

Phoenix Tours Int'l Inc.

Investors' Conference

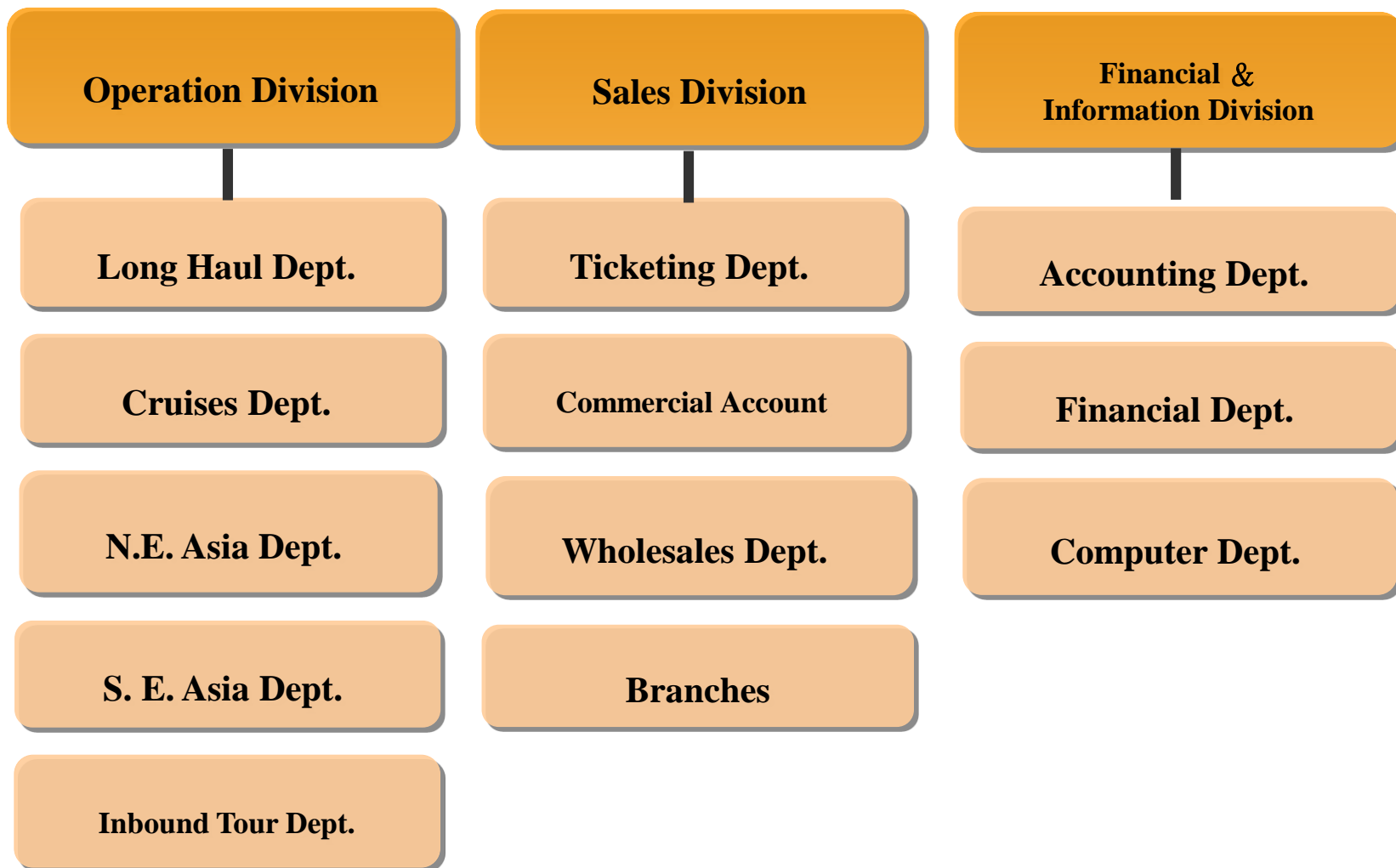
Stock code: 5706

Jun 22 2022

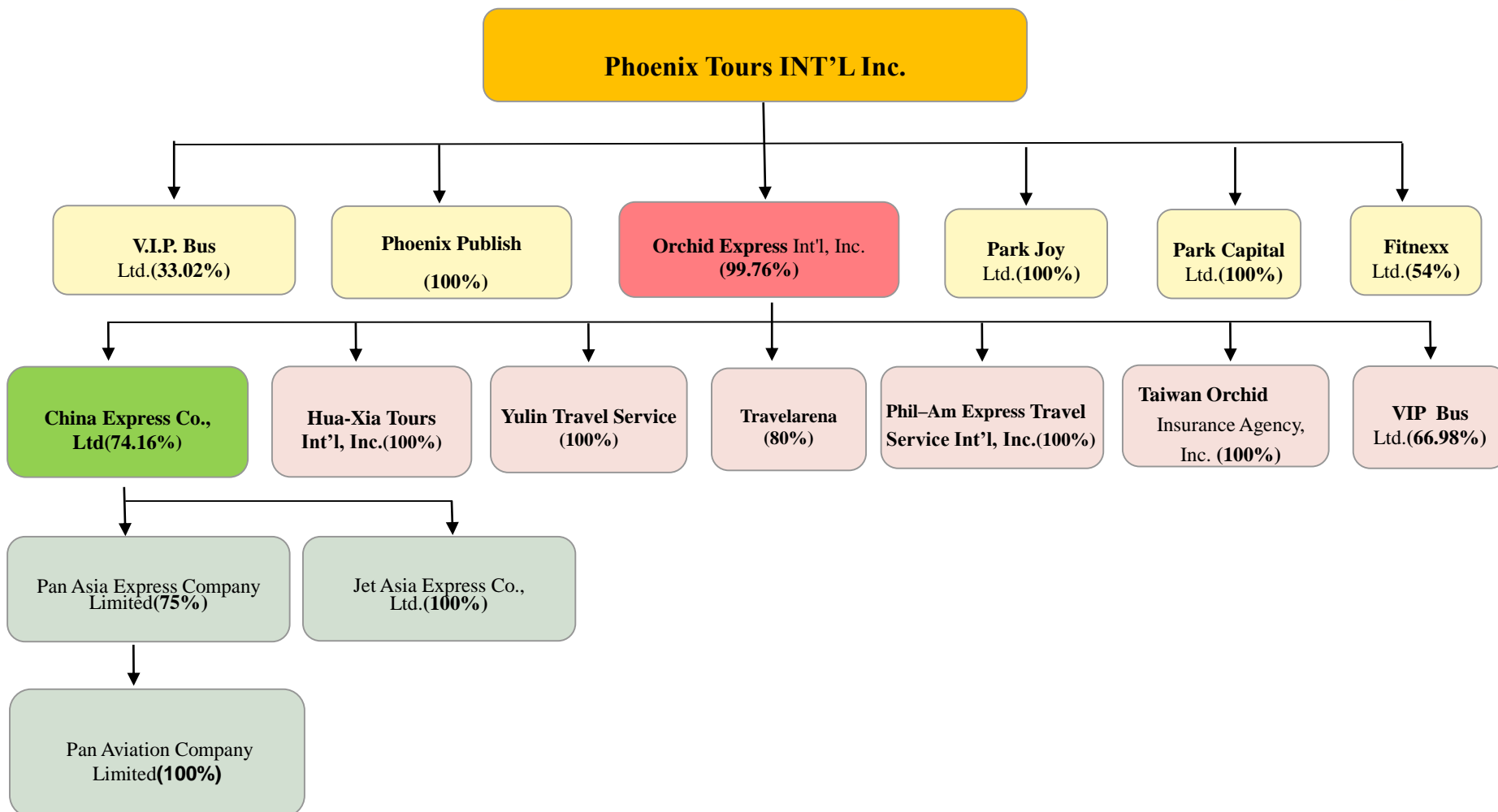
★Company Profile

- 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

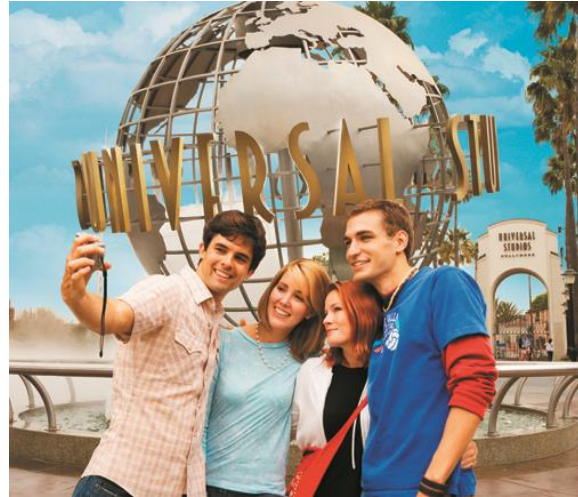


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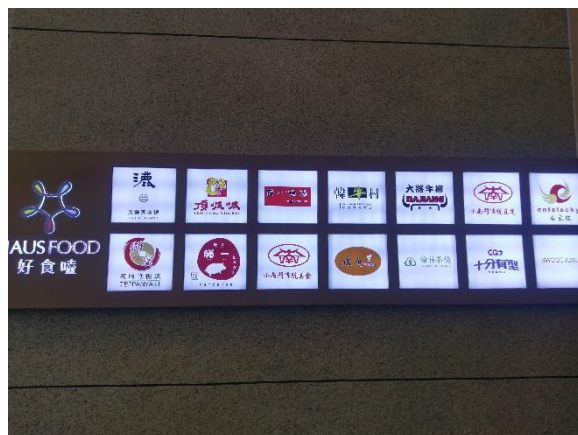
ENTERPRISE HOLDINGS™



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



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貴賓通運以成為台灣最優質的交通運輸公司為目標，利用最新的行車設備和GPS監測系統，提供旅客一趟安全舒適的旅程，並同時結合優良的服務品質與專業駕駛團隊，讓每位貴賓都能享受最輕鬆愉悅的包車出遊。



活動花絮

- 2020 行無礙新竹·桃園一日遊
- 2020 無障礙友善旅行

全台首家推廣
鳳凰無障礙遊覽車



服務項目



＞ 遊覽車租賃



＞ 多功能遊覽車



＞ 國內旅遊



＞ 機關團體交通車

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 year of 2023.

