

Phoenix Tours Int'l Inc.

Investors' Conference

Stock code: 5706

JUN 16 2020

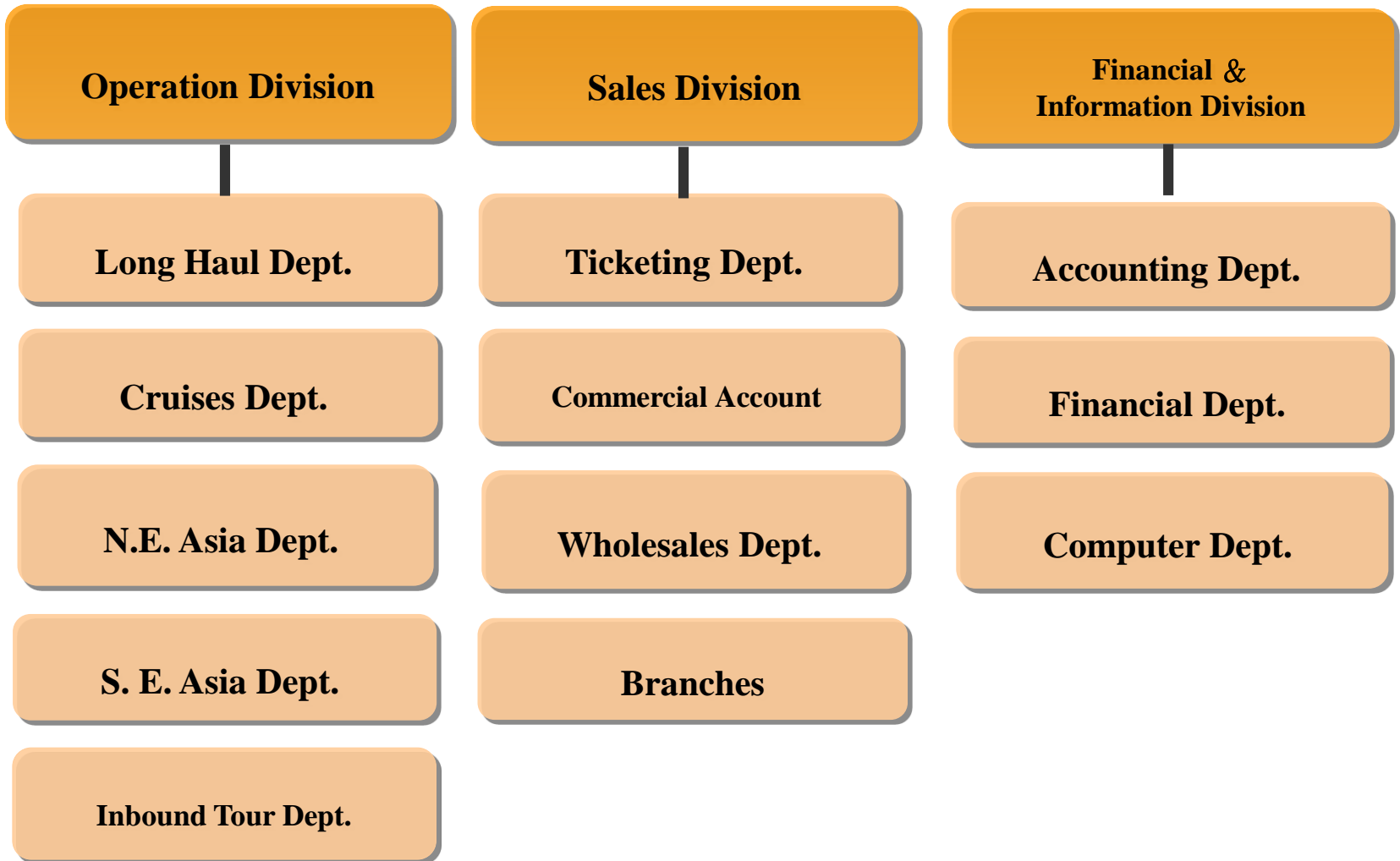
Company Overview



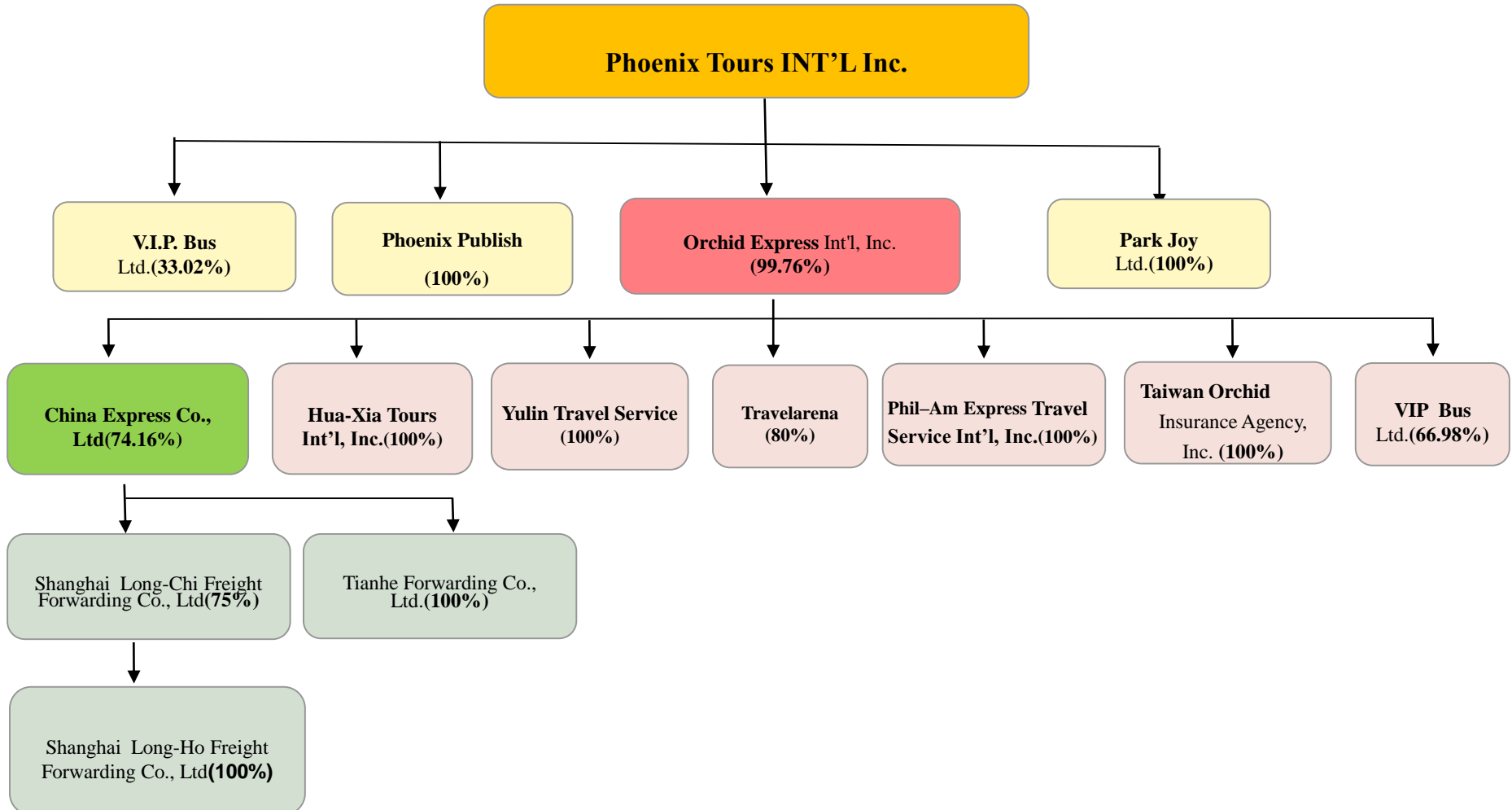
★ Company Profile

- 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



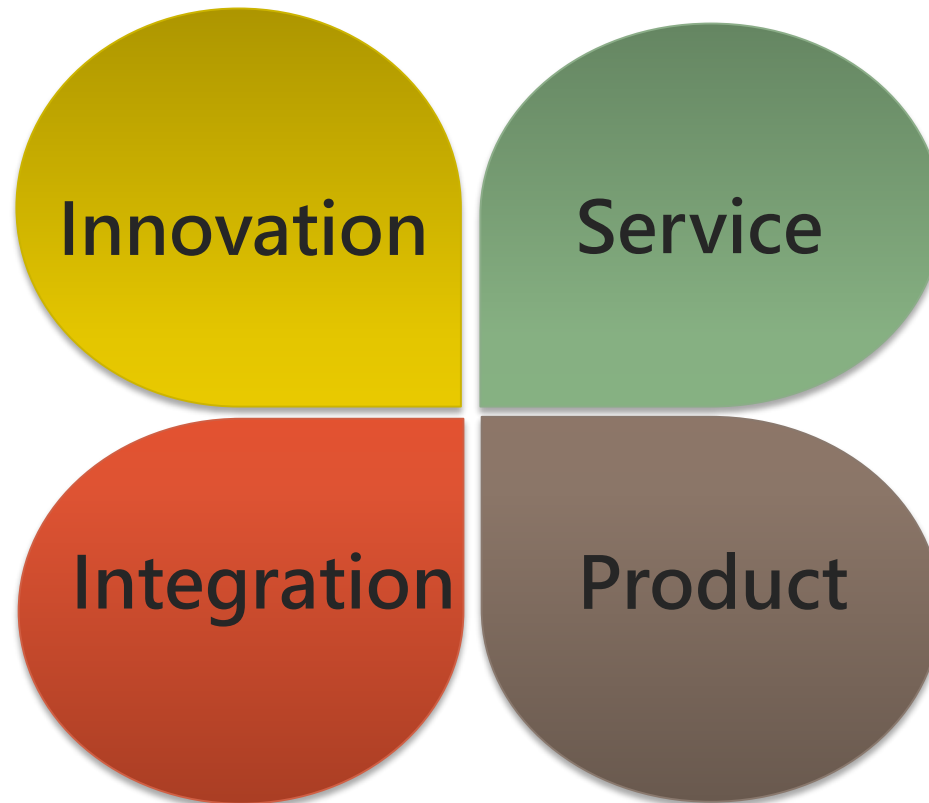
Affiliated Company



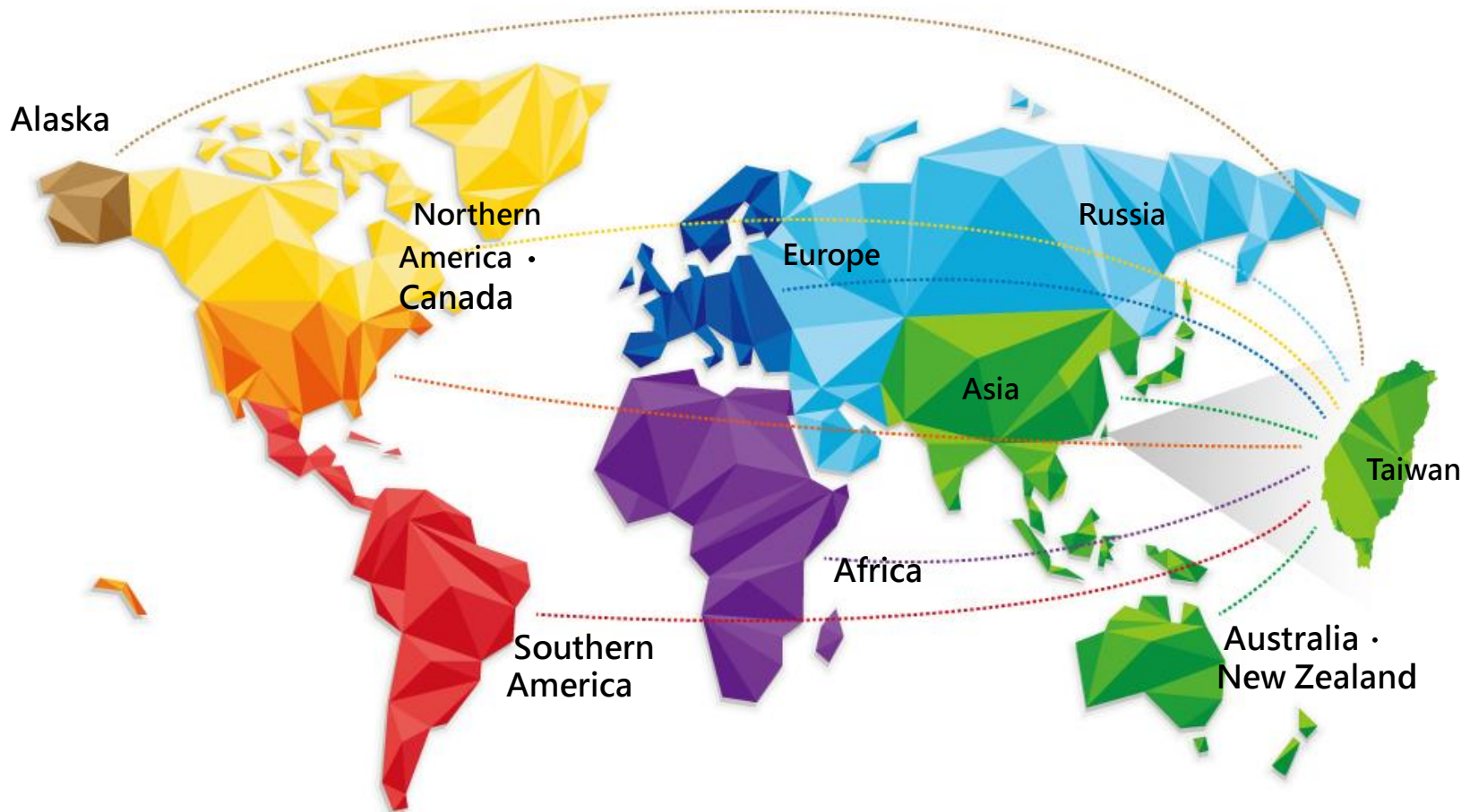
Competitive advantage



★ Our Core Values



★ Globalized tour product



