

# Phoenix Tours Int'l Inc.

## Investors' Conference

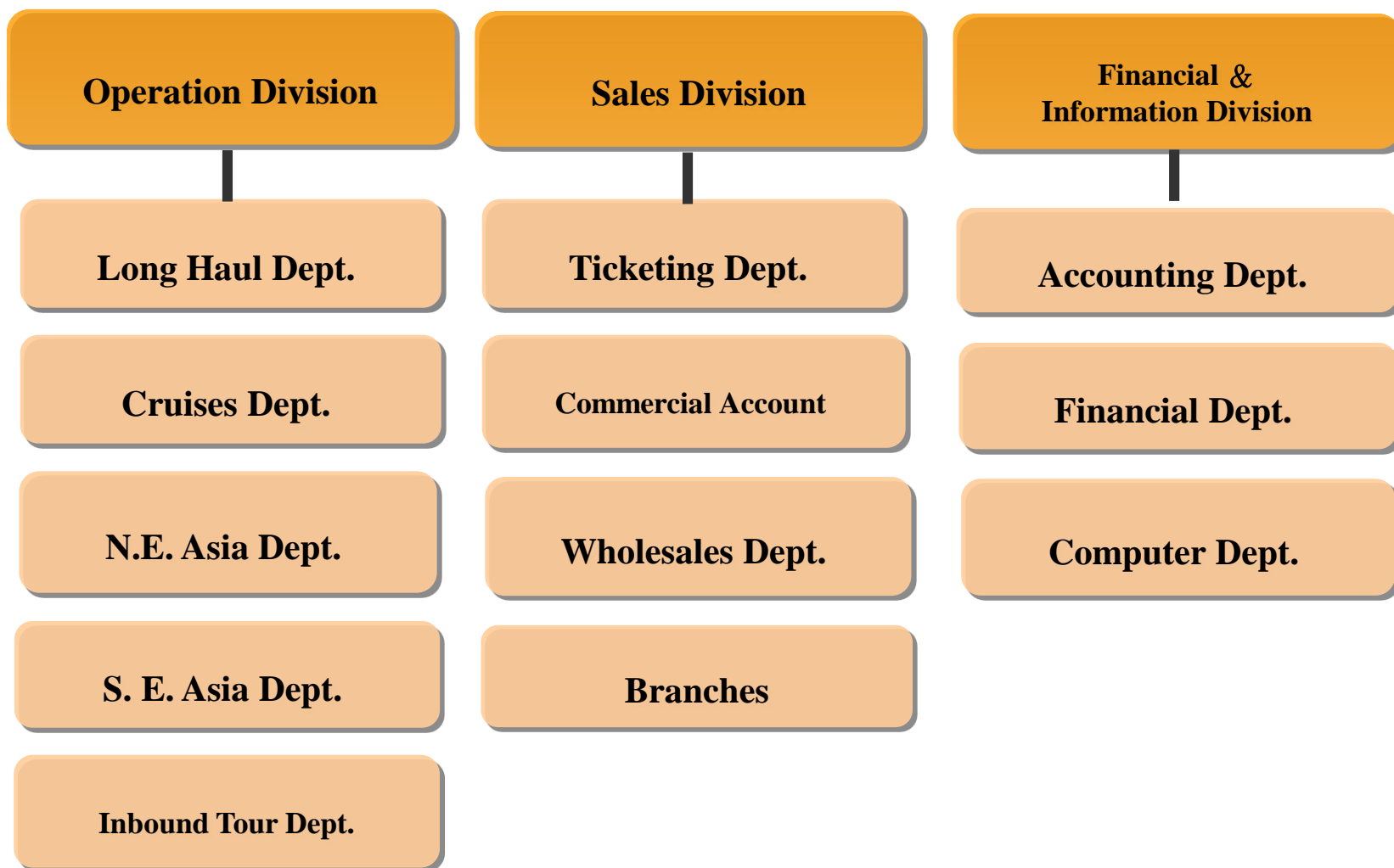
Stock code: 5706

Dec 22 2021

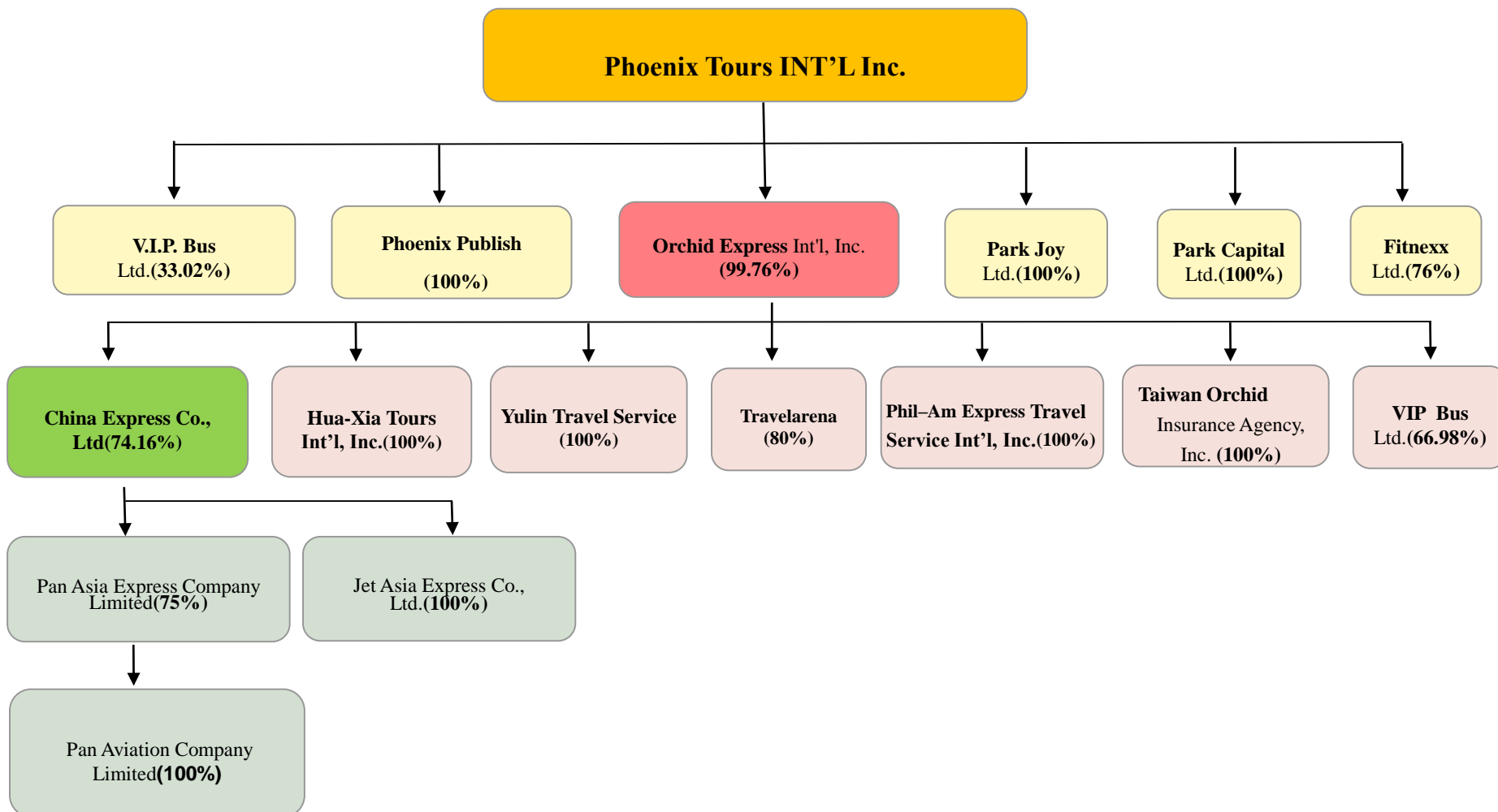
# ★Company Profile

- 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 USD24Million)
- 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.

