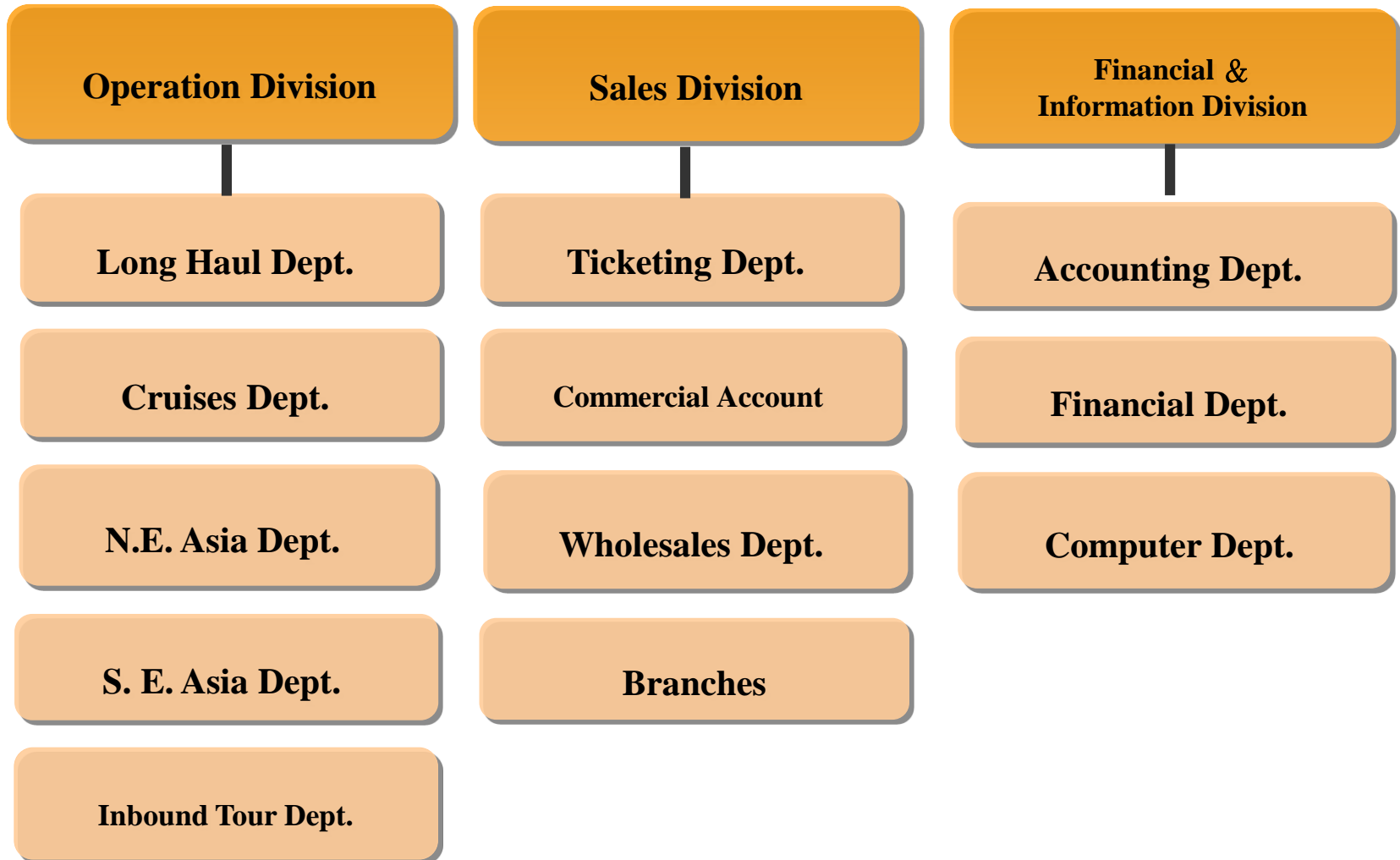
Company Overview



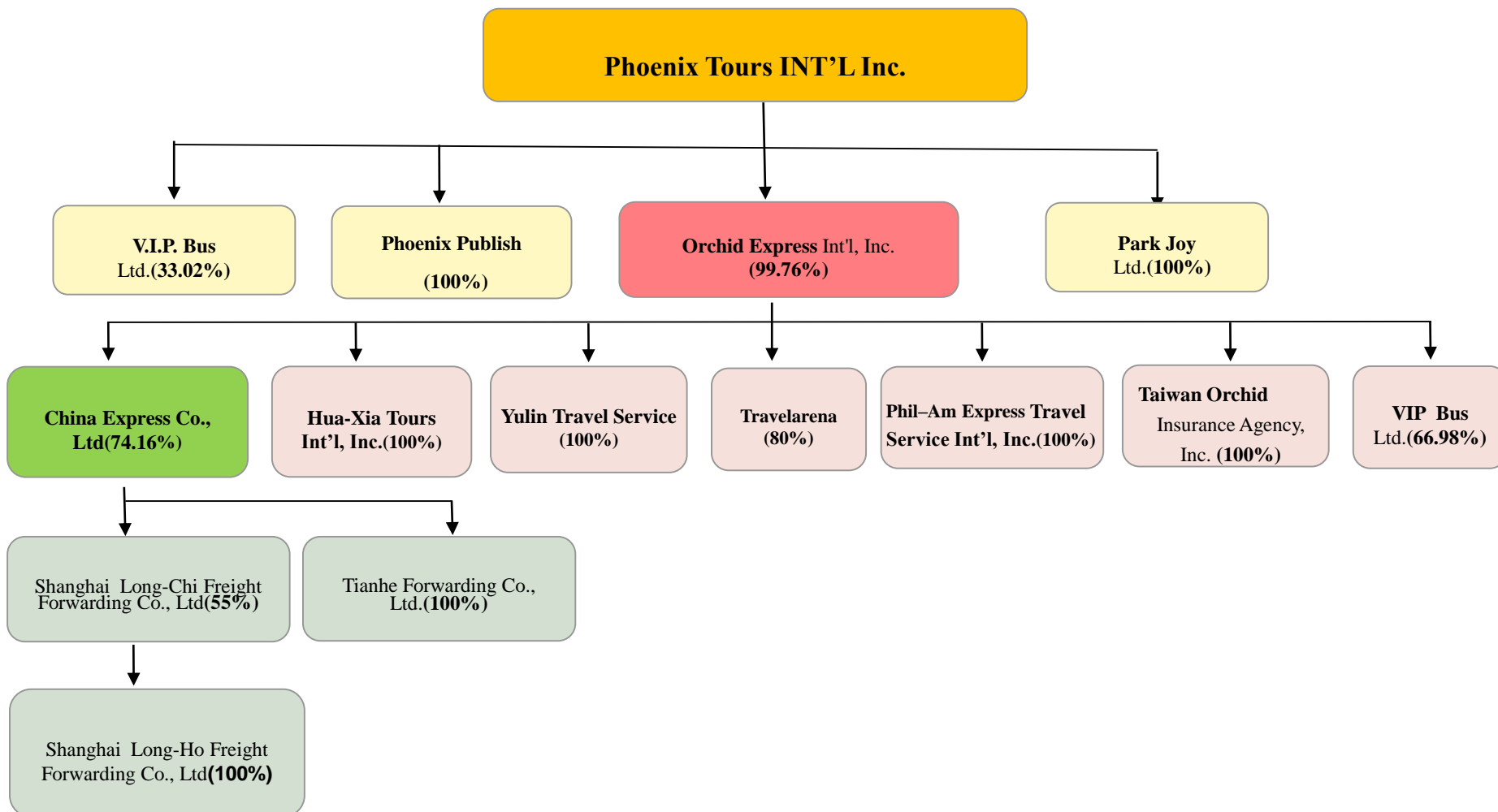
★Company Profile

- Phoenix Tours was founded in 1957
- Chairman : Mr. William Chang
- First travel agency to be listed in Taiwan's stock market(2001).
Transfer to the main stock market in 2011.
- The capital of NTD 612,943,530.(around USD20Million)
- Works as wholesaler and operator of outbound and inbound package tours, dealing with sub-agents and direct clients 、 Individual traveler and incentive groups 、 G.S.A. for Airlines.