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

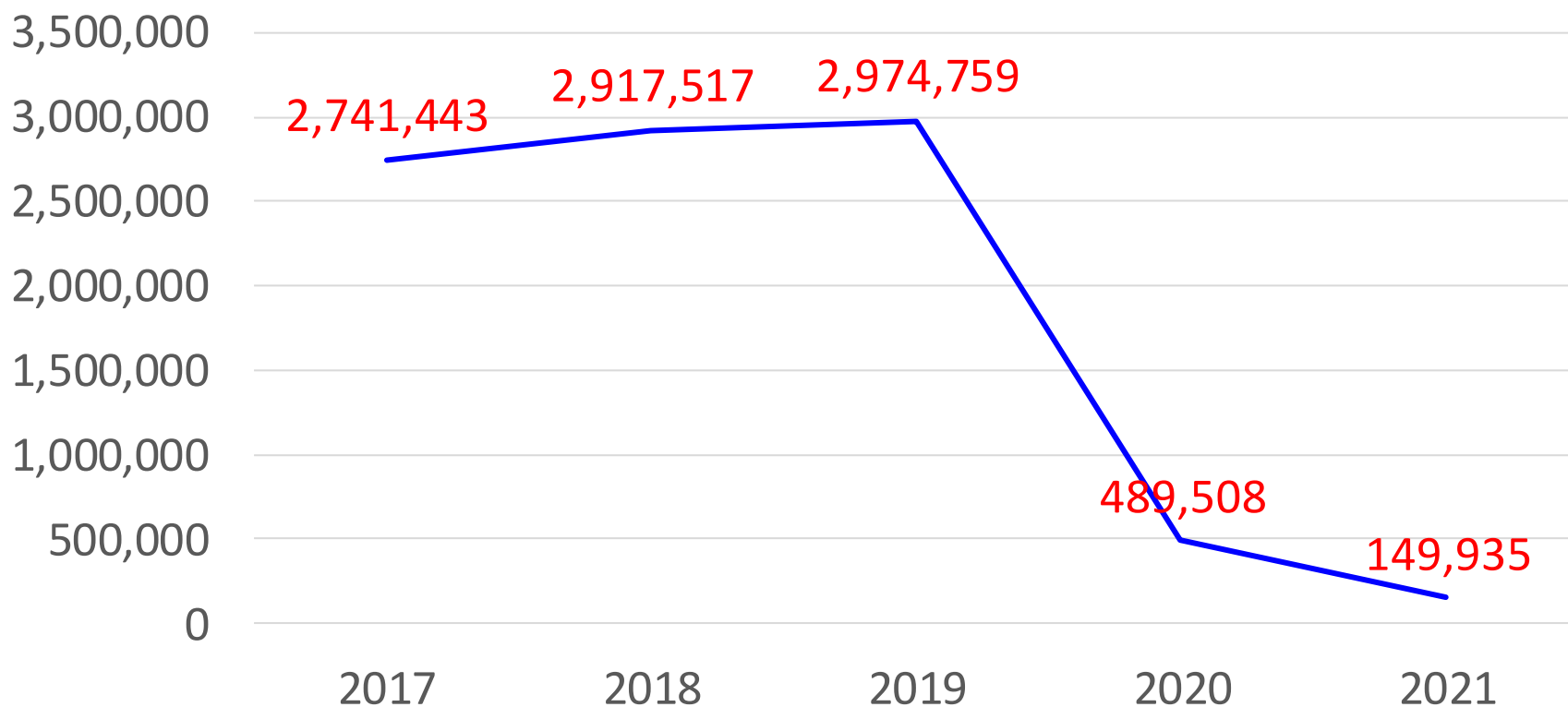
Fitnexx private fit center

open on 10/16/2020

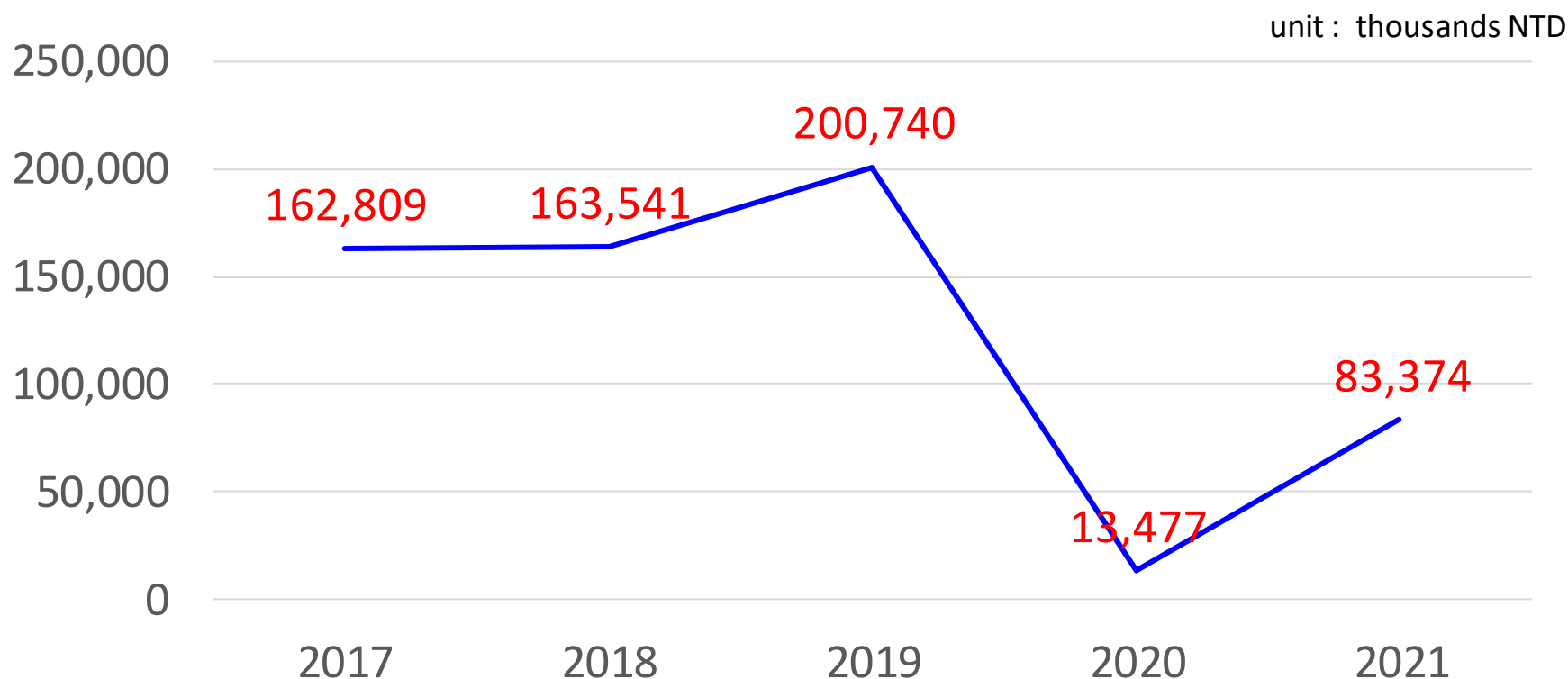


(1) Operating Revenue

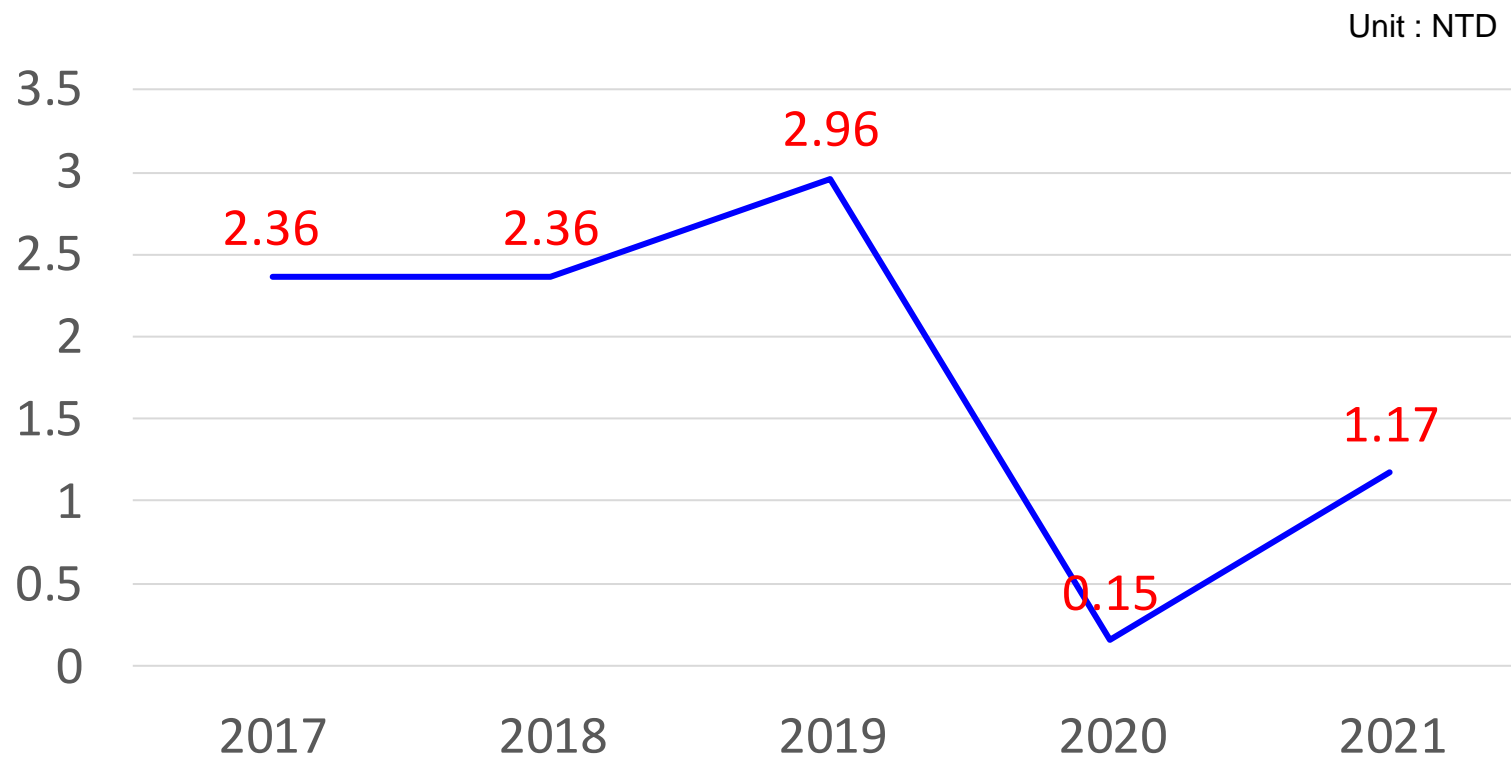
