

Phoenix Tours Int'l Inc.

Stock code: 5706

Investors' Conference

Invited by MasterLink Securities

AUG 30 2022

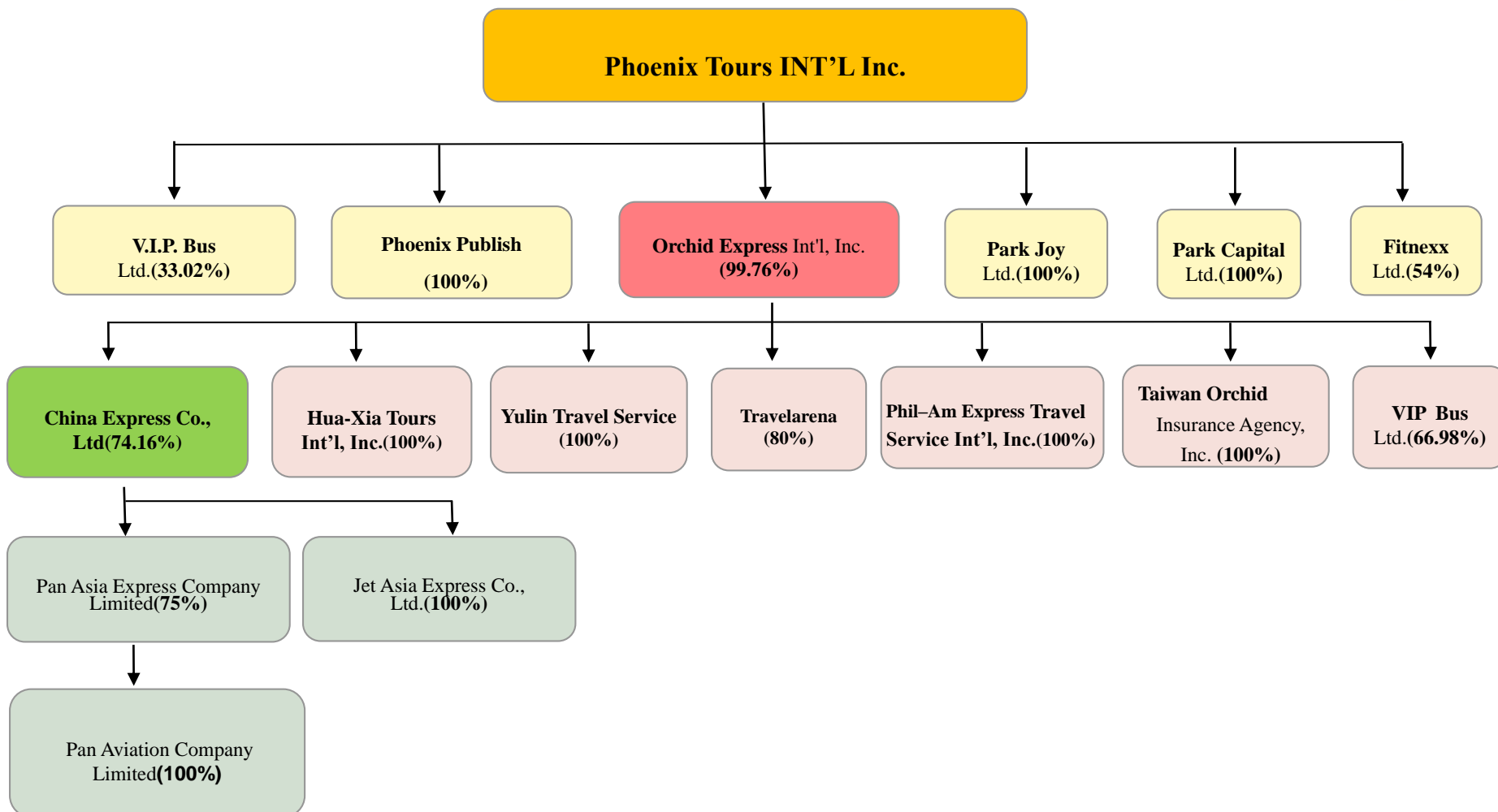
Company Overview



★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 671,173,170.(2022.06.01)
- 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.

