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# Phoenix Tours Int'l Inc.

## Investors' Conference

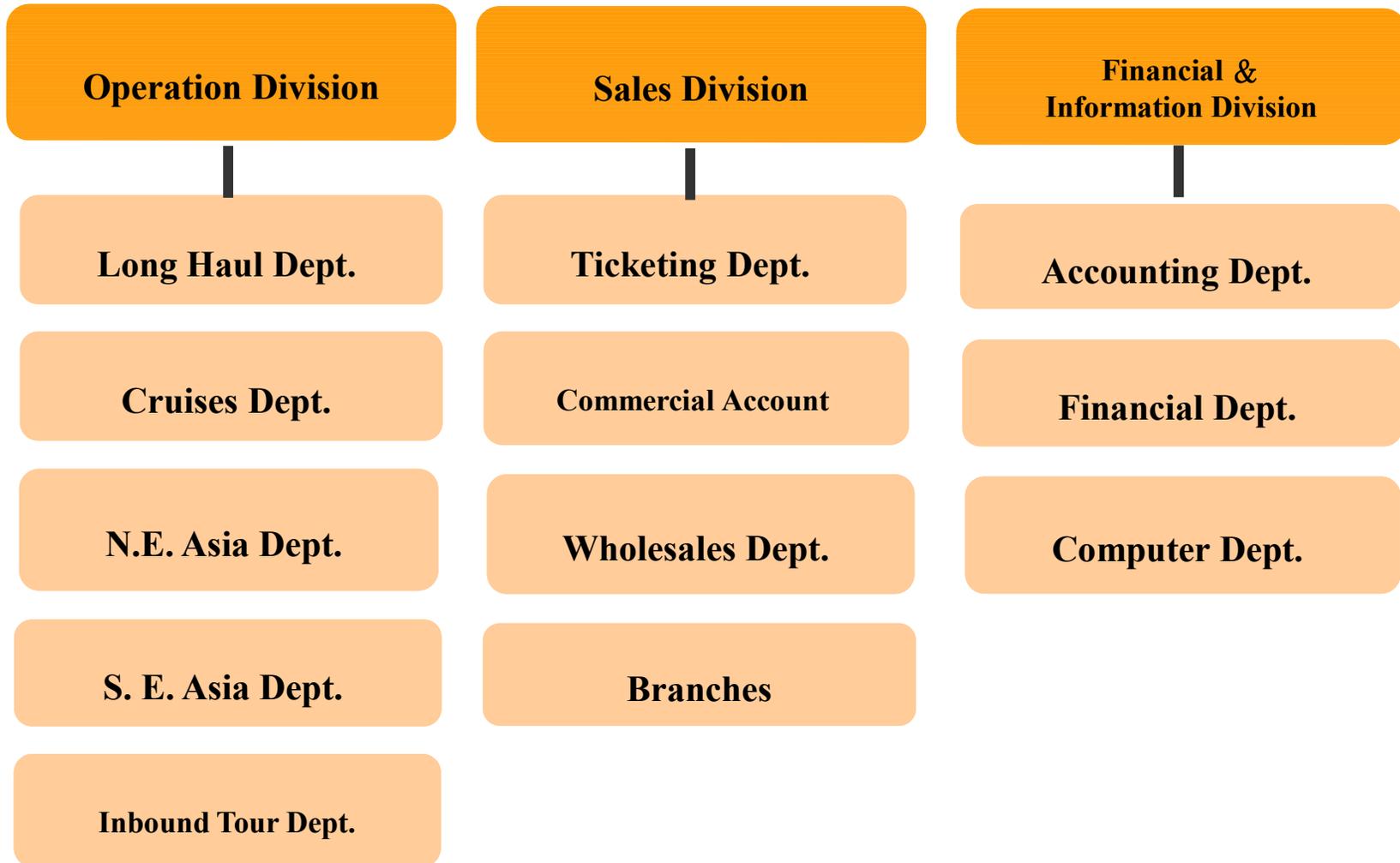