Structure of Phoenix Tours



Affiliated Company

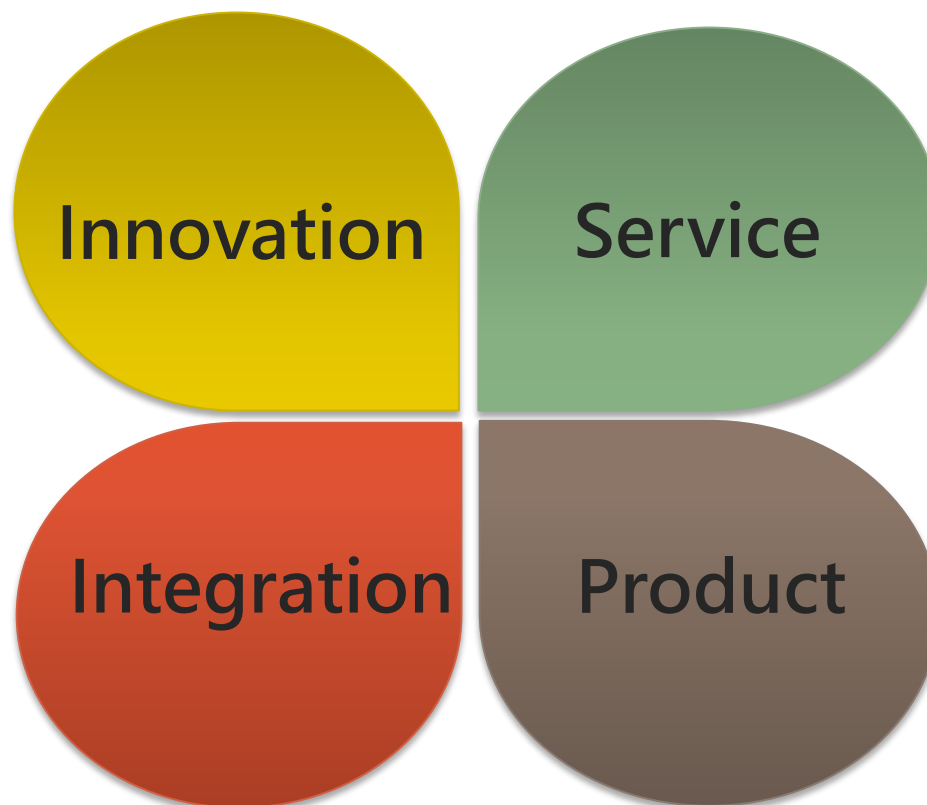


Competitive advantage

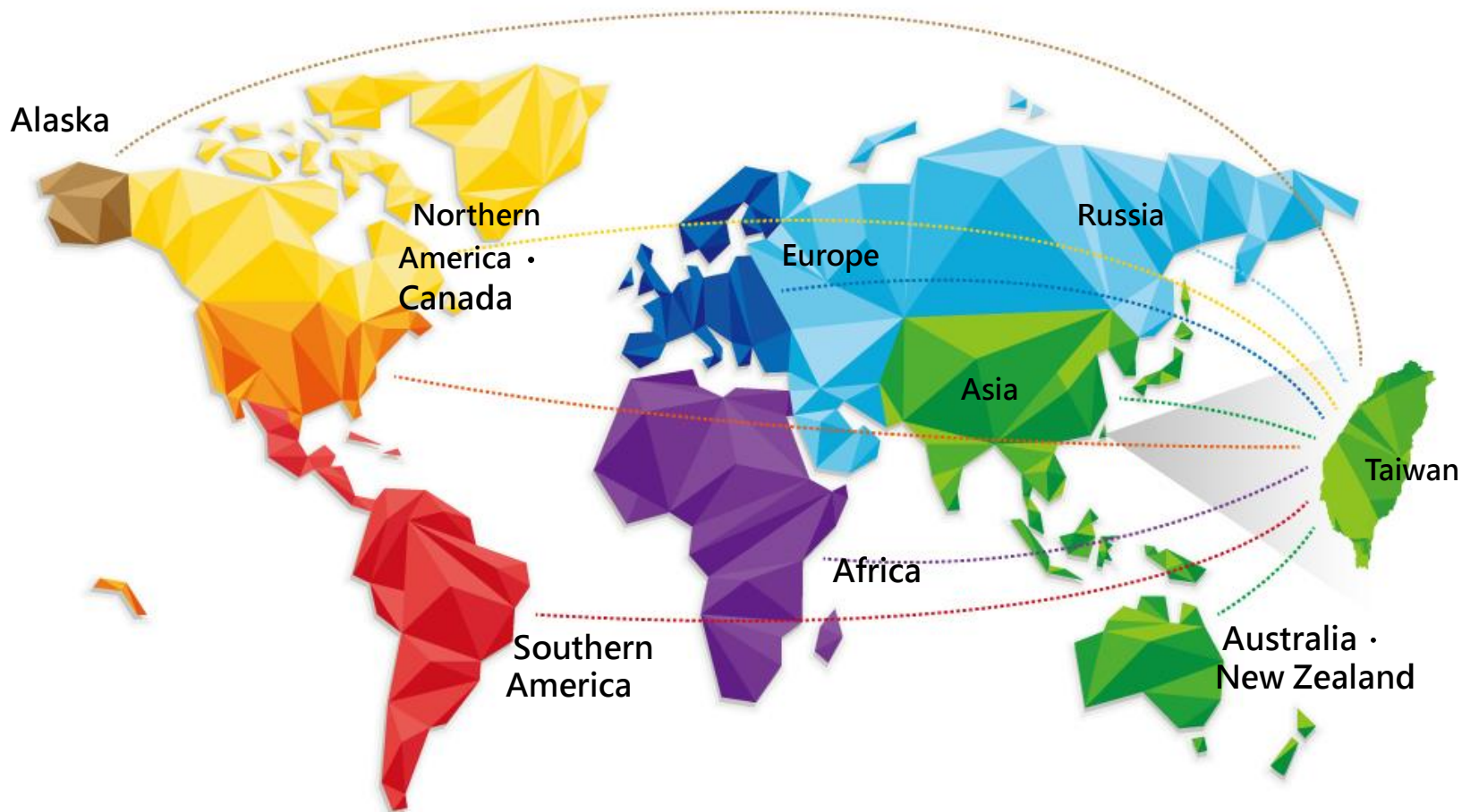




★Our Core Values



★ Globalized tour product



★ Resource integration

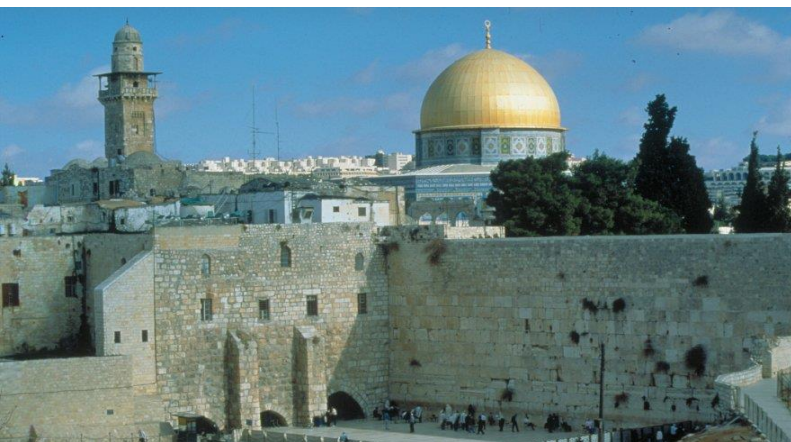


G.S.A. of Airlines

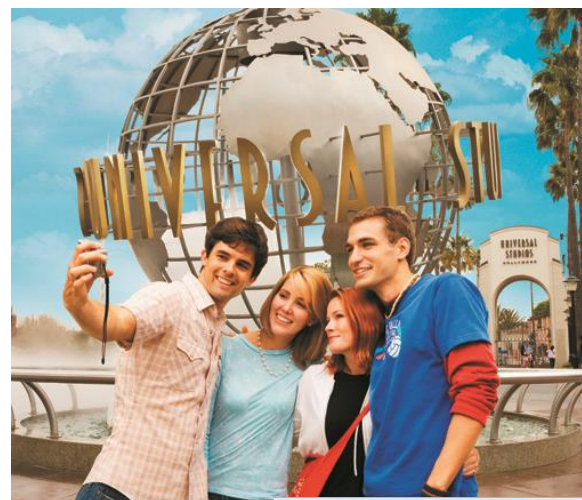