Affiliated Company



Our Awards

*2001 ~ 2019 TTG Asia Media **14** times TTG Travel Awards as the best travel agency in Taiwan



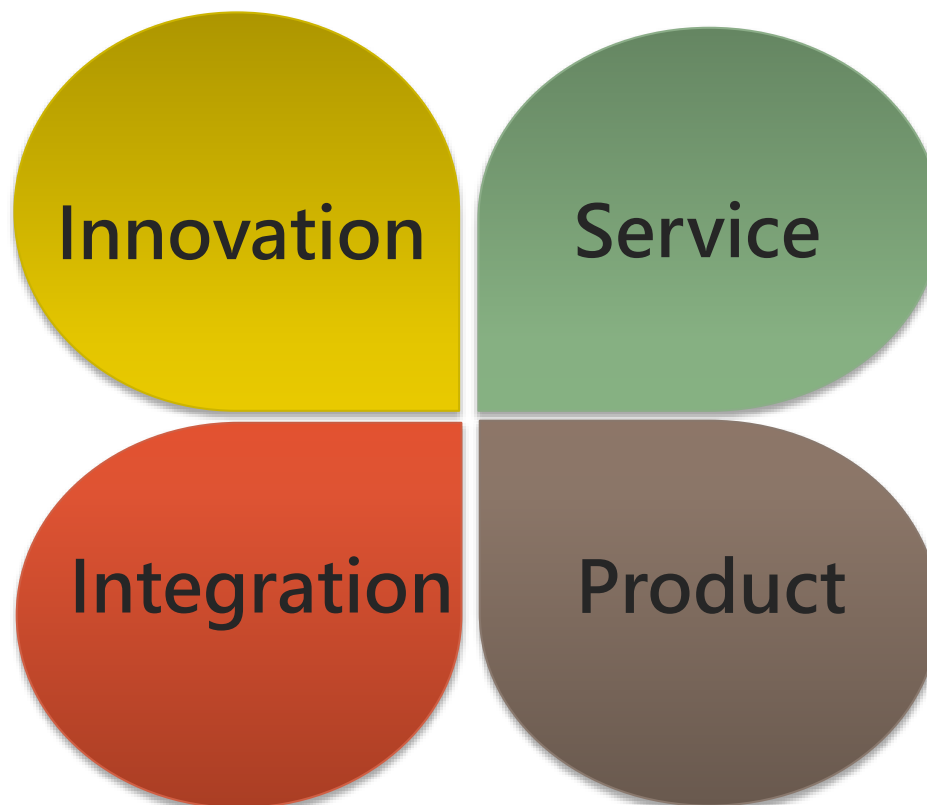
*2012 ~ 2019 total **26** products won the T.Q. golden Award