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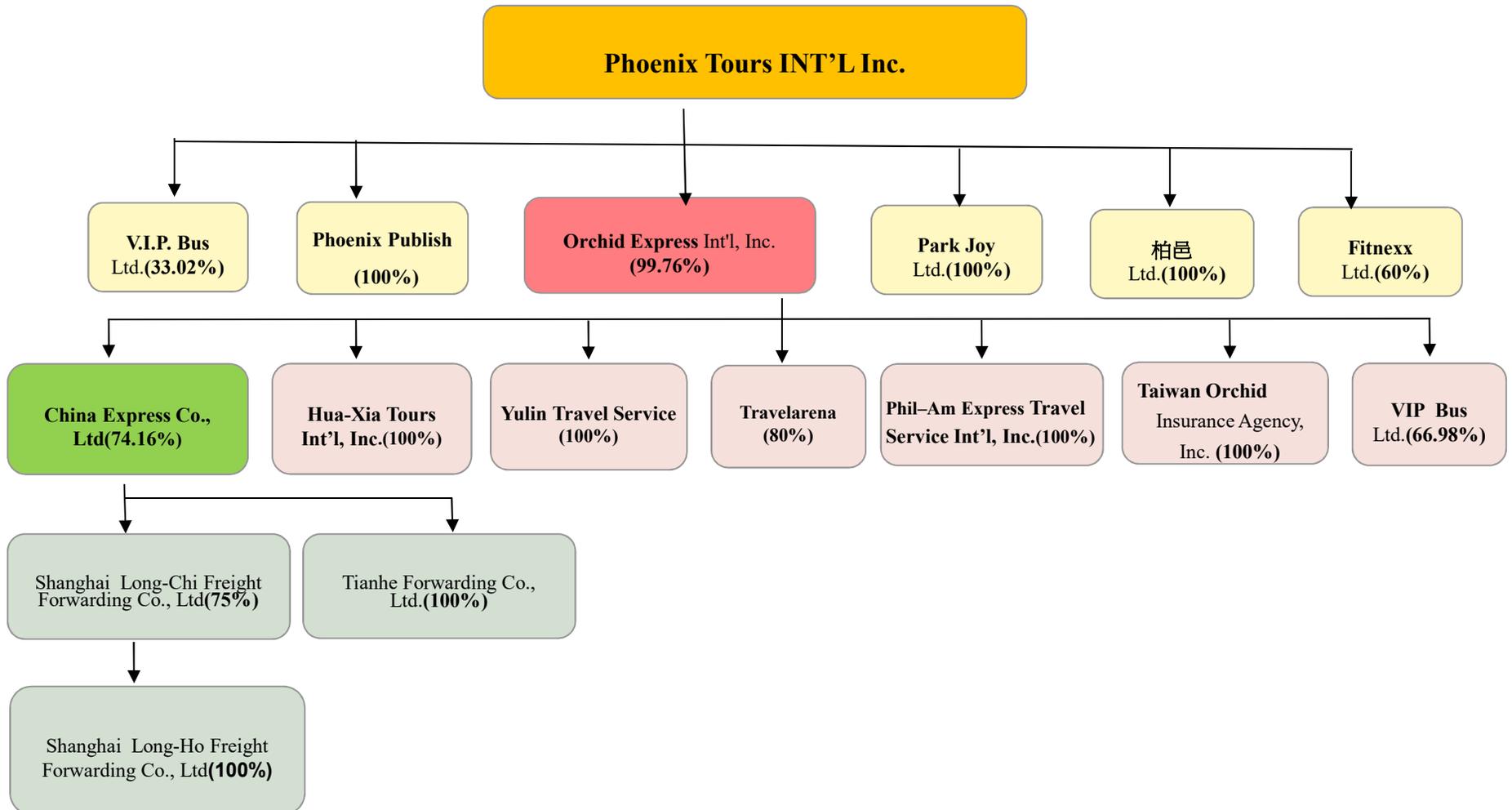
# ★ Company Profile