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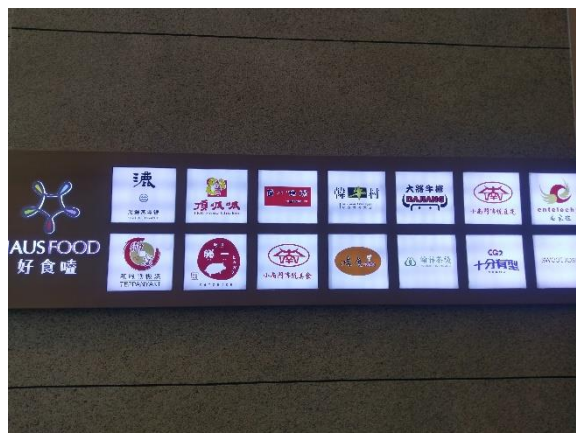
ENTERPRISE HOLDINGS™



Park Joy Ltd.



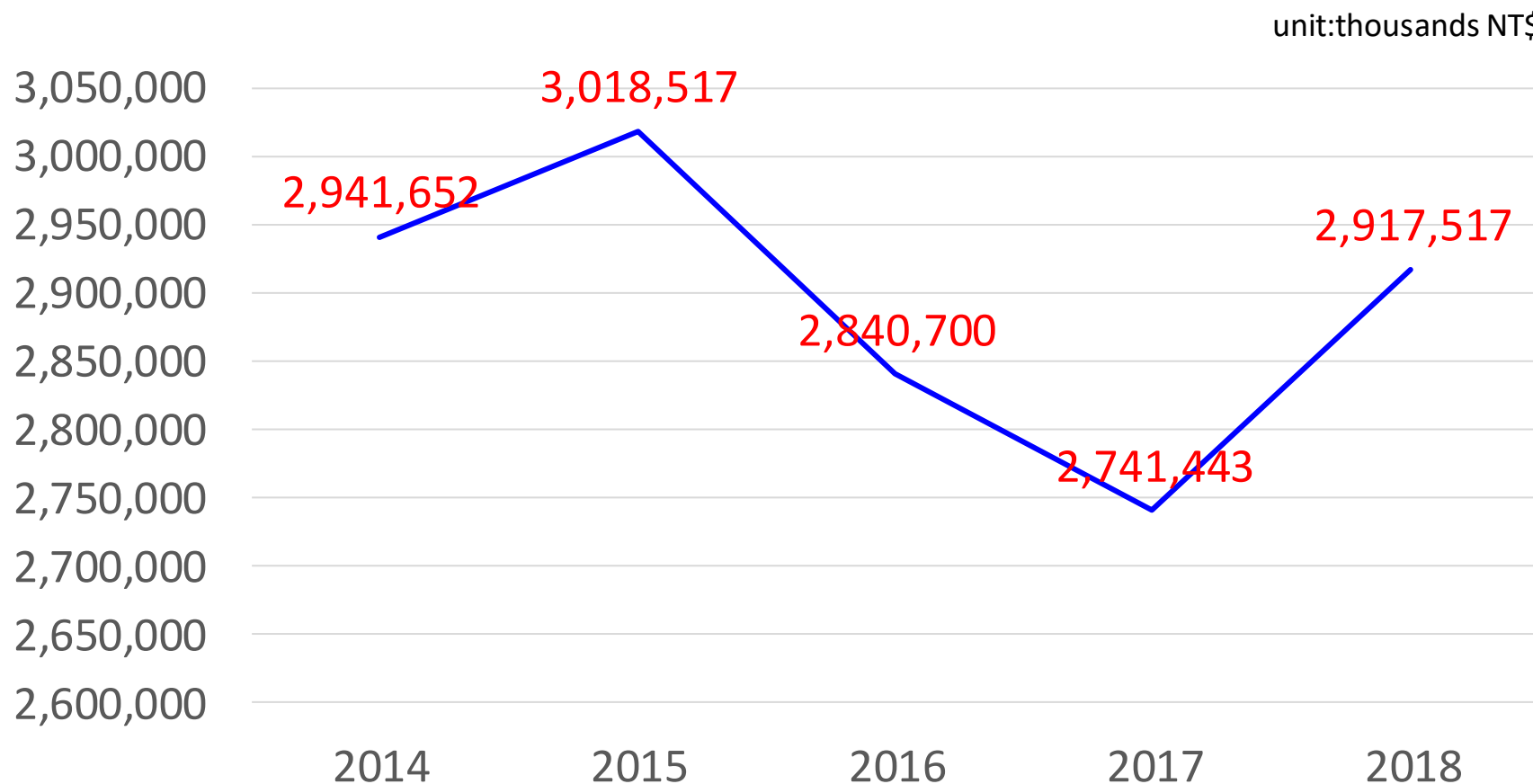
The new "HAUS FOOD" food court brand entered the "日月光廣場WeMall" in Tucheng District, New Taipei City. It was officially opened on July 26, 2018. From property management began the first step of diversified management of Phoenix Tours.