★ Resource integration

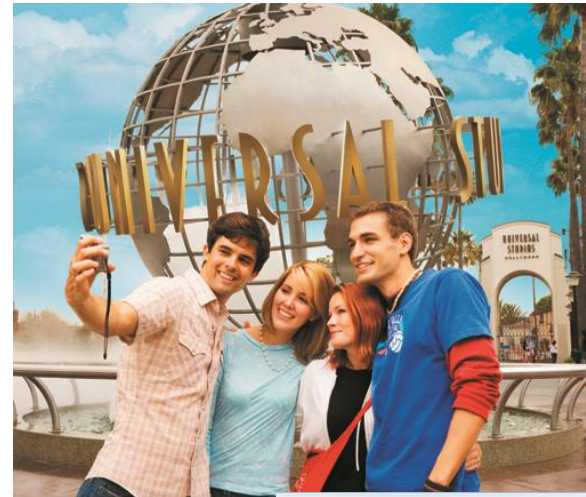


G.S.A. of Airlines





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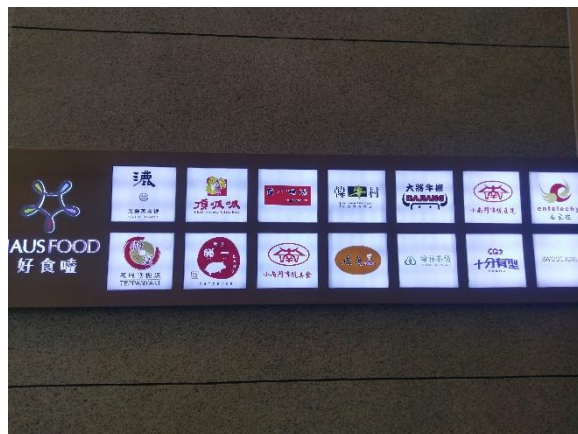


אל על
הכי בבית בעולם

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.



T.O.E Insurance agency

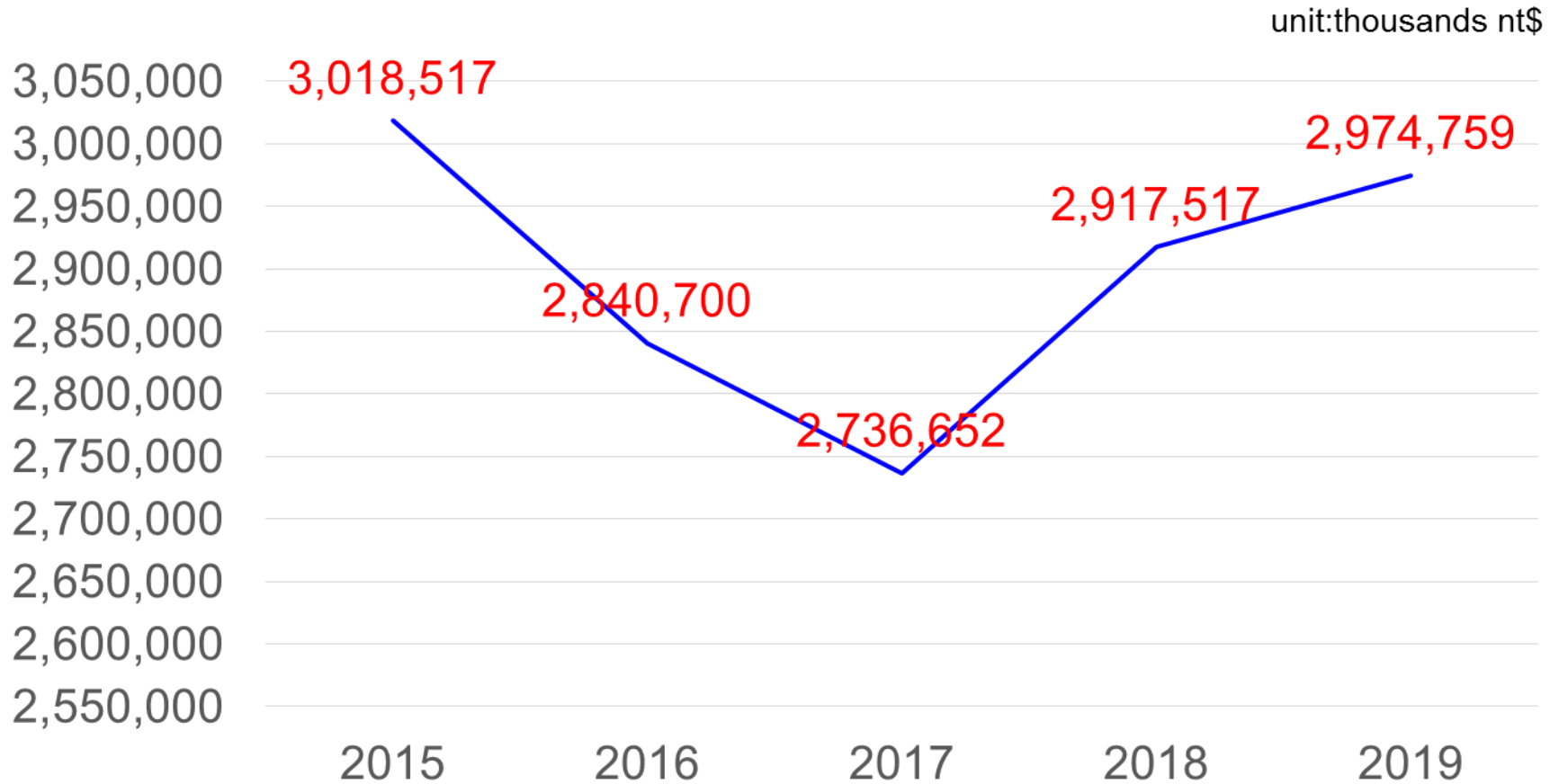


- **Business items:** Mainly engaged in property and casualty insurance, especially tourism domestic and foreign travel safety insurance, travel industry contract liability insurance and performance liability insurance. 續航力
Also undertake, fire insurance, car insurance, liability insurance, etc.
- **Target:** * Phoenix tours group tourism related companies
*Other travel agencies
*GDS reservation system
- **Advantages:** Both travel and insurance majors, rapid insurance coverage, and claims settlement services