- 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 671,173,170.(around USD23Million)
- 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



# ★ Resource integration



G.S.A. of Airlines



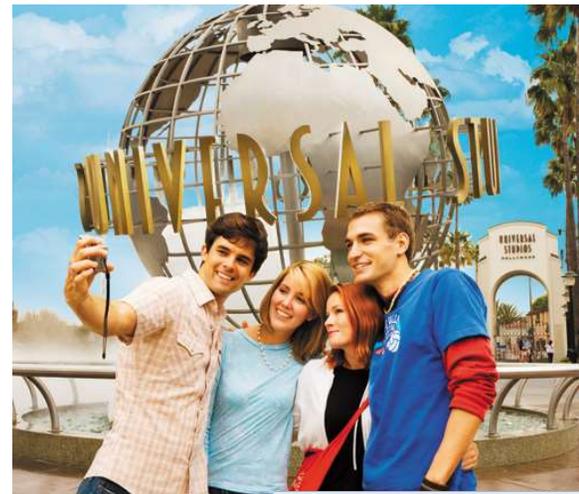
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ENTERPRISE HOLDINGS™



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



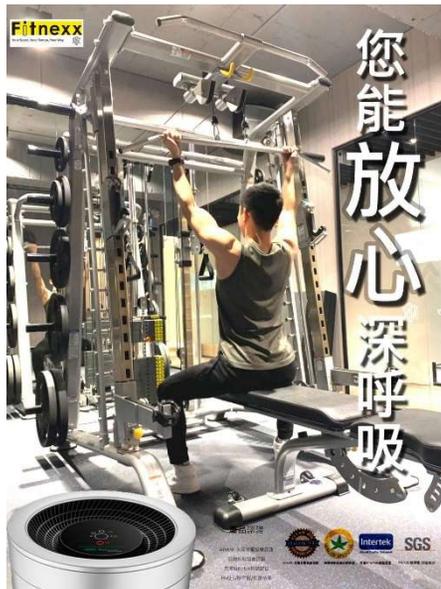
- **Business items:** Mainly engaged in property and casualty insurance, especially tourism domestic and foreign travel safety insurance, travel industry contract liability insurance and performance liability insurance.  
Also undertake, fire insurance, car insurance, liability insurance, etc.
- **Target:** \* 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