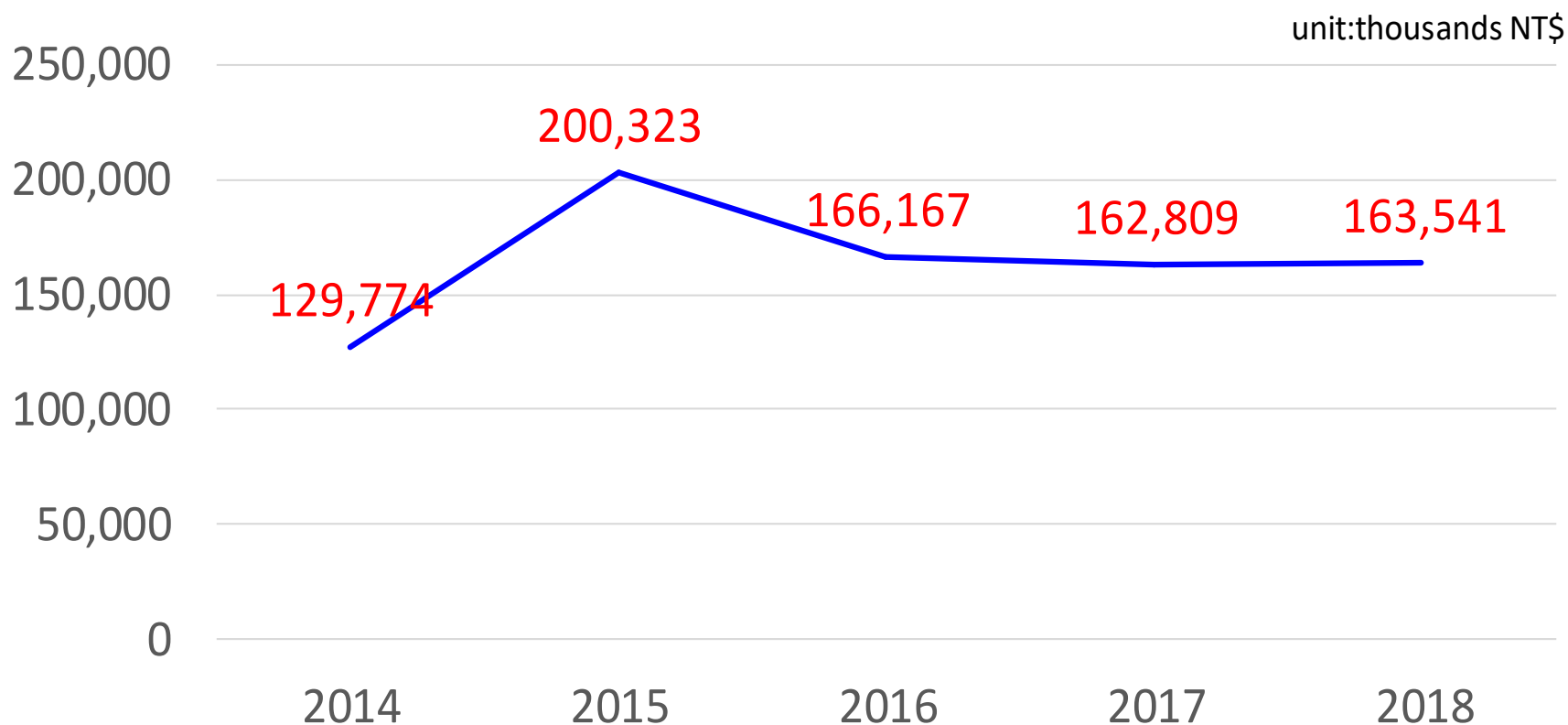
Financial Performance



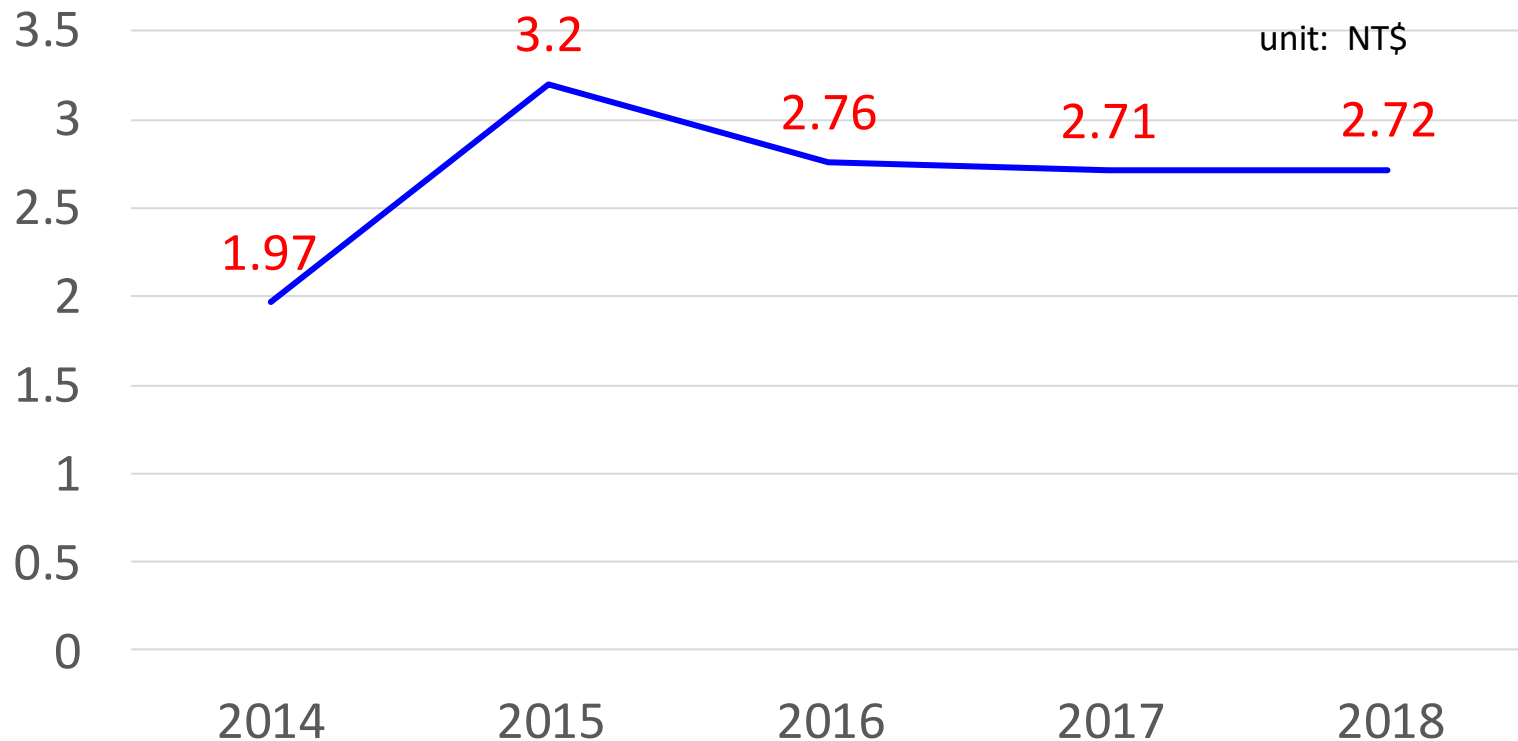
(1)Operating Revenue



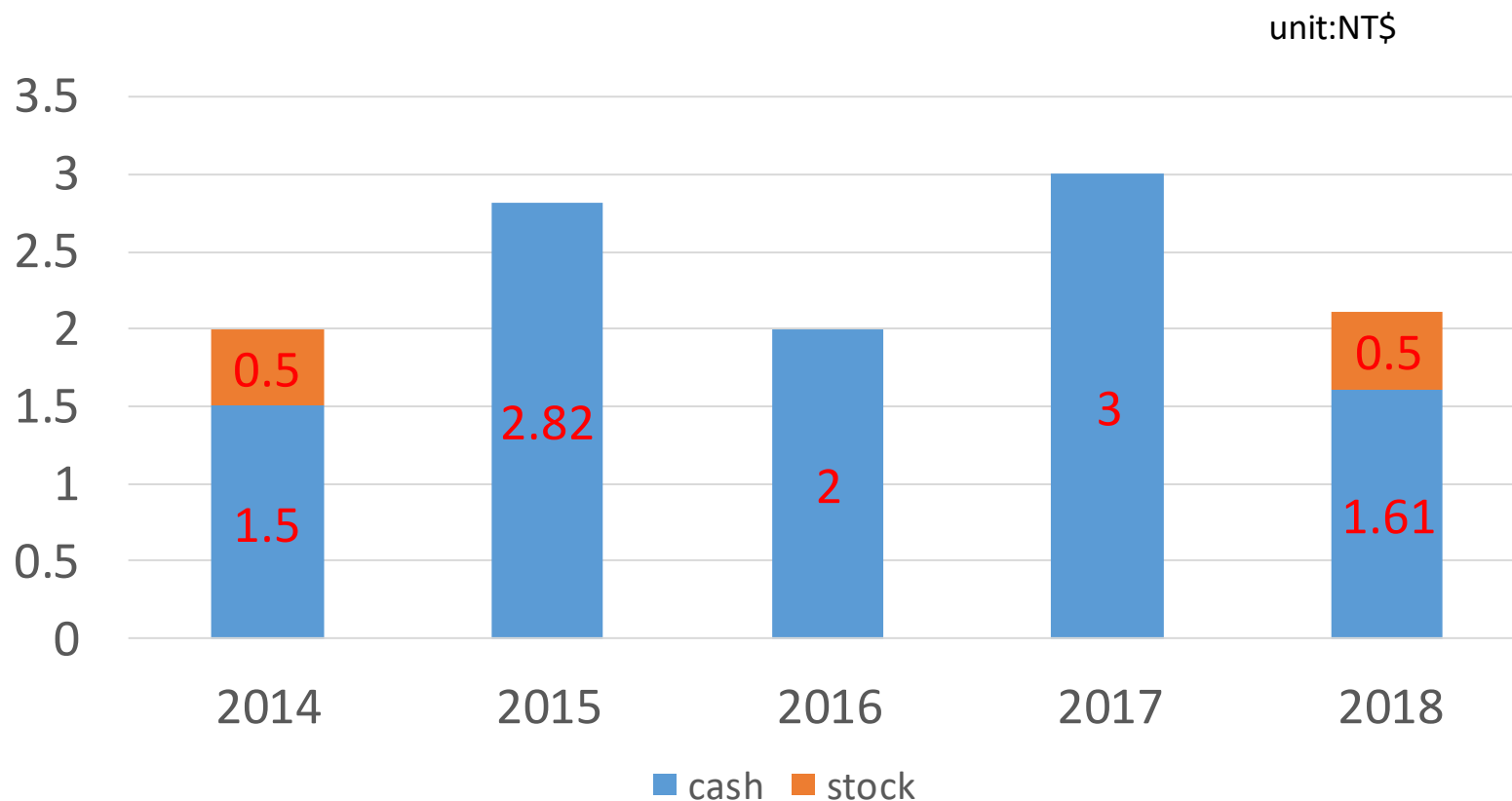