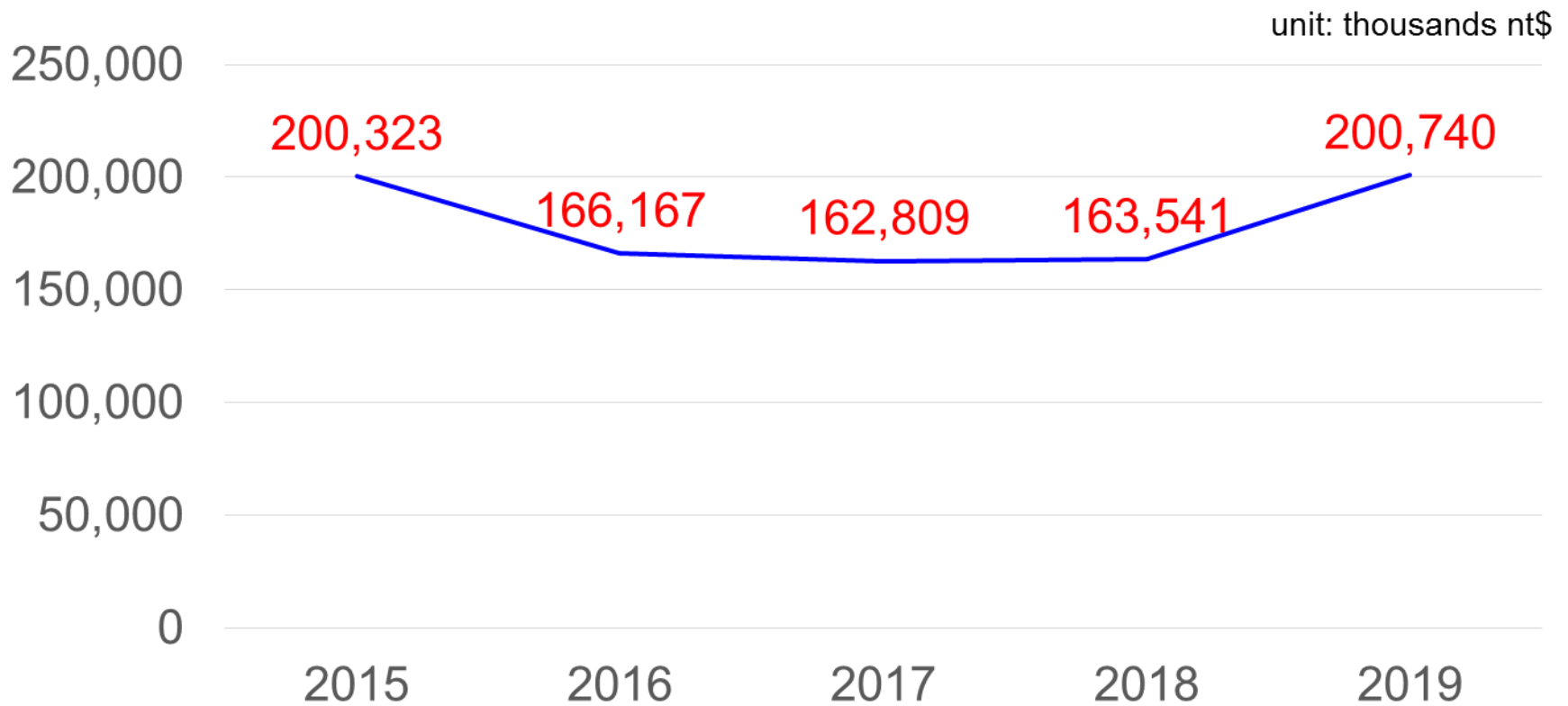
Financial Performance



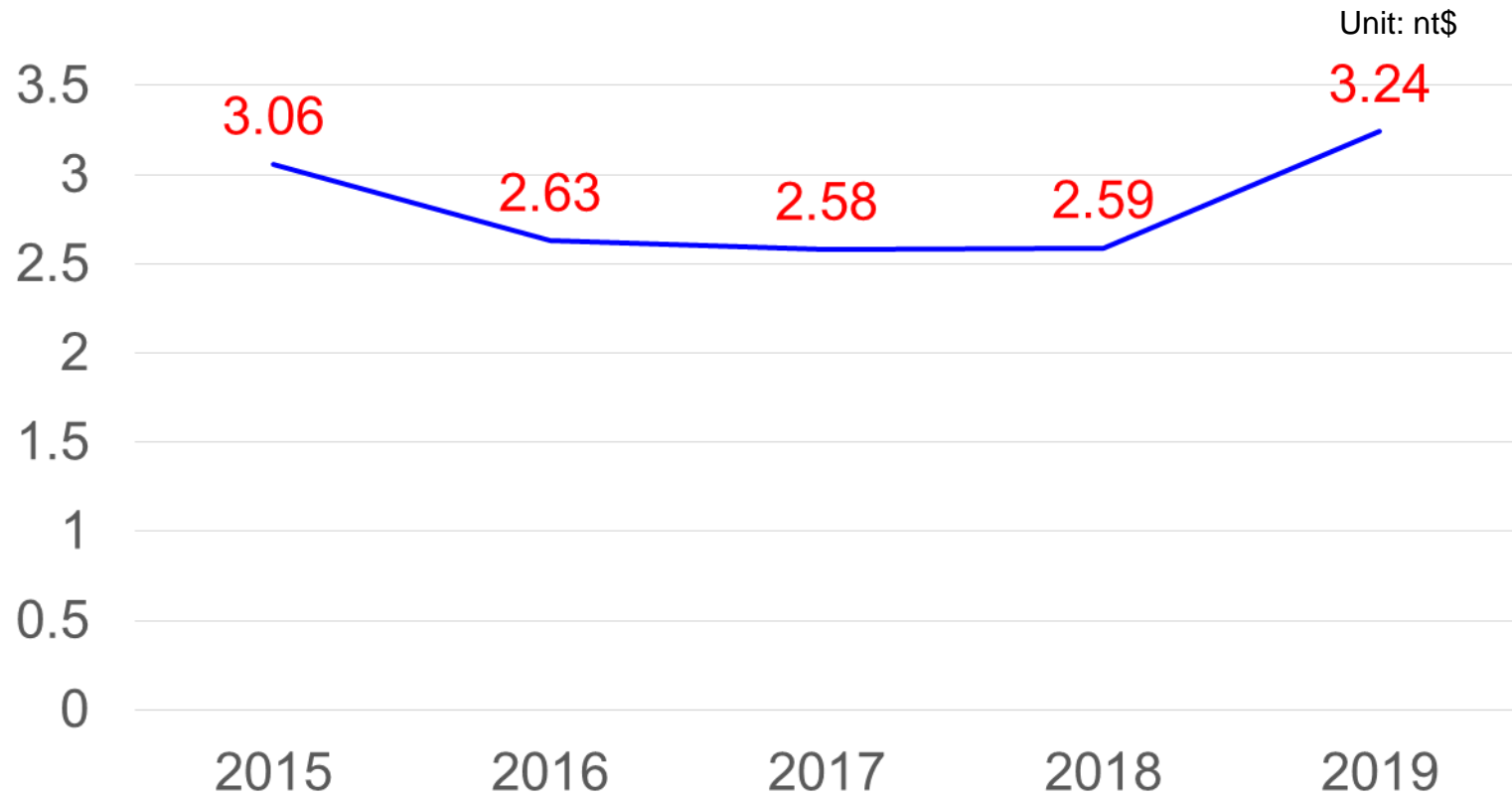
(1) Operating Revenue



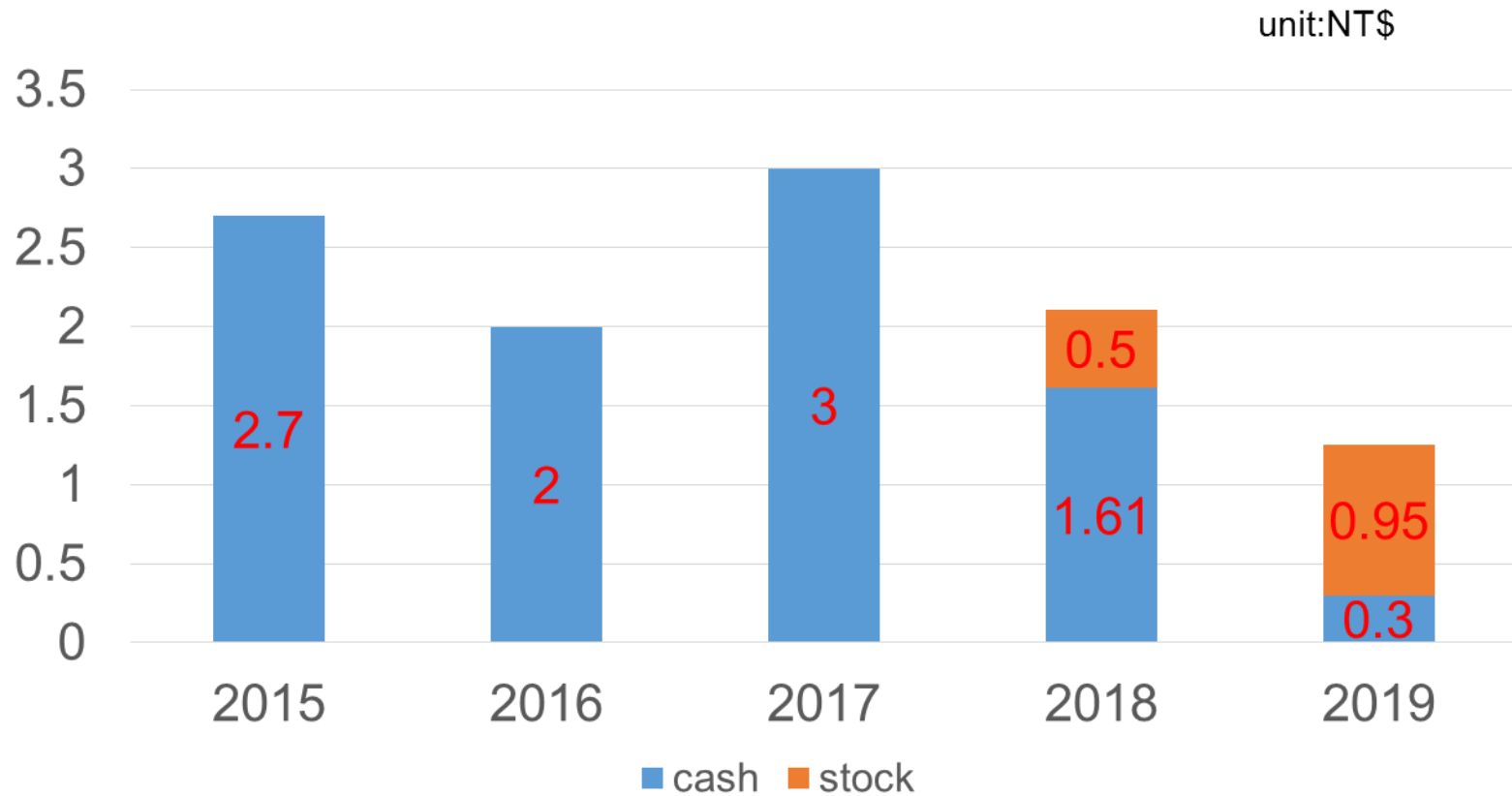
(2) Net Profit after Tax



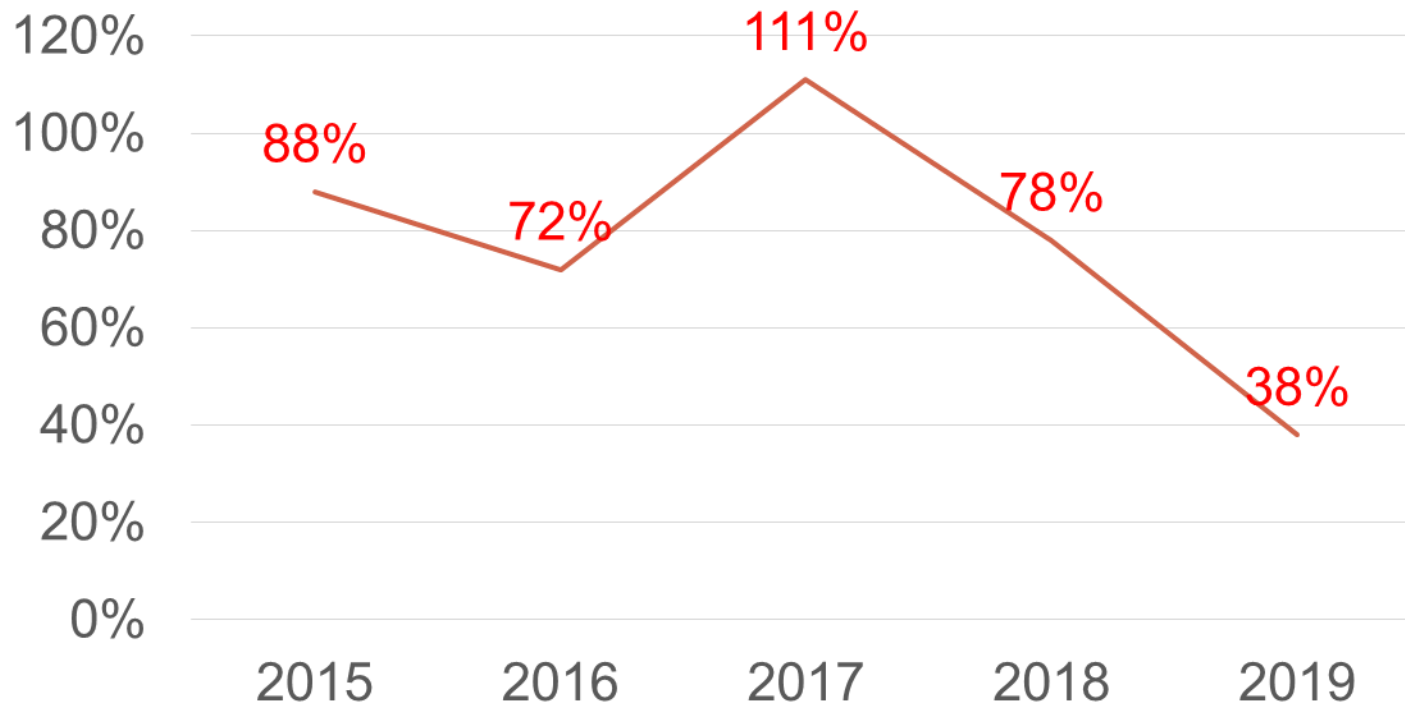