# Invest in construction of Little liuqiu hotel

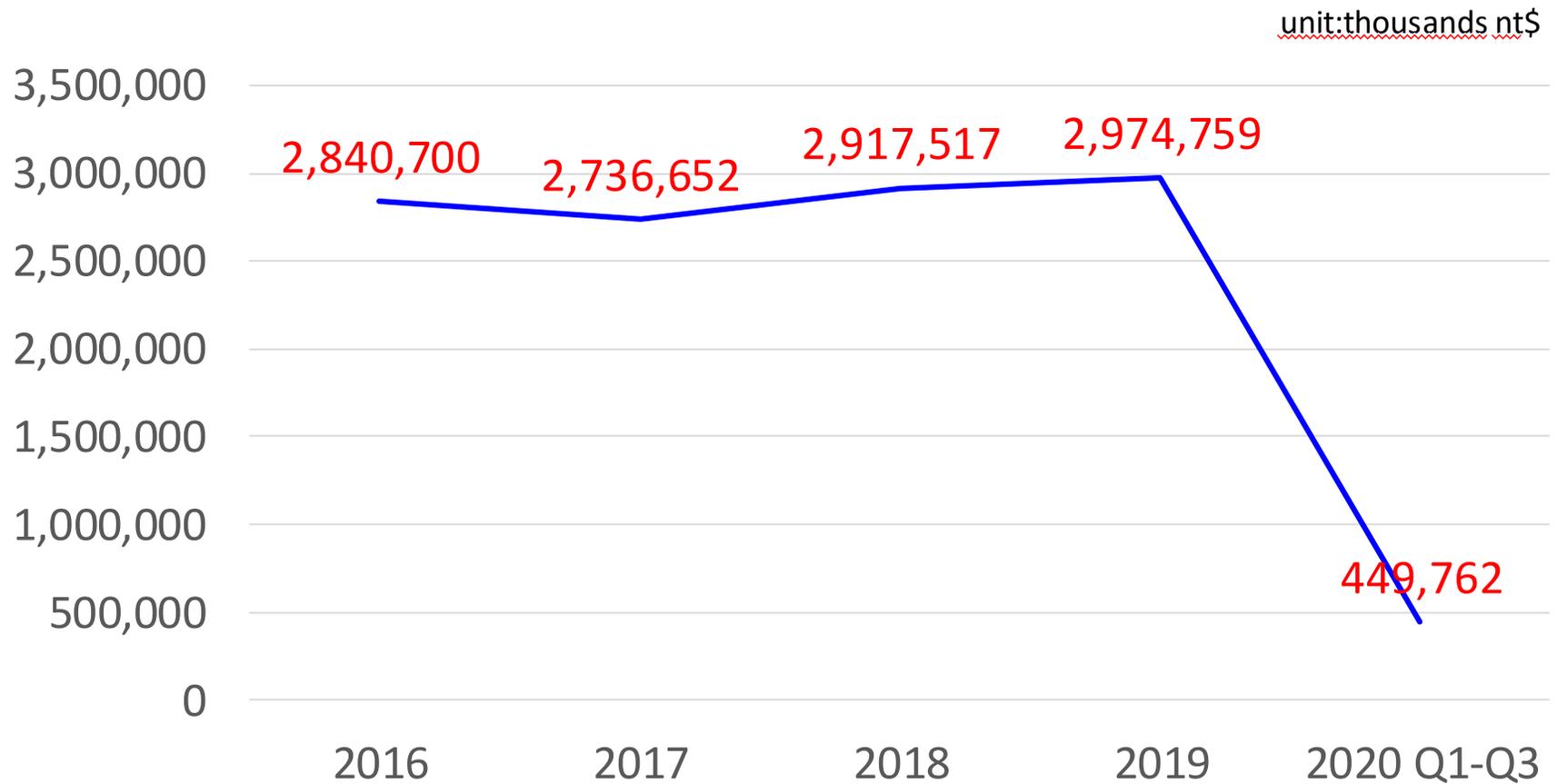


Estimated  
open in  
the end of  
year  
2022.