(2)Net Profit after Tax



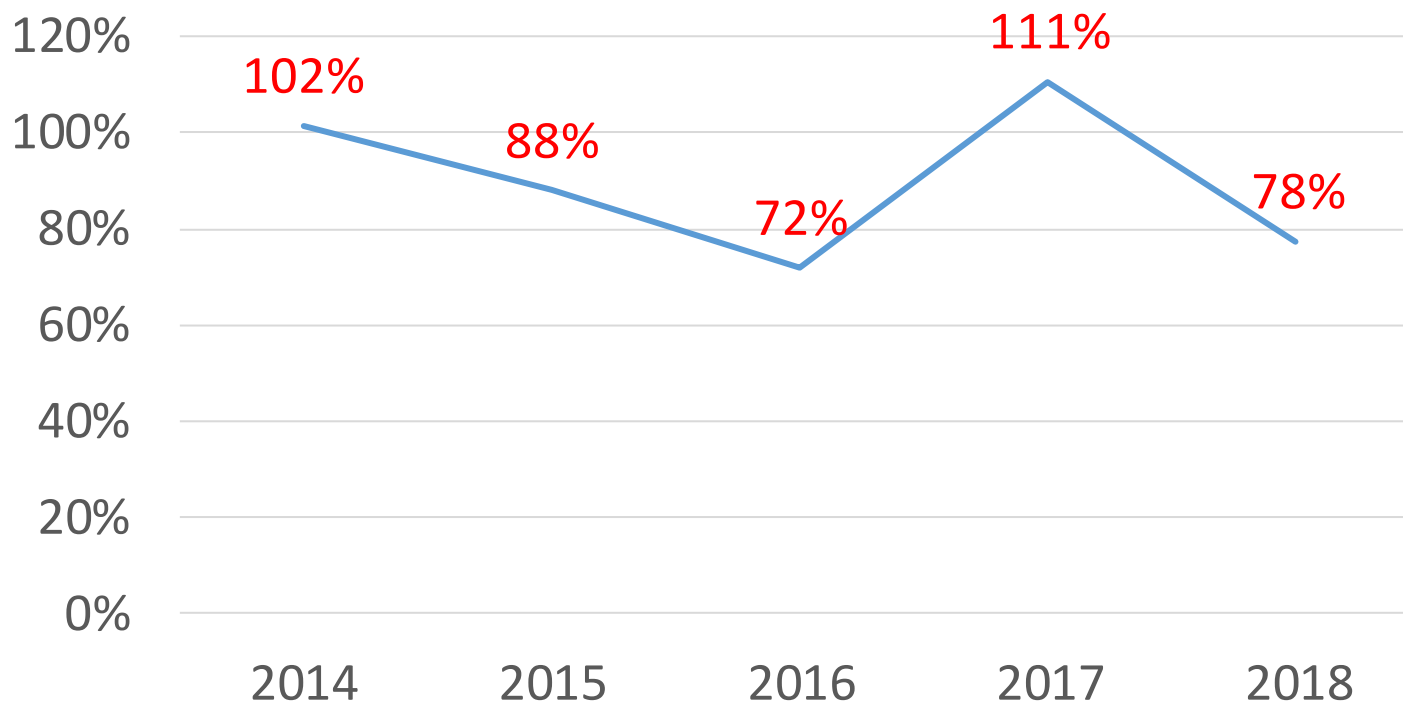
(3)EPS



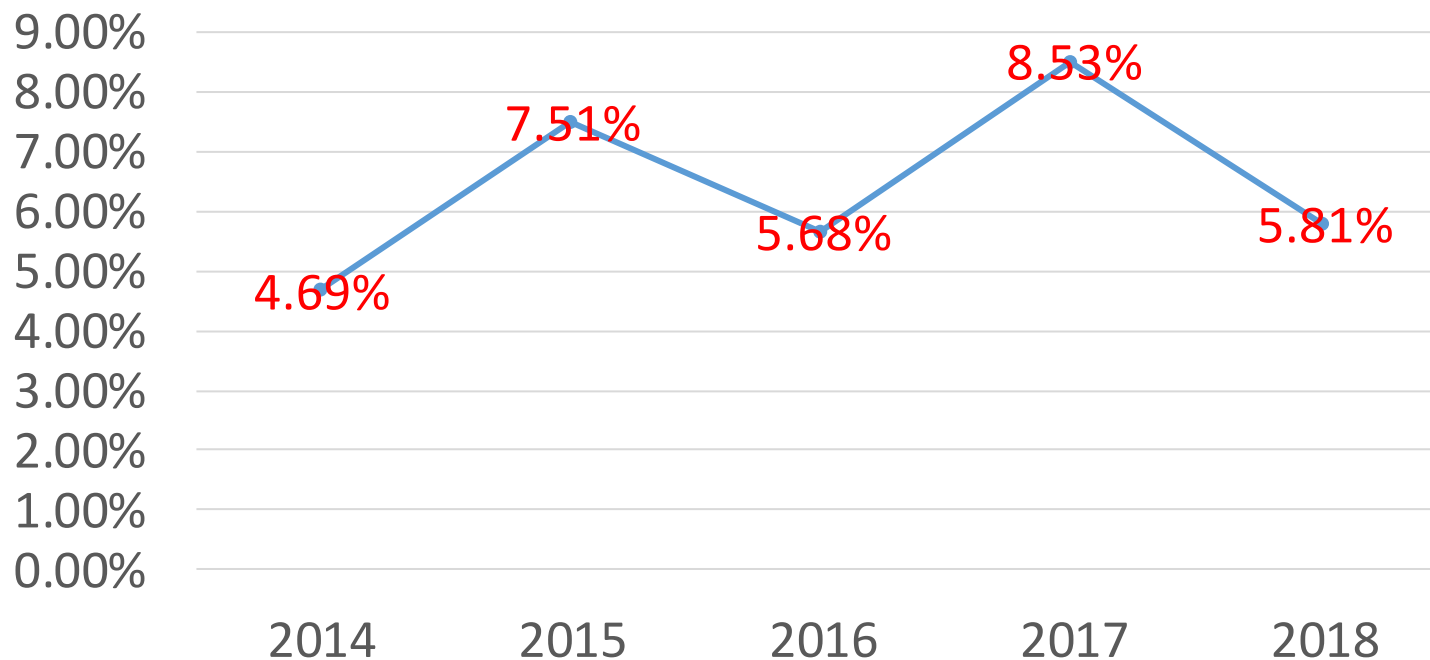
(4) Dividend policy



(5)Payout ratio(%)



(6)Dividend yield(%)





★2019 Q3 V.S 2018 Q3

2019

unit: thousand NT\$

Operating Revenue	953,628
Gross Profit	55,990
Non Operating income	31,797
Net Profit After Tax	74,570
EPS	1.22