Competitive advantage

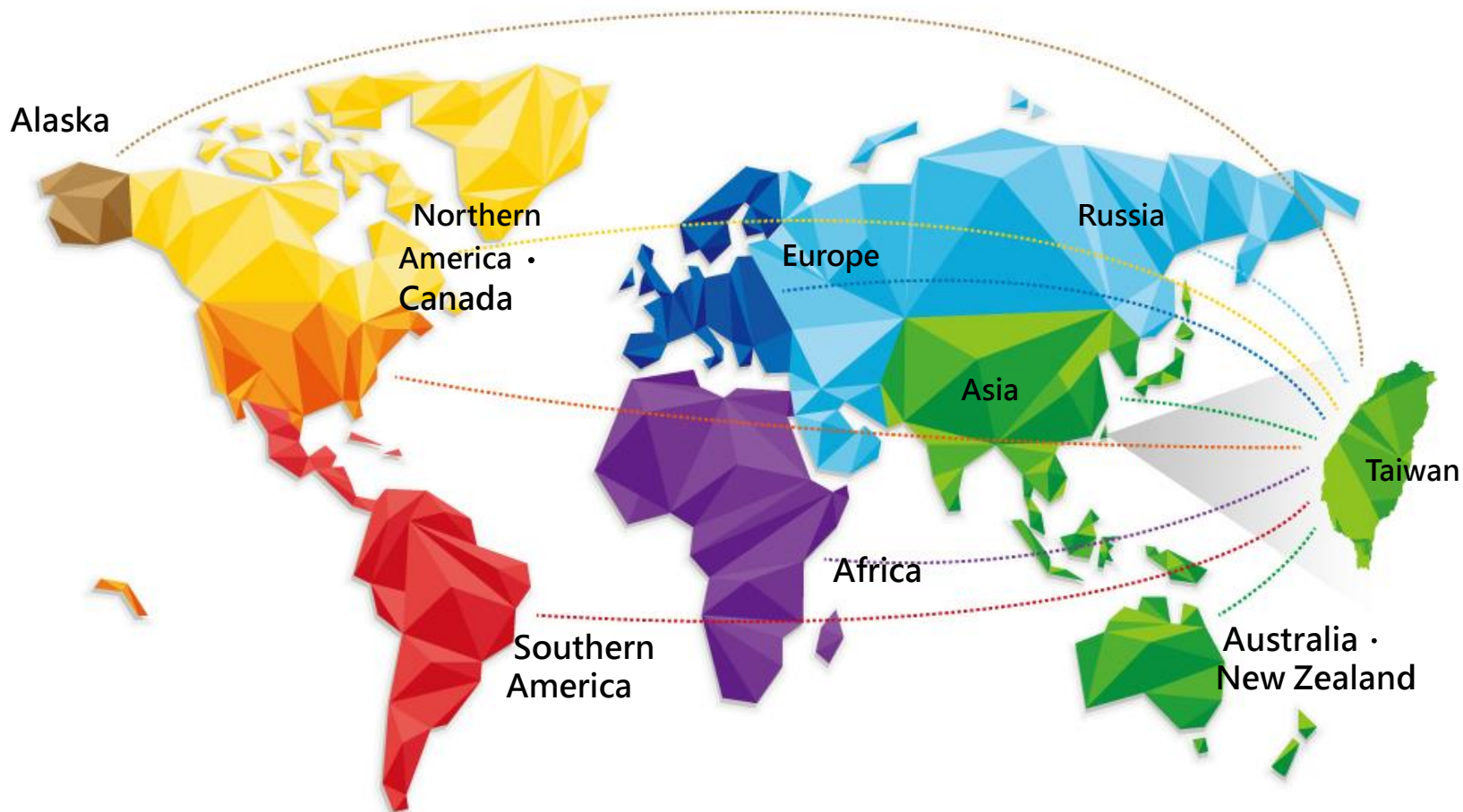




★Our Core Values



★ Globalized tour product



★ Resource integration



G.S.A. of Airlines

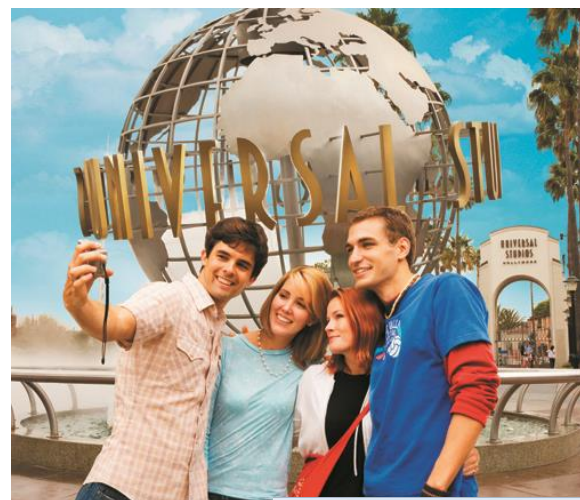




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安全第一・品質保證・服務至上

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

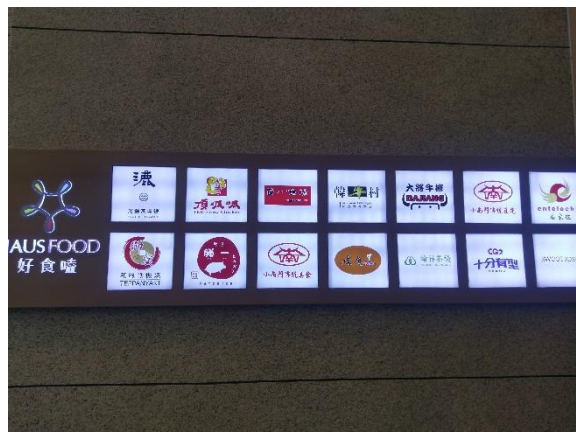


＞ 機關團體交通車

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.
- **TA** * 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 Little liuqiu hotel



It is expected to invest about NT\$500 million to build a 10-floor, 70-room leisure hotel

Estimated open at year 2023.