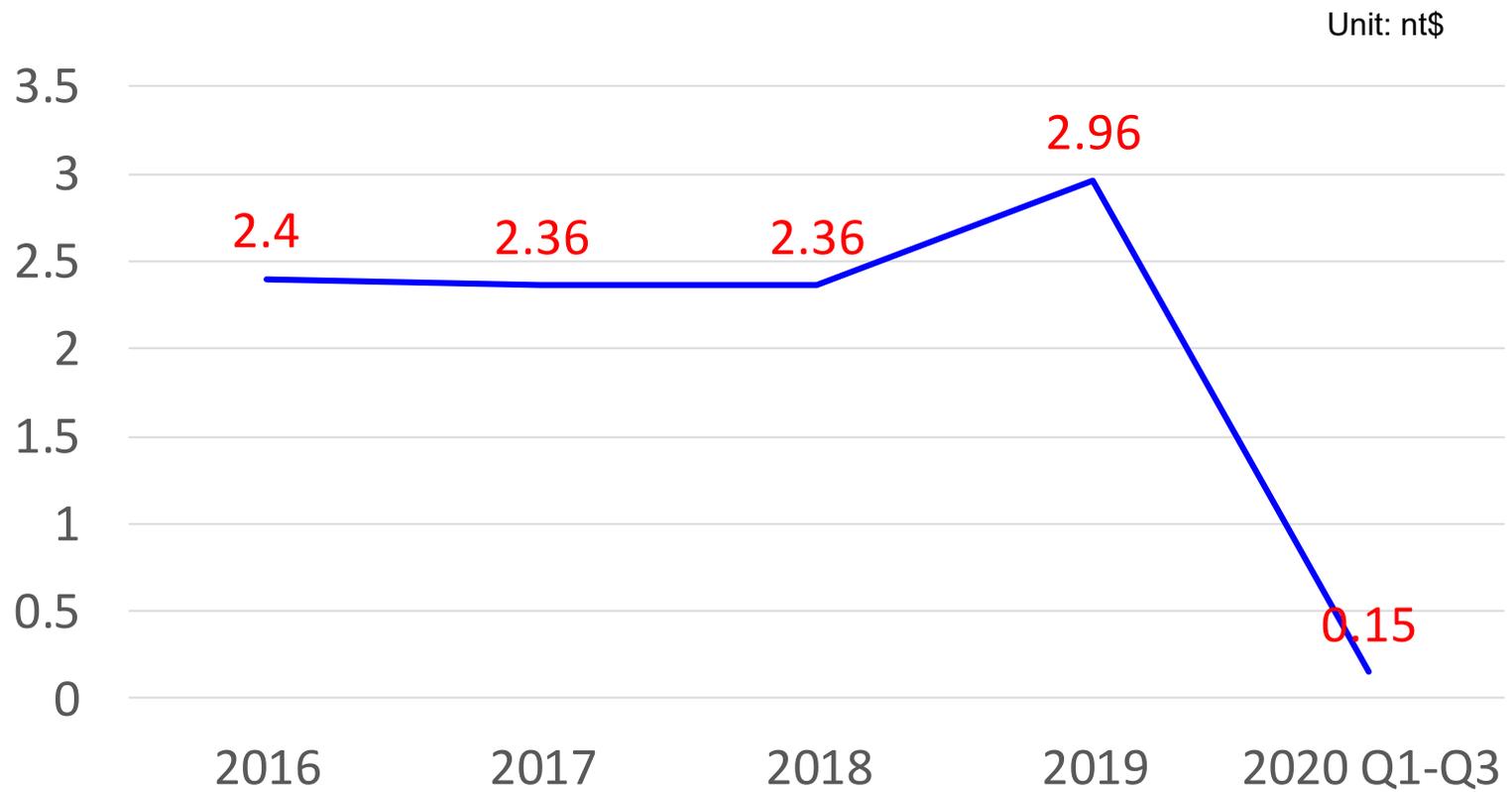
# Fitnexx private fitness center



# (1) Operating Revenue



## (2)EPS



# ★ 2020 Q1-Q3 V.S 2019 Q1-Q3

2020	
unit: thousand NT\$	
Operating Revenue	449,762
Gross Profit	(9,653)
Non Operating income	22,497
Net Profit After Tax	10,339
<b>EPS</b>	<b>0.15</b>

2019	
unit: thousand NT\$	
Operating Revenue	2,383,689
Gross Profit	153,984
Non Operating income	50,756
Net Profit After Tax	169,672
<b>EPS</b>	<b>2.53</b>

# ★ Service Item & Ratio

Year Product Main	2020 Jan-Nov	2019	2018
Europe	18.64%	24.85%	26.13%
Turkey/Greece/Egypt	23.93%	21.58%	N/A
America	2.96%	4.53%	3.28%
NZ & Aus	5.54%	3.15%	2.96%
Cruise	9%	11.14%	13.37%
Asia	12.81%	6.39%	5.58%
Mainland China	6.31%	14.30%	12.92%
Japan	5.47%	6.97%	6.95%
Domestic Tours	10.30%	1%	0.85%
* Other	5.04%	6.09%	28.96%

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

# ★ The impact of COVID-19

- The restriction of outbound tour group indefinitely
- From January to November, revenue dropped 83.40% yoy
- Until October inbound passenger 1,334,672 yoy dropped 86.28%
- Until October outbound passenger 2,291,580 yoy dropped 84.27%

# ★ Operation focus of 2021

- ✓ Watch for 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.

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Thank you for your  
attention !