(3)EPS



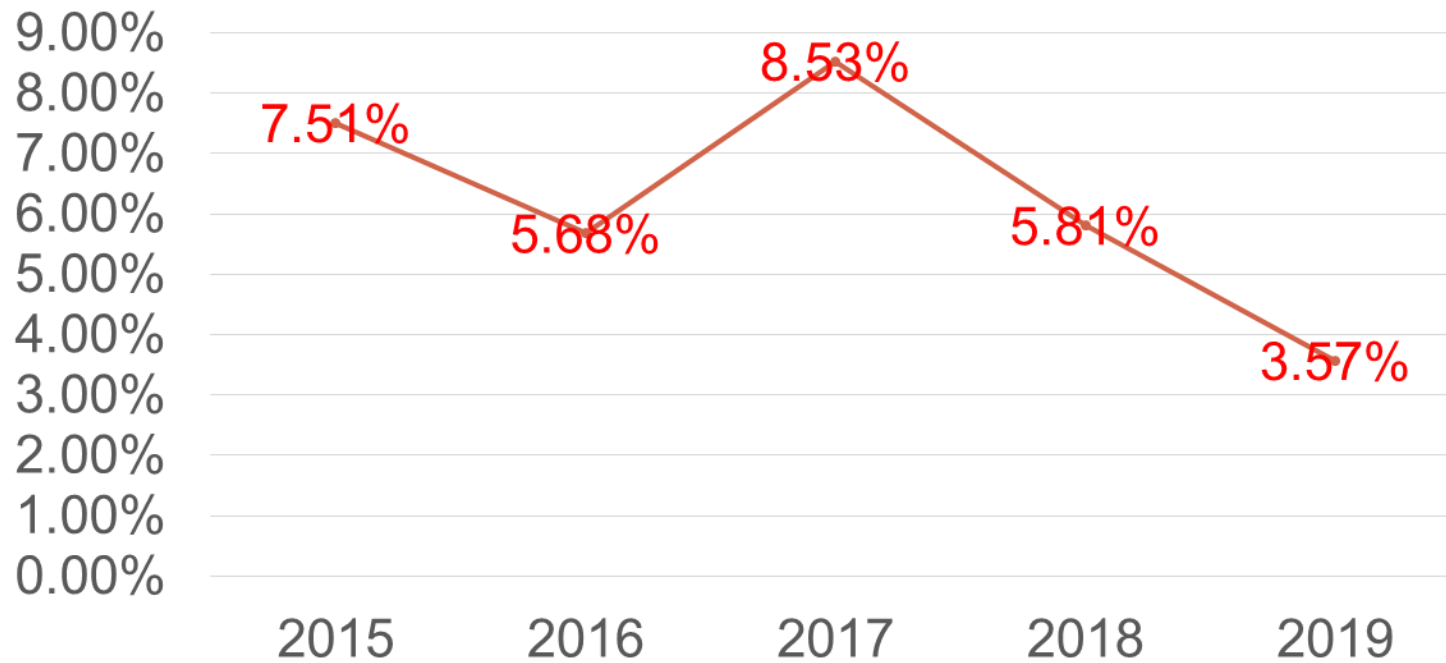
(4) Dividend policy



(5) Payout ratio(%)



(6) Dividend yield(%)



★ 2020 Q1 V.S 2019 Q1

2020	
unit: thousand NT\$	
Operating Revenue	365,963
Gross Profit	26,058
Non Operating income	(18,378)
Net Profit After Tax	4,615
EPS	0.08

2019	
unit: thousand NT\$	
Operating Revenue	526,944
Gross Profit	33,847
Non Operating income	4,147
Net Profit After Tax	30,682
EPS	0.50