2018

unit: thousand NT\$

Operating Revenue	912,878
Gross Profit	51,249
Non Operating income	28,471
Net Profit After Tax	68,121
EPS	1.11

★2019 Q1~Q3 V.S 2018 Q1~Q3

2019

unit: thousand NT\$

Operating Revenue	2,383,689
Gross Profit	153,984
Non Operating income	50,756
Net Profit After Tax	169,672
EPS	2.77

2018

unit: thousand NT\$

Operating Revenue	2,243,071
Gross Profit	119,169
Non Operating income	31,949
Net Profit After Tax	122,939
EPS	2.01



★Service Item & Ratio

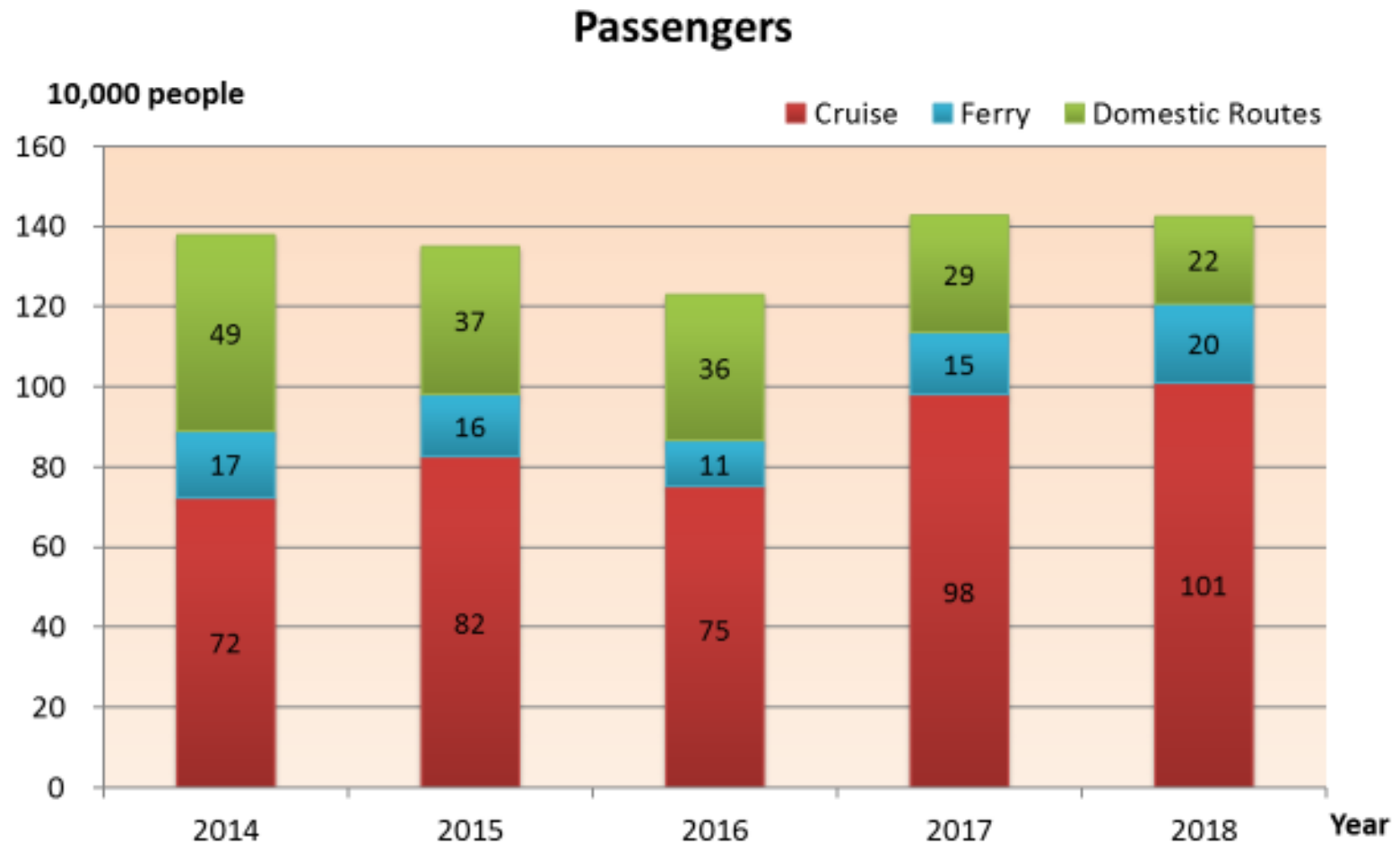
Year Product Main	2019 Q1 ~ Q3	2018	2017
Europe	28.20%	26.13%	32.94%
America	4.07%	3.28%	9.69%
NZ & Aus	2.81%	2.96%	2.82%
Cruise	12.47%	12.37%	10.36%
Asia	6.89%	5.58%	4.74%
Mainland China	14.11%	12.92%	13.15%
Northern Asia	5.37%	6.95%	7.36%
Domestic Tours	0.92%	0.85%	0.74%
* Other	25.16%	28.96%	18.20%