Fitnexx private fitness center



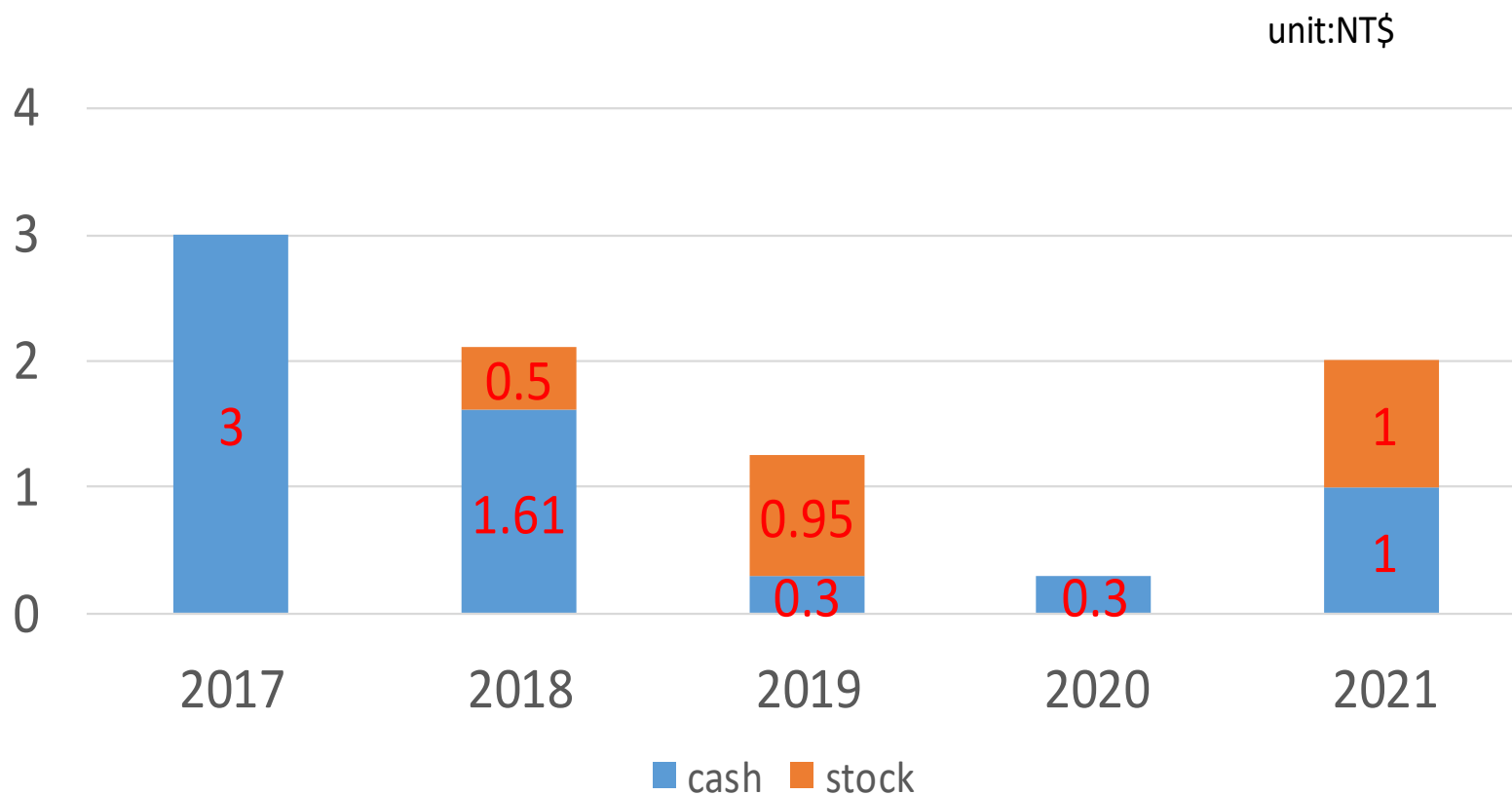
Financial Performance



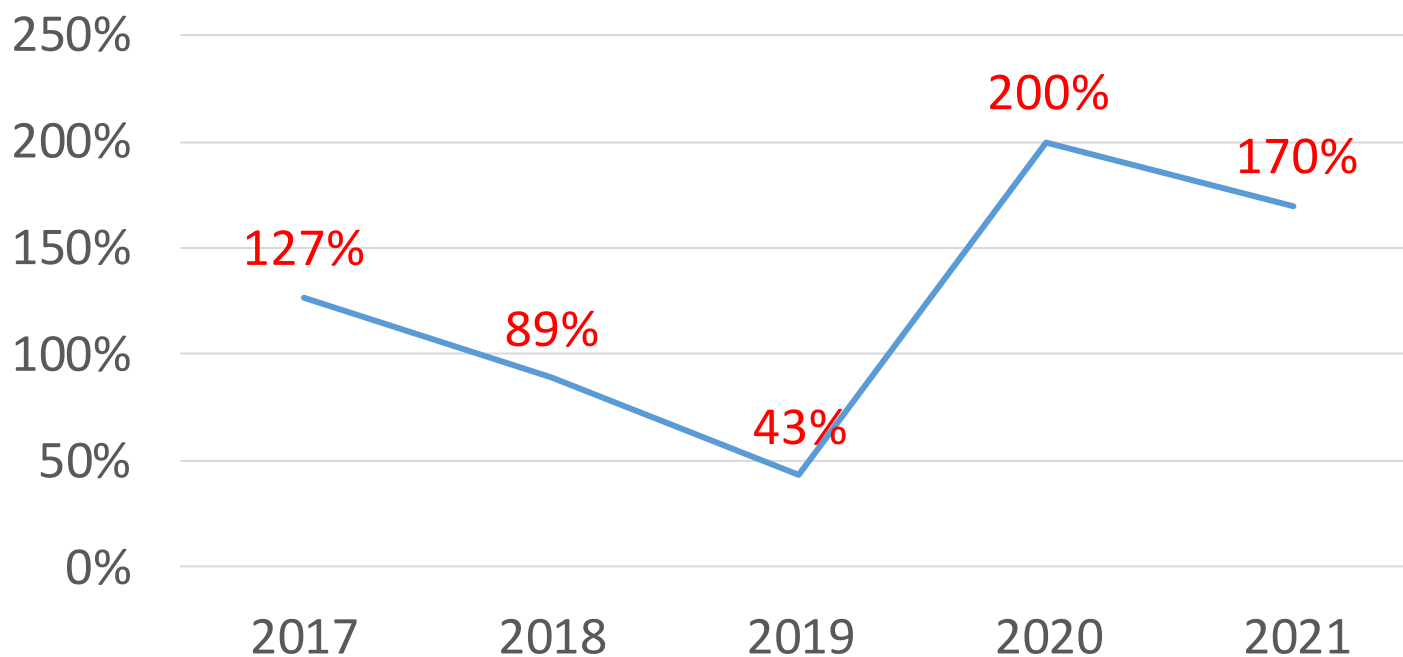
Consolidated Income Statement

NT\$: thousands	2018	2019	2020	2021	2021 H2	2022 H2	yoy
Net Revenue	2,917,517	2,974,759	489,508	149,935	47,631	46,079	-3.20%
Gross Profit	398,355	419,436	129,958	43,790	18,022	18,619	3.30%
Operating Expenses	165,117	186,626	-31,931	-66,040	-32,499	-30,760	5.30%
Operating Income	36,373	57,755	48,558	150,549	94,909	-14,262	-115.02%
Pretax Income	201,490	244,381	16,627	84,509	62,410	-45,022	-172.13%
Net Profit	158,507	198,753	10,210	77,739	57,752	-39,028	-167.57%
EPS(dollars)	2.36	2.96	0.15	1.17	0.86	-0.58	
Gross Margin %	13.65	14.1	26.55	29.21	37.84	40.41	
OP Margin %	5.66	6.27	-6.52	-44.05	-68.23	-66.75	
Net Margin %	6.91	8.22	3.4	56.36	131.03	-97.71	

Dividend policy



Payout ratio(%)





★Service Item & Ratio

Year Product Main	2022 Jan-Jul	2021	2020
Europe	1.63%		18.18%
Turkey/Greece/Egypt			23.33%
America	7.16%	33.74%	2.88%
NZ & AUS	7.45%		5.41%
Cruise	1.14%	0.80%	8.78%
Asia	3.79%	32.32%	16.40%
Mainland China	0.09%		2.26%
Japan	0.12%		5.33%
Domestic Tours	71.20%	31.04%	12.23%
* Other	7.42%	2.10%	5.20%

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

Travel Market Analysis



★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!