★Service Item & Ratio

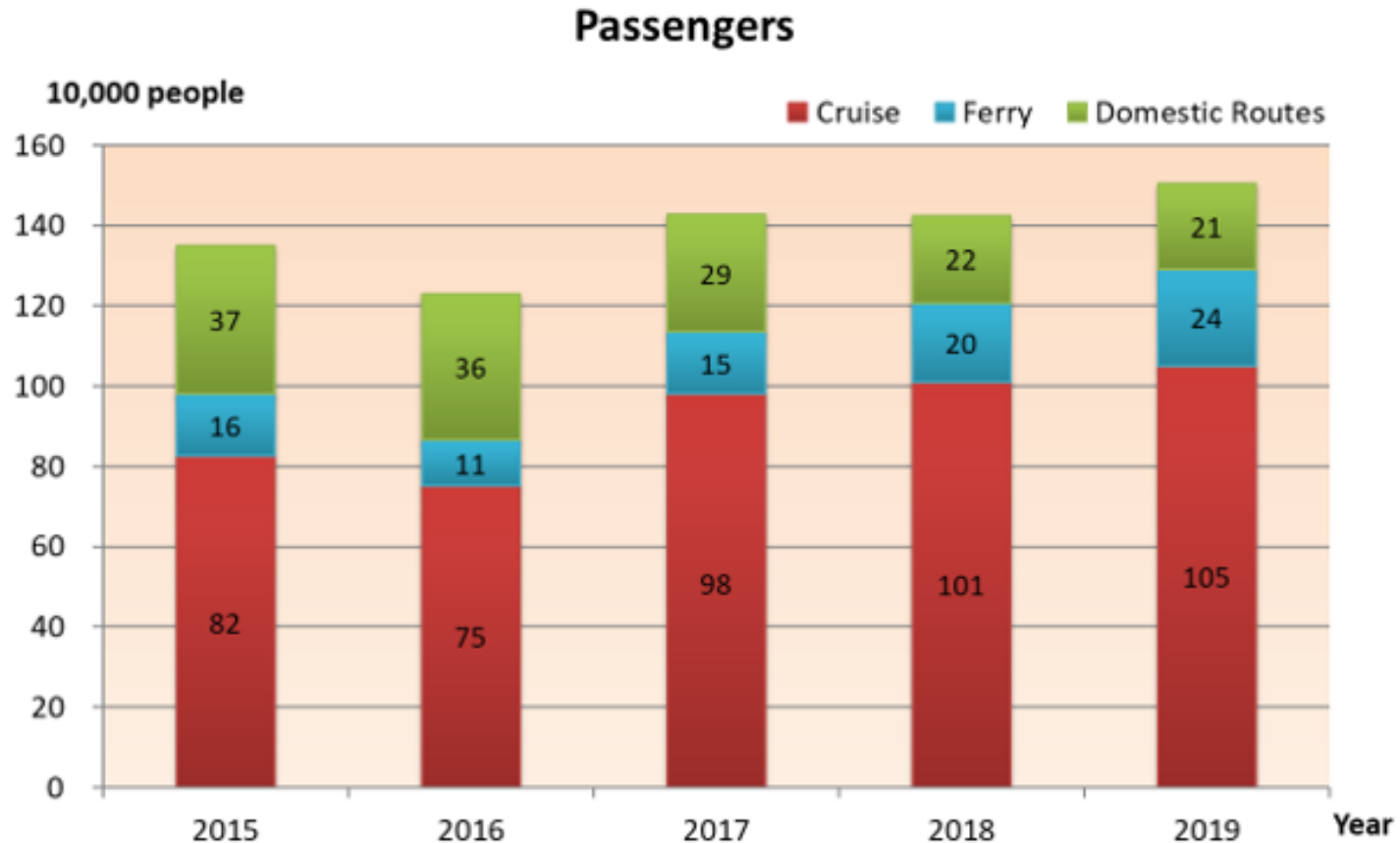
Year	2019	2018	2017
Product Main			
Europe	24.85%	26.13%	32.94%
Turkey/Greece/Egypt	21.58%	N/A	N/A
America	4.53%	3.28%	9.69%
NZ & Aus	3.15%	2.96%	2.82%
Cruise	11.14%	12.37%	10.36%
Asia	6.39%	5.58%	4.74%
Mainland China	14.30%	12.92%	13.15%
Japan	6.97%	6.95%	7.36%
Domestic Tours	1%	0.85%	0.74%
* Other	6.09%	28.96%	18.20%