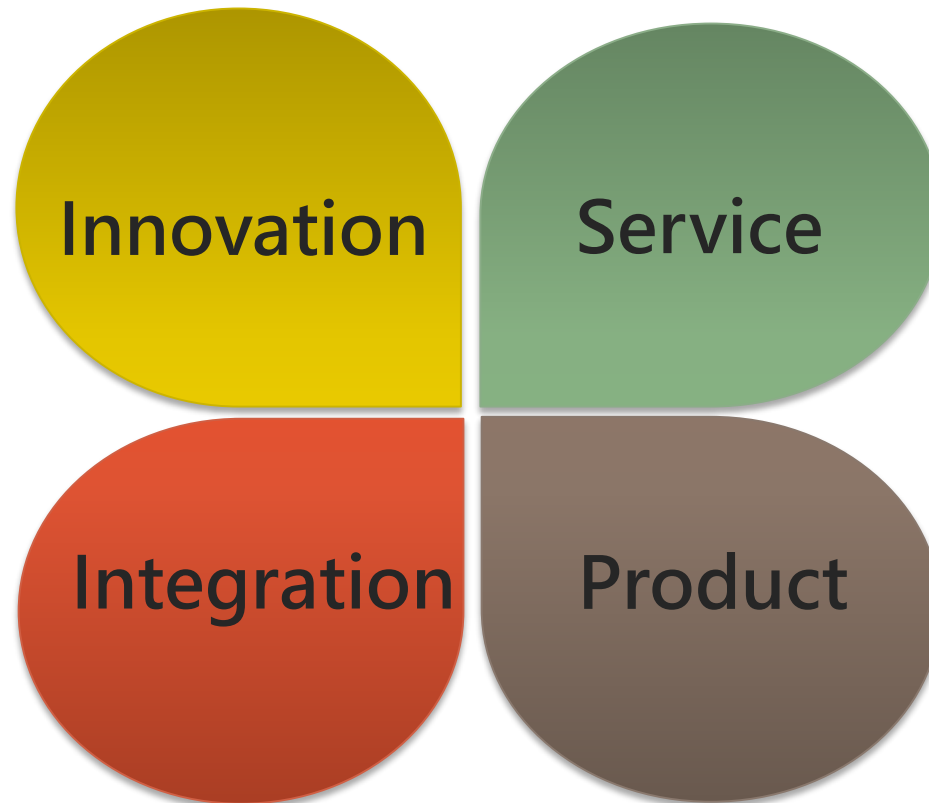
# Structure of Phoenix Tours



# Affiliated Company



# ★Our Core Values





# ★Resource integration



雍利企業股份有限公司  
Taiwan Orchid Express, Inc.

G.S.A. of Airlines



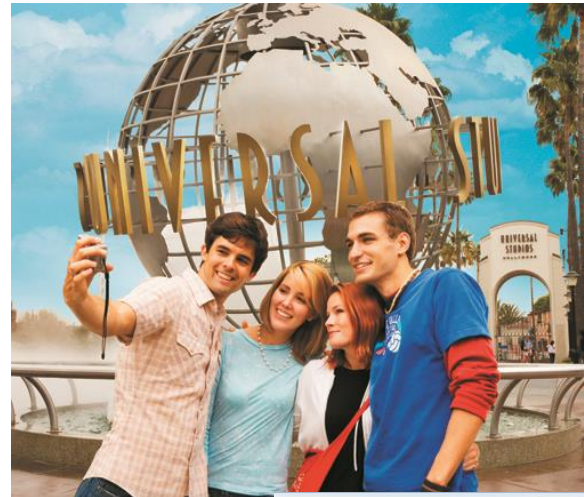




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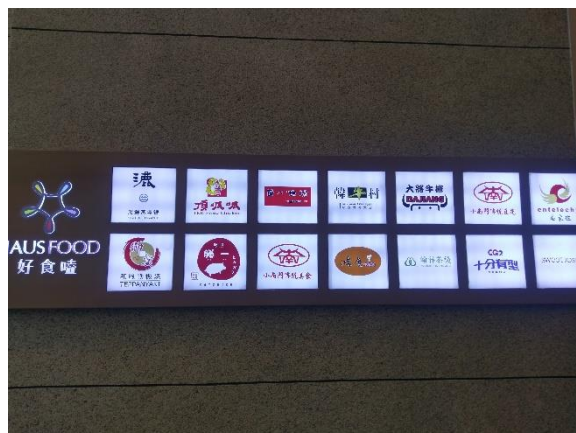
ENTERPRISE HOLDINGS™



# 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.





# 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

# Liuqiu leisure hotel investment



It will invest about NT\$500 million to build a leisure hotel in Liuqiu, which start construction at 21 September 2020 and is expected to be completed by the end of 2022.

Initial planning building height of 10 floors, about 70 rooms, in a leisure vacation design style, to provide the best vacation experience for travelers.