* the other service income 、 handling fee 、 commission 、 cargo income

Travel Market Analysis

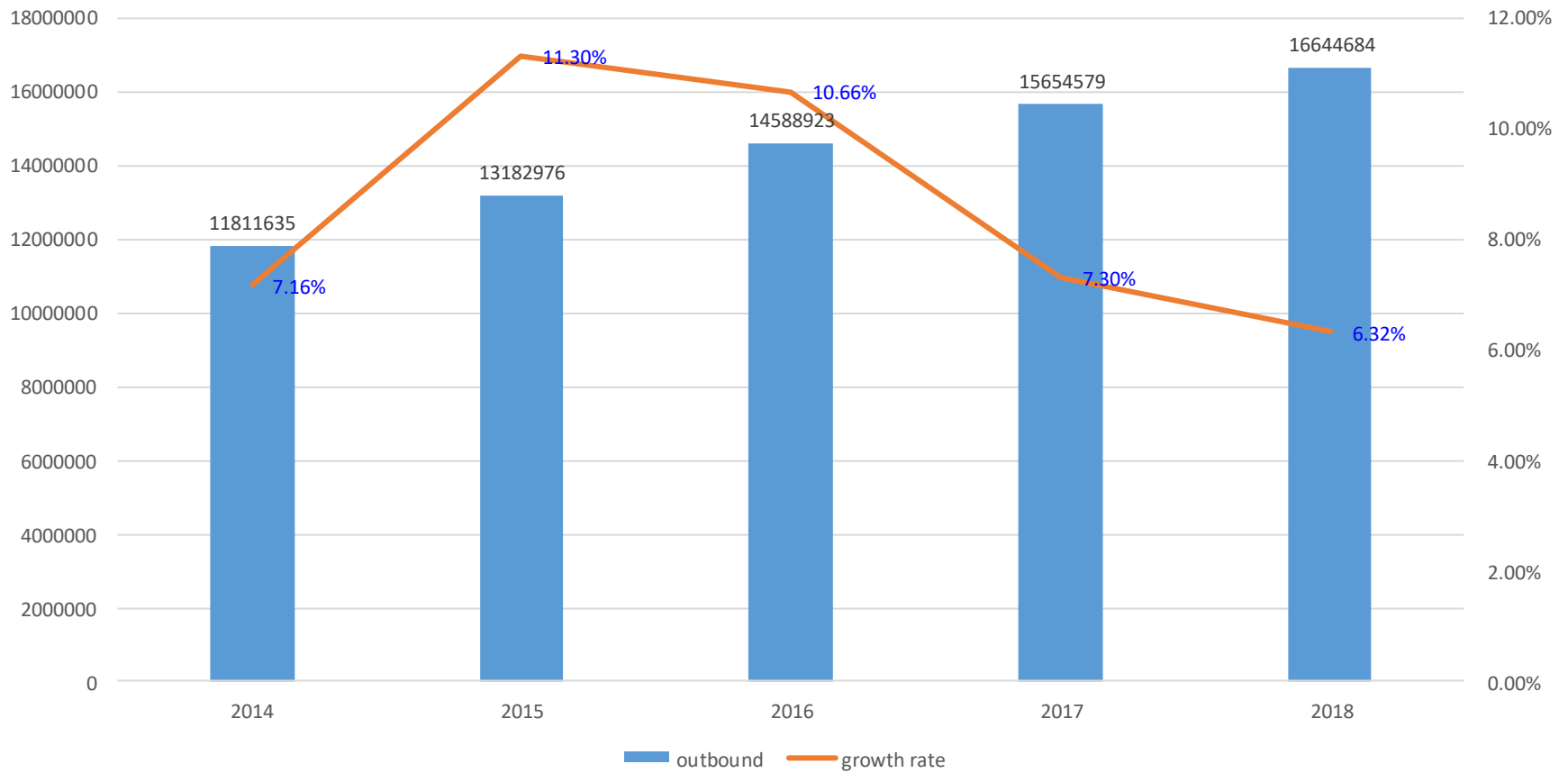


★ Number of int'l ports visitors in Taiwan

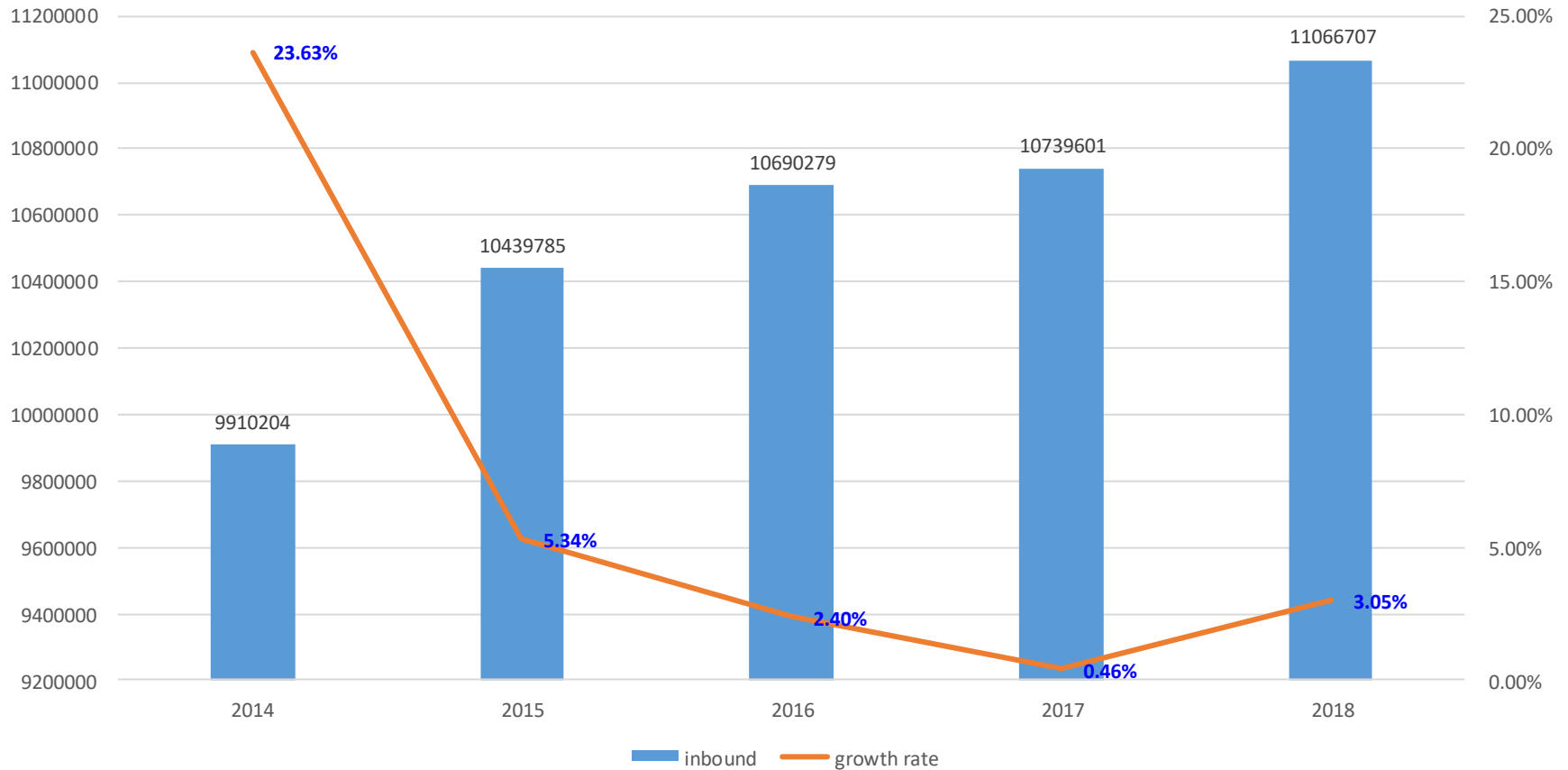


from: Taiwan International Ports Corporation, Ltd.

2014-18 outbound pax growth rate



2014-2018 Inbound pax growth rate



★Operation focus of year 2020

Focus on various group package

Regional chartered cruises & flights

Strive for more airline GSA or routes
to provide more products

Cooperate with E.C. platform to promote
locally-run activities for f.i.t. market



Thank you for your
attention !