unit : thousands NTD



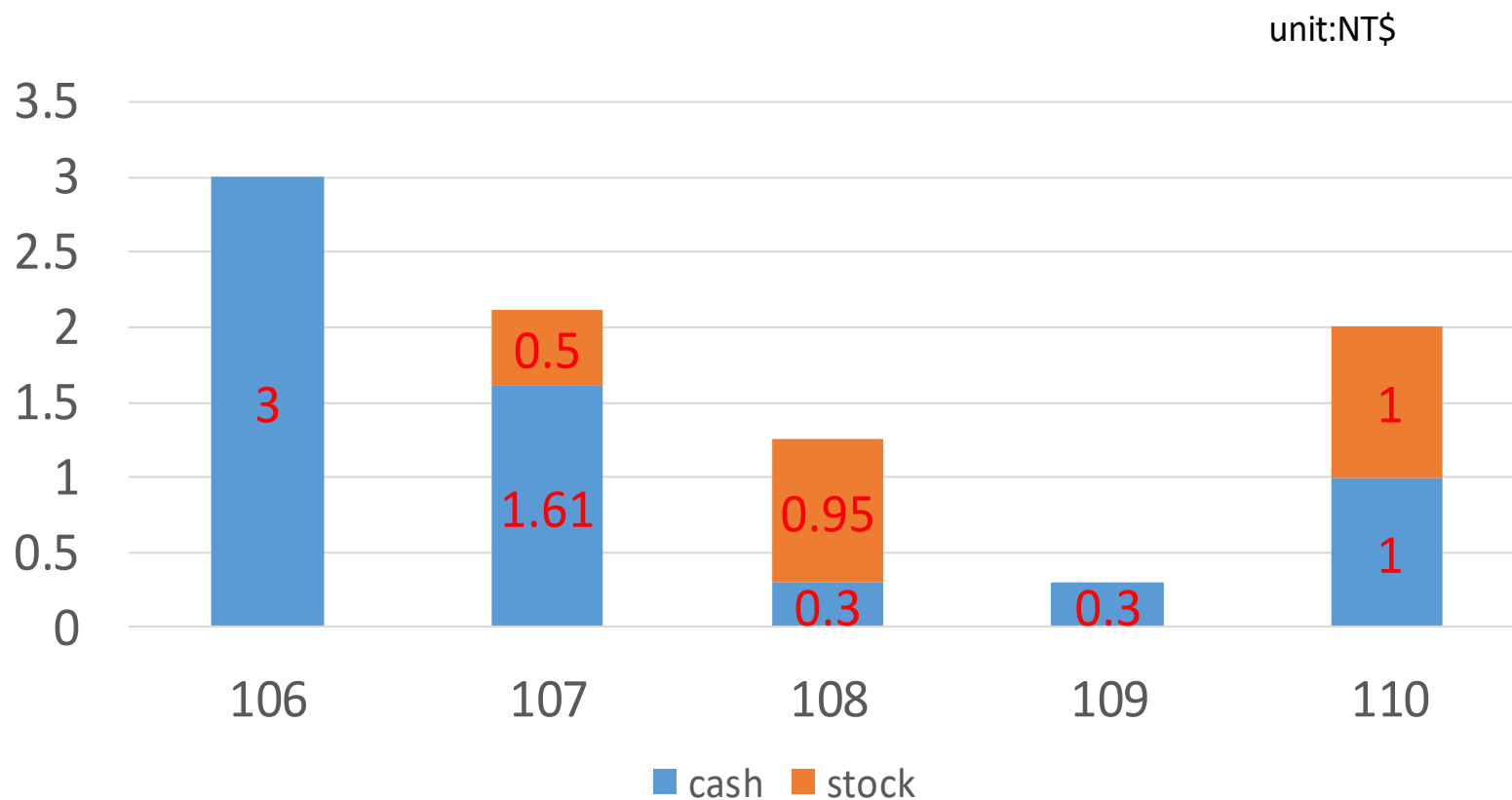
(2) Net Profit after Tax



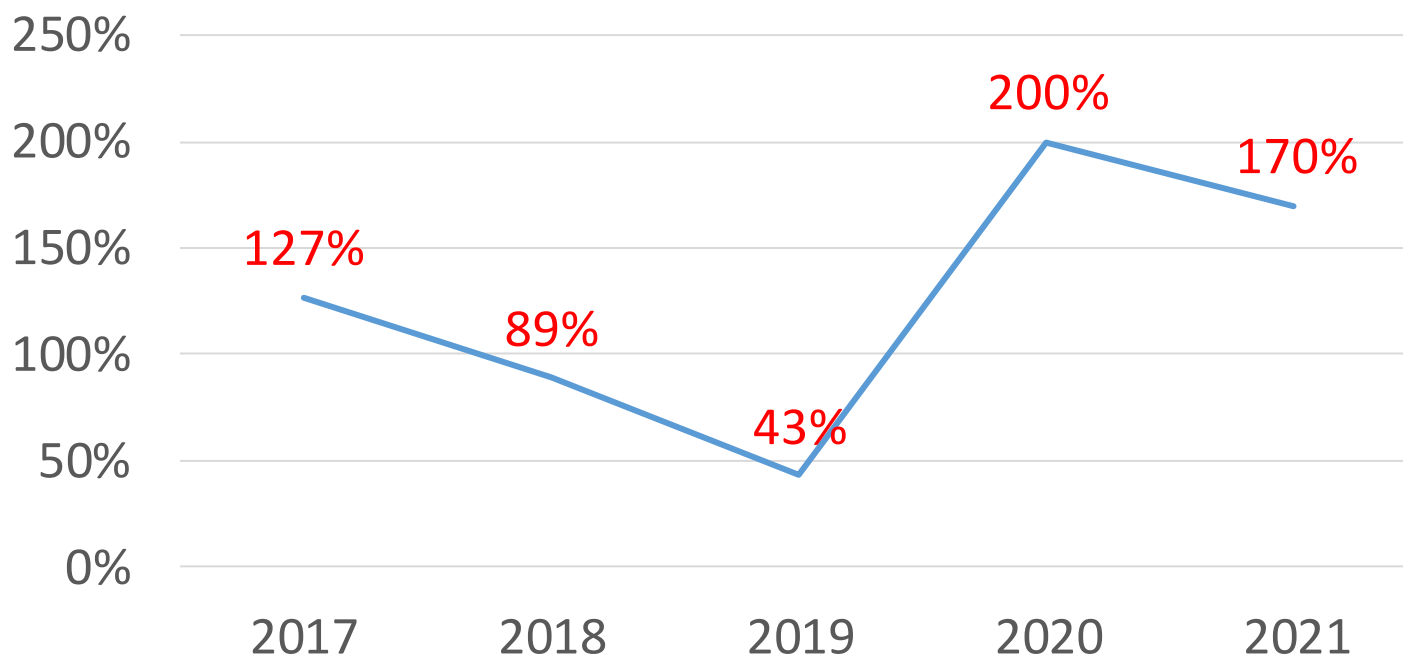
(3)EPS



(4)Dividend policy



(5)Payout ratio(%)



★Service Item & Ratio

Year Product Main	2021	2020	2019
Europe		18.18%	24.85%
Turkey/Greece/Egypt		23.33%	21.58%
America	33.74%	2.88%	4.53%
NZ & AUS		5.41%	3.15%
Cruise	0.80%	8.78%	11.14%
Asia	32.32%	16.40%	6.39%
Mainland China		2.26%	14.30%
Japan		5.33%	6.97%
Domestic Tours	31.04%	12.23%	1%
* Other	2.10%	5.20%	6.09%

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

★2022 Q1 V.S 2021 Q1

2022

unit: thousands NTD

Operating Revenue	22,458
Gross Profit	(14,481)
Non Operating income	22,143
Net Profit After Tax	3,824
EPS	NT\$0.06

2021

unit: thousands NTD

Operating Revenue	24,970
Gross Profit	(14,857)
Non Operating income	76,035
Net Profit After Tax	57,655
EPS	NT\$0.87

★Operation focus of second half 2022

- ✓ Focus on domestic tour products.
- ✓ Prepare for border unblocking and market recovery.
- ✓ Diversified management.



Thank you for your
attention !