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

Travel Market Analysis

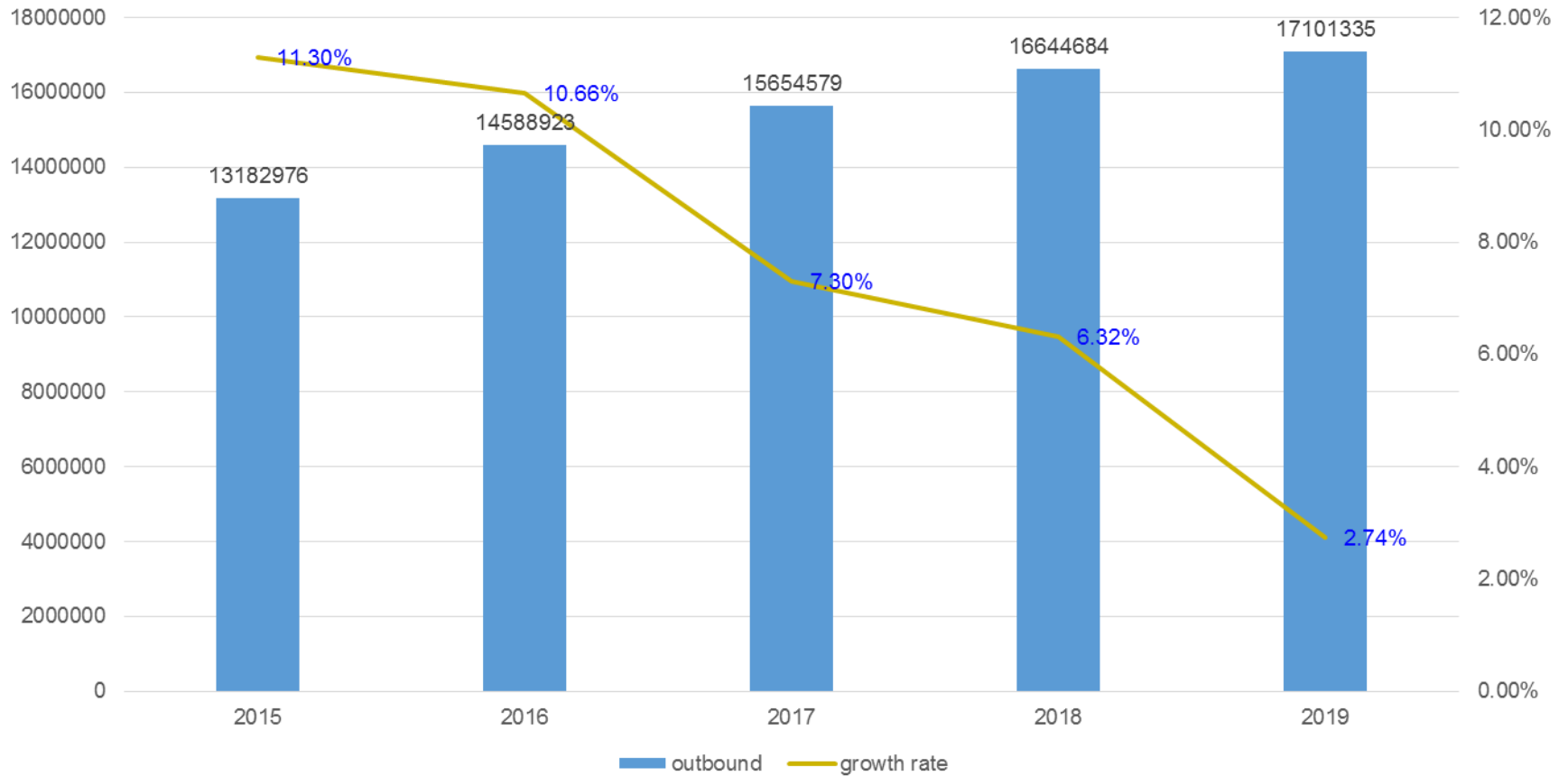


★ Number of int'l ports visitors in Taiwan

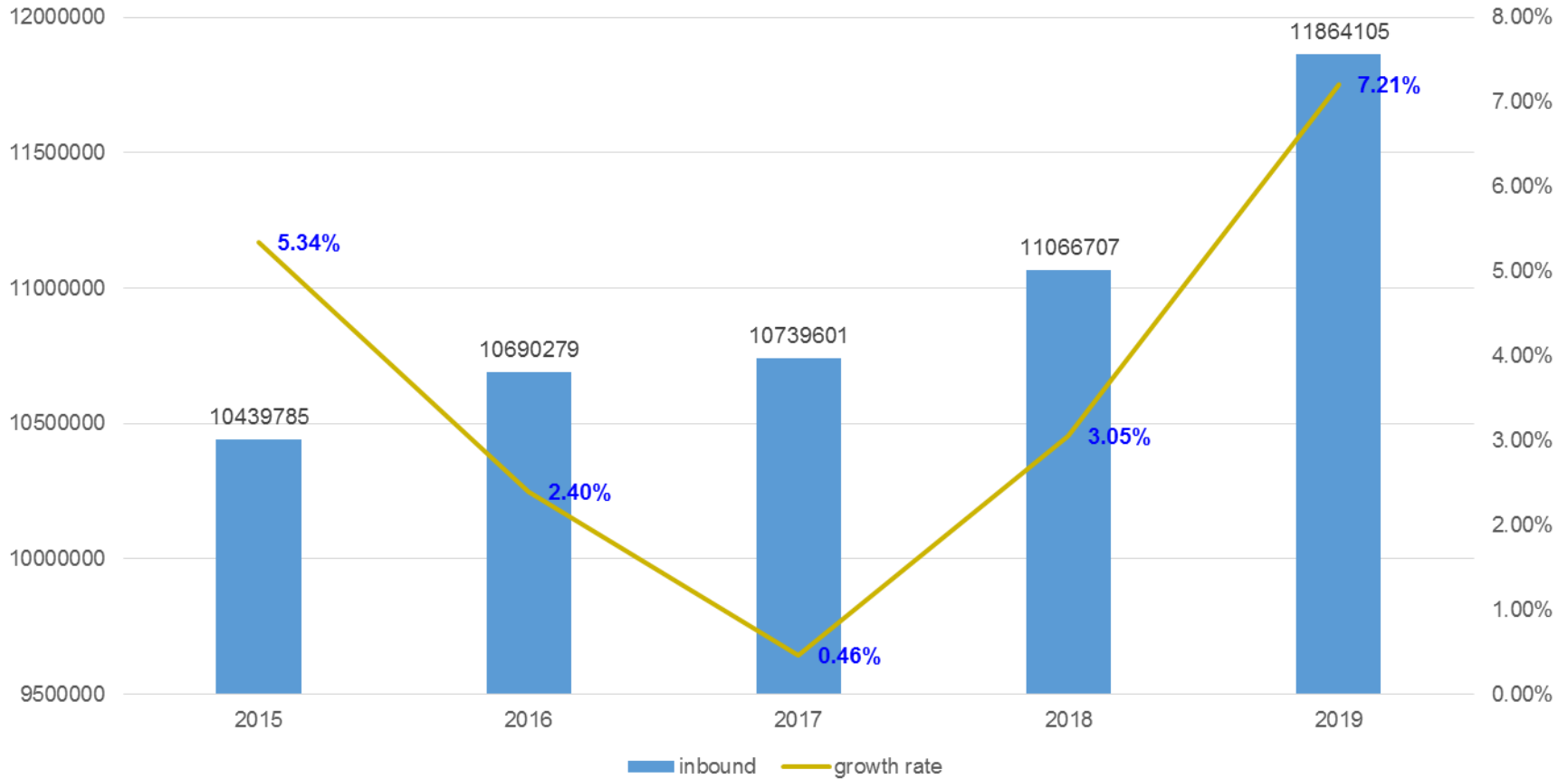


from: Taiwan International Ports Corporation, Ltd.

2015-19 outbound pax growth rate



2015-2019 Inbound pax growth rate



★ The impact of COVID-19

- The restriction of outbound tour group until 30 Jun
- From January to May, revenue dropped 63.65% yoy

★ In response to the outbreak

Internal adjustment

- 1) Epidemic prevention in the office and maintain the health status of colleagues.
- 2) From April to June, the chairman of the board does not pay, and the high level managers reduce salary by 30%.
- 3) Control expenses, suspension of unnecessary marketing expenses and business travel, and adjustment of working hours.
- 4) Consult with relevant suppliers to adjust various rents and maintenance costs.
- 5) Optimize various products and services, and develop diversity products in accordance with consumer needs.
- 6) Continue to strengthen education and training, enrich the professional skills, and accumulate energy.

★ Operation focus of second half

- ✓ Pay attention to changes in the epidemic situation and adjust strategies accordingly.
- ✓ Deploy in advance to prepare for market recovery.
- ✓ Continue to optimize products and services to maintain the best state of the team.
- ✓ Focus on domestic tourism products.
- ✓ Diversified management.



Thank you for your
attention!