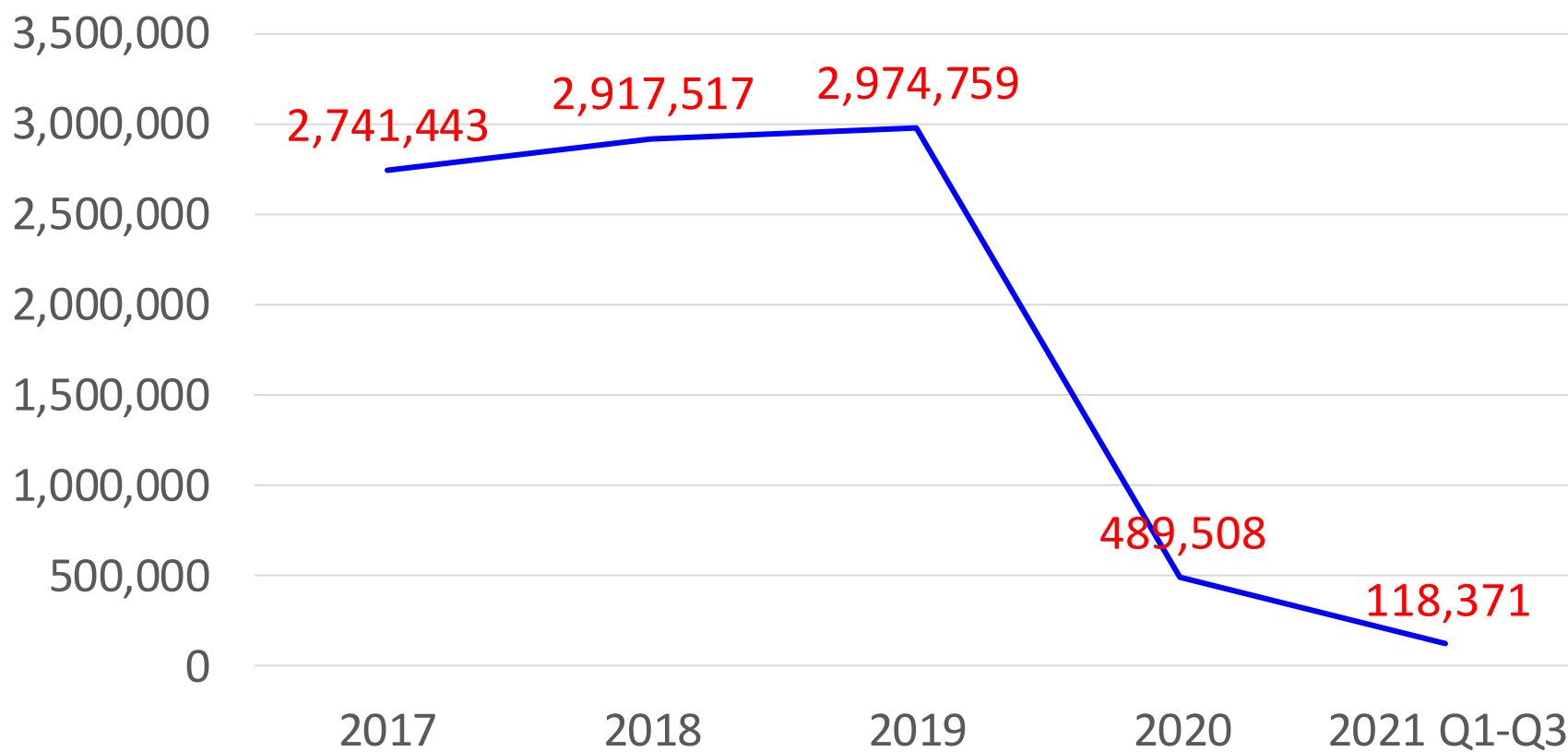
# Fitnexx private fit center

open on 10/16/2020



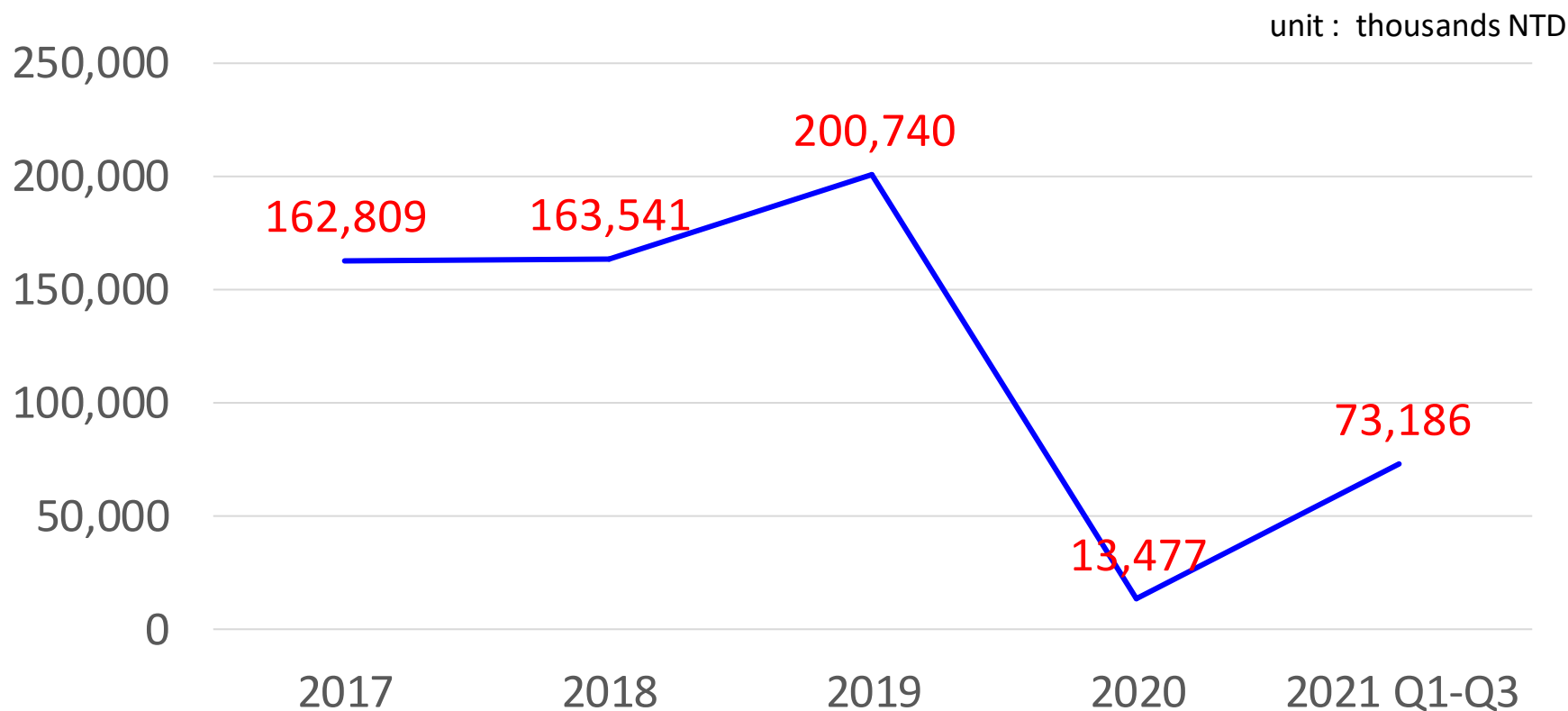
# (1) Operating Revenue

unit : thousands NTD

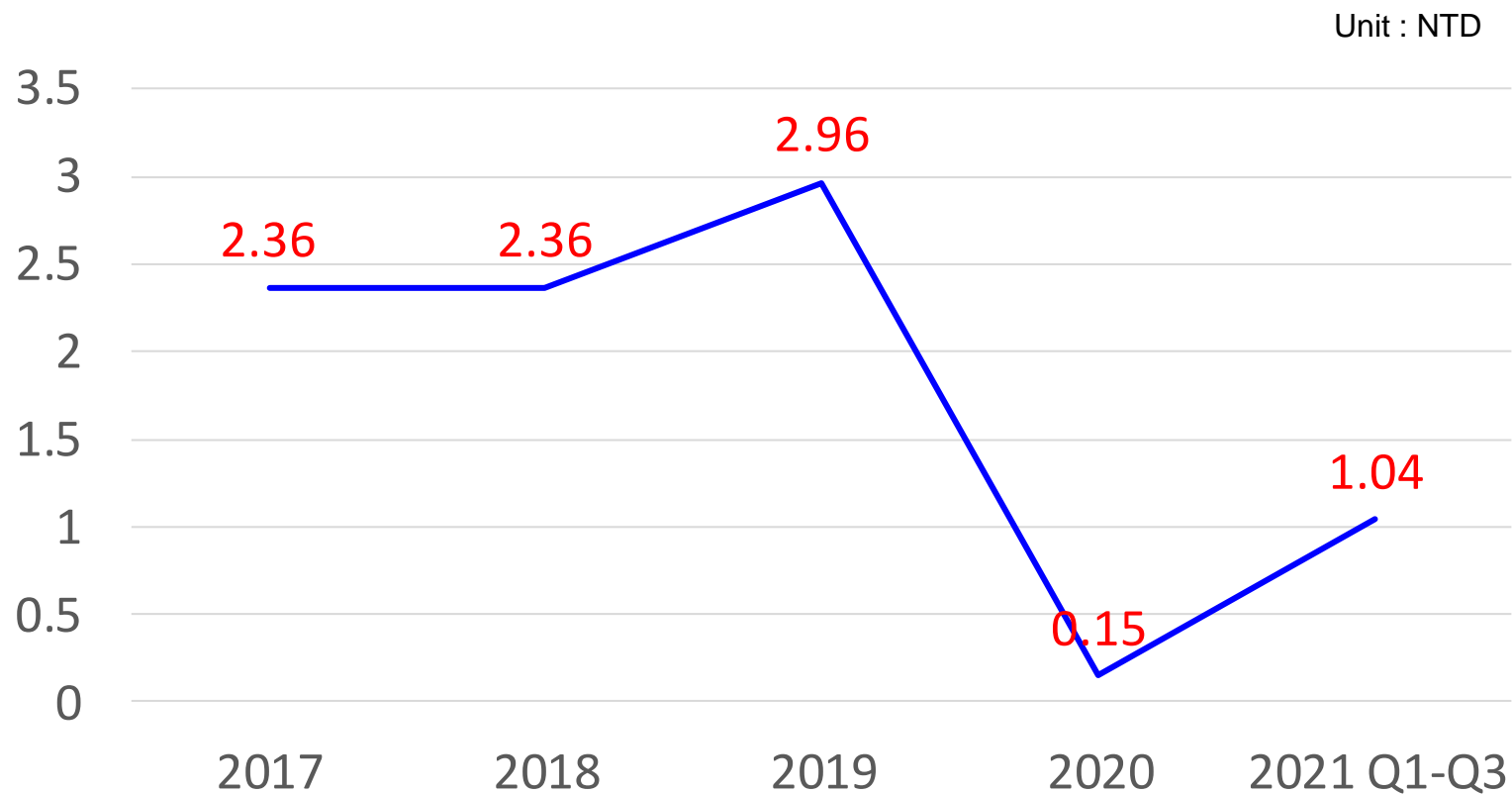




## (2) Net Profit after Tax



## (3)EPS



# ★Service Item & Ratio

Year Product Main	2021 Jan-Nov	2020	2019
Europe		18.18%	24.85%
Turkey/Greece/Egypt		23.33%	21.58%
America	35.27%	2.88%	4.53%
NZ & AUS		5.41%	3.15%
Cruise	0.83%	8.78%	11.14%
Asia	33.53%	16.40%	6.39%
Mainland China		2.26%	14.30%
Japan		5.33%	6.97%
Domestic Tours	28.48%	12.23%	1%
* Other	1.89%	5.20%	6.09%

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

# ★2021 Q1-Q3 V.S 2020 Q1-Q3

## 2021

unit: thousands NTD

Operating Revenue	118,371
Gross Profit	(45,942)
Non Operating income	119,728
Net Profit After Tax	69,243
EPS	NT\$1.04

## 2020

unit: thousands NTD

Operating Revenue	449,762
Gross Profit	(9,653)
Non Operating income	22,497
Net Profit After Tax	10,339
EPS	NT\$0.15



# ★The impact of COVID-19

- 2020/3/19 The restriction of outbound tour group
- 2020 Phoenix tours revenue dropped 83.54% yoy
- 2021 Q1-Q3 Phoenix tours revenue dropped 73.68% yoy

# ★Operation focus of 2022

- ✓ Focus on domestic tour products.
- ✓ Pay attention to changes in the epidemic situation and adjust strategies accordingly.
- ✓ Deploy in advance to prepare for market recovery.
- ✓ Diversified management.



Thank you for your  
attention !